

WICKSBURG MINI STORAGE

14110 US-84, Newton, AL 36352

Marcus & Millichap



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14110 US-84

BROKER OF RECORD

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WICKSBURG
← 334-774-3536
MINI STORAGE

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01



EXECUTIVE SUMMARY

Offering Summary
Investment Highlights

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14184

14158

14094

W US 84

12

W US 84

84

OFFERING SUMMARY

14110 US-84



Listing Price
\$525,000



Cap Rate
7.37%



of Units
73

FINANCIAL

Listing Price	\$525,000
Down Payment	35% / \$183,750
NOI	\$38,718
Cap Rate	7.37%
Total Return	8.62%
Price/Rentable SF	\$44.98
Price/Unit	\$7,192

OPERATIONAL

Rentable SF	+/- 11,671 SF
# of Units	73
Lot Size	+/- 1.15 Acres
Year Built	2008
Physical Occupancy	82%





PRIVATE PROPERTY

AMERICAN TRUCK REPAIR

WICKSBURG MINI STORAGE

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INVESTMENT OVERVIEW

Marcus and Millichap is pleased to present Wicksburg Mini Storage. Located in Newton, Alabama, the property serves the Wicksburg, Daleville, and greater Dothan area—an expanding rural-suburban corridor with steady population growth and strong demand for affordable storage. The facility is currently 82% physically occupied, yet many tenants are paying under-market rental rates, creating clear and immediate revenue recapture opportunities. There is a +/- 2,403 Warehouse with an office and bathroom on site that is currently rented to a tow truck company @ 1,200 a month and a +/- 968 sq ft pole barn that is owner occupied included in the sale.

Wicksburg Mini Storage has minimal technology, no online leasing, limited marketing, and non-standardized rate management. These operational gaps present straightforward value-add opportunities for a more sophisticated operator. Implementing online move-ins, automated billing, tenant insurance, and structured rent increases—alongside stabilizing the shop lease—can significantly enhance effective gross income.

INVESTMENT HIGHLIGHTS

Mom & Pop owner/operator. No website/minimal marketing and advertising

+/- 2,403 Office/Warehouse included. Occupied @ \$1,200 a month.

+/- 968 SF Pole Barn that is currently owner occupied currently not bringing in any income.

High traffic counts from Hwy 84.

SECTION 2

02

PROPERTY INFORMATION

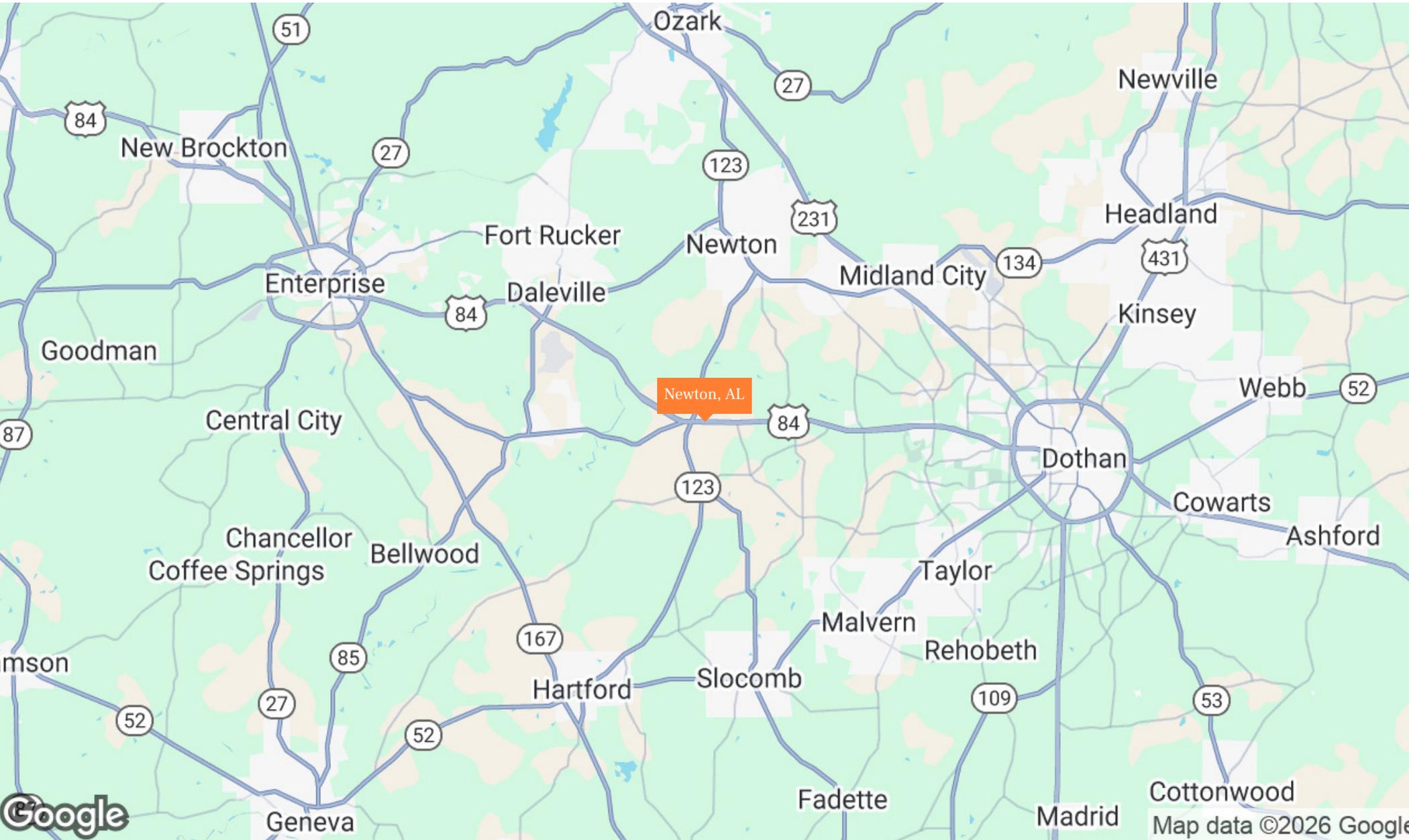
Regional Map

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WICKSBURG MINI STORAGE

REGIONAL MAP



SECTION 3

03

FINANCIAL ANALYSIS

Unit Mix Detail
Financial Details
Pricing Detail

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WICKSBURG MINI STORAGE

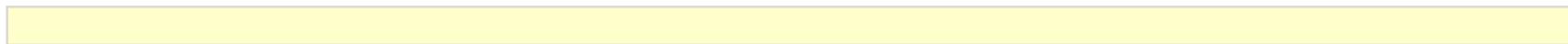
UNIT MIX DETAIL

Non-Climate Controlled				SCHEDULED			POTENTIAL		
UNIT TYPE	# OF UNITS	AVG SQ FEET	TOTAL SQ FEET	AVERAGE RENT	AVERAGE RENT / SF	Monthly INCOME	AVERAGE RENT	AVERAGE RENT / SF	Monthly INCOME
5 X 10	10	50	500	\$66	\$1.32	\$660	\$55	\$1.10	\$550
10 X 10	40	100	4,000	\$71	\$0.71	\$2,852	\$65	\$0.65	\$2,600
10 X 15	8	150	1,200	\$54	\$0.36	\$435	\$75	\$0.50	\$600
10 X 20	13	200	2,600	\$45	\$0.23	\$585	\$85	\$0.43	\$1,105
Totals/Weighted Averages	71	117	8,300	\$64	\$0.55	\$4,532	\$68	\$0.58	\$4,855

Gross Annualized Rents	\$54,383	\$58,260
Occupied Tenants: 58	Occupancy: 81.69%	

Other				SCHEDULED			POTENTIAL		
UNIT TYPE	# OF UNITS	AVG SQ FEET	TOTAL SQ FEET	AVERAGE RENT	AVERAGE RENT / SF	Monthly INCOME	AVERAGE RENT	AVERAGE RENT / SF	Monthly INCOME
14158 Property	1	2,403	2,403	\$1,200	\$0.50	\$1,200	\$1,200	\$0.50	\$1,200
Pole Barn	1	968	968	\$242	\$0.25	\$242	\$242	\$0.25	\$242
Totals/Weighted Averages	2	1,686	3,371	\$721	\$0.43	\$1,442	\$721	\$0.43	\$1,442

Gross Annualized Rents	\$17,304	\$17,304
Occupied Tenants: 1	Occupancy: 50.00%	



WICKSBURG MINI STORAGE

FINANCIAL DETAILS

INCOME	Current		PER SF	Year 1		PER UNIT	PER SF
Gross Potential Rent	75,564		6.47	80,853		1,123	6.93
Loss / Gain to Lease	(3,877)	5.1%	(0.33)	(1,213)	1.5%	(17)	(0.10)
Gross Scheduled Rent	71,687		6.14	79,641		1,106	6.82
Physical Vacancy	(14,273)	19.9%	(1.22)	(6,371)	8.0%	(88)	(0.55)
Economic Vacancy						0	
Non-Revenue Units	(2,100)	2.9%	(0.18)	(1,593)	2.0%	(22)	(0.14)
Total Vacancy	(\$16,373)	22.8%	(\$1.40)	(\$7,964)	10.0%	(\$111)	(\$0.68)
Economic Occupancy	77.16%			90.00%		0	
Effective Rental Income	55,314		4.74	71,677		996	6.14
Other Income						0	
Fees	0		0.00	775		11	0.07
Tenant Insurance	0		0.00	1,522		21	0.13
Total Other Income	\$0		\$0.00	\$2,297		\$32	\$0.20
Effective Gross Income	\$55,314		\$4.74	\$73,974		\$1,027	\$6.34
						0	
EXPENSES	Current		PER SF	Year 1		PER UNIT	PER SF
Real Estate Taxes	1,922		0.16	3,523		49	0.30
Insurance	2,866		0.25	2,923		41	0.25
Utilities	211		0.02	215		3	0.02
Cleaning & Maintenance	6,303		0.54	6,429		89	0.55
Repairs	3,709		0.32	3,783		53	0.32
Marketing & Advertising	1,250		0.11	1,275		18	0.11
Payroll	0		0.00	5,800		81	0.50
Misc. Expenses	335		0.03	342		5	0.03
Management Fee	0	0.0%	0.00	4,438	6.0%	62	0.38
Total Expenses	\$16,596		\$1.42	\$28,729		\$399	\$2.46
Expenses as % of EGI	30.0%			38.8%		\$0	
Net Operating Income	\$38,718		\$3.32	\$45,245		\$628	\$3.88

WICKSBURG MINI STORAGE

PRICING DETAIL

SUMMARY		
Price	\$525,000	
Down Payment	\$183,750	35%
Number of Units	73	
Price Per Unit	\$7,192	
Price Per SqFt	\$44.98	
Rentable SqFt	11,671	
Lot Size	1.15 Acres	
Approx. Year Built	2008	

RETURNS	Current	Year 1
CAP Rate	7.37%	8.62%
GRM	7.32	6.59
Cash-on-Cash	5.32%	8.87%
Debt Coverage Ratio	1.34	1.56

Financing	1st Loan
Loan Amount	\$341,250
Loan Type	New
Interest Rate	7.00%
Amortization	25 Years
Year Due	2035

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative for more information.

UNIT TYPE	SQFT/UNIT	CURRENT RENTS	MARKET RENTS	% AVG SF AVG SF	% GPR
Non-Climate Controlled	117	\$64	\$68	6.49% 117	71.97%
Other	1,686	\$600	\$721	93.51% 1,686	22.90%

OPERATING DATA			
INCOME	Current	Year 1	
Gross Scheduled Rent	\$71,687		\$79,641
Less: Vacancy/Deductions (GPI 22.8%)	\$16,373	10.0%	\$7,964
Total Effective Rental Income	\$55,314		\$71,677
Other Income	\$0		\$2,297
Effective Gross Income	\$55,314		\$73,974
Less: Expenses (30.0%)	\$16,596	38.8%	\$28,729
Net Operating Income	\$38,718		\$45,245
Cash Flow	\$38,718		\$45,245
Debt Service	\$28,943		\$28,943
Net Cash Flow After Debt Service (5.32%)	\$9,776	8.87%	\$16,302
Principal Reduction	\$5,220		\$5,598
Total Return	8.16%	11.92%	\$21,900

EXPENSES	Current	Year 1
Real Estate Taxes	\$1,922	\$3,523
Insurance	\$2,866	\$2,923
Utilities	\$211	\$215
Cleaning & Maintenance	\$6,303	\$6,429
Repairs	\$3,709	\$3,783
Marketing & Advertising	\$1,250	\$1,275
Payroll	\$0	\$5,800
Misc. Expenses	\$335	\$342
Management Fee	\$0	\$4,438
Total Expenses	\$16,596	\$28,729
Expenses/Unit	\$227	\$394
Expenses/SF	\$1.42	\$2.46



SECTION 4

04

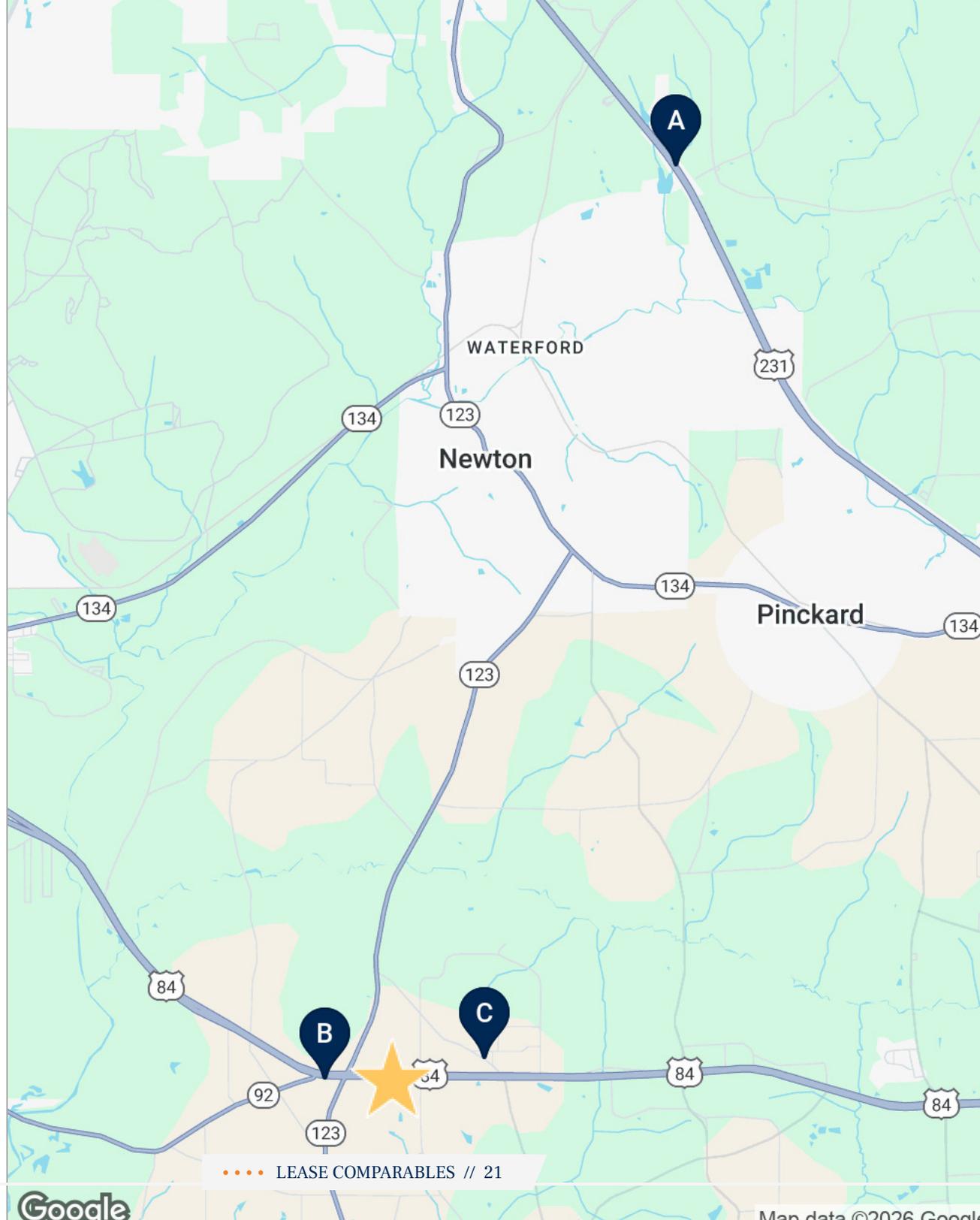
LEASE COMPARABLES

Rent Comps Map
Rent Comps

Marcus & Millichap

RENT COMPS MAP

- ★ Wicksburg Mini Storage
- A Bald Eagle Storage - Newton
- B West End Mini Storage
- C 84 West Storage



WICKSBURG MINI STORAGE

RENT COMPS

★ **Wicksburg Mini Storage**
14110 US-84, Newton, AL 36352



PROPERTY INFORMATION

UNIT TYPE	SF/UNIT	RENT	RENT/SF
10 x 10 NC	100 SF	\$65	\$0.65
10 x 15 NC	150 SF	\$75	\$0.50
10 x 20 NC	200 SF	\$85	\$0.43
5 x 10 NC	50 SF	\$55	\$1.10

A **Bald Eagle Storage - Newton**
8145 US-231, Ozark, AL 36360



PROPERTY INFORMATION

UNIT TYPE	SF/UNIT	RENT	RENT/SF
10 x 15 CC	150 SF	\$99	\$0.66
10 x 15 NC	150 SF	\$89	\$0.59
Surface Parking	100 SF	\$35	\$0.35

WICKSBURG MINI STORAGE

RENT COMPS

B West End Mini Storage
14793 US-84, Newton, AL 36352



PROPERTY INFORMATION

UNIT TYPE	SF/UNIT	RENT	RENT/SF
10 x 20 CC	200 SF	\$175	\$0.88
10 x 20 NC	200 SF	\$130	\$0.65

C 84 West Storage
187 Lee Boy Rd, Newton, AL 36352



PROPERTY INFORMATION

UNIT TYPE	SF/UNIT	RENT	RENT/SF
5 x 15 CC	75 SF	\$150	\$2.00
10 x 15 CC	150 SF	\$150	\$1.00
10 x 15 NC	150 SF	\$100	\$0.67

SECTION 5

05

MARKET OVERVIEW

Demographics

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WICKSBURG MINI STORAGE

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Population	313	2,833	5,369
2024 Estimate			
Total Population	306	2,784	5,300
2020 Census			
Total Population	299	2,735	5,237
2010 Census			
Total Population	251	2,353	4,703
Daytime Population			
2024 Estimate	279	2,068	3,459
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Households	120	1,111	2,102
2024 Estimate			
Total Households	117	1,086	2,062
Average (Mean) Household Size	2.6	2.5	2.5
2020 Census			
Total Households	114	1,053	2,008
2010 Census			
Total Households	98	919	1,810

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2024 Estimate			
\$250,000 or More	1.2%	2.7%	2.4%
\$200,000-\$249,999	0.4%	1.1%	1.1%
\$150,000-\$199,999	6.4%	5.9%	6.9%
\$125,000-\$149,999	16.4%	12.9%	11.9%
\$100,000-\$124,999	7.6%	8.5%	7.9%
\$75,000-\$99,999	16.2%	19.6%	18.3%
\$50,000-\$74,999	30.3%	27.3%	23.4%
\$35,000-\$49,999	6.5%	7.1%	8.1%
\$25,000-\$34,999	3.9%	3.6%	7.5%
\$15,000-\$24,999	2.2%	3.4%	5.3%
Under \$15,000	8.9%	8.0%	7.2%
Average Household Income	\$86,204	\$90,277	\$87,390
Median Household Income	\$73,812	\$75,948	\$72,183
Per Capita Income	\$32,855	\$34,645	\$34,265

WICKSBURG MINI STORAGE

DEMOGRAPHICS

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2024 Estimate	306	2,784	5,300
0 to 4 Years	6.3%	6.1%	5.8%
5 to 14 Years	13.2%	13.3%	12.9%
15 to 17 Years	5.0%	4.8%	4.6%
18 to 19 Years	2.7%	2.7%	2.6%
20 to 24 Years	5.5%	5.3%	5.4%
25 to 29 Years	4.9%	4.8%	5.0%
30 to 34 Years	6.5%	6.3%	6.2%
35 to 39 Years	8.2%	7.9%	7.3%
40 to 49 Years	13.7%	13.4%	13.2%
50 to 59 Years	12.2%	12.8%	13.1%
60 to 64 Years	5.8%	6.3%	6.7%
65 to 69 Years	5.4%	5.6%	5.9%
70 to 74 Years	4.1%	4.5%	4.8%
75 to 79 Years	3.7%	3.4%	3.3%
80 to 84 Years	1.6%	1.8%	1.9%
Age 85+	1.1%	1.1%	1.3%
Median Age	38.0	39.0	40.0

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population 25+ by Education Level			
2024 Estimate Population Age 25+	206	1,888	3,643
Elementary (0-8)	1.1%	1.7%	2.2%
Some High School (9-11)	6.8%	6.0%	6.5%
High School Graduate (12)	30.5%	31.2%	32.8%
Some College (13-15)	27.0%	28.8%	27.7%
Associate Degree Only	20.2%	15.5%	14.8%
Bachelor's Degree Only	10.2%	10.1%	9.6%
Graduate Degree	4.3%	6.8%	6.5%
HOUSING UNITS			
Occupied Units			
2029 Projection	131	1,216	2,327
2024 Estimate	128	1,189	2,285
Owner Occupied	95	865	1,637
Renter Occupied	22	204	437
Vacant	11	103	223
Persons in Units			
2024 Estimate Total Occupied Units	117	1,086	2,062
1 Person Units	23.1%	24.1%	25.3%
2 Person Units	34.2%	35.6%	36.2%
3 Person Units	17.9%	17.0%	16.7%
4 Person Units	12.0%	12.1%	11.7%
5 Person Units	9.4%	8.2%	7.0%
6+ Person Units	2.6%	3.0%	3.1%

WICKSBURG MINI STORAGE

DEMOGRAPHICS



POPULATION

In 2024, the population in your selected geography is 5,300. The population has changed by 12.69 percent since 2010. It is estimated that the population in your area will be 5,369 five years from now, which represents a change of 1.3 percent from the current year. The current population is 49.4 percent male and 50.6 percent female. The median age of the population in your area is 40.0, compared with the U.S. average, which is 39.0. The population density in your area is 68 people per square mile.



HOUSEHOLDS

There are currently 2,062 households in your selected geography. The number of households has changed by 13.92 percent since 2010. It is estimated that the number of households in your area will be 2,102 five years from now, which represents a change of 1.9 percent from the current year. The average household size in your area is 2.5 people.



INCOME

In 2024, the median household income for your selected geography is \$72,183, compared with the U.S. average, which is currently \$76,141. The median household income for your area has changed by 70.84 percent since 2010. It is estimated that the median household income in your area will be \$79,800 five years from now, which represents a change of 10.6 percent from the current year.

The current year per capita income in your area is \$34,265, compared with the U.S. average, which is \$40,471. The current year's average household income in your area is \$87,390, compared with the U.S. average, which is \$101,307.



EMPLOYMENT

In 2024, 2,463 people in your selected area were employed. The 2010 Census revealed that 60.5 percent of employees are in white-collar occupations in this geography, and 28.5 percent are in blue-collar occupations. In 2024, unemployment in this area was 1.0 percent. In 2010, the average time traveled to work was 28.00 minutes.



HOUSING

The median housing value in your area was \$263,421 in 2024, compared with the U.S. median of \$321,016. In 2010, there were 1,399.00 owner-occupied housing units and 411.00 renter-occupied housing units in your area.



EDUCATION

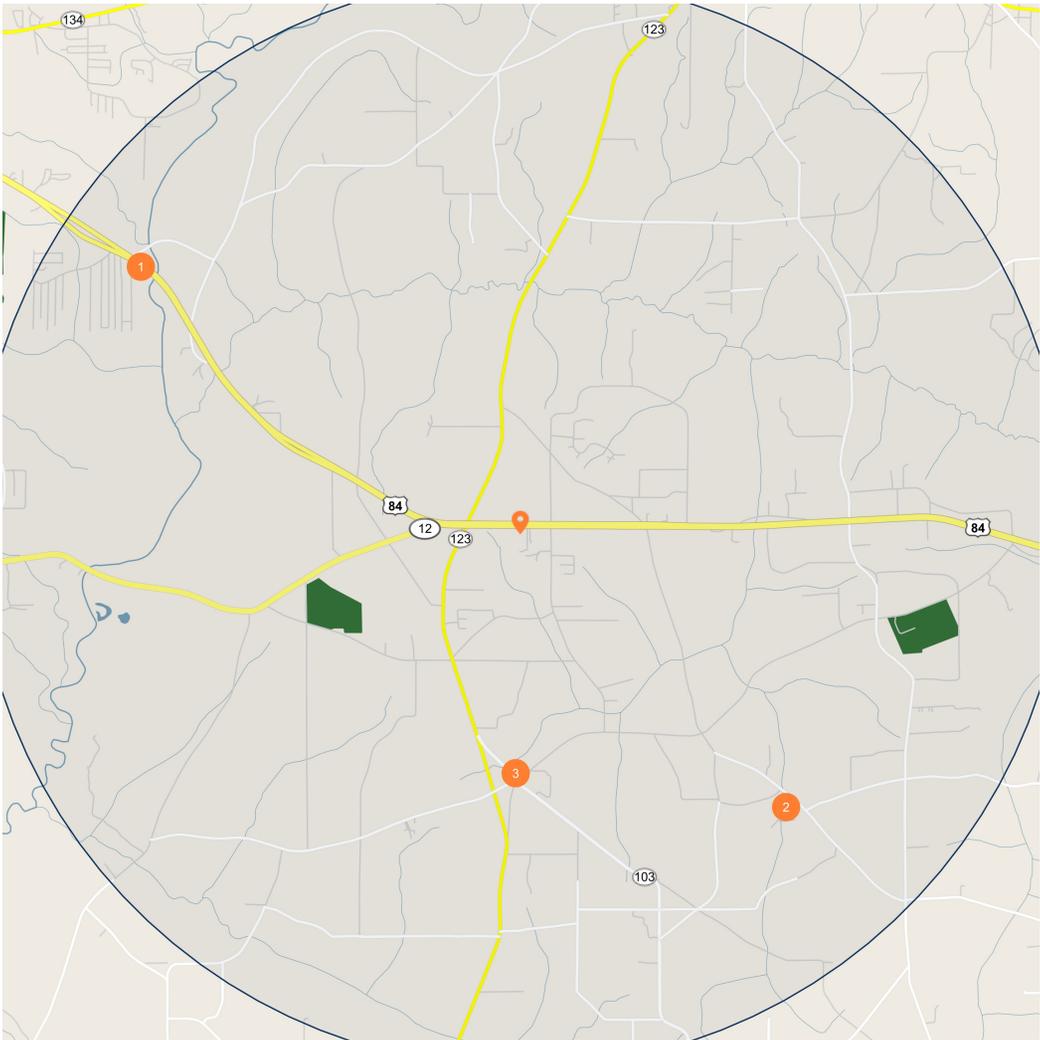
The selected area in 2024 had a lower level of educational attainment when compared with the U.S. averages. 15.8 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.5 percent, and 14.8 percent completed a bachelor's degree, compared with the national average of 21.1 percent.

The number of area residents with an associate degree was higher than the nation's at 19.4 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 0.9 percent vs. 26.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 41.0 percent in the selected area compared with the 19.7 percent in the U.S.

WICKSBURG MINI STORAGE

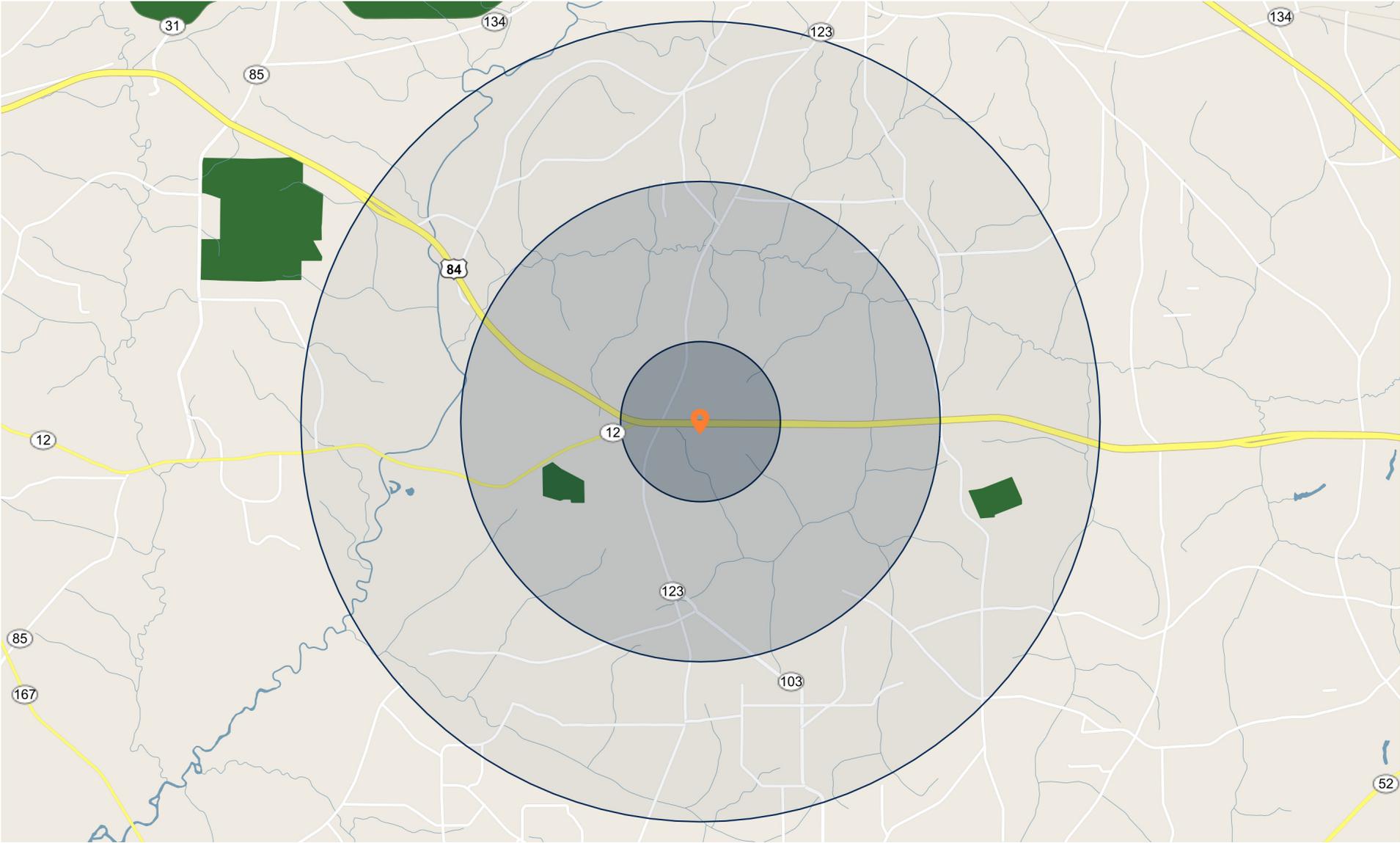
DEMOGRAPHICS



	Major Employers	Employees
1	Bean Bro LLC	73
2	Cooks Saw Manufacturing LLC	58
3	Wicksburg Vlntr Fire Rscue Dep	50

WICKSBURG MINI STORAGE

DEMOGRAPHICS





14110 US-84

EXCLUSIVELY
LISTED BY

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