



 FranklinStreet

OFFERING MEMORANDUM

Franklin Street Real Estate Services, LLC | A Licensed North Carolina Broker # C36348

BEACH ROAD STORAGE

4603 Long Beach Rd SE, South Port, NC 28461

13,396 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

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Frank.DeSalvo@FranklinSt.com

Franklin Street

David Perllleshi
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CONTACT US

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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.



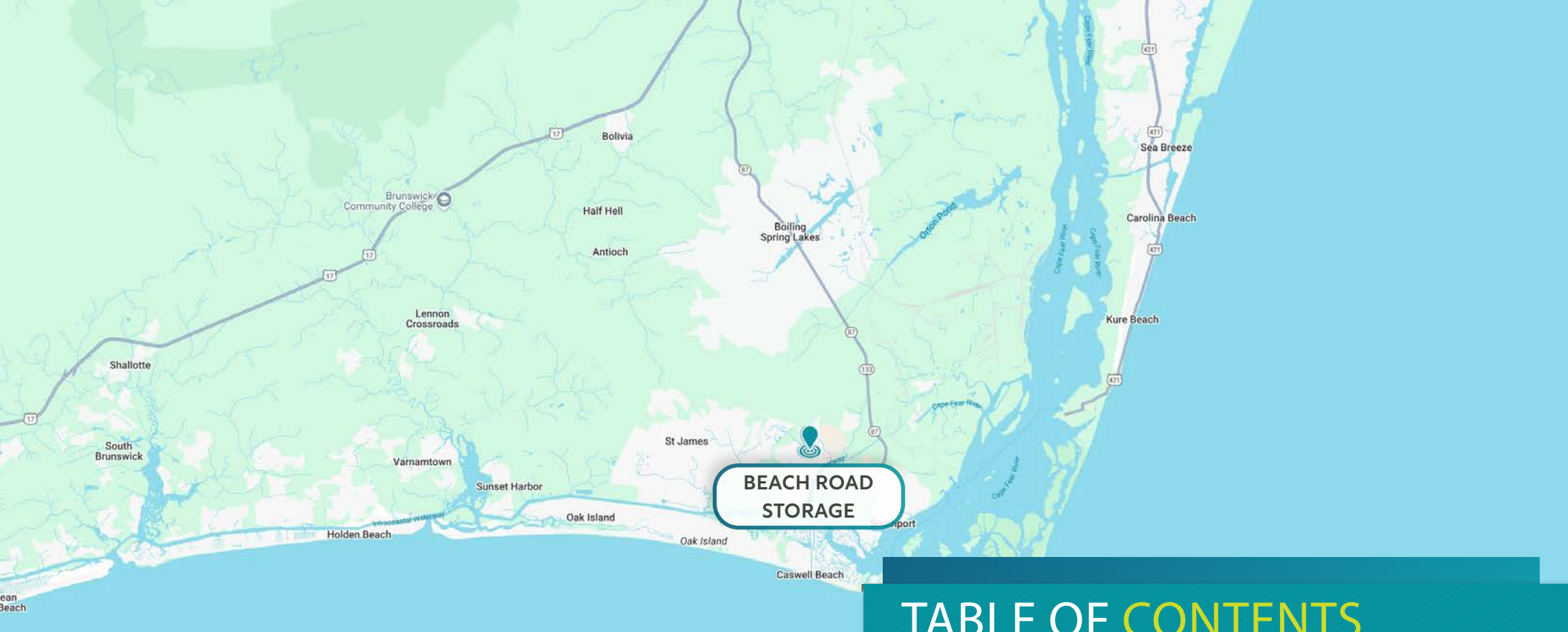


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4

PROPERTY INFORMATION



BEACH ROAD STORAGE

4603 Long Beach Rd SE, Southport, NC

13,396 NRSF | Self Storage Facility

OFFER SUMMARY

OFFERING SUMMARY

Sale Price	\$1,388,000
Land Area	0.92 AC
Number of Units	143
Building Area	13,396 NRSF
\$/NRSF	\$103.61
Unit Occupancy	84.03%
Square Foot Occupancy	84.33%
Economic Occupancy	80.72%
Current NOI	\$97,169
Cap Rate	7.00%
Pro Forma NOI	\$126,927
Pro Forma Cap Rate	9.14%
3-Mile SF/Capita	31.1
5-Mile SF/Capita	21.6

PROPERTY SUMMARY

MSA	Wilmington
County	Brunswick
Parcel ID	2211C008
Year Built	1985
Number of Buildings	Nine
Number of Stories	One
Foundation	Concrete
Framing	CMU
Exterior Walls	CMU
Roof	Metal
Drive Aisles	Asphalt
Entry	Gated w/ Keypad Access
Leasing Office	Yes
Management Software	Easy Storage Solutions

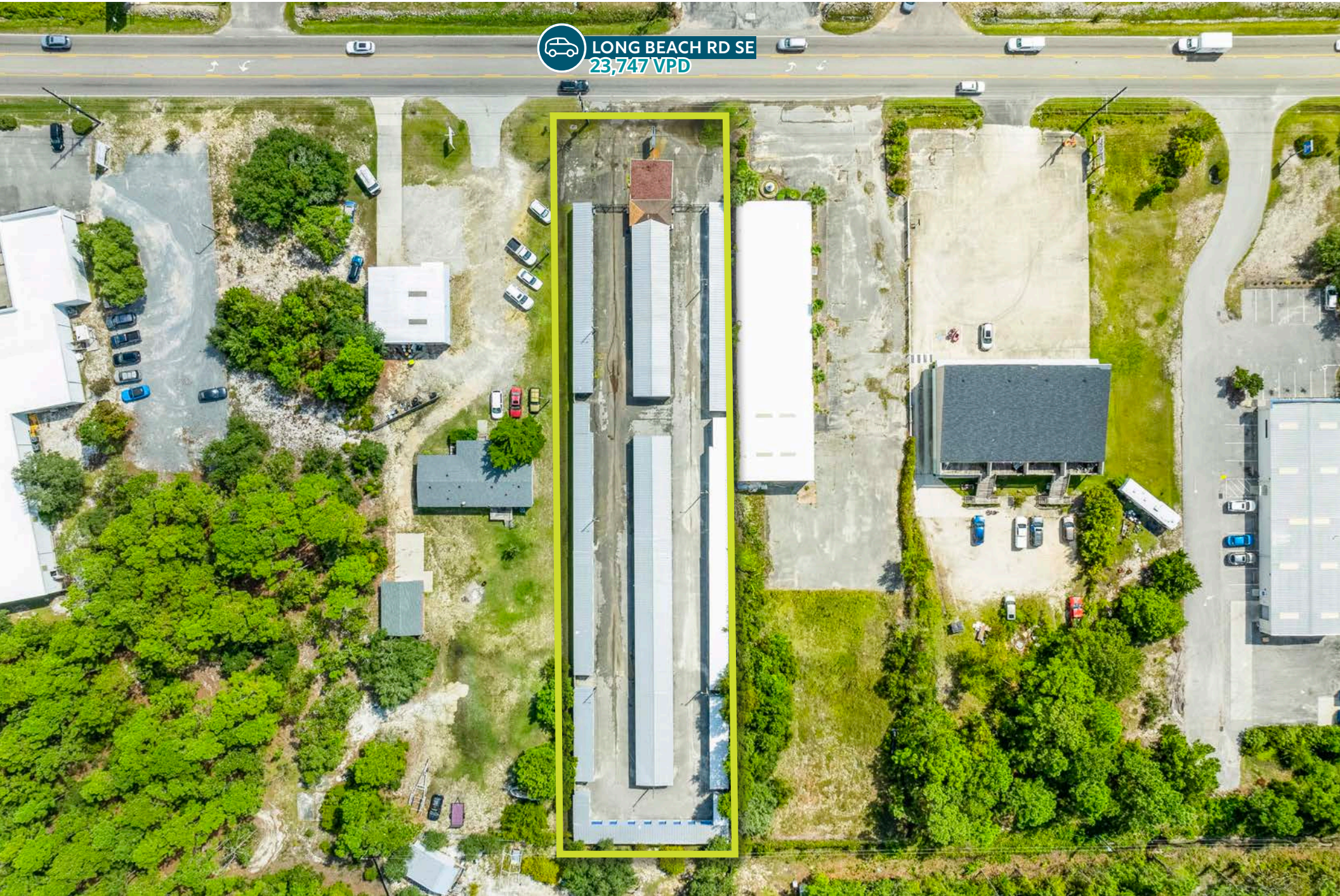


INVESTMENT HIGHLIGHTS

- Stabilized and Cash-Flowing Self Storage Facility Comprised of 13,162 of Non-Climate Drive-Up Storage and One 234 SF Office Space
- Facility is Managed Remotely with Keypad Access and Management Software Already In Place
- Opportunity to Increase Revenue by Leasing Out the Vacant Office Space or Converting it into Climate-Control Units
- Booming Population Within Five Miles of the Property Evidenced by 7.2% Annual Growth Over the Last Four Years and Projected 6.4% Annual Growth Over the Next Five Years
- Opportunity to Increase Revenue Through Maximizing Ancillary and Tenant Insurance Income Streams
- Very Strong Average Household Income of \$102,956 Within Five Miles of the Property
- Southport is a Coastal Town in Southeastern North Carolina and is Located Approximately 20 Miles South of Wilmington
- One of the Fastest Growing Metro Areas in the Country, the Wilmington MSA is Currently the 6th Largest in North Carolina and is Home to 467,337 Residents

PROPERTY PHOTOS





 LONG BEACH RD SE
23,747 VPD

FINANCIAL ANALYSIS

BEACH ROAD STORAGE

4603 Long Beach Rd SE, Southport, NC 28461

13,396 NRSF | Self Storage Facility

UNIT MIX

NON-CLIMATE UNITS

SIZE	SQUARE FEET	TOTAL SF	TOTAL UNITS	OCCUPIED	VACANT	AVERAGE EFFECTIVE RATE	MONTHLY GPR	ANNUAL GPR	PRO FORMA STREET RATE	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
6x10	60	1500	25	20	5	\$61	\$1,534	\$18,402	\$75	\$1,875	\$22,500
7x9	63	126	2	1	1	\$73	\$146	\$1,752	\$82	\$164	\$1,970
8x8	64	448	7	6	1	\$68	\$479	\$5,753	\$85	\$595	\$7,140
7x10	70	140	2	1	1	\$73	\$146	\$1,752	\$90	\$180	\$2,160
8x10	80	2,400	30	22	8	\$80	\$2,404	\$28,843	\$100	\$3,000	\$36,000
10x10	100	5,900	59	56	3	\$99	\$5,860	\$70,326	\$115	\$6,785	\$81,420
10x12	120	600	5	5	0	\$116	\$579	\$6,947	\$130	\$651	\$7,815
8x16	128	128	1	0	1	\$99	\$99	\$1,188	\$135	\$135	\$1,620
10x14	140	840	6	5	1	\$125	\$749	\$8,985	\$140	\$842	\$10,107
10x16	160	480	3	2	1	\$135	\$405	\$4,860	\$152	\$456	\$5,467
8x20	160	160	1	1	0	\$120	\$120	\$1,440	\$152	\$152	\$1,822
10x20	200	200	1	1	0	\$165	\$165	\$1,980	\$186	\$186	\$2,227
12x20	240	240	1	1	0	\$145	\$145	\$1,740	\$220	\$220	\$2,640
Total		13,162	143	121	22		\$12,831	\$153,967		\$15,241	\$182,888

COMMERCIAL UNITS

SIZE	SQUARE FEET	TOTAL SF	TOTAL UNITS	OCCUPIED	VACANT	MONTHLY RENT	MONTHLY GPR	ANNUAL GPR	PRO FORMA STREET RATE	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
Office	234	234	1	0	1	\$332	\$332	\$3,978	\$362	\$362	\$4,347
Total		234	1	0	1		\$332	\$3,978		\$362	\$4,347

*Monthly rent for the office space is estimated based on the lower end of asking rent for office space in the immediate trade area

TOTAL UNIT MIX

SIZE	TOTAL SQUARE FEET	TOTAL UNITS	OCCUPIED	VACANT	UNIT OCCUPANCY	SQUARE FOOT OCCUPANCY	GROSS POTENTIAL MONTHLY RENT	GROSS POTENTIAL ANNUAL RENT	PRO FORMA GROSS POTENTIAL MONTHLY RENT	PRO FORMA GROSS POTENTIAL ANNUAL RENT
NON-CLIMATE UNITS	13,162	143	121	22	84.62%	85.83%	\$12,831	\$153,967	\$15,241	\$182,888
COMMERCIAL UNITS	234	1	0	1	0.00%	0.00%	\$332	\$3,978	\$362	\$4,347
Total	13,396	144	121	23	84.03%	84.33%	\$13,162	\$157,945	\$15,603	\$187,235

MARKET RENT ANALYSIS

COMP #	FACILITY	ADDRESS	DISTANCE	5x10 NC	10x10 NC	10x15 NC	10x20 NC
1	Self Storage Plus	4721 Long Beach Rd, Southport, NC	0.28 mi	\$40.00	\$85.00	\$110.00	\$115.00
2	Long Beach Self Storage	4724 Long Beach Rd SE, Southport, NC	0.28 mi	\$58.00	\$89.00	\$121.00	\$139.00
3	Sentry Self Storage	4711 Southport-Supply Rd SE, Southport, NC	0.85 mi	\$65.00	\$90.00	\$115.00	\$130.00
4	Martin Self Storage	3449 Southport-Supply Rd SE, Bolivia, NC	4.19 mi	\$55.00	\$90.00	\$119.00	\$130.00
5	Midway Commons Storage	2651 Midway Rd SE, Bolivia, NC	4.95 mi	\$72.00	\$99.00	\$126.00	\$156.00
6	M&M Mini Storage	109 Garage Rd, Southport, NC	6.02 mi	\$86.00	\$131.00	\$144.00	\$183.00
MEDIAN STREET RENTS				\$61.50	\$90.00	\$120.00	\$134.50
AVERAGE EFFECTIVE RENTS				NA	\$99.33	NA	\$164.99
PRO FORMA RENTS				NA	\$115.00	NA	\$186.00

*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

PRO FORMA

BEACH ROAD STORAGE

4603 Long Beach Rd SE, Southport, NC 28461

NRSF: 13,396

UNITS: 144

	T-6 Annualized	T-6 Broker Adjusted	Pro Forma (Year 3)
Gross Potential Income	\$157,945	\$157,945	\$187,235
Economic Occupancy	80.72%	80.72%	90.00%
Net Rental Income	\$127,489	\$127,489	\$168,512
Ancillary Income (Late/Admin Fees)	\$5,936	\$5,936	\$8,426
Tenant Insurance Income	\$15,975	\$15,975	\$11,059
Total Operating Income	\$149,400	\$149,400	\$187,996
Controllable Expenses			
Cost of Goods Sold (tenant insurance)	\$0	\$6,230	\$0
Utilities	\$1,443	\$1,443	\$1,531
Repairs & Maintenance	\$9,527	\$2,233	\$2,369
Contract Services	\$2,188	\$2,188	\$2,322
Marketing	\$13,575	\$5,626	\$5,971
Bank & Credit Card Fees	\$198	\$198	\$3,760
Telephone & Internet	\$0	\$1,020	\$1,082
Office/Admin	\$8,782	\$7,564	\$8,027
Call Center	\$6,690	\$6,690	\$7,099
Contract Labor	\$3,894	\$3,894	\$7,491
Total Controllable Expenses	\$46,298	\$37,086	\$39,653
Non-Controllable Expenses			
Real Estate Taxes	\$3,120	\$3,120	\$5,304
Insurance	\$0	\$4,555	\$4,833
Management Fee	\$0	\$7,470	\$11,280
Total Non-Controllable Expenses	\$3,120	\$15,144	\$21,417
Total Operating Expenses	\$49,417	\$52,231	\$61,070
Expense Ratio	33.08%	34.96%	32.48%
Net Operating Income	\$99,982	\$97,169	\$126,927

Assumptions

- 1) Gross Potential Income is based on the Unit Mix and Standard Rates.
- 2) Net Rental Income is based on the T-6 Management Summaries, annualized.
- 3) Operating Expenses are based on the T-6 P&L ending 6/30/24, annualized. Adjustments have been made using historical \$/SF expense data.

- 4) Pro Forma GPI has been escalated to account for the rent increases outlined in the Market Rent Analysis.
- 5) Ancillary Income is calculated as 4% 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 \$6.50 per month per unit.
- 7) Pro Forma Taxes have been escalated to account for the 2027 county-wide reassessment.

FIVE YEAR CASH FLOW

BEACH ROAD STORAGE

4603 Long Beach Rd SE, Southport, NC 28461

NRSF: 13,396

UNITS: 144

Year	T-6 Broker Adjusted	1	2	3	4	5
GPI Growth		6.2%	5.8%	5.5%	4.0%	4.0%
Expense Growth		2.0%	2.0%	2.0%	2.0%	2.0%
Gross Potential Income	\$157,945	\$167,709	\$177,472	\$187,235	\$194,725	\$202,514
Vacancy	\$0	\$8,385	\$8,874	\$9,362	\$9,736	\$10,126
Discounts	\$0	\$5,870	\$6,212	\$6,553	\$6,815	\$7,088
Bad Debt	\$0	\$2,516	\$2,662	\$2,809	\$2,921	\$3,038
Economic Occupancy	80.72%	90.00%	90.00%	90.00%	90.00%	90.00%
Net Rental Income	\$127,489	\$150,938	\$159,725	\$168,512	\$175,252	\$182,262
Ancillary Income (Late/Admin Fees)	\$5,936	\$7,547	\$7,986	\$8,426	\$8,763	\$9,113
Tenant Insurance Income	\$15,975	\$11,059	\$11,059	\$11,059	\$11,059	\$11,059
Total Operating Income	\$149,400	\$169,544	\$178,770	\$187,996	\$195,074	\$202,435
Controllable Expenses						
Cost of Goods Sold (tenant insurance)	\$6,230	\$0	\$0	\$0	\$0	\$0
Utilities	\$1,443	\$1,472	\$1,501	\$1,531	\$1,562	\$1,593
Repairs & Maintenance	\$2,233	\$2,277	\$2,323	\$2,369	\$2,417	\$2,465
Contract Services	\$2,188	\$2,232	\$2,276	\$2,322	\$2,368	\$2,416
Marketing	\$5,626	\$5,739	\$5,854	\$5,971	\$6,090	\$6,212
Bank & Credit Card Fees	\$198	\$3,391	\$3,575	\$3,760	\$3,901	\$4,049
Telephone & Internet	\$1,020	\$1,040	\$1,061	\$1,082	\$1,104	\$1,126
Office/Admin	\$7,564	\$7,716	\$7,870	\$8,027	\$8,188	\$8,352
Call Center	\$6,690	\$6,824	\$6,960	\$7,099	\$7,241	\$7,386
Contract Labor	\$3,894	\$7,200	\$7,344	\$7,491	\$7,641	\$7,794
Total Controllable Expenses	\$37,086	\$37,890	\$38,765	\$39,653	\$40,512	\$41,392
Non-Controllable Expenses						
Real Estate Taxes	\$3,120	\$3,182	\$3,246	\$5,304	\$5,410	\$5,518
Insurance	\$4,555	\$4,646	\$4,739	\$4,833	\$4,930	\$5,029
Management Fee	\$7,470	\$10,173	\$10,726	\$11,280	\$11,704	\$12,146
Total Non-Controllable Expenses	\$15,144	\$18,001	\$18,711	\$21,417	\$22,044	\$22,693
Total Operating Expenses	\$52,231	\$55,891	\$57,475	\$61,070	\$62,556	\$64,084
Expense Ratio	34.96%	32.97%	32.15%	32.48%	32.07%	31.66%
Net Operating Income	\$97,169	\$113,653	\$121,295	\$126,927	\$132,517	\$138,350



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LOCATION INFORMATION

BEACH ROAD STORAGE

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13,396 NRSF | Self Storage Facility

AERIAL VIEW



SELF STORAGE PLUS

LONG BAY CUSTOM
BOAT WORKS

PORT CITY
AUTO SALES

FAT ANDY'S
BURGERS

CAPE FEAR KIDS
GYM & FITNESS

VISION SOURCE OF
BRUNSWICK

BOYS UNDER THE HOOD

CHRIS MATTHEWS
AUTOMOTIVE

CALIBER
COLLISION

BEACH ROAD FURNITURE

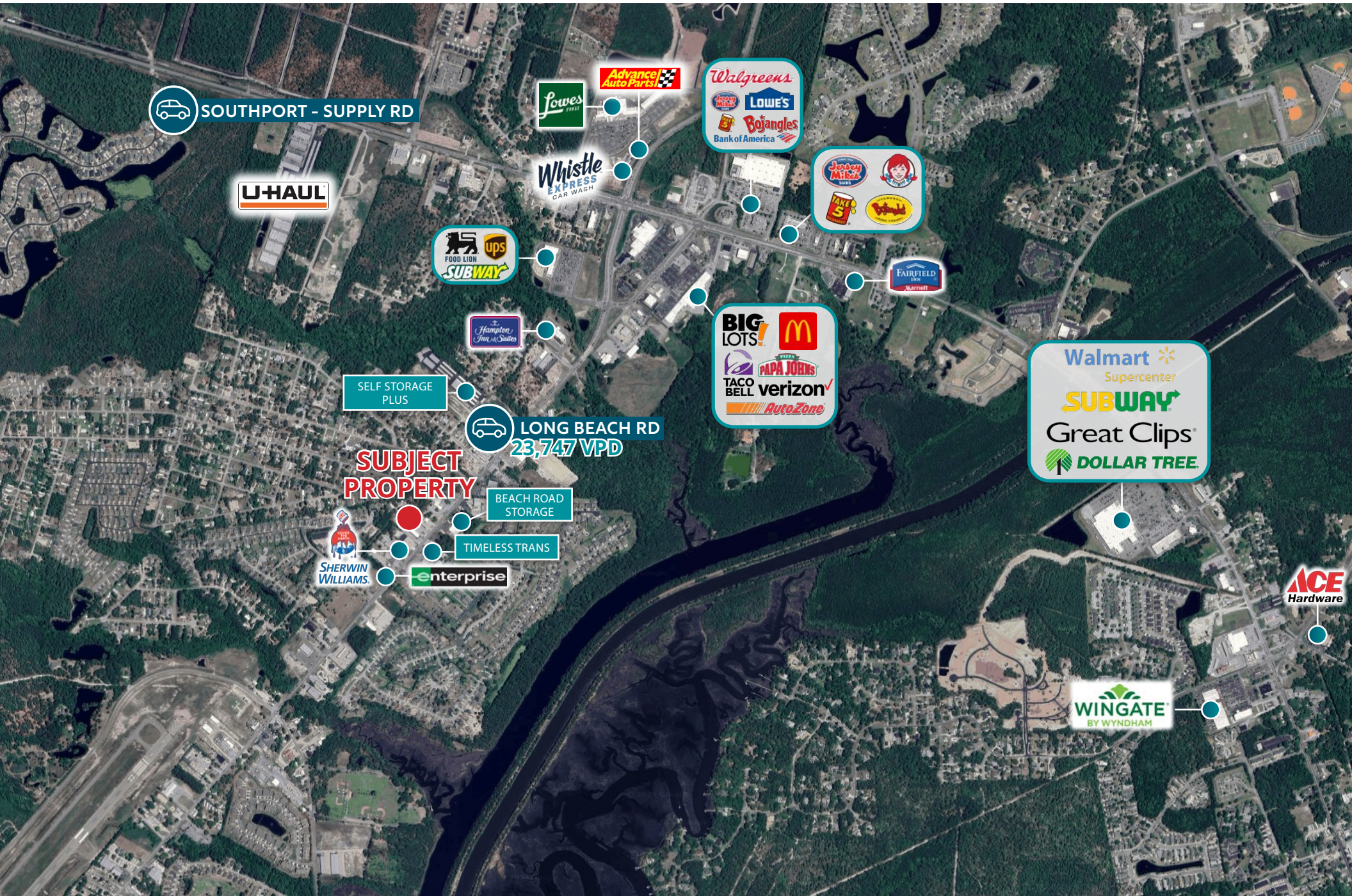
 LONG BEACH RD
23,747 VPD

A DAY AT TIFFANY'S

TIMELESS TRANS

Logos for various businesses: Lowe's, Bojangles, Bank of America, BIG!LOTS, McDonald's, Auto Zone, Verizon, Food Lion, UPS, Subway, Hampton Inn & Suites, and Advance Auto Parts.





 SOUTHPORT - SUPPLY RD

U-HAUL

Lowes
Advance Auto Parts
Whistle EXPRESS CAR WASH

Walgreens
Lowes
Bojangles
Bank of America

ups
FOOD LION
SUBWAY

Jockey Mints
Wendy's
TAKE 5

Fairfield Inn
Marriott

Hampton Inn & Suites

SELF STORAGE PLUS

 LONG BEACH RD
23,747 VPD

BIG LOTS!
McDonald's
PAPA JOHN'S
TACO BELL
verizon
AutoZone

Walmart Supercenter
SUBWAY
Great Clips
DOLLAR TREE

SUBJECT PROPERTY

BEACH ROAD STORAGE

TIMELESS TRANS

SHERWIN WILLIAMS

enterprise

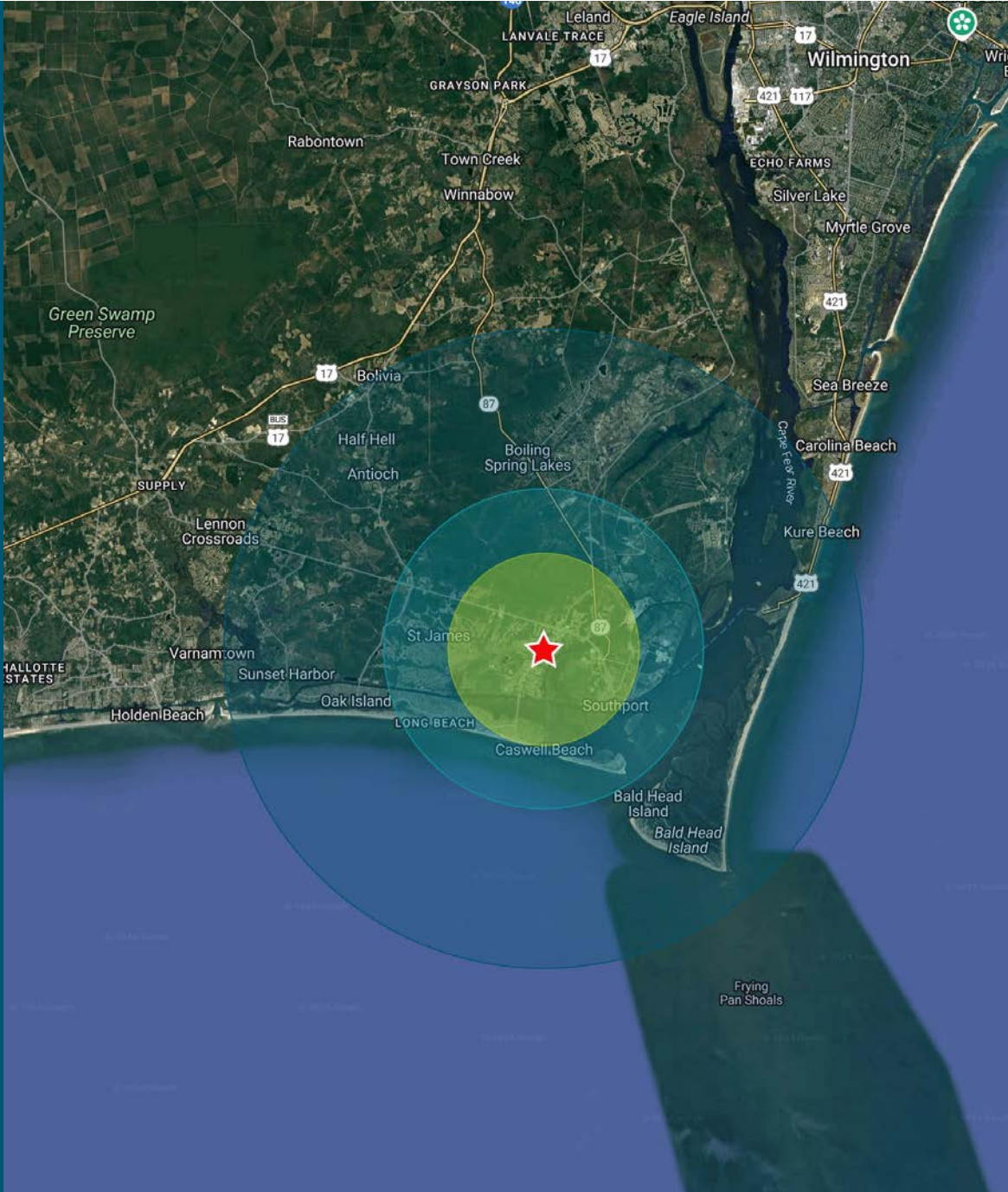
ACE Hardware

WINGATE
BY WYNDHAM



DEMOGRAPHIC ANALYSIS

	3 MILES	5 MILES	10 MILES
POPULATION & INCOME			
Total Population (2024)	13,753	24,057	43,699
Average HH Income (2024)	\$112,490	\$138,754	\$125,591
Median Age	63.2	65.3	61.8
HOUSEHOLDS			
Total Households (2024)	6,912	12,171	20,774
Household Size	1.98	1.97	2.09
Median House Value (2024)	\$429,807	\$475,339	\$420,384



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



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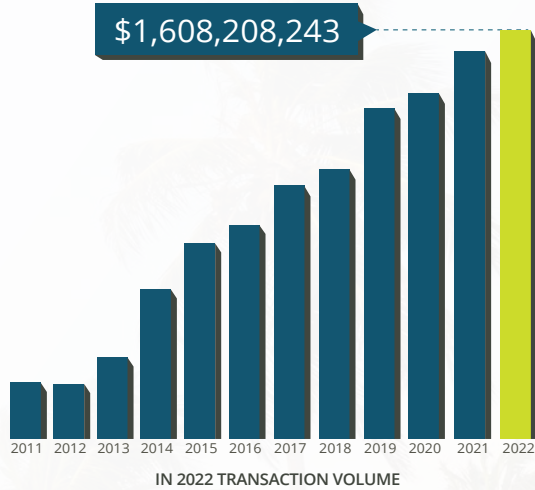
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OUR MISSION

Franklin Street and our family of full-service companies are committed to providing supreme advisory services through the collaboration of each member of our team of Real Estate professionals. We deliver precise and accurate information to our clients by embracing technology and the development and recruitment of top-level employees.

Nationwide, we are helping clients make the most successful decisions in Capital Advisory, Investment Sales, Insurance Services, Landlord Representation, Tenant Representation, Project Management, and Property and Facilities Management. Our southeast based firm is maximizing client success through our collaborative platform—an industry leader, creating tailored solutions for your Commercial Real Estate needs.

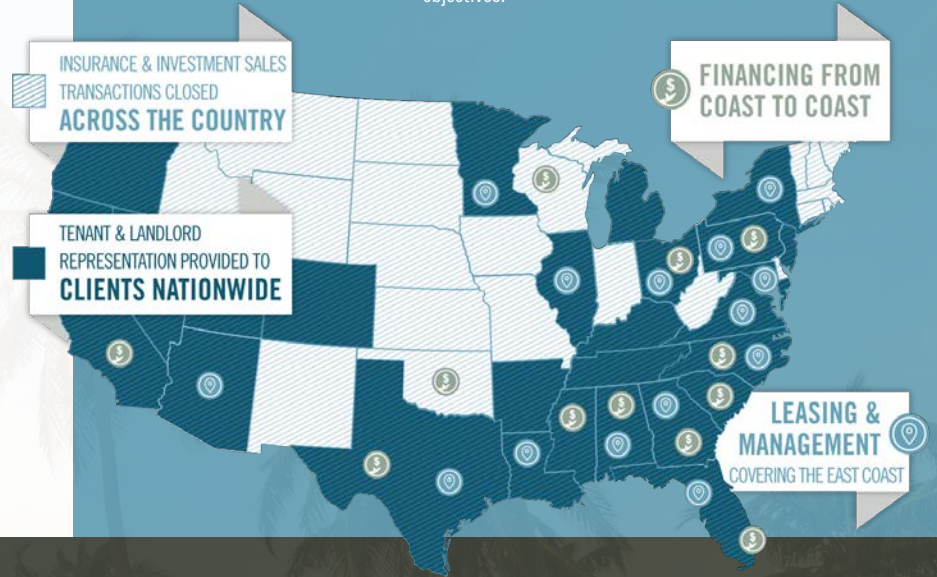


Our growth is based off of the successes we experience with our clients and we are proud to achieve year over year growth since 2006.



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.”



CONTACT US

OUR LOCATIONS

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512.316.7866
3321 Bee Caves Rd.
Suite 310
Austin, TX 78746

FORT LAUDERDALE

954.640.1100
1000 South Pine Island Rd.
Suite 901
Plantation, FL 33324

JACKSONVILLE

904.271.4120
50 North Laura St.
Suite 1750
Jacksonville, FL 33202

ORLANDO

407.458.5400
20 N Orange Ave
Suite 610
Orlando, FL 32801

MIAMI

305.363.4750
290 NW 165th St.
Miami, FL 33169

NASHVILLE

615.208.4786
1033 Demonbreun St.
Suite 300
Nashville, TN 37203

CHARLOTTE

704.593.6401
6047 Tyvola Glen Cir.
Suites 122 & 123
Charlotte, N.C. 28217

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