



For Sale by Owner



Strictly Private and Confidential

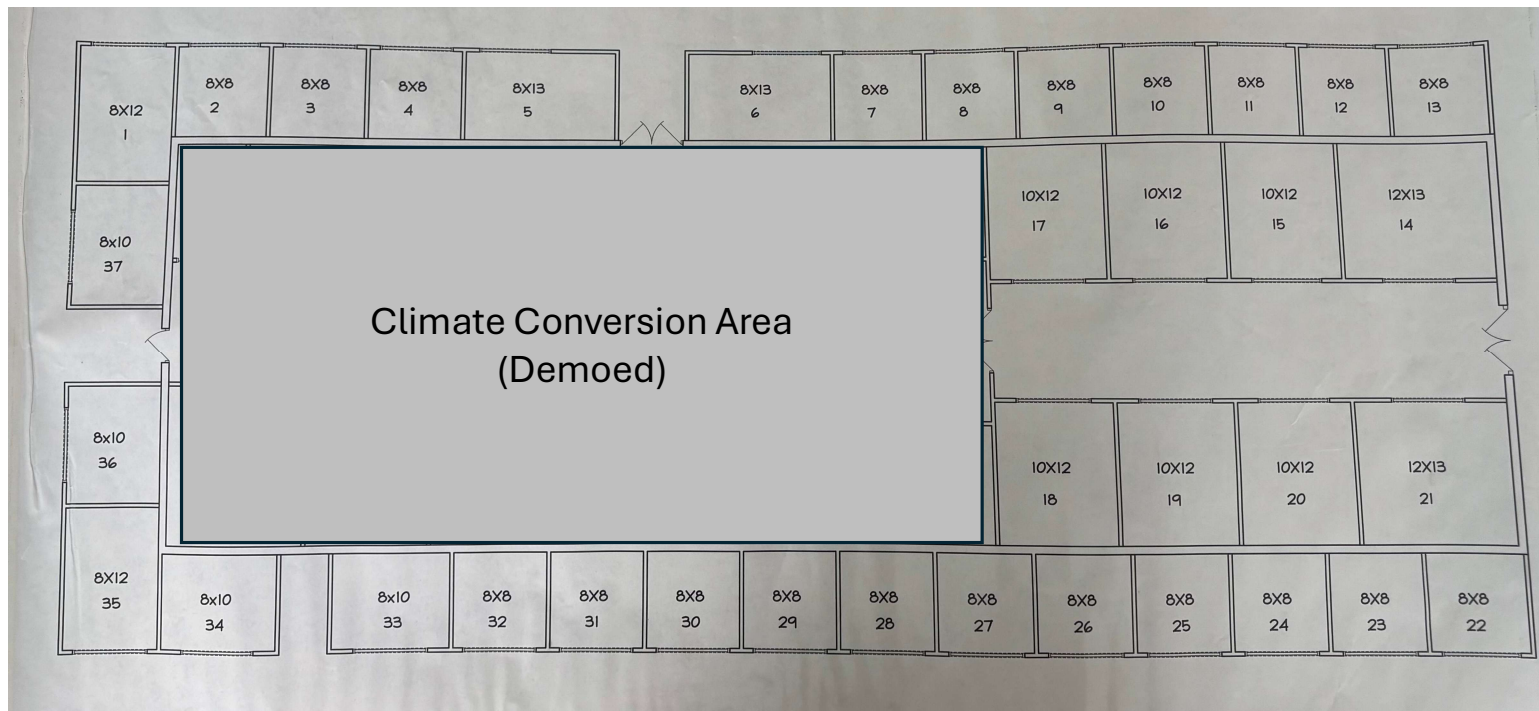
Executive Summary

Simple Store of Robertsdale is a strategically located self-storage facility positioned in the heart of Baldwin County (one of the fastest-growing counties in the United States). The property sits within the Fairhope MSA, a region experiencing rapid population and economic expansion driven by residential development and sustained demand for essential services like self-storage. The facility is partially renovated and presents a rare opportunity to capitalize on strong market fundamentals with minimal remaining repositioning required. As the area continues to grow, demand for storage is projected to rise, creating a compelling path for value creation through renovations, lease-up, and operational stabilization. This offering is ideal for investors or operators seeking to enter a high-growth market with significant upside potential and favorable demographic trends at a reasonable offering price.

- Guidance Price: \$240,000.00
- GSF: 4,944.00
- Site Size (Ac): +/- 0.55
- NRSF (Current): 3,096.00
- Address: 192 S Wren Lane
- NRSF (Proposed NCC): 3,168.00
- NRSF (Proposed CC): 1,300.00
- Unit Count (NCC): 42.00
- Unit Count (CC): 26.00
- Parking Spaces: 5.00



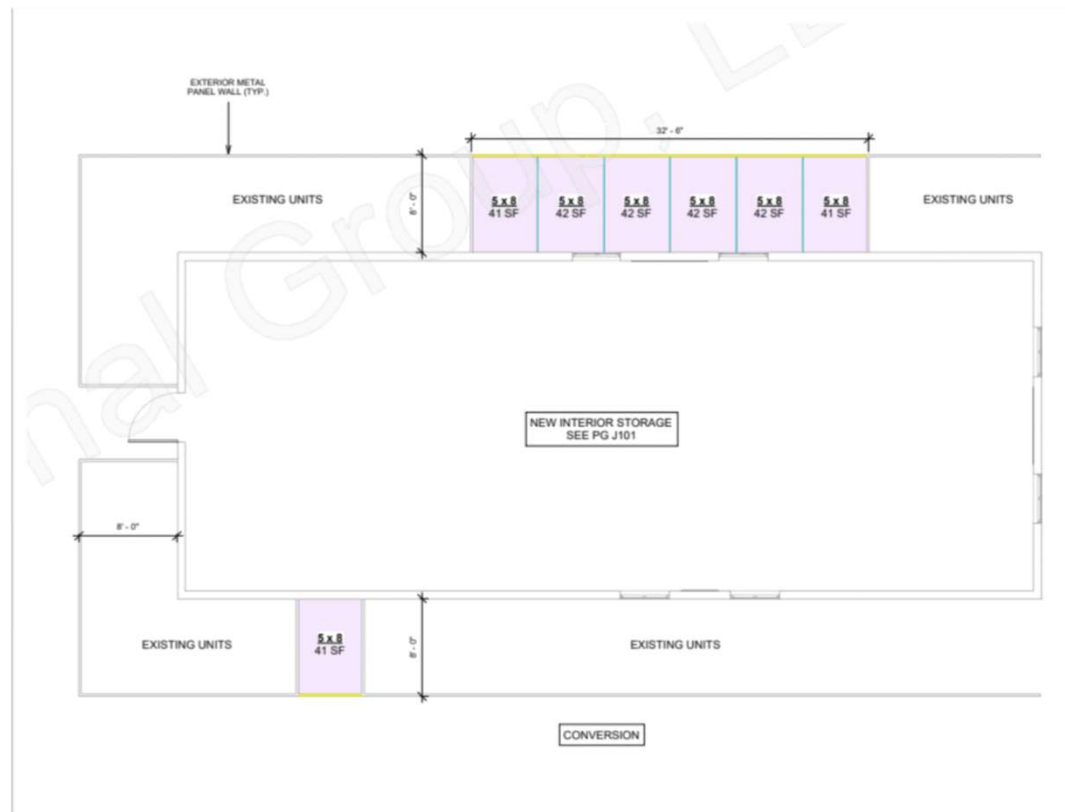
Unit Layout (Current)



Interior Unit Layout (Proposed)



Exterior Unit Layout (Proposed)



Rental Comps (NCC)

10X5				
Property	Unit Type	Unit Size (SF)	Market Rent	Rent PSF
Hub City Storage	10X5	50	\$40	\$0.80
Storage Plus	10X5	50	\$50	\$1.00
Claymark Storage	10X5	50	\$45	\$0.90
Uhual	10X5	50	\$50	\$1.00
Average Market Rental Rate:		50	\$46	\$0.93

10X10				
Property	Unit Type	Unit Size (SF)	Market Rent	Rent PSF
Hub City Storage	10X10	100	\$55	\$0.55
Storage Plus	10X10	100	\$70	\$0.70
Uhual	10X10	100	\$75	\$0.75
Claymark Self Storage	10X10	100	\$65	\$0.65
	10X10	100		\$0.00
Average Market Rental Rate:		100	\$66	\$0.66

15X10				
Property	Unit Type	Unit Size (SF)	Market Rent	Rent PSF
Southern Storage Solutions	15X10	150	\$100	\$0.67
Storage Plus	15X10	150	\$85	\$0.57
Uhual	15X10	150	\$85	\$0.57
Claymark Self Storage	15X10	150	\$75	\$0.50
Loxely Storage	15X10	150	\$74	\$0.49
Average Market Rental Rate:		150	\$84	\$0.56

10X20				
Property	Unit Type	Unit Size (SF)	Market Rent	Rent PSF
Southern Storage Solutions	10X20	200	\$130	\$0.65
Hub City Storage	10X20	200	\$80	\$0.40
Storage Plus	10X20	200	\$95	\$0.48
Uhual	10X20	200	\$95	\$0.48
Claymark Storage	10X20	200	\$85	\$0.43
Average Market Rental Rate:		200	\$97	\$0.49

Rental Comps (CC)

5X5				
Property	Unit Type	Unit Size (SF)	Market Rent	Rent PSF
Southern Self Storage	5X5	25	\$55	\$2.20
Bald Eagle Storage	5X5	25	\$49	\$1.96
Average Market Rental Rate:		25	\$52	\$2.08

10X5				
Property	Unit Type	Unit Size (SF)	Market Rent	Rent PSF
Southern Self Storage	5X10	50	\$80	\$1.60
USA Storage Centers	5X10	50	\$88	\$1.76
Uhual	5X10	50	\$80	\$1.60
Average Market Rental Rate:		50	\$83	\$1.65

10X10				
Property	Unit Type	Unit Size (SF)	Market Rent	Rent PSF
Southern Self Storage	10X10	100	\$110	\$1.10
USA Storage Centers	10X10	100	\$99	\$0.99
Whosoever Storage	10X10	100	\$105	\$1.05
Uhual	10X10	100	\$105	\$1.05
Storage Plus	10X10	100	\$90	\$0.90
Bald Eagle Storage	10X10	100	\$69	\$0.69
Average Market Rental Rate:		100	\$96	\$0.96

Proposed Unit Mix

Unit Type	Unit Type	# of Units by Type	Total GLA:	Avg. Monthly Rental Rate by Unit Type	Avg. Rental Rate by Unit Type (PSF)	GPR by Unit Type	Unit Type as % of Total Unit #	Unit Type as % of Total SF
5X5	Self-storage (CC)	10	250	\$ 57.00	\$ 2.28	\$ 570.00	14%	5.60%
5X10	Self-storage (CC)	11	550	\$ 82.00	\$ 1.64	\$ 902.00	15%	12.31%
10X10	Self-storage (CC)	5	500	\$ 97.00	\$ 0.97	\$ 485.00	7%	11.19%
8X5	Self-storage	7	280	\$ 42.00	\$ 1.05	\$ 294.00	10%	6.27%
8X8	Self-storage	21	1,344	\$ 55.00	\$ 0.86	\$ 1,155.00	29%	30.08%
8X10	Self-storage	4	320	\$ 60.00	\$ 0.75	\$ 240.00	5%	7.16%
8X12	Self-storage	2	192	\$ 65.00	\$ 0.68	\$ 130.00	3%	4.30%
10X12	Self-storage	6	720	\$ 82.00	\$ 0.68	\$ 492.00	8%	16.11%
12X13	Self-storage	2	312	\$ 90.00	\$ 0.58	\$ 180.00	3%	6.98%
Parking	RV/Trailer Parking OD	5	0	\$ 70.00	\$ -	\$ 350.00	7%	0.00%
Totals:		73	4,468	\$ 65.73	\$ 1.07	\$ 4,798.00	100.00%	100.00%

*City of Robertsedale has stated they would allow the addition of Boat/RV parking on the excess land

Development Budget

Development Budget

Number	Item	Unit Price	Total Cost
Owner Costs:			
1	Materials + Labor (Interior & Exterior)	\$ 49,545.00	\$ 49,545
1	HVAC	\$ 6,000.00	\$ 6,000
1	Electrical	\$ 950.00	\$ 950
1	Pavement Resealing	\$ 2,500.00	\$ 2,500
6	Bollards	\$ 300.00	\$ 1,800
Total Development Cost:			\$ 60,795

*Full set of proposals available upon request

*Noke Lock proposal in hand for \$10,001.00

10YR CF Projection

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
INCOME												
Scheduled Gross Income	57,576	59,303	61,082	62,915	64,802	66,746	68,749	70,811	72,936	75,124	77,377	79,699
Less: Loss to Lease	0	0	0	0	0	0	0	0	0	0	0	0
Less: Delinquency	(2,879)	(2,965)	(3,054)	(3,146)	(3,240)	(3,337)	(3,437)	(3,541)	(3,647)	(3,756)	(3,869)	(3,985)
Less: Vacancy	(5,758)	(5,930)	(6,108)	(6,291)	(6,480)	(6,675)	(6,875)	(7,081)	(7,294)	(7,512)	(7,738)	(7,970)
Gross Operating Income	48,940	50,408	51,920	53,478	55,082	56,734	58,436	60,190	61,995	63,855	65,771	67,744
Less: Concessions	(5,758)	(1,779)	(1,832)	(1,887)	(1,944)	(2,002)	(2,062)	(2,124)	(2,188)	(2,254)	(2,321)	(2,391)
Less: Employee Units	0	0	0	0	0	0	0	0	0	0	0	0
Less: Courtesy Officer	0	0	0	0	0	0	0	0	0	0	0	0
Less: Model	0	0	0	0	0	0	0	0	0	0	0	0
Effective Gross Income	43,182	48,629	50,088	51,590	53,138	54,732	56,374	58,065	59,807	61,601	63,449	65,353
Other Income	11,626	11,974	12,334	12,704	13,085	13,477	13,882	14,298	14,727	15,169	15,624	16,093
Utility Reimbursement	0	0	0	0	0	0	0	0	0	0	0	0
Total Operating Income	54,808	60,603	62,421	64,294	66,223	68,209	70,256	72,363	74,534	76,770	79,073	81,446
EXPENSES												
Repairs/Maintenance	1,474	1,474	1,504	1,534	1,565	1,596	1,628	1,660	1,694	1,728	1,762	1,797
Turn Costs	1,474	1,474	1,504	1,534	1,565	1,596	1,628	1,660	1,694	1,728	1,762	1,797
Legal & Accounting	800	800	816	832	849	866	883	901	919	937	956	975
Utilities	0	0	0	0	0	0	0	0	0	0	0	0
Electricity	3,600	3,600	3,672	3,745	3,820	3,897	3,975	4,054	4,135	4,218	4,302	4,388
Gas	0	0	0	0	0	0	0	0	0	0	0	0
Water/Sewer	0	0	0	0	0	0	0	0	0	0	0	0
Garbage	0	0	0	0	0	0	0	0	0	0	0	0
Cable	600	600	612	624	637	649	662	676	689	703	717	731
Landscaping	900	900	918	936	955	974	994	1,014	1,034	1,054	1,076	1,097
General & Administrative	1,825	1,825	1,862	1,899	1,937	1,975	2,015	2,055	2,096	2,138	2,181	2,225
Advertising	4,236	4,236	4,321	4,407	4,495	4,585	4,677	4,770	4,866	4,963	5,062	5,164
Property Management Fees	3,837	4,242	4,369	4,501	4,636	4,775	4,918	5,065	5,217	5,374	5,535	5,701
Real Estate Taxes	1,200	1,200	1,224	1,248	1,273	1,299	1,325	1,351	1,378	1,406	1,434	1,463
Property Insurance	2,701	0	2,701	2,755	2,810	2,866	2,924	2,982	3,042	3,103	3,165	3,228
Total Expenses	22,647	20,352	23,503	24,016	24,542	25,079	25,628	26,190	26,764	27,352	27,953	28,567
OpEx % of Total Income:	41%	34%	38%	37%	37%	37%	36%	36%	36%	36%	35%	35%
NOI	32,160	40,251	38,919	40,278	41,681	43,131	44,628	46,173	47,770	49,418	51,121	52,879

Deal Metrics

CAP RATE	12.43%	12.01%	12.43%	12.87%	13.31%	13.78%	14.25%	14.75%	15.26%	15.78%
DEBT YIELD	17.75%	17.16%	17.76%	18.38%	19.02%	19.68%	20.36%	21.07%	21.79%	22.54%
CASH ON CASH	6.22%	9.25%	9.91%	10.60%	11.32%	12.05%	12.81%	13.60%	14.41%	15.24%
DSCR	2.00	1.94	2.00	2.07	2.14	2.22	2.30	2.38	2.46	2.54

**Loan Assumptions: 70% LTC / 6.75% Interest Rate / 0 months IO*

Seller Financing Offerings

20 Year Amortization		Totals:
Purchase Price:	\$240,000.00	
Down Payment:	40%	\$96,000.00
Loan Amount:	\$144,000.00	
Interest Rate:	6.25%	
Amortization Period:	240	Months
Monthly/Annual Payment:	\$1,052.54	\$12,630.44
Total Sale Proceeds & Interest Paid to Seller		\$265,260.88

25 Years Amortization		Totals:
Purchase Price:	\$240,000.00	
Down Payment:	40%	\$96,000.00
Loan Amount:	\$144,000.00	
Interest Rate:	6.25%	
Amortization Period:	300	Months
Monthly/Annual Payment:	\$949.92	\$11,399.09
Total Sale Proceeds & Interest Paid to Seller		\$262,798.17

Economic Development

Kay Ivey announces amphitheater grant - <https://adeca.alabama.gov/2025/08/22/gov-ivey-announces-grant-to-help-build-amphitheater-in-robertsdale/>

200 New Homes Approved - <https://www.al.com/news/mobile/2025/02/its-a-little-crazy-baldwin-county-greenlights-193-lot-subdivision.html>

U-Haul Acquires 2 Self-Storage Facilities in Baldwin County - <https://www.uhaul.com/Articles/About/U-Haul-Acquires-2-Self-Storage-Facilities-IN-Baldwin-County-32720/>

Thank you!



THE LAUDERDALE GROUP