



WEST COAST DEVELOPMENT OPPORTUNITY

RECESS SELF STORAGE PORTFOLIO



CONFIDENTIAL OFFERING MEMORANDUM



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PROJECT SUMMARY

PROJECT PORTFOLIO SUMMARY									
Project	Address	Projected Date of Entitlement	Parcel Size	Asking Price - Land	Construction Type	Proposed Square Feet Gross / NRSF	All-In Cost Est (including land)	Projected NOI As-Stabilized	Value at 6.0% CAP
1	19730 SW Shaw St. Aloha, OR 97007	March 2018	3.41	\$3,200,000	Ground-Up, 3 Story	120,000 / 85,025	\$12,560,000	\$1,404,025	\$23,400,417
2	4855 Summit Ridge Dr. Reno, NV 89523	February 2017	8.57	\$5,500,000	Conversion	166,000 / 112,575	\$9,830,000	\$1,078,108	\$17,968,467
3	107 W. Rossi St. Salinas, CA 93901	March 2017	4.97	\$5,600,000	Partial Ground-Up & Conversion	84,000 / 68,488 (plus 101 RV spaces)	\$12,100,000	\$1,397,791	\$23,296,517
4	135 Dubois St. Santa Cruz, CA 95060	May 2017	1.40	\$5,000,000	Ground-Up 3/4 Story	100,000 / 72,050	\$13,925,000	\$1,430,271	\$23,837,850
5	3111 Santa Rosa Ave. Santa Rosa, CA 95407	October 2017	2.93	\$5,100,000	Ground-Up 2 Story	102,000 / 85,025	\$13,025,000	\$1,552,884	\$25,881,400
6	4224 Highway 12 Santa Rosa, CA 95409	October 2017	1.53	\$3,650,000	Ground-Up 2/3 Story	100,000 / 72,050	\$11,360,000	\$1,250,976	\$20,849,600
				\$28,050,000					
						572,000 / 495,213	\$72,800,000	\$8,114,055	\$135,234,250

INVESTMENT OVERVIEW

The “West Coast Self-Storage Development Opportunity” represents a unique opportunity to enter multiple West Coast markets without the typical delays and roadblocks of going thru the extensive entitlement process. This portfolio will deliver 6 fully entitled self-storage sites in highly desirable West Coast markets. These locations have been carefully selected and researched to represent an excellent opportunity to stage entrance into these markets in an expedited manner.

Beaverton, Oregon; Reno, Nevada; Santa Cruz, Salinas and Santa Rosa, California are all institutional quality markets with average 3-mile populations averaging 103,590, average available supply of 5.9 SF per capita, high average rental rates, excellent traffic counts and highly visible locations.

All of the proposed facilities were designed to optimize the rentable square feet based on the physical characteristics of each unique parcel and to be highly attractive, modern facilities to gain community and planning department support for each project, representing true Class A self-storage projects in each respective market. Each facility has a combination of Climate Controlled, Non-Climate Controlled, Drive-Up and Boat/RV spaces as each parcel allows.

An initial investment of \$28,050,000 for these fully entitled land sites will deliver the developer/investor an opportunity to attain a stabilized portfolio value of over \$135,000,000 after 4-years from c. of o. at 6% CAP rates on trailing 12 month net operating income basis.

The Seller anticipates staggered closing dates within 30-45 days after receipt of each sites respective entitlements with anticipated entitlement dates from March 2017 thru year-end 2017. Buyers must be prepared to place a significant deposit, with non-refundable monies after an initial 60 day due diligence period. This is a portfolio offering and sites are to be sold together.

INVESTMENT HIGHLIGHTS

- Portfolio of entitled self-storage development sites, to be sold together
- Asking price of \$28,050,000 for all 6 sites, closing after receipt of entitlements
- All Class A storage facilities with a flexible unit mix design to suit developers market needs
- Excellent market demographics with average 3-mile populations exceeding 100,000
- Total initial investment of \$28,050,000 with as-stabilized value of over \$135 million

19730 SHAW STREET, BEAVERTON, OREGON



PROPOSED UNIT MIX

Unit Mix	# Units	Sq. Ft.	Rate	Monthly Total	
5x5	45	1,125	\$65	\$2,925	70% of unit mix are non-climate controlled
5x10	70	3,500	\$90	\$6,300	
10x10	200	20,000	\$185	\$37,000	
10x15	90	13,500	\$205	\$18,450	
10x20	60	12,000	\$240	\$14,400	
10x25	20	5,000	\$270	\$5,400	
10x30	15	4,500	\$295	\$4,425	
5x5	60	1,500	\$78	\$4,680	30% of unit mix are climate controlled
5x10	60	3,000	\$108	\$6,480	
10x10	80	8,000	\$222	\$17,760	
10x15	70	10,500	\$246	\$17,220	
10x20	12	2,400	\$288	\$3,456	
10x25	8	2,000	\$95	\$760	RV
10x30	15	4,500	\$105	\$1,575	
805		91,525		\$140,831	

SITE DESCRIPTION

Address	19730 SW Shaw St, Aloha (Beaverton), OR
County	Washington County, Oregon
Planning District	Washington County, Oregon
Tax Lot	1S212CD05600
Zoning (Current)	(NC – Neighborhood Commercial) will change through the rezoning to Industrial

FACILITY

Number of proposed units	805
Gross Square Feet	120,000
Net Rentable Square Feet (estimated)	85,025 (70.8%)
Average Size	106
Average Asking Rents (year 1)	\$1.54

INVESTMENT HIGHLIGHTS

Projected NOI	Year 1	Year 2	Year 3	Year 4
Average Rental Rate/SF	1.61	1.67	1.74	1.81
Occupancy %	40%	70%	85%	90%
Effective Gross Income	\$723,308	\$1,316,421	\$1,662,451	\$1,830,652
Operating Expenses/SF	\$4.66	\$4.78	\$4.90	\$5.02
Total Operating Expenses	\$(396,165)	\$(406,070)	\$(416,221)	\$(426,627)
Net Operating Income	\$327,143	\$910,351	\$1,246,230	\$1,404,025

- Escrow to close 30-days after receipt of entitlements
- Proposed plans for multi-story, partially climate controlled, Class A facility
- Excellent Location with exposure from SW Tualatin Valley Hwy (8) and SW 198th Ave
- 120,000 Gross SF with conservative estimate of 85,025 NRSF
- Estimated existing supply of 6.80 SF/Capita

DEVELOPMENT OPPORTUNITY

19730 SHAW STREET, BEAVERTON, OR

ESTIMATED COST TO BUILD

	COST	Gross Per SF	
Total Site Acquisition (4.41 Acres / 148,540 SF)	\$3,200,000		
Total Estimated Soft Costs	\$960,000	\$8.00	Cost/Gross SF
Total Estimated Hard Costs	\$7,200,000	\$60.00	Cost/Gross SF
Total Estimated Costs	\$11,360,000	\$94.67	Site/Soft/Hard Costs
Reserves (Interest & Operating)	\$1,200,000		
Total Uses	\$12,560,000		

APOD

	Lease-Up						As Stabilized	
Income	Year 1		Year 2		Year 3		Year 4	
Gross Potential Rent (See Unit Mix)	\$1,689,972	\$1.61/SF	\$1,757,571	\$1.67/SF	\$1,827,874	\$1.74/SF	\$1,900,989	\$1.81/SF
Ancillary Income	\$118,298		\$123,030		\$127,951		\$133,069	
Gross Income	\$1,808,270		\$1,880,601		\$1,955,825		\$2,034,058	
Less: Vacancy/ Concessions	\$(1,084,962)	60%	\$(564,180)	30%	\$(293,374)	15%	\$(203,406)	10%
Effective Gross Income	\$723,308		\$1,316,421		\$1,662,451		\$1,830,652	
Less: Expenses	\$(396,165)		\$(406,070)		\$(416,221)		\$(426,627)	
Stabilized Net Operating Income	\$327,143	45%	\$910,351	69%	\$1,246,230	75%	\$1,404,025	77%

Expenses	Year 1		Year 2		Year 3		Year 4	
Payroll	\$80,000		\$82,000		\$84,050		\$86,151	
Utilities (solar power)	\$50,000		\$51,250		\$52,531		\$53,845	
Office Expenses	\$25,000		\$25,625		\$26,266		\$26,922	
Repairs & Maintenance	\$28,000		\$28,700		\$29,418		\$30,153	
Misc.	\$32,000		\$32,800		\$33,620		\$34,461	
3rd Party Management Fee	\$36,165		\$37,070		\$37,996		\$38,946	
Advertising & Promotion	\$25,000		\$25,625		\$26,266		\$26,922	
Insurance	\$13,000		\$13,325		\$13,658		\$14,000	
Property Tax	\$95,000		\$97,375		\$99,809		\$102,305	
Cap Ex	\$12,000		\$12,300		\$12,608		\$12,923	
Total Estimated Expenses	\$396,165	55%	\$406,070	31%	\$416,221	25%	\$426,627	23%

Expense estimates provided by Seller. Annual increases in expenses of 2.5% and 4.0% annual rental rate increases.

PHASE I STABILIZED PROPERTY VALUE:

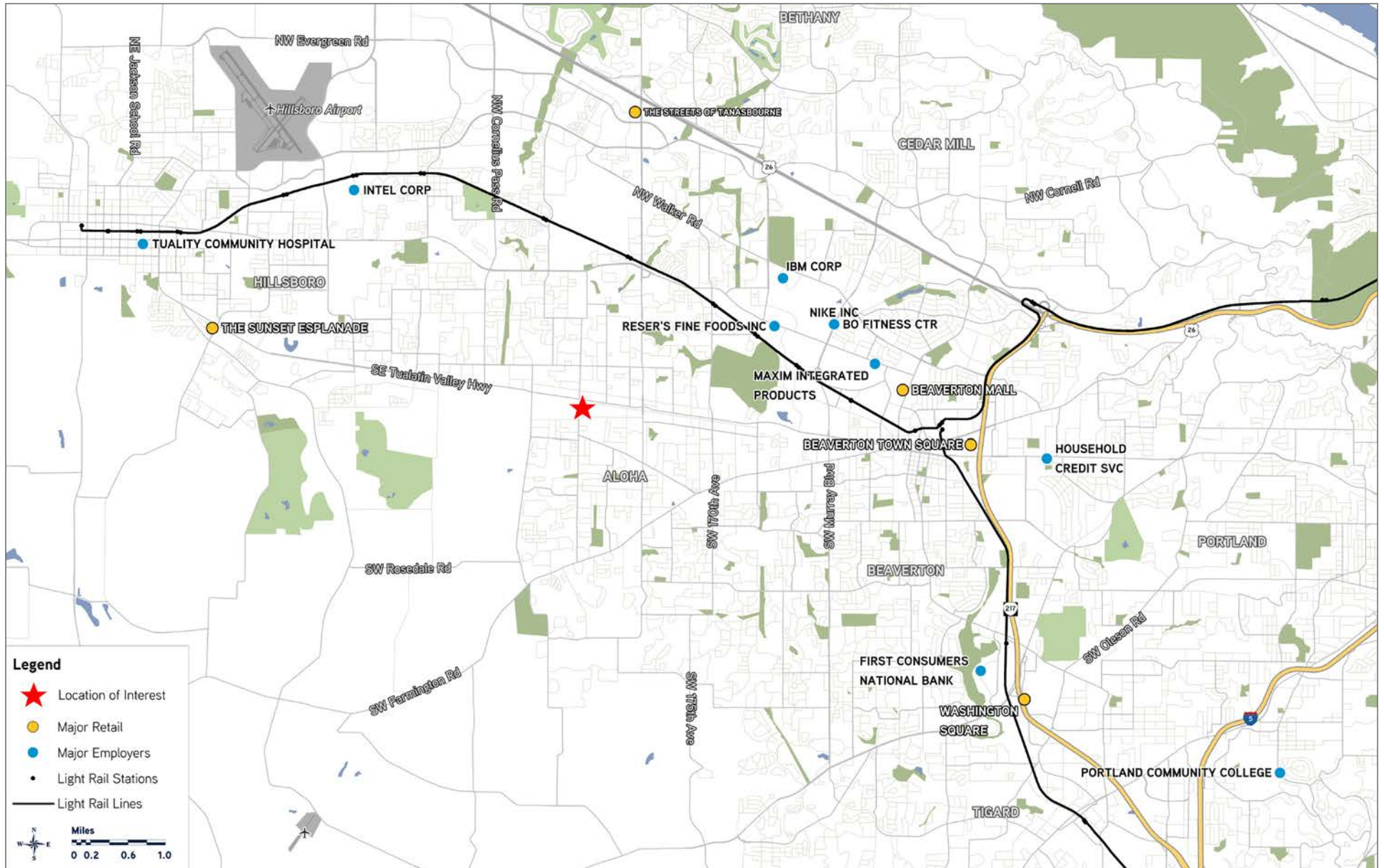
5.50% CAP	\$25,527,732	Lease-Up	Year 1	Year 2	Year 3	Year 4
6.00% CAP	\$23,400,421	Occupancy	40%	70%	85%	90%
6.50% CAP	\$21,600,389					

DEMOGRAPHICS

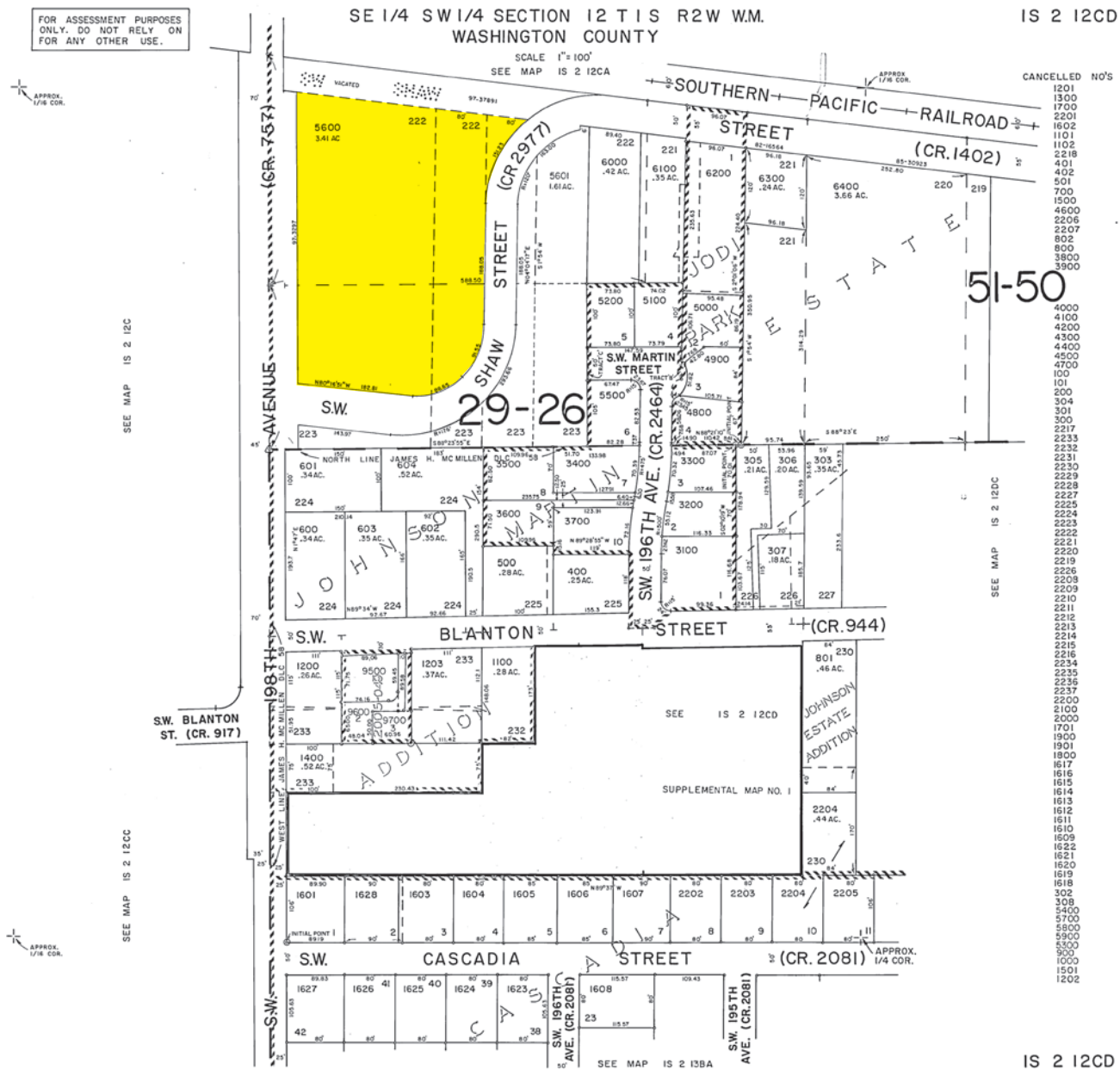
Population (2017 est., 3-Mile)	144,955
Population Growth (2017 - 2022)	7.69%
% Household RENTERS	42.03%
Est. SF/Capita	6.8
Traffic Count	33,474

19730 SHAW STREET, BEAVERTON, OR

AERIAL



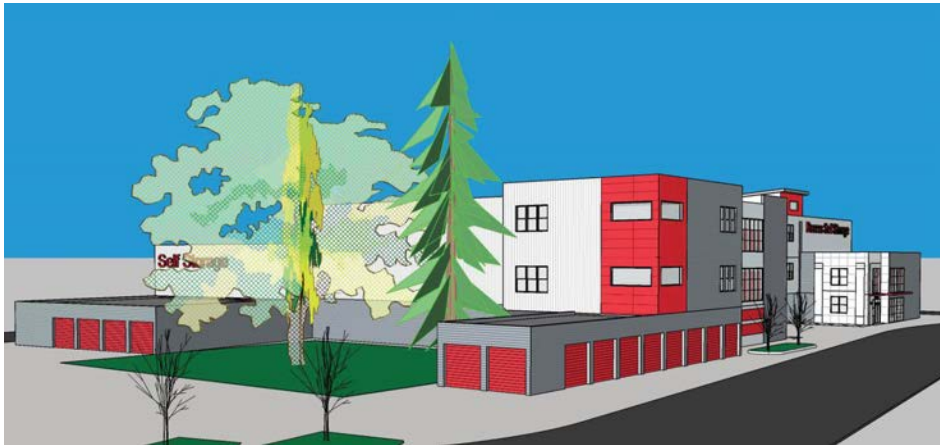
PARCEL



DEVELOPMENT OPPORTUNITY















19730 SHAW STREET, BEAVERTON, OR

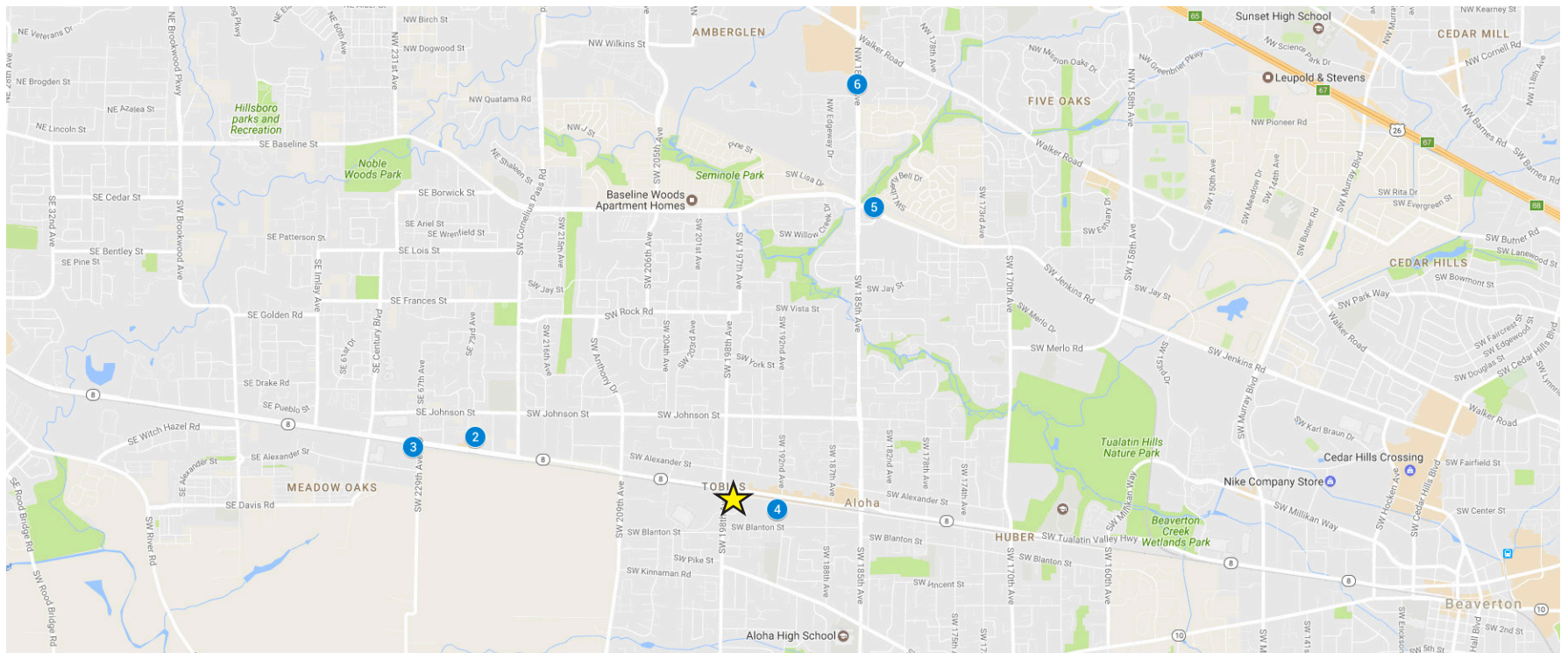
RENDERINGS



19730 SHAW STREET, BEAVERTON, OR

COMPETITION

							
							
Location	Subject Property 19730 SW Shaw St Aloha, OR 97078	Public Storage 19350 SW Shaw St Aloha, OR 97007	Extra Space Storage 2920 SE 73rd Ave Hillsboro, OR 97123	Extra Space Storage 2909 SW 229th Ave Beaverton, 97007	Iron Gate Storage 19350 SW Shaw St Aloha, OR 97007	Baseline Mini Storage 18375 SW Baseline Rd Beaverton, 97006	Extra Space Storage 575 NW 185th Ave Beaverton, 97006
NRSF	85,025	65,561	33,192	81,177	40,112	61,777	98,118
Distance	805 Units	0.20	1.60	1.80	2.20	2.30	3.00
NCC Rents	\$1.54		\$1.32	\$1.48	\$1.33	\$1.17	\$1.44
CC Rents	\$1.85	\$1.47	\$1.53	\$1.58			



DEVELOPMENT OPPORTUNITY

4855 SUMMIT RIDGE DRIVE, RENO, NV



PROPOSED UNIT MIX

Unit Mix	# Units	Sq. Ft.	Rate	Monthly Total	
5x5	38	950	\$60	\$2,280	Climate controlled
5x7.5	6	225	\$65	\$390	
5x10	90	4,500	\$75	\$6,750	
5x12.5	44	2,750	\$85	\$3,740	
7.5x10	5	375	\$95	\$475	
10x10	114	11,400	\$120	\$13,680	
10x12.5	35	4,375	\$135	\$4,725	
10x15	86	12,900	\$150	\$12,900	
10x20	76	15,200	\$195	\$14,820	
10x25	11	2,750	\$210	\$2,310	
10x30	43	12,900	\$235	\$10,105	RV
12x12.5	5	750	\$140	\$700	
10x20	32	6,400	\$200	\$6,400	
10x30	63	18,900	\$300	\$18,900	
10x40	36	14,400	\$400	\$14,400	
10x25	15	3,750	\$250	\$3,750	OUTSIDE RV
10x30	35	10,500	\$75	\$2,625	
734		123,025		\$118,950	

SITE DESCRIPTION

Address	4885 Summit Ridge Drive, Reno, NV
County	Washoe County
Planning District	City of Reno
Tax Lot	400-040-07 (to be divided)
Zoning	CC - Community Commercial

FACILITY

Number of proposed units	734 (553 storage / 181 INDOOR RV)
Gross Square Feet	166,421
Net Rentable Square Feet (estimated)	112,575
Average Size	152 Storage / 300 RV
Average Asking Rents (year 1)	\$0.97/SF (\$1.06 Storage / \$0.85 RV)

INVESTMENT HIGHLIGHTS

Projected NOI	Year 1	Year 2	Year 3	Year 4
Average Rental Rate/SF	0.97	1.01	1.05	1.09
Occupancy %	40%	70%	85%	90%
Effective Gross Income	\$610,927	\$1,111,888	\$1,404,155	\$1,546,223
Operating Expenses/SF	\$3.49	\$3.80	\$4.01	\$4.16
Total Operating Expenses	\$(393,446)	\$(427,567)	\$(451,480)	\$(468,115)
Net Operating Income	\$217,481	\$684,321	\$952,676	\$1,078,108

- Escrow to close 30-days after receipt of entitlements
- Proposed plans for single story conversion, plus indoor Boat/RV, Class A facility
- Excellent Location with exposure from Interstate 80 (I80) and the McCarran loop
- 166,000 gross SF with 69,075 NRSF storage and 53,950 indoor Boat/RV
- Estimated existing supply of 7.60 SF/Capita

DEVELOPMENT OPPORTUNITY

4855 SUMMIT RIDGE DRIVE, RENO, NV

ESTIMATED COST TO BUILD (CONVERSION)

USES	COST	\$/Gross Sq. Ft.
Building @ 166,421 SF (\$30.00/SF)		
Total Site Acquisition	\$5,500,000	33.13
Total Soft Costs	\$380,000	2.29
Total Hard Costs	\$3,200,000	19.28
Total Site/Soft/Hard Costs	\$9,080,000	54.70
Interest Reserves	\$750,000	4.52
Total Uses	\$9,830,000	59.22

- (1) Includes \$15,000 fee to 3rd party agent
 (2) Included elsewhere in soft costs
 (3) Included in "Construction Cost" line item

DEMOGRAPHICS

Population (2017 est., 3-Mile)	88,411
Population Growth (2017 - 2022)	4.01%
% Household RENTERS	34.00%
Est. SF/Capita	7.6
Traffic Count	50,050 (I80 & McCarran)

APOD

Income	Lease-Up				As Stabilized	
	Year 1	Year 2	Year 3	Year 4	Year 4	Year 4
Gross Potential Rent (See Unit Mix)	\$1,427,400	\$0.97/SF \$1,484,496	\$1.01/SF \$1,543,876	\$1.05/SF \$1,605,631	\$1.09/SF	
Ancillary Income	\$99,918	\$103,915	\$108,071	\$112,394		
Gross Income	\$1,527,318	\$1,588,411	\$1,651,947	\$1,718,025		
Less: Vacancy/Concessions	\$(916,391)	60% \$(476,523)	30% \$(247,792)	15% \$(171,803)	10%	
Effective Gross Income	\$610,927	\$1,111,888	\$1,404,155	\$1,546,223		
Less: Expenses	\$(393,446)	\$(427,567)	\$(451,480)	\$(468,115)		
Stabilized Net Operating Income	\$217,481	36% \$684,321	62% \$952,676	68% \$1,078,108	70%	

Expenses	Year 1		Year 2		Year 3		Year 4	
Payroll	\$85,000		\$87,125		\$89,303		\$91,536	
Utilities (solar power)	\$45,000		\$46,125		\$47,278		\$48,460	
Office Expenses	\$25,000		\$25,625		\$26,266		\$26,922	
Repairs & Maintenance	\$28,000		\$28,700		\$29,418		\$30,153	
Misc.	\$32,000		\$32,800		\$33,620		\$34,461	
3rd Party Management Fee	\$30,546		\$55,594		\$70,208		\$77,311	
Advertising & Promotion	\$25,000		\$25,625		\$26,266		\$26,922	
Insurance	\$13,000		\$13,325		\$13,658		\$14,000	
Property Tax	\$100,000		\$102,500		\$105,063		\$107,689	
Cap Ex	\$9,900		\$10,148		\$10,401		\$10,661	
Total Estimated Expenses	\$393,446	64%	\$427,567	38%	\$451,480	32%	\$468,115	30%

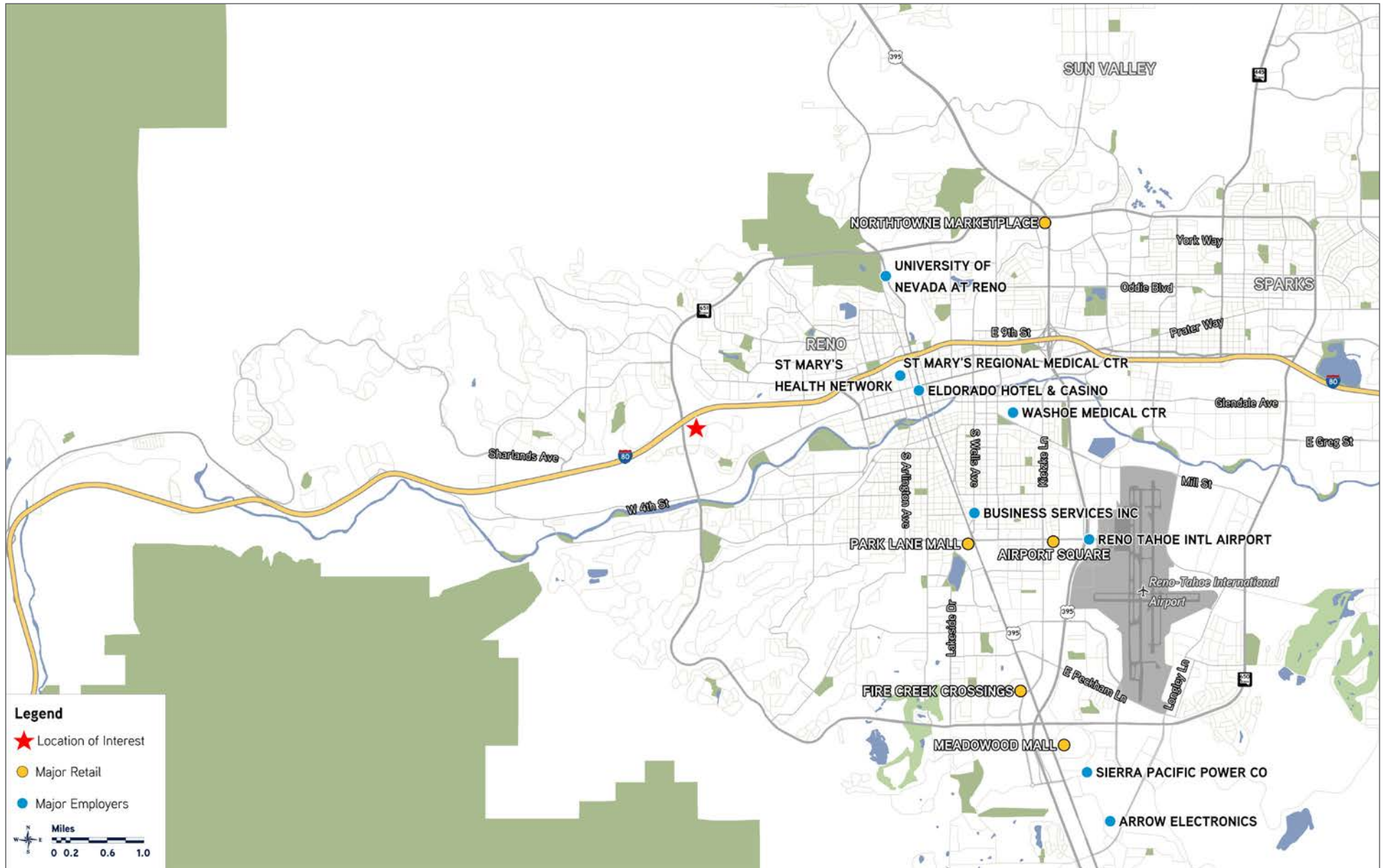
Expense estimates provided by Seller. Annual increases in expenses of 2.5% and 4.0% annual rental rate increases.

PHASE I STABILIZED PROPERTY VALUE:

5.50% CAP	\$19,601,960	Lease-Up	Year 1	Year 2	Year 3	Year 4
6.00% CAP	\$17,968,463	Occupancy	40%	70%	85%	90%
6.50% CAP	\$16,586,274					

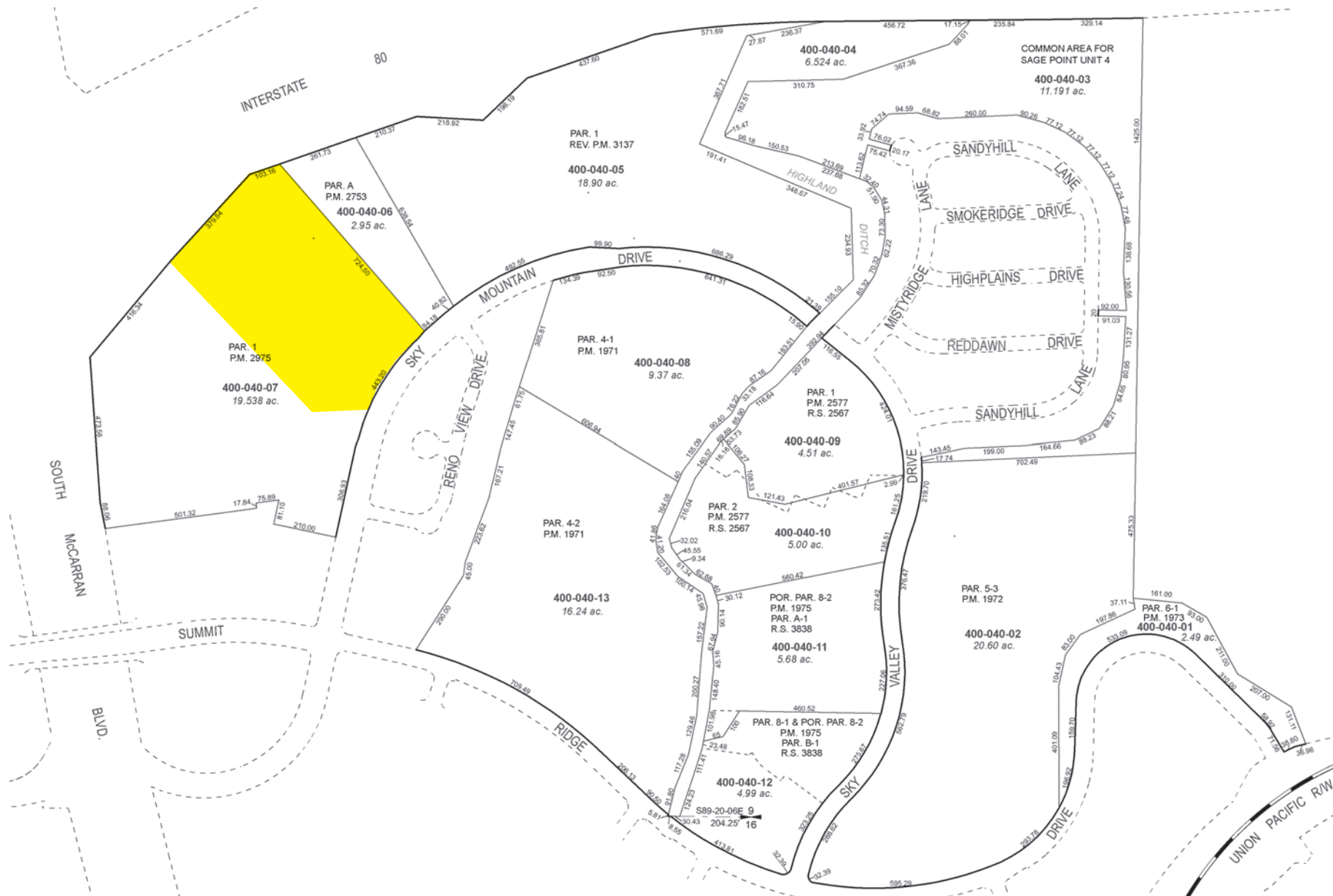
4855 SUMMIT RIDGE DRIVE, RENO, NV

AERIAL



4855 SUMMIT RIDGE DRIVE, RENO, NV

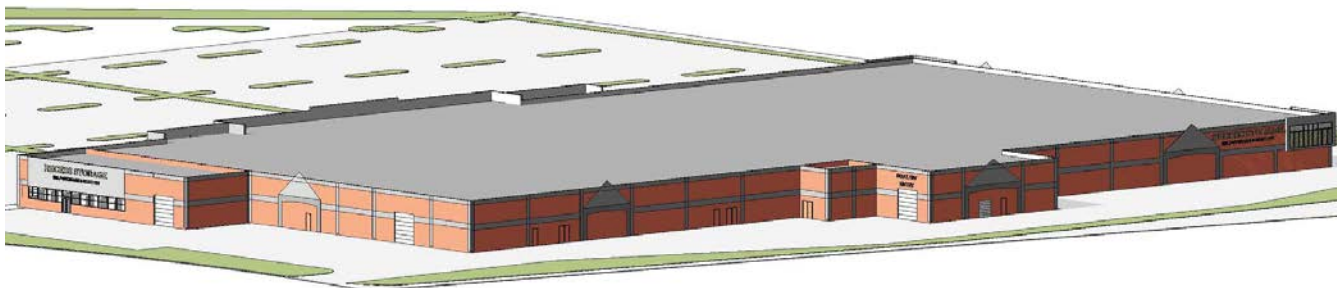
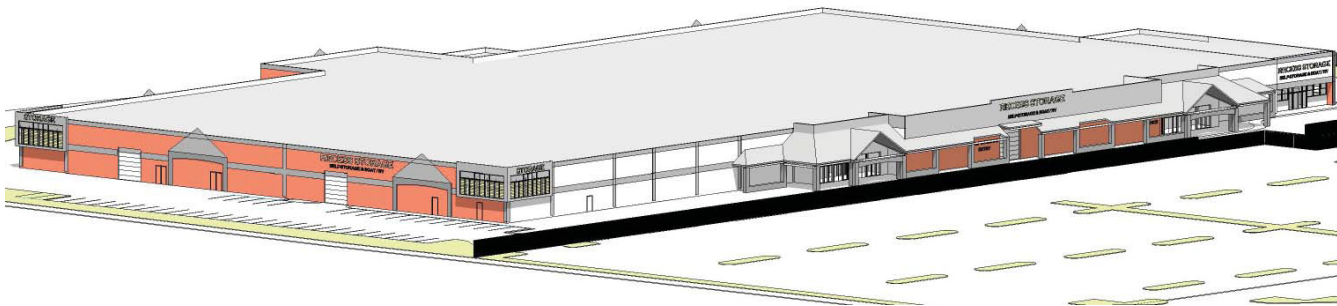
PARCEL



DEVELOPMENT OPPORTUNITY

4855 SUMMIT RIDGE DRIVE, RENO, NV

RENDERINGS

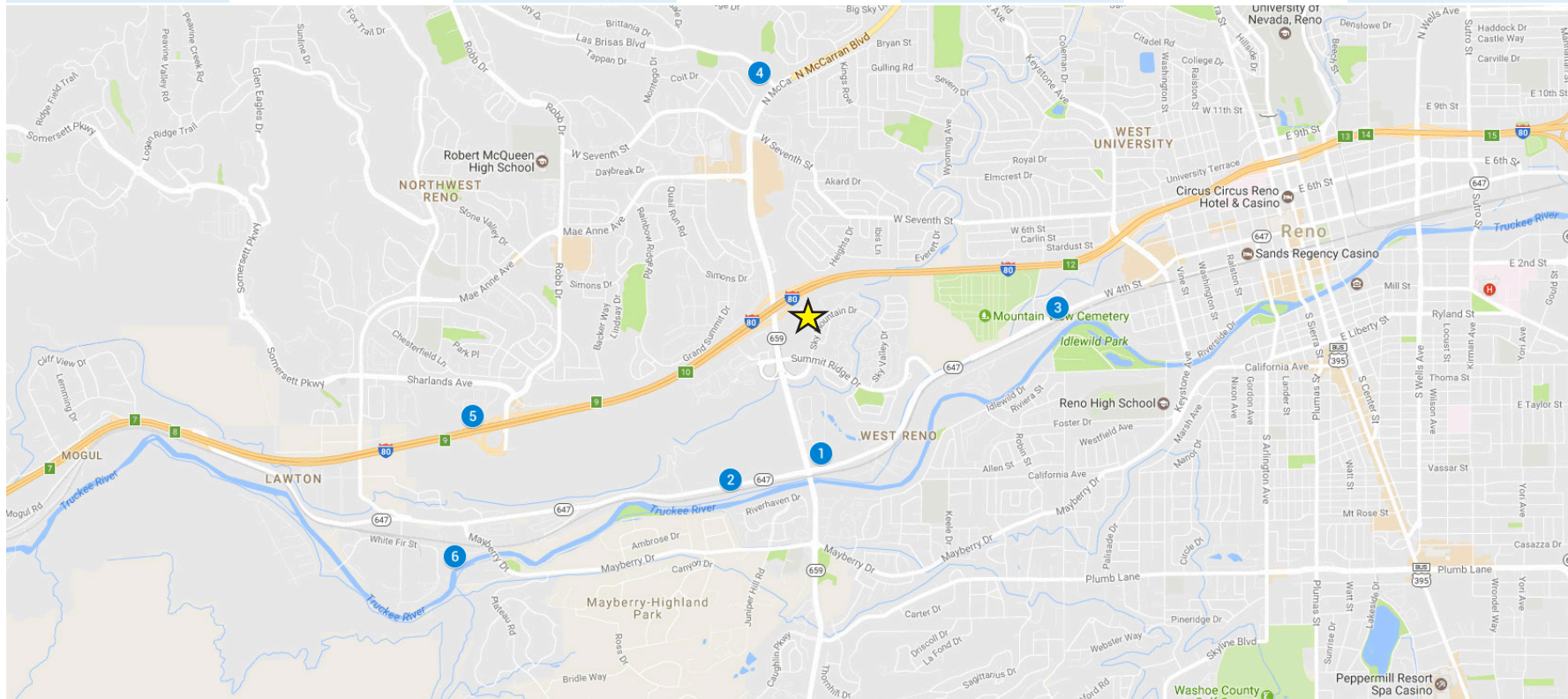


4855 SUMMIT RIDGE DRIVE, RENO, NV

COMPETITION



	Subject Property	Twin Lakes Storage	Northwest Storage	All American Storage	Silverado SS	Interstate U Storage	Superior Mini Storage
Location	4855 Summit Ridge Reno, NV 89523	501 Twin Lakes Dr Reno, NV 89523	5275 West 4th St Reno, NV 89523	1901 W 4th St Reno, NV 89503	5100 Las Brisas Blvd Reno, NV 89523	905 Ambassador Dr Reno, NV 89523	7795 White Fir St Reno, NV 89523
NRSF	123,025	20,000 est	70,000 est	52,000	85,000 est	70,000 est.	100,000 est.
Distance		1.00	1.20	1.40	1.80	2.50	3.2 (2 facilities)
Storage Rents	\$1.06	\$1.50	\$1.48	\$1.30	\$1.38	\$1.08	\$1.68
Boat/RV	\$0.85	\$0.55	\$0.58			\$0.55	\$0.52



107 W. ROSSI STREET, SALINAS, CA



PROPOSED UNIT MIX

Unit Mix	# Units	Sq. Ft.	Rate	Monthly Total	
5x5	13	325	\$85	\$1,105	non-climate controlled
5x7.5	13	488	\$90	\$1,170	
5x10	54	2,700	\$125	\$6,750	
5x15	6	450	\$145	\$870	
7.5x10	25	1,875	\$165	\$4,125	
10x10	79	7,900	\$210	\$16,590	
10x13	9	1,125	\$225	\$2,025	
10x15	33	4,950	\$250	\$8,250	
10x17.5	12	2,100	\$255	\$3,060	
10x20	60	12,000	\$325	\$19,500	
10x25	26	6,500	\$400	\$10,400	
10x27.5	12	3,300	\$405	\$4,860	
10x30	5	1,500	\$410	\$2,050	
5x5	30	750	\$95	\$2,850	climate controlled
5x7.5	10	375	\$125	\$1,250	
5x10	60	3,000	\$135	\$8,100	
5x15	1	75	\$145	\$145	
7.5x10	18	1,350	\$165	\$2,970	
10x10	73	7,300	\$225	\$16,425	
10x12.5	4	500	\$230	\$920	
10x15	38	5,700	\$260	\$9,880	
10x17.5	5	875	\$270	\$1,350	
10x20	13	2,600	\$335	\$4,355	
10x25	3	750	\$430	\$1,290	
12x25	33	9,900	\$135	\$4,455	RV
12x30	35	12,600	\$160	\$5,600	
12x40	33	15,840	\$185	\$6,105	
Rental House	1			\$1,800	
	602	68,488		\$148,250	

SITE DESCRIPTION

Address	107 W. Rossi Street, Salinas, CA
County	Monterey County
Planning District	City of Salinas
Tax Lot	003-151-001
Zoning	IGC zoning

FACILITY

Number of proposed units	602 Storage (plus 101 outdoor RV)
Gross Square Feet	84,000
Net Rentable Square Feet (estimated)	68,488 Storage (+ 38,340 outdoor RV)
Average Size	114
Average Asking Rents (year 1)	\$2.14

INVESTMENT HIGHLIGHTS

Projected NOI	Year 1	Year 2	Year 3	Year 4
Average Rental Rate/SF	\$2.14/SF	\$2.22/SF	\$2.31/SF	\$2.40/SF
Occupancy %	40%	70%	85%	90%
Effective Gross Income	\$773,767	\$1,390,544	\$1,750,381	\$1,926,373
Operating Expenses/SF	\$6.43	\$7.02	\$7.44	\$7.72
Total Operating Expenses	\$(440,088)	\$(480,962)	\$(509,240)	\$(528,583)
Net Operating Income	\$333,679	\$909,582	\$1,241,141	\$1,397,791

- Escrow to close 30-days after receipt of entitlements
- Proposed plans for partial single story conversion, partial ground-up
- Excellent Location on W Rossi Street in central Salinas
- 84,000 gross SF with 68,250 NRSF storage, 101 outdoor RV spaces and a rental home
- Estimated existing supply of 4.54 SF/Capita

DEVELOPMENT OPPORTUNITY

107 W. ROSSI STREET, SALINAS, CA

ESTIMATED COST TO BUILD

USES	COST	\$/Gross Sq. Ft.
Land (217,800 SF @ \$25.25/SF)		
Total Site Acquisition	\$5,500,000	65.48
Total Soft Costs	\$750,000	8.93
Total Hard Costs	\$5,000,000	59.52
Total Site/Soft/Hard Costs	\$11,250,000	133.93
Operating & Interest Reserves	\$850,000	10.12
TOTAL USES	\$12,100,000	147.85

DEMOGRAPHICS

Population (2017 est., 3-Mile)	139,657
Population Growth (2017 - 2022)	4.80%
% Household RENTERS	56.71%
Est. SF/Capita	4.54
Traffic Count	15,000

APOD

Income	Lease-Up						As Stabilized	
	Year 1		Year 2		Year 3		Year 4	
Gross Potential Rent (See Unit Mix)	\$1,757,400	\$2.14/SF	\$1,827,696	\$2.22/SF	\$1,900,804	\$2.31/SF	\$1,976,836	\$2.40/SF
Ancillary Income	\$123,018		\$127,939		\$133,056		\$138,379	
Gross Income	\$1,880,418		\$1,955,635		\$2,033,860		\$2,115,215	
Less: Vacancy/Concessions	\$(1,128,251)	60%	\$(586,690)	30%	\$(305,079)	15%	\$(211,521)	10%
Residential Rental	\$21,600		\$21,600		\$21,600		\$22,680	
Effective Gross Income	\$773,767		\$1,390,544		\$1,750,381		\$1,926,373	
Less: Expenses	\$(440,088)		\$(480,962)		\$(509,240)		\$(528,583)	
Stabilized Net Operating Income	\$333,679	43%	\$909,582	65%	\$1,241,141	71%	\$1,397,791	73%

Expenses	Year 1		Year 2		Year 3		Year 4	
Payroll	\$85,000		\$87,125		\$89,303		\$91,536	
Utilities (solar power)	\$50,000		\$51,250		\$52,531		\$53,845	
Office Expenses	\$25,000		\$25,625		\$26,266		\$26,922	
Repairs & Maintenance	\$28,000		\$28,700		\$29,418		\$30,153	
Misc.	\$32,000		\$32,800		\$33,620		\$34,461	
3rd Party Management Fee	\$38,688		\$69,527		\$87,519		\$96,319	
Advertising & Promotion	\$25,000		\$25,625		\$26,266		\$26,922	
Insurance	\$13,000		\$13,325		\$13,658		\$14,000	
Property Tax	\$135,000		\$138,375		\$141,834		\$145,380	
Cap Ex	\$8,400		\$8,610		\$8,825		\$9,046	
Total Estimated Expenses	\$440,088	57%	\$480,962	35%	\$509,240	29%	\$528,583	27%

Expense estimates provided by Seller. Annual increases in expenses of 2.5% and 4.0% annual rental rate increases.

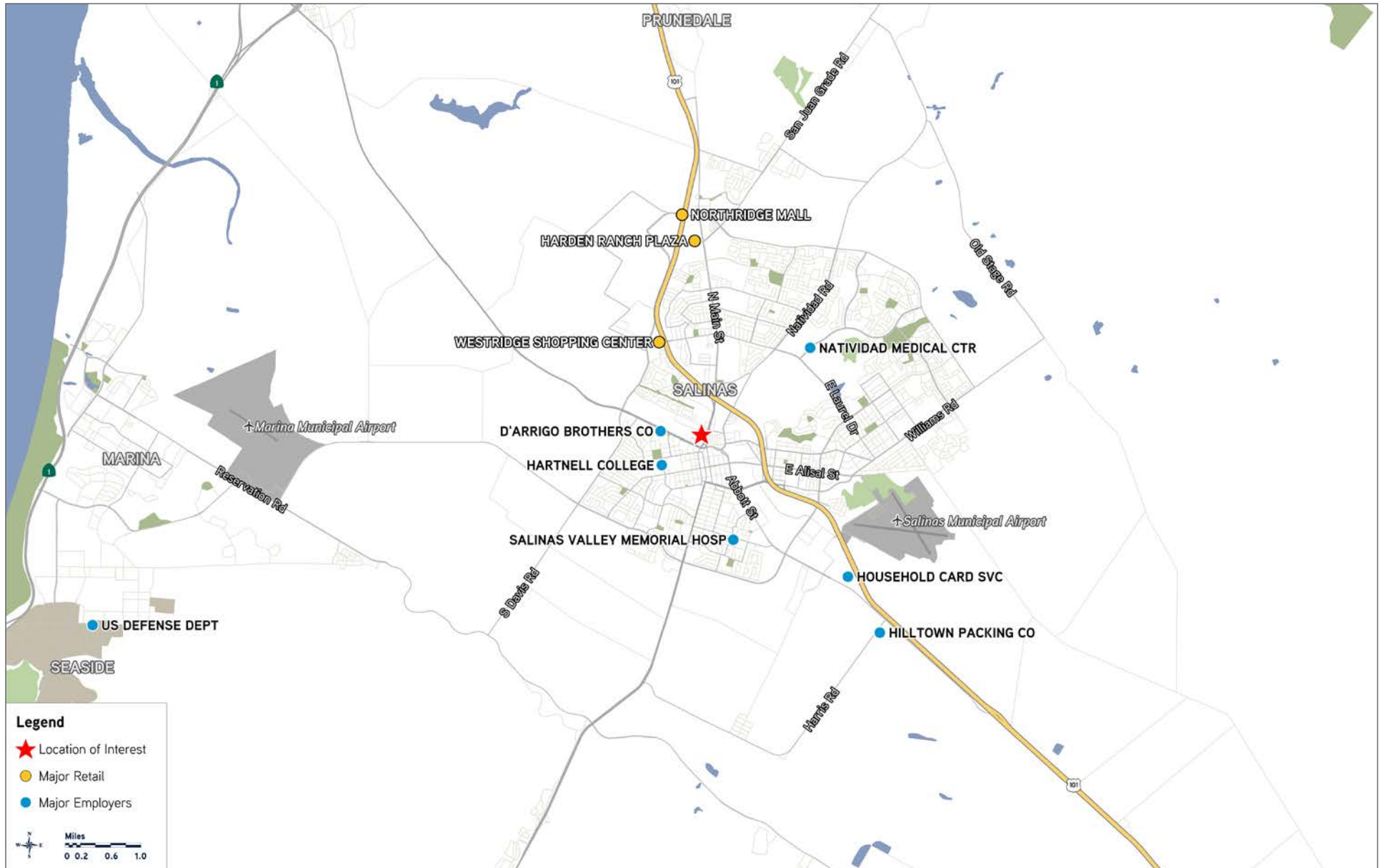
PHASE I STABILIZED PROPERTY VALUE:

5.50% CAP	\$25,414,373	Lease-Up	Year 1	Year 2	Year 3	Year 4
6.00% CAP	\$23,296,509	Occupancy	40%	70%	85%	90%
6.50% CAP	\$21,504,469					

DEVELOPMENT OPPORTUNITY

107 W. ROSSI STREET, SALINAS, CA

AERIAL



COUNTY OF MONTEREY
ASSESSOR'S MAP
BOOK 3' PAGE 15-1

SCALE: 1 IN.=100 FT.

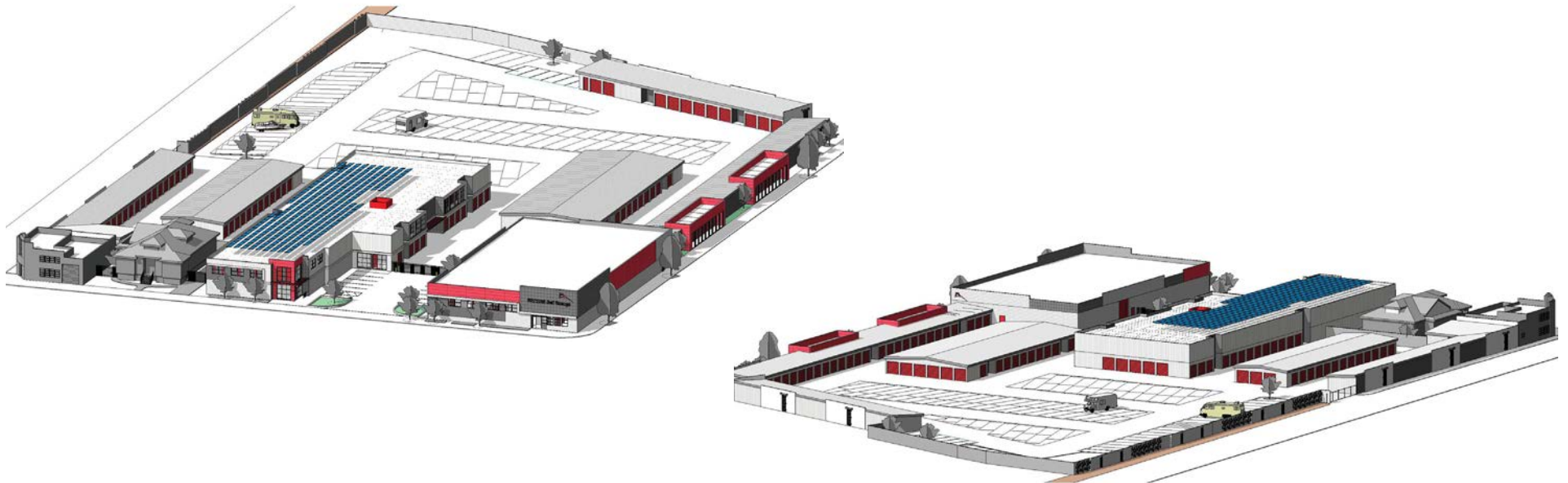
THIS MAP IS INTENDED TO BE USED FOR
PROPERTY TAX ASSESSMENT PURPOSES ONLY

MAP OF SALINAS
ASSR'S LOTS 46,47 & 48

DEVELOPMENT OPPORTUNITY

107 W. ROSSI STREET, SALINAS, CA

RENDERINGS



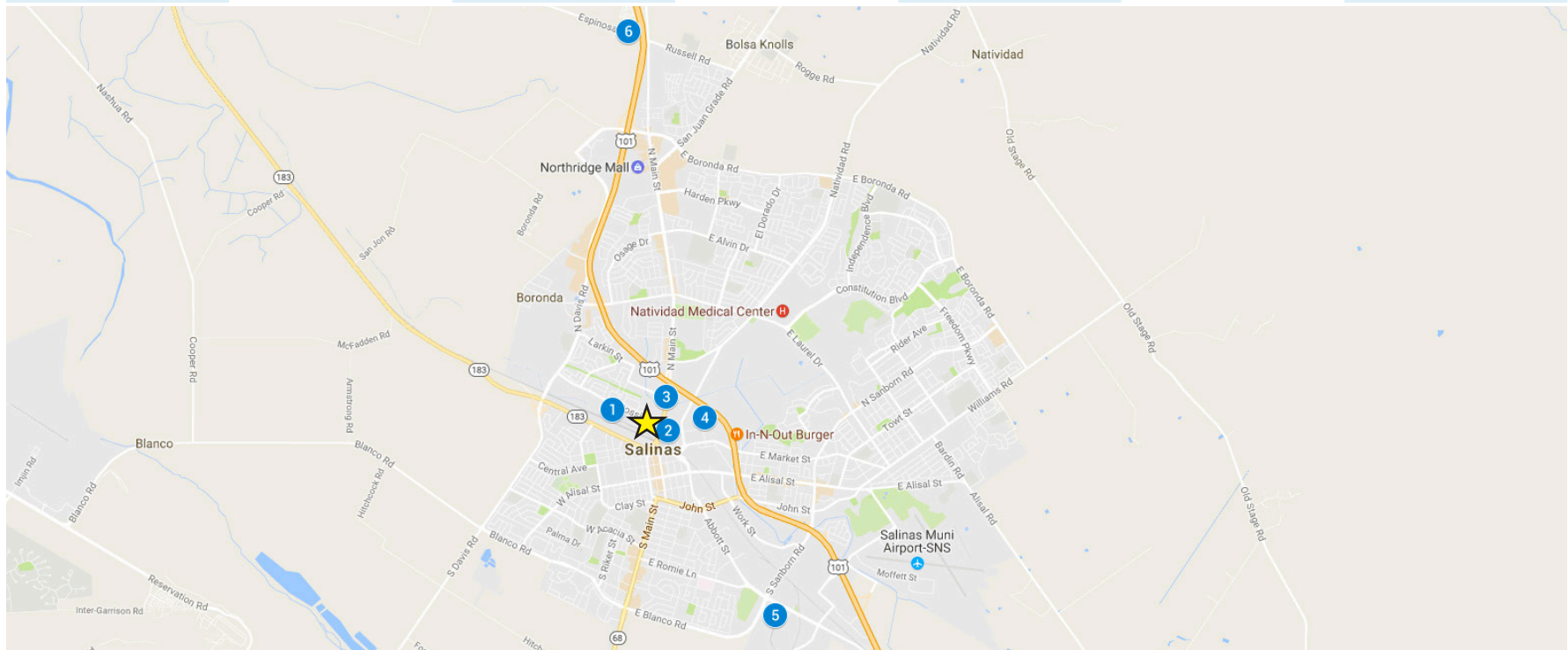
DEVELOPMENT OPPORTUNITY

107 W. ROSSI STREET, SALINAS, CA

COMPETITION



	Subject Property	Extra Space Storage	Central Valley Mini	Frontier Self Storage	Security Public	Blanco Self Storage	U Stor Self Storage
Location	107 W Rossi St Salinas, CA 93901	311 W Rossi St Salinas, CA 93907	3 Bridge Street Salinas, CA 93901	425 N Main St Salinas, CA 93901	271 Sun Way Salinas, CA 93901	940 E Blanco Rd Salinas, CA 93901	441 Espinosa Rd Salinas, CA 93907
NRSF	123,025	78,000 est	20,000 est	80,000 est	78,000 est	88,000 est.	50,000 est.
Distance		0.43	0.25	0.31	0.55	2.16	3.76
CC Rents	\$2.13				\$1.87		
NCC Rents	\$1.79	\$2.14		\$1.65			\$1.65
RV Space	\$160.00	\$122.00			\$0.58	\$135.00	



135 DUBOIS STREET, SANTA CRUZ, CA



PROPOSED UNIT MIX

Unit Mix	# Units	Sq. Ft.	Rate	Monthly Total
5x5	102	2,550	\$85	\$8,670
5x10	96	4,800	\$135	\$12,960
7.5x10	84	6,300	\$145	\$12,180
10x10	238	23,800	\$245	\$58,310
10x12.5	58	7,250	\$255	\$14,790
10x15	58	8,700	\$265	\$15,370
10x20	47	9,400	\$320	\$15,040
10x25	37	9,250	\$365	\$13,505
	720	72,050		\$150,825

*30% of unit mix are climate controlled

SITE DESCRIPTION

Address	135 Dubois Street, Santa Cruz, CA
County	Santa Cruz County
Planning District	City of Santa Cruz
Tax Lot	001-033-14 & 001-033-13
Zoning	IG zoning

FACILITY

Number of proposed units	720
Gross Square Feet	100,000
Net Rentable Square Feet (estimated)	72,050
Average Size	100
Average Asking Rents (year 1)	\$2.09

INVESTMENT HIGHLIGHTS

Projected NOI	Year 1	Year 2	Year 3	Year 4
Average Rental Rate/SF	\$2.09/SF	\$2.18/SF	\$2.26/SF	\$2.35/SF
Occupancy %	40%	70%	85%	90%
Effective Gross Income	\$774,637	\$1,409,840	\$1,780,426	\$1,960,563
Operating Expenses/SF	\$6.11	\$6.69	\$7.09	\$7.36
Total Operating Expenses	\$(440,132)	\$(481,927)	\$(510,742)	\$(530,292)
Net Operating Income	\$334,505	\$927,913	\$1,269,684	\$1,430,271

- Escrow to close 30-days after receipt of entitlements
- Proposed plans for a ground-up, multi-story facility
- Very desirable Santa Cruz market
- 100,000 gross SF with 72,050 NRSF storage
- Estimated existing supply of 8.17 SF/Capita

DEVELOPMENT OPPORTUNITY

135 DUBOIS STREET, SANTA CRUZ, CA

ESTIMATED COST TO BUILD

USES	COST	\$/Gross Sq. Ft.
Land		
Total Site Acquisition	\$5,000,000	50.00
Total Soft Costs	\$900,000	9.00
Total Hard Costs	\$6,825,000	68.25
Total Site/Soft/Hard Costs	\$12,725,000	127.25
Total Fees & Reserves	\$1,200,000	12.00
TOTAL USES	\$13,925,000	139.25

DEMOGRAPHICS

Population (2017 est., 3-Mile)	77,667
Population Growth (2017 - 2022)	4.07%
% Household RENTERS	54.00%
Est. SF/Capita	8.17
Traffic Count	7,559

APOD

	Lease-Up						As Stabilized	
Income	Year 1		Year 2		Year 3		Year 4	
Gross Potential Rent (See Unit Mix)	\$1,809,900	\$2.09/SF	\$1,882,296	\$2.18/SF	\$1,957,588	\$2.26/SF	\$2,035,891	\$2.35/SF
Ancillary Income	\$126,693		\$131,761		\$137,031		\$142,512	
Gross Income	\$1,936,593		\$2,014,057		\$2,094,619		\$2,178,404	
Less: Vacancy/Concessions	\$(1,161,956)	60%	\$(604,217)	30%	\$(314,193)	15%	\$(217,840)	10%
Effective Gross Income	\$774,637		\$1,409,840		\$1,780,426		\$1,960,563	
Less: Expenses	\$(440,132)		\$(481,927)		\$(510,742)		\$(530,292)	
Stabilized Net Operating Income	\$334,505	43%	\$927,913	66%	\$1,269,684	71%	\$1,430,271	73%

Expenses	Year 1		Year 2		Year 3		Year 4	
Payroll	\$85,000		\$87,125		\$89,303		\$91,536	
Utilities (solar power)	\$50,000		\$51,250		\$52,531		\$53,845	
Office Expenses	\$25,000		\$25,625		\$26,266		\$26,922	
Repairs & Maintenance	\$28,000		\$28,700		\$29,418		\$30,153	
Misc.	\$32,000		\$32,800		\$33,620		\$34,461	
3rd Party Management Fee	\$38,732		\$70,492		\$89,021		\$98,028	
Advertising & Promotion	\$25,000		\$25,625		\$26,266		\$26,922	
Insurance	\$13,000		\$13,325		\$13,658		\$14,000	
Property Tax	\$135,000		\$138,375		\$141,834		\$145,380	
Cap Ex	\$8,400		\$8,610		\$8,825		\$9,046	
Total Estimated Expenses	\$440,132	57%	\$481,927	34%	\$510,742	29%	\$530,292	27%

Expense estimates provided by Seller. Annual increases in expenses of 2.5% and 4.0% annual rental rate increases.

PHASE I STABILIZED PROPERTY VALUE:

5.50% CAP	\$26,004,933	Lease-Up	Year 1	Year 2	Year 3	Year 4
6.00% CAP	\$23,837,855	Occupancy	40%	70%	85%	90%
6.50% CAP	\$22,004,174					

AERIAL

AERIAL

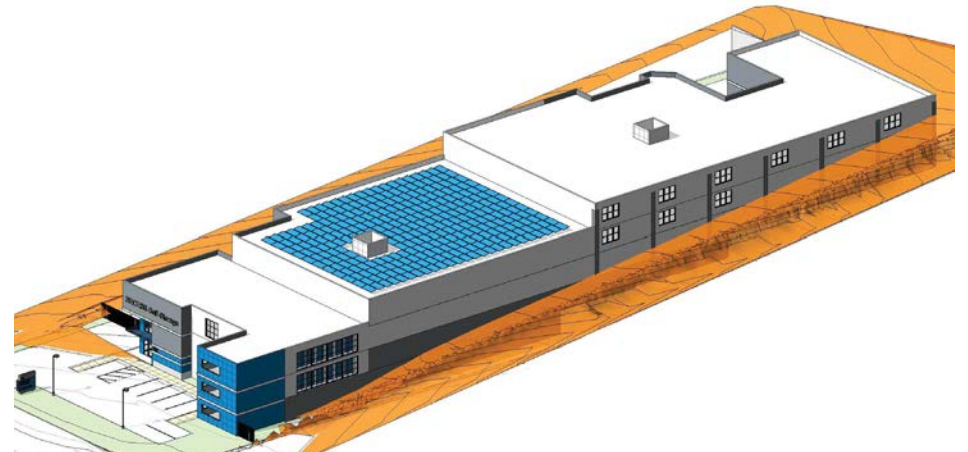
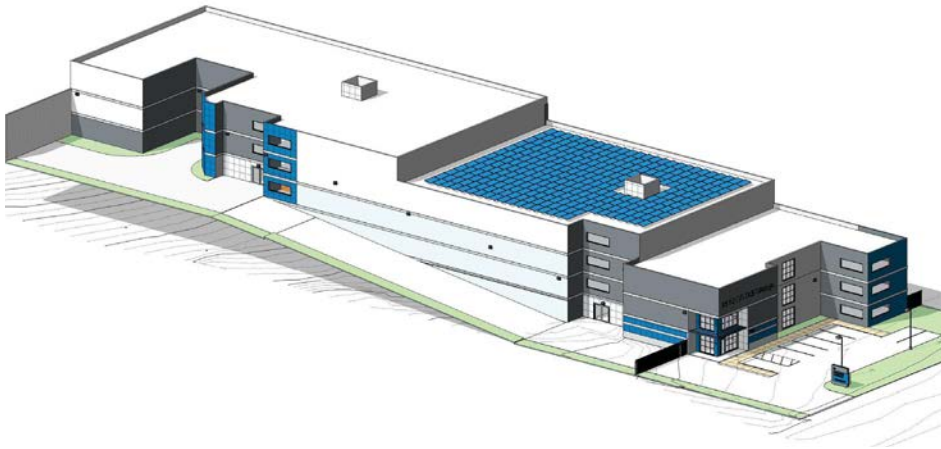


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DEVELOPMENT OPPORTUNITY

135 DUBOIS STREET, SANTA CRUZ, CA

RENDERINGS

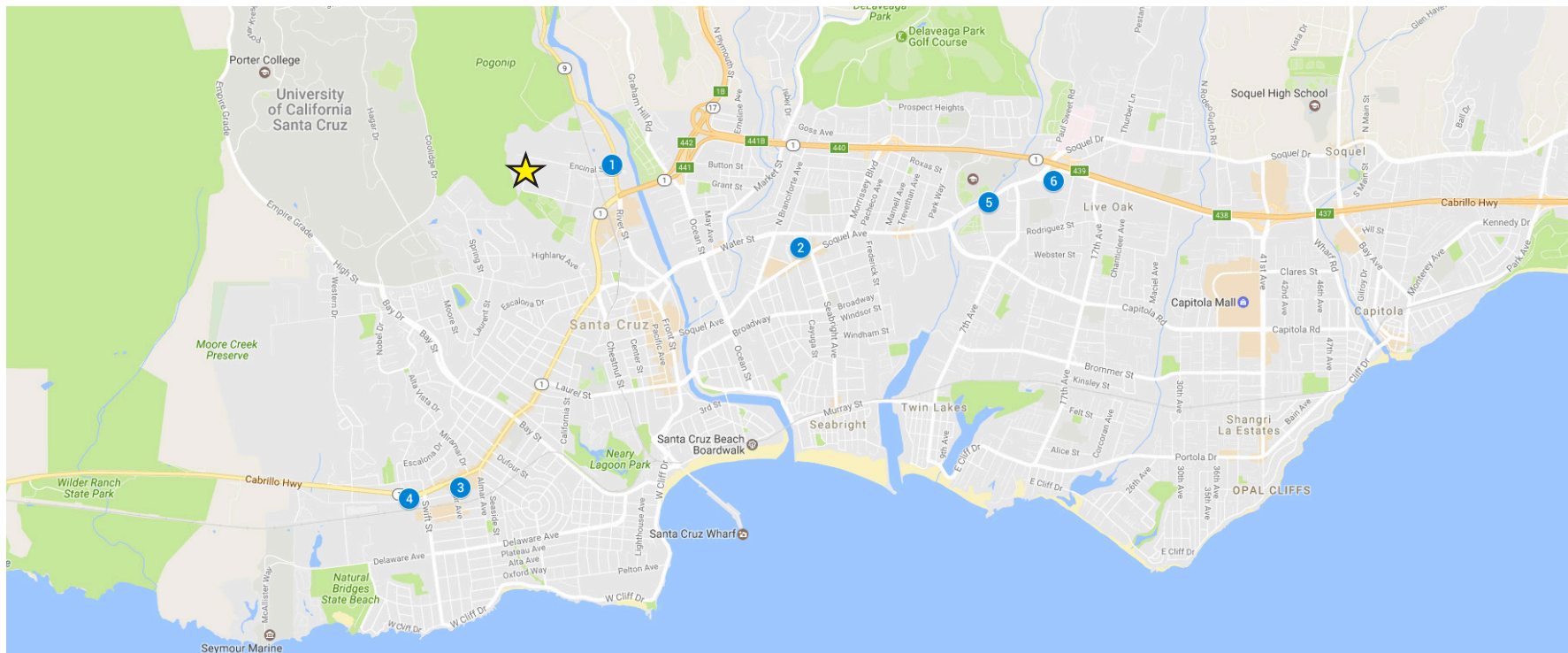


135 DUBOIS STREET, SANTA CRUZ, CA

COMPETITION



	Subject Property	Public Storage	Santa Cruz SS	Extra Space Storage	Statewide Storage	Public Storage	Extra Space Storage
Location	135 Dubois Street Santa Cruz	1001 River Street Santa Cruz, CA 95060	210 Benito Ave Santa Cruz, CA 95062	1310 Fair Ave Santa Cruz, CA 95060	2560 Mission St Santa Cruz, CA 95060	115 Capitola Rd Ext Santa Cruz, 95062	2900 Soquel Ave Santa Cruz, 95062
NRSF	72,050	79,000 est	20,000 est	53,000 est	78,000 est	54,000 est.	64,000 est.
Distance		0.50	1.64	1.80	1.88	2.61	2.95
CC Rents	\$2.13	\$1.65					\$2.42
NCC Rents	\$2.04	\$1.58	\$1.67	\$2.15	\$2.20	\$2.36	\$2.28



DEVELOPMENT OPPORTUNITY

3111 SANTA ROSA AVE, SANTA ROSA, CA



PROPOSED UNIT MIX

Unit Mix	# Units	Sq. Ft.	Rate	Monthly Total	
5x5	45	1,125	\$70	\$3,150	30% Non-climate controlled
5x10	70	3,500	\$120	\$8,400	
10x10	200	20,000	\$200	\$40,000	
10x15	90	13,500	\$230	\$20,700	
10x20	60	12,000	\$285	\$17,100	
10x25	20	5,000	\$345	\$6,900	
10x30	15	4,500	\$375	\$5,625	
5x5	60	1,500	\$80	\$4,800	70% Climate controlled
5x10	60	3,000	\$125	\$7,500	
10x10	80	8,000	\$230	\$18,400	
10x15	70	10,500	\$255	\$17,850	
10x20	12	2,400	\$342	\$4,104	
10x20	20	4,000	\$100	\$2,000	RV
10x30	25	7,500	\$115	\$2,875	
10x40	10	4,000	\$135	\$1,350	
837		100,525		\$160,754	

SITE DESCRIPTION

Address	3111 Santa Rosa Avenue, Santa Rosa, CA
County	Sonoma County
Planning District	City of Santa Rosa (post annexation)
Tax Lot	A portion of 043-143-018, 043-143-002
Zoning	Zoning Change thru Annexation Future Zoning: CG (Commercial General)

FACILITY

Number of proposed units	837
Gross Square Feet	102,000
Net Rentable Square Feet (estimated)	85,025
Average Size	102
Average Asking Rents (year 1)	\$1.59

INVESTMENT HIGHLIGHTS

Projected NOI	Year 1	Year 2	Year 3	Year 4
Average Rental Rate/SF	\$1.60/SF	\$1.66/SF	\$1.73/SF	\$1.80/SF
Occupancy %	40%	70%	85%	90%
Effective Gross Income	\$825,633	\$1,502,651	\$1,897,634	\$2,089,630
Operating Expenses/SF	\$5.21	\$5.72	\$6.08	\$6.31
Total Operating Expenses	\$(442,682)	\$(486,568)	\$(516,603)	\$(536,745)
Net Operating Income	\$382,951	\$1,016,084	\$1,381,031	\$1,552,884

- Escrow to close 30-days after receipt of entitlements
- Proposed plans for a ground-up, single & multi-story facility
- Highly visible Sonoma County location on US 101
- 102,000 gross SF with 85,025 NRSF storage
- Estimated existing supply of 7.8 SF/Capita

DEVELOPMENT OPPORTUNITY

3111 SANTA ROSA AVE, SANTA ROSA, CA

ESTIMATED COST TO BUILD

USES	COST	\$/Gross Sq. Ft.
Land (2.93 acres @ \$39.18 SF)		
Total Site Acquisition	\$5,100,000	50.00
Total Soft Costs	\$975,000	9.56
Total Hard Costs	\$5,750,000	56.37
Total Site/Soft/Hard Costs	\$11,825,000	115.93
Interest Reserves	\$1,200,000	11.76
Total Uses	\$13,025,000.00	127.70

DEMOGRAPHICS

Population (2017 est., 3-Mile)	78,862
Population Growth (2017 - 2022)	5.17%
% Household RENTERS	51.10%
Est. SF/Capita	7.8
Traffic Count	27,800 (101 & Santa Rosa Ave)

APOD

Income	Lease-Up						As Stabilized	
	Year 1	Year 2	Year 3	Year 4				
Gross Potential Rent (See Unit Mix)	\$1,929,048	\$1.60/SF	\$2,006,210	\$1.66/SF	\$2,086,458	\$1.73/SF	\$2,169,917	\$1.80/SF
Ancillary Income	\$135,033		\$140,435		\$146,052		\$151,894	
Gross Income	\$2,064,081		\$2,146,645		\$2,232,510		\$2,321,811	
Less: Vacancy/Concessions	\$(1,238,449)	60%	\$(643,993)	30%	\$(334,877)	15%	\$(232,181)	10%
Effective Gross Income	\$825,633		\$1,502,651		\$1,897,634		\$2,089,630	
Less: Expenses	\$(442,682)		\$(486,568)		\$(516,603)		\$(536,745)	
Stabilized Net Operating Income	\$382,951	46%	\$1,016,084	68%	\$1,381,031	73%	\$1,552,884	74%

Expenses	Year 1		Year 2		Year 3		Year 4	
Payroll	\$85,000		\$87,125		\$89,303		\$91,536	
Utilities (solar power)	\$50,000		\$51,250		\$52,531		\$53,845	
Office Expenses	\$25,000		\$25,625		\$26,266		\$26,922	
Repairs & Maintenance	\$28,000		\$28,700		\$29,418		\$30,153	
Misc.	\$32,000		\$32,800		\$33,620		\$34,461	
3rd Party Management Fee	\$41,282		\$75,133		\$94,882		\$104,481	
Advertising & Promotion	\$25,000		\$25,625		\$26,266		\$26,922	
Insurance	\$13,000		\$13,325		\$13,658		\$14,000	
Property Tax	\$135,000		\$138,375		\$141,834		\$145,380	
Cap Ex	\$8,400		\$8,610		\$8,825		\$9,046	
Total Estimated Expenses	\$442,682	54%	\$486,568	32%	\$516,603	27%	\$536,745	26%

Expense estimates provided by Seller. Annual increases in expenses of 2.5% and 4.0% annual rental rate increases.

PHASE I STABILIZED PROPERTY VALUE:

5.50% CAP	\$28,234,261	Lease-Up	Year 1	Year 2	Year 3	Year 4
6.00% CAP	\$25,881,406	Occupancy	40%	70%	85%	90%
6.50% CAP	\$23,890,528					

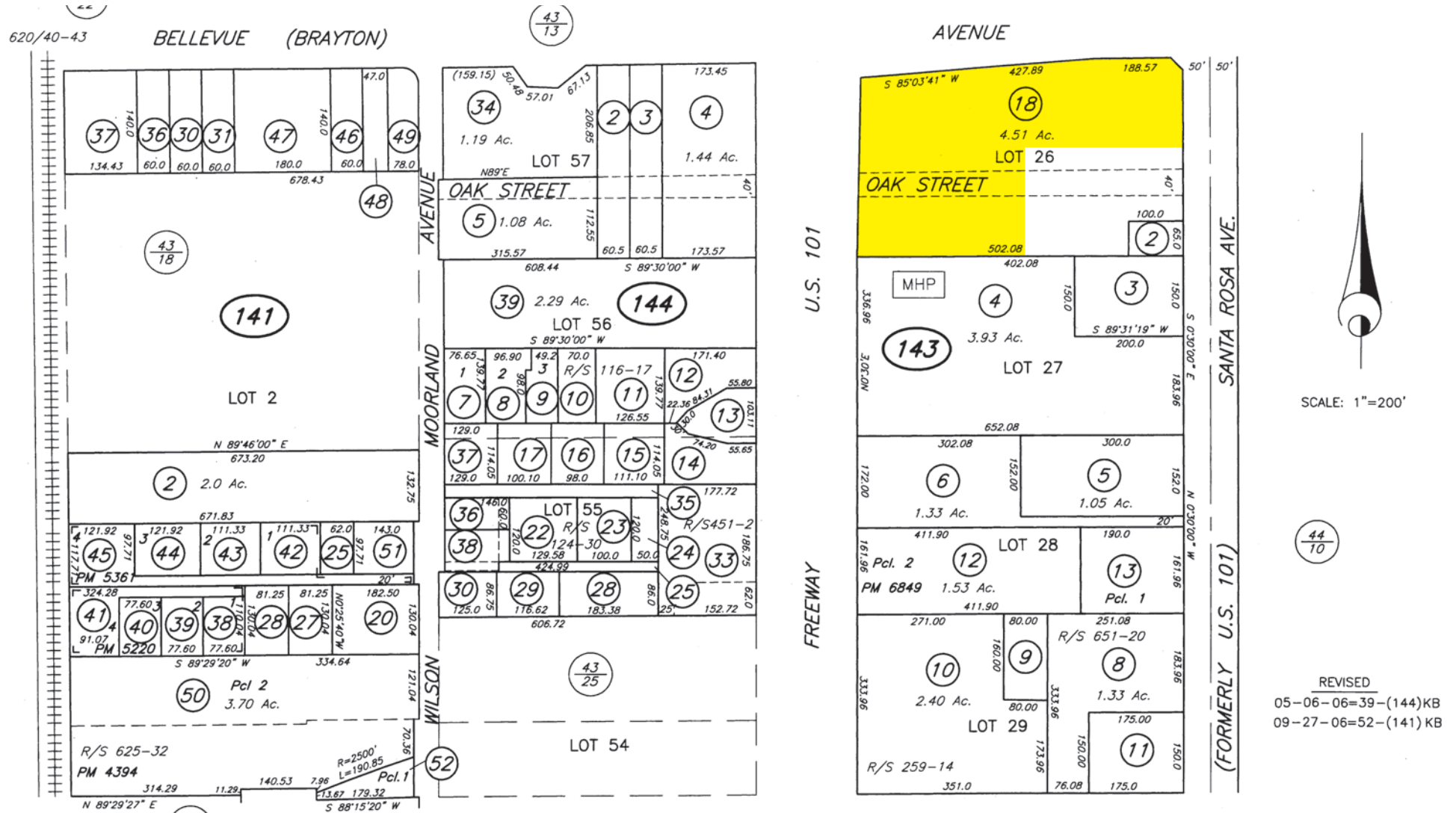
3111 SANTA ROSA AVE, SANTA ROSA, CA

AERIAL



3111 SANTA ROSA AVE, SANTA ROSA, CA

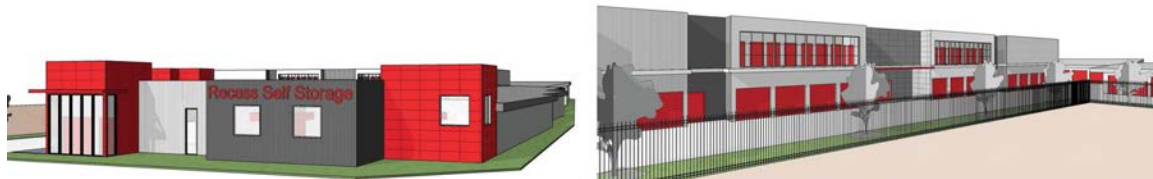
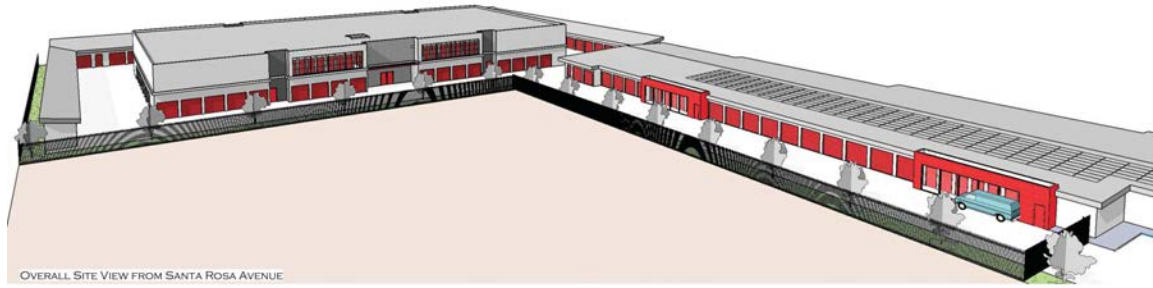
PARCEL



DEVELOPMENT OPPORTUNITY








3111 SANTA ROSA AVE, SANTA ROSA, CA

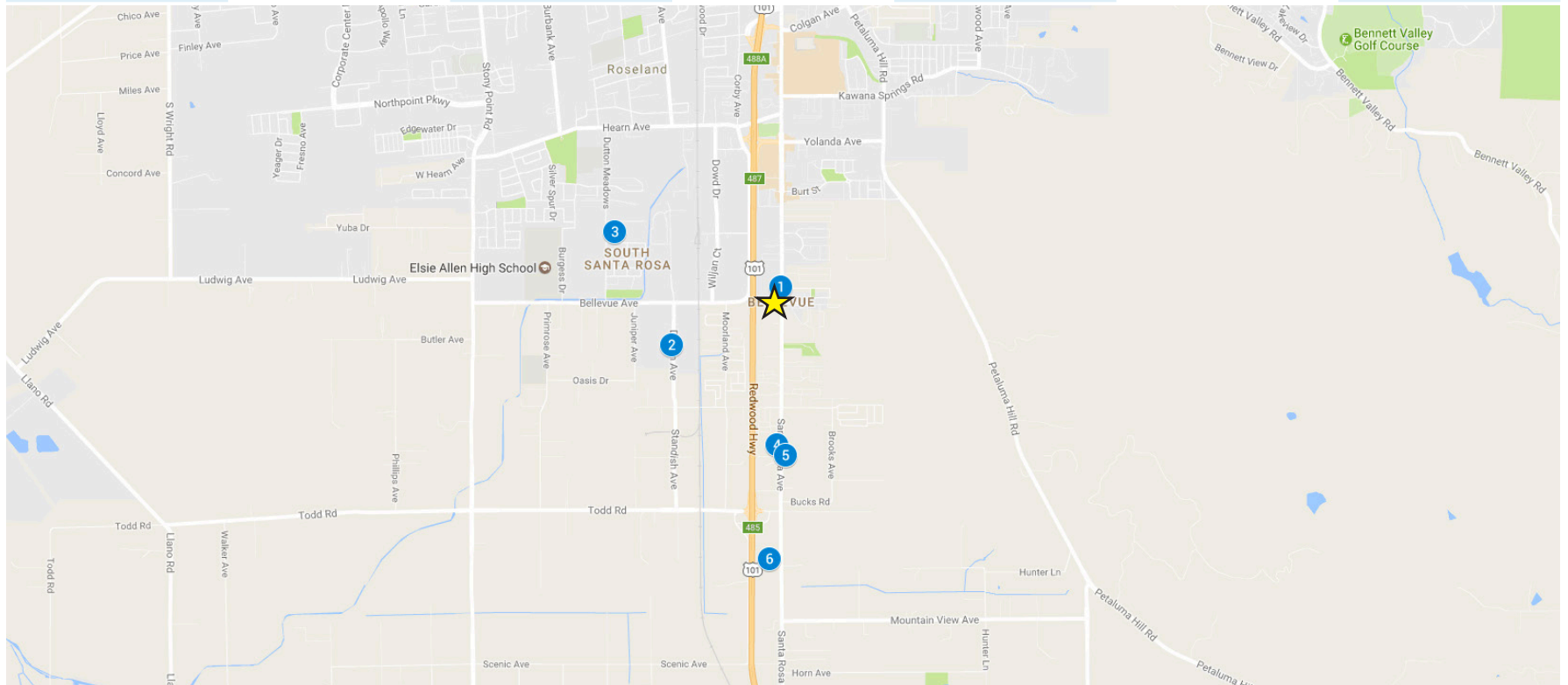
RENDERINGS



3111 SANTA ROSA AVE, SANTA ROSA, CA

COMPETITION

							
	Subject Property	Stor N Lock	Storage Master	A-1 Mini Storage	Public Storage	Santa Rosa Ave SS	Extra Space Storage
Location	3111 Santa Rosa Ave Santa Rosa, CA 95405	3047 Santa Rosa Santa Rosa, CA 95407	3205 Dutton Ave Santa Rosa, CA 95407	2868 Dutton Mdw Santa Rosa, CA 95407	3491 Santa Rosa Ave Santa Rosa, CA 95407	3512 Santa Rosa Ave Santa Rosa, CA 95407	3937 Santa Rosa Ave Santa Rosa, CA 95407
NRSF	85,025	103,600	140,000	124,007	42,000	91,053	102,388
Distance		0.15	0.60	0.95	0.67	0.71	1.21
CC Rents	\$2.07		\$1.55				
NCC Rents	\$1.71	\$1.55	\$1.25	\$1.65	\$1.90	\$1.95	\$1.55



4224 HIGHWAY 12, SANTA ROSA, CA



PROPOSED UNIT MIX

Unit Mix	# Units	Sq. Ft.	Rate	Monthly Total
5x5	102	2,550	\$68	\$6,936
5x10	96	4,800	\$120	\$11,520
7.5x10	84	6,300	\$140	\$11,760
10x10	238	23,800	\$220	\$52,360
10x12.5	58	7,250	\$230	\$13,340
10x15	58	8,700	\$230	\$13,340
10x20	47	9,400	\$300	\$14,100
10x25	37	9,250	\$350	\$12,950
	720	72,050		\$136,306

40% CC Units
60% NCC units

SITE DESCRIPTION

Address	4224 Highway 12, Santa Rosa, CA
County	Sonoma County
Planning District	City of Santa Rosa (post annexation)
Tax Lot	032-010-005
Zoning	Zoning Change thru Annexation Future Zoning: CG (Commercial General)

FACILITY

Number of proposed units	720
Gross Square Feet	100,000
Net Rentable Square Feet (estimated)	72,050
Average Size	100
Average Asking Rents (year 1)	\$1.89

INVESTMENT HIGHLIGHTS

Projected NOI	Year 1	Year 2	Year 3	Year 4
Average Rental Rate/SF	\$1.89/SF	\$1.97/SF	\$2.05/SF	\$2.13/SF
Occupancy %	40%	70%	85%	90%
Effective Gross Income	\$700,068	\$1,274,123	\$1,609,035	\$1,771,832
Operating Expenses/SF	\$6.06	\$6.59	\$6.97	\$7.23
Total Operating Expenses	\$(436,403)	\$(475,141)	\$(502,173)	\$(520,855)
Net Operating Income	\$263,664	\$798,982	\$1,106,863	\$1,250,976

- Escrow to close 30-days after receipt of entitlements
- Proposed plans for a ground-up, multi-story facility
- Highly visible Sonoma County location on Hwy 12
- 100,000 gross SF with 72,050 NRSF storage
- Only one other facility in Eastern portion of Santa Rosa
- Estimated existing supply of <1.0 SF/Capita in 3 mile!

DEVELOPMENT OPPORTUNITY

4224 HIGHWAY 12, SANTA ROSA, CA

ESTIMATED COST TO BUILD

USES	COST	\$/Gross Sq. Ft.
Land (1.53 acres @ \$55/SF)		
Total Site Acquisition	\$3,650,000	36.50
Total Soft Costs	\$810,000	8.10
Total Hard Costs	\$5,800,000	58.00
Total Site/Soft/Hard Costs	\$10,260,000	102.60
Total Fees & Reserves	\$1,100,000	11.00
TOTAL USES	\$11,360,000	113.60

DEMOGRAPHICS

Population (2017 est., 3-Mile)	91,990
Population Growth (2017 - 2022)	4.01%
% Household RENTERS	42.00%
Est. SF/Capita	
Traffic Count	37,500

APOD

	Lease-Up						As Stabilized	
Income	Year 1		Year 2		Year 3		Year 4	
Gross Potential Rent (See Unit Mix)	\$1,635,672	\$1.89/SF	\$1,701,099	\$1.97/SF	\$1,769,143	\$2.05/SF	\$1,839,909	\$2.13/SF
Ancillary Income	\$114,497		\$119,077		\$123,840		\$128,794	
Gross Income	\$1,750,169		\$1,820,176		\$1,892,983		\$1,968,702	
Less: Vacancy/Concessions	\$(1,050,101)	60%	\$(546,053)	30%	\$(283,947)	15%	\$(196,870)	10%
Effective Gross Income	\$700,068		\$1,274,123		\$1,609,035		\$1,771,832	
Less: Expenses	\$(436,403)		\$(475,141)		\$(502,173)		\$(520,855)	
Stabilized Net Operating Income	\$263,664	38%	\$798,982	63%	\$1,106,863	69%	\$1,250,976	71%

Expenses	Year 1	Year 2	Year 3	Year 4
Payroll	\$85,000	\$87,125	\$89,303	\$91,536
Utilities (solar power)	\$50,000	\$51,250	\$52,531	\$53,845
Office Expenses	\$25,000	\$25,625	\$26,266	\$26,922
Repairs & Maintenance	\$28,000	\$28,700	\$29,418	\$30,153
Misc.	\$32,000	\$32,800	\$33,620	\$34,461
3rd Party Management Fee	\$35,003	\$63,706	\$80,452	\$88,592
Advertising & Promotion	\$25,000	\$25,625	\$26,266	\$26,922
Insurance	\$13,000	\$13,325	\$13,658	\$14,000
Property Tax	\$135,000	\$138,375	\$141,834	\$145,380
Cap Ex	\$8,400	\$8,610	\$8,825	\$9,046
Total Estimated Expenses	\$436,403	\$475,141	\$502,173	\$520,855

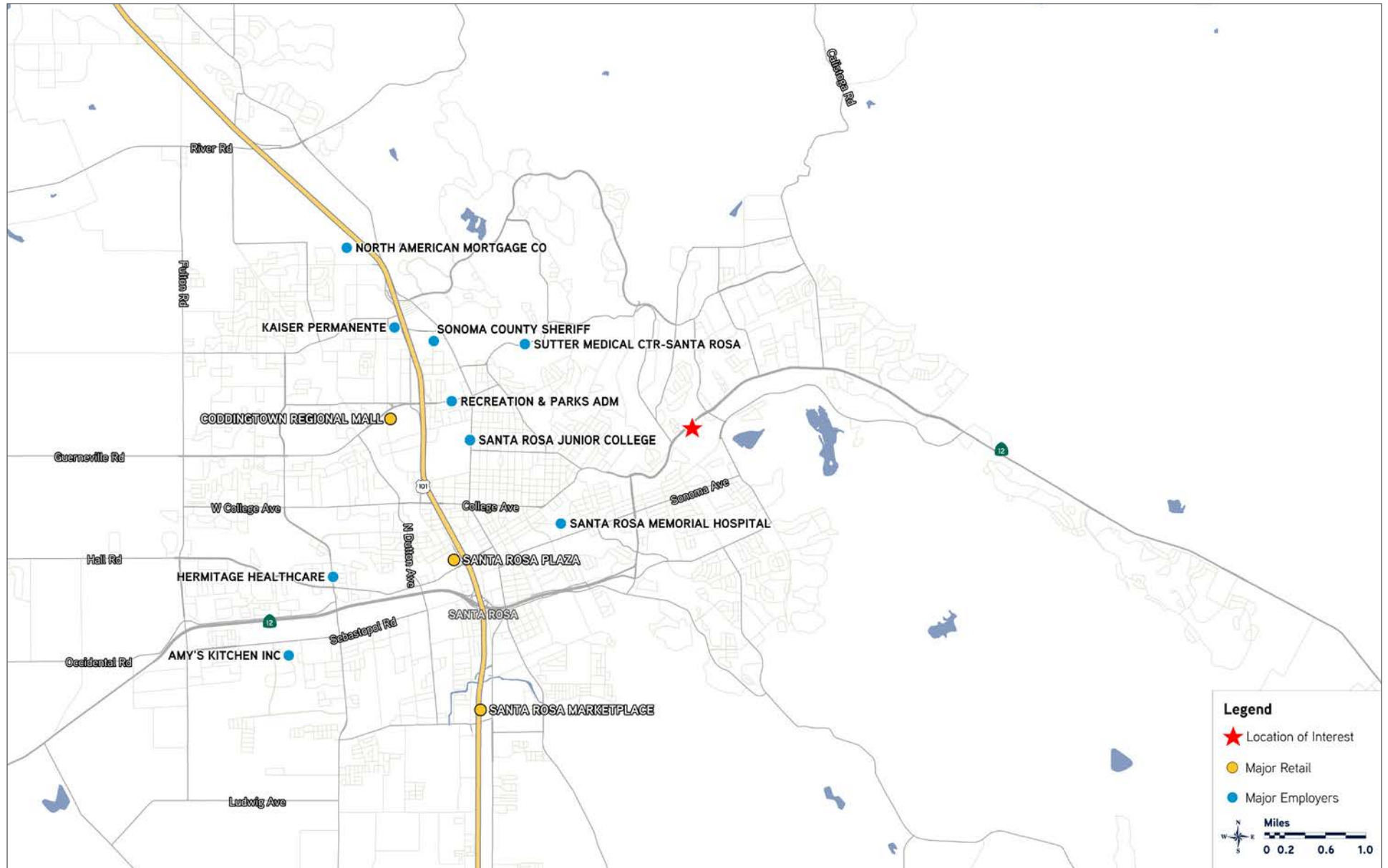
Expense estimates provided by Seller. Annual increases in expenses of 2.5% and 4.0% annual rental rate increases.

PHASE I STABILIZED PROPERTY VALUE:

5.50% CAP	\$22,745,026	Lease-Up	Year 1	Year 2	Year 3	Year 4
6.00% CAP	\$20,849,607	Occupancy	40%	70%	85%	90%
6.50% CAP	\$19,245,791					

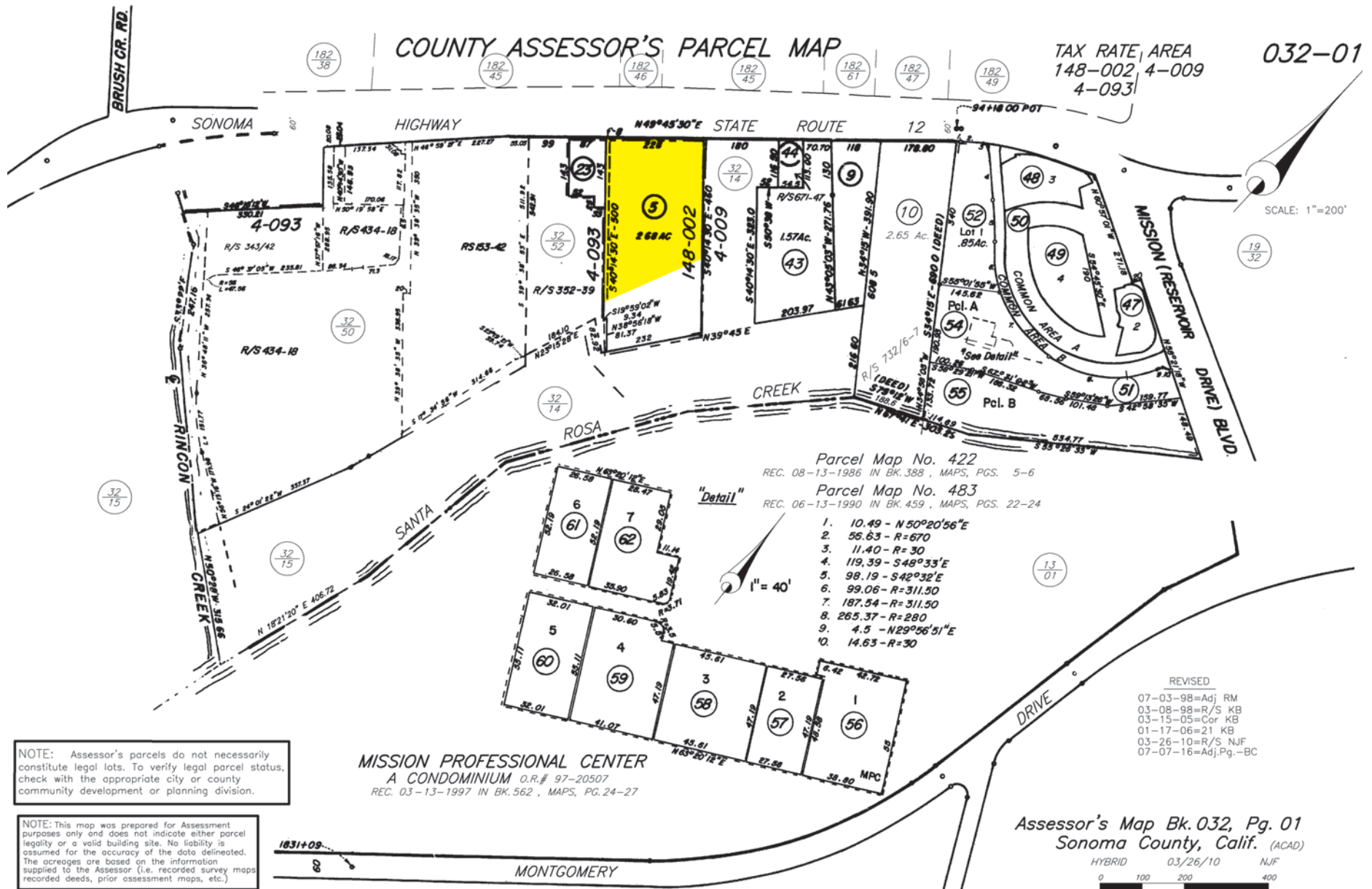
4224 HIGHWAY 12, SANTA ROSA, CA

AERIAL



4224 HIGHWAY 12, SANTA ROSA, CA

PARCEL



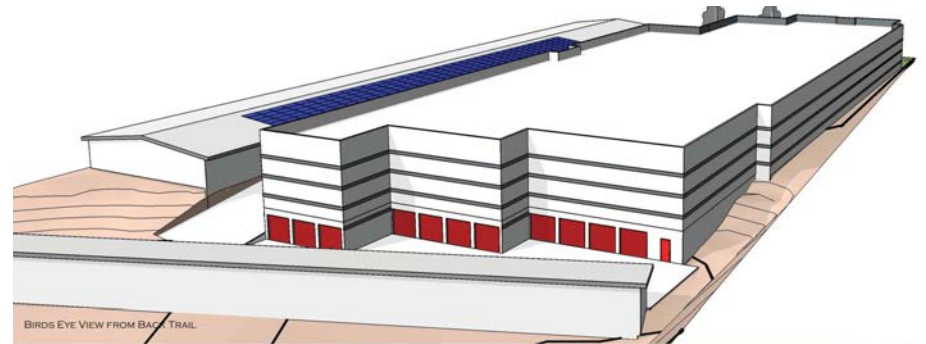
DEVELOPMENT OPPORTUNITY

4224 HIGHWAY 12, SANTA ROSA, CA

RENDERINGS



BIRD'S EYE VIEW FROM HWY 12



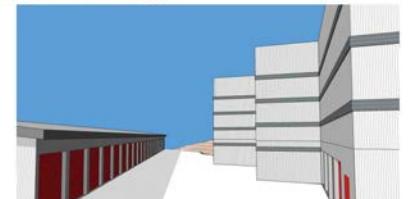
BIRDS EYE VIEW FROM BACK TRAIL



VIEW FROM HWY 12

















VIEW FROM ENTRY DRIVEWAY



4224 HIGHWAY 12, SANTA ROSA, CA

COMPETITION

							
							
	Subject Property	Storage Pro	Barham Self Storage	Budget Self Storage	Extra Space Storage	Public Storage	Security Public Storage
Location	4224 Hwy 12 Santa Rosa, CA 95409	4420 Hwy 12 Santa Rosa, CA 95409	555 Roseland Ave Santa Rosa, CA 95407	2868 Dutton Mdw Santa Rosa, CA 95407	2053 W Steele Ln Santa Rosa, CA 95403	914 Hoper Ave Santa Rosa, CA 95403	1021 Hopper Ave Santa Rosa, CA 95403
NRSF	72,050	66,700	38,000 est.	73,164	95,000 est.	48,000 est.	55,503
Distance		0.13	3.08	3.54	3.40	3.70	3.72
CC Rents	\$1.91	\$2.17					
NCC Rents	\$1.84	\$1.83	\$1.58	\$1.45	\$1.90	\$2.10	\$2.05

