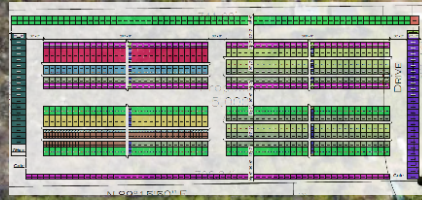


5+/- Acres Proposed Self Storage For Sale

N of Loop 323 at Broadway | Tyler, TX



up to 80 acres future
higher density
community planned



Subject Property

W NW Hwy 323

323
TEXAS

County Rd 335

N. Broadway Ave

Forest Meadows North
19 homes / 20 townhomes

Lakeview Apts
140 units

Pinnacle at
North Chase - 120 units

Preliminary Platted for
224 residential lots

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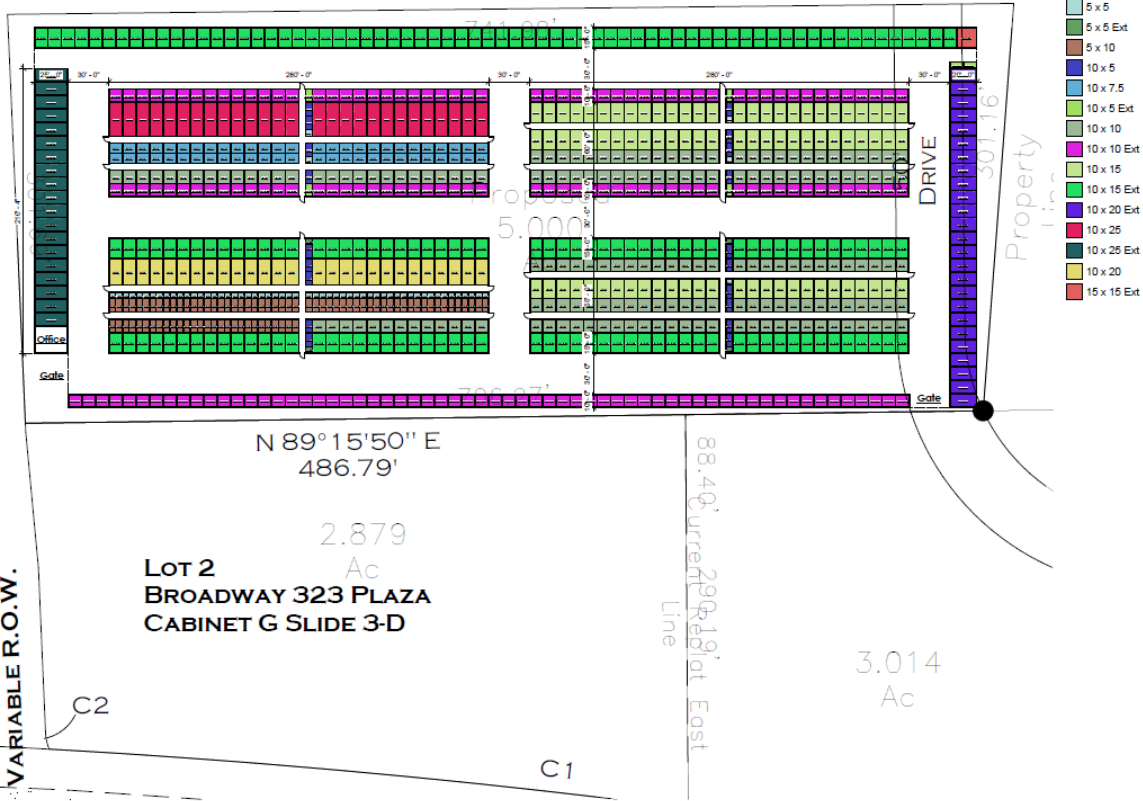
Brian Scott, CCIM

817.721.6009 cell | bscott@landmk.com | landmk.com



5+/- Acres Proposed Self Storage For Sale

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Total Unit Mix Schedule			
Count	Name	Rent As	%
60	5 x 5	1500	6%
4	5 x 5 Ext	100	0%
83	5 x 10	4150	9%
19	10 x 5	950	2%
6	10 x 5 Ext	300	1%
54	10 x 7.5	4050	6%
175	10 x 10	17500	19%
170	10 x 10 Ext	17000	18%
81	10 x 15	12150	9%

Total Unit Mix Schedule			
Count	Name	Rent As	%
176	10 x 15 Ext	26400	19%
27	10 x 20	5400	3%
25	10 x 20 Ext	5000	3%
27	10 x 25	6750	3%
19	10 x 25 Ext	4750	2%
1	15 x 15 Ext	225	0%
927		106225	100%

- 5 +/- Acres commercial site proposed with self storage with concept plan for 927 units (106,225 sf)
- LOCATED IN OPPORTUNITY ZONE - very favorable tax treatment potential
- In the path of new developments (including master planned North Chase) of Tyler, Texas
- Located in 5 mile ETJ of Tyler, easier to develop

Zoning Property is in Tyler 5 mile ETJ and will not require rezoning

Traffic counts 19,635 vehicles per day at Highway 323 and Lavender (County Road 35) - 2022 count

Demographics	2 mile	5 miles	10 miles
Population	12,956	64,161	153,844
Average Household Inc.	\$51,841	\$56,916	\$71,870

Pricing - \$4.50/sf for 5 acres (\$980,100)

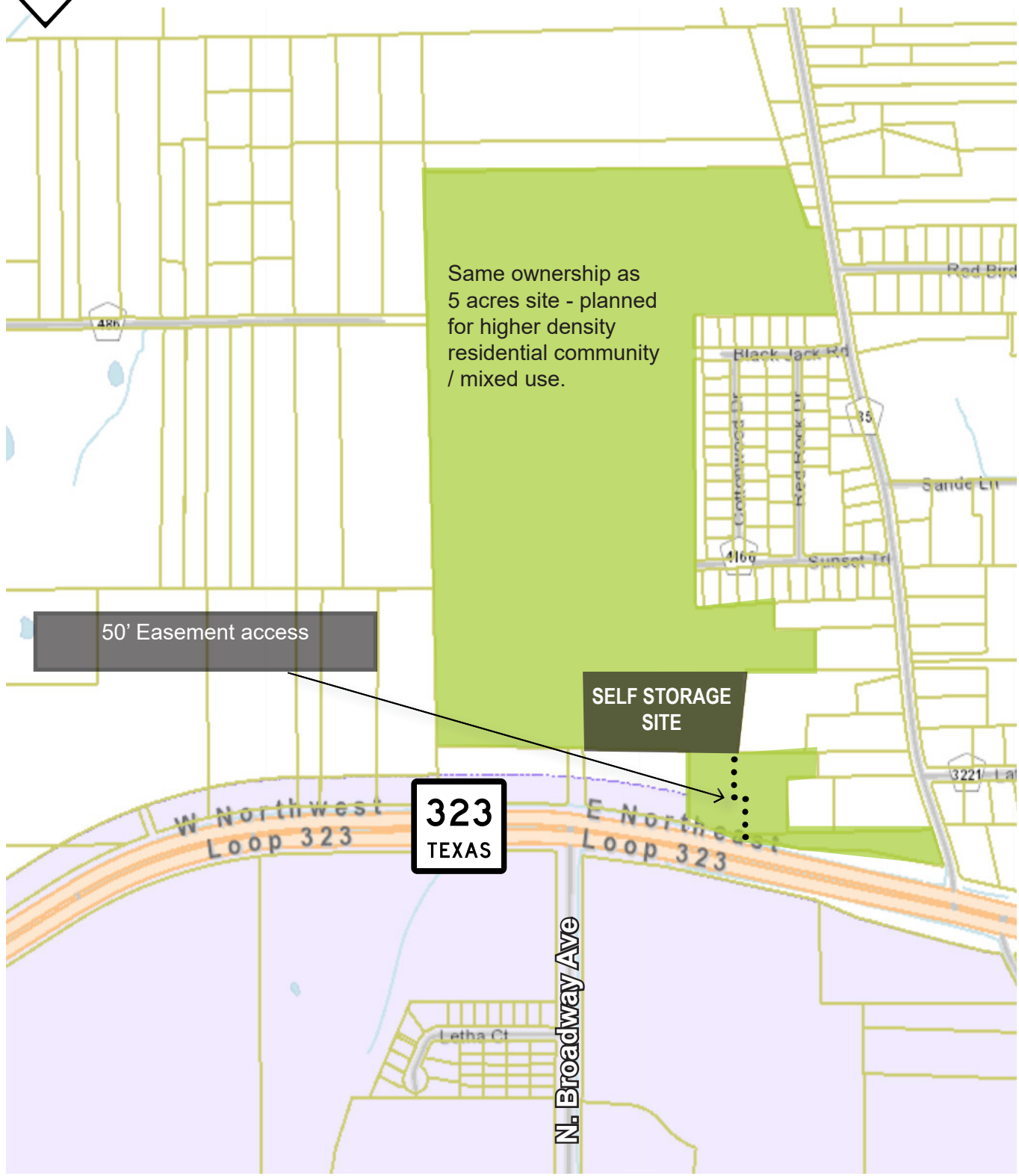
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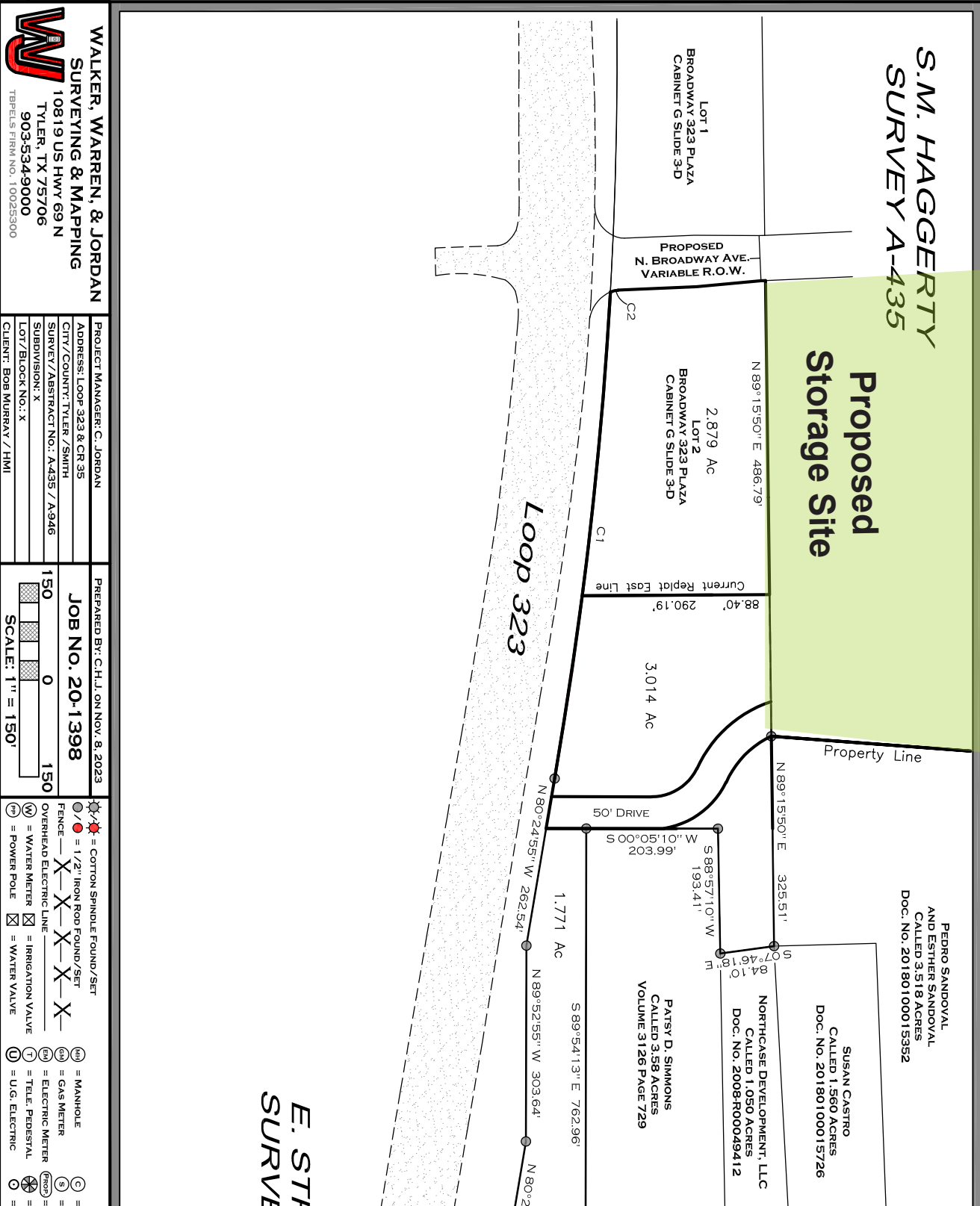




5+/- Acres Proposed Self Storage For Sale

N of Loop 323 at Broadway | Tyler, TX

EXHIBIT PLAT



WALKER, WARREN, & JORDAN
SURVEYING & MAPPING
10819 US HWY 69 N
TYLER, TX 75706
903-534-9000
TPELS FIRM NO. 10025300

PROJECT MANAGER: C. JORDAN
ADDRESS: LOOP 323 & CR 35
CITY/COUNTY: TYLER / SMITH
SURVEY/ABSTRACT NO.: A-435 / A-946
SUBDIVISION: X
LOT/BLOCK NO.: X
CLIENT: BOB MURRAY / HMI

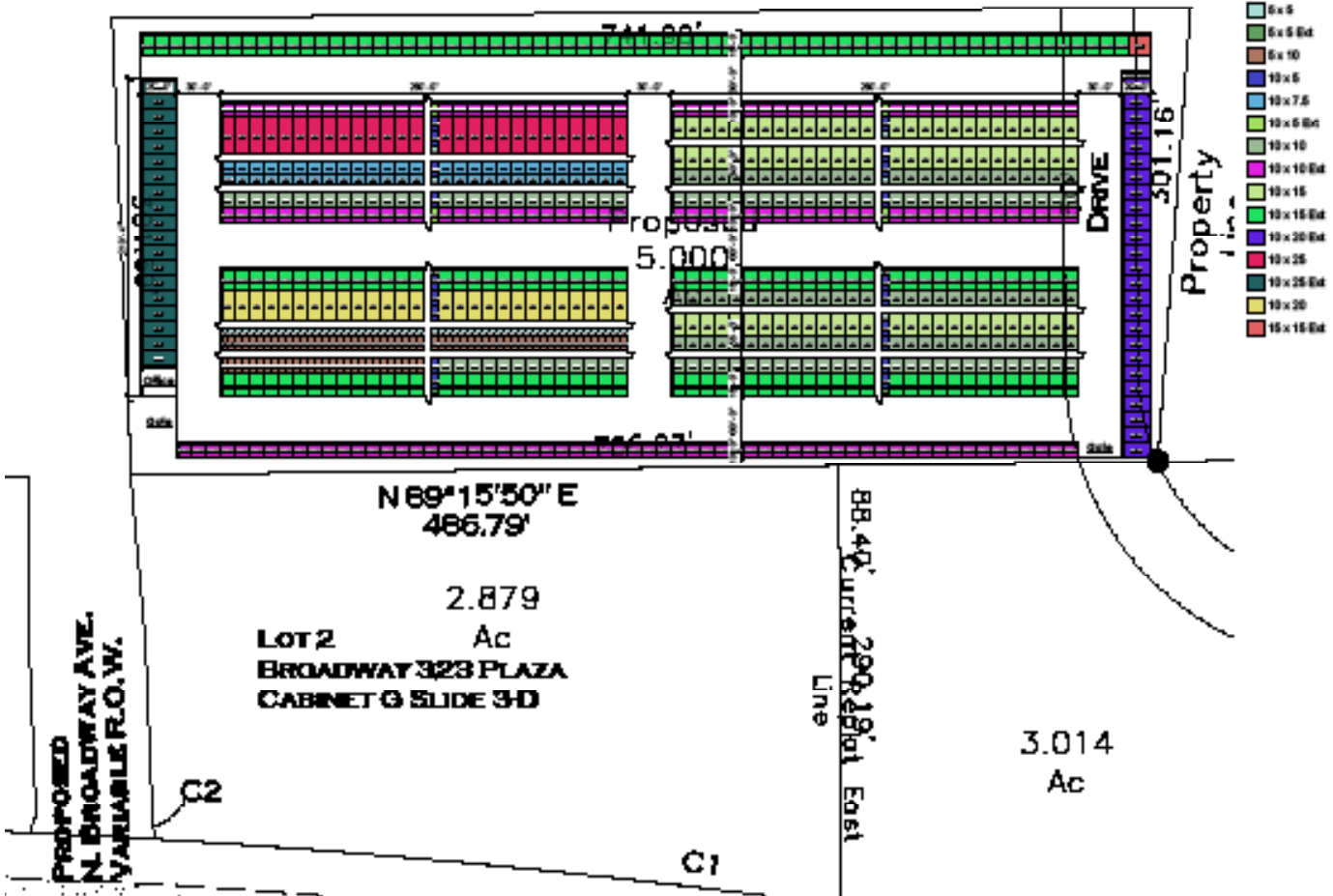
PREPARED BY: C.H.J. ON NOV. 8, 2023
JOB NO. 20-1398
150 0 150
SCALE: 1" = 150'

- ⊙ = COTTON SPINDLE FOUND/SET
- ⊙ / ⊙ = 1/2" IRON ROD FOUND/SET
- X — X — X — X — X = OVERHEAD ELECTRIC LINE
- ⊗ = WATER METER
- ⊖ = POWER POLE
- ⊠ = IRRIGATION VALVE
- ⊞ = WATER VALVE
- ⊕ = MANHOLE
- ⊙ = GAS METER
- ⊙ = ELECTRIC METER
- ⊙ = TELE. PEDestal
- ⊙ = U.G. ELECTRIC



5+/- Acres Proposed Self Storage For Sale

N of Loop 323 at Broadway | Tyler, TX



Count	Size	Foot/Ac	%
69	6x6	1000	35%
4	6x6 Ext	300	10%
60	6x10	600	21%
13	10x6	300	10%
9	10x7.5 Ext	300	10%
62	10x10	600	21%
176	10x15	1700	59%
176	10x15 Ext	1700	59%
64	10x20	1200	41%

Count	Size	Foot/Ac	%
674	60x100 Ext	3400	10%
22	10x20	600	2%
26	60x20 Ext	600	2%
22	10x20	600	2%
19	60x20 Ext	600	2%
1	60x15 Ext	200	0%
307		3000	9%



5+/- Acres Proposed Self Storage For Sale

N of Loop 323 at Broadway | Tyler, TX

Competitive Set

12 Month NPSF Calculation

Comp #	Distance (mi)	Company	City	Net Effective Rate:		All Unit Averages Interest Rates:		Street Rates:	
				Climate	Non-Climate	Climate	Non-Climate	Climate	Non-Climate
1	2.26	DukeSmart	Tyler	\$20.61	\$8.83	\$21.32	\$9.84	\$29.29	\$12.40
2	3.9	1st American Storage	Tyler	\$16.73	\$4.79	\$17.38	\$4.86	\$17.38	\$4.86
3	6.33	Additional Storage - TX	Tyler	\$18.98	\$5.92	\$18.98	\$5.92	\$20.88	\$5.92
4	6.59	DukeSmart	Tyler	\$16.63	\$6.74	\$16.63	\$6.74	\$22.38	\$8.89
5	6.84	Spanwest Storage	Tyler	\$17.97	\$4.88	\$17.30	\$4.11	\$17.98	\$4.34
6	7.04	Elmer Road Rentals	Tyler	-	\$7.06	-	\$7.24	-	\$7.99
7	7.26	DukeSmart	Tyler	\$17.86	\$4.37	\$17.86	\$4.37	\$26.36	\$21.86
8	7.71	DukeSmart	Tyler	\$17.34	\$17.73	\$17.34	\$17.73	\$23.12	\$21.39
9	8.02	Overlook Self Storage	Tyler	-	\$16.92	-	\$16.92	-	\$16.92
10	9.29	The Self Storage Advisors	Tyler	\$19.84	\$22.21	\$20.29	\$22.21	\$20.64	\$22.21
Competitor Avg				\$17.94	\$11.87	\$17.38	\$11.93	\$21.23	\$14.84

Full professional consultation self storage market feasibility report available upon request.

Consultation report conclusion is that ample demand exists for new product and most competitors are at 90% or above occupancy.

HOW DO OPPORTUNITY ZONES WORK, WHO CAN CLAIM THE INCENTIVES, AND WHAT PROJECTS CAN THEY SUPPORT?

The 2018 Tax Cuts and Jobs Act included a new federal incentive—Opportunity Zones—meant to spur investment in undercapitalized communities. Any corporation or individual with capital gains can qualify. The program provides three tax benefits for investing unrealized capital gains in Opportunity Zones:

- Temporary deferral of taxes on previously earned capital gains. Investors can place existing assets with accumulated capital gains into Opportunity Funds. Those existing capital gains are not taxed until the end of 2026 or when the asset is disposed of.
- Basis step-up of previously earned capital gains invested. For capital gains placed in Opportunity Funds for at least 5 years, investors' basis on the original investment increases by 10 percent. If invested for at least 7 years, investors' basis on the original investment increases by 15 percent.
- Permanent exclusion of taxable income on new gains. For investments held for at least 10 years, investors pay no taxes on any capital gains produced through their investment in Opportunity Funds (the investment vehicle that invests in Opportunity Zones).

For more information:

<https://www.irs.gov/credits-deductions/opportunity-zones-frequently-asked-questions>

5+/- Acres Proposed Self Storage For Sale N of Loop 323 at Broadway | Tyler, TX



Brian Scott, CCIM is the owner and principal broker for Landmark Commercial. He has been a full time commercial broker and investor based in the Dallas / Fort Worth market since 1989.

Brian Scott holds the CCIM, Certified Commercial Investment Member, designation. He earned his MBA and his Bachelors Degree in Industrial Engineering degree from Texas Tech University.



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Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Landmark USA Commercial, LLC	0507303	bscott@landmk.com	817-721-6009
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Brian Scott	0407332	bscott@landmk.com	817-721-6009
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

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Brian Scott, CCIM

817.721.6009 cell | bscott@landmk.com | landmk.com