

**OFFERING
MEMORANDUM**

The Lookout Apartments, Merriam, Kansas



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Exclusively Presented By:

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EXECUTIVE SUMMARY






Zeal Property Advisors, LLC is pleased to present the exclusive offering of The Lookout Apartments (“The Property”), a 34-unit apartment community located in Merriam, Kansas. The Property was built in 1965 and underwent substantial renovations to the interior and exterior in the late 2000’s. The asset is located next door to the ongoing \$250mm Merriam Grand Station & Marketplace development featuring a Trader Joes grocer catty-corner to the Property. The Property is considered stabilized with little to no deferred maintenance in a location gentrifying in real time. The Property is additionally uniquely zoned for High Rise Residential and prospective investors are encouraged to review this opportunity contingent upon entitlements from the city or use as a future exit strategy.

The Property is offered as a fee simple sale free and clear of debt and offers prospective investors the opportunity to acquire a well-located asset primed for above par appreciation + rent growth. Tour dates will be announced by the Brokers at a future date.

INVESTMENT HIGHLIGHTS

- Only Parcel in Merriam Zoned High Rise Residential
- Located Adjacent to Merriam City Hall + Community Center
- Located Blocks From \$250mm Development
- Superb Highway Access
- Stabilized Asset in Submarket Gentrifying in Real Time
- Operational Value-Add

	PRICE:	Market
	NOI:	\$274,400
	CAP RATE:	N/A

PROPERTY OVERVIEW



PROPERTY LOCATION + OVERVIEW

The Lookout Apartments is a 34-unit multifamily community located just off I-35 and Shawnee Mission Parkway in Merriam, Kansas. The Property is located in close proximity to the Merriam Grand Station & Marketplace \$200mm+ mixed use development further detailed in the OM. The Lookout Apartments is a stabilized asset averaging 90%+ occupancy over the last 10 years and 100% of the units have been renovated with granite counters + backsplash in the kitchen, stainless steel faucets,

black appliances, new oak cabinets, LVP or ceramic tile with mosaic accents in kitchen and bathrooms, commercial grade carpet in living room and bedrooms with two tone paint scheme, upgraded ceiling fans in living room and bedrooms, upgraded thermostats and LED lighting throughout. Exterior improvements include roofs within 15-years of age, new sliding glass screen doors and dual pane vinyl windows, new decking and common area corridors. The Property is conveniently located just off I-35 allowing easy access to anywhere in the metro. Further, the Property is located adjacent to the Merriam Community Center, Johnson County Library and IKEA.

HIGH RISE RESIDENTIAL ZONING

The Lookout Apartments is currently the only parcel in Merriam zoned for High Rise Residential. Prospective Investors interested in acquiring entitlements from the city will be considered. Total acreage can be 2.5+/-.

Address	6212 Slater Street, Merriam, Kansas 66202	Water/Sewer	Per Building Metered Billback to Tenant
Units	34	Electric	Separately Metered Paid by Tenant
Year Built	1965 2010	Gas	Separately Metered Paid by Tenant
Lot Size	0.94 AC	HVAC	Central Air Electric Furnace
RSF	20,630 SF	Hot Water	Gas Per Unit
# of Buildings	1 Buildings 2.5 Stories	Laundry	Common Area Landlord Owned
Parking	45 Surface Spaces Ample Off-Street Parking	Safety	Smoke Detectors Fire Extinguisher
Wiring	Copper	Plumbing	TBD
Roofs	Flat TPO	School District	Shawnee Mission North
Windows	Dual Pane Vinyl	Construction Type	Wood Frame Brick Veneer

MERRIAM GRAND STATION LOFTS & MARKETPLACE



Merriam Grand Station & Marketplace

Merriam Grand Station and Marketplace is a \$250mm mixed use redevelopment sponsored by Drake Development just east of I-35 and Shawnee Mission Parkway. The first phase (Grand Station) consists of 14-acres and is completed and anchored by Grand Station Lofts (361 units), among other retailers such as Jersey Mikes, Starbucks, Fredmys, CAVA, Shake Shack, Supplement Superstore, Home Grown and others. Grand Station is located across Shawnee Mission Parkway from Lookout Apartments and only a 7-minute walk.

Merriam Marketplace is a second phase to Grand Station located on the north side of Shawnee Mission Parkway and is currently under construction. The second phase will feature 200 apartment units, several sit-down restaurants and Trader Joes will anchor this development which is directly catty-corner to Lookout Apartments.





PROPERTY PHOTOS



EXTERIOR PHOTOS



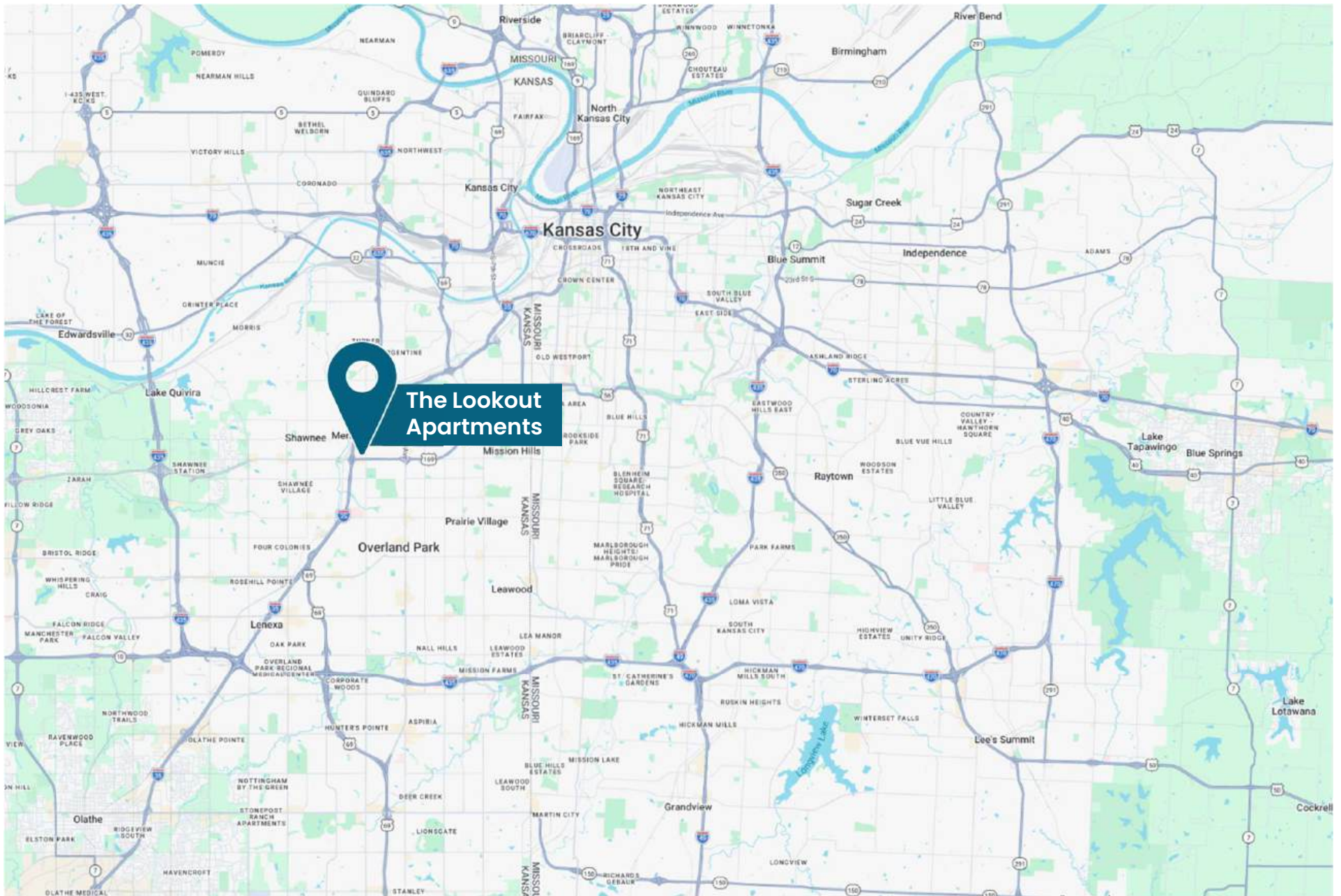
UNIT INTERIOR PHOTOS



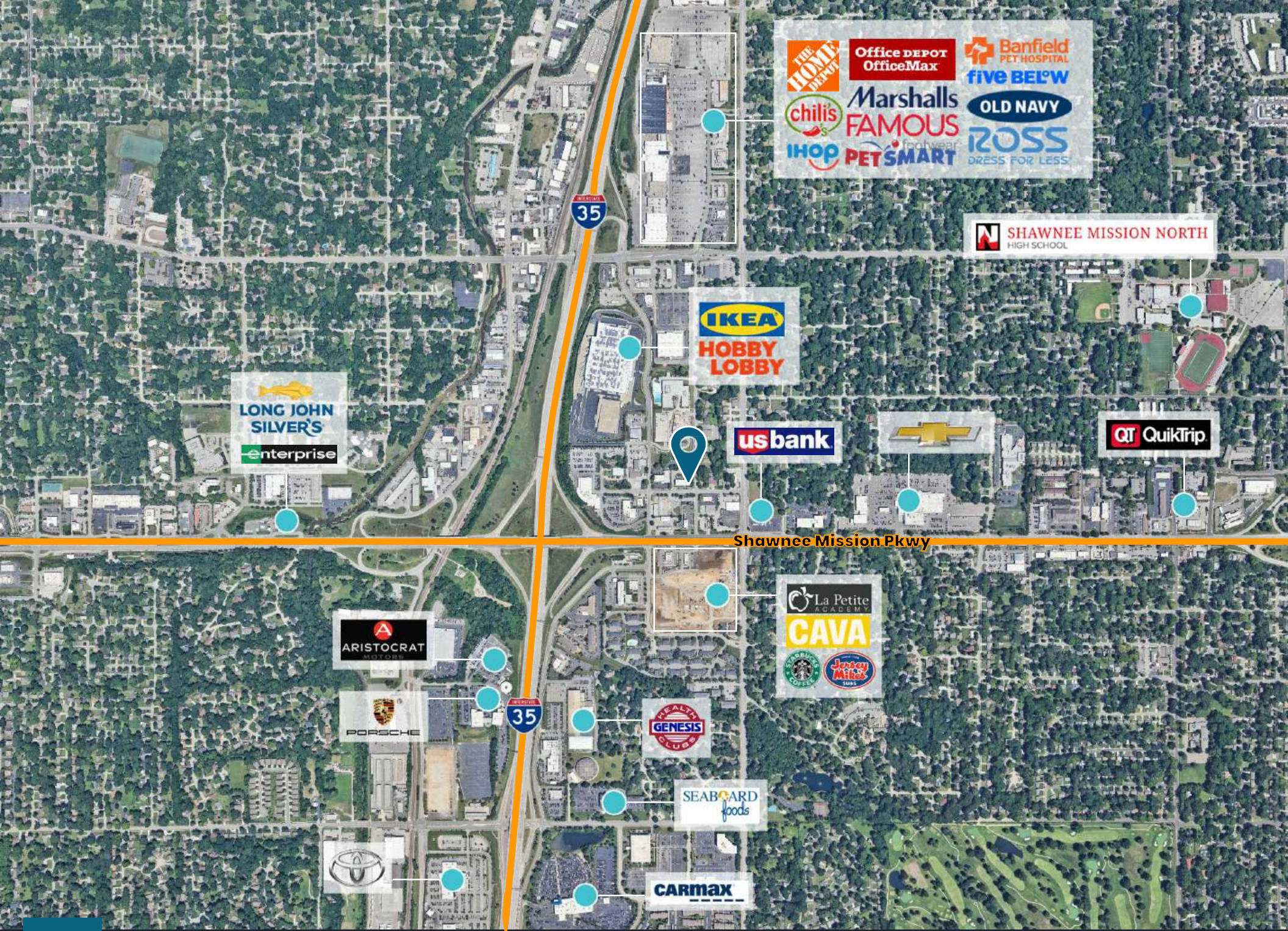


AERIALS

REGIONAL MAP



**The Lookout
Apartments**



AERIAL



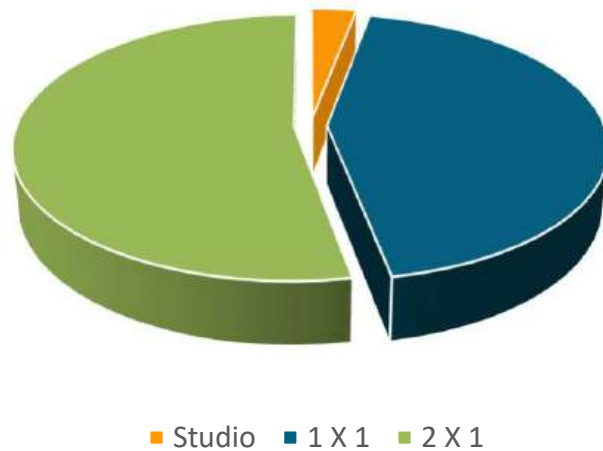


FINANCIALS

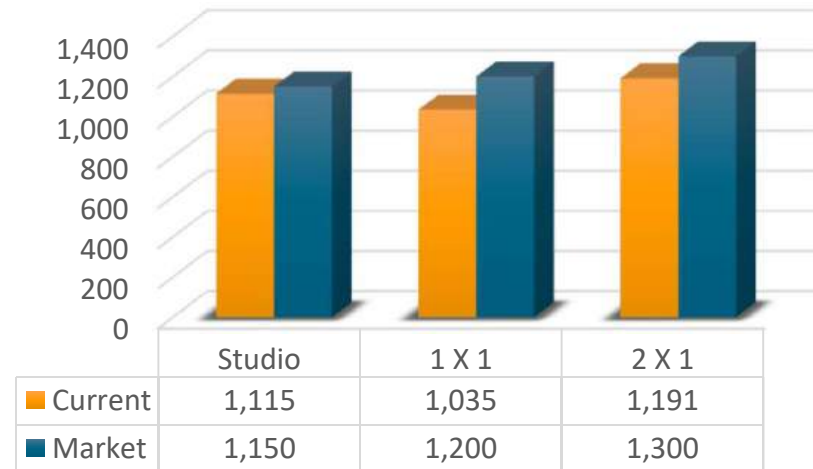
RENT ROLL SUMMARY

Unit Type	Count	% Total	Size (SF)	Avg Rent	Avg Rent / SF	Market Rent
Studio	1	3.0%	500	\$1,115	\$2.23	\$1,150
1 X 1	15	44.0%	550	\$1,035	\$1.88	\$1,200
2 X 1	18	53.0%	660	\$1,191	\$1.80	\$1,300
TOTAL / AVERAGE	34	100%	607	\$1,115	\$1.84	\$1,251

UNIT MIX



UNIT RENT



FINANCIAL ANALYSIS

	T-12 March	Year 1	Pro Forma	Notes	Per Unit
INCOME					
Gross Scheduled Rent	\$449,552	\$454,920	\$510,600	[1]	\$15,018
Physical Vacancy	(13,487) 3.0%	(22,746) 5.0%	(25,530) 5.0%		(751)
Concessions	None	None	None		0
Bad Debt	None	None	None		0
Total Vacancy	(13,487) 3.0%	(22,746) 5.0%	(25,530) 5.0%		(751)
Economic Occupancy	97.0%	95.0%	95.0%		
Effective Rental Income	436,065	432,174	485,070		14,267
Utility Reimbursement	11,495	11,495	20,520	[2]	604
Other Income	11,600	18,360	18,360	[3]	540
Effective Gross Income	\$459,160	\$462,029	\$523,950		\$15,410
EXPENSES					
Real Estate Taxes	44,766	54,079	54,079	[4]	1,590
Insurance	10,625	25,500	25,500	[5]	750
Utilities	20,088	20,088	20,088		590
Trash Removal	4,337	3,400	3,400		100
Repairs and Maintenance	20,441	13,600	13,600		400
Contract Services	15,712	11,900	11,900		350
Turnover	6,198	8,500	8,500		250
Marketing / Advertising	1,805	5,100	5,100		150
Payroll	39,338	None	None	[6]	0
General and Administration	7,332	5,100	5,100		150
Management Fee	22,791 (5.0%)	36,962 (8.0%)	41,916 (8.0%)		1,233
Replacement Reserves	None	8,500	8,500		250
Total Expenses	\$193,433	\$187,629	\$197,683		\$5,814
Net Operating Income	\$265,727	\$274,400	\$326,267		\$9,596

Notes

[1] Pro Forma GSR reflects unit mix section market rents annualized.

[2] Pro Forma Utility Reimbursements reflect a flat rate charge of \$45 for 1BR and \$60 for 2BR at 95% physical occupancy.

[3] Other Income includes the addition of W+D fees not charged by Landlord in addition to other standard resident charges.

[4] Real Estate Taxes reflect 2025 tax bill and a Year 1 post acquisition reassessment verified by a local tax advisor.

[5] Insurance increased to submarket standards.

[6] Payroll is absorbed by management company.

PRICING SUMMARY

Summary	
Price	Market
Number of Units	34
Price Per Unit	N/A
Rentable SF	20,630
Price Per SF	N/A
Lot Size	0.94 Acres
Year Built	1965 2010
Type of Ownership	Fee Simple

Unit Mix		
Unit Type	Average	Pro Forma
Studio	\$1,115	\$1,150
1 X 1	\$1,035	\$1,200
2 X 1	\$1,191	\$1,300
Total/Avg	\$1,115	\$1,251

Debt Analysis			
Loan Type	Bank	Agency	Agency
Proposed Financing	Short Term	FTIO	Max Leverage
Position	First Loan	First Loan	First Loan
Loan Amount	75% LTV Max	65% LTV Max	75% LTV Max
Term	2-Years	5-Years	10-Years
Interest Rate	5.85% Fixed	5.75% Fixed	6.15% Fixed
Amortization	25-Years	N/A	30-Years
Interest Only	12-Months	Full Term	2-3 Years
Pre-Payment Penalty	None	YM	YM
DSCR	1.25x	1.35x	1.25x
Recourse	Yes	No	No

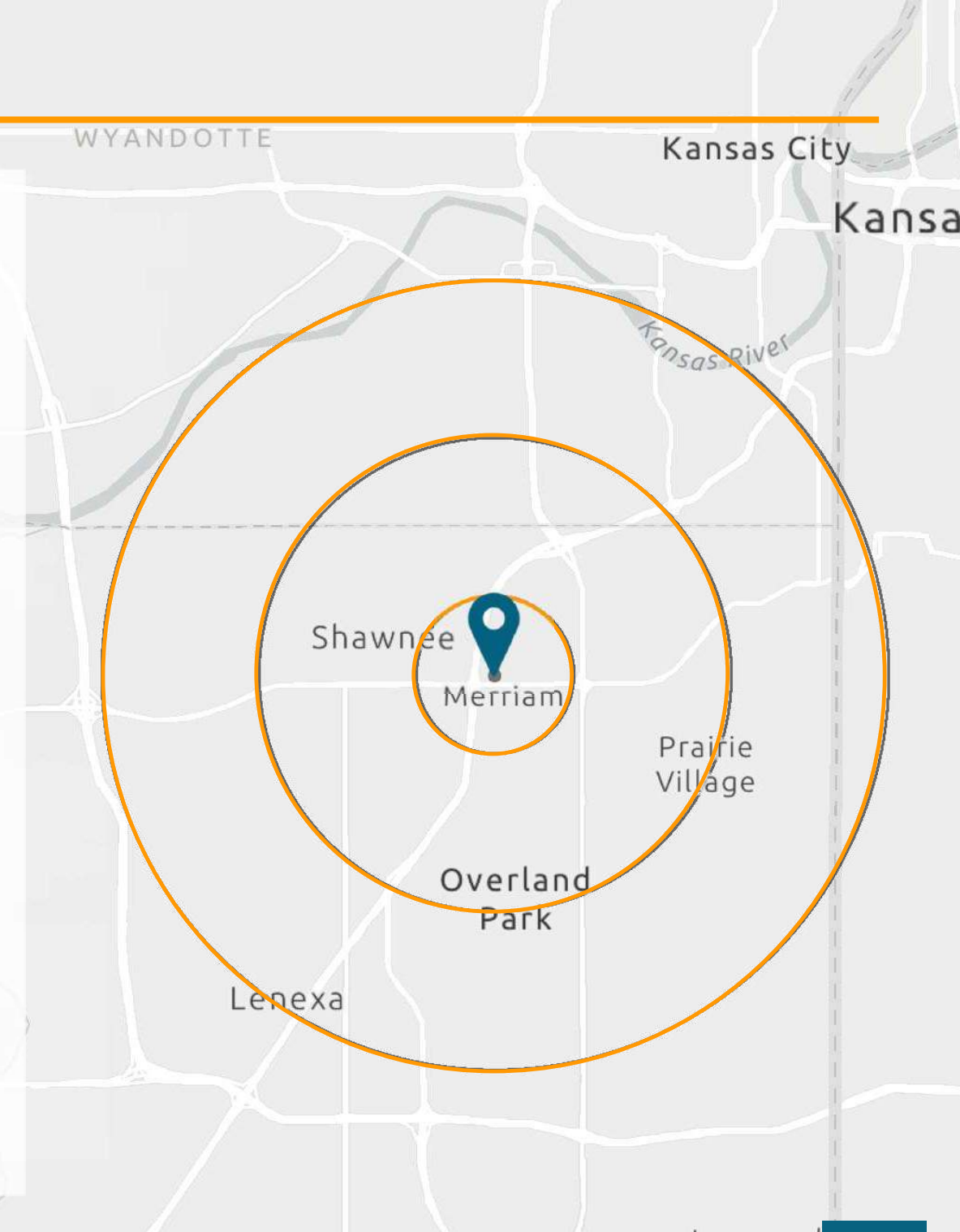


DEMOGRAPHICS

Basehor DEMOGRAPHIC SUMMARY

2025 SUMMARY	1 MILE	3 MILES	5 MILES
Population	7,096	98,307	230,819
Households	3,494	44,656	100,196
Families	1,642	23,593	57,379
Average Household Size	2.00	2.18	2.28
Owner Occupied Housing Units	1,928	25,409	62,229
Renter Occupied Housing Units	1,566	19,247	37,967
Median Age	39.1	37.9	38.9
Median Household Income	\$68,936	\$77,548	\$84,807
Average Household Income	\$85,487	\$100,848	\$120,971

2030 SUMMARY	1 MILE	3 MILES	5 MILES
Population	7,513	99,538	232,765
Households	3,798	45,724	102,000
Families	1,737	23,820	57,789
Average Household Size	1.95	2.16	2.26
Owner Occupied Housing Units	1,972	26,044	63,396
Renter Occupied Housing Units	1,826	19,681	38,604
Median Age	40.5	39.6	40.3
Median Household Income	\$74,595	\$84,425	\$94,577
Average Household Income	\$93,836	\$110,620	\$131,570





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