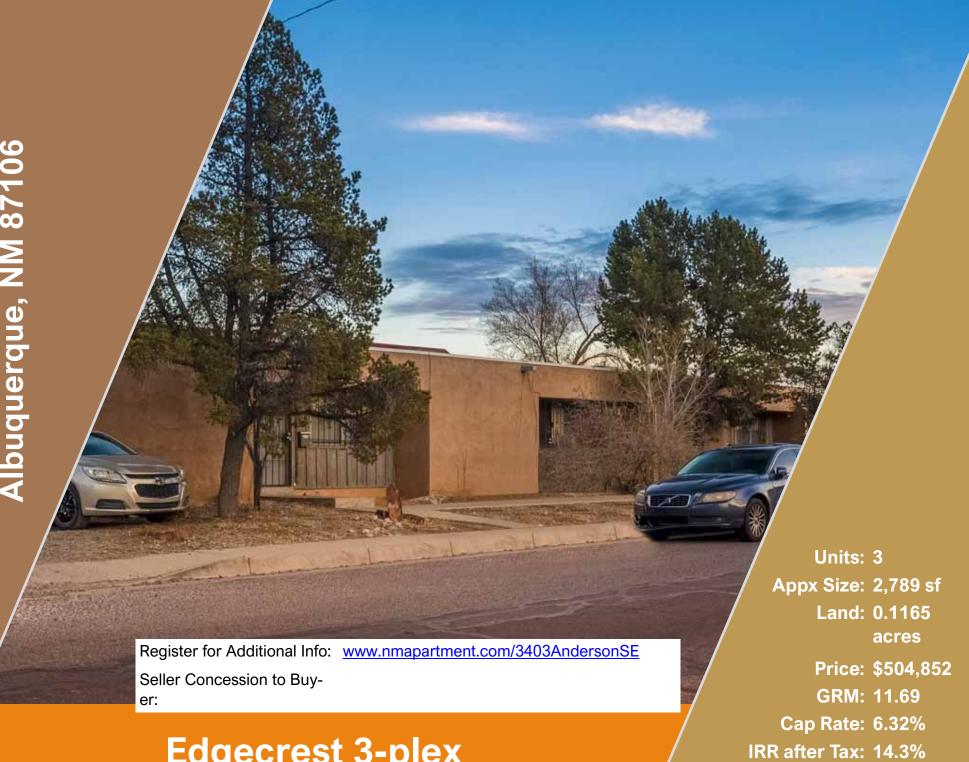


Edgecrest 3-plex

3403 Anderson Ave SE/ 1220 Wellesley Dr SE Albuquerque, NM 87106



Edgecrest 3-plex

The Offering

NM Apartment Advisors is excited to bring to market this rare opportunity to acquire from the original developers family an Edgecrest triplex.

The property is 100' from the golf course and offers single story courtyard style units in spacious two bedroom / one bathroom configuration.

The property is owned by an estate and they heir's do need to cash out.

Do not miss out on this opportunity to buy a core asset in a market with strong economic growth from all of the new Netflix, Facebook, Intel, and Amazon jobs that have created a housing shortage that has led to double digit annual rent growth.



The Property

Address: 3403 Anderson SE/ 1220 Wellesley SE

Number of 3

Year of 1978 per county construction: assessors records

Bldg. Size: 2,789 sf +/- per Assessor

Site Size: 0.1165+/- per Assessor

acres

Avg. Unit Size: 764 sf

UPC#: 101605640121341401

Legal: Lot 9, Blck 1, Rangeles Subdivision w/50

ft of Lot 10

Ask Price: \$504,852

\$/ unit: \$168,284

\$/sf: \$181.02

	Actual/Est (2024)	Proforma (2025)
Avg. Rent:	\$1,200	\$1,250
GRM:	11.61	11.22
Cap Rate Before reserves:	6.32%	5.93%
Cap Rate After reserves:	6.17%	5.78%
Year 1 NOI:	\$31,138	\$29,188
Before Tax IRR: After Tax IRR:	18.10% 14.30%	

Annual Property Operating Data (APOD)

NM Apartment Advisors Financial Overview for:

3403 Anderson Ave SE/1220 Wellesley SE

Prepared	by: Todd Clarke CCIN	M			3/10/2025											
Unit/Re	nt Summary										E		C		A	
		Approx					Renovated	Α	ctual			Т	otal Max Rent		Total Market	
Unit #	Type Style	Size	Actual Rent	:	Street Rate	1	Market Rents	Re	nt \$/sf	To	tal Actual		for this type		Potential	Total sf
A	2br/1ba	927	\$ 1,200	\$	1,200	\$	1,250	\$	1.29	\$	1,200	\$	1,200	\$	1,250	927
В	2br/1ba	928	\$ 1,200	\$	1,200	\$	1,250	\$	1.29	\$	1,200	S	1,200	S	1,250	928
C	2br/1ba	934	\$ 1,200	\$	1,200	\$	1,250	\$	1.28	\$	1,200	\$	1,200	\$	1,250	934
3	total units / Avg. Unit Siz	930	\$ 1,200	\$	1,200	\$	1,250			\$	3,600	\$	3,600	S	3,750	2,789 SF
	Avg Actual Rent \$	\$/sf=	\$ 1.29	\$	1.29	\$	1.34			\$	43,200	S	43,200	S	45,000	2,789 Per Assessor

Benchmarks			
Offering Price	\$504,852		
\$/unit	\$168,284		
\$/sť	\$181.02	Actual	Proforma
GRM		11.69	11.22
CAP Before Res	serves	6.32%	5.93%
CAP After Rese	CAP After Reserves		5.78%
Cash on Cash		2.50%	0.96%
DCR=		1.11	1.04
	Walk Score: 48;	Transit: 26; Bike:	72



Income				
A.	Total Potential Market Income	\$	45,000	
B.	Less: loss to market lease	\$	1,800	4%
C.	Total Potential Income (Street)	\$	43,200	
D.	Less: Loss to lease	5	-	0%
E.	Total Income	\$	43,200	
F.	Less: vacancy 5.0%	6 S	2,160	5% Market average
G.	Effective Rental Income	\$	41,040	1
H.	Plus: Other Income	S		
1.	Gross Operating Income	\$	41,040	

	EOY 2024			Based on:	Estimate	
Expenses (Annual)		\$/unit	0/0			
Real Estate Taxes	\$2,572	\$857	6%	2024 Actua	l Amount	
Personal Property Taxes	30000000			assessed at	\$182,925	
Property Insurance	\$2,000	\$667	5%	Estimate		
Property Management:	1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -					
Off Site Management	\$0			Assume O	wner Occup	pant
Payroll-Onsite Personnel	4.00					
8 Repairs and Maintenance	\$2,600	\$867	6%	Estimate		
9 Utilities:						
0 Water, Sewer, Refuse	\$1,620	\$540	4%	Estimate		
Gas						
2 Electric						
Pest Control	\$360	\$120	1%	Estimate		
5 Carpet Cleaning						
6 Internet				repairs+un	it turn+res	erve=8to10%
8 Reserve for replacement	\$750	\$250	2%	new lender	will require	e
Total Operating Expenses	\$9,902	\$3,301	24%			
Net Operating Income	\$31,138	\$10,379				
	ADS	Loan	LTV	Pmt	Term	Interest Rate
Less: Annual Debt Service	\$27,976	\$ 378,639	75%	\$2,331	30	6.25%
Cash Flow Before Taxes	\$3,162					

200	25		Based on:	Forthcor	ning yr.
	\$/unit	%	Income: Line	C-F+H	
\$6,035	\$2,012	13%	85% of Sales	Price	
\$2,060	\$687	5%	Potential 2025	5 = 2024 +	3%
\$0			Assume Own	ег Оссира	nt
\$2,678	\$893	6%	Potential 2025	5 = 2024 +	3%
\$1,669	\$556	4%	Potential 2025	5 = 2024 +	3%
\$371	\$124	1%	Potential 2025	5 = 2024 +	3%
\$750	\$250	2%	new lender wi	ll require	
\$13,562	\$4,521	30%		•	
\$29,188	Potential Market	less 5%	vacancy + oth	er income	
ADS	Loan	LTV	Pmt	Term	Interest
\$27,976	\$ 378,63	9 75%	\$2,331	30	6.25%
\$1,211					

About the original owner developer

This is where we would insert info about your family's history with the property.

Internal Rate of Return

								Carculatett			
							Í	for 1st year			
							(of next			
								owners,			
		7	l'ear				(ownership	Sales Worksheet		
			1	2	3	4	5	6			
Total Potential Market Income	4.5% Increases		\$45,000	\$47,025	\$49,141	\$51,352	\$53,663	\$56,078	Calculation of Adjusted Basis		
Less: loss to market lease	4.0%	74-	\$1,800	\$1,881	\$1,966	\$2,054	\$2,147	\$2,243	Basis at Acquisition		\$504,852
Total Potential Income (Max Res	nt)		\$43,200	\$45,144	\$47,175	\$49,298	\$51,517	\$53,835	+ Capital Additions		
Less: Loss to lease	0.0%	· ·	\$0	\$0	\$0	\$0	\$0	:50	-Cost Recovery (Depreciation) Taker	n	\$72,210
Total Income			\$43,200	\$45,144	\$47,175	\$49,298	\$51,517	\$53,835	=Adjusted Basis at Sale		\$432,642
Less: vacancy	5.0%		\$2,160	\$2,257	\$2,359	\$2,465	\$2,576	\$2,692			
Effective Rental Income			\$41,040	\$42,887	\$44,817	\$46,833	\$48,941	\$51,143	Calculation of Capital Gain		
Plus: Other Income	2.0% Increases		\$0	\$0	\$0	\$0	\$0	50	Disposition CAP Rate	6.2%	
Gross Operating Income			\$41,040	\$42,887	\$44,817	\$46,833	\$48,941	\$51,143	Sale Price		\$651,952
									-Costs of Sale	8.0%	\$52,150
Total Operating Expenses	2.0% Increases		\$9,902	\$10,100	\$10,302	\$10,508	\$10,719	\$10,933	-Adjusted Basis at Sale	_	\$432,642
Net Operating Income			\$31,138	\$32,786	\$34,514	\$36,325	\$38,222	\$40,210	=Gain or (Loss)		\$167,15
			\$378,639						-Straight Line Cost Recovery (limited	l to gain)	\$72,216
Mortgage Balance			\$374,202	\$369,480	\$364,454	\$359,105	\$353,411		=Capital Gain from Appreciation		\$94,94
ADS			\$27,976	\$27,976	\$27,976	\$27,976	\$27,976				
Principal Reduction			\$4,437	\$4,722	\$5,026	\$5,349	\$5,693		Calculation of Sales Proceeds after t	ax	
Mortgage interest	-		\$23,539	\$23,254	\$22,950	\$22,627	\$22,283		Sale Price		\$651,952
cost recovery (annual)	27.5 yr	80%	\$14,075	\$14,687	\$14,687	\$14,687	\$14,075 i	includes mid mon	-Cost of Sale		\$52,150
Taxable Income			-\$6,477	-\$5,154	-\$3,122	-\$988	\$1,864		-Mortgage Balance(s)		\$353,41
Tax on income at ordinary incom	ne rate of	35%	\$0	\$0	\$0	\$0	\$653		=Sale Proceeds Before Tax		\$246,385
	-								-Tax: Straight Line Recapture at	25.0%	\$18,053
NOI			\$31,138	\$32,786	\$34,514	\$36,325	\$38,222		-Tax on Capital Gains at	20.0%	\$18,989
Annual Debt Service		92	\$27,976	\$27,976	\$27,976	\$27,976	\$27,976		=SALE PROCEEDS AFTER TAX	X:	\$209,343
Cash Flow Before Tax			\$3,162	\$4,810	\$6,538	\$8,349	\$10,246				
Less Ordinary Income Tax			\$0	\$0	\$0	\$0	\$653				
Cash Flow After Tax			\$3,162	\$4,810	\$6,538	\$8,349	\$9,594			IRR Befor	e tax =
										n S	

Calculated

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

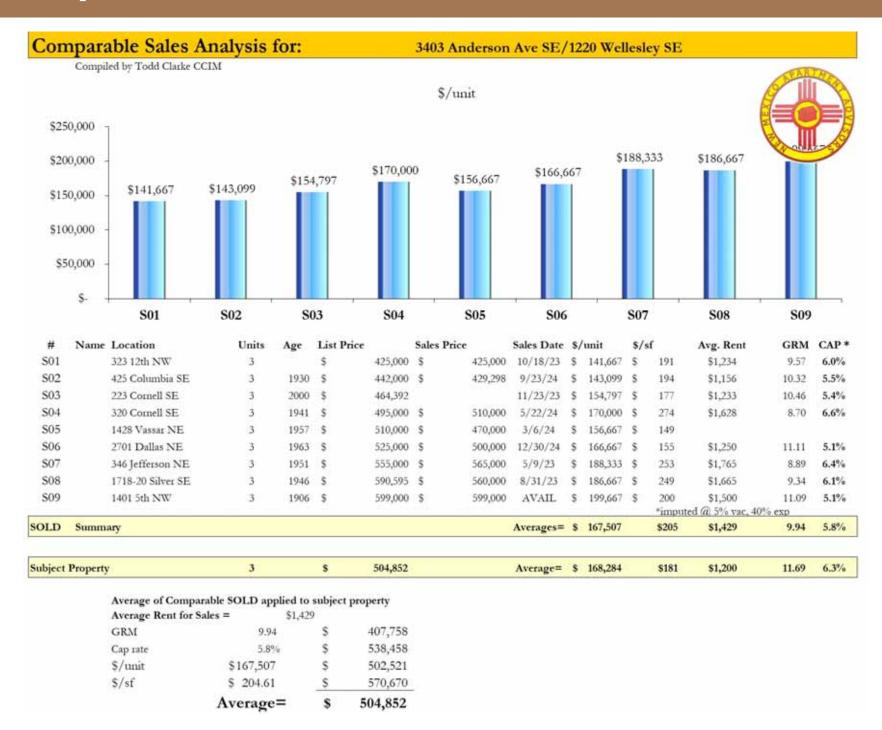
- 1. Deduct your annual mortgage interest before you calculate your taxable amount;
- 2. Deduct your cost recovery/depreciation before you calculate your taxable amount, in the future when you sell the property, you only pay back 25% of the benefit you received;
 - 3. Your long term profit, or capital 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 21%.

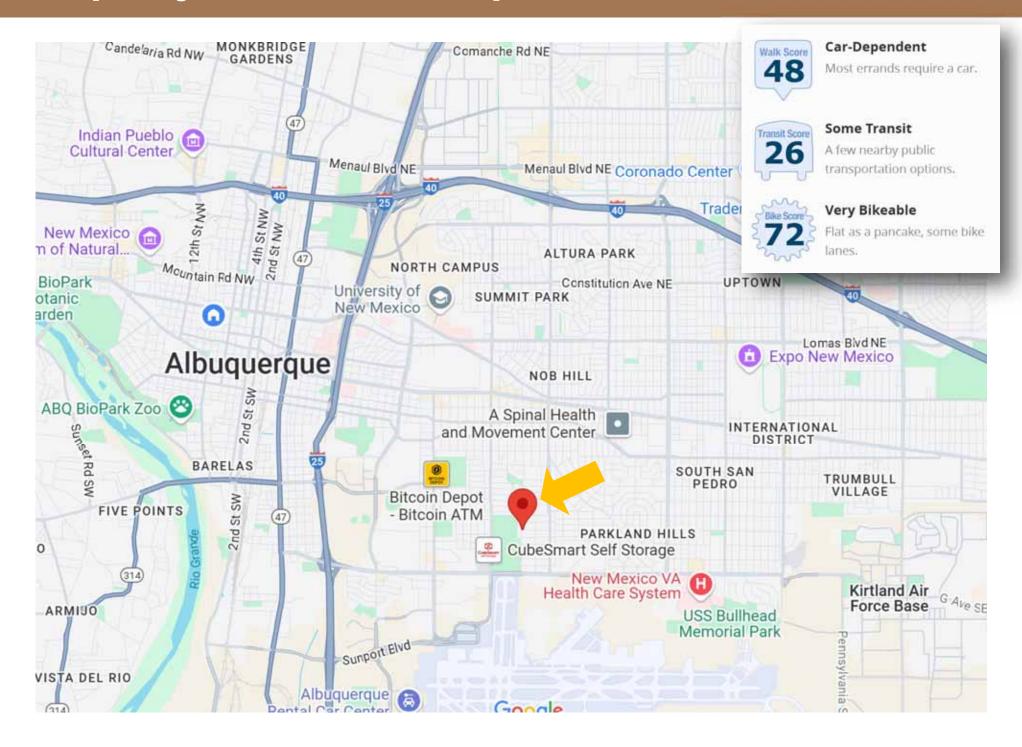
Harbo	TOIC THE	10.170
n	\$	_
0	\$ (126,213)	,
1	\$3,162	
2	\$4,810	1
3	\$6,538	1
4	\$8,349	
5	\$10,246	+ \$246,38

IRR A	fter t	ax =	14.3%
n	S		
0	\$	(126,213)	
1		\$3,162	
2		\$4,810	
3		\$6,538	
4		\$6,538	
5		\$8,349 +	\$209,343
	191		

Comparable Sales



Property Info - Area Map



Exterior Photos









Drone Photos









Property Info - GIS

City of Albuquerque Property Report

Platted Parcel Address: 1220 WELLESLEY DR SE

Assessor Parcel Address: 3403 ANDERSON AVE SE

3/14/2025 Report Date:

www.caba.gov/qis

Bernalillo County Assessor Ownership Data

(Click here for more information)

ELSIK EDITH C TRUSTEE ELSIK LIVING TRUST Owner Name:

Owner Address: 11321 ACADEMY RIDGE RD NE ALBUQUERQUE NM 87111-6887

Uniform Property Code (UPC): 101605640121341401 Tax Year: 2024 Tax District: A1A

Legal Description: * 009 010RANGELS SUB W 50 FT OF

Property Class: R Document Number: 2006120653 081006 QC-Acres: 0.1165

Albuquerque Planning and Zoning Data

Bernalillo County Planning and Zoning

Jurisdiction: ALBUQUERQUE Zone Atlas Page: L-16 IDO Zone District: **IDO District Definition:** Multi-family High Density

Land Use: 01 | Low-density Lot: 9 Block: 10 Subdivision: RANGELS REPLAT KNOB Residential HEIGHTS ADDN BLK 10

Neighborhood Associations

Office of Neighborhood Coordination

City Recognized Neighborhood Southeast Heights NA

Associations:

Services

Police Beat: 323 Area Command: SOUTHEAST

Residential Trash Pickup and Recycling: Wednesday

City Council Districts

City Council District: 6 - Nichole Rogers Councilor Email: nrogers@cabq.gov

Policy Analyst: Paloma Garcia Policy Analyst Policy Analyst Phone #: 505-768-3100

Email:

Other Legislative Districts

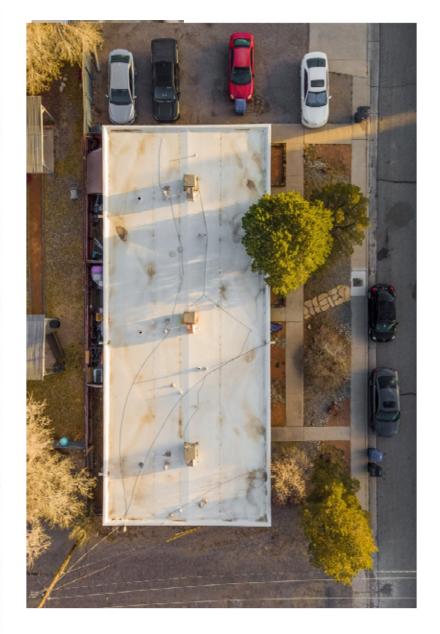
US Congressional District: 1 - Melanie Stansbury County Commission District: 3 - Adriann Barboa NM House Of Representatives: 18 - Gail Chasey

16 - Antoinette Sedillo Lopez NM Senate:

Albuquerque Public Schools **APS School Service Areas**

Elementary School: KIRTLAND Middle School: WILSON High School: ALBUQUERQUE

FEMA Flood Zone: FEMA Flood Map Service Center



The Market—Albuquerque, NM



Facebook

Data Center

amazon

Distribution center under construction announced 1,000 new jobs

A

Apple

NETFLIX

announced \$1 Billion of new programming

G Goo

Google

Albuquerque is home to

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 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.

Albuquerque, New Mexico in the news

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— 0/2013

☑ 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

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



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. The upside of having fewer millionaires is that it helps keep a lid on living costs, which are 8.9% below the U.S. average. For residents of all means, the Land of Enchantment is somewhat tax-friendly, though it's a mixed bag for retirees. Social Security benefits are subject to tax by the state, as are retirement account distributions and pension payouts.

Multifamily investment sales process / thoughts:

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 35 years. In that time, I have listed/sold over 17,468 units totaling \$831M. I also teach investment sales analysis for the CCIM institute (27 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 troubleshoot/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

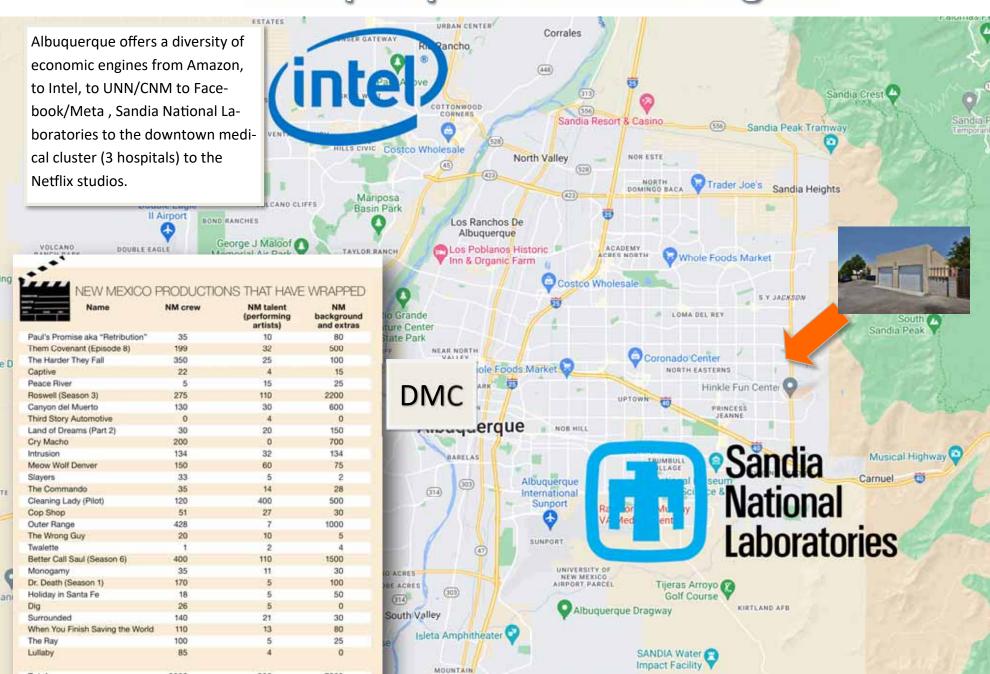
Your client's actions represent you in this transaction, and your actions represent them. Please let your client know they have only one chance to make a good impression with my Sellers.

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

Albuquerque's Economic Engines



VIEW

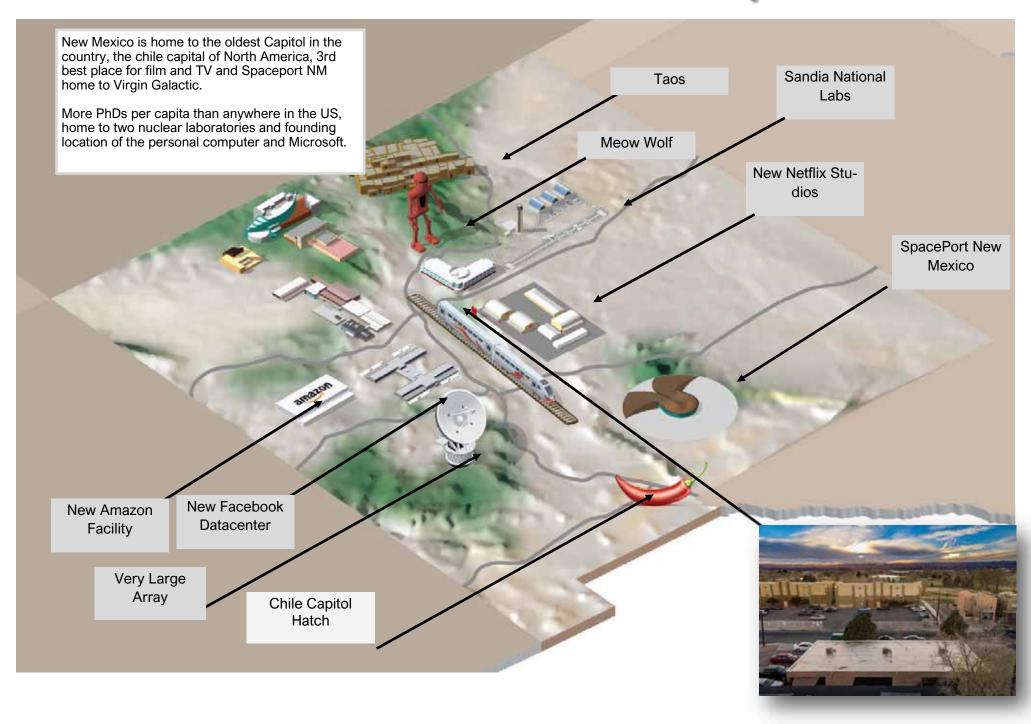
Total

3302

7963

Source: New Mexico Film Office

New Mexico is on the international map



Further Information

Do not walk property, or disturb residents.

To register for additional information go to:

www.nmapartment.com/3403AndersonSE

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 who has over 35 years of experience. If there is any information you need on the market, submarket, or the property, please do not hesitate to ask.

Todd Clarke W

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

