Hallett Road Self Storage Development

5.74 Acre Site

8972 W Hallett Rd Cheney, WA 99004

PRICE: $1,250,000 $4.99/SF

Self Storage Units 600 (107,950 NRSF) + 1 Retail/Office

Fully Entitled Self Storage Development with Permits

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Hallett Road Self Storage

SELF STORAGE Development Opportunity in West Spokane, WA

Hallett Road Self Storage is strategically located on approximately 5.74 acres along Hallett Road in the growing Terrace Heights neighborhood directly across from the Spokane International Airport in Cheney, WA, offering an exceptional opportunity in a rapidly growing market. This fully entitled property is designed to meet the increasing demand for both household storage and specialized boat/RV storage in Cheney and Spokane County.

Currently, the site is shovel-ready with permits in place for **107,950 rentable square feet of storage space**, plus a retail/office for customers. This presents a turn-key investment for a buyer looking to capitalize on the high boat and RV storage demand in this vibrant, recreational community. The property offers the flexibility to design and brand the facility according to the buyer's specific vision, with ample room for expansion and tailored growth.

Located just west of Spokane and near major employers such as Amazon and Boeing, as well as nine scenic lakes. The site benefits from high visibility and direct access to Interstate 90, a major corridor in the region. Additionally, it is situated within the newly developed Terrace Heights neighborhood, which features modern amenities such as sidewalks, streetlights, parks, an elementary school, and several hundred newly constructed homes and apartments.

<u>Unit Types & Sizes:</u>

- Household storage: 10x10, 10x15, 10x20, 10x40
- Drive Up Storage SF: 84,600
- Climate Controlled SF: 23,350

This is a rare opportunity to acquire a fully-permitted self-storage facility in a dynamic and growing area. Contact us today for more details on this exciting investment!

GENERAL INFORMATION

Property Name	Hallett Self Storage
Address	8972/8920 W Hallett Rd Cheney, WA 99004
Parcel Number	24053.9055 & 24053.9066
Market	Cheney - Airport - Medical Lake - South Spokane County
County	Spokane County

SITE INFORMATION

Land Size	+/- 250,034 SF (5.74 Acres)
Topography	Level at street grade
Shape	Rectangle
Access	Good
Exposure	Good
Zoning	Light Industrial (Spokane County)

SITE PLAN

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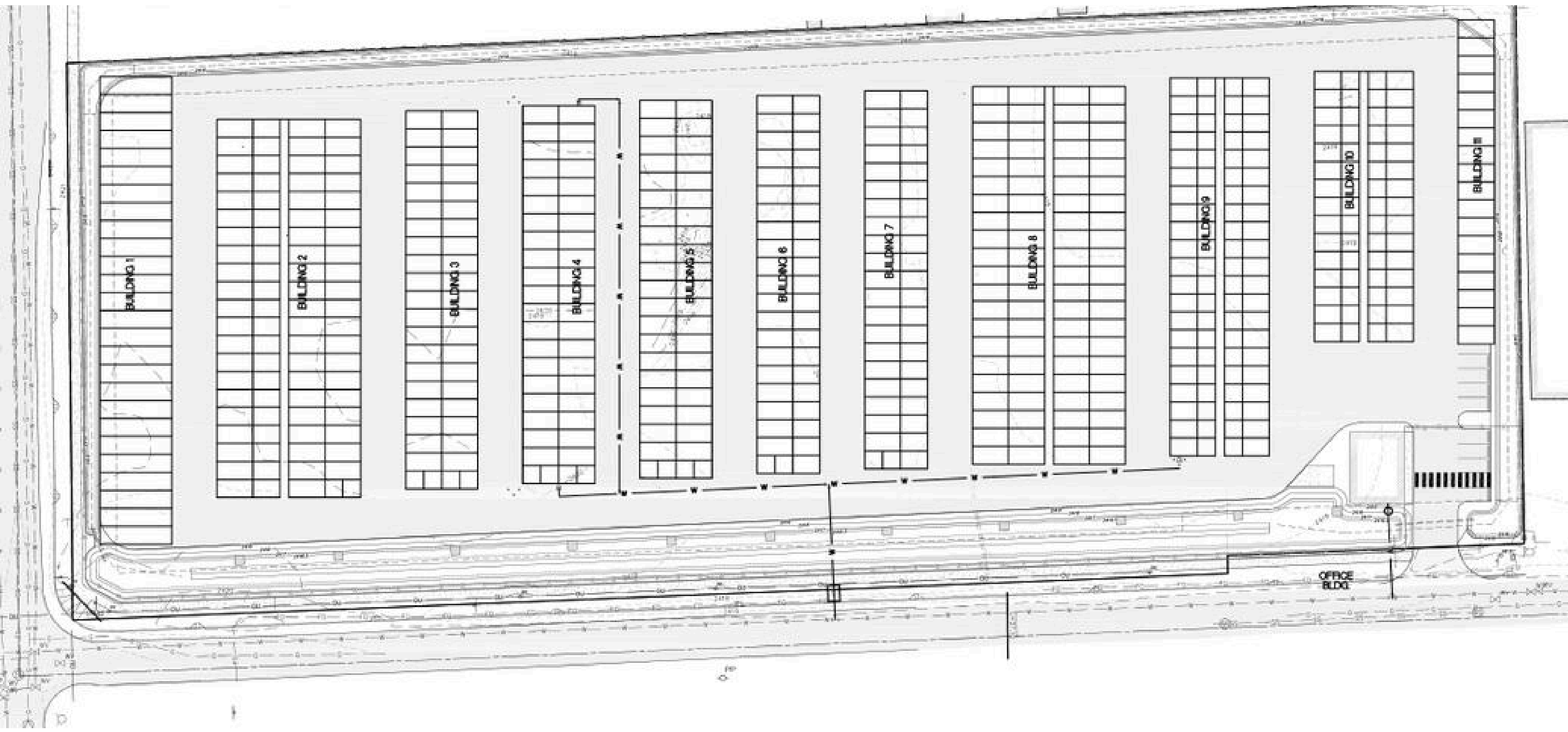
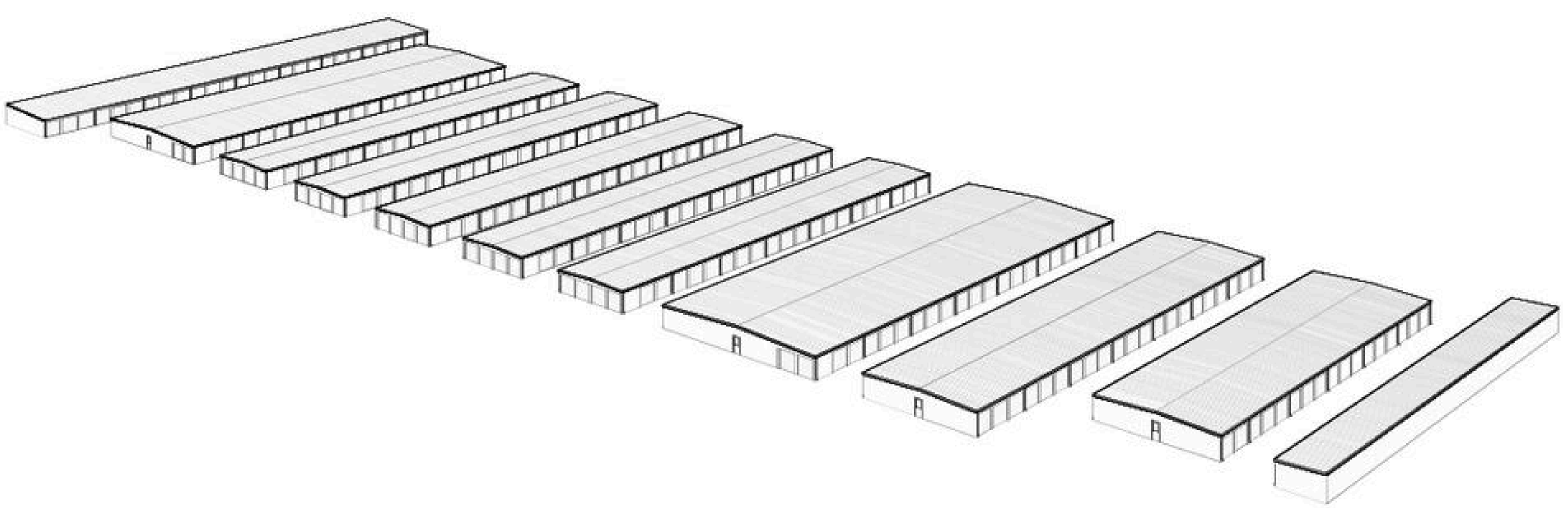
Number of Units	600 Units
Number of Office Spaces	1
Avg Unit Size	179 SF
Net Rentable Area SF (NRA)	107,950 SF
	(84,600 Drive Up, 23,350 Climate Controlled Hallway Corridor)
Land $/SF	$4.99/SF
Number of Buildings	11
Number of Stories	Single Story
Visibility	Thomas Mallon Rd & Hallett Rd
Completed	Civil Engineering, Architecture, Phase 1 Assessment, Permitting





SUBJECT UNIT MIX

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SIZE	TYPE	MARKET RATE	$/SF	# UNITS	$/MO	$/ANNUAL
10x10	Climate Controlled	$120	$1.20	76	$9,120	$109,440
10x15	Climate Controlled	$185	$1.23	21	$3,885	$46,620
10x20	Climate Controlled	$250	$1.25	63	$15,750	$189,000
10x10	Drive-Up	$100	$1.00	48	$4,800	$57,600
10x15	Drive-Up	$150	$1.00	76	$11,400	$136,800
10x20	Drive-Up	$200	$1.00	290	$58,000	$696,000
10x40	Drive-Up	$325	$0.81	26	$8,450	$101,400
107,950 SF	Climate/Drive-Up Self Storage		AVG $0.82/SF	600	$111,405	**$1,336,860**

Unit Mix Schedule - Total				
Count	Name	Rent As	%	Occupancy
76	10x10	7600	13%	Climate Contolled
21	10x15	3150	4%	Climate Contolled
63	10x20	12600	11%	Climate Contolled
48	10x10	4800	8%	Non Climate
76	10x15	11400	13%	Non Climate
290	10x20	58000	48%	Non Climate
26	10x40	10400	4%	Non Climate
600		107950	100%	

RATE SURVEY

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Unit Size	Type	Website Rates	PSF	On-Site Rates	PSF
Terrace Heights Self Storage					
5 x 10	Drive Up			$65.00	$1.30
10 x 20	Drive Up			$130.00	$0.65
10 x 40	Parking			$100.00	$0.25
Amazing Storage Complex					
5 x 10	Drive Up			$75.00	$1.50
10 x 10	Drive Up			$100.00	$1.00
10 x 15	Drive Up			$125.00	$0.83
10 x 20	Drive Up			$150.00	$0.75
10 x 25	Drive Up			$170.00	$0.68
10 x 30	Drive Up			$190.00	$0.63
12 x 30	Drive Up			$200.00	$0.56
10 x 40	Drive Up			$280.00	$0.70
8 x 40	Parking			$100.00	$0.31
Hayford Road Storage					
10 x 10	Drive Up	$61.00	$0.61	$122.00	$1.22
10 x 15	Drive Up	$63.00	$0.42	$125.00	$0.83
10 x 20	Drive Up	$80.00	$0.40	$160.00	$0.80
12 x 30	Drive Up	$115.00	$0.32	$230.00	$0.64
10 x 30	Parking			$73.00	$0.24
10 x 40	Parking			$89.00	$0.22
12 x 40	Parking			$110.00	$0.23
ABC					
5 x 10	Climate Control			$59.00	$1.18
5 x 10	Hallway			$85.00	$1.70
10 x 10	Hallway			$107.00	$1.07
10 x 15	Drive Up			$149.00	$0.99
10 x 20	Parking			$61.00	$0.31
10 x 25	Parking			$85.00	$0.34
10 x 36	Covered			$143.00	$0.40
12 x 40	Covered			$285.00	$0.59

OPERATIONS PRO FORMA

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Description	Proforma 2025	Year 1	Year 2	Year 3	Year 4	Year 5
Blended $/SF Rates	**$1.02**	**$1.02**	**$1.02**	**$1.05**	**$1.07**	**$1.09**
Potential Gross Rental Income	1,327,740	1,327,740	1,327,740	1,354,295	1,381,381	1,409,008
Vacancy, Discounts & Credit Loss	(1,327,740)	(995,805)	(597,483)	(203,144)	(207,207)	(140,901)
Gross Rental Income	0	331,935	730,257	1,151,151	1,174,174	1,268,107
Late/Admin/Other Fee Income	2,500	2,550	2,601	2,653	2,706	2,760
Retail Product Sales (locks, boxes, etc.)	3,000	3,060	3,121	3,184	3,247	3,312
Tenant Insurance	8,000	5,400	14,256	25,704	29,376	29,964
Other Revenue (Retail Leases)	0	0	0	0	0	0
Effective Gross Revenue	**$13,500**	**$342,945**	**$750,235**	**$1,182,691**	**$1,209,503**	**$1,304,143**
Operating Expenses	**ASSUMPTION OF EXPENSES**					
Marketing & Advertising	18,592	18,964	19,343	19,730	20,125	20,527
Retail Product Costs	0	1,530	1,561	1,592	1,624	1,656
Bank & Credit Card Charges	6,639	5,487	12,004	18,923	19,352	20,866
Insurance	15,500	15,810	16,126	16,449	16,778	17,113
Dues/Subscriptions & Licenses/Permits	2,500	2,550	2,601	2,653	2,706	2,760
Off-Site Management Fees	40,000	40,000	40,000	70,961	72,570	78,249
Office/Site Supplies	7,000	7,140	7,283	7,428	7,577	7,729
Postage & Handling	500	510	520	531	541	552
On-Site Management & Payroll	65,000	66,300	67,626	68,979	70,358	71,765
Repairs & Maintenance	15,000	15,300	15,606	35,481	36,190	36,914
Real Estate Taxes	2,184	2,228	52,350	53,397	54,465	55,555
Telephone & Internet	1,518	1,548	1,579	1,611	1,643	1,676
Utilities	10,500	10,710	10,924	11,143	11,366	11,593
Other Expenses-						
Landscaping/Snow Removal	8,500	8,670	8,843	9,020	9,201	9,385
Software	2,400	2,448	2,497	2,547	2,598	2,650
Trash Removal	1,200	1,224	1,248	1,273	1,299	1,325
Outside Services - Fire, Pest, Security, etc.	3,500	3,570	3,641	3,714	3,789	3,864
Total Operating Expenses	**$200,533**	**$203,989**	**$263,754**	**$325,432**	**$332,181**	**$344,179**
Expense Ratio	**1485%**	**59%**	**35%**	**28%**	**27%**	**26%**
Capital Reserves	0	10,795	11,011	11,231	11,456	11,685
Net Operating Cash Flow	**-$187,033**	**$128,161**	**$475,470**	**$846,028**	**$865,866**	**$948,280**

Construction Cost:
$75/SF X 107,950 SF
$8,096,250 Construction
$1,250,000 Land
Total Project: $9,346,250

Assumes
Yr 1: Occ 25%
Yr 2: Occ 55%
Yr 3: Occ 85%
Yr 4: Occ 85%
Yr 5: Occ 90%

Valuation:
Yr 5: 7.0% CAP RATE
$15,804,663

Yr 5 Equity: $6,458,413

OPERATIONS PRO FORMA

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Unleveraged Financial Summary						
Net operating cash flow		128,161	475,470	846,028	865,866	948,280
Acquisition	(12,086,111)					
Residual value Year 5						15,804,663
Total Cash Flow Before Taxes	**(12,086,111)**	**128,161**	**475,470**	**846,028**	**865,866**	**16,752,943**
Return on Investment		**1.06%**	**3.93%**	**7.00%**	**7.16%**	**38.61%**
				Unleveraged IRR		10.10%

Leveraged Financial Summary						
Net operating cash flow		128,161	475,470	846,028	865,866	948,280
Acquisition	(12,086,111)					
Loan principal	9,064,583					
Loan origination fees and costs	0					
Debt service (principal and interest)		(589,198)	(586,024)	(586,024)	(586,024)	(586,024)
Residual value Year 5						15,804,663
Residual remaining loan value						(9,015,748)
Total Cash Flow Before Taxes	**(3,021,528)**	**(461,037)**	**(110,553)**	**260,004**	**279,843**	**7,151,171**
Return on Investment		**-15.26%**	**-3.66%**	**8.61%**	**9.26%**	**136.67%**
				Leveraged IRR		17.54%

DSCR		0.22	0.81	1.44	1.48	1.62
Debt Yield		1%	5.25%	9.33%	9.55%	10.46%

Construction Cost:
$75/SF X 107,950 SF
$8,096,250 Construction
$1,250,000 Land
Total Project: $9,346,250

Assumes
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Yr 4: Occ 85%
Yr 5: Occ 90%

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AREA LOCATION

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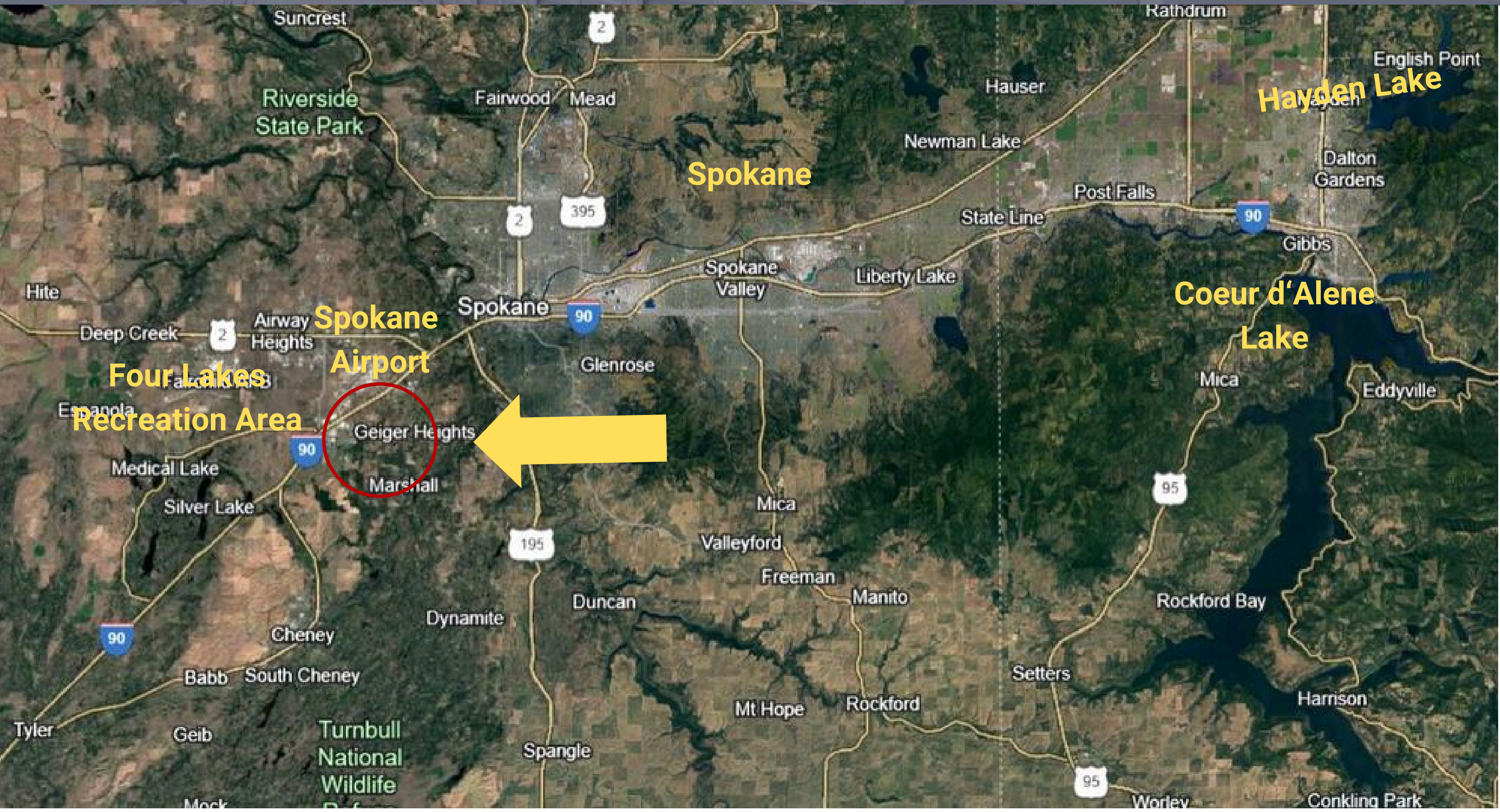

1,800 New Homes
I-90 Off Ramp
New Elementary School
Adjacent to Spokane Airport

DEMOGRAPHICS

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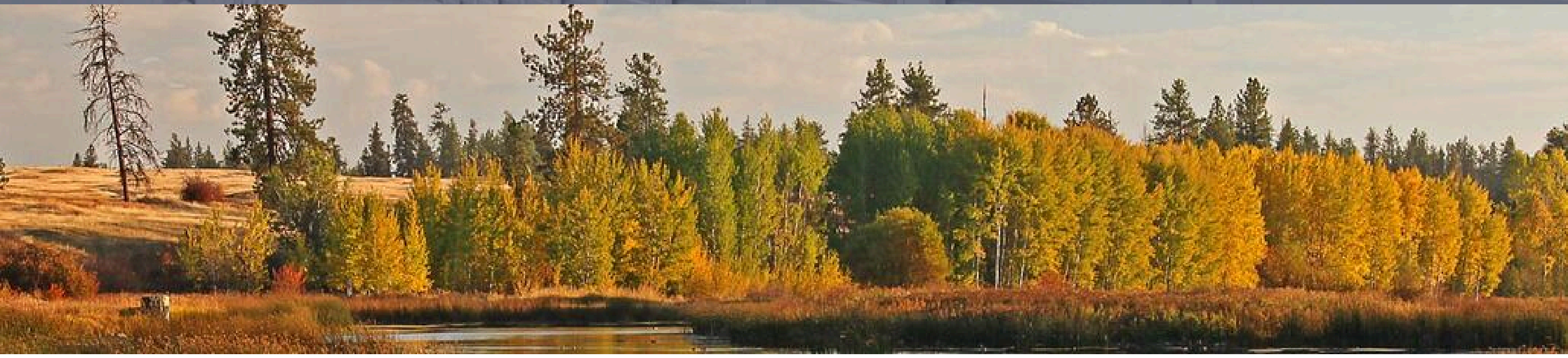

8920 W Hallett Rd, Cheney, WA 99004	0 - 1 mi	0 - 3 mi	0 - 5 mi
Population			
2034 Forecast	2,666	8,044	32,708
2029 Projection	2,471	7,423	30,395
2024 Estimate	2,208	6,576	27,274
Households			
2034 Forecast	957	2,964	11,904
2029 Projection	886	2,731	11,004
2024 Estimate	790	2,414	9,792
Median Household Income	$106,173	$93,919	$85,489
Average Household Income	$115,787	$112,243	$108,816
2024 Estimated Per Capita Income	$36,281	$36,266	$35,176
2024 Estimated Housing Units by Tenure			
Occupied Housing Units	97%	96%	96%
Owner-Occupied	84%	77%	62%
Renter-Occupied	13%	19%	34%

PROPERTY PHOTOS

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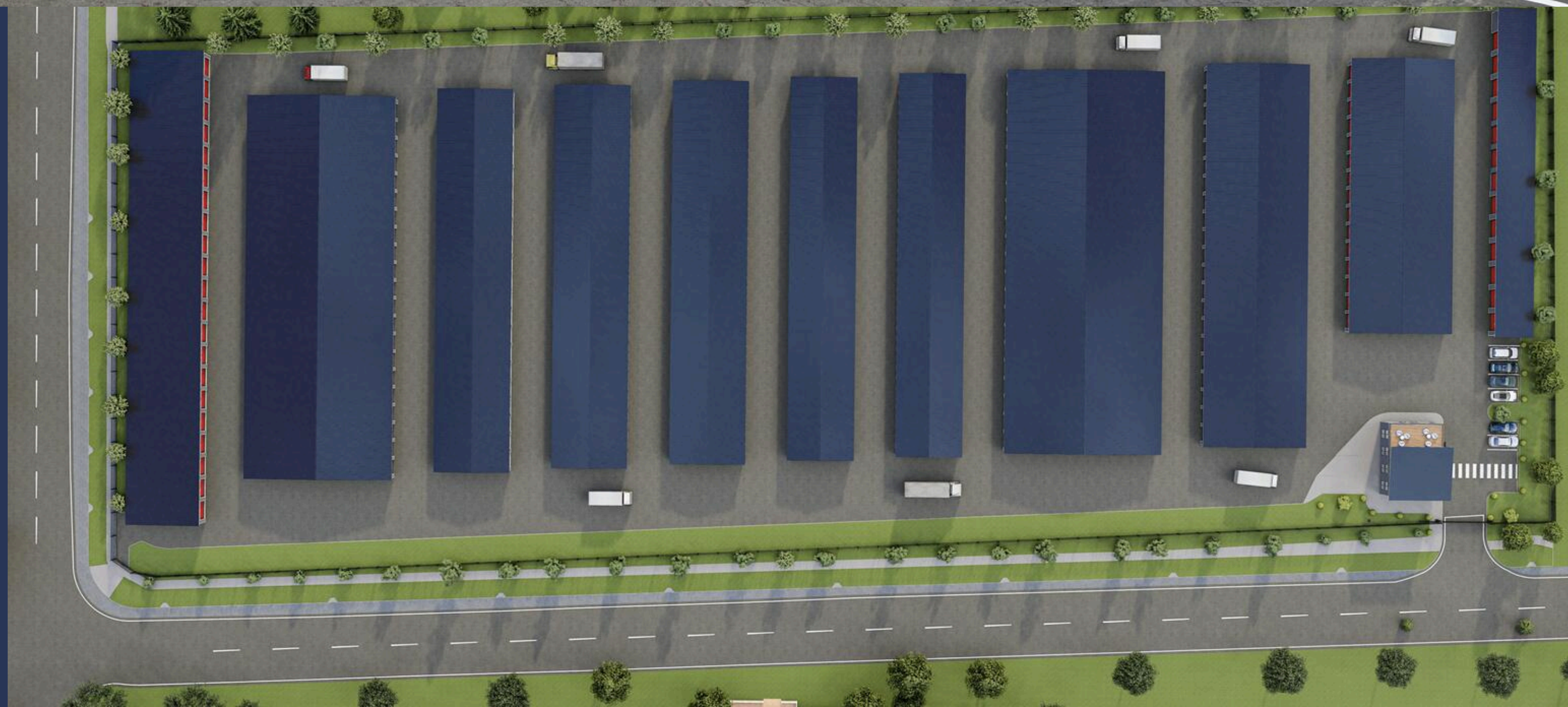

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