

MATTHEWS™



CENTER POINT SELF STORAGE

2245 1ST ST NW, CENTER POINT, AL | OFFERING MEMORANDUM

An aerial photograph of a commercial property. A large white building with a flat roof is outlined in white. To its right is a smaller, older brick building. In the background, there are several multi-story apartment buildings and a dense forest of green trees under a blue sky with scattered clouds.

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2245 1st St NW, Center Point, AL 35215





Country Park Apartments
 ±247 Units

Highland Park Town Homes
 ±56 Homes

Birmingham, AL
 ±13 Miles Away

Valley East Industrial Park
 ±4,000 Total Employees

Huffman High School
 ±1,200 Students and Teachers



Huffman Academy
 ±850 Students and Teachers

The Branch at Carson Springs
 ±144 Units

Town Square Village
 ±78 Units

Spring Lake Cove
 ±225 Units



Center Point Neighborhoods
 Total Number of Households: ±5,950 Homes
 Average Home Price: \$160K
 Average Household Income: \$68K

Center Pointe Landings
 ±140 Units

Erwin Middle and Intermediate School
 ±1,200 Students and Teachers



Jefferson State Community College
 ±14,225 Students and Faculty

Center Point High School
 ±850 Students and Teachers

75

±24,950 VPD


Subject Property


23rd Ave NW ± 5,090 VPD




 **Jameson Trace Phase II (23 Homesites)**
New phase of a growing single-family neighborhood in Pinson.

 **Hunter's Point at Innsbrooke (LGI Homes)**
LGI Homes community adding 69 new single-family homes in Pinson.


 **Kerri Lane Estates (Active Development)**
New 44-home subdivision expanding the Center Point/Clay housing market.


 **Mill Point**
Active residential community contributing new housing in Pinson.

 **Noble Ridge**
Developing subdivision adding new single-family homes in the Pinson area.

Subject Property

 **Peaving Crossing**
Growing subdivision bringing additional households to the northeast Birmingham corridor.

 **Longmeadow**
Established community currently selling its final phase with more than 40 additional lots planned.

 **Stockton**
One of Trussville's newest master-planned communities with ongoing home construction and amenities.

 **Waterside**
New-home community supporting residential growth in eastern Jefferson County.

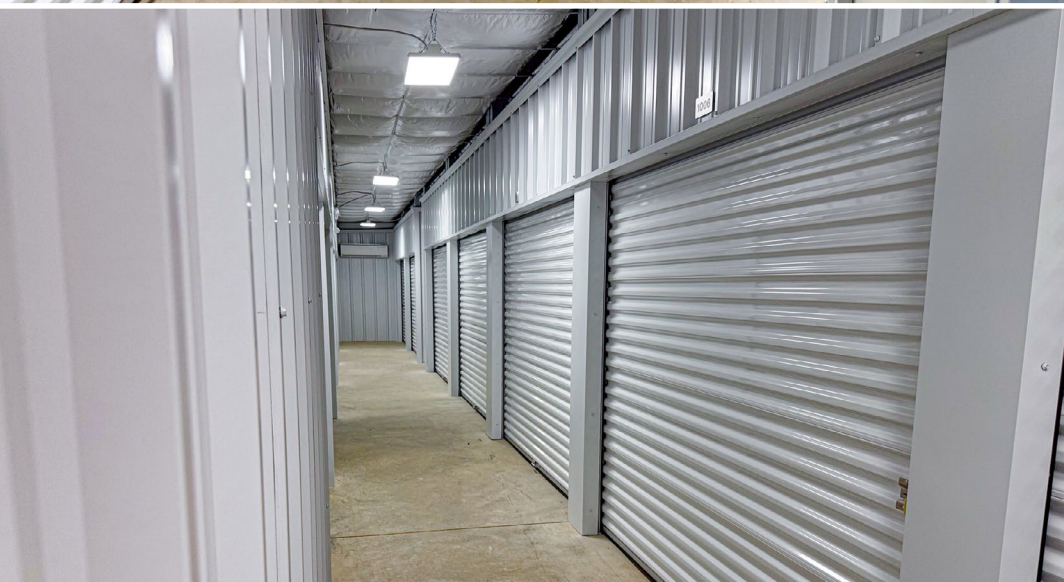
 **Trussville Springs**
Master-planned community along the Cahaba River featuring new single-family homes and townhomes.

Birmingham
±13 Miles Away

Exterior Photos









01

PROPERTY OVERVIEW



ASSET OVERVIEW

Facility Name	Center Point Self Storage
Address	2245 1st St NW
City, State	Center Point, AL
County	Jefferson County
Parcel Number	12-00-18-2-006-002.000
Lot Size (Acres)	±0.86
Year Built	2026
Number of Buildings	1
Number of Stories	1
Net Rentable SF	±17,025
Total Units	128
Climate Controlled Units	128
Non-Climate Controlled Units	0
Parking Spaces	0
Unit Occupancy	0%
Square Foot Occupancy	0%
Economic Occupancy	0%
3-Mile SF/Capita	8.61
5-Mile SF/Capita	9.59
Management	Third-Party Management
Foundation	Concrete
Framing	Steel
Roof	Metal
Fencing	N/A
Parking Surface	Paved
Entry	Keypad Access
Traffic Counts	±5,090 VPD
Flood Zone	No

INVESTMENT HIGHLIGHTS

- Brand-new facility that opened in May 2026
- All Climate Controlled facility being offered at \$88.11 per square foot
- Dense Surrounding Population with over 50,000 residents living within a 3-mile radius and over 85,000 residents living within a 5-mile radius
- Projected stabilized returns north of 10+%
- Single digit supply in both a 3- and 5-mile radius
- Over 140 new single-family homes are in the development pipeline in the immediate trade area, highlighted by LGI Homes 69-home Hunters Point community and the 44-home Kerri Lane Estates development



LISTING DETAILS

\$1,500,000

List Price

\$6,347

Year 1 NOI

\$134,102

Year 3 NOI

\$156,555

Year 4 NOI

0.42%

Year 1 Cap Rate

8.94%

Year 3 Cap Rate

10.50%

Year 4 Cap Rate

±17,025

NRSF

128

Climate Controlled Units

8.61

3-Mile SF/Capita



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	1	0	1	25	\$60	\$60	\$720
5 X 10	50	3	0	3	150	\$80	\$240	\$2,880
10 X 10	100	72	0	72	7,200	\$105	\$7,560	\$90,720
10 X 15	150	21	0	21	3,150	\$125	\$2,625	\$31,500
15 X 10	150	6	0	6	900	\$125	\$750	\$9,000
10 X 20	200	11	0	11	2,200	\$165	\$1,815	\$21,780
20 X 10	200	2	0	2	400	\$165	\$330	\$3,960
10 X 25	250	12	0	12	3,000	\$200	\$2,400	\$28,800
Facility Totals	-	128	0	128	17,025	-	\$15,780	\$189,360

FINANCIAL OVERVIEW

	Year 1		Year 2		Year 3		Year 4					
	Total	\$ PSF	Total	\$ PSF	Total	\$ PSF	Total	\$ PSF				
Income												
Gross Potential Rent	\$189,360	\$11.12	\$189,360	\$11.12	\$246,840	\$14.50	\$246,840	\$14.50				
Merchandise Sales	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
Tenant Insurance (Net)	\$4,992	\$0.29	\$6,989	\$0.41	\$8,486	\$0.50	\$8,741	\$0.51				
Admin Fees	\$3,456	\$0.20	\$4,320	\$0.25	\$5,400	\$0.32	\$5,562	\$0.33				
Late Fees	\$1,123	\$0.07	\$1,685	\$0.10	\$2,527	\$0.15	\$2,603	\$0.15				
Economic Vacancy	-60.0%	(113,616)	(\$6.67)	-40.0%	(75,744)	(\$4.45)	-15.0%	(37,026)	(\$2.17)	-8.0%	(19,747)	(\$1.16)
Effective Gross Income	\$85,315	\$5.01	\$126,609	\$7.44	\$226,227	\$13.29	\$243,998	\$14.33				
Expenses												
Real Estate Taxes	\$12,651	\$0.74	\$12,904	\$0.76	\$13,162	\$0.77	\$13,425	\$0.79				
Insurance	\$3,473	\$0.20	\$3,543	\$0.21	\$3,613	\$0.21	\$3,686	\$0.22				
Utilities & Trash	\$6,078	\$0.36	\$6,199	\$0.36	\$6,323	\$0.37	\$6,450	\$0.38				
On-Site Payroll	\$20,400	\$1.20	\$20,808	\$1.22	\$21,224	\$1.25	\$21,649	\$1.27				
Management Fees	\$4,266	\$0.25	\$6,330	\$0.37	\$11,311	\$0.66	\$12,200	\$0.72				
Bank and Credit Card Fees	\$1,920	\$0.11	\$2,849	\$0.17	\$5,090	\$0.30	\$5,490	\$0.32				
Advertising & Marketing	\$18,360	\$1.08	\$18,727	\$1.10	\$19,102	\$1.12	\$12,000	\$0.70				
Office & Administrative	\$5,492	\$0.32	\$5,602	\$0.33	\$5,714	\$0.34	\$5,828	\$0.34				
Telephone & Internet	\$2,856	\$0.17	\$2,913	\$0.17	\$2,971	\$0.17	\$3,031	\$0.18				
Repairs & Maintenance	\$3,473	\$0.20	\$3,543	\$0.21	\$3,613	\$0.21	\$3,686	\$0.22				
Total Operating Expenses	\$78,968	\$4.64	\$83,418	\$4.90	\$92,125	\$5.41	\$87,444	\$5.14				
<i>Operating Expense Ratio</i>	92.6%	-	65.9%	-	40.7%	-	35.8%	-				
Net Operating Income	\$6,347	\$0.37	\$43,192	\$2.54	\$134,102	\$7.88	\$156,555	\$9.20				

ASSUMPTIONS:

- Gross Potential Rent - Unchanged in Year 1 and Year 2, 30% increase in Year 3, 5% increase in Year 4
- Tenant Insurance (Self-Storage Units Only) - 50% penetration x \$6.50 (Profit) x 12 months in Year 1, 70% penetration in Year 2, 85% penetration in Year 3, 3% annual growth moving forward
- Admin Fees - \$24 per move-in x 12 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 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 - \$1,500 per month budget, 2% annual growth moving forward until Year 4, when the budget is reduced to \$1,000 per month
- 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

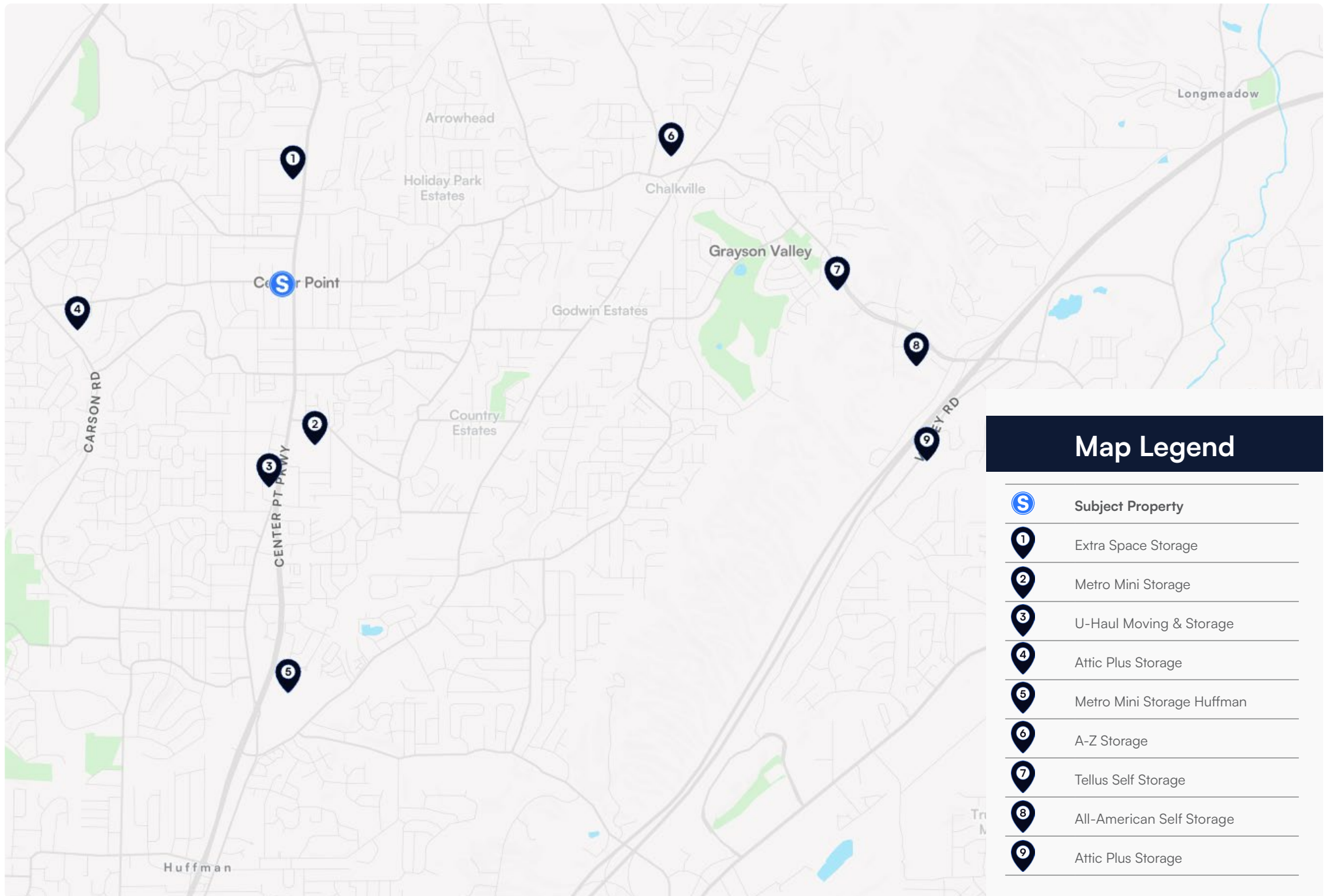
10 YEAR CASH FLOW ANALYSIS

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Income										
Gross Potential Rent	\$189,360	\$189,360	\$246,840	\$246,840	\$254,245	\$261,873	\$269,729	\$277,821	\$286,155	\$294,740
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)	\$4,992	\$6,989	\$8,486	\$8,741	\$9,003	\$9,273	\$9,552	\$9,838	\$10,133	\$10,437
Admin Fees	\$3,456	\$4,320	\$5,400	\$5,562	\$5,729	\$5,901	\$6,078	\$6,260	\$6,448	\$6,641
Late Fees	\$1,123	\$1,685	\$2,527	\$2,603	\$2,681	\$2,761	\$2,844	\$2,929	\$3,017	\$3,108
Economic Vacancy	(\$113,616)	(\$75,744)	(\$37,026)	(\$19,747)	(\$20,340)	(\$20,950)	(\$21,578)	(\$22,226)	(\$22,892)	(\$23,579)
Effective Gross Income	\$85,315	\$126,609	\$226,227	\$243,998	\$251,318	\$258,858	\$266,624	\$274,622	\$282,861	\$291,347
Expenses										
Real Estate Taxes	\$12,651	\$12,904	\$13,162	\$13,425	\$13,694	\$13,968	\$14,247	\$14,532	\$14,823	\$15,119
Insurance	\$3,473	\$3,543	\$3,613	\$3,686	\$3,759	\$3,835	\$3,911	\$3,990	\$4,069	\$4,151
Utilities & Trash	\$6,078	\$6,199	\$6,323	\$6,450	\$6,579	\$6,711	\$6,845	\$6,982	\$7,121	\$7,264
On-Site Payroll	\$20,400	\$20,808	\$21,224	\$21,649	\$22,082	\$22,523	\$22,974	\$23,433	\$23,902	\$24,380
Management Fees	\$4,266	\$6,330	\$11,311	\$12,200	\$12,566	\$12,943	\$13,331	\$13,731	\$14,143	\$14,567
Bank and Credit Card Fees	\$1,920	\$2,849	\$5,090	\$5,490	\$5,655	\$5,824	\$5,999	\$6,179	\$6,364	\$6,555
Advertising & Marketing	\$18,360	\$18,727	\$19,102	\$12,000	\$12,240	\$12,485	\$12,734	\$12,989	\$13,249	\$13,514
Office & Administrative	\$5,492	\$5,602	\$5,714	\$5,828	\$5,944	\$6,063	\$6,185	\$6,308	\$6,434	\$6,563
Telephone & Internet	\$2,856	\$2,913	\$2,971	\$3,031	\$3,091	\$3,153	\$3,216	\$3,281	\$3,346	\$3,413
Repairs & Maintenance	\$3,473	\$3,543	\$3,613	\$3,686	\$3,759	\$3,835	\$3,911	\$3,990	\$4,069	\$4,151
Total Operating Expenses	\$78,968	\$83,418	\$92,125	\$87,444	\$89,370	\$91,339	\$93,354	\$95,414	\$97,521	\$99,677
<i>Operating Expense Ratio</i>	92.6%	65.9%	40.7%	35.8%	35.6%	35.3%	35.0%	34.7%	34.5%	34.2%
NET OPERATING INCOME	\$6,347	\$43,192	\$134,102	\$156,555	\$161,949	\$167,519	\$173,270	\$179,208	\$185,340	\$191,670

CLIMATE CONTROLLED - GROUND LEVEL RENT COMPARABLES

Facility Name	Address	5x5 CC		5x10 CC		10x10 CC		10x15 CC		10x20 CC		10x25 CC		Distance to Property
		In-Store	Web Rate	In-Store	Web Rate	In-Store	Web Rate	In-Store	Web Rate	In-Store	Web Rate	In-Store	Web Rate	
 Subject Property	2245 1st St NW, Center Point, AL	\$60.00	-	\$80.00	-	\$105.00	-	\$125.00	-	\$165.00	-	\$200.00	-	-
 Extra Space Storage	2630 Center Point Pkwy, Birmingham, AL	\$49.00	\$27.00	\$95.00	\$59.00	\$159.00	\$98.00	\$214.00	\$116.00	-	-	\$305.00	\$200.00	0.56 Miles
 Metro Mini Storage	109 Polly Reed Rd NE, Birmingham, AL	-	-	\$69.00	-	\$149.00	-	-	-	-	-	-	-	0.90 Miles
 U-Haul Moving & Storage	1632 Center Point Pkwy, Birmingham, AL	\$94.95	-	\$119.95	-	\$169.95	-	-	-	-	-	-	-	1.10 Miles
 Attic Plus Storage	2141 Carson Rd, Birmingham, AL	\$69.00	-	\$99.00	-	\$149.00	-	\$169.00	-	\$189.00	-	\$229.00	-	1.19 Miles
 Metro Mini Storage Huffman	1121 Center Point Pkwy, Birmingham, AL	-	-	\$89.00	-	\$99.00	-	-	-	\$179.00	-	\$259.00	-	2.24 Miles
 A-Z Storage	2155 Sweeney Hollow Rd, Birmingham, AL	-	-	\$83.00	\$69.00	\$120.00	-	-	-	-	-	-	-	2.25 Miles
 Tellus Self Storage	5791 Chalkville Mountain Rd, Birmingham, AL	\$105.00	\$79.00	\$130.00	\$99.00	\$175.00	\$149.00	\$235.00	-	\$255.00	\$115.00	-	-	3.05 Miles
 All-American Self Storage	4600 Frank St, Birmingham, AL	\$80.00	-	\$105.00	-	\$75.00	-	\$195.00	-	\$120.00	-	\$295.00	-	3.48 Miles
 Attic Plus Storage	4401 Valley Rd, Birmingham, AL	\$79.00	-	\$109.00	-	\$149.00	-	\$199.00	-	\$249.00	-	\$289.00	-	3.67 Miles
Averages		\$79.49	\$53.00	\$99.88	\$75.67	\$138.33	\$123.50	\$202.40	\$116.00	\$198.40	\$115.00	\$275.40	\$200.00	
Average Rent Per Foot		\$3.18	\$2.12	\$2.00	\$1.51	\$1.38	\$1.24	\$1.35	\$0.77	\$0.99	\$0.58	\$1.10	\$0.80	

CLIMATE CONTROLLED - GROUND LEVEL RENT COMPARABLES MAP





02

MARKET
OVERVIEW

CENTER POINT, AL

DEMOGRAPHIC ANALYSIS

Within 5-Mile Radius

37.1

Median Age

\$905.9M

Total Specified
Consumer Spending

19,892

Owner Occupied
Households

12,397

Renter Occupied
Households

\$61,015

Median Household
Income



86,818+

TOTAL
POPULATION

19,892+

OWNER OCCUPIED
HOUSEHOLDS

32,999+

NUMBER OF
HOUSEHOLDS

\$79,732

AVERAGE
HOUSEHOLD INCOME



BIRMINGHAM, AL MSA

1.18M+

Total Population

\$70,000

Median HH Income

465K

of Households

71%

Homeownership Rate

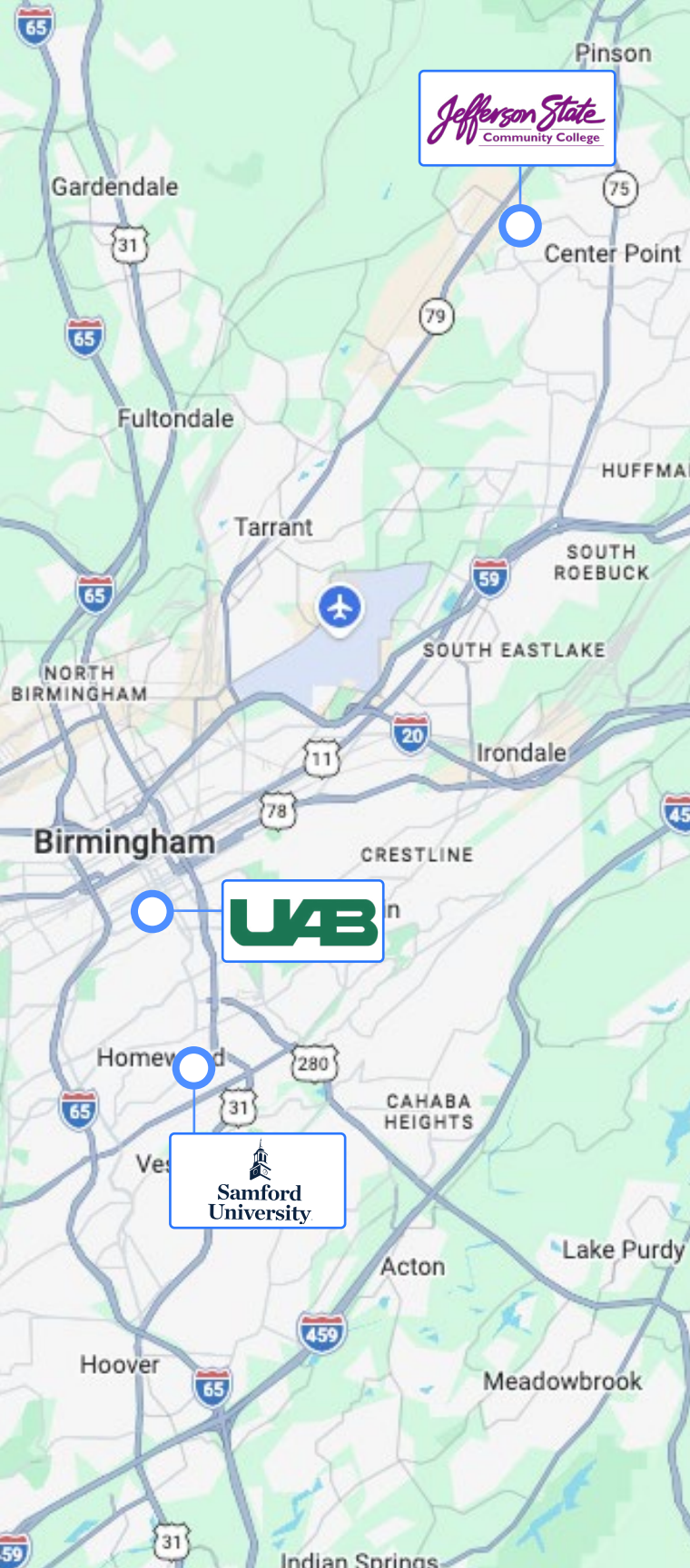
Local Market Overview

Birmingham, Alabama serves as the economic and cultural center of Central Alabama and anchors a metropolitan region of more than one million residents. Historically rooted in manufacturing and steel production, the city has evolved into a diversified economy supported by healthcare, higher education, banking, and technology sectors. The presence of major institutions such as the University of Alabama at Birmingham (UAB) has transformed the city into a nationally recognized hub for medical research and healthcare services, attracting both skilled professionals and students from across the Southeast. This economic base supports consistent renter demand, particularly among young professionals, healthcare workers, and graduate students seeking proximity to employment centers and urban amenities.

The broader Birmingham region benefits from a relatively low cost of living compared to national averages, making it an attractive alternative to higher-priced Sun Belt markets. The metro's accessible transportation network, anchored by several interstate highways, provides efficient connectivity throughout the Southeast while supporting continued suburban and employment growth.

Economic Overview

Birmingham offers a diverse mix of cultural attractions, outdoor recreation, and entertainment destinations that contribute to its appeal for residents and visitors alike. The city's revitalized downtown features a growing collection of restaurants, breweries, and entertainment venues, particularly within the popular Railroad Park and Parkside districts. Outdoor enthusiasts enjoy Red Mountain Park's extensive trail system and scenic overlooks, while Ruffner Mountain Nature Preserve provides hiking and wildlife experiences just minutes from the urban core. Birmingham's rich history is showcased at the Birmingham Civil Rights Institute and the historic 16th Street Baptist Church, both significant landmarks within the Civil Rights District. Additional attractions such as the Birmingham Museum of Art, Regions Field baseball stadium, and the Birmingham Botanical Gardens further enhance the city's lifestyle offerings and quality of life.



Higher Education

Birmingham's higher education sector is anchored by the University of Alabama at Birmingham (UAB), Samford University, and Jefferson State Community College, collectively serving more than 35,000 students each year. These institutions are recognized for excellence in healthcare, biomedical research, business, engineering, nursing, and workforce development, attracting students, faculty, and researchers from across the nation and around the world. They play a critical role in developing the highly skilled talent pipeline that supports Birmingham's healthcare, life sciences, financial services, technology, and advanced manufacturing industries. Their presence also drives demand for housing, retail, entertainment, and student-oriented services, reinforcing Birmingham's position as Alabama's leading center for education, research, healthcare innovation, and economic growth.

University of Alabama Birmingham

Enrollment (2024-2025)
20,905 Students
Graduation Rate: 64%

Jefferson State Community College

Enrollment (2024-2025)
8,500 Students
Graduation Rate: 26%

Samford University

Enrollment (2024-2025)
6,324 Students
Graduation Rate: 80%



DEMOGRAPHIC ANALYSIS

POPULATION

	1-MILE	3-MILE	5-MILE
2020 Population	8,506	57,512	93,072
2025 Population	8,126	53,903	86,818
2030 Population Projection	8,001	52,832	84,991
Median Age	33.6	35.5	37.1

HOUSEHOLDS

	1-MILE	3-MILE	5-MILE
2020 Households	3,227	21,648	35,563
2025 Households	3,070	20,186	32,999
2030 Household Projection	3,022	19,777	32,289
Owner Occupied Households	1,368	11,470	19,892
Renter Occupied Households	1,654	8,307	12,397

INCOME

	1-MILE	3-MILE	5-MILE
Avg Household Income	\$61,990	\$71,282	\$79,732
Median Household Income	\$48,205	\$56,234	\$61,015
< \$25,000	611	4,107	6,007
\$25,000 - 50,000	968	4,640	7,082
\$50,000 - 75,000	586	4,397	6,834
\$75,000 - 100,000	319	2,740	4,677
\$100,000 - 125,000	360	1,908	3,054
\$125,000 - 150,000	113	755	1,614
\$150,000 - 200,000	54	924	1,966
\$200,000+	58	715	1,765



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 in **2245 1st St NW, Center Point, AL 35215** (“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

CENTER POINT STORAGE

2245 1ST ST NW | CENTER POINT, AL 35215

EXCLUSIVELY LISTED BY:

BROKER OF RECORD

Hutt Cooke

License No. 000168807-O (AL)

Firm No. 000110253-O (AL)

