

# Resume of D. Todd Clarke

<b>Businesses</b>	Owner/Qualifying Broker, American  NM Apartment Advisors Inc. Owner/Consultant, Cantera Consultants & Advisors Inc. Member, Casitas Clarke LLC (apartment investments) Broker at Grubb & Ellis  Lewinger Hamilton (1989-2003)
<b>Professional Designations &amp; Education</b>	2 <sup>nd</sup> Generation CCIM #5728 (Certified Commercial Investment Member) 4 <sup>th</sup> Generation Commercial Realtor Native New Mexican UNM on Sterling Scholarship (1987-1990) Eldorado High School (1983-1987) Dale Carnegie Sales Course Graduate
<b>Awards &amp; Recognition</b>	CCIM San Diego Chapter - CCIM Partner of the year (2007) Top 10 Largest Commercial Real Estate Transaction (2007) CCIM 102 Instructor of the Year (2005) CCIM NM Marketing Deal of the Year (2004) Top 25 Commercial Real Estate Firm (2004) CCIM NM Marketing Deal of the Year (2003) CCIM NM Marketing Deal of the Year (1998) Commercial Realtor of the Year (1996) NM Business Weekly's "Top 40 under 40"
<b>Instructor</b>	CCIM Instructor since 1997 NM Real Estate Commission Approved Instructor
<b>Courses</b>	CCIM 101 – Financial Analysis CCIM 102 – Market Analysis CCIM 104 – Advanced Financial Analysis CCIM Course Concepts Review Course CCIM Introductory Course CCIM Advanced Market Analysis / CCIM Advanced Acquisitions Strategies CCIM Advanced Negotiations Understanding NM Property Taxes (co-author) Perfecting your Presentations (co-author) Paperless Office & High Tech Toolbox & Web Based Marketing Aggressive Accelerated Apartment Marketing Site to do Business
<b>Speaker</b>	Association of College and University Housing Officers Albuquerque Metropolitan Board of Realtors Commercial Association of Realtors in NM International Economic Development Council RealComm 2005 Conference LGPP/IREM Conference in Poland Risk Management Association Kansai International Airport Rotary Chapter, Japan NM NAIOP Chapter Keynote speaker - San Antonio CCIM Chapter CCIM national conventions NAR national conventions Central European Real Estate Association Network in Lodz, Poland

**Course Sponsors &  
Venues**

Albuquerque Metropolitan Board of Realtors  
Appraisal Institutes Tax Panel (2004)  
Association of College and University Housing Officers  
CCIM institute  
CCIM national conventions  
CCIM Partner meetings  
Central European Real Estate Association Network in Lodz, Poland  
Century 21 Realtors  
City of Albuquerque  
Coldwell Banker Commercial Realtors  
Commercial Association of Realtors in NM  
Commercial Association of Realtors in NM  
COREfac  
Denver University  
Greater Albuquerque Association of Realtors  
Greater Nashville Association of Realtors  
Guangzhou Realtors Association  
Institute of Real Estate Management  
International Economic Development Council  
International Economic Development Council  
Johnson County Community College (Kansas)  
Kansai International Airport Rotary Chapter, Japan  
Keynote speaker - San Antonio CCIM Chapter  
LGPP/IREM Conference in Poland  
Mount Royal College (Calgary)  
NAR national conventions  
New Mexico Real Estate Commission  
NM NAIOP Chapter  
Polish Real Estate Federation  
Real Share Conference on Technology in Commercial Real Estate (Anaheim)  
RealComm 2005 Conference  
Risk Management Association  
Russian Real Estate Guild  
San Diego State University – Joan Kroc Institute for Peace & Justice  
The Jacksonville Association of Realtors  
Tong Ji University of Shanghai  
University of International Business and Economic in Beijing  
University of Southern California  
US Agency for International Development

## Volunteer Assignments

Board Member, St. Mary's school/advisory council (2006-2009)  
President, St. Mary's school/advisory council (2007-2008)  
CCIM National - Body of Knowledge (2005-2008)  
Chair, Albuquerque Civic Trust (2006-2008)  
Board member, NM CCIM Chapter (1993-1997, 1999-2005)  
Fannie Mae Advisory Committee, NM Partnership office (2000-2005)  
CCIM National - Elected CCIM Councilor (2000-2003)  
CCIM National - International Operating Committee - Member at Large (2002-2003)  
President, Encino Development & Management (non-profit senior housing) (2001-2002)  
CCIM National - 102 Course Chair (2001-2002)  
CCIM National - 102 Course Rewrite committee (2001)  
CCIM National - ITA Committee Chair (2001-2002)  
CCIM National - CCIM Technology Chair (2001-2002)  
Board Member, Encino Development & Management (2000-2003)  
CCIM National - Professional Steering Committee - Member at Large (2000-2001)  
CCIM National - CCIM-STDB Oversight Committee (2000)  
CCIM National – CCIM Ambassador to Poland (1998-2001)  
Member AMBR Leadership Class (2000)  
President neighborhood coalition, City Council District 5 (2000)  
Mayor's appointee to City of Albuquerque Infill Task Force, vice chair (2000)  
President, Pueblo Alto Neighborhood Association (1999-2000)  
CCIM National - CCIM Pro-Society Committee Member (1999-2000)  
CCIM National - CCIM Technology Vice-Chair (1999-2000)  
CCIM National - CCIM Legislative Affairs Committee Member (1999-2000)  
CCIM National - Education Marketing (1998-1999)  
President, NM CCIM Chapter #10 (1996)  
AMAFCA Bond Committee Board Member (1996)  
Director, Realtors Association of NM (1996)  
Founder & first president Commercial Association of Realtors (CARNM) in NM 1995-1996  
Board Member Coalition for Quality Growth (1995-1996)  
Board Member Leasing Information Network (1993-1994)

**Expert Witness &  
Testimony**

Albuquerque City Council  
NM District Court  
City of Albuquerque Zoning Hearing  
City of Albuquerque Design Review Board  
City of Albuquerque Development Commission  
City of Albuquerque Council Finance Committee  
Bernalillo County Commission  
State of NM Tax Protest Board  
Governor's finance board (NM)  
Rio Rancho City Council  
Las Cruces City Council

**Current membership**

Member Urban Land Institute  
Member CCIM institute  
Member National Association of Realtors  
Member National Association of Industrial and Office Parks  
Member National Low Income Housing Coalition  
Member NM CCIM Chapter  
Member Central AZ CCIM Chapter  
Member CO CCIM Chapter  
Member San Diego CCIM Chapter  
Member Orange County CCIM chapter  
NM Rotary Club of Albuquerque  
Commercial Association of Realtors in NM  
Realtors Association of NM

**Professional Experience**

NM Real Estate Broker's License #13711 since 1996  
NM Real Estate Salesperson's License #28636 since 1989  
NM Appraisal License 1992-1993

Participated in the marketing and/or selling of 11,000+ apartment units, in some 400+ transactions totaling \$400M

Participated in the protesting of property tax values in over 1,000 cases winning 98% of the cases with an average reduction of 24%

Auctioned off hundreds of properties for RTC/FDIC and local banks in the late 1980s/early 1990s

Own and manage private real estate portfolio since 1990

**Recent  
Consulting Assignments**

Market Study – Broadstone Andalucía Luxury Apartments Coors/Montano, Albuquerque NM  
Market Study – San Pedro/Alameda Luxury Apartment site, Albuquerque NM  
Market Study – El Vado Motel - Route 66, Albuquerque NM  
Market Study - Renovation of Old Albuquerque High School, Albuquerque NM  
Market Study - Luxury Housing, Montano/Coors, Albuquerque, NM  
Highest and Best Use Analysis –city block in downtown Albuquerque  
Master Plan & Highest Best Use Analysis – 1,000 acres, Tulsa, OK  
Market Study & Highest Best Use Analysis – ABQ Uptown Phase III  
Market Study - Retail/Office site across from IKEA in Agave Business Park, Tempe, AZ  
Market Study - Housing needs for Hobbs, NM  
Market Study - Office Condos, Plaza Maya, downtown Albuquerque  
Market Study - Apartment site Tempe, AZ

Market Study - Housing assessment for Angel Fire, NM  
 Market Study - Downtown Restaurants, Albuquerque, NM  
 Market Study - APS/Education GAP analysis for Longford Homes, Albuquerque, NM  
 Market Study - Two square blocks downtown for 975 condo/apartment units, Tampa, FL  
 Market Study - Focus Groups – Sawmill Lofts / LIHTC Albuquerque, NM  
 Market Study - Downtown Apartment Site (Hyder) , Albuquerque, NM  
 Market Study - Downtown Apartment Site (Silver Court) , Albuquerque, NM  
 Market Study - Work Force Housing/SRO, Albuquerque, NM  
 Market Study -Luxury Housing, Montano Plaza, Albuquerque, NM  
 Market Study - MR plan Near Heights – City of Albuquerque, NM  
 Condo Analysis - Cherry Creek Apartments, Denver, CO  
 Market Study - ABQ Uptown Apartments (Phase II) Albuquerque, NM  
 Condo Analysis - Kaiser Building, downtown Oakland, CA  
 Market Study - De Anza Historic Hotel, Albuquerque, NM  
 Market Study - LIHTC – Villa de San Felipe apartments Albuquerque, NM  
 Market Study - Downtown Action Team, Albuquerque, NM  
 Market Study - Retirement apartments, Albuquerque, NM  
 Market Study - Intel Site Apartments, Rio Rancho, NM  
 Focus Groups - NextGen Artisan Cluster, New Mexico  
 Market Study - North Fourth Street Corridor, Albuquerque, NM  
 Market Study - Louisiana Apartments/LIHTC for Lovelace, Albuquerque, NM  
 Market Study - Apartments, Dallas, TX  
 Leasehold Analysis - Towne Park HOA, Albuquerque, NM  
 Created Forecasting Tools and course for Colliers International  
 Market Study – Arrowhead LIHTC Apartments for AMREP, Rio Rancho, NM  
 Financial Analysis – City of Albuquerque Multifamily Refinance/Acquisition  
 Co-Authored CCIM 102 Market Analysis Course  
 Hand Coded first Multiple List Service and CDROM for CARNM  
 Market Study –Townhouse market for AMREP, Rio Rancho, NM

**Published Articles**

The Benefits of a Paperless Office – Commercial Real Estate Journal – March 2008  
 Capital Markets Credit Crunch – NM Business Weekly – January 2008  
 Technology Blog in commercial real estate: [www.nmapt.com/tech](http://www.nmapt.com/tech)

**Clients**

Private Investors  
 Pension Fund Advisors  
 Regional Developers  
 Local Developers  
 REITs  
 Non Profit Corporations  
 Tenant in Common (TICs)  
 City Governments  
 Bankruptcy Trustees  
 NM Bankruptcy Court  
 California Probate Court  
 Home Owners Associations  
 Trade Associations  
 Fannie Mae  
 RTC  
 FDIC  
 NM Banks  
 NM Savings & Loans

**Coursework**

Completed all course work for CCIM education and awarded designation 1994  
 Completed all course work for CIPS designation