

Joshua Storage Depot

(Seller Financing)



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CONTENTS

4	Why Self Storage?	14	Market Snapshot
5	Listing Video	15	Rental Market Analysis
6	Investment Overview	17	Unit Mix
8	Property Profile	18	Income & Expenses
9	Area & Demographics	20	Financing & Returns
11	Traffic Count	21	Sales Comps
12	Property Photos	24	Follow Us Online



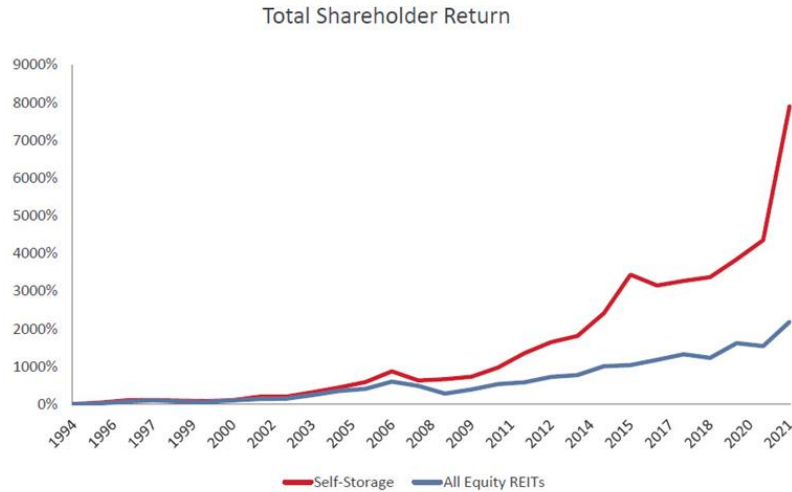
WHY SELF STORAGE?

- 1) **High Returns:** Storage REITs generated the highest returns of all REITs over the last 30 years!
 - [Article: Self Storage REIT's Outperform All Others](#)

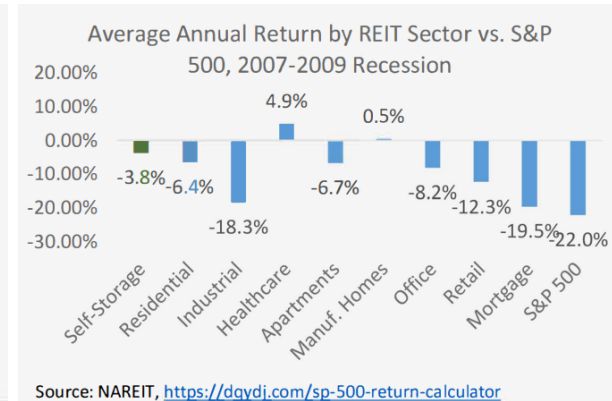
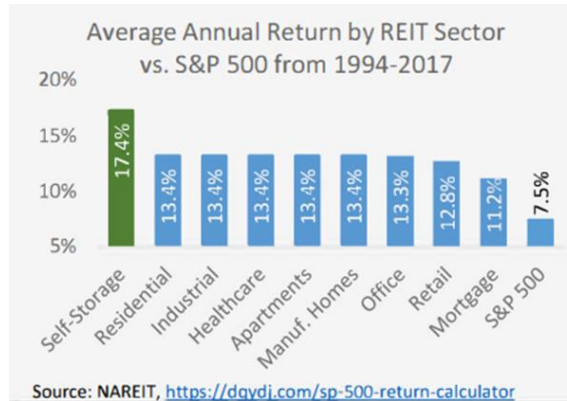
- 2) **Recession Resistant:** Self Storage outperformed all other REIT's during the last recession!
 - [Article: Five Reasons to Invest in Self Storage](#)

Data below obtained from NAREIT "National Association of Real Estate Investment Trusts" www.reit.com

Instead of just a landbank, storage was the top performer



Equity REIT	Total Return
Self-Storage	+7,895%
Residential	+2,654%
Industrial	+2,571%
Health Care	+1,796%
Office	+1,263%



Joshua, TX



JUST

LISTED!



CALVARY
REALTY



PROPERTY OVERVIEW

Joshua Storage Depot at 100 W James St, Joshua, TX 76058, is a promising investment opportunity in the Dallas - Fort Worth - Arlington Metropolitan Statistical Area, with a pricing guidance of \$2,000,000.

Constructed in 2020, this facility spans 83,635 square feet, featuring 17,840 square feet of enclosed space within 124 units. With a physical occupancy of 79%, Joshua Storage Depot presents a significant upside potential for further growth.

Situated on a spacious 1.92-acre lot in Johnson County, the property has an existing cap rate of 4.43% and a proforma cap rate of 8.33%. Price per square foot of \$112 per sq. ft. is comparable with the market. The new construction, wide aisles, and concrete pavement contribute to the property's modern and well-maintained facilities.

Strategically located near W James St and N Main St, with proximity to US Highway 174, Joshua Storage Depot offers excellent visibility and accessibility. Being just 30 minutes south of Fort Worth, it aligns with the growth in the 4th largest MSA in the nation.

Joshua Storage Depot benefits from low competition, with a storage moratorium in the city, further enhancing its market position. The availability of a moving truck adds to the convenience for tenants, contributing to the property's appeal.

In summary, Joshua Storage Depot is a modern and strategically located facility with new construction and significant upside potential. Don't miss out on the opportunity to invest in a thriving market with low competition and a prime location.

INVESTMENT HIGHLIGHTS

- New Construction
- Wide Aisles
- Concrete Pavement
- 30 Minutes South of Fort-Worth
- 4th Largest MSA in the Nation
- Seller Financing
- Low Competition
- Storage Moratorium in City
- Moving Truck
- Upside Potential

LOCAL AREA



Joshua is a city located in Johnson County, Texas, United States, situated within the Dallas-Fort Worth metropolitan area. As a vibrant community with a population of approximately 10,000 residents, Joshua offers a perfect blend of small-town charm and access to major urban centers.

Founded in the late 19th century, Joshua has evolved into a family-friendly city known for its welcoming atmosphere and community spirit. Its strategic location along State Highway 174 and proximity to Interstate 35W positions it as a convenient midpoint between Fort Worth and Waco, each approximately 30 and 60 miles away, respectively.

Joshua's economy is diverse, with a focus on local businesses, agriculture, and the growing influence of the Dallas-Fort Worth metropolitan area. The city's commitment to maintaining its small-town character while embracing economic growth creates opportunities for investors interested in supporting local businesses and community development.

The real estate market in Joshua offers a mix of housing options, from traditional homes with spacious yards to newer developments, providing residents with a variety of choices. The city's dedication to preserving green spaces and enhancing the quality of life contributes to its appeal for those seeking a balance between urban amenities and a more relaxed, suburban lifestyle.

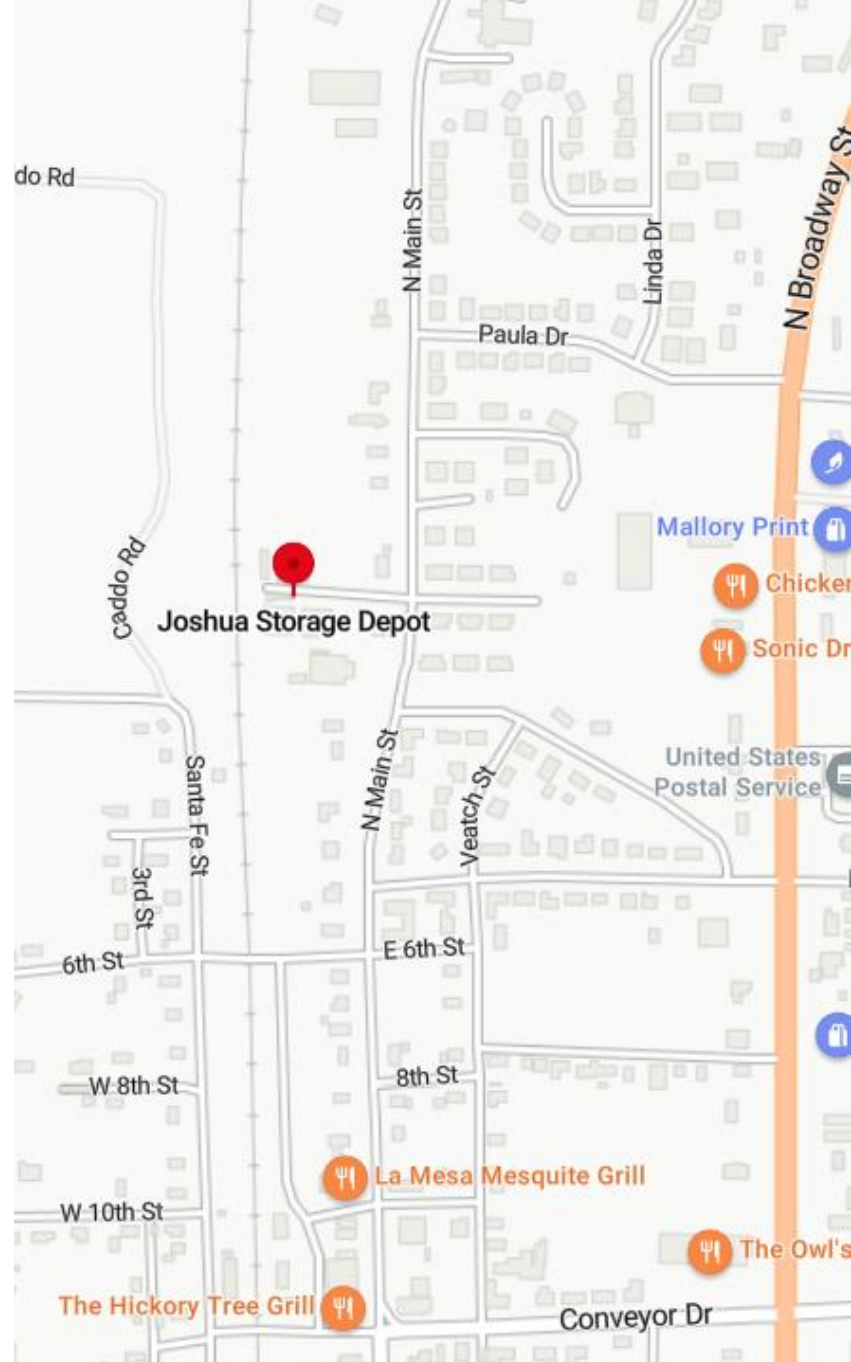
Joshua's community spirit is evident in its local events, including the Annual Joshua Founders' Day Celebration and the Joshua Lighted Christmas Parade. Parks, recreational facilities, and a commitment to education through the Joshua Independent School District further contribute to the overall well-being of residents.

Major Employers in Joshua:

Joshua Independent School District | City of Joshua | Walmart | Lowe's Home Improvement | H-E-B Grocery Company | Texas Health Huguley Hospital Fort Worth South | Alvarado Independent School District | Burleson Independent School District | Cleburne Independent School District | Crowley Independent School District

PROPERTY PROFILE

Property Name:	Joshua Storage Depot
Address:	100 W James St, Joshua, TX 76058
MSA:	Dallas - Fort Worth - Arlington MSA
MSA Population:	7,943,685
Pricing Guidance:	\$2,000,000
Existing Cap Rate:	4.43%
Pro Forma Cap Rate:	8.33%
Price Per Square Foot:	\$112.11
Enclosed Sq. Ft.:	17,840
Number of Units:	124
Physical Occupancy:	79%
Acreage:	1.92
Gross Square Feet:	83,635
Year Built:	2020
APN / Zoning:	126-3409-00010 STORAGE TANKS
County:	Johnson County
Number of Buildings:	8
Number of Stories:	1
Construction Type:	Steel and Metal
Cross Streets:	W James St and N Main St
Nearest Freeway:	US Highway 174
Traffic Count:	2,300
Property Website:	https://www.joshuastoragedepot.com/



KEY DEMOGRAPHICS (3 Mile Radius)

Infographic: Key Facts (Ring: 3 mile radius)

KEY FACTS

16,176

Population

38.5

Median Age

\$72,989

Median Household Income

2.9

Average Household Size

EDUCATION

9%

No High School Diploma

35%
High School Graduate

34%
Some College

22%
Bachelor's/Grad/Pr of Degree

BUSINESS



369

Total Businesses



3,019

Total Employees

EMPLOYMENT



60%

White Collar



28%

Blue Collar



Services



3.8%
Unemployment Rate

INCOME



\$72,989

Median Household Income



\$30,588

Per Capita Income



\$207,053

Median Net Worth

Households By Income

The largest group: \$50,000 - \$74,999 (19.7%)

The smallest group: \$200,000+ (5.7%)

Indicator	Value	Difference	
<\$15,000	7.4%	-0.4%	
\$15,000 - \$24,999	6.4%	-1.1%	
\$25,000 - \$34,999	6.3%	-1.3%	
\$35,000 - \$49,999	11.3%	-1.2%	
\$50,000 - \$74,999	19.7%	-0.1%	
\$75,000 - \$99,999	18.8%	+2.4%	
\$100,000 - \$149,999	17.9%	+1.2%	
\$150,000 - \$199,999	6.5%	-1.0%	
\$200,000+	5.7%	+1.5%	

Bars show deviation from 48251 (Johnson County)

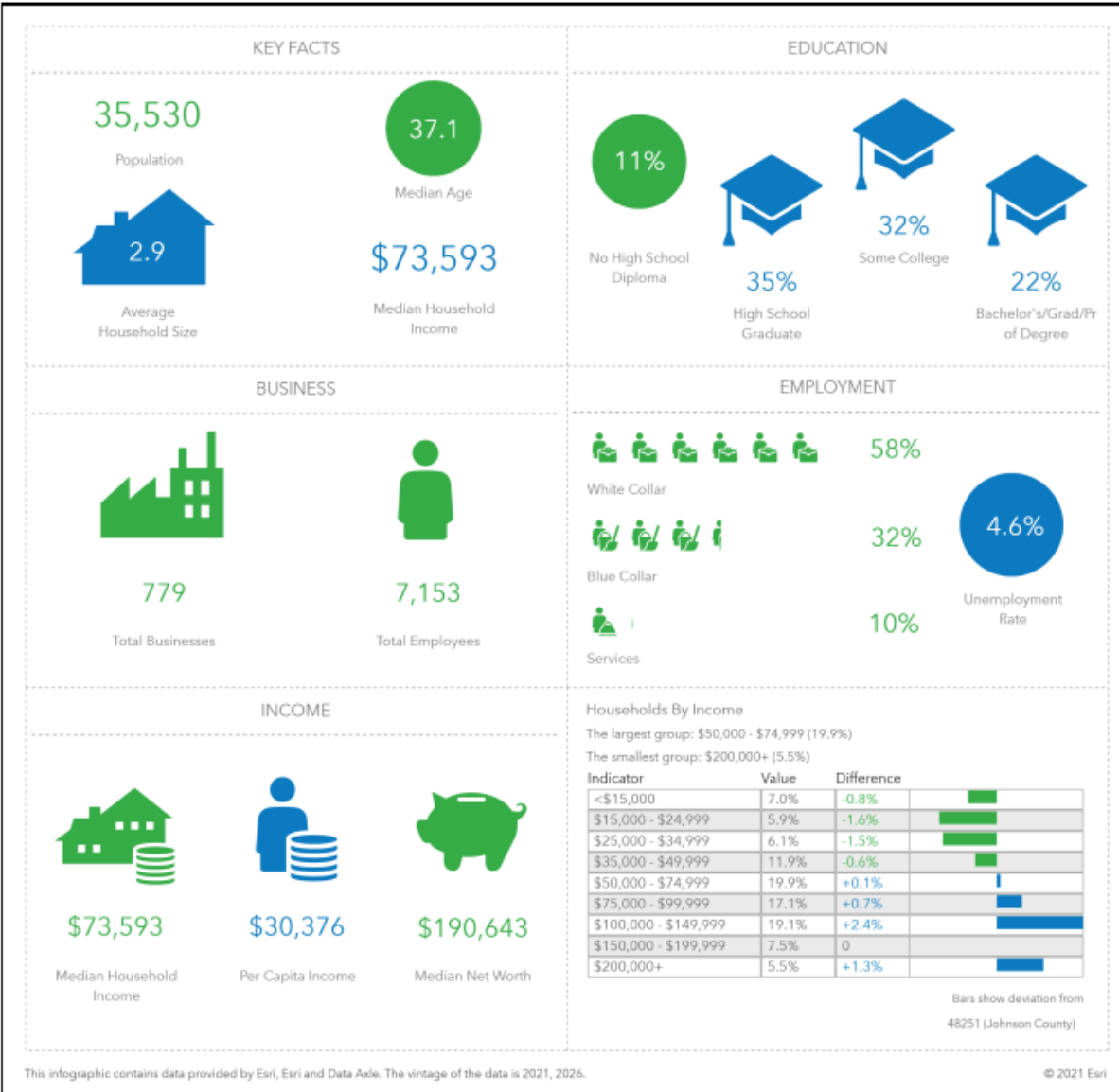
This infographic contains data provided by Esri, Esri and Data Axle. The vintage of the data is 2021, 2026.

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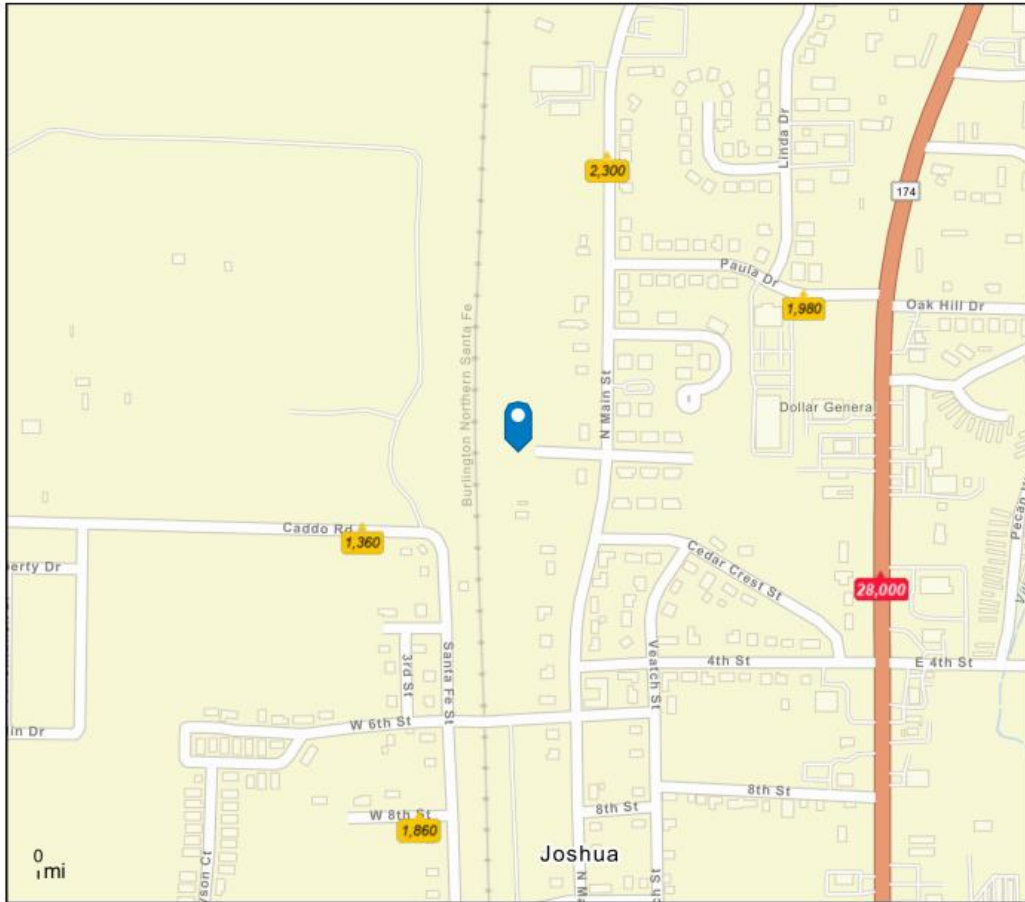
KEY DEMOGRAPHICS (5 Mile Radius)

Infographic: Key Facts (Ring: 5 mile radius)



TRAFFIC COUNT

Traffic Count Map - Close-up



- Average Daily Traffic Volume**
- ▲ Up to 6,000 vehicles per day
 - ▲ 6,001 - 15,000
 - ▲ 15,001 - 30,000
 - ▲ 30,001 - 50,000
 - ▲ 50,001 - 100,000
 - ▲ More than 100,000 per day



Source: ©2023 Kalibrate Technologies (Q3 2023).



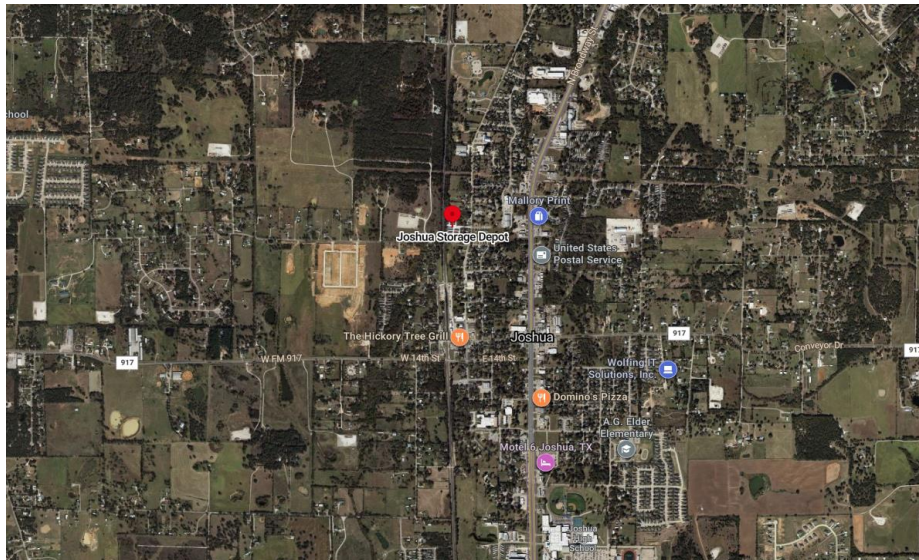
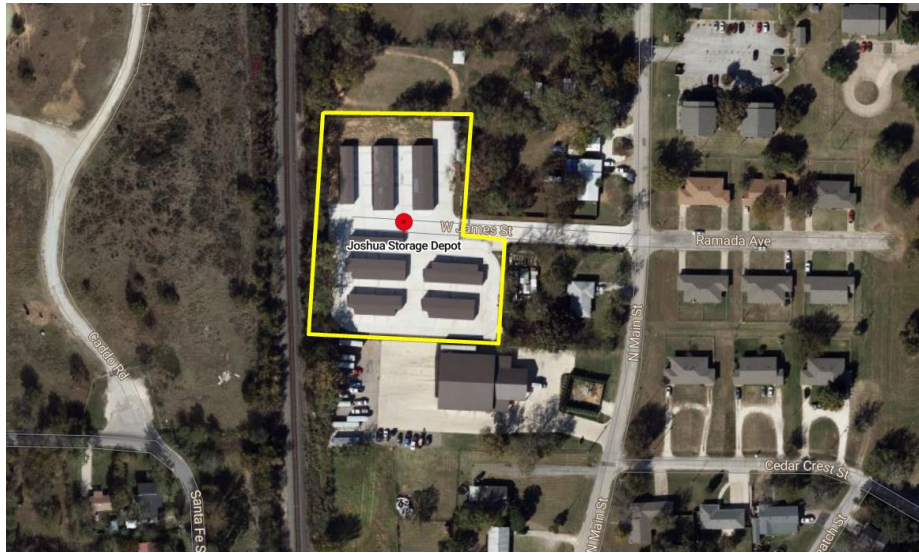
PROPERTY PHOTOS



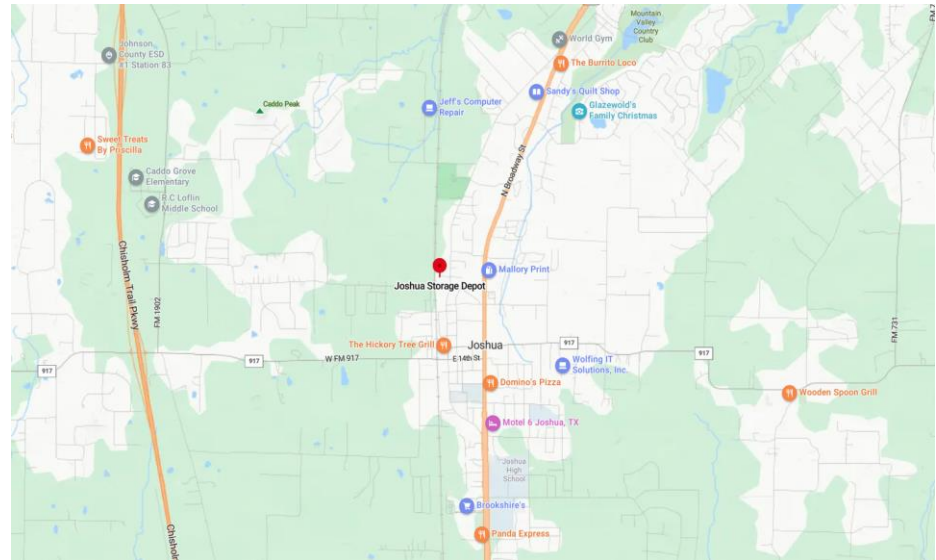
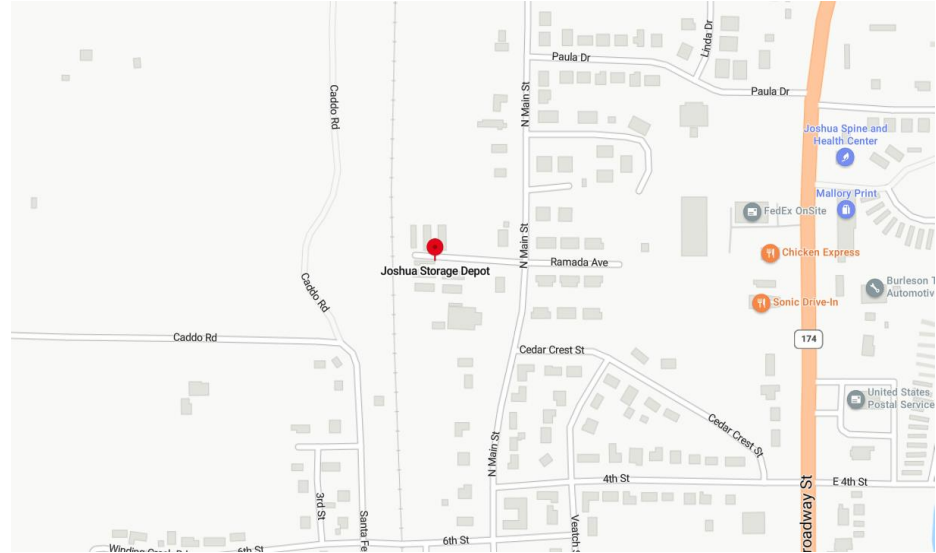
PROPERTY PHOTOS



AERIAL PHOTOS



LOCATION MAPS



MARKET SNAPSHOT (1-, 3- and 5-Mile Radius)

Market Summary

Market 100 W James St, Joshua, TX 76058
 Coverage 5 mile radius
 Comparisons are made with National Totals and Averages, Texas State Total and Averages

Market Snapshot

	This Market	1 Miles	3 Miles		This Market	1 Miles	3 Miles
Net Rentable Sq Ft	357,959	24,801	245,546	Net Rentable Sq Ft	357,959	24,801	245,546
Sq Ft per Capita				Sq Ft per Capita			
2021 Sq Ft per Capita	10.95	6.81	15.36	2021 Sq Ft per Capita	10.95	6.81	15.36
2024 Sq Ft per Capita	10.62	6.63	14.91	2024 Sq Ft per Capita	10.62	6.63	14.91
2026 Sq Ft per Capita	10.37	6.47	14.56	2026 Sq Ft per Capita	10.37	6.47	14.56
Sq Ft per Household	31.94	18.92	43.47	Sq Ft per Household	31.94	18.92	43.47
Total Stores	13	2	10	Total Stores	13	2	10
REITS	0	0	0	REITS	0	0	0
Mid Ops	5	1	4	Mid Ops	5	1	4
Small Ops	8	1	6	Small Ops	8	1	6
New Developments	0	0	0				
Sq Ft of Developments	N/A	N/A	N/A				
Stores opened within the last year	0	0	0				
Demographics							
2021 Population	32,690	3,640	15,984				
2024 Population	33,715 (+3.14% change)	3,741 (+2.77% change)	16,464 (+3% change)				
2026 Population	34,526 (+5.62% change)	3,833 (+5.3% change)	16,865 (+5.51% change)				
Households	11,207	1,311	5,649				
Rental Households	2,915	480	1,572				
Rental Households Percentage	26.01%	36.61%	27.83%				
Median Household Income	\$ 79,759	\$ 79,196	\$ 78,427				
Average Rate Per Square Feet							
All Units without Parking	\$ 1.69	N/A	\$ 1.55				
All Units with Parking	\$ 1.63	N/A	\$ 1.55				
Regular Units	\$ 0.85	N/A	\$ 0.90				
Climate Controlled Units	\$ 2.07	N/A	\$ 1.92				
Only Parking	\$ 0.11	N/A	N/A				
Rate Trend (12 months)	-2.31%	-21.76%	-2.69%				
Units Not Advertised	14%	100%	20%				

RENTAL SURVEY



Advantage Storage

032 FM 917, Joshua,
TX, 76058

Lot Size: 178,160 Sq. Ft.

Rentable Sq.ft.: 51,303

Year Built: 2000

Rates:

10x10: \$107
10x20 : \$139



Burleson Storage

243 Elk Drive, Burleson,
TX, 76028

Lot Size: 100,841 Sq. Ft.

Rentable Sq.ft.: 30,600

Year Built: 2018

Rates:

10x10: \$190



Burleson Storage

944 S Broadway, Joshua,
TX, 76058

Lot Size: 87,120 Sq. Ft.

Rentable Sq.ft.: 48,414

Year Built: 2019

Rates:

10x10: \$190
10x20 : \$295

RENTAL SURVEY



U-Lock-It Mini Storage

3233 North Main Street,
Cleburne, TX, 76033

Lot Size: 145,621 Sq. Ft.

Rentable Sq.ft.: 26,733

Year Built: 1980



Wicker Way Storage

400 Wicker Way, Burleson,
TX, 76028

Lot Size: 75,272 Sq. Ft.

Rentable Sq.ft.: 26,895

Year Built: N/A

Rates:

10x10: \$90

10x20 : \$140

RENTAL SURVEY

Property Name	Address	Lot Size	Sq. Ft.	Year Built	10x10	10x20
SUBJECT PROPERTY	100 W James St, Joshua, TX 76058	83,635	17,840	2022	\$115	\$155
Advantage Storage - Joshua	2032 FM 917, Joshua, TX, 76058	178,160	51,303	2000	\$107	\$139
Burleson Storage - Elk Drive	243 Elk Drive, Burleson, TX, 76028	100,841	30,600	2018	\$190	n/a
Burleson Storage - Joshua	944 S Broadway, Joshua, TX, 76058	87,120	48,414	2019	\$190	\$295
U-Lock-It Mini Storage	3233 North Main Street, Cleburne, TX, 76033	145,621	26,733	1980	n/a	n/a
Wicker Way Storage	400 Wicker Way, Burleson, TX, 76028	75,272	26,895	n/a	\$90	\$140
Averages			36,789		\$144	\$191

UNIT MIX & INCOME SUMMARY

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
Enclosed Storage							
8x10	80	13	1,040	\$ 95	\$ 1.19	\$ 1,235	\$ 14,820
10x10	100	54	5,400	\$ 115	\$ 1.15	\$ 6,210	\$ 74,520
10x20	200	57	11,400	\$ 155	\$ 0.78	\$ 8,835	\$ 106,020
		124	17,840			\$16,280	\$195,360
Enclosed Storage	<u>Units</u>	<u>Sq. Ft.</u>			Average rate / sq. ft.	\$0.91	
	124	17,840			Average size	143.87	
						Total Units	124
						Units Rented	98
						Occupancy	79%

PRICING

INCOME & EXPENSES

	*Current	*Proforma
PRICE GUIDANCE	\$2,000,000	
GROSS REVENUE	\$138,073	\$ 218,300.16
EXPENSES	\$49,552	\$ 51,657.50
NET INCOME	\$88,521	\$166,643
CAP RATE	4.43%	8.33%
GRM	14.49	9.16
ENCLOSED SQ. FT.	17,840	17,840
PRICE PER SQ. FT.	\$112.11	\$112.11

INCOME	2023	Proforma
Gross Potential Income:	\$ 195,360.00	\$ 234,432.00
Vacancy:	\$ 66,422.40 34%	\$ 28,131.84 12%
Rental Income:	\$ 128,937.60	\$ 206,300.16
Fees:	\$ 4,641.25	\$ 7,000.00
Other Fees:	\$ 4,494.17	\$ 5,000.00
Total	\$ 138,073.02	\$ 218,300.16

EXPENSES	2023	Proforma
*Property Taxes:	\$ 20,000.00	\$ 20,000.00
Property Insurance:	\$ 3,000.00	\$ 3,000.00
Management:	\$ 14,400.00	\$ 14,400.00
Office Expenses:	\$ 1,200.00	\$ 1,200.00
Utilities:	\$ 2,400.00	\$ 1,800.00
Advertising:	\$ 1,800.00	\$ 2,500.00
Repair and Maintenance:	\$ 2,100.00	\$ 2,100.00
Landscaping:	\$ 1,200.00	\$ 1,200.00
Credit Card Fees:	\$ 3,451.83	\$ 5,457.50
Other Fees:	\$ -	\$ -
Total Expenses	\$ 49,551.83 36%	\$ 51,657.50 24%
NET INCOME	\$ 88,521.19	\$ 166,642.66

Expenses were estimated by broker.

Owner self manages the storage alongside an adjacent business and expenses are commingled.

There are several expenses that seller does not have that a new owner will have such as management, property insurance, office expense, landscaping, etc.

FINANCING AND RETURNS

Purchase Price	\$ 2,000,000
Enclosed Sq. Ft.	17,840
Price Per Sq. Ft.	\$112.11
2023 Cap Rate	4.43%
Pro Forma Cap Rate	8.33%

Bank Financing	
Down Payment	\$ 1,000,000
Loan Amount	\$ 1,000,000
Loan to Value	50%
Interest Rate	5.00%
Amortization	25
Monthly Payments	\$ 5,845.90
Annual Payments	\$ 70,150.80
Loan Term	3 Years

Year	2023	*Proforma
Gross Potential Income	\$ 195,360.00	\$ 234,432.00
Vacancy:	\$ 66,422.40	\$ 28,131.84
Storage Income:	\$ 128,937.60	\$ 206,300.16
Other Income:	\$ 9,135.42	\$ 12,000.00
Total Revenue	\$ 138,073.02	\$ 218,300.16

Operating Expenses		
Property Taxes:	\$ 20,000.00	\$ 20,000.00
Property Insurance:	\$ 3,000.00	\$ 3,000.00
Management:	\$ 14,400.00	\$ 14,400.00
Office Expenses:	\$ 1,200.00	\$ 1,200.00
Utilities:	\$ 2,400.00	\$ 1,800.00
Advertising:	\$ 1,800.00	\$ 2,500.00
Repair and Maintenance:	\$ 2,100.00	\$ 2,100.00
Landscaping:	\$ 1,200.00	\$ 1,200.00
Credit Card Fees:	\$ 3,451.83	\$ 5,457.50
Other Fees:	\$ -	\$ -
Total Expenses	\$49,552	\$51,658
Expense % of Revenue	35.89%	23.66%
Expense Per Sq. Ft.	\$2.78	\$2.90
Net Income	\$ 88,521	\$ 166,643

Loan Payments	\$70,151	\$70,151
Debt Service Coverage Ratio	1.26	2.38
Cash Flow	\$18,370	\$96,492
Capitalization Rate	4.43%	8.33%
Cash on Cash Return	1.84%	9.65%
Gross Revenue Multiple	14.49	9.16

SALES COMPARABLES (Class B&C Major Metro of Texas)

**1312 N Kaufman St,
Seagoville, TX 75159**



Sold Price \$498,000

Sold Date 3/31/2023

Price/SF \$99.60

Land Area SF 12,410

Acreage 0.28 AC

Building SF 5,000 SF

Year Built 1999

FAR 0.40

Zoning Z31

Parcels 500500000A0030000

**7703 Highway 180
E, Mineral Wells, TX 1065**



KO Storage

Sold Price \$4,542,614

Sold Date May 8, 2023

Price/SF \$114.05

Type 3 Star Self-Storage

Location Suburban

GLA 39,828 Sq. Ft.

Floors 1

Year Built 2017

Land SF 255,610 Sq. Ft.

Bldg FAR 0.15

Parcels 13043-001-001-00

Acreage 5.86 AC

**2220 Tin Top Rd
Weatherford, TX 76086**



KO Storage

Sold Price \$2,482,555

Sold Date Apr 20, 2023

Price/SF \$83.62

Type 2 Star Self-Storage

Location Suburban

GLA 29,686 Sq. Ft.

Floors 1

Year Built 1986

Land SF 73,181 Sq.Ft.

Bldg FAR .041

Parcels R000005860

Acreage 1.68 AC

SALES COMPARABLES (Class B&C Major Metro of Texas)

**26526 Hufsmith Conroe Rd,
Magnolia, TX 77354**



10 Federal Storage

Sold Price	\$2,325,000
Sold Date	12/20/2022
Price/SF	\$101.97
Land Area SF	130,680
Acreage	3 AC
Building SF	22,800 SF
Year Built	2017
FAR	0.17
Zoning	N/A
Parcels	0027-01-07100

**9200 Oak Grove Rd,
Fort Worth, TX 76140**



A C Storage

Sold Price	\$2,086,197
Sold Date	11/21/2022
Price/SF	\$107.75
Land Area SF	102,244
Acreage	2.35 AC
Building SF	19,361 SF
Year Built	1985
FAR	0.19
Zoning	N/A
Parcels	N/A

**6129 Vega Dr,
Fort Worth, TX 76133**



DFW Storage

Sold Price	\$2,287,586
Sold Date	11/21/2022
Price/SF	\$107.75
Land Area SF	54,450
Acreage	1.25 AC
Building SF	21,230 SF
Year Built	1986
FAR	0.39
Zoning	F1
Parcels	N/A

BROKER REMARKS

- ❖ Seller is open to carrying financing with a full price offer.
- ❖ Price per square foot is comparable to Class B & C storage sales in this Region.
- ❖ Site is 30 minutes south of Fort-Worth and 1 hour southwest of downtown Dallas, TX.
- ❖ Located within Dallas-Fort Worth MSA with a population above 7.9M residents.
- ❖ Newest storage site in the area.
- ❖ Per seller, city has a moratorium preventing the development of new storage facilities.
- ❖ Rents are 25% below market.
- ❖ Seller is a mom-and-pop operator who does not actively and aggressively manage the revenue.
- ❖ Various opportunities to increase revenue through rent increases, truck rental, tenant insurance, and aggressive internet marketing.

CALVARY REALTY TEAM

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