MATTHEWS™

JACKSONVILLE SECURE STORAGE

2385 PELHAM RD SOUTH | JACKSONVILLE, AL | OFFERING MEMORANDUM

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2385 Pelham Rd South | Jacksonville, AL

Retail Tenant Map


Residential Development and Neighborhood Map
N
Gamecock Village Apartments
±192 Units | Multifamily community
Benton Park Apartments
±80 Units | Multifamily community
Quail Run
±55 Homes | Established subdivision
Legacy Hills
±180 Homes | Active lot sales and custom homes
Cedar Trace Apartments
±70 Units | Multifamily community
Stone Manor
±60 Homes | Single-family neighborhood
White's Gap Estates
±110 Homes | Single-family neighborhood
Jacksonville Secure Storage
Subject Property
Eagle Pointe Apartments
±80 Units | Multifamily community
The Cove at Buckhorn
±60 Homes | Single-family neighborhood
Valley Estates
±70 Homes | Residential subdivision
Cottonwood Apartments
±128 Units | Multifamily community
Pelham Rd S ± 22,600 VPD
Willow Pointe Apartments
±32 Units | Multifamily community

EXECUTIVE SUMMARY

The Opportunity

Matthews™ has been hired to exclusively market for sale "Jacksonville Secure Storage," a 275-unit, ±33,515 NRSF self-storage facility on 2.1 acres at 2385 Pelham Road South in Jacksonville, Alabama. Originally constructed in 2018 and expanded in 2021, the well-maintained facility comprises 160 climate-controlled and 114 non-climate-controlled drive-up units across ten single-story buildings, with excellent frontage, visibility, and access off Pelham Road (±22,600 VPD). Performance has been strong year-to-date, with occupancy climbing from 83% at the start of the year to over 90% today.

The offering includes very favorable, assumable CMBS financing. A qualified buyer may assume the existing ~$1.99M loan at a 4.275% fixed interest rate with a 30-year amortization and roughly five years of remaining term through November 2031—materially below-market debt in today's capital markets environment. Submarket fundamentals are also favorable, with saturation of 9.63 SF/capita within three miles, just 6.61 SF/capita within five miles, and no self-storage facilities in the development pipeline within a five-mile radius.

This opportunity is being offered at a list price of $3,860,000, and offers are being accepted on a rolling bid basis. Please contact alabama.listings@matthews.com to access the full deal room and discuss the offering in further detail.

Drone Photos

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PROPERTY DETAILS

ASSET OVERVIEW

Facility Name	Jacksonville Secure Storage
Address	2385 Pelham Rd South
City, State	Jacksonville, AL
County	Calhoun County
Parcel Numbers	12-07-35-0-001-014.000, 12-07-35-0-001-011.002, 12-07-35-0-001-013.000, & 12-07-35-0-001-012.000
Lot Size (Acres)	±2.10
Year Built	2018
Year Expanded	2021
Number of Buildings	10
Number of Stories	1
Net Rentable SF	±33,515
Total Units	275
Climate Controlled Units	160
Non-Climate Controlled Units	114
Parking Spaces	1
Unit Occupancy	89%
Square Foot Occupancy	90%
Economic Occupancy	119%
3-Mile SF/Capita	9.63
5-Mile SF/Capita	6.61
Management	Owner-Operated with Employees
Foundation	Concrete
Framing	Steel
Roof	Metal
Fencing	Chain-Link, Barbed-Wire
Parking Surface	Paved
Entry	Keypad Access
Traffic Counts	22,600 VPD
Flood Zone	No
On-Site Apartment	No

INVESTMENT HIGHLIGHTS

- Rare assumable CMBS financing: an existing ~$1.99M loan at a 4.275% fixed interest rate which may be assumed by a qualified buyer, offering materially below-market debt with a 30-year amortization schedule and roughly five years of term remaining (expiration November 2031)
- Strong performance YTD with occupancy increasing from 83% to over 90% today
- Favorable market saturation at 9.63 SF per capita within three miles and just 6.61 SF per capita within five miles
- No self-storage facilities in the development pipeline within a five-mile radius (TractIQ)
- Excellent frontage, visibility and access off of Pelham Road with traffic counts of ±22,600 VPD
- Well-maintained facility originally constructed in 2018 and expanded in 2021

LISTING DETAILS

$3,860,000
List Price

$244,535 Current NOI	**$273,315** Year 2 NOI	**$292,437** Year 4 NOI
6.35% Current Cap Rate	**7.08%** Year 2 Cap Rate	**7.58%** Year 4 Cap Rate
275 Total Units	**160** Climate Controlled Units	**114** Non-Climate Controlled Units
89% Unit Occupancy	**90%** SF Occupancy	**119%** Economic Occupancy

UNIT MIX

Climate Controlled - Ground Level

Unit Size	Unit SF	Total Units	Occupied	Vacant	Total Rentable SF	Current Rates	Monthly GPI	Annual Total
5 X 3	15	1	1	0	15	$40	$40	$480
5 X 10	50	34	32	2	1,700	$50	$1,700	$20,400
10 X 10	100	58	56	2	5,800	$70	$4,060	$48,720
10 X 15	150	29	25	4	4,350	$110	$3,190	$38,280
10 X 20	200	29	27	2	5,800	$190	$5,510	$66,120
10 X 25	250	9	9	0	2,250	$200	$1,800	$21,600
Totals	**-**	**160**	**150**	**10**	**19,915**		**$16,300**	**$195,600**

Non-Climate Controlled

Unit Size	Unit SF	Total Units	Occupied	Vacant	Total Rentable SF	Current Rates	Monthly GPI	Annual Total
5 X 10	50	26	22	4	1,300	$30	$780	$9,360
10 X 10	100	42	33	9	4,200	$60	$2,520	$30,240
10 X 15	150	22	15	7	3,300	$100	$2,200	$26,400
10 X 20	200	24	24	0	4,800	$100	$2,400	$28,800
Totals	**-**	**114**	**94**	**20**	**13,600**		**$7,900**	**$94,800**

Open Parking

Unit Size	Unit SF	Total Units	Occupied	Vacant	Total Rentable SF	Current Rates	Monthly GPI	Annual Total
10 X 10	0	1	1	0	0	$91	$91	$1,092
Totals		**1**	**1**	**0**	**0**	**-**	**$91**	**$1,092**
Facility Totals		**275**	**245**	**30**	**33,515**	**-**	**$24,291**	**$291,492**

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		$291,492	$8.70		$421,260	$12.57		$433,898	$12.95		$446,915	$13.33		$460,322	$13.73
Billboard Income		$3,900	$0.12		$3,900	$0.12		$4,017	$0.12		$4,138	$0.12		$4,262	$0.13
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)		$18,227	$0.54		$18,774	$0.56		$19,337	$0.58		$19,917	$0.59		$20,514	$0.61
Admin Fees		$0.00	$0.00		$2,880	$0.09		$2,966	$0.09		$3,055	$0.09		$3,147	$0.09
Late Fees		$7,036	$0.21		$7,388	$0.22		$8,127	$0.24		$8,370	$0.25		$8,621	$0.26
Economic Vacancy	18.8%	$54,843	$1.64	-12.0%	($50,551)	($1.51)	-10.0%	($43,390)	($1.29)	-10.0%	($44,691)	($1.33)	-10.0%	($46,032)	($1.37)
Effective Gross Income		**$375,498**	**$11.20**		**$403,650**	**$12.04**		**$424,955**	**$12.68**		**$437,703**	**$13.06**		**$450,835**	**$13.45**
Expenses															
Real Estate Taxes		$16,005	$0.48		$24,086	$0.72		$24,568	$0.73		$25,059	$0.75		$25,561	$0.76
Insurance		$10,494	$0.31		$10,704	$0.32		$10,918	$0.33		$11,136	$0.33		$11,359	$0.34
Utilities & Trash		$16,848	$0.50		$17,185	$0.51		$17,529	$0.52		$17,880	$0.53		$18,237	$0.54
On-Site Payroll		$30,000	$0.90		$30,600	$0.91		$31,212	$0.93		$31,836	$0.95		$32,473	$0.97
Management Fees		$18,804	$0.56		$20,183	$0.60		$21,248	$0.63		$21,885	$0.65		$22,542	$0.67
Bank and Credit Card Fees		$6,981	$0.21		$9,082	$0.27		$9,561	$0.29		$9,848	$0.29		$10,144	$0.30
Advertising & Marketing		$1,350	$0.04		$12,000	$0.36		$12,240	$0.37		$12,485	$0.37		$12,734	$0.38
Office & Administrative		$8,913	$0.27		$9,091	$0.27		$9,273	$0.28		$9,459	$0.28		$9,648	$0.29
Telephone & Internet		$9,319	$0.28		$2,300	$0.07		$2,346	$0.07		$2,393	$0.07		$2,441	$0.07
Repairs & Maintenance		$12,249	$0.37		$12,494	$0.37		$12,744	$0.38		$12,999	$0.39		$13,259	$0.40
Total Operating Expenses		**$130,963**	**$3.91**		**$147,726**	**$4.41**		**$151,639**	**$4.52**		**$154,980**	**$4.62**		**$158,397**	**$4.73**
Operating Expense Ratio		*34.9%*	-		*36.6%*	-		*35.7%*	-		*35.4%*	-		*35.1%*	-
Net Operating Income		**$244,535**	**$7.30**		**$255,925**	**$7.64**		**$273,315**	**$8.16**		**$282,723**	**$8.44**		**$292,437**	**$8.73**

ASSUMPTIONS:

- Gross Potential Rent - Adjusted to market rates in Year 1, and 3% increases in Year 2, Year 3, and Year 4
- Tenant Insurance (Self-Storage Units Only) - 3% annual growth moving forward
- Admin Fees - $24 per move-in x 10 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 20% 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 - $1,000 per month budget starting in Year 1, 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

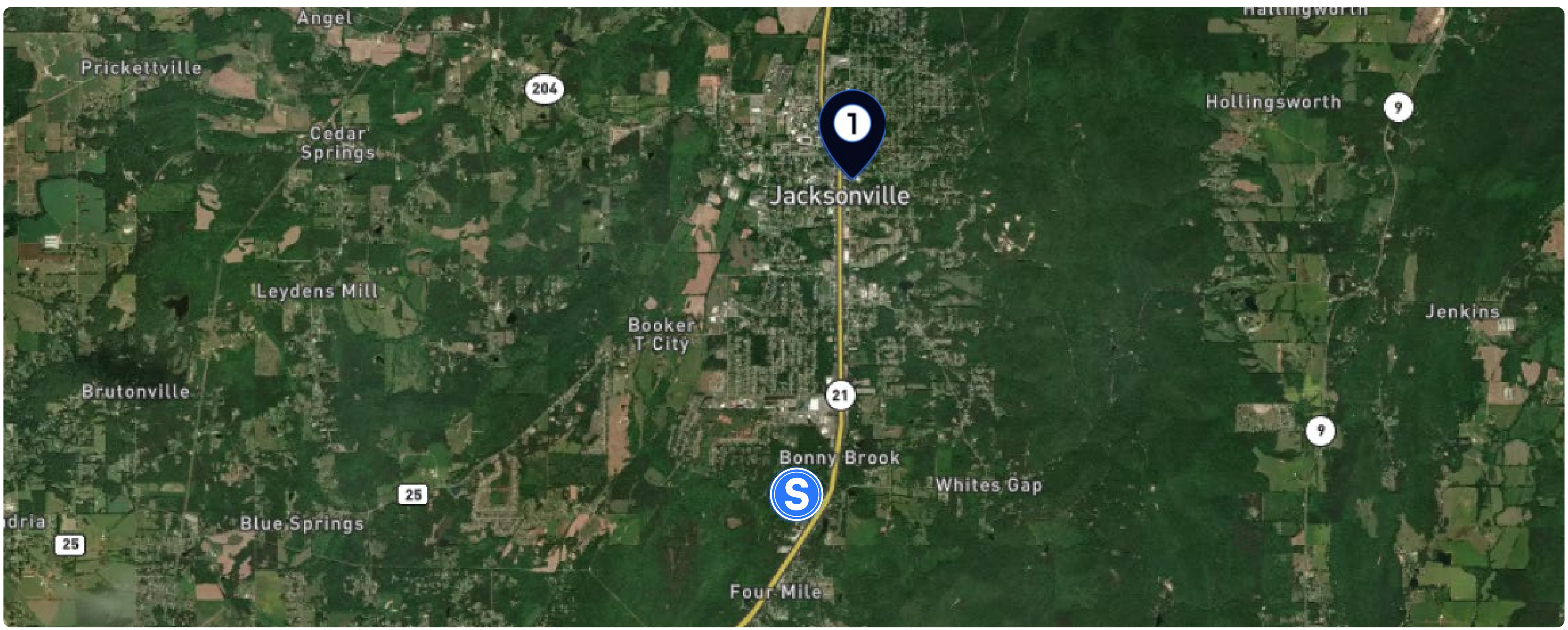
10 YEAR CASH FLOW ANALYSIS

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Income										
Gross Potential Rent	$421,260	$433,898	$446,915	$460,322	$474,132	$488,356	$503,006	$518,097	$533,640	$549,649
Billboard Income	$3,900	$4,017	$4,138	$4,262	$4,262	$4,262	$4,262	$4,262	$4,262	$4,262
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)	$18,774	$19,337	$19,917	$20,514	$21,130	$21,764	$22,417	$23,089	$23,782	$24,495
Admin Fees	$2,880	$2,966	$3,055	$3,147	$3,241	$3,339	$3,439	$3,542	$3,648	$3,758
Late Fees	$7,388	$8,127	$8,370	$8,621	$8,880	$9,147	$9,421	$9,704	$9,995	$10,295
Economic Vacancy	($50,551)	($43,390)	($44,691)	($46,032)	($47,413)	($48,836)	($50,301)	($51,810)	($53,364)	($54,965)
Effective Gross Income	**$403,650**	**$424,955**	**$437,703**	**$450,835**	**$464,232**	**$478,031**	**$492,244**	**$506,883**	**$521,962**	**$537,493**
Expenses										
Real Estate Taxes	$24,086	$24,568	$25,059	$25,561	$26,072	$26,593	$27,125	$27,668	$28,221	$28,785
Insurance	$10,704	$10,918	$11,136	$11,359	$11,586	$11,818	$12,054	$12,295	$12,541	$12,792
Utilities & Trash	$17,185	$17,529	$17,880	$18,237	$18,602	$18,974	$19,353	$19,740	$20,135	$20,538
On-Site Payroll	$30,600	$31,212	$31,836	$32,473	$33,122	$33,785	$34,461	$35,150	$35,853	$36,570
Management Fees	$20,183	$21,248	$21,885	$22,542	$23,212	$23,902	$24,612	$25,344	$26,098	$26,875
Bank and Credit Card Fees	$9,082	$9,561	$9,848	$10,144	$10,445	$10,756	$11,075	$11,405	$11,744	$12,094
Advertising & Marketing	$12,000	$12,240	$12,485	$12,734	$12,989	$13,249	$13,514	$13,784	$14,060	$14,341
Office & Administrative	$9,091	$9,273	$9,459	$9,648	$9,841	$10,037	$10,238	$10,443	$10,652	$10,865
Telephone & Internet	$2,300	$2,346	$2,393	$2,441	$2,490	$2,539	$2,590	$2,642	$2,695	$2,749
Repairs & Maintenance	$12,494	$12,744	$12,999	$13,259	$13,524	$13,795	$14,071	$14,352	$14,639	$14,932
Total Operating Expenses	**$147,726**	**$151,639**	**$154,980**	**$158,397**	**$161,883**	**$165,448**	**$169,094**	**$172,823**	**$176,638**	**$180,540**
Operating Expense Ratio	*36.6%*	*35.7%*	*35.4%*	*35.1%*	*34.9%*	*34.6%*	*34.4%*	*34.1%*	*33.8%*	*33.6%*
Net Operating Income	**$255,925**	**$273,315**	**$282,723**	**$292,437**	**$302,349**	**$312,583**	**$323,150**	**$334,060**	**$345,324**	**$356,953**

CLIMATE CONTROLLED RENT COMPARABLES

Facility Name	Address	5x10 CC		10x10 CC		Distance to Property
		In-Store	Web Rate	In-Store	Web Rate	
Subject Property	2385 Pelham Rd South, Jacksonville, AL	$50.00	-	$70.00	-	-
1 Jacksonville Safe-T Storage	102 Church Ave SE, Jacksonville, AL	$75.00	$70.00	$90.00	$90.00	3.05 Miles
Averages		$75.00	$70.00	$90.00	$90.00	
Average Rent Per Foot		$1.50	$1.40	$0.90	$0.90	

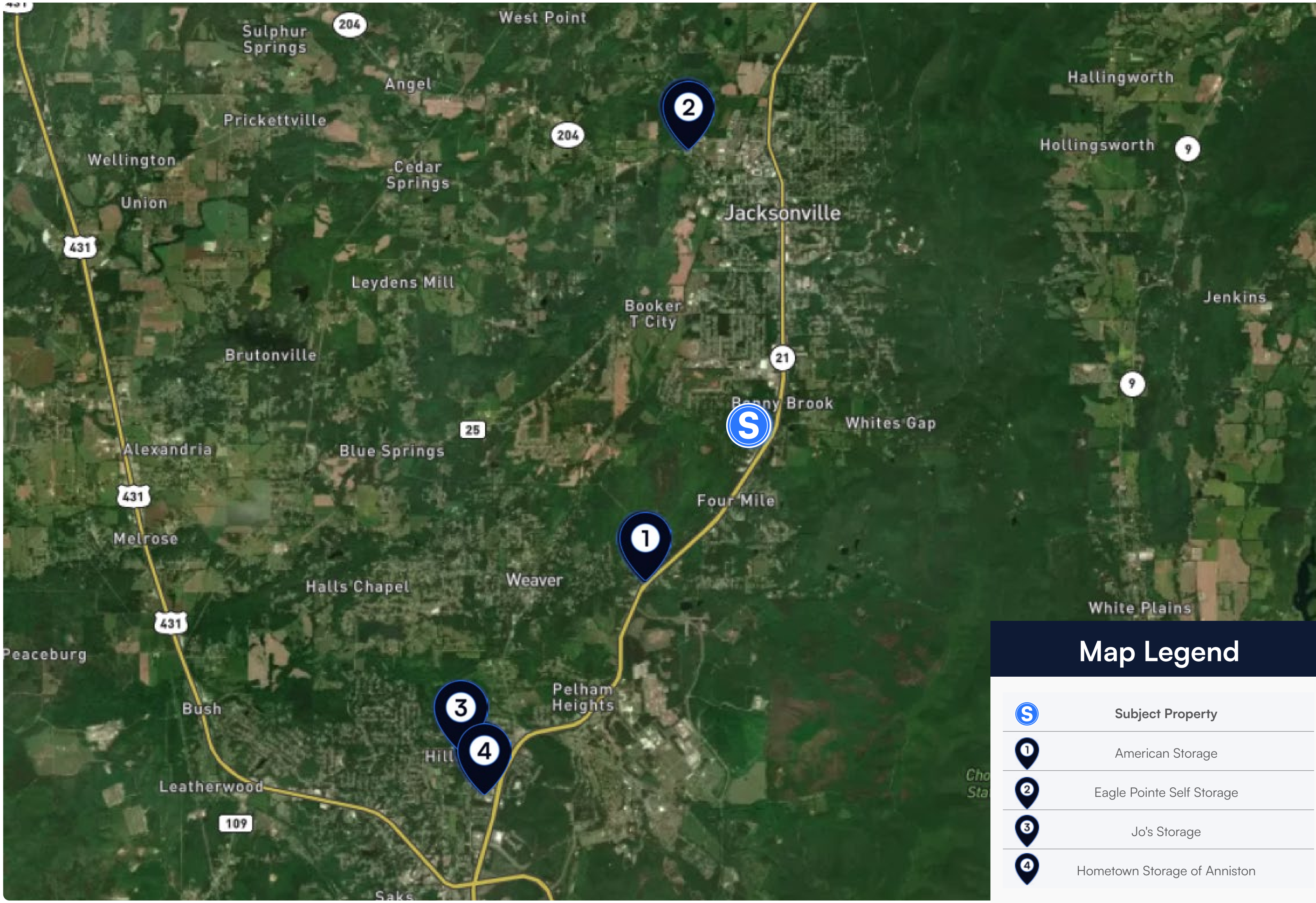
CLIMATE CONTROLLED RENT COMPARABLES MAP



NON-CLIMATE CONTROLLED RENT COMPARABLES

Facility Name	Address	5x10 NC		10x10 NC		10x15 NC		10x120 NC		Distance to Property
		In-Store	Web Rate	In-Store	Web Rate	In-Store	Web Rate	In-Store	Web Rate	
Subject Property	**2385 Pelham Rd South, Jacksonville, AL**	**$30.00**	**-**	**$60.00**	**-**	**$100.00**	**-**	**$100.00**	**-**	**-**
American Storage	8040 Mcclellan Blvd, Weaver, AL	$45.00	-	$65.00	-	$75.00	-		-	1.90 Miles
Eagle Pointe Self Storage	8622 Al-204, Jacksonville, AL	$50.00	-	$65.00	-		-	$100.00	-	3.73 Miles
Jo's Storage	191 Lenlock Ln, Anniston, AL	-	-	-	-	$65.00	$65.00	$125.00	$125.00	4.82 Miles
Hometown Storage of Anniston	501 Hillcrest Rd, Anniston, AL	-	-	-	-	$54.00	$41.00	$95.00	$95.00	4.94 Miles
Averages		**$47.50**	**-**	**$65.00**	**-**	**$70.00**	**$65.00**	**$106.67**	**$110.00**	
Average Rent Per Foot		**$0.95**	**-**	**$0.65**	**-**	**$0.47**	**$0.43**	**$0.53**	**$0.55**	

NON-CLIMATE CONTROLLED RENT COMPARABLES MAP



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MARKET OVERVIEW

DEMOGRAPHIC ANALYSIS

POPULATION

	1-MILE	3-MILE	5-MILE
2020 Population	947	11,289	27,728
2025 Population	940	10,654	28,097
2030 Population Projection	941	10,535	28,246
Median Age	39.3	37.9	32.1

HOUSEHOLDS

	1-MILE	3-MILE	5-MILE
2020 Households	393	4,664	10,304
2025 Households	388	4,372	10,470
2030 Household Projection	388	4,319	10,541
Owner Occupied Households	231	2,523	5,996
Renter Occupied Households	157	1,796	4,545

INCOME

	1-MILE	3-MILE	5-MILE
Avg Household Income	$74,518	$63,764	$65,703
Median Household Income	$53,048	$48,150	$48,337
< $25,000	93	1,066	2,614
$25,000 - 50,000	88	1,183	2,764
$50,000 - 75,000	52	687	1,854
$75,000 - 100,000	66	581	1,192
$100,000 - 125,000	31	437	823
$125,000 - 150,000	30	198	571
$150,000 - 200,000	4	102	255
$200,000+	23	116	395

JACKSONVILLE, AL
POPULATION STATISTICS

WITHIN 5 MILES

$269.5M
Total Specified Consumer Spending

32.1
Median Age

5,996
Owner Occupied Households

4,545
Renter Occupied Households

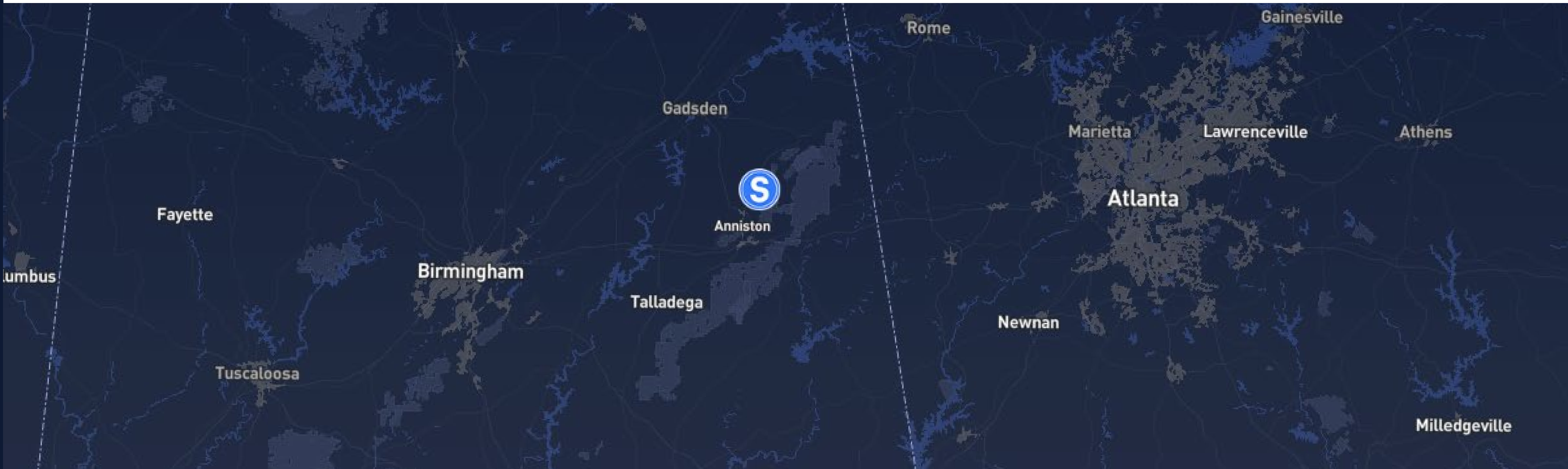
$48,337
Median Household Income

28,097
TOTAL POPULATION

6,654
TOTAL DAYTIME EMPLOYEES

10,470
NUMBER OF HOUSEHOLDS

$65,703
AVERAGE HOUSEHOLD INCOME



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 **2385 Pelham Rd S, Jacksonville, AL 36265** ("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.

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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

JACKSONVILLE SECURE STORAGE

2385 PELHAM RD S, JACKSONVILLE, AL 36265

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