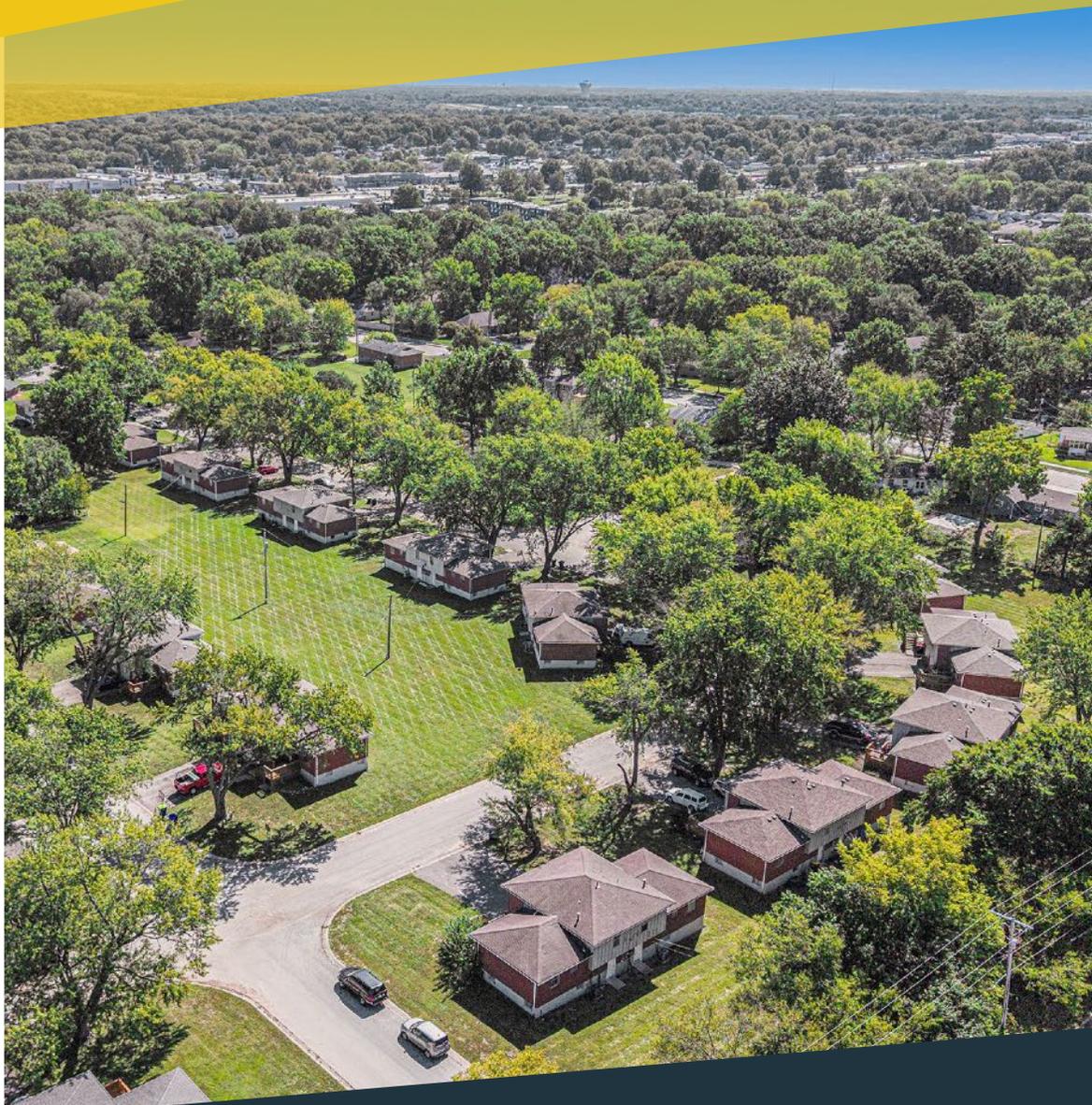


LEE'S SUMMIT 15 DUPLEX PACKAGE

15 DUPLEXES | 30 UNITS | \$4.825M



Florence Avenue
Lee's Summit, Missouri



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LEE'S SUMMIT 15 DUPLEX PACKAGE

Florence Avenue, Lee's Summit, Missouri



PROPERTY HIGHLIGHTS

- 15-Duplex Package in Prime Lee's Summit Location
- All 3 Bedroom & 1.5 Bath Units
- Each Unit has A One Car Garage, Laundry Room and Two Living Areas
- Multiple Exit Strategies
- Excellent Income Upside Potential
- Continuous Parcels Make For Easy Financing and Operational Efficiencies.

LEE'S SUMMIT 15 DUPLEX PACKAGE

Florence Avenue, Lee's Summit, Missouri

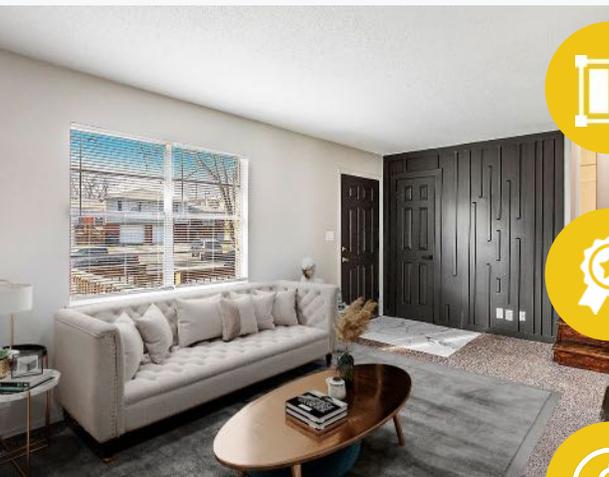
THE OPPORTUNITY

Lutz Sales + Investments is pleased to present this exclusive Lee's Summit multifamily package, on the market for the first time in over 25 years. Priced at \$4.85M, this rare opportunity consists of 15 contiguous duplexes (30 units total) in one of Kansas City's strongest suburban markets.

This offering has tremendous upside potential. Investors can pursue multiple exit strategies including holding long term to capture steady cash flow and natural appreciation, renovating slowly over time to push rents to their highest levels, or repositioning and exiting as either a full package or by selling off individual duplexes to owner-occupants or single-investor buyers. The potential here is truly unlimited with many strategic options. All 15 duplexes are contiguous, identical, and feature spacious three-bedroom, 1.5-bathroom floor plans, maximizing economies of scale on insurance and operating expenses. Ownership also allows investors to capitalize on 100% bonus depreciation in 2026 and the significant tax advantages that come with real estate investing. This package qualifies for 1031 exchanges and is eligible for both local and agency debt, offering flexibility in financing.

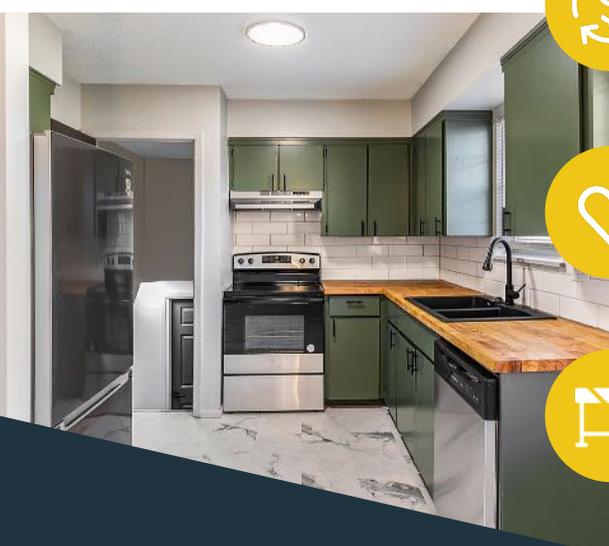
Approximately 10 of the 30 units have been refreshed with new paint, flooring and upgraded finishes. Mechanicals are mixed and have been replaced as needed. Solid property management in place and would like to stay on if new ownership desires. Unrenovated "classic" finish units are renting between \$1395 and \$1425. Refreshed units have reached \$1595 per month but the upper end of lease rates have not been tested.

Lee's Summit itself is one of the most desirable submarkets in the Kansas City metro. Known for its high household incomes, top-rated schools, and family-friendly reputation, the city consistently draws strong tenant demand. The property sits just minutes from Downtown Lee's Summit, as well as premier shopping districts like Summit Fair and Summit Woods Crossing, home to nationally recognized retailers and dining. This rare package combines prime location, proven demand, and multiple investment paths—an exceptional offering in a top-performing market.



UNIT MIX

Type	Units	Current Rent Avg	Market Rent
3 Bed/1.5 Bath	30	\$1,317	\$1,710



AMENITIES AND FEATURES

- Large Duplex Units Offering Tenants a Spacious Single Family Home Feel
- Garage and Two Spacious Living Areas per Unit
- Dedicated Laundry Areas and Separately Metered Utilities



THE VALUE ADD PLAY

Renovating remaining units to achieve market rents of \$1695 + per unit. Current unrenovated units are leasing for \$1395-\$1425. Split the package into separate individual duplexes and sell on MLS at premium prices.



WHAT WE LOVE ABOUT THE PROPERTY

Strong tenant demand and A-class location ensures steady income and higher than average historical appreciation. Solid property management currently in place and ready to stay on if desired.

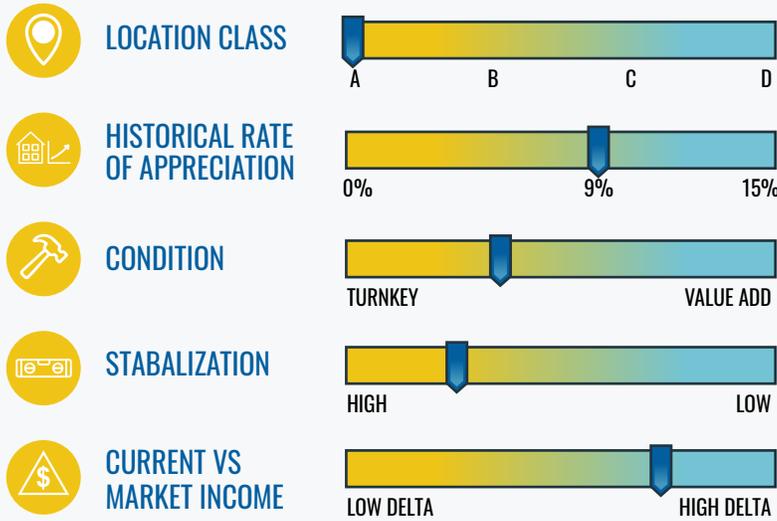


PROPERTY CHALLENGES

Some units remain un-remodeled, offering potential but requiring investment. Approximately 10 of the 30 units have received a refresh with new flooring carpeting and updated finishes. Mechanicals are mixed with some old and some new, having been replaced as needed.

LEE'S SUMMIT 15 DUPLEX PACKAGE

Florence Avenue, Lee's Summit, Missouri



UNITS	30
BUILDINGS	15
LEGAL PARCELS	15
STORIES	2
YEAR BUILT/RENOVATED	1965/2025
ELECTRIC METER	Separate
GAS METER	Separate
WATER METER	Separate
TRASH	Tenants Pays & Setup
HOT WATER	Individual Hot Water Heaters, One Per Unit
HEAT	Gas Central
COOLING	Electric Central
LAUNDRY	Side by side Hookups
PARKING	Single-car Garage per Unit
TENANT PAID UTILITIES	Electric, Gas, Water & Trash
LANDLORD PAID UTILITIES	None
TOTAL LOT SIZE (PUBLIC RECORD)	205,668 SF or 4.72 acres
TOTAL SQUARE FEET (PUBLIC RECORD)	36,746 SF
WINDOWS	Original
ROOF	Composition
BASEMENT	Full Basement
FOUNDATION	Concrete

LEE'S SUMMIT 15 DUPLEX PACKAGE

Florence Avenue, Lee's Summit, Missouri



LEE'S SUMMIT 15 DUPLEX PACKAGE

Florence Avenue, Lee's Summit, Missouri



RETAIL MAP

Florence Avenue, Lee's Summit, Missouri

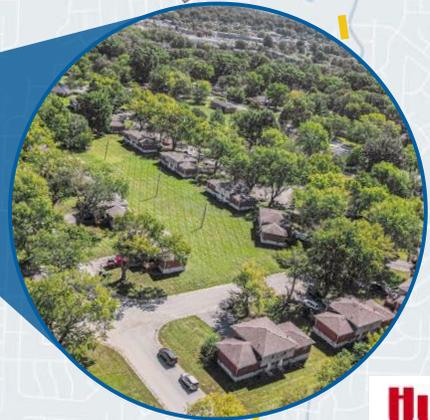
Top Employers

Top Employers	# of Employees
Lee's Summit R-VII School District	2,886
U.S. Citizenship & Immigration Services	2,200
National Benefits Center	1,500
Government Employees Health Association	1,313
University Health Lakewood Medical Center	1,206
John Knox Village	1,000
Saint Luke's Health System	780
ReDiscover	708
City of Lee's Summit	660
CVS Caremark Call Center	400



Lee's Summit North High School

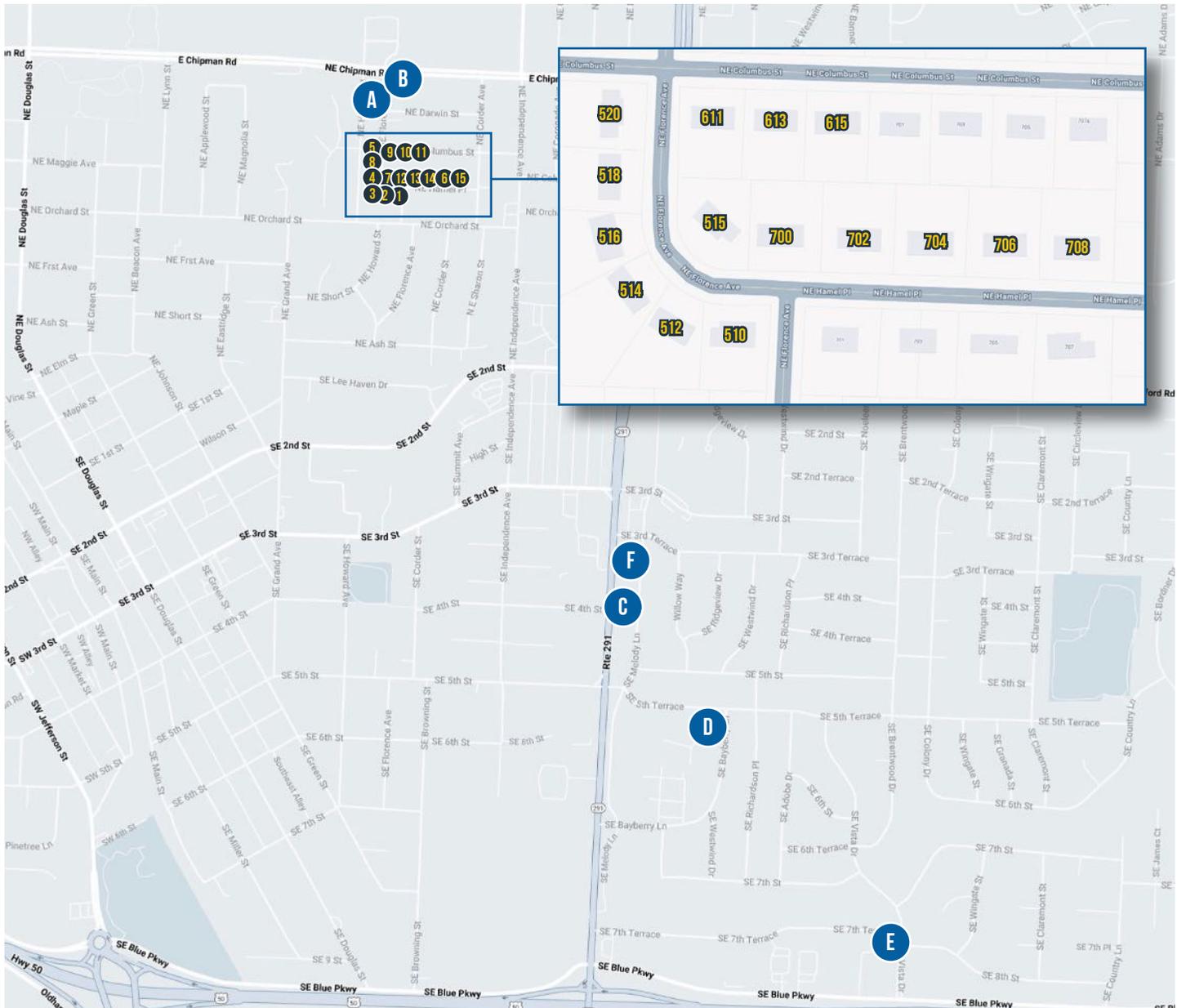
Performing Arts Center at Lee's Summit HS



SALE COMPARABLES

Florence Avenue, Lee's Summit, Missouri

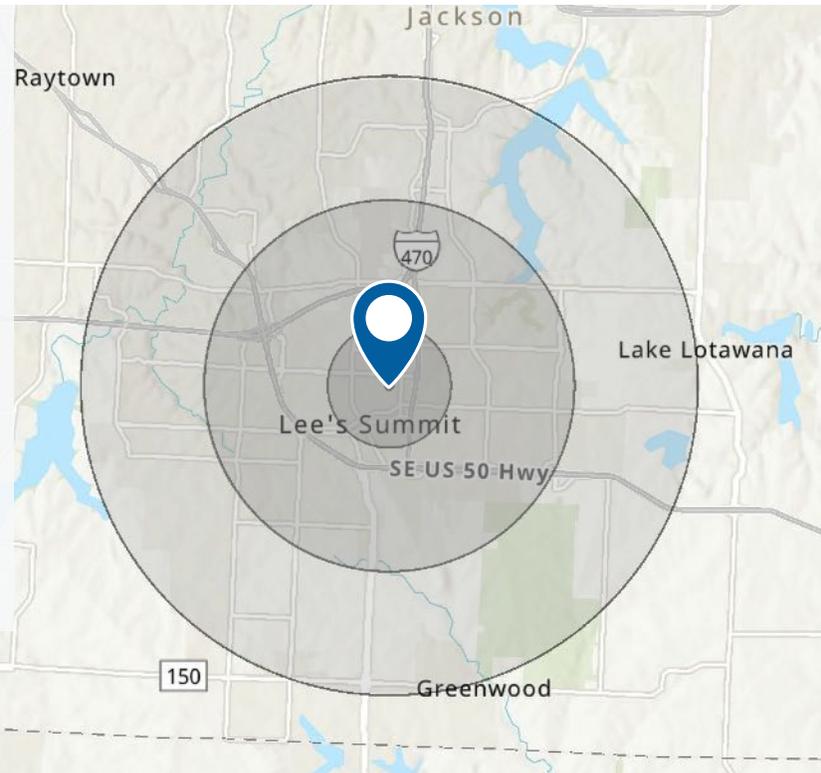
Label	Distance	Property Address	Property City	Sold Price	Close Dt	Type	Yr Blt	MLS #
A	0.1 mi	608 NE Florence Avenue	Lee's Summit	\$385,000	1/31/25	Duplex	1966	2519825
B	0.1 mi	607 NE Chipman Road	Lee's Summit	\$357,000	5/23/25	Duplex	1966	2544576
C	0.8 mi	322 SE Melody A & B Lane	Lee's Summit	\$425,000	4/22/25	Duplex	1968	2538104
D	1.0 mi	522 SE Hampton Street	Lee's Summit	\$365,000	5/2/25	Duplex	1980	2539105
E	1.5 mi	1029 SE 7th Terrace	Lee's Summit	\$365,000	1/13/25	Duplex	1979	2509755
F	1.0 mi	314 Melody Lane	Lee's Summit	\$399,000	1/15/2026	Duplex	1968	2591657
Subject		15 Duplex Package	Lee's Summit	\$321,667				



DEMOGRAPHICS

Florence Avenue, Lee's Summit, Missouri

2025 SUMMARY	1 MILE	3 MILES	5 MILES
Population	12,243	55,831	93,450
Households	5,711	22,838	36,482
Families	3,179	14,697	25,350
Avg Household Size	2.14	2.43	2.54
Owner Occupied Housing Units	2,501	14,995	25,213
Renter Occupied Housing Units	3,210	7,843	11,269
Median Age	36.6	39.3	40.0
Median Household Income	\$65,685	\$91,767	\$102,853
Average Household Income	\$86,390	\$112,716	\$127,380



KEY FACTS

- 93,450** Population
- 40.0** Median Age
- 2.5** Average Household Size
- \$127,380** Average Household Income

EMPLOYMENT

- 75%** White Collar
- 16%** Blue Collar
- 8%** Services
- 3.0%** Unemployment Rate

EDUCATION

- 3%** No High School Diploma
- 19%** High School Graduate
- 30%** Some College
- 49%** Bachelor's/Grad/Prof Degree

INCOME

- \$102,853** Median Household Income
- \$49,916** Per Capita Income
- \$363,745** Median Net Worth

BUSINESS

- 3,551** Total Businesses
- 51,395** Total Employees

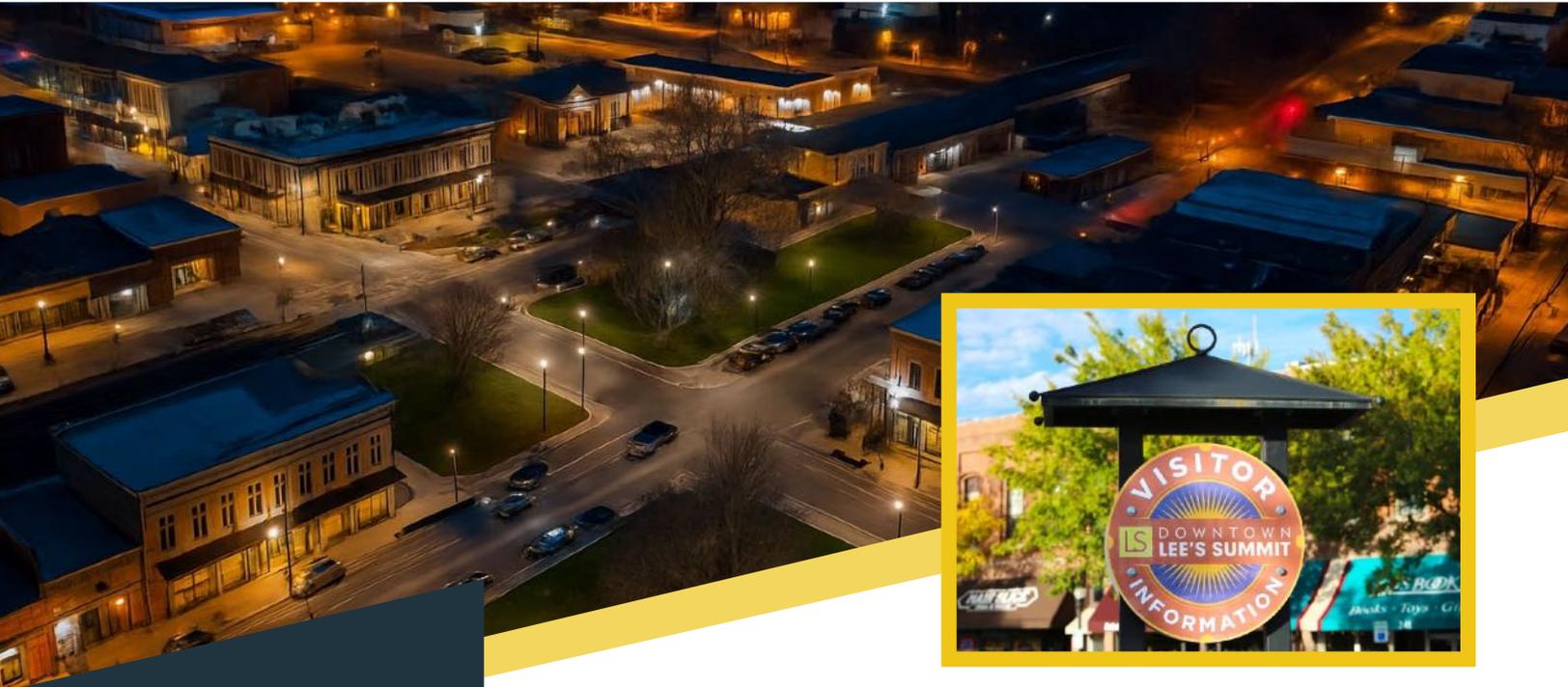
2025 Households by income (Esri)

The largest group: \$100,000 - \$149,999 (23.1%)
The smallest group: \$15,000 - \$24,999 (2.9%)

Indicator #	Value	Diff
<\$15,000	3.6%	-5.2%
\$15,000 - \$24,999	2.9%	-2.5%
\$25,000 - \$34,999	4.6%	-2.9%
\$35,000 - \$49,999	9.2%	-3.1%
\$50,000 - \$74,999	14.7%	-3.7%
\$75,000 - \$99,999	13.1%	0
\$100,000 - \$149,999	23.1%	+4.7%
\$150,000 - \$199,999	13.1%	+4.9%
\$200,000+	15.6%	+7.6%

Bars show deviation from Jackson County

SUBMARKET OVERVIEW



LEE'S SUMMIT

Lee's Summit, Missouri, is a thriving suburban city in Jackson and Cass Counties, just 16 miles southeast of downtown Kansas City along I-470 and US 50. As Missouri's sixth-largest city with a 2024 population of approximately 104,352, it combines upscale residential appeal, top-tier amenities, and strong economic growth, making it a premier destination in the Kansas City metro. The real estate market offers diverse options, including single-family homes, townhouses, and apartments, with a median value of \$365,000 reflecting a robust 12.1% appreciation over the past year. Homeownership stands at 74.3%, with values up 4.7% annually, attracting buyers and investors seeking stability and growth.

ECONOMY

Lee's Summit's economy is driven by healthcare, education, retail, and professional services, employing over 40,000 residents. Major employers include Lee's Summit R-7 School District (2,886 employees), Homeland Security - USCIS National Benefits Center (2,200), Government Employees Health Association (GEHA, 1,313), University Health Lakewood Medical Center (1,206), and John Knox Village (1,000). Proximity to Kansas City enhances opportunities in logistics and tech, with low unemployment and a skilled workforce fostering business expansion.

COMMUNITY

Lee's Summit excels with family-focused attractions like the award-winning Longview Lake for boating and fishing, the Summit Trails system for hiking, and the historic Downtown Lee's Summit district for shopping and events such as Oktoberfest. The Lee's Summit R-7 School District ranks among Missouri's best, with high graduation rates and advanced programs. Low crime rates, vibrant parks, and cultural venues like the Harris Park Amphitheater create a safe, engaging environment. Ideal for families, professionals, and retirees, Lee's Summit delivers exceptional quality of life with seamless access to Kansas City's urban energy.



104,352
Population

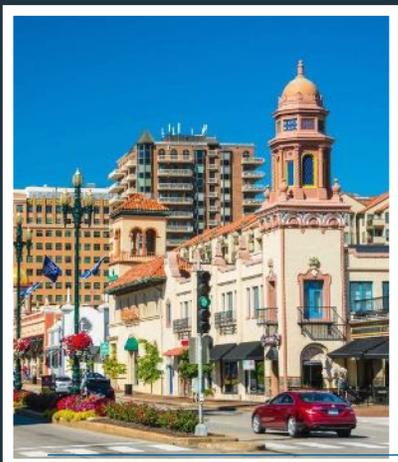
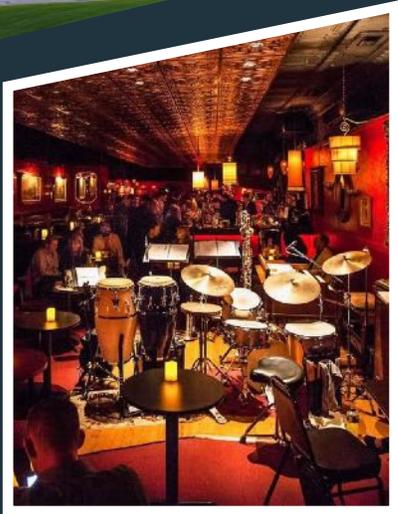


\$365,000
Median Home Value



\$104,989
Median Household Income

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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