

2100 - 2161 Stardust Court | Alamo, NM

88310

Register for Confidential Information: www.nmapartment.com/pines

Virtual Tour 2125 Unit 3: [www.nmapartment.com/stardust 2125 unit 3](http://www.nmapartment.com/stardust%202125%20unit%203)

Virtual Tour 2160 Unit 5: [www.nmapartment.com/stardust 2160unit 5](http://www.nmapartment.com/stardust%202160unit%205)



52 Units

Size: 30,020

Land: 1.32 acres

YOC: 1986-1987

Price: \$4,724,000

GRM: 9.22

Cap Rate: 7.50%

After Tax IRR: 14.6%

52 Unit Investment Summary

The Offering



Easily recognized by the abundance of mature pine trees on the property, The Pines apartments are one of Alamogordo's nicest apartment communities. This is a rare opportunity to acquire this asset from the original developer's family and continue the enduring legacy of offering high quality apartments to the Alamogordo community.

The property has recently been renovated and updated and is ready for the next owner to take advantage of the increasing rents to be found in the Alamogordo market.

Unit Amenities:

- W/D Hookups
- Studios have murphy beds
- Fireplaces
- Decks or Patios
- Two bedroom units include garages

Construction:

2"x6" exterior wood frame, on concrete slabs, 2"x4" interior wood frame, pitched roof

Utilities:

Separately metered for gas and electric. Residents in building 2125 also pay their own water bill.

The Property

Address	Lot #	# of units	Size Sq. Ft.
2100	1	8	4,780 sf
2124	2	8	4,780 sf
2125	3	4	3,648 sf
2142	4	8	4,780 sf
2143	4	8	4,780 sf
2160	5	8	4,780 sf
2161	6	8	4,780 sf
Totals		52	32,328 Gross sf

Ask Price:	\$4,724,000	\$90,846/unit
Avg. Unit Size	577 sf	\$157.36/sf
Avg. Rent	\$821	\$1.42/sf
Cap Rate:	Actual 7.50%	Proforma 8.72%
Cash on Cash:	6.888%	10.91%

IRR Before tax	18.4%
IRR After tax	14.6%

Zoning: R-4

Year Built: 1986-1987

Site 7 Buildings
1.982 acres on 6 lots
(per assessors records)

Amenities: 4 single garages, office,
Built in w/d hookups
Murphy beds in studios

UPC#
01N4057094015453
01N4057094021435
01N4057094030452
01N4057094030435
01N4057094041452
01N4057094041435

Legal: Lots 3-12, Fisher Subd.



Annual Property Operating Data (APOD)



NM Apartment Advisors Financial Overview for: Pines Apartments 2100,2124,2125,2142,2143,2160, & 2161 Stardust, Alamogordo, NM

Prepared by: Todd Clarke CCIM 6/14/2024 Recently Renovated

Unit/Rent Summary		E		C		A				
#	Type Style	Approx Size	Actual Rent	Street Rate	Market Rent - Alamogordo	Actual Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential	Total sf
24	Studio	450	\$ 750	\$ 750	\$ 795	\$ 1.67	\$ 18,000	\$ 18,000	\$ 19,080	10,800
24	1x1	650	\$ 846	\$ 850	\$ 925	\$ 1.30	\$ 20,300	\$ 20,400	\$ 22,200	15,600
2	2x1 Down	865	\$ 1,100	\$ 1,100	\$ 1,200	\$ 1.27	\$ 2,200	\$ 2,200	\$ 2,400	1,730
2	2x1 Up	945	\$ 1,100	\$ 1,100	\$ 1,200	\$ 1.16	\$ 2,200	\$ 2,200	\$ 2,400	1,890
	2 x 2 car garages (1,200sf @ 212	-								-
52	total units / Avg. Unit Size =	577	\$ 821	\$ 823	\$ 886		\$ 42,700	\$ 42,800	\$ 46,080	30,020
	4 floorplans		\$ 1.42	\$ 1.43	\$ 1.53	Annualized =	\$ 512,400	\$ 513,600	\$ 552,960	

Benchmarks		
Offering Price	\$4,724,000	
\$/unit	\$90,846	
\$/sf	\$157.36	
GRM	9.22	8.54
CAP Before Reserves	7.50%	8.72%
CAP After Reserves	7.25%	8.47%
Cash on Cash	6.88%	10.91%
DCR=	1.41	1.64
Walk Score: 20		



Income				
1	A.	Total Potential Market Income	\$ 552,960	
2	B.	Less: loss to market lease	\$ 39,360	7%
3	C.	Total Potential Income (Street)	\$ 513,600	
4	D.	Less: Loss to lease	\$ 1,200	0%
5	E.	Total Income	\$ 512,400	Actual vacancy = 0.65384615
6	F.	Less: vacancy 5.0%	\$ 25,620	5% Market Vacancy
7	G.	Effective Rental Income	\$ 486,780	
8	H.	Plus: Other Income	\$ -	0% Garages/Laundry/No pet rent - extra for w/d
9	I.	Gross Operating Income	\$ 486,780	2023 was \$266,676

Expenses (Annual)	Actuals for 2023			Based on: Owner provided financials		
		\$/unit	%			
20 Real Estate Taxes	\$21,907	\$421	5%	Est. amount based on actual		
21 Personal Property Taxes				Per owner		
22 Property Insurance	\$15,405	\$296	3%	Owner Provided 2023		
23 Property Management:						
24 Off Site Management	\$22,570	\$434	5%	Owner Provided 2023		
25 Payroll-Onsite Personnel						
26 Payroll-Onsite Personnel						
27 Taxes/Workman's Compensation						
28 Repairs and Maintenance	\$48,626	\$935	10%	Owner Provided 2023		
29 Utilities: Water, Sewer, Garbage, Gas, Electric, Telephone	\$19,596	\$377	4%	Owner Provided 2023		
47 Unit Cleaning	\$4,432	\$85	1%	Owner Provided		
48 Reserve for replacement	\$11,700	\$225	2%	repairs+unit turn+reserve=8% to 12%		
49 Total Operating Expenses	\$144,236	\$2,774	30%			
50 Net Operating Income	\$342,544	\$6,587		IO 1st 2 years, thereafter \$8,769		
Less: Annual Debt Service	\$243,708	\$ 3,288,000	70%	ADS	LTV	Interest Rate
Cash Flow Before Taxes	\$98,836			\$20,309	30	6.28%

Proforma 2024 - Market Rents & Vacancy @ 5%			Based on: Forthcoming yr.			
	\$/unit	%	Income: Line A - F + H			
\$22,565	\$434	4%	Potential 2024 =			
\$15,867	\$305	3%	Potential 2023 = 2022 + 3%			
			Potential 2024 = 2023 + 3%			
\$50,085	\$963	9%	Potential 2024 = 2023 + 3%			
\$20,184	\$388	4%	Potential 2024 = 2023 + 3%			
\$4,565	\$88	1%	Potential 2023 = 2022 + 3%			
\$11,700	\$225	2%	new lender will require			
\$124,965	\$2,403	23%				
\$400,347			Potential Market less 5% vacancy + other income			
\$243,708	\$ 3,288,000	70%	ADS	LTV	Pmt	Term
\$156,639			\$20,309	30	6.28%	

Projected Internal Rate of Return

		Year						Calculated for 1st year of next owners, ownership
		1	2	3	4	5	6	
1 Total Potential Market Income	3.0% Increases	\$552,960	\$569,549	\$586,635	\$604,234	\$622,361	\$641,032	
2 Less: loss to market lease	7.1%	\$39,360	\$40,541	\$41,757	\$43,010	\$44,300	\$45,629	
3 Total Potential Income (Max Rent)		\$513,600	\$529,008	\$544,878	\$561,225	\$578,061	\$595,403	
4 Less: Loss to lease	0.2%	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351	\$1,391	
5 Total Income		\$512,400	\$527,772	\$543,605	\$559,913	\$576,711	\$594,012	
6 Less: vacancy	5.0%	\$25,620	\$26,389	\$27,180	\$27,996	\$28,836	\$29,701	
7 Effective Rental Income		\$486,780	\$501,383	\$516,425	\$531,918	\$547,875	\$564,311	
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0	
9 Gross Operating Income		\$486,780	\$501,383	\$516,425	\$531,918	\$547,875	\$564,311	
Total Operating Expenses	2.0% Increases	\$124,965	\$127,464	\$130,014	\$132,614	\$135,266	\$137,972	
Net Operating Income		\$361,815	\$373,919	\$386,411	\$399,304	\$412,609	\$426,340	
Mortgage Balance		\$3,249,688	\$3,208,900	\$3,165,476	\$3,119,244	\$3,070,024		
ADS		\$243,708	\$243,708	\$243,708	\$243,708	\$243,708		
- Principal Reduction		\$38,312	\$40,788	\$43,425	\$46,232	\$49,220		
= Mortgage interest		\$205,396	\$202,920	\$200,283	\$197,476	\$194,488		
- cost recovery (annual)	27.5 yrs @	\$131,705	\$137,425	\$137,425	\$137,425	\$131,705	includes mid mo.	
= Taxable Income		\$24,714	\$33,574	\$48,703	\$64,402	\$86,416		
Tax on income at ordinary income rate of	35%	\$8,650	\$11,751	\$17,046	\$22,541	\$30,246		
NOI		\$361,815	\$373,919	\$386,411	\$399,304	\$412,609		
- Annual Debt Service		\$243,708	\$243,708	\$243,708	\$243,708	\$243,708		
= Cash Flow Before Tax		\$118,107	\$130,211	\$142,703	\$155,596	\$168,901		
- Less Ordinary Income Tax		\$8,650	\$11,751	\$17,046	\$22,541	\$30,246		
= Cash Flow After Tax		\$109,457	\$118,460	\$125,658	\$133,055	\$138,656		

Sales Worksheet

Calculation of Adjusted Basis

1 Basis at Acquisition	\$4,724,000
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$675,687
4 =Adjusted Basis at Sale	\$4,048,313

Calculation of Capital Gain

Disposition CAP Rate	7.3%
5 Sale Price	\$5,879,626
6 -Costs of Sale	\$470,370
7 -Adjusted Basis at Sale	\$4,048,313
8 =Gain or (Loss)	\$1,360,943
9 -Straight Line Cost Recovery (limited to gain)	\$675,687
10 =Capital Gain from Appreciation	\$685,256

Calculation of Sales Proceeds after tax

11 Sale Price	\$5,879,626
12 -Cost of Sale	\$470,370
13 -Mortgage Balance(s)	\$3,070,024
14 = Sale Proceeds Before Tax	\$2,339,232
16 -Tax: Straight Line Recapture at	25.0%
17 -Tax on Capital Gains at	20.0%
18 = SALE PROCEEDS AFTER TAX:	\$2,033,259

IRR Before tax = 18.4%

n	\$
0	\$(1,436,000)
1	\$118,107
2	\$130,211
3	\$142,703
4	\$155,596
5	\$168,901 +
	\$2,339,232

IRR After tax = 14.6%

n	\$
0	\$(1,436,000)
1	\$109,457
2	\$118,460
3	\$125,658
4	\$125,658
5	\$133,055 +
	\$2,033,259

Investor's Effective Tax Rate = 20%



Recent renovations include new roof systems on each building (2019)

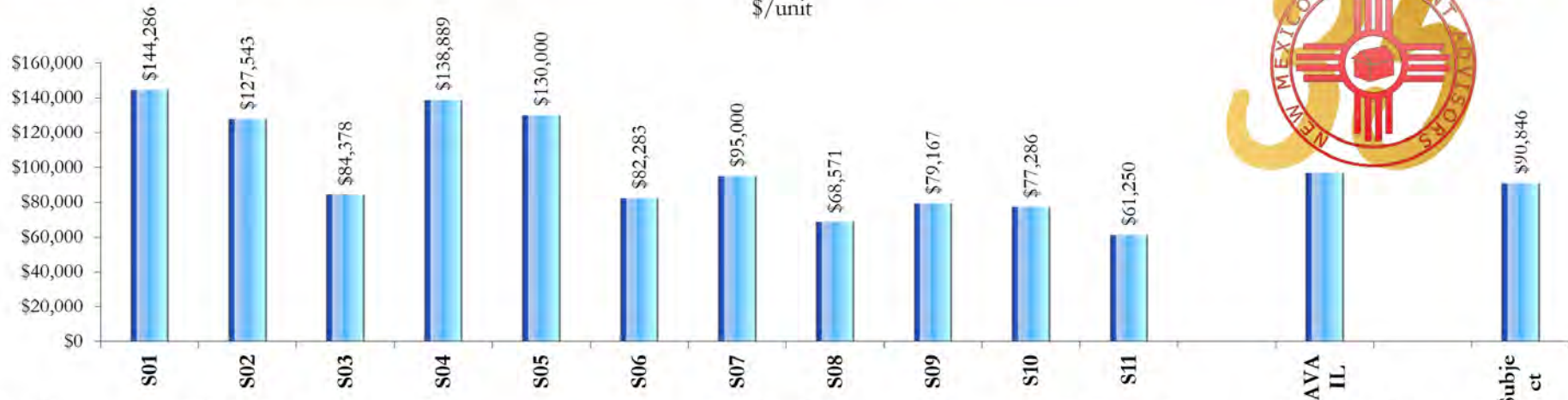
Comparable Sales

Sales Analysis for:

Pines Apartments

Compiled by Todd Clarke CCIM

\$/unit



#	Name	Add#	Street	QD	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP
S01		1550	Durazano	Las Cruces	7		\$ 1,090,143	\$ 1,009,999	12/29/2023	\$144,286	\$137	\$1,096	10.97	6.50%
S02		1855	Girard NE	Albuquerque	20		\$ 2,520,856	\$ 2,550,856	10/30/2023	\$127,543	\$165	\$870	12.21	5.40%
S03		1409	Girard NE	Albuquerque	23		\$ 1,940,692	\$ 1,940,692	10/16/2023	\$84,378	\$202	\$694	10.13	5.80%
S04		354	Pueblo Solano	Village of Los Ranchos	9		\$ 1,250,000	\$ 1,250,000	3/17/2023	\$138,889	\$288	\$1,003	11.54	6.20%
S05		3409	Tulane NE	Albuquerque	10		\$ 1,300,000	\$ 1,300,000	5/17/2023	\$130,000	\$170	\$949	11.42	5.30%
S06		1015	Calle De Oro	Taos	20		\$ 1,520,000	\$ 1,645,669	3/4/2024	\$82,283	\$143	\$808	8.49	6.90%
S07		700	Truman	Albuquerque	20			\$ 1,900,000	7/1/2023	\$95,000	\$146			
S08		2510	Espina	Las Cruces	21		\$ 1,495,000	\$ 1,440,000	8/18/2023	\$68,571	\$139	\$648	8.82	6.70%
S09		5900	Marble	Albuquerque	24		\$ 1,360,000	\$ 1,900,000	9/18/2023	\$79,167	\$97	\$668	9.87	4.50%
S10		3410	Thaxton	Albuquerque	28		\$ 2,445,000	\$ 2,164,000	9/28/2023	\$77,286	\$101	\$684	9.41	6.90%
S11	Questa Real	1301	Fillmore	Alamogordo	32		\$ 2,251,187	\$ 1,960,000	11/8/2022	\$61,250	\$63	\$610	8.37	7.20%

AVAIL Summary										\$98,968	\$150	\$803	10.12	6.14%
---------------	--	--	--	--	--	--	--	--	--	----------	-------	-------	-------	-------

Subject	Pines Apartments 2100,2124,2125,2142,2143,2160, & 2161 Stardust, Alame	52	2014				\$ 4,724,000			\$90,846	\$157	\$821	9.22	7.25%
---------	--	----	------	--	--	--	--------------	--	--	----------	-------	-------	------	-------

Average of Comparable SOLD applied to subject property

\$/unit	\$ 98,968	\$ 5,146,357
\$/sf	\$150	\$ 4,506,657
CAP (Actual)	6.1%	\$ 5,578,889
GRM (Actual)	10.12	\$ 4,927,674
Average=	\$	\$ 5,039,894

Photos



Photos



Photos



Loan Quote

June 12, 2024



Freddie Mac Small Balance Loan Price Quote

The Pines Apartments

2100,2124,2125,2142,2143,2160 and 2161 Stardust Ct
Alamogordo, New Mexico 88310
Otero County, NM

Loan Purpose

ACQUISITION

Good-faith deposit of 1% is due at rate lock and is refunded at close.

Quote contingent upon verification of historical operating statements and rent roll, full due-diligence on Borrower/Guarantor, review of the contingent liabilities, satisfactory review of Borrower organizational structure, and a FICO score greater than 680. Quote assumes no more than 50% of residents are active military, students or senior-housing tenants.

Borrower Financial Requirements: Liquidity greater than or equal to nine months of debt service and net worth greater than or equal to the loan amount.

Approximate annual payment subject to full underwriting; pricing adjusts weekly.

	Option 1 5 YR Fixed	Option 2 7 YR Fixed	Option 3 10 YR Fixed
Loan Amount	\$3,190,000	\$3,244,000	\$3,288,000
Term (Fixed Rate Floating)	5 YR 0 YR	7 YR 0 YR	10 YR 0 YR
Amortization	30 YR	30 YR	30 YR
Interest-Only Period	0 YR	0 YR	0 YR
Prepayment	5-4-3-2-1	3,3,2,2,1,1,1	3,3,3,2,2,1,1,1,1
Rate Lock Period	Standard	Standard	Standard
Minimum Debt Coverage Ratio	1.400x	1.400x	1.400x
Maximum Loan-to-Value	75.00%	75.00%	75.00%
DCR as Underwritten	1.400x	1.400x	1.400x
LTV as Underwritten	67.53%	68.67%	69.60%
Estimated Interest Rate	6.57%	6.41%	6.28%
Approx. Annual Payment	\$243,721	\$243,752	\$243,708
Approx. Interest-Only	\$212,494	\$210,828	\$209,354
Freddie Mac Processing Fee	\$3,190	\$3,244	\$3,288
Third-Party Reports	\$7,000	\$7,000	\$7,000
Nonrefundable Processing Fee	\$2,500	\$2,500	\$2,500
Origination Fees	\$31,900	\$32,440	\$32,880
Estimated Closing/Legal Costs	\$6,000	\$6,000	\$6,000
Seismic Report (where required)	\$0	\$0	\$0
Total Due at Application	\$12,690	\$12,744	\$12,788
Estimated Total Cost	\$50,590	\$51,184	\$51,668

ADDITIONAL QUOTE STIPULATIONS

- Proposed loan terms are based on an estimated underwritten net operating income (NOI) of \$341,286 and are subject to satisfactory review of third party reports and Lender's final determination of value.
- Final loan amount may not exceed the maximum allowable loan-to-value (LTV) and minimum debt service coverage ratio (DSCR) indicated above. The terms are also subject to satisfactory review of organizational structure.
- Underwritten operating expenses and asset valuations must be supported, and may be reconsidered using appraisal conclusions.
- Assumes steady or improving T-3 collections and occupancy through closing. Minimum of 90% occupancy average over T-3.
- Tax escrow required at closing (monthly impound).

PETER J. GINERIS
Senior Vice President
CBRE Capital Markets

+1 505 837 4997
peter.gineris@cbre.com
www.cbre.us/peter.gineris



Internal Rate of Return Analysis (IRR)



		Year					Calculated
		1	2	3	4	5	for 1st year of next owners, ownership
1 Total Potential Market Income	3.0% Increases	\$552,960	\$569,549	\$586,635	\$604,234	\$622,361	\$641,032
2 Less: loss to market lease	7.1%	\$39,360	\$40,541	\$41,757	\$43,010	\$44,300	\$45,629
3 Total Potential Income (Max Rent)		\$513,600	\$529,008	\$544,878	\$561,225	\$578,061	\$595,403
4 Less: Loss to lease	0.2%	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351	\$1,391
5 Total Income		\$512,400	\$527,772	\$543,605	\$559,913	\$576,711	\$594,012
6 Less: vacancy	5.0%	\$25,620	\$26,389	\$27,180	\$27,996	\$28,836	\$29,701
7 Effective Rental Income		\$486,780	\$501,383	\$516,425	\$531,918	\$547,875	\$564,311
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0
9 Gross Operating Income		\$486,780	\$501,383	\$516,425	\$531,918	\$547,875	\$564,311
Total Operating Expenses	2.0% Increases	\$148,212	\$151,177	\$154,200	\$157,284	\$160,430	\$163,638
Net Operating Income		\$338,568	\$350,207	\$362,225	\$374,634	\$387,445	\$400,673
Mortgage Balance		\$3,268,051	\$3,226,810	\$3,182,916	\$3,136,198	\$3,086,476	
ADS		\$244,326	\$244,326	\$244,326	\$244,326	\$244,326	
- Principal Reduction		\$38,749	\$41,241	\$43,894	\$46,717	\$49,722	
= Mortgage interest		\$205,577	\$203,085	\$200,432	\$197,609	\$194,604	
- cost recovery (annual)	27.5 yrs 1. 80%	\$131,705	\$137,425	\$137,425	\$137,425	\$131,705	includes mid mo
= Taxable Income		\$1,285	\$9,696	\$24,367	\$39,599	\$61,136	
Tax on income at ordinary income rate of	2. 35%	\$450	\$3,394	\$8,528	\$13,860	\$21,398	
NOI		\$338,568	\$350,207	\$362,225	\$374,634	\$387,445	
- Annual Debt Service		\$244,326	\$244,326	\$244,326	\$244,326	\$244,326	
= Cash Flow Before Tax		\$94,241	\$105,880	\$117,898	\$130,307	\$143,119	
- Less Ordinary Income Tax		\$450	\$3,394	\$8,528	\$13,860	\$21,398	
= Cash Flow After Tax		\$93,791	\$102,487	\$109,370	\$116,447	\$121,721	

Sales Worksheet	
Calculation of Adjusted Basis	
1 Basis at Acquisition	\$4,724,000
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$675,687
4 =Adjusted Basis at Sale	\$4,048,313
Calculation of Capital Gain	
Disposition CAP Rate	7.3%
5 Sale Price	\$5,525,657
6 -Costs of Sale	\$442,053
7 -Adjusted Basis at Sale	\$4,048,313
8 =Gain or (Loss)	\$1,035,291
9 -Straight Line Cost Recovery (limited to gain)	\$675,687
10 =Capital Gain from Appreciation	\$359,605
Calculation of Sales Proceeds after tax	
11 Sale Price	\$5,525,657
12 -Cost of Sale	\$442,053
13 -Mortgage Balance(s)	\$3,086,476
14 =Sale Proceeds Before Tax	\$1,997,129
16 -Tax: Straight Line Recapture at	25.0% \$168,922
17 -Tax on Capital Gains at	20.0% \$71,921
18 =SALE PROCEEDS AFTER TAX:	\$1,756,286

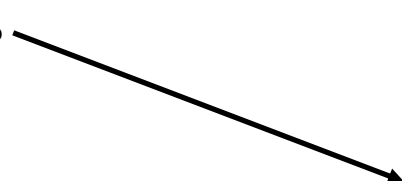
As a commercial real estate investor, the federal tax code gives you three advantages compared to other investments including:

1. Deduct your annual mortgage interest before you calculate your taxable amount;
2. Deduct your cost recovery/depreciation before you calculate your taxable amount, in the future when you sell the property, you only pay back 25% of the benefit you received;
3. Your long term profit, or capital gain, is taxed at 21%

n	\$	
0	\$	(1,417,200)
1		\$94,241
2		\$105,880
3		\$117,898
4		\$130,307
5		\$143,119 +
		\$1,997,129

n	\$	
0	\$	(1,417,200)
1		\$93,791
2		\$102,487
3		\$109,370
4		\$109,370
5		\$116,447 +
		\$1,756,286

IRR Before tax = 14.3%
 IRR After tax = 11.2%
 Investor's Effective Tax Rate = 21%



Interior Photos



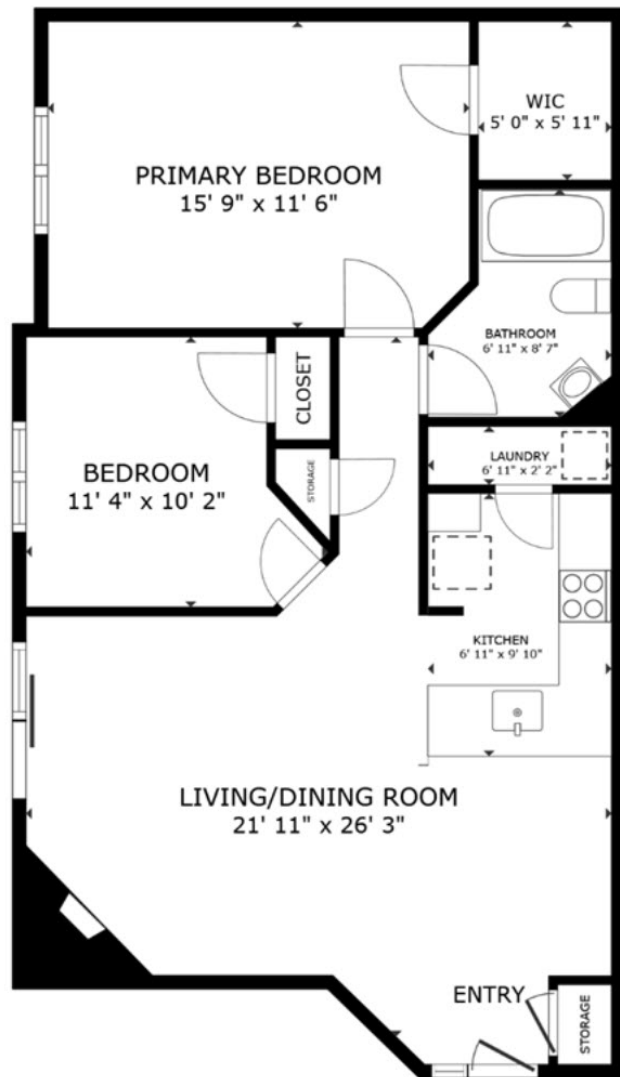
Interior Photos - 2125 - Unit 3



Floorplan - 2125 - Unit 3



All Measurements are Approximate

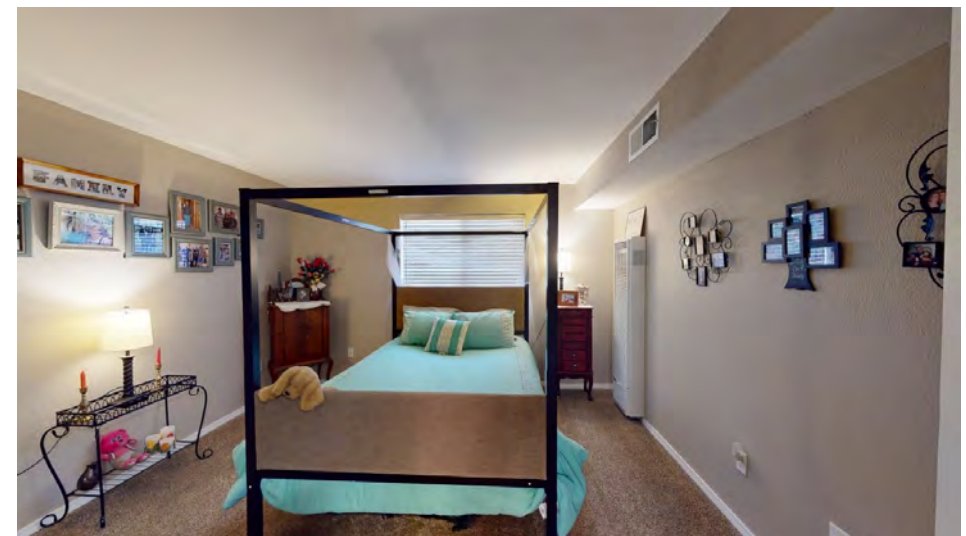


FLOOR PLAN



Virtual Tour: www.nmapartment.com/stardust2125unit3

Interior Photos - 2143 - Unit 3



Interior Photos - 2143 - Unit 3



Interior Photos - 2160 - Unit 5



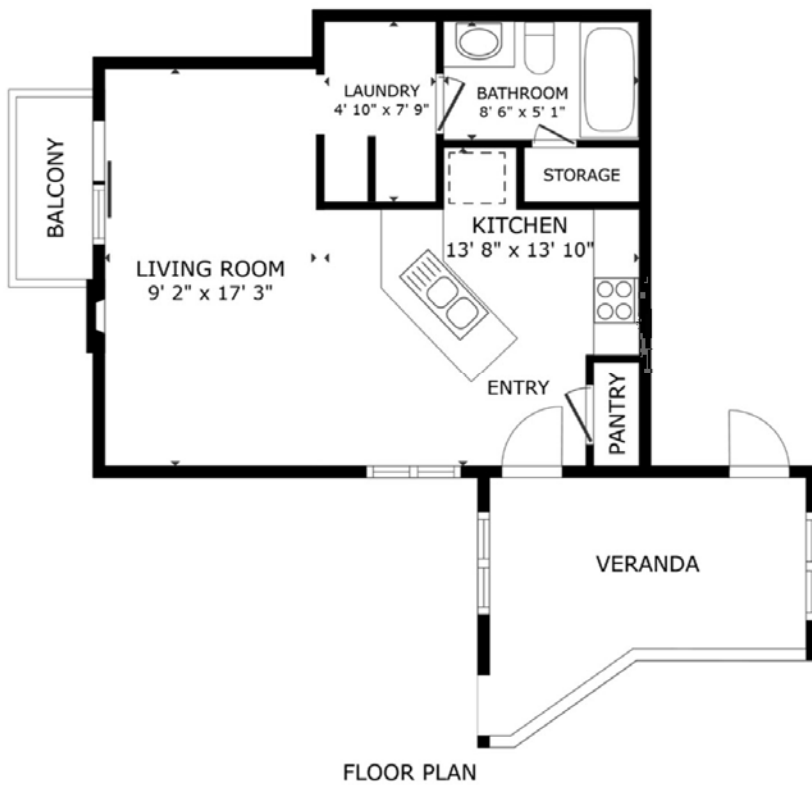
Interior Photos - 2160 - Unit 5



Floorplan - 2160 - Unit 5



All Measurements are Approximate



Virtual Tour: www.nmapartment.com/stardust2160unit5

Drone Photos



About the property developer and the name



Jim Day was 21 when he got married and worked for a local building contractor. He always loved building and working with his hands.

To supplement their income he and his new bride, Jacque, sold Christmas trees from their family's property, near Cloudcroft, NM in the 1960's.

They both decided they absolutely loved the smell of **Pines** and would someday have property they'd call **the Pines**.

A few years later they moved to California to be near Jim's sister and he became an electrical contractor then a general contractor too. He built spec homes in Lompoc, California, with the goal of finding a special deal where he could make money to put away for "**The Pines**".

In the 1970's he discovered soaring and started a club in Santa Ynez, California. Every Sunday his wife dropped him in Santa Ynez airport to fly then she'd would meet with a local Realtor to see if there were any good deals that had come to market week as they'd saved \$10,000 to invest in real estate.

Finally one Sunday, the Realtor said, "yes I have an excellent deal." A lady needed money to pay her taxes and put her 6 acres up for sale, 1 mile from Solvang, California – the Danish Capital of the U.S. It was a beautiful canyon called Fredensborg Canyon. The first thing Jim did was plant a lot of seedling **Pines**.

Because of the prestigious area they decided to do a big, beautiful home that would fit the area. They got plans from their contractor friend in Santa Barbara and Jim told his wife to pick out whatever she wanted in kitchen and bath fixtures.

They were both used to building 1,200 square foot spec homes and these plans were for a 3,600 square

foot home. His wife, Jacque picked out black marble for the bath, then they went to Tijuana and ordered a lot of black wrought iron ceiling fixtures, gates, etc. The house was beautiful but they needed to sell it to put back money for "**The Pines**".

A few years later they went back to NM to visit and went by to see his old contractor boss. The house



was boarded up and taken over by the bank. They went back home and talked it over and decided to call the bank and see how much it was. They were shocked to

learn the whole place was only \$54,000 – 5 acres with 2,100 square foot home, 2,400 square foot. workshop, a barn, studio apt., etc. Jacque moved out first to start remodeling then Jim stayed back to start selling some of the real estate they had accumulated – all these things were being done to get closer to the eventual building of "**The Pines**".

While in California Jim always went to college classes in the evening- learning more about real estate – Jacque went to interior decorating classes to learn more about how to help him with whatever he built. They were the first ones to put oi storage units in Lompoc and to do several land developing partnerships, etc.

Nine months later, Jim moved to New Mexico and began selling off their real estate in California.

That money was used to buy a large chunk of raw land off First St. (in Alamogordo) and Jim began the development of spaces for three large apartment complexes.

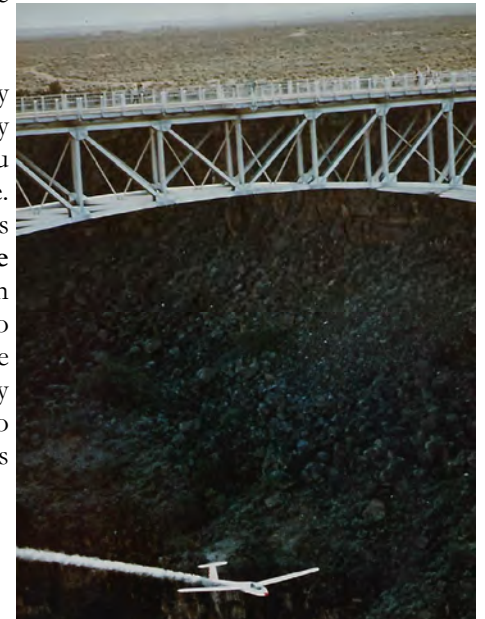
About that time, he asked his daughters they had a idea for the street names, and they suggested

Moonglow it was the street they lived on in California and Stardust was the next street over.

In the meantime he bought a block of land to put in small, affordable housing since all the builders in Alamogordo were building bigger and more expensive housing. He Sold all 7 of them within 2 weeks of being built, getting nearer to the goal of building of "**The Pines**".

He sold the first two apartment complexes and decided to keep the last one for "The Pines". He bought 500 seedlings and planted them at home and gradually moved a series of these trees to "**The Pines**". Jim was very well respected and it was not unusual to see him digging ditches with his construction crew. In Jims spare time he loved to fly sailplanes and hike in the Gila wilderness with friends. Jim was a well known sailplane pilot and flew from Alamogordo to Ft. Garland, CO and back in one flight. He had a wild side and flew his sailplane under the Taos Gorge bridge landing on the highway!! (See photo the right)

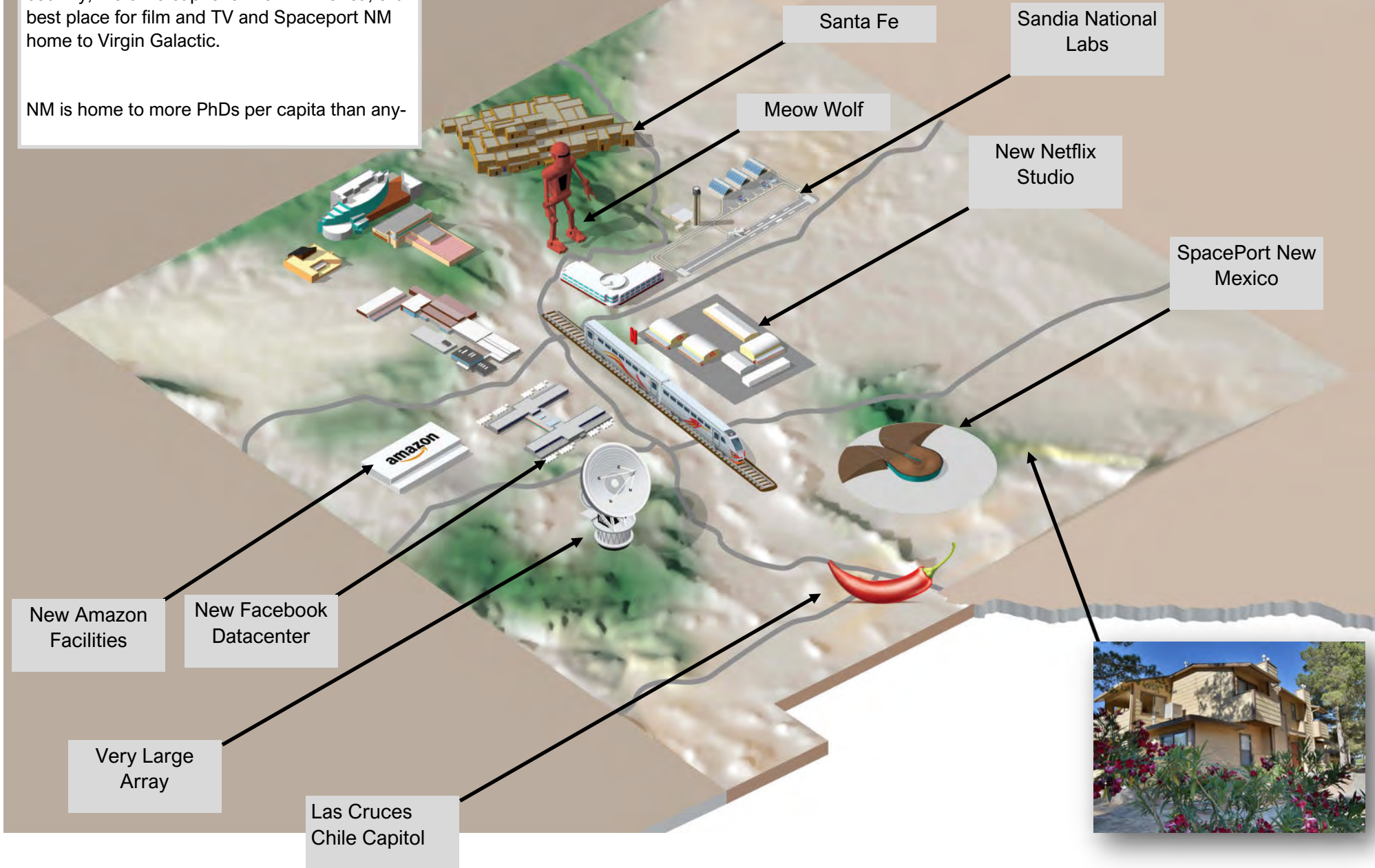
Unfortunately Jim passed away in 1995 from Lou Gehrig's disease. Jim's family is offering "**the Pines**" to an investor who appreciates the property's history and would like to continue the this amazing legacy.



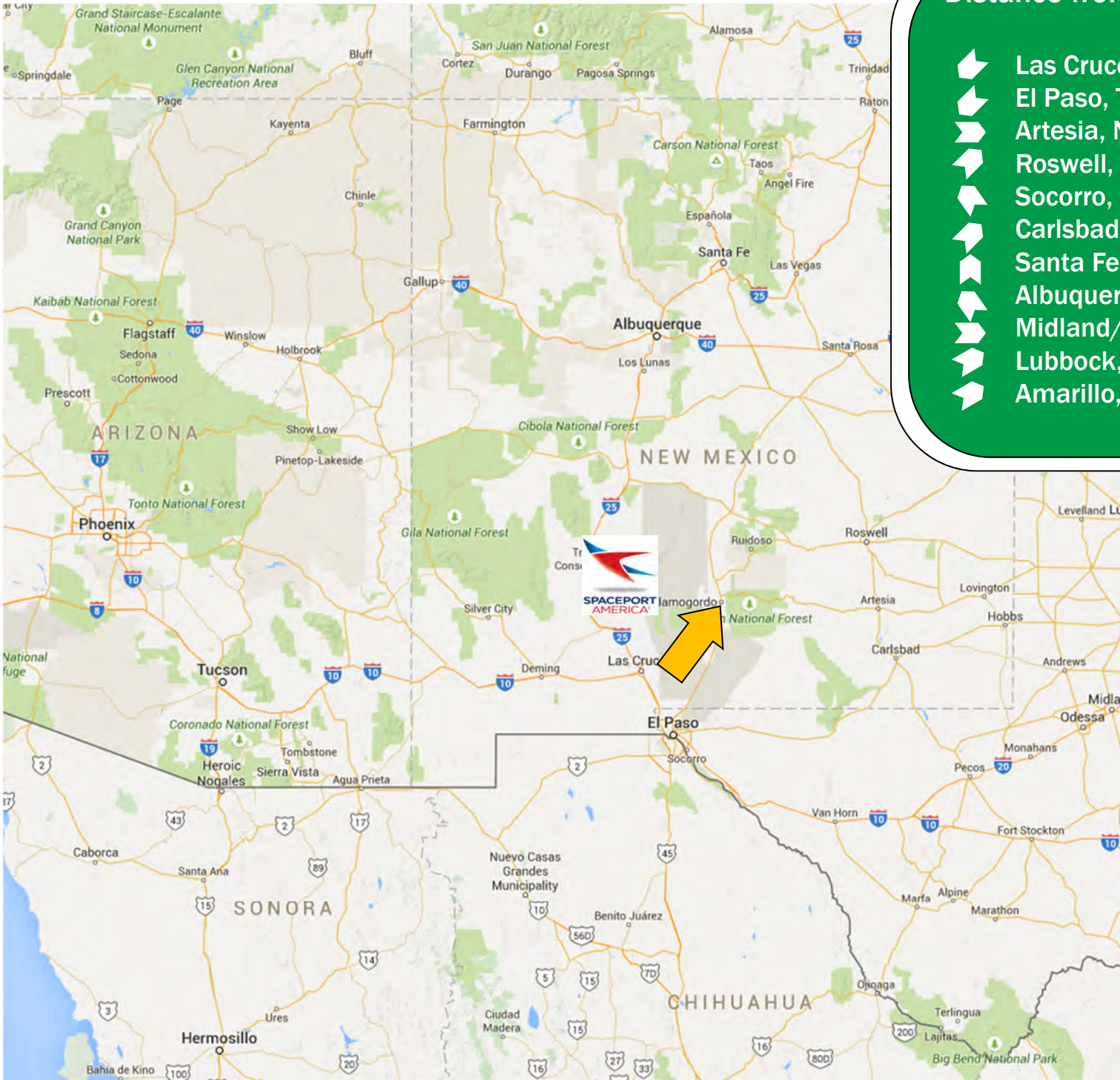
New Mexico happenings by area

New Mexico is home to the oldest Capitol in the country, the Chile Capitol of North America, 3rd best place for film and TV and Spaceport NM home to Virgin Galactic.

NM is home to more PhDs per capita than any-



The Market—Southern NM



Distance from Alamogordo

Las Cruces, NM	68 miles
El Paso, TX	89 miles
Artesia, NM	110 miles
Roswell, NM	117 miles
Socorro, NM	132 miles
Carlsbad, NM	146 miles
Santa Fe, NM	217 miles
Albuquerque	210 miles
Midland/Odessa, TX	285 miles
Lubbock, TX	290 miles
Amarillo, TX	349 miles

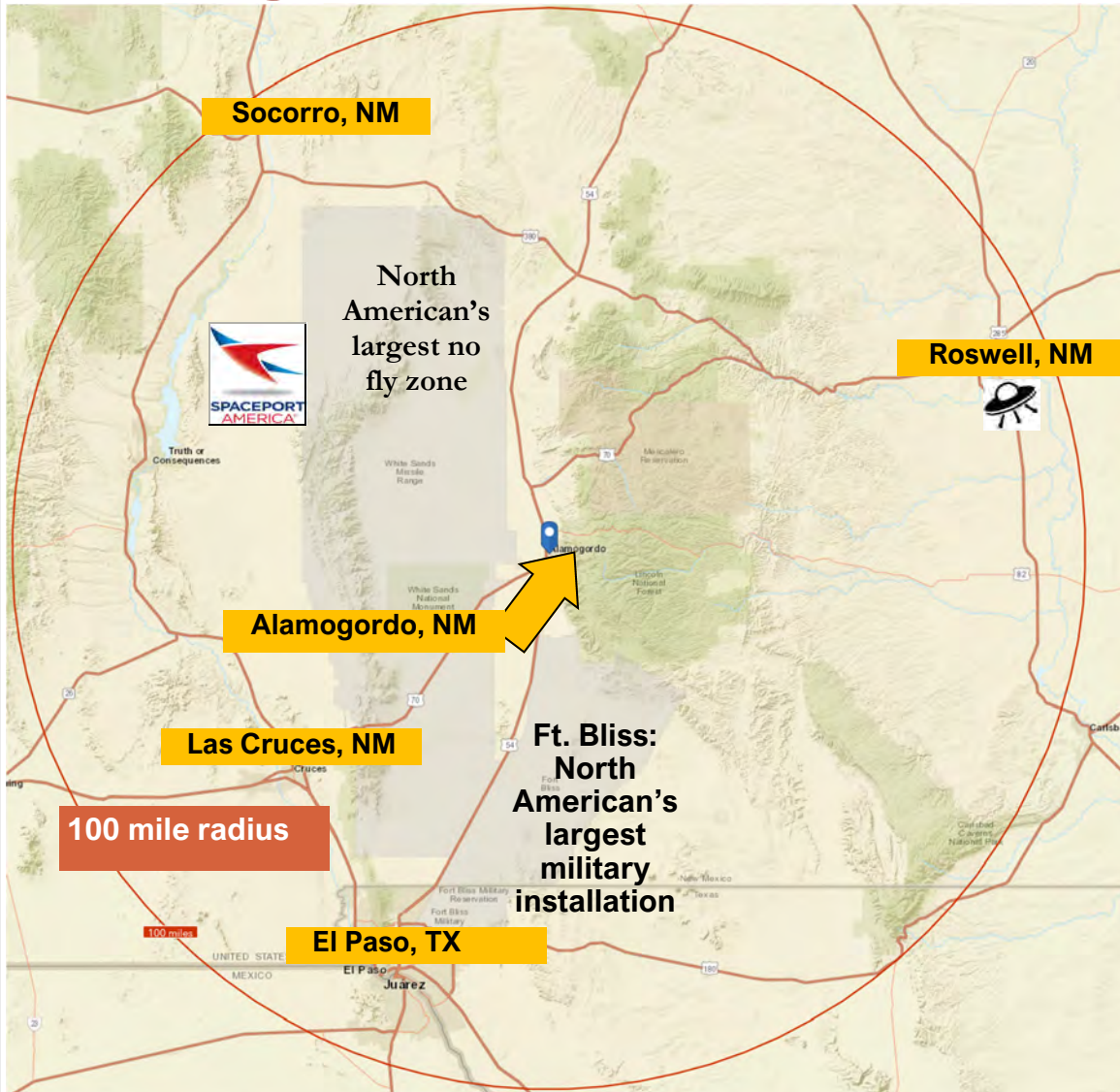
Although the rest of the country might know New Mexico for its award-winning TV Show, *Breaking Bad*, and prequel, *Better Call Saul*, astute investors are looking at New Mexico as the place to invest.

This area of NM has a strong association with the Trinity site, which has helped make New Mexico home to more PhD's per capita than any state in North America.

Founded in 1898 as a railroad town, incorporated in 1912, Alamogordo is part of the Tularosa basin, which has been inhabited for over 11,000 years.

According to the 2010 census, it is home to 30,403 people who live at an altitude of 4,336 above sea level.

Demographics of Southern NM Region



The cities of Eunice, Alamogordo, Jal, Lovington and Tatum have banded together to form the EnergyPlex—economic development focused on the abundant natural resources offered in Lea and adjoining Eddy counties.

Lea is county ranked as the fastest growing county in NM from 2010 to 2014 with 8.1% growth, followed by Curry (Clovis), and Eddy County (Carlsbad) at 4.8%.

Alamogordo Area major employers

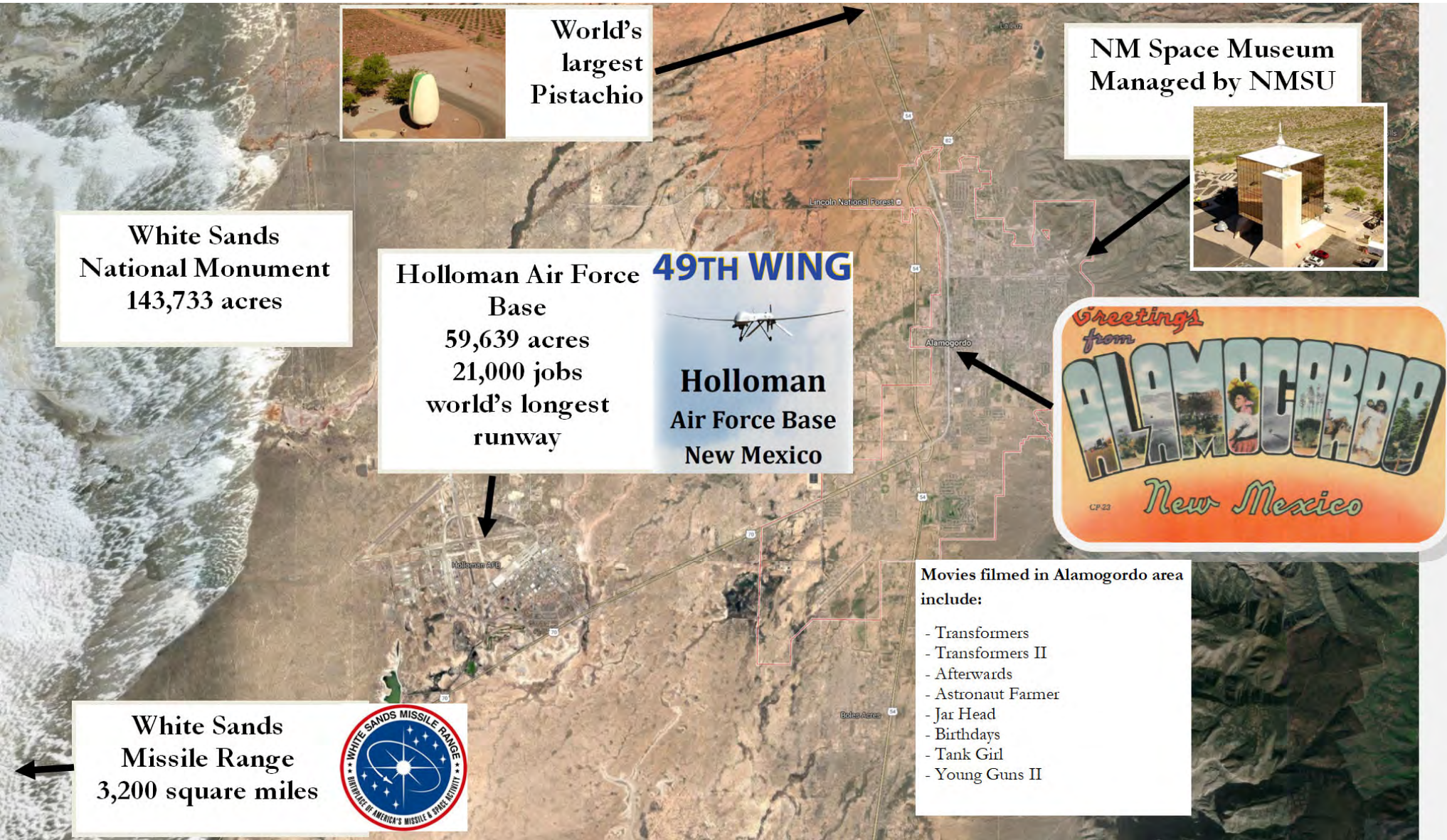
- Holloman Air Force Base
- White Sands Missile Range
- USAF
- Alamogordo Public Schools
- Inn of the Mountain Gods
- Walmart
- Gerald Champion Regional Medical Center
- City of Alamogordo
- NM State University – Alamogordo
- Otero County Government

<http://www.ocado.com/leading-local-employers/>

Within 100 miles of Alamogordo is:

1,189,351 people	with a median age of	33.2 years
450,517 employees		
402,309 households	with an average household income of	\$45,577
36,458 businesses		

Alamogordo—land of Film, Sand and Space...



World's largest Pistachio



NM Space Museum Managed by NMSU



White Sands National Monument 143,733 acres

Holloman Air Force Base **49TH WING**
59,639 acres
21,000 jobs
world's longest runway
Holloman Air Force Base New Mexico



White Sands Missile Range 3,200 square miles



Movies filmed in Alamogordo area include:

- Transformers
- Transformers II
- Afterwards
- Astronaut Farmer
- Jar Head
- Birthdays
- Tank Girl
- Young Guns II

Alamogordo - Holloman AFB News

New \$85M construction project announced at Holloman



By Christopher Gray | Managing Editor, Albuquerque Business First
3 years ago

IN THIS ARTICLE

Construction & Regulations

Market Research

The U.S. Air Force announced it will initiate the design of an \$85 million project at Holloman Air Force Base near Alamogordo to build a new MQ-9 Formal Training Unit operations facility to house three MQ-9 Attack Squadrons.

The squadrons are the training units for new pilots and sensor operators for the MQ-9 Reaper Remotely Piloted Aircraft, according to a news release. The new facility will include administrative space, academic space, Fixed Ground Control Stations, FGC maintenance functions, training simulators and all secure spaces required to support the mission.

Sen. Martin Heinrich, a member of the Senate Armed Services Committee, welcomed the announcement.

"The decision to invest in Holloman is a reflection of the tremendous community support and the exceptional training environment and expertise that New Mexico has to offer," said Heinrich in a news release. "This is a smart investment for a state-of-the-art facility that will create jobs at Holloman in the interim and hopefully for years to come."

Holloman Air Force Base supports national security objectives by deploying worldwide to support peacetime and wartime contingencies, according to the Air Force. There are about 21,000 personnel and their family members at Holloman Air Force Base near Alamogordo in southern New Mexico, according to Air Force fact sheets.

Telephone Conversation Regarding HAFB Housing Needs With

Colonel Juan Alvarez, 49th Mission Support Group Commander, Lt. Col. Kellie Mattie, 49th Civil Engineering Squadron Commander, Capt. William Berner, Deputy Installation Flight, SMSgt Daniel Harris, Superintendent, Operations Flight—January 2022

The Housing Privatization Program, enacted some years ago, resulted in an initial block of homes being constructed. However, Holloman's needs were such that Holloman received approval to maintain their very old "legacy housing," with the privatization contractor remodeling those homes.

Currently, single family housing occupancy is at 95% and dormitory housing occupancy is at 94-97%. As new single Airmen come to Holloman, other single Airmen in the dormitories are required to leave, to find housing in Alamogordo on their own, to make room for the new folks.

Basic Allowable Housing, BAH, for a single Airmen runs from \$800-\$1,200 per month. The Air Force calculation is that this should cover 95% of housing, rent or mortgage payments, plus utilities.

For the last three years, Holloman personnel have been successful at justifying BAH increases of 5% for 2020, 11.6% for 2021 and 4.75% for 2022. These are average numbers, since BAH rates vary with rank, family size, etc.

The housing privatization contractor cannot build more houses at Holloman. Because its legacy homes were not demolished, Holloman is already over-inventoried, according to Air Force regulation.

Ideally, the housing Alamogordo needs is:

Apartments, townhomes and condominiums, one to three bedrooms, which would rent from \$800-\$1,200 per month.


Holloman's current need for housing in Alamogordo totals 450 units for single personnel or families.

Currently there are 4,700 Active-Duty personnel at Holloman. The Pentagon publishes a report evaluating cities neighboring military installations, quantifying housing availability, crime, education and license reciprocity.

The New Mexico governor signed HB30 in February 2020. This now law provides expedited licensure for military spouses and dependents in more than 65 occupations. The Department of the Air Force issues a report card for education in all zip codes that provide housing for military personnel. That "Report Card" has recently been made available and I should receive copy of it shortly. The average tour at HAFB is 2-6 years. Yet there are a number of per-

Mr. Shyne is owner and listing broker for a 22 acre site adjacent to Wal-Mart that is an ideal site for additional multifamily rental housing.

ed
ment
mili-
a



News Release HOLLOMAN AIR FORCE BASE

49TH WING PUBLIC AFFAIRS
(575) 572-5406/7381 • @49Wing
www.holloman.af.mil

Release No. 18-05-03
May 14, 2018

54TH FIGHTER GROUP TO CONDUCT NIGHT FLYING TRAINING

HOLLOMAN AIR FORCE BASE, N.M. – The 54th Fighter Group at Holloman will be conducting routine F-16 night flying operations from May 14 through July 20.

Residents in the local and surrounding areas can expect aircraft noise in the evening with aircraft landing as late as 11:30 a.m. The biggest impact to the local community will be noise generated when the aircraft take off.

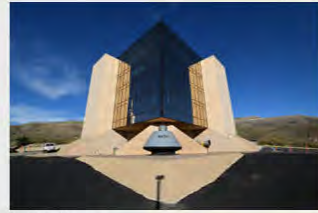
"The 54th Fighter Group trains an average of 180 students per year in an extensive flying hour program that includes day and night training," said Col. Rusty Keen, 54th Fighter Group commander. "Learning how to be proficient at nighttime air operations takes a lot of practice, but there is no room for error in our job and this skill is how we own the night and defeat our enemies."

Any questions regarding the training should be directed to the 49th Wing Public Affairs Office at 575-572-5406 or 575-572-7383 during regular business hours, or 575-572-7575 after hours. For more information about Holloman and its personnel, please visit the Holloman website at www.holloman.af.mil; or visit the Holloman Facebook page (Holloman AFB - 49th Wing).

Retail opportunities in Alamogordo, NM



The Pines Apartments are located just east of the Alamogordo retail strip.



New Mexico Museum of Space History



The Pines Apartments are located in the heart of residential portion of Alamogordo and within a 10 minute drive of most anything a resident might need in the city.

The map displays a dense retail strip in Alamogordo, NM, with numerous store logos including Family Dollar, Lowe's, Kmart, Sonic, JCPenney, Big Sports, Sears, Bealls, TSC, Tractor Supply Co, Dollar General, Wells Fargo, Starbucks, Albertsons, Subway, Family Dollar, Auto Zone, Walmart, Dollar Tree, Long John Silver's, Burger King, McDonald's, Wendy's, Sonic, Atoys, KFC, Pizza Hut, Quality, Applebee's, IHOP, Denny's, Chilis, Hampton Inn, and Hampton Express. A yellow arrow points to 'The Pines' apartment complex. A 'Walk Score 20 Car-Dependent' badge is also present.

The Pines Apartments

Why Choose The Pines Apartments?

- After-school
- Convenient!
- Move-in Ready!



The Residential Neighborhood



The Pines Apartments are located in a middle to high end residential neighborhood with single family housing values ranging from \$99,000 to \$460,000.



The Market—New Mexico

Although the rest of the country might know Albuquerque for its award winning TV Show, Breaking Bad, astute investors are looking at Albuquerque as the place to invest.

With neither a boom or bust mentality, Albuquerque has a strong record of rent increases and a lack of new product. This results in high barriers to entry for competing apartments making multifamily investment a solid choice.

Thanks to major employers like Sandia National Laboratories and Intel Albuquerque is home to more PhD's per capita than in any city in North America.

Albuquerque has an exceptional quality of living, offering over 147 miles of hiking and biking trails inside the city as well as mile high Sandia mountains, and North America's largest cottonwood forest, Albuquerque is known for its 300+ days of sunshine, skiing and golf in the same day, stunning sunsets, and abundance of outdoor activities, Albuquerque is the amenity for most apartment residents.



filmnewmexico



Albuquerque, New Mexico in the news

- ☑ 9th best mid-sized city of the Future

Foreign Direct Investment magazine—03/2015

- ☑ 6th best city to travel to for food snobs

Travel+Leisure—03/2015

- ☑ America's best city for Global Trade for Skilled Workforce

Global Trade magazine—11/2014

- ☑ 3rd best city for rent growth

All Property Management as reported in ABQ Journal—10/2013

- ☑ 6th best city in US for connecting workers to jobs using Public Transportation

Brookings Institute—July 2012

- ☑ One of the 10 best park systems in the nation

Trust for Public Land—2012

- ☑ 3rd most fittest city

Men's Fitness Magazine—2012

- ☑ 3rd best city to make movies

Moviemaker.com—June 2012

- ☑ Top 25 best places to Retire

CNNMoney.com—Sept. 2011

- ☑ 15th best city in Bloomberg's Business Week (best cities)

Bloomberg's Business Week—2011

- ☑ #17th best bike friendly city

Bicycling Magazine—2010

- ☑ Top Ten for Being a Healthy Community

Outside Magazine—#6—August 2009

- ☑ One of the Best Cities in the Nation

Kiplinger Magazine—#2—July 2009

- ☑ Top 10 places to Live

U.S. News & World Report—June 2009

- ☑ AAA rates Albuquerque 2nd in vacation affordability

American Automobile Association—June 2008

- ☑ UNM Anderson School Ranked in Global 100

Aspen Institute, October 2007

- ☑ Forbes Ranks Albuquerque #8 in Best Cities for Jobs

- ☑ UNM Schools Ranked Among Best

Albuquerque Named 25th Among America's Hottest Job Markets

- ☑ *Washington Business Journal—Bizjournal September 2007*

- ☑ Albuquerque Named Among the 50 Best Adventure Towns

- ☑ New Mexico Ranked Fifth Nationally for Manufacturing Momentum

- ☑ Albuquerque Ranked #9 Among Cities for Most Educated Workforce

- ☑ New Mexico Ranked #7 for Pro-Business Climate (#1 in the Southwest)

Albuquerque Ranked #2 Arts Destination

- ☑ *AmericanStyle Magazine, June 2007*

- ☑ Albuquerque Named Among the Top 20 Metros for Nanotech

- ☑ Albuquerque Named one of the Top 20 Midsize Cities for Doing Business

- ☑ Albuquerque Fittest City in the Nation

- ☑ Albuquerque One of America's 50 Hottest Cities,

- ☑ Albuquerque Named a Top 10 City for Movie Making,

Moviemaker Magazine, Winter 2007

- ☑ Albuquerque Ranked 3rd Smartest City to Live,

- ☑ Albuquerque One of the Top Metros in U.S. Overall for Public Schools-

Bizjournals Survey Ranks Albuquerque 18th for Jobs,

- ☑ *BizJournals, November 2006*

- ☑ Albuquerque Best in Nation for Business and Careers

- ☑ Forbes Magazine Ranks Albuquerque as 5th Best Metro Overall and Lowest

Multifamily investment sales process / thoughts:

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 35 years. In that time, I have listed/sold over 17,465 units totaling \$830M. I also teach investment sales analysis for the CCIM institute (27 years, over 4,000 students in a dozen countries). I share this with you so you know that the balance of this document comes from experience, and my ideals about how the apartment business runs. This also gives you insight into how we counsel and advocate for our clients.

Most of your **Buyer's questions** about rents, expenses, and property info can be answered by downloading the flyer & APOD (Annual Property Operating Data) from the document center. **Please READ THEM. If you are new to investment sales, I am glad to assist you, but please know:**

Showings/Tours

Residents have rights under the NM Landlord Resident Relations act, and Landlords take that law seriously.

Many Landlords consider their residents to be their **customers**. They work hard to keep them **happy**. Any attempt by a 3rd party to visit the property without the Landlord's prior written approval jeopardizes the Landlord's and Resident's happy customer relationship.

Do not disturb the residents, do not walk the property. It is considered rude to do either, and many Sellers will refuse to work with Buyers who violate this provision.

Landlords (Sellers) rarely are willing to show a property prior to having an offer.

Where possible, we have included virtual tours in high definition – please look to the flyer for those links.

Sellers suggest Buyers make an offer subject to inspection and that the buyer work hard to consolidate their inspections and appraisal review on the same business day, to minimize the impact on the residents, who are the sellers clients.

Commercial vs. Residential Real Estate sales

Apartment investments are considered commercial real estate sales. Although the occasional apartment will sell to an owner/occupant, from the Seller's and Listing Broker's perspective, they approach the transaction in a business-like manner, where it is all about the numbers, and very little about the emotions.

Commercial brokers work regular business hours during business days, and so do most of their clients. Please do not write an offer with an expiration date on a weekend, or a response period of anything less than 3 business days. Please do not text, or expect return phone calls after regular business hours.

Offers

Commercial transactions often start with a two page letter of intent or LOI – this allows the parties to share the skeleton of a deal. If they can reach a meeting of the minds, they will then flesh out the details in a purchase and sale agreement. If your client chooses to do a letter of intent, please make sure your letter of intent form includes the basics like price, closing date, contingencies, and who pays what closings costs.

The current (2021) activity level from investors interest in our marketplace is three times higher than it was before then pandemic, which was 10 times higher than it was in 2016, our market is saturated with out of state investors, and I often tell buyers that they have a 1 in 10 chance of becoming an owner, where as everyone of my Sellers have a 1 in 1 chance of selling.

Please let your client know that I work with my clients on a merit based negotiation system - we do not play the high/low game, and my **listing agreement pre-authorizes me to let you know when a (low) offer is likely not to be responded to by my Seller, so call first before your client suggests a low ball offer.**

If your client's strategy is to count days on market and expect a discount, please let them know we specialize in helping our clients establish the leading edge of current market pricing, and our clients are prepared to wait for the right investor who can meet their deal goals.

The follow-up questions Sellers ask after what is the price is, does the Buyer know the market? Have they been here? Do they have a team (management, lender, etc.) in place? Be prepared to answer these questions an advocate for your buyer, particularly if there are multiple competing offers.

Most of my Sellers are as focused on certainty of closing as they are the price, so don't be surprised when we ask you for proof of funds of down payment and a prequal letter from a qualified lender.

The standard in commercial transactions is that the Buyer pays for their own inspections and financing costs, and issues raised by the Buyer's lender are the Buyers to deal with. As the seller is sharing the information on the property with the buyer, the expectation is the buyer will share all information with the seller so they can troubleshoot/problem solve together.

BID Process

If this property is being marketed with the BID process, then **the ask (start) price is set low** with the intention of garnering a lot of investor interest that will lead to multiple offers, a best and final round **with a final close price that is considerably higher than the original ask price**. This process may be new to you, but we have been using it for over 16 years. By participating in the BID Process, best case, your buyer becomes an owner, worst case they receive an education on current market conditions.

If the property is being marketed using the BID process, the tour date and time is the **only time** the property is available for a viewing. This is not an inspection. Please do not bring your vendors, inspectors, ladders, etc. This is not an open house, but a guided tour that lasts 10 to 20 minutes and allows you a chance to view the interior condition.

Client Control

Your client's actions represent you in this transaction, and your actions represent them.

Please let your client know they have only one chance to make a good impression with my Sellers.

When in doubt, please ask for permission via email, **do not** take action and expect forgiveness from a Seller. Please let your clients know that their actions will be considered by the Seller when they review offers and rank them in likelihood to close.

Open invitation – on a monthly basis, we host a luncheon for brokers and property managers who have an interest in apartment investments – just email me for an invitation. Please know that I love this business and I am glad to share my knowledge, expertise and enthusiasm with you and your Buyer. I want to help you, help them, to be a great landlord and investor.

I look forward to working on this transaction with you—Sincerely, **Todd Clarke CCIM CIPS**

Key Dates

Please do not disturb the residents—contact listing agent for additional information and register online for access to confidential documents at www.nmapartment.com/pines

Marketing Advisors

In the event of a multiple offer situation, this property will be run using the Bid process - additional info on this process can be found at www.nmapartment.com/bidprocess/bidprocess.pdf

The owner and property are represented by Todd Clarke CCIM of NM Apartment Advisors, who has over thirty five years of experience in marketing apartments in the New Mexico area, and Mark Thompson of Epic Real Estate.

If there is any information you need on the market, submarket, or the property, please do not hesitate to ask us.

Todd Clarke 

CEO

NM Apartment Advisors Inc.

505-440-TODD

tclarke@nmapartment.com

www.nmapartment.com

License #13711

Mark Thompson 

Qualifying Broker & Principal

Epic Real Estate

505-263-5350

mark@epic-rec.com

#REC - 2023-0710



(As a matter of disclosure, Mr. Thompson is a licensed broker and part owner operating on his own account)