



**ALL-PURPOSE
STORAGE**
SWANZEY WEST

storeallpurpose.com
603.358.3737

 **FranklinStreet**
OFFERING MEMORANDUM

In Association with ParaSell, Inc. | P: 949.942.6578 | A Licensed New Hampshire Broker #075195

ALL PURPOSE STORAGE

115 Base Hill Rd, Swanzy, NH
19,200 NRSF | Self-Storage Facility

OFFERING PROCEDURE

Offers should be in the form of a Letter of Intent (LOI) and at a minimum offers should include the following:

1. Price
2. Earnest Money Deposit
3. Due Diligence Time Period
4. Closing Period
5. Bio/Experience
6. Any other substantial business points the buyer wants the seller to know

The owner will consider only those proposals submitted at the prior invitation of the Seller or its agents, Franklin Street. The Seller reserves the right to negotiate with any party at any time. The Seller also reserves the unrestricted right to reject any or all offers.

Please address offers to:

Franklin Street

Frank DeSalvo
Frank.DeSalvo@FranklinSt.com

Franklin Street

David Perlleshi
David.Perlleshi@FranklinSt.com

CONFIDENTIALITY AGREEMENT

This is a confidential Offering Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest into the acquisition of the Subject Property.

This Offering Memorandum contains selected information pertaining to the Property and does not purport to be a representation of state of affairs of the Owner or the Property, to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition, and other factors beyond the control of the Owner or Franklin Street Real Estate Services, LLC. Therefore, all projections, assumptions, and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements are approximations. Additional information and an opportunity to inspect the Property will be made available to all interested and qualified prospective purchasers. Neither the Owner or Franklin Street Real Estate Services, LLC, nor any of their respective directors, officers, affiliates or representatives are making any representation or warranty, expressed or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Offering Memorandum or use of its contents; and you are to rely solely on your own investigations and inspections of the Property in evaluating a possible purchase of the real property.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Offering Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered, and approved by the Owner and any obligations therein have been satisfied or waived.

By receipt of the Offering Memorandum, you agree that this Offering Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Offering Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or the Franklin Street Real Estate Services, LLC.

Furthermore, you agree not to use this Offering Memorandum or any of its contents in a manner detrimental to the interest of the Owner or Franklin Street Real Estate Services, LLC. In this Offering Memorandum, certain documents, including leases and other materials, are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are so advised and expected to review all such summaries and other documents of whatever nature independently and not to rely on the contents of this Offering Memorandum in any manner.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR FRANKLIN STREET REAL ESTATE SERVICES, LLC AGENT FOR MORE DETAILS.

Disclaimer: The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Franklin Street has not verified, and will not verify, any of the information contained herein. All potential buyers must take appropriate measures to verify all of the information set through the due diligence period.

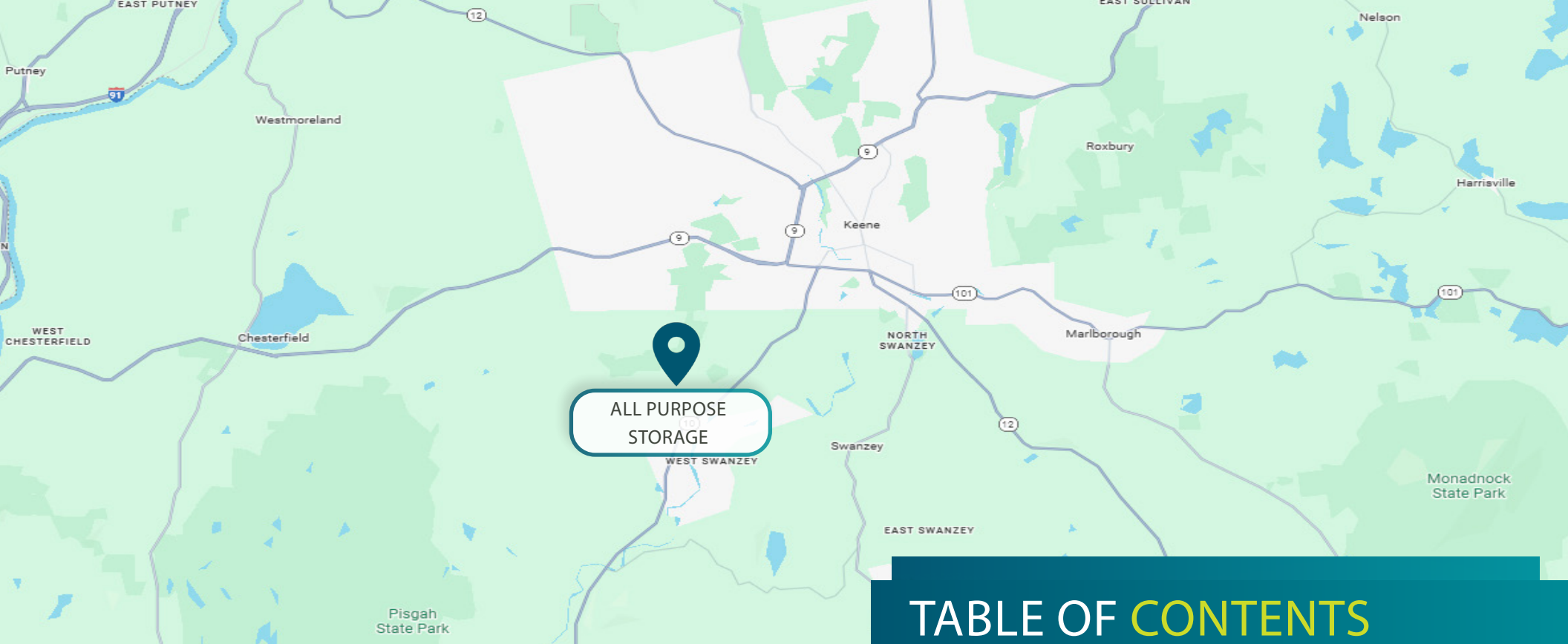


TABLE OF CONTENTS

4	PROPERTY INFORMATION
9	FINANCIAL ANALYSIS
14	LOCATION INFORMATION

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4

PROPERTY INFORMATION

ALL PURPOSE STORAGE

115 Base Hill Rd, Swanzey, NH
19,200 NRSF | Self-Storage Facility

OFFER SUMMARY

OFFERING SUMMARY

Sale Price	\$2,100,000
Address	115 Base Hill Rd, Swanzey, NH 03446
Land Area	3.143 AC
Number of Units	154
Building Area	19,200 NRSF
\$/NRSF	\$109.38
Unit Occupancy	82.69%
Square Foot Occupancy	81.90%
Economic Occupancy	81.19%
Current NOI	\$123,752
Cap Rate	5.89%
Pro Forma NOI	\$190,680
Pro Forma Cap Rate	9.08%
3-Mile SF/Capita	10.4
5-Mile SF/Capita	8.9

PROPERTY SUMMARY

MSA	Keene
County	Cheshire
Parcel ID	052000160000000000
Year Built	2000
Number of Buildings	Three
Number of Stories	One
Foundation	Concrete
Framing	Metal
Exterior Walls	Metal
Roof	Metal
Roof Age	2000
Drive Aisles	Asphalt
Security	Cameras, Perimeter Fencing
Entry	Gated w/ Keypad
Leasing Office	No
Management Software	StorEdge



PROPERTY HIGHLIGHTS

- Cash-Flowing Self Storage Asset Featuring 154 Non-Climate Units Totaling 19,200 Net Rentable Square Feet
- Highly Occupied Facility Providing the Opportunity to Immediately Increase Revenue Through Existing Customer Rent Increases
- Opportunity to Purchase Adjacent Land That is Approved for Parking, Outdoor Storage, and Industrial/Flex Development
- Strong Small-Market Demographics Featuring an Average Household Income of \$83,891 and a Growing Population of 31,559 Residents Within Five Miles of the Property
- Facility is Set Up for Remote Management with Perimeter Fencing, Automatic Gate, Keypad Entry, and Management Software Already in Place
- Swanzey is Located in the Beautiful Countryside of Southwestern New Hampshire Just Across the Vermont Border
- The Keene MSA is a Part of the Larger Keene-Brattleboro Combined Statistical Area and is Home to 123,669 Residents

PROPERTY PHOTOS



PARCEL VIEW



BASE HILL RD
3,204 VPD



FINANCIAL ANALYSIS

ALL PURPOSE STORAGE

115 Base Hill Rd, Swanzey, NH
19,200 NRSF | Self-Storage Facility

MARKET RENT ANALYSIS

COMP #	FACILITY	ADDRESS	DISTANCE	5x10 NC	10x10 NC	10x15 NC	10x20 NC
1	Extra Space Storage	439 W Swanzey Rd, Swanzey, NH	1.65 mi	\$74.00	\$116.00	\$153.00	\$191.00
2	MTT Storage	93 Wood St, Keene, NH	1.67 mi	\$75.00	\$95.00	\$115.00	\$145.00
3	Altitude Storage	440 W Swanzey Rd, Swanzey, NH	1.68 mi	\$79.00	\$113.00	\$139.00	\$165.00
4	Airport Storage	251 Old Homestead Hwy, Swanzey, NH	2.40 mi	NA	\$95.00	\$115.00	\$140.00
5	Keene Mini Storage	690 Marlboro St, Keene, NH	3.18 mi	\$72.00	\$109.00	\$137.00	\$163.00
6	Store-It of Swanzey	787 W Swanzey Rd, West Swanzey, NH	3.39 mi	\$85.00	\$115.00	\$140.00	\$165.00
7	Extra Space Storage	736 Monadnock Hwy, Swanzey, NH	5.09 mi	\$71.00	\$119.00	\$159.00	\$200.00
MEDIAN STREET RENTS				\$74.50	\$113.00	\$139.00	\$165.00
CURRENT STREET RENTS				\$59.00	\$89.00	\$127.00	\$159.00
PRO FORMA RENTS (YEAR 5)				\$80.00	\$125.00	\$162.00	\$203.00

*Market Rents were collected using publicly available data at the time of this offering

*NA means that unit type may or may not exist in a facility's inventory, but was not gathered at time of comps

UNIT MIX

NON-CLIMATE UNITS

SIZE	SQUARE FEET	TOTAL SF	TOTAL UNITS	OCCUPIED	VACANT	CURRENT STREET RATE	MONTHLY GPR	ANNUAL GPR	PRO FORMA STREET RATE	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
5x5	25	550	22	18	4	\$49	\$1,078	\$12,936	\$63	\$1,376	\$16,510
5x10	50	700	14	12	2	\$59	\$826	\$9,912	\$80	\$1,120	\$13,440
5x10	50	50	1	1	0	\$89	\$89	\$1,068	\$114	\$114	\$1,363
5x15	75	600	8	5	3	\$87	\$696	\$8,352	\$111	\$888	\$10,660
10x10	100	2,500	25	25	0	\$89	\$2,225	\$26,700	\$125	\$3,125	\$37,500
10x15	150	7,500	50	42	8	\$127	\$6,350	\$76,200	\$162	\$8,104	\$97,253
10x20	200	5,400	27	19	8	\$159	\$4,293	\$51,516	\$203	\$5,479	\$65,749
10x25	250	1,000	4	3	1	\$167	\$668	\$8,016	\$235	\$940	\$11,280
10x30	300	900	3	3	0	\$224	\$672	\$8,064	\$286	\$858	\$10,292
Total		19,200	154	128	26		\$16,897	\$202,764		\$22,004	\$264,046

OPEN PARKING

SIZE	SQUARE FEET	TOTAL SF	TOTAL UNITS	OCCUPIED	VACANT	CURRENT STREET RATE	MONTHLY GPR	ANNUAL GPR	PRO FORMA STREET RATE	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
8x20	160	320	2	1	1	\$109	\$218	\$2,616	\$139	\$278	\$3,339
Total			2	1	1		\$218	\$2,616		\$278	\$3,339

TOTAL UNIT MIX

UNIT TYPE	TOTAL SQUARE FEET	TOTAL UNITS	OCCUPIED	VACANT	UNIT OCCUPANCY	SQUARE FOOT OCCUPANCY	MONTHLY GPR	ANNUAL GPR	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
NON-CLIMATE UNITS	19,200	154	128	26	83.12%	81.90%	\$16,897	\$202,764	\$22,004	\$264,046
OPEN PARKING	-	2	1	1	50.00%	-	\$218	\$2,616	\$278	\$3,339
Total	19,200	154	128	26	82.69%	81.90%	\$17,115	\$205,380	\$22,282	\$267,385

ALL PURPOSE STORAGE

115 Base Hill Rd, Swanzey, NH

NRSF: 19,200

UNITS: 154

	T-3 Annualized	T-3 Broker Adjusted	Pro Forma (Year 5)
Gross Potential Income	\$205,380	\$205,380	\$267,385
Economic Occupancy	81.19%	81.19%	90.00%
Net Rental Income	\$166,752	\$166,752	\$240,646
Fee Income	\$11,156	\$11,156	\$14,439
Tenant Insurance Income (net)	\$15,382	\$9,229	\$11,827
Total Operating Income	\$193,290	\$187,137	\$266,912
Controllable Expenses			
Utilities	\$789	\$789	\$871
Repairs & Maintenance	\$300	\$300	\$2,194
Contract Services (incl snow removal)	\$11,313	\$4,736	\$5,229
Marketing	\$17,642	\$4,800	\$5,300
Bank & Credit Card Fees	\$4,825	\$4,825	\$5,338
Telephone & Internet	\$1,200	\$1,200	\$1,325
Office/Admin/Software	\$5,826	\$5,826	\$3,247
Call Center	\$0	\$0	\$4,546
Contract Labor	\$2,639	\$2,639	\$2,913
Total Controllable Expenses	\$44,534	\$25,115	\$30,964
Non-Controllable Expenses			
Real Estate Taxes	\$26,001	\$26,001	\$28,707
Insurance	\$2,912	\$2,912	\$3,216
Management Fee	\$0	\$9,357	\$13,346
Total Non-Controllable Expenses	\$28,913	\$38,270	\$45,268
Total Operating Expenses	\$73,448	\$63,386	\$76,232
Expense Ratio	38.00%	33.87%	28.56%
Net Operating Income	\$119,843	\$123,752	\$190,680

Assumptions

1) Gross Potential Income is based on the Unit Mix and Current Street Rates

2) Net Rental Income is based on the T-3 Management Summary dated 5/31/25, annualized

3) Operating Expenses are based on the T-12 P&L ending 4/30/25. Adjustments have been made using historical \$/SF expense data.

4) Pro Forma GPI has been escalated to account for the rent increases outlined in the Market Rent Analysis.

5) Fee Income is calculated as 6% of Net Rental Income in the Pro Forma.

6) Pro Forma Tenant Insurance Income is based on a penetration rate of 80% at a profit of \$8 per month per unit.

7) Pro Forma Taxes have been slightly escalated to account for future county-wide reassessment

FIVE YEAR CASH FLOW

ALL PURPOSE STORAGE

115 Base Hill Rd, Swanzey, NH

NRSF: 19,200

UNITS: 154

Year	T-3 Broker Adjusted	1	2	3	4	5
GPI Growth		6.0%	5.7%	5.4%	5.1%	4.9%
Expense Growth		2.0%	2.0%	2.0%	2.0%	2.0%
Gross Potential Income	\$205,380	\$217,781	\$230,182	\$242,583	\$254,984	\$267,385
Vacancy	\$0	\$21,778	\$11,509	\$12,129	\$12,749	\$13,369
Discounts	\$0	\$11,978	\$8,056	\$8,490	\$8,924	\$9,358
Bad Debt	\$0	\$3,267	\$3,453	\$3,639	\$3,825	\$4,011
Economic Occupancy	81.19%	83.00%	90.00%	90.00%	90.00%	90.00%
Net Rental Income	\$166,752	\$180,758	\$207,164	\$218,325	\$229,485	\$240,646
Fee Income	\$11,156	\$11,714	\$12,430	\$13,099	\$13,769	\$14,439
Tenant Insurance Income (net)	\$9,229	\$11,827	\$11,827	\$11,827	\$11,827	\$11,827
Total Operating Income	\$187,137	\$204,299	\$231,421	\$243,251	\$255,082	\$266,912
Controllable Expenses						
Utilities	\$789	\$805	\$821	\$837	\$854	\$871
Repairs & Maintenance	\$300	\$2,027	\$2,067	\$2,109	\$2,151	\$2,194
Contract Services (incl snow removal)	\$4,736	\$4,831	\$4,927	\$5,026	\$5,126	\$5,229
Marketing	\$4,800	\$4,896	\$4,994	\$5,094	\$5,196	\$5,300
Bank & Credit Card Fees	\$4,825	\$4,086	\$4,628	\$4,865	\$5,102	\$5,338
Telephone & Internet	\$1,200	\$1,224	\$1,248	\$1,273	\$1,299	\$1,325
Office/Admin	\$5,826	\$3,000	\$3,060	\$3,121	\$3,184	\$3,247
Call Center	\$0	\$4,200	\$4,284	\$4,370	\$4,457	\$4,546
Contract Labor	\$2,639	\$2,692	\$2,745	\$2,800	\$2,856	\$2,913
Total Controllable Expenses	\$25,115	\$27,760	\$28,776	\$29,495	\$30,224	\$30,964
Non-Controllable Expenses						
Real Estate Taxes	\$26,001	\$26,521	\$27,051	\$27,592	\$28,144	\$28,707
Insurance	\$2,912	\$2,971	\$3,030	\$3,091	\$3,153	\$3,216
Management Fee	\$9,357	\$10,215	\$11,571	\$12,163	\$12,754	\$13,346
Total Non-Controllable Expenses	\$38,270	\$39,707	\$41,653	\$42,846	\$44,051	\$45,268
Total Operating Expenses	\$63,386	\$67,467	\$70,428	\$72,341	\$74,275	\$76,232
Expense Ratio	33.87%	33.02%	30.43%	29.74%	29.12%	28.56%
Net Operating Income	\$123,752	\$136,833	\$160,992	\$170,910	\$180,806	\$190,680

LOCATION INFORMATION

ALL PURPOSE STORAGE

115 Base Hill Rd, Swanzey, NH
19,200 NRSF | Self-Storage Facility



DEMOGRAPHIC ANALYSIS

TOTAL POPULATION (2024)



3 MILE
5,922

5 MILE
32,126

10 MILE
45,471

PROJECTED POPULATION (2029)



3 MILE
6,222

5 MILE
33,716

10 MILE
47,509

AVERAGE HOUSEHOLD INCOME (2024)



3 MILE
\$78,158

5 MILE
\$83,064

10 MILE
\$87,772

MEDIAN AGE



3 MILE
30.5

5 MILE
41.2

10 MILE
43.3

HOUSEHOLD SIZE



3 MILE
2.1

5 MILE
2.2

10 MILE
2.2

TOTAL HOUSEHOLDS (2024)



3 MILE
2,153

5 MILE
13,627

10 MILE
19,086

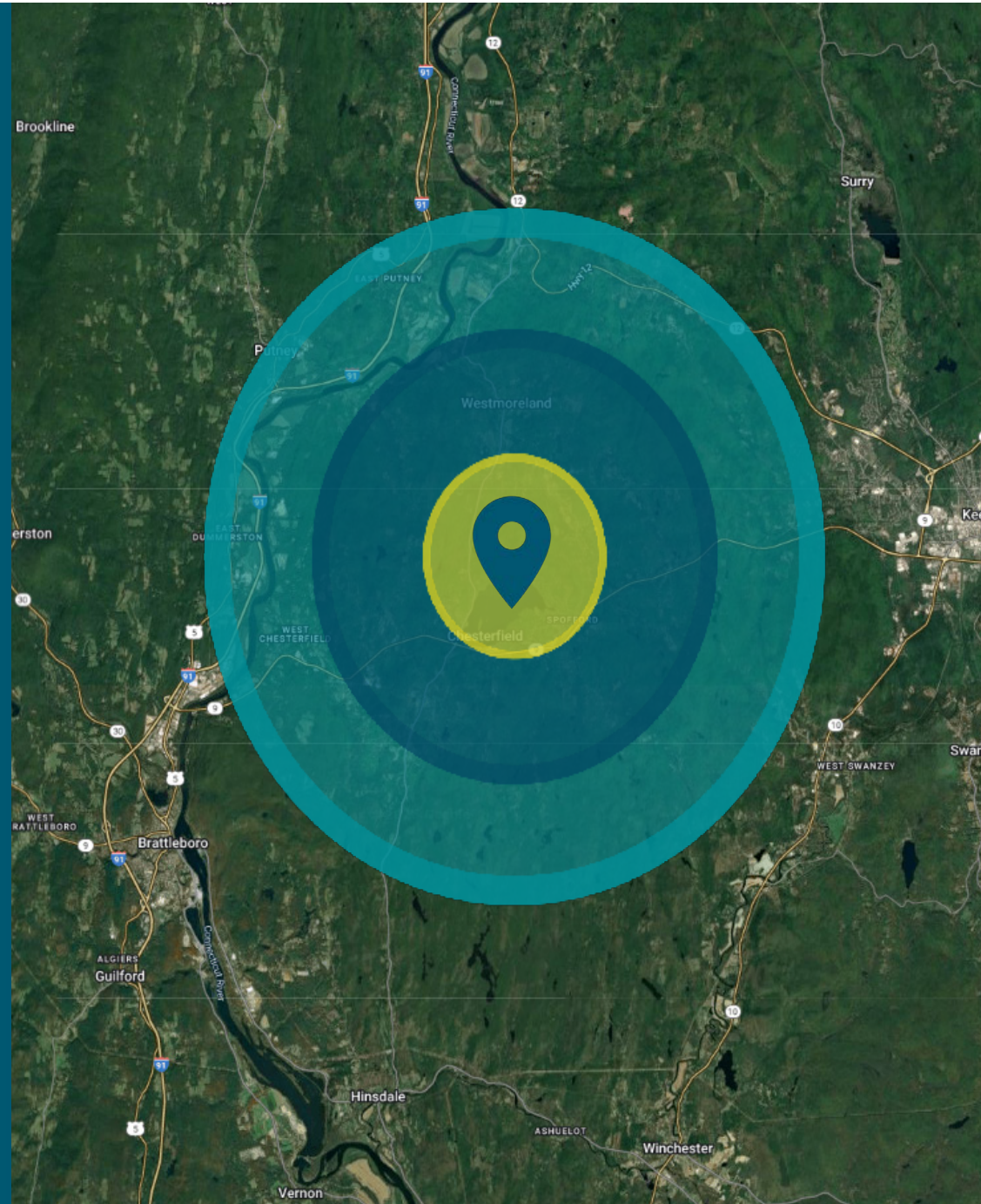
MEDIAN HOME VALUE



3 MILE
\$255,198

5 MILE
\$234,334

10 MILE
\$245,689



MEET THE TEAM

STRATEGIC PLANNING, ADVISORY, ACQUISITION & DISPOSITION

Our firm is a fully integrated shop, delivering expertise in investment sales, leasing, insurance, property and project management making Franklin Street the premier one-stop shop for self storage services in the southeast. Our integration allows us to create a truly unique experience for both new and established buyers.

MEET OUR SELF STORAGE SALES TEAM

Our team is dedicated to being true experts in the field and achieving exceptional results, one property at a time, for one client at a time. With combined volume history in self-storage investment sales of \$250M Frank DeSalvo and David Perllleshi lead a well-established team of dedicated professionals committed to the success of their clients.



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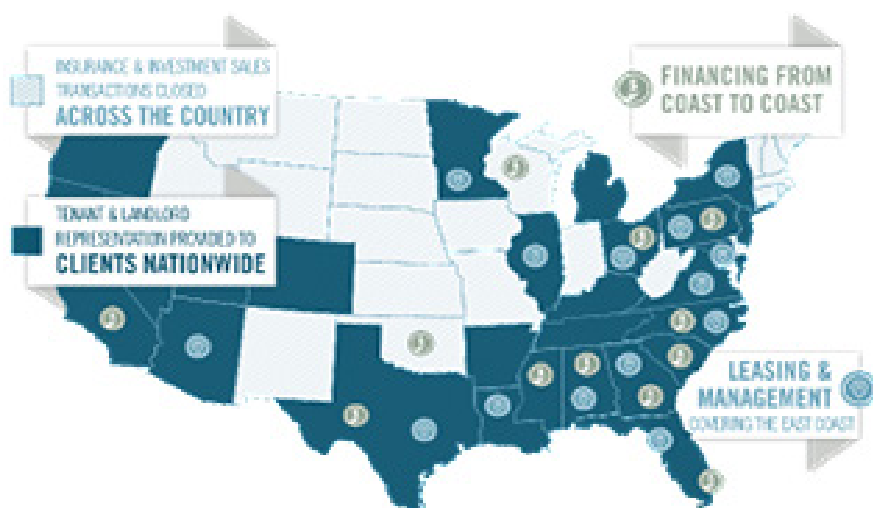
ABOUT US

OUR MISSION

At Franklin Street, we are committed to transforming the commercial real estate landscape through our comprehensive, full-service approach. Our mission is to deliver exceptional advisory services by leveraging the profound expertise of our team and embracing cutting-edge technology.

We offer a comprehensive suite of services tailored to meet the diverse needs of our clients. Our offerings include Capital Advisory, Investment Sales, Insurance Services, Landlord and Tenant Representation, Project Management, and Property Management, all meticulously crafted to ensure excellence and effectiveness.

We are committed to building strong relationships and delivering personalized service, ensuring that our clients feel supported at every step of their journey with us. With a focus on continuous improvement and innovation, we strive to exceed expectations and reinforce our reputation for excellence in the real estate sector.



ANDREW WRIGHT
FOUNDER &
CHAIRMAN OF THE BOARD



Since founding Franklin Street in 2006, our family of real estate services have continually surpassed the goals and expectations set within our own firm, as well as those set by our diverse portfolio of clients. As one of the fastest-growing full-service commercial real estate firms in the nation, we work to have offices in the top metropolitan markets with the best professionals performing across all lines of business.

Our success comes from our clients' successes. It has been my personal goal to instill a "client-first" philosophy that resonates throughout our entire organization. This philosophy, coupled with our core values — Collaboration, Integrity, Hard Work, Accountability & Innovation — is what makes Franklin Street the top choice for our clients' financial and real estate objectives."

Fifty
under
40

AMERICAN
BUSINESS
BEST
PLACES
TO WORK

CORPORATE
Philanthropy

FLORIDA
FAST 100

FLORIDA
500

CoSTAR
GROUP
POWER BROKER

women
of influence
AWARDS

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
BEST OF THE BEST

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ST FranklinStreet