

MATTHEWS™



SMARTSTOP SELF STORAGE (MANAGED)

1641 DOWNTOWN W BLVD, KNOXVILLE, TN | OFFERING MEMORANDUM



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| 1641 Downtown W Blvd, Knoxville, TN 37919





Suburban Plaza

BARNES & NOBLE
TRADER JOE'S
EDDIE'S HEALTH SHOPPE
HOBBY LOBBY
EST 1928
WOODCRAFT

±8 Miles Away

THE UNIVERSITY OF TENNESSEE
 KNOXVILLE
 University of Tennessee
 ±40,421 Students | ±8,100 Employees

Downtown Knoxville
 ±8 Miles

INTERSTATE 40
1-40
 ± 197,340 VPD

Centre at Deane Hill

FOOD CITY
OLD NAVY
KOHL'S
Burlington
five BELOW
KIRKLAND'S
PET SMART

ROSS
 DRESS FOR LESS
HomeGoods
TJ-maxx
SALLY BEAUTY

West Town Mall

Dillard's
JCPenney
H&M
DICK'S
belk
 Apple Store
 SEPHORA
 GAP
 The Cheesecake Factory
 Chipotle
 Chick-fil-
 Bath & Body Works
 VS

TARGET

Kingston Pike ± 25,990 VPD

Red Lobster

Downtown W Blvd ± 10,000 VPD

PLATO'S CLOSET

SALON VISAGE

Subject Property

REGAL



 **Ivy at West Hills Approx**
±200 Units

 **West Depot Avenue Development Approx**
±300 Units

 **Vetra West Hills Approx**
±150 Units

 **Riella on 5th**
±121 Units

 **Sutters Mill**
±252 Units

 **Prescott at West Hills**
±96 Units

 **Papermill Square**
±140 Units

 **The Rowan Approx**
±250 Units

 **Vintage Knoxville West**
±224 Units

 **Vintage Cal Apartments**
±167 Units

 **The Willows of West Hills**
±250 Units

 **Lone Tree Pass**
±55 Units

 **Elmstead West Knoxville**
±271 Units

 **Livano Knoxville**
±348 Units

 **Walker Springs Apartments Approx**
±200 Units

 **Wellsley Park Apartments**
±358 Units

 **Hill & Locust Development**
±297 Units

 **The Grove at Deane Hill**
±272 Units

1641 Downtown W Blvd
Knoxville, TN 37919

 **Meadows Condominiums**
±178 Units

Existing Residential

Future Residential

| EXECUTIVE SUMMARY

The Opportunity

Matthews™ has been exclusively hired to market for sale a self-storage facility totaling 39,054 rentable square feet and is 99% occupied for the units that are online (only 2 vacancies exist). There are, however, 45 units that are off-line, amounting to 5,863 square feet and representing \$101,772 in gross potential income. Roof work needs to be completed in order to get these units back online (which we have quotes for), but given current occupancy at 99% we are confident the project will be well worth it.

The property sits in the desirable West Knoxville sub-market, benefiting from high visibility with 25,990 vehicles passing by the site daily. According to TractIQ, no self-storage developments are planned within the 5-mile trade area, positioning the asset to capture demand from the surrounding market without new competitive supply. The owner has also been able to drive very strong rental rates, with minimal turnover from ECRI's.

The surrounding trade area also boasts a highly affluent population, with average household incomes exceeding \$130,000 within both the 3-mile and 5-mile radius. Population growth has been very strong as well, at 2.00% within a 1-mile and 1.80% within the 3-mile and 5-mile rings, with the 2025 population standing at 71,018 (3-mile) and 139,360 (5-mile). These populations are projected to grow 0.70% annually through 2030 in both rings as well.

This growth is underpinned by a robust residential development pipeline totaling an estimated \$438,400,000 in value, amounting to approximately 1,286 new units. Knoxville ranked #1 in the nation for in-migration in 2026, with a 1.61 move-in/move-out ratio, while Knox County's GDP has grown 5.3% annually since 2021, outpacing the national rate of 3.6%.

This opportunity is being offered on a "rolling bids" basis, with a list price of \$4,300,000. Please contact Austin McLeod to gain access to the deal room and further discuss the opportunity.









SmartStop
Self Storage

01

PROPERTY
DETAILS



ASSET OVERVIEW

Facility Name	SmartStop Self Storage (Managed)
Address	1641 Downtown W Blvd
City, State	Knoxville, TN
County	Knox County
Parcel Number	120IB-00912
Lot Size (Acres)	±1.84
Year Built	1984
Number of Buildings	7
Number of Stories	2
Net Rentable SF	±39,054
Total Units	276
Climate Controlled Units	32
Non-Climate Controlled Units	232
Parking Spaces	12
Unit Occupancy	83%
Square Foot Occupancy	85%
Economic Occupancy	71%
3-Mile SF/Capita	12.02
5-Mile SF/Capita	11.13
Management	Third-Party Management
Foundation	Concrete
Fencing	Wrought Iron
Parking Surface	Paved
Entry	Keypad Access
Traffic Counts	±25,990 VPD
Flood Zone	No
On-Site Apartment	No

INVESTMENT HIGHLIGHTS

- Highly affluent population surrounding the facility with over \$115k in average household incomes in a 5-mile radius
- \$100k+ in revenue upside upon completion of roof work and getting 45 down-units back online
- Strong population growth projected at 2% in a 1-mile and 1.80% in a 3-mile and 5-mile radius
- 99% occupancy for the units that are online and available
- Desirable West Knoxville sub-market, with $\pm 25,990$ VPD passing by the site
- No self-storage developments planned within the 5-mile trade area (according to TractIQ)
- 2025 population of $\pm 71,018$ (3-mile) and $\pm 139,360$ (5-mile), with 0.70% annual growth projected through 2030 in both rings
- Approximately \$438,400,000 worth of residential development showing in the pipeline in the residential development pipeline, amounting to $\pm 1,286$ new units
- Knoxville ranks #1 in the nation for in-migration in 2026, with a 1.61 move-in/move-out ratio
- Knox County GDP has grown 5.3% annually since 2021 (vs. 3.6% nationally)



LISTING DETAILS

\$4,300,000

List Price

\$278,981

Current NOI

\$377,558

Year 2 NOI

\$418,760

Year 4 NOI

6.50%

Current Cap Rate

8.78%

Year 2 Cap Rate

9.74%

Year 4 Cap Rate

276

Total Units

32

Climate Controlled Units

232

Non-Climate Controlled Units

83%

Unit Occupancy

85%

SF Occupancy

71%

Economic Occupancy



UNIT MIX

Non-Climate Controlled

Unit Size	Unit SF	Total Units	Occupied	Vacant	Net Rentable SF	Current Rates	Monthly GPI	Annual Total
5 X 7	35	18	18	0	630	\$67	\$1,206	\$14,472
5 X 8	40	23	21	2	920	\$81	\$1,863	\$22,356
7 X 7	49	3	2	1	147	\$95	\$285	\$3,420
6 X 10	60	8	8	0	480	\$104	\$832	\$9,984
7 X 10	70	15	6	9	1,050	\$120	\$1,800	\$21,600
8 X 10	80	9	9	0	720	\$120	\$1,080	\$12,960
9 X 10	90	5	5	0	450	\$130	\$650	\$7,800
10 X 10	100	7	5	2	700	\$188	\$1,316	\$15,792
10 X 12	120	24	10	14	2,880	\$209	\$5,016	\$60,192
10 X 13	130	13	13	0	1,690	\$209	\$2,717	\$32,604
10 X 15	150	3	1	2	450	\$209	\$627	\$7,524
9 X 20	180	20	17	3	3,600	\$209	\$4,180	\$50,160
10 X 20	200	48	46	2	9,600	\$209	\$10,032	\$120,384
12 X 20	240	6	5	1	1,440	\$241	\$1,446	\$17,352
13 X 20	260	4	3	1	1,040	\$261	\$1,044	\$12,528
14 X 20	280	10	8	2	2,800	\$287	\$2,870	\$34,440
18 X 18	324	6	6	0	1,944	\$353	\$2,118	\$25,416
10 X 34	340	4	3	1	1,360	\$405	\$1,620	\$19,440
12 X 32	384	2	2	0	768	\$457	\$914	\$10,968
18 X 30	540	3	3	0	1,620	\$782	\$2,346	\$28,152
20 X 40	800	1	1	0	800	\$1,304	\$1,304	\$15,648
Totals	-	232	192	40	35,089	-	\$45,266	\$543,192

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	3	3	0	75	\$65	\$195	\$2,340
6 X 10	60	4	3	1	240	\$130	\$520	\$6,240
8 X 10	80	4	4	0	320	\$163	\$652	\$7,824
10 X 10	100	2	2	0	200	\$209	\$418	\$5,016
10 X 12	120	4	4	0	480	\$248	\$992	\$11,904
9 X 18	162	12	9	3	1,944	\$300	\$3,600	\$43,200
9 X 20	180	1	1	0	180	\$353	\$353	\$4,236
10 X 24	240	1	1	0	240	\$457	\$457	\$5,484
11 X 26	286	1	1	0	286	\$782	\$782	\$9,384
Totals	-	32	28	4	3,965	-	\$7,969	\$95,628

Open Parking

Unit Size	Unit SF	Total Units	Occupied	Vacant	Net Rentable SF	Current Rates	Monthly GPI	Annual Total
5 X 20	0	12	9	3	0	\$84	\$1,008	\$12,096
Totals	-	12	9	3	0	-	\$1,008	\$12,096

Facility Totals	-	276	229	47	39,054	-	\$54,243	\$650,916
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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	\$650,916	\$16.67	\$650,916	\$16.67	\$650,916	\$16.67	\$670,443	\$17.17	\$690,557	\$17.68
Merchandise Sales	\$247	\$0.01	\$605	\$0.02	\$726	\$0.02	\$748	\$0.02	\$770	\$0.02
Tenant Insurance (Net)	\$5,652	\$0.14	\$15,444	\$0.40	\$16,474	\$0.42	\$17,503	\$0.45	\$18,028	\$0.46
Fee Income	\$17,497	\$0.45	\$18,022	\$0.46	\$18,563	\$0.48	\$19,119	\$0.49	\$19,693	\$0.50
Economic Vacancy	-29.1% (\$189,416)	(\$4.85)	-22.0% (\$143,202)	(\$3.67)	-15.0% (\$97,637)	(\$2.50)	-10.0% (\$67,044)	(\$1.72)	-10.0% (\$69,056)	(\$1.77)
Effective Gross Income	\$484,896	\$12.42	\$541,786	\$13.87	\$589,041	\$15.08	\$640,770	\$16.41	\$659,993	\$16.90
Expenses										
Real Estate Taxes	\$22,838	\$0.58	\$22,838	\$0.58	\$22,838	\$0.58	\$41,548	\$1.06	\$41,548	\$1.06
Insurance	\$14,436	\$0.37	\$14,725	\$0.38	\$15,019	\$0.38	\$15,320	\$0.39	\$15,626	\$0.40
Utilities & Trash	\$23,088	\$0.59	\$23,550	\$0.60	\$24,021	\$0.62	\$24,501	\$0.63	\$24,991	\$0.64
On-Site Payroll	\$63,172	\$1.62	\$55,000	\$1.41	\$56,100	\$1.44	\$57,222	\$1.47	\$58,366	\$1.49
Management Fees	\$24,245	\$0.62	\$27,089	\$0.69	\$29,452	\$0.75	\$32,038	\$0.82	\$33,000	\$0.84
Bank and Credit Card Fees	\$9,309	\$0.24	\$12,190	\$0.31	\$13,253	\$0.34	\$14,417	\$0.37	\$14,850	\$0.38
Advertising & Marketing	\$22,972	\$0.59	\$23,431	\$0.60	\$23,900	\$0.61	\$24,378	\$0.62	\$24,866	\$0.64
Office & Administrative	\$7,735	\$0.20	\$7,890	\$0.20	\$8,047	\$0.21	\$8,208	\$0.21	\$8,373	\$0.21
Telephone & Internet	\$3,045	\$0.08	\$3,106	\$0.08	\$3,168	\$0.08	\$3,231	\$0.08	\$3,296	\$0.08
Repairs & Maintenance	\$15,075	\$0.39	\$15,377	\$0.39	\$15,684	\$0.40	\$15,998	\$0.41	\$16,318	\$0.42
Total Operating Expenses	\$205,915	\$5.27	\$205,195	\$5.25	\$211,483	\$5.42	\$236,862	\$6.06	\$241,233	\$6.18
<i>Operating Expense Ratio</i>	42.5%	-	37.9%	-	35.9%	-	37.0%	-	36.6%	-
Net Operating Income	\$278,981	\$7.14	\$336,590	\$8.62	\$377,558	\$9.67	\$403,908	\$10.34	\$418,760	\$10.72

ASSUMPTIONS:

- Gross Potential Rent - Unchanged in Year 1 and Year 2, and 3% increases in 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 - 3% annual growth moving forward
- Real Estate Taxes - Year 1 and 2 based on the current assessed value; Year 3 estimated based on the sale price (with a 30% goodwill allocation) and the current millage rate
- 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 - 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
- Payroll - Set to Market in Year 1 with 2% growth moving forward

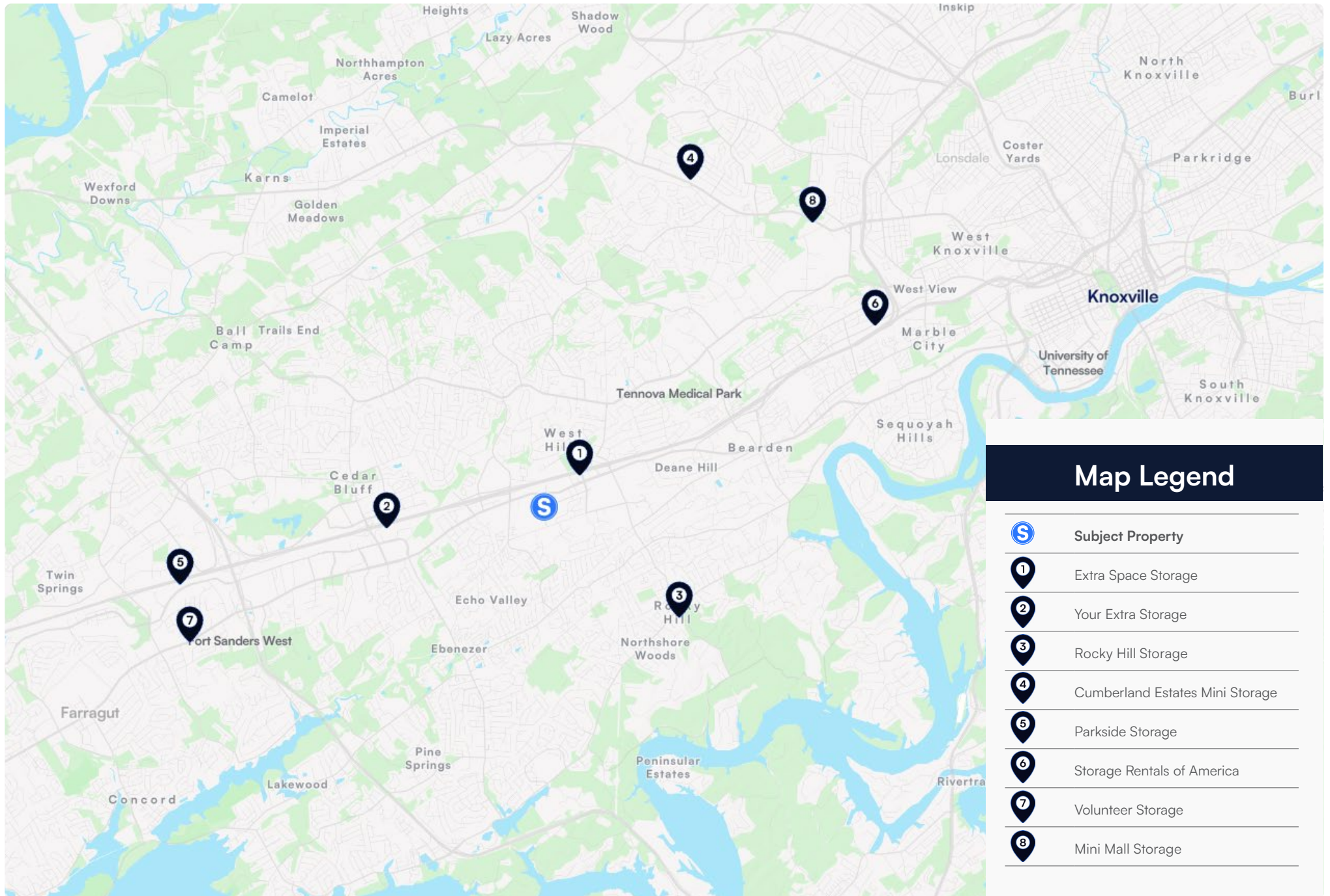
10 YEAR CASH FLOW ANALYSIS

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Income										
Gross Potential Rent	\$650,916	\$650,916	\$670,443	\$690,557	\$711,273	\$732,612	\$754,590	\$777,228	\$800,545	\$824,561
Merchandise Sales	\$605	\$726	\$748	\$770	\$794	\$817	\$842	\$867	\$893	\$920
Tenant Insurance (Net)	\$15,444	\$16,474	\$17,503	\$18,028	\$18,569	\$19,126	\$19,700	\$20,291	\$20,900	\$21,527
Fee Income	\$18,022	\$18,563	\$19,119	\$19,693	\$20,284	\$20,892	\$21,519	\$22,165	\$22,830	\$23,515
Economic Vacancy	(\$143,202)	(\$97,637)	(\$67,044)	(\$69,056)	(\$71,127)	(\$73,261)	(\$75,459)	(\$77,723)	(\$80,054)	(\$82,456)
Effective Gross Income	\$541,786	\$589,041	\$640,770	\$659,993	\$679,793	\$700,186	\$721,192	\$742,828	\$765,113	\$788,066
Expenses										
Real Estate Taxes	\$22,838	\$22,838	\$41,548	\$41,548	\$41,548	\$41,548	\$47,780	\$47,780	\$47,780	\$47,780
Insurance	\$14,725	\$15,019	\$15,320	\$15,626	\$15,939	\$16,257	\$16,582	\$16,914	\$17,252	\$17,597
Utilities & Trash	\$23,550	\$24,021	\$24,501	\$24,991	\$25,491	\$26,001	\$26,521	\$27,051	\$27,592	\$28,144
On-Site Payroll	\$55,000	\$56,100	\$57,222	\$58,366	\$59,534	\$60,724	\$61,939	\$63,178	\$64,441	\$65,730
Management Fees	\$27,089	\$29,452	\$32,038	\$33,000	\$33,990	\$35,009	\$36,060	\$37,141	\$38,256	\$39,403
Bank and Credit Card Fees	\$12,190	\$13,253	\$14,417	\$14,850	\$15,295	\$15,754	\$16,227	\$16,714	\$17,215	\$17,731
Advertising & Marketing	\$23,431	\$23,900	\$24,378	\$24,866	\$25,363	\$25,870	\$26,388	\$26,915	\$27,454	\$28,003
Office & Administrative	\$7,890	\$8,047	\$8,208	\$8,373	\$8,540	\$8,711	\$8,885	\$9,063	\$9,244	\$9,429
Telephone & Internet	\$3,106	\$3,168	\$3,231	\$3,296	\$3,362	\$3,429	\$3,498	\$3,568	\$3,639	\$3,712
Repairs & Maintenance	\$15,377	\$15,684	\$15,998	\$16,318	\$16,644	\$16,977	\$17,316	\$17,663	\$18,016	\$18,376
Total Operating Expenses	\$205,195	\$211,483	\$236,862	\$241,233	\$245,705	\$250,281	\$261,195	\$265,986	\$270,889	\$275,906
<i>Operating Expense Ratio</i>	<i>37.9%</i>	<i>35.9%</i>	<i>37.0%</i>	<i>36.6%</i>	<i>36.1%</i>	<i>35.7%</i>	<i>36.2%</i>	<i>35.8%</i>	<i>35.4%</i>	<i>35.0%</i>
Net Operating Income	\$336,590	\$377,558	\$403,908	\$418,760	\$434,088	\$449,906	\$459,997	\$476,841	\$494,224	\$512,160

CLIMATE CONTROLLED - GROUND LEVEL RENT COMPARABLES

Facility Name	Address	5x5 CC				10x10 CC				Distance to Property
		Current In-Store	Current Web Rate	T-12 Avg In-Store	T-12 Avg Web Rate	Current In-Store	Current Web Rate	T-12 Avg In-Store	T-12 Avg Web Rate	
 Subject Property	1641 Downtown W Blvd, Knoxville, TN	\$65.00	-	-	-	\$209.00	-	-	-	-
 1 Extra Space Storage	130 Jack Dance St, Knoxville, TN	\$131.00	\$90.00	\$46.00	\$33.00	\$269.00	\$211.00	\$130.00	\$96.00	0.58 Miles
 2 Your Extra Storage	254 Harry Ln Blvd, Knoxville, TN	-	-	-	-	\$154.00	\$154.00	\$148.00	\$148.00	2.05 Miles
 3 Rocky Hill Storage	1409 Wrights Ferry Rd, Knoxville, TN	\$95.00	\$95.00	\$90.00	\$90.00	\$175.00	\$175.00	-	-	2.16 Miles
 4 Cumberland Estates Mini Storage	5911 Western Ave, Knoxville, TN	-	-	-	-	\$150.00	\$150.00	-	-	4.53 Miles
 5 Parkside Storage	10461 Parkside Dr, Knoxville, TN	\$75.00	\$50.00	\$98.00	\$98.00	-	-	\$175.00	\$175.00	4.70 Miles
 6 Storage Rentals of America	3980 Papermill Dr NW, Knoxville, TN	\$101.00	\$84.00	\$40.00	\$36.00	\$203.00	\$169.00	\$138.00	\$131.00	4.73 Miles
 7 Volunteer Storage - Knoxville West	10510 Kingston Pike, Knoxville, TN	-	-	-	-	\$131.00	\$131.00	\$86.00	\$86.00	4.78 Miles
 8 Mini Mall Storage	4514 Western Ave, Knoxville, TN	-	-	\$53.00	\$53.00	\$133.32	\$100.00	\$120.00	\$120.00	4.92 Miles
Averages		\$100.50	\$79.75	\$65.40	\$62.00	\$173.62	\$155.71	\$132.83	\$126.00	
Average Rent Per Foot		\$4.02	\$3.19	\$2.62	\$2.48	\$1.74	\$1.56	\$1.33	\$1.26	

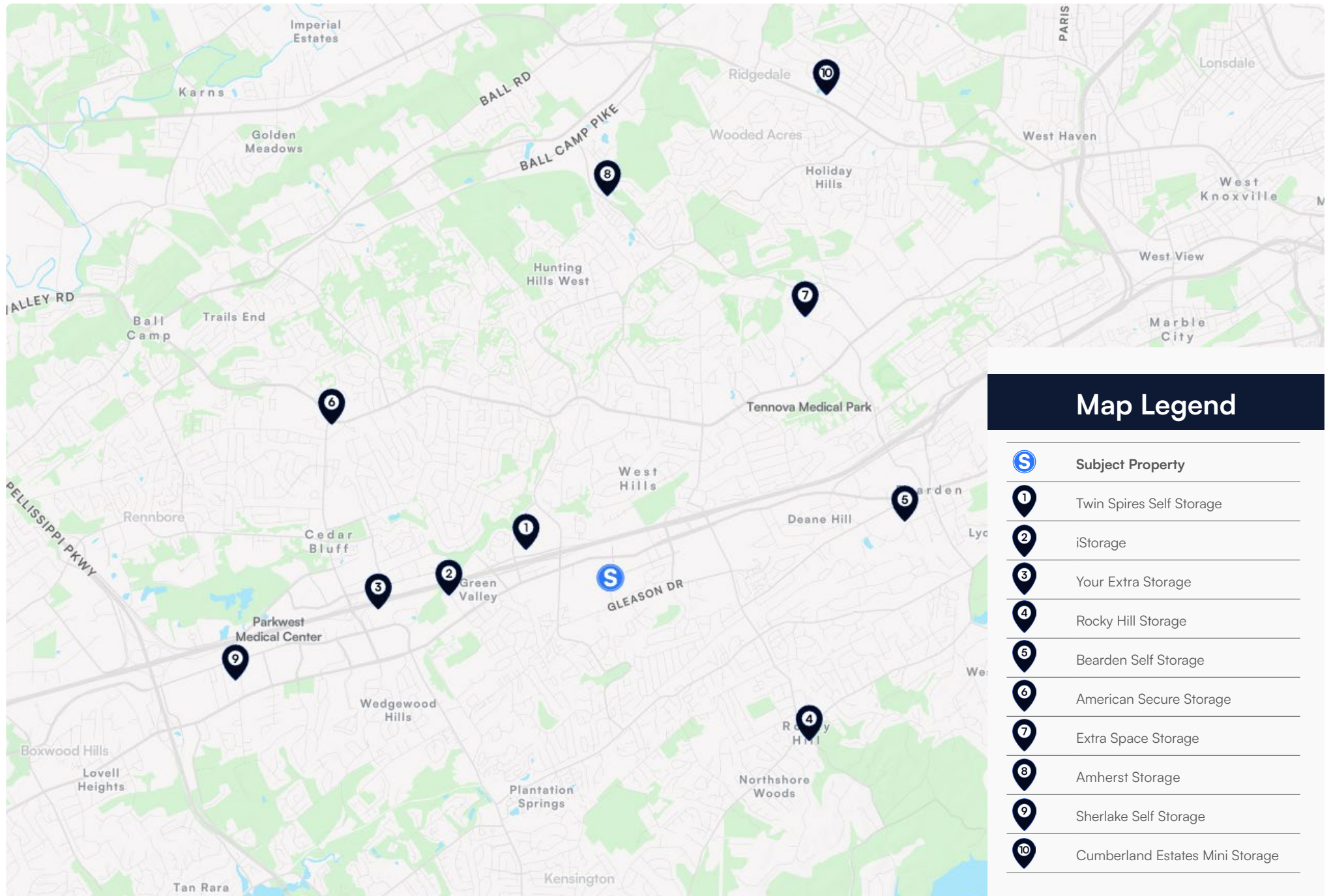
CLIMATE CONTROLLED - GROUND LEVEL RENT COMPARABLES MAP



NON-CLIMATE CONTROLLED - RENT COMPARABLES

Facility Name	Address	10x10 NC		10x15 NC		10x20 NC		Distance to Property
		In-Store	Web Rate	In-Store	Web Rate	In-Store	Web Rate	
 Subject Property	1641 Downtown W Blvd, Knoxville, TN	\$188.00	-	\$209.00	-	\$209.00	-	-
 1 Twin Spires Self Storage	8507 Walbrook Dr, Knoxville, TN	-	-	-	-	-	-	0.78 Miles
 2 iStorage	8713 Unicorn Dr, Knoxville, TN	\$93.00	\$60.00	\$116.00	\$75.00	\$167.00	\$108.00	1.42 Miles
 3 Your Extra Storage	254 Harry Ln Blvd, Knoxville, TN	\$84.00	\$84.00	-	-	\$124.00	\$124.00	2.05 Miles
 4 Rocky Hill Storage	1409 Wrights Ferry Rd, Knoxville, TN	\$140.00	\$140.00	-	-	-	-	2.16 Miles
 5 Bearden Self Storage	6415 Baum Dr, Knoxville, TN	\$90.00	\$90.00	\$113.00	\$113.00	-	-	2.57 Miles
 6 American Secure Storage	1040 N Cedar Bluff Rd, Knoxville, TN	-	-	-	-	-	-	2.72 Miles
 7 Extra Space Storage	1431 Weisgarber Rd, Knoxville, TN	\$186.00	\$128.00	\$215.00	\$145.00	-	-	0.58 Miles
 8 Amherst Storage	2806 Amherst Rd, Knoxville, TN	\$102.00	\$102.00	\$130.00	\$130.00	\$145.00	\$145.00	3.24 Miles
 9 Sherlake Self Storage	125 Sherlake Ln, Knoxville, TN	-	-	-	-	\$215.00	\$215.00	3.30 Miles
 10 Cumberland Estates Mini Storage	5911 Western Ave, Knoxville, TN	\$110.00	\$110.00	\$140.00	\$140.00	-	-	4.53 Miles
Averages		\$115.00	\$102.00	\$142.80	\$120.60	\$162.75	\$148.00	
Average Rent Per Foot		\$1.15	\$1.02	\$0.95	\$0.80	\$0.81	\$0.74	

NON-CLIMATE CONTROLLED - RENT COMPARABLES MAP





02

MARKET
OVERVIEW

KNOXVILLE, TN

DEMOGRAPHIC ANALYSIS

WITHIN 5 MILES

0.7%

2025-2030 Annual
Population Growth

38.6

Median Age

1.1%

2020-2025 Annual
Household Growth

38,261

Owner Occupied
Households

22,721

Renter Occupied
Households

\$116,491

Average Household
Income



139,360

TOTAL
POPULATION

2.3

AVG HOUSEHOLD
SIZE (PEOPLE)

58,891

NUMBER OF
HOUSEHOLDS

\$85,320

MEDIAN
HOUSEHOLD INCOME



Knoxville, TN

The Knoxville MSA continues to attract steady population growth and business investment, supported by a diversified economy, favorable cost of living, and strong quality of life. As East Tennessee's primary economic hub, the region benefits from the presence of the University of Tennessee, expanding healthcare and advanced manufacturing sectors, and strategic access to Interstates 40 and 75, supporting regional commerce and residential growth. Continued in-migration, household formation, and sustained employment growth have increased demand for self-storage facilities, reinforcing Knoxville's position as an attractive market for long-term self-storage investment.

#1 City Americans Are Moving To
in 2026 (1.61 Newcomers for Each that Leaves)

#3 Fastest-Growing Metro in TN
946K+ MSA Population

3M+ Annual Air Passengers
McGhee Tyson Airport (TYS)



Education

Knoxville’s higher education sector is anchored by the University of Tennessee, Knoxville, the state’s flagship public university, along with Pellissippi State Community College and South College. Together, these institutions serve more than 60,000 students annually and are recognized for programs in engineering, business, healthcare, and research. The University of Tennessee is a nationally ranked research institution and a key driver of innovation, workforce development, and economic growth throughout East Tennessee. The area’s large and recurring student population, combined with faculty and staff, generates consistent demand for housing, moving services, and self-storage, while reinforcing Knoxville’s position as a leading center for education, research, and talent development.

University of Tennessee, Knoxville

Enrollment (Fall 2024)

38,728 Students | Record Enrollment

Six-Year Graduation Rate: 74%

Pellissippi State Community College

Enrollment (Fall 2024)

9,311 Students

Three-Year Graduation Rate (Full-Time Freshmen): 34%

South College (Knoxville Campus)

Enrollment (2025)

Approximately 7,000+ Students (Knoxville Campus Estimate)

150+ Academic Programs

Top Employers

Largest Employer

State of Tennessee

43,500+
Employees

Pilot Company (Pilot Flying J)

24,000+ Employees

Clayton Homes

16,700+ Employees

U.S. Department of Energy

13,000+ Employees

ALCOA

12,900+ Employees

University of Tennessee, Knoxville

12,000+ Employees

Covenant Health

10,000+ Employees

Tennessee Valley Authority

10,000+ Employees



DEMOGRAPHIC ANALYSIS

POPULATION			
	1-MILE	3-MILE	5-MILE
2020 Population	9,238	70,424	136,320
2025 Population	9,516	71,018	139,360
2030 Population Projection	9,875	73,376	144,394
Median Age	37.1	38.2	38.6
HOUSEHOLDS			
	1-MILE	3-MILE	5-MILE
2020 Households	4,525	30,993	57,839
2025 Households	4,655	31,109	58,891
2030 Household Projection	4,830	32,119	60,982
Owner Occupied Households	1,901	18,004	38,261
Renter Occupied Households	2,929	14,115	22,721
INCOME			
	1-MILE	3-MILE	5-MILE
Avg Household Income	\$87,674	\$109,821	\$116,491
Median Household Income	\$58,933	\$74,173	\$85,320
< \$25,000	730	3,620	6,539
\$25,000 - 50,000	1,275	6,150	10,203
\$50,000 - 75,000	934	5,984	10,393
\$75,000 - 100,000	368	2,823	5,598
\$100,000 - 125,000	462	2,974	6,245
\$125,000 - 150,000	219	2,355	5,096
\$150,000 - 200,000	222	2,785	5,618
\$200,000+	445	4,418	9,200



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 **1641 Downtown W Blvd, Knoxville, TN 37919** ("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.

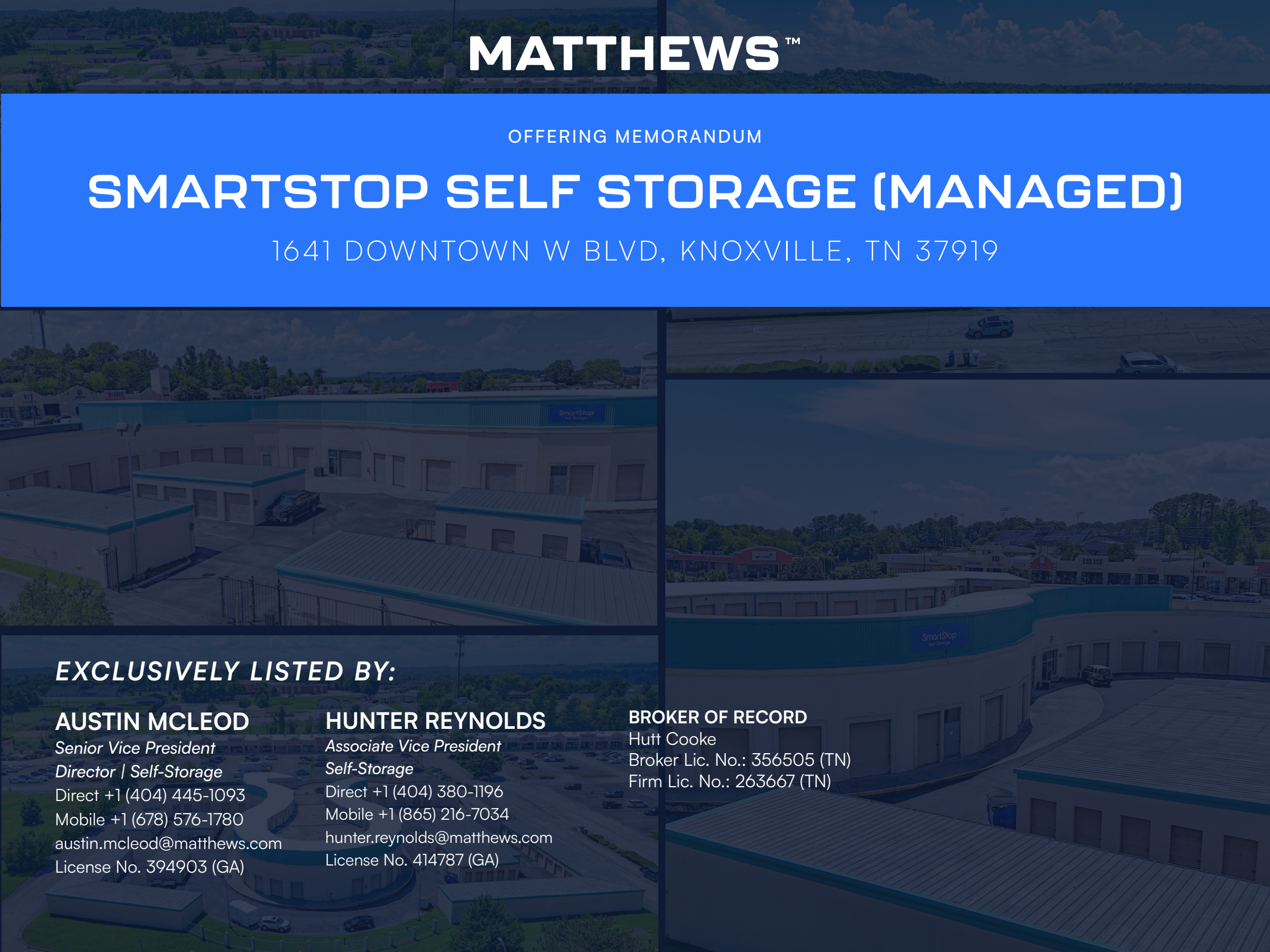
Matthews™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement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

SMARTSTOP SELF STORAGE (MANAGED)

1641 DOWNTOWN W BLVD, KNOXVILLE, TN 37919

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Director | Self-Storage

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BROKER OF RECORD

Hutt Cooke

Broker Lic. No.: 356505 (TN)

Firm Lic. No.: 263667 (TN)