



**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

INVESTMENT SALES

BILL BELLOMY
BBELLOMY@VERSALPARTNERS.COM
832 623 1690

HUGH HORNE LIC. 01351744
HHORNE@VERSALPARTNERS.COM
323 720 8864

MICHAEL JOHNSON
MJOHNSON@VERSALPARTNERS.COM
713 775 6478

LOGAN FOSTER
LFOSTER@VERSALPARTNERS.COM
214 435 7966

DEBT & STRUCTURED FINANCE

JACKSON RANDOLPH
JRANDOLPH@VERSALPARTNERS.COM
713 933 8712

FINANCIAL ANALYSIS

KIRK SILAS
KSILAS@VERSALPARTNERS.COM
254 580 3115

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



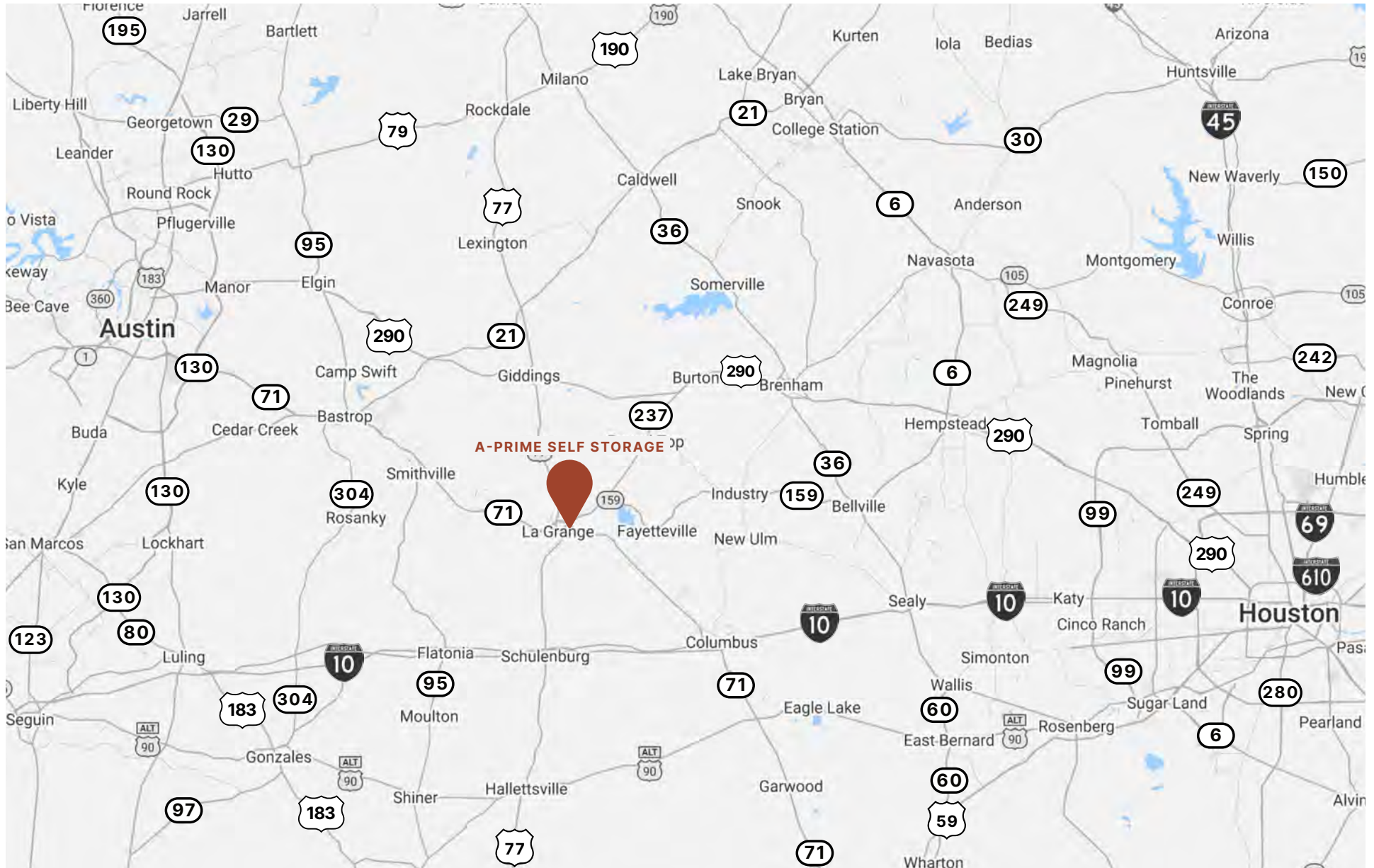
PROPERTY NAME

A-PRIME SELF STORAGE

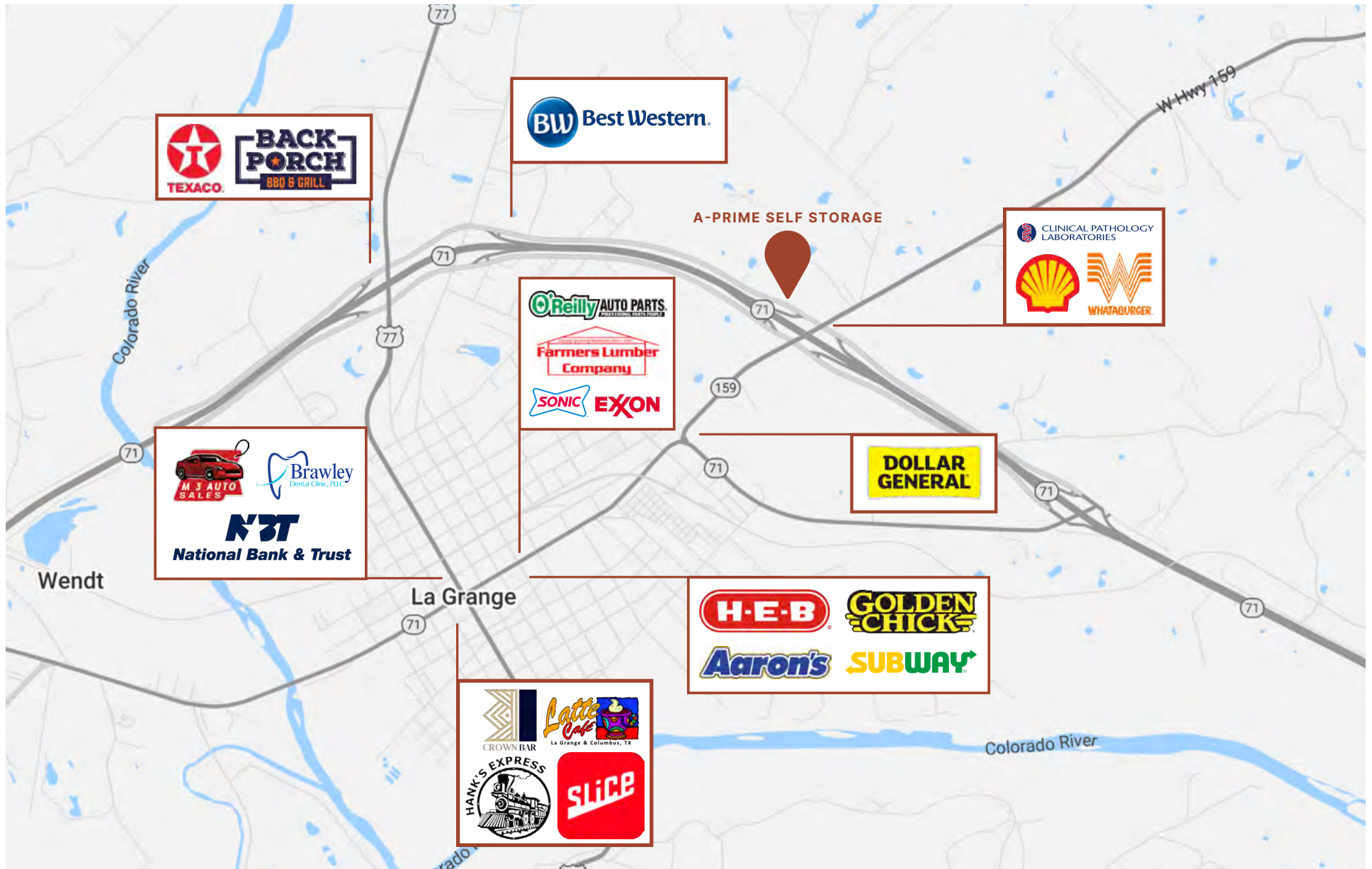
OFFERING PRICE:	\$6,900,000
ADDRESS:	1618 STATE HWY 71
CITY / STATE / ZIP:	LA GRANGE, TX 78945
COUNTY:	FAYETTE
PARCEL:	33007 & 52644
YEAR BUILT:	1990'S, 2000'S, 2020
NRSF:	48,346
TOTAL UNITS:	337
PARKING:	5 SPOTS
BUILDINGS:	17
ELEVATORS:	NONE
AVG. UNIT SIZE NC:	148 SF
AVG. UNIT SIZE CC:	138 SF
ECONOMIC 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
TOTAL	342	48,346	271	71	79%	39,611	82%	\$54,736	\$656,833	\$13.59	143



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
REVENUE				
GROSS POTENTIAL RENT		\$656,833	\$656,833	\$755,358
GPR %		0%	0%	15%
ECONOMIC VACANCY %		13%	13%	15%
ECONOMIC VACANCY		(\$86,887)	(\$86,887)	(\$113,304)
TOTAL RENTAL INCOME		\$569,946	\$569,946	\$642,054
LATE FEES		2.0%	\$10,975	\$12,841
ADMIN FEES			\$3,817	\$0
OTHER		0.5%	\$820	\$3,210
INSURANCE COMMISSION (NET)		\$12.00	\$0	\$19,047
OTHER INCOME			\$15,612	\$35,098
EFFECTIVE GROSS INCOME			\$585,558	\$677,152
MONTHLY AVERAGE EGI			\$48,796	\$56,429
EGI GROWTH				16%
ANNUALIZING FACTOR		2.00		
EXPENSES				
PROPERTY TAXES (% CHANGE FROM 2025)		50.0%	\$0	\$40,130
PAYROLL			\$67,079	\$38,000
MANAGEMENT FEE (% OF EGI)		5.0%	\$18,200	\$33,858
INSURANCE (\$ / NRSF)		\$0.55	\$0	\$26,590
CREDIT CARD FEES (% OF EGI)		2.3%	\$0	\$15,575
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
TOTAL EXPENSES			\$160,308	\$186,764
NOI			\$425,250	\$483,702



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%

REVENUE

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)
TOTAL RENTAL INCOME	\$569,946	\$614,139	\$644,846	\$677,088	\$697,401	\$718,323	\$739,873	\$762,069

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	\$15,241
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
OTHER INCOME		\$15,612	\$34,400	\$35,168	\$35,974	\$36,482	\$37,005	\$37,543
EFFECTIVE GROSS INCOME		\$585,558	\$648,539	\$680,014	\$713,062	\$733,883	\$755,328	\$777,416
MONTHLY AVERAGE EGI		\$48,796	\$54,045	\$56,668	\$59,422	\$61,157	\$62,944	\$64,785

EXPENSES

3% ← INFLATION FACTOR

PROPERTY TAXES (% CHANGE FROM 2025)	50.0%	\$40,130	\$41,334	\$42,574	\$43,852	\$45,167	\$46,522	\$47,918	\$49,355
PAYROLL		\$38,000	\$39,140	\$40,314	\$41,524	\$42,769	\$44,052	\$45,374	\$46,735
MANAGEMENT FEE (% OF EGI)	5.0%	\$29,278	\$32,427	\$34,001	\$35,653	\$36,694	\$37,766	\$38,871	\$40,008
INSURANCE (\$ / NRSF)	\$0.55	\$26,590	\$27,388	\$28,210	\$29,056	\$29,928	\$30,825	\$31,750	\$32,703
CREDIT CARD FEES (% OF EGI)	2.3%	\$13,468	\$14,916	\$15,640	\$16,400	\$16,879	\$17,373	\$17,881	\$18,404
UTILITIES		\$11,167	\$11,502	\$11,847	\$12,202	\$12,568	\$12,945	\$13,333	\$13,733
REPAIRS & MAINTENANCE (\$ / NRSF)	\$0.15	\$7,252	\$7,469	\$7,694	\$7,924	\$8,162	\$8,407	\$8,659	\$8,919
ADVERTISING		\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379
TELEPHONE & INTERNET		\$4,119	\$4,243	\$4,370	\$4,501	\$4,636	\$4,775	\$4,918	\$5,066
COMPUTER HARDWARE & SOFTWARE		\$3,360	\$3,461	\$3,565	\$3,672	\$3,782	\$3,895	\$4,012	\$4,132
LANDSCAPING		\$2,000	\$2,060	\$2,122	\$2,185	\$2,251	\$2,319	\$2,388	\$2,460
PEST CONTROL		\$2,000	\$2,060	\$2,122	\$2,185	\$2,251	\$2,319	\$2,388	\$2,460
TRASH		\$2,000	\$2,060	\$2,122	\$2,185	\$2,251	\$2,319	\$2,388	\$2,460
PROFESSIONAL FEES		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
OFFICE SUPPLIES		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
POSTAGE & DELIVERY		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
DUES & SUBSCRIPTIONS		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
TOTAL EXPENSES		\$186,764	\$195,682	\$202,430	\$209,426	\$215,667	\$222,096	\$228,717	\$235,536
NOI		\$398,794	\$452,857	\$477,584	\$503,636	\$518,215	\$533,232	\$548,699	\$564,631



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.

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

Memorandum or use of its contents, and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

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.



