



As a fourth generation New Mexican and Realtor®, and a second generation CCIM designee, Todd Clarke, CCIM, has deep roots in commercial real estate. After a dozen years at a large national firm, in 2000, Todd created two companies, NM Apartment Advisors Inc. and Cantera Consultants & Advisors.

NM Apartment Advisors Inc. is a member of the American Apartment Advisors network and its brokerage team has marketed and/or sold 12,000+ apartment units in over 400 transactions totaling in excess of \$400M. Under the American Apartment Advisors name, Todd has co-listed apartment communities across the country with fellow CCIM's including a 2007 transaction for a \$6M apartment community in San Diego California that led to CCIM Partner of the year award for CCIM's involved in the sale.

Cantera Consultants & Advisors Inc. offers consulting, development, market studies, focus groups, property tax protests, and expert witness services for clients on an international level. Recent assignments include downtown revitalization efforts in Oakland, Albuquerque, and Tampa, as well as master plans for vacant land parcels in Albuquerque, Tempe, and Tulsa. Assignments vary from affordable housing to luxury housing, from mixed use lifestyle centers to single resident occupancy apartments, from office towers to highest and best use analysis for old high schools, all with a focus on how to best add value for the client.

Todd has taught courses for the University of International Business and Economics in Beijing, US AID, the Polish Real Estate Federation, The City of Albuquerque, International Economic Development Council, The Jacksonville Association of Realtors, the Guangzhou Realtors Association, the Greater Nashville Association of Realtors, COREnet, the Institute of Real Estate Management, New Mexico Real Estate Commission, the Russian real estate Guild, Coldwell Banker Commercial, Denver University, Albuquerque Metropolitan Board of Realtors, Tong Ji University of Shanghai, Century 21, University of Southern California, and of course, the CCIM institute.

Todd is a featured lecturer and keynote speaker, having developed courses that include. "Perfecting your Presentation," "Implementation of Technology (Gadgets/Gizmos)," "5 Revolutions – Your Web Presence," "The Paperless Office", "Website Marketing as a Key Component of Your Sales Plan," and "Aggressive Apartment Marketing" for CCIM Chapters, trade associations, Real Share, National Association of Realtors®, local boards of Realtors®, private companies, and individuals on an international level.

Todd has won several marketing awards from the NM and San Diego CCIM chapters as well as Commercial Broker of the year in 1996.

On a local volunteer level, Todd has run several non-profits with a downtown or affordable housing focus, including the St. Mary' school board, Encino Development & Management and the Albuquerque Civic Trust.

In addition to being a CCIM instructor, Todd is a former CCIM ambassador to Eastern Europe, has served or chaired various committees for the CCIM Institute, including former chair of the Education Committee and Technology committees. He is a past president of the New Mexico CCIM Chapter and the founding president of the New Mexico Commercial Association of REALTORS®.