

# SHOPPING CENTER | INDEPENDENCE, MO

## OFFERING MEMORANDUM



7.22% CAP  
RATE

POPULAR RETAIL  
EPICENTER

100%  
LEASED



**CROSSROADS**  
REAL ESTATE GROUP

# OPPORTUNITY SUMMARY

## HIGH PERFORMING SHOPPING CENTER INVESTMENT

18701 East 39<sup>th</sup> Street, Independence, Missouri

Crossroads Real Estate Group is pleased to present the exclusive listing of 18701 East 39<sup>th</sup> Street, a fully occupied retail investment opportunity in Independence, Missouri. The strip center has been meticulously maintained and is poised to provide investors with reliable and predictable cash flow thanks to a strong tenant roster composed of Rally House, Xfinity and Chuck E Cheese. Tenant longevity averaging over 14 years and recent renewals attest to tenants' commitment to the location and suggest limited short-term rollover risk. Roof and HVAC systems were replaced in 2011. The roof warranty has several remaining years.

Ideally situated along the 39<sup>th</sup> Street commercial corridor as an outparcel to the Independence Center Mall, the property enjoys high visibility, robust consumer traffic, and excellent accessibility near major highways. As a retail hub with convenient proximity to key Eastern Jackson County communities, the 39<sup>th</sup> Street corridor continues to draw customers from an expansive consumer base. This established trade area benefits from the region's high concentration of national retailers.

**OFFERING PRICE: \$5,500,000**

# SALE OFFERING

Shopping Center | Independence, MO

## OPPORTUNITY HIGHLIGHTS:

- **High Demand Location**  
Concentration of compatible retailers
- **Tenant Longevity**  
14 Year average tenancy
- **Efficient Tenant Mix**  
*Well-aligned to market demand*
- **Exceptional Condition**  
Roof and HVAC systems replaced in 2011
- **Convenient Accessibility**  
I-470 & I-70 within <0.5 miles
- **Attractive Economics**  
NNN Structure
- **Abundant Parking**  
5.4 spaces per 1,000 SF



# SALE OFFERING

Shopping Center | Independence, MO

## INVESTMENT SUMMARY

Price	\$5,500,000
Price Per SF	\$174.90
Net Rentable Area	31,541 SF
Year Built	1994/2011
Total Number of Tenants	3
Occupancy	100%
Lease Terms	NNN
Average Rent PSF	\$13.26
Cap Rate	7.22%
Average Tenancy to Date	14.03 Years
Average Remaining Term	4.89 Years
Site Area	3.20 Acres
Parking Spaces	169 spaces
Parking Ratio	5.36 per 1,000 SF

**\$397,071**

NET OPERATING INCOME

**\$5,500,000**

OFFERING PRICE

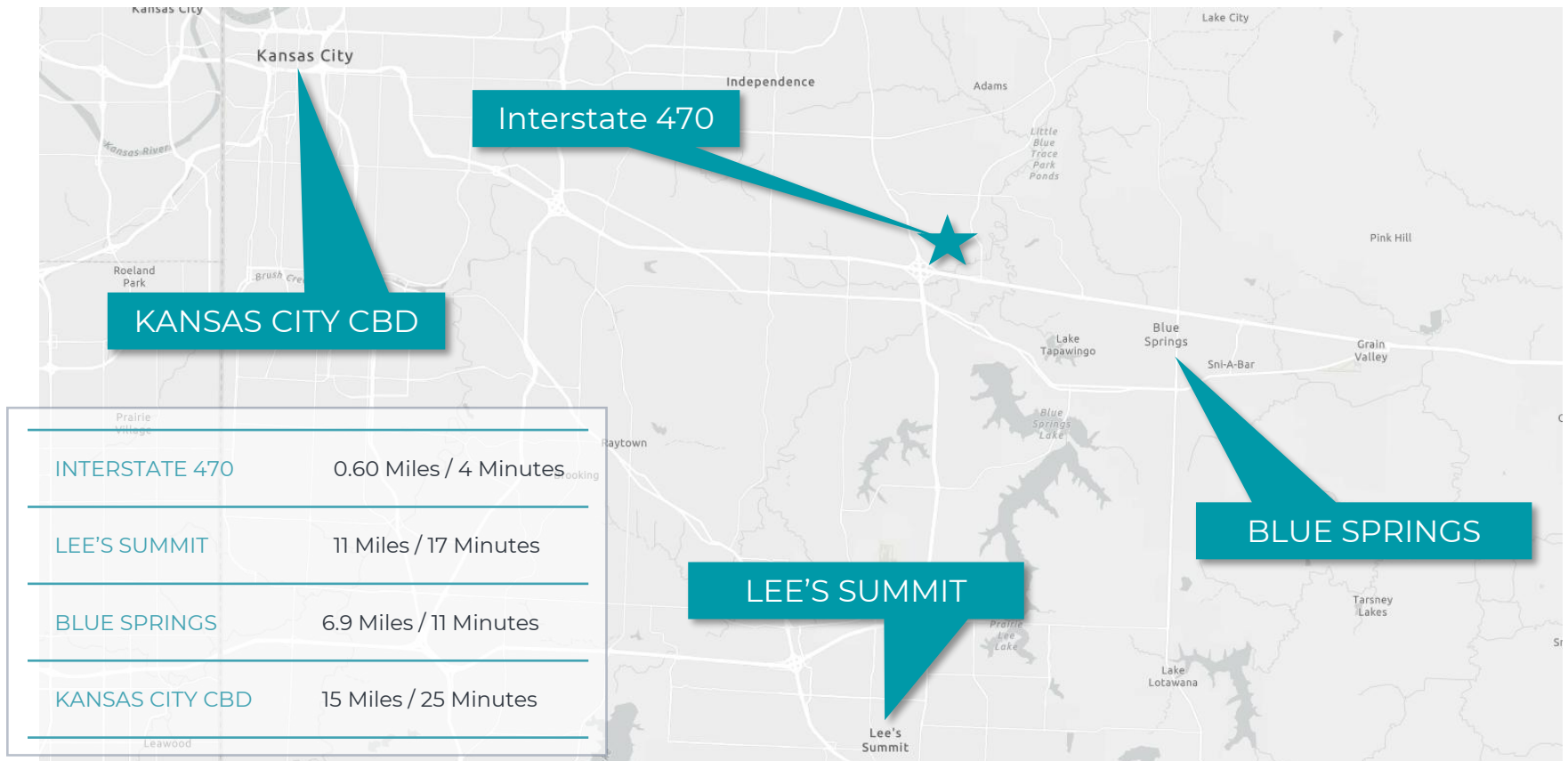
**7.22%**

CAP RATE



### WHERE HISTORY MEETS GROWTH AND OPPORTUNITY

Independence, Missouri is a major suburb of Kansas City located in Jackson County, approximately 10 miles east of downtown Kansas City along Interstate 70. The city encompasses about 78 square miles and benefits from proximity to key transportation corridors, including I-70, I-435, and several state highways, offering convenient access throughout the Kansas City metropolitan area. Independence has deep historical significance as an early 19th-century frontier town and a primary “jumping-off” point for traders and pioneers heading west along the Santa Fe Trail. Its strong historical identity is complemented by ongoing commercial and residential growth, creating a community that blends preserved heritage sites with modern retail, employment centers, and neighborhood development.



# SALE OFFERING

Shopping Center | Independence, MO

# AREA OVERVIEW

INDEPENDENCE, MISSOURI



## ECONOMIC STABILITY. STRATEGIC LOCATION.

Independence, Missouri offers a strategic, cost-effective alternative within the Kansas City metro, supported by strong regional access, significant public and private investment, and its position as the retail and service hub of Eastern Jackson County. With over 120,000 residents, high traffic counts exceeding 150,000 vehicles per day, and continued reinvestment in key corridors and the Historic Square, the market is well-positioned for sustained growth.



120,550

POPULATION  
Total



\$124,500

MEDIAN HOME VALUE



\$52,000

MEDIAN INCOME



21%

BA DEGREE PLUS

HIGH PROFILE  
CORPORATE  
PERSENE IN  
INDEPENDENCE



# SALE OFFERING

Shopping Center | Independence, MO

## AREA OVERVIEW

INDEPENDENCE, MISSOURI



**BRIGHT  
FUTURE**



**AREA  
AMENITIES**



**PRO  
BUSINESS**



**ECONOMIC  
GROWTH**



**REGIONAL  
ACCESSIBILITY**

INDEPENDENCE HAS BECOME THE REGIONAL RETAIL, OFFICE AND MEDICAL HUB OF EASTERN JACKSON COUNTY.

Independence, Missouri was founded in 1827 to serve as the westernmost port of the fur trade on the Missouri River. It later served as a jumping-off point for the Santa Fe, Oregon, and California Trails, and two battles were fought here in the Civil War.

Independence has the third lowest property tax rate in the Kansas City Metropolitan Area. Additionally, the City does not tax personal property, including machinery and equipment.

## AREA AMENITIES & DESTINATION DRIVERS



- Independence touts its low cost environment as a natural incentive to companies looking to expand or relocate.



- Independence is supported by established retail corridors including Independence Center, Noland Road, and 39th Street.



- Centerpoint Medical Center is a full-service hospital and Level II trauma center.



- Parks and community amenities supporting long-term residential growth



- National Frontier Trails Museum – regional cultural destination

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Shopping Center | Independence, MO

# INDEPENDENCE, MISSOURI

WHERE HERITAGE MEETS OPPORTUNITY

## STABLE WORKFORCE & STRONG VALUE-ORIENTED HOUSING BASE



The Historic Downtown Square is the heart of Independence. The Square has seen recent, significant revitalization and the city recently approved incentives for further downtown development as part of its “Reshaping the Square” master plan.



The Truman Historic District is a key cultural and tourism driver, rooted in the legacy of President Harry S. Truman and contributing to ongoing investment and activity in Independence.

Truman Presidential Library & Museum  
Recently renovated, it houses papers and exhibits detailing his presidency. Harry and Bess are buried in the library's courtyard.





## TRADE AREA AT A GLANCE



## STRIVING FOR UPWARD MOMENTUM

The Center's trade area offers a robust and diverse customer base with strong purchasing power. The broader community is recognized for its modest cost of living and steady household income growth, supporting residents who are gradually trading up in both housing and lifestyle.

The trade area's quality retail amenities, resilient residents, and overall market appeal ensure that the property is well suited for continued investment and future repositioning given the unflagging demand.

KEY DEMOGRAPHICS	TRADE AREA (10 Minute Radius)	JACKSON County
POPULATION	74,453	728,741
DAYTIME POPULATION	74,962	776,868
BACHELOR DEGREE+	30.9%	36.2%
MEDIAN HH INCOME	\$73,742	\$70,785
MEDIAN HOME VALUE	\$247,052	\$253,691

Source: Economic Research Institute





Power & Light District – Located in the heart of Downtown Kansas City, the mixed-use development comprises nine city blocks and the district's more than one-half million sq. ft. includes over 50 unique shops, restaurants, bars, and entertainment venues.



The Crown Center shops contain approximately 50 retailers and restaurants. Entertainment options include Sea Life Aquarium, Legoland, Crown Center Ice Terrace, Coterie Theatre, and Union Station (Science City, Planetarium, City Stage Theatre, Regnier Extreme Screen Theatre, Special Event Spaces, Fine Restaurants)



Arrowhead Stadium – One of the most iconic stadiums in the country, Arrowhead is home to the World Champion Kansas City Chiefs. The stadium has a seating capacity of 76,416 (6th largest in the NFL). Current talks are underway regarding the future of Arrowhead and a renovation that would extend the life of the icon another 25 years. The stadium is one of the hosts of the 2026 FIFA World Cup.



Kauffman Stadium – “The K” is standing tall next to Arrowhead, east of the downtown property. The K has played host to the World Series twice in the past decade. Current seating capacity is 37,840, with additional standing room to exceed 40,000.

T-Mobile Center - One of the busiest arenas in the nation, the \$276-Million, state-of the-art entertainment venue and arena seats 19,000 people and has hosted more than 12 million guests since its opening in 2007. It has played a key role in anchoring over \$9 billion of reinvestment in downtown Kansas City.



Starlight Theatre – One-of-a-kind historic outdoor theatre with Broadway musicals, Off Broadway shows, and concerts.



Childrens Mercy Park – Home to renowned Sporting Kansas City (Major League Soccer), the stadium's capacity exceeds 18,500 for soccer and 25,000 for concerts.

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# KANSAS CITY HIGHLIGHTS

## POSITIVE MOMENTUM CONTINUES

### SOLID POPULATION GROWTH

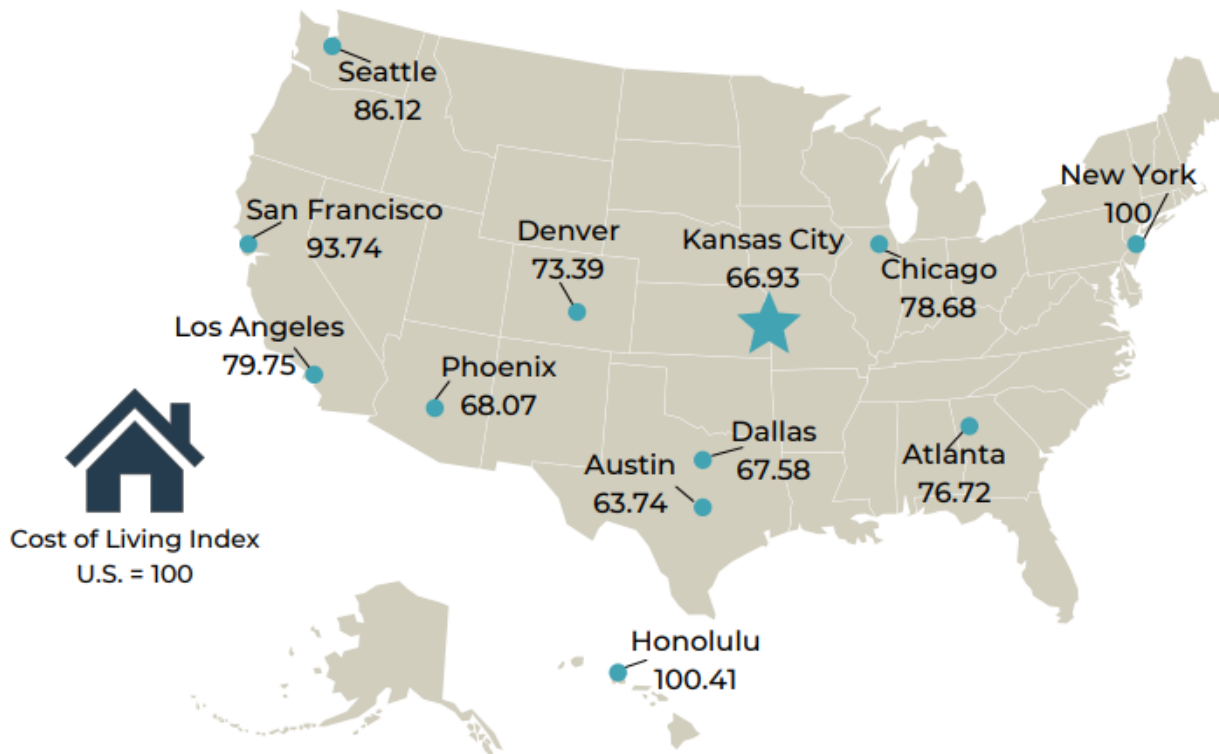


Ranked in the Top 20 Cities Hiring the Most Workers



Kansas City has been nicknamed "The Silicon Prairie" due to the rapid growth of high-tech employment, recording the 6th largest growth rate in the U.S. for tech talent employment of the past 5 years.

### LOW COST OF LIVING



An exceptional transportation network maturing 30% more per capita than any other city in the nation provides ease of access for distributors.



New \$1.5 Billion single-terminal international airport under construction, with expected completion in 2023



Kansas City handles more rail traffic (in terms of tonnage) than any other city in the U.S.



Kansas City has grown to be a national strategic market for transportation due to its central location with 85% of the continental U.S. accessible from Kansas City within 2 days by truck.

Kansas City is noted in the top five cities with the shortest work trip travel time.

# SALE OFFERING

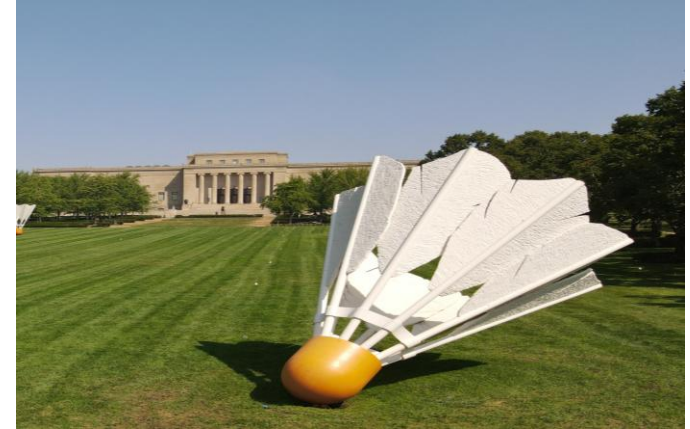
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## KANSAS CITY METRO

NATIONALLY RENOWNED ARTS & EDUCATION



A key driver in the area is the University of Missouri – Kansas City, or UMKC. The university's total enrollment exceeds 10,000 making it the largest institution of higher education in the metro.



The Nelson-Atkins Museum of Art is an art museum in Kansas City, Missouri, known for its encyclopedic collection of art from nearly every continent and culture, and especially for its extensive collection of Asian art. From ceramic objects found in ancient Chinese tombs to whimsical sculptures of badminton birdies, the Nelson-Atkins collection spans over 5,000 years of humanity. The Nelson-Atkins aspires to create a glorious environment--the experience which is in itself as compelling as a single "blockbuster" event. The collection includes over 34,000 pieces.



Adjacent to the Kansas City Art Institute is the Kemper Museum of Modern Art. The museum is free and features several outdoor sculptures including Bellerophon Taming Pegasus and Crying Giant.



Founded in 1885, the Kansas City Art Institute (KCAI) is a private art school in Kansas City, Missouri. The college is accredited by the National Association of Schools of Art and Design and Higher Learning Commission. It has approximately 75 faculty members and 700 students. KCAI provides a rigorous, diverse curriculum and an immersive studio experience for students.

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# PROPERTY OVERVIEW

IDEAL COMMERCIAL LOCATION

18701 East 39<sup>th</sup> Street is a three-tenant strip center situated along a highly patronized retail node which is strategically located within ½ mile of I-70 and I-470, two of the busiest thoroughfares in the thriving Eastern Jackson County, Missouri. The 34,541 square-foot (NRA) center, was built in 1994 and renovated in 2011. The center's financial appeal is bolstered by a synergistic tenant mix--three established, traffic-drawing tenants along Independence's most sought-after commercial corridor.

Strong national and regional brands – Rally House, Xfinity and Chuck E. Cheese – attract shoppers from well beyond the immediate trade area.

The strip center is an appealing retail asset characterized by predictable and durable cash flow, strong shopper loyalty, and a proven operating history, and is well positioned as a stable, long-term hold.

- Well-Established Popular Retailers
- Corridor's Dense Retail Concentration
- Ultra High Submarket Occupancy
- Convenient Regional Access via I-70 & I-470
- Abundant Parking to Suit Numerous Retailers
- Excellent Condition Mitigates Near Term Capex
- Strategically Positioned for Long-Term Hold



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# RETAIL AERIAL

THE 39<sup>th</sup> STREET RETAIL CORRIDOR



# SALE OFFERING

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# SITE PLAN

OPTIMAL CONFIGURATION



**31,541 SF**

NET RENTABLE AREA



**3.2 ACRES**

SITE AREA



**1994/2011**

YEAR BUILT



**100%**

OCCUPANCY



**5.4/1,000**

PARKING RATIO



# EXTERIOR PROPERTY PHOTOS



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Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation to determine to your satisfaction the suitability of the property for your needs.



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