

WALLA WALLA SELF STORAGE

Walla Walla, WA 99362

INVESTMENT OFFERING



CASTER INVESTMENT GROUP
Self Storage Advisors

208.938.4000
533 E. Riverside Dr., Ste. 104, Eagle, ID 83616



OFFERING TERMS



PLEASE DO NOT VISIT THE PROPERTY WITHOUT PRIOR EXPRESS PERMISSION.
PLEASE DO NOT CONTACT ON-SITE PERSONNEL OR TENANTS.



- **TRANSACTION TYPE**

Fee simple interest with cash or cash to new loan at closing.

- **AVAILABLE INFORMATION**

Offering Memorandum and Due Diligence Materials are available upon receipt of the completed Confidentiality Agreement.

- **OFFER FORMAT**

Initial expressions of interest are requested to be in the form of a Non-Binding Letter of Intent.

- **PROOF OF FUNDS**

Please include proof of funds and evidence of relevant acquisitions experience and ability.

- **PROPERTY TOURS**

Owner's prior express permission is required. Buyer's tour of the property is requested prior to acceptance of an offer.



CONFIDENTIALITY AGREEMENT

SIGN AND RETURN VIA EMAIL OR FAX TO:

Trevor Caster – Caster Investment Group, 533 E. Riverside Drive – Ste. 104, Eagle, ID 83616
Email: trevor@casterinvestment.com - **Fax:** 208-506-7858

In connection with the offering of Walla Walla Self Storage located at 2932, 2850, and 2283 E Isaacs Ave., Walla Walla, WA; 2340 and 2830 Melrose St., Walla Walla, WA; and 1010 W Main St., Walla Walla, WA (collectively the "Property" for sale by Caster Investment Group, the undersigned has requested copies of the investment offering package for the Property (such package, together with any other documents or information provided through Caster Investment Group [its "Agent"] regarding the Property being referred to collectively below as the "Information").

Caster Investment Group is or will be furnishing the Information to the undersigned on the condition that the undersigned will keep the information confidential.

In consideration of the foregoing and other good and valuable consideration, the undersigned hereby agrees that it will keep the Information confidential, and the Information shall not be disclosed to anyone other than the Potential Purchaser's partners, employees, legal counsel and institutional lender (who the undersigned shall require to keep the Information confidential, "Related Parties"), for the purpose of evaluating the potential purchase of the property. The undersigned further agrees and represents that neither it nor its Related Parties will use any of the Information received or derived from Agent in any manner detrimental to the interest of Caster Investment Group, Agent or the Owner.



**PLEASE DO NOT VISIT THE PROPERTY WITHOUT PRIOR EXPRESS PERMISSION.
PLEASE DO NOT CONTACT ON-SITE PERSONNEL OR TENANTS.**



The undersigned hereby agrees to not enter the Property and to not contact any on-site personnel or tenants or Property Owner in any way either directly or through Related Parties without prior receipt of express permission from Owner.

Potential Purchaser hereby indemnifies and holds harmless Property Owner, its Agent and their respective affiliates and successors and assigns against and from any damage, loss, liability or expense, including attorney's fees, arising out of any breach of any of the terms of this agreement.

The undersigned certifies that all information relative to this offering will not be disseminated to or used by any principals, agents or parties other than those stated hereunder. Potential Purchaser is acting as a Principal and hereby represents that no other broker or agent is involved on the Potential Purchaser's behalf.

Your signature below confirms that you have accepted this registration.

By: _____

Print Name: _____

Title: _____

Date: _____

Company: _____

Address: _____

Telephone: _____

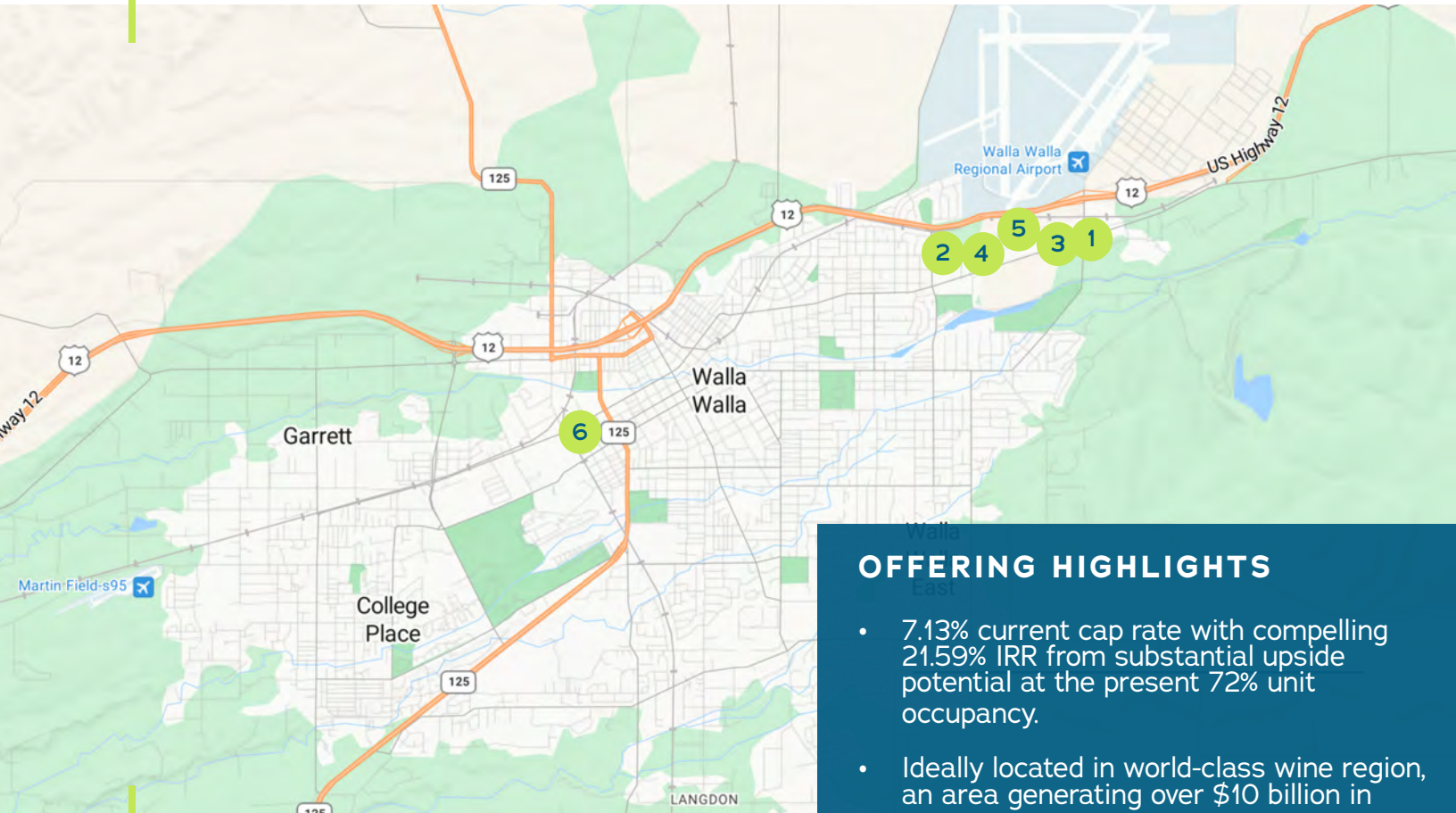
Fax: _____

Email: _____



EXECUTIVE SUMMARY

Walla Walla Self Storage • Walla Walla, WA 99362



\$25,900,000

1. Mill Creek Storage • 2932 E. Isaacs Ave., Walla Walla, WA
2. Storage Quest • 2340 Melrose St., Walla Walla, WA
3. Eastgate Self Storage • 2850 E. Isaacs Ave., Walla Walla, WA
4. Eastside Mini Storage • 2283 E. Isaacs Ave., Walla Walla, WA
5. Melrose Mini Storage • 2830 Melrose St., Walla Walla, WA
6. Main Street Storage • 1010 W. Main St., Walla Walla, WA

OFFERING HIGHLIGHTS

- 7.13% current cap rate with compelling 21.59% IRR from substantial upside potential at the present 72% unit occupancy.
- Ideally located in world-class wine region, an area generating over \$10 billion in annual economic impact.
- Whitman College, Walla Walla University, and Walla Walla Community College contribute to the long-term growth.
- Includes high demand climate control units with multiple potential opportunities to add units.
- Forward-looking local government with active initiatives to add 3,700 new homes and incentivize multi-family development.

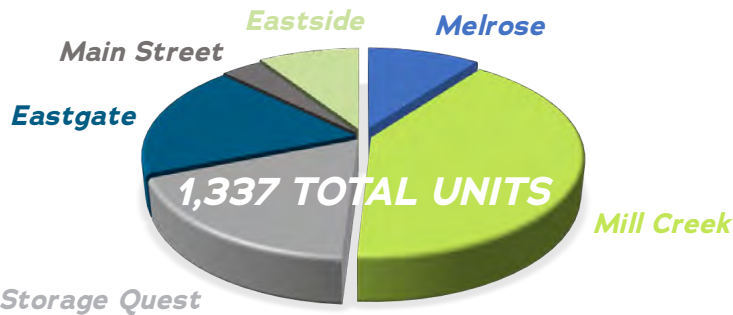


PROPERTY DETAILS

Lots Acreage	12.44 total acres
Frontage	3,040 linear feet
Traffic Count	14,202 total Vehicles Per Day
Ground Surface	Asphalt paving and hard pack
Site Upgrades	Open Tech gate access, high security locks, mostly lit units, brush guards
Office	+/-1,000 s.f. recently remodeled w/retail area, customer restroom, & break room
Website	www.wallawallaselfstorage.com



SITE SUMMARY



LOCATION

- Walla Walla Airport serviced by Alaska Airlines
- 50 minutes to Kennewick, WA (Tri-Cities)
- 2.5 hours to Spokane, WA
- 3.5 hours to Portland, OR
- 4 hours to Seattle, WA



OCCUPANCY

	Unit	Econ
Overall Facilities Average	72%	88%
Standard	72%	89%
Interior	69%	87%
Climate Controlled	88%	91%
RV Parking	61%	70%



PRICE METRICS

Current Actual Cap Rate	7.13%
T12 Cap Rate	7.03%
Price/SF	\$134.31
Price/Unit	\$19,372



Walla Walla Valley placed in the USA Today's "10 Best Wine Regions" Awards for the 8th time.



The Port of Walla Walla outlines over \$72M in Growth & Development Projects in their Economic Development Plan for 2025.



The City of Walla Walla works to meet the need of an additional 3,700 new housing units in the area.



PROPERTY PICTURES

1



2



3





PROPERTY PICTURES

4



5



6





WALLA WALLA AREA DESCRIPTION

Walla Walla, WA - Walla Walla, located in the southeastern region of Washington is the county seat of Walla Walla County. As of 2025, Walla Walla has an estimated population of 43,496 with the overall Walla Walla County population sitting at approximately 63,800. The Walla Walla Valley, an American Viticulture Area (AVA) is home to more than 135 wineries and nearly 3,000 acres of grapes. The Walla Walla Valley AVA is included within the larger Columbia Valley AVA and they produce sweet onions, wheat, and strawberries in addition to grapes. The larger economic/geographic area is called the Columbia Plateau and is a vital agricultural region of the interior Columbia River Basin which includes Ellensburg, Wenatchee, Yakima, Moses Lake, Walla Walla, Pullman, the Tri-Cities of Washington (Pasco, Kennewick, Richland), Pendleton, Umatilla, and The Dalles, Oregon, as well as Moscow and Lewiston, Idaho. Top employers in the Walla Walla area include Broetje Orchards, Tyson Fresh Meats, Providence St. Mary Medical Center, Washington State Penitentiary, Walla Walla School District #140, Whitman College, and Walla Walla Community College.

USA TODAY

Walla Walla Valley placed in the USA Today's "10 Best Wine Regions" Awards for the 8th time.



The Columbia Plateau has been a long time source of food production, energy generation, and now a major relocation destination from surrounding larger cities for high paying jobs as well as a high quality/low cost of living.

WALLA WALLA Union-Bulletin

The City of Walla Walla works to meet the need of an additional 3,700 new housing units in the area.



The Walla Walla Valley is home to some of Washington's oldest wineries, highly treasured vineyards, and a long history of agricultural value.



The Port of Walla Walla outlines over \$72M in Growth and Development Projects at the Walla Walla Regional Airport and throughout the City in their Economic Development Plan for 2025.



"Isaacs Ave. Corridor is within the city's multifamily housing tax exemption program, or MFTE program."



The Myra Road South Extension unlocks 50+ acres for commercial & residential, 3,200 potential jobs, and over 130 potential new housing units.



The average home price in Walla Walla County is projected to jump from this year's \$483,767 to \$626,132 by 2030 and average household incomes from \$96,308 to \$109,898.

WALLA WALLA Union-Bulletin

"...Harvey Ranch Estates, a development by Hayden Homes [that] will see a total of 235 homes built over the next several years."



Walla Walla Valley placed #3 in USA Today's "10 Best Wine Regions" awards in July 2025. This is the 8th time Walla Walla has won an award in this category. The Walla Walla Valley is home to more than 135 wineries and boasts its more than 40 wine grape varieties and nearly 3,000 acres of grapes. Many events take place during the year in the Walla Walla Valley area in regards to wine. Celebrate Walla Walla Valley Wine takes place in June and offers wine tastings, vineyard tours, and downtown block parties. This event celebrates the region's most widely grown and produced varietals. The Wine Country Amphitheater is on the grounds of the Walla Walla Veterans Memorial Golf Course and offers residents various concerts throughout the year.



Walla Walla County is home to a number of higher educational institutions that provide a variety of academic degrees. Whitman College is a private liberal arts college and offers 53 majors and 33 minors. Whitman has a total undergraduate enrollment of 1,561 students for the 2024-2025 academic year. Walla Walla University is a private Adventist university with an annual enrollment of approximately 1,700 students. They offer a wide range of majors with more than 180 academic programs in fields such as healthcare, business, and engineering. Walla Walla Community College (WWCC) currently enrolls approximately 3,000 students and offers a variety of programs including Liberal Arts and Sciences, Registered Nursing, and Business Administration.



The Walla Walla Valley and surrounding areas continue to grow and develop. The Columbia Plateau Region is a long time food production, energy generation, and now a major relocation destination from surrounding larger cities. This is partly due to the fact that high paying engineering and corporate food processing jobs are readily available in the area. The high quality life and low cost of living makes the region an attractive place to live, work, and play. The Port of Walla Walla also recently outlined over \$72M in Growth and Development Projects at the Walla Walla Regional Airport and throughout the city. The city has also been working to meet the need of an additional 3,700 housing units in Walla Walla. One development, Harvey Ranch Estates, by Hayden Homes is currently being built out and will see a total of 235 homes near the golf course.



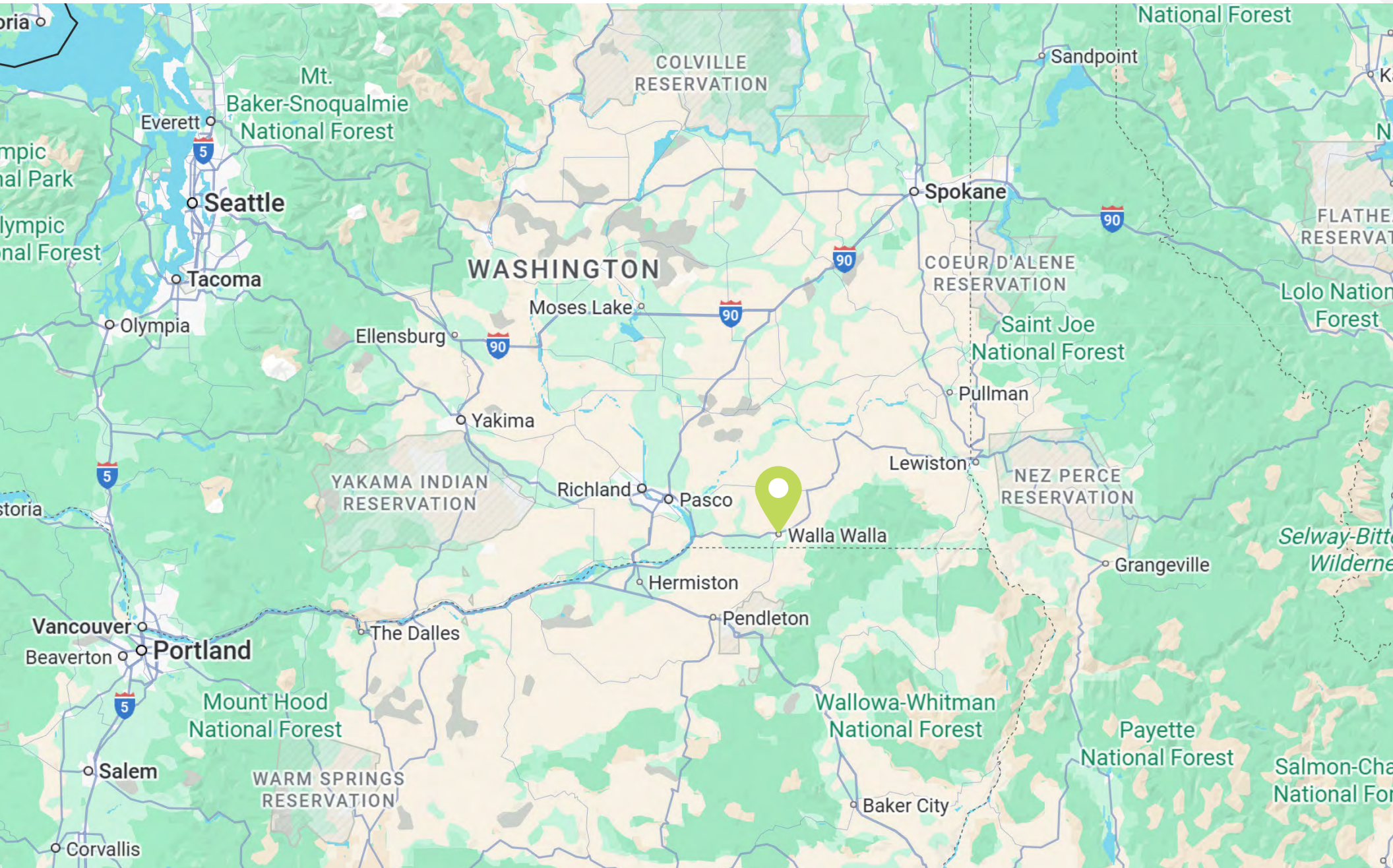


POINTS OF INTEREST MAP

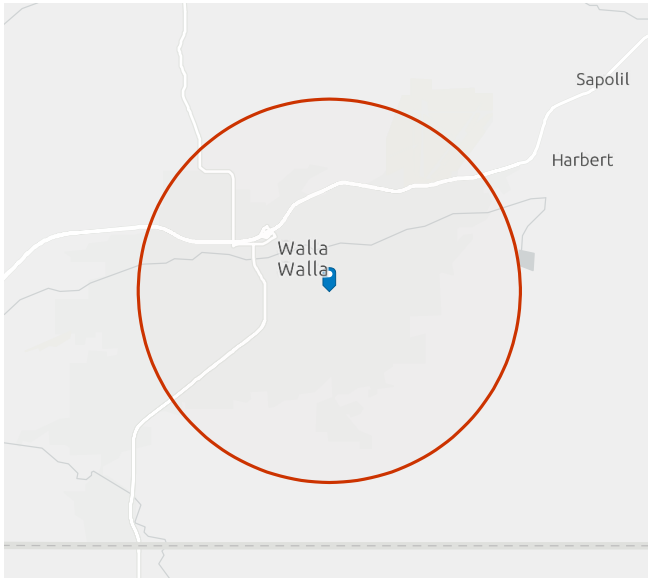




AREA MAP



DEMOGRAPHICS



Population Trends and Key Indicators

Walla Walla, WA
Ring: 3 mile radius

44,047	43,496	42,924	18,196	17,917	17,400	82	57	66
2030 Population	2025 Population	2020 Population	2030 Housing Units	2025 Housing Units	2020 Housing Units	Wealth Index	Housing Affordability	Diversity Index

AVERAGE HOME VALUES



\$468,965

2025



\$600,589

2030

AVERAGE HOUSEHOLD INCOME



\$91,229

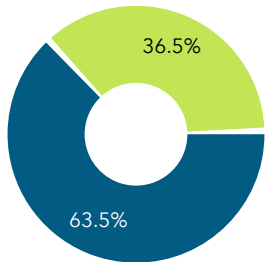
2025



\$103,559

2030

Home Ownership



● Own ● Rent

Educational Attainment



● < 9th Grade ● No Diploma
 ● HS Diploma ● GED
 ● Some College ● Assoc Degree
 ● Bach Degree ● Grad Degree

Age Profile: 5 Year Increments



25.6%

Services



18.9%

Blue Collar



55.5%

White Collar



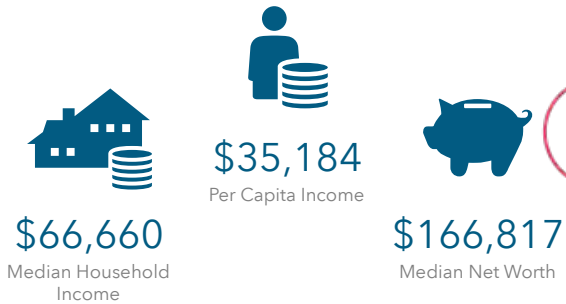
DEMOGRAPHICS

Employment Overview

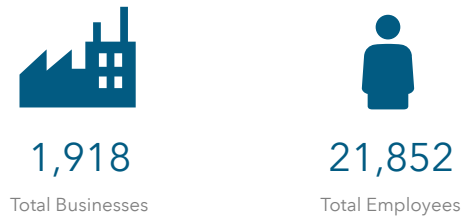
Walla Walla Storage

Area: Walla Walla MSA

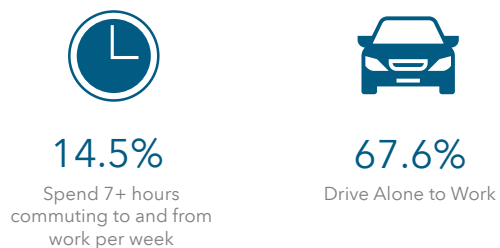
INCOME



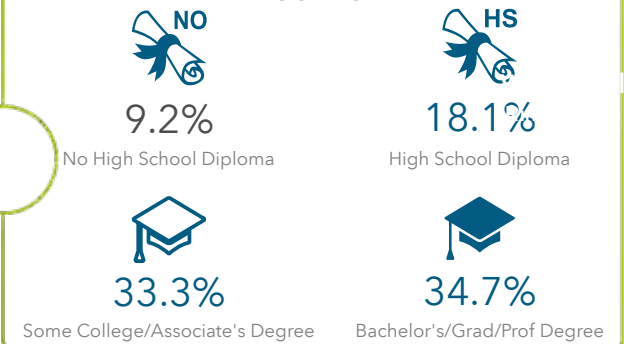
BUSINESS



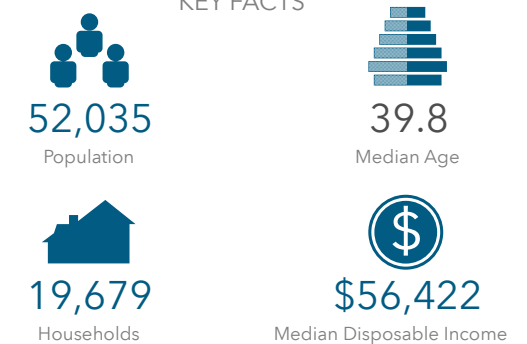
COMMUTERS



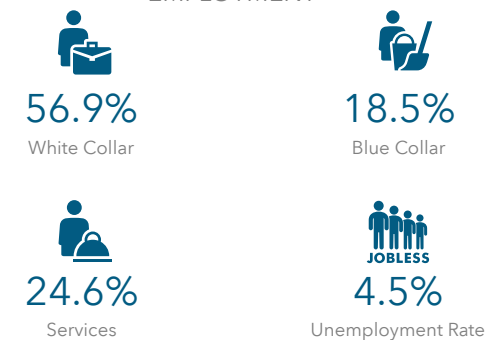
EDUCATION



KEY FACTS



EMPLOYMENT



Source: This infographic contains data provided by Esri (2025, 2030), Esri-Data Axle (2025), Esri-MRI-Simmons (2025), ACS (2019-2023).

GLOBAL REACH

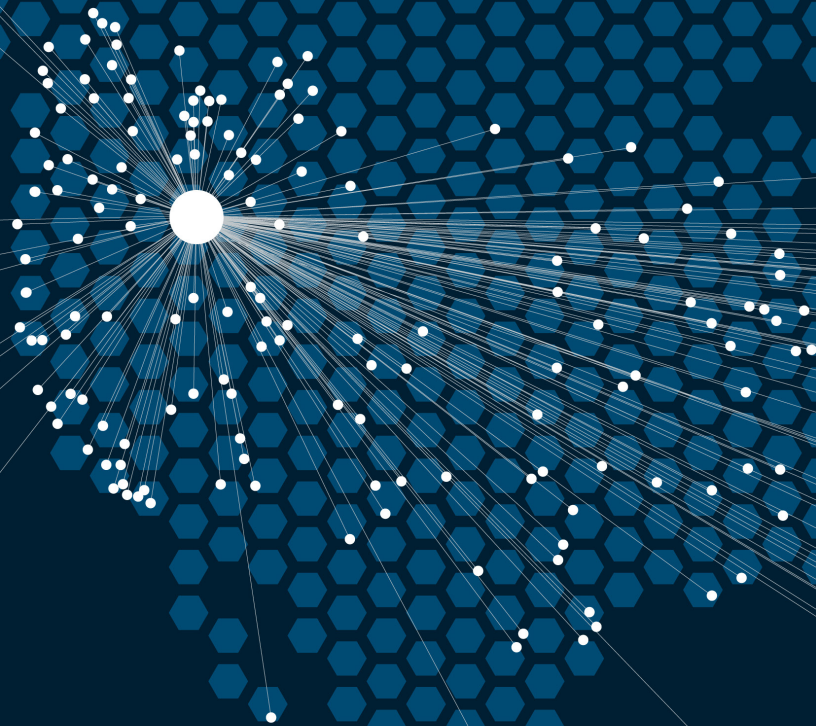
CASTER INVESTMENT GROUP

Caster Investment Group Real Estate Advisors was launched by Trevor Caster to provide a level of specialization, customization and client service beyond what can be provided by local agents and national franchises. Mr. Caster has established an unparalleled track record of integrity by consistently creating value through superior representation for his clients.

Mr. Caster has acted as the primary agent representing the Seller and/or the Buyer in over \$700,000,000 of commercial real estate transactions and has been a participating senior member of brokerage groups during the sale of over \$1,200,000,000 of commercial real estate.



Creating value through
superior representation.





DISCLAIMER NOTICE

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All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of CIG and the Owner. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may materially differ from actual data or performance. Any estimates of market and projected rents, occupancy and expenses that may be provided do not necessarily mean that such estimates can be established.

All materials and information relating to the financial and physical condition of the property are provided for general reference purposes only and have been prepared from sources believed reliable but have not been independently verified by CIG as to their accuracy or completeness. All applicable contractual, zoning, environmental and governmental limitations must be independently verified by the Prospective Buyer. All references to property lines, lot sizes, building sizes, rentable area, number of units, number of spaces and other measurements are approximations only. CIG makes no assurances as to the compliance or lack of compliance with applicable governmental requirements, developability or suitability for any party's intended use.

Legal questions should be discussed with an attorney. Tax questions should be discussed with a certified public accountant or tax attorney. Title questions should be discussed with a title officer or attorney. Questions regarding the size, suitability, environmental risk, condition of the property and whether the property complies with applicable governmental requirements should be discussed by the Prospective Buyer with appropriate engineers, architects, contractors and other consultants and governmental agencies. Information provided by CIG from third party sources must be independently verified by the Prospective Buyer. If the Prospective Buyer fails to complete such due diligence investigations or independent verifications, then it is acting contrary to the advice of CIG and the Owner.

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Idaho Firm - LC39933

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California Salesperson - Lic. No.: 01400026

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