

# Self Storage Investment Opportunity



## Northwest Self Storage Two Property Portfolio

14051 Burr Dr.  
McCall, ID 83638

&

3774 US-95  
New Meadows, ID 83654

Presented by:

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Argus Investment Advisors  
Confidentiality & Disclaimer



# INTRODUCTION

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**ARGUS**  
SELF STORAGE ADVISORS

# Meet Our Team

**ARGUS**  
SELF STORAGE ADVISORS

## *Brokerage & Advisory Team*



**Ben Vestal**  
CEO



**Ryan Layton**  
Broker

## *Argus Advisory Team*



**Cole Carosella**  
Vice President



**Matthew Cox**  
Dir. of Valuation & Budgeting

## *Argus Advisory & Support Team*



**Amy Hitchingham**  
Executive Vice President



**Alexanna Alary**  
Client Relationship Mgr.



**Annalise Green**  
Marketing Coordinator

National Reach | Local Expertise | Proven Results



# The Argus Advantage



Since 1994, Argus Self Storage Advisors has been the only national network of commercial real estate brokers who specialize in self storage properties. Argus assists buyers and sellers of self storage real estate by combining the knowledge and expertise of a local broker with the exposure of our national sales and marketing program. Through our National Network of Broker Affiliates, Argus aims to assist buyers and sellers by helping complete real estate transactions in a timely manner and provide a best in class service to our clients. Since its beginning, Argus has completed self storage transactions totaling over \$6 Billion.

Founded in  
**1994**

**15 Time Winner**  
of "Best Real Estate Brokerage"  
in the ISS Best of Business Poll

Argus has achieved  
an average of  
**94.6%**  
of asking price for  
our clients

**\$6 Billion**  
Total Self Storage  
Transaction History

**40**  
Argus Broker  
Affiliates  
Nationwide

**2,000**  
Completed  
Transactions

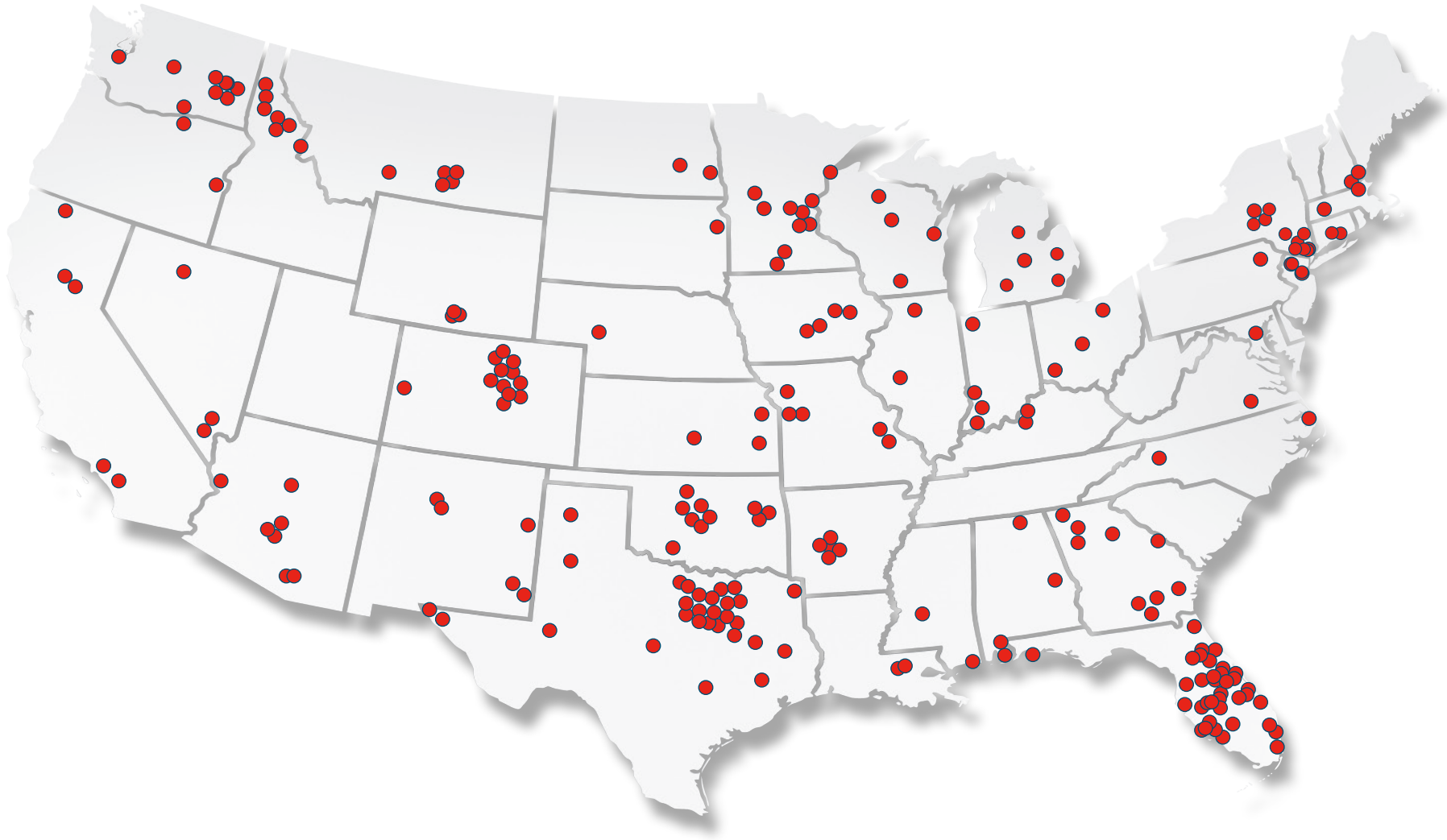
# 2021-2024 Argus Transactions

**ARGUS**  
SELF STORAGE ADVISORS

**\$2 Billion in Sales Volume**

**425+ Transactions**

**Sales in 35 States**



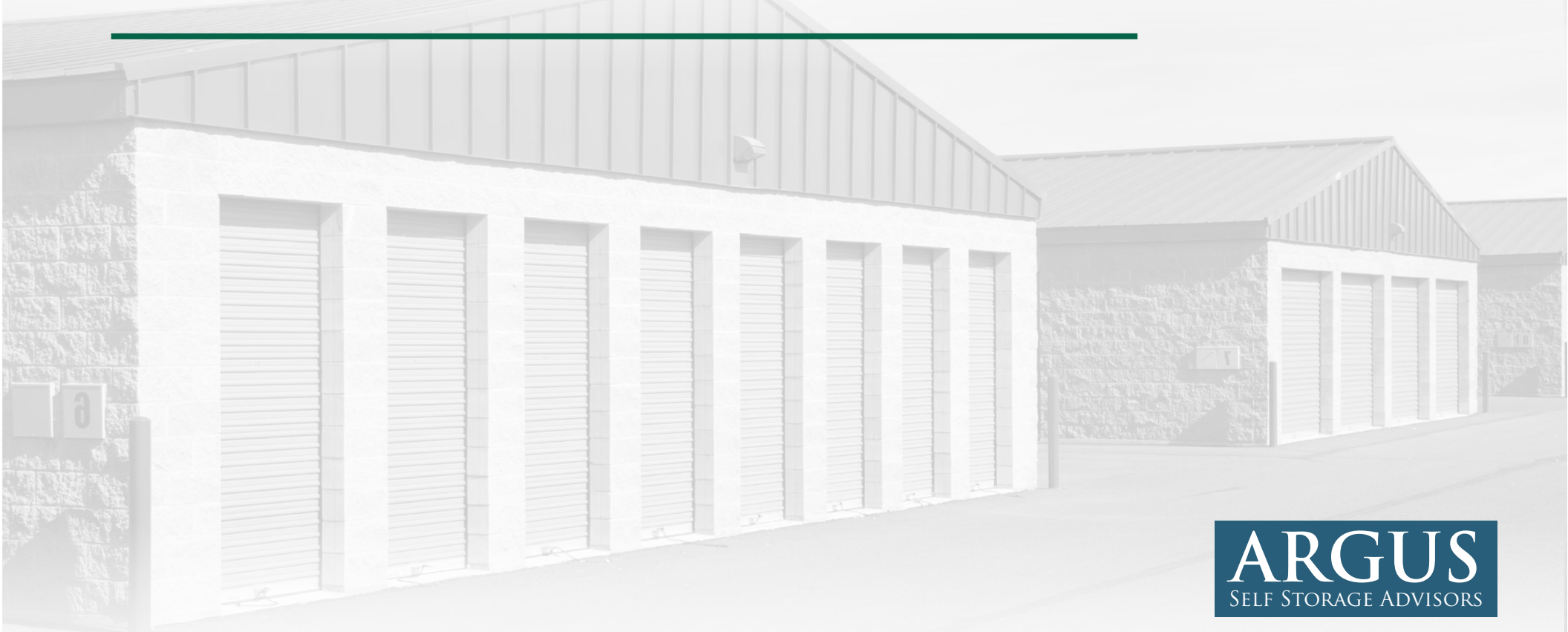
**National Reach | Local Expertise | Proven Results**

[www.argus-selfstorage.com](http://www.argus-selfstorage.com)



# PORTFOLIO OVERVIEW

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## LIST PRICE: Unpriced - Call for Offers

### INVESTMENT HIGHLIGHTS

- **Institutional-quality** - turnkey ownership of a two property portfolio
- **Stabilized facilities** - with attractive cash flow base – strong NOI
- **Strategic location exposure** – one facility in McCall – resort/tourism corridor and one on US-95 regional highway
- **Stable demographics and growth tailwinds** – high population and median household income increases

### GENERAL DESCRIPTION

This two-property portfolio offers investors immediate scale and strategic positioning in one of Idaho's most desirable mountain markets. The assets are located in McCall and New Meadows, two growing communities known for their tourism, outdoor recreation, and steady year-round demand. The McCall facility sits just off Highway 55, a heavily traveled corridor connecting Boise to the Payette National Forest and some of the state's most popular lake and ski destinations. The New Meadows property benefits from prime visibility along U.S. Highway 95, a major north-south route serving regional commerce, residential growth, and seasonal traffic. Together, the locations capture a diverse customer base—ranging from local households and small businesses to second-home owners, outdoor enthusiasts, and contractors—driving consistent occupancy and resilient revenue performance.

Both properties are professionally managed under the Northwest Self Storage brand, creating operational efficiencies and consistent customer experience across the portfolio. The facilities feature a mix of traditional drive-up units and parking accommodations, appealing to a broad range of storage needs including household goods, recreational vehicles, and commercial equipment. Clean, well-maintained grounds, strong physical occupancy, and proven revenue performance further support the portfolio's institutional quality. The combination of scale, stable cash flow, and favorable market dynamics makes this an attractive opportunity for investors seeking durable income and long-term growth in a supply-constrained market.



# Proposed Call for Offers Timeline



**Hard Bid Date: Thursday, December 4<sup>th</sup>**

## Timeline

Present to Market:	Wednesday, October 29 <sup>th</sup>
Hard Bid Date*:	Thursday, December 4 <sup>th</sup>
Request Best & Final (if necessary):	Wednesday, December 10 <sup>th</sup>
Select Buyer:	Friday, December 12 <sup>th</sup>

\*Owner reserves the right to move forward with a preemptive bid prior to December 4<sup>th</sup>. All dates are subject to change at Owner's discretion.

## Property Tours

Prospective purchasers are encouraged to visit the subject property prior to submitting offers. However, all property tours must be arranged in advance through American Real Estate Associates/Argus Self Storage Advisors prior to visit. We insist you NOT DISTURB any on-site personnel as they may not be aware of the potential sale.

## Offer Procedures

Offers should be in the form of a Letter of Intent (LOI) and at a minimum offer should include the:

- Price
- Earnest Money Deposit
- Due Diligence Time Period
- Closing Period
- Any other substantial business points the buyer wants the seller to know

# Portfolio Overview

#	Store Name	Address	City	Units	Units Occ.	Current Occ.	Storage RSF	Parking SF	Revenue	Adjusted Expenses	NOI	Expense Ratio	Year 1 NOI
1	Northwest Self Storage - McCall	14051 Burr Dr.	McCall	202	177	87.6%	57,040	-	\$495,799	\$153,560	\$342,239	31%	\$361,670
2	Northwest Self Storage - New Meadows	3774 US-95	New Meadows	259	257	99.2%	33,428	34,332	\$363,276	\$133,327	\$229,949	37%	\$245,304
<b>Total/Average</b>				<b>461</b>	<b>434</b>	<b>94%</b>	<b>90,468</b>	<b>34,332</b>	<b>\$859,075</b>	<b>\$286,888</b>	<b>\$572,187</b>	<b>33%</b>	<b>\$606,975</b>

Click HERE for McCall drone video



Click HERE for New Meadows drone video





# Portfolio Location Map





# Area Map





# Photos - McCall





# Photos - New Meadows



# PORTFOLIO

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# FINANCIAL ANALYSIS





# Annualized Revenue & Operating Expenses

Revenue	Oct '24 - Sep '25 T-12 Actuals	Oct '24 - Sep '25 T-12 Actuals
Potential Gross Rental Income	658,764	658,764
Vacancy Discounts vs. Potential Gross Rental Income	165,259	165,259
Gross Rental Income	824,023	824,023
Late/Admin/Other Fee Income	13,838	13,838
Retail Product Sales (locks, boxes, etc.)	142	142
Tenant Insurance	21,072	21,072
<b>Effective Gross Revenue</b>	<b>\$859,075</b>	<b>\$859,075</b>
Operating Expenses	Oct '24 - Sep '25 T-12 Actuals	Oct '24 - Sep '25 T-12 Adjusted
Marketing & Advertising	36,622	36,622
Retail Product Costs	0	71
Bank & Credit Card Charges	20,097	16,294
Insurance	3,424	26,050
Dues/Subscriptions & Licenses/Permits	2,050	2,050
Off-Site Management Fees	0	41,900
Office/Site Supplies	437	2,000
Postage & Handling	2,360	2,360
On-Site Management & Payroll	78,060	78,060
Repairs & Maintenance	2,618	6,000
Real Estate Taxes	15,252	15,252
Telephone & Internet	4,858	4,858
Utilities	3,921	3,921
Landscaping/Snow Removal	39,635	29,905
Software	12,137	12,137
Outside Services - Fire, Pest, Security, etc.	9,407	9,407
<b>Total Operating Expenses</b>	<b>\$230,878</b>	<b>\$286,888</b>
Expense Ratio	27%	33%
<b>Net Operating Cash Flow</b>	<b>\$628,197</b>	<b>\$572,187</b>

# Proforma Assumptions

Operating Assumptions		Key Metrics	
Storage Square Footage	90,468	Current Unit Occupancy	94%
RV/Boat/Parking Square Footage	34,332	Current SF Occupancy	92%
Year 1 Annual Street Rate Increases	47%	Current Economic Occupancy	125%
Year 2-5 Annual Street Rate Increases	6%		
Average Economic Occupancy Percentage		Storage \$/SF Rates	\$0.54
-Year 1	90%	RV/Boat/Parking \$/SF Rates	\$0.18
-Year 2	90%		
-Year 3	90%	Average Storage Unit Size	236 SF
-Year 4	90%	Average Parking Unit Size	414 SF
-Year 5	90%		
Trailing Storage Potential Gross Rental Income	\$583,380		
Trailing RV/Boat/Parking Potential Gross Rental Income	\$75,384		
Operating Expense Inflationary Increases	2.00%		
Management Fees as Percentage Total Revenue	5.00%		
Capital Reserves Per Square Foot	0.10		

# Five Year Proforma

Revenue	Oct '24 - Sep '25 T-12 Actuals	Year 1	Year 2	Year 3	Year 4	Year 5
Blended Asking \$/SF Rental Rates	\$0.44	\$0.65	\$0.69	\$0.73	\$0.77	\$0.82
Blended Achieved \$/SF Rental Rates	\$0.60	\$0.62	\$0.66	\$0.70	\$0.74	\$0.78
Potential Gross Rental Income	658,764	970,273	1,028,489	1,090,199	1,155,611	1,224,947
Vacancy Discounts vs. Potential Gross Rental Income	165,259	(97,027)	(102,849)	(109,020)	(115,561)	(122,495)
Gross Rental Income	824,023	873,246	925,641	981,179	1,040,050	1,102,453
Late/Admin/Other Fee Income	13,838	14,668	15,548	16,481	17,470	18,518
Retail Product Sales (locks, boxes, etc.)	142	151	160	169	179	190
Tenant Insurance	21,072	22,909	24,436	25,816	27,149	28,778
<b>Effective Gross Revenue</b>	<b>\$859,075</b>	<b>\$910,974</b>	<b>\$965,784</b>	<b>\$1,023,645</b>	<b>\$1,084,849</b>	<b>\$1,149,939</b>
Operating Expenses	Oct '24 - Sep '25 T-12 Adjusted					
Marketing & Advertising	36,622	37,354	38,102	38,864	39,641	40,434
Retail Product Costs	71	75	80	85	90	95
Bank & Credit Card Charges	16,294	17,279	18,319	19,417	20,578	21,813
Insurance	26,050	26,571	27,103	27,645	28,198	28,762
Dues/Subscriptions & Licenses/Permits	2,050	2,091	2,133	2,175	2,219	2,263
Off-Site Management Fees	41,900	44,403	47,067	49,891	52,885	56,058
Office/Site Supplies	2,000	2,040	2,081	2,122	2,165	2,208
Postage & Handling	2,360	2,407	2,455	2,504	2,555	2,606
On-Site Management & Payroll	78,060	79,621	81,214	82,838	84,495	86,185
Repairs & Maintenance	6,000	6,120	6,242	6,367	6,495	6,624
Real Estate Taxes	15,252	15,557	23,336	23,802	24,278	24,764
Telephone & Internet	4,858	4,955	5,054	5,155	5,258	5,364
Utilities	3,921	3,999	4,079	4,161	4,244	4,329
Landscaping/Snow Removal	29,905	30,503	31,113	31,735	32,370	33,018
Software	12,137	12,380	12,627	12,880	13,137	13,400
Outside Services - Fire, Pest, Security, etc.	9,407	9,595	9,787	9,983	10,182	10,386
<b>Total Operating Expenses</b>	<b>\$286,888</b>	<b>\$294,952</b>	<b>\$310,792</b>	<b>\$319,625</b>	<b>\$328,790</b>	<b>\$338,307</b>
Expense Ratio	33%	32%	32%	31%	30%	29%
Capital Reserves	0	9,047	9,228	9,412	9,601	9,793
<b>Net Operating Cash Flow</b>	<b>\$572,187</b>	<b>\$606,975</b>	<b>\$645,764</b>	<b>\$694,608</b>	<b>\$746,458</b>	<b>\$801,839</b>

# FINANCIAL ANALYSIS

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## McCALL

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# Annualized Revenue & Operating Expenses

Revenue	Oct '24 - Sep '25 T-12 Actuals	Oct '24 - Sep '25 T-12 Actuals
Potential Gross Rental Income	435,576	435,576
Vacancy Discounts vs. Potential Gross Rental Income	43,616	43,616
Gross Rental Income	479,192	479,192
Late/Admin/Other Fee Income	5,957	5,957
Tenant Insurance	10,650	10,650
<b>Effective Gross Revenue</b>	<b>\$495,799</b>	<b>\$495,799</b>
Operating Expenses	Oct '24 - Sep '25 T-12 Actuals	Oct '24 - Sep '25 T-12 Adjusted
Marketing & Advertising	17,987	17,987
Bank & Credit Card Charges	11,018	9,118
Insurance	2,045	14,260
Dues/Subscriptions & Licenses/Permits	952	952
Off-Site Management Fees	0	24,257
Office/Site Supplies	194	1,000
Postage & Handling	1,167	1,167
On-Site Management & Payroll	43,932	43,932
Repairs & Maintenance	876	3,000
Real Estate Taxes	7,209	7,209
Telephone & Internet	2,941	2,941
Utilities	2,052	2,052
Landscaping/Snow Removal	24,730	15,000
Software	6,643	6,643
Outside Services - Fire, Pest, Security, etc.	4,042	4,042
<b>Total Operating Expenses</b>	<b>\$125,788</b>	<b>\$153,560</b>
Expense Ratio	25%	31%
<b>Net Operating Cash Flow</b>	<b>\$370,011</b>	<b>\$342,239</b>

# Proforma Assumptions

Operating Assumptions		Key Metrics	
Storage Square Footage	57,040	Current Unit Occupancy	88%
Year 1 Annual Street Rate Increases	30%	Current SF Occupancy	85%
Year 2-5 Annual Street Rate Increases	6%	Current Economic Occupancy	110%
Average Economic Occupancy Percentage			
-Year 1	90%	Storage \$/SF Rates	\$0.64
-Year 2	90%		
-Year 3	90%	Average Storage Unit Size	282 SF
-Year 4	90%		
-Year 5	90%		
Trailing Storage Potential Gross Rental Income	\$435,576		
Operating Expense Inflationary Increases	2.00%		
Management Fees as Percentage Total Revenue	5.00%		
Capital Reserves Per Square Foot	0.10		

# Five Year Proforma

Revenue	Oct '24 - Sep '25 T-12 Actuals	Year 1	Year 2	Year 3	Year 4	Year 5
Blended Asking \$/SF Rental Rates	\$0.64	\$0.82	\$0.87	\$0.93	\$0.98	\$1.04
Blended Achieved \$/SF Rental Rates	\$0.82	\$0.82	\$0.86	\$0.92	\$0.97	\$1.03
Potential Gross Rental Income	435,576	564,071	597,915	633,790	671,817	712,127
Vacancy Discounts vs. Potential Gross Rental Income	43,616	(56,407)	(59,792)	(63,379)	(67,182)	(71,213)
Gross Rental Income	479,192	507,664	538,124	570,411	604,636	640,914
Late/Admin/Other Fee Income	5,957	6,314	6,693	7,095	7,521	7,972
Tenant Insurance	10,650	11,344	12,000	12,529	13,059	13,842
<b>Effective Gross Revenue</b>	<b>\$495,799</b>	<b>\$525,323</b>	<b>\$556,817</b>	<b>\$590,035</b>	<b>\$625,215</b>	<b>\$662,728</b>
Operating Expenses	Oct '24 - Sep '25 T-12 Adjusted					
Marketing & Advertising	17,987	18,347	18,714	19,088	19,470	19,859
Bank & Credit Card Charges	9,118	9,661	10,240	10,851	11,498	12,188
Insurance	14,260	14,545	14,836	15,133	15,435	15,744
Dues/Subscriptions & Licenses/Permits	952	971	990	1,010	1,030	1,051
Off-Site Management Fees	24,257	25,699	27,241	28,875	30,608	32,444
Office/Site Supplies	1,000	1,020	1,040	1,061	1,082	1,104
Postage & Handling	1,167	1,190	1,214	1,238	1,263	1,288
On-Site Management & Payroll	43,932	44,811	45,707	46,621	47,553	48,504
Repairs & Maintenance	3,000	3,060	3,121	3,184	3,247	3,312
Real Estate Taxes	7,209	7,353	11,030	11,250	11,475	11,705
Telephone & Internet	2,941	3,000	3,060	3,121	3,183	3,247
Utilities	2,052	2,093	2,135	2,178	2,221	2,266
Landscaping/Snow Removal	15,000	15,300	15,606	15,918	16,236	16,561
Software	6,643	6,776	6,911	7,050	7,191	7,334
Outside Services - Fire, Pest, Security, etc.	4,042	4,123	4,205	4,289	4,375	4,463
<b>Total Operating Expenses</b>	<b>\$153,560</b>	<b>\$157,948</b>	<b>\$166,051</b>	<b>\$170,868</b>	<b>\$175,870</b>	<b>\$181,071</b>
Expense Ratio	31%	30%	30%	29%	28%	27%
Capital Reserves	0	5,704	5,818	5,934	6,053	6,174
<b>Net Operating Cash Flow</b>	<b>\$342,239</b>	<b>\$361,670</b>	<b>\$384,948</b>	<b>\$413,233</b>	<b>\$443,292</b>	<b>\$475,482</b>

# Unit Mix & Scheduled Income

Unit Type	W	L	Unit SF	# of Units	Total RSF	Rental Rate	Monthly	Annual
Storage	10	20	200	56	11,200	\$157	\$8,792	\$105,504
Storage	12	20	240	84	20,160	\$131	\$11,004	\$132,048
Storage	12	24	288	38	10,944	\$117	\$4,446	\$53,352
Storage	24	30	720	1	720	\$552	\$552	\$6,624
Storage	20	36	720	2	1,440	\$535	\$1,070	\$12,840
Storage	24	36	864	4	3,456	\$760	\$3,040	\$36,480
Storage	12	40	480	15	7,200	\$390	\$5,850	\$70,200
Storage	24	40	960	2	1,920	\$772	\$1,544	\$18,528
<b>Total</b>				<b>202</b>	<b>57,040</b>		<b>\$36,298</b>	<b>\$435,576</b>



# FINANCIAL ANALYSIS

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## NEW MEADOWS



# Annualized Revenue & Operating Expenses

Revenue	Oct '24 - Sep '25 T-12 Actuals	Oct '24 - Sep '25 T-12 Actuals
Potential Gross Rental Income	223,188	223,188
Vacancy Discounts vs. Potential Gross Rental Income	121,643	121,643
Gross Rental Income	344,831	344,831
Late/Admin/Other Fee Income	7,881	7,881
Retail Product Sales (locks, boxes, etc.)	142	142
Tenant Insurance	10,422	10,422
<b>Effective Gross Revenue</b>	<b>\$363,276</b>	<b>\$363,276</b>
Operating Expenses	Oct '24 - Sep '25 T-12 Actuals	Oct '24 - Sep '25 T-12 Adjusted
Marketing & Advertising	18,635	18,635
Retail Product Costs	0	71
Bank & Credit Card Charges	9,079	7,177
Insurance	1,379	11,790
Dues/Subscriptions & Licenses/Permits	1,098	1,098
Off-Site Management Fees	0	17,643
Office/Site Supplies	243	1,000
Postage & Handling	1,193	1,193
On-Site Management & Payroll	34,128	34,128
Repairs & Maintenance	1,742	3,000
Real Estate Taxes	8,043	8,043
Telephone & Internet	1,917	1,917
Utilities	1,869	1,869
Landscaping/Snow Removal	14,905	14,905
Software	5,494	5,494
Outside Services - Fire, Pest, Security, etc.	5,365	5,365
<b>Total Operating Expenses</b>	<b>\$105,090</b>	<b>\$133,327</b>
Expense Ratio	29%	37%
<b>Net Operating Cash Flow</b>	<b>\$258,186</b>	<b>\$229,949</b>

# Proforma Assumptions

Operating Assumptions		Key Metrics	
Storage Square Footage	33,428	Current Unit Occupancy	99%
RV/Boat/Parking Square Footage	34,332	Current SF Occupancy	99%
Year 1 Annual Street Rate Increases	82%	Current Economic Occupancy	155%
Year 2-5 Annual Street Rate Increases	6%		
Average Economic Occupancy Percentage		Storage \$/SF Rates	\$0.37
-Year 1	90%	RV/Boat/Parking \$/SF Rates	\$0.18
-Year 2	90%		
-Year 3	90%	Average Storage Unit Size	190 SF
-Year 4	90%	Average Parking Unit Size	414 SF
-Year 5	90%		
Trailing Storage Potential Gross Rental Income	\$147,804		
Trailing RV/Boat/Parking Potential Gross Rental Income	\$75,384		
Operating Expense Inflationary Increases	2.00%		
Management Fees as Percentage Total Revenue	5.00%		
Capital Reserves Per Square Foot	0.10		



# Five Year Proforma

Revenue	Oct '24 - Sep '25 T-12 Actuals	Year 1	Year 2	Year 3	Year 4	Year 5
Blended Asking \$/SF Rental Rates	\$0.27	\$0.50	\$0.53	\$0.56	\$0.59	\$0.63
Blended Achieved \$/SF Rental Rates	\$0.43	\$0.45	\$0.49	\$0.53	\$0.58	\$0.61
Potential Gross Rental Income	223,188	406,202	430,574	456,409	483,793	512,821
Vacancy Discounts vs. Potential Gross Rental Income	121,643	(40,620)	(43,057)	(45,641)	(48,379)	(51,282)
Gross Rental Income	344,831	365,582	387,517	410,768	435,414	461,539
Late/Admin/Other Fee Income	7,881	8,354	8,855	9,386	9,950	10,547
Retail Product Sales (locks, boxes, etc.)	142	151	160	169	179	190
Tenant Insurance	10,422	11,565	12,436	13,287	14,091	14,936
<b>Effective Gross Revenue</b>	<b>\$363,276</b>	<b>\$385,651</b>	<b>\$408,967</b>	<b>\$433,610</b>	<b>\$459,634</b>	<b>\$487,212</b>
Operating Expenses	Oct '24 - Sep '25 T-12 Adjusted					
Marketing & Advertising	18,635	19,008	19,388	19,776	20,171	20,575
Retail Product Costs	71	75	80	85	90	95
Bank & Credit Card Charges	7,177	7,619	8,079	8,566	9,080	9,625
Insurance	11,790	12,026	12,267	12,512	12,762	13,017
Dues/Subscriptions & Licenses/Permits	1,098	1,120	1,142	1,165	1,189	1,212
Off-Site Management Fees	17,643	18,704	19,827	21,016	22,277	23,614
Office/Site Supplies	1,000	1,020	1,040	1,061	1,082	1,104
Postage & Handling	1,193	1,217	1,241	1,266	1,291	1,317
On-Site Management & Payroll	34,128	34,811	35,507	36,217	36,941	37,680
Repairs & Maintenance	3,000	3,060	3,121	3,184	3,247	3,312
Real Estate Taxes	8,043	8,204	12,306	12,552	12,803	13,059
Telephone & Internet	1,917	1,955	1,994	2,034	2,075	2,117
Utilities	1,869	1,906	1,945	1,983	2,023	2,064
Landscaping/Snow Removal	14,905	15,203	15,507	15,817	16,134	16,456
Software	5,494	5,604	5,716	5,830	5,947	6,066
Outside Services - Fire, Pest, Security, etc.	5,365	5,472	5,582	5,693	5,807	5,923
<b>Total Operating Expenses</b>	<b>\$133,327</b>	<b>\$137,004</b>	<b>\$144,741</b>	<b>\$148,758</b>	<b>\$152,920</b>	<b>\$157,236</b>
Expense Ratio	37%	36%	35%	34%	33%	32%
Capital Reserves	0	3,343	3,410	3,478	3,547	3,618
<b>Net Operating Cash Flow</b>	<b>\$229,949</b>	<b>\$245,304</b>	<b>\$260,816</b>	<b>\$281,374</b>	<b>\$303,167</b>	<b>\$326,357</b>

# Unit Mix & Scheduled Income

Unit Type	W	L	Unit SF	# of Units	Total RSF	Rental Rate	Monthly	Annual
Storage	5	8	40	12	480	\$28	\$336	\$4,032
Storage	5	10	50	12	600	\$32	\$384	\$4,608
Storage	10	10	100	22	2,200	\$49	\$1,078	\$12,936
Storage	20	10	200	21	4,200	\$77	\$1,617	\$19,404
Storage	10	12	120	5	600	\$64	\$320	\$3,840
Storage	10	15	150	16	2,400	\$76	\$1,216	\$14,592
Storage	10	18	180	5	900	\$76	\$380	\$4,560
Storage	10	20	200	65	13,000	\$57	\$3,705	\$44,460
Storage	10	30	300	1	300	\$133	\$133	\$1,596
Storage	12	30	360	7	2,520	\$171	\$1,197	\$14,364
Storage	12	42	504	3	1,512	\$159	\$477	\$5,724
Storage	24	42	1,008	2	2,016	\$307	\$614	\$7,368
Storage	12	45	540	5	2,700	\$172	\$860	\$10,320
Parking	12	24	288	4	1,152	\$35	\$140	\$1,680
Parking	12	30	360	40	14,400	\$76	\$3,040	\$36,480
Parking	12	30	360	2	720	\$39	\$78	\$936
Parking	12	34	408	10	4,080	\$87	\$870	\$10,440
Parking	12	40	480	10	4,800	\$76	\$760	\$9,120
Parking	12	45	540	17	9,180	\$82	\$1,394	\$16,728
Storage				176	33,428		\$12,317	\$147,804
Parking				83	34,332		\$6,282	\$75,384
<b>Total</b>				<b>259</b>	<b>67,760</b>		<b>\$18,599</b>	<b>\$223,188</b>




# PORTFOLIO

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# MARKET OVERVIEW






# Demographics - McCall

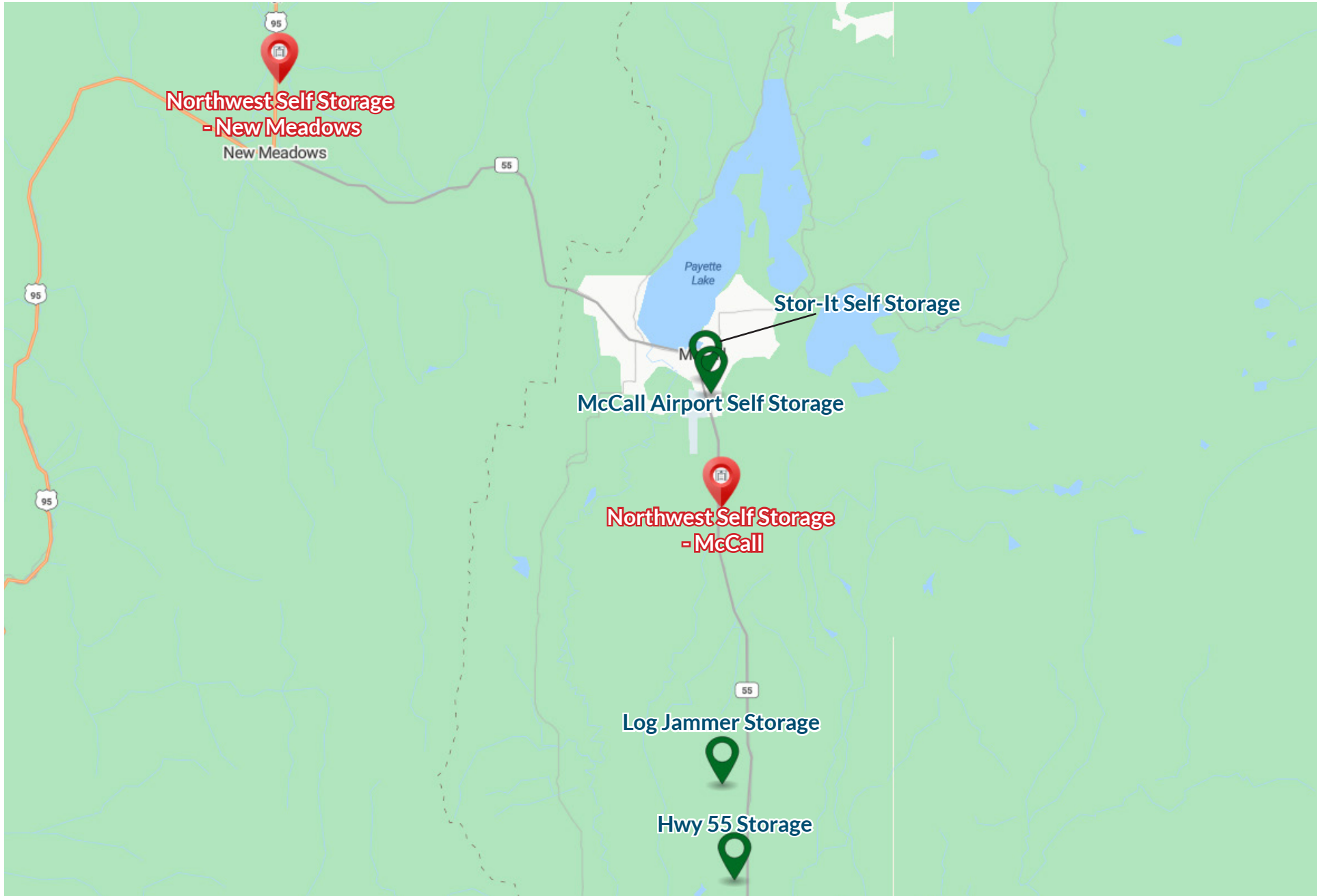
	0 - 1 mi	0 - 3 mi	0 - 5 mi	0 - 7 mi	0 - 10 mi
 <b>Population</b>					
2035 Forecast	500	4,359	9,537	10,446	12,657
2030 Projection	423	3,710	8,151	8,927	10,786
2025 Estimate	356	3,167	7,013	7,671	9,202
 <b>Households</b>					
2035 Forecast	198	1,793	4,137	4,494	5,349
2030 Projection	167	1,525	3,534	3,840	4,558
2025 Estimate	140	1,301	3,041	3,300	3,893
Median Household Income	\$200,425	\$181,970	\$203,524	\$204,540	\$200,973
Average Household Income	\$208,949	\$189,499	\$207,242	\$209,769	\$206,784
2025 Estimated Per Capita Income	\$57,502	\$54,383	\$62,949	\$63,398	\$61,648
Occupied Housing Units	49%	51%	43%	42%	43%
Owner-Occupied	42%	41%	34%	33%	34%
Renter-Occupied	7%	10%	9%	9%	8%
 <b>Self Storage Market Data (TractIQ)</b>					
Total Rentable SF	-	190,890	190,890	242,344	404,255
SF per Capita	-	60.27	27.22	31.59	43.93



# Demographics - New Meadows

	0 - 1 mi	0 - 3 mi	0 - 5 mi	0 - 7 mi	0 - 10 mi
 <b>Population</b>					
2035 Forecast	90	1,627	2,026	2,436	4,210
2030 Projection	79	1,402	1,746	2,095	3,626
2025 Estimate	67	1,152	1,435	1,713	3,048
 <b>Households</b>					
2035 Forecast	45	725	908	1,071	1,827
2030 Projection	40	625	783	921	1,573
2025 Estimate	34	515	645	755	1,322
Median Household Income	\$108,228	\$123,648	\$123,801	\$126,713	\$178,182
Average Household Income	\$150,747	\$162,261	\$162,387	\$164,345	\$199,197
2025 Estimated Per Capita Income	\$62,555	\$59,916	\$60,243	\$59,834	\$66,463
Occupied Housing Units	64%	66%	66%	66%	49%
Owner-Occupied	56%	58%	58%	58%	41%
Renter-Occupied	8%	8%	8%	8%	7%
 <b>Self Storage Market Data (TractIQ)</b>					
Total Rentable SF	-	63,944	63,944	63,944	63,944
SF per Capita	-	55.51	44.56	37.33	20.98

# Competition Analysis: Competitor Map



# Competition Analysis: Rent Comparables

## Stor-It Self Storage



207 N 3rd St  
McCall, ID

Distance: 2.66 Miles

Estimated RSF: 24,083

Unit Size	Website Rates	PSF	On-Site Rates	PSF
12x12 Drive Up	-	-	\$112.00	\$0.78
12x15 Drive Up	-	-	\$119.00	\$0.66
10x20 Drive Up	-	-	\$135.00	\$0.68
12x25 Drive Up	-	-	\$161.00	\$0.54
12x30 Drive Up	-	-	\$205.00	\$0.57
12x36 Drive Up	-	-	\$229.00	\$0.53
16x40 Drive Up	-	-	\$320.00	\$0.50

## McCall Airport Self Storage



301 S 3rd St  
McCall, ID

Distance: 2.31 Miles

Estimated RSF: 23,355

Unit Size	Website Rates	PSF	On-Site Rates	PSF
10x15 Drive Up	-	-	\$120.00	\$0.80
10x20 Drive Up	-	-	\$130.00	\$0.65
10x25 Drive Up	-	-	\$135.00	\$0.54
12x30 Drive Up	-	-	\$135.00	\$0.38

\*Distances are from McCall location

## Log Jammer Storage



66 Scheline Ln  
McCall, ID

Distance: 5.98 Miles

Estimated RSF: 51,454

Unit Size	Website Rates	PSF	On-Site Rates	PSF
12x20 Drive Up	\$85.00	\$0.35	\$170.00	\$0.71
12x20 Drive Up w/ Power	\$103.00	\$0.43	\$206.00	\$0.86
12x40 Drive Up	\$195.00	\$0.41	\$390.00	\$0.81
12x20 Covered	\$75.00	\$0.31	\$150.00	\$0.63
12x40 Covered	\$115.00	\$0.24	\$230.00	\$0.48

## Hwy 55 Storage



27 Coho Ln  
McCall, ID

Distance: 7.87 Miles

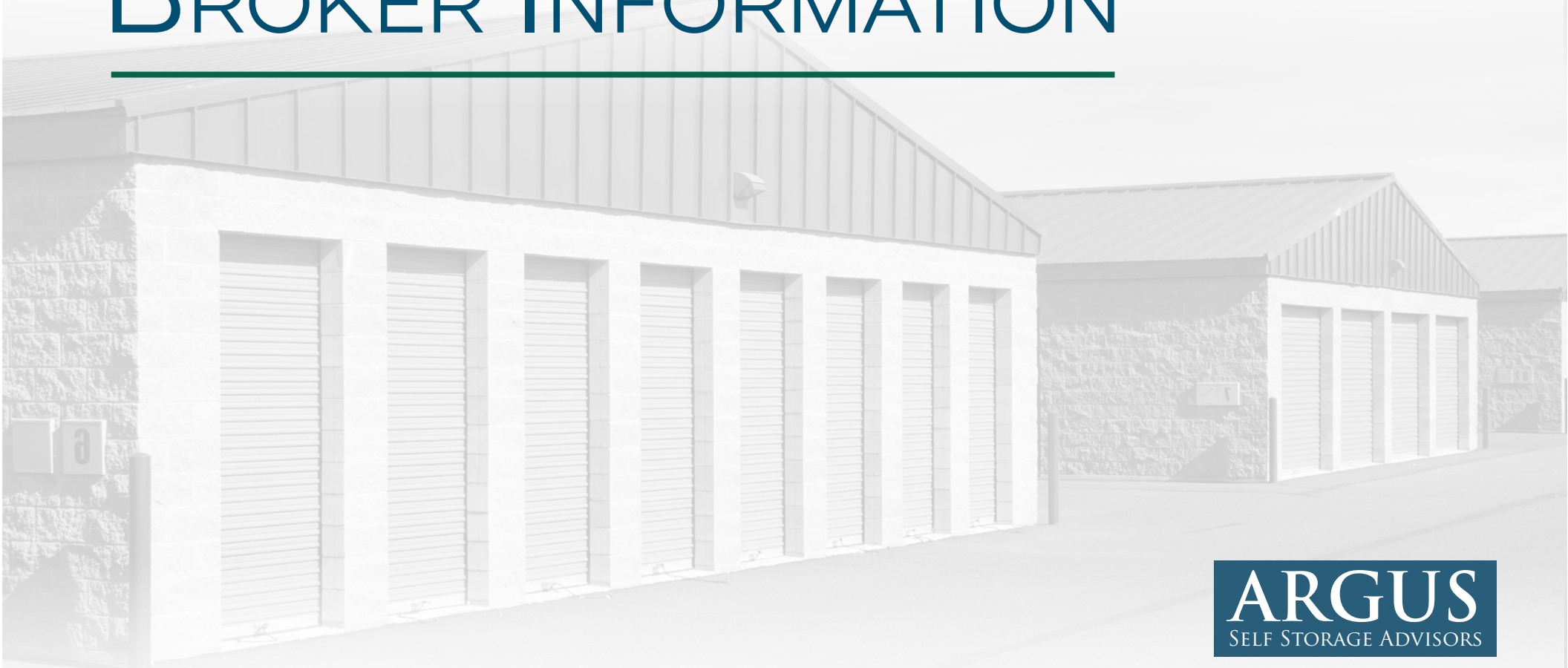
Estimated RSF: 45,565

Unit Size	Website Rates	PSF	On-Site Rates	PSF
5x5 Drive Up	-	-	\$35.00	\$1.40
10x10 Drive Up	-	-	\$85.00	\$0.85
10x15 Drive Up	-	-	\$110.00	\$0.73
10x20 Drive Up	-	-	\$125.00	\$0.63
10x30 Drive Up	-	-	\$150.00	\$0.50
10x40 Drive Up	-	-	\$225.00	\$0.56
12x40 Drive Up	-	-	\$275.00	\$0.57
12x40 Covered	-	-	\$150.00	\$0.31



# BROKER INFORMATION

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**ARGUS**  
SELF STORAGE ADVISORS



## **BEN VESTAL**

Argus Self Storage Advisors

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303-317-6469

[bvestal@argus-realestate.com](mailto:bvestal@argus-realestate.com)

Mr. Vestal has been involved in the management, development and brokerage of commercial real estate for the last twenty years.

Mr. Vestal has been involved in over \$1 Billion of self-storage investment sales transactions. Additionally, he has obtained financing for several self-storage projects and is familiar with conduit, bank and life insurance company loans.

In 2006, Mr. Vestal acquired an ownership interest in the Argus Self Storage Sales Network, Inc., the nation's premier brokerage network for self-storage facilities, and has been actively involved with the management and growth of the company. In 2009, Mr. Vestal became President of the Argus Self Storage Sales Network and is responsible for the overall management and operation of the company. Mr. Vestal is frequently asked to share his specialized expertise at self-storage industry conventions and meetings.

The Argus Self Storage Sales Network is comprised of 37 broker affiliates covering more than 40 markets nationwide. Argus provides buyers and sellers of self-storage facilities immediate access to a broad market while maintaining the advantages of local broker expertise. With a transaction history of more than \$3 Billion, Argus and its broker affiliates have earned their reputation as the nation's leading self-storage brokerage.



## COLE CAROSELLA

Argus Self Storage Advisors

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Mr. Carosella is the Vice President at Argus Self Storage Advisors, the nation's only nationwide brokerage specializing in solely self-storage. He has extensive experience in self-storage brokerage, management and valuation. Mr. Carosella joined Argus in November of 2018 and is a key member of the Argus Colorado brokerage team. Since joining the Colorado brokerage team, they have successfully closed over \$400MM in self-storage transactions in Colorado alone. In addition to working on the Colorado brokerage team, Mr. Carosella works within the Argus executive team and national brokerage network in the business development, financial analysis, underwriting and budgeting of assets across the country. Mr. Carosella has valued over 3,000+ self-storage properties nationwide with an aggregate value of more than \$3 Billion and is in charge of the day-to-day operations of the Argus corporate financial analysis team.

Mr. Carosella has a bachelor's degree in economics from the University of Colorado at Boulder and is an active member of the National Self Storage Association, Young Leaders Group (YLG).



## RYAN LAYTON

American Real Estate Associates

4200 S Cheney Spokane Road | Spokane, WA 99224

509-435-2424

[Rlayton@areanw.com](mailto:Rlayton@areanw.com)

Ryan Layton is the Designated Broker and President of American Real Estate Associates, Inc. in Spokane, Washington. His territory coverage is Eastern Washington (east of the Cascade Mountains) and all of Idaho. Ryan's 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.

Ryan is knowledgeable on all aspects of commercial Real Estate including Self-Storage, Industrial, Multi-Family, and Office Leasing. He represents owners 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)
- Northeast Washington/Idaho Argus Self Storage Advisor
- \$150 Million in Self Storage Transactions (2022-2023)
- Owner of \$68.5M Investment Real Estate (Self Storage, Retail, Office, and Daycare)
- Designated Broker in Washington State and Idaho



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Argus Self Storage Advisors (Broker) is the listing agent for this property and offers to buy or sell this property can only be made through the listing agent. The Seller is the owner, or the authorized agent of the owner, of the property offered for sale and the subject of the listing agreement between Broker and Seller.

Disclaimer: Neither the Seller, Owner, nor Broker represents, warrants, either by implication nor express statement, the accuracy or completeness of the information contained in this property presentation.

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## **FOR FURTHER INFORMATION, PLEASE CONTACT:**

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