



 FranklinStreet

OFFERING MEMORANDUM

In Association with ParaSell, Inc. | A Licensed Missouri Broker #2019035835

EAGLE SELF STORAGE

3402 E 7th St, Joplin, MO 64801
53,780 NRSF | Self Storage Facility

OFFERING PROCEDURE

Offers should be in the form of a Letter of Intent (LOI) and at a minimum offers should include the following:

1. Price
2. Earnest Money Deposit
3. Due Diligence Time Period
4. Closing Period
5. Bio/Experience
6. Any other substantial business points the buyer wants the seller to know

The owner will consider only those proposals submitted at the prior invitation of the Seller or its agents, Franklin Street. The Seller reserves the right to negotiate with any party at any time. The Seller also reserves the unrestricted right to reject any or all offers.

Please address offers to:

Franklin Street

Frank DeSalvo
Frank.DeSalvo@FranklinSt.com

Franklin Street

David Perlleshi
David.Perlleshi@FranklinSt.com

CONTACT US

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914.365.0752

CONFIDENTIALITY AGREEMENT

This is a confidential Offering Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest into the acquisition of the Subject Property.

This Offering Memorandum contains selected information pertaining to the Property and does not purport to be a representation of state of affairs of the Owner or the Property, 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 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 the Owner or Franklin Street Real Estate Services, LLC. 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 and an opportunity to inspect the Property will be made available to all interested and qualified prospective purchasers. Neither the Owner or Franklin Street Real Estate Services, LLC, nor any of their respective directors, officers, affiliates or representatives are making any representation or warranty, expressed or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Offering Memorandum or use of its contents; and you are to rely solely on your own investigations and inspections of the Property in evaluating a possible purchase of the real property.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Offering Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Offering 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 obligations therein have been satisfied or waived.

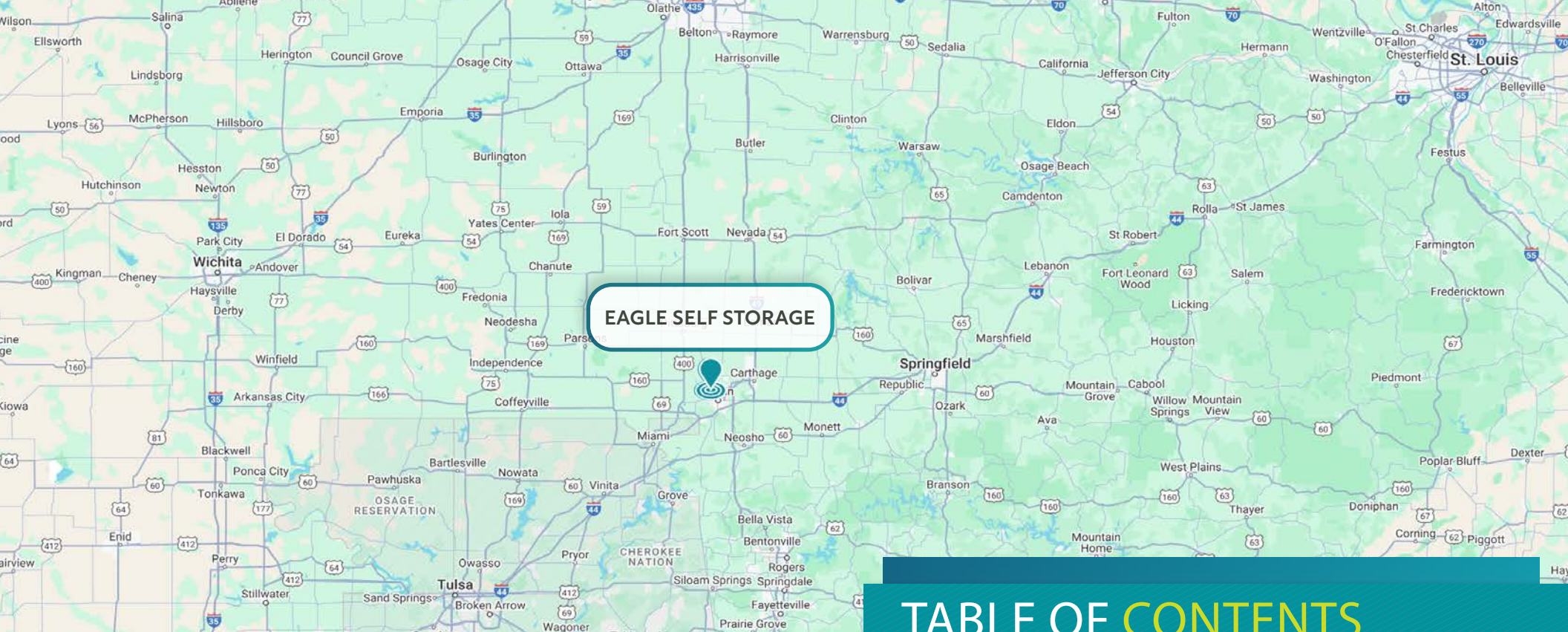
By receipt of the Offering Memorandum, you agree that this Offering Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Offering Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or the Franklin Street Real Estate Services, LLC.

Furthermore, you agree not to use this Offering Memorandum or any of its contents in a manner detrimental to the interest of the Owner or Franklin Street Real Estate Services, LLC. In this Offering 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 so advised and expected to review all such summaries and other documents of whatever nature independently and not to rely on the contents of this Offering Memorandum in any manner.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR FRANKLIN STREET REAL ESTATE SERVICES, LLC AGENT FOR MORE DETAILS.

Disclaimer: The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Franklin Street has not verified, and will not verify, any of the information contained herein. All potential buyers must take appropriate measures to verify all of the information set through the due diligence period.





EAGLE SELF STORAGE

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PROPERTY INFORMATION

EAGLE SELF STORAGE

3402 E 7th St, Joplin, MO 64801
53,780 NRSF | Self Storage Facility

OFFER SUMMARY

OFFERING SUMMARY

Sale Price	\$2,500,000
Address	3402 E 7th St, Joplin, MO 64801
Land Area	8.59 Acres
Number of Units	333
Building Area	53,780 NRSF
\$/NRSF	\$46.49
Unit Occupancy	79.76%
Square Foot Occupancy	74.77%
Economic Occupancy	69.69%
Current NOI	\$116,765
Cap Rate	4.67%
Pro Forma NOI	\$226,758
Pro Forma Cap Rate	9.07%
3-Mile SF/Capita	14.5
5-Mile SF/Capita	16.1

PROPERTY SUMMARY

MSA	Joplin
County	Jasper
Parcel ID	20-3.0-07-20-001-002.000 20-3.0-07-20-010-002.000
Year Built	1976, 1989
Year Renovated	2023 - 2024
Number of Buildings	Thirteen
Number of Stories	One
Foundation	Concrete
Framing	Metal / Wood
Exterior Walls	Metal
Roof	Metal
Drive Aisles	Gravel
Security	Cameras, Perimeter Fencing
Entry	Gated w/ keypad
Expansion Room	Yes
Leasing Office	Yes
Management Software	StorEdge

EAGLE SELF STORAGE

3402 E 7th St, Joplin, MO 64801

Sales Price:	\$2,500,000
Number of Units:	333
Land Area:	8.59 AC
MSA:	Joplin



OFFERING SUMMARY

INVESTMENT HIGHLIGHTS

- Institutional Size Self Storage Facility Offered at a Low Basis and With Significant Upside and Room for Future Expansion
- Facility is Comprised of 34,280 NRSF of Traditional Non-Climate Storage, 18,500 NRSF of Enclosed Parking Storage, and a 1,000 SF Duplex
- Strong Physical Occupancy of 79.76% and a Lower Economic Occupancy of 69.69% Suggest Facility is Ready for Existing Customer Rent Increases
- Recent Renovation Included New Silicone Coating on Roofs, All New Doors, Fresh Paint Job, Installation of New Spiderdoor Keypad, and Installation of New Solar Cameras & Solar Lights
- Strong and Growing Population of 74,678 Residents Within Five Miles of the Property
- Facility is Ready for Remote Management and Comes Equipped with Automatic Gate, Keypad Access, Security Cameras, and Management Software
- Joplin is Located in the Southwest Corner of Missouri, Approximately 100 Miles Northeast of Tulsa, Oklahoma, and is Home to 53,525 Residents
- The Joplin MSA is the 5th Largest in the State of Missouri and is Home to 204,787 Residents

PROPERTY PHOTOS





E 7TH ST
2,096 VPD

EXPANSION
AREA

EXPANSION
AREA

FINANCIAL ANALYSIS

EAGLE SELF STORAGE

3402 E 7th St, Joplin, MO 64801
53,780 NRSF | Self Storage Facility

UNIT MIX

NON-CLIMATE UNITS

SIZE	SQUARE FEET	TOTAL SF	TOTAL UNITS	OCCUPIED	VACANT	STREET RATE	MONTHLY GPR	ANNUAL GPR	PRO FORMA STREET RATE	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
5x8	40	2,400	60	54	6	\$35	\$2,100	\$25,200	\$49	\$2,920	\$35,044
8x10	80	6,560	82	70	12	\$55	\$4,510	\$54,120	\$70	\$5,740	\$68,880
8x20	160	640	4	4	0	\$79	\$316	\$3,792	\$101	\$405	\$4,859
10x16	160	8,960	56	51	5	\$79	\$4,424	\$53,088	\$101	\$5,669	\$68,032
10x25	250	9,000	36	34	2	\$109	\$3,924	\$47,088	\$125	\$4,500	\$54,000
8x40	320	320	1	1	0	\$148	\$148	\$1,776	\$175	\$175	\$2,100
10x32	320	6,400	20	19	1	\$149	\$2,980	\$35,760	\$175	\$3,500	\$42,000
Total		34,280	259	233	26		\$18,402	\$220,824		\$22,910	\$274,915

OTHER UNITS

UNIT TYPE	SQUARE FEET	TOTAL SF	TOTAL UNITS	OCCUPIED	VACANT	STREET RATE	MONTHLY GPR	ANNUAL GPR	PRO FORMA STREET RATE	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
Duplex	500	1,000	2	2	0	\$85	\$170	\$2,040	\$96	\$191	\$2,295
Total		1,000	2	2	0		\$170	\$2,040		\$191	\$2,295

OPEN PARKING

SIZE	SQUARE FEET	TOTAL SF	TOTAL UNITS	OCCUPIED	VACANT	STREET RATE	MONTHLY GPR	ANNUAL GPR	PRO FORMA STREET RATE	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
10x25	-	-	2	1	1	\$19	\$38	\$456	\$21	\$43	\$513
10x30	-	-	1	1	0	\$26	\$26	\$312	\$29	\$29	\$351
Total			3	2	1		\$64	\$768		\$72	\$864

ENCLOSED PARKING

SIZE	SQUARE FEET	TOTAL SF	TOTAL UNITS	OCCUPIED	VACANT	STREET RATE	MONTHLY GPR	ANNUAL GPR	PRO FORMA STREET RATE	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
10x25	250	17,500	70	31	39	\$46	\$3,220	\$38,640	\$80	\$5,600	\$67,200
20x25	500	1,000	2	0	2	\$89	\$178	\$2,136	\$103	\$206	\$2,473
Total		18,500	72	31	41		\$3,398	\$40,776		\$5,806	\$69,673



UNIT MIX

TOTAL UNIT MIX

UNIT TYPE	TOTAL SQUARE FEET	TOTAL UNITS	OCCUPIED	VACANT	UNIT OCCUPANCY	SQUARE FOOT OCCUPANCY	MONTHLY GPR	ANNUAL GPR	PRO FORMA MONTHLY GPR	PRO FORMA ANNUAL GPR
NON-CLIMATE UNITS	34,280	259	233	26	89.96%	91.77%	\$18,402	\$220,824	\$22,910	\$274,915
OTHER UNITS	1,000	2	2	0	100.00%	100.00%	\$170	\$2,040	\$191	\$2,295
OPEN PARKING	-	3	2	1	66.67%	-	\$64	\$768	\$72	\$864
ENCLOSED PARKING	18,500	72	31	41	43.06%	41.89%	\$3,398	\$40,776	\$5,806	\$69,673
Total	53,780	333	266	67	79.76%	74.77%	\$22,034	\$264,408	\$28,979	\$347,746

MARKET RENT ANALYSIS

COMP #	FACILITY	ADDRESS	DISTANCE	5x10 NC	10x10 NC	10x15 NC	10x20 NC
1	Keystone Self Storage	3625 E 20th St, Joplin, MO	0.81 mi	\$51.00	\$65.00	\$86.00	\$89.00
2	Stowaway Storage	3737 E 20th St, Joplin, MO	0.85 mi	\$50.00	\$75.00	\$90.00	\$100.00
3	Houk Rentals	3823 E 20th St, Joplin, MO	0.87 mi	\$33.00	\$50.00	\$60.00	\$70.00
4	U-Haul Storage	2521 E 7th St, Joplin, MO	0.96 mi	\$71.00	\$95.00	NA	NA
5	Public Storage	2629 S Rangeline Rd, Joplin, MO	1.54 mi	\$48.00	\$67.00	\$82.00	\$105.00
6	Summit Self Storage	2029 Rhode Island Ave, Joplin, MO	1.79 mi	NA	\$50.00	\$70.00	\$80.00
7	Lawver Storage	2549 S Hall St, Webb City, MO	2.21 mi	\$51.00	\$68.00	\$70.00	\$85.00
MEDIAN STREET RENTS				\$50.50	\$67.00	\$76.00	\$87.00
CURRENT STREET RENTS				\$35.00	NA	\$79.00	NA
PRO FORMA RENTS				\$45.00	NA	\$90.00	NA

*Market Rents were collected using publicly available data at the time of this offering

*NA means that unit type may or may not exist in a facility's inventory, but was not gathered at time of comps

*Current Street Rents have been applied to the closest available unit size

EAGLE SELF STORAGE

3402 E 7th St, Joplin, MO 64801

NRSF: 53,780

UNITS: 333

	T-11 Annualized	T-11 Broker Adjusted	Pro Forma
Gross Potential Income	\$264,408	\$264,408	\$347,746
Economic Occupancy	69.69%	69.69%	87.50%
Net Rental Income	\$184,257	\$184,257	\$304,278
Ancillary Income (Late/Admin Fees)	\$15,001	\$15,001	\$15,214
Tenant Insurance Income	\$20,938	\$20,938	\$20,779
Total Operating Income	\$220,195	\$220,195	\$340,271
Controllable Expenses			
Cost of Goods Sold (tenant insurance)	\$5,216	\$5,216	\$0
Utilities	\$5,867	\$5,867	\$6,226
Repairs & Maintenance	\$546	\$2,857	\$3,032
Contract Services	\$0	\$2,790	\$2,961
Marketing	\$13,032	\$13,032	\$5,423
Bank & Credit Card Fees	\$7,167	\$7,167	\$6,805
Telephone & Internet	\$0	\$960	\$1,019
Office/Admin	\$9,112	\$9,112	\$9,669
Call Center	\$0	\$0	\$4,994
Contract Labor	\$11,077	\$11,077	\$11,755
Total Controllable Expenses	\$52,016	\$58,077	\$51,884
Non-Controllable Expenses			
Real Estate Taxes	\$9,182	\$9,182	\$19,039
Insurance	\$20,895	\$20,895	\$22,174
Management Fee	\$15,277	\$15,277	\$20,416
Total Non-Controllable Expenses	\$45,353	\$45,353	\$61,629
Total Operating Expenses	\$97,370	\$103,431	\$113,514
Expense Ratio	44.22%	46.97%	33.36%
Net Operating Income	\$122,826	\$116,765	\$226,758

Assumptions

- 1) Gross Potential Income is based on the Unit Mix and Standard Rates.
- 2) Net Rental Income is based on the Management Summary dated 11/30/24, annualized.
- 3) Operating Expenses are based on the T-8 P&L ending 8/31/24, annualized.
- 4) Pro Forma GPI has been escalated to account for the rent increases outlined in the Market Rent Analysis.
- 5) Ancillary Income is calculated as 5% of Net Rental Income in the Pro Forma.
- 6) Pro Forma Tenant Insurance Income is based on a penetration rate of 80% at a profit of \$6.50 per month per unit.
- 7) Pro Forma Taxes have been escalated to account for the 2025 county-wide reassessment.

FIVE YEAR CASH FLOW

EAGLE SELF STORAGE
3402 E 7th St, Joplin, MO

NRSF: 53,780
UNITS: 333

Year	T-11 Broker Adjusted	1	2	3	4	5
GPI Growth		10.5%	9.5%	8.7%	4.0%	4.0%
Expense Growth		2.0%	2.0%	2.0%	2.0%	2.0%
Gross Potential Income	\$264,408	\$292,187	\$319,967	\$347,746	\$361,656	\$376,122
Vacancy	\$0	\$43,828	\$31,997	\$27,820	\$28,932	\$30,090
Discounts	\$0	\$21,914	\$17,598	\$10,432	\$10,850	\$11,284
Bad Debt	\$0	\$4,383	\$4,800	\$5,216	\$5,425	\$5,642
Economic Occupancy	69.69%	76.00%	83.00%	87.50%	87.50%	87.50%
Net Rental Income	\$184,257	\$222,062	\$265,573	\$304,278	\$316,449	\$329,107
Ancillary Income (Late/Admin Fees)	\$15,001	\$11,103	\$13,279	\$15,214	\$15,822	\$16,455
Tenant Insurance Income	\$20,938	\$20,779	\$20,779	\$20,779	\$20,779	\$20,779
Total Operating Income	\$220,195	\$253,945	\$299,630	\$340,271	\$353,051	\$366,342
Controllable Expenses						
Cost of Goods Sold (tenant insurance)	\$5,216	\$0	\$0	\$0	\$0	\$0
Utilities	\$5,867	\$5,984	\$6,104	\$6,226	\$6,350	\$6,477
Repairs & Maintenance	\$2,857	\$2,914	\$2,972	\$3,032	\$3,093	\$3,154
Contract Services	\$2,790	\$2,846	\$2,903	\$2,961	\$3,020	\$3,080
Marketing	\$13,032	\$13,292	\$13,558	\$5,423	\$5,532	\$5,642
Bank & Credit Card Fees	\$7,167	\$5,079	\$5,993	\$6,805	\$7,061	\$7,327
Telephone & Internet	\$960	\$979	\$999	\$1,019	\$1,039	\$1,060
Office/Admin	\$9,112	\$9,294	\$9,480	\$9,669	\$9,863	\$10,060
Call Center	\$0	\$4,800	\$4,896	\$4,994	\$5,094	\$5,196
Contract Labor	\$11,077	\$11,299	\$11,525	\$11,755	\$11,991	\$12,230
Total Controllable Expenses	\$58,077	\$56,487	\$58,429	\$51,884	\$53,042	\$54,227
Non-Controllable Expenses						
Real Estate Taxes	\$9,182	\$18,300	\$18,666	\$19,039	\$19,420	\$19,808
Insurance	\$20,895	\$21,313	\$21,739	\$22,174	\$22,617	\$23,069
Management Fee	\$15,277	\$15,237	\$17,978	\$20,416	\$21,183	\$21,981
Total Non-Controllable Expenses	\$45,353	\$54,849	\$58,383	\$61,629	\$63,220	\$64,858
Total Operating Expenses	\$103,431	\$111,336	\$116,812	\$113,514	\$116,262	\$119,085
Expense Ratio	46.97%	43.84%	38.99%	33.36%	32.93%	32.51%
Net Operating Income	\$116,765	\$142,608	\$182,819	\$226,758	\$236,789	\$247,256



LOCATION INFORMATION

EAGLE SELF STORAGE

3402 E 7th St, Joplin, MO 64801
53,780 NRSF | Self Storage Facility

AERIAL VIEW



NORTH POINT SHOPPING MALL
Michael's
NATURAL GROCERS
ROSS
Party City
PET SMART
Aaron's
DOLLAR TREE
Ashley HOMESTORE

SUBWAY
Target
STARBUCKS COFFEE

Michael's
KIRKLAND'S
Buckle
Curlington

KOHL'S

Battery Outfitters

NORTHPARK MALL
Chick-fil-A
T.J. MAXX
Dunham's
LENSCRAFTERS
AMERICAN EAGLE OUTFITTERS
JC Penney
H&M
Firestone COMPLETE AUTO CARE
ULTRA
JOANN
Logan's ROADHOUSE
HIBBETT SPORTS
ZALES

E 7TH ST
2,096 VPD

CAR-MART OF JOPLIN

EXPANSION AREA

EXPANSION AREA



AERIAL VIEW



APOSTOLIC REVIVAL CHURCH

24 ELITE GYMS NORTH PARK

FEMME SALA HAIR SALON

CAR-MART OF JOPLIN

SUPERIOR RENTS EQUIPMENT RENTAL

MASON-WOODARD CREMATORY

GAMECO JOPLIN

TERRACE GREEN JOPLIN

Casey's

F&L TRUCK TRAILER & EQUIPMENT

 E 7TH ST
2,096 VPD

PITBULL POWERSPORTS

EXPANSION AREA

EXPANSION AREA



AERIAL VIEW



NORTH PARK MALL
BEST BUY **Logan's ROADHOUSE** **DQ**
TJ-maxx **verizon**
Doritos **ULTA** **JOANN**
Chick-fil-A **JCPenney**
Firestone
 COMPLETE AUTO CARE

NORTH POINT MALL
ROSS **BIG LOTS!**
 DRESS FOR LESS
Ashley **Aaron's**
 HOMESTORE
PETSMART **NATURAL GROCERS** **ARVEST**

MISSOURI SOUTHERN STATE UNIVERSITY

KOHL'S **CHIPOTLE**
KIRKLAND'S **TARGET**
Michaels **MATTRESS FIRM**
Durlington **MEN'S WEARHOUSE!**
crumbl **cookies** **STARBUCKS**

TRANSPORT DISTRIBUTION COMPANY

TERRACE GREEN JOPLIN

FED EX FREIGHT

FOUR STATE CHRISTIAN SCHOOL

HERITAGE TRACTOR

SUBJECT PROPERTY

CAR MART OF JOPLIN

O'Reilly **chili's**
 AUTO PARTS

HOBBY LOBBY **OLLIE'S OUTLET**
 Bargain **GOOD STUFF CHEAP**

LONGHORN STEAKHOUSE

Walmart **BUFFALO WILD WINGS** **ALDI**
Academy **FIVE GUYS**
 SPORTS+OUTDOORS

THE HOME DEPOT **planet fitness**

ihop **Chick-fil-A**

CONTRACT FREIGHTERS, INC (CFI)

LOWE'S

golden corral
 Buffet & Grill

JASPER PRODUCTS

Sutherlands

GENERAL MILLS

REFRESCO

WEST ROCK

Quality **LAQUINTA** **Denny's**
Holiday Inn **Days Inn** **Food 4 Less**
BW Best Western

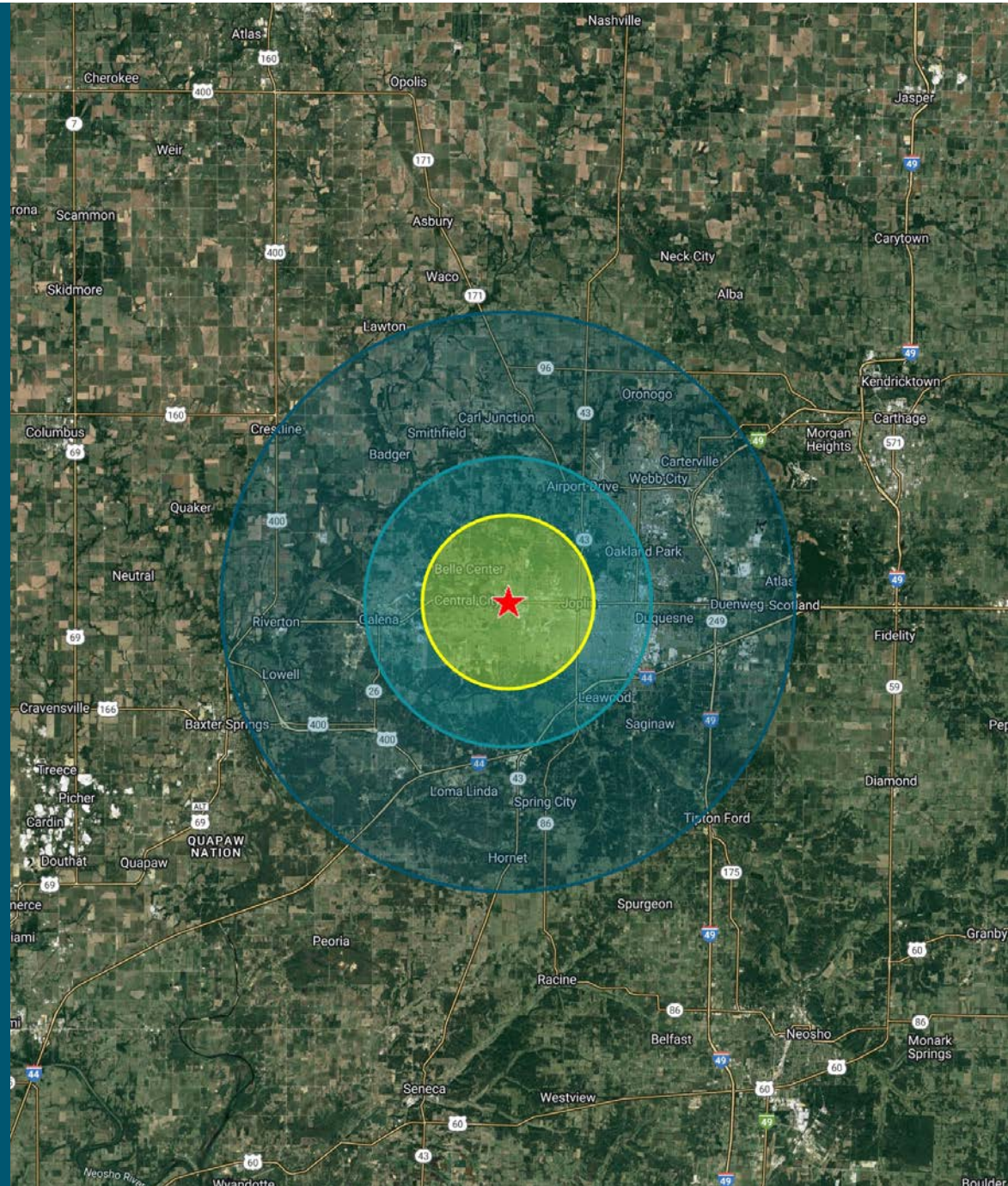
FREEMAN HOSPITAL EAST

Sams CLUB **Cheddar's** **FIRST WATCH**
Olive Garden **Chick-fil-A**
Hampton Inn & Suites **TEXAS-OUTBACK**



DEMOGRAPHIC ANALYSIS

	3 MILES	5 MILES	10 MILES
POPULATION & INCOME			
Total Population (2024)	25,959	62,896	114,814
Population Growth (2024-2029)	0.40%	0.39%	0.42%
Average HH Income (2024)	\$67,319	\$70,620	\$77,023
Median Age	37	37.4	37.8
HOUSEHOLDS			
Total Households (2024)	10,674	26,260	46,146
Household Size	2.36	2.34	2.44
Median House Value (2024)	\$162,576	\$171,177	\$182,101



MEET THE TEAM

STRATEGIC PLANNING, ADVISORY, ACQUISITION & DISPOSITION

Our firm is a fully integrated shop, delivering expertise in investment sales, leasing, insurance, property and project management making Franklin Street the premier one-stop shop for self storage services in the southeast. Our integration allows us to create a truly unique experience for both new and established buyers.

MEET OUR SELF STORAGE SALES TEAM

Our team is dedicated to being true experts in the field and achieving exceptional results, one property at a time, for one client at a time. With combined volume history in self-storage investment sales of \$250M Frank DeSalvo and David Perllleshi lead a well-established team of dedicated professionals committed to the success of their clients.



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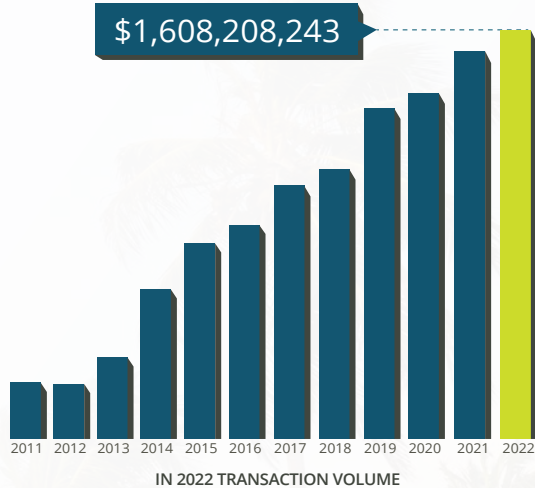
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OUR MISSION

Franklin Street and our family of full-service companies are committed to providing supreme advisory services through the collaboration of each member of our team of Real Estate professionals. We deliver precise and accurate information to our clients by embracing technology and the development and recruitment of top-level employees.

Nationwide, we are helping clients make the most successful decisions in Capital Advisory, Investment Sales, Insurance Services, Landlord Representation, Tenant Representation, Project Management, and Property and Facilities Management. Our southeast based firm is maximizing client success through our collaborative platform—an industry leader, creating tailored solutions for your Commercial Real Estate needs.

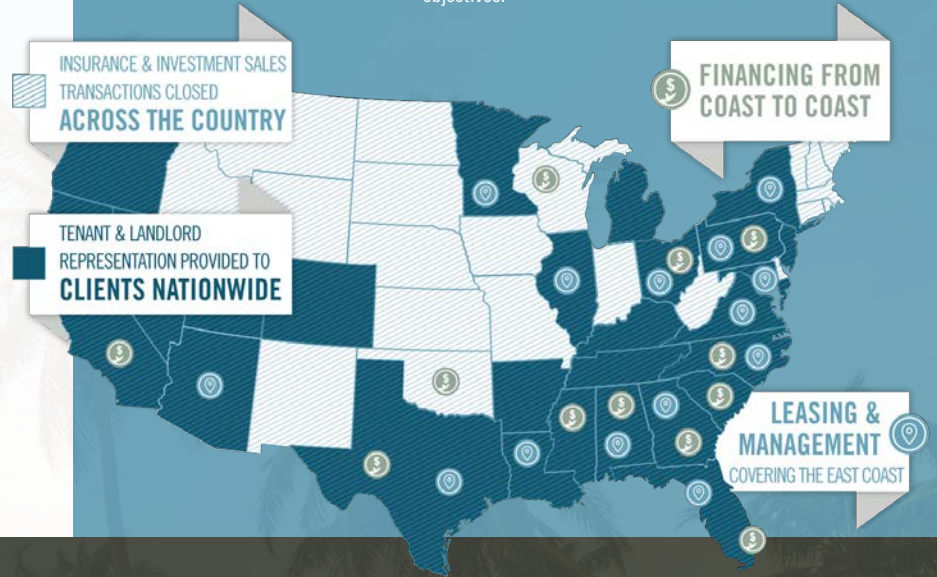


Our growth is based off of the successes we experience with our clients and we are proud to achieve year over year growth since 2006.



ANDREW WRIGHT
FOUNDER &
CHAIRMAN OF THE BOARD

“ Since founding Franklin Street in 2006, our family of real estate services have continually surpassed the goals and expectations set within our own firm, as well as those set by our diverse portfolio of clients. As one of the fastest-growing full-service commercial real estate firms in the nation, we work to have offices in the top metropolitan markets with the best professionals performing across all lines of business. Our success comes from our clients’ successes. It has been my personal goal to instill a “client-first” philosophy that resonates throughout our entire organization. This philosophy, coupled with our core values — Collaboration, Integrity, Hard Work, Accountability & Innovation — is what makes Franklin Street the top choice for our clients’ financial and real estate objectives.”



CONTACT US

OUR LOCATIONS

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1000 South Pine Island Rd.
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904.271.4120
50 North Laura St.
Suite 1750
Jacksonville, FL 33202

ORLANDO

407.458.5400
20 N Orange Ave
Suite 610
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MIAMI

305.363.4750
290 NW 165th St.
Miami, FL 33169

NASHVILLE

615.208.4786
1033 Demonbreun St.
Suite 300
Nashville, TN 37203

CHARLOTTE

704.593.6401
6047 Tyvola Glen Cir.
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EAGLE SELF STORAGE

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