



---

Commercial \* Farm Land \* Income Property \* Residential \* Development \* Ranches \* Mountain Resorts

---

## *FAIRGROUNDS SELF STORAGE*



### **LOCATION, LOCATION, LOCATION!!!**

Don't miss this rare opportunity to acquire a premium real estate income producing property bordering the newly revitalized Liberty Park in Memphis!!! This prime property is uniquely positioned to benefit from the ½ Billion Dollars in construction/improvements that are currently underway at Liberty Park, making it a highly desirable location for investors, developers, and visionaries.

Ideally situated for increased demand and high visibility. Also bordering the Liberty Bowl, Kroc Center, Tiger Lane, 227,000 sqft Memphis Sports Complex, the Children's Museum, an 18-acre private development featuring 400 apartments, 90,000 sqft of family entertainment venues, 100,000 sqft of commercial office space, 100,000 sqft of retail and dining, along with two high end hotels with a professional soccer stadium is in the works.

The Fairgrounds Self-Storage Facility currently contains 34,132 Sqft of net rentable area with 302 units located on a 1.72+ acre site at 2472 Southern Ave in Memphis, Tennessee. Owner has recently spent \$300,000+/- on renovations and expansion. The facility features 100% non-climate-controlled units. There are 10 uncovered RV spaces.

What makes this property so special is its location, since it is almost completely surrounded by a massive development (Liberty Park) from the City and State as well as some partnership with high-end private developers. Currently they are spending close to ½ Billion Dollars in sports arenas, hotels, apartment complexes, football stadium renovation, and the list goes on. See supporting documentation for further details.

Great income with plenty of upside to increase occupancy for a much higher return on investment. You simply can't go wrong with everything coming online as we speak!!!



<b>Property Name</b>	Fairgrounds Self Storage
<b>Property Type</b>	Industrial - Self-Storage / Mini-Storage
<b>Address</b>	Facility 2472 Southem Ave
<b>City</b>	Memphis
<b>State</b>	Tennessee
<b>Zip Code</b>	38111
<b>County</b>	Shelby
<b>Core Based Statistical Area (CBSA) Market</b>	Memphis, TN-MS-AR
<b>Submarket</b>	Memphis
<b>Longitude</b>	-89.979486
<b>Latitude</b>	35.116088
<b>Number Of Parcels</b>	One
<b>Assessor Parcel</b>	02906900010
<b>Topography</b>	Level at street grade Triangular
<b>Shape</b>	Good
<b>Access</b>	Good
<b>Exposure</b>	Employment District (EMP) Zone X Moderate Risk
<b>Number Of Units</b>	302
<b>Number of RV Spaces</b>	10 (Uncovered)
<b>Average Unit Size</b>	117 SF
<b>Net Rentable Area SF (NRA)</b>	34,157+ /- SF
<b>Number Of Buildings</b>	8
<b>Number Of Stories</b>	1
<b>Year Built</b>	1985+ /- but Rehabbed in 2023
<b>Type of Construction Office</b>	Steel
<b>Parking Spaces</b>	8
<b>Land Area</b>	1.72 Acres
<b>Manager's Office</b>	500+ /- Sqft

## ASSET OVERVIEW

### **GENERAL INFORMATION**

Facility Name	Fairgrounds Self Storage
Address	2472 Southern Ave. Memphis TN
Parcel Number	029-069-0010
Parcel Size	1.72 +/- Acres
Topography	Level

### **SITE/UNIT INFORMATION**

Number of Units	302
Number of RV/Parking Spaces	10
Number of Office Parking Spaces	8
Number of Buildings	6
Number of Stories	1
Net Rentable (SqFt)	34,132
Office Space (SqFt)	500+/-
Year Built	1985 But Renovated in 2023
Construction	Steel/Concrete
Foundation	Concrete
Exterior Walls	Metal/concrete
Roof	Metal
Security Gate/Keypad	Yes
Electrical	New
Video	New Security System
On-Site Manager	Yes
Perimeter Fencing	Chain Link
Driveways	Paved

## Investment Highlights

Significant room to Increase Occupancy & Income Immediately as well as raise rates

Multiple New Large Scale Apartment Complexes being built bordering Subject Property

Ability to push rental rates

Liberty Park under construction. Half a Billion dollars currently being spent on new development Of Liberty Park (See Supporting Documents)

Entire area is surrounded by major new growth.

**LOCATION, LOCATION, LOCATION!!!**

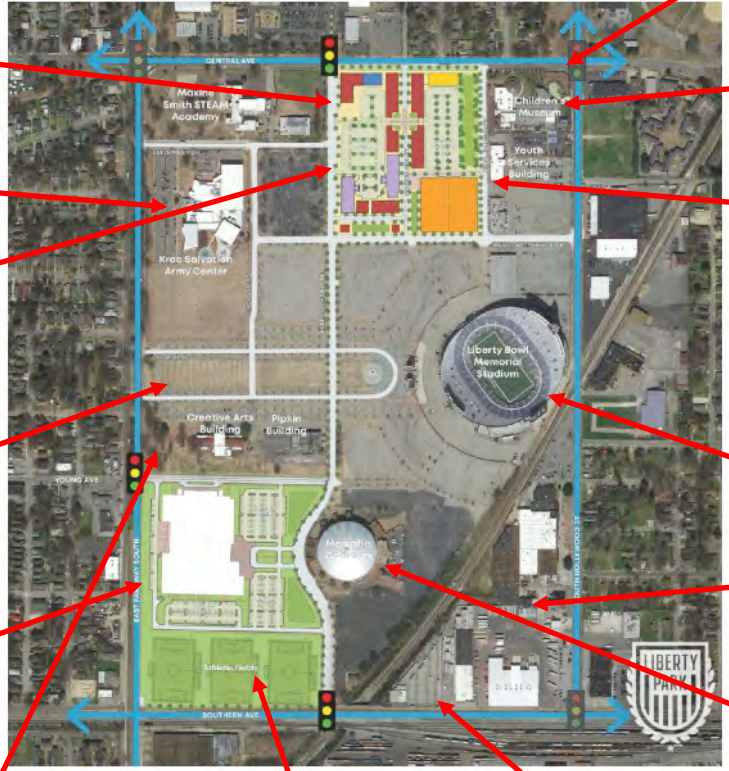


MASSIVE DEVELOPMENT OCCURRING



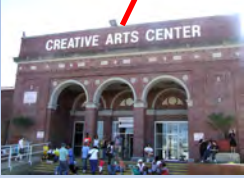


# Liberty Park Development



City Owned

Fairgrounds S.S.  
(SUBJECT PROPERTY)

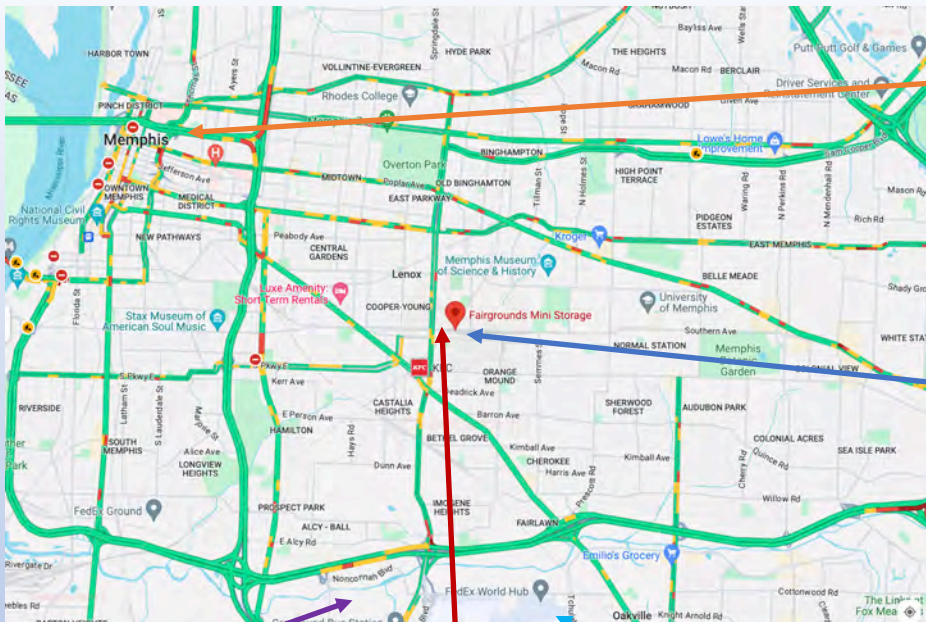


Liberty Bowl  
Development Area

Fairgrounds Self Storage



Google Earth



Downtown Memphis

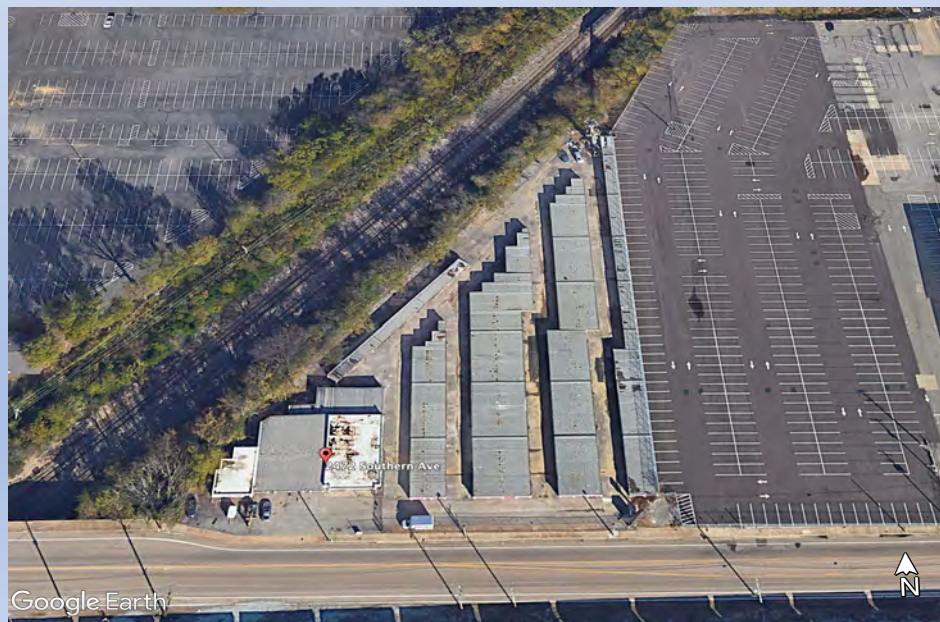
Centrally Located

Fairgrounds Self Storage

Elvis's Graceland

FedEx World  
Headquarters Hub

Liberty Park





# \$220 Million Football Stadium Renovation

## New Soccer Stadium



**CITY NOW NEXT**  
MEMPHIS TN

**D** = Featured Development  
Memphis 901 FC Stadium

**FAIRGROUNDS SELF STORAGE**





## LIBERTY PARK

The City of Memphis is proud to announce the evolution of the historic Fairgrounds property, a collection of cultural, education, entertainment and recreation institutions, into an expanded and unified campus vision now to be known as **LIBERTY PARK**.

Liberty Park represents iconic destinations including the Liberty Bowl and Tiger Lane, the Children’s Museum of Memphis, and the Kroc Center, and it will grow to include a mixed-use, public-private development and huge sports and events center, a projected \$220 million transformation with phased openings that began in 2022. A complete list of campus elements may be found on [LIBERTYPARKMEMPHIS.COM](https://libertyparkmemphis.com), a new platform to aggregate and share the dynamic offerings of the area.

The December 2023 Grand opening of the \$57 million Memphis Sports and Events Center (MSEC) is touted as the centerpiece of Liberty Park. This enormous facility is 227,000 square-feet in size encompassing almost 6 acres of building that is adaptable for sports such as basketball, volleyball, wrestling, gymnastics, cheerleading and etc. The Center includes a cafe and concessions area as well as three outdoor turf fields. At 227,000 square feet, MSEC features 16 basketball courts that can be converted into 32 volleyball courts or be set up for an indoor track meet complete with a throwing circle for shot put. The facility can be configured to host almost anything.

### NEW PRIVATE DEVELOPMENT

The 18-acre private development within Liberty Park will include a public plaza, 90,000 square feet of family entertainment venues, 90,000 square feet of commercial office space, 100,000 square feet of retail and dining, 2 hotels comprising 200 total rooms each, and 200-300 apartments.

Construction of the multifamily and mixed-use commercial part of the project will begin in late 2024 and be completed in the last quarter of 2026. Hotel construction is scheduled to begin in 2024 and be complete in early 2026.

Just next to the MSEC is the newly finished walking Park that features a half-mile walking trail and 10 pieces of interactive cardio equipment.

## **MIXED-USE DEVELOPMENT**

“Our future dynamic mixed-use development is the heart of Liberty Park’s activation,” said Memphis’s Mayor Paul Young. “Visiting families of the Sports & Events Center can stay, eat, and explore the grounds, while locals can embrace yet another destination for dining and shopping and is a great example of a public-private partnership,” Young continued. “We’re able to capitalize on state tax benefits through our TDZ designation, which we can then use to finance bonds and, as a result, create an attractive investment for our private developers.” The Tennessee State Funding Board approved in May an issuance of \$75 million in TDZ bonds for the City of Memphis to directly fund the \$126 million Liberty Park. When combined with private development phases, Liberty Park’s overall investment tops \$220 million.

Capstone Development and M&M Enterprises received a 15-year payment-in-lieu-of-taxes for the first phase of private development at [Liberty Park](#), which includes 200 apartment units and a new hotel.

The \$75.4 million mixed-use development, located at Central Avenue and Early Maxwell Boulevard, would feature a 200-key, full-service hotel and 12,000 square feet of commercial space for amenity and retail space.

The Austin-based Company, “High-5” with its best-in-class arcade and entertainment is the company’s third location and plans to build a 65,000-square foot development. It will feature a two-story, 40,000-square-foot indoor space and a 25,000-square-foot outdoor miniature golf course.

High 5 at Liberty Park will include a signature bowling experience with certified lanes for both recreational and league use. A state-of-the-art laser tag arena, golf simulators, ropes courses, escape rooms, and axe throwing is planned to be offered in addition to virtual reality and a video game arcade. The destination will include a full-service restaurant and bars as well as an exclusive second story area for private bowling and meeting events

“A visiting family can check into their hotel, tour the Children’s Museum and grab a bite to eat all within walking distance before their sports tournament even begins,” said Memphis’s Mayor. “The plans for Liberty Park will serve to enhance the sports, entertainment and family friendly offerings available to visitors of the Memphis destination,” said Kevin Kane, President & CEO of Memphis Tourism. “Developing Liberty Park into a vibrant campus with year-round activity will benefit both residents and out of town visitors who bring valuable tourism dollars to our city, be it for an event at Liberty Bowl Memorial Stadium or at our newly constructed first in class youth sports complex.”

## **THE CAMPUS EXPERIENCE**

Public access and wayfinding between venues of Liberty Park is a project priority. New sidewalks, pop-up parks, trees and dramatically enhanced landscaping by Blair Parker Design will tie the campus together as one cohesive destination from Southern to Central and Parkway to Hollywood. Plans include three signature campus entrances: Central Avenue at Early Maxwell Boulevard, Southern Avenue at Early Maxwell, and Young Avenue at East Parkway Boulevard.

“We see these new gathering spaces and greenspaces as a compliment to the captivating draw of Tiger Lane and the Liberty Bowl, providing a reason to explore and enjoy 365 days a year,” said Mary Claire Borys, HCD Manager of Strategic Initiatives for the City of Memphis.

“Considering the volume of visitors due to youth sports events and conferences, we anticipate Liberty Park could be many families’ first stop in town,” continued Borys. “We want to proactively give them a uniquely ‘Memphis’ welcome.”

## **WALKING DISTANCE**

The amenities and architecture of the space are one thing, but to be walking distance from activities like the Children’s Museum of Memphis or High 5’s future miniature golf course — and to be just blocks from (the) Overton Square and Cooper-Young districts — makes Liberty Park a prime destination for competing youth and their families.

## **PHASE ONE - Completed**

The MSEC — which is set to make Memphis [a major player in the growing youth sports sector](#) — is the first phase of a larger development for Liberty Park which had its grand opening in December 2023.

## **PHASE TWO - In construction**

The District at Liberty Park — the second phase of the \$126 million, public-private redevelopment of the old Mid-South Fairgrounds — is slated to include two hotels; 90,000 square feet of entertainment space; 100,000 square feet of retail and dining; 90,000 square feet of office space; and 200 apartments with the opportunity to expand to 400. The names of the hotels are still being worked out, but are expected to be major brands.

The first phase is to cost over \$75 million in total, with \$42.7 million going toward the multifamily sections and \$32.7 million going toward the hotel portion. Restaurants and fast-casual dining set for this phase are to be determined as the development progresses forward.

Construction on the hotel is projected to begin in Q3 2024 and be complete in Q1 2026, while the mixed-use commercial portion could start construction in Q4 2024 and finish in Q4 2026.

“We believe this is a game changer to bring not only local sports programming but also regional and national competitions,” said Mary Claire Borys, the City of Memphis administrator who has guided progress of the massive project for years.

“Beyond our food and beverage operation,” Perez told this reporter, “We’ll soon open amenities such as a kids entertainment zone, sports performance area, an E-sports videogame studio, so all these things that kind of make this facility of to a different level,” Perez said.

## New Soccer Venue

### IN PLANNING

Memphis 901 FC and the City of Memphis announced that it plans to construct a new 10,000-person, soccer specific stadium within Liberty Park. The proposed stadium will feature 7500 fixed seats, plus suites, clubs and large covered gathering spaces for viewing parties and special events.

“When we launched our football club in 2019, we had two dreams. The first was to compete at the highest level and win a USL Championship. Today, we are proud to be in the playoffs for our second consecutive season, this time as the second seed,” said Tim Howard, Sporting Director of 901 FC. “The second goal was to build a proper soccer stadium with a world class pitch for our club that rivals that of Louisville or any of the great new venues being built in the United States and Europe for soccer. Today we move closer to that dream.”

### \$220 MILLION LIBERTY STADIUM RENOVATION

Memphis Athletics has announced updated plans and timelines for the transformative renovation of Simmons Bank Liberty Stadium, which will help propel the stadium and Memphis Football into the forefront of the college football landscape. Work is set to begin in May with completion anticipated prior to the start of the 2026 Memphis Football season.

The City of Memphis and University of Memphis have consummated a deal that will fund renovations of Simmons Bank Liberty Stadium. The City Council will allocate \$120 million to the renovations, Fedex founder and Chairman will donate \$50 million and the University it would also get \$50 million through fundraisers, giving a total of \$220 million it wants to completely renovate the stadium.

“The elements of this renovation represent a game-changing opportunity for our fans, our football program and our athletic department,” University of Memphis Vice President and Director of Intercollegiate Athletics **Laird Veatch** said.

"There has never been a better time to invest in Memphis Athletics, and we are confident the response will continue as people see how this renovation will set up all of Memphis for future success. From on-field winning, to facility improvements, to academic success, to community engagement, there is no doubt we are better positioned than perhaps we have ever been."

Memphis Athletics, alongside the University's Auxiliary Services Foundation, is committing to a \$220 million investment and approaching the renovation in phases, allowing work to begin immediately while securing the necessary funding for subsequent phases. Initially, Memphis is moving forward with the first two phases at an estimated cost of \$195 million. Memphis and firms Populous, Barton Malow and MFA, in addition to local partners brg3s, Grinder Taber Grinder and Allworld, are designing the project to the full three-phase cost of \$220 million.

Currently the Memphis Tigers and the USFL Showboats play at the stadium along with the yearly Liberty Bowl game. The new design and renovations is going to bring tremendous dollars to the area.

# Fairgrounds Self Storage

## Recent Major Capital Improvement Projects

<u>Year</u>	<u>Amount</u>
2024	\$7,425.00
2023	\$101,339.84
2022	\$118,869.58
2021	\$45,291.48
<b>Total</b>	<b>\$272,925.09</b>











# 2021 Master Occupancy Report - Fairgrounds SS: Jan 2021 - Dec 2021

	21-Jan	21-Feb	21-Mar	21-Apr	21-May	21-Jun	21-Jul	21-Aug	21-Sep	21-Oct	21-Nov	Dec-21
<b>Rental Activity</b>												
Rented 1st of Month	241	245	248	259	270	268	271	269	269	272	267	268
Rented During Month	9	9	24	22	12	15	9	18	16	11	12	9
Vacated During Month	5	6	13	11	14	12	11	18	13	17	11	19
Transferred During Month	0	1	4	0	1	1	1	4	7	4	2	3
NET CHANGE	4	3	11	11	-2	3	-2	0	3	-6	1	-10
Rented at Month End	245	248	259	270	268	271	269	269	272	267	268	258
Total Units Avail	296	296	296	296	296	296	296	296	296	296	296	296
Sq Ft. Available	33,507	33,507	33,507	33,657	33,657	33,657	33,657	33,657	33,657	33,657	33,657	33,657
Sq Ft. Rented	28,357	28,782	30,157	30,457	30,532	31,532	31,407	31,732	31,782	31,157	30,900	30,025
Rent Per Sq Ft.	\$11.14	\$11.09	\$11.09	\$14.16	\$12.00	\$13.02	\$14.59	\$14.87	\$16.90	\$16.84	\$16.57	\$16.85
Achieved Rent Sq Ft.	\$9.82	\$9.87	\$9.91	\$10.18	\$10.55	\$10.72	\$10.99	\$11.03	\$11.01	\$11.64	\$12.11	\$12.24
Average Rent	\$94.75	\$95.47	\$96.17	\$95.73	\$100.20	\$103.97	\$106.91	\$108.39	\$107.24	\$113.17	\$116.31	\$118.69
<b>Occupancy Breakdown</b>												
% Rented - Unit	83%	84%	88%	91%	91%	92%	91%	91%	92%	90%	91%	87%
% Rented - Sq Ft.	85%	86%	90%	90%	91%	94%	93%	94%	94%	93%	92%	89%
% Rented - Economic	75%	76%	80%	65%	80%	77%	70%	70%	62%	64%	67%	65%
% Rented - Unit NCC	83%	84%	88%	91%	91%	92%	91%	91%	92%	90%	91%	87%
% Rented - Unit CC	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
% Rented - Parking	33%	33%	44%	100%	89%	89%	78%	78%	56%	56%	56%	44%
<b>Cash Flow Influencers</b>												
Prepaid Rent	\$2,066	\$1,429	\$1,473	\$1,718	\$2,828	\$1,881	\$2,485	\$2,521	\$1,688	\$1,944	\$2,184	\$2,232
Prepaid Rent as % of Expected Inc	8.9%	6.0%	5.9%	6.6%	10.5%	6.7%	8.6%	8.6%	5.8%	6.4%	7.0%	7.3%
# of Delinquent Accts	39	50	41	39	44	47	43	56	50	58	64	59
# Delinquent Accts > 90 Days	4	8	4	4	5	1	1	4	3	3	2	6
Rent A/R	\$6,761	\$10,164	\$7,952	\$8,444	\$6,618	\$6,398	\$5,454	\$8,138	\$8,322	\$8,732	\$11,101	\$11,417
Rent A/R as % of Expected Inc	29.1%	42.9%	31.9%	32.7%	24.6%	22.7%	19.0%	27.9%	28.5%	28.9%	35.6%	37.3%
Waived Rent/Other	\$0	\$40	\$84	\$21	\$247	\$35	\$128	\$31	\$167	\$58	\$89	\$517
<b>Other Important Information</b>												
% of New Units w/Insurance	88.9%	100.0%	91.7%	77.3%	91.7%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
% of All Units w/Insurance	87.8%	88.3%	88.4%	86.7%	88.1%	88.2%	90.7%	91.1%	91.5%	91.8%	92.2%	92.2%
% of Customers on Autopay	19.6%	19.8%	19.3%	20.4%	19.8%	19.2%	20.1%	20.4%	21.7%	22.8%	23.1%	23.3%

## 2022 Master Occupancy Report - Fairgrounds: Jan 2022 - Dec 2022

	22-Jan	22-Feb	22-Mar	22-Apr	22-May	22-Jun	22-Jul	22-Aug	22-Sep	22-Oct	22-Nov	Dec-22
<b>Rental Activity</b>												
Rented 1st of Month	258	254	251	253	244	248	245	242	236	231	229	228
Rented During Month	4	8	16	11	12	9	7	7	10	14	15	14
Vacated During Month	8	11	14	20	8	12	10	13	15	16	16	8
Transferred During Month	0	0	2	3	2	1	1	2	0	0	1	4
NET CHANGE	-4	-3	2	-9	4	-3	-3	-6	-5	-2	-1	6
Rented at Month End	254	251	253	244	248	245	242	236	231	229	228	234
Total Units Avail	296	295	295	308	309	309	309	309	309	300	300	299
Sq Ft. Available	33,657	33,507	33,507	33,507	33,557	33,557	33,557	33,557	33,557	34,057	34,057	34,032
Sq Ft. Rented	29,732	29,357	29,307	28,307	29,157	29,232	28,182	26,757	26,757	26,982	27,457	27,907
Rent Per Sq Ft.	\$19.59	\$19.73	\$18.90	\$20.20	\$20.36	\$18.61	\$17.44	\$15.46	\$14.55	\$13.95	\$13.51	\$13.25
Achieved Rent Sq Ft.	\$12.32	\$12.41	\$12.90	\$13.22	\$13.54	\$13.52	\$13.51	\$13.55	\$13.39	\$12.91	\$12.48	\$12.56
Average Rent	\$120.15	\$120.98	\$124.51	\$127.83	\$132.66	\$134.46	\$131.11	\$127.98	\$129.23	\$126.80	\$125.27	\$124.81
<b>Occupancy Breakdown</b>												
% Rented - Unit	86%	85%	86%	79%	80%	79%	78%	76%	75%	76%	76%	78%
% Rented - Sq Ft.	88%	88%	87%	84%	87%	87%	84%	80%	80%	79%	81%	82%
% Rented - Economic	56%	55%	60%	55%	58%	63%	65%	70%	73%	73%	74%	78%
% Rented - Unit NCC	86%	85%	86%	79%	80%	79%	78%	76%	75%	76%	76%	78%
% Rented - Unit CC	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
% Rented - Parking	44%	56%	56%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Cash Flow Influencers</b>												
Prepaid Rent	\$2,829	\$2,590	\$2,491	\$1,898	\$1,334	\$1,687	\$1,618	\$1,140	\$2,279	\$2,246	\$2,083	\$1,678
Prepaid Rent as % of Expected Inc	9.3%	8.5%	7.9%	6.1%	4.1%	5.1%	5.1%	3.8%	7.6%	7.7%	7.3%	5.7%
# of Delinquent Accts	64	73	61	59	57	67	67	66	56	57	55	44
# Delinquent Accts > 90 Days	11	13	14	6	7	8	7	3	6	4	0	1
Rent A/R	\$13,957	\$16,483	\$15,291	\$13,624	\$16,091	\$17,497	\$16,608	\$11,686	\$12,611	\$10,848	\$8,467	\$7,799
Rent A/R as % of Expected Inc	45.7%	54.3%	48.5%	43.7%	48.9%	53.1%	52.3%	38.7%	42.2%	37.4%	29.6%	26.7%
Waived Rent/Other	\$216	\$618	\$23	\$527	\$132	\$37	\$0	\$1,340	\$402	\$354	\$21	\$62
<b>Other Important Information</b>												
% of All Units w/Insurance	92.1%	92.0%	93.3%	94.3%	94.4%	92.7%	93.4%	92.8%	93.1%	93.4%	93.9%	93.6%
% Units w/Proof of Insurance	6.3%	6.0%	5.9%	6.1%	6.0%	7.3%	7.0%	7.2%	7.4%	7.4%	7.0%	7.3%
% of Customers on Autopay	23.2%	24.7%	24.9%	24.2%	25.4%	25.3%	25.6%	26.3%	27.3%	27.1%	27.2%	25.2%

## 2023 Master Occupancy Report - Fairgrounds SS: Jan 2023 - Dec 2023

	23-Jan	23-Feb	23-Mar	23-Apr	23-May	23-Jun	23-Jul	23-Aug	23-Sep	23-Oct	23-Nov	23-Dec
<b>Rental Activity</b>												
Rented 1st of Month	234	236	246	237	236	252	249	244	234	234	233	216
Rented During Month	22	16	10	8	25	13	7	10	12	14	11	9
Vacated During Month	21	6	20	9	9	16	12	20	12	15	28	15
Transferred During Month	2	1	1	0	1	2	0	1	1	0	0	0
NET CHANGE	1	10	-10	-1	16	-3	-5	-10	0	-1	-17	-6
Rented at Month End	236	246	237	236	252	249	244	234	234	233	216	210
Total Units Avail	299	299	300	300	301	301	301	301	301	301	301	301
Sq Ft. Available	34,032	34,032	34,082	34,082	34,132	34,132	34,132	34,132	34,132	34,132	34,132	34,132
Sq Ft. Rented	27,582	29,432	28,307	28,207	29,807	29,357	28,507	27,482	27,432	26,857	26,057	25,382
Rent Per Sq Ft.	\$13.40	\$13.72	\$13.85	\$14.00	\$14.70	\$15.37	\$15.55	\$15.21	\$14.89	\$14.00	\$12.64	\$11.37
Achieved Rent Sq Ft.	\$12.82	\$12.91	\$13.09	\$13.43	\$13.75	\$13.88	\$13.95	\$13.98	\$13.99	\$14.17	\$13.91	\$13.73
Average Rent	\$124.86	\$128.69	\$130.26	\$133.77	\$135.50	\$136.35	\$135.83	\$136.78	\$136.66	\$136.15	\$139.85	\$138.33
<b>Occupancy Breakdown</b>												
% Rented - Unit	79%	82%	79%	79%	84%	83%	81%	78%	78%	77%	72%	70%
% Rented - Sq Ft.	81%	86%	83%	83%	87%	86%	84%	81%	80%	79%	76%	74%
% Rented - Economic	78%	81%	78%	79%	82%	78%	75%	74%	76%	80%	84%	90%
% Rented - Unit NCC	79%	82%	79%	79%	84%	83%	81%	78%	78%	77%	72%	70%
% Rented - Unit CC	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
% Rented - Parking	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Cash Flow Influencers</b>												
Prepaid Rent	\$1,670	\$2,274	\$1,813	\$1,919	\$2,075	\$2,089	\$1,673	\$2,074	\$1,506	\$1,535	\$2,133	\$2,552
Prepaid Rent as % of Expected Inc	5.7%	7.2%	5.9%	6.1%	6.1%	6.2%	5.0%	6.5%	4.7%	4.8%	7.1%	8.8%
# of Delinquent Accts	48	54	53	51	53	65	70	65	55	60	54	42
# Delinquent Accts > 90 Days	0	2	0	1	3	1	8	5	4	3	2	3
Rent A/R	\$7,914	\$8,261	\$8,448	\$10,190	\$10,135	\$11,754	\$16,124	\$14,289	\$12,824	\$11,937	\$11,554	\$10,562
Rent A/R as % of Expected Inc	26.9%	26.1%	27.4%	32.3%	29.7%	34.6%	48.7%	44.6%	40.1%	37.6%	38.2%	36.4%
Waived Rent/Other	\$250	\$211	\$0	\$0	\$82	\$98	\$371	\$266	\$8	\$90	\$35	\$0
<b>Other Important Information</b>												
% of New Units w/Insurance	90.9%	100.0%	100.0%	100.0%	100.0%	92.3%	100.0%	100.0%	91.7%	100.0%	100.0%	100.0%
% of All Units w/Insurance	92.8%	93.1%	93.7%	93.6%	94.0%	93.2%	93.0%	93.6%	92.7%	92.7%	92.6%	92.4%
% of Customers on Autopay	22.9%	22.0%	23.2%	22.9%	21.0%	20.5%	19.3%	18.4%	16.2%	15.9%	17.1%	17.6%

## 2024 Master Occupancy Report - Fairgrounds SS: Jan 2024 - April 2024

	Jan-2024	Feb-2024	Mar-2024	Apr-2024
<b>Rental Activity</b>				
Rented 1st of Month	210	202	200	213
Rented During Month	5	10	20	4
Vacated During Month	13	12	7	5
Transferred During Month	1	0	4	0
NET CHANGE	-8	-2	13	-1
Rented at Month End	202	200	213	212
Total Units Avail	301	301	302	302
Sq Ft. Available	34,132	34,132	34,132	34,157
Sq Ft. Rented	24,282	24,532	25,532	25,032
Rent Per Sq Ft.	\$10.51	\$9.81	\$9.20	\$9.18
Achieved Rent Sq Ft.	\$13.66	\$13.21	\$12.80	\$12.89
Average Rent	\$136.82	\$135.01	\$127.87	\$126.88
<b>Occupancy Breakdown</b>				
% Rented - Unit	67%	66%	71%	70%
% Rented - Sq Ft.	71%	72%	75%	73%
% Rented - Economic	92%	97%	104%	103%
% Rented - Unit NCC	67%	66%	71%	70%
% Rented - Unit CC	0%	0%	0%	0%
% Rented - Parking	0%	0%	0%	0%
<b>Cash Flow Influencers</b>				
Prepaid Rent	\$1,699	\$2,269	\$2,994	\$2,944
Prepaid Rent as % of Expected Inc	6.1%	8.4%	11.0%	10.9%
# of Delinquent Accts	37	31	40	32
# Delinquent Accts > 90 Days	1	1	2	1
Rent A/R	\$8,078	\$6,730	\$7,969	\$6,194
Rent A/R as % of Expected Inc	29.2%	24.9%	29.3%	23.0%
Waived Rent/Other	\$2	\$62	\$123	\$0
<b>Other Important Information</b>				
% of All Units w/Insurance	91.6%	92.5%	93.0%	92.9%
% Units w/Proof of Insurance	9.9%	9.0%	8.5%	8.5%
% of Customers on Autopay	18.8%	19.0%	20.2%	21.2%

# Unit Details: January 2021 - December 2021

												UNITS OCCUPIED												
	So Ft	Price	Web Price	Avail Online	Avail	Vac	Occ	Achieved RPSE	% Occ	Avail SoFt	Occ SoFt	21-Jan	21-Feb	1-Mar	21-Apr	21-May	21-Jun	21-Jul	21-Aug	21-Sep	21-Oct	21-Nov	21-Dec	
<b>Small</b>																								
5x5 Inside Non-Climate	25	\$69.00	\$64.00	1	12	1	11	\$28.15	92%	300	275	11	12	12	12	12	12	11	9	10	11	11	11	
5x5 Outside Non-Climate	25	\$62.00	\$57.00	1	5	1	4	\$28.56	80%	125	100	4	4	3	5	4	4	4	5	4	4	5	4	
4x8 Outside Non-Climate	32	\$82.00	\$77.00	1	1	1	0	\$0.00	0%	32	0	1	1	1	1	1	1	1	1	1	1	1	0	0
5x10 Inside Non-Climate	50	\$102.00	\$97.00	5	64	9	55	\$19.68	86%	3,200	2,750	57	55	57	58	58	55	55	56	57	54	57	55	
5x10 Outside Non-Climate	50	\$97.00	\$92.00	2	13	2	11	\$21.40	85%	650	550	11	10	11	11	11	12	13	11	13	13	13	11	
Small Subtotal				10	95	14	81		85%	4,307	3,675	84	82	84	87	86	84	84	82	85	83	86	81	
<b>Medium</b>																								
10x10 Inside Non-Climate	100	\$159.00	\$154.00	0	6	0	6	\$13.96	100%	600	600	6	6	6	6	6	6	6	6	6	6	6	6	
10x10 Outside Non-Climate	100	\$139.00	\$134.00	3	84	10	74	\$13.41	88%	8,400	7,400	64	68	72	76	76	75	74	74	78	77	76	74	
10x15 Outside Non-Climate	150	\$237.00	\$232.00	1	42	2	40	\$11.15	95%	6,300	6,000	36	37	38	38	38	40	41	41	41	39	39	40	
Medium Subtotal				4	132	12	120		91%	15,300	14,000	106	111	116	120	120	121	121	121	125	122	121	120	
<b>Large</b>																								
10x20 Outside Non-Climate	200	\$242.00	\$237.00	2	39	4	35	\$9.80	90%	7,800	7,000	34	34	36	35	34	37	36	38	37	38	38	35	
10x25 Outside Non-Climate	250	\$262.00	\$257.00	0	1	0	1	\$12.58	100%	250	250	1	1	1	1	1	1	1	1	1	1	1	1	
10x30 Outside Non-Climate	300	\$274.00	\$269.00	1	19	3	16	\$8.32	84%	5,700	4,800	17	17	18	17	18	19	19	19	18	17	16	16	
10x30 Outside Non-Climate	300	\$224.00	\$219.00	0	1	0	1	\$6.96	100%	300	300	0	0	0	1	1	1	1	1	1	1	1	1	
Large Subtotal				3	60	7	53		88%	14,050	12,350	52	52	55	54	54	58	57	59	57	57	56	53	
<b>Parking</b>																								
Parking	0	\$59.00	\$53.00	5	9	5	4	\$0.00	44%	0	0	3	3	4	9	8	8	7	7	5	5	5	4	
Parking Subtotal				5	9	5	4		44%	0	0	3	3	4	9	8	8	7	7	5	5	5	4	
<b>Grand Total</b>				<b>22</b>	<b>296</b>	<b>38</b>	<b>258</b>		<b>87%</b>	<b>33,657</b>	<b>30,025</b>	<b>245</b>	<b>248</b>	<b>259</b>	<b>270</b>	<b>268</b>	<b>271</b>	<b>269</b>	<b>272</b>	<b>267</b>	<b>268</b>	<b>258</b>		

# Units Details: January 2022 - December 2022

						UNITS OCCUPIED											
	Unit SqFt	Price	Web Price	Total Unit #	Total SqFt	22-Jan	22-Feb	22-Mar	22-Apr	22-May	22-Jun	22-Jul	22-Aug	22-Sep	22-Oct	22-Nov	Dec-22
<b>Small</b>																	
5x5 Inside Non-Climate	25	\$34.00	\$29.00	19	475	10	11	11	11	9	10	10	11	11	12	11	12
5x5 Outside Non-Climate	25	\$44.00	\$37.00	5	125	4	4	4	4	4	4	4	4	4	4	4	3
4x8 Outside Non-Climate	32	\$102.00	\$92.00	1	32	1	1	1	1	1	1	1	1	1	1	1	1
5x10 Inside Non-Climate	50	\$79.00	\$74.00	68	3,400	52	48	48	49	54	50	51	52	48	45	46	47
5x10 Outside Non-Climate	50	\$82.00	\$74.00	13	650	11	12	12	13	13	12	12	10	11	10	7	9
Small Subtotal				106	4,682	78	76	76	78	81	77	78	78	75	72	69	72
<b>Medium</b>																	
10x10 Inside Non-Climate	100	\$154.00	\$139.00	6	600	6	6	6	6	6	6	6	6	6	6	6	6
10x10 Outside Non-Climate	100	\$129.00	\$123.00	84	8,400	74	72	76	76	73	73	73	72	67	65	65	69
10x15 Outside Non-Climate	150	\$164.00	\$159.00	41	6,150	39	40	39	37	38	38	38	37	38	38	38	38
Medium Subtotal				131	15,150	119	118	121	119	117	117	117	115	111	109	109	113
<b>Large</b>																	
10x20 Outside Non-Climate	200	\$177.00	\$172.00	39	7,800	35	34	34	30	31	31	30	30	31	34	34	32
10x25 Outside Non-Climate	250	\$199.00	\$194.00	1	250	1	1	1	1	1	1	1	0	0	0	0	0
10x30 Outside Non-Climate	300	\$229.00	\$224.00	19	5,700	16	16	15	15	17	18	15	12	13	13	15	16
10x30 Outside Non-Climate	300	\$224.00	\$219.00	1	300	1	1	1	1	1	1	1	1	1	1	1	1
Large Subtotal				60	14,050	53	52	51	47	50	51	47	43	45	48	50	49
<b>Parking</b>																	
Parking		\$59.00	\$53.00	0	0	4	5	5	0	0	0	0	0	0	0	0	0
Parking Subtotal				0	0	4	5	5	0	0	0	0	0	0	0	0	0
<b>Grand Total</b>				<b>297</b>	<b>33,882</b>	<b>254</b>	<b>251</b>	<b>253</b>	<b>244</b>	<b>248</b>	<b>245</b>	<b>242</b>	<b>236</b>	<b>231</b>	<b>229</b>	<b>228</b>	<b>234</b>



# Units Details: January 2023 - December 2023

						UNITS OCCUPIED											
	Unit Sq Ft	Price	Web Price	Total Unit #	Total SqFt	23-Jan	23-Feb	23-Mar	23-Apr	23-May	23-Jun	23-Jul	23-Aug	23-Sep	23-Oct	23-Nov	23-Dec
<b>Units Details:</b>																	
<b>January 2023 - January 2024</b>																	
5x5 Inside Non-Climate	25	\$32.00	\$27.00	19	475	12	12	11	11	12	12	12	9	9	11	9	9
5x5 Outside Non-Climate	25	\$39.00	\$23.00	5	125	4	4	4	4	5	5	5	5	5	4	4	3
4x8 Outside Non-Climate	32	\$72.00	\$67.00	1	32	1	1	1	1	1	1	1	1	1	1	1	1
5x10 Inside Non-Climate	50	\$49.00	\$29.00	71	3,550	48	49	49	49	51	48	49	52	53	54	46	47
5x10 Outside Non-Climate	50	\$52.00	\$31.00	11	550	9	9	9	9	9	10	10	9	9	9	7	7
Small Subtotal				107	4,732	74	75	74	74	78	76	77	76	77	79	67	67
<b>Medium</b>																	
10x10 Inside Non-Climate	100	\$129.00	\$124.00	7	700	6	6	6	6	6	6	6	6	6	7	7	7
10x10 Outside Non-Climate	100	\$92.00	\$55.00	84	8,400	71	75	71	70	77	77	73	65	63	63	58	54
10x15 Outside Non-Climate	150	\$132.00	\$119.00	41	6,150	39	39	37	37	40	39	39	39	39	37	36	36
Medium Subtotal				132	15,250	116	120	114	113	123	122	118	110	108	107	101	97
<b>Large</b>																	
10x20 Outside Non-Climate	200	\$154.00	\$139.00	39	7,800	30	31	29	29	32	34	33	33	35	33	32	29
10x25 Outside Non-Climate	250	\$162.00	\$130.00	1	250	1	1	1	1	1	1	1	0	0	0	0	0
10x30 Outside Non-Climate	300	\$239.00	\$234.00	19	5,700	14	18	18	18	17	16	15	15	14	14	16	17
10x30 Outside Non-Climate	300	\$224.00	\$219.00	1	300	1	1	1	1	1	0	0	0	0	0	0	0
Large Subtotal				60	14,050	46	51	49	49	51	51	49	48	49	47	48	46
<b>Parking</b>																	
Parking		\$59.00	\$53.00	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Parking Subtotal				0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Unit Grand Total</b>				<b>299</b>	<b>34,032</b>	<b>236</b>	<b>246</b>	<b>237</b>	<b>236</b>	<b>252</b>	<b>249</b>	<b>244</b>	<b>234</b>	<b>234</b>	<b>233</b>	<b>216</b>	<b>210</b>

# Units Details

January 2024 - April 2024

												UNITS OCCUPIED			
	Sq Ft	Price	Web Price	Avail Online	Total #	Vac	Occ	Achieved RPSF	% Occ	Avail Sq Ft	Occ Sq Ft	24-Jan	24-Feb	24-Mar	24-Apr
<b>Small</b>															
5x5 Outside Non-Climate	25	\$34.00	\$29.00	1	5	1	4	\$24.72	80%	125	100	3	3	4	4
5x5 Inside Non-Climate	25	\$24.00	\$14.00	1	20	10	10	\$23.95	50%	500	250	11	9	10	11
4x8 Outside Non-Climate	32	\$72.00	\$67.00	0	1	0	1	\$28.86	100%	32	32	1	1	1	1
5x10 Inside Non-Climate	50	\$37.00	\$22.00	18	73	27	46	\$18.23	63%	3,650	2,300	43	40	46	49
5x10 Outside Non-Climate	50	\$42.00	\$25.00	3	11	3	8	\$17.91	73%	550	400	6	7	8	9
Small Subtotal				23	110	41	69		63%	4,857	3,032	64	60	69	74
<b>Medium</b>															
10x10 Inside Non-Climate	100	\$129.00	\$124.00	0	7	0	7	\$17.58	100%	700	700	7	7	7	7
10x10 Outside Non-Climate	100	\$89.00	\$53.00	21	84	27	57	\$14.58	68%	8,400	5,700	54	53	56	59
10x15 Outside Non-Climate	150	\$102.00	\$92.00	7	41	7	34	\$12.58	83%	6,150	5,100	32	33	34	34
Medium Subtotal				28	132	34	98		74%	15,250	11,500	93	93	97	100
<b>Large</b>															
10x20 Outside Non-Climate	200	\$142.00	\$114.00	7	39	9	30	\$10.72	77%	7,800	6,000	29	31	30	31
10x25 Outside Non-Climate	250	\$177.00	\$172.00	0	1	0	1	\$3.82	100%	250	250	0	1	1	1
10x30 Outside Non-Climate	300	\$199.00	\$179.00	3	20	6	14	\$9.40	70%	6,000	4,200	16	15	16	14
Large Subtotal				10	60	15	45		75%	14,050	10,450	45	47	47	46
<b>Parking</b>															
Parking		\$59.00		0	0	0	0			0	0	0	0	0	0
Parking Subtotal				0	0	0	0			0	0	0	0	0	0
<b>Grand Total</b>															
				61	302	90	212		70%	34,157	25,032	202	200	213	220

**Fairgrounds Self Storage**  
**Profit Loss**  
 January 2021 through December 2021

	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	TOTAL
<b>Ordinary Income/Expense</b>													
<b>Income</b>													
<b>Rental Income</b>	24,151.00	19,365.78	25,855.38	24,303.72	25,976.85	25,173.05	29,033.70	26,116.60	27,752.94	28,434.97	27,025.74	28,123.94	311,315.67
<b>Refunds</b>	0.00	-159.00	0.00	0.00	-124.50	0.00	0.00	124.50	0.00	0.00	0.00	0.00	-159.00
<b>Parking</b>	165.00	110.00	278.62	479.78	382.33	275.00	385.00	275.00	377.68	220.00	276.32	222.00	3,446.73
<b>Retail Income</b>	81.50	167.76	242.10	192.00	206.00	183.40	180.50	222.00	202.70	130.29	228.28	152.23	2,188.76
<b>Admin Fees</b>	414.72	276.90	802.50	375.00	420.00	510.00	210.00	680.00	480.00	265.00	330.00	345.00	5,109.12
<b>Late and NSF Fees</b>	1,130.00	687.00	1,008.00	865.00	806.00	914.00	1,250.00	725.36	1,130.00	1,170.00	1,055.00	1,105.00	11,845.36
<b>Truck Income</b>	1,148.51	644.16	389.07	1,485.59	870.90	1,436.94	1,758.15	2,127.55	2,248.69	1,203.66	2,031.24	1,553.07	16,897.53
<b>Rental Insurance</b>	2,161.00	1,776.83	2,228.50	2,271.55	2,179.00	2,241.64	2,584.74	2,178.54	2,396.65	2,364.11	2,232.90	2,280.52	26,895.98
<b>Total Income</b>	29,251.73	22,869.43	30,804.17	29,972.64	30,716.58	30,734.03	35,402.09	32,451.55	34,588.66	33,788.03	33,179.48	33,781.76	377,540.15
<b>Expense</b>													
<b>Advertising</b>													
<b>Online Social Media</b>	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	180.00
<b>Reputation.com</b>	64.00	64.00	64.00	64.00	64.00	64.00	64.00	64.00	64.00	64.00	64.00	64.00	768.00
<b>Website</b>	178.30	178.30	176.50	217.00	183.10	185.30	184.70	182.40	184.30	177.00	181.80	178.40	2,207.10
<b>Referral Fees</b>	0.00	0.00	0.00	0.00	50.00	0.00	50.00	0.00	100.00	50.00	50.00	0.00	300.00
<b>Training Supplies</b>	0.00	0.00	0.00	0.00	99.62	0.00	0.00	0.00	19.94	0.00	30.90	0.00	150.46
<b>Total Advertising</b>	257.30	257.30	255.50	296.00	411.72	264.30	313.70	261.40	383.24	306.00	341.70	257.40	3,605.56
<b>Personnel Expenses</b>													
<b>Payroll</b>	2,546.11	2,508.12	2,526.48	2,511.75	2,743.66	2,335.48	4,055.57	2,935.55	3,052.45	2,789.17	3,649.21	4,516.71	36,170.26
<b>Workers' Comp Insurance</b>	55.50	49.67	46.57	62.65	50.53	50.00	77.15	55.36	58.79	49.90	70.39	116.63	743.14
<b>Management Fee (5% of Gross Income)</b>	1,462.58	1,143.47	1,540.20	1,498.63	1,535.82	1,536.70	1,770.10	1,622.57	1,729.43	1,689.40	1,658.97	1,689.08	18,876.95
<b>Total Personnel Expenses</b>	4,064.19	3,701.26	4,113.25	4,073.03	4,330.01	3,922.18	5,902.82	4,613.48	4,840.67	4,528.47	5,378.57	6,322.42	55,790.35
<b>Repairs</b>													
<b>Building Repairs</b>	350.00	0.00	0.00	0.00	780.00	0.00	642.44	285.00	190.00	605.00	200.00	4,627.94	7,680.38
<b>Grounds</b>	0.00	0.00	340.00	43.31	0.00	125.00	184.34	795.00	125.00	0.00	0.00	0.00	1,612.65
<b>Total Repairs</b>	350.00	0.00	340.00	43.31	780.00	125.00	826.78	1,080.00	315.00	605.00	200.00	4,627.94	9,293.03
<b>Utilities</b>													
<b>Electric</b>	538.00	676.00	738.00	594.00	472.00	435.00	383.00	432.00	427.00	442.00	422.00	448.00	6,007.00
<b>Pest Control</b>	106.00	106.00	106.00	106.00	110.00	110.00	110.00	110.00	110.00	178.95	113.00	113.00	1,378.95
<b>Telephone &amp; Internet</b>	256.34	257.19	257.19	257.19	257.19	257.19	226.05	232.37	225.67	226.89	226.89	226.89	2,907.05
<b>Trash Removal</b>	143.11	143.11	0.00	286.22	543.11	143.11	343.11	311.17	273.11	155.99	285.99	380.99	3,009.02
<b>Total Utilities</b>	1,043.45	1,182.30	1,101.19	1,243.41	1,382.30	945.30	1,062.16	1,085.54	1,035.78	1,003.83	1,047.88	1,168.88	13,302.02
<b>Other</b>													
<b>Bank Service Fee</b>	0.00	0.00	143.89	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16.00	0.00	159.89
<b>Bank Credit Card Fees</b>	344.95	348.60	327.47	380.73	350.39	340.21	359.02	404.66	414.55	388.69	412.87	438.81	4,510.95
<b>Dues and Subscriptions</b>	61.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	61.35	0.00	0.00	0.00	122.70
<b>Foreclosure expense</b>	137.48	210.79	135.91	124.00	247.70	156.38	168.99	134.85	112.68	133.67	187.05	130.44	1,879.94
<b>Inventory</b>	93.18	214.51	0.00	0.00	0.00	183.54	294.28	0.00	22.68	214.50	158.37	22.68	1,203.74
<b>Security</b>	130.00	0.00	210.00	0.00	287.70	165.00	368.40	153.85	0.00	0.00	268.85	1,002.00	2,585.80
<b>Veritec Solutions</b>	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	1,200.00
<b>Doorswap</b>	181.00	181.00	181.00	181.00	181.00	181.00	181.00	181.00	181.00	181.00	181.00	181.00	2,172.00
<b>Call Center</b>	183.00	208.00	201.00	203.00	195.00	216.00	216.00	172.80	278.22	200.00	200.00	200.00	2,473.02
<b>Postage and Delivery</b>	55.84	19.37	54.64	92.04	17.30	115.73	25.62	30.82	27.18	74.93	62.24	97.15	672.86
<b>Supplies - Bldg</b>	0.00	162.40	0.00	0.00	0.00	36.23	0.00	648.66	0.00	195.35	0.00	0.00	1,042.64
<b>Supplies - Office</b>	231.39	0.00	0.00	25.22	197.92	0.00	318.42	21.94	13.03	0.00	106.64	0.00	914.56
<b>Rental Insurance Fees</b>	1,057.00	1,104.50	900.52	1,165.57	1,199.78	1,124.66	1,114.82	1,290.78	1,083.55	1,185.93	1,178.98	1,118.52	13,524.61
<b>Total Other</b>	2,575.19	2,549.17	2,254.43	2,271.56	2,776.79	2,618.75	2,828.13	3,435.84	2,303.15	2,687.10	2,765.36	3,397.24	32,462.71
<b>Property Taxes and Insurance</b>													
<b>Insurance</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,998.00	0.00	7,998.00
<b>Property Taxes (County &amp; City)</b>							16,539.13	13,180.76					29,719.89
<b>Total Property Taxes and Insurance</b>	0.00	0.00	0.00	0.00	0.00	0.00	16,539.13	13,180.76	0.00	0.00	7,998.00	0.00	37,717.89
<b>Total Expense</b>	8,290.13	7,690.03	8,064.37	7,927.31	9,680.82	7,875.53	27,472.72	23,657.02	8,877.84	9,130.40	17,731.51	15,773.88	152,171.56
<b>Net Ordinary Income</b>	20,961.60	15,179.40	22,739.80	22,045.33	21,035.76	22,858.50	7,929.37	8,794.53	25,710.82	24,657.63	15,447.97	18,007.88	225,368.59

**Fairgrounds Self Storage**  
**Profit Loss**  
January 2022 through December 2022

	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	TOTAL
<b>Ordinary Income/Expense</b>													
<b>Income</b>													
<b>Rental Income</b>	27,334.59	26,477.75	29,352.27	27,087.12	28,361.47	30,389.61	29,106.49	29,269.44	28,551.61	28,407.49	26,905.72	29,496.63	340,740.19
<b>Parking</b>	172.00	286.25	463.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	921.75
<b>Refunds</b>	-124.50	0.00	-144.00	0.00	0.00	0.00	0.00	-200.00	0.00	0.00	0.00	0.00	-468.50
<b>Retail Income</b>	88.97	93.68	191.94	101.50	163.17	133.74	103.29	151.68	207.42	341.70	215.61	217.01	2,009.71
<b>Admin Fees</b>	125.00	195.00	530.00	348.42	460.00	355.00	273.15	314.90	380.00	545.00	475.00	325.00	4,326.47
<b>Late and NSF Fees</b>	947.00	1,210.00	1,068.00	1,022.00	839.00	1,339.00	950.00	1,522.00	929.00	1,148.00	818.00	1,160.00	12,952.00
<b>Rental Insurance</b>	2,110.00	2,032.90	2,309.26	2,120.00	2,111.21	2,193.50	2,006.50	2,081.00	2,100.00	2,040.00	1,943.43	2,216.86	25,264.66
<b>Truck Income</b>	694.93	277.99	410.18	1,050.39	1,448.62	2,044.71	2,259.84	1,371.84	2,023.13	1,014.55	2,173.60	805.74	15,575.52
<b>Total Income</b>	<u>31,347.99</u>	<u>30,573.57</u>	<u>34,181.15</u>	<u>31,729.43</u>	<u>33,383.47</u>	<u>36,455.56</u>	<u>34,699.27</u>	<u>34,510.86</u>	<u>34,191.16</u>	<u>33,496.74</u>	<u>32,531.36</u>	<u>34,221.24</u>	<u>401,321.80</u>
<b>Expense</b>													
<b>Advertising</b>													
<b>Online Social Media</b>	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	180.00
<b>Reputation.com</b>	72.00	72.00	72.00	2.00	72.00	72.00	72.00	72.00	72.00	72.00	72.00	72.00	864.00
<b>Website</b>	180.50	212.20	214.80	214.80	215.80	213.90	212.70	211.60	224.40	211.80	211.60	211.20	2,535.30
<b>Training Supplies</b>	92.04	0.00	0.00	0.00	0.00	0.00	354.27	0.00	49.06	0.00	91.14	38.54	625.05
<b>Total Advertising</b>	<u>359.54</u>	<u>299.20</u>	<u>301.80</u>	<u>231.80</u>	<u>302.80</u>	<u>300.90</u>	<u>653.97</u>	<u>298.60</u>	<u>360.46</u>	<u>298.80</u>	<u>389.74</u>	<u>336.74</u>	<u>4,134.35</u>
<b>Personnel Expenses</b>													
<b>Payroll</b>	2,243.06	2,368.28	2,930.14	3,140.93	2,791.31	5,226.43	3,152.83	3,622.10	3,644.64	3,560.61	3,306.97	4,828.11	40,815.41
<b>Workers' Comp Insurance</b>	61.66	43.22	49.50	60.60	47.82	99.10	65.26	65.32	79.88	65.93	62.47	92.99	793.75
<b>Management Fee (5% of Gross Income)</b>	1,567.40	1,528.68	1,709.05	1,586.47	1,669.70	1,822.77	1,734.96	1,725.54	1,709.55	1,674.83	1,626.56	1,711.06	20,066.57
<b>Total Personnel Expenses</b>	<u>3,872.12</u>	<u>3,940.18</u>	<u>4,688.69</u>	<u>4,788.00</u>	<u>4,508.83</u>	<u>7,148.30</u>	<u>4,953.05</u>	<u>5,412.96</u>	<u>5,434.07</u>	<u>5,301.37</u>	<u>4,996.00</u>	<u>6,632.16</u>	<u>61,675.73</u>
<b>Repairs</b>													
<b>Building Repairs</b>	565.00	577.50	2,470.88	95.00	1,671.00	0.00	1,198.48	350.00	340.00	150.00	75.00	0.00	7,492.86
<b>Grounds</b>	450.00	0.00	500.00	400.00	87.50	175.00	10.00	87.50	13.17	87.50	87.50	87.50	1,985.67
<b>Total Repairs</b>	<u>1,015.00</u>	<u>577.50</u>	<u>2,970.88</u>	<u>495.00</u>	<u>1,758.50</u>	<u>175.00</u>	<u>1,208.48</u>	<u>437.50</u>	<u>353.17</u>	<u>237.50</u>	<u>162.50</u>	<u>87.50</u>	<u>9,478.53</u>
<b>Utilities</b>													
<b>Electric</b>	550.00	617.00	721.00	621.00	526.00	436.00	440.00	485.00	499.00	462.00	438.00	498.00	6,293.00
<b>Pest Control</b>	113.00	113.00	113.00	113.00	113.00	116.72	116.72	116.72	116.72	116.72	200.67	120.72	1,469.99
<b>Telephone &amp; Internet</b>	242.62	242.15	242.15	244.15	243.08	243.08	243.08	243.39	243.40	243.40	243.24	243.24	2,916.98
<b>Trash Removal</b>	155.99	155.99	550.24	13.26	209.25	169.25	234.32	235.29	231.56	0.00	0.00	464.06	2,419.21
<b>Utilities</b>	<u>1,061.61</u>	<u>1,128.14</u>	<u>1,626.39</u>	<u>991.41</u>	<u>1,091.33</u>	<u>965.05</u>	<u>1,034.12</u>	<u>1,080.40</u>	<u>1,090.68</u>	<u>822.12</u>	<u>881.91</u>	<u>1,326.02</u>	<u>13,099.18</u>
<b>Other</b>													
<b>Bank Service Fee</b>	0.00	37.00	0.00	74.00	0.00	0.00	0.00	0.00	0.00	0.00	75.80	0.00	186.80
<b>Bank Credit Card Fees</b>	441.87	418.03	393.09	504.13	412.17	480.94	469.34	474.18	451.12	475.87	487.32	421.70	5,429.76
<b>Dues and Subscriptions</b>	135.00	32.72	0.00	44.00	0.00	0.00	0.00	0.00	135.00	0.00	0.00	0.00	346.72
<b>Foreclosure expense</b>	118.79	97.69	106.69	182.42	128.38	142.92	303.59	128.38	146.52	85.00	227.28	172.69	1,840.35
<b>Inventory</b>	24.50	0.00	308.25	0.00	14.95	0.00	0.00	356.30	167.38	0.00	254.50	0.00	1,125.88
<b>Security</b>	0.00	283.85	1,242.92	1,366.26	1,728.85	0.00	25.00	1,153.85	1,480.00	0.00	0.00	0.00	7,280.73
<b>Veritec Solutions</b>	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	1,200.00
<b>Doorswap</b>	212.80	212.80	212.80	212.80	212.80	212.80	212.80	212.80	212.80	212.80	212.80	212.80	2,553.60
<b>Call Center</b>	292.00	292.00	277.00	282.70	280.52	324.39	228.79	254.91	360.71	230.83	248.77	243.33	3,315.95
<b>Postage and Delivery</b>	51.26	37.61	51.67	64.31	45.08	34.91	33.23	38.16	59.46	39.66	61.67	44.21	561.23
<b>Supplies - Bldg</b>	0.00	0.00	19.00	72.30	90.90	0.00	184.48	679.45	182.91	26.32	88.33	0.00	1,343.69
<b>Supplies - Office</b>	178.87	0.00	0.00	93.56	95.73	0.00	47.17	0.00	4.89	148.34	68.93	29.62	667.11
<b>Rental Insurance Fees</b>	1,188.26	1,045.00	1,020.45	1,148.63	1,047.44	1,054.00	1,081.75	1,006.93	204.83	1,894.59	1,020.00	975.71	12,687.59
<b>Total Other</b>	<u>2,743.35</u>	<u>2,556.70</u>	<u>3,731.87</u>	<u>4,145.11</u>	<u>4,156.82</u>	<u>2,349.96</u>	<u>2,686.15</u>	<u>4,404.96</u>	<u>3,505.62</u>	<u>3,213.41</u>	<u>2,845.40</u>	<u>2,200.06</u>	<u>38,539.41</u>
<b>Property Taxes and Insurance</b>													
<b>Insurance</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,751.00	0.00	0.00	8,751.00
<b>Property Taxes (County &amp; City)</b>	0.00	0.00	0.00	0.00	0.00	0.00	16,539.13	13,180.76	0.00	0.00	0.00	0.00	29,719.89
<b>Total Property Taxes and Insurance</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>16,539.13</u>	<u>13,180.76</u>	<u>0.00</u>	<u>8,751.00</u>	<u>0.00</u>	<u>0.00</u>	<u>38,470.89</u>
<b>Total Expense</b>	<u>9,051.62</u>	<u>8,501.72</u>	<u>13,319.63</u>	<u>10,651.32</u>	<u>11,818.28</u>	<u>10,939.21</u>	<u>27,074.90</u>	<u>24,815.18</u>	<u>10,744.00</u>	<u>18,624.20</u>	<u>9,275.55</u>	<u>10,582.48</u>	<u>165,396.09</u>
<b>Net Ordinary Income</b>	<u>22,296.37</u>	<u>22,071.85</u>	<u>20,861.52</u>	<u>21,078.11</u>	<u>21,565.19</u>	<u>25,516.35</u>	<u>7,624.37</u>	<u>9,695.68</u>	<u>23,447.16</u>	<u>14,872.54</u>	<u>23,255.81</u>	<u>23,638.76</u>	<u>235,923.71</u>



**Fairgrounds Self Storage**  
**Profit Loss**  
January 2024 through March 2024

	<u>Jan 24</u>	<u>Feb 24</u>	<u>Mar 24</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Rental Income	26,473.71	27,421.19	25,905.90	79,800.80
Parking	0.00	0.00	0.00	0.00
Retail Income	83.26	357.27	520.61	961.14
Admin Fees	195.00	399.00	729.00	1,323.00
Late and NSF Fees	1,220.00	921.00	839.00	2,980.00
Rental Insurance	2,096.00	2,289.97	2,256.00	6,641.97
Truck Income	<u>2,007.68</u>	<u>752.60</u>	<u>683.64</u>	<u>3,443.92</u>
<b>Total Income</b>	<u>32,075.65</u>	<u>32,141.03</u>	<u>30,934.15</u>	<u>95,150.83</u>
<b>Expense</b>				
<b>Advertising</b>				
Online Social Media	15.00	15.00	15.00	45.00
Internet Leads	120.00	120.00	120.00	360.00
Reputation.com	72.00	72.00	72.00	216.00
Website	265.80	282.00	297.00	844.80
Referral Fees	0.00	0.00	0.00	0.00
Training Supplies	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Advertising</b>	<u>472.80</u>	<u>489.00</u>	<u>504.00</u>	<u>1,465.80</u>
<b>Personnel Expenses</b>				
Payroll	3,290.00	4,215.71	3,736.89	11,242.60
Workers' Comp Insurance	66.32	67.95	69.04	203.31
Management Fee (5% of Gross Income)	<u>1,603.78</u>	<u>1,607.05</u>	<u>1,546.71</u>	<u>4,757.54</u>
<b>Total Personnel Expenses</b>	<u>4,960.10</u>	<u>5,890.71</u>	<u>5,352.64</u>	<u>16,203.45</u>
<b>Repairs</b>				
Building Repairs	360.00	0.00	290.00	650.00
Grounds	<u>0.00</u>	<u>175.00</u>	<u>47.05</u>	<u>222.05</u>
<b>Total Repairs</b>	<u>360.00</u>	<u>175.00</u>	<u>337.05</u>	<u>872.05</u>
<b>Utilities</b>				
Electric & Gas	495.00	370.75	377.96	1,243.71
Pest Control	130.00	130.75	131.03	391.78
Telephone & Internet	450.12	75.00	75.00	600.12
Trash Removal	<u>3,624.40</u>	<u>897.08</u>	<u>272.92</u>	<u>4,794.40</u>
<b>Total Utilities</b>	<u>4,699.52</u>	<u>1,473.58</u>	<u>856.91</u>	<u>7,030.01</u>
<b>Other</b>				
Bank Service Fee	0.00	133.71	0.00	133.71
Bank Credit Card Fees	479.05	338.95	408.15	1,226.15
Dues and Subscriptions	0.00	79.00	40.00	119.00
Foreclosure expense	250.96	241.06	132.02	624.04
Inventory	0.00	318.32	0.00	318.32
Security	390.00	390.00	390.00	1,170.00
Veritec Solutions	115.00	115.00	115.00	345.00
Doorswap	200.00	200.00	200.00	600.00
Call Center	250.00	250.00	250.00	750.00
Postage and Delivery	69.89	71.84	89.53	231.26
Supplies - Bldg	0.00	0.00	188.41	188.41
Supplies - Office	28.11	81.51	21.55	131.17
Rental Insurance Fees	<u>1,030.67</u>	<u>961.56</u>	<u>1,099.56</u>	<u>3,091.79</u>
<b>Total Other</b>	<u>2,813.68</u>	<u>3,180.95</u>	<u>2,934.22</u>	<u>8,928.85</u>
<b>Taxes and Insurance</b>				
Insurance	819.00	819.00	819.00	2,457.00
Property Taxes (County & City)	<u>2,476.65</u>	<u>2,476.65</u>	<u>2,476.65</u>	<u>7,429.95</u>
<b>Total Property Taxes and Insurance</b>	<u>3,295.65</u>	<u>3,295.65</u>	<u>3,295.65</u>	<u>9,886.95</u>
<b>Total Expense</b>	<u>16,601.75</u>	<u>14,504.89</u>	<u>13,280.47</u>	<u>44,387.11</u>
<b>Net Ordinary Income</b>	<u>15,473.90</u>	<u>17,636.14</u>	<u>17,653.68</u>	<u>50,763.72</u>

---

VALUATION SUMMARY

---

**Income:**

2023 Total Gross Income \$ 409,312

**Expenses:**

Advertising \$ 4,829

Personnel Expenses \$ 66,418

Repairs \$ 9,824

Utilities \$ 17,057

Other Expenses \$ 36,478

Insurance \$ 9,828

Property Taxes (County & City) \$ 29,719

2023 Total Expenses \$ 174,153

2023 NET INCOME \$ 235,159

---

OCCUPANCY

---

April 2024:

73% Occupied 25,032 sqft

27% Vacant 9,125 sqft

Achieved Rent \$12.89 sqft

(Note: This number is VERY conservative since recent history (May 2022 ) shows this property has produced up to \$20.36/sqft)

---

PROFORMA

---

PROJECTED GROSS INCOME

95% Stabilization Rate equates to adding 5,709 sqft at (\$12.89sqft Achieved Rent) per Sqft or \$73,589 in Yearly Gross Receipts added to the Gross Income in 2023 of \$409,132.

Plus bringing back 10 RV spaces (90% occupancy) for yearly income of \$6,372/year

(\$73,589 + \$6,372 + \$409,132 = \$482,721 Gross Income at 95% Occupancy).

TotalGross Income \$489,093

Total Expenses \$174,153

Total Net Income \$314,940

**LIST PRICE**  
**\$4,845,230 (Based on 6.5% CAP Rate)**