



## PROPERTY OVERVIEW

The KatalYST Team at KW Commercial is excited to exclusively present this outstanding investment opportunity in Waterloo, IA. This portfolio of 6 townhome-style units offers a true Cap Rate of 6.47% and a 5-year annualized return of 9.04% with professional management already in place. --Actual-Cap Rate: 6.47% --5-Year Annualized Return: 9.04% Value-Add Opportunity: Light renovations can yield an 8% rent increase, already being achieved in 16% of the units, validating market demand and pricing.

**For Sale**

## OFFERING SUMMARY

|                 |                  |
|-----------------|------------------|
| PRICE           | \$360,000        |
| NUMBER OF UNITS | 6                |
| PRICE/UNIT      | \$60,000         |
| BUILDING SF     | 6,264            |
| PRICE/SF        | \$57.47          |
| NOI             | \$23,303         |
| CAP RATE        | 6.47%            |
| OCCUPANCY       | 100%             |
| LOT SIZE        | 0.42 Acres       |
| YEAR BUILT      | 1929             |
| PARKING         | Surface - Street |
| ZONING          | Residential      |

**JARED HUSMANN**

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## ANNUAL PROPERTY OPERATING DATA

| DESCRIPTION<br>YEAR ENDING | YEAR 1<br>(06/2026) | YEAR 2<br>(06/2027) | YEAR 3<br>(06/2028) | YEAR 4<br>(06/2029) | YEAR 5<br>(06/2030) |
|----------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>INCOME</b>              |                     |                     |                     |                     |                     |
| RENTAL INCOME              | \$51,660            | \$52,177            | \$52,698            | \$53,225            | \$53,758            |
| GROSS SCHEDULED INCOME     | \$51,660            | \$52,177            | \$52,698            | \$53,225            | \$53,758            |
| TURNOVER VACANCY           | -\$3,100            | -\$3,131            | -\$3,162            | -\$3,194            | -\$3,225            |
| GROSS OPERATING INCOME     | \$48,560            | \$49,046            | \$49,536            | \$50,032            | \$50,532            |
| <b>EXPENSES</b>            |                     |                     |                     |                     |                     |
| ACCOUNTING                 | -\$240              | -\$240              | -\$240              | -\$240              | -\$240              |
| BUILDING INSURANCE         | -\$3,900            | -\$3,900            | -\$3,900            | -\$3,900            | -\$3,900            |
| GROUNDS MAINTENANCE        | -\$2,432            | -\$2,432            | -\$2,432            | -\$2,432            | -\$2,432            |
| MANAGEMENT FEES            | -\$4,818            | -\$4,818            | -\$4,818            | -\$4,818            | -\$4,818            |
| MISC                       | -\$482              | -\$482              | -\$482              | -\$482              | -\$482              |
| REPAIRS                    | -\$1,145            | -\$1,145            | -\$1,145            | -\$1,145            | -\$1,145            |
| RESERVES                   | -\$3,600            | -\$3,600            | -\$3,600            | -\$3,600            | -\$3,600            |
| TAXES - REAL ESTATE        | -\$8,040            | -\$8,040            | -\$8,040            | -\$8,040            | -\$8,040            |
| UTILITY - WATER/SEWER      | -\$602              | -\$602              | -\$602              | -\$602              | -\$602              |
| TOTAL OPERATING EXPENSES   | -\$25,258           | -\$25,258           | -\$25,258           | -\$25,258           | -\$25,258           |
| OPERATING EXPENSE RATIO    | 52.01%              | 51.50%              | 50.99%              | 50.48%              | 49.98%              |
| NET OPERATING INCOME       | \$23,303            | \$23,788            | \$24,279            | \$24,774            | \$25,274            |



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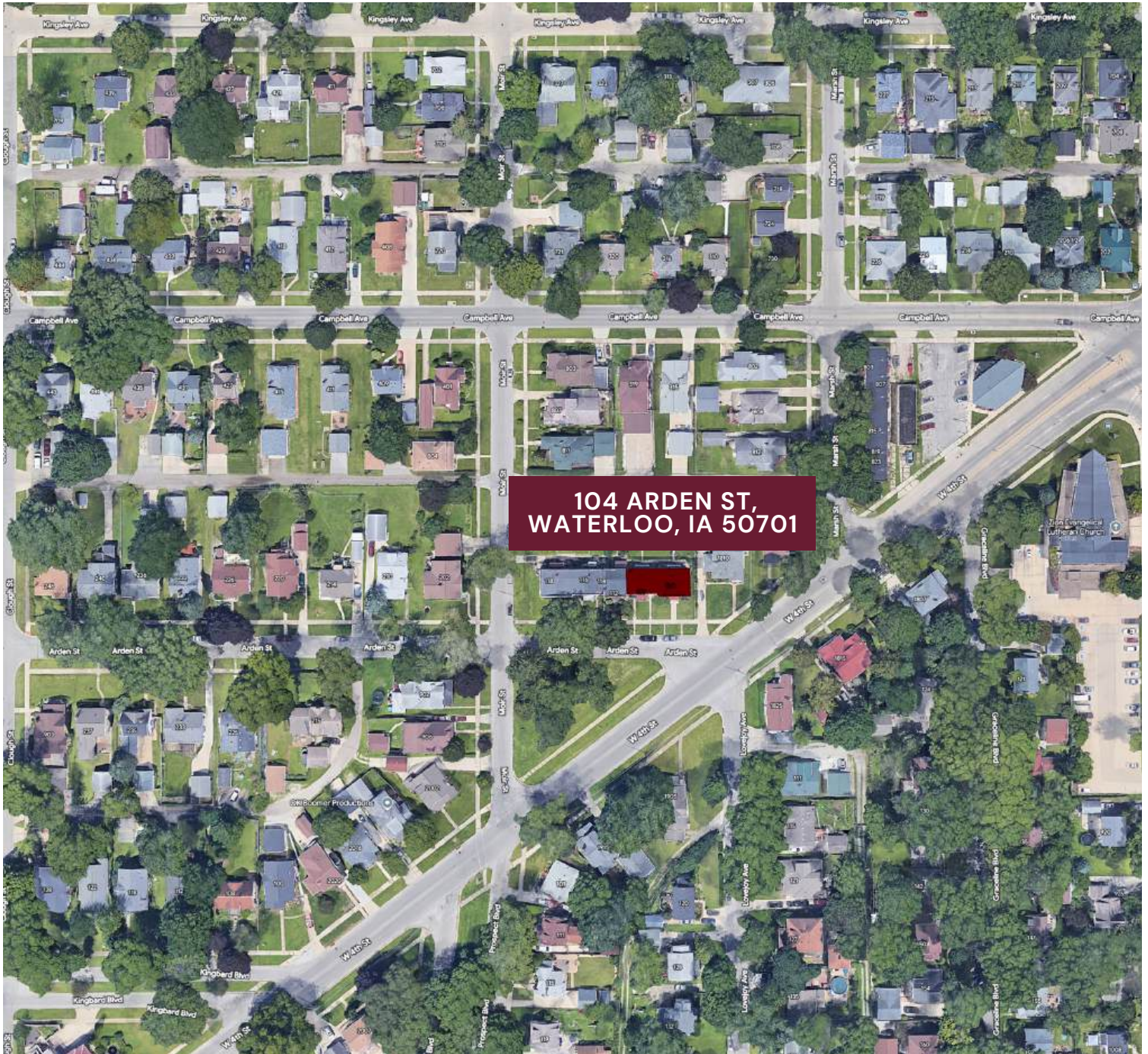
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## LOCATION MAP



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## DEMOGRAPHICS

| POPULATION       | 1 MILE | 3 MILES | 5 MILES |
|------------------|--------|---------|---------|
| MALE             | 6,960  | 28,771  | 44,815  |
| FEMALE           | 7,083  | 30,443  | 47,931  |
| TOTAL POPULATION | 14,043 | 59,214  | 92,746  |

| AGE        | 1 MILE | 3 MILES | 5 MILES |
|------------|--------|---------|---------|
| AGES 0-14  | 2,948  | 11,998  | 18,007  |
| AGES 15-24 | 2,013  | 7,820   | 12,000  |
| AGES 25-54 | 5,321  | 22,802  | 35,667  |
| AGES 55-64 | 1,603  | 6,762   | 10,839  |
| AGES 65+   | 2,158  | 9,832   | 16,233  |

| RACE         | 1 MILE | 3 MILES | 5 MILES |
|--------------|--------|---------|---------|
| WHITE        | 12,052 | 47,405  | 77,691  |
| BLACK        | 1,245  | 8,590   | 10,927  |
| AM IN/AK NAT | 5      | 10      | 21      |
| HAWAIIAN     | 26     | 44      | 149     |
| HISPANIC     | 800    | 3,233   | 3,889   |
| MULTI-RACIAL | 1,378  | 5,678   | 7,004   |

| INCOME              | 1 MILE   | 3 MILES  | 5 MILES  |
|---------------------|----------|----------|----------|
| MEDIAN              | \$43,107 | \$40,394 | \$41,970 |
| < \$15,000          | 861      | 4,336    | 6,126    |
| \$15,000-\$24,999   | 796      | 3,280    | 5,016    |
| \$25,000-\$49,999   | 1,371    | 5,145    | 8,198    |
| \$50,000-\$74,999   | 471      | 2,178    | 3,873    |
| \$75,000-\$99,999   | 526      | 1,824    | 3,356    |
| \$100,000-\$149,999 | 144      | 326      | 601      |
| > \$200,000         | 80       | 399      | 624      |

| HOUSING         | 1 MILE | 3 MILES | 5 MILES |
|-----------------|--------|---------|---------|
| TOTAL UNITS     | 6,426  | 26,770  | 41,413  |
| OCCUPIED        | 5,876  | 24,875  | 38,710  |
| OWNER OCCUPIED  | 3,980  | 15,583  | 25,694  |
| RENTER OCCUPIED | 1,896  | 9,292   | 13,016  |
| VACANT          | 550    | 1,895   | 2,703   |

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