

T AND T XTRA SELF STORAGE | HUGOTON, KS



NAMartens
Self Storage

Exclusive Advisor:

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Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the feasibility of purchasing the property described herein.

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CONTACT US

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OFFERING SUMMARY



Address:	1200 S. Commercial Hugoton, KS 67951
Sale Price:	\$430,000
Total Building Size:	+/- 12,632 SF
Parking Lot/Trailer House	+/- 2,400 SF
Total Number of Units:	72 Units
Unit Occupancy:	69.4%
Square Foot Occupancy	60.5%
Economic Occupancy:	66.6%
Price/SF Total	\$34.04/SF
Total Land Size	1.8 Acres
Stabilized Cap Rate	9.81%
GIM (Stabilized)	6.93
3 Mile SF per Capita	6.61
5 Mile SF per Capita	6.44
10 Mile SF per Capita	5.98
Year Built	1980, 1995
County	Stevens County
Zoning	I-1 Light Industrial Disctrict
Flood Zone	No

INVESTMENT HIGHLIGHTS

- Value-Add Opportunity – Currently 69.9% physically occupied with no tenant protection in place, providing immediate upside potential.
- Limited Competition – Hugoton is a low-supply self-storage market with only 6.44 square feet per capita within a 5-mile radius and just two competing facilities, both of which are fully occupied.
- Below Replacement Cost – Offered at \$34.04 per square foot, representing an attractive entry point below estimated replacement cost.
- Recent Capital Improvements – The current owner has invested significantly in the property, including installing new doors on more than 16 units that were previously inoperable and pouring new concrete floors in multiple units.

PROPERTY PHOTOS



PARCEL MAP



*Property lines are approximate.

ABOUT HUGOTON, KS



Hugoton is the county seat of Stevens County in Southwest Kansas. Hugoton features a population of around 3,700, but serves a much larger regional population for healthcare, retail, agriculture, and professional services.



Access to Major Regional Cities

Liberal, KS – Approximately 25 miles (30 minutes) east
Garden City, KS – Approximately 70 miles (1 hour 15 minutes) north

Guymon, OK – Approximately 40 miles (45 minutes) south



Dodge City, KS – Approximately 120 miles (2 hours) northeast

Amarillo, TX – Approximately 135 miles (2 hours) south

Wichita, KS – Approximately 220 miles (3½ hours) east

Denver, CO – Approximately 270 miles (4½–5 hours) northwest



Hugoton is positioned near the Kansas, Oklahoma, and Texas borders, making it a regional hub for agriculture, energy, and commerce across the High Plains.



POPULATION (2025)

3-Mile	5-Mile	10-Mile
3,809	3,942	4,219

MEDIAN AGE

3-Mile	5-Mile	10-Mile
36.5	36.6	36.8

MEDIAN HOUSEHOLD INCOME

3-Mile	5-Mile	10-Mile
\$63,169	\$63,461	\$64,501

AVERAGE HOUSEHOLD INCOME

3-Mile	5-Mile	10-Mile
\$76,639	\$77,208	\$78,658

TOTAL HOUSEHOLDS

3-Mile	5-Mile	10-Mile
1,392	1,436	1,572

HOUSEHOLD SIZE

3-Mile	5-Mile	10-Mile
2.86	2.69	2.70

OWNER OCCUPIED HOUSING UNITS

3-Mile	5-Mile	10-Mile
1,017	1,051	1,159

RENTER OCCUPIED HOUSING UNITS

3-Mile	5-Mile	10-Mile
375	385	413

RENT COMPARABLE MAP

Subject Property | T and T



EZ Access Self Storage



CB Self Storage



Property Name	Address	5x10	10x10	10x12	10x15	10x20	12x18
EZ Access Self Storage	224 S Main St Hugoton, KS	Fully Occupied					
CB Self Storage	507 S Jackson St Hugoton, KS	Fully Occupied					
T and T Xtra Self Storage	1200 S Commercial Hugoton, KS	\$40.00			\$60.00		\$75.00

PROPERTY DETAILS

OFFERING SUMMARY

Unit Type	Total Units	Currently Occupied	SQ. FT.	Rentable SQ. FT.	Street Rate	Current Monthly Rents	Average Rented Price	Potential Monthly Rents
5x10	9	3	50	450	\$40	\$110	\$36.67	\$320
6x10	1	1	60	60	\$40	\$35	\$35.00	\$40
7x10	1	0	70	70	\$40	-	-	\$40
6x12	3	2	72	216	\$44	\$69	\$34.50	\$118
10x10	6	6	100	600	\$50	\$260	\$43.33	\$285
12x10	6	5	120	720	\$50	\$226	\$45.20	\$279
10x13	2	2	130	260	\$55	\$100	\$50.00	\$110
12x12	8	8	144	1,152	\$60	\$432	\$54.00	\$462
10x15	10	5	150	1,500	\$60	\$260	\$52.00	\$582
12x15	4	2	180	720	\$70	\$127	\$63.50	\$272
12x18	2	2	216	432	\$70	\$123	\$61.50	\$128
12x20	4	3	240	960	\$80	\$225	\$75.00	\$320
11x26	2	2	286	572	\$80	\$133	\$66.50	\$133
12x24	7	4	288	2,016	\$100	\$330	\$82.50	\$640
12x26	2	1	312	624	\$95	\$105	\$105.00	\$200
12x38	5	4	456	2,280	\$130	\$495	\$123.75	\$655
Parking Lot/ Trailer House				2,400	\$65	\$65	\$65.00	\$65
Total/Average	72	50		15,032				

Building Size:	+/- 12,632 SF
Parking Lot/Trailer House Parking:	+/- 2,400 SF
Unit Occupancy:	69.4%
Square Foot Occupancy:	60.5%
Economic Occupancy :	66.6%
Total Land Size:	1.8 Acres
Stabilized Cap Rate:	9.81%
GIM (Stabilized):	6.93
Year Built:	1980, 1995
Flood Zone:	No



CURRENT & STABILIZED FINANCIALS

Current Financials

Annual Income	Current	Stabilized	Notes
Potential Rental Income	\$60,480	\$60,480	
Vacancy/Discounts	(\$24,625)	(\$3,024)	Stabilized Estimated at 5% Vacancy/Discount Factor
Total Effective Rental Income	\$35,855	\$57,456	Current is Jan-Jult 2026 Annualized
Other Income		\$4,596	Estimated at 8% of E.R.I including Tenant Insuance, Admin Fees, Late Fees
Total Effective Gross Income	\$35,855	\$62,052	

Annual Expenses	Current	Stabilized	Per SF	% of E.G.I	Notes
Real Estate Taxes	\$5,775	\$6,930	\$0.46	11.2%	County Appraisal: \$145,700
Insurance	\$2,184	\$6,000	\$0.40	9.7%	
Software	\$572	\$572	\$0.04	0.9%	
Utilities	\$804	\$804	\$0.05	1.3%	
Repairs & Maintenance	\$572	\$572	\$0,04	0.9%	
Management Fee	\$600	\$3,000	\$0.20	2.8%	
Miscellaneous	\$0	\$2,000	\$0.13	3.2%	Estimated at \$250/month for boots on the ground manager
Total Expenses	\$10,507	\$19,878		32.03%	
Net Operating Income	\$25,348	\$42,175			

Stabalized Purchase Price Analysis

Cap Rate	Price/SF	Sale Price	G.I.M
9.81%	\$34.04	\$430,000	6.93



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