



Investment Sale

**2702 International Lane
Madison**

\$1,225,000

Key Commercial Real Estate LLC

608-729-1800 | www.keycomre.com

Executive Summary

Key Commercial Real Estate is pleased to offer 2702 International Lane for sale - a two-story, 19,888-square-foot multi-tenant office building located in Madison, Wisconsin. Originally constructed in 1980, the property has undergone many renovations in recent years including a new roof, mechanicals, windows and interior upgrades.

The building offers excellent accessibility, situated just minutes from downtown Madison, with convenient connections to the highway system and Dane County Regional Airport.



The property is located on a 2 acre parcel in the Truax Air Business Park and is subject to a long term land lease which extends through September of 2078. The lot offers a beautiful wooded setting and ample parking for tenants and customers.

A wide variety of tenant suite sizes provides flexibility for a multitude of businesses and promotes stability for the landlord. Gross leases allow for easy management of the investment.

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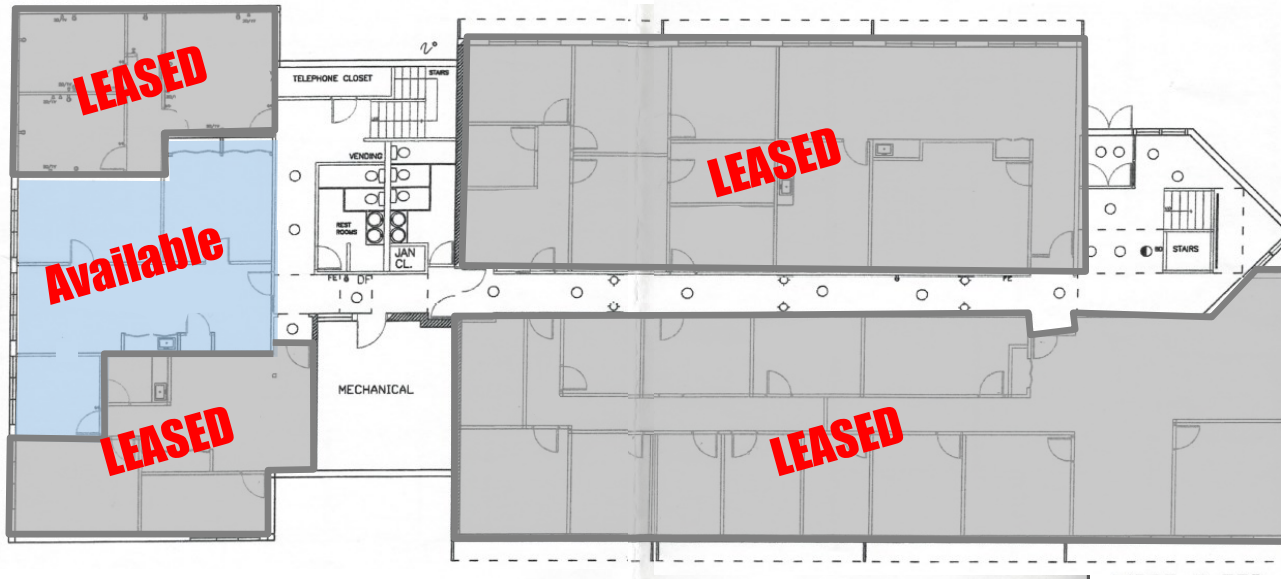
Investment Overview

LEASE INFORMATION

- **Number of Tenants:** 7
- **Lease Type:** Gross
- **Lease Length:** 3-5 year original leases. Current expirations between 2026-2029.
- **Occupancy:** Currently 81% occupied but seller may be willing to leaseback all vacant space for 1 year post-closing
- **Shared Amenities:** Common break room
- **Maintenance:** Landlord responsible for common areas, roof and structure. Tenants are responsible for in-suite maintenance.
- **ADA:** Ramp to second floor provides ADA access. No building elevator.
- **Ground Lease:** Expires 9-30-2078 and subject to CPI increases. Currently \$13,695 annually
- **Recent Capital Improvements:** \$120,000 in HVAC upgrades in 2024

Rent Revenue	\$	258,807
Vacancy 0% (with seller leaseback)	\$	-
Gross Income	\$	258,807
RE Taxes	\$	20,018
Land Lease	\$	14,000
Insurance	\$	6,100
Maintenance/Cleaning/Repair	\$	8,500
Utilities	\$	51,000
lawn/Snow	\$	15,000
Trash	\$	1,325
Total Operating Expenses	\$	115,943
Reserve 3%	\$	7,800
Management 4%	\$	10,400
Total Operating Expenses	\$	18,200
Net Operating Income (NOI)	\$	124,664
CAP		10.2%
Price	\$	1,225,000
PSF (Leasable)	\$	77
PSF (gross)	\$	62
Annual Cash Flow	\$	50,222
Cash On Cash ROI		16.4%
Cash Invested 25%	\$	306,250
Debt 75%	\$	918,750
Term (Years)		25.00
Annual Rate		6.50%
Annual Debt Service	\$	74,442
DSCR		1.67

Floor Plans



First Floor



Second Floor



Building Details

- **Parcel Size:** 1.97 acres
- **Building Size:** 19,888 SF
- **Year Built:** 1980
- **Number of Stories:** 2
- **Zoning:** SE
- **Exterior Walls:** Wood frame with horizontal wood lap exterior siding
- **Roof:** pitched asphalt shingle roof (replaced 2018)
- **HVAC:** \$120,000 in upgrades to building system in 2024
- **Electrical:** 120V, 3phase, 4 wire. 800 Amps main switch-fuse.
- **Assessment:**
 - Land: \$0 (tax exempt as owned by County)
 - Improvements: \$1,100,000
- **RE Taxes:** \$19,390





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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