



4546 Pleasant Valley Road, Placerville, CA 95667



1053 Northside Drive, Cool, CA 95614



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 San Bernardino, CA

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CONTENTS

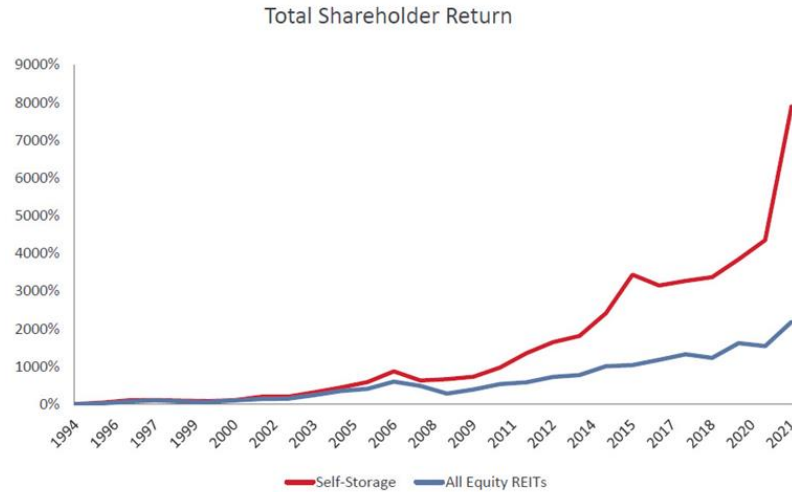
4	Why Self Storage?	28	Market Snapshot
5	Listing Video	30	Rental Market Analysis
6	Investment Overview	32	Unit Mix
9	Property Profile	34	Income & Expenses
10	Area & Demographics	35	Financing & Returns
18	Traffic Count	36	Sales Comps
20	Property Photos	38	Broker Remarks

WHY SELF STORAGE?

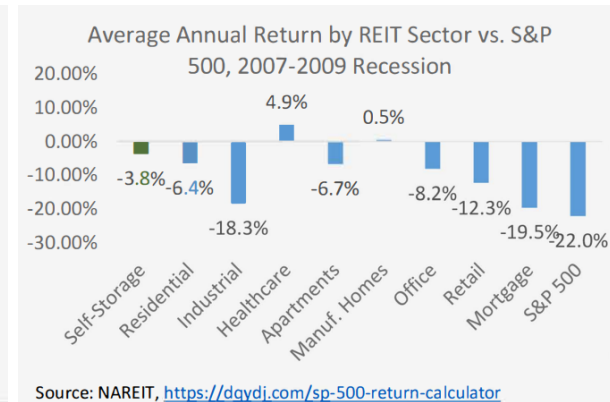
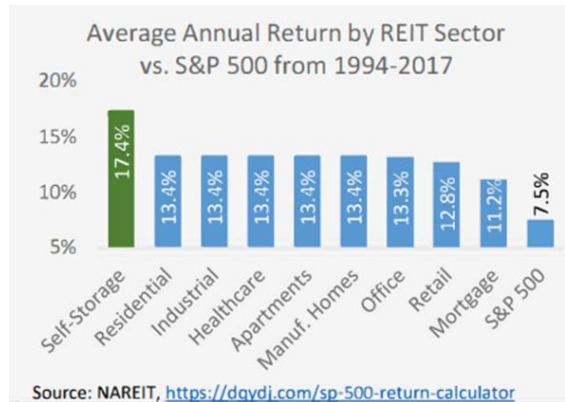
- 1) **High Returns:** Storage REITs generated the highest returns of all REITs over the last 30 years!
 - [Article: Self Storage REIT's Outperform All Others](#)
- 2) **Recession Resistant:** Self Storage outperformed all other REIT's during the last recession!
 - [Article: Five Reasons to Invest in Self Storage](#)

Data below obtained from NAREIT "National Association of Real Estate Investment Trusts" www.reit.com

Instead of just a landbank, storage was the top performer



Equity REIT	Total Return
Self-Storage	+7,895%
Residential	+2,654%
Industrial	+2,571%
Health Care	+1,796%
Office	+1,263%



Placerville, CA
Cool, CA



JUST

LISTED!



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PROPERTY OVERVIEW

Situated within the Sacramento - Roseville - Folsom Metropolitan Statistical Area, Pleasant Valley Mini Storage at 4546 Pleasant Valley Road, Placerville, CA 95667, and Cool Boat and RV Storage at 1053 Northside Drive, Cool, CA 95614 collectively form a robust investment portfolio.

With a combined pricing guidance of \$2,925,000, the properties boast impressive features, including full occupancy, below-market rents, and a median household income exceeding \$84,000. Pleasant Valley Mini Storage was constructed in 2004 and offers 4,620 sq. ft. of enclosed storage, 4,800 sq. ft. of vehicle parking, and a 1,200 sq. ft. home on 1.07 acres. Cool Boat and RV Storage was constructed in 2011 and consists of 3,750 sq. ft. of enclosed storage, 24,960 sq. ft. of vehicle parking, and open land rented to PG&E, all on 3.76 acres.

Both properties feature single-story buildings made of metal and wood, benefit from convenient freeway access, and are in areas with strong demand averaging 3 square feet per capita. With expansion potential and a thriving local economy supported by over 2.6 million residents, this two-property portfolio presents a compelling investment opportunity in the dynamic Sacramento metropolitan region.

INVESTMENT HIGHLIGHTS

- Two Property Portfolio (36 Miles Apart)
- Electronic Gate, Cameras, & Lighting
- 100% Occupancy
- Long Term Tenants
- Below Market Rents
- Seller is Open to Carrying Finances
- \$84K+ Median Household Income
- Dense Population
- Strong Demand (3 sq. ft. per capita)
- Sacramento MSA (2.6M Residents)
- Expansion Potential

Local Communities

Nestled in the heart of the White Water Rapids community, this storage facilities offer a unique investment opportunity. White Water Rapids is renowned for its stunning natural beauty, vibrant outdoor recreation scene, and tight-knit community. The area attracts a diverse group of outdoor enthusiasts, including kayakers, rafters, anglers, and hikers, making it a hotspot for tourism and adventure activities.



INVESTMENT Opportunity

Investing in these storage facilities present an lucrative opportunity due to the following factors:

1. **High Demand:** The popularity of White-Water Rapids as an outdoor recreation hub ensures a constant demand for storage solutions.
2. **Diverse Revenue Streams:** Potential to attract both long-term storage clients (residents) and short-term renters (tourists).
3. **Growing Community:** As the area continues to develop and attract more visitors, the need for secure storage will increase.
4. **Minimal Maintenance:** Storage facilities typically require less maintenance compared to other commercial properties, ensuring lower operating costs and higher profit margins.

LOCAL AREA



AMERICAN RIVER
CONSERVANCY



Cool, California, a hidden gem nestled in the Sierra Nevada foothills, offers a serene escape from the hustle and bustle of city life. With a population of approximately 4,000 residents, Cool embodies the perfect blend of natural beauty, outdoor recreation, and rural charm.

Established in the mid-19th century as a mining and logging town, Cool has evolved into a tight-knit community with a strong sense of camaraderie. Its scenic location in the heart of the Sierra Nevada Mountains, surrounded by oak-studded hills and rolling meadows, makes it a haven for outdoor enthusiasts and nature lovers.

Cool's economy is primarily driven by agriculture, tourism, and small businesses. Home to attractions like the Cool Beerwerks brewery and the American River Conservancy's Quarry Trail, the town attracts visitors seeking outdoor adventure, local brews, and a taste of rural life.

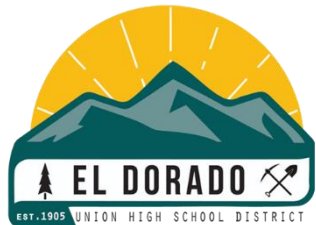
The real estate market in Cool offers a mix of housing options, from ranch-style homes with acreage to custom-built retreats nestled in the foothills. The area's tranquility, scenic beauty, and proximity to outdoor recreational opportunities along the nearby American River and Auburn State Recreation Area make it an attractive destination for those seeking a peaceful lifestyle.

Cool's community spirit is evident in its local events, including the Cool Mountain Bike Race and the Cool Chili Cook-Off. Parks, equestrian trails, and community gatherings contribute to the overall quality of life for residents and the appeal for potential investors.

Major Employers in Cool:

Cool Beerwerks | El Dorado Irrigation District | American River Conservancy |
Cool Community Services District | Cool School | Sierra Outdoor School |
Moonstone Environmental | Placer County | Del Oro Water Company

LOCAL AREA



Placerville, California, a historic city nestled in the foothills of the Sierra Nevada Mountains, offers residents a unique blend of Gold Rush heritage, natural beauty, and small-town charm. With a population of approximately 11,000 residents, Placerville is known as the "Heart of the Mother Lode" and serves as the county seat of El Dorado County.

Founded in the 1840s during the California Gold Rush, Placerville quickly became an important mining town and later a hub for commerce and agriculture. Today, it retains much of its historic character, with well-preserved buildings and landmarks that evoke its storied past. Its location along U.S. Route 50 makes it a gateway to the Sierra Nevada's and an important stop for tourists heading to Lake Tahoe and other nearby attractions.

Placerville's economy benefits from tourism, agriculture, and local businesses, including wineries that capitalize on the region's favorable climate and soil conditions. The city hosts several annual events that attract visitors, such as the El Dorado County Fair and the Bell Tower Brewfest, celebrating the area's rich history and thriving craft brewery scene.

The real estate market in Placerville offers a range of options, from historic homes in the downtown area to newer developments on the city's outskirts. The commitment to preserving its natural and historical assets makes Placerville appealing to those seeking a community with character and a high quality of life.

Placerville's sense of community is strong, demonstrated through local events, vibrant arts and culture scenes, and numerous recreational activities in the surrounding areas, including hiking, fishing, and skiing.

Major Employers in Placerville:

County of El Dorado | Placerville Union School District | Marshall Medical Center | Red Hawk Casino | Walmart | Safeway | Home Depot | County of El Dorado Sheriff's Office | El Dorado Irrigation District | Placerville Hardware (oldest continuously-operating hardware store west of the Mississippi)

PROPERTY PROFILE

Property Name:	Pleasant Valley Mini Storage	Cool Boat and RV Storage
Address:	4546 Pleasant Valley Rd, Placerville, CA 95667	1053 Northside Dr, Cool, CA 95614
MSA:	Sacramento - Roseville - Folsom	Sacramento - Roseville - Folsom
MSA Population:	2,416,702	2,416,702
Pricing Guidance:	\$1,210,000	\$1,710,000
Existing Cap Rate:	6.01%	6.01%
Price Per Square Foot:	\$113.94	\$59.56
Storage, RV, & Residential Sq. Ft.:	10,620	28,710
Number of Units / Spaces:	42	65
Physical Occupancy:	100%	100%
Acreage:	1.07	3.76
Gross Square Feet:	46,609	163,786
Year Built:	2004	2011
APN / Zoning:	078-170-023-000 R2A (Single Family Residential)	071-500-045-000 CG (Mini-Warehouse Storage)
County:	El Dorado County	El Dorado County
Number of Buildings:	1	1
Number of Stories	1	1
Construction Type:	Metal & Steel	Steel and Metal
Cross Streets:	Pleasant Valley Road	Northside Drive
Nearest Freeway:	Highway 50	State Highway 49
Traffic Count:	3,301	8,800

KEY DEMOGRAPHICS (3 Mile Radius)

(Pleasant Valley Mini Storage)

Infographic: Key Facts (Ring: 3 mile radius)

KEY FACTS

3,943

Population



2.5

Average Household Size

53.1

Median Age

\$80,976

Median Household Income

EDUCATION

4%

No High School Diploma



23%
High School Graduate



44%
Some College



30%
Bachelor's/Grad/Pr of Degree

BUSINESS



107

Total Businesses



480

Total Employees

EMPLOYMENT



67%

White Collar



21%

Blue Collar



Services

12%

8.1%

Unemployment Rate

INCOME



\$80,976

Median Household Income



\$39,548

Per Capita Income



\$328,341

Median Net Worth

Households By Income

The largest group: \$100,000 - \$149,999 (21.1%)

The smallest group: \$15,000 - \$24,999 (3.2%)

Indicator	Value	Difference	
<\$15,000	8.3%	-0.6%	
\$15,000 - \$24,999	3.2%	-2.5%	
\$25,000 - \$34,999	3.4%	-2.6%	
\$35,000 - \$49,999	11.8%	+2.8%	
\$50,000 - \$74,999	18.1%	+3.8%	
\$75,000 - \$99,999	17.3%	+5.2%	
\$100,000 - \$149,999	21.1%	+1.1%	
\$150,000 - \$199,999	9.1%	-1.2%	
\$200,000+	7.8%	-5.9%	

Bars show deviation from 06017 (El Dorado County)

This infographic contains data provided by Esri, Esri and Data Axle. The vintage of the data is 2021, 2026.

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KEY DEMOGRAPHICS (3 Mile Radius)

(Cool Boat and RV Storage)

Infographic: Key Facts (Ring: 3 mile radius)

KEY FACTS

5,244

Population

49.9

Median Age

\$85,136

Median Household Income

2.3

Average Household Size

BUSINESS



146

Total Businesses



704

Total Employees

INCOME



\$85,136

Median Household Income



\$45,449

Per Capita Income



\$297,803

Median Net Worth

EDUCATION

3%

No High School Diploma



22%

High School Graduate



42%

Some College



33%

Bachelor's/Grad/P of Degree

EMPLOYMENT



72%

White Collar



12%

Blue Collar



16%

Services

5.1%

Unemployment Rate

Households By Income

The largest group: \$100,000 - \$149,999 (22.1%)

The smallest group: \$15,000 - \$24,999 (4.8%)

Indicator	Value	Difference	
<\$15,000	6.3%	-2.6%	
\$15,000 - \$24,999	4.8%	-0.9%	
\$25,000 - \$34,999	6.7%	+0.7%	
\$35,000 - \$49,999	7.7%	-1.3%	
\$50,000 - \$74,999	15.8%	+1.5%	
\$75,000 - \$99,999	17.7%	+5.6%	
\$100,000 - \$149,999	22.1%	+2.1%	
\$150,000 - \$199,999	8.4%	-1.9%	
\$200,000+	10.4%	-3.3%	

Bars show deviation from 06017 (El Dorado County)

This infographic contains data provided by Esri, Esri and Data Axle. The vintage of the data is 2021, 2026.

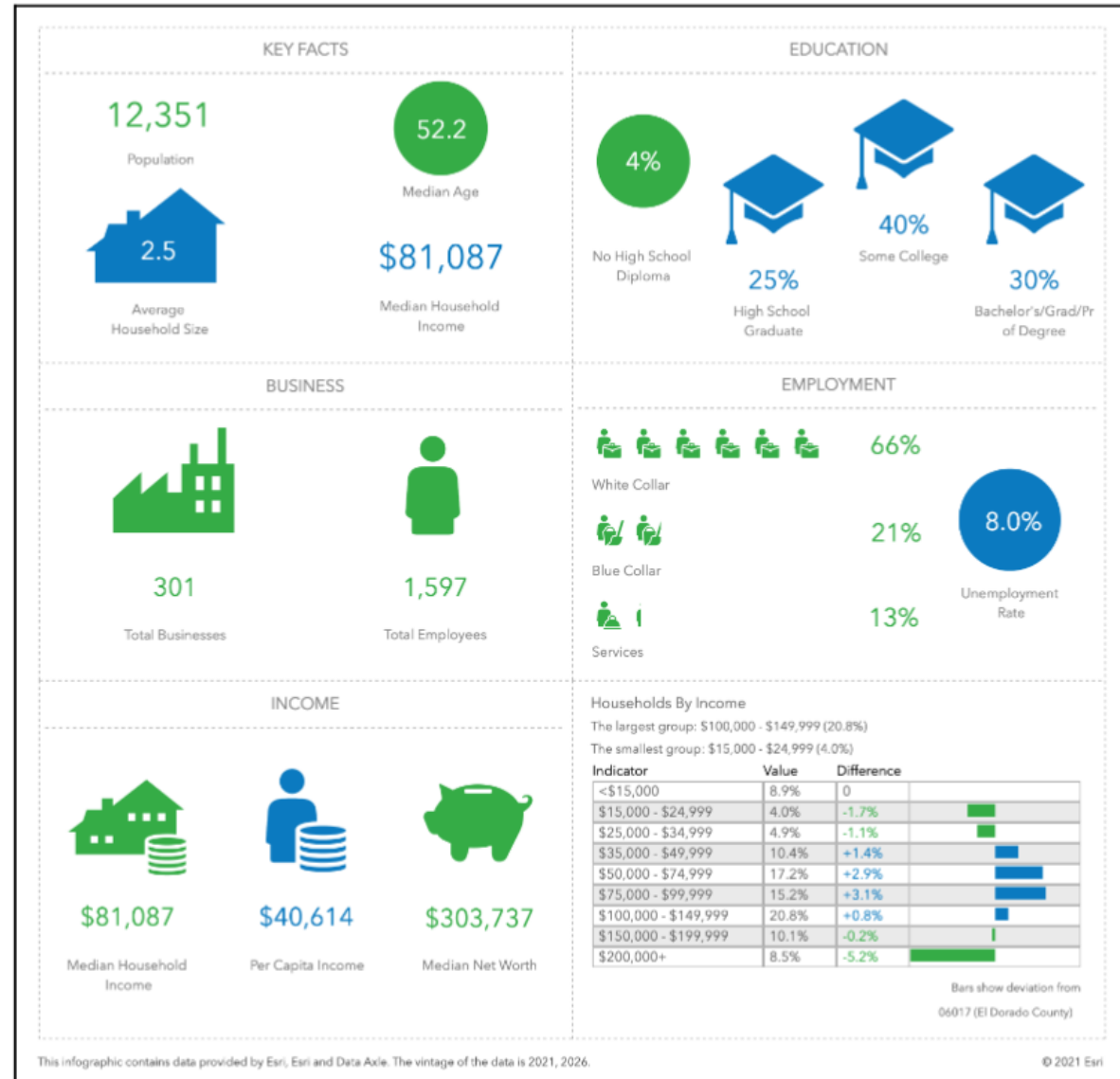
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KEY DEMOGRAPHICS (5 Mile Radius) (Pleasant Valley Mini Storage)

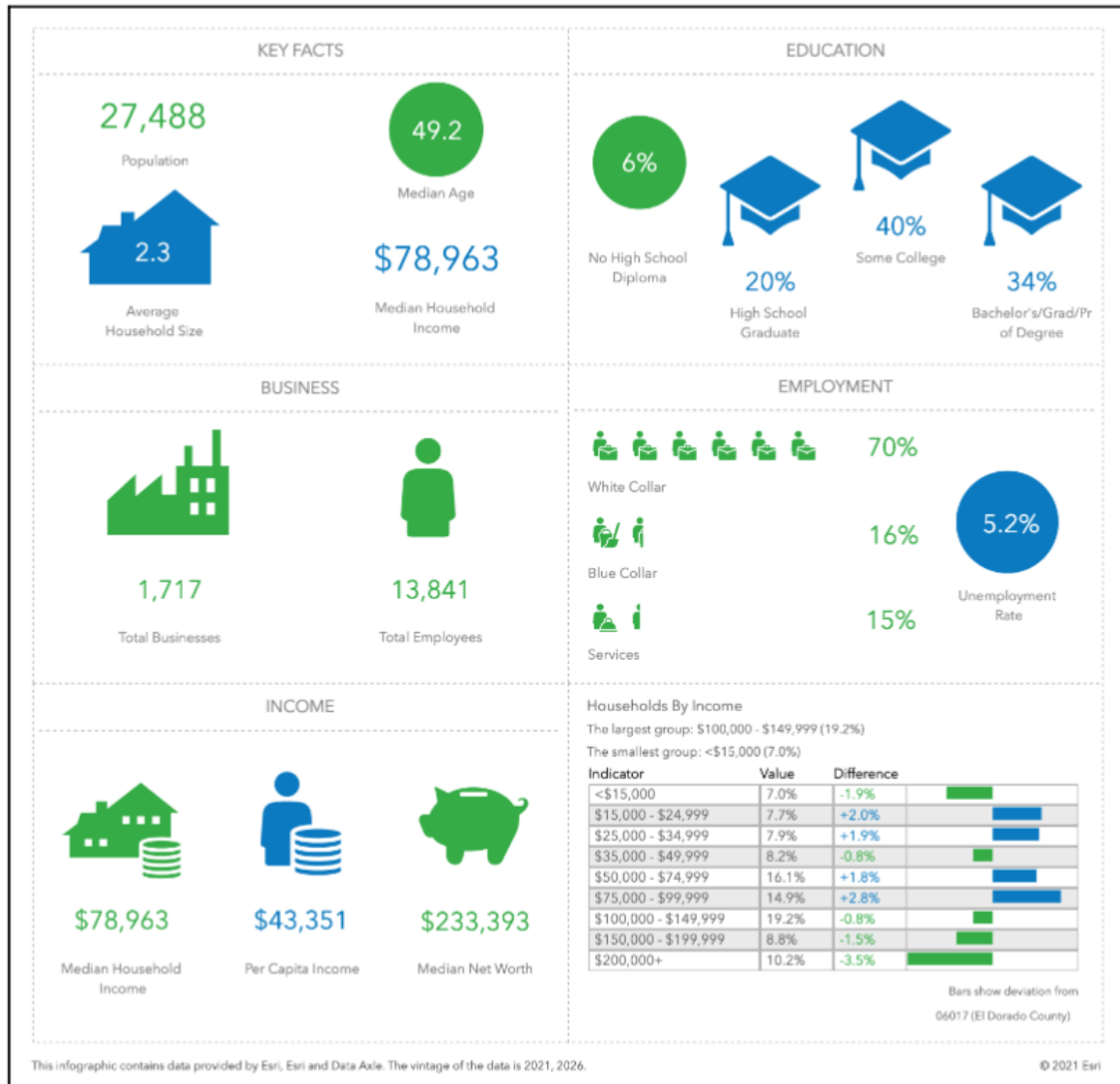
Infographic: Key Facts (Ring: 5 mile radius)





KEY DEMOGRAPHICS (5 Mile Radius) (Cool Boat and RV Storage)

Infographic: Key Facts (Ring: 5 mile radius)



COMMUNITY PROFILE (5 Mile Radius) - Pleasant Valley Mini Storage

Infographic: Community Profile (Ring: 5 mile radius)

COMMUNITY PROFILE

12,351 0.4% 2.5 31.8 52.2 \$81,087 \$303,737 \$499,340 17% 58% 25%

Population Total Pop Growth Average HH Size Diversity Index Median Age Median HH Income Median Net Worth Median Home Value Under 18 Ages 18 to 65 Aged 66+



12.9%
Service Workers

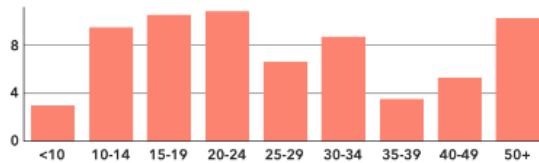


21.3%
Blue Collar Workers

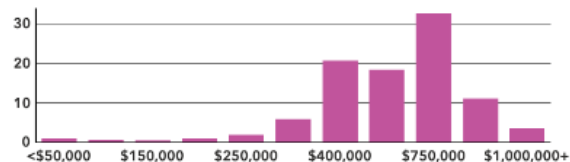


65.8%
White Collar Worker

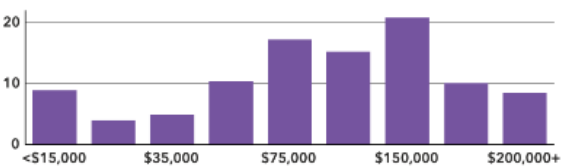
Mortgage as Percent of Salary



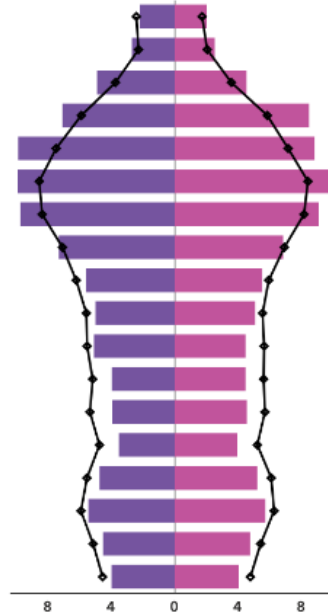
Home Value



Household Income



Age Profile: 5 Year Increments



Dots show comparison to 06017 (El Dorado County)

Home Ownership



Owner Renter Vacant

Housing: Year Built



<1939 1940-49 1950-59 1960-69 1970-79 1980-89 1990-99 2000-09 2010-13 2014+

Educational Attainment



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

Commute Time: Minutes



<5 5-9 10-14 15-19 20-24 25-29 30-34 35-39 40-44 45-59 60-89 90+



Source: U.S. Census Bureau, Census 2010 Summary File 1, Esri forecasts for 2021 and 2026

COMMUNITY PROFILE (5 Mile Radius) - Cool Boat and RV Storage

Infographic: Community Profile (Ring: 5 mile radius)

COMMUNITY PROFILE

27,488 0.8% 2.3 38.1 49.2 \$78,963 \$233,393 \$513,131 17% 59% 24%

Population Total Pop Growth Average HH Size Diversity Index Median Age Median HH Income Median Net Worth Median Home Value Under 18 Ages 18 to 65 Aged 66+



14.6%
Service Workers

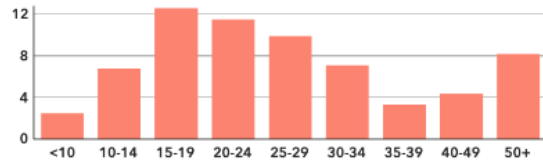


15.9%
Blue Collar Workers



69.5%
White Collar Worker

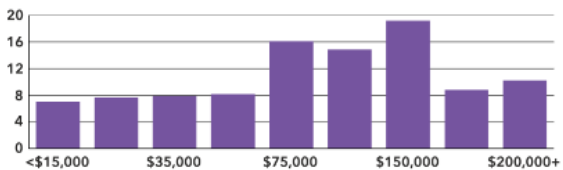
Mortgage as Percent of Salary



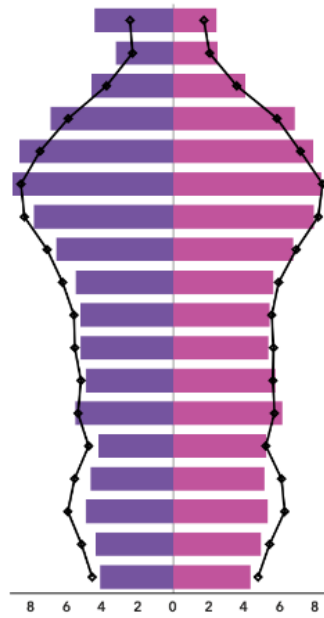
Home Value



Household Income



Age Profile: 5 Year Increments

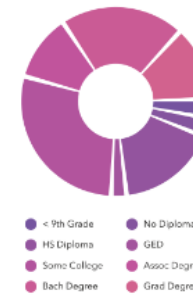


Dots show comparison to 06017 (El Dorado County)

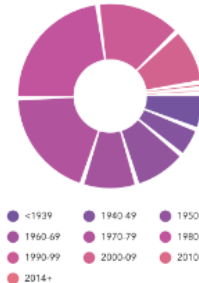
Home Ownership



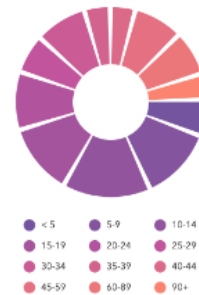
Educational Attainment



Housing: Year Built



Commute Time: Minutes

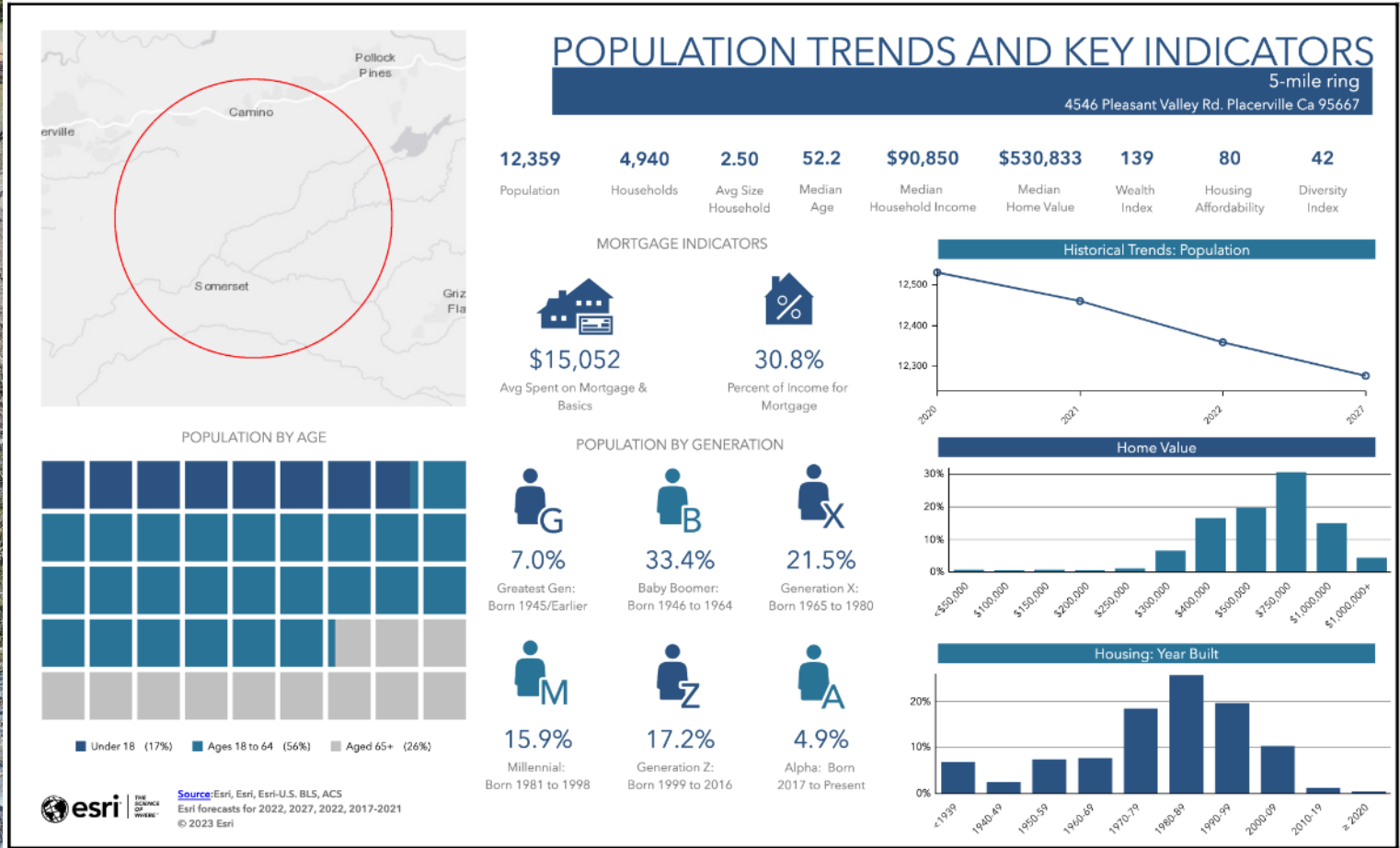


Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026



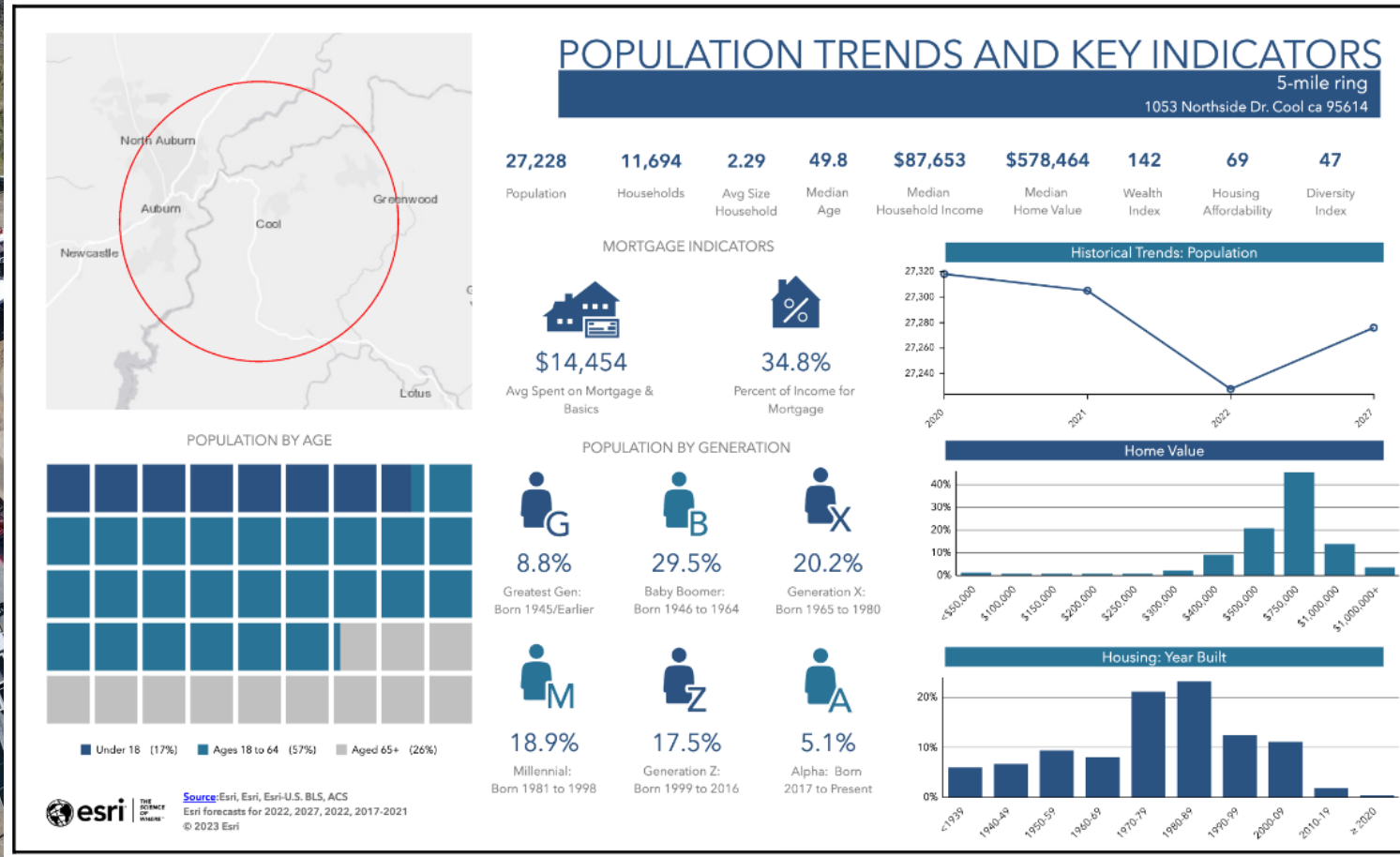
POPULATION TRENDS (3 Mile Radius) - Pleasant Valley Mini Storage

Infographic: Population Trends (Ring: 3 mile radius)



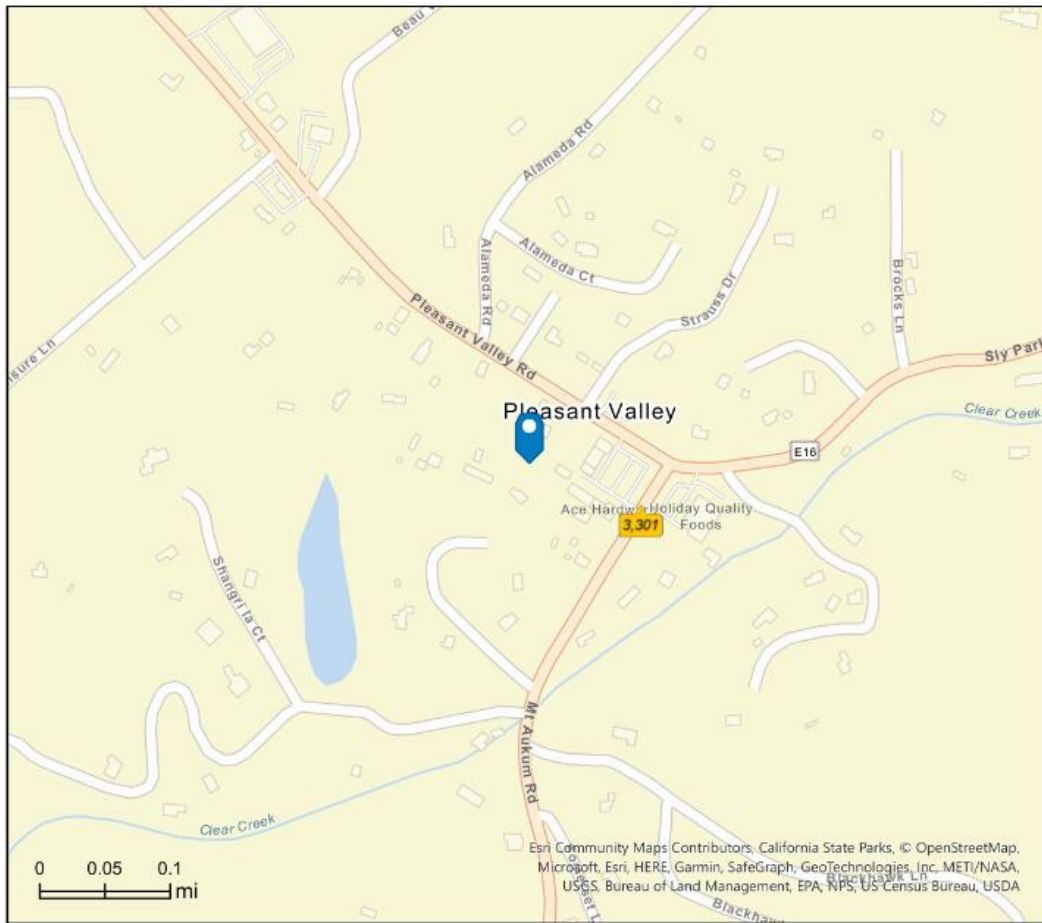
POPULATION TRENDS (5 Mile Radius) - Cool Boat and RV Storage

Infographic: Population Trends (Ring: 5 mile radius)



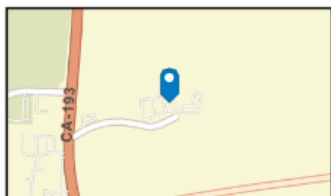
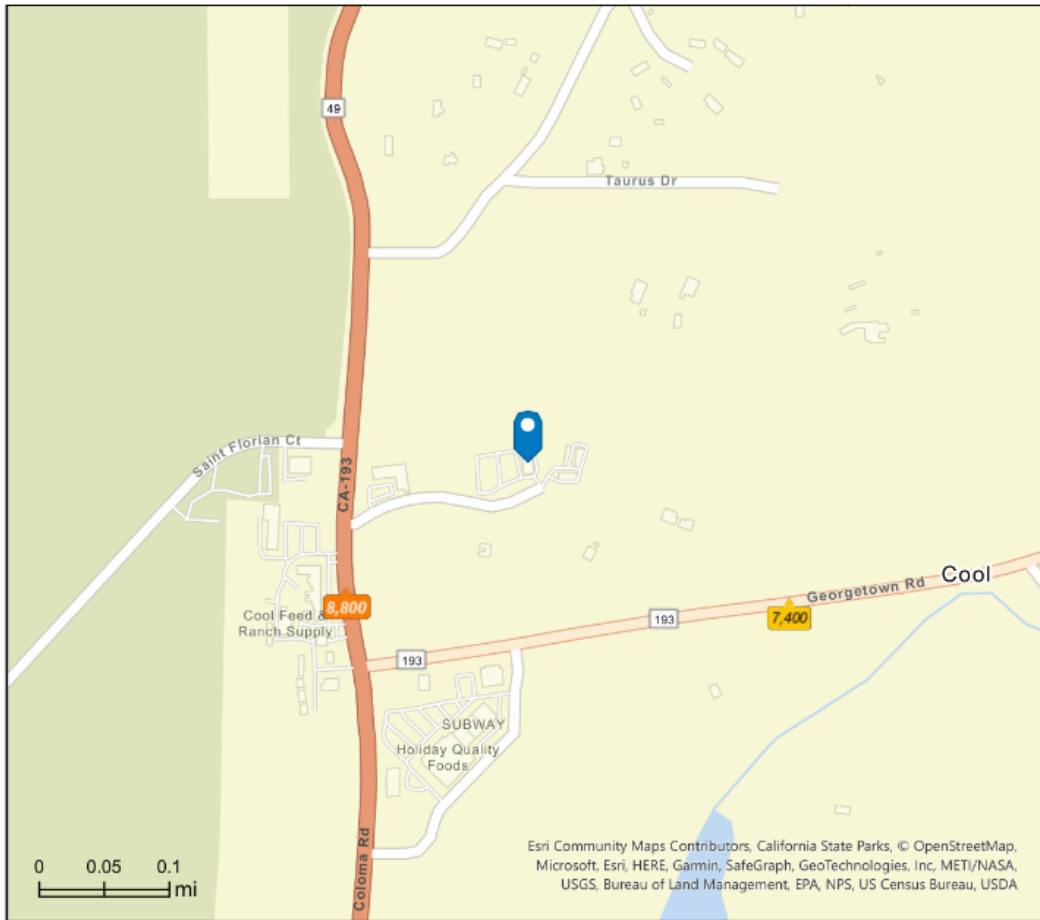
TRAFFIC COUNT (Pleasant Valley Mini Storage)

Infographic: Population Trends (Ring: 5 mile radius)

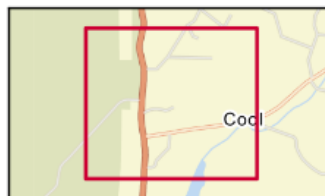


TRAFFIC COUNT (Cool Boat and RV Storage)

Traffic Count Map - Close-up



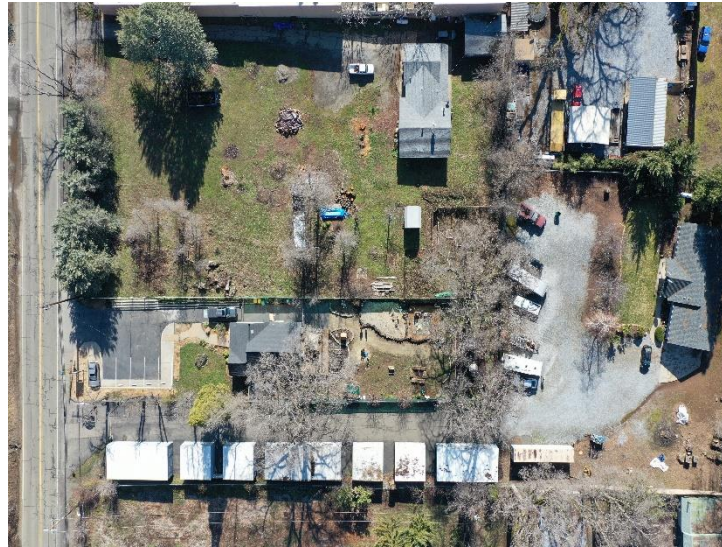
Average Daily Traffic Volume
 ▲ Up to 6,000 vehicles per day
 ▲ 6,001 - 15,000
 ▲ 15,001 - 30,000
 ▲ 30,001 - 50,000
 ▲ 50,001 - 100,000
 ▲ More than 100,000 per day



Source: ©2022 Kalibrate Technologies (Q3 2022).



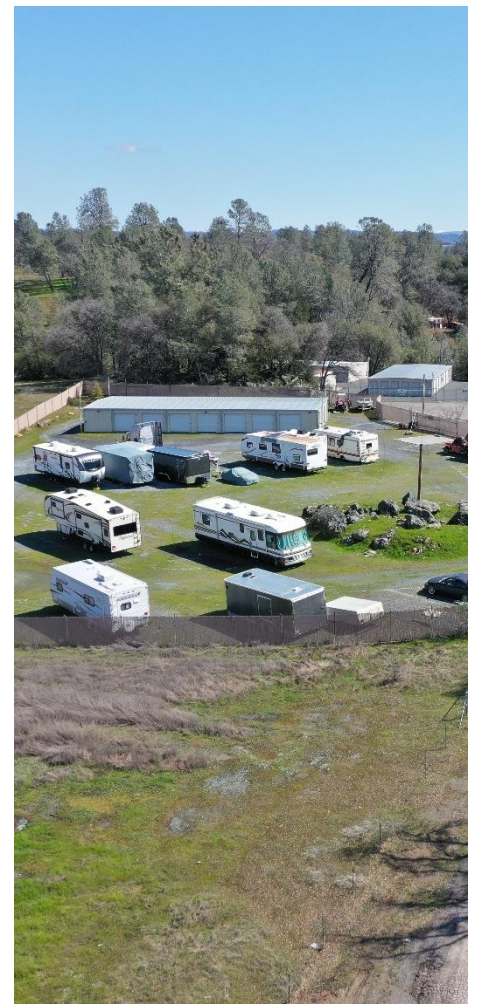
PROPERTY PHOTOS (Pleasant Valley Mini Storage)



PROPERTY PHOTOS (Pleasant Valley Mini Storage)



PROPERTY PHOTOS (Cool Boat and RV Storage)



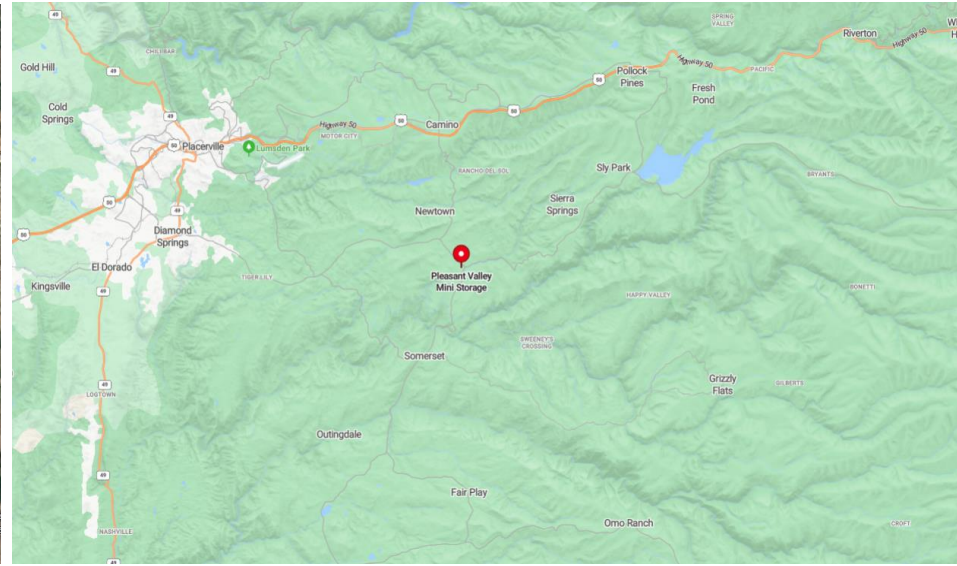
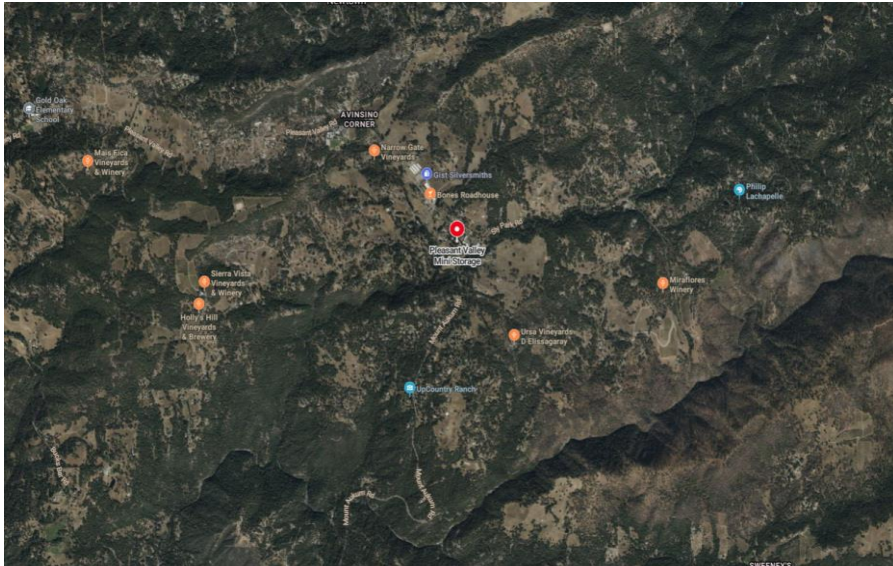
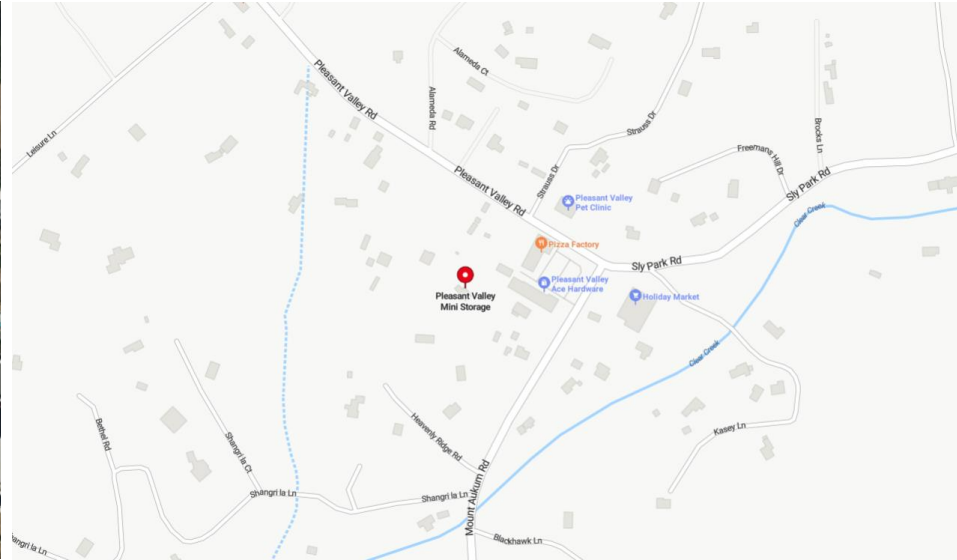
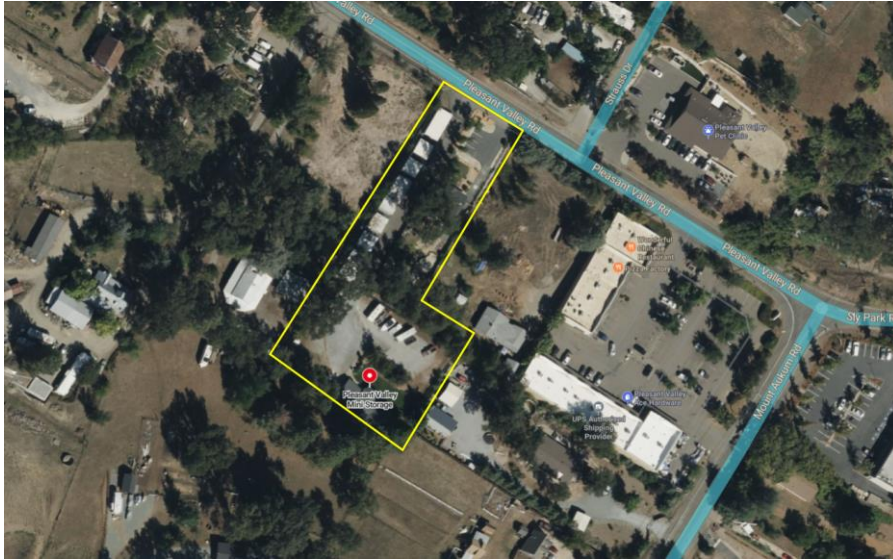
PROPERTY PHOTOS (Cool Boat and RV Storage)



AERIAL PHOTOS

Pleasant Valley Mini Storage

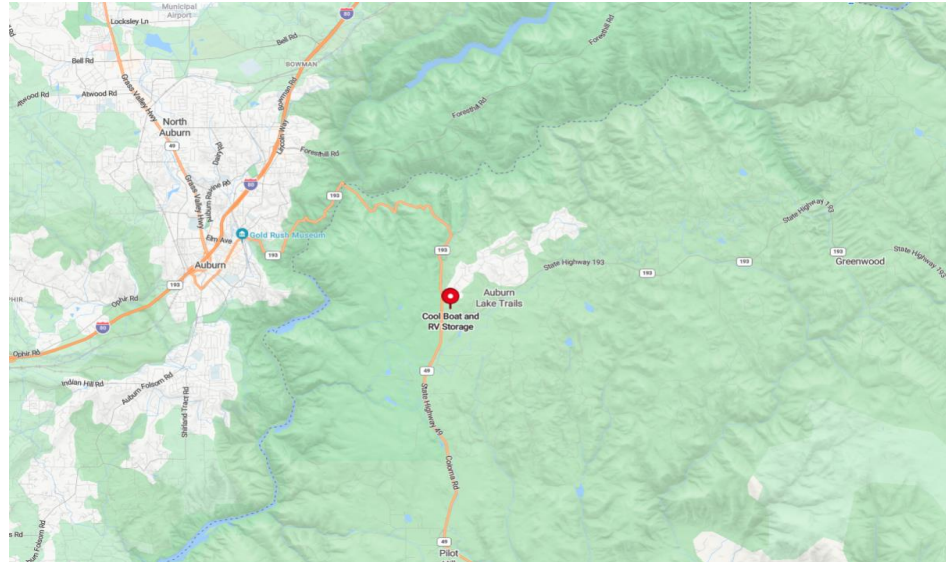
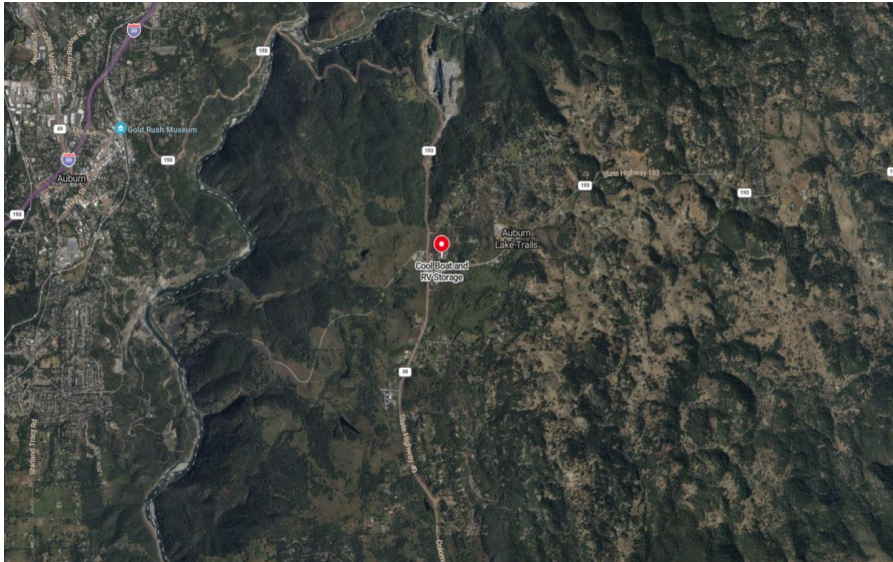
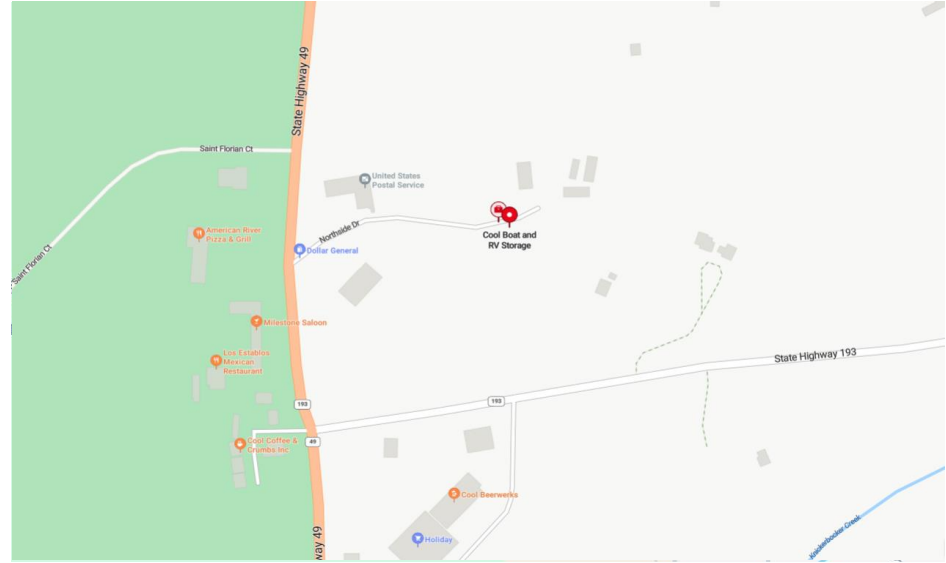
LOCATION MAPS



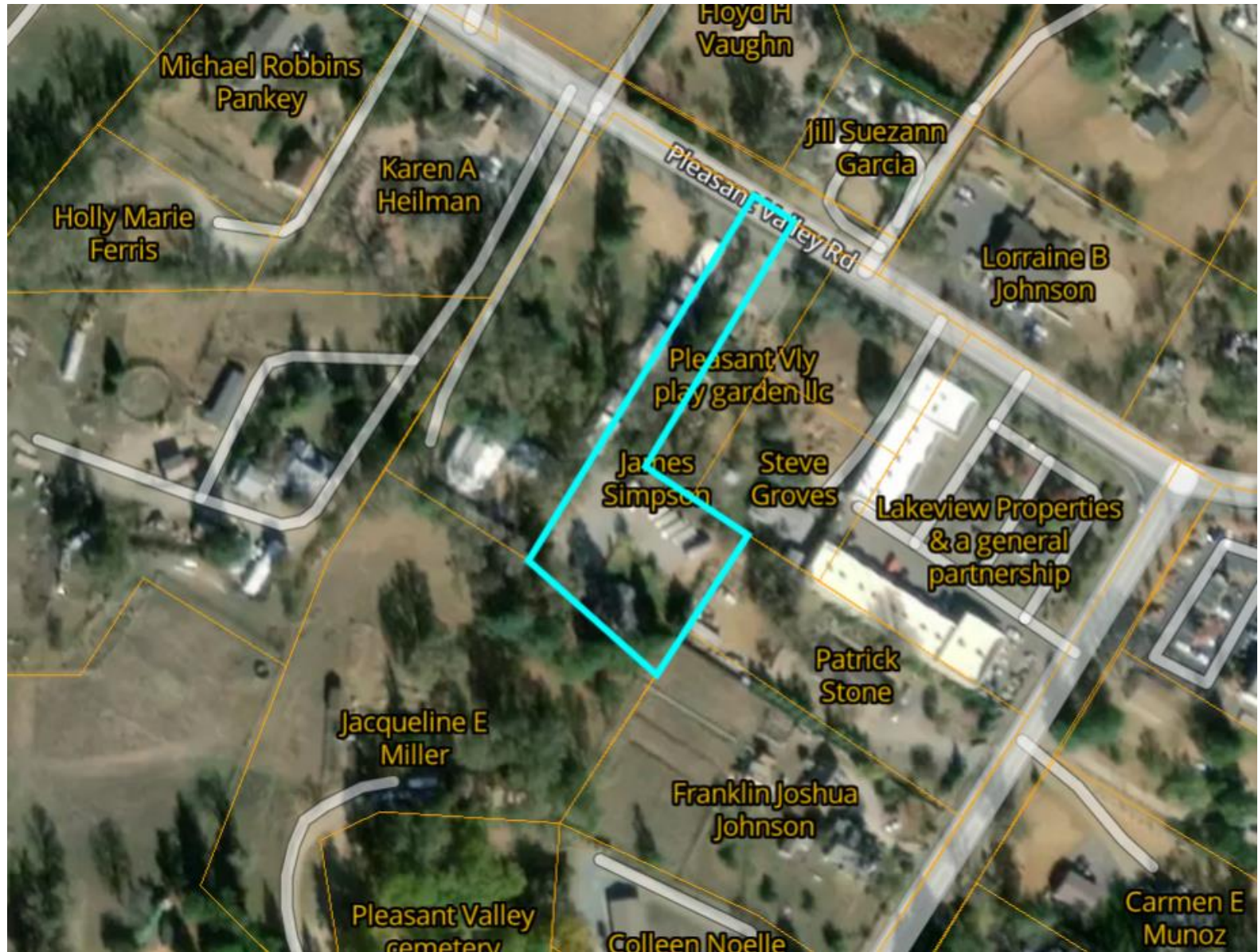
AERIAL PHOTOS

Cool Boat and RV Storage

LOCATION MAPS



SITE AERIAL VIEW (Pleasant Valley Mini Storage)



SITE AERIAL VIEW (Cool Boat and RV Storage)



MARKET SNAPSHOT (1-, 3- and 5-Mile Radius)

(Pleasant Valley Mini Storage)

Market Summary

Market
Coverage
Comparisons are made with

4546 Pleasant Valley Road, Pleasant Valley, Placerville, CA 95667
5 mile radius
National Totals and Averages, California State Total and Averages

Market Snapshot

	This Market	1 Mile	3 Miles
Net Rentable Sq Ft	8,427	6,000	6,000
Sq Ft per Capita			
2021 Sq Ft per Capita	0.72	9.80	1.91
2024 Sq Ft per Capita	0.71	9.66	1.89
2026 Sq Ft per Capita	0.70	9.54	1.86
Sq Ft per Household	1.82	24.19	4.76
Total Stores	2	1	1
REITS	0	0	0
Mid Ops	0	0	0
Small Ops	2	1	1
New Developments	0	0	0
Sq Ft of Developments	N/A	N/A	N/A
Stores opened within the last year	0	0	0
Demographics			
2021 Population	11,772	612	3,138
2024 Population	11,923 (+1.28% change)	621 (+1.47% change)	3,178 (+1.27% change)
2026 Population	12,083 (+2.64% change)	629 (+2.78% change)	3,223 (+2.71% change)
Households	4,625	248	1,261
Rental Households	711	29	101
Rental Households Percentage	15.37%	11.69%	8.01%
Median Household Income	\$ 87,693	\$ 81,774	\$ 89,354
Average Rate Per Square Feet			
All Units without Parking	N/A	N/A	N/A
All Units with Parking	N/A	N/A	N/A
Regular Units	N/A	N/A	N/A
Climate Controlled Units	N/A	N/A	N/A
Only Parking	N/A	N/A	N/A
Rate Trend (12 months)	N/A	N/A	N/A
Units Not Advertised	0%	0%	0%

Market including known developments

	This Market	1 Mile	3 Miles
Net Rentable Sq Ft	8,427	6,000	6,000
Sq Ft per Capita			
2021 Sq Ft per Capita	0.72	9.8	1.91
2024 Sq Ft per Capita	0.71	9.66	1.89
2026 Sq Ft per Capita	0.7	9.54	1.86
Sq Ft per Household	1.82	24.19	4.76
Total Stores	2	1	1
REITS	0	0	0
Mid Ops	0	0	0
Small Ops	2	1	1

MARKET SNAPSHOT (1-, 3- and 5-Mile Radius)

(Cool Boat and RV Storage)

Market Summary

Market Coverage Comparisons are made with 1053 Northside Drive, Auburn Lake Trails, Cool, CA 95614
5 mile radius
National Totals and Averages, California State Total and Averages

	Market Snapshot				Market including known developments		
	This Market	1 Mile	3 Miles		This Market	1 Mile	3 Miles
Net Rentable Sq Ft	110,486	27,838	27,838	Net Rentable Sq Ft	198,970	27,838	27,838
Sq Ft per Capita				Sq Ft per Capita			
2021 Sq Ft per Capita	3.98	51.46	4.94	2021 Sq Ft per Capita	7.16	51.46	4.94
2024 Sq Ft per Capita	3.86	50.71	4.82	2024 Sq Ft per Capita	6.95	50.71	4.82
2026 Sq Ft per Capita	3.77	50.07	4.73	2026 Sq Ft per Capita	6.78	50.07	4.73
Sq Ft per Household	9.35	143.49	11.43	Sq Ft per Household	16.83	143.49	11.43
Total Stores	4	2	2	Total Stores	5	2	2
REITS	1	0	0	REITS	1	0	0
Mid Ops	0	0	0	Mid Ops	1	0	0
Small Ops	3	2	2	Small Ops	3	2	2
New Developments	1	0	0				
Sq Ft of Developments	88,484	N/A	N/A				
Stores opened within the last year	0	0	0				
Demographics							
2021 Population	27,771	541	5,639				
2024 Population	28,620 (+3.06% change)	549 (+1.48% change)	5,771 (+2.34% change)				
2026 Population	29,339 (+5.65% change)	556 (+2.77% change)	5,890 (+4.45% change)				
Households	11,821	194	2,436				
Rental Households	3,619	29	568				
Rental Households Percentage	30.62%	14.95%	23.32%				
Median Household Income	\$ 84,785	\$ 130,845	\$ 104,898				
Average Rate Per Square Feet							
All Units without Parking	\$ 1.46	N/A	N/A				
All Units with Parking	\$ 1.46	N/A	N/A				
Regular Units	\$ 1.44	N/A	N/A				
Climate Controlled Units	\$ 1.57	N/A	N/A				
Only Parking	N/A	N/A	N/A				
Rate Trend (12 months)	-20.34%	N/A	N/A				
Units Not Advertised	0%	0%	0%				

RENTAL SURVEY (Pleasant Valley Mini Storage)

No competition within 3 miles. The closest competition is over 6 miles away in Pollock Pines.

Property Name	Phone	Address	Lot Size	Sq. Ft.	Year Built	10x10	10x20	RV
PLEASANT VALLEY MINI STORAGE	(530) 644-4124	4546 Pleasant Valley Road, Placerville, CA 95667	46,609	4,620	2004	\$125	\$175	\$100
8 Mile Road Mini Storage	(530) 647-9109	4380 8 Mile Rd, Camino, CA 95709	49,223	2,427	n/a	n/a	n/a	n/a
Shield Storage	(530) 622-8668	1066 Locust Avenue, Placerville, CA 95667	126,760	70,982	1986	\$159	\$211	n/a
Sierra Storage	(530) 644-6462	6216 Pony Express Trail, Pollock Pines, CA 95726	164,707	74,689	1998	\$140	\$200	n/a
Pollock Pines Storage	(530) 644-7368	6070 Pony Express Trail, Pollock Pines, CA 95726	21,780	8,739	1980	\$140	\$200	n/a
Ponderosa Mini Storage	(530) 309-0656	6501 Pony Express Trail, Pollock Pines, CA 95726	15,407	10,117	n/a	n/a	n/a	n/a
Averages			75,575	33,391	1988	\$146	\$204	n/a

RENTAL SURVEY (Cool Boat and RV Storage)

No immediate competition. Closest competitor is 4 miles away in Auburn.

Property Name		Address	Lot Size	Sq. Ft.	Year Built	5x10	10x10	10x20	RV
COOL BOAT AND RV STORAGE	530-888-8064	1053 Northside Dr, Cool, CA 95614	163,786	3,750	2011	\$100	\$125	\$175	\$225
Snyders Mini Storage	530-887-1473	4064 Main Street, Greenwood, CA 95635	20,038	1,155	n/a	n/a	n/a	n/a	n/a
Georgetown Mini Storage	530-333-2906	6741 Eaton Road, Georgetown, CA 95634	128,833	56,601	1985	\$65	\$110	\$180	n/a
Foothill Mini Storage	530-885-1851	342 Sacramento St, Auburn, CA 95603	41,000	7,959	1978	n/a	n/a	n/a	n/a
Extra Space	530-730-5220	391 Nevada St, Auburn, CA 95603	164,707	74,689	1998	\$160	\$214	\$258	n/a
US Storage Centers	530-444-1420	12200 Rock Creek Road, Auburn, CA 95602	400,752	166,500	2009	\$89	\$190	\$200	\$80
Locksley Mini Storage	530-847-1400	12095 Locksley Lane, Auburn, CA 95602	117,612	48,523	1987	\$99	\$149	\$232	n/a
Extra Space	530-240-6565	12035 Shale Ridge Lane, Auburn, CA 95602	52,272	23,560	1986	\$160	\$214	\$258	\$102
Newcastle Mini Storage	916-663-2041	9220 Cypress St, Newcastle, CA 95658	19,602	31,762	1938	n/a	n/a	n/a	n/a
Averages			118,102	51,344	1983	\$115	\$175	\$226	\$91

UNIT MIX & INCOME SUMMARY (Pleasant Valley Mini Storage)

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
Pleasant Valley Mini Storage							
10x10	100	17	1,700	\$150.00	\$1.50	\$2,550	\$30,600
10x20	200	13	2,600	\$200.00	\$1.00	\$2,600	\$31,200
8x40	320	1	320	\$400.00	\$1.25	\$400	\$4,800
RV Units	480	10	4,800	\$100.00	\$0.21	\$1,000	\$12,000
Residential Unit	1200	1	1,200	\$1,700.00	\$1.42	\$1,700	\$20,400
		42	10,620			\$8,250	\$99,000
Storage RV Parking Space Residential Unit	<u>Units</u>	<u>Sq. Ft.</u>	<u>Average rate / sq. ft.</u>				\$0.78
	31	4,620	<u>Average size</u>				252.86
	10	4,800					
	1	1,200	Total Units				42
			Units Rented				42
					Occupancy	100%	

UNIT MIX & INCOME SUMMARY (Cool Boat and RV Storage)

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
Cool Boat and RV Storage							
5x10	50	3	150	\$100.00	\$2.00	\$300	\$3,600
10x10	100	8	800	\$125.00	\$1.25	\$1,000	\$12,000
10x20	200	14	2,800	\$175.00	\$0.88	\$2,450	\$29,400
RV Parking Space							
RV Units	360	18	6,480	\$225.00	\$0.63	\$4,050	\$48,600
Large RV Units	840	22	18,480	\$225.00	\$0.27	\$4,950	\$59,400
PGE 3 Acres Rented						\$1,500	\$18,000
		65	28,710			\$14,250	\$171,000
Storage	<u>Units</u>	<u>Sq. Ft.</u>			Average rate / sq. ft.		\$0.50
	25	3,750			Average size		441.69
RV Parking Space	40	24,960					
					Total Units		65
					Units Rented		65
					Occupancy		100%

PRICING

INCOME & EXPENSES

Current *Proforma

PRICE	\$2,920,000	
GROSS REVENUE	\$231,540	\$295,510
EXPENSES	\$56,083	\$56,083
NET INCOME	\$175,457	\$239,427
CAP RATE	6.01%	8.20%
GRM	12.61	9.88
ENCLOSED SQ. FT.	39,330	39,330
PRICE PER SQ. FT.	\$74.24	\$74.24

INCOME	Pleasant Valley	Cool	Combined
Gross Potential Income:	\$ 99,000.00	\$ 171,000.00	\$ 270,000.00
Vacancy:	\$ 1,680.00 2%	\$ 36,780.00 22%	\$ 38,460.00 14%
Rental Income:	\$ 97,320.00	\$ 134,220.00	\$ 231,540.00
Other Income:	\$ -	\$ -	\$ -
Total	\$ 97,320.00	\$ 134,220.00	\$ 231,540.00

EXPENSES	Pleasant Valley	Cool	Combined
*Property Taxes:	\$ 12,727.14 1.05%	\$ 17,729.33 1.04%	\$ 30,456.47
*Property Management:	\$ 2,400.00	\$ 4,800.00	\$ 7,200.00
*Property Insurance:	\$ 2,400.00	\$ 2,600.00	\$ 5,000.00
*Supplies	\$ 360.00	\$ 360.00	\$ 720.00
*Repair & Maintenance:	\$ 1,800.00	\$ 1,200.00	\$ 3,000.00
*Mgmt Software & Website:	\$ 600.00	\$ 600.00	\$ 1,200.00
*Merchant Fees:	\$ 1,946.40	\$ 2,684.40	\$ 4,630.80
Telephone:	\$ 420.00	\$ 420.00	\$ 840.00
Electricity:	\$ 1,080.00	\$ 744.00	\$ 1,824.00
Water:	\$ 828.00	\$ 384.00	\$ 1,212.00
Trash:	\$ -	\$ -	\$ -
Other Expense:	\$ -	\$ -	\$ -
Total Expenses	\$ 24,561.54 25%	\$ 31,521.73 23%	\$ 56,083.27
NET INCOME	\$ 72,758.46	\$ 102,698.27	\$ 175,456.73

Seller lives locally and manages property himself.

Broker added expenses in bold with asterisk to account for costs that a new owner may incur.
Property taxes were also adjusted to reflect that of the current asking price.

FINANCING & RETURNS

Purchase Price	\$ 2,920,000
Sq. Ft. (Storage & RV)	39,330
Price Per Sq. Ft.	\$74.24
Current Cap Rate	6.01%
Pro Forma Cap Rate	8.20%

Bank Financing	
Down Payment	\$ 1,200,000
Loan Amount	\$ 1,720,000
Loan to Value	59%
Interest Rate	6.50%
Amortization	25
Monthly Payments	\$ 11,613.56
Annual Payments	\$ 139,362.76

Year	Current	*Proforma
Gross Potential Income:	\$ 270,000.00	\$ 297,000.00
Vacancy:	\$ 38,460.00	\$ 14,850.00
Rental Income:	\$ 231,540.00	\$ 282,150.00
Admin & Late Fees:	\$ -	\$ 5,000.00
Tenant Insurance:	\$ -	\$ 6,360.00
Other Income:	\$ -	\$ 2,000.00
Total	\$ 231,540	\$ 295,510

Operating Expenses		
*Property Taxes:	\$ 30,456.47	\$ 30,456.47
*Property Management:	\$ 7,200.00	\$ 7,200.00
*Property Insurance:	\$ 5,000.00	\$ 5,000.00
*Supplies	\$ 720.00	\$ 720.00
*Repair & Maintenance:	\$ 3,000.00	\$ 3,000.00
*Mgmt Software & Website:	\$ 1,200.00	\$ 1,200.00
*Merchant Fees:	\$ 4,630.80	\$ 4,630.80
Telephone:	\$ 840.00	\$ 840.00
Electricity:	\$ 1,824.00	\$ 1,824.00
Water:	\$ 1,212.00	\$ 1,212.00
Trash:	\$ -	\$ -
Other Expense:	\$ -	\$ -

Total Expenses	\$56,083	\$56,083
Expense % of Revenue	24.22%	18.98%
Expense Per Sq. Ft.	\$1.43	\$1.43
Net Income	\$ 175,457	\$ 239,427

Loan Payments	\$139,363	\$139,363
Debt Service Coverage Ratio	1.26	1.72
Cash Flow	\$36,094	\$100,064
Capitalization Rate	6.01%	8.20%
Cash on Cash Return	3.01%	8.34%
Gross Revenue Multiple	12.61	9.88

SALES COMPARABLES

**385 Enterprise Pl,
Tracy, CA 95304**



Tracy Mini Storage

Sold Price	\$18,000,000
Sold Date	Jun 28, 202
Price/SF	\$195.20
Type	3 Star Self-Storage
Location	Suburban
GLA	92,211 Sq. Ft.
Floors	1
Year Built	1981
Land SF	216,057 Sq.Ft.
Bldg FAR	0.43
Parcels	212-210-09
Acreage	4.96 AC

**1234 McHenry Ave,
Modesto, CA 95350**



McHenry Self Storage

Sold Price	\$9,300,000
Sold Date	Apr 21, 2023
Price/SF	\$126.63
Type	2 Star Self-Storage
Location	Suburban
GLA	73,440 Sq. Ft.
Floors	1
Year Built	N/A
Land SF	75,794 Sq.Ft.
Bldg FAR	0.97
Parcels	031-11-50
Acreage	1.74 AC

**520 Racquet Way,
Diamond Springs, CA 95619**



Lone Pine Storage

Sold Price	\$1,750,000
Sold Date	Mar 4, 2023
Price/SF	\$87.19
Type	3 Star Self-Storage
Location	Suburban
GLA	20,072 Sq. Ft.
Floors	1
Year Built	2000
Land SF	79,254 Sq.Ft.
Bldg FAR	0.25
Parcels	051-542-001-000
Acreage	1.82 AC

SALES COMPARABLES

**10333 White Rock Rd,
Rancho Cordova, CA 95670**



Sentry Storage

Sold Price	\$5,750,000
Sold Date	Dec 6, 2022
Price/SF	\$137.12
Type	2 Star Self-Storage
Location	Suburban
GLA	41,934 Sq. Ft.
Floors	1
Year Built	1979
Land SF	101,874 Sq.Ft.
Bldg FAR	0.41
Parcels	077-0010-025, 077-0010-048, 077-0010-054
Acreage	2.34 AC

**8680 W Stockton Blvd,
Elk Grove, CA 95758**



All Storage

Sold Price	\$3,250,000
Sold Date	Nov 28, 2022
Price/SF	\$230.55
Type	3 Star Self-Storage
Location	Suburban
GLA	14,097 Sq. Ft.
Floors	1
Year Built	1986
Land SF	33,977 Sq.Ft.
Bldg FAR	0.41
Parcels	117-0220-033
Acreage	0.78 AC

**815 Sunset Dr,
Antioch, CA 94509**



Antioch Mini Storage

Sold Price	\$7,400,000
Sold Date	Nov 10, 2022
Price/SF	\$195.33
Type	2 Star Self-Storage
Location	Suburban
GLA	37,884 Sq. Ft.
Floors	1
Year Built	1978
Land SF	78,408 Sq.Ft.
Bldg FAR	0.48
Parcels	068-100-044-4
Acreage	1.80 AC

BROKER REMARKS

- Deal is over a 7% cap rate with the seller's current expenses and a 6.01% cap rate with expenses added by the Broker.
- The locations have room for expansion of enclosed storage which is factored into the cap rate.
- Since the bulk of the portfolio is RV Storage, this square footage is being included in the price per square foot calculation.
- Electronic gates with keypads and lighting at each facility.
- The sites also are equipped with security cameras; 6 cameras at the Cool location and 4 cameras at the Placerville location.
- Both facilities have historically operated at 100% occupancy with a waiting list, showing strong demand for additional storage space in the areas.
- Locations have little to no competition within a 3-mile radius.
- Below 5 sq. ft. per capita!
- The Placerville location has a tenant who lives on-site and keeps an eye on the property.
- The Cool location has PG&E as its largest tenant and they keep an eye on that property.
- Great Value-Add deal in the Sacramento Metropolitan Area.
- Seller is open to carrying finances.

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