

OFFERING MEMORANDUM



NAI Martens

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STORAGE IN ARK CITY

500 S G Street
Arkansas City, KS 67005



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OFFERING SUMMARY

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OFFERING SUMMARY

Address: 500 S G Street Arkansas City, KS 67005

Sale Price: \$365,000

Total Building Size: +/- 6,720 SF

Total Rentable SF: +/- 6,720 SF

Total Number of Units: 56

Physical Occupancy: 91.0%

Economic Occupancy: 86.4%

Price/SF Total: \$54.32/SF

Total Land Size (AC): 1.4 Acres

MSA: Arkansas City-Winfield, KS

CSA: Wichita-Arkansas City-Winfield, KS

County: Cowley County

Years Built: 1975, 1978

Number of Buildings: 2

Management Software: Easy Storage Solutions

INVESTMENT HIGHLIGHTS

Low Market Supply

Low supply within a 3-mile range in the market currently and strong occupancy statistics.

Value-Add Opportunity

Ability to increase revenue via Existing Customer Rent Increases and increasing tenant insurance

Expansion Potential

Land available for potential expansion - approximately 0.95 acres adjacent to the property that classifies self storage development as a conditional use.

Location

Located in south-central Kansas near the Oklahoma border. Located 60 miles from Wichita, 27 miles from Ponca City, OK, 14 miles from Winfield, and 110 miles from Oklahoma City.



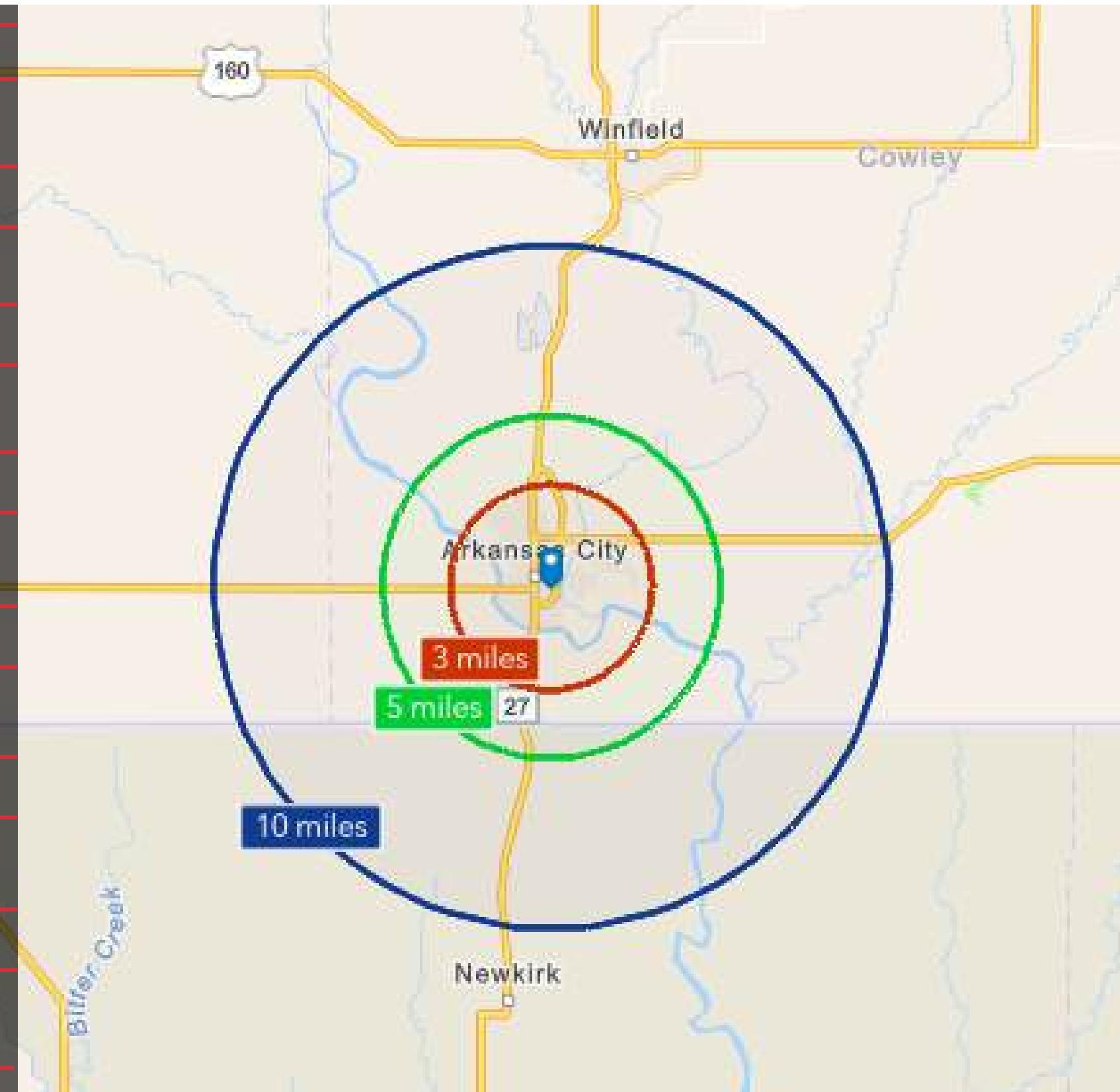
PARCEL VIEW



****Property Lines are approximate****

DEMOGRAPHIC ANALYSIS

POPULATION (2025)		
3-MILE	5-MILE	10-MILE
13,384		
MEDIAN AGE		
3-MILE	5-MILE	10-MILE
36.3	37.2	38
MEDIAN HOUSEHOLD INCOME		
3-MILE	5-MILE	10-MILE
\$54,648	\$57,415	\$58,557
TOTAL HOUSEHOLDS		
3-MILE	5-MILE	10-MILE
4,987	5,748	2,54
HOUSEHOLD SIZE		
3-MILE	5-MILE	10-MILE
2.57	2.54	2.54
OWNER OCCUPIED HOUSING UNITS		
3-MILE	5-MILE	10-MILE
3,101	3,712	4,288
RENTER OCCUPIED HOUSING UNITS		
3-MILE	5-MILE	10-MILE
1,886	2,036	2,135



Arkansas City is one of the largest communities in Cowley County and plays a central role in the region's economy and culture. It is located along U.S. Highways 77 and 166, offering strong north-south and east-west travel corridors, with close proximity to I-35 and the Kansas-Oklahoma border. The city is part of the Wichita, KS Combined Statistical Area and sits approximately 60 miles southeast of Wichita. Arkansas City is home to Cowley College, a respected two-year institution offering a wide variety of academic and technical programs. The city's strong transportation infrastructure is supported by freight rail service and regional access to Class I railroads, with discussions underway to potentially restore passenger rail service. Arkansas City's economy is bolstered by a mix of manufacturing, agriculture, education, and logistics sectors. It is also just a short drive from Cowley State Fishing Lake and the scenic Flint Hills, providing outdoor recreation and quality of life amenities. The community continues to attract employers due to its skilled labor force, transportation access, and business-friendly environment.

Major Employers:

- Creekstone Farms
- KanPak
- GE Engine Services
- Cowley Community College
- Evergy
- Walmart Supercenter
- City of Arkansas City
- South Central Kansas Medical Center
- USD 470 Arkansas City Public Schools
- Galaxy Technologies
- RCB Bank
- SKIL Resource Center



LOCATION MAP

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SELF STORAGE



MARKET SURVEY - RENT COMPARABLES

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SELF STORAGE

Property Name	Address	Distance From Subject Property	Occupancy	5x10	6x10	10x10	10x12	10x15	8x20 Containe rs	10x20	10x24	12x25	10x30
Dads Self Storage	3015 N 2 nd St Ark City, KS	5 Miles				\$75		\$87	\$94	\$106			
Packrat Mini Storage	3910 306 th Rd Ark City, KS	2.2 Miles	98%	\$55		\$75		\$87		\$102		\$120	\$130
Locke High & Dri Store-All	410 W Bryant Rd Ark City, KS	3.2 Miles	95%	\$45		\$60		\$75		\$85			\$105
T & J Rentals	918 N F St Ark City, KS	1 Mlle	90%	\$45		\$55		\$65		\$75		\$85	\$95
Space Center Mini Storage	26836 61 st Rd Ark City, KS	4 Miles	99%		\$40		\$70				\$95		
Simplicity Self Storage	3124 N Summit Rd Ark City, KS	3.2 Miles	100%	\$45									
Storage In Ark City	500 S G Street Ark City, KS	Street Rates		\$50		\$65			\$85	\$90			
		Average Rented Price		\$45.93		\$62.14			\$85.00	\$82.92			

5-Mile Rate Summary (via StorTrack)	30 Day Average Rate	12 Month Trend
5x10	\$51.99	+3%
10x10	\$71.62	+4%
10x20	\$99.36	+2%

RENT COMPARABLE MAP



STORAGE IN ARK CITY

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SELF STORAGE

Size	Count	Occupied	Total NSRF	Street Rate	Average Rented Price	Current Monthly Gross Rents	Potential Monthly Rates
5x10	16	15	800 SF	\$50	\$45.93	\$689	\$800
10x10	16	14	1,600 SF	\$65	\$62.14	\$870	\$1,040
10x20	12	10	2,400 SF	\$90	\$85.00	\$850	\$1,080
8x20 Containers	12	12	1,920 SF	\$85	\$82.92	\$995	\$1,020
Totals	56	51	6,720 SF			\$3,404	\$3,940

OFFERING SUMMARY

Building Size:	6,720 SF
Net Rentable SF:	6,720 SF
Total Number of Units:	56
Physical Occupancy:	91%
Economic Occupancy:	86.4%
Lot Size:	1.4 Acres
Flood Zone:	No
Zoning:	C-3, General Commercial District
Year Built:	1975, 1978



PROPERTY PHOTOS

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SELF STORAGE



CURRENT FINANCIALS

Annual Income	T-12 2025	T-12 2025
Potential Rental Income	\$47,280	\$47,280
Vacancy/Discounts	(\$7,996)	(\$7,996)
Total Effective Rental Income	\$39,284	\$39,284
Tenant Protection Fee	\$876	\$876
Other Income (Late Fees, Admin Fees, Ect)	\$3,620	\$3,620
Total Effective Gross Income	\$43,780	\$43,780

Annual Expenses	2025	2025 BROKER ADJUSTED	PER SF	% OF EGI	Notes
Real Estate Taxes	\$5,634	\$5,364	\$0.80	12.3%	2025 County Appraised Value:\$130,280
Insurance	\$2,796	\$2,796	\$0.42	7.1%	
Payroll/Management	\$0	\$3,502	\$0.00	8.0%	Seller currently self manages
Utilities	\$660	\$660	\$0.10	1.7%	
Software	\$1,260	\$1,260	\$0.19	3.2%	
Total Expenses	\$10,080	\$13,582		32.26%	
Net Operating Income	\$33,700	\$30,198			

PURCHASE PRICE ANALYSIS

Cap Rate	Price/SF	Sale Price	GIM
8.27%	\$54.32	\$365,000	8.34

PROFORMA FINANCIALS

Annual Income	CURRENT	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Potential Rent Income	\$47,280	\$49,344	\$51,811	\$54,402	\$57,122	\$59,978
Vacancy/Discounts	-\$6,744	-\$4,953	-\$5,201	-\$5,461	-\$5,734	-\$6,020
Total Effective Rent Income	\$39,284	\$44,391	\$46,610	\$48,941	\$51,388	\$53,957
Tenant Protection Fee	\$876	\$2,500	\$2,625	\$2,756	\$2,894	\$3,039
Other Income (Setup Fee, Late Fees)	\$3,620	\$3,765	\$3,878	\$3,994	\$4,114	\$4,237
Total Effective Gross Income	\$43,780	\$50,656	\$53,113	\$55,691	\$58,396	\$61,234

ANNUAL EXPENSES	CURRENT (BROKER ADJUSTED)	Year 1	Year 2	Year 3	Year 4	Year 5
Real Estate Taxes	\$5,364	\$6,437	\$6,630	\$6,829	\$7,034	\$7,245
Insurance	\$2,796	\$3,500	\$3,780	\$4,082	\$4,409	\$4,762
Utilities	\$660	\$680	\$700	\$721	\$743	\$765
Payroll/Management	\$3,502	\$4,052	\$4,249	\$4,455	\$4,672	\$4,899
Advertising & Marketing	\$0	\$750	\$773	\$796	\$820	\$844
Legal & Accounting	\$0	\$1,150	\$1,185	\$1,220	\$1,257	\$1,294
Bank Charges/CC Processing	\$0	\$1,266	\$1,304	\$1,344	\$1,384	\$1,425
Software	\$1,260	\$1,260	\$1,298	\$1,337	\$1,377	\$1,418
Total Expenses	\$13,582	\$19,095	\$19,918	\$20,784	\$21,694	\$22,652
Expense Ratio	31.02%	37.70%	37.50%	37.32%	37.15%	36.99%
Net Operating Income	\$30,198	\$31,560	\$33,195	\$34,908	\$36,702	\$38,581



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