

12708 Copper NE Albuquerque, NM 87123

Property is priced
well below the
comparable sales
that are coming at
\$383,826 and
marketed using the
BID process

Units: 2
Size: 2,200 sf
Land: .091
Start Price: \$225,000
GRM: 8.06
CAP: 6.87%

Register for tour and confidential Info www.nmapartment.com/copper12708ne

Seller Concession to Buyer: [NMAA-2567708](http://www.nmapartment.com/copper12708ne)

Virtual Tour: <http://www.nmapartment.com/copper3d>

Townhouse duplex



Property Information

On behalf of the owners, NM Apartment Advisors is pleased to present this Northeast heights townhouse style duplex for sale. The community is walking distance to multiple parks, retail establishments, and restaurants as well as biking distance to the hundreds of miles of Albuquerque's outdoor hiking/biking trails.

Each unit has an usually spacious floorplan that includes two bedrooms, two bathrooms, a laundry room and access to the exterior from the front and rear.

The upstairs unit, B, is vacant and not quite rent-ready. Full inspection reports are available to qualified investors who complete the online confidentially agreement at www.nmapartment.com/copper12708ne.

The seller is offering the property at a below market price with a strong preference will be given to buyers who can demonstrate a track record of closing with all cash.

Do not miss out on this opportunity to be an owner occupant or investor in a market with strong job growth and a housing shortage from all of the new Netflix, Facebook/Meta, Amazon, Intel and other jobs.



The Property

Address: 12708 Copper NE

Number of units: 2

Year of construction: 1978

Bldg. Size: 2,000 sf +/-

Site Size: 0.091 acres

Avg. Unit Size: 1,000 sf

UPC#: 102205728325441719

Zoning: MX-M

Legal: 3 parcel B-3 of Amended & Corrected Parcels B1/B2

Ask Price: \$225,000

\$/ unit: \$112,500

\$/sf: \$112.50

	2025	2026 Proforma
Avg Rent:	\$1,163	\$1,425
GRM:	8.06	6.58
Cap Rate Before reserves:	6.87%	9.10%
Cap Rate After Reserves:	6.67%	8.90%
Year 1 NOI:	\$15,005	\$20,003
IRR Before Tax	22.5%	
IRR After Tax	18.7%	

Annual Property Operating Data (APOD)

NM Apartment Advisors Financial Overview for:

12708 Copper NE

Prepared by: Todd Clarke CCIM

1/12/2026

"As-Is"

Unit/Rent Summary

			Approx				Actual					
#	Type	Lease	Size	Actual Rent	Street Rate	Market Rent	\$/sf	Total Actual	Total Max Rent for this type	Total Market Potential		Total sf
1	2/1	Down - A	1,000	\$ 900	\$ 1,425	\$ 1,425	\$ 0.90	\$ 900	\$ 1,425	\$ 1,425		1,000
1	2/1	Upstairs - B	1,000	\$ 1,425	\$ 1,425	\$ 1,425	\$ 1.43	\$ 1,425	\$ 1,425	\$ 1,425		1,000
2	total units / average rents =			\$ 1,163	\$ 1,425	\$ 1,425		\$ 2,325	\$ 2,850	\$ 2,850		2,000
Avg. Unit Size=			1,000 sf	Each unit has W&D Annualized =				\$ 27,900	\$ 34,200	\$ 34,200		

Benchmarks

Offering Price	\$225,000	
\$/unit	\$112,500	
\$/sf	\$112.50	
GRM	8.06	6.58
CAP Before Reserves	6.87%	9.10%
CAP After Reserves	6.67%	8.90%
Cash on Cash New Loan	4.51%	13.45%
DCR=	1.20	1.61

Walkscore: 56, Transit score: 32, Bike Score: 82



Income

A.	Total Potential Market Income	\$ 34,200	
B.	Less: loss to market lease	\$ -	0%
C.	Total Potential Income (Street)	\$ 34,200	
D.	Less: Loss to lease	\$ 6,300	18%
E.	Total Income	\$ 27,900	
F.	Less: vacancy 5.0%	\$ 1,395	
G.	Effective Rental Income	\$ 26,505	
H.	Plus: Other Income	\$ -	
I.	Gross Operating Income	\$ 26,505	

Expenses (Annual)	EOY 2024		Based on: Estimates/Actuals				
		\$/unit	%				
Real Estate Taxes	\$2,137	\$1,069	8%	2024 Actual Amount			
Personal Property Taxes				assessed at \$156,558			
Property Insurance	\$2,200	\$1,100	8%	Estimate			
Property Management:							
Off Site Management	\$2,853	\$1,426	11%	Quote: Deacon Property Services			
Taxes/Workman's Compensation							
Repairs and Maintenance	\$2,120	\$1,060	8%	Estimate			
Utilities:							
Water, Sewer, & Garbage	\$840	\$420	3%	Estimate			
Gas & Elec							
Contract Services:							
Internet							
Pest Control	\$900	\$450	3%	Estimate			
Reserve for replacement	\$450	\$225	2%	new lender will require			
Total Operating Expenses	\$11,500	\$5,750	43%				
Net Operating Income	\$15,005	\$7,502					
	ADS	Loan	LTV	Pmt	Term	Interest Rate	
Less: Annual Debt Service	\$12,468	\$ 168,750	75%	\$1,039	30	6.25%	
Cash Flow Before Taxes	\$2,536						

Proforma 2025			Based on: Forthcoming yr.			
	\$/unit	%	Income: Line C - F + H			
\$2,611	\$1,306	8%	Est. at 85% of purchase price			
			\$191,250 Estimated			
\$2,000	\$1,000	6%	Potential 2025 = 2024 + 3%			
\$3,420	\$1,710	10%	Quote: Deacon Property Services			
\$2,184	\$1,092	6%	Potential 2025 = 2024 + 3%			
\$865	\$433	3%	Potential 2025 = 2024 + 3%			
\$927	\$464	3%	Potential 2025 = 2024 + 3%			
\$450	\$225	1%	new lender will require			
\$12,457	\$6,229	36%				
\$20,033	Potential Market less		5% vacancy + other income			
ADS	Loan		LTV	Pmt	Term	Interest
\$12,468	\$	168,750	75%	\$1,039	30	6.25%
\$7,564						

5 year forecast, Internal Rate of Return (IRR)

		Year					Calculated for 1st year of next owners, ownership	Sales Worksheet	
		1	2	3	4	5	6		
Total Potential Market Income	4.5% Increases	\$34,200	\$35,739	\$37,347	\$39,028	\$40,784	\$42,619	Calculation of Adjusted Basis	
2 Less: loss to market lease	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	1 Basis at Acquisition	\$225,000
3 Total Potential Income (Max Rent)		\$34,200	\$35,739	\$37,347	\$39,028	\$40,784	\$42,619	2 + Capital Additions	
4 Less: Loss to lease	18.4%	\$6,300	\$6,584	\$6,880	\$7,189	\$7,513	\$7,851	3 -Cost Recovery (Depreciation) Taken	\$32,182
5 Total Income		\$27,900	\$29,156	\$30,467	\$31,839	\$33,271	\$34,768	4 =Adjusted Basis at Sale	\$192,818
6 Less: vacancy	5.0%	\$1,395	\$1,458	\$1,523	\$1,592	\$1,664	\$1,738	Calculation of Capital Gain	
7 Effective Rental Income		\$26,505	\$27,698	\$28,944	\$30,247	\$31,608	\$33,030	Disposition CAP Rate	6.7%
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0	5 Sale Price	\$304,897
9 Gross Operating Income		\$26,505	\$27,698	\$28,944	\$30,247	\$31,608	\$33,030	6 -Costs of Sale	\$24,392
Total Operating Expenses	2.0% Increases	\$11,500	\$11,730	\$11,965	\$12,204	\$12,448	\$12,697	7 -Adjusted Basis at Sale	\$192,818
Net Operating Income		\$15,005	\$15,967	\$16,979	\$18,042	\$19,159	\$20,333	8 =Gain or (Loss)	\$87,688
Mortgage Balance		\$166,773	\$164,668	\$162,428	\$160,044	\$157,507		9 -Straight Line Cost Recovery (limited to gain)	\$32,182
ADS		\$12,468	\$12,468	\$12,468	\$12,468	\$12,468		# =Capital Gain from Appreciation	\$55,505
- Principal Reduction		\$1,977	\$2,105	\$2,240	\$2,384	\$2,537		Calculation of Sales Proceeds after tax	
= Mortgage interest		\$10,491	\$10,364	\$10,228	\$10,084	\$9,931		# Sale Price	\$304,897
- cost recovery (annual)	27.5 yrs @ 80%	\$6,273	\$6,545	\$6,545	\$6,545	\$6,273	includes mid month	# -Cost of Sale	\$24,392
= Taxable Income		\$-1,759	\$-942	\$205	\$1,413	\$2,955		# -Mortgage Balance(s)	\$157,507
Tax on income at ordinary income rate of	35%	\$0	\$0	\$72	\$494	\$1,034		# =Sale Proceeds Before Tax	\$122,999
NOI		\$15,005	\$15,967	\$16,979	\$18,042	\$19,159		# -Tax: Straight Line Recapture at	25.0% \$8,046
- Annual Debt Service		\$12,468	\$12,468	\$12,468	\$12,468	\$12,468		# -Tax on Capital Gains at	20.0% \$11,101
= Cash Flow Before Tax		\$2,536	\$3,499	\$4,511	\$5,574	\$6,691		# =SALE PROCEEDS AFTER TAX:	\$103,852
- Less Ordinary Income Tax		\$0	\$0	\$72	\$494	\$1,034			
= Cash Flow After Tax		\$2,536	\$3,499	\$4,439	\$5,080	\$5,657			

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 17%.

IRR Before tax =		22.5%
n	\$	
0	\$	(56,250)
1		\$2,536
2		\$3,499
3		\$4,511
4		\$5,574
5		\$6,691 + \$122,999

IRR After tax =		18.7%
n	\$	
0	\$	(56,250)
1		\$2,536
2		\$3,499
3		\$4,439
4		\$5,080
5		\$5,657 + \$103,852

Investor's Effective Tax Rate = 17%

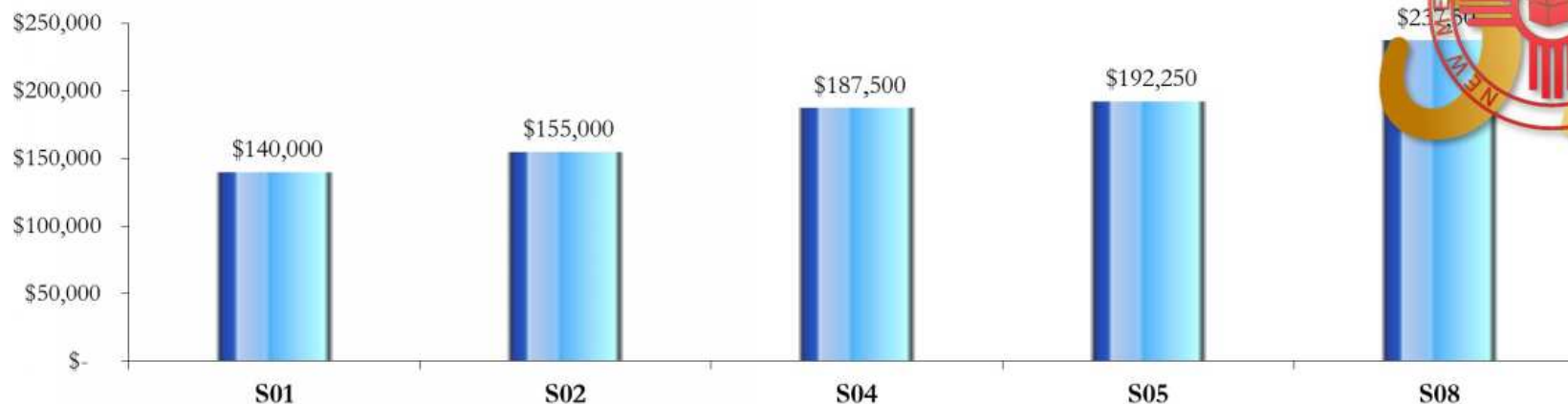
Comparable Sales

Comparable Sales Analysis for:

12708 Copper NE

Compiled by Todd Clarke CCIM

\$/unit



#	Name	Location	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP *
S01		309 9th NW	2	1939	\$ 303,613	\$ 280,000	11/6/24	\$ 140,000	\$ 250	\$888	13.14	4.7%
S02		1000 Lynch NW	2	1956	\$ 310,000	\$ 310,000	4/2/25	\$ 155,000	\$ 258			
S04		215 Stanford SE	2	1940	\$ 389,900	\$ 375,000	12/23/24	\$ 187,500	\$ 268	\$1,237	12.63	4.9%
S05		401 Princeton SE	2	1935	\$ 389,900	\$ 384,500	5/30/25	\$ 192,250	\$ 307			
S08	New Construction	221 Veranda NW	2	2019	\$ 475,000	\$ 475,000	AVAIL	\$ 237,500	\$ 175	\$1,450	13.65	4.5%

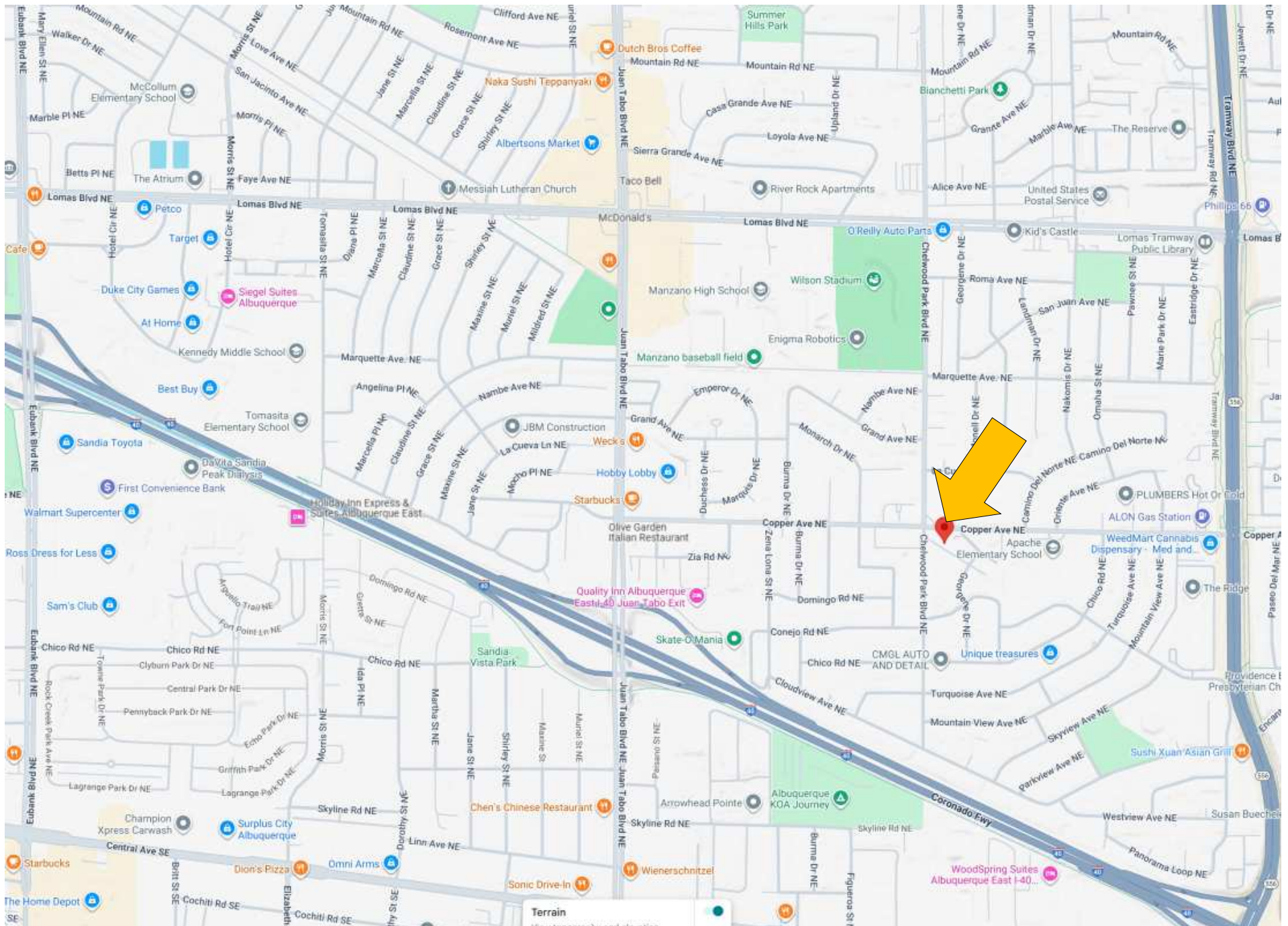
Subject Property	12708 Copper NE	2	1977	\$	225,000			\$ 112,500	\$113	\$1,163	8.06	6.9%
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Average of Comparable SOLD applied to subject property

\$/unit	\$ 182,450	\$ 364,900
\$/sf	\$ 251.59	\$ 503,181
CAP (Actual)	4.7%	\$ 318,958
GRM (Actual)	13.14	\$ 348,266
Average=		\$ 383,826



Location Map



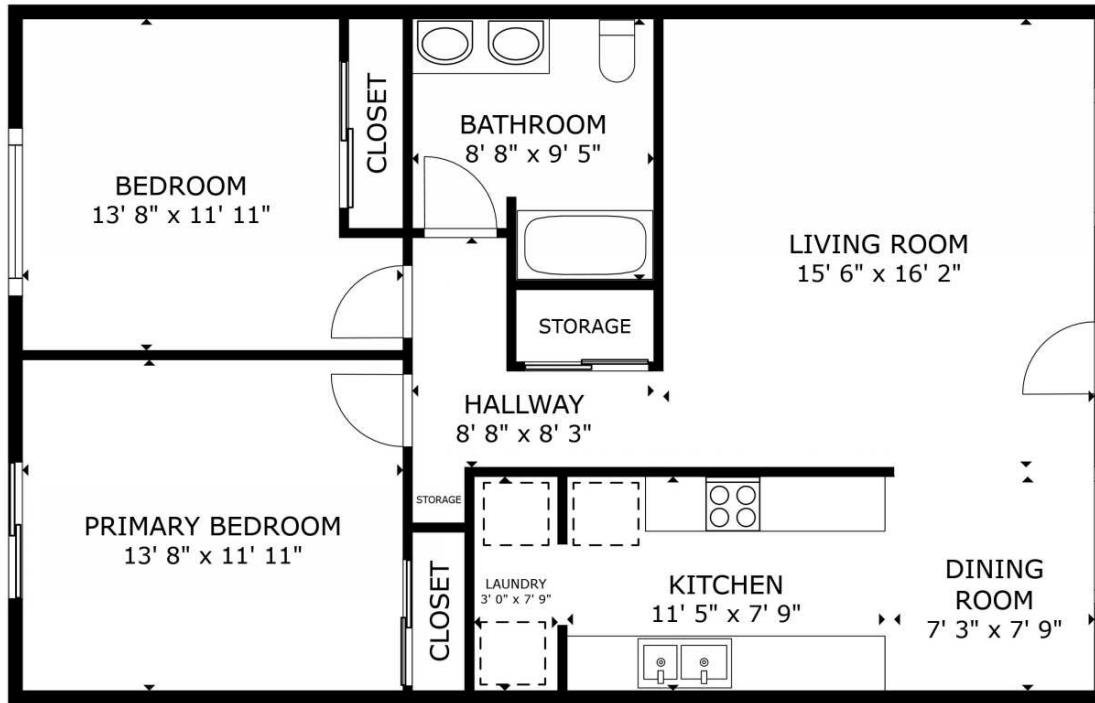
Property Photographs - Drone



Property Photos



Floorplans - 12708 Copper NE



Virtual Tour: <http://www.nmapartment.com/copper3d>

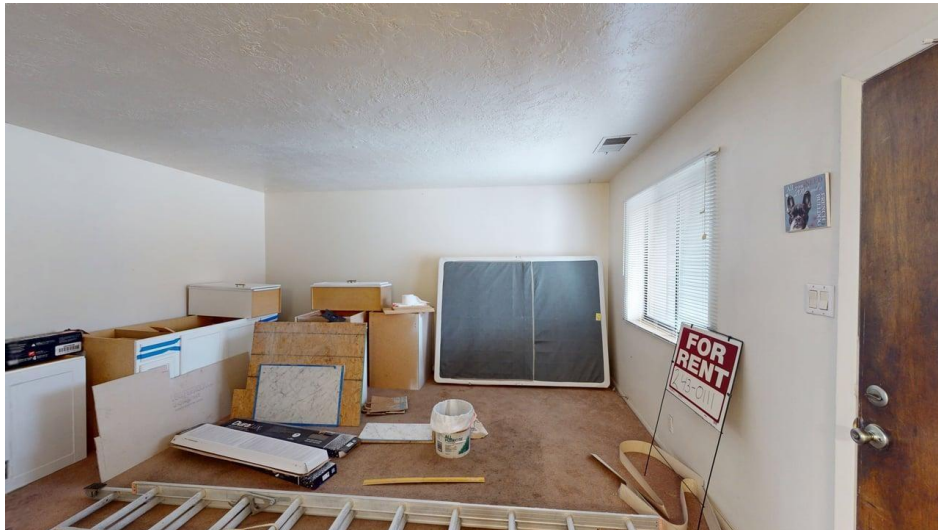
Measurements are Approximate



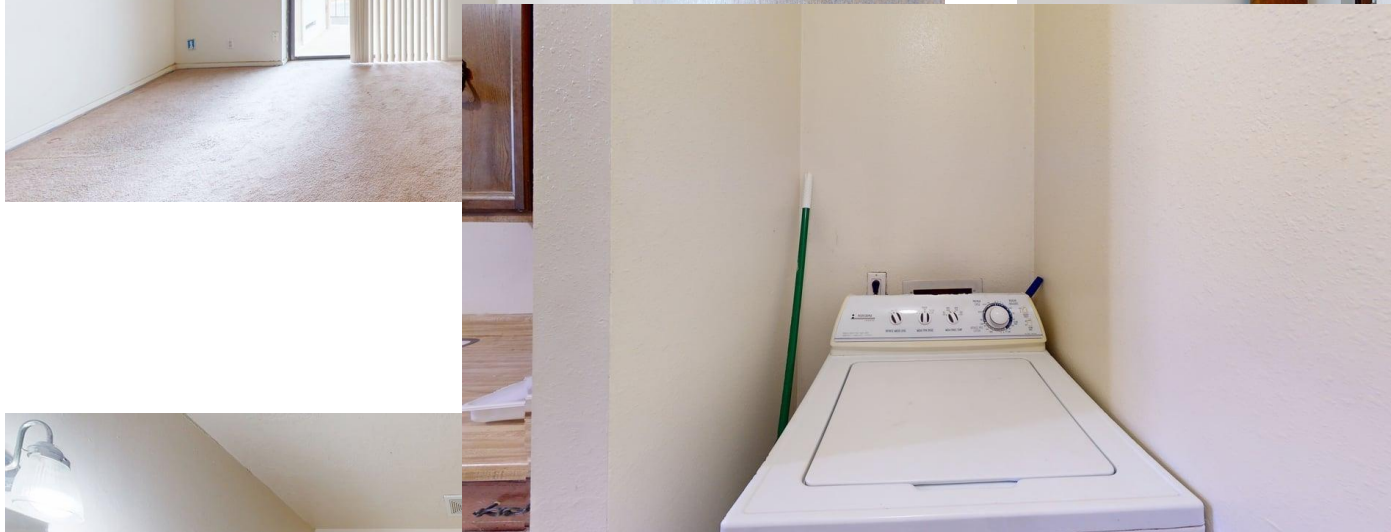
Interior Pics - Upstairs vacant unit



Interior Pics - Upstairs vacant unit



Interior Pics - Upstairs vacant unit



ABQ - GIS

Platted Parcel Address: 12708 COPPER AV NE

Assessor Parcel Address: 12708 COPPER NE

Report Date: 9/25/2025

www.cabq.gov/gis

Bernalillo County Assessor Ownership Data

[\(Click here for more information\)](#)

Owner Name: COPPER NE PROPERTIES LLC

Owner Address: 1211 COPPER AVE NE ALBUQUERQUE NM 87106-4916

Uniform Property Code (UPC): 102205728325441719 **Tax Year:** 2024 **Tax District:** A1A

Legal Description: 3 PARCEL B-3 OF THE AMENDED & CORRECTED SUMMARY PLAT SHOWING PARCELS B-1 B-2

Property Class: R **Document Number:** 2013129671 112613 QC - EN **Acres:** 0.091

Albuquerque Planning and Zoning Data

[Bernalillo County Planning and Zoning](#)

Jurisdiction: ALBUQUERQUE

Zone Atlas Page: [K-22](#)

IDO Zone District: [MX-M](#)

IDO District Definition: Moderate Intensity

Land Use: 01 | Low-density Residential

Lot: B3

Block: 3

Subdivision: PANORAMA ADDN

Neighborhood Associations

[Office of Neighborhood Coordination](#)

City Recognized Neighborhood Associations: N/A

Services

Police Beat: 524

Area Command: FOOTHILLS

Residential Trash Pickup and Recycling: Monday

City Council Districts

City Council District: [9 - Renée Grout](#)

Councilor Email: rgrout@cabq.gov

Policy Analyst: Rachel Miller

Policy Analyst Email: rrmiller@cabq.gov

Policy Analyst Phone #: 505-768-3123

Other Legislative Districts

US Congressional District: 1 - Melanie Stansbury

County Commission District: 5 - Eric C Olivas

NM House Of Representatives: 21 - Debra M. Sariñana

NM Senate: 20 - Martin Hickey

APS School Service Areas

[Albuquerque Public Schools](#)

Elementary School: APACHE

Middle School: KENNEDY

High School: MANZANO

FEMA Flood Zone: X

[FEMA Flood Map Service Center](#)

Property Map



Walk Score
37

Car-Dependent

Most errands require a car.

Transit Score
36

Some Transit

A few nearby public transportation options.

Bike Score
62

Bikeable

Reasons to invest in Albuquerque, NM

Albuquerque is home to three of the six F.A.A.N.G. tech companies:



Facebook

Data Center

A



Distribution center under construction—announced 1,000 new jobs

A

Apple

N



announced \$1 Billion of new programming

G

Google

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.

Forbes

Best Places for Business
#1
ALBUQUERQUE,
NEW MEXICO

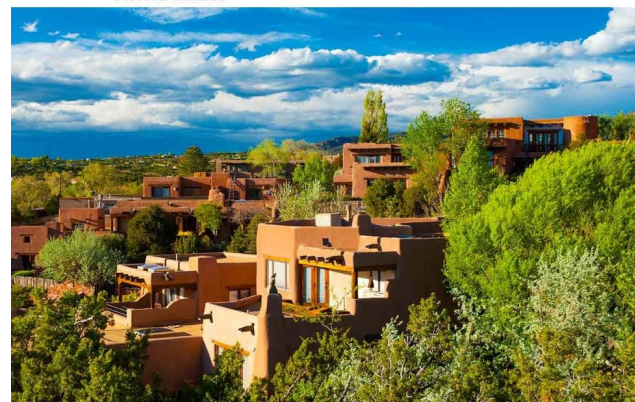
Albuquerque, New Mexico in the news

- ☑ **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.**

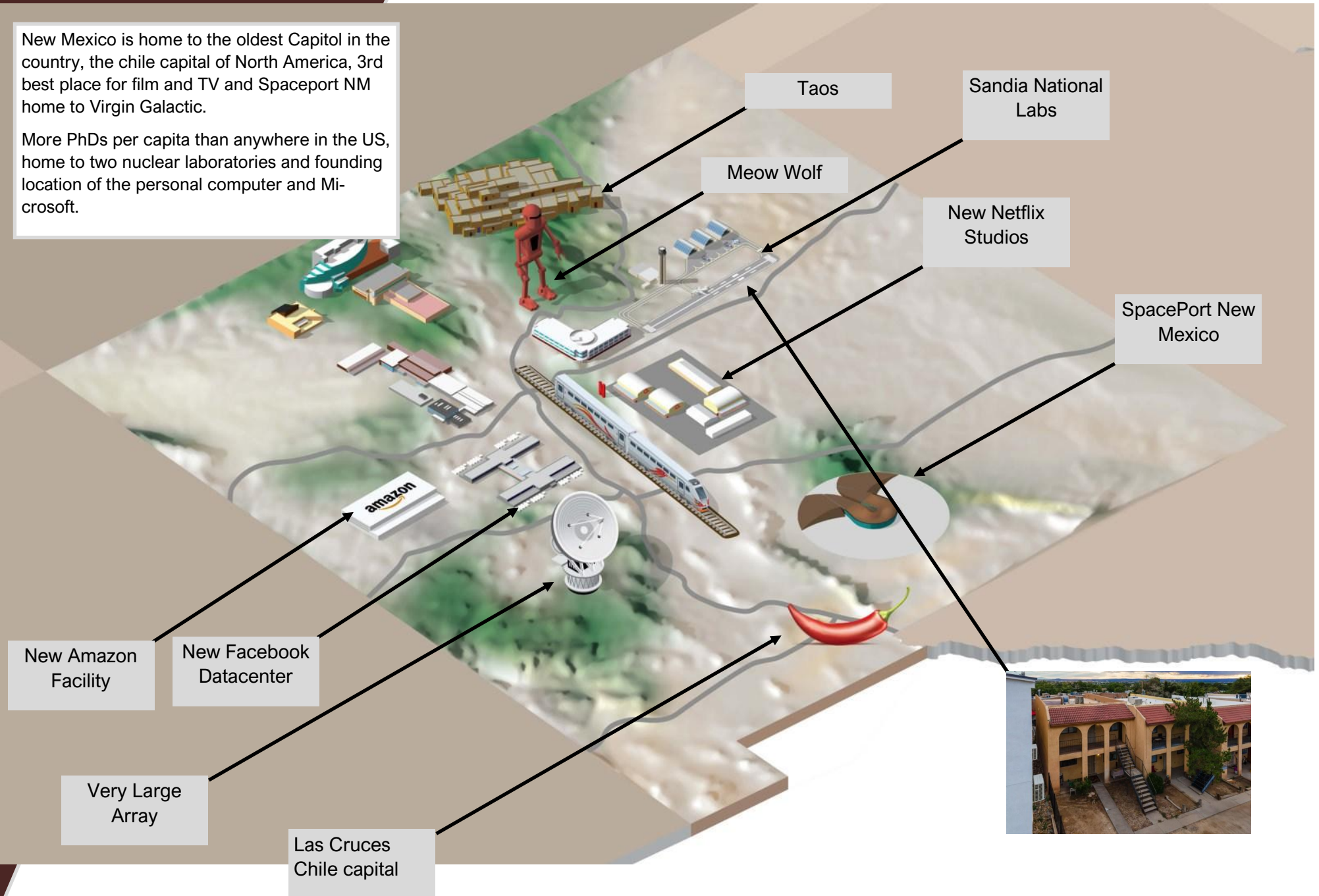
In addition to medicine, top-paying jobs are found in general internal medicine, engineering management and psychiatry.

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.

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 19,464 units totaling \$913.4M in over 1,001 transactions. I also teach investment sales analysis for the CCIM institute (28 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-2567708

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, or disturb tenants.

To register for access to confidential documents go to:

www.nmapartment.com/copper12708ne

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. 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.

NMREC License #13711

505-440-TODD

tclarke@nmapartment.com

www.nmapartment.com

