



OFFERING MEMORANDUM

4719 TORONTO STREET, AMES, IA 50014

MULTIFAMILY FOR SALE

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THE KataLYST
TEAM by **KW**
COMMERCIAL

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THE KatalYST
TEAM by 



EXECUTIVE SUMMARY

4719 TORONTO STREET, AMES, IA 50014

PROPERTY OVERVIEW

The KataLYST Team as part of KW Commercial is pleased to market for sale this fourplex conveniently located in Ames, IA.

Current ownership has completed many capital improvements including; new roof, renovation of units, renovation of common areas, and replacement of appliances.

Additionally, the units feature concrete floors or LVP for less maintenance and ownership is only responsible for water/sewer, trash, and common area electric.



PROPERTY SUMMARY

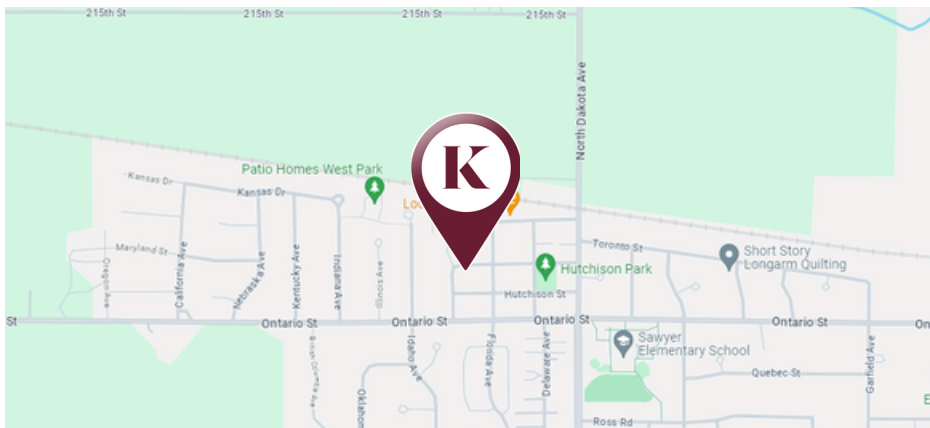
PROPERTY HIGHLIGHTS

- New roof, renovated units.
- Concrete floors or LVP for easy maintenance.
- Responsible only for water/sewer, trash, and common area electric.
- Close to Iowa State University and growing metro area.
- Competitive CAP rate of 5.27%.

LOCATION OVERVIEW

Located in Ames, IA which is home to Iowa State University (one of the three major Iowa Universities) with a population of 66,950 people with an annual student enrollment of 30,708.

Ames, IA as a metropolitan is growing by 1.27% annualized with an average household median value of \$366,500 and a median household income of \$57,428.



OFFERING OVERVIEW

Price	\$342,500
Building SF	2,994
CAP Rate	5.27%
Price/SF	\$114.40
Price/Unit	\$85,625
Year Built	1977
Zoning	Residential

LOCATION INFORMATION

Street Address

4719 Toronto Street

City, State, Zip

Ames, IA 50014

County

Story County

Market

Ames



A photograph of a two-story house with horizontal siding and a gabled roof. The house has several windows, some with white frames. A satellite dish is visible on the side of the house. The house is surrounded by a lawn and some trees in the background. The image is darkened for text overlay.

EXTERIOR PHOTOS

4719 TORONTO STREET, AMES, IA 50014











INTERIOR PHOTOS

4719 TORONTO STREET, AMES, IA 50014





















US/CRAFTMASTER WATER HEATER COMPANY
1100 EAST FAIRVIEW AVENUE
JOHNSON CITY, TN 37601
TESTED TO WITHSTAND 400 DEG.

CAPACITY	40 U.S. GALLONS	PHASE	1	1		
	LIMITED WARRANTY	6603465	VOLTS A.C.	208	240	
		INNER TANK	6 YEAR	UPPER ELEMENT	3380	4500
		PARTS	6 YEAR	LOWER ELEMENT	3380	4500
ES WITH ASHRAE STANDARD		INSULATED TO	TOTAL CONNECTED WATTS	3380	4500	

6603461C

WARNING
Electrical Shock Hazard
Disconnect power before servicing.
Remove all parts and panels before servicing.
Failure to do so can result in death or serious shock.
In case of electric shock disconnect from power supply before removing device.





LOCATION MAPS

4719 TORONTO STREET, AMES, IA 50014

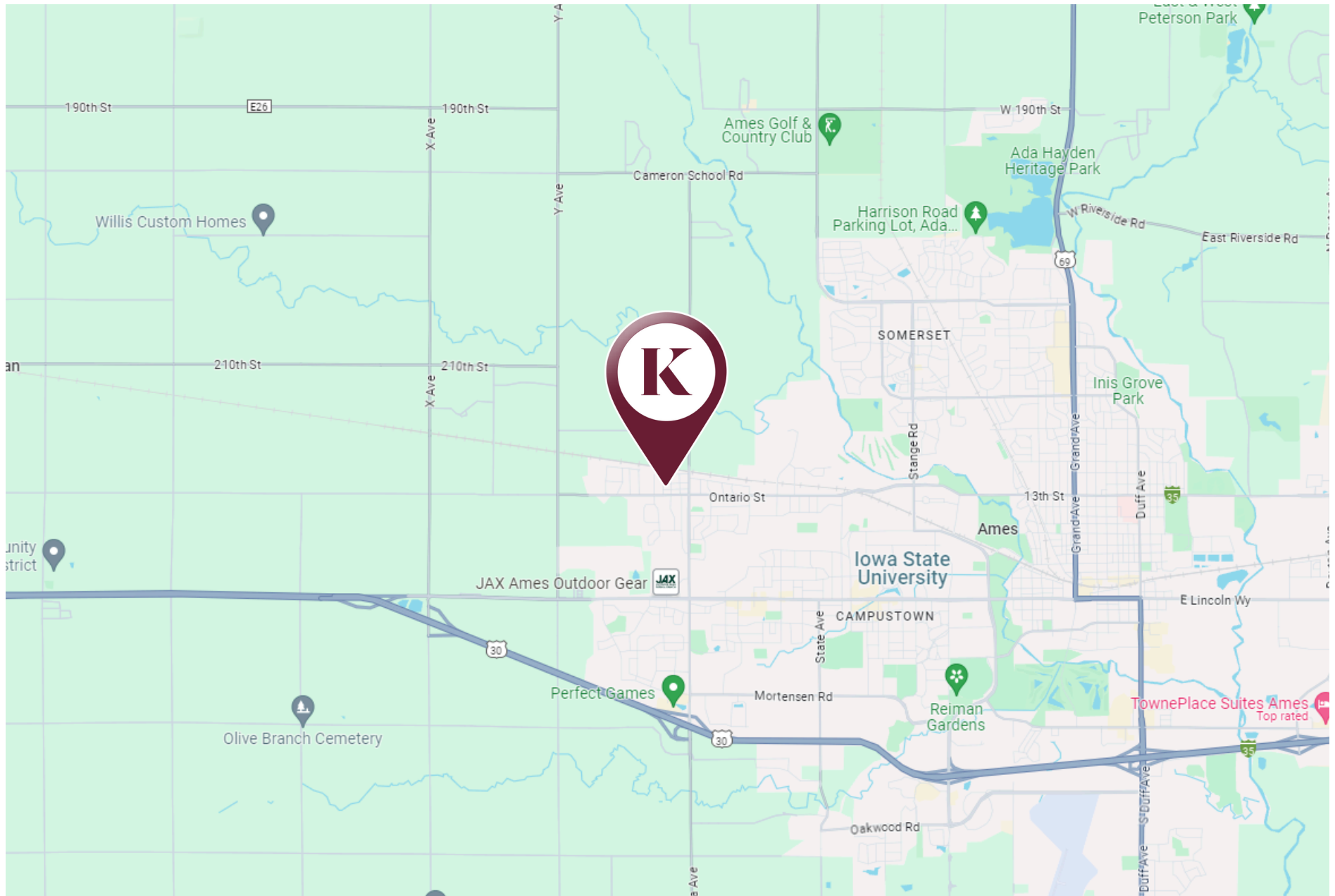
LOCATION MAPS



BUSINESS MAP



REGIONAL MAP



An aerial photograph of a two-story residential house with white horizontal siding and a brown roof. The house features several windows, some with white frames and others with dark frames. A white downspout runs along the side of the house. In the foreground, there is a green lawn and a paved driveway. A large, dark, semi-transparent text overlay is centered over the house.

AERIAL PHOTOS

4719 TORONTO STREET, AMES, IA 50014



4719 TORONTO STREET,
AMES, IA 50014

An aerial photograph of a suburban neighborhood. A large, light-colored industrial building with a flat roof is the central focus. It is surrounded by residential houses with various roof colors (brown, grey, red) and green lawns. A road runs horizontally across the middle of the image, with a red semi-transparent box overlaid on it containing the address. To the right of the industrial building, there are more houses and a small parking lot. In the background, a railway track runs horizontally, and beyond that, a dense line of trees and a body of water are visible.

4719 TORONTO STREET,
AMES, IA 50014



FINANCIAL ANALYSIS

4719 TORONTO STREET, AMES, IA 50014

INVESTMENT DETAILS

ANALYSIS	
Analysis Date	May 2024

PROPERTY	
Property Type	Multifamily
Property	4719 Toronto St. Ames, IA
Address	4719 Toronto Street
City, State	Ames, IA 50014
Year Built	1977

INCOME & EXPENSE	
Gross Operating Income	\$34,140
Monthly GOI	\$2,845
Total Annual Expenses	(\$16,070)
Monthly Expenses	(\$1,339)

PURCHASE INFORMATION	
Purchase Price	\$342,500
Units	4
Total Rentable SF	2,800
Lot Size	0.250 Acres
Resale Valuation	2.50% (Annual Appreciation)
Resale Expenses	6.00%

FINANCIAL INFORMATION	
Loan Amount	\$256,875
Federal Tax Rate	37.00%
Discount Rate	6.00%

LOANS						
Type	Debt	Term	Amort	Rate	Payment	LO Costs
Fixed	\$256,875	30 Years	30 Years	7.50%	\$1,796	-

PRO-FORMA SUMMARY

INVESTMENT SUMMARY

Price	\$342,500
Year Built	1977
Units	4
Price/Unit	\$85,625
RSF	2,800
Price/RSF	\$122.32
Lot Size	0.25 Acres
Floors	2
Cap Rate	5.28%
Market Cap Rate	2.78%
GRM	9.55
Market GRM	9.55

FINANCIAL SUMMARY

Loan 1 (Fixed)	\$256,875
Initial Equity	\$256,875
Interest Rate	7.5%
Term	30 Years
Monthly Payment	\$1,796
DCR	.84

UNIT MIX & ANNUAL SCHEDULED INCOME

Type	Units	Total
2BD/1BA	4	\$34,800
Totals	4	\$34,800

ANNUALIZED INCOME

Description	Actual	Market
Gross Potential Rent	\$34,800	\$34,800
- Less: Vacancy	(\$1,740)	\$0
+ Misc. Income	\$1,080	\$1,080
Effective Gross Income	\$34,140	\$35,880
- Less: Expenses	(\$16,070)	(\$16,070)
Net Operating Income	\$18,070	\$19,810
- Debt Service	(\$21,553)	(\$21,553)
Net Cash Flow After Debt Service	(\$3,483)	(\$1,743)
+ Principal Reduction	\$2,368	\$2,368
Total Return	(\$1,115)	\$625

ANNUALIZED EXPENSES

Description	Actual	Market
Total Expenses	\$16,070	\$16,070
Expenses Per RSF	\$5.74	\$5.74
Expenses Per Unit	\$4,018	\$4,018

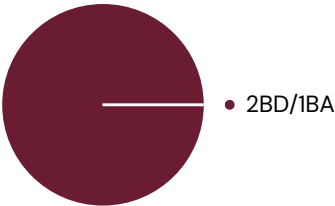
ANNUAL PROPERTY OPERATING DATA

DESCRIPTION YEAR ENDING	YEAR 1 04/2025	YEAR 2 04/2026	YEAR 3 04/2027	YEAR 4 04/2028	YEAR 5 04/2029
Income					
Rental Income	\$34,800	\$35,496	\$36,206	\$36,930	\$37,669
Laundry Income	\$1,080	\$1,102	\$1,124	\$1,146	\$1,169
Gross Scheduled Income	\$35,880	\$36,598	\$37,330	\$38,076	\$38,838
Turnover Vacancy	(\$1,740)	(\$1,775)	(\$1,810)	(\$1,847)	(\$1,883)
Gross Operating Income	\$34,140	\$34,823	\$35,519	\$36,230	\$36,954
Expenses					
Advertising	(\$125)	(\$125)	(\$125)	(\$125)	(\$125)
Building Insurance	(\$2,400)	(\$2,400)	(\$2,400)	(\$2,400)	(\$2,400)
General Supplies	(\$1,500)	(\$1,500)	(\$1,500)	(\$1,500)	(\$1,500)
Grounds Maintenance	(\$600)	(\$600)	(\$600)	(\$600)	(\$600)
Maintenance	(\$1,500)	(\$1,500)	(\$1,500)	(\$1,500)	(\$1,500)
Taxes – Real Estate	(\$3,820)	(\$3,820)	(\$3,820)	(\$3,820)	(\$3,820)
Trash Removal	(\$600)	(\$600)	(\$600)	(\$600)	(\$600)
Utilities	(\$5,525)	(\$5,525)	(\$5,525)	(\$5,525)	(\$5,525)
Total Operating Expenses	(\$16,070)	(\$16,070)	(\$16,070)	(\$16,070)	(\$16,070)
Operating Expense Ratio	47.07%	46.15%	45.24%	44.36%	43.49%
Net Operating Income	\$18,070	\$18,753	\$19,449	\$20,160	\$20,884

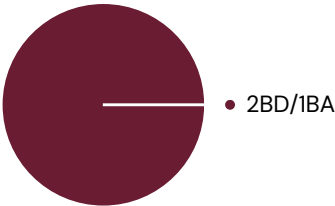
UNIT MIX REPORT

UNITS	TYPE	APPROX. SF	AVG. RENTS	MONTHLY	MKT RENTS	MONTHLY
4	2BD/1BA	700	\$725	\$2,900	\$725	\$2,900
4		2,800		\$2,900		\$2,900

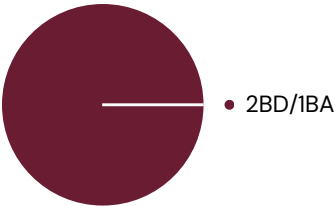
UNIT MIX



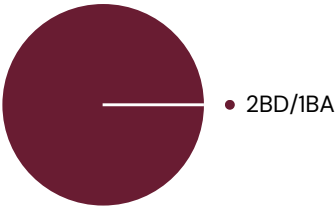
UNIT MIX SQUARE FEET



UNIT MIX INCOME



UNIT MIX MARKET INCOME

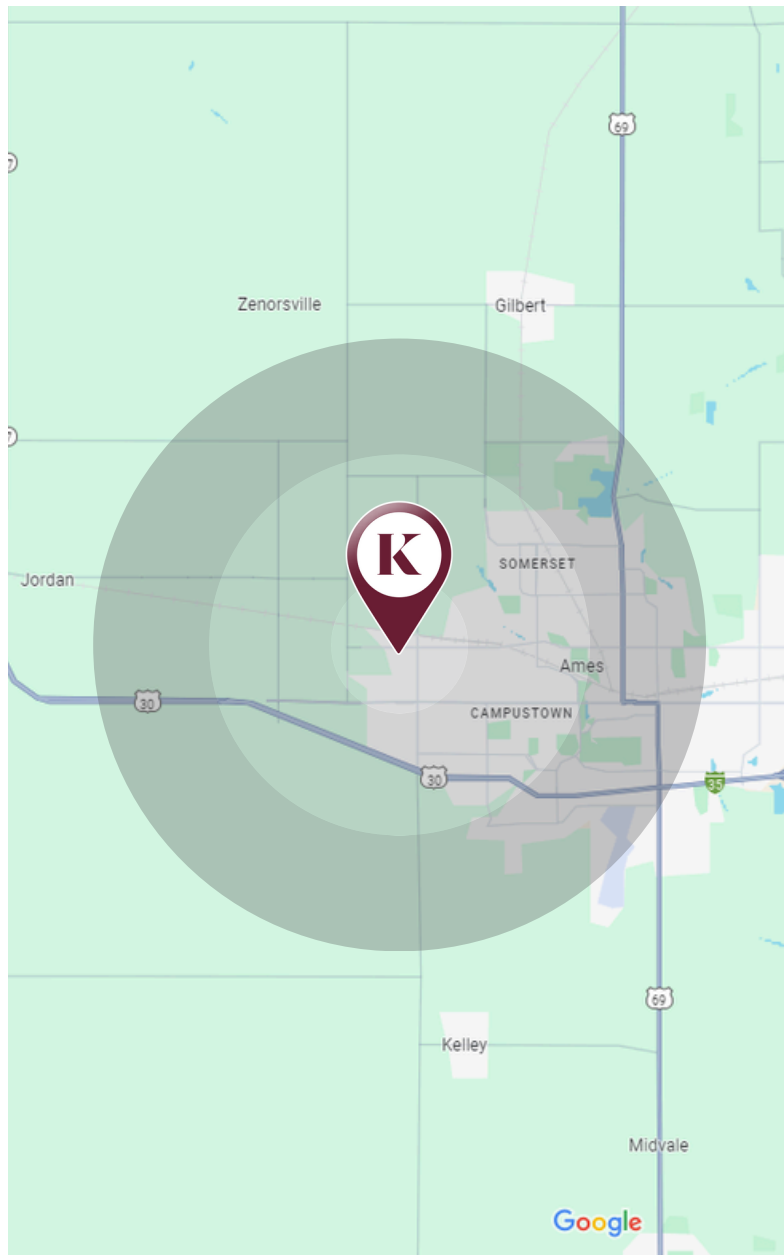




DEMOGRAPHICS

4719 TORONTO STREET, AMES, IA 50014

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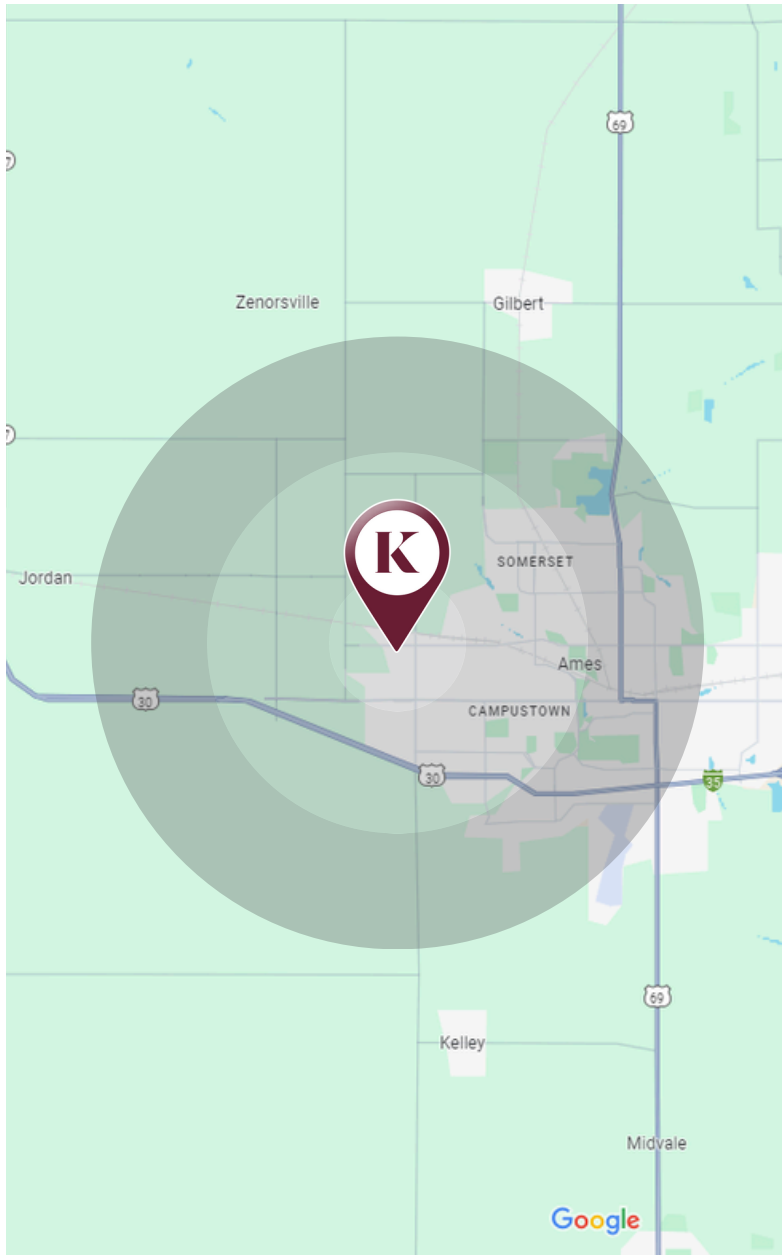


POPULATION	1 MILE	3 MILES	5 MILES
Male	3,240	25,866	33,135
Female	2,772	24,020	31,723
Total Population	6,012	49,886	64,858

AGE	1 MILE	3 MILES	5 MILES
Ages 0-14	1,055	6,102	8,086
Ages 15-24	727	4,939	6,270
Ages 25-34	3,096	27,795	35,549
Ages 35-44	549	4,439	6,039
Ages 45-54	585	6,611	8,914

RACE	1 MILE	3 MILES	5 MILES
White	5,175	43,217	56,236
Black	329	1,395	1,694
AM In/ AK Nat	N/A	4	5
Hawaiian	N/A	N/A	N/A
Hispanic	269	1,544	1,885
Multi-Racial	402	2,458	2,946

DEMOGRAPHICS



INCOME	1 MILE	3 MILES	5 MILES
Median	\$64,620	\$47,163	\$45,566
< \$15,000	365	3,574	4,679
\$15,000-\$24,999	238	2,394	3,446
\$25,000-\$34,999	231	2,205	3,024
\$35,000-\$49,999	326	2,279	3,579
\$50,000-\$74,999	504	2,276	3,678
\$75,000-\$99,999	397	2,196	2,818
\$100,000-\$149,999	262	1,951	2,543
\$150,000-\$199,999	94	565	753
> \$200,000	111	499	655

HOUSING	1 MILE	3 MILES	5 MILES
Total Units	2,423	17,429	25,223
Occupied Owner	2,336	16,769	24,048
Occupied Renter	1,241	7,088	10,609
Occupied	1,095	9,681	13,439
Vacant	87	660	1,175



MEET KATALYST TEAM

4719 TORONTO STREET, AMES, IA 50014

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 network, 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.



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