

MULTIFAMILY

2411 WELBECK RD.
DES MOINES, IA 50310

FOR SALE

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THE KatalYST
TEAM by 

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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.



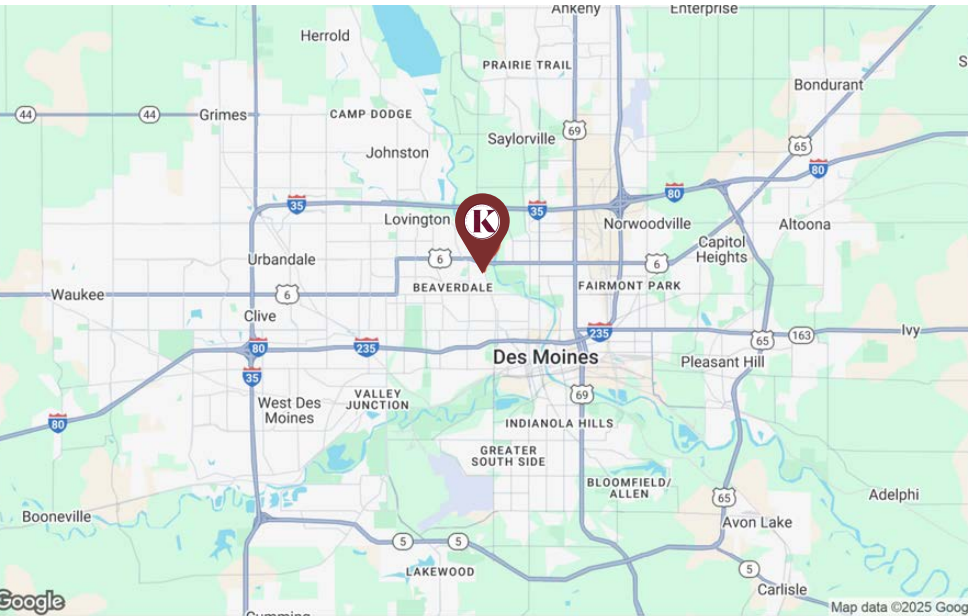
PROPERTY SUMMARY

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	\$900,000
Price / SF	\$102.46
Price / Unit	\$75,000
Building SF	8,784
CAP Rate	7.06%
Lot Size	11,833 SF
Type	Multifamily
Year Built	1968

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







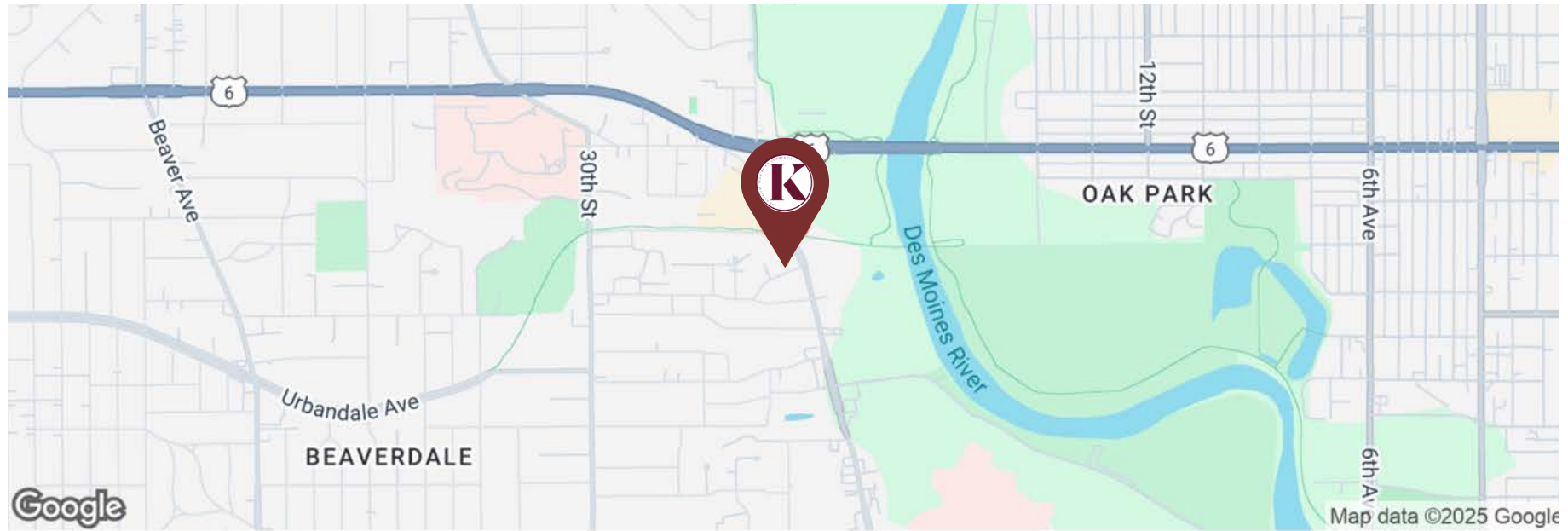
2411 WELBECK RD. DES MOINES, IA 50310



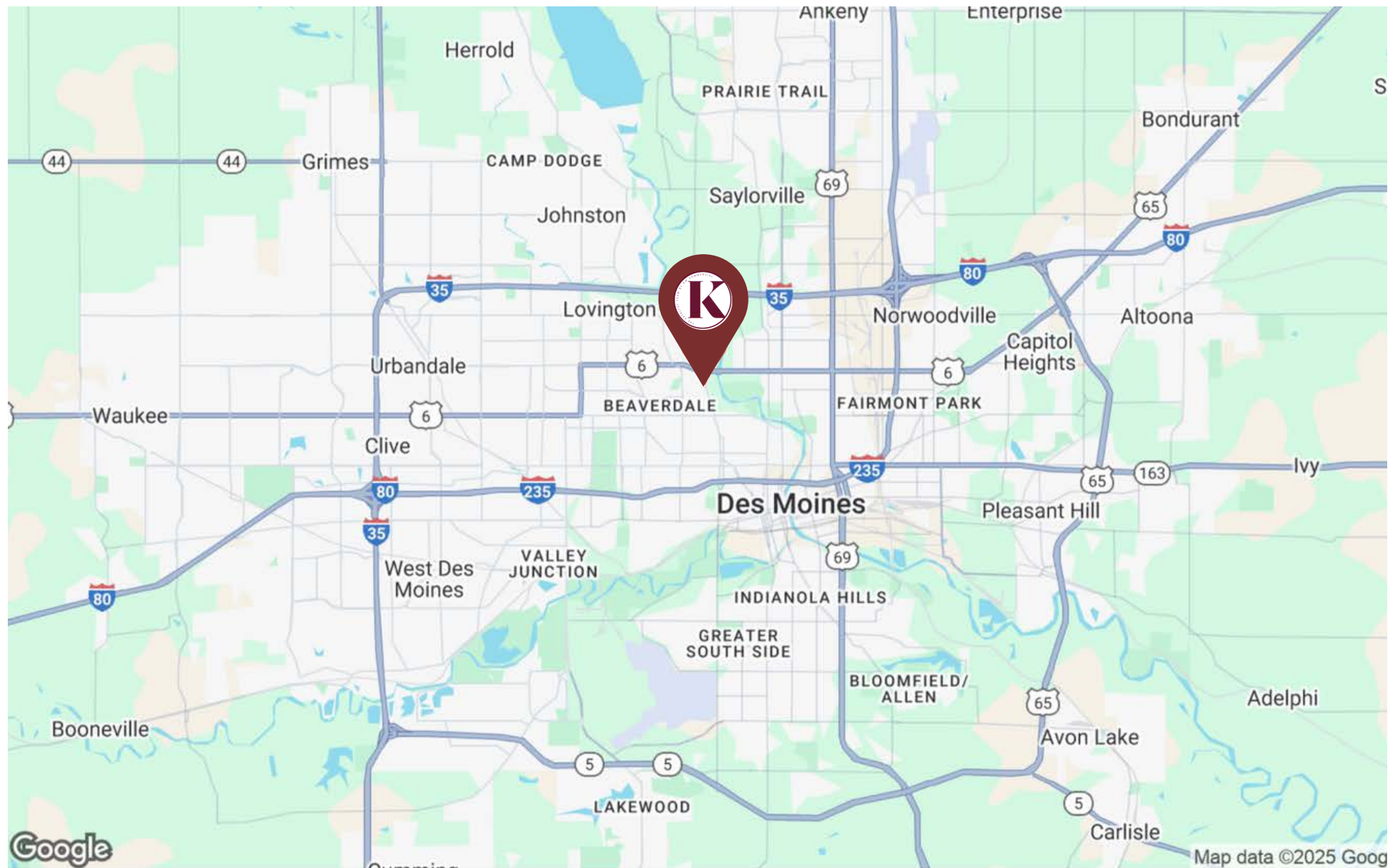
LOCATION MAPS

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

An aerial photograph of a residential neighborhood in Des Moines, Iowa. The image shows a mix of single-family homes with various roof colors (gray, brown, blue) and green lawns. A prominent road, Welbeck Rd, runs diagonally from the top right towards the bottom right. To the right of the road are several large, light-colored commercial or industrial buildings with flat roofs. A red pin marker with a white 'K' inside is placed on the map, pointing to a specific location. A dark red rectangular box with white text is overlaid on the map, providing the address.

**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	Mar 2023

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

Purchase Information	
Purchase Price	\$900,000
Units	12
Total Rentable SF	8,784
Lot Size	11,833 sf

Income & Expense	
Gross Operating Income	\$123,664
Monthly GOI	\$10,305
Total Annual Expenses	(\$60,065)
Monthly Expenses	(\$5,005)
Financial Information	
Initial Equity	\$225,000
Closing Costs	\$2,000

Loans						
Type	Debt	Term	Amort	Rate	Payment	LO Costs
Fixed	\$675,000	25 years	25 years	6.40%	\$4,516	\$6,750

PRO-FORMA OPERATING SUMMARY



Investment Summary	
Price	\$900,000
Year Built	1968
Units	12
Price/Unit	\$75,000
RSF	8,784
Price/RSF	\$102.46
Lot Size	11,833 sf
Floors	3
Cap Rate	7.06%
GRM	6.73
Financial Summary	
Loan 1 (Fixed)	\$675,000
Initial Equity	\$225,000
Interest Rate	6.40%
Term	25 years
Monthly Payment	\$4,516
DCR	1.17

Unit Mix & Annual Scheduled Income			
Type	Units	Actual	Total
2BD / 1 BA	12	\$10,560	\$126,720
Totals	12		\$126,720

Annualized Income	
Description	Actual
Gross Potential Rent	\$126,720
-Less : Vacancy	(\$10,138)
+ Misc. Income	\$7,082
Effective Gross Income	\$123,664
-Less : Expenses	(\$60,065)
Net Operating Income	\$63,600
-Replacement Reserves	\$0
-Debt: Service	(\$54,187)
Net Cash Flow after Debt Service	(\$9,413)
+ Principal Reduction	\$11,315
Total Return	\$20,728

Annualized Expenses	
Description	Actual
Total Expenses	\$60,065
Expenses Per RSF	\$6.67
Expenses Per Unit	\$5,005

ANNUAL OPERATING DATA

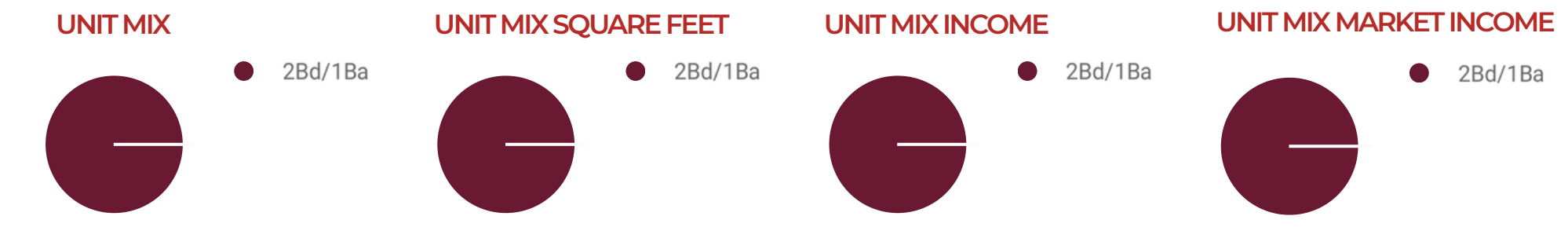


Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	01/2024	01/2025	01/2026	01/2027	01/2028
Income					
Rental Income	\$126,720	\$130,522	\$134,437	\$138,470	\$142,624
Laundry	\$816	\$816	\$816	\$816	\$816
RUBs	\$4,706	\$4,706	\$4,706	\$4,706	\$4,706
Pet Fees	\$840	\$840	\$840	\$840	\$840
Late Fees	\$720	\$720	\$720	\$720	\$720
Gross Scheduled Income	\$133,802	\$137,604	\$141,519	\$145,552	\$149,706
Turnover Vacancy	(\$10,138)	(\$10,442)	(\$10,755)	(\$11,078)	(\$11,410)
Gross Operating Income	\$123,664	\$127,162	\$130,764	\$134,475	\$138,296
Expenses					
Accounting	(\$1,668)	(\$1,668)	(\$1,668)	(\$1,668)	(\$1,668)
Building Insurance	(\$7,200)	(\$7,200)	(\$7,200)	(\$7,200)	(\$7,200)
General Supplies	(\$4,500)	(\$4,500)	(\$4,500)	(\$4,500)	(\$4,500)
Lawn care/Snow Removal	(\$1,905)	(\$1,905)	(\$1,905)	(\$1,905)	(\$1,905)
Janitorial	(\$4,815)	(\$4,815)	(\$4,815)	(\$4,815)	(\$4,815)
Maintenance	(\$4,500)	(\$4,500)	(\$4,500)	(\$4,500)	(\$4,500)
Management Fees	(\$9,157)	(\$9,157)	(\$9,157)	(\$9,157)	(\$9,157)
Reserves	(\$3,000)	(\$3,000)	(\$3,000)	(\$3,000)	(\$3,000)
Taxes - Real Estate	(\$13,003)	(\$13,003)	(\$13,003)	(\$13,003)	(\$13,003)
Trash Removal	(\$2,962)	(\$2,962)	(\$2,962)	(\$2,962)	(\$2,962)
Utility - Electricity	(\$1,127)	(\$1,127)	(\$1,127)	(\$1,127)	(\$1,127)
Utility - Gas	(\$794)	(\$794)	(\$794)	(\$794)	(\$794)
Utility - Water/Sewer	(\$5,434)	(\$5,434)	(\$5,434)	(\$5,434)	(\$5,434)
Total Operating Expenses	(\$60,065)	(\$60,065)	(\$60,065)	(\$60,065)	(\$60,065)
Operating Expense Ratio	48.57%	47.23%	45.93%	44.67%	43.43%
Net Operating Income	\$63,600	\$67,097	\$70,700	\$74,410	\$78,232

UNIT MIX REPORT



Units	Type	Approx.SF	Avg.Rents	Monthly	Monthly
12	2Bd/1Ba	750	\$880	\$10,560	\$20
12		9,000		\$10,560	\$20





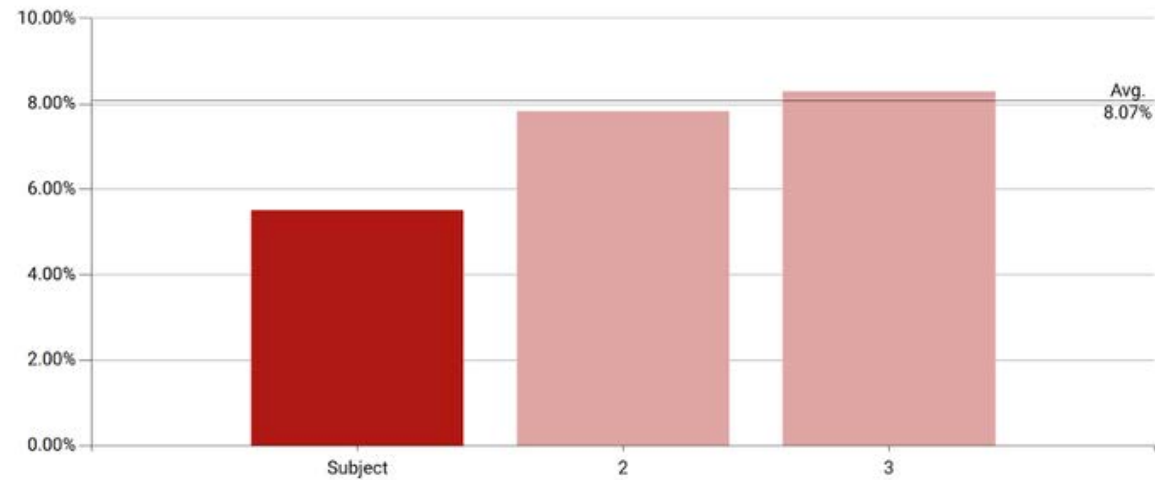
SALE COMPARABLES

2411 WELBECK RD. DES MOINES, IA 50310

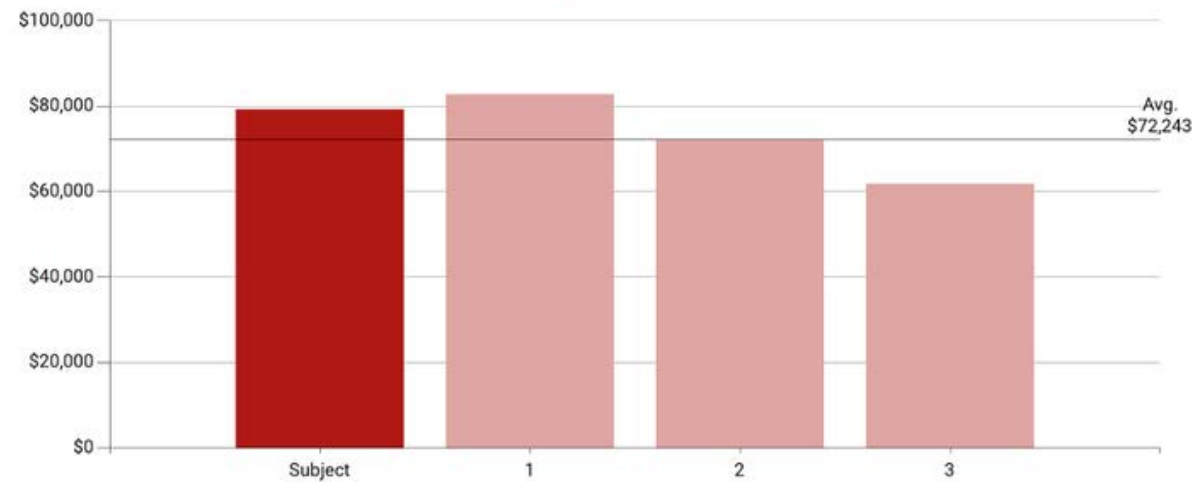
SALE COMPARABLES



Cap Rate



Price per Unit





SALE COMPARABLES



SALE COMPARABLES



S



2411 Welbeck Road, Des Moines, IA 50310

Sale Price	\$900,000
Units	12
Price/Unit	\$75,000
Price/SF	\$102.46
Lot Size	11,833
Cap Rate	7.06%
Year Built	1968

Units	Unit Type	Avg Rent	Size
12	2Bd/1Ba	\$880	750

1



3120 Douglas Avenue, Des Moines, IA 50310

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



SALE COMPARABLES

2



1195 Northwest Aurora Avenue, Des Moines, IA 50313

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

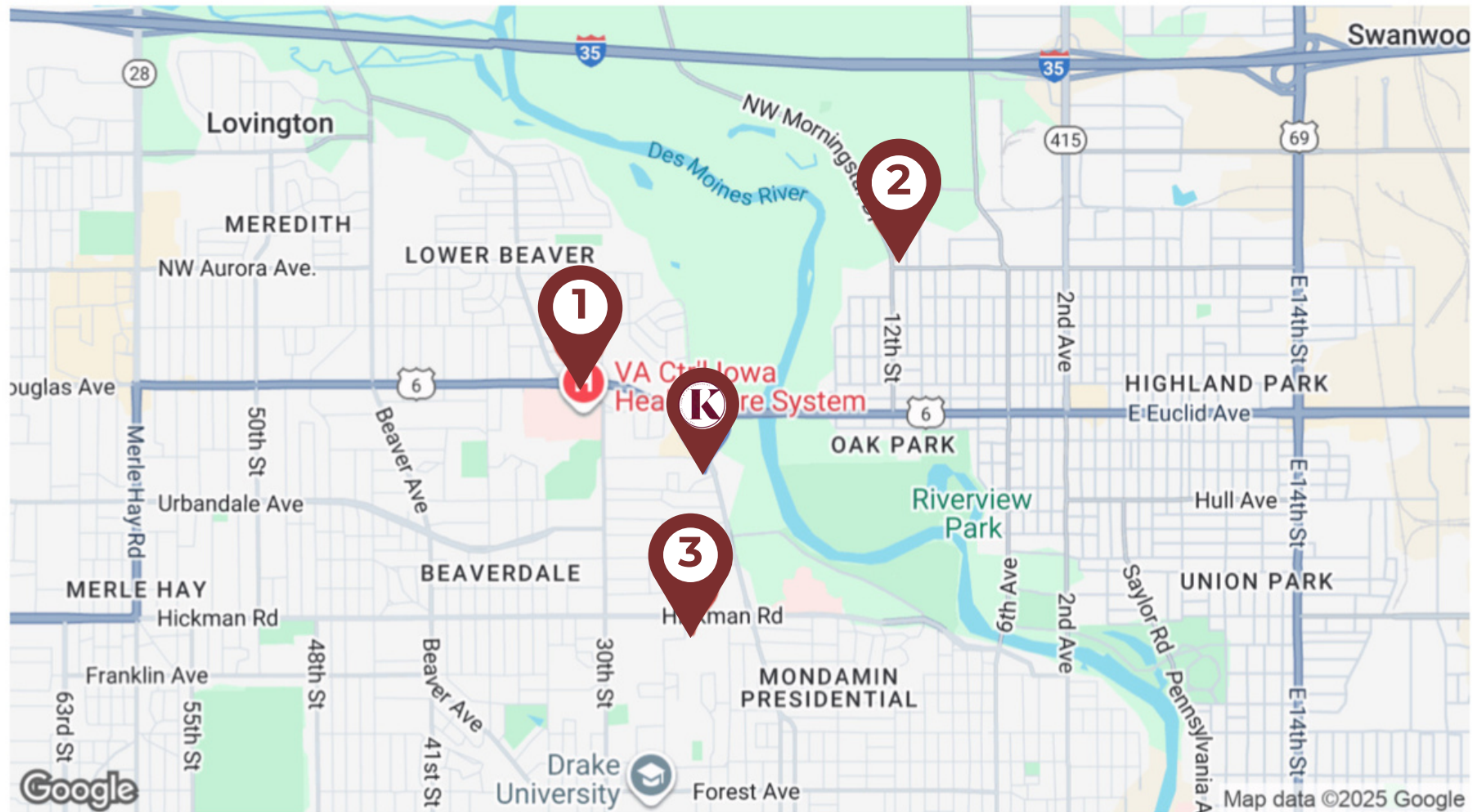
3



2525 Lincoln Avenue, Des Moines, IA 50310

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

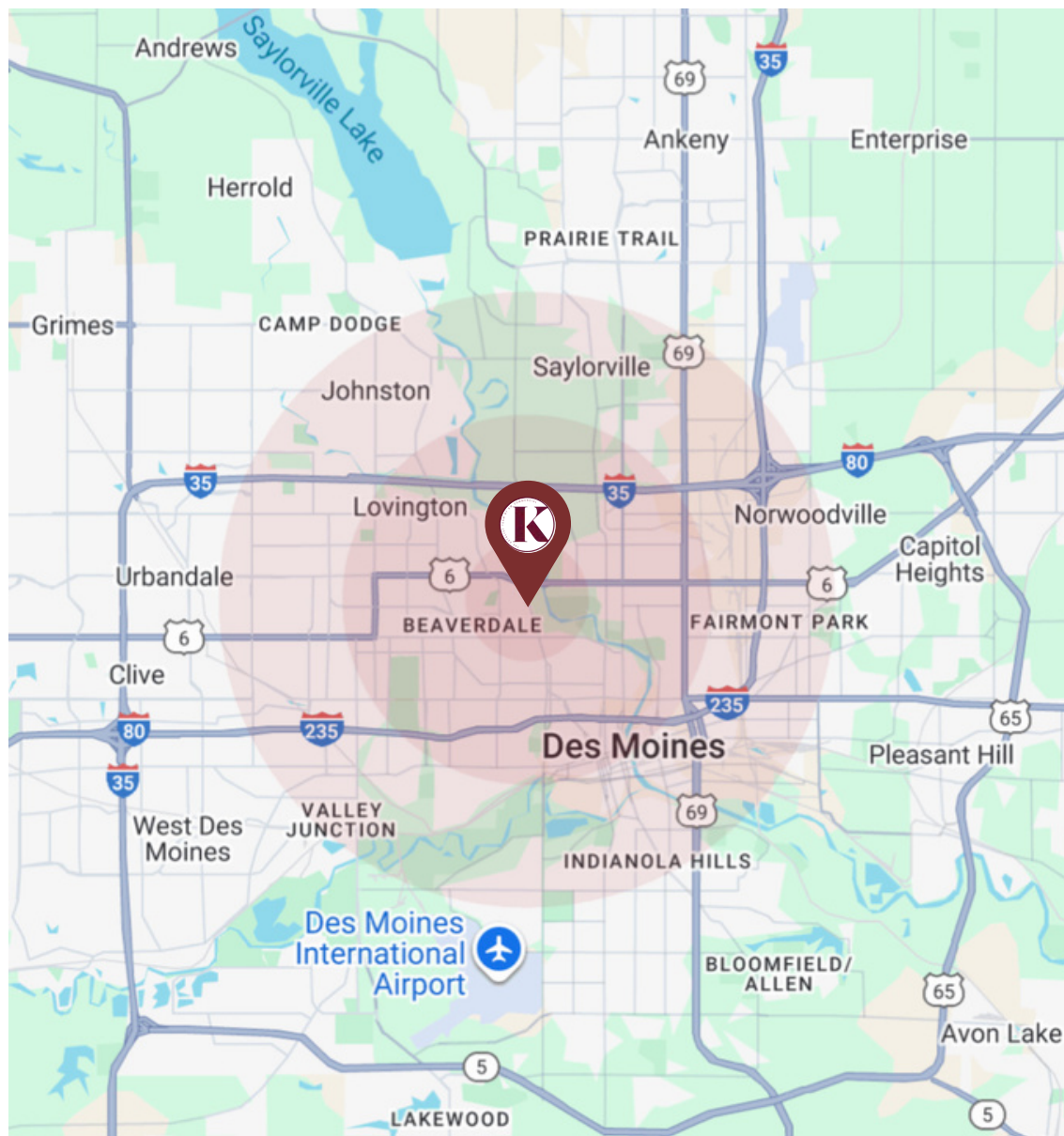
3 2525 Lincoln Avenue
Des Moines, IA, 50310
\$495,000



DEMOGRAPHICS

2411 WELBECK RD. DES MOINES, IA 50310

DEMOGRAPHICS



Population	1 Mile	3 Miles	5 Miles
Male	5,505	52,386	103,733
Female	5,165	48,369	99,231
Total Population	10,670	100,755	202,964
Race / Ethnicity	1 Mile	3 Miles	5 Miles
White	5,451	61,723	132,698
Black	2,073	14,549	23,097
Am In/AK Nat	12	161	304
Hawaiian	9	50	81
Hispanic	1,340	13,672	27,481
Asian	1,503	7,809	13,802
Multiracial	270	2,650	5,297
Other	13	151	223
Housing	1 Mile	3 Miles	5 Miles
Total Units	4,656	47,716	96,385
Occupied	4,252	43,647	88,514
Owner Occupied	2,513	23,823	50,351
Renter Occupied	1,739	19,824	38,163
Vacant	404	4,069	7,872
Age	1 Mile	3 Miles	5 Miles
Ages 0 - 14	2,238	18,062	37,030
Ages 15 - 24	1,607	15,679	28,428
Ages 25 - 54	4,584	43,589	85,279
Ages 55 - 64	1,047	10,539	22,539
Ages 65+	1,195	12,885	29,688
Income	1 Mile	3 Miles	5 Miles
Median	\$67,458	\$66,629	\$72,009
Under \$15k	325	3,779	6,507
\$15k - \$25k	369	3,116	5,341
\$25k - \$35k	202	2,834	6,234
\$35k - \$50k	588	6,164	11,400
\$50k - \$75k	792	8,572	16,635
\$75k - \$100k	870	6,744	13,261
\$100k - \$150k	711	7,093	15,464
\$150k - \$200k	267	2,658	6,438
Over \$200k	125	2,687	7,234



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."



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COMMERCIAL



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