

THE MADELYN APARTMENTS

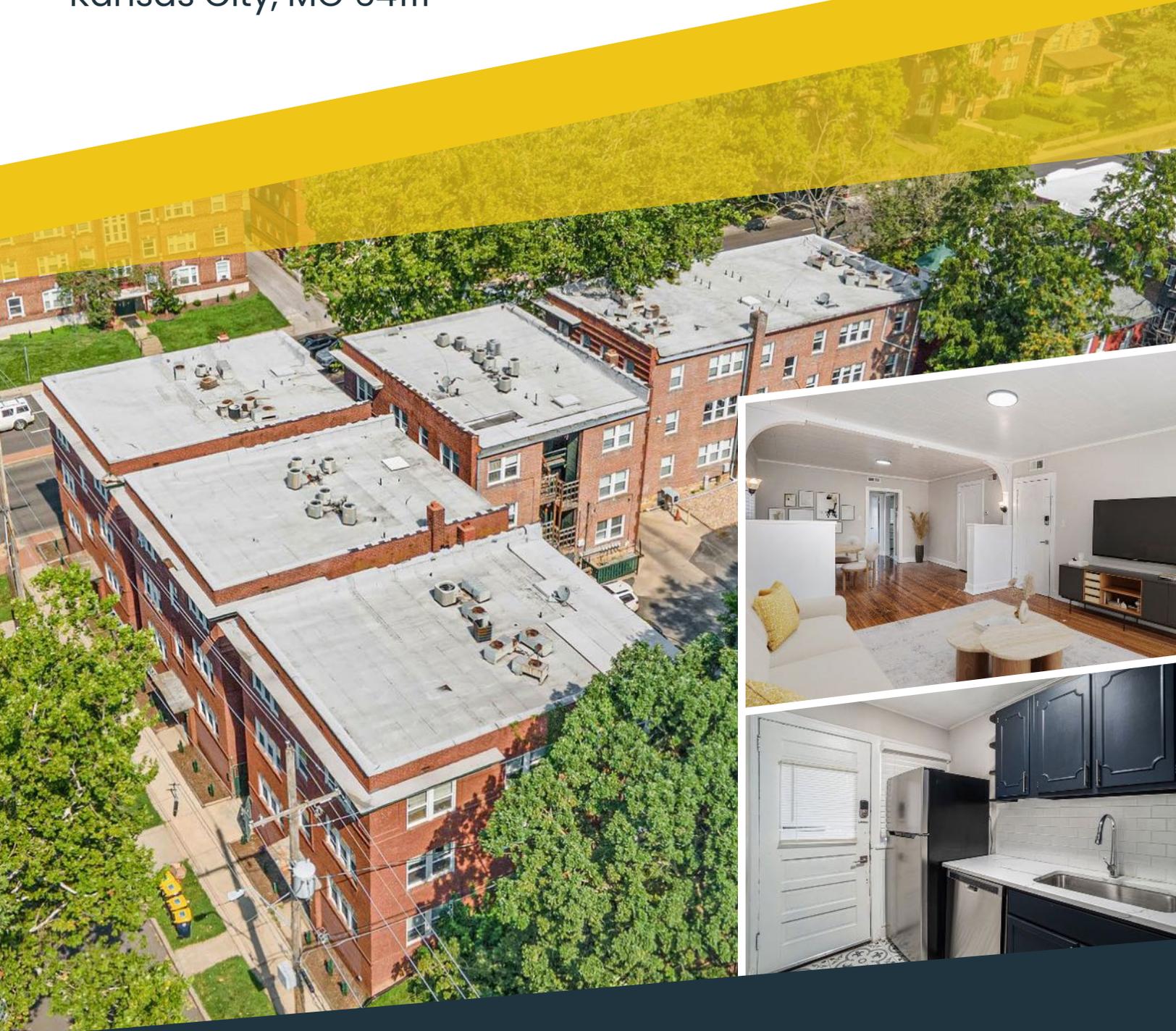
63 UNITS | \$6.55M

3727-3729 SW Trafficway,
Kansas City, MO 64111



LUTZ

SALES + INVESTMENTS



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PROPERTY HIGHLIGHTS

- Located in the Heart of Walkable Valentine Neighborhood
- Central Heat and Air
- All Capital Expenses Completed – Roofs, Electrical, Plumbing
- Charming Spacious Units with Hardwood Floors & Updated Finishes
- On-Site Coin-Operated Laundry Machines – Landlord Owned
- Dedicated Central Parking Lots with ~36 Parking Spaces + Ample Street Parking
- 30% of the Units Renovated with a Luxury Finish While Preserving Original Charm
- Proven Conversion from One Bedroom to Two Bedroom

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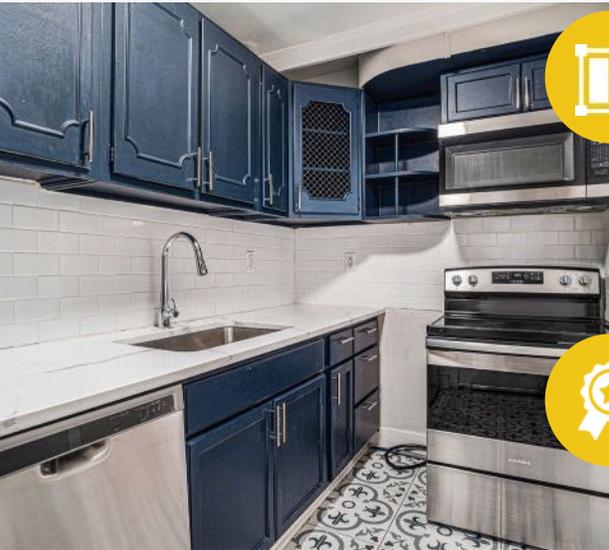
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THE OPPORTUNITY

The Madelyn is an exceptional 63-unit investment opportunity in the heart of Kansas City's vibrant Valentine neighborhood, where historic charm compliments modern updates and walkability. This package spans seven buildings with off-street parking lots, originally constructed in 1923 and meticulously maintained and updated. All of the buildings have new windows, new electrical, new plumbing, and central heat and air.

The Madelyn features a mix of one- and two-bedroom units, with renovated spaces boasting modernized kitchens, stainless appliances, quartz countertops, and designer tile in kitchens and bathrooms. Charming original hardwood floors add warmth and charm, complemented by light streaming through oversized replacement windows. 30% of the units have been upgraded to a luxury standard within the last five years, and each building includes its own coin-operated laundry room for tenant convenience.

The neighborhood is highly walkable with a Walk Score of 88 and is strategically located minutes from major employers and medical hubs, including KU Medical, less than a mile away, and Children's Mercy Hospital, under three miles from your doorstep—the city's largest hospital and second-largest employer, respectively. Just 1.6 miles from the iconic Country Club Plaza, residents enjoy proximity to upscale shopping, dining, and entertainment, with the bars and eateries of Valentine and Westport within easy walking distance. Offering ample parking and a prime location, this 63-unit package presents investors with a rare chance to acquire an irreplaceable multifamily asset with significant income upside in one of Kansas City's most desirable neighborhoods.

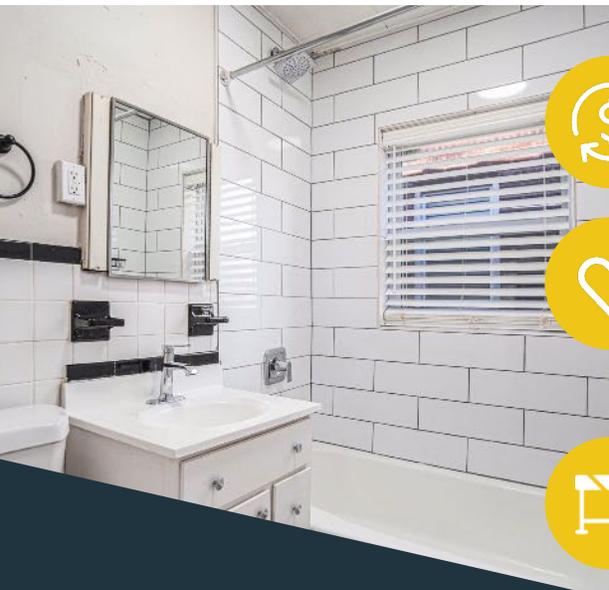


UNIT MIX

Type	Count	Market Rent	Current Avg. Income
2 Bed/ 1 Bath	3	\$1,250	\$1,158
1 Bed/ 1 Bath XL	21	\$1,150	\$1,032
1 Bed/ 1 Bath	36	\$995	\$885
Basement 1 Bed / Bath	3	\$895	\$855

AMENITIES AND FEATURES

- Hardwood Floors
- Central Heat & Air
- On-Site Parking Lots
- On-Site Coin Operated Laundry
- Charming Original Details with Luxury Upgrades
- Walkable Location



THE VALUE ADD PLAY

Convert the remaining extra large 1 bedroom units to 2 bedroom units, this gives an immediate upside on the income and diversifies the unit mix. Consider adding in Unit Washer Dryer.



WHAT WE LOVE ABOUT THE PROPERTY

Irreplaceable Charm in these Light filled Units with Modern Updates. Parking, laundry, and a mix of one- and two-bedroom units in a prime central location, it does not get better than this central Kansas City Location. Proven conversion from 1 bedroom to 2 bedroom units, three have been done, convert the remaining 21 units!

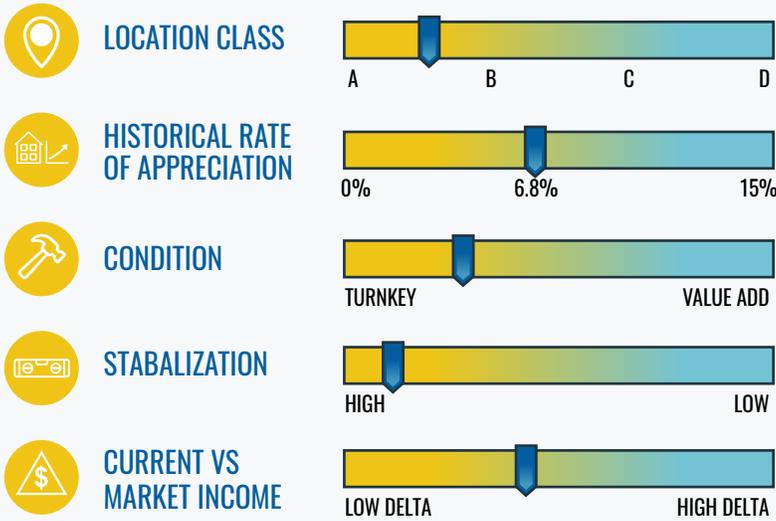


PROPERTY CHALLENGES

Older buildings can come with some challenges, but updates to plumbing, electrical, and windows plus the addition of central heat and air in every unit ensure properties are easy to manage and do not require significant capital expense for modernization.

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UNITS	63
BUILDINGS	7
LEGAL PARCELS	7
STORIES	3
YEAR BUILT/RENOVATED	1923/2023

ELECTRIC METER	Separate, Tenant Paid
GAS METER	Separate, Tenant Paid
WATER METER	Master Water Meter, Landlord Paid and Offset with Utility Fee
TRASH	Dumpsters, Landlord Paid and Offset with Utility Fee
HOT WATER	Individual Hot Water Heaters, One Per Unit
HEAT	Central Gas
COOLING	Central Electric
LAUNDRY	Coin Operated Laundry in Basements
PARKING	~36 Spaces in Two Parking Lots + Ample Street Parking on 38th
TENANT PAID UTILITIES	Gas & Electric
LANDLORD PAID UTILITIES	Water & Trash (Offset with Utility Fee)

TOTAL LOT SIZE (PUBLIC RECORD)	34,709 SF or 0.8 acre
TOTAL SQUARE FEET (PUBLIC RECORD)	40,647 SF
PLUMBING	ABS + PEX
ELECTRICAL	Panels Under 15 Years Old with New Wiring Throughout
WINDOWS	Vinyl Replacement Windows Throughout
ROOF	Flat Composite Roof ~7 Years Old
BASEMENT	Full Basement in Every Building
FOUNDATION	Stone

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RETAIL MAP

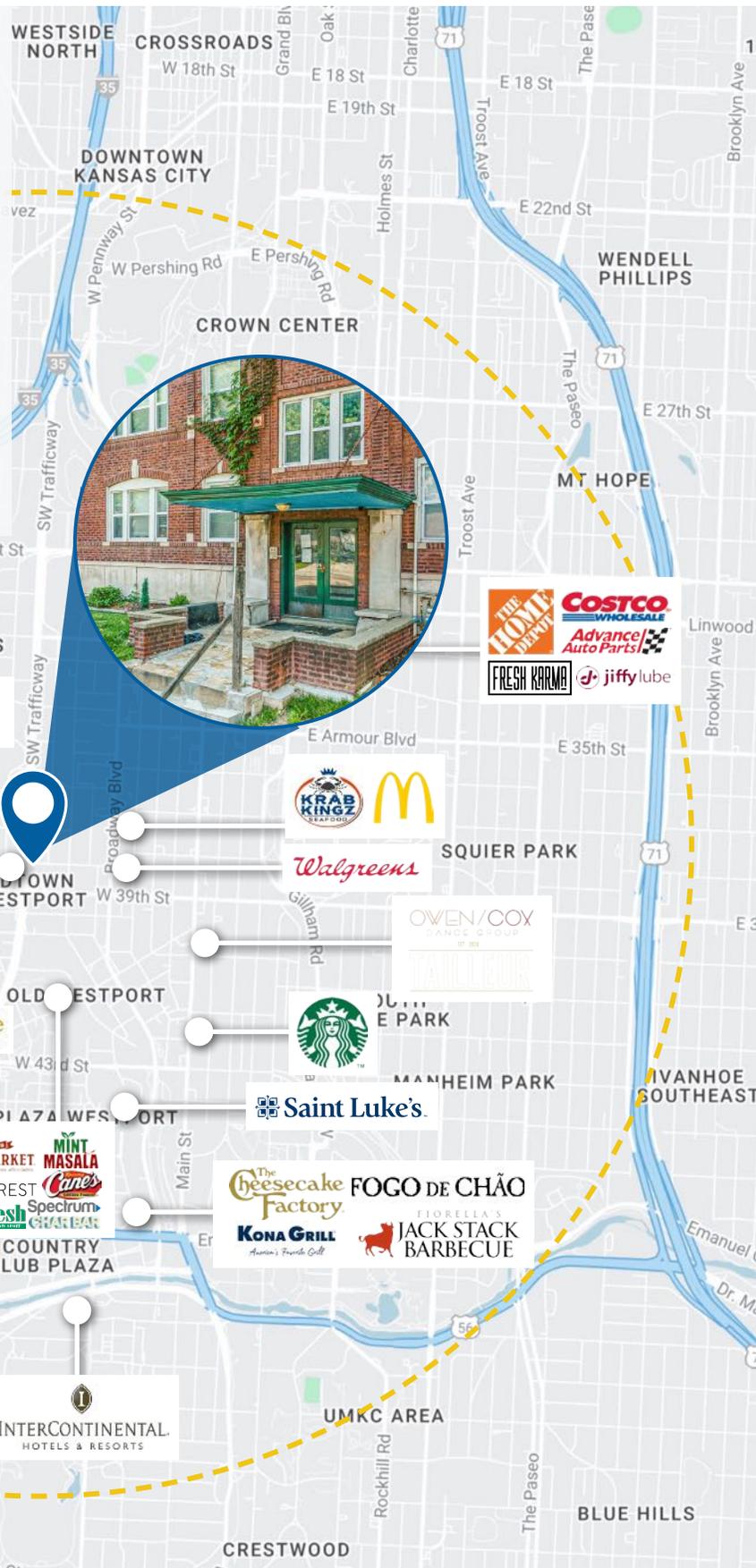
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SALES + INVESTMENTS

Top Employers

Top Employers	# of Employees
T-Mobile	6,300
Shawnee Mission School District	3,974
Blue Valley School District	3,313
Black & Veatch Engineering Consultants	2,649
Johnson County Community College	2,377
OptumRx	2,000
Waddell & Reed Financial	1,350
Overland Park Regional Medical Center	1,200
City of Overland Park	1,142
Empower Retirement	1,000



STORAGE SONIC
O'Reilly AUTO PARTS
Applebees WYNDHAM

THE UNIVERSITY OF KANSAS HOSPITAL

THE FOUNDATION SPORTS TRAINING FACILITY

COSTCO Wholesale
Advance Auto Parts
FRESH KARMA jiffy lube

IHOP
TACO BELL
FIVE GUYS
BURGER KING
Holiday Inn

McDonald's
Wendy's
IMO'S CVS pharmacy

The ROASTERIE
WOODSIDE
ULAH
BLUE

2 MILES
THE RESTAURANT
HI HAT COFFEE

KU MEDICAL CENTER
The University of Kansas

Aladdin Cafe
MEDITERRANEAN RESTAURANT

WORLD MARKET
THE FOREST
Sun Fresh
MINT MASALA
Cane's
Spectrum

INTERCONTINENTAL
HOTELS & RESORTS

KRAB KINGZ
McDonald's

Walgreens

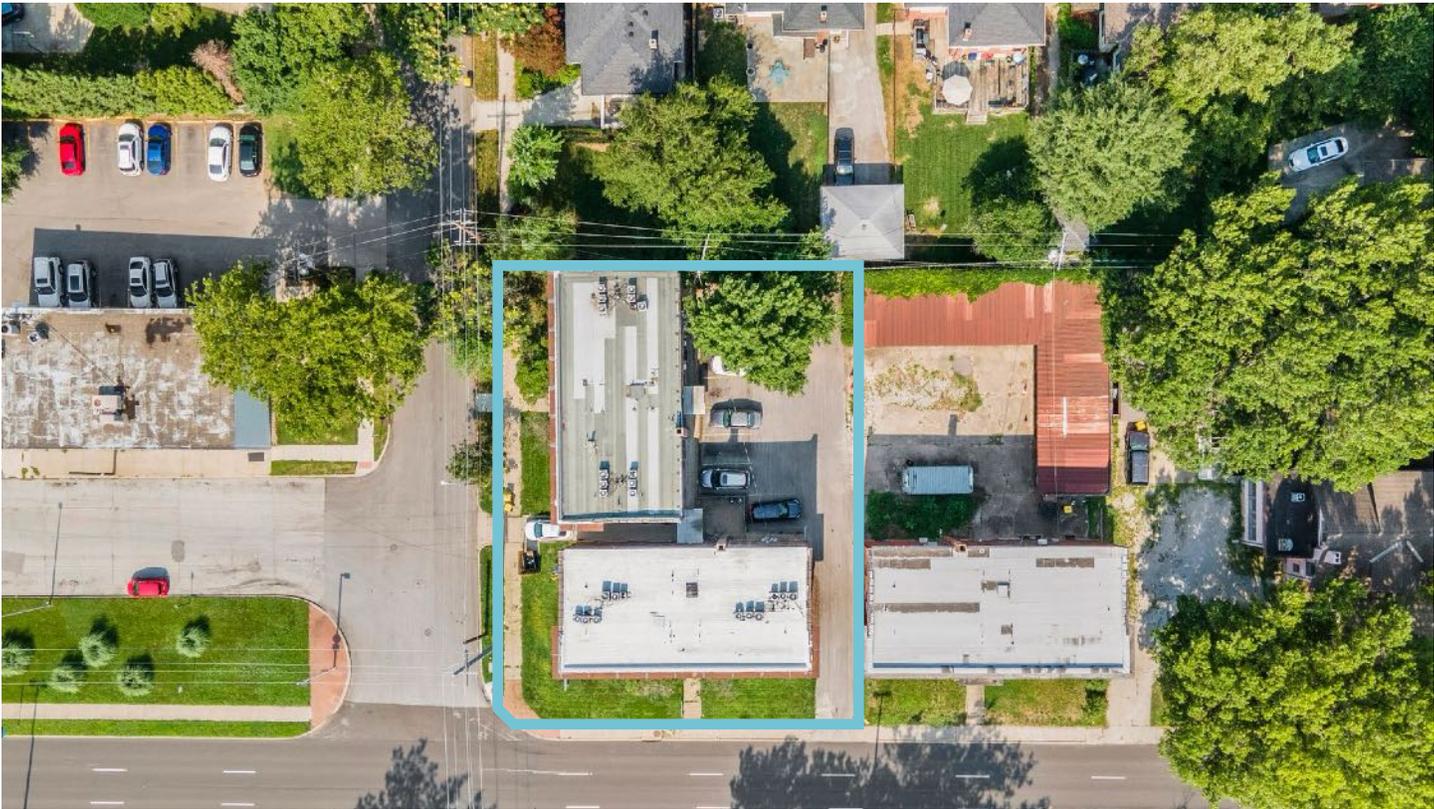
Starbucks

Saint Luke's

The Cheesecake Factory
KONA GRILL
FOGO DE CHÃO
FIORILLA'S JACK STACK BARBECUE

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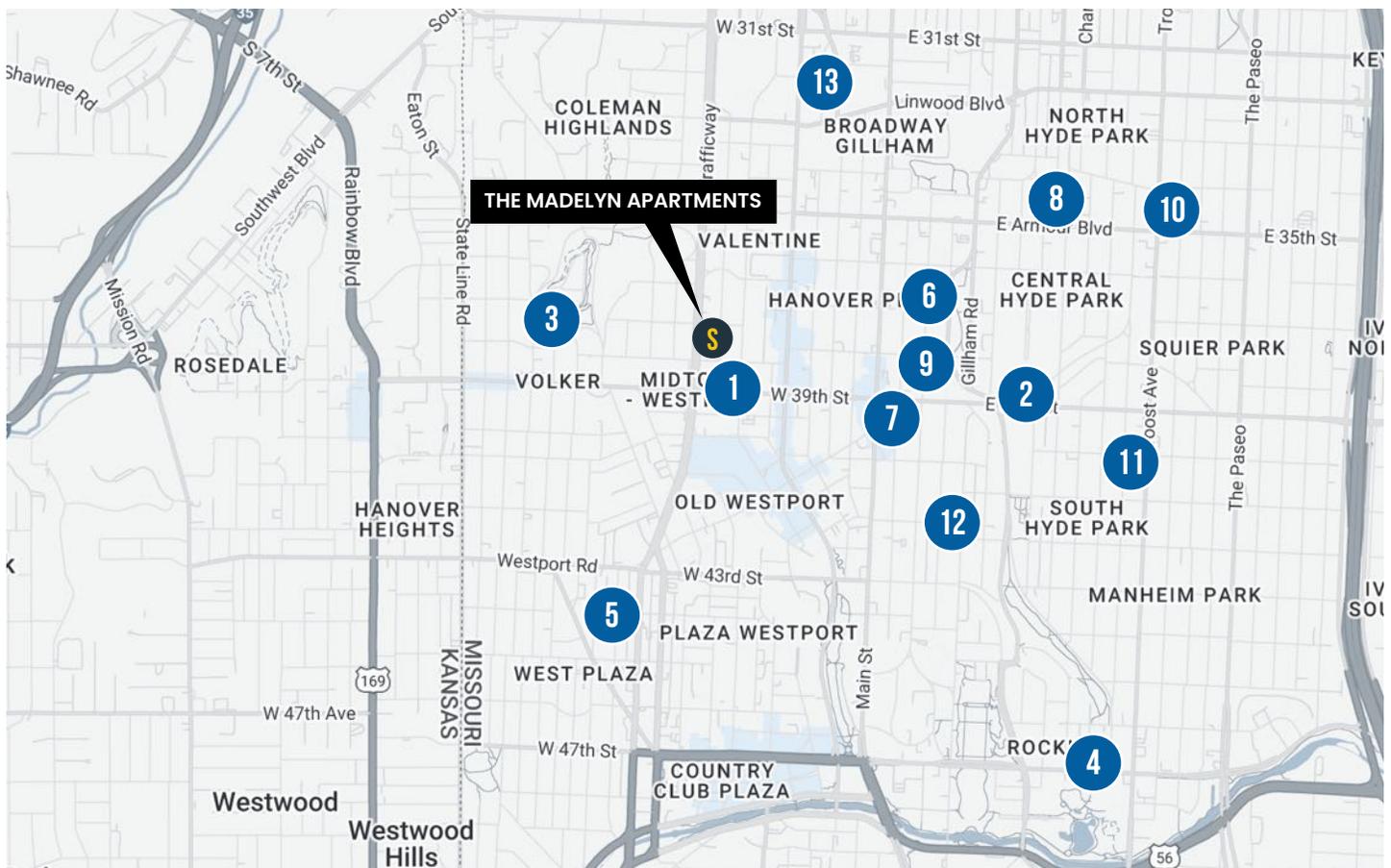
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SALE COMPARABLES

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Property Name	Property Address	Property City	Property State	Property Zip Code	Sale Price	Number Of Units	Year Built	Sale Date	Price Per Door	Submarket Name
1. The Roanoke	703-705 W 38th St	Kansas City	MO	64111	\$960,000	7	1909	11/01/2024	\$137,143	Valentine
2. The Kenwood	3909 Kenwood Avenue	Kansas City	MO	64110	\$1,809,000	13	1966	11/04/2024	\$139,154	Southmoreland
3. The James	3719-23 & 3700-3708 Wyoming St	Kansas City	MO	64111	\$4,600,000	46	1923/1960	01/23/2025	\$100,000	Volker
4. Plaza 36	902 Emanuel Clever II Blvd	Kansas City	MO	64110	\$3,825,000	36	1951	02/20/2025	\$106,250	East Plaza
5. Holly Street	4403-7 Holly Street	Kansas City	MO	64111	\$1,350,000	8	1955	03/27/2025	\$168,750	West Plaza
6. The Wick	3700 Warwick Blvd	Kansas City	MO	64111	\$3,150,000	27	1965	04/25/2025	\$116,667	Hanover Place
7. The Walnut	3946-3950 Walnut St	Kansas City	MO	64111	\$1,355,000	12	1915	08/22/2025	\$112,917	Southmoreland
8. The Holmes	3457 Holmes St	Kansas City	MO	64109	\$2,500,000	24	1946	09/23/2025	\$104,167	Old Hyde Park
9. The W	3824 Warwick Blvd	Kansas City	MO	64111	\$1,250,000	12	1921	10/06/2025	\$104,167	Hanover Place
10. 1114 E Armour Blvd	1114 E Armour Blvd	Kansas City	MO	64109	\$990,000	9	1907	12/22/2025	\$110,000	Old Hyde Park
11. Arsenal Apartments	4017-4023 Harrison St	Kansas City	MO	64110	\$1,650,000	12	1935	12/29/2025	\$137,500	South Hyde Park
12. McGee 7	4103-4105 Mcgee St	Kansas City	MO	64111	\$918,000	7	1963	01/23/2026	\$131,143	Southmoreland
13. Lofts on Central	3227 Central St	Kansas City	MO	64111	\$1,875,000	18	1905	03/10/2026	\$104,167	Broadway Gillham
Subject - The Madelyn	3727-3729 SW Traff	Kansas City	MO	64111	\$6,550,000	63	1923		\$103,968	Valentine



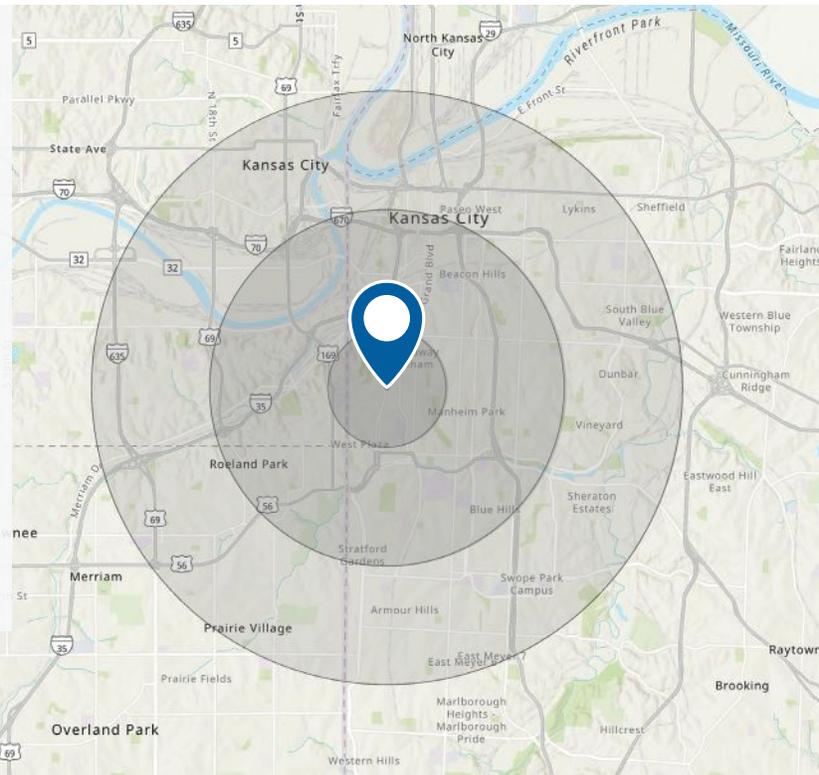
DEMOGRAPHICS

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SALES + INVESTMENTS

2024 SUMMARY	1 MILE	3 MILES	5 MILES
Population	21,340	112,580	275,748
Households	12,412	54,989	123,328
Families	3,198	21,675	57,183
Avg Household Size	1.64	1.96	2.17
Owner Occupied Housing Units	3,027	21,085	55,110
Renter Occupied Housing Units	9,385	33,904	68,218
Median Age	33.1	34.2	34.8
Median Household Income	\$58,665	\$62,048	\$59,488
Average Household Income	\$87,589	\$100,227	\$94,105



KEY FACTS

21,340
Population

33.1
Median Age

1.6
Average Household Size

\$87,589
Average Household Income

EMPLOYMENT



White Collar

78%



Blue Collar

10%



Services

13%

1.7%
Unemployment Rate

EDUCATION

4%
No High School Diploma

15%
High School Graduate

16%
Some College

64%
Bachelor's/Grad/Prof Degree

INCOME

\$58,665
Median Household Income

\$50,894
Per Capita Income

\$19,091
Median Net Worth

BUSINESS

1,840
Total Businesses

28,813
Total Employees

2024 Households by income (Esri)

The largest group: \$50,000 - \$74,999 (20.3%)

The smallest group: \$150,000 - \$199,999 (6.1%)

Indicator ▲	Value	Diff
<\$15,000	14.7%	+3.3%
\$15,000 - \$24,999	7.9%	+1.6%
\$25,000 - \$34,999	6.6%	-0.8%
\$35,000 - \$49,999	11.7%	-0.5%
\$50,000 - \$74,999	20.3%	+1.6%
\$75,000 - \$99,999	12.0%	-0.5%
\$100,000 - \$149,999	13.0%	-3.2%
\$150,000 - \$199,999	6.1%	-1.4%
\$200,000+	7.6%	-0.3%

Bars show deviation from Jackson County

MARKET OVERVIEW

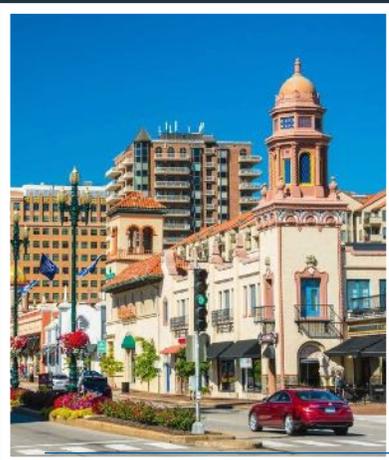
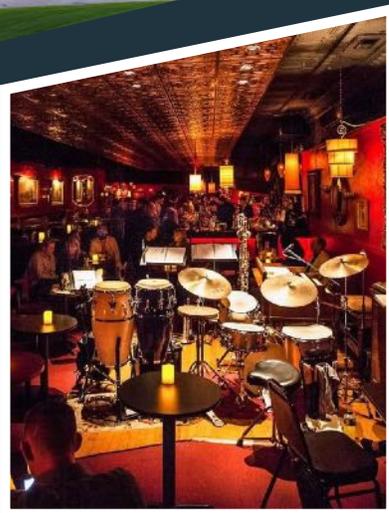


KANSAS CITY MSA - MISSOURI/KANSAS

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.





Lutz Sales + Investments is a boutique commercial real estate brokerage specializing in **multifamily and small investment property sales throughout the Kansas City region**. The firm has become synonymous with multifamily transactions in the local market, representing investors across a wide range of acquisition and disposition strategies.

The Lutz team has successfully brokered **more than half a billion in real estate transactions across more than 500 investment property sales**, with a primary focus on multifamily assets ranging from **2-75 units**. The firm has consistently ranked among the **Top 20 commercial real estate brokerages in Kansas City by total transaction volume**, while also achieving a **Top 5 ranking in multifamily transaction volume**, including a **#4 position in the market for multifamily sales**.

Through its deep understanding of Kansas City's investment landscape and an extensive network of owners, investors, lenders, and industry professionals, Lutz Sales + Investments provides clients **with strategic guidance, access to off-market opportunities, and comprehensive representation throughout the investment process**.



MICHELLE LUTZ

FOUNDER
& MANAGING PARTNER

Michelle Lutz is the founder and managing partner of Lutz Sales + Investments and one of the most active multifamily investment brokers in the Kansas City market. Over the course of her career, she has completed more than 500 real estate transactions totaling over half a billion dollars in closed sales, advising investors on acquisitions, dispositions, and long-term portfolio strategies.

Michelle has been recognized by the Kansas City Business Journal as a "Heavy Hitter" commercial real estate broker for five consecutive years and has consistently ranked among the Top 5 multifamily brokers in Kansas City, most recently achieving the #4 position for overall multifamily transaction volume in the market. Under her leadership, Lutz Sales + Investments has also ranked among the Top 20 commercial real estate brokerages in Kansas City by total transaction volume.

Widely regarded as a leading specialist in small- to mid-sized multifamily properties, Michelle works closely with high-net-worth individuals, private investors, and boutique investment funds seeking opportunities in the Kansas City market. Through her extensive network of private owners and industry relationships, she frequently provides clients access to exclusive off-market opportunities.

As a long-time multifamily investor herself, Michelle brings an owner's perspective to every transaction and regularly advises clients on 1031 exchanges, value-add acquisitions, portfolio dispositions, and long-term wealth building through multifamily real estate.

Michelle's disciplined focus on the small- to mid-market multifamily sector has positioned her as one of the most active and trusted investment property advisors in the Kansas City market.



LEE RIPMA

MULTIFAMILY
INVESTMENT ADVISOR

Lee Ripma is a real estate advisor specializing in multifamily investment properties throughout the Kansas City market. Known for her analytical approach and investor-focused perspective, Lee helps clients identify and evaluate high-quality investment opportunities while building long-term wealth through real estate.

Combining data-driven analysis with her own experience as a multifamily investor, Lee assists clients with underwriting opportunities, acquisition strategies, and portfolio growth. She has helped numerous investors better understand the fundamentals of successful multifamily investing in the Kansas City market.

Originally from California, Lee began investing in Kansas City real estate in 2017 while living out of state, eventually relocating to pursue multifamily investing and brokerage full-time.

Lee holds a Master's degree in Biology from San Diego State University and a Bachelor's degree in Ecology from Prescott College. She has been featured on several real estate platforms and podcasts, including BiggerPockets and the Joe Fairless Real Estate Podcast, where she shares insights on multifamily investing and market opportunities.



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