



# CHAPEL SELF STORAGE

3903 S CAMDEN RD, PINE BLUFF, AR 71603

**MATTHEWS™**



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## EXCLUSIVELY LISTED BY:

### HUNTER REYNOLDS

*Associate Vice President  
Self Storage*

**Direct (404) 380-1196**

**Mobile (865) 216-7034**

hunter.reynolds@matthews.com

License No. 414787 (GA)

### AUSTIN MCLEOD

*Senior Vice President  
Associate Director, Self Storage*

**Direct (404) 445-1093**

**Mobile (678) 576-1780**

austin.mcleod@matthews.com

License No. 394903 (GA)

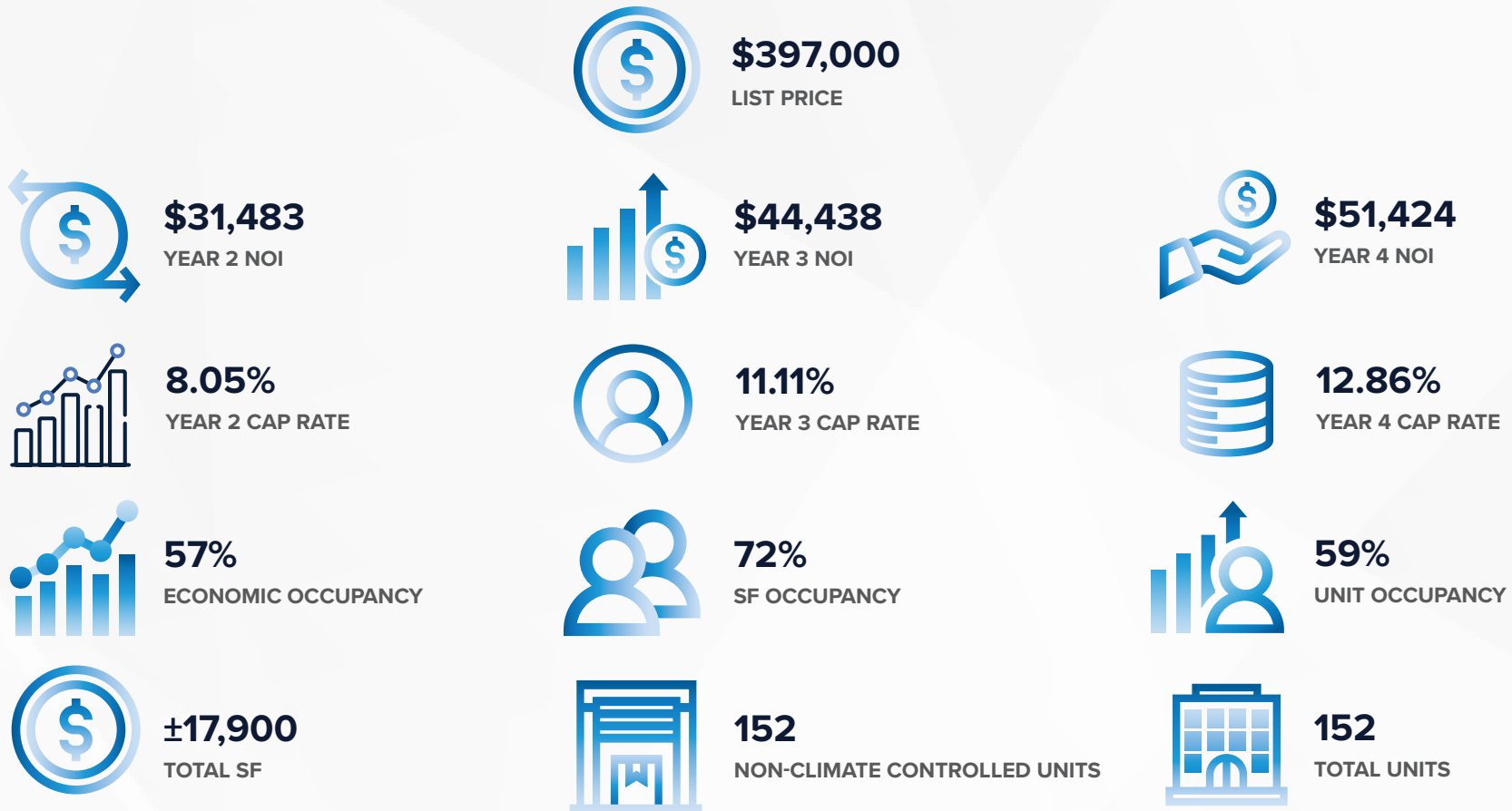
### KYLE MATTHEWS

*Broker of Record*

Broker License No. PB00084217 (AR)



# INVESTMENT SUMMARY



# INVESTMENT HIGHLIGHTS

- Opportunity To Increase Physical And Economic Occupancy – currently 59% physically occupied at only 57% economic occupancy
- Below Replacement Cost - being offered at \$22.35 per NRSF
- Below Market Rents – rents are currently 22% below market on average
- Dense Surrounding Population – Over 42,000 people living in a 5-mile radius
- Facility was completed renovated in 2023 and the owners have increased occupancy by over 50%
- Secure Facility with a gate and 28 cameras on-site





fbt bank simply

POPEYES

SONIC

TACO BELL

530 ± 31,000 VPD

Comfort INN & SUITES

McDonald's

Speedway

SUBWAY

South Arkansas Business Solutions

Simmons Bank

EL SOL MEXICAN RESTAURANT

PIZZA PAPA JOHN'S

TRUE HOME CARE

CHAPEL HARDWARE SINCE 1999

79 Camden Rd ± 19,000 VPD

Subject Property

Watson Chapel High School Under Construction

# PARCEL OUTLINE



# ASSET OVERVIEW



Facility Name	Chapel Self Storage
Address	3903 S Camden Rd
City, State	Pine Bluff, AR
County	Jefferson County
Parcel Number	930-69331-000
Lot Size (Acres)	±1.06 AC
Year Built	1992
Number of Buildings	6
Number of Stories	1
Net Rentable SF	±17,900 SF
Total Units	151
Climate Controlled Units	0
Non-Climate Controlled Units	151
Parking Spaces	0
Unit Occupancy	59%
Square Foot Occupancy	72%
Economic Occupancy	57%
3-Mile SF/Capita	14.81
5-Mile SF/Capita	12.40
Management	Third-Party Management
Foundation	Concrete
Framing	Steel
Roof	Metal
Fencing	Chain-Link
Parking Surface	Concrete
Entry	Gated
Traffic Counts	±7,100 VPD
Flood Zone	No

# UNIT MIX

## NON-CLIMATE CONTROLLED

Unit Size	Unit SF	Total Units	Occupied	Vacant	Total Rentable SF	Current Rates	Monthly Total	Annual Total
5 X 5	25	16	1	15	400	\$24	\$384	\$4,608
5 X 10	50	25	6	19	1,250	\$29	\$725	\$8,700
10 X 5	50	5	1	4	250	\$29	\$145	\$1,740
10 X 10	100	60	44	16	6,000	\$34	\$2,040	\$24,480
10 X 20	200	36	30	6	7,200	\$59	\$2,124	\$25,488
10 X 30	300	8	6	2	2,400	\$119	\$952	\$11,424
20 X 20	400	1	1	0	400	\$149	\$149	\$1,788
<b>Totals</b>		<b>151</b>	<b>89</b>	<b>62</b>	<b>17,900</b>	<b>-</b>	<b>\$6,519</b>	<b>\$78,228</b>

# FINANCIAL OVERVIEW

	T-12		Year 1		Year 2		Year 3		Year 4						
	Total	\$/SF	Total	\$/SF	Total	\$/SF	Total	\$/SF	Total	\$/SF					
<b>INCOME</b>															
Gross Potential Rent	\$78,228	\$4.37	\$78,228	\$4.37	\$78,228	\$4.37	\$86,051	\$4.81	\$94,656	\$5.29					
Merchandise Sales	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00					
Tenant Insurance (Net)	\$2,227	\$0.12	\$7,067	\$0.39	\$9,422	\$0.53	\$10,011	\$0.56	\$10,312	\$0.58					
Admin Fees	\$515	\$0.03	\$1,440	\$0.08	\$1,483	\$0.08	\$1,528	\$0.09	\$1,574	\$0.09					
Late Fees	\$1,828	\$0.10	\$1,919	\$0.11	\$1,976	\$0.11	\$2,036	\$0.11	\$2,097	\$0.12					
Economic Vacancy	-43.00%	(\$33,638)	(\$1.88)	-20.00%	(\$15,646)	(\$0.87)	-8.00%	(\$6,258)	(\$0.35)	-8.00%	(\$6,884)	(\$0.38)	-8.00%	(\$7,572)	(\$0.42)
<b>EFFECTIVE GROSS INCOME</b>	<b>\$49,160</b>	<b>\$2.75</b>	<b>\$73,008</b>	<b>\$4.08</b>	<b>\$84,852</b>	<b>\$4.74</b>	<b>\$92,741</b>	<b>\$5.18</b>	<b>\$101,065</b>	<b>\$5.65</b>					
<b>EXPENSES</b>															
Real Estate Taxes	\$636	\$0.04	\$636	\$0.04	\$4,075	\$0.23	\$4,075	\$0.23	\$4,075	\$0.23					
Insurance	\$9,183	\$0.51	\$9,367	\$0.52	\$9,554	\$0.53	\$9,745	\$0.54	\$9,940	\$0.56					
Utilities & Trash	\$1,913	\$0.11	\$1,951	\$0.11	\$1,990	\$0.11	\$2,030	\$0.11	\$2,071	\$0.12					
On-Site Payroll	\$12,000	\$0.67	\$12,240	\$0.68	\$12,485	\$0.70	\$12,734	\$0.71	\$12,989	\$0.73					
Management Fees	\$14,727	\$0.82	\$3,650	\$0.20	\$4,243	\$0.24	\$4,637	\$0.26	\$5,053	\$0.28					
Bank and Credit Card Fees	\$1,722	\$0.10	\$1,460	\$0.08	\$1,697	\$0.09	\$1,855	\$0.10	\$2,021	\$0.11					
Advertising & Marketing	\$8,989	\$0.50	\$12,000	\$0.67	\$12,240	\$0.68	\$6,000	\$0.34	\$6,120	\$0.34					
Office & Administrative	\$3,094	\$0.17	\$3,156	\$0.18	\$3,219	\$0.18	\$3,284	\$0.18	\$3,349	\$0.19					
Telephone & Internet	\$1,967	\$0.11	\$2,006	\$0.11	\$2,046	\$0.11	\$2,087	\$0.12	\$2,129	\$0.12					
Repairs & Maintenance	\$1,749	\$0.10	\$1,784	\$0.10	\$1,820	\$0.10	\$1,856	\$0.10	\$1,893	\$0.11					
<b>Total Operating Expenses</b>	<b>\$55,981</b>	<b>\$3.13</b>	<b>\$48,251</b>	<b>\$2.70</b>	<b>\$53,369</b>	<b>\$2.98</b>	<b>\$48,304</b>	<b>\$2.70</b>	<b>\$49,641</b>	<b>\$2.77</b>					
<i>Operating Expense Ratio</i>	<i>113.9%</i>	<i>-</i>	<i>66.1%</i>	<i>-</i>	<i>62.9%</i>	<i>-</i>	<i>52.1%</i>	<i>-</i>	<i>49.1%</i>	<i>-</i>					
<b>NET OPERATING INCOME</b>	<b>(\$6,822)</b>	<b>(\$0.38)</b>	<b>\$24,757</b>	<b>\$1.38</b>	<b>\$31,483</b>	<b>\$1.76</b>	<b>\$44,438</b>	<b>\$2.48</b>	<b>\$51,424</b>	<b>\$2.87</b>					

## ASSUMPTIONS:

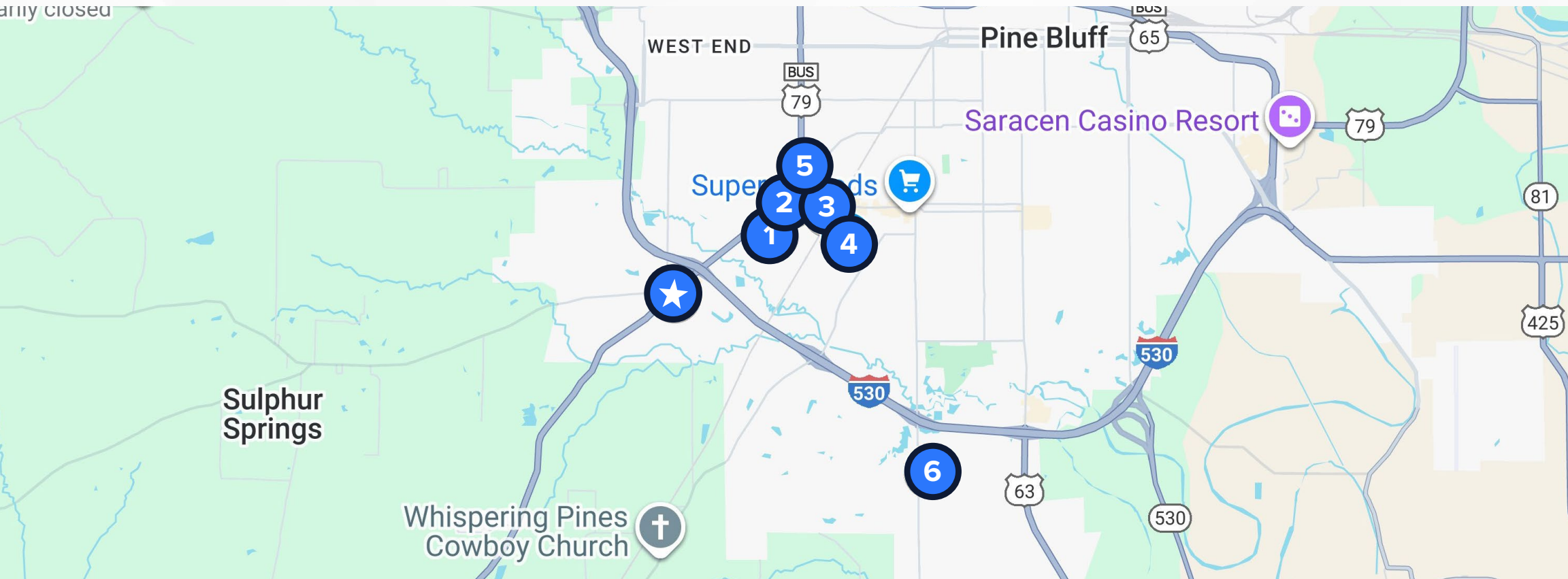
- Gross Potential Rent - Unchanged in Year 1, 5% increase in Year 2, and 3% increases in Year 3 and Year 4
- Tenant Insurance (Self-Storage Units Only) - 60% penetration x \$6.50 (Profit) x 12 months in Year 1, 80% penetration in Year 2, 85% penetration in Year 3, 3% annual growth moving forward
- Admin Fees - \$24 per move-in x 15 move-ins per month x 12 months in Year 1, 3% annual growth moving forward
- Real Estate Taxes - Estimated in Year 1 based on the sale price (with 30% goodwill allocation) and current millage rate, followed by 1% annual growth moving forward
- Insurance Expense - 2% annual growth starting in Year 1
- Utilities Expense - 2% annual growth starting in Year 1
- Management Fee - 5% of Effective Gross Income
- Bank and Credit Card Fees - 2% of Effective Gross Income
- Advertising & Marketing - \$1,000 per month budget starting in Year 1, 2% annual growth moving forward
- Office & Administrative - 2% annual growth starting in Year 1
- Telephone & Internet - 2% annual growth starting in Year 1

# 10 YEAR CASH FLOW ANALYSIS

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>INCOME</b>										
Gross Potential Rent	\$78,228	\$78,228	\$86,051	\$94,656	\$104,121	\$107,245	\$110,462	\$113,776	\$117,190	\$120,705
Merchandise Sales	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Tenant Insurance (Net)	\$7,067	\$9,422	\$10,011	\$10,312	\$10,621	\$10,940	\$11,268	\$11,606	\$11,954	\$12,313
Admin Fees	\$1,440	\$1,483	\$1,528	\$1,574	\$1,621	\$1,669	\$1,719	\$1,771	\$1,824	\$1,879
Late Fees	\$1,919	\$1,976	\$2,036	\$2,097	\$2,160	\$2,225	\$2,291	\$2,360	\$2,431	\$2,504
Economic Vacancy	(\$15,646)	(\$6,258)	(\$6,884)	(\$7,572)	(\$8,330)	(\$8,580)	(\$8,837)	(\$9,102)	(\$9,375)	(\$9,656)
<b>EFFECTIVE GROSS INCOME</b>	<b>\$73,008</b>	<b>\$84,852</b>	<b>\$92,741</b>	<b>\$101,065</b>	<b>\$110,193</b>	<b>\$113,499</b>	<b>\$116,904</b>	<b>\$120,411</b>	<b>\$124,023</b>	<b>\$127,744</b>
<b>EXPENSES</b>										
Real Estate Taxes	\$636	\$4,075	\$4,075	\$4,075	\$4,116	\$4,157	\$4,198	\$4,240	\$4,283	\$4,326
Insurance	\$9,367	\$9,554	\$9,745	\$9,940	\$10,139	\$10,342	\$10,548	\$10,759	\$10,975	\$11,194
Utilities	\$1,951	\$1,990	\$2,030	\$2,071	\$2,112	\$2,154	\$2,197	\$2,241	\$2,286	\$2,332
On-Site Payroll	\$12,240	\$12,485	\$12,734	\$12,989	\$13,249	\$13,514	\$13,784	\$14,060	\$14,341	\$14,628
Management Fees	\$3,650	\$4,243	\$4,637	\$5,053	\$5,510	\$5,675	\$5,845	\$6,021	\$6,201	\$6,387
Bank and Credit Card Fees	\$1,460	\$1,697	\$1,855	\$2,021	\$2,204	\$2,270	\$2,338	\$2,408	\$2,480	\$2,555
Advertising & Marketing	\$12,000	\$12,240	\$6,000	\$6,120	\$6,242	\$6,367	\$6,495	\$6,624	\$6,757	\$6,892
Office & Administrative	\$3,156	\$3,219	\$3,284	\$3,349	\$3,416	\$3,485	\$3,554	\$3,626	\$3,698	\$3,772
Telephone & Internet	\$2,006	\$2,046	\$2,087	\$2,129	\$2,172	\$2,215	\$2,259	\$2,305	\$2,351	\$2,398
Repairs & Maintenance	\$1,784	\$1,820	\$1,856	\$1,893	\$1,931	\$1,970	\$2,009	\$2,049	\$2,090	\$2,132
<b>Total Operating Expenses</b>	<b>\$48,251</b>	<b>\$53,369</b>	<b>\$48,304</b>	<b>\$49,641</b>	<b>\$51,091</b>	<b>\$52,149</b>	<b>\$53,229</b>	<b>\$54,334</b>	<b>\$55,462</b>	<b>\$56,616</b>
<i>Operating Expense Ratio</i>	66.1%	62.9%	52.1%	49.1%	46.4%	45.9%	45.5%	45.1%	44.7%	44.3%
<b>NET OPERATING INCOME</b>	<b>\$24,757</b>	<b>\$31,483</b>	<b>\$44,438</b>	<b>\$51,424</b>	<b>\$59,102</b>	<b>\$61,350</b>	<b>\$63,675</b>	<b>\$66,077</b>	<b>\$68,561</b>	<b>\$71,129</b>

# NON-CLIMATE CONTROLLED RENT COMPARABLES

Facility Name	Address	5x10 NC	10x10 NC	10x20 NC	10x30 NC	Distance to Subject Property
★ Subject Property	3903 S Camden Rd, Pine Bluff, AR	\$29.00	\$34.00	\$59.00	\$119.00	-
1 Storage Rentals of America	2907 S Camden Rd, Pine Bluff, AR	\$37.00	\$56.00	\$56.00	\$178.00	1.05 Miles
2 Uhaul Self Storage	4030 W 25th Ave, Pine Bluff, AR	-	\$104.95	-	-	1.39 Miles
3 West 28th Avenue Self Storage	3400 W 28th Ave, Pine Bluff, AR	\$50.00	\$65.00	\$85.00	\$135.00	1.63 Miles
4 Mockingbird Storage	3015 S Midland Dr, Pine Bluff, AR	\$30.00	\$45.00	\$65.00	\$80.00	1.70 Miles
5 Secure Freedom Self Storage	2125 S Blake St, Pine Bluff, AR	\$32.97	\$47.97	\$68.97	-	1.72 Miles
6 New Frontier Self Storage - Pine Bluff	2101 Ridgway Rd, Pine Bluff, AR	\$30.00	\$57.00	\$63.00	\$137.00	2.90 Miles
<b>Averages</b>		<b>\$35.99</b>	<b>\$62.65</b>	<b>\$67.59</b>	<b>\$132.50</b>	
<b>Average Rent Per Foot</b>		<b>\$0.72</b>	<b>\$0.63</b>	<b>\$0.34</b>	<b>\$0.44</b>	



# DEMOGRAPHIC ANALYSIS



## POPULATION

	1-MILE	3-MILE	5-MILE
2020 Population	1,851	20,561	43,577
2025 Population	1,546	19,404	42,843
2030 Population Projection	1,421	18,357	40,892
Annual Growth 2020-2025	-4.1%	-1.4%	-0.4%
Annual Growth 2025-2030	-1.6%	-1.1%	-0.9%
Median Age	43.8	40.2	38.9



## HOUSEHOLD

	1-MILE	3-MILE	5-MILE
2020 Households	781	7,888	17,174
2025 Households	654	7,424	16,942
2030 Household Projection	601	7,011	16,163
Annual Growth 2020-2025	-3.0%	0.1%	0.5%
Annual Growth 2025-2030	-1.6%	-1.1%	-0.9%
Owner Occupied Households	428	4,028	8,943
Renter Occupied Households	172	2,983	7,219



## INCOME

	1-MILE	3-MILE	5-MILE
Avg Household Income	\$68,589	\$61,394	\$60,321
Median Household Income	\$57,626	\$47,147	\$45,469
< \$25,000	152	2,025	4,766
\$25,000 - 50,000	130	1,970	4,569
\$50,000 - 75,000	165	1,495	3,285
\$75,000 - 100,000	72	737	1,822
\$100,000 - 125,000	42	343	737
\$125,000 - 150,000	27	311	716
\$150,000 - 200,000	60	430	699
\$200,000+	6	113	349

# MARKET OVERVIEW



## PINE BLUFF, AR

Pine Bluff serves as the county seat of Jefferson County and is one of the key population and service centers in southeast Arkansas. Positioned along the Arkansas River, it is roughly 45 miles from Little Rock, giving it a role as both a regional hub and a gateway to larger metropolitan resources. The city has long-standing ties to agriculture, timber, and river transport, while also supporting industries in healthcare, manufacturing, and logistics. Jefferson Regional Medical Center and the University of Arkansas at Pine Bluff anchor employment and provide healthcare, education, and cultural resources for the surrounding area.

The community is also recognized for its historical significance and ongoing revitalization efforts. Cultural assets such as the Arts and Science Center for Southeast Arkansas, the Arkansas Railroad Museum, and a growing downtown redevelopment initiative reflect local efforts to preserve heritage while encouraging new investment. The presence of higher education and research institutions continues to shape workforce development, while the city's location along major highways and the river sustains its role in regional trade. Though Pine Bluff faces economic and infrastructure challenges, it remains a central hub for southeast Arkansas with opportunities tied to healthcare, education, and transportation.

# A NEW CHAPTER FOR PINE BLUFF: HOW A \$4 BILLION GAS PLANT COULD STRENGTHEN COMMUNITY GROWTH



The construction of a \$4 billion gas-to-liquids plant near Pine Bluff represents an important opportunity for Jefferson County and the surrounding area. The project is expected to create thousands of construction jobs and several hundred permanent positions once operational. Along with producing clean diesel, jet fuel, and other products, the facility will also contribute to the local tax base, providing long-term financial support for schools, infrastructure, and public services. The project emphasizes environmental responsibility: it intends to operate with carbon neutrality in its direct emissions by 2030, and to offset indirect emissions to achieve full life-cycle carbon neutrality by 2035. This investment signals confidence in the region and offers a foundation for steady economic growth within the next five years and beyond.

For Pine Bluff, the plant may encourage more people to consider living and working in the area. During construction, there will be increased demand for housing, restaurants, and other local services, and some of that activity may remain even after the project is complete. The permanent roles that follow could provide stable career paths for local residents while also attracting skilled workers and their families from outside the county. These new residents may contribute to a stronger sense of community and help sustain local businesses.

Over time, the facility has the potential to strengthen population trends by creating reasons for families and younger generations to stay in or move to Pine Bluff. The presence of a major industrial operation often encourages related industries and suppliers to establish themselves nearby, further increasing lucrative job opportunities. With thoughtful planning and support, the plant could become a steady influence on population growth and community vitality, helping Pine Bluff look forward to a more secure and promising future.

Please visit <https://gtla1.com/about-us/> to learn more about the project, its goals, partners, and the technologies involved.



## ARKANSAS RAILROAD MUSEUM

The Arkansas Railroad Museum, housed in the historic Cotton Belt Railroad Yard, offers a rich journey into railroading heritage. It proudly features the Steam Locomotive #819, the last steam engine built by the Cotton Belt, along with passenger cars, telegraph equipment, and vintage railroad artifacts. The museum also hosts community events and train shows, keeping railroad history alive for new generations.

## ARTS & SCIENCE CENTER FOR SOUTHEAST ARKANSAS

The Arts & Science Center for Southeast Arkansas is a cultural hub featuring four galleries, a theater, and educational spaces. Here you'll discover rotating art exhibits, hands-on science displays, theater performances, and workshops—featuring regional artists and deep-rooted Delta heritage. It serves as both an educational resource and a gathering place for the region's creative community.



## DELTA RIVERS NATURE CENTER

The Delta Rivers Nature Center immerses visitors in the unique ecology of the Arkansas Delta. With interactive wildlife exhibits, nature trails winding through wetland and forest habitats, and educational programming, it's ideal for families, bird-watchers, and anyone interested in regional natural beauty. Its focus on conservation and environmental awareness makes it a cornerstone for outdoor education in Pine Bluff.

# UNIVERSITY OF ARKANSAS AT PINE BLUFF

The University of Arkansas at Pine Bluff (UAPB) is a public, historically Black university with a rich legacy of education, research, and community impact in southeast Arkansas. Established in 1873 as Branch Normal College, it is the second-oldest public institution of higher learning in the state and remains the oldest with HBCU heritage. Today, UAPB is part of the University of Arkansas System and serves more than 2,000 students across undergraduate and graduate programs. The university offers a diverse portfolio of more than 50 degree paths, including notable strengths in agriculture, business, education, nursing, and the sciences. Beyond academics, UAPB plays a cultural and civic role in the community through the University Museum and Cultural Center, which preserves and shares the history of the Arkansas Delta. The campus fosters leadership, innovation, and service, guided by its mission as an 1890 land-grant institution to expand access to education and promote economic development in the region. With its combination of tradition and forward-looking initiatives, UAPB continues to serve as a cornerstone of higher education, research, and cultural life in Pine Bluff and across Arkansas.

## TOP 60 BIOLOGICAL ENGINEERING PROGRAMS IN U.S.

(BEST ENGINEERING COLLEGES, 2024)

## TOP 70 AGRICULTURAL SCIENCES PROGRAMS IN U.S.

(NICHE, 2025)

## TOP 100 GREEK LIFE COLLEGES IN U.S.

(NICHE, 2025)



## CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **3903 S Camden Rd, Pine Bluff, AR 71603** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services™. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.



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