

# RAYTOWN APARTMENTS

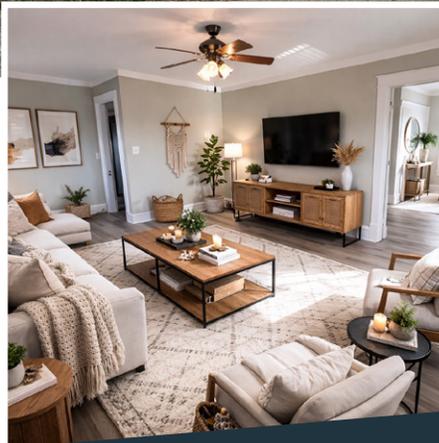
6 UNITS | \$495K

6310-6312 Raytown Rd,  
Raytown, MO 64133



## PROPERTY HIGHLIGHTS

- On-site Laundry & Parking
- 100% Occupied
- Diverse Unit Mix
- Several Additional Income Streams – Garage, Laundry, Parking
- Renovated Units Achieve a \$200/mo Rental Premium



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## THE OPPORTUNITY

Solid 6-unit apartment building in centrally located Raytown, Missouri, featuring a diverse mix of 3 Bed/2 Bed/1 Bed & studio units. These units are 100% occupied by market rate tenants. The property has independent heating and cooling in each unit, fully sub-metered utilities (except water), and on-site laundry plus ample parking. A large 8+ car garage provides excellent additional storage that can be leased out for extra income, and the roof is only ~6 years old.

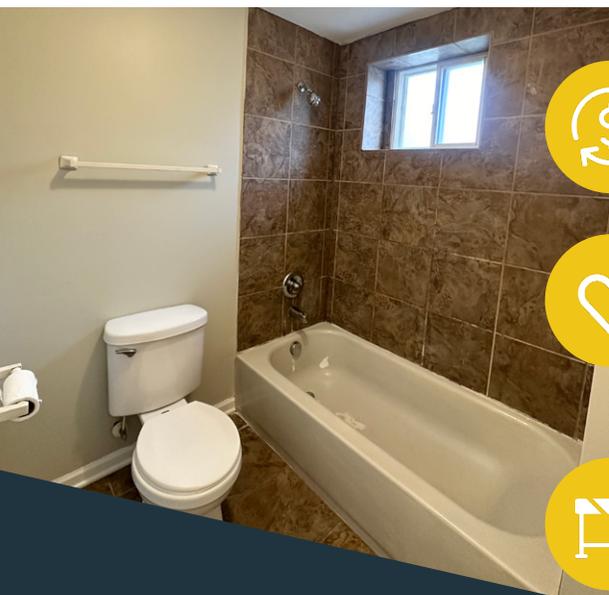
Three of the units are recently renovated and achieving a \$200/mo premium over units with classic finishes. The new owner has a value-add opportunity as units turn over with cosmetic updates. The current property manager has already begun charging utility fees to offset the landlord paid water and trash bill.

With strong in-place cash flow, low vacancy risk, and future upside through renovations and storage leasing, this is a light-value-add play in a submarket with great tenant demand. Ideal for investors seeking dependable income today and meaningful equity growth tomorrow.



## UNIT MIX

Type	Unit	Current Rent Avg	Market Rent
3 Bed/1 Bath	2	\$1,055	\$1,550
2 Bed/1 Bath	2	\$875	\$1,190
1 Bed/1 Bath	1	\$840	\$1,050
Studio	1	\$720	\$950



## AMENITIES AND FEATURES

- Spacious Floorplans
- On-site Laundry
- Central Location
- Secured Garage Parking
- Central Location in Raytown with easy access to whole KC metro



## THE VALUE ADD PLAY

Renovate the remaining three units as leases renew. Lease up the garage bay and continue to manage for operation efficiency.



## WHAT WE LOVE ABOUT THE PROPERTY

Strong tenant demand as evidenced by 100% occupancy and all market rate tenants. Exactly what tenants look for in a rental – spacious units, secured parking, and on-site laundry.

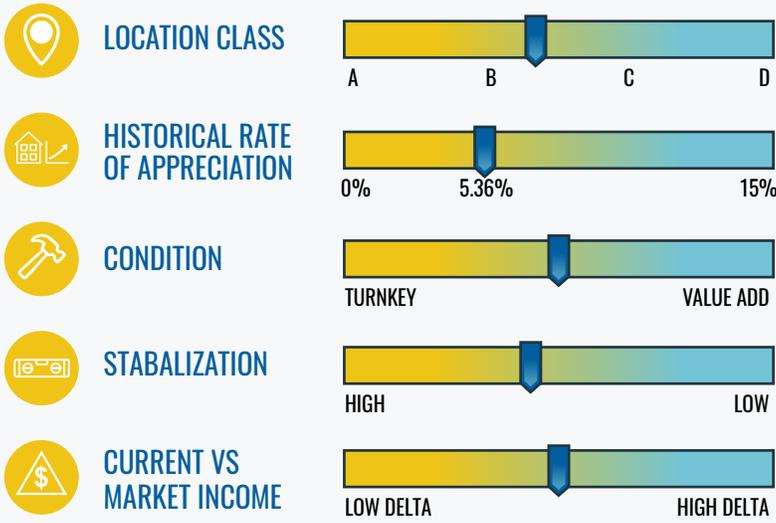


## PROPERTY CHALLENGES

Three units still need cosmetic updates to achieve full income potential, property is on a busier street with a more commercial vibe.

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## EXPENSE SUMMARY



**ELECTRIC**  
SUB METERED, TENANTS PAY



**GAS**  
SUB METERED, TENANTS PAY



**WATER**  
MASTER METER, LANDLORD PAYS OFFSET WITH TENANT UTILITY FEE



**TRASH**  
DUMPSTER, LANDLORD PAYS



**HOT WATER**  
INDIVIDUAL GAS WATER HEATERS, TENANTS PAY



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# 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.

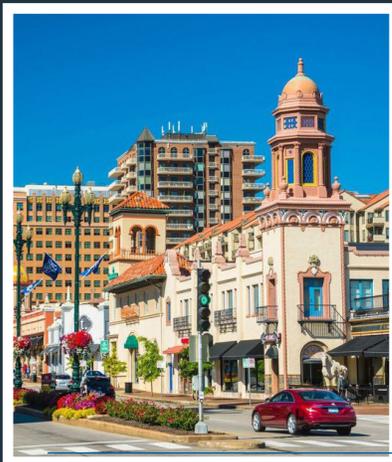
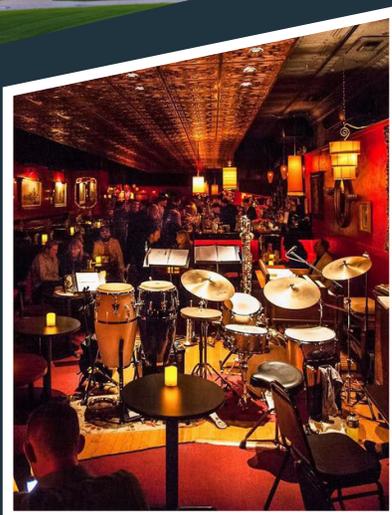
The city features a diverse housing market, including single-family homes, apartments, and rental properties, catering to a range of budgets and lifestyles. Local amenities such as parks, a quaint downtown district, and family-friendly entertainment options enhance its appeal. Raytown's retail scene 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.



**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.

## AGENT BIOS



**MICHELLE LUTZ**

**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.



## DISCLAIMER:

This offering memorandum is for general information only. No information, forward looking statements, or estimations presented herein represent any final determination of investment performance. While the information presented in this offering memorandum has been researched and is thought to be reasonable and accurate, any real estate investment is speculative in nature. Lutz Sales + Investments and/or its agents cannot and do not guarantee any rate of return or investment timeline based on the information presented herein. Lutz Sales + Investments and/or its agents do not guarantee the accuracy of any stated age or condition, room measurements, square footage, applicable zoning, land use restrictions, legal unit count, and current and future property tax assessments.

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