

# 3-PROPERTY STACK & GO SELF STORAGE PORTFOLIO

New Boston & Portsmouth, OH | Offering Memorandum



22910-2028 Walnut St, Portsmouth, OH



206 Vine St, New Boston, OH



1510 7th St, Portsmouth, OH

**MATTHEWS**™

## Exclusively Listed By

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1510 7th St. Portsmouth, OH

# PORTFOLIO OVERVIEW

## 3 Property Stack and Go Self Storage

New Boston & Portsmouth, OH



1510 7th St, Portsmouth, OH

# Portfolio Overview



206 Vine St New Boston, OH



22910-2028 Walnut St, Portsmouth, OH

**Facility Name** Stack and Go Self Storage

**Addresses** 206 Vine St, New Boston, OH 45662  
1510 7th St, Portsmouth, OH 4566  
22910-2028 Walnut St, Portsmouth, OH 4566

**Total Number of Units** 276

**Total Square Feet** ±23,935 SF

**Average Square Feet Per Unit** ±87 SF

**Average Monthly Rent Per Square Foot** \$1.09

**Average Yearly Rent Per Square Foot** \$13.12

# Investment Highlights

**\$2,600,000**

List Price

**±23,935**

NRSF

**276**

Total Units

**92.4%**

Physical Occupancy

**\$177,215**

NOI

**6.82%**

Current Cap Rate



# Investment Highlights

- 3 Property Portfolio
- 276 total units |  $\pm 23,935$  rentable SF
- 28 climate controlled units, 242 non-climate controlled units, and 6 parking units
- 3 facilities within a  $\pm 2$ -mile radius enabling operational efficiencies and centralized management
- Supply per capita (per radius)
  - 3-mile radius:  $\pm 4.87$  SF per capita
  - 5-mile radius:  $\pm 6.74$  SF per capita
- Current NOI: \$177,215
- Physical occupancy: 92.4% (255 / 276 units)
- 53% of households are renters (TractIQ)
- SB Energy to build the world's largest artificial intelligence (AI) data center that will create 30k jobs, located within the county

206 Vine St New Boston, OH



1510 7th St, Portsmouth, OH





23

±18,800 VPD

Arby's

LONG JOHN SILVERS

SONIC

Bob Evans RESTAURANT

Tim Hortons

Terrace Apartment's  
±99 Units

Southern Ohio Medical Center  
±248 Beds

Ollie's Outlet Bargain  
GOOD STUFF CHEAP

TSC TRACTOR SUPPLY CO

planet fitness

Kendall Heights  
±Apartments

Walnut St ± 29,200 VPD

Portsmouth High School  
±626 Students

Portsmouth Elementary School  
±160 Students

Walmart Supercenter

Kroger

STACK & GO  
SELF STORAGE

206 Vine St,  
New Boston

52

±10,600 VPD



Shawnee State University  
±3,233 Students

STACK & GO  
SELF STORAGE

2028 Walnut St,  
Portsmouth

23

±11,700 VPD

STACK & GO  
SELF STORAGE

1510 7 Th St,  
Portsmouth

Google Earth

# FINANCIAL OVERVIEW

## 3 Property Stack and Go Self Storage

New Boston & Portsmouth, OH

22910-2028 Walnut St, Portsmouth, OH



# Unit Mix

## Climate Controlled

Dimensions			Unit Count	Occupied Unit Count	Square Feet	Average Rent	Average Rent/SF	Monthly Income
3	X	4.5	1	1	14	\$20	\$1.48	\$20
5	X	5	4	3	25	\$65	\$2.60	\$260
5	X	6	1	1	30	\$69	\$2.30	\$69
5	X	8	3	3	40	\$80	\$2.00	\$240
5	X	10	2	2	50	\$90	\$1.80	\$180
5	X	12	3	2	60	\$90	\$1.50	\$270
6	X	10	1	1	60	\$100	\$1.67	\$100
6	X	12	2	2	72	\$110	\$1.53	\$220
7	X	12	3	3	84	\$125	\$1.49	\$375
8	X	12	2	1	96	\$160	\$1.67	\$320
8.5	X	12	2	2	102	\$150	\$1.47	\$300
8	X	15	2	1	120	\$160	\$1.33	\$320
12	X	16	1	1	192	\$205	\$1.07	\$205
12	X	30	1	1	360	\$260	\$0.72	\$260
<b>Totals / Wtd. Averages</b>			<b>28 Units</b>	<b>24 Units</b>	<b>78 SF</b>	<b>\$112</b>	<b>\$1.43</b>	<b>\$3,139</b>

# Unit Mix

## Non-Climate Controlled

Dimensions			Unit Count	Occupied Unit Count	Square Feet	Average Rent	Average Rent/SF	Monthly Income
5	X	5	36	30	25	\$50	\$2.00	\$1,800
6	X	7	4	4	42	\$60	\$1.43	\$240
5	X	10	53	48	50	\$80	\$1.60	\$4,240
5	X	12.5	2	2	63	\$85	\$1.36	\$170
5	X	15	15	15	75	\$90	\$1.20	\$1,350
7.5	X	10	3	1	75	\$90	\$1.20	\$270
8	X	10	17	14	80	\$90	\$1.13	\$1,530
10	X	10	65	65	100	\$100	\$1.00	\$6,500
12	X	12	1	1	144	\$50	\$0.35	\$50
10	X	15	13	13	150	\$125	\$0.83	\$1,625
8	X	20	4	4	160	\$120	\$0.75	\$480
10	X	18	2	2	180	\$135	\$0.75	\$270
10	X	20	26	25	200	\$150	\$0.75	\$3,900
20	X	20	1	1	400	\$200	\$0.50	\$200
<b>Totals / Wtd. Averages</b>			<b>242 Units</b>	<b>225 Units</b>	<b>90 SF</b>	<b>\$93</b>	<b>\$1.04</b>	<b>\$22,625</b>

## Parking

Dimensions	Unit Count	Occupied Unit Count	Square Feet	Average Rent	Average Rent/SF	Monthly Income
15 x 25 Parking Space	2	2	-	\$59	\$0.00	\$118
14 x 28 Indoor Parking/Storage	2	2	-	\$100	\$0.00	\$200
9 x 18 Carport	2	2	-	\$44	\$0.00	\$87
<b>Totals / Wtd. Averages</b>	<b>6 Units</b>	<b>6 Units</b>	<b>-</b>	<b>\$68</b>	<b>\$0.00</b>	<b>\$405</b>

# Operating Statement

	T-3		Per SF	Year 1		Per SF
<b>Income</b>						
Gross Scheduled Rent	314,028		13.12	323,449		13.51
Economic Vacancy	(50,580)	16.1%	(2.11)	(45,283)	14.0%	(1.89)
Total Vacancy	(\$50,580)	16.1%	(\$2.11)	(\$45,283)	14.0%	(\$1.89)
Economic Occupancy	83.89%			86.00%		
Effective Rental Income	263,448		11.01	278,166		11.62
Other Income						
Late Fees	5,820		0.24	5,936		0.25
Admin + Misc Fees	1,720		0.07	1,754		0.07
Tenant Insurance	1,612		0.07	8,942		0.37
Rent Tax	18,272		0.76	19,194		0.80
Total Other Income	\$27,424		\$1.15	\$35,827		\$1.50
<b>Effective Gross Income</b>	<b>\$290,872</b>		<b>\$12.15</b>	<b>\$313,993</b>		<b>\$13.12</b>
<b>Expenses</b>						
Real Estate Taxes	33,960		1.42	34,639		1.45
Insurance	7,208		0.30	7,352		0.31
Utilities	15,696		0.66	16,010		0.67
Sales Tax	18,264		0.76	18,629		0.78
Salaries & Wages	25,000		1.04	25,000		1.04
Software and Processing Fees	6,539		0.27	6,670		0.28
Landscaping & Snow Removal	3,026		0.13	3,087		0.13
Advertising & Website	3,080		0.13	3,142		0.13
Tenant Insurance	884		0.04	902		0.04
Management Fee	0	0.0%	0.00	15,700	5.0%	0.66
<b>Total Expenses</b>	<b>\$113,657</b>		<b>\$4.75</b>	<b>\$131,130</b>		<b>\$5.48</b>
<b>Expenses as % of EGI</b>	<b>39.1%</b>			<b>41.8%</b>		
<b>Net Operating Income</b>	<b>\$177,215</b>		<b>\$7.40</b>	<b>\$182,863</b>		<b>\$7.64</b>

## Assumptions:

- Gross potential rent increased 3% annually
- Tenant insurance (Self Storage units only)- 45% penetration x \$6 (profit) x 12 months in a year
- Salaries and wages in current are broker adjusted due to abnormal fees
- MGMT fee 5% year one

# 10 Year Cash Flow

	T-3	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
<b>Income</b>											
Gross Scheduled Rent	314,028	323,449	333,152	343,147	353,441	364,045	374,966	386,215	397,801	409,735	422,027
<b>Total Vacancy</b>	<b>(50,580)</b>	<b>(45,283)</b>	<b>(39,978)</b>	<b>(34,315)</b>	<b>(35,344)</b>	<b>(36,404)</b>	<b>(37,497)</b>	<b>(38,621)</b>	<b>(39,780)</b>	<b>(40,974)</b>	<b>(42,203)</b>
<b>Total Vacancy as % of</b>	<b>16.11%</b>	<b>14.00%</b>	<b>12.00%</b>	<b>10.00%</b>	<b>10.00%</b>	<b>10.00%</b>	<b>10.00%</b>	<b>10.00%</b>	<b>10.00%</b>	<b>10.00%</b>	<b>10.00%</b>
Effective Rental Income	263,448	278,166	293,174	308,832	318,097	327,640	337,469	347,593	358,021	368,762	379,825
<b>Other Income</b>											
Late Fees	5,820	5,936	6,257	6,591	6,789	6,992	7,202	7,418	7,641	7,870	8,106
Admin + Misc Fees	1,720	1,754	1,849	1,948	2,006	2,066	2,128	2,192	2,258	2,326	2,396
Tenant Insurance	1,612	8,942	9,425	9,928	10,226	10,533	10,849	11,174	11,510	11,855	12,210
Rent Tax	18,272	19,194	20,230	21,310	21,949	22,608	23,286	23,985	24,704	25,445	26,209
Total Other Income	27,424	35,827	37,760	39,777	40,970	42,199	43,465	44,769	46,112	47,496	48,921
<b>Effective Gross Income</b>	<b>290,872</b>	<b>313,993</b>	<b>330,934</b>	<b>348,609</b>	<b>359,067</b>	<b>369,839</b>	<b>380,935</b>	<b>392,363</b>	<b>404,134</b>	<b>416,258</b>	<b>428,745</b>
<b>Expenses</b>											
Real Estate Taxes	(33,960)	(34,639)	(36,371)	(37,099)	(37,841)	(38,597)	(39,369)	(40,157)	(40,960)	(41,779)	(42,615)
Insurance	(7,208)	(7,352)	(7,499)	(7,649)	(7,802)	(7,958)	(8,117)	(8,280)	(8,445)	(8,614)	(8,787)
Utilities	(15,696)	(16,010)	(16,330)	(16,657)	(16,990)	(17,330)	(17,676)	(18,030)	(18,390)	(18,758)	(19,133)
Sales Tax	(18,264)	(18,629)	(19,002)	(19,382)	(19,770)	(20,165)	(20,568)	(20,980)	(21,399)	(21,827)	(22,264)
Salaries & Wages	(25,000)	(25,000)	(25,500)	(26,010)	(26,530)	(27,061)	(27,602)	(28,154)	(28,717)	(29,291)	(29,877)
Software and Processing Fees	(6,539)	(6,670)	(6,803)	(6,939)	(7,078)	(7,220)	(7,364)	(7,511)	(7,661)	(7,815)	(7,971)
Landscaping & Snow Removal	(3,026)	(3,087)	(3,148)	(3,211)	(3,275)	(3,341)	(3,408)	(3,476)	(3,545)	(3,616)	(3,689)
Advertising & Website	(3,080)	(3,142)	(3,204)	(3,269)	(3,334)	(3,401)	(3,469)	(3,538)	(3,609)	(3,681)	(3,755)
Tenant Insurance	(884)	(902)	(920)	(938)	(957)	(976)	(996)	(1,015)	(1,036)	(1,056)	(1,078)
Management Fee	0	(15,700)	(16,547)	(17,430)	(17,953)	(18,492)	(19,047)	(19,618)	(20,207)	(20,813)	(21,437)
<b>Total Expenses</b>	<b>(113,657)</b>	<b>(131,130)</b>	<b>(135,325)</b>	<b>(138,584)</b>	<b>(141,530)</b>	<b>(144,540)</b>	<b>(147,616)</b>	<b>(150,759)</b>	<b>(153,970)</b>	<b>(157,251)</b>	<b>(160,605)</b>
<b>Expense Ratio</b>	<b>39.1%</b>	<b>42%</b>	<b>41%</b>	<b>40%</b>	<b>39%</b>	<b>39%</b>	<b>39%</b>	<b>38%</b>	<b>38%</b>	<b>38%</b>	<b>37%</b>
<b>Net Operating Income</b>	<b>177,215</b>	<b>182,863</b>	<b>195,610</b>	<b>210,025</b>	<b>217,537</b>	<b>225,299</b>	<b>233,319</b>	<b>241,604</b>	<b>250,164</b>	<b>259,006</b>	<b>268,141</b>

# MARKET OVERVIEW

## 3 Property Stack and Go Self Storage

New Boston & Portsmouth, OH



# Portsmouth, OH

±91.2 Miles from Columbus, OH

±104 Miles from Cincinnati, OH

## Market Demographics

**31,146**

Total Population

**13,030**

# of Households

**6,965**

Owner Occupied Households

**16,039**

Workday Population

**7,334**

Renter Occupied Households

## Local Market Overview

Portsmouth serves as the civic and commercial center of Scioto County, positioned along the Ohio River with access to U.S. 23, U.S. 52, and the Southern Ohio Veterans Memorial Highway. The area benefits from regional healthcare, education, government, and service-sector demand anchored by Southern Ohio Medical Center and Shawnee State University. For self-storage, demand is supported by older housing stock, a meaningful renter base, household transitions, small-business users, and regional mobility across southern Ohio, northern Kentucky, and western West Virginia.

The market offers a low-cost operating environment with stable local demand drivers rather than speculative growth. Portsmouth's riverfront revitalization, highway connectivity, and institutional anchors support continued reinvestment in the city's core. The self-storage use case is especially practical in this setting, where affordability, drive-up access, and proximity to residential neighborhoods are key competitive advantages.



Columbus, OH - MSA

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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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