282 STORAGE AND RETAIL

3875 Tails Creek Rd, Ellijay, GA 30540

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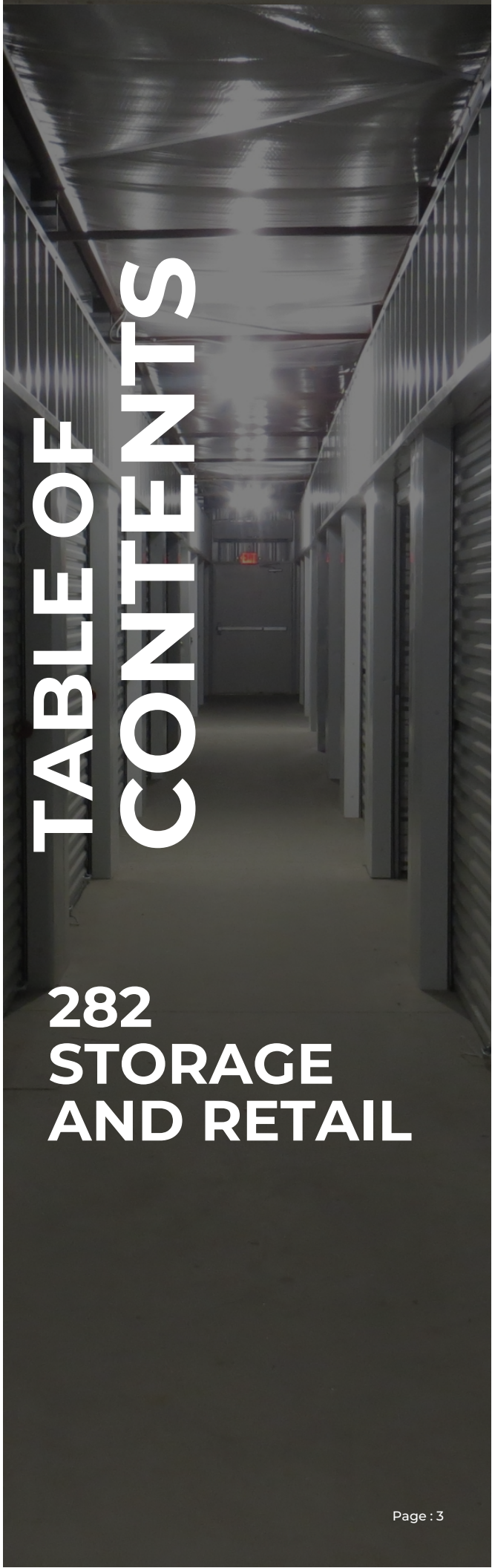

282 STORAGE AND RETAIL

WELCOME LETTER

INVESTMENT OPPORTUNITY

eXp Commercial has been selected to exclusively market the sale of the asset contained in this offering memorandum. Based on our honest assessment, we welcome the opportunity to provide you with an in-depth review of this investment and its position in today's market.

Within these pages, you will be presented with information on the site features and characteristics, location and market, current performance, and other items deemed pertinent by us to help in your review and consideration.

As specialists in the self-storage industry, we keep our fingers on the pulse of the market. It is our goal, and in the best interests of our client, to give you a clear understanding of this investment and the driving forces in the current market. What is presented here is based on our market knowledge and proven experience.

eXp Commercial is the agent of the seller; however, we can perform ministerial acts for the potential purchaser to facilitate this transaction and do have the following affirmative legal obligations to the potential purchaser:

- Diligent exercise of reasonable skill and care in performing our duties.
- A duty of honest and fair dealing and good faith.
- A duty to disclose all facts known that materially affect the value or desirability of the property that are not known to, or within the diligent attention and observation of, the potential purchaser.

We invite you to thoroughly review this offering memorandum and contact us with any questions you may have.

ALL PROPERTY TOURS MUST BE ARRANGED AT LEAST 48 HOURS IN ADVANCE AND ONLY WITH THE PRIOR APPROVAL OF THE BROKER. ALL INQUIRIES SHOULD BE DIRECTED TO THE BROKER DOCUMENTED IN THIS PACKAGE.

GUIDELINES FOR OFFERS

Please sign and return the appropriate pages of the agency disclosure document found at the end of this document.

Offers must be presented in writing to the broker of record as a Letter of Intent (LOI) or purchase agreement. The offer should include, at a minimum, the Offering Price, Earnest Money Deposit, Source of Capital, Proposed Schedule for Due Diligence and Closing, and any substantial and unordinary conditions or terms that will be placed in a purchase agreement, including required committee approvals and contingencies. In addition to the LOI, please provide qualifying documents, including a resume on experience/other holdings and lender pre-qualification letter(s) if available.

The seller will only consider offers submitted through its exclusive listing agent. 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.

STATE LICENSING

	NC	SC	TN	GA	AL
EXP COMMERCIAL	#C33116	#24614	#264947	#78422	#000135371-0
ROBERT (BOBBY) MOSS	#312110	#106616	#364818	#396512	#000128426-0

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DISCLAIMER

eXp Commercial, LLC, a Delaware limited liability company operates a commercial real estate business and is an affiliate ("Affiliate") of eXp World Holdings, Inc., a Delaware corporation (together with its subsidiaries and Affiliate, "eXp"). eXp and the reported owner(s) ("Owner(s)") of the property referenced herein ("Property") present this Confidential Offering Memorandum ("Memorandum") to assist the recipient(s) ("You" or "Your") in evaluating the Property and it is intended solely for Your limited use in determining whether you desire to acquire the Property. This Memorandum contains a brief summary of selected information pertaining to the Property and should not be considered all-inclusive or permanent. The information in this Memorandum has been obtained from sources believed to be reliable, however, eXp has not verified it and neither Owner(s) nor eXp make any guaranty, warranty or representation, express or implied, as to the accuracy or completeness of this Memorandum or the information contained herein.

It is highly recommended that You independently verify each item of information contained in this Memorandum and have the same reviewed by your tax accountant, investment advisor, and/or legal counsel. This Memorandum and any ongoing or future communications You may have with eXp and/or Owner(s) and its and their respective officers, brokers, agents, affiliates or employees regarding this Memorandum or the Property does not in any way constitute or convey any guaranty, warranty or representation, express or implied, or legal, investment or tax advice to You. All assumptions, projections, estimates and/or opinions expressed or implied in this Memorandum are provided as examples only and all information is subject to change, error, omissions and/or withdrawal without notice. Any references in the Memorandum to boundary, area, height, acreage, building or premises size or square footage are approximations only and should be independently verified by You. Any references in the Memorandum to any lease or tenant information, including and without limitation to the premises, rental rates, rent escalations, common area expenses, percentage rents and lease maturities should be independently verified by You. You should conduct your own investigations and due diligence of the Property, including without limitation to environmental and physical condition inspections and reach your own conclusions regarding the suitability of the Property for investment.

eXp and Owner(s) assume no responsibility for the accuracy or completeness of any information contained in this Memorandum. eXp and Owner(s) expressly disclaim any implied or expressed warranties of merchantability, fitness for a particular purpose or non-infringement of intellectual property relating to this Memorandum. In no event shall eXp or Owner(s), and its and their respective officers, brokers, agents, affiliates or employees, be liable for any damages resulting from the reliance on or use of any information in this Memorandum, including but not limited to direct, special, indirect, consequential or incidental damages.

By accepting receipt of this Memorandum, You agree to the following: (a) This Memorandum is of a highly confidential nature; it will be held in the strictest confidence and shall be returned to eXp upon request; (b) You will not contact any property manager, contractor, employee or tenant of the Property regarding the Property or this Memorandum, without prior approval of eXp or Owner(s); and (c) You understand and agree that Affiliate represents Owner(s) and not You and (iv) this Memorandum and the information contained herein shall not be used by You in any way that is detrimental to Owner(s), or eXp. Neither eXp nor Owner(s) shall have any obligation to pay any commission, finder's fee, or any other compensation to any Broker, Agent or other person. You may provide information to persons retained by You to evaluate the Property only after first obtaining a signed Confidentiality Agreement from such persons and providing a copy of such agreement to eXp via email at legal@exprealty.net.

The Owner(s) shall have no legal commitment or obligation to You or any person(s) or entity reviewing this Memorandum or making an offer to purchase, lease, or finance the Property unless and until written agreement(s) for the purchase or finance of the Property are considered satisfactory to Owner(s) in its sole and absolute discretion and have been fully executed, delivered, and approved by the Owner(s) and any conditions to the Owner's obligations therein have been fully satisfied or waived.

The Owner(s) expressly reserves the right, at its sole and absolute discretion, to reject any or all expressions of interest or offers to purchase or lease the Property, and/or to terminate discussion with You or any other person or entity at any time with or without notice, which may or may not arise as a result of review of the Memorandum.

282 STORAGE AND RETAIL

3875 Tails Creek Rd
Ellijay, GA 30540

PROPERTY INFORMATION

PURCHASE PRICE
$1,600,000.00

PROPERTY ADDRESS
3875 Tails Creek Rd
Ellijay, GA 30540

PROPERTY SIZE
76 Units

LAND SIZE
1.33 Acres

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PROPERTY OVERVIEW

282 Storage and Carvers Creek Gallery offer a mixed-use investment comprising 74 self-storage and parking spaces and 2 retail spaces in an easily accessible, highly visible location in northern Georgia.

282 STORAGE AND RETAIL

3875 Tails Creek Rd, Ellijay, GA 30540

PROPERTY DETAILS

PROPERTY DETAILS

INVESTMENT HIGHLIGHTS

- Combined Storage and Retail diversification
- High-Occupancy
- 5-year retail leases
- New storage conversion in 2025
- Secured storage with keypad entry
- Paved site
- Potential for value-add
- Climate-controlled storage

LOCATION INFORMATION

Facility Name	282 Storage
Street Address	3875 Tails Creek Rd
City, State, Zip	Ellijay, GA 30540
County	Gilmer
Market	North Georgia
Market Type	Small
Road Type	Highway
Signal Intersection	No
Corner Property	No
Nearest Highway	US 76 / Highway 282
Traffic Count	8,310
Traffic Count Street	Tails Creek Rd

PROPERTY INFORMATION

Property Type	Mixed
Property Subtype	Self-Storage and Retail
Zoning	C1 – General Commercial
Lot Size	1.33 Acres +/-
APN #	3050H 007, 3050H 008
Site Features	
Fencing	Yes, security
Entry	Gated with Keypad
Lighting	Yes, LED
Security Cameras	Interior (Ring Cameras)
Onsite Apartment	No
Grounds	Paved
Land For Expansion?	Yes
Land For Purchase?	No
Flood Zone	Yes, High Risk Areas (SFHA)

STORAGE INFORMATION

Facility Status	Stabilized
Facility Class	B
Number of Buildings	2
Number of Floors	1
Total # of Units/Spaces	74
Unit Occupancy (#)	86.3%
Area Occupancy (SF)	90.9%
Economic Occupancy ($)	89.3%
Year Built	1974, 2022
Year of Last Construction	2025 (conversion)
Facility RSF	11,450 +/- RSF
RSF Notation	***To be verified by buyer***
Roof Type	Metal
Foundation	Concrete
Exterior Material	Metal
Interior Finish	Metal
Door Type	Metal Rollup
Management Software	Storable Easy
Site Management	Self-Managed
Management Company	None

UTILITIES & AMENITIES

Restrooms	Two, in retail spaces
Handicap Access	Yes
Gas / Propane	No
Water	Well
Sewer	Septic (just inspected)
Electric	Amicalola Electric

UNIT BREAKDOWN

UNIT TYPE	# UNITS	RSF
Containers	13	2,080
Total Non-Climate	**13**	**2,080**
Climate-Controlled	58	9,370
Total Climate	**58**	**9,370**
Covered Parking	1	-
Uncovered Parking	2	-
Total Parking	**3**	**-**
Retail	2	3,756
Total Retail	**2**	**3,756**
TOTALS	**76**	**15,206**

PROPERTY PHOTOS

282 STORAGE AND RETAIL

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UNIT MIX

CONTAINERS (NON-CLIMATE)

UNITS				CURRENT			MARKET		
UNIT SIZE	UNIT SF	# OF UNITS	TOTAL RSF	AVG RATE	ANNUAL RENT/SF	ANNUAL POTENTIAL	MARKET RATE	MARKET RATE/SF	MARKET POTENTIAL
8 x 20	160	13	2,080	$114.62	$8.60	$17,880.72	$120.00	$9.00	$18,720.00
TOTAL:		**13**	**2,080**			**$17,880.72**			**$18,720.00**

CLIMATE-CONTROLLED

UNITS				CURRENT			MARKET		
UNIT SIZE	UNIT SF	# OF UNITS	TOTAL RSF	AVG RATE	ANNUAL RENT/SF	ANNUAL POTENTIAL	MARKET RATE	MARKET RATE/SF	MARKET POTENTIAL
10 x 10	100	11	1,100	$104.55	$12.55	$13,800.60	$120.00	$14.40	$15,840.00
10 x 12	120	1	120	$120.00	$12.00	$1,440.00	$140.00	$14.00	$1,680.00
10 x 15	150	21	3,150	$150.00	$12.00	$37,800.00	$130.00	$10.40	$32,760.00
10 x 20	200	25	5,000	$194.09	$11.65	$58,227.00	$202.50	$12.15	$60,750.00
TOTAL:		**58**	**9,370**			**$111,267.60**			**$111,030.00**

PARKING

UNITS				CURRENT			MARKET		
UNIT TYPE	UNIT SF	# OF UNITS	TOTAL RSF	AVG RATE	ANNUAL RENT/SF	ANNUAL POTENTIAL	MARKET RATE	MARKET RATE/SF	MARKET POTENTIAL
Open 10 x 20		2		$87.50		$2,100.00	$90.00		$2,160.00
Canopy (12 x 20)		1		$175.00		$2,100.00	$175.00		$2,100.00
TOTAL:		**3**				**$4,200.00**			**$4,260.00**

COMMERCIAL RETAIL

UNITS				CURRENT			MARKET		
UNIT TYPE	UNIT SF	# OF UNITS	TOTAL RSF	AVG RATE	ANNUAL RENT/SF	ANNUAL POTENTIAL	MARKET RATE	MARKET RATE/SF	MARKET POTENTIAL
Retail	2,160	1	2,160	$1,900.00	$10.56	$22,800.00	$1,900.00	$10.56	$22,800.00
Shop	1,596	1	1,596	$1,500.00	$11.28	$18,000.00	$1,500.00	$11.28	$18,000.00
TOTAL:		**2**	**3,756**			**$40,800.00**			**$40,800.00**

UNIT MIX TOTALS	76	15,206	$174,148.32	$174,810.00
	UNITS	RSF	ANNUAL POTENTIAL	MARKET POTENTIAL

INCOME & EXPENSES

INCOME DETAIL	2025 Reported	Current Rent Roll	Proforma	NOTES
Gross Potential Rent		$174,148.32	$174,148.32	
Economic Loss (-)		($10,588.32)	($7,948.32)	
Rent	$137,780.56	$163,560.00	$166,200.00	1
Late, Admin, NSF & Other Fees	$924.67	$1,500.00	$4,000.00	
Tenant Insurance	$0.00	$0.00	$4,555.20	2
GROSS INCOME	**$138,705.23**	**$165,060.00**	**$174,755.20**	

EXPENSES DETAIL	2025 Reported	Normalized Expenses	Expansion Stabilization	
COGS/Tenant Insurance Fees	$0.00	$0.00	$2,277.60	3
Service Fees (Merchant/Bank/Auction)	$401.68	$4,126.50	$4,368.88	4
Promotion & Advertising	$0.00	$3,000.00	$3,000.00	
Property Taxes	$4,159.20	$4,944.00	$4,944.00	5
Insurance Expense (Property, Liability, Flood)	$0.00	$11,000.00	$11,000.00	6
Repairs & Maintenance	$0.00	$2,280.90	$2,280.90	7
Call Center	$0.00	$3,588.00	$3,588.00	8
Boots On The Ground Personnel	$0.00	$5,400.00	$5,400.00	
Website and SEO	$0.00	$5,364.00	$5,364.00	8
Software	$0.00	$1,920.00	$1,920.00	8
Telephone & Internet	$1,401.78	$1,400.00	$1,400.00	
Utilities	$5,361.75	$4,000.00	$4,000.00	9
Landscaping	$0.00	$2,000.00	$2,000.00	
Office & Supplies/General Administrative	$1,843.28	$1,000.00	$1,000.00	
Professional Fees	$508.00	$500.00	$500.00	
OPERATING EXPENSES	**$13,675.69**	**$50,523.40**	**$53,043.38**	
Expense Ratio	9.9%	30.6%	30.4%	

NET OPERATING INCOME	**$125,029.54**	**$114,536.60**	**$121,711.82**

NOTES

1. Facility was expanded in April 2025 and leased up throughout the remainder of the year
2. Tenant Insurance not currently offered positioning Insurance as a value-add for a buyer
   Proforma Tenant Insurance projected at 65% tenant penetration at $8/month
3. Tenant Insurance fees projected at 50% of Tenant Insurance revenue
4. Service Fees entered as 2.5% of Gross Income
5. Property Taxes increased to reflect sale of property
6. Insurance Expense includes premium for Flood Insurance
7. R&M entered as 0.15 per RSF of storage space; retail tenants are responsible for retail building
8. Call Center, Website/SEO, and Software expenses based on Storable Easy cost structure
9. Utilities for 2025 over-inflated because of construction

5-YEAR CASH FLOW ANALYSIS

INITIAL INVESTMENT	
Purchase Price	$1,600,000
+ Acquisition Costs	$32,000
- Mortgage(s)	$1,200,000
+ Loan Fees Points	$12,000
Initial Investment	$444,000

MORTGAGE DATA	1ST LIEN
Loan Amount	$1,200,000
Interest Rate (30/360)	6.500%
Amortization Period	25 Years
Loan Term	5 Years
Loan Fees Points	1.00%
Periodic Payment	$8,102.49
Annual Debt Service	$97,230

CASH FLOW

For the Year Ending	Year 1 Mar-2027	Year 2 Mar-2028	Year 3 Mar-2029	Year 4 Mar-2030	Year 5 Mar-2031
POTENTIAL RENTAL INCOME (PRI)	**$174,148**	**$182,855**	**$191,998**	**$201,598**	**$211,678**
- Vacancy / Credit Loss	$10,449	$8,411	$8,832	$9,274	$9,737
EFFECTIVE RENTAL INCOME	**$163,699**	**$174,444**	**$183,166**	**$192,324**	**$201,941**
+ Other Income	$1,500	$6,100	$6,283	$6,471	$6,666
GROSS OPERATING INCOME (GOI)	**$165,199**	**$180,544**	**$189,449**	**$198,795**	**$208,607**
- Operating Expenses	$50,527	$54,328	$55,793	$57,306	$58,870
NET OPERATING INCOME (NOI)	**$114,672**	**$126,216**	**$133,656**	**$141,489**	**$149,737**
NET OPERATING INCOME (NOI)	$114,672	$126,216	$133,656	$141,489	$149,737
- Capital Expenses / Replacement Reserves	$0	$0	$0	$0	$0
- Annual Debt Service 1st Lien	$97,230	$97,230	$97,230	$97,230	$97,230
CASH FLOW BEFORE TAXES	**$17,442**	**$28,986**	**$36,426**	**$44,259**	**$52,507**
Loan Balance	$1,180,187	$1,159,047	$1,136,491	$1,112,424	$1,086,746
Loan-to-Value (LTV) - 1st Lien	60.77%	56.37%	52.2%	48.28%	44.59%
Debt Service Coverage Ratio	1.18	1.30	1.37	1.46	1.54
Before Tax Cash on Cash	3.93%	6.53%	8.20%	9.97%	11.83%
Return on Equity	2.62%	3.65%	3.91%	4.11%	4.27%
Equity Multiple	1.54	1.89	2.28	2.71	3.17

SALES PROCEEDS

Projected Sales Price (EOY 5)	**$2,437,000**
Cost of Sale	$121,850
Mortgage Balance 1st Lien	$1,086,746
Sales Proceeds Before Tax	**$1,228,404**

INVESTMENT PERFORMANCE

Internal Rate of Return (IRR)	27.62%
Acquisition CAP Rate	7.17%
Year 1 Cash-on-Cash	3.93%
Gross Rent Multiplier	9.19
Price Per Unit	$21,053
Loan to Value	75.00%
Debt Service Coverage Ratio	1.18

CASH FLOW DETAILS

INCOME

For the Year Ending	Year 1 Mar-2027	Year 2 Mar-2028	Year 3 Mar-2029	Year 4 Mar-2030	Year 5 Mar-2031
POTENTIAL RENTAL INCOME (PRI)	**$174,148**	**$182,855**	**$191,998**	**$201,598**	**$211,678**
- Vacancy / Credit Loss	$10,449	$8,411	$8,832	$9,274	$9,737
EFFECTIVE RENTAL INCOME (ERI)	**$163,699**	**$174,444**	**$183,166**	**$192,324**	**$201,941**
+ Late and Other Fees	$1,500	$1,545	$1,591	$1,639	$1,688
+ Tenant Insurance	$0	$4,555	$4,692	$4,832	$4,977
TOTAL OTHER INCOME	$1,500	$6,100	$6,283	$6,471	$6,666
GROSS OPERATING INCOME (GOI)	**$165,199**	**$180,544**	**$189,449**	**$198,795**	**$208,607**

EXPENSE DETAIL

Tenant Insurance Fees	$0	$2,278	$2,346	$2,416	$2,489
Service Fees (merchant, Auction)	$4,130	$4,514	$4,736	$4,970	$5,215
Promotion & Advertising	$3,000	$3,000	$3,000	$3,000	$3,000
Property Taxes	$4,944	$5,092	$5,245	$5,402	$5,565
Insurance (property, Liability)	$11,000	$11,330	$11,670	$12,020	$12,381
Repairs & Maintenance	$2,281	$2,349	$2,420	$2,492	$2,567
Boots On The Ground	$5,400	$5,400	$5,400	$5,400	$5,400
Call Center	$3,588	$3,696	$3,807	$3,921	$4,038
Website And Seo	$5,364	$5,525	$5,691	$5,861	$6,037
Software	$1,920	$1,978	$2,037	$2,098	$2,161
Telephone & Internet	$1,400	$1,442	$1,485	$1,530	$1,576
Utilities	$4,000	$4,120	$4,244	$4,371	$4,502
Landscaping	$2,000	$2,060	$2,122	$2,185	$2,251
Office & Supplies / General Admin	$1,000	$1,030	$1,061	$1,093	$1,126
Professional Fees	$500	$515	$530	$546	$563
TOTAL OPERATING EXPENSES	**$50,527**	**$54,328**	**$55,793**	**$57,306**	**$58,870**

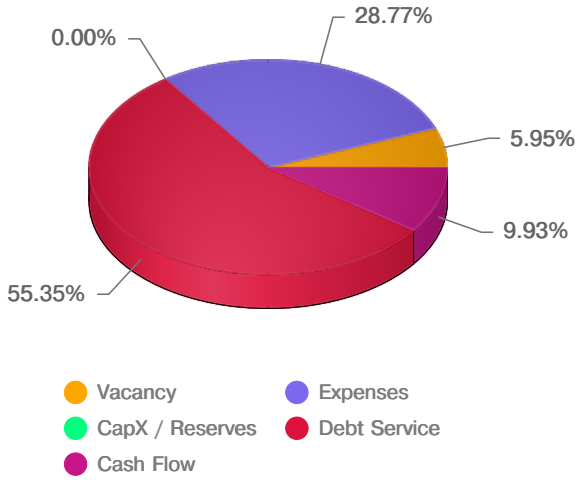
NET OPERATING INCOME (NOI)	**$114,672**	**$126,216**	**$133,656**	**$141,489**	**$149,737**

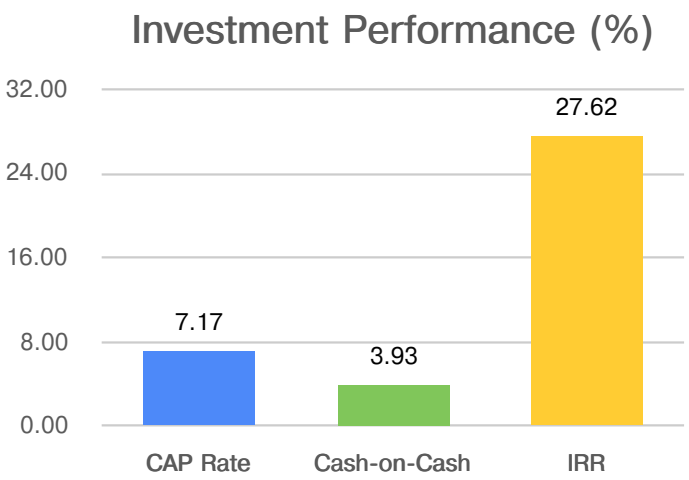
5-YEAR CASH FLOW ANALYSIS

ASSUMPTION / INPUTS

Purchase Price	$1,600,000
Year 1 Potential Income	$174,148
Vacancy & Credit Loss	Custom
Year 1 Expenses	$50,527
Acquisition CAP Rate	7.17%
Sale Price - CAP Rate	6.50%

Acquisition Costs	2.00%
Annual Income Increase	5.00%
Other Income Increase	Custom
Annual Expense Increase	N/A
Loan Fees Points	1.00%
Cost of Sale upon Disposition	5.00%



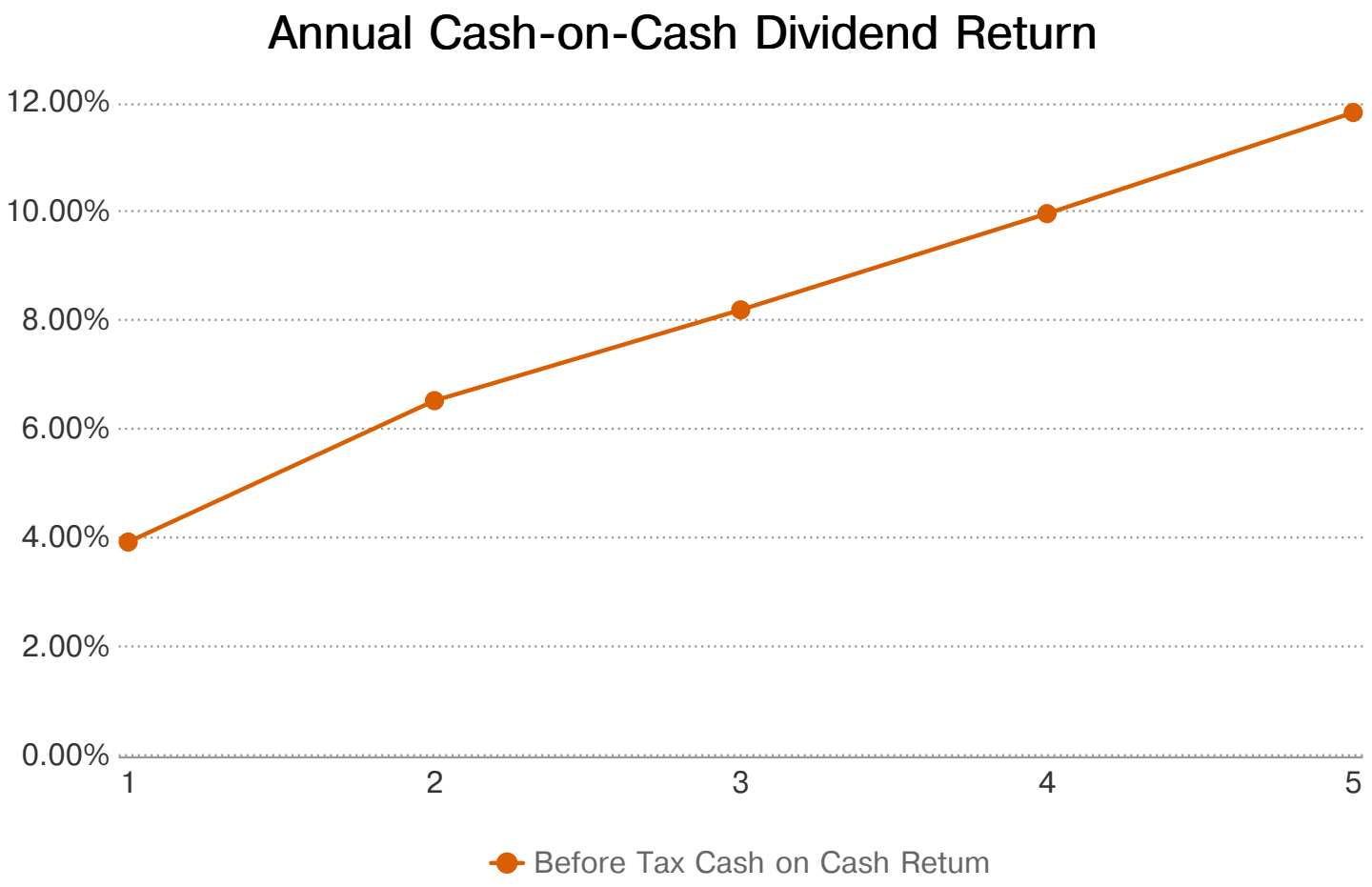


5-YEAR EQUITY YIELD & EFFECTIVE LOAN RATE

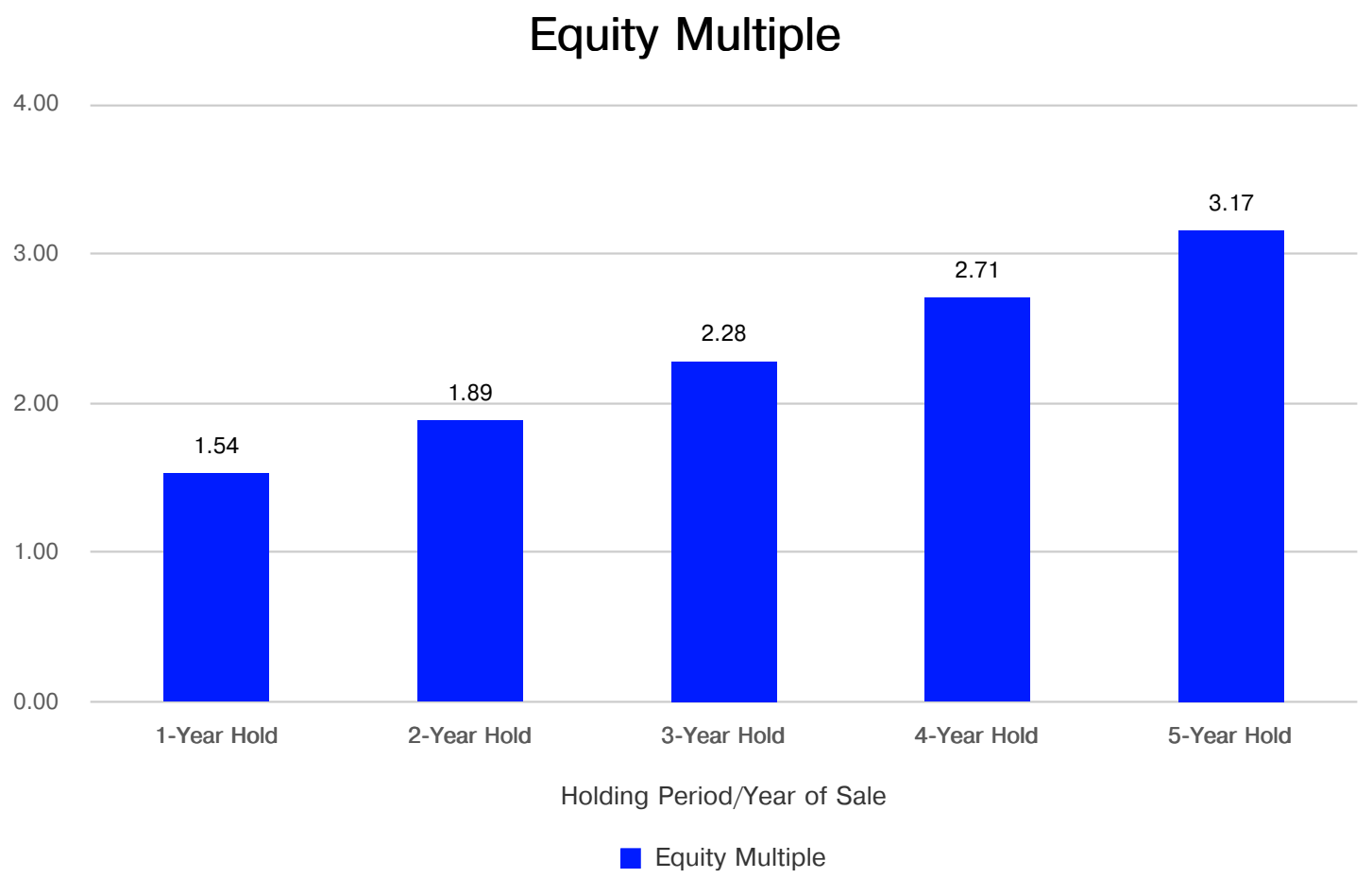
Unleveraged Investment Cash Flow & 5-year Yield		+	Financing Cash Flow & Effective Rate		=	Equity Investment Cash Flow & 5-year Yield	
N	$		N	$		N	$
0	($1,632,000)		0	$1,188,000		0	($444,000)
1	$114,672		1	($97,230)		1	$17,442
2	$126,216		2	($97,230)		2	$28,986
3	$133,656		3	($97,230)		3	$36,426
4	$141,489		4	($97,230)		4	$44,259
5	$2,464,887		5	($1,183,976)		5	$1,280,911
Property IRR/Yield = 14.31%			Effective Loan Rate = 6.69%			Equity IRR / Yield = 27.62%	

Positive Leverage! Leverage INCREASED the Yield by 13.31%

CASH-ON-CASH ANALYSIS

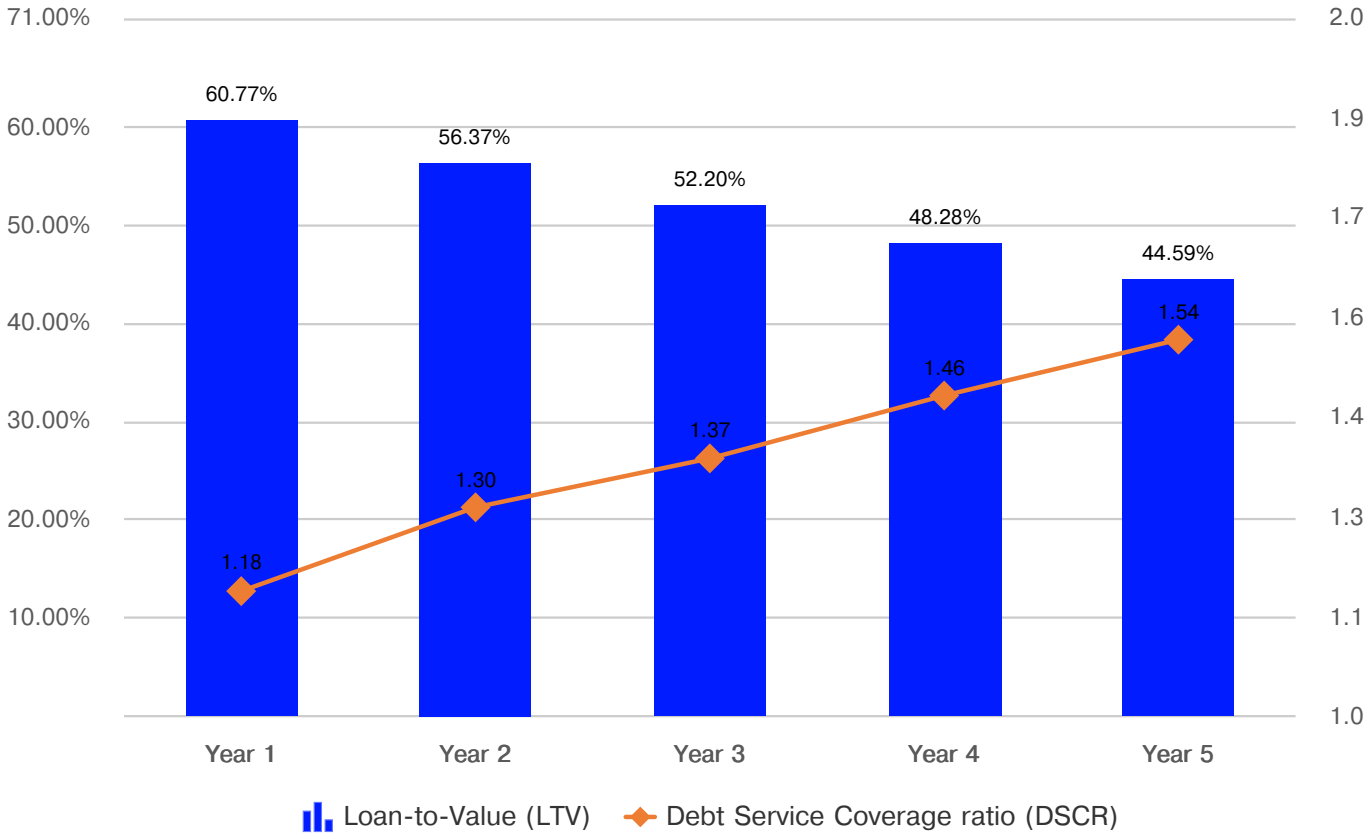


Year	Year 1	Year 2	Year 3	Year 4	Year 5
Before Tax Cash on Cash Return	3.93%	6.53%	8.20%	9.97%	11.83%



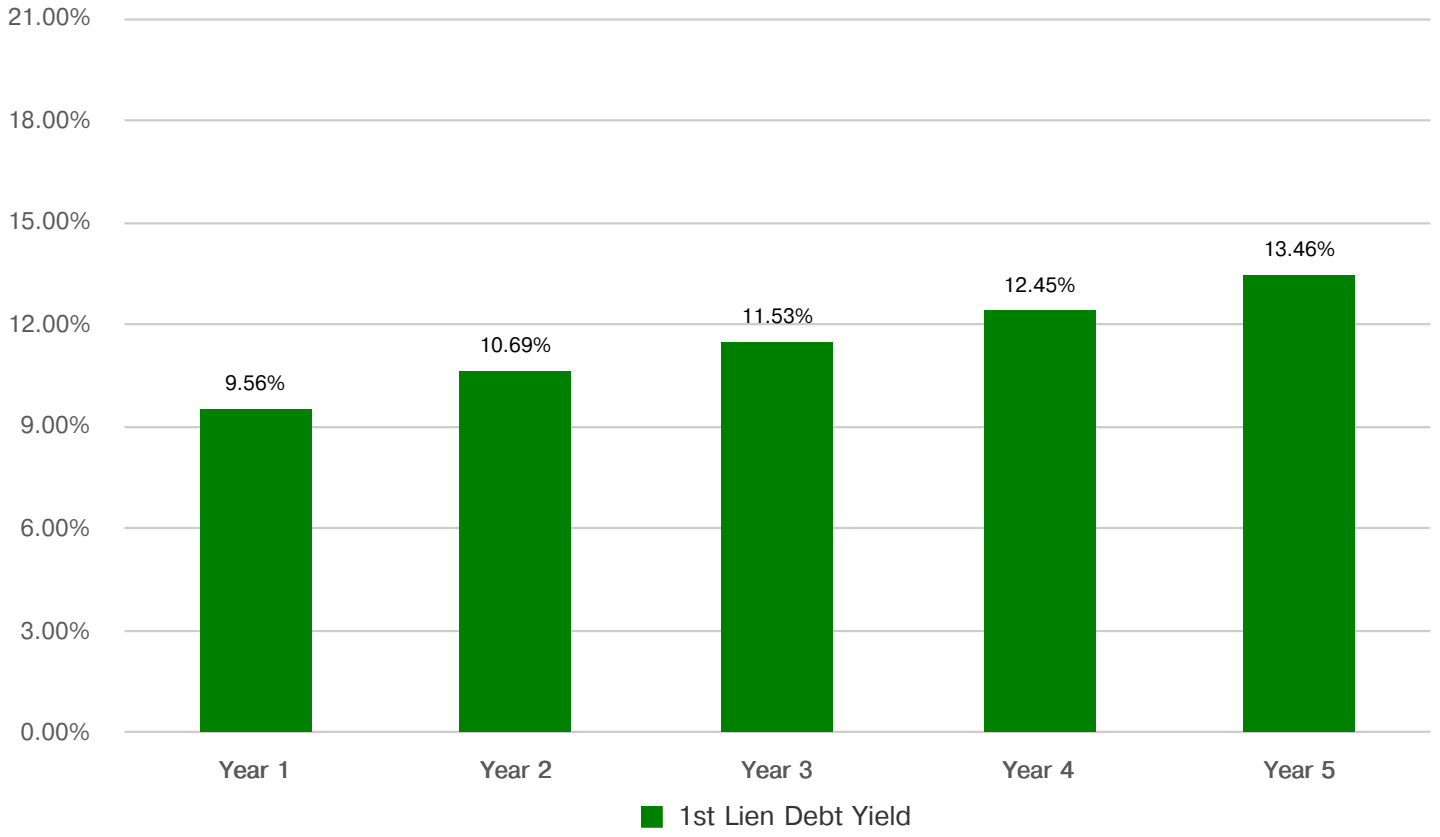
Year of Sale	Year 1	Year 2	Year 3	Year 4	Year 5
Equity Multiple	1.54	1.89	2.28	2.71	3.17

1st Lien Loan-to-Value (LTV) & Debt Service Coverage Ratio (DSCR)

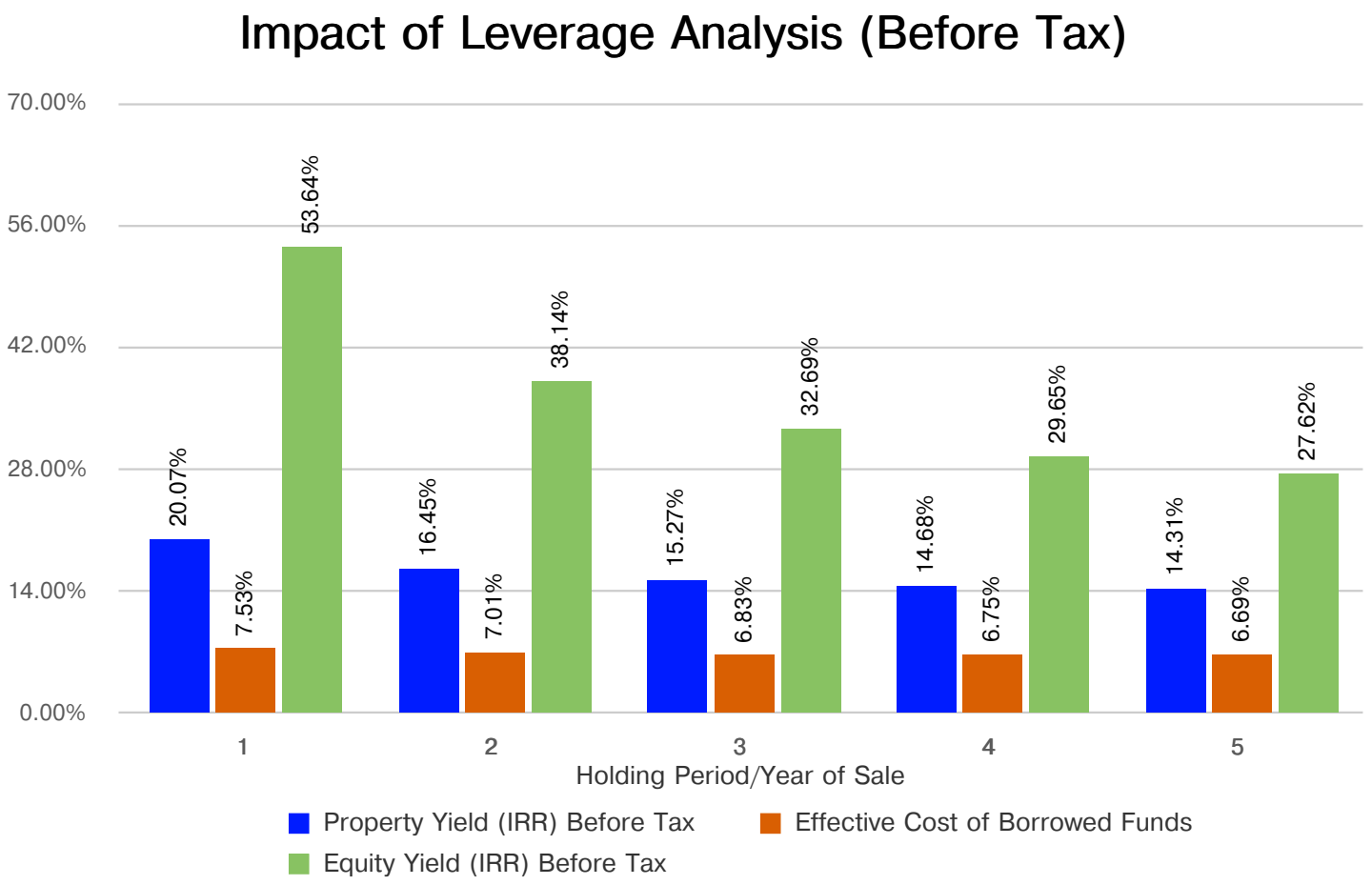


For the Year Ending	Year 1 Mar-2027	Year 2 Mar-2028	Year 3 Mar-2029	Year 4 Mar-2030	Year 5 Mar-2031
Loan-to-Value (LTV) - 1st Lien	60.77%	56.37%	52.20%	48.28%	44.59%
Debt Service Coverage Ratio - 1st Lien	1.18	1.30	1.37	1.46	1.54

Debt Yield Ratio (DYR)



For the Year Ending	Year 1 Mar-2027	Year 2 Mar-2028	Year 3 Mar-2029	Year 4 Mar-2030	Year 5 Mar-2031
Debt Yield Ratio (DYR) - 1st Lien	9.56%	10.69%	11.53%	12.45%	13.46%



Year of Sale	Year 1	Year 2	Year 3	Year 4	Year 5
Property Yield (IRR) Before Tax	20.07%	16.45%	15.27%	14.68%	14.31%
Effective Cost of Borrowed Funds	7.53%	7.01%	6.83%	6.75%	6.69%
Equity Yield (IRR) Before Tax	53.64%	38.14%	32.69%	29.65%	27.62%
Impact of Leverage on Yield	↑ 33.57%	↑ 21.69%	↑ 17.42%	↑ 14.97%	↑ 13.31%

ACQUISITION PRICE SENSITIVITY MATRIX

Purchase Price	Acquisition CAP Rate Price Per Unit	Investment Measures	Period (IRR assumes Year of Sale)				
			Year 1	Year 2	Year 3	Year 4	Year 5
$1,520,000	7.54% CAP $20,000/Unit	Unleveraged Cash-on-Cash	7.40%	8.14%	8.62%	9.13%	9.66%
		Leveraged Cash-on-Cash	5.29%	8.02%	9.79%	11.65%	13.60%
		Unleveraged IRR	26.39%	19.57%	17.39%	16.31%	15.65%
		Leveraged IRR / Equity Yield	76.87%	47.60%	38.45%	33.76%	30.82%
$1,560,000	7.35% CAP $20,526/Unit	Unleveraged Cash-on-Cash	7.21%	7.93%	8.40%	8.89%	9.41%
		Leveraged Cash-on-Cash	4.59%	7.26%	8.98%	10.79%	12.69%
		Unleveraged IRR	23.15%	17.98%	16.31%	15.48%	14.97%
		Leveraged IRR / Equity Yield	64.96%	42.81%	35.54%	31.69%	29.21%
$1,600,000	**7.17% CAP $21,053/Unit**	**Unleveraged Cash-on-Cash**	**7.03%**	**7.73%**	**8.19%**	**8.67%**	**9.18%**
		Leveraged Cash-on-Cash	**3.93%**	**6.53%**	**8.20%**	**9.97%**	**11.83%**
		Unleveraged IRR	**20.07%**	**16.45%**	**15.27%**	**14.68%**	**14.31%**
		Leveraged IRR / Equity Yield	**53.64%**	**38.14%**	**32.69%**	**29.65%**	**27.62%**
$1,640,000	6.99% CAP $21,579/Unit	Unleveraged Cash-on-Cash	6.86%	7.55%	7.99%	8.46%	8.95%
		Leveraged Cash-on-Cash	3.30%	5.84%	7.47%	9.19%	11.00%
		Unleveraged IRR	17.14%	14.97%	14.27%	13.90%	13.68%
		Leveraged IRR / Equity Yield	42.87%	33.56%	29.88%	27.65%	26.07%
$1,680,000	6.83% CAP $22,105/Unit	Unleveraged Cash-on-Cash	6.69%	7.37%	7.80%	8.26%	8.74%
		Leveraged Cash-on-Cash	2.70%	5.17%	6.77%	8.45%	10.22%
		Unleveraged IRR	14.35%	13.55%	13.30%	13.15%	13.06%
		Leveraged IRR / Equity Yield	32.62%	29.06%	27.11%	25.67%	24.54%

Unleveraged and Leveraged IRR is Annual Internal Rate of Return for each year of ownership. For example, Year 5 IRR represents annual return each year for 5 year.

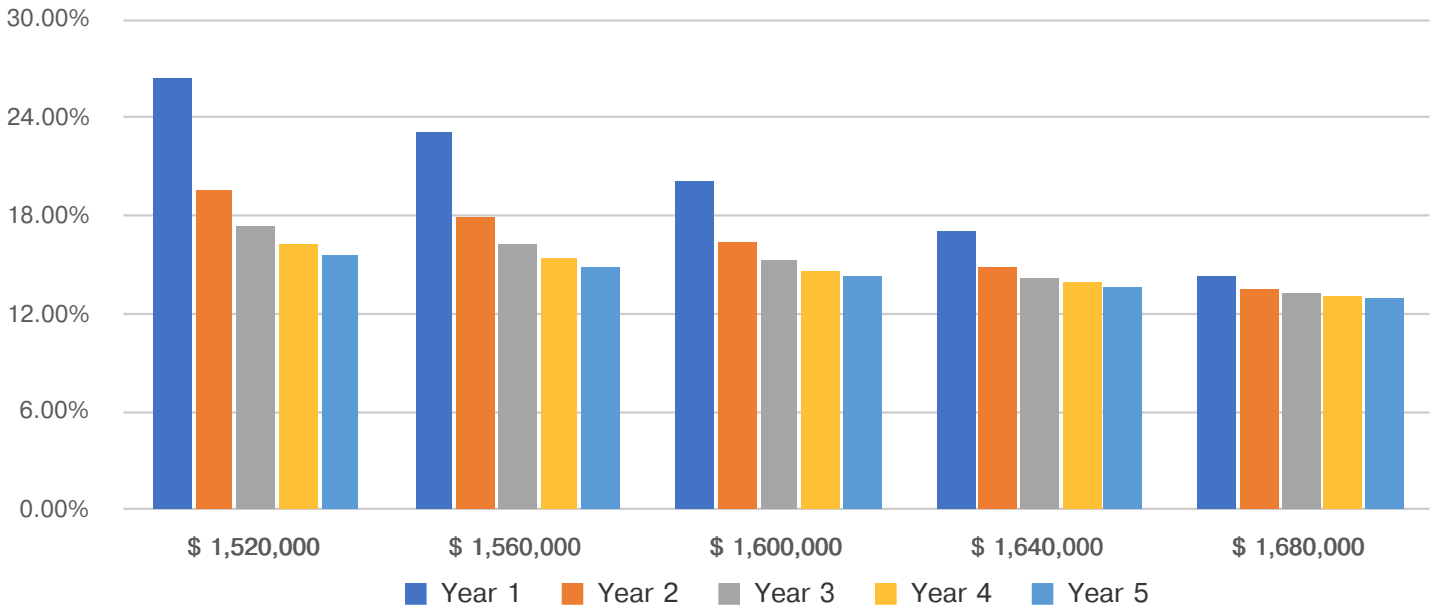
ACQUISITION PRICE SENSITIVITY ANALYSIS

Unleveraged Cash-on-Cash Dividend Return

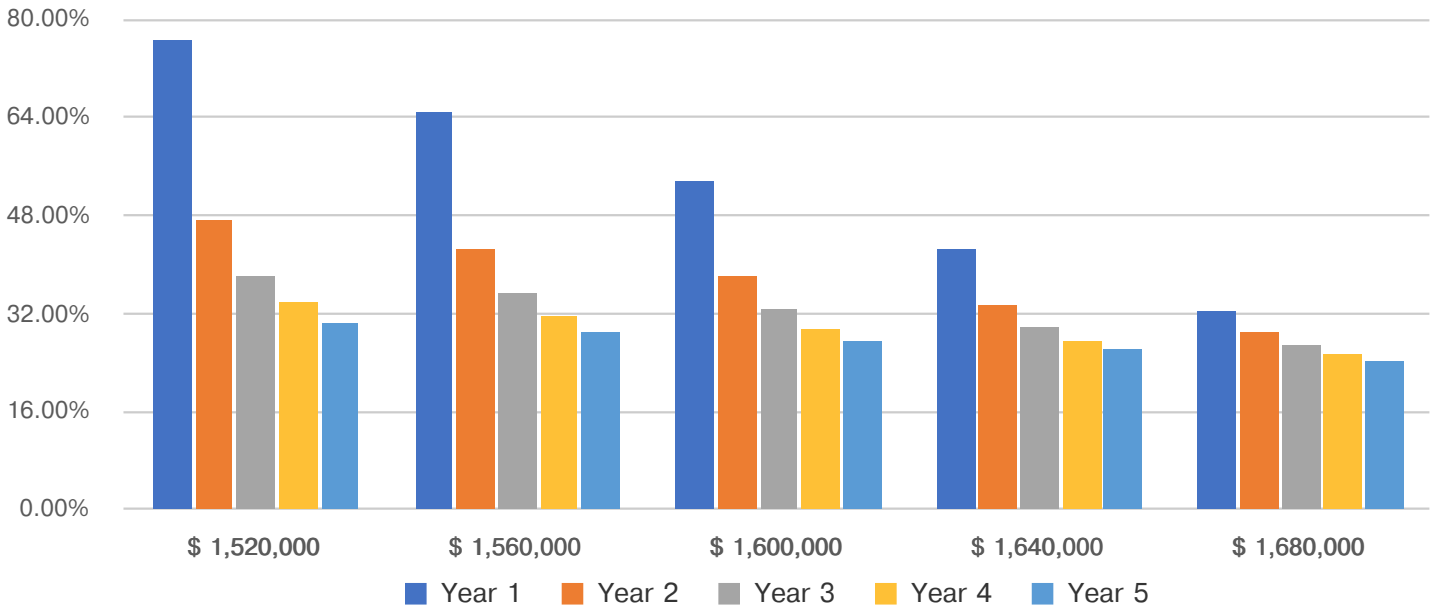
Leveraged Cash-on-Cash Dividend Return

ACQUISITION PRICE SENSITIVITY ANALYSIS

Unleveraged Internal Rate of Return (IRR)



Leveraged Internal Rate of Return (IRR) / Equity Yield



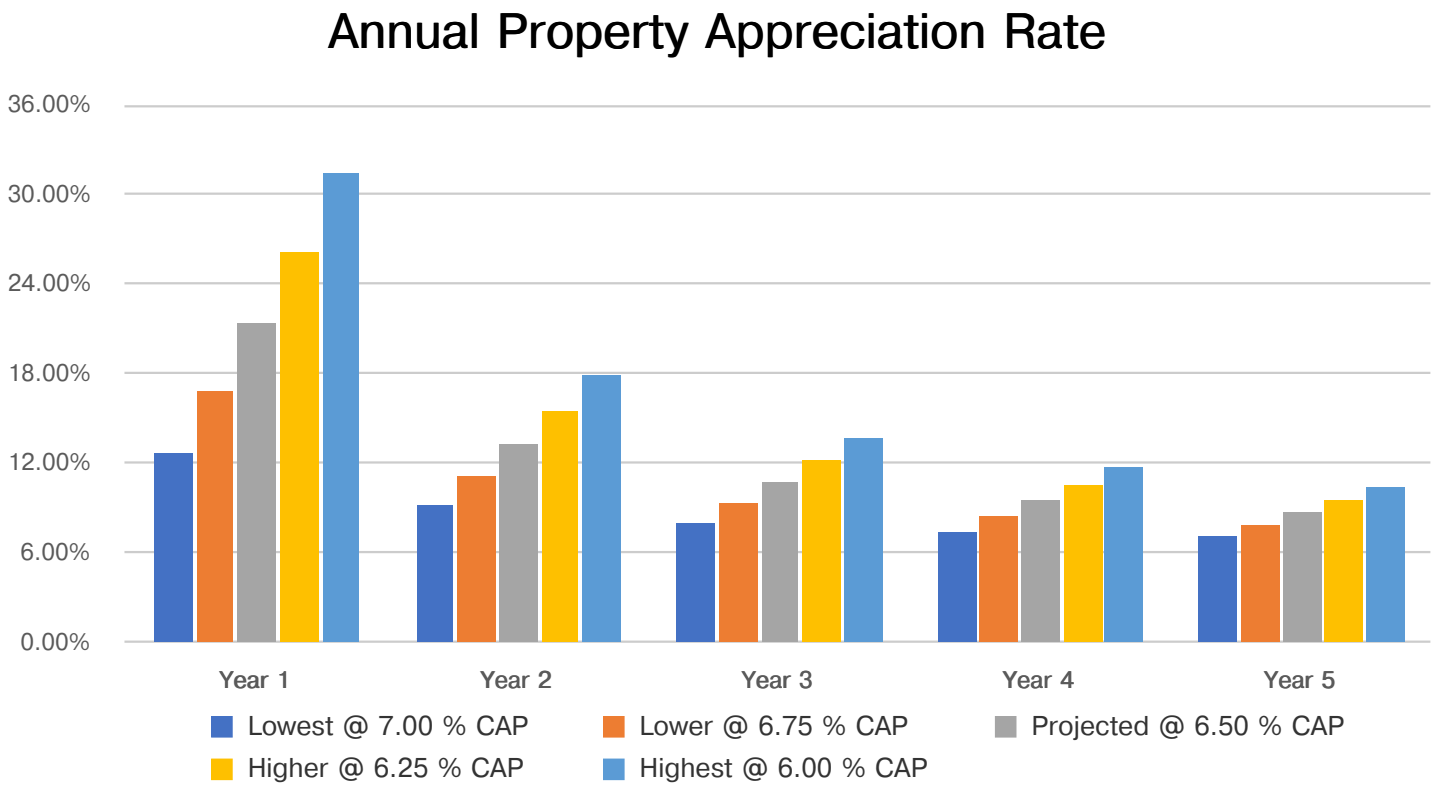
DISPOSITION PRICE SENSITIVITY ANALYSIS

Disposition Price Sensitivity Matrix

Year of Disposition	Sale / Disposition Price	Disposition CAP Rate	Annual Property Appreciation Rate	Unleveraged IRR	Leveraged IRR Equity Yield
EOY 1	$ 1,803,000	7.00%	12.69%	11.98%	23.90%
	$ 1,870,000	6.75%	16.88%	15.88%	38.23%
	$ 1,942,000	6.50%	21.38%	20.07%	53.64%
	$ 2,019,000	6.25%	26.19%	24.55%	70.11%
	$ 2,104,000	6.00%	31.50%	29.50%	88.30%
EOY 2	$ 1,909,000	7.00%	9.23%	12.59%	26.05%
	$ 1,980,000	6.75%	11.24%	14.47%	32.03%
	$ 2,056,000	6.50%	13.36%	16.45%	38.14%
	$ 2,138,000	6.25%	15.60%	18.54%	44.43%
	$ 2,228,000	6.00%	18.00%	20.80%	51.04%
EOY 3	$ 2,021,000	7.00%	8.10%	12.79%	25.80%
	$ 2,096,000	6.75%	9.42%	14.00%	29.21%
	$ 2,177,000	6.50%	10.81%	15.27%	32.69%
	$ 2,264,000	6.25%	12.27%	16.61%	36.23%
	$ 2,358,000	6.00%	13.80%	18.01%	39.86%
EOY 4	$ 2,139,000	7.00%	7.53%	12.89%	25.15%
	$ 2,218,000	6.75%	8.51%	13.75%	27.37%
	$ 2,304,000	6.50%	9.54%	14.68%	29.65%
	$ 2,396,000	6.25%	10.62%	15.64%	31.97%
	$ 2,496,000	6.00%	11.76%	16.66%	34.35%
EOY 5	$ 2,263,000	7.00%	7.18%	12.93%	24.44%
	$ 2,347,000	6.75%	7.96%	13.61%	26.02%
	$ 2,437,000	6.50%	8.78%	14.31%	27.62%
	$ 2,535,000	6.25%	9.64%	15.06%	29.28%
	$ 2,640,000	6.00%	10.53%	15.84%	30.96%

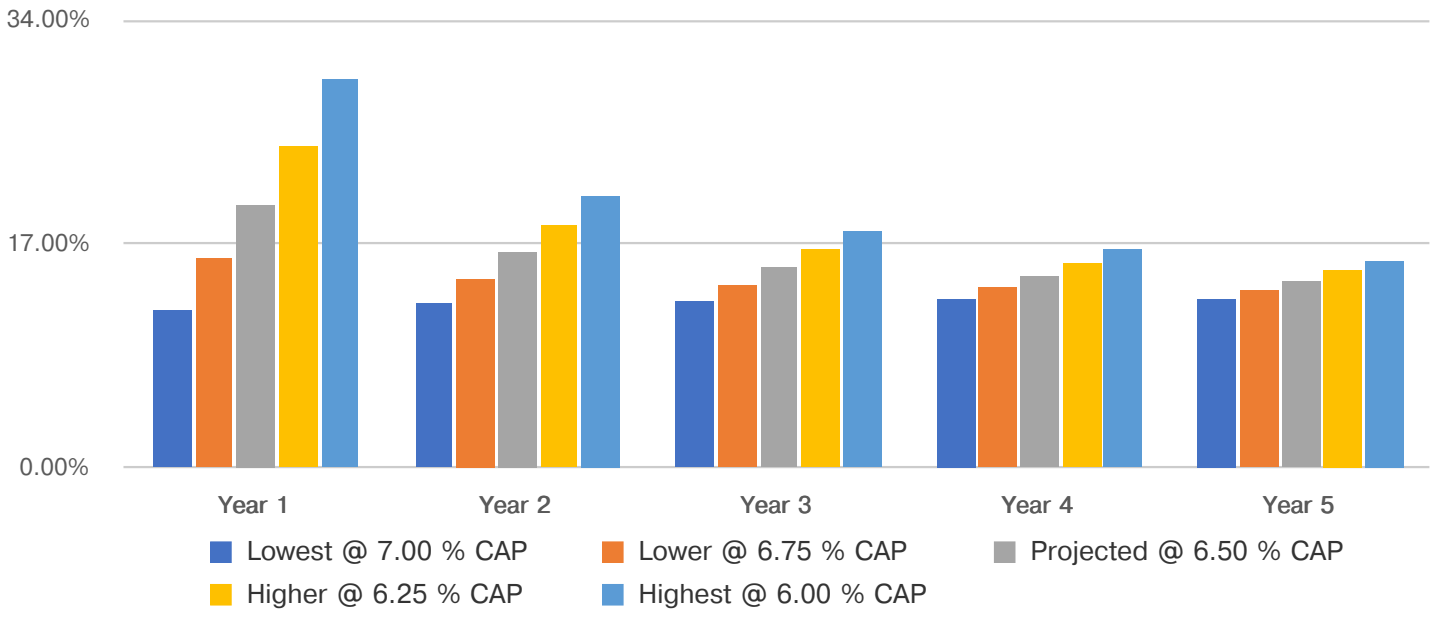
Unleveraged and Leveraged IRR is Annual Internal Rate of Return for each year of ownership. For example, EOY 5 IRR represents annual return each year for 5 years.

DISPOSITION PRICE SENSITIVITY ANALYSIS

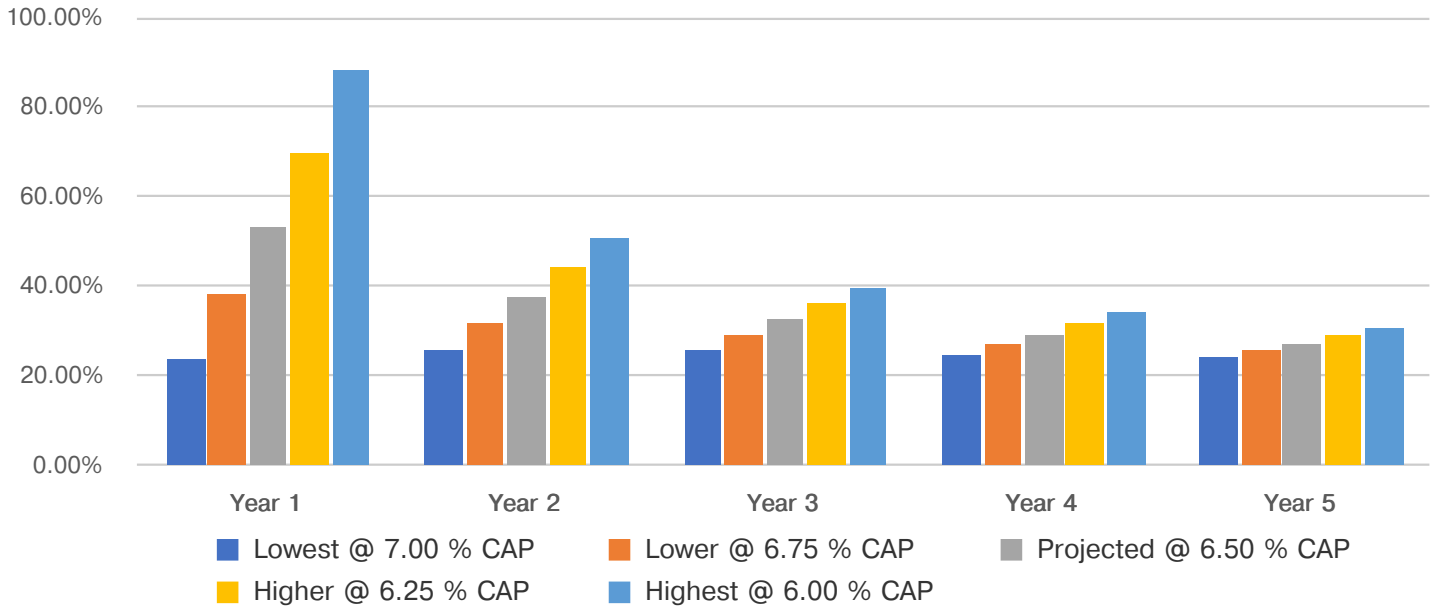


DISPOSITION PRICE SENSITIVITY ANALYSIS

Unleveraged IRR



Leveraged IRR/ Equity Yield



ANALYSIS ASSUMPTIONS

PROPERTY

Property Size	76 Units
Purchase Date	04/2026

INCOME

Potential Income	
Year 1 Potential Income	$174,148.32
Annual Income Increase	5.00 %

Other Income	
Late And Other Fees	$1,500.00
Other Income Increase	Custom

	Year	Type	Amount
	Year 2	Annual Percentage % Increase	3.00 %
	Year 3	Annual Percentage % Increase	3.00 %
	Year 4	Annual Percentage % Increase	3.00 %
	Year 5	Annual Percentage % Increase	3.00 %
	Year 6	Annual Percentage % Increase	3.00 %
	Year 7	Annual Percentage % Increase	3.00 %
	Year 8	Annual Percentage % Increase	3.00 %
	Year 9	Annual Percentage % Increase	3.00 %
	Year 10	Annual Percentage % Increase	3.00 %
	Year 11	Annual Percentage % Increase	3.00 %

Other Income	
Tenant Insurance	$0.00
Other Income Increase	Custom

ANALYSIS ASSUMPTIONS

	Year	Type	Amount
	Year 2	Total Amount	$4,555.20
	Year 3	Annual Percentage % Increase	3.00 %
	Year 4	Annual Percentage % Increase	3.00 %
	Year 5	Annual Percentage % Increase	3.00 %
	Year 6	Annual Percentage % Increase	3.00 %
	Year 7	Annual Percentage % Increase	3.00 %
	Year 8	Annual Percentage % Increase	3.00 %
	Year 9	Annual Percentage % Increase	3.00 %
	Year 10	Annual Percentage % Increase	3.00 %
	Year 11	Annual Percentage % Increase	3.00 %

VACANCY & EXPENSES

Vacancy	
Vacancy/credit Loss	Custom

	Year	Type	Amount
	1	Annual percentage	6.00 %
	2	Annual percentage	4.60 %
	3	Annual percentage	4.60 %
	4	Annual percentage	4.60 %
	5	Annual percentage	4.60 %
	6	Annual percentage	4.60 %
	7	Annual percentage	4.60 %
	8	Annual percentage	4.60 %
	9	Annual percentage	4.60 %
	10	Annual percentage	4.60 %
	11	Annual percentage	4.60 %

Expenses	
Year 1 Expenses	Line item
Annual Expense Increase	Line item

Line Item Expenses

Tenant Insurance Fees	Total Amount Per Year
Year 1	$0.00
Year 2	$2,277.60
Year 3	$2,345.93
Year 4	$2,416.31
Year 5	$2,488.80
Year 6	$2,563.46
Year 7	$2,640.36
Year 8	$2,719.57
Year 9	$2,801.16
Year 10	$2,885.20
Year 11	$2,971.75

ANALYSIS ASSUMPTIONS

Service Fees (merchant, Auction)	% of Gross Operating Income
Year 1	2.50%
Year 2	2.50%
Year 3	2.50%
Year 4	2.50%
Year 5	2.50%
Year 6	2.50%
Year 7	2.50%
Year 8	2.50%
Year 9	2.50%
Year 10	2.50%
Year 11	2.50%

Promotion & Advertising	Total Amount Per Year
Year 1	$3,000.00
Year 2	$3,000.00
Year 3	$3,000.00
Year 4	$3,000.00
Year 5	$3,000.00
Year 6	$3,000.00
Year 7	$3,000.00
Year 8	$3,000.00
Year 9	$3,000.00
Year 10	$3,000.00
Year 11	$3,000.00

Property Taxes	Year 1 Amount Annual % Changes
Year 1	$4,944.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

ANALYSIS ASSUMPTIONS

Insurance (property, Liability)	Year 1 Amount Annual % Changes
Year 1	$11,000.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

Repairs & Maintenance	Year 1 Amount Annual % Changes
Year 1	$2,280.90
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

Boots On The Ground	Total Amount Per Year
Year 1	$5,400.00
Year 2	$5,400.00
Year 3	$5,400.00
Year 4	$5,400.00
Year 5	$5,400.00
Year 6	$5,400.00
Year 7	$5,400.00
Year 8	$5,400.00
Year 9	$5,400.00
Year 10	$5,400.00
Year 11	$5,400.00

ANALYSIS ASSUMPTIONS

Call Center	Year 1 Amount Annual % Changes
Year 1	$3,588.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

Website And Seo	Year 1 Amount Annual % Changes
Year 1	$5,364.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

Software	Year 1 Amount Annual % Changes
Year 1	$1,920.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

ANALYSIS ASSUMPTIONS

Telephone & Internet	Year 1 Amount Annual % Changes
Year 1	$1,400.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

Utilities	Year 1 Amount Annual % Changes
Year 1	$4,000.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

Landscaping	Year 1 Amount Annual % Changes
Year 1	$2,000.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

ANALYSIS ASSUMPTIONS

Office & Supplies / General Admin	Year 1 Amount Annual % Changes
Year 1	$1,000.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

Professional Fees	Year 1 Amount Annual % Changes
Year 1	$500.00
Year 2	3.00%
Year 3	3.00%
Year 4	3.00%
Year 5	3.00%
Year 6	3.00%
Year 7	3.00%
Year 8	3.00%
Year 9	3.00%
Year 10	3.00%
Year 11	3.00%

MORTGAGE

1st Mortgage	
Assume Existing Loan	NO
Loan Amount	75.00%
Loan Rate	6.50%
Interest Only	NO
Loan Amortization	25 Years
Loan Term	5 Years
Loan Fees Points	1.00%
Interest Calculation	30/360
Refinance / Future Loan	NO

ANALYSIS ASSUMPTIONS

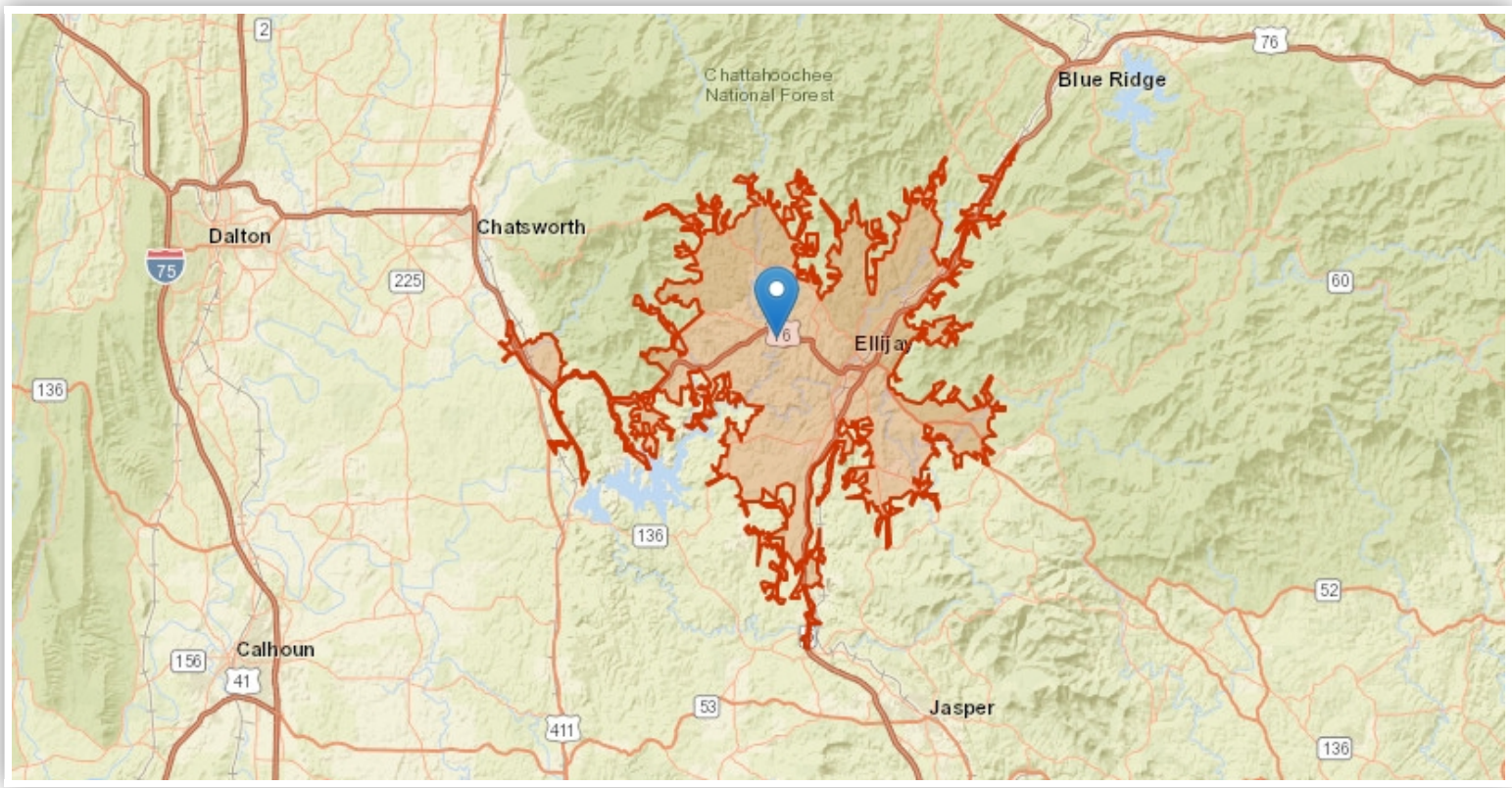
DISPOSITION/SALE

Cap Or Price	6.50 %

DEFAULT ASSUMPTIONS

Acquisition Cost (% Of Purchase Or $)	2.00 %
Cost Of Sale Disposition	5.00 %
Federal Income Tax Rate	39.60%
State / Local Income Tax Rate	0.00%
Medicare Surtax	3.80%
Tax On Gain From Appreciation	20.00%
Tax On Recaptured Depreciation	25.00%
State / Provincial / Local Capital Gain Rate	0.00%
Medicare Capital Gain Rate	3.80%
Percent Improvements	70.00%
Depreciation Life	Commercial
Interest Deduction	Yes
Loan Costs Deduction	Yes
USA Mid Month Convention	Yes
Mortgage Calculation	USA

LOCATION/STUDY AREA MAP (DRIVE TIME: 20 MINUTES)



INFOGRAPHIC: KEY FACTS (DRIVE TIME: 20 MINUTES)

KEY FACTS

21,896
Population

47.5 Median Age

2.44
Average Household Size

8,281
Total Households

EDUCATION

6.26%	9.61%	15.47%	15.4%
No High School Diploma	High School Graduate	Some College	Bachelor's/ Grad

BUSINESS

1,173
Total Businesses

9,812
Total Employees

EMPLOYMENT

2,869
Retail Trade Employees

749
Finance/Ins/Real Estate Emp

1,675
Manufacturing Employees

1,308
Eating & Drinking Employees

2.7% Unemployment Rate

INCOME

$73,181
Median Household Income

$36,964
Per Capita Income

$279,350
Median Net Worth

Households by Income

The largest group : $75,000 - $99,999 (18.79%)
The smallest group : $200,000+ (5.63%)

Indicator	Value(%)
< $15,000	7.11
$15,000 - $24,999	8.66
$25,000 - $34,999	9.29
$35,000 - $49,999	7.15
$50,000 - $74,999	18.76
$75,000 - $99,999	18.79
$100,000 - $149,999	16.74
$150,000 - $199,999	7.87
$200,000+	5.63

INFOGRAPHIC: POPULATION TRENDS (DRIVE TIME: 20 MINUTES)

POPULATION TRENDS AND KEY INDICATORS
20Minute Drive Time

21,896	8,905	47.5
Population	Households	Median Age
2.44	$73,181	$301,989
Avg Size Household	Median Household Income	Median Home Value
88	100	50.6
Wealth Index	Housing Affordability	Diversity Index

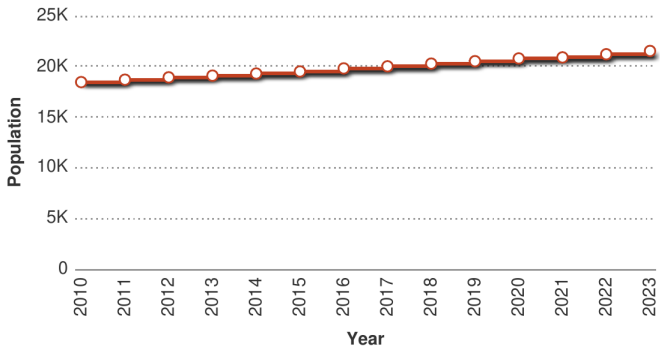
HISTORICAL & FORECAST POPULATION

2019-2024 Historic Growth Rate: **1.35%**

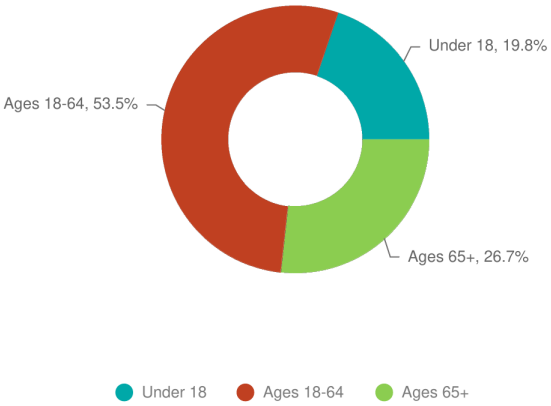
2024-2029 Forecasted Growth Rate: **0.65%**

Household Population: **22,491**

Population Density: **173**



POPULATION BY AGE



Under 18 · Ages 18-64 · Ages 65+

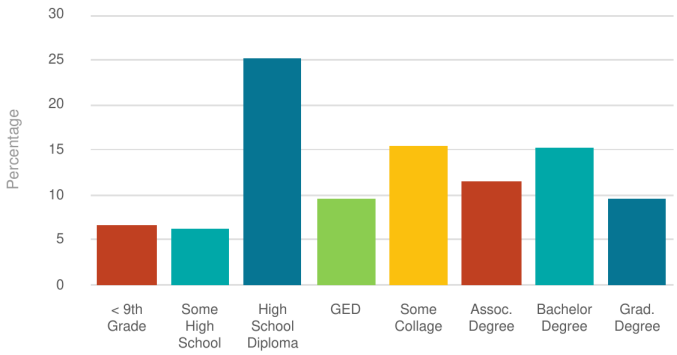
DAYTIME POPULATION

21,964	12,702
2024 Total Daytime Population	2024 Daytime Pop: Residents
9,262	167
2024 Daytime Pop: Workers	2024 Daytime Pop Density

POPULATION BY GENERATION

G	B	X
6.17%	28.36%	19.24%
Greatest Gen: Born 1945/Earlier	Baby Boomer: Born 1946 to 1964	Generation X: Born 1965 to 1980
M	Z	A
18.55%	19.32%	8.37%
Millennial: Born 1981 to 1998	Generation Z: Born 1999 to 2016	Alpha: Born 2017 to Present

POPULATION BY EDUCATION



LOCATION RISK ANALYSIS

Flood Risk Analysis
FEMA Map Last Updated:2022-08-12

LOCATION RISK ANALYSIS

FLOOD HAZARD DESIGNATIONS

FEMA Map Last Updated:2022-08-12

High Risk Area - Flood hazard areas identified on the Flood Insurance Rate Map are identified as a Special Flood Hazard Area (SFHA). SFHA are defined as the area that will be inundated by the flood event having a 1-percent chance of being equaled or exceeded in any given year. The 1-percent annual chance flood is also referred to as the base flood or 100-year flood. SFHAs are labeled as:

Zone A: Areas subject to inundation by the 1-percent-annual-chance flood event generally determined using approximate methodologies. Because detailed hydraulic analyses have not been performed, no Base Flood Elevations (BFEs) or flood depths are shown. Mandatory flood insurance purchase requirements and floodplain management standards apply.

Zone AE and A1-30: Areas subject to inundation by the 1-percent-annual-chance flood event determined by detailed methods. Base Flood Elevations (BFEs) are shown. Mandatory flood insurance purchase requirements and floodplain management standards apply.

Zone AH: Areas subject to inundation by 1-percent-annual-chance shallow flooding (usually areas of ponding) where average depths are between one and three feet. Base Flood Elevations (BFEs) derived from detailed hydraulic analyses are shown in this zone. Mandatory flood insurance purchase requirements and floodplain management standards apply.

Zone AO: Areas subject to inundation by 1-percent-annual-chance shallow flooding (usually sheet flow on sloping terrain) where average depths are between one and three feet. Average flood depths derived from detailed hydraulic analyses are shown in this zone. Mandatory flood insurance purchase requirements and floodplain management standards apply.
Some Zone AO have been designated in areas with high flood velocities such as alluvial fans and washes. Communities are encouraged to adopt more restrictive rquirements for these areas.

Zone AR: Areas that result from the decertification of a previously accredited flood protection system that is determined to be in the process of being restored to provide base flood protection. Mandatory flood insurance purchase requirements and floodplain management standards apply.

Zone A99: Areas subject to inundation by the 1-percent-annual-chance flood event, but which will ultimately be protected upon completion of an under-construction Federal flood protection system. These are areas of special flood hazard where enough progress has been made on the construction of a protection system, such as dikes, dams, and levees, to consider it complete for insurance rating purposes. Zone A99 may only be used when the flood protection system has reached specified statutory progress toward completion. No Base Flood Elevations (BFEs) or depths are shown. Mandatory flood insurance purchase requirements and floodplain management standards apply.

Zone V: Areas along coasts subject to inundation by the 1-percent-annual-chance flood event with additional hazards associated with storm-induced waves. Because detailed hydraulic analyses have not been performed, no Base Flood Elevations (BFEs) or flood depths are shown. Mandatory flood insurance purchase requirements and floodplain management standards apply.

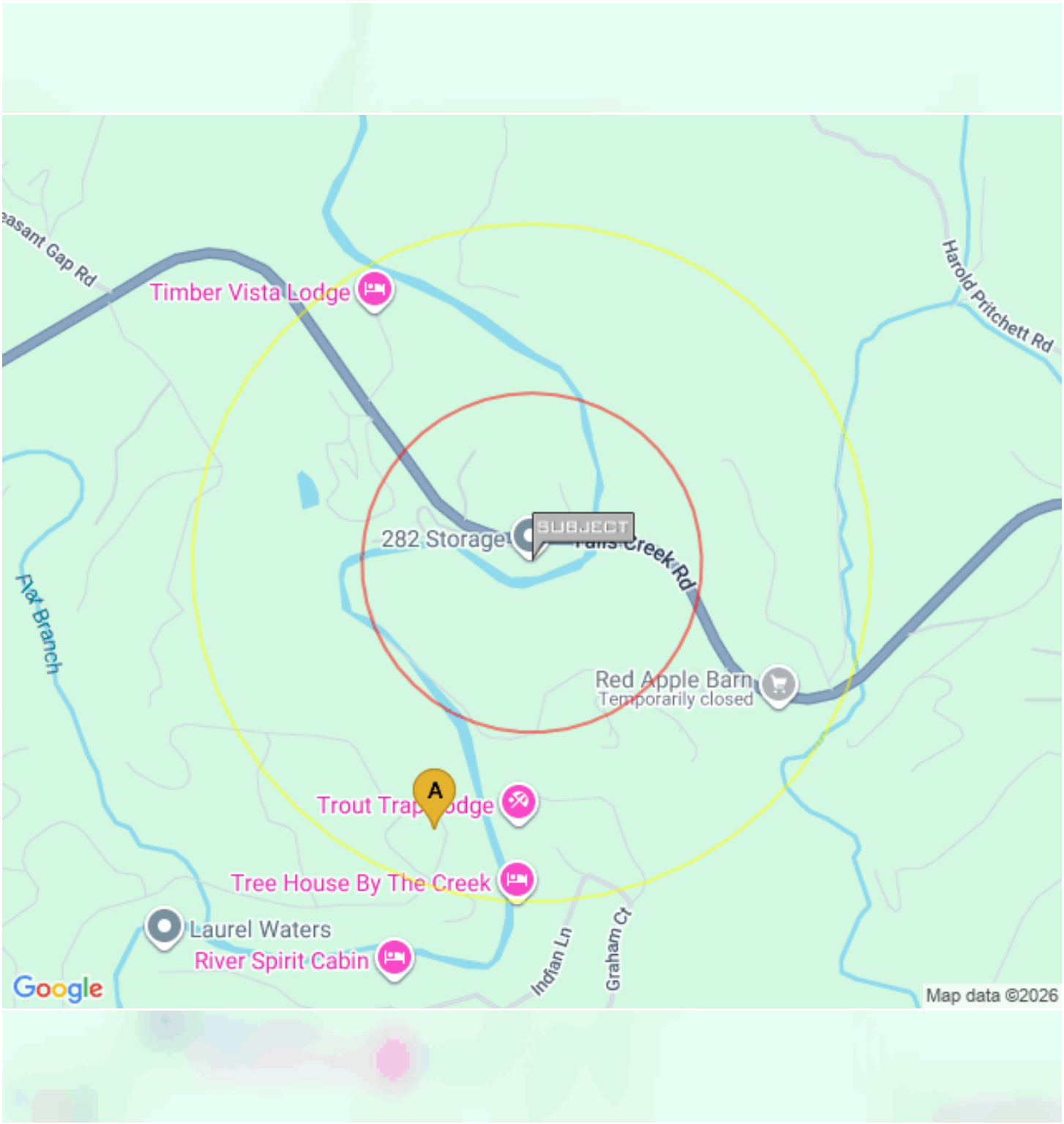
Zone VE and V1-30: Areas subject to inundation by the 1-percent-annual-chance flood event with additional hazards due to storm-induced velocity wave action. Base Flood Elevations (BFEs) derived from detailed hydraulic analyses are shown. Mandatory flood insurance purchase requirements and floodplain management standards apply.

Moderate Risk Area - Labeled Zone B or Zone X, are the areas between the limits of the base flood and the 0.2-percent-annual-chance (or 500-year) flood.

Low to Moderate Risk Area - Labeled Zone C or Zone X, areas outside the SFHA and higher than the elevation of the 0.2-percent-annual-chance flood.

LOCATION RISK ANALYSIS

ENVIRONMENTAL RISK ANALYSIS



LOCATION RISK ANALYSIS

LOCATIONS WITHIN 0.25 MILE OF SUBJECT

There are no environmental hazards in our database within this area.

LOCATIONS WITHIN 0.50 MILE OF SUBJECT

A LOT 39, THE PRESERVE

Latest Update:

Site Type: STATIONARY
County: GILMER COUNTY
Country: USA
Address: 80 JEBS CT
Facility Detail Report: 110071235324

Interest Type	Source	Contact Role	Contact Name	Phone
STORM WATER CONSTRUCTION	NPDES			
ICIS-NPDES NON-MAJOR	NPDES			

LOCATION RISK ANALYSIS

Data Quality & Sources

The Environmental Risk Analysis is limited to the 25 environmental records closest to the subject property location. EPA, authorized or delegated states, tribal and local jurisdictions conduct compliance assurance and enforcement activities related to federal environmental laws. Each level of government works to ensure that information contained in national databases is accurate. The migration of data from many jurisdictions to multiple national program databases is a challenging task. Some state and local jurisdictions directly enter data to national databases, while others maintain their own databases and transfer data to EPA through batch processing. Under both approaches, steps are taken to ensure that the data are of the highest quality (e.g., each database maintains standards and procedures for ensuring data integrity on a day-to-day basis).

Data are continuously evaluated. Through periodic analysis, conference calls, and national meetings, database managers at all levels of government work to ensure quality information.

The facility locations displayed come from the FRS Spatial Coordinates tables. They are the best representative locations for the displayed facilities based on the accuracy of the collection method and quality assurance checks performed against each location. The North American Datum of 1983 is used to display all coordinates.

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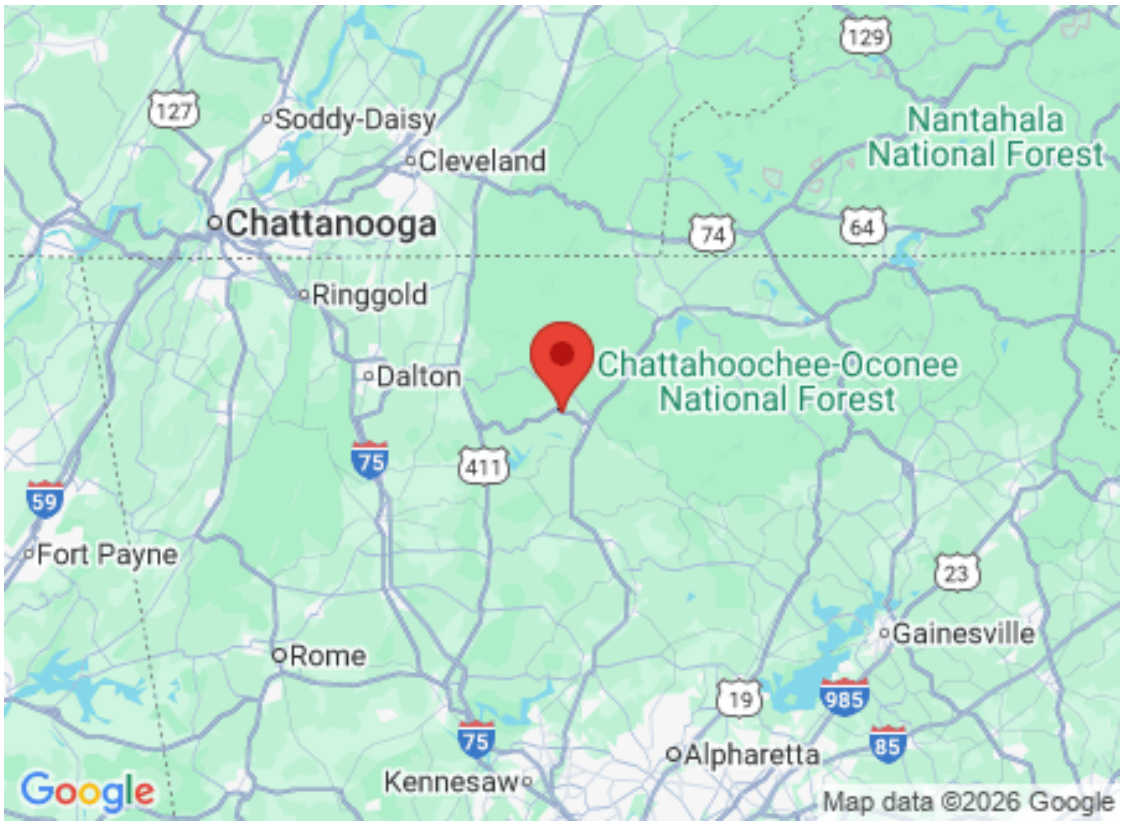
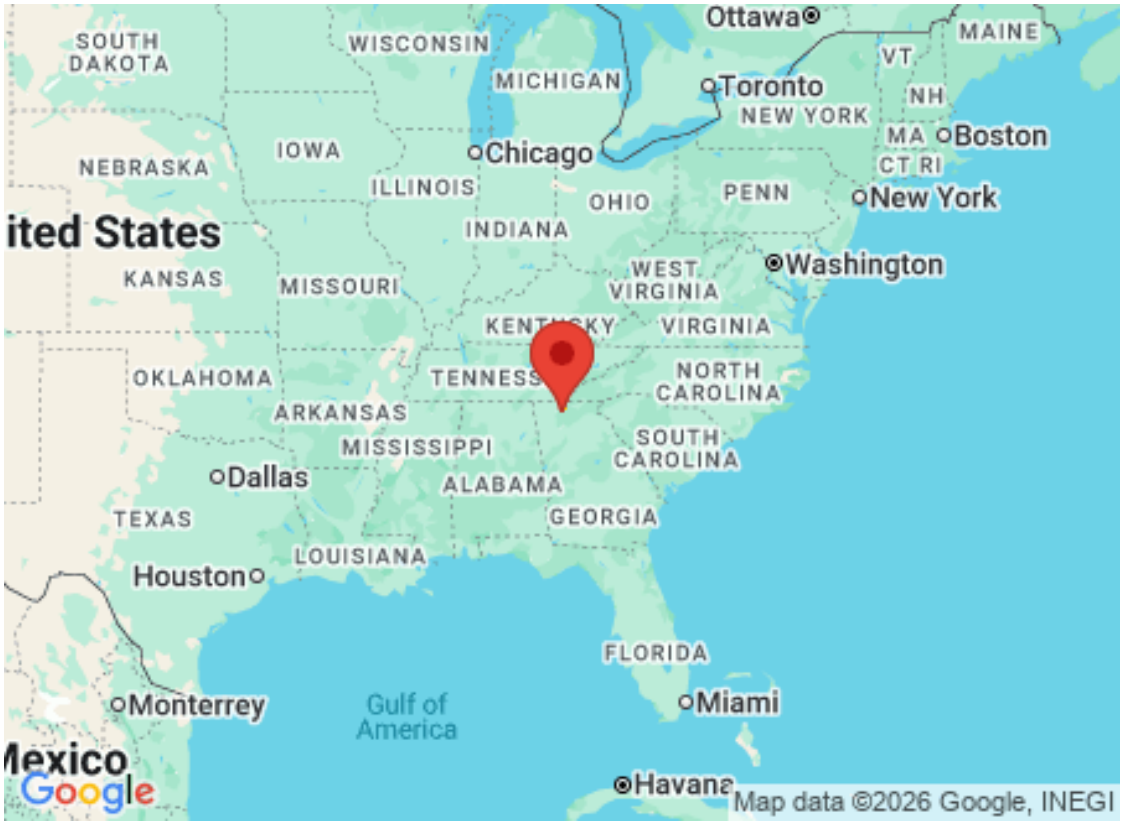
AREA LOCATION MAP

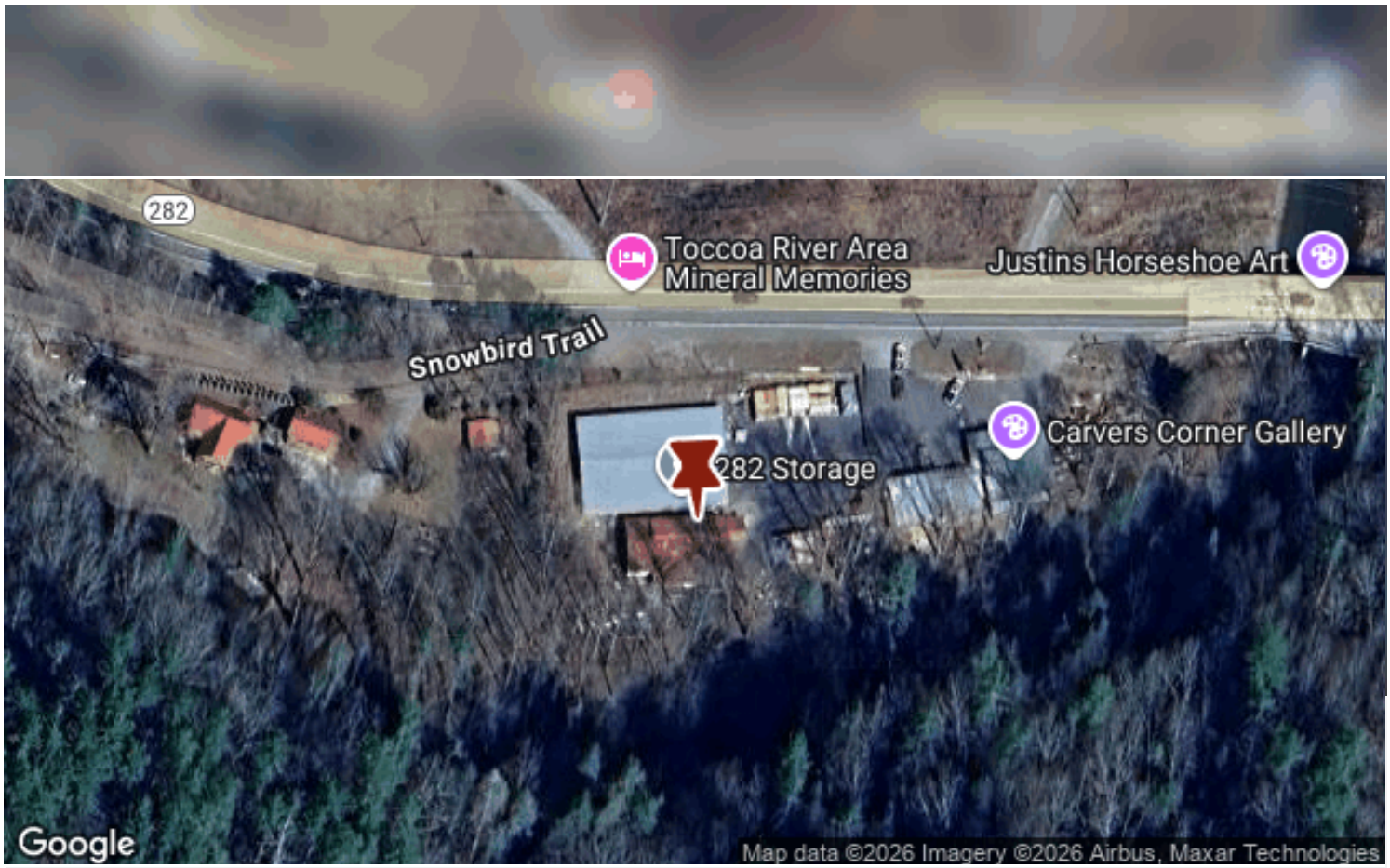




282 STORAGE AND RETAIL

3875 TAILS CREEK RD, ELLIJAY, GA, 30540

AERIAL ANNOTATION MAP



282 Storage and Retail

3875 Tails Creek Rd, Ellijay, GA, 30540

BROKER BIO

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PROFESSIONAL BACKGROUND

Bobby is a licensed real estate professional in North Carolina, South Carolina, Tennessee, Georgia, and Alabama. After 25 years of delivering optimized solutions to his clients as an IT consulting professional, Bobby transitioned to commercial real estate investing and sales and business brokerage, where he could apply his consulting, technical sales, financial, and management skills. His passion for numbers/financials and real estate investing made specializing in underwriting and analyzing assets a logical and easy transition. With his diligent approach, he works to maximize returns and protect wealth for his clients. Bobby's commercial real estate services focus on recession-resistant assets, predominantly self-storage facilities. He also works with Industrial/IOS and Manufactured Housing Community assets. Bobby is a native of western North Carolina and resides in upstate South Carolina.

EDUCATION

Bachelor of Arts, Furman University
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MEMBERSHIPS

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