



Investment Sale

**4709 Helgesen Drive
Madison**

\$540,000

Key Commercial Real Estate LLC

608-729-1800 | www.keycomre.com

Executive Summary



Key Commercial Real Estate is pleased to present 4709 Helgesen Drive in Madison for sale. This 5,700 sf multi-tenant industrial building was constructed in 1985 and has recently undergone many interior and exterior renovations. Current configuration has 4 units total, 3 of which are leased. The building is located just off of Stoughton Road with excellent access to the highway system. The .49 acre property is zoned IL.

Recent building improvements include new siding, new windows/doors/overhead doors, parking lot sealed/stripped, new tenant buildouts and much more. Sale price of \$540,000.



FOR DETAILED INFORMATION CONTACT:

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LEASE INFORMATION

- **Occupancy Rate:** 84%
- **Number of Tenants:** 3
- **Number of Units:** 4
- **Lease Type:** Modified gross, terms vary by lease
- **Utilities:** Units A & D pay separately metered gas/electric. Units B & C are combined and pay their prorated share. Landlord pays water/sewer.
- **Terms:** All leases are 2-5 years with renewal option.
- **Maintenance:** Landlord does snow removal, landscaping and performs R/M.



Investment Overview

2021 Cash Flow Projection

Rent Revenue		\$	62,705
Vacancy Allowance	5%	\$	(3,135)
Income		\$	59,570
RE Taxes		\$	5,500
Insurance		\$	1,000
Maintenance (repairs, mow, snow)		\$	4,000
Utilities (water, sewer)		\$	1,800
Miscellaneous, reserve	7%	\$	4,200
Total Operating Expenses		\$	16,500
Net Operating Income (NOI)		\$	43,070
CAP			8.0%
Price		\$	540,000
Building PSF		\$	95
Annual Cash Flow		\$	14,255
Cash On Cash ROI			13.2%
Cash Invested 20%		\$	108,000
Debt 80%		\$	432,000
Term (Years)			25.00
Annual Rate			4.50%
Annual Debt Service		\$	28,814
DSCR			1.49



Floor Plans

Unit D & E
Approx. 1,800 sf
LEASED

Unit C
Approx. 900 sf
VACANT

Unit B
Approx. 600 sf
LEASED

Unit A warehouse
Approx. 1,000 sf
LEASED

Unit A office
Approx. 1,400 sf
LEASED



Unit A office/warehouse



View looking south. Recently sealed and striped parking lot.

Floor plan for illustrative purposes only and not to scale.



Building Details

- **Parcel Size:** 0.49 acres (21,400 sf)
- **Building Size:** 5,700 SF
- **Year Built:** 1985/1986
- **Zoning:** IL
- **Numerous Improvements Include:**
 - ◇ New siding
 - ◇ New OH doors and entry doors
 - ◇ New windows
 - ◇ New gutters
 - ◇ Updated restrooms
 - ◇ Parking lot recently sealed and striped
 - ◇ All buildouts are new within the past year.
- **Roof:** Metal
- **HVAC:** Modine heaters in all units except A which has a furnace. Unit A office and all of D&E are cooled.
- **Assessment:** \$247,000
 - Land: \$65,000
 - Improvements: \$182,0000
- **RE Taxes:** \$5,470.00



BROKER DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

1 Prior to negotiating on your behalf the Broker must provide you the following disclosure statement:

2 **BROKER DISCLOSURE TO CUSTOMERS**

3 You are a customer of the broker. The broker is either an agent of another party in the transaction or a subagent of another broker
 4 who is the agent of another party in the transaction. The broker, or a salesperson acting on behalf of the broker, may provide
 5 brokerage services to you. Whenever the broker is providing brokerage services to you, the broker owes you, the customer, the
 6 following duties:

7 ■ The duty to provide brokerage services to you fairly and honestly.

8 ■ The duty to exercise reasonable skill and care in providing brokerage services to you.

9 ■ The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless
 10 disclosure of the information is prohibited by law.

11 ■ The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the information is
 12 prohibited by law (**See Lines 47-55**).

13 ■ The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential information or the
 14 confidential information of other parties (**See Lines 22-39**).

15 ■ The duty to safeguard trust funds and other property the broker holds.

16 ■ The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the advantages and
 17 disadvantages of the proposals.

18 Please review this information carefully. A broker or salesperson can answer your questions about brokerage services, but if you
 19 need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector.

20 This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a plain-language summary of
 21 a broker's duties to a customer under section 452.133 (1) of the Wisconsin statutes.

22 **CONFIDENTIALITY NOTICE TO CUSTOMERS**

23 BROKER WILL KEEP CONFIDENTIAL ANY INFORMATION GIVEN TO BROKER IN CONFIDENCE, OR ANY INFORMATION
 24 OBTAINED BY BROKER THAT HE OR SHE KNOWS A REASONABLE PERSON WOULD WANT TO BE KEPT CONFIDENTIAL,
 25 UNLESS THE INFORMATION MUST BE DISCLOSED BY LAW OR YOU AUTHORIZE THE BROKER TO DISCLOSE PARTICULAR
 26 INFORMATION. A BROKER SHALL CONTINUE TO KEEP THE INFORMATION CONFIDENTIAL AFTER BROKER IS NO LONGER
 27 PROVIDING BROKERAGE SERVICES TO YOU.

28 THE FOLLOWING INFORMATION IS REQUIRED TO BE DISCLOSED BY LAW:

29 1. MATERIAL ADVERSE FACTS, AS DEFINED IN SECTION 452.01 (5g) OF THE WISCONSIN STATUTES (**SEE LINES 47-55**).

30 2. ANY FACTS KNOWN BY THE BROKER THAT CONTRADICT ANY INFORMATION INCLUDED IN A WRITTEN INSPECTION
 31 REPORT ON THE PROPERTY OR REAL ESTATE THAT IS THE SUBJECT OF THE TRANSACTION.

32 TO ENSURE THAT THE BROKER IS AWARE OF WHAT SPECIFIC INFORMATION YOU CONSIDER CONFIDENTIAL, YOU MAY LIST
 33 THAT INFORMATION BELOW (**SEE LINES 35-36**). AT A LATER TIME, YOU MAY ALSO PROVIDE THE BROKER WITH OTHER
 34 INFORMATION YOU CONSIDER TO BE CONFIDENTIAL.

35 **CONFIDENTIAL INFORMATION:**

36 _____
 37 **NON-CONFIDENTIAL INFORMATION** (The following information may be disclosed by Broker): _____
 38 _____

39 *(INSERT INFORMATION YOU AUTHORIZE THE BROKER TO DISCLOSE SUCH AS FINANCIAL QUALIFICATION INFORMATION.)*

40 **CONSENT TO TELEPHONE SOLICITATION**

41 I/We agree that the Broker and any affiliated settlement service providers (for example, a mortgage company or title company) may
 42 call our/my home or cell phone numbers regarding issues, goods and services related to the real estate transaction until I/we
 43 withdraw this consent in writing. **List Home/Cell Numbers:** _____

44 **SEX OFFENDER REGISTRY**

45 *Notice: You may obtain information about the sex offender registry and persons registered with the registry by contacting the*
 46 *Wisconsin Department of Corrections on the Internet at: <http://offender.doc.state.wi.us/public/> or by phone at 608-240-5830.*

47 **DEFINITION OF MATERIAL ADVERSE FACTS**

48 A "material adverse fact" is defined in Wis. Stat. § 452.01(5g) as an adverse fact that a party indicates is of such significance, or that
 49 is generally recognized by a competent licensee as being of such significance to a reasonable party, that it affects or would affect
 50 the party's decision to enter into a contract or agreement concerning a transaction or affects or would affect the party's decision
 51 about the terms of such a contract or agreement. An "adverse fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence
 52 that a competent licensee generally recognizes will significantly and adversely affect the value of the property, significantly reduce
 53 the structural integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information
 54 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a contract or
 55 agreement made concerning the transaction.

No representation is made as to the legal validity of any provision or the adequacy of any provision in any specific transaction.

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Broker Disclosure

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