

EXCLUSIVE MULTI-FAMILY OFFERING

400 FREEMAN AVE. | KANSAS CITY, KS 66101 | DOWNTOWN KANSAS CITY, KS | SUBDIVISION OF 21 HOMES | \$1,925,000



ZION ESTATES OFFERING MEMORANDUM

MARKETED BY : BRICE BRADSHAW

PROPERTY DETAILS : 21 SINGLE-FAMILY RENTAL HOMES

UNIT TYPES : (8) 3-BEDROOM/2-BATH & (13) 4-BEDROOM/2-BATH

CONSTRUCTION : SPLIT-LEVEL, BI-LEVEL & RANCH HOMES

PRICE : \$1,925,000

TOTAL LAND AREA : 6.33 ACRES OR 275,615 SQ. FT.

YEAR BUILT : 1999



**Exclusively Marketed by:**

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OFFERING & PROPERTY SUMMARY

Asking Price	\$1,925,000
Terms	Free & Clear
Address	400 Freeman Avenue Kansas City, KS 66101
County	Wyandotte County
Neighborhood	Zion Park First Plat & Second Plat
Occupancy	95%
Section 8/Housing	12 Tenants
Zoning	R1-B – Single Family District
Year Built	1999 (Wyandotte County)
Construction/Exterior	Wood frame, concrete foundation and wood & EFIS siding with partial masonry veneer in fronts
Roofs	Gable roofs with asphalt shingles
Land Area	275,615 sq. ft. or 6.33 acres (previous appraisal)
Gross Building Area	39,200 sq. ft. not including basement (previous appraisal)
Net Rentable Area	30,800 sq. ft. (+/-)
Stories	(18) 2-Stories & (3) 1.5-Stories
Types of Homes	12 Split-Level Homes, 6 Bi-level Homes & 3 Ranches
Units	21 Total Single-Family Homes
4 Bedroom 2 Bathroom	13
Average Unit Size	1,600 sq. ft. (+/-)
Average Unit Rent	\$1,177
3 Bedroom 2 Bathroom	8
Average Unit Size	1,250 sq. ft. (+/-)
Average Unit Rent	\$1,100

UTILITIES & AMENITIES SUMMARY

Metering	Separate Gas/Electric & Water/Sewer
Heat	Forced Air Gas Furnaces
A/C	Central Air
Laundry	Washer/Dryer hook-ups provided in all units
Parking	2-Car Garage & 4 driveway spaces per unit (126 total)
Utilities	Tenant pays electric, gas, water & sewer
Basements	Partially finished (some feature W/D hookups and bedroom)
In the Neighborhood	Gateway Park, Grant Elementary School & Pleasant Green Baptist



428 Freeman Ave

424 Freeman Ave

420 Freeman Ave

408 Freeman Ave

404 Freeman Ave

432 Freeman Ave

436 Freeman Ave

416 Freeman Ave

412 Freeman Ave

400 Freeman Ave



331 David L Gray Dr.

335 David L Gray Dr.

327 David L Gray Dr.

GATEWAY PARK

1415 N. 4th Street

1409 N. 4th Street

1403 N. 4th Street

1325 N. 4th Street

1319 N. 4th Street

1313 N. 4th Street

1307 N. 4th Street

1301 N. 4th Street

Zion Estates is portfolio comprised of 21 single-family rental homes located in the Zion Park subdivision of Kansas City, Kansas. The 21 homes located along Freeman Avenue, David L. Gray Drive, and North 4th Street amass over 6-acres of land and are centered around Grant Elementary School, Gateway Park, and Pleasant Green Baptist Church. Zion Estates offers potential investors two avenues of strong cash flow. The first option is the traditional cash flow purchase option. The second option would be to purchase the 21 homes in bulk and subsequently sell off the homes individually. Comparable properties that have sold within the subdivision over the last 5 years are in the \$118,000 to \$140,000 range. These two options give investors a great deal of flexibility.

The homes at Zion Estates feature 3 different floor plans and two types of units. 13 homes at Zion are 4-bedroom/2-bathroom homes with an approximate size of 1,600 square feet (+/-). The other 8 homes are 3-bedroom/2-bathroom units with an approximate size of 1,250 square feet (+/-). All homes were built in 1999 and feature 2-car garages and 4 additional driveway spaces, carpet and vinyl flooring, vaulted ceilings, central air, forced air gas furnaces, fully equipped kitchens, open pantries, a master bathroom, washer/dryer hookups, backyard space, and are separately metered for gas/electric and water/sewer. The bathrooms have vinyl flooring and wood vanities with solid surface sinks. The hall bathrooms have tub and shower inserts and the master baths mostly have fiberglass shower inserts.

Most of the 21 homes are front-to-back split-level or bi-level design (2-story) with a walk-up entry to a living area that includes a living room and kitchen. These homes features 3 bedrooms and 2 bathrooms a walk-up from the main level, and a garage/basement area a walk down from the main level. For the homes with a 4th bedroom, another walk down from the garage level to a partially finished daylight basement. Some floorplans have the laundry hookups in the upstairs hallway while others are installed in the unfinished basement. The 3 ranch homes (1.5-story) in Zion have their W/D hook-ups in the kitchen and the unit plans are handicap compliant. Additionally, some homes feature walk-out decks from their kitchen/dining areas that provide great space for the tenants (8 homes with decks). Zion is situated blocks away from Memorial Hall, the Robert J. Dole Federal Courthouse, the WYCO Courthouse, Kansas City, Kansas Municipal Court, 7th Street Casino, the University of Kansas Health System's new Strawberry Hill Campus, Sumner Academy of Arts & Science and the KCK Police Department. Additionally, Zion is just minutes from the West Bottoms, North Kansas City, Charles B. Wheeler airport and the Power & Light District.



PROPERTY & UNIT HIGHLIGHTS

Sub-division of 21 single-family rental homes – built 1999
(8) 3-Bedroom/2-Bathroom Homes & (13) 4-Bedroom/2-Bathroom Homes
(12) Split-level homes, (6) Bi-level homes & (3) Ranches
Separately metered for gas/electric & water/sewer
Central Air & Forced Air Gas Furnaces
2-Car Garage & 4 driveway parking spaces per house
Walk-out decks access from kitchen/dining area (8 Units)
Washer/Dryer Hook-ups in all units
Central Air & Forced Air Gas Heat
Vaulted Ceilings, carpet & vinyl flooring & fully equipped kitchens
Partially finished basements (select units)
Wood vanities, tub/shower & master bathroom
Tenants pay gas, electric, water, sewer & trash
95% Occupancy
Access to neighborhood park with baseball field, playground & seating
Blocks from 7 th Street Casino, Memorial Hall, Sumner & KCK Police Dept.
Close proximity to West Bottoms, North KC and Power & Light District





ZION ESTATES

1301-1325 N 4TH STREET & 1403-1415 N 4TH STREET | KANSAS CITY, KS 66061 | 8 RENTAL HOMES



4th STREET RENTAL HOME OVERVIEW

Year Built	1999
# of Homes	8
4-Bedroom House SF (6 Total)	1,600 sf (+/-)
3-Bedroom House SF (2 Total)	1,250 sf (+/-)
Average Rent	\$1,175
Average Lot Size	14,702 sf
Section 8 Tenants	6 Tenants
2018 Total Tax	\$8,388.96

- 1301 N. 4TH STREET, KANSAS CITY, KS 66101
- 1307 N. 4TH STREET, KANSAS CITY, KS 66101
- 1313 N. 4TH STREET, KANSAS CITY, KS 66101
- 1319 N. 4TH STREET, KANSAS CITY, KS 66101
- 1325 N. 4TH STREET, KANSAS CITY, KS 66101
- 1403 N. 4TH STREET, KANSAS CITY, KS 66101
- 1409 N. 4TH STREET, KANSAS CITY, KS 66101
- 1415 N. 4TH STREET, KANSAS CITY, KS 66101





1301 N. 4th Street, KCK 66101

Year Built	1999
Unit Type	3-Bedroom/2-Bathroom
Current Rent	\$1,050 + \$25 pet fee
Square Footage	1,250 sf (+/-)
Land Size	24,394 sf (+/-) (WYCO)
Building Type	Ranch
2018 Tax	\$1,048.56



1307 N. 4th Street, KCK 66101

Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,150
Square Footage	1,600 sf (+/-)
Land Size	13,068 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.72



1313 N. 4th Street, KCK 66101

Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,249
Square Footage	1,600 sf (+/-)
Land Size	13,068 sf (+/-) (WYCO)
Building Type	Bi-level
2018 Tax	\$1,048.72



1319 N. 4th Street, KCK 66101

Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,249
Square Footage	1,600 sf (+/-)
Land Size	13,504 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.56



ZION ESTATES | 21 RENTAL HOMES

N. 4TH STREET HOMES (8 TOTAL)



1325 N. 4 th Street, KCK 66101	
Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,249
Square Footage	1,600 sf (+/-)
Land Size	13,068 sf (+/-) (WYCO)
Building Type	Bi-level
2018 Tax	\$1,048.56



1403 N. 4 th Street, KCK 66101	
Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,150
Square Footage	1,600 sf (+/-)
Land Size	13,504 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.56



1409 N. 4 th Street, KCK 66101	
Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,150
Square Footage	1,600 sf (+/-)
Land Size	13,068 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.72



1415 N. 4 th Street, KCK 66101	
Year Built	1999
Unit Type	3-Bedroom/2-Bathroom
Current Rent	\$1,149
Square Footage	1,250 sf (+/-)
Land Size	13,939 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.56



ZION ESTATES

327 — 335 DAVID L. GRAY DRIVE | KANSAS CITY, KS 66061 | 3 RENTAL HOMES



DAVID L GRAY RENTAL HOME OVERVIEW

Year Built	1999
# of Homes	3
4-Bedroom House SF	1,600 sf (+/-)
Average Rent	\$1,200
Average Lot Size	8,567 sf
Section 8 Tenants	2 Tenants
2018 Total Tax	\$3,145.84



(1) 327 David L. Gray Drive, KCK 66101

Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,249
Square Footage	1,600 sf (+/-)
Land Size	9,583 sf (+/-) (WYCO)
Building Type	Bi-level
2018 Tax	\$1,048.72



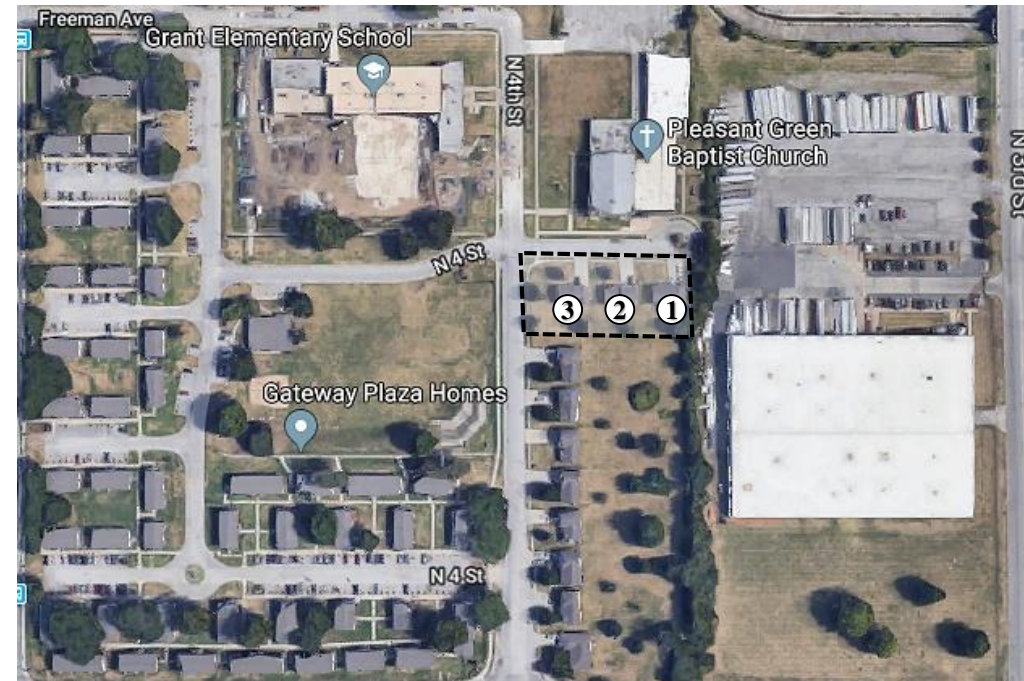
(2) 331 David L. Gray Drive, KCK 66101

Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,150
Square Footage	1,600 sf (+/-)
Land Size	7,841 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.56



(3) 335 David L. Gray Drive, KCK 66101

Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,200
Square Footage	1,600 sf (+/-)
Land Size	8,276 sf (+/-) (WYCO)
Building Type	Bi-level
2018 Tax	\$1,048.56



ZION ESTATES

416-436 FREEMAN AVENUE & 400-412 FREEMAN AVENUE | KANSAS CITY, KS 66061 | 10 RENTAL HOMES



FREEMAN AVENUE RENTAL HOME OVERVIEW

Year Built	1999
# of Homes	10
4-Bedroom House SF (4 Total)	1,600 sf (+/-)
3-Bedroom House SF (6 Total)	1,250 sf (+/-)
Average Rent	\$1,010
Average Lot Size	13,199 sf
Section 8 Tenants	5 Tenants
2018 Total Tax	\$10,486.72





400 Freeman Avenue, KCK 66101	
Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,150
Square Footage	1,600 sf (+/-)
Land Size	11,761 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.72



404 Freeman Avenue, KCK 66101	
Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,150
Square Footage	1,600 sf (+/-)
Land Size	18,731 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.56



408 Freeman Avenue, KCK 66101	
Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,050
Square Footage	1,600 sf (+/-)
Land Size	20,473 sf (+/-) (WYCO)
Building Type	Bi-level
2018 Tax	\$1,048.72



412 Freeman Avenue, KCK 66101	
Year Built	1999
Unit Type	4-Bedroom/2-Bathroom
Current Rent	\$1,150
Square Footage	1,600 sf (+/-)
Land Size	10,019 sf (+/-) (WYCO)
Building Type	Bi-level
2018 Tax	\$1,048.72





416 Freeman Avenue, KCK 66101

Year Built	1999
Unit Type	3-Bedroom/2-Bathroom
Current Rent	\$1,100
Square Footage	1,250 sf (+/-)
Land Size	9,148 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.72



420 Freeman Avenue, KCK 66101

Year Built	1999
Unit Type	3-Bedroom/2-Bathroom
Current Rent	\$1,149
Square Footage	1,250 sf (+/-)
Land Size	12,632 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.56



424 Freeman Avenue, KCK 66101

Year Built	1999
Unit Type	3-Bedroom/2-Bathroom
Current Rent	\$1,000
Square Footage	1,250 sf (+/-)
Land Size	12,632 sf (+/-) (WYCO)
Building Type	Ranch
2018 Tax	\$1,048.56



428 Freeman Avenue, KCK 66101

Year Built	1999
Unit Type	3-Bedroom/2-Bathroom
Current Rent	\$1,050
Square Footage	1,250 sf (+/-)
Land Size	12,632 sf (+/-) (WYCO)
Building Type	Ranch
2018 Tax	\$1,048.72





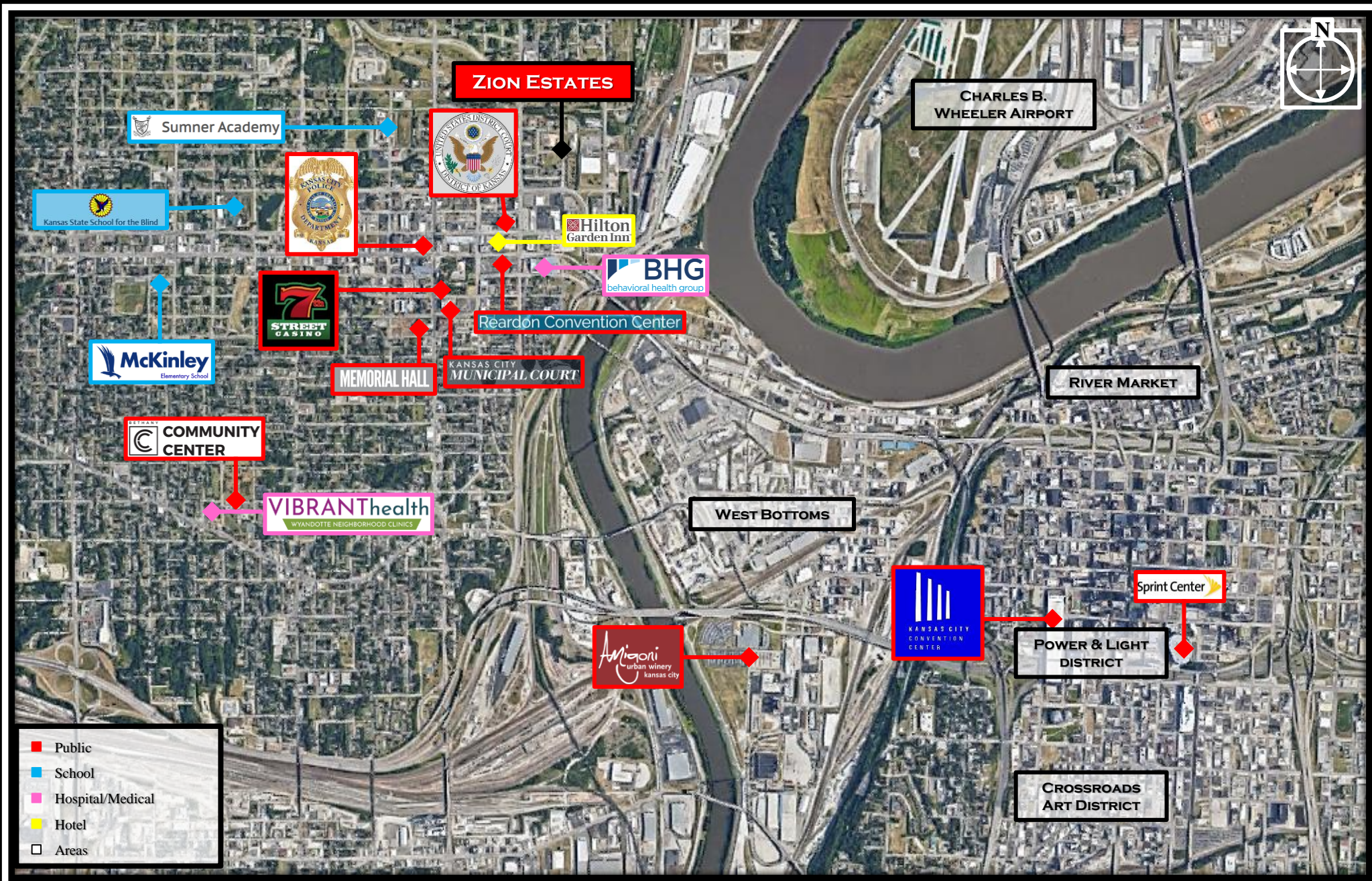
432 Freeman Avenue, KCK 66101	
Year Built	1999
Unit Type	3-Bedroom/2-Bathroom
Current Rent	\$1,149
Square Footage	1,250 sf (+/-)
Land Size	14,375 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.72

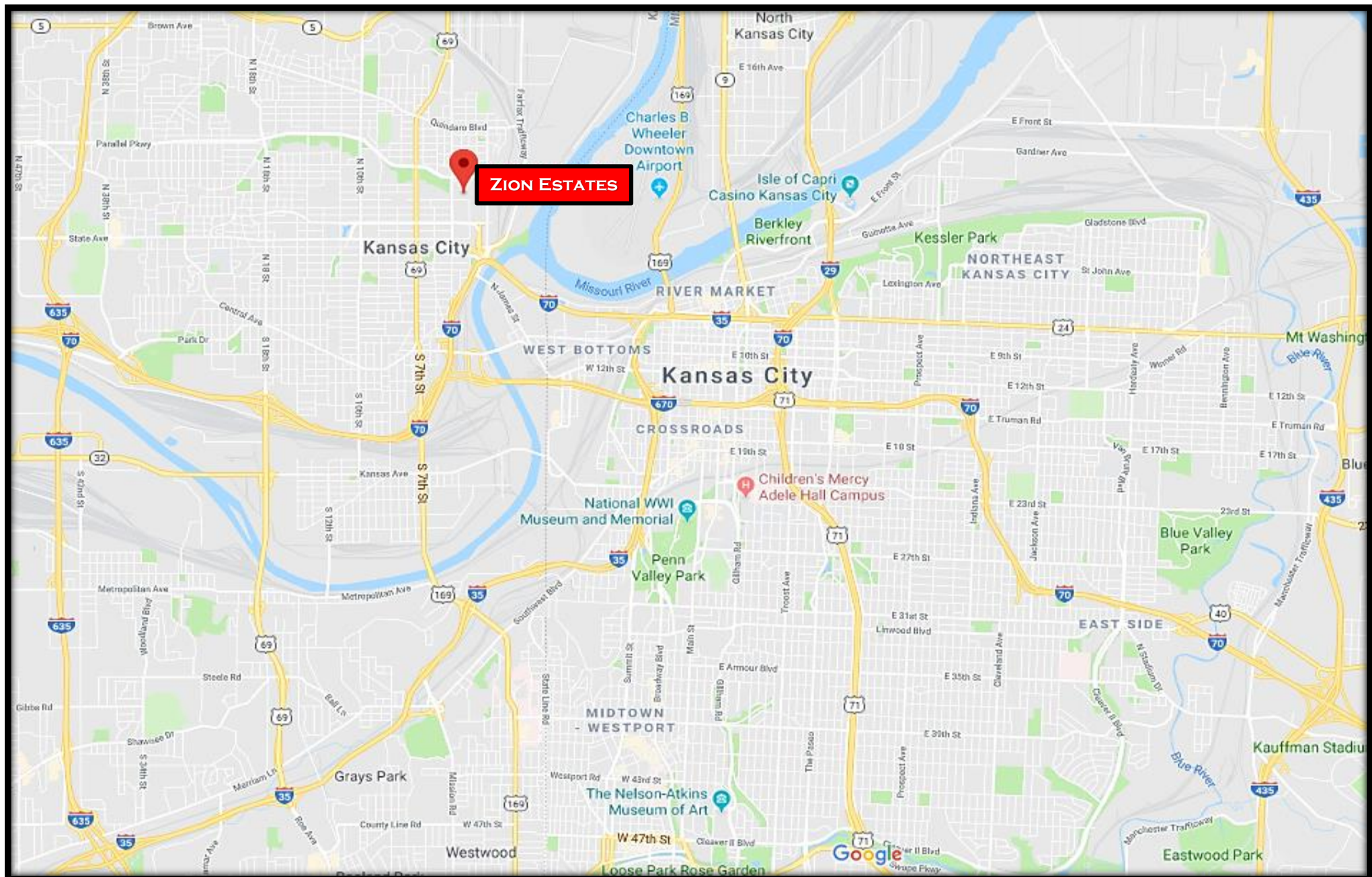


436 Freeman Avenue, KCK 66101	
Year Built	1999
Unit Type	3-Bedroom/2-Bathroom
Current Rent	\$1,149
Square Footage	1,250 sf (+/-)
Land Size	9,583 sf (+/-) (WYCO)
Building Type	Split-level
2018 Tax	\$1,048.72

Neighborhood & Sub-Market Summary

The 21 homes at Zion Estates are located in the subdivision of Zion Park in Downtown Kansas City, Kansas. Zion is situated in a neighborhood of strictly renters and the homes are centered around Grant Elementary School, Gateway Park, and Pleasant Green Baptist Church. Kansas City, Kansas or KCK is the 3rd largest city in Kansas with a population slightly over 150,000 and is the county seat of Wyandotte County. Within blocks of the subject property you will find the Robert J. Dole Federal Courthouse, the Wyandotte County Courthouse, Kansas City, KS Municipal Court and the Kansas City, KS Police Department. Both Memorial Hall and the Reardon Convention Center, located blocks south of Zion, provide residents with a place for shows and special events. The historic 3500-seat Memorial Hall opened in 1925 and has a permanent stage which is used for public assemblies, concerts and sporting events. The Reardon Convention Center offers a variety of meeting and event space to accommodate multiple events from wedding receptions to business meetings. As of September 4th, 2019, the University of Kansas Health System's opened its new Strawberry Hill Campus 2 blocks south of Zion Estates. The 47-bed inpatient mental and behavioral health unit is in the former EPA building and half of the building will be used to house patients, while the other half will be administrative programs and offices. Hundreds of employees could be added to Downtown Kansas City, KS with the addition of the campus. Downtown Kansas City, Kansas is very close to its neighbor, providing two historic downtown areas to explore. Other destinations within a close proximity include the Kauffman Center of Performing Arts, Charles B. Wheeler airport, Strawberry Hill Museum, 7th Street Casino, the West Bottoms, the River Market, Crossroads, Power & Light and North Kansas City. Village West, a popular retail, business and entertainment district located 15 miles west of Zion in KCK, is anchored by the Kansas Speedway. Major tenants in the Village West district include Hollywood Casino, The Legends Outlet Mall, Cabela's, Nebraska Furniture Mart, Great Wolf Lodge, T-Bones Stadium and Children's Mercy Park. Access to Downtown KCK is adequate as I-70 is just east of the downtown area with numerous ramps for access. Major East/West intersections in the area include State Avenue, Parallel Parkway and Minnesota Avenue. Major North/South intersections include 3rd Street, 7th Street (Business 69 Highway), 10th Street and 18th Street.





Kansas City Information

The Kansas City Metropolitan Area is home to 2.1 million people and is dissected North to South by the Kansas and Missouri State Line. U.S. News recently analyzed 100 cities in the United States to try and find the best places to live based on quality of life and the job market in each city, as well as the value of living there and people's desire to live there. Kansas City ranked #49 on the list and continues to gain attraction throughout the country. The Huffington Post recently named Kansas City as the "Coolest" City in America and, for the fifth year in a row, named Kansas City the #1 affordable getaway. In Travel + Leisure's "America's Favorite Places" survey, readers voted Kansas City #24 while the Culture Trip voted Kansas City as one of the "12 Best U.S. cities for culture." Kansas City is famous for its musical heritage and has been a great jazz city since the 1930's. The history of the city's music and art heritage can be explored at the American Jazz Museum, the Kauffman Center, the Kemper Museum of Contemporary Art and the Nelson-Atkins Museum of Art. The Nelson-Atkins Museum of Art was named the #1 best museum in the U.S. by both *USA Today* and Yelp. Additionally, Yelp's #5 best museum in the country went to the National WWI Museum & Memorial, the only WWI museum in the country.

ZipRecruiter, an online job platform, concluded that Kansas City is the 4th best metro area in the country to find a job in 2017. The Kansas City area is home to such companies as: Hallmark, H&R Block, Black & Veatch, Seaboard, DST Systems, Russell Stovers, Garmin and Sprint. Kansas City is also home to an expanding Biotechnology Industry including the Stowers Institute for Medical Research, the Kansas Life Sciences Innovation Center, the Biotechnology Development Center, XenoTech and Proteon Therapeutics. Forbes ranked Kansas City as the 3rd best city for renters out of 46 cities because they have the most investor interest, while also declaring Kansas City to have the best "rental affordability" among the 46 city list. WalletHub reaffirmed Forbes lofty ranking by putting Kansas City in its Top 50 for "Best Real-Estate Markets" for large cities. The General Motors Fairfax facility in Kansas City, Kansas is ranked as the most productive auto assembly plant in North America (HARGOUR CONSULTING REPORT). The recently expanded Ford Motor assembly plant in Kansas City builds the popular F-150 pickup truck and the Hybrid, Ford Escape. Kansas City also has a large Harley Davidson assembly plant near the airport. Kansas City is the second largest U.S. railroad hub in terms of volume (measured in units) and the biggest in terms of tonnage. The area is also home to YRC Worldwide, the largest trucking company in the nation.

For the sports fan, the Kansas City area has it all including the NFL's Chiefs, MLB's Royals, MLS's Sporting Kansas City, the T-Bones a minor league baseball team, several of the finest golf courses in the United States, the Kansas Speedway one of NASCAR's newest tracks, the College Basketball Hall of Fame and much more. Kansas City is home to Schlitterbahn Waterpark near the Kansas Speedway and is home to Worlds of Fun, Oceans of Fun and the Great Wolf Lodge, which are all large entertainment parks and destinations. Education is also an integral piece of the Kansas City metropolitan area. The area has a number of major colleges and universities such as the University of Kansas, Kansas University Medical Center, the University of Missouri Kansas City and Rockhurst University along with many others. The area is proud to have 3 of the top 10 Public School Districts in the United States.

Zion Estates - 21 Houses - Current Rent Roll

Unit #	Unit Type	Unit SF	Market Rent	Rent	Annual Rent	Rent Per SF	Home Type	2018 Tax
327	4 Bd./ 2 Ba.	1600	\$1,249	\$1,249	\$14,988	\$0.78	Bi-level	\$1,048.72
331	4 Bd./ 2 Ba.	1600	\$1,249	\$1,150	\$13,800	\$0.72	Split-level	\$1,048.56
335	4 Bd./ 2 Ba.	1600	\$1,249	\$1,200	\$14,400	\$0.75	Bi-level	\$1,048.56
400	4 Bd./ 2 Ba.	1600	\$1,249	\$1,150	\$13,800	\$0.72	Split-level	\$1,048.72
404	4 Bd./ 2 Ba.	1600	\$1,249	\$1,150	\$13,800	\$0.72	Split-level	\$1,048.56
408	4 Bd./ 2 Ba.	1600	\$1,249	\$1,050	\$12,600	\$0.66	Bi-level	\$1,048.72
412	4 Bd./ 2 Ba.	1600	\$1,249	\$1,150	\$13,800	\$0.72	Bi-level	\$1,048.72
416	3 Bd./ 2 Ba.	1250	\$1,149	\$1,100	\$13,200	\$0.88	Split-level	\$1,048.72
420	3 Bd./ 2 Ba.	1250	\$1,149	\$1,149	\$13,788	\$0.92	Split-level	\$1,048.56
424	3 Bd./ 2 Ba.	1250	\$1,149	\$1,000	\$12,000	\$0.80	Ranch	\$1,048.56
428	3 Bd./ 2 Ba.	1250	\$1,149	\$1,050	\$12,600	\$0.84	Ranch	\$1,048.72
432	3 Bd./ 2 Ba.	1250	\$1,149	\$1,149	\$13,788	\$0.92	Split-level	\$1,048.72
436	3 Bd./ 2 Ba.	1250	\$1,149	\$1,149	\$13,788	\$0.92	Split-level	\$1,048.72
1301	3 Bd./ 2 Ba.	1250	\$1,149	\$1,050	\$12,600	\$0.84	Ranch	\$1,048.56
1307	4 Bd./ 2 Ba.	1600	\$1,249	\$1,150	\$13,800	\$0.72	Split-level	\$1,048.72
1313	4 Bd./ 2 Ba.	1600	\$1,249	\$1,249	\$14,988	\$0.78	Bi-level	\$1,048.72
1319	4 Bd./ 2 Ba.	1600	\$1,249	\$1,249	\$14,988	\$0.78	Split-level	\$1,048.56
1325	4 Bd./ 2 Ba.	1600	\$1,249	\$1,249	\$14,988	\$0.78	Bi-level	\$1,048.56
1403	4 Bd./ 2 Ba.	1600	\$1,249	\$1,150	\$13,800	\$0.72	Split-level	\$1,048.56
1409	4 Bd./ 2 Ba.	1600	\$1,249	\$1,150	\$13,800	\$0.72	Split-level	\$1,048.72
1415	3 Bd./ 2 Ba.	1250	\$1,149	\$1,149	\$13,788	\$0.92	Split-level	\$1,048.56
21		30800	\$25,429	\$24,092	\$289,104	\$0.78		\$22,021.52

Zion Estates - 21 Houses - Current Unit Mix

# of Units	Unit Type	Unit SF	Rent	Monthly Rent	Annual Rent	Rent Per SF
7	4 Bd./ 2 Ba.	1600	\$1,150	\$8,050	\$96,600	\$0.72
4	4 Bd./ 2 Ba.	1600	\$1,249	\$4,996	\$59,952	\$0.78
1	4 Bd./ 2 Ba.	1600	\$1,200	\$1,200	\$14,400	\$0.75
1	4 Bd./ 2 Ba.	1600	\$1,050	\$1,050	\$12,600	\$0.66
4	3 Bd./ 2 Ba.	1250	\$1,149	\$4,596	\$55,152	\$0.92
2	3 Bd./ 2 Ba.	1250	\$1,050	\$2,100	\$25,200	\$0.84
1	3 Bd./ 2 Ba.	1250	\$1,100	\$1,100	\$13,200	\$0.88
1	3 Bd./ 2 Ba.	1250	\$1,000	\$1,000	\$12,000	\$0.80
21				\$24,092	\$289,104	\$0.78

Zion Estates - 21 Houses - Current Unit Mix

# of Units	Unit Type	Unit SF	Rent	Monthly Rent	Annual Rent	Rent Per SF
7	4 Bd./ 2 Ba.	1600	\$1,150	\$8,050	\$96,600	\$0.72
4	4 Bd./ 2 Ba.	1600	\$1,249	\$4,996	\$59,952	\$0.78
1	4 Bd./ 2 Ba.	1600	\$1,200	\$1,200	\$14,400	\$0.75
1	4 Bd./ 2 Ba.	1600	\$1,050	\$1,050	\$12,600	\$0.66
4	3 Bd./ 2 Ba.	1250	\$1,149	\$4,596	\$55,152	\$0.92
2	3 Bd./ 2 Ba.	1250	\$1,050	\$2,100	\$25,200	\$0.84
1	3 Bd./ 2 Ba.	1250	\$1,100	\$1,100	\$13,200	\$0.88
1	3 Bd./ 2 Ba.	1250	\$1,000	\$1,000	\$12,000	\$0.80
21				\$24,092	\$289,104	\$0.78

Zion Estates (21 Houses) - T12 P&L (September 2018 - August 2019)

Adjusted Gross Income	\$249,261.33	% AGI	Per Unit
Legal & Administrative	\$10,223	4.10%	\$486.83
Marketing/Leasing	\$1,857	0.75%	\$88.44
Management Fee	\$10,208	4.10%	\$486.12
Salaries/Payroll	\$27,563	11.06%	\$1,312.51
Cleaning, Lawn & Pest	\$2,136	0.86%	\$101.72
Repairs & Maintenance	\$13,132	5.27%	\$625.32
Turnover Expense	\$13,443	5.39%	\$640.16
Utilities	\$4,045	1.62%	\$192.60
Property Insurance	\$10,797	4.33%	\$514.17
Property Tax	\$20,029	8.04%	\$953.77
Total Expenses	\$113,434	45.51%	\$5,401.63
Net Operating Income	\$135,827		\$6,467.96

Zion Estates - 21 Houses - Current Unit Mix						
# of Units	Unit Type	Unit SF	Rent	Monthly Rent	Annual Rent	Rent Per SF
7	4 Bd./ 2 Ba.	1600	\$1,150	\$8,050	\$96,600	\$0.72
4	4 Bd./ 2 Ba.	1600	\$1,249	\$4,996	\$59,952	\$0.78
1	4 Bd./ 2 Ba.	1600	\$1,200	\$1,200	\$14,400	\$0.75
1	4 Bd./ 2 Ba.	1600	\$1,050	\$1,050	\$12,600	\$0.66
4	3 Bd./ 2 Ba.	1250	\$1,149	\$4,596	\$55,152	\$0.92
2	3 Bd./ 2 Ba.	1250	\$1,050	\$2,100	\$25,200	\$0.84
1	3 Bd./ 2 Ba.	1250	\$1,100	\$1,100	\$13,200	\$0.88
1	3 Bd./ 2 Ba.	1250	\$1,000	\$1,000	\$12,000	\$0.80
21				\$24,092	\$289,104	\$0.78

Zion Estates (21 Houses) - Current In-Place Rents with Increased Pro-Forma Expenses			
Gross Potential Income – Current Rents	\$289,104	% GPI	Per Unit
Vacancy & Credit Losses	\$21,683	7.50%	\$1,032.51
Other Income	\$6,300	2.18%	\$300.00
Adjusted Gross Income	\$273,721	% AGI	Per Unit
Legal & Administrative	\$6,300	2.30%	\$300.00
Marketing/Leasing	\$1,575	0.58%	\$75.00
Management Fee	\$10,949	4.00%	\$521.37
Salaries/Payroll	\$21,000	7.67%	\$1,000.00
Cleaning, Lawn & Pest	\$5,250	1.92%	\$250.00
Repairs & Maintenance	\$16,800	6.14%	\$800.00
Turnover Expense	\$7,350	2.69%	\$350.00
Utilities	\$4,045	1.48%	\$192.62
Property Insurance	\$10,500	3.84%	\$500.00
Property Tax * (Projected Tax at Sale)	\$33,241	12.14%	\$1,582.90
Replacement Reserves	\$5,250	1.92%	\$250.00
Total Expenses	\$122,260	44.67%	\$5,821.90
Net Operating Income	\$151,461		\$7,212.45

The pro-forma above assumes full occupancy at the current rental rates being achieved in the rent roll at the top of the page. We used a fixed 7.5% for ‘Vacancy & Credit Losses’ and 4% for the ‘Management Fee’. We increased taxes from the previous year to account for the new assessment post sale. For our CAP rate calculations, we added replacement reserves of \$250 per unit to account for expenditures. Over the last 4 months, Zion’s Gross Potential Rent has increased from projected monthly collections of \$22,300 to \$25,429. As you will see in the unit mix above, there are already a handful of 3 & 4-bedroom units hitting the market rental rates of \$1,149 and \$1,249 and the property is well positioned for new owners to continue updates and increase rents.

Zion Estates - 21 Houses - Market Rent Unit Mix						
# of Units	Unit Type	Unit SF	Rent	Monthly Rent	Annual Rent	Rent Per SF
13	4 Bd./ 2 Ba.	1600	\$1,249	\$16,237	\$194,844	\$0.78
8	3 Bd./ 2 Ba.	1250	\$1,149	\$9,192	\$110,304	\$0.92
21				\$25,429	\$305,148	\$0.83

Zion Estates (21 Houses) - Property Pro-Forma - Market Rents In Place			
Gross Potential Income - Market Rents	\$305,148	% GPI	Per Unit
Vacancy & Credit Losses	\$22,886	7.50%	\$1,089.81
Other Income	\$6,300	2.06%	\$300.00
Adjusted Gross Income	\$288,562	% AGI	Per Unit
Legal & Administrative	\$6,300	2.53%	\$300.00
Marketing/Leasing	\$1,575	0.63%	\$75.00
Management Fee	\$11,542	4.00%	\$549.64
Salaries/Payroll	\$21,000	8.42%	\$1,000.00
Cleaning, Lawn & Pest	\$5,250	2.11%	\$250.00
Repairs & Maintenance	\$16,800	6.74%	\$800.00
Turnover Expense	\$7,350	2.95%	\$350.00
Utilities	\$4,045	1.62%	\$192.62
Property Insurance	\$10,500	4.21%	\$500.00
Property Tax * (Projected Tax at Sale)	\$33,241	13.34%	\$1,582.90
Replacement Reserves	\$5,250	2.11%	\$250.00
Total Expenses	\$122,853	42.57%	\$5,850.17
Net Operating Income	\$165,708		\$7,890.88

The pro-forma above assumes full occupancy at the market rental rates listed in the unit mix table at the top of the page. We used a fixed 7.5% for 'Vacancy & Credit Losses' and 4% for the 'Management Fee'. We increased taxes from the previous year to account for the new assessment post sale. For our CAP rate calculations, we added replacement reserves of \$250 per unit to account for expenditures. Zion Estates offers potential investors two avenues of strong cash flow. The first option is the traditional cash flow purchase option. The second option would be to purchase the 21 homes in bulk and subsequently sell off the homes individually. Comparable properties that have sold within the subdivision over the last 5 years are in the \$118,000 to \$140,000 range. These two options give investors a great deal of flexibility.

Sources of Information

This offering memorandum was prepared by the Broker solely for the use of perspective purchasers of the property. Neither the Owner nor Broker makes any representation or warranty as to the completeness or the accuracy of the material contained in this offering memorandum. All information is based on surveys, public records and old appraisals. The financial summary includes assumptions, which represent a projection of future events and assumptions which may or may not occur. Absolutely no tax or legal advice is being implied or given. These projections may not and should not be relied upon to indicate results, which might be obtained. Income collected and expenses incurred will vary depending upon the type of management employed. Therefore, all information provided is solely for the purpose of permitting parties to determine whether or not the property is of such type and general character as might interest them in this purchase, and Reece Commercial/KCCommercial.net makes no warranty as to the accuracy of such information. Interested persons are expected to acquaint themselves with the property and arrive at their own conclusions as to physical condition, number and occupancy of revenue producing units, estimates of operating costs, tax matters, and any factor having to do with the valuation of property. All information outlined in this offering memorandum was obtained from a number of sources, including but not limited to the following:

- ❖ The Wyandotte County Assessor's Office and online databases
- ❖ The City of Kansas City, Kansas
- ❖ Loopnet, CoStar, and Multiple Listing Services (MLS)
- ❖ Market participants and property managers familiar with the market area
- ❖ Public records, surveys, and appraisals

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