



LIHTC Development in New Mexico

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Vista de Socorro Timeline

2017: El Camino Real Housing Authority begins voucher groundwork

2019 - 2021: Three LIHTC applications

2022: Casa Connection Grant awarded

2023: NM Housing Trust Fund TCAP awarded

Dec 2023: Finance closing

Mar 2024: Construction starts

May 2025: Construction completion



The Real Cost of Housing Delays

Delays = Cost = Fewer Units

- Land surveys, market studies, and environmental reviews
- Changes in grant structure caused months-long delays
- Every year of delay = increased construction (inflation) and holding costs



LIHTC Allocations Are Growing – But It's Not Enough

- 9% LIHTC volume cap will be increased by 12%
- But inflation will reduce the value of those credits
- Reduction in HOME, Housing Trust Fund, and other gap sources would create large funding gaps
- Gap sources are essential to keep deals moving



Making NM Competitive for Investors

- GRT adds substantial cost to our projects
- Property tax increases make long-term operations harder
- Complexity and inconsistency make NM deals less attractive



More Supply = More Affordability

- More housing of all kinds improves affordability for everyone
- Rent control and mandatory affordable set-asides may reduce total supply
- Policies must support, not suppress, new development



State-Level Solutions

How NM Can Lead on Housing

- Protect and expand gap funding sources
- Consider Tax Policy Reform to support housing
- Promote a climate that attracts LIHTC investors

Challenges in Homebuilding

Case Study- SW Heights

Albuquerque

Centex[®]

The logo for Pulte Homes, featuring a stylized house icon with a yellow sun above it, and the text "Pulte HOMES" in a sans-serif font.

Del Webb[®]

PulteGroup

Sample Site – Asking Price \$3 Million

13.52± ACRES
DEVELOPMENT READY SITE IN ACTIVE GROWTH CORRIDOR

GIBSON BLVD

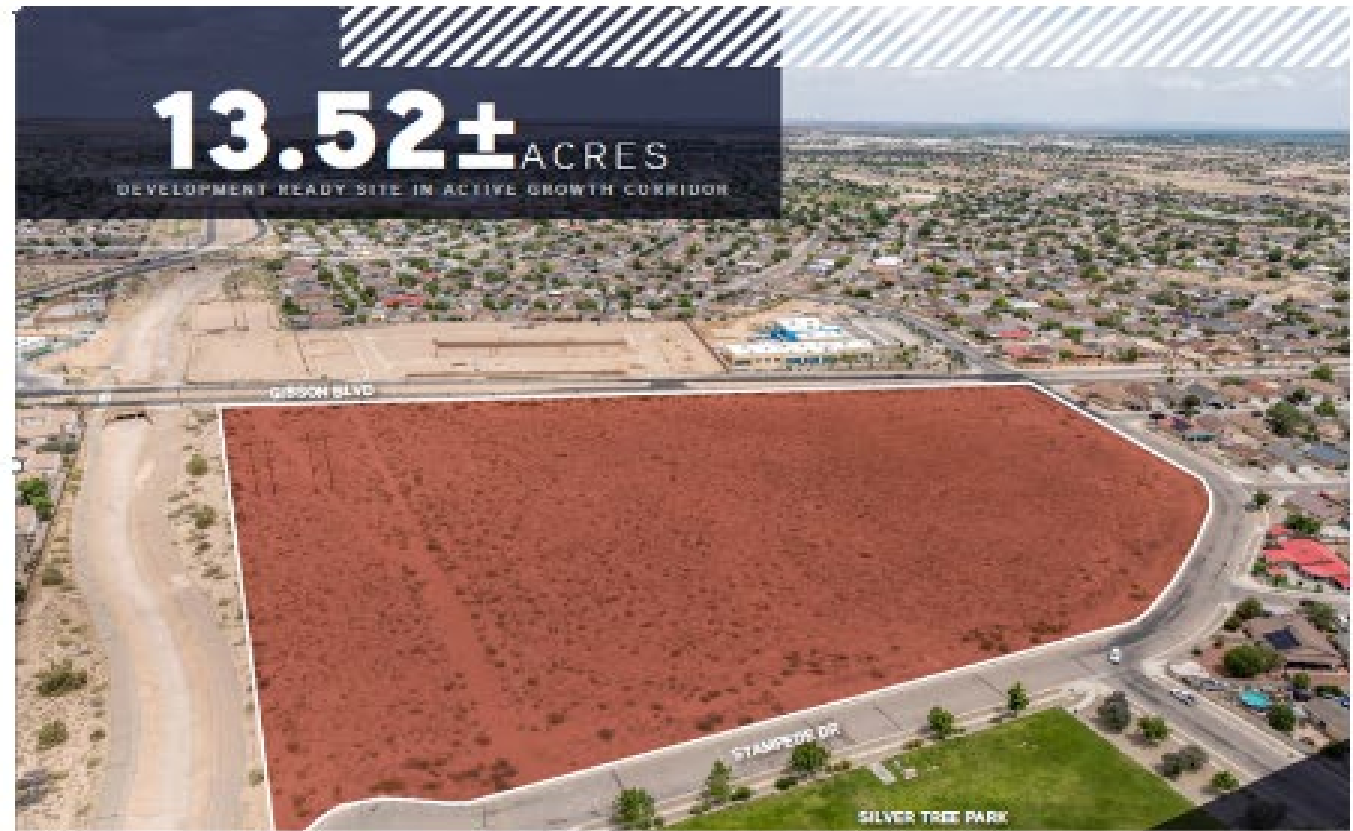
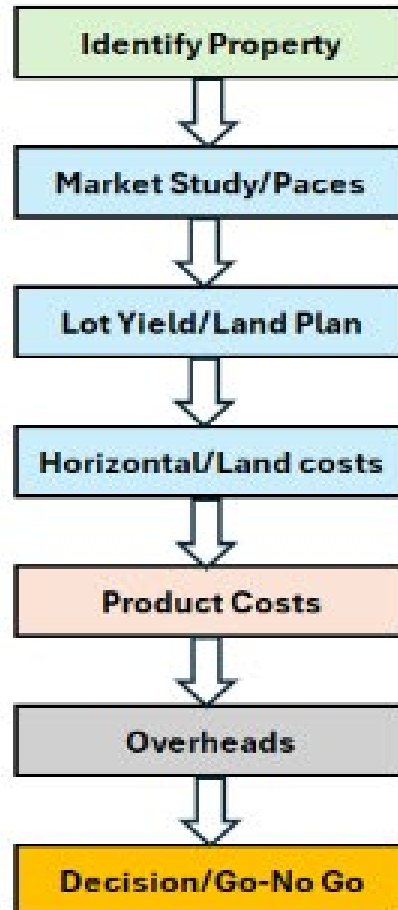
STAMPEDE DR

SILVER TREE PARK

SWC OF GIBSON BLVD AND STAMPEDE DR | ALBUQUERQUE, NM

CBRE

PROJECT ANALYSIS





Site 13.52 acres

- Analysis 40' wide lot at 4.5 Lots per acre
- Yields a project of 60 Lots

CMA:

- Average Sales Price in Abq MSA \$408,207
- Average Sales Price in SW Heights-\$297,582 (MLS)

Average Household Income 3-mile Radius of \$74,294

MFA recommended qualification guideline of \$235,000-\$240,000

PulteGroup Market Study/Paces

Local Market Update – June 2025

A Research Tool Provided by the Greater Albuquerque Association of REALTORS®

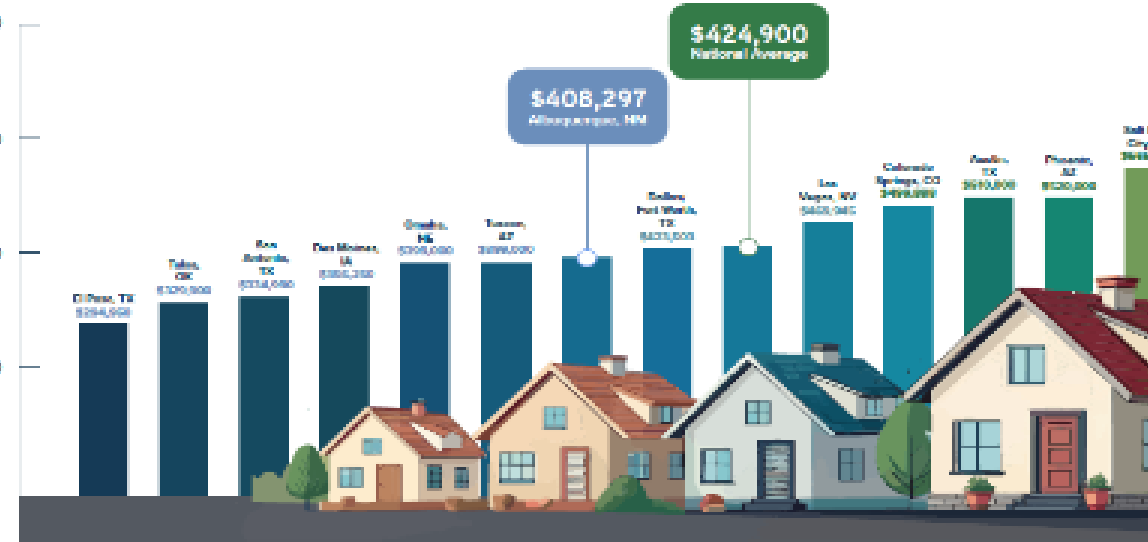
Southwest Heights – 92

East of Concho Reservation, South of Central Ave, West of Coors Blvd SW, North of Dennis Chavez Blvd

Single-Family Detached Key Metrics	June			Year to Date		
	2024	2025	% Change	Thru 6-2024	Thru 6-2025	% Change
New Listings	59	59	0.0%	389	337	-13.4%
Pending Sales	51	40	-21.6%	329	284	-13.7%
Closed Sales	44	40	-9.1%	314	278	-12.1%
Days on Market Until Sale	22	23	+4.5%	28	34	+21.4%
Median Sales Price*	\$302,500	\$292,469	-3.3%	\$285,000	\$292,500	+2.6%
Average Sales Price*	\$296,347	\$295,663	-0.9%	\$290,471	\$297,582	+2.4%
Percent of List Price Received*	99.7%	100.0%	+0.3%	99.6%	99.6%	-0.2%
Inventory of Homes for Sale	86	69	-19.8%	—	—	—
Months Supply of Inventory	1.7	1.5	-11.8%	—	—	—



2025 MEDIAN RESIDENTIAL LISTING PRICE



PulteGroup

Land Costs

	Costs	Per Lot
Raw Land	\$ 3,000,000	\$ 50,000
Engineering & Survey	\$ 280,929	\$ 4,682
Grading	\$ 1,316,507	\$ 21,942
Infrastructure (Water, Sewer, Storm)	\$ 740,734	\$ 12,346
Walls	\$ 671,967	\$ 11,199
Street Improvements	\$ 396,829	\$ 6,614
Dry Utilities (Gas & Electric)	\$ 226,409	\$ 3,773
Landscaping	\$ 276,793	\$ 4,613
Administration, Overhead Muni Fees	\$ 368,077	\$ 6,135
Contingency	\$ 156,464	\$ 2,608
GRT	\$ 343,487	\$ 5,725
Off Sites	\$ 500,000	\$ 8,333
Total	\$ 8,278,198	\$ 137,970

- Utilized Should-costing based on similar projects
- GRT Statewide Tax
- Offsite possibilities
 - DOT- signal, lane expansion
 - Water utility improvements
 - AMAFCA
 - Power and Gas expansion

PulteGroup House Costs

3015 -Cochiti Plan	Permit and Fees	\$ 10,150
	Pre- Slab	\$ 3,980
	Foundation and Flatwork	\$ 24,413
	Framing and Lumber	\$ 44,780
	Front end shell	\$ 21,090
	MEP	\$ 37,429
	Insulation, Drywall, Paint	\$ 15,894
	Finishes and cleaning	\$ 30,457
	Third party inspections	\$ 1,410
	GRT Summation	\$ 13,451
	Total House Costs	\$ 189,603



Priced at Average Sales Price

		Total Investment	Per Home
		\$	\$
	Raw Land	3,000,000	50,000
		\$	\$
	Land Development (In Tracts)	4,434,711	73,912
		\$	\$
	Offsite requirements	500,000	8,333
		\$	\$
	House Costs	9,892,320	164,872
		\$	\$
	Permits and Fees	609,000	10,150
		\$	\$
	GRT	1,150,578	19,176
		\$	\$
Projected Sales Price	\$ 297,582		\$ 326,443
			\$
	Gain/Shortfall		(28,861)

Priced at Average Sales Price plus 15% for New

		Total Investment
		\$
	Raw Land	3,000,000
		\$
	Land Development (In Tracts)	4,434,711
		\$
	Offsite requirements	500,000
		\$
	House Costs	9,892,320
		\$
	Permits and Fees	609,000
		\$
	GRT	1,150,578
		\$
Projected Sales Price	\$ 342,219	
	Gain/Shortfall	

\$37,659 in Offsite, GRT and Permits

Priced at Average Sales Price

		Total Investment	Per Home		
	Raw Land	\$ 2,700,000	\$ 45,000		
	Land Development (In Tracts)	\$ 4,434,711	\$ 73,912		
	Offsite requirements	\$ -	\$ -	Site Ready	
	House Costs	\$ 9,892,320	\$ 164,872		
	Permits and Fees	\$ 152,250	\$ 2,538	75% Reduction	
	GRT	\$ 277,944	\$ 4,632	75% Reduction	
Projected Sales Price	\$ 297,582		\$ 290,954		
	Gain/Shortfall		\$ 6,628		

Priced at Average Sales Price with reduction in fees, GRT and Offsite obligations and 10% price reduction.



Questions?