



A-Prime **SELF**  
**STORAGE**  
979-968-5366 

**CLIMATE  
CONTROL**

1618

VERSAL

# A-PRIME SELF STORAGE

1618 STATE HWY 71, LA GRANGE, TX 78945

|                          |    |
|--------------------------|----|
| THE OPPORTUNITY          | 3  |
| THE PROPERTY             | 4  |
| EXECUTIVE SUMMARY        | 5  |
| MAPS                     | 6  |
| PHOTOS                   | 8  |
| FINANCIAL ANALYSIS       | 13 |
| COMPETITIVE SET ANALYSIS | 17 |

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## FINANCIAL ANALYSIS

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# THE OPPORTUNITY



A-Prime Self Storage is a high-quality, market-leading facility located in La Grange, Texas. La Grange is roughly halfway between Austin and Houston along Highway 71. The facility was developed by the current owners and does not allow online reservations or payment via credit card.

The property features 182 non-climate units, 154 climate-controlled units, and 1 office space for a total of 48,346 NRSF. It also includes 5 uncovered parking spaces. The average unit size is 148 for non-climate and

138 for climate. The facility is currently 82% occupied. The area currently being used for parking could be utilized as expansion room.

The facility is well located and has excellent frontage and visibility along Highway 71. It is also only 1.3 miles from H-E-B and 3.2 Miles from Walmart. Austin and Houston are both roughly 1 hour away. A 5-mile radius around the property includes a population of 8,270 with an average household income of \$95,701.

Construction highlights include metal and steel construction, concrete drives, an on-site leasing office with additional room for an office tenant, gated keypad access, perimeter fencing, exterior lighting, and ample security features. The facility has little to no deferred maintenance, a testament to the seller's pride of ownership.

A-Prime Self Storage is listed for sale at \$6,900,000.



# THE PROPERTY



## HIGHLIGHTS

- La Grange, TX
- 8,270 Population Within 5 Miles
- \$95,701 Average Household Income Within 5 Miles
- Highway 71 Frontage
- 1.3 Miles from H-E-B, 3.2 Miles from Walmart
- +/- 1 Hour from Austin & Houston

## FEATURES

- \$6,900,000
- 182 NC, 154 CC
- 48,346 NRSF
- 82% Occupied
- On-Site Office, Concrete Drives
- No Credit Card Payments or Online Reservations



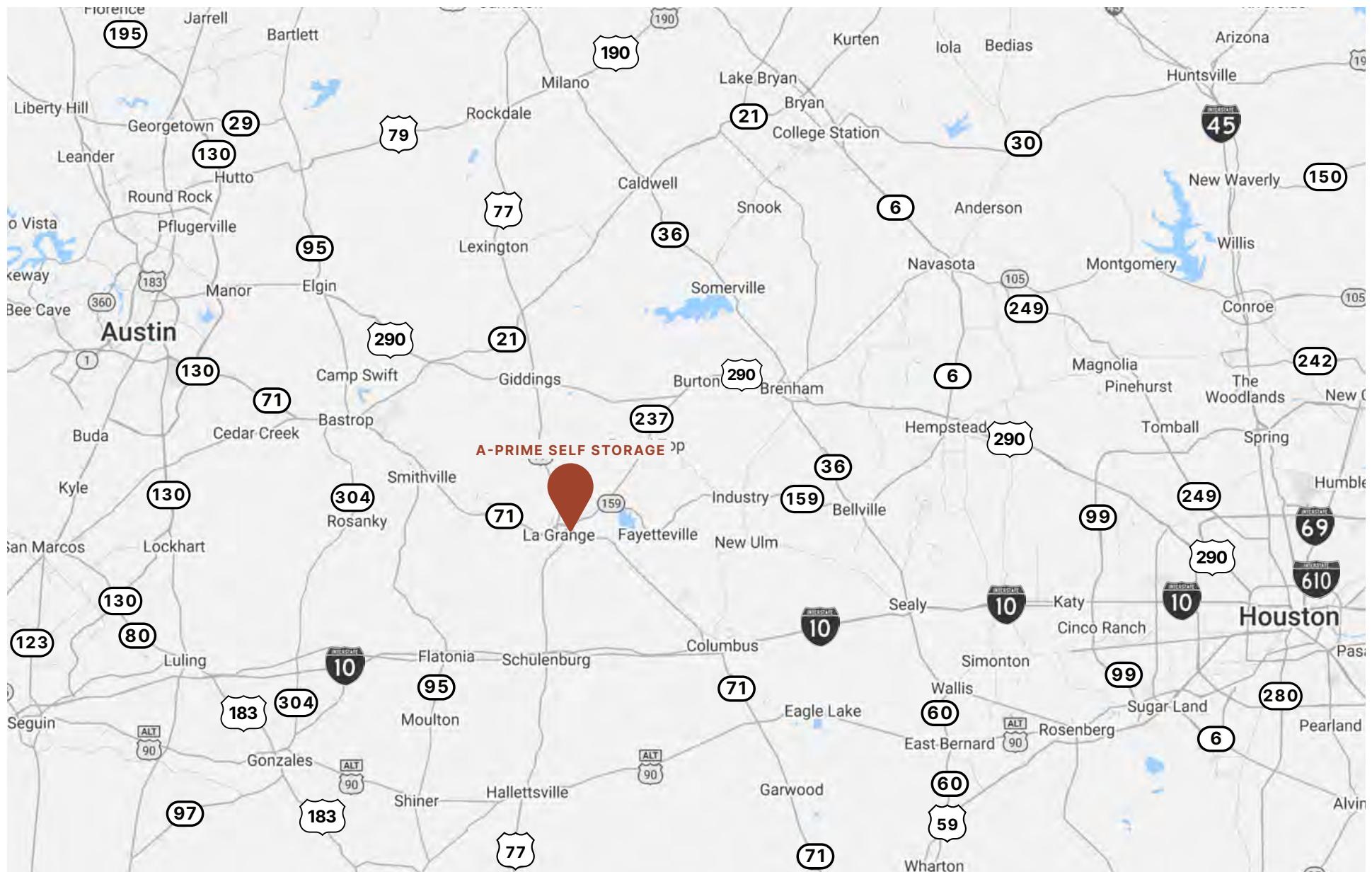
# EXECUTIVE SUMMARY



| PROPERTY NAME                 | A-PRIME SELF STORAGE   |
|-------------------------------|------------------------|
| OFFERING PRICE:               | \$6,900,000            |
| ADDRESS:                      | 1618 STATE HWY 71      |
| CITY / STATE / ZIP:           | LA GRANGE, TX 78945    |
| COUNTY:                       | FAYETTE                |
| PARCEL:                       | 33007 & 52644          |
| YEAR BUILT:                   | 1990'S, 2000'S, 2020   |
| NRSF:                         | 48,346                 |
| TOTAL UNITS:                  | 337                    |
| PARKING:                      | 5 SPOTS                |
| BUILDINGS:                    | 17                     |
| ELEVATORS:                    | NONE                   |
| AVG. UNIT SIZE NC:            | 148 SF                 |
| AVG. UNIT SIZE CC:            | 138 SF                 |
| ECONOMIC OCCUPANCY:           | 89%                    |
| PHYSICAL OCCUPANCY (SQ. FT.): | 82%                    |
| PHYSICAL OCCUPANCY (UNITS):   | 79%                    |
| ACRES:                        | 3.03                   |
| CONSTRUCTION MATERIALS:       | METAL, STEEL, CONCRETE |
| TRAFFIC COUNT (SH-71):        | 19,036 VPD             |
| EXPANSION ROOM:               | YES                    |
| OFFICE:                       | YES                    |
| APARTMENT:                    | NONE                   |
| PERSONNEL:                    | 1 FT                   |
| SPAREFOOT:                    | NONE                   |
| 1 MILE POPULATION:            | 135                    |
| 1 MILE MEDIAN HHI:            | \$97,986               |
| 1 MILE AVERAGE HHI:           | \$108,470              |
| 3 MILE POPULATION:            | 5,677                  |
| 3 MILE MEDIAN HHI:            | \$73,661               |
| 3 MILE AVERAGE HHI:           | \$90,310               |
| 5 MILE POPULATION:            | 8,270                  |
| 5 MILE MEDIAN HHI:            | \$79,124               |
| 5 MILE AVERAGE HHI:           | \$95,701               |



# AREA MAP



# RETAILER MAP



# PHOTOS



# PHOTOS



# PHOTOS



# PHOTOS



# 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 10  | NC                | \$65        | 50           | \$1.30        | 16          | 800           | 9        | 7      | 56%            | 450              | 56%               | \$1,040     | \$12,480   |
| 10 X 5  | NC                | \$65        | 50           | \$1.30        | 11          | 550           | 9        | 2      | 82%            | 450              | 82%               | \$715       | \$8,580    |
| 10 X 10 | NC                | \$99        | 100          | \$0.99        | 43          | 4,300         | 34       | 9      | 79%            | 3,400            | 79%               | \$4,257     | \$51,084   |
| 10 X 15 | NC                | \$118       | 150          | \$0.79        | 56          | 8,400         | 39       | 17     | 70%            | 5,850            | 70%               | \$6,608     | \$79,296   |
| 10 X 20 | NC                | \$151       | 200          | \$0.76        | 35          | 7,000         | 23       | 12     | 66%            | 4,600            | 66%               | \$5,285     | \$63,420   |
| 10 X 20 | NC                | \$171       | 200          | \$0.86        | 1           | 200           | 0        | 1      | 0%             | 0                | 0%                | \$171       | \$2,052    |
| 10 X 25 | NC                | \$189       | 250          | \$0.76        | 8           | 2,000         | 8        | 0      | 100%           | 2,000            | 100%              | \$1,512     | \$18,144   |
| 10 X 30 | NC                | \$220       | 300          | \$0.73        | 10          | 3,000         | 10       | 0      | 100%           | 3,000            | 100%              | \$2,200     | \$26,400   |
| 10 X 30 | NC                | \$239       | 300          | \$0.80        | 2           | 600           | 2        | 0      | 100%           | 600              | 100%              | \$478       | \$5,736    |
| 5 X 2   | CC                | \$36        | 10           | \$3.60        | 2           | 20            | 0        | 2      | 0%             | 0                | 0%                | \$72        | \$864      |
| 5 X 5   | CC                | \$67        | 25           | \$2.68        | 5           | 125           | 5        | 0      | 100%           | 125              | 100%              | \$335       | \$4,020    |
| 7 X 4   | CC                | \$74        | 28           | \$2.64        | 2           | 56            | 2        | 0      | 100%           | 56               | 100%              | \$148       | \$1,776    |
| 5 X 10  | CC                | \$102       | 50           | \$2.04        | 18          | 900           | 15       | 3      | 83%            | 750              | 83%               | \$1,836     | \$22,032   |
| 10 X 5  | CC                | \$102       | 50           | \$2.04        | 4           | 200           | 3        | 1      | 75%            | 150              | 75%               | \$408       | \$4,896    |
| 5 X 13  | CC                | \$127       | 65           | \$1.95        | 1           | 65            | 0        | 1      | 0%             | 0                | 0%                | \$127       | \$1,524    |
| 10 X 10 | CC                | \$153       | 100          | \$1.53        | 38          | 3,800         | 35       | 3      | 92%            | 3,500            | 92%               | \$5,814     | \$69,768   |
| 10 X 13 | CC                | \$198       | 130          | \$1.52        | 4           | 520           | 4        | 0      | 100%           | 520              | 100%              | \$792       | \$9,504    |
| 10 X 15 | CC                | \$223       | 150          | \$1.49        | 38          | 5,700         | 35       | 3      | 92%            | 5,250            | 92%               | \$8,474     | \$101,688  |
| 10 X 20 | CC                | \$288       | 200          | \$1.44        | 25          | 5,000         | 23       | 2      | 92%            | 4,600            | 92%               | \$7,200     | \$86,400   |
| 10 X 25 | CC                | \$327       | 250          | \$1.31        | 10          | 2,500         | 8        | 2      | 80%            | 2,000            | 80%               | \$3,270     | \$39,240   |
| 10 X 30 | CC                | \$422       | 300          | \$1.41        | 4           | 1,200         | 3        | 1      | 75%            | 900              | 75%               | \$1,688     | \$20,256   |
| 18 X 20 | CC                | \$474       | 360          | \$1.32        | 1           | 360           | 1        | 0      | 100%           | 360              | 100%              | \$474       | \$5,688    |
| 18 X 25 | CC                | \$554       | 450          | \$1.23        | 1           | 450           | 1        | 0      | 100%           | 450              | 100%              | \$554       | \$6,648    |
| 20 X 15 | CC                | \$422       | 300          | \$1.41        | 1           | 300           | 1        | 0      | 100%           | 300              | 100%              | \$422       | \$5,064    |
| 20 X 15 | OFFICE            | \$492       | 300          | \$1.64        | 1           | 300           | 1        | 0      | 100%           | 300              | 100%              | \$492       | \$5,904    |
| 0 X 0   | UNCOVERED PARKING | \$73        | N/A          | N/A           | 5           | N/A           | 0        | 5      | 0%             | N/A              | N/A               | \$364       | \$4,369    |



# 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                | 182         | 26,850        | 134        | 48        | 74%            | 20,350                 | 76%               | \$22,266        | \$267,192        | \$9.95         | 148                      |
| CC                | 154         | 21,196        | 136        | 18        | 88%            | 18,961                 | 89%               | \$31,614        | \$379,368        | \$17.90        | 138                      |
| OFFICE            | 1           | 300           | 1          | 0         | 100%           | 300                    | 100%              | \$492           | \$5,904          | \$19.68        | 300                      |
| UNCOVERED PARKING | 5           | N/A           | 0          | 5         | 0%             | N/A                    | N/A               | \$364           | \$4,369          | N/A            | N/A                      |
| <b>TOTAL</b>      | <b>342</b>  | <b>48,346</b> | <b>271</b> | <b>71</b> | <b>79%</b>     | <b>39,611</b>          | <b>82%</b>        | <b>\$54,736</b> | <b>\$656,833</b> | <b>\$13.59</b> | <b>143</b>               |



# INCOME & EXPENSES

| A-PRIME SELF STORAGE                | 2025             | MARKET ADJUSTED  | PRO FORMA        |
|-------------------------------------|------------------|------------------|------------------|
| GPR/NRSF                            | \$13.59          | \$13.59          | \$15.62          |
| RENTAL INCOME/NRSF                  | \$11.79          | \$11.79          | \$13.28          |
| EGI/NRSF                            | \$12.11          | \$12.11          | \$14.01          |
| ACHIEVED RENT / NRSF                | \$0.98           | \$0.98           | \$1.11           |
| <b>REVENUE</b>                      |                  |                  |                  |
| GROSS POTENTIAL RENT                | <b>\$656,833</b> | <b>\$656,833</b> | <b>\$755,358</b> |
| GPR %                               | 0%               | 0%               | 15%              |
| ECONOMIC VACANCY %                  | 13%              | 13%              | 15%              |
| ECONOMIC VACANCY                    | (\$86,887)       | (\$86,887)       | (\$113,304)      |
| <b>TOTAL RENTAL INCOME</b>          | <b>\$569,946</b> | <b>\$569,946</b> | <b>\$642,054</b> |
| LATE FEES                           | 2.0%             | \$10,975         | \$10,975         |
| ADMIN FEES                          |                  | \$3,817          | \$3,817          |
| OTHER                               | 0.5%             | \$820            | \$820            |
| INSURANCE COMMISSION (NET)          | \$12.00          | \$0              | \$0              |
| <b>OTHER INCOME</b>                 |                  | <b>\$15,612</b>  | <b>\$15,612</b>  |
| <b>EFFECTIVE GROSS INCOME</b>       |                  | <b>\$585,558</b> | <b>\$677,152</b> |
| MONTHLY AVERAGE EGI                 |                  | \$48,796         | \$48,796         |
| EGI GROWTH                          |                  |                  | 16%              |
| ANNUALIZING FACTOR                  | 2.00             |                  |                  |
| <b>EXPENSES</b>                     |                  |                  |                  |
| PROPERTY TAXES (% CHANGE FROM 2025) | 50.0%            | \$0              | \$40,130         |
| PAYROLL                             |                  | \$67,079         | \$38,000         |
| MANAGEMENT FEE (% OF EGI)           | 5.0%             | \$18,200         | \$29,278         |
| INSURANCE (\$ / NRSF)               | \$0.55           | \$0              | \$26,590         |
| CREDIT CARD FEES (% OF EGI)         | 2.3%             | \$0              | \$13,468         |
| UTILITIES                           |                  | \$11,167         | \$11,167         |
| REPAIRS & MAINTENANCE (\$ / NRSF)   | \$0.15           | \$16,521         | \$7,252          |
| ADVERTISING                         |                  | \$3,210          | \$6,000          |
| TELEPHONE & INTERNET                |                  | \$4,119          | \$4,119          |
| COMPUTER HARDWARE & SOFTWARE        |                  | \$0              | \$3,360          |
| LANDSCAPING                         |                  | \$5,550          | \$2,000          |
| PEST CONTROL                        |                  | \$1,726          | \$2,000          |
| TRASH                               |                  | \$5,838          | \$2,000          |
| PROFESSIONAL FEES                   |                  | \$10,850         | \$500            |
| OFFICE SUPPLIES                     |                  | \$6,505          | \$500            |
| POSTAGE & DELIVERY                  |                  | \$1,976          | \$200            |
| DUES & SUBSCRIPTIONS                |                  | \$520            | \$200            |
| CONTRACT LABOR                      |                  | \$2,656          | \$0              |
| OTHER                               |                  | \$4,391          | \$0              |
| <b>TOTAL EXPENSES</b>               | <b>\$160,308</b> | <b>\$186,764</b> | <b>\$193,450</b> |
| <b>NOI</b>                          | <b>\$425,250</b> | <b>\$398,794</b> | <b>\$483,702</b> |



# 7 YEAR ANALYSIS

| A-PRIME SELF STORAGE                | 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                            | \$13.59            | \$14.94            | \$15.69          | \$16.48          | \$16.97          | \$17.48          | \$18.00          | \$18.54          |
| RENTAL INCOME/NRSF                  | \$11.79            | \$12.70            | \$13.34          | \$14.01          | \$14.43          | \$14.86          | \$15.30          | \$15.76          |
| EGI/NRSF                            | \$12.11            | \$13.41            | \$14.07          | \$14.75          | \$15.18          | \$15.62          | \$16.08          | \$16.55          |
| YOY GPR GROWTH                      | 10.0%              | 10.0%              | 5.0%             | 5.0%             | 3.0%             | 3.0%             | 3.0%             | 3.0%             |
| <b>REVENUE</b>                      |                    |                    |                  |                  |                  |                  |                  |                  |
| GROSS POTENTIAL RENT                | \$656,833          | \$722,517          | \$758,642        | \$796,574        | \$820,472        | \$845,086        | \$870,438        | \$896,552        |
| ECONOMIC VACANCY                    | (\$86,887)         | (\$108,377)        | (\$113,796)      | (\$119,486)      | (\$123,071)      | (\$126,763)      | (\$130,566)      | (\$134,483)      |
| <b>TOTAL RENTAL INCOME</b>          | <b>\$569,946</b>   | <b>\$614,139</b>   | <b>\$644,846</b> | <b>\$677,088</b> | <b>\$697,401</b> | <b>\$718,323</b> | <b>\$739,873</b> | <b>\$762,069</b> |
| INSURANCE COMMISSION (NET)          | \$12.00            | \$0                | \$19,047         | \$19,047         | \$19,047         | \$19,047         | \$19,047         | \$19,047         |
| LATE FEES                           | 2.0%               | \$10,975           | \$12,283         | \$12,897         | \$13,542         | \$13,948         | \$14,366         | \$14,797         |
| ADMIN FEES                          | 0.5%               | \$820              | \$3,071          | \$3,224          | \$3,385          | \$3,487          | \$3,592          | \$3,699          |
| OTHER                               |                    | \$3,817            | \$0              | \$0              | \$0              | \$0              | \$0              | \$0              |
| <b>OTHER INCOME</b>                 | <b>\$15,612</b>    | <b>\$34,400</b>    | <b>\$35,168</b>  | <b>\$35,974</b>  | <b>\$36,482</b>  | <b>\$37,005</b>  | <b>\$37,543</b>  | <b>\$38,098</b>  |
| <b>EFFECTIVE GROSS INCOME</b>       | <b>\$585,558</b>   | <b>\$648,539</b>   | <b>\$680,014</b> | <b>\$713,062</b> | <b>\$733,883</b> | <b>\$755,328</b> | <b>\$777,416</b> | <b>\$800,167</b> |
| MONTHLY AVERAGE EGI                 |                    | \$48,796           | \$54,045         | \$56,668         | \$59,422         | \$61,157         | \$62,944         | \$64,785         |
| <b>EXPENSES</b>                     |                    |                    |                  |                  |                  |                  |                  |                  |
|                                     | 3%                 | ← INFLATION FACTOR |                  |                  |                  |                  |                  |                  |
| PROPERTY TAXES (% CHANGE FROM 2025) | 50.0%              | \$40,130           | \$41,334         | \$42,574         | \$43,852         | \$45,167         | \$46,522         | \$47,918         |
| PAYROLL                             |                    | \$38,000           | \$39,140         | \$40,314         | \$41,524         | \$42,769         | \$44,052         | \$45,374         |
| MANAGEMENT FEE (% OF EGI)           | 5.0%               | \$29,278           | \$32,427         | \$34,001         | \$35,653         | \$36,694         | \$37,766         | \$38,871         |
| INSURANCE (\$ / NRSF)               | \$0.55             | \$26,590           | \$27,388         | \$28,210         | \$29,056         | \$29,928         | \$30,825         | \$31,750         |
| CREDIT CARD FEES (% OF EGI)         | 2.3%               | \$13,468           | \$14,916         | \$15,640         | \$16,400         | \$16,879         | \$17,373         | \$17,881         |
| UTILITIES                           |                    | \$11,167           | \$11,502         | \$11,847         | \$12,202         | \$12,568         | \$12,945         | \$13,333         |
| REPAIRS & MAINTENANCE (\$ / NRSF)   | \$0.15             | \$7,252            | \$7,469          | \$7,694          | \$7,924          | \$8,162          | \$8,407          | \$8,659          |
| ADVERTISING                         |                    | \$6,000            | \$6,180          | \$6,365          | \$6,556          | \$6,753          | \$6,956          | \$7,164          |
| TELEPHONE & INTERNET                |                    | \$4,119            | \$4,243          | \$4,370          | \$4,501          | \$4,636          | \$4,775          | \$4,918          |
| COMPUTER HARDWARE & SOFTWARE        |                    | \$3,360            | \$3,461          | \$3,565          | \$3,672          | \$3,782          | \$3,895          | \$4,012          |
| LANDSCAPING                         |                    | \$2,000            | \$2,060          | \$2,122          | \$2,185          | \$2,251          | \$2,319          | \$2,388          |
| PEST CONTROL                        |                    | \$2,000            | \$2,060          | \$2,122          | \$2,185          | \$2,251          | \$2,319          | \$2,388          |
| TRASH                               |                    | \$2,000            | \$2,060          | \$2,122          | \$2,185          | \$2,251          | \$2,319          | \$2,388          |
| PROFESSIONAL FEES                   |                    | \$500              | \$515            | \$530            | \$546            | \$563            | \$580            | \$597            |
| OFFICE SUPPLIES                     |                    | \$500              | \$515            | \$530            | \$546            | \$563            | \$580            | \$597            |
| POSTAGE & DELIVERY                  |                    | \$200              | \$206            | \$212            | \$219            | \$225            | \$232            | \$239            |
| DUES & SUBSCRIPTIONS                |                    | \$200              | \$206            | \$212            | \$219            | \$225            | \$232            | \$239            |
| <b>TOTAL EXPENSES</b>               |                    | <b>\$186,764</b>   | <b>\$195,682</b> | <b>\$202,430</b> | <b>\$209,426</b> | <b>\$215,667</b> | <b>\$222,096</b> | <b>\$228,717</b> |
| <b>NOI</b>                          |                    | <b>\$398,794</b>   | <b>\$452,857</b> | <b>\$477,584</b> | <b>\$503,636</b> | <b>\$518,215</b> | <b>\$533,232</b> | <b>\$548,699</b> |
|                                     |                    |                    |                  |                  |                  |                  |                  | <b>\$564,631</b> |



# BUSINESS DISCLOSURES

This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property. This Memorandum is provided by Versal, Inc. ("Versal").

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.

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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.



