

ABC Storage

(Offers Due Friday January 17th, 2025)



**CALVARY
REALTY**



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**CONFIDENTIALITY DISCLAIMER &
EXCLUSIVE AGENCY MEMORANDUM**



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📍 www.calvaryrealty.com
📍 San Bernardino, CA

This Exclusive Agency Memorandum (“Memorandum”) was prepared by Calvary Realty (“CR”) on behalf of (“Seller”) and is confidential and furnished to prospective buyers of the Property described herein subject to the terms of the Confidentiality Agreement previously provided to and executed by such prospective buyers. This Memorandum is intended solely to assist prospective buyers in their evaluation of the Property and their consideration of whether to purchase the Property. It is not to be used for any other purpose or made available to any other person without the prior written consent of CR.

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.

Neither Seller nor CR nor any of their respective officers, advisors, agents, shareholders, or principals has made or will make any representation or warranties, express or implied, as to the accuracy or completeness of the Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of the Memorandum or the contents. Analysis and verification of the information contained in the Memorandum is solely the responsibility of the prospective purchaser. The Seller expressly reserves the right, in its sole discretion, to reject any offer to purchase the Property or to terminate any negotiations with any party at any time, with or without notice. The Seller shall have no legal commitment or obligation to any prospective purchaser unless and until a written Purchase and Sale Agreement has been fully executed and delivered and any and all conditions to the Seller’s obligations thereunder have been fully satisfied or waived. The Seller is responsible for any commission due to CR in connection with the sale of the Property. No other party, including CR, is authorized to make any representation or agreement on behalf of the Seller. This Memorandum remains the property of the Seller and CR and may be used only by the parties approved by the Seller and CR.

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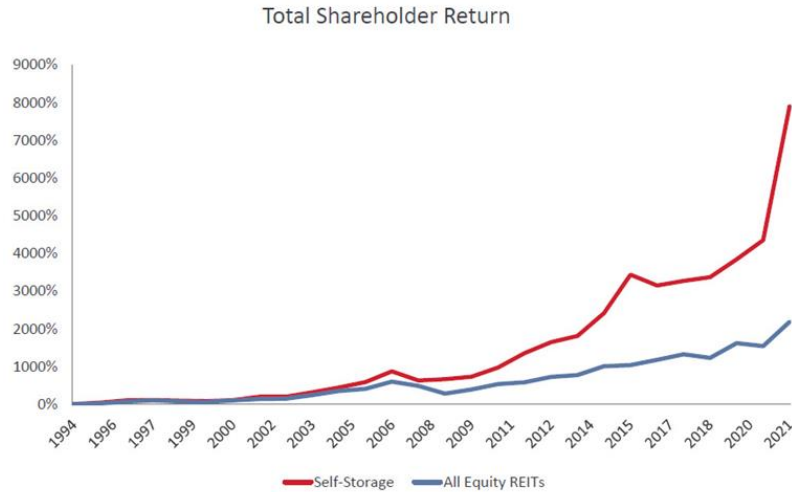
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WHY SELF STORAGE?

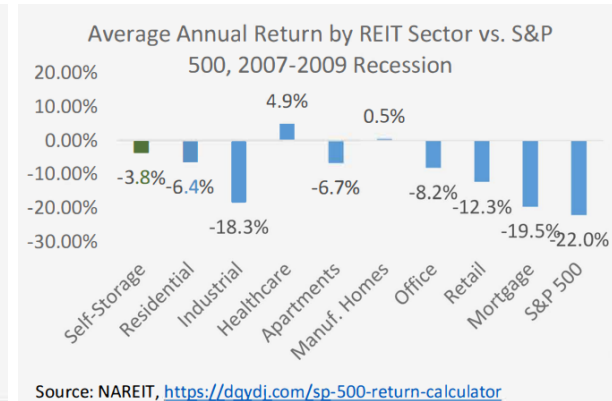
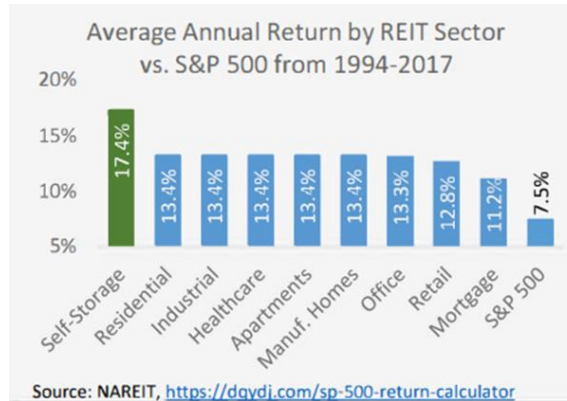
- 1) **High Returns:** Storage REITs generated the highest returns of all REITs over the last 30 years!
 - [Article: Self Storage REIT's Outperform All Others](#)
- 2) **Recession Resistant:** Self Storage outperformed all other REIT's during the last recession!
 - [Article: Five Reasons to Invest in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



Click Image to Play Video



Fort Collins, CO 

 **JUST**

Listed!

 CALVARY REALTY

PROPERTY OVERVIEW

Calvary Realty is proud to present ABC Storage, a well-maintained self-storage facility located at 904 N U.S. Hwy 287 in Fort Collins, Colorado, within the thriving Fort Collins-Loveland MSA, serving a population of over 370,000. Offered at a pricing guidance of \$4,500,000 with a price per square foot of \$123.30, this property spans 36,496 rentable square feet across 203 units, achieving a physical occupancy rate of 88%. Site has approval for an 8,400 square foot building expansion.

Positioned on 4.29 acres, ABC Storage comprises nine single-story, metal and steel-constructed buildings with a gross square footage of 186,981. Built in 1993, the facility offers high visibility and accessibility along the heavily trafficked US Highway 287, which boasts a daily traffic count of 13,100. Its strategic location near the Cache La Poudre-North Park Byway provides proximity to Colorado State University, new housing developments, and multiple lakes and reservoirs.

With features such as gated and fenced access, historically high occupancy, and recent rent increases, ABC Storage presents strong operational performance and income stability. Below-market rents and expansion opportunities further enhance the property's investment potential, making it a compelling opportunity in the dynamic Fort Collins market.

Owner is willing to carry interest only financing for a 5-year period!

INVESTMENT HIGHLIGHTS

- Seller Financing Available
- 4th Largest City in Colorado
- High Historical Occupancy
- Gated & Fenced
- Approved for 8,400 sq. ft. Expansion
- Recent Rent Increase
- Home to Colorado State University
- Proximity to Multiple Lakes and Reservoirs
- High Traffic Count
- High Visibility

LOCAL AREA



**Hewlett Packard
Enterprise**



Banner Health®



Fort Collins, Colorado, is a vibrant city located in northern Colorado, nestled along the foothills of the Rocky Mountains. With a population of around 175,000, it is the fourth largest city in the state and serves as the county seat of Larimer County. Known for its stunning natural scenery, outdoor recreational opportunities, and a thriving economy, Fort Collins is often ranked as one of the best places to live in the U.S.

Founded as a military outpost in the 1860s, Fort Collins has grown into a bustling hub for education, technology, and craft brewing. It is home to Colorado State University (CSU), a major research institution that significantly influences the city's culture and economy. The university brings a youthful energy to the city, fostering innovation and attracting talent from around the country.

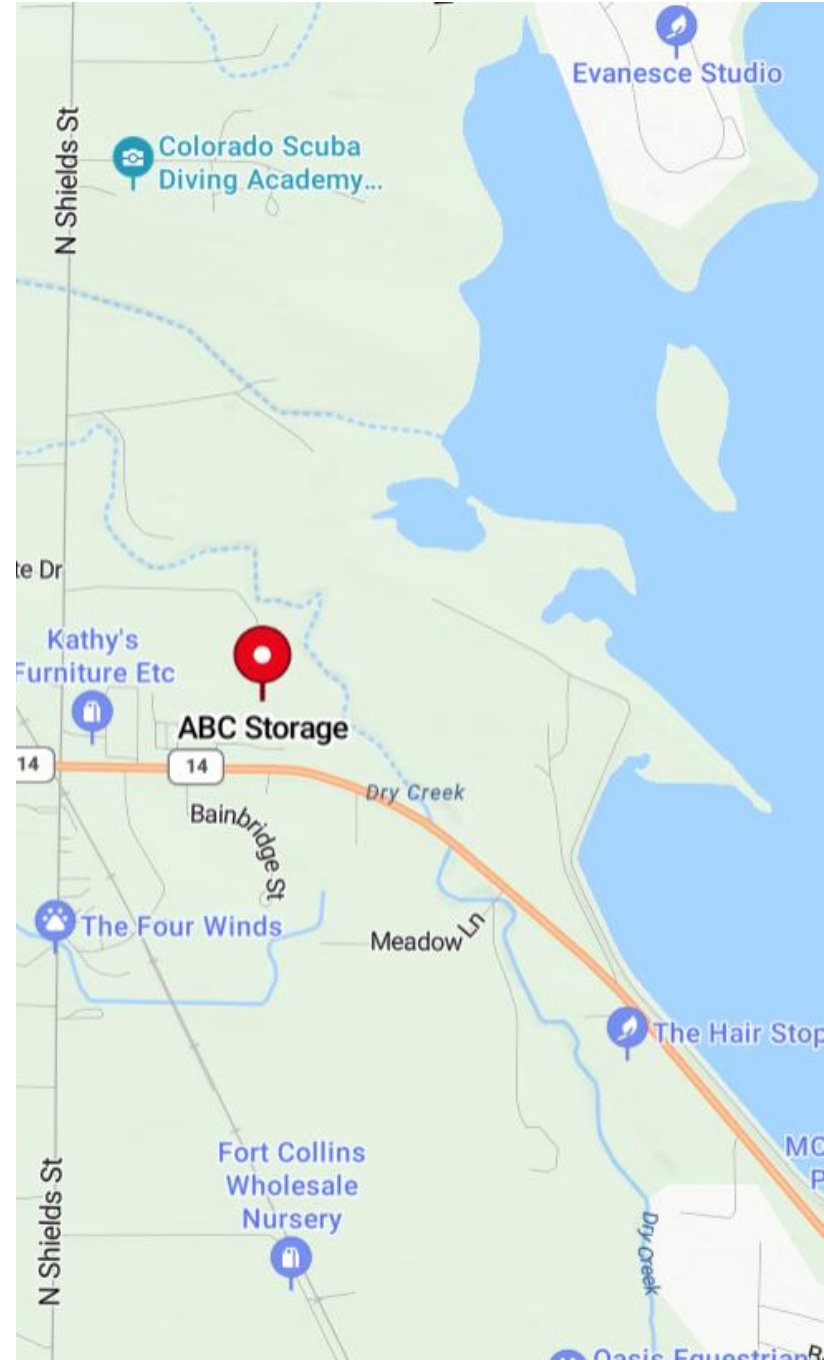
Major Employers in Fort Collins:

Colorado State University | Hewlett-Packard (HP) | Poudre School District | Woodward, Inc. | New Belgium Brewing Company | Banner Health | Intel Corporation | City of Fort Collins

Fort Collins offers an unbeatable combination of natural beauty, a strong economy, and a high quality of life. Its proximity to the Rocky Mountains provides residents with endless opportunities for outdoor recreation, while the city itself boasts a thriving downtown, excellent schools, and a growing technology sector. With its mix of historic charm and modern innovation, Fort Collins is an appealing destination for families, professionals, and businesses alike.

PROPERTY PROFILE

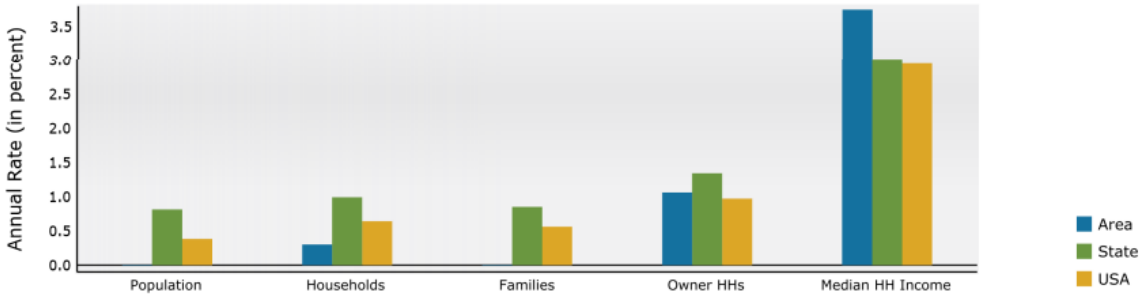
Property Name:	ABC Storage
Address:	904 N U.S. Hwy 287, Fort Collins, CO 80524
MSA:	Fort Collins - Loveland MSA
MSA Population:	370,771
Pricing Guidance:	\$4,500,000
Existing Cap Rate:	5.44%
Price Per Square Foot:	\$123.30
Enclosed Sq. Ft.:	36,496
Number of Units:	203
Physical Occupancy:	88%
Acreage:	4.29
Gross Square Feet:	186,981
Year Built:	1993
APN / Zoning:	R1383183 Warehouse
County:	Larimer
Number of Buildings:	9
Number of Stories:	1
Construction:	Metal and Steel
Cross Streets:	Cache La Poudre-North Park Byway
Nearest Freeway:	US Highway 287
Traffic Count:	13,100
Property Website:	https://abcstoragefc.com/



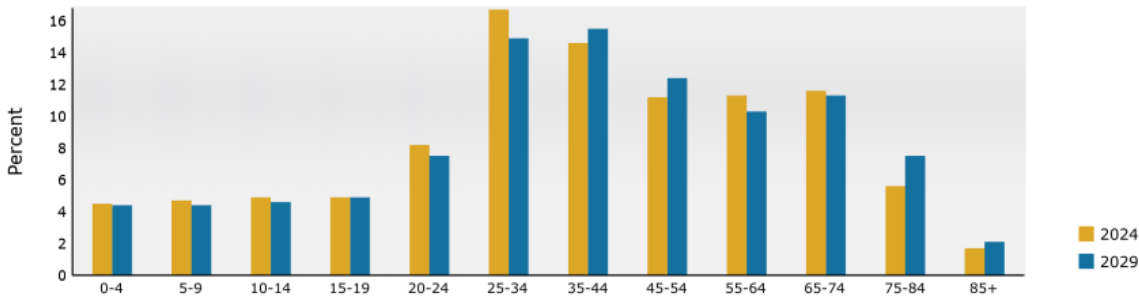
DEMOGRAPHIC AND INCOME (3 Mile Radius)

Demographic and Income (Ring: 3 mile radius)

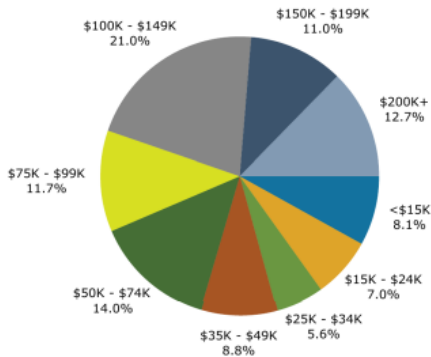
Trends 2024-2029



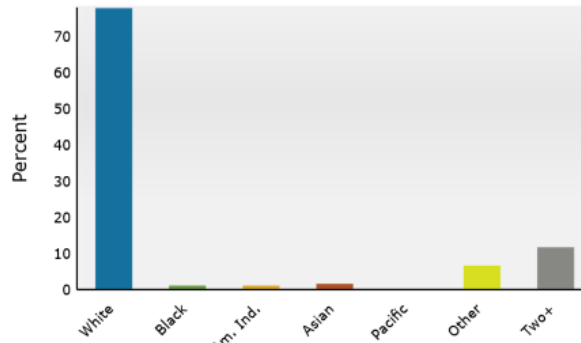
Population by Age



2024 Household Income



2024 Population by Race



2024 Percent Hispanic Origin: 18.3%

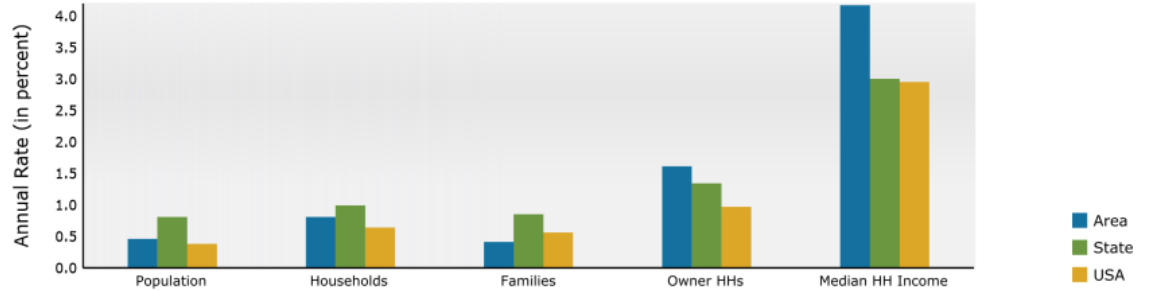




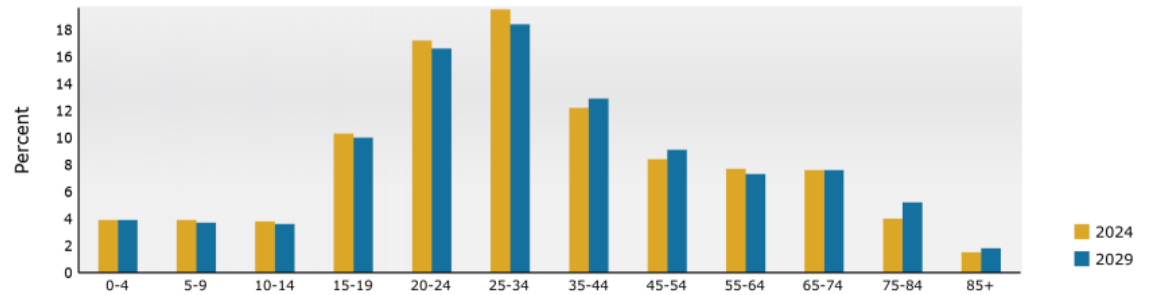
DEMOGRAPHIC AND INCOME (5 Mile Radius)

Demographic and Income (Ring: 5 mile radius)

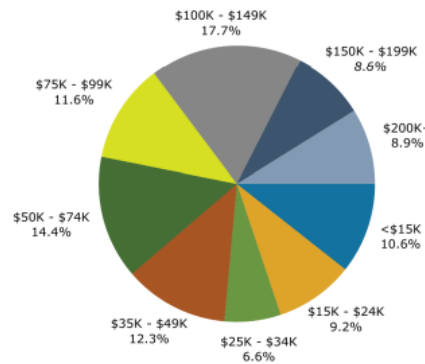
Trends 2024-2029



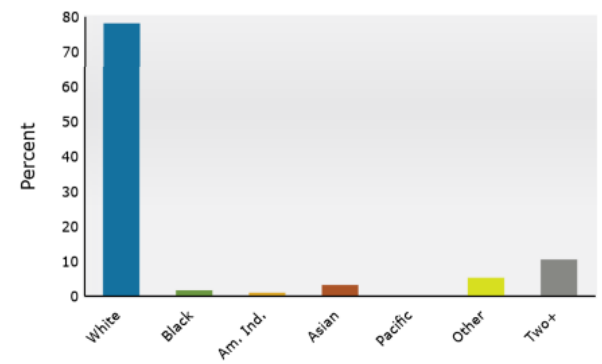
Population by Age



2024 Household Income



2024 Population by Race



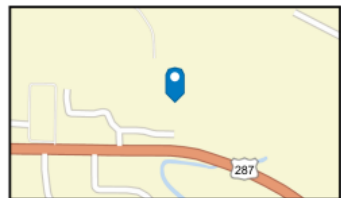
2024 Percent Hispanic Origin: 15.8%

HOUSING PROFILE (5 Mile Radius)

Housing Profile (Ring: 5 mile radius)						
Population			Households			
2020 Total Population	89,688		2024 Median Household Income		\$67,997	
2024 Total Population	91,827		2029 Median Household Income		\$83,422	
2029 Total Population	93,966		2024-2029 Annual Rate		4.17%	
2024-2029 Annual Rate	0.46%					
Census 2020						
Housing Units by Occupancy Status and Tenure	2020		2024		2029	
	Number	Percent	Number	Percent	Number	Percent
Total Housing Units	37,634	100.0%	39,447	100.0%	41,068	100.0%
Occupied	35,198	93.5%	36,688	93.0%	38,201	93.0%
Owner	16,636	44.2%	17,087	43.3%	18,509	45.1%
Renter	18,562	49.3%	19,601	49.7%	19,692	47.9%
Vacant	2,438	6.5%	2,759	7.0%	2,867	7.0%
Owner Occupied Housing Units by Value						
			2024		2029	
			Number	Percent	Number	Percent
Total			17,079	100.0%	18,503	100.0%
<\$50,000			1,259	7.4%	1,034	5.6%
\$50,000-\$99,999			260	1.5%	137	0.7%
\$100,000-\$149,999			97	0.6%	1	0.0%
\$150,000-\$199,999			113	0.7%	12	0.1%
\$200,000-\$249,999			91	0.5%	53	0.3%
\$250,000-\$299,999			268	1.6%	63	0.3%
\$300,000-\$399,999			1,082	6.3%	397	2.1%
\$400,000-\$499,999			2,696	15.8%	1,885	10.2%
\$500,000-\$749,999			7,118	41.7%	8,070	43.6%
\$750,000-\$999,999			2,683	15.7%	4,322	23.4%
\$1,000,000-\$1,499,999			953	5.6%	1,713	9.3%
\$1,500,000-\$1,999,999			248	1.5%	460	2.5%
\$2,000,000+			211	1.2%	356	1.9%
Median Value			\$593,899		\$675,635	
Average Value			\$624,470		\$736,505	
Census 2020 Housing Units			Number	Percent		
Total			37,634	100.0%		
Housing Units In Urbanized Areas			35,920	95.4%		
Rural Housing Units			1,714	4.6%		
Census 2020 Owner Occupied Housing Units by Mortgage Status			Number	Percent		
Total			16,637	100.0%		
Owned with a Mortgage/Loan			11,432	68.7%		
Owned Free and Clear			5,205	31.3%		

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



PROPERTY PHOTOS



PROPERTY PHOTOS



APPROVED DEVELOPMENT

LARIMER COUNTY | COMMUNITY DEVELOPMENT

P.O. Box 1190, Fort Collins, Colorado 80522-1190

March 7, 2023

William Seaworth

Via email: seaworthsafesales@hotmail.com

Re: Con Agra PUD, Tract B (File #93-MS0243 On-Base)

Mr. Seaworth,

You recently requested a letter stating that the development plan for Con Agra PUD (aka ABC Storage and Ron's Equipment PUD), Tract 'B' is eligible for another building without further review.

The construction plans show the buildout of the project and include a building that is 280-feet long by 30-feet wide on that tract. The project has been built over time where other buildings have been completed Tract B is currently vacant. However, the original application and approval did not give a time frame for completion. The construction plan shown on the next page supports eligibility for a building on Tract B (up to 280-feet x 30-feet) without additional planning review requirements.

Sincerely,



Lesli Ellis, AICP CEP
Community Development Director



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

Market Summary

Market Coverage
Comparisons are made with

904 N US Highway 287, Fort Collins, CO 80524
5 mile radius
National Totals and Averages, Colorado 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	861,508	57,176	481,156	Net Rentable Sq Ft	1,040,243	57,176	564,891
Sq Ft per Capita				Sq Ft per Capita			
2022 Sq Ft per Capita	9.58	53.94	18.51	2022 Sq Ft per Capita	11.56	53.94	21.74
2024 Sq Ft per Capita	9.30	52.46	17.98	2024 Sq Ft per Capita	11.23	52.46	21.10
2026 Sq Ft per Capita	9.03	50.91	17.45	2026 Sq Ft per Capita	10.90	50.91	20.49
Sq Ft per Household	22.98	148.9	42.46	Sq Ft per Household	27.75	148.9	49.85
Total Stores	23	2	9	Total Stores	25	2	10
REITS	0	0	0	REITS	0	0	0
Large Ops	3	0	2	Large Ops	3	0	2
Mid Ops	2	0	1	Mid Ops	3	0	2
Single Ops	18	2	6	Single Ops	18	2	6
New Developments	2	0	1	New Supply Ratio	20.75%	N/A	17.4%
Sq Ft of Developments	178,735	0	83,735				
Stores opened within the last year	0	0	0				
Demographics							
2022 Population	89,958	1,060	25,989				
2024 Population	92663 (+3.01% change)	1090 (+2.83% change)	26766 (+2.99% change)				
2026 Population	95446 (+6.10% change)	1123 (+5.94% change)	27568 (+6.08% change)				
Households	37,484	384	11,332				
Rental Households	20,075	114	3,994				
Rental Households Percentage	53.56%	29.69%	35.25%				
Median Household Income	\$ 70,434	\$ 74,856	\$ 85,958				
Average Rate Per Square Feet - Walk In Rate							
All Units without Parking	\$ 1.42	\$ 1.25	\$ 1.40				
All Units with Parking	\$ 1.31	\$ 1.25	\$ 1.35				
Regular Units	\$ 1.28	\$ 1.25	\$ 1.19				
Climate Controlled Units	\$ 1.72	N/A	\$ 1.79				
Only Parking	\$ 0.55	N/A	\$ 0.85				
Rate Trend (12 months)	26.54%	4.48%	27.43%				
Average Rate Per Square Feet - Online Rates							
All Units without Parking	\$ 1.29	\$ 1.19	\$ 1.23				
All Units with Parking	\$ 1.19	\$ 1.19	\$ 1.19				
Regular Units	\$ 1.18	\$ 1.19	\$ 1.09				
Climate Controlled Units	\$ 1.53	N/A	\$ 1.49				
Only Parking	\$ 0.52	N/A	\$ 0.85				
Rate Trend (12 months)	26.54%	4.48%	27.43%				
Units Not Advertised	6%	0%	0%				

RENTAL SURVEY SUMMARY

Property Name	Address	Lot Size	Sq. Ft.	Year Built	5x10	10x10	10x15	10x20	10x30
SUBJECT PROPERTY	904 N U.S. Hwy 287, Fort Collins, CO 80524	186,981	36,496	1993	\$80	\$115	\$185	\$205	\$245
Vine Street Storage - CO	1034 W Vine Dr, Fort Collins, CO 80521	179,249	46,773	2020	N/A	\$130.00	\$165.00	N/A	N/A
Guardian Storage Fort Collins North	1057 Buckingham St, Fort Collins, CO 80524	196,906	76,725	2018	\$93.00	\$148.00	\$185.00	\$200.00	\$322.00
Waterglen Self Storage	1202 Waterglen Drive, Fort Collins, CO 80524	148,104	31,053	2014	\$83.00	\$105.00	N/A	\$171.00	N/A
Stow It Self Storage	1630 Riverside Ave, Fort Collins, CO 80524	57,499	19,551	1973	N/A	\$115.00	\$150.00	N/A	N/A
Just Store It! - Fort Collins	1640 Riverside Ave, Fort Collins, CO 80524	95,162	29,110	2016	\$82.00	\$116.00	\$141.00	\$168.00	\$272.00
Signal Wash CO	1657 N College Ave, Fort Collins, CO 80524	48,000	3,990	1983	N/A	N/A	N/A	\$120.00	N/A
All Storage	1800 N Whitcomb St, Fort Collins, CO 80524	381,840	33,759	1977	\$49.00	\$119.00	\$167.00	N/A	N/A
A Big A Self Storage	2121 S College Ave, Fort Collins, CO 80525	82,328	11,087	1994	\$91.00	\$120.00	N/A	\$187.00	N/A
North 287 Self Storage	213 US-287, Fort Collins, CO 80524	95,396	22,957	1978	\$70.00	\$115.00	\$135.00	\$170.00	\$210.00
Fort Collins Storage	3115 East Mulberry Street, Fort Collins, CO 80524	83,984	26,390	1997	\$105.00	\$170.00	N/A	\$225.00	N/A
Savemor Self Storage	677 Linden Street, Fort Collins, CO 80524	303,178	142,833	1994	\$65.00	\$100.00	\$121.00	\$129.00	\$169.00
Averages			51,517		\$80	\$124	\$152	\$171	\$243



UNIT MIX & INCOME SUMMARY

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
Storage Units							
5x10	50	23	1,150	\$80.00	\$1.60	\$1,840	\$22,080
6x12	72	23	1,656	\$90.00	\$1.25	\$2,070	\$24,840
10x10	100	12	1,200	\$115.00	\$1.15	\$1,380	\$16,560
10x12	120	39	4,680	\$130.00	\$1.08	\$5,070	\$60,840
10x15	150	31	4,650	\$185.00	\$1.23	\$5,735	\$68,820
10x20	200	12	2,400	\$205.00	\$1.03	\$2,460	\$29,520
10x24	240	5	1,200	\$225.00	\$0.94	\$1,125	\$13,500
10x30	300	2	600	\$245.00	\$0.82	\$490	\$5,880
12x20	240	10	2,400	\$225.00	\$0.94	\$2,250	\$27,000
12x24	288	10	2,880	\$245.00	\$0.85	\$2,450	\$29,400
12x30	360	32	11,520	\$270.00	\$0.75	\$8,640	\$103,680
15x36	540	4	2,160	\$375.00	\$0.69	\$1,500	\$18,000
		203	36,496			\$35,010	\$420,120
Storage Units	<u>Units</u>	<u>Sq. Ft.</u>			Average rate / sq. ft.	\$0.96	
	203	36,496			Average size	179.78	
						Total Units	203
						Units Rented	179
						Occupancy	88%

PRICING

INCOME & EXPENSES

	Current	ProForma
PRICE	\$4,500,000	
GROSS REVENUE	\$420,120	\$483,138
EXPENSES	\$133,372	\$133,372
NET INCOME	\$244,736	\$348,145
CAP RATE	5.44%	7.74%
GRM	10.71	9.31
ENCLOSED SQ. FT.	36,496	36,496
PRICE PER SQ. FT.	\$123.30	\$123.30

INCOME	Current	Pro-forma
Gross Potential Income:	\$ 420,120.00	\$ 483,138.00
Vacancy:	\$ 42,012.00 10%	\$ 24,156.90 5%
Rental Income:	\$ 378,108.00	\$ 458,981.10
Administrative Fees:	\$ -	\$ 5,000.00
Tenant Insurance Income:	\$ -	\$ 15,036.00
Other Income:	\$ -	\$ 2,500.00
Total	\$ 378,108.00	\$ 481,517.10

EXPENSES	Current	Pro-forma
Property Taxes:	\$ 56,672.00	\$ 56,672.00
Property Insurance:	\$ 10,000.00	\$ 10,000.00
Payroll:	\$ 35,000.00	\$ 35,000.00
Payroll Fees:	\$ 5,000.00	\$ 5,000.00
Advertising:	\$ 6,000.00	\$ 6,000.00
Management Software:	\$ 3,000.00	\$ 3,000.00
Electricity:	\$ 3,300.00	\$ 3,300.00
Trash Service:	\$ 2,100.00	\$ 2,100.00
Phone & Internet:	\$ 1,500.00	\$ 1,500.00
License & Fees:	\$ 1,200.00	\$ 1,200.00
Repair and Maintenance:	\$ 9,600.00	\$ 9,600.00
Other Fees:	\$ -	\$ -
Total Expenses	\$ 133,372.00 35%	\$ 133,372.00 28%
NET INCOME	\$ 244,736.00	\$ 348,145.10

Owners manage property themselves. Broker added several expenses that current ownership doesn't have such as; Payroll, Payroll Fees, Software, Advertising, Repair and Maintenance.

FINANCING & RETURNS

Purchase Price	\$	4,500,000
Enclosed Sq. Ft.		36,496
Price Per Sq. Ft.		\$123.30
Current Cap Rate		5.44%
Pro-forma Cap Rate		7.74%

Bank Financing		
Down Payment	\$	1,250,000
Loan Amount	\$	3,250,000
Loan to Value		72%
Interest Rate		5.50%
Loan Term		5
Monthly Payments	\$	14,895.83
Annual Payments	\$	178,750.00

Year	Current	Pro-forma
Gross Potential Income:	\$ 420,120.00	\$ 483,138.00
Vacancy:	\$ 42,012.00	\$ 24,156.90
Rental Income:	\$ 378,108.00	\$ 458,981.10
Administrative Fees:	\$ -	\$ 5,000.00
Tenant Insurance Income:	\$ -	\$ 15,036.00
Other Income:	\$ -	\$ 2,500.00
Total	\$ 378,108.00	\$ 481,517.10

Operating Expenses		
Property Taxes:	\$ 56,672.00	\$ 56,672.00
Property Insurance:	\$ 10,000.00	\$ 10,000.00
Payroll:	\$ 35,000.00	\$ 35,000.00
Payroll Fees:	\$ 5,000.00	\$ 5,000.00
Advertising:	\$ 6,000.00	\$ 6,000.00
Management Software:	\$ 3,000.00	\$ 3,000.00
Electricity:	\$ 3,300.00	\$ 3,300.00
Trash Service:	\$ 2,100.00	\$ 2,100.00
Phone & Internet:	\$ 1,500.00	\$ 1,500.00
License & Fees:	\$ 1,200.00	\$ 1,200.00
Repair and Maintenance:	\$ 9,600.00	\$ 9,600.00
Other Fees:	\$ -	\$ -
Total Expenses	\$133,372	\$133,372
Expense % of Revenue	35.27%	27.70%
Expense Per Sq. Ft.	\$3.65	\$3.65
Net Income	\$ 244,736	\$ 348,145

Loan Payments	\$178,750	\$178,750
Debt Service Coverage Ratio	1.37	1.95
Cash Flow	\$65,986	\$169,395
Capitalization Rate	5.44%	7.74%
Cash on Cash Return	5.28%	13.55%
Gross Revenue Multiple	11.90	9.35

BROKER REMARKS

- Owner is willing to carry financing with 25% down payment, 5.5% interest, 5-year term with a balloon payment.
- Owners are a couple who are selling due retirement.
- This is a true “mom and pop” operation that lacks management software and standard books and records. Owner would carry financing to give buyer time to compile historical records which could be used to obtain a bank loan.
- Site is equipped with an electronic gate and security cameras. No management office or bathroom.
- Owners' self manage the property and broker accounted for property manager in underwriting.
- Per owner and current rent roll, gross monthly revenue varies between \$31K to \$33k per month.
- Property has operated at or above 90% occupancy for the past 30 years with little marketing.
- Tenants come from drive by traffic and word of mouth. Site has great drive by traffic with over 13,000 daily vehicles.
- Extra wide driveways suitable for large moving trucks.
- Site is delivered with county approval to construct an additional 280 x 30 foot building on the on the southwest portion of the property. This building was included in the original construction plans in 1993 but was not built at the time.
- Property has electricity provided by the Rural Electric Association. No sewer, water, or gas on site.
- Per seller, water line goes through south property line (Fort Collins Water District). Sewer line is 1 mile away. Natural gas is adjacent to the property.

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