

# STORAGE SENSE (MANAGED) - JACKSON

6001 Ann Arbor Rd, Jackson, MI 49201

Self Storage  
Investment Opportunity

Offering Memorandum



**MATTHEWS**™

## Exclusively Listed By

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# MATTHEWS™

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# PROPERTY OVERVIEW

**Storage Sense (Managed) - Jackson**  
6001 Ann Arbor Rd, Jackson, MI 49201



# Asset Overview



Facility Name	Storage Sense (Managed) - Jackson
Address	6001 Ann Arbor Rd
City, State, Zip Code	Jackson, MI 49201
Total Units	343
Non-Climate Controlled Units	343
Rentable Square Feet	±47,100 SF
Avg SF Per Unit	137 SF
Average Monthly Rent Per SF	\$0.73
Average Yearly Rent Per SF	\$8.79

# Investment Highlights

**\$3,150,000**

List Price

**±47,100**

NRSF

**±87%**

Physical Occupancy

**\$66.88**

Price Per SF

**\$188,968**

NOI

**6.0%**

In-Place Cap Rate





**+ Duane L Waters DOC Hospital**  
±112 Beds

**Jackson Crossing**

**KOHL'S** Bath & Body Works **HOBBY LOBBY** **ULTA BEAUTY**  
**CITITRENDS** **Dunham's SPORTS** **BEST BUY** **MEN'S WEARHOUSE** **TARGET**

**CHEVROLET** **Ford**

**Pine Hollow Golf Club**  
Golf Course

**Dawn**

**GSL**  
TECHNOLOGY, INC.

**UNITED STATES POSTAL SERVICE**

**sam's club**

**meijer**

± 50,100 VPD

**THE HOME DEPOT**

**Kroger**

**Ashton Ridge Apartments**  
±144 Units

**Ridgewood Vista**  
±150 Units

**Wendy's**

**Subject Property**

**Ashton Ridge**  
±9 Units

**E Michigan Ave ±19,400 VPD**

**meijer** **U-HAUL** **ALDI**

**Jackson County Airport**  
±10 Miles Away

**Jackson High School**  
±1,027 Students

±29,600 VPD

**MENARDS**  
**KIA** **McDonald's**

**Westwood Jackson Mall**

**Walmart Supercenter** **AMERICAN EAGLE OUTFITTERS**  
**JCPenney** **HOT TOPIC** **GameStop**  
**CHAMPS SPORTS** **maurices**  
**Applebee's GRILL + BAR**

**+ Henry Ford Jackson Hospital**  
±112 Beds

**AVON MACHINING**

**H.B. Fuller**

**ELEVATED**

# FINANCIAL OVERVIEW

**Storage Sense (Managed) - Jackson**

6001 Ann Arbor Rd, Jackson, MI 49201



# Unit Mix

## Non-Climate Controlled

Dimensions			Unit Count	Occupied Unit Count	Square Feet	Average Rent	Average Rent/SF	Monthly Income
5	X	10	72	59	50	\$50	\$1.00	\$3,600
10	X	10	114	93	100	\$82	\$0.82	\$9,430
10	X	15	28	28	150	\$103	\$0.69	\$2,884
10	X	20	110	104	200	\$123	\$0.62	\$13,653
10	X	30	17	16	300	\$248	\$0.83	\$3,968
20	X	20	2	1	400	\$457	\$1.14	\$914
<b>Totals / Wtd. Averages</b>			<b>343 Units</b>	<b>301 Units</b>	<b>137 SF</b>	<b>\$101</b>	<b>\$0.73</b>	<b>\$34,492</b>

# Operating Statement

	T-12		Per SF	Year 1		Per SF
<b>Income</b>						
Gross Scheduled Rent	413,904		8.79	426,321		9.05
Economic Vacancy	(71,221)	17.2%	(1.51)	(63,948)	15.0%	(1.36)
Total Vacancy	(\$71,221)	17.2%	(\$1.51)	(\$63,948)	15.0%	(\$1.36)
Economic Occupancy	82.79%			85.00%		
Effective Rental Income	342,683		7.28	362,373		7.69
<b>Other Income</b>						
Other Income	18,276		0.39	18,824		0.40
Tenant Insurance	43,376		0.92	44,677		0.95
Retail	851		0.02	877		0.02
Truck Rental	1,052		0.02	1,084		0.02
Total Other Income	\$63,555		\$1.35	\$65,462		\$1.39
<b>Effective Gross Income</b>	<b>\$406,238</b>		<b>\$8.63</b>	<b>\$427,835</b>		<b>\$9.08</b>
<b>Expenses</b>						
Real Estate Taxes	30,578		0.65	31,190		0.66
Insurance	13,221		0.28	13,485		0.29
Utilities	3,784		0.08	3,860		0.08
Snow Removal	2,106		0.04	2,148		0.05
Dues & Subscriptions	275		0.01	281		0.01
Marketing	11,422		0.24	11,650		0.25
Bank/CC	8,829		0.19	9,006		0.19
Facility Operations	9,784		0.21	9,980		0.21
Communications/Call Center	10,594		0.22	10,806		0.23
Payroll & Employee Benefits	56,897		1.21	58,035		1.23
Professional Fees/ Postage	1,697		0.04	1,731		0.04
Repairs & Maintenance	11,121		0.24	11,343		0.24
Travel	1,931		0.04	1,970		0.04
Tenant Protection Plan / COGS	28,459		0.60	29,028		0.62
Management Fee	26,572	6.5%	0.56	21,392	5.0%	0.45
<b>Total Expenses</b>	<b>\$217,270</b>		<b>\$4.61</b>	<b>\$215,904</b>		<b>\$4.58</b>
<b>Expenses as % of EGI</b>	<b>53.5%</b>			<b>50.5%</b>		
<b>Net Operating Income</b>	<b>\$188,968</b>		<b>\$4.01</b>	<b>\$211,931</b>		<b>\$4.50</b>

# 10 Year Cash Flow

	T-12	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
<b>Income</b>											
Gross Scheduled Rent	413,904	426,321	439,111	452,284	465,853	479,828	494,223	509,050	524,321	540,051	556,252
<b>Total Vacancy</b>	<b>(71,221)</b>	<b>(63,948)</b>	<b>(57,084)</b>	<b>(49,751)</b>	<b>(51,244)</b>	<b>(52,781)</b>	<b>(54,365)</b>	<b>(55,995)</b>	<b>(57,675)</b>	<b>(59,406)</b>	<b>(61,188)</b>
<b>Total Vacancy as % of</b>	<b>17.21%</b>	<b>15.00%</b>	<b>13.00%</b>	<b>11.00%</b>	<b>11.00%</b>	<b>11.00%</b>	<b>11.00%</b>	<b>11.00%</b>	<b>11.00%</b>	<b>11.00%</b>	<b>11.00%</b>
Effective Rental Income	342,683	362,373	382,026	402,533	414,609	427,047	439,858	453,054	466,646	480,645	495,065
<b>Other Income</b>											
Other Income	18,276	18,824	19,845	20,910	21,538	22,184	22,849	23,535	24,241	24,968	25,717
Tenant Insurance	43,376	44,677	47,100	49,629	51,117	52,651	54,231	55,857	57,533	59,259	61,037
Retail	851	877	924	974	1,003	1,033	1,064	1,096	1,129	1,163	1,197
Truck Rental	1,052	1,084	1,142	1,204	1,240	1,277	1,315	1,355	1,395	1,437	1,480
Total Other Income	63,555	65,462	69,012	72,716	74,898	77,145	79,459	81,843	84,298	86,827	89,432
<b>Effective Gross Income</b>	<b>406,238</b>	<b>427,835</b>	<b>451,038</b>	<b>475,249</b>	<b>489,507</b>	<b>504,192</b>	<b>519,318</b>	<b>534,897</b>	<b>550,944</b>	<b>567,472</b>	<b>584,497</b>
<b>Expenses</b>											
Real Estate Taxes	(30,578)	(31,190)	(32,749)	(33,404)	(34,072)	(34,754)	(35,449)	(36,158)	(36,881)	(37,618)	(38,371)
Insurance	(13,221)	(13,485)	(13,755)	(14,030)	(14,311)	(14,597)	(14,889)	(15,187)	(15,491)	(15,800)	(16,116)
Utilities	(3,784)	(3,860)	(3,937)	(4,016)	(4,096)	(4,178)	(4,261)	(4,347)	(4,434)	(4,522)	(4,613)
Snow Removal	(2,106)	(2,148)	(2,191)	(2,235)	(2,280)	(2,325)	(2,372)	(2,419)	(2,468)	(2,517)	(2,567)
Dues & Subscriptions	(275)	(281)	(286)	(292)	(298)	(304)	(310)	(316)	(322)	(329)	(335)
Marketing	(11,422)	(11,650)	(11,883)	(12,121)	(12,364)	(12,611)	(12,863)	(13,120)	(13,383)	(13,650)	(13,923)
Bank/CC	(8,829)	(9,006)	(9,186)	(9,369)	(9,557)	(9,748)	(9,943)	(10,142)	(10,345)	(10,551)	(10,763)
Facility Operations	(9,784)	(9,980)	(10,179)	(10,383)	(10,591)	(10,802)	(11,018)	(11,239)	(11,464)	(11,693)	(11,927)
Communications/Call Center	(10,594)	(10,806)	(11,022)	(11,242)	(11,467)	(11,697)	(11,931)	(12,169)	(12,413)	(12,661)	(12,914)
Payroll & Employee Benefits	(56,897)	(58,035)	(59,196)	(60,380)	(61,587)	(62,819)	(64,075)	(65,357)	(66,664)	(67,997)	(69,357)
Professional Fees/ Postage	(1,697)	(1,731)	(1,766)	(1,801)	(1,837)	(1,874)	(1,911)	(1,949)	(1,988)	(2,028)	(2,069)
Repairs & Maintenance	(11,121)	(11,343)	(11,570)	(11,802)	(12,038)	(12,278)	(12,524)	(12,775)	(13,030)	(13,291)	(13,556)
Travel	(1,931)	(1,970)	(2,009)	(2,049)	(2,090)	(2,132)	(2,175)	(2,218)	(2,262)	(2,308)	(2,354)
Tenant Protection Plan / COGS	(28,459)	(29,028)	(29,028)	(29,028)	(29,028)	(29,028)	(29,028)	(29,028)	(29,028)	(29,028)	(29,028)
Management Fee	(26,572)	(21,392)	(22,552)	(23,762)	(24,475)	(25,210)	(25,966)	(26,745)	(27,547)	(28,374)	(29,225)
<b>Total Expenses</b>	<b>(217,270)</b>	<b>(215,904)</b>	<b>(221,309)</b>	<b>(225,914)</b>	<b>(230,090)</b>	<b>(234,356)</b>	<b>(238,714)</b>	<b>(243,168)</b>	<b>(247,718)</b>	<b>(252,367)</b>	<b>(257,118)</b>
<b>Net Operating Income</b>	<b>188,968</b>	<b>211,931</b>	<b>229,729</b>	<b>249,335</b>	<b>259,417</b>	<b>269,836</b>	<b>280,603</b>	<b>291,729</b>	<b>303,226</b>	<b>315,105</b>	<b>327,379</b>
<b>Expense Ratio</b>	<b>53.5%</b>	<b>50%</b>	<b>49%</b>	<b>48%</b>	<b>47%</b>	<b>46%</b>	<b>46%</b>	<b>45%</b>	<b>45%</b>	<b>44%</b>	<b>44%</b>

# MARKET OVERVIEW

**Storage Sense (Managed) - Jackson**

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# Jackson, MI



Jackson, Michigan is a regional hub in south-central Michigan, located approximately 40 miles west of Ann Arbor and 75 miles west of Detroit, with direct connectivity via Interstate 94 and U.S. Highway 127. As the county seat of Jackson County, the city serves as a commercial and employment center for the surrounding region, supporting a population of roughly 31,000 residents. The local housing market features a homeownership rate of approximately 55% and relatively affordable housing costs compared to statewide and national averages, contributing to stable household mobility and storage demand tied to life transitions, relocations, and seasonal needs

Jackson’s economy is supported by a mix of manufacturing, healthcare, government services, logistics, and energy-related industries, including major regional employers and institutional anchors. The city’s central location between Detroit, Lansing, and Ann Arbor provides access to multiple employment corridors, while regional transportation infrastructure supports commuting and distribution activity. For self-storage investors, Jackson represents a stable tertiary market with consistent local demand drivers supported by a regional service economy, affordable housing base, and steady population serving the broader Jackson County trade area.

## Property Demographics

<b>POPULATION</b>	<b>1-MILE</b>	<b>3-MILE</b>	<b>5-MILE</b>
2020 Population	1,953	7,382	27,431
2025 Population	1,896	7,145	26,663
2030 Population Projection	1,877	7,070	26,403
<b>HOUSEHOLDS</b>	<b>1-MILE</b>	<b>3-MILE</b>	<b>5-MILE</b>
2020 Households	760	2,955	11,157
2025 Households	733	2,847	10,785
2030 Household Projections	725	2,814	10,669
<b>INCOME</b>	<b>1-MILE</b>	<b>3-MILE</b>	<b>5-MILE</b>
Avg Household Income	\$75,158	\$79,956	\$68,548

# | Confidentiality Agreement & 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 **6001 Ann Arbor Rd, Jackson, MI 49201** (“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:

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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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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™

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