



MATTHEWS™

1629 DANIELSVILLE RD, ATHENS, GA 30601



187 WILKERSON ST, ATHENS, GA 30601

ATHENS LOCK STORAGE

1629 DANIELSVILLE RD & 187 WILKERSON ST, ATHENS, GA 30601 | OFFERING MEMORANDUM

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EXCLUSIVELY LISTED BY:

AUSTIN MCLEOD

Senior Vice President

Director | Self-Storage

Direct +1 (404) 445-1093

Mobile +1 (678) 576-1780

austin.mcleod@matthews.com

License No. 394903 (GA)

BROKER OF RECORD

Maxx Bauman

License No. 451849 (GA)

Firm No. 80041 (GA)



1629 DANIELSVILLE RD



187 WILKERSON ST

1629 Danielsville Rd, Athens, GA 30601



Existing Facility

Expansion Opportunity

| 187 Wilkerson St, Athens, GA 30601





Built in 2025

Pointe Grand North Athens Apartments
±294 Units

±380 Employees

certainteed
SAINT-GOBAIN

±462 Employees

McLANE.

±400 Employees

**ABB BALDOR
RELIANCE III**



Athens Technical College
±4,400 Students

**WAFLE
HOUSE**

RaceTrac

**Clayton
homes**

CIRCLE K

Paragon Luxury Apartments
±240 Units



University of Georgia
±43,888 Students | ±0.4 Miles Away

Manor Lake
Assisted Living, Memory Care
& Independent Living

Fowler Drive Elementary
±420 Students

Danielsville Rd



Subject Property



University of Georgia
±43,888 Students

THREE BUDDIES



Clarke Central High School
±1,842 Students

Rambler Athens
±342 Units

TARGET **CVS** pharmacy
URBAN OUTFITTERS *Chick-fil-A* *Paul's*

SPRINGHILL SUITES
BY MARRIOTT

Built in 2025

Hub Athens Apartments
±162 Units

Oconee St ± 22,700 VPD

pūrvēlo
Orangetheory
BLENDERZ
SUGAR POLISH NAIL BAR DUMPLING MASTER

HOMEWOOD SUITES by Hilton™

E Broad St ± 23,400 VPD

The Flats At Carrs Hill
±138 Units

The Mark Athens
±350 Units

Farmer's Exchange
±36 Units

Lark Athens
±211 Units

Subject Property

Google Earth

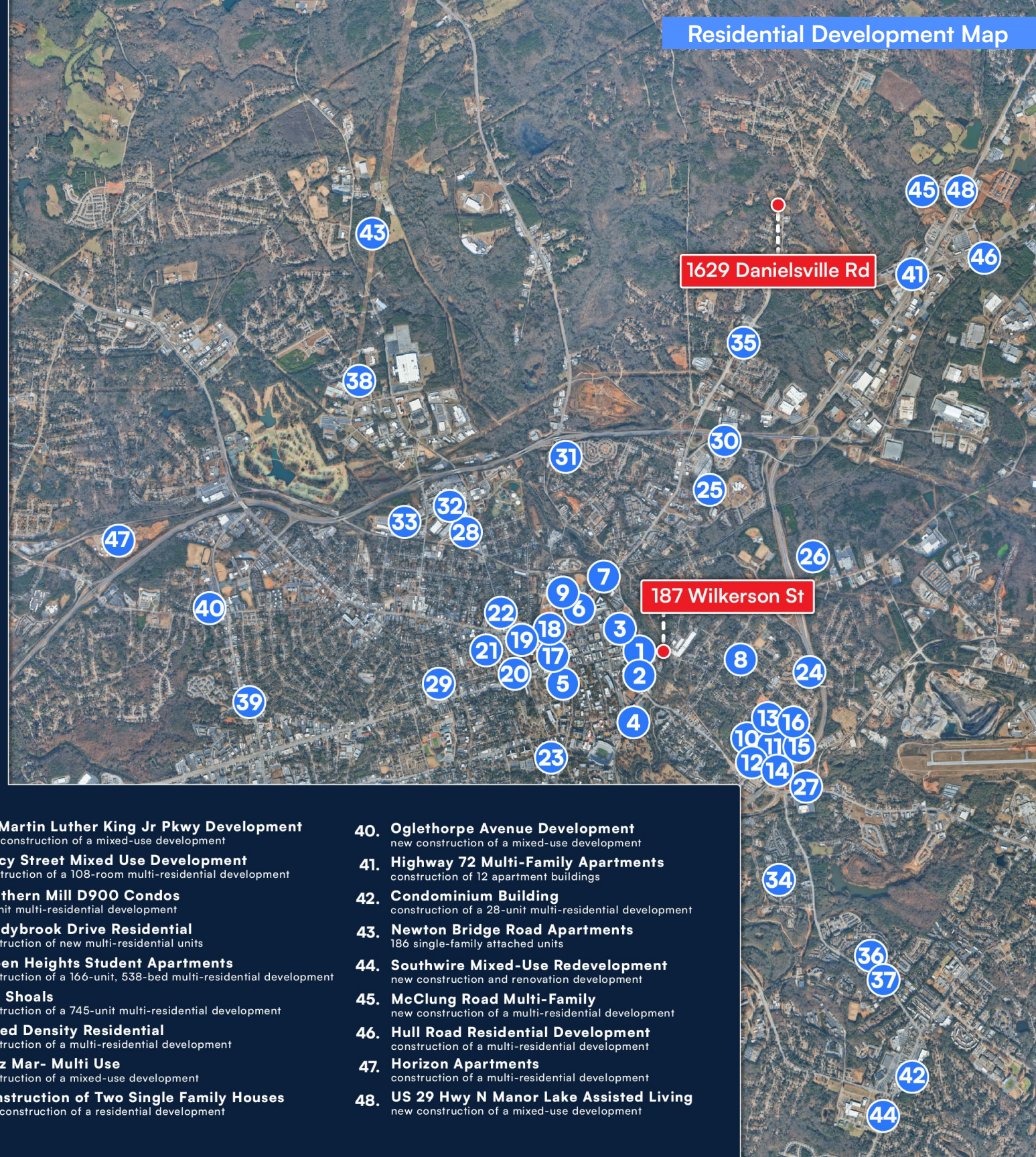
Housing Developments

1. **The Mark Athens 2**
107-unit, 447-bed multi-residential development
2. **The Hub at Athens**
115-unit, 360-bed multi-residential development
3. **Press Place Apartments**
construction of multi-residential and retail development
4. **Athens River Mill**
Multi-Residential, Parking Garage, Retail
5. **South Lumpkin St Mixed Use Development**
220-unit multi-residential development
6. **Hotel Abacus Redevelopment / Athens**
residential complex - 1400 beds in the University of Georgia
7. **Hub Athens II**
9 storey multifamily residential building with ground-floor retail
8. **Fairview Street Affordable Housing Project**
new construction of a mixed-use development
9. **Athens Downtown Redevelopment**
146 apartment homes, retail space, and community amenities
10. **District Development Services**
multi-residential; residential; and residential development
11. **Mill Center Blvd Development**
new construction of a multi-residential development
12. **Micah's Creek**
construction of a 63-unit residential development
13. **Lexington Road Mixed-Use Development**
construction of a 109-unit, 156-room multi-residential development
14. **Highway 29 Multi-Residential Development**
construction of a 280-unit, 460-room multi-residential development
15. **Mathis Apartments South Lumpkin St Athens**
multi-residential development
16. **Parkside Mixed-Use Development**
284-unit multi-residential development
17. **Westside Apartments**
construction of a multi-residential development in Athens
18. **North Downtown Athens**
146 Apartment Homes, Retail Space, And Community Amenities
19. **359 West Hancock Mixed Use Building**
new construction of a mixed-use development
20. **Broad Street Mixed-Use Development**
new construction of a mixed-use development
21. **Finley Street Mixed-Use Development**
167-unit multi-residential development
22. **Meigs Street Mixed-Use Development**
construction of a multi-residential development
23. **Episcopal House**
new construction of a mixed-use development
24. **Smoke/CO Detector Installation**
Renovation of a multi-residential development
25. **J.R. Johnson Legacy Village**
construction of a two-unit multi-residential development
26. **Olympic Drive Multi-Residential Development**
construction of a multi-residential development
27. **Rev3 at Millcreek**
Multi-Residential - Townhomes
28. **Barber Street Mixed-Use Development**
Multi-Residential, Retail
29. **Magnolia - Northwood Ravin**
Five-story building with high-end student housing
30. **Old Hull Rd Multifamily Units**
new construction of a multi-residential development

31. **Dr Martin Luther King Jr Pkwy Development**
new construction of a mixed-use development
32. **Tracy Street Mixed Use Development**
construction of a 108-room multi-residential development
33. **Southern Mill D900 Condos**
14-unit multi-residential development
34. **Shadybrook Drive Residential**
construction of new multi-residential units
35. **Aspen Heights Student Apartments**
construction of a 166-unit, 538-bed multi-residential development
36. **The Shoals**
construction of a 745-unit multi-residential development
37. **Mixed Density Residential**
construction of a multi-residential development
38. **Fritz Mar- Multi Use**
construction of a mixed-use development
39. **Construction of Two Single Family Houses**
new construction of a residential development

40. **Oglethorpe Avenue Development**
new construction of a mixed-use development
41. **Highway 72 Multi-Family Apartments**
construction of 12 apartment buildings
42. **Condominium Building**
construction of a 28-unit multi-residential development
43. **Newton Bridge Road Apartments**
186 single-family attached units
44. **Southwire Mixed-Use Redevelopment**
new construction and renovation development
45. **McClung Road Multi-Family**
new construction of a multi-residential development
46. **Hull Road Residential Development**
construction of a multi-residential development
47. **Horizon Apartments**
construction of a multi-residential development
48. **US 29 Hwy N Manor Lake Assisted Living**
new construction of a mixed-use development

Residential Development Map



| EXECUTIVE SUMMARY

The Opportunity

Austin McLeod with Matthews™ has been exclusively hired to market for sale “Athens Lock Storage”, a self-storage opportunity totaling ±39,350 rentable square feet between two locations in Athens, Georgia.

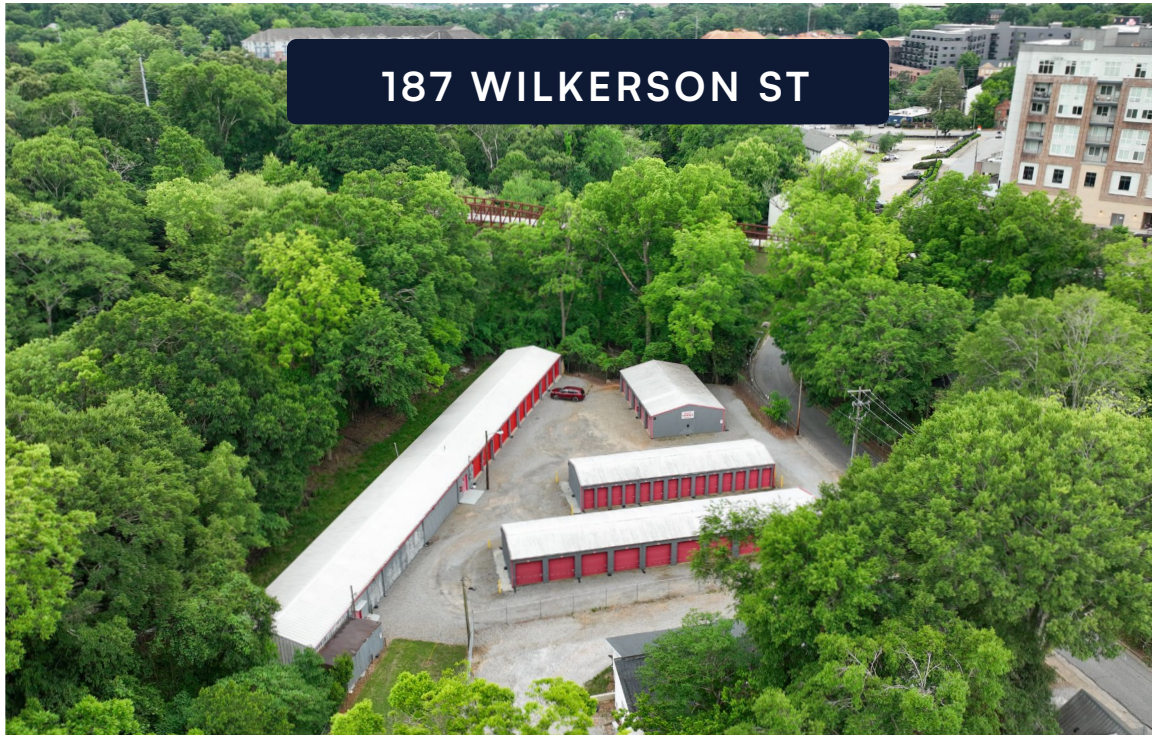
The Danielsville Road location includes excess vacant land, presenting an immediate expansion opportunity to the next owner. The units are currently 87% occupied and 90% by square footage, with economic occupancy at 93%. In-place rents remain below nearby competitors, providing a new owner with a clear path to increase revenue and NOI. There are also no self-storage developments showing as in planning nor under construction in a 5-mile radius (per TractIQ), which bodes very well for the long term performance of this asset.

Athens is anchored by the University of Georgia — one of the largest public universities in the Southeast with current total enrollment of 43,888 students and growing — which drives consistent population stability, household turnover, and sustained self-storage demand throughout the trade area. This demand is further supported by substantial residential development activity underway throughout the Athens area and Clarke County.

This opportunity is being offered at a list price of \$3,525,000 on a rolling bid basis. Please contact Austin McLeod to access the full deal room and discuss the offering in further detail.



1629 DANIELSVILLE RD



187 WILKERSON ST

1629 DANIELSVILLE RD



01

PROPERTY
DETAILS



ASSET OVERVIEW

Facility Name	Athens Lock Storage
Address	1629 Danielsville Rd & 187 Wilkerson St
City, State	Athens, GA
County	Clarke County
Parcel Numbers	15-4-C2 C-003-A & 17-1-B4 A-008-A
Lot Size (Acres)	±7.19
Year Built	1988
Year Expanded	2008
Number of Buildings	14
Number of Stories	1
Net Rentable SF	±39,350
Total Units	400
Climate Controlled Units	80
Non-Climate Controlled Units	288
Parking Spaces	32
Unit Occupancy	87%
Square Foot Occupancy	90%
Economic Occupancy	93%
3-Mile SF/Capita	10.27
5-Mile SF/Capita	8.01
Management	Owner-Operated with Employees
Foundation	Concrete
Framing	Steel
Roof	Metal
Fencing	Chain-Link
Parking Surface	Paved
Entry	Keypad Access
Traffic Counts	±8,510 VPD
Flood Zone	No
On-Site Apartment	No

INVESTMENT HIGHLIGHTS

- 87% unit occupancy and 90% square foot occupancy, with economic occupancy at 93%
- In-place rents remain below nearby competitors
- Expansion land included at the Danielsville Road location
- Zero new self-storage developments planned or under construction in the immediate trade area (according to TractIQ)
- Anchored by the University of Georgia with total enrollment of 43,888 students — one of the largest public universities in the Southeast
- Substantial residential development underway throughout all of Athens



LISTING DETAILS

\$3,525,000

List Price

\$213,057

Current NOI

\$270,191

Year 2 NOI

\$290,493

Year 4 NOI

6.04%

T-12 Cap Rate

7.65%

Year 2 Cap Rate

8.24%

Year 4 Cap Rate

400

Total Units

80

Climate Controlled Units

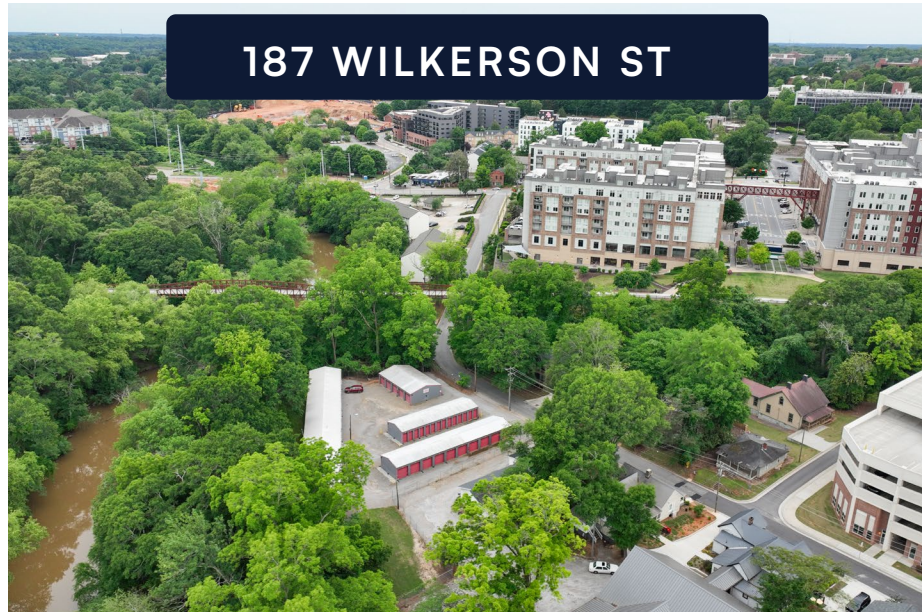
288

Non-Climate Controlled Units

1629 DANIELSVILLE RD



187 WILKERSON ST







UNIT MIX

Climate Controlled - Ground Level

Unit Size	Unit SF	Total Units	Occupied	Vacant	Net Rentable SF	Current Rates	Monthly GPI	Annual Total
5 X 5	25	18	18	0	450	\$60	\$1,080	\$12,958
5 X 10	50	9	8	1	450	\$56	\$504	\$6,047
5 X 10	50	6	5	1	300	\$76	\$456	\$5,471
10 X 10	100	16	15	1	1,600	\$110	\$1,760	\$21,118
10 X 10	100	1	1	0	100	\$110	\$110	\$1,320
10 X 15	150	7	5	2	1,050	\$110	\$770	\$9,239
10 X 15	150	14	14	0	2,100	\$130	\$1,820	\$21,838
10 X 15	150	1	1	0	150	\$190	\$190	\$2,280
10 X 20	200	8	8	0	1,600	\$150	\$1,200	\$14,399
Totals	-	80	75	5	7,800	\$0	\$7,889	\$94,670

Non-Climate Controlled

Unit Size	Unit SF	Total Units	Occupied	Vacant	Net Rentable SF	Current Rates	Monthly GPI	Annual Total
5 X 10	50	24	23	1	1,200	\$50	\$1,200	\$14,397
5 X 10	50	80	51	29	4,000	\$50	\$3,999	\$47,990
10 X 10	100	76	68	8	7,600	\$70	\$5,319	\$63,831
10 X 10	100	27	27	0	2,700	\$70	\$1,890	\$22,677
10 X 15	150	16	14	2	2,400	\$95	\$1,520	\$18,238
10 X 20	200	5	5	0	1,000	\$110	\$550	\$6,599
10 X 20	200	48	45	3	9,600	\$110	\$5,280	\$63,354
10 X 25	250	11	10	1	2,750	\$150	\$1,650	\$19,799
10 X 30	300	1	1	0	300	\$300	\$300	\$3,600
Totals	-	288	244	44	31,550	-	\$21,707	\$260,485

UNIT MIX

Open Parking

Unit Size	Unit SF	Total Units	Occupied	Vacant	Net Rentable SF	Current Rates	Monthly GPI	Annual Total
10 X 20	0	1	1	0	0	\$35	\$35	\$420
10 X 20	0	1	1	0	0	\$100	\$100	\$1,200
10 X 40	0	30	26	4	0	\$31	\$930	\$11,160
Totals	-	8	8	0	200	-	\$1,065	\$12,780

Facility Totals	-	400	347	53	39,350	-	\$30,661	\$367,936
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FINANCIAL OVERVIEW

		T-12		Year 1		Year 2		Year 3		Year 4					
		Total	\$ PSF	Total	\$ PSF	Total	\$ PSF	Total	\$ PSF	Total	\$ PSF				
Income															
Gross Potential Rent		\$367,936	\$9.35		\$449,376	\$11.42		\$462,857	\$11.76		\$476,743	\$12.12		\$491,045	\$12.48
Truck Rental Commissions		\$1,177	\$0.03		\$1,213	\$0.03		\$1,249	\$0.03		\$1,286	\$0.03		\$1,325	\$0.03
Merchandise Sales		\$1,497	\$0.04		\$1,542	\$0.04		\$1,588	\$0.04		\$1,636	\$0.04		\$1,685	\$0.04
Tenant Insurance (Net)		\$18,903	\$0.48		\$21,528	\$0.55		\$22,963	\$0.58		\$24,398	\$0.62		\$25,130	\$0.64
Admin Fees		\$0.00	\$0.00		\$2,880	\$0.07		\$2,966	\$0.08		\$3,055	\$0.08		\$3,147	\$0.08
Late Fees		\$10,204	\$0.26		\$10,510	\$0.27		\$10,825	\$0.28		\$11,150	\$0.28		\$11,484	\$0.29
Economic Vacancy	-6.6%	(\$24,138)	(\$0.61)	-15.0%	(\$67,406)	(\$1.71)	-10.0%	(\$46,286)	(\$1.18)	-10.0%	(\$47,674)	(\$1.21)	-10.0%	(\$49,105)	(\$1.25)
Effective Gross Income		\$375,579	\$9.54		\$419,642	\$10.66		\$456,163	\$11.59		\$470,594	\$11.96		\$484,712	\$12.32
Expenses															
Real Estate Taxes		\$33,605	\$0.85		\$39,663	\$1.01		\$40,456	\$1.03		\$41,265	\$1.05		\$42,091	\$1.07
Insurance		\$17,193	\$0.44		\$17,537	\$0.45		\$17,888	\$0.45		\$18,245	\$0.46		\$18,610	\$0.47
Utilities & Trash		\$17,042	\$0.43		\$17,383	\$0.44		\$17,731	\$0.45		\$18,085	\$0.46		\$18,447	\$0.47
On-Site Payroll		\$42,578	\$1.08		\$43,430	\$1.10		\$44,298	\$1.13		\$45,184	\$1.15		\$46,088	\$1.17
Management Fees		\$18,779	\$0.48		\$20,982	\$0.53		\$22,808	\$0.58		\$23,530	\$0.60		\$24,236	\$0.62
Bank and Credit Card Fees		\$8,451	\$0.21		\$9,442	\$0.24		\$10,264	\$0.26		\$10,588	\$0.27		\$10,906	\$0.28
Advertising & Marketing		\$5,374	\$0.14		\$12,000	\$0.30		\$12,240	\$0.31		\$12,485	\$0.32		\$12,734	\$0.32
Office & Administrative		\$7,160	\$0.18		\$7,303	\$0.19		\$7,449	\$0.19		\$7,598	\$0.19		\$7,750	\$0.20
Telephone & Internet		\$2,300	\$0.06		\$2,346	\$0.06		\$2,393	\$0.06		\$2,441	\$0.06		\$2,490	\$0.06
Repairs & Maintenance		\$10,040	\$0.26		\$10,241	\$0.26		\$10,446	\$0.27		\$10,655	\$0.27		\$10,868	\$0.28
Total Operating Expenses		\$162,522	\$4.13		\$180,326	\$4.58		\$185,972	\$4.73		\$190,076	\$4.83		\$194,219	\$4.94
Operating Expense Ratio		43.3%	-		43.0%	-		40.8%	-		40.4%	-		40.1%	-
Net Operating Income		\$213,057	\$5.41		\$239,315	\$6.08		\$270,191	\$6.87		\$280,518	\$7.13		\$290,493	\$7.38

ASSUMPTIONS:

- Gross Potential Rent - Adjusted to market rates in Year 1, and 3% increases in Year 2, Year 3, and Year 4
- Tenant Insurance (Self-Storage Units Only) - 75% 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 10 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 10% goodwill allocation) and current millage rate, followed by 2% 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 - 2.25% 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
- Repairs & Maintenance - 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
Income										
Gross Potential Rent	\$449,376	\$462,857	\$476,743	\$491,045	\$505,777	\$520,950	\$536,578	\$552,676	\$569,256	\$586,334
Truck Rental Commissions	\$1,213	\$1,249	\$1,286	\$1,325	\$1,365	\$1,406	\$1,448	\$1,491	\$1,536	\$1,582
Merchandise Sales	\$1,542	\$1,588	\$1,636	\$1,685	\$1,735	\$1,787	\$1,841	\$1,896	\$1,953	\$2,012
Tenant Insurance (Net)	\$21,528	\$22,963	\$24,398	\$25,130	\$25,884	\$26,661	\$27,461	\$28,284	\$29,133	\$30,007
Admin Fees	\$2,880	\$2,966	\$3,055	\$3,147	\$3,241	\$3,339	\$3,439	\$3,542	\$3,648	\$3,758
Late Fees	\$10,510	\$10,825	\$11,150	\$11,484	\$11,829	\$12,184	\$12,549	\$12,926	\$13,313	\$13,713
Economic Vacancy	(\$67,406)	(\$46,286)	(\$47,674)	(\$49,105)	(\$50,578)	(\$52,095)	(\$53,658)	(\$55,268)	(\$56,926)	(\$58,633)
Effective Gross Income	\$419,642	\$456,163	\$470,594	\$484,712	\$499,254	\$514,231	\$529,658	\$545,548	\$561,914	\$578,772
Expenses										
Real Estate Taxes	\$39,663	\$40,456	\$41,265	\$42,091	\$42,932	\$43,791	\$44,667	\$45,560	\$46,471	\$47,401
Insurance	\$17,537	\$17,888	\$18,245	\$18,610	\$18,982	\$19,362	\$19,749	\$20,144	\$20,547	\$20,958
Utilities & Trash	\$17,383	\$17,731	\$18,085	\$18,447	\$18,816	\$19,192	\$19,576	\$19,968	\$20,367	\$20,774
On-Site Payroll	\$43,430	\$44,298	\$45,184	\$46,088	\$47,010	\$47,950	\$48,909	\$49,887	\$50,885	\$51,902
Management Fees	\$20,982	\$22,808	\$23,530	\$24,236	\$24,963	\$25,712	\$26,483	\$27,277	\$28,096	\$28,939
Bank and Credit Card Fees	\$9,442	\$10,264	\$10,588	\$10,906	\$11,233	\$11,570	\$11,917	\$12,275	\$12,643	\$13,022
Advertising & Marketing	\$12,000	\$12,240	\$12,485	\$12,734	\$12,989	\$13,249	\$13,514	\$13,784	\$14,060	\$14,341
Office & Administrative	\$7,303	\$7,449	\$7,598	\$7,750	\$7,905	\$8,063	\$8,225	\$8,389	\$8,557	\$8,728
Telephone & Internet	\$2,346	\$2,393	\$2,441	\$2,490	\$2,539	\$2,590	\$2,642	\$2,695	\$2,749	\$2,804
Repairs & Maintenance	\$10,241	\$10,446	\$10,655	\$10,868	\$11,085	\$11,307	\$11,533	\$11,763	\$11,999	\$12,239
Total Operating Expenses	\$180,326	\$185,972	\$190,076	\$194,219	\$198,455	\$202,786	\$207,215	\$211,743	\$216,373	\$221,108
<i>Operating Expense Ratio</i>	<i>43.0%</i>	<i>40.8%</i>	<i>40.4%</i>	<i>40.1%</i>	<i>39.8%</i>	<i>39.4%</i>	<i>39.1%</i>	<i>38.8%</i>	<i>38.5%</i>	<i>38.2%</i>
Net Operating Income	\$239,315	\$270,191	\$280,518	\$290,493	\$300,799	\$311,445	\$322,444	\$333,805	\$345,541	\$357,664

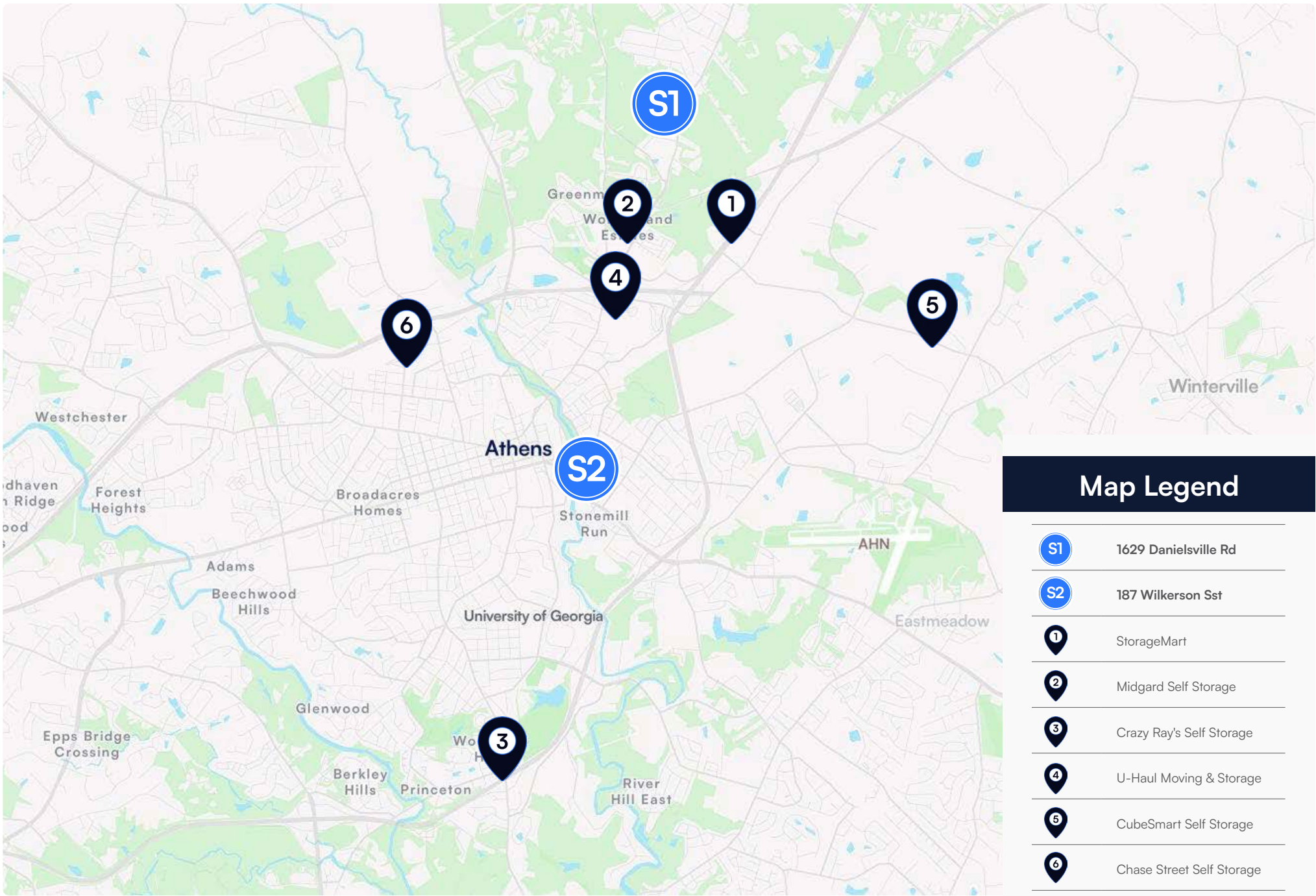
CLIMATE CONTROLLED - GROUND LEVEL RENT COMPARABLES

Facility Name	Address	5x5 CC		5x10 CC		10x10 CC		10x15 CC		10x20 CC		Distance to Property
		Current In-Store	Current Web Rate	Current In-Store	Current Web Rate	Current In-Store	Current Web Rate	Current In-Store	Current Web Rate	Current In-Store	Current Web Rate	
 Subject Property	1629 Danielsville Rd & 187 Wilkerson St, Athens, GA	\$59.99	-	\$55.99	-	\$109.99	-	\$109.99	-	\$149.99	-	-
 StorageMart	251 Collins Ind Blvd, Athens, GA	\$58.00	-	\$79.00	\$59.25	\$113.00	-	-	-	-	-	1.04 Miles
 Midgard Self Storage	925 Danielsville Rd, Athens, GA	\$56.00	\$51.00	-	-	-	-	\$94.00	\$56.00	\$134.00	\$80.00	1.08 Miles
 Crazy Ray's Self Storage	1040 US-29 #1124, Athens, GA	\$39.00	-	\$79.00	-	\$109.00	-	\$179.00	-	\$239.00	-	1.37 Miles
 U-Haul Moving & Storage	484 North Ave, Athens, GA	\$74.95	-	\$99.95	-	\$134.95	-	\$179.95	-	\$239.95	-	1.72 Miles
 CubeSmart Self Storage	775 Athena Dr, Athens, GA	\$88.00	\$52.80	\$94.00	\$56.40	\$153.00	\$91.80	\$187.00	\$112.20	\$316.00	\$189.60	2.79 Miles
 Chase Street Self Storage	1150 N Chase St, Athens, GA	\$69.00	\$41.00	-	-	\$184.00	\$166.00	\$219.00	\$208.00	-	-	2.95 Miles
Averages		\$64.16	\$48.27	\$87.99	\$57.83	\$138.79	\$128.90	\$171.79	\$125.40	\$232.24	\$134.80	
Average Rent Per Foot		\$2.57	\$1.93	\$1.76	\$1.16	\$1.39	\$1.29	\$1.15	\$0.84	\$1.16	\$0.67	

CLIMATE CONTROLLED - GROUND LEVEL RENT COMPARABLES

Facility Name	Address	5x5 CC		5x10 CC		10x10 CC		10x15 CC		10x20 CC		Distance to Property
		T-12 In-Store	T-12 Web Rate	T-12 In-Store	T-12 Web Rate	T-12 In-Store	T-12 Web Rate	T-12 In-Store	T-12 Web Rate	T-12 In-Store	T-12 Web Rate	
1 StorageMart	251 Collins Ind Blvd, Athens, GA	\$47.00	\$45.00	\$66.00	\$64.00	\$109.00	\$107.00	\$122.00	\$120.00	\$173.00	\$170.00	1.04 Miles
2 Midgard Self Storage	925 Danielsville Rd, Athens, GA	\$46.00	\$31.00	\$91.00	\$60.00	\$113.00	\$78.00	\$148.00	\$102.00	\$163.00	\$118.00	1.08 Miles
3 Crazy Ray's Self Storage	1040 US-29 #1124, Athens, GA	-	-	-	-	-	-	-	-	-	-	1.37 Miles
4 U-Haul Moving & Storage	484 North Ave, Athens, GA	\$75.00	\$75.00	\$99.00	\$99.00	\$135.00	\$135.00	\$179.00	\$179.00	\$235.00	\$235.00	1.72 Miles
5 CubeSmart Self Storage	775 Athena Dr, Athens, GA	\$114.00	\$67.00	\$112.00	\$66.00	\$228.00	\$130.00	\$258.00	\$155.00	\$330.00	\$199.00	2.79 Miles
6 Chase Street Self Storage	1150 N Chase St, Athens, GA	\$49.00	\$36.00	\$81.00	\$65.00	\$134.00	\$94.00	\$186.00	\$131.00	\$273.00	\$205.00	2.95 Miles
Averages		\$66.20	\$50.80	\$89.80	\$70.80	\$143.80	\$108.80	\$178.60	\$137.40	\$234.80	\$185.40	
Average Rent Per Foot		\$2.65	\$2.03	\$1.80	\$1.42	\$1.44	\$1.09	\$1.19	\$0.92	\$1.17	\$0.93	

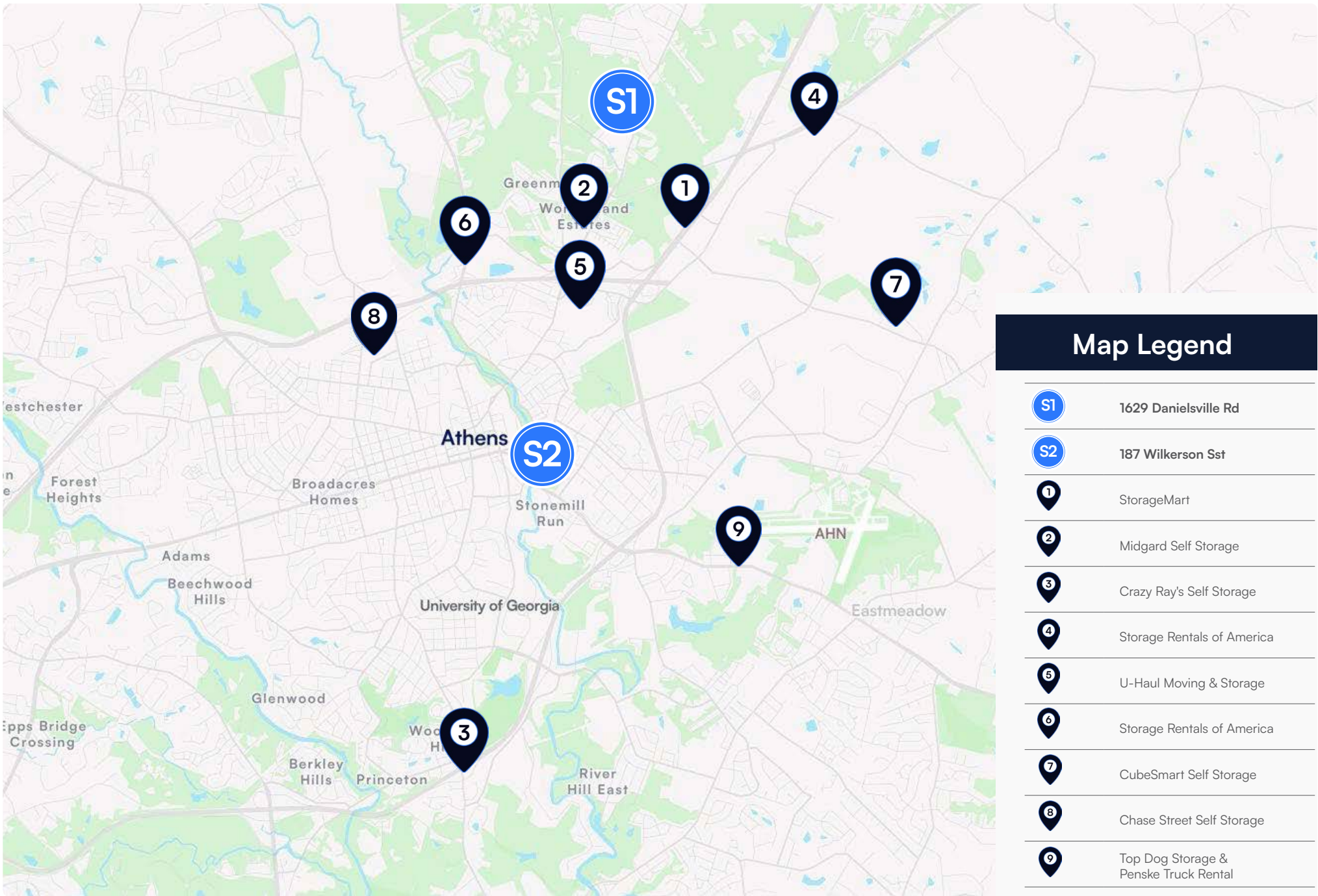
CLIMATE CONTROLLED - GROUND LEVEL RENT COMPARABLES MAP



NON-CLIMATE CONTROLLED - RENT COMPARABLES

Facility Name	Address	5x10 NC		10x10 NC		10x15 NC		10x20 NC		10x25 NC		10x30 NC		Distance to Property
		Current In-Store	Current Web Rate	Current In-Store	Current Web Rate	Current In-Store	Current Web Rate	Current In-Store	Current Web Rate	Current In-Store	Current Web Rate	Current In-Store	Current Web Rate	
 Subject Property	1629 Danielsville Rd & 187 Wilkerson St, Athens, GA	\$49.99	-	\$69.99	-	\$94.99	-	\$109.99	-	\$149.99	-	\$299.99	-	-
 1 StorageMart	251 Collins Ind Blvd, Athens, GA	\$69.00	\$51.75	\$84.00	\$63.00	\$95.00	\$47.50	\$114.00	\$57.00	\$134.00	\$67.00	-	-	1.04 Miles
 2 Midgard Self Storage	925 Danielsville Rd, Athens, GA	\$50.00	\$40.00	\$87.00	\$52.00	\$6.00	\$57.00	\$127.00	\$76.00	-	-	\$143.00	\$86.00	1.08 Miles
 3 Crazy Ray's Self Storage	1040 US-29 #1124, Athens, GA	\$59.00	-	\$79.00	-	\$99.00	-	\$129.00	-	-	-	\$199.00	-	1.37 Miles
 4 Storage Rentals of America	1034 Hull Rd, Athens, GA	-	-	\$59.00	\$49.00	-	-	-	-	-	-	-	-	1.48 Miles
 5 U-Haul Moving & Storage	484 North Ave, Athens, GA	-	-	\$129.95	-	-	-	-	-	-	-	-	-	1.72 Miles
 6 Storage Rentals of America	1225 Commerce Rd, Athens, GA	\$54.00	-	\$71.00	\$59.00	\$100.00	\$50.00	\$100.00	\$50.00	-	-	-	-	1.86 Miles
 7 CubeSmart Self Storage	775 Athena Dr, Athens, GA	\$74.00	\$44.00	\$166.00	\$99.60	\$175.00	\$105.00	\$212.00	\$127.20	-	-	\$251.00	\$150.60	2.79 Miles
 8 Chase Street Self Storage	1150 N Chase St, Athens, GA	-	-	\$139.00	\$132.00	\$139.00	\$132.00	-	-	\$237.00	\$225.00	\$242.00	\$118.50	2.95 Miles
 9 Top Dog Storage & Penske Truck Rental	2205 Lexington Rd, Athens, GA	-	-	\$65.00	-	\$85.00	-	\$115.00	-	-	-	-	-	3.82 Miles
Averages		\$61.20	\$45.25	\$97.77	\$75.77	\$99.86	\$78.30	\$132.83	\$77.55	\$185.50	\$146.00	\$208.75	\$118.37	
Average Rent Per Foot		\$1.22	\$0.91	\$0.98	\$0.76	\$0.67	\$0.52	\$0.66	\$0.39	\$0.74	\$0.58	\$0.70	\$0.39	

NON-CLIMATE CONTROLLED - RENT COMPARABLES MAP



An aerial photograph of a city at sunset. The sky is filled with dramatic, colorful clouds in shades of orange, yellow, and blue. In the center of the image is a large, ornate building with a prominent green dome and a clock tower. The building has a classical architectural style with columns and a pediment. To the left of the main building is a white, classical-style building with columns. To the right, there are several smaller buildings, including one with a red roof. In the foreground, there is a large blue circle with the number '02' in white. Below the circle, the words 'MARKET OVERVIEW' are written in white capital letters. The overall scene is a mix of urban architecture and natural beauty.

02

MARKET
OVERVIEW

ATHENS, GA

DEMOGRAPHIC ANALYSIS

1.1%

2020-2025 Annual
Population Growth

0.8%

2025-2030 Annual
Population Growth

29.4

Median Age

0.9%

2025-2030 Annual
Households Growth

21,832

Owner Occupied
Households

31,811

Renter Occupied
Households

\$52,974

Median Household
Income



128,691

TOTAL
POPULATION

\$1.3B

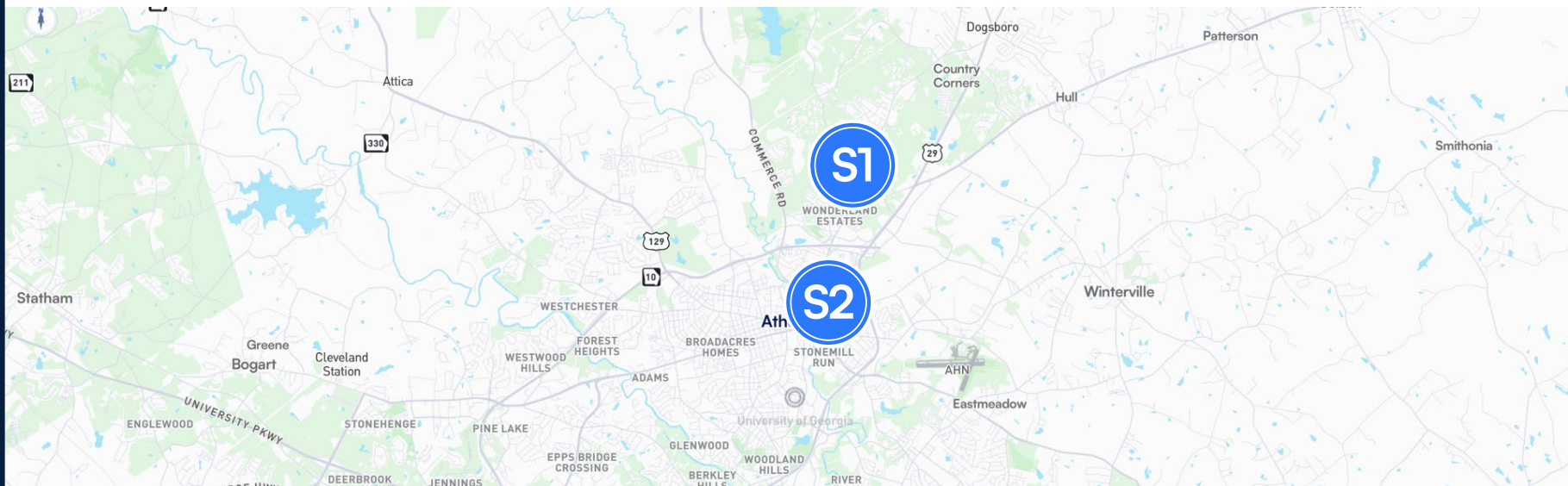
CONSUMER
SPENDING

700+

FUTURE RESIDENTIAL
DEVELOPMENTS

\$76,000

AVERAGE
HOUSEHOLD INCOME



ATHENS, GA

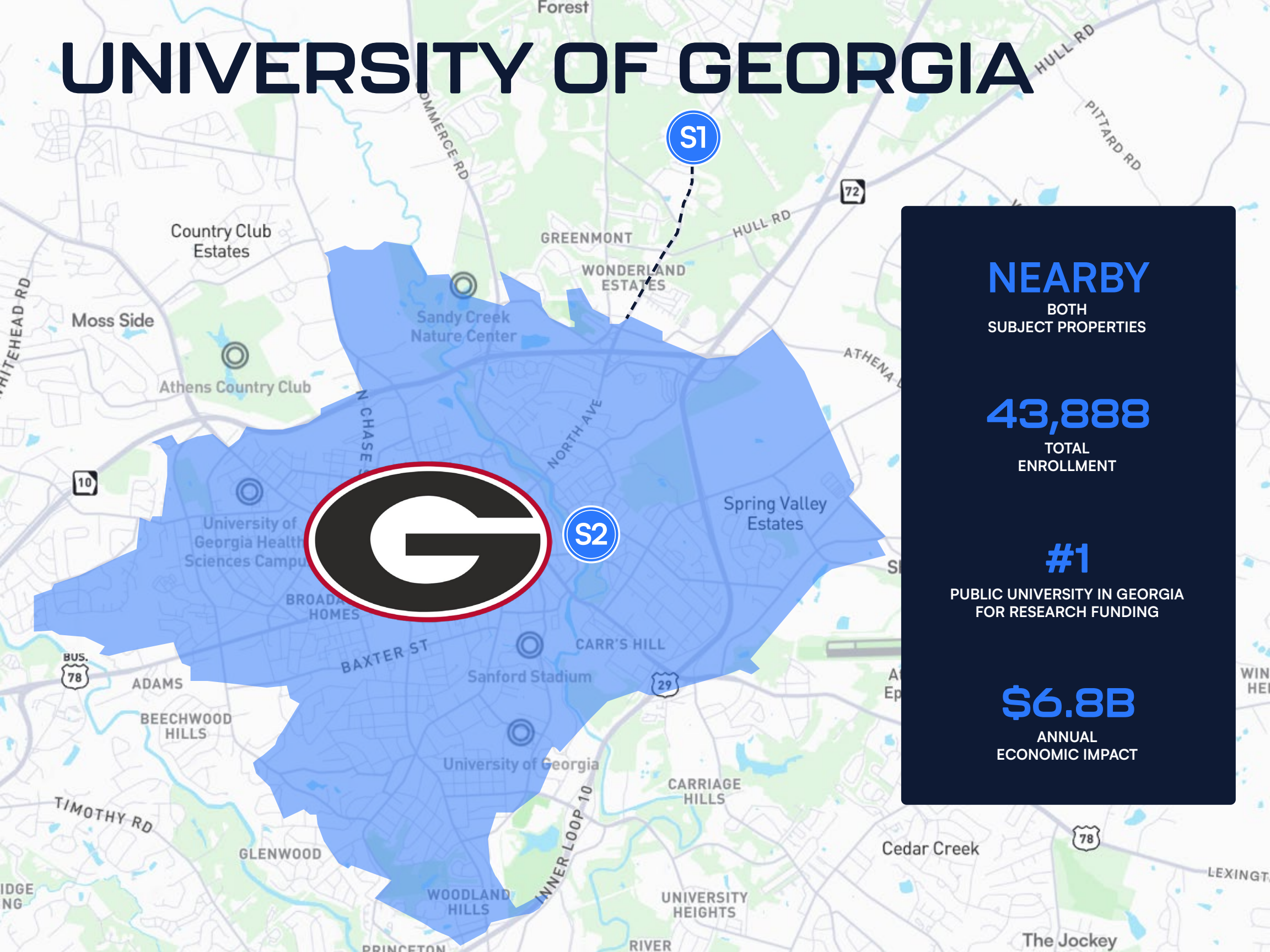
LOCAL MARKET OVERVIEW

Athens, located in northeastern Georgia, is known for its historic downtown, college town atmosphere, and role as the home of the University of Georgia. The city has a humid subtropical climate with hot summers and mild winters, allowing for outdoor activities throughout much of the year. Tree-lined neighborhoods, local parks, and nearby rivers contribute to the area's natural setting, while the university strongly influences the city's culture and economy. Athens has a diverse economic base supported by higher education, healthcare, manufacturing, and professional services, with continued growth in residential development, research, and small business activity.

The area also offers a wide range of cultural and recreational attractions, including music venues, museums, theaters, and public green spaces. Downtown Athens serves as a central hub for dining, retail, and entertainment, reflecting the city's blend of historic character and student-driven energy. The University of Georgia supports employment, research initiatives, and athletic events that draw visitors throughout the year, while nearby medical centers and regional employers contribute to economic stability and workforce growth. Athens has also seen expansion in technology, bioscience, and creative industries, adding to its economic diversity alongside its long-established education and tourism sectors.



UNIVERSITY OF GEORGIA



NEARBY

BOTH
SUBJECT PROPERTIES

43,888

TOTAL
ENROLLMENT

#1

PUBLIC UNIVERSITY IN GEORGIA
FOR RESEARCH FUNDING

\$6.8B

ANNUAL
ECONOMIC IMPACT

ONE OF GEORGIA'S FASTEST-GROWING LIFESTYLE MARKETS



#1 Best College Town in the U.S.

— Livability

Top 10 Best Small Music Cities in the U.S.

— USA Today

Top 10 City for Young Professionals

— Niche

One of the Best Places to Live in Georgia

— Money.com

Top 10 Happiest Places to Live in the U.S.

— WalletHub

#5 Best Food Town in the South

— Southern Living

WHY PEOPLE ARE MOVING TO ATHENS

Athens and the surrounding Northeast Georgia region continue to attract new residents drawn by the area's affordability, strong sense of community, and unique lifestyle appeal. Compared to larger metro areas like Atlanta, Athens offers a lower cost of living while still providing access to quality healthcare, higher education, entertainment, and employment opportunities. The city's walkable downtown, nationally recognized music scene, and growing restaurant culture have made it increasingly popular among young professionals, families, retirees, and remote workers seeking a more balanced pace of life.

In addition to its lifestyle advantages, Athens benefits from steady economic activity supported by healthcare, education, technology, and advanced manufacturing sectors throughout the region. Continued residential development and population growth have contributed to rising housing demand across Athens-Clarke County and neighboring communities. The combination of cultural amenities, employment stability, and long-term growth trends continues to position Athens as one of Georgia's most desirable places to live, work, and invest.

DEMOGRAPHIC ANALYSIS

POPULATION			
	3-MILE	5-MILE	10-MILE
2020 Population	23,367	77,850	169,150
2025 Population	23,562	80,710	175,195
2030 Population Projection	23,564	81,418	178,927
Annual Growth 2020-2025	0.2%	0.7%	0.7%
Annual Growth 2025-2030	0%	0.2%	0.4%
Median Age	30.8	29.6	33

HOUSEHOLDS			
	3-MILE	5-MILE	10-MILE
2020 Households	9,151	29,539	66,399
2025 Households	9,124	30,157	68,086
2030 Household Projection	9,112	30,381	69,398
Annual Growth 2020-2025	2.9%	2.2%	1.9%
Annual Growth 2025-2030	0%	0.1%	0.4%
Owner Occupied Households	3,262	11,261	34,316
Renter Occupied Households	5,849	19,120	35,082

INCOME			
	3-MILE	5-MILE	10-MILE
Avg Household Income	\$57,631	\$67,332	\$83,358
Median Household Income	\$45,250	\$49,005	\$61,546
< \$25,000	3,299	9,287	15,162
\$25,000 - 50,000	1,387	5,920	12,205
\$50,000 - 75,000	1,700	4,971	12,333
\$75,000 - 100,000	1,402	3,813	9,731
\$100,000 - 125,000	674	2,414	5,880
\$125,000 - 150,000	278	1,222	3,825
\$150,000 - 200,000	204	1,177	3,959
\$200,000+	181	1,353	4,991

CONFIDENTIALITY AGREEMENT AND DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **1629 Danielsville Rd, Athens, GA 30601 & 187 Wilkerson St, Athens, GA 30601** ("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™. The material and information in the Offering Memorandum is unverified. Matthews™ 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.

Matthews™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™, the property, or the seller by such entity.

Owner and Matthews™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

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™ 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.

MATTHEWS™

OFFERING MEMORANDUM

ATHENS LOCK STORAGE

1629 DANIELSVILLE RD & 187 WILKERSON ST, ATHENS, GA 30601



EXCLUSIVELY LISTED BY:

AUSTIN MCLEOD

Senior Vice President

Director | Self-Storage

Direct +1 (404) 445-1093

Mobile +1 (678) 576-1780

austin.mcleod@matthews.com

License No. 394903 (GA)

BROKER OF RECORD

Kyle Matthews

License No. 451849 (GA)

Firm No. 80041 (GA)

