

North Enid Suds and Storage



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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](#)

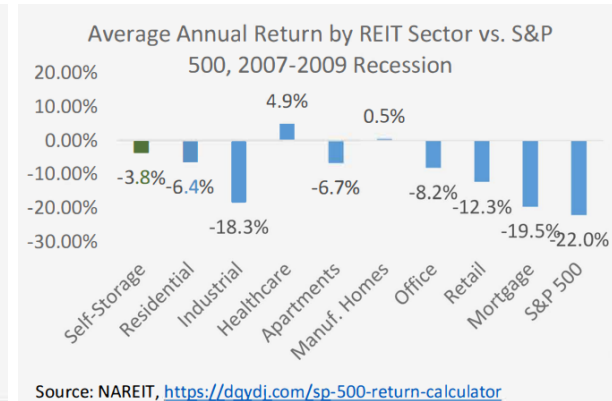
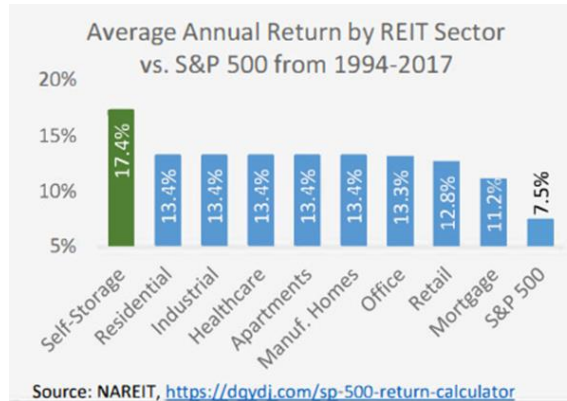
- 2) **Recession Resistant:** Self Storage outperformed all other REIT's during the last recession!
 - [Article: Five Reasons to Invest in Self Storage](#)

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%



ENID, OK 



JUST

LISTED!



CALVARY
REALTY



PROPERTY OVERVIEW

The Calvary Realty National Storage Group is excited to present a "Value Add" investment opportunity in Enid, OK. Enid is the 9th largest city in Oklahoma, strategically located 100 miles northwest of Oklahoma City and 115 miles east of Tulsa.

North Enid Suds and Storage features a single-story layout, encompassing a 2,200 square foot self-storage facility with 21 enclosed units and a 1,245 square foot car wash that includes 3 covered wash bays and 2 open vacuum bays. The property spans an 8,407 square foot lot and was originally constructed in 1978.

Financial Highlights:

- Car Wash Revenue: Approximately \$1,100 per month. The car wash and vacuum machines have been recently upgraded to accept credit card payments.
- Storage Revenue: Generates \$1,250 per month. Despite a temporary drop in occupancy due to recent rent adjustments, year-over-year revenue has increased. Further revenue growth is anticipated with the implementation of tenant insurance on September 1st, 2024.

Management: The property benefits from a local, on-the-ground manager who is compensated \$50 per week to assist with on-site operations.

This is an excellent opportunity to own an automated, cash-flowing business in a key metropolitan area of Oklahoma.

INVESTMENT HIGHLIGHTS

- ESS Management Software
- Online Bill Pay & Rentals
- Car Wash Income
- New Car Wash Payment Machines
- Boots on the Ground
- 4,000 Vehicles Per Day
- Recent Rent Increases
- Drive Up Storage Units
- 9th Largest City in Oklahoma
- 6 Security Cameras

LOCAL AREA



Northwestern
OKLAHOMA STATE UNIVERSITY



NORTHERN
Oklahoma College
TONKAWA | ENID | STILLWATER

Enid is the ninth largest city in Oklahoma with a population of 51,308 residents. The city was founded in 1893 and is the county seat of Garfield County. Enid is located 1 hour and 30 minutes northwest of Oklahoma City and 1 Hour and 45 minutes west of Tulsa.

Enid was founded during the opening of the Cherokee Outlet in the Land Run of 1893, and is named after Enid, a character in Alfred, Lord Tennyson's Idylls of the King. In 1991, the Oklahoma state legislature designated Enid the "purple martin capital of Oklahoma." Enid holds the nickname of "Queen Wheat City" and "Wheat Capital" of Oklahoma and the United States for its immense grain storage capacity and has the third-largest grain storage capacity in the world.

Enid is the economic, social, medical, political, and educational hub of Northwest Oklahoma. Not only is it the largest retail trade center in the area, serving a customer base of more than 200,000 people throughout Northwest Oklahoma and Southwest Kansas, but its diversified economy continues to provide jobs for the people of the area, and opportunity for future growth.

Enid has diversified its industrial base and is the home of both nationally recognized corporations as well as home-grown industries. Food processing, metal fabricating, machine shop industries, and equipment can be found in Enid. Another major staple of the economy is Vance Air Force Base, which recently celebrated its 50th anniversary. Vance is an Undergraduate Pilot Training Base that trains the best pilots in the world . . . those of the United States Air Force. The base is nationally renowned for its efficiency in performing its mission, its cost-effectiveness, and its positive relationship with the community.

The Greater Enid Area offers superb access to both public and private common education, Northern Oklahoma College and Northwestern Oklahoma State University. Autry Vo-Tech offers skills training for both high school and post high school students and has programs in a variety of areas. The school boasts a comprehensive aircraft maintenance training program that is highly successful in training aircraft mechanics, and the school also offers industry training in a variety of areas.

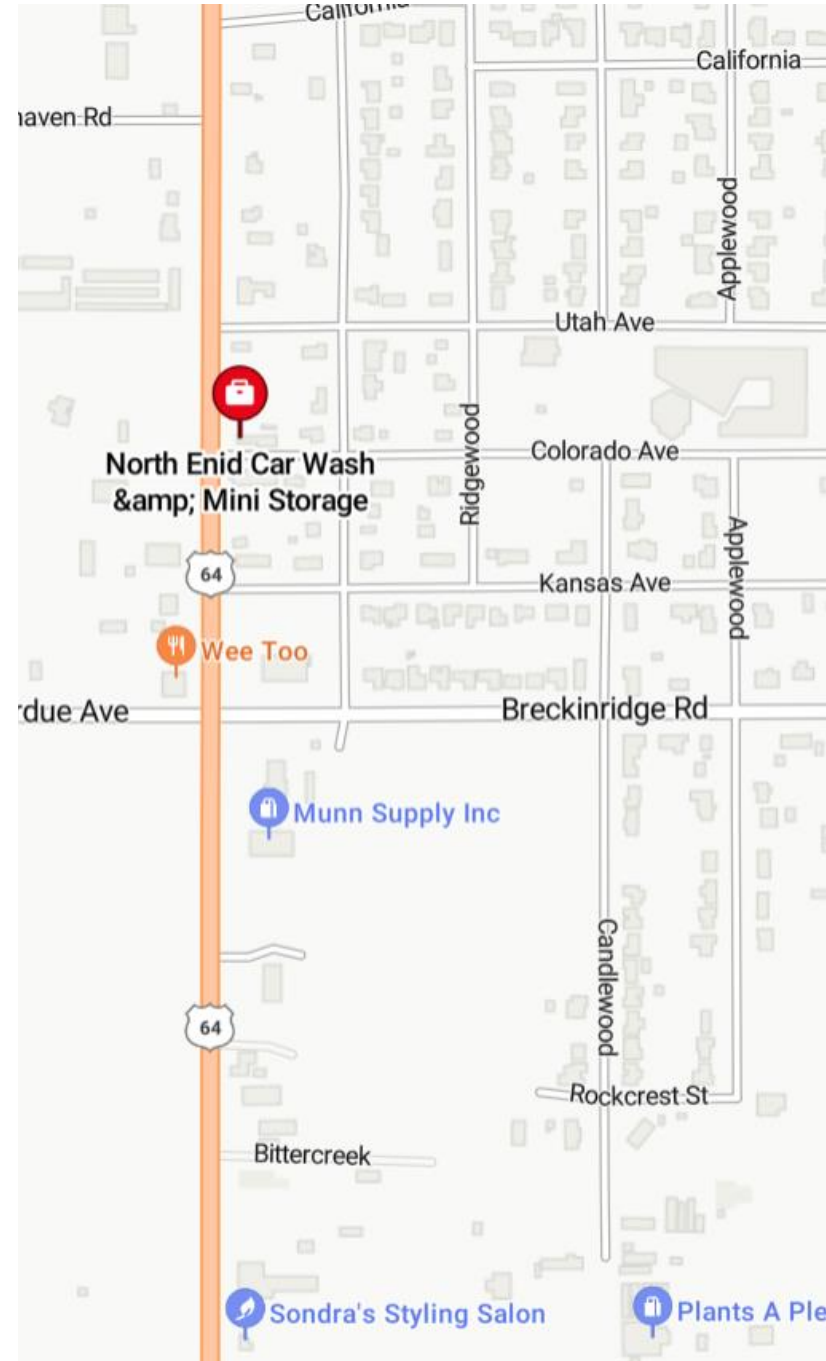
Major Employers & Local Attractions in Enid

Integris Baptist Health Center | Northwestern Oklahoma State University | Northern Oklahoma College
Leonardo's Children's Museum & Adventure Quest | Cherokee Strip Regional Heritage Center | Gaslight Theatre
Railroad Museum of Oklahoma | Meadowlake Park | Midgley Museum | Simpson's Old Time Museum
David Allen Memorial Ballpark | Stride Bank Center | Butterfly Mural | Woodring Wall of Honor and Veterans Park



PROPERTY PROFILE

Property Name:	North Enid Suds & Storage
Address:	4301 N. 4th Street, North Enid, OK 73701
MSA:	Enid Metropolitan Statistical Area
MSA Population:	62,023
Pricing Guidance:	\$275,000
Existing Cap Rate:	6.08%
Price Per Square Foot:	\$78.68
Storage Sq. Ft.:	2,250
Car Wash Sq. Ft.:	1,245
Number of Units:	21
Physical Occupancy:	71%
Acreage:	0.19
Gross Square Feet:	8,407
Year Built:	1978
APN / Zoning:	6550-00-031-013-0-112-00 01
County:	Garfield County
Number of Buildings:	3
Number of Stories:	1
Construction Type:	Steel & Metal
Cross Streets:	N. 4th Street & Colorado Avenue
Nearest Freeway:	Highway 81
Traffic Count:	3,700 Vehicles Per Day
Property Website:	https://northenidsudsandstorage.storageunitsoftware.com/



KEY DEMOGRAPHICS (3 Mile Radius)

Infographic: Key Facts (Ring: 3 mile radius)

KEY FACTS

21,775

Population



2.5

Average Household Size



37.9

Median Age

\$47,235

Median Household Income

EDUCATION

17%

No High School Diploma



37%

High School Graduate



26%

Some College



20%

Bachelor's/Grad/Prof of Degree

BUSINESS



1,208

Total Businesses



11,201

Total Employees

EMPLOYMENT



53%

White Collar



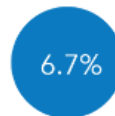
34%

Blue Collar



12%

Services



6.7%

Unemployment Rate

INCOME



\$47,235

Median Household Income



\$24,797

Per Capita Income



\$97,144

Median Net Worth

Households By Income

The largest group: \$50,000 - \$74,999 (18.9%)

The smallest group: \$200,000+ (2.5%)

Indicator	Value	Difference	
<\$15,000	9.2%	-1.0%	
\$15,000 - \$24,999	14.0%	+2.4%	
\$25,000 - \$34,999	11.7%	+1.9%	
\$35,000 - \$49,999	17.5%	+3.6%	
\$50,000 - \$74,999	18.9%	-1.2%	
\$75,000 - \$99,999	9.9%	-4.0%	
\$100,000 - \$149,999	13.4%	-1.9%	
\$150,000 - \$199,999	2.9%	-0.8%	
\$200,000+	2.5%	-1.1%	

Bars show deviation from 40047 (Garfield County)



KEY DEMOGRAPHICS (5 Mile Radius)

Infographic: Key Facts (Ring: 5 mile radius)

KEY FACTS

48,747

Population



Average Household Size

38.2

Median Age

\$54,537

Median Household Income

EDUCATION

12%

No High School Diploma



36%

High School Graduate



28%

Some College



24%

Bachelor's/Grad/Pr of Degree

BUSINESS



2,078

Total Businesses



21,418

Total Employees

EMPLOYMENT



55%

White Collar



33%

Blue Collar



Services

12%



Unemployment Rate

INCOME



\$54,537

Median Household Income



\$28,209

Per Capita Income



\$110,153

Median Net Worth

Households By Income

The largest group: \$50,000 - \$74,999 (20.1%)

The smallest group: \$200,000+ (3.3%)

Indicator	Value	Difference	
<\$15,000	8.4%	+0.2%	
\$15,000 - \$24,999	12.0%	+0.4%	
\$25,000 - \$34,999	10.0%	+0.2%	
\$35,000 - \$49,999	14.5%	+0.6%	
\$50,000 - \$74,999	20.1%	0	
\$75,000 - \$99,999	13.6%	-0.3%	
\$100,000 - \$149,999	14.6%	-0.7%	
\$150,000 - \$199,999	3.6%	-0.1%	
\$200,000+	3.3%	-0.3%	

Bars show deviation from 40047 (Garfield County)

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

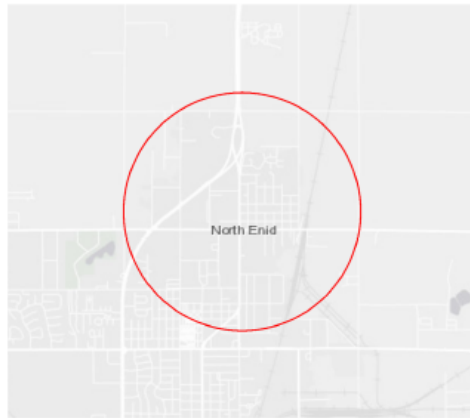
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POPULATION TRENDS (1 Mile Radius)

Infographic: Population Trends (Ring: 1 mile radius)

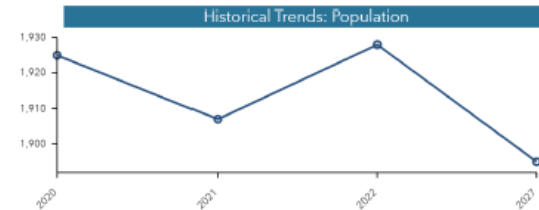
POPULATION TRENDS AND KEY INDICATORS

1-mile ring
4301 N. 4th Street, Enid, OK 73701

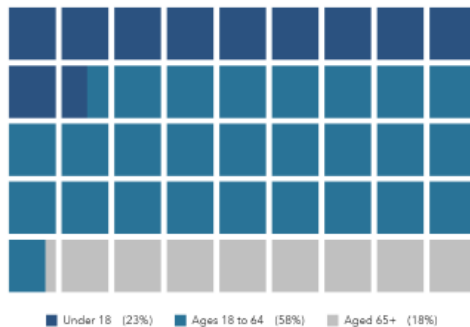


1,928	710	2.63	42.1	\$72,025	\$197,484	84	169	47
Population	Households	Avg Size Household	Median Age	Median Household Income	Median Home Value	Wealth Index	Housing Affordability	Diversity Index

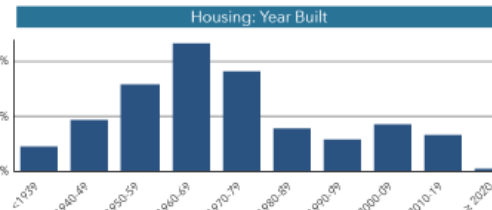
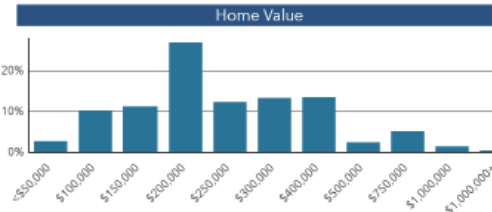
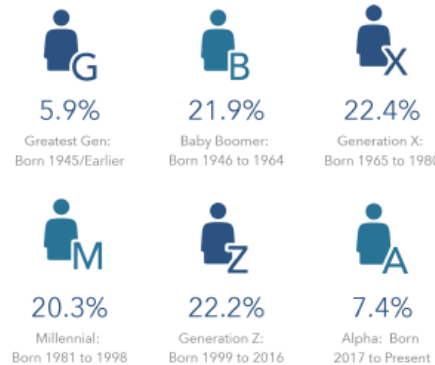
MORTGAGE INDICATORS



POPULATION BY AGE



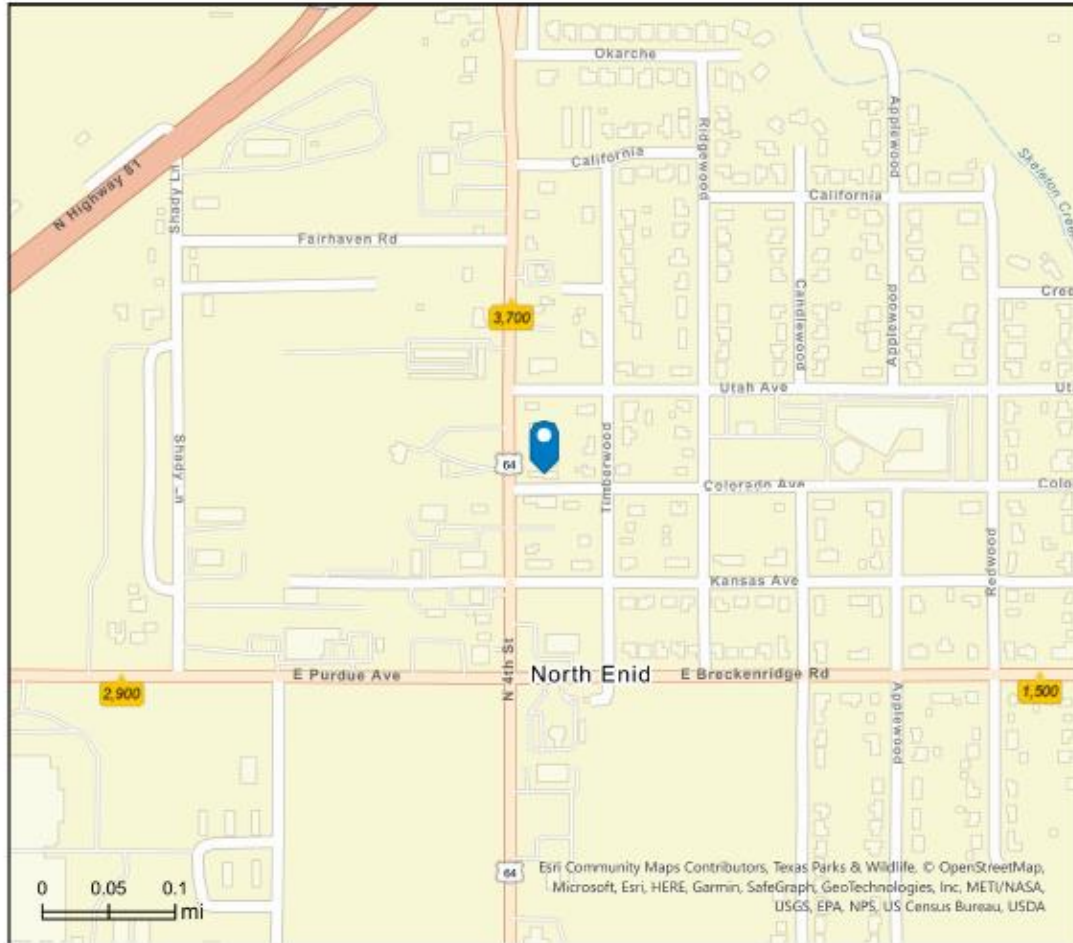
POPULATION BY GENERATION



Source: Esri, Esri, Esri-U.S. BLS, ACS
Esri forecasts for 2022, 2027, 2022, 2017-2021
© 2023 Esri

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



PROPERTY PHOTOS



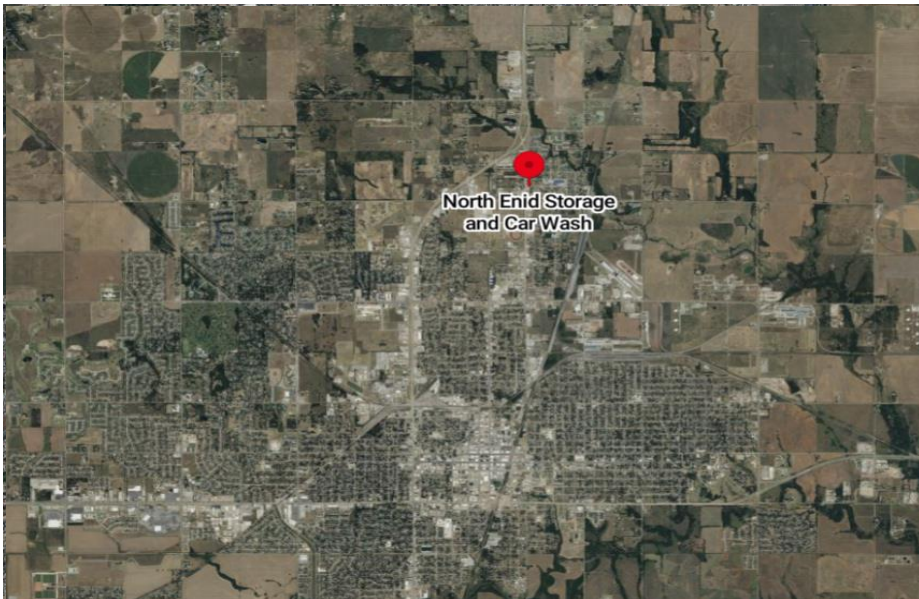
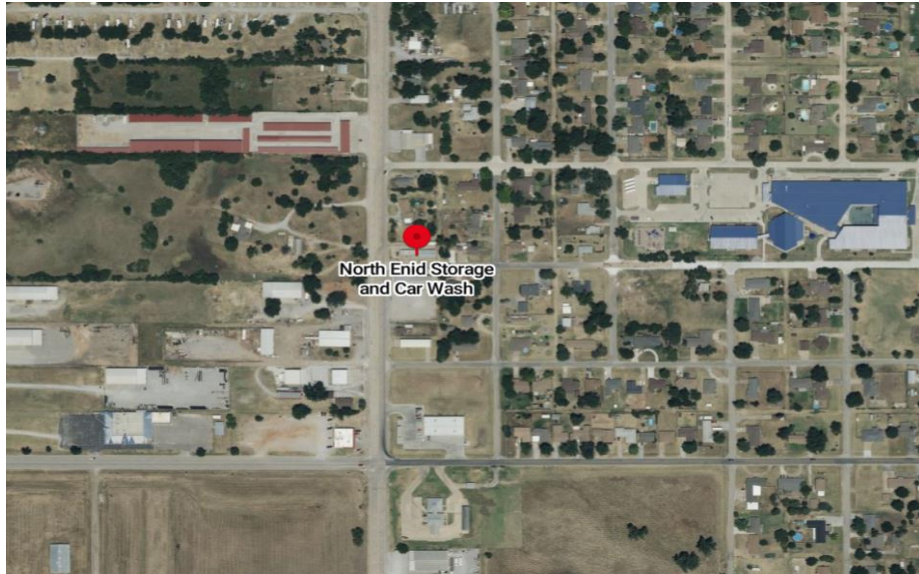
PROPERTY PHOTOS



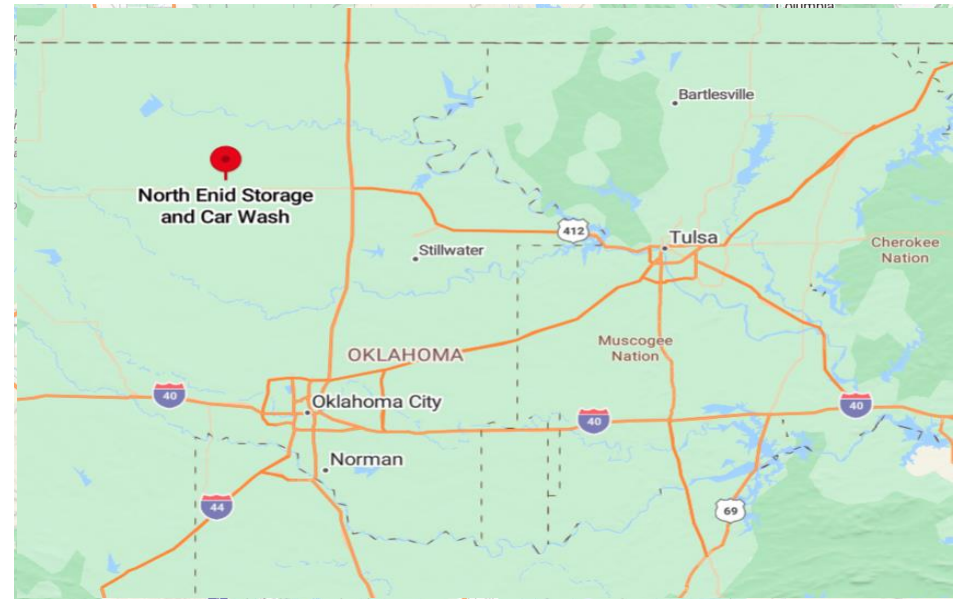
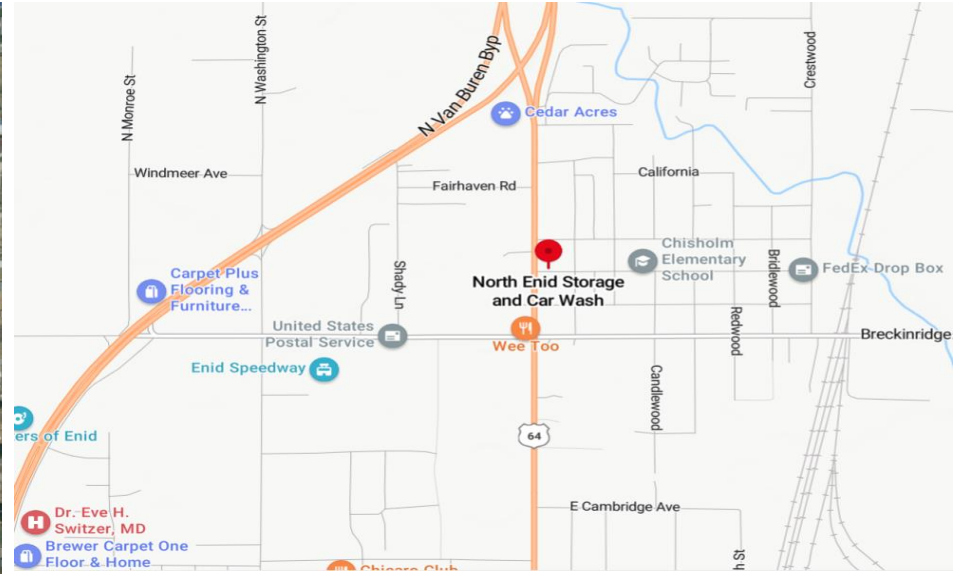
PROPERTY PHOTOS



AERIAL PHOTOS



LOCATION MAPS



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

Market Summary

Market 4301 N 4th St, North Enid, OK 73701
 Coverage 5 mile radius
 Comparisons are made with National Totals and Averages, Oklahoma State Total and Averages

Market Snapshot

	This Market	1 Mile	3 Miles
Net Rentable Sq Ft	627,115	150,501	394,586
Sq Ft per Capita			
2022 Sq Ft per Capita	12.48	61.30	20.13
2024 Sq Ft per Capita	12.39	60.88	20.00
2026 Sq Ft per Capita	12.30	60.39	19.84
Sq Ft per Household	33.06	224.29	51.99
Total Stores	21	3	14
REITS	0	0	0
Mid Ops	9	1	6
Small Ops	12	2	8
New Developments	0	0	0
Sq Ft of Developments	0	0	0
Stores opened within the last year	0	0	0
Demographics			
2022 Population	50,255	2,455	19,603
2024 Population	50602 (+0.69% change)	2472 (+0.69% change)	19733 (+0.66% change)
2026 Population	51005 (+1.49% change)	2492 (+1.51% change)	19889 (+1.46% change)
Households	18,970	671	7,590
Rental Households	6,998	192	2,817
Rental Households Percentage	36.89%	28.61%	37.11%
Median Household Income	\$ 64,877	\$ 73,482	\$ 58,101
Average Rate Per Square Feet			
All Units without Parking	\$ 0.80	\$ 0.58	\$ 0.81
All Units with Parking	\$ 0.70	\$ 0.58	\$ 0.81
Regular Units	\$ 0.71	\$ 0.58	\$ 0.81
Climate Controlled Units	\$ 1.45	N/A	N/A
Only Parking	\$ 0.43	N/A	N/A
Rate Trend (12 months)	-5.14%	0%	-9.53%
Units Not Advertised	9%	50%	20%

Market including known developments

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2026 Sq Ft per Capita	12.30	60.39	19.84
Sq Ft per Household	33.06	224.29	51.99
Total Stores	21	3	14
REITS	0	0	0
Mid Ops	9	1	6
Small Ops	12	2	8

RENTAL SURVEY SUMMARY

Property Name	Address	Lot Size	Sq. Ft.	Year Built	5x10	5x15	10x10	10x20
SUBJECT PROPERTY	4301 N. 4th Street, North Enid, OK 73701	8,407	2,250	1978	\$50	\$75	\$80	\$110
A&A North 81 Storage	3921 N. Van Buren Bypass, Enid, OK 73701	114,563	7,840	2008	n/a	n/a	n/a	n/a
SpareBox 0046	2613 Rock Island Blvd, Enid, OK 73701	35,501	16,300	1995	\$54	\$64	\$84	\$129
Lock and Roll Mini Storage	215 East Willow, Enid, OK 73701	62,073	25,200	2006	n/a	n/a	n/a	n/a
Attic Annex Self Storage	2003 N Van Buren St, Enid, OK 73703	120,792	50,000	2009	n/a	n/a	\$80	\$95
4th Street Mini Storage	4402 N. 4th Street, Enid, OK 73703	174,240	49,864	2011	n/a	n/a	\$70	\$90
All Purpose Self Storage	1627 N Van Buren St, Enid, OK 73703	192,622	44,929	1997	\$35	\$75	\$60	\$90
SpareBox 0048	1016 North Van Buren St, Enid, OK 73703	116,741	22,613	1975	\$54	\$64	\$84	\$129
Averages			30,964	2000	\$48	\$68	\$76	\$107

UNIT MIX & INCOME SUMMARY

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
Storage Units							
5x10	50	7	350	\$50	\$1.00	\$350	\$4,200
5x15	75	2	150	\$75	\$1.00	\$150	\$1,800
10x10	100	7	700	\$80	\$0.80	\$560	\$6,720
10x20	200	4	800	\$110	\$0.55	\$440	\$5,280
10x25	250	1	250	\$120	\$0.48	\$120	\$1,440
		21	2,250			\$1,620	\$19,440
Enclosed Storage	<u>Units</u>	<u>Sq. Ft.</u>			Average rate / sq. ft.	\$0.72	
	21	2,250			Average size	107.14	
						Total Units	21
						Units Rented	15
						Occupancy	71%

PRICING

INCOME & EXPENSES

	Current	Proforma
PRICE	\$275,000	
GROSS REVENUE	\$27,968	\$32,539
EXPENSES	\$11,251	\$10,976
NET INCOME	\$16,717	\$21,562
CAP RATE	6.08%	7.84%
GRM	9.83	8.45
STORAGE SQ. FT.	2,250	2,250
CAR WASH SQ. FT.	1,245	1,245
PRICE PER SQ. FT.	\$78.68	\$78.68

INCOME	Current	Proforma
Gross Potential Income:	\$ 19,440.00	\$ 19,440.00
Vacancy:	\$ 4,142.49 21%	\$ 972.00 5%
Storage Rental Income:	\$ 15,297.51	\$ 18,468.00
Car Wash Income:	\$ 12,670.68	\$ 12,670.68
Insurance:	\$ -	\$ 900.00
Other Income:	\$ -	\$ 500.00
Total	\$ 27,968.19	\$ 32,538.68

EXPENSES	Current	Proforma
Property Taxes:	\$ 779.00	\$ 779.00
Local Boots on the Ground:	\$ 2,400.00	\$ 2,400.00
Property Insurance:	\$ 1,200.00	\$ 1,200.00
Oklahoma Gas & Electric:	\$ 1,860.00	\$ 1,860.00
Gas:	\$ 840.00	\$ 840.00
Trash & Sewer:	\$ 612.00	\$ 612.00
Water Softener:	\$ 600.00	\$ 612.00
Repair and Maintenance:	\$ 500.00	\$ 600.00
Credit Card & Bank Fees:	\$ 700.00	\$ 813.47
Supplies:	\$ 200.00	\$ 300.00
Phone & Internet:	\$ 960.00	\$ 360.00
Management Software:	\$ 600.00	\$ 600.00
Other Fees:	\$ -	\$ -
Total Expenses	\$ 11,251.00 40%	\$ 10,976.47 34%
NET INCOME	\$ 16,717.19	\$ 21,562.21

Current numbers reflect 2024 actual revenue annualized.

Owner is implementing tenant insurance with ESS which will improve revenue.

Boots on the Ground, Shane Rich, is paid \$50 per week to lock and overlock units, collect money and deposit into bank account, and watch over property.

FINANCING & RETURNS

Purchase Price	\$	275,000
Rentable Sq. Ft.		3,495
Price Per Sq. Ft.		\$78.68
Current Cap Rate		6.08%
Proforma Cap Rate		7.84%

Bank Financing		
Down Payment	\$	75,000
Loan Amount	\$	200,000
Loan to Value		73%
Interest Rate		6.75%
Amortization		25
Monthly Payments	\$	1,381.82
Annual Payments	\$	16,581.88

Year	Current	Proforma
Gross Potential Income:	\$ 19,440.00	\$ 19,440.00
Vacancy:	\$ 4,142.49	\$ 972.00
Storage Rental Income:	\$ 15,297.51	\$ 18,468.00
Car Wash Income:	\$ 12,670.68	\$ 12,670.68
Insurance:	\$ -	\$ 900.00
Other Income:	\$ -	\$ 500.00
Total	\$ 27,968.19	\$ 32,538.68

Operating Expenses		
Property Taxes:	\$ 779.00	\$ 779.00
Local Boots on the Ground:	\$ 2,400.00	\$ 2,400.00
Property Insurance:	\$ 1,200.00	\$ 1,200.00
Oklahoma Gas & Electric:	\$ 1,860.00	\$ 1,860.00
Gas:	\$ 840.00	\$ 840.00
Trash & Sewer	\$ 612.00	\$ 612.00
Water Softener:	\$ 600.00	\$ 612.00
Repair and Maintenance:	\$ 500.00	\$ 600.00
Credit Card & Bank Fees:	\$ 700.00	\$ 813.47
Supplies:	\$ 200.00	\$ 300.00
Phone & Internet:	\$ 960.00	\$ 360.00
Management Software:	\$ 600.00	\$ 600.00
Other Fees:	\$ -	\$ -
Total Expenses	\$11,251	\$10,976
Expense % of Revenue	40.23%	33.73%
Expense Per Sq. Ft.	\$3.22	\$3.14
Net Income	\$ 16,717	\$ 21,562

Loan Payments	\$16,582	\$16,582
Debt Service Coverage Ratio	1.01	1.30
Cash Flow	\$135	\$4,980
Capitalization Rate	6.08%	7.84%
Cash on Cash Return	0.18%	6.64%
Gross Revenue Multiple	9.83	8.45

SALES COMPARABLES

**10005 E 126th St N,
Collinsville, OK 74021**



Triple T Mini Storage

Sold Price \$3,000,000

Sold Date 1/25/2023

Price/SF \$117.57

Land Area 212,137 SF

Acreage 4.87 AC

Building SF 25,516 SF

Year Built 2002

FAR 0.12

Zoning CS

**8950 E Admiral Pl,
Tulsa, OK 74115**



Admiral Mini-Storage

Sold Price \$2,313,862

Sold Date 10/19/2022

Price/SF \$70.98

Land Area 98,598 SF

Acreage 2.26 AC

Building SF 32,600 SF

Year Built 1960

FAR 0.33

Zoning CS

**4920 S Braden Ave,
Tulsa, OK 74135**



Iron Storage

Sold Price \$1,175,000

Sold Date 10/6/2022

Price/SF \$67.76

Land Area 44,431 SF

Acreage 1.02 AC

Building SF 17,340 SF

Year Built 1975

FAR 0.39

Zoning CS

SALES COMPARABLES

**2115 N Broadway St,
Poteau, OK 74953**



Sold Price \$3,000,000

Sold Date 6/26/2022

Price/SF \$200.00

Land Area 95,462 SF

Acreage 2.19 AC

Building SF 15,000 SF

Year Built 1998

FAR 0.16

Zoning C2

**1000 Lynn Ave,
Pawhuska, OK 74056**



Pawhuska Mini Storage

Sold Price \$975,000

Sold Date 12/5/2022

Price/SF \$100.33

Land Area 87,120 SF

Acreage 2 AC

Building SF 9,718 SF

Year Built 2002

FAR 0.11

Zoning C

**6565 E Virgin St,
Tulsa, OK 74115**



Airport Storage

Sold Price \$2,640,000

Sold Date 1/12/2023

Price/SF \$69.68

Land Area 98,881 SF

Acreage 2.27 AC

Building SF 37,885 SF

Year Built 2001

FAR 0.38

Zoning CS

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