

MULTIFAMILY

2411 WELBECK RD.  
DES MOINES, IA 50310

FOR SALE

**JARED HUSMANN**

PRESIDENT, THE KATALYST TEAM

+1 (515) 639-0145 | License: B63372000

jhusmann@katalystteam.com

**THE KatalYST**  
TEAM by 



# JARED HUSMANN

## PRESIDENT, THE KATALYST TEAM

+1 (515) 639-0145

License: B63372000

jhusmann@katalystteam.com

## TABLE OF CONTENTS

EXECUTIVE SUMMARY .....	03
PROPERTY PHOTOS .....	08
LOCATION MAPS .....	20
AERIAL PHOTO .....	23
FINANCIAL SUMMARY .....	25
SALE COMPARABLES .....	30
DEMOGRAPHICS .....	36
THE KATALYST TEAM .....	38

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.

**THE KatalYST**  
TEAM by 





# EXECUTIVE SUMMARY

2411 WELBECK RD. DES MOINES, IA 50310



## PROPERTY OVERVIEW

The KataLYST Team, as part of KW Commercial Realty, is pleased to market for sale **2411 Welbeck Road, Des Moines, Iowa**. This 12-unit multifamily property consists of all 2Bd/1Ba units that are fully renovated and positioned to deliver stable income with upside potential. With Residential Utility Bill-Back (RUBS) in place, above-market rents, and professional management on site, the asset presents an attractive opportunity for both seasoned and first-time investors.

Notably, the seller is open to **creative financing options, including owner financing**, making this an even more compelling acquisition in today's high-rate environment.





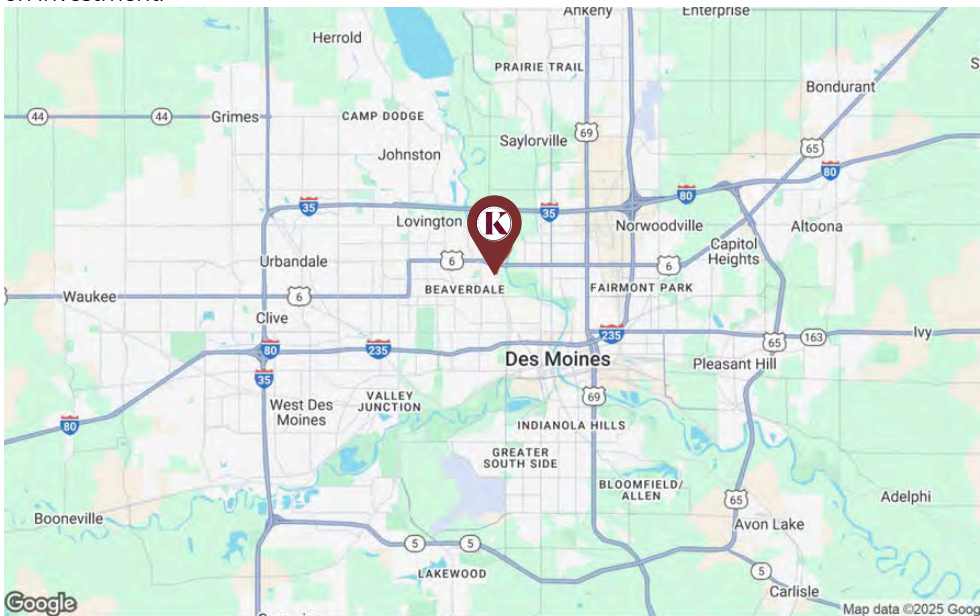
# PROPERTY SUMMARY

## PROPERTY HIGHLIGHTS

- **Major Capital Improvements Completed** – property fully renovated, minimizing near-term capital expense.
- **Owner Financing Available** – sellers willing to consider creative deal structures to lower barriers to entry.
- **Market Barriers to Entry** – limited supply of quality renovated product in Des Moines submarket.
- **Professional Management in Place** – stabilized operations with above-average market rents

## 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.



Investment Summary	
Address	2411 Welbeck Rd.
City, State, Zip Code	Des Moines, IA 50310
Price	\$950,000
Price / SF	\$108.15
Price / Unit	\$79,166
Building SF	8,784
CAP Rate	5.51%
Lot Size	11,833 SF
Type	Multifamily
Year Built	1968





# CAPITAL IMPROVEMENTS



## Recent updates:

Capital Improvements	
Renovation of 5 units	\$90,000
Demolition and reconstruction of Back Staircase	\$15,000
Interior Corridor Renovation	\$5,000
Window Installation	\$1,000
Community Washer & Dryer Revenue Split Generation	
Implementation of RUBS System	

## Items available for renovation:

- **1 Unit Renovation** – Currently completely offline. Additional revenue opportunity of which equates to **\$915/month**
- **Rear Fencing Installation** – Fence currently installed, but would be **beneficial** to property.



LOCATION INFORMATION

Property Type

Multifamily

Address

2411 Welbeck Rd.

City, State, Zip Code

Des Moines, IA 50310







# PROPERTY PHOTOS

2411 WELBECK RD. DES MOINES, IA 50310





2411 WELBECK RD. DES MOINES, IA 50310





























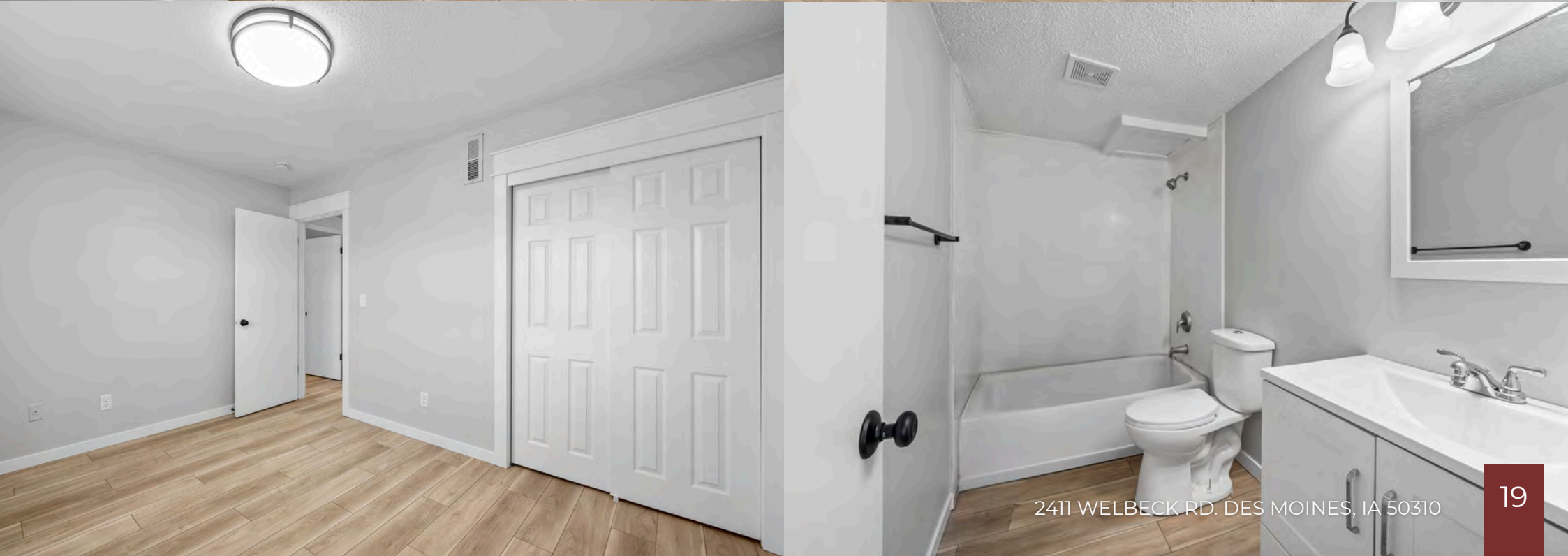












2411 WELBECK RD. DES MOINES, IA 50310



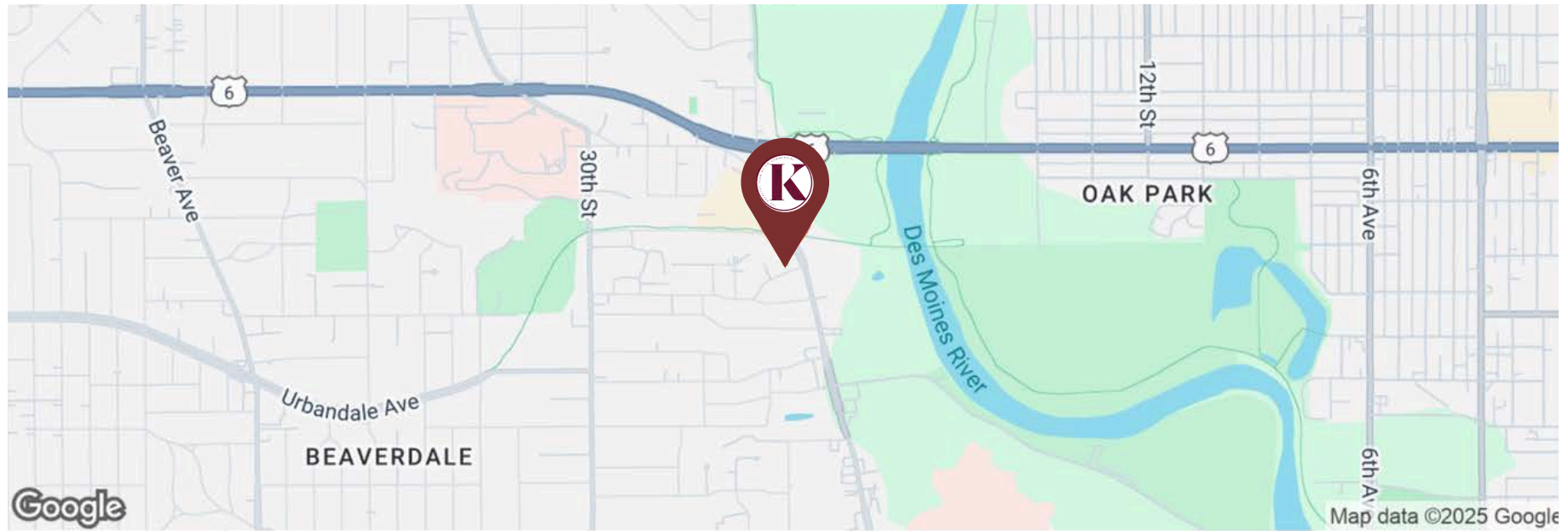


# LOCATION MAPS

2411 WELBECK RD. DES MOINES, IA 50310

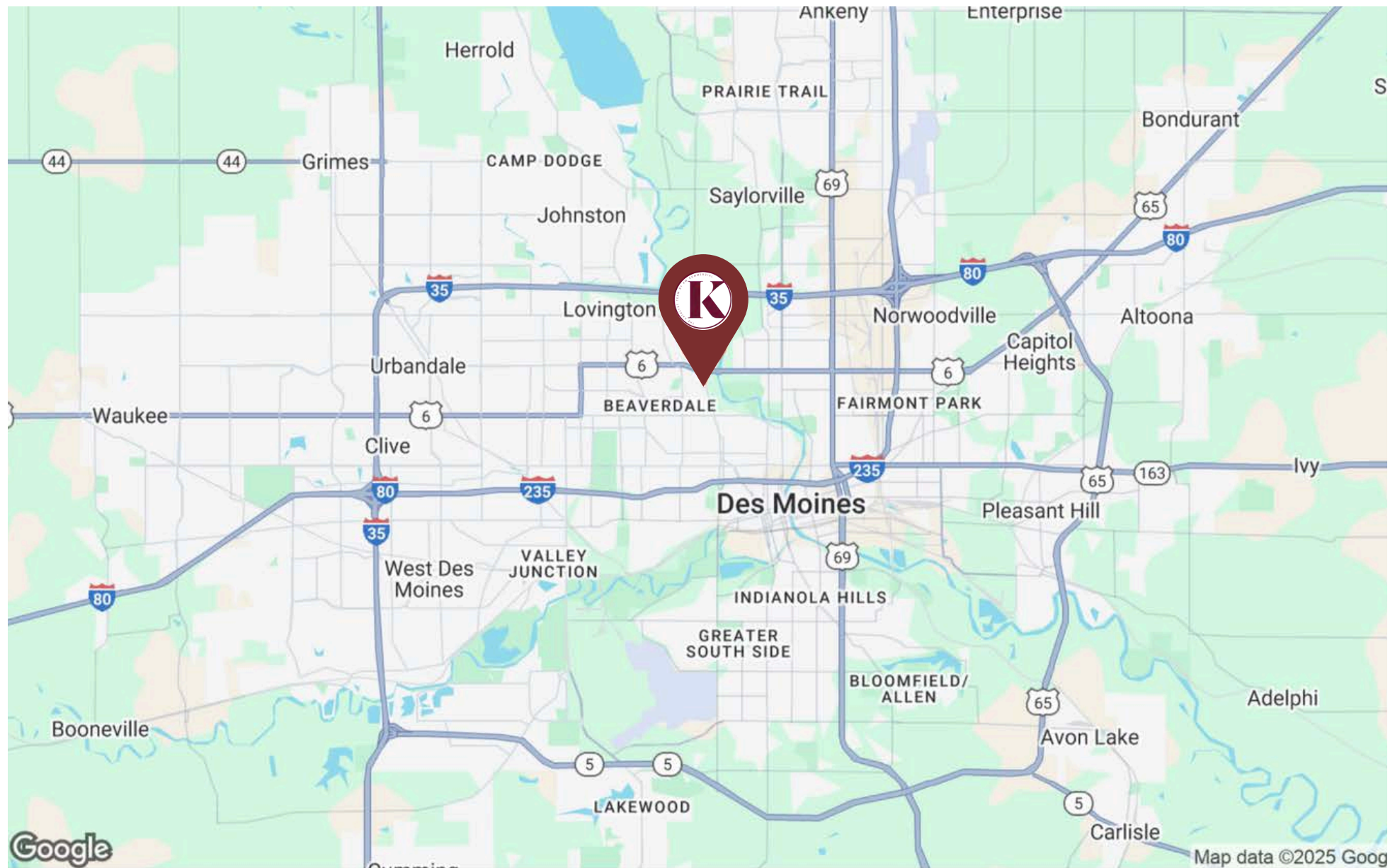


# LOCATION MAPS





# REGIONAL MAP





An aerial photograph of a two-story brick house with a central entrance and multiple windows. The house has a gabled roof and a central chimney. The text "AERIAL PHOTO" is overlaid in white serif font.

# AERIAL PHOTO

2411 WELBECK RD. DES MOINES, IA 50310





2411 WELBECK RD.  
DES MOINES, IA 50310

2411 WELBECK RD. DES MOINES, IA 50310





# FINANCIAL SUMMARY

2411 WELBECK RD. DES MOINES, IA 50310





# INVESTMENT DETAILS

Analysis	
Analysis Date	Sep 2025

PROPERTY	
Property Type	Multifamily
Address	2411 WELBECK RD
City, State	DES MOINES, IA 50310
Year Built	1968

Purchase Information	
Purchase Price	\$950,000
Units	12
Total Rentable SF	9,000
Lot Size	11,833 sf

Income & Expense	
Gross Operating Income	\$122,032
Monthly GOI	\$10,169
Total Annual Expenses	(\$69,692)
Monthly Expenses	(\$5,808)
Financial Information	
Initial Equity	\$201,500
Closing Costs	\$2,000

Loans						
Type	Debt	Term	Amort	Rate	Payment	LO Costs
Fixed	\$748,500	25 years	25 years	6.40%	\$5,007	\$7,485



# PRO-FORMA OPERATING SUMMARY



Investment Summary	
Price	\$950,000
Year Built	1968
Units	12
Price/Unit	\$79,167
RSF	9,000
Price/RSF	\$105.56
Lot Size	11,833 sf
Floors	3
Cap Rate	5.51%
GRM	7.18
Financial Summary	
Loan 1 (Fixed)	\$748,500
Initial Equity	\$201,500
Interest Rate	6.40%
Term	25 years
Monthly Payment	\$5,007
DCR	0.87

Unit Mix & Annual Scheduled Income			
Type	Units	Actual	Total
2BD / 1 BA	12	\$10,692	\$128,304
Totals	12		\$128,304

Annualized Income	
Description	Actual
Gross Potential Rent	\$128,304
-Less : Vacancy	(\$10,264)
+ Misc. Income	\$3,993
Effective Gross Income	\$122,032
-Less : Expenses	(\$69,692)
Net Operating Income	\$52,341
-Replacement Reserves	\$0
-Debt: Service	(\$60,087)
Net Cash Flow after Debt Service	(\$7,746)
+ Principal Reduction	\$12,547
Total Return	\$4,800

Annualized Expenses	
Description	Actual
Total Expenses	\$69,692
Expenses Per RSF	\$7.74
Expenses Per Unit	\$5,808



# ANNUAL OPERATING DATA



Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	02/2024	02/2025	02/2026	02/2027	02/2028
<b>Income</b>					
<b>Rental Income</b>	\$128,304	\$132,153	\$136,118	\$140,201	\$144,407
<b>Laundry</b>	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
<b>RUBs</b>	\$1,353	\$1,353	\$1,353	\$1,353	\$1,353
<b>Pet Fees</b>	\$840	\$840	\$840	\$840	\$840
<b>Late Fees</b>	\$600	\$600	\$600	\$600	\$600
<b>Gross Scheduled Income</b>	<b>\$132,297</b>	<b>\$136,146</b>	<b>\$140,110</b>	<b>\$144,194</b>	<b>\$148,400</b>
<b>Turnover Vacancy</b>	(\$10,264)	(\$10,572)	(\$10,889)	(\$11,216)	(\$11,553)
<b>Gross Operating Income</b>	<b>\$122,032</b>	<b>\$125,573</b>	<b>\$129,221</b>	<b>\$132,978</b>	<b>\$136,847</b>
<b>Expenses</b>					
<b>Accounting</b>	(\$1,668)	(\$1,668)	(\$1,668)	(\$1,668)	(\$1,668)
<b>Building Insurance</b>	(\$7,200)	(\$7,200)	(\$7,200)	(\$7,200)	(\$7,200)
<b>Grounds Maintenance</b>	(\$2,160)	(\$2,160)	(\$2,160)	(\$2,160)	(\$2,160)
<b>Janitorial</b>	(\$3,410)	(\$3,410)	(\$3,410)	(\$3,410)	(\$3,410)
<b>Maintenance</b>	(\$12,816)	(\$12,816)	(\$12,816)	(\$12,816)	(\$12,816)
<b>Management Fees</b>	(\$10,500)	(\$10,500)	(\$10,500)	(\$10,500)	(\$10,500)
<b>Misc</b>	(\$868)	(\$868)	(\$868)	(\$868)	(\$868)
<b>Repairs</b>	(\$6,400)	(\$6,400)	(\$6,400)	(\$6,400)	(\$6,400)
<b>Taxes - Real Estate</b>	(\$13,003)	(\$13,003)	(\$13,003)	(\$13,003)	(\$13,003)
<b>Trash Removal</b>	(\$2,100)	(\$2,100)	(\$2,100)	(\$2,100)	(\$2,100)
<b>Utility - Electricity</b>	(\$500)	(\$500)	(\$500)	(\$500)	(\$500)
<b>Utility - Gas</b>	(\$2,900)	(\$2,900)	(\$2,900)	(\$2,900)	(\$2,900)
<b>Utility - Water/Sewer</b>	(\$6,167)	(\$6,167)	(\$6,167)	(\$6,167)	(\$6,167)
<b>Total Operating Expenses</b>	<b>(\$69,692)</b>	<b>(\$69,692)</b>	<b>(\$69,692)</b>	<b>(\$69,692)</b>	<b>(\$69,692)</b>
<b>Operating Expense Ratio</b>	<b>57.11%</b>	<b>55.50%</b>	<b>53.93%</b>	<b>52.41%</b>	<b>50.93%</b>
<b>Net Operating Income</b>	<b>\$52,341</b>	<b>\$55,882</b>	<b>\$59,529</b>	<b>\$63,286</b>	<b>\$67,156</b>

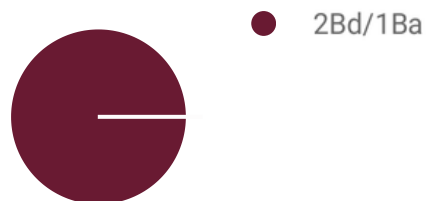


# UNIT MIX REPORT

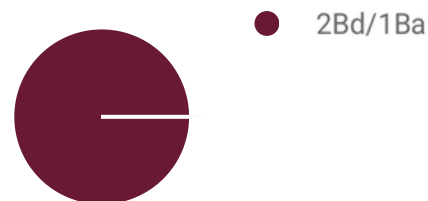


Units	Type	Approx. SF	Avg. Rents	Monthly	Mkt Rents	Monthly
12	2Bd/1Ba	750	\$891	\$10,692	\$2	\$20
12		9000		\$10,692		\$20

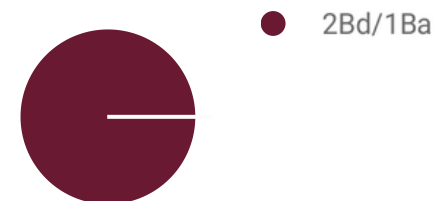
UNIT MIX



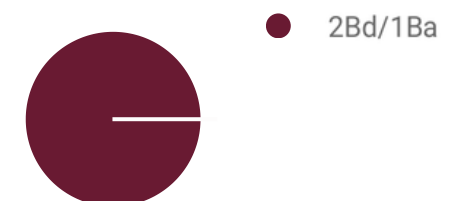
UNIT MIX SQUARE FEET



UNIT MIX INCOME



UNIT MIX MARKET INCOME







# SALE COMPARABLES

2411 WELBECK RD. DES MOINES, IA 50310



# SALE COMPARABLES







# SALE COMPARABLES





# SALE COMPARABLES



S



2411 Welbeck Road, Des Moines, IA 50310

<b>Sale Price</b>	\$950,000
<b>Units</b>	12
<b>Price/Unit</b>	\$79,167
<b>Price/SF</b>	\$105.56
<b>Lot Size</b>	11,833
<b>Cap Rate</b>	5.51%
<b>GRM</b>	7.18
<b>Year Built</b>	1968

Units	Type	Avg. Rents	Size
12	2Bd/1Ba	\$891	750

1



3120 Douglas Avenue, Des Moines, IA 50310

<b>Sale Price</b>	\$6,125,000
<b>Units</b>	74
<b>Price/Unit</b>	\$82,770
<b>Price/SF</b>	\$68.76
<b>Acres</b>	3.340
<b>Year Built</b>	1977
<b>Sale Date</b>	7/7/2025





# SALE COMPARABLES

2



1195 Northwest Aurora Avenue, Des Moines, IA 50313

<b>Sale Price</b>	\$865,000
<b>Units</b>	12
<b>Price/Unit</b>	\$72,083
<b>Price/SF</b>	\$80.78
<b>Cap Rate</b>	7.83%
<b>Year Built</b>	1972
<b>Sale Date</b>	6/9/2025

3

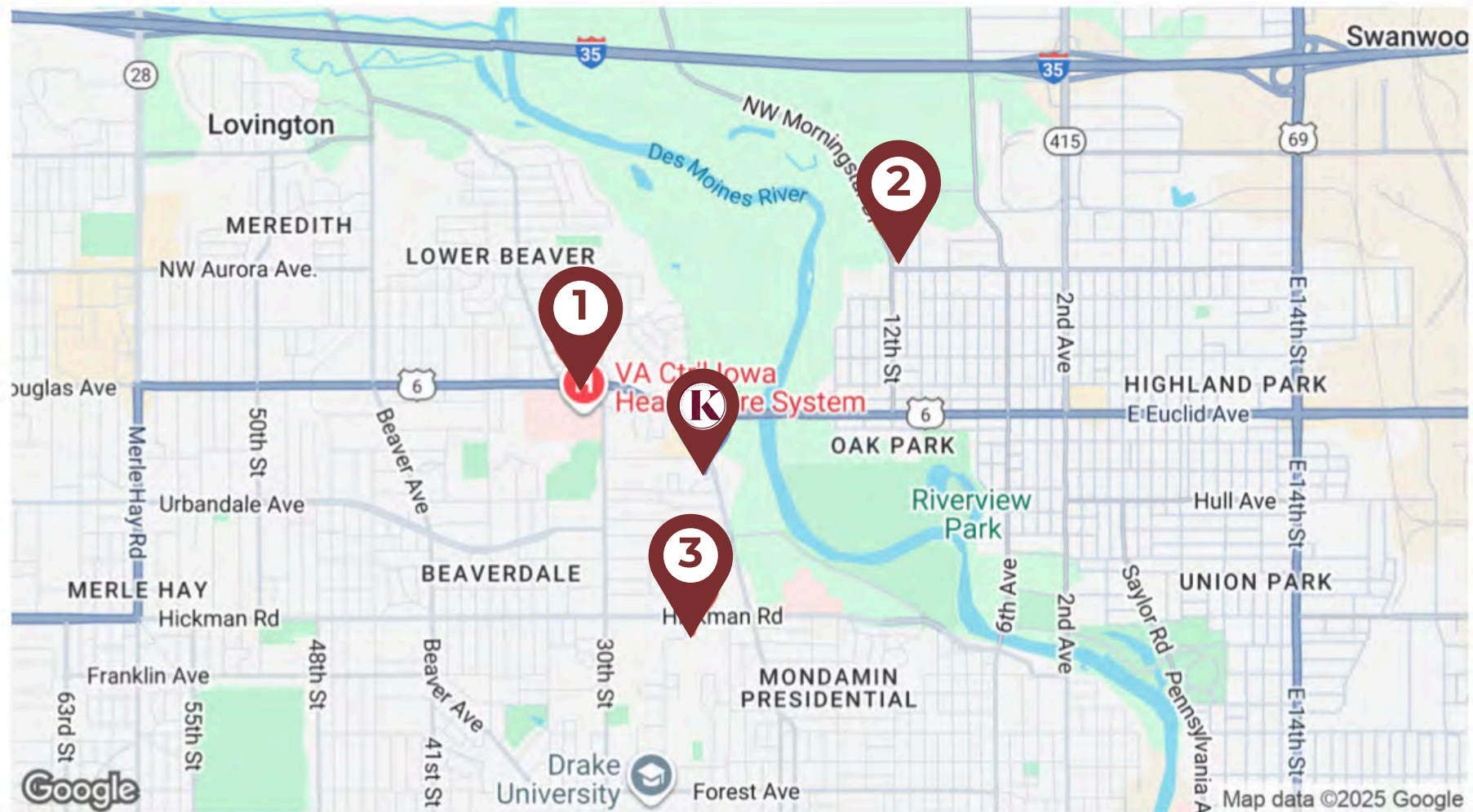


2525 Lincoln Avenue, Des Moines, IA 50310

<b>Sale Price</b>	\$495,000
<b>Units</b>	8
<b>Price/Unit</b>	\$61,875
<b>Price/SF</b>	\$91.70
<b>Acres</b>	0.50
<b>Cap Rate</b>	8.30%
<b>Year Built</b>	1965
<b>Sale Date</b>	3/4/2025



# SALE COMPARABLES



**S** 2411 Welbeck Road  
Des Moines, IA, 50310  
\$950,000

**1** 3120 Douglas Avenue  
Des Moines, IA, 50310  
\$6,125,000

**2** 1195 Northwest Aurora Avenue  
Des Moines, IA, 50313  
\$865,000

**3** 2525 Lincoln Avenue  
Des Moines, IA, 50310  
\$495,000



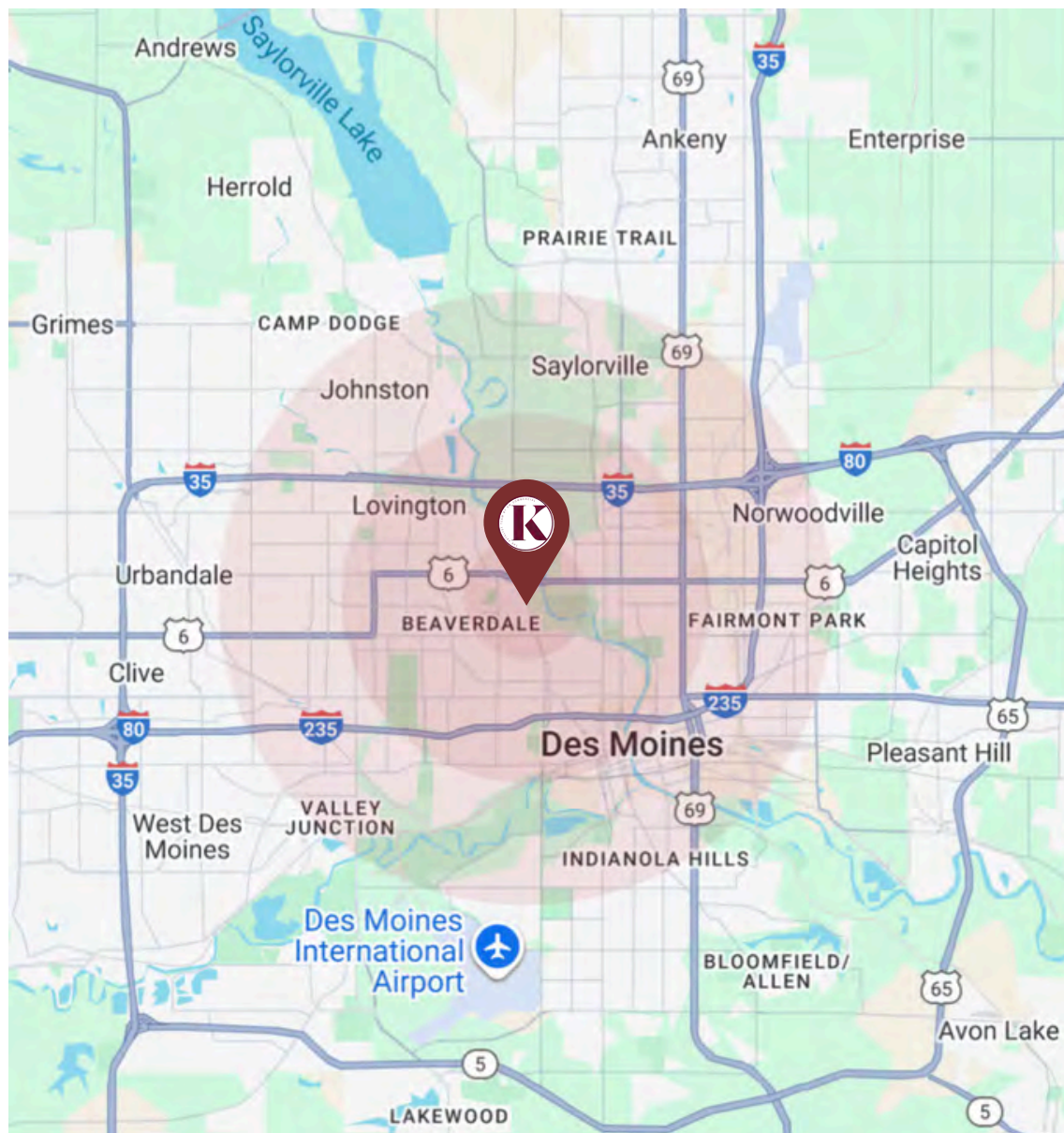


# DEMOGRAPHICS

2411 WELBECK RD. DES MOINES, IA 50310



# DEMOGRAPHICS



Population	1 Mile	3 Miles	5 Miles
Male	5,679	53,393	105,792
Female	5,324	49,498	101,411
Total Population	11,003	102,891	207,202
<b>Age</b>			
Ages 0-14	2,283	18,459	37,707
Ages 15-24	1,664	15,909	28,842
Ages 25-54	4,731	44,507	87,248
Ages 55-64	1,120	10,976	23,453
Ages 65+	1,206	13,040	29,953
<b>Race</b>			
White	5,760	64,091	138,411
Black	2,085	14,569	22,834
Am In/AK Nat	13	165	332
Hawaiian	9	51	62
Hispanic	1,347	13,530	26,646
Asian	1,494	7,624	13,302
Multi-Racial	279	2,706	5,367
Other	15	165	249
<b>Income</b>			
Median	\$62,171	\$64,228	\$68,989
< \$15,000	380	4,050	7,029
\$15,000-\$24,999	368	3,145	5,949
\$25,000-\$34,999	326	3,351	6,690
\$35,000-\$49,999	639	6,221	11,642
\$50,000-\$74,999	769	8,768	17,181
\$75,000-\$99,999	833	6,914	13,003
\$100,000-\$149,999	619	6,578	14,756
\$150,000-\$199,999	228	2,650	6,359
> \$200,000	187	2,410	6,633
<b>Housing</b>			
Total Units	4,737	48,026	96,877
Occupied	4,347	44,088	89,241
Owner Occupied	2,603	24,438	51,657
Renter Occupied	1,744	19,650	37,584
Vacant	389	3,938	7,637





# MEET THE KATALYST TEAM

2411 WELBECK RD. DES MOINES, IA 50310



THE KATALYST TEAM BY KW COMMERCIAL

kata·lyst

(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 networth, 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.



FOR MORE INFO, SCAN  
THE QR CODE TO VISIT  
OUR WEBSITE



# JARED HUSMANN

PRESIDENT, THE KATALYST TEAM

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."



THE **KataLYST**  
TEAM by 





THE KatalYST  
TEAM by KW  
COMMERCIAL



SCAN THE QR CODE  
TO SCHEDULE A TOUR  
WITH THIS PROPERTY

**JARED HUSMANN**  
PRESIDENT, THE KATALYST TEAM  
License: B63372000



+1 (515) 639-0145



jhusmann@katalystteam.com