

# FOR SALE

## Permit Ready Self-Storage Development Opportunity Stockton, CA

**±3.24 ACRE PROPERTY**  
**TOTAL BUILDING AREA ±95,733 GRSF**  
**APPROVED FOR 573 STORAGE UNITS**

**AVISON  
YOUNG**

**Lloyd H. Bakan**

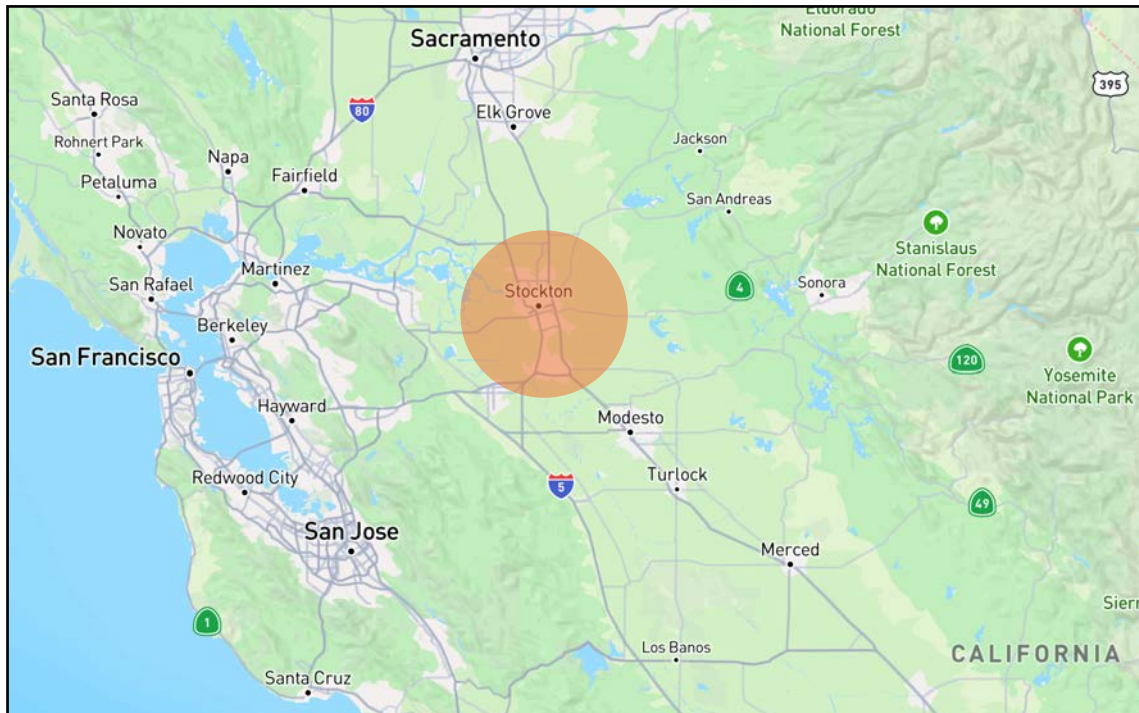
Principal

650.425.6418

[lloyd.bakan@avisonyoung.com](mailto:lloyd.bakan@avisonyoung.com)

CA License # 00914232

# Executive Summary



## INVESTMENT OVERVIEW

Avison Young is pleased to present the opportunity to acquire a fully entitled, shovel-ready self-storage development site in Stockton, California. The permits are ready to be issued, allowing a buyer to move directly into the construction phase upon close of escrow.

The development consists of 3.24 acres with approved plans for a Class A self-storage facility totaling approximately 95,733 square feet of building area. The project is designed with both one and two story structures and an attractive mix of climate-controlled and drive-up storage units, offering flexibility to meet a wide range of tenant needs. The site plan efficiently maximizes the allowable Floor Area Ratio (FAR) while maintaining strong operational functionality and customer accessibility.

Strategically located within the Palm Plaza neighborhood of Stockton, the property benefits from excellent access and visibility near the major thoroughfares of East March Lane and West Lane, which collectively experience over 75,000 vehicles per day. The surrounding trade area is supported by a stable residential population, strong traffic patterns, and continued residential growth.



PRICE

**\$2,425,000**



PERMIT STATUS

**PERMIT READY**



TOTAL SIZE

**±95,733 GRSF**



TOTAL UNITS

**573**



LAND

**3.24 ACRES**



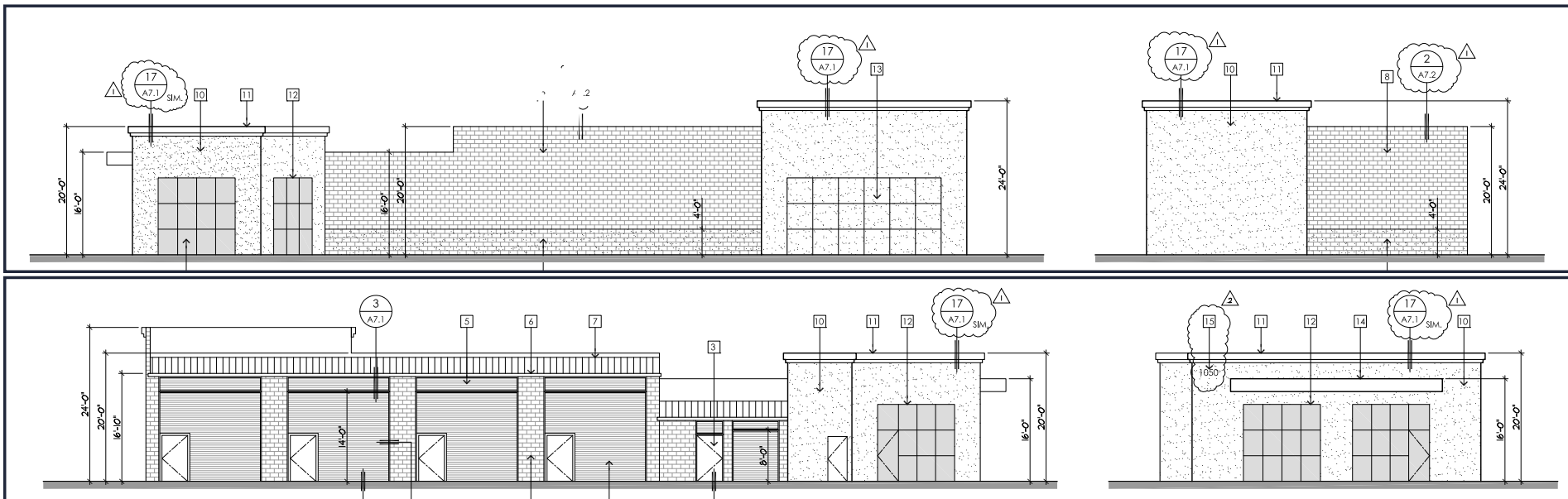
FACILITIES

**5 TOTAL BUILDINGS**

## INVESTMENT HIGHLIGHTS

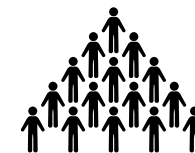
Fully Entitled, Shovel-Ready Development

- **Shovel-Ready Development:** Fully entitled project with building permits ready to be issued, allowing construction to begin shortly after acquisition.
- **Class A Facility Design:** Approximately 95,733 SF of self-storage buildings designed for efficient operations and easy customer access
- **Balanced Unit Mix:** Combination of climate-controlled and drive-up units to serve a broad range of storage users.
- **Efficient Site Utilization:** Development plan maximizes the property's allowable Floor Area Ratio (FAR) to enhance rentable area and project returns.
- **Prime High-Traffic Location:** Positioned near East March Lane and West Lane in Stockton with exposure to 75,000+ vehicles per day.
- **Growing Population Base:** New residential developments in the area are expected to increase population and drive future storage demand.



<b>Address:</b>	1050 East March Lane, Stockton, CA
<b>Asking Price:</b>	\$2,425,000
<b>Permit Status:</b>	100% approved/ready to be issued
<b>Current Structures:</b>	None – Level graded lot
<b>Total Building Area:</b>	±95,733 sf (included ±1,375 office)
<b>Approved Building Area:</b>	±94,358 sf storage / ±1,375 sf office
<b>Unit Breakdown:</b>	475 Climate controlled units 64 Non-climate controlled units 34 Drive-up units
<b>Land Size:</b>	Approximately 3.24 Acres (APN 104-160-36)
<b>Zoning:</b>	GC (General Commercial)

## POPULATION



**1 Mile:** 26,136  
**3 Mile:** 169,156  
**5 Mile:** 322,341

## AVERAGE HH INCOME



**1 Mile:** \$95,775  
**3 Mile:** \$95,803  
**5 Mile:** \$105,984

## POPULATION & GROWTH



Populous city in California



# Storage Unit Breakdown

## BUILDING A

11 total units  
 4 drive-in units  
 7 inside non-climate controlled units  
 Main office

## BUILDING B (2 STORY)

254 total units  
 235 climate controlled units  
 19 non-climate controlled

## BUILDING C (SINGLE STORY BUILDING)

19 total units  
 All 19 units are drive-up and  
 are not climate controlled

## BUILDING D (2 STORY BUILDING)

278 total units  
 240 climate controlled units  
 38 non-climate controlled

## BUILDING E (SINGLE STORY BUILDING)

11 total drive-up non-climate controlled units



## TOTAL UNIT PROFILE

TOTAL UNIT MIX TABULATION					
SIZE OF UNIT			SQ. FT. UNIT	NO. OF UNITS	TOTAL SQ. FT.
5	x	5	25	80	2,000
5	x	10	50	57	2,850
10	x	5	50	44	2,200
5	x	12.5	62.5	5	312.5
7.5	x	5	37.5	3	112.5
7.5	x	10	75	1	75
8	x	10	80	1	80
10	x	7.5	75	41	3,075
10	x	10	100	147	14,700
10	x	12.5	125	16	2,000
10	x	15	150	48	7,200
10	x	17.5	175	3	525
10	x	20	200	78	15,600
10	x	25	250	16	4,000
10	x	30	300	11	3,300
12.5	x	25	312.5	1	312.5
14	x	43	602	1	602
14	x	45	630	1	630
20	x	43	860	5	4,300
20	x	45	900	10	9,000
20	x	50	1,000	4	4,000
TOTALS				573	76,874.50
AVERAGE UNIT SIZE					134.16
GROSS BUILDING AREA					94,358
EFFICIENCY					81.47





**NORTHERN VIEW**



**EASTERN VIEW**



**SOUTHERN VIEW**

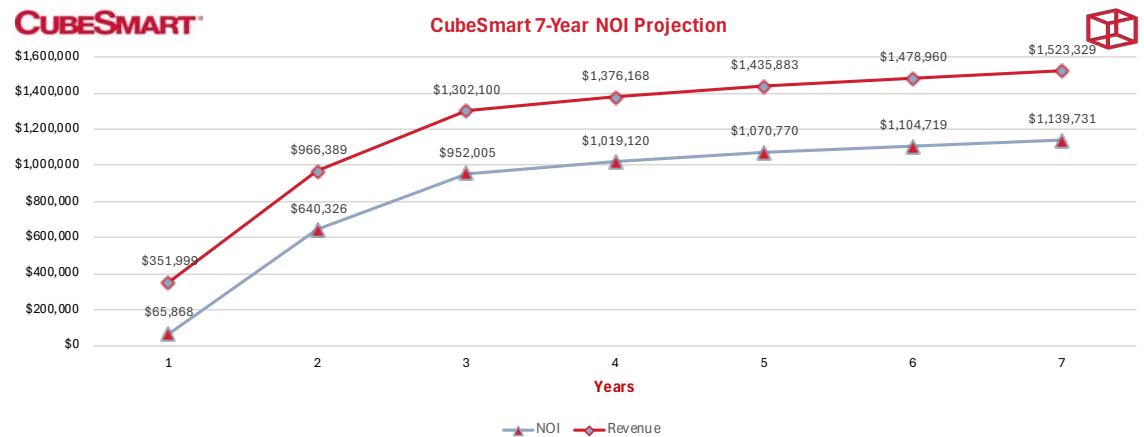
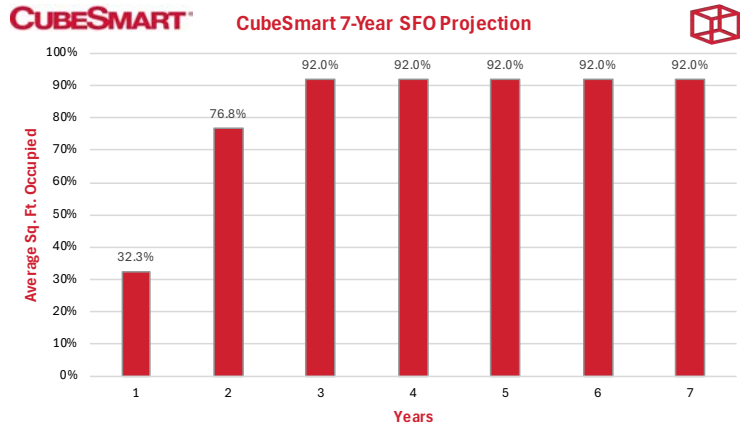


**WESTERN VIEW**

# CubeSmart 7 Year Income Projections

Basked on current market conditions this is CubeSmart's best estimate of future property performance. Please keep in mind that changing market conditions can impact our projections and store performance. We reserve the right to adjust the projection as needed prior to store opening. We emphasize that our projections are not a guarantee of specific results.

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	
<b>Occupancy Statistics</b>																				
Budgeted Rentals		22	21	32	34	53	49	47	44	45	44	42	482	574	387	355	337	337	337	
Budgeted Vacates		-	-	(2)	(5)	(7)	(12)	(16)	(22)	(22)	(24)	(24)	(156)	(373)	(394)	(355)	(337)	(337)	(337)	
Net Rentals		22	21	29	30	46	38	33	25	22	22	21	326	201	(7)	-	-	-	-	
Rented Units (End of Mo.)	-	22	43	72	102	148	186	219	243	266	288	309	326	527	520	520	520	520	520	
Sq. Feet Rented	-	2,892	5,750	9,689	13,691	19,828	24,894	29,323	32,667	35,620	38,610	41,400	43,741	24,842	59,066	70,724	70,724	70,724	70,724	70,724
Avg. Square Foot Occupancy	0.0%	3.8%	7.5%	12.6%	17.8%	25.8%	32.4%	38.1%	42.5%	46.3%	50.2%	53.9%	56.9%	32.3%	76.8%	92.0%	92.0%	92.0%	92.0%	92.0%
Ending SF Occupancy													43,741	70,724	-	-	-	-	-	
Ending SF Occupancy %													56.9%	92.0%	-	-	-	-	-	
Avg. Rent Rate on Rentals		\$15.02	\$14.95	\$15.03	\$15.57	\$16.12	\$16.45	\$16.38	\$15.32	\$14.94	\$14.65	\$14.38	\$14.23	\$15.25	\$15.57	\$16.04	\$16.52	\$17.01	\$17.52	\$18.05
In-Place Rate		\$15.02	\$14.98	\$15.01	\$15.20	\$15.52	\$16.03	\$16.25	\$16.27	\$16.25	\$16.29	\$16.25	\$16.23	\$16.06	\$16.85	\$18.07	\$19.11	\$19.96	\$20.56	\$21.17
														2.1%	3.0%	3.0%	3.0%	3.0%	3.0%	
<b>Revenue Forecast</b>																				
Rental Income		3,620	7,180	12,116	17,337	25,652	33,254	39,716	44,279	48,235	52,411	56,073	59,169	399,044	995,004	1,277,812	1,351,600	1,411,556	1,453,903	1,497,520
Discounts		(3,638)	(3,596)	(5,355)	(6,091)	(9,684)	(9,276)	(9,146)	(8,196)	(7,592)	(7,641)	(7,418)	(6,905)	(84,539)	(92,686)	(39,408)	(37,913)	(37,550)	(38,677)	(39,837)
Rent Write Off		(85)	(168)	(283)	(405)	(599)	(777)	(928)	(1,034)	(1,127)	(1,224)	(1,310)	(1,382)	(9,321)	(23,242)	(29,849)	(31,572)	(32,973)	(33,962)	(34,981)
<b>Total Net Rental Income</b>		<b>(103)</b>	<b>3,416</b>	<b>6,478</b>	<b>10,842</b>	<b>15,368</b>	<b>23,201</b>	<b>29,643</b>	<b>35,049</b>	<b>39,516</b>	<b>43,546</b>	<b>47,345</b>	<b>50,882</b>	<b>305,183</b>	<b>879,076</b>	<b>1,208,555</b>	<b>1,282,115</b>	<b>1,341,033</b>	<b>1,381,264</b>	<b>1,422,702</b>
Total Fee Income		720	806	1,231	1,454	2,209	2,307	2,457	2,509	2,538	2,678	2,755	2,753	24,417	42,699	44,672	45,668	46,729	48,131	49,575
Total Ancillary Income		473	614	968	1,216	1,807	2,011	2,226	2,360	2,471	2,638	2,770	2,845	22,399	44,614	48,873	48,385	48,120	49,564	51,051
<b>Total Property Revenue</b>		<b>1,090</b>	<b>4,836</b>	<b>8,676</b>	<b>13,512</b>	<b>19,385</b>	<b>27,519</b>	<b>34,325</b>	<b>39,918</b>	<b>44,526</b>	<b>48,862</b>	<b>52,870</b>	<b>56,480</b>	<b>351,999</b>	<b>966,389</b>	<b>1,302,100</b>	<b>1,376,168</b>	<b>1,435,883</b>	<b>1,478,960</b>	<b>1,523,329</b>
														174.5%	34.7%	5.7%	4.3%	3.0%	3.0%	
<b>Expenses</b>																				
Total Personnel		8,204	8,204	8,204	8,204	8,204	8,204	8,204	8,204	8,204	8,204	8,304	8,304	98,548	101,012	103,537	106,125	108,778	111,498	114,285
Total Utilities		1,674	1,674	1,674	1,652	1,609	1,618	1,772	1,741	1,618	1,640	1,652	1,652	20,096	20,599	21,114	21,641	22,182	22,737	23,305
Total R&M		1,365	365	365	365	365	365	365	365	365	365	365	365	5,377	12,234	22,989	23,564	24,153	24,757	25,376
Total Other Controllable Expenses		13,078	1,945	4,167	3,247	3,490	3,629	3,761	3,857	4,969	4,025	3,063	3,116	52,347	56,059	63,138	66,022	68,807	70,527	72,290
Total Marketing		4,663	2,842	4,059	4,479	5,578	5,505	5,495	5,460	5,470	5,450	5,469	5,240	59,709	63,326	49,084	45,130	42,998	44,073	45,175
Total Taxes & Insurance		1,993	1,993	1,993	1,993	1,993	1,993	1,993	1,993	1,993	1,993	1,993	1,993	23,917	24,515	25,128	25,756	26,400	27,060	27,736
Total Other NonControllable		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Third Party Management Fees	5.00%	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,226	2,443	2,643	2,824	2,824	26,137	48,319	65,105	68,808	71,794	73,589	75,429
<b>Total Property Expenses</b>		<b>32,977</b>	<b>19,023</b>	<b>22,462</b>	<b>21,939</b>	<b>23,200</b>	<b>23,313</b>	<b>23,589</b>	<b>23,651</b>	<b>24,968</b>	<b>24,098</b>	<b>23,377</b>	<b>23,494</b>	<b>286,131</b>	<b>326,063</b>	<b>350,095</b>	<b>357,047</b>	<b>365,113</b>	<b>374,241</b>	<b>383,597</b>
														14.0%	7.4%	2.0%	2.3%	2.5%	2.5%	
<b>Property NOI</b>		<b>(31,887)</b>	<b>(14,187)</b>	<b>(13,786)</b>	<b>(8,428)</b>	<b>(3,854)</b>	<b>4,206</b>	<b>10,736</b>	<b>16,268</b>	<b>19,557</b>	<b>24,764</b>	<b>29,493</b>	<b>32,986</b>	<b>65,868</b>	<b>640,326</b>	<b>952,005</b>	<b>1,019,120</b>	<b>1,070,770</b>	<b>1,104,719</b>	<b>1,139,731</b>





# Location Overview

The property is located within the Palm Plaza neighborhood of Stockton, one of the city's established residential and commercial corridors. Stockton serves as a major population center within California's Central Valley, benefiting from its strategic position between the San Francisco Bay Area and Sacramento. The site offers immediate connectivity to key local thoroughfares, including East March Lane and West Lane, which provide direct access to nearby residential neighborhoods, retail centers, and regional transportation routes. The high traffic counts along these corridors provide both visibility and convenience for future tenants.

Stockton has experienced steady population growth in recent years as residents continue to migrate from higher-cost coastal markets in search of more affordable housing. This trend has driven significant residential development throughout the city, particularly in areas surrounding the project site. The combination of population growth, expanding residential communities, and continued regional economic activity has created increasing demand for modern self-storage facilities, particularly those offering climate-controlled units.

## **CLIMATE-CONTROLLED SUPPLY GAP**

A key differentiator for the subject property is the limited availability of climate-controlled storage within the immediate trade area. Due to the Central Valley's high summer temperatures, climate-controlled storage has become increasingly important for consumers storing temperature-sensitive belongings.

Despite this demand, many existing facilities in the surrounding area provide little to no climate-controlled space, resulting in an estimated  $\pm 2.0$  net rentable square feet of climate-controlled storage per capita within the trade area. The introduction of a modern facility offering climate-controlled units is expected to address this gap and capture unmet demand.

## **COMPETITIVE FACILITY ANALYSIS**

The subject property is positioned within a growing and supply-constrained self-storage submarket of Stockton, where existing facilities are largely older properties with limited climate-controlled product. While several storage facilities operate within the broader trade area, the majority were developed prior to modern design standards and offer limited amenities compared to newer Class A facilities.

The proposed development's institutional-quality design, climate-controlled offering, and modern operational layout will position the property favorably against existing competitors and allow it to capture demand from both residential and commercial storage users.

## **SUPPLY & DEMAND FUNDAMENTALS**

The Stockton self-storage market demonstrates favorable supply-and-demand dynamics, particularly for climate-controlled product. Due to the Central Valley's hot summer climate, where temperatures frequently reach the high 90s and low 100s, climate-controlled storage is highly desirable for customers storing temperature-sensitive belongings such as electronics, furniture, and personal goods.

Despite this demand, the existing supply of climate-controlled storage remains limited in the immediate trade area. Current estimates indicate only approximately 2.0 net rentable square feet of climate-controlled storage per capita, highlighting a significant opportunity for new development. Additionally, the surrounding trade area continues to see substantial residential growth, with multiple planned and proposed housing developments expected to add thousands of new residents over the coming years. As population density increases, demand for convenient and modern storage facilities typically grows in tandem.

The combination of limited climate-controlled supply, strong demographics, and continued residential expansion positions this development to capture a meaningful share of the local self-storage market.

# Ameniy Proximity Map



# Site Plan

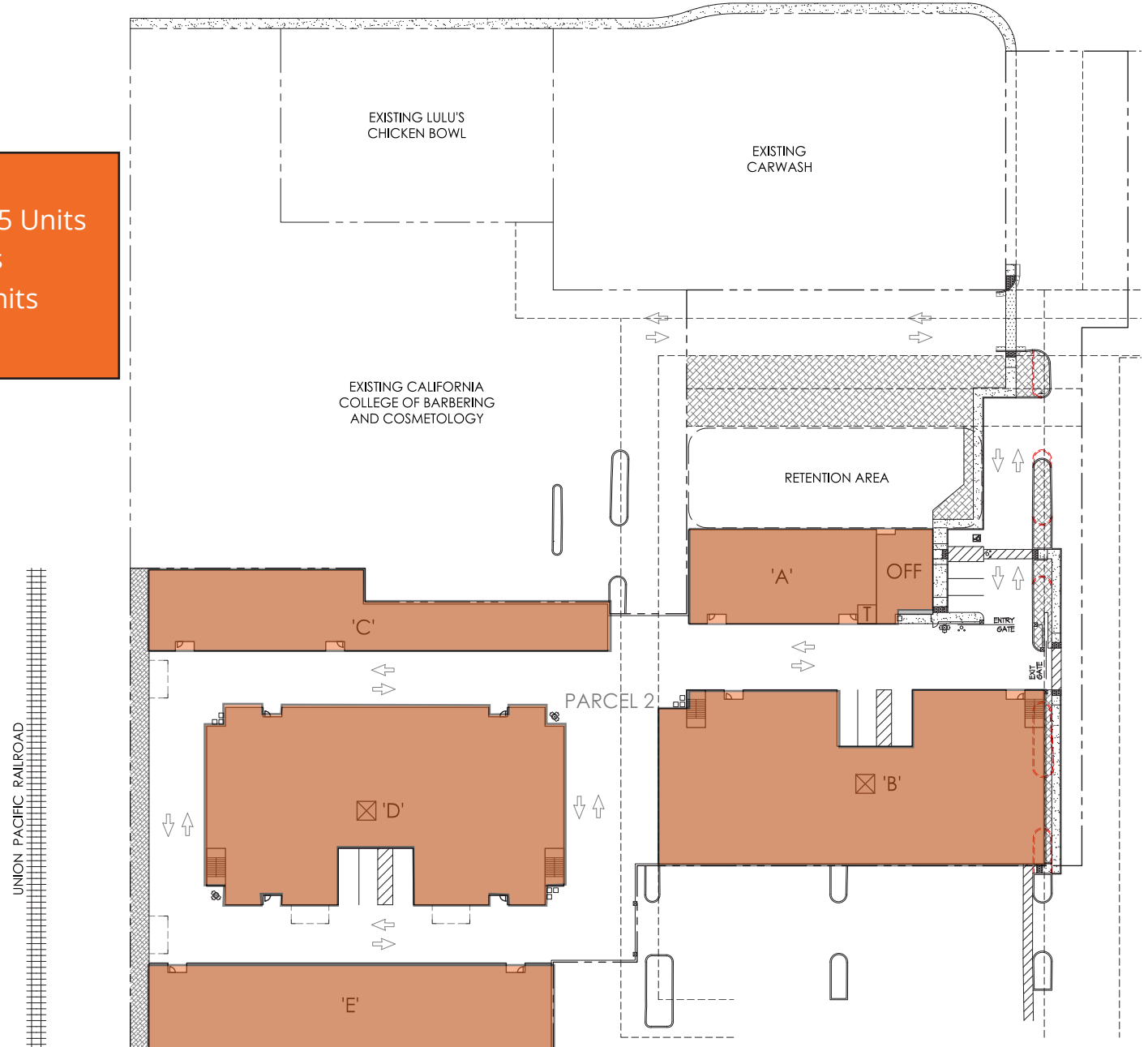
## Unit Breakdown

Indoor Climate Controlled: 475 Units

Indoor Non-Climate: 64 Units

Drive-Up Non-Climate: 34 Units

Total Number of Units: 573



# Local Market - Stockton, CA



Stockton is a vibrant, resilient gateway in California's Central Valley, celebrated as one of the most diverse and "all-American" cities in the nation. Its strategic location, just 80 miles from San Francisco, makes it a premier logistics powerhouse anchored by a unique deep-water port and a rapidly expanding regional airport. This connectivity has fueled a modern economic boom, attracting global giants like Amazon and fostering a robust healthcare sector that provides stable, high-quality jobs for the community.

The city offers an exceptional value proposition for California living, providing a high quality of life at a fraction of the cost found in coastal metros. With median home prices often under \$500,000, Stockton remains a rare "land of opportunity" where homeownership is a reachable dream for families and young professionals. This affordability, paired with a wide variety of neighborhoods—from the scenic waterfront of Brookside to the established charm of the University of the Pacific area—makes it a top choice for those seeking a balanced lifestyle.

Cultural richness is Stockton's true heartbeat, driven by a "majority-minority" population that creates a spectacular tapestry of food, art, and festivals. From the world-famous Asparagus Festival to the historic Miracle Mile shopping district, the city offers an authentic, community-driven energy that is hard to find elsewhere. Residents enjoy a Mediterranean climate and easy access to the San Joaquin Delta, a massive 1,000-mile waterway perfect for boating, fishing, and sunset dining.

Looking ahead, Stockton is positioned as a key player in California's "Inland Empire of the North," with significant investments flowing into its downtown revitalization and tech-infrastructure. The city's youthful energy and entrepreneurial spirit are evident in its growing craft brewery scene and local startups. For anyone looking to invest in a city with tremendous upside, a rich cultural soul, and a central location, Stockton represents the promising future of the Golden State.

**#1**

For the decade ending in 2024, Stockton was the fastest-growing Income Market in the state of California with median household incomes rising 80%.

**#11**

Stockton is the 11th largest city in California providing significant regional influence.

**#13**

U.S. News & World Report ranked Stockton the 13th best place to live in California.

# Stockton California

## SAN JOAQUIN COUNTY

Stockton, California, located in San Joaquin County, is a strategically positioned Central Valley city approximately 80 miles east of San Francisco and 50 miles south of Sacramento. As one of the largest inland cities in Northern California, Stockton serves as the economic and population center of the county and a critical hub for logistics, distribution, and agricultural commerce throughout the region.

San Joaquin County is among the fastest-growing counties in California, ranking #5 statewide, driven by sustained in-migration from higher-cost coastal markets, particularly the San Francisco Bay Area. The county's population now exceeds 830,000 residents, providing a large and expanding consumer base that supports continued residential, retail, and commercial development. Stockton itself has an estimated population of approximately 327,000 residents, accounting for a significant share of the county's economic activity.

The regional economy is diverse and continues to expand, anchored by transportation and warehousing, healthcare, retail trade, and manufacturing. Retail and commercial demand throughout San Joaquin County is supported by population growth, increasing rooftops, and strong traffic volumes along key corridors. High-visibility intersections and established retail nodes continue to attract tenants seeking to capitalize on the area's expanding consumer base.



## Confidentiality & Disclaimer

This Confidential Offering Memorandum (the "Memorandum") has been prepared and presented to the recipient (the "Recipient") by Avison Young - Northern California ("Avison Young") as part of Avison Young's efforts to market for sale the property located at **1050 East March Lane, Stockton, CA** (the "Property"). Avison Young is the exclusive agent and broker for the owner(s) of the Property (the "Owner"). Avison Young is providing this Memorandum and the material contained in it to the Recipient solely to assist the Recipient in determining whether the Recipient is interested in potentially purchasing all or part of the Property. Avison Young also is providing this Memorandum and the material in it to the Recipient with the understanding that the Recipient will independently investigate those matters that it deems necessary and appropriate to evaluate the Property and that the Recipient will rely only on its own investigation, and not on Avison Young, the Owner or this Memorandum, in determining whether to purchase the Property.

Please Note the Following:

Avison Young, the Owner and their respective agents, employees, representatives, property managers, officers, directors, shareholders, members, managers, partners, joint venturers, corporate parents or controlling entities, subsidiaries, affiliates, assigns and predecessors and successors-in-interest make no representations or warranties about the accuracy, correctness or completeness of the information contained in this Memorandum. The Recipient is urged not to rely on the information contained in this Memorandum and to make an independent investigation of all matters relating to the Property.

This Memorandum includes statements and estimates provided by or to Avison Young and/or the Owner regarding the Property. Those statements and estimates may or may not be accurate, correct or complete. Nothing contained in this Memorandum should be construed as a representation or warranty about the accuracy, correctness or completeness of such statements and estimates. Further, nothing contained in this Memorandum should be construed as representation or warranty about any aspect of the Property, including, without limitation, the

Property's (1) past, current or future performance, income, uses or occupancy, (2) past, current or prospective tenants, (3) physical condition, (4) compliance or non-compliance with any permit, license, law, regulation, rule, guideline or ordinance, or (5) appropriateness for any particular purpose, investment, use or occupancy. Again, the Recipient is urged not to rely on this Memorandum and the statements and estimates in it and to make an independent investigation regarding the Property and the statements and estimates contained herein.

This Memorandum may include statements regarding, references to, or summaries of, the nature, scope or content of contracts and/or other documents relating to the Property. Those statements, references or summaries may or may not be accurate, correct or complete. Additionally, Avison Young may not have referenced or included summaries of each and every contract and/or other document that the Recipient might determine is relevant to its evaluation of the Property. Nothing contained in this Memorandum should be construed as a representation or warranty about the accuracy, correctness or completeness of such statements, representations or summaries. On request and as available, and subject to the Owner's consent, Avison Young will provide the Recipient with copies of all referenced contracts and other documents. Avison Young assumes no obligation to supplement or modify the information contained in this Memorandum to reflect events or conditions occurring on or after the date of its preparation of this Memorandum. More detailed information regarding the anticipated terms, conditions and timing of any offering by the Owner relating to the Property will be provided in due course by separate communication. Avison Young and/or the Owner reserve the right to engage at any time in discussions or negotiations with one or more recipients of this Memorandum and/or other prospective purchasers of the Property without notice or other obligation to the Recipient.

### EXCLUSIVE ADVISORS

**AVISON  
YOUNG**

**Lloyd H. Bakan**

Principal

650.425.6418

lloyd.bakan@avisonyoung.com

CA License # 00914232