

MULTI-FAMILY FOR SALE

320
E. WILSON
STREET

MADISON,
WI

100% FEE
SIMPLE
OWNERSHIP

ASKING PRICE:
MARKET
2024 PROJECTED
NOI: \$461,800



ABOUT THE PROPERTY

3Twenty Apartments is a modern urban apartment community just blocks from the Capitol Square in downtown Madison, WI offering convenient access to all downtown amenities: Lake Monona, bike paths, the new Capitol East District on East Washington, Willy Street, to name a few.



Restaurants, shopping, entertainment venues, natural park areas, and so much more are all within reach in the heart of the City of Madison.

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Information presented herein is based on estimates and assumptions and is for illustration purposes only. No representation, warranties, or guarantees of any kind are made.

320 E. WILSON STREET

BUILDING INFORMATION



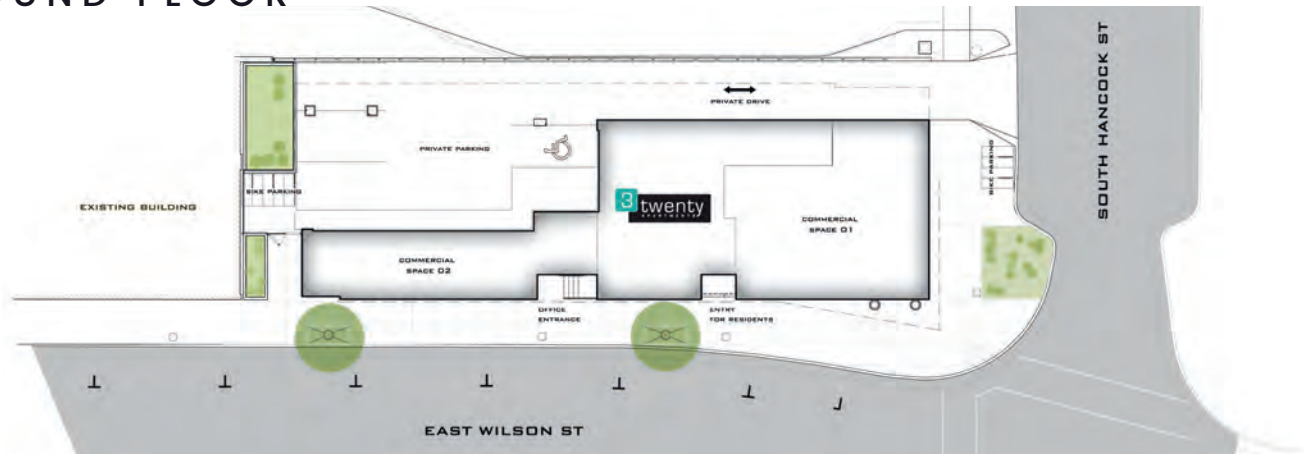
- Building Size: 22,696 SF
- Number of Units:
 - 30 Apartment Units
 - 2 Commercial Units (100% leased)
- Year Built: Completed in 2016
- Amenities:
 - Indoor & Outdoor Bike Storage
 - 40 Storage Units in Basement
 - Rooftop Patio with Lake Views
 - Three blocks from the Capitol Square
 - On-Site Property Management
 - High-Speed Fiber Internet
- Parking: Three (3) covered parking stalls

**Madison, WI is the #1 Best City to Live in the USA
2022 Rankings by Livability**

“Madison, WI is a great place for all and has a high rate of employment, a strong economy, and excels in nearly every livability category” – Livability.com

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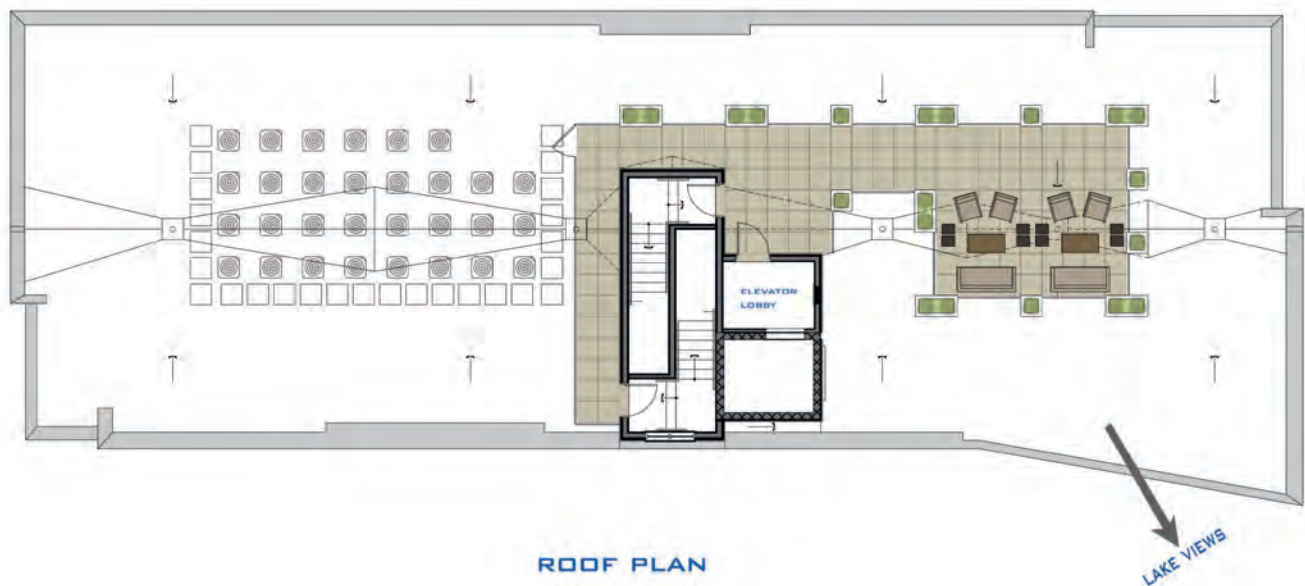
COMMERCIAL FLOORPLAN GROUND FLOOR



APARTMENT FLOORPLANS FLOORS 2-6



ROOFTOP



320 E. WILSON STREET

FINANCIAL SNAPSHOT

PROJECTIONS

Ownership	100% fee simple
2024 Total Budgeted NOI	\$461,800
Purchase Price	Market

WALKING MAP

*Within a 15 minute walk

State Street (13 min)

Wisconsin State Capitol (7 min)

James Madison Park (13 min)

Capital Fitness (7 min)



Monona Terrace (7 min)

Law Park (7 min)



320 E. WILSON STREET

PARCEL DETAILS

Size	Parcel No	Zoning
0.14 acres	215/0709-133-2624-9	UMX-Urban Mixed Use



Executive Summary

Kothe Real Estate Partners LLC, along with Welton Enterprises, Inc., is pleased to present a 100% fee simple interest in 3Twenty Apartments, consisting of 30 apartments and two commercial units at 320 E. Wilson Street in downtown Madison, WI (the "Property"). Built in 2016, the Property offers residents an upscale apartment in the bustling downtown Madison submarket. Each apartment has solid surface countertops, stainless steel appliances, and an in-unit washer and dryer. The Property is perfectly located three blocks from the downtown Madison square providing tenants with dozens of amenities within walking distance.

Madison, WI is home to the world-class University of Wisconsin-Madison with over 50,000 students enrolled and Big Ten Division 1 athletics. It is also home to UW-Health, the #1 hospital system in Wisconsin. According to CoStar, Madison was the strongest performer in the nation for the relative strength of multi-family demand. With historically low vacancies and the slow of construction, Madison had an annual rent growth of 5.2%, above the national average of 1% according to CoStar in September 2023.

Historical rents at this property were raised 3.0% annually with the market escalator being higher, leaving upside on rent increases.

320 E. WILSON STREET

3TWENTY APARTMENTS IS IN THE CENTER OF IT ALL!



Within a 10-minute walk of 320 E. Wilson Street

Capitol Square

The core of Madison! The Capitol Square is only a few blocks away providing residents easy access to the Dane County Farmers Market, Concerts on the Square, museums, festivals, and some of the finest restaurants and nightlife in the city!

Capitol East District

The latest and greatest! Following a major revitalization, the Capitol East District is now a hot spot in the City of Madison featuring a newly renovated Breese Stevens Field, the Sylvee, a Festival Foods grocery store, and many new restaurants.

Willy Street

An iconic neighborhood! Willy Street is locally famous for its diversity, variety of restaurants, numerous shops, Madison Night Market, and some of the best annual festivals around!

State Street

Madison defined! For most, State Street has long defined the culture of Madison and is active day and night with the Overture Center for the Arts, the Orpheum Theater, a diverse array of ethnic restaurants, unique shopping experiences, and much more!

AREA DEMOGRAPHICS

320 E. WILSON STREET

	1 MILE	3 MILES	5 MILES
POPULATION			
2023 Population	30,035	115,674	210,646
2023 Population (projection)	38,478	119,837	217,017
2023-28 Growth Rate	0.77%	0.71%	0.60%
GENERATIONS			
Generation Alpha (Born 2017 or Later)	2%	4%	6%
Generation Z (Born 1999-2016)	52%	43%	33%
Millennials (Born 1981-1998)	30%	27%	27%
Generation X (Born 1965-1980)	8%	12%	15%
Baby Boomers (Born 1946-1964)	7%	12%	15%
Greatest Generation (Born 1945 or Earlier)	2%	2%	4%
HOUSEHOLD INCOME			
Average Household Income	\$74,352	\$86,653	\$94,197
Median Household Income	\$40,420	\$52,651	\$60,748
EDUCATION			
2023 Population 21+	30,142	85,205	157,788
Bachelor's Degree	44%	36%	33%
Graduate or Professional Degree	30%	28%	26%
EMPLOYMENT			
2023 Businesses	2,244	5,274	9,535
2023 Employees	46,630	150,584	227,390

Source: Esri, Esri-Data Axle



Grade A for Cost of Doing Business in Wisconsin, CNBC 2022
 #4 Best State for Long-Term Fiscal Stability, US News 2022
 Top 10 Best State for Business Regulatory Environments, Forbes 2019
 8th Highest R&D Funding for a University (UW Madison), Forbes 2023
 #5 Most Educated Cities (Madison), Wallethub 2023
 #5 Tech Talent Leader (Madison), Business Facilities 2023
 #7 Best Places to Live for Families (Madison), US News 2022
 #2 Best State Capitals, Wallethub 2023
 Top 10 City to Live in US (Madison), Curbed.com 2020
 #1 City for Work-Life Balance (Madison), Smartasset.com 2022

Source: Wisconsin Economic Development Corporation

Madison is the Nation's Second Strongest Apartment Market

Madison almost always has one of the nation's tightest occupancy rates. In the past five-years, occupancy has averaged 97.9%. In May 2023, Madison recorded strong apartment occupancy of 98%, the nation's second-highest rate behind only Youngstown-Warren-Boardman, OH-PA (99.2%), according to data from RealPage Market Analytics. While down 70 basis points (bps) year-over-year, that reading was well above the national norm of 94.7% and above Madison's pre-pandemic average of 97.5% from 2015 to 2019. In addition, Madison's recent occupancy rate was 100 bps above the Milwaukee average and 250 bps above the Chicago norm.

Source: Real Page Analytics June 2023

Multifamily Rents in Madison, Wisconsin, Are Growing at Second-Fastest Pace in Nation

Approaching the end of the third quarter, Madison, Wisconsin, remains one of the top markets in the country for rent growth in the multifamily sector. Over the past 12 months, multifamily rents here have grown 5.2%, well above the national average of 1%. These factors pointed to sustained elevated rent growth in Madison in the near term. Over the next four quarters, annual rent growth in Madison is forecast to remain above 4%, more than twice the pace of growth of the national index during this time.

Source: CoStar Analytics September 2023

Midwestern Market Leads Nation for Multifamily Demand Rate

Heading into the final weeks of the year, Madison, Wisconsin, stands out as the strongest performer in the nation for the relative strength of its multifamily demand. Midway through December, Madison's 12-month net absorption figures account for 4.3% of its inventory. Net absorption is the change in the number of occupied units. This translates to just over 3,100 units absorbed over the past 12 months. Despite being just the 53rd largest market by inventory size, Madison ranks 24th in the number of units absorbed, beating out far larger markets such as Kansas City, Missouri; Portland, Oregon; Orange County, California; and San Diego – the latter of which is nearly four times the size.

Source: CoStar Analytics December 2023





Multifamily Developers Pump Brakes in Madison, Wisconsin, Despite Strong Demand

In 2023, just over 2,000 units broke ground in Madison's multifamily market, a 51% year-over-year decline. This marks the second-lowest annual total over the past decade. Falling construction activity and record demand levels pose major concerns for Madison's multifamily market, which is already facing availability and affordability issues. At the end of the fourth quarter, Madison had a vacancy rate of just 3.7%. This placed Madison as the third-lowest vacancy rate market in the U.S. among the largest 100 markets based on inventory size, behind only New York City and Providence, Rhode Island. With limited options to alleviate the cost burdens of new construction today, Madison is projected to fall to the second-lowest vacancy market in the U.S. by the end of 2024 – one of the few markets in the country experiencing declining vacancy rates. As a result, annual rent growth figures have remained among the strongest in the country and continue to create affordability issues for the market. As of mid-March, annual rent growth stands at 3.2%, the fourth-highest figure in the country among the largest 100 markets.

Source: CoStar Analytics March 2024

Housing Affordability a Growing Concern in Madison, Wisconsin

Declining construction isn't due to lack of demand, however, as Madison ranks as one of the hottest markets in the country. In 2023, Madison was the strongest-performing market in the nation due to the relative strength of its demand. The number of occupied units in Madison grew by 4.3% last year, besting markets such as Nashville, Salt Lake City and Austin. Despite clear demand, units under construction have fallen by roughly 50% over the past year as projects become increasingly more difficult to pencil out. With limited supply side pressure, this has given property owners significant leverage in raising rents. At the end of the first quarter, Madison saw rents increase 3.2% year over year, the fifth-highest growth rate in the nation.

Source: CoStar Analytics April 2024

Prior to negotiating on your behalf the brokerage firm, or an agent associated with the firm, must provide you the following disclosure statement.

BROKER DISCLOSURE TO CUSTOMERS

You are the customer of the brokerage firm (hereinafter Firm). The Firm is either an agent of another party in the transaction or a subagent of another firm that is the agent of another party in the transaction. A broker or a salesperson acting on behalf of the Firm, may provide brokerage services to you. Whenever the Firm is providing brokerage services to you, the Firm and its brokers and salespersons (hereinafter Agents) owe you, the customer, the following duties:

- The duty to provide brokerage services to you fairly and honestly.
- The duty to exercise reasonable skill and care in providing brokerage services to you.
- The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless disclosure of the information is prohibited by law.
- The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the information is prohibited by law (see "Definition of Material Adverse Facts" below).
- The duty to protect your confidentiality. Unless the law requires it, the Firm and its Agents will not disclose your confidential information or the confidential information of other parties (see "Confidentiality Notice To Customers" below).
- The duty to safeguard trust funds and other property held by the Firm or its Agents.
- The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the advantages and disadvantages of the proposals.

Please review this information carefully. An agent of the Firm can answer your questions about brokerage services, but if you need legal advice, tax advice, or a professional property inspection, contact an attorney, tax advisor, or property inspector. This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a plain-language summary of a broker's duties to a customer under section 452.133 (1) of the Wisconsin statutes.

CONFIDENTIALITY NOTICE TO CUSTOMERS

The Firm and its Agents will keep confidential any information given to the Firm or its Agents in confidence, or any information obtained by the Firm or its Agents that a reasonable person would want to be kept confidential, unless the information must be disclosed by law or you authorize the Firm to disclose particular information. The Firm and its Agents shall continue to keep the information confidential after the Firm is no longer providing brokerage services to you.

The following information is required to be disclosed by law:

1. Material Adverse Facts, as defined in section 452.01 (5g) of the Wisconsin statutes (see "definition of material adverse facts" below).
2. Any facts known by the Firm or its Agents that contradict any information included in a written inspection report on the property or real estate that is the subject of the transaction.

To ensure that the Firm and its Agents is aware of what specific information you consider confidential, you may list that information below or provide that information to the Firm or its Agents by other means. At a later time, you may also provide the Firm or its Agents with other information that you consider to be confidential.

CONFIDENTIAL INFORMATION:

NON-CONFIDENTIAL INFORMATION (The following information may be disclosed by the Firm and its Agents):

(INSERT INFORMATION YOU AUTHORIZE TO BE DISCLOSED SUCH AS FINANCIAL QUALIFICATION INFORMATION)

SEX OFFENDER REGISTRY

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

DEFINITION OF MATERIAL ADVERSE FACTS

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 is generally recognized by a competent licensee as being of such significance to a reasonable party, that it affects or would affect the party's decision to enter into a contract or agreement concerning a transaction or affects or would affect the party's decision 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 that a competent licensee generally recognizes will significantly and adversely affect the value of the property, significantly reduce the structural integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information 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 agreement made concerning the transaction.

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