

LAWDALE PORTFOLIO

51 UNITS | \$1.75M

5701, 5705, & 5609 St John Ave,
Kansas City, Missouri 64124



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PROPERTY HIGHLIGHTS

- Stable, Largely Voucher Tenant Base
- Great St John Ave Corridor Location in The Historic Northeast
- On Bus Line and Walkable to Local Businesses
- High income per square foot
- In-place Property Management Specializes in Voucher Tenant Management

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THE OPPORTUNITY

Welcome to the Lawndale Apartments, a 51-unit multifamily opportunity in Kansas City's Historic Northeast. This three-building brick property features a balanced mix of 32 one-bedrooms, 13 studios, and 6 compact basement studios. The tenant base is primarily voucher-supported, ensuring consistent monthly income. With classic architectural details, large windows, and solid construction, the asset offers immediate cash flow and clear value-add potential through interior upgrades.

Current rents are strong, with spacious one-bedrooms appealing to long-term tenants and studio units—especially the basement layouts—providing affordable options in a tight rental market. Investors can renovate units as they turn to capture additional upside while maintaining high occupancy. Operational improvements offer further room for growth.

With scale, a desirable unit mix, and an attractive price-per-door, Lawndale is a rare acquisition in a submarket seeing steady revitalization. Surrounded by local investment and just minutes from downtown, this is a classic Kansas City asset positioned for both stability and long-term appreciation potential.



UNIT MIX

Type	Units	Current Rent Average	Market Rent
1 Bed/1 Bath	32	\$1,072	\$1,098
Studio	13	\$678	\$885
Basement Studio	6	\$594	\$650



AMENITIES AND FEATURES

- Practical and Efficient 1 bed and studio units
- Charming original details
- On city Bus line with easy access to employment via mass transportation
- Walkable to Local Businesses
- Affordable Rental Rates



THE VALUE ADD PLAY

Continue to operate for operational efficiency. Stay on top of voucher increases to maximize income. One unit is currently being used as an on-site office but could be turned back into a unit or a coin op laundry for additional income.



WHAT WE LOVE ABOUT THE PROPERTY

Almost all voucher tenants lead to extremely predictable and stable income. Incredible price to rent ratio. Management that specializes in the strategy is already in place.

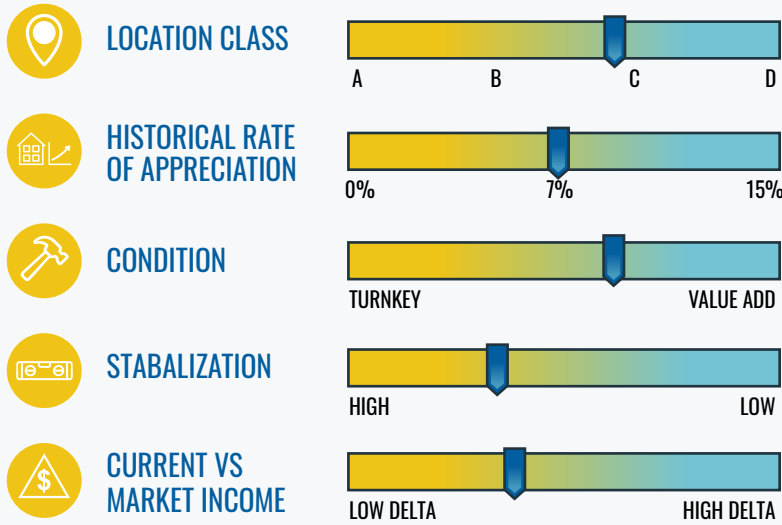


PROPERTY CHALLENGES

Units will always be studios and 1 beds with window AC and street parking. Voucher tenants are a profitable niche that require a specialized management team.

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UNITS	51
BUILDINGS	3
LEGAL PARCELS	4
STORIES	3
YEAR BUILT	1910/1913
ELECTRIC METER	Separate Meters, Tenant or Landlord Paid Depending on Lease Terms
GAS METER	Master, Landlord Paid
WATER METER	Master, Landlord Paid
TRASH	Dumpster, Landlord Paid
HOT WATER	Landlord Paid, Shared Hot Water Heaters in the Basements
HEAT	Central Boiler + Baseboard Electric Heat
COOLING	Window Units
LAUNDRY	No Laundry On Site
PARKING	On Street
TENANT PAID UTILITIES	Tenants Could Pay Electric but Most Leases Include All Utilities
LANDLORD PAID UTILITIES	Water, Trash, Gas, Hot Water
TOTAL LOT SIZE (PUBLIC RECORD)	15,964 SF or 0.37 acres
TOTAL SQUARE FEET (PUBLIC RECORD)	12,672 SF
WINDOWS	Vinyl replacement windows
ROOF	Flat TPO or asphalt roofs
BASEMENT	Full basement
FOUNDATION	Stone

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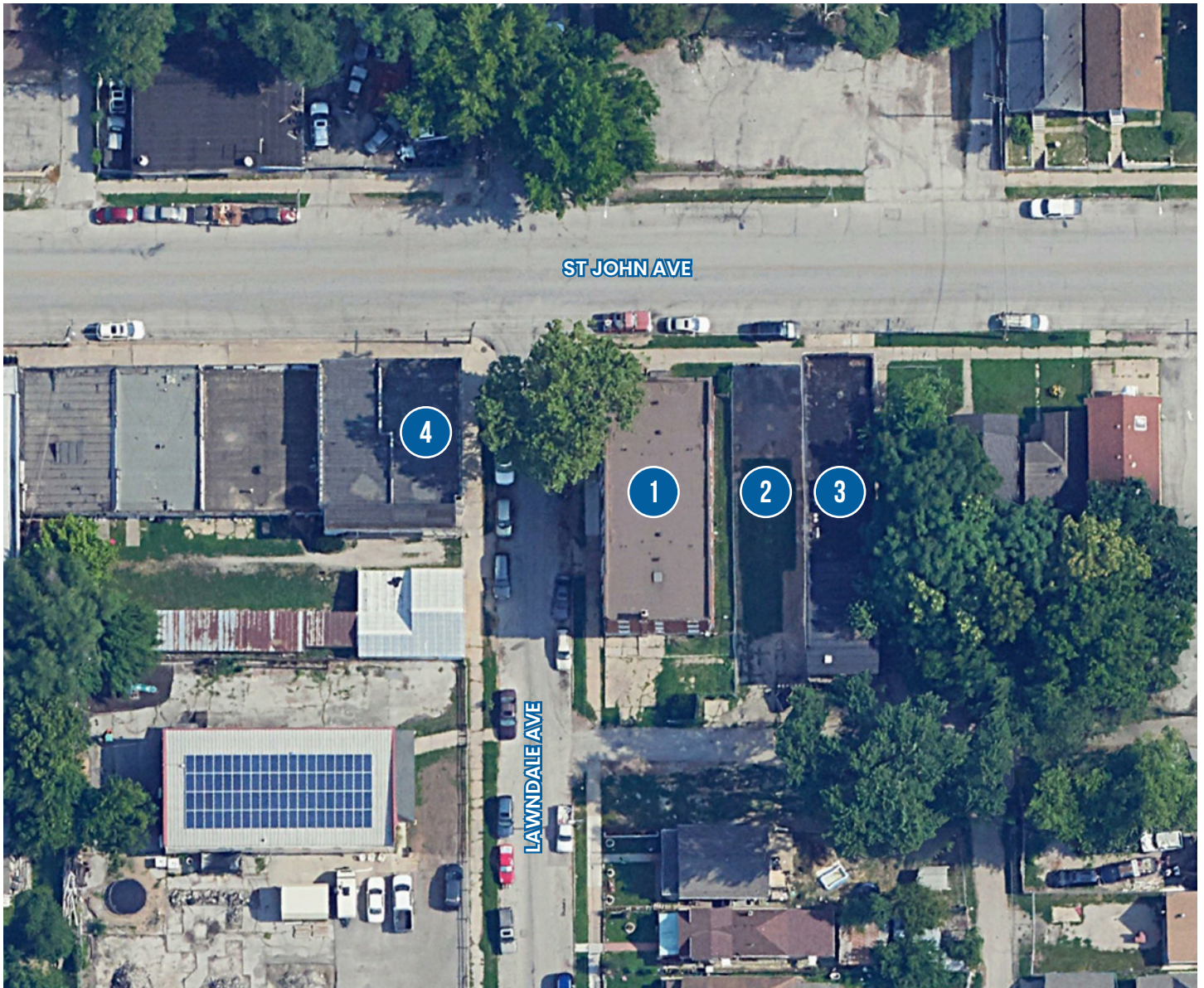
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PORTFOLIO DETAILS

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Address	Unit	One Bedroom	Studio	Basement Studio	Bldg. SF	Lot SF	Year Built	2024 Property Taxes	Legal
1. 5701 Saint John Ave, Kansas City, MO 64123	23	8	9	6	6,308	5,657	1910	\$6,094	WINRAM PLACE S 125 FT OF LOTS 1 & 2
2. 5703 Saint John Ave, Kansas City, MO 64123 (Vacant Lot)	0	0	0	0	-	3,137	NA	\$150	WINRAM PLACE S 125 FT OF LOT 3
3. 5705-5707 Saint John Ave, Kansas City, MO 64123	10	10	0	0	5,050	6,280	1910	\$4,353	WINRAM PLACE S 125' OF LOTS 4 & 5
4. 5609-5623 Saint John Ave, Kansas City, MO 64123	18	14	4	0	10,000	15,914	1913	\$4,778	OAKLEY N 103' OF S 229' OF W 155' OF E 180' OF W 1/2 OF LOT 43
TOTAL	51	32	13	6	21,358	30,988		\$15,375	



RETAIL MAP

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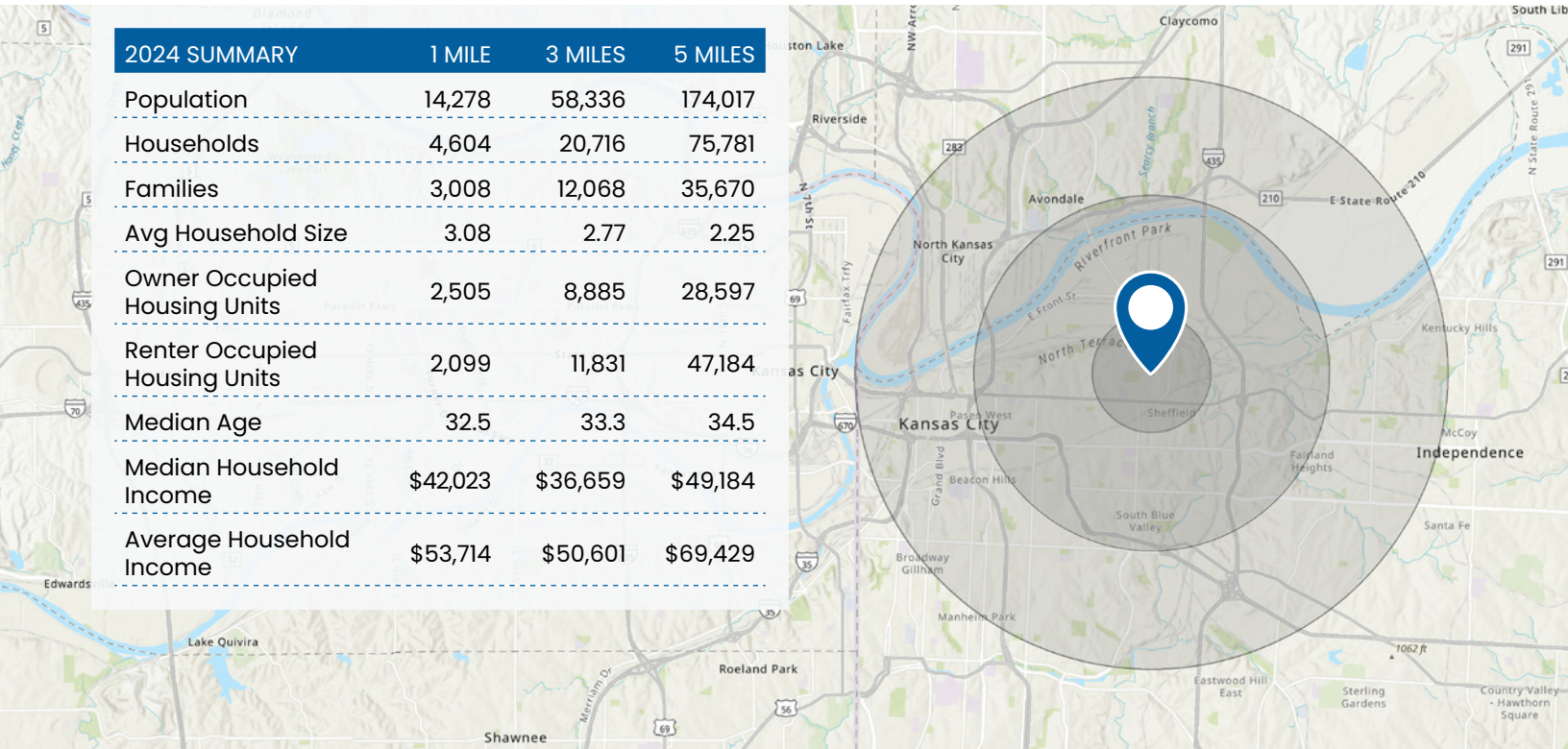
Top Employers

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



DEMOGRAPHICS

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2024 SUMMARY	1 MILE	3 MILES	5 MILES
Population	14,278	58,336	174,017
Households	4,604	20,716	75,781
Families	3,008	12,068	35,670
Avg Household Size	3.08	2.77	2.25
Owner Occupied Housing Units	2,505	8,885	28,597
Renter Occupied Housing Units	2,099	11,831	47,184
Median Age	32.5	33.3	34.5
Median Household Income	\$42,023	\$36,659	\$49,184
Average Household Income	\$53,714	\$50,601	\$69,429

KEY FACTS

- 174,017** Population
- 2.3** Average Household Size
- 34.5** Median Age
- \$49,184** Median Household Income

EDUCATION

- 14%** No High School Diploma
- 32%** High School Graduate
- 27%** Some College
- 26%** Bachelor's/Grad/Prof Degree

BUSINESS

- 9,088** Total Businesses
- 184,295** Total Employees

EMPLOYMENT

- 58%** White Collar
- 27%** Blue Collar
- 15%** Services
- 4.5%** Unemployment Rate

INCOME

- \$49,184** Median Household Income
- \$30,411** Per Capita Income
- \$26,040** Median Net Worth

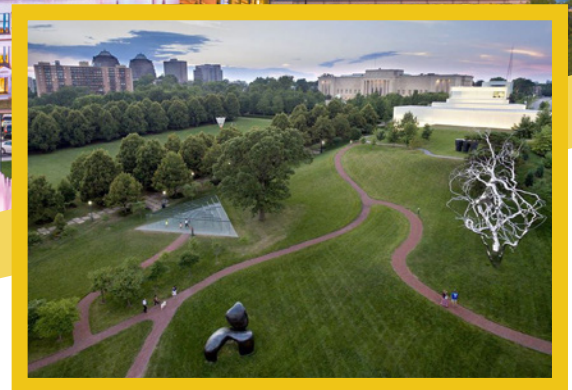
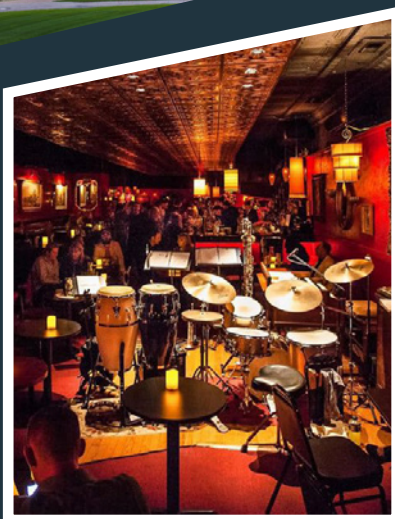
2024 Households by income (Esri)

The largest group: \$50,000 - \$74,999 (18.5%)
The smallest group: \$200,000+ (3.8%)

Indicator	Value	Diff
<\$15,000	18.2%	+6.8%
\$15,000 - \$24,999	9.1%	+2.8%
\$25,000 - \$34,999	9.3%	+1.9%
\$35,000 - \$49,999	13.9%	+1.7%
\$50,000 - \$74,999	18.5%	-0.2%
\$75,000 - \$99,999	10.6%	-1.9%
\$100,000 - \$149,999	11.9%	-4.3%
\$150,000 - \$199,999	4.7%	-2.8%
\$200,000+	3.8%	-4.1%

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 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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