

Inside the Box Self Storage



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This Memorandum was prepared based on information available to the Seller and CR in connection with the sale of the Property. It contains pertinent information about the Property and the surrounding area but does not contain all the information necessary for a complete evaluation of the Property. The projected cash flow and other financial information contained herein is for general reference only.

Although the information contained in this Memorandum is believed to be accurate and reliable, neither the Seller nor CR guarantees its accuracy or completeness. Because of the foregoing and because the Property will be sold on an “as-is” basis, prospective buyers should make their own independent assessments, investigations, and projections regarding the Property. Although additional material, which may include engineering, environmental, or other reports, may be provided to certain prospective buyers as appropriate, such parties should confer with their own engineering and environmental experts, counsel, accountants, and other advisors and should not rely upon such material provided by Seller or CR.

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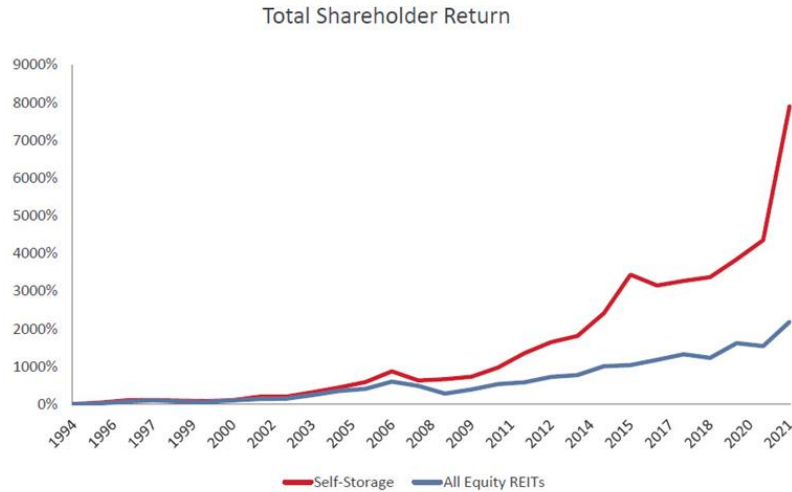
WHY SELF STORAGE?

- 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](#)

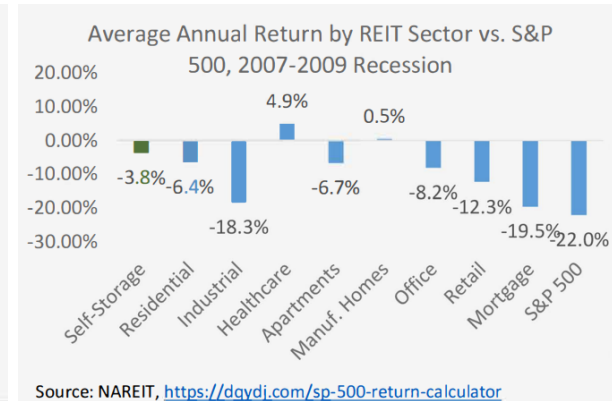
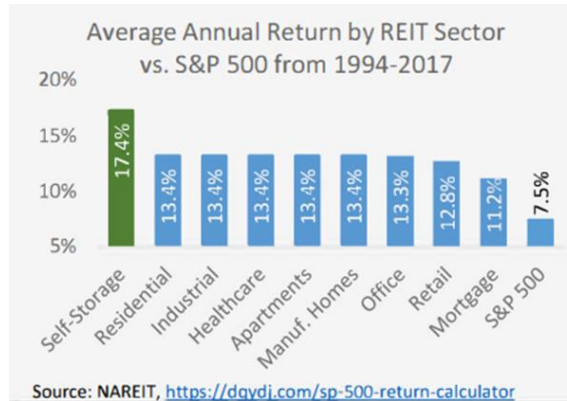
- 2) **Recession Resistant:** Self Storage outperformed all other REIT's during the last recession!
 - [Article: Five Reasons to Invest in Self Storage](#)

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%



Monroe, LA 



JUST

Listed!



PROPERTY OVERVIEW

Calvary Realty is pleased to present Inside The Box Self Storage, a recently renovated facility located at 100 Martinez Drive in Monroe, Louisiana, within the Monroe Metropolitan Statistical Area, which has a population of over 221,000. Priced at \$550,000, this property spans 16,905 rentable square feet with 156 units, offering a highly competitive price per square foot of \$32.53. Strategically positioned near Highway 89 and Monroe Regional Airport, this facility is easily accessible.

Constructed with durable metal and concrete, this single-story facility was originally built in 1977 and expanded in 2022, reflecting significant capital improvements that support a streamlined automated operation. Located near Monroe Regional Airport and the University of Louisiana Monroe, the property benefits from consistent demand and visibility in a high-traffic area, making it a prime location for a variety of tenants. The surrounding community, including the 9th largest city in Louisiana, provides a large customer base, with traffic counts reaching 4,400 vehicles per day.

Inside The Box Self Storage offers substantial value-add potential, with room for future expansion and a previous appraisal of \$970,000. Upon stabilization, the property will be worth above \$1M.

This property provides an attractive opportunity for investors looking to acquire a value-add asset with room for growth in a rapidly developing area.

INVESTMENT HIGHLIGHTS

- Newly Renovated
- Set Up for Automated Operations
- 9th Largest City in Louisiana
- 200K+ Residents in Metropolitan Area
- Low Price per sq. ft. of \$33 (Below Replacement)
- Rents Below Market
- Previous Appraisal of \$970K
- \$1M+ Valuation Upon Stabilization
- Proximity to Monroe Regional Airport
- Home to the University of Louisiana Monroe
- Expansion Potential
- Value Add Investment

LOCAL AREA



Monroe, Louisiana, located along the Ouachita River, is a charming city with a rich history, vibrant culture, and a growing economy. With a population of around 48,000, Monroe serves as a regional hub for business, healthcare, and education in northern Louisiana. Known for its friendly community and scenic natural landscapes, Monroe offers an inviting blend of southern charm and modern amenities.

The city's economy is diverse, with key sectors in healthcare, manufacturing, and telecommunications. CenturyLink, one of the largest telecommunications companies in the U.S., was originally headquartered in Monroe and continues to have a significant presence in the area, providing a substantial number of jobs. St. Francis Medical Center and Glenwood Regional Medical Center are major employers in healthcare, while the University of Louisiana at Monroe supports education and research, drawing students from around the region.

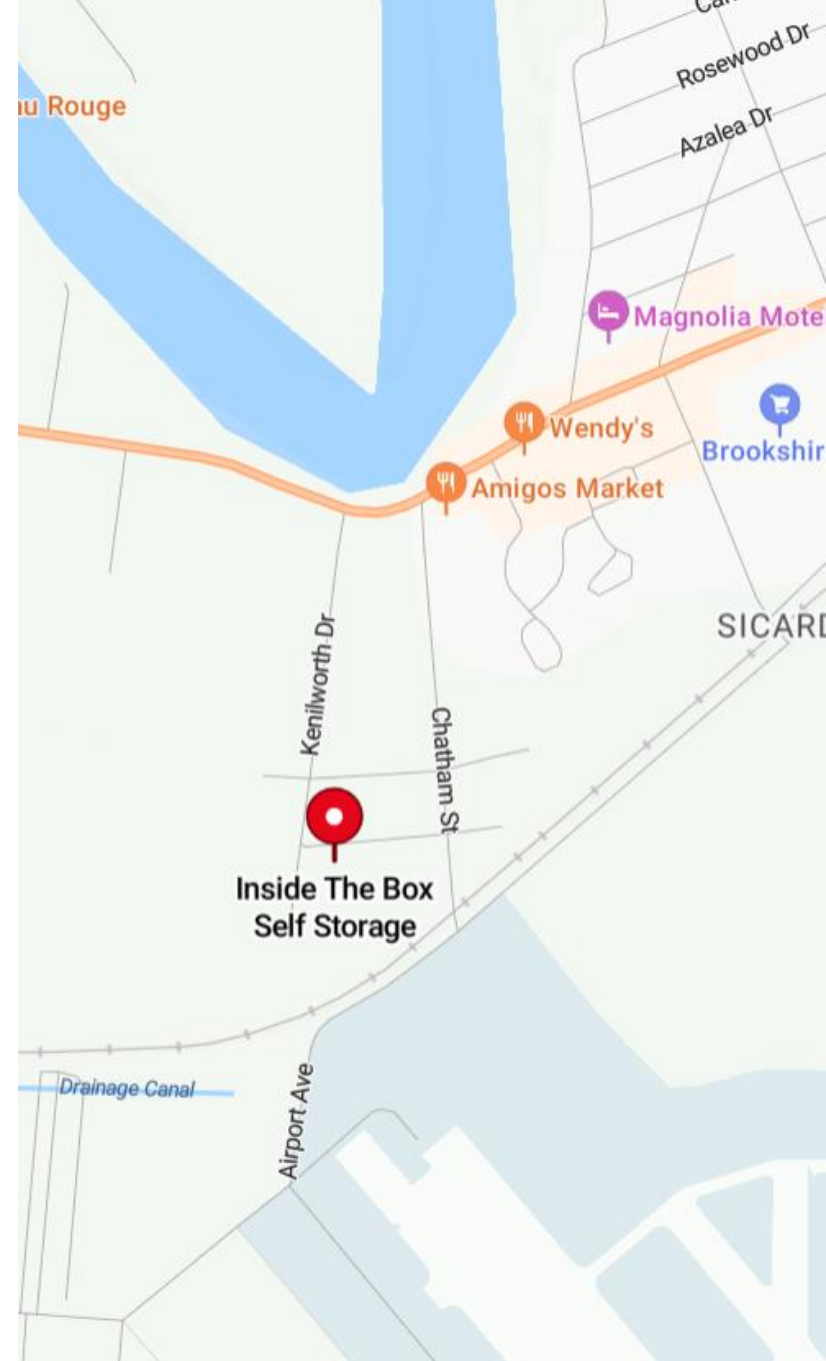
Major Employers in Monroe: CenturyLink (Lumen Technologies) | University of Louisiana at Monroe | St. Francis Medical Center | Glenwood Regional Medical Center | Chase Mortgage Center | Graphic Packaging International | Monroe City School District | City of Monroe | Monroe Regional Airport

Monroe is known for its outdoor activities and annual events that celebrate the region's history and community spirit. The Bayou Desiard and Black Bayou Lake National Wildlife Refuge are popular spots for fishing, kayaking, and bird-watching, allowing residents and visitors to experience the region's natural beauty. Each year, the city hosts the Christmas on the River Festival, complete with holiday lights, parades, and riverfront festivities that draw visitors from across the state.

Monroe combines economic opportunities with a warm and welcoming community atmosphere, making it an ideal place to live, work, or invest. With its blend of culture, outdoor recreation, and a commitment to growth, Monroe continues to thrive as one of northern Louisiana's most dynamic cities.

PROPERTY PROFILE

Property Name:	Inside The Box Self Storage
Address:	100 Martinez Drive, Monroe, LA
MSA:	Monroe Metropolitan Statistical Area
MSA Population:	221,885
Pricing Guidance:	\$550,000
Existing Cap Rate:	-3.37%
Proforma Cap Rate:	16.92%
Price Per Square Foot:	\$32.53
Enclosed Sq. Ft.:	16,905
Number of Units:	156
Physical Occupancy:	10%
Acreage:	8.52
Gross Square Feet:	371,218
Year Built:	1977 / 2022
APN / Zoning:	Multiple APN(s) Commercial(General)
County:	Ouachita County
Number of Buildings:	4
Number of Stories:	1
Construction:	Metal and Concrete
Cross Streets:	Martinez St & Kenilworth Dr
Nearest Freeway:	Highway 89
Traffic Count:	4,400
Property Website:	https://www.insidetheboxselfstorage.com/



LIST OF ASSESSOR PARCEL NUMBERS

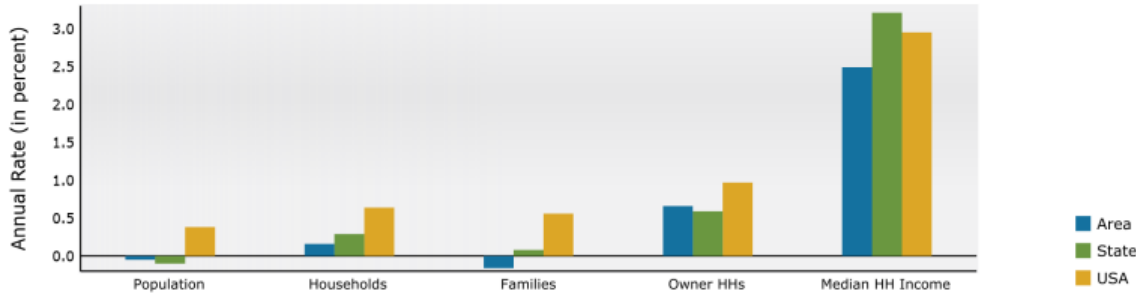


	APN	Acreage	Lot Size
1	35975	0.161	7,013
2	64906	0.46	20,038
3	64907	0.053	2,309
4	64911	0.161	7,013
5	64912	0.161	7,013
6	64913	0.299	13,024
7	70807	0.161	7,013
8	74701	0.138	6,011
9	74702	0.138	6,011
10	74703	0.138	6,011
11	74704	0.138	6,011
12	74705	0.138	6,011
13	74707	0.138	6,011
14	74709	0.138	6,011
15	74710	0.268	11,674
16	74712	0.69	30,056
17	74715	0.69	30,056
18	74716	0.69	30,056
19	74717	0.69	30,056
20	74718	0.101	4,400
21	74719	0.16	6,970
22	74720	0.074	3,223
23	74721	0.07	3,049
24	80413	0.069	3,006
25	102523	1.316	57,325
26	102533	0.806	35,109
27	102534	0.338	14,723
28	108617	0.138	6,011
	Total	8.522	371,218

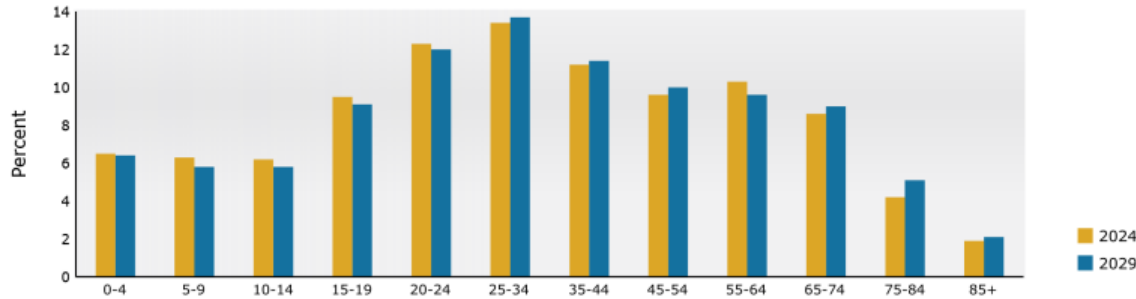
DEMOGRAPHIC AND INCOME (3 Mile Radius)

Demographic and Income (Ring: 3 mile radius)

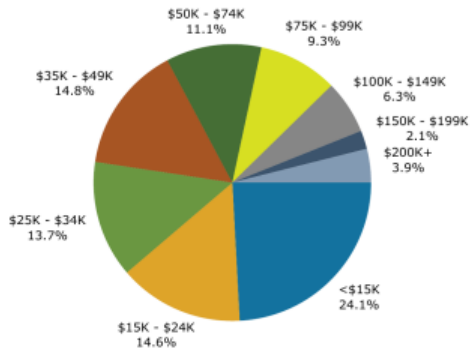
Trends 2024-2029



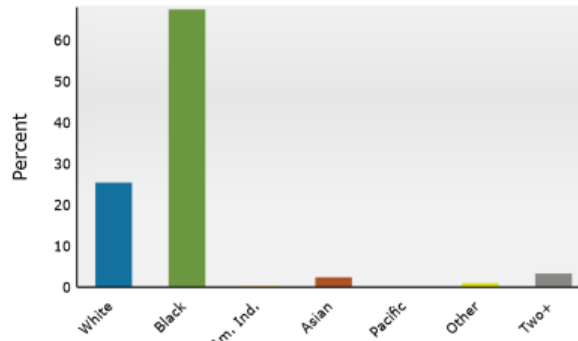
Population by Age



2024 Household Income



2024 Population by Race



2024 Percent Hispanic Origin: 2.4%

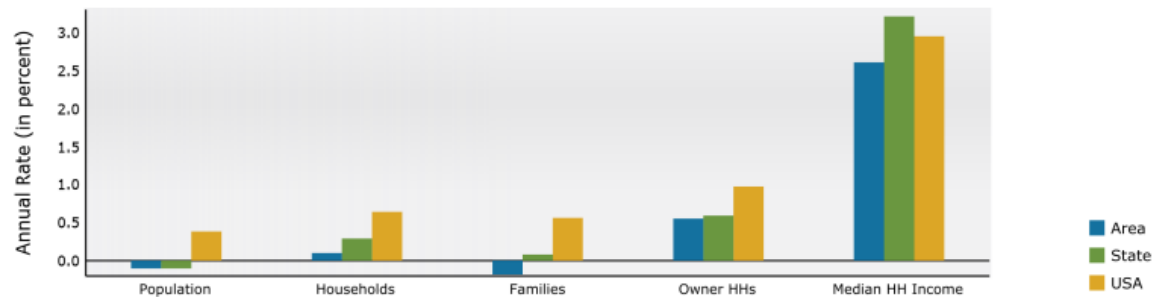




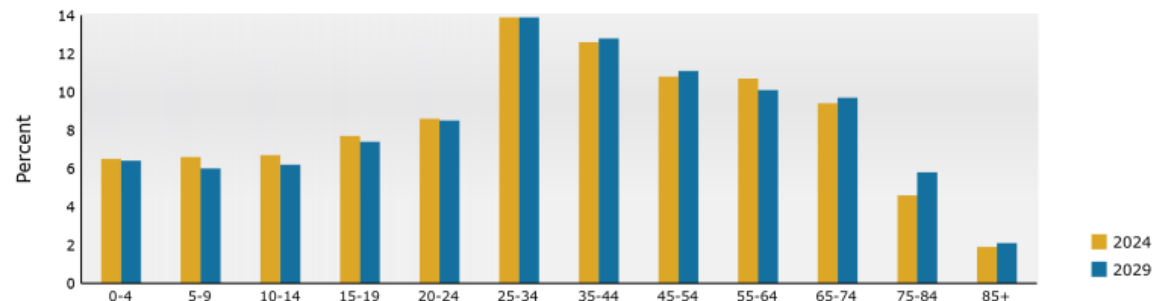
DEMOGRAPHIC AND INCOME (5 Mile Radius)

Demographic and Income (Ring: 5 mile radius)

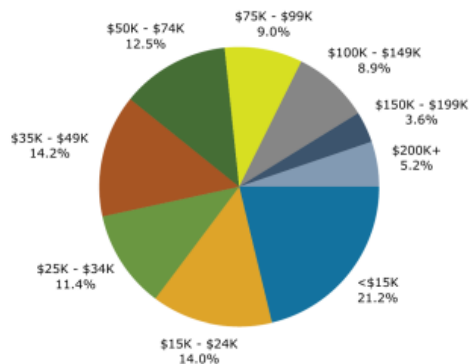
Trends 2024-2029



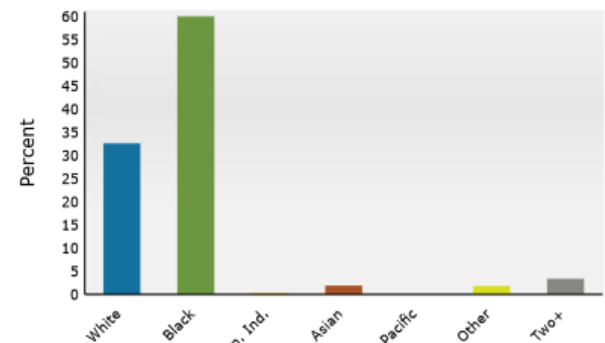
Population by Age



2024 Household Income



2024 Population by Race



2024 Percent Hispanic Origin: 3.1%

HOUSING PROFILE (5 Mile Radius)



Housing Profile (Ring: 5 mile radius)

Population		Households	
2020 Total Population	72,728	2024 Median Household Income	\$37,773
2024 Total Population	72,292	2029 Median Household Income	\$42,974
2029 Total Population	71,936	2024-2029 Annual Rate	2.61%
2024-2029 Annual Rate	-0.10%		

Housing Units by Occupancy Status and Tenure	Census 2020		2024		2029	
	Number	Percent	Number	Percent	Number	Percent
Total Housing Units	32,133	100.0%	32,446	100.0%	32,674	100.0%
Occupied	28,408	88.4%	28,360	87.4%	28,502	87.2%
Owner	13,484	42.0%	13,618	42.0%	14,000	42.8%
Renter	14,924	46.4%	14,742	45.4%	14,502	44.4%
Vacant	3,728	11.6%	4,086	12.6%	4,172	12.8%

Owner Occupied Housing Units by Value	2024		2029	
	Number	Percent	Number	Percent
Total	13,619	100.0%	14,000	100.0%
<\$50,000	1,517	11.1%	1,248	8.9%
\$50,000-\$99,999	2,282	16.8%	1,664	11.9%
\$100,000-\$149,999	1,455	10.7%	1,019	7.3%
\$150,000-\$199,999	1,658	12.2%	1,470	10.5%
\$200,000-\$249,999	1,339	9.8%	1,450	10.4%
\$250,000-\$299,999	1,628	12.0%	1,934	13.8%
\$300,000-\$399,999	1,909	14.0%	2,545	18.2%
\$400,000-\$499,999	797	5.9%	1,066	7.6%
\$500,000-\$749,999	674	4.9%	1,013	7.2%
\$750,000-\$999,999	259	1.9%	467	3.3%
\$1,000,000-\$1,499,999	69	0.5%	94	0.7%
\$1,500,000-\$1,999,999	1	0.0%	1	0.0%
\$2,000,000+	31	0.2%	29	0.2%
Median Value		\$196,909		\$253,852
Average Value		\$239,555		\$285,388

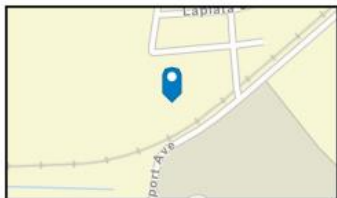
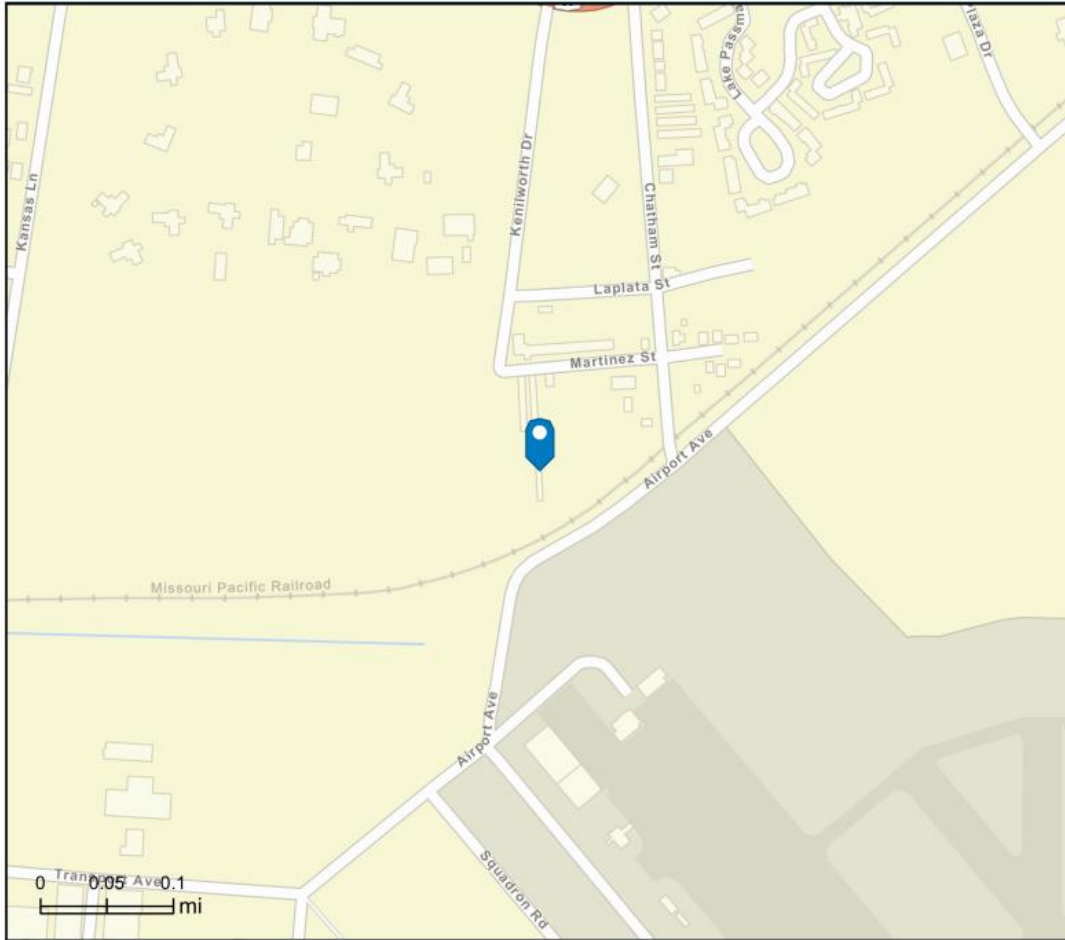
Census 2020 Housing Units	Number	Percent
Total	32,133	100.0%
Housing Units In Urbanized Areas	30,166	93.9%
Rural Housing Units	1,967	6.1%

Census 2020 Owner Occupied Housing Units by Mortgage Status	Number	Percent
Total	13,484	100.0%
Owned with a Mortgage/Loan	8,014	59.4%
Owned Free and Clear	5,470	40.6%



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



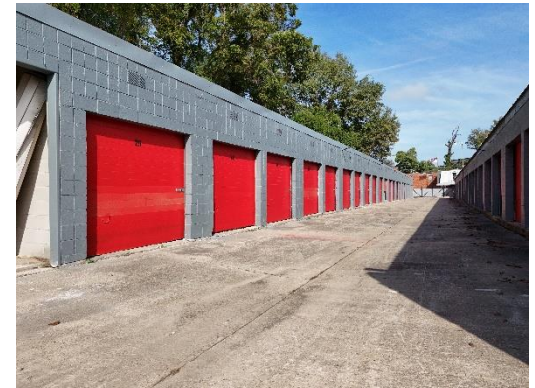
Source: ©2024 Kalibrate Technologies (Q2 2024).



PROPERTY PHOTOS



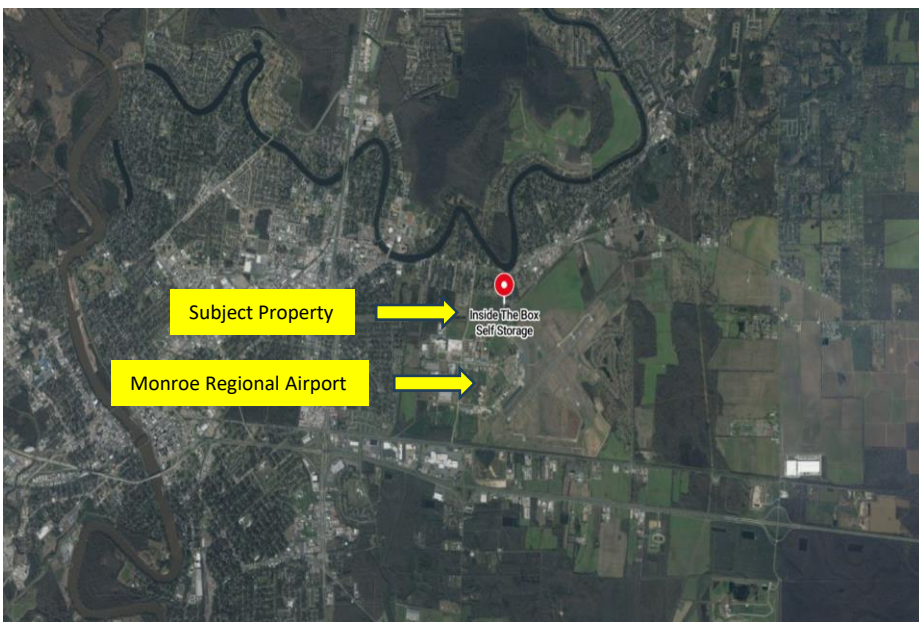
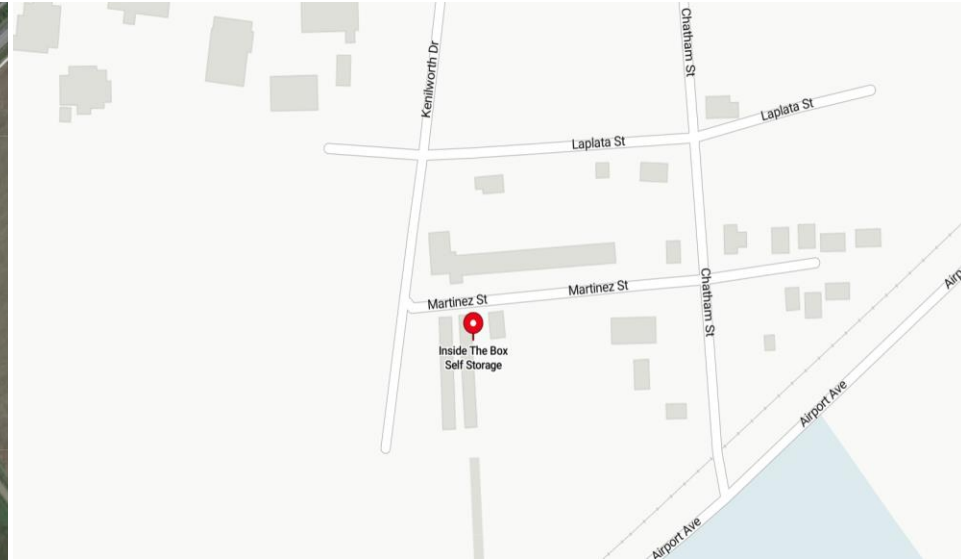
PROPERTY PHOTOS



AERIAL PHOTOS



LOCATION MAPS

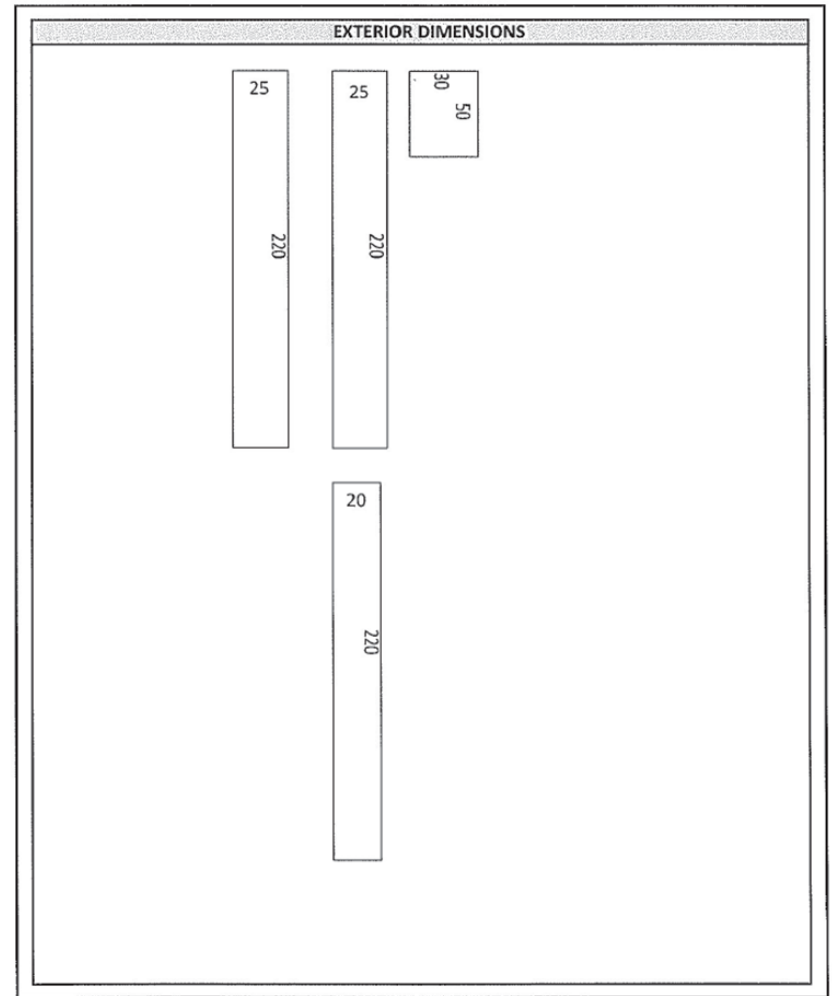
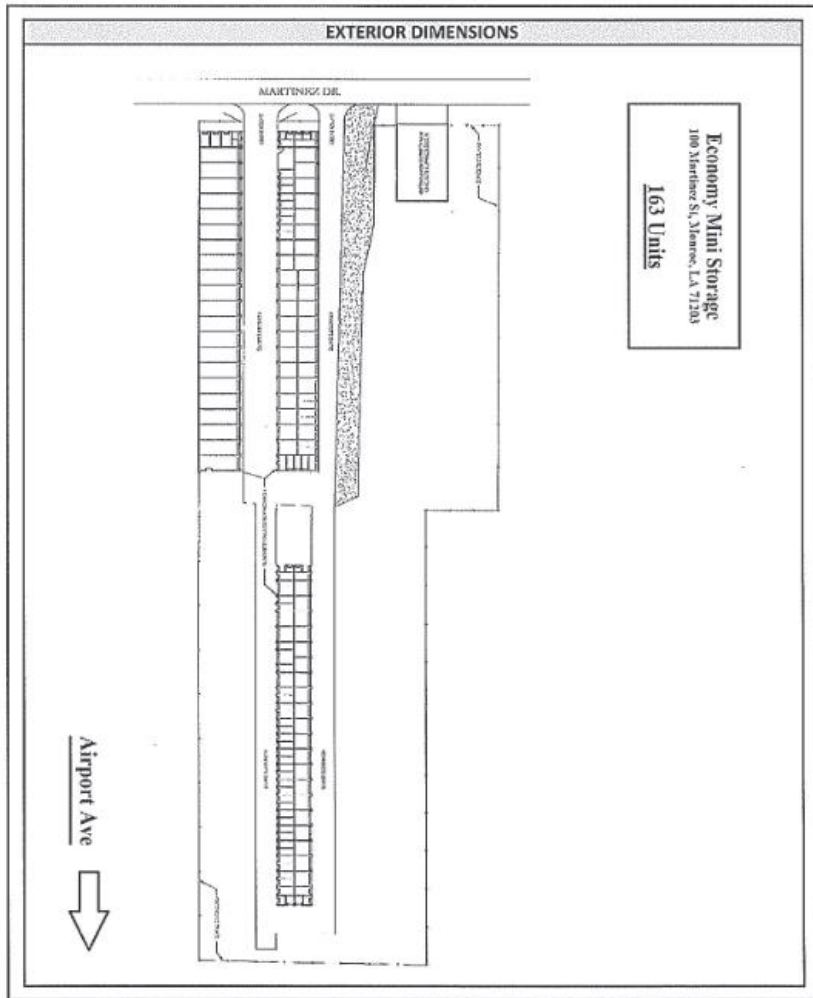


SITE AERIAL VIEW



BUILDING SITE PLAN

BUILDING DIMENSIONS



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

Market Summary

Market Coverage
Comparisons are made with

100 Martinez Drive, Monroe, LA 71203
5 mile radius
National Totals and Averages, Louisiana State Total and Averages

	Market Snapshot			Market including known developments			
	This Market	1 Mile	3 Miles	This Market	1 Mile	3 Miles	
Net Rentable Sq Ft	728,605	66,475	400,195	Net Rentable Sq Ft	728,605	66,475	400,195
Sq Ft per Capita				Sq Ft per Capita			
2022 Sq Ft per Capita	9.93	27.20	16.42	2022 Sq Ft per Capita	9.93	27.20	16.42
2024 Sq Ft per Capita	9.88	27.07	16.33	2024 Sq Ft per Capita	9.88	27.07	16.33
2026 Sq Ft per Capita	9.82	26.89	16.23	2026 Sq Ft per Capita	9.82	26.89	16.23
Sq Ft per Household	26.57	59.46	44.07	Sq Ft per Household	26.57	59.46	44.07
Total Stores	26	4	15	Total Stores	26	4	15
REITS	0	0	0	REITS	0	0	0
Large Ops	3	1	3	Large Ops	3	1	3
Mid Ops	5	1	4	Mid Ops	5	1	4
Single Ops	18	2	8	Single Ops	18	2	8
New Developments	0	0	0	New Supply Ratio	N/A	N/A	N/A
Sq Ft of Developments	0	0	0				
Stores opened within the last year	0	0	0				
Demographics							
2022 Population	73,343	2,444	24,375				
2024 Population	73726 (+0.52% change)	2456 (+0.49% change)	24500 (+0.51% change)				
2026 Population	74198 (+1.17% change)	2472 (+1.15% change)	24659 (+1.17% change)				
Households	27,424	1,118	9,081				
Rental Households	14,043	769	5,447				
Rental Households Percentage	51.21%	68.78%	59.98%				
Median Household Income	\$ 52,650	\$ 24,579	\$ 40,351				
Average Rate Per Square Feet - Walk In Rate							
All Units without Parking	\$ 1.14	\$ 0.94	\$ 1.14				
All Units with Parking	\$ 1.09	\$ 0.94	\$ 1.13				
Regular Units	\$ 1.02	\$ 0.74	\$ 1.01				
Climate Controlled Units	\$ 1.34	\$ 1.35	\$ 1.40				
Only Parking	\$ 0.40	N/A	\$ 0.70				
Rate Trend (12 months)	-3.41%	11.56%	-4.4%				
Average Rate Per Square Feet - Online Rates							
All Units without Parking	\$ 1.14	\$ 0.94	\$ 1.14				
All Units with Parking	\$ 1.09	\$ 0.94	\$ 1.13				
Regular Units	\$ 1.02	\$ 0.74	\$ 1.01				
Climate Controlled Units	\$ 1.34	\$ 1.35	\$ 1.40				
Only Parking	\$ 0.40	N/A	\$ 0.70				
Rate Trend (12 months)	-3.41%	11.56%	-4.4%				
Units Not Advertised	6%	0%	0%				

RENTAL SURVEY SUMMARY

Property Name	Address	Lot Size	Sq. Ft.	Year Built	5x5	5x10	10x10	10x15
SUBJECT PROPERTY	100 Martinez Drive, Monroe, LA	371,218	16,905	1977 / 2022	\$28	\$40	\$60	\$75
Dixie Self Storage - Monroe	101 Finks Hideaway Rd, Monroe, LA 71203	116,984	51,862	N/A	\$ 46.00	\$ 75.00	\$ 110.00	\$ 133.00
Tower Self Storage Phase 2	1140 Lamy Lane, Monroe, LA 71201	62,291	19,522	2014	\$ 75.00	\$ 90.00	\$ 135.00	\$ 165.00
Tower Self Storage	1251 Fulton Drive, Monroe, LA 71201	130,680	50,730	2011	\$ 75.00	\$ 90.00	\$ 135.00	\$ 165.00
Mid City Storage	1306 North 19Th Street, Monroe, LA 71201	130,680	50,730	2011	\$ 80.00	\$ 90.00	\$ 145.00	\$ 170.00
The Spare Room Self Storage	1700 Lamy Lane, Monroe, LA 71201	100,188	48,843	1997	\$ 70.00	\$ 90.00	\$ 130.00	\$ 160.00
Town & Country Self Storage	3101 Old Sterlington Rd, Monroe, LA 71203	47,916	20,951	1975	N/A	\$ 70.00	\$ 108.00	\$ 135.00
Storage Rentals of America - Monroe 3407 Harvester Dr	3407 Harvester Dr, Monroe, LA 71203	158,123	51,983	1971	\$ 41.00	\$ 76.00	\$ 61.00	\$ 130.00
Hideaway Self Storage - LA	4130 Old Sterlington Rd, Monroe, LA 71203	146,362	53,388	1998	N/A	\$ 80.00	\$ 110.00	\$ 130.00
Sterlington Road Storage	4315 Sterlington Road, Monroe, LA 71203	57,499	11,447	1960	\$ 46.00	\$ 78.00	\$ 115.00	\$ 133.00
Executive Climate Control Storage West	708 N 29th St, Monroe, LA 71203	60,113	27,053	N/A	N/A	\$ 100.00	\$ 131.40	N/A
Lakeshore Storage	8201 Desiard St, Monroe, LA 71203	87,120	28,785	1982	\$ 60.00	\$ 78.00	\$ 115.00	\$ 130.00
Averages			40,705		\$62	\$83	\$118	\$145



UNIT MIX & INCOME SUMMARY

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
Storage Units							
5x5	25	19	475	\$28.00	\$1.12	\$532	\$6,384
5x10	50	47	2,350	\$40.00	\$0.80	\$1,880	\$22,560
5x12.5	63	8	504	\$52.00	\$0.83	\$416	\$4,992
5x15	75	1	75	\$52.00	\$0.69	\$52	\$624
10x6.67	67	3	201	\$40.00	\$0.60	\$120	\$1,440
10x10	100	27	2,700	\$60.00	\$0.60	\$1,620	\$19,440
10x12.5	125	20	2,500	\$75.00	\$0.60	\$1,500	\$18,000
10x15	150	9	1,350	\$75.00	\$0.50	\$675	\$8,100
10x25	250	21	5,250	\$110.00	\$0.44	\$2,310	\$27,720
Metal Building	1,500	1	1,500	\$1,000.00	\$0.67	\$1,000	\$12,000
		156	16,905			\$10,105	\$121,260
Storage Units	<u>Units</u>	<u>Sq. Ft.</u>			Average rate / sq. ft.	\$0.60	
	156	16,905			Average size	108.37	
						Total Units	156
						Units Rented	150
						Occupancy	96%

PRICING

INCOME & EXPENSES

	Current	ProForma
PRICE	\$ 550,000.00	
GROSS REVENUE	\$121,260	\$145,512
EXPENSES	\$30,658	\$48,602
NET INCOME	(\$18,532)	\$93,058
CAP RATE	-3.37%	16.92%
GRM	4.54	3.78
ENCLOSED SQ. FT.	16,905	16,905
PRICE PER SQ. FT.	\$32.53	\$32.53

INCOME	Current	Pro-forma
Gross Potential Income:	\$ 121,260.00	\$ 145,512.00
Vacancy:	\$ 109,134.00 90%	\$ 14,551.20 10%
Rental Income:	\$ 12,126.00	\$ 130,960.80
Retail:	\$ -	\$ -
Admin & Late Fees:	\$ -	\$ 500.00
Tenant Insurance Income:	\$ -	\$ 9,000.00
Other Income:	\$ -	\$ 1,200.00
Total	\$ 12,126.00	\$ 141,660.80

EXPENSES	Current	Pro-forma
Property Taxes:	\$ 6,875.00 1.25%	\$ 6,875.00 1.25%
Property Insurance:	\$ 5,500.00	\$ 5,500.00
On-Site Management:	\$ -	\$ 15,000.00
Repair & Maintenance:	\$ 4,000.00	\$ 4,000.00
Advertising:	\$ 4,500.00	\$ 4,500.00
Trash:	\$ 1,440.00	\$ 1,440.00
Phone & Internet:	\$ 1,500.00	\$ 1,500.00
Electricity:	\$ 1,800.00	\$ 1,800.00
Landscaping:	\$ 2,400.00	\$ 2,400.00
Management Software:	\$ 2,400.00	\$ 2,400.00
Merchant & CC Fees:	\$ 242.52	\$ 3,187.37
Other Fees:	\$ -	\$ -
G&A Admin Expenses:	\$ -	\$ -
Total Expenses	\$ 30,657.52 252.82%	\$ 48,602.37 34.31%
NET INCOME	\$ (18,531.52)	\$ 93,058.43

STABILIZED VALUATION

VALUE	\$1,100,000
GROSS REVENUE	\$141,661
EXPENSES	\$48,602
NET INCOME	\$93,058
CAP RATE	8.46%
GRM	7.77
ENCLOSED SQ. FT.	16,905
PRICE PER SQ. FT.	\$65.07

BROKER REMARKS

- Seller purchased property in April of 2024 as a distressed asset to fix and flip.
- Renovations completed include;
 - New Roof on “B” Building.
 - New roof and roll up door on warehouse building.
 - Repair or Replacement of Doors on A&B Buildings.
 - Security camera system installed by Soltek LA, LLC.
 - Electronic entrance gate with ProData Key software.
 - 2nd entrance gate.
 - Perimeter fencing with barb wire.
 - Exterior LED lighting on “A” and “B” buildings and warehouse.
 - Junk hauling and debri clean up.
 - Implementation of ESS management software with website and credit card processing.
- Items still in need of renovation.
 - Doors, paint, and roof for “C” Building.
 - Brush and Weed Clearing.
- Owner is selling prior to completion of all renovations to focus on another ground up storage development.
- Ownership has spent time renovating the property and have not focused on the lease up.
- Current revenue is around \$1,100 per month.
- Property comes with nearly 7 acres of vacant land for future expansion.
- Site is not located in a flood plain.
- Room to double existing rents and remain below market.
- Valuation of \$1M+ upon stabilization of existing square footage.
- Valuation can be further increased through expansion of storage, vehicle parking, or truck rental operations.
- Opportunity to double value within short time period of 24 months or less.

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