

BOURBON COUNTY STORAGE | FORT SCOTT, KS



Naimartens
Self Storage

Exclusive Advisor:

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**2510 RICHARDS RD
FORT SCOTT, KS 66701**

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The information contained in this offering memorandum is confidential and is furnished solely for the purpose of review by a prospective purchaser.

The material contained herein is based in part upon information supplied by the Owner and in part upon information obtained by NAI Martens from sources deemed reliable. This offering contains selected information pertaining to the Property and does not purport to be all inclusive.

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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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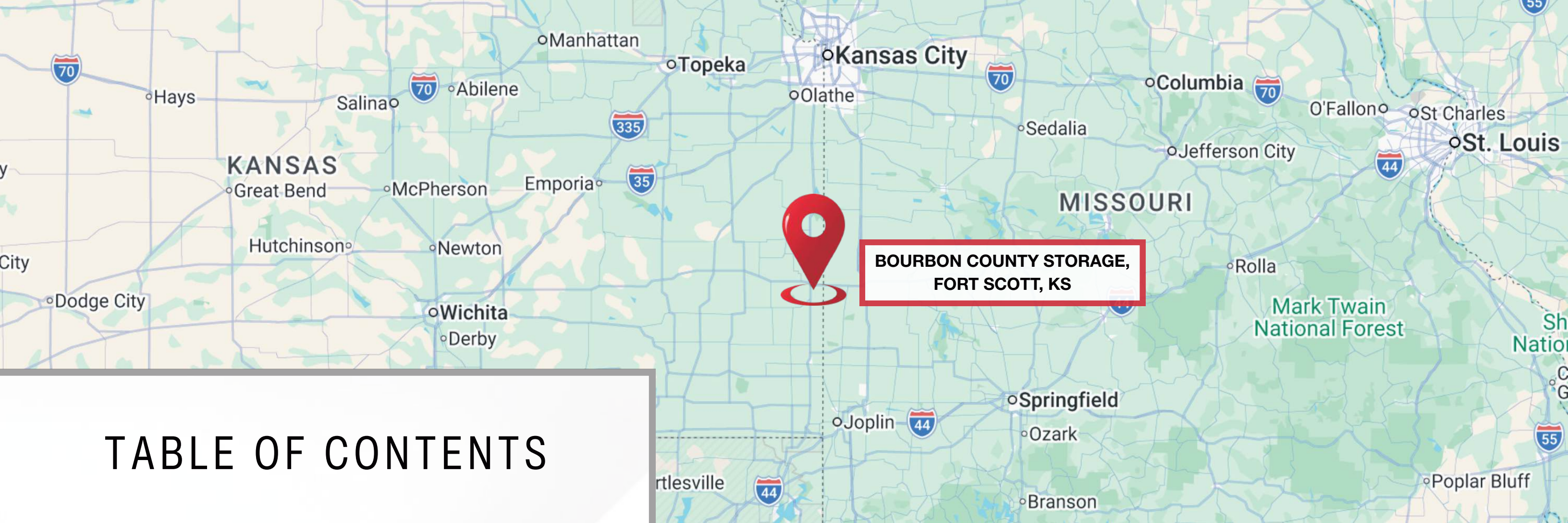


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CONTACT US

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OFFERING SUMMARY



Address:	2510 Richards Rd Fort Scott, KS 66701
Sale Price:	\$995,000
Total Building Size:	+/- 12,500 SF
Total Rentable SF:	+/- 12,500 SF
Total Number of Units:	72 Units
Unit Occupancy:	93.1%
Square Foot Occupancy:	94.8%
Economic Occupancy:	90.6%
Price/SF Total	\$79.60/SF
Total Land Size (SF):	9.55 Acres
Price/Land SF:	\$2.39/SF
Land Available for Expansion:	Yes - Approx 6 Acres Zoned for Expansion
3 Mile SF per Capita:	7.00
5 Mile SF per Capita:	6.13
7 Mile SF per Capita:	5.67
Year Built:	December 2025
Management Software:	ESS
Exterior/Roof:	Metal

INVESTMENT HIGHLIGHTS

- 95% Property Tax Reimbursement for the next 10 years.
- Land Available and Approved for Expansion – Total site encompasses 9.5 acres, with approximately 6 acres available and approved for future expansion.
- Strong Lease-Up Performance - The property was completed in December 2025 and has quickly achieved over 90% occupancy in just eight months.
- Remote Management - The property is currently managed remotely from Kansas City, located just over an hour from Fort Scott and the property.
- Below Market Rents - Current rents are below market averages, providing an opportunity for future rental rate growth and additional upside.
- High-Quality Construction - Features include larger doors, high ceilings, and insulation.
- Low-Supply Market with only 6.13 square feet per capita within a 5-mile radius, according to StorTrack.
- Fort Scott is located just 90 miles south of Kansas City, 95 miles north of Tulsa, 60 miles west of Joplin, and 145 miles southeast of Wichita.

PARCEL MAP



NEARBY RETAILERS



ABOUT FORT SCOTT, KS



County seat of Bourbon County serving as the region's commercial hub.



Located along U.S. Highway 69, approximately 90 miles south of Kansas City, 95 miles north of Tulsa, 60 miles northwest of Joplin, and 145 miles east of Wichita.



Home to Fort Scott Community College, serving approximately 1,200 students, and located approximately 2 miles from Bourbon County Storage.



Home to Fort Scott National Historic Site, attracting over 100,000 visitors annually.



Diverse employment base supported by manufacturing, healthcare, education, and regional retail.



POPULATION (2025)			
	3-Mile	5-Mile	10-Mile
	8,691	9,740	11,576
MEDIAN AGE			
	3-Mile	5-Mile	10-Mile
	38.8	39.1	39.4
MEDIAN HOUSEHOLD INCOME			
	3-Mile	5-Mile	10-Mile
	\$54,548	\$57,838	\$59,404
AVERAGE HOUSEHOLD INCOME			
	3-Mile	5-Mile	10-Mile
	\$70,918	\$72,983	\$74,272
TOTAL HOUSEHOLDS			
	3-Mile	5-Mile	10-Mile
	3,488	3,917	4,702
HOUSEHOLD SIZE			
	3-Mile	5-Mile	10-Mile
	2.4	2.39	2.38
OWNER OCCUPIED HOUSING UNITS			
	3-Mile	5-Mile	10-Mile
	2,135	2,477	3,135
RENTER OCCUPIED HOUSING UNITS			
	3-Mile	5-Mile	10-Mile
	1,353	1,440	1,567

MARKET SURVEY - RENT COMPARABLES

Property Name	Address	NRSF	Distance from Subject	5x10	10x10	10x15	8x20 Containers	10x20	10x25	10x30	12x30	20x20	Uncovered Parking
Fort Scott Self Storage	902 S Wilson, 2518 Richards Rd Fort Scott, KS	24,500	.01 & 1.7 Miles	\$55.00	\$80.00	\$95.00		\$110.00	\$130.00				
On Track Storage	312 E 23 rd St Fort Scott, KS	8,180	1.3 Miles		\$87.00			\$110.00	\$130.00			\$201.00	\$55.00
A-1 Storage	1503 E Wall Street Fort Scott, KS	1,400	2.8 Miles	\$55.00									
Maple Road Storage	1739 Maple Road Fort Scott, KS	7,708	7.8 Miles				\$77.99						
East National Storage	1700 S Main St Fort Scott, KS	8,271	1.3 Miles										
Fort Scott Security Storage	1614 E Wakk St Fort Scott, KS	5,580	2.9 Miles	\$45.00									
Market Average		37,500		\$51.67	\$83.50	\$95.00	\$77.99	\$110.00	\$130.00			\$201.00	\$55.00
Street Rates				\$65.00	\$75.00	\$85.00		\$95.00		\$125.00	\$135.00		
Average Rented Price				\$65.00	\$74.13	\$85.00		\$95.00		\$116.43	\$119.00		

RENT COMPARABLE MAP

Fort Scott Self Storage



On Track Storage



A-1 Storage



Maple Road Storage



East National Storage



Ft Scott Security Storage



PROPERTY DETAILS

Size	Total Units	Currently Occupied	SQ. FT.	Rentable SQ. FT.	Street Rate	Current Monthly Rents	Average Rented Price	Potential Monthly Rent
5x10	6	6	50	300	\$65	\$390	\$65.00	\$390
10x10	23	20	100	2,300	\$75	\$1,483	\$74.13	\$1,725
10x15	18	17	150	2,700	\$85	\$1,445	\$85.00	\$1,530
10x20	6	5	200	1,200	\$95	\$475	\$95.00	\$570
10x30	14	14	300	4,200	\$125	\$1,630	\$116.43	\$1,750
12x30	5	5	360	1,800	\$135	\$595	\$119.00	\$675
Total/Average	72	67		12,500		\$6,018		\$6,640

OFFERING SUMMARY

Building Size:	12,500 SF
Net Rentable SF:	12,500 SF
Total Number of Units:	72
Unit Occupancy:	93.1 %
Square Foot Occupany:	94.8%
Economic Occupancy:	90.6%
Lot Size:	9.55 Acres
Flood Zone:	No



CURRENT FINANCIALS

Annual Income	Current	Assumptions
Potential Rental Income	\$79,680	Based on Current Unit Mix and Street Rates
Vacancy/Discounts	(\$7,968)	Estimated 10% Vacancy/Discount Factor Upon Stabilization
Total Effective Rental Income	\$72,210	Based on current rent roll
Tenant Protection	\$1,879	T-1 (Based on T-1 due to being new build and lease up)
Other Income	\$5,260	T-6 plus \$500/year from person who hays remaining land
Total Effective Gross Income	\$79,349	

Annual Expenses	Current	Per SF	% Of E.G.I.	Assumptions
Property Taxes	\$52.38	\$0.00	0.1%	Tax Reimbursement on the property is transferrable and 95% of taxes reimbursed through 2036
Insurance	\$5,300	\$0.42	6.7%	Berkshire Hathaway
Payroll/Management	\$3,000	\$0.24	3.8%	\$250/month for boots on the ground (currently self-managed)
Software & Apps	\$984	\$0.08	1.2%	Easy Storage Solutions
Repairs & Maintenance	\$0	\$0.00	0.0%	No repairs - new build
Utilities	\$3,600	\$0.29	4.5%	Ownwer leases a light pole from Evergy - LED Lights
Mowing	\$1,200	\$0.10	1.5%	
Total Expenses	\$14,136		17.82%	
Net Operating Income	\$65,212			

Current Purchase Price Analysis

	Cap Rate	Valuation	G.I.M	Price/SF		Acres Avail. for Expansion	Valuation	Price/Acre	Land Price/SF
Storage	8.00%	\$815,000	10.27	\$65.20	Land	~6.0	\$180,000	\$30,000	\$0.69
					Total		\$995,000		

PROFORMA FINANCIALS (12,500 SF EXPANSION)

Annual Income	Proforma	Notes/Assumptions
Potential Rental Income	\$185,664	Based on current unit mix and bringing street rates to market
Vacancy/Discounts	-\$18,566	Estimated 10% Vacancy/Discount Factor Upon Stabilization
Total Effective Rental Income	\$167,098	
Tenant Protection	\$8,709	Penetration rate of 70% at a profit of \$8 per unit per month
Other Income	\$8,355	Estimated at 5% of E.R.I.
Total Effective Gross Income	\$184,162	

Annual Expenses	Proforma	Per SF	% Of E.G.I.	Notes/Assumptions
Property Taxes	\$2,000	\$0.08	1.1%	Tax Reimbursement on the property 95% of taxes reimbursed until 2036
Insurance	\$10,000	\$0.40	5.4%	
Payroll/Management	\$14,733	\$0.59	8.0%	8% of E.G.I
Software & Apps	\$1,728	\$0.07	0.9%	Estimated at \$1 per unit per month
Repairs & Maintenance	\$1,500	\$0.06	0.8%	
Utilities	\$1,000	\$0.04	0.5%	
Advertising & Marketing	\$4,000	\$0.16	2.2%	
Total Expenses	\$34,961		18.98%	
Net Operating Income	\$149,201			

Proforma Valuation

Cap Rate	Sale Price	Price/SF
8.00%	\$1,865,008	\$74.60

PROFORMA FINANCIALS (25,000 SF EXPANSION)

Annual Income	Proforma	Notes/Assumptions
Potential Rental Income	\$304,416	Based on current unit mix and \$10 rate increase per size
Vacancy/Discounts	-\$30,442	Estimated 10% Vacancy/Discount Factor Upon Stabilization
Total Effective Rental Income	\$273,974	Based on current rent roll
Tenant Protection	\$13,064	Penetration rate of 70% at a profit of \$8 per unit per month
Other Income	\$13,699	Estimated at 5% of E.R.I.
Total Effective Gross Income	\$300,737	

Annual Expenses	Proforma	Per SF	% Of E.G.I.	Notes/Assumptions
Property Taxes	\$4,000	\$0.11	1.3%	Tax Reimbursement on the property 95% of taxes reimbursed until 2036
Insurance	\$15,000	\$0.40	5.0%	
Payroll/Management	\$24,059	\$0.64	8.0%	8% of E.G.I
Software & Apps	\$2,592	\$0.07	0.9%	Estimated at \$1 per unit per month
Repairs & Maintenance	\$5,000	\$0.13	1.7%	
Utilities	\$1,000	\$0.03	0.3%	
Advertising & Marketing	\$4,000	\$0.11	1.3%	
Total Expenses	\$55,651		18.50%	
Net Operating Income	\$245,086			

Proforma Valuation

Cap Rate	Sale Price	Price/SF
8.00%	\$3,063,573	\$81.70



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