



# Self Storage Investment

\$1,200,000 | 18,330 NRSF | 11415 E Trent Ave. Spokane Valley, WA

# CONFIDENTIALITY AND DISCLOSURES

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. The information contained herein has been prepared from sources believed to be reliable but has not been independently verified by the Broker as to accuracy or completeness. No warranties or representations, express or implied, are made as to the information presented herein. Warranties or representations can only be made by the Seller or Owner in a written and fully executed purchase and sales agreement between Seller and purchaser.

Projections in the presentation are based on assumptions and interpretations based on future events, market conditions, managerial operations beyond the control of Broker, Seller or Owner, and, therefore, subject to error and change without notice. The prospective purchaser is encouraged to perform such independent due diligence as he or she finds appropriate. Typically, due diligence activities provide a more comprehensive review and analysis of all aspects of the property (including, but not limited to, financial matters, market conditions, physical condition, regulatory issues and title status) than the material contained herein. This presentation is for information purposes only and is not a solicitation of any nature whatsoever. Seller and Owner reserve the right, at their sole and absolute discretion, to reject any offer.

**Confidentiality:** The information contained in this presentation is confidential and proprietary and is for the exclusive use of the party receiving the information (whether in printed, electronic, or facsimile format) for the sole purpose of determining if the recipient desires to acquire more information regarding the Property. By acceptance of this information in any format or from any source, the recipient agrees to not distribute nor to disclose this information in any form to any other person or entity without the prior written consent of the Broker.

**FOR FURTHER INFORMATION, PLEASE CONTACT: American Real Estate Associates, Inc,  
4200 S Cheney Spokane Rd Spokane, WA 99224 WA Real Estate Firm Lic# 19640**



## ■ OVERVIEW SUMMARY

11415 E Trent Ave is a 18,330 SF, 23-unit drive-up self-storage facility including a 2,400 square foot commercial building, perfect for anyone who is looking for a fully automated, remotely managed facility. The facility is located in the East Trent Corridor - State Route 290 with exposure to a average daily drive count of 20,000+ cars per day. Asphalt drive aisles, high-tech security, automated keypad entry gate, and fully fenced. Value add facility with low operational costs. Property is offered at assessed value allowing new operator to benefit from similar operational expenses.

**Seller financing available.**

### Property Highlights

#### **Easy Access:**

Premium drive-up units with clean, wide asphalt drive aisles.

#### **Large Self Storage Options:**

Large 18x42 units within a low saturation and high demand market

#### **Value-Add Upside:**

Rent optimized for growth within a high demand corridor. Property offered below assessed value resulting in low operational costs.

#### **Prime Location:**

Located on the Trent State Route 290 with a average daily drive count of 20,000 vehicle per day.

# OVERVIEW SUMMARY

Property Price	\$1,200,000
Address	11415 E Trent Ave Spokane Valley
Land Size	1.42 Acres
Total Building SF	18,330 NRSF
Total Storage Units	23
Phy. Occupancy	100%
Eco. Occupancy	60%
Cap Rate	6.22%
Parcel:	45043.0942

**Seller Financing Available**



# ■ UNIT MIX

Size	Description	Units	Avg. Rent	Avg. SqFt	Occ.	Vacant	Occ. %	Gross Monthly Income	Gross Annual Income	Est. Rent/SF
42x60	Odessa Deli	1	\$1,400	2,400	1	0	100%	\$1,400	\$16,800	\$0.58
30x35	Warehouse B	1	\$500	1,050	1	0	100%	\$500	\$6,000	\$0.47
18x42	Large Bay Storage	12	\$400	756	12	0	100%	\$4,800	\$57,600	\$0.52
30x48	Warehouse D	1	\$650	1,440	1	0	100%	\$650	\$7,800	\$0.45
24x36	Warehouse E	1	\$450	864	1	0	100%	\$450	\$5,400	\$0.52
24x36	Warehouse F	1	\$500	864	1	0	100%	\$500	\$6,000	\$0.58
12x35	Carports	4	\$175	420	4	0	100%	\$700	\$8,400	\$0.41
12x35	Parking Spots	2	\$50	420	2	0	100%	\$100	\$1,200	\$0.12
<b>Totals</b>		<b>23</b>	<b>\$516</b>	<b>1,027</b>	<b>23</b>	<b>23</b>	<b>100%</b>	<b>\$9,100</b>	<b>\$109,200</b>	<b>\$0.46</b>

# ■ 5 YEAR PROFORMA

Income & Expenses	T-12 Annualized	Year 1	Year 2	Year 3	Year 4	Year 5
Blended \$/SF Rates	\$0.46	\$0.55	\$0.61	\$0.63	\$0.65	\$0.66
Potential Gross Rental Income	\$109,200	\$114,660	\$120,393	\$124,005	\$127,725	\$131,557
Vacancy, Discounts & Credit Loss	(9,132)	(5,733)	\$0	\$0	\$0	\$0
Gross Rental Income	\$157,500	\$108,927	\$120,393	\$124,005	\$127,725	\$131,557
Late/Admin/Other Fee Income	\$0	\$0	\$0	\$0	\$0	\$0
Tenant Insurance	\$0	\$0	\$0	\$0	\$0	\$0
<b>Effective Gross Revenue</b>	<b>\$100,068</b>	<b>\$108,927</b>	<b>\$120,393</b>	<b>\$124,005</b>	<b>\$127,725</b>	<b>\$131,557</b>
Operating Expenses						
Marketing & Advertising	\$0	\$500	\$500	\$500	\$1,000	\$1,000
Bank & Credit Card Charges	\$0	\$0	\$0	\$0	\$0	\$0
Insurance	\$8,712	\$8,750	\$8,900	\$9,245	\$9,430	\$9,619
Off-Site Management Fees	\$0	\$0	\$0	\$0	\$0	\$0
Repairs & Maintenance	\$500	\$500	\$500	\$500	\$500	\$500
Real Estate Taxes	\$12,336	\$12,336	\$12,834	\$13,091	\$13,353	\$13,620
Telephone & Internet	\$1,524	\$1,524	\$1,586	\$1,617	\$1,650	\$1,683
Utilities	\$2,808	\$2,808	\$2,921	\$2,980	\$3,039	\$3,100
Software	\$0	\$0	\$225	\$225	\$225	\$225
<b>Total Operating Expenses</b>	<b>\$25,380</b>	<b>\$26,418</b>	<b>\$27,466</b>	<b>\$28,158</b>	<b>\$29,197</b>	<b>\$29,747</b>
Expense Ratio	25%	24%	23%	23%	23%	23%
<b>Net Operating Cash Flow</b>	<b>\$74,688</b>	<b>\$82,509</b>	<b>\$92,927</b>	<b>\$95,847</b>	<b>\$98,528</b>	<b>\$101,810</b>

# ■ AREA OVERVIEW- SPOKANE VALLEY WA

Spokane Valley, WA, is a rapidly growing city of over 107,000 residents, incorporated in 2003, located in Eastern Washington between Spokane and Idaho. It offers a dense suburban feel with convenient access to I-90, the Spokane River, and major recreational opportunities like the Centennial Trail. The city functions as a major retail, industrial, and residential hub.

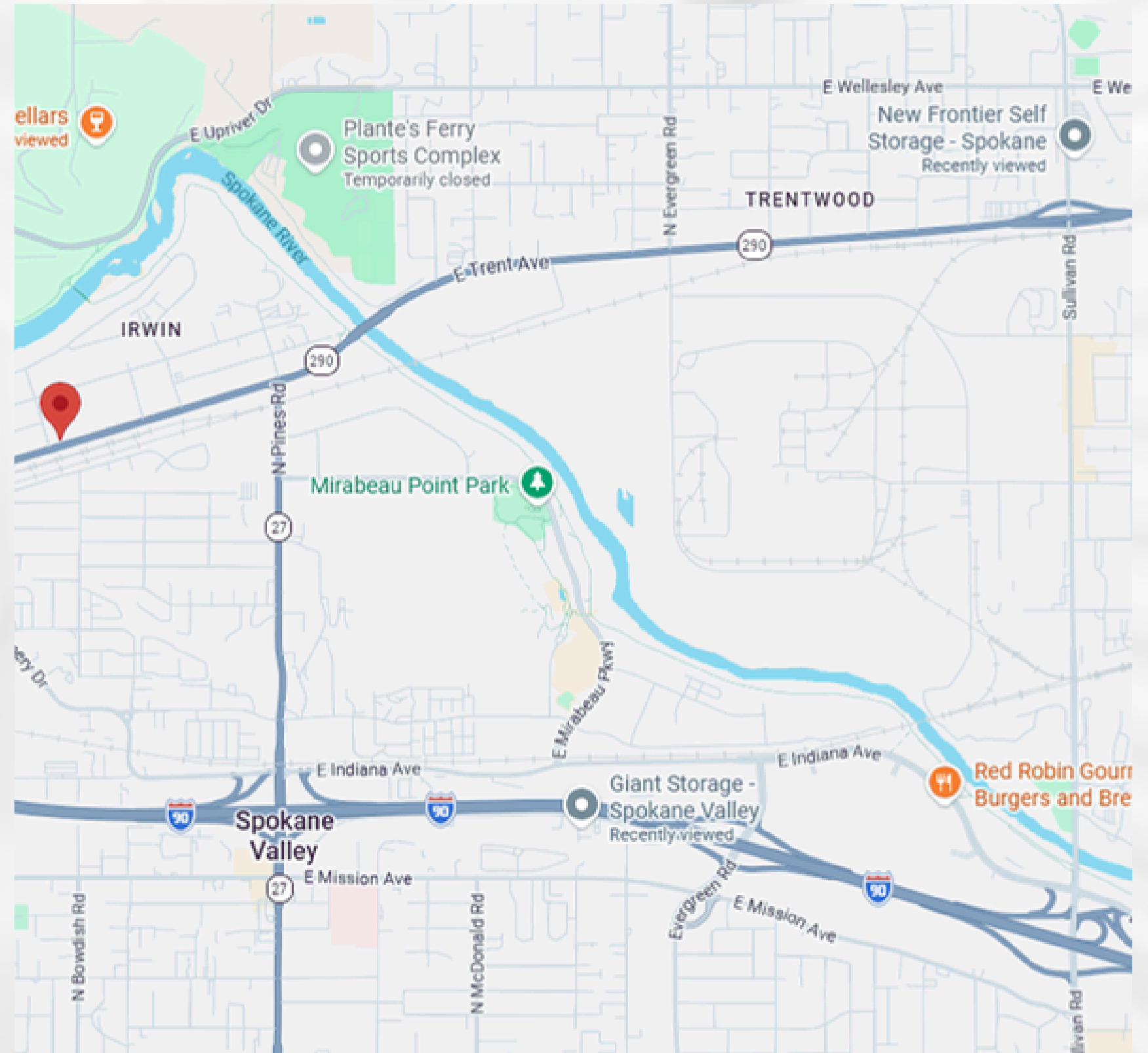
## **Key Aspects of Spokane Valley:**

- **Location:** Situated in the Spokane-Coeur d'Alene corridor, offering easy access to both cities and quick access to lakes and mountains.
- **Lifestyle:** Residents enjoy a mix of suburban, urban, and natural surroundings, including 11 city parks and the Appleway Trail.
- **Economy & Shopping:** The area is a regional commercial center with extensive retail, restaurants, and business opportunities, anchored by the Spokane Valley Mall.
- **Housing:** Offers a variety of housing options and is described as a family-friendly, growing community.
- **Climate:** Features four distinct seasons.



# RENT COMPARABLES

Facility Name	Distance	Price
11415 E Trent (18x42)	Subject	\$400
Giant Storage (14x48)	3.7 miles	\$575
Giant Storage (20x48)	3.7 miles	\$838
New Frontier Storage (15x45)	2.8 miles	\$550



# ■ PROPERTY AERIAL



Building A: Retail (42x60) • Building B: (30x35) • Building C: 12 units (18x42) • Building D: (30x48)  
Building E: (24x36) • Building F: (24x36) • Carports: 4 units (12x35) • Parking Spot: 2 units (12x35)

# ■ PROPERTY PHOTOS



# ■ PROPERTY PHOTOS



# AGENT SUMMARY



Ryan Layton

Sr. Self Storage Advisor  
(509) 435-2424  
rlayton@areanw.com  
WA Broker Lic# 27102

- Member 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)
- Designated Broker in Washington State and Idaho



Greg Meager

Self Storage Advisor  
(509) 795-4431  
greg@areanw.com  
WA Broker Lic# 123803

## CONTACT US FOR DETAILS & INFO

Interested buyers are required to direct all communications, inquiries, site visit requests, and Letters of Intent to the American Real Estate Associates team member listed, who serves as the Seller's representative.



Kael Layton

Broker / Sales Analyst  
(509) 999-0429  
kael@areanw.com  
WA Broker Lic# 25034038