

44 UNITS IN
KIRKWOOD
FOR SALE

KIRKWOOD FOREST APARTMENTS

551 SOUTH CLAY AVENUE
KIRKWOOD, MO 63122



4400 CHOUTEAU AVE | ST. LOUIS, MO 63110
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for sale



kirkwood forest apts
kirkwood, mo 63122

44 units

rare opportunity in kirkwood

1, 2, & 3 bed units w/ rent upside

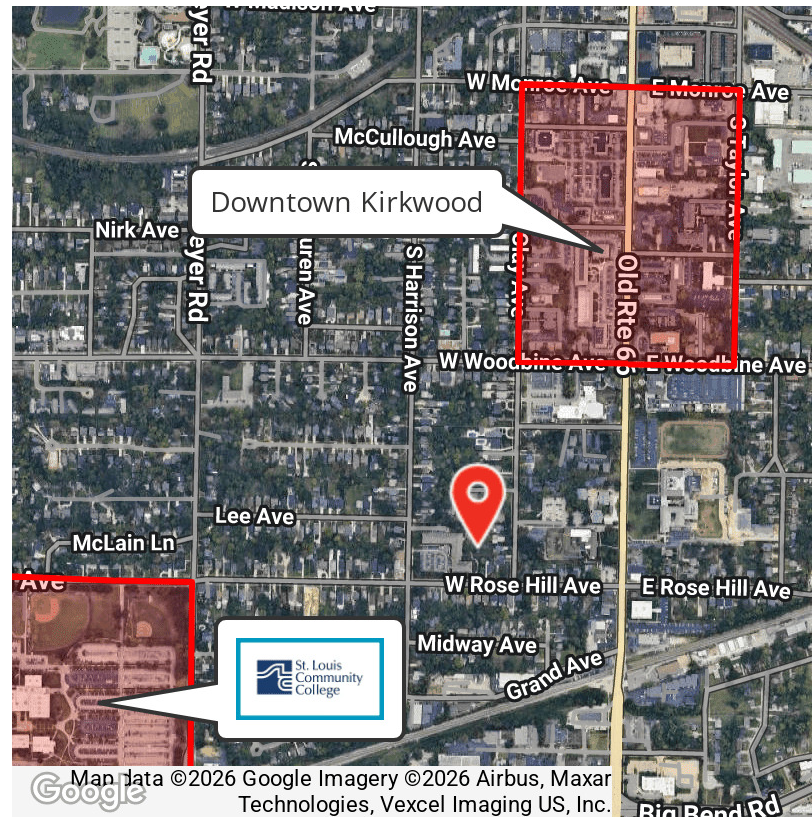


PROPERTY HIGHLIGHTS

- 44 Updated Units in the Heart of Kirkwood
- Great Unit Mix - 1, 2 and 3 Bedroom Units
- In-Unit Washer and Dryer in 89% of Units
- Updated Electric Panels
- Incredible Location - 10 Min Walk to Downtown Kirkwood

OFFERING SUMMARY

Sale Price:	Market Pricing - Contact Brokers
Number of Units:	44
Lot Size:	2.04 Acres
Building Size:	54,288 SF
In Place NOI:	\$479,454
Proforma NOI:	\$624,918



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PROPERTY DESCRIPTION

Salient Realty Group is pleased to present Kirkwood Forest, a 44-unit multifamily investment opportunity located at 551 S. Clay Avenue in Kirkwood, Missouri, one of the most affluent and supply-constrained submarkets in the St. Louis metropolitan area. The property features a highly desirable unit mix of one, two, and three-bedroom floor plans ranging from approximately 650 to 1,250 square feet, appealing to a broad and stable renter base. A portion of the units have been upgraded with modern finishes, including granite countertops, stainless steel appliances, and in-unit washer/dryers, enhancing rental appeal and supporting premium rents.

The asset is exceptionally well-located within the top-ranked Kirkwood R-VII School District and offers walkable access to downtown Kirkwood, a vibrant retail and dining destination that continues to drive renter demand. Recent interior renovations completed by current ownership establish a clear runway for additional value creation through continued unit upgrades, operational efficiencies, and mark-to-market rent growth. Kirkwood Forest represents a rare opportunity to acquire a stabilized, garden-style apartment community in a high-barrier submarket with limited new supply, consistent tenant demand, and long-term rent growth fundamentals.

BUILDING INFO

Pricing	Market Pricing - Contact Brokers
Total # of Units	44
Occupancy	100%
Year Built Year Renovated	1974 2010
Parking	Ample Off-Street Parking
Laundry	39/44 Units have In-Unit Washer/Dryer
Utilities	Individually metered for gas and electric
Electric	Updated panels
Address	551 South Clay Ave Kirkwood, MO 63122



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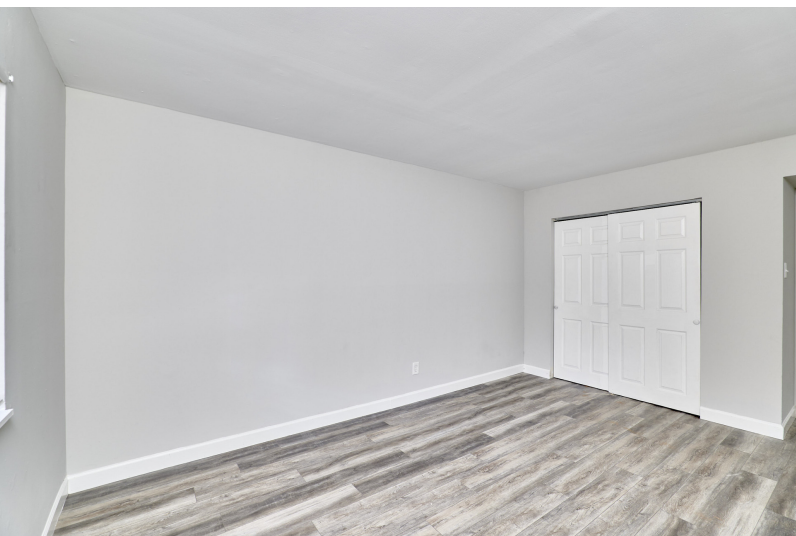
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OPERATING DATA	IN PLACE	PROFORMA
Gross Scheduled Income	\$698,640	\$851,760
Other Income	\$32,208	\$32,208
Total Scheduled Income	\$730,848	\$883,968
Vacancy Cost	\$34,932	\$42,588
Gross Income	\$695,916	\$841,380
Operating Expenses	\$216,461	\$216,461
Net Operating Income	\$479,454	\$624,918



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UNIT	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET RENT	MARKET RENT / SF
242	1	1	650 SF	\$1,075	\$1.65	\$1,295	\$1.99
242A	1	1	650 SF	\$1,130	\$1.74	\$1,295	\$1.99
246	1	1	650 SF	\$1,150	\$1.77	\$1,295	\$1.99
246A	1	1	650 SF	\$1,075	\$1.65	\$1,295	\$1.99
550	1	1	650 SF	\$1,050	\$1.62	\$1,295	\$1.99
550A	1	1	650 SF	\$1,000	\$1.54	\$1,295	\$1.99
551	2	1	900 SF	\$1,330	\$1.48	\$1,495	\$1.66
551A	2	1	900 SF	\$1,345	\$1.49	\$1,495	\$1.66
552 - 1	2	1	900 SF	\$1,350	\$1.50	\$1,495	\$1.66
552 - 3	2	1	900 SF	\$1,395	\$1.55	\$1,495	\$1.66
552A - 1	2	1	900 SF	\$1,400	\$1.56	\$1,495	\$1.66
552A - 3	2	1	900 SF	\$1,395	\$1.55	\$1,495	\$1.66
553	2	1	900 SF	\$1,400	\$1.56	\$1,495	\$1.66
553A	2	1	900 SF	\$1,350	\$1.50	\$1,495	\$1.66
554	1	1	650 SF	\$1,100	\$1.69	\$1,295	\$1.99
555	2	1	900 SF	\$1,395	\$1.55	\$1,495	\$1.66
555A	2	1	900 SF	\$1,350	\$1.50	\$1,495	\$1.66
556	2	1	900 SF	\$1,275	\$1.42	\$1,495	\$1.66
556A	2	1	900 SF	\$1,395	\$1.55	\$1,495	\$1.66
557	2	1	900 SF	\$1,345	\$1.49	\$1,495	\$1.66
557A	2	1	900 SF	\$1,345	\$1.49	\$1,495	\$1.66
558	2	1	900 SF	\$1,415	\$1.57	\$1,495	\$1.66
558A	2	1	900 SF	\$1,400	\$1.56	\$1,495	\$1.66
560	3	2	1,250 SF	\$1,555	\$1.24	\$2,195	\$1.76
560A	3	2	1,250 SF	\$1,600	\$1.28	\$2,195	\$1.76
561	1	1	600 SF	\$1,000	\$1.67	\$1,295	\$2.16
561A	1	1	600 SF	\$1,030	\$1.72	\$1,295	\$2.16
563	3	2	1,250 SF	\$1,595	\$1.28	\$2,195	\$1.76
564 - 2	3	2	1,250 SF	\$1,595	\$1.28	\$2,195	\$1.76
564 - 6	3	2	1,250 SF	\$1,670	\$1.34	\$2,195	\$1.76



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UNIT	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET RENT	MARKET RENT / SF
564A	3	2	1,250 SF	\$1,545	\$1.24	\$2,195	\$1.76
565	1	1	650 SF	\$1,080	\$1.66	\$1,295	\$1.99
565A	1	1	650 SF	\$1,150	\$1.77	\$1,295	\$1.99
568 - 2	3	2	1,250 SF	\$1,655	\$1.32	\$2,195	\$1.76
568 - 6	3	2	1,250 SF	\$1,580	\$1.26	\$2,195	\$1.76
568A	3	2	1,250 SF	\$1,575	\$1.26	\$2,195	\$1.76
569	1	1	650 SF	\$1,070	\$1.65	\$1,295	\$1.99
569A	1	1	650 SF	\$1,130	\$1.74	\$1,295	\$1.99
571	3	2	1,250 SF	\$1,540	\$1.23	\$2,195	\$1.76
572	3	2	1,250 SF	\$1,495	\$1.20	\$2,195	\$1.76
572A	3	2	1,250 SF	\$1,550	\$1.24	\$2,195	\$1.76
573	1	1	650 SF	\$1,080	\$1.66	\$1,295	\$1.99
573A	1	1	650 SF	\$1,130	\$1.74	\$1,295	\$1.99
554A	1	1	650 SF	\$1,130	\$1.74	\$1,295	\$1.99
TOTALS			39,700 SF	\$58,220	\$66.50	\$70,980	\$79.86
AVERAGES			902 SF	\$1,323	\$1.51	\$1,613	\$1.81



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UNIT TYPE	BEDS	BATHS	COUNT	% OF TOTAL	SIZE SF	MIN RENT	MAX RENT	MARKET RENT	MARKET RENT/SF
1 bd/1 bth	1	1	16	36.40%	650 SF	\$1,000	\$1,130	\$1,295	\$1.99
2 bd/1 bth	2	1	16	36.40%	900 SF	\$1,275	\$1,415	\$1,495	\$1.66
3 bd/2 bth	3	2	12	27.30%	1,250 SF	\$1,540	\$1,670	\$2,195	\$1.76
TOTALS/AVERAGES			44	100.10%	905 SF	\$1,247	\$1,381	\$1,613	\$1.81



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INCOME SUMMARY	IN PLACE	PROFORMA
Gross Rent income	\$698,640	\$851,760
Pet Rent	\$1,733	\$1,733
Pet Fee - Non Refundable Deposit	\$1,500	\$1,500
Application Fee Income	\$2,520	\$2,520
Late Fee	\$5,700	\$5,700
Utility Income	\$13,157	\$13,157
Booking Fee	\$3,500	\$3,500
Early Termination Fee	\$4,098	\$4,098
Vacancy Cost	(\$34,932)	(\$42,588)
GROSS INCOME	\$695,916	\$841,380
EXPENSES SUMMARY	IN PLACE	PROFORMA
Cleaning & Maintenance	\$9,545	\$9,545
Insurance	\$48,678	\$48,678
Management	\$26,255	\$26,255
Repairs	\$48,651	\$48,651
Utilities	\$23,147	\$23,147
Property Tax	\$49,750	\$49,750
Legal and Processing Fees	\$280	\$280
Trash	\$9,079	\$9,079
Snow Removal	\$1,076	\$1,076
OPERATING EXPENSES	\$216,461	\$216,461
NET OPERATING INCOME	\$479,454	\$624,918



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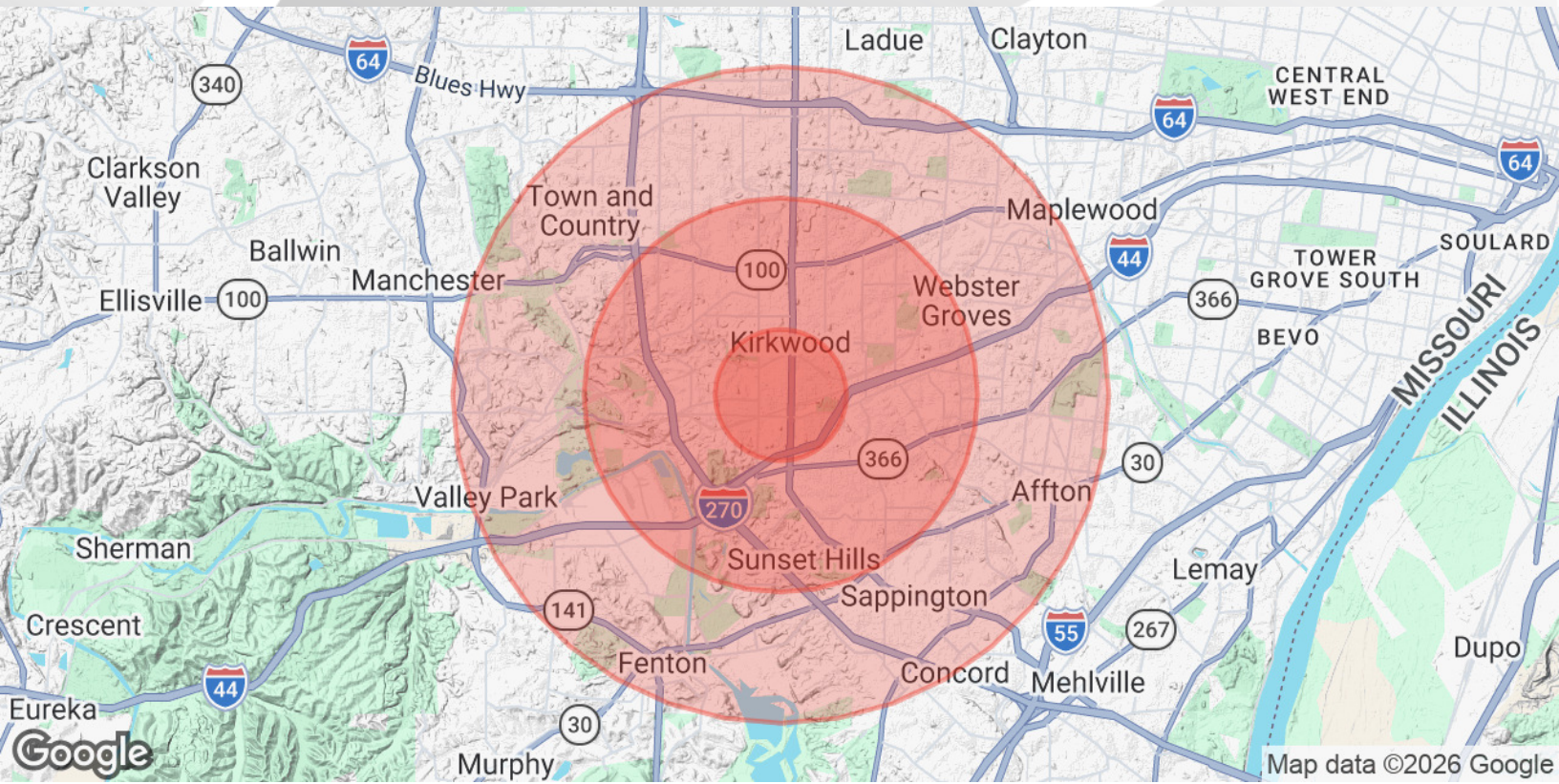
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POPULATION

	1 MILE	3 MILES	5 MILES
Total Population	10,301	71,042	184,880
Average Age	44	42	43
Average Age (Male)	41	40	41
Average Age (Female)	47	44	44

HOUSEHOLDS & INCOME

	1 MILE	3 MILES	5 MILES
Total Households	4,664	28,223	77,239
# of Persons per HH	2.2	2.5	2.4
Average HH Income	\$126,886	\$166,850	\$146,118
Average House Value	\$528,522	\$550,222	\$505,394

Demographics data derived from AlphaMap



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**TIMOTHY MCCARTHY**

Senior Associate

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MO #2019034093

PROFESSIONAL BACKGROUND

Timothy is an Associate at Salient Realty Group. He has a passion for the growth and redevelopment of the city which landed him with Salient. Tim works with clients in all phases from leasing to acquisitions. Prior to Salient, Tim worked in Sales, Marketing and leadership with various companies and start-ups, which allows him to understand the various needs of his clients. With his experience in marketing and sales this further enhances Tim's ability to provide expert representation to his clients. Tim began his career in commercial real estate to help investors, sellers and buyers make smarter real estate decisions and be a real estate problem solver for many. He has worked on office, retail, small-to-large multifamily and a wide variety of investment properties. As a husband and father of three, Tim enjoys spending time with his family.

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PROFESSIONAL BACKGROUND

James has a passion for Commercial Real Estate which developed at a young age since his father sold Real Estate for over 30 years. He enjoys connecting with buyers and sellers to learn their wants, needs, and more importantly, learning about who they are. He believes relationships and communication are the most powerful tools in Real Estate.

During his short time as a Real Estate agent, he was one of the top Real Estate agents at Keller Williams St.Louis for multiple years selling Commercial Real Estate part time. He specializes in finding off-market properties and bringing those opportunities to his clientele before it hits the market. James is very passionate about bringing the best opportunities and services to his clients.

EDUCATION

University Of Kentucky

MEMBERSHIPS

St.Louis Association Of Realtors

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PROFESSIONAL BACKGROUND

Matthew has always had a passion for commercial real estate. He started at Salient first as intern and then after graduating from the University of Arkansas and receiving his degree in Finance - Real Estate with a marketing minor, he accepted a full time position at the firm. From his time living in the area as well as his studies, he has vast knowledge of where and what clients are looking for. Matthew is looking forward to helping others see how great St. Louis can be.

EDUCATION

University of Arkansas - Sam Walton College of Business

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