

ALL SECURED STORAGE

20440 EAST US HIGHWAY 40
BLUE SPRINGS, MO

OFFERING MEMORANDUM

GRANDSTONE
STORAGE INVESTMENT SALES

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01

INVESTMENT
OVERVIEW



OFFERING SUMMARY

ALL SECURED STORAGE

20440 EAST US HIGHWAY 40, BLUE SPRINGS, MO

UNPRICED

PURCHASE PRICE

\$--

PRICE PER RENTABLE SF

49.26%

PHYSICAL OCCUPANCY

44.68%

ECONOMIC OCCUPANCY



85,550

NET RENTABLE SF



15.92

LOT SIZE



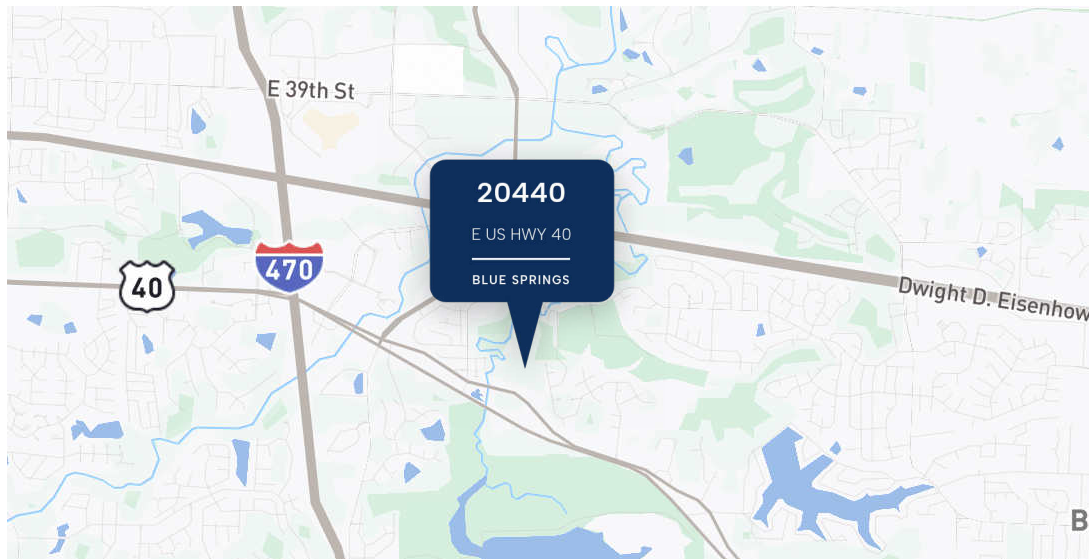
2020

YEAR BUILT/RENOVATED

INVESTMENT OVERVIEW

Grandstone Investment Sales is pleased to exclusively present a self-storage renovation opportunity located at 20440 East US Highway 40, Blue Springs, MO. This modern property, originally constructed in 2020, represents a premier value-add investment in a highly desirable submarket. Currently, the facility is severely under-occupied, operating at just 49.26% occupancy, which presents a significant opportunity for operational improvements and rapid lease-up. With physical and economic occupancy well below market equilibrium, there is a clear path to stabilization through better management, optimized pricing, and capturing unmet tenant demand. Projected revenue growth and a strategic stabilization plan highlight the tremendous upside potential for this asset.

The investment offers a compelling return profile driven by the lease-up of a high-quality, recently built asset. Additionally, the property's modern construction minimizes immediate capital expenditure requirements, allowing incoming ownership to focus entirely on revenue-generating initiatives and operational efficiency, further enhancing its value. The local Blue Springs market serves a growing population within the broader Kansas City metropolitan area, benefiting from strong demographic tailwinds and steady demand for self-storage. This offering presents a unique opportunity to capitalize on the underperformance of the current operation and realize strong returns through strategic management, comprehensive marketing upgrades, and a clear path to long-term stabilization.



INVESTMENT HIGHLIGHTS



SIGNIFICANT LEASE-UP POTENTIAL

Operating at 49.26% occupancy, offering a clear path to stabilization. NOI is projected to grow from \$163,769 to \$546,772 by Year 2 via strategic leasing and new ancillary income.



MODERN 2020 BUILD

Built in 2020, the Class B facility features 85,550 NRSF and 552 units. This provides a distinct age advantage over local competitors built between 1986 and 2007.



HIGHWAY US-40 FRONTAGE

Features direct frontage on US Highway 40, carrying 22,991 vehicles daily. It sits 1.5 miles from the I-70 interchange.



AFFLUENT DEMOGRAPHICS

Blue Springs reflects a stable, income-supported residential base within the primary 3-mile trade area. The population totals 42,094 residents in 2025, representing a 2.2% increase since 2020, with continued steady expansion projected to reach 43,252 by 2030. Median household income in this same radius stands at \$89,274, underscoring solid local purchasing power.



RECREATIONAL DEMAND DRIVERS

Located within 6 miles of Lake Jacomo and Blue Springs Lake. This proximity creates sustained demand for the property's 15 oversized 12x80 parking spaces, which are ideal for storing boats and RVs.



SATURATION STUDY

ALL SECURED STORAGE | 20440 US Hwy 40, Blue Springs, MO 64015

FACILITY NAME	FULL ADDRESS	DISTANCE (MILES)	HAS CLIMATE CONTROL	NRSF 1-MILE	NRSF 3-MILES	NRSF 5-MILES
All Secured Storage	20440 US Hwy 40, Blue Springs, MO 64015	-	No	85,550	-	-
Menards Self Storage Facility	20300 E Jackson Dr, Independence, MO 64057	1.19	No	-	13,125	-
StorageMart	12300 NW South Outer Rd, Blue Springs, MO 64015	1.75	Yes	-	91,044	-
Blue Springs Flex Spaces	3405 NW Jefferson Street, Blue Springs, MO 64015	2.09	No	-	131,250	-
StorageMart	16855 E US Hwy 40, Independence, MO 64055	2.29	Yes	-	74,705	-
StorTropolis Self-Storage - Blue Springs	3140 NW Jefferson St, Blue Springs, MO 64015	2.35	Yes	-	110,389	-
U-Store I-Watch	2309 US-40, Blue Springs, MO 64015	2.79	No	-	13,234	-
Attic Storage Woods Chapel	4101 NE Port Dr, Lee's Summit, MO 64064	2.89	Yes	-	102,000	-
StorageMart	2300 US-40, Blue Springs, MO 64015	2.95	Yes	-	125,355	-
Lucky Time Storage	1800 SW Leonard St, Blue Springs, MO 64015	3.14	No	-	-	3,352
StorageMart	3001 Rte 291, Independence, MO 64057	3.32	Yes	-	-	64,905
Public Storage	2700 M 291 Frontage Rd, Independence, MO 64057	3.73	Yes	-	-	63,403
Public Storage	715 SW 7th Hwy Blue Springs, Springs, MO 64014	3.77	Yes	-	-	78,906
Public Storage	14400 E US Hwy 40, Kansas City, MO 64136	3.79	Yes	-	-	61,342
Blue Springs Self Storage	410 SW S Ave, Blue Springs, MO 64014	3.98	No	-	-	31,558
M & M Storage	404 SW S Ave, Blue Springs, MO 64014	4.01	No	-	-	15,119
StorageMart	2500 Hub Dr, Independence, MO 64055	4.02	No	-	-	27,656
Self-Storage at U-Haul	4312 S Noland Rd, Independence, MO 64055	4.19	Yes	-	-	27,882
Public Storage	13620 E 42nd Terrace S, Independence, MO 64055	4.45	Yes	-	-	90,319
StorageMart	500 Northeast Jones Industrial Drive, Lee's Summit, MO 64064	4.49	Yes	-	-	28,305
StorageMart	605 Northeast Jefferson Street, Blue Springs, MO 64014	4.59	Yes	-	-	64,905
Jefferson Corner Self-Storage	651 NE Jefferson St, Blue Springs, MO 64014	4.66	No	-	-	30,000
Public Storage	109 E 31st St S, Independence, MO 64055	4.83	No	-	-	71,204

TOTAL EXISTING SUPPLY **85,550** **746,652** **1,405,508**

POPULATION **1-MILE** | 4,770 **3-MILES** | 42,094 **5 MILES** | 122,055

SQ FT PER PERSON **17.94** **17.74** **11.52**

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FINANCIAL
ANALYSIS



UNIT MIX

NON- CLIMATE CONTROLLED (CC):

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
5.0 x 10.0	25	50	1250	\$65.00	\$1,625	\$19,500
10.0 x 10.0	141	100	14,100	\$100.00	\$14,100	\$169,200
10.0 x 15.0	154	150	23,100	\$125.00	\$19,250	\$231,000
10.0 x 20.0	135	200	27,000	\$155.00	\$20,925	\$251,100
10.0 x 30.0	29	300	8,700	\$210.00	\$6,090	\$73,080
14.0 x 30.0	18	420	7,560	\$350.00	\$6,300	\$75,600
16.0 x 30.0	8	480	3840	\$445.00	\$3,560	\$42,720
TOTAL Non-Climate Controlled (NCC):	510	168	85,550	\$140.88	\$71,850	\$862,200

UNCOVERED PARKING

8.0 x 12.0	1	-	-	\$55.00	\$55	\$660
10.0 x 26.0	6	-	-	\$65.00	\$390	\$4,680
12.0 x 30.0	20	-	-	\$65.00	\$1,300	\$15,600
12.0 x 80.0	15	-	-	\$80.00	\$1,200	\$14,400
TOTAL Uncovered Parking:	42	-	-	\$70.12	\$2,945	\$35,340
GRAND TOTAL	552	155	85,550	\$135.50	\$74,795	\$897,540

INCOME AND EXPENSES

	CURRENT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Gross Potential Rent	\$897,540	\$924,466	\$952,200	\$980,766	\$1,010,189	\$1,040,495
Physical Vacancy	(455,412)	(231,117)	(47,610)	(49,038)	(50,509)	(52,025)
Economic Vacancy	(41,122)	(138,670)	(47,610)	(49,038)	(50,509)	(52,025)
Total Vacancy	(496,533)	(369,786)	(95,220)	(98,077)	(101,019)	(104,049)
Vacancy %	55.3%	40.0%	10.0%	10.0%	10.0%	10.0%
Effective Rental Income	\$401,007	\$554,680	\$856,980	\$882,690	\$909,170	\$936,445
Late, Letter, & NSF Fees	0	11,094	17,140	17,654	18,183	18,729
Tenant Insurance	0	9,688	18,406	24,542	28,632	32,723
Total Other Income	\$0	\$20,781	\$35,546	\$42,196	\$46,816	\$51,451
Effective Gross Income (EGI)	\$401,007	\$575,461	\$892,526	\$924,885	\$955,986	\$987,897
Property Taxes	125,900	144,785	147,680	150,634	153,647	156,720
Insurance	20,702	21,116	21,538	21,969	22,408	22,856
Utilities & Trash	25,531	26,041	26,562	27,093	27,635	28,188
Repairs & Maintenance	2,570	10,000	10,200	10,404	10,612	10,824
Advertising	703	20,000	20,400	20,808	21,224	21,649
Salaries, Taxes, & Benefits	29,251	50,000	51,000	52,020	53,060	54,122
Management Fee	20,050	28,773	44,626	46,244	47,799	49,395
Office Supplies & Postage	1,577	1,609	1,641	1,674	1,707	1,741
Bank & Credit Card Fees	10,687	9,207	14,280	14,798	15,296	15,806
Telephone & Internet	0	2,400	2,448	2,497	2,547	2,598
Landscaping	0	5,000	5,100	5,202	5,306	5,412
Other expenses	267	272	278	283	289	295
Total Expenses	\$237,238	\$319,203	\$345,754	\$353,627	\$361,531	\$369,606
% of EGI	59.2%	55.5%	38.7%	38.2%	37.8%	37.4%
Net Operating Income (NOI)	\$163,769	\$256,258	\$546,772	\$571,259	\$594,455	\$618,291
Operating Margin %	40.8%	44.5%	61.3%	61.8%	62.2%	62.6%

Financial Footnotes:

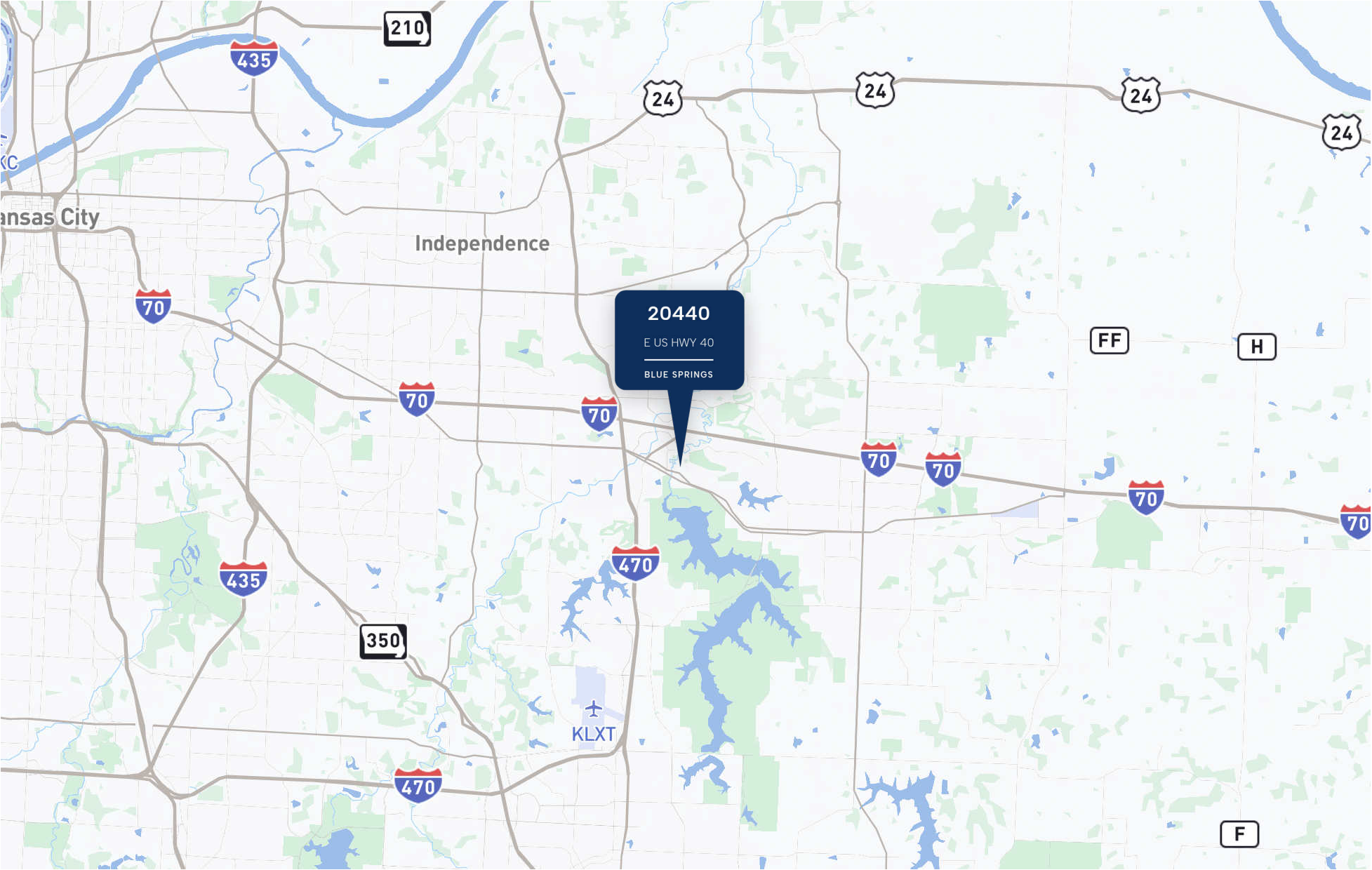
1. RE Taxes are based on the current appraised value of \$4,405,304; Taxes increased 15% to hedge risk of reassessment
2. Income based on 2025 gross actual
3. Expenses based on 2025 actual
4. A management fee is added to expenses based on 5% of the gross income

03

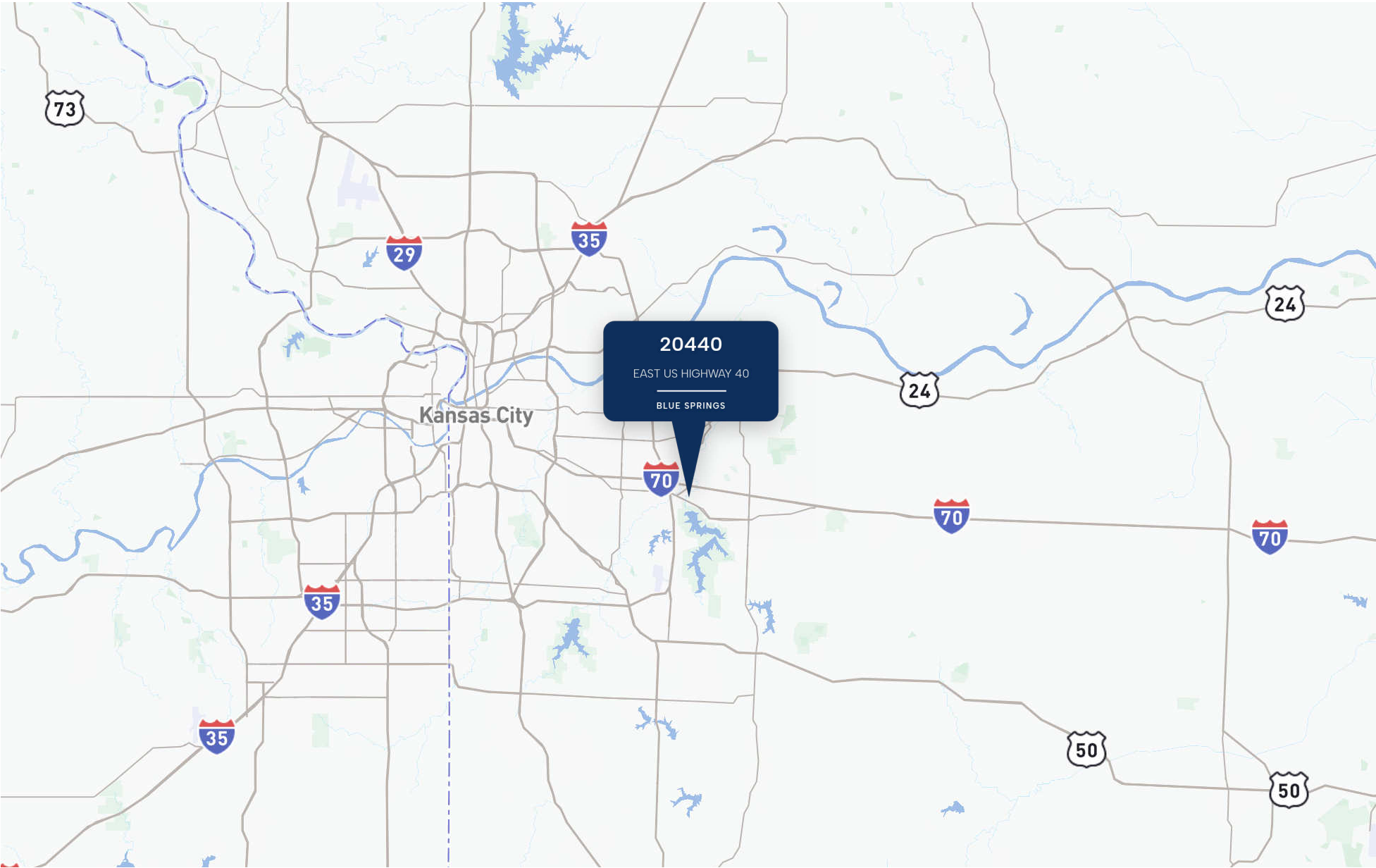
PROPERTY
INFORMATION



LOCAL MAP



REGIONAL MAP



ALL SECURED STORAGE

20440 EAST US HIGHWAY 40



Holke Ave

S Park Ridge Dr

East Fork Little Blue River

S Valley View Rd

S Park Ridge Dr

40

40

40

Blue River

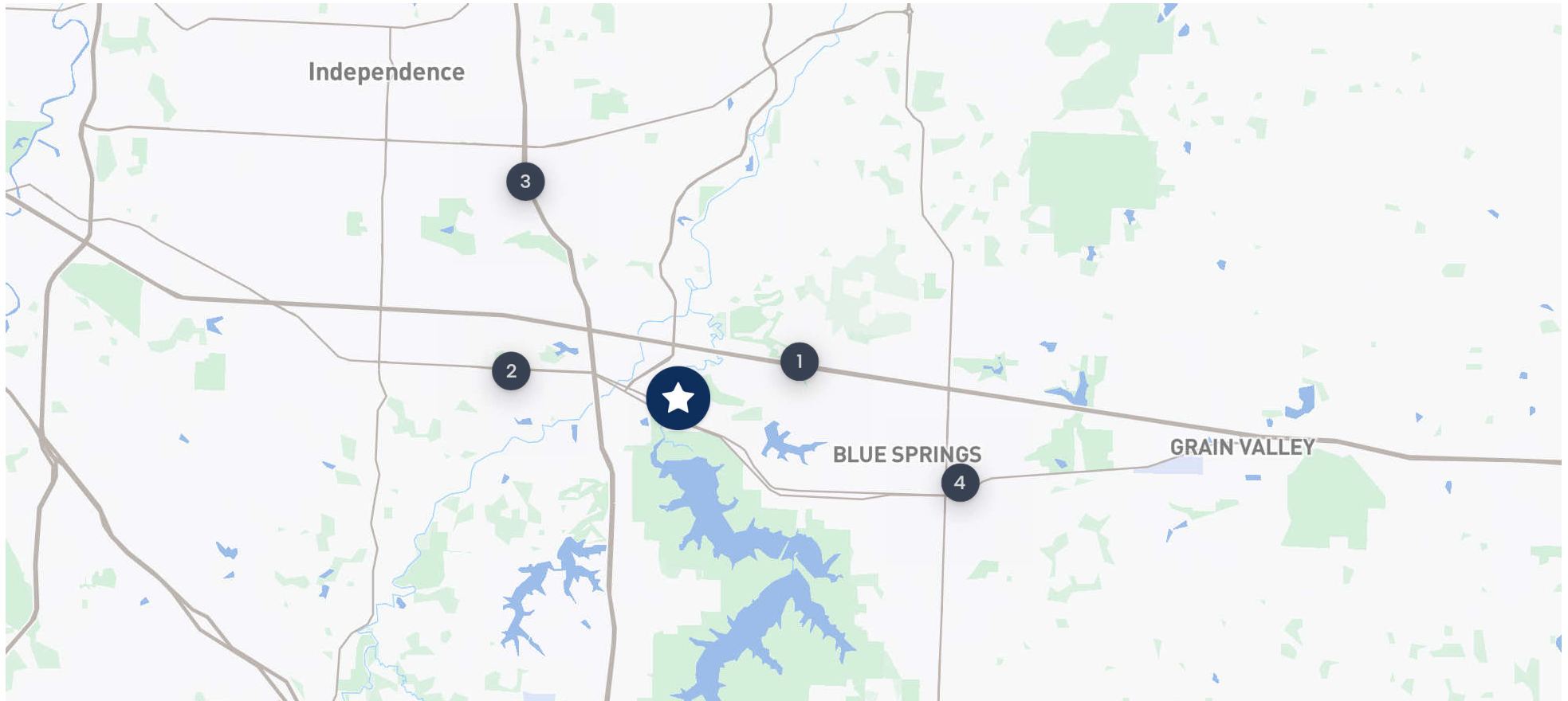
S Brittny Dr

04

RENT
COMPARABLES



RENT COMPARABLES MAP



LEGEND	PROPERTY NAME	ADDRESS	AVERAGE RENT/SF
★	All Secured Storage	20440 US Hwy 40, Blue Springs, MO	\$0.98
1	StorageMart	12300 NW South Outer Rd, Blue Springs, MO 64015	\$0.55
2	StorageMart	16855 E US Hwy 40, Independence, MO 64055	\$0.68
3	Public Storage	2700 M 291 Frontage Rd, Independence, MO 64057	\$0.73
4	Blue Springs Self Storage	410 SW S Ave, Blue Springs, MO 64014	\$0.92

RENT COMPARABLES



All Secured Storage

20440 US Hwy 40,
Blue Springs, MO

Unit Type	Rent	Rent/SF
5x10 NCC	\$65	\$1.30
10x10 NCC	\$100	\$1.00
10x15 NCC	\$125	\$0.83
10x20 NCC	\$155	\$0.78
Average:	\$0.98	

StorageMart

12300 NW South Outer
Rd, Blue Springs, MO

Unit Type	Rent	Rent/SF
5x10 NCC	\$37	\$0.74
10x10 NCC	\$54	\$0.54
10x15 NCC	\$69	\$0.46
10x20 NCC	\$94	\$0.47
Average:	\$0.55	

StorageMart

16855 E US Hwy 40,
Independence, MO

Unit Type	Rent	Rent/SF
5x10 NCC	\$35	\$0.70
10x10 NCC	\$72	\$0.72
10x15 NCC	\$88	\$0.59
10x20 NCC	\$140	\$0.70
Average:	\$0.68	

Public Storage

2700 M 291 Frontage
Rd, Independence, MO

Unit Type	Rent	Rent/SF
5x10 NCC	\$38	\$0.76
10x10 NCC	\$64	\$0.64
10x15 NCC	\$--	\$--
10x20 NCC	\$158	\$0.79
Average:	\$0.73	

Blue Springs Self Storage

410 SW S Ave, Blue
Springs, MO 64014

Unit Type	Rent	Rent/SF
5x10 NCC	\$--	\$--
10x10 NCC	\$99	\$0.99
10x15 NCC	\$139	\$0.93
10x20 NCC	\$169	\$0.85
Average:	\$0.92	

05

MARKET
ANALYSIS



WELCOME TO

BLUE SPRINGS, MO



"Blue Springs, Missouri, is an affluent, growing suburban community located exactly 19 miles east of downtown Kansas City. Serving as a critical node within the Kansas City Metropolitan Area, the immediate submarket within a 5-mile radius boasts a robust and expanding population of 122,055 residents across 48,642 households. This population is projected to continue its steady growth, reaching over 125,400 residents by 2030. The local economy is supported by major employers like the Blue Springs School District and St. Mary's Medical Center. The area offers exceptional accessibility, driven by immediate frontage on US Highway 40 and proximity to the Interstate 70 corridor. With a 2025 average household income of \$96,750 and a median household income of \$81,164, the community offers strong purchasing power. Residents enjoy access to premier amenities, including Independence Center and Cable Dahmer Arena, which drives sustained commercial and retail demand."

MARKET HIGHLIGHTS



POPULATION GROWTH

The 5-mile radius is expected to grow by 3,347 people from 2025 to 2030. With the 5-mile population projected to reach 125,402 by 2030, this steady growth indicates strong, long-term demand for local services.



HIGH MEDIAN HHI

The area boasts a median household income of \$89,274, which is 25% higher than the state average, creating a favorable environment for retail businesses.



EXPANDING HOUSEHOLD DEMAND

With the number of households in the 5-mile radius projected to grow to nearly 50,000 by 2030, the area is experiencing steady residential development.



PROXIMITY TO KANSAS CITY

Blue Springs, located just 20 miles east of Kansas City, benefits from direct access to a major metropolitan market via U.S. Highway 40 and nearby I-70. This prime location drives heavy commuter traffic and robust economic activity.



AFFLUENT SUBURBAN LIVING

Blue Springs offers a highly desirable suburban lifestyle with strong earning power. The area boasts a 2025 median household income of \$89,274 within a 3-mile radius, and an average household income exceeding \$106,000.

AMENITIES MAP



DEMOGRAPHICS

Population	1 MILE	3 MILE	5 MILE
2025 Total Population	4,770	42,094	122,055
2025 Population Density	1,441	1,946	1,679
2020-2025 Growth	150	919	2,492
2020-2025 Average Annual Growth	30	184	498
2030 Total Population	4,901	43,252	125,402
2030 Population Density	1,481	1,999	1,725
2025-2030 Projected Population Growth	131	1,158	3,347
2025-2030 Projected Average Annual Growth	26	232	669
2020 Population	4,620	41,175	119,563
2010 Total Population	4,542	36,949	110,385
2000 Population	4,165	29,313	101,107

Household Income	1 MILE	3 MILE	5 MILE
2025 Average Household Income	\$ 98,478	\$ 106,859	\$ 96,750
2025 Aggregate Household Income	\$ 204,538,934	\$ 1,855,930,702	\$ 4,706,096,554
2025 Median Household Income	\$ 79,262	\$ 89,274	\$ 81,164
2025 Per Capita Income	\$ 43,298	\$ 44,196	\$ 38,762
2030 Aggregate Household Income	\$ 236,520,761	\$ 2,139,621,519	\$ 5,392,162,386
2030 Average Household Income	\$ 110,783	\$ 119,907	\$ 108,007
2030 Median Household Income	\$ 86,664	\$ 96,441	\$ 88,470
2030 Per Capita Income	\$ 48,704	\$ 49,584	\$ 43,219

Households	1 MILE	3 MILE	5 MILE
2025 Households	2,077	17,368	48,642
2020-2025 Growth	2,077	10,782	24,661
2020-2025 Average Annual Growth	415	2,156	4,932
2030 Households	2,135	17,844	49,924
2025-2030 Growth	58	476	1,282
2025-2030 Average Annual Growth	12	95	256
2020 Households	0	6,586	23,981



122,055

2025 Total Population
5-MILES



1,725

2030 Population Density
5-MILES



\$96,750

2025 Avg HH Income
5-MILES



\$81,164

2025 Med HH Income
5-MILES



1,282

2025-2030 Growth
5-MILES



49,924

2030 Households
5-MILES

MAJOR EMPLOYERS

Blue Springs, MO benefits from a diverse employment base within the Kansas City metro, anchored by employers like the Blue Springs School District, Independence School District, and G.E.H.A. The robust economy supports over 30,000 workers, primarily in healthcare, retail, and education. This strong foundation drives steady job growth and consistent demand for housing, services, and storage, making Blue Springs an economically stable location.

Employer Name	Industry	Employees
Lee's Summit R-7 School District	Education	3,000
Independence School District	Education	2,000
Lee's Summit Medical Center	Healthcare	1,500
Blue Springs School District	Education	1,500
U.S. National Benefits Center	Government	1,500
Centerpoint Medical Center	Healthcare	1,500
GEHA	Insurance	1,500
Lake City Army Ammunition Plant	Defense Manufacturing	1,500



MAJOR DEVELOPMENTS



1500 NW North Ridge Drive

Announced in May 2026, Block & Company is developing a major grocery-anchored mixed-use project. This serves as phase two of the city's first luxury apartment community (123 units). It features over 11,000 square feet of retail anchored by Cosentino's Price Chopper. This project highlights the growing affluence and demand for premium services in Blue Springs, slated for completion in Summer 2027.



Improve I-70 Project

This is the most significant regional infrastructure project directly impacting the market. Currently underway and scheduled for completion in late 2028, this design-build project adds a third lane to Interstate 70 in both directions, starting just west of MO Route 7 in Blue Springs and extending to Odessa. This dramatic improvement to regional mobility will further solidify Blue Springs as a prime commuter suburb for Kansas City.



Downtown Streetscape Project

Launched by the city in June 2026, this major civic investment aims to revitalize the downtown core. The project focuses on creating a safer, more walkable, and economically vibrant downtown district to attract local businesses and foot traffic.



Sustained Construction

New home construction remains incredibly robust, particularly in master-planned communities and subdivisions like the Retreat at Chapman Farms and Eagles Creek. With many new-build homes priced in the \$400,000 to \$600,000+ range, the area is consistently drawing high-income, established households. This steady influx of suburban homeowners is a primary driver for local self-storage and service demand.







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