



OFFERING MEMORANDUM

2101 UNIVERSITY AVE. DES MOINES, IA

RETAIL FOR SALE

**JARED HUSMANN**  
PRESIDENT, KATALYST TEAM

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



# JARED HUSMANN

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**THE KatalYST**  
TEAM by 



The background image shows the exterior of a car wash building. The building has a dark roof and light-colored walls. There are several signs on the building, including one that says "CASA CAR WASH" in red and yellow letters. Other signs mention "WE ACCEPT CREDIT CARDS" and "\$3.00 for 5 Minutes". The foreground is a dark, paved area. The text "EXECUTIVE SUMMARY" is overlaid in large, white, serif capital letters.

# EXECUTIVE SUMMARY

2101 UNIVERSITY AVENUE, DES MOINES, IA 50311



# PROPERTY OVERVIEW

The KataLYST Team as part of KW Commercial is pleased to market for sale this self-service carwash conveniently located in the Drake neighborhood. This self-service carwash consists of 4-Drive In stalls.

This carwash is being offered at a true 9.48% Cap rate which offers the ability to have immediate cash flow! Coupled with attractive tax-benefits this is a great investment for the new or growing investor!





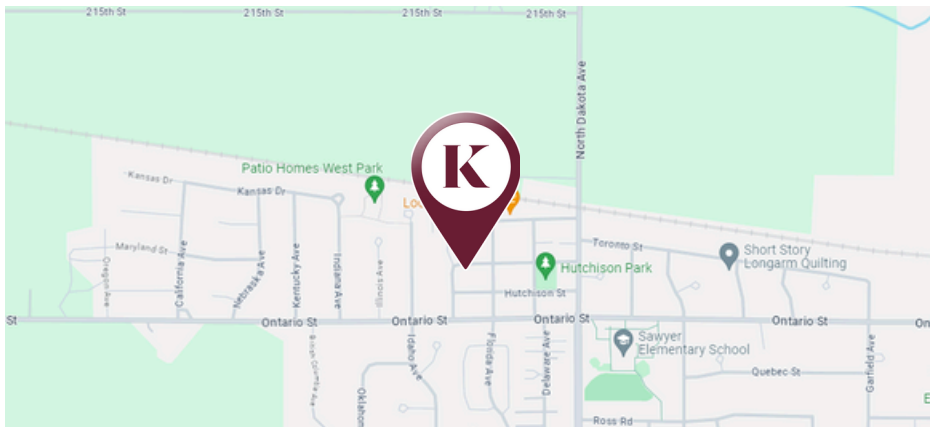
# PROPERTY SUMMARY

## PROPERTY HIGHLIGHTS

- **Prime Location:** Self-service carwash situated in the convenient Drake neighborhood.
- **Facility Features:** Includes 4 drive-in stalls for easy access and efficient operation.
- **High Cap Rate:** Offered at a true 9.48% Cap rate, ensuring immediate cash flow for investors.
- **Attractive Tax Benefits:** Offers significant tax advantages, making it an appealing investment.
- **Ideal for Investors:** Perfect opportunity for new or growing investors seeking a profitable venture.

## LOCATION OVERVIEW

Located in the Drake neighborhood which is seeing a resurgence of activity in recent years with the emergence of Invest DSM as well as being located in an Opportunity Zone. Located just a few blocks East of Drake University and with an average VPD of 10,600!



## OFFERING OVERVIEW

Price	\$530,000
Building SF	2,520
CAP Rate	9.48%
Lot Size	0.364 Acres
Type	Retail
Year Built	1978
Zoning	RX2 Mixed Use District



## LOCATION INFORMATION

Street Address

2101 University Avenue

City, State, Zip

Des Moines, IA 50311

County

Polk

Market

Des Moines







# UNIT PHOTOS

2101 UNIVERSITY AVENUE, DES MOINES, IA 50311









VACUUM  
AND  
SCENT  
MACHINE  
AREA  
ONLY  
TIME LIMIT  
15 MINUTES

VACUUM

VACUUM  
Super Vac

JULIUS ROSENBERG



# CASA CAR WASH

**\$3.00**  
for  
**5 Minutes**

NO LOITERING  
UNATTENDED VEHICLES  
WILL BE TOWED AT  
OWNERS' EXPENSE

Bill  
Changer  
↓

2101



CAR WASH  
OPEN 24 HOUR  
5 MIN WASH

VIDEO SURVEILLANCE  
ON PREMISES  
ESTOS REGINTOS  
ESTAN MONITOREADOS  
CON CÁMARAS  
DE VIGILANCIA

CONVENIENCE  
METER BOXES  
IN OUR BAYS  
YOUR BAY

CONVENIENCE  
METER BOXES  
IN OUR BAYS  
YOUR BAY

CREDIT CARDS

BILL  
CHANGER  
↓

















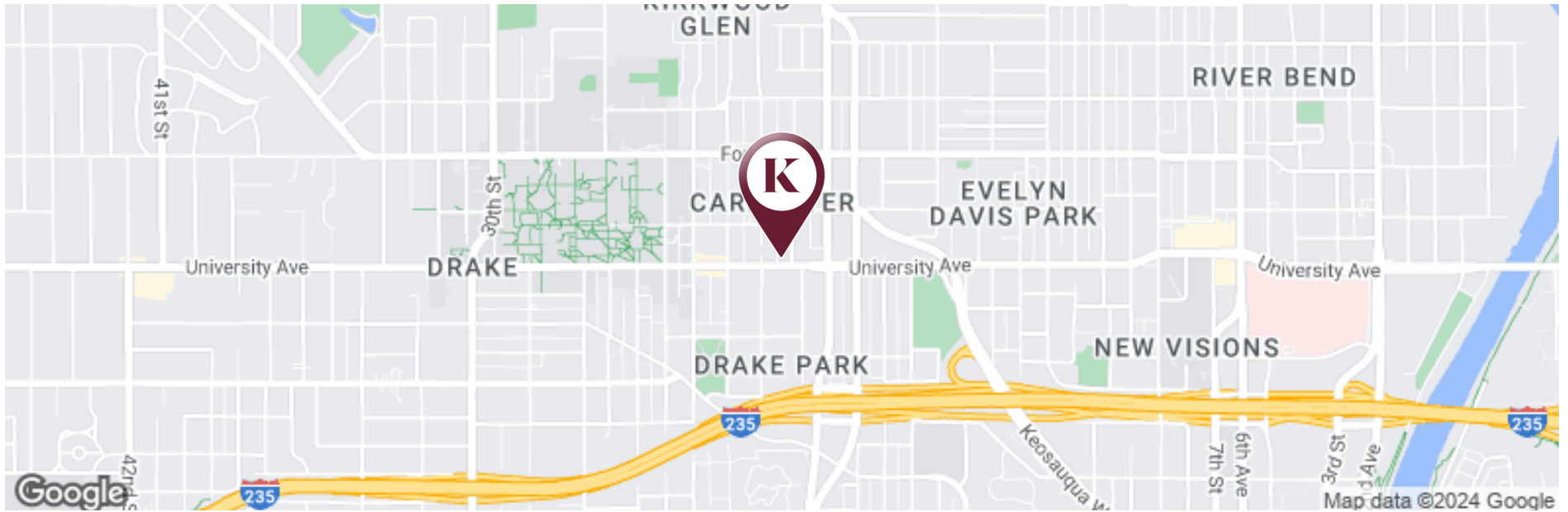
The image shows the exterior of a car wash building with a dark roof and light-colored tiled walls. There are several signs: a red sign that says '\$3.00 for 5 Minutes', and two white signs that say 'WE ACCEPT CREDIT CARDS' with logos for Visa, Mastercard, and Discover. The building has large open bays. In the background, there are green trees and a clear sky. The foreground is a dark asphalt parking lot.

# LOCATION MAPS

2101 UNIVERSITY AVENUE, DES MOINES, IA 50311



# LOCATION MAPS









# REGIONAL MAP





An aerial photograph of a single-story commercial building, identified as Casa Car Wash. The building has a dark roof and light-colored stone or brick walls. Several signs are visible: a red sign above the entrance that reads "CASA CAR WASH", a red sign on the left that says "\$3.00 for 5 Minutes", and two signs on the right that say "WE ACCEPT CREDIT CARDS" with logos for Visa, Mastercard, and Discover. The building is surrounded by a paved lot and trees in the background. A large white text overlay is centered over the image.

# AERIAL PHOTOS

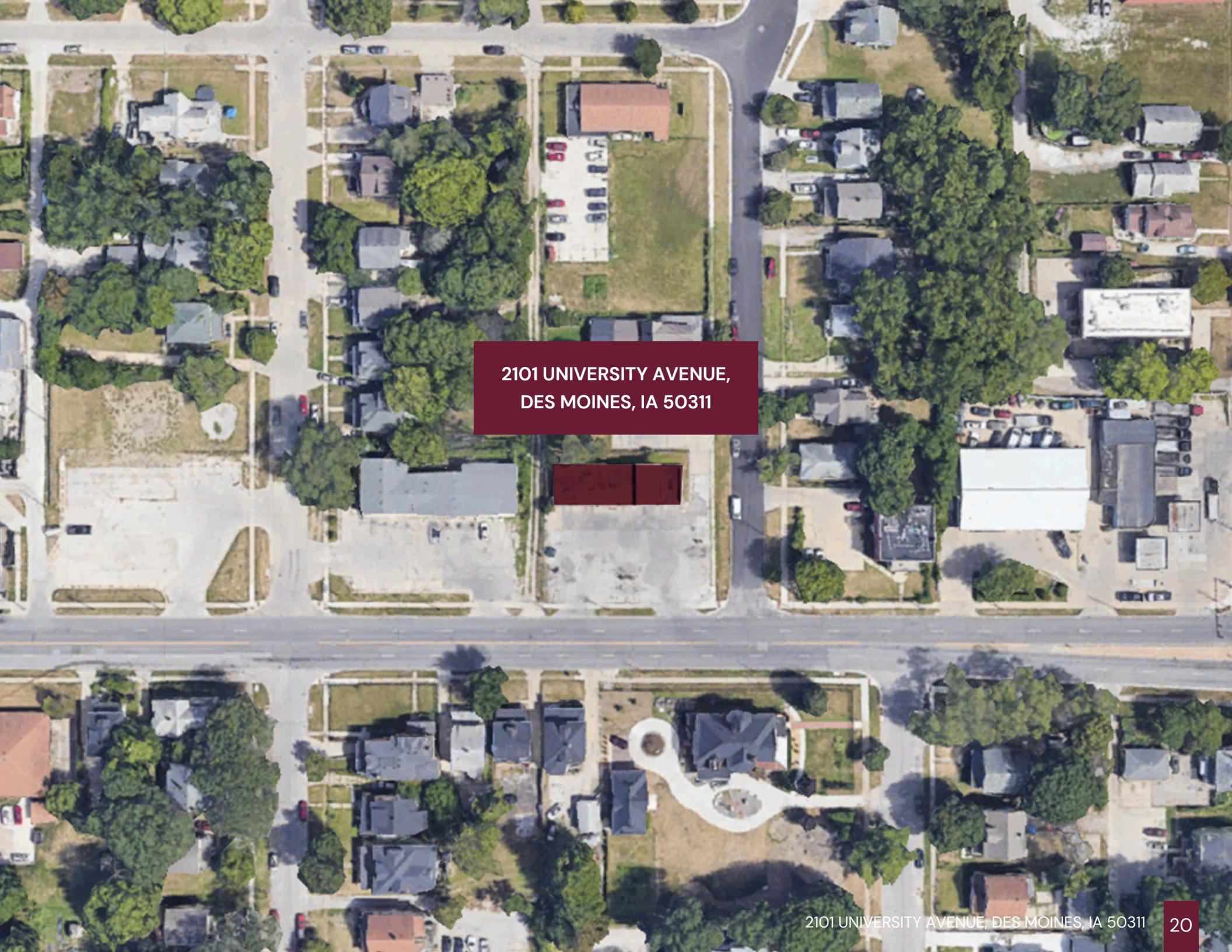
2101 UNIVERSITY AVENUE, DES MOINES, IA 50311





2101 UNIVERSITY AVENUE,  
DES MOINES, IA 50311





2101 UNIVERSITY AVENUE,  
DES MOINES, IA 50311



The background image shows the exterior of a car wash building. The building has a dark roof and light-colored walls. A sign on the roof reads "CASA CAR WASH". Below the roofline, there are several signs: a red sign that says "\$3.00 for 5 Minutes", and two white signs that say "WE ACCEPT CREDIT CARDS" with logos for Visa, MasterCard, and Discover. The building has large open bays for cars. In the foreground, there is a dark, paved area. The background is filled with green trees under a clear sky.

# FINANCIAL ANALYSIS

2101 UNIVERSITY AVENUE, DES MOINES, IA 50311



# INVESTMENT DETAILS

ANALYSIS	
Analysis Date	May 2024

PROPERTY	
Property Type	Retail
Property	2101 University Ave. Des Moines, IA Moines,
Address	2101 University Ave
City, State	Des Moines, IA
Year Built	1978

INCOME & EXPENSE	
Gross Operating Income	\$83,712
Monthly GOI	\$6,976
Total Annual Expenses	(\$33,455)
Monthly Expenses	(\$2,788)

PURCHASE INFORMATION	
Purchase Price	\$530,000

FINANCIAL INFORMATION	
Initial Equity	\$132,500

LOANS						
Type	Debt	Term	Amort	Rate	Payment	LO Costs
Fixed	\$397,500	20 Years	20 Years	7.50%	\$3,202	-



# PRO-FORMA SUMMARY

## INVESTMENT SUMMARY

Price	\$530,000
Tenants	1
RSF	1
Price/RSF	\$530,000.00
Floors	1
Cap Rate	9.48%

## FINANCIAL SUMMARY

Loan 1 (Fixed)	\$397,500
Initial Equity	\$132,500
Interest Rate	7.5%
Term	20 years
Monthly Payment	\$3,202
DCR	1.31

## TENANT ANNUAL SCHEDULED INCOME

Tenant	Actual	Market
	\$83,712	\$0
<b>Totals</b>	<b>\$83,712</b>	<b>\$0</b>

## ANNUALIZED INCOME

Description	Actual	Market
<b>Gross Potential Rent</b>	<b>\$83,712</b>	<b>\$0</b>
- Less: Vacancy	\$0	\$0
<b>Effective Gross Income</b>	<b>\$83,712</b>	<b>\$0</b>
- Less: Expenses	(\$33,455)	(\$33,455)
<b>Net Operating Income</b>	<b>\$50,257</b>	<b>(\$33,455)</b>
- Debt Service	(\$38,427)	(\$38,427)
<b>Net Cash Flow after Debt Service</b>	<b>\$11,830</b>	<b>(\$71,882)</b>
+ Principal Reduction	\$8,917	\$8,917
<b>Total Return</b>	<b>\$20,747</b>	<b>(\$62,965)</b>

## ANNUALIZED EXPENSES

Description	Actual	Market
<b>Total Expenses</b>	<b>\$33,455</b>	<b>\$33,455</b>
<b>Expenses Per RSF</b>	<b>\$33,455</b>	<b>\$33,455</b>



# 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
<b>Income</b>					
Rental Income	\$83,712	\$83,712	\$83,712	\$83,712	\$83,712
<b>Gross Scheduled Income</b>	<b>\$83,712</b>	<b>\$83,712</b>	<b>\$83,712</b>	<b>\$83,712</b>	<b>\$83,712</b>
<b>Gross Operating Income</b>	<b>\$83,712</b>	<b>\$83,712</b>	<b>\$83,712</b>	<b>\$83,712</b>	<b>\$83,712</b>
<b>Expenses</b>					
Accounting	(\$1,317)	(\$1,317)	(\$1,317)	(\$1,317)	(\$1,317)
Building Insurance	(\$1,703)	(\$1,703)	(\$1,703)	(\$1,703)	(\$1,703)
General Supplies	(\$2,092)	(\$2,092)	(\$2,092)	(\$2,092)	(\$2,092)
Legal	(\$836)	(\$836)	(\$836)	(\$836)	(\$836)
Maintenance	(\$2,092)	(\$2,092)	(\$2,092)	(\$2,092)	(\$2,092)
Misc	(\$613)	(\$613)	(\$613)	(\$613)	(\$613)
Reserves	(\$4,000)	(\$4,000)	(\$4,000)	(\$4,000)	(\$4,000)
Taxes – Real Estate	(\$4,495)	(\$4,495)	(\$4,495)	(\$4,495)	(\$4,495)
Trash Removal	(\$1,733)	(\$1,733)	(\$1,733)	(\$1,733)	(\$1,733)
Utilities	(\$14,574)	(\$14,574)	(\$14,574)	(\$14,574)	(\$14,574)
<b>Total Operating Expenses</b>	<b>(\$33,455)</b>	<b>(\$33,455)</b>	<b>(\$33,455)</b>	<b>(\$33,455)</b>	<b>(\$33,455)</b>
<b>Operating Expense Ratio</b>	<b>39.96%</b>	<b>39.96%</b>	<b>39.96%</b>	<b>39.96%</b>	<b>39.96%</b>
<b>Net Operating Income</b>	<b>\$50,257</b>	<b>\$50,257</b>	<b>\$50,257</b>	<b>\$50,257</b>	<b>\$50,257</b>



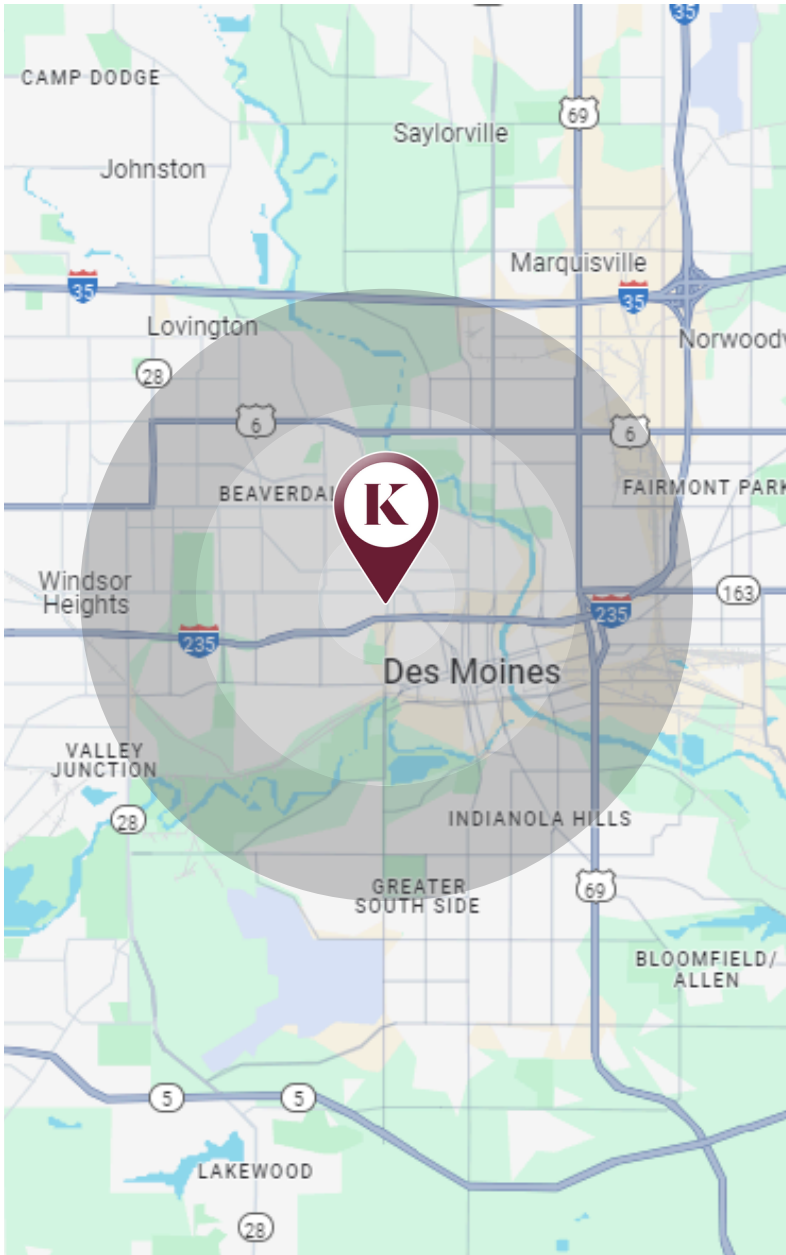
The image shows the exterior of a car wash building with a dark roof and light-colored tiled walls. Several signs are visible: 'CASA CAR WASH' on the roof, '\$3.00 for 5 Minutes' on a red sign, and 'WE ACCEPT CREDIT CARDS' on two signs. The building has large open bays. The foreground is a dark asphalt lot. The entire image is overlaid with a semi-transparent dark red filter.

# DEMOGRAPHICS

2101 UNIVERSITY AVENUE, DES MOINES, IA 50311



# DEMOGRAPHICS



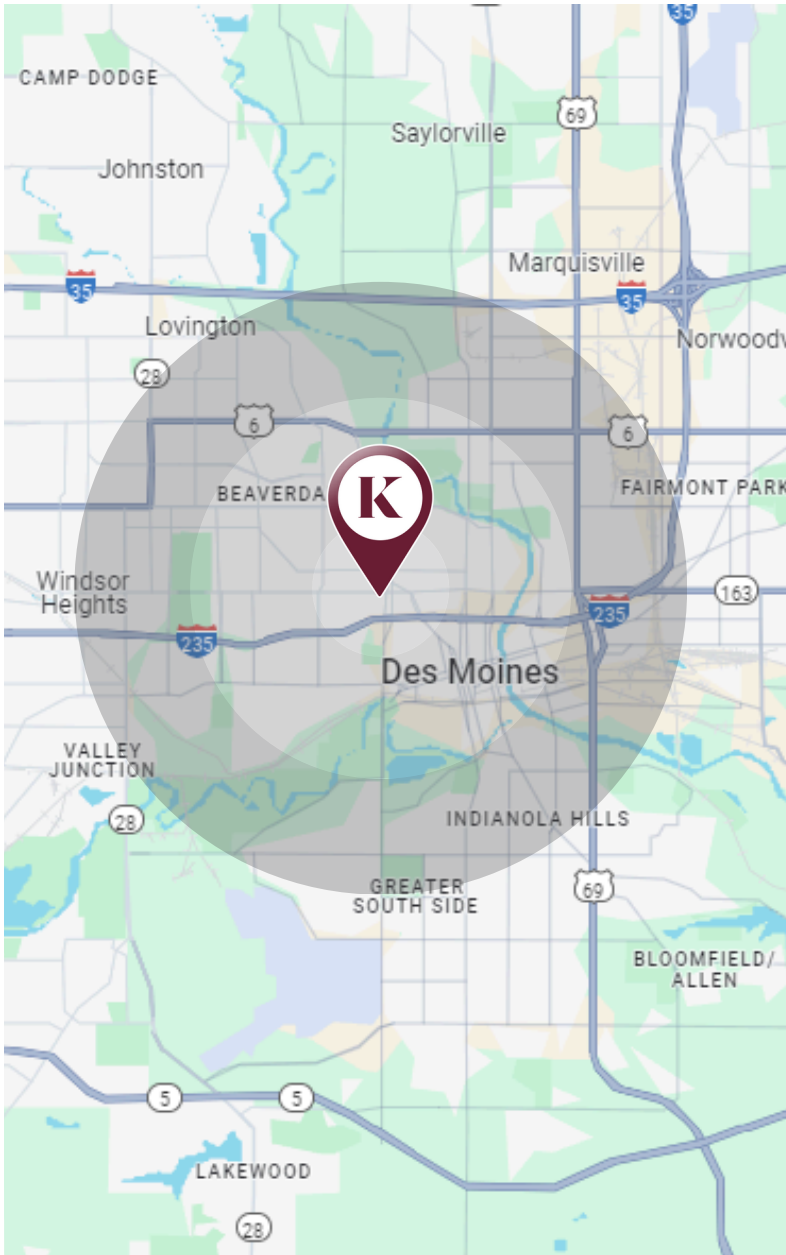
POPULATION	1 MILE	3 MILES	5 MILES
<b>Male</b>	11,309	54,794	111,759
<b>Female</b>	11,663	57,372	116,354
<b>Total Population</b>	22,972	112,166	228,113

AGE	1 MILE	3 MILES	5 MILES
<b>Ages 0-14</b>	6,070	25,143	50,008
<b>Ages 15-24</b>	3,096	13,584	28,221
<b>Ages 25-34</b>	10,221	44,949	89,669
<b>Ages 35-44</b>	1,913	12,467	25,786
<b>Ages 45-54</b>	1,672	16,023	34,429

RACE	1 MILE	3 MILES	5 MILES
<b>White</b>	12,276	84,383	184,511
<b>Black</b>	6,065	14,237	20,084
<b>AM In/ AK Nat</b>	47	140	221
<b>Hawaiian</b>	29	50	70
<b>Hispanic</b>	4,766	15,307	27,944
<b>Multi-Racial</b>	6,478	19,672	34,854



# DEMOGRAPHICS



INCOME	1 MILE	3 MILES	5 MILES
<b>Median</b>	\$32,991	\$43,060	\$46,669
<b>&lt; \$15,000</b>	2,304	7,883	12,306
<b>\$15,000–\$24,999</b>	1,501	6,254	11,616
<b>\$25,000–\$34,999</b>	824	5,262	10,418
<b>\$35,000–\$49,999</b>	1,303	7,402	15,595
<b>\$50,000–\$74,999</b>	1,351	8,561	18,903
<b>\$75,000–\$99,999</b>	446	4,952	11,493
<b>\$100,000–\$149,999</b>	252	3,534	8,462
<b>\$150,000–\$199,999</b>	70	1,015	1,955
<b>&gt; \$200,000</b>	74	1,145	1,970

HOUSING	1 MILE	3 MILES	5 MILES
<b>Total Units</b>	9,210	50,413	99,290
<b>Occupied Owner</b>	7,967	45,497	91,247
<b>Occupied Renter</b>	3,353	26,400	56,498
<b>Occupied</b>	4,614	19,097	34,749
<b>Vacant</b>	1,243	4,916	8,043



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# MEET KATALYST TEAM

2101 UNIVERSITY AVENUE, DES MOINES, IA 50311



## 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."



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## 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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