



OFFERING MEMORANDUM

Guardian Self Storage

2961 Fruitridge Road, Sacramento, CA 95820

Colliers



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EXCLUSIVELY LISTED BY

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Do Not Disturb On-Site Personnel
All Property Tours Should Be Scheduled
Through The Listing Agent

OFFERS SHOULD BE IN THE FORM OF A LETTER OF INTENT (LOI) AND AT A MINIMUM OFFERS SHOULD INCLUDE THE FOLLOWING:

1. Offered price
2. Earnest Money Deposit
3. Due Diligence Time Period
4. Closing Period
5. Buyer Source of Funds and/or Qualifications

This property is being offered for sale on a strict “As-Is, Where-Is” basis. Detailed financial projections, building plans, environmental reports and other due diligence materials will be made available upon receipt of signed NDA Agreement.

Offers Considered as Submitted

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Executive Summary

The Colliers Self-Storage Team is pleased to exclusively offer an investment opportunity in Guardian Self Storage, located at 2961 Fruitridge Road, Sacramento, California. This self-storage facility provides investors with a rare opportunity to acquire a mom and pop self-managed, income-generating asset in a market with tremendous demographics and an irreplaceable location. With 317 units and 35,310 rentable square feet, the property is expected to generate a current project NOI of \$323,188. This is a stabilized cash flowing facility that is currently 86% physically occupied. The property features a keypad gated entry, an on-site management office, and 24-hour video surveillance.

The location of this facility benefits from an extremely dense and growing surrounding population. The population within five miles of the facility is 404,189 with a strong household median income of \$82,263 that is expected to increase by 10% over the next five years. The facility is located a couple miles just south of Downtown Sacramento and is surrounded by residential neighborhoods, as well as restaurants, retail stores, and schools. This facility also offers great street frontage and daily traffic counts of around 19,000 cars per day.

This offering presents a compelling acquisition for investors seeking a self-storage asset with a solid foundation and significant upside. The combination of a favorable location, stabilized income, and the opportunity to enhance performance through adding professional management makes Guardian Self Storage a highly attractive addition to any portfolio. We are confident that this property will continue to perform well and deliver strong returns, making it an ideal opportunity for both seasoned investors and those looking to enter the self-storage sector.



Investment Summary

Guardian Self Storage

2961 Fruitridge Road, Sacramento, CA 95820

Call For Offers Due on July 21, 2026

 **317** Units

 **35,310 SF** NRA

 **2.0 AC** Land Area

 **\$323,188** Current NOI

 **86%** Occupancy

 **Market Bid** Asking Price



Investment Highlights

- 35,310 square feet
- 317 non-climate-controlled units
- “Mom and Pop” owned and managed
- High physical occupancy of 86%
- Significant upside by bringing below-market rents up to market rents
- Undersaturated self-storage market: 6.66 NRSF per capita
- Extremely dense population: 404,189 people within a five-mile radius
- Opportunity to implement Tenant Insurance Program

Location Highlights

Sacramento, California

Sacramento, California, is the state's capital and a growing metropolitan area known for its diverse economy, high quality of life, and strategic location in Northern California. Situated at the crossroads of major interstate highways, the city serves as a regional hub for government, healthcare, education, logistics, and technology. Continued population growth, driven in part by migration from higher-cost California markets, has created sustained demand for both residential and commercial real estate.

Sacramento's growing population, steady household formation, and ongoing residential development generate consistent demand for storage from homeowners, renters, and businesses alike. The region's diversified employment base provides economic stability, while the mix of urban infill neighborhoods and expanding suburban communities creates multiple demand drivers for self-storage facilities. In addition, Sacramento's central location supports commercial users, small businesses, and contractors who rely on storage as part of their operations.

Demographics

(within 5 miles of subject property)



Current Population

404,189

(increase to 413,124 in 5 years)



Median Household Income

\$82,263

(increase to \$91,025 in 5 years)

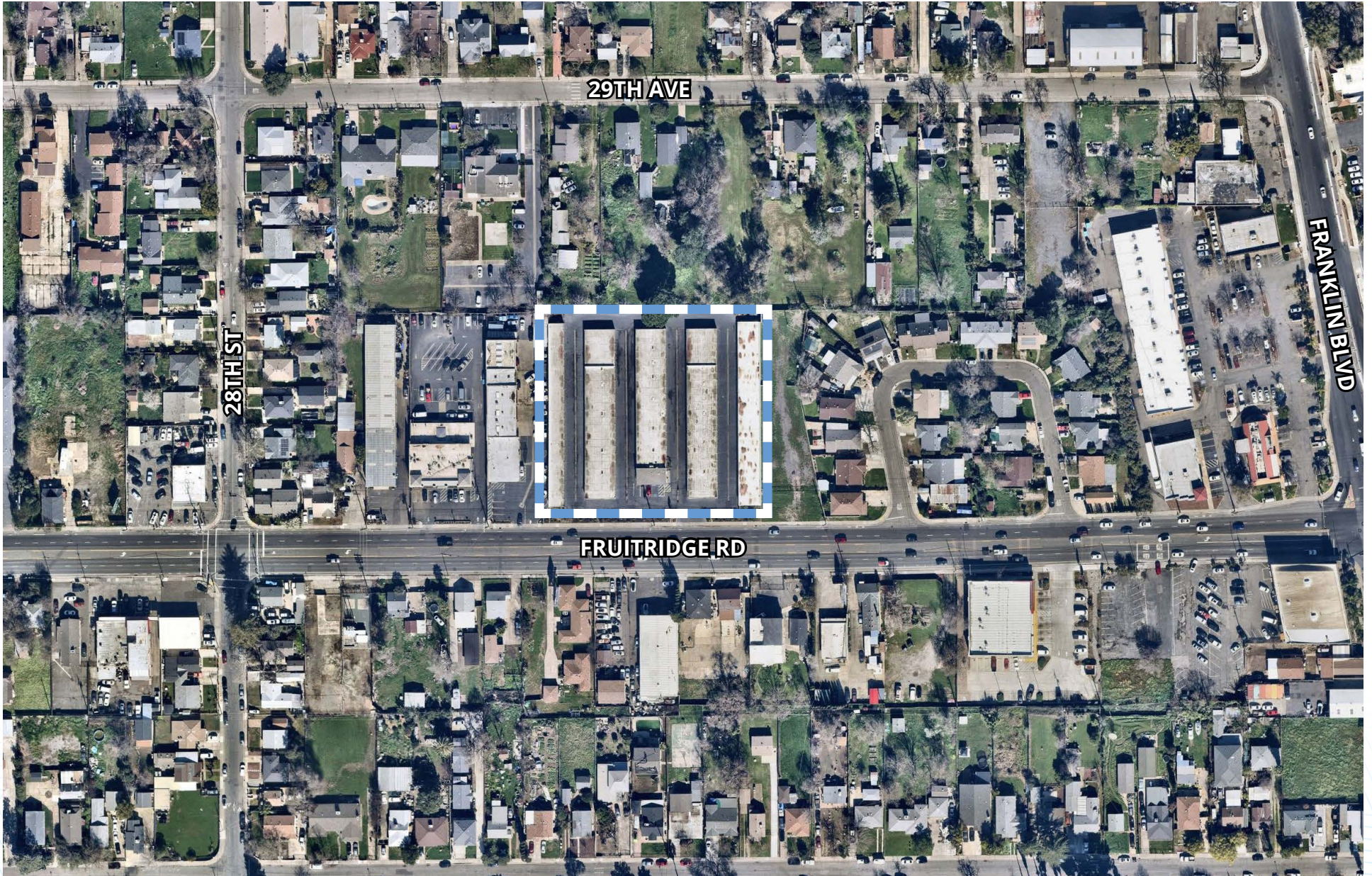


Per Capita Income

\$42,178

(increase to \$46,274 in 5 years)

Property Aerial



Property Photos



Property Photos



Property Photos



Consolidated Occupancy

Unit Size	Unit SF	Occupied Units	Vacant Units	Total Units	Occupancy %	In-Place Rent/Mo	In-Place Income/Mo	In-Place Income/Yr	GPR (Market) Rent/Mo	GPR (Market) Income/Mo	GPR (Market) Income/Yr	Total SF
Non Climate Controlled - Interior												
5x5	25	24	16	40	60.0%	\$60	\$1,440	\$17,280	\$70	\$2,800	\$33,600	1,000
6x8	48	19	1	20	95.0%	\$75	\$1,425	\$17,100	\$85	\$1,700	\$20,400	960
5x10	50	55	9	64	85.9%	\$85	\$4,675	\$56,100	\$95	\$6,080	\$72,960	3,200
6x10	60	12	3	15	80.0%	\$95	\$1,140	\$13,680	\$105	\$1,575	\$18,900	900
10x10	100	1	2	3	33.3%	\$140	\$140	\$1,680	\$160	\$480	\$5,760	300
10x10	100	1	0	1	100.0%	\$140	\$140	\$1,680	\$160	\$160	\$1,920	100
		112	31	143	78.3%		\$8,960	\$107,520		\$12,795	\$153,540	6,460
Drive-Up												
8x10	80	14	0	14	100.0%	\$110	\$1,540	\$18,480	\$120	\$1,680	\$20,160	1,120
10x10	100	47	2	49	95.9%	\$150	\$7,050	\$84,600	\$170	\$8,330	\$99,960	4,900
10x13	130	1	0	1	100.0%	\$160	\$160	\$1,920	\$180	\$180	\$2,160	130
10x15	150	32	6	38	84.2%	\$180	\$5,760	\$69,120	\$190	\$7,220	\$86,640	5,700
10x20	200	44	2	46	95.7%	\$210	\$9,240	\$110,880	\$220	\$10,120	\$121,440	9,200
10x30	300	24	1	25	96.0%	\$305	\$7,320	\$87,840	\$315	\$7,875	\$94,500	7,500
		162	11	173	93.6%		\$31,070	\$372,840		\$35,405	\$424,860	28,550
Parking												
10x30	300	0	1	1	0.0%	\$100	\$0	\$0	\$100	\$100	\$1,200	300
		0	1	1	0.0%		\$0	\$0		\$100	\$1,200	300

Unit Mix Summary





Unit Type	Total Units	Total NSRF	Vacant Units	Occupied Units	Occupancy %	In-Place Rent (Monthly)	In-Place Rent (Annual)	Market GPR (Monthly)	Market GPR (Annual)
Non Climate Controlled - Interior	143	6,460	31	112	78%	\$8,960	\$107,520	\$12,795	\$153,540
Drive-Up	173	28,550	11	162	94%	\$31,070	\$372,840	\$35,405	\$424,860
Parking	1	300	1	0	0%			\$100	\$1,200
Totals	317	35,310	43	274	86%	\$40,030	\$480,360	\$48,300	\$579,600

Pro Forma





INCOME		Current	Year 1		Year 2		Year 3		Year 4		Year 5	
Rental Income												
Gross Potential Rental Income	\$1.29	\$547,610	\$1.37	\$579,600	\$1.44	\$608,580	\$1.51	\$639,009	\$1.58	\$670,959	\$1.66	\$704,507
Physical Vacancy	14.0%	\$(67,250)	5.0%	\$(28,980)	5.0%	\$(30,429)	5.0%	\$(31,950)	5.0%	\$(33,548)	5.0%	\$(35,225)
Total Economic Vacancy	12.3%	\$(67,250)	5.0%	\$(28,980)	5.0%	\$(30,429)	5.0%	\$(31,950)	5.0%	\$(33,548)	5.0%	\$(35,225)
Effective Gross Rental Income	\$1.32	\$480,360	\$1.37	\$550,620	\$1.44	\$578,151	\$1.51	\$607,059	\$1.58	\$637,411	\$1.66	\$669,282
Other Income												
Fee Charges		\$33,996		\$35,016		\$36,066		\$37,148		\$38,263		\$39,411
Tenant Insurance				\$10,000		\$10,300		\$10,609		\$10,927		\$11,255
Total Other Income		\$33,996		\$45,016		\$46,366		\$47,757		\$49,190		\$50,666
Effective Gross Income		\$514,356		\$595,636		\$624,517		\$654,816		\$686,602		\$719,948
EXPENSES												
Real Estate Taxes		\$61,448		\$61,448		\$62,677		\$63,930		\$65,209		\$66,513
Insurance		\$12,000		\$12,000		\$12,360		\$12,731		\$13,113		\$13,506
Repairs & Maintenance		\$4,497		\$4,496		\$4,631		\$4,770		\$4,913		\$5,060
General & Administrative		\$7,337		\$7,337		\$7,557		\$7,784		\$8,017		\$8,258
Office Supplies & Software		\$1,380		\$1,380		\$1,421		\$1,464		\$1,508		\$1,553
Telephone & Internet		\$-		\$1,500		\$1,545		\$1,591		\$1,639		\$1,688
Security Expense		\$1,004		\$1,000		\$1,030		\$1,061		\$1,093		\$1,126
Credit Card & Bank Fees		\$430		\$3,000		\$3,090		\$3,183		\$3,278		\$3,377
Payroll		\$53,016		\$53,016		\$54,606		\$56,245		\$57,932		\$59,670
Off-Site Management Fees		\$25,000	5%	\$29,782	5%	\$31,226	5%	\$32,741	5%	\$34,330	5%	\$35,997
Utilities		\$23,788		\$23,788		\$24,502		\$25,237		\$25,994		\$26,774
Marketing & Advertising		\$1,269		\$3,000		\$3,090		\$3,183		\$3,278		\$3,377
Total Operating Expenses	37.2%	\$191,169		\$201,747	33.3%	\$207,735	32.7%	\$213,919	32.1%	\$220,304	31.5%	\$226,899
Net Operating Income		\$323,188		\$393,889		\$416,782		\$440,897		\$466,297		\$493,049

Rent Comparables

NON CLIMATE CONTROLLED - INTERIOR

#	Name	5x5	5x10	10x10	Distance
	Guardian Self Storage	\$60	\$85	\$140	Subject
	Security Public Storage	-	\$120	\$182	0.6 miles
	U-Haul	\$75	-	-	2.0 miles
	Freeport Self Storage	\$126	-	-	2.1 miles
COMP AVERAGE		\$100.48	\$120.00	\$182.00	1.57 miles
COMP MEDIAN		\$100.48	\$120.00	\$182.00	2.00 miles

DRIVE-UP

#	Name	10x10	10x15	10x20	Distance
	Guardian Self Storage	\$150	\$180	\$210	Subject
	Security Public Storage	\$175	-	\$304	0.6 miles
	U-Haul	\$165	\$200	\$225	2.0 miles
	Freeport Self Storage	\$217	\$289	\$317	2.1 miles
COMP AVERAGE		\$185.65	\$244.48	\$281.98	1.57 miles
COMP MEDIAN		\$175.00	\$244.48	\$304.00	2.00 miles

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