



OFFERING MEMORANDUM

**7511 DENNIS DRIVE, URBANDALE, IA 50322**

**MULTI-FAMILY APARTMENT**

**JARED HUSMANN**  
PRESIDENT, KATALYST TEAM

(515) 706-4305 | License: B63372000  
Sales@KatalYSTteam.com

**THE KatalYST**  
TEAM by 



# JARED HUSMANN

PRESIDENT, KATALYST TEAM

(515) 706-4305

License: B63372000

Sales@KataLYSTteam.com

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# EXECUTIVE SUMMARY

7511 DENNIS DRIVE, URBANDALE, IA 50322



# PROPERTY OVERVIEW

The KatatLYST Team as part of KW Commercial is pleased to market for sale this C-Class 8plex located in the Urbandale neighborhood and directly off from the Douglas Ave. corridor. With below market rents and some capital improvements already completed such as a new boiler and water heater, this property offers opportunity for the new and growing investor.





# PROPERTY SUMMARY

## PROPERTY HIGHLIGHTS

- RUB's In-Place
- Value Add in Rents of 7%
- CapEx Items Completed: Boiler/Water Heater
- Well Located in a B-Class Neighborhood



## OFFERING OVERVIEW

<b>Price</b>	\$530,000
<b>Number of Units</b>	8
<b>Building SF</b>	5,632
<b>Price / Unit</b>	\$66,250
<b>Price/SF</b>	\$94.11
<b>NOI</b>	\$37,480
<b>Occupancy</b>	87.5%
<b>Cap Rate</b>	7.07%
<b>Lot Size</b>	0.386
<b>Renovated</b>	1966
<b>Year Built</b>	1966
<b>Zoning</b>	C-N: Neighborhood Convenience



## LOCATION INFORMATION

**Street Address**

7511 Dennis Drive

**City, State, Zip**

Urbandale, IA 50322

**County**

Polk





A photograph of a single-story brick house with a dark roof. A large, leafless tree stands to the right of the house, and a smaller evergreen is to the left. A concrete sidewalk leads from the foreground to the front door. The image is overlaid with a dark, semi-transparent filter.

# EXTERIOR PHOTOS

7511 DENNIS DRIVE, URBANDALE, IA 50322

















**DUMPSTER RULES**  
 RESIDENTS ONLY permitted to use dumpster.  
 No other use or activities.  
 NO OPEN FIRE or smoking.  
 NO DRUGS OR SCRAPING prohibited.  
 PROHIBITED ITEMS include:  
 - Appliances or built-in fixtures  
 - Stoves and refrigerators  
 - Dishwashers  
 - EMPTY BOTTLES must be broken down.

**NO PARKING**  
 in Front of Dumpster







A photograph of a single-story brick house with a dark roof. A large, leafless tree stands to the right of the house, casting shadows on the brickwork. A concrete sidewalk leads from the foreground to the front door. The house has several windows with white frames. The overall scene is dimly lit, suggesting dusk or dawn.

# INTERIOR PHOTOS

7511 DENNIS DRIVE, URBANDALE, IA 50322





























































# LOCATION MAPS

7511 DENNIS DRIVE, URBANDALE, IA 50322

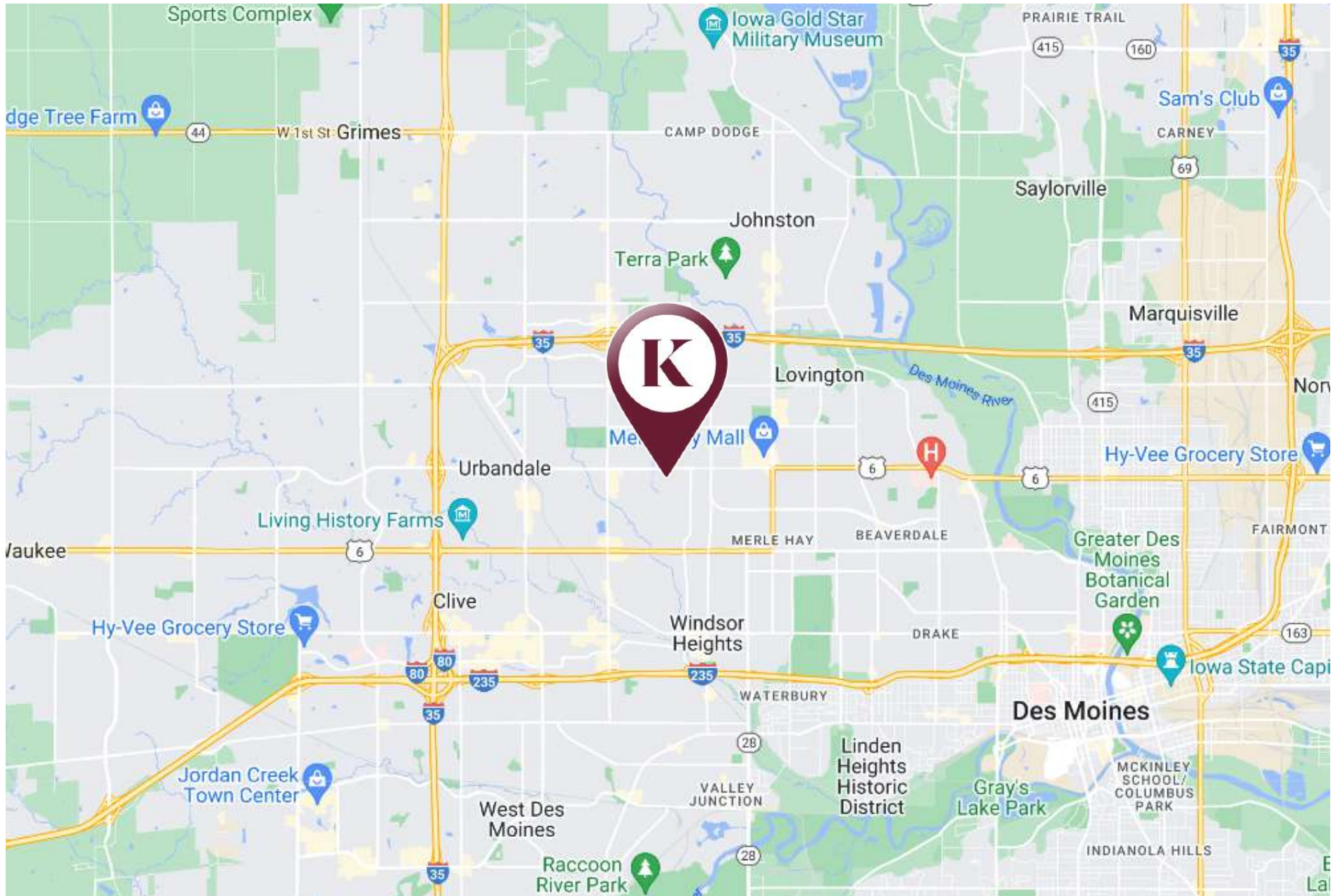


# LOCATION MAPS





# BUSINESS MAP





# REGIONAL MAP





An aerial photograph of a single-story brick house with a dark roof. A large, leafless tree stands to the right of the house, casting a shadow on the lawn. A concrete sidewalk leads from the foreground to the front door. The house has several windows and a central entrance. The image is overlaid with a semi-transparent dark red filter.

# AERIAL PHOTOS

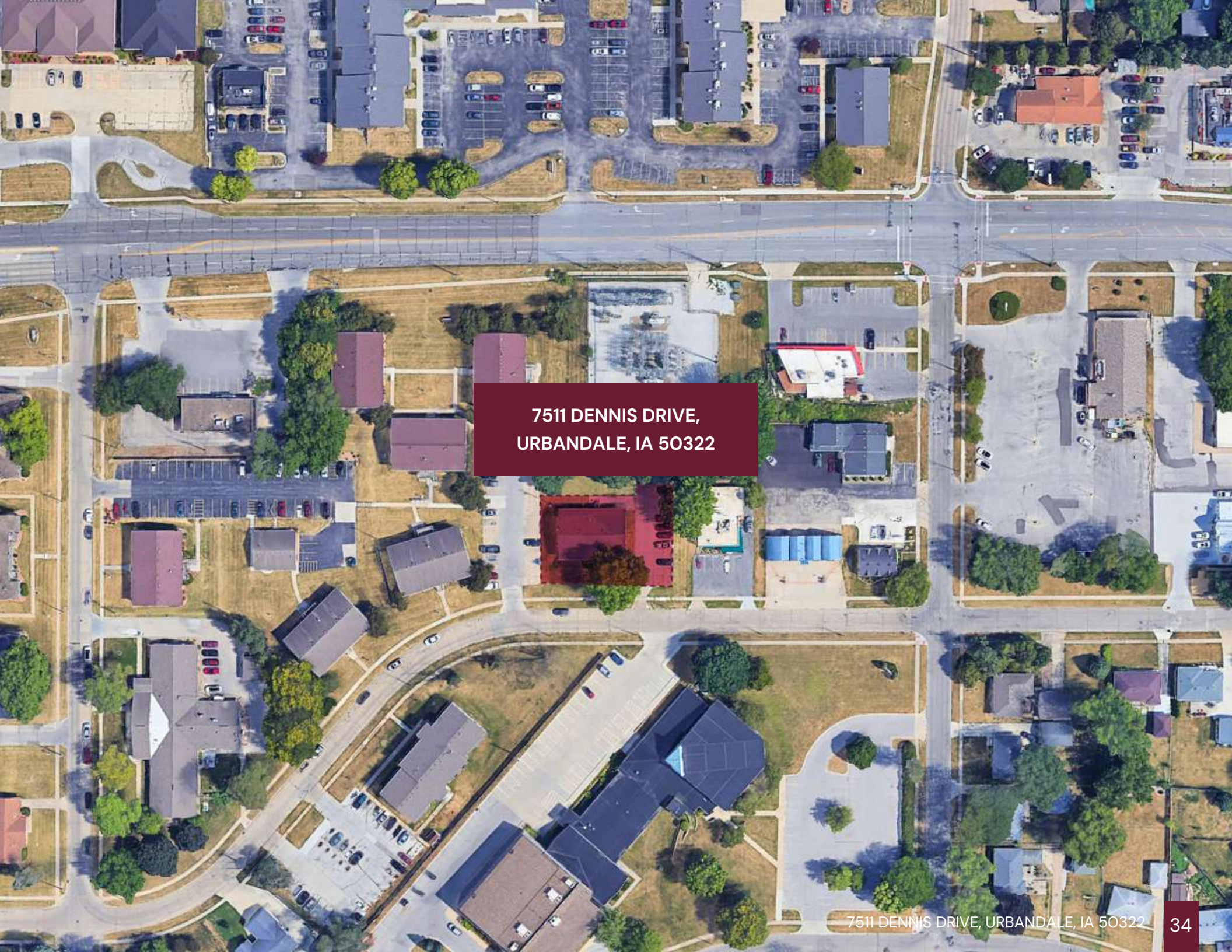
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URBANDALE, IA 50322





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# FINANCIAL ANALYSIS

7511 DENNIS DRIVE, URBANDALE, IA 50322



# FINANCIAL ANALYSIS

## CASH FLOW ANALYSIS

Before-Tax Cash Flow	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	01/2025	01/2026	01/2027	01/2028	01/2029
<b>Before-Tax Cash Flow</b>					
Gross Scheduled Income	\$76,872	\$76,872	\$76,872	\$76,872	\$76,872
Turnover Vacancy	(\$3,701)	(\$3,701)	(\$3,701)	(\$3,701)	(\$3,701)
Total Operating Expenses	(\$35,691)	(\$35,691)	(\$35,691)	(\$35,691)	(\$35,691)
<b>Net Operating Income</b>	<b>\$37,480</b>	<b>\$37,480</b>	<b>\$37,480</b>	<b>\$37,480</b>	<b>\$37,480</b>
Loan Payment	(\$31,234)	(\$31,234)	(\$31,234)	(\$31,234)	(\$31,234)
Capital Expenses	(\$4,776)	\$0	\$0	\$0	\$0
<b>Before-Tax Cash Flow</b>	<b>\$1,471</b>	<b>\$6,247</b>	<b>\$6,247</b>	<b>\$6,247</b>	<b>\$6,247</b>
<b>Cash-On-Cash Return</b>	<b>0.96%</b>	<b>4.08%</b>	<b>4.08%</b>	<b>4.08%</b>	<b>4.08%</b>



# FINANCIAL ANALYSIS

## CUMULATIVE ANALYSIS

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	01/2025	01/2026	01/2027	01/2028	01/2029

### Key Ratios and Multipliers

Capitalization Rate	7.07%	7.07%	7.07%	7.07%	7.07%
Gross Rent Multiplier	7.57	7.57	7.57	7.57	7.57
Net Income Multiplier	15.53	15.53	15.53	15.53	15.53
Operating Expense Ratio	48.78%	48.78%	48.78%	48.78%	48.78%

### Amounts per SF

Gross Income	\$12.01	\$12.01	\$12.01	\$12.01	\$12.01
Expenses	(\$5.58)	(\$5.58)	(\$5.58)	(\$5.58)	(\$5.58)

### Loan Metrics

Loan To Value Ratio	63.71%	63.71%	63.71%	63.71%	63.71%
Debt Coverage Ratio	1.20%	1.20%	1.20%	1.20%	1.20%

### Cash-On-Cash Measures

Before-Tax	0.96%	0.96%	0.96%	0.96%	0.96%
After-Tax	0.96%	0.96%	0.96%	0.96%	0.96%



# FINANCIAL ANALYSIS

## CUMULATIVE ANALYSIS

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	01/2025	01/2026	01/2027	01/2028	01/2029
Equity (appreciation)	\$51,950	\$69,409	\$87,391	\$105,912	\$124,990
Equity (loan reduction)	\$5,988	\$12,393	\$19,244	\$26,572	\$34,410
<b>After-Tax Cash Flow</b>	<b>\$1,471</b>	<b>\$7,717</b>	<b>\$13,964</b>	<b>\$20,211</b>	<b>\$26,458</b>
Totals - To Date	\$59,409	\$89,519	\$120,599	\$152,695	\$185,858
Invested Capital	(\$153,279)	(\$153,279)	(\$153,279)	(\$153,279)	(\$153,279)
ROIC - To Date	38.76%	58.40%	78.68%	99.62%	121.25%



# FINANCIAL ANALYSIS

## DETAILED GENERAL EXPENSES

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	01/2025	01/2026	01/2027	01/2028	01/2029
Property Management Fee	(\$6,150)	(\$6,150)	(\$6,150)	(\$6,150)	(\$6,150)
Building Insurance	(\$4,000)	(\$4,000)	(\$4,000)	(\$4,000)	(\$4,000)
Lawn care	(\$1,706)	(\$1,706)	(\$1,706)	(\$1,706)	(\$1,706)
Snow Removal	(\$1,235)	(\$1,235)	(\$1,235)	(\$1,235)	(\$1,235)
Cleaning	(\$438)	(\$438)	(\$438)	(\$438)	(\$438)
Misc	(\$154)	(\$154)	(\$154)	(\$154)	(\$154)
Repairs	(\$4,695)	(\$4,695)	(\$4,695)	(\$4,695)	(\$4,695)
Taxes - Real Estate	(\$11,389)	(\$11,389)	(\$11,389)	(\$11,389)	(\$11,389)
Trash Removal	(\$1,595)	(\$1,595)	(\$1,595)	(\$1,595)	(\$1,595)
Utility - Electricity	(\$1,938)	(\$1,938)	(\$1,938)	(\$1,938)	(\$1,938)
Utility-Water	(\$2,391)	(\$2,391)	(\$2,391)	(\$2,391)	(\$2,391)
<b>Total Expenses</b>	<b>(\$35,691)</b>	<b>(\$35,691)</b>	<b>(\$35,691)</b>	<b>(\$35,691)</b>	<b>(\$35,691)</b>
<b>Operating Expense Ratio</b>	<b>48.78%</b>	<b>48.78%</b>	<b>48.78%</b>	<b>48.78%</b>	<b>48.78%</b>



# FINANCIAL ANALYSIS

## ANNUAL PROPERTY OPERATING DATA

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	01/2025	01/2026	01/2027	01/2028	01/2029
Income	\$74,016	\$74,016	\$74,016	\$74,016	\$74,016
Rental Income	\$276	\$276	\$276	\$276	\$276
Laundry Income	\$180	\$180	\$180	\$180	\$180
Late Fees Utility (RUBs)	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
<b>Gross Scheduled Income</b>	<b>\$76,872</b>	<b>\$76,872</b>	<b>\$76,872</b>	<b>\$76,872</b>	<b>\$76,872</b>
Turnover Vacancy	(\$3,701)	(\$3,701)	(\$3,701)	(\$3,701)	(\$3,701)
<b>Gross Operating Income</b>	<b>\$73,171</b>	<b>\$73,171</b>	<b>\$73,171</b>	<b>\$73,171</b>	<b>\$73,171</b>
Expenses	(\$6,150)	(\$6,150)	(\$6,150)	(\$6,150)	(\$6,150)
Property Management Fee	(\$4,000)	(\$4,000)	(\$4,000)	(\$4,000)	(\$4,000)
Building Insurance	(\$1,706)	(\$1,706)	(\$1,706)	(\$1,706)	(\$1,706)
Lawncare	(\$1,235)	(\$1,235)	(\$1,235)	(\$1,235)	(\$1,235)
Snow Removal	(\$438)	(\$438)	(\$438)	(\$438)	(\$438)
Cleaning	(\$154)	(\$154)	(\$154)	(\$154)	(\$154)
Misc	(\$4,695)	(\$4,695)	(\$4,695)	(\$4,695)	(\$4,695)
Repairs	(\$11,389)	(\$11,389)	(\$11,389)	(\$11,389)	(\$11,389)
Taxes – Real Estate	(\$1,595)	(\$1,595)	(\$1,595)	(\$1,595)	(\$1,595)
Trash Removal	(\$1,938)	(\$1,938)	(\$1,938)	(\$1,938)	(\$1,938)
Utility – Electricity	(\$2,391)	(\$2,391)	(\$2,391)	(\$2,391)	(\$2,391)
Utility-Water					
<b>Total Operating Expenses</b>	<b>(\$35,691)</b>	<b>(\$35,691)</b>	<b>(\$35,691)</b>	<b>(\$35,691)</b>	<b>(\$35,691)</b>
<b>Operating Expense Ratio</b>	<b>48.78%</b>	<b>48.78%</b>	<b>48.78%</b>	<b>48.78%</b>	<b>48.78%</b>
<b>Net Operating Income</b>	<b>\$37,480</b>	<b>\$37,480</b>	<b>\$37,480</b>	<b>\$37,480</b>	<b>\$37,480</b>



# FINANCIAL ANALYSIS

## LOAN ANALYSIS

### Loan 1 (Fixed)

Debt Service Analysis	Year 1	Year 2	Year 3	Year 4	Year 5
Principal Payments	\$5,988	\$6,405	\$6,851	\$7,328	\$7,838
Interest Payments	\$25,246	\$24,829	\$24,383	\$23,906	\$23,396
<b>Total Debt Service</b>	<b>\$31,234</b>	<b>\$31,234</b>	<b>\$31,234</b>	<b>\$31,234</b>	<b>\$31,234</b>

### Principal Balance Analysis

Beginning Principal Balance	\$376,721	\$370,733	\$364,328	\$357,477	\$350,149
Principal Reductions	\$5,988	\$6,405	\$6,851	\$7,328	\$7,838
Ending Principal Balance	<b>\$370,733</b>	<b>\$364,328</b>	<b>\$357,477</b>	<b>\$350,149</b>	<b>\$342,311</b>



# FINANCIAL ANALYSIS

## CASH IN CASH OUT

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	01/2025	01/2026	01/2027	01/2028	01/2029
<b>Income</b>					
Rental Income	\$74,016	\$74,016	\$74,016	\$74,016	\$74,016
Laundry Income	\$276	\$276	\$276	\$276	\$276
Late Fees	\$180	\$180	\$180	\$180	\$180
Utility (RUB)	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
<b>Gross Scheduled Income</b>	<b>\$76,872</b>	<b>\$76,872</b>	<b>\$76,872</b>	<b>\$76,872</b>	<b>\$76,872</b>
Turnover Vacancy	(\$3,701)	(\$3,701)	(\$3,701)	(\$3,701)	(\$3,701)
<b>Gross Operating Income</b>	<b>\$73,171</b>	<b>\$73,171</b>	<b>\$73,171</b>	<b>\$73,171</b>	<b>\$73,171</b>
<b>Expenses</b>					
Property Management Fee	(\$6,150)	(\$6,150)	(\$6,150)	(\$6,150)	(\$6,150)
Building Insurance	(\$4,000)	(\$4,000)	(\$4,000)	(\$4,000)	(\$4,000)
Lawncare	(\$1,706)	(\$1,706)	(\$1,706)	(\$1,706)	(\$1,706)
Snow Removal	(\$1,235)	(\$1,235)	(\$1,235)	(\$1,235)	(\$1,235)
Cleaning	(\$438)	(\$438)	(\$438)	(\$438)	(\$438)
Misc	(\$154)	(\$154)	(\$154)	(\$154)	(\$154)
Repairs	(\$4,695)	(\$4,695)	(\$4,695)	(\$4,695)	(\$4,695)
Taxes Real Estate	(\$11,389)	(\$11,389)	(\$11,389)	(\$11,389)	(\$11,389)
Trash Removal	(\$1,595)	(\$1,595)	(\$1,595)	(\$1,595)	(\$1,595)
Utility Electricity	(\$1,938)	(\$1,938)	(\$1,938)	(\$1,938)	(\$1,938)
Utility-Water	(\$2,391)	(\$2,391)	(\$2,391)	(\$2,391)	(\$2,391)



# FINANCIAL ANALYSIS

CASH IN CASH OUT					
Description	Year 1	Year 2	Year 3	Year 4	Year 5
Net Proceeds From Sale	\$176,300	\$199,116	\$222,870	\$247,609	\$273,380
Before Tax IRR	15.98%	16.23%	15.85%	15.38%	14.91%

\*Cash Flow IRR based upon net cash flow and principal payments



# FINANCIAL ANALYSIS

## PROPERTY RESALE ANALYSIS

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	01/2025	01/2026	01/2027	01/2028	01/2029
<b>Resale Proceeds</b>					
Projected Property Value	\$581,950	\$599,409	\$617,391	\$635,912	\$654,990
Resale Expenses	(\$34,917)	(\$35,965)	(\$37,043)	(\$38,155)	(\$39,299)
Proceeds Before Debt Payoff	\$547,033	\$563,444	\$580,347	\$597,758	\$615,690
<b>Tax Basis</b>					
Basis at Acquisition	\$530,000	\$530,000	\$530,000	\$530,000	\$530,000
Capital Expenditures	\$4,776	\$4,776	\$4,776	\$4,776	\$4,776
Depreciation	(\$16,785)	(\$34,303)	(\$51,820)	(\$69,337)	(\$86,130)
Adjusted Tax Basis	\$517,991	\$500,473	\$482,956	\$465,439	\$448,646
<b>Tax From Sale</b>					
Resale Tax Gain (Loss)	\$29,04	\$62,970	\$97,391	\$132,319	\$167,044
Resale Tax Benefit (Cost)	\$0	\$0	\$0	\$0	\$0
<b>After-Tax Cashflow From Sale</b>					
Loan Principal Balance	(\$370,733)	(\$364,328)	(\$357,477)	(\$350,149)	(\$342,311)
<b>Net Resale Proceeds</b>	<b>\$176,300</b>	<b>\$199,116</b>	<b>\$222,870</b>	<b>\$247,609</b>	<b>\$273,380</b>



# FINANCIAL ANALYSIS

## INVESTMENT RETURN ANALYSIS

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	01/2025	01/2026	01/2027	01/2028	01/2029
Cash Flow-To Date	\$1,471	\$7,717	\$13,964	\$20,211	\$26,458
Net Resale Proceeds	\$176,300	\$199,116	\$222,870	\$247,609	\$273,380
Invested Capital	(\$153,279)	(\$153,279)	(\$153,279)	(\$153,279)	(\$153,279)
Net Return on Investment	\$24,492	\$53,554	\$83,555	\$114,541	\$146,558
<b>Before Tax Calculations</b>					
PV (NOI + reversion)	\$546,274	\$559,899	\$572,097	\$582,981	\$592,656
<b>After Tax Calculations</b>					
IRR	15.98%	16.23%	15.85%	15.38%	14.91%
Modified IRR	15.98%	16.19%	15.71%	15.15%	14.61%
NPV	\$12,862	\$27,467	\$40,579	\$52,316	\$62,786



# FINANCIAL ANALYSIS

## INTERNAL RATE OF RETURN ANALYSIS

Before Tax IRR	Cash Flows
Initial Investment	(\$153,279)
01/2025	\$1,471
01/2026	\$6,247
01/2027	\$6,247
01/2028	\$6,247
01/2029*	\$279,626

IRR = 14.91%

\* (\$6,247 + \$273,380)

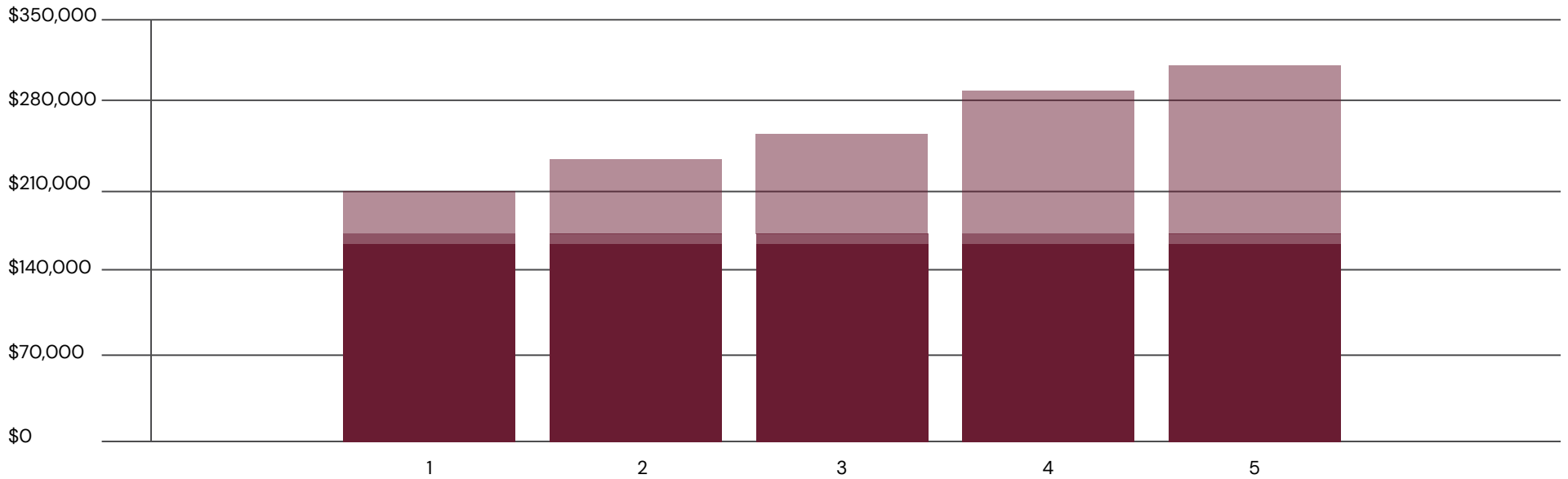
Before Tax IRR	Cash Flows
Initial Investment	(\$153,279)
01/2025	\$1,471
01/2026	\$6,247
01/2027	\$6,247
01/2028	\$6,247
01/2029*	\$279,626

IRR = 14.91%

\* (\$6,247 + \$273,380)



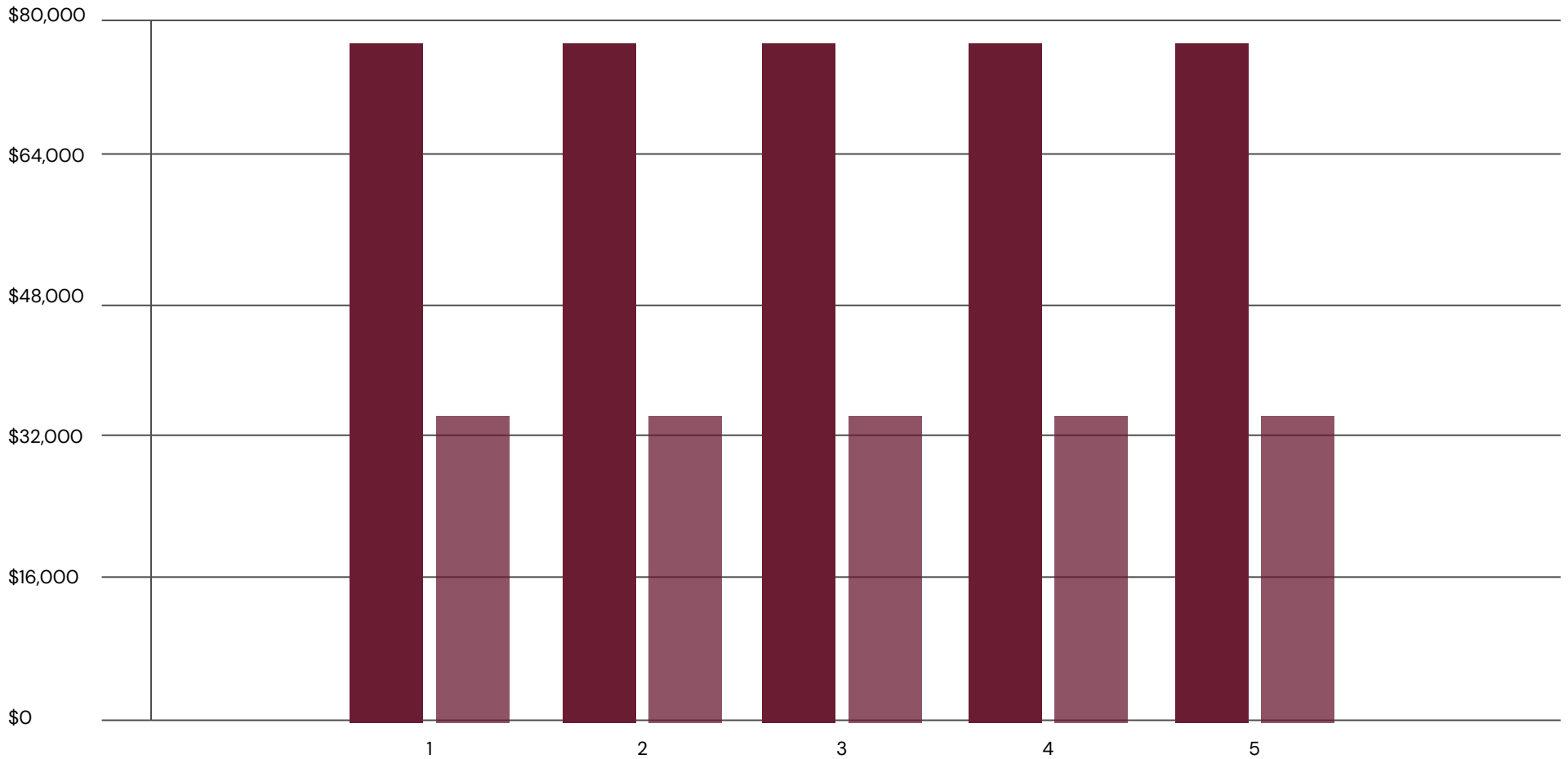
# PROPERTY EQUITY ANALYSIS



Year	Initial Equity	Equity (loan reduction)	Equity (appreciation)
1	\$153,279	\$5,988	\$51,950
2	\$153,279	\$12,393	\$69,409
3	\$153,279	\$19,244	\$87,391
4	\$153,279	\$26,572	\$105,912
5	\$153,279	\$34,410	\$124,990



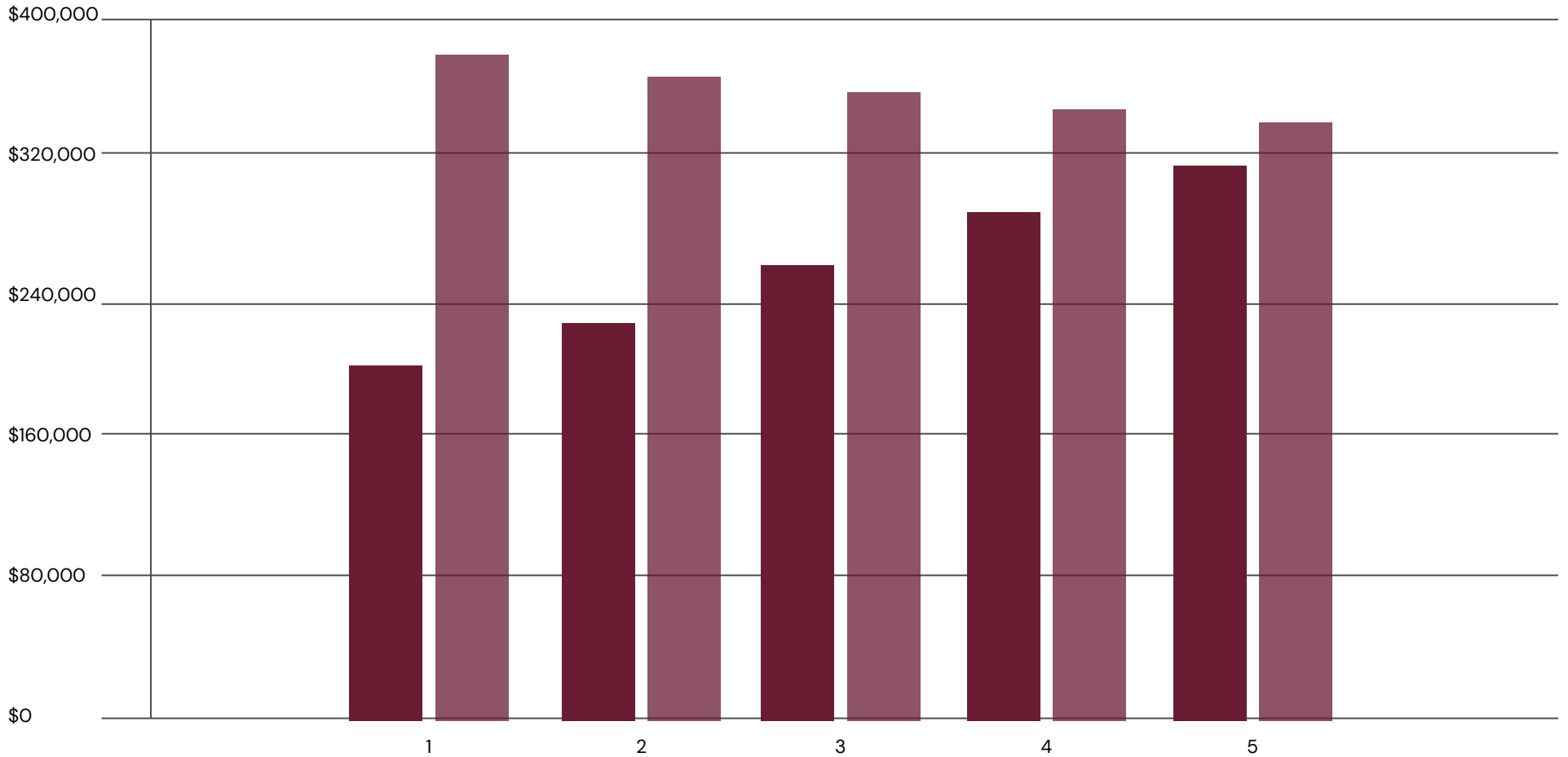
# GROSS INCOME VS OPERATING EXPENSES



Year	Gross Scheduled Income	Total Operating Expenses
1	\$76,872	(\$35,691)
2	\$76,872	(\$35,691)
3	\$76,872	(\$35,691)
4	\$76,872	(\$35,691)
5	\$76,872	(\$35,691)



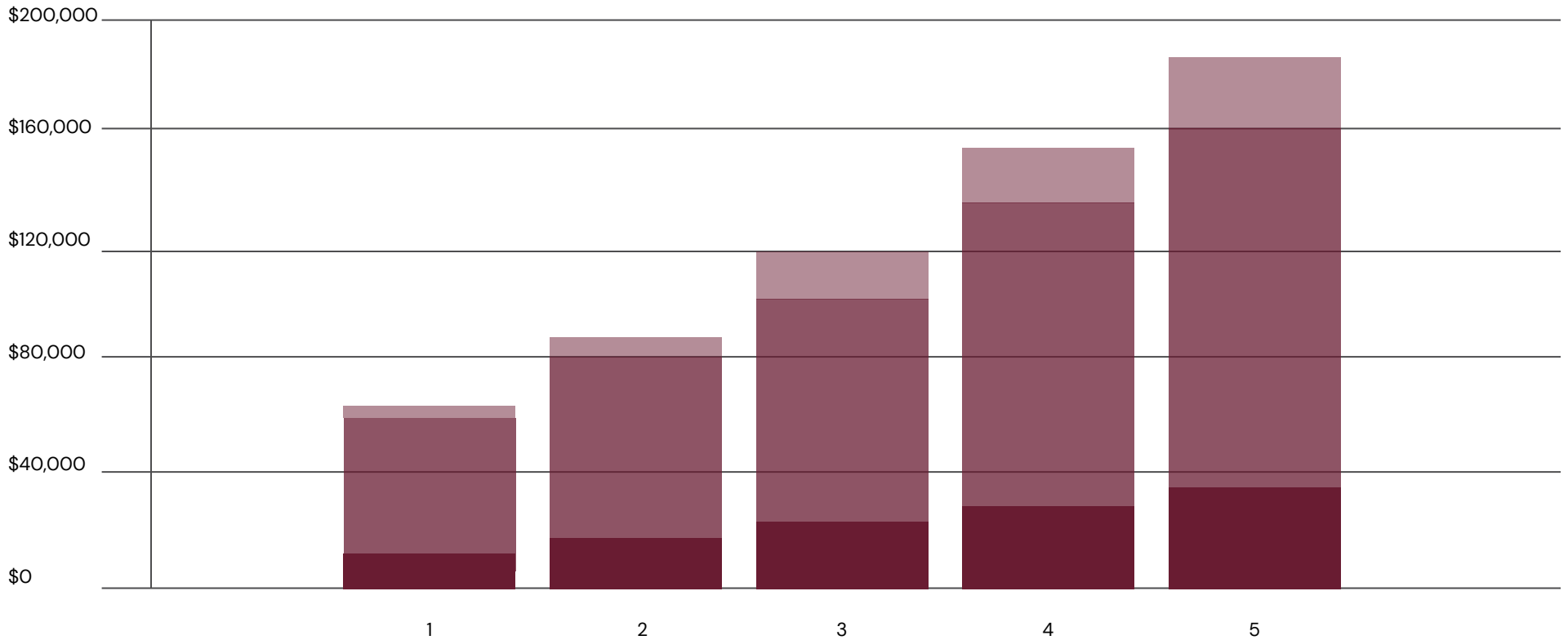
# EQUITY VS DEBT



Year	Equity	Loan Principal Balance
1	\$211,217	(\$370,733)
2	\$235,081	(\$364,328)
3	\$259,914	(\$357,477)
4	\$285,763	(\$350,149)
5	\$312,679	(\$342,311)



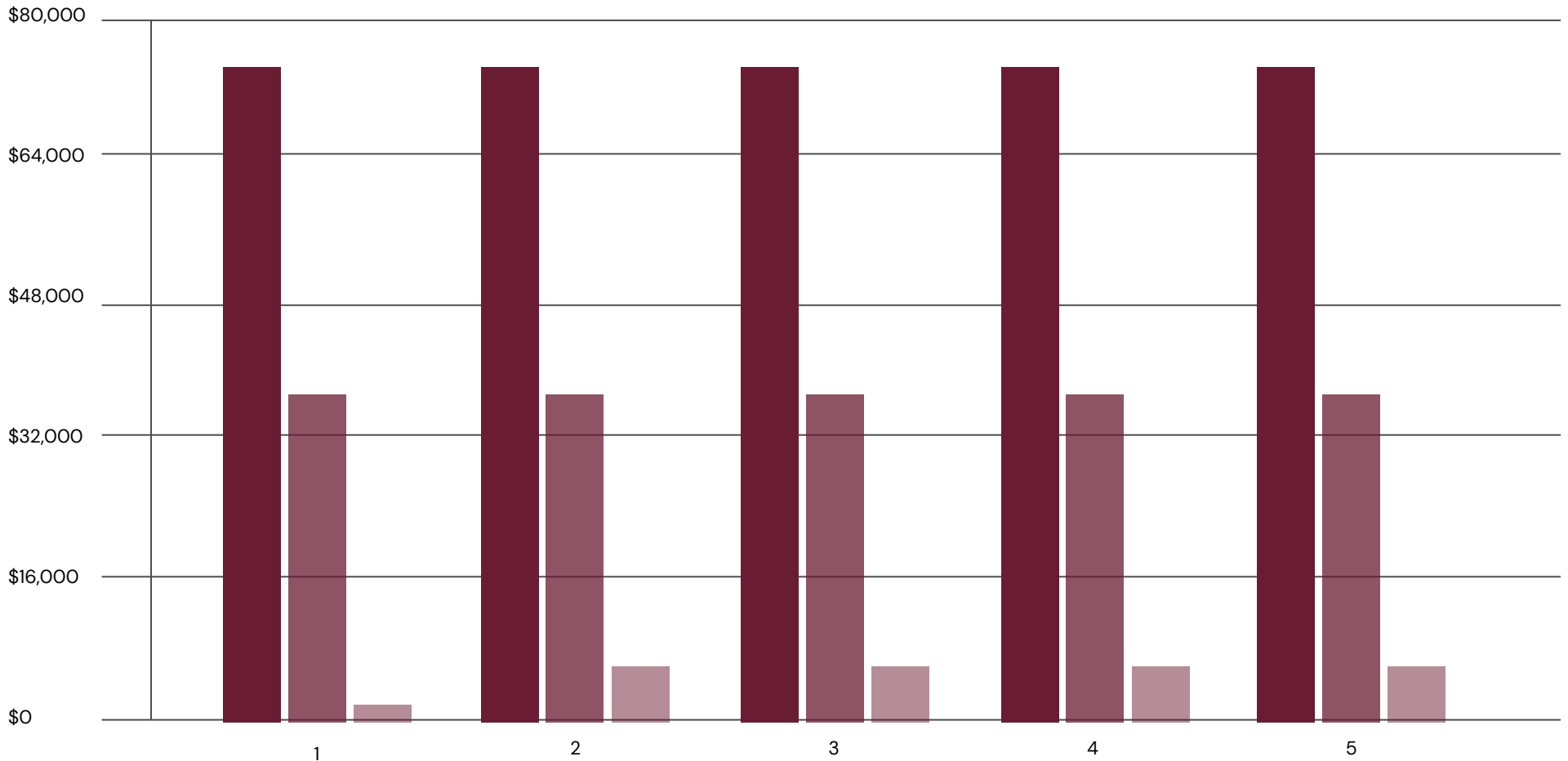
# CUMULATIVE WEALTH ANALYSIS



Year	Equity (loan reduction)	Equity (appreciation)	Cash Flow (a/t)
1	\$5,988	\$51,950	\$1,471
2	\$12,393	\$69,409	\$7,717
3	\$19,244	\$87,391	\$13,964
4	\$26,572	\$105,912	\$20,211
5	\$34,410	\$124,990	\$26,458



# GROSS INCOME VS OPERATING EXPENSES



Year	Gross Scheduled Income	Total Operating Expenses	Total Operating Expenses
1	\$73,171	\$37,480	\$1,471
2	\$73,171	\$37,480	\$6,247
3	\$73,171	\$37,480	\$6,247
4	\$73,171	\$37,480	\$6,247
5	\$73,171	\$37,480	\$6,247



# MODULE REPORTS

7511 DENNIS DRIVE, URBAN DALE, IA 50322



# BROKER OPINION OF VALUE

Valuation Summary	Conservative	Average	Aggressive
Income Valuation	\$416,449	\$468,506	\$535,435
Sales Comparison Valuation	\$0	\$0	\$0

Valuation Summary	Conservative	Average	Aggressive
Income Valuation	\$52,056	\$58,563	\$66,929
Sales Comparison Valuation	\$0	\$0	\$0

Stabilized Income	Amount	Percent	\$ per Unit
<b>Gross Scheduled Income</b>	<b>\$76,872</b>	<b>100%</b>	<b>\$9,609</b>
-Vacancy	(\$3,701)	4.8%	\$463
<b>Gross Operating Income</b>	<b>\$73,171</b>	<b>100%</b>	<b>\$9,146</b>
- Total Operating Expenses	(\$29,541)	40.4%	\$3,693
- Management Fees	(\$6,150)	8.4%	\$769
- Replacement Reserves	\$0	.0%	\$0
<b>Net Operating Income</b>	<b>\$37,480</b>		<b>\$4,685</b>

Income Valuation Analysis	Price	Cap Rate	\$ per Unit
Conservative Cap Rate	\$416,449	9.00%	\$52,056
Average Cap Rate	\$468,506	8.00%	\$58,563
Aggressive Cap Rate	\$535,435	7.00%	\$66,929

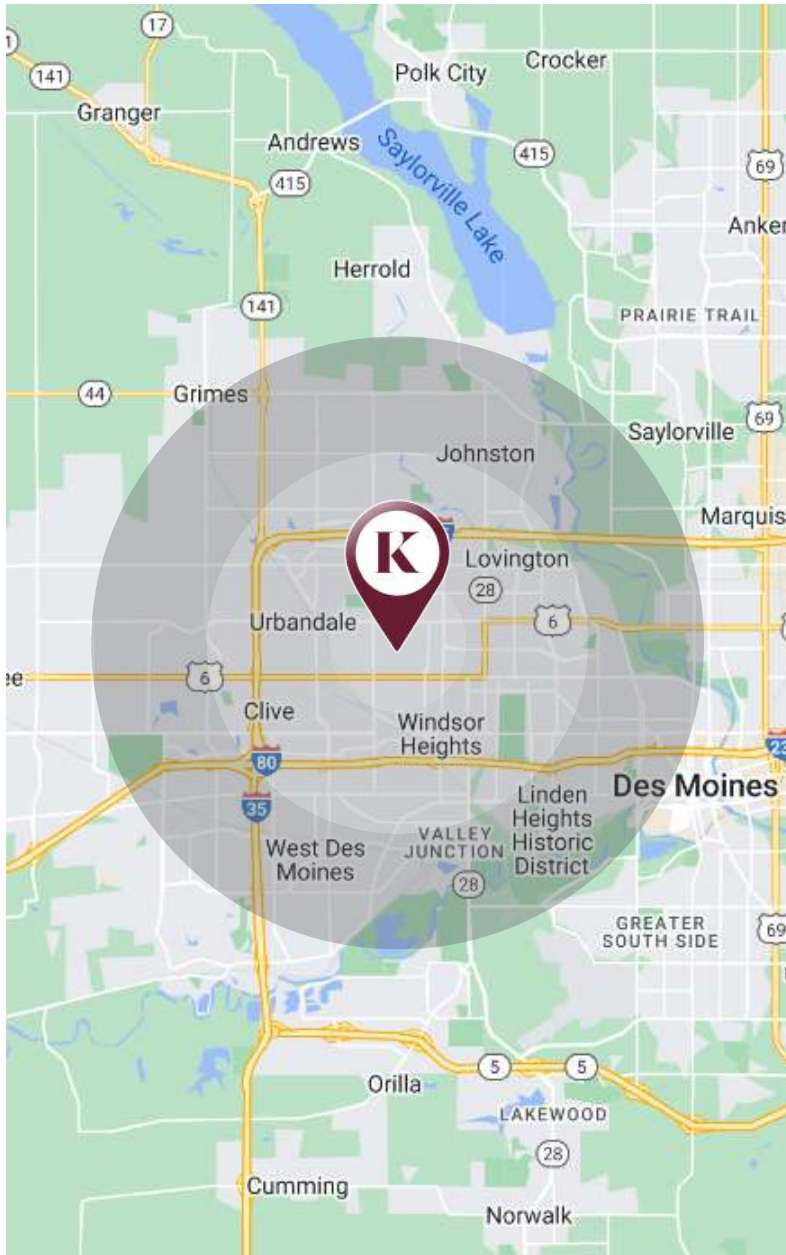


# DEMOGRAPHICS

7511 DENNIS DRIVE, URBANDALE, IA 50322



# DEMOGRAPHICS

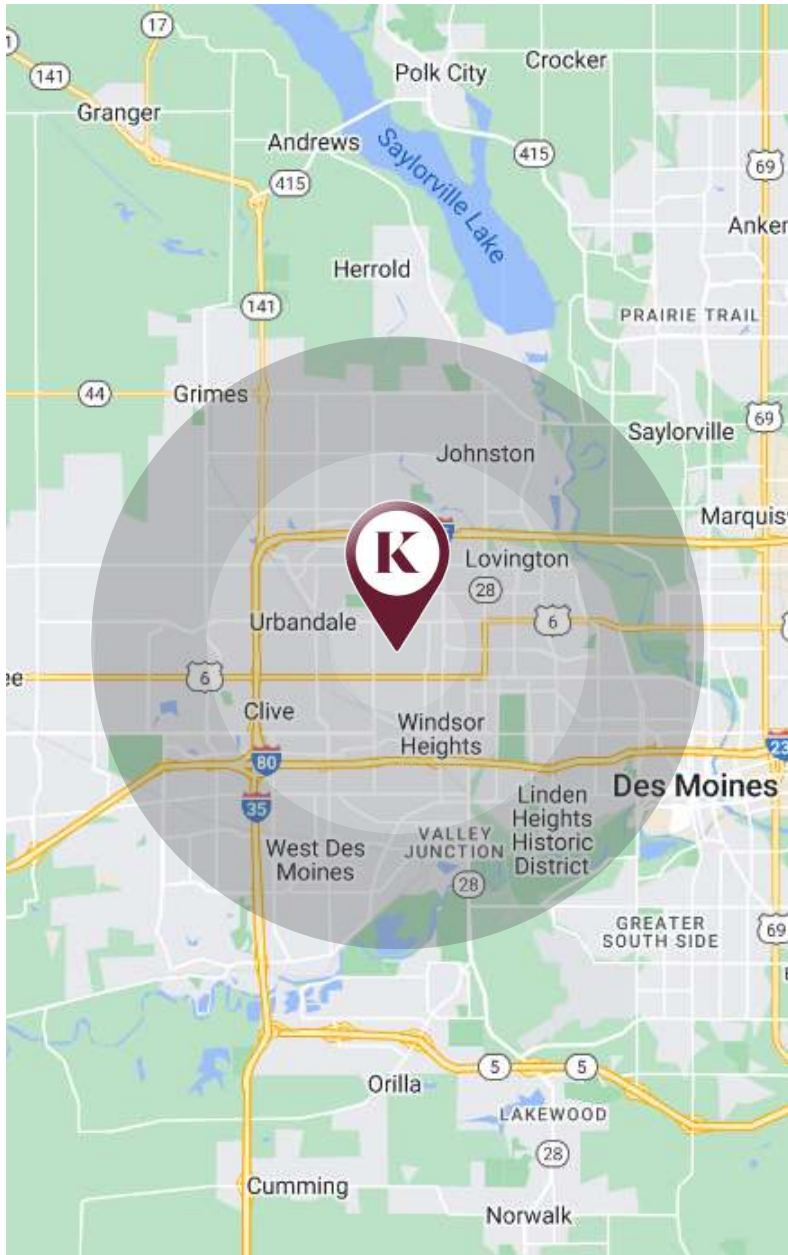


POPULATION	1 MILE	3 MILES	5 MILES
<b>Male</b>	6,909	41,697	98,098
<b>Female</b>	7,520	44,170	102,409
<b>Total Population</b>	14,429	85,867	200,507

AGE	1 MILE	3 MILES	5 MILES
<b>Ages 0-14</b>	2,761	16,378	41,527
<b>Ages 15-24</b>	1,693	10,123	25,338
<b>Ages 25-34</b>	5,434	33,779	79,714
<b>Ages 35-44</b>	1,808	10,992	24,160
<b>Ages 45-54</b>	2,733	14,595	29,768

RACE	1 MILE	3 MILES	5 MILES
<b>White</b>	13,228	78,976	175,387
<b>Black</b>	603	2,689	11,448
<b>AM In/ AK Nat</b>	N/A	1	44
<b>Hawaiian</b>	3	6	33
<b>Hispanic</b>	614	3,855	11,897
<b>Multi-Racial</b>	788	5,626	16,410

# DEMOGRAPHICS



INCOME	1 MILE	3 MILES	5 MILES
<b>Median</b>	\$59,999	\$62,477	\$59,758
<b>&lt; \$15,000</b>	351	2,305	7,649
<b>\$15,000-\$24,999</b>	649	2,968	7,265
<b>\$25,000-\$34,999</b>	686	3,392	7,395
<b>\$35,000-\$49,999</b>	820	5,402	12,127
<b>\$50,000-\$74,999</b>	1,285	7,996	16,315
<b>\$75,000-\$99,999</b>	1,232	5,866	11,739
<b>\$100,000-\$149,999</b>	1,005	5,975	12,630
<b>\$150,000-\$199,999</b>	146	1,562	4,194
<b>&gt; \$200,000</b>	118	1,505	3,903

HOUSING	1 MILE	3 MILES	5 MILES
<b>Total Units</b>	6,663	39,002	87,437
<b>Occupied Owner</b>	6,300	36,878	81,830
<b>Occupied Renter</b>	4,026	25,402	54,696
<b>Occupied</b>	2,274	11,476	27,134
<b>Vacant</b>	363	2,124	5,607





# MEET KATALYST TEAM

7511 DENNIS DRIVE, URBANDALE, IA 50322



## THE KATALYST TEAM BY KW COMMERCIAL

# kata • lyst

**(noun) – (ka-tuh-lyst):**

*an agent that provokes or speeds significant growth in your commercial real estate goals*

The Katalyst Team is a specialized team that is part of the nationwide brokerage firm KW Commercial Realty. Based out of Des Moines, IA, the Katalyst Team focuses on commercial real estate assets located throughout the state of Iowa. The team's specialty is advising and working with individual clients who have invested in commercial real estate and are looking to grow their assets, grow their networth, grow their income, and ultimately find success in commercial real estate investing. The team's focus allows it to develop relationships with clients beyond one transaction and be a life-long partner and advisor in their real estate investments.



# JARED HUSMANN

## PRESIDENT, KATALYST TEAM

Jared's Mother and Father who each respectively participated in Residential and Commercial investment, ownership, and development.

At the age of 18 Jared began his own individual investment career by purchasing his first investment property. Within 6 years he built an investment portfolio of over 72 doors spread around Central Iowa over 30+ properties. Frustrated with Residential properties Jared began his career as a commercial real estate agent and made a commitment to help other owners and investors like himself by providing better services, data, communication, and life-experience than traditional agents who marketed themselves as "Investor-Agents."



**THE KatalYST**  
TEAM by **KW**  
COMMERCIAL

## HEATHER HELLMAN

### DIRECTOR OF OPERATIONS

Heather came to us from working as a strategic analyst for a well-known annuity company in Urbandale. She has a love for numbers and fine-tuning systems. When Heather is not working, she can be found on any day running one of her 4 children to one of their many activities, or volunteering around her hometown of Panora. She enjoys spending time on their farm with all her animals...with chickens being her favorite. The one-time city girl has really adapted to the quiet, country life, and wouldn't have it any other way.



**THE KatalYST**  
TEAM by 





**JARED HUSMANN**  
PRESIDENT, KATALYST TEAM

(515) 706-4305 | License: B63372000  
Sales@KatalYSTteam.com

**THE KatalYST**  
TEAM by 