205 W 9TH STREET

DOWNTOWN KANSAS CITY, MISSOURI

Prime Downtown Development Site

OFFERING MEMORANDUM | CUSHMAN & WAKEFIELD

205 W 9TH STREET

DOWNTOWN KANSAS CITY, MISSOURI

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PROPERTY DESCRIPTION

Address:	205 W 9th Street, Kansas City, Missouri
Site size:	.636 acres (±27,714 SF)
Price:	$3,100,000 ($112 PSF)
Zoning:	DC-15 (Downtown Core: High Density)

1 Rare Downtown Development Site

2 Just two blocks from 9th & Main streetcar stop

3 Conveniently walkable to some of KC's finest restaurants and bars, as well as the Convention Center and the Power & Light District

4 Outstanding potential for residential, hotel, or mixed-use development

5 Downtown Core District zoning regulations are primarily intended to accommodate a broad mix of high density residential, office, commercial, and entertainment uses

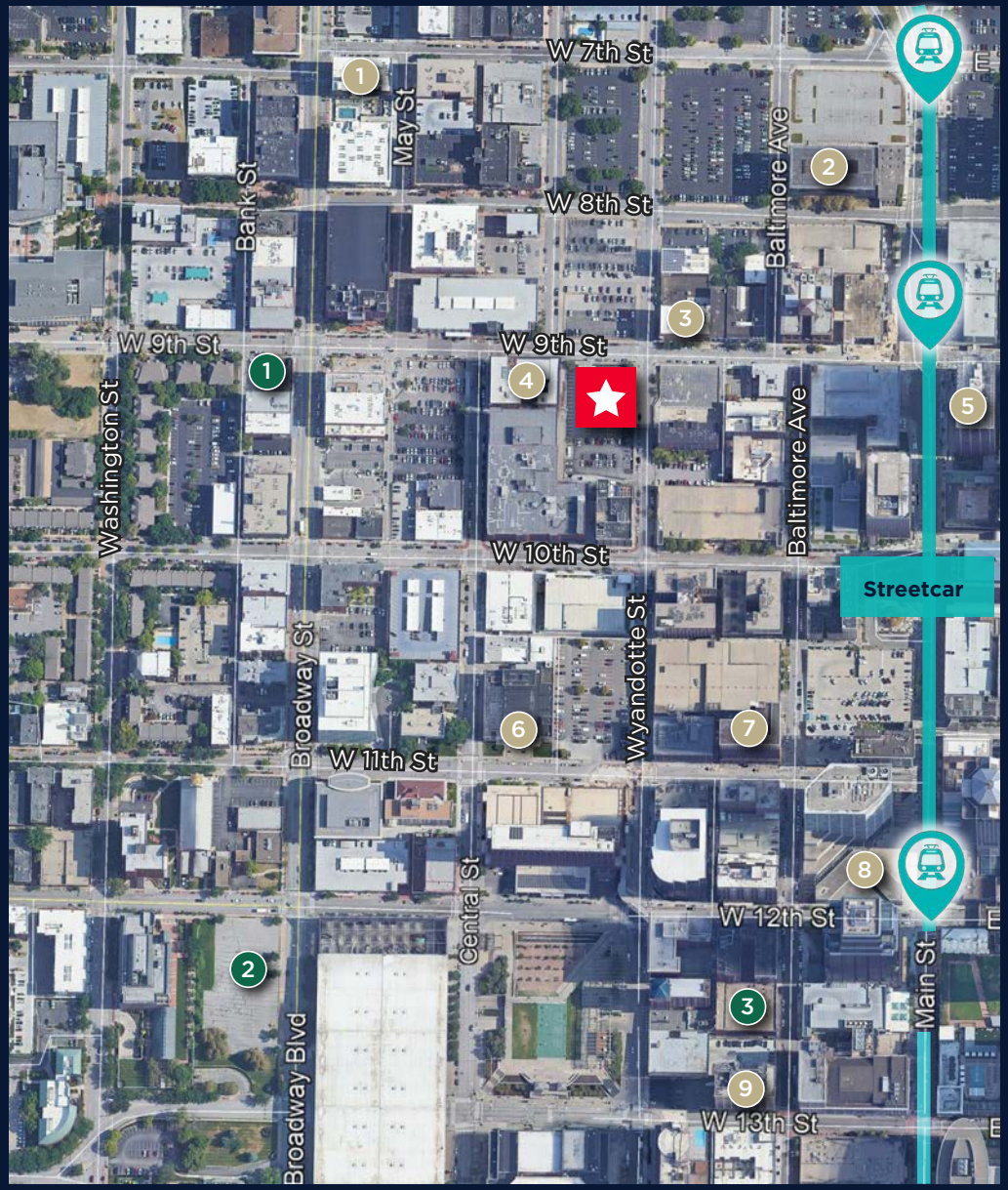
6 Located in the charming Library District

SOUTHEAST FACING AERIAL

PROPOSED/RECENTLY COMPLETED DEVELOPMENTS

Proposed/Under Construction Development Projects

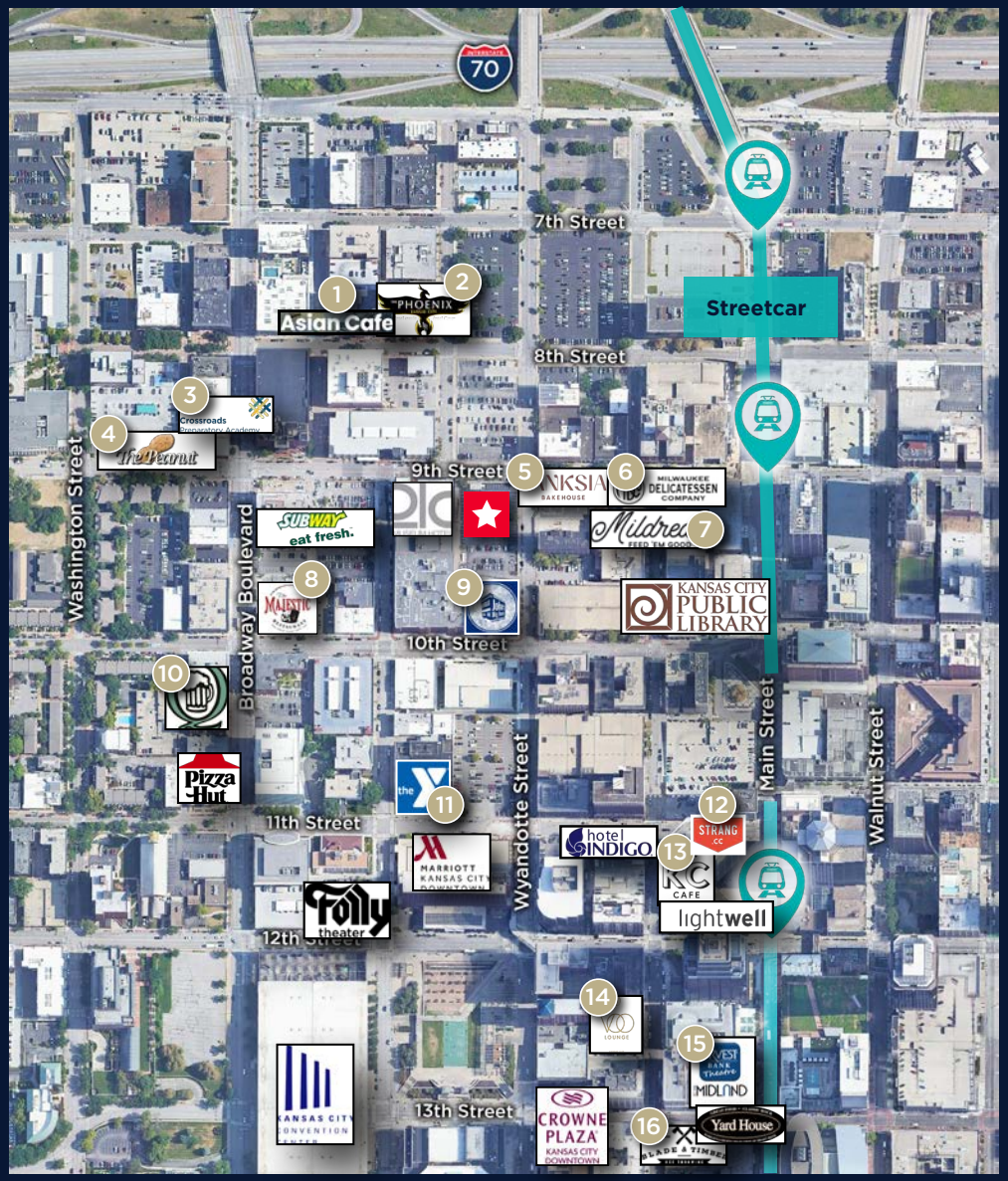
1. Hyatt House - 900 Broadway Blvd ($40M new construction hotel, 154 rooms)
2. Canadian Pacific Kansas City Railroad HQ expansion & mixed-use development - 1200-1210 Broadway
3. Muehlbach redevelopment - 1212 Baltimore Avenue ($29.8M project, 190 units)



Recently Completed Developments

1. Roaster's Block Apartments - 701 Broadway Blvd ($36M Project, 146 units)
2. Flashcube Apartments - 720 Main Street ($70M Project, 184 units)
3. New England Building Apartments - 112 W 9th Street ($9M project, 32 units)
4. 21c Museum Hotel - 219 W 9th Street ($50M project, 120 room boutique hotel)
5. Commerce Tower - ($139M project, 355 units)
6. New Downtown YMCA - 222 W 11th Street ($36M project)
7. The Mark Apartments - 106 W 11th St. ($60M project, 222 units)
8. Lightwell/WeWork - (660,000 SF, $60M project)
9. Hotel Kansas City - 1228 Baltimore Avenue ($59.5M project, 144 rooms)

NEARBY AMENITIES



Local Amenities

1. Asian Café
2. The Phoenix Jazz Club
3. Crossroads Preparatory Academy
4. The Peanut Bar & Grill
5. Banksia Bakehouse Bakery
6. Milwaukee Delicatessen
7. Mildred's Coffeehouse
8. The Majestic Restaurant
9. John's Big Rooftop Deck Bar & Grill
10. Quaff Sports Bar & Grill
11. New YMCA
12. Strang Chef Collective
13. Made in KC Café & Store
14. Voo Lounge
15. Arvest Bank Theatre at the Midland
16. Blade & Timber Axe Throwing

CATALYTIC PROJECTS

DOWNTOWN CATALYTIC PROJECTS

- Recently completed Streetcar extensions north to Berkley Riverfront and south to UMKC/Country Club Plaza
- Kansas City Royals Crown Center ballpark district will be a $3B development project
  - » Project planned to break ground in 2027 and will be open for the 2030 season
- Planned new $217M South Loop Link Park (set to break ground soon)
- Children's Mercy Hospital's new acute care tower project on its campus in downtown Kansas City is projected to cost more than $1 billion, as part of a broader multiphase $1.7 billion campus modernization and expansion

Rendering of South Loop Link Park

#3 Fastest Growing Large Metro in the Midwest
(US Census Bureau, 2025)

#8 Hottest real estate market
(Zillow, 2025)

#12 Hottest job market in the United States
(WSJ, 2024)

#1 Kansas City emerging data center market in the world
(Cushman & Wakefield, 2024)

WHY KANSAS CITY?

- 18% population growth rate for the Kansas City metro area since 2010, vs 3.1% for the Midwest
- World Cup 2026 Host City
- Massive Metro Industrial & Tech Megaprojects
  - » Panasonic Energy's new $4 billion automotive/EV battery manufacturing facility (opened 2025)
  - » Google's $100B "Project Kestrel" Hyper-Scale Project
  - » Meta's $800M hyperscale data center project.
  - These monumental projects crown the Kansas City metro as an important tech hub and as the premier global nexus for digital infrastructure and AI processing capacity.
  - This ironclad corporate ecosystem guarantees long-term economic stability and growth.

KC NATIONAL ACCOLADES

KC is a Top Livable Metro in the U.S.
Kansas City ranked third among the nation's most livable metro areas, where affordability, short commutes and opportunity come together for "go-getters who crave fresh flavors, smart opportunities, thrilling sports and more time to enjoy it all." - RentCafe, January 2026.

KC Among Nation's Hottest Housing Markets
Kansas City ranks among the top U.S. metro areas in Realtor.com's January 2026 Hottest Housing Markets list, signaling strong demand, competitive pricing and continued momentum heading into the new year. - Realtor.com, February 2026.

Kansas City Ranks as a Top 10 City for Gen Z
Thanks to strong marks in job opportunities for recent graduates, parks per capita, affordability and low internet costs, Kansas City ranks among the nation's top 10 cities — and No. 4 in the Midwest—for people ages 20 to 24. - CommercialCafe, October 2025.

6 KC Chefs & Bartenders Named as 2025 James Beard Semifinalists - James Beard Awards, 2025

Kansas City is a Top 25 Travel Destination in the World - BBC, 2025

DOWNTOWN DEVELOPMENT:

DOWNTOWN ON THE RISE

$10.8B Over $10.8 billion has been invested in downtown since 2000

$2.6B Currently in active development, with $8 billion more planned over the next five years

122,000+ Downtown employees

Downtown KC ranks #10 Nationally for Urban Vitality & Foot Traffic

- The Ranking: A comprehensive national downtown metrics study (Gensler City Pulse, May 2026) ranked Downtown Kansas City 10th in the US for visitor frequency and length of stay.
- The Data: The report explicitly flagged Downtown KC for its exceptional authenticity, walkability, and high consumer memorability scores.
- Downtown KC is a buzzing, high-activity, top-10 national market that successfully captures consumer time, attracts residents, and retail dollars day and night.

DOWNTOWN RESIDENTIAL GROWTH

34,000+ Downtown residents

82.6% Total residential growth since 2010

33% Growth. Projected population increase over the next decade, adding nearly 11,000 new residents.

Downtown Kansas City has recaptured 95% of its pre-pandemic foot traffic.

DOWNTOWN CONTAINS

32% Of the City's jobs

39% Of hotel rooms

23% Of the City's businesses

DOWNTOWN DEMOGRAPHICS

53% Male

47% Female

34.2 Average Age

52%

Millennials make up 52% of Downtown Kansas City's residential population, outpacing the MSA's rate of 29%

48%

Of Downtown Kansas City's residential population have a Bachelor's Degree or higher compared to the MSA's rate of 36%

$96,655

Average Household Income

COMPANIES LOCATED IN DOWNTOWN KANSAS CITY

MULTIFAMILY OVERVIEW

KANSAS CITY MULTIFAMILY GROWTH:

Top 10 Markets for Forecasted Rent Growth

	Metro	Forecasted Rent Growth
1	Twin Cities	4.7%
2	Chicago	4.1%
3	Detroit	4.0%
4	Kansas City	3.9%
5	New York City	3.1%
6	Philadelphia	2.9%
7	San Francisco	2.6%
8	Columbus	2.3%
9	Baltimore	1.9%
10	New Jersey	1.9%

Data as of March 2026

Source: Yardi Matrix · Download image · Created with Datawrapper

Top 10 Markets for YoY Rent Growth

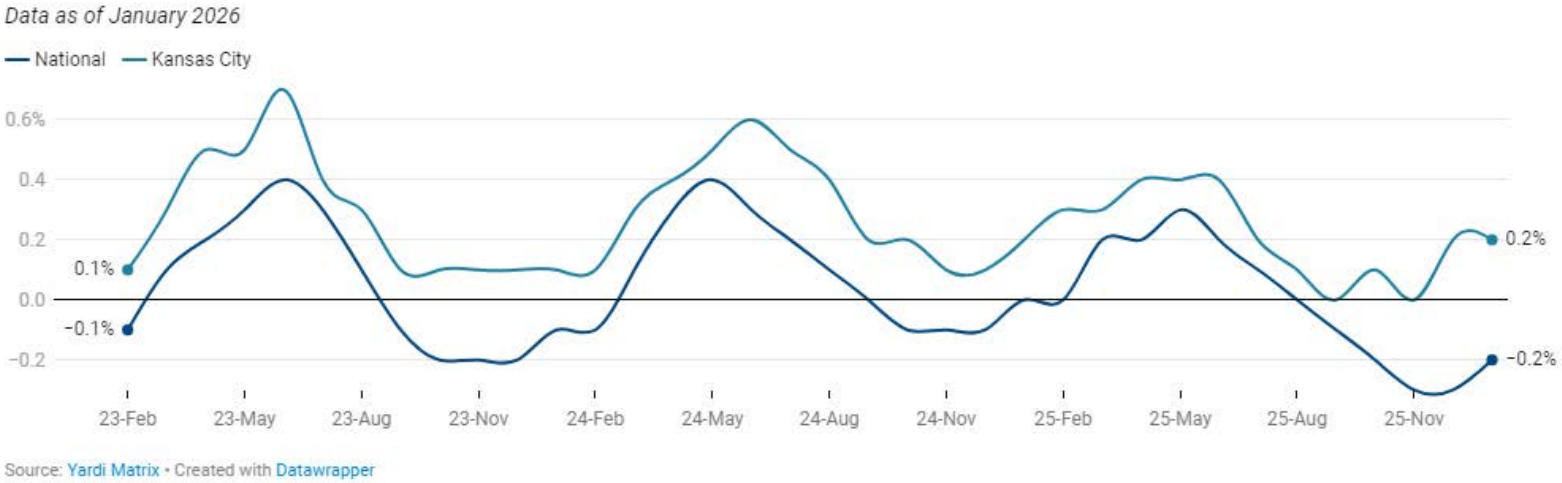
	Metro	Rent Growth
1	New York City	4.5%
2	San Francisco	3.9%
3	Chicago	3.4%
4	Twin Cities	2.5%
5	Kansas City	2.3%
6	Philadelphia	1.9%
7	Indianapolis	1.5%
8	Detroit	1.4%
9	New Jersey	0.6%
10	Columbus	0.6%

Data as of March 2026

Source: Yardi Matrix · Download image · Created with Datawrapper

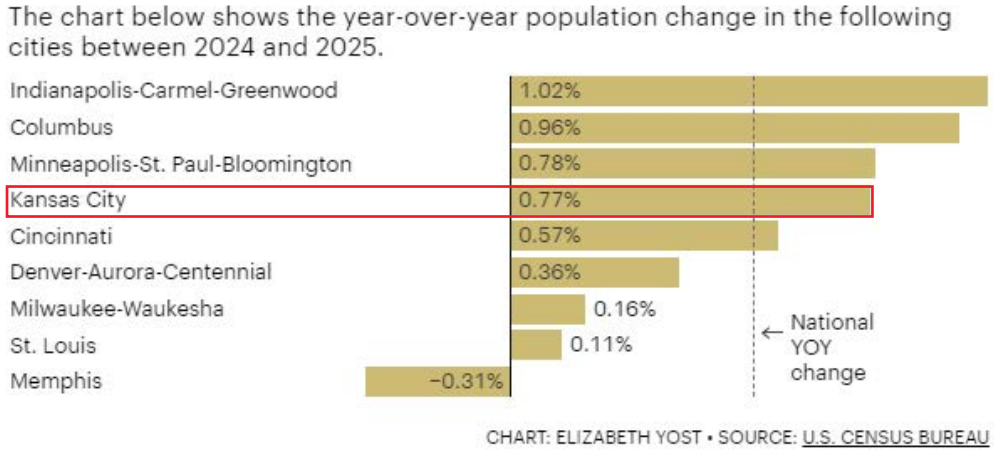
KANSAS CITY MULTIFAMILY GROWTH:

Kansas City Vs. National Rent Growth



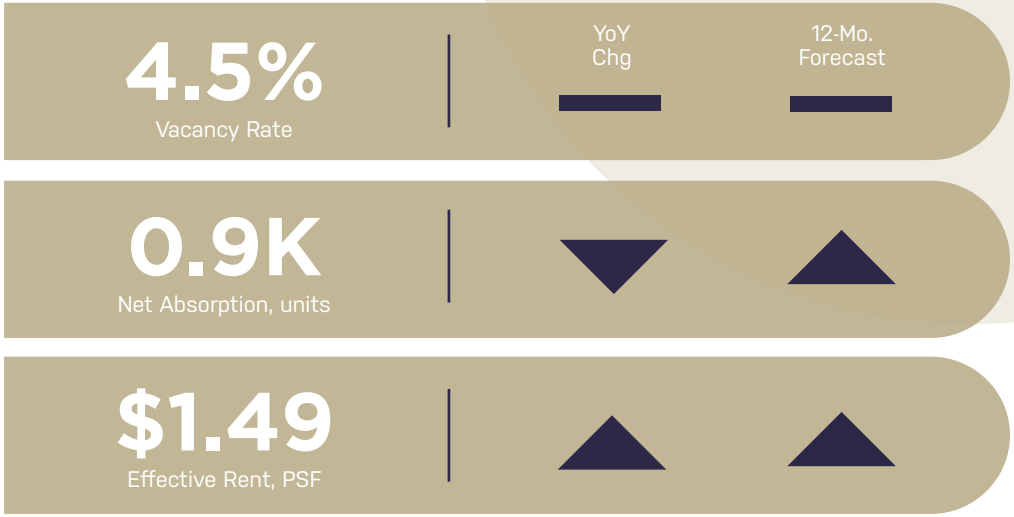
Among similarly sized cities, Kansas City sits toward the top in growth.

Population Growth Midwest Cities



ECONOMY:

Economic data in the first quarter was noisy, especially with the uncertainty caused by rising oil prices and global trade disruption having a major influence in March. The long-term impact of these factors remains to be seen, but in the short term the general trends have continued. Year-over-year (YOY), unemployment was up on a national and local level, although both numbers remain low by historical standards. Total non-farm employment was up nominally on a national basis—an increase of 20 basis points (bps)—YOY and down very slightly in the Kansas City area (10 bps), although forecasts call for job growth over the next 12 months.



*Source: BLS, Moody's Analytics, US Census Bureau, RealPage, *Q4 2025*

ABSORPTION AND RENT GROWTH:

Absorption outpaced deliveries by about 200 units in the first quarter, and the vacancy rate was almost unchanged vs. the previous year. Over the last several years the key metrics for the Kansas City multifamily market have indicated steady, sustainable growth and all signs continue to point in that direction.

One area of focus has been rent growth, which came in at 3.2% YOY. Kansas City has outpaced the national average over the one-year (3.2% to 1.7%), three-year (12.8% to 4.3%), and five-year (39.5% to 30.4%) windows and there had been concern that Kansas City rent growth might be due for a correction. However, that growth has been coming down and a figure of 2.0%-3.0% is healthy and one the market should support.

DEVELOPMENT:

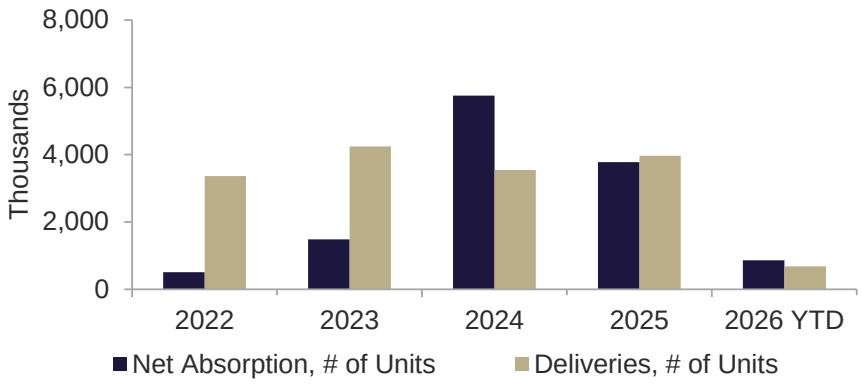
There were about 7,000 units under construction at the end of the first quarter, with the eastern suburban submarket of Lee's Summit / Blue Springs / Raytown having the hignest number at 1,200. Every submarket had at least 100 units under way and all but two reported new deliveries during the first three months of 2026. Moving into the seasonality of the second and third quarter, Kansas City can expect to see increased absorption as projects are completed and new units become available.

ECONOMIC INDICATORS Q1 2026

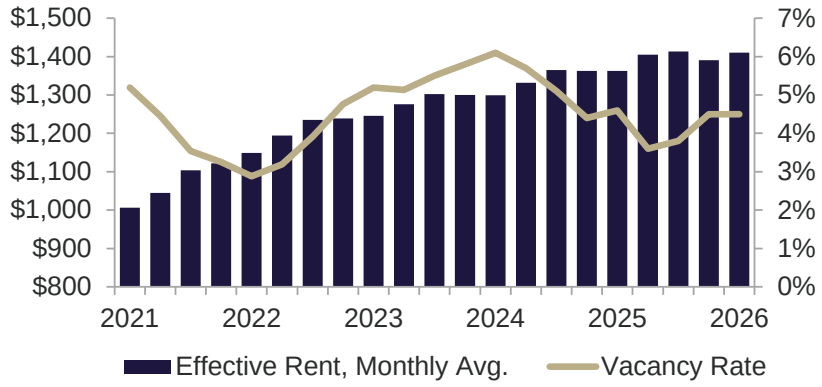
	YoY Chg	12-Mo. Forecast
1,150.4K Kansas City Employment	▼	▲
4.1% Kansas City Unemployment Rate	▼	▲
-0.1% Kansas City Household Growth Rate	▲	▲

*Source: BLS, Moody's Analytics, US Census Bureau, RealPage, *Q4 2025*

DEMAND / DELIVERIES



OVERALL VACANCY & ASKING RENT



MARKET STATISTICS

SUBMARKET	INVENTORY (UNITS)	YTD DELIVERIES (UNITS)	YTD % INVENTORY GROWTH	UNDER CONSTRUCTION (UNITS)	YTD NET ABSORPTION (UNITS)	VACANCY RATE	YOY VACANCY RATE CHANGE	AVG EFFECTIVE RENT / UNIT	AVG EFFECTIVE RENT PSF	YOY % EFFECTIVE RENT GROWTH
Central Kansas City	30,878	174	0.6%	1,060	474	5.6%	-1.4%	$1,608	$1.87	0.6%
Clay County	21,450	-	0.0%	578	62	4.2%	-0.3%	$1,274	$1.34	6.0%
Independence/East Kansas City	15,620	39	0.3%	608	164	4.9%	-1.0%	$1,251	$1.43	6.6%
Lee's Summit/Blue Springs/Raytown	16,006	138	0.5%	1,193	131	4.5%	-0.4%	$1,351	$1.44	3.5%
North Overland Park	13,076	42	0.3%	447	(33)	5.4%	1.2%	$1,409	$1.48	0.7%
Olathe/Gardner	11,213	86	0.8%	610	5	4.2%	1.5%	$1,456	$1.59	2.7%
Platte County	11,118	30	0.3%	154	(21)	3.7%	-0.3%	$1,345	$1.45	5.1%
Shawnee/Lenexa/Mission	18,241	112	0.6%	1,101	90	3.5%	0.2%	$1,476	$1.49	2.5%
South Kansas City/Grandview	18,137	38	0.2%	592	(54)	5.8%	0.6%	$1,167	$1.22	7.7%
South Overland Park	20,283	-	0.0%	514	17	4.2%	0.8%	$1,612	$1.60	2.4%
Wyandotte County/Leavenworth	14,737	24	0.2%	100	23	4.1%	-0.7%	$1,206	$1.39	3.4%
Total	190,759	683	0.3%	6,957	858	4.5%	0.1%	$1,410	$1.49	3.2%

KEY DEVELOPMENT PROJECTS Q1 2026

PROPERTY	SUBMARKET	DEVELOPER	DELIVERY	UNITS
The Oslo	Lee's Summit / Blue Springs / Raytown	Intrinsic Development	2026 Q2	585
Arrive KC	Central Kansas City	NorthPoint Development	2026 Q3	373
Barry West	Platte County	Sallee Development	2026 Q1	364
Ascent	Clay County	NorthPoint Development	2026 Q2	339
Canopy Flats	North Overland Park	Thompson Thrift / Price	2027 Q2	303
Livano Overland Park	South Overland Park	LIV Development	2027 Q3	298
The Rocks	Shawnee / Lenexa / Mission	EPC Real Estate	2027 Q3	287
Oberon	South Kansas City / Grandview	EPC Real Estate	2026 Q4	284

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