

RAYTOWN TOWNHOMES

11 UNITS | \$979K

6307 Ash Ave,
Raytown, MO 64133



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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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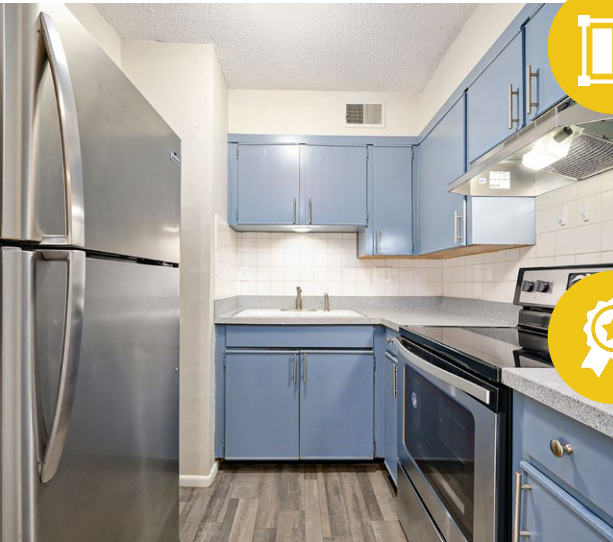
THE OPPORTUNITY

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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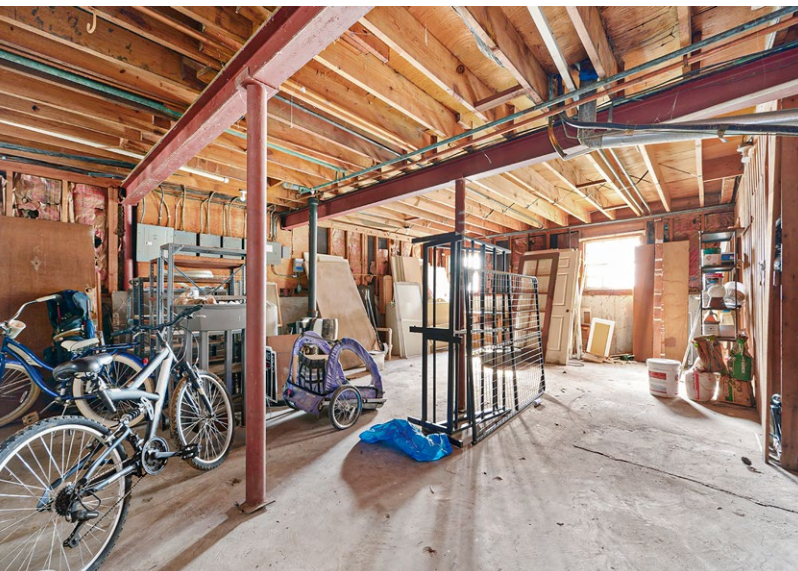
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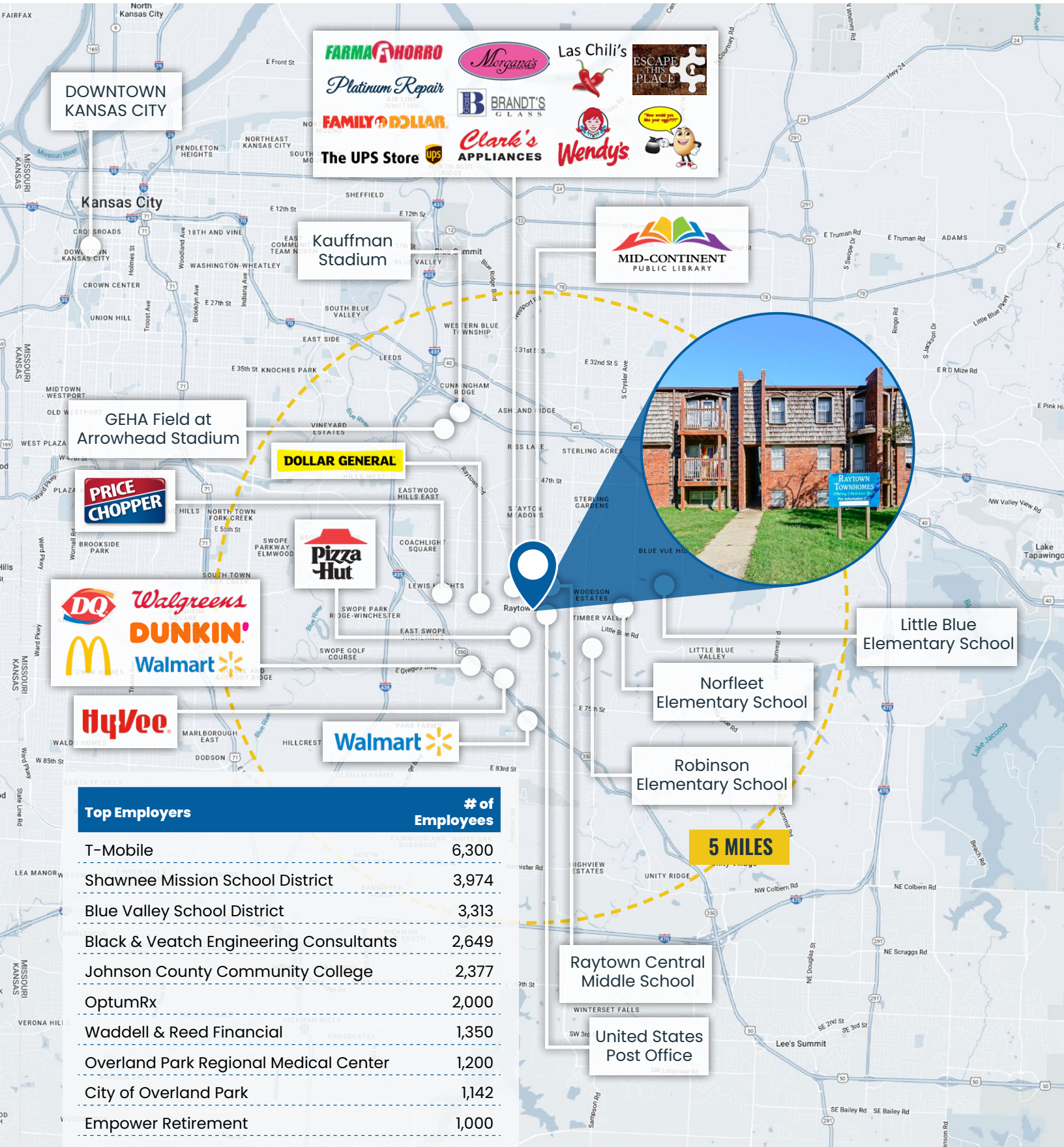
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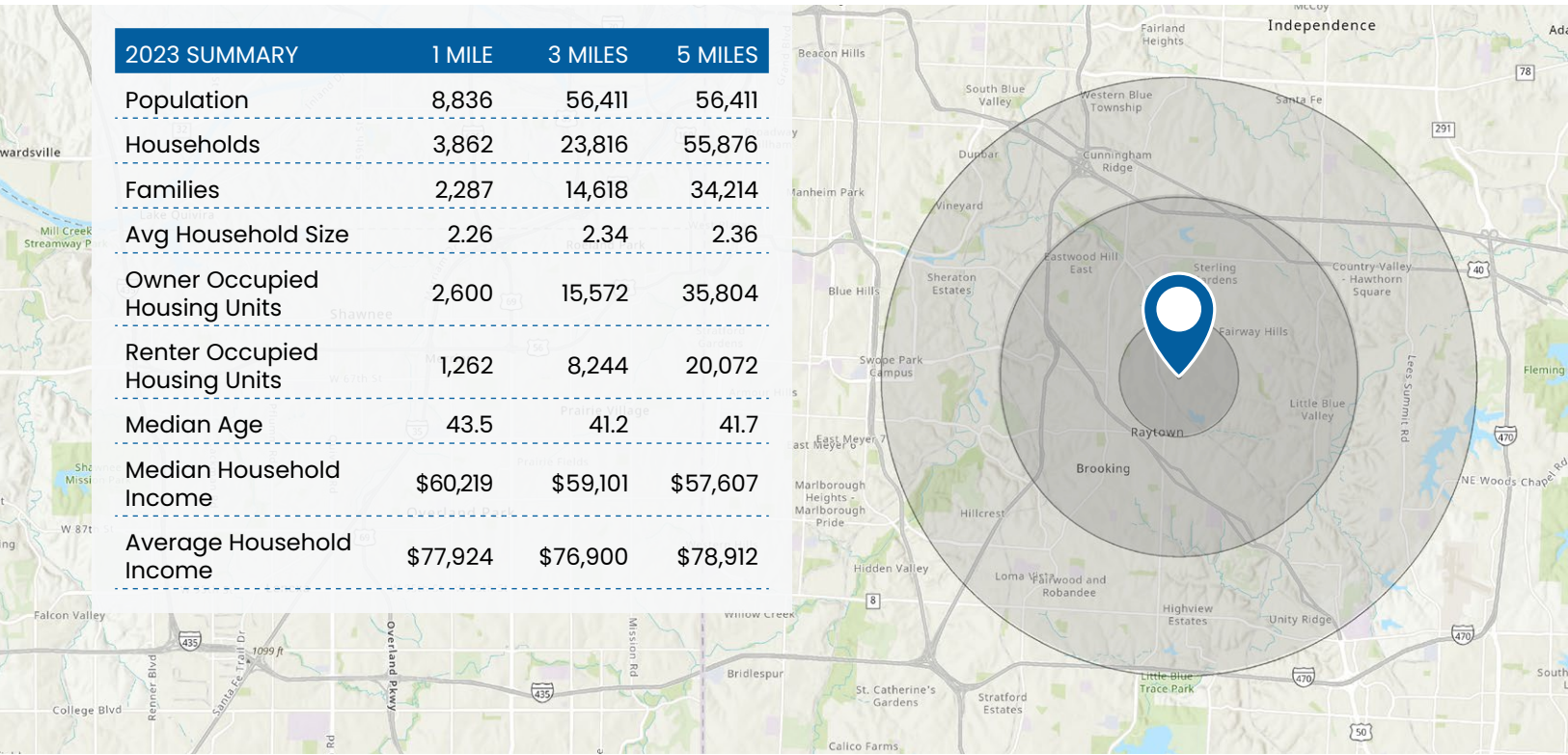
RETAIL MAP

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

133,427
Population

41.7
Median Age

2.4
Average Household Size

\$78,912
Average Household Income

EMPLOYMENT

59%
White Collar

26%
Blue Collar

15%
Services

3.3%
Unemployment Rate

EDUCATION

8%
No High School Diploma

36%
High School Graduate

33%
Some College

24%
Bachelor's/Grad/Prof Degree

INCOME

\$57,607
Median Household Income

\$33,064
Per Capita Income

\$119,242
Median Net Worth

BUSINESS

3,118
Total Businesses

48,483
Total Employees

2023 Households By Income (Esri)

The largest group: \$50,000 - \$74,999 (19.7%)

The smallest group: \$200,000+ (3.5%)

Indicator ▲	Value	Diff
<\$15,000	8.7%	-0.3%
\$15,000 - \$24,999	8.8%	+1.6%
\$25,000 - \$34,999	10.2%	+1.6%
\$35,000 - \$49,999	14.5%	+2.0%
\$50,000 - \$74,999	19.7%	+1.3%
\$75,000 - \$99,999	14.2%	+0.7%
\$100,000 - \$149,999	14.8%	-1.3%
\$150,000 - \$199,999	5.5%	-2.6%
\$200,000+	3.5%	-2.9%

Bars show deviation from Jackson County

MARKET OVERVIEW

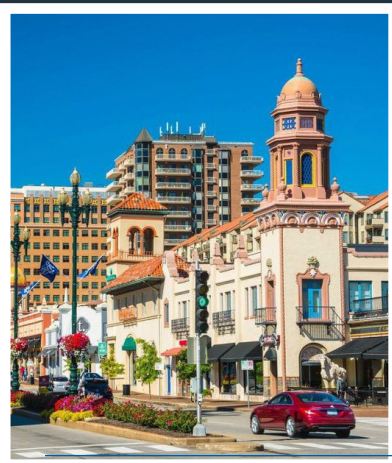
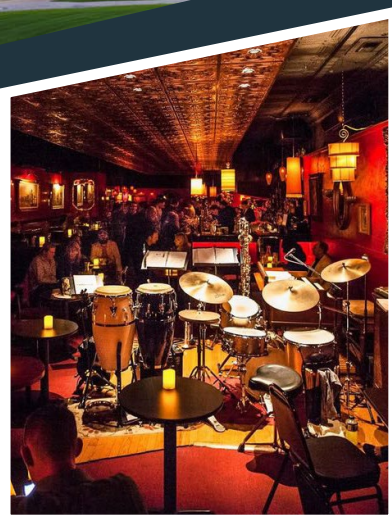


KANSAS CITY MSA - MISSOURI/KANSAS

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.





RAYTOWN, MO - MISSOURI/KANSAS

Raytown, Missouri is a thriving suburb of Kansas City that combines affordability and family-friendly living with easy access to all that the Kansas City Metro offers. With 30,000 residents, Raytown offers a small-town atmosphere just a 15 minute drive from Downtown Kansas City.

Raytown's appeal comes from its quieter pace, relatively affordable rental and housing market and proximity to key attractions including the Kansas City Sports Complex, home to the Chiefs and Royals. Additionally, Raytown is home to parks, locally-owned businesses, a downtown district, and family-friendly entertainment options. The community's slower pace, combined with well-regarded schools and accessible outdoor recreation, draws folks seeking a more relaxed lifestyle while still maintaining close proximity to employment opportunities.

As Kansas City continues to expand, suburbs like Raytown offer growth opportunities, with property values poised to rise alongside regional development. Additionally, stable employment opportunities in healthcare, retail, and education within Raytown, combined with easy access to Kansas City's larger job market, provide further incentive for long-term investments.

Investors will appreciate the potential for property value appreciation in a community that balances affordability, convenience, and growth. Raytown's strong sense of community and steady demand make it a compelling for real estate investors!



AGENT BIOS

The Lutz Sales + Investment Team is synonymous with multifamily deals in the Kansas City market. Lutz Sales + Investments is one of Kansas City's top performing teams, closing over \$96M in multifamily transactions in 2021. Focused on properties of 2-72 units, Lutz Sales + Investments understands the nuances of the KC market and the vast potential available to the savvy real estate investor.



MICHELLE LUTZ

As an investor herself, Michelle Lutz is extremely knowledgeable about all aspects of acquiring and managing commercial real estate. She is diligent about matching investors to their desired acquisitions. Michelle is a local market expert who gives her clients a leading edge when it comes to ensuring their goals are exceeded when buying and selling real estate.

Michelle works exclusively with buyers and sellers of small to medium multifamily and retail properties. Michelle has a wide range of real estate experience and is a licensed Broker in KS, MO and NE. She has become the go-to broker for out of state investors who seek the higher returns found in the Midwest.

Michelle Lutz lives in Overland Park, KS and holds multifamily and commercial real estate in Kansas City, MO, Omaha Nebraska, and Las Vegas, Nevada.



LEE RIPMA

Lee Ripma has a wide range of real estate experience including stabilized and value-add multifamily in addition to ground-up development. A California native, Lee was an out of state investor in the Kansas City market for years, prior to making a permanent move to the Heartland. Lee's first-hand knowledge regarding the challenges out of state investors face along with a strong analytical skillset, allow her to comprehensively analyze each potential investment.

She holds an M.S. in Biology from San Diego State University and B.A. in Ecology from Prescott College. Lee is a licensed agent in Kansas, Missouri, and California. Lee lives in Mission Hills, Kansas and holds multifamily real estate in Los Angeles and Kansas City.