

INVESTMENT SUMMARY



16 single family residences located in
Cypress Gardens | Los Lunas, NM
& Eastland Hills



Albuquerque in the news:

Located just 27 miles south of Albuquerque, Los Lunas is one of New Mexico's fastest growing communities.

Albuquerque is steadily pulling itself out of the economic downturn with increasing employment in most sectors, with a particular focus on the innovation square concept at Broadway and Central (where Microsoft has just announced a new facility).

Ideally situated between Los Angeles and Dallas, Phoenix and Denver, and known for its quality of living, Albuquerque is increasing its walkable/bikeable and mass transit infrastructure to continue to recruit future employment.

☑ **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

☑ **On 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

☑ **Top 25 best places to Retire**

CNNMoney.com

☑ **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

Forbes

Best Places for Business
#1
ALBUQUERQUE,
NEW MEXICO

Forbes

#1 place where
home prices are
likely to rise

filmnewmexico

Hundreds of films have been filmed in NM, and over a dozen TV shows and movies are in the works in 2014

☑ **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**

☑ **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

☑ **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**

☑ **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,**

☑ **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**



Location Aerial

This portfolio of properties is 100% rented and located on the east and west side of the Village of Los Lunas. Seven of the residences are located in the Eastland Hills subdivision (near I-25) and nine of the residences are located in the Cypress Gardens subdivision (closer to the “Y”). The two subdivisions are about 8 miles apart.



7

7.9 miles

9

SFR Housing
Los Lunas, NM

Los Lunas - Area Demographics



Tapestry Segmentation Area Profile (2014)

Los Lunas Village, NM
 Los Lunas village, NM (3543370)
 Place

Top Twenty Tapestry Segments

Rank	Tapestry Segment	2014 Households		2014 U.S. Households		Index
		Percent	Cumulative Percent	Percent	Cumulative Percent	
1	Parks and Rec (5C)	31.3%	31.3%	2.0%	2.0%	1548
2	Down the Road (10D)	22.3%	53.6%	1.1%	3.1%	1,962
3	Middleburg (4C)	14.8%	68.4%	2.8%	5.9%	527
4	The Great Outdoors (6C)	13.3%	81.7%	1.6%	7.5%	854
5	Soccer Moms (4A)	11.9%	93.6%	2.8%	10.3%	423
	Subtotal	93.6%		10.3%		
6	American Dreamers (7C)	5.9%	99.5%	1.5%	11.8%	402
7	Southern Satellites (10A)	0.5%	100.0%	3.2%	15.0%	17
8	Unclassified (15)	0.0%	100.0%	0.0%	15.0%	1,262

Population Summary

2000 Total Population	10,274
2010 Total Population	14,835
2014 Total Population	15,749

Household Summary

2000 Households	3,603
2000 Average Household Size	2.77
2010 Households	5,463
2010 Average Household Size	2.69
2014 Households	5,823
2014 Average Household Size	2.68

Housing Unit Summary

2010 Housing Units	5,916
Owner Occupied Housing Units	70.3%
Renter Occupied Housing Units	22.0%
Vacant Housing Units	7.7%

Median Household Income

2014	\$45,962
2019	\$52,362

Median Home Value

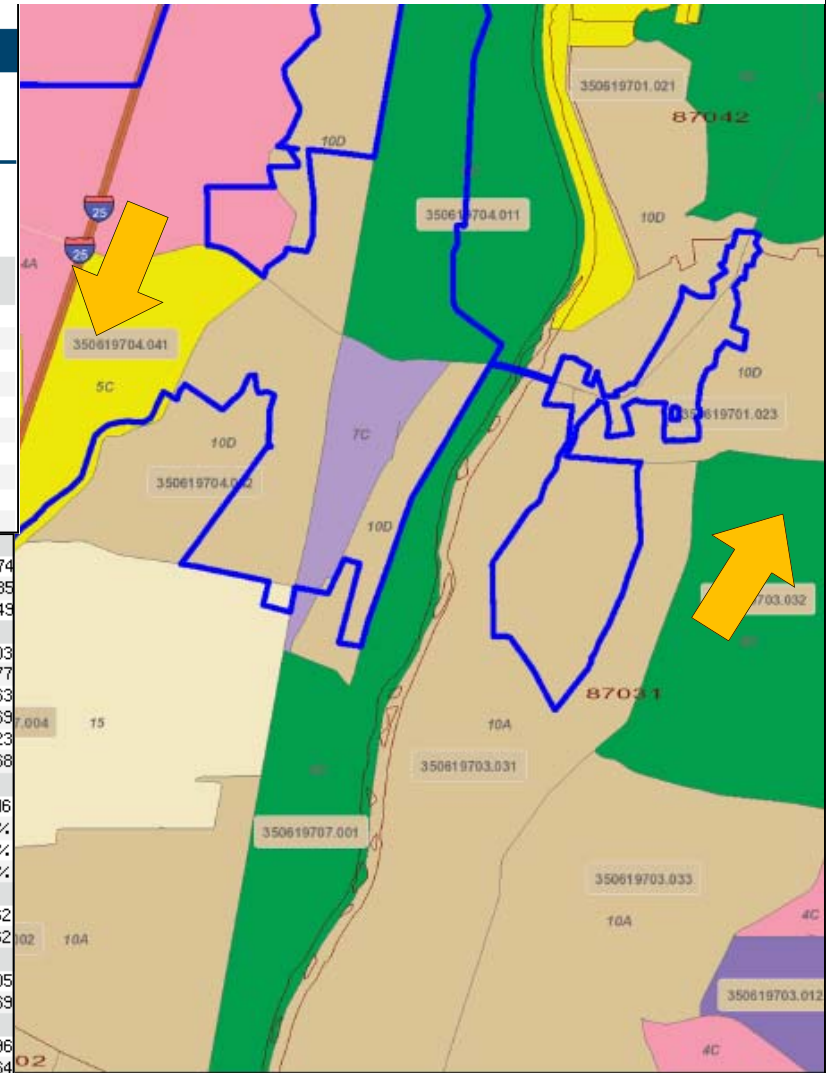
2014	\$166,205
2019	\$215,569

Per Capita Income

2014	\$22,196
2019	\$24,864

Median Age

2010	34.7
2014	35.7
2019	36.4



- L1: Affluent Estates
- L2: Upscale Avenues
- L3: Uptown Individuals
- L4: Family Landscapes
- L5: GenXurban
- L6: Cozy Country
- L7: Ethnic Enclaves
- L8: Middle Ground
- L9: Senior Styles
- L10: Rustic Outposts
- L11: Midtown Singles
- L12: Hometown
- L13: Next Wave
- L14: Scholars and Patriots



SFR Housing

Los Lunas, NM

Properties

The portfolio consists of 16 single family residential homes that were built in the mid to late 1990's and that are concentrated into two subdivisions in Los Lunas NM.

Add#	Street	Lot	Block	Unit	Subdivision	Est. Bldg sf	Lot Size	YOC	Monthly Rent	\$/sf
5	Alamosa	297			Cypress Gardens	1,315	1.00		\$900	\$0.68
7	Alamosa	298			Cypress Gardens	1,315	1.00		\$900	\$0.68
8	Alamosa	331			Cypress Gardens	1,315	1.00		\$925	\$0.70
18	Alamosa				Cypress Gardens	1,200	0.33		\$950	\$0.79
35	Alamosa	314			Cypress Gardens	1,200	0.11		\$900	\$0.75
39	Alamosa	316			Cypress Gardens	1,200	1.00		\$925	\$0.77
41	Alamosa	317			Cypress Gardens	1,200	1.00		\$900	\$0.75
22	Alamosa	321			Cypress Gardens	1,175	1.00		\$875	\$0.74
1285	Camino Del Rey	8	5	2	Eastland Hills	1,188	0.11	1998	\$950	\$0.80
1985	Panorama	21	5	2	Eastland Hills	1,200	0.12	1997	\$875	\$0.73
1995	Panorama	20	5	2	Eastland Hills	1,218	0.13	1997	\$925	\$0.76
2005	Panorama	18	5	2	Eastland Hills	1,218	0.11	1997	\$925	\$0.76
2015	Panorama	17	5	2	Eastland Hills	1,218	0.12		\$925	\$0.76
2025	Panorama	16	5	2	Eastland Hills	1,218	0.11	1997	\$850	\$0.70
16	Parador	234A			Eastland Hills	1,200	0.19		\$975	\$0.81
6	Paraiso	292			Cypress Gardens	1,200	1.00		\$900	\$0.75

16 total residences

8.33

These 16, three bedroom, 2 bathroom, 2 garage, residences are owned by a variety of related family entities. Although there is a strong preference to sell as one large portfolio, the seller can split the portfolio up by subdivision. Please note that the Cypress Gardens homes are on

larger lots, are included in an HOA and have septic tank system. The properties are pet friendly with lots of tile or hardwood floors, and they are one of the few rentals in the area that caters to pets. Currently, the manager does not charge for an extra pet deposit or pet rent.

The current manager has a long history with the portfolio and is an asset in place that would like to continue managing the properties for the new owner.

Area: 7 homes in Cypress Gardens
9 homes Eastland Hills

of units: 16 total

Avg. Unit Size 1,224

Year of Construction Most in 1997-1998

Ask Price: \$1,584,000
\$99,000/unit
\$80.90/sf

EOY 2014 Proforma

Avg. Rent \$914 \$1,016
\$0.75/sf \$0.83/sf

CAP Rate 7.2% 13.0%

Cash on Cash 11.1% 31.5%

Size (sf) 18,150 +/- Net Rentable

Total Land Size: 8.33 +/- Acres

UPC: Multiple

SFR Housing

Los Lunas, NM

Portfolio

Photographs

5 Alamosa



7 Alamosa



8 Alamosa



18 Alamosa



Entrance to Cypress Gardens



39 Alamosa



41 Alamosa



22 Alamosa



1285 Camino Del Rey



1985 Panorama



2015 Panorama



2025 Panorama



16 Parador



6 Paraiso



NM Apartment Advisors Financial Overview for:

Naumburg Family Single Family House - portfolio - located in Los Lunas NM

Prepared by: Todd Clarke CCIM 3/17/2015

Unit/Rent Summary				E		C		A			
#	Type	Add	Approx Size	Actual Rent	Street Rate as of 3/2015	Market Rent	Actual Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential	Total sf
1	3/2+2 Garage	5 Alamosa	1,315	\$900	\$975	\$ 995	\$ 0.68	\$ 901	\$ 975	\$ 995	1,315
1	3/2+2 Garage	7 Alamosa	1,315	\$900	\$975	\$ 995	\$ 0.68	\$ 901	\$ 975	\$ 995	1,315
1	3/2+2 Garage	8 Alamosa	1,315	\$925	\$975	\$ 995	\$ 0.70	\$ 926	\$ 975	\$ 995	1,315
1	3/2+2 Garage	18 Alamosa	1,200	\$950	\$975	\$ 995	\$ 0.79	\$ 951	\$ 975	\$ 995	1,200
1	3/2+2 Garage	35 Alamosa	1,200	\$900	\$975	\$ 995	\$ 0.75	\$ 901	\$ 975	\$ 995	1,200
1	3/2+2 Garage	39 Alamosa	1,200	\$925	\$975	\$ 995	\$ 0.77	\$ 926	\$ 975	\$ 995	1,200
1	3/2+2 Garage	41 Alamosa	1,200	\$900	\$975	\$ 995	\$ 0.75	\$ 901	\$ 975	\$ 995	1,200
1	3/2+2 Garage	22 Alamosa	1,175	\$875	\$975	\$ 995	\$ 0.74	\$ 876	\$ 975	\$ 995	1,175
1	3/2+2 Garage	1285 Camino Del Rey	1,188	\$950	\$975	\$ 1,050	\$ 0.80	\$ 951	\$ 975	\$ 1,050	1,188
1	3/2+2 Garage	1985 Panorama	1,200	\$875	\$975	\$ 1,050	\$ 0.73	\$ 876	\$ 975	\$ 1,050	1,200
1	3/2+2 Garage	1995 Panorama	1,218	\$925	\$975	\$ 1,050	\$ 0.76	\$ 926	\$ 975	\$ 1,050	1,218
1	3/2+2 Garage	2005 Panorama	1,218	\$925	\$975	\$ 1,050	\$ 0.76	\$ 926	\$ 975	\$ 1,050	1,218
1	3/2+2 Garage	2015 Panorama	1,218	\$925	\$975	\$ 1,050	\$ 0.76	\$ 926	\$ 975	\$ 1,050	1,218
1	3/2+2 Garage	2025 Panorama	1,218	\$850	\$975	\$ 1,050	\$ 0.70	\$ 851	\$ 975	\$ 1,050	1,218
1	3/2+2 Garage	16 Parador	1,200	\$975	\$975	\$ 995	\$ 0.81	\$ 976	\$ 975	\$ 995	1,200
1	3/2+2 Garage	6 Paraiso	1,200	\$900	\$975	\$ 995	\$ 0.75	\$ 901	\$ 975	\$ 995	1,200
16	total units			Avg. Unit Size=	1,224 sf	Total=	\$ 0.75	\$ 14,616	\$ 15,600	\$ 16,250	19,580
		7 floorplans		Avg Actual Rent=	\$ 914	Annualized =		\$ 175,392	\$ 187,200	\$ 195,000	

Benchmarks

Offering Price	\$1,584,000		
\$/unit	\$99,000		
\$/sf	\$80.90	Actual	Proforma
GRM		9.26	3.63
CAP Before Reserves		7.4%	13.8%
CAP After Reserves		7.2%	13.0%
Cash on Cash		11.1%	31.5%
DCR=		1.90	2.54



Income

1	A.	Total Potential Market Income	\$ 195,000	
2	B.	Less: loss to market lease	\$ 7,800	4%
3	C.	Total Potential Income (Street)	\$ 187,200	
4	D.	Less: Loss to lease	\$ 11,808	6%
5	E.	Total Income	\$ 175,392	
6	F.	Less: vacancy 2.5%	\$ 4,385	
7	G.	Effective Rental Income	\$ 171,007	does not collect pet rent
8	H.	Plus: Other Income	\$ 10	lafe fee for 2014
9	I.	Gross Operating Income	\$ 171,017	2014 was \$169,296

Expenses (Annual)	EOY 2014			Based on:			Proforma 2015			Based on: Forthcoming yr.		
		\$/unit	%					\$/unit	%			
20 Real Estate Taxes	\$15,268	\$954	9%	2013 amount based on 2013 NOV	\$15,726	\$983	9%	Potential 2015 = 2014 + 6%				
21 Personal Property Taxes				\$ 1,512,000 total assessment								
22 Property Insurance	\$4,800	\$300	3%	(assessment reduced from 2014)	\$4,944	\$309	3%	Potential 2015 = 2014 + 3%				
23 Property Management:												
24 Off Site Management	\$17,102	\$1,069	10%	Current manager charges 10% of gross	\$18,720	\$1,170	11%	10% of Line Tot. Potential				
25 Payroll-Onsite Personnel				2014 was \$12,790								
28 Repairs and Maintenance	\$13,681	\$855	8%	EOY 2014 Actual was \$38,885	\$14,092	\$881	8%	Potential 2015 = 2014 + 3%				
29 Utilities:	\$889	\$56	1%	EOY 2014 Actual	\$916	\$57	1%	Potential 2015 = 2014 + 3%				
36 Accounting and Legal	\$154	\$10	0%	EOY 2014 Actual	\$158	\$10	0%	Potential 2015 = 2014 + 3%				
37 Advertising/Licenses/ Commissions	\$147	\$9	0%	EOY 2014 Actual	\$151	\$9	0%	Potential 2015 = 2014 + 3%				
38 Admin/Supplies	\$0			EOY 2014 Actual	\$0							
39 Miscellaneous	\$123	\$8	0%	EOY 2014 Actual	\$126	\$8	0%	Potential 2015 = 2014 + 3%				
40 HOA fees	\$1,080	\$68	1%	HOA in Cypress Gardens								
48 Reserve for replacement	\$3,600	\$225	2%	Required by most lenders	\$3,600	\$225	2%	Resident Responsible new lender will require				
49 Total Operating Expenses	\$56,843	\$3,553	33%		\$58,433	\$3,652	34%					
50 Net Operating Income	\$114,174	\$7,136			\$124,087			Potential Market less 5% vacancy + other income				
Less: Annual Debt Service	\$70,131	\$ 1,188,000	75%		\$70,131	\$ 1,188,000	75%					
Cash Flow Before Taxes	\$44,043				\$53,956							

Additional Information

Register online for additional documentation and property tour

www.nmapartment.com/LL

Marketing Advisors

The owner and property are represented by Todd Clarke CCIM of NM Apartment Advisors Inc. NMAA has over a quarter century of experience of marketing apartments in the New Mexico area.

SFR Housing

Los Lunas, NM

Portfolio

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