

Resume of D. Todd Clarke

Businesses	Owner/Qualifying Broker, American NM Apartment Advisors Inc. (2003-Today) Owner/Consultant, Cantera Consultants & Advisors Inc. (2003-Today) Member, Casitas Clarke LLC (apartment investments) Broker at Grubb & Ellis Lewinger Hamilton (1989-2003)
Professional Designations & Education	2 nd Generation CCIM #5728 (Certified Commercial Investment Member) 4 th Generation Commercial Realtor Native New Mexican UNM on Sterling Scholarship (1987-1990) Eldorado High School (1983-1987) Dale Carnegie Sales Course Graduate Fluent in Cobol, Fortran, Pascal, Basic, Logo and Assembly language
Awards & Recognition	CCIM NM Marketing Deal of the Year over \$1M (2014) Realtors Association of NM – Peggy Comeau Leadership Award (2013) RANM/NAR – Omega Tau Rho honoree (2013) CCIM NM Marketing Deal of the Year (2012) CCIM Institute Instructor of the Year (2011) IREM Academy of Authors (2011) Published App in iTunes store 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 (2004-2008) 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”
Instructor	CCIM Instructor since 1997 NM Real Estate Commission Approved Instructor
Course Instructor for	CCIM 101 – Financial Analysis CCIM 102 – Market Analysis CCIM 103 – User Decision 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 Confessions of a Commercial Real Estate Consultant (author) 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

Speaker at

Albuquerque Tech Fiesta 2014
Association of College and University Housing Officers
Association of Commerce and Industry (NM)
Albuquerque Metropolitan Board of Realtors
CCIM Live!
CCIM national conventions
Catholic Consultors/Archdiocese of Santa Fe
Central European Real Estate Association Network in Lodz, Poland
Coldwell Banker National convention
Commercial Association of Realtors in NM
Greater Albuquerque Association of Realtors
Housing Trust of Santa Fe Board
International Economic Development Council
MIPIM/LGPP/IREM Conference in Poland
Kansai International Airport Rotary Chapter, Japan
Keynote speaker - San Antonio CCIM Chapter
MFA Housing Summit 2013 & 2014
NM NAIOP Chapter
NM State Planning Conference
NMMFA Board
Paving Symposium (51st) - UNM
NAR national conventions (3)
Realtors Association of NM
RealComm 2005 Conference
Risk Management Association
Santa Fe Association of Realtors
Urban Land Institute (NM)
VAR State Association convention
Washington State Commercial Association

**Course Sponsors &
Venues**

Albuquerque Metropolitan Board of Realtors
Apartment Association of NM (IROs)
Appraisal Institutes Tax Panel (2004)
Arizona State University – Masters of Real Estate Development program
Association of College and University Housing Officers
Bank of American national headquarters
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
Lincoln Harris national headquarters

International Economic Development Council
 Japan IREM chapter #110
 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)
 Moscow, Russia, Ministry of Agriculture
 NAR national conventions
 New Mexico Mortgage Finance Authority
 New Mexico Real Estate Commission
 NM IREM Chapter
 NM NAIOP Chapter
 NM State Planners Association
 Polish Real Estate Federation
 Real Share Conference on Technology in Commercial Real Estate (Anaheim)
 RealComm 2005 Conference
 Risk Management Association
 Russian Guild of Real Estate
 Sacramento Association of Realtors
 SIGGRAPH – Santa Fe, NM
 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
 Urban Land Institute Emerging Trends in NM for 2011 & 2012
 US Agency for International Development
 Virginia Association of Realtors state convention 2011

Volunteer Assignments

Chairman, Co-Founder and executive director of the Ventana Fund (2014-2015)
 Vice Chair, Albuquerque Housing Authority Board of Commissioners (2015)
 Ad-hoc Committee of Immaculate Conception Church for St. Mary's rest home (2014)
 Auctioneer for St. Mary's "Pastabilities" Dinner (2014)
 CCIM co-chair, CCIM International task Force (2013-2014)
 Chair Downtown Action Team (2014)
 Board Member Urban Land Institute NM Chapter (2014)
 CCIM Curriculum Subcommittee as Technology Focus (2014)
 Vice Chair CCIM Marketing Committee as Vice Chair (2014)
 Commissioner, Albuquerque Housing Authority (2013-2017)
 CCIM Board of Directors (2011-2014)
 Course Chair CCIM intro (2013)
 CCIM Technology Curriculum committee member (2013)
 Chair –Bylaws rewrite committee for Downtown Action Team (2012)
 Master of Ceremonies/Auctioneer for St. Mary's "Pastabilities" Dinner (2008-2012)
 Board Member Urban Land Institute of NM (2012-2014)
 Board Member Apartment Association of NM (2012-2014)
 Co-Chair – Bylaws rewrite committee for NM Apartment Association (2012)
 CCIM National – Strategic Planning Committee (2011-2012)
 CCIM National – CIRE Journal editorial review committee (2011-2012)
 Vice Chair, Downtown Action Team Board of Directors (2011-2013)
 Review Board, Commercial Investment Real Estate magazine (2012-2014)
 Vice Chair – CCIM Course Chairs (2011-2012)
 CCIM National - Body of Knowledge –Chair (2011)

Volunteer, Albuquerque Heading home, homeless survey (2011)
 Co-Chair Apartment Association of NM – Governing Affairs Committee (2011-2012)
 Committee member for Metropolitan Homelessness Project (2010-2011)
 Elected Delegate for Ward 11 in Albuquerque to Republican state convention (2010)
 Apartment Association of NM – Governing Affairs Committee (2010-2011)
 St. Mary's Home Room Mom (2009-2010)
 Board Member, St. Mary's school Advisory Council (2006-2010)
 President, St. Mary's school Advisory Council (2007-2008)
 CCIM National - Body of Knowledge – Vice Chair (2010)
 CCIM National - Body of Knowledge (2005-2008)
 Science Fair Judge, Inez Elementary school (2005-2011)
 Albuquerque Civic Trust (2006-2008) - Chair
 Science Fair Judge, St. Mary's School (2009-2012)
 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)
 Co-Founder, Amiga Users Group of NM (1986)

**Expert Witness &
Testimony**

Albuquerque City Council
 Albuquerque Housing & Neighborhood Economic Development Fund (UDAG)
 NM District Court
 NM Mortgage Finance Authority
 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
 State of NM Department of Transportation Condemnation proceedings
 Governor's finance board (NM)

Rio Rancho City Council
Las Cruces City Council

Current membership

Member Urban Land Institute
Member CCIM institute
Member Institute of Real Estate Management
Member National Association of Realtors
Member National Association of Industrial and Office Parks
Member National Low Income Housing Coalition
Member NM CCIM Chapter
Member Apartment Association of NM
Member Central AZ CCIM Chapter
Member Colorado 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 excess of \$2B in 1,000+ cases winning 97% 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. Owner and manager of private real estate portfolio since 1990.

**Recent
Consulting Assignments**

Consulting – hired by NM Real Estate Commission to review Mandatory Course, survey 8,667 licensees and make recommendations for new course curriculum
Expert Witness – Property tax protest case - \$39M golf resort community in Quay County
Market Study – Uptown Transit Center (200+ units)
Expert Witness – commercial real estate case involving multiple transactions including ABQ’s first skyscraper
Market Study – Rio Rancho apartments near new downtown city center (200+ units)
Market Study – Rio Rancho apartments near Highway 528/Highway 550 (100+ units)
Market Study – Casa Grande site, Albuquerque, NM
Housing Needs Assessment – Rail yard facility, South Broadway/Barelas Neighborhoods.
Market Study – Mariposa Master Planned Community Apartment site, Rio Rancho NM
Developed & implemented marketing strategy for Village at Four Hills-120 unit community (property increased occupancy from 60% to 84% in 120 days)
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
Coauthored – Understanding NM’s property tax system – 400 page textbook and course
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
Expert Witness – Eminent Domain case for freeway off ramp at San Mateo Blvd. & Interstate 40, Albuquerque, NM
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
Analyzed/Developed system and programming for Towne Park HOA Water submetering and bill back program

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-Authoring CCIM 102 Market Analysis Course
Hand Coded first Multiple List Service and CDROM for CARNM
Market Study –Townhouse market for AMREP, Rio Rancho, NM

**Recently Published
Articles**

Technology journalist for the IREM institutes Magazine, *Journal of Property Management* (2009-2013)
Aerotropolis – city of the future – CCIM Magazine – September/October 2011
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.canteraconsultants.com/tech
Confessions of a Commercial Real Estate Consultant Blog: www.toddclarke.com

Clients

Private Investors
Pension Fund Advisors
Regional Developers
Local Developers
REIT's
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 1995
Completed all course work for CIPS designation