

RAYTOWN TOWNHOMES

11 UNITS | \$959K

6307 Ash Ave,
Raytown, MO 64133



LUTZ

SALES + INVESTMENTS



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PROPERTY HIGHLIGHTS

- 90% Two Bedroom Units
- Spacious Floorplans with Updated Finishes and Stainless-Steel Appliances
- Ample On-Site Parking & Laundry Facility
- Sub-metered Utilities for Gas & Electric
- Brand New Roof Installed in 2020
- Value-Add Opportunity by Adding In-Unit Landry and Converting Laundry Room to the 12th Unit

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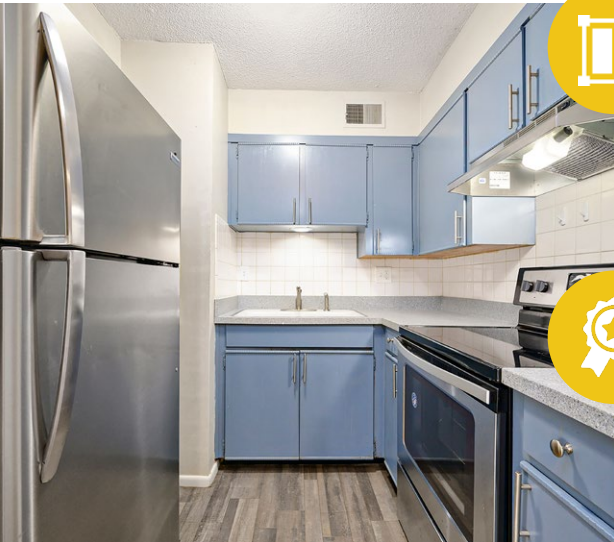
THE OPPORTUNITY

Welcome to the Raytown Townhomes in the highly desirable Raytown, Missouri! This complex offers 10 two-bedroom units and 1 one-bedroom unit, all recently renovated with modern finishes, including LVP flooring and stainless-steel appliances with a brand-new roof installed in 2020. Residents also benefit from on-site parking and laundry facilities for added convenience.

Located within walking distance to downtown Raytown's dining, shopping, and grocery options, and just a 7-minute drive to Chiefs Arrowhead and Royals Stadium, this property is perfectly positioned. Tenants enjoy the suburban living with easy access to Kansas City metro amenities.

To capitalize on market rents, the new owner should consider adding in-unit washer/dryers to all units. Each unit has an ideal location for a washer/dryer, which would allow you to convert the current laundry room into the 12th unit.

Currently, 10 out of 11 units are occupied with an average rent of \$884 for 2 Bed, and \$760 for 1 Bed units, providing strong value-add potential with the addition of in-unit washer/dryers, will achieve market rents averaging \$1,050 and \$950. If the 12th unit is added, we believe it could rent for \$850/mo. Each unit is separately metered for gas & electric, keeping expenses low. If you want a solid work force housing opportunity in a well-maintained building take a closer look. Don't miss this outstanding investment opportunity!



UNIT MIX

Type	Count	Market Rent	Current Average
2 Bed / 1 Bath	10	\$1,050	\$884
1 Bed / 1 Bath	1	\$950	\$760
Laundry Room to Unit Conversion	1	\$850	\$0

AMENITIES AND FEATURES

- On-Site Laundry
- Large 2 Bed & 1 Bed Units with Spacious Bathrooms
- Renovated Units – LVP Flooring & Stainless-Steel Appliances
- Ample On-Site Parking
- Central Heating & Air
- Central Walkable Raytown Location Near Restaurants, Grocery Stores & Shops



THE VALUE ADD PLAY

Getting units to market rates would include adding in-unit washer/dryer, there is a perfect laundry room location that already exists in the units, which would allow the current laundry room to be converted to the 12th unit.

WHAT WE LOVE ABOUT THE PROPERTY

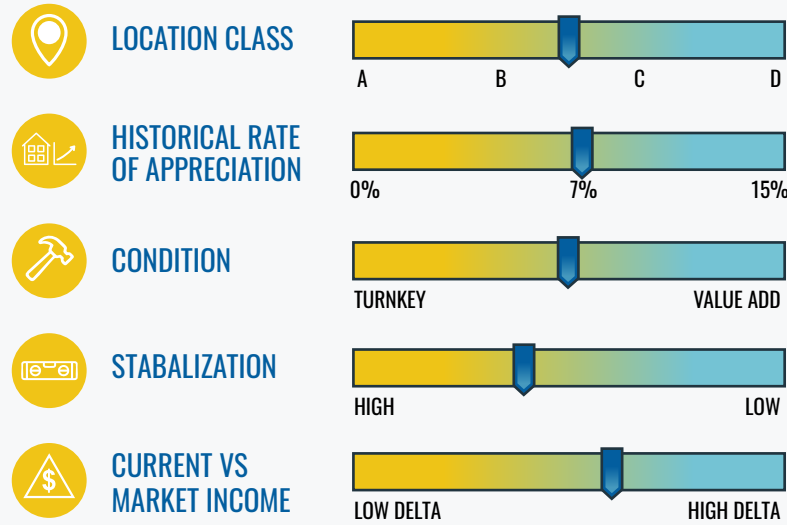
This is a solid steady cash flow play with some appreciation to be expected in the next few years. Opportunity to add in-unit washer/dryers and converting the laundry room to the 12th unit. Consider doing a cost segregation study on this property to juice your tax benefits for 2024. Ask us how that works and realize the full potential of owning small multifamily!

PROPERTY CHALLENGES

Within the next five years some exterior capex will be needed, likely a replacement of cedar shake siding to vinyl, additional cosmetic updates may be needed as tenants turn over to achieve market rents.

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UNITS	11
BUILDINGS	1
LEGAL PARCELS	1
STORIES	3
YEAR BUILT/RENOVATED	1965/2024
ELECTRIC METER	Separate, Tenant Paid
GAS METER	Separate, Tenant Paid
WATER METER	Master, Landlord Paid
TRASH	Landlord Paid, Dumpster
HOT WATER	Individual Hot Water Heaters, One Per Unit
HEAT	Central
COOLING	Central
LAUNDRY	On-site Coin Operate Jetz Laundry Room
PARKING	Parking Lot (14 Spaces)
TEANT PAID UTILITIES	Electric & Gas
LANDLORD PAID UTILITIES	Water & Trash
TOTAL LOT SIZE (PUBLIC RECORD)	15,862 SF or 0.36 acres
TOTAL SQUARE FEET (PUBLIC RECORD)	7,242 SF
WINDOWS	Mix of Vinyl Replacement Windows and Original Aluminum Windows
ROOF	Flat TPO roof (2020)
BASEMENT	Yes
FOUNDATION	Poured Concrete

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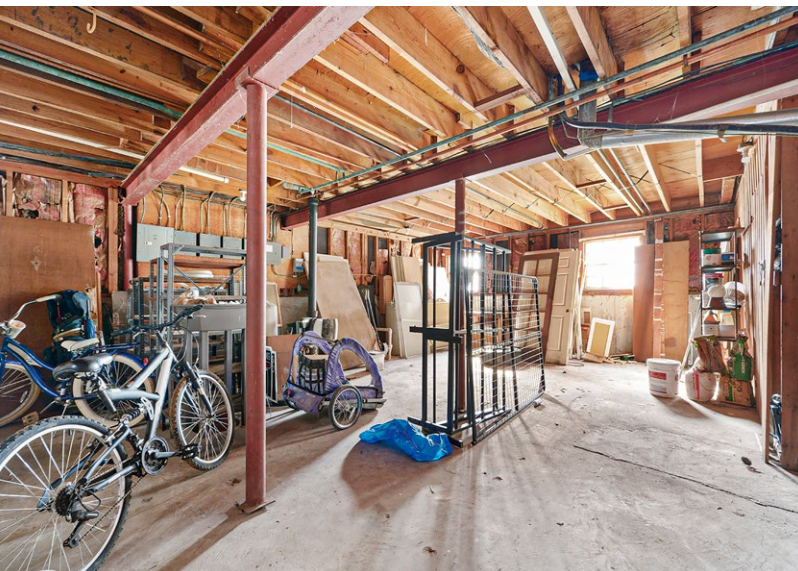
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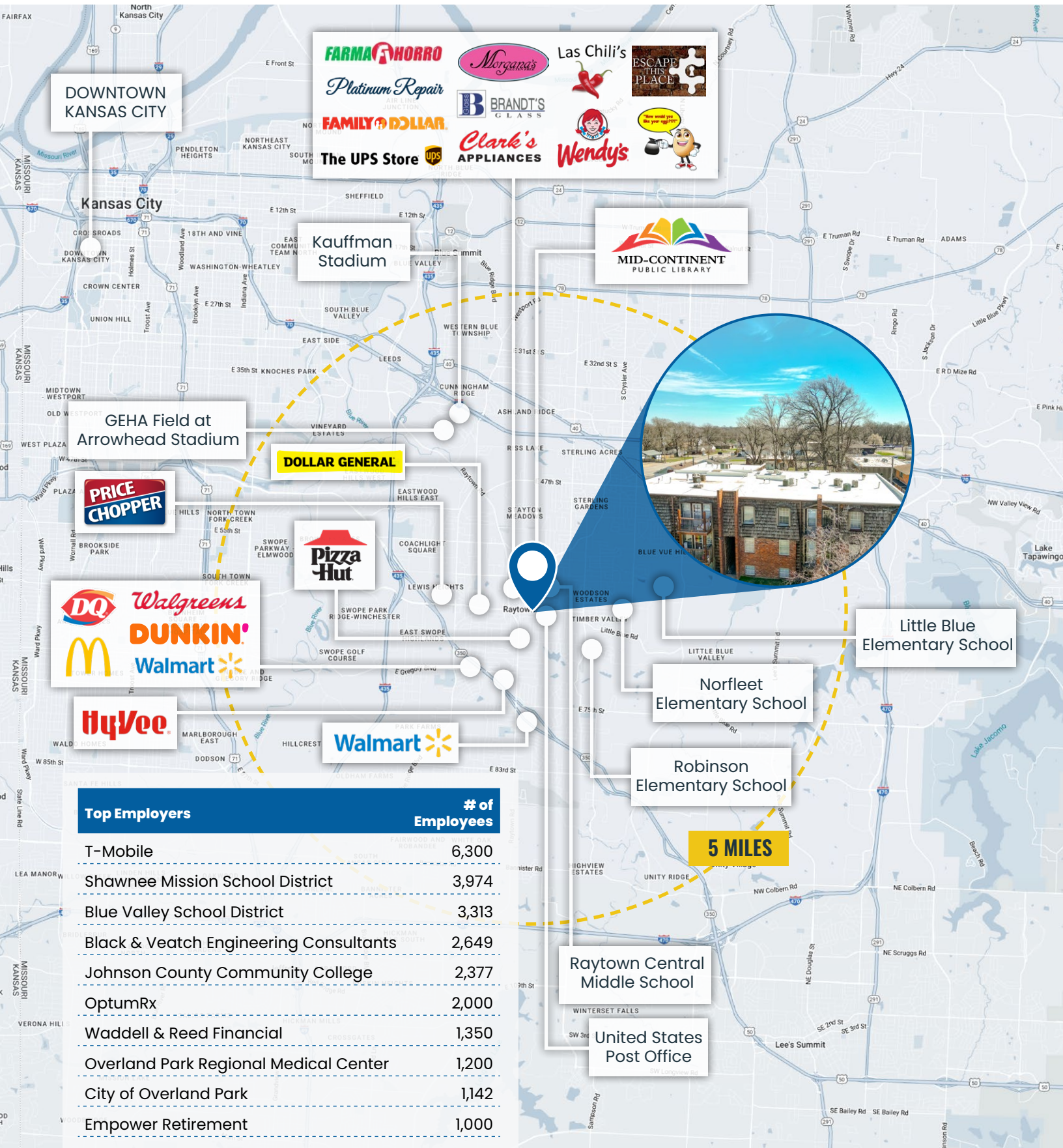
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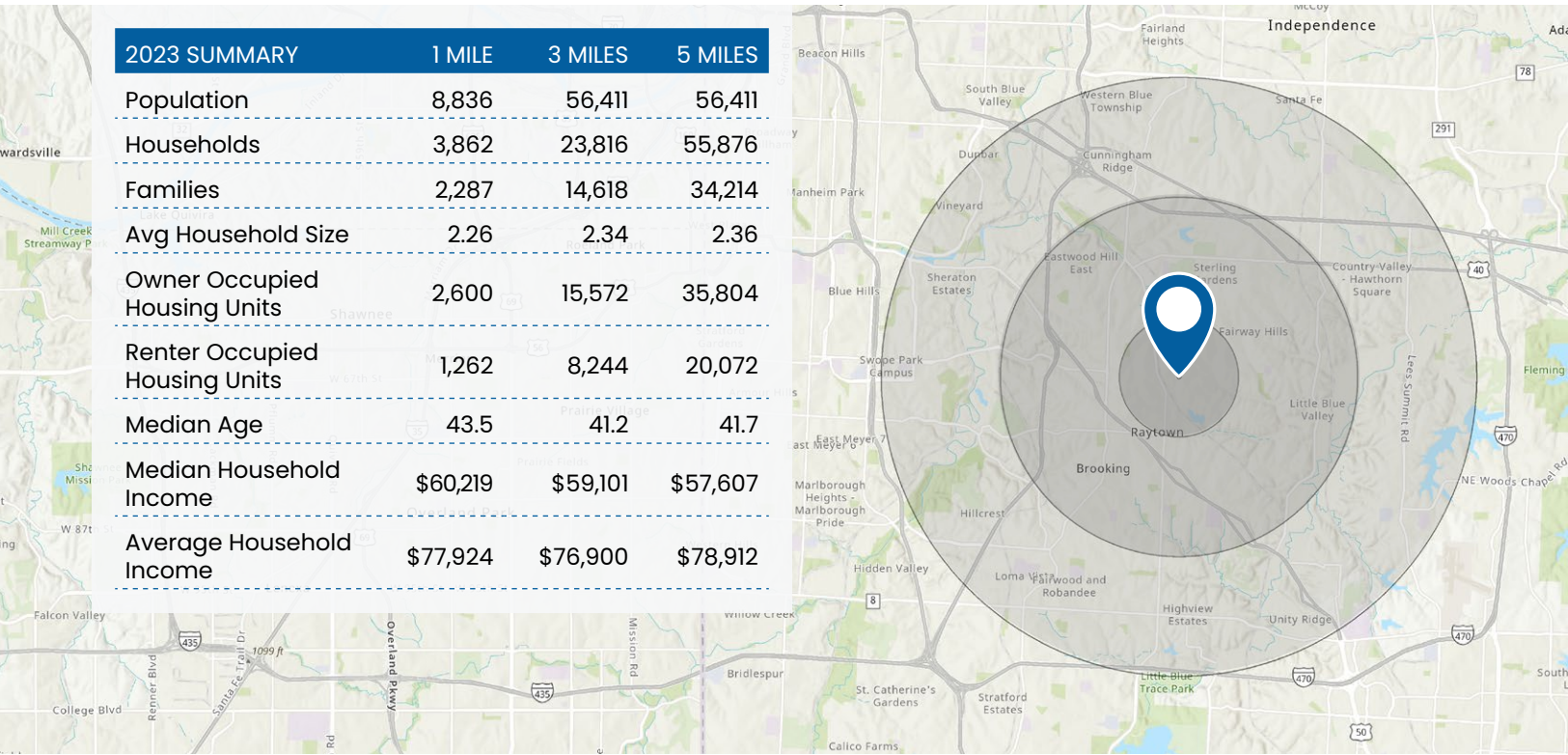
RETAIL MAP

6307 Ash Ave, Raytown, MO 64133



DEMOGRAPHICS

6307 Ash Ave, Raytown, MO 64133



2023 SUMMARY	1 MILE	3 MILES	5 MILES
Population	8,836	56,411	56,411
Households	3,862	23,816	55,876
Families	2,287	14,618	34,214
Avg Household Size	2.26	2.34	2.36
Owner Occupied Housing Units	2,600	15,572	35,804
Renter Occupied Housing Units	1,262	8,244	20,072
Median Age	43.5	41.2	41.7
Median Household Income	\$60,219	\$59,101	\$57,607
Average Household Income	\$77,924	\$76,900	\$78,912

KEY FACTS

8,836
Population

43.5
Median Age

2.3
Average Household Size

\$77,924
Average Household Income

EMPLOYMENT

54%
White Collar

33%
Blue Collar

13%
Services

3.0%
Unemployment Rate

EDUCATION

8%
No High School Diploma

36%
High School Graduate

32%
Some College

24%
Bachelor's/Grad/Prof Degree

INCOME

\$60,219
Median Household Income

\$33,882
Per Capita Income

\$141,787
Median Net Worth

BUSINESS



378

Total Businesses



4,299

Total Employees

2023 Households By Income (Esri)

The largest group: \$50,000 - \$74,999 (22.4%)

The smallest group: \$200,000+ (2.5%)

Indicator ▲	Value	Diff	
<\$15,000	6.3%	-2.7%	
\$15,000 - \$24,999	6.5%	-0.7%	
\$25,000 - \$34,999	13.6%	+5.0%	
\$35,000 - \$49,999	12.0%	-0.5%	
\$50,000 - \$74,999	22.4%	+4.0%	
\$75,000 - \$99,999	16.8%	+3.3%	
\$100,000 - \$149,999	14.1%	-2.0%	
\$150,000 - \$199,999	5.7%	-2.4%	
\$200,000+	2.5%	-3.9%	

Bars show deviation from Jackson County

SUBMARKET OVERVIEW



29,772
Population



\$64,542
Median
Household Income



\$191,914
Median
Home Value



RAYTOWN, MO

Raytown, Missouri, is a welcoming suburban community just a 15-minute drive from downtown Kansas City, offering a perfect blend of small-town charm and metropolitan accessibility. Raytown provides residents with a relaxed pace of life, affordable housing options, and proximity to major attractions like the Kansas City Sports Complex, home to the Chiefs and Royals.

The city features a diverse housing market, including single-family homes, apartments, and rental properties, catering to a range of budgets and lifestyles. Local amenities such as parks, a quaint downtown district, and family-friendly entertainment options enhance its appeal. Raytown's retail scene is supported by locally-owned businesses, while its strategic location ensures easy access to the broader Kansas City economy and employment hubs.

ECONOMY

Raytown's economy thrives on a foundation of healthcare, retail, and education sectors, bolstered by its close proximity to Kansas City's expansive job market. The community benefits from stable employment opportunities and a growing regional influence, positioning it as an attractive area for long-term investment. As Kansas City continues to expand, Raytown stands to gain from rising property values and increased economic activity, supported by a skilled workforce and a strong sense of community.

Overall, Raytown is an ideal destination for families, investors, and individuals seeking an affordable, convenient, and growth-oriented place to call home!

MARKET OVERVIEW

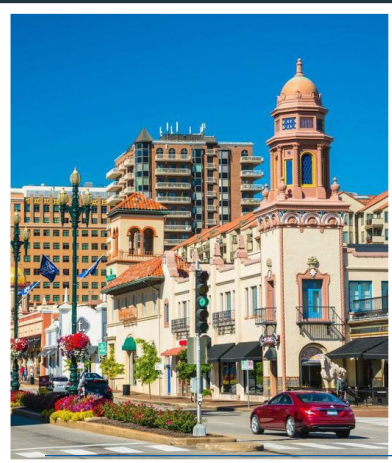
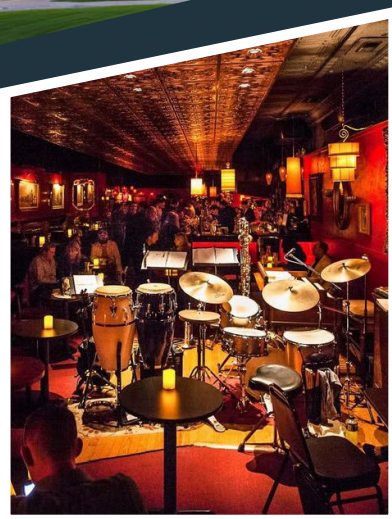


KANSAS CITY MSA - MISSOURI/KANSAS

Kansas City is the “Heart of America” a transportation hub in the center of the country with a small city feel and the big city attractions of art, culture, restaurants, and professional sports teams. The Kansas City metropolitan area is a bi-state metropolitan area anchored by Kansas City, Missouri. The metro area’s 14 counties straddle the border between the states of Missouri (9 counties) and Kansas (5 counties). With 8,472 square miles and a population of more than 2.3 million people, it is the second-largest metropolitan area centered in Missouri (after Greater St. Louis) and is the largest metropolitan area in Kansas. There are several suburbs with populations over 100,000 including Overland Park, Kansas City, Kansas, and Olathe on the Kansas side and Kansas City, Missouri, Independence, and Lee’s Summit on the Missouri side.

Downtown Kansas City, Missouri has experienced \$9+ billion in investment since 2001, including a new convention hotel, a state-of-the-art sports arena, a performing arts center, a new streetcar, and an eight-block restaurant and entertainment district. Unprecedented levels of investment in private and public projects have made Kansas City a major entertainment hub and employment hub.

The Kansas City economy is diverse with numerous employment opportunities and a growing population. The city serves as the headquarters location of several well-know American companies: Cerner Corporation, T-mobile (Sprint), AT&T, BNSF Railway, GEICO, Garmin, Honeywell and Hallmark. There are several large hospitals, universities, tech startups, and a diversity of small businesses. Kansas City also boasts the most BBQ restaurants per capita and has a thriving jazz scene.





MICHELLE LUTZ

Lutz Sales + Investments is synonymous with multifamily deals in the Kansas City market. The Lutz Team is one of Kansas City's top performing multifamily brokers, closing over \$350M in local sales and ranking #4 for multifamily sales volume in 2024. Focused on properties of 2-75 units, Lutz Sales + Investments understands the nuances of the KC market and the vast potential available to the savvy real estate investor. The Lutz Team maintains an expansive network within the commercial real estate community, which ensures that Lutz Sales + Investments clients receive comprehensive representation and sound advice on matters related to owning investment property in Kansas City.

Michelle Lutz, is the founder and managing partner of Lutz Sales and Investments earned recognition as a **Top 20 Commercial Real Estate Brokerage** in Kansas City, ranking high in total transaction volume across all asset classes in commercial real estate. In 2021, Michelle was honored as a **Heavy Hitter by the Kansas City Business Journal**, and in 2022, she was listed among the **Top 20 to Know**. Additionally, she secured a spot among the Top 5 Multifamily brokers in Kansas City the previous year.

Michelle has cultivated strong personal and professional ties with the region's leading lenders, property managers, appraisers, and fellow brokers. Leveraging her extensive experience and firsthand knowledge, she adeptly guides clients through complex transactions, demonstrating diligence in aligning investors with their desired acquisitions.

As a local market expert, Michelle provides her clients with a competitive advantage, ensuring that their real estate goals are not only met but exceeded in the **Kansas City market**. Specializing exclusively in small to medium multifamily and retail properties, Michelle is a licensed broker in Kansas, Missouri, and Nebraska. Her reputation extends beyond local boundaries, making her the preferred broker for out-of-state investors seeking higher returns in the Midwest.



LEE RIPMA

Lee Ripma is a experienced real estate agent specializing in multifamily investment property. Lee's strong analytical skills enable her to thoroughly evaluate potential investment opportunities and her unique approach involves combining data with her hands-on experience in real estate investing. Through her guidance and advice, Lee has played a pivotal role in helping hundreds of investors understand the essential elements of building generational wealth through real estate.

Lee holds a master's degree in Biology from San Diego State University and a bachelor's degree in Ecology from Prescott College. Her journey into real estate began in 2017 when she started investing from out of state in the Kansas City market while residing in California. Her passion for **multifamily real estate** eventually led her to trade in her career in biology in California to fully pursue her true calling in Kansas City.

A notable figure in the real estate community, Lee has been featured on platforms such as **Bigger Pockets**, **Joe Fairless**, and numerous other real estate podcasts. She is committed to sharing her extensive knowledge and expertise with both new and seasoned investors.



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