



233 2nd St NE, Cleveland, TN



2365 Georgetown Rd NW, Cleveland, TN

DOWNTOWN - CLEVELAND, TN STORAGE PORTFOLIO

233 2ND ST NE & 2365 GEORGETOWN RD NW CLEVELAND, TN | OFFERING MEMORANDUM

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| 233 2nd St NE & 2365 Georgetown Rd NW, Cleveland, TN



NRSF - ±13,029 SF
SF Occupancy - 98%



TARGET **OLD NAVY**
KOHL'S **Ashley**
ROSS **Chick-fil-A** **BAM!**
DRESS FOR LESS BOOKS-A-MILLION

Cleveland Regional Jetport

THE HOME DEPOT **OUTBACK**
IHOP **Cheddar's**

Dunham's **belk**
SPORTS **SPORTS**
SHOE DEPT. HIBBETT **amc**
ENCORE **TJ-maxx**
CRICKET **PET SMART**

Vintage Cleveland Apartments
 ±216 Units

Cleveland Middle School
 ±1,458 Students

publix **Starbucks**
CAVA **CHIPOTLE**
HARBOR FREIGHT **LONGHORN**
QUALITY TOOLS LOWEST PRICES STEAKHOUSE

Walmart **LOWE'S**
Supercenter **petco**
ALDI **Michael's**
panera **DO**
BREAD BREAD

2365 Georgetown Rd NW
 Cleveland, TN 37311

VSC TRACTOR SUPPLY CO
ACE Hardware



Lee University
 ±3,714 Students

Bradley-Central High School
 ±1,662 Students

2K Employees
Whirlpool
 CORPORATION

233 2nd St NE
 Cleveland, TN 37311

Peytons' Annex
 Warehouse

Pilot
TOYOTA **NISSAN**

The Henley Apartment Homes
 ±370 Units

Walmart **ALDI**
Supercenter **FOOD CITY**



01

PORTFOLIO
DETAILS

INVESTMENT HIGHLIGHTS

- Strong performing assets at 98% unit occupancy and 90% economic occupancy, displaying a healthy demand for storage in the area
- Favorable basis considering the portion of climate-controlled units
- Going-in cap rate of 7.00% based on T-12 NOI with upside still remaining
- Population is expected to grow 1.10% annual within 3 and 5 miles for the next 5 years





233 2nd St NE, Cleveland, TN



2365 Georgetown Rd NW, Cleveland, TN

PORTFOLIO OVERVIEW

Facility Name	Downtown Cleveland, TN Storage Portfolio
Address	233 2nd St NE & 2365 Georgetown Rd NW
City, State	Cleveland, TN
County	Bradley County
Parcel Number	049M S 018.00 000 & 041N B 005.00 000
Lot Size (Acres)	0.74
Year Built	1999 / 1995
Number of Buildings	4
Number of Stories	1
Net Rentable SF	+/-13,029
Total Units	83
Climate Controlled Units	40
Non-Climate Controlled Units	43
Parking Spaces	0
Unit Occupancy	98%
Square Foot Occupancy	97%
Economic Occupancy	90%
3-Mile SF/Capita	14.24
5-Mile SF/Capita	13.65
Management	Owner-Operated with Employees
Foundation	Concrete
Framing	Steel
Roof	Metal
Fencing	None
Parking Surface	Paved
Entry	Keypad Access
Flood Zone	No
On-Site Apartment	No

PORTFOLIO DETAILS

\$970,000
List Price

98%
Unit Occupancy

97%
SF Occupancy

90%
Economic Occupancy

\$67,441
Current NOI

\$79,918
Year 2 NOI

\$80,439
Year 4 NOI

7.00%
Current Cap Rate

8.24%
Year 2 Cap Rate

8.29%
Year 4 Cap Rate



PORTFOLIO 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	\$126,444	\$9.70	\$132,766	\$10.19	\$139,405	\$10.70	\$143,587	\$11.02	\$147,894	\$11.35					
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)	\$3,312	\$0.25	\$3,884	\$0.30	\$5,179	\$0.40	\$5,503	\$0.42	\$5,668	\$0.44					
Admin Fees	\$480	\$0.04	\$2,016	\$0.15	\$2,076	\$0.16	\$2,139	\$0.16	\$2,203	\$0.17					
Late Fees	\$4,172	\$0.32	\$4,297	\$0.33	\$4,426	\$0.34	\$4,559	\$0.35	\$4,696	\$0.36					
Economic Vacancy	-10.2%	(\$12,928)	(\$0.99)	-8.0%	(\$10,621)	(\$0.82)	-8.0%	(\$11,152)	(\$0.86)	-8.0%	(\$11,487)	(\$0.88)	-8.0%	(\$11,832)	(\$0.91)
Effective Gross Income	\$121,480	\$9.32	\$132,342	\$10.16	\$139,934	\$10.74	\$144,300	\$11.08	\$148,629	\$11.41					
Expenses															
Real Estate Taxes	\$6,158	\$0.47	\$6,158	\$0.47	\$6,158	\$0.47	\$11,936	\$0.92	\$11,936	\$0.92					
Insurance	\$4,334	\$0.33	\$4,421	\$0.34	\$4,509	\$0.35	\$4,599	\$0.35	\$4,691	\$0.36					
Utilities & Trash	\$15,205	\$1.17	\$15,509	\$1.19	\$15,819	\$1.21	\$16,135	\$1.24	\$16,458	\$1.26					
On-Site Payroll	\$12,000	\$0.92	\$12,240	\$0.94	\$12,485	\$0.96	\$12,734	\$0.98	\$12,989	\$1.00					
Management Fees	\$6,074	\$0.47	\$6,617	\$0.51	\$6,997	\$0.54	\$7,215	\$0.55	\$7,431	\$0.57					
Bank and Credit Card Fees	\$2,733	\$0.21	\$2,978	\$0.23	\$3,149	\$0.24	\$3,247	\$0.25	\$3,344	\$0.26					
Advertising & Marketing	\$0.00	\$0.00	\$3,000	\$0.23	\$3,060	\$0.23	\$3,121	\$0.24	\$3,184	\$0.24					
Office & Administrative	\$2,193	\$0.17	\$2,237	\$0.17	\$2,282	\$0.18	\$2,327	\$0.18	\$2,374	\$0.18					
Telephone & Internet	\$1,485	\$0.11	\$1,515	\$0.12	\$1,545	\$0.12	\$1,576	\$0.12	\$1,608	\$0.12					
Repairs & Maintenance	\$3,857	\$0.30	\$3,934	\$0.30	\$4,013	\$0.31	\$4,093	\$0.31	\$4,175	\$0.32					
Total Operating Expenses	\$54,040	\$4.15	\$58,609	\$4.50	\$60,016	\$4.61	\$66,985	\$5.14	\$68,190	\$5.23					
Operating Expense Ratio	44.5%	-	44.3%	-	42.9%	-	46.4%	-	45.9%	-					
Net Operating Income	\$67,441	\$5.18	\$73,734	\$5.66	\$79,918	\$6.13	\$77,315	\$5.93	\$80,439	\$6.17					

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	\$132,766	\$139,405	\$143,587	\$147,894	\$152,331	\$156,901	\$161,608	\$166,456	\$171,450	\$176,593
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)	\$3,884	\$5,179	\$5,503	\$5,668	\$5,838	\$6,013	\$6,194	\$6,379	\$6,571	\$6,768
Admin Fees	\$2,016	\$2,076	\$2,139	\$2,203	\$2,269	\$2,337	\$2,407	\$2,479	\$2,554	\$2,630
Late Fees	\$4,297	\$4,426	\$4,559	\$4,696	\$4,836	\$4,982	\$5,131	\$5,285	\$5,444	\$5,607
Economic Vacancy	(\$10,621)	(\$11,152)	(\$11,487)	(\$11,832)	(\$12,186)	(\$12,552)	(\$12,929)	(\$13,317)	(\$13,716)	(\$14,127)
Effective Gross Income	\$132,342	\$139,934	\$144,300	\$148,629	\$153,088	\$157,681	\$162,411	\$167,284	\$172,302	\$177,471
Expenses										
Real Estate Taxes	\$6,158	\$6,158	\$11,936	\$11,936	\$12,175	\$12,418	\$12,666	\$12,920	\$13,178	\$13,442
Insurance	\$4,421	\$4,509	\$4,599	\$4,691	\$4,785	\$4,881	\$4,978	\$5,078	\$5,179	\$5,283
Utilities & Trash	\$15,509	\$15,819	\$16,135	\$16,458	\$16,787	\$17,123	\$17,465	\$17,815	\$18,171	\$18,534
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	\$6,617	\$6,997	\$7,215	\$7,431	\$7,654	\$7,884	\$8,121	\$8,364	\$8,615	\$8,874
Bank and Credit Card Fees	\$2,978	\$3,149	\$3,247	\$3,344	\$3,444	\$3,548	\$3,654	\$3,764	\$3,877	\$3,993
Advertising & Marketing	\$3,000	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,446	\$3,515	\$3,585
Office & Administrative	\$2,237	\$2,282	\$2,327	\$2,374	\$2,421	\$2,470	\$2,519	\$2,570	\$2,621	\$2,673
Telephone & Internet	\$1,515	\$1,545	\$1,576	\$1,608	\$1,640	\$1,673	\$1,706	\$1,740	\$1,775	\$1,810
Repairs & Maintenance	\$3,934	\$4,013	\$4,093	\$4,175	\$4,259	\$4,344	\$4,431	\$4,519	\$4,610	\$4,702
Total Operating Expenses	\$58,609	\$60,016	\$66,985	\$68,190	\$69,662	\$71,166	\$72,704	\$74,276	\$75,882	\$77,525
<i>Operating Expense Ratio</i>	44.3%	42.9%	46.4%	45.9%	45.5%	45.1%	44.8%	44.4%	44.0%	43.7%
Net Operating Income	\$73,734	\$79,918	\$77,315	\$80,439	\$83,426	\$86,515	\$89,707	\$93,008	\$96,420	\$99,946

233 2nd St NE



2365 Georgetown Rd NW



Storage Park
Has Multiple Locations
• 725 Freewill Rd, Cleveland TN • 2365 Georgetown Rd, Cleveland TN
• 2312 2nd Street, Cleveland TN • 1680 Highway 30 East, Athens TN
• 1535 Westside Drive, Cleveland TN
423-299-2222

Storage Park
HOURS
8:00 AM
to
9:00 PM
**Security Camera's
In Use
24/7**

UNIT MIX - 233 2ND ST NE & 2365 GEORGETOWN RD NW, CLEVELAND, TN

Climate Controlled - Ground Level

Unit Size	Unit SF	Total Units	Occupied	Vacant	NRSF	Current Rates	Monthly GPI	Annual Total
5 X 5	25	3	3	0	75	\$49	\$147	\$1,764
6 X 7	42	2	2	0	84	\$69	\$138	\$1,656
10 X 10	100	3	3	0	300	\$129	\$387	\$4,644
10 X 15	150	12	12	0	1,800	\$149	\$1,788	\$21,456
10 X 20	200	4	4	0	800	\$179	\$716	\$8,592
10 X 22	220	16	14	2	3,520	\$189	\$3,024	\$36,288
Totals	-	40	38	2	6,579	-	\$6,200	\$74,000

Non-Climate Controlled

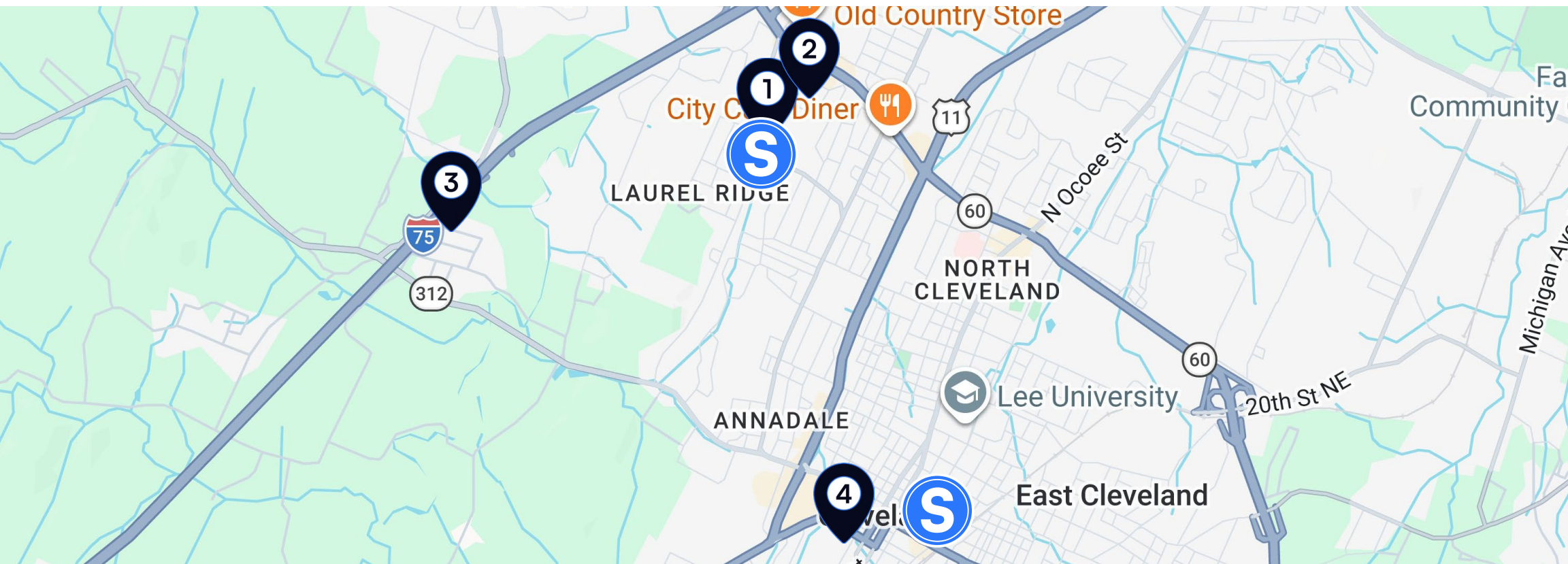
Unit Size	Unit SF	Total Units	Occupied	Vacant	NRSF	Current Rates	Monthly GPI	Annual Total
10 X 15	150	4	4	0	600	\$119	\$476	\$5,712
15 X 10	150	39	39	0	5,850	\$99	\$3,861	\$46,332
Totals	-	43	43	0	6,450		\$4,337	\$52,044

Facility Totals	-	83	81	2	13,029		\$10,537	\$126,444
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233 2ND ST NE & 2365 GEORGETOWN RD NW

CLIMATE CONTROLLED - GROUND LEVEL RENT COMPARABLES

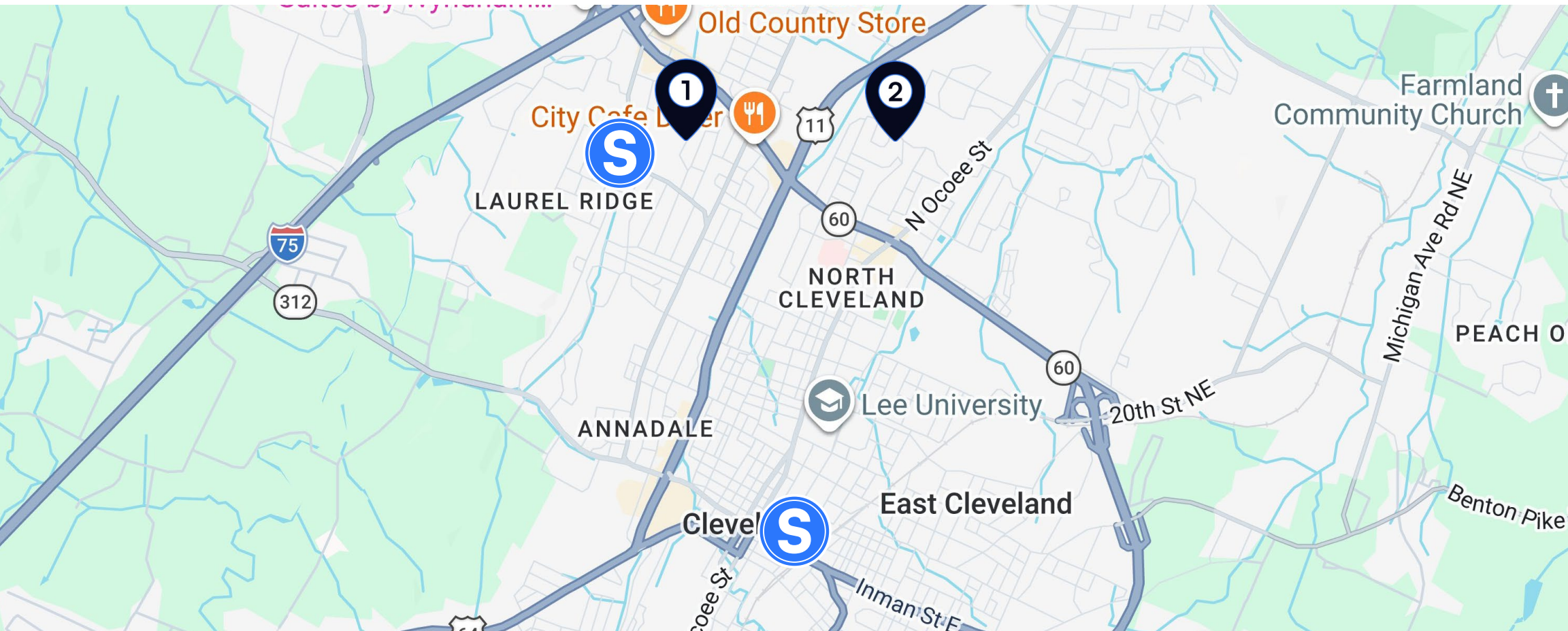
Facility Name	Address	5x5 CC		10x10 CC		10x15 CC		10x20 CC		Distance to Property
		In-Store	Web Rate	In-Store	Web Rate	In-Store	Web Rate	In-Store	Web Rate	
 Subject Property	233 2nd St NE & 2365 Georgetown Rd NW, Cleveland, TN	\$49.00	-	\$119.00	-	\$149.00	-	\$179.00	-	-
 GuardBox Storage	2530 Georgetown Rd NW, Cleveland, TN	\$69.00	\$53.00	\$160.00	\$123.00	\$212.00	\$163.00	\$241.00	\$185.00	1.53 Miles
 24Hour Self Storage	2620 Guthrie St NW, Cleveland, TN	\$50.00	-	\$110.00	-	-	-	-	-	1.70 Miles
 Storage Park	725 Freewill Rd NW, Cleveland, TN	-	-	\$109.00	\$55.00	-	-	\$169.00	\$85.00	1.73 Miles
 Inman Street Climate Controlled Storage	427 Inman St W, Cleveland, TN	\$25.00	-	\$100.00	-	\$150.00	-	-	-	1.78 Miles
Averages		\$48.00	\$53.00	\$119.75	\$89.00	\$181.00	\$163.00	\$205.00	\$135.00	
Average Rent Per SF		\$1.92	\$2.12	\$1.20	\$0.89	\$1.21	\$1.09	\$1.03	\$0.68	



233 2ND ST NE & 2365 GEORGETOWN RD NW

NON-CLIMATE CONTROLLED RENT COMPARABLES

Facility Name	Address	10x15 NC		Distance to Property
		In-Store	Web Rate	
 Subject Property	233 2nd St NE & 2365 Georgetown Rd NW, Cleveland, TN	\$119.00	-	-
 Allsafe Storage	1451 Guthrie Dr Nw, Cleveland, TN	\$115.00	-	0.34 Miles
 Aaa Mini Storage	3300 Henderson Ave NW, Cleveland, TN	\$95.00	-	1.29 Miles
Averages		\$105.00	-	
Average Rent Per SF		\$0.70	-	



02

MARKET OVERVIEWS

CLEVELAND, TN DEMOGRAPHIC ANALYSIS

0.9%

ANNUAL POPULATION
GROWTH 2020-2025

1.1%

ESTIMATED POPULATION
GROWTH 2025-2030

1.0%

ANNUAL HOUSEHOLDS
GROWTH 2020-2025

1.1%

ESTIMATED HOUSEHOLDS
GROWTH 2025-2030

18,156

OWNER OCCUPIED
HOUSEHOLDS

13,756

RENTER OCCUPIED
HOUSEHOLDS



77,578

TOTAL
POPULATION

\$864M

CONSUMER
SPENDING

\$70,109

AVERAGE
HOUSEHOLD INCOME

32 MILES

CLEVELAND TO
CHATTANOOGA



CHATTANOOGA, TN DEMOGRAPHIC ANALYSIS

2.6%

ANNUAL POPULATION
GROWTH 2020-2025

1.6%

ESTIMATED POPULATION
GROWTH 2025-2030

2.3%

ANNUAL HOUSEHOLDS
GROWTH 2020-2025

1.6%

ESTIMATED HOUSEHOLDS
GROWTH 2025-2030

23,471

OWNER OCCUPIED
HOUSEHOLDS

29,806

RENTER OCCUPIED
HOUSEHOLDS

\$49,600

MEDIAN HOUSEHOLD
INCOME



113,020

TOTAL
POPULATION

\$1.3B

CONSUMER
SPENDING

46,000+

FUTURE RESIDENTIAL
DEVELOPMENTS

\$75,639

AVERAGE
HOUSEHOLD INCOME



SCENIC CITY OF THE SOUTH

#1 Place to Live in Tennessee

— U.S. News & World Report

#4 Best Places to Travel in the U.S.

— NOOGAtoday

Top 20 Friendliest Cities in the U.S.

— Condé Nast Traveler

Top 30 Best Performing Cities

— Milken Institute

Top 15 South's Best Cities

— One KW

North America's First National Park City

— Southern Living

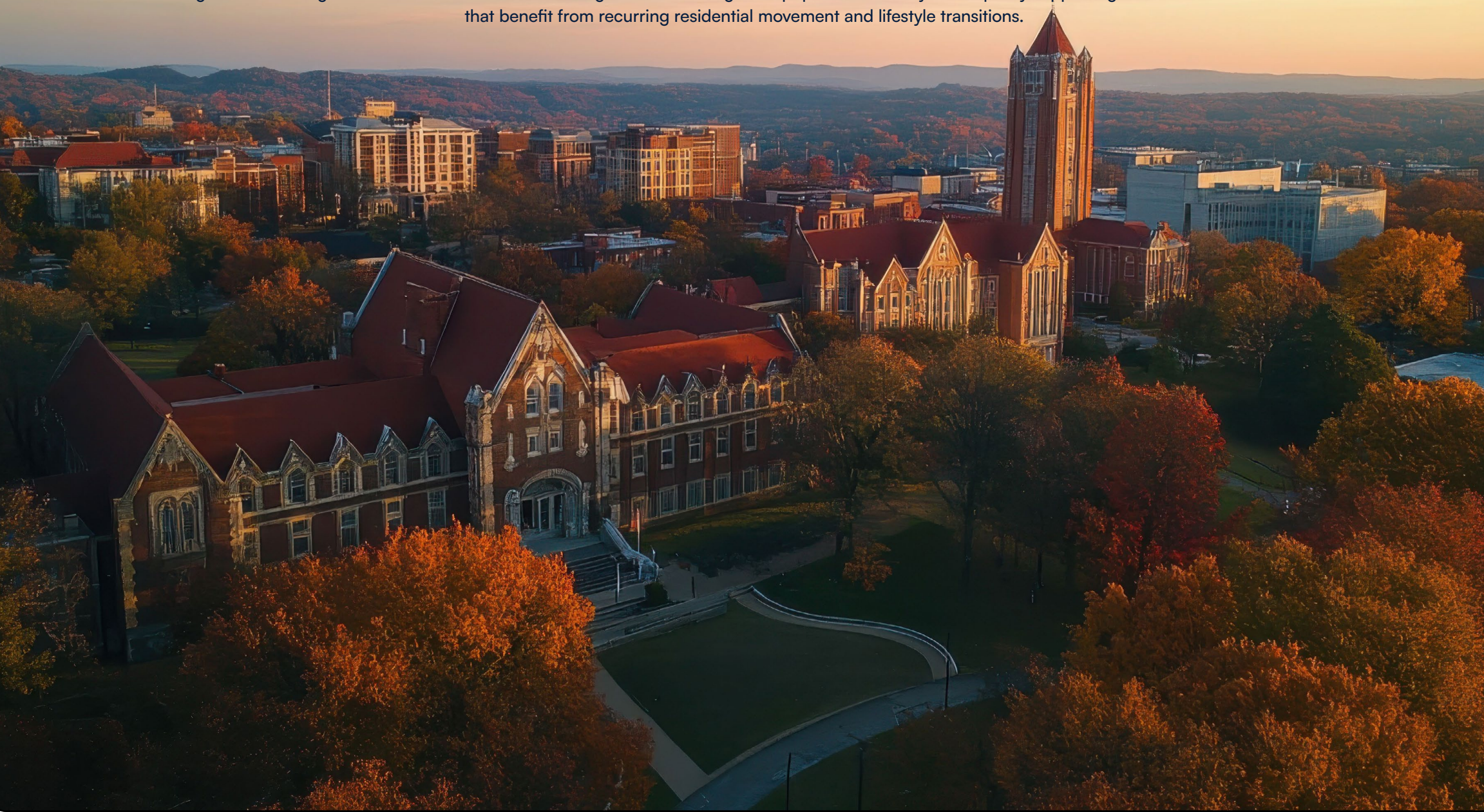
Chattanooga, Tennessee sits along the Tennessee River at the base of the Appalachian Mountains, offering a mix of urban amenities and easy access to outdoor recreation. The city is known for destinations like Lookout Mountain, Ruby Falls, the Tennessee Aquarium, and an extensive riverwalk that connects parks, neighborhoods, and downtown attractions. Over the past two decades, significant public and private investment has reshaped the riverfront and downtown core, adding residential developments, restaurants, cultural venues, and improved public spaces. Its location within a day's drive of major Southeastern cities also makes it a convenient hub for business and tourism.

Chattanooga's population has been steadily increasing, reflecting its growing appeal to families, young professionals, and remote workers. Hamilton County has seen consistent growth, and new housing developments continue to expand both in the city center and surrounding suburbs. Factors contributing to this trend include comparatively affordable housing, job growth in manufacturing, logistics, and technology, and the city's widely recognized high-speed internet infrastructure. As more people relocate from larger metropolitan areas, Chattanooga continues to experience new residential construction, school enrollment growth, and expanding local businesses, signaling sustained upward momentum.



THE UNIVERSITY OF TENNESSEE
CHATTANOOGA

The University of Tennessee at Chattanooga (UTC) serves as a stabilizing economic anchor for the region, supporting thousands of students, faculty, and staff while contributing meaningful annual spending to the local economy. Its steady enrollment base, academic calendar, and research partnerships create recurring population turnover and transitional housing patterns throughout the year. As students relocate between semesters, internships, and off-campus housing, and as faculty and staff move into the area for professional opportunities, this mobility contributes to consistent demand for flexible space solutions. The university's continued growth and integration within downtown Chattanooga reinforces long-term population stability while quietly supporting service-based real estate sectors that benefit from recurring residential movement and lifestyle transitions.



CHATTANOOGA MARKET ACCELERATION

\$262K

Median Home Value in
Chattanooga

13.7%

Of Chattanooga Workforce is
Employed in the Retail Industry

32%

Of Chattanooga Residents 25
Years and Older Hold a Bachelor's
Degree or Higher

79.8%

Of Chattanooga Workforce Holds
White-Collar Positions

29.4%

Of Chattanooga Households Earn
Over \$100,000 Annually

\$34B

Regional GDP powering sustained
economic growth

81.1%

Of the local Work Force are
employed by Private Companies

121,882

2030 Estimated
Population Within 5 Miles

1.9M

2030 Estimated Population of
Chattanooga Metro Area

DEMOGRAPHIC ANALYSIS

POPULATION			
	1-MILE	3-MILE	5-MILE
2020 Population	6,125	39,464	102,393
2025 Population	7,768	45,640	113,020
2030 Population Projection	8,550	49,577	121,882
Annual Growth 2020-2025	6.7%	3.9%	2.6%
Annual Growth 2025-2030	2.0%	1.7%	1.6%
Median Age	39.2	34.8	36.1

HOUSEHOLDS			
	1-MILE	3-MILE	5-MILE
2020 Households	3,407	18,389	44,144
2025 Households	4,454	21,713	49,238
2030 Household Projection	4,930	23,695	53,277
Annual Growth 2020-2025	6.6%	3.5%	2.3%
Annual Growth 2025-2030	2.1%	1.8%	1.6%
Owner Occupied Households	1,452	8,834	23,471
Renter Occupied Households	3,478	14,861	29,806

INCOME			
	1-MILE	3-MILE	5-MILE
Avg Household Income	\$85,439	\$84,208	\$75,639
Median Household Income	\$63,178	\$55,263	\$49,600
< \$25,000	1,235	6,082	13,641
\$25,000 - 50,000	722	4,136	11,102
\$50,000 - 75,000	575	2,680	6,781
\$75,000 - 100,000	553	2,438	5,604
\$100,000 - 125,000	489	2,024	4,179
\$125,000 - 150,000	231	1,081	2,260
\$150,000 - 200,000	246	1,246	2,240
\$200,000+	403	2,026	3,430

Confidentiality Agreement and Disclaimer

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its business for real properties located within **233 2nd St NE 37311 & 2365 Georgetown Rd NW Cleveland, TN 37311** (“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

DOWNTOWN - CLEVELAND, TN STORAGE PORTFOLIO

233 2ND ST NE 37311 & 2365 GEORGETOWN RD NW CLEVELAND, TN 37311 | OFFERING MEMORANDUM

EXCLUSIVELY LISTED BY:

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