OFFERING MEMORANDUM

COLUMBUS
PARK FOUR

LUTZ
SALES + INVESTMENTS

4
UNITS

$1.95M
OFFERING PRICE

$487.5K
PRICE PER UNIT

1900/2022
YEAR BUILT / RENOVATED

511 CAMPBELL ST
KANSAS CITY, MISSOURI
LOCATION

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LUTZ SALES + INVESTMENTS

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COLUMBUS PARK FOUR

511 Campbell St, Kansas City, Missouri

Mary Crosby, *August 2026*

I don't leave reviews often, but these guys deserve one. We stayed in a furnished apartment for almost 90 days during a corporate relocation. Everything was clean, the furniture was comfortable, and management was responsive anytime we had a question.

PROPERTY HIGHLIGHTS

- Gut Renovation in 2022 by Luxury Home Builder
- Medium-Term Furnished Rental Generating $200,000 a Year
- 1,400 SF Rooftop Deck with Panoramic City Views
- Designer Finishes: Quartz Countertops, Custom Cabinets & Real Wood Floors
- Renovation Preserves and Accentuates Historic Charm with Modern High-End Finishes
- Exceptional Location in the Heart of Kansas City's Columbus Park
- Central Heat & Air
- Laundry in All Units

COLUMBUS PARK FOUR

511 Campbell St, Kansas City, Missouri

THE OPPORTUNITY

Welcome to your newest Trophy property, the Columbus Park Four is a fully reimagined property in the heart of Kansas City's most storied neighborhoods. Completely rebuilt in 2022 with all new electrical, plumbing and a luxury finish this exceptional asset blends the character of its historic structure with brand-new, high-end finishes throughout. Currently operating as a successful medium-term rental, the property generated a whopping $193,554 in the last twelve months, making it a rare turnkey opportunity with strong in-place cash flow.

All units feature quartz countertops, custom cabinetry, and real hardwood floors—finishes typically reserved for luxury single-family homes. Designer tile, incredible fireplaces, and lighting. The all-electric building has central heat and air for each unit along with laundry in each unit. New construction quality built to modern code means minimal near-term capital needs for a new owner.

The crown jewel of the property is a stunning 1,400 square foot rooftop deck, accessible to all four units via a dramatic central staircase. Offering sweeping views of the Kansas City skyline, the rooftop is a signature amenity that commands premium rents and distinguishes this property from anything else in the market. The Columbus Park Four is ideally positioned to continue as a high-performing medium-term rental or to be converted to long-term luxury leases with equally strong returns.

UNIT MIX

Unit Number	Unit Type
A	1 Bed/1.5 Bath
B	1 Bed/1 Bath
C	2 Bed/2 Bath
D	2 Bed/2 Bath

AMENITIES AND FEATURES

- 1,400 SF Shared Rooftop Deck with Panoramic City Skyline Views
- Quartz Countertops, Custom Cabinetry & Real Wood Floors
- Stunning Title Work
- Central Heat and Air
- In-unit Laundry
- Incredible Walkable Historic Neighborhood

WHY WE LOVE IT

New construction quality from an experienced local home builder in business for more than 30 years. New construction quality means peace of mind with virtually no near-term capital expenditure needs. Rarely will such a beautiful asset offer such a high cap rate.

PROPERTY CHALLENGES

The building has impeccable finishes but only offers street parking.

THE VALUE ADD PLAY

The medium-term rental strategy is already proven and performing. A buyer could maintain the MTR model or convert to long-term luxury leases to attract professional tenants.

COLUMBUS PARK FOUR

511 Campbell St, Kansas City, Missouri

LUTZ SALES + INVESTMENTS

LOCATION CLASS	A / B / C / D	
HISTORICAL RATE OF APPRECIATION	0% / 6.75% / 15%	
CONDITION	TURNKEY	VALUE ADD
STABILIZATION	HIGH	LOW
CURRENT VS MARKET INCOME	LOW DELTA	HIGH DELTA

EXPENSE SUMMARY

ELECTRIC
SUB METERED

GAS
ALL ELECTRIC, NO GAS

WATER
MASTER METER

TRASH
FREE BINS IN KCMO

HOT WATER
INDIVIDUAL ELECTRIC WATER HEATERS

UNITS	4
BUILDINGS	1
LEGAL PARCELS	1
STORIES	3
YEAR BUILT/ RENOVATED	1900/2022
TOTAL LOT SIZE (PUBLIC RECORD)	1,583
TOTAL SQUARE FEET (OWNER - INCREASE AFTER RENOVATIONS)	4,725

HEATING	Central Electric
COOLING	Central Electric
LAUNDRY	In-Unit Laundry Stackable or Side by Side
PARKING	Street

ROOF	TPO 2022
ELECTRICAL	Brand New Throughout 2022
PLUMBING	Brand New Throughout 2022
WINDOWS	All New Windows 2022
BASEMENT	Full Basement
FOUNDATION	Stone

COLUMBUS PARK FOUR

511 Campbell St, Kansas City, Missouri

LUTZ
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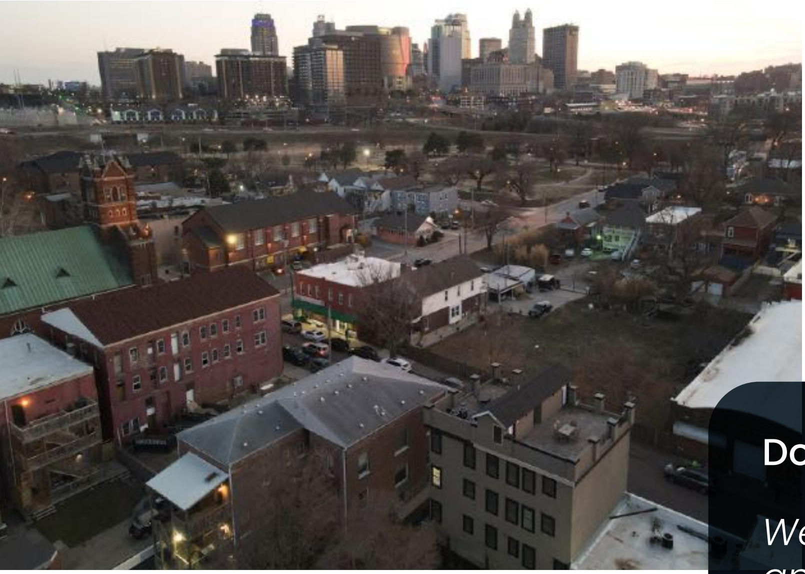
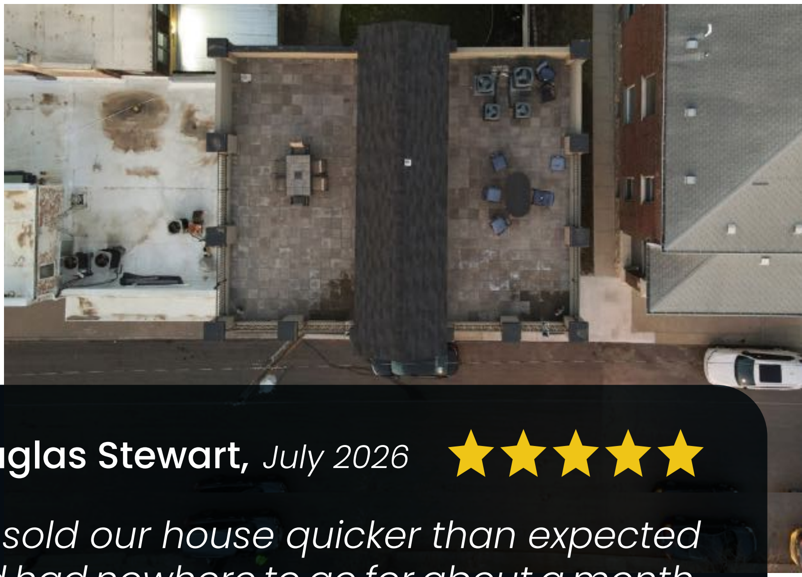
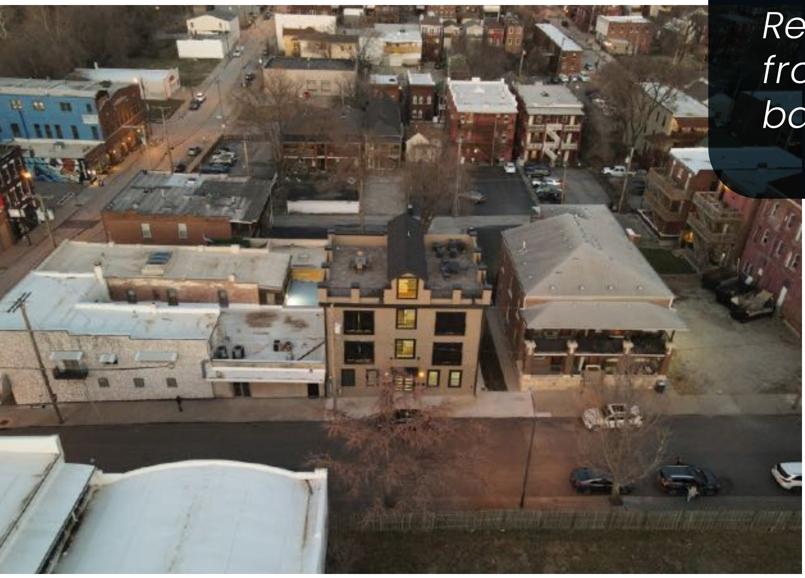
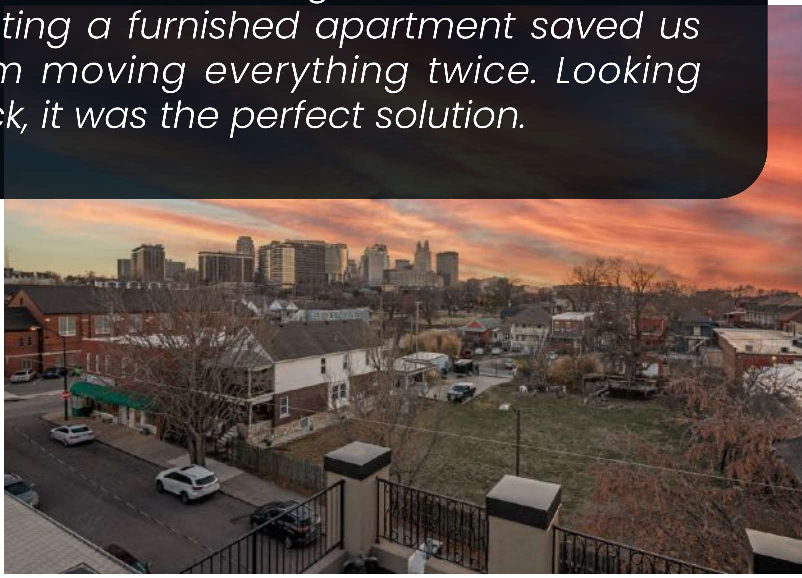




Douglas Stewart, *July 2026* ★★★★★

We sold our house quicker than expected and had nowhere to go for about a month. Renting a furnished apartment saved us from moving everything twice. Looking back, it was the perfect solution.





UNIT A

511 Campbell St, Kansas City, Missouri

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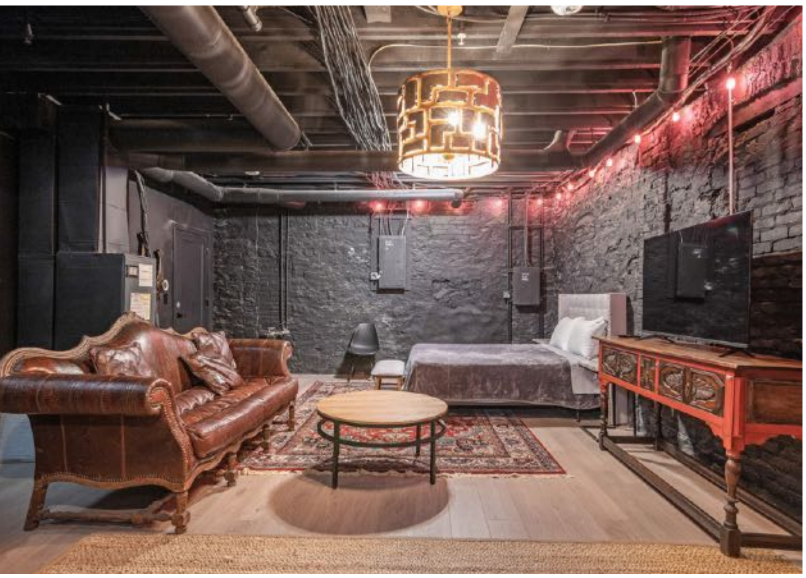

UNIT B

511 Campbell St, Kansas City, Missouri

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UNIT C

511 Campbell St, Kansas City, Missouri

LUTZ SALES + INVESTMENTS

UNIT D

511 Campbell St, Kansas City, Missouri

RETAIL MAP

511 Campbell St, Kansas City, Missouri

Top Employers	# of Employees
Federal Government	32,000
University of Kansas Health System	13,600
Oracle Cerner	12,800
HCA Midwest Health	9,977
Saint Luke's Health System	9,018
Fort Leavenworth	8,937
Children's Mercy	8,513
Whiteman Air Force Base	8,249
University of Kansas	8,084
State of Kansas	7,000

DEMOGRAPHICS

511 Campbell St, Kansas City, Missouri

LUTZ SALES + INVESTMENTS

The block group location of 511 Campbell is **67.2%** renters with a median age of **40.2**, with **72.1%** of the population working white-collar jobs. The median household income for the block of **$55,644** means the block **$1,376** median contract rent is **29.7%** of gross income —just slightly lower than the 30% of gross income rent burden standard. The block group is growing **+1.23%** a year — **3.2×** the national rate.

MEDIAN HHI • BLOCK

$55,644

70% of the $79,068 national median.

MEDIAN AGE • BLOCK

40.2

0.9 years over the national 39.3.

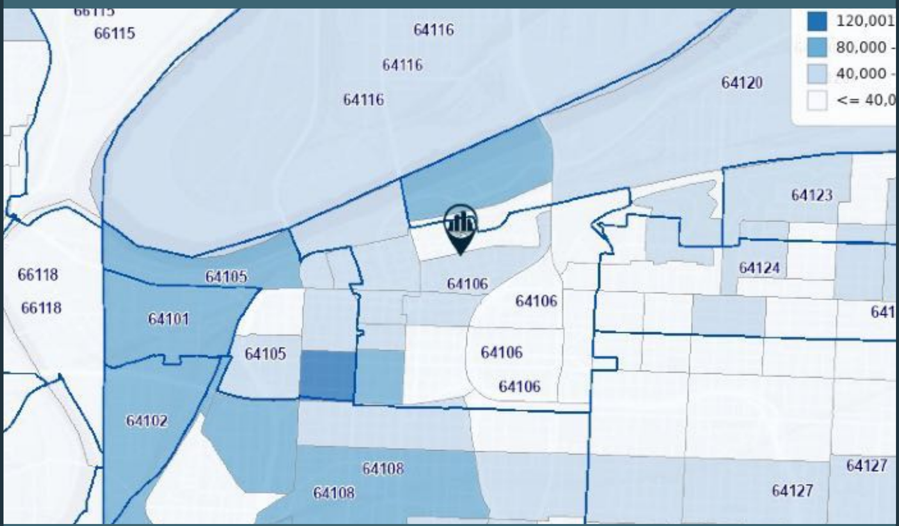
RENTER SHARE • BLOCK

67.2%

299 of 455 HH. Nationally 35.6%.

MEDIAN HHI • BLOCK GROUPS

2024 ACS estimate



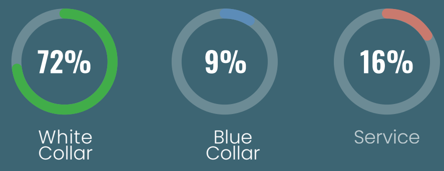
MEDIAN HHI • BLOCK GROUPS

<$30k · <$30-60k · <$60-90k · <$90-120k · <$120k+

POPULATION GROWTH • 5-YR CAGR

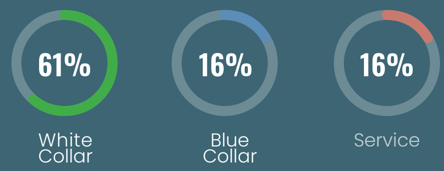
OCCUPATION PROFILE

BLOCK GROUP



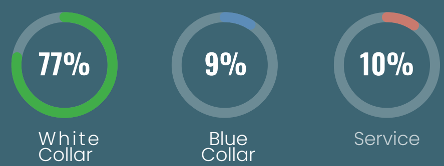
▶ White Colar · Unemployment: 1.3% · 588 employed

TRACT



▶ White Colar · Unemployment: 3.9% · 1,584 employed

ZIP 64108



▶ White Colar · Unemployment: 5.3% · 6,455 employed

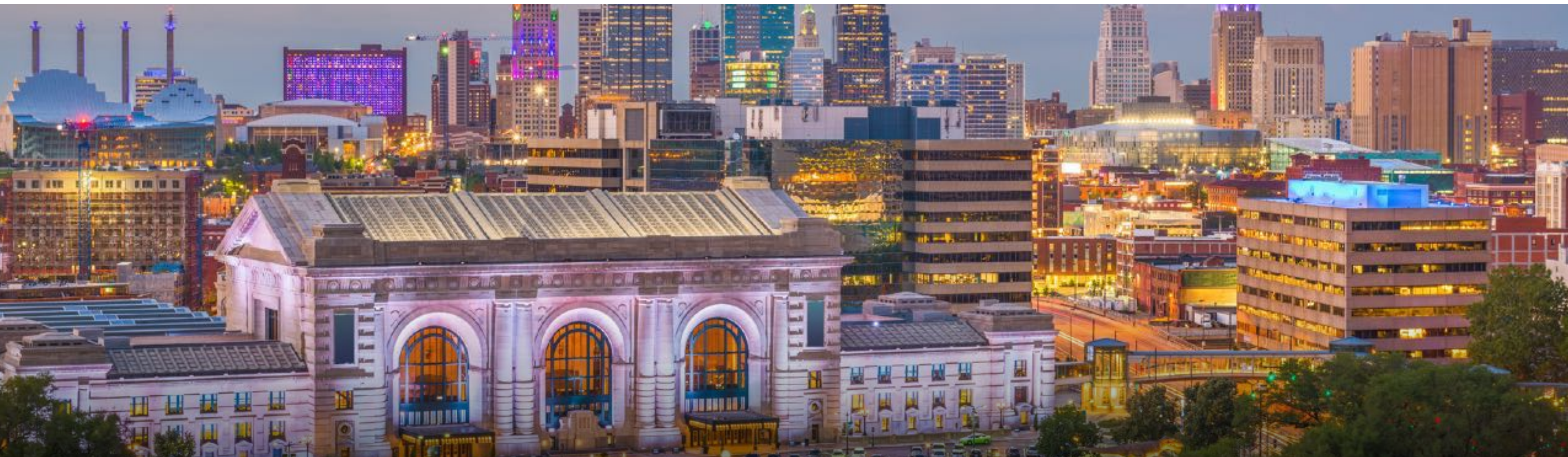
CROSS-SCALE SUMMARY

METRIC	BLOCK	TRACT	ZIP 64108	JACKSON CO.	NATIONAL
Median HHI	$55,644	$78,551 ▲ 41.2%	$59,458 ▲ 6.9%	$64,942 ▲ 16.7%	$79,068 ▲ 42.1%
Median age	40.2	33.1 ▼ 7.1 yr	31.6 ▼ 8.6 yr	37.4 ▼ 2.8 yr	39.3 ▼ 0.9 yr
Renter Share	67.2%	88.5% ▲ 21.3 pt	87.1% ▲ 19.9 pt	44.1% ▼ 23.1 pt	35.6% ▼ 31.6 pt
Pop Growth (CAGR)	+1.23%	+0.30% ▼ 0.93 pt	+1.93% ▼ 0.70 pt	+0.12% ▼ 1.11 pt	+0.38% ▼ 0.85 pt
Avg HH Size	1.86	1.86 –	1.73 ▼ 0.13	2.35 ▲ 0.49	2.53 ▲ 0.67

Source: Esri Demographics 2024 · ACS 5-yr estimates · VestMap GIS

Generated September 12, 2026

MARKET OVERVIEW



KANSAS CITY MSA - MISSOURI/KANSAS

Kansas City is the "Heart of America," a thriving transportation hub at the geographic center of the country, combining big-city amenities with a distinct small-city character. World-class art, culture, restaurants, and professional sports coexist alongside a community that continues to attract residents and businesses from across the country.

THE METRO AREA

The Kansas City metropolitan area is a bi-state metro anchored by Kansas City, Missouri, spanning 14 counties — 9 in Missouri and 5 in Kansas — across 8,472 square miles. With a population of more than 2.2 million, it is the second-largest metro centered in Missouri and the largest in Kansas. Kansas City, Missouri leads at approximately 525,000 residents, followed by five additional cities exceeding 100,000 residents: Overland Park, Kansas City (KS), and Olathe in Kansas; Independence and Lee's Summit in Missouri.

DOWNTOWN MOMENTUM

Downtown Kansas City has attracted more than $9.4 billion in investment since 2001 — including a new convention hotel, a state-of-the-art sports arena, a performing arts center, a modern streetcar line, and an eight-block downtown entertainment district. The momentum continues: in April 2026, the Kansas City Royals and Hallmark Cards announced a new MLB ballpark and $3 billion 91-acre mixed-use development Downtown with opening day for the ballpark targeted for 2030.

A DIVERSE, RESILIENT ECONOMY

Kansas City's economy spans technology, healthcare, finance, logistics, and manufacturing. The metro is home to the headquarters of Oracle Health (formerly Cerner, the metro's largest private employer), Hallmark Cards, Garmin, Burns & McDonnell, AMC Theatres, and Dairy Farmers of America — anchoring a job market further diversified by hospitals, universities, and a growing tech sector. T-Mobile maintains its largest U.S. campus in Overland Park on the former Sprint headquarters grounds. The metro's central location makes it one of the country's premier distribution hubs and a recognized medical destination for the broader region.

RECOGNITION & RANKINGS

#3

RENTCAFE MOST LIVABLE METROS (2026)

Kansas City ranked third nationally for affordability, short commutes, and quality of opportunity.

#8

ZILLOW'S HOTTEST HOUSING MARKETS (2025):

Recognized for relative affordability, active construction pipeline, and sustained population growth.

#8

BEST U.S. CITIES FOR YOUNG COUPLES, OVERLAND PARK (2026)

StorageCafe cited high household incomes, low housing pressure, and spacious homes.

LUTZ
SALES + INVESTMENTS

Lutz Sales + Investments is a boutique commercial real estate brokerage specializing in 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.

4,087+	Top 15	#3
DOORS CLOSED	COMMERCIAL BROKERAGES BY SALES VOLUME, 2021-2025 KANSAS CITY BUSINESS JOURNAL	MULTIFAMILY SALES VOLUME, 2024 KANSAS CITY BUSINESS JOURNAL

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.

DISCLAIMER:

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