

**OFFERING
MEMORANDUM**

Regency East Apartments, Raytown, Missouri



PREPARED BY

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EXECUTIVE SUMMARY

EXIT

EXECUTIVE SUMMARY



Zeal Property Advisors, LLC is pleased to announce the exclusive offering of Regency East Apartments (“The Property”), a 30-unit apartment community located in Raytown, Missouri. The Property offers a quaint community renter experience under one roof with ample bonus rooms for amenities. The unit mix has a variety floorplans offering a wider net for prospective renters. Investors are encouraged to consider a conversion to 55+ where a lack of supply has been identified.

The Property is offered as a fee simple sale. Regency East is considered a hands-on value-add community where down units can be renovated, amenities added such as lounge room, storage lockers and leasing station if needed. Short term financing with Interest Only is available and can be recommended by the Brokers.

INVESTMENT HIGHLIGHTS

- Re-Position to 55+ Community
- Ability to Add Amenities via Unused Bonus Rooms
- 2 Down Units Available For Renovation
- Variety of Floorplans
- Easy to Manage
- True Community Living Environment



PRICE: **\$2,000,000**



PF NOI: **\$167,531**



PF CAP RATE: **8.40%**



PROPERTY OVERVIEW



PROPERTY OVERVIEW

Regency East Apartments is a 30-unit apartment community built in 1964 and underwent substantial renovations in 2019. The Property encompasses 0.71 AC and includes a single building with interior corridors ensuring a community renter experience with approximately 23,288 rentable square feet. Investors can add value through the renovation of 2 units in the basement and utilizing several unused bonus rooms. Investors are also encouraged to engage a laundry vending service (such as Jetz), to renovate the laundry room which is typical for a new contract (none currently in place). Regency East Apartments offers a variety of floorplans and unit sizes designed to attract a wider range of prospective tenants ensuring higher occupancy over longer periods of time. Investors may also consider a conversion to a 55+ community where above market rents can be achieved.

Address	9401 East 63 rd Street, Raytown, MO	Water/Sewer	Central Metered
Units	30	Electric	Separately Metered
Year Built	1964 2019	Gas	Central Metered (Laundry + Hot Water)
Lot Size	0.71 AC	HVAC	Central
RSF	23,288	Hot Water	Central Common
# of Buildings	1	Trash	Waste Management
Parking	36 surface spaces with off street	Laundry	Common Area





PROPERTY
PHOTOS



EXTERIOR & COMMON AREA PHOTOS



UNIT INTERIOR PHOTOS (RENOVATED)

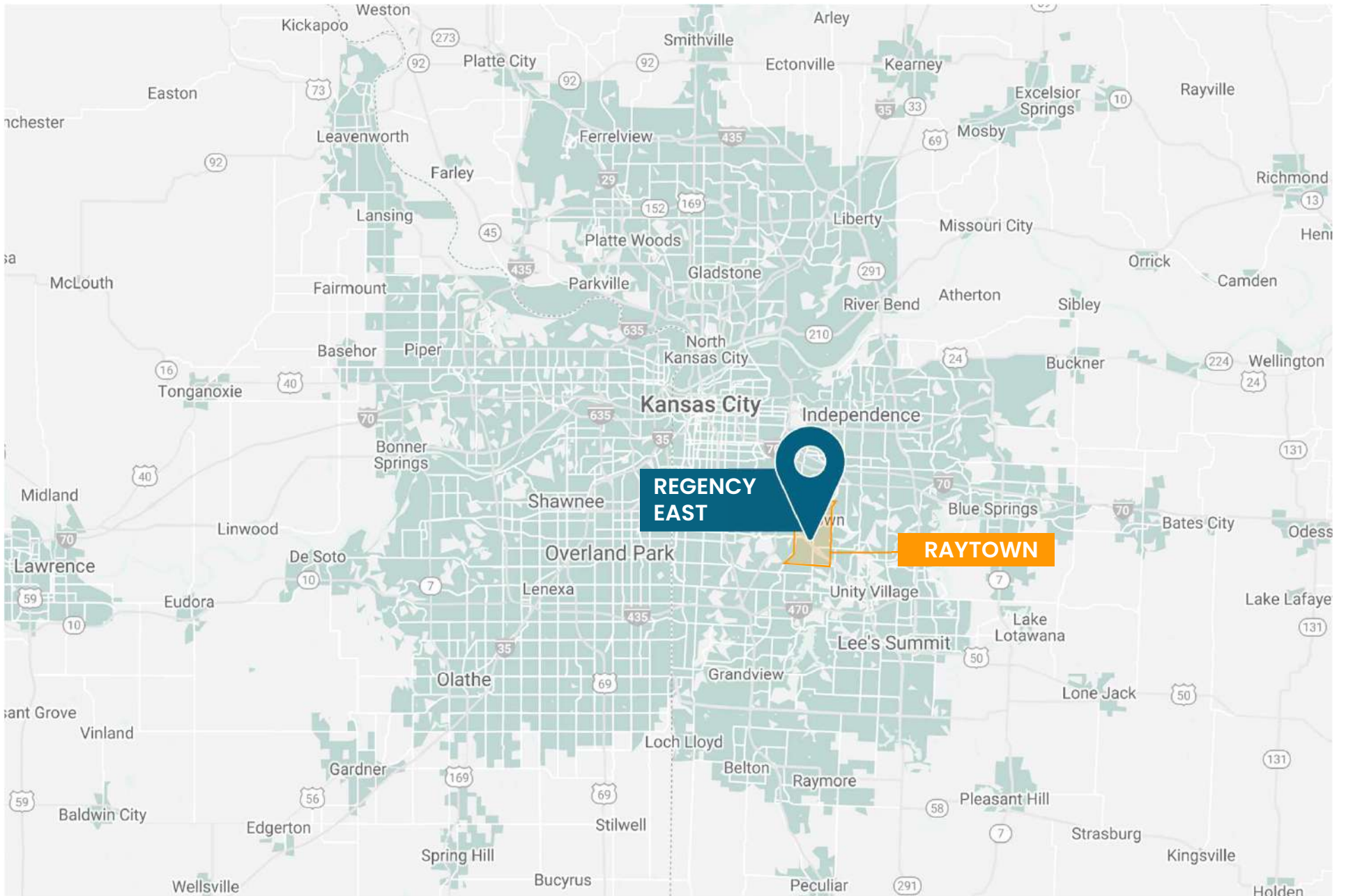




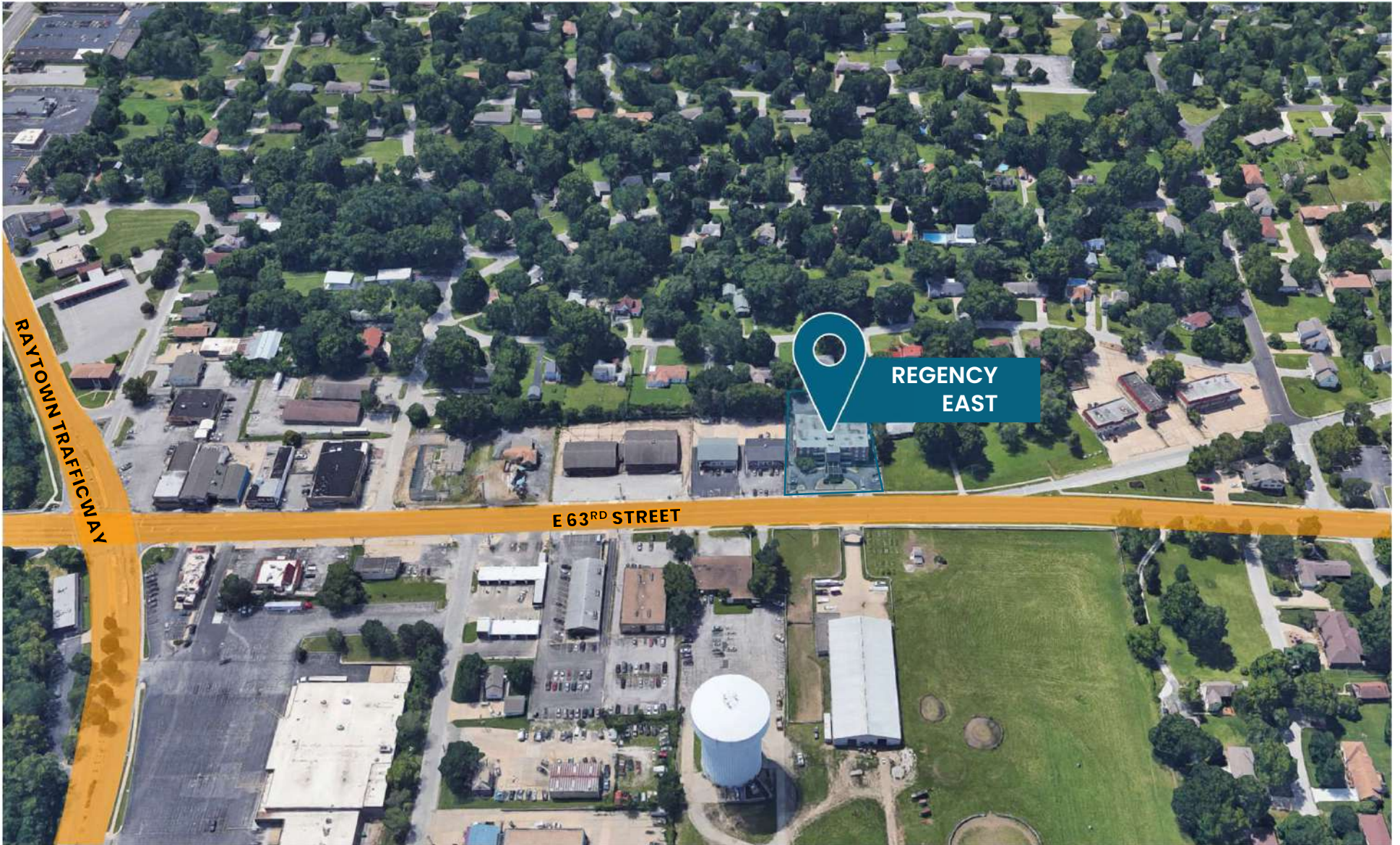
AERIALS

EXIT

REGIONAL MAP



AERIAL





350

350

435

435

E 63RD STREET

BLUE RIDGE CUT OFF

RAYTOWN ROAD

SHERWIN WILLIAMS planet fitness
 CITITRENDS Price Chopper
 DOLLAR TREE city G.E.A.R.

Wendy's Blue Ridge Bank and Trust Co.
 The UPS Store UPS
 H&R BLOCK

UNIVERSITY HEALTH COMMUNITY CARE

UMB BANK



BLUE RIDGE ELEMENTARY SCHOOL

FAMILY DOLLAR

Holiday Inn Express & Suites

Public Storage

Commerce Bank DUNKIN' DONUTS Denny's Sutherlands

DQ

McDonald's

Arby's

Walgreens

CVS DOLLAR GENERAL TACO BELL Domino's



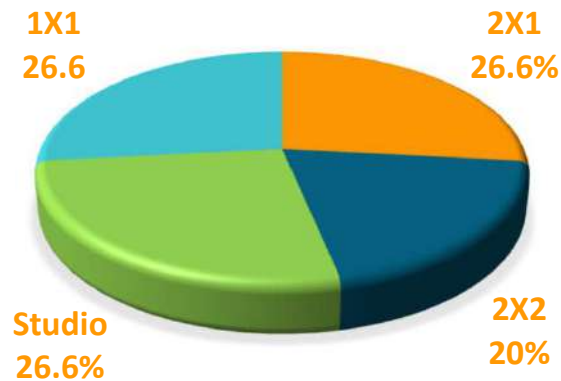
FINANCIALS

EXIT

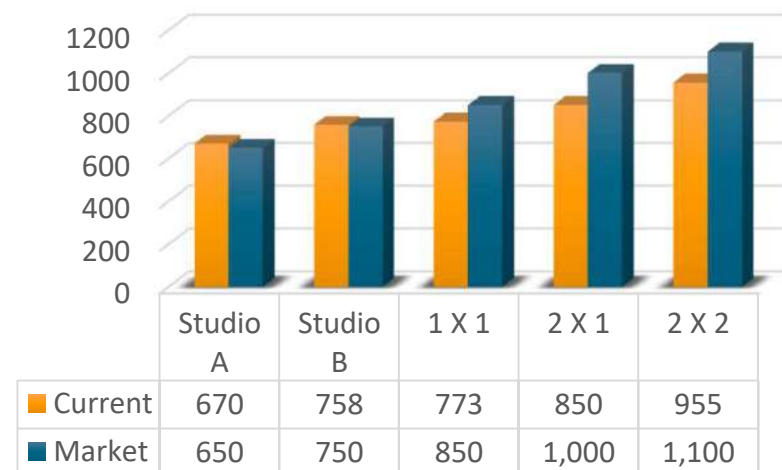
RENT ROLL SUMMARY

Unit Type	Count	% Total	Size (SF)	Avg Rent	Avg Rent / SF	Market Rent
Studio (A)	2	6.7%	396	\$670	\$1.69	\$650
Studio (B)	6	20.0%	538	\$758	\$1.41	\$750
1 X 1	8	26.6%	790	\$773	\$0.98	\$850
2 X 1 B (Down)	2	6.7%	726	Down	Down	\$900
2 X 1	6	20.0%	943	\$850	\$0.90	\$1,000
2 X 2	6	20.0%	973	\$955	\$0.98	\$1,100
TOTAL / AVERAGE	30	100%	766	\$814	\$1.06	\$900

UNIT MIX



UNIT RENT



FINANCIAL ANALYSIS

	T-3 April	Year 1	Pro Forma	Notes	Per Unit
INCOME					
Gross Scheduled Rent	\$270,380	\$293,040	\$324,000	[1]	\$10,800
Physical Vacancy	(77,720) 28.7%	(14,652) 5.0%	(16,200) 5.0%		(540)
Concessions	None	None	None		0
Bad Debt	None	(2,930) 1.0%	(4,860) 1.50%		(162)
Down Units	(44,560) 16.0%	(29,304) 10.0%	None		0
Total Vacancy	(122,280) 45.20%	(46,886) 16.0%	(21,060) 6.50%		(702)
Economic Occupancy	54.80%	84.0%	93.50%		
Effective Rental Income	148,100	246,154	302,940		10,098
Utility Reimbursement	5,780	6,360	21,090	[2]	703
Other Income	7,516	12,600	12,600		420
Effective Gross Income	\$161,396	\$265,114	\$336,630		\$11,221
EXPENSES					
Real Estate Taxes	16,860	16,860	21,197	[3]	707
Insurance	24,000	24,000	24,000		800
Utilities	49,143	38,472	38,472		1,282
Trash Removal	6,000	3,000	3,000		100
Repairs and Maintenance	21,396	13,500	13,500		450
Contract Services	11,919	10,500	10,500		350
Turnover	R&M	9,750	9,750		325
Marketing / Advertising	1,365	4,500	4,500		150
Payroll	None	None	None	[4]	0
General and Administration	5,016	5,250	9,000		300
Management Fee	13,431 (8.3%)	21,209 (8.0%)	26,930 (8.0%)		898
Replacement Reserves	None	8,250	8,250		275
Total Expenses	\$149,130	\$155,291	\$169,099		\$5,637
Net Operating Income	\$12,266	\$109,823	\$167,531		\$5,584

Notes

[1] Pro Forma GSR reflects unit mix section market rents annualized.
 [2] Pro Forma Utility Reimbursement includes a flat charge of \$50 for Studio and 1BR units and \$75 for 2BR units for water/sewer/gas at 95% physical occupancy.

[3] Real Estate Taxes reflect 2026 tax bill and a post acquisition reassessment verified by a local tax advisor.
 [4] Payroll is absorbed by management company per third party quote.

PRICING SUMMARY

Summary		
Price	\$2,000,000	
Down Payment	\$617,500	30.90%
Number of Units	30	
Price Per Unit	\$66,666	
Rentable SF	23,288	
Price Per SF	\$85.88	
Lot Size	0.71 Acres	
Year Built	1964 2019	
Type of Ownership	Fee Simple	

Returns	Year 1	Year 3 Refinance
Cap Rate	5.50%	8.40%
Cash Flow	\$16,073	\$79,781
Cash-on-Cash	2.60%	13.0%
DSCR	1.18x (Interest Only)	1.58x (Amortizing)
	Acquisition	R+T Refinance
Proposed Financing	First Position	First Position
Loan Amount	\$1,500,000	\$1,500,000
Loan Type	Bank	Agency FTIO
Interest Rate	6.25% Fixed	5.85% Fixed
Amortization	25-Years	None
Pre-Payment Penalty	None	YM
Term	5-Years	5-Years
Interest Only	12-18 Months	Full Term
Debt Service	\$93,750 (I/O)	\$87,750 (I/O)

Sources and Uses of Funds

Uses of Funds – Close of Escrow		Sources of Funds – Close of Escrow	
Purchase Price	\$2,000,000	First Mortgage	\$1,500,000
Financing Costs	\$7,500	Equity	\$617,500
Due Diligence and Closing Costs	\$10,000		
Down Units + Capex	\$100,000		
Total Uses of Funds:	\$2,117,500	Total Sources of Funds:	\$2,117,500



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*Agency East
Apartments*

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