

Executive Climate Control Mini Storage

(Offers Due Friday November 8th, 2024)



CALVARY
REALTY

U-HAUL
AUTHORIZED DEALER

**TOP
100**



708 N 29th St, Monroe, LA 71201

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EXCLUSIVE AGENCY MEMORANDUM**



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This Memorandum is subject to errors, omissions, changes, or withdrawal without notice and does not constitute a recommendation or endorsement as to the value of the Property by Seller/CR and their sources. Financial projections are provided as a reference and are based on assumptions made by Seller/CR and their sources. Prospective buyers should make their own projections and reach their own conclusions of value. Certain portions of this Memorandum merely summarize or outline property information and are not intended to be complete descriptions.

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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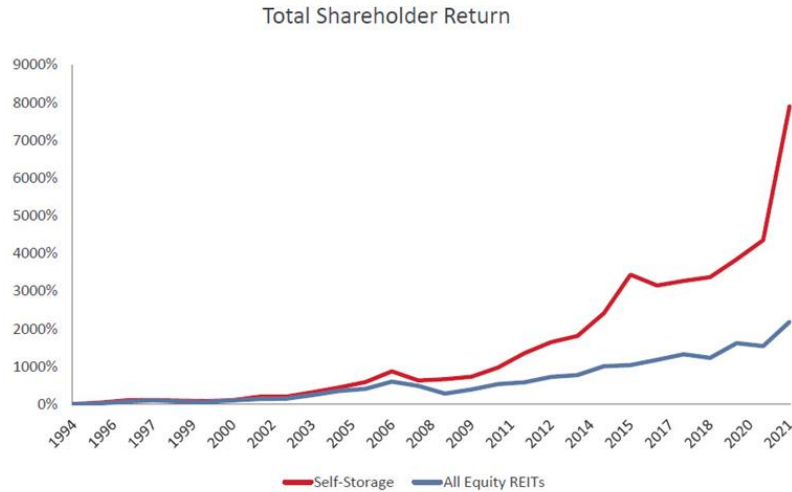


WHY SELF STORAGE?

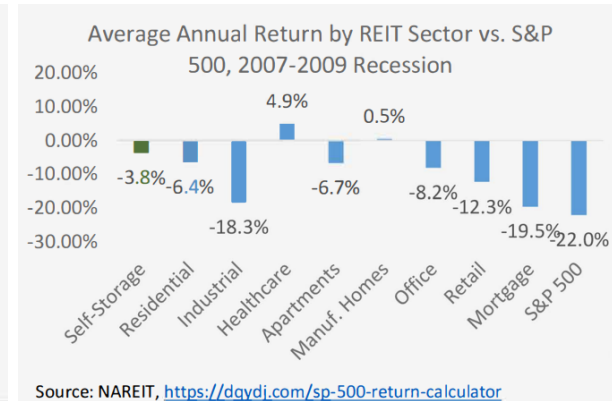
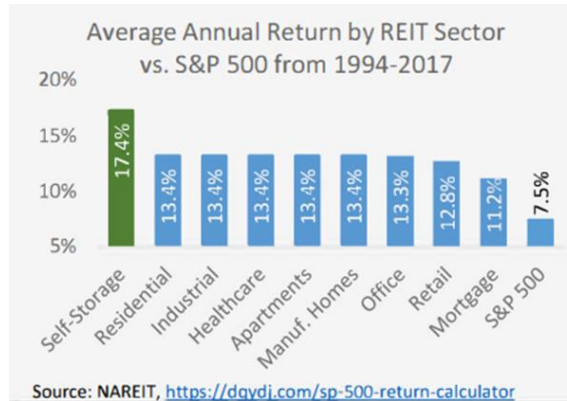
- High Returns:** Storage REITs generated the highest returns of all REITs over the last 30 years!
 - [Article: Self Storage REIT's Outperform All Others](#)
- Recession Resistant:** Self Storage outperformed all other REIT's during the last recession!
 - [Article: Five Reasons to Invest in Self Storage](#)

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 proud to present Executive Self Storage, a prime storage investment opportunity located in Monroe, LA, within the thriving Monroe Metropolitan Statistical Area. Positioned at 708 N 29th St, this facility offers excellent potential in a market with a metro population of 221,885. Featuring 21,720 rentable square feet, including 14,977 enclosed and 6,743 unenclosed square feet, the property sits on 1.38 acres with 124 storage units and a 79% physical occupancy rate. Originally built in 1984, the facility benefits from light industrial zoning and presents expansion opportunities, further enhancing its revenue potential.

Positioned near the highly accessible US Highway 165, Executive Self Storage is located in one of the largest cities in Louisiana, offering proximity to local amenities and key institutions like the University of Louisiana Monroe. This adds to the demand for storage units from both residents and businesses. The facility has climate control units, ensuring tenants can store their goods in optimal conditions, and is managed on-site with Web Self Storage software, allowing for easy management and tenant interface. In addition to its core services, the property generates ancillary income through U-Haul rentals and box sales, making it a diversified source of revenue.

With good visibility and a strong local reputation, evidenced by a 4.2-star Google rating, Executive Self Storage is positioned for continued growth and success in the competitive Monroe market. Its current pricing guidance is set at \$2,600,000, reflecting a cap rate of 8.35% and a price per square foot of \$173.60. This property offers a unique chance to invest in a high-demand urban area with substantial growth potential.

INVESTMENT HIGHLIGHTS

- 9th Largest City in Louisiana
- 200K+ Metro Population
- Expansion Potential
- Climate Control Units
- On-Site Manager
- Top 100 U-Haul Dealer in North America
- Home to the University of Louisiana Monroe
- Income from U-Haul Truck Rental & Box Sales
- Good Visibility & Traffic Count
- 4.2 Star Google Rating

LOCAL AREA



LUMEN®



Monroe, Louisiana, the vibrant economic and cultural center of northeastern Louisiana, is located along the banks of the Ouachita River. With a population of approximately 48,000, Monroe is known for its rich history, thriving economy, and strong educational institutions, making it a dynamic place to live, work, and invest.

Founded in the early 19th century, Monroe is home to a diverse economy, driven by healthcare, education, and manufacturing. The city is easily accessible via Interstate 20 and U.S. Highways 165 and 80, providing direct routes to major cities like Shreveport and Jackson, Mississippi. Monroe is also the birthplace of Delta Air Lines and home to the headquarters of CenturyLink, a Fortune 500 company, further solidifying its position as a regional economic hub.

The real estate market in Monroe offers a wide range of housing options, from historic homes in tree-lined neighborhoods to modern developments. The median home price is around \$150,000, providing affordable living in a city known for its cultural amenities and outdoor recreational opportunities. Monroe's low cost of living and variety of housing options make it an attractive location for families, young professionals, and retirees alike.

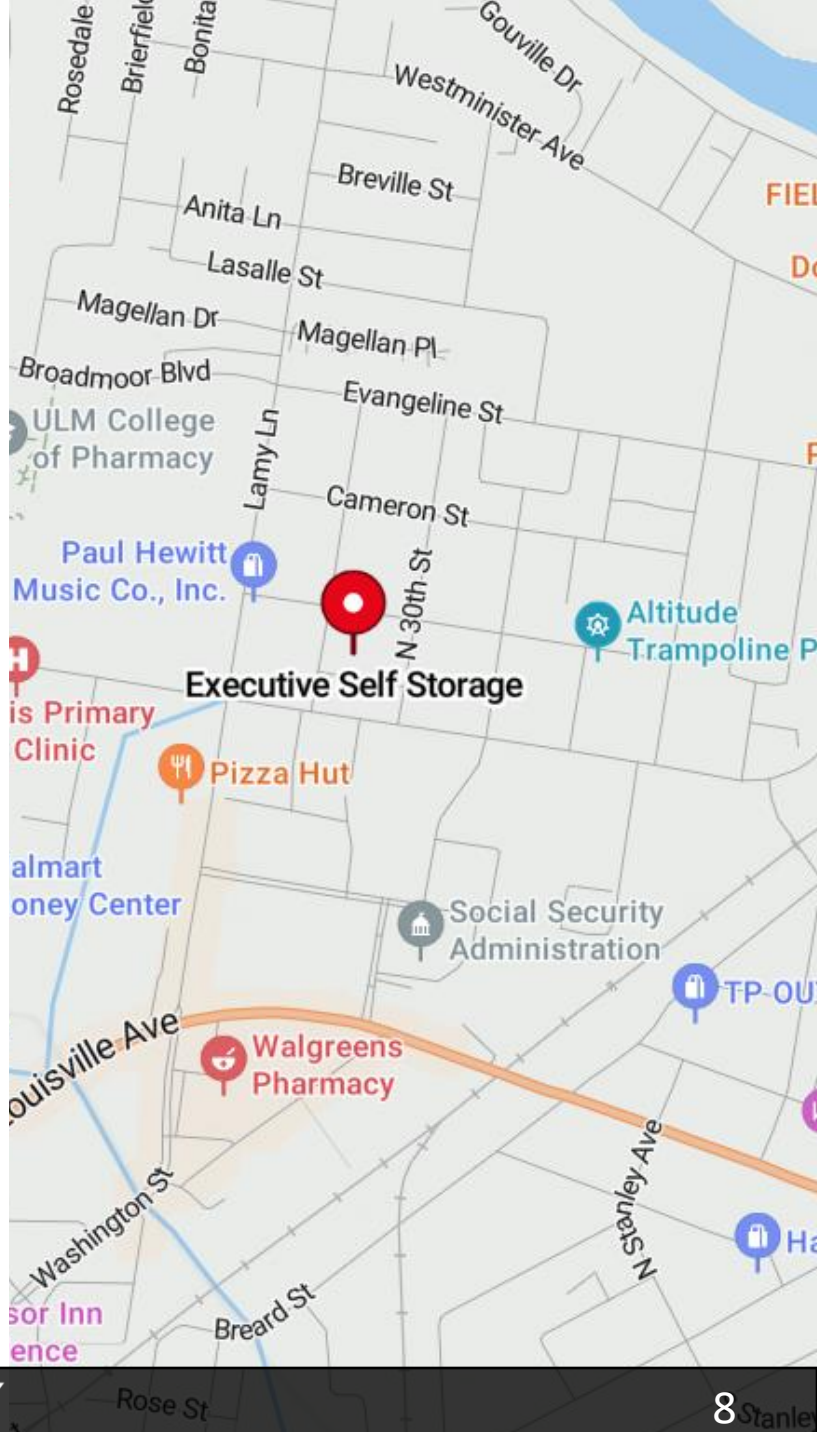
Major Employers in Monroe:

CenturyLink (Lumen Technologies) | University of Louisiana at Monroe | St. Francis Medical Center | Glenwood Regional Medical Center | Graphic Packaging International | Monroe City School District | Chase Mortgage Center | Delta Community College | Brookshire's Grocery Company | BancorpSouth Bank

Monroe is a city rich in history, culture, and opportunity. With its strong economy, affordable living, and access to quality education, Monroe offers residents a well-rounded lifestyle with both urban amenities and a connection to the outdoors. Whether you're looking to invest, settle down, or explore career opportunities, Monroe's dynamic community and promising future make it a top choice in northeastern Louisiana.

PROPERTY PROFILE

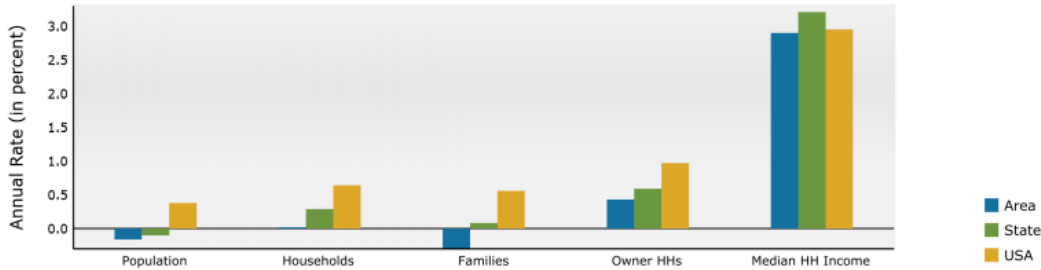
OFFER DUE DATE:	Friday November 8th, 2024
Property Name:	Executive Self Storage
Address:	708 N 29th St, Monroe, LA 71201
MSA:	Monroe Metropolitan Statistical Area
MSA Population:	221,885
Pricing Guidance:	\$2,600,000
Existing Cap Rate:	8.35%
Price Per Square Foot:	\$173.60
Enclosed Sq. Ft.:	14,977
Unenclosed Sq. Ft.:	6,743
Total Rentable Sq. Ft.:	21,720
Number of Units:	124
Physical Occupancy:	79%
Acreage:	1.38
Gross Square Feet:	60,156
Year Built:	1984
APN / Zoning:	33043 Light Industrial
County:	Ouachita
Number of Buildings:	1
Number of Stories:	1
Construction Type:	Metal, Steel, Wood
Cross Streets:	N 30th Street
Nearest Freeway:	US Highway 165
Traffic Count:	N/A
Property Website:	N/A



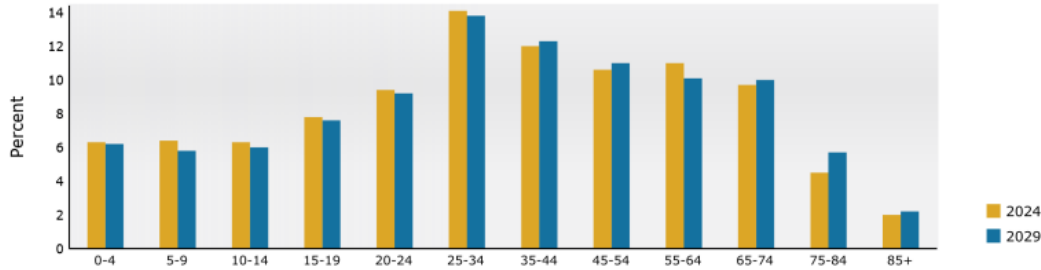
DEMOGRAPHIC AND INCOME (3 Mile Radius)

Demographic and Income (Ring: 3 mile radius)

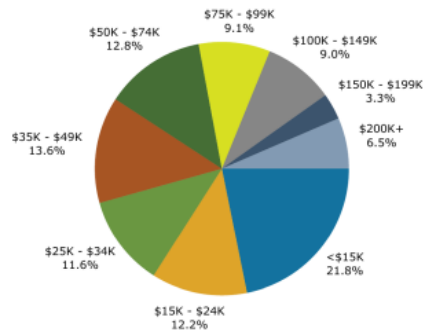
Trends 2024-2029



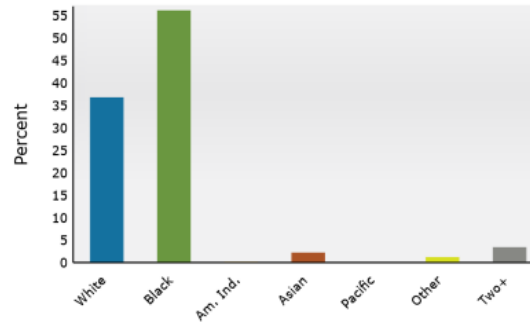
Population by Age



2024 Household Income



2024 Population by Race



2024 Percent Hispanic Origin: 2.6%



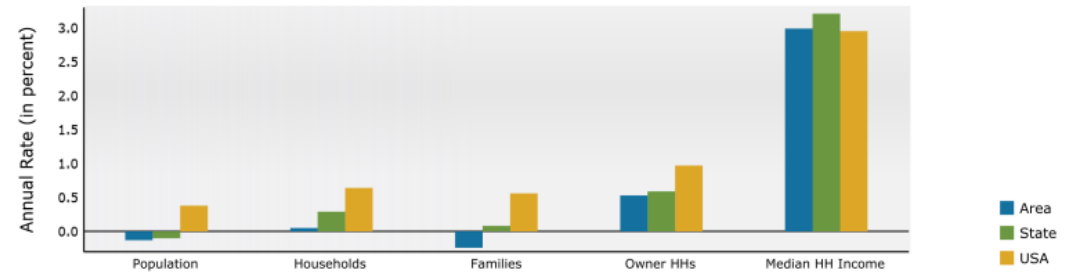
Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2020 decennial Census in 2020 geographies.



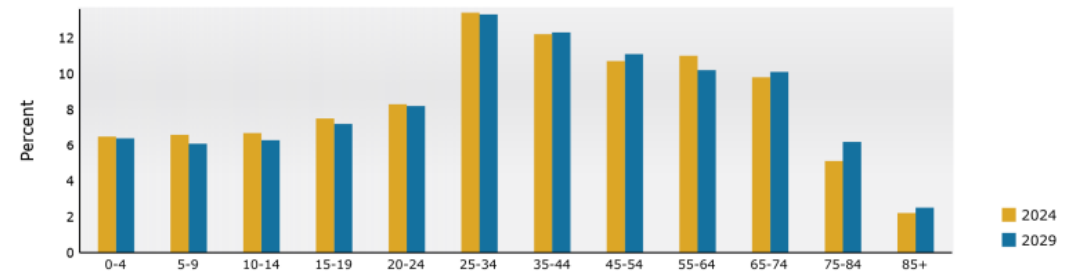
DEMOGRAPHIC AND INCOME (5 Mile Radius)

Demographic and Income (Ring: 5 mile radius)

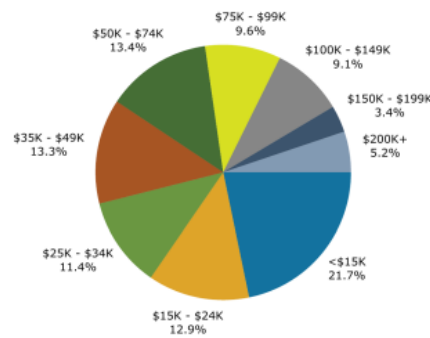
Trends 2024-2029



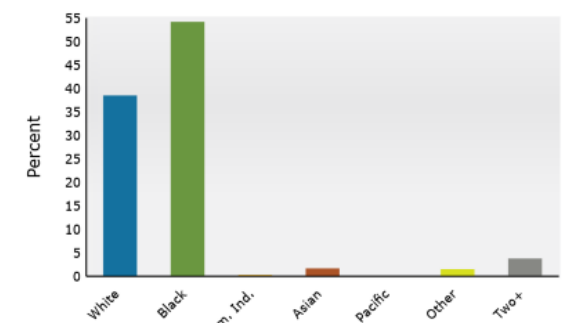
Population by Age



2024 Household Income



2024 Population by Race

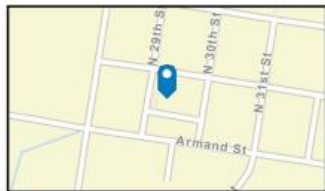
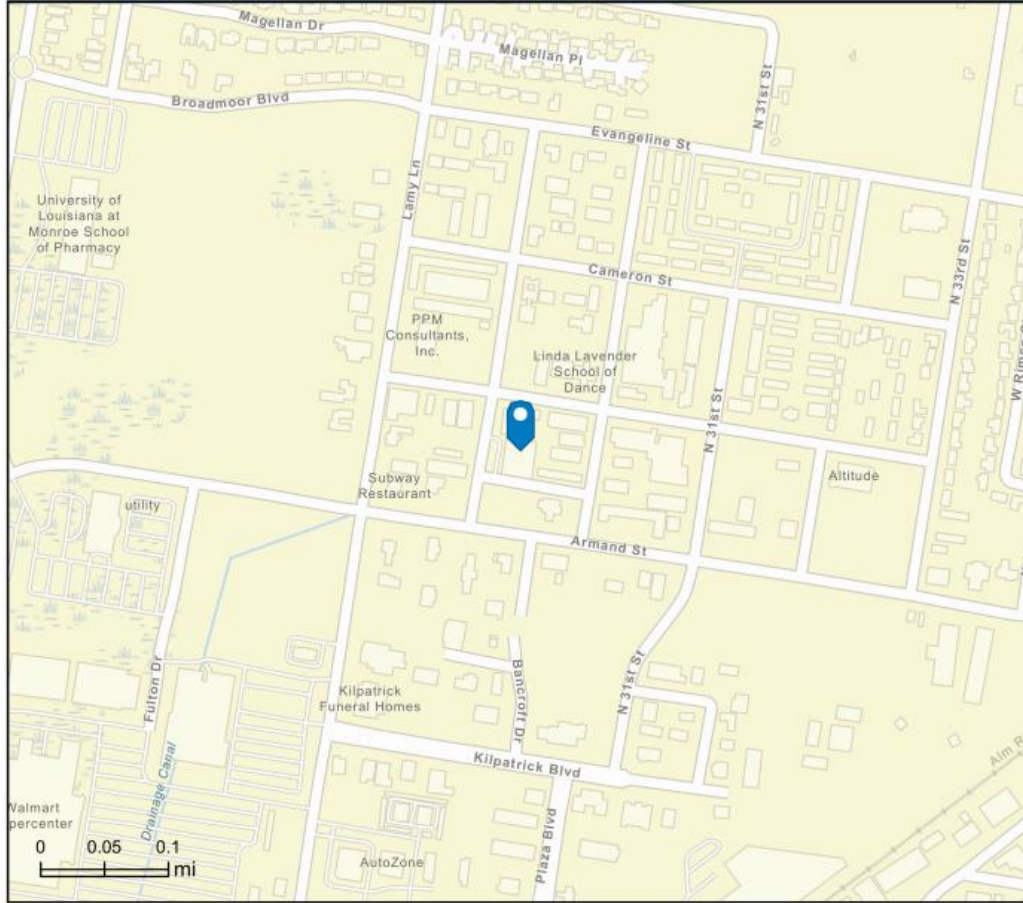


2024 Percent Hispanic Origin: 3.0%

Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2020 decennial Census in 2020 geographies.

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).



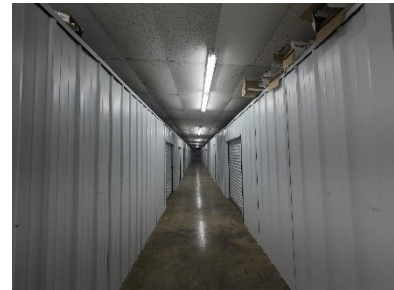
PROPERTY PHOTOS (Aerial View)



PROPERTY PHOTOS (Exterior)



PROPERTY PHOTOS (Interior)



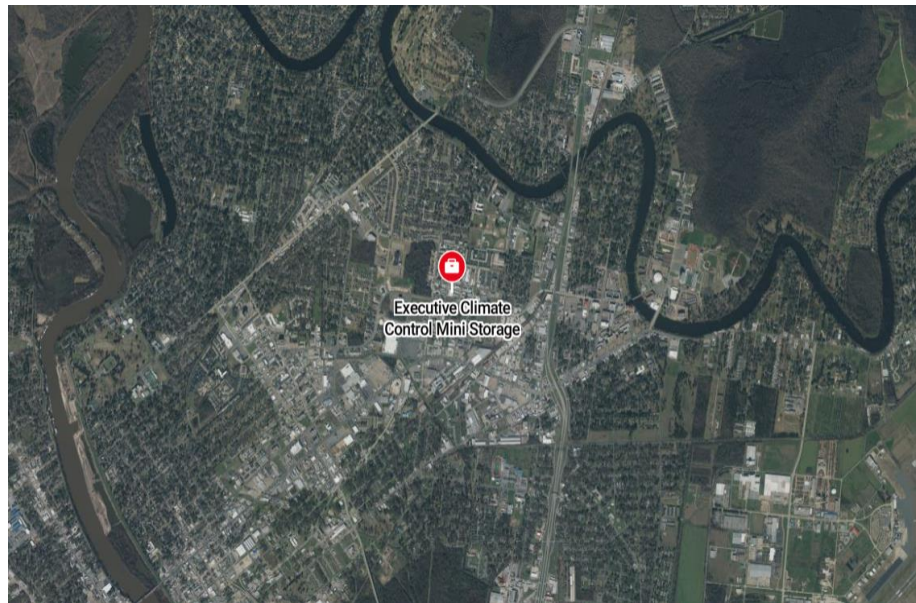
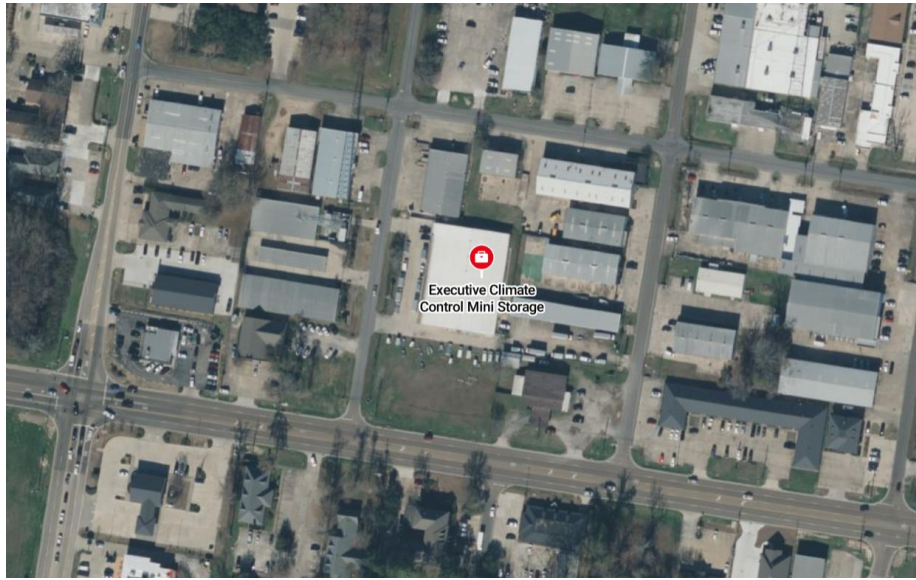
PROPERTY PHOTOS (Top 100 Class “AAA” Dealer)

Since April 2011, this facility has consistently ranked as a Top 100 U-Haul dealer among over 21,000 dealers across North America!

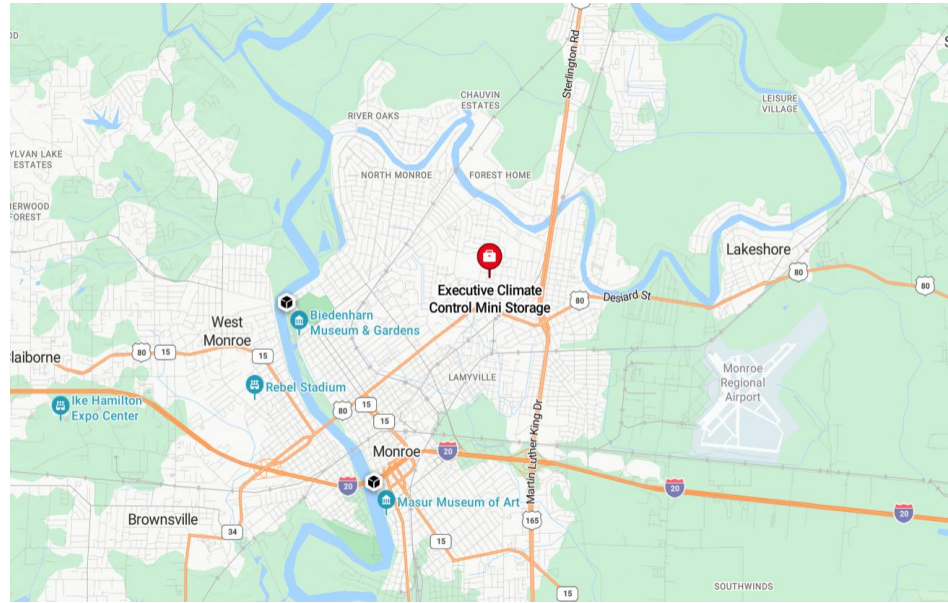
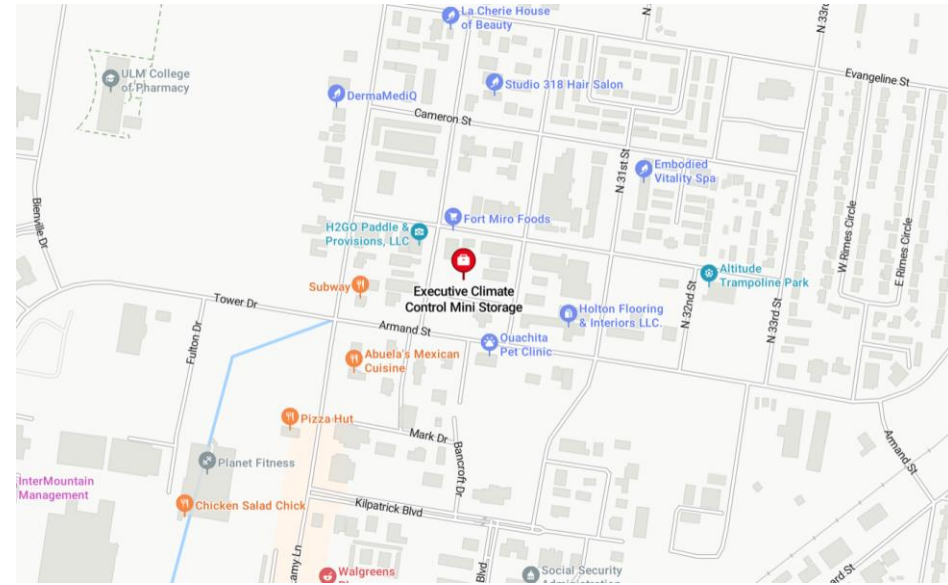
This prestigious accomplishment underscores the exceptional demand for U-Haul truck rentals and box sales at this location.



AERIAL PHOTOS



LOCATION MAPS



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

Market Summary

Market 708 N 29th St, Monroe, LA 71201
 Coverage 5 mile radius
 Comparisons are made with 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	942,593	198,461	442,497	Net Rentable Sq Ft	942,593	198,461	442,497
Sq Ft per Capita				Sq Ft per Capita			
2022 Sq Ft per Capita	11.54	43.46	9.71	2022 Sq Ft per Capita	11.54	43.46	9.71
2024 Sq Ft per Capita	11.48	43.28	9.66	2024 Sq Ft per Capita	11.48	43.28	9.66
2026 Sq Ft per Capita	11.40	42.98	9.59	2026 Sq Ft per Capita	11.40	42.98	9.59
Sq Ft per Household	29.83	98.39	24.71	Sq Ft per Household	29.83	98.39	24.71
Total Stores	38	7	17	Total Stores	38	7	17
REITS	0	0	0	REITS	0	0	0
Mid Ops	16	4	7	Mid Ops	16	4	7
Small Ops	22	3	10	Small Ops	22	3	10
New Developments	0	0	0				
Sq Ft of Developments	0	0	0				
Stores opened within the last year	0	0	0				
Demographics							
2022 Population	81,714	4,566	45,592				
2024 Population	82132 (+0.51% change)	4586 (+0.44% change)	45824 (+0.51% change)				
2026 Population	82657 (+1.15% change)	4617 (+1.12% change)	46118 (+1.15% change)				
Households	31,597	2,017	17,911				
Rental Households	16,331	1,076	9,682				
Rental Households Percentage	51.69%	53.35%	54.06%				
Median Household Income	\$ 52,969	\$ 52,539	\$ 54,497				
Average Rate Per Square Feet							
All Units without Parking	\$ 1.12	\$ 1.32	\$ 1.27				
All Units with Parking	\$ 1.08	\$ 1.29	\$ 1.23				
Regular Units	\$ 1.00	\$ 1.20	\$ 1.13				
Climate Controlled Units	\$ 1.34	\$ 1.56	\$ 1.62				
Only Parking	\$ 0.39	\$ 0.70	\$ 0.55				
Rate Trend (12 months)	-1.66%	-1.85%	-5.59%				
Units Not Advertised	4%	0%	0%				

RENTAL SURVEY SUMMARY

Property Name	Address	Lot Size	Sq. Ft.	Year Built	5x10	10x10	10x15	10x20	10x30
SUBJECT PROPERTY	708 N 29th St, Monroe, LA 71201	60,156	21,720	1984	\$100	\$131	\$165	\$178	\$320
Dixie Self Storage - Monroe	101 Finks Hideaway Rd, Monroe, LA 71203	116,984	51,862	N/A	\$ 75.00	\$ 110.00	\$ 133.00	\$ 162.00	N/A
Tower Self Storage Phase 2	1140 Lamy Lane, Monroe, LA 71201	62,291	19,522	2014	N/A	\$ 135.00	N/A	N/A	N/A
Tower Self Storage	1251 Fulton Drive, Monroe, LA 71201	130,680	50,730	2011	\$ 90.00	\$ 135.00	\$ 165.00	\$ 230.00	N/A
The Spare Room Self Storage	1700 Lamy Lane, Monroe, LA 71201	100,188	48,843	1997	\$ 90.00	\$ 130.00	\$ 160.00	\$ 220.00	\$ 285.00
ClimaStor - West Monroe	200 Warren Drive, West Monroe, LA 71291	164,657	52,558	1996	\$ 101.00	\$ 156.00	\$ 190.00	\$ 218.00	\$ 269.00
Dixie Self Storage - West Monroe	203 Blazier Estate Rd, West Monroe, LA 71292	41,251	10,972	2009	\$ 75.00	\$ 110.00	\$ 133.00	\$ 162.00	N/A
Hideaway Self Storage - LA	4130 Old Sterlington Rd, Monroe, LA 71203	146,362	53,388	1998	\$ 80.00	\$ 110.00	\$ 130.00	\$ 150.00	N/A
Sterlington Road Storage	4315 Sterlington Road, Monroe, LA 71203	57,499	11,447	1960	\$ 78.00	\$ 115.00	\$ 133.00	\$ 158.00	N/A
Keep It Safe Storage	4376 Cypress St 7404, West Monroe, LA 71291	42,253	15,390	2008	N/A	\$ 120.00	\$ 155.00	N/A	N/A
Lakeshore Storage	8201 Desiard St, Monroe, LA 71203	87,120	28,785	1982	\$ 78.00	\$ 115.00	\$ 130.00	\$ 153.00	N/A
Averages			34,350		\$83	\$124	\$148	\$182	\$277

UNIT MIX & INCOME SUMMARY

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
Climate-Controlled Storage Units							
5x7	35	3	105	\$96.00	\$2.74	\$288	\$3,456
5x10	50	6	300	\$100.00	\$2.00	\$600	\$7,200
4.6x14	64	3	193	\$85.00	\$1.32	\$255	\$3,060
5x13	65	1	65	\$90.00	\$1.38	\$90	\$1,080
6x13	78	1	78	\$75.00	\$0.96	\$75	\$900
8x10	80	3	240	\$100.00	\$1.25	\$300	\$3,600
7x12	84	1	84	\$99.00	\$1.18	\$99	\$1,188
10x9	90	1	90	\$108.00	\$1.20	\$108	\$1,296
10x10	100	9	900	\$131.40	\$1.31	\$1,183	\$14,191
10x10	100	1	100	\$179.40	\$1.79	\$179	\$2,153
10x10	100	27	2,700	\$131.40	\$1.31	\$3,548	\$42,574
8.5x14	119	1	119	\$156.00	\$1.31	\$156	\$1,872
10x12	120	1	120	\$160.00	\$1.33	\$160	\$1,920
10x12	120	1	120	\$160.00	\$1.33	\$160	\$1,920
8x15	120	1	120	\$125.00	\$1.04	\$125	\$1,500
10x13	130	5	650	\$165.00	\$1.27	\$825	\$9,900
12x12	144	1	144	\$150.00	\$1.04	\$150	\$1,800
10x15	150	2	300	\$180.00	\$1.20	\$360	\$4,320
15x10	150	13	1,950	\$165.00	\$1.10	\$2,145	\$25,740
16x10	160	1	160	\$130.00	\$0.81	\$130	\$1,560
10.2x16.6	169	0	0	\$155.00	\$0.92	\$0	\$0
10x18	180	1	180	\$175.00	\$0.97	\$175	\$2,100
10x20	200	17	3,400	\$178.00	\$0.89	\$3,026	\$36,312
10x20	200	2	400	\$200.00	\$1.00	\$400	\$4,800

UNIT MIX & INCOME SUMMARY

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
22x10	220	0	0	\$170.00	\$0.77	\$0	\$0
23x10	230	2	460	\$180.00	\$0.78	\$360	\$4,320
11x21	231	1	231	\$206.00	\$0.89	\$206	\$2,472
10x24	240	1	240	\$170.00	\$0.71	\$170	\$2,040
10x24	240	0	0	\$150.00	\$0.63	\$0	\$0
13x20	260	1	260	\$280.00	\$1.08	\$280	\$3,360
15x20	300	3	900	\$320.00	\$1.07	\$960	\$11,520
14x24	336	0	0	\$190.00	\$0.57	\$0	\$0
16x23	368	1	368	\$350.00	\$0.95	\$350	\$4,200
24x20	480	0	0	\$320.00	\$0.67	\$0	\$0

Covered RV & Boat Parking

10x25	250	1	250	\$300.00	\$1.20	\$300	\$3,600
15x35	525	1	525	\$110.00	\$0.21	\$110	\$1,320
15.5x35	543	11	5,968	\$110.00	\$0.20	\$1,210	\$14,520

		124	21,720			\$18,483	\$221,794
Storage Units	<u>Units</u>	<u>Sq. Ft.</u>		Average rate / sq. ft.			\$0.85
	111	14,977		Average size			175.16
RV & Boat Parking	13	6,743					
Total	124	21,720					
				Total Units			124
				Units Rented			98
				Occupancy			79%

PRICING

INCOME & EXPENSES

	*2024	ProForma
PRICE	\$2,600,000	
GROSS REVENUE	\$221,794	\$221,794
EXPENSES	\$84,193	\$84,193
NET INCOME	\$217,061	\$300,968
CAP RATE	8.35%	11.58%
GRM	11.72	11.72
ENCLOSED SQ. FT.	14,977	14,977
RV PARKING SQ. FT.	6,743	6,743
PRICE PER SQ. FT. (Enclosed Only)	\$173.60	\$173.60
PRICE PER SQ. FT. (Enclosed & RV)	\$119.71	\$119.71

INCOME	2023	*2024	Proforma
Gross Potential Income:	\$ 221,793.60	\$ 221,793.60	\$ 221,793.60
Vacancy:	\$ 67,996.42	\$ 72,875.97	\$ 22,179.36
Rental Income:	\$ 153,797.18	\$ 148,917.63	\$ 199,614.24
Uhaul Truck Rental:	\$ 112,336.71	\$ 112,336.71	\$ 129,187.22
Box Sales:	\$ 40,000.00	\$ 40,000.00	\$ 46,000.00
Fees:	\$ -	\$ -	\$ 2,500.00
Insurance:	\$ -	\$ -	\$ 6,660.00
Other Income:	\$ -	\$ -	\$ 1,200.00
Total	\$ 306,133.89	\$ 301,254.34	\$ 385,161.46
EXPENSES			
Property Taxes:	\$ 5,400.00	\$ 31,200.00	\$ 31,200.00
On-Site Management:	\$ 19,200.00	\$ 19,200.00	\$ 19,200.00
Property Insurance:	\$ 4,860.00	\$ 4,860.00	\$ 4,860.00
Water & Sewer	\$ 456.00	\$ 456.00	\$ 456.00
Comcast (Phone & Internet):	\$ 2,856.00	\$ 2,856.00	\$ 2,856.00
Electric & Gas:	\$ 14,400.00	\$ 14,400.00	\$ 14,400.00
Garbage Service:	\$ 1,236.00	\$ 1,236.00	\$ 1,236.00
Office Supplies:	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Repair & Maintenance:	\$ 900.00	\$ 900.00	\$ 900.00
Management Software:	\$ 600.00	\$ 600.00	\$ 600.00
Credit Card Processing Fees:	\$ 6,025.09	\$ 6,025.09	\$ 6,025.09
Accounting:	\$ 700.00	\$ 700.00	\$ 700.00
Business License:	\$ 180.00	\$ 180.00	\$ 180.00
Sprinkler System:	\$ 230.00	\$ 230.00	\$ 230.00
Fire Extinguishers:	\$ 150.00	\$ 150.00	\$ 150.00
Other Fees:	\$ -	\$ -	\$ -
Total Expenses	\$ 58,393.09	\$ 84,193.09	\$ 84,193.09
NET INCOME	\$ 247,740.81	\$ 217,061.25	\$ 300,968.37

2023 is actual revenue and expenses.

Revenue for 2024 is annualized using revenue and management reports for first half of 2024. Storage revenue averages \$12K per month, Uhaul truck rent is \$9k per month, and box and merchandise sales averages \$3K per month.

Facility is consistently in the Top 100 U-Haul dealers out of 21,000 dealers in North America!

FINANCING & RETURNS

Purchase Price	\$ 2,600,000
Enclosed Sq. Ft.	14,977
Price Per Sq. Ft.	\$173.60
Existing Cap Rate	8.35%
Proforma Cap Rate	11.58%

Bank Financing	
Down Payment	\$ 600,000
Loan Amount	\$ 2,000,000
Loan to Value	77%
Interest Rate	7.00%
Amortization	25
Monthly Payments	\$ 14,135.58
Annual Payments	\$ 169,627.01

Year	2023	*2024	Proforma
Gross Potential Income:	\$ 221,793.60	\$ 221,793.60	\$ 221,793.60
Vacancy:	\$ 67,996.42	\$ 72,875.97	\$ 22,179.36
Rental Income:	\$ 153,797.18	\$ 148,917.63	\$ 199,614.24
Uhaul Truck Rental:	\$ 112,336.71	\$ 112,336.71	\$ 129,187.22
Box Sales:	\$ 40,000.00	\$ 40,000.00	\$ 46,000.00
Fees:	\$ -	\$ -	\$ 2,500.00
Insurance:	\$ -	\$ -	\$ 6,660.00
Other Income:	\$ -	\$ -	\$ 1,200.00
Total	\$ 306,133.89	\$ 301,254.34	\$ 385,161.46

Operating Expenses			
Property Taxes:	\$ 5,400.00	\$ 31,200.00	\$ 31,200.00
On-Site Management:	\$ 19,200.00	\$ 19,200.00	\$ 19,200.00
Property Insurance:	\$ 4,860.00	\$ 4,860.00	\$ 4,860.00
Water & Sewer	\$ 456.00	\$ 456.00	\$ 456.00
Comcast (Phone & Internet):	\$ 2,856.00	\$ 2,856.00	\$ 2,856.00
Electric & Gas:	\$ 14,400.00	\$ 14,400.00	\$ 14,400.00
Garbage Service:	\$ 1,236.00	\$ 1,236.00	\$ 1,236.00
Office Supplies:	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Repair & Maintenance:	\$ 900.00	\$ 900.00	\$ 900.00
Management Software:	\$ 600.00	\$ 600.00	\$ 600.00
Credit Card Processing Fees:	\$ 6,025.09	\$ 6,025.09	\$ 6,025.09
Accounting:	\$ 700.00	\$ 700.00	\$ 700.00
Business License:	\$ 180.00	\$ 180.00	\$ 180.00
Sprinkler System:	\$ 230.00	\$ 230.00	\$ 230.00
Fire Extinguishers:	\$ 150.00	\$ 150.00	\$ 150.00
Other Fees:	\$ -	\$ -	\$ -
Total Expenses	\$58,393	\$84,193	\$84,193
Expense % of Revenue	19.07%	27.95%	21.86%
Expense Per Sq. Ft.	\$3.90	\$5.62	\$5.62
Net Income	\$ 247,741	\$ 217,061	\$ 300,968

Loan Payments	\$169,627	\$169,627	\$169,627
Debt Service Coverage Ratio	1.46	1.28	1.77
Cash Flow	\$78,114	\$47,434	\$131,341
Capitalization Rate	9.53%	8.35%	11.58%
Cash on Cash Return	13.02%	7.91%	21.89%
Gross Revenue Multiple	8.49	8.63	6.75

BROKER REMARKS

- North American Top 100 Class “AAA” dealer for over 10 years.
- Top 100 ranking out of 21,000 U-Haul dealers in the U.S. and Canada. This accomplishment showcases the high demand and high sales volume of U-Haul Trucks and Merchandise.
- Deal includes the land, real estate, storage, and U-Haul business.
- 8.35% cap rate on actual revenue and expenses.
- Facility is mom-and-pop operated and does not have a website, internet presence, advertising campaign, or tenant insurance program.
- Opportunity to optimize facility and further increase occupancy and revenue.
- Room to expand the storage and U-Haul business on the existing parcel.
- Opportunity to purchase adjacent parcel to the south for further expansion.
- Price per square foot is skewed at a higher rate than average for Louisiana due to the inclusion of income from U-Haul truck commissions and merchandise sales.
- Good cap rate with Value-Add and Upside Potential.

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