



CubeSmart at Capital Hill Plaza.

A stabilized, fully-leased self-storage investment.

2320 Capital Circle NE • Tallahassee, FL 32308

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A Premier Self-Storage Investment.

Capital Hill Plaza presents a premier self-storage investment opportunity at 2320 Capital Circle NE in Tallahassee, Florida. The four-story, ±121,000 SF facility features 960 climate-controlled storage units and is fully managed by CubeSmart, one of the nation's leading self-storage operators. Strategically positioned within an established commercial center directly across from Publix and Lowe's, the property benefits from outstanding visibility, easy accessibility, and a rapidly growing surrounding population — anchored by the Canopy master-planned community and a forthcoming Interstate 10 interchange.

AT A GLANCE

Sale Price	\$21,600,000
Cap Rate	6.25%
Occupancy	85%
Building Size	±121,000 SF
Units	960
Price / SF	\$24
CO Date	1st week of June 2026

\$21.6M

SALE PRICE

6.25%_{CAP}

STABILIZED CAP RATE

960_{UNITS}

CLIMATE-CONTROLLED

DIRECTLY ACROSS FROM

Publix & Lowe's

+ 53,500 VPD on Capital Circle NE

Co-tenants: Avis/Budget · Dunkin' · Lavish Nails · Smoothie King · Swig · Fishbein
 Adjacent to Canopy (2,000 homes today · 20,000+ planned) · forthcoming I-10 interchange

PROPERTY TYPE

Self-Storage Investment · Single-Tenant Net Lease · Stabilized

MANAGEMENT

CubeSmart · publicly traded REIT (NYSE: CUBE) · national operator

SUBMARKET

Tallahassee NE Growth Corridor · Capital Circle NE @ Tharpe St



Why CubeSmart, Why Now.

Six reasons this self storage stands apart.

01 Stabilized, Single-Tenant Investment

Fully managed by Cube Smart (NYSE: CUBE) — a publicly traded REIT and one of the nation's largest self-storage operators. 85% occupancy at a 6.25% cap rate, \$21.6M offering price, with a Certificate of Occupancy expected the first week of June 2026.

02 960 Climate-Controlled Units

Four-story facility purpose-built for climate control across all 960 units. Climate-controlled storage commands premium rents and outperforms drive-up facilities on retention and pricing power — particularly important in a humid Florida market.

03 Capital Hill Plaza Co-Tenancy

One of eight buildings within the established Capital Hill Plaza commercial center. Co-tenants include Avis/Budget, Dunkin' Donuts, Lavish Nails, Smoothie King, Swig, and Fishbein Orthodontics — service-oriented retailers driving consistent daily traffic to the center.

04 Across from Publix & Lowe's

Direct frontage on Capital Circle NE (53,500 VPD) opposite Publix and Lowe's. Daily-needs shopping next door means a constant pipeline of potential storage customers in transition, downsizing, or managing space needs.

05 The Canopy Adjacency

Less than one mile from Canopy — Tallahassee's fastest-growing master-planned community with 2,000 homes already delivered and 20,000+ planned. Canopy PUD restrictions limit on-site storage, channeling demand directly to Capital Hill.

06 Future I-10 Interchange

Planned Interstate 10 interchange at Welaunee will dramatically increase regional access and visibility. Combined with the nearby Amazon shipping facility and Welaunee Hill development, infrastructure investment supports long-term demand.

INVESTMENT THESIS

A nationally-branded, stabilized self-storage asset in the path of Tallahassee's largest residential expansion — Canopy's 20,000-home future is the demand engine.



CAPITAL CIRCLE NE

53,500 VPD · Tallahassee's primary northeast commercial corridor

Tallahassee's Northeast Growth Corridor.

01

The Corridor

Capital Circle NE carries 53,500 vehicles per day past the front door, anchored by Publix, Lowe's, and a deep mix of national retailers and service-oriented businesses. The plaza itself – Capital Hill – has eight buildings of co-tenancy.

02

The Demand Engine

Canopy's 2,000 existing homes and 20,000+ planned residences sit less than a mile away. Canopy PUD restrictions prevent on-site self-storage, channeling demand directly to Capital Hill. The forthcoming I-10 interchange will further cement the corridor's importance.

03

The Submarket

Tallahassee's northeast quadrant outperforms the metro average on household income and home values. Inside three miles, average household income is \$115,737 – well above the city average of \$84,311 and above most Florida secondary markets.

DEMOGRAPHICS

Affluent, dense, and growing.

141,393 PEOPLE

POPULATION IN 5 MILES

\$115,737 AHI

AVG HH INCOME IN 3 MILES

\$336,927 AHV

AVG HOME VALUE IN 3 MILES

	1 MILE	3 MILES	5 MILES
Total Population	6,237	51,238	141,393
Total Households	3,105	23,431	58,979
Average HH Income	\$95,423	\$115,737	\$97,268
Average Home Value	\$265,285	\$336,927	\$323,366

Source: 2023 American Community Survey (ACS) — U.S. Census

Anchored by Canopy. Activated by Growth.

20,000 future homes within walking distance. The path of growth runs through here.

AERIAL DEVELOPMENT



CANOPY

2,000 homes today

Canopy is one of Tallahassee's fastest-growing master-planned communities. 2,000 residences delivered to date with long-term plans for 20,000+ — anchored by healthcare (Tallahassee Memorial), senior services, education, and a resort-style clubhouse. Canopy's PUD restricts on-site self-storage, directing demand to Capital Hill.

I-10 INTERCHANGE

Direct regional access

A planned Interstate 10 interchange at Welaunee will create a new gateway to the Canopy / Capital Hill submarket. Reduced travel times, improved regional visibility, and accelerated commercial absorption — the infrastructure investment is already programmed.

AMAZON & WELAUNEE

Logistics + community

An Amazon shipping facility and the Welaunee Hill mixed-use development expand the eastward growth story. Together with Canopy, these projects represent over \$2B in committed capital reshaping the Tallahassee NE quadrant over the next decade.

ALREADY ON THE GROUND AT CANOPY

SonoBello · Circle K · Freedom Church · Tallahassee Memorial Health Satellite Care

District 850 · Vestcor Assisted Living · Public Senior Center · Resort-Style Private Clubhouse

And another 18,000+ homes' worth of demand on the way.

Surrounded by Anchors.

Capital Hill Plaza co-tenants and the Capital CircleNE corridor.

CO-TENANTS

CubeSmart
Avis / Budget
Dunkin' Donuts
Lavish Nails
Smoothie King
Swig
Fishbein Orthodontics

ACROSS THE STREET

Publix Super Market
Lowe's Home Improvement

CORRIDOR ANCHORS

Walgreens
AT&T
Wendy's
McDonald's
Bealls Outlet
Capital Health Plan



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ESTABLISHED CO-TENANCY

Direct visibility to the daily-needs traffic generated by Publix and Lowe's, complemented by service tenants drawing repeat trips to the plaza itself.

A Closer Look.

The building, the plaza, and the corridor.



GET IN TOUCH

Let's talk about CubeSmart.

*Offering at \$21.6M · 6.25% cap rate · 85% occupied.
Inquiries welcome from qualified investors.*



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