

220 Princeton SE,
Albuquerque, NM 87106



Register for additional information: www.nmapartment.com/princeton220

Virtual Tours - Unit A: <http://www.nmapartment.com/prince220a>

Unit B: <http://www.nmapartment.com/prince220b>

Unit C: <http://www.nmapartment.com/prince220c>

Unit D: <http://www.nmapartment.com/prince220d>

Seller Concession to Buyer [NMAA-25680220](http://www.nmapartment.com/prince220d)

Units: 4

Size: 2,440 sf

Land: 0.164
acres

Price: \$543,865

GRM: 11.18

Cap Rate: 6.13%

IRR before Tax: 12.8%

Only steps to the University...



The Offering

On behalf of the owners, NM Apartment Advisors and Deacon Property Services are excited to bring this University area fourplex to market.

This fourplex is owned by Todd and Kahleetah's son, Zakery and it carried him through his undergraduate and graduate degree. He moved on to a successful job in Artificial Intelligence programming and lives in New York City. Our goals for each of our kids was simple - to own a place that they can control their housing situation, minimize rent increases and lower the friction to being on campus, by being a roll out of bed and walk to campus is just a few hundred steps.

If that matches your family's goal, this is the place for you.

Located at 220 Princeton SE, this community contains a total of four units that include a detached casita efficiency, two unique one bedroom/one bathroom units, and a larger two bedroom apartment in the main house. Character and quality updates abound. The property has an inviting community feel with a central, secured outdoor living space that is shared amongst the residents. It offers quick and easy access to UNM, CNM, Smith's grocery store and dozens of Nob Hill's best retail shops and restaurants.

The property is walking distance to UNM and CNM, Smith's grocery store and dozens of retail and restaurants—basically everything a young university student would need is close by!



Coupled with the impact of the citywide expansion of Netflix, Facebook, Intel, and Amazon, as well as major announcements of new employment, this property is well-positioned to enjoy the forthcoming wave of appreciation and rent growth.

The Property

Address: 220 Princeton SE

Number of units: 4

Year of construction: 1936 per county assessors records

Bldg. Size: 2,440 sf +/- per Owner

Site Size: 0.163 acres

Avg. Unit Size: 759 sf

UPC#: 101605719418332422

Legal: Lot 10, Block 23 University Heights Addition

Ask Price: \$543,865

\$/ unit: \$135,966

\$/sf: \$222.87

	Actual (2025)	Proforma (2027)
Avg. Rent:	\$1,014	\$1,033
GRM:	11.18	10.97
Cap Rate Before reserves:	6.13%	6.04%
Cap Rate After reserves:	5.96%	5.87%
Year 1 NOI:	\$32,440	\$31,922
Cash on Cash:	1.69%	1.31%
Before Tax IRR:	16.10%	
After Tax IRR:	12.80%	

Annual Property Operating Data (APOD)

NM Apartment Advisors Financial Overview for:

220 Princeton SE

Prepared by: Todd Clarke CCIM & Kyle Deacon

2/24/2026

"AS IS" Condition

Unit/Rent Summary

#	Type	Style	Approx Size	Actual Rent	Street Rate	Market Rent	Actual Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential	Total sf
A	1BR/1BA - w/w-d sml yrd		808	\$ 1,085	\$ 1,085	\$ 1,085	\$ 1.34	\$ 1,085	\$ 1,085	\$ 1,085	808
B	2BR/1BA - w/w-d		802	\$ 1,220	\$ 1,220	\$ 1,220	\$ 1.52	\$ 1,220	\$ 1,220	\$ 1,220	802
C	1BR/1BA - yard w/d		619	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1.70	\$ 1,050	\$ 1,050	\$ 1,050	619
D	0BR/1BA - includes utils/intern		212	\$ 700	\$ 700	\$ 777	\$ 3.31	\$ 700	\$ 700	\$ 777	212
4	total units / average rents =			\$ 1,014	\$ 1,014	\$ 1,033		\$ 4,055	\$ 4,055	\$ 4,132	2,440
Avg. Unit Size=			610 sf	Annualized =				\$ 48,660	\$ 48,660	\$ 49,584	2,313 per Assessor

Benchmarks

Offering Price	\$543,865
\$/unit	\$135,966
\$/sf	\$222.87
GRM	11.18
CAP Before Reserves	6.35%
CAP After Reserves	6.19%
Cash on Cash	2.58%
DCR=	1.12
Walkscore: 86, Transit score: 44, Bike Score: 91	



Income

A.	Total Potential Market Income	\$	49,584
B.	Less: loss to market lease	\$	924 2%
C.	Total Potential Income (Street)	\$	48,660
D.	Less: Loss to lease	\$	- 0%
E.	Total Income	\$	48,660
F.	Less: vacancy 5.0%	\$	2,433
G.	Effective Rental Income	\$	46,227
H.	Plus: Other Income	\$	-
I.	Gross Operating Income	\$	46,227

2019 Actual \$30,928.73

Expenses (Annual)	2025 Actuals		Based on:		Proforma 2027		Based on:		Forthcoming yr.	
	\$/unit	%			\$/unit	%				
Real Estate Taxes	\$3,695	\$924 8%	2025 Actual Amount		\$6,051	\$1,513 12%	Potential assesment in 2027-8 at 79%			
Personal Property Taxes			assessed at \$262,359				\$ 429,653			
Property Insurance	\$2,170	\$543 5%	State Farm Quote		\$2,235	\$559 5%	Potential 2027 = 2025+3%			
Property Management:										
Off Site Management			Likley owner occupant							
Payroll-Onsite Personnel										
Repairs and Maintenance	\$2,311	\$578 5%	Est. 2025 Actual \$1,472		\$2,381	\$595 5%	Potential 2027 = 2025+3%			
Utilities:										
Water, Sewer, & Garbage	\$1,670	\$417 4%	2025 Actual		\$1,720	\$430 3%	Potential 2027 = 2025+3%			
Gas	\$214	\$54 0%	2025 Actual		\$220	\$55 0%	Potential 2027 = 2025+3%			
Electric	\$204	\$51 0%	2025 Actual		\$210	\$52 0%	Potential 2027 = 2025+3%			
Internet										
Pest Control	\$248	\$62 1%	2025 Actual		\$255	\$64 1%	Potential 2027 = 2025+3%			
Unit Turnover										
Landscaping	\$1,175	\$294 3%	2025 Actual		\$1,211	\$303 2%	Potential 2027 = 2025+3%			
Carpet Cleaning										
Internet			repairs+unit turn+reserve=\$to10%							
Reserve for replacement	\$900	\$225 2%	new leader will require		\$900	\$225 2%	new leader will require			
Total Operating Expenses	\$12,587	\$3,147 27%			\$15,182	\$3,796 31%				
Net Operating Income	\$33,640	\$8,410			\$31,922		Potential Market less 5% vacancy + other income			
Less: Annual Debt Service	\$30,138	\$ 407,899 75%	ADS	Loan	\$30,138	\$ 407,899 75%	ADS	Loan	LTV	Pmt
Cash Flow Before Taxes	\$3,502				\$3,502					Term
										Interest

Internal Rate of Return

		Year					Calculated
		1	2	3	4	5	for 1st year of next owners, ownership
Total Potential Market Income	4.0% Increases	\$49,584	\$51,567	\$53,630	\$55,775	\$58,006	\$60,327
2 Less: loss to market lease	1.9%	\$924	\$961	\$999	\$1,039	\$1,081	\$1,124
3 Total Potential Income (Max Rent)		\$48,660	\$50,606	\$52,631	\$54,736	\$56,925	\$59,202
4 Less: Loss to lease	0.0%	\$0	\$0	\$0	\$0	\$0	\$0
5 Total Income		\$48,660	\$50,606	\$52,631	\$54,736	\$56,925	\$59,202
6 Less: vacancy	5.0%	\$2,433	\$2,530	\$2,632	\$2,737	\$2,846	\$2,960
7 Effective Rental Income		\$46,227	\$48,076	\$49,999	\$51,999	\$54,079	\$56,242
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0
9 Gross Operating Income		\$46,227	\$48,076	\$49,999	\$51,999	\$54,079	\$56,242
Total Operating Expenses	2.0% Increases	\$12,587	\$12,838	\$13,095	\$13,357	\$13,624	\$13,897
Net Operating Income		\$33,640	\$35,238	\$36,904	\$38,642	\$40,455	\$42,346
Mortgage Balance		\$403,119	\$398,032	\$392,617	\$386,855	\$380,721	
ADS		\$30,138	\$30,138	\$30,138	\$30,138	\$30,138	
- Principal Reduction		\$4,780	\$5,087	\$5,414	\$5,763	\$6,133	
= Mortgage interest		\$25,358	\$25,051	\$24,724	\$24,375	\$24,005	
- cost recovery (annual)	1. 80%	\$15,163	\$15,822	\$15,822	\$15,822	\$15,163	includes mid month
= Taxable Income		-\$6,881	-\$5,635	-\$3,641	-\$1,555	\$1,287	
Tax on income at ordinary income	2. 35%	\$0	\$0	\$0	\$0	\$451	
NOI		\$33,640	\$35,238	\$36,904	\$38,642	\$40,455	
- Annual Debt Service		\$30,138	\$30,138	\$30,138	\$30,138	\$30,138	
= Cash Flow Before Tax		\$3,502	\$5,100	\$6,766	\$8,504	\$10,317	
- Less Ordinary Income Tax		\$0	\$0	\$0	\$0	\$451	
= Cash Flow After Tax		\$3,502	\$5,100	\$6,766	\$8,504	\$9,866	

Sales Worksheet

Calculation of Adjusted Basis

1 Basis at Acquisition	\$543,865
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$77,790
4 =Adjusted Basis at Sale	\$466,075

Calculation of Capital Gain

Disposition CAP Rate	6.2%
5 Sale Price	\$684,602
6 -Costs of Sale	\$54,768
7 -Adjusted Basis at Sale	\$466,075
8 =Gain or (Loss)	\$163,759
9 -Straight Line Cost Recovery (limited to gain)	\$77,790
# =Capital Gain from Appreciation	\$85,969

Calculation of Sales Proceeds after tax

# Sale Price	\$684,602
# -Cost of Sale	\$54,768
# -Mortgage Balance(s)	\$380,721
# =Sale Proceeds Before Tax	\$249,112
# -Tax: Straight Line Recapture at	25.0% \$19,448
# -Tax on Capital Gains at	20.0% \$17,194
# =SALE PROCEEDS AFTER TAX:	\$212,471

IRR Before tax = 16.6%

n	\$
0	\$ (135,966)
1	\$3,502
2	\$5,100
3	\$6,766
4	\$8,504
5	\$10,317 + \$249,112

IRR After tax = 13.3%

n	\$
0	\$ (135,966)
1	\$3,502
2	\$5,100
3	\$6,766
4	\$8,504
5	\$9,866 + \$212,471

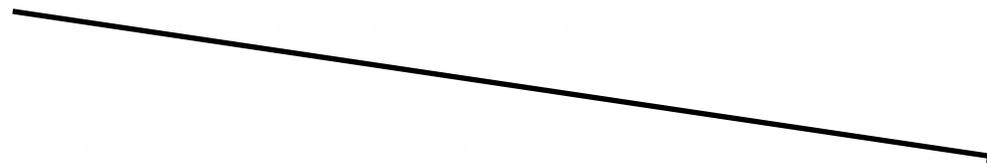
Investor's Effective Tax Rate =

20%

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 20%

The combination of these benefits could help lower an investor's effective federal tax rate from 35% federal tax rate to only 20%.



Comparable Sales

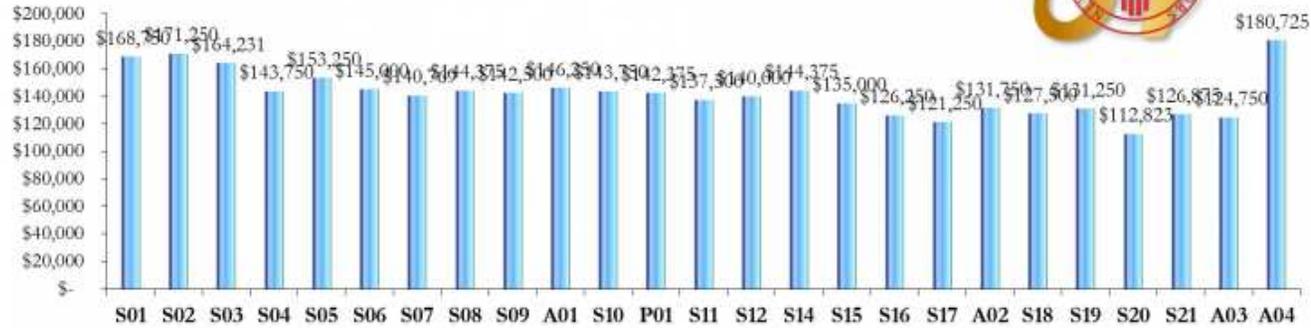
Comparable Sales Analysis for:

220 Princeton SE

Compiled by Todd Clarke CCIM



\$/unit



#	Name	Location	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP *
S01	223	Edith SE	4	1916	\$ 715,000	\$ 675,000	11/14/25	\$ 168,750	\$ 281	\$1,647	8.54	6.7%
S02	1121	Meadowlark SE	4	2005	\$ 700,000	\$ 685,000	6/4/25	\$ 171,250	\$ 158	\$1,080	13.21	4.3%
S03	12120	Candelaria NE	4	1989	\$ 750,000	\$ 656,923	1/9/26	\$ 164,231	\$ 163	\$1,200	11.40	5.0%
S04	1106	Lead SW	4	1952	\$ 645,000	\$ 575,000	10/22/25	\$ 143,750	\$ 250	\$875	13.69	4.2%
S05	301	Delamar Loop NW	4	1965	\$ 612,598	\$ 613,000	3/18/25	\$ 153,250	\$ 190	\$1,143	11.17	5.1%
S06	909	Nakomis NE	4	1977	\$ 612,500	\$ 580,000	2/10/25	\$ 145,000	\$ 153	\$1,050	11.51	5.0%
S07	12100	Candelaria NE	4	1989	\$ 650,000	\$ 563,076	1/9/26	\$ 140,769	\$ 170	\$1,125	10.43	5.5%
S08	3501	San Andres NE	4	2004	\$ 597,500	\$ 577,500	10/9/25	\$ 144,375	\$ 155	\$1,090	11.04	5.2%
S09	1302	Cardale NE	4	1949	\$ 700,000	\$ 570,000	3/31/25	\$ 142,500	\$ 181	\$804	14.77	3.9%
A01	2128	Coal SE	4	1940	\$ 585,000	\$ 585,000	AVAIL	\$ 146,250	\$ 223	\$940	12.97	4.4%
S10	908	Tijeras NW	4	1906	\$ 575,000	\$ 575,000	9/16/25	\$ 143,750	\$ 147	\$1,425	8.41	6.8%
P01	1701	Kierby NE	4	1972	\$ 569,500	\$ 569,500	PENDING	\$ 142,375	\$ 170	\$978	12.13	4.7%
S11	12712	Constitution NE	4	1971	\$ 564,900	\$ 550,000	11/10/25	\$ 137,500	\$ 180	\$1,048	10.93	5.2%
S12	12204	Candelaria NE	4	1977	\$ 559,900	\$ 560,000	4/15/25	\$ 140,000	\$ 175	\$1,018	11.46	5.0%
S14	12509	Manitoba NE	4	1979	\$ 553,214	\$ 577,500	1/26/26	\$ 144,375	\$ 196	\$1,088	11.06	5.2%
S15	1300	lead SW	4	1916	\$ 550,000	\$ 540,000	5/5/25	\$ 135,000	\$ 177	\$941	11.95	4.8%
S16	7509	Pennsylvania Lane N	4	1976	\$ 545,000	\$ 505,000	1/16/26	\$ 126,250	\$ 168	\$1,150	9.15	6.2%
S17	1712	Paisano NE	4	1977	\$ 530,000	\$ 485,000	4/9/25	\$ 121,250	\$ 133	\$912	11.08	5.1%
A02	13305	Fesit NE	4	1984	\$ 527,000	\$ 527,000	AVAIL	\$ 131,750	\$ 172			
S18	325	San Andrews NW	4	1957	\$ 550,000	\$ 510,000	1/13/26	\$ 127,500	\$ 147	\$1,006	10.56	5.4%
S19	12005	Phoenix NE	4	1979	\$ 525,000	\$ 525,000	7/31/2025	\$ 131,250	\$ 189	\$988	11.07	5.1%
S20	12612	Copperwood NE	4	1979	\$ 547,944	\$ 451,293	5/28/25	\$ 112,823	\$ 125	\$1,033	9.10	6.3%
S21	2600	Eubank NE	4	1979	\$ 499,999	\$ 507,500	1/30/206	\$ 126,875	\$ 189	\$858	12.32	4.6%
A03	12609	Copperwood NE	4	1979	\$ 515,000	\$ 499,000	AVAIL	\$ 124,750	\$ 150	\$663	15.68	3.6%
A04	313	McKnight NE	4	1945-2009	\$ 722,899	\$ 722,899	AVAIL	\$ 180,725	\$ 188			

*imputed @ 5% vac, 40% exp

Subject Property 220 Princeton SE	4	1977	\$	543,865		\$	135,966	\$223	\$1,014	11.18	6.4%
-----------------------------------	---	------	----	---------	--	----	---------	-------	---------	-------	------

Average of Comparable SOLD applied to subject property

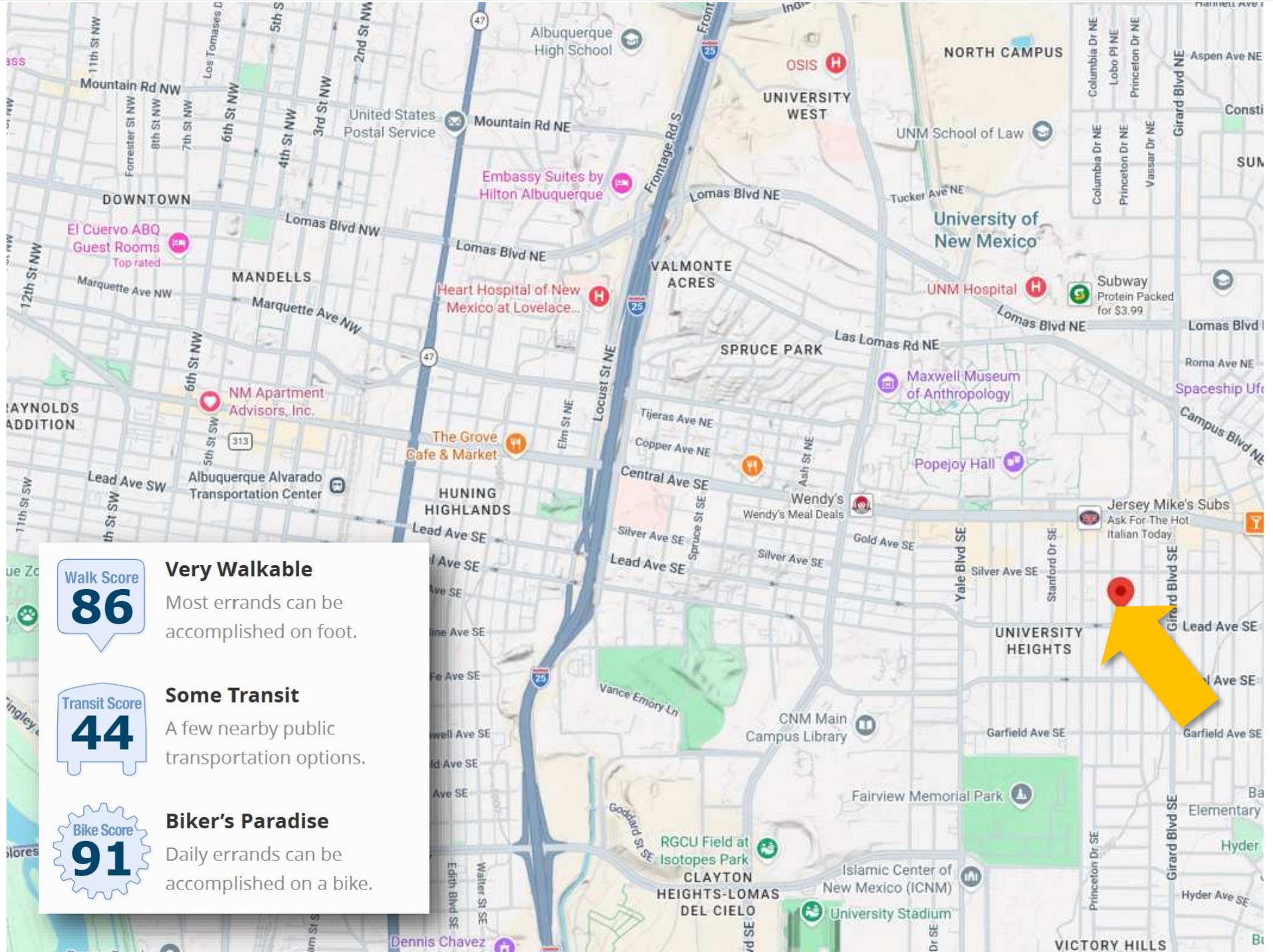
\$/unit	\$	140,905	\$	563,621
\$/sf	\$	178.00	\$	434,365
CAP (Actual)	5.2%	\$	652,107	
GRM (Actual)	11.27	\$	548,627	

Average= \$ 549,680

Property Aerial (2020)



Property Info - Area Map



Walk Score

86

Very Walkable

Most errands can be accomplished on foot.

Transit Score

44

Some Transit

A few nearby public transportation options.

Bike Score

91

Biker's Paradise

Daily errands can be accomplished on a bike.

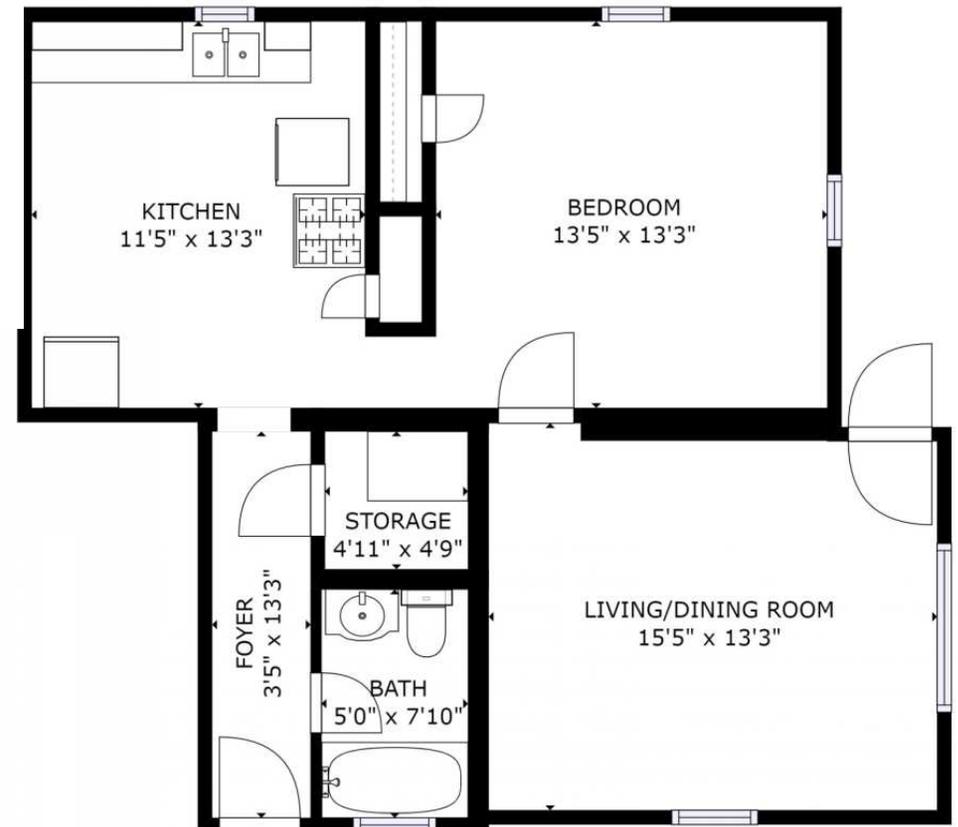
Photos



Photos

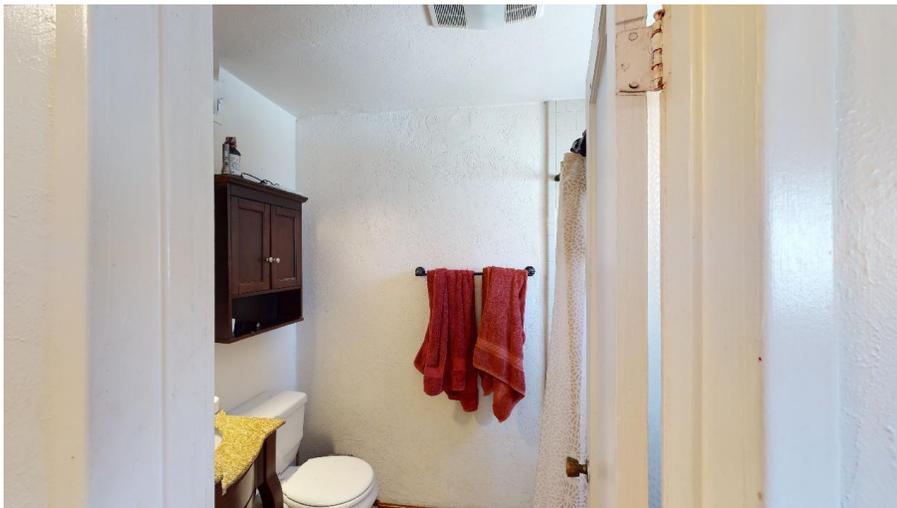


Floorplans/Virtual Tour - Unit A (2020)

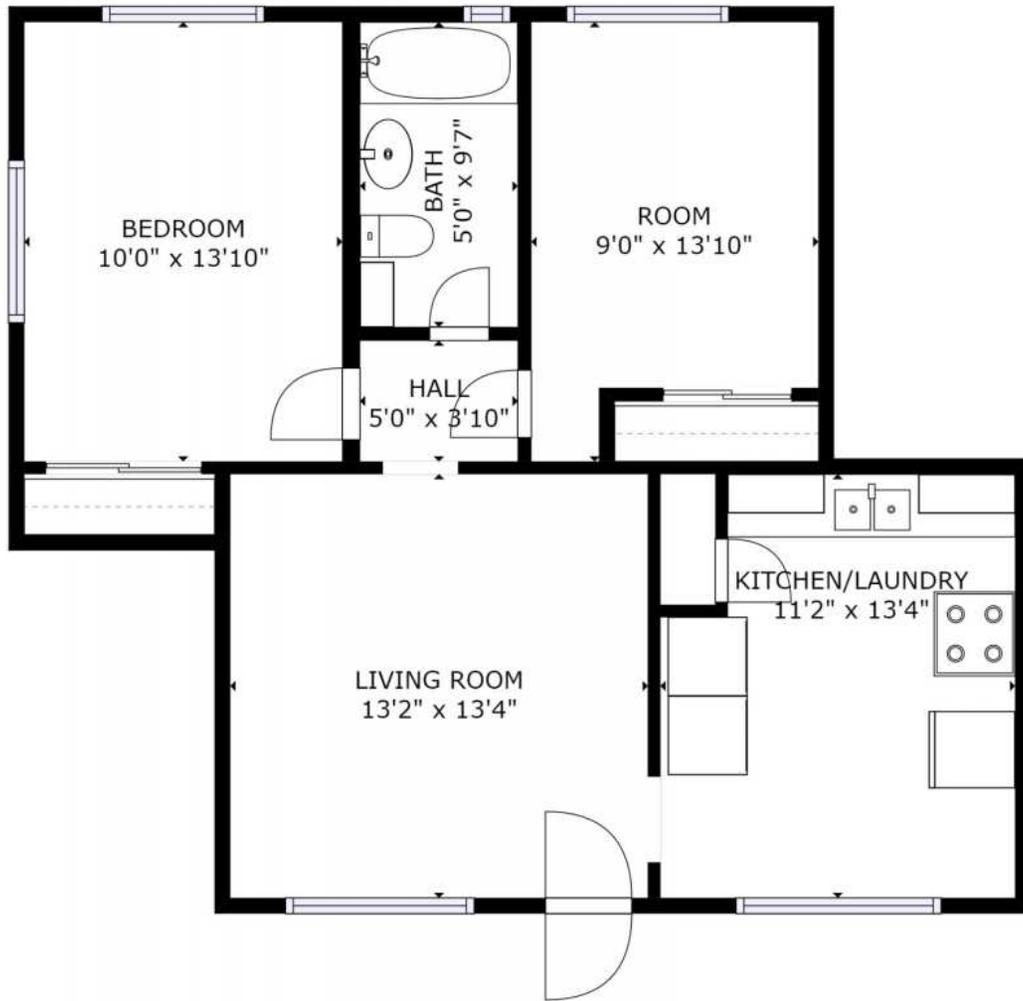


Virtual Tour: <http://www.nmapartment.com/prince220a>

Photos Unit A (2020)



Floorplans/Virtual Tour - Unit B (2020)



Virtual Tour: <http://www.nmapartment.com/prince220b>

Photos Unit B (2020)

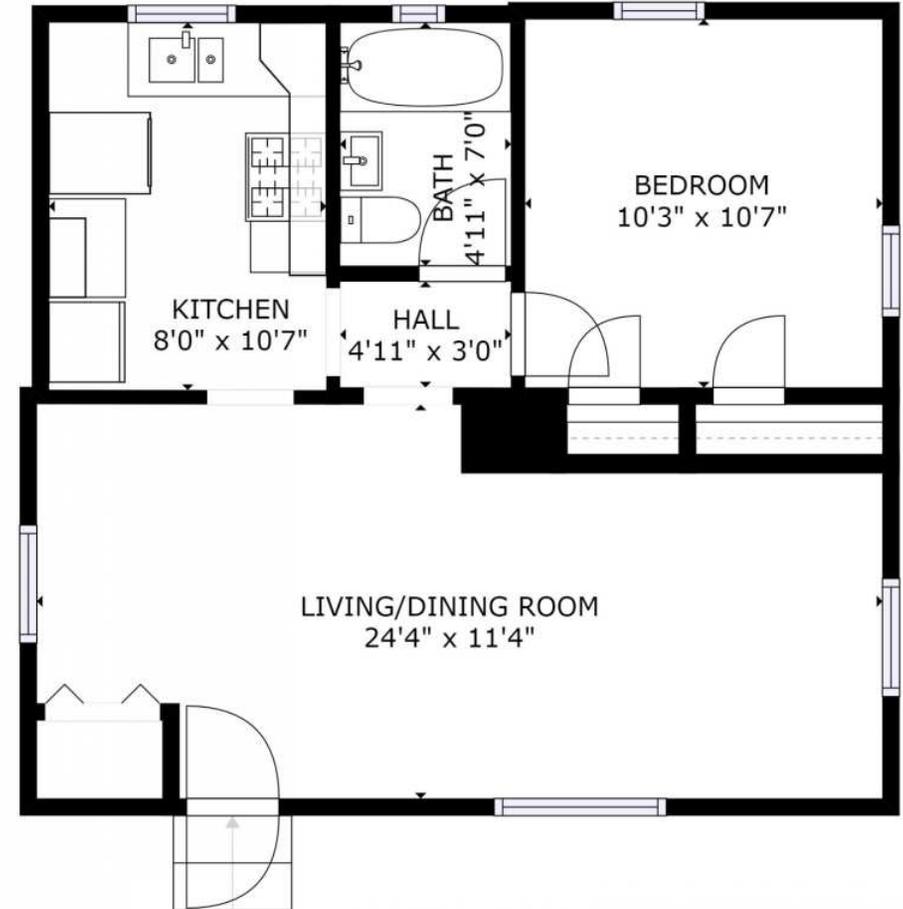


Photos Unit B (2020)



Floorplans/Virtual Tour - Unit C (2020)

Virtual Tour: <http://www.nmapartment.com/prince220c>



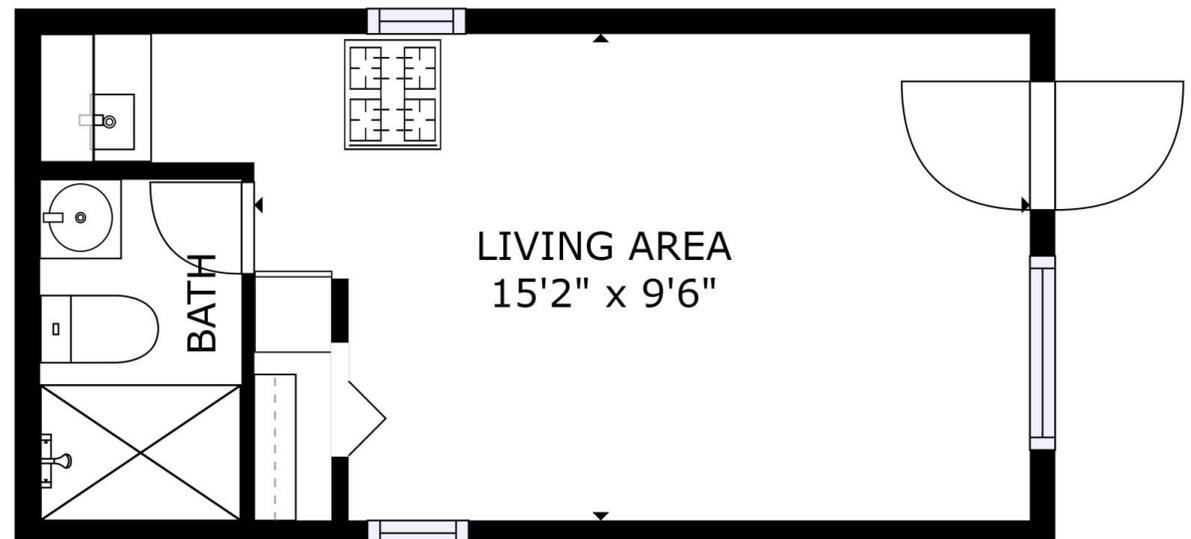
Photos Unit C (2020)



Floorplans/Virtual Tour - Unit D (2020)



Virtual Tour: <http://www.nmapartment.com/prince220a>



Photos Unit D (2020)



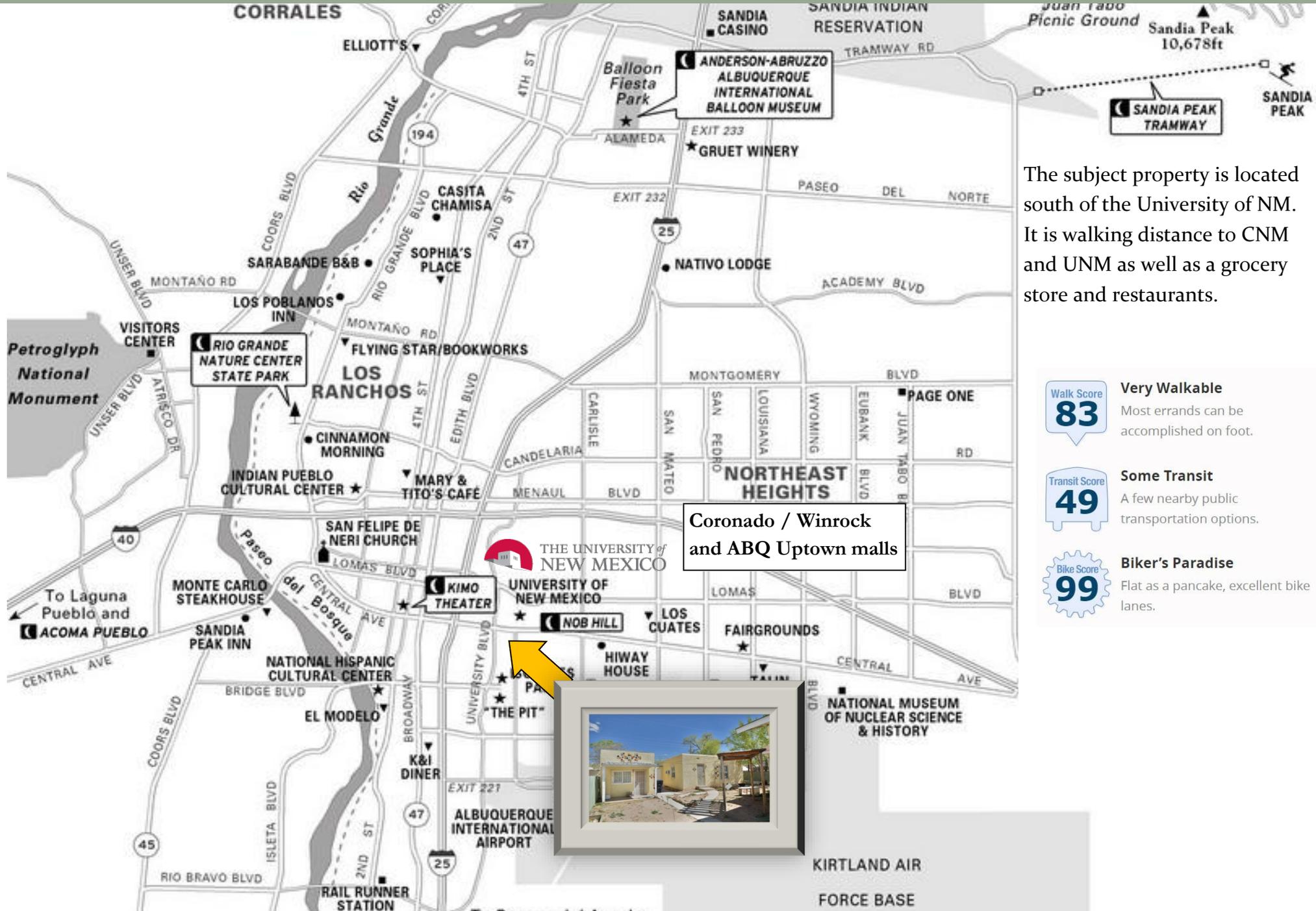
Drone Photos (2020)



Photos from Summer of 2020



The Location



The subject property is located south of the University of NM. It is walking distance to CNM and UNM as well as a grocery store and restaurants.

Walk Score **83** Very Walkable
Most errands can be accomplished on foot.

Transit Score **49** Some Transit
A few nearby public transportation options.

Bike Score **99** Biker's Paradise
Flat as a pancake, excellent bike lanes.



Property Info - GIS

City of Albuquerque Property Report

Platted Parcel Address: 220 PRINCETON DR SE
Assessor Parcel Address: 220 PRINCETON DR SE
Report Date: 2/22/2026



www.cabq.gov/gis

Bernalillo County Assessor Ownership Data [\(Click here for more information\)](#)

Owner Name: CLARKE ZAKERY T
Owner Address: 220 PRINCETON DR SE UNIT B ALBUQUERQUE NM 87106-2872
Uniform Property Code (UPC): 101605719418332422 **Tax Year:** 2024 **Tax District:** A1A
Legal Description: * 010 023UNIVERSITY HTS ADDN
Property Class: R **Document Number:** 2020067249 072020 WD - EN **Acres:** 0.163

Albuquerque Planning and Zoning Data [Bernalillo County Planning and Zoning](#)

Jurisdiction: ALBUQUERQUE **Zone Atlas Page:** [K-16](#)
IDO Zone District: [R-ML](#) **IDO District Definition:** Multi-family Low Density
Land Use: 01 | Low-density Residential **Lot:** 10 **Block:** 23 **Subdivision:** UNIVERSITY HEIGHTS

Neighborhood Associations [Office of Neighborhood Coordination](#)

City Recognized Neighborhood Associations: University Heights NA

Services

Police Beat: 323 **Area Command:** SOUTHEAST
Residential Trash Pickup and Recycling: Wednesday

City Council Districts

City Council District: [6 - Nichole Rogers](#) **Councilor Email:** nrogers@cabq.gov
Policy Analyst: Ziarra Kirksey **Policy Analyst Email:** zkirksey@cabq.gov **Policy Analyst Phone #:** 505-768-3152

Other Legislative Districts

US Congressional District: 1 - Melanie Stansbury
County Commission District: 3 - Adriann Barboa
NM House Of Representatives: 18 - Marianna Anaya
NM Senate: 16 - Antoinette Sedillo Lopez

APS School Service Areas [Albuquerque Public Schools](#)

Elementary School: MONTE VISTA **Middle School:** JEFFERSON **High School:** ALBUQUERQUE

FEMA Flood Zone: X [FEMA Flood Map Service Center](#)



Albuquerque's Economic Engines

Albuquerque offers a diversity of economic engines from Amazon, to Intel, to UNN/CNM to Facebook/Meta, Sandia National Laboratories to the downtown medical cluster (3 hospitals) to the Netflix studios.



NEW MEXICO PRODUCTIONS THAT HAVE WRAPPED

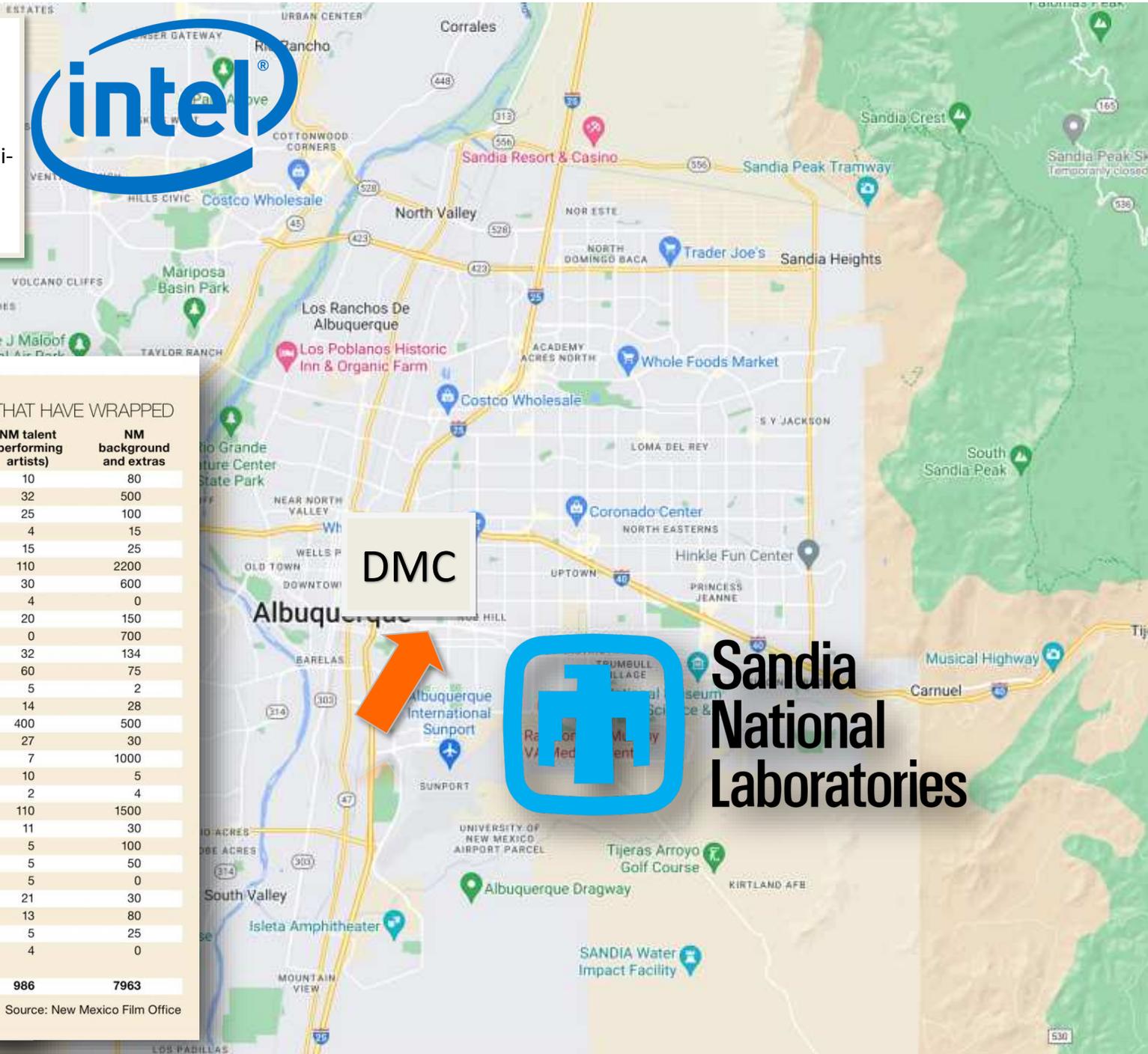
Name	NM crew	NM talent (performing artists)	NM background and extras
Paul's Promise aka "Retribution"	35	10	80
Them Covenant (Episode 8)	199	32	500
The Harder They Fall	350	25	100
Captive	22	4	15
Peace River	5	15	25
Roswell (Season 3)	275	110	2200
Canyon del Muerto	130	30	600
Third Story Automotive	0	4	0
Land of Dreams (Part 2)	30	20	150
Cry Macho	200	0	700
Intrusion	134	32	134
Meow Wolf Denver	150	60	75
Slayers	33	5	2
The Commando	35	14	28
Cleaning Lady (Pilot)	120	400	500
Cop Shop	51	27	30
Outer Range	428	7	1000
The Wrong Guy	20	10	5
Twalette	1	2	4
Better Call Saul (Season 6)	400	110	1500
Monogamy	35	11	30
Dr. Death (Season 1)	170	5	100
Holiday in Santa Fe	18	5	50
Dig	26	5	0
Surrounded	140	21	30
When You Finish Saving the World	110	13	80
The Ray	100	5	25
Lullaby	85	4	0
Total	3302	986	7963

Source: New Mexico Film Office

DMC



Sandia National Laboratories



Reasons to invest in Albuquerque, NM

Albuquerque is home to

Three of the six F.A.A.N.G. tech companies:

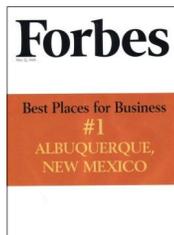


Due to Sandia and Los Alamos National (nuclear) Laboratories - New Mexico has more PhDs per capita than any other state.

#3rd place in United States for Film and TV

The city has made a major investment in its transportation corridor - along historic Route 66 the new A.R.T. or Albuquerque Rapid Transit has been installed - a \$130M investment and upgrade into this transit corridor. Did you know that apartment communities in the top 10% of walk, bike or transit scores achieve 25% higher rents?

Albuquerque offers over 300 days of sunshine, ski and golf in the same day, hundreds of miles of biking/hiking trails, more parks/open space per person and North America's largest bosque forest.



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

Kiplinger Millionaires in America 2020: All 50 States Ranked | Slide 9 of 52
44. New Mexico



MILLIONAIRE HOUSEHOLDS: 40,450
TOTAL HOUSEHOLDS: 813,135
Concentration of Millionaires: 4.97%
RANK: 44 (+1 from last year)
MEDIAN INCOME FOR ALL HOUSEHOLDS: \$47,169
MEDIAN HOME VALUE: \$174,700

New Mexico is a land of stark contrasts when it comes to its millionaire population. Los Alamos, New Mexico – best known for the world-famous Los Alamos National Laboratory – seems like an unlikely place to find a lot of millionaires. **But at 13.2%, it has the second-highest concentration of millionaires per capita of any city in the U.S.**

In addition to medicine, top-paying jobs are found in general internal medicine, engineering management and psychiatry.

Yet outside of Los Alamos, the state's concentration of millionaires puts it in the bottom 10 in the U.S. Fewer than 1 in 20 households claiming investable assets of \$1 million or more.

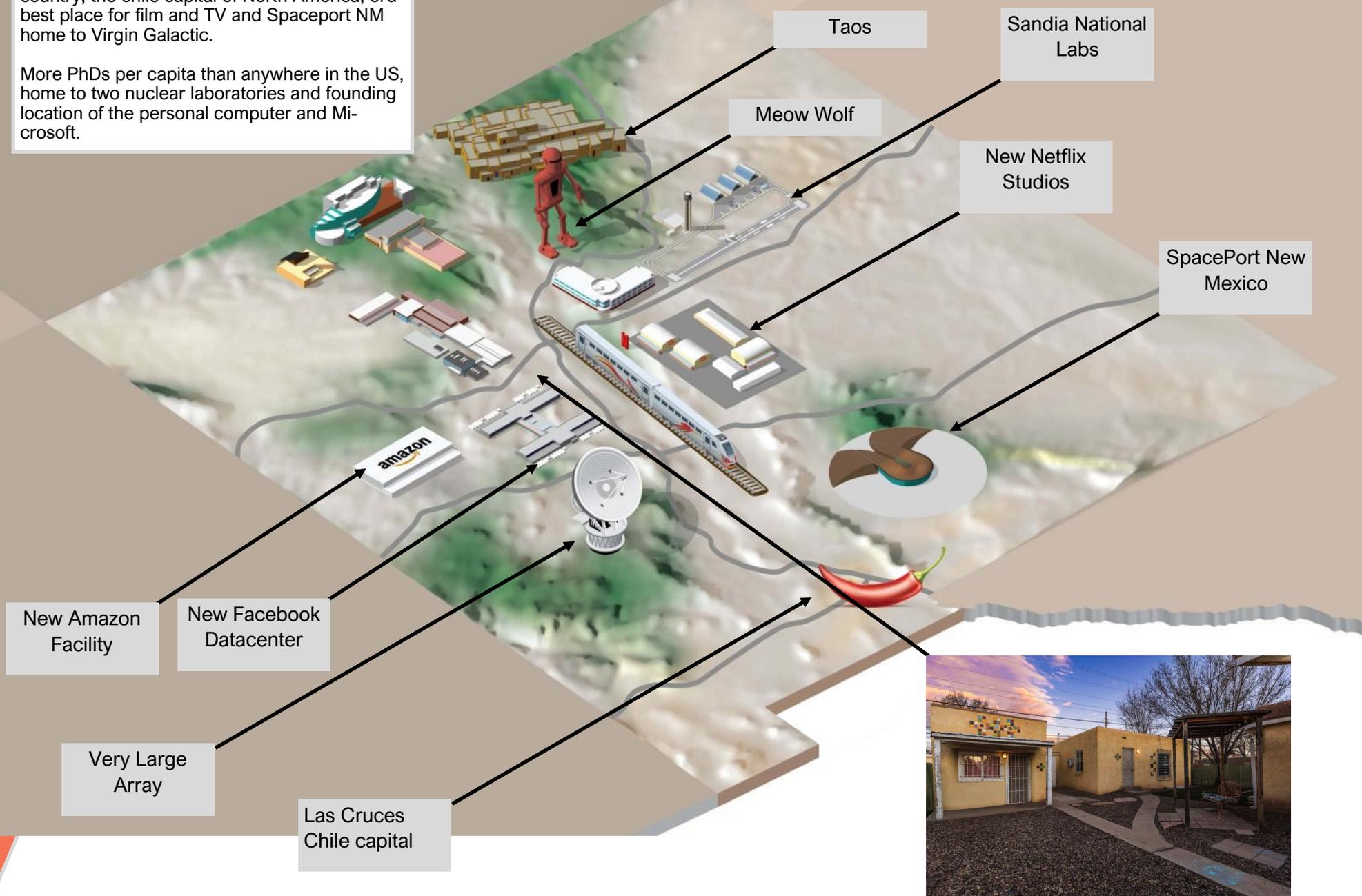
The upside of having fewer millionaires is that it helps keep a lid on living costs, which are 8.9% below the U.S. average.

For residents of all means, the Land of Enchantment is [somewhat tax-friendly](#), though [it's a mixed bag for retirees](#). Social Security benefits are subject to tax by the state, as are retirement account distributions and pension payouts.

New Mexico is on the international map

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

More PhDs per capita than anywhere in the US, home to two nuclear laboratories and founding location of the personal computer and Microsoft.



Multifamily investment sales process and thoughts:

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 37 years. In that time, I have listed/sold over 19,408 units totaling \$913.8M in over 1,003 transactions. 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**

Is the Seller offering a credit for a buyer to self represent or paying a fee for a buyer's broker?

NM Apartment Advisors has created a mechanism, where you can email 24/7 to discover what compensation/credit a seller is offering by sending an

Email to compensation@nmapartment.com with the subject: NMAA-2580220

To receive a document confirming buyer's broker compensation and/or [buyer's](#) credit from the seller for this listing.

Further Information

Do not walk property.

To register for additional information go to:

www.nmapartment.com/princeton220

Marketing Advisors

In the event of multiple offers, BID process will be used. Additional information on the sales 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 32 years of experience. If there is any information you need on the market, submarket, or the property, please do not hesitate to ask.

Todd Clarke 

CEO & Qualifying Broker

NM Apartment Advisors Inc.

NMREC License #13711

505-440-TODD

tclarke@nmapartment.com

www.nmapartment.com

Kyle Deacon

Qualifying Broker

Deacon Property Services LLC

NMREC License #15579

505-878-0100

KyleD@DeaconNM.com

www.deaconpropertyservices.com

