

# Captiva Crossing Apartments

4410 Meramec Bottom Rd • St. Louis, MO 63129



## PRESENTED BY:



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## INTRODUCTION

Realty Exchange is proud to be retained as the Exclusive Agent for the marketing of Captiva Crossing apartments in St Louis Missouri.

Captiva Crossing apartments ("The Property") is a highly coveted Class A multifamily property located in the Mehlville submarket of south St Louis county. The property is made up of 48 spacious rental units on over three wooded acres in the A rated Mehlville school district.

This Property Information Package was prepared by Realty Exchange on behalf of the owner. It contains confidential information pertaining to the sale of Captiva Crossing apartments. The property is being privately offered and by accepting this Property Information Package the party in possession hereof agrees i) to return it to Owner/ Agent immediately upon request and ii) that this Property Information Package and its contents are of a confidential nature and will be held and treated in strict confidence. Certain portions of this Property Information Package merely summarize or outline property information and are in no way are intended to be complete nor accurate descriptions of the full agreements involved.

Neither the Owner nor the Agent has made or will make any representations or warranties expressed or implied as the accuracy or the completeness of this Property Information Package or the contents. Analysis and verification of the information contained in the Property Information Package is solely the responsibility of the prospective investor.



## PROPERTY INFORMATION

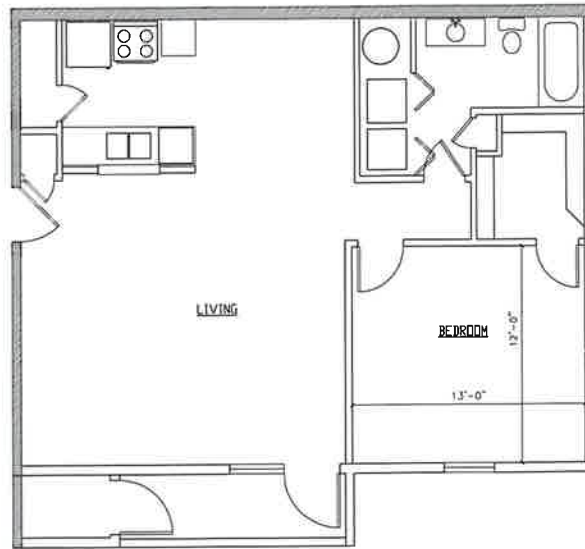
Captiva Crossing apartments is made up of 48 rental units modern one and two bedroom units on a wooded three acre lot in South St Louis County.

- Newer Construction
- 24 • One Bedroom / One Bathroom Units
- 24 • Two Bedroom / Two Full Bathroom Units
- Inviting Open Floor Plans
- Apartments are All Electric
- Fully Equipped Modern Kitchens
- Washers and Dryers in all units
- Some Covered Parking Available
- 3rd Floor Units have Vaulted Ceilings
- Some ADA Compliant Units
- Each Apartment has Central Air Conditioning and Forced Air Furnaces
- Relaxing Private Patio or Balcony
- Convenient South St. Louis County Location
- Sprinklers in All Units

**LIST PRICE: \$7,500,000**



**FLOOR PLANS**

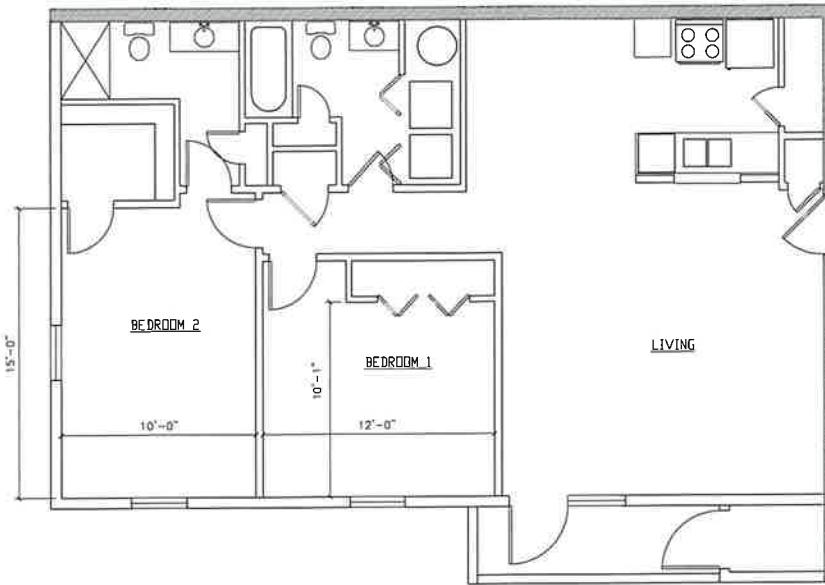


**ONE BEDROOM • ONE BATHROOM • 880 SQUARE FEET**

ONE BEDROOM SUMMARY	
Units	24
Market Rent	\$1,100
Average Unit Size	880 SF



## FLOOR PLANS



**TWO BEDROOM • TWO BATHROOM • 1,045 SQUARE FEET**

### TWO BEDROOM SUMMARY

<b>Units</b>	<b>24</b>
<b>Market Rent</b>	<b>\$1,400</b>
<b>Average Unit Size</b>	<b>1,045 SF</b>

### LIVING ROOM



### KITCHEN



### BUILDING EXTERIOR



### BEDROOM



### BATHROOM



## 2022 YTD INCOME AND EXPENSE STATEMENT

2022 YTD INCOME	ACTUAL
Rental Income	\$610,242.00
Pet Income	\$3,455.00
Utility	\$23,536.00
Late Fee	\$1,255.00
<b>Income</b>	<b>\$638,488.00</b>

2022 EXPENSES	ACTUAL
Taxes	\$60,872.00
Insurance	\$23,896.00
Maint/Repairs	\$44,044.00
Management	\$30,512.00
Electricity	\$1,421.00
Sewer	\$10,593.00
Trash	\$4,989.00
Water	\$15,393.00
<b>Expenses</b>	<b>\$191,720.00</b>



4408			4410		
UNIT	BEDS	RENT	UNIT	BEDS	RENT
101	2	\$1,300.00	101	2	\$1,360.00
102	1	\$1,100.00	102	1	\$1,125.00
103	2	\$1,360.00	103	2	\$1,385.00
104	1	\$1,125.00	104	1	\$1,175.00
205	2	\$1,320.00	205	2	\$1,320.00
206	1	\$990.00	206	1	\$970.00
207	2	\$1,360.00	207	2	\$1,270.00
208	1	\$1,015.00	208	1	\$1,015.00
309	2	\$1,300.00	309	2	\$1,450.00
310	1	\$1,015.00	310	1	\$1,050.00
311	2	\$1,325.00	311	2	\$1,270.00
312	1	\$990.00	312	1	\$970.00
<b>Total</b>		<b>\$14,200.00</b>	<b>Total</b>		<b>\$14,360.00</b>

4412			4414		
UNIT	BEDS	RENT	UNIT	BD	RENT
101	2	\$1,360.00	101	1	\$1,125.00
102	1	\$1,100.00	102	2	\$1,360.00
103	2	\$1,360.00	103	1	\$1,125.00
104	1	\$1,100.00	104	2	\$1,360.00
205	2	\$1,345.00	205	1	\$990.00
206	1	\$990.00	206	2	\$1,320.00
207	2	\$1,270.00	207	1	\$970.00
208	1	\$1,015.00	208	2	\$1,320.00
309	2	\$1,325.00	309	1	\$1,000.00
310	1	\$1,025.00	310	2	\$1,325.00
311	2	\$1,350.00	311	1	\$1,025.00
312	1	\$990.00	312	2	\$1,325.00
<b>Total</b>		<b>\$14,230.00</b>	<b>Total</b>		<b>\$14,245.00</b>

**PHOTOS OF PROPERTY**

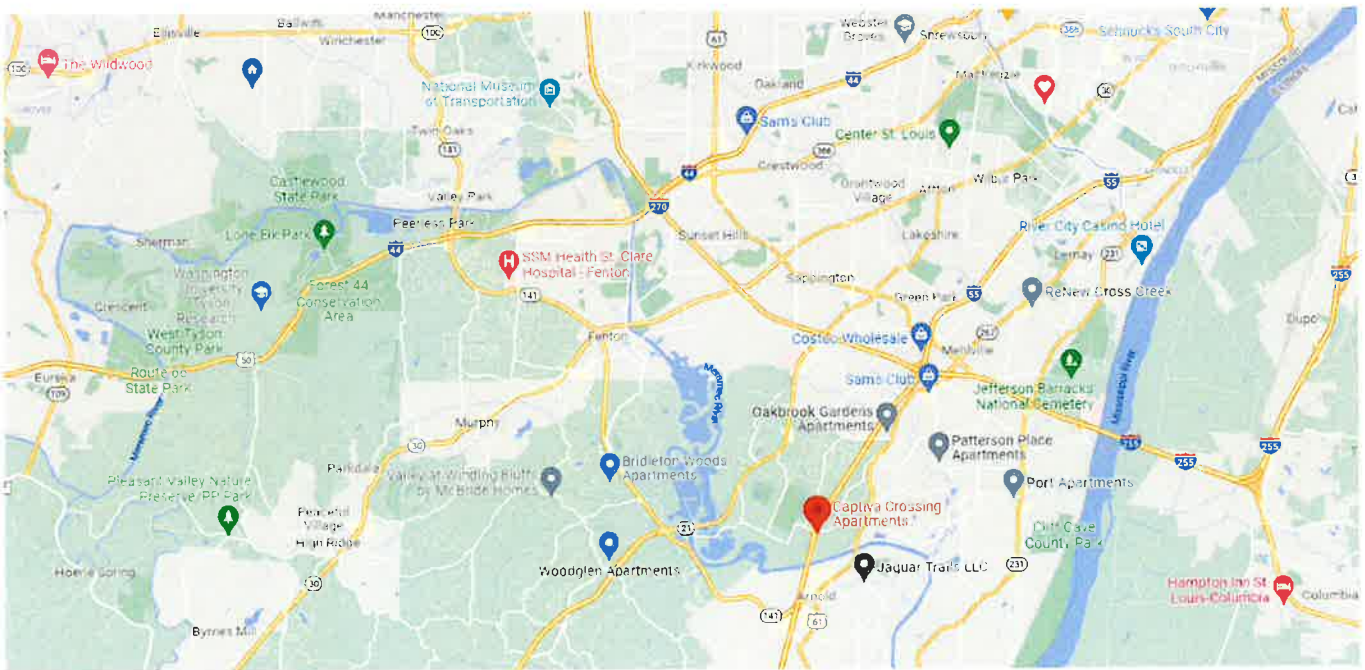
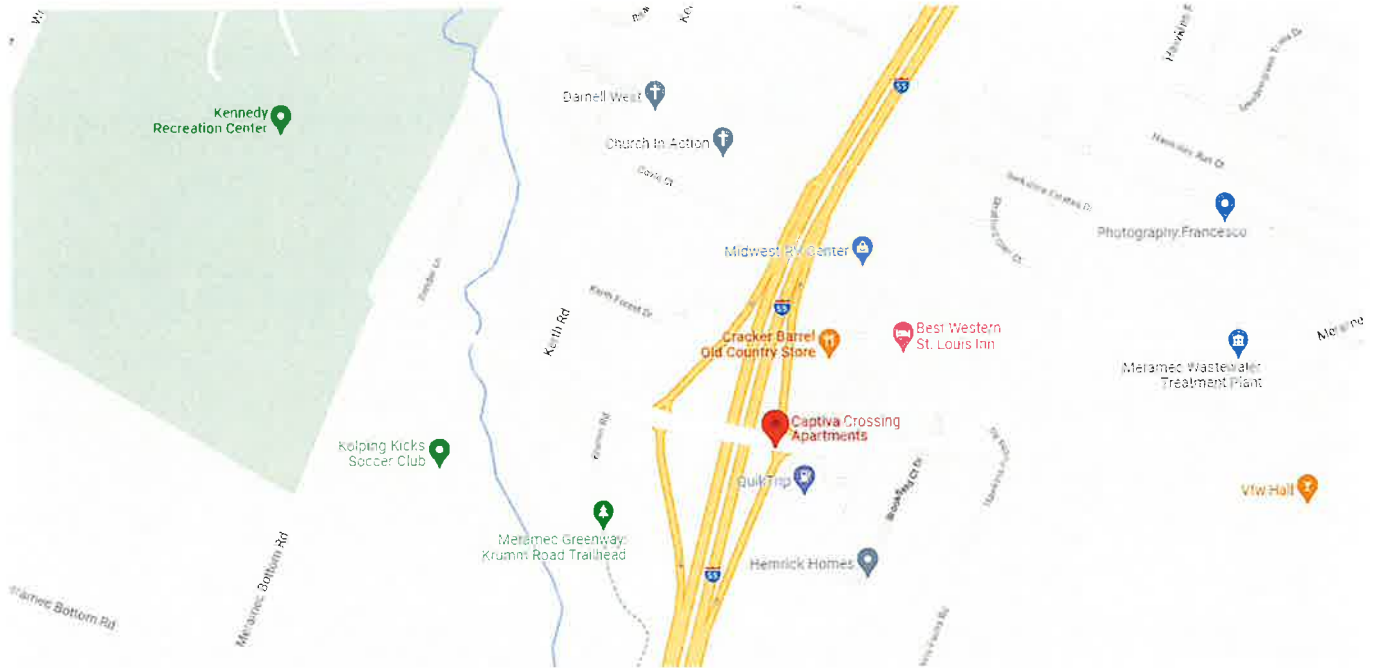
2021 Income	
Rental Income	\$596,916.00
Pet Income	\$5,601.00
Utility	\$25,776.00
Late Fee	\$2,634.00
Security Deposit	\$7,200.00
<b>Income</b>	<b>\$638,488.00</b>
2021 Expenses	
Taxes	\$58,892.00
Insurance	\$25,969.00
Maintenance and Repairs	\$43,828.00
Management	\$30,075.00
Office/ Payroll	\$31,936.00
Electricity	\$4,680.00
Sewer	\$7,658.00
Water	\$12,230.00
Trash	\$2,262.00
<b>Expenses</b>	<b>\$185,594.00</b>
<b>Net Operating Income</b>	<b>\$452,894.00</b>



PRO FORMA	2023- STABILIZED
1 Beds 24 \$1,100	\$26,400.00
2 Beds 24 \$1,400	\$33,600.00
Pet Income	\$288.00
RUBS	\$1,961.00
Monthly Income	\$62,249.00
<b>GPI</b>	<b>\$746,988.00</b>



# AERIAL MAP OF THE PROPERTY



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## ST. LOUIS MSA'S TOP EMPLOYERS

### EMPLOYMENT CONCENTRATION - STABLE INDUSTRIES

Below is a list of the top 40 employers within the St. Louis MSA. It is important to note that there is a high concentration of healthcare and education related jobs and related industries which are more stable than other employment sectors. This provides the St. Louis MSA with a stable foundation and with an affordable cost of living as compared to other MSAs has resulted in significant millennial immigration and this is forecasted to continue. Many of the employers below are located in close proximity to the Property.

RANK	COMPANY NAME	NO. OF EMPLOYEES	INDUSTRY/SECTOR
1	BJC Health Care Systems	24,815	Healthcare
2	Boeing	14,982	Defense/Aerospace
3	SSM Health Care System	14,686	Healthcare
4	Washington University	13,728	Education
5	Wal-Mart/Sam's Club	13,000	Retailer
6	Scott Air Force Base	12,689	Military/Defense/Aerospace
7	Archdiocese Of St. Louis Catholic Church	11,000	Religion
8	Schnuck's Grocery	10,640	Retailer
9	Mercy Health Care System	10,311	Healthcare
10	Mcdonald's	9,560	Fast Food
11	US Postal Service	6,704	Shipping
12	Special School District Of St. Louis City	6,240	Education
13	Wells Fargo	6,126	Financial Services
14	St. Louis University	5,946	Education
15	St. Louis Community College	5,409	Education
16	National Geospatial Intelligence Agency	5,300	Federal Government
17	Edward Jones	4,965	Financial Services
18	Enterprise Holdings	4,834	Car Rental
19	Ameren Utilities	4,657	Utility Provider
20	Monsanto/Bayer	4,500	Science/Technology
21	St. Anthony's Medical Center	4,365	Healthcare
22	St. Louis County Local Gov't	4,353	Public Services
23	St. Louis Local Gov't	4,302	Public Services
24	Express Scripts	4,154	Pharmaceutical
25	Dierberg's	4,000	Retailer
26	Anheuser-Busch	4,000	Brewery
27	Citigroup Financial	3,800	Financial Services
28	U Of MO-St. Louis	3,761	Education
29	U.S. Bancorp	3,750	Financial Services
30	Walgreens	3,657	Retailer/Pharmacy
31	Supervalu Grocery	3,651	Retailer
32	Rockwood School District	3,368	Education
33	St. Louis Public Schools	3,364	Education
34	UPS	3,142	Shipping
35	Panera Bread	3,102	Fast Food
36	Bank Of America	2,815	Financial Services
37	Parkway School District	2,794	Education
38	Lowe's Home Improvement	2,753	Retailer
39	Delmar Gardens Nursing Homes	2,677	Healthcare - Senior Housing
40	Covidien Medical Products	2,600	Medical Products



## REALTY EXCHANGE COMPANY PROFILE

Realty Exchange is a local boutique brokerage firm that specializes in the sale of quality apartment communities. Since our inception we have focused a significant amount of our energies on this single asset class. We are the local apartment experts across all property sizes, vintages, and submarkets. We also specialize in the acquisition, brokerage and management of REO portfolios and large single-family asset pools.

With our main office centrally located in the St. Louis Metropolitan area, Realty Exchange provides local expertise in all of Missouri's apartment markets. Apartment sellers seek out Realty Exchange for the professionalism of our people the effectiveness of our process, and our track record in delivering our price.

### THE MISSOURI APARTMENT EXPERTS

Realty Exchange was formed in 1973 as a residential and multifamily brokerage firm. Since 1996, Realty Exchange disposed of (in many cases raising the equity and arranging the debt) 30,000+/- residential units across 8,500+ individual properties representing over \$1B in transaction volume. Our principals acted in a very hands on role in virtually all those ventures. Realty Exchange currently employs over 40 brokerage professionals and support staff.

To monitor and enhance the performance of our sales activities and investments, we utilize local market expertise deep rooted relationships, and hands-on asset management personnel.

As multifamily real estate specialists, Realty Exchange advises on aspects of the multifamily industry that are unfamiliar to agents with a more general real estate background. Although we are not attorneys, our agents are trained to consider: market trends, rent and repair factors, current and upcoming laws, inspection results, 1031 Exchange options, tax implications, cap rates, and internal returns.

Our team of multifamily experts also networks with developers, real estate professionals, and investors on a daily basis, pooling knowledge to benefit both buyers and sellers. Buyers obtain recommendations on funding, inspecting, repair and long-term financial planning from one source. Sellers receive serious inquiries through our extensive looking-to-buy investor databases. Realty Exchange's attention to every detail of your multifamily real estate transaction lays the foundation for your real estate investment goals today and twenty years from today.

### CONSTANTINE (DINO) BENOS - EXECUTIVE VICE PRESIDENT - PRINCIPAL

Dino has been representing investors in the sale and purchase of multifamily and commercial properties for over 32 years at Realty Exchange. Specializing in multifamily properties in the St. Louis area, Constantine has consistently broken office records and has been recognized as a Heavy Hitter of Commercial Real Estate by The St. Louis Business Journal. Constantine received a degree in Economics and Finance from Southwest State University and is bilingual. He knows how to interpret financials in the context of the local and national markets. His knowledge of the market and skills in financial analysis give him an edge with negotiations. His affiliations in real estate include: the National Association of Realtors, Missouri Association of Realtors, St. Louis Association of Realtors, and the American Hellenic Educational Progressive Association.

Throughout the years, Dino has built lasting relationships with his clients. His honesty, loyalty, and straightforwardness along with his dedication to his business have contributed to his on-going success in investment real estate.

### CHRISTOPHER TUCKER - SENIOR ADVISOR

Christopher Tucker is a Broker Senior Advisor for investment properties with Realty Exchange. Chris is a seasoned veteran in the multifamily market with over 25 years experience. He is well versed in all aspects of the multifamily transaction from marketing and finance to 1031 Exchanges and Due Diligence. Chris can help with identifying income opportunities and market trends to potential problems. He has been recognized as a consistent top listing agent and top sales agent at Realty Exchange as well as a Heavy Hitter of Commercial Real Estate by The St Louis Business Journal.

Christopher holds a Real Estate Brokers License for the State of Missouri and a Real Estate Salespersons License for the State of Texas. He is a member of the National Association of Realtors, the Missouri Association of Realtors, the St. Louis Association of Realtors and has served honorably in the United States Navy. He is a member of several organizations including the Missouri Botanical Garden, the St Louis Art Museum, St Louis Symphony Volunteer, Forest Park Forever, and Tower Grove Park.



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