

**FOR SALE BUSINESS & REAL ESTATE**

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**JOHN'S BIG DECK**  
**TURNKEY RESTAURANT & BAR**

**928 Wyandotte St, Kansas MO, 64105**

**DOWNTOWN KCMO**



Carthage Real Estate Group is Brokered by KW Key Partners LLC. Each office is independently owned and operated

# EXECUTIVE SUMMARY

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- Quick Investment Highlights
- Property Summary
- Photos
- Business Overview & Highlights
- Business Financial Summary
- Sale Price & Value Summary
- Investment & Financing Summary
- What Sets This Business Apart
- Market Insight & Map Location



# QUICK INVESTMENT HIGHLIGHT

- ±8,000 SF restaurant & bar with 3 revenue levels including rooftop space.
- Operating since 1983, over 40 years with loyal customer base.
- Generates \$501K+ cash flow, with margins that can reach 20–25%.
- Recent upgrades in HVAC, plumbing, electrical, and interiors.
- Prime downtown hard-corner location near government, hotels, parking.
- Eligible for Urban Renewal, TIF, CID, Enterprise Zone & Opportunity Zone incentives.
- Second floor event space & rooftop offer additional income potential.
- Strong fundamentals: ~\$3M–\$3.5M sales, \$560K–\$718K NOI, ~16.6% cap rate.
- Proven performer with steady YOY sales growth, underscoring long-term stability and income reliability.

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# PROPERTY SUMMARY

## JOHN'S BIG DECK RESTAURANT & BAR

CLASS	C	BUILDINGS	1
BUILT	1915	CLASS	C
RENNOVATED	2023	STORIES	3
AC. LOT	0.10 AC	CONSTRUCTION	MASONARY
ZONING	C4	COUNTY	JACKSON
Restaurant Occupancy	350	TAX (2023)	\$10,807

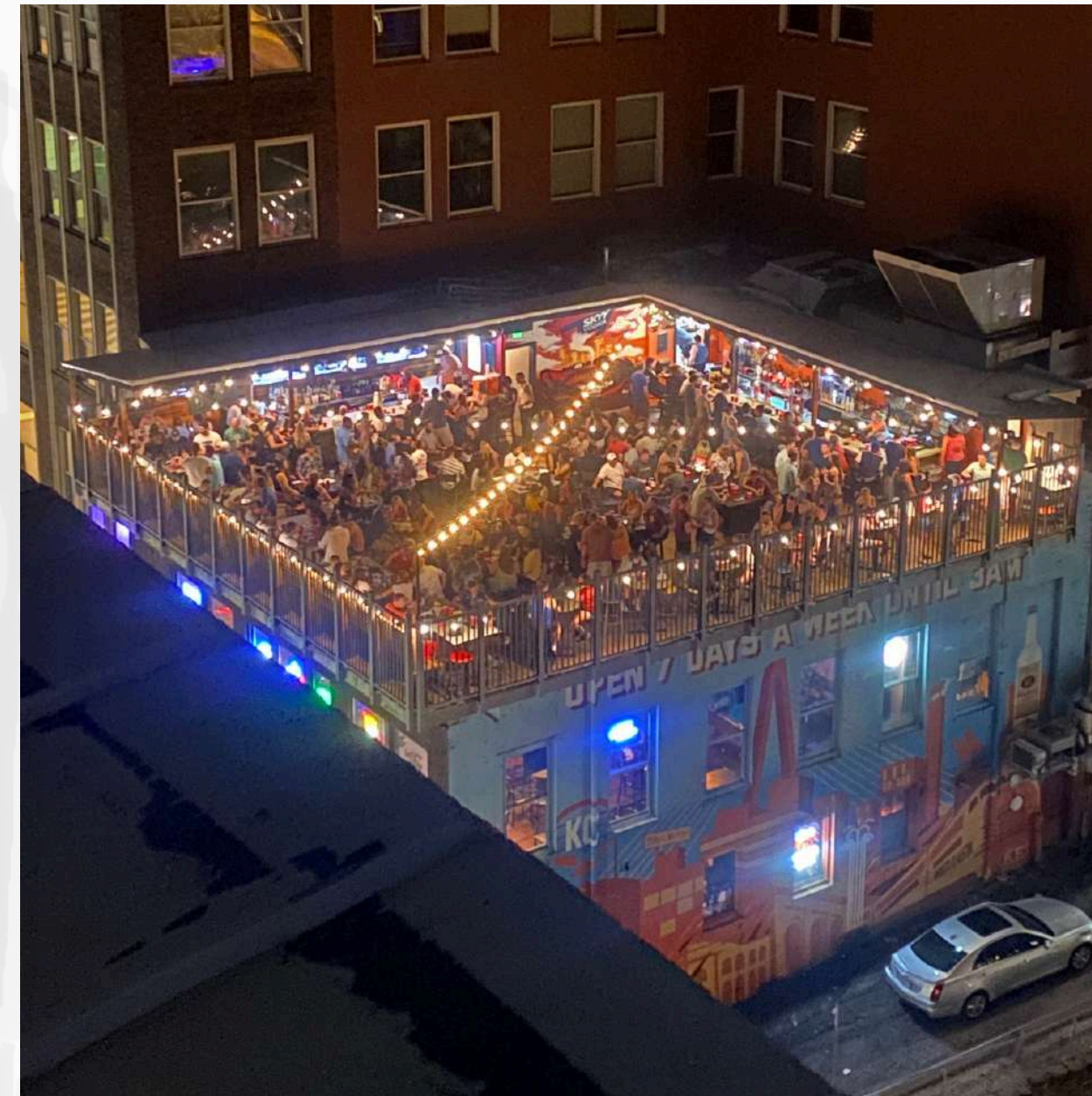
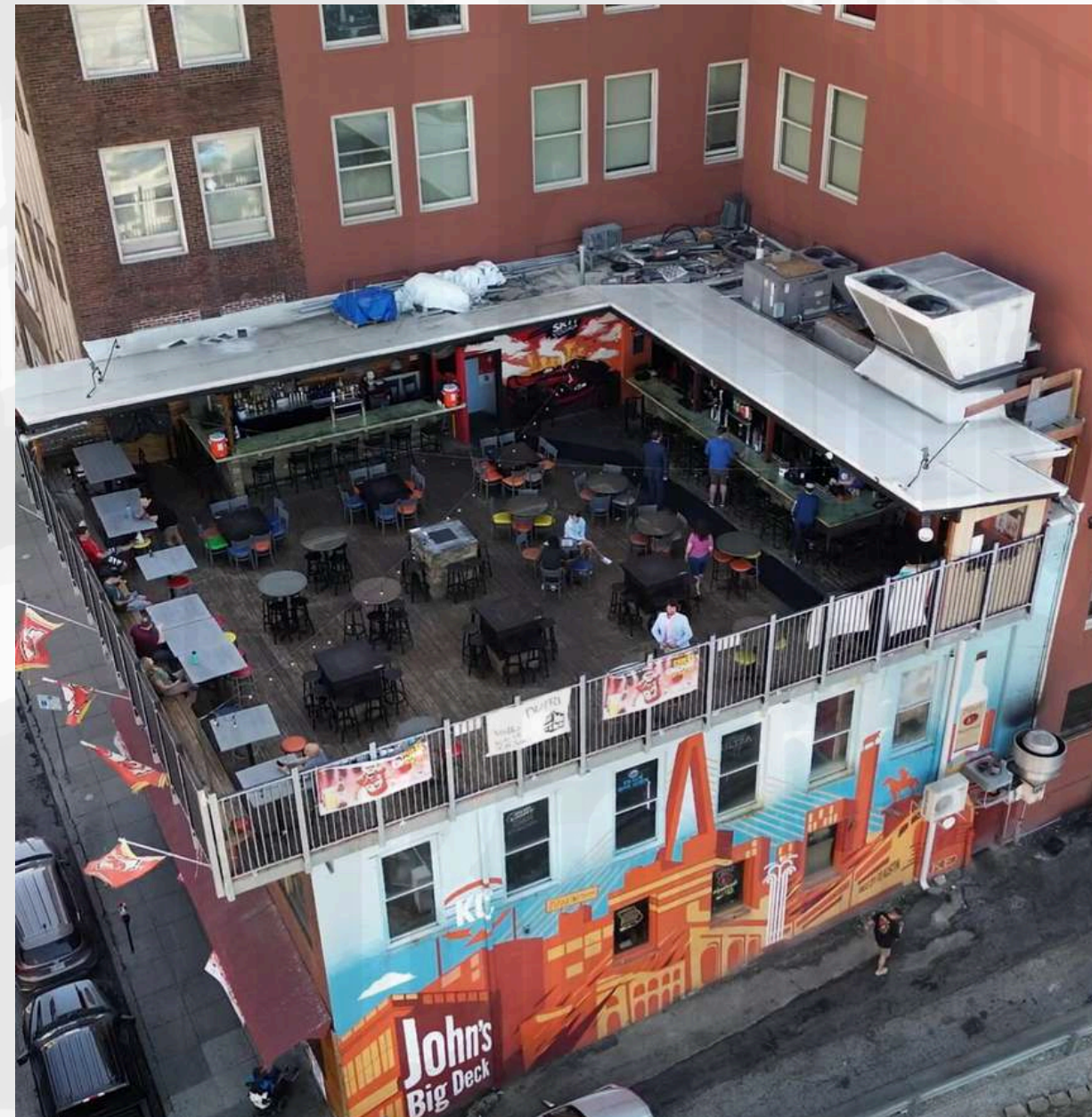


	1 mile	3 miles
➤ Population	17,480	92,323
➤ Households	10,699	42,450
➤ Median Age	33.80	34
➤ Median HH Income	\$66,745	\$50,027
➤ Daytime Employees	67,192	172,581
➤ Population Growth	📈 2.15%	📈 1.98%
➤ Household Growth	📈 2.22%	📈 2.27%



# PHOTOS

928 Wyandotte St, Kansas MO, 64105



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PHOTOS

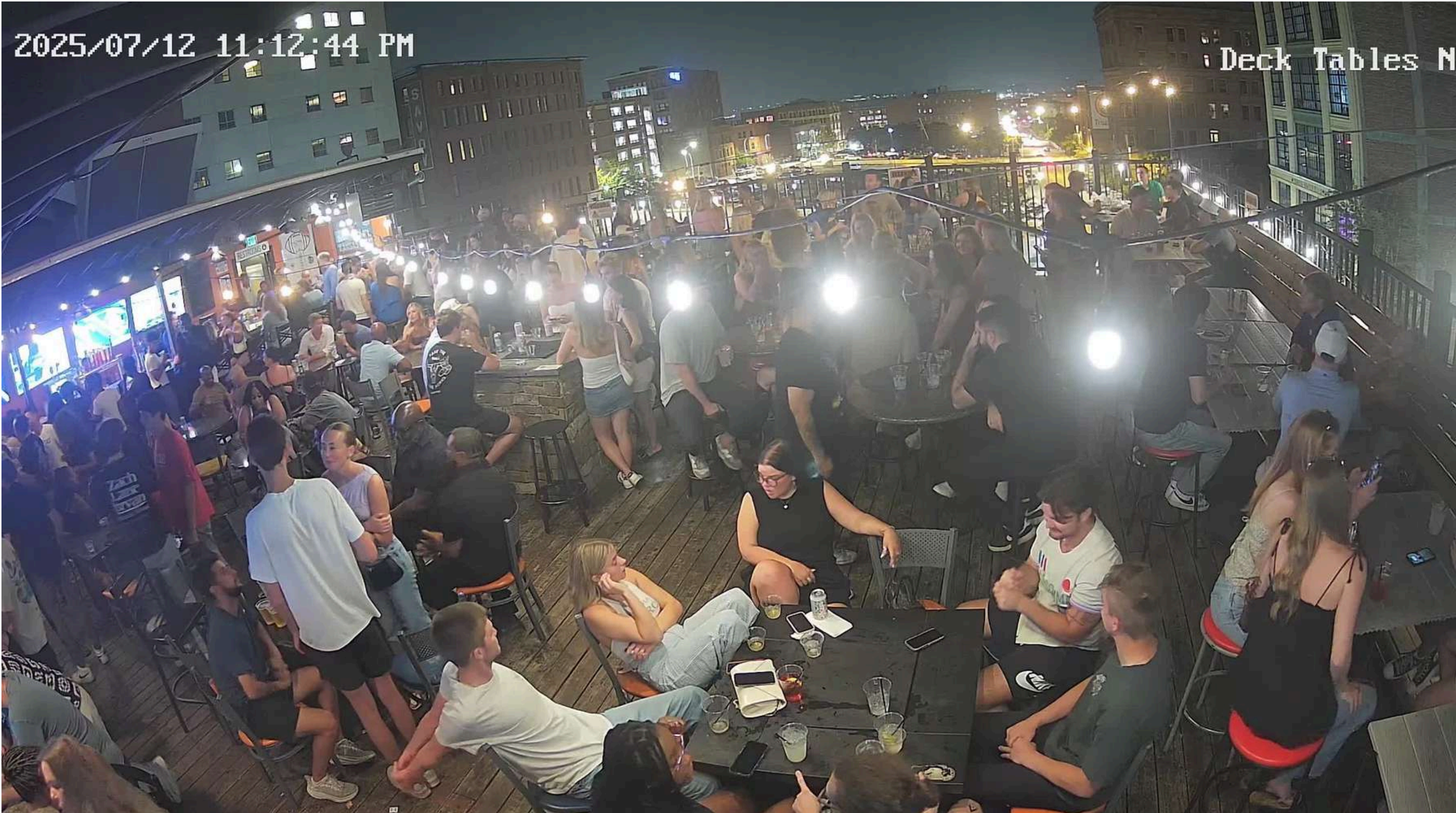




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## DECK



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# PHOTOS

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**BEST  
ROOFTOP BAR**





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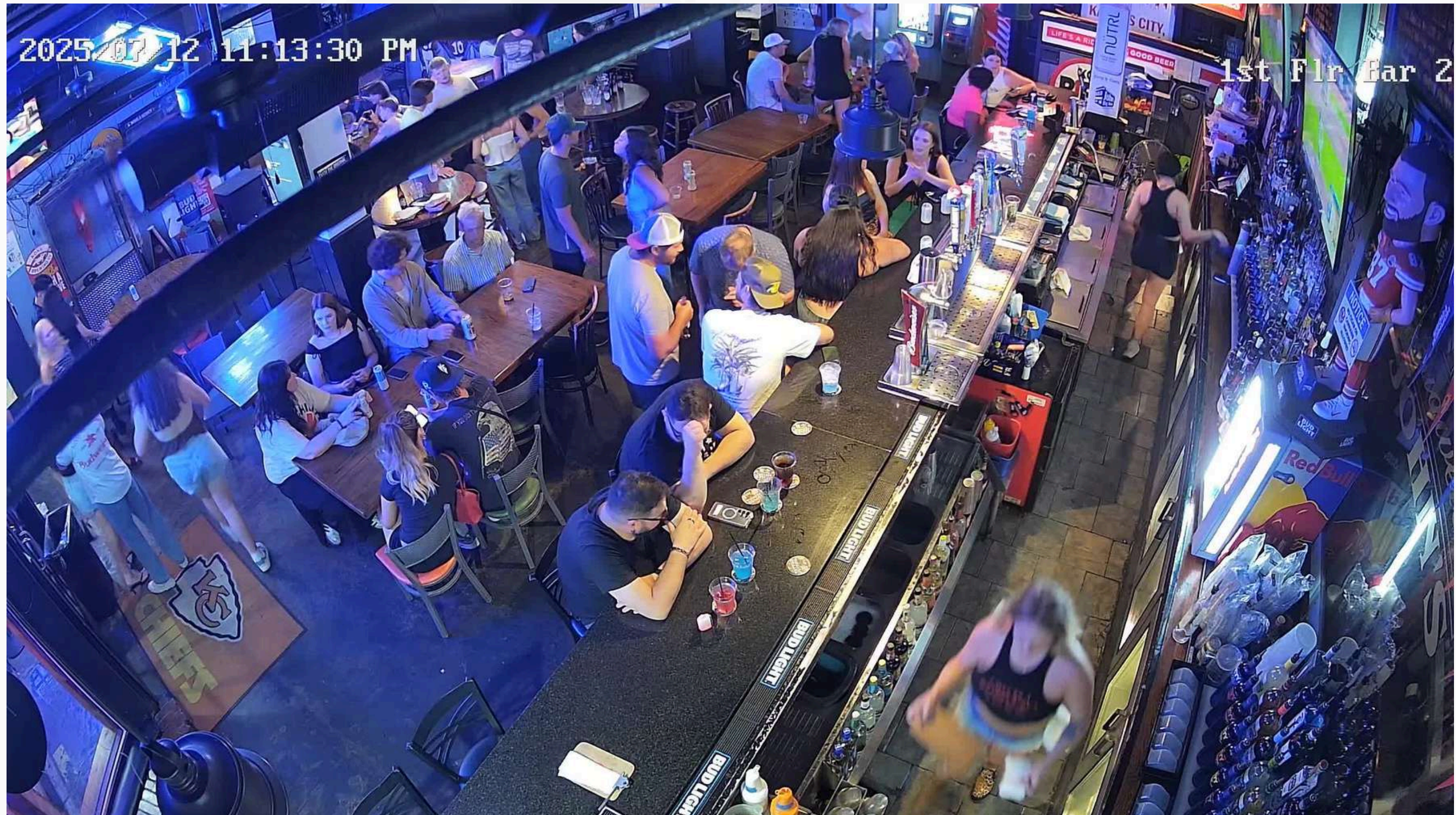




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## FIRST FLOOR



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# PHOTOS

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## SECOND FLOOR





# PHOTOS

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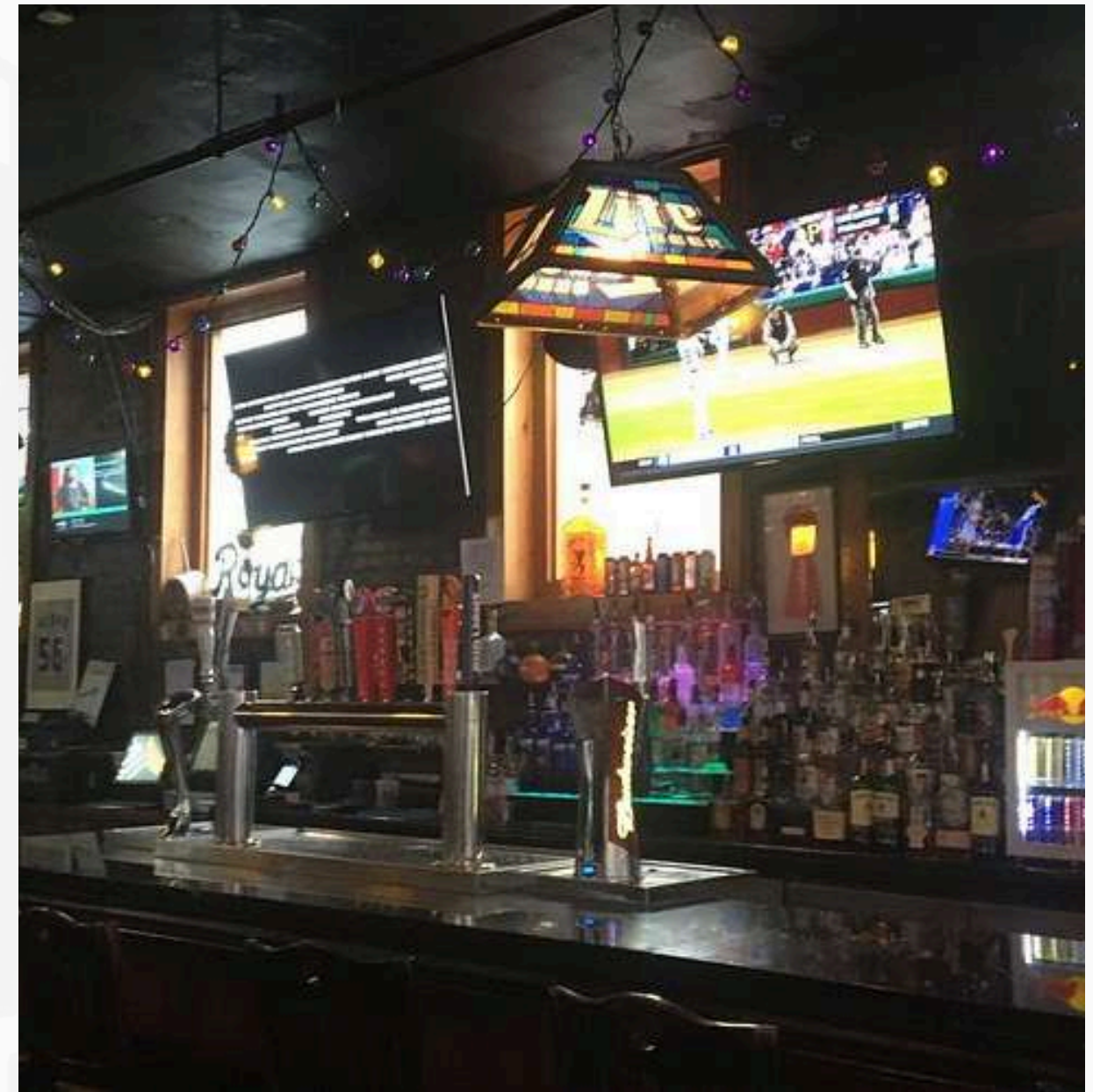
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# BUSINESS OVERVIEW & HIGHLIGHTS

**Turnkey Restaurant, Bar & Rooftop Venue in Prime Downtown KC:** A fully equipped, established hotspot with multi-revenue streams and a stellar reputation, positioned for continued success.

**Business:** Full-service restaurant, bar, and event venue operating seamlessly in Kansas City's vibrant core.

**Size:** Spanning Approx. 8,000 SF across three levels, each about 2,500 SF plus a 3,000 SF rooftop, maximizing usable revenue space.

**Hours:** Open 7 days a week, Mon–Sat 11 AM–3 AM and Sun 11 AM–Midnight, capturing daytime, evening, and late-night crowds.

**Website:** Explore more at [johnsbigdeckkc.net](https://johnsbigdeckkc.net).

**Dynamic Multi-Level Layout:** Features a lively first-floor sports bar, a private second-floor event space perfect for parties and corporate events, and a rooftop deck with skyline views, fire pits, and a vibrant nightlife scene.

**Atmosphere & Brand Power:** Known for its stunning downtown views and scenic atmosphere, the venue has built a loyal local following, earning glowing reviews on Google and Yelp for its exceptional service, music, and unbeatable prices.

**Unbeatable Downtown Location:** Situated mid-block on Wyandotte between Broadway and Central, steps from the Kansas City Streetcar and surrounded by offices, hotels, and nightlife that drive steady foot traffic.

**Menu & Bar Highlights:** Offers crowd-favorite American classics like burgers, wings, tacos, nachos, loaded tots, and mac & cheese, along with signature “Deck Teasers,” seasonal tacos, and a full bar featuring rotating local and national taps — all affordably priced with many items under \$10.



# BUSINESS FINANCIAL SUMMARY

This business demonstrates strong, consistent performance across the years, with diversified revenue streams from liquor, beer, wine, food, merchandise, events, and more. Highlights include:

- **Total Sales:** Ranging from approximately \$3.0M to \$3.5M annually
- **Gross Profit:** Consistently exceeding \$2.1M, reflecting healthy operational margins
- **Cash Flow (owner benefit):** Robust adjusted returns between ~\$437K and ~\$589K annually, delivering excellent owner income
- **Cash Flow Margins:** Ranging from 14% to 17% based on current structure, an owner-operator can achieve operational efficiencies that may push cash flow margins to 20–25%, significantly increasing take-home earnings
- **Advertising Spend:** The business consistently invests approximately \$60,000 annually in marketing and promotions to maintain brand presence and drive traffic. This spend supports an already strong customer base and could be continued, scaled back, or strategically reallocated by a new owner, given that the existing traffic is already well-established
- **Added Buyer Upside:** New Year’s Event Sales (\$20K–\$30K) Not Included

Year	Total Sales	Cash Flow	Margin	NOI
2024	\$3.38M	\$501K	14.80%	\$613K
2023	\$3.00M	\$437K	14.60%	\$560K
2022	\$3.53M	\$589K	16.70%	\$718K



# VALUE & SALE PRICE SUMMARY

Component	Basis	Estimated Value
Business Value (SDE)	4.5× ~\$501,000 cash flow	\$2,254,500
Real Estate (Property)	8,000 sq ft × ~\$280/sf market comps	\$2,240,000
Combined Estimated Value	Business + Property	\$4,494,500
Discounted Asking Price	Offered to market at	\$3,700,000
Discount to Market Value	Immediate buyer equity	~\$794,500

## Highlights & Condition

- **No deferred maintenance:** Property is well-maintained with no major upcoming capital needs.
- **Recent upgrades & renovations:** Modernized interior and operational systems already in place, reducing future capital expenses.
- **Additional upside:** Valuation does not include New Year’s event sales, estimated to generate an additional \$20,000–\$30,000 annually, further enhancing buyer return.
- **Consistent Year-Over-Year Growth:** This business has demonstrated a strong, stable sales history with consistent year-over-year growth, reflecting its solid market position, loyal customer base, and proven ability to adapt and thrive in Kansas City’s dynamic downtown environment.



# INVESTMENT & FINANCING SUMMARY

## Investment Summary

Metric	2024
Total Sales	\$3,380,000
Gross Profit	\$2,347,000+
Cash Flow (Adj. Net Income)	\$501,000
NOI (Adjusted)	\$613,000

## Returns for Buyer

Metric	Result
Cash-on-Cash Return	47%
ROI on Total Price	9.50%
CAP Rate	16.60%

## Buyer Financing (20% Down Example)

Down Payment	Loan Amount	Annual Debt Service	Cash Flow After Debt	DCR
\$740,000	\$2,960,000	\$262,490	\$350,510	2.34

## Key Investment Highlights

- Operating since 1983: Over 40 years in business with a loyal following.
- Prime downtown Kansas City location with strong visibility and foot traffic.
- Located in TIF & CID zones, offering tax and infrastructure incentives.
- No deferred maintenance: New rooftop units and recent renovations.
- Priced \$800,000 below market value
- Extra upside: Valuation excludes \$20K–\$30K in annual New Year’s event sales for additional growth.

Based on a 25-year loan at 7.5% interest with monthly payments, typical for commercial acquisition. All figures are estimates based on 2024 performance and should be independently verified by buyer.



# WHAT SETS THIS BUSINESS APART

- **Established for Over 40 Years:** Operating since 1983, with a strong local following and recognized as a premier Kansas City destination hub.
- **Prime Downtown Location:** Hard-corner site in the city's vibrant core with a rooftop view of downtown, surrounded by government buildings, corporate offices, hotels, and ample parking — ensuring steady, quality foot traffic. Located in a high-appreciation corridor that supports long-term real estate growth.
- **Recently Renovated:** Recent upgrades in newer rooftop space, plumbing, electrical upgrades, and stylish interior improvements — with no deferred maintenance.
- **Strong, Stable Team:** All employees and long-tenured management remain in place, supporting operational continuity. Only the General Manager will transition.
- **Economic Incentives:** Located in an Opportunity Zone, also qualifying for TIF, CID, Enterprise Zone, and Urban Renewal programs, reducing tax obligations and boosting ROI.
- **Excellent Reputation:** Strong reviews and robust word-of-mouth reinforce its standing as a top choice for locals and visitors alike.
- **Strong Financials:** Sales: ~\$3.0M–\$3.5M annually. Cash Flow: \$437K–\$589K (14–17% margins), with potential to reach 20–25% under owner-operator efficiencies. NOI: \$560K–\$718K. Cap Rate: ~16.6%
- **Additional Upside:** Current Sales excludes ~\$20K–\$30K from annual New Year's events
- **Second floor event & venue space:** positioned to generate new rental and event-driven income.
- **Attractive Deal for Lenders & Investors:** This proven, turnkey, high-traffic downtown asset boasts decades of operating history, strong and stable sales with consistent year-over-year growth, robust cash flow, and a strong cap rate. With appreciating real estate, multiple economic incentives, and additional revenue opportunities, this property offers compelling immediate and long-term returns. Priced \$800,000 below market value, it presents an exceptional opportunity for lenders and investors.



# MARKET INSIGHT & MAP LOCATION

## POPULATION

	1 mile	3 miles	5 miles
2020 Population	15,690	81,893	228,457
2024 Population	17,480	92,323	248,173
2029 Population Projection	17,856	94,148	251,915
Annual Growth 2020-2024	2.9%	3.2%	2.2%
Annual Growth 2024-2029	0.4%	0.4%	0.3%
Median Age	33.8	34	34.5
Bachelor's Degree or Higher	54%	33%	28%
U.S. Armed Forces	52	125	180

## POPULATION BY RACE

	1 mile	3 miles	5 miles
White	12,558	40,650	103,453
Black	2,134	25,157	65,663
American Indian/Alaskan Native	57	1,046	3,403
Asian	816	4,438	10,601
Hawaiian & Pacific Islander	10	419	838
Two or More Races	1,904	20,613	64,216
Hispanic Origin	1,642	20,431	65,418



INCOME

	1 mile	3 miles	5 miles
Avg Household Income	\$90,807	\$70,639	\$69,663
Median Household Income	\$66,745	\$50,027	\$49,689
< \$25,000	1,500	11,493	27,939
\$25,000 - 50,000	2,120	9,722	26,076
\$50,000 - 75,000	2,349	7,453	19,353
\$75,000 - 100,000	1,292	4,664	11,629
\$100,000 - 125,000	1,139	3,022	8,135
\$125,000 - 150,000	569	1,627	4,377
\$150,000 - 200,000	873	2,372	4,908
\$200,000+	827	2,096	5,080

HOUSING

	1 mile	3 miles	5 miles
Median Home Value	\$250,491	\$175,468	\$149,425
Median Year Built	1967	1956	1954

DAYTIME EMPLOYMENT

Radius	1 mile			3 miles			5 miles		
	Employees	Businesses	Employees Per Business	Employees	Businesses	Employees Per Business	Employees	Businesses	Employees Per Business
Service-Producing Industries	54,760	2,852	19	136,507	10,066	14	222,426	20,163	11
Trade Transportation & Utilit...	2,538	332	8	18,425	1,222	15	30,315	2,217	14
Information	1,894	97	20	4,667	226	21	6,840	354	19
Financial Activities	6,973	437	16	20,066	1,063	19	28,055	2,019	14
Professional & Business Se...	14,950	829	18	24,882	1,905	13	43,822	2,995	15
Education & Health Services	2,705	330	8	25,327	3,216	8	52,263	8,529	6
Leisure & Hospitality	5,299	340	16	11,007	749	15	23,472	1,330	18
Other Services	3,307	308	11	8,784	1,324	7	13,171	2,287	6
Public Administration	17,094	179	95	23,349	361	65	24,488	432	57
Goods-Producing Industries	11,364	208	55	25,603	937	27	37,875	1,516	25
Natural Resources & Mining	6	2	3	244	12	20	274	18	15
Construction	10,186	127	80	15,737	508	31	19,274	853	23
Manufacturing	1,172	79	15	9,622	417	23	18,327	645	28
Total	66,124	3,060	22	162,110	11,003	15	260,301	21,679	12





# CONSUMER SPENDING

Radius	1 mile			3 miles			5 miles		
▼ Expand All	Total Spending	Avg Household	Per Capita	Total Spending	Avg Household	Per Capita	Total Spending	Avg Household	Per Capita
▼ Apparel	\$13,341,154	\$1,250	\$763	\$56,957,374	\$1,342	\$617	\$149,411,806	\$1,390	\$602
▼ Entertainment, Hobbies & P...	\$41,204,445	\$3,862	\$2,357	\$148,686,060	\$3,503	\$1,610	\$383,049,728	\$3,563	\$1,543
▼ Food & Alcohol	\$79,952,411	\$7,494	\$4,574	\$293,691,532	\$6,919	\$3,181	\$754,951,548	\$7,023	\$3,042
▼ Household	\$41,282,942	\$3,869	\$2,362	\$149,255,124	\$3,516	\$1,617	\$397,139,881	\$3,694	\$1,600
▼ Transportation & Maintenance	\$61,396,469	\$5,755	\$3,512	\$240,830,812	\$5,673	\$2,609	\$643,057,492	\$5,982	\$2,591
▼ Health Care	\$12,338,707	\$1,157	\$706	\$45,935,464	\$1,082	\$498	\$121,452,579	\$1,130	\$489
▼ Education & Daycare	\$20,059,009	\$1,880	\$1,148	\$59,511,898	\$1,402	\$645	\$145,643,591	\$1,355	\$587
Total Specified Consumer S...	\$269,575,137	\$25,267	\$15,422	\$994,868,264	\$23,436	\$10,776	\$2,594,706,625	\$24,137	\$10,455

# TRAFFIC

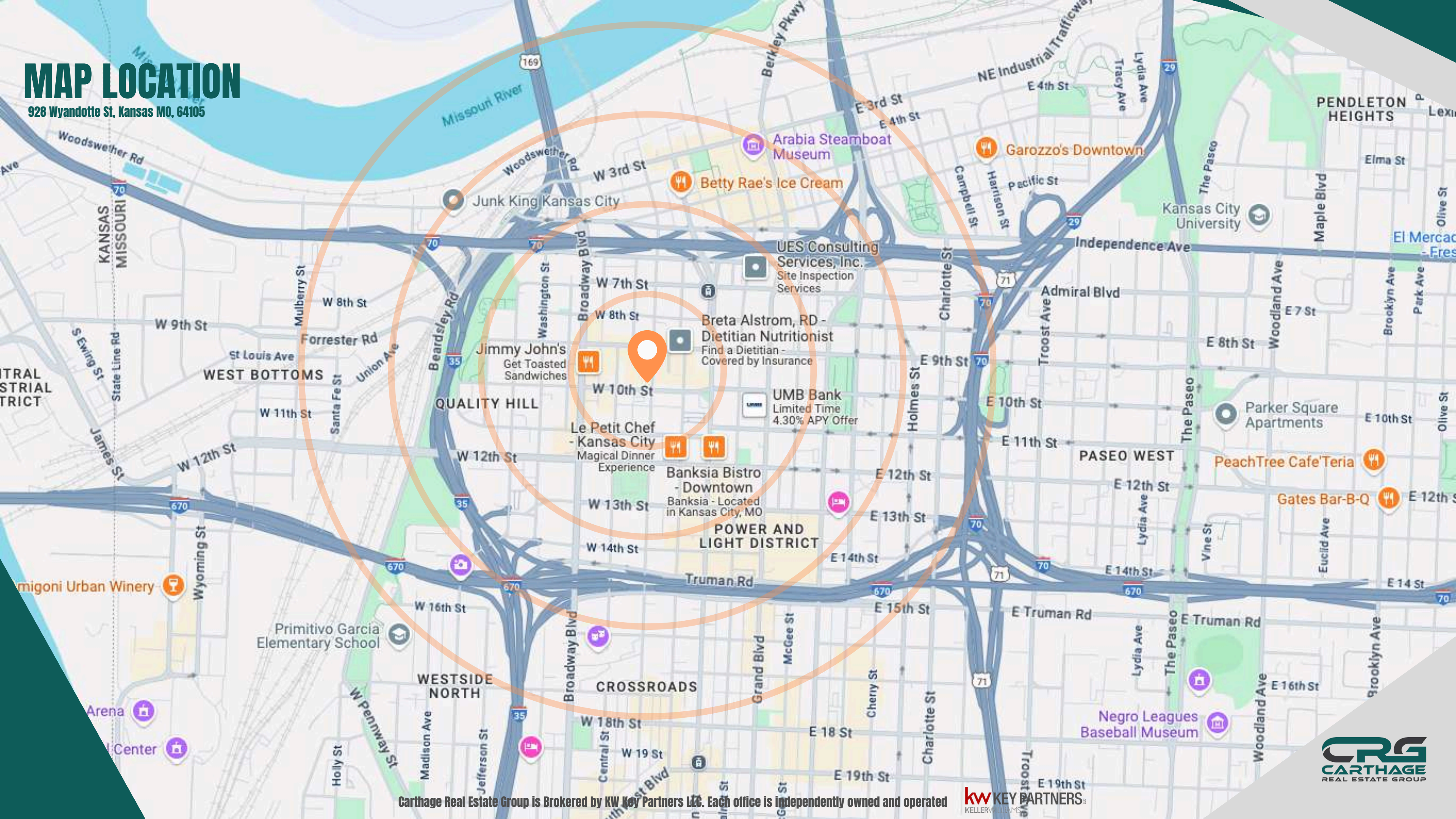
Collection Street	Cross Street	Traffic Volume	Count Year	Distance from Property
E 16th Ave	Clay St E	2,322	2022	0.15 mi
6481	Clay St E	1,613	2015	0.15 mi
Armour Rd	Clay St E	9,912	2022	0.23 mi
6623	Clay St E	10,393	2015	0.23 mi
Howell St	E 16th Ave N	1,669	2022	0.25 mi
6341	E 16th Ave N	1,616	2015	0.25 mi
E 14th Ave	Gentry St E	717	2022	0.34 mi
Burlington St	W 14th Ave N	9,174	2022	0.39 mi
E 14th Ave	Burlington St N	9,139	2022	0.40 mi
Howell St	E 21 Ave N	871	2022	0.41 mi

Screenshot



# MAP LOCATION

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**John's Big Deck - Turnkey restaurant & Bar**

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This is a confidential overview provided to qualified buyers. All figures are estimates based on internal financials and are subject to verification. Financing examples are estimates only and subject to lender's qualification.

Please no communication or solicitation with the current owner or employees. Any visits to the property must be conducted only with the express consent of the listing Agent.

Additionally, the signing of a Non-Disclosure Agreement (NDA) is mandatory prior to accessing any confidential information pertaining to the property. Your adherence to these guidelines is appreciated.

## CONTACT US



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