



FranklinStreet
OFFERING MEMORANDUM

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

ALL PURPOSE STORAGE

1060 1st NH Turnpike, Northwood, NH 03261

33,300 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 Perllleshi
David.Perllleshi@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.



ALL PURPOSE
STORAGE

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PROPERTY INFORMATION



ALL PURPOSE STORAGE

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OFFER SUMMARY

OFFERING SUMMARY

Sale Price	\$3,500,000
Address	1060 1st NH Turnpike, Northwood, NH 03261
Land Area	30.09 AC
Number of Units	171
Building Area	33,300 NRSF
\$/NRSF	\$105.11
Unit Occupancy	43.86%
Square Foot Occupancy	39.86%
Economic Occupancy	40.25%
Current NOI	\$50,647
Pro Forma NOI	\$312,484
Pro Forma Cap Rate	8.93%
3-Mile SF/Capita	9.44
5-Mile SF/Capita	5.22

PROPERTY SUMMARY

MSA	Boston-Cambridge-Newton (MA-NH)
County	Rockingham
Parcel ID	000217000045000000
Year Built	1984 / 2024
Number of Buildings	Thirteen
Number of Stories	One
Foundation	Concrete
Framing	Metal
Exterior Walls	Metal
Roof	Metal
Roof Age	1984 / 2024
Drive Aisles	Asphalt
Security	Cameras, Perimeter Fencing
Entry	Gated w/ Keypad
Leasing Office	No
Management Software	StorEdge



DEAL HIGHLIGHTS

- Recently Expanded Self Storage Facility (September 2024), Featuring 27,100 NRSF of Drive-Up, Non-Climate Storage, 10 Portable Units Totaling 1,000 NRSF, and Two Commercial Spaces Totaling 5,200 NRSF
- Opportunity to Increase Revenue Through Lease Up, Stabilization, and the Implementation of Existing Customer Rent Increases
- Low Saturation Rate of 5.22 SF/Capita for Self Storage Within Five Miles of the Site
- Opportunity to Increase Revenue Through Maximizing Fee Income and Tenant Insurance Sales
- Very Strong Average Household Income of \$124,295 Within Three Miles of the Site
- Northwood is Located in Rockingham County, New Hampshire, Approximately 20 Miles East of Concord
- Rockingham County is the Second Largest in the State of New Hampshire and is Home to a Growing Population of 320,689 Residents

PROPERTY PHOTOS



PARCEL VIEW



 FRANKLIN PIERCE HWY
12,961 VPD

FINANCIAL ANALYSIS



ALL PURPOSE STORAGE

1060 1st NH Turnpike, Northwood, NH 03261
33,300 NRSF | Self-Storage Facility

MARKET RENT ANALYSIS

COMP #	FACILITY	ADDRESS	DISTANCE	5x10 NC	10x10 NC	10x15 NC	10x20 NC
1	Northwood Self-Storage	1115 1st NH Turnpike, Northwood, NH	0.29 mi	\$64.00	\$94.00	\$114.00	\$134.00
2	SpareBox Storage	679 1st NH Turnpike, Northwood, NH	1.73 mi	\$54.00	\$84.00	\$109.00	\$129.00
3	Circle Self-Storage	2121 Dover Rd, Epsom, NH	7.11 mi	\$75.00	\$99.00	\$129.00	\$170.00
4	603 Self-Storage	55 High St, Pittsfield, NH	8.09 mi	\$68.00	\$109.00	\$123.00	\$151.00
5	Prime Storage	7019 Josiah Bartlett Rd, Loudon, NH	12.09 mi	\$109.00	\$185.00	\$209.00	\$236.00
MEDIAN STREET RENTS				\$68.00	\$99.00	\$123.00	\$151.00
CURRENT STREET RENTS				\$69.00	\$99.00	\$109.00	\$149.00
PRO FORMA RENTS				\$100.00	\$150.00	\$180.00	\$210.00

*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	50	2	2	0	\$44	\$88	\$1,056	\$65	\$130	\$1,560
5x10	50	750	15	10	5	\$69	\$1,035	\$12,420	\$100	\$1,500	\$18,000
10x10	100	2,500	25	14	11	\$99	\$2,475	\$29,700	\$150	\$3,750	\$45,000
10x15	150	5,100	34	15	19	\$109	\$3,706	\$44,472	\$180	\$6,120	\$73,440
10x20	200	12,800	64	24	40	\$149	\$9,536	\$114,432	\$210	\$13,440	\$161,280
10x25	250	2,000	8	0	8	\$169	\$1,352	\$16,224	\$240	\$1,920	\$23,040
10x30	300	3,300	11	6	5	\$209	\$2,299	\$27,588	\$285	\$3,135	\$37,620
15x20	300	600	2	0	2	\$219	\$438	\$5,256	\$285	\$570	\$6,840
Total		27,100	161	71	90		\$20,929	\$251,148		\$30,565	\$366,780

PORTABLE 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
10x10	100	1,000	10	4	6	\$89	\$890	\$10,680	\$150	\$1,500	\$18,000
Total		1,000	10	4	6		\$890	\$10,680		\$1,500	\$18,000

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	27,100	161	71	90	44.10%	39.85%	\$20,929	\$251,148	\$30,565	\$366,780
PORTABLE UNITS	1,000	10	4	6	40.00%	40.00%	\$890	\$10,680	\$1,500	\$18,000
Total	28,100	171	75	96	43.86%	39.86%	\$21,819	\$261,828	\$32,065	\$384,780

RENT ROLL

SUITE	TENANT	USE	SQUARE FEET	LEASE START	LEASE END	RENT/SF	MONTHLY RENT	ANNUAL RENT	OPTIONS
GARAGE	Paul Macdonald	Autoshop	1,200	10/1/2024	9/30/2025	\$8.00	\$800	\$9,600	None
1024	ATS Air Treatment Solutions USA LLC	Compressed Air Equipment Storage	4,000	5/13/2024	6/12/2027	\$8.90	\$2,967	\$35,604	None
TOTAL			5,200					\$45,204	

ALL PURPOSE STORAGE

1060 1st NH Turnpike, Northwood, NH 03261

NRSF: 33,300

UNITS: 171

	T-12 Actual	T-12 Broker Adjusted	Pro Forma (Year 5)
Gross Potential Income	\$261,828	\$261,828	\$384,780
Economic Occupancy	41.69%	41.69%	90.00%
Net Rental Income	\$109,158	\$109,158	\$346,302
Commercial Rent Income	\$38,892	\$38,892	\$51,679
Fee Income	\$4,097	\$4,097	\$17,315
Tenant Insurance Income (net)	\$9,656	\$5,794	\$13,133
Total Operating Income	\$161,803	\$157,941	\$428,429
Controllable Expenses			
Utilities	\$5,356	\$5,356	\$5,913
Repairs & Maintenance	\$166	\$3,515	\$3,881
Contract Services (incl snow removal)	\$25,706	\$8,214	\$9,069
Marketing	\$27,788	\$27,788	\$4,535
Bank & Credit Card Fees	\$2,938	\$2,938	\$8,569
Telephone & Internet	\$321	\$900	\$994
Office/Admin/Software	\$7,100	\$4,429	\$4,890
Call Center	\$0	\$4,800	\$5,300
Contract Labor	\$1,839	\$6,000	\$6,624
Total Controllable Expenses	\$71,214	\$63,940	\$49,774
Non-Controllable Expenses			
Real Estate Taxes	\$24,309	\$24,309	\$32,440
Insurance	\$11,148	\$11,148	\$12,308
Management Fee	\$0	\$7,897	\$21,421
Total Non-Controllable Expenses	\$35,457	\$43,354	\$66,170
Total Operating Expenses	\$106,671	\$107,294	\$115,944
Expense Ratio	65.93%	67.93%	27.06%
Net Operating Income	\$55,132	\$50,647	\$312,484

Assumptions

- 1) Gross Potential Income is based on the Unit Mix and Current Street Rates
- 2) Net Rental Income is based on the T-12 P&L ending 4/30/25
- 3) Operating Expenses are based on the T-12 P&L ending 4/30/25. Adjustments have been made using historical \$/SSF expense data.
- 4) Pro Forma GPI has been escalated to account for future rent increases

- 5) Ancillary Income is calculated as 5% 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 reassessment

FIVE YEAR CASH FLOW

ALL PURPOSE STORAGE

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NRSF: 33,300

UNITS: 171

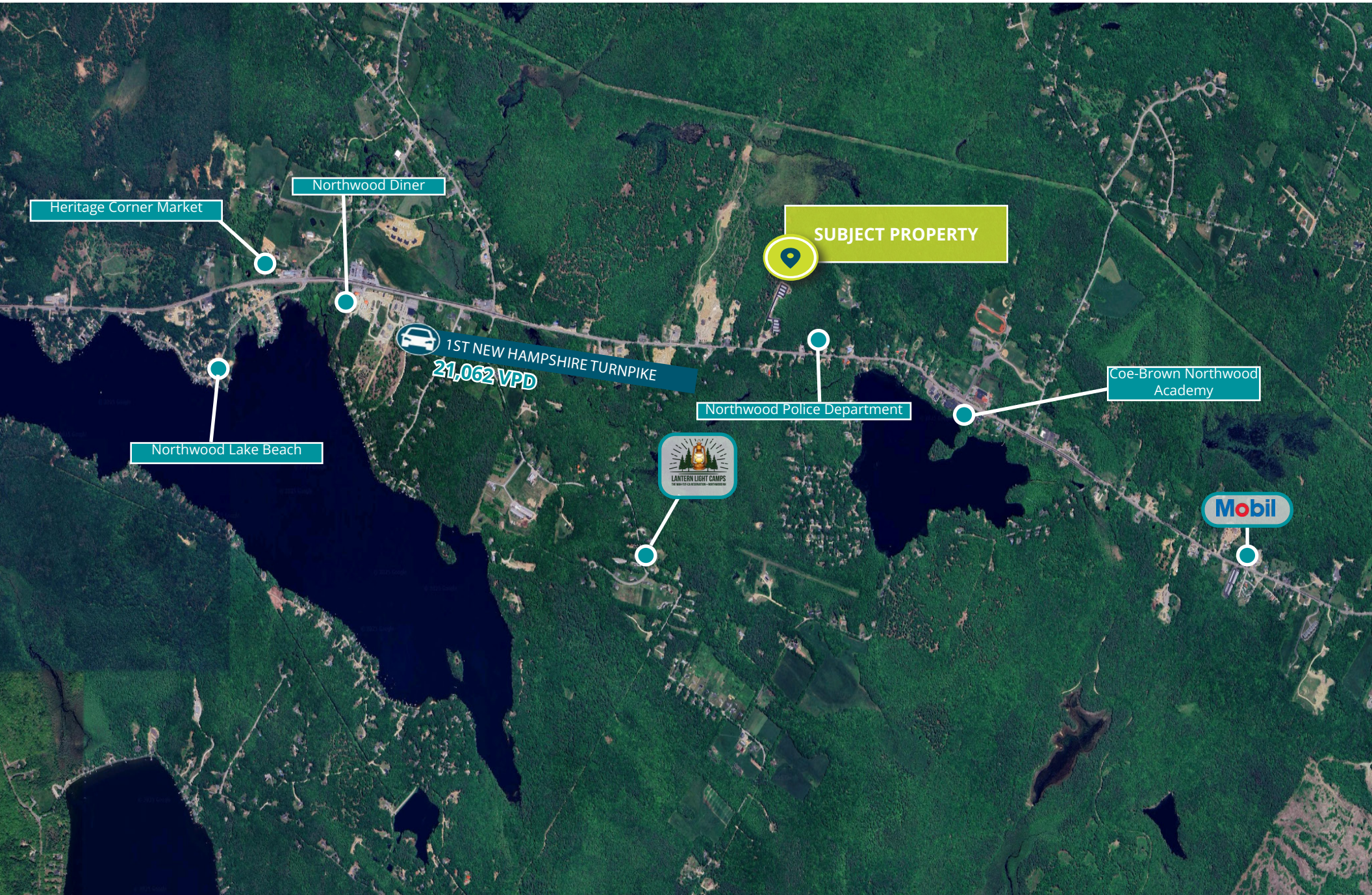
Year	T-12 Broker Adjusted	1	2	3	4	5
GPI Growth		9.4%	8.6%	7.9%	7.3%	6.8%
Expense Growth		2.0%	2.0%	2.0%	2.0%	2.0%
Gross Potential Income	\$261,828	\$286,418	\$311,009	\$335,599	\$360,190	\$384,780
Vacancy	\$0	\$71,605	\$46,651	\$33,560	\$18,009	\$19,239
Discounts	\$0	\$15,753	\$17,105	\$11,746	\$12,607	\$13,467
Bad Debt	\$0	\$4,296	\$4,665	\$5,034	\$5,403	\$5,772
Economic Occupancy	41.69%	68.00%	78.00%	85.00%	90.00%	90.00%
Net Rental Income	\$109,158	\$194,765	\$242,587	\$285,259	\$324,171	\$346,302
Commercial Rent Income	\$38,892	\$46,632	\$48,108	\$49,263	\$50,453	\$51,679
Fee Income	\$4,097	\$9,738	\$12,129	\$14,263	\$16,209	\$17,315
Tenant Insurance Income (net)	\$5,794	\$8,208	\$11,491	\$13,133	\$13,133	\$13,133
Total Operating Income	\$157,941	\$259,343	\$314,315	\$361,918	\$403,965	\$428,429
Controllable Expenses						
Utilities	\$5,356	\$5,463	\$5,572	\$5,684	\$5,797	\$5,913
Repairs & Maintenance	\$3,515	\$3,585	\$3,657	\$3,730	\$3,805	\$3,881
Contract Services	\$8,214	\$8,378	\$8,546	\$8,717	\$8,891	\$9,069
Marketing	\$27,788	\$22,231	\$17,784	\$8,892	\$4,446	\$4,535
Bank & Credit Card Fees	\$2,938	\$5,187	\$6,286	\$7,238	\$8,079	\$8,569
Telephone & Internet	\$900	\$918	\$936	\$955	\$974	\$994
Office/Admin	\$4,429	\$4,517	\$4,608	\$4,700	\$4,794	\$4,890
Call Center	\$4,800	\$4,896	\$4,994	\$5,094	\$5,196	\$5,300
Contract Labor	\$6,000	\$6,120	\$6,242	\$6,367	\$6,495	\$6,624
Total Controllable Expenses	\$63,940	\$61,295	\$58,626	\$51,377	\$48,477	\$49,774
Non-Controllable Expenses						
Real Estate Taxes	\$24,309	\$29,970	\$30,569	\$31,181	\$31,804	\$32,440
Insurance	\$11,148	\$11,371	\$11,598	\$11,830	\$12,067	\$12,308
Management Fee	\$7,897	\$12,967	\$15,716	\$18,096	\$20,198	\$21,421
Total Non-Controllable Expenses	\$43,354	\$54,308	\$57,883	\$61,107	\$64,069	\$66,170
Total Operating Expenses	\$107,294	\$115,603	\$116,510	\$112,484	\$112,546	\$115,944
Expense Ratio	67.93%	44.58%	37.07%	31.08%	27.86%	27.06%
Net Operating Income	\$50,647	\$143,739	\$197,806	\$249,434	\$291,419	\$312,484

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LOCATION INFORMATION

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DEMOGRAPHIC ANALYSIS

TOTAL POPULATION (2024)



3 MILE	5 MILE	10 MILE
4,532	9,994	36,059

PROJECTED POPULATION (2029)



3 MILE	5 MILE	10 MILE
4,752	10,437	37,674

AVERAGE HOUSEHOLD INCOME (2024)



3 MILE	5 MILE	10 MILE
\$124,295	\$120,743	\$113,679

MEDIAN AGE



3 MILE	5 MILE	10 MILE
44.7	45.1	44.2

HOUSEHOLD SIZE



3 MILE	5 MILE	10 MILE
2.5	2.6	2.6

TOTAL HOUSEHOLDS (2024)

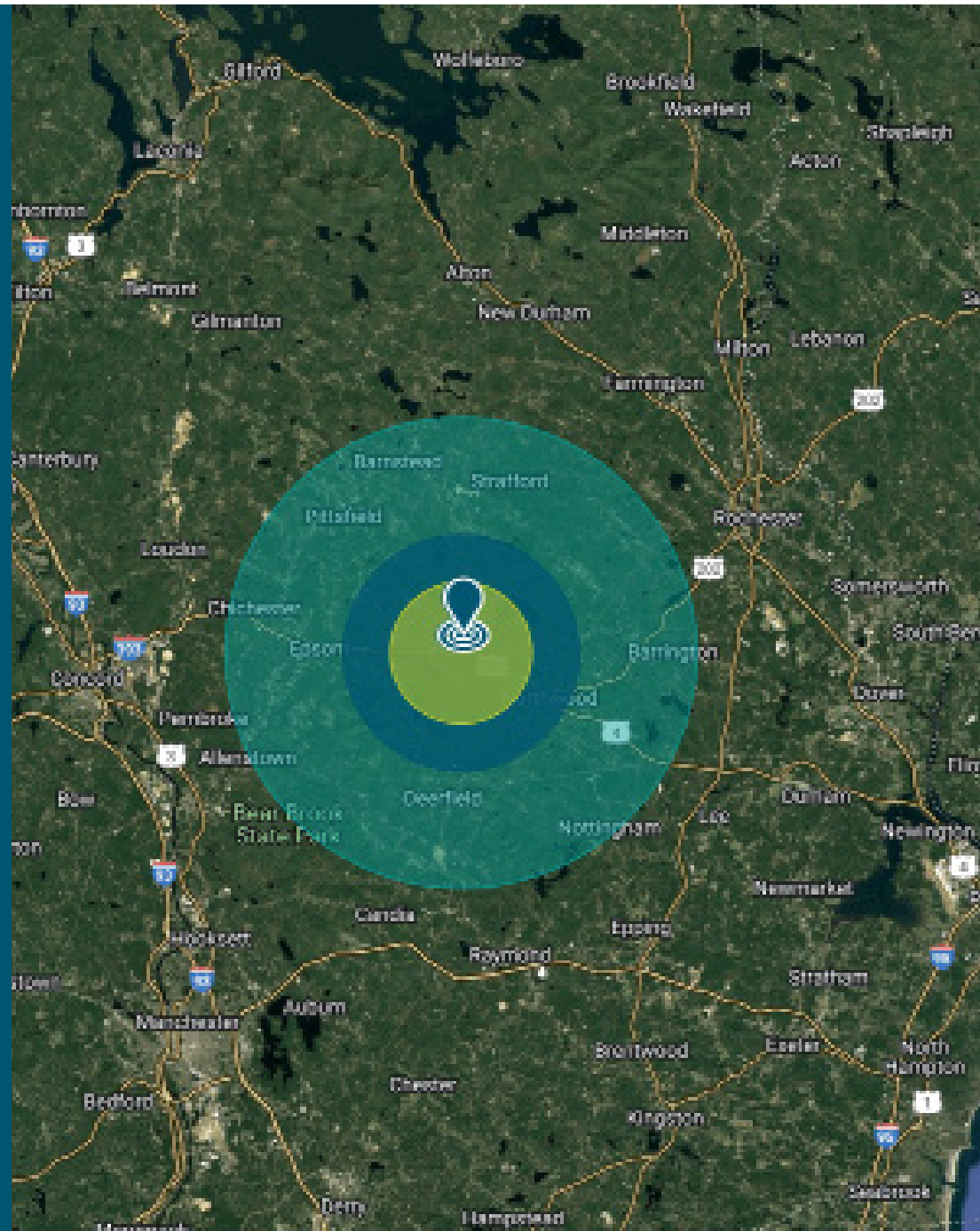


3 MILE	5 MILE	10 MILE
1,775	3,854	13,744

MEDIAN HOME VALUE



3 MILE	5 MILE	10 MILE
\$358,350	\$359,171	\$339,455



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 Perlleshi lead a well-established team of dedicated professionals committed to the success of their clients.



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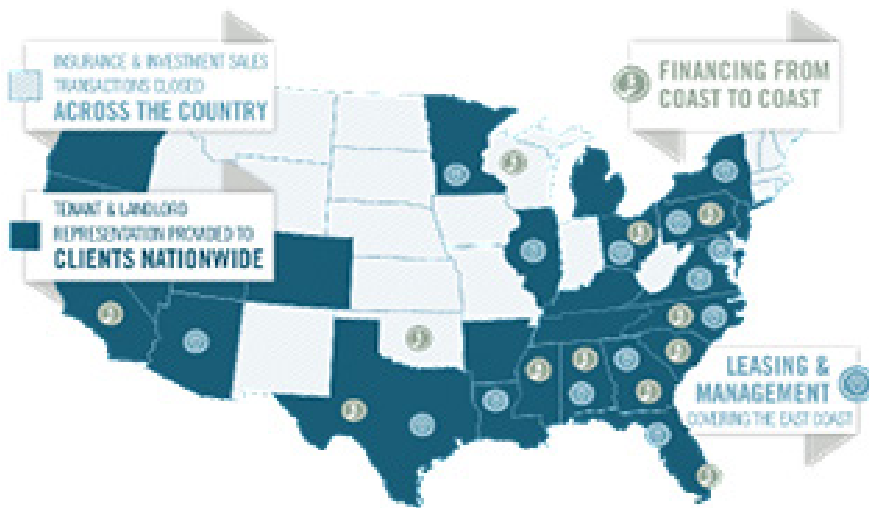
ABOUT US

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.

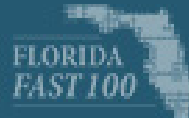


ANDREW WRIGHT
FOUNDER &
CHAIRMAN OF THE BOARD



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."





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