



OLD 97 MINI STORAGE



Modern, fully secured self-storage facility totaling ~26,000 net rentable square feet, featuring 111 steel-constructed units with roll-up doors and a leased gravel lot supporting RV, boat, and parking storage. Interior units are operating at a strong ~96% occupancy, providing stable in-place income. The property offers a clear value-add path through rent increases, expansion of additional storage buildings, or further development of RV and parking spaces. Located in an undersupplied Brewster, WA market, the site also presents the opportunity to potentially double its current square footage with future construction.



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8 Hacienda Ln, Brewster, WA 98812



OLD 97
MINI STORAGE

04 EXECUTIVE SUMMARY

05 PROPERTY OVERVIEW

08 FINANCIAL SUMMARY

10 LOCATION OVERVIEW

EXECUTIVE SUMMARY



The Foundation Group is pleased to present **Old 97 Mini Storage**, a 111-unit self-storage facility with 18 parking spaces located in Brewster, Washington. The property offers stable in-place income with a compelling value-add opportunity through lease-up of owner-occupied units and rental rate adjustments.

Positioned within an undersupplied trade area, the asset benefits from limited competition and consistent demand from local residents, small businesses, and seasonal users, with additional upside supported by future expansion potential.

PROPERTY OVERVIEW

OFFERING

Price
\$1,650,000

Address
8 Hacienda Ln, Brewster, WA 98812

County
Okanogan County

Property ID
3125201002

Units
111

Year Built
2017-2023

Approx. Lot Size
217,800

Approx. Net RSF
26,010

Price / Unit
\$14,865

Price / Net RSF
\$75

Current GRM
10.85

Market GRM
8.66

Current Cap Rate
6.70%

Market Cap Rate
7.47%



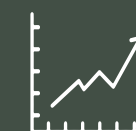
Low Expense, Efficient Operations

Minimal operating costs supported by the absence of traditional utilities and solar-powered gate operations, resulting in a highly efficient expense structure.



Undersupplied Trade Area

Limited self-storage inventory within the immediate 3-5 mile radius supports stable occupancy and reduced competitive pressure.



Strong Local Demand Drivers

Demand supported by residential growth, seasonal migration, and ongoing usage from local residents and small businesses.



Compelling Value-Add Opportunity

Immediate upside through leasing owner-occupied units and adjusting rents to market levels, with additional long-term growth via expansion potential.



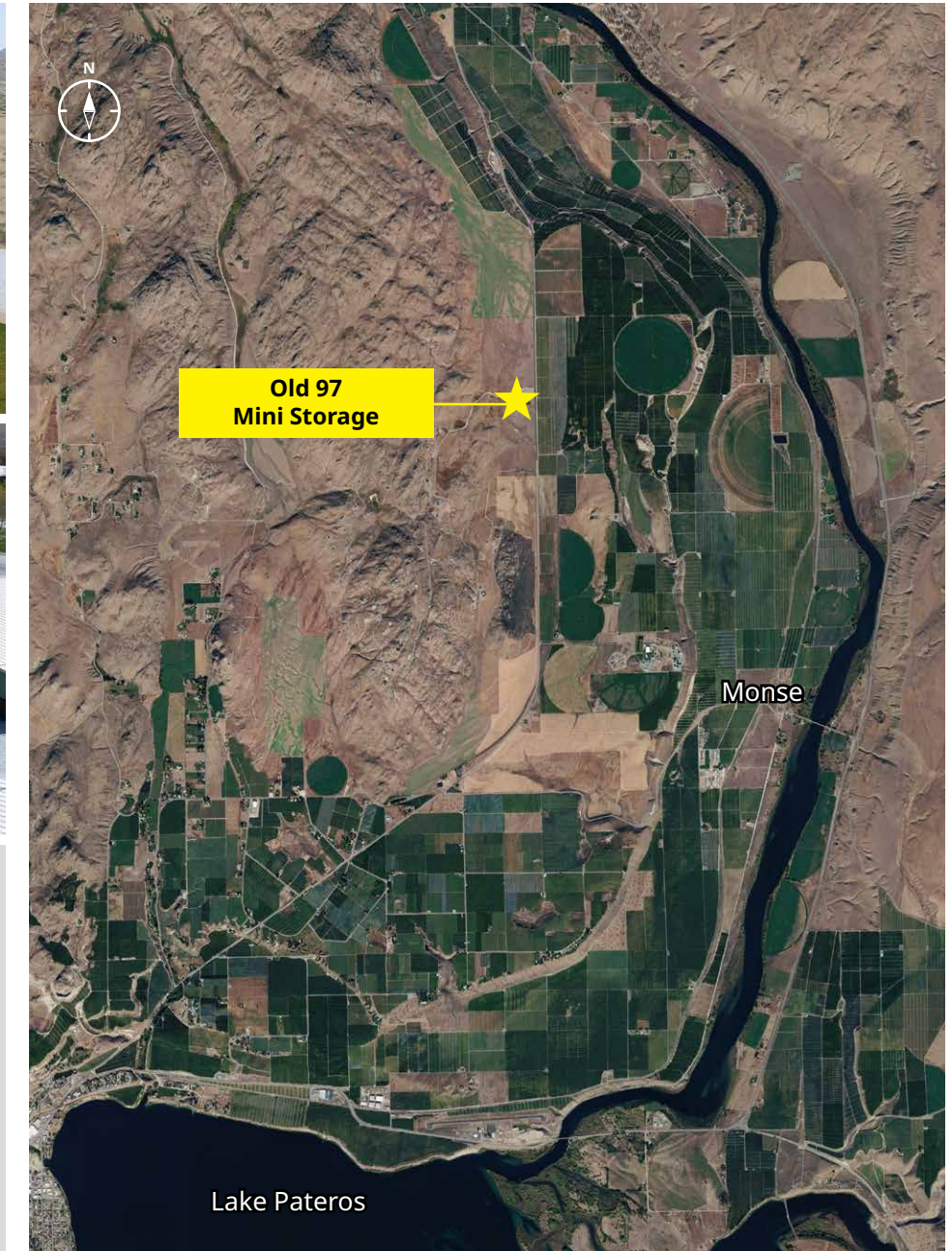
PROPERTY HIGHLIGHTS

- All units feature **drive-up, exterior access**
- Constructed with **pre-engineered steel buildings on poured concrete slab foundations**
- Equipped with **roll-up steel doors**
- **Phased development from 2018–2025**, with the most recent building completed in 2025
- **Expansion potential** to approximately double existing rentable square footage
- Additional **secured land area** allows for expanded parking with minimal improvements (gravel)
- **Automated gate system** with secure access controls
- **Fully fenced and secure facility**
- Operates with **no on-site water or sewer**, minimizing operating expenses
- Gate system powered via **solar energy**



FINANCIAL NOTES / UPSIDE

- Ownership currently utilizes **three units for personal use**. These units are included in physical occupancy but do not generate rental income. Leasing these units at market rates represents **immediate revenue upside**.
- The property operates with **no traditional utility infrastructure (water/sewer/electric)**, contributing to a **low expense profile**.



FINANCIAL SUMMARY

SCHEDULED INCOME

UNIT MIX			Current		MARKET		PROFORMA		
# Of Units	Unit Size	Approx. Sqft.	Rent	Avg Price \$/SF	Rent	Avg Price \$/SF	Rent	Avg Price \$/SF	
24	10x10	100	\$60	\$0.60	\$75	\$0.75	\$78	\$0.78	
16	12x15	180	\$90	\$0.50	\$100	\$0.56	\$104	\$0.58	
48	10x20	200	\$100	\$0.50	\$110	\$0.55	\$114	\$0.57	
16	12x35	420	\$200	\$0.48	\$210	\$0.50	\$218	\$0.52	
7	14x45	630	\$250	\$0.40	\$260	\$0.41	\$270	\$0.43	
Parking	5	12x20	240	\$35	\$0.15	\$40	\$0.17	\$42	\$0.17
	13	12x40	480	\$45	\$0.09	\$50	\$0.10	\$52	\$0.11
Totals:	129	Approx. 33,450 SF	\$13,390	\$0.40	\$14,710	\$0.44	\$15,298	\$0.46	

FINANCIAL SUMMARY

INCOME & EXPENSES

INCOME	CURRENT	MARKET	PROFORMA
Gross Scheduled Income	\$160,680	\$176,520	\$183,581
Vacancy	\$3,214 (2%)	\$17,652 (10%)	\$18,358 (10%)
GROSS EFFECTIVE INCOME	\$157,466	\$158,868	\$165,223
EXPENSES			
Property Taxes	\$9,234	\$9,234	\$12,580
Insurance	\$6,566	\$6,566	\$6,566
Maint./Repairs/T.O.	\$2,500	\$2,500	\$2,500
Landscaping/Snow removal	\$1,304	\$1,304	\$1,304
Pro Management @ 5%	\$6,000	\$6,000	\$6,000
Software	\$6,000	\$6,000	\$6,000
Porta potty	\$1,200	\$1,200	\$1,200
Legal	\$975	\$975	\$975
Security	\$480	\$480	\$480
B&O Taxes	\$2,410	\$2,410	\$2,754
Reserves	\$5,000	\$5,000	\$5,000
TOTAL EXPENSES	\$41,669	\$41,669	\$45,359
NET OPERATING INCOME	\$115,797	\$117,199	\$119,864

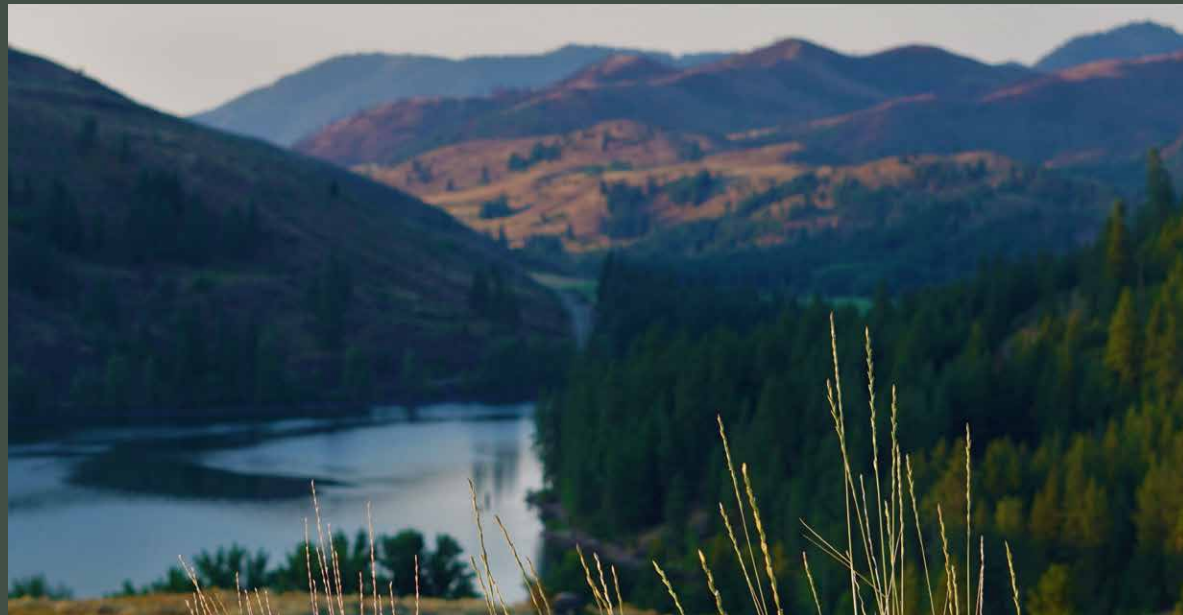


LOCATION OVERVIEW

OKANOGAN COUNTY, WA

Okanogan County is the largest county by area in Washington, spanning over 5,200 square miles of rugged and diverse terrain in the north-central part of the state. The landscape is defined by a dramatic transition from the high-desert shrub-steppe and lush river valleys in the south and east to the towering, snow-capped peaks of the North Cascade Mountains in the west. This vast territory is bounded by the Canadian border to the north and the Columbia River to the south, creating a natural fortress of wilderness and agricultural land.

The local economy is deeply rooted in natural resources and land use, with agriculture serving as the primary economic engine. The region is a major contributor to the state's



45,230

Population (2025 est.)

7.4%

Population Growth (2020-2025)

2.3

Persons per Household

43.2

Median Age

\$63,207

Median Household Income



Government

5,144

Jobs



Agriculture, forestry, fishing and hunting

3,571

Jobs



Retail trade

2,203

Jobs



Healthcare and social assistance

1,664

Jobs



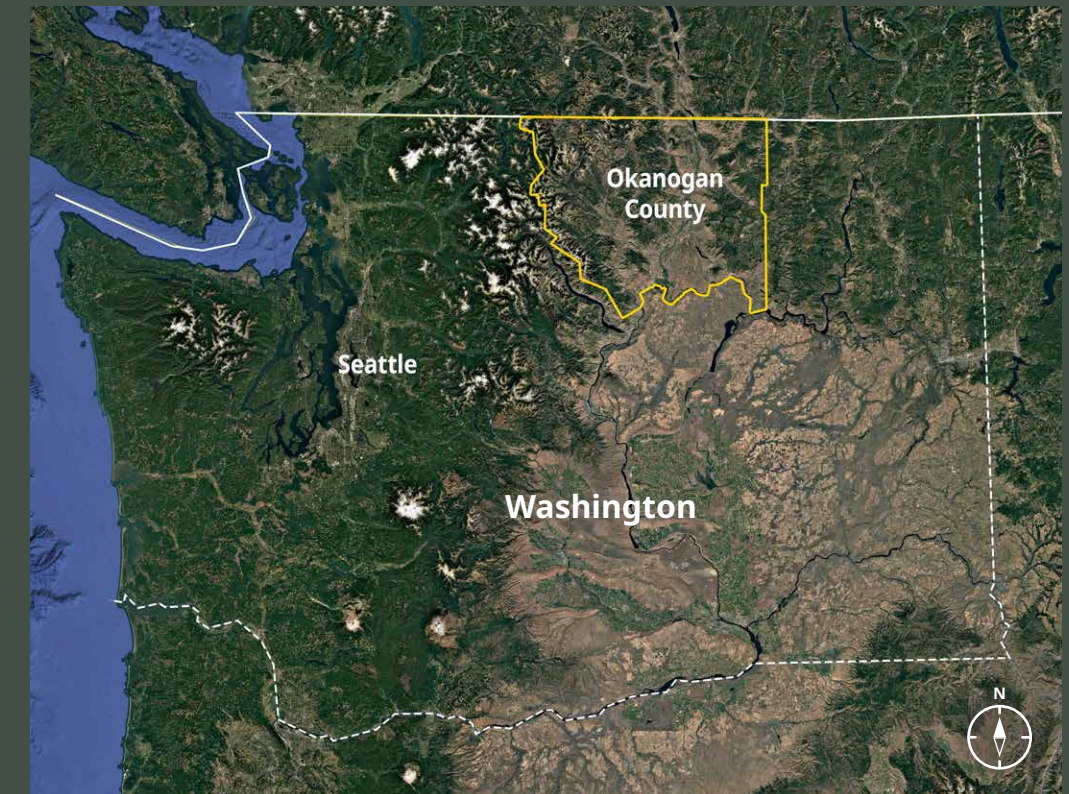
Accommodation and food services

1,115

Jobs

fruit production, specifically renowned for its vast orchards of apples, pears, and cherries, alongside significant wheat farming. In recent decades, tourism has grown into a vital secondary industry, fueled by year-round outdoor recreation. Visitors are drawn to the world-class cross-country skiing trails of the Methow Valley, the rugged hiking paths of the Pacific Crest Trail, and the popular fishing spots along the Okanogan and Similkameen Rivers.

Culturally and socially, the county is a tapestry of historic pioneer heritage and indigenous history. A significant portion of the land is comprised of the Colville Indian Reservation, and the Colville Confederated Tribes remain a central cultural cornerstone and a major employer for the region. The major population centers each offer a distinct character: Omak serves as the commercial hub and is home to the famous Omak Stampede; the town of Okanogan acts as the historic county seat; and Winthrop maintains a strict Western-themed aesthetic that draws thousands of tourists annually.





Lake Pateros, Brewster

BREWSTER, WA

Brewster is a strategically located community within Okanogan County, positioned along the Columbia River at the intersection of key regional routes including US-97 and State Route 173. The city serves as a local service hub for surrounding rural areas, drawing residents and businesses from nearby communities for daily needs and commercial activity.

The immediate area surrounding Brewster is characterized by a

mix of residential neighborhoods, agricultural land, and small business operations. Its central location within the region enhances accessibility and visibility, supporting consistent usage patterns for service-oriented assets such as self-storage.

Overall, Brewster functions as a key local node within a broader rural network, making it a practical and convenient location for self-storage users within the immediate and surrounding trade area.

POINTS OF INTEREST

GOLF

Gamble Sands

Gamble Sands is a nationally recognized golf destination along the Columbia River that attracts regional and out-of-state visitors year-round.

Alta Lake Golf Resort

Alta Lake Golf Resort is a scenic seasonal golf course and recreational destination located north of Brewster that draws visitors from across the region.



Gamble Sands

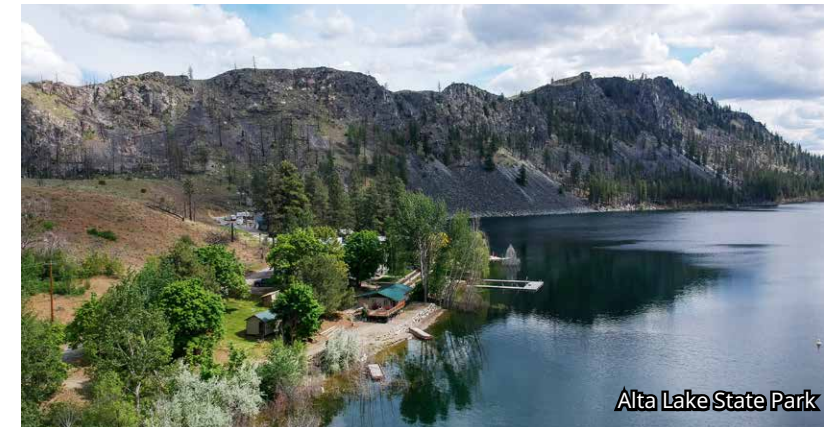
STATE PARKS

Alta Lake State Park

Alta Lake State Park offers lakefront camping, boating, and outdoor recreation, serving as a popular seasonal destination in the summer months.

Bridgeport State Park

Bridgeport State Park is a Columbia River-front park offering camping, fishing, and boating access that attracts steady seasonal recreational traffic.



Alta Lake State Park

SKIING

Loup Loup Ski Bowl

Loup Loup Ski Bowl is a local ski area providing winter recreation for residents and visitors throughout north-central Washington.

Methow Trails

Methow Trails is a renowned trail system in the Methow Valley offering extensive cross-country skiing in winter and hiking and biking in summer, attracting year-round regional visitors.



Methow Trails



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