

4009-4011 Thaxton Ave SE
Albuquerque, NM 87108



Register for Additional Information: www.nmapartment.com/4011thaxton

Virtual tour: <http://www.nmapartment.com/4011thaxton3d>

Edgecrest Tri-plex

Units: 3

Ask Price: \$528,625

SF: 2,400

Acres: .17

GRM: 15.53

After Tax IRR: 11.7%

CAP: 5.13%

The Portfolio

On behalf of the owner, NM Apartment Advisors Inc. and Deacon Property services are pleased to present this opportunity to acquire a quality Edgcrest/Ridgecrest Area Tri-plex.

Just renovated and tucked back on a fantastic block - three spacious & unique units - two 2 bed / 1bath units and one 1 bd/ 1 ba unit. Residents enjoy distinct floor plans with rooms big enough for multi-purpose functionality. All three units are updated and properly restored with solid surface flooring - hardwood, tile, and luxury vinyl plank) classic built-ins, new fixtures, and newer appliances.

Apartments also feature unique amenities - large yard spaces, washer/dryers or hookups, covered porches, and large kitchens. Each residence also received quality off street parking right next to their front doors. Exceptional south UNM / Ridgecrest area provides quick and easy access to Nob Hill, UNM, CNM, Kirtland Air Force Base, the airport, and I-25.

Located very close to major employment activity at Thunderbird/Max-Q, Netflix and so much more!



The Property

Address: 4011 Thaxton Ave SE

Number of units: 3

Year of construction: 1951

Bldg. Size: 2,400 sf +/-

Site Size: 0.17 acres

Avg. Unit Size: 955 sf

UPC#: 101705622017931103

Legal: Lots 14, Block 25, Mesa Court Addition

Ask Price: \$528,624

\$/ unit: \$176,208

\$/sf: \$220.26

	Actual	Proforma
Avg Rent:	\$995	\$1,217
GRM:	15.53	12.07
Cap Rate Before Reserves:	5.13%	5.24
Cap Rate After Reserves:	5.00%	5.11
Year 1 NOI:	\$26,431	\$27,007
Before Tax IRR:	15.6%	
After Tax IRR:	11.7%	

Annual Property Operating Data (APOD)

NM Apartment Advisors Financial Overview for:

4011 Thaxton SE

Prepared by: Todd Clarke CCIM

4/23/2023

Owner Occupant

Unit/Rent Summary

			Approx			Actual					
#	Type	Style	Size	Actual Rent	Street Rate	Market Rent	Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential	Total Leaseable sf
4009	2/1		900	\$ 756	\$ 1,265	\$ 1,300	\$ 0.84	\$ 756	\$ 1,265	\$ 1,300	900
4011	1br/1ba		600	\$ 965	\$ 965	\$ 1,050	\$ 1.61	\$ 965	\$ 965	\$ 1,050	600
4011A	2bd/1ba		900	\$ 1,265	\$ 1,265	\$ 1,300	\$ 1.41	\$ 1,265	\$ 1,265	\$ 1,300	900
3	total units / Average Rent =			\$ 995	\$ 1,165	\$ 1,217		\$ 2,986	\$ 3,495	\$ 3,650	2,400
	Average Rent per sf =			\$ 1.24	\$ 1.46	\$ 1.52		\$ 35,832	\$ 41,940	\$ 43,800	Avg. Size= 800

Benchmarks

Offering Price	\$528,624		
\$/unit	\$176,208		
\$/sf	\$220.26	Actual	Proforma
GRM	15.53	15.53	12.07
CAP Before Reserves	5.13%	5.13%	5.24%
CAP After Reserves	5.00%	5.00%	5.11%
Cash on Cash	-0.44%	-0.44%	0.00%
DCR=	0.98	0.98	1.00
Walkscore: 34, Transit Score: 28, Bike Score: 81			



Income

1	A.	Total Potential Market Income	\$ 43,800	
2	B.	Less: loss to market lease	\$ 1,860	4%
3	C.	Total Potential Income (Street)	\$ 41,940	
4	D.	Less: Loss to lease	\$ 6,108	15%
5	E.	Total Income	\$ 35,832	
6	F.	Less: vacancy 5.0%	\$ 1,792	5%
7	G.	Effective Rental Income	\$ 34,040	
8	H.	Plus: Other Income		
9	I.	Gross Operating Income	\$ 34,040	

Expenses (Annual)	2022 Actual/Estimate			Based on:		
		\$/unit	%			
Real Estate Taxes	\$2,208	\$736	6%	2022 Tax Bill		
Personal Property Taxes				Based on \$155,768 assessment		
Property Insurance	\$1,306	\$435	4%	Owners Actual		
Property Management:						
Off Site Management						
Taxes/Workman's Compensation						
Repairs and Maintenance	\$1,500	\$500	4%	Estimate		
Utilities:						
Water, Sewer, & Garbage	\$1,620	\$540	5%	Estimate		
Gas				Residents pay own		
Electric				Residents pay own		
Miscellaneous						
Pest Control	\$300	\$100	1%	Estimate		
Unit Turnover						
Internet				repairs+unit turn+reserve=8to10%		
Reserve for replacement	\$675	\$225	2%	new lender will require		
Total Operating Expenses	\$7,609	\$2,536	22%			
Net Operating Income	\$26,431	\$8,810				
	ADS	Loan	LTV	Pmt	Term	Interest Rate
Less: Annual Debt Service	\$27,013	\$ 396,468	75%	\$2,251	30	5.50%
Cash Flow Before Taxes	-\$582					

Proforma 2023			Based on:		Forthcoming yr.
	\$/unit	%	Income: Line C - F + H		
\$4,572	\$1,524	10%	61% Sales Price		
\$1,345	\$448	3%	Potential 2023 = 2022 + 3%		
\$4,489	\$1,496	10%	10%, plus NMGR		
\$1,545	\$515	4%	Potential 2023 = 2022 + 3%		
\$1,669	\$556	4%	Potential 2023 = 2022 + 3%		
			Residents pay own		
			Residents pay own		
\$309	\$103	1%	Potential 2023 = 2022 + 3%		
\$675	\$225	2%	new lender will require		
\$14,603	\$4,868	33%			
\$27,007			Potential Market less 5% vacancy + other income		
ADS	Loan	LTV	Pmt	Term	Interest
\$27,013	\$ 396,468	75%	\$2,251	30	5.50%
-\$6					

Internal Rate of Return

		Year	1	2	3	4	5	6
Total Potential Market Income	4.5% Increases		\$43,800	\$45,771	\$47,831	\$49,983	\$52,232	\$54,583
2 Less: loss to market lease	4.2%		\$1,860	\$1,944	\$2,031	\$2,123	\$2,218	\$2,318
3 Total Potential Income (Max Rent)			\$41,940	\$43,827	\$45,800	\$47,861	\$50,014	\$52,265
4 Less: Loss to lease	14.6%		\$6,108	\$6,383	\$6,670	\$6,970	\$7,284	\$7,612
5 Total Income			\$35,832	\$37,444	\$39,129	\$40,890	\$42,730	\$44,653
6 Less: vacancy	5.0%		\$1,792	\$1,872	\$1,956	\$2,045	\$2,137	\$2,233
7 Effective Rental Income			\$34,040	\$35,572	\$37,173	\$38,846	\$40,594	\$42,421
8 Plus: Other Income	2.0% Increases		\$0	\$0	\$0	\$0	\$0	\$0
9 Gross Operating Income			\$34,040	\$35,572	\$37,173	\$38,846	\$40,594	\$42,421
Total Operating Expenses	2.0% Increases		\$7,609	\$7,761	\$7,917	\$8,075	\$8,236	\$8,401
Net Operating Income			\$26,431	\$27,811	\$29,256	\$30,771	\$32,357	\$34,019
Mortgage Balance			\$391,127	\$385,485	\$379,525	\$373,228	\$366,576	
ADS			\$27,013	\$27,013	\$27,013	\$27,013	\$27,013	
- Principal Reduction			\$5,341	\$5,642	\$5,960	\$6,296	\$6,652	
= Mortgage interest			\$21,672	\$21,371	\$21,053	\$20,717	\$20,362	
- cost recovery (annual)	27.5 yrs 1. 80%		\$14,738	\$15,378	\$15,378	\$15,378	\$14,738	includes mid mon
= Taxable Income			-\$9,979	-\$8,938	-\$7,175	-\$5,324	-\$2,742	
Tax on income at ordinary income rate of	2. 35%		\$0	\$0	\$0	\$0	\$0	
NOI			\$26,431	\$27,811	\$29,256	\$30,771	\$32,357	
- Annual Debt Service			\$27,013	\$27,013	\$27,013	\$27,013	\$27,013	
= Cash Flow Before Tax			-\$582	\$798	\$2,243	\$3,758	\$5,344	
- Less Ordinary Income Tax			\$0	\$0	\$0	\$0	\$0	
= Cash Flow After Tax			-\$582	\$798	\$2,243	\$3,758	\$5,344	

Calculated
for 1st year
of next
owners,
ownership

Sales Worksheet

Calculation of Adjusted Basis

Basis at Acquisition	\$528,624
+ Capital Additions	
-Cost Recovery (Depreciation) Taken	\$75,610
=Adjusted Basis at Sale	\$453,013

Calculation of Capital Gain

Disposition CAP Rate	5.0%
Sale Price	\$680,387
-Costs of Sale	\$54,431
-Adjusted Basis at Sale	\$453,013
=Gain or (Loss)	\$172,943
-Straight Line Cost Recovery (limited to gain)	\$75,610
=Capital Gain from Appreciation	\$97,332

Calculation of Sales Proceeds after tax

Sale Price	\$680,387
-Cost of Sale	\$54,431
-Mortgage Balance(s)	\$366,576
= Sale Proceeds Before Tax	\$259,379
-Tax: Straight Line Recapture at	25.0% \$18,903
-Tax on Capital Gains at	20.0% \$19,466
= SALE PROCEEDS AFTER TAX:	\$221,010

IRR Before tax =	15.6%
n	\$
0	\$ (132,156)
1	-\$582
2	\$798
3	\$2,243
4	\$3,758
5	\$5,344 + \$259,379

IRR After tax =	11.7%
n	\$
0	\$ (132,156)
1	-\$582
2	\$798
3	\$2,243
4	\$2,243
5	\$3,758 + \$221,010

Investor's Effective Tax Rate = 24%

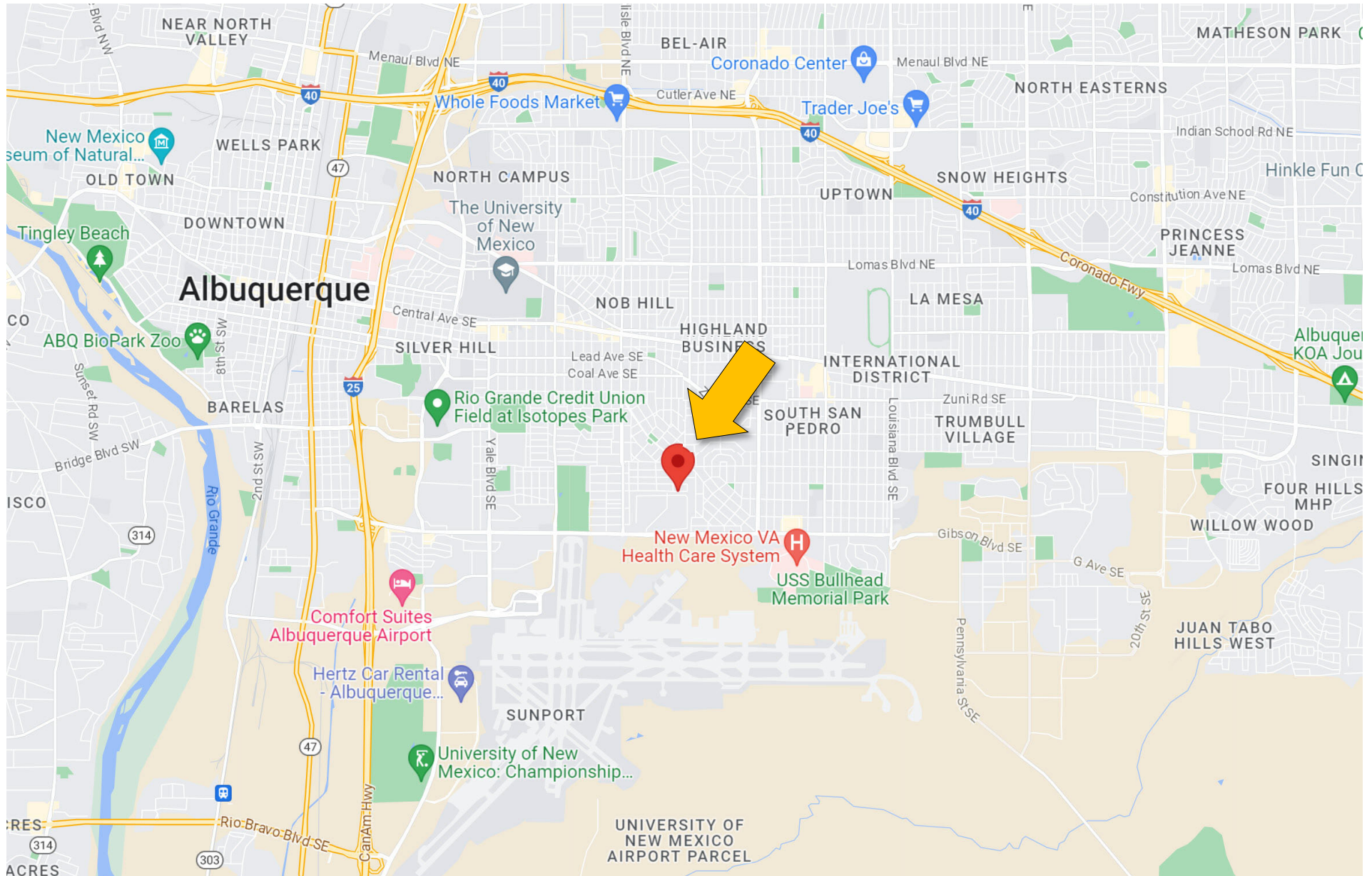
As a commercial real estate investor, the federal tax code gives you three advantages compared to other investments including:

1. Deduct your annual mortgage interest before you calculate your taxable amount;
2. Deduct your cost recovery/depreciation before you calculate your taxable amount, in the future when you sell the property, you only pay back 25% of the benefit you received;
3. Your long term profit, or capital gain, is taxed at 20%

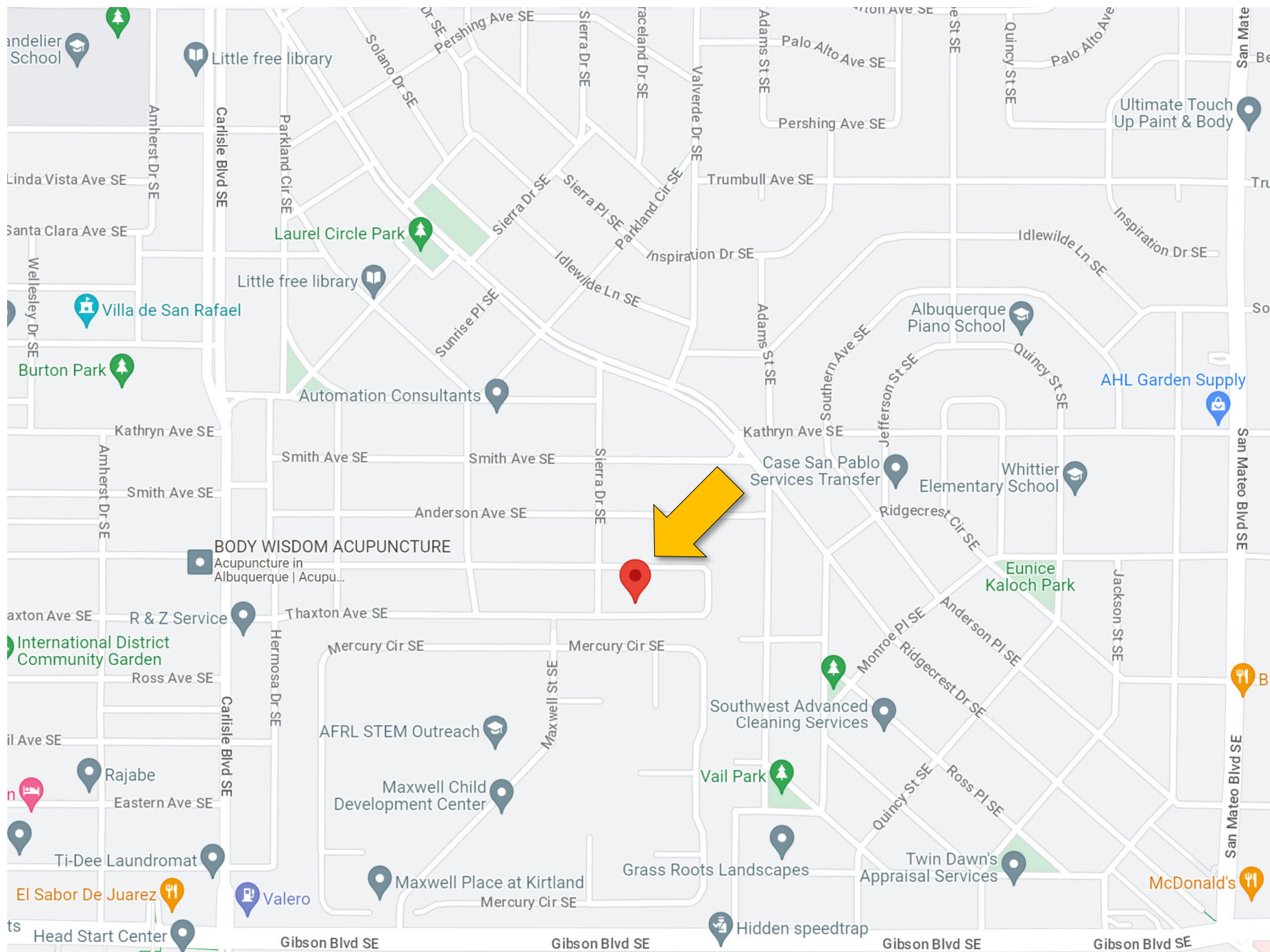
The combination of these benefits could help lower an investor's effective federal tax rate from 35% federal tax rate to only 24%.



Location



Location - Neighborhood



Property Info - GIS - 4011 Thaxton Ave SE

Platted Parcel Address: 4011 THAXTON AV SE
Assessor Parcel Address: 4011 THAXTON AVE SE
Report Date: 8/25/2023
www.cabq.gov/gis

Bernalillo County Assessor Ownership Data

[Visit the Bernalillo County Assessor Office for more information.](#)

Owner Name: EDGE CAPITAL IV LLC
Owner Address: 7820 WILLIAM MOYERS AVE NE ALBUQUERQUE NM 87122-2743
Uniform Property Code (UPC): 101705622017931103
Tax Year: 2023
Tax District: A1A
Legal Description: * 014 025MESA COURT ADDN
Property Class: R
Document Number: See Bernalillo County Assessor Record Search Portal
Acres: 0.1719

Albuquerque Planning and Zoning Data

Jurisdiction: ALBUQUERQUE
IDO Zone District: [R-ML](#)
IDO District Definition: Multi-family Low Density
Zone Atlas Page: [L-17](#)
Land Use: 01 | Low-density Residential
Lot: 14
Block: 25
Subdivision: MESA COURT ADDN
[Bernalillo County Planning and Zoning](#)

Neighborhood Associations

City Recognized Neighborhood Associations: [Southeast Heights NA](#)
[Albuquerque Office of Neighborhood Coordination](#)

Services

Police Beat: 323
Area Command: SOUTHEAST
Residential Trash Pickup and Recycling: Wednesday

City Council Districts

City Council District: [6 - Pat Davis](#)
Councilor Email Address: patdavis@cabq.gov
Policy Analyst: Sean Foran
Policy Analyst Email Address: seanforan@cabq.gov
Policy Analyst Phone Number: 505-768-3152

Other Legislative Districts

US Congressional District: 1 - Melanie Stansbury
County Commission District: 3 - Adriann Barboa
NM House Of Representatives: 18 - Gail Chasey
NM Senate: 16 - Antoinette Sedillo Lopez

APS School Service Areas

Elementary School: WHITTIER
Middle School: WILSON
High School: HIGHLAND
[Albuquerque Public Schools](#)

FEMA Flood Zone: X



Car-Dependent

Most errands require a car.



Some Transit

A few nearby public transportation options.



Very Bikeable

Biking is convenient for most trips.

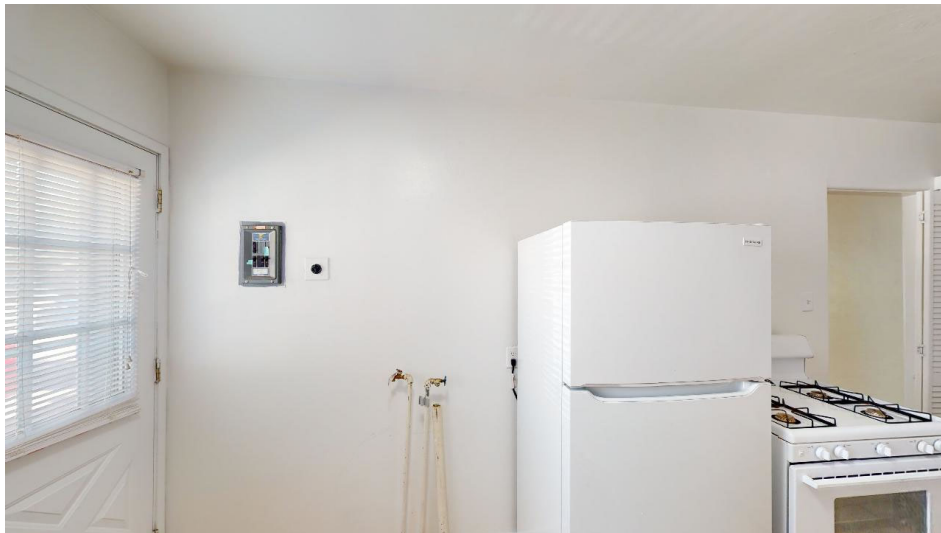
Property Photographs - Exterior



Property Photographs - Interiors - 4009



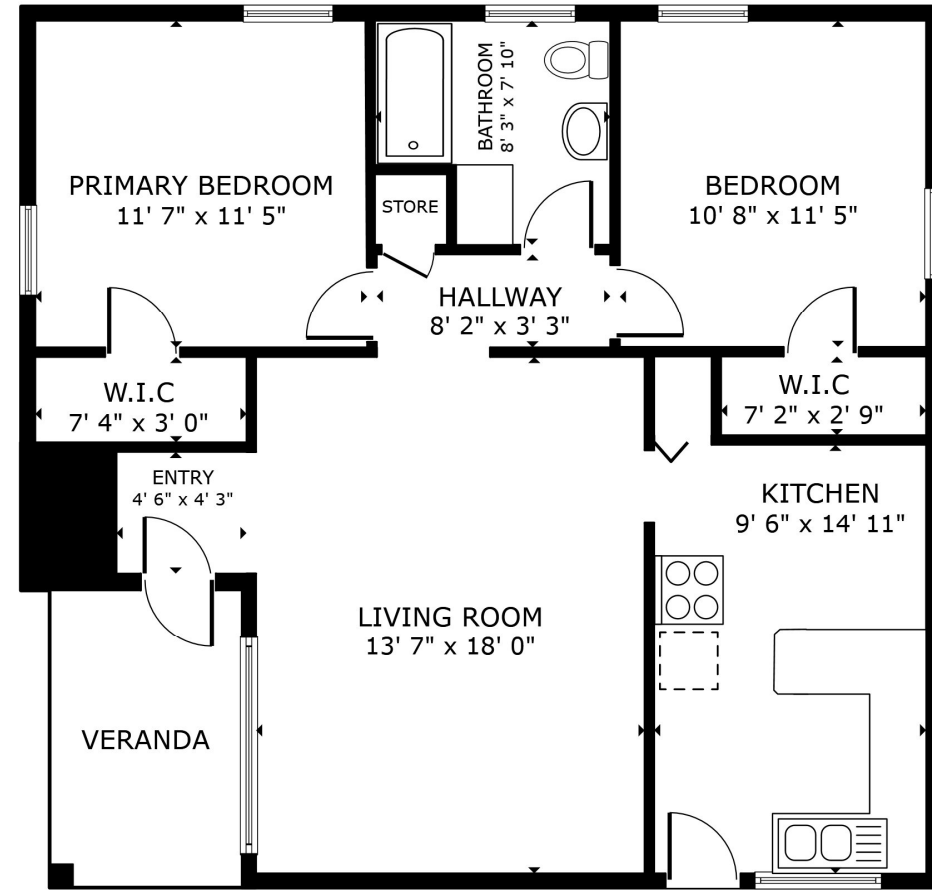
Property Photographs - Interiors - 4009



Property Photographs - Interiors - 4009



Floorplan & Virtual Tour



FLOOR PLAN

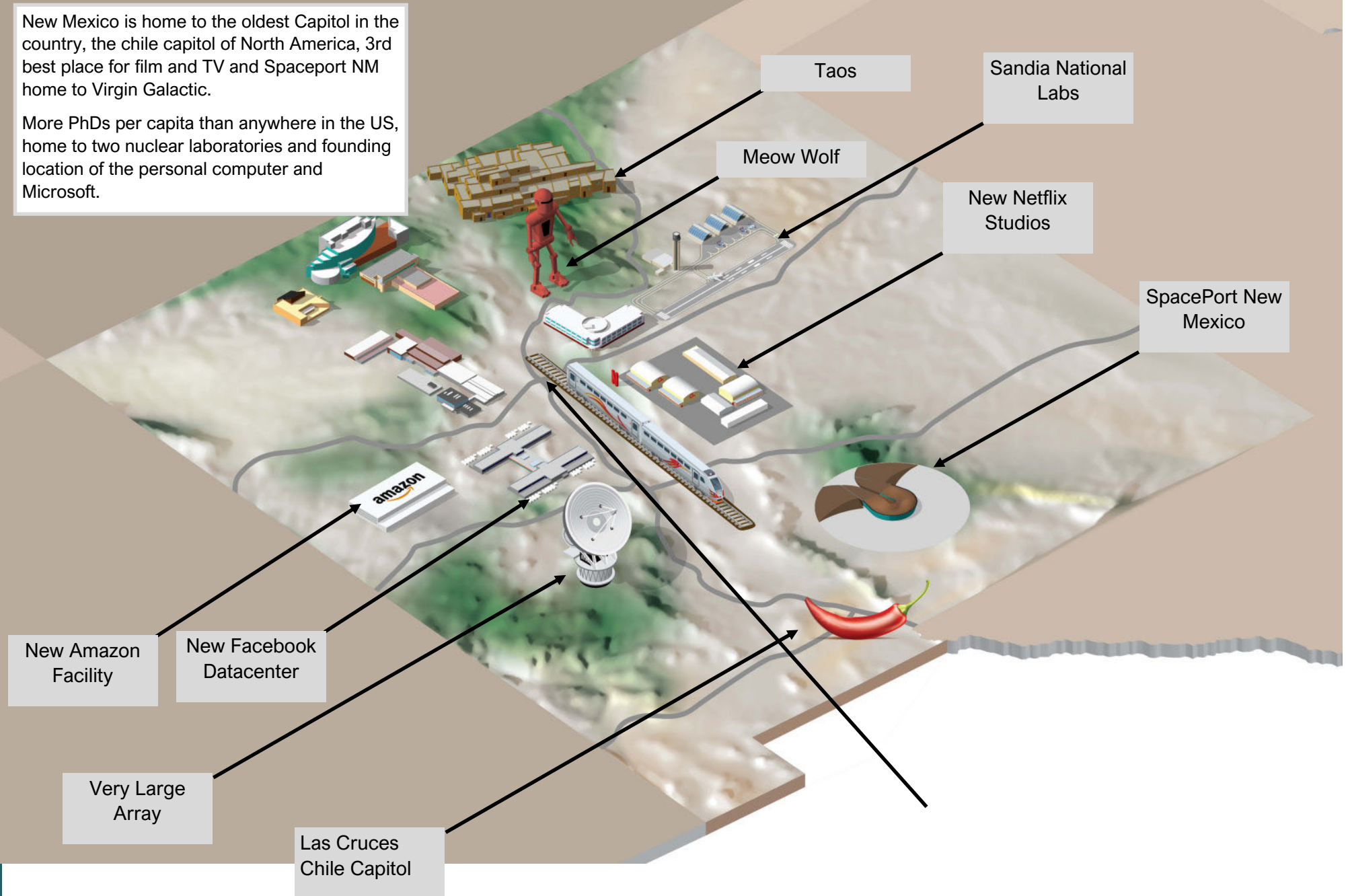
Virtual Tour: <http://www.nmapartment.com//4011thaxton3d>

Measurements are Approximate

New Mexico is on the international map

New Mexico is home to the oldest Capitol in the country, the Chile Capitol 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.



Reasons to invest in Albuquerque, NM

Albuquerque is home to



Facebook

Data Center

A



Distribution center under construction—announced 1,000

A

Apple

N



announced \$1 Billion of new programming

G

Google

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

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

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: 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.

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.

Multifamily investment sales process and thoughts:

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 33 years. In that time, I have listed/sold over 15,160 units totaling \$548M. I also teach investment sales analysis for the CCIM institute (25 years, over 4,000 students in a dozen countries). I share this with you so you know that the balance of this document comes from experience, and my ideals about how the apartment business runs. This also gives you insight into how we counsel and advocate for our clients.

Most of your **Buyer's questions** about rents, expenses, and property info can be answered by downloading the flyer & APOD (Annual Property Operating Data) from the document center. **Please READ THEM. If you are new to investment sales, I am glad to assist you, but please know:**

Showings/Tours

Residents have rights under the NM Landlord Resident Relations act, and Landlords take that law seriously.

Many Landlords consider their residents to be their **customers**. They work hard to keep them **happy**. Any attempt by a 3rd party to visit the property without the Landlord's prior written approval jeopardizes the Landlord's and Resident's happy customer relationship.

Do not disturb the residents, do not walk the property. It is considered rude to do either, and many Sellers will refuse to work with Buyers who violate this provision. Landlords (Sellers) rarely are willing to show a property prior to having an offer.

Where possible, we have included virtual tours in high definition – please look to the flyer for those links.

Sellers suggest Buyers make an offer subject to inspection and that the buyer work hard to consolidate their inspections and appraisal review on the same business day, to minimize the impact on the residents, who are the sellers clients.

Commercial vs. Residential Real Estate sales

Apartment investments are considered commercial real estate sales. Although the occasional apartment will sell to an owner/occupant, from the Seller's and Listing Broker's perspective, they approach the transaction in a business-like manner, where it is all about the numbers, and very little about the emotions.

Commercial brokers work regular business hours during business days, and so do most of their clients. Please do not write an offer with an expiration date on a weekend, or a response period of anything less than 3 business days. Please do not text, or expect return phone calls after regular business hours.

Offers

Commercial transactions often start with a two page letter of intent or LOI – this allows the parties to share the skeleton of a deal. If they can reach a meeting of the minds, they will then flesh out the details in a purchase and sale agreement. If your client chooses to do a letter of intent, please make sure your letter of intent form includes the basics like price, closing date, contingencies, and who pays what closings costs.

The current (2021) activity level from investors interest in our marketplace is three times higher than it was before then pandemic, which was 10 times higher than it was in 2016, our market is saturated with out of state investors, and I often tell buyers that they have a 1 in 10 chance of becoming an owner, where as everyone of my Sellers have a 1 in 1 chance of selling.

Please let your client know that I work with my clients on a merit based negotiation system - we do not play the high/low game, and my **listing agreement pre-authorizes me to let you know when a (low) offer is likely not to be responded to by my Seller, so call first before your client suggests a low ball offer.**

If your client's strategy is to count days on market and expect a discount, please let them know we specialize in helping our clients establish the leading edge of current market pricing, and our clients are prepared to wait for the right investor who can meet their deal goals.

The follow-up questions Sellers ask after what is the price is, does the Buyer know the market? Have they been here? Do they have a team (management, lender, etc.) in place? Be prepared to answer these questions an advocate for your buyer, particularly if there are multiple competing offers.

Most of my Sellers are as focused on certainty of closing as they are the price, so don't be surprised when we ask you for proof of funds of down payment and a prequal letter from a qualified lender.

The standard in commercial transactions is that the Buyer pays for their own inspections and financing costs, and issues raised by the Buyer's lender are the Buyers to deal with. As the seller is sharing the information on the property with the buyer, the expectation is the buyer will share all information with the seller so they can trouble-shoot/problem solve together.

BID Process

If this property is being marketed with the BID process, then **the ask (start) price is set low** with the intention of garnering a lot of investor interest that will lead to multiple offers, a best and final round **with a final close price that is considerably higher than the original ask price**. This process may be new to you, but we have been using it for over 16 years. By participating in the BID Process, best case, your buyer becomes an owner, worst case they receive an education on current market conditions.

If the property is being marketed using the BID process, the tour date and time is the **only time** the property is available for a viewing. This is not an inspection. Please do not bring your vendors, inspectors, ladders, etc. This is not an open house, but a guided tour that lasts 10 to 20 minutes and allows you a chance to view the interior condition.

Client Control

Your client's actions represent you in this transaction, and your actions represent them. Please let your client know they have only one chance to make a good impression with my Sellers.

When in doubt, please ask for permission via email, **do not** take action and expect forgiveness from a Seller. Please let your clients know that their actions will be considered by the Seller when they review offers and rank them in likelihood to close.

Open invitation – on a monthly basis, we host a luncheon for brokers and property managers who have an interest in apartment investments – just email me for an invitation.

Please know that I love this business and I am glad to share my knowledge, expertise and enthusiasm with you and your Buyer. I want to help you, help them, to be a great landlord and investor.

I look forward to working on this transaction with you—Sincerely, **Todd Clarke CCIM CIPS**

Further Information

Do not walk property.

To register for access to confidential documents go to:

www.nmapartment.com/4011thaxton

Virtual tour:

Marketing Advisors

In the event of multiple offers, BID process will be used. Additional information on the sales process can be found at www.nmapartment.com/bidprocess/bidprocess.pdf

The owner and property are represented by Todd Clarke CCIM of NM Apartment Advisors and Kyle Deacon of Deacon Property Services. If there is any information you need on the market, submarket, or the property, please do not hesitate to ask.



Todd Clarke 

CEO

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