



REAL ESTATE ADVISORS

YOUR SUCCESS IS OUR FOCUS

International District Multifamily
Apartment Investment
501-507 Pennsylvania St. SE
Albuquerque, NM

RECENT CLIENT SUCCESS

SUCCESSFUL CLOSING AMIDST TIGHTENED LENDING CONDITIONS

CHALLENGE

REA | Real Estate Advisors, was engaged to sell a 21-unit apartment complex in Albuquerque's International District. Although overall occupancy rates were steady, several of the units needed significant work, providing a value-add opportunity for the right investor. REA developed a direct marketing plan and presented the opportunity directly to investors who were actively seeking opportunities in the New Mexico multi-family investment market. The buyers initially went under contract with financing from an out-of-state lender, but that contract terminated due to the lender's lack of familiarity with the local market and tightening lending standards.



ACTION

REA|Real Estate Advisors reached out to multiple lenders and were able to locate a New Mexico-based lender who understood the nuances of the region. With a lender on board, REA was able to bring the property back under contract with the same buyer and successfully close the transaction.

RESULT

After proactively working with a local lender REA was able to assist the investor with securing the financing necessary to close on the purchase. The seller achieved their desired purchase price, and the buyer was able to purchase the apartment complex with financing that allowed them to renovate and lease the vacant units, increasing their ROI.

TESTIMONIAL

"This successful close highlights Real Estate Advisors commitment to going above and beyond. This would not have closed without their deep understanding of the local market."



901 Rio Grande Blvd. NE
Suite D-224
Albuquerque, NM 87104



505.539.3200
www.reanm.com