

Snyder Mini Storage

261 N Frontier St, Wickenburg, AZ 85390

Self-Storage
Investment Opportunity

Offering Memorandum



MATTHEWS™

Exclusively Listed By



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Property Overview

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Investment Summary

Snyder Mini Storage

261 N Frontier St
Wickenburg, AZ 85390

\$1,100,000

List Price

\$68,625

Current NOI

\$94,509

Year 1 NOI

\$107,961

Stabilized NOI

6.25%

Current Cap Rate

8.60%

Year 1 Cap Rate

9.82%

Stabilized Cap Rate

87.91%

Physical Occupancy

75.70%

Economic Occupancy

Owner-User

Management

\$107.28

\$ / NRSF

91

Rentable spots

7

Income producing leases



Investment Highlights

Exceptional Value-Add Opportunity in the Heart of Historic Wickenburg

- This offering represents a rare chance to acquire a self-storage facility with strong upside potential in the highly desirable and historic town of Wickenburg, Arizona. The property provides investors with the opportunity to enhance value through operational improvements, rent optimization, and potential expansion/ conversion, all within a market characterized by limited competition and strong demand for storage.

Strategic Location Near the Phoenix Metropolitan Area

- Located just 30 miles northwest of the rapidly expanding Phoenix MSA, the property benefits from proximity to one of the fastest-growing regions in the U.S. This strategic location combines the advantages of a growing regional economy with the stability of a well-established, infill community. High barriers to entry in this submarket - stemming from limited available land and strict zoning - make this facility a secure long-term investment with excellent future growth prospects.

Prime Corner Position with Strong Visibility and Accessibility

- The facility sits prominently at the intersection of Yavapai Street and Frontier Street—two of Wickenburg’s primary thoroughfares that attract both local traffic and out-of-town visitors. The property enjoys outstanding street frontage and visibility, ensuring consistent exposure and easy accessibility. Its central position within the bustling downtown district further enhances its appeal to a wide range of storage users, including residents, local businesses, and tourists.

Diverse Tenant Base Supported by Tourism and Seasonal Residents

- Wickenburg’s unique recreational culture, combined with its significant snowbird population, creates a steady and diverse demand base for self-storage. Seasonal residents, RV enthusiasts, and outdoor recreation visitors all contribute to the consistent need for secure, accessible storage solutions. This stable tenant mix provides year-round occupancy and revenue resilience.



Property Photos



Asset Overview



Asset Overview

Facility Name	Snyder Mini Storage
Address	261 N Frontier St
City, State, Zip Code	Wickenburg, AZ 85390
County	County
Parcel Numbers	505-48-183 505-48-182 505-48-181 505-48-180
Lot Size (AC)	±0.48 AC
Year Built	1990
Number of Buildings	5
Number of Stories	1
Net Rentable SF	±10,248 SF
Total Units	90
Climate Controlled Units	0
Non-Climate Controlled Units	90
Parking Spaces	0
Physical Occupancy	87.91%
Economic Occupancy	75.70%
Management	Owner/User
Security Cameras	Yes
Roof	Metal
Framing	Metal
Foundation	Concrete
Fencing	None



 **Vista Ciudad**
Houses Built in 2024

 **S Mariposa Trailhead**
±1.5 Miles Away

Desert Appliance
Appliance Repair Service

 **Wickenburg Vistas**
Houses Built in 2022



Wyman Development Company
Contractor



W Wickenburg Way ± 14,874 VPD



Indian Creek
Furniture Store



 **Wickenburg Christian Academy**
±200 Students

 **Subject Property**

Financial Overview

Snyder Mini Storage
261 N Frontier St, Wickenburg, AZ 85390



Upstairs Storage

Unit Size	Total Units	Occupied	Vacant	NRSF	Current Rate	Proforma Rate	Monthly Potential		Annual Potential	
							Current	Proforma	Current	Proforma
5 x 6	21	14	7	630	\$42	\$50	\$882	\$1,050	\$10,584	\$12,600
5.5 x 5.5	1	0	1	30	\$42	\$50	\$42	\$50	\$504	\$600
5 x 7.5	6	6	0	225	\$42	\$55	\$252	\$330	\$3,024	\$3,960
5.5 x 7	2	2	0	77	\$42	\$55	\$84	\$110	\$1,008	\$1,320
5 x 8.5	3	3	0	128	\$42	\$60	\$126	\$180	\$1,512	\$2,160
5.5 x 9	1	1	0	50	\$42	\$65	\$42	\$65	\$504	\$780
Totals	34	26	8	1,139	-	-	\$1,428	\$1,785	\$17,136	\$21,420

Inside First Floor Warehouse Storage

Unit Size	Total Units	Occupied	Vacant	NRSF	Current Rate	Proforma Rate	Monthly Potential		Annual Potential	
							Current	Proforma	Current	Proforma
5 x 9	1	1	0	45	\$77	\$80	\$77	\$80	\$924	\$960
5 X 10	2	2	0	100	\$60	\$80	\$120	\$160	\$1,440	\$1,920
10 x 10	6	6	0	600	\$89	\$100	\$534	\$600	\$6,408	\$7,200
10 x 13	1	1	0	130	\$94	\$125	\$94	\$125	\$1,128	\$1,500
24 x 30 (Leased)	1	1	0	720	\$750	\$750	\$750	\$750	\$9,000	\$9,000
Totals	11	11	0	1,595	-	-	\$1,575	\$1,715	\$18,900	\$20,580

Drive Up/Outside Storage/Misc.

Unit Size	Total Units	Occupied	Vacant	NRSF	Current Rate	Proforma Rate	Monthly Potential		Annual Potential	
							Current	Proforma	Current	Proforma
5 x 15	5	5	0	375	\$80	\$85	\$400	\$425	\$4,800	\$5,100
5 x 20	4	4	0	400	\$95	\$100	\$380	\$400	\$4,560	\$4,800
10 x 10	9	8	1	900	\$105	\$115	\$945	\$1,035	\$11,340	\$12,420
5 x 25	1	1	0	125	\$99	\$105	\$99	\$105	\$1,188	\$1,260
8 x 20 Container	1	1	0	160	\$140	\$155	\$140	\$155	\$1,680	\$1,860
11 x 12	1	1	0	132	\$130	\$145	\$130	\$145	\$1,560	\$1,740
10 x 14	1	0	1	140	\$130	\$155	\$130	\$155	\$1,560	\$1,860
10 x 15	1	1	0	150	\$135	\$160	\$135	\$160	\$1,620	\$1,920
10 x 20	4	3	1	800	\$175	\$200	\$700	\$800	\$8,400	\$9,600
8 x 26 Container	4	4	0	832	\$180	\$195	\$720	\$780	\$8,640	\$9,360
10 x 25	2	2	0	500	\$220	\$240	\$440	\$480	\$5,280	\$5,760
10 x 30	6	6	0	1,800	\$270	\$300	\$1,620	\$1,800	\$19,440	\$21,600
20 x 15 (Offices)	4	4	0	1,200	\$350	\$350	\$1,400	\$1,400	\$16,800	\$16,800
Parking Leased 3 Years	1	1	0	-	\$220	\$220	\$220	\$220	\$2,640	\$2,640
Antenna Lease	2	2	0	-	\$107	\$107	\$214	\$214	\$2,568	\$2,568
Totals	46	43	3	7,514	-	-	\$7,673	\$8,274	\$92,076	\$99,288
Facility Totals	91	80	11	10,248	-	-	\$10,676	\$11,774	\$128,112	\$141,288

Financial Overview



Financial Overview		Full year 2025		Year 1		Stablized
<i>Income</i>						
Potential Storage Income		\$128,112		\$141,288	10% increase	\$155,417
Late Fees		\$1,113		\$1,500		\$1,750
Admin Fees		\$1,122		\$1,250		\$1,500
Antenna lease income		\$2,570	Added to potential income	-		-
Economic Vacancy	*24.3%*	-\$33,714	10.00%	-\$14,129	7.50%	-\$11,656
Effective Gross Income		\$99,204		\$129,909		\$147,011
<i>Expenses</i>						
Property taxes		\$5,198		\$7,000		\$8,000
Insurance		\$2,877		\$3,500		\$3,750
Utilities / trash		\$3,270		\$3,500		\$3,750
contract work		\$3,000		\$4,000		\$4,250
Accounting		\$2,000		\$2,200		\$2,500
Credit card fees		\$1,461		\$1,650		\$1,950
Software/ website		\$2,791		\$3,200		\$3,350
TPT/ Sales tax		\$2,042		\$2,350		\$2,500
Marketing		\$1,271		\$1,500		\$1,500
Telephone and internet		\$2,830		\$2,500		\$2,500
Repairs and maintenance		\$3,750		\$4,000		\$5,000
Total Operating Expenses		\$30,490		\$35,400		\$39,050
Net Operating Income		\$68,714		\$94,509		\$107,961
Operating Expense Ratio		30.73%		27.25%		26.56%

Rent Comparables

Upstairs Rent Comparables






Facility Name	Address	5 x 6	5 x 7.5	5.5 x 9
 Subject Property	261 N Frontier St, Wickenburg, AZ 85390	\$42	\$42	\$42
 Uhaul	2820 S Scenic Lp, Wickenburg, AZ 85390	\$50	-	\$75
Averages		\$46	\$42	\$59
% Below Market Averages		8.70%	0.00%	28.21%

Inside Rent Comparables

Facility Name	Address	5 x 10	10 x 10	10 x 13	11 x 12	5 x 9
 Subject Property	261 N Frontier St, Wickenburg, AZ 85390	\$60	\$89	\$94	\$94	\$77
 Uhaul	2820 S Scenic Lp, Wickenburg, AZ 85390	\$75	\$110	\$145	-	-
Averages		\$68	\$100	\$120	\$94	\$77
% Below Market Averages		11.11%	10.55%	21.34%	0.00%	0.00%

Rent Comparables

Drive Up Rent Comparables

Facility Name	Address	5 x 15	5 x 20	10 x 10	10 x 15	10 x 20	10 x 30
 Subject Property	261 N Frontier St Wickenburg, AZ 85390	\$80	\$95	\$105	\$135	\$175	\$270
 1 Double J Court Self Storage (RV)	855 S Vulture Mine Rd Wickenburg, AZ 85390	-	-	\$134	\$190	\$245	\$345
 2 Double J Court Self Storage	500 W Wickenburg Way Wickenburg, AZ 85390	-	-	\$113	\$165	\$219	\$331
 3 Wickenburg Storage	1020 W Wickenburg Way Wickenburg, AZ 85390	-	-	\$119	-	\$200	-
 4 Uhaul	2820 S Scenic Lp Wickenburg, AZ 85390	-	-	\$105	\$165	\$220	-
Averages		\$80	\$95	\$115	\$164	\$212	\$315
% Below Market Averages		0.00%	0.00%	8.85%	17.56%	17.37%	14.38%

Market Overview

Snyder Mini Storage
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Wickenburg, AZ

Market Demographics



8,301
Total Population

\$101,023
Average HH Income

3,867
of Households

79.6%
Homeownership Rate

2,718
Employed Population

19%
% Bachelor's Degree

64
Median Age

\$507,918
Median Property Value

Local Market Overview

Wickenburg, Arizona, sits in northwestern Maricopa County with a portion extending into Yavapai County. It covers about 26 square miles and serves as a regional connection point along U.S. Route 60. The community's population has grown over the past two decades, reaching around 8,500 residents in 2025 — an increase of more than 12% since 2020 and roughly 38 % since 2000. Although there have been brief periods of decline, the long-term trend reflects steady expansion. Much of this growth is linked to its proximity to the Phoenix metropolitan area and the area's appeal to older adults seeking a quieter lifestyle and wide-open surroundings.

The median age in Wickenburg is around 65, and most households are owner-occupied, with median property values near \$450,000. Median household income is roughly \$65,000, while the average household income approaches \$90,000, indicating a mix of middle-income and higher-income residents. Rising housing prices and a stable homeownership rate suggest ongoing residential demand, particularly among retirees and second-home buyers. While the local economy remains modest in scale, growth in housing and population points to increasing regional integration and continued interest in the area's setting and accessibility.

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,146	8,552	10,015
Current Year Estimate	4,082	8,075	9,378
2020 Census	3,543	6,956	8,018
Growth Current Year-Five-Year	1.57%	5.91%	6.79%
Growth 2020-Current Year	15.21%	16.08%	16.97%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,984	4,078	4,765
Current Year Estimate	1,930	3,812	4,419
2020 Census	1,662	3,197	3,675
Growth Current Year-Five-Year	2.83%	6.99%	7.82%
Growth 2020-Current Year	16.13%	19.25%	20.24%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$98,726	\$99,051	\$101,023

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