

118 U.S. HIGHWAY 69
POINT, TX 75472

FOR SALE | \$997,000
SELLER FINANCING AVAILABLE
~30% SECOND POSITION

FOR MORE INFORMATION, PLEASE CONTACT

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EXECUTIVE SUMMARY

Property Details	Description
Property Name	To The Point Self Storage
Address	118 U.S. Highway 69 Point, TX 75472
Offering Price	\$997,000 (Seller willing to entertain seller finance – ~30% 2nd position)
Total Units	78 (74 enclosed, 4 covered)
Year Built / Renovated	1999–2002 / 2025
NRSF	19,410
Lot Size	8.99 Acres (±6 Acres Surplus Land)
Visibility	±556 feet frontage on U.S. Hwy 69
Current Management	Family-Operated / Offsite Managed via ESS Software
Highlights	Stabilized facility with expansion potential and no formal marketing yet – significant upside through digital campaigns & local outreach.





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FINANCIAL REVIEW

Total Gross Income	\$90,880
Expense	Annual Amount
Tax Expense	\$13,274
Insurance	\$3,900
Utilities	\$1,560
Repairs & Maintenance	\$3,500
Total Expense	\$22,234
Net Operating Income	\$68,646
Expense Ratio	24%
Expansion Potential	±6 acres surplus land



FINANCIAL OVERVIEW



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UNIT MIX

SUMMARY OF SUBJECT POTENTIAL GROSS INCOME

Unit Type	Type	Total Size (SF)	No. of Units	Total Size (Sq. Ft. NRA)	Market Monthly Rental Rate	Total Monthly Revenue	Annual Gross Revenue
10x15	Enclosed Ambient	150	1	150	\$75	\$75	\$900
10x20	Enclosed Ambient	200	51	10,200	\$85	\$4,335	\$52,020
12x30	Enclosed Ambient	360	17	6,120	\$110	\$1,870	\$22,440
18x30	Enclosed Ambient	540	1	540	\$150	\$150	\$1,800
20x30	Enclosed Ambient	600	4	2,400	\$150	\$600	\$7,200
RV	Covered		1	0	\$210	\$210	\$2,520
Boat	Covered		3	0	\$110	\$330	\$3,960
Totals			78	19,410		\$7,570	\$90,840

Income Capitalization - Proforma

Unit/Space Type	Income	Method	Units	Annual	% of PGI
10x15	\$75	\$/Month	1	\$900	1%
10x20	\$85	\$/Month	51	\$52,020	54%
12x30	\$110	\$/Month	17	\$22,440	23%
18x30	\$150	\$/Month	1	\$1,800	2%
20x30	\$150	\$/Month	4	\$7,200	8%
RV Storage	\$210	\$/Month	1	\$2,520	3%
Boat Storage	\$110	\$/Month	3	\$3,960	4%
Total Rental Income:				\$90,840	95%
Other Income:				\$4,823	5%
Potential Gross Income:				\$95,663	100%
- Vacancy & Collection Loss:				\$4,783	5%
Effective Gross Income (EGI):				\$90,880	95%

Disclaimer: All information provided is believed to be accurate but is not guaranteed. Buyer is solely responsible for conducting its own independent investigation and due diligence regarding all aspects of the property, including but not limited to financial performance, physical condition, zoning, floodplain, and development feasibility.



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PROPERTY HIGHLIGHTS

Feature	Description
Construction	Steel buildings with concrete & gravel drives
Security	Cameras, keypad entry, gated fencing
Gate Access	Keypad controlled
Recent Upgrades	New doors, signage, cameras, remodeled office/residence
Expansion	±6 acres of surplus land (development potential)
Management	Offsite via ESS Software

PROPERTY HIGHLIGHTS

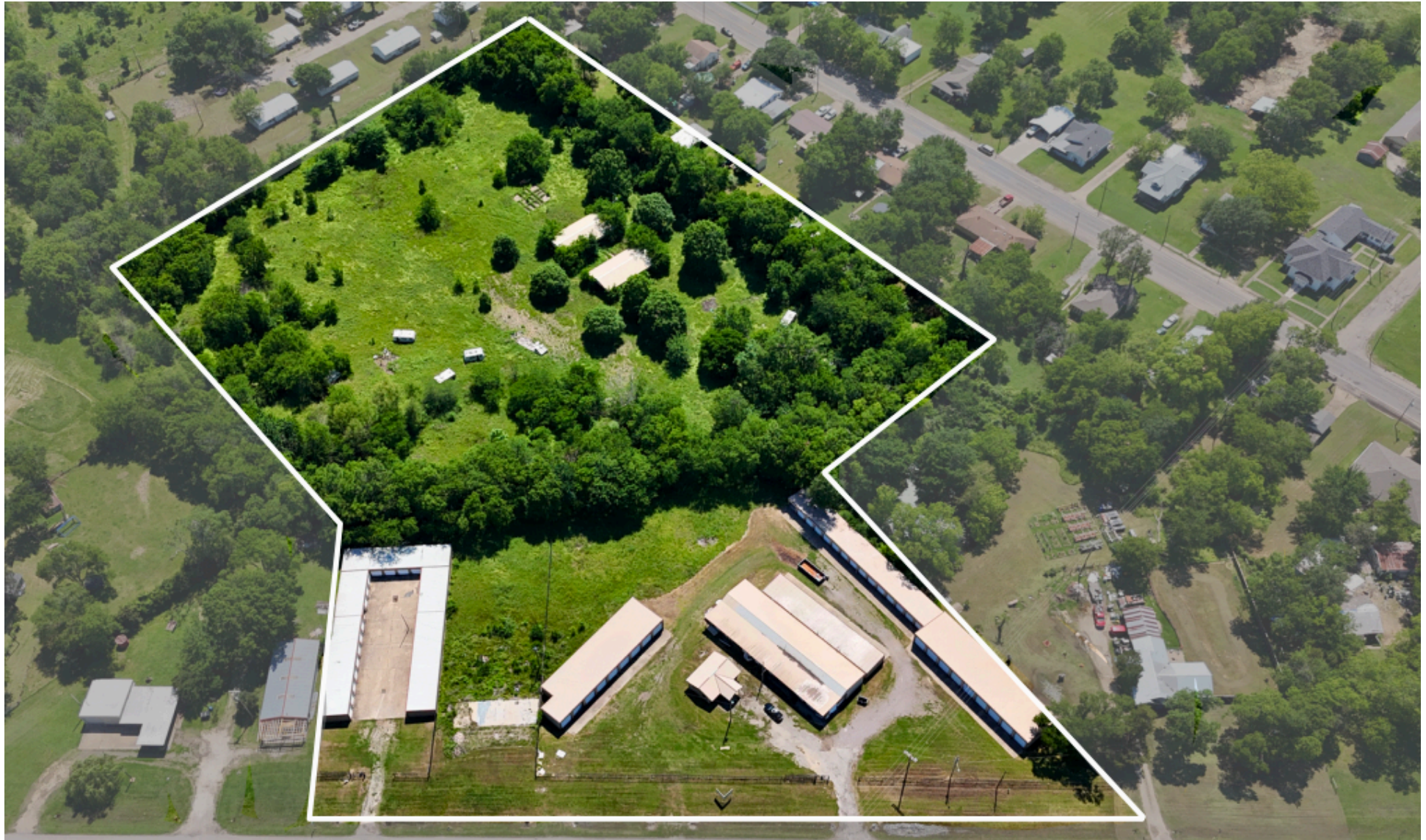
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AERIAL VIEW

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LOCATION & MARKET DRIVERS

Factor	Details
Highway Exposure	±556 feet of frontage on U.S. Highway 69
Visibility	Excellent signage exposure from main corridor
Residential Growth	Rains County population projected +14.7% through 2030
Regional Markets	Proximity to Greenville, Emory, and Lake Fork
Recreation Corridor	Within 15 miles of Lake Fork & Lake Tawakoni — major fishing and recreation draw



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MARKET OVERVIEW: TEXAS GROWTH

Metric	Value / Trend	Why It Matters to Storage
State GDP / Size	~\$2.7 trillion (2024 estimate)	Texas is among the largest economies globally, giving scale to demand and capital flows.
Quarterly Growth (Q4 2024)	3.5 % annualized, outpacing U.S. average (2.4 %)	Indicates resilient expansion and strong local business activity.
Population Growth	+7 % (2020–2024) vs U.S. +3.6 %	Texas is growing nearly double the national rate.
Net Migration	• 612,000 domestic net migration (2023) • In 2023–2024, ~57 % of growth from international migration	Migration brings new households, often with moving & storage needs.
Job Growth & Employment	Texas jobs grew ahead of national average in recent years; diverse sectors (manufacturing, services, energy) strong. Unemployment ~4.2 %	Rising employment underpins demand for small business, household, and overflow storage.
Business Climate & Taxes	No state income tax; business-friendly regulations; competitive tax environment	Attractive to relocating companies — storage often benefits from ancillary demand from business moves, expansion, and retail.
Sustainability & Diversification	Post-COVID, growth less cyclical: housing construction, energy, technology, logistics all contributing.	Reduces risk concentration; multiple demand drivers for storage (residential, commercial, recreation).
Texas in Context	Texas gained the most population among all U.S. states in 2022 (~471,000); Between 2012–2022, Texas added ~4 million people (15.1 % growth)	Statewide demography bodes well for regional growth (including rural corridors).

MARKET OVERVIEW



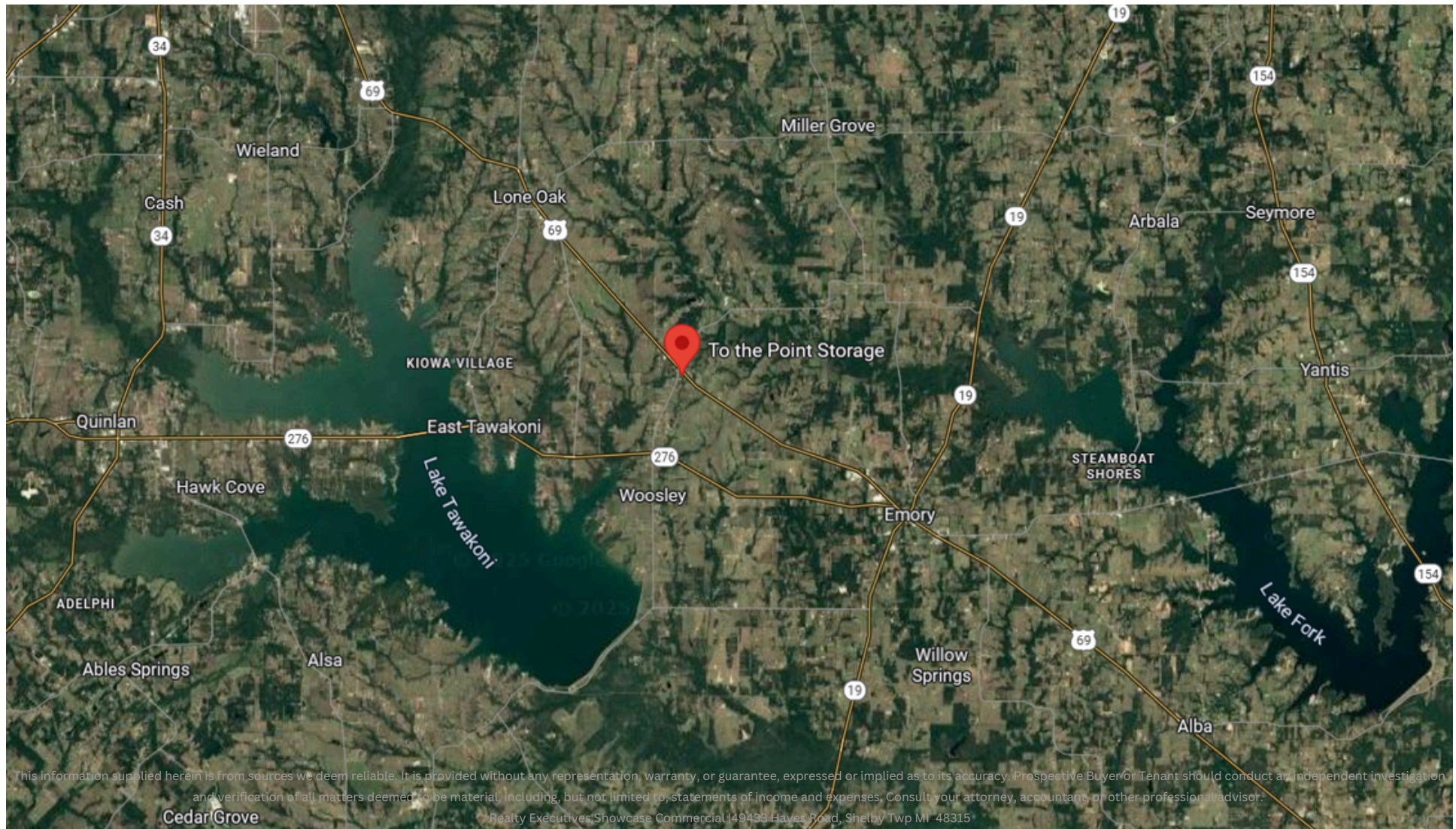
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LOCATED BETWEEN LAKE FORK AND LAKE TAWAKONI IN A PRIME RECREATIONAL CORRIDOR



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Cedar Grove

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RECREATIONAL USERS AND WHAT THEY STORE

Factor / Node	Details	Storage Implication
Lake Fork (multiple public access sites)	Public boat ramps, day-use areas; SRA operates ramps; heavy tournament & recreational use.	10×20–10×30 drive-up for boats/trailers; 5×10/10×10 for tackle & paddles.
Lake Tawakoni State Park & additional public ramps	Four-lane state park ramp plus several public/private launches around the lake.	Vehicle+trailer storage (10×30/10×40); accessory gear in 5×10–10×10.
Regional Day-Use & Parks (examples)	Lake Fork Caney Point 6-lane SRA ramp/rec area (events, tournaments).	Event/tournament cycles drive seasonal surge; upsell larger units.
Hwy 69 Visibility	Subject has ±556' US-69 frontage; consistent pass-by impressions.	Signage supports drive-up leasing; promotes “boat/RV/gear” messaging.



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LOCAL BUSINESS THAT DRIVE FOOT TRAFFIC

Type	Name	Why It Helps
Discount / Daily Needs	Dollar General	Constant local trips; daily visibility; general goods shoppers overlap with storage users.
Gas / Convenience	Max-A-Mart (convenience & fuel)	Fuel, snacks, ATM; high pass-by volumes on US-69; cross-promote boat/trailer storage.
Gas / Convenience	Point Gas Station / Super Stop N Shop	Additional fueling & c-store trips near corridor keep signage top-of-mind.
Postal Services	USPS – Point Post Office	Daily customer visits; small business users; useful for “package overflow” storage narratives.
Restaurant	Roma Italian Restaurant	Local dining anchor; repeated evening traffic & dine-in visibility.
Civic / City	City of Point (City Hall)	Resident services & meetings drive local trips and community awareness.
Park / Rec	Point City Park	Local recreation node; seasonal activity; family traffic.
Schools (District)	Rains ISD (district HQ/schools in Emory on US-69)	Nearby school system along the same corridor; family moves & seasonality correlate with storage demand.



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PROPERTY PHOTOS



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An aerial photograph of a property located at 118 U.S. Highway 69 in Point, Texas. The property features several large, light-colored buildings with dark roofs, some of which appear to be industrial or commercial in nature. There are numerous trees scattered throughout the property, and a road is visible in the lower-left corner. The text is overlaid on the image in a bold, white, sans-serif font.

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