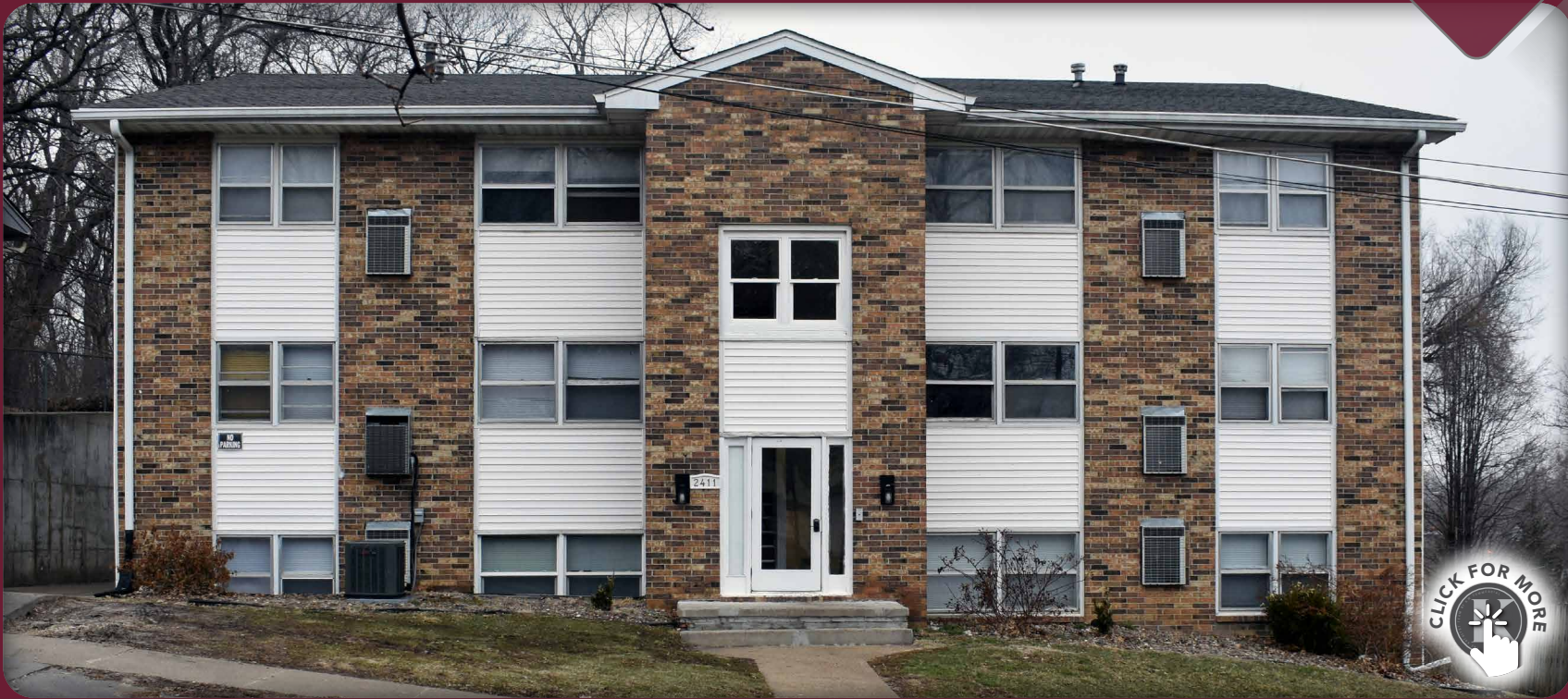


MULTIFAMILY APARTMENTS

2411 Welbeck Rd | Des Moines IA



OFFERING MEMORANDUM



4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalystTeam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com



OFFERING MEMORANDUM



TABLE OF CONTENTS

2411 Welbeck Rd | Des Moines IA



CONFIDENTIALITY & DISCLAIMER		(3)
PROPERTY INFORMATION	1	(5-7)
LOCATION INFORMATION	2	(9-11)
FINANCIAL ANALYSIS	3	(13-15)
SALE COMPARABLES	4	(17-21)
DEMOGRAPHIC INFORMATION	5	(23-24)
ABOUT THE KataLYST TEAM / CONTACT INFORMATION		(26-27)

CONFIDENTIALITY & DISCLAIMER

2411 Welbeck Rd | Des Moines IA

OFFERING MEMORANDUM

SALE PRICE: \$845,000

All materials and information received or derived from KW Commercial its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither KW Commercial its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. KW Commercial will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. KW Commercial makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. KW Commercial does not serve as a financial advisor to any party regarding any proposed transaction.

All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that maybe provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Greater Des Moines in compliance with all applicable fair housing and equal opportunity laws.



4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com



OFFERING MEMORANDUM



PROPERTY INFORMATION

2411 Welbeck Rd | Des Moines IA

1

PROPERTY SUMMARY

PROPERTY DETAILS

ADDITIONAL PHOTOS

PROPERTY SUMMARY

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

PROPERTY INFORMATION | 1



PROPERTY OVERVIEW

The KatalYST Team as part of KW Commercial is pleased to exclusively present 2411 Welbeck, a 12-unit apartment building located in the stable market of Des Moines, specifically in the submarket of Northwest Des Moines. The property was built in 1968 and has recently undergone improvements including, new HVAC systems, water heaters, and an updated security system. The property generates a strong net operating income of \$47,721 and has a competitive cap rate of 7.9%. The property's location in a stable market of Des Moines makes it an attractive investment opportunity.

LOCATION OVERVIEW

Northwest Des Moines is a desirable investment location due to its stable economy and growing population. The area has a diverse mix of commercial, retail, and residential developments that have continued to attract businesses and residents alike. The location benefits from excellent transportation infrastructure, with easy access to major highways and the Des Moines International Airport. Additionally, the area is home to several higher education institutions, including Drake University and Des Moines Area Community College, which provide a steady stream of renters and potential employees. The low unemployment rate and high median household income in the area make it an attractive investment location for both multifamily and commercial real estate opportunities. Overall, Northwest Des Moines offers investors a stable and growing market with a strong potential for return on investment.

THE KatalYST
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

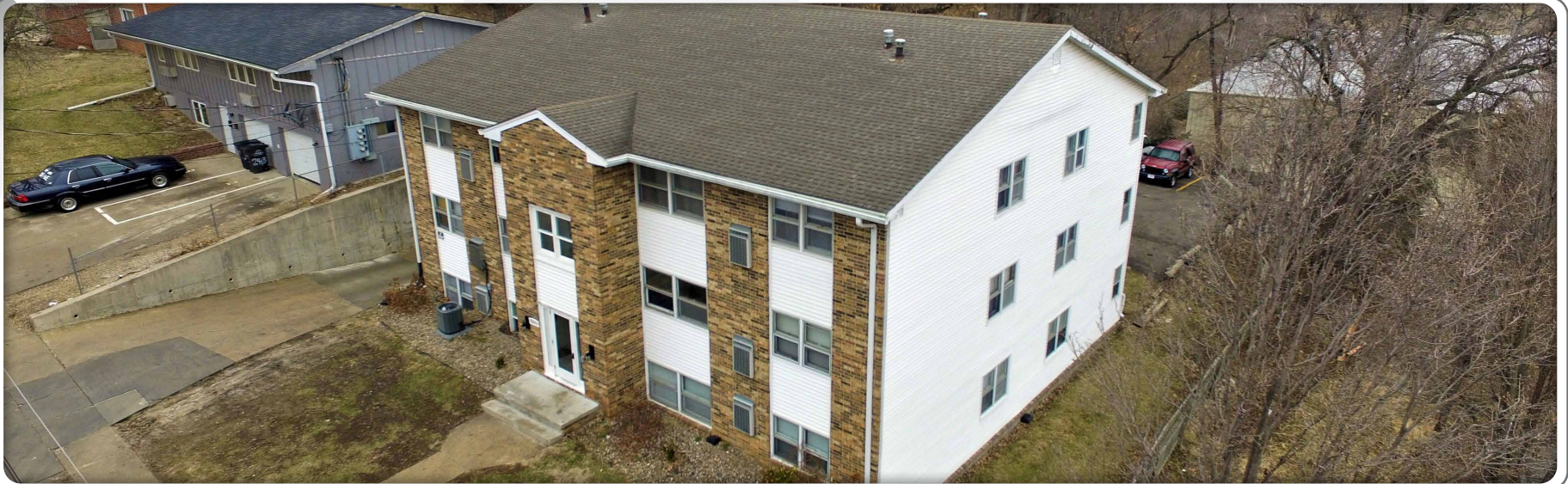
Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

PROPERTY DETAILS

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

PROPERTY INFORMATION | 1



OFFERING SUMMARY

Building Name	2411 Welbeck Rd Des Moines
Building SF	8,784
CAP Rate	7.9%
Lot Size	11,833 SF
Price / SF	\$96.20
Price / Unit	\$79,416
Price	\$845,000
Type	Multifamily
Year Built	1968
Zoning	N3A

THE **KatalYST**
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

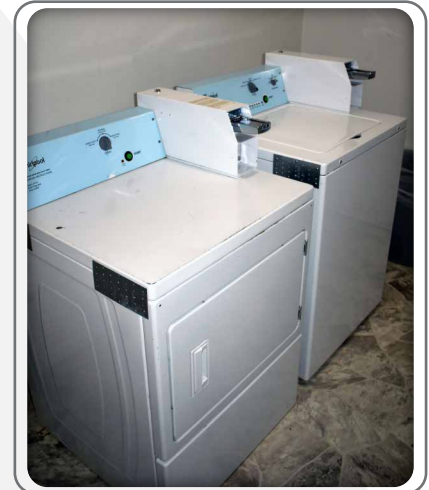
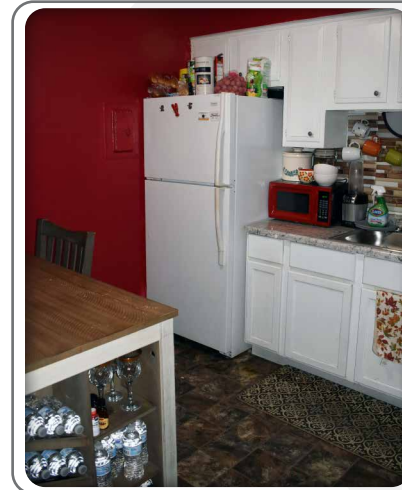
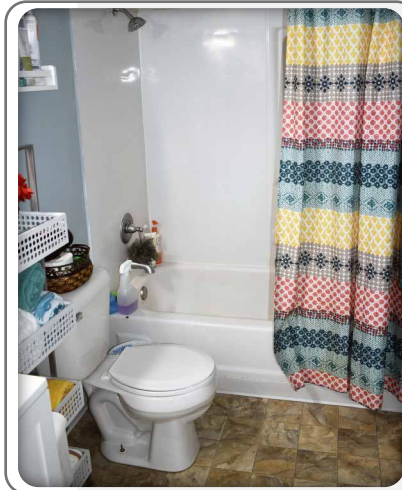
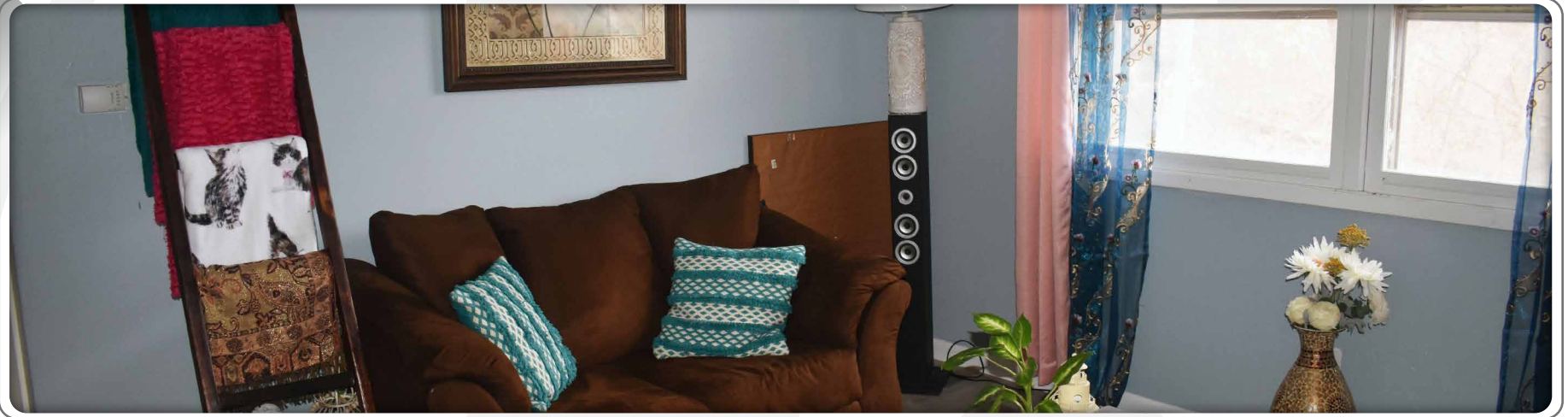
Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

ADDITIONAL PHOTOS

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

PROPERTY INFORMATION | 1



THE **KatalYST**
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com



OFFERING MEMORANDUM



LOCATION INFORMATION

2411 Welbeck Rd | Des Moines IA

2

REGIONAL MAP

LOCATION MAPS

AERIAL MAP

REGIONAL MAP

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

LOCATION INFORMATION | 2



THE **KatalYST**
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

LOCATION MAPS

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

LOCATION INFORMATION | 2



THE **KatalYST**
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

AERIAL MAP

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

LOCATION INFORMATION | 2



THE **KatalYST**
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com



OFFERING MEMORANDUM



FINANCIAL ANALYSIS

2411 Welbeck Rd | Des Moines IA

3

INVESTMENT DETAILS

PRO FORMA SUMMARY

ANNUAL PROPERTY OPERATING DATA

INVESTMENT DETAILS

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

FINANCIAL ANALYSIS | 3

ANALYSIS INFORMATION

Analysis Date	March 2023
---------------	------------

PROPERTY INFORMATION

Property Type	MultiFamily
Property	2411 Welbeck Rd Des Moines
Address	2411 Welbeck Rd
City, State	Des Moines IA 50310
Year Built	1968

PURCHASE INFORMATION

Purchase Price	\$845,000
Units	12
Total Rentable SF	9,000
Lot Size	11,833 SF

INCOME & EXPENSE INFORMATION

Gross Operating Income	\$114,606
Monthly GOI	\$9,551
Total Annual Expenses	(\$47,721)
Monthly Expenses	(\$3,977)

FINANCIAL INFORMATION

Initial Equity	\$253,000
Closing Costs	\$2,000

LOANS INFORMATION

TYPE	DEBT	TERM	AMOUNT	RATE	PAYMENT	LO COSTS
Fixed	\$591,500	25 years	25 years	6.70%	\$4,068	\$5,915



4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

PRO-FORMA SUMMARY

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

FINANCIAL ANALYSIS | 3

INVESTMENT SUMMARY

Price	\$845,000
Year Built	1968
Units	12
Price/Unit	\$70,417
RSF	9,000
Price/RSF	\$93.89
Lot Size	11,833
Floors	3
Cap Rate	7.92%
GRM	7.01

FINANCING SUMMARY

Loan 1 (Fixed)	\$591,500
Initial Equity	\$253,500
Interest Rate	6.7%
Term	25 years
Monthly Payment	\$4,068
DCR	1.37

UNIT MIX & SCHEDULED INCOME

Type	Units	Actual	Total
2Bd/1Ba	12	\$9,990	\$119,880
Totals	12		\$119,880

ANNUALIZED INCOME

Description	Actual
Gross Potential Rent	\$119,880
- Less: Vacancy	(\$5,944)
+ Misc. Income	\$720
Effective Gross Income	\$114,606
- Less: Expenses	(\$47,721)
Net Operating Income	\$66,885
- Debt Service	(\$48,817)
Net Cash Flow after Debt Svc	\$18,068
+ Principal Reduction	\$9,474
Total Return	\$27,542

ANNUALIZED EXPENSES

Description	Actual
Total Expenses	\$47,721
Expenses Per RSF	\$5.30
Expenses Per Unit	\$3,977

ANNUAL PROPERTY OPERATING DATA

2411 Welbeck Rd | Des Moines IA

FINANCIAL ANALYSIS | 3

SALE PRICE: \$845,000

2411 WELBECK RD APARTMENTS

Description Year Ending	Year 1 02/2024	Year 2 02/2025	Year 3 02/2026	Year 4 02/2027	Year 5 02/2028
INCOME DATA					
Rental Income	\$119,880	\$125,874	\$132,168	\$138,776	\$145,715
Laundry	\$720	\$720	\$720	\$720	\$720
Gross Scheduled Income	\$120,600	\$126,594	\$132,888	\$139,496	\$146,435
Turnover Vacancy	(\$5,994)	(\$6,294)	(\$6,608)	(\$6,939)	(\$7,286)
Gross Operating Income	\$114,606	\$120,300	\$126,279	\$132,557	\$139,149
EXPENSE DATA					
Building Insurance	(\$5,100)	(\$5,100)	(\$5,100)	(\$5,100)	(\$5,100)
Grounds Maintenance	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
Legal	(\$776)	(\$776)	(\$776)	(\$776)	(\$776)
Management Fees	(\$8,500)	(\$8,500)	(\$8,500)	(\$8,500)	(\$8,500)
Misc	(\$172)	(\$172)	(\$172)	(\$172)	(\$172)
Reserves	(\$3,600)	(\$3,600)	(\$3,600)	(\$3,600)	(\$3,600)
Taxes - Real Estate	(\$14,980)	(\$14,980)	(\$14,980)	(\$14,980)	(\$14,980)
Trash Removal	(\$1,468)	(\$1,468)	(\$1,468)	(\$1,468)	(\$1,468)
Utilities	(\$8,259)	(\$8,259)	(\$8,259)	(\$8,259)	(\$8,259)
Utility - Electricity	(\$2,546)	(\$2,546)	(\$2,546)	(\$2,546)	(\$2,546)
Utility - Gas	(\$480)	(\$480)	(\$480)	(\$480)	(\$480)
Utility- Cable	(\$840)	(\$840)	(\$840)	(\$840)	(\$840)
Total Operating Expenses	(\$47,721)	(\$47,721)	(\$47,721)	(\$47,721)	(\$47,721)
Operating Expense Ratio	41.64%	39.67%	37.79%	36.00%	34.29%
Net Operating Income	\$66,885	\$72,579	\$78,558	\$84,836	\$91,428



OFFERING MEMORANDUM



SALE COMPARABLES

2411 Welbeck Rd | Des Moines IA

4

SALE COMPS GRAPHS

SALE COMPS

SALE COMPS MAP

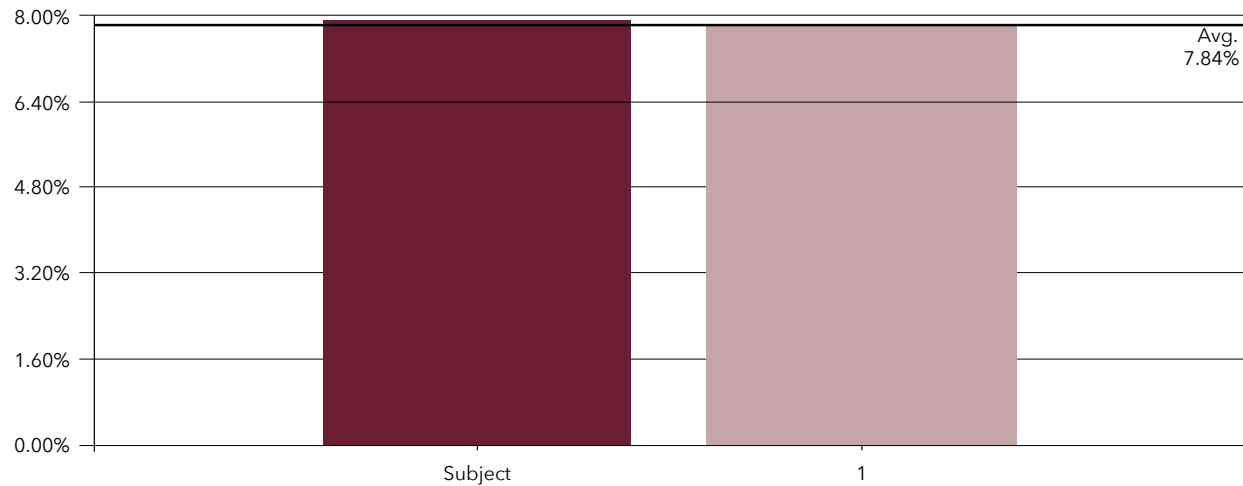
SALE COMPS

2411 Welbeck Rd | Des Moines IA

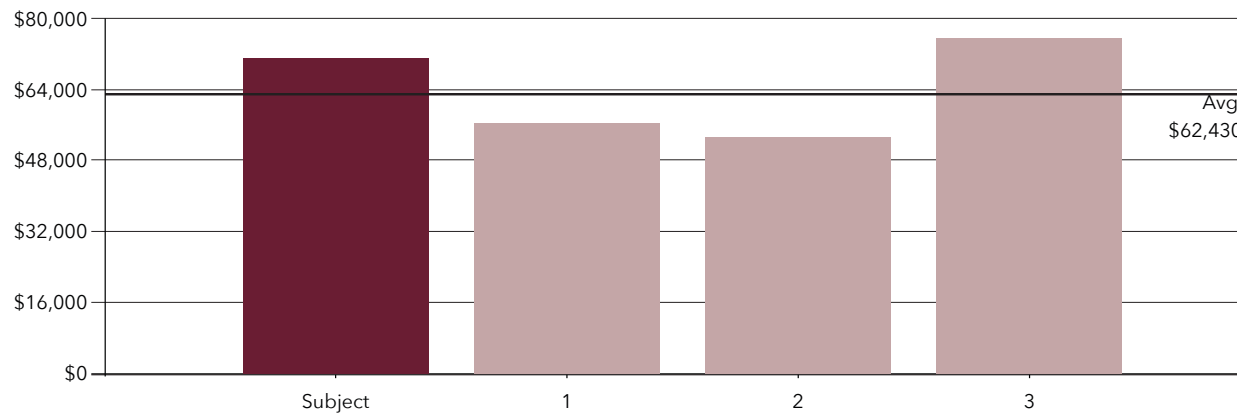
SALE PRICE: \$845,000

SALE COMPARABLES | 4

CAP RATE



PRICE PER UNIT



THE KatalYST
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

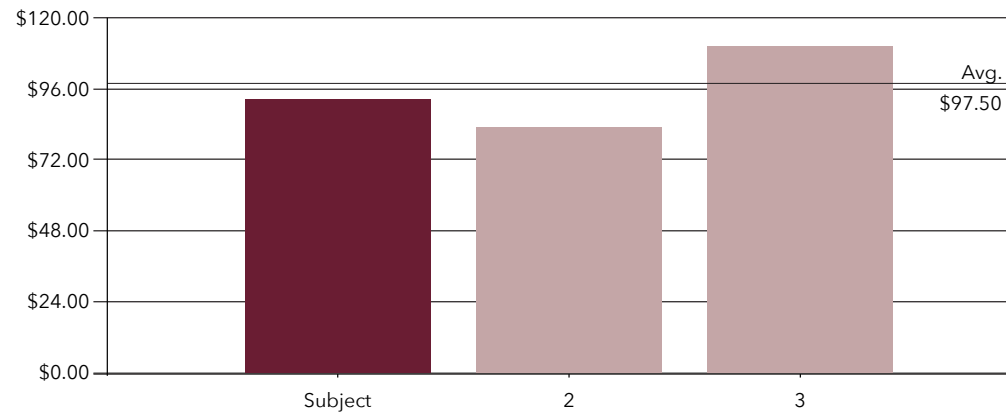
SALE COMPS

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

SALE COMPARABLES | 4

PRICE PER SF



THE KatalYST
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

SALE COMPS

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000



SALE COMPARABLES | 4

★ SUBJECT PROPERTY 2411 Welbeck Rd | Des Moines IA 50310

Sale Price	\$845,000	Lot Size	11,833	Year Built	1968
Units	12	Unit Type	2Bd/1Ba	Avg Rent	\$833
Price/Unit	\$70,417	Unit Size	750 SF	CAP Rate	7.92%
Price/SF	\$93.89	GRM	7.01		

COMP1 PROPERTY Cottonwood Apartments 2110 26th St | Des Moines IA 50310

Asking Price	\$750,000	Acres	0.660	Year Built	1971
Units	13	CAP Rate	7.84%	Sale Date	On Market
Price/Unit	\$57,692				

THE **KatalYST**
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

SALE COMPS

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

SALE COMPARABLES | 4

2



COMP2 PROPERTY 1441 Capitol Ave | Des Moines IA 50316

Sale Price	\$1,300,000	Acres	0.540	Year Built	1972
Units	23	Price/SF	\$85.50	Sale Date	12/23/2021
Price/Unit	\$56,522				

3



COMP3 PROPERTY 4314 University Ave | Des Moines IA 50311

Sale Price	\$950,000	Acres	0.534	Year Built	1924
Units	13	Price/SF	\$109.50	Sale Date	8/3/2022
Price/Unit	\$73,077				

THE **KatalYST**
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

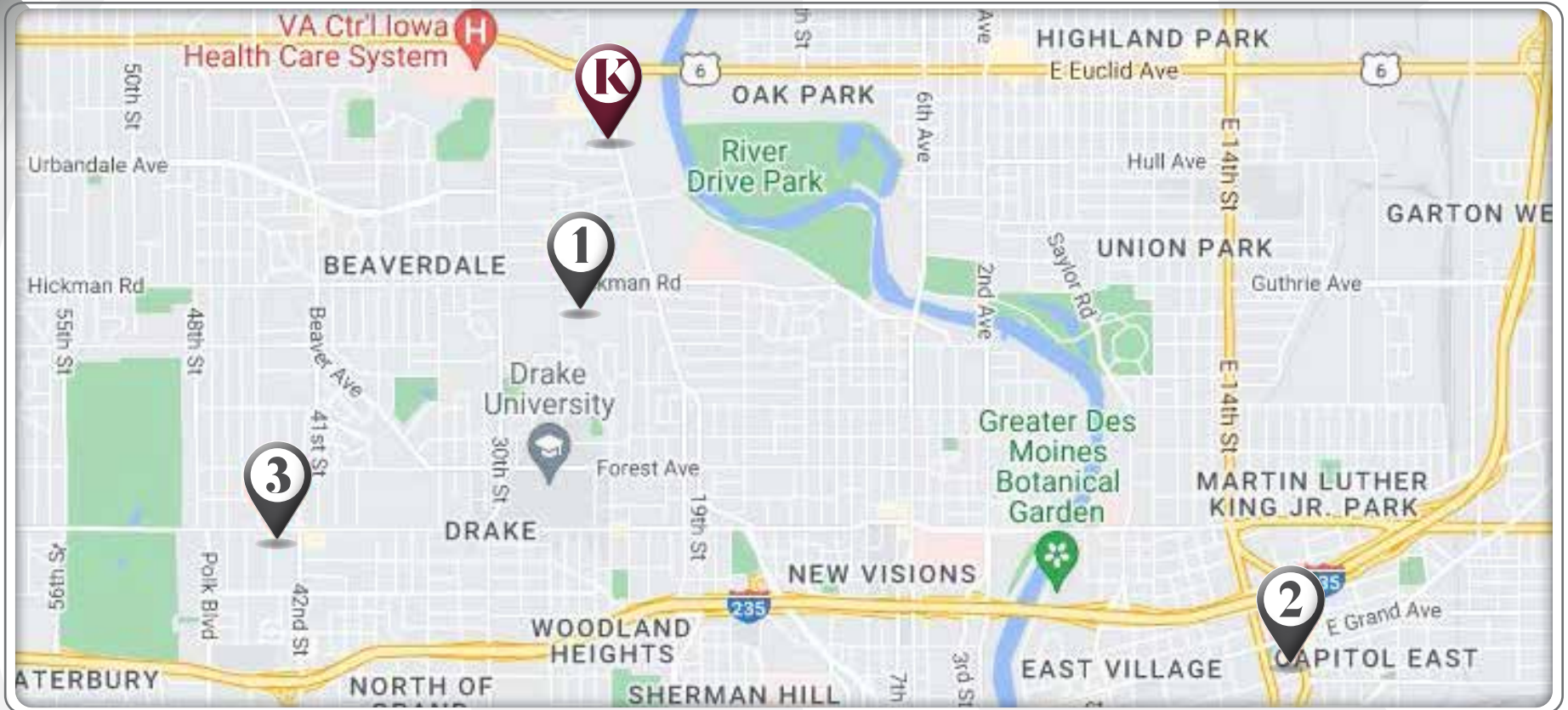
Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

SALE COMPS MAP

2411 Welbeck Rd | Des Moines IA

SALE COMPARABLES | 4

SALE PRICE: \$845,000



K **SUBJECT** PROPERTY

2411 Welbeck Rd | Des Moines IA 50310
\$845,000

1 2110 26th St
Des Moines IA 50310
\$750,000

2 1441 Capitol Ave
Des Moines IA 50316
\$1,300,000

3 4314 University Ave
Des Moines IA 50311
\$950,000

THE KatalYST
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com



OFFERING MEMORANDUM



DEMOGRAPHIC INFORMATION

2411 Welbeck Rd | Des Moines IA

5

DEMOGRAPHICS MAP

DEMOGRAPHICS MAP

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

DEMOGRAPHIC INFORMATION | 5



POPULATION

	1 MILE	3 MILES	5 MILES
Male	5,233	49,548	105,000
Female	5,529	52,141	109,178
Total Population	10,762	101,689	214,178

AGE

	1 MILE	3 MILES	5 MILES
Ages 0-14	2,570	22,725	45,946
Ages 15-24	1,405	12,301	26,350
Ages 55-64	1,189	11,063	24,786
Ages 65+	1,421	13,640	33,067

RACE

	1 MILE	3 MILES	5 MILES
White	7,318	77,451	175,178
Black	1,955	12,205	18,431
Am In/AK Nat	2	110	175
Hawaiian	7	42	65
Hispanic	1,239	13,106	23,849
Multi-Racial	1,704	17,162	30,194

THE KatalYST
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

DEMOGRAPHICS MAP

2411 Welbeck Rd | Des Moines IA

SALE PRICE: \$845,000

DEMOGRAPHIC INFORMATION | 5



INCOME	1 MILE	3 MILES	5 MILES
Median	\$42,433	\$45,966	\$47,833
< \$15,000	878	6,565	11,168
\$15,000-\$24,999	438	5,450	10,582
\$25,000-\$34,999	449	4,562	9,358
\$35,000-49,999	813	6,968	14,222
\$50,000-\$74,999	858	8,663	17,762
\$75,000-\$99,999	509	4,909	11,178
\$100,000-\$149,999	325	3,179	8,532
\$150,000-\$199,999	30	603	2,261
>\$200,000	7	504	2,328

HOUSING	1 MILE	3 MILES	5 MILES
Total Units	4,592	45,080	93,093
Occupied	4,192	41,074	85,690
Owner Occupied	2,701	24,450	53,622
Renter Occupied	1,491	16,624	32,068
Vacant	400	4,006	7,403

THE **KatalYST**
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KatalYSTeam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com



OFFERING MEMORANDUM



MEET THE **KataLYST** TEAM

4001 Westown Parkway | West Des Moines



TRUST THROUGH TRANSPARENCY

BEHIND THE DESK

TRUST THROUGH TRANSPARENCY

4001 Westown Parkway | West Des Moines

MEET THE KATALYST TEAM | ◆

COMMERCIAL

KataLYST

(noun) - (ka-tuh-lyst):

an agent that provokes or speeds significant growth in your commercial real estate goals

The Katalyst Team is a specialized team that is part of the nationwide brokerage firm KW Commercial Realty. Based out of Des Moines, IA, the Katalyst Team focuses on commercial real estate assets located throughout the state of Iowa. The team's specialty is advising and working with individual clients who have invested in commercial real estate and are looking to grow their assets, grow their network, grow their income, and ultimately find success in commercial real estate investing. The team's focus allows it to develop relationships with clients beyond one transaction and be a life-long partner and advisor in their real estate investments.

THE **KataLYST**
TEAM by KW

4001 Westown Parkway
West Des Moines, Iowa 50266
(515) 706-4305
Sales@KataLYSTteam.com

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com

BEHIND **THE DESK**

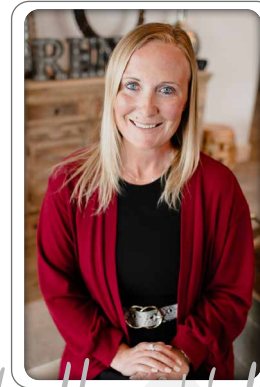
4001 Westown Parkway | West Des Moines

MEET THE KATALYST TEAM | ◆



Jared Husmann
PRESIDENT

Jared's Mother and Father who each respectively participated in Residential and Commercial investment, ownership, and development. At the age of 18 Jared began his own individual investment career by purchasing his first investment property. Within 6 years he built an investment portfolio of over 72 doors spread around Central Iowa over 30+ properties. Frustrated with Residential properties Jared began his career as a commercial real estate agent and made a commitment to help other owners and investors like himself by providing better services, data, communication, and life-experience than traditional agents who marketed themselves as "Investor-Agents."



Heather Hellman
DIRECTOR OF OPERATIONS

Heather came to us from working as a strategic analyst for a well-known annuity company in Urbandale. She has a love for numbers and fine-tuning systems. When Heather is not working, she can be found on any day running one of her 4 children to one of their many activities, or volunteering around her hometown of Panora. She enjoys spending time on their farm with all her animals...with chickens being her favorite. The one time city girl, has really adapted to the quiet, country life, and wouldn't have it any other way.



Jared Husmann
PRESIDENT



Thank you!

THE **KataLYST** TEAM by

Maximize Your **PRICE...**
LYST With Us!

Maximize Your **BUY...**
Join Our **LYST!**

 (515) 706-4305

 Sales@KataLYSTteam.com

 KataLYSTteam.com

FOR MORE DETAILS
CALL OR EMAIL!

TRUST THROUGH TRANSPARENCY

Licensed in IOWA to sell Real Estate | Each Office Independently Owned and Operated | kwcommercial.com