

FOR SALE

NEW CLIMATE CONTROLLED SELF-STORAGE FACILITY

MARBLE FALLS – AUSTIN – ROUND ROCK – GEORGETOWN, MSA



1402 Max Copeland Dr | Marble Falls, TX | 78654

NAICapital | **NAI**1st Valley | **NAI**El Paso

PROPERTY INFORMATION



Building SF
+106,500 SF



Net Rentable SF
+83,500 SF



#Units
591



Land Area: (± 4.99 AC surplus)
+3.07 AC



Stories
3



Building Height
45 FT



Parking Spaces
13



Zoning
GC



Certificate of Occupancy
March 2026



Burnet County
APN# 68912

HIGHLIGHTS

Only Class A climate-controlled facility in Marble Falls.

Prime retail-corridor location next to Home Depot.

High barriers to entry, no competing Class A facilities

Strong fundamentals tied to Austin–San Antonio growth.

High occupancy signals unmet Class A demand.

One of the fastest-growing population bases in Texas.

Regional “consumer-on-the-go” base that passes the site daily.

±4.99 AC of surplus land for expansion or redevelopment upside.

Solid residential growth pipeline through 2026–2027.

Diversified economy led by construction employment.



MARKET SUMMARY — STORTRACK 10 MILE RADIUS APRIL 2026



SF Per Capita

7.78



Total Stores

13



Tot. Walk In Avg Rate/SF

\$1.05



Tot. Online Avg Rate/SF

\$0.92



Walk In Non-CC Rate/SF

\$0.86



Population

30.1K



Walk In CC Rate/SF

\$1.34



Online Non-CC Rate/SF

\$0.86



Online CC Rate/SF

\$1.01



Total SF

286.2K



Rentable SF

234.5K

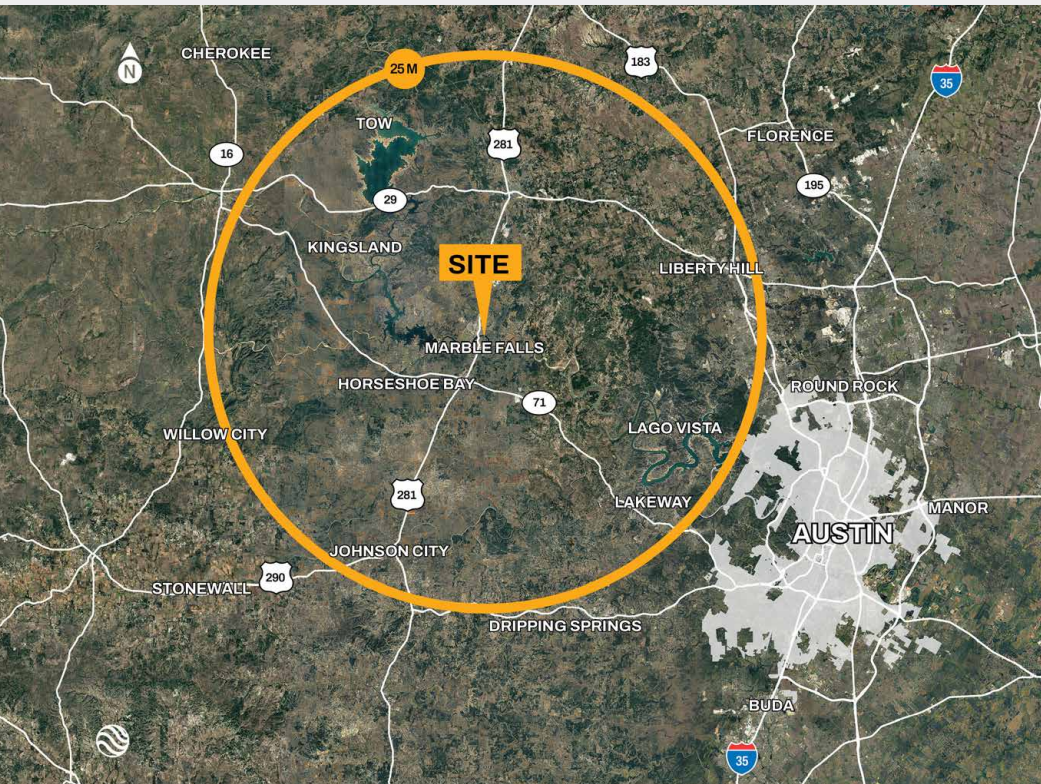
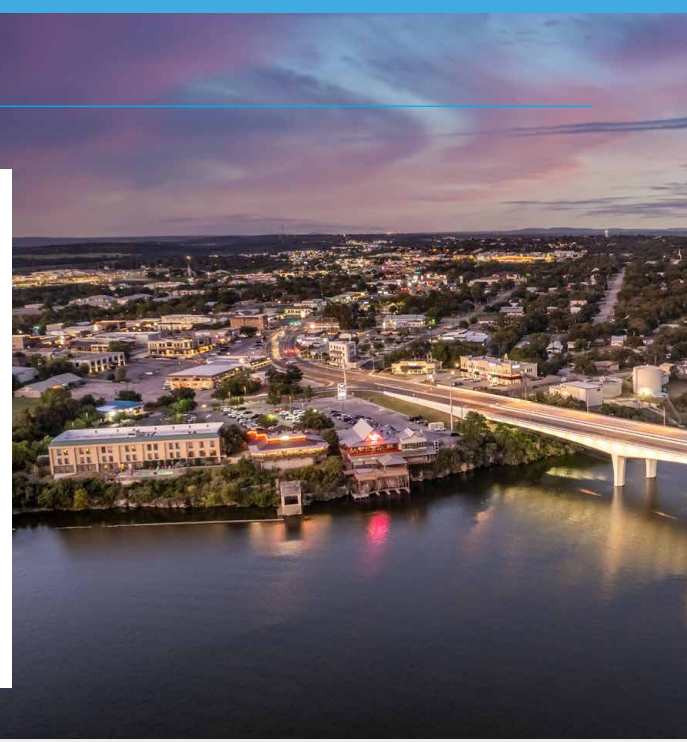


Median Income

\$85.2K

MARBLE FALLS – AUSTIN – ROUND ROCK – GEORGETOWN, TX MSA

Marble Falls sits on the western edge of the Austin–Round Rock–Georgetown MSA, one of the fastest-growing metro areas in the United States, with a 2024 population of approximately 2.4 million residents and sustained annual employment growth of over 3%. The MSA is driven by a diversified economic base that includes technology, healthcare, higher education, advanced manufacturing, and a steady influx of corporate relocations, resulting in a median household income exceeding \$100,000. As part of this regional ecosystem, Marble Falls benefits from access to Austin’s labor pool, infrastructure, and capital investment while maintaining significantly lower density and operating costs. This positioning has increased its appeal to businesses and residents seeking Hill Country quality of life with proximity to one of the nation’s strongest growth economies.



FINANCIAL SUMMARY

Year Number	Year 0	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037
Total Rental Income		\$747,708	\$1,155,209	\$1,427,838	\$1,470,673	\$1,514,793	\$1,560,237	\$1,607,044	\$1,655,256	\$1,704,913	\$1,756,061	\$1,808,743	\$1,863,005
Entry/Exit Cost	\$5,950,000												
Total Expenses		\$448,625	\$457,597	\$466,749	\$476,084	\$485,606	\$495,318	\$505,224	\$515,329	\$525,635	\$536,148	\$546,871	\$557,809
NOI		\$299,083	\$697,612	\$961,089	\$994,589	\$1,029,188	\$1,064,919	\$1,101,820	\$1,139,927	\$1,179,278	\$1,219,913	\$1,261,872	\$1,305,196
Annual Debt Service		\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895
DSCR		0.33x	0.77x	1.06x	1.1x	1.14x	1.18x	1.22x	1.26x	1.3x	1.35x	1.39x	1.44x
Beg. Loan Balance		\$11,050,000	\$10,862,355	\$10,662,512	\$10,449,680	\$10,223,014	\$9,981,615	\$9,724,524	\$9,450,723	\$9,159,125	\$8,848,572	\$8,517,834	\$8,165,598
Interest		\$718,250	\$706,053	\$693,063	\$679,229	\$664,496	\$648,805	\$632,094	\$614,297	\$595,343	\$575,157	\$553,659	\$530,764
Principal		\$187,645	\$199,842	\$212,832	\$226,666	\$241,399	\$257,090	\$273,801	\$291,598	\$310,552	\$330,738	\$352,236	\$375,131
Ending Loan Balance		\$10,862,355	\$10,662,512	\$10,449,680	\$10,223,014	\$9,981,615	\$9,724,524	\$9,450,723	\$9,159,125	\$8,848,572	\$8,517,834	\$8,165,598	\$7,790,467
CF after Debt Service	\$(5,950,000)	\$(606,812)	\$(208,284)	\$55,194	\$88,694	\$123,292	\$159,024	\$195,925	\$234,032	\$273,383	\$314,017	\$355,976	\$399,301
Cumulative CF after Debt Service			\$5,134,904	\$5,190,098	\$5,278,791	\$5,402,083	\$5,561,107	\$5,757,032	\$5,991,064	\$6,264,446	\$6,578,463	\$6,934,440	\$7,333,741

Capital Assumptions

Purchase Price	\$17,000,000
LTV	65%
Loan Amount	\$11,050,000
Interest Rate	6.50%
Amortization	25 Years
Loan Term	10 Years

Exit Summary

	2032
Exit Year NOI	\$1,101,820
Exit Cap Rate	6.00%
Gross Sales Price	\$18,363,667
Sales Costs (5%)	\$918,183
Net Sales Price	\$17,445,484
Loan Payoff in Sale Year	\$9,450,723
Net Sale Proceeds to Equity	\$7,994,761

Returns Summary

Equity Invested	\$5,950,000
ROC	\$2,044,761

Operating Assumptions

Expense Ratio (Year 1)	30%
Annual Rent Growth	3%
Annual Expense Growth	2%
Year 1 Occupancy	50%
Year 2 Occupancy	75%
Year 3 Occupancy	90%
Sale Year	2032

	1	2	3	4	5
Storage Units	\$(226,944)	\$249,472	\$810,399	\$1,049,826	\$1,110,825
Cell Tower	-	-	\$19,800	\$20,394	\$21,636
Solar Roof	(22,9044)	\$341,272	\$904,953	\$1,147,216	\$1,211,138
Operating NOI	(226,944)	\$341,272	\$904,953	\$1,147,216	\$1,211,138

Exit Revenue

Sale Price at End of 5 Years at Selected Cap Rate	\$23,069,287
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SELF STORAGE ADVISORY GROUP
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Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS: A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Name of Sponsoring Broker (Licensed Individual or Business Entity)	License No.	Email	Phone
Douglas B. Derrick	279066	dderrick@naielpaso.com	(915)727-4000
Name of Designated Broker of Licensed Business Entity, if applicable	License No.	Email	Phone
Name of Licensed Supervisor of Sales Agent/Associate, if applicable	License No.	Email	Phone
Name of Sales Agent/Associate	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

IABS 1-2

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

TXR 2501