

# Offering Memorandum

208 Lark Avenue

SAINT LOUIS MO 63125

\$385,000



— 208 Lark Avenue —

## Property Highlights

- Prime Suburban South County Location
- Sold with 212 Lark Avenue
- Off-Street Parking
- Professionally Managed and Operated
- Updated Electrical Panels
- 2 Newer A/C
- 2 Newer Hot Water Heaters
- Updated Kitchen and Bath in Place Rent at \$1050
- Quintessential Cosmetic Value-Add Opportunity
- \$10,500 Value Add Premium Based on Actual Rent



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MULTIFAMILY INVESTMENT

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# INVESTMENT DETAILS

Lark Apartments  
208 Lark Avenue | St. Louis, MO 63125

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## Analysis

Analysis Date September 2024

## Property

Property Type	Multifamily
Property	Lark Apartments
Address	208 Lark Avenue
City, State	St. Louis, MO 63125
Year Built	1962

## Purchase Information

Purchase Price	\$385,000
Units	4
Total Rentable SF	3,300
Lot Size	0.140 acres

## Income & Expense

Gross Operating Income	\$37,894
Monthly GOI	\$3,158
Total Annual Expenses	(\$10,635)
Monthly Expenses	(\$886)

## Financial Information

Initial Equity \$105,000

## Loans

Type	Debt	Term	Amort	Rate	Payment	LO Costs
Fixed	\$280,000	30 years	30 years	7.50%	\$1,958	

**Acquisition Costs**

Purchase Price, Points and Closing Costs	\$385,000
Investment - Cash	\$105,000
First Loan (Fixed)	\$280,000

**Investment Information**

Purchase Price	\$385,000
Price per Unit	\$96,250
Price per SF	\$116.67
Expenses per Unit	(\$2,659)

**Income, Expenses & Cash Flow**

<b>Gross Scheduled Income</b>	<b>\$39,888</b>
Total Vacancy and Credits	(\$1,994)
Operating Expenses	(\$10,635)
<b>Net Operating Income</b>	<b>\$27,259</b>
Debt Service	(\$23,494)
<b>Cash Flow Before Taxes</b>	<b>\$3,765</b>

**Financial Indicators**

Cash-on-Cash Return Before Taxes	3.59%
Debt Coverage Ratio	1.16
Capitalization Rate	7.08%
Gross Rent Multiplier	9.65
Gross Income / Square Feet	\$12.09
Gross Expenses / Square Feet	(\$3.22)
Operating Expense Ratio	28.07%

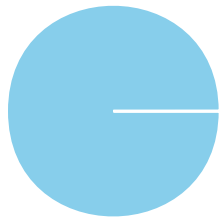


# UNIT MIX REPORT

Lark Apartments  
208 Lark Avenue | St. Louis, MO 63125

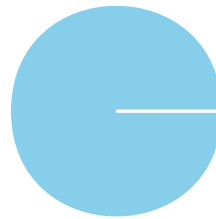
Units	Type	Approx. SF	Avg. Rents	Monthly	Mkt Rents	Monthly
4	2 Bedroom / 1 Bath Units	825	\$831	\$3,324	\$1,050	\$4,200
4		3,300		\$3,324		\$4,200

## UNIT MIX



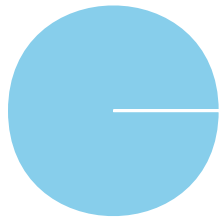
● 2 Bedroom / 1 Bath Units

## UNIT MIX SQUARE FEET



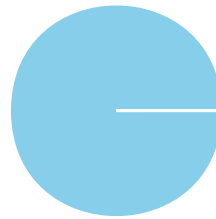
● 2 Bedroom / 1 Bath Units

## UNIT MIX INCOME



● 2 Bedroom / 1 Bath Units

## UNIT MIX MARKET INCOME



● 2 Bedroom / 1 Bath Units

**208 Lark Ave., Saint Louis, MO 63125**  
**Apartment & Tenant Info**  
**As of 11/4/2024**

Units	Tenant Name	Unit Layout	Date Lease Signed	Date of Lease Expiration	Length of Lease	Monthly Rent	Security Deposit
A	R. Burse	2BR	7/1/2016	6/30/2025	1 yr.	725	400
B	J. O'Halloran	2 BR	6/7/2018	6/30/2025	1 yr.	750	400
C	D. Lindsey/E. Karsten	2 BR	6/22/2023	n/a	MTM	1,050	950
D	D. Derleth	2 BR	1/23/2014	n/a	MTM	800	625

Monthly 3,325  
Annual 39,900

Improvements, last five years:

Unit A: A/C Condenser/Coil 8/2022

new refrigerator 1/2023

Unit C - Hot water heater 1/2019

Updated kitchen cabinets, appliances 4/2023

Unit D - A/C Condenser/Coil 9/2022

Hot water heater 6/2023

All electric panels upgraded 2019

## Investment Summary

Price	\$385,000
Year Built	1962
Units	4
Price/Unit	\$96,250
RSF	3,300
Price/RSF	\$116.67
Lot Size	0.14 acres
Floors	2
Parking Spaces	1/1
APN	28H621069
Cap Rate	7.08%
Market Cap Rate	9.67%
GRM	9.65
Market GRM	7.64

## Financing Summary

Loan 1 (Fixed)	\$280,000
Initial Equity	\$105,000
Interest Rate	7.5%
Term	30 years
Monthly Payment	\$1,958
DCR	1.16

## Unit Mix & Annual Scheduled Income

Type	Units	Actual	Total	Market	Total
2 Bedroom / 1 Bath Units	4	\$9,972	\$39,888	\$12,600	\$50,400
<b>Totals</b>	<b>4</b>		<b>\$39,888</b>		<b>\$50,400</b>

## Annualized Income

Description	Actual	Market
<b>Gross Potential Rent</b>	<b>\$39,888</b>	<b>\$50,400</b>
- Less: Vacancy	(\$1,994)	(\$2,520)
<b>Effective Gross Income</b>	<b>\$37,894</b>	<b>\$47,880</b>
- Less: Expenses	(\$10,635)	(\$10,635)
<b>Net Operating Income</b>	<b>\$27,259</b>	<b>\$37,245</b>
- Debt Service	(\$23,494)	(\$23,494)
<b>Net Cash Flow after Debt Service</b>	<b>\$3,765</b>	<b>\$13,751</b>
+ Principal Reduction	\$2,581	\$2,581
<b>Total Return</b>	<b>\$6,346</b>	<b>\$16,333</b>

## Annualized Expenses

Description	Actual	Market
Building Insurance	\$1,883	\$1,883
Taxes - Real Estate	\$4,726	\$4,726
Trash Removal	\$630	\$630
Utilities	\$3,396	\$3,396
<b>Total Expenses</b>	<b>\$10,635</b>	<b>\$10,635</b>
<b>Expenses Per RSF</b>	<b>\$3.22</b>	<b>\$3.22</b>
<b>Expenses Per Unit</b>	<b>\$2,659</b>	<b>\$2,659</b>

# CASH FLOW ANALYSIS

Lark Apartments  
208 Lark Avenue | St. Louis, MO 63125

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<b>Before-Tax Cash Flow Year Ending</b>	<b>Year 1 08/2025</b>	<b>Year 2 08/2026</b>	<b>Year 3 08/2027</b>	<b>Year 4 08/2028</b>	<b>Year 5 08/2029</b>
<b>Before-Tax Cash Flow</b>					
<b>Gross Scheduled Income</b>	<b>\$39,888</b>	<b>\$41,085</b>	<b>\$42,317</b>	<b>\$43,587</b>	<b>\$44,894</b>
Turnover Vacancy	(\$1,994)	(\$2,054)	(\$2,116)	(\$2,179)	(\$2,245)
Total Operating Expenses	(\$10,635)	(\$10,635)	(\$10,635)	(\$10,635)	(\$10,635)
<b>Net Operating Income</b>	<b>\$27,259</b>	<b>\$28,395</b>	<b>\$29,566</b>	<b>\$30,772</b>	<b>\$32,015</b>
Loan Payment	(\$23,494)	(\$23,494)	(\$23,494)	(\$23,494)	(\$23,494)
<b>Before-Tax Cash Flow</b>	<b>\$3,765</b>	<b>\$4,902</b>	<b>\$6,073</b>	<b>\$7,279</b>	<b>\$8,521</b>
<b>Cash-On-Cash Return</b>	<b>3.59%</b>	<b>4.67%</b>	<b>5.78%</b>	<b>6.93%</b>	<b>8.12%</b>

# ANNUAL PROPERTY OPERATING DATA

Lark Apartments  
208 Lark Avenue | St. Louis, MO 63125

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Description Year Ending	Year 1 08/2025	Year 2 08/2026	Year 3 08/2027	Year 4 08/2028	Year 5 08/2029
<b>Income</b>					
Rental Income	\$39,888	\$41,085	\$42,317	\$43,587	\$44,894
<b>Gross Scheduled Income</b>	<b>\$39,888</b>	<b>\$41,085</b>	<b>\$42,317</b>	<b>\$43,587</b>	<b>\$44,894</b>
Turnover Vacancy	(\$1,994)	(\$2,054)	(\$2,116)	(\$2,179)	(\$2,245)
<b>Gross Operating Income</b>	<b>\$37,894</b>	<b>\$39,030</b>	<b>\$40,201</b>	<b>\$41,407</b>	<b>\$42,650</b>
<b>Expenses</b>					
Building Insurance	(\$1,883)	(\$1,883)	(\$1,883)	(\$1,883)	(\$1,883)
Taxes - Real Estate	(\$4,726)	(\$4,726)	(\$4,726)	(\$4,726)	(\$4,726)
Trash Removal	(\$630)	(\$630)	(\$630)	(\$630)	(\$630)
Utilities	(\$3,396)	(\$3,396)	(\$3,396)	(\$3,396)	(\$3,396)
<b>Total Operating Expenses</b>	<b>(\$10,635)</b>	<b>(\$10,635)</b>	<b>(\$10,635)</b>	<b>(\$10,635)</b>	<b>(\$10,635)</b>
<b>Operating Expense Ratio</b>	<b>28.07%</b>	<b>27.25%</b>	<b>26.45%</b>	<b>25.68%</b>	<b>24.94%</b>
<b>Net Operating Income</b>	<b>\$27,259</b>	<b>\$28,395</b>	<b>\$29,566</b>	<b>\$30,772</b>	<b>\$32,015</b>



# INVESTMENT RETURN ANALYSIS

Lark Apartments  
208 Lark Avenue | St. Louis, MO 63125

<b>Description Year Ending</b>	<b>Year 1 08/2025</b>	<b>Year 2 08/2026</b>	<b>Year 3 08/2027</b>	<b>Year 4 08/2028</b>	<b>Year 5 08/2029</b>
Cash Flow - To Date	\$3,765	\$8,667	\$14,740	\$22,018	\$30,539
Net Resale Proceeds	\$122,581	\$125,363	\$128,360	\$131,590	\$135,071
Invested Capital	(\$105,000)	(\$105,000)	(\$105,000)	(\$105,000)	(\$105,000)
Net Return on Investment	\$21,346	\$29,029	\$38,100	\$48,609	\$60,610
<b>Before Tax Calculations</b>					
PV (NOI + reversion)	\$399,307	\$399,652	\$400,931	\$403,046	\$405,908
<b>After Tax Calculations</b>					
IRR	20.33%	13.19%	11.24%	10.52%	10.26%
Modified IRR	20.33%	13.09%	11.10%	10.33%	10.02%
NPV	\$13,080	\$12,297	\$12,537	\$13,700	\$15,689

# PROPERTY PHOTOS

Lark Apartments  
208 Lark Avenue | St. Louis, MO 63125





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Lark Apartments  
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# PROPERTY PHOTOS

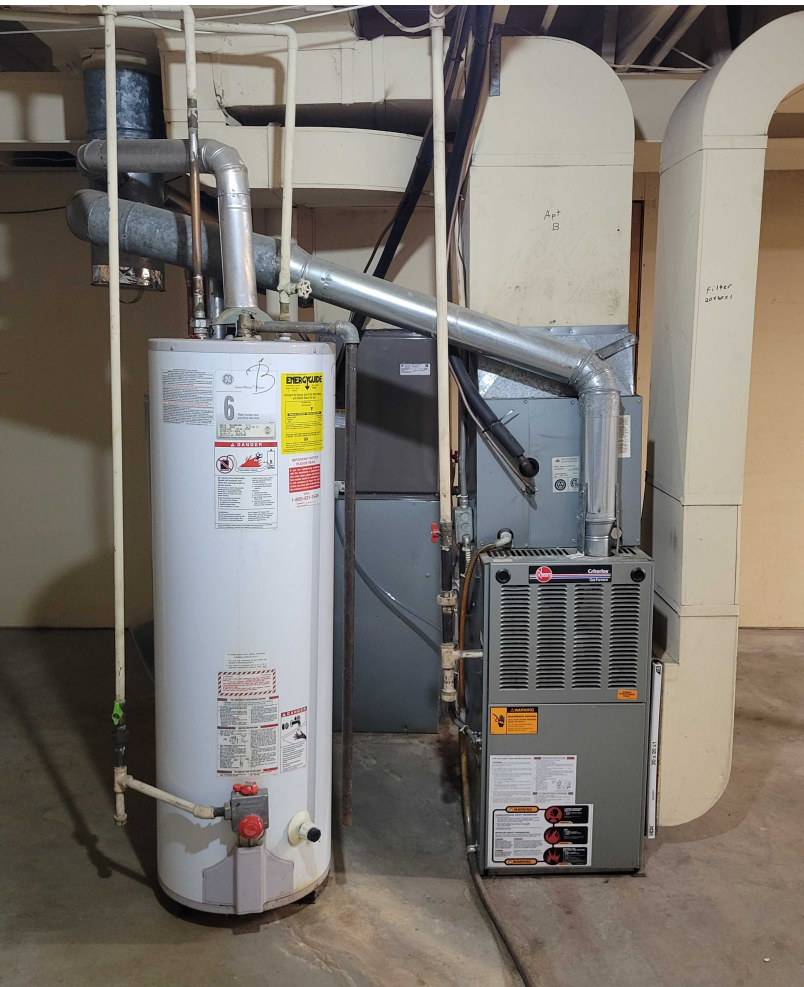
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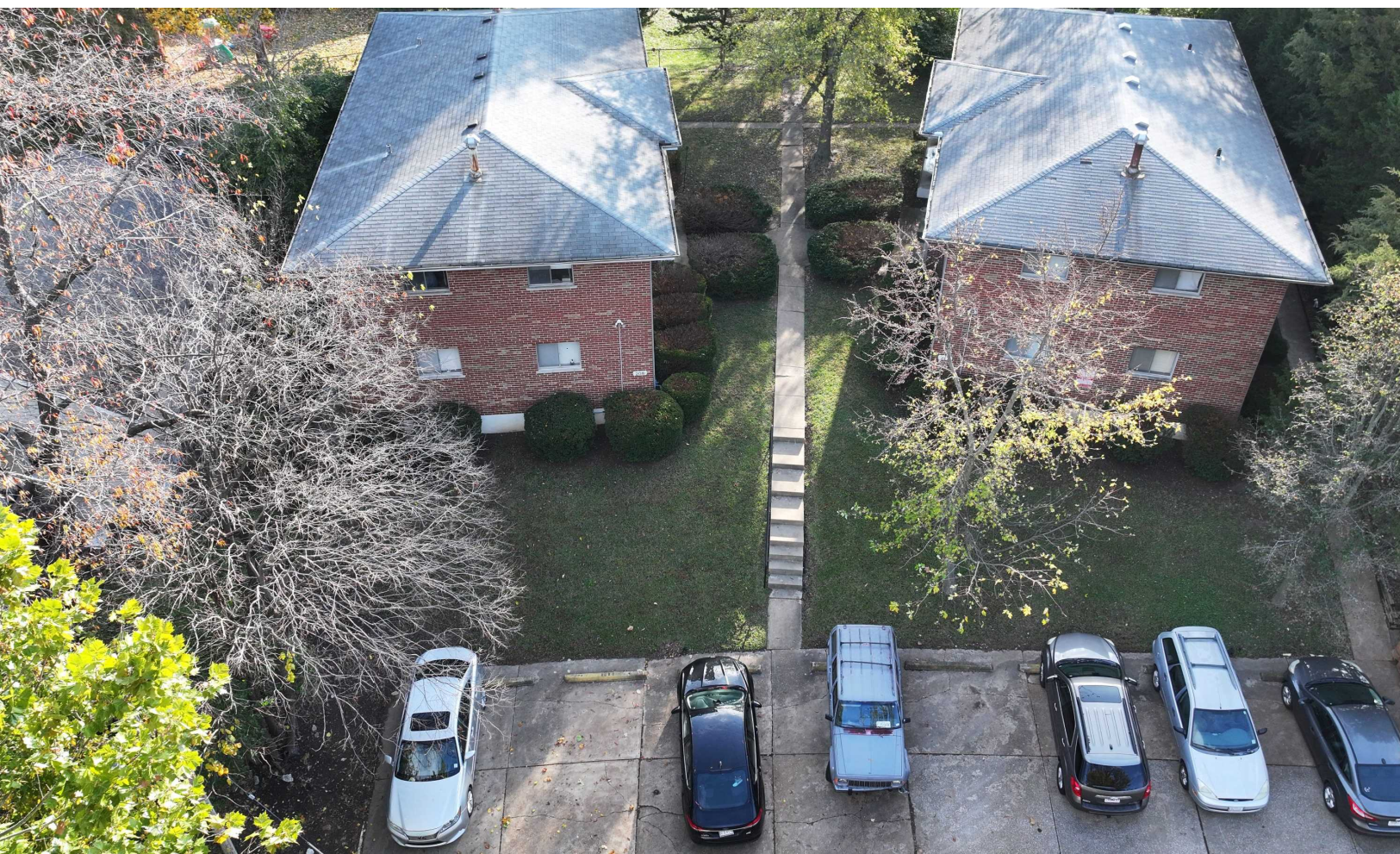
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# FINANCIAL INDICATORS

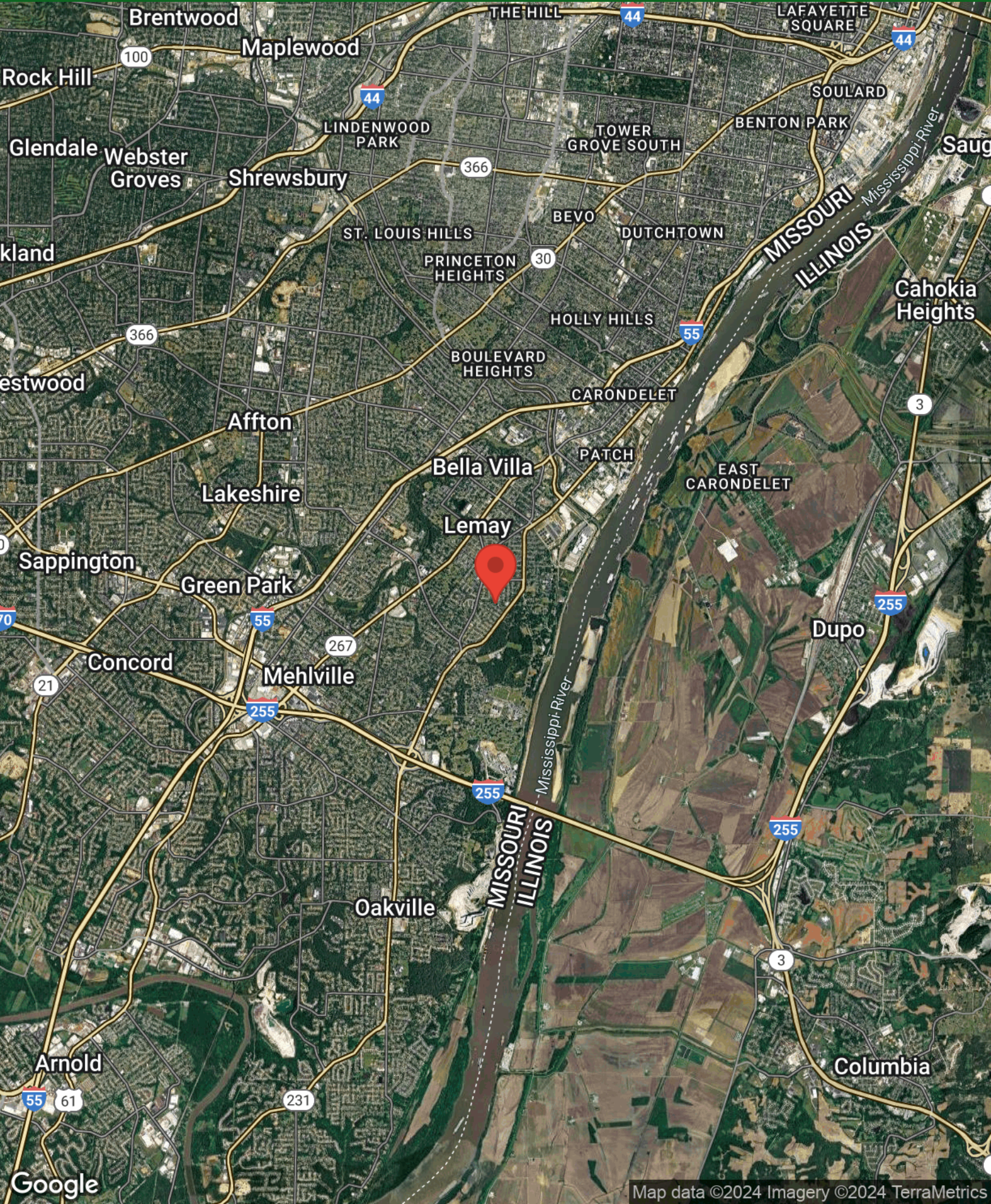
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Description Year Ending	Year 1 08/2025	Year 2 08/2026	Year 3 08/2027	Year 4 08/2028	Year 5 08/2029
<b>Key Ratios and Multipliers</b>					
Capitalization Rate	7.08%	7.38%	7.68%	7.99%	8.32%
Gross Rent Multiplier	10.03	9.74	9.45	9.18	8.91
Net Income Multiplier	14.67	14.09	13.53	13.00	12.49
Operating Expense Ratio	28.07%	27.25%	26.45%	25.68%	24.94%
<b>Amounts per SF</b>					
Gross Income	\$12.09	\$12.45	\$12.82	\$13.21	\$13.60
Expenses	(\$3.22)	(\$3.22)	(\$3.22)	(\$3.22)	(\$3.22)
<b>Loan Metrics</b>					
Loan To Value Ratio	69.35%	68.66%	67.91%	67.10%	66.23%
Debt Coverage Ratio	1.16	1.21	1.26	1.31	1.36
<b>Cash-On-Cash Measures</b>					
Before-Tax	3.59%	4.67%	5.78%	6.93%	8.12%
After-Tax	3.59%	4.67%	5.78%	6.93%	8.12%



# REGIONAL MAP

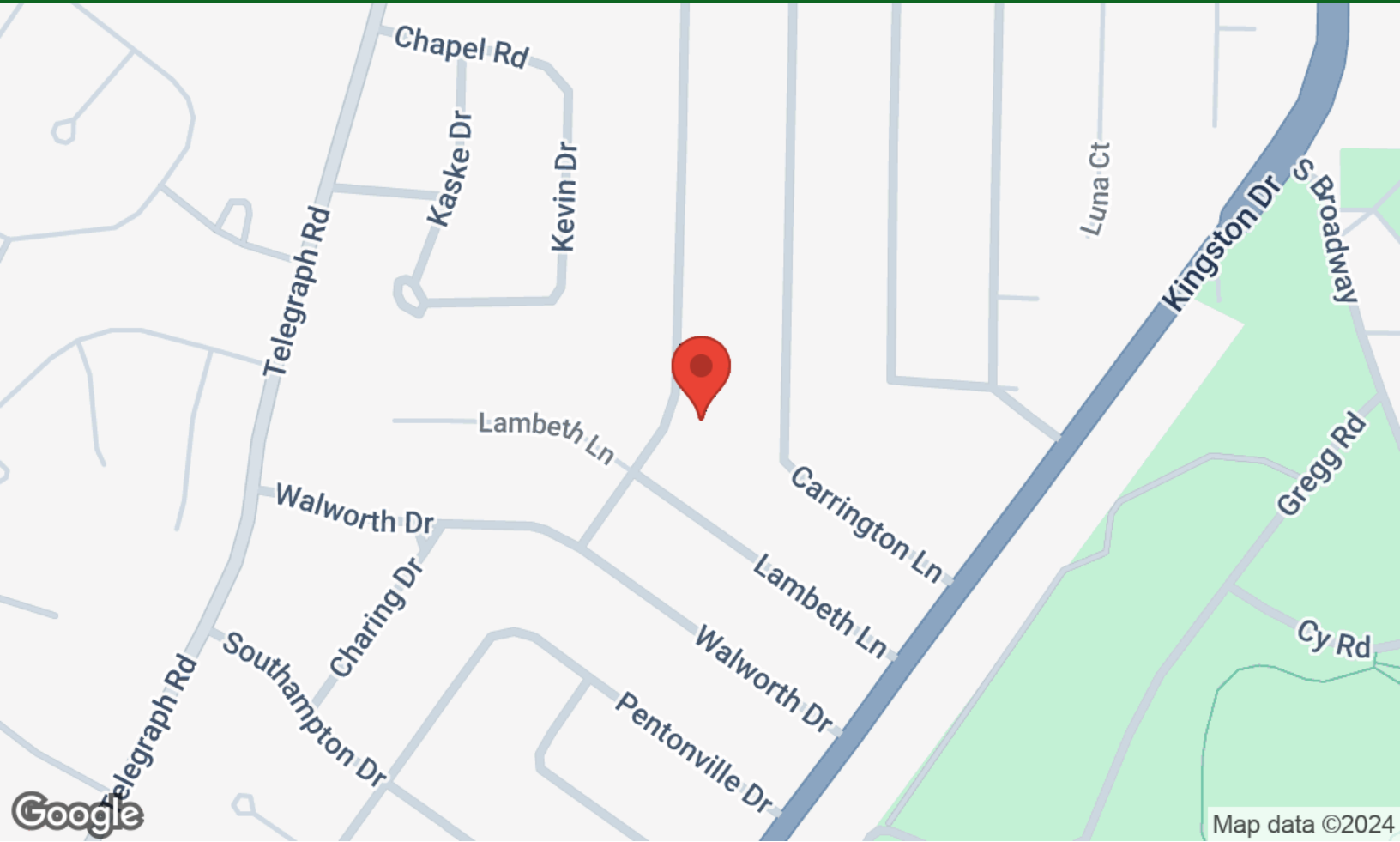
Lark Apartments  
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# LOCATION MAPS

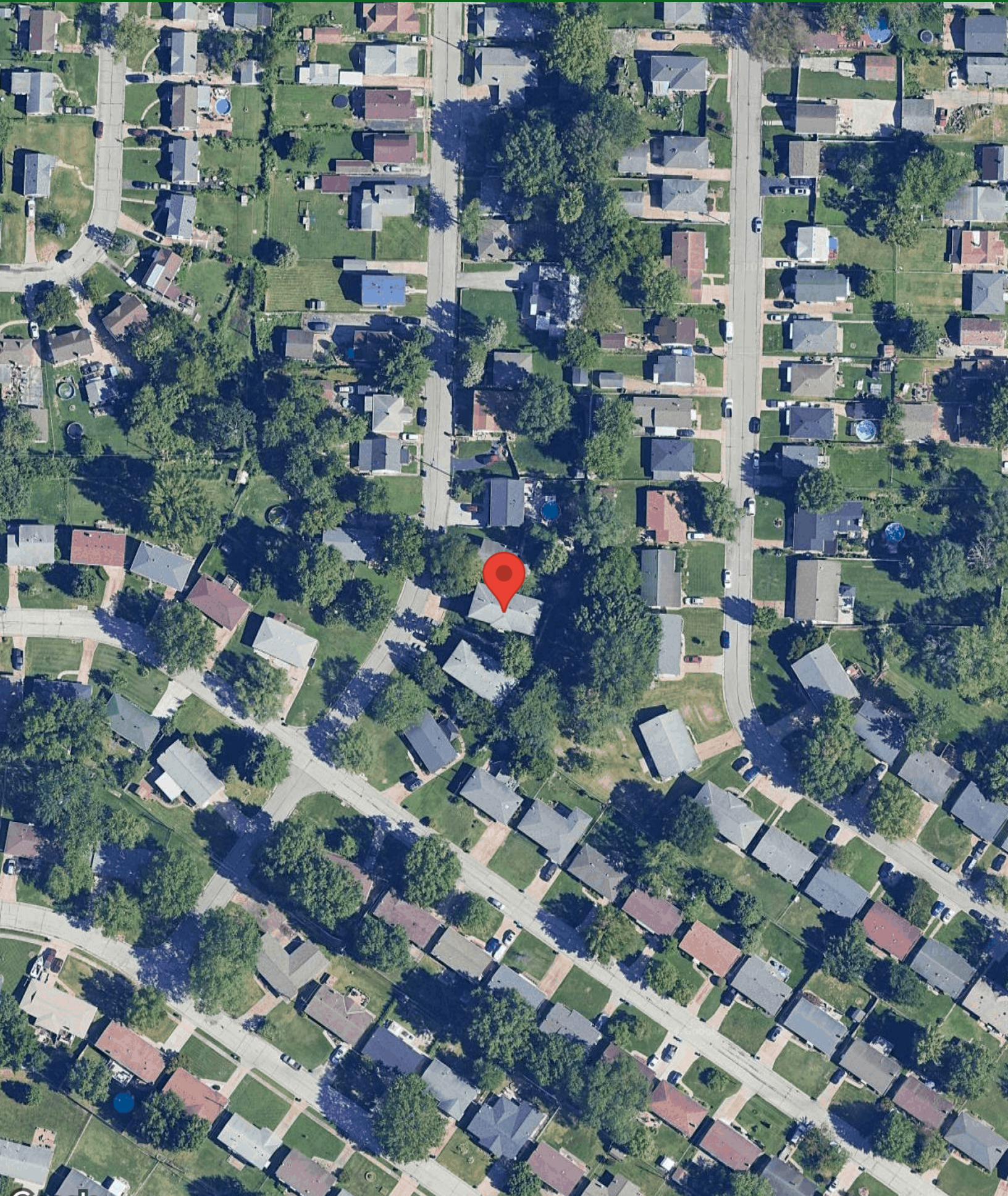
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# AERIAL MAP

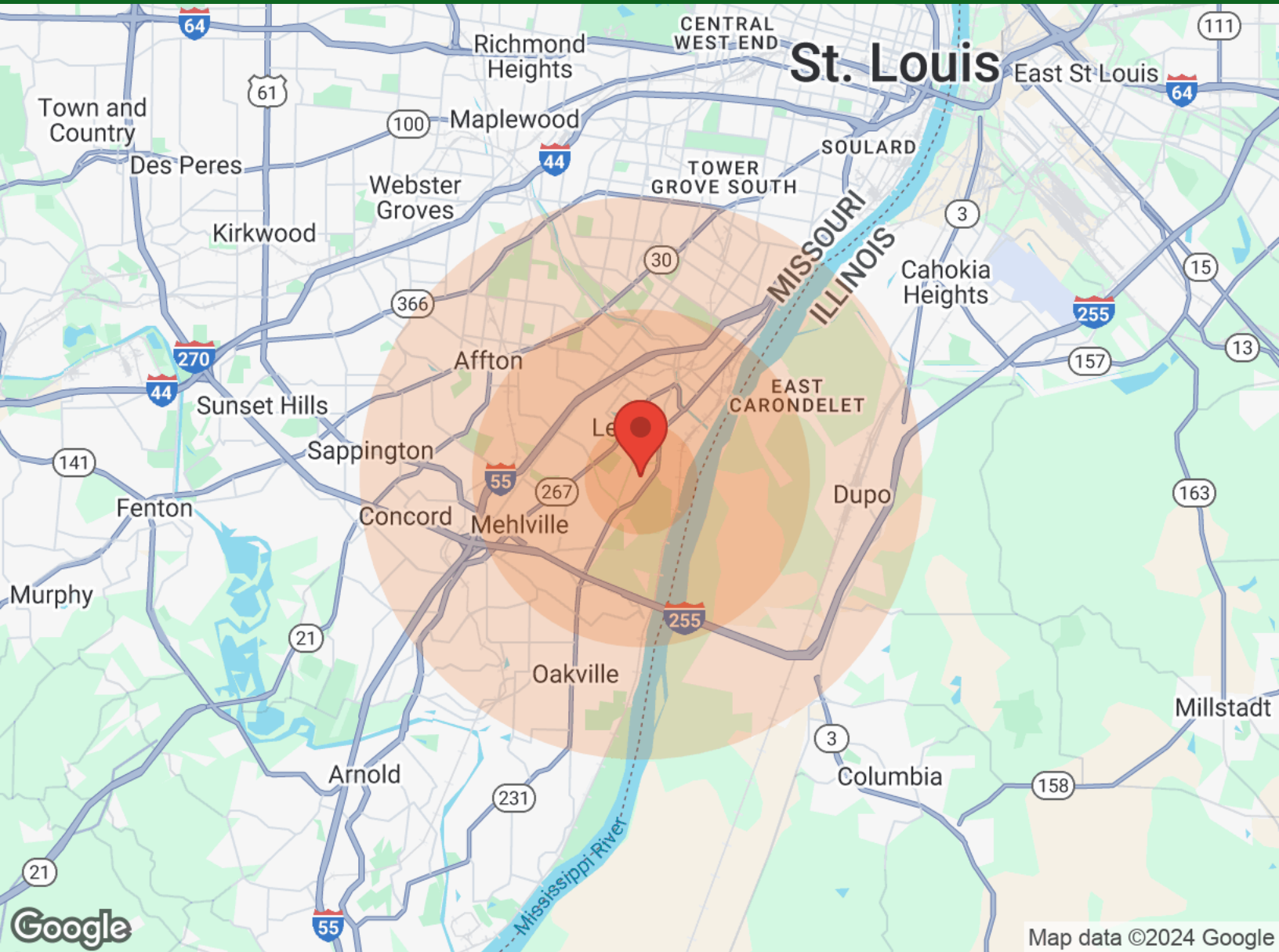
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# DEMOGRAPHICS

Lark Apartments  
208 Lark Avenue | St. Louis, MO 63125



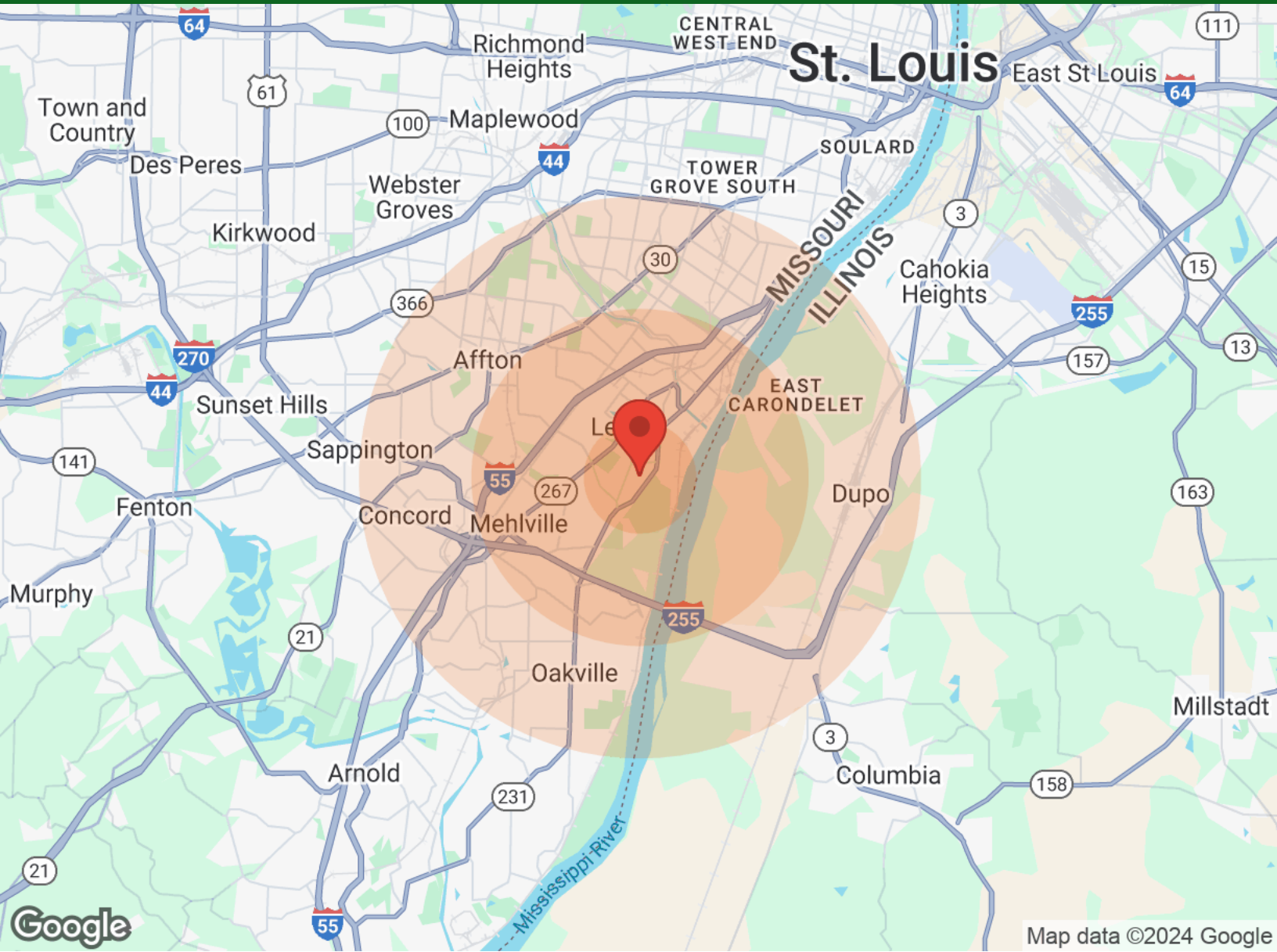
Population	1 Mile	3 Miles	5 Miles
Male	4,692	33,412	101,310
Female	4,942	36,165	109,429
Total Population	9,634	69,577	210,739
Age	1 Mile	3 Miles	5 Miles
Ages 0-14	1,511	10,905	35,261
Ages 15-24	1,145	7,835	24,154
Ages 25-54	3,677	26,476	83,949
Ages 55-64	1,236	9,119	26,935
Ages 65+	2,065	15,242	40,440
Race	1 Mile	3 Miles	5 Miles
White	9,393	65,418	187,418
Black	31	2,043	15,940
Am In/AK Nat	N/A	30	64
Hawaiian	N/A	N/A	N/A
Hispanic	169	1,261	5,935
Multi-Racial	308	2,316	9,162

Income	1 Mile	3 Miles	5 Miles
Median	\$40,421	\$45,595	\$47,339
< \$15,000	453	3,501	11,076
\$15,000-\$24,999	663	3,936	11,612
\$25,000-\$34,999	537	3,964	11,231
\$35,000-\$49,999	743	4,777	15,042
\$50,000-\$74,999	793	6,673	18,772
\$75,000-\$99,999	663	4,276	11,963
\$100,000-\$149,999	155	2,309	9,303
\$150,000-\$199,999	60	518	2,452
> \$200,000	33	265	1,606

Housing	1 Mile	3 Miles	5 Miles
Total Units	4,358	31,914	101,467
Occupied	3,997	29,579	92,659
Owner Occupied	3,228	22,319	62,514
Renter Occupied	769	7,260	30,145
Vacant	361	2,335	8,808

# DETAILED DEMOGRAPHICS

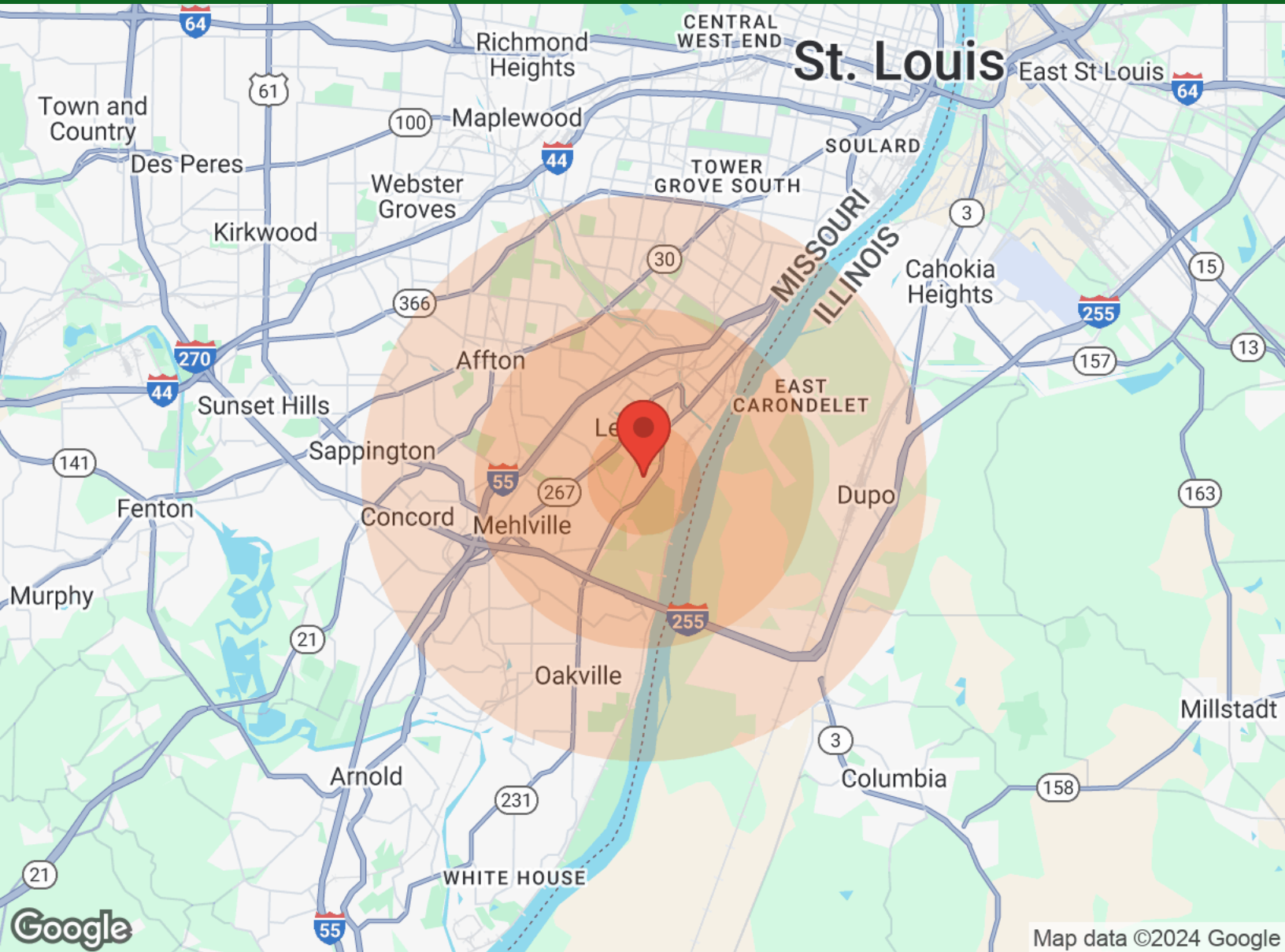
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Hispanic	169	1,261	5,935
Multi-Racial	308	2,316	9,162

# DETAILED DEMOGRAPHICS

Lark Apartments  
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Map data ©2024 Google

Age	1 Mile	3 Miles	5 Miles	Income	1 Mile	3 Miles	5 Miles
Ages 0-4	409	3,043	10,141	Median	\$40,421	\$45,595	\$47,339
Ages 5-9	545	3,973	12,976	< \$10,000	187	1,765	5,841
Ages 10-14	557	3,889	12,144	\$10,000-\$14,999	266	1,736	5,235
Ages 15-19	574	3,881	11,914	\$15,000-\$19,999	259	1,772	5,400
Ages 20-24	571	3,954	12,240	\$20,000-\$24,999	404	2,164	6,212
Ages 25-29	569	4,023	12,729	\$25,000-\$29,999	271	2,064	5,759
Ages 30-34	564	4,002	13,002	\$30,000-\$34,999	266	1,900	5,472
Ages 35-39	578	4,170	13,491	\$35,000-\$39,999	214	1,432	5,169
Ages 40-44	626	4,534	14,347	\$40,000-\$44,999	308	1,822	5,246
Ages 45-49	670	4,833	15,183	\$45,000-\$49,999	221	1,523	4,627
Ages 50-54	670	4,914	15,197	\$50,000-\$60,000	446	3,014	9,037
Ages 55-59	648	4,773	14,309	\$60,000-\$74,000	347	3,659	9,735
Ages 60-64	588	4,346	12,626	\$75,000-\$99,999	663	4,276	11,963
Ages 65-69	513	3,760	10,545	\$100,000-\$124,999	155	1,592	6,288
Ages 70-74	435	3,155	8,497	\$125,000-\$149,999	N/A	717	3,015
Ages 74-79	373	2,699	6,967	\$150,000-\$199,999	60	518	2,452
Ages 80-84	292	2,166	5,335	> \$200,000	33	265	1,606
Ages 85+	452	3,462	9,096				