

OFFERING MEMORANDUM

3562 Big Valley Road
Kelseyville, CA 95451

TnT
SELF STORAGE
707-279-9090

WE
SELL
BOXES

3562 Big Valley Rd
www.TnTStorage.com



TnT Self Storage



TnT Self Storage

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Demographics

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01

Executive Summary

Investment Summary

Unit Mix Summary

TNT SELF STORAGE

OFFERING SUMMARY

ADDRESS	3562 Big Valley Road Kelseyville CA 95451
COUNTY	Lake
MARKET	Clearlake
SUBMARKET	Kelseyville
RENTABLE SQUARE FEET	63,696
GROSS SQUARE FEET	66,000
LAND ACRES	10.1
NUMBER OF UNITS	365
APN	008-038-510-000
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$4,500,000
PRICE PSF	\$70.65
PRICE PER UNIT	\$12,329
OCCUPANCY	63.80%
NOI (CURRENT)	\$267,654
NOI (Pro Forma)	\$442,835
CAP RATE (CURRENT)	5.95%
CAP RATE (Pro Forma)	9.84%
CASH ON CASH (CURRENT)	3.08%
CASH ON CASH (Pro Forma)	11.73%
GRM (CURRENT)	6.21
GRM (Pro Forma)	6.21

PROPOSED FINANCING

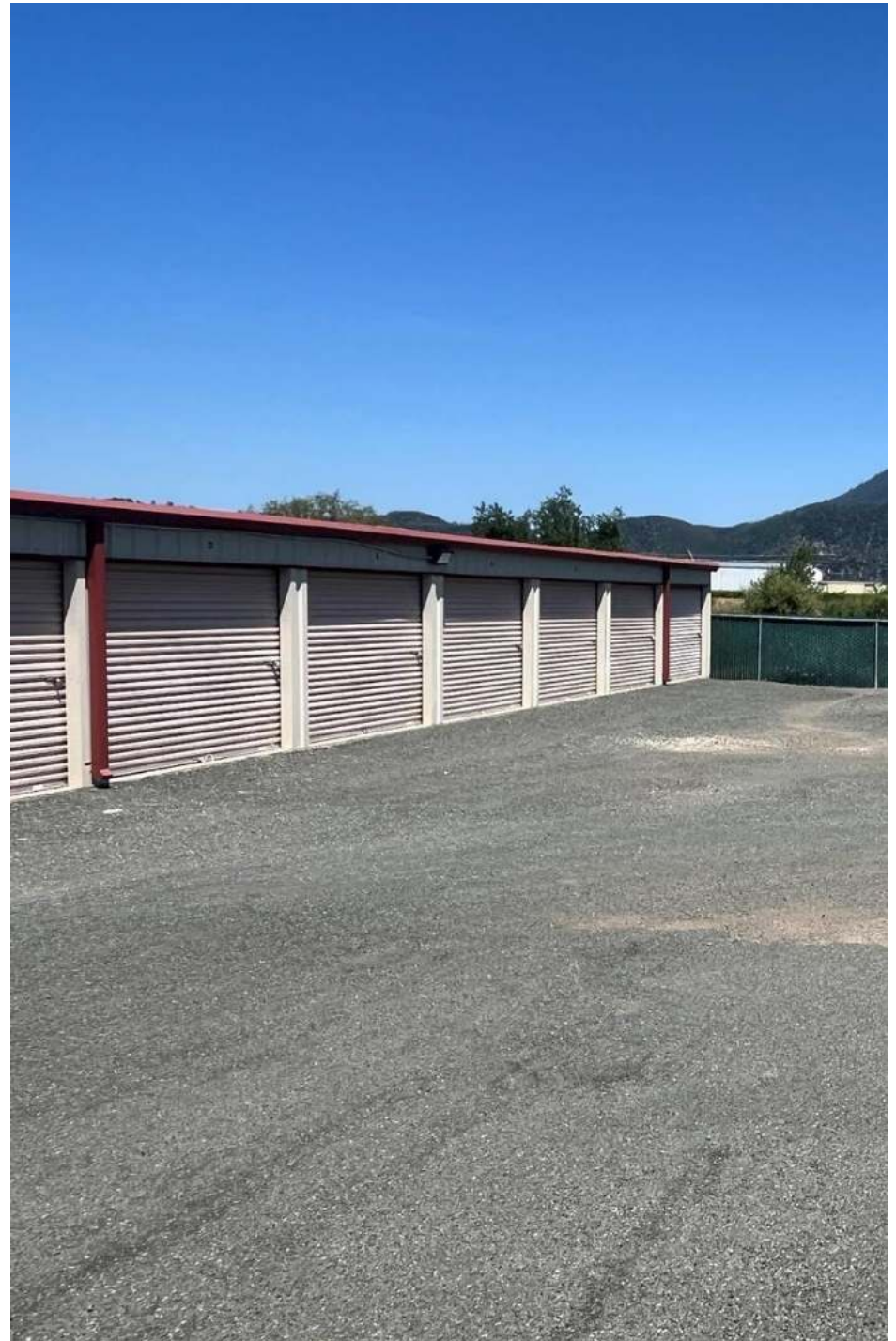
New First Loan	
LOAN TYPE	Amortized
DOWN PAYMENT	\$2,025,000
LOAN AMOUNT	\$2,475,000
INTEREST RATE	6.75%
LOAN TERMS	10 Yr. Fixed
ANNUAL DEBT SERVICE	\$205,211
LOAN TO VALUE	55%
AMORTIZATION PERIOD	25 Years

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2025 Population	1,630	5,574	9,050
2025 Median HH Income	\$41,084	\$52,830	\$57,625
2025 Average HH Income	\$60,258	\$73,625	\$83,930



Reasons to Buy

- Stable asset with upside through continued occupancy - approaching a 8% CAP on 90% economic occupancy.
- Larger units. On average, the typical unit exceeds 174 NRSF.
- Cell tower lease offers additional, ancillary income.



Unit Type	SF	Monthly Rent	Total Units	Total Rent	Units Occupied	Units Vacant	% of Property	Rent/SF	Total SF
7x7	49	\$89	8	\$712	4	4	2.2%	\$1.82	392
5x10	50	\$90	20	\$1,800	12	8	5.5%	\$1.80	1,000
5x10 P	50	\$62	1	\$62	0	1	0.3%	\$1.24	50
5x11	55	\$93	4	\$372	2	2	1.1%	\$1.69	220
7x8	56	\$94	2	\$188	1	1	0.5%	\$1.68	112
6x10	60	\$95	1	\$95	0	1	0.3%	\$1.58	60
8x10	80	\$100	72	\$7,200	40	32	19.7%	\$1.25	5,760
7x12	84	\$100	1	\$100	0	1	0.3%	\$1.19	84
7x14	98	\$130	4	\$520	1	3	1.1%	\$1.33	392
10x10	100	\$140	35	\$4,900	29	6	9.6%	\$1.40	3,500
10x10 U	100	\$140	1	\$140	1	0	0.3%	\$1.40	100
10x11	110	\$141	4	\$564	0	4	1.1%	\$1.28	440
8x14	112	\$142	1	\$142	0	1	0.3%	\$1.27	112
10x12	120	\$142	3	\$426	2	1	0.8%	\$1.18	360
12x12	144	\$150	1	\$150	1	0	0.3%	\$1.04	144
10x16	160	\$152	5	\$760	4	1	1.4%	\$0.95	800
8x20	160	\$150	24	\$3,600	19	5	6.6%	\$0.94	3,840
10x20	200	\$185	19	\$3,515	18	1	5.2%	\$0.93	3,800
10x21	210	\$187	5	\$935	5	0	1.4%	\$0.89	1,050
10x23	230	\$195	32	\$6,240	30	2	8.8%	\$0.85	7,360
10x25	250	\$200	2	\$400	2	0	0.5%	\$0.80	500
10x28	280	\$210	89	\$18,690	78	11	24.4%	\$0.75	24,920
10x28 UTD	280	\$210	30	\$6,300	29	1	8.2%	\$0.75	8,400
12x25	300	\$230	1	\$230	1	0	0.3%	\$0.77	300
Totals/Avgs	3,338	\$143	365	\$58,041	279	86		\$0.91	63,696



02

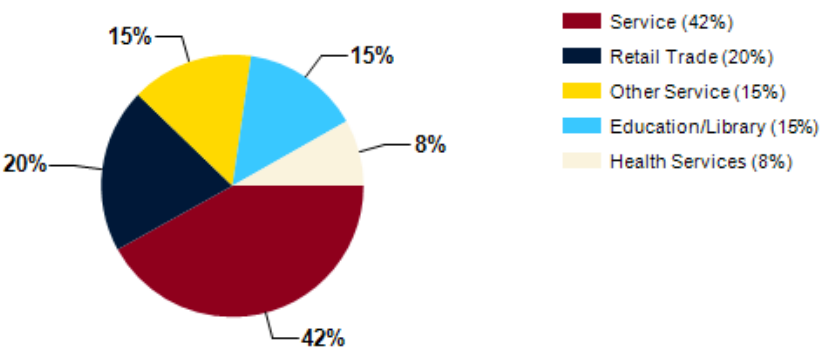
Location

Location Summary

Aerial View Map

TNT SELF STORAGE

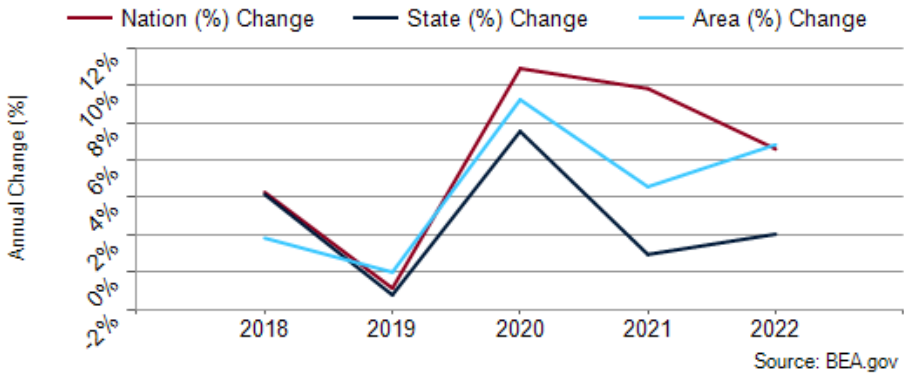
Major Industries by Employee Count

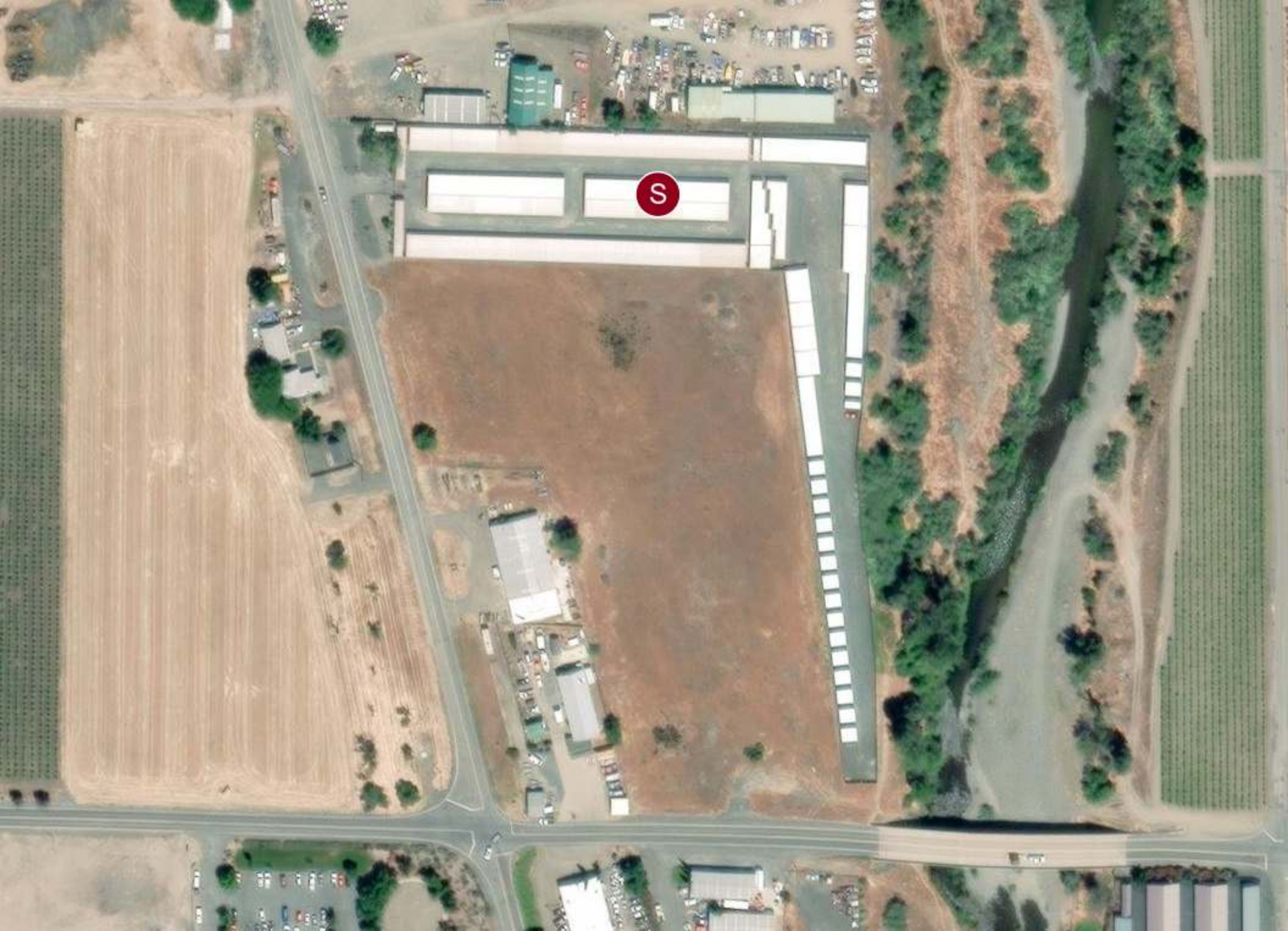


Largest Employers

West Coast Fire & Water	77
Kelseyville Unified School District	75
Stokes Ladders	50
Reynolds Systems	50
Peace and Plenty Farm	20
Konocti Harbor Resort & Spa	20
Big Valley Electric & Service Co	15
California Highway Patrol, Kelseyville Office	10

Lake County GDP Trend







03

Property Description

Property Features

Parcel Map

TNT SELF STORAGE

PROPERTY FEATURES

NUMBER OF UNITS	365
NUMBER OF BUILDINGS	14 plus modular units
RENTABLE SQUARE FEET	63,696
GROSS SQUARE FEET	66,000
LAND ACRES	10.1
YEAR BUILT	2001
# OF PARCELS	1
LOT DIMENSION	Irregular
ZONING TYPE	M2
PRODUCT CLASS	Self-storage
STREET FRONTAGE	~125 feet
TRAFFIC COUNTS	N/A
NUMBER OF PARKING SPACES	4
SOFTWARE	Storage Commander
WEBSITE	tntstorage.com

CONSTRUCTION

FOUNDATION	Concrete slab
EXTERIOR	Metal
PARKING SURFACE	Asphalt
ROOF	Metal
FENCING	Chain link with wood slats
SECURITY	Video surveillance
CONTROLLED ACCESS	Yes
CLIMATE CONTROLLED UNITS	None



THIS MAP WAS PREPARED FOR
ASSESSMENT PURPOSES ONLY
NO LIABILITY IS ASSUMED FOR
THE ACCURACY OF THE DATA
DELINEATED HEREON

T. R. A.
56-003
56-027
56-048
56-082

037 BK. 10 P.M. PG. 28
BK. 11 P.M. PG. 1

PARCEL 1

PARCEL 2

PARCEL A

PARCEL B

LOT 6

PAR. 1 54 AC.

PAR. 2 4.89 AC.

LOT 5

LOT 4

LOT 3

LOT 2

LOT 1

LOT 10

LOT 11

LOT 12

LOT 13

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04

Rent Comps

Rent Comparables
Rent Comparables Map

TNT SELF STORAGE

Kelseyville Main Street Storage
3584 N. Main Street | Kelseyville, CA



Distance 0.3 miles

Unit Type	SF	Asking Rent	Rent/SF
5x10	50	\$80	\$1.60
10x10	100	\$110	\$1.10
10x15	150	\$120	\$0.80
10x20	200	\$165	\$0.82
Total/Avg	125	\$118	\$1.08

Kelsey Creek Storage
5025 Gunn Street | Kelseyville, CA



Distance 0.4 miles

Unit Type	SF	Asking Rent	Rent/SF
10x10	100	\$110	\$1.10
10x20	200	\$150	\$0.75
Total/Avg	150	\$130	\$0.93

Shoreline Self Storage

100 Kimberly Lane | Lakeport, CA



Distance

5.9 miles

Unit Type	SF	Asking Rent	Rent/SF
5x5	25	\$85	\$3.40
5x10	50	\$110	\$2.20
9x10	90	\$120	\$1.33
10x28	280	\$225	\$0.80
Total/Avg	111	\$135	\$1.93

Lakeport Storage

1296 Craig Avenue | Lakeport, CA



Distance

6.5 miles

Unit Type	SF	Asking Rent	Rent/SF
5x5	25	\$50	\$2.00
5x10	50	\$75	\$1.50
10x10	100	\$99	\$0.99
10x15	150	\$149	\$0.99
10x20	200	\$195	\$0.98
Total/Avg	105	\$113	\$1.29

Eagle's Nest Self Storage
8009 CA-29 | Kelseyville, CA



5

Distance 8.4 miles

Unit Type	SF	Asking Rent	Rent/SF
5x5	25	\$79	\$3.16
5x10	50	\$89	\$1.78
10x10	100	\$146	\$1.46
10x15	150	\$162	\$1.08
10x20	200	\$186	\$0.93
Total/Avg	105	\$132	\$1.68

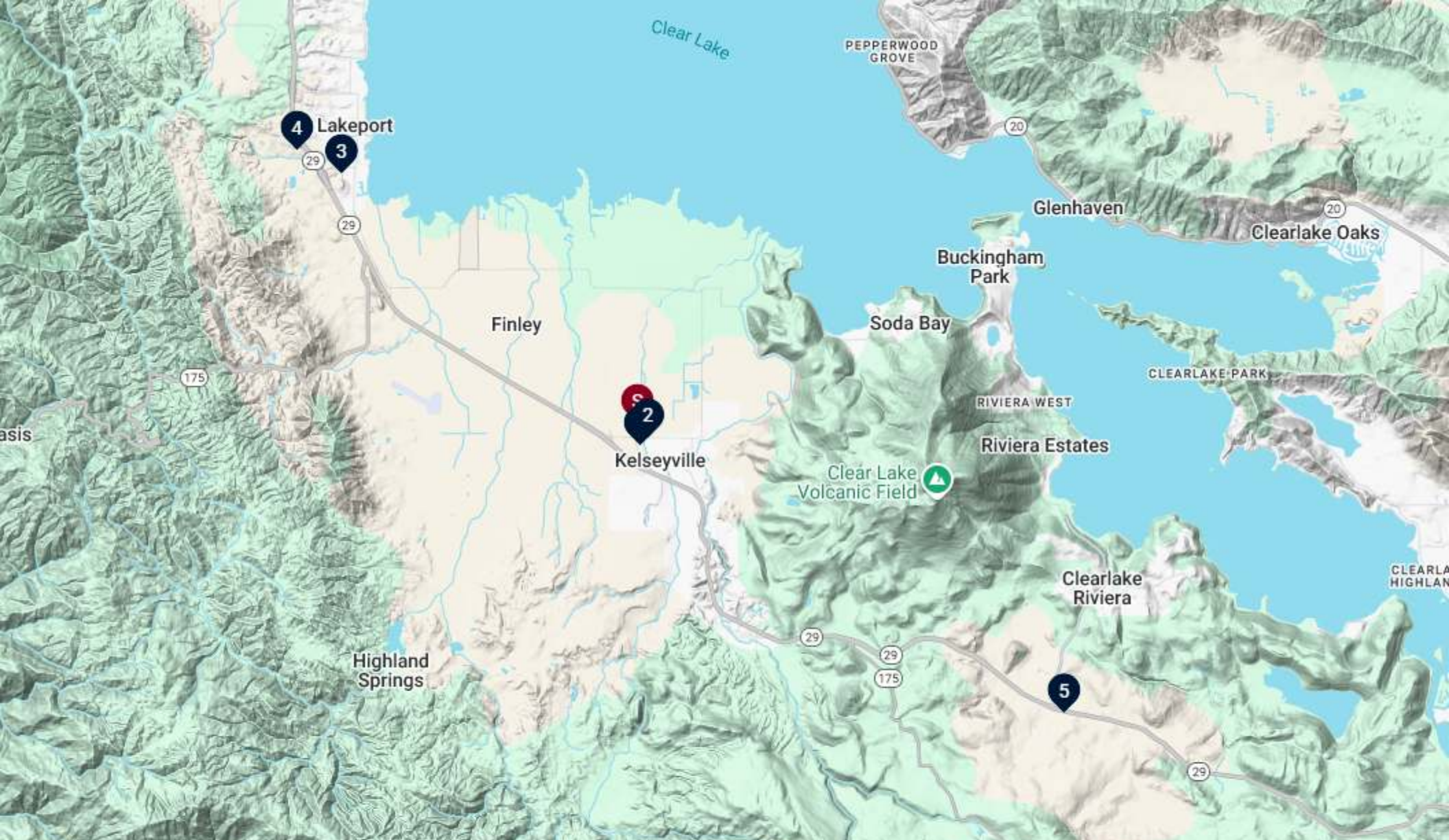
TnT Self Storage

3562 Big Valley Road | Kelseyville



Number of Units	365
Rentable Square Feet	63,696
Gross Square Feet	66,000
Land Acres	10.1
Year Built	2001
Controlled Access	Yes
Product Class	Self-storage
Asking Price	\$4,500,000
Price PSF	\$70.65
Cap Rate	5.95%

Unit Type	SF	Asking Rent	Rent/SF
7x7	49	\$89	\$1.82
5x10	50	\$90	\$1.80
5x10 P	50	\$62	\$1.24
5x11	55	\$93	\$1.69
7x8	56	\$94	\$1.68
6x10	60	\$95	\$1.58
8x10	80	\$100	\$1.25
7x12	84	\$100	\$1.19
7x14	98	\$130	\$1.33
10x10	100	\$140	\$1.40
10x10 U	100	\$140	\$1.40
10x11	110	\$141	\$1.28
8x14	112	\$142	\$1.27
10x12	120	\$142	\$1.18
12x12	144	\$150	\$1.04
10x16	160	\$152	\$0.95
8x20	160	\$150	\$0.94
10x20	200	\$185	\$0.93
10x21	210	\$187	\$0.89
10x23	230	\$195	\$0.85
10x25	250	\$200	\$0.80
10x28	280	\$210	\$0.75
10x28 UTD	280	\$210	\$0.75
12x25	300	\$230	\$0.77
Total/Avg	139	\$143	\$1.20



#	Property Name	Address	City
S	TnT Self Storage	3562 Big Valley Road	Kelseyville
1	Kelseyville Main Street Storage	3584 N. Main Street	Kelseyville
2	Kelsey Creek Storage	5025 Gunn Street	Kelseyville
3	Shoreline Self Storage	100 Kimberly Lane	Lakeport
4	Lakeport Storage	1296 Craig Avenue	Lakeport
5	Eagle's Nest Self Storage	8009 CA-29	Kelseyville



05

Sale Comps

Sale Comparables

Sale Comparables Charts

Sale Comparables Map



TNT SELF STORAGE

Hillside Storage & Car Wash

2544 E. State Hwy 20 | Nice, CA



1

# of Units	301
Building Square Feet	57,025
Land Acres	4.58
Year Built	1979
Occupancy	79%
Distance	15.3 miles
Sale Price	\$4,500,000
Price Per SF	\$78.91
Cap Rate	4.6%

Notes Built in 1979, expanded in 1993.

Cottonwood Self Storage

540 Cottonwood Lane | Fernley, NV



2

# of Units	231
Building Square Feet	41,800
Land Acres	2.89
Year Built	2020
Occupancy	88%
Distance	249 miles
Closing Date	11-05-2024
Sale Price	\$5,200,000
Price Per SF	\$124.40
Cap Rate	6.65%

Safe Hold Storage

6340 Freeport Blvd. | Sacramento, CA



Building Square Feet	25,000
Land Acres	1.23
Year Built	1986
Distance	125 miles
Closing Date	06-14-2024
Sale Price	\$3,950,000
Price Per SF	\$158.00

Mariners Drive Self Storage

9023 Mariners Drive | Stockton, CA



Building Square Feet	49,756
Land Acres	5
Year Built	1986
Distance	160 miles
Closing Date	06-10-2024
Sale Price	\$9,025,000
Price Per SF	\$181.39

Garden Hwy Self Storage
517 Garden Highway | Yuba City, CA



# of Units	438
Building Square Feet	46,875
Land Acres	2.87
Year Built	1987
Occupancy	90%
Distance	94.5 miles
Closing Date	04-29-2024
Sale Price	\$5,400,000
Price Per SF	\$115.20
Cap Rate	6.36%

TnT Self Storage

3562 Big Valley Road | Kelseyville

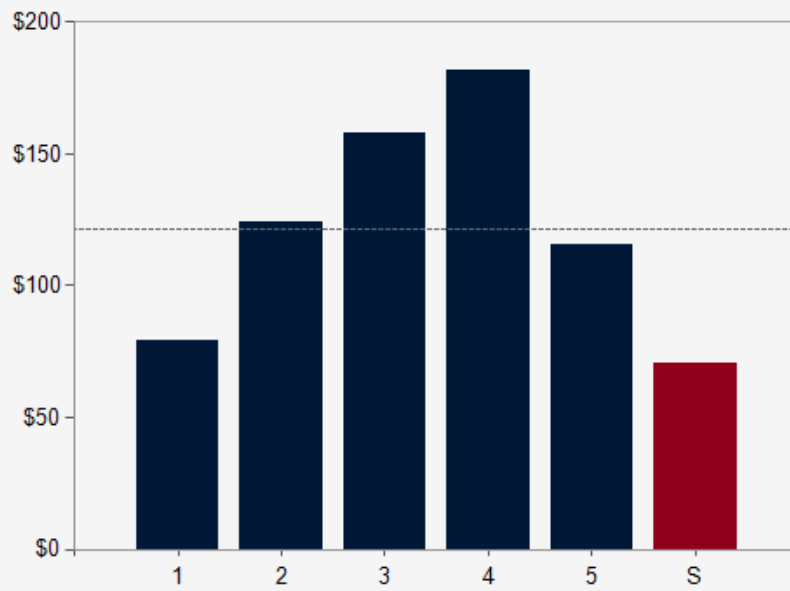


Number of Units	365
Rentable Square Feet	63,696
Gross Square Feet	66,000
Land Acres	10.1
Year Built	2001
Controlled Access	Yes
Product Class	Self-storage
Asking Price	\$4,500,000
Price PSF	\$70.65
Cap Rate	5.95%

Unit Type	SF	Asking Rent	Rent/SF
7x7	49	\$89	\$1.82
5x10	50	\$90	\$1.80
5x10 P	50	\$62	\$1.24
5x11	55	\$93	\$1.69
7x8	56	\$94	\$1.68
6x10	60	\$95	\$1.58
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10x12	120	\$142	\$1.18
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10x28 UTD	280	\$210	\$0.75
12x25	300	\$230	\$0.77
Total/Avg	139	\$143	\$1.20

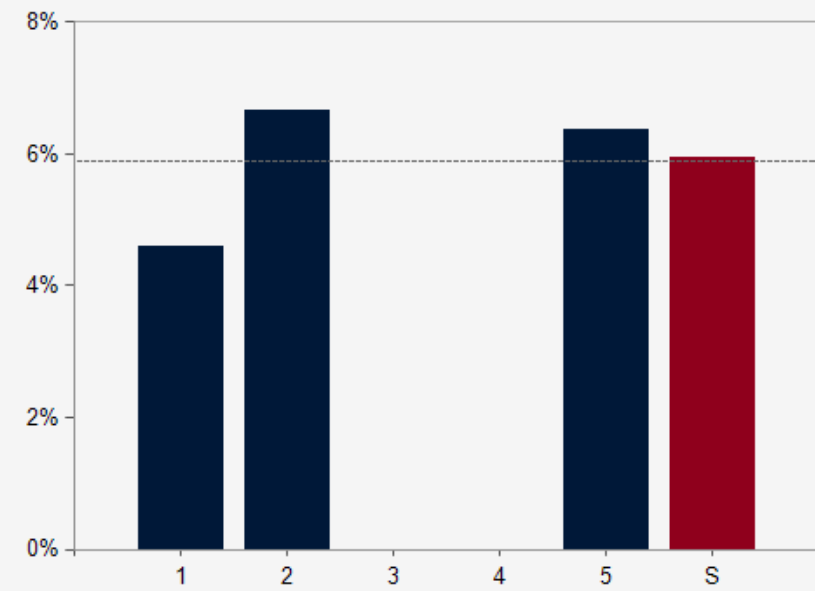
Price/SF

Average: \$121.42



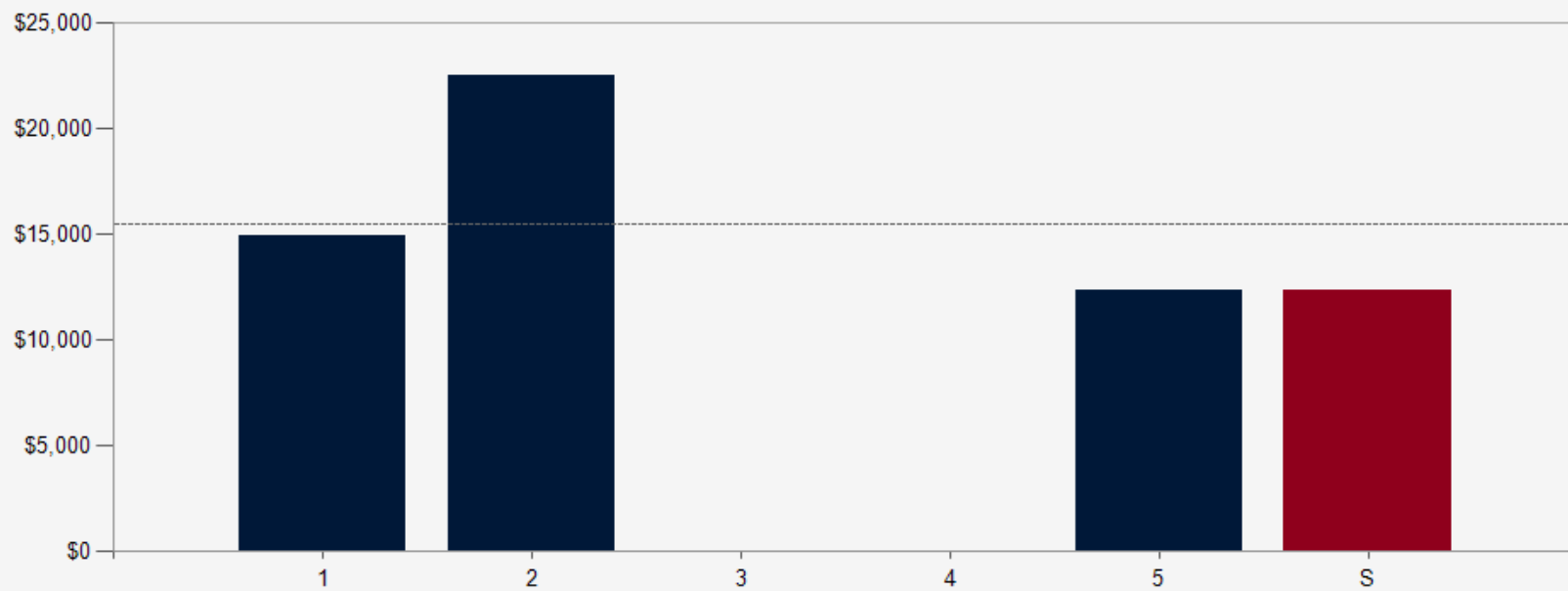
Cap Rate

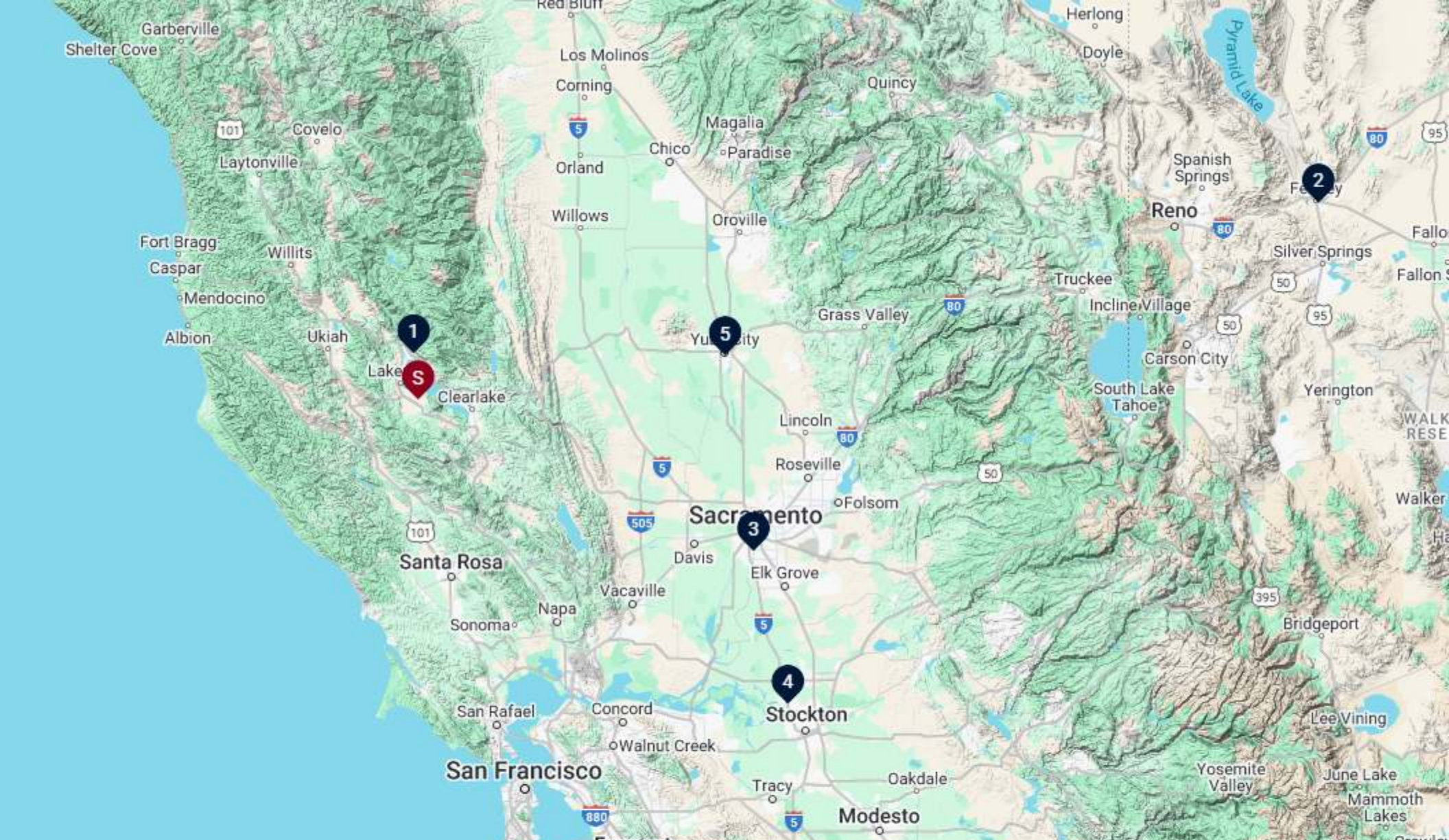
Average: 5.89%



Price/Unit

Average: \$15,529.63





#	Property Name	Address	City
S	TnT Self Storage	3562 Big Valley Road	Kelseyville
1	Hillside Storage & Car Wash	2544 E. State Hwy 20	Nice
2	Cottonwood Self Storage	540 Cottonwood Lane	Fernley
3	Safe Hold Storage	6340 Freeport Blvd.	Sacramento
4	Mariners Drive Self Storage	9023 Mariners Drive	Stockton
5	Garden Hwy Self Storage	517 Garden Highway	Yuba City



06

Financial Analysis

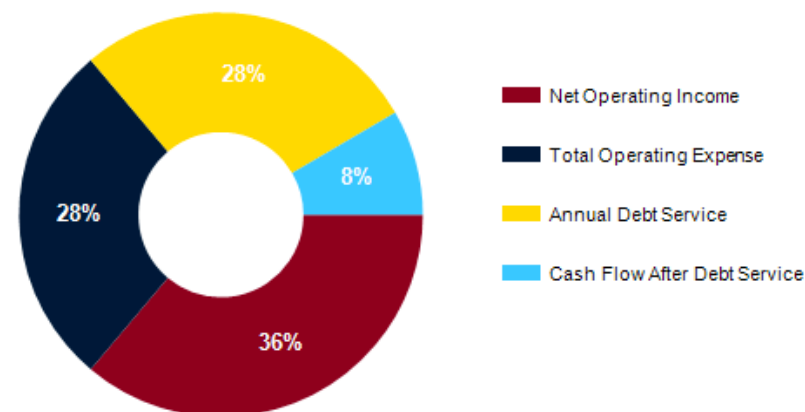
Income & Expense Analysis
Multi-Year Cash Flow Assumptions
Cash Flow Analysis

TNT SELF STORAGE

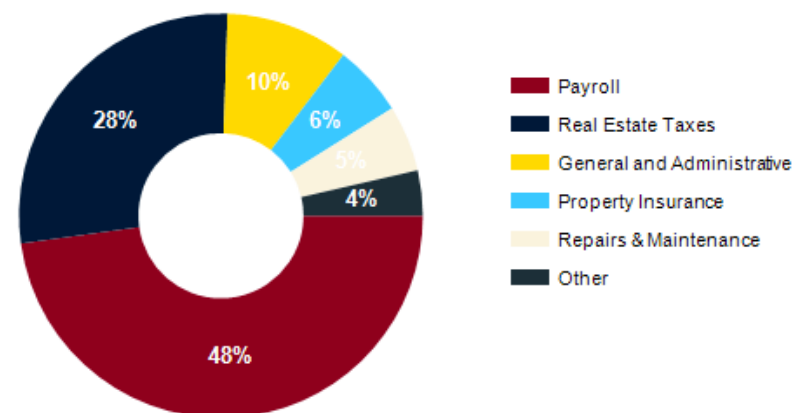
REVENUE ALLOCATION

CURRENT

INCOME	CURRENT		PRO FORMA	
Gross Potential Rent (Units)	\$696,492	96.1%	\$696,492	96.1%
Late Fees / Miscellaneous Fees	\$2,615	0.4%	\$2,615	0.4%
Cell Tower Income	\$18,732	2.6%	\$18,732	2.6%
Insurance Revenue	\$7,096	1.0%	\$7,096	1.0%
Gross Potential Income	\$724,935		\$724,935	
Vacancy & Collection Loss	-36.20%		-10.00%	
Effective Gross Income	\$472,805		\$655,286	
Less Expenses	\$205,151	43.39%	\$212,450	32.42%
Net Operating Income	\$267,654		\$442,835	
Annual Debt Service	\$205,211		\$205,211	
Cash flow	\$62,442		\$237,624	
Debt Coverage Ratio	1.30		2.16	



EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$51,621	\$141	\$51,621	\$141
Property Insurance	\$10,675	\$29	\$10,675	\$29
Advertising	\$1,379	\$4	\$1,379	\$4
Repairs & Maintenance	\$9,858	\$27	\$9,858	\$27
Utilities	\$4,397	\$12	\$4,397	\$12
Third Party Management	\$18,912	\$52	\$26,211	\$72
General and Administrative	\$18,316	\$50	\$18,316	\$50
Payroll	\$89,033	\$244	\$89,033	\$244
Other Expenses	\$960	\$3	\$960	\$3
Total Operating Expense	\$205,151	\$562	\$212,450	\$582
Annual Debt Service	\$205,211		\$205,211	
Expense / SF	\$3.22		\$3.34	
% of EGI	43.39%		32.42%	



GLOBAL

Price	\$4,500,000
Millage Rate	1.15000%

INCOME - Growth Rates

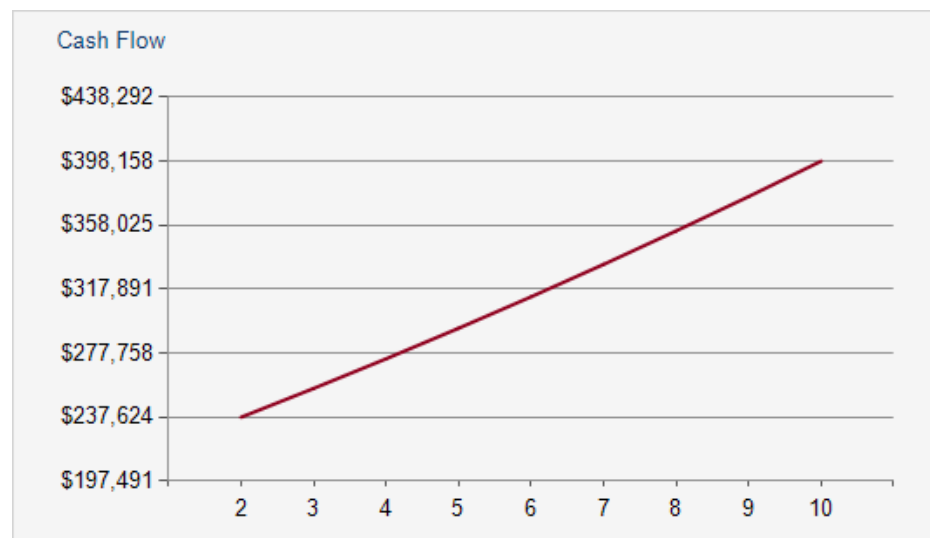
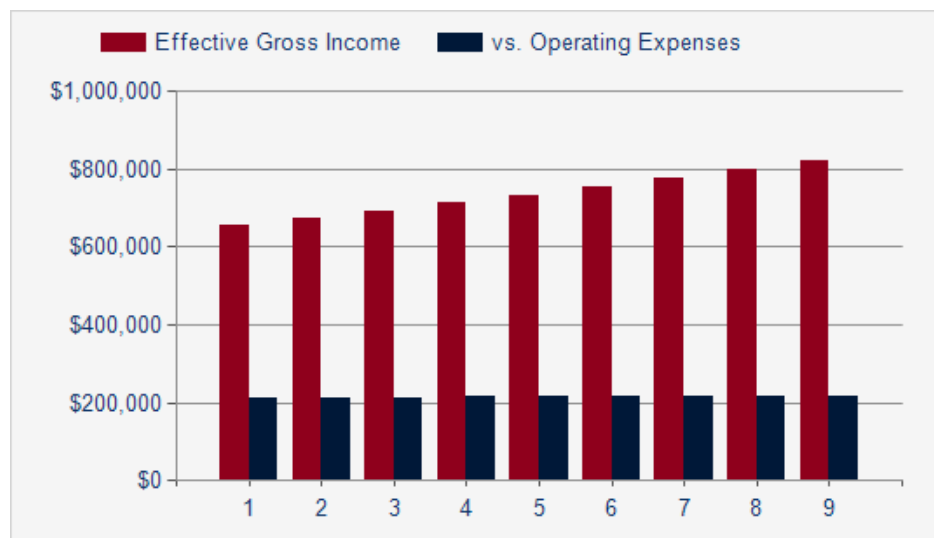
Gross Potential Rent (Units)	3.00%
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PROPOSED FINANCING

New First Loan	
Loan Type	Amortized
Down Payment	\$2,025,000
Loan Amount	\$2,475,000
Interest Rate	6.75%
Loan Terms	10 Yr. Fixed
Annual Debt Service	\$205,211
Loan to Value	55%
Amortization Period	25 Years



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Revenue										
Gross Potential Rent (Units)	\$696,492	\$696,492	\$717,387	\$738,908	\$761,076	\$783,908	\$807,425	\$831,648	\$856,597	\$882,295
Late Fees / Miscellaneous Fees	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615	\$2,615
Cell Tower Income	\$18,732	\$18,732	\$18,732	\$18,732	\$18,732	\$18,732	\$18,732	\$18,732	\$18,732	\$18,732
Insurance Revenue	\$7,096	\$7,096	\$7,096	\$7,096	\$7,096	\$7,096	\$7,096	\$7,096	\$7,096	\$7,096
Gross Potential Income	\$724,935	\$724,935	\$745,830	\$767,351	\$789,519	\$812,351	\$835,868	\$860,091	\$885,040	\$910,738
Vacancy & Collection Loss	-36.20%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%
Effective Gross Income	\$472,805	\$655,286	\$674,091	\$693,461	\$713,411	\$733,960	\$755,126	\$776,926	\$799,381	\$822,509
Operating Expenses										
Real Estate Taxes	\$51,621	\$51,621	\$51,621	\$51,621	\$51,621	\$51,621	\$51,621	\$51,621	\$51,621	\$51,621
Property Insurance	\$10,675	\$10,675	\$10,675	\$10,675	\$10,675	\$10,675	\$10,675	\$10,675	\$10,675	\$10,675
Advertising	\$1,379	\$1,379	\$1,379	\$1,379	\$1,379	\$1,379	\$1,379	\$1,379	\$1,379	\$1,379
Repairs & Maintenance	\$9,858	\$9,858	\$9,858	\$9,858	\$9,858	\$9,858	\$9,858	\$9,858	\$9,858	\$9,858
Utilities	\$4,397	\$4,397	\$4,397	\$4,397	\$4,397	\$4,397	\$4,397	\$4,397	\$4,397	\$4,397
Third Party Management	\$18,912	\$26,211	\$26,964	\$27,738	\$28,536	\$29,358	\$30,205	\$31,077	\$31,975	\$32,900
General and Administrative	\$18,316	\$18,316	\$18,316	\$18,316	\$18,316	\$18,316	\$18,316	\$18,316	\$18,316	\$18,316
Payroll	\$89,033	\$89,033	\$89,033	\$89,033	\$89,033	\$89,033	\$89,033	\$89,033	\$89,033	\$89,033
Other Expenses	\$960	\$960	\$960	\$960	\$960	\$960	\$960	\$960	\$960	\$960
Total Operating Expense	\$205,151	\$212,450	\$213,203	\$213,977	\$214,775	\$215,597	\$216,444	\$217,316	\$218,214	\$219,139
Net Operating Income	\$267,654	\$442,835	\$460,888	\$479,483	\$498,636	\$518,363	\$538,682	\$559,610	\$581,166	\$603,369
Annual Debt Service	\$205,211	\$205,211	\$205,211	\$205,211	\$205,211	\$205,211	\$205,211	\$205,211	\$205,211	\$205,211
Cash Flow	\$62,442	\$237,624	\$255,677	\$274,272	\$293,424	\$313,151	\$333,470	\$354,399	\$375,955	\$398,158





07

Demographics

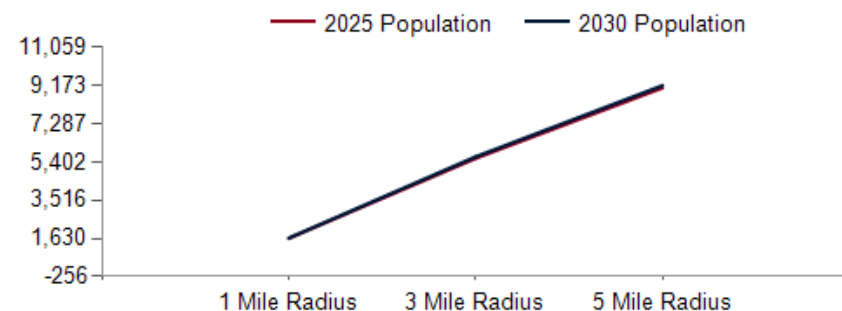
Demographics

TNT SELF STORAGE

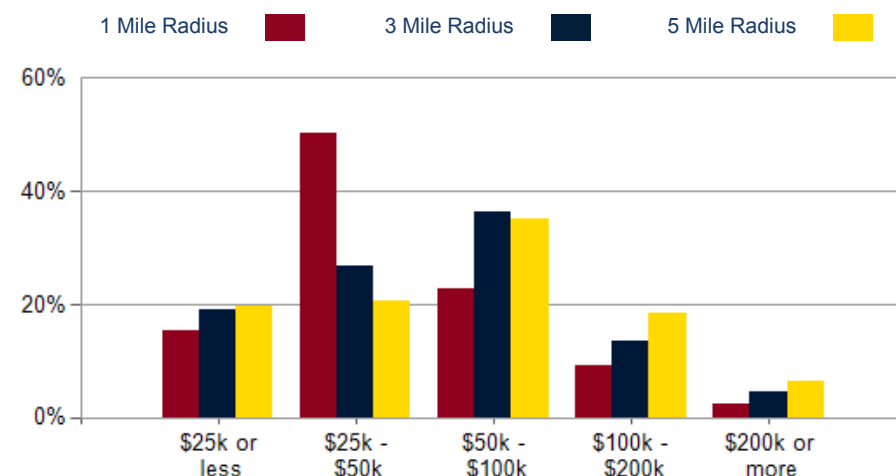
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	1,681	4,976	8,114
2010 Population	1,654	5,368	8,552
2025 Population	1,630	5,574	9,050
2030 Population	1,648	5,658	9,173
2025-2030: Population: Growth Rate	1.10%	1.50%	1.35%

2025 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	76	268	453
\$15,000-\$24,999	19	128	254
\$25,000-\$34,999	103	193	265
\$35,000-\$49,999	207	361	475
\$50,000-\$74,999	104	503	873
\$75,000-\$99,999	36	250	398
\$100,000-\$149,999	25	187	445
\$150,000-\$199,999	32	93	220
\$200,000 or greater	15	91	227
Median HH Income	\$41,084	\$52,830	\$57,625
Average HH Income	\$60,258	\$73,625	\$83,930

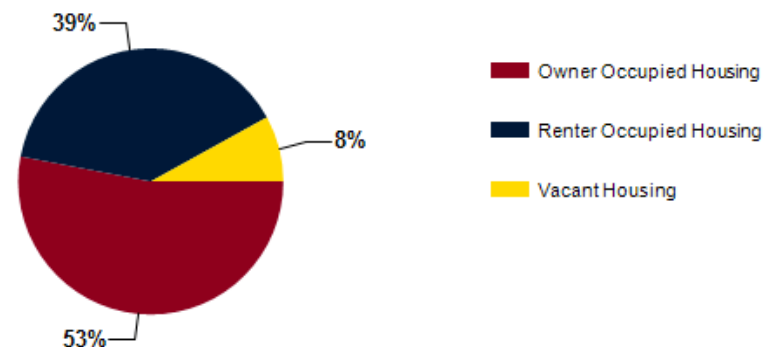
HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	650	2,058	3,884
2010 Total Households	592	1,955	3,343
2025 Total Households	618	2,074	3,610
2030 Total Households	621	2,084	3,626
2025 Average Household Size	2.64	2.68	2.49
2025-2030: Households: Growth Rate	0.50%	0.50%	0.45%



2025 Household Income



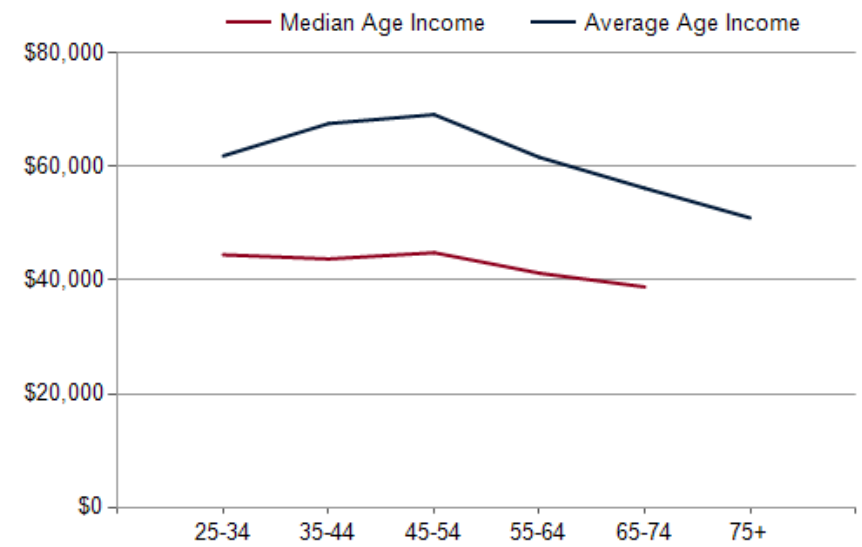
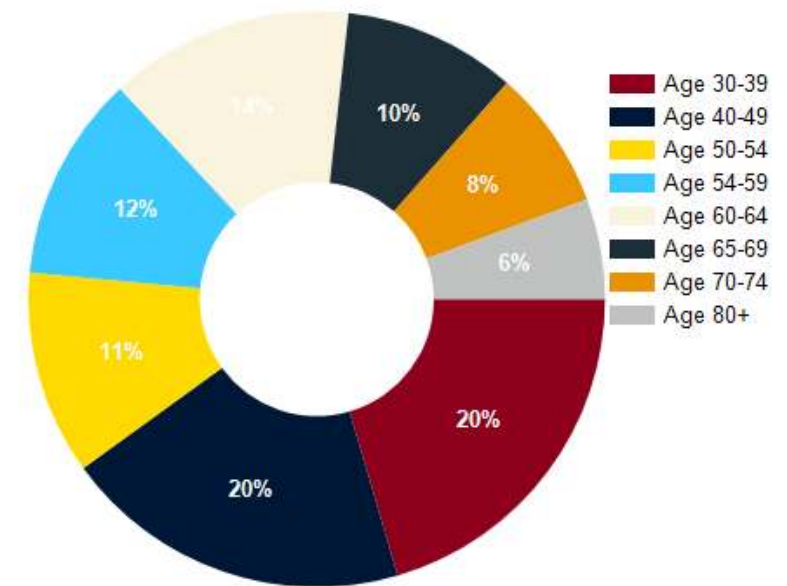
2025 Own vs. Rent - 1 Mile Radius



Source: esri

2025 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2025 Population Age 30-34	102	323	484
2025 Population Age 35-39	98	321	516
2025 Population Age 40-44	92	300	504
2025 Population Age 45-49	99	294	461
2025 Population Age 50-54	112	357	570
2025 Population Age 55-59	113	366	589
2025 Population Age 60-64	134	439	758
2025 Population Age 65-69	95	386	724
2025 Population Age 70-74	77	342	646
2025 Population Age 75-79	55	244	476
2025 Population Age 80-84	33	138	268
2025 Population Age 85+	32	109	216
2025 Population Age 18+	1,287	4,377	7,298
2025 Median Age	42	43	47
2030 Median Age	42	44	48

2025 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$44,464	\$54,519	\$58,561
Average Household Income 25-34	\$61,897	\$70,498	\$80,974
Median Household Income 35-44	\$43,730	\$58,418	\$66,818
Average Household Income 35-44	\$67,592	\$86,638	\$103,971
Median Household Income 45-54	\$44,836	\$60,479	\$68,945
Average Household Income 45-54	\$69,173	\$87,291	\$99,927
Median Household Income 55-64	\$41,226	\$56,513	\$61,369
Average Household Income 55-64	\$61,645	\$79,864	\$91,073
Median Household Income 65-74	\$38,806	\$51,167	\$56,603
Average Household Income 65-74	\$56,195	\$68,958	\$77,657
Average Household Income 75+	\$50,962	\$54,253	\$61,859



TnT Self Storage



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