

FOR SALE



THE GRAND ROYALE KC

2900 NE KENDALLWOOD PKWY, GLADSTONE, MO 64119

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TABLE OF CONTENTS

- 3 EXECUTIVE SUMMARY
- 4 COMPLETE HIGHLIGHTS
- 5 THE SILVER TSUNAMI
- 6 FEASIBILITY
- 7 FEASIBILITY - CONT'D
- 8 LOCATION DESCRIPTION
- 9 ADDITIONAL PHOTOS
- 10 PHOTOS
- 11 PHOTOS
- 12 PHOTOS
- 13 ADVISOR BIO
- 14 ADVISOR BIO

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Clemons Real Estate, LLC in compliance with all applicable fair housing and equal opportunity laws.

EXECUTIVE SUMMARY



OFFERING SUMMARY

Price:	Market
Total Units:	105
Independent Living:	34
Assisted Living:	43
Short-Term Care:	28
Building Size:	91,809 +/- SF
Lot Size:	6.52 Acres
Renovated:	2020
Submarket:	Gladstone

PROPERTY OVERVIEW

The Grand Royale is a newly redeveloped Senior Living Facility located in Gladstone, MO. This asset is state-of-the-art, consisting of 34 independent living, 43 assisted living, and 28 short term care (SNF) beds--71 licensed Certificate of Needs (CONs) per the state of Missouri. The facility includes numerous onsite amenities, such as a café, speakeasy, salon and barbershop, movie theater, recreation room, and more.

Although the developer has a pending long-term lease in place, in our experience, we understand that some assisted living buyers prefer to operate their own facilities, and as such, they have negotiated a termination right with the current lessee. The right only runs through May 30th, 2020.

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HIGHLIGHTS



LOCATION INFORMATION

Building Name	The Grand Royale KC
Street Address	2900 NE Kendallwood Pkwy
City, State, Zip	Gladstone, MO 64119
County	Jackson
Sub-market	Gladstone

PROPERTY HIGHLIGHTS

- Newly-renovated building on 6+ acres
- 105 Total Units, with 24 different layouts, including studios, one-bedrooms, and two-bedrooms
- A continuum of care: 34 independent living, 43 assisted living, and 28 short term care units
- Onsite amenities, including options for food entertainment, & services
- Prime location, in a market with a growing demand for senior housing
- The 65+ population living within a 5-mile radius of the project site totals nearly 20,000 and represents 13.9% of the total population

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THE SILVER TSUNAMI



WHAT IS THE SILVER TSUNAMI

As the baby boomers reach their senior years, and as longevity increases, there will be a groundswell of seniors. “The Silver Tsunami” is a metaphor used to describe the expected increase in the senior population, expected to bring an estimated 40 million additional people seeking senior living by 2050. The increase in America’s aging population will have a huge impact, especially on senior living. Not only will demand increase, but the style and manner in which senior living and senior care are delivered will change. Baby boomers have already started revolutionizing senior living and their expectations will continue to change what it means to age.

Increased Demand - With the increase in population, there will be an increase in demand and the senior living industry will have to expand to meet that demand. Many seniors are moving away from retirement states such as Florida and Arizona and back to their home states--spurring growth across the country.

Lifestyle Luxury - Today’s baby boomers expect more when it comes to senior living and senior care. They want accessibility and convenience partnered with unmatched care and amenities. The future of senior living is not institutional. It’s vibrant and active, encouraging and empowering – reflecting a generation that has changed their nation.

Options - As demand for senior living grows and the boomer generation raises the standard on senior living, we can expect to see more options and personalized care. From concierge services to transportation and even customized care offerings, senior living in the future will continue to move away from institutional care toward a true sense of home and community.

MARKET SUPPLY & DEMAND

FEASIBILITY

The PMA (5-mile radius) is a densely populated senior-oriented area, with a strong and growing elderly segment. The 65+ population living within a 5-mile radius of the project site totals nearly 20,000, and represents 13.9% of the total population. The senior segment of the population is projected to increase by 18.4% in the coming five years.

Analysis shows that the PMA has a limited number of independent living and assisted living facilities, with an unmet demand in 2020 for 132 units of independent living and 186 assisted living units. For skilled nursing care, the unmet demand is estimated to be 261 beds by 2020.



FEASIBILITY



FEASIBILITY

For several reasons, the Gladstone market presents conditions conducive for the operation of an independent living retirement community, as well as an assisted living program, and a skilled nursing facility:

1. There are a limited number of independent living retirement communities, assisted living facilities, and skilled nursing care programs in the Gladstone PMA. The market lacks a full range of seniors housing options.
2. Occupancy in all levels of senior housing are near capacity. Independent living facilities report 96.2% occupancy.
3. The Gladstone population is large and growing, with a current total of 19,877 seniors (2017). The 65+ population in Gladstone PMA is projected to increase by 18.4% from 2017-2022.
4. The market demand analysis for all types of senior housing (independent living, assisted living, and skilled nursing care), shows ample demand for these types of senior housing and health care services in Gladstone.
5. The Gladstone PMA reports a median household income of \$58,534, and a 75+ household income of \$33,446. These income levels are well above statewide and national averages, which promises to provide an ample pool of income-qualified prospects for the proposed senior housing campus.

LOCATION



GLADSTONE

Gladstone is a city in Clay County, Missouri, as well as a suburb of Kansas City, Missouri. Gladstone has the advantage of being located only 10 minutes from downtown Kansas City businesses and activities, including the Power & Light District, the River Market, and only 10 minutes from Kansas City International Airport (MCI). Gladstone is centrally located in the Northland with access to major highways making it easy to commute throughout the entire Kansas City metro area.

The developing downtown is becoming a gathering place for the Gladstone community. Residents have access to free concerts and events in Linden Square. The Community Center offers fitness memberships and a variety of recreation activities for both children and adults. The Gladstone Park System provides residents old and young with miles of fitness trails, ball fields, tennis courts, and playgrounds.

A COMMUNITY FOR ALL AGES

Gladstone is a first-tier suburb that experienced great growth following World War II as the housing market changed and homeownership became available to many young families for the first time. Seniors account for the largest percentage of Gladstone citizens, more than 19,877, according to 2017 numbers. The aging population has forced the City of Gladstone to think to the future about how they can successfully create a community for all ages.

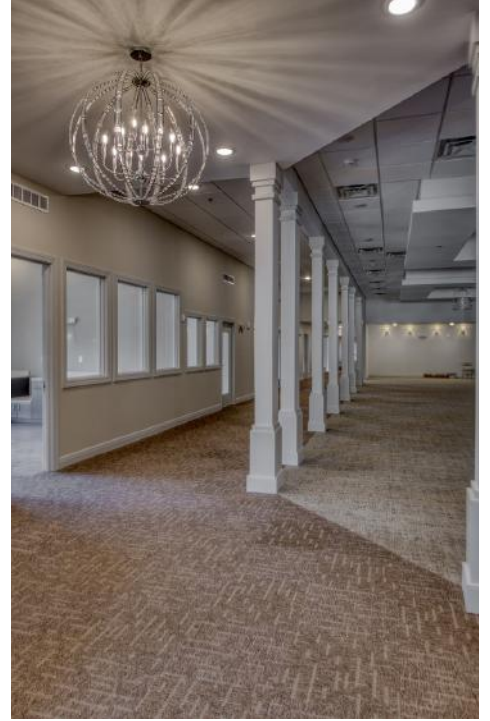
ADDITIONAL PHOTOS



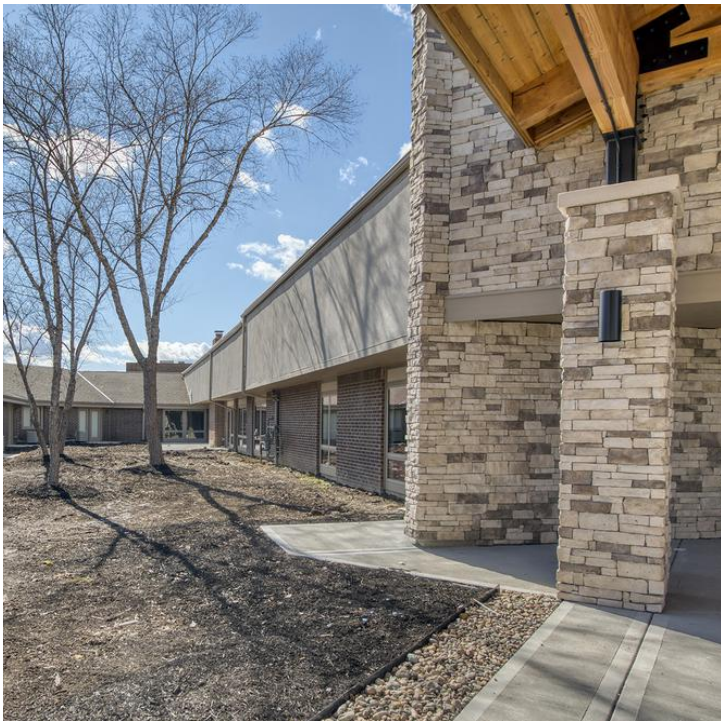
PHOTOS



PHOTOS



PHOTOS



ADVISOR BIO



LOGAN FREEMAN

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PROFESSIONAL BACKGROUND

Logan found his niche in the real estate industry acting as an investment property specialist and representing out-of-state investors. Sourcing off-market properties is Logan's specialty. He is well versed and has the team to help his clients all the way through the acquisition process to stabilization including construction, leasing, management and professional services.

Logan has completed multiple joint venture projects, equity partnerships, and works as a developer. Completing over 120 transactions in less than a year, Logan has found a reliable process and uses his priorities to guide his profit-producing activities.

KEY PROJECTS

Aided an out-of-state investment fund to complete 120 acquisitions in 12 months. During this project, Logan worked to source, negotiate, estimate rehabs, and close each transaction. He brought with him hard work, clear communication, and a sound methodology to find off-market properties to fit the client's criteria.

10,000 SF Commercial Project in the Kansas City Crossroads. Logan found an off-market property in the booming arts district of Kansas City, negotiated for 6 months, and closed well below market value.

EDUCATION

EDUCATION, MEMBERSHIPS, AND AWARDS

- Master of Business Administration from UCM
- Bachelor of Applied Science from UCM
- Founder of CareKitKC

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ADVISOR BIO



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PROFESSIONAL BACKGROUND

Thomas joined Clemons in 2016, and specializes in investment sales. He has a strong focus on urban neighborhoods within Kansas City, from the River Market to Brookside. Thomas assists his clients in evaluating all asset classes, including Multi-Family, Office, Retail, and Mixed-Use projects. He is an expert in analyzing proformas and financial statements to predict future operating potential. In addition, Thomas is well versed in macro-economic indicators which allows him to strategically advise his clients in market acquisition and disposition strategies in the Midwest.

KEY ASSIGNMENTS

Beacon Hill School (30,000sf Education Facility): Thomas assisted his client in identifying a rare special use building, and maximized the client's return while improving the neighborhood's access to education. Thomas formed a strategic plan to acquire, reposition, and sell the asset to an owner occupant who was specifically seeking this style of property within the urban core of Kansas City.

Emerson Manor (61-Unit Mult-Family): Thomas assisted his client in disposing of a distressed asset by securing a contract to close within 2 weeks to meet their financial deadlines. Thomas's in depth knowledge of active buyers in the market allowed him to identify a capable party within a very short timeframe for his client.

EDUCATION

Thomas graduated from the University of Kansas in 2015 with a degree in Business Administration and a concentration in Entrepreneurship. Prior to Clemons, Thomas worked in the Advertising Technology Industry.

MEMBERSHIPS

- Broadway Westport Council Board Member
- BS in Business Administration with a Concentration in Entrepreneurship - University of Kansas (2015)
- Honors Program - University of Kansas

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