Upgraded 16-Unit Multifamily in Growing Submarket

EXCELLENT UNIT MIX & WELL-BELOW MARKET LEASE RATES

3410-3422 Vail Ave. SE | Albuquerque, NM 87106

NWQ Gibson Blvd. & Carlisle Blvd. SE







SALE PRICE

\$1,695,000 In-Place Cap Rate: 5.89% Year End 2 Pro Forma Cap Rate: 9.54%



AVAILABLE

Building SF: ±12,954 Land: ±0.72 Acres

- Average Lease Rate is 45.08% Below Market Rate Competitors
- Excellent Unit Mix: 100% 2 Bedroom-1 Bathroom Units (± 750 SF)
- Improvements: 2016-2017 TPO Roofs, Vinyl Double-Pane Windows, and New Doors.
- Improving Submarket: Equidistant to 70-Acre Max Q Development & Upscale Ridgecrest Neighborhood.
- Amenities: Gated Property, In-Unit Washers & Dryers, and Private Enclosed Courtyards.



got space

Sarah Raboff

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UPGRADED 16-UNIT MULTIFAMILY IN GROWING SUBMARKET

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PROPERTY OVERVIEW

The "Skylight" Apartments achieve common multifamily investment criteria: An excellent unit mix, fully renovated interiors, individually metered gas & electricity, well-below-market lease rates, minimal deferred maintenance, and an improving surrounding neighborhood. The four adjacent fourplexes include sixteen (16) sizable 2 Bedroom-1 Bathroom configurations (± 750 SF), which furnish in-unit washers and dryers (93.75%), vaulted ceiling skylights, private enclosed courtyards (75%), dishwashers, garbage disposals, and upgraded finishes.

Value-Add Potential: Based on like-kind units leased after December 2023, the current average lease rate is 45.08% below its competitors. Assuming an annualized market rate rent roll (\$1,222.50/mo.), a 5% vacancy/ credit loss factor, April 2024 T-12 expenses, and a 1.25% lender reserves expense, the resulting cap rate is 9.98%.

Locations: The Skylight Apartments are well-positioned to benefit from locational appreciation. The property rate is equidistant (0.5 Mile) to the upscale Ridgecrest residential neighborhood (NE) and the Max Q @ Kirtland, a 70-acre mixed-use development positioned to support the Air Force Research Lab. Max Q, which is undergoing Phase One of its development, is slated to include a one million square foot campus. In recent news, Northop Grumman, a publicly traded multinational aerospace and defense technology company, has completed a 27,000-square-foot building on the site. Northrop Grumman's Phase One of its four-phase project will include a mixed-use town center style development. To follow suit, several of the multifamily properties on Vail Ave SE are either new construction or have undergone major renovations.

Improvements & Amenities: Each unit furnishes a contemporary vaulted ceiling skylight. Twelve (12) or 75% of the units offer a private enclosed courtyard, and fifteen (15) or 93.75% are equipped with in-unit washers and dryers. The exterior improvements include double-pane vinyl windows, wrought iron permitter fencing, 2016-2016 vintage TPO roofs, security doors, and well-maintained common courtyards. The interiors include new doors, upgraded bathroom appliances, showers, and vanities, tile or stained concrete flooring, and upgraded kitchen cabinetry. The kitchens and bathrooms are equipped with Ground-Fault Circuit Interrupter Outlets (GFCI) and smoke detectors.

Utilities & HVAC: All units have individual electricity and gas meters. Approximately half of the units include roof HVAC condensers for centralized AC with the remainder cooled by evaporative AC units. All units are heated by wall-mounted gas furnaces. Each fourplex includes a sewer line, which connects to the main city line.

^{***}Assumed Tax Deductions Captured: Loan-Cost Amortization (7-Yr. Term), Property Improvements' Cost-Recovery, and Loan Interest. Assumed Ordinary Income Tax Rate: 30%.***



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INVESTMENT HIGHLIGHTS

SALE PRICE

\$1,695,000

Price/Existing Unit:

\$105.937.50

FINANCIAL INFORMATION

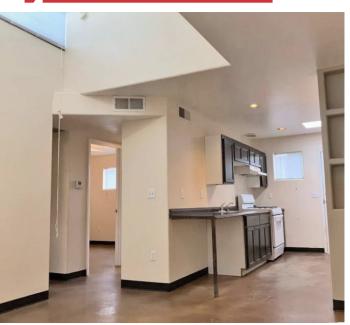
- Acquisition Pre-Tax Cash-on-Cash Return: 2.59%
- Acquisition After-Tax Cash-on-Cash Return: 4.52%
- Acquisition GRM: 10.48
- Year-End 2 Pro Forma Pre-Tax Cash-on-Cash Return: 14.38%
- Year-End 2 Pro Forma After-Tax Cashon-Cash Return: 13.02%
- Year-End 2 Pro Forma GRM: 7.22
- Year-End 5 Pro Forma Valuation @ a 6.5% Cap Rate: \$2,694,512 (+58.97%)

^{*}Sarah Raboff is neither a licensed accountant, CPA, NMLS nor MLO. Broker does not guarantee the accuracy of projected after-tax returns nor acquistion loan terms. Please consult your tax, lender, and financials professionals

^{**}Financing Assumption: 7-Year 6.10% Fixed Rate Loan Amortized Over 30 Years.**

UPGRADED 16-UNIT MULTIFAMILY IN GROWING SUBMARKET

3410-3422 Vail Ave. SE | Albuquerque, NM 87106



















UPGRADED 16-UNIT MULTIFAMILY IN GROWING SUBMARKET

3410-3422 Vail Ave. SE | Albuquerque, NM 87106

June 2024 Actual & Pro Forma Rent Roll

The Skylight Apartments											
Rent Roll: June 2024 & Market Rate Pro Forma											
3410, 3414, 3418 & 3422 Vail Ave. SE, Albuquerque, NM 87106											
Prepared by Sarah Raboff, NAI SunVista											
# a.f.T	0	SF	In Hait W/D	Private			¢/05/M-	Lease	Avg. Pro Forma	Pro	Pro Forma Rent
# of Type	Configuration	5F	In-Unit W/D	Courtyard	Lease Rate	Max Rate	\$/SF/Mo.	Structure	Rate	Forma	Growth
16	2 Bed-1 Bath	± 750	93.75%	75%	\$842.67	\$950.00	\$1.12	M-t-M	\$1,222.50	\$1.63	45.08%
	Tenants Are Responsible for Electricity & Gas; Owner Pays Water, Sewer, and Refuse.										
Unit#	Configuration	Unit SF	In-Unit	Private	Lease Rates	100% Occupancy	\$/SF/Mo.	Lease	Market Rate	\$/SF/Mo.	Pro Forma
			Washer & Dryer	Courtyard				Expiration	Pro Forma		Rent Growth
3410-1	2 Bed-1 Bath	± 750	√	X	\$675.00	\$675.00	\$0.90	M-t-M	\$1,225	\$1.63	81.48%
3410-2	2 Bed-1 Bath	± 750	√	X	\$850.00	\$850.00	\$1.13	M-t-M	\$1,225	\$1.63	44.12%
3410-3	2 Bed-1 Bath	± 750	√	X	\$950.00	\$950.00	\$1.27	M-t-M	\$1,225	\$1.63	28.95%
3410-4	2 Bed-1 Bath	± 750	√	X	\$950.00	\$950.00	\$1.27	M-t-M	\$1,225	\$1.63	28.95%
3414-1	2 Bed-1 Bath	± 750	✓	√	\$925.00	\$925.00	\$1.23	M-t-M	\$1,225	\$1.63	32.43%
3414-2	2 Bed-1 Bath	± 750	X	✓	\$925.00	\$925.00	\$1.23	M-t-M	\$1,185	\$1.58	28.11%
3414-3	2 Bed-1 Bath	± 750	✓	✓	Vacant-Rehab	\$1,225.00	\$1.63	N/A	\$1,225	\$1.63	N/A
3414-4	2 Bed-1 Bath	± 750	✓	✓	\$775.00	\$775.00	\$1.03	M-t-M	\$1,225	\$1.63	58.06%
3418-1	2 Bed-1 Bath	± 750	✓	✓	\$775.00	\$775.00	\$1.03	M-t-M	\$1,225	\$1.63	58.06%
3418-2	2 Bed-1 Bath	± 750	✓	✓	\$750.00	\$750.00	\$1.00	M-t-M	\$1,225	\$1.63	63.33%
3418-3	2 Bed-1 Bath	± 750	✓	✓	\$850.00	\$850.00	\$1.13	M-t-M	\$1,225	\$1.63	44.12%
3418-4	2 Bed-1 Bath	± 750	✓	✓	\$925.00	\$925.00	\$1.23	M-t-M	\$1,225	\$1.63	32.43%
3422-1	2 Bed-1 Bath	± 750	✓	✓	\$890.00	\$890.00	\$1.19	M-t-M	\$1,225	\$1.63	37.64%
3422-2	2 Bed-1 Bath	± 750	✓	✓	\$750.00	\$750.00	\$1.00	M-t-M	\$1,225	\$1.63	63.33%
3422-3	2 Bed-1 Bath	± 750	√	✓	\$750.00	\$750.00	\$1.00	M-t-M	\$1,225	\$1.63	63.33%
3422-4	2 Bed-1 Bath	± 750	√	✓	\$900.00	\$900.00	\$1.20	M-t-M	\$1,225	\$1.63	36.11%
Totals		12,000	15	12	\$12,640.00	\$13,865.00	\$1.16		\$19,560	\$1.63	45.08%
*The Pro Forn	na rental rates are ba	sed on data c	collected from the SWML					er.com, and cra	igslist.com. Broker does	s not guarant	ee that the buyer will
lease the units at the below listed pro forma rates.*											
				Albuquerque H	ousing 2024 Pa	yment Standa	rds 87106				
# of BRs	2 Bedrooms			*AHA Pr	icing Guidance Appl	ies to Full Service	Leases (Landlo	ord Pays All Util	lities).*		
Rate \$1,258.00											
Albuquerque Housing 2024 Monthly Utility Allowances: Tenant Furnished Utilities & Services											
# of BRs	2 Bedrooms										
Electricity											
	washer, Dryer, Air Conditioning, Dishwasher, Cooking & Lighting.										
Gas	\$ 48.00										
Sources	Sources Heating, Range & Hot Water.										
*Broker Does Not Guarantee AHA Payment & Utility Allowances Information. Please Visit <u>abqha.ora</u> to verify housing guidelines *											



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UPGRADED 16-UNIT MULTIFAMILY IN GROWING SUBMARKET

3410-3422 Vail Ave. SE | Albuquerque, NM 87106

Comparable Property Market Rental Rates 2 Bedroom-1 Bathroom

The Skylight Apartments

Comparable Leased Two (2) Bedroom-One (1) Bathroom Units

3410, 3414, 3418 & 3422 Vail Ave.SE, Albuquerque, NM 87106									
Street & Dir.	Ross Ave. SE	Truman St. SE	Smith Ave. SE	Vail Ave. SE	Vassar Dr. SE	Lead Ave. SE	"Subject"		
Lease Rate	\$ 1,250.00	\$ 1,245.00	\$ 1,215.00	\$ 1,025.00	\$ 1,265.00	\$ 1,095.00	\$842.67		
Unit SF.	800	754	925	800	800	1,055	750		
\$/SF/Mo.	\$ 1.56	\$ 1.65	\$ 1.31	\$ 1.28	\$ 1.58	\$ 1.04	\$ 1.12		
Date Leased	5/10/2024	4/1/2024	3/1/2024	2/5/2024	1/25/2024	12/18/2023	Varies		
Submarket SE-Puerto De Golf Cours		SE-Airport.	SE-Puerto Del Sol Golf Course.	SE-Puerto Del Sol Golf Course.	SE-University Heights.	SE-UNM	SE-Puerto Del Sol Golf Course.		
Bldg. Vintage 1951		1979	1979 1955		1975	1964	1962		
Bldg. Size (Units)	4	8 6		4	4	4	4x 4		
Location Class	С	B-	B- B-		B-	В	B-		
Bldg. Class	B+	B+	В	В	С	С	В		
Unit Class B+		B-	C+	B-	В	B+	B+		
Unit Updates	Full Renovation.	Full Renovation.	None.	Paint & Flooring.	Full Renovation.	Paint, Floors, Cabinets	Full Renovation.		
Laundry	In-Unit Washer & Dryer.	In-Unit Washer & Dryer.	In-Unit Washer & Dryer.	In-Unit Washer & Dryer.	In-Unit Washer & Dryer.	In-Unit Washer & Dryer.	In-Unit Washer & Dryer (93.75%)		
Parking	Street.	Off-Street.	Single-Car Garage.	Surface.	Off-Street.	On-Street	Off-Street.		
Other Amenities	None.	None.	Single-Car Garage.	Private Balcony.	None.	Walk-in Closets	Private Courtyards (75%) & Vaulted Ceiling Skylights,		
Utilities Included In Rent.	Water, Sewer, and Refuse.	Water, Sewer, and Refuse.	Water, Sewer, and Refuse.	Water, Sewer, and Refuse.	Water, Sewer, and Refuse.	Water, Sewer, and Refuse.	Water, Sewer, and Refuse.		





UPGRADED 16-UNIT MULTIFAMILY IN GROWING SUBMARKET

3410-3422 Vail Ave. SE | Albuquerque, NM 87106

Investment Analysis: Acquisition & Year-End 2 Pro Forma Cash Flow

				s: Acquisition & Year-End Tv			
				3 & 3422 Vail Ave. SE, Albuquerqu	ie, NM 87106		
	Acquisition Cash-			ation: Year-End Two (2)			
June 20	ch 2024 T-12			ed June-2024 Year-	over-Year Base Rent Growth: 45.08%		
epared by Sarah Raboff, Partner, NAI SunVista	GRM	10.48			Pro Forma GRM	7.22	
Operating Income	Monthly	An	nual	Notes: Operating Income	Monthly	Annual	Notes: Pro Forma Income
Number of Multifamily Units	16			16x 2 Bed-1 Bath (± 750 SF)	16	16	16x 2 Bed-1 Bath (± 750 SF)
2 Bed-1 Bath Avg. Rent: \$842.67	13,482.67			June-24 Occupancy: 93.75%.	\$19,560		Pro Forma Market Rate: \$1,222.50
Total Rental Income	13,482.67			Avg. Rate @ 100% Occupancy	19,560.00		Ref. Pro Forma Rent Roll
% Vacancy and Credit Losses	5.00%			Broker Assumption	5.00%		Broker Assumption
Total Vacancy, Losses, & Concessions	674.13		8,089.60		978.00	11,736.00	
Pet Rent	-			N/A	300.00	3,600.00	
Admin: Pet Deposits, Application, & Other	-		-	N/A	83.33	1,000.00	Broker Assumption
Late, NSF & Damage Fees Total Other Income	-			N/A	66.67 450.00	800.00 5.400.00	Broker Assumption
Gross Operating Income	12,808.53		153,702.40		19,032.00	228,384.00	
Cross Operating income	12,000.33		155,702.40		13,032.00	220,304.00	
Operating Expenses	Monthly	Annual	% of GOI	Notes: Operating Expenses	Monthly	Annual	Notes: Pro Forma Expenses
Property & Asset Management	777.42	9,329.00		April-24 T-12	1,647.79		8% of Pro Forma GOI + NMGRT (7.625%)
Advertising	45.00	540.00		April-24 T-12	67.50	810.00	
Repairs & Maintenance	631.25	7,575.00		April-24 T-12	650.19		Marchh-24 T-12 + 3%
Pest Control	70.25	843.00		April-24 T-12	72.01		March-24 T-12+ 2.5%
Utilities				•			
Other Utilities	25.17	302.00	0.2%	April-24 T-12	25.67	308.04	April-24 T-12 + 2%
Water, Sewer, & Refuse	636.58	7,639.00	5.0%	April-24 T-12	652.50	7,829.98	April-24 T-12 + 2.5%
Internet	340.00	4,080.00	2.7%	April-24 T-12	348.50	4,182.00	April-24 T-12 + 2.5%
Taxes & Insurance							
Property Insurance	787.00	9,444.00	6.1%	April-24 T-12	810.61	9,727.32	March-24 T-12 + 3%
Property Taxes	1,014.48	12,173.72		2023 Tax Bills (Combined)	1,044.91	12,538.92	2024 Net Taxable Assessment (+2.99%)
Lender Reserves	160.11	1,921.28		1.25% of Gross Income/Month.	237.90	2,854.80	1.25% of Gross Income/Month.
Operating Expenses	4,487.25	53,847.00	35.0%		5,557.58	66,690.91	29
Net Operating Income (NOI)						d 2 Net Operating	Income (NOI)
Total Annual Operating Income	153,702.40				228,384.00		
Total Annual Operating Expense	53,847.00				66,690.91		
Annual Net Operating Income	99,855.40				161,693.09		
Capitalization Rate and Valuation					Pro Forma Capita	lization Rate and Va	aluation
Actual Capitalization Rate	5.89%				9.54%		
Property Valuation (Sales Price)	\$ 1,695,000.00				\$ 1,695,000.00		
Actual Purchase Price	\$ 1.695.000.00				1.695.000.00		
	Ψ 1,000,000.00		Δca	uisition Financing Projectio	7,		
				d Loan Amortized Over a 30-Yea			
			7-1 Cui 1 IXC	Loan-to-Value (LTV): 70%	i i ciiou		
				Fixed Interest Rate: 6.10%			
					Projected Market	Return 9/1/2026	
Projected Acquisition Loan Information				30%		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
	508 500			70%			
Down Payment	508,500 1.186,500					Estimate: 1% Origin	nation Fee
	508,500 1,186,500 13,365	Estimate: 19	6 Origination F	ee.	เอ.อกก		
Down Payment Loan Amount	1,186,500			ee. orting, and Other Fees.		Estimate: Appraisa	I, Reporting, and Other Fees.
Down Payment Loan Amount Loan Origination Fee	1,186,500 13,365 4,400 2,500	Estimate: A Estimate: \$1	ppraisal, Repo ,500 Inspectio	orting, and Other Fees. n and \$1,000 Title Fees.	4,400 2,500	Estimate: \$1,500 In	spection and \$1,000 Title Fees.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years)	1,186,500 13,365 4,400 2,500	Estimate: A Estimate: \$1 Estimated L	ppraisal, Repo ,500 Inspectio oan Amortizatio	orting, and Other Fees. n and \$1,000 Title Fees. on.	4,400 2,500 30	Estimate: \$1,500 In Estimated Loan Am	spection and \$1,000 Title Fees. ortization.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate	1,186,500 13,365 4,400 2,500 30 6.10%	Estimate: A Estimate: \$1 Estimated Le Estimate: 7-	ppraisal, Repo ,500 Inspectio	orting, and Other Fees. n and \$1,000 Title Fees. on.	4,400 2,500 30 6.10%	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi	spection and \$1,000 Title Fees. ortization.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate Initial Investment	1,186,500 13,365 4,400 2,500 30 6.10% 524,365.00	Estimate: A Estimate: \$1 Estimated Lo Estimate: 7-	ppraisal, Repo ,500 Inspectio oan Amortizatio	orting, and Other Fees. n and \$1,000 Title Fees. on.	4,400 2,500 30 6.10% 524,365.00	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi	spection and \$1,000 Title Fees. ortization.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate Initial Investment Monthly P&I	1,186,500 13,365 4,400 2,500 30 6.10% 524,365.00 7,190.13	Estimate: \$1 Estimated Louis Estimate: 7-	ppraisal, Repo ,500 Inspectio oan Amortizatio Year Fixed Inte	orting, and Other Fees. n and \$1,000 Title Fees. on. rest Rate.	4,400 2,500 30 6.10% 524,365.00 7,190.13	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi	spection and \$1,000 Title Fees. iortization. xed Interest Rate.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate Initial Investment Monthly P&I Annual Interest	1,186,500 13,365 4,400 2,500 30 6.10% 524,365.00 7,190.13 72,376.50	Estimate: A Estimate: \$1 Estimated L Estimate: 7-	ppraisal, Repo ,500 Inspection can Amortization Year Fixed Interest Paym	urting, and Other Fees. and \$1,000 Title Fees. n. rest Rate. ent.	4,400 2,500 30 6.10 % 524,365.00 7,190.13 71,477.01	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi	spection and \$1,000 Title Fees. ortization. xed Interest Rate. est Payment.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate Initial Investment Monthly P&I Annual Interest Annual Principal	1,186,500 13,365 4,400 2,500 30 6,10% 524,365.00 7,190.13 72,376.50 13,905.04	Estimate: A Estimate: \$1 Estimated L Estimate: 7- Months 1-12 Months 1-12	ppraisal, Repo ,500 Inspection oan Amortization Year Fixed Interest Paymon Principal Paymon	nting, and Other Fees. n. and \$1,000 Title Fees. n. rest Rate. ent. nent.	4,400 2,500 30 6.10% 524,365.00 7,190.13 71,477.01 14,804.53	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi Months 13-25 Interd Months 13-25 Prince	spection and \$1,000 Title Fees. ortization. xed Interest Rate. est Payment.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate Initial Investment Monthly P&I Annual Interest	1,186,500 13,365 4,400 2,500 30 6,10% 524,365.00 7,190.13 72,376.50 13,905.04	Estimate: A Estimate: \$1 Estimated L Estimate: 7-	ppraisal, Repo ,500 Inspection oan Amortization Year Fixed Interest Paymon Principal Paymon	nting, and Other Fees. n. and \$1,000 Title Fees. n. rest Rate. ent. nent.	4,400 2,500 30 6.10 % 524,365.00 7,190.13 71,477.01	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi Months 13-25 Interd Months 13-25 Prince	spection and \$1,000 Title Fees. ortization. xed Interest Rate. est Payment.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate Initial Investment Monthly P&I Annual Interest Annual Principal Total Annual Debt Service	1,186,500 13,365 4,400 2,500 30 6,10% 524,365.00 7,190.13 72,376.50 13,905.04	Estimate: A Estimate: \$1 Estimated L Estimate: 7- Months 1-12 Months 1-12	ppraisal, Repo ,500 Inspection oan Amortization Year Fixed Interest Paymon Principal Paymon	nting, and Other Fees. n. and \$1,000 Title Fees. n. rest Rate. ent. nent.	4,400 2,500 30 6.10% 524,365.00 7,190.13 71,477.01 14,804.53	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi Months 13-25 Interd Months 13-25 Prince	spection and \$1,000 Title Fees. ortization. xed Interest Rate. est Payment.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate Initial Investment Monthly P&I Annual Interest Annual Principal Total Annual Debt Service Before Tax Cash Flow and ROI	1,186,500 13,365 4,400 2,500 30 6.10% 524,365.00 7,190.13 72,376.50 13,905.04 86,281.54	Estimate: A Estimate: \$1 Estimated Louisimate: 7- Months 1-12 Months 1-12	ppraisal, Repo ,500 Inspection oan Amortization Year Fixed Interest Paymon Principal Paymon	nting, and Other Fees. n. and \$1,000 Title Fees. n. rest Rate. ent. nent.	4,400 2,500 30 6.10% 524,365.00 7,190.13 71,477.01 14,804.53 86,281.54	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi Months 13-25 Interd Months 13-25 Prince	spection and \$1,000 Title Fees. ortization. xed Interest Rate. est Payment.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate Initial Investment Monthly P&I Annual Interest Annual Principal Total Annual Debt Service Before Tax Cash Flow and ROI Total Monthly Cash Flow (before taxes)	1,186,500 13,365 4,400 2,500 30 6.10% 524,365,00 7,190,13 72,376.50 13,905,04 86,281.54	Estimate: A Estimate: \$1 Estimated Louisimate: 7- Months 1-12 Months 1-12	ppraisal, Repo ,500 Inspection oan Amortization Year Fixed Interest Paymon Principal Paymon	nting, and Other Fees. n. and \$1,000 Title Fees. n. rest Rate. ent. nent.	4,400 2,500 30 6.10% 524,365,00 7,190.13 71,477,01 14,804.53 86,281.54	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi Months 13-25 Interd Months 13-25 Prince	spection and \$1,000 Title Fees. ortization. xed Interest Rate. est Payment.
Down Payment Loan Amount Loan Origination Fee Other Loan Fees Acquisition Costs Length of Mortgage (years) Annual Interest Rate Initial Investment Monthly P&I Annual Interest Annual Principal Total Annual Debt Service Before Tax Cash Flow and ROI	1,186,500 13,365 4,400 2,500 30 6.10% 524,365.00 7,190.13 72,376.50 13,905.04 86,281.54	Estimate: A Estimate: \$1 Estimated Louisimate: 7- Months 1-12 Months 1-12	ppraisal, Repo ,500 Inspection oan Amortization Year Fixed Interest Paymon Principal Paymon	nting, and Other Fees. n. and \$1,000 Title Fees. n. rest Rate. ent. nent.	4,400 2,500 30 6.10% 524,365.00 7,190.13 71,477.01 14,804.53 86,281.54	Estimate: \$1,500 In Estimated Loan Am Estimate: 7-Year Fi Months 13-25 Interd Months 13-25 Prince	spection and \$1,000 Title Fees. ortization. xed Interest Rate. est Payment.





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UPGRADED 16-UNIT MULTIFAMILY IN GROWING SUBMARKET

3410-3422 Vail Ave. SE | Albuquerque, NM 87106

Investment Analysis: 5-Year After-Tax Cash-Flow Projection

	The Skylight	Apartments			
Investment Analys	sis: Five (5) Year	After-Tax C	ash Flow Pro	jection	
	Acquisition Finar				
7-Year Fi	xed Loan Amortiz		Year Period		
	Loan-to-Value				
	Fixed Interest				
F	repared by Sarah Rabofi Thursday, Jur		'ista		
End of Year	1	2	3	4	5
Potential Rental Income (YE 3, 4, 5: 2.5% Y-o-Y Growth)	\$161,792.00	\$234,720.00	\$240,588.00	\$246,602.70	\$252,767.77
-Vacancy & Credit Losses (5%)	\$8,089.60	\$11,736.00	\$12,029.40	\$12,330.14	\$12,638.39
Effective Rental Income	\$153,702.40	\$222,984.00	\$228,558.60	\$234,272.57	\$240,129.38
+Other Income (collectible) (YE 3, 4, 5: 2% Y-o-Y Growth)	\$0.00	\$5,400.00	\$5,508.00	\$5,645.70	\$5,786.84
Gross Operating Income	\$153,702.40	\$228,384.00	\$234,066.60	\$239,918.27	\$245,916.22
Operating Expenses (YE 3, 4, 5: 2% Y-o-Y Growth)	\$51,925.72	\$63,836.11	\$65,098.90	\$66,386.25	\$67,698.98
Annual Lender Reserves Deposit Estimate (1.25% of GOI)	\$1,921.28	\$2,854.80	\$2,925.83	\$2,998.98	\$3,073.95
Total Operating and Lender Reserves Expenses	\$53,847.00	\$66,690.91	\$68,024.73	\$69,385.23	\$70,772.93
Deducible Against Taxable Income					
Tax Savings on Net Loss					
Net Operating Income	\$99,855.40	\$161,693.09	\$166,041.87	\$170,533.04	\$175,143.29
				-	Valuation @ 6.5% Cap Rate
				·	2,694,512.18
(less) Loan Interest *Projected 6.10% Fixed Rate.*	\$72,376.50	\$71,477.01	\$70,522.65	\$69,510.07	\$68,435.72
Annual Principal Payment	\$ 13,905.04	\$ 14,804.53		\$ 16,771.47	
Sum Principal & Interest	\$ 86,281.54	\$ 86,281.54	\$ 86,281.54	\$ 86,281.54	\$ 86,281.54
(less) Cost Recovery-Improvements *Assessed Improvements Value 2024 Bernalillo County Treasurer's Office: 82.92% *	\$ 45,986.89	\$ 51,096.55	\$ 51,096.55	\$ 51,096.55	\$ 45,986.89
(less) Loan Cost Amortization	\$ 1,695.00	\$ 1,695.00	\$ 1,695.00	\$ 1,695.00	\$ 1,695.00
Real Estate Taxable Income	(34,108.03)	22,620.00	26,968.79	31,459.96	41,179.86
Tax Liability at 30% Assumed Ordinary Income Rate	(10,232.41)	6,786.00	8,090.64	9,437.99	12,353.96
Net Operating Income	99,855.40	161,693.09	166,041.87	170,533.04	175,143.29
(less) Total Annual Debt Service	86,281.54	86,281.54	86,281.54	86,281.54	86,281.54
Pre-Tax Cash-Flow	13,573.86	75,411.55	79,760.33	84,251.50	88,861.75
(less) Tax Liability (30%)	(10,232.41)	6,786.00	8,090.64	9,437.99	12,353.96
After-Tax Cash Flow	23,806.27	\$ 68,625.55	\$ 71,669.70	\$74,813.52	
After-Tax Cash-on-Cash Return	4.52%	13.02%	13.59%	14.19%	14.51%



UPGRADED 16-UNIT MULTIFAMILY IN GROWING SUBMARKET

3410-3422 Vail Ave. SE | Albuquerque, NM 87106

Investment Analysis: Yearend 5 After-Tax Sales Projection

The Skylight Apartments							
, , , , , , , , , , , , , , , , , , ,	Projection	nn -					
Year-End Five (5) After-Tax Sales Proceeds Projection Assumed Acquisition Financing							
7-Year Fixed Loan Amortized Over a 30-Year Period							
Loan-to-Value (LTV): 70%	1 01104						
Fixed Interest-Rate: 6.10%							
Prepared by Sarah Raboff, Partner, NAI SunVis	sta						
End of Year		Five (5)					
Principal Balance	\$	1,092,402					
Sale Price *6.5% Disposition Cap Rate	\$	2,694,512					
Adjusted Basis Calculation							
Basis At Acquisition	\$	1,703,800					
Plus (+) Capital Improvements *Assumption*	\$	25,000					
Less (-) Depreciation Taken (Straight Line Cost-Recovery)	\$	245,263					
Equals (=) Adjusted Basis	\$	1,483,537					
Capital Gain Calculation							
Sale Price *6.5% Disposition Cap Rate	\$	2,694,512					
Less (-) Cost of Sale (6%)	\$	161,671					
Less (-) Adjusted Basis	\$	1,483,537					
Equals (=) Gain or Loss	\$	1,049,305					
Less (-) Depreciation Taken	\$	245,263					
Equals (=) Taxable Capital Gain From Appreciation	\$	804,041					
Pre-Tax Sale Proceeds Calculation	l						
Sale Price	\$	2,694,512					
Less (-) Cost of Sale	\$	161,671					
Less (-) Loan Principal Balance	\$	1,092,402					
Equals (=) Pre-Tax Sale Proceeds	\$	1,440,439					
After-Tax Sale Proceeds Calculation	n						
Pre-Tax Sale Proceeds	\$	1,440,439					
Loan Amortization Tax Savings *30% Assumed Tax Rate	\$	1,017					
Less (-) Deprecation Recapture *Assumed 25% Rate	\$	61,316					
Less (-) State & Federal Capital Gain Tax *Assumed 21% Tax Rate	\$	168,849					
Equals (=) After-Tax Sales Proceeds	\$	1,211,292					





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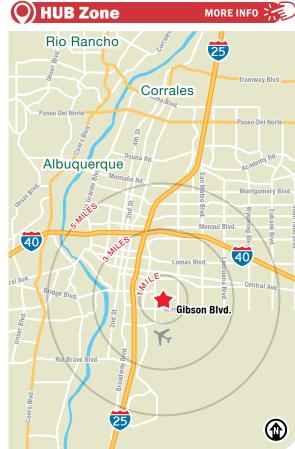
UPGRADED 16-UNIT MULTIFAMILY IN GROWING SUBMARKET

3410-3422 Vail Ave. SE | Albuquerque, NM 87106



LOCATION Demographics 3 mile 5 mile 1 mile Total 10,146 75,780 193,596 Population Average HH Income \$77,246 \$71,238 \$71,013 Daytime 82,701 184,775 5.244 Employment

2023 Forecasted by Esri





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Sarah Raboff

3410-3422 Vail Ave. SE | Albuquerque, NM 87106

Floorplan: 2 Bedroom-1 Bathroom

Main Floor Exterior Area 719.75 sq ft Interior Area 641.35 sq ft





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