



Offering Memorandum

**63716 US HWY 285**  
**BAILEY, CO 80421**



OFFERED BY KAUFMAN HAGAN COMMERCIAL REAL ESTATE:

**RYAN FLOYD**

Broker

720.335.1469

[rfloyd@khcommercial.com](mailto:rfloyd@khcommercial.com)

**KAUFMAN HAGAN**  
COMMERCIAL REAL ESTATE

# DISCLOSURE & CONFIDENTIALITY AGREEMENT

The Owner has engaged Kaufman Hagan Commercial Real Estate (“KH”) to openly represent them on the sale of the Commercial Property known as 63716 US Hwy 285 Bailey, CO 80421 (“Property”). The Owner has directed that all inquiries and communications with respect to the contemplated sale of such Property be directed to KH.

Marketing Information and the contents, except such information that is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting the Marketing Information, Recipient agrees that he or she will hold and treat it in the strictest confidence, that you will not disclose the Marketing Information or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Owner or KH and that you will not use the Marketing Information or any of the contents in any fashion or manner detrimental to the interest of Owner.

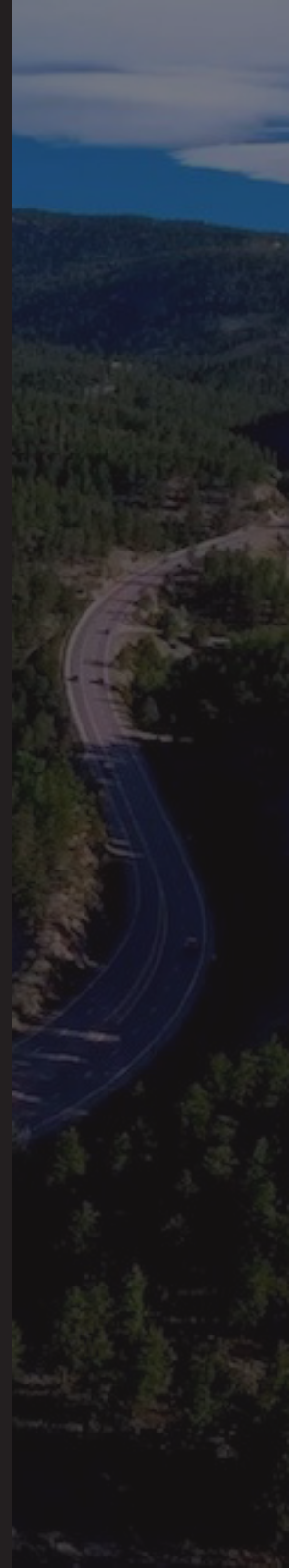
The recipient further agrees that all information received in written form will be returned if the transaction does not fully consummate.

The recipient further agrees that this confidentiality agreement shall survive the consummation or lack of consummation of the transaction and shall be binding upon its agents, successors, and assigns and insures to the benefit of the Owner and its agents, successors and assigns.

The recipient further agrees to save and hold harmless KH, its agents, successors and assigns and the Owner and its agents, successors and assigns, from any such actions or cause of actions which may arise as a result of a violation of the provisions of this agreement.

The enclosed information (and any supplemental materials provided to a prospective purchaser) has been obtained by sources believed reliable. While KH does not doubt its accuracy, we have not verified it and neither we nor the Owner make any guarantee, warranty or representation of any kind or nature about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example and do not represent past, current or future performance of the property. The value of this transaction to you depends on many considerations, including tax and other factors, which should be evaluated by you and your tax, financial and legal advisors. You and your advisors should conduct a careful and independent investigation of the property to determine to your satisfaction the suitability of the property and the quality of its tenancy for your records.

The Evaluation Material furnished to Buyer will not be used by Buyer for any purpose other than for evaluating a possible transaction involving the Property with the Owner. KH represents the owner and does not allow any sub agency to any other broker. KH has no power or authority in any way to bind the Owner with respect to a transaction involving the Property.



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1. Executive Summary
  2. Property Overview
  3. Area Overview
  4. Financial Analysis
  5. Kaufman Hagan
  6. Local Economy



KAUFMAN HAGAN  
COMMERCIAL REAL ESTATE

# EXECUTIVE SUMMARY



# 63716 US HIGHWAY 285

## BAILEY, CO 80421

Storage One

### EXECUTIVE SUMMARY

Introducing a unique investment opportunity to acquire a self-storage facility in Bailey, Colorado. The property features 123 self-storage units and containers, with additional land available for further development. Bailey, Colorado is a growing area with increasing demand for self-storage solutions. The facility is currently under-managed and underserved, presenting a prime opportunity for improvement and growth.

Along with the 123 self-storage units and containers, there is additional land available for the development of more storage units, potentially increasing capacity and revenue. The current management has not fully optimized the facility's potential, resulting in lower-than-expected cash flow.



#### CONTACT FOR MORE INFORMATION:

**RYAN FLOYD**

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#### PROPERTY INFO

**4**

BUILDINGS

**16,245 SF**

GBA

**123**

STORAGE UNITS

**2 AC**

LOT SIZE

**\$20,852**

EXPENSES

**\$63,088**

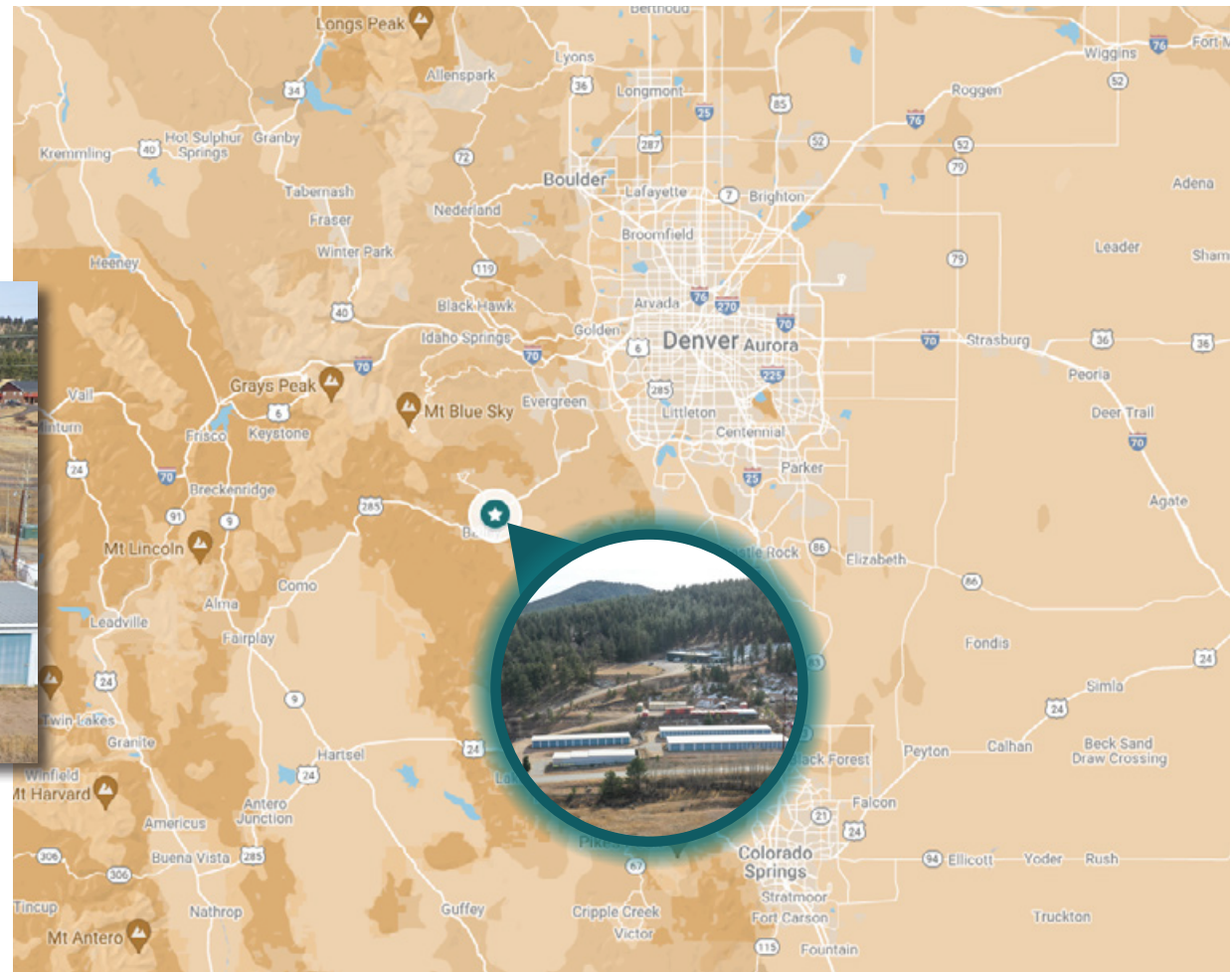
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# PROPERTY OVERVIEW



## Storage One

63716 US HWY 285  
BAILEY, CO 80421



Property Type	Self Storage
County	Park
Year Built	1992
# Units	123
# Buildings	4
# Stories	1
GBA	16,245 SF
Lot Size	2 AC
Construction	Metal
Roof Type	Flat
Electric	Individual



## PROPERTY HIGHLIGHTS

- Individual Private Units for Business or Personal Use
- All Metal Construction, Fenced and Gated with 24-Hour Accessibility
- Fire Proof, Heavy Gauge Steel Storage Containers: 8x10, 8x15, 8x20
- Storage Options: 5x10, 10x10, 10x15, 10x20, 15x15
- Seller Carry Financing Available
- Increase Cashflow Immediately

# PROPERTY IMAGES





# AERIAL IMAGE



# AREA OVERVIEW



# LOCATION GUIDE



## LOCATION HIGHLIGHTS

- Serves the 285 Corridor: Aspen Park, Breckenridge, Bailey, Conifer, Pine, and Pine Junction
- Frontage on US Hwy 285

## TRAFFIC COUNTS

Collection Street	Cross Street	Cars/Day	Distance
285D	Arcadia Rd SW	13,000	0.15 mi
US Hwy 285	Arcadia Rd	12,064	0.17 mi
AR1	Ranchettes Rd SE	1,692	0.45 mi
United States Highway 285	Roland Valley Dr NE	13,574	0.63 mi
United States Route 285	Roland Valley Dr NE	14,000	0.68 mi
BU36	Rosalie Rd N	1,692	0.94 mi
United States Highway 285	Roland Valley Dr SW	14,854	1.27 mi
120	Co Rd 120 SE	1,385	1.38 mi
US Hwy 285	Bailey Dr	8,144	



Situated along a scenic curve in the South Platte River, rustic Bailey serves up healthy doses of beautiful canyon scenery. Its mountain-wilderness backdrop lends a particular charm to this sleepy mountain town.

The 20-acre McGraw Memorial Park features several historic structures, including an 1864 log cabin and a one-room schoolhouse from 1894. The park leads to a trail offering another 10 acres for nature exploration. Recent improvements to the park include picnic facilities, trout-fishing enhancements and a whitewater kayak launch.

Bailey sits just outside the Lost Creek Wilderness Area in the Pike National Forest, where week-long backpacking trips and day hikes are popular. The logging roads and pack trails crisscrossing the area's hilly terrain are a mountain biker's dream and first-rate fly-fishing opportunities abound.

The town is also a gateway to Park County's South Park National Heritage Area, which encompasses an array of landscapes and historic sites that showcase Colorado's iconic mining and ranching heritage. Or learn about everything bigfoot at the quaint museum at the Sasquatch Outpost.

Some delicious dining options include Coney Island Boardwalk, a fast-food joint and road-side attraction in a building shaped like a giant hot dog, and Cutthroat Cafe, where you fill your belly with hearty burgers and hot sandwiches. Whether you stop in Bailey for a quick lunch or a weeklong excursion, be on the lookout — a herd of bighorn sheep live in the mountains just outside town.

# LOCATION MAP



63716 US HWY 285 · STORAGE ONE BAILEY /12

# FINANCIAL ANALYSIS

& SALES COMPARABLES



# COMMERCIAL RENT ROLL

UNIT TYPE	# UNITS	AVG SQ FT	AVG RENT / UNIT	MONTHLY RENT / SF	PROFORMA RENT / UNIT	PROFORMA MONTHLY RENT / SF
5x10	21	50	\$46	\$0.93	\$90	\$1.80
5x15	5	75	\$0	\$0.00	\$100	\$1.33
10x10	39	100	\$60	\$0.60	\$150	\$1.50
10x15	18	150	\$66	\$0.44	\$180	\$1.20
15x15	4	225	\$95	\$0.42	\$200	\$0.89
8x10	2	80	\$60	\$0.75	\$100	\$1.25
8x15	4	120	\$28	\$0.23	\$150	\$1.25
8x20	19	160	\$52	\$0.33	\$200	\$1.25
10x20	11	200	\$80	\$0.40	\$200	\$1.00
<b>TOTAL / AVERAGE</b>	<b>123</b>	<b>11,065</b>	<b>\$6,995</b>	<b>\$0.53</b>	<b>\$19,080</b>	<b>\$1.39</b>

# INCOME & EXPENSES

INCOME			CURRENT		PROFORMA
Gross Potential Rent			\$83,940		\$228,960
Vacancy/Collection Loss		0.0%	\$-	15.0%	\$(34,344)
<b>EFFECTIVE GROSS INCOME</b>			<b>\$83,940</b>		<b>\$194,616</b>

EXPENSES			CURRENT		PROFORMA
Property Taxes			\$12,473		\$12,473
Insurance			\$3,916		\$5,000
Utilities			\$547		\$1,000
Repairs & Maintenance			\$3,916		\$8,000
Management			\$-		\$11,677
<b>TOTAL EXPENSES</b>			<b>\$20,852</b>		<b>\$38,150</b>
Expenses per SF			\$1.28		\$2.35
Expenses per Unit			\$170		\$310
<b>NET OPERATING INCOME</b>			<b>\$63,088</b>		<b>\$156,466</b>

STORAGE ONE - SELF-STORAGE

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## INVESTMENT CONCLUSIONS

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Purchase Price	\$1,599,000
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Total SF	16,245
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Price Per SF	\$98.43
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Lot Size	2 Acres
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Total Units	123
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Price Per Unit	\$13,000
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In-Place Cap Rate	3.95%
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Proforma Cap Rate	9.79%
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# KAUFMAN HAGAN

COMMERCIAL REAL ESTATE



Kaufman Hagan is a Denver-based commercial real estate brokerage built by various industry leaders to create unique, high-value services for our investment partners and our brokers.

BROKERED SALES

**\$1B+**

CLOSED TO DATE

COMBINED EXPERIENCE

**100+**

YEARS

TRANSACTION VALUE

**\$115M**

CURRENTLY ACTIVE

## WHAT WE DO

We specialize in acquisition and disposition brokerage services, property-value analysis, market insight and strategic ownership advisory. We cultivate opportunities for our investment partners and local community with a deep understanding of real estate and it's value in all of our lives. More than anything, we have a profound respect for how important real estate decisions are for our investment partners. We believe that unique opportunities can be found from both the most complex and the most common real estate transactions when we bring the right people, insights and innovation to the table.



## WHO WE ARE

Kaufman Hagan is a commercial real estate brokerage built by various industry leaders to create unique, high-value services for our investment partners and our brokers. Together, our team's unique perspective and high-tech approach enables our ability to unlock the potential of real estate and create meaningful impact. Our success is measured by the lasting relationships and trust built with our lifelong investment partners.

## WHAT WE ARE NOT

Egos in suits. We are not unappreciative, commission-focused brokers with limited or single-deal focused mindsets. We do not take shortcuts, skip over details or take the easy way out.



**BRANDON KAUFMAN**  
PRINCIPAL



**TEAL HAGAN**  
PRINCIPAL + EMPLOYING BROKER



**HALEY FORD**  
DIRECTOR OF MARKETING



**ERIN FRIBERG**  
DIRECTOR OF OPERATIONS



**BEN SCHERMAN**  
ANALYST + JUNIOR BROKER



**ELLEN CUMMINGS**  
BROKER



**WILL SCHERMAN**  
BROKER



**KAUFMAN HAGAN**  
COMMERCIAL REAL ESTATE



**ANDREW VOLLERT**  
BROKER



**COLBY CONSTANTINE**  
BROKER



**ZACHARY BIERMAN**  
BROKER



**RYAN FLOYD**  
BROKER



**AMANDA WEAVER**  
BROKER



**MARIN DORNSEIF**  
BROKER



**ALEJANDRO MARTINEZ**  
BROKER

▶ **EMPATHY**

We recognize that buying or selling an investment property is more than a transaction. We listen more than we talk. We see things from their perspective. We empower our clients with empathy-driven solutions to navigate their real estate journey with care and understanding.

▶ **TEAM MENTALITY**

We value championships over MVP's. We collaborate openly and vulnerably every day and we view our clients as our investment partners.

▶ **DISPROPORTIONATE VALUE**

We provide more value than what is provided by other brokers in our market. We will give you more than you pay for. We acknowledge real estate as a dynamic value exchange and prioritize meeting all parties' needs comprehensively.

▶ **PERSEVERANCE & PASSION**

We pursue long-term success. We navigate through short-term market fluctuations with a long-term mindset.

▶ **TANGIBLE RESULTS**

We do not confuse activity with achievement. We provide more than just promises. We are driven by results and motivated by success by delivering measurable outcomes, turning our client's real estate goals into tangible achievements.

▶ **ELITE PERFORMANCE**

We've flipped the standard org chart. Our leaders are fully integrated in day to day operations, supporting and encouraging our team from the ground up, acting as a foundation for growth.

# Ryan Floyd

## BROKER

Ryan is a seasoned real estate broker well-versed in transactions across all commercial asset classes. Ryan has a proven track record of transforming “one off” investors into multi-transaction clients and quickly growing market share from scratch.

He excels in developing processes and systems that streamline deal-making, even crafting a top-notch CRM for real estate professionals to optimize every facet of their business. With an impressive portfolio of 550+ end-to-end transactions, Ryan consistently ensures a smooth and efficient process for clients.

Ryan is the father of three teenage boys and enjoys coaching in their many sporting events on his busy weekends.



720.335.1469



r.floyd@KHCommercial.com



LIC#: FA0400326

# LOCAL ECONOMY



POPULATION

708,948

MEDIAN HOME PRICE

\$572K

# OF EMPLOYEES

474,978



# DENVER COLORADO

## 2024 ECONOMIC OVERVIEW



The real estate landscape in Denver has continued to evolve in 2024, presenting a complex yet opportunity-rich environment for investors and landlords. Last year marked a period of adaptation and resilience in the face of fluctuating interest rates and inventory challenges.

As these market dynamics shift, Denver remains a popular and attractive destination, holds steady on positive growth migration, and its overall market continues to tell a tale of gradual stabilization, which will contribute to the drive in activity in the year 2024.

Despite a general slowdown in rental price growth, the city remains a vibrant market for landlords and investors. As of late 2023, the median rent in Denver stood at \$1,586, experiencing a slight decrease of 0.8% over the month, aligning with both the state and national averages. Cap rates have significantly risen, which also presents an opportunity for those looking to invest in the market at a more sustainable rate.

Overall, the Denver market is showing resilience and adaptability despite the headwinds it has faced. This forecast suggests a possible easing of conditions, potentially unlocking inventory and moderating home-price appreciation, making transactions more feasible for both buyers and sellers. With a positive outlook and strategic planning, the market is poised to navigate the challenges and continue on a path of growth and prosperity.

ECONOMIC & JOB GROWTH

#1

AREA DEVELOPMENT

ECONOMIC RANKING

#1

U.S. NEWS

BEST PLACES TO LIVE

#2

U.S. NEWS & WORLD REPORT

HEALTHIEST CITY

#3

FORBES

BEST CITY FOR GRADS

#3

RENT.COM

BEST PLACE TO WORK

#4

FORBES

FASTEST GROWING METRO

#6

FORBES

BEST PLACE TO TRAVEL

TOP 10

LONELY PLANET

# DENVER EMPLOYERS

Home to some of the fastest-growing counties in the nation, Metro Denver attracts businesses and keeps them. Our competitive environment, sound transportation infrastructure, and variety of industries bring companies here.

Denver ranks No. 4 among Forbes' 2019 The Best Places for Business and Careers.

Colorado ranked No. 9 on Forbes' Best States for Business.

Denver International Airport is just a few hours from either coast, making our area especially attractive for regional and international headquarters. Our modern airport offers direct flights to some of the major business centers in Europe, Japan, Mexico, and Canada. It's easy to understand why the Metro Denver region is fast becoming headquarters central.

Fortune 500 Companies That Call Colorado Home:

- Arrow Electronics
- DISH Network
- Qurate Retail
- Ball
- DaVita
- FV
- Newmont
- Liberty Media
- DCP Midstream
- Ovintiv

# PUBLIC TRANSPORTATION



With more than 170 bus routes, 12 rail lines, and many specialty services, RTD makes it easy to get around town.

Get where you want to go with over 100 Local, Regional and SkyRide bus routes, 10 rail lines providing 113 miles of rail service and 96 Park-n-Rides.



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