

**OFFERING MEMORANDUM**

# TORRENCE AVE 19 UNIT PORTFOLIO

18381, 18350 & 18422 TORRENCE AVENUE, LANSING, IL 60438



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# TABLE OF CONTENTS

## CONTENTS

|                      |    |
|----------------------|----|
| PROPERTY INFORMATION | 3  |
| LOCATION INFORMATION | 8  |
| FINANCIAL ANALYSIS   | 14 |
| SALE COMPARABLES     | 20 |
| RENT COMPARABLES     | 23 |
| ADVISOR BIOS         | 26 |

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# SECTION 1

## PROPERTY INFORMATION

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## EXECUTIVE SUMMARY



### PROPERTY OVERVIEW

LM Commercial is pleased to present the sale of 18381, 18350 & 18422 Torrence Ave - Lansing, IL. This is a portfolio sale of three co-located buildings for a total of 19 Units. The 18381 Torrence building is six total units comprised of 4 (1 Bed/1 Bath) & 2 (2 Bed/1 Bath) Units; the 18350 Torrence Ave buildings is a total of seven units comprised of 5 (1 Bed/1 Bath) & 2 (2 Bed/1 Bath) Units; and the 18422 Torrence buildings is a total of six units comprised of 2 (1 Bed/1 Bath) & 4 (2 Bed/1 Bath) Units. The total portfolio of nineteen units with a total unit mix of 11 (1 Bed/1 Bath) & 8 (2 Bed/1 Bath) Units. These properties are located within close proximity from each other which facilitates for property management. The 18381 & 18422 are traditional brick six unit buildings with common area hallways and 18350 is a brick seven unit California Style building.

### LOCATION OVERVIEW

These properties are located in Lansing, Illinois which is a South Suburb of Chicago located along the border of Illinois and Indiana. The property has excellent access to IL Route 83/ Torrence Ave, which connects I-80, I-94, I-294, I-394, and US-6 at the Torrence Ave interchange located within a mile of the property. The quick highway access provides easy accessibility to both Chicago Metropolitan and Northwest Indiana and the surrounding areas. The property is within two miles of major retail centers in River Oaks Mall, Wal-Mart, Home Depot, LA Fitness, and an ample supply of restaurants and entertainment.

18381, 18350 &amp; 18422 TORRENCE AVENUE, LANSING, IL 60438

# INVESTMENT OVERVIEW

|                  |             |
|------------------|-------------|
| Sale Price:      | \$1,140,000 |
| Number of Units: | 19          |
| Price Per Unit:  | \$60,000    |
| NOI:             | \$75,348    |
| Cap Rate:        | 6.8%        |
| Building SF:     | 11,625 SF   |
| Land SF:         | 23,750 SF   |

## PROPERTY HIGHLIGHTS

- These buildings provide new ownership a great Value-Add opportunity to increase the buildings below market rents.
- Excellent access to Chicago and the Greater Metropolitan Area with Direct Highway Access off of Torrence Ave.
- Strong rental market in Lansing, IL will continue to have strong Occupancy Rates.
- Close proximity to the Torrence Ave retail corridor, and plenty of amenities.
- The current long term ownership has consistently managed and maintained the portfolio, with no capital improvements needed.



FOR SALE

18381, 18350 & 18422 TORRENCE AVENUE, LANSING, IL 60438

## ADDITIONAL PHOTOS



FOR SALE

18381, 18350 & 18422 TORRENCE AVENUE, LANSING, IL 60438

## ADDITIONAL PHOTOS



# SECTION 2

## LOCATION INFORMATION

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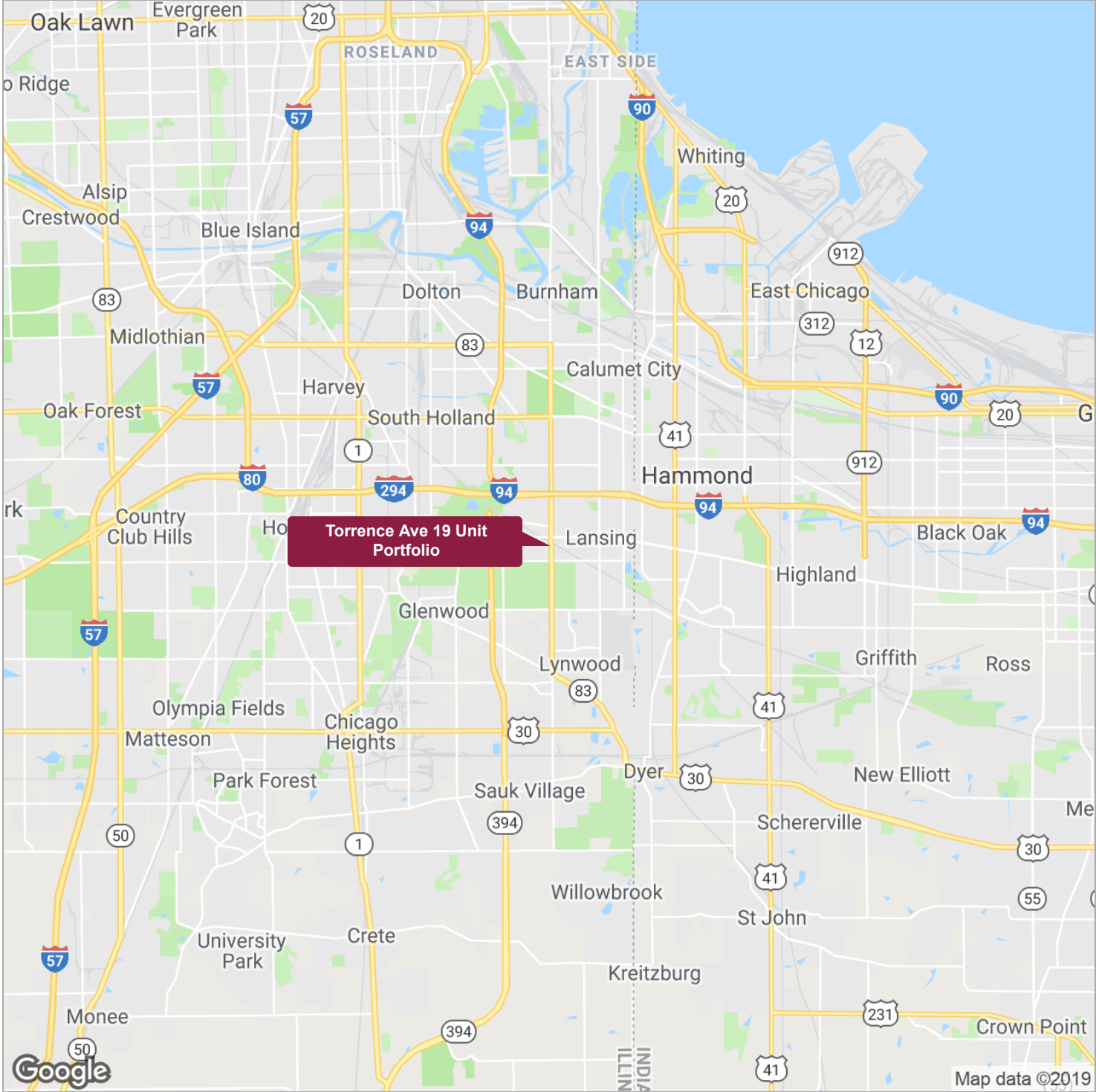
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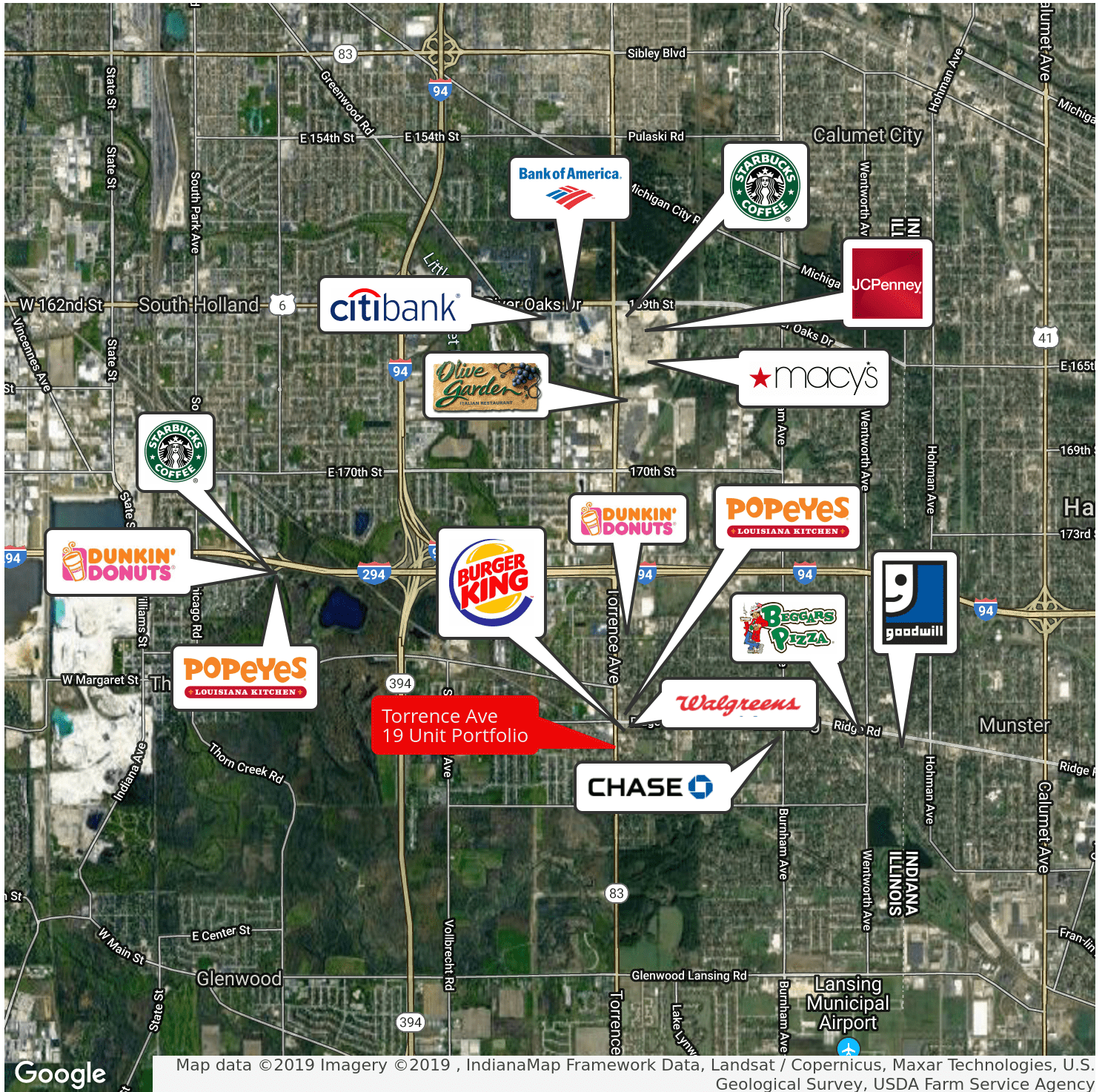
18381, 18350 & 18422 TORRENCE AVENUE, LANSING, IL 60438

# REGIONAL MAP



18381, 18350 & 18422 TORRENCE AVENUE, LANSING, IL 60438

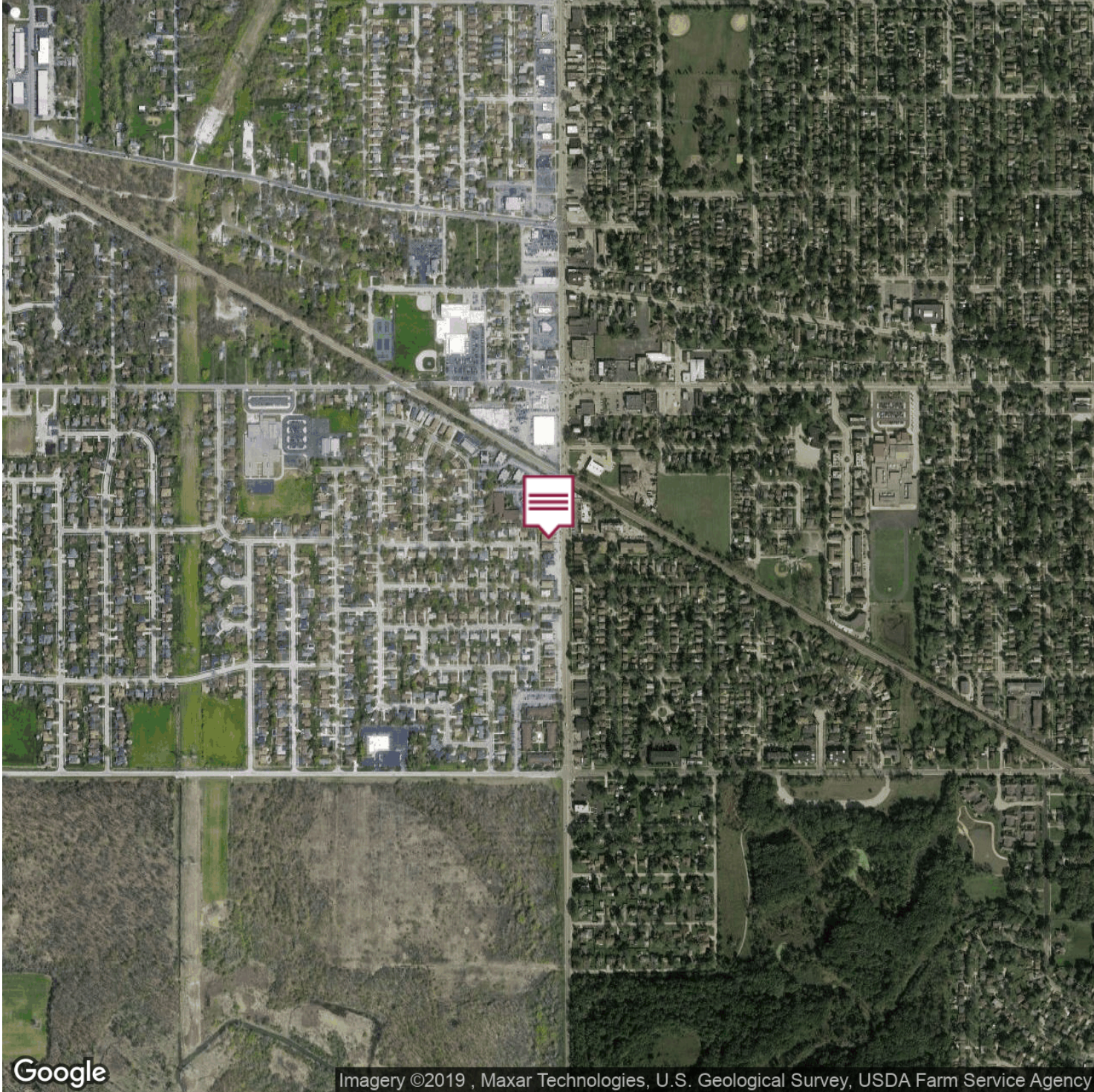
# RETAILER MAP



FOR SALE

18381, 18350 & 18422 TORRENCE AVENUE, LANSING, IL 60438

# AERIAL MAPS



18381, 18350 &amp; 18422 TORRENCE AVENUE, LANSING, IL 60438

## CITY INFORMATION

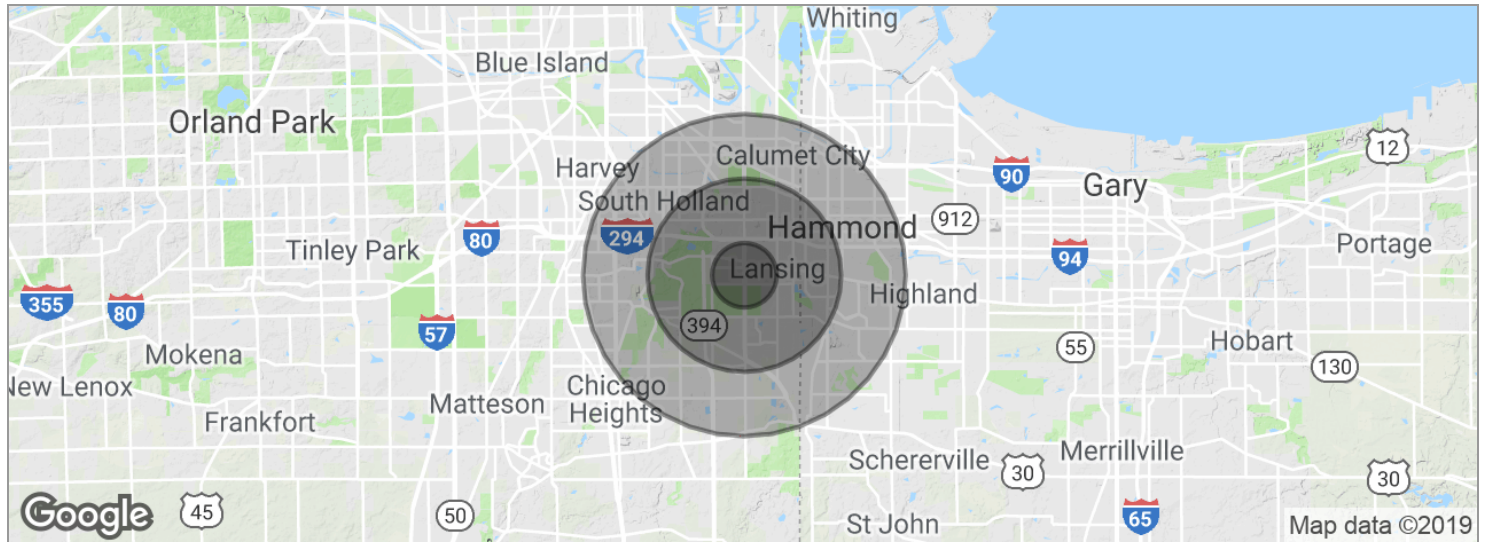


### LANSING, IL

Located just 30 miles from the Chicago downtown loop, Lansing is an economically and socially diverse community made up of college graduates, skilled tradesmen, and Seniors who have been invested in the community for decades. With a population of over 28,000, the community is strategically located in the center of the dynamic Interstate 80 Corridor, allowing business to take advantage of a regional population of 9 million people. Metro Chicago is one of the world's finest transportation centers, and Lansing provides convenient access to O'Hare International Airport, Midway International Airport, and global intermodal facilities via two Interstates. Lansing, Illinois... it's the best of both worlds. Small town charm, deep-seated family values, top-notch education systems and a select regional location await those who investigate the resources of this community. Look slightly beyond Lansing and discover rich economic, educational, medical, and cultural potential to enhance the quality of life enjoyed by all who live and work in Lansing.

18381, 18350 &amp; 18422 TORRENCE AVENUE, LANSING, IL 60438

# DEMOGRAPHICS MAP



## POPULATION

|                     | 1 MILE | 3 MILES | 5 MILES |
|---------------------|--------|---------|---------|
| Total population    | 10,353 | 69,437  | 220,256 |
| Median age          | 37.3   | 38.7    | 37.3    |
| Median age (male)   | 34.3   | 36.6    | 35.0    |
| Median age (Female) | 39.8   | 40.4    | 38.8    |

## HOUSEHOLDS & INCOME

|                     | 1 MILE    | 3 MILES   | 5 MILES   |
|---------------------|-----------|-----------|-----------|
| Total households    | 4,086     | 27,272    | 82,705    |
| # of persons per HH | 2.5       | 2.5       | 2.7       |
| Average HH income   | \$60,899  | \$61,185  | \$61,628  |
| Average house value | \$185,075 | \$152,511 | \$163,801 |

\* Demographic data derived from 2010 US Census

# SECTION 3

## FINANCIAL ANALYSIS

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# FINANCIAL SUMMARY

| INVESTMENT OVERVIEW        | 18381 TORRENCE AVE | 18350 TORRENCE AVE | 18422 TORRENCE AVE | PORTFOLIO ACTUALS |
|----------------------------|--------------------|--------------------|--------------------|-------------------|
| Price                      | \$360,000          | \$420,000          | \$360,000          | \$1,140,000       |
| Price per Unit             | \$60,000           | \$60,000           | \$60,000           | \$60,000          |
| GRM                        | 6.8                | 7.2                | 6.5                | 6.8               |
| CAP Rate                   | 5.7%               | 6.9%               | 7.9%               | 6.8%              |
| Cash-on-Cash Return (yr 1) | 3.33 %             | 7.58 %             | 12.42 %            | 7.84 %            |
| Total Return (yr 1)        | \$6,983            | \$15,360           | \$15,160           | \$34,970          |
| Debt Coverage Ratio        | 1.17               | 1.65               | 1.64               | 1.41              |
| OPERATING DATA             | 18381 TORRENCE AVE | 18350 TORRENCE AVE | 18422 TORRENCE AVE | PORTFOLIO ACTUALS |
| Gross Scheduled Income     | \$53,160           | \$58,200           | \$55,740           | \$167,100         |
| Other Income               | \$1,200            | \$1,200            | \$1,200            | \$3,600           |
| Total Scheduled Income     | \$54,360           | \$59,400           | \$56,940           | \$170,700         |
| Vacancy Cost               | \$2,658            | \$2,910            | \$2,787            | \$8,355           |
| Gross Income               | \$51,702           | \$56,490           | \$54,153           | \$162,345         |
| Operating Expenses         | \$31,309           | \$27,720           | \$25,583           | \$84,911          |
| Net Operating Income       | \$20,392           | \$28,770           | \$28,570           | \$77,433          |
| Pre-Tax Cash Flow          | \$2,999            | \$11,377           | \$11,177           | \$22,355          |
| FINANCING DATA             | 18381 TORRENCE AVE | 18350 TORRENCE AVE | 18422 TORRENCE AVE | PORTFOLIO ACTUALS |
| Down Payment               | \$90,000           | \$150,000          | \$90,000           | \$285,000         |
| Loan Amount                | \$270,000          | \$270,000          | \$270,000          | \$855,000         |
| Debt Service               | \$17,393           | \$17,393           | \$17,393           | \$55,078          |
| Debt Service Monthly       | \$1,449            | \$1,449            | \$1,449            | \$4,589           |
| Principal Reduction (yr 1) | \$3,983            | \$3,983            | \$3,983            | \$12,614          |

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# FINANCIAL SUMMARY

| INVESTMENT OVERVIEW        | PORTFOLIO ACTUALS | PORTFOLIO PRO FORMA |
|----------------------------|-------------------|---------------------|
| Price                      | \$1,140,000       | \$1,140,000         |
| Price per Unit             | \$60,000          | \$60,000            |
| GRM                        | 6.8               | 6.2                 |
| CAP Rate                   | 6.8%              | 7.9%                |
| Cash-on-Cash Return (yr 1) | 7.84 %            | 12.3 %              |
| Total Return (yr 1)        | \$34,970          | \$47,655            |
| Debt Coverage Ratio        | 1.41              | 1.64                |
| OPERATING DATA             | PORTFOLIO ACTUALS | PORTFOLIO PRO FORMA |
| Gross Scheduled Income     | \$167,100         | \$185,400           |
| Other Income               | \$3,600           | \$4,500             |
| Total Scheduled Income     | \$170,700         | \$189,900           |
| Vacancy Cost               | \$8,355           | \$9,270             |
| Gross Income               | \$162,345         | \$180,630           |
| Operating Expenses         | \$84,911          | \$90,511            |
| Net Operating Income       | \$77,433          | \$90,118            |
| Pre-Tax Cash Flow          | \$22,355          | \$35,040            |
| FINANCING DATA             | PORTFOLIO ACTUALS | PORTFOLIO PRO FORMA |
| Down Payment               | \$285,000         | \$285,000           |
| Loan Amount                | \$855,000         | \$855,000           |
| Debt Service               | \$55,078          | \$55,078            |
| Debt Service Monthly       | \$4,589           | \$4,589             |
| Principal Reduction (yr 1) | \$12,614          | \$12,614            |



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# INCOME & EXPENSES

## UNIT MIX

| UNIT TYPE              | COUNT     | % TOTAL     | SIZE (SF)     | RENT            | RENT/SF       | MARKET RENT     | MARKET RENT/SF |
|------------------------|-----------|-------------|---------------|-----------------|---------------|-----------------|----------------|
| 1 Bed/1 Bath           | 11        | 57.9        | 600           | \$665           | \$1.11        | \$750           | \$1.25         |
| 2 Bed/2 Bath           | 8         | 42.1        | 800           | \$845           | \$1.06        | \$900           | \$1.13         |
| <b>Totals/Averages</b> | <b>19</b> | <b>100%</b> | <b>13,000</b> | <b>\$14,075</b> | <b>\$1.08</b> | <b>\$15,450</b> | <b>\$1.19</b>  |

| INCOME SUMMARY      | 18381 TORRENCE AVE | 18350 TORRENCE AVE | 18422 TORRENCE AVE | PORTFOLIO ACTUALS |
|---------------------|--------------------|--------------------|--------------------|-------------------|
| Rental Income       | \$53,160           | \$58,200           | \$55,740           | \$167,100         |
| Laundry Income      | \$1,200            | \$1,200            | \$1,200            | \$3,600           |
| <b>Gross Income</b> | <b>\$54,360</b>    | <b>\$59,400</b>    | <b>\$56,940</b>    | <b>\$170,700</b>  |

| EXPENSE SUMMARY             | 18381 TORRENCE AVE | 18350 TORRENCE AVE | 18422 TORRENCE AVE | PORTFOLIO ACTUALS |
|-----------------------------|--------------------|--------------------|--------------------|-------------------|
| Real Estate Taxes           | \$15,233           | \$13,220           | \$12,410           | \$40,863          |
| Electric                    | \$591              | \$641              | \$832              | \$2,064           |
| Gas                         | \$3,114            | \$2,712            | \$2,492            | \$8,318           |
| Water                       | \$3,246            | \$2,014            | \$955              | \$6,215           |
| Sewer                       | \$547              | \$439              | \$366              | \$1,552           |
| Scavenger                   | \$613              | \$600              | \$600              | \$1,813           |
| Janitor                     | \$815              | \$815              | \$815              | \$2,445           |
| Lawn care                   | \$797              | \$797              | \$797              | \$2,391           |
| Snow Removal                | \$625              | \$625              | \$625              | \$1,875           |
| Repairs                     | \$2,500            | \$2,500            | \$2,500            | \$7,500           |
| Insurance                   | \$3,000            | \$3,132            | \$2,966            | \$9,098           |
| Village Inspection          | \$225              | \$225              | \$225              | \$775             |
| <b>Gross Expenses</b>       | <b>\$31,309</b>    | <b>\$27,720</b>    | <b>\$25,583</b>    | <b>\$84,911</b>   |
| <b>Net Operating Income</b> | <b>\$20,392</b>    | <b>\$28,770</b>    | <b>\$28,570</b>    | <b>\$77,433</b>   |

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# INCOME & EXPENSES

## UNIT MIX

| UNIT TYPE              | COUNT     | % TOTAL     | SIZE (SF)     | RENT            | RENT/SF       | MARKET RENT     | MARKET RENT/SF |
|------------------------|-----------|-------------|---------------|-----------------|---------------|-----------------|----------------|
| 1 Bed/1 Bath           | 11        | 57.9        | 600           | \$665           | \$1.11        | \$750           | \$1.25         |
| 2 Bed/2 Bath           | 8         | 42.1        | 800           | \$845           | \$1.06        | \$900           | \$1.13         |
| <b>Totals/Averages</b> | <b>19</b> | <b>100%</b> | <b>13,000</b> | <b>\$14,075</b> | <b>\$1.08</b> | <b>\$15,450</b> | <b>\$1.19</b>  |

## INCOME SUMMARY

### PORTFOLIO ACTUALS

### PORTFOLIO PRO FORMA

|                     |                  |                  |
|---------------------|------------------|------------------|
| Rental Income       | \$167,100        | \$185,400        |
| Laundry Income      | \$3,600          | \$4,500          |
| <b>Gross Income</b> | <b>\$170,700</b> | <b>\$189,900</b> |

## EXPENSE SUMMARY

### PORTFOLIO ACTUALS

### PORTFOLIO PRO FORMA

|                             |                 |                 |
|-----------------------------|-----------------|-----------------|
| Real Estate Taxes           | \$40,863        | \$40,863        |
| Electric                    | \$2,064         | \$3,064         |
| Gas                         | \$8,318         | \$8,818         |
| Water                       | \$6,215         | \$6,915         |
| Sewer                       | \$1,552         | \$2,052         |
| Scavenger                   | \$1,813         | \$2,113         |
| Janitor                     | \$2,445         | \$2,945         |
| Lawncare                    | \$2,391         | \$3,391         |
| Snow Removal                | \$1,875         | \$1,975         |
| Repairs                     | \$7,500         | \$8,500         |
| Insurance                   | \$9,098         | \$9,098         |
| Village Inspection          | \$775           | \$775           |
| <b>Gross Expenses</b>       | <b>\$84,911</b> | <b>\$90,511</b> |
| <b>Net Operating Income</b> | <b>\$77,433</b> | <b>\$90,118</b> |

18381, 18350 &amp; 18422 TORRENCE AVENUE, LANSING, IL 60438

**RENT ROLL**

| UNIT NUMBER            | UNIT BED | UNIT BATH | UNIT SIZE (SF) | CURRENT RENT    | CURRENT RENT (PER SF) | MARKET RENT     | MARKET RENT/SF |
|------------------------|----------|-----------|----------------|-----------------|-----------------------|-----------------|----------------|
| 18381 Torrence Ave     |          |           |                |                 |                       |                 |                |
| 1                      | 1        | 1         | 600            | \$675           | \$1.13                | \$750           | \$1.25         |
| 2                      | 1        | 1         | 600            | \$675           | \$1.13                | \$750           | \$1.25         |
| 3                      | 1        | 1         | 600            | \$675           | \$1.13                | \$750           | \$1.25         |
| 4                      | 1        | 1         | 600            | \$675           | \$1.13                | \$750           | \$1.25         |
| 5                      | 2        | 1         | 800            | \$865           | \$1.08                | \$900           | \$1.13         |
| 6                      | 2        | 1         | 800            | \$865           | \$1.08                | \$900           | \$1.13         |
| 18350 Torrence Ave     |          |           |                |                 |                       |                 |                |
| 1                      | 1        | 1         | 600            | \$650           | \$1.08                | \$750           | \$1.25         |
| 2                      | 1        | 1         | 600            | \$650           | \$1.08                | \$750           | \$1.25         |
| 3                      | 1        | 1         | 600            | \$650           | \$1.08                | \$750           | \$1.25         |
| 4                      | 1        | 1         | 600            | \$650           | \$1.08                | \$750           | \$1.25         |
| 5                      | 1        | 1         | 600            | \$650           | \$1.08                | \$750           | \$1.25         |
| 6                      | 2        | 1         | 800            | \$800           | \$1.00                | \$900           | \$1.13         |
| 7                      | 2        | 1         | 800            | \$800           | \$1.00                | \$900           | \$1.13         |
| 18422 Torrence Ave     |          |           |                |                 |                       |                 |                |
| 1                      | 1        | 1         | 600            | \$650           | \$1.08                | \$750           | \$1.25         |
| 2                      | 1        | 1         | 600            | \$700           | \$1.17                | \$750           | \$1.25         |
| 3                      | 2        | 1         | 800            | \$750           | \$0.94                | \$900           | \$1.13         |
| 4                      | 2        | 1         | 800            | \$795           | \$0.99                | \$900           | \$1.13         |
| 5                      | 2        | 1         | 800            | \$875           | \$1.09                | \$900           | \$1.13         |
| 6                      | 2        | 1         | 800            | \$875           | \$1.09                | \$900           | \$1.13         |
| <b>Totals/Averages</b> |          |           | <b>13,000</b>  | <b>\$13,925</b> | <b>\$1.07</b>         | <b>\$15,450</b> | <b>\$1.20</b>  |

# SECTION 4

## SALE COMPARABLES

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









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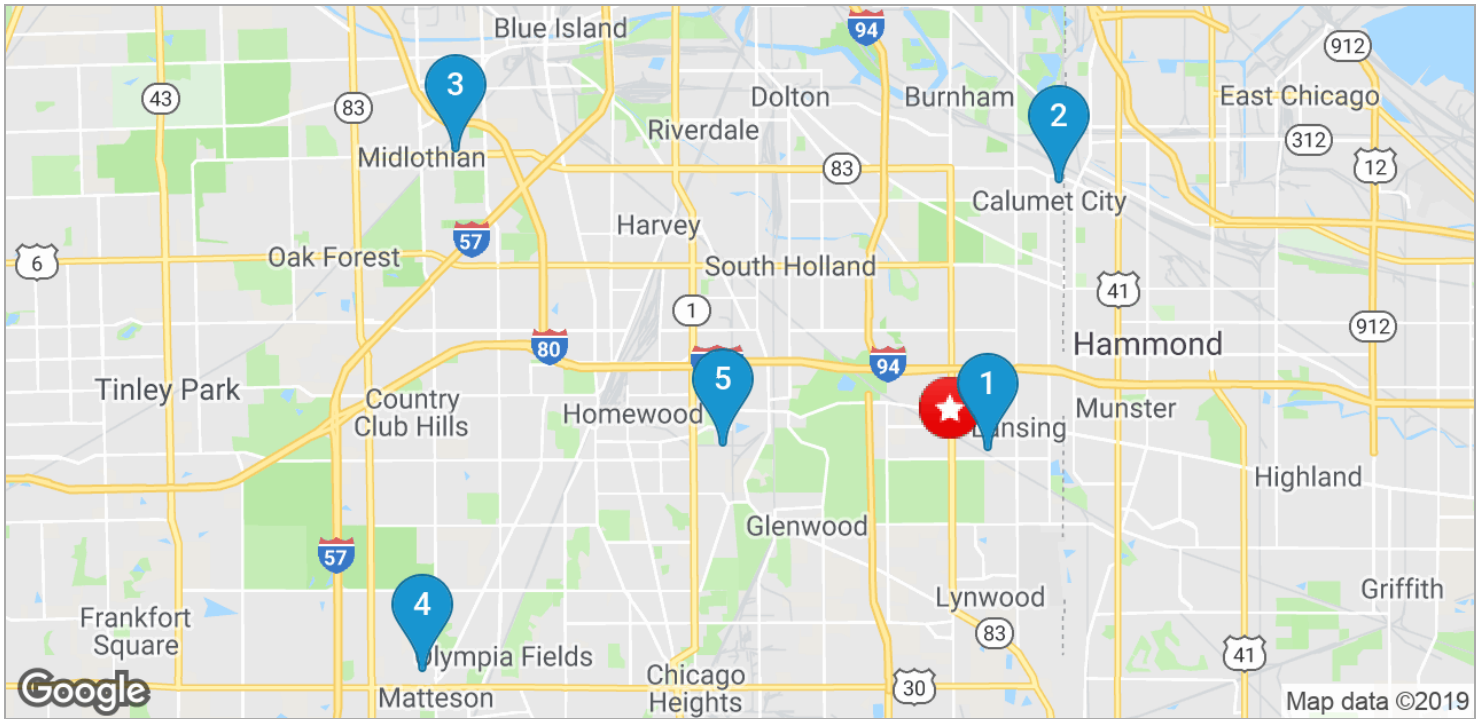
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# SALE COMPS SUMMARY

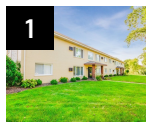
|                                                                                    | SUBJECT PROPERTY                                                                                                                                                                                 | PRICE              | # OF UNITS  | PRICE/UNIT      |                | YEAR BUILT | BLDG SF          | CAP   | GRM  |
|------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|-------------|-----------------|----------------|------------|------------------|-------|------|
|    |  <p><b>Torrence Ave 19 Unit Portfolio</b><br/>18381, 18350 &amp; 18422 Torrence Avenue<br/>Lansing, IL 60438</p> | \$1,140,000        | 19          | \$60,000        |                | -          | 1 SF             | 6.79% | 6.82 |
|                                                                                    | SALE COMPS                                                                                                                                                                                       | PRICE              | # OF UNITS  | PRICE/UNIT      | CLOSE          | YEAR BUILT | BLDG SF          | CAP   | GRM  |
|    |  <p><b>Lansing South Apartments</b><br/>18520 Wildwood Ave<br/>Lansing, IL 60438</p>                             | \$2,500,000        | 40          | \$62,500        | 09/15/<br>2017 | 1965       | 29,600 SF        | -     | -    |
|    |  <p><b>578 Douglas Ave</b><br/>Calumet City, IL<br/>60409</p>                                                    | \$495,000          | 8           | \$61,875        | 11/11/<br>2016 | 1960       | 7,054 SF         | -     | -    |
|   |  <p><b>3546 W. 147th Street</b><br/>Midlothian, IL<br/>60445</p>                                                | \$580,000          | 8           | \$72,500        | 08/12/<br>2015 | 1967       | 5,200 SF         | -     | -    |
|  |  <p><b>4140-4144 Lindenwood Dr</b><br/>Matteson, IL<br/>60423</p>                                              | \$900,000          | 12          | \$75,000        | On<br>Market   | 1973       | 9,600 SF         | -     | -    |
|  |  <p><b>647-651 Carroll Parkway</b><br/>Glenwood, IL<br/>60425</p>                                              | \$1,600,000        | 24          | \$66,666        | On<br>Market   | 1967       | 58,349 SF        | -     | -    |
|                                                                                    | <b>Totals/Averages</b>                                                                                                                                                                           | <b>\$1,215,000</b> | <b>18.4</b> | <b>\$66,032</b> |                |            | <b>21,961 SF</b> |       |      |

18381, 18350 & 18422 TORRENCE AVENUE, LANSING, IL 60438

# SALE COMPS MAP



 **SUBJECT PROPERTY**  
18381, 18350 & 18422 Torrence Avenue | Lansing, IL 60438



**1 LANSING SOUTH APARTMENTS**  
18520 Wildwood Ave  
Lansing, IL 60438



**2 578 DOUGLAS AVE**  
Calumet City, IL  
60409



**3 3546 W. 147TH STREET**  
Midlothian, IL  
60445



**4 4140-4144 LINDENWOOD DR**  
Matteson, IL  
60423



**5 647-651 CARROLL PARKWAY**  
Glenwood, IL  
60425

# SECTION 5

## RENT COMPARABLES

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**ANDREW O'CONNELL**

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630.560.2805  
ANDREW@LMTEAM.COM

**ANTHONY SPANGLER**

MULTI-FAMILY INVESTMENT BROKER  
219.246.2340  
ANTHONY@LMTEAM.COM

18381, 18350 &amp; 18422 TORRENCE AVENUE, LANSING, IL 60438

# RENT COMPS SUMMARY



| SUBJECT PROPERTY                                                                                   | UNIT TYPE   | MONTHLY RENT | UNIT SIZE | PRICE PER SF |
|----------------------------------------------------------------------------------------------------|-------------|--------------|-----------|--------------|
| <b>Torrence Ave 19 Unit Portfolio</b><br>18381, 18350 & 18422 Torrence Avenue<br>Lansing, IL 60438 | Multifamily | \$740        | 684 SF    | \$1.08       |



| RENT COMPS                                     | UNIT TYPE     | MONTHLY RENT | UNIT SIZE | PRICE PER SF |
|------------------------------------------------|---------------|--------------|-----------|--------------|
| <b>17701 Park Blvd</b><br>Lansing, IL<br>60438 | 2 Bed/ 1 Bath | \$1,000      | 900 SF    | \$1.11       |



|                                                 |               |       |        |        |
|-------------------------------------------------|---------------|-------|--------|--------|
| <b>3061 Bernice Ave</b><br>Lansing, IL<br>60438 | 2 Bed/ 1 Bath | \$900 | 900 SF | \$1.00 |
|-------------------------------------------------|---------------|-------|--------|--------|



|                                                 |               |         |        |        |
|-------------------------------------------------|---------------|---------|--------|--------|
| <b>3145 Bernice Ave</b><br>Lansing, IL<br>60438 | 2 Bed/ 1 Bath | \$1,050 | 672 SF | \$1.56 |
|-------------------------------------------------|---------------|---------|--------|--------|



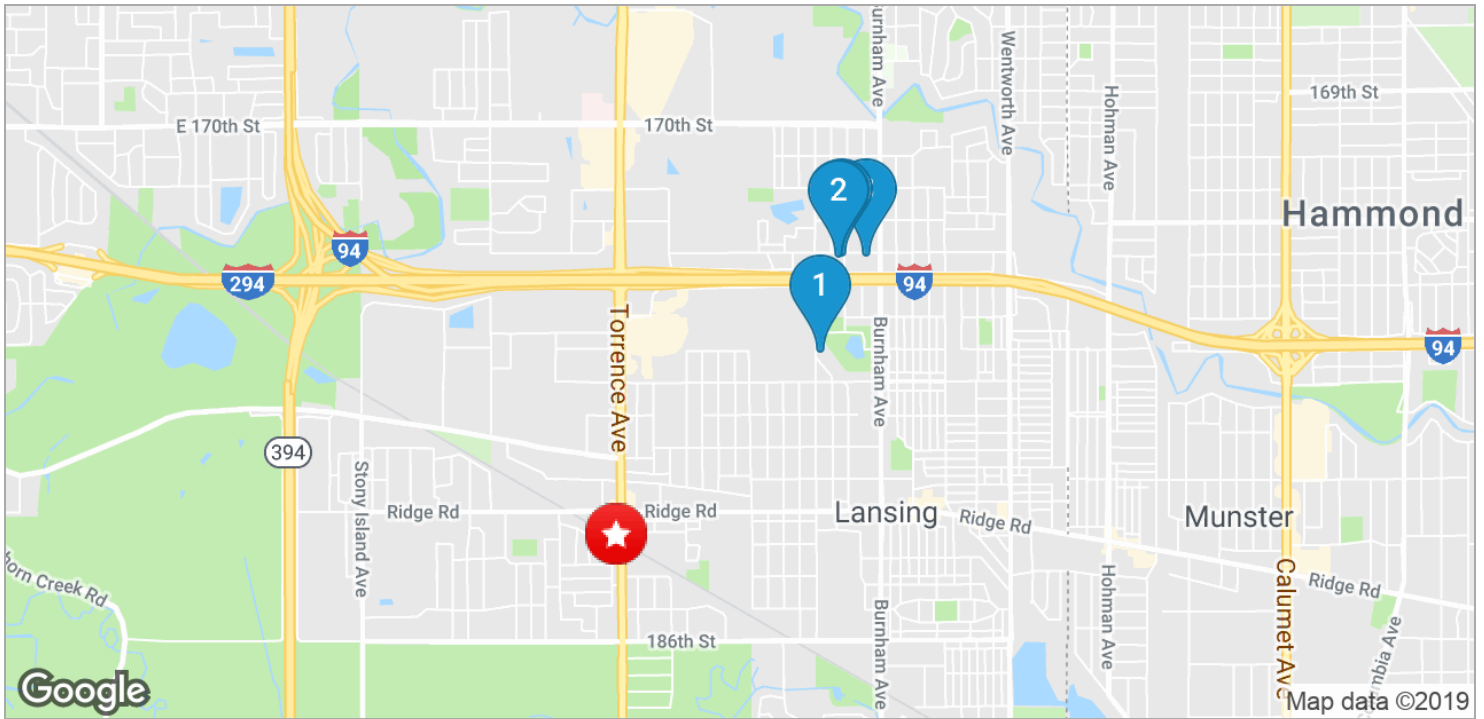
|                                                |               |       |        |        |
|------------------------------------------------|---------------|-------|--------|--------|
| <b>3069 Bernice Rd</b><br>Lansing, IL<br>60438 | 3 Bed/ 2 Bath | \$975 | 900 SF | \$1.08 |
|------------------------------------------------|---------------|-------|--------|--------|

|                        | UNIT TYPE | MONTHLY RENT | UNIT SIZE | PRICE PER SF |
|------------------------|-----------|--------------|-----------|--------------|
| <b>Totals/Averages</b> | N/A       | \$981        | 843 SF    | \$1.19       |



18381, 18350 & 18422 TORRENCE AVENUE, LANSING, IL 60438

# RENT COMPS MAP



**SUBJECT PROPERTY**

18381, 18350 & 18422 Torrence Avenue | Lansing, IL 60438



**1771 PARK BLVD**

Lansing, IL  
60438



**3145 BERNICE AVE**

Lansing, IL  
60438



**3061 BERNICE AVE**

Lansing, IL  
60438



**3069 BERNICE RD**

Lansing, IL  
60438

# SECTION 6

## ADVISOR BIOS

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18381, 18350 & 18422 TORRENCE AVENUE, LANSING, IL 60438

## ADVISOR BIOS

### ANDREW O'CONNELL

Director Of Investment Sales



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### PROFESSIONAL BACKGROUND

Andrew O'Connell is Director of Investment Sales, a Multi-Family Investment Specialist in the firm's Burr Ridge office. Mr. O'Connell specializes in Multi-Family properties throughout Suburban Chicagoland, primarily in DuPage, SW Cook, Will, Kendall and Kane Counties. He represents private investors, corporate and institutional buyers and sellers comprehensively throughout the investment sales process. Andrew has more than 12 years of experience in commercial real estate marketing and underwriting distressed assets and structured debt transactions for institutional commercial real estate firms.

### ANTHONY SPANGLER

Multi-Family Investment Broker



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### PROFESSIONAL BACKGROUND

Anthony is a Commercial Broker specializing in Multi-Family properties primarily in northern Indiana and the south suburbs of Chicago. Anthony's detailed and hands-on experience provides a thorough knowledge base for meeting client needs, assisting with real estate issues and interfacing with building owners. As a Lansing, Illinois native, he is very familiar with the northern Indiana and south suburban Chicagoland markets.