

# GLENVIEW APARTMENTS

19 UNITS | \$3.15M

8831-8837 Glenwood St,  
Overland Park, KS 66212



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## PROPERTY HIGHLIGHTS

- 95% Two-Bedroom or Larger Units
- Large 1,100 SF Units with Two Full Bathrooms
- 100% Renovated Units within Last Five Years
- All New Plumbing Including Plumbing Stacks
- Central A+ Overland Park Location
- Strong Tenant Demand
- 100% Occupancy

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## THE OPPORTUNITY

The Glenview 19-unit Apartments offers an excellent unit mix of 95% 2-bedroom or larger units in the highly sought-after Overland Park submarket. The property is consistently at 100% occupied with strong tenant demand. The property features 16 large 2-bedroom/2-bath units (~1,100 sq ft each), one 3-bedroom/2-bath, one 2-bedroom/1-bath, and one 1 bedroom unit—all with private balconies around a low-maintenance central courtyard. 14/19 units include in-unit laundry hookups, with coin-operated laundry in one building for anyone without their own Washer/Dryer. Assigned covered parking for tenant convenience.

The roofs are EPDM with a 50-year lifespan, installed in 2018. Recent upgrades include all-new plumbing, including new stacks, and 100% of the units cosmetically updated in 2022-2023. The building was recently wired for Google Fiber, so it is available for tenants in all units (tenants still pay for the Google Fiber service).

Multifamily in Overland Park rarely comes up for sale; do not miss the chance to add this turnkey property to your portfolio!



## UNIT MIX

Type	Units	Current Rent + Utility Fee Avg	Market Rent + Utility Fee
3 Bed/2 Bath	1	\$1,300	\$1,395
2 Bed/2 Bath	16	\$1,253	\$1,350
2 Bed/1 Bath	1	\$1,195	\$1,295
Studio	1	\$870	\$895

## AMENITIES AND FEATURES

- Two Bedroom Two Full Bathroom Units
- Large Units with 1,100 sf of Living Space
- Primary Bedroom with Walk-In Closet and Attached Full Bathroom
- Large Bedrooms
- Private Balconies
- Covered Assigned Parking
- Washer Dryer Hookups in 14/19 Units
- On-Site Landlord Owned Coin Operated Laundry Room



## THE VALUE ADD PLAY

Consider adding medium-term furnished rentals for increased cash-flow, and consider adding Washer/Dryer in the building that does not have in-unit Washer/Dryer. The unit size is large enough that you could consider converting a portion of the living room into a third bedroom.



## WHAT WE LOVE ABOUT THE PROPERTY

Prime Overland Park location, strong tenant demand, private balconies, covered parking, and large 2-bedroom 2-bathroom units. New plumbing throughout buildings including the stacks which is a common source of maintenance in this vintage of properties if plumbing stacks are original.

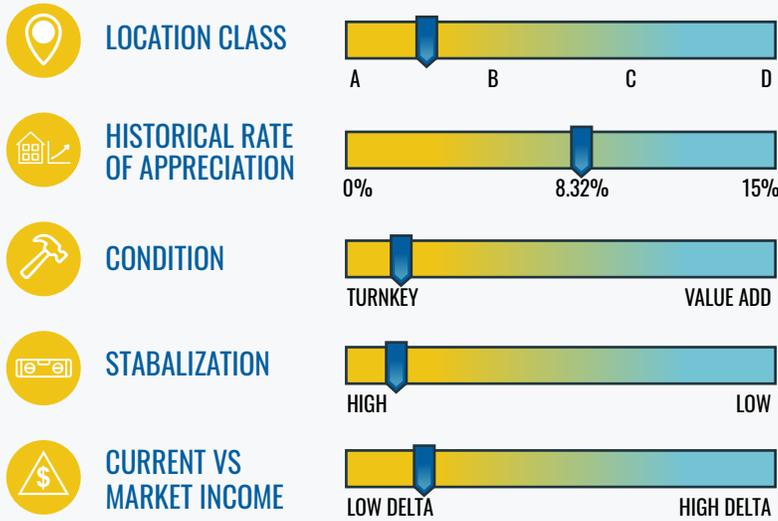


## PROPERTY CHALLENGES

Overland Park has high tenant demand and high prices. A-class locations do not come cheap! Not a huge value-add play - more of a turnkey property to manage for operational efficiency, in a great submarket.

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<b>UNITS</b>	19
<b>BUILDINGS</b>	4
<b>LEGAL PARCELS</b>	1
<b>STORIES</b>	2
<b>YEAR BUILT/RENOVATED</b>	1968/2022-23
<b>ELECTRIC METER</b>	Separate, Tenants Paid
<b>GAS METER</b>	Separate, Tenant Paid
<b>WATER METER</b>	Master, Landlord Paid
<b>TRASH</b>	Dumpster, Landlord Paid
<b>HOT WATER</b>	Large Gas Hot Water Heater, Landlord Paid
<b>HEAT</b>	Central Gas
<b>COOLING</b>	Central Electric
<b>LAUNDRY</b>	Most Units with In-Unit WD Hookups/Coin Laundry in One Building (Landlord Owns Machines)
<b>PARKING</b>	Assigned Covered Parking Under Carports
<b>TENANT PAID UTILITIES</b>	Electric & Gas
<b>LANDLORD PAID UTILITIES</b>	Water, Hot Water, & Trash
<b>TOTAL LOT SIZE (PUBLIC RECORD)</b>	38,571
<b>TOTAL SQUARE FEET (PUBLIC RECORD)</b>	21,504
<b>WINDOWS</b>	Original Alluminum Windows
<b>ROOF</b>	Flat EPDM roof (2018 with 50 year life)
<b>PLUMBING</b>	All New Including Stacks 2022
<b>ELECTRICAL</b>	Orginal Electrical with Alumiconn
<b>BASEMENT</b>	Basement and Crawlspace
<b>FOUNDATION</b>	Poured Concrete

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# RETAIL MAP

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## Top Employers

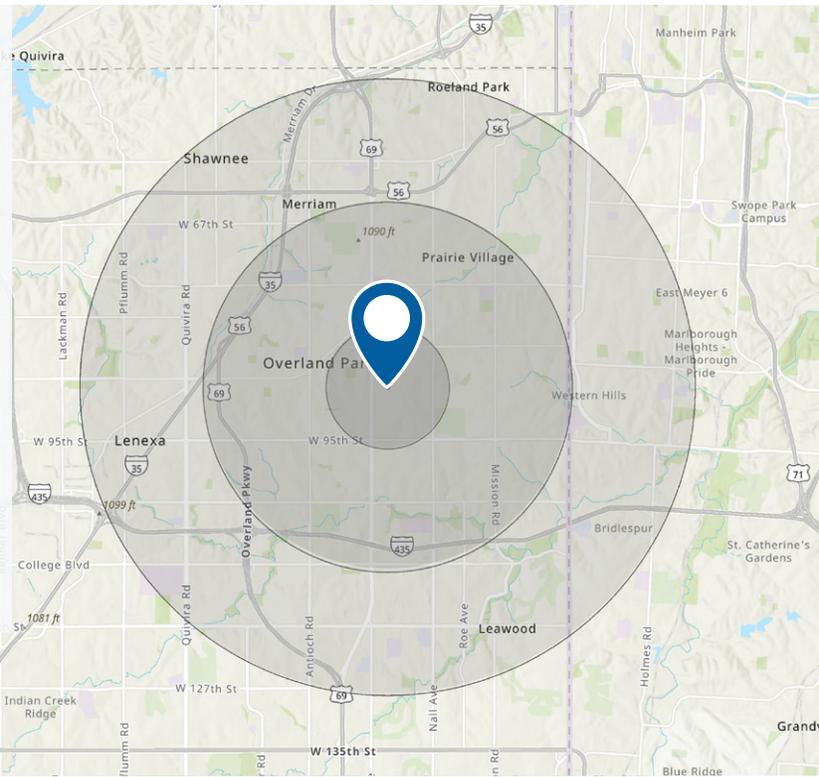
Top Employers	# of Employees
HCA Midwest Health	5,000
University of Kansas Health System	4,600
T-Mobile	4,000
Shawnee Mission School District	3,675
Blue Valley School District	3,175
UnitedHealth Group	3,000
Walmart Supercenter	2,850
AdventHealth	2,800
Shamrock Trading Corp.	2,500
Black & Veatch	2,200



# DEMOGRAPHICS

8831-8837, Glenwood St, Overland Park, KS 66212

2025 SUMMARY	1 MILE	3 MILES	5 MILES
Population	13,247	101,337	269,820
Households	6,157	44,940	122,688
Families	3,183	25,241	67,245
Avg Household Size	2.13	2.23	2.17
Owner Occupied Housing Units	3,049	27,606	73,883
Renter Occupied Housing Units	3,108	17,334	48,805
Median Age	40.7	39.9	40.0
Median Household Income	\$75,177	\$91,280	\$90,186
Average Household Income	\$102,839	\$128,758	\$127,834



## KEY FACTS

269,820  
Population

40.0  
Median Age

2.2  
Average Household Size

US\$127,834  
Average Household Income

## EMPLOYMENT



White Collar

79%



Blue Collar

11%



Services

10%

3.2%  
Unemployment Rate

## EDUCATION

3%  
No High School Diploma

14%  
High School Graduate

24%  
Some College

59%  
Bachelor's/Grad/Prof Degree

## INCOME

US\$90,186  
Median Household Income

US\$58,078  
Per Capita Income

US\$256,374  
Median Net Worth

## BUSINESS



15,941

Total Businesses



203,539

Total Employees

## 2025 Households by income (Esri)

The largest group: \$100,000 - \$149,999 (19.9%)

The smallest group: \$15,000 - \$24,999 (4.1%)

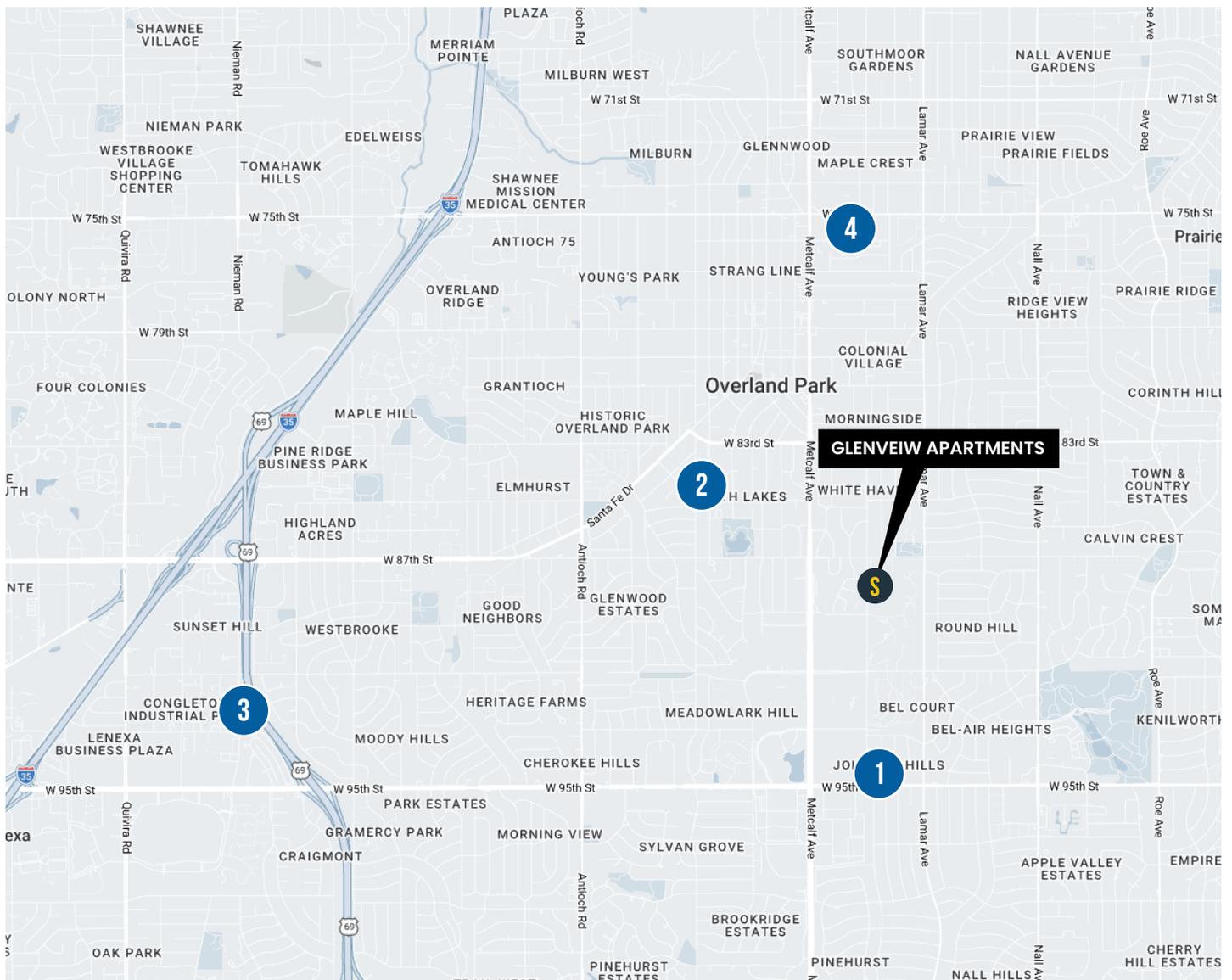
Indicator #	Value	Diff
<\$15,000	4.3%	+0.8%
\$15,000 - \$24,999	4.1%	+0.6%
\$25,000 - \$34,999	5.9%	+1.2%
\$35,000 - \$49,999	10.2%	+1.7%
\$50,000 - \$74,999	16.5%	+3.2%
\$75,000 - \$99,999	13.5%	+1.6%
\$100,000 - \$149,999	19.9%	-0.2%
\$150,000 - \$199,999	11.1%	-2.8%
\$200,000+	14.5%	-6.1%

Bars show deviation from Johnson County

# SALE COMPARABLES

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Name	Address	City, State	Zip Code	Sale Price	Units	Year Built	SF	Sale Date	Price Per Unit	Price Per SF	One Beds	Two Beds	Three Beds
1 Flats at 95 Metcalf	6601 W 94th Ter	Overland Park, KS	66212	\$3,050,000	20	1964	18,474	12/17/2025	\$152,500	\$165.10	8(1+1)	12(2+1)	
2 Pinecrest	8443-8459 Lowell Ave	Overland Park, KS	66212	\$1,980,000	13	1964	12,324	7/25/2025	\$152,308	\$160.66	4(1+1)	9(2+1)	
3 Neiman Eight	9201-9215 Nieman Road	Overland Park, KS	66214	\$1,045,000	8	1965	5,880	9/5/2024	\$130,625	\$177.72		8(2+15)	
4 Riviera Court	6818-6828 W 76th St	Overland Park, KS	66204	\$1,548,000	12	1962	13,536	8/29/2024	\$129,000	\$114.36		12(2+2)	
<b>Subject - Glenveiw</b>	<b>8831-8837, Glenwood St</b>	<b>Overland Park, KS</b>	<b>66212</b>	<b>\$3,150,000</b>	<b>19</b>	<b>1968</b>	<b>21,504</b>		<b>\$165,789</b>	<b>\$146.48</b>	<b>1(1+1)</b>	<b>16(2+2) 1(2+1)</b>	<b>1(3+2)</b>



# LOCATION OVERVIEW



## OVERLAND PARK, KANSAS

Overland Park located in Johnson County Kansas. It is the second-most populous city in the state of Kansas and the second-most populous city in the Kansas City metropolitan area, after Kansas City, Missouri. Overland Park's city center is roughly 13 miles south-southwest of downtown Kansas City, Missouri. Despite being a growing economic hub, Overland Park maintains a relatively low cost of living compared to other major metropolitan areas.

Overland Park consistently ranks high on lists of best places to live in the nation including:



**206,030**  
Population



**\$103,838**  
Median  
Household Income



**\$450,000**  
Median  
Home Value



**#2**  
OF 229 NICHE.COM  
BEST PLACE TO BUY  
A HOUSE IN AMERICA  
2024



**#2**  
WALLETHUB'S  
BEST PLACES TO  
RAISE A FAMILY  
2024



**#2**  
TRAVEL + LEISURE'S  
10 BEST PLACES FOR  
FAMILIES TO LIVE IN THE  
U.S 2024



**#5**  
WALLETHUB'S  
HAPPIEST CITIES  
2025



**#7**  
LIVABILITY.COM'S  
TOP 100 BEST PLACES  
TO LIVE 2024

### LIVABILITY

Residents enjoy an abundance of parks, trails, and recreational activities. The Overland Park Arboretum & Botanical Gardens and the 300-acre Deanna Rose Children's Farmstead provide unique outdoor experiences, while numerous parks and green spaces make it easy to stay active.

### TOP RATED SCHOOLS

One of the city's standout features is its highly rated public school system, part of the Blue Valley and Shawnee Mission school districts. These schools boast excellent academic programs, strong extracurricular opportunities, and high graduation rates, making Overland Park a top choice for families.

### JOB MARKET & EMPLOYMENT

Overland Park boasts a low unemployment rate and the city's pro-business policies, skilled workforce, and high median household income contribute to a robust local economy.

### KEY INDUSTRIES

- **Technology & Telecommunications:** The city has a significant tech presence, home to headquarters of companies like Netsmart and SS&C Technologies.
- **Finance & Insurance:** Firms such as Waddell & Reed (now part of Macquarie Group) and Creative Planning contribute to a strong financial services sector and an abundance of white-collar jobs.
- **Healthcare & Biosciences:** Overland Park is home to major hospitals and medical research centers including Overland Park Regional Medical Center, Menorah Medical Center, and AdventHealth.
- **Engineering & Construction:** Companies like the global engineering firm Black & Veatch provide high-paying white-collar jobs in infrastructure development.
- **Retail & Hospitality:** The city features a thriving retail sector, with shopping destinations such as Oak Park Mall and Downtown Overland Park with its weekly farmers market, the city is home to numerous dining and entertainment options.

# MARKET OVERVIEW

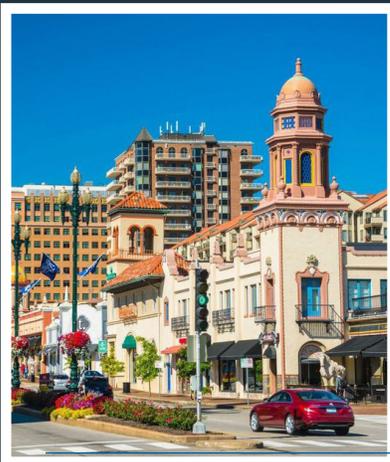
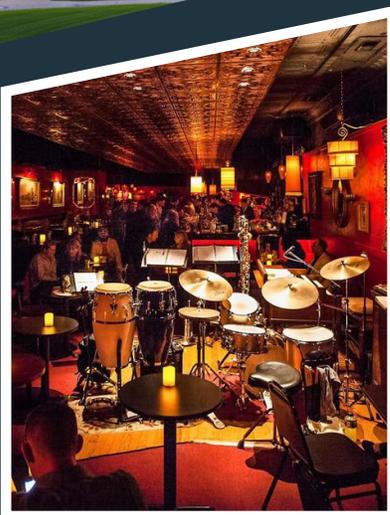


## KANSAS CITY MSA - MISSOURI/KANSAS

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.



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