

OFFERING MEMORANDUM

CALL FOR OFFERS: November 22nd | 65,800 NRSF | 380 UNITS | Wichita Falls, TX



Safe Simple Storage

Exclusively Listed By Urow Real Estate



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CONTACT US FOR DETAILS & INFO

Interested buyers must address all communications, inquiries, site visit requests, and Letters of Intent to the **Urow Real Estate** team members shown to the left, as they are representatives of the Seller.

Urow Real Estate will notify prospective purchasers of a call for offers date.



Table of Contents

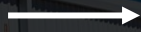
01



EXECUTIVE SUMMARY

Executive Overview, Investment Highlights, Property Summary, Expansion Plan

02



UNIT MIX

Existing Unit Mix and Proposed Unit Mix

03



FINANCIALS

Cash Flow Projection

04



MARKET OVERVIEW

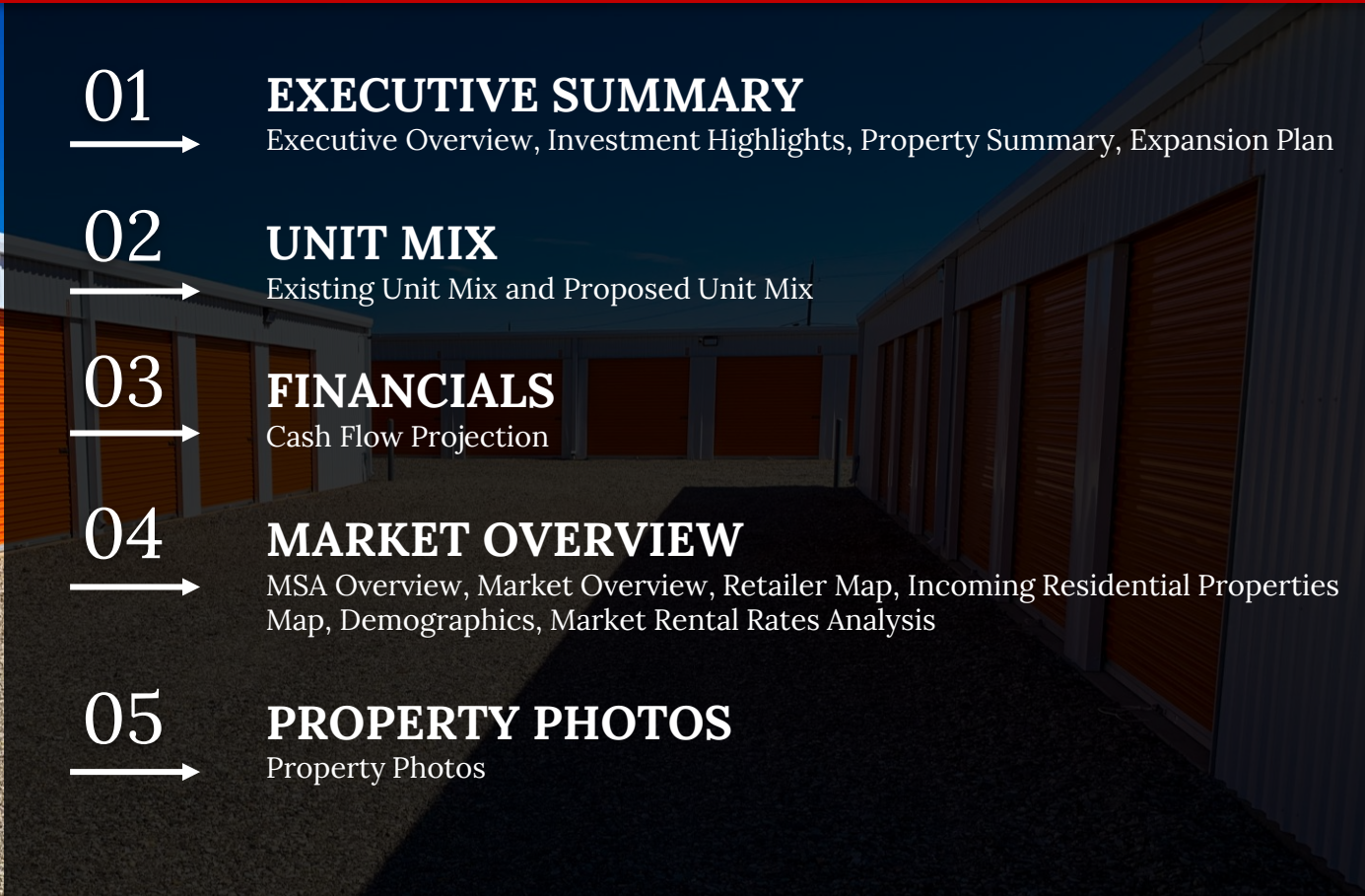
MSA Overview, Market Overview, Retailer Map, Incoming Residential Properties Map, Demographics, Market Rental Rates Analysis

05



PROPERTY PHOTOS

Property Photos



Safe Simple Storage



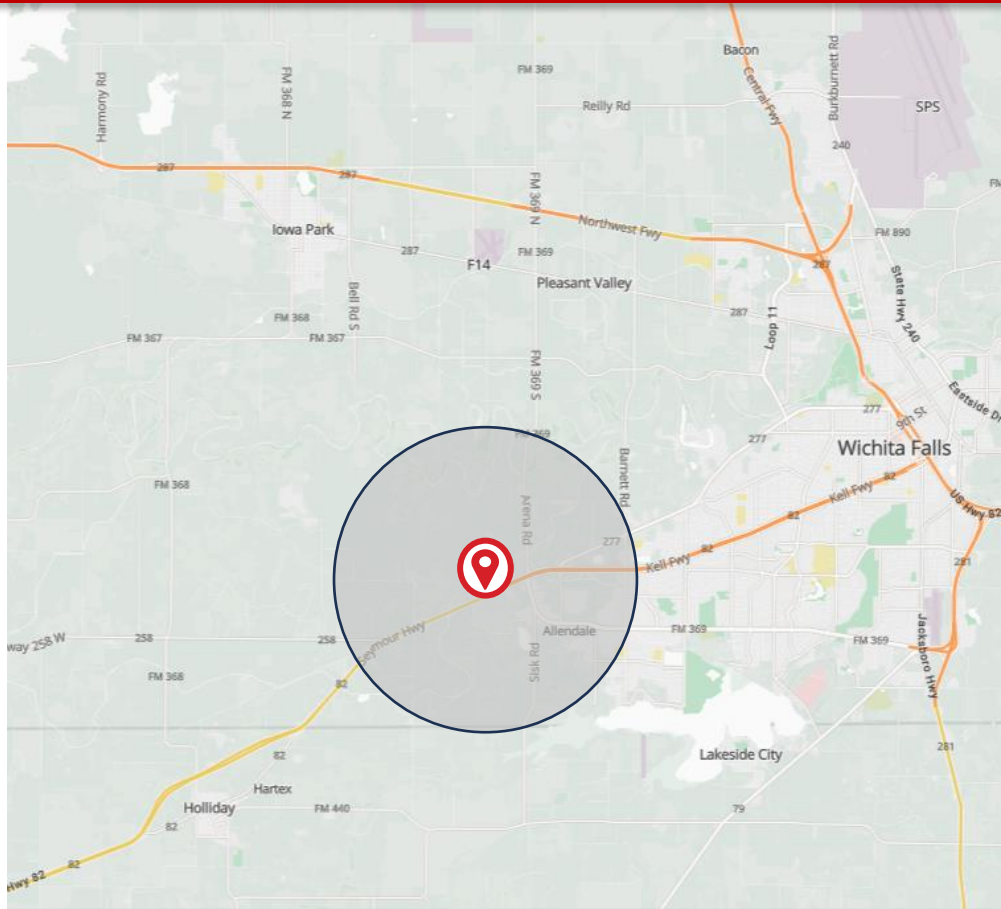
EXECUTIVE OVERVIEW



Executive Overview

This is an exclusive opportunity to acquire Safe Simple Storage, a 65,800 NRSF facility, featuring 362 drive-up non climate controlled and 18 outside parking units in total. Safe Simple Storage offers a plethora of different unit sizes to fit a variety of different client needs, along with truck rental services for all moving needs. Also, the seller is planning to double the size of the facility.

Property Name	Safe Simple Storage
Address	7124 Seymour Hwy, Wichita Falls, TX 76310
Land Size	5.56 Acres
Total NRSF	65,800 NRSF
Total Units	380
Drive-Up Non Climate Controlled	362
Outside Parking	18
Existing Occupancy % (Units / SF)	92.1%
Occupancy % (Units / SF) (Including Expansion)	46.1%
Economic Occupancy % (Year 1)	60.0%
Number of Buildings	10
Year Built	2023
Annual Average Daily Traffic (AADT)	9,418



Investment Highlights



Strong Average Income and Traffic

Household average income of \$89,995 in a 3-mile radius of the subject property and AADT of 9,418.

Below Market Rental Rates

The overall rates of the property are currently 24% below market rates.

Expansion Potential

The seller plans to double the size of the facility by closing.

Projected Population Growth

The population within a 5-mile radius is expected to increase by over 3% in the next 5 years.

Strong Current Occupancy

Current occupancy stands at 92.1% at 32,900 total NRSF and the seller plans to double the size of the facility to 65,800 NRSF by the time of closing.

Limited Supply

Supply stands at 8.34 NRSF per capita in the 3-mile radius of the property.



Property Summary

County	Wichita County, TX
APN	0007122
# of Entries	1
Foundation	Concrete
Framing	Red Iron
Exterior	Metal
Roof Type	Metal
Fencing Type	Chain Link
Security System	Digital Video Surveillance and Computerized Gate Access
Signage	Yes
Facility Hours of Operation	Mon-Sun: 6:00 AM - 10:00 PM
Recent Capital Expenditures	None

Property Details (Including Expansion)			
POPULATION (5-MILE):		38,822	LAND SIZE (ACRES): 5.56
NRSF: (Including Expansion)		65,800	EXISTING OCCUPANCY (UNITS / SF): 92.1%
TOTAL UNITS: (Including Expansion)		380	NUMBER OF BUILDINGS: 10

Features and Amenities	
<ul style="list-style-type: none">• Full Perimeter Fencing• Coded Gate• 24 Hour Monitored Video Surveillance• Online Bill Pay Options• Gate Hours: 6:00 AM - 10:00 PM	
<ul style="list-style-type: none">• Drive-up Non Climate Controlled Storage Units• Outside Parking for Large RVs, ATVs, Jet Skis, or Any Other Vehicles• Ground Floor Access	



Expansion Plan



Safe Simple Storage



UNIT MIX



Existing Unit Mix

Unit Details					
Type	Size		Total Units	Unit SF	Total SF
Drive-Up Non Climate Controlled	10	x 10	71	100	7,100
Drive-Up Non Climate Controlled	10	x 20	72	200	14,400
Drive-Up Non Climate Controlled	10	x 30	38	300	11,400
			181	182	32,900
Outside Parking	20	x 40	9	800	7,200
			190	211	40,100

Current Operating Metrics			
Occupancy %	In-Place By Unit Type	In-Place By PSF	In-Place GPI
95.8%	\$67	\$0.67	\$4,735
88.9%	\$104	\$0.52	\$7,467
92.1%	\$162	\$0.54	\$6,156
92.3%	\$101	\$0.56	\$18,358
88.9%	\$52	\$0.06	\$467
92.1%	\$99	\$0.47	\$18,825

Market			
Market By Unit Type	Market By PSF	Market GPR	% Over (Under) Market
\$99	\$0.99	\$7,001	-32%
\$136	\$0.68	\$9,806	-24%
\$195	\$0.65	\$7,400	-17%
\$134	\$0.74	\$24,207	-24%
\$52	\$0.06	\$467	0%
\$130	\$0.62	\$24,674	-24%



Proposed Unit Mix

Unit Details					
Type	Size		Total Units	Unit SF	Total SF
Drive-Up Non Climate Controlled	10	x 10	71	100	7,100
Drive-Up Non Climate Controlled	10	x 20	72	200	14,400
Drive-Up Non Climate Controlled	10	x 30	38	300	11,400
			181	182	32,900
Outside Parking	20	x 40	9	800	7,200
			190	211	40,100

Current Operating Metrics			
Occupancy %	In-Place By Unit Type	In-Place By PSF	In-Place GPI
0.0%	\$0	\$0.00	\$0
0.0%	\$0	\$0.00	\$0
0.0%	\$0	\$0.00	\$0
0.0%	\$0	\$0.00	\$0
0.0%	\$0	\$0.00	\$0
0.0%	\$0	\$0.00	\$0

Market			
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\$99	\$0.99	\$7,001	-100%
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Safe Simple Storage



FINANCIALS



Cash Flow Projections (Existing Facility)

	YTD Oct 19, 2024 - Annualized	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue						
Gross Potential Rent	301,574	301,574	313,860	326,648	339,956	353,806
% Growth		4%	4%	4%	4%	4%
Vacancy	(23,808)	(24,778)	(25,788)	(26,839)	(27,932)	(29,025)
Average Physical Occupancy	92%	92%	92%	92%	92%	92%
Rental Variance to Market	(41,665)	(28,908)	-	-	-	-
% of GPR Less Vacancy	(15%)	(10%)	0%	0%	0%	0%
Concessions, Discounts, & Write-Offs	(9,350)	(10,303)	(11,914)	(12,399)	(12,905)	(13,410)
% of GPR	(3%)	(3%)	(4%)	(4%)	(4%)	(4%)
Net Rental Income	\$180,962	\$226,751	\$249,871	\$288,946	\$300,718	\$312,969
% Growth		25%	10%	16%	4%	4%
Economic Occupancy	60%	75%	80%	88%	88%	88%
Fee Income	11,168	11,475	11,934	12,411	12,908	13,424
Commercial & Other Income	766	780	811	844	877	912
Tenant Insurance Income	21,042	22,680	29,484	30,663	31,890	33,165
Truck Rental Income	-	-	-	-	-	-
Retail Sales	-	463	510	590	614	639
Total Ancillary Income	\$32,976	\$35,398	\$42,739	\$44,508	\$46,289	\$48,141
Total Income	\$213,938	\$262,149	\$292,610	\$333,454	\$347,007	\$361,110
% Growth		23%	12%	14%	4%	4%
Expenses						
Advertising, Marketing, & Call Center	(24,731)	(12,000)	(12,480)	(12,979)	(13,498)	(14,038)
Credit Card Fees	(3,940)	(3,124)	(3,442)	(3,980)	(4,143)	(4,311)
Misc. Admin	(7,726)	(8,791)	(10,322)	(10,734)	(11,164)	(11,610)
Payroll	(17,300)	(35,000)	(36,400)	(37,856)	(39,370)	(40,945)
Property Insurance	(10,050)	(11,000)	(11,440)	(11,898)	(12,374)	(12,868)
Professional Fees	-	(2,000)	(2,080)	(2,163)	(2,250)	(2,340)
Property Management Fees	-	(13,107)	(14,631)	(16,673)	(17,350)	(18,056)
Real Estate Taxes	(20,348)	(21,000)	(21,840)	(22,714)	(23,622)	(24,567)
Repairs & Maintenance	(6,716)	(7,000)	(7,280)	(7,571)	(7,874)	(8,189)
Utilities	(11,031)	(11,100)	(11,544)	(12,006)	(12,486)	(12,985)
Total Operating Expenses	(\$101,842)	(\$124,122)	(\$131,458)	(\$138,574)	(\$144,131)	(\$149,910)
Net Operating Income (NOI)	\$112,096	\$138,027	\$161,152	\$194,880	\$202,876	\$211,200
% NOI Margin	52%	53%	55%	58%	58%	58%

Operating Assumptions

Revenue:

- **GPR** - Adjusting Rents to Current Market Rents
- **Vacancy** - Stabilizes at 92.1%
- **Rental Variance to Market** - Stabilizes by Year 3
- **Concessions, Discounts & Write- Offs** - 4.0% of Rental Income in Year 3
- **Economic Occupancy** - Stabilizes at 88% in Year 3
- **Fee Income** - Stabilizes at 4.3% of NRI by Year 3 (admin fees & late fees)
- **Commercial & Other Income** - Includes Other Income
- **Tenant Insurance Income** - \$18 net per policy and stabilizes at 75% penetration
- **Retail Sales** - 0.2% NRI (net)

Expenses:

- **Advertising, Marketing, Call Center** - \$12,000 advertising & marketing in Year 1 and market rate call center expenses
- **Credit Card Fees** - 1.5% of net revenues
- **Misc. Admin** - Market level administration fees
- **Payroll** - \$35k, operating as onsite management
- **Property Insurance** - Slight increase over historical numbers
- **Property Management Fees** - 5% of total income
- **Real Estate Taxes** - Total purchase price multiplied by a 70% real estate allocation at current millage levy
- **Repairs & Maintenance** - Market level given condition of property; historical year had one-time expenses
- **Utilities** - Slight increase over previous year



Cash Flow Projections (Existing + Proposed Facility)

	YTD Oct 19, 2024 - Annualized	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue						
Gross Potential Rent	603,148	603,148	627,721	653,295	679,912	707,612
% Growth		4%	4%	4%	4%	4%
Vacancy	(283,017)	(149,613)	(51,610)	(53,713)	(55,901)	
Average Physical Occupancy	53%	76%	92%	92%	92%	
Rental Variance to Market	(48,020)	(47,811)	-	-	-	
% of GPR Less Vacancy	(15%)	(10%)	-	-	-	
Concessions, Discounts, & Write-Offs	(10,776)	(17,040)	(23,827)	(24,797)	(25,808)	
% of GPR	(2%)	(3%)	(4%)	(4%)	(4%)	
Net Rental Income	\$180,962	\$261,335	\$413,258	\$577,858	\$601,401	\$625,903
% Growth		44%	58%	40%	4%	4%
Economic Occupancy	30%	43%	66%	88%	88%	88%
Fee Income	11,168	12,668	17,269	20,928	21,765	22,636
Commercial & Other Income	766	780	811	844	877	912
Tenant Insurance Income	21,042	26,114	48,689	61,323	63,776	66,327
Truck Rental Income	-	-	-	-	-	-
Retail Sales	-	533	843	1,179	1,227	1,277
Total Ancillary Income	\$32,976	\$40,095	\$67,612	\$84,274	\$87,646	\$91,153
Total Income	\$213,938	\$301,430	\$480,870	\$662,132	\$689,047	\$717,056
% Growth		41%	60%	38%	4%	4%
Expenses						
Advertising, Marketing, & Call Center	(24,731)	(18,000)	(18,720)	(19,469)	(20,248)	(21,057)
Credit Card Fees	(3,940)	(3,600)	(5,693)	(7,960)	(8,285)	(8,622)
Misc. Admin	(7,726)	(12,223)	(17,018)	(19,836)	(20,629)	(21,454)
Payroll	(17,300)	(45,000)	(46,800)	(48,672)	(50,619)	(52,644)
Property Insurance	(10,050)	(20,000)	(20,800)	(21,632)	(22,497)	(23,397)
Professional Fees	-	(2,000)	(2,080)	(2,163)	(2,250)	(2,340)
Property Management Fees	-	(15,072)	(24,043)	(33,107)	(34,452)	(35,853)
Real Estate Taxes	(20,348)	(40,000)	(41,600)	(43,264)	(44,995)	(46,794)
Repairs & Maintenance	(6,716)	(11,000)	(11,440)	(11,898)	(12,374)	(12,868)
Utilities	(11,031)	(20,000)	(20,800)	(21,632)	(22,497)	(23,397)
Total Operating Expenses	(\$101,842)	(\$186,894)	(\$208,994)	(\$229,632)	(\$238,845)	(\$248,427)
Net Operating Income (NOI)	\$112,096	\$114,536	\$271,876	\$432,500	\$450,202	\$468,629
% NOI Margin	52%	38%	57%	65%	65%	65%

Operating Assumptions

Revenue:

- **GPR** - Adjusting Rents to Current Market Rents
- **Vacancy** - Stabilizes at 92.1% by Year 3
- **Rental Variance to Market** - Stabilizes by Year 3
- **Concessions, Discounts & Write- Offs** - 4.0% of Rental Income in Year 3
- **Economic Occupancy** - Stabilizes at 88% in Year 3
- **Fee Income** - Stabilizes at 3.6% of NRI by Year 3 (admin fees & late fees)
- **Commercial & Other Income** - Includes Other Income
- **Tenant Insurance Income** - \$18 net per policy and stabilizes at 75% penetration
- **Retail Sales** - 0.2% NRI (net)

Expenses:

- **Advertising, Marketing, Call Center** - \$18,000 advertising & marketing in Year 1 and market rate call center expenses
- **Credit Card Fees** - 1.5% of net revenues
- **Misc. Admin** - Market level administration fees
- **Payroll** - \$45k, operating as onsite management
- **Property Insurance** - Slight increase over historical numbers
- **Property Management Fees** - 5% of total income
- **Real Estate Taxes** - Total purchase price multiplied by a 70% real estate allocation at current millage levy
- **Repairs & Maintenance** - Market level given condition of property; historical year had one-time expenses
- **Utilities** - Slight increase over previous year



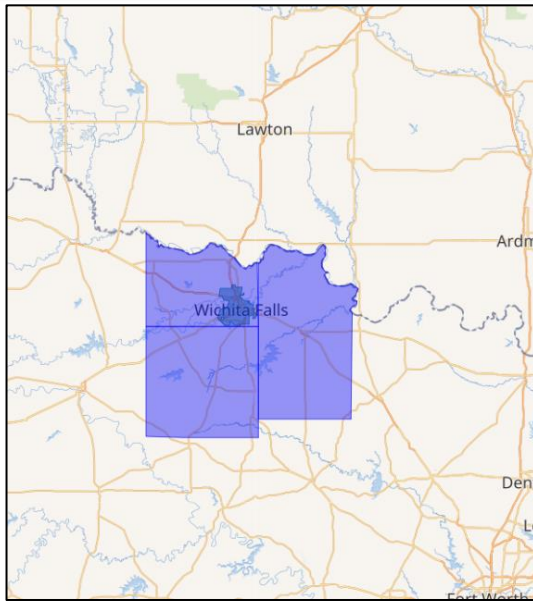
Safe Simple Storage



MARKET OVERVIEW



MSA Overview



The Wichita Falls metropolitan statistical area (MSA) is located in North Texas and includes three counties: Archer, Clay, and Wichita. It serves as a regional hub for business and culture in the area.

Wichita Falls has a diverse economy with a strong emphasis on manufacturing, aerospace, and aviation. The city is home to major companies such as Arconic and Pratt & Whitney, which contribute significantly to the local economy. The Wichita Falls Business Park provides ample space for businesses to expand, supporting the growth of industries like high-tech operations and manufacturing. The healthcare infrastructure in Wichita Falls includes facilities like the Encompass Health Rehabilitation Hospital, which provides specialized care for stroke, brain injuries, and other complex conditions. This hospital is part of a national network known for its comprehensive rehabilitation services. Wichita Falls offers educational opportunities through institutions like Midwestern State University and Vernon College. Midwestern State University is notable for being Texas' only public institution focused on liberal arts education. Public schools in the area include top-ranked institutions such as West Foundation Elementary School and Fowler Elementary School. There are companies like Amazon, Winco, and Sheppard Airforce Base and is 90 minutes from DFW and 90 minutes from Oklahoma City.

The real estate market in Wichita Falls is competitive. As of recent reports, the median sale price of homes was around \$229,500, marking a significant increase from previous years. Homes typically sell after an average of 38 days on the market. Wichita Falls benefits from reliable transportation infrastructure, including major roadways like the I-44 highway and the Wichita Falls Municipal Airport. These facilities provide efficient connectivity for both residents and businesses, facilitating logistics and distribution operations.

Market Overview

Wichita Falls, TX, is a city located in Wichita County. It is the principal city of the Wichita Falls MSA, which includes Archer, Clay, and Wichita counties.

Economy

Wichita Falls has a diverse economy with Sheppard Air Force Base being the largest employer. Other major employers include the Wichita Falls Independent School District, United Regional Health Care System, and Midwestern State University.

Education

The city is home to Midwestern State University, which offers both bachelor's and master's degrees. Public education is provided by several school districts, including Wichita Falls Independent School District. There are also private schools and active homeschooling communities.

Transportation

Wichita Falls is accessible via several major highways including Interstate 44. The city operates a public bus system called Falls Ride and has an airport with flights to Dallas/Fort Worth International Airport.













Notable Features

- Newby-McMahon Building:** Known as the "world's littlest skyscraper," it is a notable landmark in downtown Wichita Falls.
- Lucy Park:** A large park featuring a man-made waterfall, walking trails, and recreational facilities.
- Hotter'N Hell Hundred:** An annual century bicycle ride that attracts participants from around the world.

MAJOR EMPLOYERS



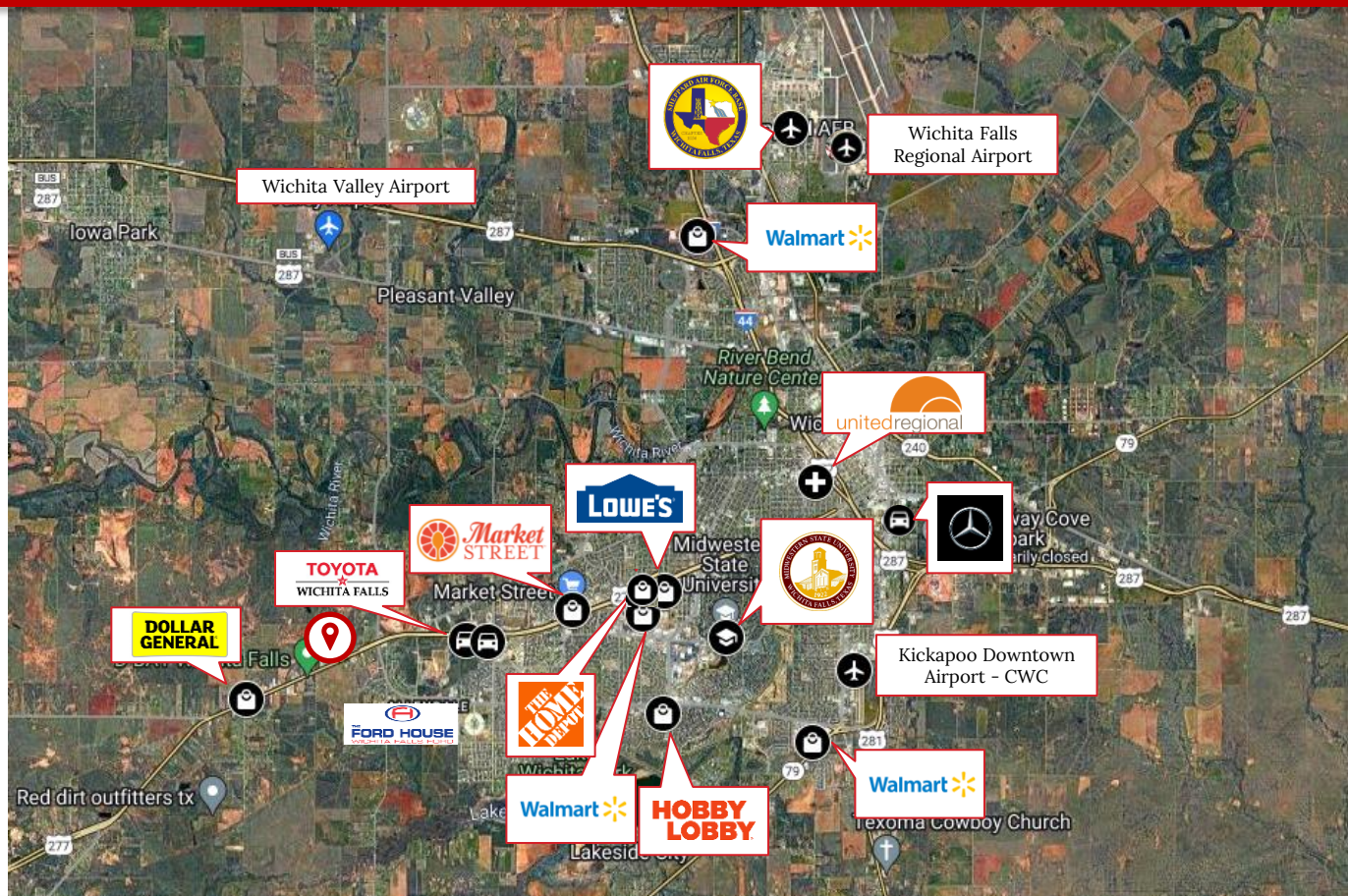
METRICS (5-MILE RADIUS)

 <div>38,822 2023 Population</div>	 <div>15,519 2023 Households</div>	 <div>3.2% Projected Population Growth</div>	 <div>11,139 Family Households</div>
 <div>19.9% Households Make \$125K or More a Year</div>	 <div>2.8% Five-Year median income Growth</div>	 <div>\$1.40B Annual GDP</div>	 <div>5,766 Undergraduate Students Enrolled</div>
 <div>9,465 Total Jobs</div>	 <div>\$924 Median Home Rent</div>	 <div>0.3% Five-Year Home Rent Growth</div>	 <div>31 Local Colleges and Universities</div>

Retailer Map

APPROXIMATION TO SITE

Dollar General	1.4 Mi
Toyota of Wichita Falls	2.0 Mi
The Ford House - Wichita Falls Ford	2.5 Mi
Market Street	3.5 Mi
The Home Depot	4.6 Mi
Walmart Supercenter	4.8 Mi
Lowe's Home Improvement	4.8 Mi
Hobby Lobby	5.3 Mi
Midwestern State University	6.3 Mi
Walmart Supercenter	7.6 Mi
United Regional Health Care System	7.6 Mi
Mercedes-Benz of Wichita Falls	8.2 Mi
Kickapoo Downtown Airport - CWC	8.4 Mi
Walmart Supercenter	9.2 Mi
Sheppard Air Force Base	11.1 Mi
Wichita Falls Regional Airport	13.0 Mi



Incoming Residential Properties

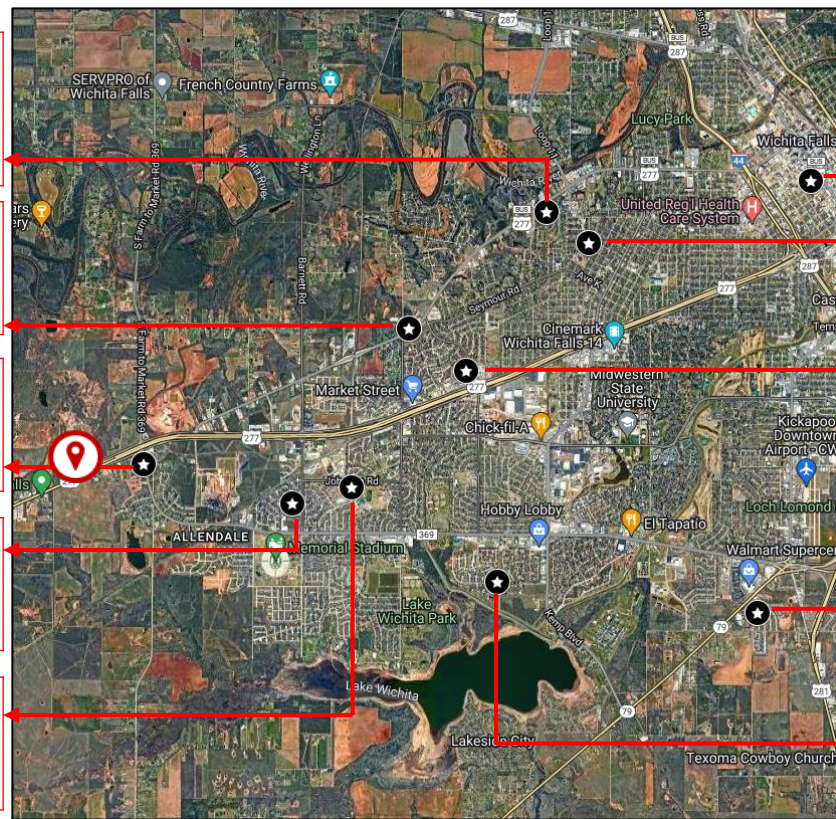
Development Units Wichita Falls Pioneer Crossing Apartments 49
Start Date 2020-04-03
Project Stage Design
Distance 5.19 Mi

Development Units Dollar General / Wichita Falls N/A
Start Date 2022-05-29
Project Stage Design
Distance 3.76 Mi

Development Units Brook Hollow Apartments 216
Start Date 2023-01-09
Project Stage Final Planning
Distance 0.65 Mi

Development Units Wichita Falls Apartments N/A
Start Date 2023-05-02
Project Stage Final Planning
Distance 2.24 Mi

Development Units Hospice of Wichita Falls Additions N/A
Start Date 2019-12-30
Project Stage Under Construction
Distance 2.68 Mi



Development Units The Residence at Lamar 30
Start Date 2019-01-21
Project Stage Under Construction
Distance 7.74 Mi

Development Units Wichita Falls Lofts Building A N/A
Start Date 2023-11-01
Project Stage Under Construction
Distance 5.50 Mi

Development Units Rolling Meadows Retirement Community Elevator Additions N/A
Start Date 2024-10-21
Project Stage Pre-Construction/Negotiated
Distance 3.88 Mi

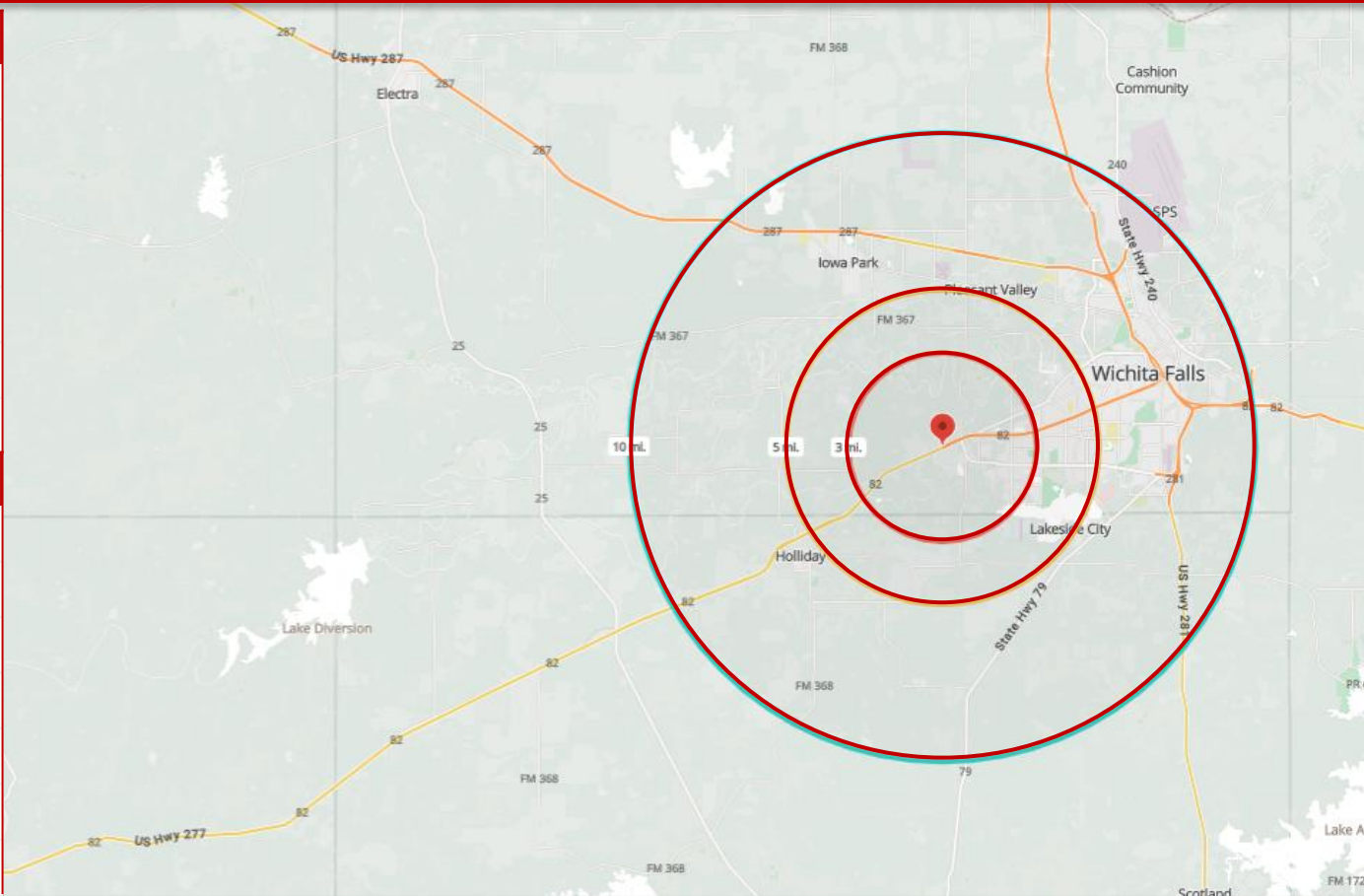
Development Units The Duke I and II - All Trades 194
Start Date 2021-09-20
Project Stage Pre-Construction/Negotiated
Distance 6.72 Mi

Development Units The Reserves at Maplewood Apartments Phase 2 36
Start Date 2019-08-05
Project Stage Pre-Construction/Negotiated
Distance 4.24 Mi



Demographics (10-Mile Radius)

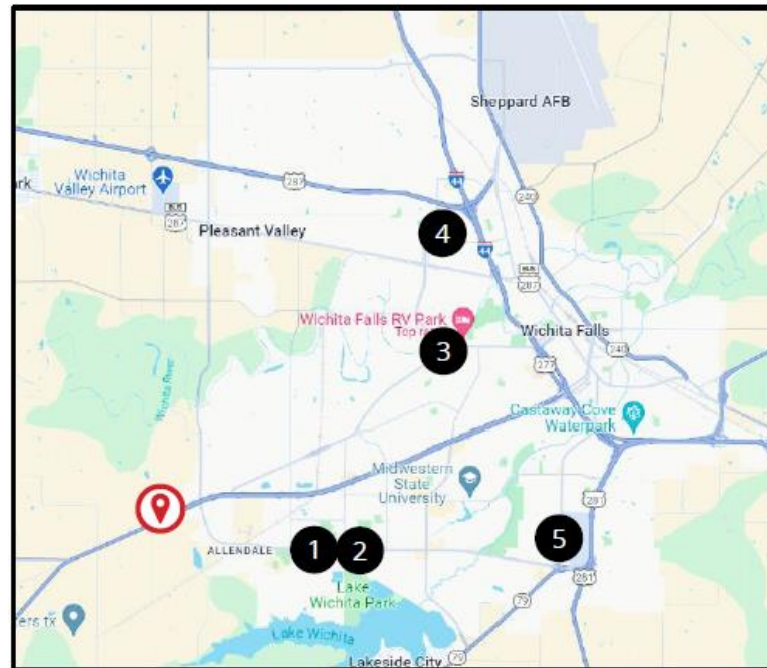
2023 SUMMARY	3-MILE	5-MILE	10-MILE
Population	13,946	38,822	111,190
Households	5,498	15,519	42,980
Median Household Size	2.8	2.7	2.6
Median Household Age	35.0	37.8	36.2
Median Household Income	\$83,405	\$76,783	\$60,215
Avg. Household Income	\$98,134	\$89,995	\$78,095
NRSF Per Capita	9.59	8.34	11.84
2028 SUMMARY	3-MILE	5-MILE	10-MILE
Population	14,384	40,064	114,539
Households	5,498	15,519	42,980
Median Household Size	2.7	2.7	2.6
Median Household Age	35.2	38.0	36.4
Median Household Income	\$85,719	\$78,922	\$61,896
Avg. Household Income	\$102,929	\$95,816	\$83,874
NRSF Per Capita	9.59	8.34	12.62



Market Rental Rates Analysis

	Address	Distance	Class
Safe Simple Storage			
1	Blue Sky Self Storage - Wichita Falls Annex	3.5 miles	B
2	StoreLine Self Storage	3.8 miles	B
3	A-American Self Storage	5.9 miles	B
4	KO Storage	8.6 miles	B
5	StoreLine Self Storage	9.3 miles	B
Average:			
Increase (Decrease) to Reach Market:			

Drive-Up Non Climate Controlled		
10x10	10x20	10x30
\$67	\$104	\$162
\$100	\$144	\$173
\$107	\$144	\$179
\$95	\$120	\$159
\$94	\$129	\$284
\$97	\$144	\$179
\$99	\$136	\$195
48%	31%	20%



Safe Simple Storage



PROPERTY
PHOTOS



Property Photos



Exclusively Listed by Urow Real Estate

Listing Agents



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