

# THE MADELYN APARTMENTS

63 UNITS | \$6.55M

3731-33 SW Trafficway,  
Kansas City, MO 64111



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## PROPERTY HIGHLIGHTS

- Located in the Heart of Walkable Valentine Neighborhood
- Central Heat and Air
- All Capital Expenses Completed – Roofs, Electrical, Plumbing
- Charming Spacious Units with Hardwood Floors & Updated Finishes
- On-Site Coin-Operated Laundry Machines – Landlord Owned
- Dedicated Central Parking Lots with ~36 Parking Spaces + Ample Street Parking
- 30% of the Units Renovated with a Luxury Finish While Preserving Original Charm
- Proven Conversion from One Bedroom to Two Bedroom

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## THE OPPORTUNITY

The Madelyn is an exceptional 63-unit investment opportunity in the heart of Kansas City's vibrant Valentine neighborhood, where historic charm compliments modern updates and walkability. This package spans seven buildings with off-street parking lots, originally constructed in 1923 and meticulously maintained and updated. All of the buildings have new windows, new electrical, new plumbing, and central heat and air.

The Madelyn features a mix of one- and two-bedroom units, with renovated spaces boasting modernized kitchens, stainless appliances, quartz countertops, and designer tile in kitchens and bathrooms. Charming original hardwood floors add warmth and charm, complemented by light streaming through oversized replacement windows. 30% of the units have been upgraded to a luxury standard within the last five years, and each building includes its own coin-operated laundry room for tenant convenience.

The neighborhood is highly walkable with a Walk Score of 88 and is strategically located minutes from major employers and medical hubs, including KU Medical, less than a mile away, and Children's Mercy Hospital, under three miles from your doorstep—the city's largest hospital and second-largest employer, respectively. Just 1.6 miles from the iconic Country Club Plaza, residents enjoy proximity to upscale shopping, dining, and entertainment, with the bars and eateries of Valentine and Westport within easy walking distance. Offering ample parking and a prime location, this 63-unit package presents investors with a rare chance to acquire an irreplaceable multifamily asset with significant income upside in one of Kansas City's most desirable neighborhoods.



## UNIT MIX

Type	Count	Market Rent	Current Avg. Income
2 Bed/ 1 Bath	3	\$1,250	\$1,158
1 Bed/ 1 Bath XL	21	\$1,150	\$1,032
1 Bed/ 1 Bath	36	\$995	\$885
Basement 1 Bed / Bath	3	\$895	\$855

## AMENITIES AND FEATURES

- Hardwood Floors
- Central Heat & Air
- On-Site Parking Lots
- On-Site Coin Operated Laundry
- Charming Original Details with Luxury Upgrades
- Walkable Location



## THE VALUE ADD PLAY

Convert the remaining extra large 1 bedroom units to 2 bedroom units, this gives an immediate upside on the income and diversifies the unit mix. Consider adding in Unit Washer Dryer.

## WHAT WE LOVE ABOUT THE PROPERTY

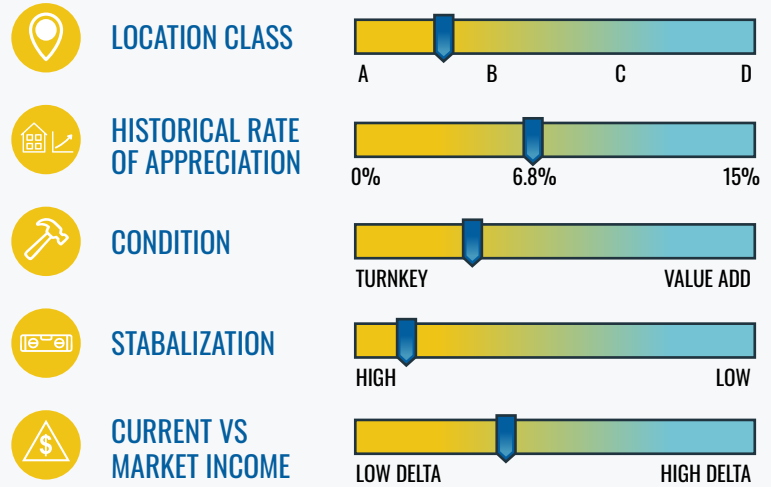
Irreplaceable Charm in these Light filled Units with Modern Updates. Parking, laundry, and a mix of one- and two-bedroom units in a prime central location, it does not get better than this central Kansas City Location. Proven conversion from 1 bedroom to 2 bedroom units, three have been done, convert the remaining 21 units!

## PROPERTY CHALLENGES

Older buildings can come with some challenges, but updates to plumbing, electrical, and windows plus the addition of central heat and air in every unit ensure properties are easy to manage and do not require significant capital expense for modernization.

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## EXPENSE SUMMARY

- ELECTRIC**  
SUB METERED, TENANTS PAY
- GAS**  
SUB-METERED, TENANTS PAY
- WATER**  
MASTER METER, LANDLORD PAYS AND OFFSETS WITH TENANT UTILITY FEE
- HOT WATER**  
SHARED HOT WATER HEATERS, LANDLORD PAYS
- TRASH**  
DUMPSTER, LANDLORD PAYS



<b>UNITS</b>	63
<b>BUILDINGS</b>	7
<b>LEGAL PARCELS</b>	7
<b>STORIES</b>	3
<b>YEAR BUILT</b>	1923
<b>TOTAL LOT SIZE (PUBLIC RECORD)</b>	34,709 SF or 0.8 Acre
<b>TOTAL SQUARE FEET (PUBLIC RECORD)</b>	40,647 SF



<b>HEATING</b>	Gas Central Heat
<b>COOLING</b>	Electric Central Air
<b>LAUNDRY</b>	Landlord Owned Coin-operated Machines in Basements
<b>PARKING</b>	~40 spots Behind Buildings + Ample Street Parking



<b>ROOF</b>	Flat Rolled Asphalt
<b>ELECTRICAL</b>	Updated with Modern Electrical Panels
<b>PLUMBING</b>	Updated with ABS and Pex
<b>WINDOWS</b>	Vinyl Replacement Windows
<b>BASEMENT</b>	Full Basement
<b>FOUNDATION</b>	Stone

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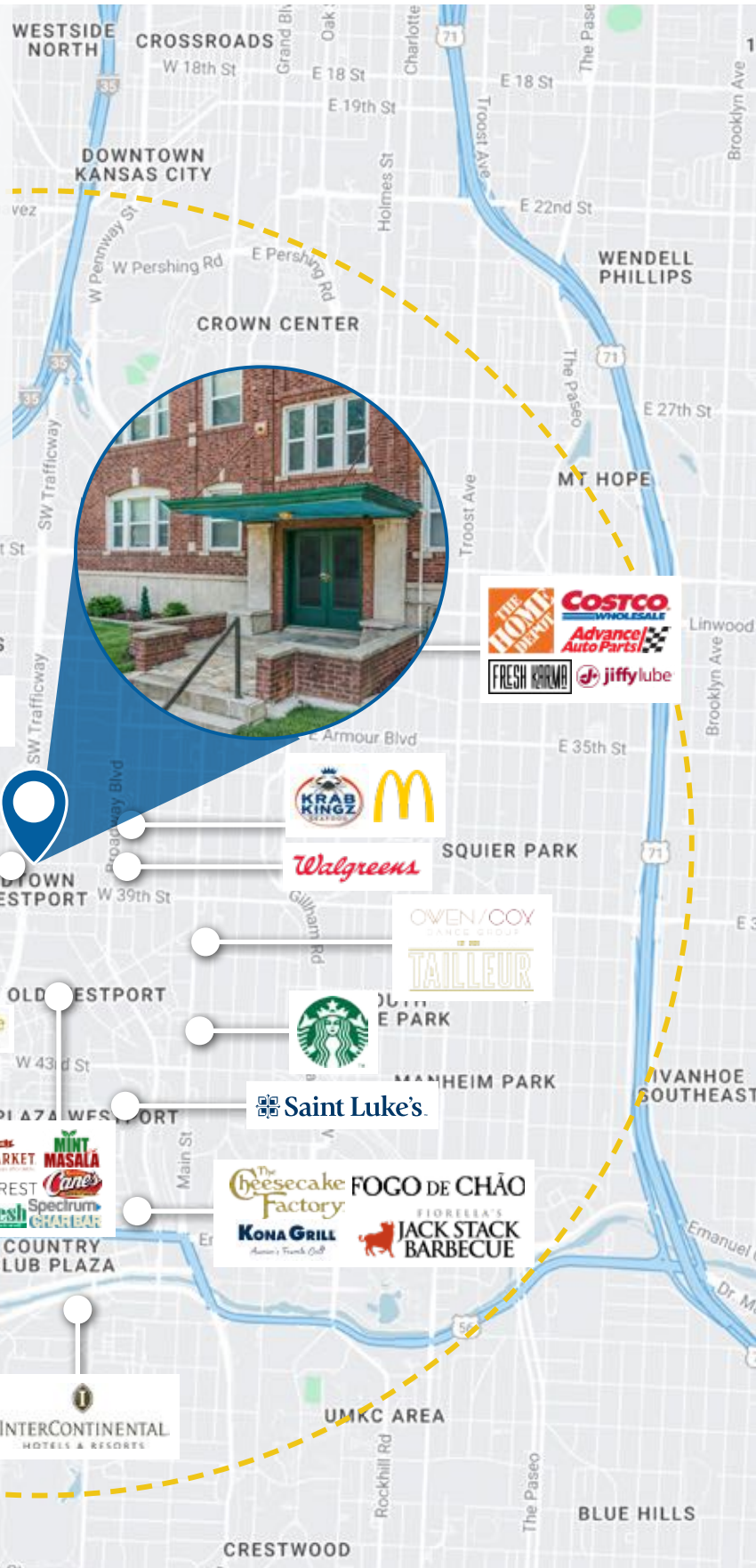


# RETAIL MAP

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## Top Employers

Top Employers	# of Employees
T-Mobile	6,300
Shawnee Mission School District	3,974
Blue Valley School District	3,313
Black & Veatch Engineering Consultants	2,649
Johnson County Community College	2,377
OptumRx	2,000
Waddell & Reed Financial	1,350
Overland Park Regional Medical Center	1,200
City of Overland Park	1,142
Empower Retirement	1,000



STORAGE SONIC  
O'Reilly AUTO PARTS  
Applebees WYNDHAM

THE UNIVERSITY OF KANSAS HOSPITAL

THE FOUNDATION

COSTCO  
Advance Auto Parts  
jiffy lube

IHOP  
TACO BELL  
FIVE GUYS  
Burger King  
Holiday Inn

McDonald's  
Wendy's  
IMO'S CVS

Aladdin Cafe

KRAB KINGZ  
McDonald's

Walgreens

OWEN/COY  
TAILLEUR

Starbucks

THE ROASTERIE  
WOODSIDE  
BLUE

KU MEDICAL CENTER

World Market  
SUN FRESH

WORLD MARKET  
THE FOREST  
SUN FRESH

The Cheesecake Factory  
FOGO DE CHÃO  
KONA GRILL  
JACK STACK BARBECUE

2 MILES

THE RESTAURANT  
HI HAT COFFEE

INTERCONTINENTAL  
HOTELS & RESORTS

# THE MADELYN APARTMENTS

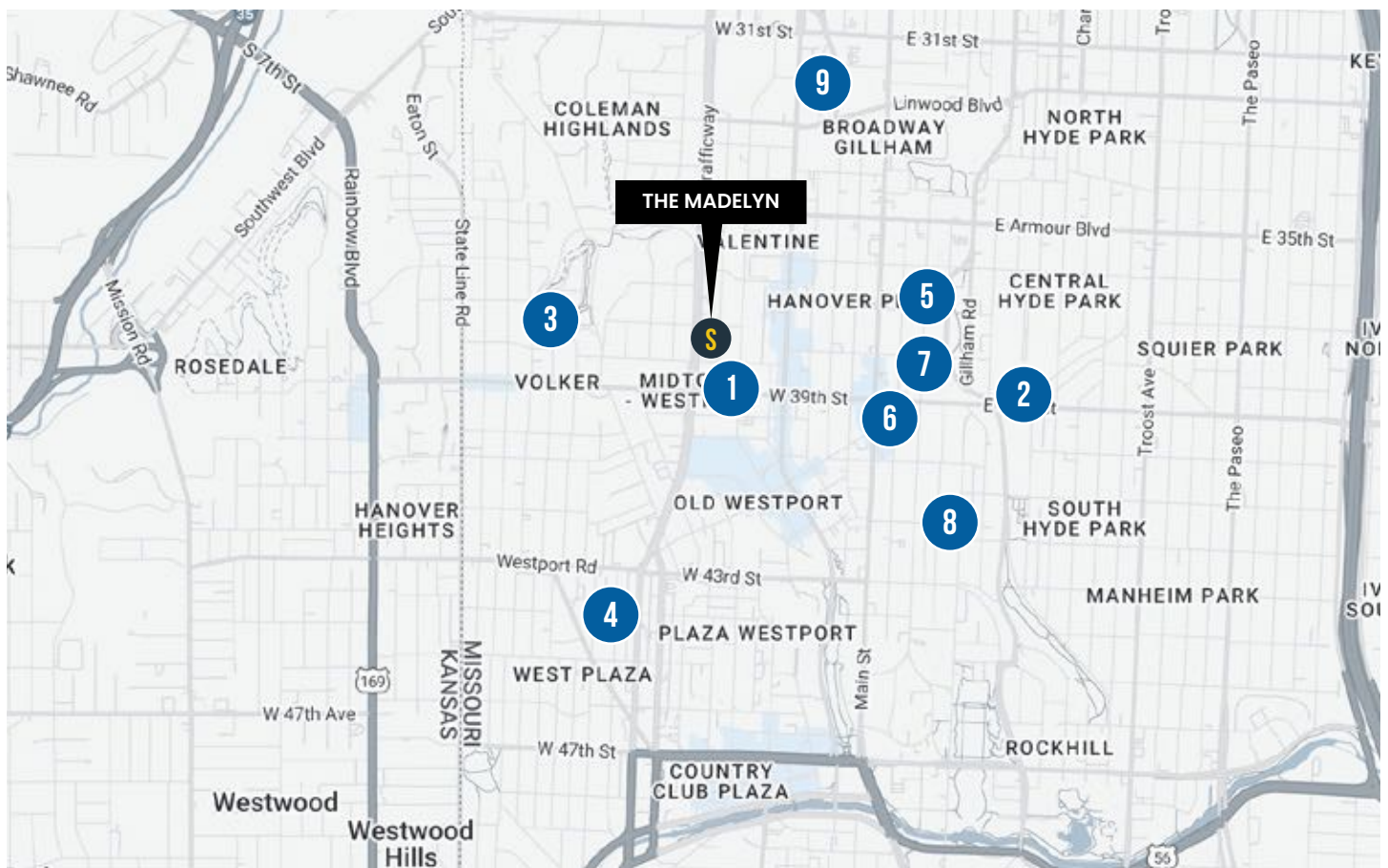
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# SALE COMPARABLES

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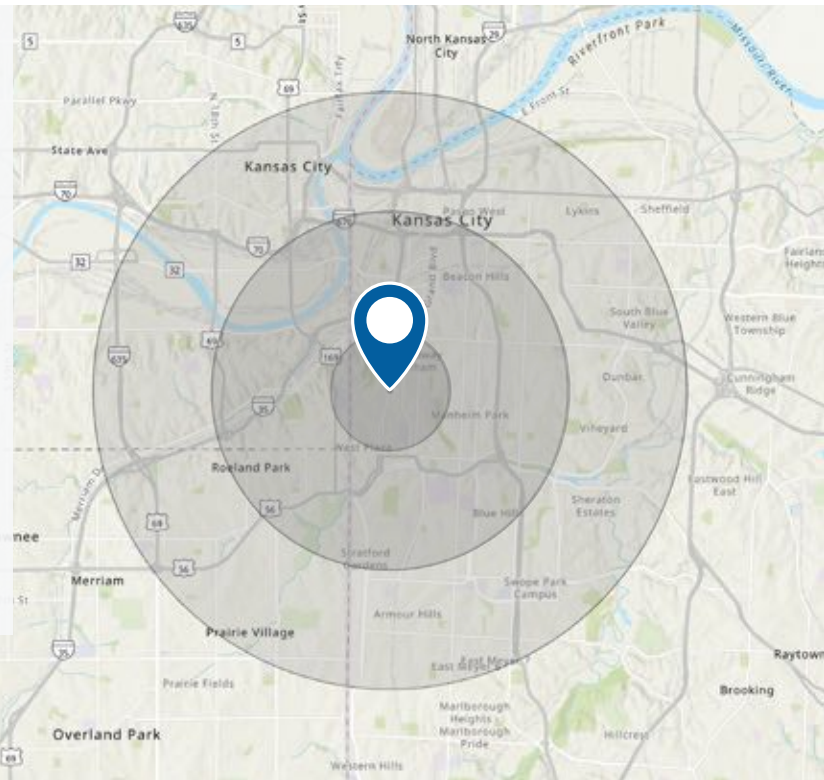
	Property Name	Property Address	City & State	Zip Code	Sale Price	Number Of Units	Year Built	Sale Date	Price Per Door
1	The Roanoke	703-705 W 38th St	Kansas City, MO	64111	\$960,000	7	1909	11/1/2024	\$137,143
2	The Kenwood	3909 Kenwood Ave	Kansas City, MO	64110	\$1,809,000	13	1966	11/4/2024	\$139,154
3	The James	3719-23 & 3700-3708 Wyoming St	Kansas City, MO	64111	\$4,600,000	46	1923/1960	1/23/2025	\$100,000
4	Holly Street	4403-7 Holly St	Kansas City, MO	64111	\$1,350,000	8	1955	3/27/2025	\$168,750
5	The Wick	3700 Warwick Blvd	Kansas City, MO	64111	\$3,150,000	27	1965	4/25/2025	\$116,667
6	The Walnut	3946-3950 Walnut St	Kansas City, MO	64111	\$1,355,000	12	1915	8/22/2025	\$112,917
7	The W	3824 Warwick Blvd	Kansas City, MO	64111	\$1,250,000	12	1921	10/6/2025	\$104,167
8	McGee 7	4103-4105 McGee St	Kansas City, MO	64111	\$918,000	7	1963	1/23/2026	\$131,143
9	Lofts on Central	3227 Central St	Kansas City, MO	64111	\$1,875,000	18	1905	3/10/2026	\$104,167
S	The Madelyn	3727-3729 SW Traff	Kansas City, MO	64111	\$6,550,000	63	1923		\$103,968



# DEMOGRAPHICS

3731-33 SW Trafficway, Kansas City, MO 64111

2025 SUMMARY	1 MILE	3 MILES	5 MILES
Population	21,340	112,580	275,748
Households	12,412	54,989	123,328
Families	3,198	21,675	57,183
Avg Household Size	1.64	1.96	2.17
Owner Occupied Housing Units	3,027	21,085	55,110
Renter Occupied Housing Units	9,385	33,904	68,218
Median Age	33.1	34.2	34.8
Median Household Income	\$58,665	\$62,048	\$59,488
Average Household Income	\$87,589	\$100,227	\$94,105



## KEY FACTS

21,340  
Population

33.1  
Median Age

1.6  
Average Household Size

\$87,589  
Average Household Income

## EMPLOYMENT



White Collar

78%



Blue Collar

10%



Services

13%

1.7%  
Unemployment Rate

## EDUCATION

4%  
No High School Diploma

15%  
High School Graduate

16%  
Some College

64%  
Bachelor's/Grad/Prof Degree

## INCOME

\$58,665  
Median Household Income

\$50,894  
Per Capita Income

\$19,091  
Median Net Worth

## BUSINESS

1,840  
Total Businesses

28,813  
Total Employees

## 2024 Households by income (Esri)

The largest group: \$50,000 - \$74,999 (20.3%)

The smallest group: \$150,000 - \$199,999 (6.1%)

Indicator ▲	Value	Diff
<\$15,000	14.7%	+3.3%
\$15,000 - \$24,999	7.9%	+1.6%
\$25,000 - \$34,999	6.6%	-0.8%
\$35,000 - \$49,999	11.7%	-0.5%
\$50,000 - \$74,999	20.3%	+1.6%
\$75,000 - \$99,999	12.0%	-0.5%
\$100,000 - \$149,999	13.0%	-3.2%
\$150,000 - \$199,999	6.1%	-1.4%
\$200,000+	7.6%	-0.3%

Bars show deviation from Jackson County

# MARKET OVERVIEW



## KANSAS CITY MSA - MISSOURI/KANSAS

Kansas City is the “Heart of America” a transportation hub in the center of the country with a small city feel and the big city attractions of art, culture, restaurants, and professional sports teams. The Kansas City metropolitan area is a bi-state metropolitan area anchored by Kansas City, Missouri. The metro area’s 14 counties straddle the border between the states of Missouri (9 counties) and Kansas (5 counties). With 8,472 square miles and a population of more than 2.3 million people, it is the second-largest metropolitan area centered in Missouri (after Greater St. Louis) and is the largest metropolitan area in Kansas. There are several suburbs with populations over 100,000 including Overland Park, Kansas City, Kansas, and Olathe on the Kansas side and Kansas City, Missouri, Independence, and Lee’s Summit on the Missouri side.

Downtown Kansas City, Missouri has experienced \$9+ billion in investment since 2001, including a new convention hotel, a state-of-the-art sports arena, a performing arts center, a new streetcar, and an eight-block restaurant and entertainment district. Unprecedented levels of investment in private and public projects have made Kansas City a major entertainment hub and employment hub.

The Kansas City economy is diverse with numerous employment opportunities and a growing population. The city serves as the headquarters location of several well-know American companies: Cerner Corporation, T-mobile (Sprint), AT&T, BNSF Railway, GEICO, Garmin, Honeywell and Hallmark. There are several large hospitals, universities, tech startups, and a diversity of small businesses. Kansas City also boasts the most BBQ restaurants per capita and has a thriving jazz scene.





**Lutz Sales + Investments** is a boutique commercial real estate brokerage specializing in **multifamily and small investment property sales throughout the Kansas City region**. The firm has become synonymous with multifamily transactions in the local market, representing investors across a wide range of acquisition and disposition strategies.

The Lutz team has successfully brokered **more than half a billion in real estate transactions across more than 500 investment property sales**, with a primary focus on multifamily assets ranging from **2-75 units**. The firm has consistently ranked among the **Top 20 commercial real estate brokerages in Kansas City by total transaction volume**, while also achieving a **Top 5 ranking in multifamily transaction volume**, including a **#4 position in the market for multifamily sales**.

Through its deep understanding of Kansas City's investment landscape and an extensive network of owners, investors, lenders, and industry professionals, Lutz Sales + Investments provides clients **with strategic guidance, access to off-market opportunities, and comprehensive representation throughout the investment process**.



## MICHELLE LUTZ

FOUNDER  
& MANAGING PARTNER

Michelle Lutz is the founder and managing partner of Lutz Sales + Investments and one of the most active multifamily investment brokers in the Kansas City market. Over the course of her career, she has completed more than 500 real estate transactions totaling over half a billion dollars in closed sales, advising investors on acquisitions, dispositions, and long-term portfolio strategies.

Michelle has been recognized by the Kansas City Business Journal as a "Heavy Hitter" commercial real estate broker for five consecutive years and has consistently ranked among the Top 5 multifamily brokers in Kansas City, most recently achieving the #4 position for overall multifamily transaction volume in the market. Under her leadership, Lutz Sales + Investments has also ranked among the Top 20 commercial real estate brokerages in Kansas City by total transaction volume.

Widely regarded as a leading specialist in small- to mid-sized multifamily properties, Michelle works closely with high-net-worth individuals, private investors, and boutique investment funds seeking opportunities in the Kansas City market. Through her extensive network of private owners and industry relationships, she frequently provides clients access to exclusive off-market opportunities.

As a long-time multifamily investor herself, Michelle brings an owner's perspective to every transaction and regularly advises clients on 1031 exchanges, value-add acquisitions, portfolio dispositions, and long-term wealth building through multifamily real estate.

Michelle's disciplined focus on the small- to mid-market multifamily sector has positioned her as one of the most active and trusted investment property advisors in the Kansas City market.



## LEE RIPMA

MULTIFAMILY  
INVESTMENT ADVISOR

Lee Ripma is a real estate advisor specializing in multifamily investment properties throughout the Kansas City market. Known for her analytical approach and investor-focused perspective, Lee helps clients identify and evaluate high-quality investment opportunities while building long-term wealth through real estate.

Combining data-driven analysis with her own experience as a multifamily investor, Lee assists clients with underwriting opportunities, acquisition strategies, and portfolio growth. She has helped numerous investors better understand the fundamentals of successful multifamily investing in the Kansas City market.

Originally from California, Lee began investing in Kansas City real estate in 2017 while living out of state, eventually relocating to pursue multifamily investing and brokerage full-time.

Lee holds a Master's degree in Biology from San Diego State University and a Bachelor's degree in Ecology from Prescott College. She has been featured on several real estate platforms and podcasts, including BiggerPockets and the Joe Fairless Real Estate Podcast, where she shares insights on multifamily investing and market opportunities.



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