



LONE STAR STORAGE CENTER KATY

20603 CLAY RD, KATY, TX 77449

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FINANCIAL ANALYSIS

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THE OPPORTUNITY



Lone Star Storage Center – Katy is located in Katy, Texas (Houston MSA). This is a rare opportunity to acquire a class “A”, family-owned and operated facility in an institutional-quality market. The property has never been listed for sale until now.

The property features 364 non-climate and 279 climate-controlled units for a total of 84,375 NRSF. It also includes 6 uncovered parking spaces. The facility has a

physical occupancy of 80% and an economic occupancy of 70%. The average unit size is 131 NRSF.

The facility is well located, with 340,691 people living within 5 miles and an average household income of \$110,086. NRSF per capita within 3 miles is 7.13 NRSF. It is 1.6 miles from Grand Parkway Toll Road and only 2.2 miles from major retailers, including Walmart, Kroger, and Aldi. Access to I-10 is 3.1 miles away.

Construction highlights include concrete drives, metal and steel construction, gated keypad access, exterior lighting, perimeter fencing, security cameras, and an on-site office.

Contact Versal for pricing guidance.



THE PROPERTY



HIGHLIGHTS

- Katy, TX
- 340,691 Population Within 5 Miles
- \$110,086 Average Household Income Within 5 Miles
- 1.6 Miles from Grand Pkwy Toll Road
- 2.2 Miles from Major Retail (Walmart, Kroger, Aldi)
- 3.1 Miles from I-10

FEATURES

- Contact Versal for Pricing
- 279 CC, 364 NC Units
- 84,375 NRSF
- Family Owned & Managed
- Concrete Drives
- On-site Office and Residence



EXECUTIVE SUMMARY



PROPERTY NAME

LONE STAR STORAGE CENTER - KATY

OFFERING PRICE:

CONTACT VERSAL FOR PRICING

ADDRESS:

20603 CLAY RD

CITY / STATE / ZIP:

KATY, TX 77449

COUNTY:

HARRIS

PARCEL:

460870000063

YEAR BUILT:

2004, 2008

NRSF:

84,375

TOTAL UNITS:

643

PARKING:

6 SPOTS

BUILDINGS:

11

ELEVATORS:

NONE

AVG. UNIT SIZE NC:

146 SF

AVG. UNIT SIZE CC:

113 SF

ECONOMIC OCCUPANCY:

70%

PHYSICAL OCCUPANCY (SQ. FT.):

80%

PHYSICAL OCCUPANCY (UNITS):

74%

ACRES:

5.97

CONSTRUCTION MATERIALS:

METAL, STEEL, CONCRETE

TRAFFIC COUNT (CLAY RD):

29,492 VPD

EXPANSION ROOM:

NONE

OFFICE:

YES

APARTMENT:

YES

PERSONNEL:

1 FT, 1 PT

SPAREFOOT:

NONE

1 MILE POPULATION:

17,760

1 MILE MEDIAN HHI:

\$90,209

1 MILE AVERAGE HHI:

\$108,513

3 MILE POPULATION:

150,851

3 MILE MEDIAN HHI:

\$86,375

3 MILE AVERAGE HHI:

\$101,358

5 MILE POPULATION:

340,691

5 MILE MEDIAN HHI:

\$90,410

5 MILE AVERAGE HHI:

\$110,086



AREA MAP



RETAILER MAP



PHOTOS



PHOTOS



AERIAL PHOTO



AERIAL PHOTO



UNIT MIX

SIZE	TYPE	STREET RATE	SQ. FT./ UNIT	PRICE/ SQ. FT.	TOTAL UNITS	TOTAL SQ. FT.	OCCUPIED	VACANT	UNIT OCCUPANCY	OCCUPIED SQ. FT.	SQ. FT. OCCUPANCY	GPR / MONTH	GPR / YEAR
5 X 5	NC	\$65	25	\$2.60	16	400	4	12	25%	100	25%	\$1,040	\$12,480
5 X 10	NC	\$85	50	\$1.70	33	1,650	17	16	52%	850	52%	\$2,805	\$33,660
10 X 5	NC	\$75	50	\$1.50	16	800	9	7	56%	450	56%	\$1,200	\$14,400
5 X 15	NC	\$125	75	\$1.67	16	1,200	6	10	38%	450	38%	\$2,000	\$24,000
7.5 X 10	NC	\$115	75	\$1.53	8	600	6	2	75%	450	75%	\$920	\$11,040
10 X 10	NC	\$135	100	\$1.35	104	10,400	84	20	81%	8,400	81%	\$14,040	\$168,480
10 X 15	NC	\$185	150	\$1.23	48	7,200	43	5	90%	6,450	90%	\$8,880	\$106,560
10 X 20	NC	\$225	200	\$1.13	88	17,600	75	13	85%	15,000	85%	\$19,800	\$237,600
12.5 X 30	NC	\$365	375	\$0.97	35	13,125	31	4	89%	11,625	89%	\$12,775	\$153,300
5 X 5	CC	\$75	25	\$3.00	17	425	6	11	35%	150	35%	\$1,275	\$15,300
5 X 10	CC	\$105	50	\$2.10	28	1,400	18	10	64%	900	64%	\$2,940	\$35,280
10 X 5	CC	\$115	50	\$2.30	13	650	9	4	69%	450	69%	\$1,495	\$17,940
5 X 15	CC	\$140	75	\$1.87	7	525	6	1	86%	450	86%	\$980	\$11,760
7.5 X 10	CC	\$165	75	\$2.20	16	1,200	10	6	63%	750	63%	\$2,640	\$31,680
10 X 10	CC	\$175	100	\$1.75	103	10,300	65	38	63%	6,500	63%	\$18,025	\$216,300
10 X 15	CC	\$195	150	\$1.30	49	7,350	44	5	90%	6,600	90%	\$9,555	\$114,660
10 X 20	CC	\$275	200	\$1.38	39	7,800	34	5	87%	6,800	87%	\$10,725	\$128,700
10 X 25	CC	\$325	250	\$1.30	7	1,750	6	1	86%	1,500	86%	\$2,275	\$27,300
12 X 35	PARKING	\$145	N/A	N/A	1	N/A	1	0	100%	N/A	N/A	\$145	\$1,740
12 X 35	PARKING	\$150	N/A	N/A	5	N/A	5	0	100%	N/A	N/A	\$750	\$9,000



UNIT MIX SUMMARY

TYPE	TOTAL UNITS	TOTAL SQ. FT.	OCCUPIED	VACANT	UNIT OCCUPANCY	TOTAL SQ. FT. OCCUPIED	SQ. FT. OCCUPANCY	GPR / MONTH	GPR / YEAR	\$ / NRSF	AVG. UNIT SIZE (SQ. FT.)
NC	364	52,975	275	89	76%	43,775	83%	\$63,460	\$761,520	\$14.38	146
CC	279	31,400	198	81	71%	24,100	77%	\$49,910	\$598,920	\$19.07	113
PARKING	6	N/A	6	0	100%	N/A	N/A	\$895	\$10,740	N/A	N/A
TOTAL	649	84,375	479	170	74%	67,875	80%	\$114,265	\$1,371,180	\$16.25	131



INCOME & EXPENSES

LONE STAR STORAGE CENTER - KATY		T3 (JAN - MAR 2026)	MARKET ADJUSTED	PRO FORMA
GPR/NRSF		\$16.25	\$16.25	\$16.25
RENTAL INCOME/NRSF		\$11.30	\$11.30	\$13.81
EGI/NRSF		\$11.30	\$11.30	\$14.59
ACHIEVED RENT / NRSF		\$0.94	\$0.94	\$1.15
REVENUE				
GROSS POTENTIAL RENT		\$1,371,180	\$1,371,180	\$1,371,180
GPR %		0%	0%	0%
ECONOMIC VACANCY %		30%	30%	15%
ECONOMIC VACANCY		(\$417,526)	(\$417,526)	(\$205,677)
TOTAL RENTAL INCOME		\$953,654	\$953,654	\$1,165,503
INSURANCE COMMISSION (NET)		\$12.00	\$0	\$36,144
LATE FEES		2.0%	\$0	\$23,310
ADMIN FEES		0.5%	\$0	\$5,828
OTHER INCOME		\$0	\$0	\$65,282
EFFECTIVE GROSS INCOME		\$953,654	\$953,654	\$1,230,785
MONTHLY AVERAGE EGI		\$79,471	\$79,471	\$102,565
EGI GROWTH				29%
EXPENSES				
PROPERTY TAXES (% CHANGE)		10.0%	\$0	\$140,613
PAYROLL			\$67,195	\$50,000
MANAGEMENT FEE (% OF EGI)		5.0%	\$0	\$47,683
INSURANCE (\$ / NRSF)		\$0.50	\$13,357	\$42,188
CREDIT CARD FEES (% OF EGI)		2.3%	\$19,504	\$21,934
UTILITIES			\$17,590	\$17,590
ADVERTISING			\$17,976	\$15,000
REPAIRS & MAINTENANCE (\$ / NRSF)		\$0.15	\$24,632	\$12,656
COMPUTER HARDWARE & SOFTWARE			\$0	\$3,360
TELEPHONE & INTERNET			\$3,507	\$2,400
PEST CONTROL			\$0	\$1,000
LANDSCAPING			\$600	\$600
TRASH			\$0	\$500
PROFESSIONAL FEES			\$0	\$500
OFFICE SUPPLIES			\$4,443	\$200
POSTAGE & DELIVERY			\$318	\$200
DUES & SUBSCRIPTIONS			\$0	\$200
TOTAL EXPENSES		\$169,121	\$356,624	\$376,854
NOI		\$784,533	\$597,031	\$853,930



7 YEAR ANALYSIS

LONE STAR STORAGE CENTER - KATY	MARKET	ADJUSTMENTS	YEAR 1 PROJECTED	YEAR 2 PROJECTED	YEAR 3 PROJECTED	YEAR 4 PROJECTED	YEAR 5 PROJECTED	YEAR 6 PROJECTED	YEAR 7 PROJECTED
GPR/NRSF		\$16.25	\$16.74	\$17.24	\$17.76	\$18.29	\$18.84	\$19.40	\$19.99
RENTAL INCOME/NRSF		\$11.30	\$13.06	\$14.14	\$15.09	\$15.55	\$16.01	\$16.49	\$16.99
EGI/NRSF		\$11.30	\$13.78	\$14.90	\$15.90	\$16.36	\$16.84	\$17.33	\$17.84
YOY GPR GROWTH		3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
REVENUE									
GROSS POTENTIAL RENT		\$1,371,180	\$1,412,315	\$1,454,685	\$1,498,325	\$1,543,275	\$1,589,573	\$1,637,261	\$1,686,378
ECONOMIC VACANCY		(\$417,526)	(\$310,709)	(\$261,843)	(\$224,749)	(\$231,491)	(\$238,436)	(\$245,589)	(\$252,957)
TOTAL RENTAL INCOME		\$953,654	\$1,101,606	\$1,192,842	\$1,273,577	\$1,311,784	\$1,351,137	\$1,391,672	\$1,433,422
INSURANCE COMMISSION (NET)	\$12.00	\$0	\$33,168	\$34,868	\$36,144	\$36,144	\$36,144	\$36,144	\$36,144
LATE FEES	2.0%	\$0	\$22,032	\$23,857	\$25,472	\$26,236	\$27,023	\$27,833	\$28,668
ADMIN FEES	0.5%	\$0	\$5,508	\$5,964	\$6,368	\$6,559	\$6,756	\$6,958	\$7,167
OTHER INCOME		\$0	\$60,708	\$64,689	\$67,984	\$68,939	\$69,923	\$70,936	\$71,980
EFFECTIVE GROSS INCOME		\$953,654	\$1,162,314	\$1,257,531	\$1,341,560	\$1,380,723	\$1,421,060	\$1,462,607	\$1,505,401
MONTHLY AVERAGE EGI		\$79,471	\$96,859	\$104,794	\$111,797	\$115,060	\$118,422	\$121,884	\$125,450
EXPENSES									
	3%	← INFLATION FACTOR							
PROPERTY TAXES (% CHANGE)	10.0%	\$140,613	\$144,831	\$149,176	\$153,652	\$158,261	\$163,009	\$167,899	\$172,936
PAYROLL		\$50,000	\$51,500	\$53,045	\$54,636	\$56,275	\$57,964	\$59,703	\$61,494
MANAGEMENT FEE (% OF EGI)	5.0%	\$47,683	\$58,116	\$62,877	\$67,078	\$69,036	\$71,053	\$73,130	\$75,270
INSURANCE (\$ / NRSF)	\$0.50	\$42,188	\$43,453	\$44,757	\$46,099	\$47,482	\$48,907	\$50,374	\$51,885
UTILITIES		\$17,590	\$18,118	\$18,662	\$19,221	\$19,798	\$20,392	\$21,004	\$21,634
CREDIT CARD FEES (% OF EGI)	2.3%	\$21,934	\$26,733	\$28,923	\$30,856	\$31,757	\$32,684	\$33,640	\$34,624
ADVERTISING		\$15,000	\$15,450	\$15,914	\$16,391	\$16,883	\$17,389	\$17,911	\$18,448
REPAIRS & MAINTENANCE (\$ / NRSF)	\$0.15	\$12,656	\$13,036	\$13,427	\$13,830	\$14,245	\$14,672	\$15,112	\$15,566
COMPUTER HARDWARE & SOFTWARE		\$3,360	\$3,461	\$3,565	\$3,672	\$3,782	\$3,895	\$4,012	\$4,132
LANDSCAPING		\$600	\$618	\$637	\$656	\$675	\$696	\$716	\$738
TELEPHONE & INTERNET		\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866	\$2,952
PEST CONTROL		\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230
TRASH		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
PROFESSIONAL FEES		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
OFFICE SUPPLIES		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
POSTAGE & DELIVERY		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
DUES & SUBSCRIPTIONS		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
TOTAL EXPENSES		\$356,624	\$380,466	\$396,285	\$411,554	\$423,822	\$436,457	\$449,472	\$462,877
NOI		\$597,031	\$781,848	\$861,246	\$930,006	\$956,901	\$984,603	\$1,013,136	\$1,042,525



COMPETITIVE SET ANALYSIS

PROPERTY #	PROPERTY NAME	ADDRESS	ESTIMATED RENTABLE SQ. FT.	DISTANCE (MILES)	1 MILE SUPPLY	3 MILE SUPPLY	5 MILE SUPPLY
1	LONE STAR STORAGE CENTER - KATY	20603 CLAY RD	83,725	0.0 MILES	83,725	83,725	83,725
2	EXTRA SPACE STORAGE	3433 FRY ROAD	98,011	1.0 MILES	98,011	98,011	98,011
3	AMERICAS BEST STORAGE	20220 MORTON ROAD	138,757	1.1 MILES		138,757	138,757
4	PUBLIC STORAGE	21831 CLAY ROAD	108,552	1.5 MILES		108,552	108,552
5	ISTORAGE	5425 NORTH FRY ROAD	74,636	1.5 MILES		74,636	74,636
6	MORNINGSTAR STORAGE	3506 GREENHOUSE ROAD	64,552	2.0 MILES		64,552	64,552
7	STORAGE SAUMS ROAD	19936 SAUMS ROAD	74,282	2.1 MILES		74,282	74,282
8	PRIVATE MINI STORAGE	18602 CLAY ROAD	48,966	2.7 MILES		48,966	48,966
9	PUBLIC STORAGE	23155 MORTON RANCH ROAD	120,789	2.8 MILES		120,789	120,789
10	BEST STORAGE CENTER	1810 FRY ROAD	63,400	2.8 MILES		63,400	63,400
11	HOUSTON MINI STORAGE	20150 PARK ROW DRIVE	42,674	2.8 MILES		42,674	42,674
12	ISTORAGE	23014 FRANZ ROAD	68,783	2.9 MILES		68,783	68,783
13	EXTRA SPACE STORAGE	19743 PARK ROW DRIVE	88,760	3.0 MILES		88,760	88,760
14	CUBESMART SELF STORAGE	18860 WEST LITTLE YORK	43,246	3.2 MILES			43,246
15	U - HAUL MOVING & STORAGE	20435 KATY FWY	62,190	3.2 MILES			62,190
16	PUBLIC STORAGE	150 DOMINION DRIVE	181,871	3.3 MILES			181,871
17	LONESTAR STORAGE CENTER	21145 FM 529	95,779	3.3 MILES			95,779
18	U - HAUL MOVING & STORAGE	21346 FM 529	79,125	3.4 MILES			79,125
19	PUBLIC STORAGE	5825 BARKER CYPRESS	79,705	3.5 MILES			79,705
20	U - HAUL MOVING & STORAGE	1633 WEST GRAND PKWY NORTH	69,142	3.5 MILES			69,142
21	EXTRA SPACE STORAGE	1555 WEST GRAND PKWY NORTH	88,782	3.6 MILES			88,782
22	MINI U STORAGE	18875 KATY FWY	74,380	3.8 MILES			74,380
23	KINGSLAND BOULEVARD SELF STORAGE	20333 KINGSLAND BLVD	70,841	3.9 MILES			70,841
24	AFFORDABLE STORAGE	24222 KATEX DRIVE	39,567	4.0 MILES			39,567
25	FRY ROAD SELF STORAGE	926 SOUTH FRY ROAD	73,031	4.1 MILES			73,031
26	LANGHAM CREEK MINI STORAGE	18619 FM 529 ROAD	67,245	4.1 MILES			67,245
27	BEAR CREEK MINI STORAGE	17730 KIETH HARROW BLVD	45,785	4.1 MILES			45,785
28	CUBESMART SELF STORAGE	17635 WEST LITTLE YORK ROAD	59,251	4.1 MILES			59,251
29	AFFORDABLE STORAGE	23806 COLONIAL PKWY	147,417	4.1 MILES			147,417
30	ISTORAGE	22223 KINGSLAND BLVD	32,010	4.2 MILES			32,010
31	ISTORAGE	24620 FRANZ ROAD	56,425	4.3 MILES			56,425
32	PUBLIC STORAGE	17114 CLAY ROAD	65,715	4.5 MILES			65,715
33	PUBLIC STORAGE	1001 SOUTH MASON ROAD	66,185	4.5 MILES			66,185
34	PUBLIC STORAGE	1130 SOUTH MASON ROAD	61,683	4.8 MILES			61,683
35	DEVON SELF STORAGE	5110 FRANZ ROAD	64,653	4.8 MILES			64,653
36	EXTRA SPACE STORAGE	25401 STOCKDICK SCHOOL ROAD	49,176	4.9 MILES			49,176
37	EXTRA SPACE STORAGE	7400 BARKER CYPRESS ROAD	117,980	4.9 MILES			117,980
38	PUBLIC STORAGE	8300 FRY ROAD	114,484	5.0 MILES			114,484
TOTAL					181,736	1,075,887	2,981,555
					1 MILE SUPPLY	3 MILE SUPPLY	5 MILE SUPPLY
TOTAL SUPPLY					181,736	1,075,887	2,981,555
POPULATION					17,760	150,851	340,691
NRSF/CAPITA					10.23	7.13	8.75



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This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), 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 financials projections and information are provided for general reference purposes only and are based on assumptions relation to the general economy, market conditions, competition and other factors beyond the control of the Owner and Versal. 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 an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In the 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 expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of the Memorandum.

Neither the Owner or Versal nor any of their respective directors, officers, affiliates, representatives or employees make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this

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The owner expressly reserved the right, at its sole discretion, to reject any or all expression of interest or offers to purchase the Property, an/or to terminate discussion with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing the 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 conditions to the Owner's obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this 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 Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or Versal. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or Versal.



