

SELF STORAGE INVESTMENT OPPORTUNITY



Mid-Valley
Mini Storage

214 Carlson Ave,
Toppenish, WA 98948

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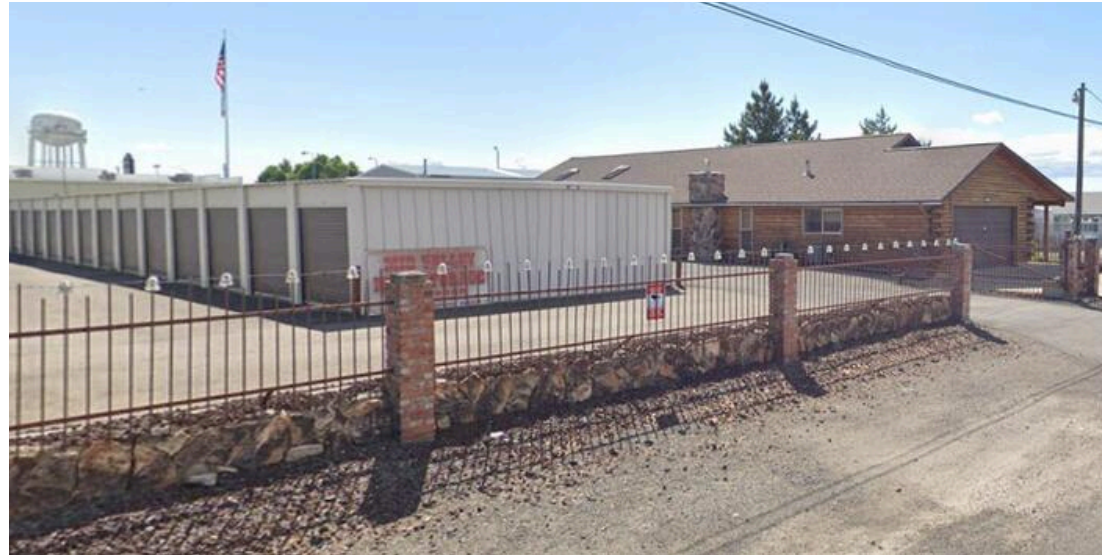


OFFERING SUMMARY

PROPERTY DETAILS

- **Total Rentable SF:** 15,436
- **Number of Units:** 140
- **Physical Occ.:** 99%
- **Warehouse:** 1,080 SF
- **Rental Home:** 2BD/2BA 2,032 SF
- **Down Payment:** 30% (\$582,000)
- **Financed Amount:** \$1,358,000
- **Interest Rate:** 5.25%
- **Balloon:** 36 Months
- **Monthly Payment:** \$5,941
- **Annual Payment:** \$71,295
- **NOI:** \$126,011
- **Earnings Before Taxes:** \$54,716
- **Cash on Cash Return:** 9.04%
- **DSCR: 1.83 Debt Yield:** 9.6%
- **Leveraged IRR:** 23.42%

**Seller Financing Available (Contact
Broker for Rate & Term Details)**



UNIT MIX AND SCHEDULED INCOME



Unit Type	W	L	Unit SF	# of Units	Total RSF	Rental Rate	Monthly	Annual
Drive Up	5	10	50	40	2,000	\$55	\$2,200	\$26,400
Drive Up	10	10	100	31	3,100	\$100	\$3,100	\$37,200
Drive Up	10	15	150	32	4,800	\$110	\$3,520	\$42,240
Drive Up	10	20	200	10	2,000	\$145	\$1,450	\$17,400
Drive Up	8	10	80	12	960	\$65	\$780	\$9,360
Drive Up	8	20	160	13	2,080	\$110	\$1,430	\$17,160
Drive Up	8	22	176	1	176	\$200	\$200	\$2,400
Drive Up	8	40	320	1	320	\$250	\$250	\$3,000
Total Storage					15,436		\$12,930	\$155,160
Parking	12	25	300	2	600	\$35	\$70	\$840
Shop	30	36	1,080	1	1,080	\$1,100	\$1,100	\$13,200
House	2 BD	2 BA	2,032	1	2,032	\$1,800	\$1,800	\$21,600

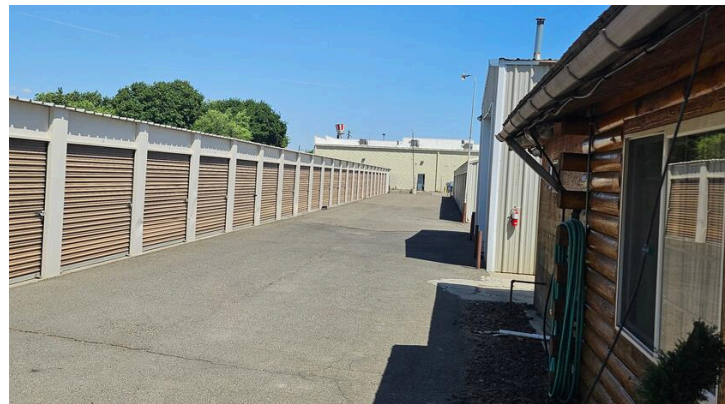
5 YEAR PROFORMA



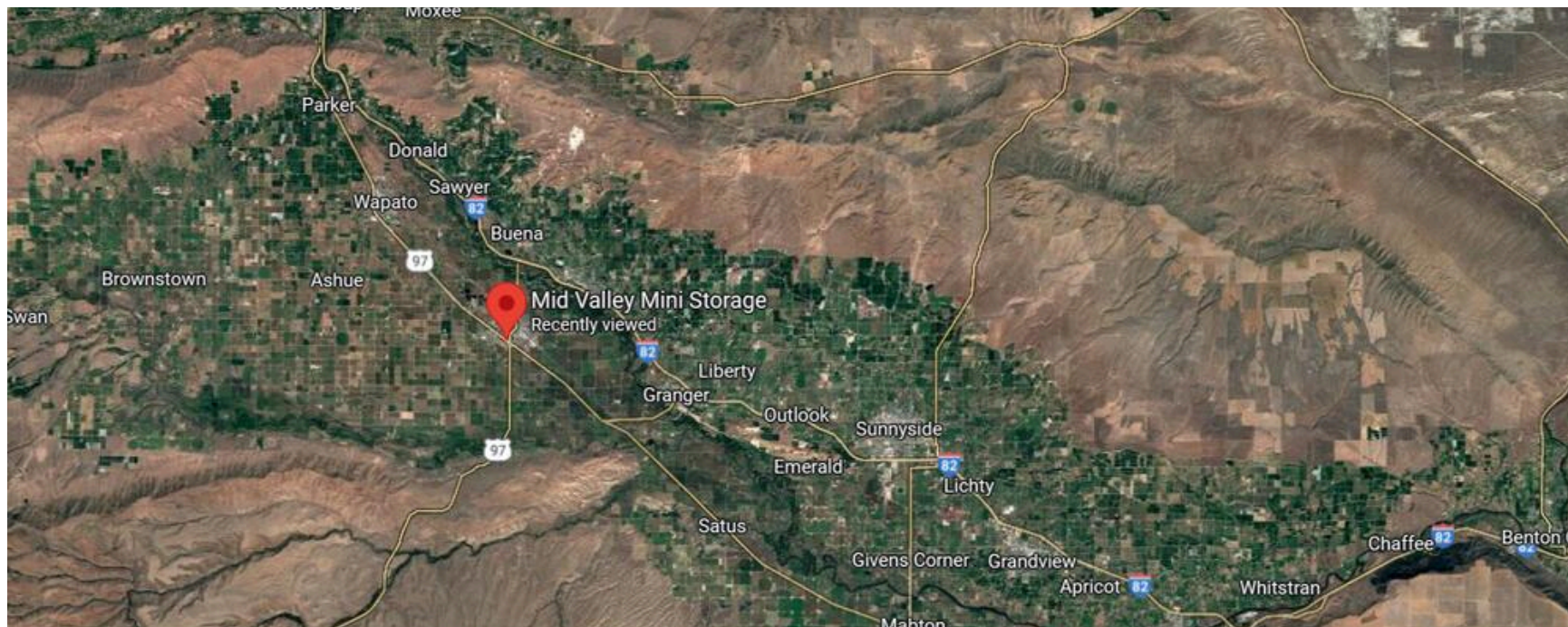
	Jan - Dec 2024 T-12 Actuals	Year 1	Year 2	Year 3	Year 4	Year 5
Blended \$/SF Rates	\$0.76	\$0.81	\$0.85	\$0.89	\$0.92	\$0.96
	\$156,000	468,403	501,191	531,263	563,139	596,927
Vacancy, Discounts & Credit Loss	(7,800)	(46,840)	(50,119)	(53,126)	(56,314)	(59,693)
Gross Rental Income	\$148,200	421,563	451,072	478,137	506,825	537,234
Late/Admin/Other Fee Income	\$600	4,155	4,405	4,669	4,949	5,246
Tenant Insurance Effective	\$550	2,750	3,666	4,583	5,499	5,829
Other Income	\$34,800	\$34,800	\$36,192	\$37,640	\$39,145	\$40,711
Gross Revenue Operating	\$184,150	\$191,308	\$204,355	\$213,530	\$222,396	\$231,292
Expenses	Jan - Dec 2024 T-12 Adjusted					
Marketing & Advertising	\$1,500	\$1,530	\$1,561	\$1,592	\$1,624	\$1,656
Bank & Credit Card Charges	\$2,500	\$2,678	\$2,861	\$2,989	\$3,114	\$3,238
Insurance	\$3,296	\$3,362	\$3,429	\$3,498	\$3,568	\$3,639
Dues/Subscriptions & Licenses/Permits	\$750	\$765	\$780	\$796	\$812	\$828
Off-Site Management Fees	\$2,400	\$2,448	\$2,497	\$2,547	\$2,598	\$2,650
Office/Site Supplies	\$500	\$510	\$520	\$531	\$541	\$552
Postage & Handling	\$29,000	\$29,580	\$30,172	\$30,775	\$31,391	\$32,018
On-Site Management & Payroll	\$2,800	\$2,856	\$2,913	\$2,971	\$3,031	\$3,091
Repairs & Maintenance	\$4,500	\$4,590	\$6,885	\$7,023	\$7,163	\$7,306
Real Estate Taxes	\$1,200	\$1,224	\$1,248	\$1,273	\$1,299	\$1,325
Telephone & Internet	\$791	\$807	\$823	\$839	\$856	\$873
Utilities	\$4,100	\$4,182	\$4,266	\$4,351	\$4,438	\$4,527
Software	\$3,002	\$3,062	\$3,123	\$3,186	\$3,249	\$3,314
Outside Services - Fire, Pest, Security, etc.	\$1,800	\$1,836	\$1,873	\$1,910	\$1,948	\$1,987
Total Operating Expenses	\$58,139	\$59,430	\$62,951	\$64,281	\$65,631	\$67,006
Net Operating Cash Flow	\$126,011	\$130,335	\$139,830	\$147,643	\$155,127	\$162,615

This information is subject to the Identification of the Parties, Disclaimer and Confidentiality statements on the last page of this document. If you do not have such a page, call 1-800-55-STORE and a replacement page will be provided.

PROPERTY PHOTOS



AREA MAP



AGENTS



RYAN LAYTON

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Ryan Layton is the President of American Real Estate Associates, Inc. in Spokane, Washington. His territory coverage is Washington and Idaho. Ryan's +20 year Real Estate experience along with his diverse and extensive background in Business Operations along with Self-Storage ownership helps to bring a full understanding of how real estate decisions affect his client's bottom line.

He represents sellers and buyers while guiding them through each transaction. He conducts business with the highest integrity while conveying his high energy, enthusiasm, and exceptional professional work ethic in assisting with the identification and fulfillment of real estate needs. He is a proactive problem solver with a proven track record. In his free time, Ryan enjoys golfing, water/snow skiing, BBQing, and HS wrestling coaching.

- **Member of the Washington State Commercial Brokers Association (CBA)**
- **Board Member Washington State Self Storage Association (WASSA)**
- **Washington/Idaho Argus Self Storage Advisor**
- **150 Million in Self Storage Transactions (2023-2025)**
- **Owner of \$88.5M Investment Real Estate (Self Storage, Retail, Office, and Daycare)**
- **Designated Broker in Washington State and Idaho**

Greg Meager is a Managing Broker at American Real Estate Associates, Inc. and started his Commercial Real Estate career in 2016. Greg spent the first four years of his real estate career assisting in the expansion of a large multifamily portfolio through acquisitions and property management. Within that same real estate portfolio, Greg also assisted with the leasing of office and retail space. Greg has been with American Real Estate Associates since 2020 and has applied himself to learn all aspects of the self-storage industry. Greg conducts business with the utmost transparency, integrity, and enthusiasm. He is focused on working with buyers and sellers of self-storage and other commercial investment properties to evaluate how to get the most out of their properties.

- **Member of the Washington State Commercial Brokers Association**
- **Member of Spokane Traders Club (Board Member 2017-2020, President 2020)**
- **CCIM Candidate**



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CONFIDENTIALITY AND DISCLAIMER



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