

La Joya Street development site
Española, Santa Fe County, NM 86632



Additional resources

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

High demand market needs over 32,000 units
in the area due to expansion of a major,
multi-billion dollar employer.

Potential
Units: 66

Land Size: 11.33 acres
In Two parcels

Ask Price: \$1,100,000

QCT: Y

OZ: N

Zoning: R-6 Urban
Residential

**Development site for 66 townhouse style
rental units in underserved market**

The need: Northern NM is in a housing shortage following the statewide shortage of over 32,000 units

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 reporter's put off anniversary their rent And wh querque a long-term that effort U.S. have affordable ground su In fact, I managers a chilling thing the sign to inv area need City Coun rent contr So what The Kel forward the mayor hotels/mo could incr revitalize the tax ro jobs thro It's an i had real s lized prop For exa 2016 parcel hotel into

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 Sdownner 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.

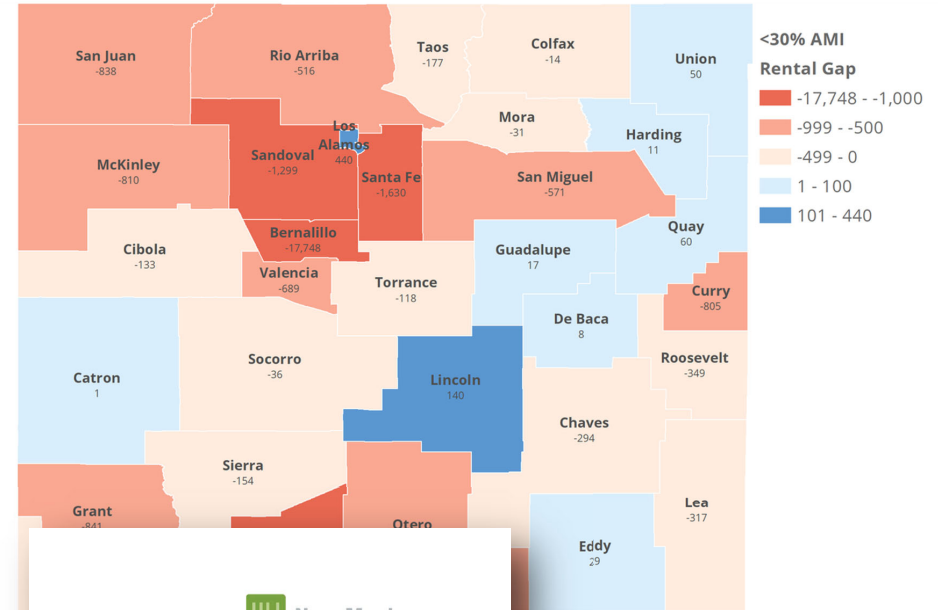
The aim of the city's Housing Forward ABQ initiative is to create 5,000 new housing units by 2025 above what the private housing market will provide. Two years ago, a study found Albuquerque was shy 15,500 affordably priced units to meet the need of its poorest residents. Albuquerque officials say that 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



**Current 0-30%
AMI Rental
"Gap" = 32,000
rental units, 2019**

Gaps represent the difference between the state's lowest income renters and the number of affordable units to house them. Negative numbers indicate a shortage of affordable units



ULI New Mexico

Policy Research.

"ULI New Mexico facilitates an open exchange of ideas, information, and experiences among industry leaders and policy makers dedicated to creating better places to live, work and play"

Espanola Housing Summit

APRIL 21, 2023
Inn at the Delta
Espanola, New Mexico
Report v1.0





Area impact from Los Alamos National Laboratory (LANL)

Background

The Los Alamos National Laboratory (LANL) 2022 Economic Impact on NM


The Los Alamos National Laboratory (LANL) recently released their 2022 Economic Impact on New Mexico report. The lab invests and partners in economic development initiatives and programs that help stimulate business growth, create jobs, and strengthen our communities.



Workforce Development:

A skilled workforce is crucial to the future of the Laboratory and Northern NM. The Laboratory is working with education, business and government partners to ensure the projected workforce needs for the Laboratory and the region are met—strengthening the local economy.

SALARY DISTRIBUTION BY MAIN COUNTIES:

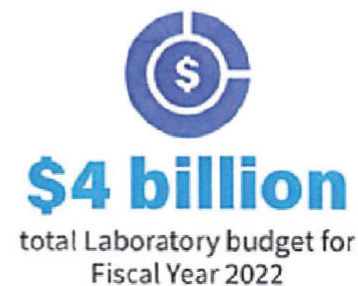


\$1.53 billion
annual salary total.
(*craft/contractor salaries not included)

Los Alamos	\$689,636,978
Santa Fe	\$386,057,175
Rio Arriba	\$170,383,657
Bernalillo	\$73,916,794
Sandoval	\$59,388,298
Taos	\$19,816,450
Other NM*	\$25,701,896

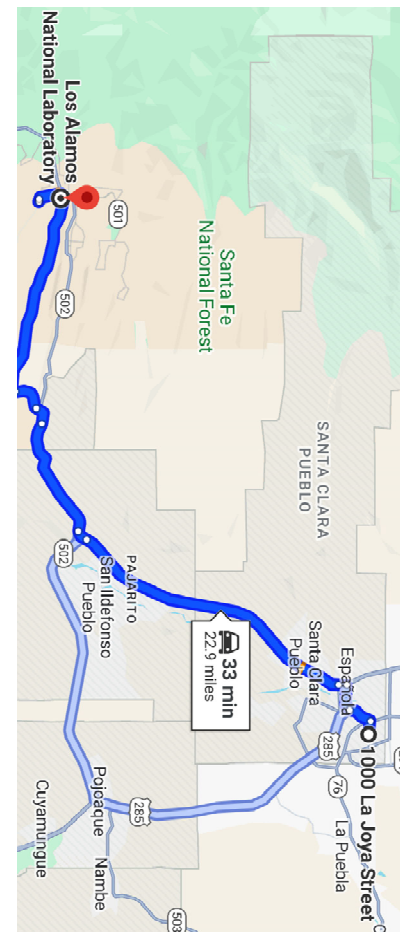
Employment

Los Alamos National Laboratory is a workplace that attracts, inspires, and develops world-class talent to ensure a vital future workplace. Diversity fuels our innovative, agile, and principled workforce which is essential to solving problems of global importance.



Drive Time

The subject property is 22 miles to the front gate at Los Alamos National laboratories.



For Sale:

A 11.33 acre development site, info, market study for 66 units

Located in Santa Fe County at 1000 La Joya , Espanola, NM 86632

Development Highlights

Ask price : **\$1,100,000 ***

\$/unit: \$16,667

\$/acre: \$97,087

\$/sf: \$2.23

Projected Average \$1,825

Projected Rent per sf \$2.61

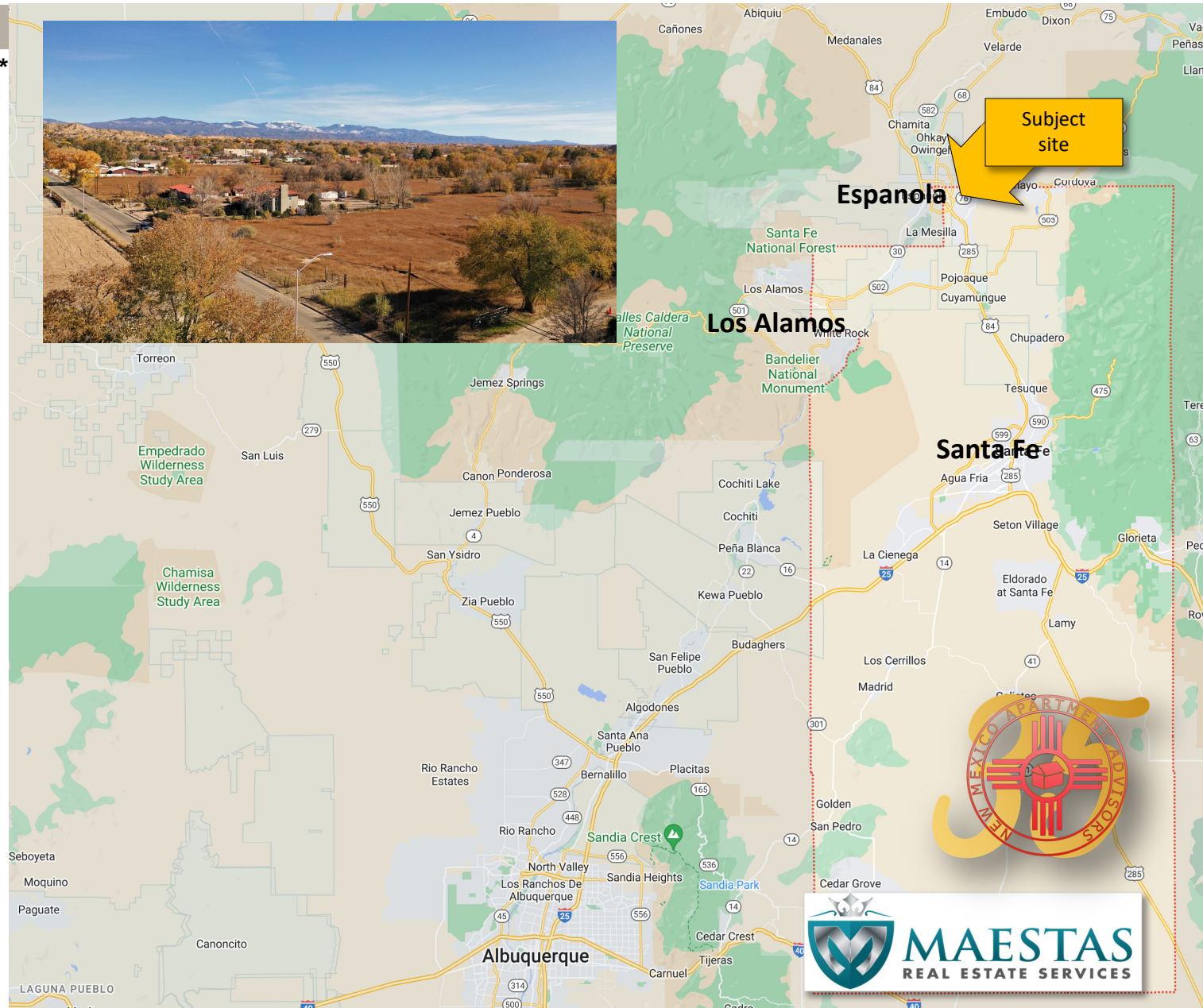
Total Bldg. Size 46,200

Zoning: R-6 Urban
Residential

NM Apartment Advisors is proud to bring to 11.33 acre development site zoned R-6 Urban residential preliminary site plan in a high barrier to entry geography with high demand.

Current owners have held this land in their family for generations and used it for cattle grazing.

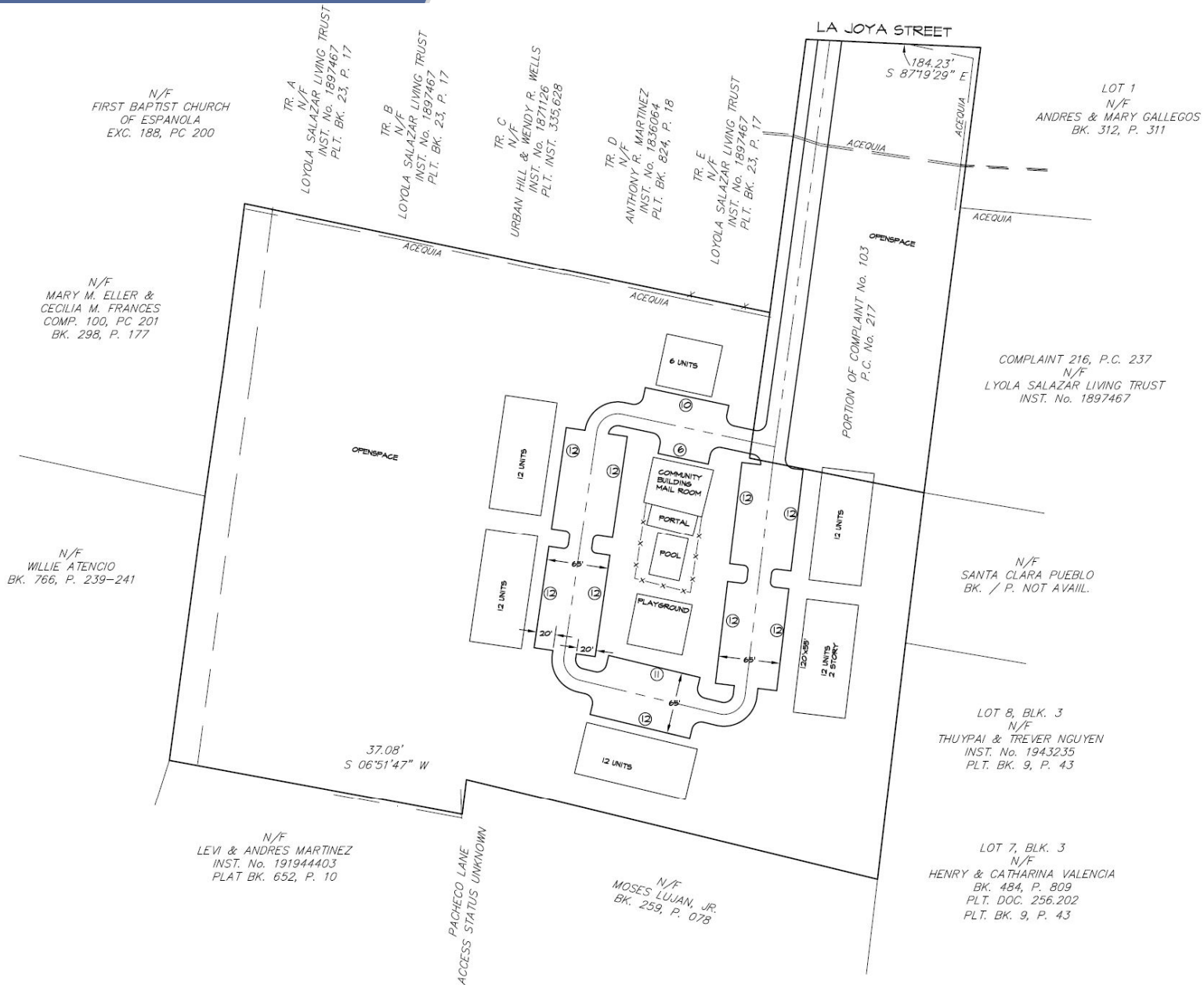
As the area expands and prepares to absorb thousands of potential jobs from Los Alamos National Laboratories, the site is well positioned to offer housing. Appraisal, Phase I and more are available to qualified developers who execute the online confidentially



agreement at www.nmapartment.com/lajoya



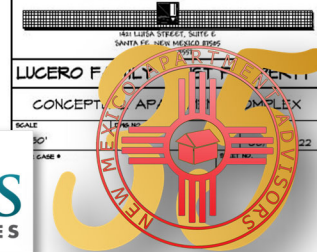
Potential Site plan for 66 townhouse style rental units



135 PARKING SPACES

REVISIONS	
DATE	BY

DESIGN ENGINEERING





ACREAGE: 11.133 ACRES
ZONING R-6 URBAN RESIDENTIAL
PERMITTED LOTS 11.133x6 = 66 LOTS
SETBACK: 15' FRONT
5' REAR
10' SIDE
MAX. COVERAGE: 40%
MAX HEIGHT: 35'

REVISIONS	
DATE	BY

DESIGN ENGINEERING

MR. LINBA STREET, SUITE 6
SANTA FE, NEW MEXICO 87505
(505) 944-0957

CONCEPTUAL SUBDIVISION

SCALE 1"=50'	DWG NO	DATE 08/08/2012
PROJECT NAME :		SHEET NO 1

Aerial Photo of site with rough boundary outline



Site Photos



View from middle of the site looking south



View from middle of the site looking north

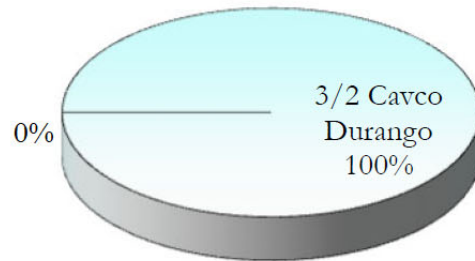
Development Analysis for 66 townhouse style rental units

Financial Analysis Unit Mix: 66 units in Espanola, NM

Unit ID	Unit Type	Style	# of Units	Square Feet	Rent	Rent/SF	Total Square Feet	Total Monthly Rent	Total Annual Rent
2.0	3/2 Cavco	Durango	66	1,493	\$2,649	\$1.77	98,538 sf	\$174,852	\$2,098,229

Totals	66	Avg. =	\$2,649	98,538 sf	\$174,852	\$2,098,229
Averages		Avg. \$/sf =	\$1.77	1,493 sf	\$2,649	

Unit Mix Summary



Annual Income needed to qualify=	\$	95,374	
Net Sales price if unit was sold =	\$	277,520	
Developer Profit	10%	\$	27,752
Net Priced needed		\$	305,272
Closing costs Commissions	8%	\$	24,422
Sales price needed =	\$	329,694	or \$221 sf



Development Analysis for 66 townhouse style rental units

Financial Analysis Executive Summary 66 units in Espanola, NM

Community Summary

Community Name: 66 units in Espanola, NM
 Address: 1000 La Joya
 Developer: You
 Date of Analysis: 1/0/1900
 Est. Project Start: 6/1/2025
 # of Units: 66
 Gross Building Area: 98,538 +/- sf
 Total Land Area: 484,823 +/- sf

Financial Summary

Market Value Using CAP=	\$ 21,284,617	Value 2 years after construction
Market Value using Back Door Approach =	\$ 18,316,320	
Total Development Expense =	\$ 18,316,320	includes land
Most that can be paid for land using back door approach =	\$ 1,100,000	\$2.27 /sf \$16,667 /unit
Minium Rent needed to make deal viable using Front Door Approach =	\$ 2,772	\$1.86 /sf

Financial Benchmarks Based on Back Door Value

Definitions

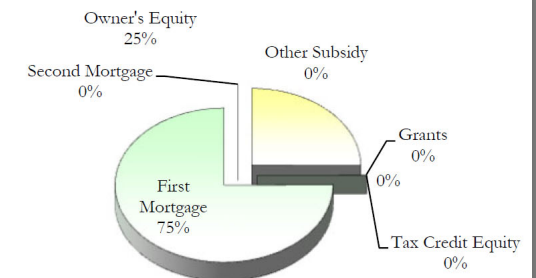
GRM=	8.73	Price / Annual Gross Income
CAP RATE=	6.90%	Net Income / Price
Cash On Cash=	8.29%	CFBT / Down Payment
5 Yr IRR=	30.9%	Return on investment from cash flows & appreciation
10 Yr IRR=	24.5%	Return on investm
Expenses/unit=	\$10,032	
Price/Sf =	\$186	
Price/Unit=	\$277,520	
Overall DCR=	1.43	Debt Coverage Ratio
Overall LTV=	75%	Income and ADS
		Loan to Value

Register for documents available to qualified developers in confidential document center:

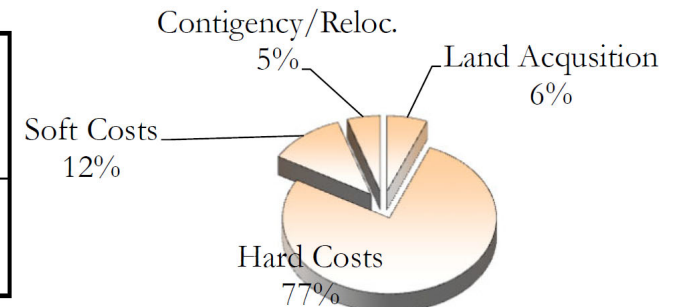
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Financial Analysis - Sources and Uses - 66 units in Espanola, NM

Potential Sources			
Equity	Owner's Equity	\$ 4,571,753	25%
	Grants	\$ -	0%
	Tax Credit Equity	\$ -	0%
	Other Subsidy	\$ -	0%
Debt	First Mortgage	\$ 13,737,240	75%
	Second Mortgage	\$ 1,832	0%
	Total	\$ 18,310,825	100%



Projected Uses			
	Land Acquisition	\$ 1,125,000	6%
	Hard Costs	\$ 14,134,180	77%
	Soft Costs	\$ 2,140,431	12%
	Contingency/Reloc.	\$ 916,709	5%
	SubTotal	\$ 18,316,320	100%
Potential Profit	\$ (5,495)		
Total	\$ 18,310,825		



Financial Analysis for 66 townhouse style rental units

						Financial Analysis - 5 Year Forecast - 66 units in Espanola, NM						Financial Analysis - 10 Year Forecast - 66 units in Espanola, NM					
						Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		
Market Rents						\$ 2,098,229	\$ 2,182,158	\$ 2,269,444	\$ 2,360,222	\$ 2,454,631	\$ 2,552,816	\$ 2,654,929	\$ 2,761,126	\$ 2,871,571	\$ 2,986,434		
Scheduled Market Rent Increases						\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Remains flat after first year, covered in Market Rent Growth (above line)						\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Acquisition Costs																	
Land						\$1,100,000	\$ 11.16	\$ 16,667	6.0%								
Existing Structures						\$0											
Demolition						\$0											
Other (legal, title, due diligence)						\$25,000	\$ 0.25	\$ 379	0.1%								
Subtotal						\$1,125,000											
Development Hard Costs																	
New Construction - 66 homes shipped						\$10,839,180	\$ 110.00	\$ 164,230	59.2%								
8' to 9' ceilings																	
Club house						\$320,000	\$ 3.25	\$ 4,848	1.7%								
Internet/Wifi						\$15,000	\$ 0.15	\$ 227	0.1%								
Landscaping						\$132,000	\$ 1.34	\$ 2,000	0.7%								
Parking Lot						\$100,000	\$ 1.01	\$ 1,515	0.5%								
Road						\$600,000	\$ 6.09	\$ 9,091	3.3%								
Utility lines - Water, Sewer, Electric						\$396,000	\$ 4.02	\$ 6,000	2.2%								
Utility Connections - water meters						\$132,000	\$ 1.34	\$ 2,000	0.7%								
Subdivision						\$150,000	\$ 1.52	\$ 2,273	0.8%								
Electric Meters						\$99,000	\$ 1.00	\$ 1,500	0.5%								
Engineering						\$66,000	\$ 0.67	\$ 1,000	0.4%								
Soil Testing						\$15,000	\$ 0.15	\$ 227	0.1%								
Gates						\$20,000	\$ 0.20	\$ 303	0.1%								
Grading						\$400,000	\$ 4.06	\$ 6,061	2.2%								
Drainage						\$100,000	\$ 1.01	\$ 1,515	0.5%								
Carports						\$660,000	\$ 6.70	\$ 10,000	3.6%								
Excise Tax																	
Land Fill Fee						\$45,000	\$ 0.46	\$ 682	0.2%								
Builders Risk						\$20,000	\$ 0.20	\$ 303	0.1%								
Construction Loan Origination Fee																	
Misc						\$25,000	\$ 0.25	\$ 379	0.1%								
Other																	
Other																	
Subtotal						\$14,134,180	\$ 143.44	\$ 214,154	77.2%								
Related Soft Costs																	
Phase I Environmental Site Assessment						\$3,500	\$ 0.04	\$ 53	0.0%								
Architectural - Design						\$0											
Architectural - Supervision						\$45,000	\$ 0.46	\$ 682	0.2%								
Initial Flood Insurance Premium						\$0											
Permanent Loan Origination Fee						\$25,000	\$ 0.25	\$ 379	0.1%								
Title Insurance						\$20,000	\$ 0.20	\$ 303	0.1%								
Recording & Legal Fee's						\$50,000	\$ 0.51	\$ 758	0.3%								
Building Permit Fee						\$20,000	\$ 0.20	\$ 303	0.1%								
Attorney's Fees						\$15,000	\$ 0.15	\$ 227	0.1%								
Property Appraisal						\$5,000	\$ 0.05	\$ 76	0.0%								
Market Study						\$21,000	\$ 0.21	\$ 318	0.1%								
Cost Estimating Fee																	
BSPRA/SPRA (Identify of Interest)																	
Impact Fee's																	
Developer's Management Fee						\$100,000	\$ 1.01	\$ 1,515	0.5%								
Builder's Profit																	
Consultant Fee's						\$15,000	\$ 0.15	\$ 227	0.1%								
Audit Fee						\$4,000	\$ 0.04	\$ 61	0.0%								
Finance Fee to Lender						\$85,000	\$ 0.86	\$ 1,287	0.5%								
Interest Carry (8%, 9 months, 75% LTV, on hard costs)						\$636,038	\$ 6.45	\$ 9,691	3.9%								
Less Lease Up Income (avg. rent x 25% occ x 12 months)																	
Shipping of houses						\$99,000	\$ 1.00	\$ 1,515	0.5%								
Sales tax on hard costs						\$989,393	\$ 10.04	\$ 15,125	6.25%								
Insurance during construction						\$7,500	\$ 0.08	\$ 113	0.0%								
Subtotal						\$2,140,431	\$ 21.72	\$ 32,461	12.5%								
Contingency / Developer's fee / Relocation																	
Temporary Relocation Expenses																	
Permanent Relocation Expenses																	
Contingency						\$706,709	\$ 7.17	\$ 10,708	3.9%								
Developer Fee's						\$210,000	\$ 2.13	\$ 3,182	1.1%								
Subtotal						\$916,709	\$ 9.30	\$ 13,890	5.0%								
Total Total						\$18,316,320	\$ 185.88	\$ 277,520	100.0%								

Register for documents available to qualified developers in confidential document center:

www.nmapartment.com/lajoya

6.25%	6.25%	6.25%	6.25%
26,005,822	27,315,861	28,682,096	30,106,829
(12,250,859)	(11,909,737)	(11,552,952)	(11,179,785)
(585,131)	(614,607)	(645,347)	(677,404)
13,169,832	14,791,517	16,483,797	18,249,641

30.9% 29.0% 27.5%



MAESTAS
REAL ESTATE SERVICES

Front Door Approach analysis 66 townhouse style rental units

Front Door Approach : 66 units in Espanola, NM*

*approximations

Land Cost	\$	1,100,000
Hard Costs	\$	14,134,180
Soft Costs	\$	2,140,431
Contingency/Relocation Expenses	\$	916,709
Total Project Costs	\$	18,291,320

Equity Required	\$4,572,830
x	
Targeted Cash on Cash	15.0%
=	
Equity Cash Flow	\$685,924

\$13,737,240 Loan Amount	
x	
5.0% Mortgage Constant:	
=	
\$686,862 Annual Debt Service	

Required NOI	\$	1,372,786
+ Expenses	\$	662,107
= Gross Operating Income	\$	2,034,894
+Vacancy and Credit Losses		5.0%
- Other Income	\$	53,649
=Potential Rental Income	\$	2,195,643
/ number of units		66

Avg. Monthly Rent needed \$ 2,772.28

Avg. Monthly Rent per SF needed \$1.86 /sf

Front Door Approach

Takes inputed land, acquisition, and development expenses

Partitions total by debt & equity components

multiplies components by desired debt/equity yields

Derives NOI
Builds up to Gross Income

Divide by # of Units
& 12 months
for average monthly rent needed

Back Door Approach to land value analysis

Back Door Approach : 66 units in Espanola, NM *

*approximations

Potential Rental Income	\$	2,098,229
Vacancy Loses		5.0%
Effective Rental Income	\$	1,872,460
Other Income	\$	53,649
Gross Operating Income	\$	1,926,109
Operating Expenses	\$	662,107
Net Operating Income	\$	1,264,001

Back Door Approach

Takes imputed rents
deducts expenses
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

Annual Debt Service \$1,011,201

Cash flow before Tax \$252,800

/

Cash on Cash Target 15.00%

=

Justified Equity Amount \$1,685,335

Debt Cover Ratio 1.25

Annual Debt Service \$1,011,201

/

Mortgage Constant 6.08%

=

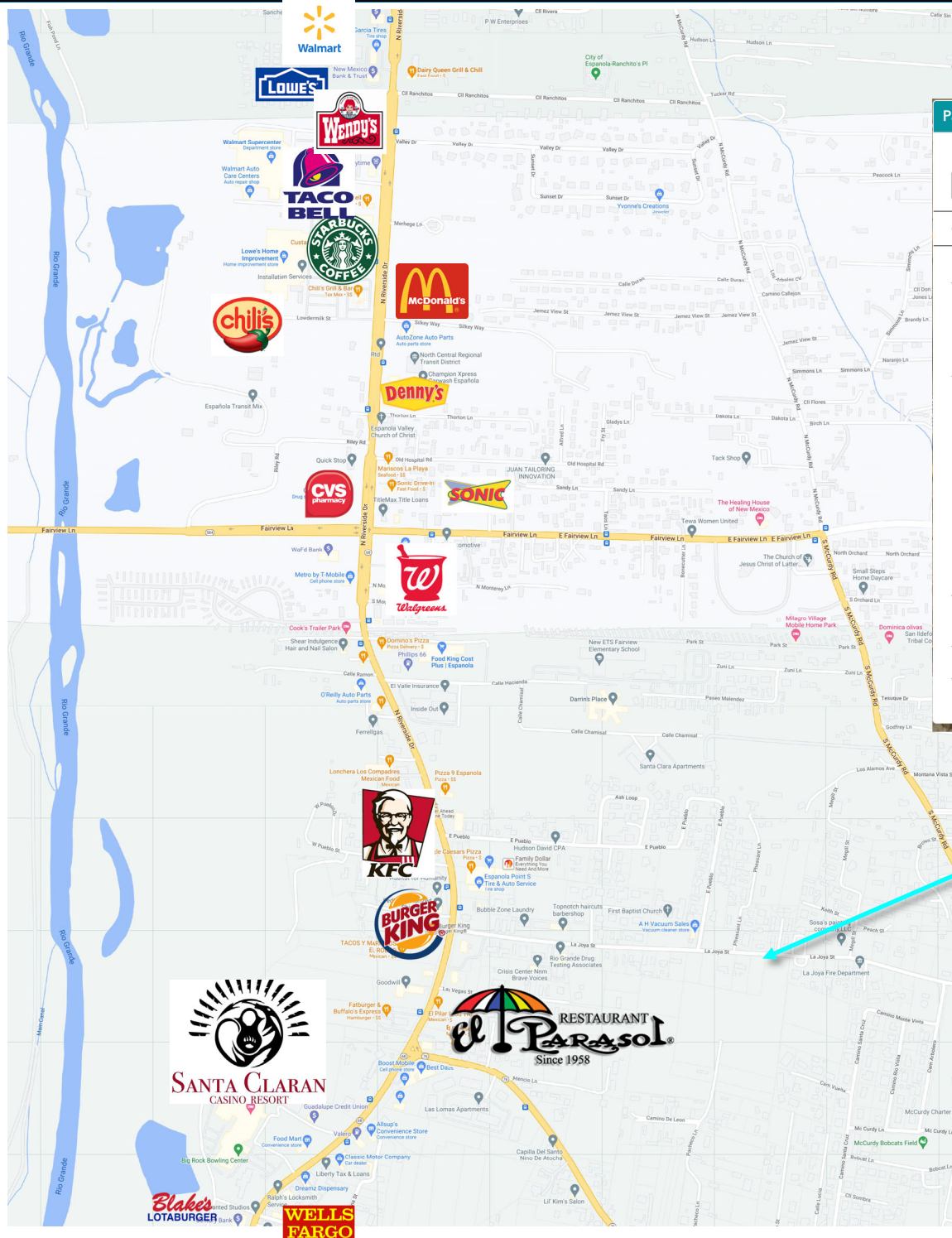
Justified Loan Amount \$16,630,985

Justified Total Cost	\$	18,316,320
Development Budget	\$	18,316,320
Surplus/Shortfall	\$	(0)
All Costs except Land	\$	17,216,320

Justified Land Cost	\$	1,100,000
Per Sf	\$	2.27
Per Acre	\$	98,832
Per Unit	\$	16,667

Location Map for subject site

The subject site is located within a few blocks of Espanola's main street with easy access to shopping, employment, and restaurants of a local, regional and national level.



Parcel Search

Search for an address or locate on map

0 SANTA CRUZ

Tax Parcels

174655616 - REAL - 0 SANTA CRUZ, ESPANOLA

Parcel Number: 174655616

UPC: 104712047040000000

[See Sketch and Property Description Information](#)

Physical Address:

0 SANTA CRUZ
ESPANOLA, NM 87532

Owner Name:

LUCERO, ANDRES T & CELSA B

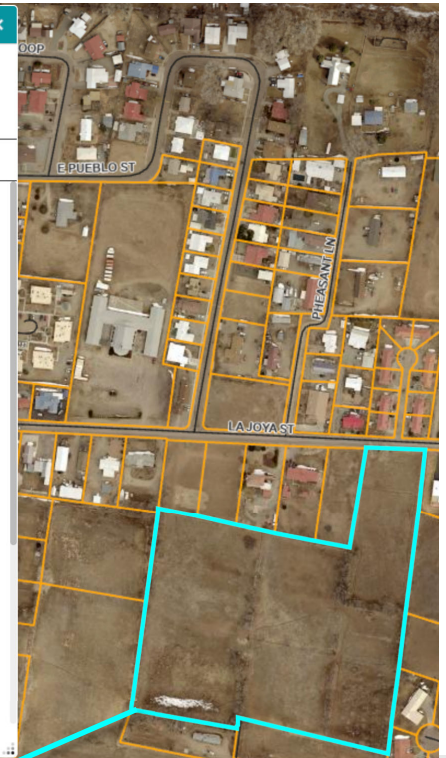
Owner Mailing Address:

PO BOX 14
SANTA CRUZ, NM 87567

Tax Code Area: 18-N

Legal Description:

TR-267 & 267A B-222 PG-432 T20N R 8E S 2 NE 11.62 AC.
IRRIGATED LAND
Acres: 11.6200



ABOUT PD&R RESEARCH & PUBLICATIONS DATASETS PD&R STUDIES

2021 and 2022 Small DDAs and QCTs

LIHTC developers—the site is just outside of a qualified census tract.

Hide the overview

The 2022 Qualified Census Tracts (QCTs) and Outfall Development Areas (DDAs) are effective January 1, 2022. The 2022 designations use data from the 2010 Decennial census designation methodology is explained in the federal Register notice published September 8, 2021.

Map Options

☐ 13 Legend zoom levels
☐ Show Outfall Development Areas (Zoom 7+)
☒ Color QCT Qualified Tracts (Zoom 7+)
☐ Show QCT Outline (Zoom 11+)
☐ Show FMR Outlines (Zoom 4+)
☐ Show LIHTC Projects (Zoom 11+)

Click here for full screen map

Select Year

☒ 2022
☐ 2021

Map Satellite

Reasons to invest in Santa Fe County/Espanola, NM



Los Alamos National Laboratory

70 4.0 ★★★★★

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Snapshot

Why Join Us

311
Reviews

1.3K
Salaries

907
Jobs

43
Q&A

Interviews

Photos

Headquarters
Los Alamos, NM

As the area's largest employer, Los Alamos National Labs (LANL) is located in a geographical limited area and has been pushing jobs and facilities down off the hill into Santa Fe, and rumored new developments in Espanola.

Revenue
\$500M to \$1B (USD)

Employees
10,000+

NEW MEXICO TRUE

Espanola

The City of Española is the southernmost point of the Española Valley on the Rio Grande.



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: 44 (+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.

Espanola is situated at the border of Rio Arriba and Santa Fe Counties. It sits halfway between Santa Fe and Taos, and 30 minutes from Los Alamos. The city itself is bordered by the centuries-old Santa Clara and Ohkay Owingeh Pueblos, the original peoples of this land. Española was the original capital of the first European settlement in the United States. Originally called San Gabriel, it was settled in 1598 in the Yungue Uingue (Ohkay Owingeh) Pueblo near the joining of the Rio Chama and Rio Grande. It was here that the first Spanish settlement of Nuevo Mexico was established at the end Camino Real trade route traversing the route from Mexico to Ohkay Owingeh.

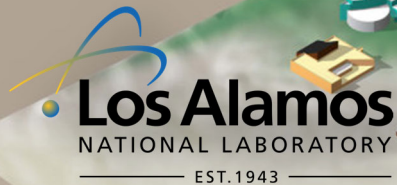
The Española Valley honors and supports cultural diversity, blending its roots of Hispanic and Native American cultures to create a rich tapestry of traditions and distinctive cuisine. It seamlessly blends the old and the new, with ancient pueblo architecture, colonial churches, historic cultural sites, New and Old Mexican restaurants, and modern breweries and wineries.

Where Cultures Unite: Considered the first European capital of New Mexico and less than an hour north of Santa Fe, the City of Española celebrates the blending of Native, Spanish, and American cultures in the verdant Río Grande Valley. On Sundays from mid-June through October, the Española Farmers Market showcases the area's rich agricultural bounty and its fantastic car culture. (Don't miss the free chile roasting on Labor Day and horno-baked goodies year-round.)

New Mexico is on the international map

New Mexico is home to the oldest Capital 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.



Taos

Sandia National Labs

Meow Wolf

New Netflix Studios

SpacePort New Mexico

New Amazon Facility

New Facebook Datacenter

Very Large Array

Las Cruces
Chile capital



Santa Fe County, NM - Development site for sale



Todd Clarke 

CEO & Qualifying Broker
NM Apartment Advisors Inc.
NMREC License #13711
505-440-TODD
tclarke@nmapartment.com
www.nmapartment.com

Anita Maestas

Qualifying Broker
Maestas Real Estate Service
NMREC License #16029
505-463-3565
anita@maestasrealty.com
www.maestasrealty.com

**Additional analysis and information available for
qualified developers who register for additional
information at
www.nmapartment.com/lajoya**

