

MESQUITE VILLAGE

412 SOUTH AVENUE F | TEXICO, NM



OFFERING MEMORANDUM
CAPITAL MARKETS | INVESTMENT PROPERTIES

CBRE

TABLE OF CONTENTS

3	EXECUTIVE SUMMARY
10	FINANCIAL ANALYSIS

EXECUTIVE SUMMARY

MESQUITE VILLAGE

412 SOUTH AVENUE F
TEXICO, NM 88135

Price: \$2,474,034

Price per unit: \$123,702

Price per square foot: \$107

LIHTC - Family

Units: 20

Rentable square feet: 23,102

Year built: 2002

Year 0 cap rate: XX.XX%

10-year leveraged IRR: XX.XX%

10-year average cash-on-cash: XX.XX%

Initial TCCP ended: 2016

Final year of LIHTC restrictions: 2046

Qualified Contract eligible

**PROPERTY FEATURES**

- A mix of three- and four-bedroom units featuring a patio, dishwasher, garbage disposal, in-unit washer and dryer connections, air conditioning, and additional storage
- Community amenities include a playground, basketball court, clubhouse, and on-site laundry facility

DESIRABLE LOCATION

- Only 15 minutes from downtown Clovis, the commercial hub of eastern New Mexico and western Texas
- Just 17 miles east of Cannon Air Force Base, which employs around 5,800 military and civilian personnel
- Within 20 minutes from Plains Regional Medical Center, a 106-bed hospital that employs more than 600 people
- Under six miles south of Clovis Municipal Airport, which offers daily flights to Denver via Denver Air Connection
- Less than 16 minutes from North Plains Mall, which houses over 50 retailers including JCPenney, Stage, Maurices, and Bath & Body Works



AFFORDABLE RESTRICTIONS

Mesquite Village currently operates under the Section 42 Low Income Housing Tax Credit (LIHTC) program, and has the following restrictions. Buyer must agree to maintain the affordable restrictions through the extended use period, including operating the property in compliance with state and federal regulatory agreements.

INITIAL TCCP ENDED: 2016

FINAL YEAR OF RESTRICTIONS: 2046

- LIHTC LURA: Restricts 16 units at 40% AMI and the remaining units at 50% AMI
- HOME LURA: Restricts (3) three-bedroom units and (2) two-bedroom units to the lesser of fair market rents for comparable units in the area as established by HUD, 30% of adjusted income of a family whose income equals 65% AMI, or 50% AMI with the tenant portion of rents not to exceed 30% of the families adjusted income
- 40% of units are occupied by residents utilizing Section 8 vouchers

CURRY COUNTY, NM
(CURRY COUNTY, NM)

2020 4-PERSON AMI: \$51,700

2020 INCOME LIMITS	40% AMI	50% AMI
1 person	\$ 17,440	\$ 21,800
2 people	\$ 19,920	\$ 24,900
3 people	\$ 22,440	\$ 28,050
4 people	\$ 24,920	\$ 31,150
5 people	\$ 26,920	\$ 33,650
6 people	\$ 28,920	\$ 36,150

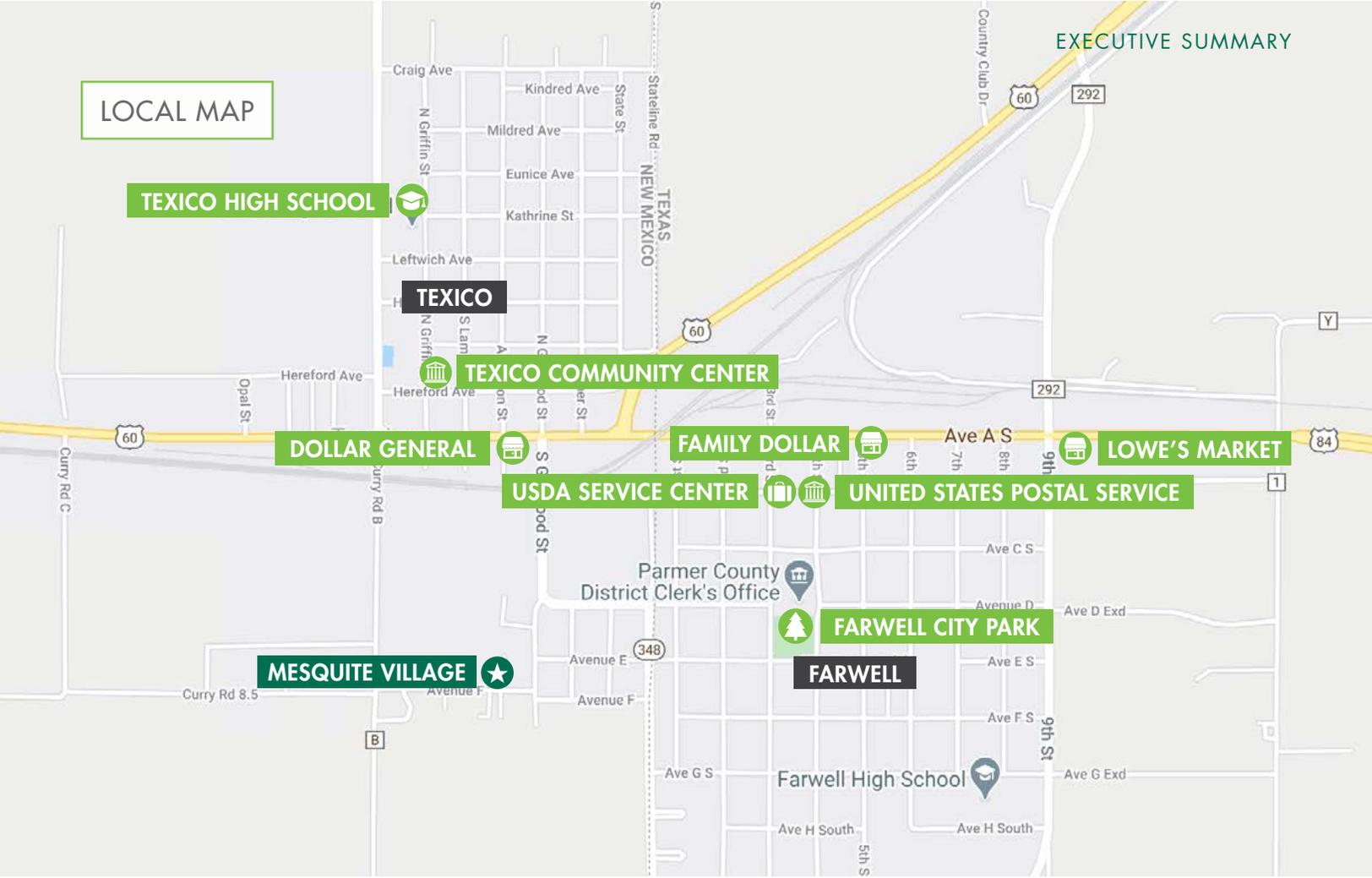


AERIAL MAP

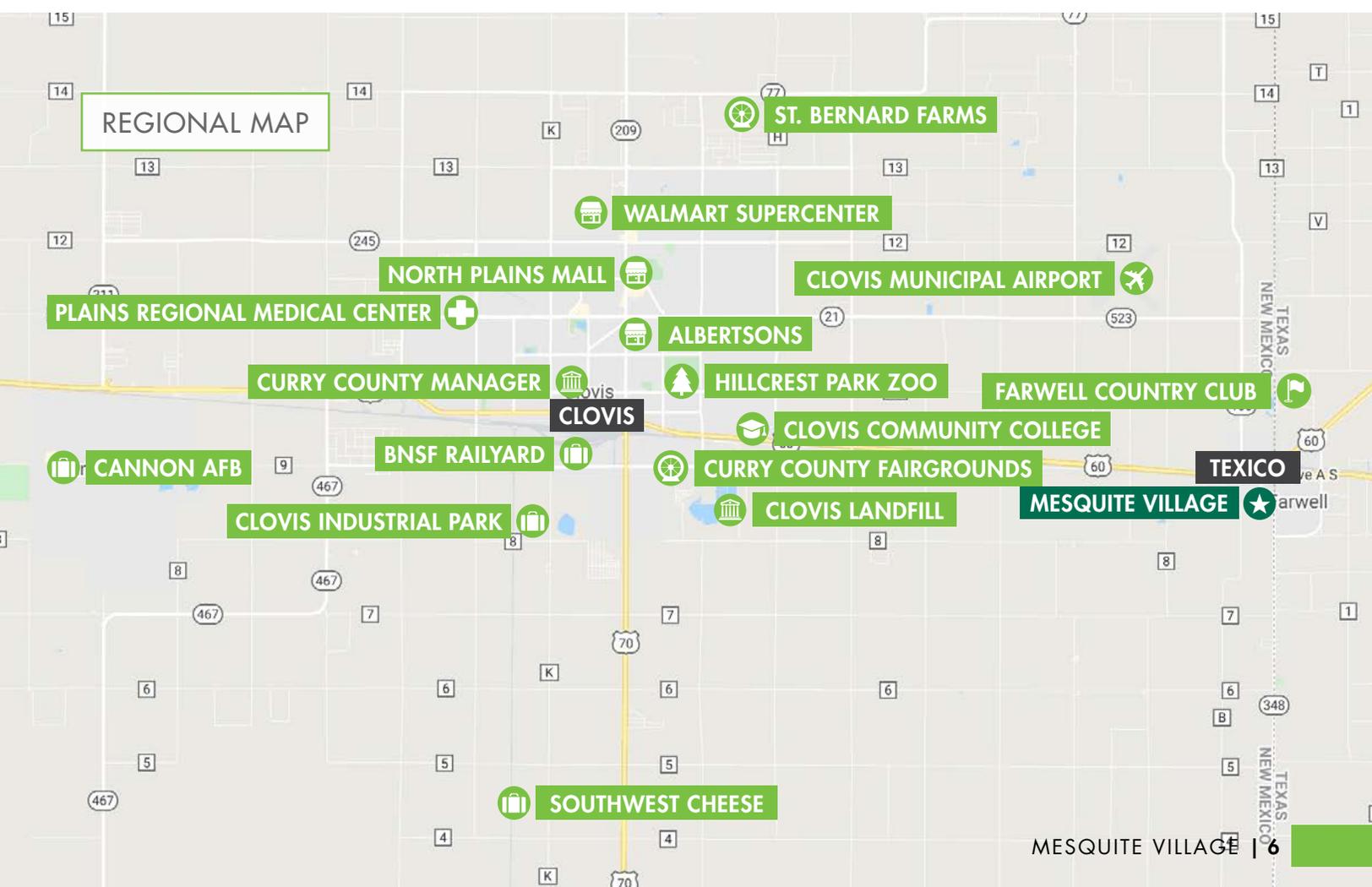
PROPERTY DETAILS

YEAR BUILT	2002	RENTAL WASHERS/DRYERS	
YEAR RENOVATED	XXXX	WATER	
NUMBER OF BUILDINGS	XX (X residential X clubhouse)	ELECTRIC	
NUMBER OF UNITS	20	GAS	
NUMBER OF STORIES	X	TELEPHONE	
PARCEL NUMBER	1220009237295 and 1220009227281	FOUNDATION	
ZONING		FRAMING	
LOT SIZE	0.83 + 1.13 acres	EXTERIOR	
DENSITY	XX units/acre	PARKING SURFACE	
PARKING SPACES	XX (X covered X uncovered)	ROOF	
PARKING RATIO	X spaces/unit	AGE OF ROOF	
LANDSCAPING		PLUMBING	
TOPOGRAPHY		HVAC	
IN-UNIT WASHER/DRYER		WIRING	
WASHER/DRYER CONNECTIONS		FIRE PROTECTION	

LOCAL MAP



REGIONAL MAP





UNIT AMENITIES

Patio

Dishwasher

Garbage disposal

In-unit washer and dryer connections

Air conditioning

Additional storage





COMMUNITY AMENITIES

Playground

Basketball court

Clubhouse

On-site laundry facility



CURRY COUNTY, NEW MEXICO

TEXICO

Mesquite Village is located in Texico, a small city on the border of New Mexico and Texas. Right across the border is its twin city, Farwell, Texas. Texico spans 0.8 square miles of land and houses a population of nearly 1,200 people. In the late 19th century, the city was part of the XIT Ranch, a massive cattle ranch along the Texas border. Pioneers settled around the city due to the railway that ran through it.

Texico has a relatively young population, with a low median age of 29.6 and people aged 18 and under comprising the largest segment of the population (33%). It is a family-friendly community, thanks to its low crime rate and highly-rated public schools. The city lies in Curry County, just 10 miles east of the county seat and regional hub, Clovis.

NEIGHBORHOOD HIGHLIGHTS

- Only a five-minute drive from the public school campus, which houses Texico's highly-rated elementary, middle, and high schools
- Under a mile south of US-60 W/US-70 W/US-84 W, the main retail thoroughfare featuring stores such as Dollar General, Family Dollar, and Lowe's Market
- Within four minutes from Texico City Hall, Texico Senior Center, and Texico Community Center, which provide amenities including a playground, picnic pavilions, and a basketball court
- Just two miles from Farwell Country Club, a well-maintained nine-hole golf course that is open year round

DOWNTOWN CLOVIS



ECONOMY

The region's economy is primarily agricultural, with the surrounding land filled with farms, ranches, and dairies. There are over 640 farms in Curry County, which cumulatively generate \$480 million in sales each year, the highest in the state (USDA Agriculture Census, 2017). Top crops grown in Curry County include cotton, wheat, corn, and sorghum. The region is ideal for farming, thanks to its temperate climate, fertile soil, and abundant rainfall.

There are approximately 60 dairies within a 25-mile radius of Clovis, and Curry County is the second-largest milk producer in New Mexico. The region's dairy farms produce 238 million gallons of milk a year, generating an annual economic impact of \$2.6 billion in Curry County. Meanwhile, the region's beef cattle ranches contribute \$155 million annually to the county.

CLOVIS MUNICIPAL AIRPORT

Clovis Municipal Airport (CVN) is located just 10 minutes from Mesquite Village. The city-owned airport is primarily used for general aviation, but also offers daily commercial service via Denver Air Connection to Denver International Airport, subsidized by the U.S. Department of Transportation's Essential Air Service program.

SCHOOLS

- » TEXICO MUNICIPAL SCHOOLS (1.0 MILE)
TEXICO ELEMENTARY, TEXICO MIDDLE SCHOOL, TEXICO HIGH SCHOOL
- » CLOVIS COMMUNITY COLLEGE (7.8 MILES)

NEIGHBORHOOD AMENITIES

- » TEXICO COMMUNITY CENTER (0.8 MILE)
- » UNITED STATES POSTAL SERVICE (0.9 MILE)
- » CLOVIS LANDFILL (7.8 MILES)
- » NORMAN & VI PETTY ROCK & ROLL MUSEUM (9.5 MILES)
- » LYCEUM THEATRE (9.7 MILES)
- » CLOVIS-CARVER PUBLIC LIBRARY (9.8 MILES)
- » CURRY COUNTY MANAGER (10.0 MILES)
- » PLAINS REGIONAL MEDICAL CENTER (12.5 MILES)

PARKS AND RECREATION

- » FARWELL CITY PARK (0.6 MILE)
- » FARWELL COUNTRY CLUB (2.0 MILES)
- » CURRY COUNTY FAIRGROUNDS (8.5 MILES)
- » HILLCREST PARK ZOO (9.2 MILES)
- » GREENE ACRES PARK (11.0 MILES)
- » CLOVIS ROCK GYM (11.4 MILES)
- » ST. BERNARD FARMS (12.6 MILES)
- » CLOVIS FUN CENTER (13.3 MILES)

RETAIL AND RESTAURANTS

- » REBECCA'S (0.7 MILE)
- » DOLLAR GENERAL (0.9 MILE)
- » SUBWAY (0.9 MILE)
- » LA BONITA GROCERY STORE (1.2 MILES)
- » FARWELL HARDWARE (1.3 MILES)
- » FAMILY DOLLAR (1.4 MILES)
- » GODFATHER'S PIZZA (1.6 MILES)
- » LOWE'S MARKET (2.0 MILES)
- » THE BBQ SHOP (2.0 MILES)
- » WALMART SUPERCENTER (12.3 MILES)
- » PRINCE STREET SHOPPING CENTER (10.7 MILES)
ALBERTSONS, HOBBY LOBBY, IHOP, DOLLAR GENERAL,
GOODWILL, HARBOR FREIGHT TOOLS, DOMINO'S PIZZA
- » NORTH PLAINS MALL (11.3 MILES)
JCPENNEY, STAGE, BATH & BODY WORKS, THE CHILDREN'S PLACE,
BUCKLE, MAURICES, HIBBETT SPORTS, JOURNEYS, RUE21, ZALES, GNC
- » LOWE'S HOME IMPROVEMENT (11.7 MILES)
- » BIG 5 SPORTING GOODS (11.9 MILES)

TRANSPORTATION

- » US-60 W/US-70 W/US-84 W (0.6 MILE)
- » CLOVIS MUNICIPAL AIRPORT (5.9 MILES)
- » CLOVIS GREYHOUND STATION (10.9 MILES)

FINANCIAL ANALYSIS

PROPERTY INFORMATION

Mesquite Village
412 South Avenue F
Texico, NM 88135
Curry County

Year Built 2002
 Number of Units 20
 Property Type LIHTC - Family
 Projected Closing Date April 1, 2021
 Hold Period 10 Years

Management Kay-Kay Realty
 Placed In Service November 27, 2002
 End of TCCP December 31, 2016
 Final Year of LIHTC Restrictions 2046 (Ext Use: 30 Yrs)
 Qualified Contract Eligible Yes
 Right of First Refusal No
 Opportunity Zone Yes

Purchase Price	\$2,474,034
Per Unit	\$123,702
Per SF	\$107
Total Acquisition Costs	\$2,529,034
Cost Per Unit	\$126,452
Cost Per SF	\$109
Exit Cap Rate	7.50%
Exit Cost of Sale	6.00%

Total Debt \$0
 Aggregate LTV 0.0%
 Aggregate LTC 0.0%
 Equity \$2,529,034

SOURCES AND USES

Uses of Funds	Total \$	Per Unit \$
Purchase Price	\$2,474,034	\$123,702
Due Diligence and Closing	\$35,000	\$1,750
Capital Improvements	\$20,000	\$1,000
Financing Costs	\$0	\$0
Total Uses of Funds	\$2,529,034	\$126,452

Sources of Funds	Total \$	Total %
First Mortgage	\$0	0.0%
Total Debt	\$0	0.0%
Total Equity	\$2,529,034	100.0%
Total Sources of Funds	\$2,529,034	100.0%

FINANCING ASSUMPTIONS

Notes

Analysis assumes an all-cash purchase.

UNIT MIX

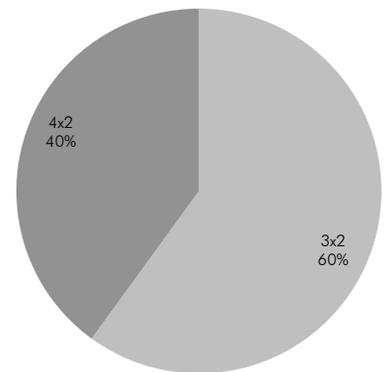
Unit Type	AMI %	# of Units	SF	Current Asking Rent	Year 1 Rent Growth	Year 1 Rents	2020 Max Allowable Rent	Utility Allowance	Net Max Rent
3x2	40	2	1,013	485	11	496	578	93	485
3x2	40	8	1,122	485	11	496	578	93	485
3x2	50	2	1,122	630	14	644	723	93	630
4x2	40	6	1,232	540	12	552	645	105	540
4x2	50	2	1,232	701	16	717	806	105	701
Total		20	23,102	\$10,752	\$242	\$10,994	\$12,708	\$1,956	\$10,752
Average			1,155	\$538	\$12	\$550	\$635	\$98	\$538

Notes

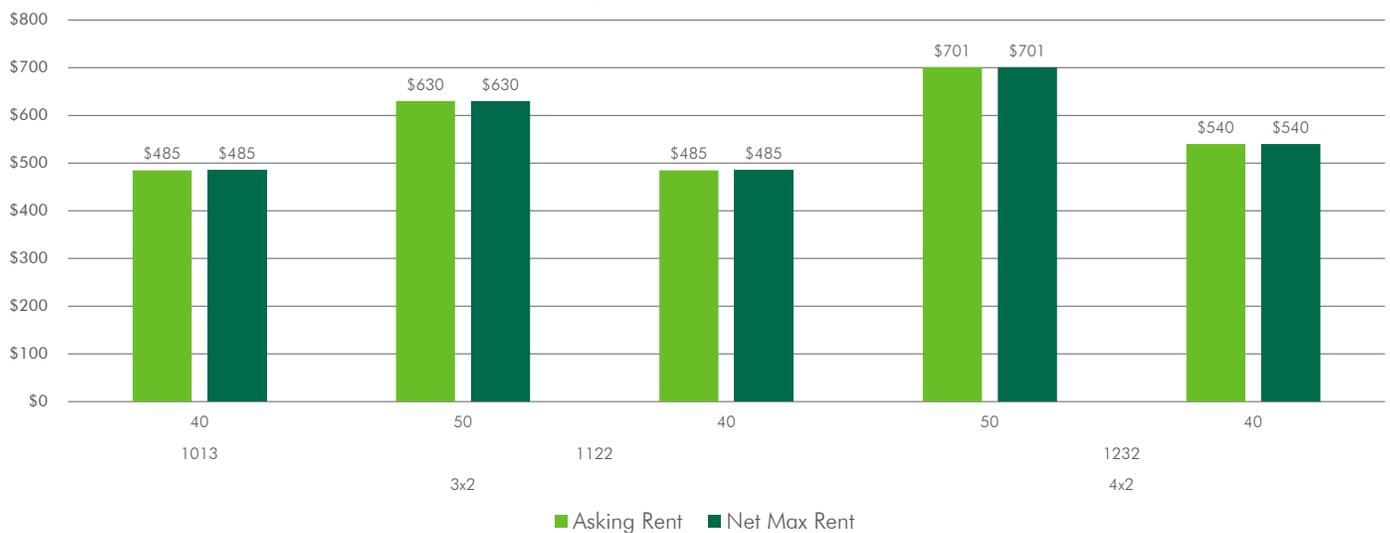
- 40% of the units are occupied by residents utilizing Section 8 vouchers
- Current asking rents reflect the November 11, 2020 rent roll
- Current asking rents are at net max rents

Affordability Restrictions

- LIHTC LURA: Restricts 16 units at 40% AMI and the remaining units at 50% AMI. Final year of restrictions is 2046. Property is qualified contract eligible. A three-year decontrol period applies upon a successful qualified contract execution
- HOME LURA: Restricts (3) three-bedroom units and (2) two-bedroom units to the lesser of fair market rents for comparable units in the area as established by HUD, 30% of adjusted income of a family whose income equals 65% AMI, or 50% AMI with the tenant portion of rents not to exceed 30% of the families adjusted income. Final date of restrictions is the earlier of full repayment of the outstanding balance of the loan or November 27, 2047



Asking Rents vs. Net Max Rents



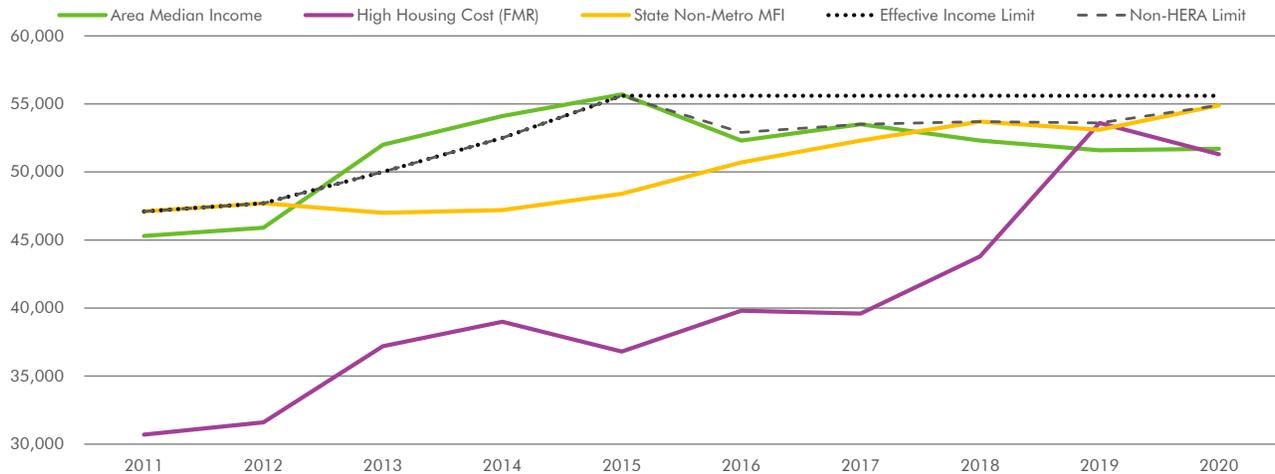
OPERATING HISTORY AND PRO FORMA

	2019		November 2020 Trailing 12		Year 0		Year 1		
		Per Unit		Per Unit		Per Unit		Per Unit	
Income									
Market Rent		132,636	6,632	129,024	6,451	129,024	6,451	131,927	6,596
Gain-to-Lease	0.00%	0	0	(6,886)	(344)	(13,056)	(653)	(13,350)	(667)
Gross Potential Rent		\$132,636	6,632	\$135,910	6,796	\$142,080	7,104	\$145,277	7,264
Vacancy (-)	15.13%	20,070		8,365		14,208		14,528	
Bad Debt (-)	0.00%	0		0		710		726	
Concessions (-)	0.00%	0		0		0		0	
Total Economic Loss	15.13%	\$20,070	1,004	\$8,365	418	\$14,918	746	\$15,254	763
Net Rental Income		\$112,566	5,628	\$127,545	6,377	\$127,162	6,358	\$130,023	6,501
Bad Debt Recovery	0.00%	0		500		178		182	
Damages/Cleaning/Forf. Dep.		0		1,107		1,107		1,135	
Termin./MTM/Late/NSF		884		1,889		1,889		1,936	
Utility Reimbursements		499		861		861		883	
Misc. Income (App, Pet, Other)		(975)		(2,272)		0		0	
Total Other Income		\$408	20	\$2,085	104	\$4,035	202	\$4,135	207
Effective Gross Income		\$112,974	5,649	\$129,630	6,482	\$131,196	6,560	\$134,158	6,708
Operating Expenses									
Real Estate and Other Taxes									
Real Estate Taxes		3,770		3,774		3,774		3,868	
Personal Property/Other		0		60		60		62	
Total Real Estate Taxes		\$3,770	189	\$3,834	192	\$3,834	192	\$3,930	196
Insurance									
Property		9,290		10,116		10,116		10,369	
Total Insurance		\$9,290	465	\$10,116	506	\$10,116	506	\$10,369	518
Utilities									
Electricity		3,322		3,716		3,716		3,809	
Gas		2,435		1,693		1,693		1,735	
Water		8,017		7,096		7,096		7,273	
Sewer		4,207		3,610		3,610		3,700	
Garbage Collection		2,943		2,678		2,678		2,745	
Total Utilities		\$20,924	1,046	\$18,793	940	\$18,793	940	\$19,263	963
Total Fixed Expenses		\$33,984	1,699	\$32,743	1,637	\$32,743	1,637	\$33,562	1,678
Contract Services									
Landscaping		2,321		701		701		719	
Pest Control		286		597		597		612	
Fire and Safety Systems		0		1,183		1,183		1,213	
Total Contract Services		\$2,607	130	\$2,481	124	\$2,481	124	\$2,543	127
Repairs and Maintenance									
General Repairs and Maintenance		13,382		20,016		7,000		7,175	
HVAC and Plumbing		6,480		16,026		6,000		6,150	
Turnover		1,699		97		97		99	
Total Repairs and Maintenance		\$21,561	1,078	\$36,139	1,807	\$13,097	655	\$13,424	671
Marketing and Promotion									
Advertising		825		175		175		179	
Total Marketing and Promotion		\$825	41	\$175	9	\$175	9	\$179	9
Payroll									
Manager and Leasing		8,579		11,085		11,085		11,362	
Maintenance Staff		11,143		16,731		16,731		17,149	
Subtotal Payroll		\$19,722	986	\$27,816	1,391	\$27,816	1,391	\$28,511	1,426
Payroll Taxes and Benefits	27.63%	5,449		7,500		7,500		7,688	
Total Payroll		\$25,171	1,259	\$35,316	1,766	\$35,316	1,766	\$36,199	1,810
Management Fee	5.57%	6,293	315	6,570	329	6,560	328	6,708	335
Administrative Expenses									
Audit/Accounting Fees		12,450		3,850		0		0	
Legal and Professional Fees		377		85		85		87	
Supplies/Copier/Computer		503		181		181		186	
Phone/Internet/Answering Service		499		282		282		289	
Miscellaneous		3,508		2,801		2,801		2,871	
Total Administrative		\$17,337	867	\$7,199	360	\$3,349	167	\$3,433	172
Total Variable Expenses		\$73,794	3,690	\$87,880	4,394	\$60,978	3,049	\$62,486	3,124
LIHTC Monitoring Fee		625		575		575		575	
Replacement Reserves		6,000	300	6,000	300	6,000	300	6,000	300
Total Expenses		\$114,403	5,720	\$127,198	6,360	\$100,296	5,015	\$102,623	5,131
Net Operating Income		(\$1,429)	(71)	\$2,432	122	\$30,900	1,545	\$31,535	1,577
Expenses as a % of EGI		101.26%		98.12%		76.45%		76.49%	
Cap Rate (Price \$2,474,034)		-0.06%		0.10%		1.25%		1.27%	

INCOME AND EXPENSE NOTES

- (1) Market Rent Growth: Analysis assumes stabilized rent growth as shown.
- (2) Loss-to-Lease: Gain-to-lease reflects Section 8 voucher income above current net max asking rents. Analysis assumes Section 8 voucher income will continue at current levels.
- (3) Gross Potential Rent: Year 0 reflects November 2020 financials.
- (4) Vacancy: As of November 24, 2020, the property was 90% occupied.
- (5) Real Estate Taxes: Analysis assumes real estate taxes will grow at 2.5% for the entirety of the hold period.
- (6) Total Repairs and Maintenance: Reduction based on CBRE estimate of market underwriting.
- (7) Audit/Accounting Fees: Excludes the audit expense which will not be required after a sale.

HISTORICAL RENT AND INCOME LIMITS



Notes

- The property is located in the Curry County, NM Income Limit Area
- The historical Consumer Price Index data below reflects the Western United States and is obtained from the U.S. Bureau of Labor Statistics

	2012	2013	2014	2015	2016	2017	2018	2019	2020
--	------	------	------	------	------	------	------	------	------

Percent Below Effective Peak

Area Median Income							6.31%	7.75%	7.54%
High Housing Cost (FMR)							26.94%	3.73%	8.38%
State Non-Metro MFI							3.54%	4.71%	1.28%

4-Person 50% Income Limit

Non-HERA	23,850	25,000	26,250	27,800	26,450	26,750	26,850	26,800	27,450
% Growth		4.82%	5.00%	5.90%	-4.86%	1.13%	0.37%	-0.19%	2.43%
Effective Limit	23,850	25,000	26,250	27,800	27,800	27,800	27,800	27,800	27,800
% Growth		4.82%	5.00%	5.90%	0.00%	0.00%	0.00%	0.00%	0.00%

2-Bedroom Rent at 60% AMI

Non-HERA	645	675	709	751	715	723	726	724	742
% Growth		4.65%	5.04%	5.92%	-4.79%	1.12%	0.41%	-0.28%	2.49%
Effective Limit	645	675	709	751	751	751	751	751	751
% Growth		4.65%	5.04%	5.92%	0.00%	0.00%	0.00%	0.00%	0.00%

HISTORICAL AMI, NON-HERA RENT, CPI, AND FMR

Year	Area Median Income	Non-Hera (2BR @ 60%)	Consumer Price Index	2BR Fair Market Rent
2010	46,300	625	221	523
2011	45,300 -2.16%	636 1.76%	227 2.84%	527 0.76%
2012	45,900 1.32%	645 1.42%	232 2.15%	542 2.85%
2013	52,000 13.29%	675 4.65%	236 1.48%	639 17.90%
2014	54,100 4.04%	709 5.04%	240 1.86%	669 4.69%
2015	55,700 2.96%	751 5.92%	243 1.17%	631 -5.68%
2016	52,300 -6.10%	715 -4.79%	248 1.93%	682 8.08%
2017	53,500 2.29%	723 1.12%	255 2.84%	679 -0.44%
2018	52,300 -2.24%	726 0.41%	263 3.35%	752 10.75%
2019	51,600 -1.34%	724 -0.28%	270 2.69%	920 22.34%
2020	51,700 0.19%	742 2.49%	275 1.69%	880 -4.35%
3-Yr Avg	-1.13%	0.88%	2.58%	9.58%
5-Yr Avg	-1.44%	-0.21%	2.50%	7.28%
10-Yr Avg	1.23%	1.77%	2.20%	5.69%

GROWTH RATES AND OCCUPANCY ASSUMPTIONS

Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Year Ending	Mar-2022	Mar-2023	Mar-2024	Mar-2025	Mar-2026	Mar-2027	Mar-2028	Mar-2029	Mar-2030	Mar-2031
Income Growth										
Rental Income Growth	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%
Other Income Growth	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Economic Loss										
Vacancy (-) *	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Bad Debt (-) *	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Concessions (-) *	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total Economic Loss	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%
Expense Growth										
Real Estate and Other Taxes	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Insurance	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Utilities	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Contract Services	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Repairs and Maintenance	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Marketing and Promotion	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Payroll	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Management Fee **	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Administrative	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
LIHTC Monitoring Fee	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Replacement Reserves	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Notes: * Calculated as a percentage of Gross Potential Rent | ** Calculated as a percentage of Effective Gross Income

10-YEAR CASH FLOW

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Period Ending	Mar-2022	Mar-2023	Mar-2024	Mar-2025	Mar-2026	Mar-2027	Mar-2028	Mar-2029	Mar-2030	Mar-2031
Income										
Market Rents	131,927	134,895	137,931	141,034	144,207	147,452	150,770	154,162	157,631	161,177
Loss-to-Lease (%)	-10.12%	-10.12%	-10.12%	-10.12%	-10.12%	-10.12%	-10.12%	-10.12%	-10.12%	-10.12%
Loss-to-Lease (Gain)	(13,350)	(13,650)	(13,957)	(14,271)	(14,592)	(14,921)	(15,256)	(15,600)	(15,951)	(16,310)
Gross Potential Rent	\$145,277	\$148,546	\$151,888	\$155,305	\$158,800	\$162,373	\$166,026	\$169,762	\$173,581	\$177,487
Vacancy (-)	14,528	14,855	15,189	15,531	15,880	16,237	16,603	16,976	17,358	17,749
Bad Debt (-)	726	743	759	777	794	812	830	849	868	887
Concessions (-)	0	0	0	0	0	0	0	0	0	0
Total Economic Loss	\$15,254	\$15,597	\$15,948	\$16,307	\$16,674	\$17,049	\$17,433	\$17,825	\$18,226	\$18,636
% Economic Loss	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%	10.50%
Total Other Income	\$4,135	\$4,238	\$4,344	\$4,452	\$4,564	\$4,678	\$4,795	\$4,915	\$5,038	\$5,164
Effective Gross Income	\$134,158	\$137,186	\$140,283	\$143,451	\$146,689	\$150,001	\$153,388	\$156,851	\$160,393	\$164,014
% Change	2.26%	2.26%	2.26%	2.26%	2.26%	2.26%	2.26%	2.26%	2.26%	2.26%
Operating Expenses										
Real Estate and Other Taxes	3,930	4,028	4,129	4,232	4,338	4,446	4,557	4,671	4,788	4,908
Insurance	10,369	10,628	10,894	11,166	11,445	11,731	12,025	12,325	12,633	12,949
Utilities	19,263	19,744	20,238	20,744	21,263	21,794	22,339	22,897	23,470	24,057
Contract Services	2,543	2,607	2,672	2,739	2,807	2,877	2,949	3,023	3,098	3,176
Repairs and Maintenance	13,424	13,760	14,104	14,457	14,818	15,189	15,568	15,957	16,356	16,765
Marketing and Promotion	179	184	188	193	198	203	208	213	219	224
Payroll	36,199	37,104	38,031	38,982	39,957	40,956	41,980	43,029	44,105	45,207
Management Fee	6,708	6,859	7,014	7,173	7,334	7,500	7,669	7,843	8,020	8,201
Administrative	3,433	3,519	3,607	3,697	3,789	3,884	3,981	4,080	4,182	4,287
LIHTC Monitoring Fee	575	575	575	575	575	575	575	575	575	575
Replacement Reserves	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Total Expenses	\$102,623	\$105,008	\$107,452	\$109,957	\$112,524	\$115,155	\$117,851	\$120,615	\$123,447	\$126,349
Net Operating Income	\$31,535	\$32,178	\$32,831	\$33,494	\$34,165	\$34,846	\$35,537	\$36,237	\$36,946	\$37,665
% Change	2.05%	2.04%	2.03%	2.02%	2.01%	1.99%	1.98%	1.97%	1.96%	1.95%
Gross Sale Proceeds	0	0	0	0	0	0	0	0	0	511,917
Less Existing Debt Balance	0	0	0	0	0	0	0	0	0	0
Less Cost of Sale	0	0	0	0	0	0	0	0	0	30,715
Net Sale Proceeds	\$0	\$481,202								
Net Cash Flow	\$31,535	\$32,178	\$32,831	\$33,494	\$34,165	\$34,846	\$35,537	\$36,237	\$36,946	\$37,665
Total Lev. Cash Flow	\$31,535	\$32,178	\$32,831	\$33,494	\$34,165	\$34,846	\$35,537	\$36,237	\$36,946	\$518,867
Debt Service Coverage Ratio	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



AFFILIATED BUSINESS DISCLOSURE

CBRE, Inc. operates within a global family of companies with many subsidiaries and related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Global Investors, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the "Property"), and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgement of that possibility and your agreement that neither CBRE, Inc. nor any Affiliate has an obligation to disclose to you such Affiliates' interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE, Inc. and its Affiliates will act in the best interest of their respective client(s), at arms' length, not in concert, or in a manner detrimental to any third party. CBRE, Inc. and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc. If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

PHOTOGRAPHY

Photos herein are the property of their respective owners. Use of these images without the express written consent of the owner is prohibited.

PACKAGE CONTRIBUTORS:

CBRE AFFORDABLE HOUSING
1420 FIFTH AVENUE, SUITE 1700
SEATTLE, WA 98101

TIMOTHY FLINT
WA LIC. 26331

TAYLOR FROLAND
WA LIC. 127518

CBRE ALBUQUERQUE
6100 UPTOWN BOULEVARD NORTHEAST, SUITE 300
ALBUQUERQUE, NM 87110

BILLY EAGLE
+ 1 505 837 4947
NM LIC. 45658 AB
BILLY.EAGLE@CBRE.COM

ERIK OLSON
+ 1 505 837 4941
NM LIC. 16260 AB
ERIK.OLSON@CBRE.COM