



T.M. MILL

# Summer 2017 **NEW MEXICO**

## **APARTMENT MARKET SURVEY & TREND REPORT**

"AMSTR"™



In Cooperation with:



350 East Pine Street, Orlando, FL 32801 Tel: (407) 206-3791 Fax: (866) 206-5930 support@MyRentComps.com





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\* The Airport/Kirtland AFB, Mesa del Sol, and South Valley Report Zones are not analyzed in this edition.

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Report Date : Summer 2017





### **PUBLISHER'S STATEMENT**

MyRentComps.com is an online information system designed to serve industry professionals within the rental multi-family industry, including owners, property and asset managers, onsite managers, lenders, brokers, appraisers, etc. The power of this system is derived from its ability to conduct the collection and dissemination of the most current real-time market data available.

MyRentComps.com is an automated Internet based (website) rental, occupancy, and relevant information collection system that provides to apartment managers, regional asset managers, large and independent owner/managers the ability to obtain real-time access to the rents and occupancies of competitive properties in their markets. Participating properties get FREE comparable property information online daily, weekly, or monthly - as they need it - at the time and place of their convenience.

As most managers and/or owners perform local "market surveys" on a weekly or monthly basis of their comparable properties, MyRentComps.com allows properties to update relevant market information on a daily or weekly (or whenever they wish) basis online within seconds, and then all the comparable properties that participate can instantly get competitive information with literally, a click of a button.

Another benefit to apartment managers, regional asset managers, independent owner/managers and other industry professionals is that because of the real-time nature of the data we collect, we will be able to provide affordable, timely reports on various reporting levels while the information is current and not after it has become historical trend data.

MyRentComps.com is pleased to present this edition of a Summary Report for the state of New Mexico using our patented online data collection service. The Summer 2017 "New Mexico Apartment Market Survey & Trend Report" is an aggregated analysis of all the data collected through the MyRentComps.com platform. This report will be modified and enhanced as we continue to publish based on market needs and the feedback we get from our customers.

MyRentComps.com is working with and affiliated with various state and local apartment associations throughout the country. The goal when working with apartment organizations is to not only offer free benefits to all of the properties and owners in the areas they service, but to also provide current market data for these areas as well. MyRentComps.com will make every effort to provide accurate and statistically valid market data to assist in analyzing market position and other individual client informational needs.

For more information regarding the "*New Mexico Apartment Market Survey & Trend Report*", or if you are in need of customized analysis of this data, please contact MyRentComps.com at (855) 206-3791. If you are a manager or owner of rental multifamily property and would like a free MyRentComps account, please email us at <u>Support@MyRentComps.com</u>. More information about MyRentComps is located at the back of this report.

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MyRentComps.com has used their best efforts in collecting and preparing material for inclusion in the "New Mexico Apartment Market Survey & Trend Report". MyRentComps.com can and will only report on information provided by user participants/management personnel/owners and secondary sources to us. MyRentComps.com does not warrant that the information contained herein is complete or that it is the most current information available. MyRentComps.com does not assume, and hereby disclaims, any liability to any person or entity for any loss or damage caused by errors or omissions in the "New Mexico Apartment Market Survey & Trend Report", regardless of whether such errors or omissions result from negligence, accident, or any other cause.

Any specific analysis of the data included in the "*New Mexico Apartment Market Survey & Trend Report*" reflecting numbers or the trends for any market area for the purpose of determining financial feasibility or economic projections should be viewed with the understanding and knowledge that these numbers are not necessarily absolute.

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#### Pagosa Springs Cortez Springfield **UTAH** C O 0 R A D O Trinidad Durango <sup>°</sup>San Luis Conejos 287 191 160 OKLA 64 Earmingten Sharock Tierra Be se City Amarilla Many 285 ten 64 Taos Farms ile Coyote Chinle 68 491 Dalhart Cuba Mora Santa Fel/ Los Alamos Ganad Mosquero Crownpoint ara Visa Eas Vegas llup G New Mexico NW 6ga 4 Pados icho 40 Tucumcari Grants B. 0 Zuni Pueblo o New Mexico NE N **Dubuerque** Santa Rosa Estancia 2 iona đ, Fort Sumner Clovis anvell St. Johns N MEX 0 60 ngerville Spr 60 Port Socorro les 12 70 rton M eserve 380 Carrizozo esand 180 Roswell Ruidose 380 Truth Or PL. ins 285 Consequences 70 Denver City Clifton New Mexico SW Alamogordo Artesia Lovington Silver City Seninole Gila New Mexico SE obbs Carlsbad (26)Lordsburg Las Ci unice lce 10 Deming 180 Kermit LEXAS Mentone Las Palomas Ciudad Juárez Pecos 20 Guadalupe Victoria Sierra Agua Prieta Blanca CHIHUAHUA Ascensión SONORA Janos Van Horn Qiewage 45 Fort Stockton

## **New Mexico Report Zones**

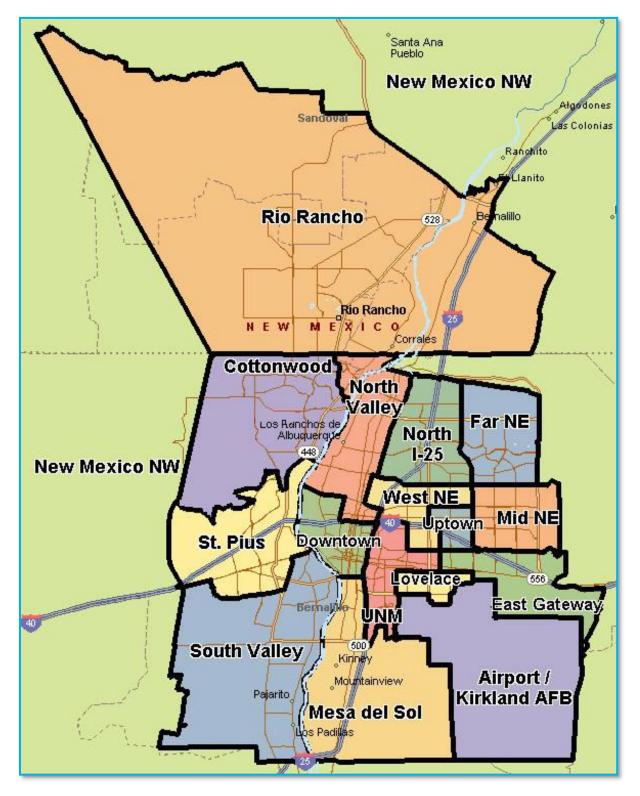
\* The Airport/Kirtland AFB, Mesa del Sol, and South Valley Report Zones are not analyzed in this edition.

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## New Mexico Report Zones

Walk Score, Transit Score, and Bike Score Analysis

Report Zone	Occupancy	Avg SqFt	Avg Rent	Avg Rent/SqFt	Walk Score	Transit Score	Bike Score
Airport / Kirkland AFB							
Cottonwood	95.47%	926	\$882	\$0.95	36.4	28.1	50.1
Downtown	97.41%	763	\$732	\$0.96	74.3	46.6	87.3
East Gateway	95.19%	793	\$686	\$0.87	46.7	40.4	63.2
Far NE	96.18%	890	\$928	\$1.04	47.7	27.5	61.4
Lovelace	96.71%	698	\$613	\$0.88	54.2	39.0	81.1
Mesa del Sol							
Mid NE	96.67%	762	\$685	\$0.90	56.1	29.6	64.3
North I-25					63.1	32.8	63.5
North Valley	96.95%	803	\$793	\$0.99	50.6	31.2	57.8
Rio Rancho	96.26%	847	\$806	\$0.95	38.6		
South Valley					36.4	29.2	55.9
St. Pius	96.35%	851	\$748	\$0.88	42.1	29.8	60.6
UNM	92.25%	712	\$755	\$1.06	60.1	41.7	87.6
Uptown	97.61%	690	\$747	\$1.08	57.5	38.8	76.5
West NE	95.81%	696	\$676	\$0.97	55.9	33.7	74.9
Santa Fe / Los Alamos	97.10%	800	\$909	\$1.14	49.9	25.0	80.1
New Mexico NE	97.97%	811	\$610	\$0.75	40.2		
New Mexico NW	98.88%	783	\$726	\$0.93	38.7	40.0	81.5
New Mexico SE	98.39%	770	\$635	\$0.82	36.4		
New Mexico SW	96.47%	870	\$707	\$0.81	41.5		

\* Go to www.WalkScore.com to find out more info on what these scores mean.

Walk Score data is used by analysts and researchers in the fields of real estate, urban planning, government, public health, and finance. Walk Score received grants from the Rockefeller Foundation and the Robert Wood Johnson Foundation to align their algorithms with the latest academic research. Visit <u>www.WalkScore.com</u> for more details.

**Walk Score**<sup>®</sup>: Measures walkability on a scale from 0 – 100 based on walking routes to destinations such as grocery stores, schools, parks, restaurants, and retail.

**Transit Score®:** Measures transit accessibility on a scale from 0 - 100. Calculates distance to closest stop on each route, analyzes route frequency and type.

**Bike Score™:** Measures bike accessibility on a scale from 0 - 100 based on bike infrastructure, topography, destinations and road connectivity.

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## Analysis of New Mexico Properties

Grouped by Property Walk Score, Transit Score, and Bike Score

Walk Score Group	# Properties Scored	# Units Scored	Occupancy	Avg Rent	Avg SqFt	Avg Rent/SqFt
0 - 9	8	884	96.95%	\$749	885	\$0.85
10 - 19	5	703	97.01%	\$774	932	\$0.83
20 - 29	23	2,225	96.76%	\$789	839	\$0.94
30 - 39	30	4,810	95.95%	\$825	837	\$0.99
40 - 49	54	10,950	95.97%	\$789	818	\$0.96
50 - 59	54	8,872	92.20%	\$766	831	\$0.92
60 - 69	45	7,012	96.42%	\$715	759	\$0.94
70 - 79	15	2,415	96.89%	\$847	812	\$1.04
80 - 89	5	860	95.58%	\$752	728	\$1.03
90 - 100	2	215	96.28%	\$790	767	\$1.03
All	241	38,946	95.33%	\$777	815	\$0.95
Transit Score Group	# Properties Scored	# Units Scored	Occupancy	Avg Rent	Avg SqFt	Avg Rent/SqFt
0 - 9						
10 - 19	2	524	96.37%	\$946	979	\$0.97
20 - 29	43	8,690	96.26%	\$859	860	\$1.00
30 - 39	84	17,138	93.65%	\$746	804	\$0.93
40 - 49	23	3,062	96.41%	\$748	768	\$0.97
50 - 59	5	622	95.18%	\$658	573	\$1.15
60 - 69						
70 - 79						
80 - 89						
90 - 100						
No Score	84	8,910	97.23%	\$763	814	\$0.94
ALL	241	38,946	95.33%	\$777	815	\$0.95
Bike Score Group	# Properties Scored	# Units Scored	Occupancy	Avg Rent	Avg SqFt	Avg Rent/SqFt
0 - 9						
10 - 19						
20 - 29						
30 - 39	2	465	96.56%	\$841	895	\$0.94
40 - 49	7	1,791	75.88%	\$803	872	\$0.92
50 - 59	35	8,492	96.21%	\$831	852	\$0.97
60 - 69	42	8,561	96.23%	\$742	812	\$0.91
70 - 79	26	3,403	96.83%	\$770	816	\$0.94
80 - 89	12	1,887	93.96%	\$741	727	\$1.02
90 - 100	17	1,753	95.72%	\$798	745	\$1.07
No Score	100	12,594	96.59%	\$762	803	\$0.95
ALL	241	38,946	95.33%	\$777	815	\$0.95

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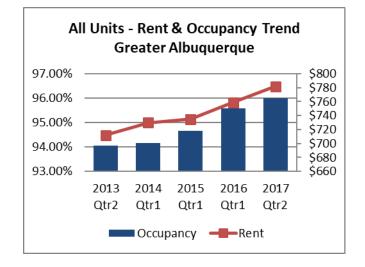
## Greater Albuquerque Area (Includes All Report Zones in Greater Albuquerque Area) Summary Analysis of ALL Responding Units

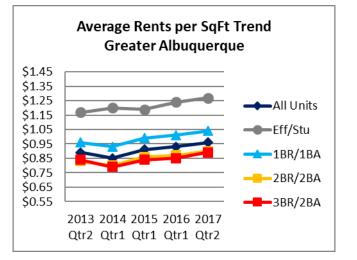


Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft				
	Summary Analysis (All Units)									
All Units	32,457	1,300	95.99%	816	\$782	\$0.96				
EFF	185	4	97.84%	427	\$550	\$1.29				
STU	2,006	92	95.41%	420	\$533	\$1.27				
1BR/1BA	13,617	501	96.32%	673	\$699	\$1.04				
1BR/1.5BA	7	2	71.43%	1,240	\$895	\$0.72				
1BR/2BA	40	4	90.00%	829	\$693	\$0.84				
2BR/1.5BA	617	30	95.14%	879	\$797	\$0.91				
2BR/1BA	4,480	177	96.05%	857	\$773	\$0.90				
2BR/2BA	8,902	364	95.91%	999	\$895	\$0.90				
2BR/2.5BA	131	11	91.60%	1,268	\$1,241	\$0.98				
3BR/1.5BA	152	22	85.53%	1,082	\$856	\$0.79				
3BR/2BA	2,172	84	96.13%	1,179	\$1,054	\$0.89				
3BR/2.5BA	36	2	94.44%	1,228	\$897	\$0.73				
3BR/3BA	56	3	94.64%	1,460	\$1,049	\$0.72				
3BR/3.5BA	4	2	50.00%	1,532	\$1,709	\$1.12				
4BR/2BA	52	2	96.15%	1,129	\$942	\$0.83				

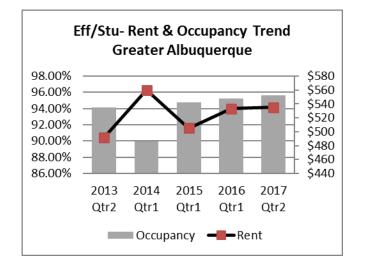
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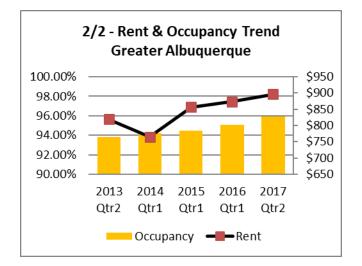


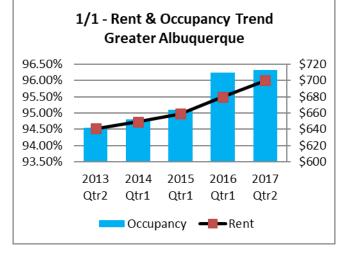


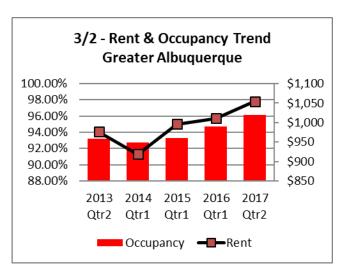


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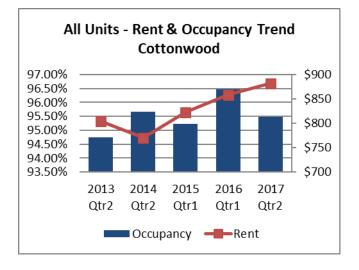
#### Rio Rancho 448 Ellison Dr h Irving Blvd NVV Irving Blvd NVV Irving Paradise BIONW Himeda Ortegg Coors drog Rá Cottonwood 423 423 Albuquerque Faciel Rd\_NW × Scenic Rd NA4 194 New Mexico NW Los Ranchos da Albuquerque Kache St NW H ŝ North Valley 81st St 1 Montano Rd NVV 140 S. Rio Grande Bird Los Griegos 47 Griegos RJ NW St. Pius

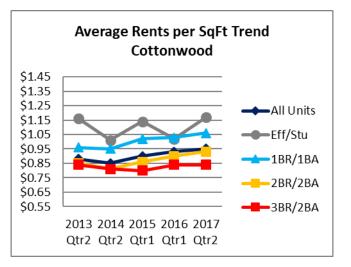
## Cottonwood Summary Analysis of ALL Responding Units

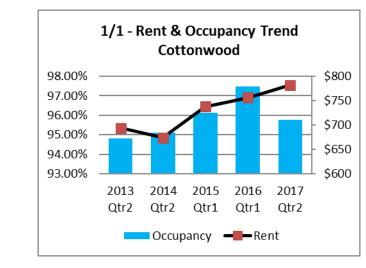
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft
		Summa	ary Analysis (Al	l Units)		
All Units	3,510	159	95.47%	926	\$882	\$0.95
EFF	12	0	100.00%	872	\$950	\$1.09
STU	52	3	94.23%	555	\$667	\$1.20
1BR/1BA	1,343	57	95.76%	735	\$782	\$1.06
2BR/1BA	257	14	94.55%	885	\$800	\$0.90
2BR/1.5BA	39	1	97.44%	963	\$895	\$0.93
2BR/2BA	1,314	56	95.74%	1,022	\$942	\$0.93
3BR/1.5BA	6	0	100.00%	1,200	\$955	\$0.80
3BR/2BA	487	28	94.25%	1,251	\$1,055	\$0.84

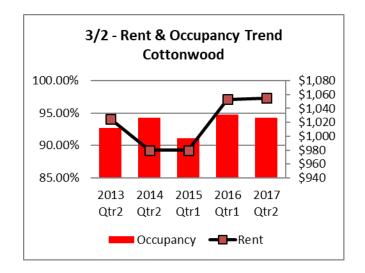
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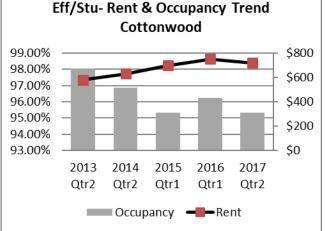


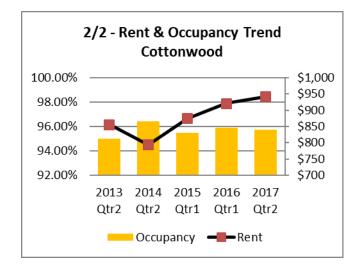




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#### North Valley 227 West NE 226AB Midtown 448 155 1578 167A Downtown Old Town St. Pius 248 Martinezto 24A Albuquerque UNM Atrisco 224B Barelas Lovelace South Valley Mesa del Five Points 223 Sol 222B 222A

Downtown
Summary Analysis of ALL Responding Units

Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft				
	Summary Analysis (All Units)									
All Units	851	22	97.41%	763	\$732	\$0.96				
STU	133	7	94.74%	415	\$561	\$1.35				
1BR/1BA	291	10	96.56%	669	\$698	\$1.04				
2BR/1BA	173	2	98.84%	805	\$660	\$0.82				
2BR/2BA	186	2	98.92%	983	\$929	\$0.95				
3BR/2BA	54	1	98.15%	1,105	\$888	\$0.81				
4BR/2BA	14	0	100.00%	1,252	\$756	\$0.60				

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96.00%

95.00%

94.00%

93.00%

92.00%

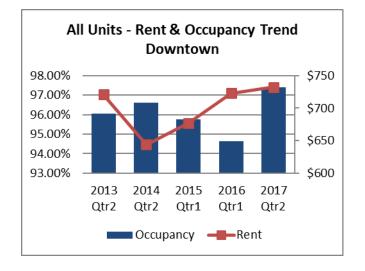
2013

Qtr2

2014

Qtr2

#### New Mexico Apartment Market Survey & Trend Report



Eff/Stu- Rent & Occupancy Trend

Downtown

2015

Qtr1

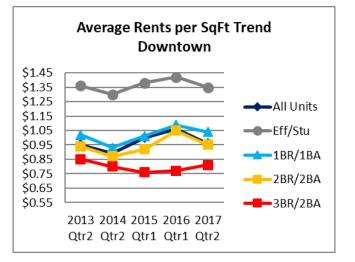
Occupancy — Rent

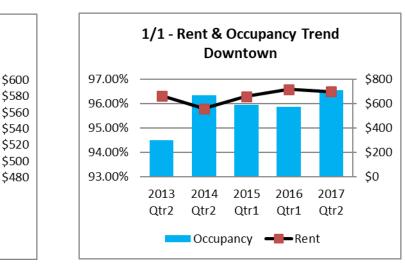
2016

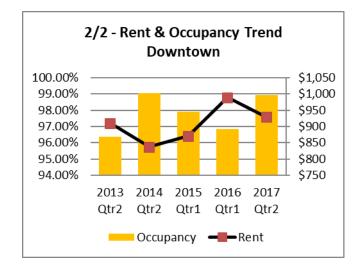
Qtr1

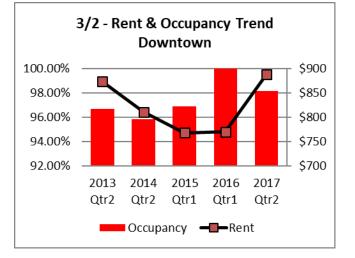
2017

Qtr2









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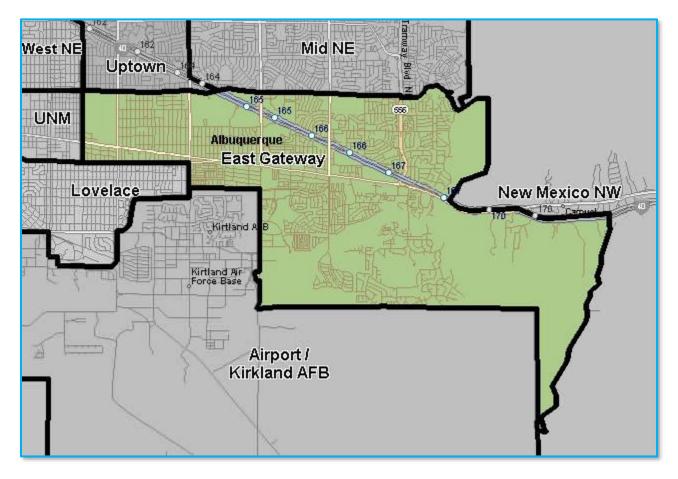


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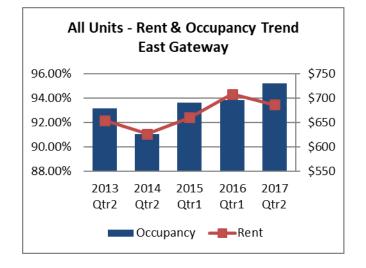
## East Gateway Summary Analysis of ALL Responding Units

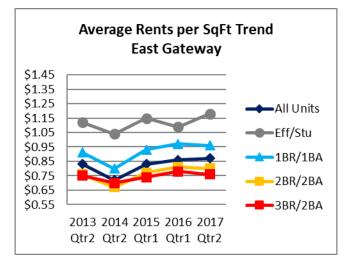


Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft
		Summa	ary Analysis (Al	l Units)		
All Units	2,539	122	95.19%	793	\$686	\$0.87
EFF	1	0	100.00%	300	\$400	\$1.33
STU	216	21	90.28%	411	\$483	\$1.18
1BR/1BA	990	44	95.56%	664	\$639	\$0.96
1BR/1.5BA	7	2	71.43%	1,240	\$895	\$0.72
2BR/1BA	380	19	95.00%	844	\$687	\$0.81
2BR/2BA	716	29	95.95%	962	\$766	\$0.80
3BR/2BA	225	7	96.89%	1,080	\$822	\$0.76
4BR/2BA	4	0	100.00%	1,263	\$895	\$0.71

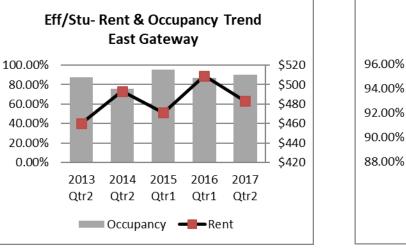
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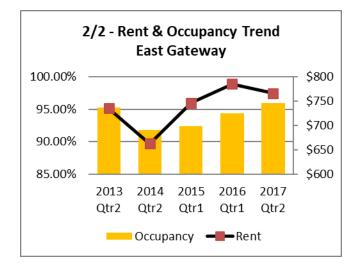


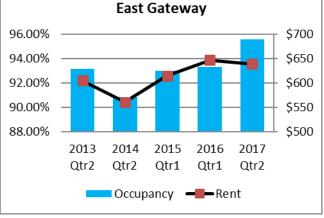




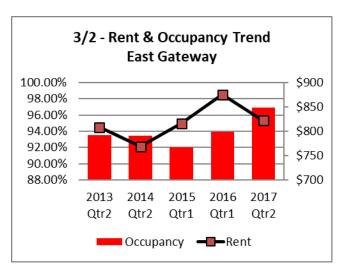
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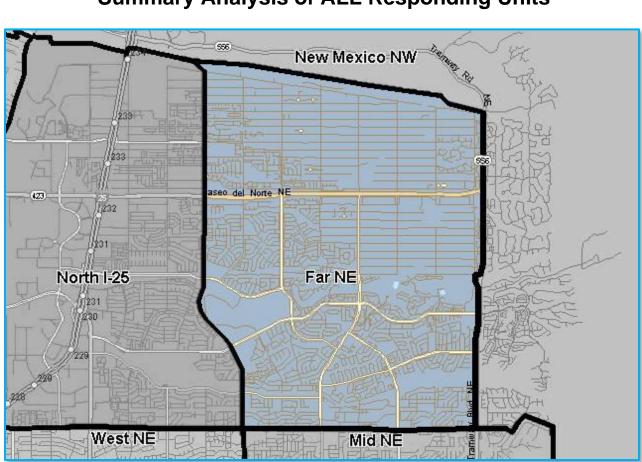


1/1 - Rent & Occupancy Trend



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Far NE
Summary Analysis of ALL Responding Units

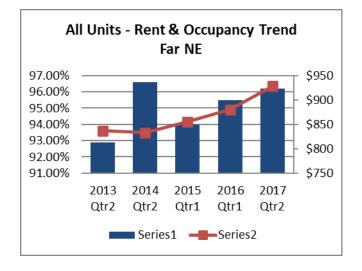
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq F
		Summa	ary Analysis (Al	l Units)		
All Units	5,937	227	96.18%	890	\$928	\$1.04
STU	130	8	93.85%	413	\$563	\$1.36
1BR/1BA	2,616	98	96.25%	704	\$801	\$1.14
2BR/1BA	510	14	97.25%	920	\$922	\$1.00
2BR/2BA	2,184	90	95.88%	1,036	\$1,013	\$0.98
2BR/2.5BA	76	5	93.42%	1,295	\$1,232	\$0.95
3BR/2BA	409	11	97.31%	1,313	\$1,329	\$1.01
3BR/3BA	12	1	91.67%	1,660	\$1,601	\$0.96

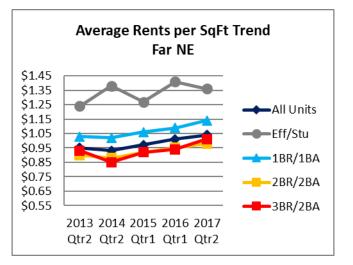
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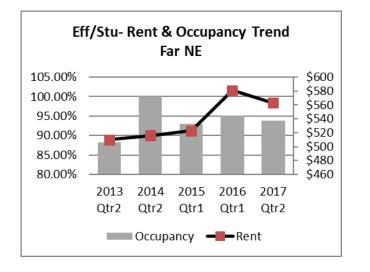
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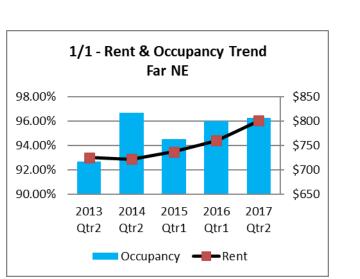


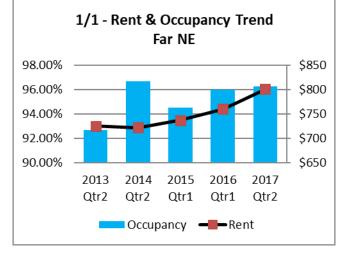


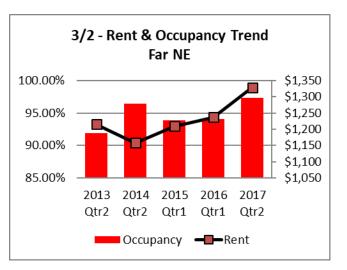


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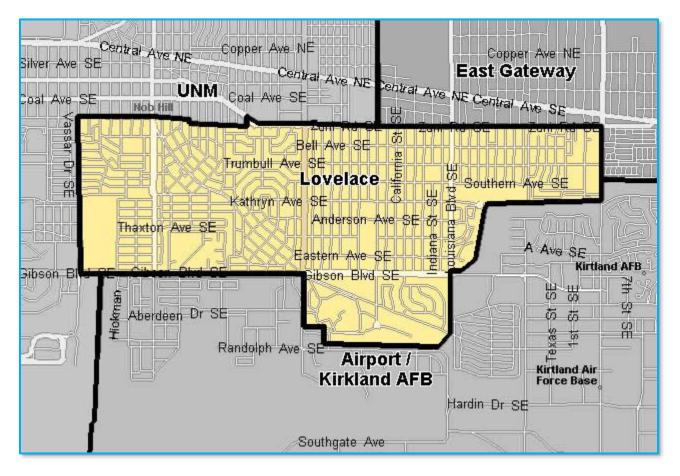






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## Lovelace Summary Analysis of ALL Responding Units

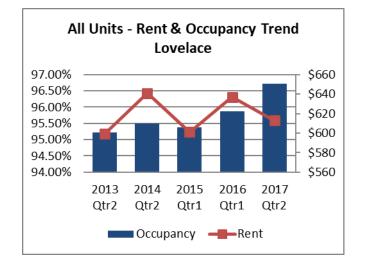
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft			
	Summary Analysis (All Units)								
All Units	1,003	33	96.71%	698	\$613	\$0.88			
STU	189	9	95.24%	486	\$507	\$1.04			
1BR/1BA	500	15	97.00%	636	\$596	\$0.94			
2BR/1BA	196	7	96.43%	889	\$675	\$0.76			
2BR/2BA	116	2	98.28%	972	\$737	\$0.76			
3BR/2BA	2	0	100.00%	1,658	\$1,375	\$0.83			

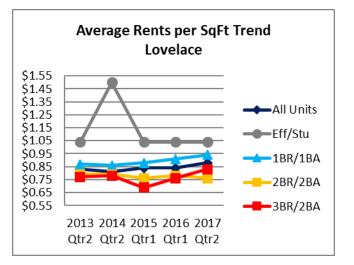
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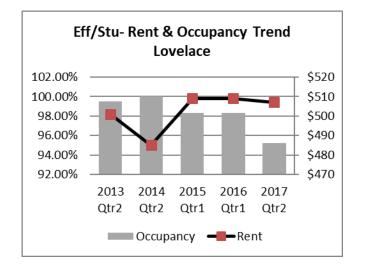
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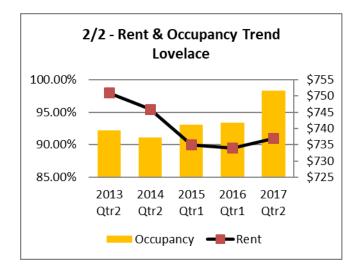


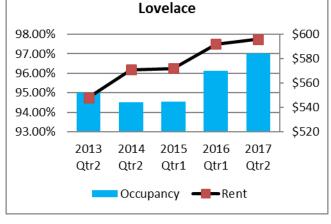




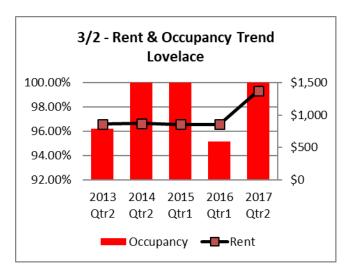
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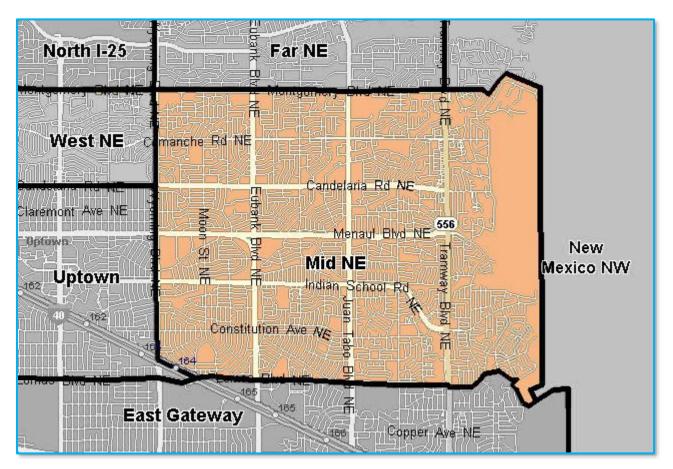


1/1 - Rent & Occupancy Trend



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## Mid NE Summary Analysis of ALL Responding Units

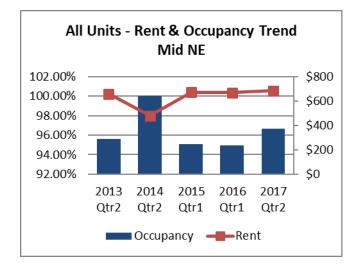
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft
		Summa	ary Analysis (Al	l Units)		
All Units	2,850	95	96.67%	762	\$685	\$0.90
EFF	10	0	100.00%	477	\$500	\$1.05
STU	40	2	95.00%	427	\$552	\$1.29
1BR/1BA	1,501	39	97.40%	648	\$622	\$0.96
1BR/2BA	40	4	90.00%	829	\$693	\$0.84
2BR/1BA	380	15	96.05%	819	\$710	\$0.87
2BR/1.5BA	28	3	89.29%	1,060	\$875	\$0.83
2BR/2BA	800	31	96.13%	927	\$772	\$0.82
3BR/1.5BA	22	1	95.45%	1,290	\$1,030	\$0.80
3BR/2BA	29	0	100.00%	1,113	\$1,036	\$0.93

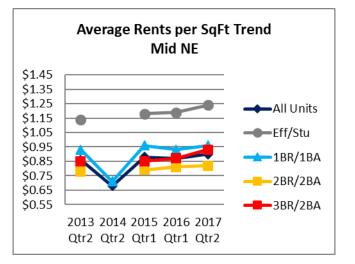
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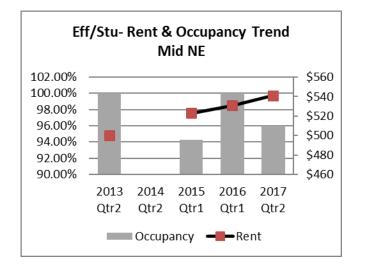
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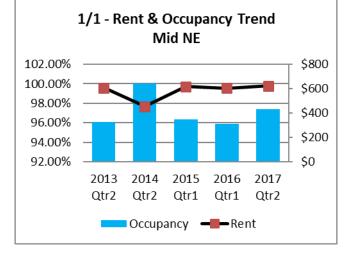
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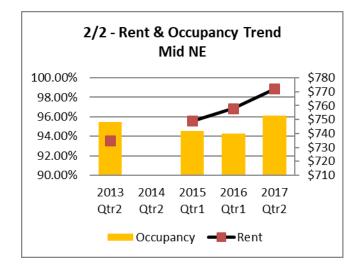


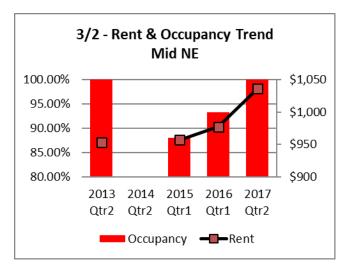












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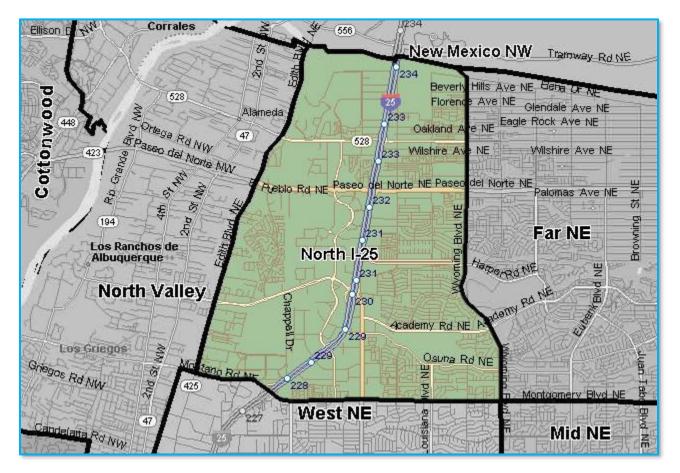
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## North I-25 Summary Analysis of ALL Responding Units

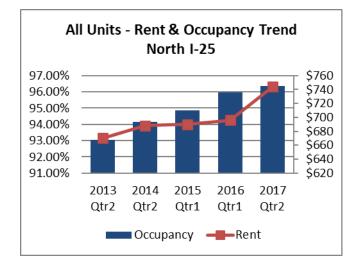
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft
		Summa	ary Analysis (Al	l Units)		
All Units	6,124	224	96.34%	814	\$744	\$0.91
EFF	26	1	96.15%	471	\$550	\$1.17
STU	277	7	97.47%	473	\$576	\$1.22
1BR/1BA	2,543	82	96.78%	662	\$656	\$0.99
2BR/1BA	1,287	48	96.27%	883	\$795	\$0.90
2BR/1.5BA	202	6	97.03%	928	\$803	\$0.87
2BR/2BA	1,342	61	95.45%	971	\$824	\$0.85
2BR/2.5BA	13	1	92.31%	1,228	\$850	\$0.69
3BR/1.5BA	16	0	100.00%	1,009	\$959	\$0.95
3BR/2BA	338	14	95.86%	1,154	\$963	\$0.83
3BR/2.5BA	36	2	94.44%	1,228	\$897	\$0.73
3BR/3BA	44	2	95.45%	1,406	\$899	\$0.64

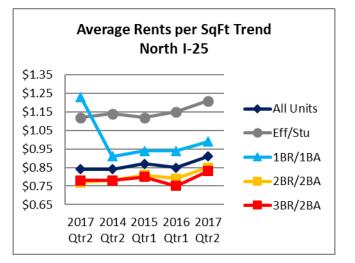
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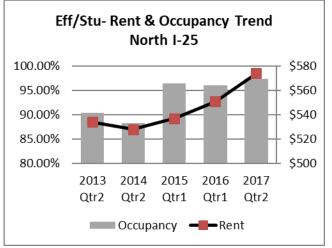
1/1 - Rent & Occupancy Trend

North I-25

2015

2016

2017



2/2 - Rent & Occupancy Trend

North I-25

2015

Qtr1

Occupancy — Rent

2016

Qtr1

100.00%

98.00%

96.00%

94.00%

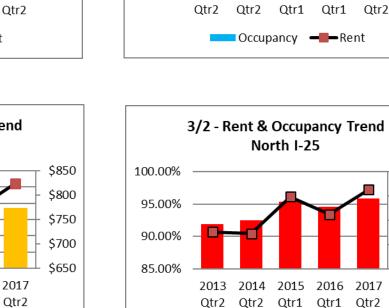
92.00%

90.00%

88.00%

2013

Qtr2



2017

2014

97.00%

96.50%

96.00%

95.50% 95.00%

94.50%

94.00%



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2014

Qtr2



Summer 2017

\$800

\$600

\$400

\$200

\$O

\$1,000

\$950

\$900

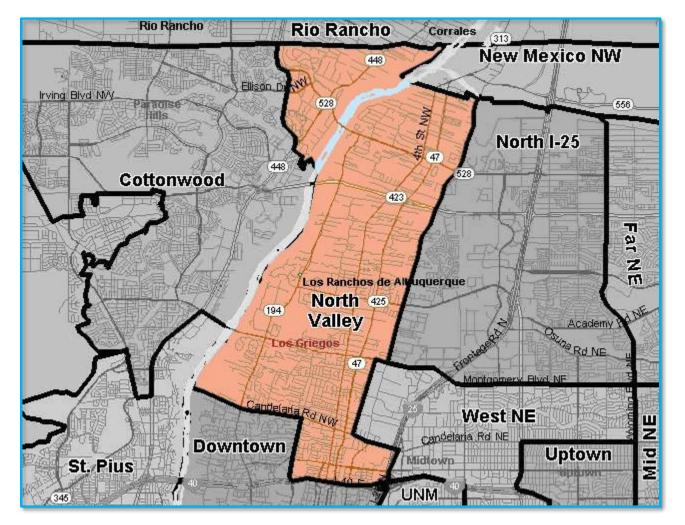
\$850

\$800





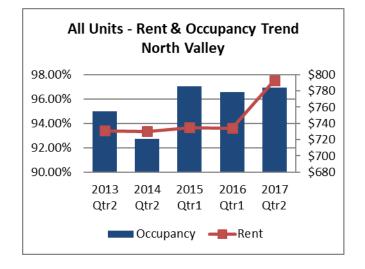
## North Valley Summary Analysis of ALL Responding Units

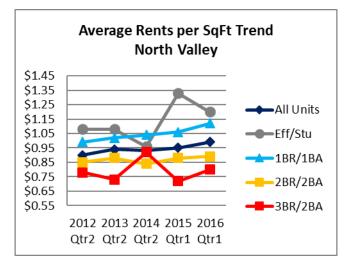


Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft
		Summa	ary Analysis (Al	l Units)		
All Units	1,572	48	96.95%	803	\$793	\$0.99
STU	8	0	100.00%	500	\$599	\$1.20
1BR/1BA	814	20	97.54%	645	\$720	\$1.12
2BR/1BA	311	9	97.11%	880	\$817	\$0.93
2BR/1.5BA	16	1	93.75%	975	\$749	\$0.77
2BR/2BA	387	16	95.87%	1,028	\$911	\$0.89
3BR/2BA	36	2	94.44%	1,272	\$1,018	\$0.80

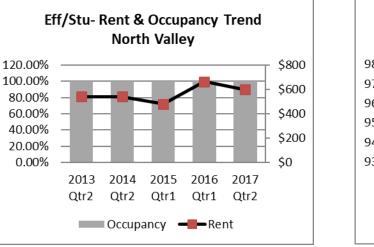
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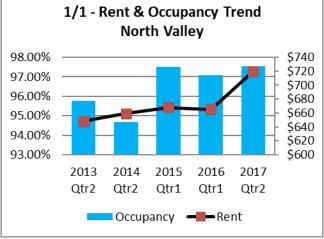


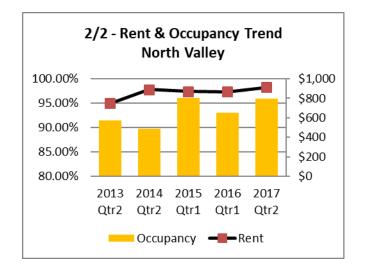


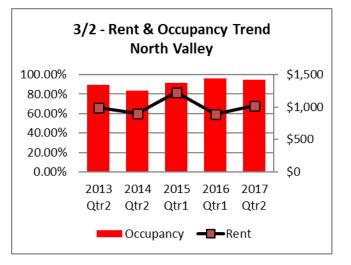


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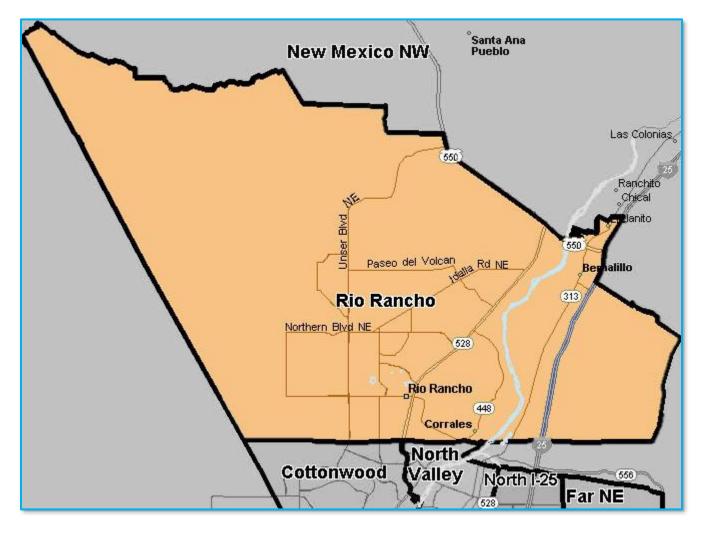


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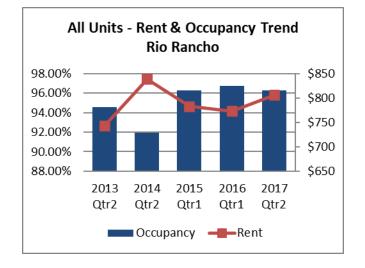
## Rio Rancho Summary Analysis of ALL Responding Units

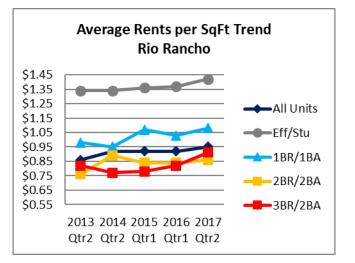


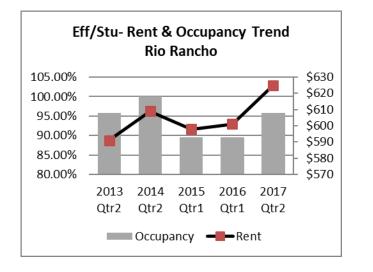
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft
		Summa	ary Analysis (Al	l Units)		
All Units	1,362	51	96.26%	847	\$806	\$0.95
STU	48	2	95.83%	440	\$625	\$1.42
1BR/1BA	488	18	96.31%	657	\$711	\$1.08
2BR/1BA	145	5	96.55%	860	\$793	\$0.93
2BR/1.5BA	154	5	96.75%	872	\$801	\$0.92
2BR/2BA	407	16	96.07%	1,004	\$863	\$0.86
3BR/2BA	120	5	95.83%	1,201	\$1,093	\$0.91

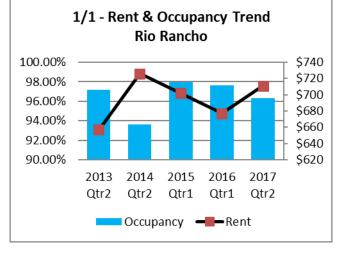
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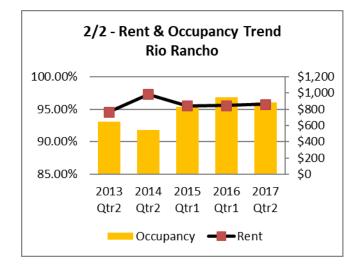


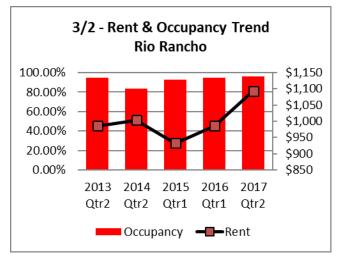












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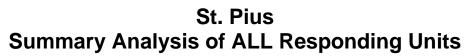
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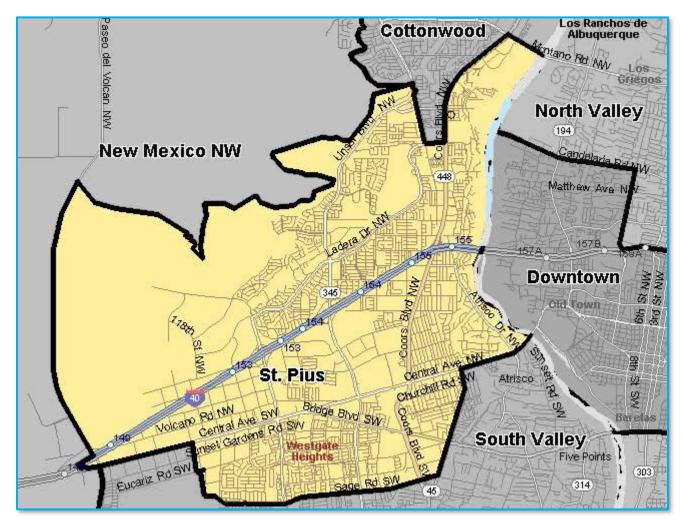
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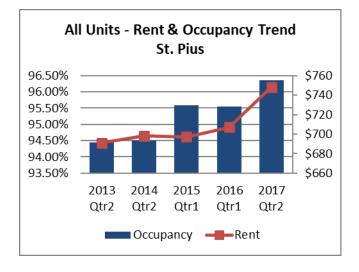


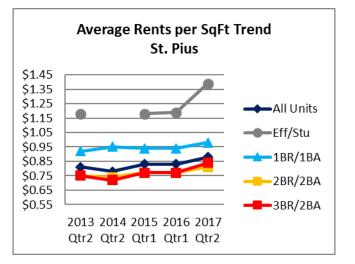


Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft
		Summa	ary Analysis (Al	l Units)		
All Units	2,082	76	96.35%	851	\$748	\$0.88
STU	104	4	96.15%	423	\$589	\$1.39
1BR/1BA	482	22	95.44%	668	\$656	\$0.98
2BR/1BA	368	14	96.20%	792	\$725	\$0.92
2BR/2BA	806	25	96.90%	963	\$782	\$0.81
3BR/2BA	304	9	97.04%	1,044	\$875	\$0.84
4BR/2BA	18	2	88.89%	1,112	\$962	\$0.87

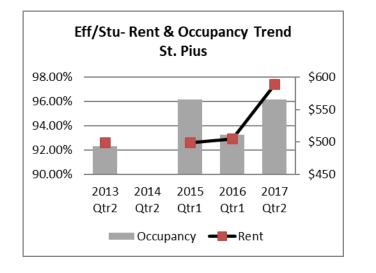
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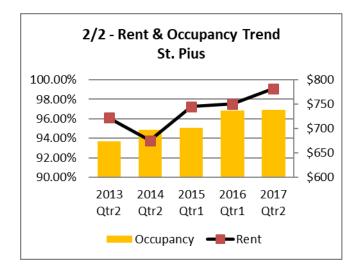


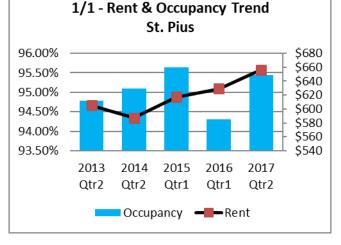


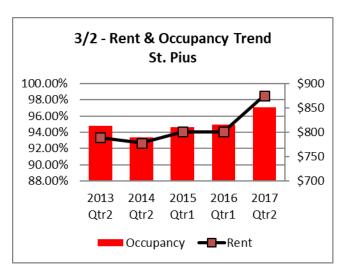


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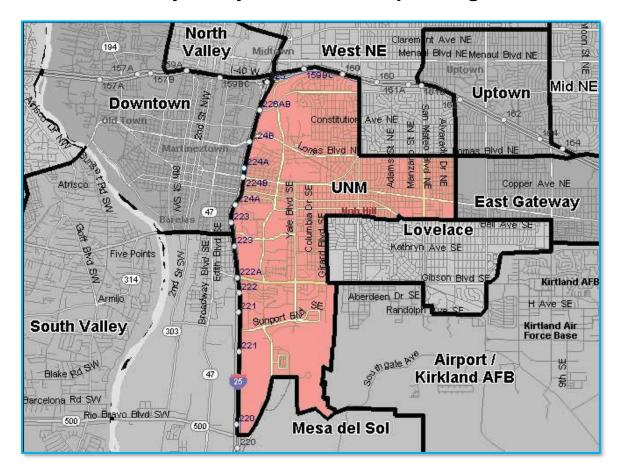






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## UNM Summary Analysis of ALL Responding Units

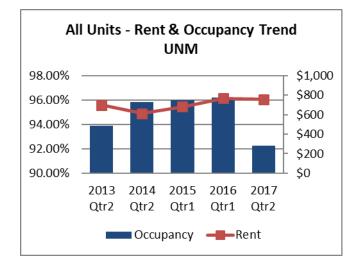
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market	Average Base Market			
	Summary Analysis (All Units)								
All Units	2,039	158	92.25%	712	\$755	\$1.06			
EFF	113	3	97.35%	380	\$525	\$1.38			
STU	191	10	94.76%	442	\$561	\$1.27			
1BR/1BA	877	57	93.50%	602	\$673	\$1.12			
2BR/1BA	267	20	92.51%	757	\$781	\$1.03			
2BR/1.5BA	78	11	85.90%	908	\$823	\$0.91			
2BR/2BA	273	24	91.21%	961	\$960	\$1.00			
2BR/2.5BA	42	5	88.10%	1,231	\$1,378	\$1.12			
3BR/1.5BA	108	21	80.56%	1,044	\$800	\$0.77			
3BR/2BA	86	5	94.19%	1,052	\$1,125	\$1.05			
3BR/3.5BA	4	2	50.00%	1,532	\$1,709	\$1.12			
All Units	2,039	158	92.25%	712	\$755	\$1.06			

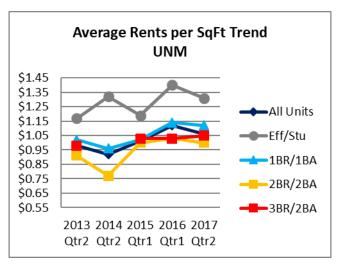
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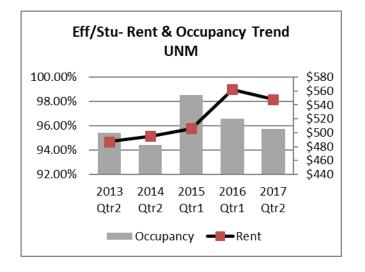
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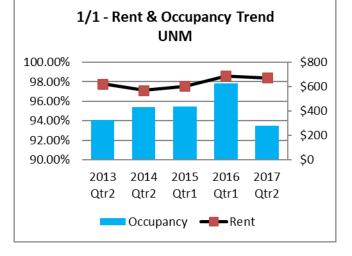


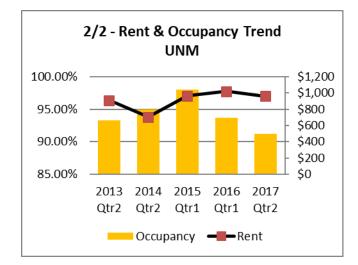


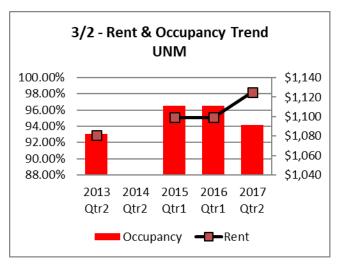


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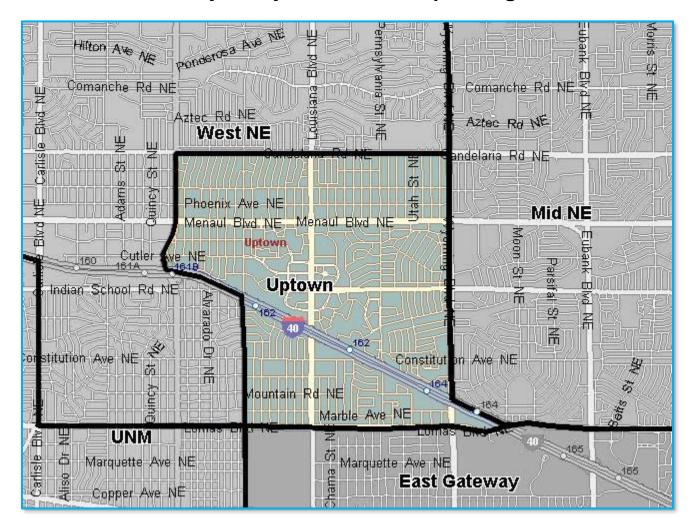






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## Uptown Summary Analysis of ALL Responding Units

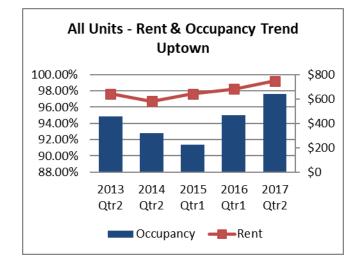
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft
		Summa	ary Analysis (Al	l Units)		
All Units	1,298	31	97.61%	690	\$747	\$1.08
EFF	23	0	100.00%	360	\$490	\$1.36
STU	297	4	98.65%	301	\$468	\$1.55
1BR/1BA	681	22	96.77%	700	\$717	\$1.02
2BR/1BA	80	3	96.25%	864	\$665	\$0.77
2BR/2BA	185	2	98.92%	1,111	\$1,140	\$1.03
3BR/2BA	32	0	100.00%	1,481	\$2,113	\$1.43

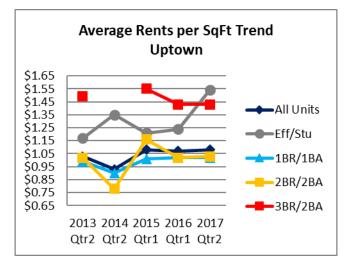
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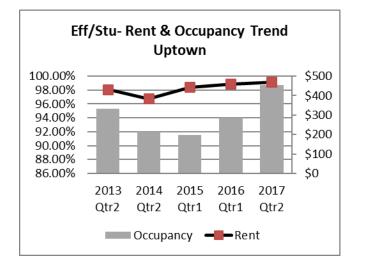
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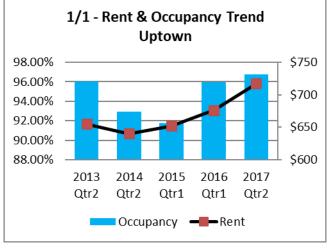


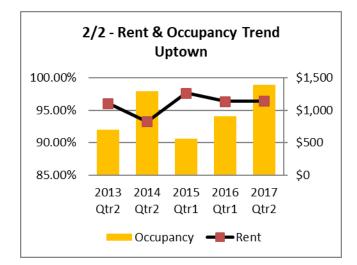


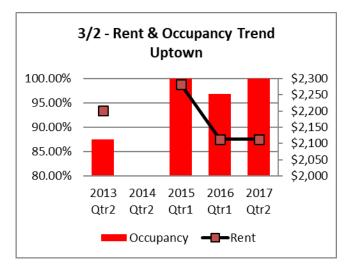


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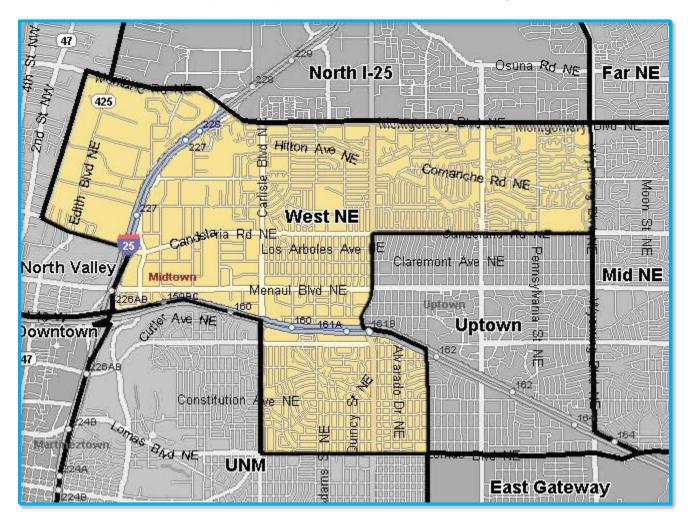






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## West NE Summary Analysis of ALL Responding Units

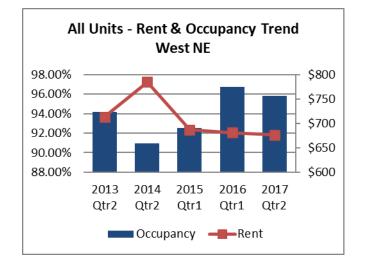
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft		
	Summary Analysis (All Units)							
All Units	1,290	54	95.81%	696	\$676	\$0.97		
STU	321	15	95.33%	412	\$508	\$1.23		
1BR/1BA	491	17	96.54%	675	\$639	\$0.95		
2BR/1BA	126	7	94.44%	797	\$696	\$0.87		
2BR/1.5BA	100	3	97.00%	669	\$708	\$1.06		
2BR/2BA	186	10	94.62%	1,128	\$955	\$0.85		
3BR/2BA	50	2	96.00%	816	\$829	\$1.02		
4BR/2BA	16	0	100.00%	1,008	\$1,095	\$1.09		

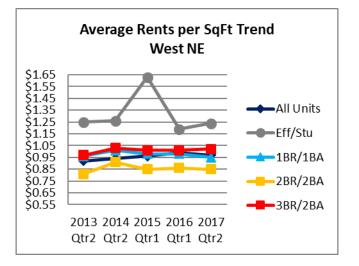
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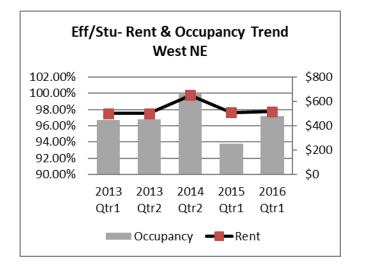
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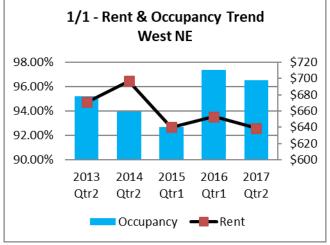


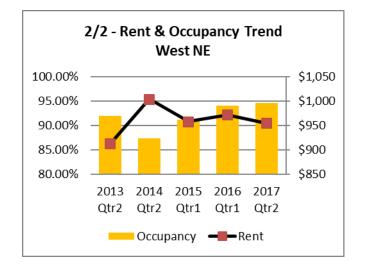


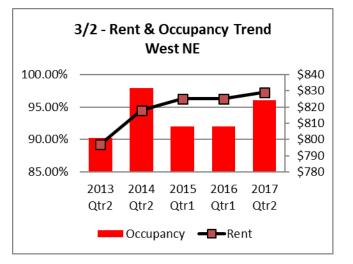


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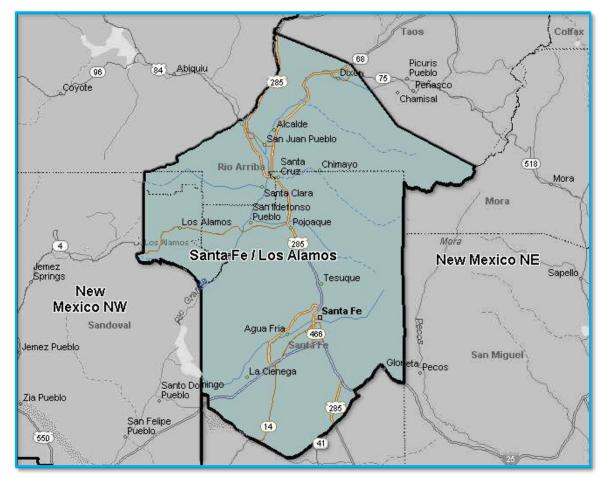




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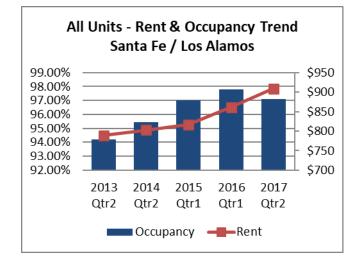


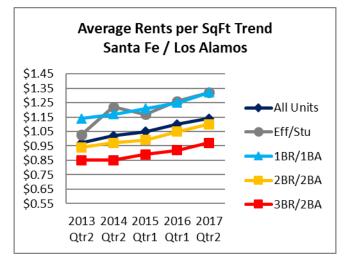
# Santa Fe / Los Alamos Summary Analysis of ALL Responding Units

Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft		
Summary Analysis (All Units)								
All Units	3,142	91	97.10%	800	\$909	\$1.14		
EFF	5	0	100.00%	397	\$671	\$1.68		
STU	351	15	95.73%	507	\$667	\$1.32		
1BR/1BA	862	24	97.22%	651	\$856	\$1.32		
2BR/1BA	668	17	97.46%	803	\$869	\$1.08		
2BR/1.5BA	59	1	98.31%	857	\$789	\$0.92		
2BR/2BA	786	26	96.69%	932	\$1,027	\$1.10		
3BR/1BA	42	0	100.00%	804	\$896	\$1.11		
3BR/2BA	328	8	97.56%	1,133	\$1,105	\$0.97		
3BR/2.5BA	12	0	100.00%	1,300	\$1,350	\$1.04		
4BR/2BA	29	0	100.00%	1,146	\$1,031	\$0.90		

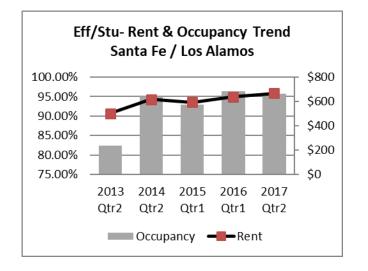
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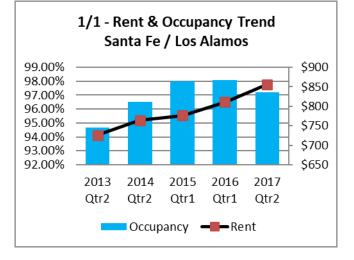


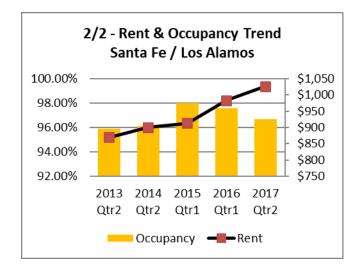


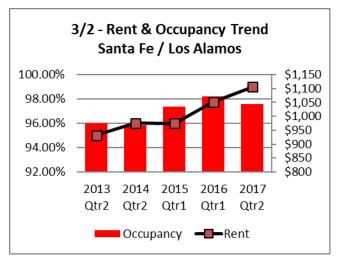


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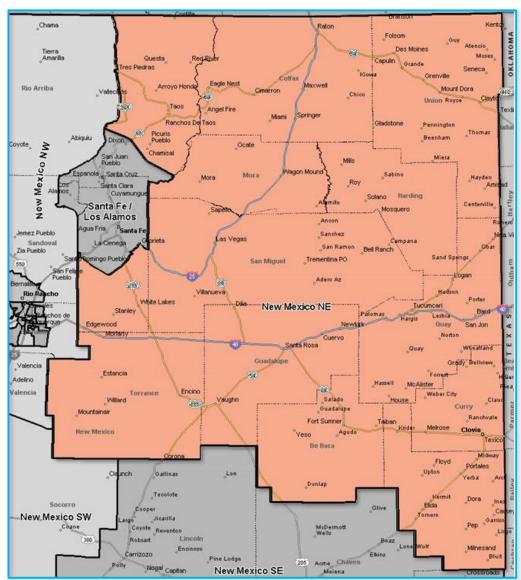




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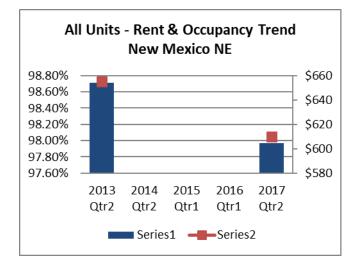


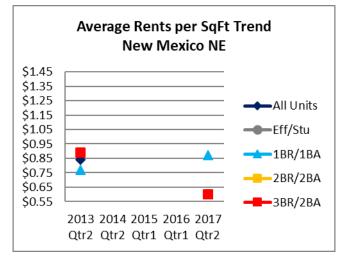
# New Mexico NE Summary Analysis of ALL Responding Units

Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft	
Summary Analysis (All Units)							
All Units	295	6	97.97%	811	\$610	\$0.75	
1BR/1BA	80	0	100.00%	597	\$518	\$0.87	
2BR/1BA	155	4	97.42%	825	\$605	\$0.73	
3BR/1BA	20	0	100.00%	910	\$878	\$0.96	
3BR/2BA	40	2	95.00%	1,132	\$678	\$0.60	

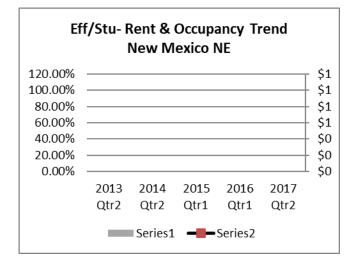
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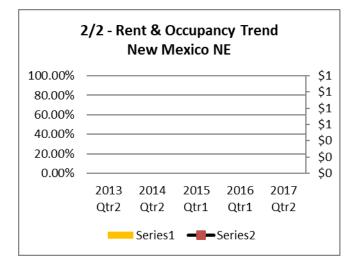


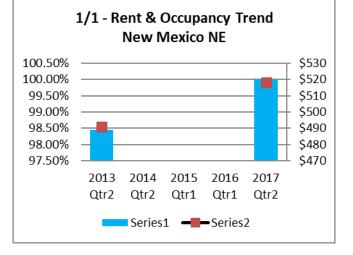


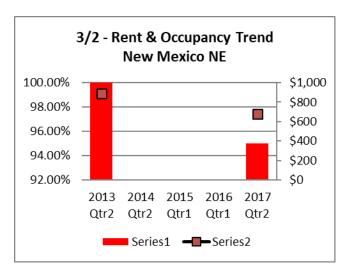


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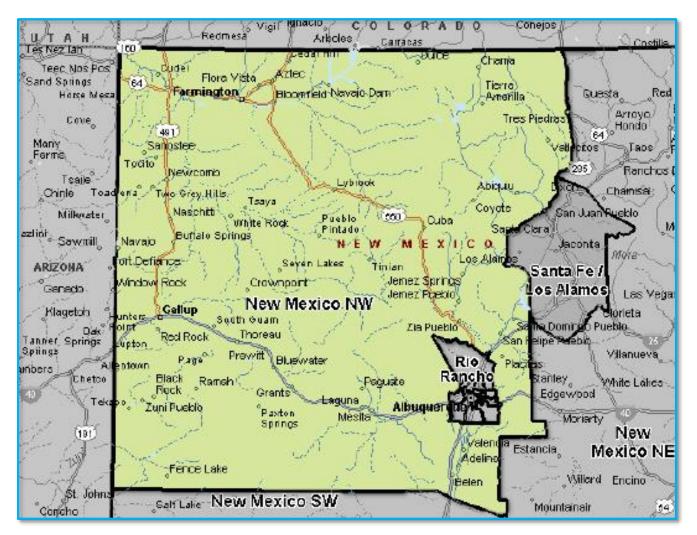






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## New Mexico NW Summary Analysis of ALL Responding Units

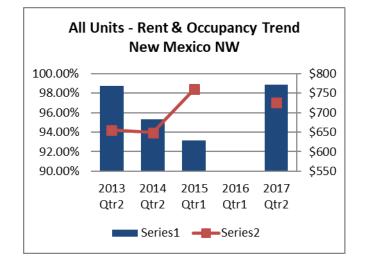
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft		
	Summary Analysis (All Units)							
All Units	1,160	13	98.88%	783	\$726	\$0.93		
1BR/1BA	422	0	100.00%	635	\$668	\$1.05		
2BR/1BA	538	11	97.96%	800	\$708	\$0.88		
2BR/1.5BA	40	0	100.00%	893	\$721	\$0.81		
3BR/1BA	42	0	100.00%	882	\$850	\$0.96		
3BR/1.5BA	24	0	100.00%	1,176	\$863	\$0.73		
3BR/2BA	94	2	97.87%	1,153	\$1,003	\$0.87		

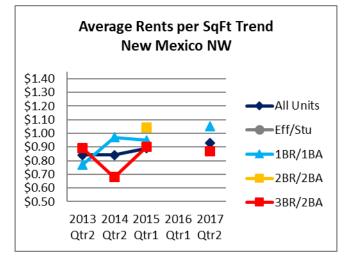
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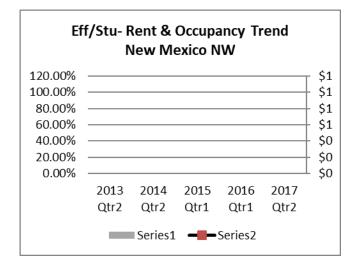
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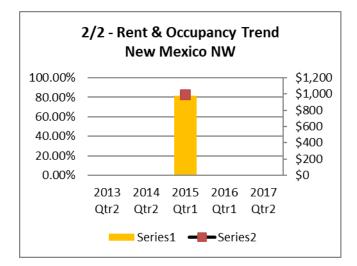


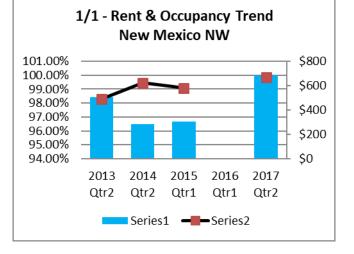


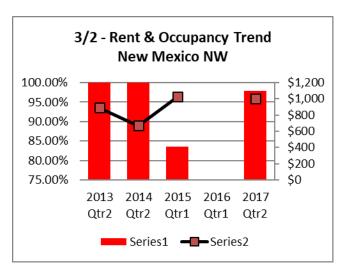


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## New Mexico SE Summary Analysis of ALL Responding Units

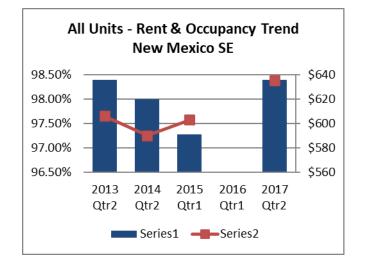
Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft		
Summary Analysis (All Units)								
All Units	994	16	98.39%	770	\$635	\$0.82		
EFF	24	0	100.00%	414	\$425	\$1.03		
STU	8	0	100.00%	434	\$645	\$1.49		
1BR/1BA	334	4	98.80%	573	\$548	\$0.95		
2BR/1BA	333	7	97.90%	798	\$631	\$0.79		
2BR/1.5BA	47	2	95.74%	1,084	\$605	\$0.54		
2BR/2BA	16	0	100.00%	850	\$625	\$0.74		
2BR/2.5BA	56	0	100.00%	835	\$800	\$0.96		
3BR/1BA	70	2	97.14%	952	\$748	\$0.79		
3BR/1.5BA	44	1	97.73%	1,201	\$850	\$0.71		
3BR/2BA	38	0	100.00%	1,042	\$728	\$0.70		
3BR/2.5BA	24	0	100.00%	1,032	\$900	\$0.87		

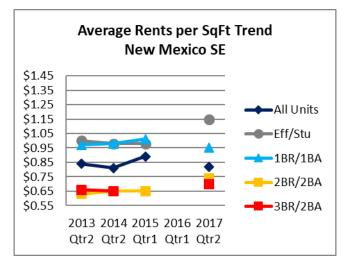
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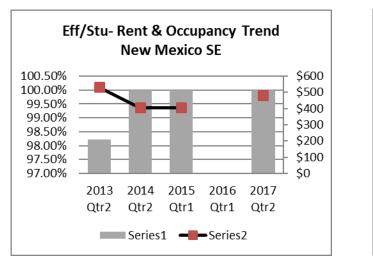
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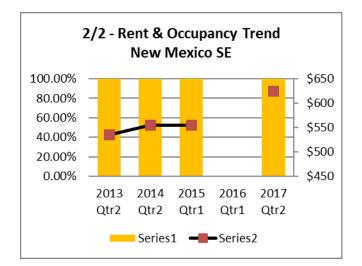
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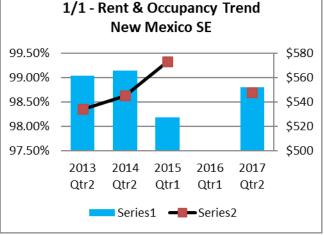


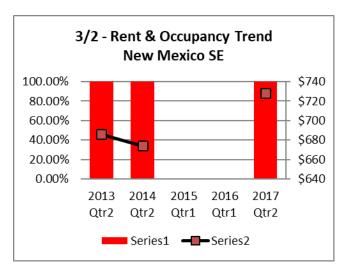












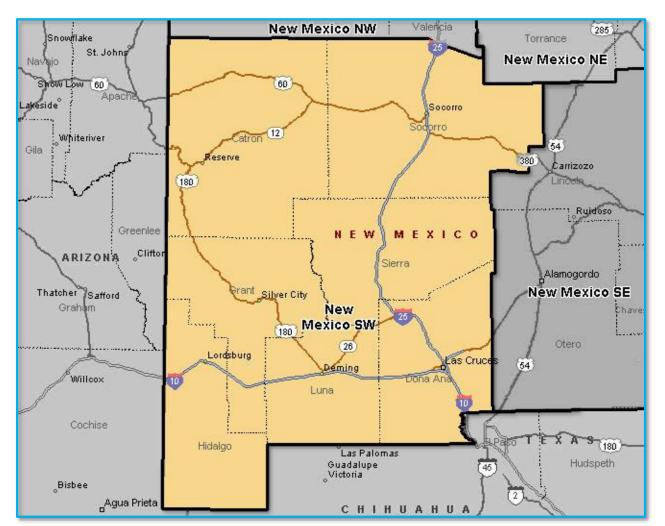
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## New Mexico SW Summary Analysis of ALL Responding Units

Unit Type	# Units Responding	# Units Vacant	Percent Occupied	Average Sq Ft	Average Base Market Rent	Average Base Market Rent/Sq Ft			
	Summary Analysis (All Units)								
All Units	2,665	94	96.47%	870	\$707	\$0.81			
EFF	8	0	100.00%	706	\$750	\$1.06			
1BR/1BA	867	34	96.08%	639	\$594	\$0.93			
2BR/1BA	692	15	97.83%	805	\$636	\$0.79			
2BR/1.5BA	64	2	96.88%	940	\$694	\$0.74			
2BR/2BA	540	25	95.37%	1.042	\$863	\$0.83			
2BR/2.5BA	6	1	83.33%	1.517	\$1,450	\$0.96			
3BR/1BA	48	0	100.00%	1,500	\$680	\$0.45			
3BR/2BA	434	16	96.31%	1,121	\$836	\$0.75			
3BR/2.5BA	6	1	83.33%	1,677	\$1,358	\$0.81			

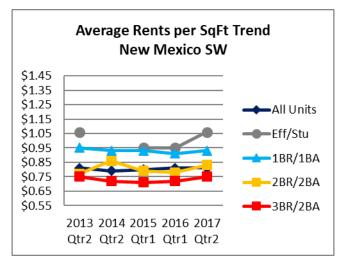
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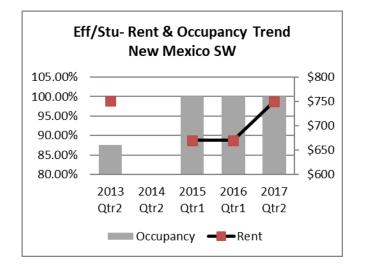
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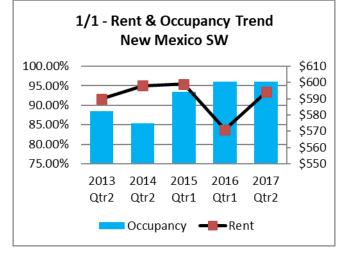


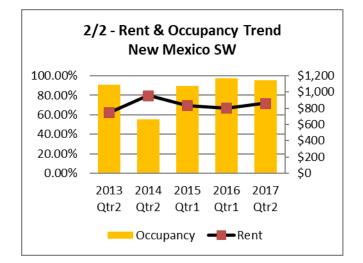


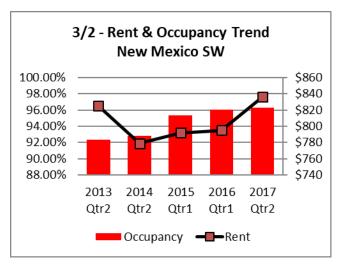


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## **METHODOLOGY STATEMENT**

### WHAT IS MYRENTCOMPS.COM

MyRentComps.com is an automated Internet based (website) rental, occupancy, and relevant information collection system that provides, apartment managers, regional asset managers, large and independent owner/managers the ability to obtain real-time access to the rents and occupancies of competitive properties in their markets. Participating properties get FREE comparable property information online daily, weekly, or monthly as they need it, at the time and place of their convenience.

MyRentComps.com maintains a database that is directly accessible thru a secured access system by all onsite property management personnel to instantaneously update their current and real time data including rents, occupancies, concessions, promotions, and other relevant data.

Our database has a profile of multi-family rental properties throughout markets nationwide that includes contact information, amenities, pictures, directions, unit mix, unit size, base rents and vacancy by unit type, etc. For those properties that don't use MyRentComps.com on a weekly or monthly basis for their FREE online rent comparables report, we send out ongoing reminders for onsite management personnel to log in and update their profile to acquire the most current and accurate property data possible. MyRentComps.com also staffs a phone center to continuously reach out and contact properties to share information about our online platform and collect information.

### DATA USED IN OUR REPORT

MyRentComps.com has partnered with many local and state apartment associations to use our online platform as a member benefit/association service and as the data collection tool for reporting information for their membership and other industry professionals in an affordable, timely manner. Once affiliated with the Apartment Association of New Mexico (AANM), the MyRentComps.com platform became known in their geographic area as the AANM Online Market Survey. All multifamily rental properties in the AANM Region can use the AANM Online Market Survey as needed, as a free association service.

Therefore, the data that MyRentComps.com collected and reported in this particular document will describe and/or summarize the aggregated performance in local and regional areas of the Apartment Association of New Mexico. To find out more about the Apartment Association of New Mexico, please call 800-687-0993 or find them on the Internet at <u>www.aanm.org</u>.

For the purposes of this report, the study group that MyRentComps.com will analyze will include only multi-family rental properties that meet the methodological criteria described as such. Properties must be multi-family rental in nature and located in current AANM coverage area. Properties included in our analysis were non-public housing to include market rate rentals, fractured condo conversions, and affordable rental housing to include bond financed, low income housing tax credit properties, etc..

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We include all properties in the market area that meet the above conditions and include the newly constructed properties that are still in their initial lease-up period. Depending on the size and total number of units in a Submarket or "Report Zone", any properties included that are still in lease-up could affect the Report Zones Overall Occupancy or the Occupancy of certain Unit Types.

Within the report, the Summary Analyses throughout the report describes the number of units within the geographic area covered (State, Area, County, or Report Zone) that participated or responded in this edition of the report. The number of units responding represents "Currently Rentable" units and would therefore exclude existing units on a property that an owner or manager has indicated as being currently "down". Down units are usually out of the property's inventory for a longer period of time (ie. Flood Damage, Fire Damage, etc.) It is therefore possible for all of the properties to respond in an area but not all of the units.

For each report, a final closing date for the acceptance of updated survey data is determined for each survey period by MyRentComps.com.

Thanks to the cooperation and support of survey participants, and specifically the on-site personnel at the properties, the asset and management companies serving these properties, as well as the ownership of these properties, we were able to obtain responses from 40,713 units within the entire New Mexico study group as defined above.

### SURVEY & TREND REPORT LAYOUT

This edition will contain geographical and tabular information describing and analyzing the study group for each reportable area or "Report Zone".

#### Geographical

The analysis of each report zone will display a map of that report zone.

#### **Tabular Analysis**

For each report zone analyzed, the "Summary Analysis" shows the Total Units responding, their Vacant Units, Occupancy Percentages, Average Square Footage, Average Base Market Rents and Average Base Market Rent Per Square Foot.

The "Average Base Market Rent" is what each property shows as their current base market rent for each unit, before any special pricing considerations. As this concessionary activity is used on a case by case basis and not on every unit within a particular unit type, we do not include concessionary activity in our Averages.

### **Historical Graphs**

This report contains historical trend graphing information depicting the current and historical occupancy and pricing trends for all appropriate reporting zones. The graphs cover "Overall Occupancy Trend Analysis", "Overall Gross Average Rent Trend Analysis" by unit type, "Overall Average Rent Per Square Foot Trend Analysis" by unit type, and "Occupancy Trends" by common unit types (Efficiency, Studio, 1Bdrm/1Bath, 2Bdrm/2Bath, and 3Bdrm/2Bath).

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#### Walk Score

This report contains Walk Score Data for selected New Mexico Report Zones. Each selected report zone received three scores: Walk Score®, Transit Score®, and Bike Score<sup>TM</sup>. Each score represents that zone's walkability, on a scale from 0 - 100, to nearby amenities using the transportation modes indicated in the score type. To learn more about Walk Score and their methodology, please visit their website at: <u>www.walkscore.com</u>.

### Additions to Future Apartment Market Survey & Trend Reports

As more properties participate in the AANM Online Market Survey, and the data gets more complete and detailed, many more analysis will be provided. Please read below for examples of some more analysis that will be included in future additions of this report. Contact us if you would like to see additional analysis in future reports.

Summary Analysis by Vintage Group - The Vintage Groups for this type of Summary Analysis are generally as follows: all units built in 1979 or earlier; units built between 1980 and 1989; units built between 1990 and 1999; and units built since 2000.

Aging Analysis - A look at the age of all units within our study group in both total numbers and percentage of total units by region, county, and by "submarket" or "reporting zone". The age of the units is described by the following categories: Age Unknown (Unk), properties Over 30 Years, 20-30 Years, 10-20 Years, 5-10 Years, and 0-5 Years. The Aging Analysis numbers represent ALL units in the geographic area that are in the database, whereas the Summary Analyses throughout the report describes those developments and units within the geographic area that participated in this edition of the report.

## ADDITIONAL REPORTS AND INFORMATION

The "*New Mexico Apartment Market Survey & Trend Report*" is an aggregated analysis of the entire state of New Mexico. If you require further information or more detailed reports covering New Mexico or any area in the country, please email us at <u>Support@MyRentComps.com</u> or call us at (855) 206-3791.

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