

CONFIDENTIAL

OFFERING MEMORANDUM

2219 HIGHWAY 3185 | THIBODAUX, LA 70301

A CAJUN MINI STORAGE

22,650 NRSF | 238 UNITS

LISTING BROKER

LEE & ASSOCIATES, CHARLOTTE

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OUT OF STATE COOPERATING BROKER

LEE & ASSOCIATES, BATON ROUGE

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LEE-ASSOCIATES.COM/CHARLOTTE



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OFFERING MEMORANDUM DISCLAIMER

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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Jennifer Stein Real Estate, Inc and Lee & Associates Charlotte makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Jennifer Stein Real Estate, Inc and Lee & Associates Charlotte does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Jennifer Stein Real Estate, Inc and Lee & Associates Charlotte in compliance with all applicable fair housing and equal opportunity laws.

This is not intended to be an appraisal of the market value of the property, if an appraisal is desired, the services of a licensed or certified appraiser should be obtained. This report is not intended to meet the uniform standards of professional appraisal practice.

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2219 HIGHWAY 3185 THIBODAUX, LA 70301

PROPERTY INFORMATION

2219 Highway 3185
Thibodaux, LA 70301
Lafourche Parish

Parcel ID	0010056465
Site Size (Acres)	2.24 AC
Year Built	TBD
Property Class	C
Property Type	Climate Controlled & Drive-Up
Size (SF)	22,650 NRSF
Units	238
Occupancy % (SF)	85.20%

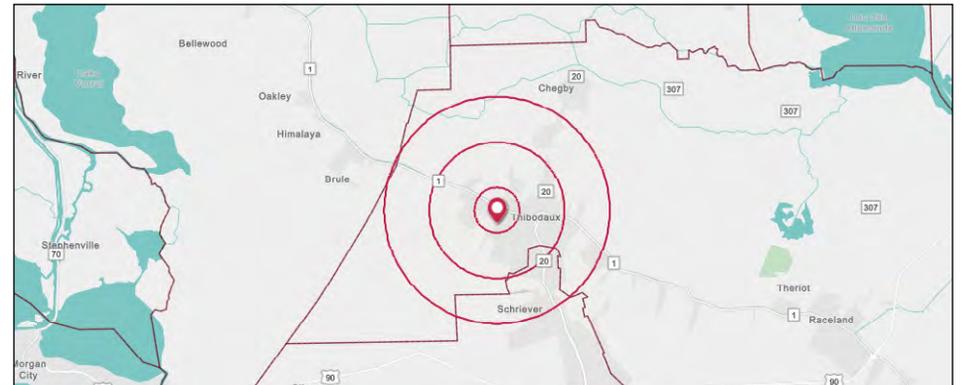


PROPOSED RENT ROLL DETAIL

ADDRESS	UNITS	OCC. UNITS	OCC %	TOTAL NRSF	OCC. NRSF	OCC %	RENT/MO	RENT/YR
2219 Highway 3185, Thibodaux, LA 70301	238	194	81.5%	22,650 SF	19,300 SF	85.2%	\$13,799	\$164,628

DEMOGRAPHICS

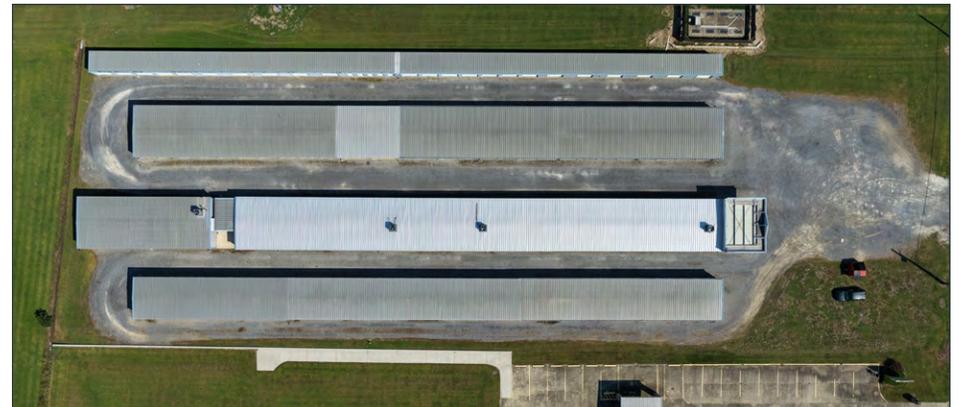
DEMOGRAPHICS	1 MI	3 MI	5 MI
2025 Total Population	5,239	27,350	39,577
2025-2030 Growth Rate: Population	0.15%	-0.21%	-0.29%
2025 Total Households	2,123	11,465	15,895
2025-2030 Growth Rate: Households	0.69%	0.27%	0.21%
2025 Median Household Income	\$58,947	\$55,471	\$59,779
2025 Median Age	36.9	36.3	36.5
NRSF Per Capita	22.37	16.35	11.95
2025 Mini-Storage Businesses (NAICS)	0	7	7



UNIT MIX

Unit Type	Unit Size	SF/Unit	Units	Units Rented	Total NRSF	Occ SF	Total SF %	Occ SF %	CURRENT				MARKET			
									Current Rent/Unit	PSF/Month	Rent/Month	Rent/Year	Market Rent/Unit	PSF/Month	Rent/Month	Rent/Year
Totals / Averages		95	238	194	22,650	19,300	100%	85.2%	\$71	\$0.71	\$13,719	\$164,628	\$75	\$0.79	\$17,820	\$213,840
Drive Up	5x10	50	46	28	2,300	1,400	10.2%	60.9%	\$44	\$0.89	\$1,245	\$14,940	\$50	\$1.00	\$2,300	\$27,600
Drive Up	10x5	50	1	1	50	50	0.2%	100.0%	\$50	\$1.00	\$50	\$600	\$50	\$1.00	\$50	\$600
Drive Up	5x15	75	6	4	450	300	2.0%	66.7%	\$25	\$0.33	\$100	\$1,200	\$55	\$0.73	\$330	\$3,960
Drive Up	10x10	100	52	41	5,200	4,100	23.0%	78.8%	\$65	\$0.65	\$2,674	\$32,088	\$70	\$0.70	\$3,640	\$43,680
Drive Up	10x15	150	46	43	6,900	6,450	30.5%	93.5%	\$74	\$0.49	\$3,165	\$37,980	\$80	\$0.53	\$3,680	\$44,160
Drive Up	10x20	200	1	1	200	200	0.9%	100.0%	\$95	\$0.48	\$95	\$1,140	\$95	\$0.48	\$95	\$1,140
Drive Up	20x15	300	1	1	300	300	1.3%	100.0%	\$145	\$0.48	\$145	\$1,740	\$150	\$0.50	\$150	\$1,800
Drive Up	15x25	375	2	2	750	750	3.3%	100.0%	\$155	\$0.41	\$310	\$3,720	\$155	\$0.41	\$310	\$3,720
Climate Controlled	5x10	50	38	33	1,900	1,650	8.4%	86.8%	\$58	\$1.17	\$1,930	\$23,160	\$65	\$1.30	\$2,470	\$29,640
Climate Controlled	10x10	100	43	38	4,300	3,800	19.0%	88.4%	\$98	\$0.98	\$3,725	\$44,700	\$105	\$1.05	\$4,515	\$54,180
Climate Controlled	10x15	150	1	1	150	150	0.7%	100.0%	\$140	\$0.93	\$140	\$1,680	\$140	\$0.93	\$140	\$1,680
Climate Controlled	15x10	150	1	1	150	150	0.7%	100.0%	\$140	\$0.93	\$140	\$1,680	\$140	\$0.93	\$140	\$1,680

PROPERTY PHOTOS 2219 HIGHWAY 3185



LOCATION OVERVIEW

2219 Highway 3185
Thibodaux, LA 70301

LOCATION OVERVIEW

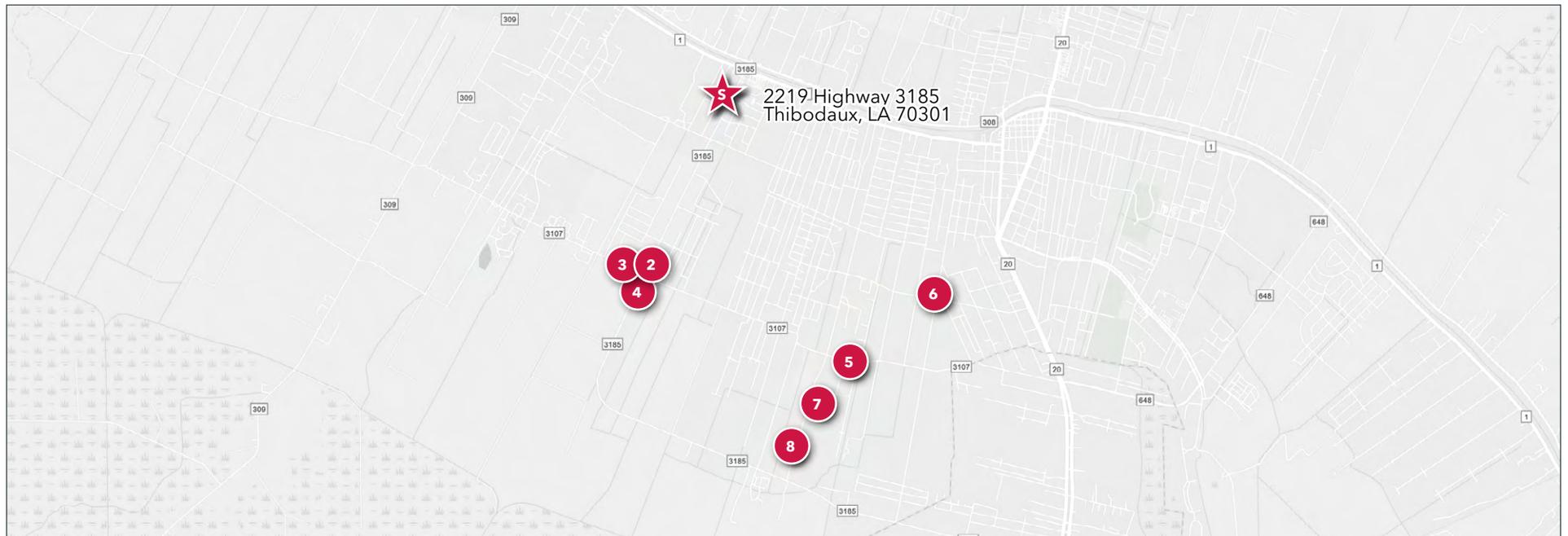
A Cajun Mini Storage is located in Thibodaux, Louisiana (Lafourche Parish), within the broader Bayou Region and the Houma-Thibodaux corridor. Positioned along LA Highway 3185, the property benefits from regional connectivity via nearby highway routes that link Thibodaux to surrounding communities and the Greater New Orleans area. Thibodaux functions as a regional hub anchored by healthcare, education, retail, and service employment.

These demand drivers—paired with stable surrounding residential neighborhoods—support consistent self-storage utilization from household, business, and life-event tenants. The submarket remains largely served by independent operators, creating a clear opportunity set for professional management, revenue optimization, and ancillary income implementation.

RENT COMPARABLES

A CAJUN MINI STORAGE

#	Facility	Address	Distance (miles)	CC - 5x10	CC - 10x10	CC - 10x15	Non CC - 5x10	Non CC - 10x10	Non CC - 10x15	Non CC - 10x20
S	A-Cajun Mini Storage LLC	2219 La-3185, Thibodaux, LA 70301	Subject	\$65	\$105	\$140	\$50	\$70	\$80	\$95
2	Eco Storage	1809 La-3185, Thibodaux, LA 70301	1.19	\$65	\$120	\$150	\$62	\$83	\$108	\$138
3	Eco Storage	2406 Talbot Ave, Thibodaux, LA 70301	1.22	\$65	\$120	\$150	\$62	\$83	\$108	\$138
4	Mini Mall Storage	1750 Louisiana 3185, Thibodaux, LA 70301	1.25	-	-	-	\$51	\$75	\$92	-
5	Stor-It Self Storage	1216 Talbot Ave, Thibodaux, LA 70301	1.54	\$75	\$125	\$155	\$55	\$70	\$100	-
6	Makespace Self-Storage	1600 Ridgefield Rd, Thibodaux, LA 70301	1.71	-	\$119	\$155	-	\$79	\$109	-
7	Box Self Storage	1427 Tiger Dr, Thibodaux, LA 70301	1.98	\$78	\$135	-	-	-	-	-
8	Affordable Storage Llc	1448 Tiger Dr, Thibodaux, LA 70301	2.21	-	\$115	\$155	\$55	\$60	\$115	-



CASH FLOW ANALYSIS

Operating Assumptions

- Income Growth - 3%
- Expense Growth - 2%
- Late Fee Income - 2.50%
- Merchandise Sales - 1.00%
- Tenant Insurance - \$72 Net Per Policy / Stabilizes at 75% Penetration
- Credit Card Fees - 2% of NRI
- Property Insurance - \$0.45/SF
- Property Management Fees - 5% of NRI

	Trailing-12 Hist.	Trailing-12 Adj.	Proforma Assumptions	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Potential Rent	\$213,840	\$213,840	\$224,532	\$224,532	\$238,004	\$252,284	\$267,421	\$283,466
Storage Rent	\$164,628	\$164,628	\$190,822	\$190,822	\$221,312	\$234,590	\$248,666	\$263,586
Rental Income	\$164,628	\$164,628	\$190,822	\$190,822	\$221,312	\$234,590	\$248,666	\$263,586
Other Income								
Late Fees	\$0	\$0	\$4,771	\$4,771	\$5,533	\$5,865	\$6,217	\$6,590
Admin Fees	\$0	\$0	\$5,400	\$5,400	\$5,562	\$5,729	\$5,901	\$6,078
Tenant Insurance	\$0	\$0	\$6,984	\$6,984	\$11,951	\$11,951	\$11,951	\$12,309
Merchandise Sales	\$0	\$0	\$1,908	\$1,908	\$2,213	\$2,346	\$2,487	\$2,636
Truck Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessions and Discounts	\$0	\$0	-\$14,151	-\$14,151	-\$12,000	-\$5,000	-\$5,000	-\$5,000
Total Other Income	\$0	\$0	\$4,912	\$4,912	\$13,259	\$20,890	\$21,555	\$22,612
Econ. Vacancy	\$49,212	\$49,212	\$33,710	\$33,710	\$16,692	\$17,694	\$18,756	\$19,881
Econ. Vacancy (%)	23.0%	23.0%	15%	15%	7%	7%	7%	7%
Effective Gross Income	\$164,628	\$164,628	\$195,734	\$195,734	\$234,570	\$255,480	\$270,220	\$286,198
Expenses								
Real Estate Taxes	\$4,410	\$4,410	\$4,498	\$4,498	\$4,723	\$4,959	\$5,207	\$5,467
Advertising	\$86	\$2,400	\$5,000	\$5,000	\$5,100	\$5,202	\$5,306	\$5,412
Bank Fees	\$0	\$0	\$250	\$250	\$255	\$260	\$265	\$271
Credit Card Fee	\$3,670	\$3,500	\$3,915	\$3,915	\$4,691	\$5,110	\$5,404	\$5,724
Computer Software	\$0	\$0	\$4,200	\$4,200	\$4,284	\$4,370	\$4,457	\$4,546
Insurance	\$8,010	\$10,193	\$10,193	\$10,193	\$10,396	\$10,604	\$10,816	\$11,033
Inventory Locks and Packaging	\$0	\$0	\$916	\$916	\$1,062	\$1,126	\$1,194	\$1,265
Landscaping	\$6,060	\$3,000	\$3,000	\$3,000	\$3,060	\$3,121	\$3,184	\$3,247
Maintenance & Repairs	\$13,823	\$10,000	\$10,000	\$10,000	\$10,200	\$10,404	\$10,612	\$10,824
Office Supplies	\$475	\$475	\$1,200	\$1,200	\$1,224	\$1,248	\$1,273	\$1,299
On Site Management	\$0	\$30,000	\$30,000	\$30,000	\$30,600	\$31,212	\$31,836	\$32,473
Postage	\$546	\$546	\$500	\$500	\$510	\$520	\$531	\$541
Pest Control	\$0	\$0	\$1,200	\$1,200	\$1,224	\$1,248	\$1,273	\$1,299
Professional Fees	\$25,507	\$2,000	\$1,200	\$1,200	\$1,224	\$1,248	\$1,273	\$1,299
Licenses and Permits	\$275	\$275	\$500	\$500	\$510	\$520	\$531	\$541
Management Fee	\$0	\$8,231	\$9,787	\$9,787	\$11,729	\$12,774	\$13,511	\$14,310
Other Expenses	\$17,200	\$5,000	\$5,000	\$5,000	\$5,100	\$5,202	\$5,306	\$5,412
Utilities	\$4,917	\$4,500	\$6,795	\$6,795	\$6,931	\$7,070	\$7,211	\$7,355
Total Expenses	\$84,980	\$84,530	\$98,152	\$98,152	\$102,823	\$106,199	\$109,191	\$112,319
Net Operating Income	\$79,648	\$80,098	\$97,581	\$97,581	\$131,747	\$149,281	\$161,029	\$173,879

An aerial photograph of a suburban neighborhood, featuring a mix of residential houses and commercial buildings. The scene is overlaid with a semi-transparent red filter. A large, white, bold text overlay is centered on the image. The background shows a street grid, parking lots with cars, and green spaces with trees. In the distance, a larger commercial building and a parking lot are visible, along with a hilly landscape under a clear sky.

ABOUT LEE & ASSOCIATES

THE LEE ADVANTAGE

Established in 2024, Lee & Associates Charlotte operates as a dynamic satellite office, addressing the real estate requirements of our clients. Given the strong economic growth in North Carolina, having an office in Charlotte is vital to meeting our clients' demands. The Charlotte branch embodies Lee's unparalleled capabilities and steadfast commitment to integrity, attracting astute building owners and company managers who recognize the benefits of partnering with a broker focused on business-minded solutions.

Through diligence and an unwavering dedication to their clients' best interests, Lee & Associates pledges to deliver optimal returns on real estate investments. As a member of a nationwide network of brokers spanning over 75 office locations across the US and Canada, Lee & Associates brokers possess unique qualifications to support clients' real estate needs not only in North Carolina but also throughout the US and internationally.

SERVICES TO MEET THE NEEDS OF OUR CLIENTS

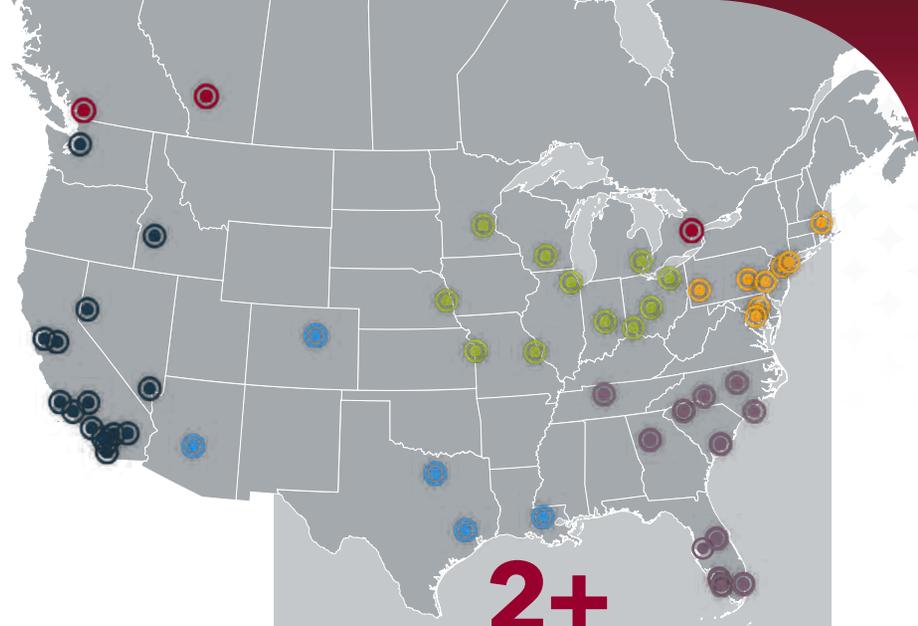
Lee & Associates' offices offer a broad array of real estate services tailored to meet the needs of the company's clients in each of the markets it operates, including commercial real estate brokerage, integrated services, and construction services.

With specialty practice groups in each of these disciplines, our professionals regularly collaborate to make sure they are providing their clients with the most advanced, up-to-date market technology and information.

PROFESSIONAL DEVELOPMENT

At Lee & Associates, our culture, which is driven by entrepreneurship that is steeped in client services, has always attracted the best and brightest in the industry. Our core values, coupled with our professional's expertise and knowledge, have always been the foundation of our success.

To ensure that our clients always receive the highest level of expertise and service, we believe that continued education and training are key. In addition to our annual Lee Summit conference, each year, we host both online and small group training sessions focusing on continued education for our brokerage, integrated services, marketing, IT, and administrative professionals. [Lee & Associates is home to the 5th largest number of Society of Industrial and Office Realtors \(SIOR\) members in the world and is ranked in the top 10 Certified Commercial Investment Member \(CCIM\) designee companies in North America.](#)



2+

BILLION

**IN BROKERED SALE &
LEASE SF OVER 5 YEARS**

\$115+

BILLION

**IN TRANSACTION
VOLUME OVER 5 YEARS**

1,600

PROFESSIONALS

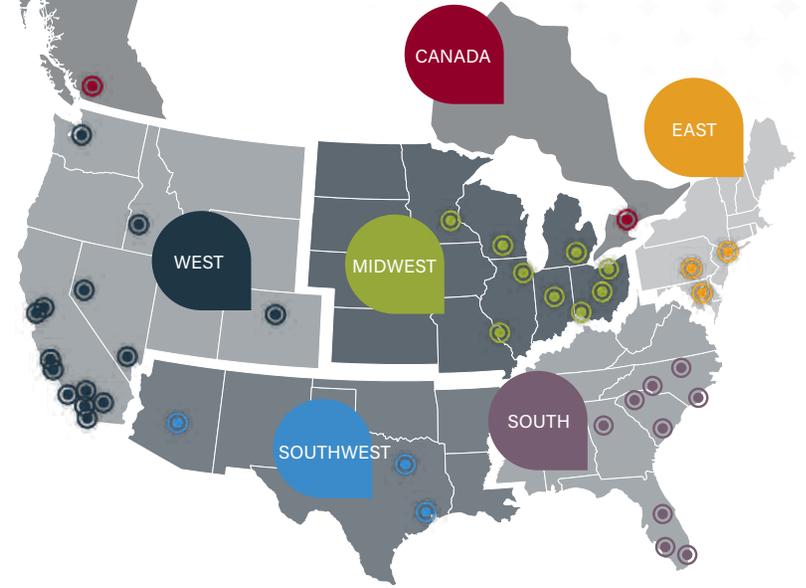
**AND GROWING
INTERNATIONALLY**

\$115+ Billion
Total Transaction
Volume Over 5 Years

1,600
Professionals
and Growing
Internationally

2+ Billion
In Brokered Sale
& Lease SF over 5
Years

NATIONAL BROKERAGE NETWORK



WHY LEE & ASSOCIATES

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- 2025 - Las Vegas, NV
- 2025 - Wilmington, NC
- 2024 - Charlotte, NC
- 2023 - Baton Rouge, LA
- 2023 - Kansas City, MO
- 2023 - Central California, CA
- 2023 - Western Pennsylvania, PA
- 2023 - Lincoln, NE
- 2023 - Lafayette, LA
- 2023 - Tampa Bay, FL
- 2023 - Orlando, FL
- 2022 - San Francisco, CA
- 2022 - Omaha, NE
- 2022 - Calgary, AB
- 2021 - Nashville, TN
- 2022 - LA - Downtown, CA
- 2022 - San Francisco, CA
- 2022 - Omaha, NE
- 2020 - Naples, FL
- 2020 - Washington, DC
- 2020 - Boston, MA
- 2019 - Toronto, ON
- 2018 - Cincinnati, OH
- 2018 - Raleigh, NC
- 2018 - Miami, FL
- 2016 - Seattle, WA
- 2016 - Walnut Creek
- 2016 - Vancouver, BC Canada

- 2016 - Twin Cities, MN
- 2016 - Pasadena, CA
- 2015 - Eastern Pennsylvania
- 2015 - Columbus, OH
- 2015 - Houston, TX
- 2014 - Denver, CO
- 2014 - Cleveland, OH
- 2013 - Long Island-Queens, NY
- 2013 - Chesapeake Region , MD
- 2012 - Edison, NJ
- 2012 - Orlando, FL
- 2012 - Charleston, SC
- 2011 - Fort Myers, FL
- 2011 - Manhattan, NY

- 2011 - Greenville, SC
- 2010 - Atlanta, GA
- 2010 - Greenwood, IN
- 2010 - Indianapolis, IN
- 2009 - Long Beach, CA
- 2008 - Boise, ID
- 2008 - ISG, LA, CA
- 2008 - Palm Desert, CA
- 2008 - Santa Barbara, CA
- 2006 - Antelope Valley, CA
- 2006 - Dallas, TX
- 2006 - Madison, WI
- 2006 - Oakland, CA
- 2006 - Reno, NV

- 2006 - San Diego - UTC, CA
- 2006 - Ventura, CA
- 2006 - San Luis Obispo, CA
- 2005 - Southfield, MI
- 2005 - Los Olivos, CA
- 2004 - Calabasas, CA
- 2004 - St. Louis, MO
- 2002 - Chicago, IL
- 2001 - Victorville, CA
- 1999 - Temecula Valley, CA
- 1996 - Central LA, CA
- 1994 - Sherman Oaks, CA
- 1994 - West LA, CA
- 1993 - Pleasanton, CA

- 1993 - Stockton, CA
- 1991 - Phoenix, AZ
- 1990 - Carlsbad, CA
- 1990 - Industry, CA
- 1989 - LA - Long Beach, CA
- 1989 - Riverside, CA
- 1987 - Ontario, CA
- 1984 - Newport Beach, CA
- 1983 - Orange, CA
- 1979 - Irvine, CA

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