



VERSAL

# ALL AMERICAN STORAGE

5839 49TH ST, LUBBOCK, TX 79424

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# THE OPPORTUNITY



All American Storage is located in Lubbock, Texas. The Lubbock MSA has a residential population of roughly 367,000 and includes other cities like Plainview, Levelland, and Slaton. Lubbock Preston Smith International Airport provides easy, direct access to other major Texas cities, as well as Denver, Phoenix, and Las Vegas.

The property features 464 non-climate units for a total of 54,435 NRSF. The facility is currently 75% physically occupied and 56% economically occupied. The average

unit size is 117 NRSF.

All American Storage is well located, being only 0.2 miles from both US-62 and West Loop 289. The facility is also only 0.5 miles from major retailers like Sam's Club, Lowe's, and Target. Texas Tech University, which has a student population of 40,969, is only 4.3 miles away. A 5-mile radius around the property includes a population of 203,879 with an average household income of \$96,630.

Construction highlights include metal and steel construction, concrete and asphalt drives, an on-site office space, gated access, perimeter fencing, and security cameras.

All American Storage is being offered for sale at \$3,400,000.



# THE PROPERTY



## LOCATION

- Lubbock, TX
- 203,879 Population Within 5 Miles
- \$96,630 Average Household Income Within 5 Miles
- 0.2 Miles from US-62 / W Loop 289
- 0.5 Miles from Major Retailers (Sam's Club, Lowe's, Target)
- 4.3 Miles from Texas Tech University

## FEATURES

- \$3,400,000
- 54,453 NRSF
- 464 NC Units
- 117 NRSF Average Unit Size
- On-Site Office
- Concrete & Asphalt Drives





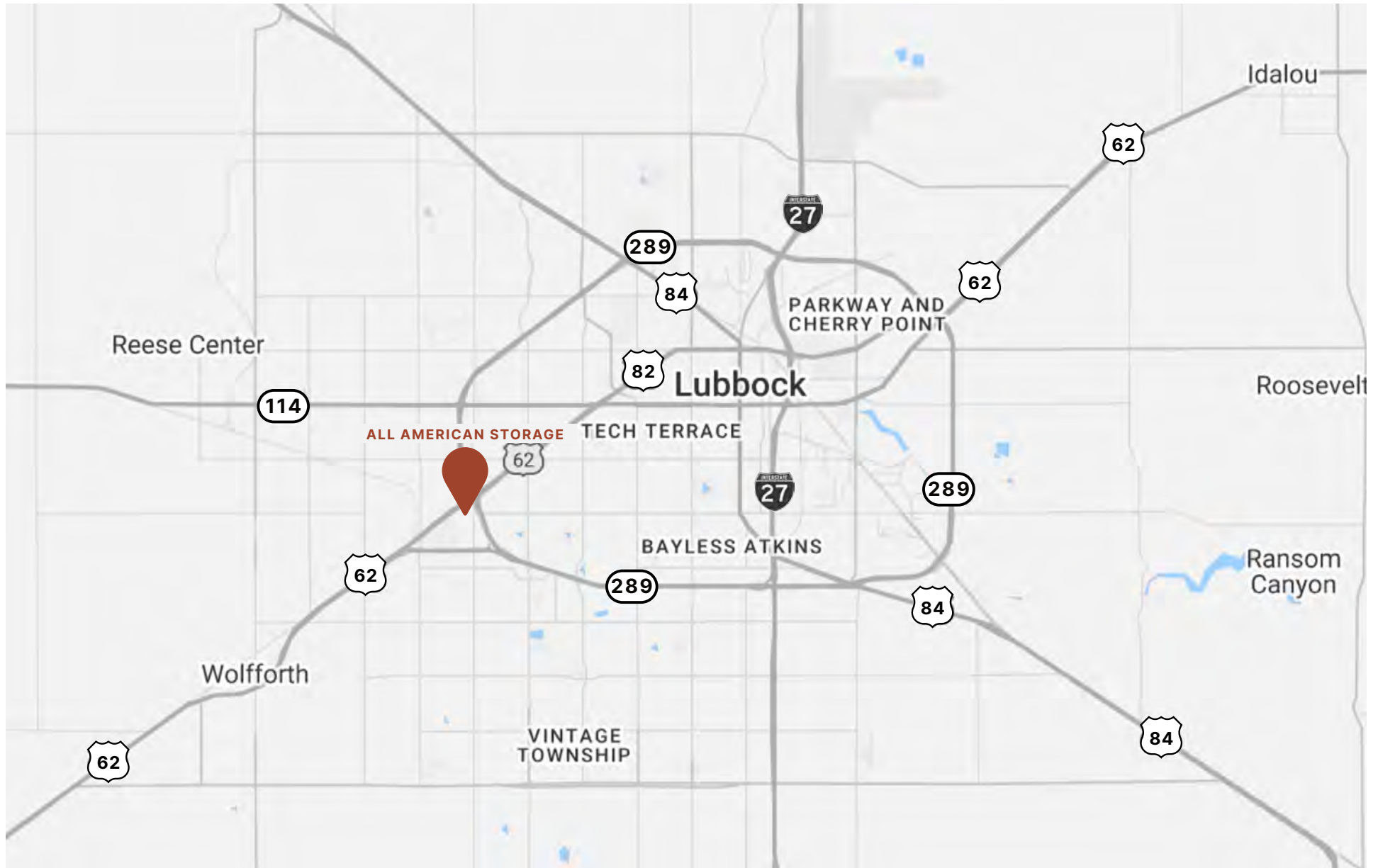
# EXECUTIVE SUMMARY



PROPERTY NAME	ALL AMERICAN STORAGE
OFFERING PRICE:	\$3,400,000
ADDRESS:	5839 49TH ST
CITY / STATE / ZIP:	LUBBOCK, TX 79424
COUNTY:	LUBBOCK
PARCEL:	R33034, R32731
YEAR BUILT:	1991, 1995
NRSF:	54,435
TOTAL UNITS:	464
PARKING:	NONE
BUILDINGS:	14
ELEVATORS:	NONE
AVG. UNIT SIZE NC:	117 SF
ECONOMIC OCCUPANCY:	56%
PHYSICAL OCCUPANCY (SQ. FT.):	75%
PHYSICAL OCCUPANCY (UNITS):	72%
ACRES:	1.38
CONSTRUCTION MATERIALS:	METAL, STEEL, CONCRETE, ASPHALT
TRAFFIC COUNT (US-62):	40,799 VPD
EXPANSION ROOM:	NONE
OFFICE:	YES
APARTMENT:	NONE
PERSONNEL:	1 PT
SPAREFOOT:	YES
1 MILE POPULATION:	7,959
1 MILE MEDIAN HHI:	\$46,011
1 MILE AVERAGE HHI:	\$56,845
3 MILE POPULATION:	92,290
3 MILE MEDIAN HHI:	\$66,255
3 MILE AVERAGE HHI:	\$90,573
5 MILE POPULATION:	203,879
5 MILE MEDIAN HHI:	\$68,303
5 MILE AVERAGE HHI:	\$96,630



# AREA MAP



# RETAILER MAP





# PHOTOS





# PHOTOS





# AERIAL PHOTO





# AERIAL PHOTO





# AERIAL PHOTO





# UNIT MIX

SIZE	TYPE	STREET RATE	SQ. FT./ UNIT	PRICE/ SQ. FT.	TOTAL UNITS	TOTAL SQ. FT.	OCCUPIED	VACANT	UNIT OCCUPANCY	OCCUPIED SQ. FT.	SQ. FT. OCCUPANCY	GPR / MONTH	GPR / YEAR
2 X 5	NC	\$39	10	\$3.90	2	20	1	1	50%	10	50%	\$78	\$936
3 X 5	NC	\$29	15	\$1.93	16	240	7	9	44%	105	44%	\$464	\$5,568
5 X 5	NC	\$52	25	\$2.08	14	350	12	2	86%	300	86%	\$728	\$8,736
5 X 10	NC	\$59	50	\$1.18	111	5,550	59	52	53%	2,950	53%	\$6,549	\$78,588
10 X 10	NC	\$89	100	\$0.89	162	16,200	139	23	86%	13,900	86%	\$14,418	\$173,016
10 X 15	NC	\$89	150	\$0.59	32	4,800	18	14	56%	2,700	56%	\$2,848	\$34,176
10 X 20	NC	\$109	200	\$0.55	101	20,200	80	21	79%	16,000	79%	\$11,009	\$132,108
10 X 25	NC	\$137	250	\$0.55	16	4,000	10	6	63%	2,500	63%	\$2,192	\$26,304
15 X 20	NC	\$179	300	\$0.60	9	2,700	8	1	89%	2,400	89%	\$1,611	\$19,332
15 X 25	NC	\$207	375	\$0.55	1	375	0	1	0%	0	0%	\$207	\$2,484



# UNIT MIX SUMMARY

TYPE	TOTAL UNITS	TOTAL SQ. FT.	OCCUPIED	VACANT	UNIT OCCUPANCY	TOTAL SQ. FT. OCCUPIED	SQ. FT. OCCUPANCY	GPR / MONTH	GPR / YEAR	\$ / NRSF	AVG. UNIT SIZE (SQ. FT.)
NC	464	54,435	334	130	72%	40,865	75%	\$40,104	\$481,248	\$8.84	117
TOTAL	464	54,435	334	130	72%	40,865	75%	\$40,104	\$481,248	\$8.84	117





# INCOME & EXPENSES

ALL AMERICAN STORAGE		T3 (JUL - SEP 2025)	MARKET ADJUSTED	PRO FORMA
GPR/NRSF		\$8.84	\$8.84	\$8.84
RENTAL INCOME/NRSF		\$4.99	\$4.99	\$6.63
EGI/NRSF		\$5.85	\$5.85	\$7.31
ACHIEVED RENT / NRSF		\$0.42	\$0.42	\$0.55
<b>REVENUE</b>				
GROSS POTENTIAL RENT		\$481,248	\$481,248	\$481,248
	GPR %	0%	0%	0%
	ECONOMIC VACANCY %	44%	44%	25%
ECONOMIC VACANCY		(\$209,394)	(\$209,394)	(\$120,312)
TOTAL RENTAL INCOME		\$271,854	\$271,854	\$360,936
INSURANCE COMMISSION (NET)	\$12.00	\$32,510	\$32,510	\$26,058
RETAIL		\$1,908	\$1,908	\$1,908
LATE FEES	2.0%	\$10,104	\$10,104	\$7,219
ADMIN FEES	0.5%	\$1,900	\$1,900	\$1,805
OTHER INCOME		\$46,423	\$46,423	\$36,989
EFFECTIVE GROSS INCOME		\$318,277	\$318,277	\$397,925
	MONTHLY AVERAGE EGI	\$26,523	\$26,523	\$33,160
	EGI GROWTH			25%
	ANNUALIZING FACTOR	4.00		
<b>EXPENSES</b>				
PROPERTY TAXES (% CHANGE)	20.0%	\$0	\$31,217	\$31,217
PAYROLL		\$6,000	\$24,000	\$24,000
INSURANCE (\$ / NRSF)	\$0.35	\$0	\$19,052	\$19,052
MANAGEMENT FEE (% OF EGI)	5.0%	\$12,511	\$15,914	\$19,896
UTILITIES		\$13,931	\$13,931	\$13,931
REPAIRS & MAINTENANCE (\$ / NRSF)	\$0.20	\$3,031	\$10,887	\$10,887
CREDIT CARD FEES (% OF EGI)	2.4%	\$5,899	\$7,639	\$9,550
ADVERTISING		\$26,650	\$6,000	\$6,000
COMPUTER HARDWARE & SOFTWARE		\$11,278	\$3,360	\$3,360
TELEPHONE & INTERNET		\$2,297	\$2,400	\$2,400
LANDSCAPING		\$2,400	\$1,000	\$1,000
PEST CONTROL		\$0	\$1,000	\$1,000
TRASH		\$456	\$500	\$500
PROFESSIONAL FEES		\$20,094	\$500	\$500
SUPPLIES		\$87	\$200	\$200
POSTAGE & DELIVERY		\$0	\$200	\$200
DUES & SUBSCRIPTIONS		\$1,071	\$200	\$200
OVERHEAD		\$20,000	\$0	\$0
ASSET MANAGEMENT FEE		\$24,000	\$0	\$0
OTHER		\$774	\$0	\$0
TOTAL EXPENSES		\$150,478	\$137,999	\$143,893
NOI		\$167,799	\$180,278	\$254,032



# 7 YEAR ANALYSIS

ALL AMERICAN STORAGE	MARKET	ADJUSTMENTS	YEAR 1 PROJECTED	YEAR 2 PROJECTED	YEAR 3 PROJECTED	YEAR 4 PROJECTED	YEAR 5 PROJECTED	YEAR 6 PROJECTED	YEAR 7 PROJECTED
GPR/NRSF		\$8.84	\$8.84	\$9.11	\$9.38	\$9.66	\$9.95	\$10.25	\$10.56
RENTAL INCOME/NRSF		\$4.99	\$5.30	\$6.83	\$7.03	\$7.25	\$7.46	\$7.69	\$7.92
EGI/NRSF		\$5.85	\$5.86	\$7.52	\$7.73	\$7.94	\$8.17	\$8.40	\$8.64
YOY GPR GROWTH		0.0%	0.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%

## REVENUE

GROSS POTENTIAL RENT		\$481,248	\$481,248	\$495,685	\$510,556	\$525,873	\$541,649	\$557,898	\$574,635
ECONOMIC VACANCY		(\$209,394)	(\$192,499)	(\$123,921)	(\$127,639)	(\$131,468)	(\$135,412)	(\$139,475)	(\$143,659)
<b>TOTAL RENTAL INCOME</b>		<b>\$271,854</b>	<b>\$288,749</b>	<b>\$371,764</b>	<b>\$382,917</b>	<b>\$394,405</b>	<b>\$406,237</b>	<b>\$418,424</b>	<b>\$430,976</b>

INSURANCE COMMISSION (NET)	\$12.00	\$32,510	\$20,847	\$26,058	\$26,058	\$26,058	\$26,058	\$26,058	\$26,058
LATE FEES	2.0%	\$10,104	\$5,775	\$7,435	\$7,658	\$7,888	\$8,125	\$8,368	\$8,620
ADMIN FEES	0.5%	\$1,900	\$1,444	\$1,859	\$1,915	\$1,972	\$2,031	\$2,092	\$2,155
RETAIL		\$1,908	\$1,965	\$2,024	\$2,085	\$2,147	\$2,212	\$2,278	\$2,346
<b>OTHER INCOME</b>		<b>\$46,423</b>	<b>\$30,030</b>	<b>\$37,376</b>	<b>\$37,716</b>	<b>\$38,066</b>	<b>\$38,426</b>	<b>\$38,797</b>	<b>\$39,179</b>
<b>EFFECTIVE GROSS INCOME</b>		<b>\$318,277</b>	<b>\$318,779</b>	<b>\$409,140</b>	<b>\$420,633</b>	<b>\$432,470</b>	<b>\$444,663</b>	<b>\$457,221</b>	<b>\$470,156</b>
MONTHLY AVERAGE EGI		\$26,523	\$26,565	\$34,095	\$35,053	\$36,039	\$37,055	\$38,102	\$39,180

## EXPENSES

3% ← INFLATION FACTOR

PROPERTY TAXES (% CHANGE)	20.0%	\$31,217	\$32,153	\$33,118	\$34,111	\$35,135	\$36,189	\$37,274	\$38,393
PAYROLL		\$24,000	\$24,720	\$25,462	\$26,225	\$27,012	\$27,823	\$28,657	\$29,517
INSURANCE (\$ / NRSF)	\$0.35	\$19,052	\$19,624	\$20,213	\$20,819	\$21,443	\$22,087	\$22,749	\$23,432
MANAGEMENT FEE (% OF EGI)	5.0%	\$15,914	\$15,939	\$20,457	\$21,032	\$21,624	\$22,233	\$22,861	\$23,508
UTILITIES		\$13,931	\$14,349	\$14,779	\$15,222	\$15,679	\$16,150	\$16,634	\$17,133
REPAIRS & MAINTENANCE (\$ / NRSF)	\$0.20	\$10,887	\$11,214	\$11,550	\$11,897	\$12,253	\$12,621	\$13,000	\$13,390
CREDIT CARD FEES (% OF EGI)	2.4%	\$7,639	\$7,651	\$9,819	\$10,095	\$10,379	\$10,672	\$10,973	\$11,284
ADVERTISING		\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379
COMPUTER HARDWARE & SOFTWARE		\$3,360	\$3,461	\$3,565	\$3,672	\$3,782	\$3,895	\$4,012	\$4,132
TELEPHONE & INTERNET		\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866	\$2,952
LANDSCAPING		\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230
PEST CONTROL		\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230
TRASH		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
PROFESSIONAL FEES		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
SUPPLIES		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
POSTAGE & DELIVERY		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
DUES & SUBSCRIPTIONS		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
<b>TOTAL EXPENSES</b>		<b>\$137,999</b>	<b>\$141,470</b>	<b>\$151,693</b>	<b>\$156,186</b>	<b>\$160,814</b>	<b>\$165,580</b>	<b>\$170,490</b>	<b>\$175,547</b>
<b>NOI</b>		<b>\$180,278</b>	<b>\$177,309</b>	<b>\$257,447</b>	<b>\$264,447</b>	<b>\$271,657</b>	<b>\$279,082</b>	<b>\$286,731</b>	<b>\$294,609</b>



# COMPETITIVE SET ANALYSIS

PROPERTY #	PROPERTY NAME	ADDRESS	ESTIMATED RENTABLE SQ. FT.	DISTANCE (MILES)	3 MILE SUPPLY	5 MILE SUPPLY
1	ALL AMERICAN STORAGE	5839 49TH STREET	54,435	0.0 MILES	54,435	54,435
2	SOUTHWEST MINI STORAGE	5811 49TH STREET	57,049	0.1 MILES	57,049	57,049
3	KNOTT'S MINI STORAGE	5425 FRANKFORD AVENUE	31,236	0.4 MILES	31,236	31,236
4	AFFORDABLE STORAGE	5912 66TH STREET	38,427	1.0 MILES	38,427	38,427
5	A - PLUS SUPER STORAGE	3802 MILWAUKEE AVENUE	83,362	1.0 MILES	83,362	83,362
6	ALLIE'S ATTIC STORAGE	5217 51ST STREET	56,192	1.1 MILES	56,192	56,192
7	AFFORDABLE SELF STORAGE	3110 FRANKFORD AVENUE	84,144	1.2 MILES	84,144	84,144
8	JUST A CLOSET SELF STORAGE	6310 66TH STREET	84,577	1.2 MILES	84,577	84,577
9	AROUND THE CLOCK SELF STORAGE	4819 50TH STREET	46,090	1.6 MILES	46,090	46,090
10	NEARBY STORAGE	5106 MARSHA SHARP FWY	36,765	1.7 MILES	36,765	36,765
11	AFFORDABLE STORAGE	3909 UPLAND AVENUE	83,608	1.9 MILES	83,608	83,608
12	AMPLE STORAGE	8005 PONTIAC AVENUE	53,746	2.3 MILES	53,746	53,746
13	STORAGE ZONE	7106 82ND STREET	75,905	2.6 MILES	75,905	75,905
14	CITY - WEST STORAGES	7321 19TH STREET	26,273	2.7 MILES	26,273	26,273
15	BOLTON SELF STORAGE	7314 82ND STREET	33,440	2.8 MILES	33,440	33,440
16	AFFORDABLE STORAGE	7307 82ND STREET	85,526	2.8 MILES	85,526	85,526
17	AFFORDABLE STORAGE	5807 4TH STREET	89,985	3.0 MILES	89,985	89,985
18	BOLTON SELF STORAGE	7439 82ND STREET	30,428	3.1 MILES	30,428	30,428
19	STORAGE RENTALS OF AMERICA	131 WEST LOOP 289	77,311	3.3 MILES		77,311
20	AFFORDABLE SELF STORAGE	10214 FRANKFORD AVENUE	72,850	3.5 MILES		72,850
21	STORAGE RENTALS OF AMERICA	3103 50TH STREET	91,969	3.6 MILES		91,969
22	A - PLUS SUPER STORAGE	10410 SLIDE ROAD	114,608	3.7 MILES		114,608
23	ADVANTAGE STORAGE	314 NORTH UTICA DRIVE	89,393	4.0 MILES		89,393
24	A - STORAGE PLACE	11209 SLIDE ROAD	43,510	4.1 MILES		43,510
25	DISCOUNT SELF STORAGE	7801 FM 179	81,215	4.2 MILES		81,215
26	AFFORDABLE STORAGE	5010 ERSKINE STREET	90,383	4.3 MILES		90,383
27	GUARDIAN SELF STORAGE	8721 19TH STREET	41,840	4.4 MILES		41,840
28	DISCOUNT STORAGE	1601 NORTH FRANKFORD	58,045	4.5 MILES		58,045
29	A - PLUS SUPER STORAGE	1606 NORTH FRANKFORD AVENUE	89,038	4.5 MILES		89,038
30	AARK SELF STORAGE	7617 UNIVERSITY AVENUE	49,291	4.6 MILES		49,291
31	ORCHARD PARK SELF STORAGE	3917 114TH STREET	58,679	4.7 MILES		58,679
32	A - PLUS SELF STORAGE	2415 82ND STREET	129,508	4.8 MILES		129,508
33	AFFORDABLE SELF STORAGE	1719 50TH STREET	117,971	5.0 MILES		117,971
<b>TOTAL</b>					<b>1,020,760</b>	<b>2,256,799</b>

	3 MILE SUPPLY	5 MILE SUPPLY
TOTAL SUPPLY	1,020,760	2,256,799
POPULATION	92,290	203,879
NRSF/CAPITA	11.06	11.07





# BUSINESS DISCLOSURES

This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property. This Memorandum is provided by Versal, Inc. ("Versal").

This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), 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 financials projections and information are provided for general reference purposes only and are based on assumptions relation to the general economy, market conditions, competition and other factors beyond the control of the Owner and Versal. 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 an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In the 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 expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of the Memorandum.

Neither the Owner or Versal nor any of their respective directors, officers, affiliates, representatives or employees make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this

Memorandum or use of its contents, and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

The owner expressly reserved the right, at its sole discretion, to reject any or all expression of interest or offers to purchase the Property, an/or to terminate discussion with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing the 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 conditions to the Owner's obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this 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 Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or Versal. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or Versal.



