



FranklinStreet

OFFERING **MEMORANDUM**

Franklin Street Real Estate Services, LLC | A Licensed Florida Broker # BK 683018

SENTRY STORAGE

6547 SE 110th St, Belleview, FL 34420

60,457 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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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.

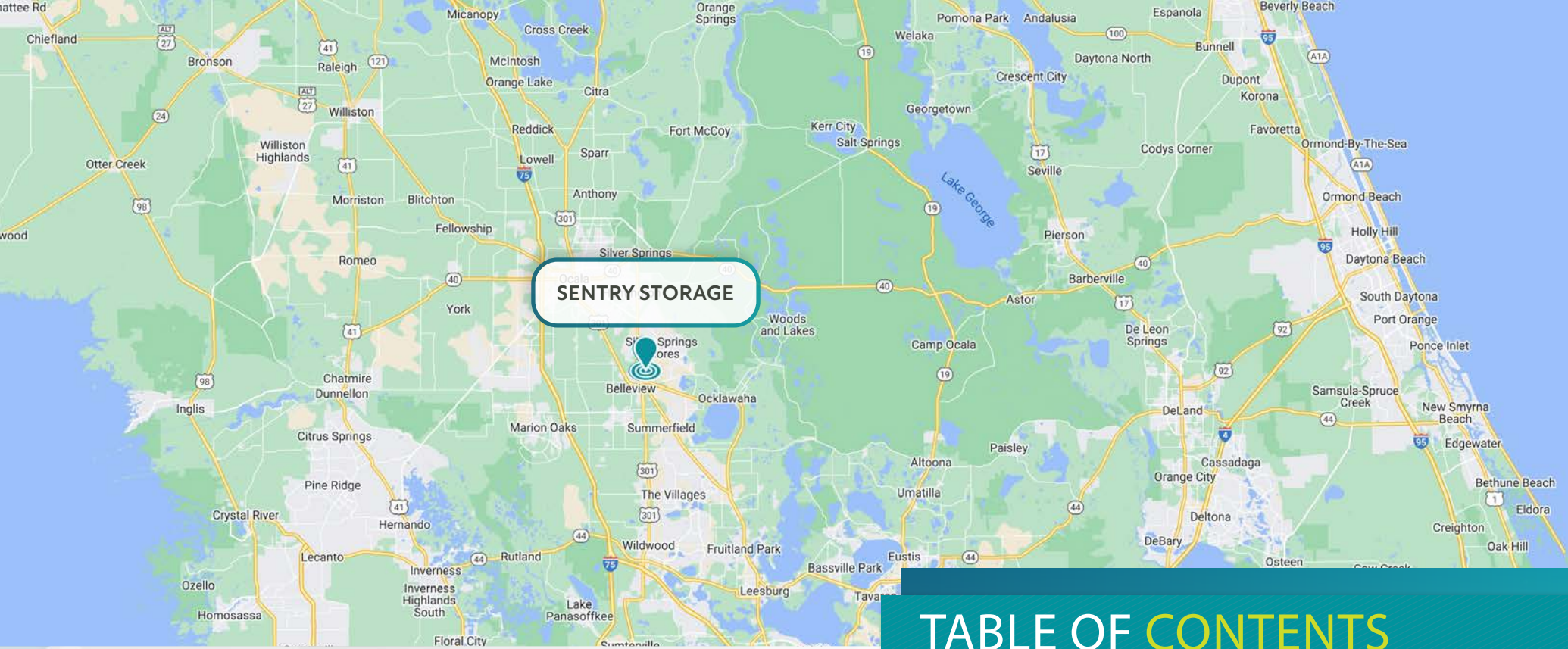


TABLE OF CONTENTS

4 PROPERTY INFORMATION

9 FINANCIAL ANALYSIS

17 LOCATION INFORMATION

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PROPERTY INFORMATION

SENTRY STORAGE

6547 SE 110th St, Belleview, FL 34420

60,457 NRSF | Self Storage Facility

OFFER SUMMARY

OFFERING SUMMARY

| | |
|-----------------------|--|
| Sale Price | \$7,265,000 |
| Address | 6547 SE 110th St, Belleview, FL 34420 |
| Land Area | 4.40 AC |
| Number of Units | 431 |
| Building Area | 60,457 NRSF |
| \$/NRSF | \$120.17 |
| Unit Occupancy | 64.45% |
| Square Foot Occupancy | 64.46% |
| Economic Occupancy | 59.74% |
| Current NOI | \$268,920 |
| Year 3 NOI | \$515,036 |
| Year 3 Cap Rate | 7.09% |
| Year 5 NOI | \$587,042 |
| Year 5 Cap Rate | 8.08% |
| 3-Mile SF/Capita | 16.5 |
| 5-Mile SF/Capita | 8.6 |

PROPERTY SUMMARY

| | |
|---------------------|--|
| MSA | Ocala |
| County | Marion |
| Parcel ID | 3794-002-001 3794-001-009 3794-002-006 3794-002-007 |
| Year Built | 1948, 1985, 1987, 1990, 1999, 2002, 2018, 2023 |
| Number of Buildings | Eleven |
| Number of Stories | One |
| Foundation | Concrete |
| Framing | Steel |
| Exterior Walls | Metal, Stucco |
| Roof | Metal |
| Drive Aisles | Asphalt |
| Security | Perimeter Fencing, Cameras |
| Expansion Room | Yes |
| Leasing Office | Yes |
| Management Software | WebSelfStorage |

SENTRY STORAGE

6547 SE 110th St, Belleview, FL 34420

60,457 NRSF

| | |
|------------------|-------------|
| Sales Price: | \$7,265,000 |
| Number of Units: | 431 |
| Land Area: | 4.40 AC |
| MSA: | Ocala |



OFFER SUMMARY

INVESTMENT HIGHLIGHTS

- Value-Add Self Storage Facility Featuring 24,776 NRSF of Climate Control Storage, 32,240 NRSF of Non-Climate Storage, and 3,441 NRSF of Commercial/Residential Space
- Deal Includes an Owner-Operated Pack & Ship Business That Generates Over \$80,000 in Annual Revenue
- Facility Was Expanded in June of 2023 Through the Construction of Two Buildings Totaling 10,300 NRSF of Climate-Control Storage and 8,300 NRSF of Non-Climate Storage
- Enough Expansion Room for One New Building and Conversion Potential of Existing Commercial/Residential Space Offers Additional Upside
- Facility is On Track to Make Over \$16,000 in U-Haul Commissions in 2024 and Was Just Recognized as the Country's #2 U-Haul Dealer in July
- Opportunity to Increase Revenue Through Lease Up, Rent Increases, Maximizing Supplemental Income Streams Such as Ancillary Fees, and Mandating Tenant Insurance
- Facility is Equipped With Roof-Mounted Solar Panels That Provide Lower Power Bills and Net Metering
- Healthy Population of 69,488 Residents Growing by 1.9% Annually Within Five Miles of the Property. Multiple Residential Developments Underway Within Three Miles, Including Directly Behind the Facility
- Belleview is Located Approximately Ten Miles Southeast of Ocala, Florida, Which is Home to the World Equestrian Center, the Largest Equestrian Complex in the United States
- Facility is Located Less Than 10 Miles From The Villages, Florida, a Booming Retirement Community Which Has Seen 16.8% Population Growth Since the 2020 Census and is Projected to Grow By 36% in the Next Decade
- The Ocala MSA is the 12th Largest in the State of Florida and is Home to 409,959 Residents

PROPERTY PHOTOS



PARCEL VIEW



SE 65TH CT



SE 109TH ST



SE 110TH ST
5,900 VPD



FINANCIAL ANALYSIS

SENTRY STORAGE

6547 SE 110th St, Belleview, FL 34420
60,457 NRSF | Self Storage Facility

UNIT MIX

CLIMATE-CONTROL 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 |
|--------------|-------------|---------------|-------------|------------|-----------|------------------------|-----------------|------------------|-----------------------|-----------------------|----------------------|
| 5x5 | 25 | 250 | 10 | 8 | 2 | \$43 | \$435 | \$5,217 | \$60 | \$600 | \$7,200 |
| 5x7 | 35 | 315 | 9 | 7 | 2 | \$57 | \$514 | \$6,163 | \$65 | \$585 | \$7,020 |
| 5x8 | 40 | 480 | 12 | 11 | 1 | \$69 | \$828 | \$9,933 | \$75 | \$900 | \$10,800 |
| 5x10 | 50 | 400 | 8 | 5 | 3 | \$57 | \$456 | \$5,472 | \$85 | \$680 | \$8,160 |
| 5x10 DU | 50 | 200 | 4 | 3 | 1 | \$69 | \$276 | \$3,312 | \$95 | \$380 | \$4,560 |
| 6x10 | 60 | 240 | 4 | 3 | 1 | \$82 | \$327 | \$3,928 | \$110 | \$440 | \$5,280 |
| 8x8 | 64 | 256 | 4 | 3 | 1 | \$88 | \$353 | \$4,233 | \$115 | \$460 | \$5,520 |
| 7x10 | 70 | 140 | 2 | 2 | 0 | \$102 | \$204 | \$2,454 | \$120 | \$240 | \$2,880 |
| 8x10 | 80 | 2,000 | 25 | 20 | 5 | \$97 | \$2,416 | \$28,998 | \$125 | \$3,125 | \$37,500 |
| 9x10 | 90 | 270 | 3 | 2 | 1 | \$118 | \$354 | \$4,245 | \$129 | \$387 | \$4,638 |
| 10x10 | 100 | 1,000 | 10 | 10 | 0 | \$103 | \$1,030 | \$12,360 | \$130 | \$1,300 | \$15,600 |
| 9x15 | 135 | 405 | 3 | 2 | 1 | \$146 | \$438 | \$5,258 | \$155 | \$465 | \$5,580 |
| 10x15 | 150 | 4,950 | 33 | 23 | 10 | \$149 | \$4,911 | \$58,931 | \$165 | \$5,445 | \$65,340 |
| 8x20 | 160 | 320 | 2 | 1 | 1 | \$207 | \$413 | \$4,962 | \$226 | \$452 | \$5,422 |
| 10x16 | 160 | 1,600 | 10 | 9 | 1 | \$116 | \$1,160 | \$13,925 | \$180 | \$1,800 | \$21,600 |
| 10x20 | 200 | 9,200 | 46 | 19 | 27 | \$190 | \$8,743 | \$104,915 | \$225 | \$10,350 | \$124,200 |
| 10x25 | 250 | 2,750 | 11 | 8 | 3 | \$178 | \$1,953 | \$23,430 | \$335 | \$3,685 | \$44,220 |
| Total | | 24,776 | 196 | 136 | 60 | | \$24,811 | \$297,736 | | \$31,293 | \$375,520 |

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 |
|--------------|-------------|---------------|-------------|------------|-----------|------------------------|-----------------|------------------|-----------------------|-----------------------|----------------------|
| 5x5 | 25 | 200 | 8 | 5 | 3 | \$38 | \$308 | \$3,694 | \$45 | \$360 | \$4,320 |
| 5x8 | 40 | 320 | 8 | 5 | 3 | \$61 | \$491 | \$5,887 | \$70 | \$560 | \$6,720 |
| 5x10 | 50 | 600 | 12 | 5 | 7 | \$59 | \$704 | \$8,442 | \$75 | \$900 | \$10,800 |
| 8x10 | 80 | 640 | 8 | 7 | 1 | \$95 | \$756 | \$9,077 | \$103 | \$827 | \$9,918 |
| 10x10 | 100 | 5,200 | 52 | 22 | 30 | \$77 | \$4,011 | \$48,128 | \$115 | \$5,980 | \$71,760 |
| 10x15 | 150 | 9,600 | 64 | 30 | 34 | \$118 | \$7,533 | \$90,391 | \$135 | \$8,640 | \$103,680 |
| 10x20 | 200 | 14,800 | 74 | 60 | 14 | \$135 | \$9,971 | \$119,651 | \$160 | \$11,840 | \$142,080 |
| 11x20 | 220 | 880 | 4 | 2 | 2 | \$168 | \$673 | \$8,070 | \$190 | \$760 | \$9,120 |
| Total | | 32,240 | 230 | 136 | 94 | | \$24,445 | \$293,340 | | \$29,867 | \$358,398 |

OTHER UNITS

| SIZE | SQUARE FEET | TOTAL SF | TOTAL UNITS | OCCUPIED | VACANT | MONTHLY RENT | MONTHLY GPR | ANNUAL GPR | PRO FORMA MONTHLY RENT | PRO FORMA MONTHLY GPR | PRO FORMA ANNUAL GPR |
|--------------|-------------|--------------|-------------|----------|----------|--------------|----------------|-----------------|------------------------|-----------------------|----------------------|
| Office 21x21 | 441 | 441 | 1 | 0 | 1 | \$400 | \$400 | \$4,800 | \$440 | \$440 | \$5,280 |
| Office 20x30 | 600 | 600 | 1 | 1 | 0 | \$500 | \$500 | \$6,000 | \$500 | \$500 | \$6,000 |
| Office 20x30 | 600 | 600 | 1 | 1 | 0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Office 30x30 | 900 | 900 | 1 | 1 | 0 | \$600 | \$600 | \$7,200 | \$600 | \$600 | \$7,200 |
| Apartment | 900 | 900 | 1 | 1 | 0 | \$731 | \$731 | \$8,772 | \$799 | \$799 | \$9,585 |
| Total | | 3,441 | 5 | 4 | 1 | | \$2,231 | \$26,772 | | \$2,339 | \$28,065 |

*For full breakdown of commercial tenants, please see the Rent Roll on Page 12

*The 20x30 Office unit that isn't showing income is occupied by Pac-N-Send

UNIT MIX

OPEN PARKING

| 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 |
|--------------|-------------|----------|-------------|----------|----------|------------------------|-------------|--------------|-----------------------|-----------------------|----------------------|
| 10x40 | - | - | 5 | 5 | 0 | \$15 | \$76 | \$912 | \$60 | \$300 | \$3,600 |
| Total | | | 5 | 5 | 0 | | \$76 | \$912 | | \$300 | \$3,600 |

TOTAL UNIT MIX

| SIZE | TOTAL SQUARE FEET | TOTAL UNITS | OCCUPIED | VACANT | UNIT OCCUPANCY | SQUARE FOOT OCCUPANCY | MONTHLY GPR | ANNUAL GPR | PRO FORMA MONTHLY GPR | PRO FORMA ANNUAL GPR |
|-----------------------|-------------------|-------------|------------|------------|----------------|-----------------------|-----------------|------------------|-----------------------|----------------------|
| CLIMATE-CONTROL UNITS | 24,776 | 196 | 136 | 60 | 69.39% | 63.36% | \$24,811 | \$297,736 | \$31,293 | \$375,520 |
| NON-CLIMATE UNITS | 32,240 | 230 | 136 | 94 | 59.13% | 62.89% | \$24,445 | \$293,340 | \$29,867 | \$358,398 |
| OTHER UNITS | 3,441 | 5 | 4 | 1 | 80.00% | 87.18% | \$2,231 | \$26,772 | \$2,339 | \$28,065 |
| OPEN PARKING | - | 5 | 5 | 0 | 100.00% | - | \$76 | \$912 | \$300 | \$3,600 |
| Total | 60,457 | 431 | 276 | 155 | 64.45% | 64.46% | \$51,563 | \$618,760 | \$63,799 | \$765,584 |

RENT ROLL

RENT ROLL

| SUITE | TENANT | USE | SQUARE FEET | LEASE START | LEASE END | RENT/SF | MONTHLY RENT | ANNUAL RENT | NOTES |
|--------------|---------------------|---|--------------|-------------|-----------|---------|----------------|-----------------|--|
| 1 | Full Body Vibration | Sells/Services Vibration Exercise Machines | 900 | NA | NA | \$8.00 | \$600 | \$7,200 | Not used as a storefront |
| 2 | Tim's Brick House | Online LEGO Sales | 600 | 1/8/19 | MTM | \$10.00 | \$500 | \$6,000 | Not used as a storefront |
| 3 | Pac-N-Send | Shipping, Shipping Services, U-Haul Rentals | 600 | 1/1/21 | 1/1/26 | \$12.00 | \$600 | \$7,200 | Owner operated, business conveys with sale |
| 4 | Vacant | - | 441 | NA | NA | - | - | - | - |
| 5/6 | - | Residential Lease | 900 | 4/1/24 | 3/31/25 | \$9.75 | \$731 | \$8,772 | Rent includes utility bill. 3% increase for each renewal year. |
| Total | | | 3,441 | | | | \$2,431 | \$29,172 | |

*Lease for Full Body Vibration is unavailable, but tenant has been there for ~10 years. All other Leases are available in the property Deal Room.

*Pac-N-Send rent is shown here to reflect the Lease terms only and is not included in the facility's GPI or Net Rental Income.

MARKET RENT ANALYSIS

| COMP # | FACILITY | ADDRESS | DISTANCE | 5x10 CC | 10x10 CC | 10x15 CC | 10x20 CC | 5x10 NC | 10x10 NC | 10x15 NC | 10x20 NC |
|--------------------------------|-------------------------|------------------------------------|----------|----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|-----------------|
| 1 | Public Storage | 4709 SE 102nd Pl, Bellevue, FL | 1.82 mi | \$65.00 | \$104.00 | \$135.00 | \$170.00 | \$61.00 | \$99.00 | \$116.00 | \$126.00 |
| 2 | Public Storage | 9275 US-441, Ocala, FL | 2.73 mi | \$30.00 | \$83.00 | \$104.00 | NA | \$50.00 | \$86.00 | \$112.00 | \$127.00 |
| 3 | Public Storage | 13425 SE Hwy 484, Bellevue, FL | 2.95 mi | NA | NA | NA | NA | \$54.00 | \$96.00 | \$130.00 | \$150.00 |
| 4 | Seeking Storage | 14455 US-301, Summerfield, FL | 3.47 mi | \$95.00 | NA | \$140.00 | NA | \$80.00 | \$100.00 | \$141.00 | \$180.00 |
| 5 | Public Storage | 7400 SE Maricamp Rd, Ocala, FL | 4.07 mi | \$90.00 | \$133.00 | \$155.00 | \$171.00 | \$71.00 | \$131.00 | \$154.00 | \$174.00 |
| 6 | Shores Self Storage | 10579 SE Maricamp Rd, Ocala, FL | 4.11 mi | NA | NA | NA | NA | \$72.00 | \$105.00 | \$138.00 | \$144.00 |
| 7 | Audrey Smith Storage | 14535 S US-441, Summerfield, FL | 4.48 mi | NA | \$172.00 | NA | \$263.00 | \$66.00 | \$103.00 | \$108.00 | \$179.00 |
| MEDIAN STREET RENTS | | | | \$77.50 | \$118.50 | \$137.50 | \$171.00 | \$66.00 | \$100.00 | \$130.00 | \$150.00 |
| AVERAGE EFFECTIVE RENTS | | | | \$57.00 | \$103.00 | \$149.00 | \$190.00 | \$59.00 | \$77.00 | \$118.00 | \$135.00 |
| PRO FORMA RENTS | | | | \$85.00 | \$130.00 | \$165.00 | \$225.00 | \$75.00 | \$115.00 | \$135.00 | \$160.00 |

*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

SENTRY STORAGE

6547 SE 110th St, Belleview, FL 34420

NRSF: 60,457

UNITS: 431

| | T-7 Annualized | T-7 Broker Adjusted | Pro Forma (Year 3) |
|--|------------------|---------------------|--------------------|
| Gross Potential Income | \$618,760 | \$618,760 | \$765,584 |
| Economic Occupancy | 59.74% | 59.74% | 85.00% |
| Net Rental Income | \$369,624 | \$369,624 | \$650,746 |
| Pac-N-Send Income | \$84,625 | \$84,625 | \$89,804 |
| U-Haul Income | \$16,554 | \$16,554 | \$17,567 |
| Billboard Income | \$4,200 | \$4,200 | \$4,200 |
| Ancillary Income (Late/Admin Fees) | \$23,454 | \$23,454 | \$26,030 |
| Tenant Insurance Income | \$11,915 | \$11,915 | \$26,894 |
| Total Operating Income | \$510,372 | \$510,372 | \$815,242 |
| Controllable Expenses | | | |
| Cost of Goods Sold (Tenant Insurance) | \$2,265 | \$2,265 | \$0 |
| Utilities | \$10,887 | \$10,887 | \$11,553 |
| Repairs & Maintenance | \$14,770 | \$10,076 | \$10,693 |
| Contract Services | \$2,651 | \$6,650 | \$7,057 |
| Marketing | \$276 | \$13,819 | \$7,400 |
| Bank & Credit Card Fees | \$12,175 | \$12,175 | \$16,305 |
| Telephone & Internet | \$4,774 | \$4,774 | \$5,066 |
| Office/Admin | \$19,016 | \$19,016 | \$20,180 |
| Payroll | \$83,196 | \$83,196 | \$88,288 |
| Total Controllable Expenses | \$150,011 | \$162,859 | \$166,543 |
| Non-Controllable Expenses | | | |
| Real Estate Taxes | \$38,880 | \$38,880 | \$64,204 |
| Insurance | \$27,042 | \$27,042 | \$28,697 |
| Management Fee | \$25,519 | \$25,519 | \$40,762 |
| Total Non-Controllable Expenses | \$91,440 | \$91,440 | \$133,663 |
| Total Operating Expenses | \$241,451 | \$254,299 | \$300,206 |
| Expense Ratio | 47.31% | 49.83% | 36.82% |
| Net Operating Income | \$268,920 | \$256,072 | \$515,036 |

Assumptions

- Gross Potential Income is based on the Unit Mix and the Average Effective Rates.
- Net Rental Income is based on the Management Summary ending 7/31/24, annualized.
- Operating Expenses are based on the T-6 P&L ending 6/30/24, annualized.
- Pro Forma GPI has been escalated to account for the available rent increases outlined in the Market Rent Analysis.
- Ancillary Income is calculated as 4% of Net Rental Income in the Pro Forma.
- Pro Forma Tenant Insurance Income is based on a penetration rate of 80% at a profit of \$6.50 per month per unit.
- Pro Forma Taxes have been escalated to account for annual county-wide reassessment.

FIVE YEAR CASH FLOW

SENTRY STORAGE

6547 SE 110th St, Belleview, FL 34420

NRSF: 60,457

UNITS: 431

| Year | T-7 Broker Adjusted | 1 | 2 | 3 | 4 | 5 |
|--|---------------------|------------------|------------------|------------------|------------------|------------------|
| GPI Growth | | 7.9% | 7.3% | 6.8% | 6.0% | 6.0% |
| Expense Growth | | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% |
| Gross Potential Income | \$618,760 | \$667,701 | \$716,643 | \$765,584 | \$811,519 | \$860,210 |
| Vacancy | \$0 | \$186,956 | \$128,996 | \$76,558 | \$81,152 | \$86,021 |
| Discounts | \$0 | \$36,724 | \$39,415 | \$26,795 | \$28,403 | \$30,107 |
| Bad Debt | \$0 | \$10,016 | \$10,750 | \$11,484 | \$12,173 | \$12,903 |
| Economic Occupancy | 59.74% | 65.00% | 75.00% | 85.00% | 85.00% | 85.00% |
| Net Rental Income | \$369,624 | \$434,006 | \$537,482 | \$650,746 | \$689,791 | \$731,179 |
| Pac-N-Send Income | \$84,625 | \$86,317 | \$88,044 | \$89,804 | \$91,600 | \$93,432 |
| U-Haul Income | \$16,554 | \$16,885 | \$17,223 | \$17,567 | \$17,919 | \$18,277 |
| Billboard Income | \$4,200 | \$4,200 | \$4,200 | \$4,200 | \$4,200 | \$4,200 |
| Ancillary Income (Late/Admin Fees) | \$23,454 | \$17,360 | \$21,499 | \$26,030 | \$27,592 | \$29,247 |
| Tenant Insurance Income | \$11,915 | \$16,809 | \$23,533 | \$26,894 | \$26,894 | \$26,894 |
| Total Operating Income | \$510,372 | \$575,577 | \$691,980 | \$815,242 | \$857,996 | \$903,230 |
| Controllable Expenses | | | | | | |
| Cost of Goods Sold (tenant insurance) | \$2,265 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Utilities | \$10,887 | \$11,105 | \$11,327 | \$11,553 | \$11,784 | \$12,020 |
| Repairs & Maintenance | \$10,076 | \$10,278 | \$10,483 | \$10,693 | \$10,907 | \$11,125 |
| Contract Services | \$6,650 | \$6,783 | \$6,919 | \$7,057 | \$7,198 | \$7,342 |
| Marketing | \$13,819 | \$14,095 | \$10,571 | \$7,400 | \$7,548 | \$7,699 |
| Bank & Credit Card Fees | \$12,175 | \$11,512 | \$13,840 | \$16,305 | \$17,160 | \$18,065 |
| Telephone & Internet | \$4,774 | \$4,870 | \$4,967 | \$5,066 | \$5,168 | \$5,271 |
| Office/Admin | \$19,016 | \$19,396 | \$19,784 | \$20,180 | \$20,583 | \$20,995 |
| Payroll | \$83,196 | \$84,860 | \$86,557 | \$88,288 | \$90,054 | \$91,855 |
| Total Controllable Expenses | \$162,859 | \$162,898 | \$164,448 | \$166,543 | \$170,402 | \$174,372 |
| Non-Controllable Expenses | | | | | | |
| Real Estate Taxes | \$38,880 | \$61,711 | \$62,945 | \$64,204 | \$65,488 | \$66,798 |
| Insurance | \$27,042 | \$27,583 | \$28,134 | \$28,697 | \$29,271 | \$29,856 |
| Management Fee | \$25,519 | \$28,779 | \$34,599 | \$40,762 | \$42,900 | \$45,161 |
| Total Non-Controllable Expenses | \$91,440 | \$118,073 | \$125,679 | \$133,663 | \$137,659 | \$141,816 |
| Total Operating Expenses | \$254,299 | \$280,971 | \$290,127 | \$300,206 | \$308,062 | \$316,188 |
| Expense Ratio | 49.83% | 48.82% | 41.93% | 36.82% | 35.90% | 35.01% |
| Net Operating Income | \$256,072 | \$294,607 | \$401,853 | \$515,036 | \$549,935 | \$587,042 |

LOCATION INFORMATION

SENTRY STORAGE

6547 SE 110th St, Belleview, FL 34420
60,457 NRSF | Self Storage Facility



FLORIDA DEPARTMENT OF HEALTH IN MARION COUNTY

TOP DISCOUNT BEVERAGE

DOLLAR GENERAL

P.R. AUTO REPAIR

VOOMWA

COOK ALUMINUM, THUMPERS GARAGE SCREEN DOORS

THE GARAGE SALE

SE 110TH ST
5,900 VPD

NEIGHBORHOOD PAWN & SPORTS

BELLEVUE PAWN

TROPICAL VIBES RESTAURANT & BAR

EXPANSION AREA

LUCKY'S UPHOLSTERY

OPUS BAR AND BILLARDS



SE 65TH CT

BELLA'S COLLISION & MUSCLE CAR RESTORATION



AERIAL VIEW



AMERICAN RESIDENTIAL PRODUCTS BELLEVUE

SE 110TH ST
5,900 VPD

BELLA'S COLLISION & MUSCLE CAR RESTORATION

OPUS BAR AND BILLARDS

LUCKY'S UPHOLSTERY

TROPICAL VIBES RESTAURANT & BAR

SE 65TH CT

SE 109TH ST

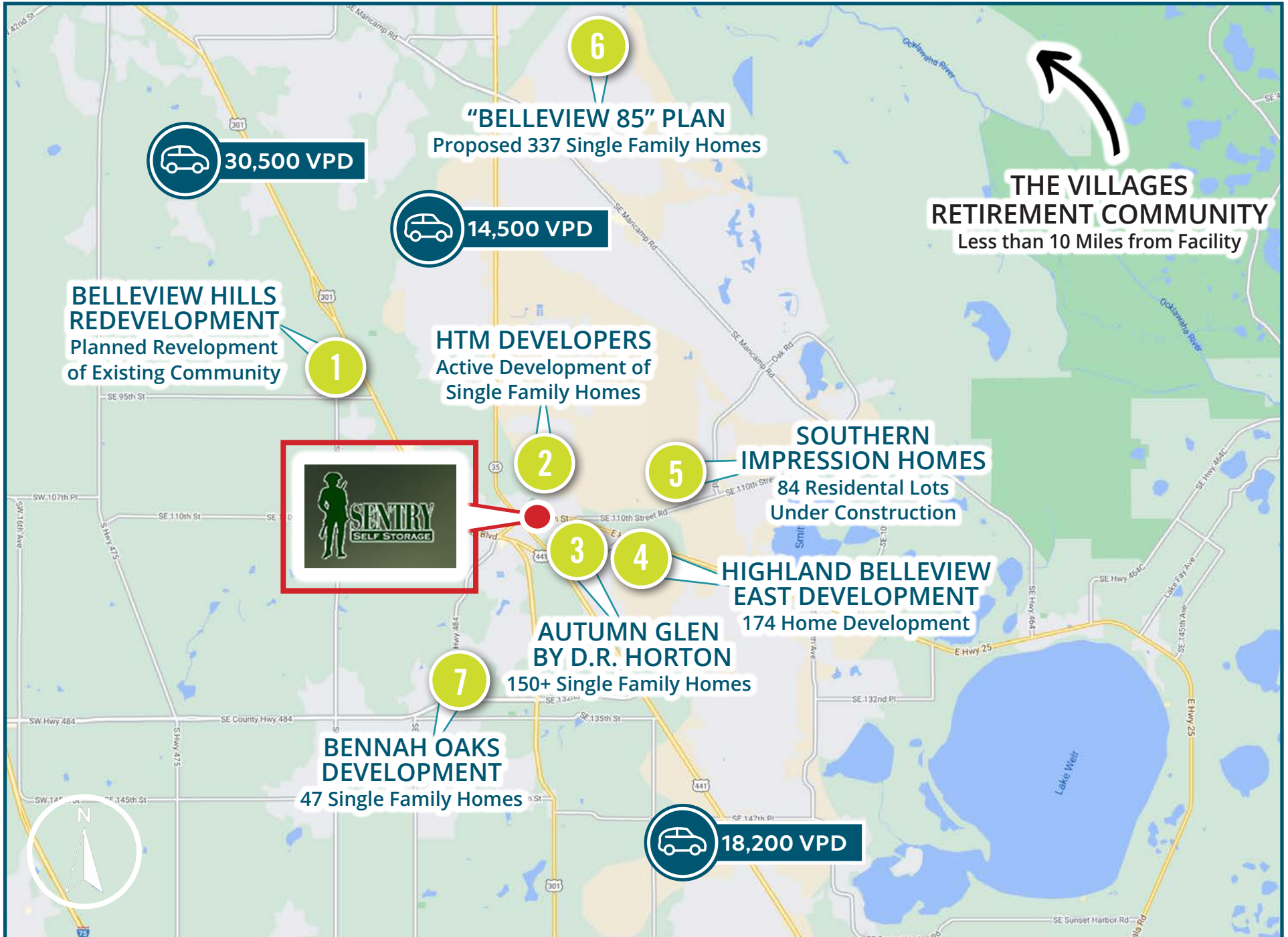
EXPANSION AREA



AERIAL VIEW

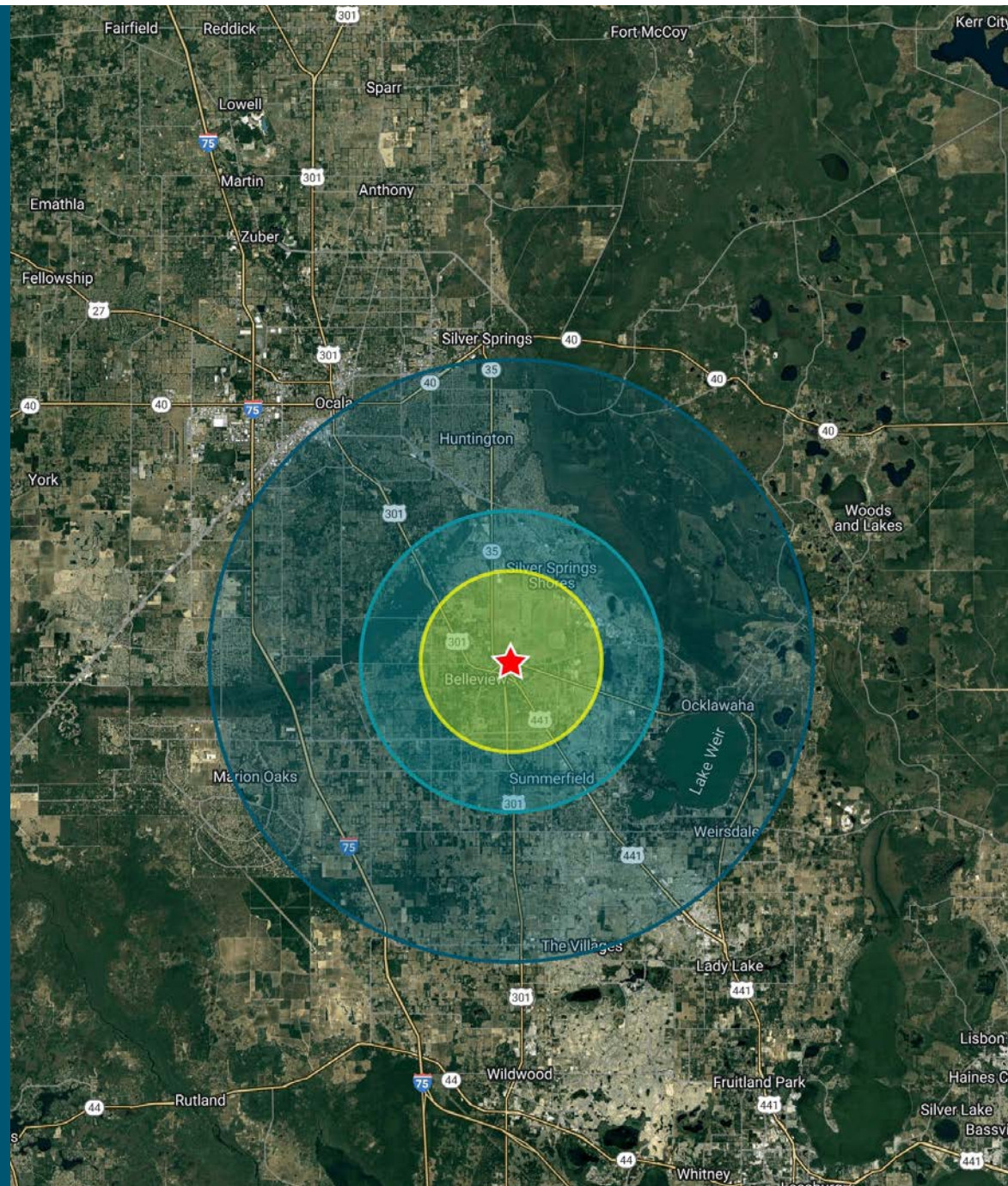


3 MILE RESIDENTIAL DEVELOPMENTS



DEMOGRAPHIC ANALYSIS

| | 3 MILES | 5 MILES | 10 MILES |
|---------------------------------|-----------|-----------|-----------|
| POPULATION & INCOME | | | |
| Total Population (2024) | 21,954 | 65,361 | 212,670 |
| Population Growth (2024 - 2029) | 0.38% | 0.42% | 0.66% |
| Average HH Income (2024) | \$75,157 | \$74,254 | \$86,983 |
| Median Age | 44.7 | 44.7 | 52.1 |
| HOUSEHOLDS | | | |
| Total Households | 8,943 | 26,311 | 91,739 |
| Household Size | 2.43 | 2.48 | 2.3 |
| Median House Value (2024) | \$282,884 | \$255,736 | \$310,989 |



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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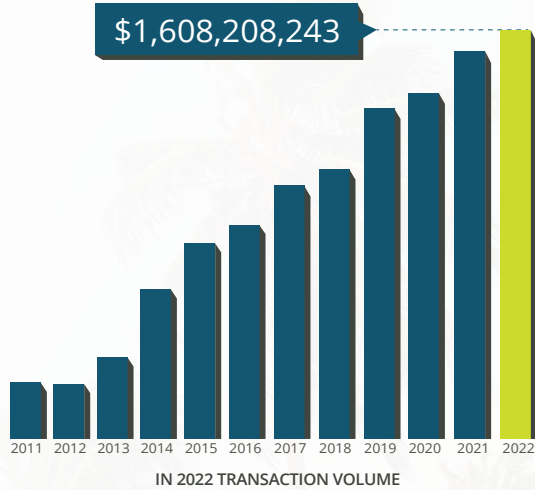
Client Services Manager

Xhulia.Fiku@FranklinSt.com

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.

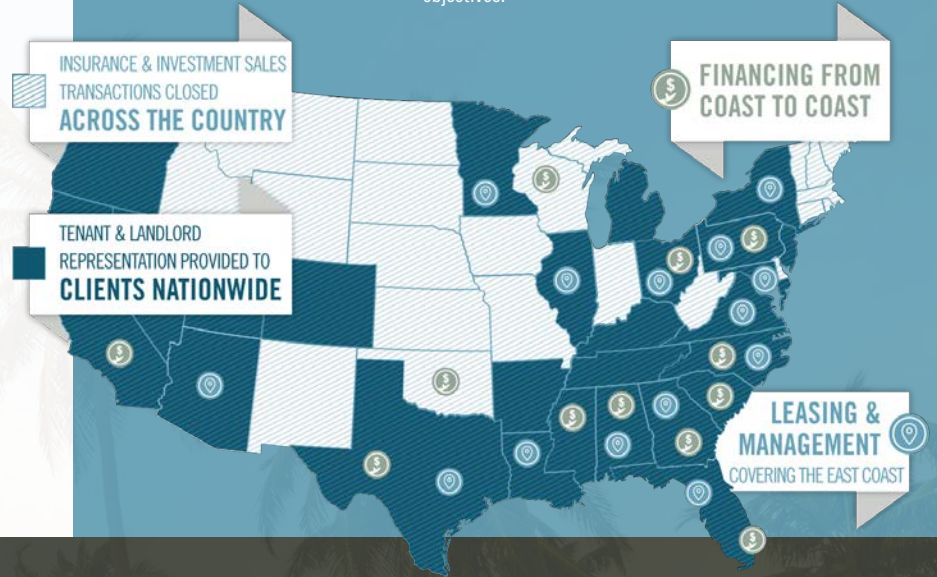


Our growth is based off of the successes we experience with our clients and we are proud to achieve year over year growth since 2006.



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.”





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60,457 NRSF | Self Storage Facility

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