



Cornerstone Storage - DeSoto

3655 Athena School Rd, DeSoto MO 63020



O: 314.833.4388
iebrealestate.com
Saint Louis, Missouri



Ryan Schmidt
C: 314.775.8484
Ryan.Schmidt@iebrealestate.com
MO License Number: 2021023469



Andy Heck
C: 314.740.0926
Andy@iebrealestate.com
MO License Number: 2017015940



Table of Contents



Page 1	Cover Page
Page 2	Table of Contents
Page 3	Legal Disclaimer
Page 4	Offering Summary
Page 5	Annual Expense Breakdown
Page 6	Market Overview
Page 7.....	Location / Map View
Page 8	Unit Mix / Income Potential
Page 9	Site Plan / Unit Layout
Page 10	Flea Market Summary
Page 11	Value Add / Upside Potential
Page 12	Demographics / Comps
Page 13	Site Pictures
Page 14	Broker Contact/Closing Slide



Disclaimer



IEB Real Estate, LLC (the “Company”) prepared this memorandum (“Memorandum”) solely from documents and information (the “Materials”) provided to the Company by the seller of the subject property (the “Property”). The Company has not conducted an independent investigation of the facts contained in the Materials or the Property, has no knowledge of the accuracy or truthfulness of the facts contained in the Materials, makes no warranty regarding the accuracy or truthfulness of any information disclosed in the Materials, and disclaims any liability with respect to any inaccuracies or misinformation contained in the Materials. Furthermore, the Company is not aware of any adverse material fact respecting the seller or the Property, except for those facts expressly disclosed in this Memorandum.] Prospective buyers will have the opportunity to obtain additional information regarding the facts contained in the Materials and disclosed in this Memorandum during the due diligence period.



Offering Summary



Cornerstone Storage

Price	\$1,750,000
Net Rentable Square Feet	16,050
Expansion Square Feet (Approximate)	15,000+
Property Size	5.52 Acres
Total Unit in Current Configuration	107 (two units owner occupied)
Year-to-Date Income (July 2025)	\$88,990
Gross Income 2024	\$163,037
NOI 2024	\$69,163
Gross Income 2023	\$91,230
Current Physical Occupancy	82%
Current Area Occupancy	81%
Parcel ID	23-2.1-04.0-0-000-052



Annual Expense Breakdown



Expenses - Cornerstone Storage

Real Estate Taxes	\$	19,756.48
Credit Card Services (4% - Varies Monthly)	\$	5,220.00
Insurance (Shelter)	\$	5,045.87
Supplies/Maintenance	\$	2,615.11
Telephone/Internet (Spectrum)	\$	1,260.00
Trash	\$	1,152.00
Water/Sewer	\$	562.00
Ameren (Electric) - Adjusted in 2025 with Solar Panel	\$	480.00
Professional Fees (Accounting & Tax)	\$	300.00
Advertising	\$	126.19
Landscaping (Mowing, Bugs)	\$	-
Total Annual Expenses (Approximate)	\$	36,517.65



Market Overview



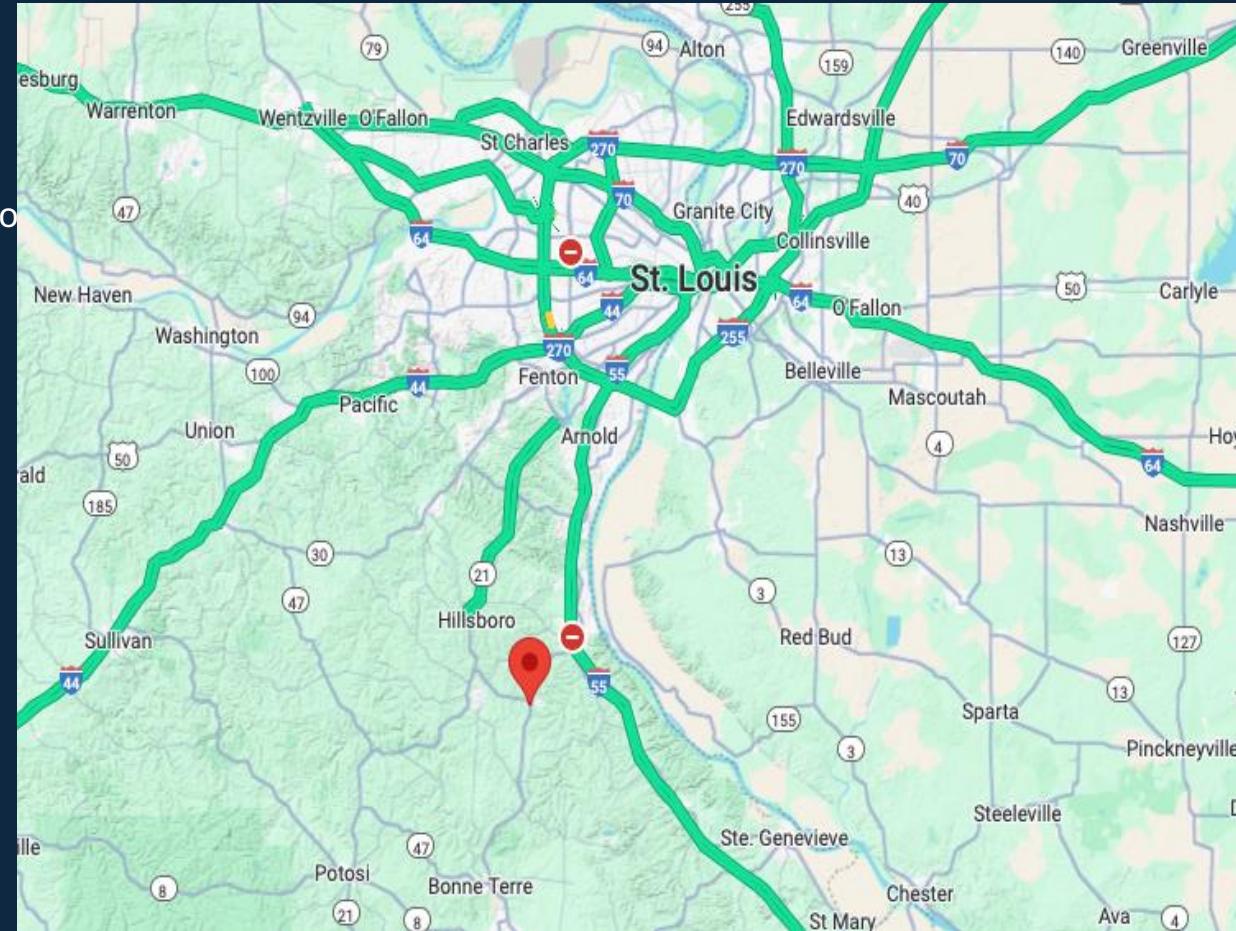
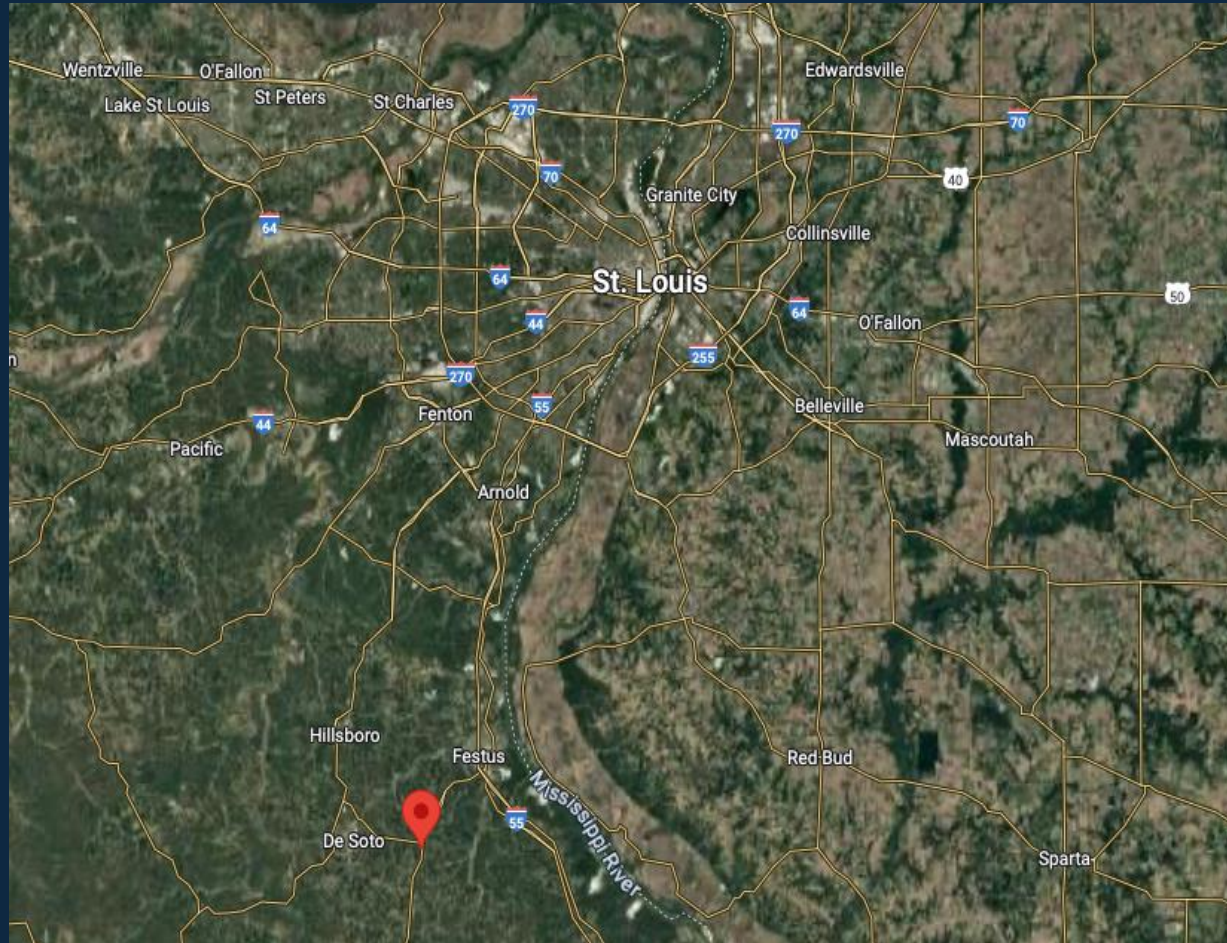
De Soto, Missouri, is a **welcoming, historically significant community** with a unique small-town charm, affordable living, and a beautiful natural environment. Its positioned approximately 45 miles south of St. Louis, De Soto offers a blend of small-town atmosphere, scenic landscapes, and convenient access to the greater St. Louis metropolitan area. DeSoto provides residents with access to big-city amenities while maintaining the peaceful pace of rural life. Whether you're visiting for its history, considering relocation, or investing in the area, De Soto offers a strong sense of community, scenic surroundings, and growth potential that continues to attract interest.

Olympian Village is a small, close-knit city located in **Jefferson County, Missouri**, approximately **40 miles south of St. Louis**. Tucked away in a quiet corner of the St. Louis metropolitan region, Olympian Village offers residents a tranquil, suburban-rural lifestyle with convenient access to nearby towns and city amenities.

Though modest in size, Olympian Village is known for its strong sense of community, affordable housing, and peaceful surroundings. The city is primarily residential, composed of well-established neighborhoods, family homes, and open green spaces that appeal to those seeking a quieter pace of life away from urban congestion.

Festus, Missouri, located just a short drive north of DeSoto, is a thriving community that adds significant value to the surrounding trade area. With a population of approximately **12,700 residents**, Festus serves as a regional hub for shopping, dining, and essential services, drawing daily visitors from neighboring towns including DeSoto, Crystal City, and Olympian Village. Festus' **strong residential base, expanding commercial activity, and proximity to major highways** help create a steady demand for storage solutions in the surrounding areas. DeSoto's storage facility stands to benefit from this regional growth by capturing customers who live in, work in, or frequently travel through Festus.

Location & Map View





Unit Mix & Income Potential

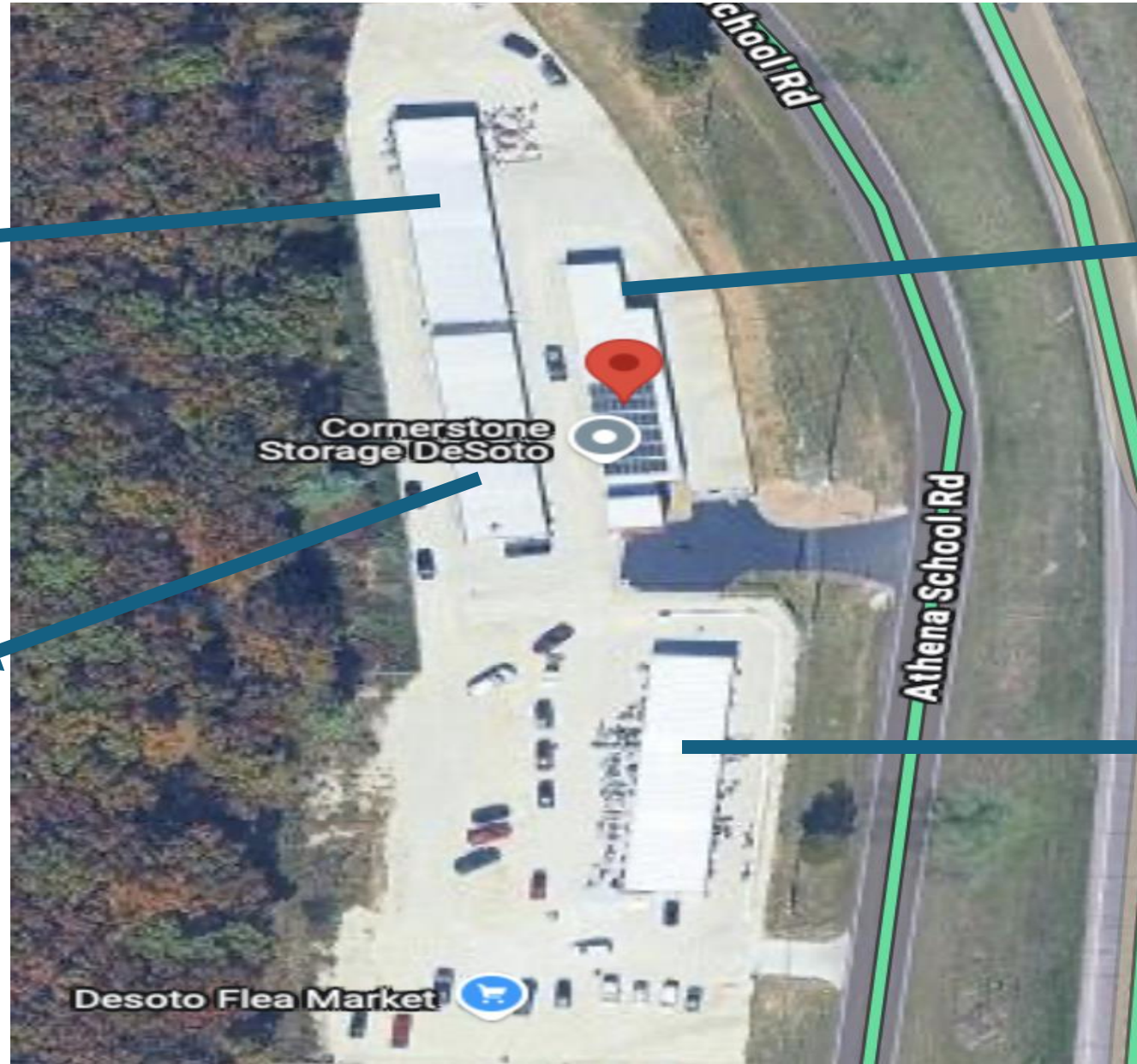


Unit Size	Total Units	Square Feet/Unit	Total Square Feet	Monthly Rent	Gross Monthly Potential	Gross Annual Potential
5x10	22	50	1,100	\$80	\$960	\$11,520
5x10 (CC)	3	50	150	\$85	\$1,020	\$12,240
10x10	14	100	1,400	\$120	\$1,440	\$17,280
10x10 (CC)	4	100	400	\$135	\$1,620	\$19,440
10x15	20	150	3,000	\$160	\$1,920	\$23,040
10x15 (CC)	8	150	1,200	\$180	\$2,160	\$25,920
10x20	9	200	1,800	\$225	\$2,700	\$32,400
10x20 (CC)	6	200	1,200	\$200	\$2,400	\$28,800
10x30	16	300	4,800	\$225	\$2,700	\$32,400
10x30 (CC)	3	300	900	\$249	\$2,988	\$35,856
Outdoor	-	-	-	\$50	-	-
Total	105	1600	15950	\$1,709	\$19,908	\$238,896

Site Plan / Unit Layout

Building 200
Drive Up Storage
(11) 5x10
(3) 10x10
(2) 10x15
(3) 10x20
(7) 10x30

Building 300
Drive Up Storage
(12) 5x10
(3) 10x10
(6) 10x15
(3) 10x20
(5) 10x30



Building 100
Office
Climate Control
Solar Power
Automated Gate
(4) 5x10
(4) 10x10
(8) 10x15
(6) 10x20
(3) 10x30

Building 400
Drive Up Storage
(7) 10x10
(10) 10x15
(2) 10x20
(6) 10x30



Flea Market Summary



Benefits

- Increase occupancy by 30% (Building 4 rented 100% in 30 days)
- Increased Rents – Demanding higher rents for tenants participating in Flea Market
- Additional Income to facility
- Community Engagement / Public Awareness / Low-Cost Marketing
- Differentiate from Competition
- Open Saturdays 9:00am – 3:00pm



Value Add / Upside Potential



By capitalizing on these expansion avenues, a new owner can unlock substantial upside through increased occupancy, improved rental diversity, and higher overall revenue, positioning the facility for long-term growth and increased asset value. Property expands beyond south gate for additional opportunity.



Cornerstone Storage offers an attractive value-add opportunity in the NW corner (outside fence line) through the potential installation of a revenue-generating billboard on-site. The property's location and visibility make it a prime candidate for outdoor advertising, which can provide a steady, passive income stream with minimal operational oversight. The current ownership has already taken proactive steps by initiating conversations with a reputable communications company to gauge interest and feasibility.



An immediate value-add opportunity exists through the implementation of a **tenant protection program** using providers like **6Storage**. By offering tenant protection plans, a new owner can generate an additional revenue stream with minimal overhead while providing customers peace of mind for their stored belongings.



Demographics / Comps



DeSoto Demographics

Population	6,452
Total Housing Units	3,025
Average HH Income	\$45,181
Median HH Income	\$54,855
Median Age	32.6

Rent Comps – Square Foot Per Capita: (3-mile) 1.42 (5-mile) 5.42

Budget Self Storage		APB Storage - Festus		Storage 67 - Festus		Rally Storage – (Climate Control)	
5x10	\$50	5x10	\$79	5x10	\$52	5x10	\$85
10x10	\$87	10x10	\$109	10x10	\$89	10x10	\$125
10x15	\$108	10x15	\$139	10x15	\$113	10x15	\$150
10x20	\$118	10x20	\$169	10x20	\$119	10x20	\$200





Contact Information

IEB Real Estate, LLC

727 Craig Road, Suite 201
Saint Louis, Missouri 63141
iebrealestate.com
(314) 833.4388

Ryan Schmidt – 314. 775.8484
Investment Real Estate Advisor
MO License Number: 2021023469
Email: Ryan.Schmidt@iebrealestate.com

Andy Heck – 314.740.0926
VP Brokerage
MO License Number: 2017015940
Email: Andy@iebrealestate.com

Andrew Medler – 314.471.4728
Missouri Broker of Record
MO License Number: 1999118063
Email: Andrew@iebrealestate.com

IEB Real Estate is dedicated to creating long-term relationships with its clients, demonstrating integrity and ingenuity in all its interactions, and above all - providing unparalleled, client-centric service.