

BMB SECURE MINI STORAGE

1225 Rock Creek Cir, Lafayette, CO 80026

**Self-Storage
Investment Opportunity**

Offering Memorandum



MATTHEWS™

EXCLUSIVELY LISTED BY

Brayden Conner

Broker of Record

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INVESTMENT SUMMARY

BMB Secure Mini Storage
1225 Rock Creek Cir, Lafayette, CO 80026



INVESTMENT SUMMARY

\$2,200,000

List Price

±20,580

NRSF

\$106.90

\$ / NRSF

5.30%

Current Cap Rate

8.67%

Year 2 Cap Rate

9.69%

Year 4 Cap Rate

11.73

3-Mile SF/Capita

8.47

5-Mile SF/Capita

72%

Economic Occupancy



INVESTMENT HIGHLIGHTS

Property Highlights

- **Dense and Affluent Submarket:** In a 3-mile radius, the average household income is \$160,295. In a 5-mile radius, the average household income is \$154,953. Population in a 3-mile radius is 52,408 and population in a 5 mile radius is 168,385. This mixture of a dense population, high average income, and a large amount of HOA communities is perfect for self-storage demand. Additionally, the population growth projections are 3.1% and 3.4% respectively, showing continued growth in this submarket.
- **High Barrier of entry market:** Boulder County is notorious for being incredibly strict on self-storage developments, creating a high barrier of entry for competition to open in the short- and long-term future. Additionally, much of the open land around the property is owned by Boulder County, making future development highly unlikely.
- **Strong Physical occupancy, Low economic occupancy:** This facility currently has 157/192 units occupied which is a strong 81.77% physical occupancy with no advertising. The seller and his partners currently occupy 21 units that do not produce any income. These are desirable units with 17 being 10x10s and 2 being 10x15s (2 5x10s as well). This offers a new operator the opportunity to rent out these desirable units and dramatically increase the revenue of the facility day 1 by putting paying customers into these units.
- **Drive up units below replacement cost:** Currently offered at \$106.90 / NRSF, this property is being offered below replacement cost in one of the most desirable and fastest growing cities in the nation.
- **Residential construction is booming in this area:** There are more than 17 residential projects planned or under construction in a 3-mile radius, and 53 in a 5-mile radius. These projects have an estimated cost of ~\$850 Million in a 3-mile radius and a 3.12 billion dollar in a 5-mile radius showing strong investment in the local community. This growth, accompanied by a high barrier of entry, provides security and demand for self-storage units for decades to come.





Construction
In Progress

Parkdale
±1,430 Single Family Homes
±210 Duplex Units
±126 Townhomes

Anthem Community
±2,567 Single Family Homes

Centaurus High School
±1,571 Students

Centennial Valley Neighborhood
±300 Single Family Homes

Copper Stone
±260 Units

Subject Property

Northwest Pkwy
±13,000 VPD

Autumn Meadows
±260 Single Family Homes

South Pointe
±350 Single Family Homes

Medtronic - Lafayette Campus
±1,200 Employees | Medical Technology Research Hub

Holy Family High School
±733 Students

Traditions At Lafayette
±260 Units | 55+ Community

Monarch High School
±1,431 Students

Caliber at Flatirons
±288 Units

Intermountain Health Good Samaritan Hospital
±234 Beds | ±950 Employees

Flatiron Flats
±296 Units

Windsor Flatirons
±374 Units

Cortland Flatirons
±297 Units

Aspen Creek
±600 Single Family Homes

The Broadlands
±2,400 Single Family Homes

Hwy 287 ±44,000 VPD

Denver Boulder Tpke ±86,000 VPD



Boulder
Municipal Airport

TARGET
TRADER JOE'S

**WHOLE
FOODS
MARKET**

REI
co-op



University of Colorado Boulder
±38,808 | ±9,000 Employees

SPROUTS
FARMERS MARKET

Wendy's



**ANYTIME
FITNESS**

Lafayette



Subject Property

TARGET
COSTCO
WHOLESALE

**WHOLE
FOODS
MARKET**

**THE
HOME
DEPOT**

Superior

Walmart
Supercenter



Crate&Barrel

POTTERY BARN

Dillard's

★ macy's

DICK'S
SPORTING GOODS

Under Construction



120th St Safety Improvements

Fatten steep grades, widen lanes, add 7-foot buffered bike/pedestrian shoulders, and improve drainage

ORACLE

Oracle - Broomfield Campus

Houses software development, cloud infrastructure operations, customer support, and administrative functions
±2,000 Employees

Walmart
Supercenter



KOHL'S
TSC
**TRACTOR
SUPPLY CO**

**24
FITNESS**

LOWE'S

**KING
Scoopers**

SAFEWAY

Under Construction



Parkdale

±1,430 Single Family Homes
±210 Duplex Units
±126 Townhomes

Under Construction



Willoughby Corner

±400 All-Electric, Energy-Efficient
Housing Units

KOHL'S
**THE
HOME
DEPOT**
**KING
Scoopers**

Walmart
Supercenter

Broomfield



**Rocky Mountain
Metropolitan Airport**

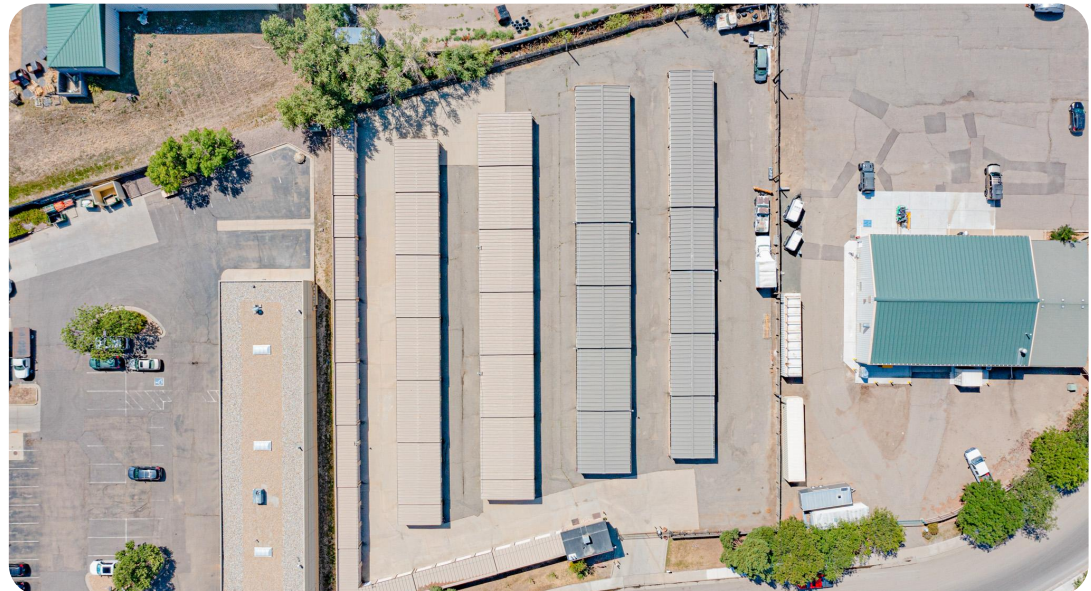
PROPERTY PHOTOS



PROPERTY OVERVIEW

Asset Overview

Facility Name	BMB Secure Mini Storage
Address	1225 Rock Creek Cir
City, State	Lafayette, CO
County	Boulder County
Parcel Number	1575-11-0-01-017
Lot Size (Acres)	±1.35
Year Built	1993
Number of Buildings	5
Number of Stories	1
Net Rentable SF	±20,450
Total Units	192
Climate Controlled Units	0
Non-Climate Controlled Units	192
Parking Spaces	0
Unit Occupancy	81.77%
Economic Occupancy	72%
3-Mile SF/Capita	11.73
5-Mile SF/Capita	8.47
Management	Owner-Operated with Employees
Foundation	Concrete
Framing	Steel
Roof	Metal
Fencing	Wrought Iron
Parking Surface	Paved
Entry	Keypad Access
Flood Zone	No
On-Site Apartment	Yes



UNIT MIX

Non-Climate Controlled

Unit Size	Total Units	Occupied	Vacant	NRSF	Current Rate	Proforma Rate	Monthly Potential		Annual Potential	
							Current	Proforma	Current	Proforma
5 X 5	8	3	5	200	\$57	\$65	\$456.00	\$520.00	\$5,472.00	\$6,240.00
5 X 10	43	32	11	2,150	\$73	\$80	\$3,139.00	\$3,440.00	\$37,668.00	\$41,280.00
5x12	1	0	1	60	\$83	\$85	\$83.00	\$85.00	\$996.00	\$1,020.00
6 X 10	2	2	0	120	\$83	\$85	\$166.00	\$170.00	\$1,992.00	\$2,040.00
8 X 10	3	3	0	240	\$104	\$115	\$312.00	\$345.00	\$3,744.00	\$4,140.00
10 X 10	71	59	12	7,100	\$135	\$145	\$9,585.00	\$10,295.00	\$115,020.00	\$123,540.00
10 X 12	3	3	0	360	\$155	\$160	\$465.00	\$480.00	\$5,580.00	\$5,760.00
10 X 15	40	34	6	6,000	\$175	\$200	\$7,000.00	\$8,000.00	\$84,000.00	\$96,000.00
10 X 20	18	18	0	3,600	\$233	\$245	\$4,194.00	\$4,410.00	\$50,328.00	\$52,920.00
10 X 25	3	3	0	750	\$258	\$275	\$774.00	\$825.00	\$9,288.00	\$9,900.00
Totals	192	157	35	20,580	-	-	\$26,174	\$28,570	\$314,088	\$342,840

*Rental rate included 3.5% city sales tax

FINANCIAL OVERVIEW

BMB Secure Mini Storage
1225 Rock Creek Cir, Lafayette, CO 80026



FINANCIAL OVERVIEW

	T-7 Annualized		Year 1		Year 2		Year 3		Year 4	
	Total	\$/SF	Total	\$/SF	Total	\$/SF	Total	\$/SF	Total	\$/SF
Income										
Gross Potential Rent	\$314,088	\$15.26	\$342,840	\$16.66	\$353,125	\$17.16	\$363,719	\$17.67	\$374,631	\$18.20
Tenant Insurance (Net)	\$0.00	\$0.00	\$8,939	\$0.43	\$11,918	\$0.58	\$12,663	\$0.62	\$13,043	\$0.63
Admin Fees	\$0.00	\$0.00	\$3,456	\$0.17	\$3,560	\$0.17	\$3,666	\$0.18	\$3,776	\$0.18
Late Fees	\$0.00	\$0.00	\$2,145	\$0.10	\$2,210	\$0.11	\$2,276	\$0.11	\$2,344	\$0.11
<i>Economic Vacancy</i>	-28.0%	(\$87,899) (\$4.27)	-15.0%	(\$51,426) (\$2.50)	-12.5%	(\$44,141) (\$2.14)	-10.0%	(\$36,372) (\$1.77)	-10.0%	(\$37,463) (\$1.82)
Effective Gross Income	\$214,544	\$10.42	\$305,954	\$14.87	\$326,672	\$15.87	\$345,953	\$16.81	\$356,332	\$17.31
Expenses										
Real Estate Taxes	\$42,371	\$2.06	\$55,278	\$2.69	\$56,384	\$2.74	\$57,511	\$2.79	\$58,661	\$2.85
Insurance	\$9,400	\$0.46	\$9,588	\$0.47	\$9,780	\$0.48	\$9,975	\$0.48	\$10,175	\$0.49
Utilities & Trash	\$5,262	\$0.26	\$5,367	\$0.26	\$5,475	\$0.27	\$5,584	\$0.27	\$5,696	\$0.28
On-Site Payroll	\$12,000	\$0.58	\$12,240	\$0.59	\$12,485	\$0.61	\$12,734	\$0.62	\$12,989	\$0.63
Management Fees	\$10,727	\$0.52	\$15,298	\$0.74	\$16,334	\$0.79	\$17,298	\$0.84	\$17,817	\$0.87
Bank & Credit Card Fees	\$4,956	\$0.24	\$6,884	\$0.33	\$7,350	\$0.36	\$7,784	\$0.38	\$8,017	\$0.39
Advertising & Marketing	\$0.00	\$0.00	\$10,000	\$0.49	\$10,200	\$0.50	\$10,404	\$0.51	\$10,612	\$0.52
Office & Administrative	\$7,220	\$0.35	\$10,708	\$0.52	\$11,434	\$0.56	\$12,108	\$0.59	\$12,472	\$0.61
Telephone & Internet	\$3,000	\$0.15	\$3,060	\$0.15	\$3,121	\$0.15	\$3,184	\$0.15	\$3,247	\$0.16
Repairs & Maintenance	\$3,292	\$0.16	\$3,358	\$0.16	\$3,425	\$0.17	\$3,494	\$0.17	\$3,564	\$0.17
Total Operating Expenses	\$98,228	\$4.77	\$131,781	\$6.40	\$135,986	\$6.61	\$140,076	\$6.81	\$143,250	\$6.96
<i>Operating Expense Ratio</i>	45.8%	-	43.1%	-	41.6%	-	40.5%	-	40.2%	-
Net Operating Income	\$116,316	\$5.65	\$174,173	\$8.46	\$190,686	\$9.27	\$205,877	\$10.00	\$213,082	\$10.35

Assumptions:

- Gross Potential Rent - Unchanged in Year 1, 10% increase in Year 2, and 3% increases in Year 3 and Year 4
- Tenant Insurance (Self-Storage Units Only) - 60% 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 - \$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 - \$1,000 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

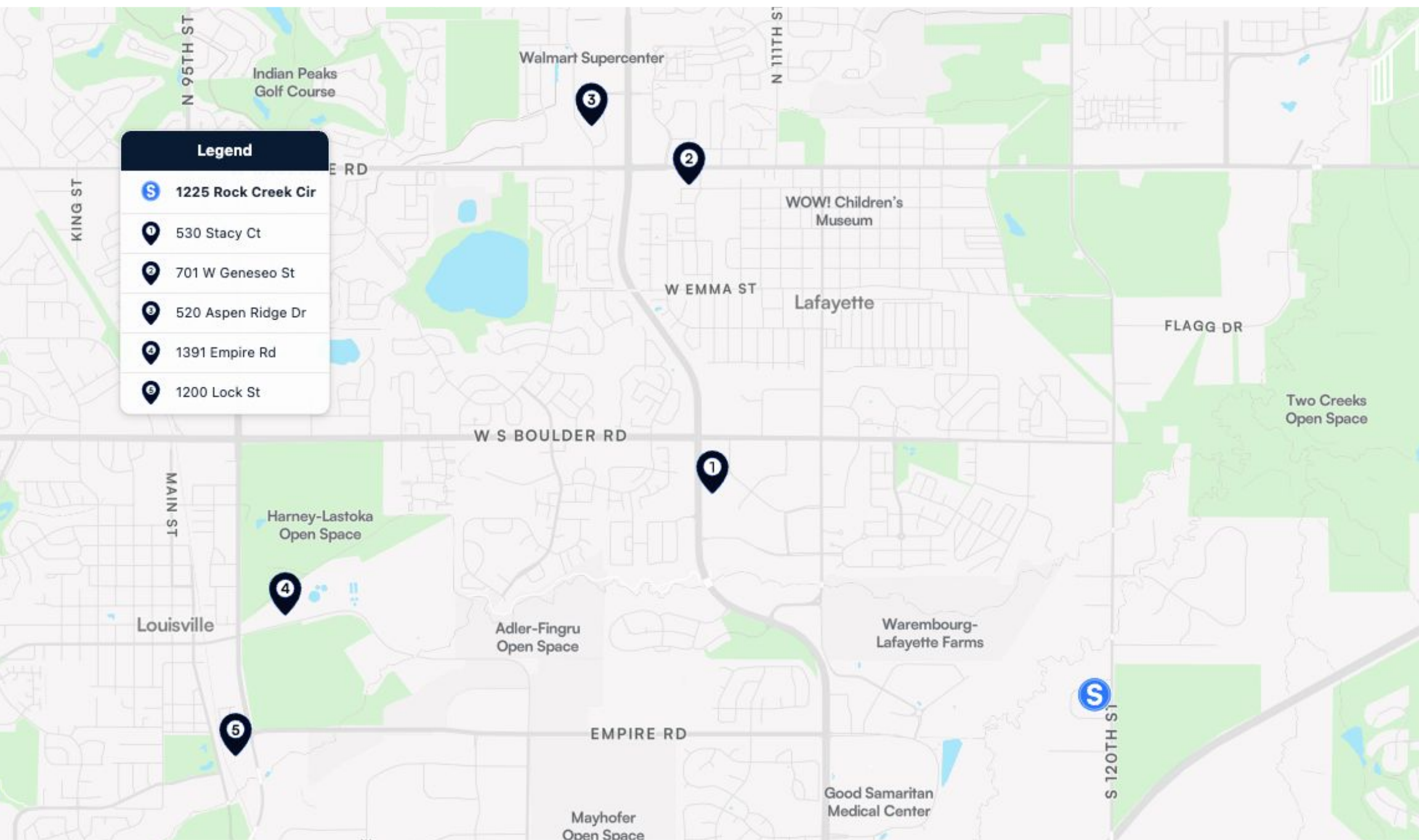
10 YEAR CASH FLOW ANALYSIS

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Income										
Gross Potential Rent	\$342,840	\$353,125	\$363,719	\$374,631	\$385,869	\$397,446	\$409,369	\$421,650	\$434,299	\$447,328
Tenant Insurance (Net)	\$8,939	\$11,918	\$12,663	\$13,043	\$13,434	\$13,838	\$14,253	\$14,680	\$15,121	\$15,574
Admin Fees	\$3,456	\$3,560	\$3,666	\$3,776	\$3,890	\$4,006	\$4,127	\$4,250	\$4,378	\$4,509
Late Fees	\$2,145	\$2,210	\$2,276	\$2,344	\$2,415	\$2,487	\$2,562	\$2,639	\$2,718	\$2,799
<i>Economic Vacancy</i>	(\$51,426)	(\$44,141)	(\$36,372)	(\$37,463)	(\$38,587)	(\$39,745)	(\$40,937)	(\$42,165)	(\$43,430)	(\$44,733)
Effective Gross Income	\$305,954	\$326,672	\$345,953	\$356,332	\$367,021	\$378,032	\$389,373	\$401,054	\$413,086	\$425,478
Expenses										
Real Estate Taxes	\$55,278	\$56,384	\$57,511	\$58,661	\$59,835	\$61,031	\$62,252	\$63,497	\$64,767	\$66,062
Insurance	\$9,588	\$9,780	\$9,975	\$10,175	\$10,378	\$10,586	\$10,798	\$11,014	\$11,234	\$11,459
Utilities & Trash	\$5,367	\$5,475	\$5,584	\$5,696	\$5,810	\$5,926	\$6,044	\$6,165	\$6,289	\$6,414
On-Site Payroll	\$12,240	\$12,485	\$12,734	\$12,989	\$13,249	\$13,514	\$13,784	\$14,060	\$14,341	\$14,628
Management Fees	\$15,298	\$16,334	\$17,298	\$17,817	\$18,351	\$18,902	\$19,469	\$20,053	\$20,654	\$21,274
Bank & Credit Card Fees	\$6,884	\$7,350	\$7,784	\$8,017	\$8,258	\$8,506	\$8,761	\$9,024	\$9,294	\$9,573
Advertising & Marketing	\$10,000	\$10,200	\$10,404	\$10,612	\$10,824	\$11,041	\$11,262	\$11,487	\$11,717	\$11,951
Office & Administrative	\$10,708	\$11,434	\$12,108	\$12,472	\$12,721	\$12,975	\$13,235	\$13,500	\$13,770	\$14,045
Telephone & Internet	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,446	\$3,515	\$3,585	\$3,657
Repairs & Maintenance	\$3,358	\$3,425	\$3,494	\$3,564	\$3,635	\$3,707	\$3,782	\$3,857	\$3,934	\$4,013
Total Operating Expenses	\$131,781	\$135,986	\$140,076	\$143,250	\$146,373	\$149,567	\$152,832	\$156,171	\$159,585	\$163,076
<i>Operating Expense Ratio</i>	43.1%	41.6%	40.5%	40.2%	39.9%	39.6%	39.3%	38.9%	38.6%	38.3%
Net Operating Income	\$174,173	\$190,686	\$205,877	\$213,082	\$220,648	\$228,465	\$236,541	\$244,883	\$253,501	\$262,402

NON CLIMATE-CONTROLLED RENT COMPARABLES

	Property Name	Address	5 X 5	5 X 10	10 X 10	10 X 15	10 X 20	10 X 25	Distance to Property
S	Subject Property	1225 Rock Creek Cir, Lafayette, CO	\$57.00	\$73.00	\$135.00	\$175.00	\$233.00	\$258.00	-
1	StorQuest Self Storage	530 Stacy Ct, Lafayette, CO	\$85.00	\$101.00	\$180.00	-	\$225.00	\$265.00	1.48 Miles
2	Lafayette Self Storage	701 W Geneseo St, Lafayette, CO	-	\$95.00	\$175.00	-	\$225.00	-	2.21 Miles
3	Nest Self Storage	520 Aspen Ridge Dr, Lafayette, CO	-	\$89.00	-	-	-	-	2.55 Miles
4	Guardian Storage Louisville	1391 Empire Rd, Louisville, CO	\$79.00	\$108.00	\$147.00	\$236.00	\$270.00	\$371.00	2.71 Miles
5	StorQuest Self Storage	1200 Lock St, Louisville, CO	-	\$110.00	\$170.00	\$298.00	\$306.00	-	2.91 Miles
Averages			\$82.00	\$100.60	\$168.00	\$267.00	\$256.50	\$318.00	
Average Rent Per Foot			\$3.28	\$2.01	\$1.68	\$1.78	\$1.28	\$1.27	
Percent Below Market			30.48%	27.43%	19.64%	34.45%	13.06%	18.86%	

NON CLIMATE-CONTROLLED RENT COMPARABLES MAP



MARKET OVERVIEW

BMB Secure Mini Storage
1225 Rock Creek Cir, Lafayette, CO 80026



LAFAYETTE, CO

Market Demographics



30,600

Total Population

\$119,040

Median HH Income

12,628

of Households

65.7%

Homeownership Rate

17,100

Employed Population

63.5%

% Bachelor's Degree

39.1

Median Age

\$686,500

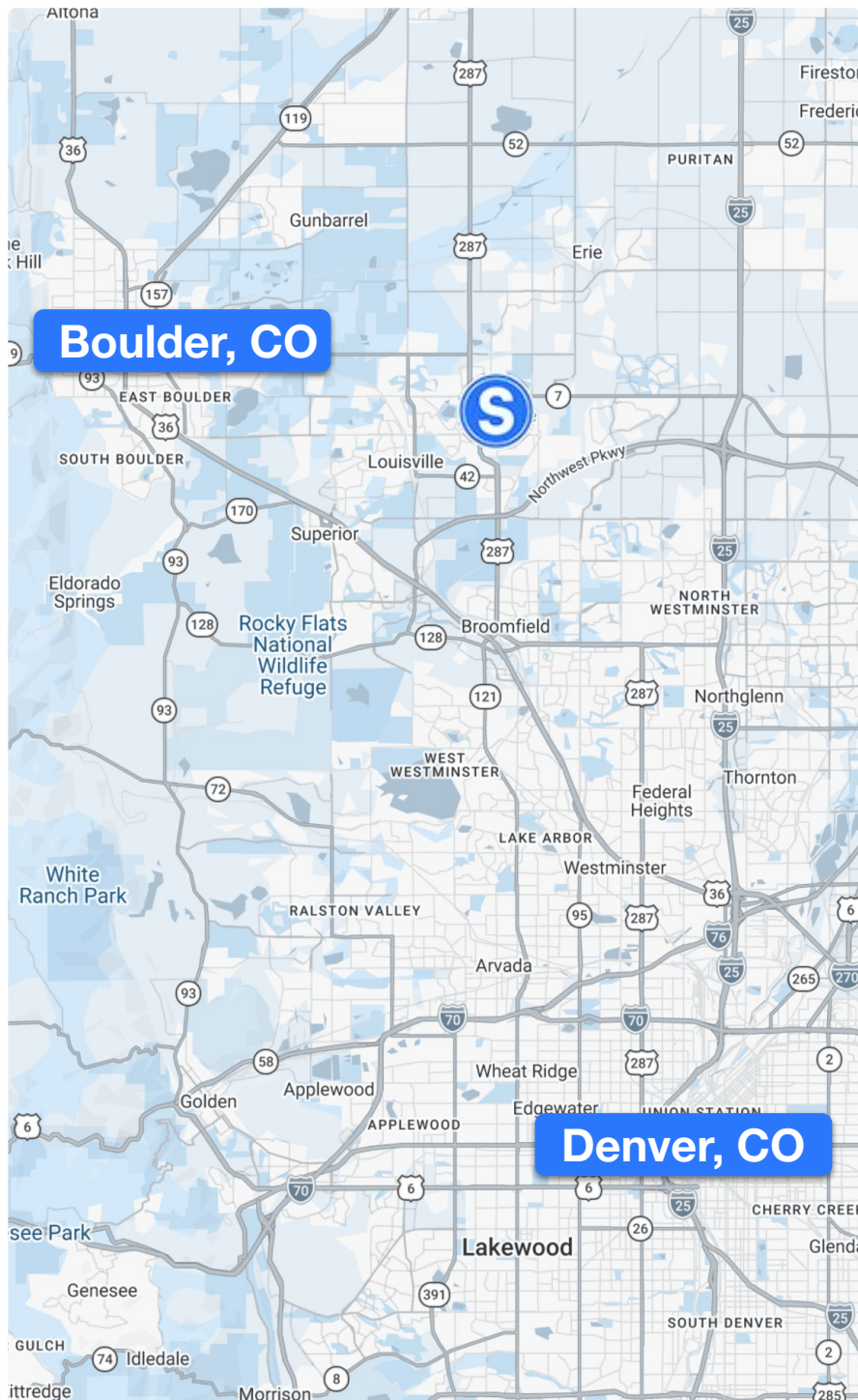
Median Property Value

Local Market Overview

Lafayette, Colorado is a mid-sized community in Boulder County located between Boulder and Denver, offering a balance of suburban living with access to major employment centers. The city has experienced steady population growth, supported by a strong local economy tied to technology, healthcare, and professional services across the region. Residents benefit from relatively high household incomes, a well-educated population, and proximity to major transportation corridors, making it a practical location for commuters.

The area features a mix of established neighborhoods and newer residential development, with housing values reflecting broader trends in the Boulder metro area. Lafayette maintains a network of parks, open space, and local amenities that contribute to its residential appeal, while its historic downtown provides small businesses, dining, and community gathering spaces. The combination of economic stability, access to outdoor recreation, and regional connectivity continues to support consistent demand for housing in the area.

Population	3-Mile	5-Mile	10-Mile
Five-Year Projection	54,360	179,737	613,799
Current Year Estimate	53,088	174,523	598,199
2020 Census	51,198	167,635	587,796
Growth Current Year-Five-Year	3.64%	2.84%	3.67%
Growth 2020-Current Year	2.02%	3.61%	3.64%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	20,979	69,564	232,588
Current Year Estimate	20,491	67,453	226,498
2020 Census	19,838	64,662	222,205
Growth Current Year-Five-Year	5.27%	6.44%	7.25%
Growth 2020-Current Year	6.26%	9.16%	8.34%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$151,337	\$152,716	\$136,920



Economic Drivers

- Proximity to Boulder (12 Miles) and Denver (23 Miles) employment hubs, supporting a large commuter population with storage needs tied to relocation, job changes, and hybrid work patterns
- High median household income, enabling discretionary spending on storage for lifestyle, recreation, and household overflow
- Strong presence of professional, tech, and healthcare workers, which correlates with higher rates of household formation and mobility
- Population growth and in-migration within Boulder County, driving demand for transitional storage during moves
- High home values and limited housing space, increasing reliance on off-site storage for personal belongings
- Mix of renters and homeowners, both key storage user groups (renters for turnover, homeowners for long-term accumulation)
- Access to major transportation corridors (US-287, nearby highways) facilitating easy access to storage facilities and supporting commercial users
- Growth of small businesses and home-based businesses, creating demand for business inventory and equipment storage
- Demand from outdoor recreation lifestyle (bikes, skis, gear), common in the region and often stored off-site
- Ongoing residential development and redevelopment, generating construction-related and short-term storage demand

\$39.3B
Regional GDP

Top 40
Best Places to Live in U.S.

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **1225 Rock Creek Cir, Lafayette, CO 80026** ("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.