

2100-2161 Stardust Court | Alamogordo, NM 88310

THE PINES

Recent renovations includes new roof



Additional Info
Virtual Tour Unit - studio www.nmapartment.com/pines3d1
Virtual Tour Unit - 1 bedroom www.nmapartment.com/pines3d2
Register for Confidential Info www.nmapartment.com/pines



52 UNIT INVESTMENT SUMMARY

The Offering



Easily recognized by the abundance of mature pine trees on the property, The Pines apartments is 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.	Year of Construction
2100	1	8	4,780 sf	1986-87
2124	2	8	4,780 sf	1986-87
2125	3	4	3,648 sf	1986-87
2142	4	8	4,780 sf	1986-87
2143	4	8	4,780 sf	1986-87
2160	5	8	4,780 sf	1986-87
2161	6	8	4,780 sf	1986-87

Totals 52 32,328 Gross sf

Ask Price: \$2,125,000 \$40,865/unit

Avg. Unit Size 577 sf \$70.79/sf

Avg. Rent \$472 \$0.82/sf

	Actual	Proforma
Cap Rate:	8.89%	10.39%

Cash on Cash:	16.17%	18.16%
---------------	--------	--------

IRR Before tax	20.60%
----------------	--------

IRR After tax	15.80%
---------------	--------

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)



Prepared by: Todd Clarke CCIM

8/27/2019

Recently Renovated

Unit/Rent Summary				E		C		A			
#	Type	Style	Approx Size	Actual Rent	Street Rate as of June 2019	Market Rent - Alamogordo - Survey June 2019	Actual Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential	Total sf
24	Studio		450	\$ 401	\$ 425	\$ 445	\$ 0.89	\$ 9,616	\$ 10,200	\$ 10,680	10,800
24	1x1		650	\$ 514	\$ 610	\$ 586	\$ 0.79	\$ 12,344	\$ 14,640	\$ 14,064	15,600
2	2x1 Down		865	\$ 600	\$ 625	\$ 625	\$ 0.69	\$ 1,200	\$ 1,250	\$ 1,250	1,730
2	2x1 Up		945	\$ 680	\$ 695	\$ 784	\$ 0.72	\$ 1,360	\$ 1,390	\$ 1,567	1,890
2 x 2 car garages (1,200sf @ 2125)											
52	total units / Avg. Unit Size		577	\$ 472	\$ 528	\$ 530		\$ 24,520	\$ 27,480	\$ 27,561	30,020
4 floorplans				\$ 0.82	\$ 0.92	\$ 0.92	Annualized =	\$ 294,240	\$ 329,760	\$ 330,732	

Benchmarks			
Offering Price	\$2,125,000		
\$/unit	\$40,865		
\$/sf	\$70.79	Actual	Proforma
GRM	7.22	7.22	6.43
CAP Before Reserves	8.89%	8.89%	10.39%
CAP After Reserves	8.34%	8.34%	9.84%
Cash on Cash	16.17%	16.17%	18.16%
DCR=	1.68	1.68	1.99
Walk Score: 20			



Income			
1	A.	Total Potential Market Income	\$ 330,732
2	B.	Less: loss to market lease	\$ 972 0%
3	C.	Total Potential Income (Street)	\$ 329,760
4	D.	Less: Loss to lease	\$ 35,520 11%
5	E.	Total Income	\$ 294,240
6	F.	Less: vacancy 5.0%	\$ 14,712 5% Market Vacancy
7	G.	Effective Rental Income	\$ 279,528
8	H.	Plus: Other Income	\$ - 0% Garages/Laundry/No pet rent - extra for w/d
9	I.	Gross Operating Income	\$ 279,528 2016 was \$223,948

Expenses (Annual)	2018 Actual		Based on:		
		\$/unit	%		
20 Real Estate Taxes	\$11,650	\$224	4%	2018 amount based on actual	
21 Personal Property Taxes				\$ 1,315,100 total assessment	
22 Property Insurance	\$11,301	\$217	4%	Actual 2018	
23 Property Management:					
24 Off Site Management				Est. - currently self managed	
25 Payroll-Onsite Personnel	\$30,050	\$578	11%	Actual 2018	
26 Expenses/Benefits					
27 Taxes/Workman's Compensation					
28 Repairs and Maintenance	\$16,772	\$323	6%	Est. - Act. 2018 was \$29,166 included some Cap-X	
29 Utilities:					
30 Water, Sewer, & Garbage	\$11,486	\$221	4%	Trailing 12 months	
31 Gas	\$1,204	\$23	0%	Trailing 12 months	
32 Electric	\$1,069	\$21	0%	Trailing 12 months	
33 Cable					
34 Telephone	\$227	\$4	0%	Est.	
35 Landlord Standby					
36 Accounting and Legal	\$1,000	\$19	0%	Est.	
37 Advertising/Licenses/ Commissions	\$1,287	\$25	0%	Actual 2018	
38 Admin/Supplies	\$1,970	\$38	1%	Actual 2018	
39 Miscellaneous	\$611	\$12	0%	Actual 2018	
40 Contract Services:					
47 Unit Cleaning	\$2,051	\$39	1%	Actual 2018	
48 Reserve for replacement	\$11,700	\$225	4%	repairs+unit turn+reserve=8% to 12%	
49 Total Operating Expenses	\$102,377	\$1,969	37%		
50 Net Operating Income	\$177,151	\$3,407		IO 1st 2 years, thereafter \$8,769	
Less: Annual Debt Service	\$84,639	\$ 1,553,000	73%		
Cash Flow Before Taxes	\$92,512			New Loan Quote CBRE: Peter Gineris, IO first 2 years	

Proforma 2020 - Market Rents&Vacancy @ 5% Based on:				Forthcoming yr.			
	\$/unit	%	Income: Line A - F + H		\$/unit	%	Income: Line A - F + H
	\$11,999	\$231	4%	Potential 2020 = 2018 + 6%			
	\$11,640	\$224	4%	Potential 2020 = 2018 + 3%			
	\$30,951	\$595	9%	Potential 2020 = 2018 + 3%			
	\$17,275	\$332	5%	Potential 2020 = 2018 + 3%			
	\$11,831	\$228	4%	Potential 2020 = 2018 + 3%			
	\$1,241	\$24	0%	Potential 2020 = 2018 + 3%			
	\$1,101	\$21	0%	Potential 2020 = 2018 + 3%			
	\$234	\$4	0%	Potential 2020 = 2018 + 3%			
	\$1,030	\$20	0%	Potential 2020 = 2018 + 3%			
	\$1,326	\$26	0%	Potential 2020 = 2018 + 3%			
	\$2,029	\$39	1%	Potential 2020 = 2018 + 3%			
	\$629	\$12	0%	Potential 2020 = 2018 + 3%			
	\$2,112	\$41	1%	Potential 2020 = 2018 + 3%			
	\$11,700	\$225	4%	new lender will require			
	\$105,097	\$2,021	32%				
	\$209,098			Potential Market less 5% vacancy + other income			
	ADS	Loan	LTV	Pmt	Term	Interest	Rate
	\$105,229	\$ 1,553,000	73%	\$8,769	30	5.45%	
	\$103,869						

Projected Internal Rate of Return



	Year	Calculated for 1st year of next owners, ownership					
		1	2	3	4	5	
1 Total Potential Market Income	3.0% Increases	\$330,732	\$340,654	\$350,874	\$361,400	\$372,242	\$383,409
2 Less: loss to market lease	0.3%	\$972	\$1,001	\$1,031	\$1,062	\$1,094	\$1,127
3 Total Potential Income (Max Rent)		\$329,760	\$339,653	\$349,842	\$360,338	\$371,148	\$382,282
4 Less: Loss to lease	10.8%	\$35,520	\$36,586	\$37,683	\$38,814	\$39,978	\$41,177
5 Total Income		\$294,240	\$303,067	\$312,159	\$321,524	\$331,170	\$341,105
6 Less: vacancy	5.0%	\$14,712	\$15,153	\$15,608	\$16,076	\$16,558	\$17,055
7 Effective Rental Income		\$279,528	\$287,914	\$296,551	\$305,448	\$314,611	\$324,050
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0
9 Gross Operating Income		\$279,528	\$287,914	\$296,551	\$305,448	\$314,611	\$324,050
Total Operating Expenses	2.0% Increases	\$105,097	\$107,199	\$109,343	\$111,530	\$113,761	\$116,036
Net Operating Income		\$174,431	\$180,714	\$187,208	\$193,918	\$200,850	\$208,013
Mortgage Balance		\$1,531,887	\$1,509,594	\$1,486,056	\$1,461,202	\$1,434,959	
ADS		\$105,229	\$105,229	\$105,229	\$105,229	\$105,229	
- Principal Reduction		\$21,113	\$22,293	\$23,539	\$24,854	\$26,243	
= Mortgage interest		\$84,116	\$82,936	\$81,691	\$80,375	\$78,986	
- cost recovery (annual)	27.5 yrs @ 80%	\$59,245	\$61,818	\$61,818	\$61,818	\$59,245	includes mid mc
= Taxable Income		\$31,069	\$35,960	\$43,699	\$51,724	\$62,619	
Tax on income at ordinary income rate of	35%	\$10,874	\$12,586	\$15,295	\$18,103	\$21,917	
NOI		\$174,431	\$180,714	\$187,208	\$193,918	\$200,850	
- Annual Debt Service		\$105,229	\$105,229	\$105,229	\$105,229	\$105,229	
= Cash Flow Before Tax		\$69,201	\$75,485	\$81,979	\$88,688	\$95,621	
- Less Ordinary Income Tax		\$10,874	\$12,586	\$15,295	\$18,103	\$21,917	
= Cash Flow After Tax		\$58,327	\$62,899	\$66,684	\$70,585	\$73,704	



Recent renovations include new roof systems on each building

Sales Worksheet

Calculation of Adjusted Basis

1 Basis at Acquisition	\$2,125,000
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$303,945
4 =Adjusted Basis at Sale	\$1,821,055

Calculation of Capital Gain

Disposition CAP Rate	8.3%
5 Sale Price	\$2,495,210
6 -Costs of Sale	\$199,617
7 -Adjusted Basis at Sale	\$1,821,055
8 =Gain or (Loss)	\$474,538
9 -Straight Line Cost Recovery (limited to gain)	\$303,945
10 =Capital Gain from Appreciation	\$170,593

Calculation of Sales Proceeds after tax

11 Sale Price	\$2,495,210
12 -Cost of Sale	\$199,617
13 -Mortgage Balance(s)	\$1,434,959
14 =Sale Proceeds Before Tax	\$860,635
16 -Tax: Straight Line Recapture at 25.0%	\$75,986
17 -Tax on Capital Gains at 20.0%	\$34,119
18 =SALE PROCEEDS AFTER TAX:	\$750,530

IRR Before tax = 20.6%

n	\$
0	\$(572,000)
1	\$69,201
2	\$75,485
3	\$81,979
4	\$88,688
5	\$95,621 +
	\$860,635

IRR After tax = 15.8%

n	\$
0	\$(572,000)
1	\$58,327
2	\$62,899
3	\$66,684
4	\$66,684
5	\$70,585 +
	\$750,530

Investor's Effective Tax Rate = 24%

Alamogordo Apartment Rental Survey Summary

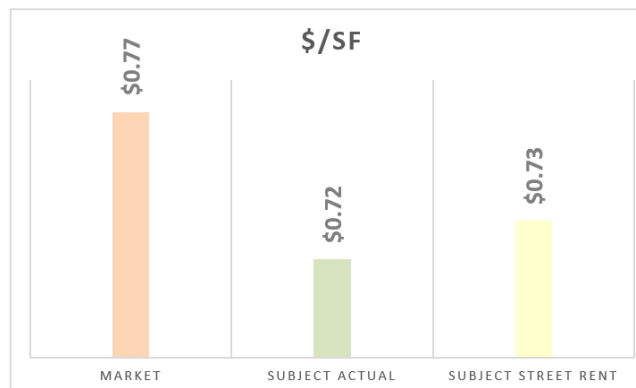
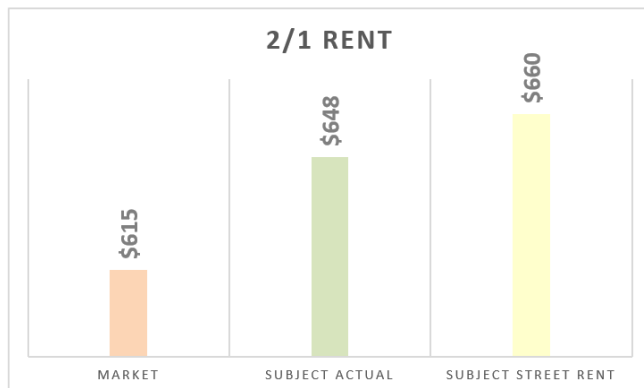
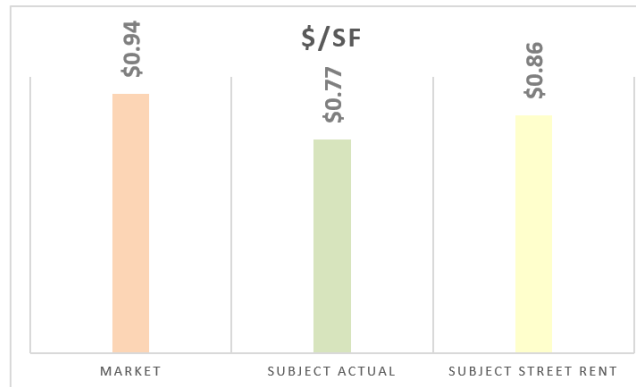
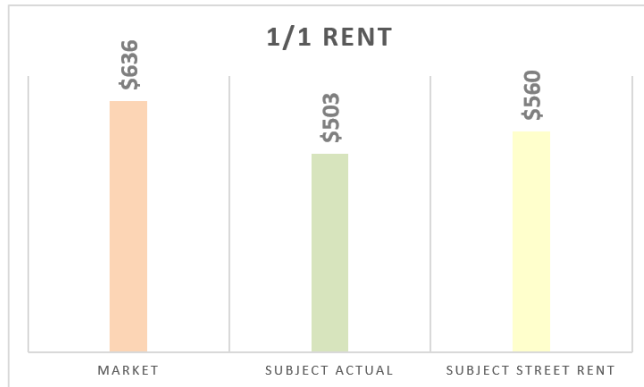
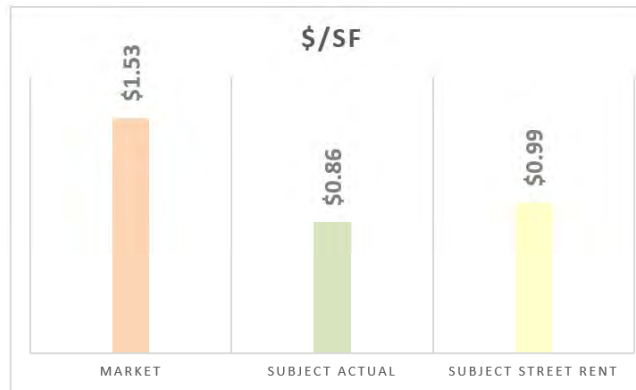
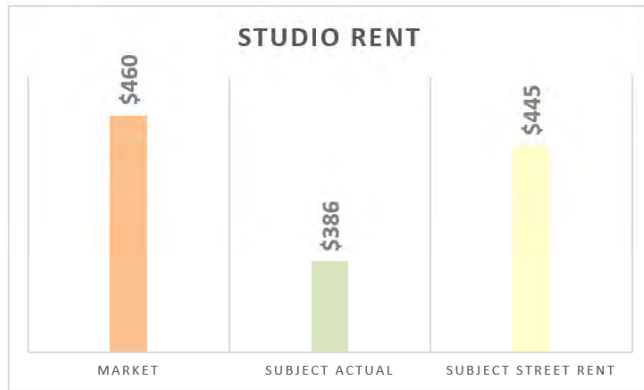


Pines Apartments - Rent Comparison for Alamogordo, NM

updated April 2019

	Studio		1/1		2/1	
	Rent	\$/sf	Rent	\$/sf	Rent	\$/sf
Market	\$460	\$ 1.53	\$636	\$ 0.94	\$615	\$ 0.77
Subject Actual	\$386	\$ 0.86	\$503	\$ 0.77	\$648	\$ 0.72
Subject Street Rent	\$445	\$ 0.99	\$560	\$ 0.86	\$660	\$ 0.73

does not include subject property



The Pines apartments are a value add opportunity with the potential to raise rents to market increase the overall Cap rate from 8.31% to 10.15%.

The rent survey to the left is a summary of 10 competing apartment communities in the area including low income housing tax credits and upscale community and everything in between.

The studio units are 19% below market, the one bedroom units are 26% below market and the two bedrooms are at/or slightly above market but they also include the garages for 2 of the units.

In all the property's rents are 16% below market.

Loan Quote

The Pines
2100-2160 Stardust Court
Alamogordo, New Mexico 88310
Otero County

Date Priced May-23-2018

CBRE

Product	Option 1 5 YR Fixed	Option 2 7 YR Fixed	Option 3 10 YR Fixed
Loan Amount	\$1,571,250	\$1,571,000	\$1,570,000
Fixed Floating Rate Term	5 YR 0 YR	7 YR 0 YR	10 YR 0 YR
Amortization	30 YR	30 YR	30 YR
Interest Only Period	0 YR	1 YR	2 YR
Prepay during Fixed, Floating	YM	YM	YM
Rate Lock Period	Standard	Standard	Standard
Minimum Debt Coverage Ratio	1.40x	1.40x	1.40x
Max Loan to Value	75%	75%	75%
Debt Coverage Ratio as Underwritten	1.531x	1.545x	1.532x
Loan To Value as Underwritten	75.00%	74.99%	74.94%
Estimated Interest Rate	5.49%	5.41%	5.49%
*Approx. Annual Payment	\$106,938	\$105,977	\$106,853
*Approx. Annual Payment during/if Interest Only	\$87,460	\$86,172	\$87,390

Loan Purpose: Acquisition

Quote contingent upon verification of historical operating statements and rent roll, full due-diligence on Borrower/Guarantor, review of the contingent liabilities, Borrower Organizational Structure, and FICO score greater than 650. Quote assumes no more than 50% of residents are active military, students, or senior housing tenants.

Borrower Financial Requirements: Liquidity ≥ 9 months of Debt Service and Net Worth ≥ Loan Amount

Additional quote stipulations:

- * Proposed loan terms are based on an estimated underwritten net operating income (NOI) of \$163,702 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.
- * Assumes appraised value to be equal to or greater than \$2,095,000
- * Assumes actual management fee of 6.00% or less; market support required.
- * Operating Expenses must be supported by appraisal and may be adjusted accordingly based on appraisal and market data.
- * Assumes steady or improving T-3 collections and occupancy through closing. Minimum of 90% occupancy average over T-3.
- * Subject to satisfactory review of org structure.

Origination Fee	\$15,713	\$15,710	\$15,700
3rd Party Fees (due w/signed LOI)	\$7,900	\$7,900	\$7,900
Freddie Mac Processing Fee (w/signed LOI)	\$1,571	\$1,571	\$1,570
Estimated Closing Costs (At Close)	\$6,000	\$6,000	\$6,000
Estimated Total Cost	\$31,184	\$31,181	\$31,170

Good Faith deposit due at rate lock (refunded at close)

*Approximate Annual Payment subject to full Underwriting; Pricing adjusts weekly

This analysis is based upon information provided to us and/or assumptions as to market rents, cash flow, value, etc. which may or may not be supported by final underwriting conclusions. This analysis should not be construed as a commitment to provide financing.

Provided by

Peter J. Gineris
Senior Vice President I Debt & Structured Finance
CBRE | Capital Markets
6100 Uptown Blvd NE, Suite 300 | Albuquerque, NM 87110
T 505.837.4997 | F 505.837.4994 | C 505.250.4697
peter.gineris@cbre.com | www.cbre.com/capitalmarkets

Lender is open to two years of interest only payments.



Internal Rate of Return Analysis (IRR)



		Year						Calculated for 1st year of next owners, ownership
		1	2	3	4	5	6	
1 Total Potential Market Income	3.0% Increases	\$330,732	\$340,654	\$350,874	\$361,400	\$372,242	\$383,409	
2 Less: loss to market lease	2.9%	\$9,612	\$9,900	\$10,197	\$10,503	\$10,818	\$11,143	
3 Total Potential Income (Max Rent)		\$321,120	\$330,754	\$340,676	\$350,896	\$361,423	\$372,266	
4 Less: Loss to lease	10.6%	\$33,986	\$35,006	\$36,056	\$37,138	\$38,252	\$39,399	
5 Total Income		\$287,134	\$295,748	\$304,620	\$313,759	\$323,172	\$332,867	
6 Less: vacancy	5.0%	\$14,357	\$14,787	\$15,231	\$15,688	\$16,159	\$16,643	
7 Effective Rental Income		\$272,777	\$280,961	\$289,389	\$298,071	\$307,013	\$316,224	
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0	
9 Gross Operating Income		\$272,777	\$280,961	\$289,389	\$298,071	\$307,013	\$316,224	
Total Operating Expenses	2.0% Increases	\$110,290	\$112,496	\$114,746	\$117,041	\$119,382	\$121,769	
Net Operating Income		\$162,487	\$168,465	\$174,644	\$181,030	\$187,632	\$194,454	
Mortgage Balance		\$1,531,887	\$1,509,594	\$1,486,056	\$1,461,202	\$1,434,959		
ADS		\$105,229	\$105,229	\$105,229	\$105,229	\$105,229		
- Principal Reduction		\$21,113	\$22,293	\$23,539	\$24,854	\$26,243		
= Mortgage interest		\$84,116	\$82,936	\$81,691	\$80,375	\$78,986		
- cost recovery (annual)	27.5 yrs @ 80%	\$59,245	\$61,818	\$61,818	\$61,818	\$59,245	includes mid mc	
= Taxable Income		\$19,126	\$23,710	\$31,135	\$38,837	\$49,400		
Tax on income at ordinary income rate of	35%	\$6,694	\$8,298	\$10,897	\$13,593	\$17,290		
NOI		\$162,487	\$168,465	\$174,644	\$181,030	\$187,632		
- Annual Debt Service		\$105,229	\$105,229	\$105,229	\$105,229	\$105,229		
= Cash Flow Before Tax		\$57,258	\$63,235	\$69,414	\$75,801	\$82,402		
- Less Ordinary Income Tax		\$6,694	\$8,298	\$10,897	\$13,593	\$17,290		
= Cash Flow After Tax		\$50,564	\$54,937	\$58,517	\$62,208	\$65,112		

Sales Worksheet

Calculation of Adjusted Basis

1 Basis at Acquisition	\$2,125,000
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$303,945
4 =Adjusted Basis at Sale	\$1,821,055

Calculation of Capital Gain

Disposition CAP Rate	7.8%
5 Sale Price	\$2,498,905
6 -Costs of Sale	\$199,912
7 -Adjusted Basis at Sale	\$1,821,055
8 =Gain or (Loss)	\$477,937
9 -Straight Line Cost Recovery (limited to gain)	\$303,945
10 =Capital Gain from Appreciation	\$173,992

Calculation of Sales Proceeds after tax

11 Sale Price	\$2,498,905
12 -Cost of Sale	\$199,912
13 -Mortgage Balance(s)	\$1,434,959
14 =Sale Proceeds Before Tax	\$864,033
16 -Tax: Straight Line Recapture at 25.0%	\$75,986
17 -Tax on Capital Gains at 20.0%	\$34,798
18 =SALE PROCEEDS AFTER TAX:	\$753,249

IRR Before tax = 18.8%

n	\$
0	\$(572,000)
1	\$57,258
2	\$63,235
3	\$69,414
4	\$75,801
5	\$82,402 +
	\$864,033

IRR After tax = 14.6%

n	\$
0	\$(572,000)
1	\$50,564
2	\$54,937
3	\$58,517
4	\$58,517
5	\$62,208 +
	\$753,249

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 22%.

Investor's Effective Tax Rate = 23%

Property Floorplans



Studio up
450 sf



1 / 1 down
650 sf



2 / 1 down
865 sf



2 / 1 up
945 sf



Above floorplans are artistic renderings that may or may not be to scale or match the existing units.

Virtual Tour of two units



Studio Unit H

View online at www.nmapartment.com/pines3d1



1/1 - Unit 2 2160

View online at www.nmapartment.com/pines3d2



Photos - Unit H Interior - studio with murphy bed / fireplace



Photos - Unit H Interior - studio with murphy fireplace and deck



Photos - Unit 2160-2 Interior - fireplace



Photos - Unit 2160-2 Interior



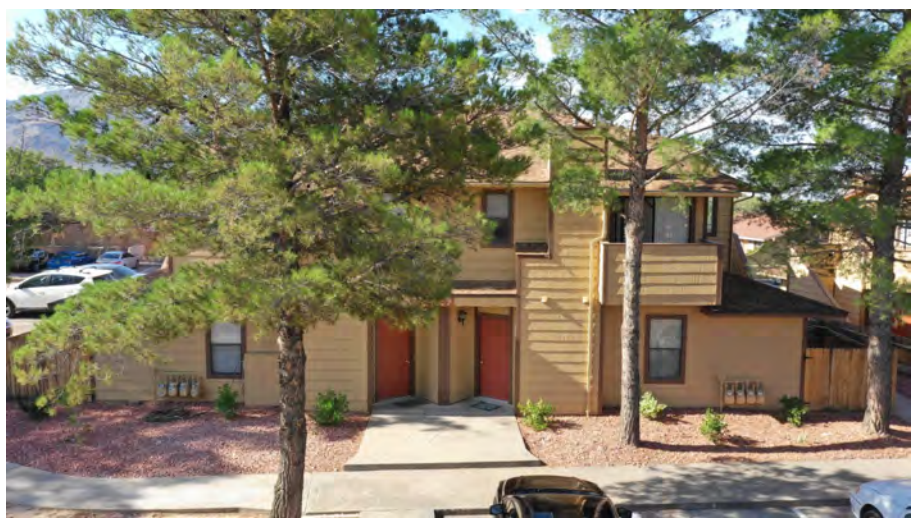
Property photographs



Property photographs



Property photographs



Property photographs



Property photographs



Property photographs



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.

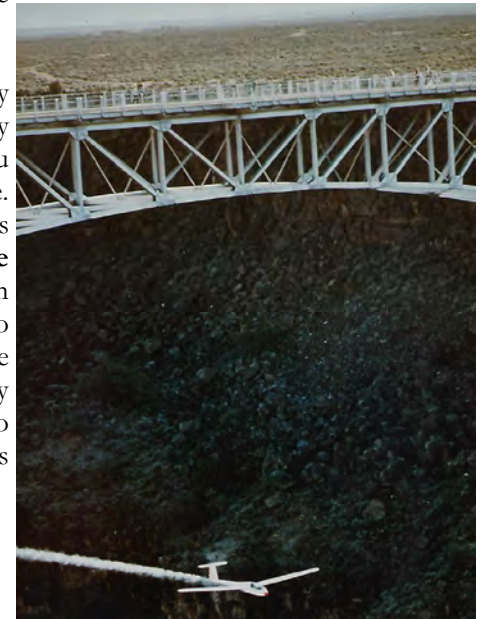
About that time, he asked his daughters they had a idea for the street names, and they suggested

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

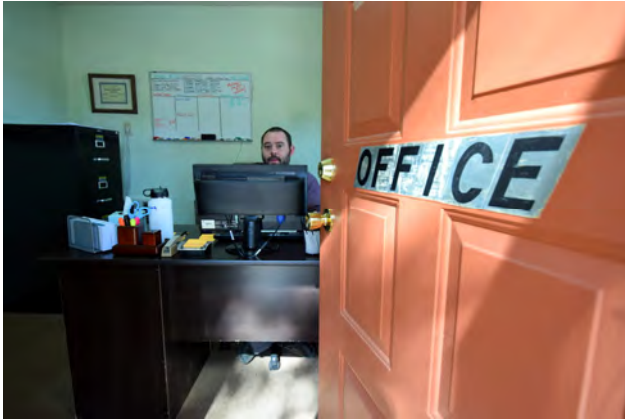
In the meantime he bought a block of land to put in small, affordable housing since all the builders in Alamogordo were building bigger and more expensive housing. He Sold all 7 of them within 2 weeks of being built, getting nearer to the goal of building of "**The Pines**".

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.



About the Onsite Manager—Robert “Keith” Dodson



Robert K Dodson

Experienced office employee with multifaceted skills
Capable of multi-tasking a wide variety of functions
Excellent oral, written, telephone and planning skills
Creative, artistic and technically savvy to include social media
Computer software: Data Entry Systems, Point of Sale software, Word Perfect, Power Point, Word, Excel, with the ability to learn new programs quickly

Work Experience

Manager

The Pines Apartments – Alamogordo, NM
Managing the property with accommodations with the market rate standard for Alamogordo, NM. Work on behalf of the property and owner. Advertise vacant units and negotiate leasing terms. Performed tenant screening. Act as liaison between tenants and property owners. Collect rent on a monthly basis and handle late payments in a timely manner. Maintain property by addressing tenant complaints, completing repairs and enforcing the rules of the community and occupancy. Coordinate maintenance schedule with the Maintenance Coordinator. Staying in compliance with HUD and Fair Housing Laws set forth by the state of New Mexico and the United States of America.

Manager

Bella Vista Townhomes – Clovis, NM
Otero Village Apartments- Alamogordo, NM
April 2018 to December 2018
Managing property with accommodations for federal low-income housing tax credit program. Work on behalf of the

property owner to claim tax credits for eligible buildings in return for renting all the apartments to low-income tenants at a restricted rent. Advertise units and negotiate leasing terms. Perform tenant screenings. Act as liaison between tenants and property owners. Collect rent on a monthly basis and handle late payments in a timely manner. Attending court dates for nonpayment of rent. Maintain property by addressing tenant complaints, completing repairs and enforcing the rules of occupancy. Coordinate maintenance schedule with the Maintenance Coordinator.

Assistant Manager

Las Ventanas - Alamogordo, NM
April 2015 to January 2018
Assistant Manager. Advertise units and negotiate leasing terms. Perform tenant screenings. Act as liaison between tenants and property owners. Collect rent on a monthly basis and handle late payments in a timely manner. Maintain property by addressing tenant complaints, completing repairs and enforcing the rules of occupancy. Coordinate maintenance schedule with the Maintenance Coordinator. Routinely used the company tenant portal and email system to communicate with tenants and property owners.

Bartender and Cashier

Applebee's Bar and Grill - Alamogordo, NM
2010 to 2013
Cashier and money exchange between customers. Taking and entering orders. Responsible for car side orders and cash handling bar preparation to include mixes counting of products and liquor inventory. Daily cleaning duties. Daily bar log to include tracking waste and bar inventory.

Bartender and Cashier

The Lodge - Cloudcroft, NM
2008 to 2010
Cashier and money exchange between customers. Taking and entering orders. Responsible for to-go orders. Cleaning duties. Wine and liquor storage and check in. Wine presentation and flights.

Bartender and Cashier

Chili's Bar and Grill - Alamogordo, NM
2006 to 2008
Cashier and money exchange between customers. Customer service and bartending. Cleaning duties. Taking and entering orders.

Manager

Rib Crib - Clovis, NM
1999 to 2002
Server duties and customer service. Taking orders and entering them in the computer. Manager duties. Waste control and proper storage of food. Cooked and uncooked. Inventory ordering. Inventory management. Employee relations and scheduling. Kitchen detail and kitchen work. Smoker detail loading meat and wood in the smokers and proper temperatures for different products. Proper storage of cold food and proper labeling of products. Closing duties. Cash handlings. Bank deposits.

Education

Pre-Business Core

New Mexico State University - Alamogordo, NM
2013-2014

General education and Fine Arts

New Mexico State University - Carlsbad, NM
2011-2012

General education and Music Performance Core

Clovis Community College - Clovis, NM
2002-2003

Music Performance Core

Eastern New Mexico University - Portales, NM
1996 to 1998

High School Diploma

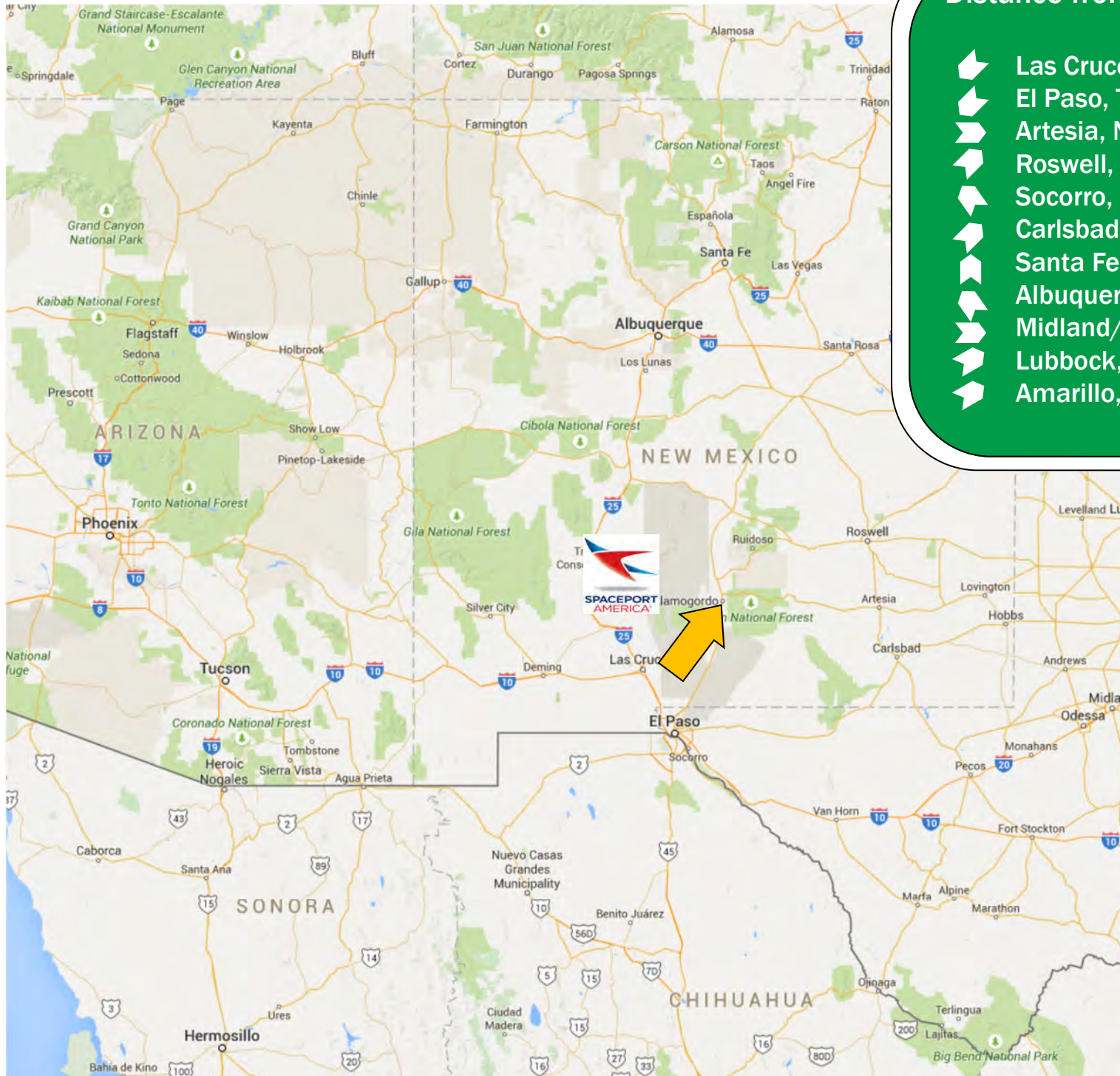
Clovis High School - Clovis, NM
May 1996

Activities

**Board Member –
Alamogordo Music
Theater**
2014 to 2018



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.ocedc.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
59,639 acres
21,000 jobs
world's longest
runway

49TH WING



Holloman
Air Force Base
New Mexico



Movies filmed in Alamogordo area
include:

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

White Sands
Missile Range
3,200 square miles



Alamogordo—Update on Holloman air force base

New \$85M construction project announced at Holloman

Email Share In Share Tweet Save Print Order Reprints



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. Sen. Martin Heinrich, a member of the Senate Armed Services... more
U.S. SENATE PHOTOGRAPHIC STUDIO | JOY HOLDER



By Christopher Ortiz – Managing Editor, Albuquerque Business First
2 hours ago

IN THIS ARTICLE

Government & Regulations
Industry

Martin Heinrich
Person

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, FGCS 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.



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.



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 the Alamogordo retail strip along I-805, featuring numerous retail and service logos including Family Dollar, Lowe's, Kmart, JCPenney, Sears, Bealls, TSC, Tractor Supply Co, Dollar General, Wells Fargo, Starbucks, Albertsons, Subway, Blakes Lotaburger, Wal-Mart, DOLLAR TREE, Long John Silver's, A&W, Burger King, Wendy's, McDonald's, Sonic Drive-Ins, Arby's, KFC, Pizza Hut, Applebee's, IHOP, Denny's, Chili's, Hampton Inn, and Home Depot. A yellow arrow points to the location of The Pines Apartments, which is situated east of the main retail strip. A 'Walk Score 20 Car-Dependent' badge is also present, indicating that almost all errands require a car.

Walk Score 20 Car-Dependent
Almost all errands require a car

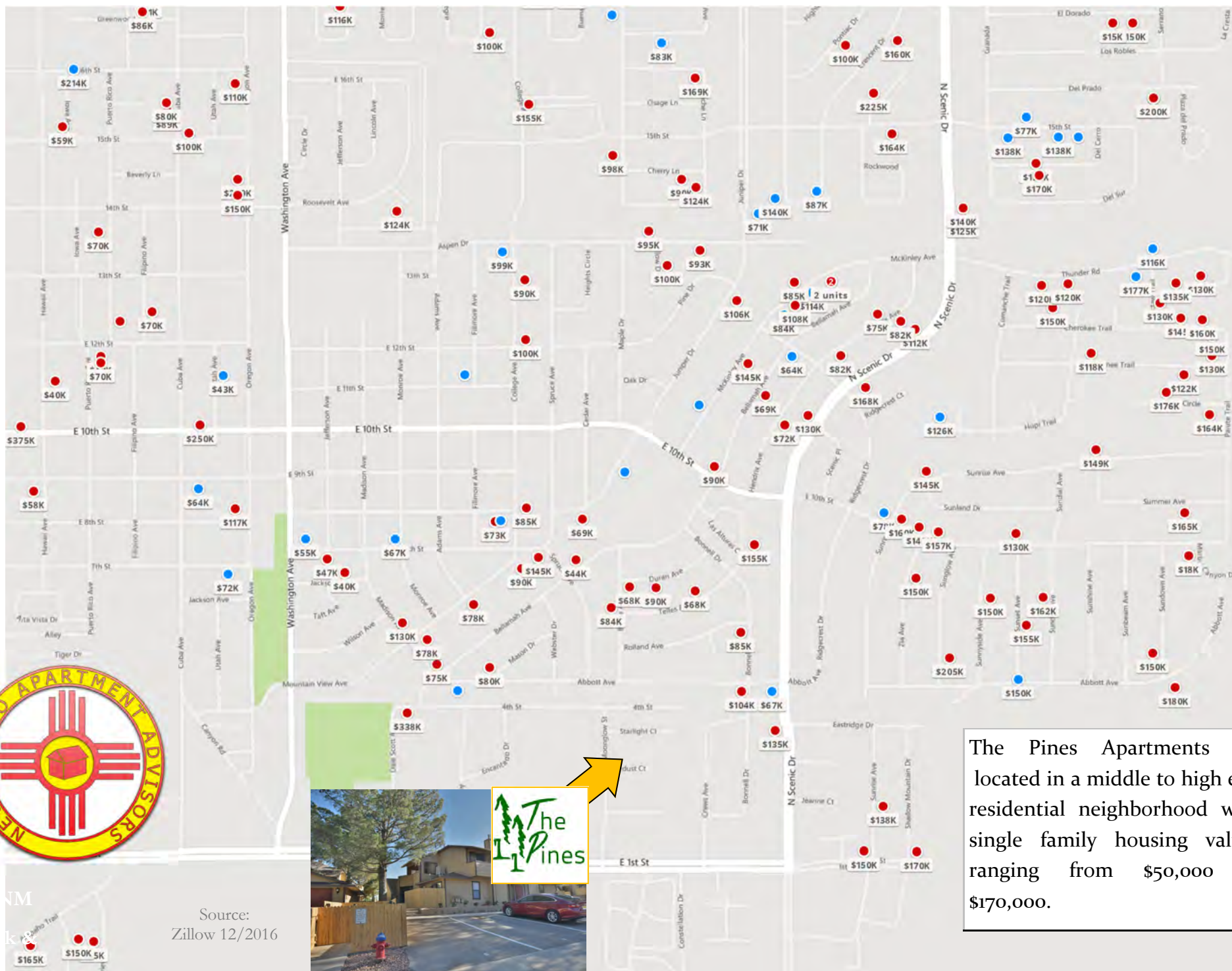
The Pines Apartments website screenshot shows the following features:

- Why Choose The Pines Apartments?**
 - Affordable: Represented by a dollar sign icon.
 - Convenient: Represented by a checkmark icon.
 - Move-in Ready! Represented by a house icon.



Water Tank

The Residential Neighborhood



Source:
Zillow 12/2016



The Pines Apartments are located in a middle to high end residential neighborhood with single family housing values ranging from \$50,000 to \$170,000.

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**

Forbes, October 2007

- ☑ **UNM Schools Ranked Among Best**

Hispanic Business—September 2007

- ☑ **Albuquerque Named 25th Among America's Hottest Job Markets**

Washington Business Journal—Bizjournal September 2007

- ☑ **Albuquerque Named Among the 50 Best Adventure Towns**

National Geographic Magazine, September 2007

- ☑ **New Mexico Ranked Fifth Nationally for Manufacturing Momentum**

Business Facilities, June 2007

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

Business Facilities- June 2007

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

Business Facilities, June 2007

- ☑ **Albuquerque Ranked #2 Arts Destination**

AmericanStyle Magazine, June 2007

- ☑ **Albuquerque Named Among the Top 20 Metros for Nanotech**

Wilson Center's Project on Emerging Nanotechnologies, May 2007

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

Inc.com, April 2007

- ☑ **Albuquerque Fittest City in the Nation**

Men's Fitness, March 2007

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

Expansion Management, February 2007

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

MovieMaker Magazine, Winter 2007

- ☑ **Albuquerque Ranked 3rd Smartest City to Live,**

Kiplinger's Personal Finance, May 2006

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

Expansion Management, May 2006

- ☑ **Bizjournals Survey Ranks Albuquerque 18th for Jobs,**

BizJournals, November 2006

- ☑ **Albuquerque Best in Nation for Business and Careers**

Forbes, May 2006

- ☑ **Forbes Magazine Ranks Albuquerque as 5th Best Metro Overall and Lowest Cost City for Doing Business-**

Forbes, May 2005

Investment Sales as it relates to Broker Duties and client representation



New Mexico Apartment Advisors Inc. – NM's Apartment Resource

My name is Todd Clarke CCIM and I am a commercial Realtor who has been selling apartment investments for over 30 years. In that time, I have listed/sold over 13,500 units totaling \$539M. I also teach investment sales analysis for the CCLM institute (22 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.

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.

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. Please make sure your letter of intent form includes the basics like price, closing date, contingencies, and who pays what closings costs.
- The current (2019) activity level from investors interest in our marketplace is 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 one 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.
- 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.
- 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.
- 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.

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

CEO

NM Apartment Advisors Inc.

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 twenty-seven years of experience in marketing apartments in the New Mexico area.

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

Todd Clarke 

CEO

NM Apartment Advisors Inc.

505-440-TODD

tclarke@nmapartment.com

www.nmapartment.com

License #13711

