



de Jong | Becher  
Self Storage Team

# OFFERING MEMORANDUM

INVESTMENT OPPORTUNITY



**EAGLE SELF STORAGE** | 4295 INTERSTATE DRIVE, MACON, GA 31210

# EXCLUSIVELY LISTED BY

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# OFFERING PROCEDURE

This property is being offered for sale on a strict "As-Is, Where-Is" basis. Detailed financial projections, building plans, environmental reports and other due diligence materials will be made available upon receipt of signed NDA Agreement.

Offers Considered as Submitted

Offers should be addressed to:

## Hattaway Investments, LLC

c/o Jacob Becher

Colliers  
203 Redwood Shores Pkwy #125  
Redwood City, CA 94065

[Jacob.Becher@colliers.com](mailto:Jacob.Becher@colliers.com)

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Offers to be presented in Letter of Intent (LOI) form and include:

- Offered price
- Earnest Money Deposit
- Due Diligence Time Period
- Closing Period
- Buyer Source of Funds and/or Qualifications





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# EXECUTIVE SUMMARY

Colliers' de Jong | Becher team has been retained as the exclusive advisor by the ownership to offer for sale the property located at 4295 Interstate Drive, Macon, GA 31210. The property is fully stabilized self-storage asset built in 2004 with 35,700 net rentable square feet in 221 units plus 1 parking space. This owner managed facility will be delivered on an as-is, where-is basis and is currently at below market occupancy of 76.68% at a weighted average rental rate of \$0.48 (storage). Market rents in the area are reported by Yardi Matrix as \$0.60/SF non-climate controlled. Facility is managed by sellers and uses storEDGE management software.

In-place net operating income of \$101,562 on a trailing twelve-month basis based on current in-place rents and actual trailing twelve-month expenses. Additional upside with implementation of rental rate management, occupancy improvements and implementation of tenant protection.

The property is offered free and clear of any debt allowing the investor/buyer to acquire the property utilizing their own preferred debt/equity deal structure. This is the first time the property has been listed on the market.





# INVESTMENT SUMMARY



## Property Address

4295 Interstate Drive,  
Macon, GA 31210



## Website

eagleselfstoragega.com/  
self-storage-macon-  
ga-f2364



## County

Bibb



## Tax Lot

K008-0246



## Parcel Size

2.83 Acres



## Owner

Hattaway Investments,  
LLC

## PROJECT DETAILS

Year Built	2004
Units	222
Rentable Area	35,700 SF
In-Place Rental Rates STORAGE	\$0.48/SF
Parcel Size	2.83 Acres
Software	storEDGE

## INVESTMENT HIGHLIGHTS

- Owner Managed facility with upside in Macon, GA
- 35,700 net rentable square feet plus one parking space
- Total 222 units - 179 drive-up, 42 interior storage and 1 parking space
- Rental rate management, occupancy management and tenant protection implementation upside
- As of August 31, 2024 facility is at 76.68% unit occupancy
- 80% drive-up self-storage units, 19% interior and 1% parking
- \$0.48/SF in-place (occupied) rental rates
- Traffic Counts on Interstate Dr - 67 AADT



Packing tape trailer hitch rent truck certified dealer. Large aisle ground floor park here. 24-hour access for your crates. Closet space room in your driveway. Your document storage safe clean happy secure. Priceless family keepsakes grandmother's ashes. Surveillance resident manager free lock with unit. Self storage self storage self storage facility unit garage shelf attic space. Call us today solution packrat hoarders rejoice!

# DEMOGRAPHICS

## POPULATION

	1 MILE	3 MILES	5 MILES
2024 Total Population	3,184	27,943	87,961
2029 Total Population	3,103	27,470	86,538
2010 Total Population	-	-	-
2000 Total Population	2,603	28,178	90,548
Percent Pop Change: 2024 to 2029	-0.51%	-0.34%	-0.33%
Percent Pop Change: 2010 to 2020	0.10%	-0.35%	-0.01%

## HOUSEHOLDS

	1 MILE	3 MILES	5 MILES
2024 Households	1,384	11,120	34,705
2029 Households	1,380	11,106	34,622
2010 Households	1,230	10,972	33,883
2024 to 2029 Household Change	-0.06%	-0.03%	-0.05%
2010 to 2020 Household Change	1.12%	0.06%	0.18%
2024 Average Household Size	2.29	2.48	2.44

## HOUSEHOLD INCOME

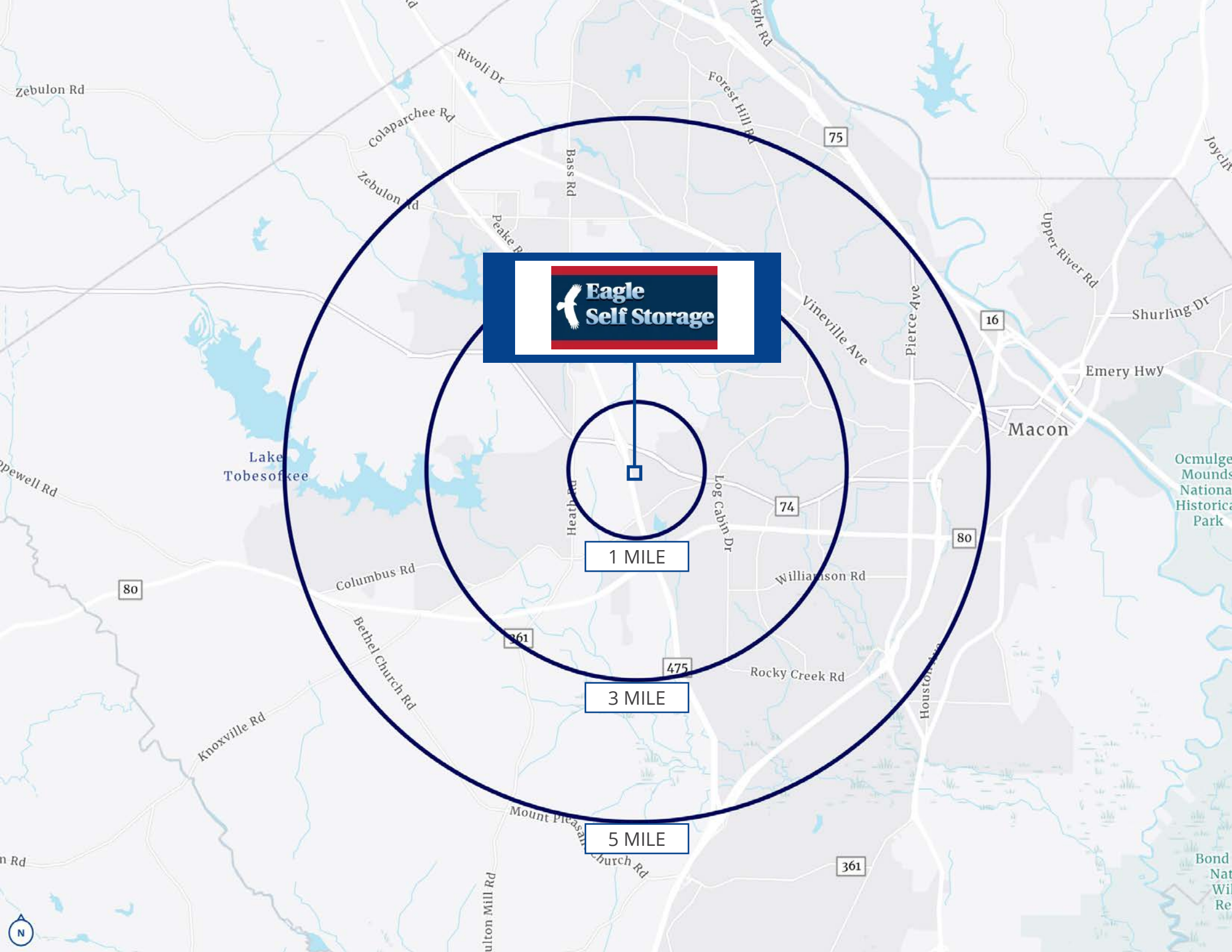
	1 MILE	3 MILES	5 MILES
2024 Average Household Income	\$49,445	\$65,163	\$75,932
2029 Average Household Income	\$60,509	\$79,024	\$91,726
2024 Median Household Income	\$33,799	\$43,233	\$50,457
2029 Median Household Income	\$44,456	\$54,135	\$59,867
2024 Per Capita Income	\$20,439	\$25,886	\$30,088
2029 Per Capita Income	\$25,406	\$31,897	\$36,825

## HOUSING UNITS

	1 MILE	3 MILES	5 MILES
2024 Housing Units	1,522	12,751	39,559
2024 Vacant Housing Units	9.1%	12.8%	12.3%
2024 Renter Occupied Housing Units	67.3%	54.0%	49.4%
2024 Owner Occupied Housing Units	32.7%	46.0%	50.6%

## EDUCATION / EMPLOYMENT

	1 MILE	3 MILES	5 MILES
High School Graduate	27.5%	29.7%	26.0%
Bachelor's Degree	3.5%	8.6%	13.3%
Total Businesses	245	1,030	2,941
Total Employees	2,418	11,778	30,900



1 MILE

3 MILE

5 MILE



# PROPERTY **FACTS**

## SITE DESCRIPTION

<b>Built</b>	2004
<b>Address</b>	4295 Interstate Drive, Macon, GA 31210
<b>Website</b>	<a href="https://eagleselfstoragega.com/self-storage-macon-ga-f2364">eagleselfstoragega.com/self-storage-macon-ga-f2364</a>
<b>County</b>	Bibb County
<b>Tax Lots</b>	K008-0246
<b>Parcel Size</b>	2.83 Acres
<b>Owner</b>	Hattaway Investments, LLC

## PROJECT DETAILS

<b>Original Building Materials</b>	Metal
<b>Number of Buildings</b>	8
<b>Foundation</b>	Concrete
<b>Exterior Walls</b>	Steel
<b>Rooves</b>	Metal
<b>Doors</b>	Metal
<b>Drive Aisles</b>	Asphalt
<b>Unit Occupancy (08/31/2024)</b>	76.68%
<b>Economic Occupancy *</b>	61.20%
<b>In-Place Rental Rates STORAGE</b>	\$0.48
<b>Self-Storage Operating System</b>	storEDGE
<b>Caretaker Residence</b>	None
<b>3rd Party Management</b>	Owner Managed





# UNIT MIX

Unit Mix			# of Units	Unit SF	Monthly Rate	\$/SF Rate	Monthly Total
Indoor Units							
10	x	15	30	4,500	\$120	\$0.80	\$3,600
20	x	20	6	2,400	\$200	\$0.50	\$1,200
15	x	30	2	900	\$220	\$0.49	\$440
15	x	40	4	2,400	\$240	\$0.40	\$960
Drive-Up Units							
5	x	10	52	2,600	\$50	\$1.00	\$2,600
10	x	10	76	7,600	\$90	\$0.90	\$6,839
10	x	20	30	6,000	\$150	\$0.75	\$4,500
10	x	30	11	3,300	\$180	\$0.60	\$1,980
20	x	30	10	6,000	\$240	\$0.40	\$2,400
Parking							
			1		\$40		\$40
Indoor			42	10,200		\$0.61	6,200
Drive-Up			179	25,500		\$0.72	18,319
Parking			1				40
Totals			222	35,700		\$0.69	24,559

Current Potential Annual Rents > > >

\$294,704

# PROFIT & LOSS

Eagle Self Storage	
Projected Rental Rate Growth	2023* Actual
Storage Units Rents	\$172,953
Other Income	\$6,108
<b>Total Gross Income</b>	<b>\$179,061</b>
Operating Expenses	
Advertising	\$3,824
Bank Service Charges	\$1,356
Business Licenses & Permits	\$2,515
Computer & Internet	\$1,939
Merchant Card Fees	\$3,919
Dues & Subscriptions	\$1,146
Software	\$1,200
Insurance	\$8,161
Payroll (all-in)	\$18,000
Repairs & Maintenance	\$12,000
Security	\$600
Supplies	\$1,200
Utilities	\$10,363
Property Taxes	\$18,000
Misc	\$392
<b>Total Operating Expenses</b>	<b>\$84,615</b>
<b>NET OPERATING INCOME</b>	<b>\$94,446</b>

\*2023 is most recent P&L provided by Sellers



# PROJECTED INCOME

Eagle Self Storage							
Projected Rental Rate Growth	2023 Actual	2024 Current*	Year 1	Year 2	Year 3	Year 4	Year 5
Economic Occupancy	-	61.2%	75%	78.0%	81.0%	84.0%	87.0%
Potential Rents (increase by 3% starting year 1)	-	\$294,704	\$303,545	\$312,651	\$322,031	\$331,692	\$341,642
Vacancy / Concession Loss	-	\$(114,240)	\$(75,886)	\$(68,783)	\$(61,186)	\$(53,071)	\$(44,414)
Storage Units Rents	\$172,953	\$180,463	\$227,659	\$243,868	\$260,845	\$278,621	\$297,229
TENANT PROTECTION (Net = \$6/tenant)	-	-	\$8,400	\$13,525	\$13,931	\$14,349	\$14,779
Other Income	\$6,108	\$8,000	\$8,240	\$8,487	\$8,742	\$9,004	\$9,274
<b>Total Gross Income</b>	<b>\$179,061</b>	<b>\$188,463</b>	<b>\$244,299</b>	<b>\$265,880</b>	<b>\$283,517</b>	<b>\$301,974</b>	<b>\$321,282</b>
Operating Expenses							
Advertising	\$3,824	\$3,919	\$4,017	\$4,118	\$4,221	\$4,326	\$4,434
Bank Service Charges	\$1,356	\$1,390	\$1,424	\$1,460	\$1,496	\$1,534	\$1,572
Business Licenses & Permits	\$2,515	\$2,578	\$2,642	\$2,708	\$2,776	\$2,845	\$2,917
Computer & Internet	\$1,939	\$1,988	\$2,038	\$2,089	\$2,141	\$2,194	\$2,249
Merchant Card Fees	\$3,919	\$4,017	\$4,117	\$4,220	\$4,326	\$4,434	\$4,545
3rd Party Management Fee @ 6%	-	-	\$14,658	\$15,024	\$15,400	\$15,785	\$16,180
Dues & Subscriptions	\$1,146	\$1,174	\$1,204	\$1,234	\$1,265	\$1,296	\$1,329
Software	\$1,200	\$1,230	\$1,261	\$1,292	\$1,325	\$1,358	\$1,392
Insurance	\$8,161	\$8,365	\$8,574	\$8,789	\$9,009	\$9,234	\$9,465
Payroll (all-in)	\$18,000	\$18,450	\$18,911	\$19,384	\$19,869	\$20,365	\$20,874
Repairs & Maintenance	\$12,000	\$12,300	\$12,608	\$12,923	\$13,246	\$13,577	\$13,916
Security	\$600	\$615	\$630	\$646	\$662	\$679	\$696
Supplies	\$1,200	\$1,230	\$1,261	\$1,292	\$1,325	\$1,358	\$1,392
Utilities	\$10,363	\$10,622	\$10,888	\$11,160	\$11,439	\$11,725	\$12,018
Property Taxes	\$18,000	\$18,621	\$19,087	\$19,564	\$20,053	\$20,554	\$21,068
Misc	\$392	\$402	\$412	\$423	\$433	\$444	\$455
<b>Total Operating Expenses</b>	<b>\$84,615</b>	<b>\$86,901</b>	<b>\$103,732</b>	<b>\$106,325</b>	<b>\$108,983</b>	<b>\$111,708</b>	<b>\$114,501</b>
<b>NET OPERATING INCOME</b>	<b>\$94,446</b>	<b>\$101,562</b>	<b>\$140,567</b>	<b>\$159,555</b>	<b>\$174,534</b>	<b>\$190,266</b>	<b>\$206,782</b>

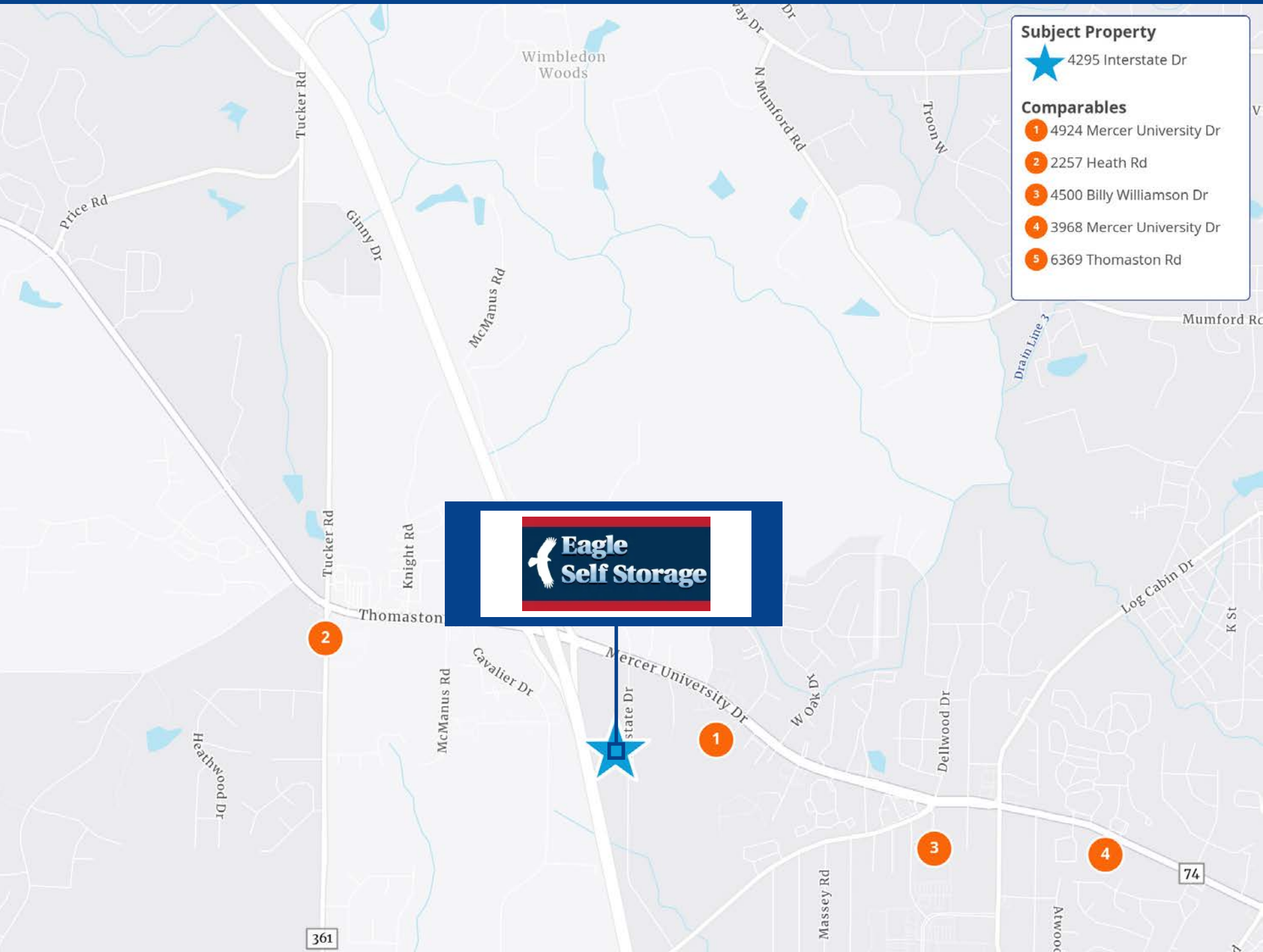
\*Current based on actual in-place rents as of August 2024 and actual 2023 expenses with 2.5% increases

# COMPETITIVE MAP

#	Subject Property	Address	Est. SF	Distance	5x5	5x10	10x10	10x15	10x20
	Eagle Self Storage	4295 Interstate Drive	35,700	Subject	\$1.00	\$0.90	\$0.80	\$0.75	\$0.60
1	StoreHere Self Storage	4924 Mercer University Dr	99,925	0.35	\$1.36	\$0.84	\$0.69	\$0.67	\$0.58
2	FreeUp Storage	2257 Heath Rd	51,621	1.01	\$0.98	\$0.64	\$0.46	\$0.65	\$0.69
3	iStorage	4500 Billy Williamson Dr	75,396	1.04	\$0.54	\$0.53	\$0.45	\$0.45	\$0.46
4	StoreHere Self Storage	3968 Mercer University Dr	26,990	1.57	\$0.98	\$0.51	\$0.54	\$0.53	\$0.53
5	StoreHere Self Storage	6369 Thomaston Rd	31,049	2.76	\$0.64	\$0.37	\$1.05		
Market Averages			320,681		\$0.90	\$0.58	\$0.64	\$0.58	\$0.57
YARDI MATRIX Survey 09/09/2024			Subject % of Average:		111%	156%	125%	130%	106%





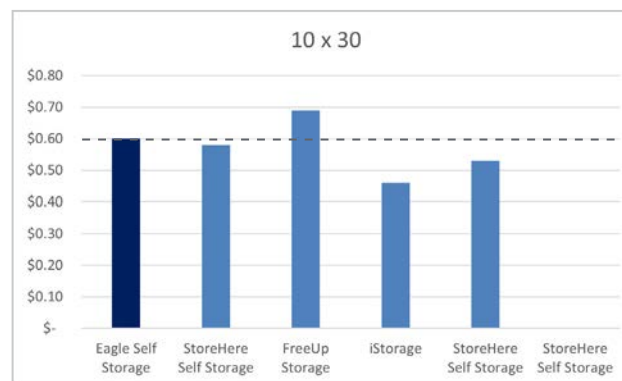
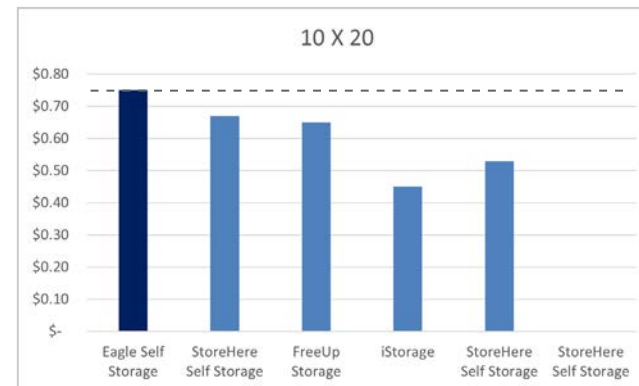
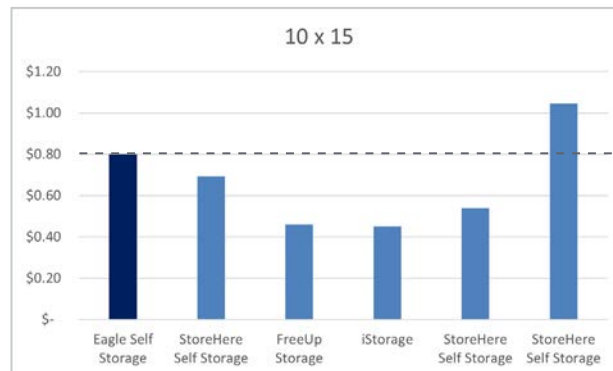
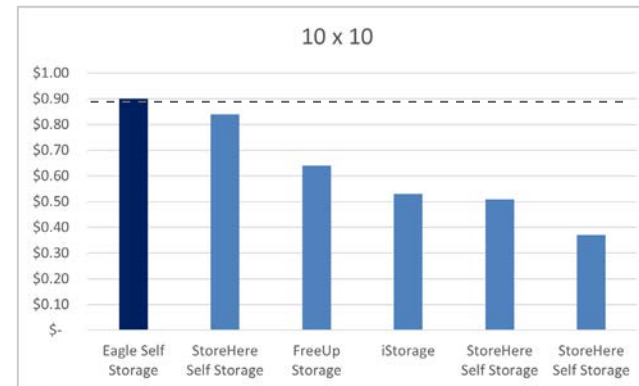
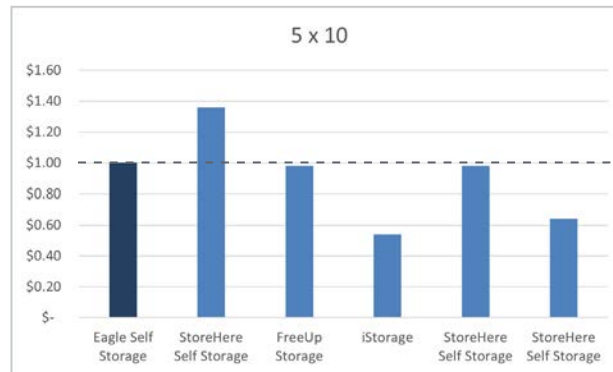








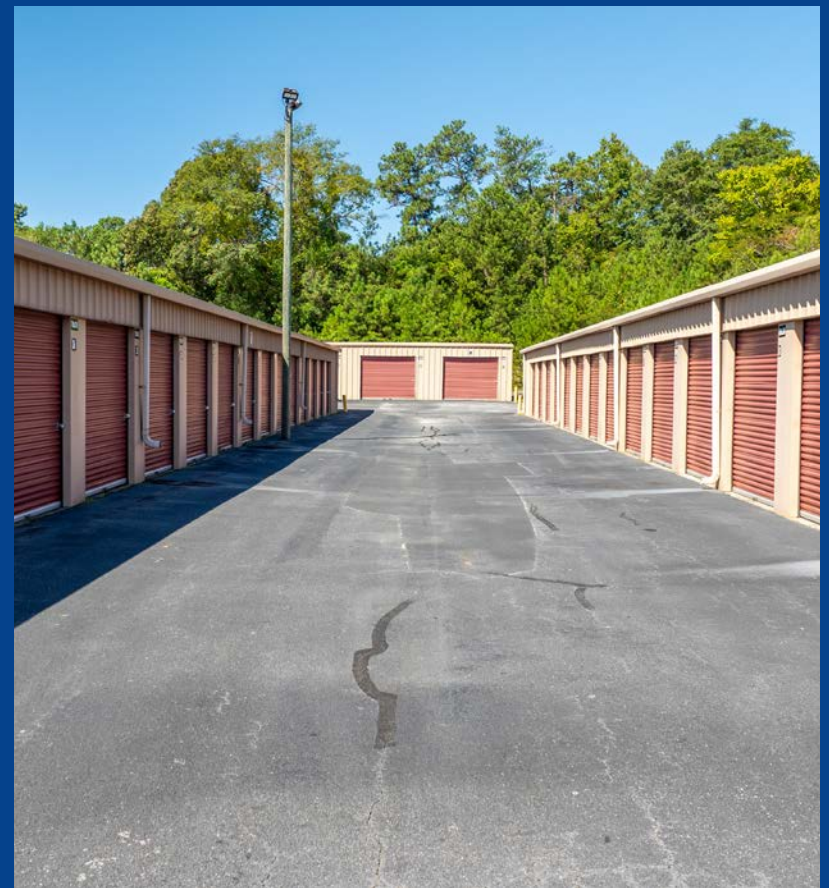
# COMPETITIVE **BAR CHARTS**













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