



COMMERCIAL REALTY RESOURCES COMPANY  
MULTIFAMILY INVESTMENT SERVICES



Arkansas

Oklahoma

Kansas



**Falcon Pointe Apartments**  
*Plus additional 5+/- Acres of land*  
4244 S. Hydraulic, Wichita, Kansas 67216

Mike Buhl  
CRRC-OKC  
405.360.5966  
[buhl@crcc.us](mailto:buhl@crcc.us)

Darla Knight  
CRRC-Tulsa  
918.557.5966  
[darla@crcc.us](mailto:darla@crcc.us)



25  
YEARS OF PERFORMANCE AND EXECUTION  
1985-2010



[www.crcc.us](http://www.crcc.us)

### 1. Property Highlights

- *Photographs*
- *Submarket Map*
- *Neighborhood Map*
- *Aerial Map*
- *Offering Description*
- *Property Information*
- *Unit Summary*
- *Floor Plans*

### 2. Purchase Price and Terms

- *Purchase Price and Terms*

### 3. Income/Expense Statement

- *Income & Expense Spreadsheet*

### 4. Rent & Sale Comparables

- *Rent Comparables*
- *Sale Comparables*

### 5. Wichita Overview

- *History of Wichita*





COMMERCIAL REALTY RESOURCES COMPANY  
MULTIFAMILY INVESTMENT SERVICES





**CRRC**

COMMERCIAL REALTY RESOURCES COMPANY  
MULTIFAMILY INVESTMENT SERVICES

[www.crrc.us](http://www.crrc.us)



**FALCON  
POINTE**  
APARTMENTS



COMMERCIAL REALTY RESOURCES COMPANY  
MULTIFAMILY INVESTMENT SERVICES



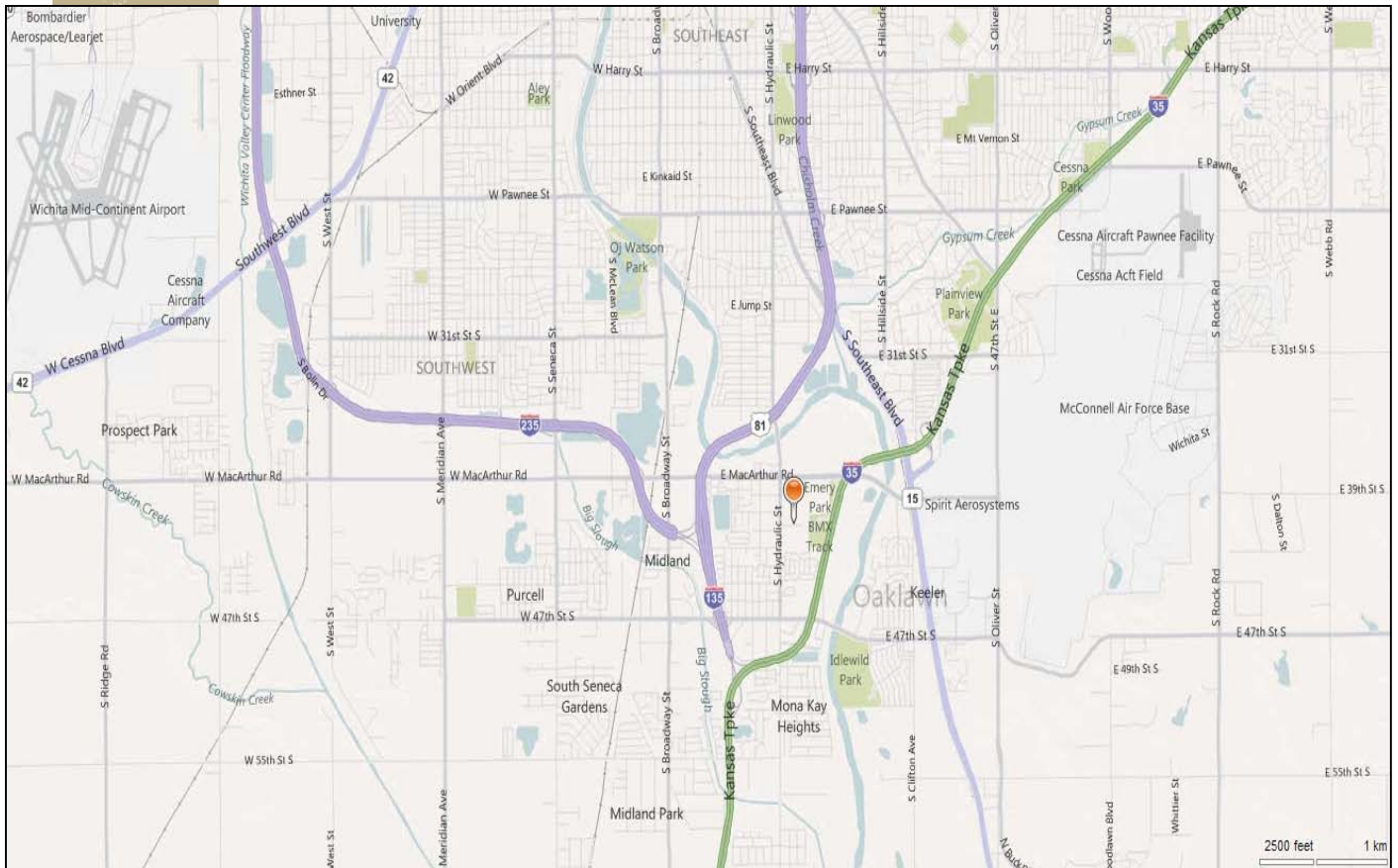
# Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Submarket Map



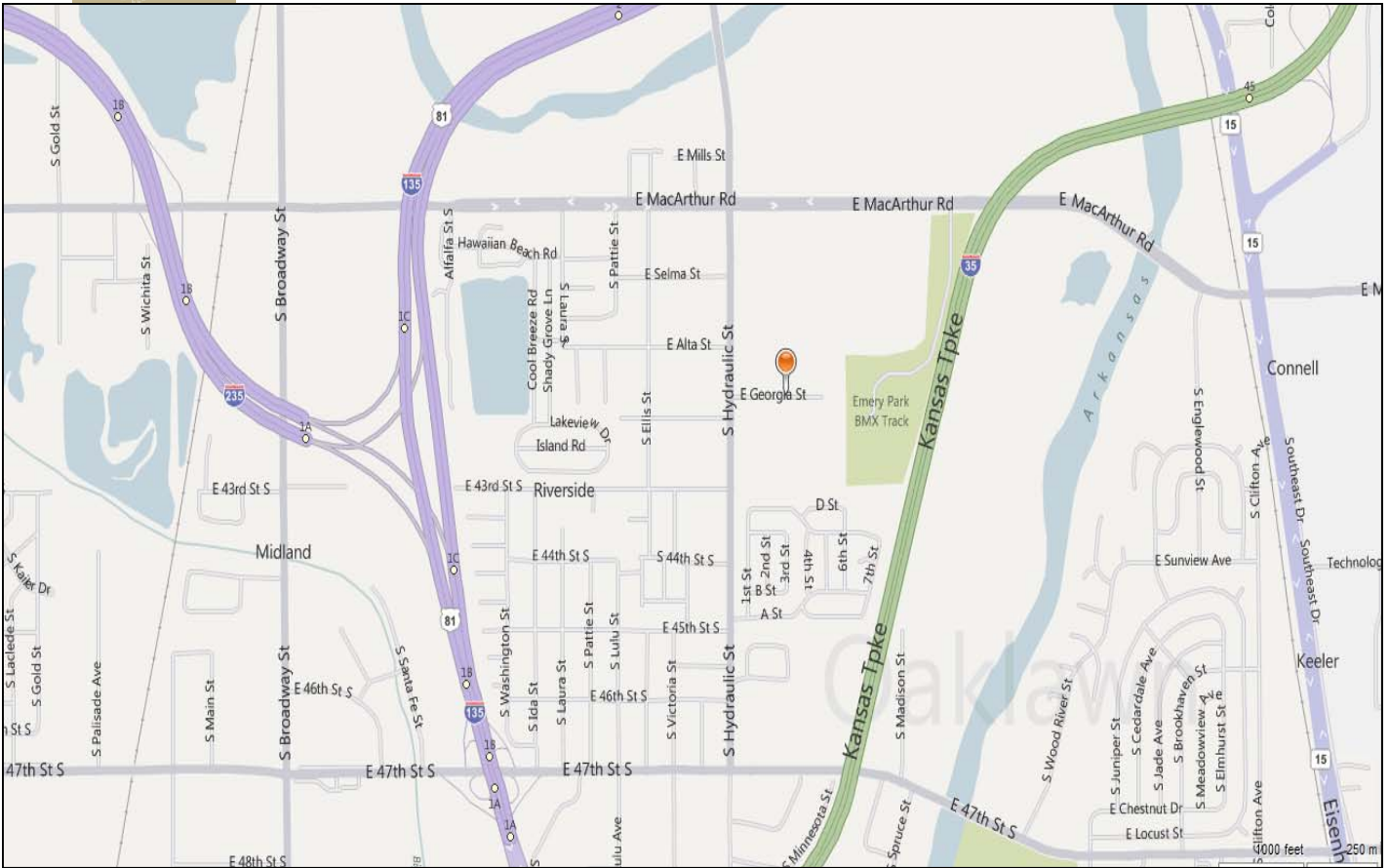
# Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Neighborhood Map





**Falcon Pointe Apartments**  
4244 S. Hydraulic  
Wichita, KS

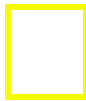


COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Aerial Photo



Additional Vacant Land  
5 +/- Acres



## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### Offering Description

Falcon Pointe is a well maintained and quality asset offering stabilized returns.

#### Offering Highlights:

- Located adjacent to Emery Park
- 89% Two and Three Bedroom Apartments
- Some units with washer/dryer connections
- Within minutes of McConnell Air Force Base, the largest "super tanker base" in the United States
- \$1.7 Million Spent on Capital Improvements
- Individually Metered for Gas and Electric
- New Double Pane Windows
- 5 Acres of Vacant Land suitable for future apartments or self storage
- 24 Garages and 90 Carports
- Within Minutes of Mid-Continent Airport, Cessna Aircraft, Spirit Aerosystems and Boeing. ***The Air Force just announced (Feb-25-11) that Boeing was awarded a \$35 billion contract to replace the aging fleet of mid-air refueling tankers, a contract worth potentially thousands of jobs for Wichita.***

#### Welcome to Wichita!

Not only has Wichita been named an All-American City four times since 1962, it also ranked among the top 32 cities nationally for quality of life. In fact, Money magazine recently named the Wichita community a Top 10 Best Place to live. These rankings communicate affordability, short and easy commutes to work and a high level of public safety for your family - attributes you simply can't find in most metro areas. Wichita's diverse business community truly prizes and encourages entrepreneurship and innovation - values confirmed by companies like Pizza Hut and Coleman Companies, which got their start right here in the middle of the heartland.

[Click Here for Media Presentation on Wichita](#)

#### MEDIA



2010 Chamber Year in Review



Experience Wichita!



## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Offering Description

Located in the middle of the heartland, Wichita has access to it all. The central location offers ideal land and air transportation conditions, simplifying business aspects such as travel plans and product distribution.

I-35, the only interstate in North America to connect Canada, the United States and Mexico, runs straight through the city, intersecting with I-70 via I-135 about 90 miles north of the city and intersecting with I-40 about 150 miles to the south.

[Wichita Mid-Continent Airport](#), the largest commercial and general aviation complex in Kansas, offers non-stop service to [13 major hub cities via 14 convenient and affordable airlines](#).

Mid-Continent's 3,500 acre facilities include three runways (10,300 feet/7,300 feet/6,300 feet) that accommodate all types of aircraft.

### Interstate System



I-35 runs north-south through the center of the Wichita metro, connecting with major east-west interstates I-70 via I-135 approximately 90 miles north and I-40 approximately 150 miles south. Wichita is also served by federal highways US-54 and US-81.

As manufacturing is one of the leading contributors to our economy, Wichita has evolved into a major trucking hub, due especially to the region's close proximity to major markets. Sixteen national and regional interstate common carriers operate terminal facilities here.

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Offering Description

### Why Wichita?

Wichita named "All-America" city for the fourth time.

A Brookings Institution study named Wichita #12 among the Top 15 Recession-Resistant Cities.

Wichita's four-county region provides financial, medical and business services to more than half a million people, truly distinguishing the area as the economic center of south-central Kansas and northern Oklahoma. A strong aerospace history has built the Wichita workforce into the second highest concentration of manufacturing jobs and skilled labor in the nation. Opportunities for strategic development abound, due to a young and energetic culture that is going places and quickly catching the attention of business professionals across the nation.

### **Forbes Ranks Wichita #6 Best-Bang-For-The-Buck Cities in 2009**

Locating a desirable spot to settle down means something quite different today than it did just three years ago. That's when Americans flocked to coastal and Sun Belt cities like Orlando and Las Vegas, where properties were easy to acquire and home values were expected to noticeably appreciate.

Now, with home prices nationwide down 29% from their 2006 peak, according to Case Schiller, areas that were left behind during the home-building and home-buying craze suddenly look more attractive. Buying an affordable home in a city with a stable housing market, among other pluses like reasonable property taxes and minimal travel time to work, is the new definition of bang for the buck.

### **2008 MSN Real Estate best bargain markets**

Why live in an expensive city when there are some great, affordable treasures out there? Here's MSN Real Estate's list of the nine best, livable cities where you won't need to trade the good life for the boring.

"Wichita is one of the most affordable places in the study, and has some of the best numbers for employment and job growth, thanks to a boom in agriculture and ethanol.

Houses are appreciating in value, even in today's tough economy. And commute times are blessedly short. The downtown area is being revitalized with new restaurants, shopping centers and parks. Arts and entertainment facilities are stronger than one might expect for a city this size, and the community feel is strong. And there's a new convention center along the Arkansas River."

### **Forbes #2 Best City for Jobs in 2008**

The Best Cities For Jobs list forecast, used five data points, weighted equally: the state's unemployment rate, job growth, income growth, median household income and cost of living for full-year 2006. The numbers are compiled based on greater metropolitan areas.

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Offering Description

### Wichita Metro Population Profile

#### **Sedgwick County**

Companies in Sedgwick County are responsible for more than 60 percent of the world's general aviation aircraft, but Wichita's diverse exports reach well beyond airplanes. Manufacturers here produce everything from motorcycles to computer storage devices, earning Sedgwick County companies the Kansas Exporter of the Year Award for the past two years. Residents boast an excellent quality of life here, which was recognized by Forbes magazine when Wichita was named the cheapest place in the country to get a great house in an upscale neighborhood along with things like luxury cars and private schools.

#### **MSA Demographics**

Wichita Metropolitan Statistical Area (MSA) encompasses Sedgwick, Butler, Harvey and Sumner counties, and is the largest metro area in Kansas with 2007 population of 596,452 persons. Metro area population grew by 35,565 persons (6.3%) from 1997 to 2007. It is a relatively young population with 2006 median age of 35.4 years (national median age 36.4 years.) About 86% of metro residents live in an urban setting.

#### **Sedgwick County Demographics**

Sedgwick County (pop. 490,864) is the central county of the MSA (80% of MSA population.) In addition to Wichita, Sedgwick County contains 19 smaller cities ranging in population from Derby (pop. 21,101) to Viola (pop. 213.) Sedgwick County's population has increased by 23,157 persons (5.1%) since 2000. Planning Department county population projection is 567,033 in 2030. Racial and ethnic composition is comparable to that of the nation. The fastest growth is among Asian-Pacific Islanders and persons of Hispanic origin. Hispanic population growth was 109% from 1990 to 2000 compared to 58% nationally. Asian population growth was 77% compared to 46% nationally. Given higher growth rates for minority populations, the area is forecasted to become even more diverse.

#### **Wichita Demographics**

Wichita (pop. 357,698) is the largest city in Kansas. A regional center of business, healthcare and entertainment, approximately 1 million people live within 100 miles of Wichita and 714,790 reside within 50 miles. Wichita's population has increased by 13,414 persons (3.9%) since 2000. Planning Department city population projection is 412,460 in 2030.

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Offering Description

### Wichita Metro Workforce Profile

#### Knowledge & Skill Base

Manufacturing accounts for roughly 19% of Wichita metro area employment – over double the national percentage (10%.) Much of the Wichita area workforce is accustomed to shift work due to the area's industrial history. Large manufacturers commonly run traditional 3-shift operations or flexible 24-hour schedules. The labor force is highly skilled, in large part due to the high concentration of manufacturing firms in the area using high technology design and production methods. According to a Milken Institute study, Wichita has the highest concentration of aircraft and aircraft parts manufacturing employment (skills) in the nation. Wichita area manufacturers also utilize these precision production skills to produce high value-added products such as industrial-commercial machinery, computer equipment, fabricated metal products, instrumentation and controls, photographic equipment, plastic and composite products, chemicals, petroleum refining equipment and electronic equipment.

#### Portion of Total Employment in Manufacturing Sector

Wichita, KS	19%
Tulsa, OK	11.0%
Dallas, TX	9.3%
National	8.9%
Kansas City, MO-KS	7.6%
Omaha, NE	7.2%
Oklahoma City, OK	6.2%
Des Moines, IA	5.8%
Denver, CO	5.3%

*Portion of Total Employment in Mfg Sector - Federal Bureau of Labor Statistics, four-county MSA (March 2010)*

The Wichita area workforce has a reputation for productivity and quality as the result of strong training investment. Kansas ranks second in the country in per capita workforce development spending and fourth in the country in gross spending on workforce development. Expansion Management magazine recently ranked Kansas training programs 14th in the nation for ease of access and overall financial value to clients.

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Offering Description

### Wichita Metro Business & Industry Profile

Although Wichita may have achieved the reputation for an economy driven by aircraft manufacturing, the overall economy has also come to reflect diversity and dynamism. Wichita houses a variety of industries, providing products and services that are recognized world-wide. Thousands of talented, creative entrepreneurs' also call Wichita home. There are approximately 15,000 business establishments in the Wichita metro area, 97% of which are small-to medium-sized firms with less than 100 employees.

#### Major Employers - Local / Full Time

Company	Product/Service	Employment
Spirit AeroSystems	Aircraft Parts	10,300
Cessna Aircraft	Aircraft	5,994
USD 259 - Wichita	Public Primary Education	5,543
Hawker Beechcraft	Aircraft	5,300
Via Christi Health	Health Care	5,134
State of Kansas	State Government	3,919
City of Wichita	Municipal Government	3,000
Sedgwick County	County Government	2,929
United States Government	Federal Government	2,881
Boeing Defense, Space & Security	Aircraft Modification	2,500
Bombardier Learjet	Aircraft	2,239
Koch Industries	Mfg, Energy & Commodities	2,100
Wesley Medical Center	Health Care	1,792
Wichita State University	Public Higher Education	1,601
AGCO Corporation	Agricultural Equipment	1,400
Catholic Diocese of Wichita	Primary Education	1,399
USD 260 - Derby	Public Primary Education	1,058
Johnsons Controls - York Wichita	Residential HVAC Equip.	1,100
Robert J. Dole VA Medical Center & Regional Hospital	Health Care	1,000

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Offering Description

### Neighborhoods

Wichita truly offers something for everyone, boasting a diverse range of neighborhoods within and around the city limits.

#### **Downtown Wichita**

Downtown Wichita is experiencing a revitalization in its housing market, with several loft renovations in historical structures such as old warehouses. The Downtown and Old Town areas border one another, both consisting of buildings renovated with apartments, lofts and condos for those desiring to live in the center of the city. Riverside, a lush neighborhood with mature trees and houses ranging from bungalows to Victorian homes, runs along the Arkansas River and is surrounded by several sprawling parks.

#### **Central/East Wichita**

East of Hillside Street, you will discover charming neighborhoods established in the first half of the 20th century. Several distinctive areas have made their mark here, including Eastborough, an intimate setting with large homes built in the mid 1900's. College Hill is another neighborhood brimming with old world charm, featuring brick roads and classic homes built in the early 1900's.

#### **East Wichita**

East Wichita is experiencing rapid growth, with new homes under construction alongside shopping and business districts, including The Waterfront and Bradley Fair. Here you can find both tastefully updated older houses and elegant estates in some of the area's most exclusive environs.

#### **Northeast Wichita**

Development is everywhere you look in Northeast Wichita - most buildings in this area are less than 10 years old. Substantial acreage is still available for homes built in some areas.

#### **Northwest Wichita**

The Northwest sector is currently the fastest growing part of the city, absolutely booming with brand new shopping plazas, restaurants, businesses and new homes. Home owners can choose from groundbreaking master planned communities to condominiums on the lake.

#### **West Wichita**

West Wichita offers quiet suburban living coupled with close proximity to all the amenities and luxuries of the Northwest part of the city. This area is full of well established neighborhoods with big trees, ponds and homes built in the 1960's.

#### **South Wichita**

This area features affordable homes alongside new developments. It is a quiet area, with many shops and businesses nearby.

#### **Wichita's suburbs –**

Several quickly growing suburbs surround Wichita, including [Derby](#), [Andover](#), [Park City](#), [Valley Center](#), [Kechi](#), [Haysville](#), [Maize](#) and [Goddard](#).



## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### **Property Description:**

Falcon Pointe offers several distinctive floor plans with 89% two and three bedroom units. The property is a garden style community with good landscaping and curb appeal. The pride of ownership and condition of the property make it stand alone from its competitors.

### **Property Location:**

Falcon Pointe is located in southeast Wichita and within minutes of Wichita Mid-Continent Airport, Cessna Aircraft, Spirit Aerosystems, McConnell Air Force Base and Boeing. Falcon Pointe also has convenient access to the Kansas Turnpike (I-35) and Interstates 135 and 235.

The convenient access and location to major employers makes Falcon Pointe a very attractive community for current and future residents.

### **Number of Units:**

216-units

### **Number of Buildings:**

There are 9 two-story apartment buildings and a separate building for the leasing office, laundry facility, community room and maintenance shop. There are 3 parking structures.

### **Year Built:**

1972 and 1980 (*according to courthouse records*)

### **Apartment Features:**

Each apartment has an appliance package including frost-free refrigerator, range/oven, vent hood, garbage disposal and dishwasher.

Some units with washer/dryer connections.

### **Property Amenities:**

On-site Laundry Facility  
90 Covered Parking spaces at a \$15 monthly premium  
24 Garages at a \$60 monthly premium

### **Construction:**

**Style:** Three-Story Garden Style

**Exterior:** Composite Siding with Wood Trim

**Roof:** Pitched with Composition Shingles

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### **Mechanical System:**

**Electrical Metering:** Individually metered. Tenants pays electric.

**HVAC:** Individual HVAC

**Hot Water:** Individual hot water heaters

**Water:** Provided by Property

**Gas:** Individually metered. Tenants pays Gas.

### **Site/Land Area:**

14.91 acres (*according to courthouse records*)  
5 Acres of additional Vacant Land suitable for future  
apartments or self storage

### **Density:**

14.49 units per acre

### **Current Occupancy:**

Averaging 90% to 93%

### **Real Estate Taxes:**

Assessed Value (2010): 510,486  
Tax Rate (2010): 120.95  
Tax Amount : \$61,700



## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



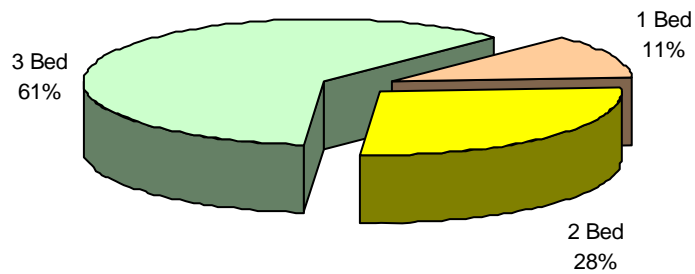
COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## UNIT SUMMARY

No.	#Bdrm/Bth	Sq.Ft.	Total Sq.Ft.	Avg Rent	Rent/Sq.Ft.	Gross/Mo.	Gross/Yr.
24	1 Bed / 1 Bath	615	14,760	380.00	0.62	9,120	109,440
47	2 Bed / 1 Bath	750	35,250	457.71	0.61	21,512	258,148
13	2 Bed / 1 Bath	930	12,090	499.29	0.54	6,491	77,889
132	3 Bed / 1 Bath	930	122,760	506.71	0.54	66,886	802,629
216		856	184,860	481.52	0.56	104,009	1,248,106

## DISTRIBUTION RATIO

Distribution Ratio



# Falcon Pointe Apartments

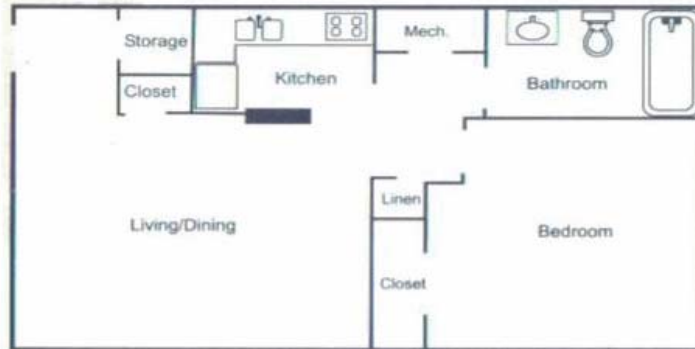
4244 S. Hydraulic  
Wichita, KS



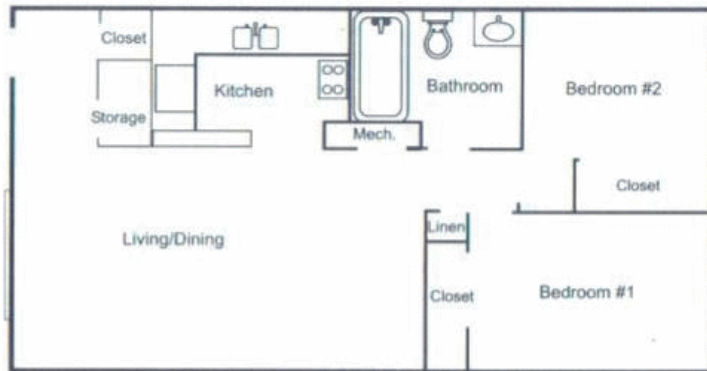
COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## FLOOR PLANS

1 Bedroom / 1 Bath 615 Sq. Ft.



2 Bedroom / 1 Bath 750 Sq. Ft.



3 Bedroom / 1 Bath 930 Sq. Ft.





## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### Purchase Price & Terms

<b><u>Purchase Price:</u></b>	\$7,200,000
<b><u>Terms of Sale:</u></b>	Cash—Buyer to Obtain New Financing
<b><u>Price Per Apartment Unit:</u></b>	\$33,333
<b><u>Price Per Net Rentable Sq. Ft.</u></b>	\$38.95
<b><u>Cap Rate:</u></b> <i>(Based on Proforma)</i>	8.10%
<b><u>Cash-On-Cash:</u></b> <i>(Based on Proforma)</i>	12.51%





## **Falcon Pointe Apartments**

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### **Operating Data Highlights**

#### **Income**

- Proforma Income is based on current Rent Roll trending forward.
- Other Income is based on 2010 Actual

#### **Expenses**

- Real Estate Taxes have been increased to the offering price
- Replacement Reserves have been included at \$250 per unit

#### **Mortgage and Debt Service**

- Mortgage is based on Buyer obtaining a new Fannie Mae Loan at a 75% LTV



**Annual Property Operating Data**

Project:	<b>Falcon Pointe Apartments</b>	Purchase Price:	\$ 7,200,000	Run Date:	19-Apr-11
Location:	4244 S. Hydraulic Wichita, KS 67216	Price Per Unit:	\$ 33,333	Cap Rate:	<b>8.10%</b>
		Price Per SF:	\$ 38.95	Cash-On-Cash Return:	<b>12.51%</b>
Number of Units:	216	Mortgage Balance:	\$ 5,400,000	75%	
Net Rentable S.F.:	184,860	Equity Requirement:	\$ 1,800,000	25%	
Avg. Unit Size:	856				

No.	Type	#Bdrm/Bth	Sq.Ft.	Total Sq.Ft.	Avg Rent	Rent/Sq.Ft.	Gross/Mo.	Gross/Yr.
24		1 Bed / 1 Bath	615	14,760	380.00	0.62	9,120	109,440
47		2 Bed / 1 Bath	750	35,250	457.71	0.61	21,512	258,148
13		2 Bed / 1 Bath	930	12,090	499.29	0.54	6,491	77,889
132		3 Bed / 1 Bath	930	122,760	506.71	0.54	66,886	802,629
<b>216</b>			<b>856</b>	<b>184,860</b>	<b>481.52</b>	<b>0.56</b>	<b>104,009</b>	<b>1,248,106</b>

INCOME	2010		Jan-Mar 2011	Proforma		Potential Financing	
			Annualized				
							<b>Per Unit</b>
Gross Potential Rent	-	-	-	1,248,106	5,778	Current Bal.	\$ -
(Vacancy)	-	-	-	8.0% 99,849	462	Original Bal.	\$ 5,400,000
Effective Rental Income	-	1,056,791	1,041,560	1,148,258	5,316	Maturity	10
Other Income	-	56,737	64,024	57,000	264	Amortization	30
Parking-Corporate-Carport Income	-	26,911	28,672	29,000		Interest Rate	5.25%
<b>Gross Operating Income</b>	-	<b>1,140,439</b>	<b>1,134,256</b>	<b>1,234,258</b>	<b>5,714</b>	Constant	6.626%
						Debt Service	\$ 357,828
<b>EXPENSES</b>						Debt Coverage Ratio	1.63
R E Taxes	-	61,535	50,239	95,400	442	Principle Reduction Yr	\$ -
Insurance	-	58,090	42,976	38,500	178		
Gas	-	12,236	20,448	11,500	53		
Electricity	-	30,564	27,166	28,200	131		
Water / Sewer	-	59,806	44,616	52,000	241		
Trash	-	11,363	12,120	12,000	56		
Other	-	-	-	-	-		
Repairs & Maintenance	-	125,976	75,142	75,250	348		
Landscaping	-	23,925	11,402	24,000	111		
Wages & Payrol Taxes	-	207,928	201,399	182,750	846		
Management Fee	-	57,216	56,928	4% 49,370	229		
Advertising	-	6,989	15,837	7,000	32		
Administration	-	26,758	41,986	21,500	100		
Capital - Replacement Reserves	-	75,600	63,337	53,750	249		
<b>Total Operating Expenses</b>	-	<b>757,986</b>	<b>663,596</b>	<b>651,220</b>			
Per Unit	-	3,509	3,072		3,015		
Per Sq Ft	-	4.10	3.59		3.52		
<b>Net Operating Income</b>	-	<b>382,453</b>	<b>470,660</b>	<b>583,038</b>	<b>2,699</b>		
Debt Service	-	281,634	297,267	357,828	1,657		
<b>Cash Flow</b>	-	<b>100,819</b>	<b>173,393</b>	<b>225,210</b>	<b>1,043</b>		

<b>Real Estate Tax Information:</b>	2010	<b>Assessed Value:</b>	510,486	<b>Rate/\$1000:</b>	120.956	<b>Value:</b>	\$ 4,439,008.70
<b>Account:</b>	00595583 (PIN)	<b>Tax Amount:</b>	\$ 61,746	<b>Tax Dist:</b>	0	<b>Per Unit:</b>	\$ 20,550.97

Notes:  
 2010 and 2011 Administration included a \$6,000 HUD Audit Fee  
 2010 Utilities included construction units  
 2010 Repairs & Maintenance included new fencing



## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### MARKET STUDY SUMMARY

In order to estimate market rents for Falcon Pointe Apartments, six apartment communities were selected as most competitive. Each property has been chosen due to its similarity with regard to quality, location, age, or amenities. While each property may not be directly comparable in all aspects, collectively they represent the rental market for Falcon Pointe Apartments.

Community Name	Units	Year Built	Avg Sq. Ft.	Avg Market	Avg Effective	Market/ Sq. Ft.	Effective/ Sq. Ft.	Occ. Rate
FALCON POINTE APARTMENTS	216	1971	854	\$479	\$479	\$0.56	\$0.56	91.0%
THE SHORES APARTMENTS	342	1972	773	\$437	\$419	\$0.57	\$0.54	93.3%
WATSON PARK APARTMENTS	58	1985	967	\$556	\$556	\$0.57	\$0.57	94.0%
KINGSTON COVE	251	1968	806	\$505	\$463	\$0.63	\$0.57	92.0%
SIENA COURT APARTMENTS	200	unknown	603	\$393	\$393	\$0.65	\$0.65	90.0%
RIVERWALK APARTMENTS	216	1972	847	\$490	\$490	\$0.58	\$0.58	90.0%
VILLAGE PARK KINGSBOROUGH	196	1972	674	\$503	\$472	\$0.75	\$0.70	95.0%
<b>Average Market</b>			<b>789</b>	<b>\$480</b>	<b>\$467</b>	<b>\$0.61</b>	<b>\$0.59</b>	<b>92.2%</b>



The Shores Apartments



Watson Park Apartments



Kingston Cove Apartments



Siena Court Apartments



Riverwalk Apartments



Village Park at Kingsborough

# Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## MARKET STUDY FALCON POINTE APARTMENTS COMP #1

**Property:** THE SHORES APARTMENTS  
**Location:** 2701 S. EMPORIA  
WICHITA, KS. 67216

**Phone #:** (316) 263-5066  
**Date:** 2/4/2011

**Management:** Builders Incorporated  
**Year Built:** 1972  
**Units:** 342  
**Occupancy:** 93.3%

**Lease Term:** 6 - 12 (6 +\$25)  
**App Fee:** 30  
**Pet Fee:** 1/2 rent deposit + \$50 fee  
**Deposit:** 200

Unit Mix	Type	Washer/Dryer Conn./Incl.	Sq. Ft.	Previous Rent	Market Rent	Effective Rent	Market \$/Sq. Ft.	Effective \$/Sq. Ft.
174	1/1	Full conn.	650	390	390	374	0.60	0.58
168	2/2	Full conn.	900	485	485	465	0.54	0.52
<b>342</b>	<b>Total</b>		<b>264,300</b>	<b>\$149,340</b>	<b>\$149,340</b>	<b>\$143,196</b>		
	<b>Average</b>		<b>773</b>	<b>\$437</b>	<b>\$437</b>	<b>\$419</b>	<b>\$0.57</b>	<b>\$0.54</b>

**Specials:** Many major employers - receive \$20 off rent per month. See attached for list.  
Specials; No rent until February  
(Katie)

### Amenities Pricing:

Cable TV	NO	\$0
Covered Parking	NO	\$0
Garages	NO	\$0
RV Parking	NO	\$0
Storage	NO	\$0
Views	NO	\$0
Washer/Dryer	NO	\$0
W/D Connect	NO	\$0

### Included Utilities:

Electricity	NO
Gas	N/A
Water	YES
Sewer	YES
Trash	YES

### Included Amenities:

Access Gates	NO	Elevators	NO	Pool	YES
Aerobics	NO	Fireplace	YES most 3rd floors	Racquetball	NO
Air Conditioning	YES	Fitness Center	NO	Sand Volleyball	NO
Atrium Windows	NO	Garden Tub	NO	Sauna	NO
BBQ Area	NO	Guard House	NO	Sky Lights	NO
Balcony	YES select units	Horseshoes	NO	Spa	NO
Basketball Courts	NO	Icemaker	NO	Sun Room	NO
Bay Windows	NO	Indoor Pool	NO	Tanning Beds	NO
Big Screen TV	NO	Intercom System	NO	Tennis Courts	NO
Billiard Tables	NO	Intrusion Alarm	YES - select units no chrg.	Vaulted Ceiling	NO
Built-In Bookcase	NO	Jogging Trails	NO	Video Library	NO
Business Center	NO	Laundry Room	YES	Wet Bar	NO
Car Wash	NO	Library	NO	Yards	NO
Ceiling Fans	YES	Microwave	NO		
Clubhouse	YES	Miniblinds	YES		
Conference Room	NO	Mirrored Walls	NO		
Crown Moulding	NO	On-Site Dry Cleaning	NO		
Day Care	NO	Patio	NO		
Disposal	YES	Picnic Area	NO		
Door-to-Door Trash	NO	Playground	YES		

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### MARKET STUDY FALCON POINTE APARTMENTS COMP #2

**Property:** WATSON PARK APARTMENTS  
**Location:** 140 E. 31ST SOUTH  
WICHITA, KS. 67216

**Phone #:** (316) 529-1820  
**Date:** 2/4/2011

**Management:** Owner managed  
**Year Built:** 1985  
**Units:** 58  
**Occupancy:** 94.0%

**Lease Term:** 12 months  
**App Fee:** 25  
**Pet Fee:** No pets  
**Deposit:** 250

Unit Mix	Type	Washer/Dryer Conn./Incl.	Sq. Ft.	Previous Rent	Market Rent	Effective Rent	Market \$/Sq. Ft.	Effective \$/Sq. Ft.
48	2/2	Full size/incl.	950	535	535	535	0.56	0.56
10	3/2	Full size/incl.	1,050	655	655	655	0.62	0.62
<b>58</b>	<b>Total</b>		<b>56,100</b>	<b>\$32,230</b>	<b>\$32,230</b>	<b>\$32,230</b>		
	<b>Average</b>		<b>967</b>	<b>\$556</b>	<b>\$556</b>	<b>\$556</b>	<b>\$0.57</b>	<b>\$0.57</b>

**Specials:** Office hours Mon. - Fri. 1:00 pm - 5 pm & Sat./Sun. by appointment.  
(Connie)

#### Amenities Pricing:

Cable TV	NO	\$0
Covered Parking	NO	\$0
Garages	NO	\$0
RV Parking	NO	\$0
Storage	NO	\$0
Views	NO	\$0
Washer/Dryer	NO	\$0
W/D Connect	NO	\$0

#### Included Utilities:

Electricity	NO
Gas	NO
Water	NO
Sewer	NO
Trash	YES

#### Included Amenities:

Access Gates	NO	Elevators	NO	Pool	NO
Aerobics	NO	Fireplace	NO	Racquetball	NO
Air Conditioning	YES	Fitness Center	NO	Sand Volleyball	NO
Atrium Windows	NO	Garden Tub	NO	Sauna	NO
BBQ Area	NO	Guard House	NO	Sky Lights	NO
Balcony	YES	Horseshoes	NO	Spa	NO
Basketball Courts	NO	Icemaker	NO	Sun Room	NO
Bay Windows	NO	Indoor Pool	NO	Tanning Beds	NO
Big Screen TV	NO	Intercom System	NO	Tennis Courts	NO
Billiard Tables	NO	Intrusion Alarm	NO	Vaulted Ceiling	NO
Built-In Bookcase	NO	Jogging Trails	NO	Video Library	NO
Business Center	NO	Laundry Room	YES	Wet Bar	NO
Car Wash	NO	Library	NO	Yards	NO
Ceiling Fans	YES	Microwave	NO		
Clubhouse	NO	Miniblinds	YES		
Conference Room	NO	Mirrored Walls	NO		
Crown Moulding	NO	On-Site Dry Cleaning	NO		
Day Care	NO	Patio	YES		
Disposal	NO	Picnic Area	NO		
Door-to-Door Trash	NO	Playground	NO		

# Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## MARKET STUDY FALCON POINTE APARTMENTS COMP #3

**Property:** KINGSTON COVE  
**Location:** 519 WEST 27TH STREET  
WICHITA, KS. 67217

**Phone #:** (316) 522-6991  
**Date:** 2/4/2011

**Management:** FIDELITY MGMT. CORP.  
**Year Built:** 1968  
**Units:** 251  
**Occupancy:** 92.0%

**Lease Term:** 6 - 12 MOS.  
**App Fee:** \$35 - \$50  
**Pet Fee:** 250 DEP./250 N/R \$10 RENT  
**Deposit:** 200

Unit Mix	Type	Washer/Dryer Conn./Incl.	Sq. Ft.	Previous Rent	Market Rent	Effective Rent	Market \$/Sq. Ft.	Effective \$/Sq. Ft.
125	1/1	Conn.	712	460	460	422	0.65	0.59
126	2 1.5	Conn.	900	550	550	504	0.61	0.56
<b>251</b>	<b>Total</b>		<b>202,400</b>	<b>\$126,800</b>	<b>\$126,800</b>	<b>\$116,254</b>		
	<b>Average</b>		<b>806</b>	<b>\$505</b>	<b>\$505</b>	<b>\$463</b>	<b>\$0.63</b>	<b>\$0.57</b>

**Specials:** 1 MONTH FREE ON 12 MONTH LEASE.  
FREE CABLE TV.

### Amenities Pricing:

Cable TV	NO	\$0
Covered Parking	NO	\$0
Garages	NO	\$0
RV Parking	NO	\$0
Storage	NO	\$0
Views	NO	\$0
Washer/Dryer	NO	\$0
W/D Connect	NO	\$0

### Included Utilities:

Electricity	NO
Gas	NO
Water	YES
Sewer	YES
Trash	YES

### Included Amenities:

Access Gates	NO	Elevators	NO	Pool	YES
Aerobics	NO	Fireplace	NO	Racquetball	NO
Air Conditioning	YES	Fitness Center	YES	Sand Volleyball	YES
Atrium Windows	NO	Garden Tub	NO	Sauna	NO
BBQ Area	NO	Guard House	NO	Sky Lights	NO
Balcony	YES	Horseshoes	NO	Spa	NO
Basketball Courts	NO	Icemaker	NO	Sun Room	NO
Bay Windows	NO	Indoor Pool	NO	Tanning Beds	YES
Big Screen TV	NO	Intercom System	NO	Tennis Courts	NO
Billiard Tables	NO	Intrusion Alarm	NO	Vaulted Ceiling	NO
Built-In Bookcase	NO	Jogging Trails	NO	Video Library	NO
Business Center	NO	Laundry Room	YES	Wet Bar	NO
Car Wash	NO	Library	NO	Yards	NO
Ceiling Fans	YES	Microwave	NO		
Clubhouse	YES	Miniblinds	YES		
Conference Room	NO	Mirrored Walls	NO		
Crown Moulding	NO	On-Site Dry Cleaning	NO		
Day Care	NO	Patio	YES		
Disposal	YES	Picnic Area	YES		
Door-to-Door Trash	NO	Playground	NO		

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### MARKET STUDY FALCON POINTE APARTMENTS COMP #4

**Property:** SIENA COURT APARTMENTS  
**Location:** 1940 S. WOODLAWN  
WICHITA, KS. 67218

**Phone #:** (316) 684-5956  
**Date:** 2/4/2011

**Management:** Owner managed  
**Year Built:** unknown  
**Units:** 200  
**Occupancy:** 90.0%

**Lease Term:** 3 - 12 MOS.  
**App Fee:** X  
**Pet Fee:** X  
**Deposit:** X

Unit Mix	Type	Washer/Dryer Conn./Incl.	Sq. Ft.	Previous Rent	Market Rent	Effective Rent	Market \$/Sq. Ft.	Effective \$/Sq. Ft.
100	1/1	Conn.	520	360	360	360	0.69	0.69
100	2/1	Conn.	685	425	425	425	0.62	0.62
<b>200</b>	<b>Total</b>		<b>120,500</b>	<b>\$78,500</b>	<b>\$78,500</b>	<b>\$78,500</b>		
	<b>Average</b>		<b>603</b>	<b>\$393</b>	<b>\$393</b>	<b>\$393</b>	<b>\$0.65</b>	<b>\$0.65</b>

**Specials:** NONE

#### Amenities Pricing:

Cable TV	NO	\$0
Covered Parking	NO	\$0
Garages	NO	\$0
RV Parking	NO	\$0
Storage	NO	\$0
Views	NO	\$0
Washer/Dryer	NO	\$0
W/D Connect	NO	\$0

#### Included Utilities:

Electricity	NO
Gas	NO
Water	YES
Sewer	YES
Trash	YES

#### Included Amenities:

Access Gates	NO	Elevators	NO	Pool	YES
Aerobics	NO	Fireplace	NO	Racquetball	NO
Air Conditioning	YES	Fitness Center	YES	Sand Volleyball	NO
Atrium Windows	NO	Garden Tub	NO	Sauna	NO
BBQ Area	NO	Guard House	NO	Sky Lights	NO
Balcony	NO	Horseshoes	NO	Spa	NO
Basketball Courts	NO	Icemaker	NO	Sun Room	NO
Bay Windows	NO	Indoor Pool	NO	Tanning Beds	NO
Big Screen TV	NO	Intercom System	NO	Tennis Courts	NO
Billiard Tables	NO	Intrusion Alarm	NO	Vaulted Ceiling	NO
Built-In Bookcase	NO	Jogging Trails	NO	Video Library	NO
Business Center	NO	Laundry Room	YES	Wet Bar	NO
Car Wash	NO	Library	NO	Yards	NO
Ceiling Fans	NO	Microwave	NO		
Clubhouse	NO	Miniblinds	NO		
Conference Room	NO	Mirrored Walls	NO		
Crown Moulding	NO	On-Site Dry Cleaning	NO		
Day Care	NO	Patio	NO		
Disposal	NO	Picnic Area	NO		
Door-to-Door Trash	NO	Playground	NO		

# Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## MARKET STUDY

### FALCON POINTE APARTMENTS COMP #5

**Property:** RIVERWALK APARTMENTS  
**Location:** 410 E. MARION ROAD  
 WICHITA, KS. 67216  
**Management:** WEIGAND-OMEGA MANAGEMENT INC.  
**Year Built:** 1972  
**Units:** 216  
**Occupancy:** 90.0%

**Phone #:** (316) 651-5334  
**Date:** 2/4/2011

**Lease Term:** X  
**App Fee:** X  
**Pet Fee:** X  
**Deposit:** X

Unit Mix	Type	Washer/Dryer Conn./Incl.	Sq. Ft.	Previous Rent	Market Rent	Effective Rent	Market \$/Sq. Ft.	Effective \$/Sq. Ft.
36	Studio	Conn.	520	350	350	350	0.67	0.67
36	1/1	Conn.	630	400	400	400	0.63	0.63
36	2/1	Conn.	827	475	475	475	0.57	0.57
36	2/1	Conn.	858	514	514	514	0.60	0.60
36	3/1	Conn.	1,105	600	600	600	0.54	0.54
36	3/1	Conn.	1,140	600	600	600	0.53	0.53
<b>216</b>	<b>Total</b>		<b>182,880</b>	<b>\$105,804</b>	<b>\$105,804</b>	<b>\$105,804</b>		
	<b>Average</b>		<b>847</b>	<b>\$490</b>	<b>\$490</b>	<b>\$490</b>	<b>\$0.58</b>	<b>\$0.58</b>

**Specials:** None

#### Amenities Pricing:

Cable TV	NO	\$0
Covered Parking	NO	\$0
Garages	NO	\$0
RV Parking	NO	\$0
Storage	NO	\$0
Views	NO	\$0
Washer/Dryer	NO	\$0
W/D Connect	NO	\$0

#### Included Utilities:

Electricity	NO
Gas	NO
Water	YES
Sewer	YES
Trash	YES

#### Included Amenities:

Access Gates	NO	Elevators	NO	Pool	YES
Aerobics	NO	Fireplace	YES	Racquetball	NO
Air Conditioning	YES	Fitness Center	YES	Sand Volleyball	NO
Atrium Windows	NO	Garden Tub	NO	Sauna	NO
BBQ Area	YES	Guard House	NO	Sky Lights	NO
Balcony	YES	Horseshoes	NO	Spa	NO
Basketball Courts	NO	Icemaker	YES	Sun Room	NO
Bay Windows	NO	Indoor Pool	NO	Tanning Beds	NO
Big Screen TV	NO	Intercom System	NO	Tennis Courts	NO
Billiard Tables	NO	Intrusion Alarm	NO	Vaulted Ceiling	YES
Built-In Bookcase	YES	Jogging Trails	NO	Video Library	NO
Business Center	NO	Laundry Room	YES	Wet Bar	NO
Car Wash	NO	Library	NO	Yards	NO
Ceiling Fans	YES	Microwave	NO		
Clubhouse	YES	Miniblinds	YES		
Conference Room	NO	Mirrored Walls	NO		
Crown Moulding	NO	On-Site Dry Cleaning	NO		
Day Care	NO	Patio	YES		
Disposal	YES	Picnic Area	NO		
Door-to-Door Trash	NO	Playground	NO		



# Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## MARKET STUDY FALCON POINTE APARTMENTS COMP #6

**Property:** VILLAGE PARK KINGSBOROUGH  
**Location:** 2720 SOUTH SENECA  
WICHITA, KS. 67217

**Phone #:** (316) 264-2304  
**Date:** 2/4/2011

**Management:** DERMOT REALTY  
**Year Built:** 1972  
**Units:** 196  
**Occupancy:** 95.0%

**Lease Term:** 9 - 15 mos.  
**App Fee:** 35  
**Pet Fee:** 150 N/R + \$15 rent  
**Deposit:** 100 - 200

Unit Mix	Type	Washer/Dryer Conn./Incl.	Sq. Ft.	Previous Rent	Market Rent	Effective Rent	Market \$/Sq. Ft.	Effective \$/Sq. Ft.
8	Studio	None	470	415	415	391	0.88	0.83
80	1/1	None	580	455	455	428	0.78	0.74
96	2/1	None	742	535	535	501	0.72	0.68
6	2/1	None	868	610	610	571	0.70	0.66
6	2/2	Full/conn.	915	635	635	594	0.69	0.65
<b>196</b>	<b>Total</b>		<b>132,090</b>	<b>\$98,550</b>	<b>\$98,550</b>	<b>\$92,454</b>		
	<b>Average</b>		<b>674</b>	<b>\$503</b>	<b>\$503</b>	<b>\$472</b>	<b>\$0.75</b>	<b>\$0.70</b>

**Specials:** \$99 moves you in. 13 month lease.  
(Angela)

### Amenities Pricing:

Cable TV	NO	\$0
Covered Parking	NO	\$0
Garages	NO	\$0
RV Parking	NO	\$0
Storage	NO	\$0
Views	NO	\$0
Washer/Dryer	NO	\$0
W/D Connect	NO	\$0

### Included Utilities:

Electricity	NO
Gas	NO
Water	YES
Sewer	YES
Trash	YES

### Included Amenities:

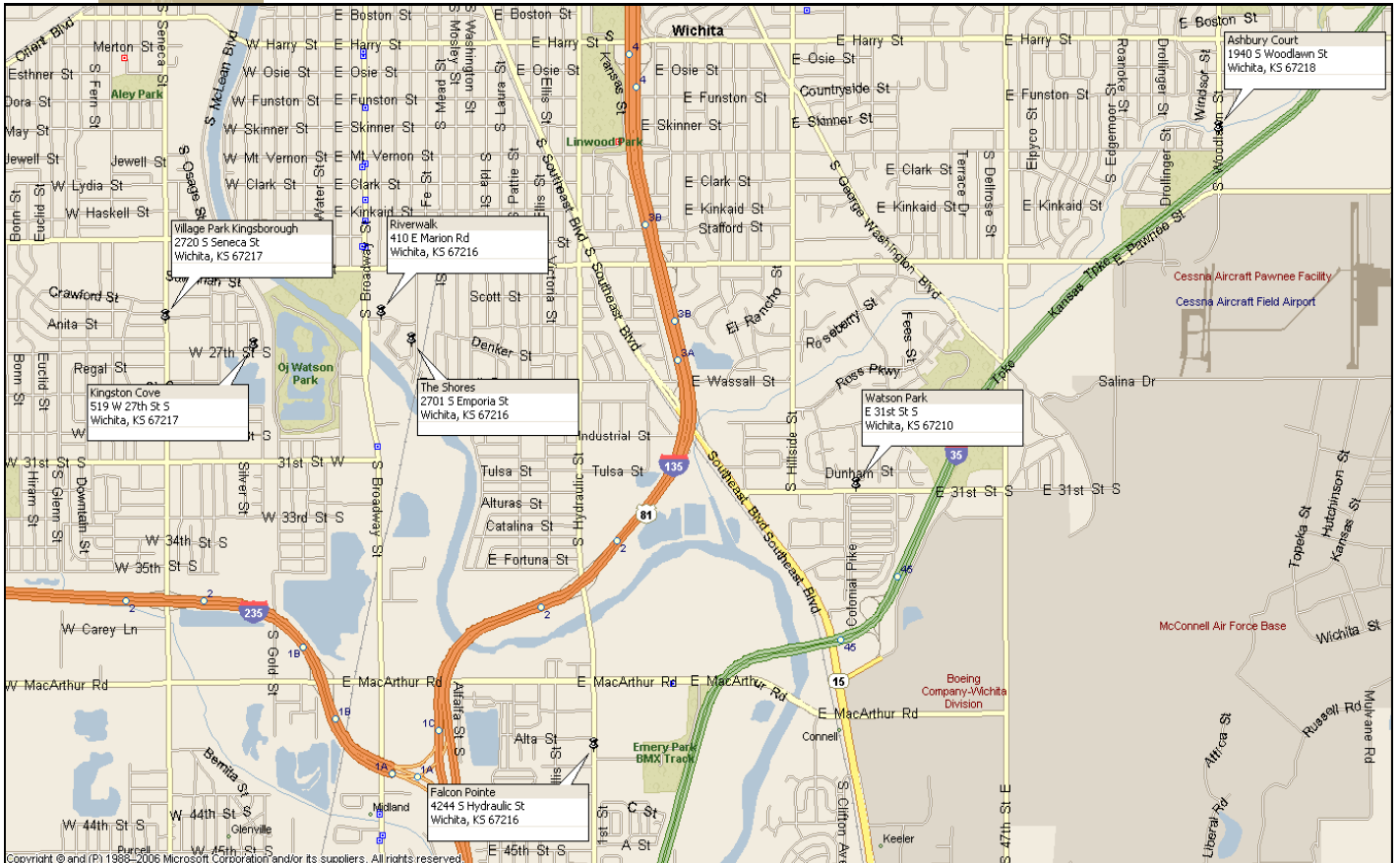
Access Gates	NO	Elevators	NO	Pool	YES
Aerobics	NO	Fireplace	YES	Racquetball	NO
Air Conditioning	YES	Fitness Center	NO	Sand Volleyball	NO
Atrium Windows	NO	Garden Tub	NO	Sauna	NO
BBQ Area	NO	Guard House	NO	Sky Lights	NO
Balcony	YES	Horseshoes	NO	Spa	NO
Basketball Courts	NO	Icemaker	YES	Sun Room	NO
Bay Windows	NO	Indoor Pool	NO	Tanning Beds	NO
Big Screen TV	NO	Intercom System	NO	Tennis Courts	NO
Billiard Tables	NO	Intrusion Alarm	NO	Vaulted Ceiling	NO
Built-In Bookcase	NO	Jogging Trails	NO	Video Library	NO
Business Center	NO	Laundry Room	YES	Wet Bar	NO
Car Wash	NO	Library	NO	Yards	NO
Ceiling Fans	YES	Microwave	NO		
Clubhouse	YES	Miniblinds	YES		
Conference Room	NO	Mirrored Walls	NO		
Crown Moulding	NO	On-Site Dry Cleaning	NO		
Day Care	NO	Patio	YES		
Disposal	NO	Picnic Area	NO		
Door-to-Door Trash	NO	Playground	YES		

**Falcon Point Apartments**  
4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

**Rent Comp Map**



## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Sold Comparison



Shadyway Plaza Apartments

**Property Address:** 1421 N. Spruce

**City:** Wichita

**Size and Age:** 100-units, Built in 1979

**Total Square Footage:** 73,514

**Price:** \$3,330,000 **Unit:** \$33,300 **Per SF:** \$45.30

**Closing Date:** 06/2009



Turtlecreek Townhomes

**Property Address:** 1221 N. Williamsburg

**City:** Wichita

**Size and Age:** 122-units, Built in 1990

**Total Square Footage:** 100,771

**Price:** \$3,800,000 **Unit:** \$31,148 **Per SF:** \$37.71

**Closing Date:** 01/2009



Berkshire Apartments

**Property Address:** 8626 W. Westlawn

**City:** Wichita

**Size and Age:** 252-units, Built in 1991 avg.

**Total Square Footage:** 238,797

**Price:** \$10,000,000 **Unit:** \$39,682 **Per SF:** \$41.88

**Closing Date:** 10/2009

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## Sold Comparison



Stoneybrook Apartments

**Property Address:** 2759 N. Amidon

**City:** Wichita

**Size and Age:** 100-units, Built in 1978

**Total Square Footage:** 57,926

**Price:** \$2,540,000 **Unit:** \$25,400 **Per SF:** \$43.85

**Closing Date:** 08/2009



Somerset Apartments

**Property Address:** 2029 N. Woodlawn

**City:** Wichita

**Size and Age:** 192-units, Built in 1973

**Total Square Footage:** 124,972

**Price:** \$6,840,000 **Unit:** \$35,625 **Per SF:** \$54.73

**Closing Date:** 02/2010

## Falcon Pointe Apartments

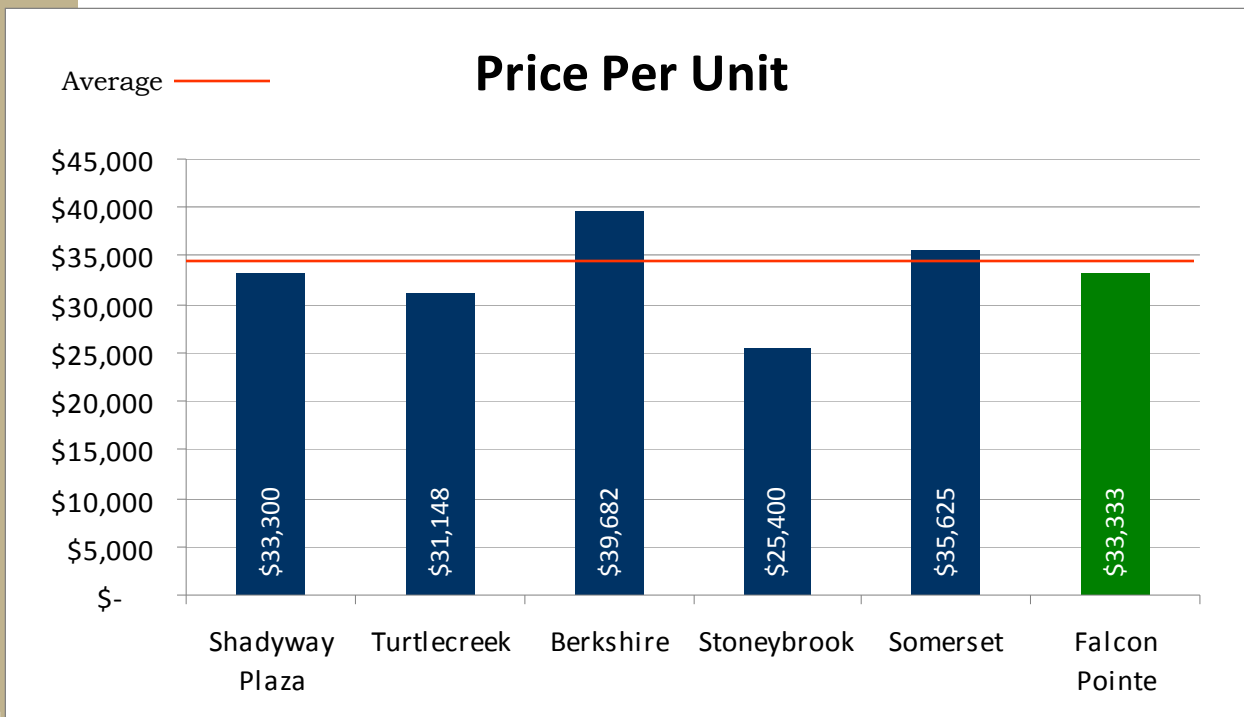
4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### Sale Comp Summary

Property	Price/Unit	Overall Price	No. Unit	Year Built	Price Per Square Foot
Shadyway Plaza	\$33,300	\$3,330,000	100	1979	\$45.30
Turtlecreek	\$31,148	\$3,800,000	122	1990	\$37.71
Berkshire	\$39,682	\$10,000,000	252	1991	\$41.88
Stoneybrook	\$25,400	\$2,540,000	100	1978	\$43.85
Somerset	\$35,625	\$6,840,000	192	1973	\$54.73
Average	\$34,608				\$44.48
Total		\$26,510,000	766		
Falcon Pointe	\$33,333	\$7,200,000	216	1970	\$38.95



**Falcon Pointe Apartments**  
4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

**Sale Comp Map**





## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## History of Wichita

Now recognized as one of the major mid-sized cities in the nation, Wichita has come a long way since its infant years as a trading post and cowtown. The road from "then" to "now" has been filled with colorful people, events and businesses that have been the building blocks for today's cosmopolitan Wichita... a dynamic community rich in culture, activity and opportunity.

Wichita's reputation for manufacturing and exporting is not a recent development, archeological evidence indicates that the site of present-day Wichita has served as a trading center for thousands of years. Settlers were first attracted to the area in the mid-1850s, as they traveled through the prairies on their way to the west and were deterred when they found significant profits from hunting and trapping wildlife to trade with the native population.

### **The Wild, Wild West!**

The beginnings of the community date to 1868, when J.R. Mead founded a trading post on the banks of the confluence of two rivers, the Arkansas and the Little Arkansas. For centuries this location had also served as a trading place for Native Americans. The name Wichita comes from the Wichita Indians, who settled at various times in the vicinity, and means either "scattered lodges" or "painted faces," depending on which historian you ask.

In 1868, a Wichita Town Company was organized with Mead and six others as original incorporators. Wichita was incorporated as a city of the third class on July 21, 1870. One hundred twenty-three men and one woman signed the original incorporation petition. The woman was Mrs. Catherine McCarty, who owned and operated a laundry. Later, she moved to New Mexico, where her oldest son, Henry, changed his name to William Bonney, better known as "Billy the Kid."

### **Move Along, Little Doggies!**

Within a year of incorporation, Wichita experienced phenomenal growth, due largely to the cattle trade from Texas. So rapid was the population growth that in late 1872, Wichita became a city of the second class. That same year, Col. Marshal Murdock founded the Wichita City Eagle newspaper. Now known as the Wichita Eagle, it is the largest newspaper in the state.

Jesse Chisholm came to Wichita first in about 1863, leading a party of sportsmen and adventurers here to hunt game. He later marked the cattle trail, best known as the Chisholm Trail, from the King Ranch in south Texas to Kansas. Cattle by the hundreds of thousands traversed the trail to the Santa Fe railhead at Wichita. In 1872 alone, 350,000 head of cattle were sold in Wichita at a value of more than \$2 million, a princely sum in those days.

Spurred by this influx of cowboys in the 1870s who brought hundreds of thousands of cattle out of Texas north to Wichita along the Chisholm Trail, Wichita was indeed a rough and tumble cowtown. It was a city where Wyatt Earp, "Buffalo Bill" William Mathewson, and Bat Masterson walked the dusty streets. Just west of the river, the area known as Delano was especially wild and woolly. All manner of vice could be found in saloons, dance halls, gambling and prostitution houses to entertain the thirsty and lonely cowboys.



## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

## History of Wichita

### Down To Business!

Wichita fell on hard times in the late 1870s when the cattle trade moved further west to take advantage of the construction of rail lines. But, by 1880, the city had rebounded with a growing economy in agriculture and manufacturing. The first Board of Trade was opened in 1880. The Commercial Club was founded in 1897 and became the Chamber of Commerce in 1901. The present day Wichita Metro Chamber of Commerce dates from 1917.

Even though the cattle trade lasted only three or four years, its presence assured Wichita's position as a commercial hub. With the trade groundwork firmly established, manufacturing and agriculture industries thrived in the late teens and early 1920s. In addition, savvy aviation entrepreneurs moved in to take advantage of the benefits of a prosperous oil industry, agreeable climate and wide open spaces perfect for building and testing these new birds of flight.

### Those Magnificent Men and Their Flying Machines!

Men like Lloyd Stearman, Walter Beech, Clyde Cessna, E.M. Laird, J.M. Mollendick and George Weaver were responsible for starting the aircraft industry in the area. With Mollendick as the financial backer, Laird started the Swallow Airplane Company to build the Swallow airplane that had been designed in Chicago. Interestingly, Beech, Stearman, and Weaver all worked for Laird and Mollendick until each went on to establish his own company. Stearman's company later was purchased by The Boeing Company of Seattle, now Spirit AeroSystems. Today Spirit is Wichita's largest employer with more than 20,000 employees.

The Beech (now Hawker Beechcraft Corporation) and Cessna companies continue today, as does Learjet (now Bombardier Aerospace Learjet), founded by William Lear in the mid 1960s. It was through the efforts of these aviation pioneers that Wichita earned the title of "Air Capital of the World." With all companies still located in Wichita, that title firmly remains today. Cessna, Bombardier Aerospace Learjet and Raytheon supply more than half of the world's general aviation and military aircraft. Boeing supplies two-thirds of the world's commercial airliners.

### The Entrepreneurial Spirit Lives On!

It was not only aviation that established Wichita as a hotbed of entrepreneurship. Many other Wichita business leaders have made their mark too. W.C. Coleman, a name synonymous worldwide with camping and outdoor recreational equipment, produced his first Coleman lantern in Wichita in 1914.

About the same time, another innovative business leader, A.A. Hyde, invented a product that was to become a household word... mentholatum. Later, two enterprising Wichitans launched White Castle hamburgers here. Koch Industries, the second largest privately held company in the U.S., is another homegrown success story. Originally established as the Wood River Oil and Refining Company in 1940, Koch Industries has become one of the most diverse firms in the nation. Koch operations include refined products, chemicals, crude oil services, gas liquids, energy services, chemical technology, minerals services, agriculture and capital services.

## Falcon Pointe Apartments

4244 S. Hydraulic  
Wichita, KS



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES

### History of Wichita

In 1958, Frank and Dan Carney borrowed \$600 from their mother and established their first Pizza Hut in Wichita in a small red-bricked building. This original Pizza Hut now resides on the campus of Wichita State University as testimony to the possibilities of vision, hard work and the spirit of entrepreneurship.

#### **Making Themselves at Home!**

A sampling of other well-known national and international companies with roots in Wichita include: Big Dog Motorcycles, InterVoice-Brite, Inc., Candlewood Inn, Chance Manufacturing, IFR Systems (now known as Aeroflex Wichita), Lone Star Steakhouse, Cox Communications, Hyperion Communications, Pioneer Balloon, Rent-A-Center, Ryan Aviation, Sheplers Western Wear Store, Summerfield Suites and The Residence Inn. While not originating in Wichita, there are numerous other leading companies that have branches here like AmeriServe, IKON Office Solutions, LSI Logic and Royal Caribbean International.

#### **Charge!**

Obviously, Wichita has come a long way since its beginnings as a trading post and cowtown. Right now, Wichita is a booming city with one of the best economies in the nation...a solid, diverse economy with business interests that span the globe. Good jobs and good salaries, below national average costs, short commute times and burgeoning arts and attractions have also developed in conjunction with this solid, Midwest spirit of hard work and vision... a pioneer spirit all dressed up in high tech fashion.

But, it's the original foundation as a center for commerce that has been the one constant ensuring Wichita's progress through good times and bad. It's a legacy of commerce that will continue to keep Wichita prosperous as we charge ahead in this 21st century.

Sources: Dr. Craig Miner, The Wichita State University ; " Wichita Century" by R.L. Long; "Visions from the Heartland" by Howard English