



VERSAL

# HWY 287 SELF STORAGE

3740 OLD HWY 287, WAXAHACHIE, TX 75165

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# THE OPPORTUNITY



Hwy 287 Self Storage is located in Waxahachie, Texas. Waxahachie is south of Dallas and falls within the Dallas – Fort Worth MSA.

The property features 153 non-climate units for a total of 22,900 NRSF. The average unit size is 150 NRSF. The facility is currently 62% occupied, giving a future owner significant value-add opportunity.

The facility has frontage along Highway 287 and is only 5.4 miles from Interstate 35. A 5-mile radius around the property includes a population of 8,060 with an average household income of \$106,394.

Construction highlights include metal and steel construction, concrete drives, an on-site leasing office, perimeter fencing, gated keypad access, security

cameras, exterior lighting, and a manager's apartment.

Hwy 287 Self Storage is being listed for sale at \$1,700,000.



# THE PROPERTY



## LOCATION

- Waxahachie, TX
- Dallas - Fort Worth MSA
- \$106,394 Average Household Income Within 5 Miles
- 8,060 Population Within 5 Miles
- Highway 287 Frontage
- 5.4 Miles from I-35

## FEATURES

- \$1,700,000
- 153 NC Units
- 22,900 NRSF
- 62% Occupancy
- Value-Add Opportunity
- On-Site Office



# EXECUTIVE SUMMARY

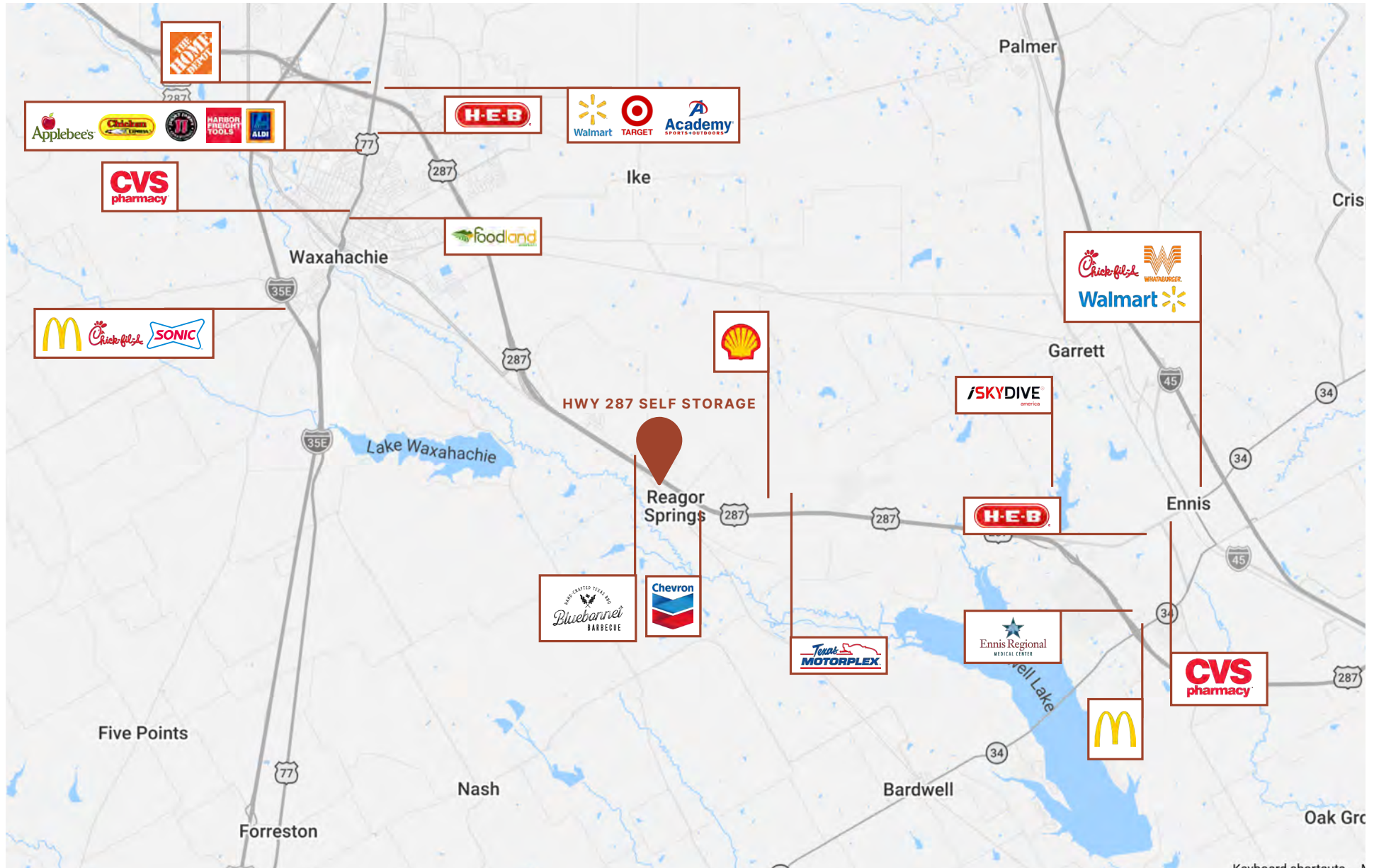


PROPERTY NAME	HWY 287 SELF STORAGE
OFFERING PRICE:	\$1,700,000
ADDRESS:	3740 OLD HWY 287
CITY / STATE / ZIP:	WAXAHACHIE, TX 75165
COUNTY:	ELLIS
PARCEL:	220805
YEAR BUILT:	2003, 2017, 2023, 2025
NRSF:	22,900
TOTAL UNITS:	163
PARKING:	NONE
BUILDINGS:	10
ELEVATORS:	NONE
AVG. UNIT SIZE NC:	150 SF
AVG. UNIT SIZE CC:	NONE
ECONOMIC OCCUPANCY:	47%
PHYSICAL OCCUPANCY (SQ. FT.):	62%
PHYSICAL OCCUPANCY (UNITS):	53%
ACRES:	2.05
CONSTRUCTION MATERIALS:	METAL, STEEL, CONCRETE
TRAFFIC COUNT (HWY 287):	25,846 VPD
EXPANSION ROOM:	YES
OFFICE:	YES
APARTMENT:	YES
PERSONNEL:	1 PT
SPAREFOOT:	YES
1 MILE POPULATION:	491
1 MILE MEDIAN HHI:	\$112,877
1 MILE AVERAGE HHI:	\$129,714
3 MILE POPULATION:	3,001
3 MILE MEDIAN HHI:	\$114,194
3 MILE AVERAGE HHI:	\$130,174
5 MILE POPULATION:	8,060
5 MILE MEDIAN HHI:	\$88,732
5 MILE AVERAGE HHI:	\$106,394





# RETAILER MAP



# PHOTOS



# PHOTOS



# AERIAL PHOTO



# UNIT MIX

SIZE	TYPE	STREET RATE	SQ. FT./ UNIT	PRICE/ SQ. FT.	TOTAL UNITS	TOTAL SQ. FT.	OCCUPIED	VACANT	UNIT OCCUPANCY	OCCUPIED SQ. FT.	SQ. FT. OCCUPANCY	GPR / MONTH	GPR / YEAR
5 X 10	NC	\$80	50	\$1.60	8	400	1	7	13%	50	13%	\$640	\$7,680
10 X 10	NC	\$90	100	\$0.90	51	5,100	27	24	53%	2,700	53%	\$4,590	\$55,080
10 X 15	NC	\$100	150	\$0.67	51	7,650	21	30	41%	3,150	41%	\$5,100	\$61,200
10 X 20	NC	\$90	200	\$0.45	2	400	2	0	100%	400	100%	\$180	\$2,160
10 X 20	NC	\$152	200	\$0.76	26	5,200	23	3	88%	4,600	88%	\$3,952	\$47,424
10 X 25	NC	\$162	250	\$0.65	7	1,750	6	1	86%	1,500	86%	\$1,134	\$13,608
10 X 30	NC	\$182	300	\$0.61	7	2,100	5	2	71%	1,500	71%	\$1,274	\$15,288
12 X 25	NC	\$172	300	\$0.57	1	300	1	0	100%	300	100%	\$172	\$2,064
12 X 25	UNCOVERED PARKING	\$95	N/A	N/A	10	N/A	0	10	0%	N/A	N/A	\$950	\$11,400



# UNIT MIX SUMMARY

TYPE	TOTAL UNITS	TOTAL SQ. FT.	OCCUPIED	VACANT	UNIT OCCUPANCY	TOTAL SQ. FT. OCCUPIED	SQ. FT. OCCUPANCY	GPR / MONTH	GPR / YEAR	\$ / NRSF	AVG. UNIT SIZE (SQ. FT.)
NC	153	22,900	86	67	56%	14,200	62%	\$17,042	\$204,504	\$8.93	150
UNCOVERED PARKING	10	N/A	0	10	0%	N/A	N/A	\$950	\$11,400	N/A	N/A
<b>TOTAL</b>	<b>163</b>	<b>22,900</b>	<b>86</b>	<b>77</b>	<b>53%</b>	<b>14,200</b>	<b>62%</b>	<b>\$17,992</b>	<b>\$215,904</b>	<b>\$9.43</b>	<b>150</b>



# INCOME & EXPENSES

	T3 (JAN - MAR 2026)		PRO FORMA GPR INCREASE		
		MARKET ADJUSTED OCCUPANCY →	10% GPR INC.		
HWY 287 SELF STORAGE			80%	85%	90%
GPR/NRSF	\$9.43	\$9.43	\$10.37	\$10.37	\$10.37
RENTAL INCOME/NRSF	\$4.46	\$4.46	\$8.30	\$8.82	\$9.33
EGI/NRSF	\$4.82	\$4.82	\$8.88	\$9.43	\$9.99
ACHIEVED RENT / NRSF	\$0.37	\$0.37	\$0.69	\$0.73	\$0.78
<b>REVENUE</b>					
<b>GROSS POTENTIAL RENT</b>	<b>\$215,904</b>	<b>\$215,904</b>	<b>\$237,494</b>	<b>\$237,494</b>	<b>\$237,494</b>
	GPR INC %	0%	10%	10%	10%
	ECONOMIC VACANCY %	53%	20%	15%	10%
ECONOMIC VACANCY	(\$113,754)	(\$113,754)	(\$47,499)	(\$35,624)	(\$23,749)
<b>TOTAL RENTAL INCOME</b>	<b>\$102,150</b>	<b>\$102,150</b>	<b>\$189,996</b>	<b>\$201,870</b>	<b>\$213,745</b>
INSURANCE COMMISSION (NET)	\$12.00	\$8,233	\$8,233	\$8,544	\$9,078
LATE FEES	2.0%	\$0	\$0	\$3,800	\$4,037
ADMIN FEES	0.5%	\$0	\$0	\$950	\$1,009
OTHER INCOME		\$8,233	\$8,233	\$13,294	\$14,955
<b>EFFECTIVE GROSS INCOME</b>	<b>\$110,383</b>	<b>\$110,383</b>	<b>\$203,289</b>	<b>\$215,995</b>	<b>\$228,700</b>
	MONTHLY AVERAGE EGI	\$9,199	\$9,199	\$16,941	\$18,000
<b>EXPENSES</b>					
PROPERTY TAXES	\$0.50	\$0	\$26,197	\$26,197	\$26,197
INSURANCE (\$ / NRSF)	5.0%	\$15,292	\$11,450	\$11,450	\$11,450
MANAGEMENT FEE (% OF EGI)		\$12,000	\$5,519	\$10,164	\$10,800
PAYROLL	\$0.20	\$0	\$6,000	\$6,000	\$6,000
REPAIRS & MAINTENANCE (\$ / NRSF)	2.3%	\$9,759	\$4,580	\$4,580	\$4,580
CREDIT CARD FEES (% OF EGI)		\$2,990	\$2,539	\$4,676	\$4,968
COMPUTER HARDWARE & SOFTWARE		\$5,822	\$3,360	\$3,360	\$3,360
ADVERTISING		\$14,266	\$3,000	\$3,000	\$3,000
TELEPHONE & INTERNET		\$1,963	\$2,400	\$2,400	\$2,400
UTILITIES		\$2,346	\$2,346	\$2,346	\$2,346
LANDSCAPING		\$0	\$500	\$500	\$500
PEST CONTROL		\$0	\$500	\$500	\$500
TRASH		\$0	\$500	\$500	\$500
PROFESSIONAL FEES		\$3,900	\$500	\$500	\$500
OFFICE SUPPLIES		\$0	\$200	\$200	\$200
POSTAGE & DELIVERY		\$213	\$200	\$200	\$200
DUES & SUBSCRIPTIONS		\$80	\$200	\$200	\$200
ASSET MANAGEMENT FEE		\$4,000	\$0	\$0	\$0
OTHER		\$928	\$0	\$0	\$0
<b>TOTAL EXPENSES</b>	<b>\$73,558</b>	<b>\$69,991</b>	<b>\$76,773</b>	<b>\$77,700</b>	<b>\$78,628</b>
<b>NOI</b>	<b>\$36,825</b>	<b>\$40,393</b>	<b>\$126,516</b>	<b>\$138,294</b>	<b>\$150,072</b>



# 7 YEAR ANALYSIS

HWY 287 SELF STORAGE	MARKET ADJUSTMENTS	YEAR 1 PROJECTED	YEAR 2 PROJECTED	YEAR 3 PROJECTED	YEAR 4 PROJECTED	YEAR 5 PROJECTED	YEAR 6 PROJECTED	YEAR 7 PROJECTED
GPR/NRSF	\$9.43	\$9.90	\$10.39	\$10.71	\$11.03	\$11.36	\$11.70	\$12.05
RENTAL INCOME/NRSF	\$4.46	\$5.94	\$7.80	\$9.10	\$9.37	\$9.65	\$9.94	\$10.24
EGI/NRSF	\$4.82	\$6.37	\$8.34	\$9.72	\$10.00	\$10.29	\$10.59	\$10.90
YOY GPR GROWTH	5.0%	5.0%	5.0%	3.0%	3.0%	3.0%	3.0%	3.0%

## REVENUE

GROSS POTENTIAL RENT	\$215,904	\$226,699	\$238,034	\$245,175	\$252,530	\$260,106	\$267,910	\$275,947
ECONOMIC VACANCY	(\$113,754)	(\$90,680)	(\$59,509)	(\$36,776)	(\$37,880)	(\$39,016)	(\$40,186)	(\$41,392)
<b>TOTAL RENTAL INCOME</b>	<b>\$102,150</b>	<b>\$136,020</b>	<b>\$178,526</b>	<b>\$208,399</b>	<b>\$214,651</b>	<b>\$221,090</b>	<b>\$227,723</b>	<b>\$234,555</b>

INSURANCE COMMISSION (NET)	\$12.00	\$8,233	\$6,408	\$8,010	\$9,078	\$9,078	\$9,078	\$9,078	\$9,078
LATE FEES	2.0%	\$0	\$2,720	\$3,571	\$4,168	\$4,293	\$4,422	\$4,554	\$4,691
ADMIN FEES	0.5%	\$0	\$680	\$893	\$1,042	\$1,073	\$1,105	\$1,139	\$1,173
<b>OTHER INCOME</b>		<b>\$8,233</b>	<b>\$9,808</b>	<b>\$12,473</b>	<b>\$14,288</b>	<b>\$14,444</b>	<b>\$14,605</b>	<b>\$14,771</b>	<b>\$14,942</b>
<b>EFFECTIVE GROSS INCOME</b>		<b>\$110,383</b>	<b>\$145,828</b>	<b>\$190,999</b>	<b>\$222,687</b>	<b>\$229,095</b>	<b>\$235,695</b>	<b>\$242,494</b>	<b>\$249,496</b>
MONTHLY AVERAGE EGI		\$9,199	\$12,152	\$15,917	\$18,557	\$19,091	\$19,641	\$20,208	\$20,791

## EXPENSES

3% ← INFLATION FACTOR

PROPERTY TAXES		\$26,197	\$26,983	\$27,792	\$28,626	\$29,485	\$30,369	\$31,280	\$32,219
INSURANCE (\$ / NRSF)	\$0.50	\$11,450	\$11,794	\$12,147	\$12,512	\$12,887	\$13,274	\$13,672	\$14,082
MANAGEMENT FEE (% OF EGI)	5.0%	\$5,519	\$7,291	\$9,550	\$11,134	\$11,455	\$11,785	\$12,125	\$12,475
PAYROLL		\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379
REPAIRS & MAINTENANCE (\$ / NRSF)	\$0.20	\$4,580	\$4,717	\$4,859	\$5,005	\$5,155	\$5,309	\$5,469	\$5,633
CREDIT CARD FEES (% OF EGI)	2.3%	\$2,539	\$3,354	\$4,393	\$5,122	\$5,269	\$5,421	\$5,577	\$5,738
COMPUTER HARDWARE & SOFTWARE		\$3,360	\$3,461	\$3,565	\$3,672	\$3,782	\$3,895	\$4,012	\$4,132
ADVERTISING		\$3,000	\$3,090	\$3,183	\$3,278	\$3,377	\$3,478	\$3,582	\$3,690
TELEPHONE & INTERNET		\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866	\$2,952
UTILITIES		\$2,346	\$2,417	\$2,489	\$2,564	\$2,641	\$2,720	\$2,801	\$2,885
LANDSCAPING		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
PEST CONTROL		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
TRASH		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
PROFESSIONAL FEES		\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615
OFFICE SUPPLIES		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
POSTAGE & DELIVERY		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
DUES & SUBSCRIPTIONS		\$200	\$206	\$212	\$219	\$225	\$232	\$239	\$246
<b>TOTAL EXPENSES</b>		<b>\$69,991</b>	<b>\$74,436</b>	<b>\$79,647</b>	<b>\$83,932</b>	<b>\$86,430</b>	<b>\$89,003</b>	<b>\$91,653</b>	<b>\$94,383</b>
<b>NOI</b>		<b>\$40,393</b>	<b>\$71,392</b>	<b>\$111,351</b>	<b>\$138,755</b>	<b>\$142,665</b>	<b>\$146,693</b>	<b>\$150,841</b>	<b>\$155,114</b>



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