



# 3035 17TH AVE, LONGMONT, CO 80503

## OFFERING MEMORANDUM



**8**  
UNITS

**6,912**  
TOTAL SQ FT

**11,659**  
TOTAL LOT SQ FT

OFFERED BY KAUFMAN HAGAN COMMERCIAL REAL ESTATE:

**BRANDON KAUFMAN**


Principal

303.547.7357

[bkaufman@khcommercial.com](mailto:bkaufman@khcommercial.com)

**KAUFMAN HAGAN**  
COMMERCIAL REAL ESTATE



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1. EXECUTIVE SUMMARY
  2. PROPERTY OVERVIEW
  3. FINANCIAL ANALYSIS
  4. AREA OVERVIEW
  5. LOCAL ECONOMY
  6. KAUFMAN HAGAN



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# EXECUTIVE SUMMARY



# 3035 17TH AVENUE LONGMONT, CO 80503

3035 17th Avenue in Longmont, Colorado is a fully renovated, eight-unit townhome investment opportunity located in a quiet residential pocket of Boulder County. The property has undergone significant capital improvements, with all major mechanical systems and high-cost items being upgraded including new roofs, windows, exterior finishes, electrical panels, HVAC systems, and water heaters.

Each unit has been entirely renovated with modern interiors, have private back patios, and in-unit laundry. This product type attracts high-quality tenants and typically experiences longer average tenancy compared to traditional apartment communities, appealing to families and business professionals alike.

This asset is within close proximity to schools of all levels, major parks, McIntosh Lake, Main Street retail, and local golf courses. The property is currently cash flowing with additional upside through continued rent growth, without the need for significant future capital improvements.



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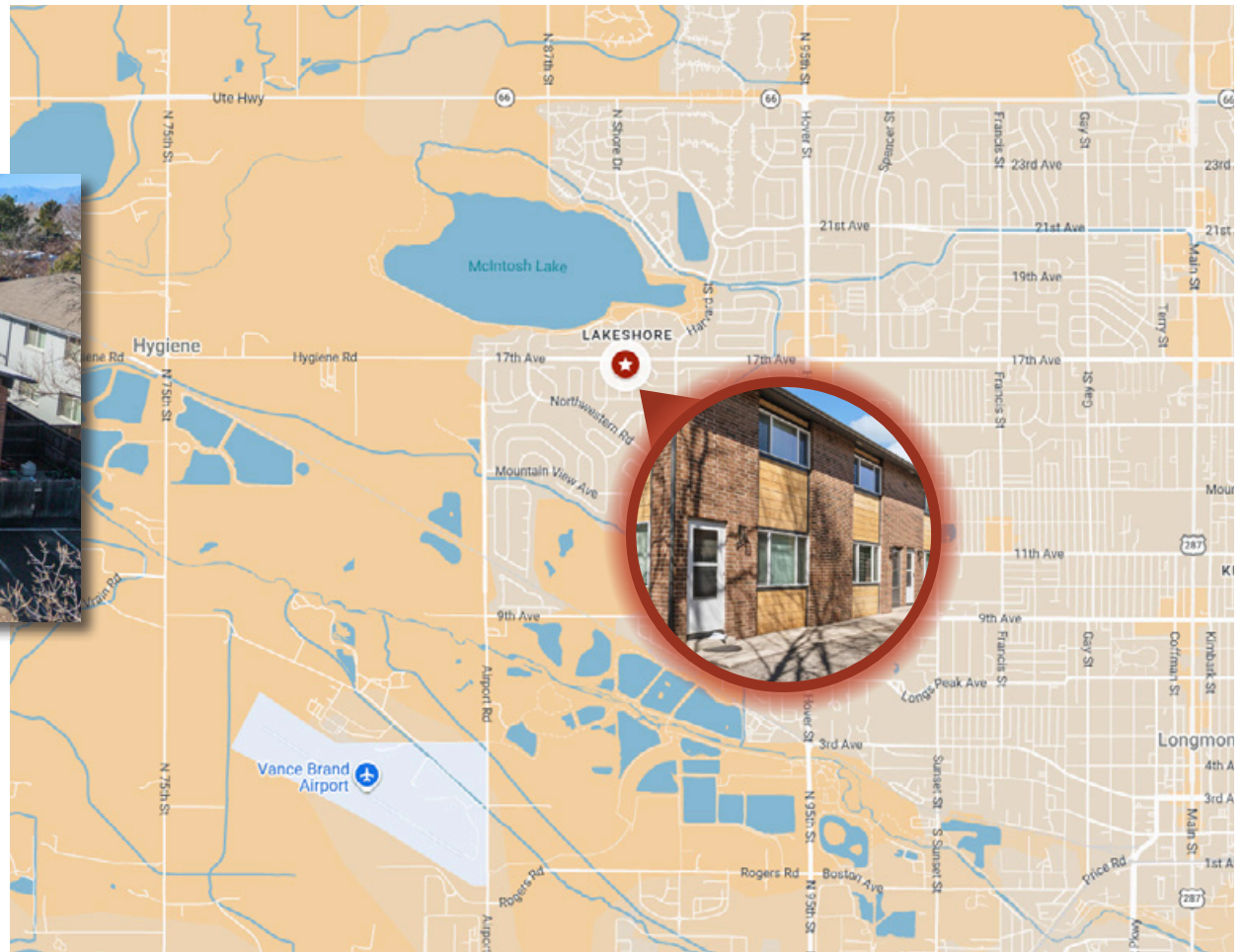
CONTACT FOR MORE INFO:

**BRANDON KAUFMAN**  
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# PROPERTY OVERVIEW



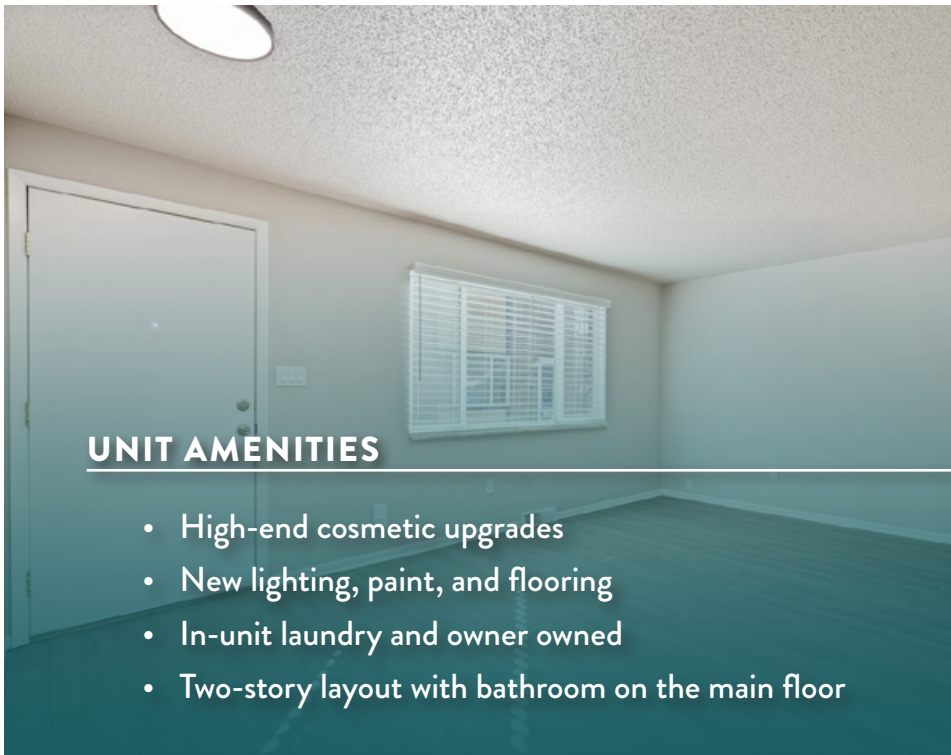
# 3035 17TH AVENUE LONGMONT, CO 80503



County	Boulder
Year Built	1975
# Buildings	2
# Stories	2
Total Units	8
Construction	Brick
Roof Type	Pitched
Gross Building SF	6,912
Lot SF	11,659
Parking	Surface   20 Spaces
Water/Sewer	Master
Electric/Gas	Individual
Zoning	R-MF

## PROPERTY HIGHLIGHTS

- Fully renovated - turnkey property
- Townhome product with private back patios
- Individually metered for gas & electric
- New roofs and updated heating systems
- High quality tenant base with all units leased at \$1,800+
- No major CapEx required

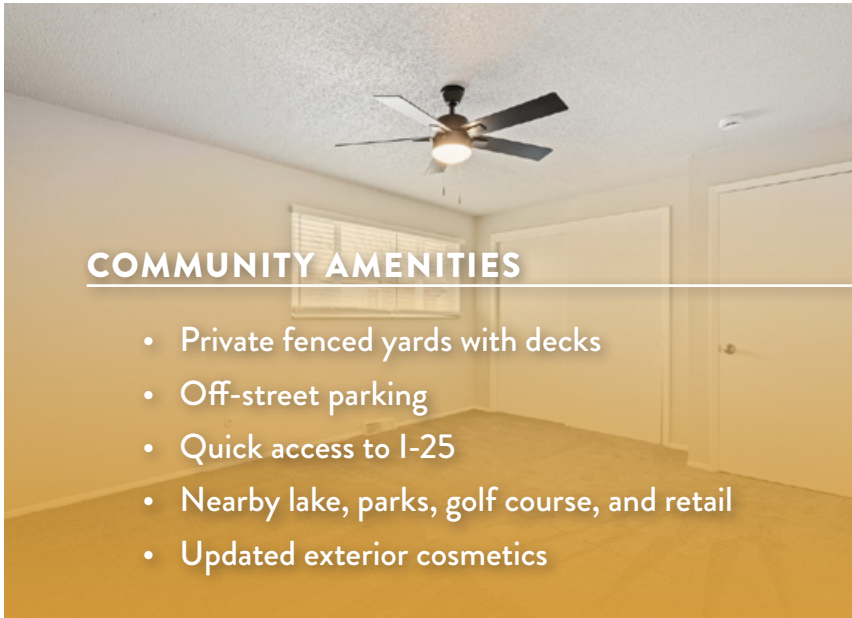


## UNIT AMENITIES

- High-end cosmetic upgrades
- New lighting, paint, and flooring
- In-unit laundry and owner owned
- Two-story layout with bathroom on the main floor







## COMMUNITY AMENITIES

- Private fenced yards with decks
- Off-street parking
- Quick access to I-25
- Nearby lake, parks, golf course, and retail
- Updated exterior cosmetics



# FINANCIAL ANALYSIS



# RENT ROLL

UNIT TYPE	#	AVG SQ FT	CURRENT RENT	CURRENT RENT / SF	MARKET RENT	MARKET RENT / SF
2 Bed, 1.5 Bath	8	874	\$1,800	\$2.06	\$1,850	\$2.12
TOTAL / AVERAGE	8	6,992	\$14,400	\$2.06	\$14,800	\$2.12

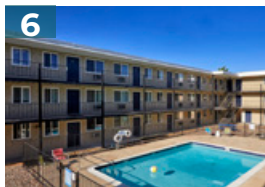
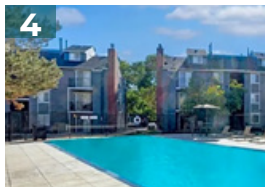
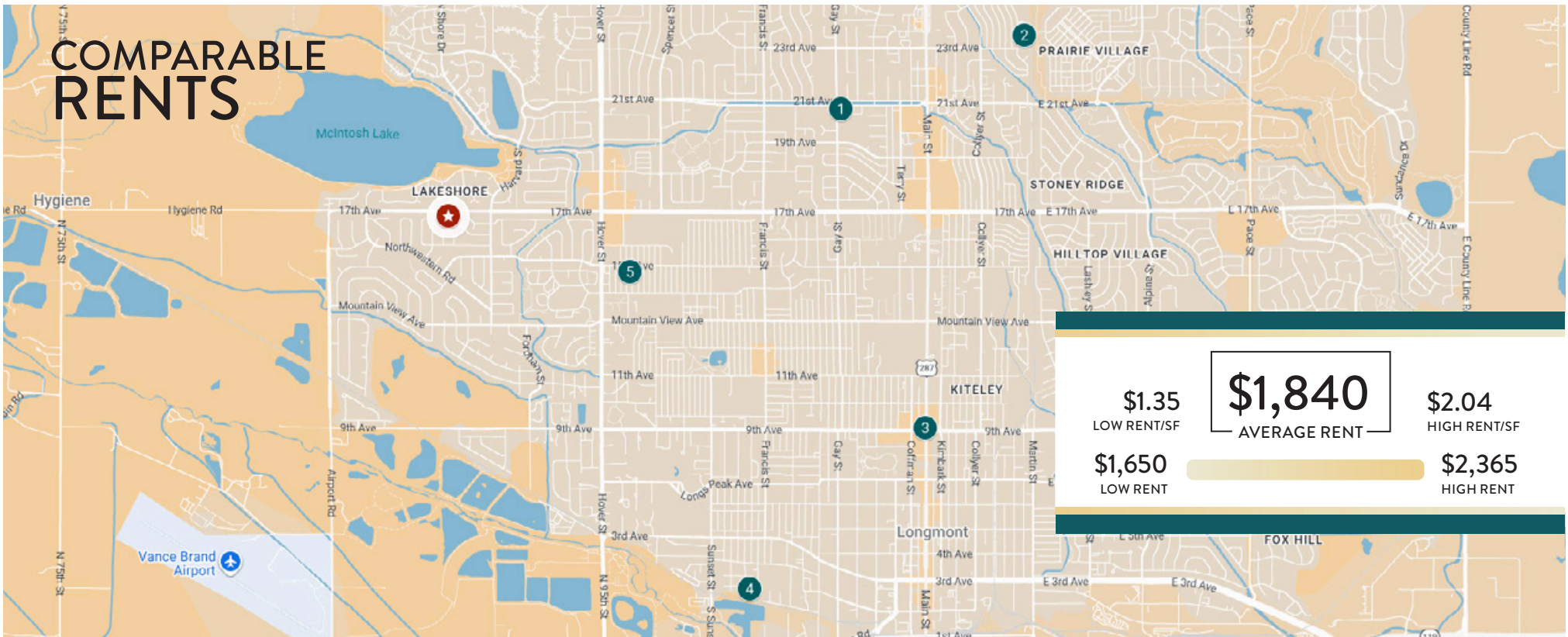


# INCOME & EXPENSES

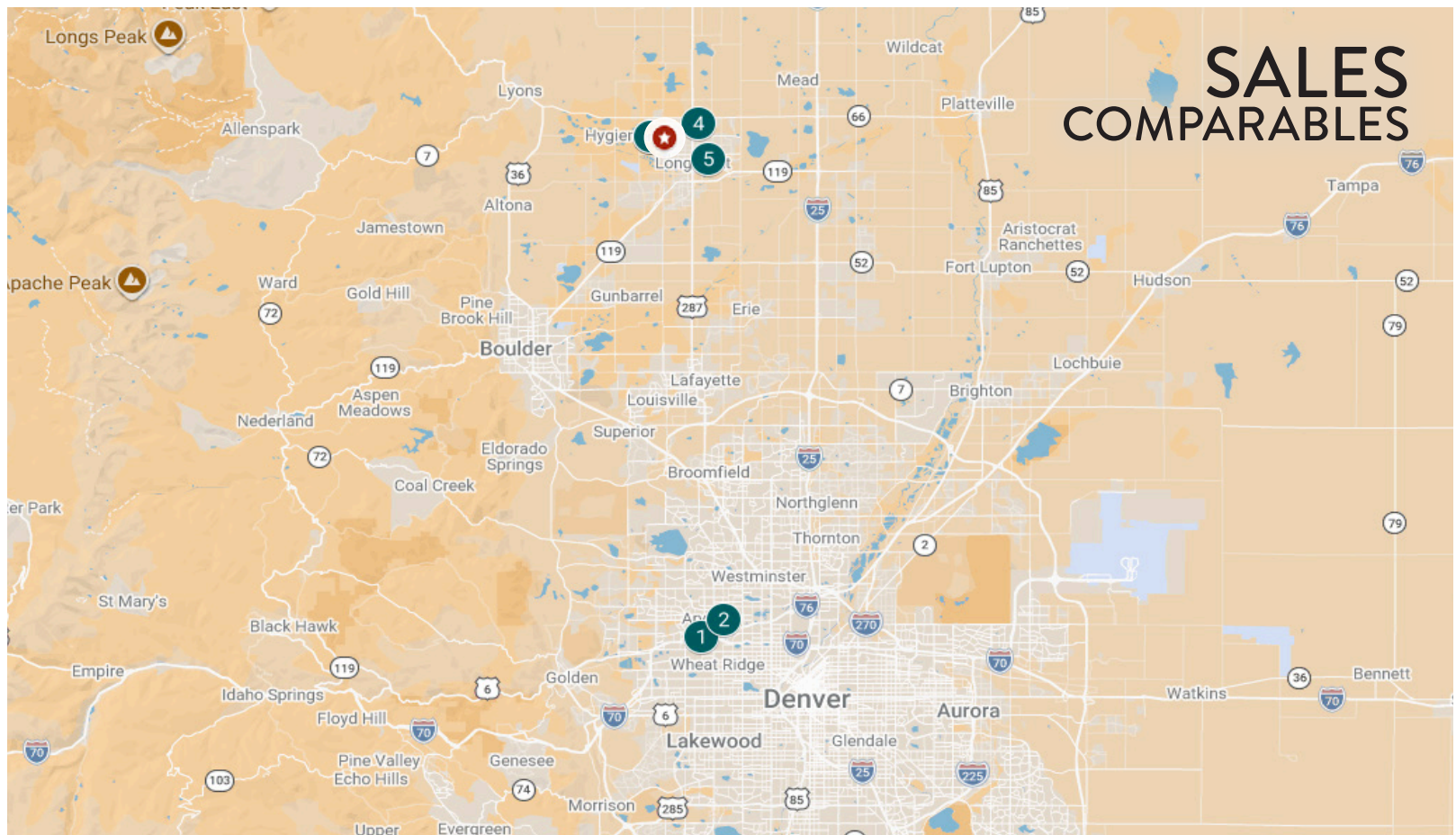
INCOME		CURRENT		PROFORMA
Gross Potential Rent			\$172,800	\$177,600
RUBS			\$10,905	\$10,905
Fee Income			\$3,769	\$3,769
<b>GROSS POTENTIAL INCOME</b>			<b>\$187,474</b>	<b>\$192,274</b>
Vacancy/Collection Loss		5.0%	(\$8,640)	5.0% (\$8,880)
<b>EFFECTIVE GROSS INCOME</b>			<b>\$178,834</b>	<b>\$183,394</b>

EXPENSES		CURRENT		PROFORMA
Property Taxes			\$13,762	\$13,762
Insurance			\$8,227	\$8,227
Utilities			\$12,117	\$12,117
Repairs & Maintenance			\$6,400	\$6,400
Management			\$10,730	\$11,004
<b>TOTAL EXPENSES</b>			<b>\$51,235</b>	<b>\$51,510</b>
Expenses per SF (gross)			\$7.41	\$7.45
Expenses per Unit			\$6,404	\$6,439
<b>NET OPERATING INCOME</b>			<b>\$127,599</b>	<b>\$131,884</b>
Cap Rate			6.41%	6.48%
Debt Service			\$102,942	\$102,942
Principal Reduction			\$18,910	\$18,910
Cash Flow			\$24,657	\$28,942
Cash on Cash Return			3.91%	8.20%
Total Return			6.9%	7.6%

# COMPARABLE RENTS



#	PROPERTY	BEDS   BATHS	RENT	SF	\$/SF
Sub.	3035 17th Ave, Longmont, CO 80503	2   1.5	\$1,800	874	\$2.06
1	1201 21st Ave, Unit 11, Longmont, CO 80501	2   1.5	\$1,980	1,100	\$1.80
2	11-13 Newby Pl, Unit 13, Longmont, CO 80501	2   1.5	\$1,975	1,000	\$1.98
3	903 Main St, Unit 205, Longmont, CO 80501	2   2.5	\$2,365	1,175	\$2.01
4	104 Judson St, Longmont, CO 80501	2   1	\$1,650	810	\$2.04
5	1438 Stuart St, Unit 2, Longmont, CO 80501	3   2	\$1,895	1,400	\$1.35
6	640 Gooseberry Dr, Unit 1308, Longmont, CO 80503	2   2	\$2,000	1,100	\$1.82



# SALES COMPARABLES

#	PROPERTY	SOLD DATE	SOLD PRICE	UNITS	\$/UNIT	BLDG SF	\$/SF
Sub.	3035 17th Ave, Longmont, CO 80503		\$1,990,000	8	\$228,750	11,659	\$287.91
1	8662-8682 W 51st Ave, Arvada, CO 80002	12/15/2025	\$2,565,000	12	\$213,750	11,184	\$229.35
2	5815 Pierce St, Arvada, CO 80003	1/21/2026	\$1,925,000	8	\$240,625	8,000	\$240.63
3	3043 17th Ave, Longmont, CO 80503	4/30/2025	\$1,900,000	8	\$237,500	11,723	\$162.07
4	2229 Collyer St, Longmont, CO 80501	10/3/2025	\$1,512,500	8	\$189,063	5,605	\$269.85
5	202-208 E Longs Peak Ave, Longmont, CO 80504	4/1/2024	\$2,180,000	8	\$272,500	8,420	\$258.91

<b>AVERAGES</b>	SOLD PRICE	PRICE / UNIT	PRICE / SF
	<b>\$2,016,500</b>	<b>\$230,688</b>	<b>\$232</b>

# INVESTMENT CONCLUSIONS

PURCHASE PRICE	
Purchase Price:	\$1,990,000
Total SF:	6,912
Price Per SF:	\$287.91
Total Units:	8
Price Per Unit:	\$228,750
In-Place Cap Rate:	6.41%
Proforma Cap Rate:	6.63%
FINANCING	
Loan to Value:	70%
Loan Amount:	\$1,393,000
Down Payment:	\$597,000
Interest Rate:	5.75%
Amortization:	30 Years



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# AREA OVERVIEW



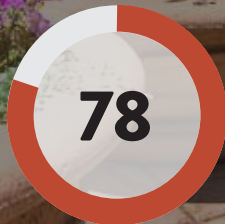
## LOCATION HIGHLIGHTS

- Located in Boulder County - City of Longmont
- Walkable to McIntosh Lake
- In a quiet residential, northern area of Longmont
- 5-minute drive to Main Street restaurants and shops
- Close proximity to prominent Longmont elementary, middle, and high schools
- Nearby parks and golf courses

## OLD TOWN WALK SCORE



Walk Score

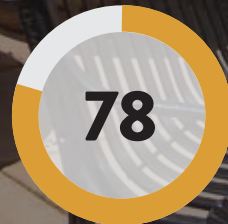


**Walker's Paradise**

Most daily errands do not require a car



Bike Score



**Biker's Paradise**

Biking is convenient for most trips



## GREAT BREWS AND GREAT VIEWS LONGMONT, CO

40.1672° N, 105.1019° W

2021 TOP 100 BEST PLACES TO LIVE IN AMERICA: #92

The bustling town of Longmont is known for its beautiful mountain views, thriving restaurant and bar scene, and active community. Named after Longs Peak, a famous mountain visible from nearly everywhere in the city, Longmont continues to delight residents and visitors alike. The mountains provide a long list of outdoor activities, and the robust Longmont real estate market allows for a broad range of housing options, ensuring something for every lifestyle.

With a rich agricultural history, it's no surprise that Longmont has quickly become one of Colorado's craft brewery hubs. From small breweries, cideries, and distilleries to the large and award-winning ones, Longmont continues to appreciate its agritourism, a type of celebration around agriculture.

Longmont, CO has everything you need to be successful, whether you're raising young kids, starting your own business, pursuing a new career path or hoping to make a difference in your community. Home to roughly 100,000 people, Longmont is increasing in popularity as many homeowners prefer a smaller town feel and more space with just a short commute to Boulder or Denver. The variety of housing & schooling options in Longmont, on top of an array of recreational activities, make for the perfect place to live.

# LOCATION MAP



## DEMOGRAPHICS

	1 MILE	2 MILES	3 MILES
<b>2024 POPULATION</b>	10,417	27,112	53,308
<b>2024 HOUSEHOLDS</b>	4,452	11,325	22,362
<b>AVG HH INCOME</b>	\$113,001	\$105,322	\$96,976
<b>MEDIAN HOME VALUE</b>	\$489,169	\$461,857	\$451,045
<b>MEDIAN YEAR BUILT</b>	1984	1980	1979
<b>2020-2024 POP. GROWTH</b>	0.0%	-0.5%	-0.4%
<b>MEDIAN AGE</b>	45.8	42.8	40.7

# LONGMONT RELOCATION GUIDE

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## TOP 10 LARGEST POPULATION IN COLORADO

A town teeming with diversity, from historic downtown to a number of tech companies and recreation areas, Longmont offers a bit of everything. It ranked just out of the top ten largest in Colorado in terms of population, with 98,885 residents in 2020.

Located in both Boulder and Weld counties at 4,984 feet of elevation, the city encompasses a total area of 27.6 square miles. It has over 300 days of sunshine, 1,500+ acres of parks and open space, numerous options for recreation, and a grand view of the Rocky Mountains. Two popular breweries, Left Hand Brewing and Oscar Blues Brewery are also found in Longmont.

Longmont has been included in the “Best Places to Live” by CNN and 24/7 Wall Street in three separate years. It won multiple awards in civic leadership. Aside from its rich culture and many options for adventure, the community’s friendly atmosphere also makes this a city like no other.

## HISTORY

Longmont was originally called the “Chicago-Colorado Colony” by a group of men from Chicago. In 1870, these founders began planning and developing the once-barren site by selling memberships in the town. They used the money to purchase acres of land for its townsite and farms.

The name was changed to “Longmont” in 1981, inspired by the scenic view of Longs Peak, a summit in the Rocky Mountains. It can be clearly seen from the town. It’s one of Colorado’s famous mountains and one of the most popular fourteeners to summit.

## MAIN ATTRACTIONS

**Downtown Longmont Creative District** – A gorgeous mix of quaint and contemporary architecture, the district highlights a generous number of creative services and businesses. You can find art galleries, music stores, dance studios, event venues, live music, and more.

**Longmont Museum** – This museum is located in a contemporary building that offers exhibits in art, history, and science. It also has educational programs available for all ages, concerts and performances, film series, and souvenir shops. Admission to the museum is free for children three years old and below, and every second Saturday of the month for the public.

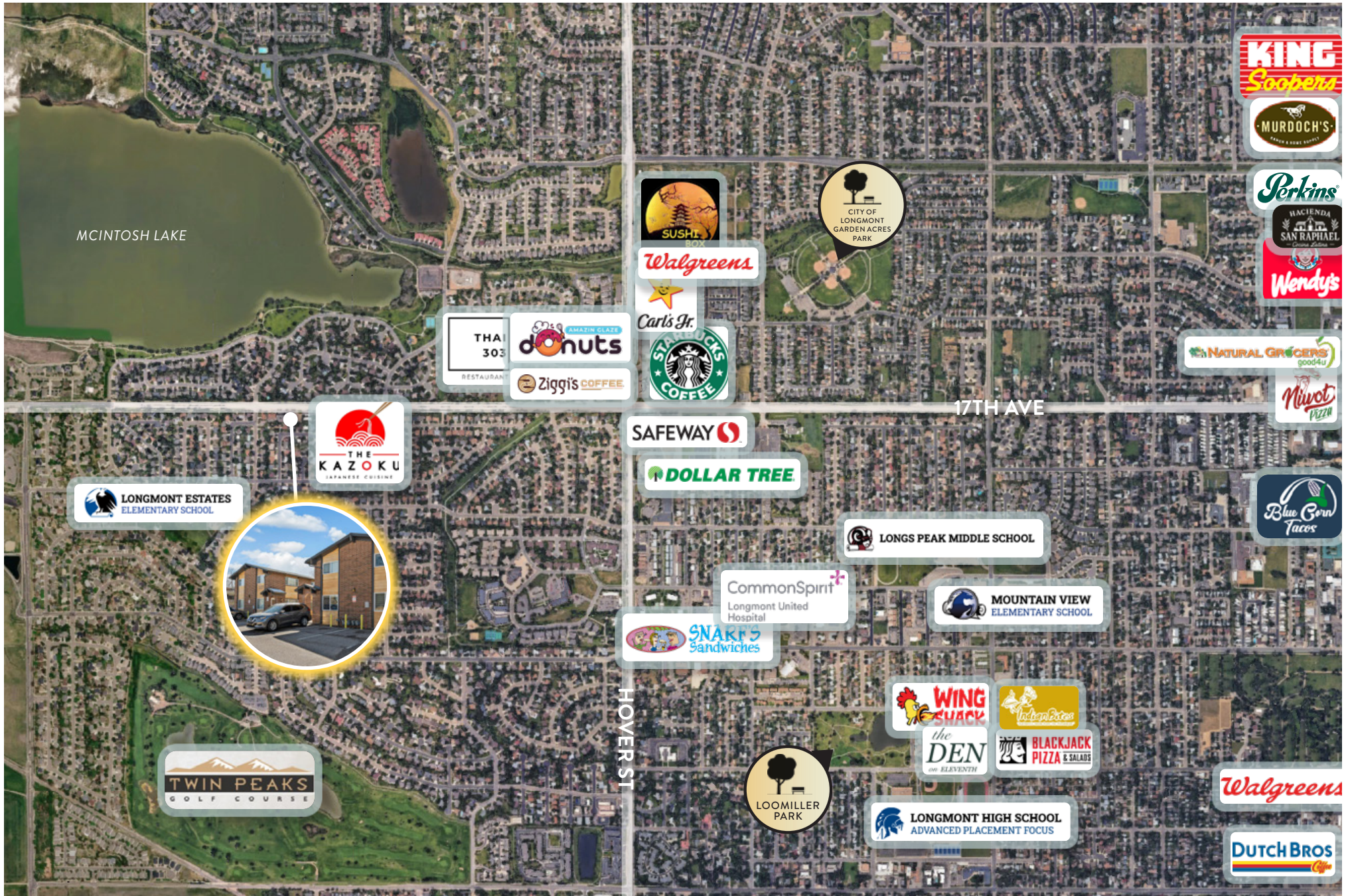
**Callahan House and Garden** – Featuring a Queen Anne-design house and an Italian garden, this historic attraction in Longmont offers an elegant Victorian-era experience. It hosts a number of special events that are open to the public. The garden is also available to visitors when not booked for the event.

**Sunflower Farm** – A 50-acre farm in South Longmont that offers children’s educational tours and a quiet, rural environment for the whole family. You can feed farm animals, explore an airplane, or soar down the zip line. The farm doesn’t serve food so guests are advised to bring their own.

**Mile-Hi Skydiving Center** – The largest skydiving facility in all of Colorado with over 30,000 jumps recorded every year. It caters to both beginners and pros and has excellent reviews from the public.

More at <https://www.uncovercolorado.com/towns/longmont/>

# RETAIL / AREA MAP



MCINTOSH LAKE

17TH AVE

HOVERST

LONGMONT ESTATES  
ELEMENTARY SCHOOL

THE KAZOKU  
JAPANESE CUISINE



TWIN PEAKS  
GOLF COURSE

SAFeway

DOLLAR TREE

SNACKS  
Sandwiches

CommonSpirit  
Longmont United  
Hospital

LONGS PEAK MIDDLE SCHOOL

MOUNTAIN VIEW  
ELEMENTARY SCHOOL

WING  
SHACK

Indy's  
Pizzeria

the DEN  
on ELEVENTH

BLACKJACK  
PIZZA & SALADS

LOOMILLER  
PARK

LONGMONT HIGH SCHOOL  
ADVANCED PLACEMENT FOCUS

Walgreens

DUTCH BROS

KING  
Soopers

MURDOCH'S  
FRESH BAKED SUPPLY

Perkins

HACIENDA  
SAN RAFAEL

Wendy's

NATURAL GROCERS  
good&beautiful

Mirot  
PIZZA

Blue Corn  
Tacos

# LOCAL ECONOMY



# KEY INDUSTRIES FROM AEROSPACE TO THE OUTDOORS

Boulder County features a diverse mix of industries driving local, national and global economies. Industry clusters include interconnected businesses, suppliers, support organizations and professional service companies dedicated to advancement of the industry. In addition, key industries that provide economic impact to Boulder include tourism and research. There is a high concentration of employment in several key industry clusters including:

- Aerospace
- Bioscience
- Cleantech
- IT/Software
- Natural Products
- Outdoor Recreation



## MAJOR EMPLOYERS

BOULDER COMMUNITY HEALTH

IBM

ARRAY BIOPHARMA

MARKIT

QUALCOMM

AGILENT TECHNOLOGIES

AURORA ORGANIC DAIRY

CA TECHNOLOGIES

GOOGLE

UNIVERSITY OF COLORADO

BALL AEROSPACE

MEDTRONIC

ELEVATIONS CREDIT UNION

AMAZON HUB COUNTER

BIODESIX

CISCO

LOCKHEED MARTIN

ZAYO GROUP

BOULDER COUNTY

NETAPP

SPECTRA LOGIC

ATP TOUR

POPULATION

98,885

MEDIAN HOME PRICE

\$574K

# OF EMPLOYEES

57,445

# OF HOUSEHOLDS

42,201

MEDIAN INCOME

\$82,984

MEDIAN RENT

\$1,747



## LONGMONT COLORADO ECONOMIC OVERVIEW

Longmont, Colorado, is experiencing continued economic growth, fueled by its diverse business sectors, including technology, manufacturing, and agriculture. Located just north of Boulder and within the Denver metropolitan area, Longmont benefits from its strategic location, offering easy access to major highways and employment hubs while maintaining a quieter, suburban atmosphere. This prime location has attracted both residential and commercial real estate interest, with increasing demand for housing as families and professionals seek more affordable alternatives to nearby Boulder and Denver.

The city's infrastructure investments and business-friendly policies have made it an appealing destination for companies looking to expand or relocate. Longmont's entrepreneurial spirit, bolstered by innovation hubs such as the Longmont Economic Development Partnership (EDP), has fostered a dynamic startup ecosystem. Additionally, larger corporations have set up operations in Longmont, attracted by the skilled workforce and access to regional and national markets, driving further job creation and economic diversification.

Real estate in Longmont reflects this growing interest, with both residential and commercial developments on the rise. The city's proximity to major cities, combined with its focus on preserving green spaces and enhancing public amenities, continues to draw new residents.

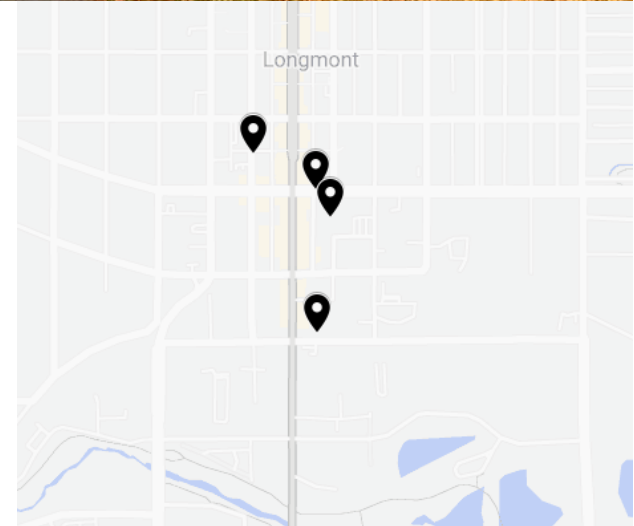
Looking ahead, Longmont's emphasis on sustainable growth and innovation positions it for long-term success. As Longmont continues to evolve, it remains an attractive and thriving community in Colorado's Front Range.



Longmont is undergoing a period of growth and development with a focus on creating a more vibrant and accessible community. Downtown Longmont is a particular focus, where projects like transit improvements and streetscape enhancements aim to foster a walkable, business-friendly environment. These developments are geared toward accommodating future population growth while enhancing the quality of life for residents and visitors alike.

In addition to downtown revitalization, the city is improving infrastructure in areas like public safety and transportation. Projects such as the renovation of public facilities and transit hubs are designed to better serve the community and encourage continued economic growth. The overall aim is to blend modern amenities with Longmont's small-town charm, making it an appealing location for families, businesses, and investors.

For updates on the newest city projects and future development plans in Longmont, visit the city's project page [here](#).



## CURRENT PROJECTS

Hotel Longmont	A boutique hotel with 84 rooms, rooftop restaurant, and event spaces located downtown.	2024 - Late 2025
Coffman Street Mobility	A multi-modal transportation corridor project from 1st to 9th Avenue.	2024 - Mid 2026
Safety & Justice Center Renovation	Upgrade and expand the existing facility to accommodate the growing needs of the city's public safety services, including police, municipal courts, and emergency operations.	2021 - 2026
1st & Main Transit Station	A partnership with RTD to construct a long-term transit station in the south end of downtown.	2023 - 2026

# KAUFMAN HAGAN

COMMERCIAL REAL ESTATE



Kaufman Hagan is a Denver-based commercial real estate brokerage built by various industry leaders to create unique, high-value services for our investment partners and our brokers.

BROKERED SALES

**\$1B+**

CLOSED TO DATE

COMBINED EXPERIENCE

**100+**

YEARS

TRANSACTION VALUE

**\$115M**

CURRENTLY ACTIVE

## WHAT WE DO

We specialize in acquisition and disposition brokerage services, property-value analysis, market insight and strategic ownership advisory. We cultivate opportunities for our investment partners and local community with a deep understanding of real estate and it's value in all of our lives. More than anything, we have a profound respect for how important real estate decisions are for our investment partners. We believe that unique opportunities can be found from both the most complex and the most common real estate transactions when we bring the right people, insights and innovation to the table.



## WHO WE ARE

Kaufman Hagan is a commercial real estate brokerage built by various industry leaders to create unique, high-value services for our investment partners and our brokers. Together, our team's unique perspective and high-tech approach enables our ability to unlock the potential of real estate and create meaningful impact. Our success is measured by the lasting relationships and trust built with our lifelong investment partners.

## WHAT WE ARE NOT

Egos in suits. We are not unappreciative, commission-focused brokers with limited or single-deal focused mindsets. We do not take shortcuts, skip over details or take the easy way out.



**BRANDON KAUFMAN**  
PRINCIPAL



**TEAL HAGAN**  
PRINCIPAL + EMPLOYING BROKER



**HALEY FORD**  
DIRECTOR OF MARKETING



**DIANNA TALTY**  
DIRECTOR OF TRANSACTIONS & ASSET MANAGEMENT



**COLBY CONSTANTINE**  
INVESTMENT ADVISOR



**KAUFMAN HAGAN**  
COMMERCIAL REAL ESTATE



**ANDREW VOLLERT**  
BROKER



**ZACHARY BIERMAN**  
BROKER



**RYAN FLOYD**  
BROKER



**LOUIS PASSARELLO**  
JUNIOR BROKER



**DREW MADAYAG**  
JUNIOR BROKER

▶ **EMPATHY**

We recognize that buying or selling an investment property is more than a transaction. We listen more than we talk. We see things from their perspective. We empower our clients with empathy-driven solutions to navigate their real estate journey with care and understanding.

▶ **TEAM MENTALITY**

We value championships over MVP's. We collaborate openly and vulnerably every day and we view our clients as our investment partners.

▶ **DISPROPORTIONATE VALUE**

We provide more value than what is provided by other brokers in our market. We will give you more than you pay for. We acknowledge real estate as a dynamic value exchange and prioritize meeting all parties' needs comprehensively.

▶ **PERSEVERANCE & PASSION**

We pursue long-term success. We navigate through short-term market fluctuations with a long-term mindset.

▶ **TANGIBLE RESULTS**

We do not confuse activity with achievement. We provide more than just promises. We are driven by results and motivated by success by delivering measurable outcomes, turning our client's real estate goals into tangible achievements.

▶ **ELITE PERFORMANCE**

We've flipped the standard org chart. Our leaders are fully integrated in day to day operations, supporting and encouraging our team from the ground up, acting as a foundation for growth.

# Brandon Kaufman

## PRINCIPAL

Brandon Kaufman is a Principal of KH Commercial Real Estate after five years as a Director at previous CRE brokerages, where he brokered over \$800,000,000 in various types of real estate, focusing primarily on existing multifamily as well as development sites. During this time, he was awarded the 2018 DMCAR Young Broker of the Year award. At KH, he continues to promote positive collaboration to best assist with the company's client needs. He takes great pride in setting high expectations for himself, and delivering on those expectations for the sake of his clients.

Prior to real estate, Brandon had many athletic ventures that assisted in his fast growth in the competitive environment of commercial real estate. Most notably, he spent two years playing for the NFL with the Buffalo Bills (2013-2014), and in 2016 played for the Gold Coast Suns of the Australian Football League. During his time playing professional football, Brandon was a partner at Just Results Fitness in Broomfield, Colorado, while also establishing a Wide Receiver Academy for high school and collegiate football athletes, whom he still works with to this day. Having been in a world of high-level competition and professionalism previously, Brandon's athlete experience has given him a great disposition to represent KH clients in the best light.

When not in the office, Brandon enjoys spending time with his wife and three children. His interests all lie in being around family, including coaching his nephews and younger sister, golfing with his dad, and going to concerts and Denver sporting events with his wife and friends.

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# DISCLOSURE & CONFIDENTIALITY AGREEMENT

The Owner has engaged Kaufman Hagan Commercial Real Estate (“KH”) to openly represent them on the sale of the Multifamily Property known as 3035 17th Ave, Longmont, CO 80503 (“Property”). The Owner has directed that all inquiries and communications with respect to the contemplated sale of such Property be directed to KH.

Marketing Information and the contents, except such information that is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting the Marketing Information, Recipient agrees that he or she will hold and treat it in the strictest confidence, that you will not disclose the Marketing Information or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Owner or KH and that you will not use the Marketing Information or any of the contents in any fashion or manner detrimental to the interest of Owner.

The recipient further agrees that all information received in written form will be returned if the transaction does not fully consummate.

The recipient further agrees that this confidentiality agreement shall survive the consummation or lack of consummation of the transaction and shall be binding upon its agents, successors, and assigns and insures to the benefit of the Owner and its agents, successors and assigns.

The recipient further agrees to save and hold harmless KH, its agents, successors and assigns and the Owner and its agents, successors and assigns, from any such actions or cause of actions which may arise as a result of a violation of the provisions of this agreement.

The enclosed information (and any supplemental materials provided to a prospective purchaser) has been obtained by sources believed reliable. While KH does not doubt its accuracy, we have not verified it and neither we nor the Owner make any guarantee, warranty or representation of any kind or nature about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example and do not represent past, current or future performance of the property. The value of this transaction to you depends on many considerations, including tax and other factors, which should be evaluated by you and your tax, financial and legal advisors. You and your advisors should conduct a careful and independent investigation of the property to determine to your satisfaction the suitability of the property and the quality of its tenancy for your records.

The Evaluation Material furnished to Buyer will not be used by Buyer for any purpose other than for evaluating a possible transaction involving the Property with the Owner. KH represents the owner and does not allow any sub agency to any other broker. KH has no power or authority in any way to bind the Owner with respect to a transaction involving the Property.

