1000-1016 MAIN STREET

DOWNTOWN KANSAS CITY, MISSOURI

PRICE REDUCED!

Incredible Downtown Development Site

OFFERING MEMORANDUM

CUSHMAN & WAKEFIELD

1000-1016 MAIN STREET

DOWNTOWN KANSAS CITY, MISSOURI

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DISCLAIMER

PROPERTY DESCRIPTION

Address:	1000-1016 Main Street, Kansas City, Missouri
Site size:	±21,975 SF (Developable) ±23,975 SF (Total)
Price:	$2,000,000
Zoning:	DC (Downtown Core)

Cushman & Wakefield is pleased to present the rare opportunity to acquire a premier development site located at the intersection of 10th & Main Streets in the heart of Downtown Kansas City. The property spans approximately 21,976 developable square feet (±0.5 acres) in the most dense section of the Central Business District—directly on the KC Streetcar line, with a stop less than a block from the property's doorstep.

1 Iconic Location – Surrounded by high-rise office towers, boutique hotels, entertainment venues, and walkable urban amenities including the Power & Light District, T-Mobile Center, and Convention Center.

2 Streetcar Access– Located directly on the KC Streetcar line right by the 9th & Main stop, connecting to all of the urban core from the Plaza/UMKC to Berkley Riverfront.

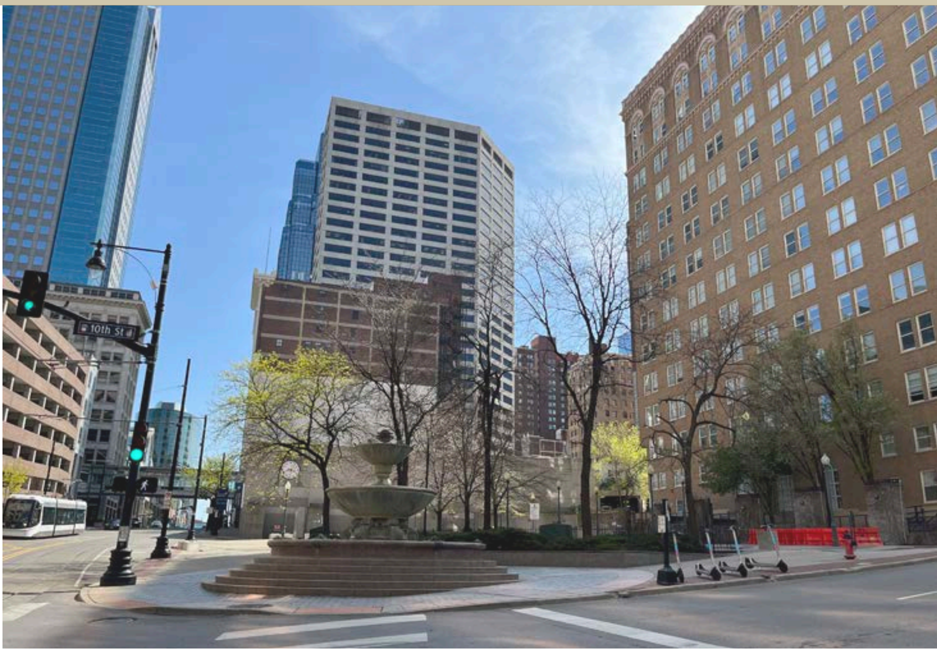
3 Downtown Core Zoning (DC) – Promotes high-density development, including multifamily, hospitality, and mixed-use projects.

4 Exceptional Visibility & Frontage – Fronts both Main Street and 10th Street, offering unparalleled visibility, transit-oriented appeal, and branding potential.

5 Transit-Oriented Development (TOD) – Ideal for developers seeking TOD incentives and market-driven urban housing, hospitality, or flexible mixed-use projects.

DOWNTOWN KANSAS CITY AERIAL

SITE PHOTOS



INCENTIVES OVERVIEW:

KCATA START BOND PROGRAM

The property is located within a federally recognized Transit-Oriented Development (TOD) corridor and is eligible for powerful financial incentives through the KC Area Transportation Authority's (KCATA) Sustaining Transportation and Reinvesting Together (START) Bond Program, which is an exclusive tool available only to select development sites along Kansas City's streetcar and bus rapid transit networks.

The START program is designed to encourage high-density, mixed-use development along key transit corridors by leveraging KCATA's tax-exempt status and federal funding channels.

Key Benefits for Developers:

- Sales Tax Exemption on Construction Materials
  - » By utilizing KCATA's tax-exempt bond structure, developers receive an exemption from state and local sales taxes on all construction materials—delivering substantial upfront cost savings and improving project cash flow from day one.
- Property Tax Exemption (with Payment Structure)
  - » During the bond term, KCATA retains title to the property, meaning it is exempt from traditional real estate taxes. Instead, developers make a negotiated "progress payment"—often resulting in a significantly reduced annual expense.
    - Exemptions typically range from 10 years at 50% to 20+ years at 75% tax relief.
- Access to Federal Grant & Earmark Support
  - » START projects gain access to KCATA's federal grants department, which supports developers in securing earmarks and competitive grant funding during the life of the bond. This unique public-partnership can unlock millions in additional capital.

WHY IT MATTERS

In today's challenging capital markets, the START Bond Program is one of the most impactful and underutilized incentives in the region—offering developers a competitive advantage through reduced costs, predictable payments, and federal partnership.

For more details, visit: *tocd.kcata.org*

CATALYTIC PROJECTS

STREETCAR

- 1000 Main Street is located on the streetcar line and is less than one block from the stop at 9th & Main Street. The original 2.2 mile KC Streetcar line (completed 2016) has been one of the most successful in the United States by ridership numbers and has attracted more than $4 billion of investment in new development projects near the track from 2013-2020. The KC Streetcar has won numerous national awards and there are currently two expansion lines under construction. The southern 3.5-mile extension of Kansas City's streetcar on Main Street to the Country Club Plaza/UMKC opened in Fall 2025 and the northern expansion line to the Riverfront is opening in May 2026. The extensions will provide the property with unparalleled front door access to all the major sites in Kansas City's urban core.

ROYALS' BALLPARK LOCATION:

- The Kansas City Royals have announced plans to build their new MLB stadium and adjacent ballpark village at Washington Square Park/ Crown Center. The total anticipated investment of $3 Billion makes this one of the largest urban development projects in the country.

ROY BLUNT LUMINARY PARK:

- Roy Blunt Luminary Park is a planned urban park spanning 4-blocks over Interstate 670 linking the Crossroads District with the Central Business District. This $300M+ project is a collaborative effort spearheaded by Kansas City, Port KC, and private donors. Once complete, the new 5.5-acre park will serve as an iconic green space featuring play areas, entertainment amenities, and multi-modal transportation options.
- Taking inspiration from urban parks such as Dallas' Klyde Warren Park, this spectacular asset will elevate Downtown Kansas City and become a landmark for generations to come.
- Engineering studies are under way and groundbreaking is expected to occur in mid-2027.

#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)

Top 10

Kansas City best place to visit in the world

(WSJ, 2024)

WHY KANSAS CITY?

- **Rising national metro area:**
  - 18% population growth rate for the Kansas City metro area since 2010, vs 3.1% for the Midwest
  - Panasonic $4B battery plant and Meta's $800M hyper-scale data center project
  - World Cup 2026 Host City
- Downtown has fastest growing population in the metro

KC NATIONAL ACCOLADES

Kansas City is the 3rd Fastest Growing Large Metro in the Midwest
- US Census Bureau, 2025

The 10 Top Housing Hot Spots for 2025
- National Association of Realtors®, 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

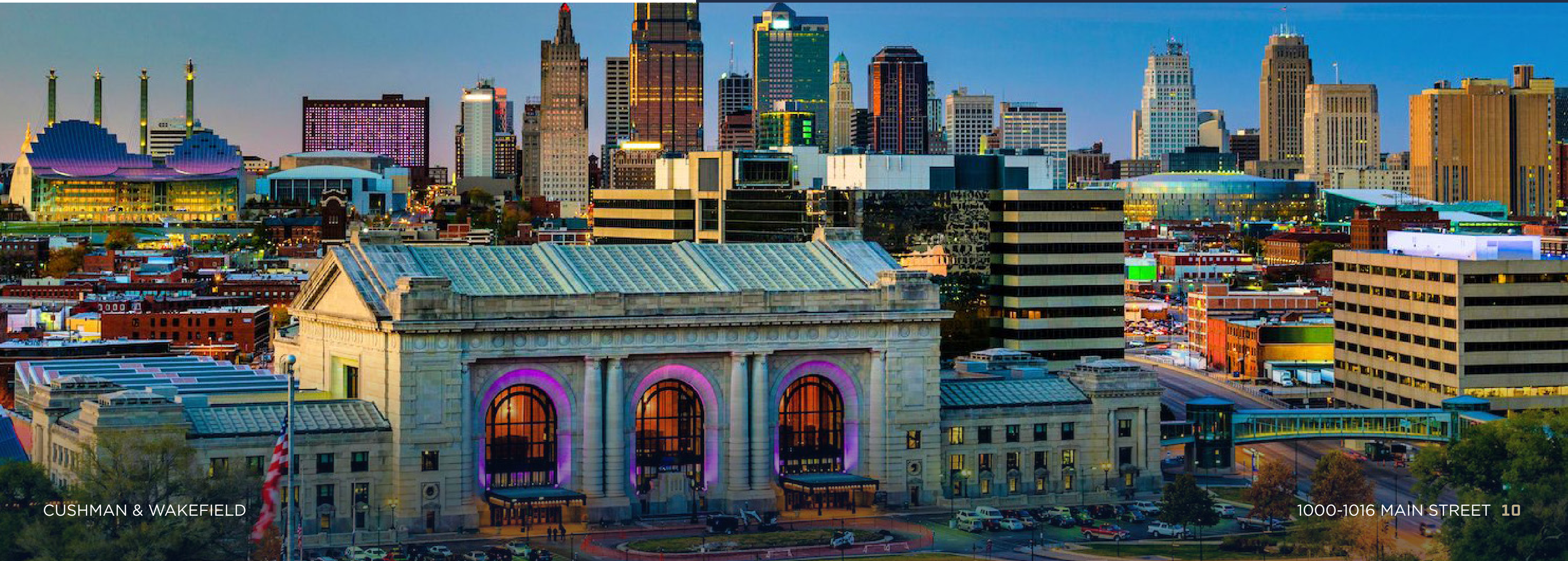
Kansas City International Airport Ranks in Top 10 on Travel + Leisure U.S. Airport List
- Travel + Leisure, July 2024

Kansas City is #6 in the U.S. for Momentum of Tech Job Growth
- Wall Street Journal, 2023

DOWNTOWN DEVELOPMENT

DOWNTOWN IS ON THE RISE

$9.2B	Development completed or under construction in Downtown KC since 2005
$3.1B	Development planned for Downtown KC in next couple years
113,531	Downtown employees



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%

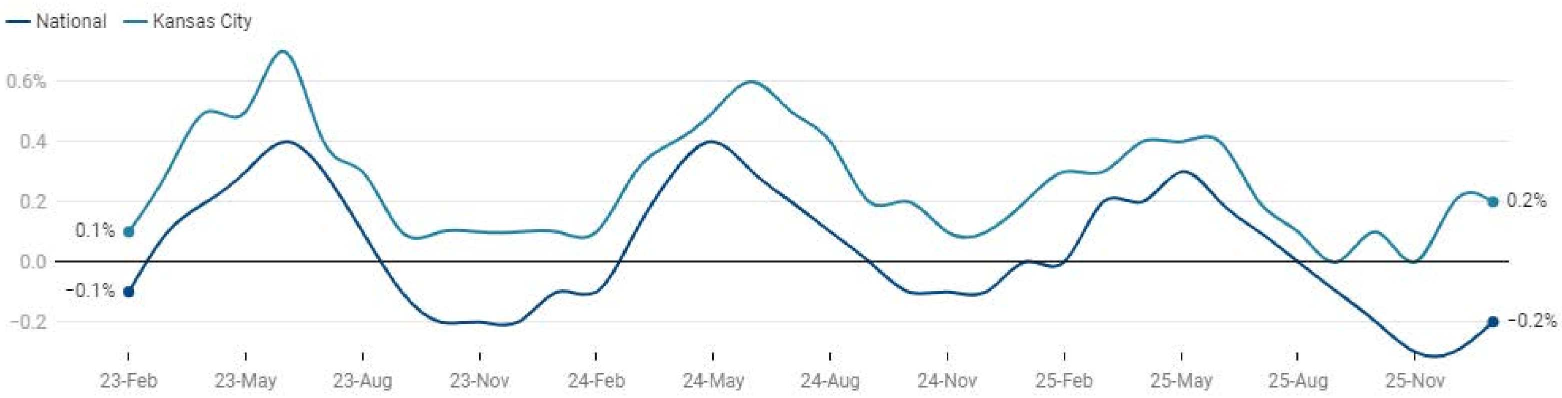
Data as of March 2026

Source: Yardi Matrix • Download image • Created with Datawrapper

KANSAS CITY MULTIFAMILY GROWTH:

Kansas City Vs. National Rent Growth

Data as of January 2026



Source: Yardi Matrix • Created with Datawrapper

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

Population Growth Midwest Cities

The chart below shows the year-over-year population change in the following cities between 2024 and 2025.

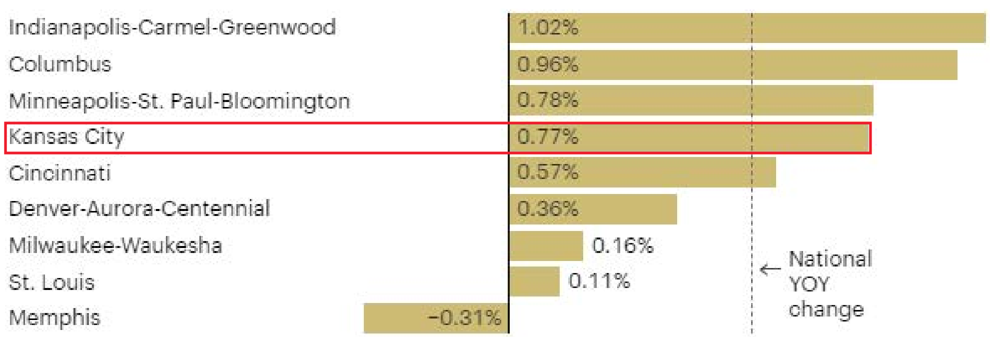


CHART: ELIZABETH YOST • SOURCE: U.S. CENSUS BUREAU

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.

	YoY Chg	12-Mo. Forecast
4.5% Vacancy Rate	—	—
0.9K Net Absorption, units	▼	▲
$1.49 Effective Rent, PSF	▲	▲

*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:

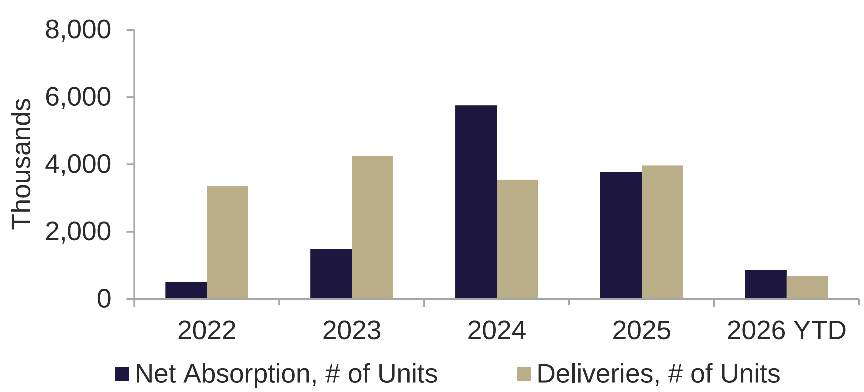
There were about 7,000 units under construction at the end of the first quarter, with the eastern suburban submarket of Lee's Summit / Blue Springs / Raytown having the hignest number at 1,200. Every submarket had at least 100 units under way and all but two reported new deliveries during the first three 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

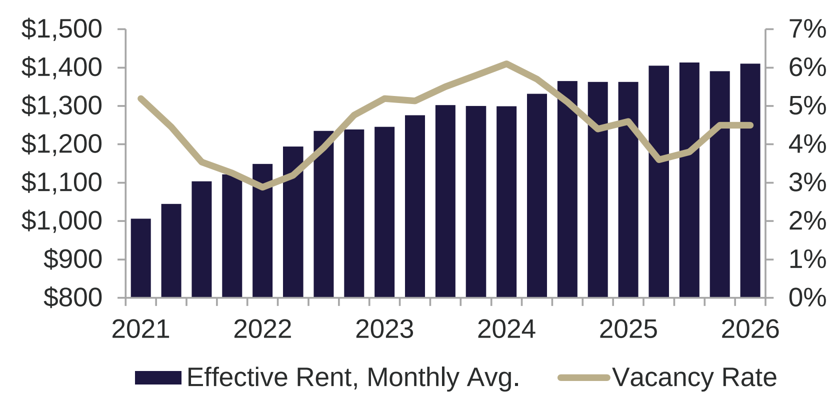
	YoY Chg	12-Mo. Forecast
1,150.4K Kansas City Employment	▼	▲
4.1% Kansas City Unemployment Rate	▼	▲
-0.1% Kansas City Household Growth Rate	▲	▲

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

DEMAND / DELIVERIES



OVERALL VACANCY & ASKING RENT

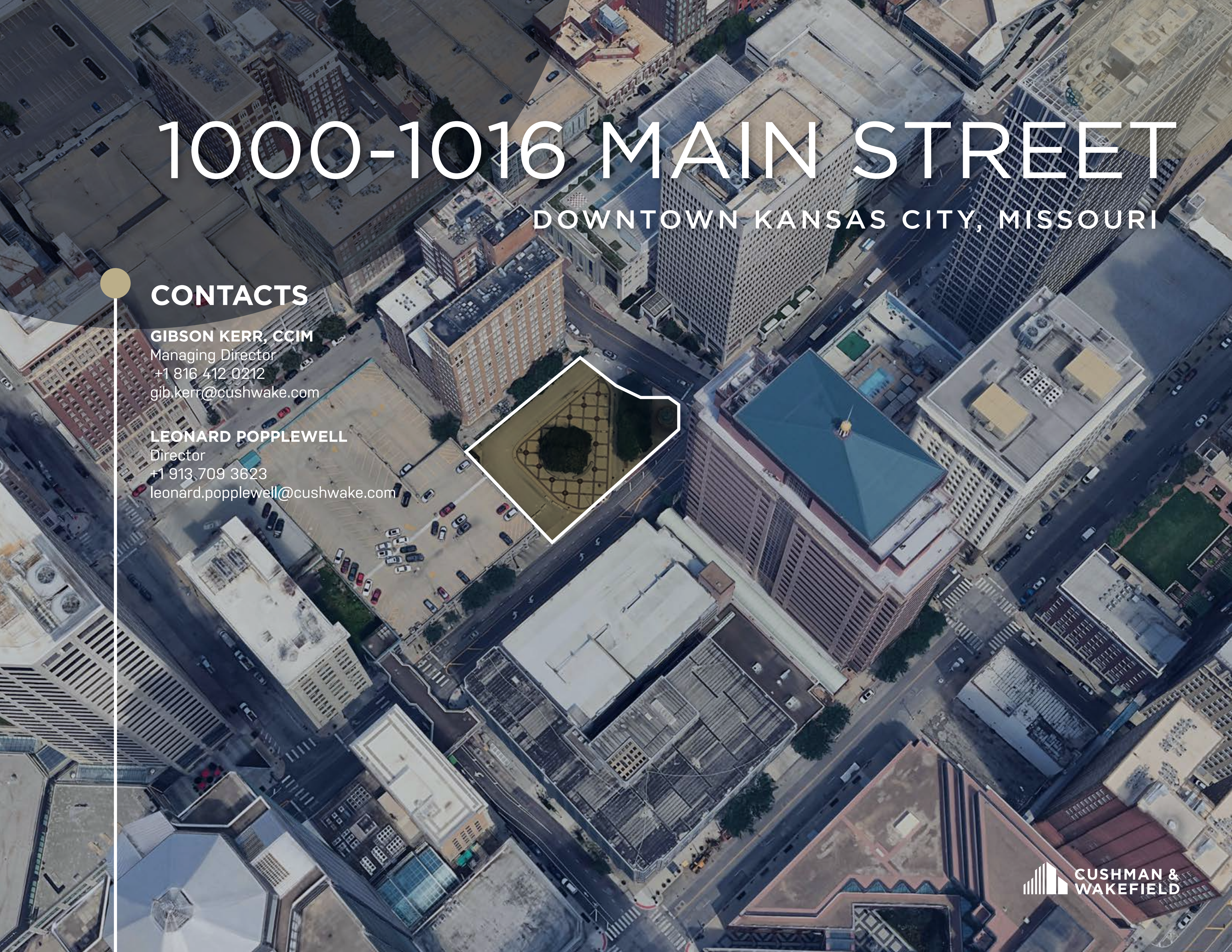


MARKET STATISTICS

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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