

Nob Hill Crossings Acoma & Alvarado SE



Additional resources

Register for More Information: www.nmapartment.com/nobhillscrossings



Units: 36

Land Size: 0.4779 ac

Ask Price: \$495,000

Zoning: R-MH

**Development site for 36 Units
In an Underserved market**

Albuquerque is an underserved market that needs 16,268 more additional multifamily rental units and is experiencing phenomenal rent growth from all of the new Netflix, Intel, Amazon and other jobs

EDITORIAL

HOUSING CRISIS

More inventory the real key to tackling soaring rents

There's a housing crisis in Albuquerque, and it doesn't just involve those living on the streets or in their cars.

Out of sight but top of mind for untold thousands of New Mexicans are soaring rental costs. According to [Rent.com](#), the average monthly rent for a one-bedroom apartment in the Duke City has gone up 42% during the pandemic. Mayor Tim Keller says rent in Albuquerque has increased an average of 22% just this year.

Renters of one-bedroom apartments in Albuquerque are paying an average monthly rent of \$1,155. That's up from \$1,064 a year ago and \$812 at the outset of the pandemic.

According to Albuquerque leaders, half of all renters in the city are paying more than 30% of their monthly income for housing — in addition to higher prices for everything else amid the worst inflation in 40 years. That's unsustainable.

The New Mexico Supreme Court in 2020 placed a moratorium on eviction cases related to nonpayment of rent. It was a necessary pandemic safeguard, but the moratorium was phased out this spring and now many Albuquerque residents are seeing their monthly rental costs increase by more than \$200.

A lot of renters are making hard choices, such as Albuquerque's Mia Augustson, who told a Journal reporter she and her spouse have given up their car, put off some health care and called off a planned 20th anniversary celebration after their landlord raised their rent earlier this year by more than \$200.

And while the idea of rent control emerged in Albuquerque as a remedy, it's a seeming short-term fix with long-term negative consequences. It bears pointing out that efforts at rent control in major cities across the U.S. have failed to address the need for more, and more affordable, housing inventory while creating an underground subleasing market.

In fact, local commercial developers and apartment managers say that even the words "rent control" have a chilling effect on expanding housing stock. The last thing the city needs is to put up a "closed for business" sign to investors and developers when the Albuquerque area needs between 13,000 and 33,000 more units. The City Council was correct to overwhelmingly reject a rent control resolution last month by a 7-2 vote.

So what should be done?

The Keller administration has proposed a Housing Forward ABQ initiative that could help with what the mayor calls the "low-hanging fruit" of converting hotels/motels into apartments. If successful, the effort could increase some housing stock in the short term, revitalize blighted areas, keep private properties on the tax rolls and ramp up housing and construction jobs through training programs.

It's an interesting proposition because the city has had real successes converting problem and underutilized properties.

For example, the Metro Redevelopment Agency in 2016 purchased and rehabilitated the blighted El Vado motel into a boutique hotel with commercial tenants.

The El Vado Place apartments have 32 units, 24 of which are affordable.

A similar development is underway for the Imperial Inn in East Downtown. It is a mixed-use development with 16 residential suites, 52 guest rooms, and more than 4,000 square feet of rentable commercial space for retail and restaurants. And the Sundowner was formerly a 110-room motor-court motel on Route 66 that was rehabilitated in 2014 into 71 mixed-income rental units, 60 of which are affordable.

All were vacant or run-down before their conversions, and all are public-private partnerships.

The aim of the city's Housing Forward ABQ initiative is to create 5,000 new housing units by 2025 above what the private housing market will provide. Two years ago, a study found Albuquerque was shy 15,500 affordably priced units to meet the need of its poorest residents. Albuquerque officials say that gap has only widened, and Keller recently said "this is a massive problem structurally."

The initiative also includes converting commercial and office buildings into apartments, and modifications of the city's Integrated Development Ordinance to allow for more "casitas" on single-family properties and to adjust parking requirements to promote higher-density housing. It makes sense to update the IDO to allow more flexibility, such as not requiring full kitchen facilities in converted housing units. For many, a microwave and toaster oven suffice in place of a full oven and stove.

And there is clearly a need. The City Council has appropriated \$15 million for housing vouchers, but city leaders say it's often difficult for voucher recipients to find rental properties that accept them. Meanwhile, city leaders estimate there are 22,000 unhoused households needing permanent supportive housing.

Keller says about 40 new people move into the Albuquerque area every day. Todd Clark of New Mexico Apartment Advisers points out jobs from Netflix, Amazon, Facebook and Intel are great, but they also create pressure on the housing market. "The reason we have double-digit rent growth and 30% appreciation in single-family (units) is because we have all these phenomenal new jobs that our economy hasn't seen in well over a decade," he said.

And a housing shortage makes it more difficult to create and attract jobs.

Albuquerque, like many other cities in New Mexico, has underutilized commercial and office properties. Downtowns are struggling all over the state and need revitalization. And the housing crisis needs to be addressed to meet immediate housing needs — from perennially expensive Santa Fe to the currently booming oil patch.

Albuquerque's effort at public-private property conversions could fill in the immediate gaps and work as a template for other communities. Only through boosting the housing inventory will skyrocketing rental costs stabilize and ensure more people have a steady place to live.

EBA For Albuquerque Area

updated 10/29/2022

# of new jobs	Basic	Basic Jobs	Non Basic Jobs	Total Jobs
F.A.A.(I).N.G effect				
Facebook Construction (est.)	500	N	500	500
Facebook Data Center Operations	35	Y	35	35
Fidelity Investments	240	S	106	134
Amazon Fulfillment Center - Project Chico	1,500	Y	1,500	1,500
Amazon Sortation Center - Project Nico	200	Y	200	200
Amazon Los Lunas - Project Charlie	600	Y	600	600
Amazon Airport	?			
Intel Construction	1,000	N	1,000	1,000
Intel Expansion	750	Y	750	750
NBC Universal Studio	330	Y	330	330
NetFlix Construction	1,000	N	1,000	1,000
NetFlix Production	1,500	Y	1,500	1,500
Lancs Industries	70	Y	70	70
LQ Digital	100	Y	100	100
Blue Halo additional jobs (over 260)	64	Y	64	64
MTX Group Inc (Downtown)	250	Y	250	250
Manna Capital LL	950	Y	950	950
Curia	270	Y	270	270
Vexus Fiber Optic	200	N	200	200
KAFB Space Force	100	Y	250	250
	9,659	-	6,975	2,834

EBM (Bernalillo County)

Total New Jobs	54,681	2,834	57,515
P/E Ratio =			2.17
Total New People			124,808
# of persons per household			2.52
Total New Households			49,527
% that own			35%
# of new single family residences needed			32,193

% that rent

# of new apartments needed at 100% occupancy	17,334
Occupancy Rate at ideal market balance	95%

# of new apartments needed at 95% occupancy	18,247
# of apartments built in 2020-2022	1,979
NEW Gap	16,268

For Sale - Land Site at Nob Hill Crossings

NM Apartment Advisors and Maestas Real Estate Services are proud to bring to 0.4779 acre development site zoned Mixed Use Transitional with building concept plans. Almost shovel ready! Welcome to the land at Acoma / Alvarado SE.

Current owner has building plans / floor plans for 36 units on this site, with current rents, the development model supports a price of \$587,904.

Do not miss out on this rare opportunity to build into the #1 market in the country for rent growth.

Development Highlights

Ask price : **\$495,000**

\$/unit: \$16,331

\$/sf: \$28.24

Projected Average Rent: \$1,693

Average two bedroom rent for new
construction: \$1,820

Projected Rent per sf: \$3.01/sf

Total Bldg. Size 19,992 sf

Zoning: R-MH allows
65' tall building, zoning
may allow height exception
to 77' if built for work
force housing

Deliverables from the Owner/Developer:

- Site Plan for 36 units
- Floorplans
- Renderings



Anita Maestas

Qualifying Broker

Maestas Real Estate Service

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Area activity



FOTOVAN

Announced late in January 2024, Children's Promise Center is building a 14,000 square foot facility one long block from the location of this site.

EDUCATION

CHILD CARE FACILITY PLANS EXPANSION

Children's Promise Centers to open in International District

BY AAYUSH GUPTA
agupta@bizjournals.com

Children's Promise Centers will open a new location in the International District later this year.

The 14,000-square-foot facility is located at 401 Alvarado Drive SE. The center will provide child care and education for most students through the New Mexico child care assistance program, which subsidizes the cost of child care for families at or below 400% of the federal poverty level, according to its website.

Services are for children aged six

weeks and up. The facility has the capacity to care for 164 kids during the day and 120 at night, Owner Rachel Davis said.

The complex will be open daily from 6 a.m. to 2 a.m. Davis said she will hire 50 employees including teachers, an executive chef and administrative staff.

The new child care center is anticipated to open by this spring, Davis said.

"We want to help change the lives of the families in the area and feel like the International District gets a really bad name for a lot of things," Davis said. "So, we are going to go in and help a lot of the working families that are in that neighborhood to give them something that would help support their family in everything they're doing."

Davis said she purchased the building in January 2023 for \$1 million before hiring Innovate Con-

▲ A new child care facility is coming to the International District this spring.

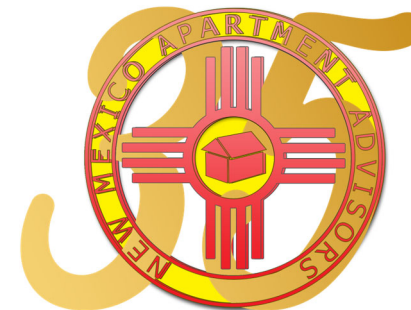
struction to renovate the facility, she said.

The \$2.3 million renovation project included new classrooms, a commercial kitchen, playgrounds, a coffee bar and a community space for events and programs. Davis also received a \$1.5 million grant from the state to help cover the cost of new furniture, a playground, initial staff salaries and equipment.

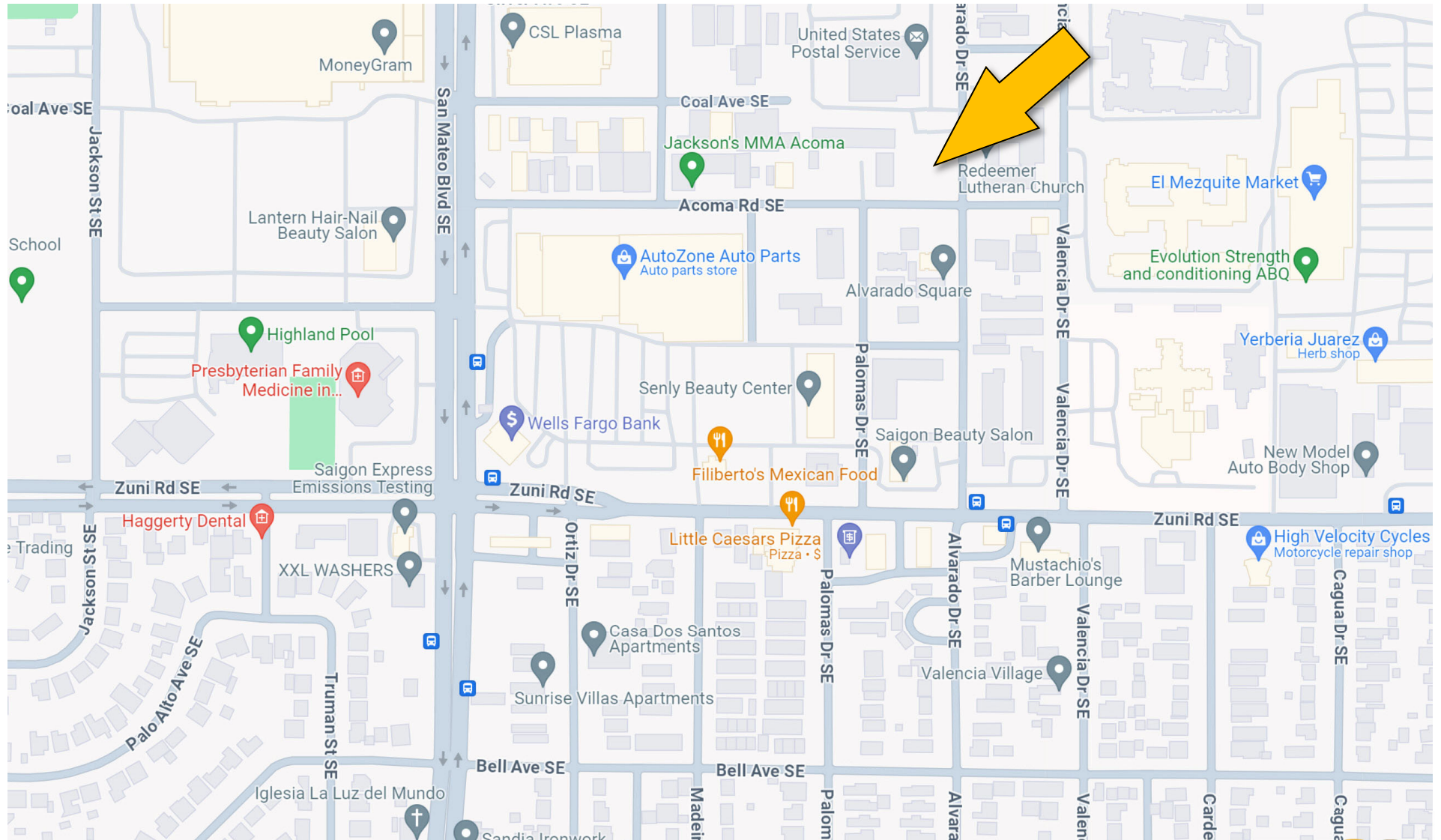
In addition to child care and education, Davis said she will look to provide on-site therapy and weekly meals for families.

Children's Promise Center is a nonprofit daycare and a subsidiary of Community 54:13, an organization aimed at providing Christian-based family programs, education and support for the community, according to its website.

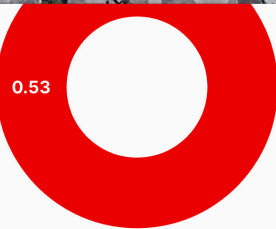
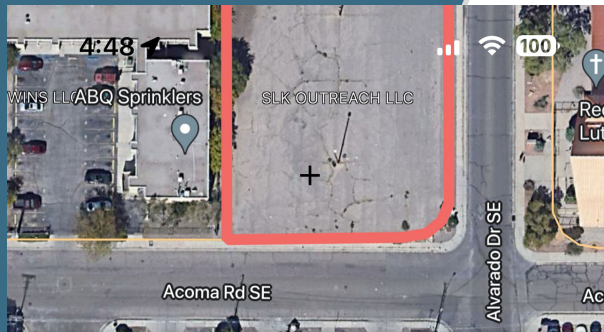
In 2009, Davis opened her first child care facility at 12855 Eastridge Drive NE.



Location Map



Property tax and legal description



(in acres)

Developed Medium Intensity

0.53

Value

\$115,500	\$0	\$115,500
Market Value	Building	Land

Buildings

0	--	--
Buildings	Stories	Area (ft²)

Other Information

***A-2 DIVISION OF LANDS OF REDEEMER LUTHERAN CHURCH**

Legal Description



SLK OUTREACH LLC

Owner

ACOMA

Address

101805712509131537

Parcel ID

UPDATED 2023-Q2

County

Navigate

Send

Location

ACOMA RD SE
Albuquerque, New Mexico
Bernalillo County
Albuquerque Public Schools

Mailing Address

12105 SIGNAL AVE NE ALBUQUERQUE NM 87122-1514



Exterior Renderings

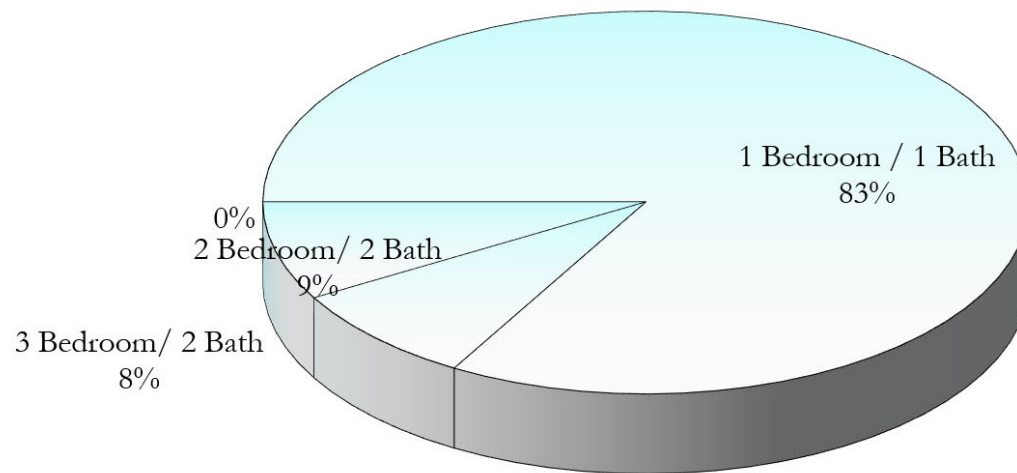


Development Model - potential rents

Financial Analysis Unit Mix: Nob Hill Crossings

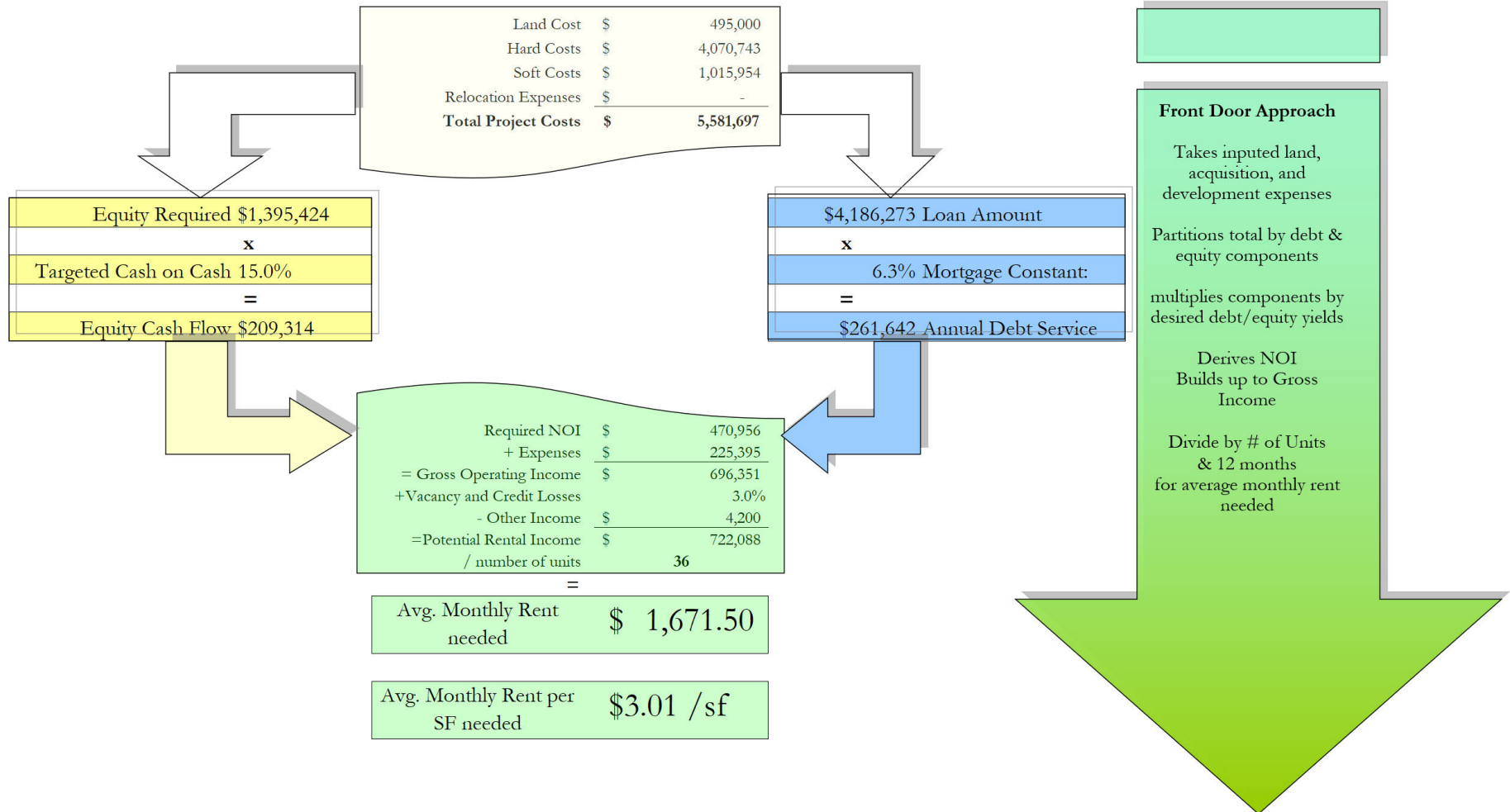
Unit ID	Unit Type	Style	# of Units	Square Feet	Rent	Rent/ SF	Total Square Feet	Total Monthly Rent	Total Annual Rent
	1 Bedroom / 1 Bath		30	500	\$1,650	\$3.30	15,000 sf	\$49,500	\$594,000
	2 Bedroom/ 2 Bath		3	748	\$1,820	\$2.43	2,244 sf	\$5,460	\$65,520
	3 Bedroom/ 2 Bath		3	916	\$1,995	\$2.18	2,748 sf	\$5,985	\$71,820
Totals			36	Avg. =	\$1,693		19,992 sf	\$60,945	\$731,340
Averages							555 sf	\$1,693	
								\$3.05 /sf	

Unit Mix Summary



Development Model - Front door approach to rents

Front Door Approach : Nob Hill Crossings



Register for documents available to qualified developers in confidential document center:
www.nmapartment.com/acoma-alvarado-land



Development Model - Back door approach to value

Back Door Approach : Nob Hill Crossings

Potential Rental Income	\$	731,340
Vacancy Loses		3.0%
Effective Rental Income	\$	687,825
Other Income	\$	4,200
Gross Operating Income	\$	692,025
Operating Expenses	\$	225,395
Net Operating Income	\$	466,630

Annual Debt Service \$373,304

Cash flow before Tax \$93,326

Cash on Cash Target 15.00%

=

Justified Equity Amount \$622,173

Debt Cover Ratio 1.25

Annual Debt Service \$373,304

Mortgage Constant 7.39%

=

Justified Loan Amount \$5,052,428

Justified Total Cost	\$	5,674,601
Development Budget	\$	5,581,697
Surplus/Shortfall	\$	92,904
All Costs except Land	\$	5,086,697

Justified Land Cost	\$	587,904
Per Sf	\$	28.24
Per Acre	\$	1,230,181
Per Unit	\$	16,331

Back Door Approach

Takes inputted rents
deducts expnses
services NOI

Partitions NOI into
ADS & CFBT

Divides ADS & CFBT
by equity/Debt yields

Arrives at Maximum
Amount for equity and
debt components

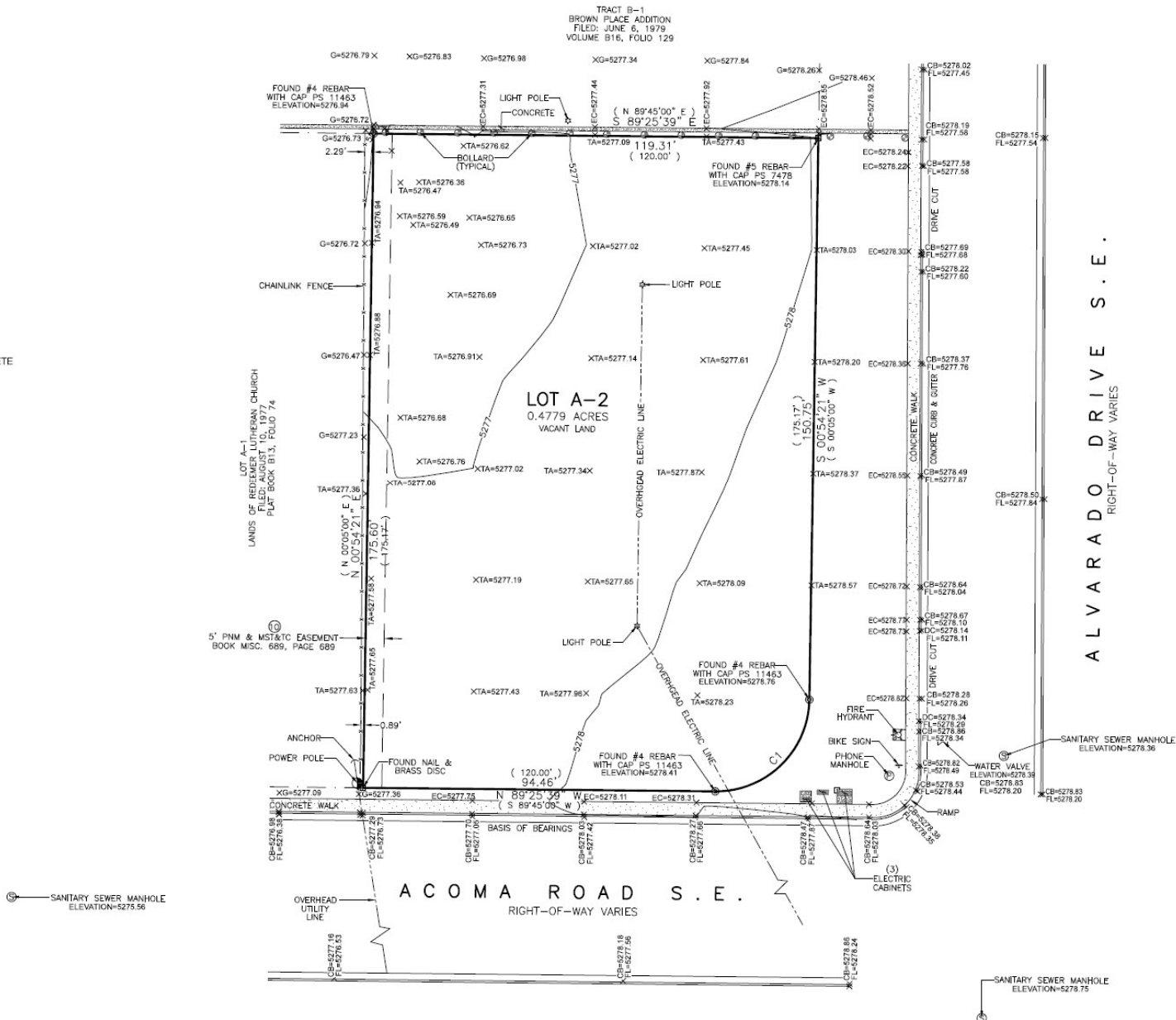
Total

Divided by size of land

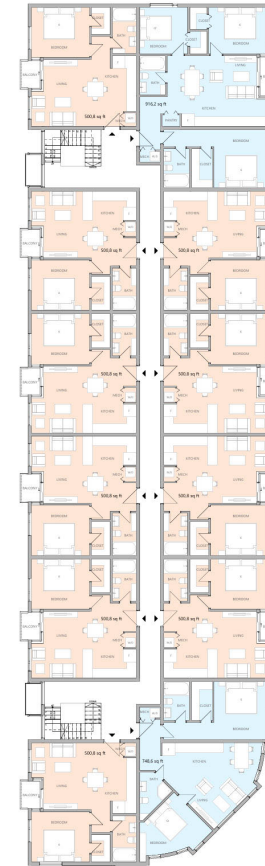
Full development model available in excel
format in the confidential document
center to qualified investors/developers
who execute the online confidentially
agreement at
www.nmapartment.com/nobhillscrossings



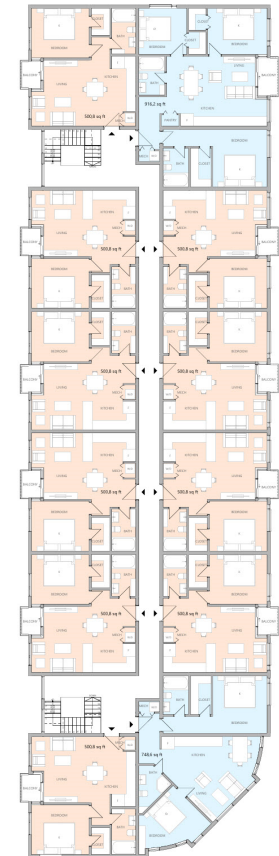
Survey



Site/Floor plans

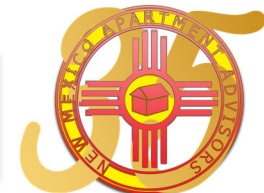


SECOND FLOOR



THIRD FLOOR

Register for documents available to qualified developers in confidential document center:
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Reasons to invest in Albuquerque, NM

Albuquerque is home to

Three of the six F.A.A.N.G. tech companies:



Facebook

Data Center

A



Distribution center under construction—announced 1,000 new jobs

A

Apple

N



announced \$1 Billion of new programming

G

Google

Due to Sandia and Los Alamos National (nuclear) Laboratories - New Mexico has more PhDs per capita than any other state.

#3rd place in United States for Film and TV

The city has made a major investment in its transportation corridor - along historic Route 66 the new A.R.T. or Albuquerque Rapid Transit has been installed - a \$130M investment and upgrade into this transit corridor. Did you know that apartment communities in the top 10% of walk, bike or transit scores achieve 25% higher rents?

Albuquerque offers over 300 days of sunshine, ski and golf in the same day, hundreds of miles of biking/hiking trails, more parks/open space per person and North America's largest bosque forest.

Forbes

Best Places for Business
#1
ALBUQUERQUE,
NEW MEXICO

Albuquerque, New Mexico in the news

- ☑ **9th best mid-sized city of the Future**
Foreign Direct Investment magazine—03/2015
- ☑ **6th best city to travel to for food snobs**
Travel+Leisure—03/2015
- ☑ **America's best city for Global Trade for Skilled Workforce**
Global Trade magazine—11/2014
- ☑ **3rd best city for rent growth**
All Property Management as reported in ABQ Journal—10/2013
- ☑ **6th best city in US for connecting workers to jobs using Public Transportation**
Brookings Institute—July 2012
- ☑ **One of the 10 best park systems in the nation**
Trust for Public Land—2012
- ☑ **3rd most fittest city**
Men's Fitness Magazine—2012
- ☑ **3rd best city to make movies**
Moviemaker.com—June 2012
- ☑ **Top 25 best places to Retire**
CNNMoney.com—Sept. 2011
- ☑ **15th best city in Bloomberg's Business Week (best cities)**
Bloomberg's Business Week—2011
- ☑ **#17th best bike friendly city**
Bicycling Magazine—2010
- ☑ **Top Ten for Being a Healthy Community**
Outside Magazine—#6—August 2009
- ☑ **One of the Best Cities in the Nation**
Kiplinger Magazine—#2—July 2009
- ☑ **Top 10 places to Live**
U.S. News & World Report—June 2009
- ☑ **AAA rates Albuquerque 2nd in vacation affordability**
American Automobile Association—June 2008
- ☑ **UNM Anderson School Ranked in Global 100**
Aspen Institute, October 2007

Kiplinger

Millionaires in America 2020: All 50 States Ranked | Slide 9 of 52

44. New Mexico



MILLIONAIRE HOUSEHOLDS: 40,450

TOTAL HOUSEHOLDS: 813,135

Concentration of Millionaires: 4.97%

RANK: 43 (+1 from last year)

MEDIAN INCOME FOR ALL HOUSEHOLDS:

\$47,169

MEDIAN HOME VALUE: \$174,700

New Mexico is a land of stark contrasts when it comes to its millionaire population. Los Alamos, New Mexico – best known for the world-famous Los Alamos National Laboratory – seems like an unlikely place to find a lot of millionaires. **But at 13.2%, it has the second-highest concentration of millionaires per capita of any city in the U.S.**

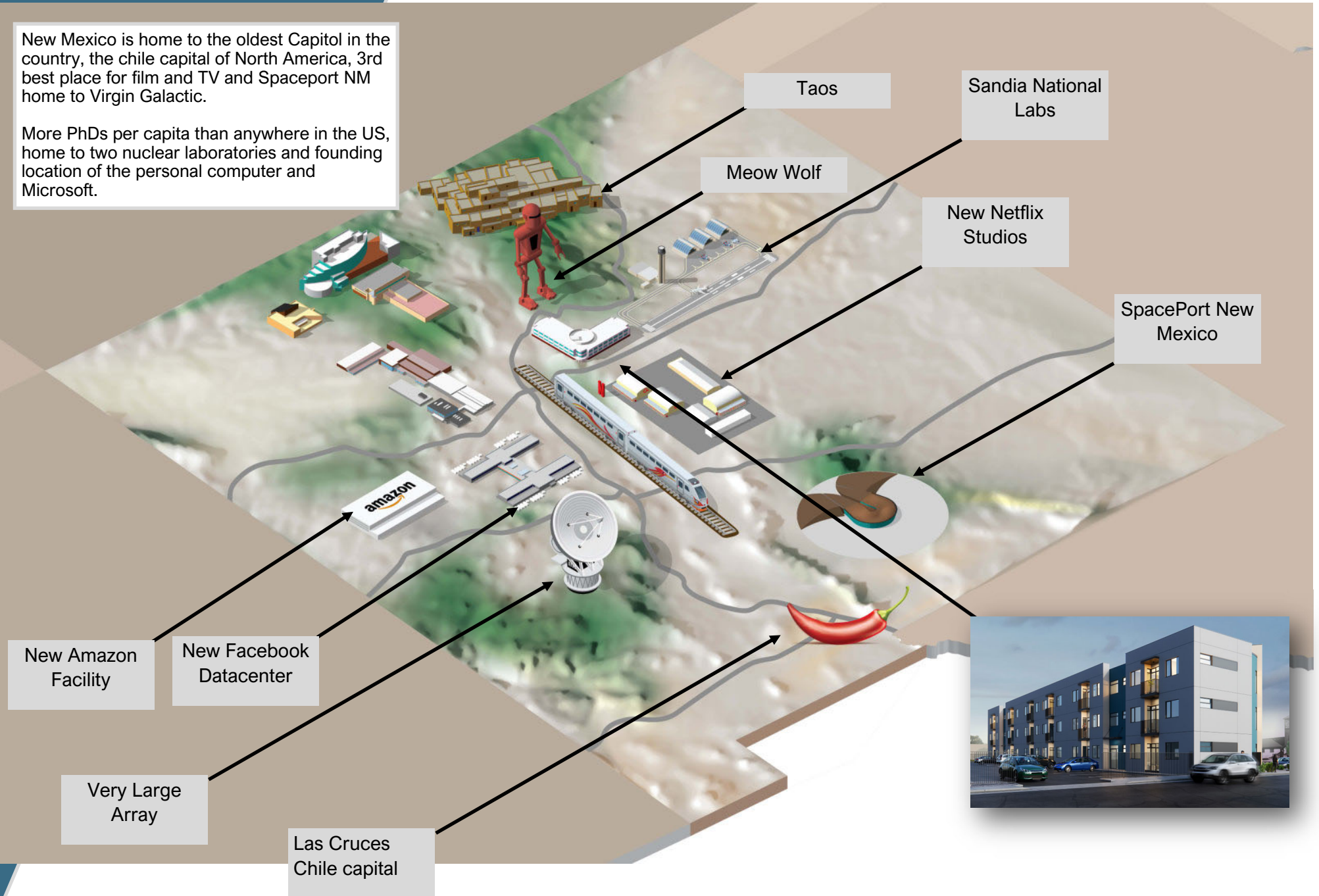
In addition to medicine, top-paying jobs are found in general internal medicine, engineering management and psychiatry.

Yet outside of Los Alamos, the state's concentration of millionaires puts it in the bottom 10 in the U.S. Fewer than 1 in 20 households claiming investable assets of \$1 million or more.

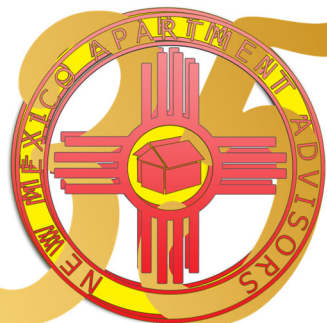
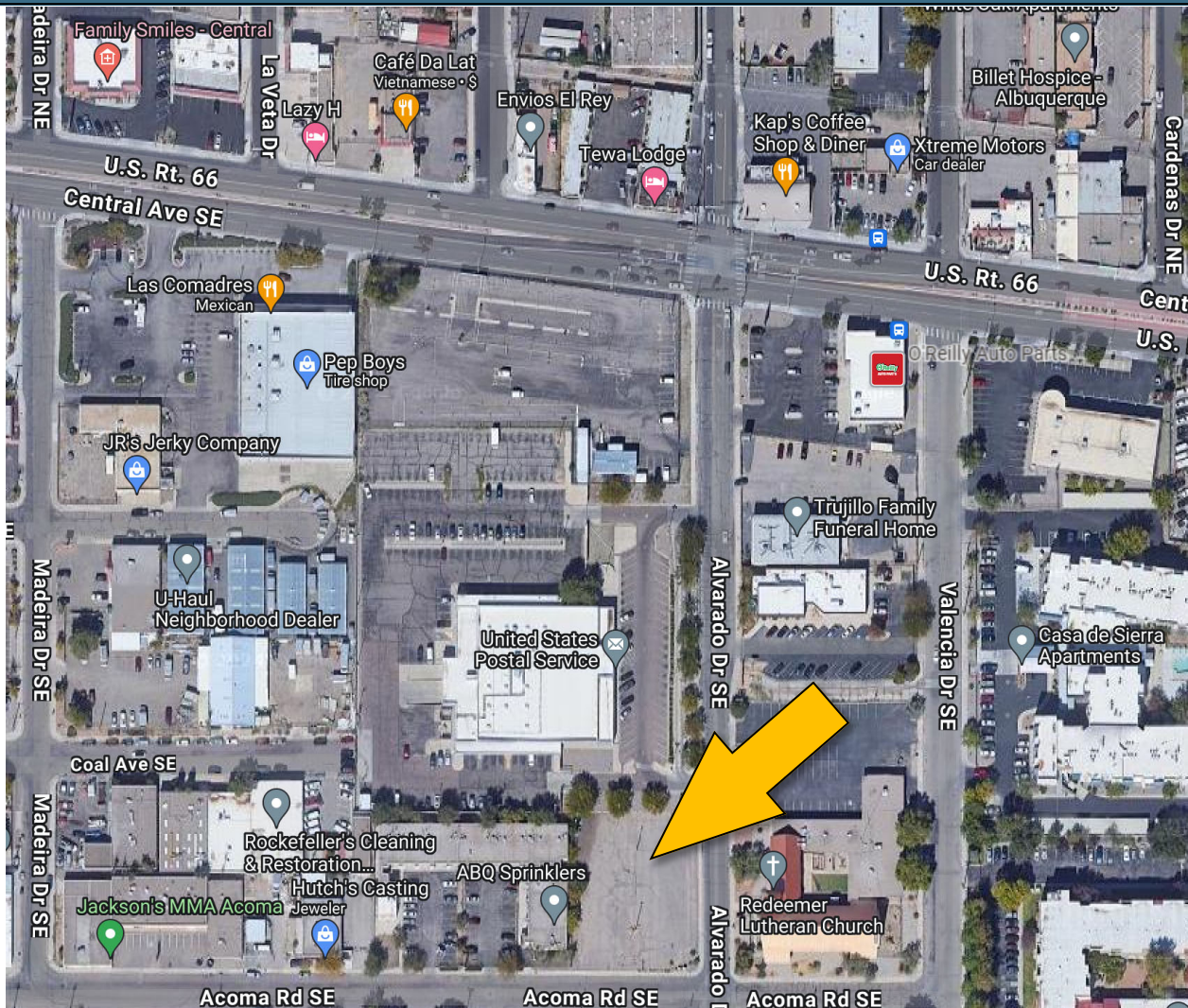
New Mexico is on the international map

New Mexico is home to the oldest Capitol in the country, the chile capital of North America, 3rd best place for film and TV and Spaceport NM home to Virgin Galactic.

More PhDs per capita than anywhere in the US, home to two nuclear laboratories and founding location of the personal computer and Microsoft.



Aerial/Brokerage Info



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qualified developers who may register for at
www.nmapartment.com/nobhillcrossings**