



VERSAL

# LAKE SIDE STORAGE

3521 ELM GROVE RD, ROWLETT, TX 75089

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## FINANCIAL ANALYSIS

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# THE OPPORTUNITY



Lakeside Storage is located in Rowlett, Texas in the northeastern corner of the Dallas – Fort Worth Metroplex near Garland and Plano.

The property features 190 non-climate units, 64 climate-controlled units, and 14 covered parking spaces for a total of 54,435 NRSF. The facility is currently 90% physically occupied and 82% economically occupied. The average size of the non-climate units is 208 NRSF,

and the average size of the climate-controlled units is 111 NRSF. Also included with the property is an additional +/- 0.4 acres of land that could be used for expansion.

Lakeside Storage is well located, being adjacent to the 725-acre master planned Waterview community and golf course. It is also under a mile from the popular Lake Ray Hubbard, as well as only 1.9 miles from the President George Bush Turnpike. Downtown Dallas is roughly

a 30-minute drive from the property. A 5-mile radius around the property includes a population of 167,359 with an average household income of \$149,075.

Construction highlights include metal and steel construction, concrete drives, an on-site office, gated access, and security features.

Lakeside Storage is being offered for sale at \$6,000,000.



# THE PROPERTY



## LOCATION

- Rowlett, TX (Dallas - Fort Worth MSA)
- 167,359 Population Within 5 Miles
- \$149,075 Average Household Income Within 5 Miles
- Adjacent to Waterview Neighborhood & Golf Club
- 0.6 Miles from Lake Ray Hubbard
- 1.9 Miles from President George Bush Turnpike

## FEATURES

- \$6,000,000
- 49,539 NRSF
- 190 NC, 64 CC
- 90% Occupancy
- On-Site Office
- Expansion Room



# EXECUTIVE SUMMARY



PROPERTY NAME	LAKESIDE STORAGE
OFFERING PRICE:	\$6,000,000
ADDRESS:	3521 ELM GROVE RD
CITY / STATE / ZIP:	ROWLETT, TX 75089
COUNTY:	DALLAS
PARCEL:	871135100A0010000, 87113520000020000, 87113520000010000, 65043736810150300
YEAR BUILT:	2016, 2018
NRSF:	49,539
TOTAL UNITS:	254
PARKING:	14 SPOTS
BUILDINGS:	15
ELEVATORS:	NONE
AVG. UNIT SIZE NC:	208 SF
AVG. UNIT SIZE CC:	111 SF
ECONOMIC OCCUPANCY:	82%
PHYSICAL OCCUPANCY (SQ. FT.):	90%
PHYSICAL OCCUPANCY (UNITS):	90%
ACRES:	3.16
CONSTRUCTION MATERIALS:	METAL, STEEL, CONCRETE
TRAFFIC COUNT (ELM GROVE RD):	2,803 VPD
EXPANSION ROOM:	YES
OFFICE:	YES
APARTMENT:	NONE
PERSONNEL:	1 FT
SPAREFOOT:	NONE
1 MILE POPULATION:	4,348
1 MILE MEDIAN HHI:	\$161,187
1 MILE AVERAGE HHI:	\$176,514
3 MILE POPULATION:	51,574
3 MILE MEDIAN HHI:	\$140,776
3 MILE AVERAGE HHI:	\$162,642
5 MILE POPULATION:	167,359
5 MILE MEDIAN HHI:	\$123,238
5 MILE AVERAGE HHI:	\$149,075



# AREA MAP



# RETAILER MAP



# PHOTOS



# PHOTOS



# AERIAL PHOTO



# AERIAL PHOTO



# 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 4	NC	\$50	20	\$2.50	6	120	1	5	17%	20	17%	\$300	\$3,600
5 X 10	NC	\$75	50	\$1.50	21	1,050	19	2	90%	950	90%	\$1,575	\$18,900
4 X 15	NC	\$99	60	\$1.65	7	420	0	7	0%	0	0%	\$693	\$8,316
5 X 12	NC	\$115	60	\$1.92	1	60	1	0	100%	60	100%	\$115	\$1,380
10 X 10	NC	\$155	100	\$1.55	24	2,400	23	1	96%	2,300	96%	\$3,720	\$44,640
8 X 15	NC	\$145	120	\$1.21	1	120	1	0	100%	120	100%	\$145	\$1,740
10 X 15	NC	\$165	150	\$1.10	14	2,100	14	0	100%	2,100	100%	\$2,310	\$27,720
10 X 19	NC	\$205	190	\$1.08	1	190	1	0	100%	190	100%	\$205	\$2,460
10 X 20	NC	\$150	200	\$0.75	68	13,600	67	1	99%	13,400	99%	\$10,200	\$122,400
10 X 25	NC	\$199	250	\$0.80	1	250	1	0	100%	250	100%	\$199	\$2,388
10 X 30	NC	\$225	300	\$0.75	2	600	2	0	100%	600	100%	\$450	\$5,400
15 X 20	NC	\$325	300	\$1.08	2	600	2	0	100%	600	100%	\$650	\$7,800
13 X 24	NC	\$330	312	\$1.06	7	2,184	6	1	86%	1,872	86%	\$2,310	\$27,720
13 X 29	NC	\$395	377	\$1.05	10	3,770	10	0	100%	3,770	100%	\$3,950	\$47,400
10 X 40	NC	\$365	400	\$0.91	4	1,600	4	0	100%	1,600	100%	\$1,460	\$17,520
13 X 33	NC	\$385	429	\$0.90	14	6,006	9	5	64%	3,861	64%	\$5,390	\$64,680
20 X 25	NC	\$375	500	\$0.75	3	1,500	3	0	100%	1,500	100%	\$1,125	\$13,500
18 X 33	NC	\$530	594	\$0.89	1	594	1	0	100%	594	100%	\$530	\$6,360
20 X 30	NC	\$495	600	\$0.83	1	600	1	0	100%	600	100%	\$495	\$5,940
25 X 25	NC	\$585	625	\$0.94	1	625	1	0	100%	625	100%	\$585	\$7,020
35 X 35	NC	\$1,200	1,225	\$0.98	1	1,225	0	1	0%	0	0%	\$1,200	\$14,400
5 X 5	CC	\$65	25	\$2.60	4	100	4	0	100%	100	100%	\$260	\$3,120
5 X 10	CC	\$109	50	\$2.18	6	300	4	2	67%	200	67%	\$654	\$7,848
5 X 15	CC	\$125	75	\$1.67	1	75	1	0	100%	75	100%	\$125	\$1,500
10 X 10	CC	\$155	100	\$1.55	30	3,000	30	0	100%	3,000	100%	\$4,650	\$55,800
10 X 15	CC	\$190	150	\$1.27	19	2,850	19	0	100%	2,850	100%	\$3,610	\$43,320
10 X 20	CC	\$255	200	\$1.28	4	800	4	0	100%	800	100%	\$1,020	\$12,240
10 X 20	COVERED PARKING	\$185	200	\$0.93	14	2,800	13	1	93%	2,600	93%	\$2,590	\$31,080



# 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	190	39,614	167	23	88%	35,012	88%	\$37,607	\$451,284	\$11.39	208
CC	64	7,125	62	2	97%	7,025	99%	\$10,319	\$123,828	\$17.38	111
COVERED PARKING	14	2,800	13	1	93%	2,600	93%	\$2,590	\$31,080	\$11.10	200
<b>TOTAL</b>	<b>268</b>	<b>49,539</b>	<b>242</b>	<b>26</b>	<b>90%</b>	<b>44,637</b>	<b>90%</b>	<b>\$50,516</b>	<b>\$606,192</b>	<b>\$12.24</b>	<b>185</b>



# INCOME & EXPENSES

LAKESIDE STORAGE		T5 (JAN-MAY 2026)	MARKET ADJUSTED	PRO FORMA
GPR/NRSF		\$12.42	\$12.42	\$14.28
RENTAL INCOME/NRSF		\$10.05	\$10.05	\$12.14
EGI/NRSF		\$10.96	\$10.96	\$13.12
ACHIEVED RENT / NRSF		\$0.84	\$0.84	\$1.01
<b>REVENUE</b>				
<b>GROSS POTENTIAL RENT</b>		<b>\$615,048</b>	<b>\$615,048</b>	<b>\$707,305</b>
	GPR %	0%	0%	15%
	ECONOMIC VACANCY %	19%	19%	15%
ECONOMIC VACANCY		(\$117,332)	(\$117,332)	(\$106,096)
<b>TOTAL RENTAL INCOME</b>		<b>\$497,716</b>	<b>\$497,716</b>	<b>\$601,209</b>
U HAUL		\$19,062	\$19,062	\$19,062
INSURANCE COMMISSION (NET)	\$12.00	\$18,044	\$18,044	\$14,925
LATE FEES	2.0%	\$6,936	\$6,936	\$12,024
ADMIN FEES	0.5%	\$1,560	\$1,560	\$3,006
OTHER		-\$178	-\$178	-\$178
<b>OTHER INCOME</b>		<b>\$45,424</b>	<b>\$45,424</b>	<b>\$48,840</b>
<b>EFFECTIVE GROSS INCOME</b>		<b>\$543,140</b>	<b>\$543,140</b>	<b>\$650,049</b>
	MONTHLY AVERAGE EGI	\$45,262	\$45,262	\$54,171
	EGI GROWTH			20%
<b>EXPENSES</b>				
PROPERTY TAXES		\$80,819	\$100,082	\$100,082
PAYROLL		\$0	\$40,000	\$40,000
MANAGEMENT FEE (% OF EGI)	5.0%	\$0	\$27,157	\$32,502
INSURANCE (\$ / NRSF)	\$0.40	\$28,628	\$19,816	\$19,816
CREDIT CARD FEES (% OF EGI)	2.3%	\$20,650	\$12,492	\$14,951
REPAIRS & MAINTENANCE (\$ / NRSF)	\$0.20	\$0	\$9,908	\$9,908
SECURITY SYSTEM		-\$2,960	\$9,000	\$9,000
UTILITIES	\$0.15	\$530	\$7,431	\$7,431
ADVERTISING		\$0	\$6,000	\$6,000
COMPUTER HARDWARE & SOFTWARE		\$3,206	\$3,360	\$3,360
TELEPHONE & INTERNET		\$0	\$2,400	\$2,400
LANDSCAPING		\$0	\$1,000	\$1,000
PEST CONTROL		\$0	\$500	\$500
TRASH		\$377	\$500	\$500
PROFESSIONAL FEES		\$60	\$500	\$500
OFFICE SUPPLIES		\$0	\$200	\$200
POSTAGE & DELIVERY		\$0	\$200	\$200
DUES & SUBSCRIPTIONS		\$0	\$200	\$200
OTHER		\$34	\$0	\$0
<b>TOTAL EXPENSES</b>		<b>\$131,344</b>	<b>\$240,746</b>	<b>\$248,550</b>
<b>NOI</b>		<b>\$411,795</b>	<b>\$302,394</b>	<b>\$401,499</b>



# 7 YEAR ANALYSIS

LAKESIDE 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	\$12.42	\$13.66	\$14.34	\$15.06	\$15.51	\$15.97	\$16.45	\$16.95
RENTAL INCOME/NRSF	\$10.05	\$11.61	\$12.19	\$12.80	\$13.18	\$13.58	\$13.99	\$14.40
EGI/NRSF	\$10.96	\$12.58	\$13.18	\$13.80	\$14.19	\$14.60	\$15.02	\$15.45
<b>YOY GPR GROWTH</b>	<b>10.0%</b>	<b>10.0%</b>	<b>5.0%</b>	<b>5.0%</b>	<b>3.0%</b>	<b>3.0%</b>	<b>3.0%</b>	<b>3.0%</b>

## REVENUE

GROSS POTENTIAL RENT	\$615,048	\$676,553	\$710,380	\$745,899	\$768,276	\$791,325	\$815,064	\$839,516
ECONOMIC VACANCY	(\$117,332)	(\$101,483)	(\$106,557)	(\$111,885)	(\$115,241)	(\$118,699)	(\$122,260)	(\$125,927)
<b>TOTAL RENTAL INCOME</b>	<b>\$497,716</b>	<b>\$575,070</b>	<b>\$603,823</b>	<b>\$634,015</b>	<b>\$653,035</b>	<b>\$672,626</b>	<b>\$692,805</b>	<b>\$713,589</b>

U HAUL	\$19,062	\$19,062	\$19,062	\$19,062	\$19,062	\$19,062	\$19,062	\$19,062
INSURANCE COMMISSION (NET)	\$12.00	\$18,044	\$14,925	\$14,925	\$14,925	\$14,925	\$14,925	\$14,925
LATE FEES	2.0%	\$6,936	\$11,501	\$12,076	\$12,680	\$13,061	\$13,453	\$13,856
ADMIN FEES	0.5%	\$1,560	\$2,875	\$3,019	\$3,170	\$3,265	\$3,363	\$3,464
OTHER		-\$178	-\$178	-\$178	-\$178	-\$178	-\$178	-\$178
<b>OTHER INCOME</b>	<b>\$45,424</b>	<b>\$48,186</b>	<b>\$48,905</b>	<b>\$49,660</b>	<b>\$50,135</b>	<b>\$50,625</b>	<b>\$51,129</b>	<b>\$51,649</b>
<b>EFFECTIVE GROSS INCOME</b>	<b>\$543,140</b>	<b>\$623,256</b>	<b>\$652,728</b>	<b>\$683,674</b>	<b>\$703,170</b>	<b>\$723,251</b>	<b>\$743,934</b>	<b>\$765,238</b>
MONTHLY AVERAGE EGI	\$45,262	\$51,938	\$54,394	\$56,973	\$58,598	\$60,271	\$61,995	\$63,770

## EXPENSES

3% ← INFLATION FACTOR

PROPERTY TAXES	\$100,082	\$103,085	\$106,177	\$109,363	\$112,644	\$116,023	\$119,504	\$123,089
PAYROLL	\$40,000	\$41,200	\$42,436	\$43,709	\$45,020	\$46,371	\$47,762	\$49,195
MANAGEMENT FEE (% OF EGI)	5.0%	\$27,157	\$31,163	\$32,636	\$34,184	\$35,159	\$36,163	\$37,197
INSURANCE (\$ / NRSF)	\$0.40	\$19,816	\$20,410	\$21,022	\$21,653	\$22,303	\$22,972	\$23,661
CREDIT CARD FEES (% OF EGI)	2.3%	\$12,492	\$14,335	\$15,013	\$15,725	\$16,173	\$16,635	\$17,110
REPAIRS & MAINTENANCE (\$ / NRSF)	\$0.20	\$9,908	\$10,205	\$10,511	\$10,827	\$11,151	\$11,486	\$11,830
SECURITY SYSTEM	\$9,000	\$9,270	\$9,548	\$9,835	\$10,130	\$10,433	\$10,746	\$11,069
UTILITIES	\$0.15	\$7,431	\$7,654	\$7,883	\$8,120	\$8,363	\$8,614	\$8,873
ADVERTISING	\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379
COMPUTER HARDWARE & SOFTWARE	\$3,360	\$3,461	\$3,565	\$3,672	\$3,782	\$3,895	\$4,012	\$4,132
TELEPHONE & INTERNET	\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866	\$2,952
LANDSCAPING	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230
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>\$240,746</b>	<b>\$252,627</b>	<b>\$260,993</b>	<b>\$269,652</b>	<b>\$277,668</b>	<b>\$285,923</b>	<b>\$294,427</b>	<b>\$303,186</b>
<b>NOI</b>	<b>\$302,394</b>	<b>\$370,629</b>	<b>\$391,736</b>	<b>\$414,022</b>	<b>\$425,503</b>	<b>\$437,328</b>	<b>\$449,507</b>	<b>\$462,052</b>



# COMPETITIVE SET ANALYSIS

PROPERTY #	PROPERTY NAME	ADDRESS	ESTIMATED RENTABLE SQ. FT.	DISTANCE (MILES)	1 MILE SUPPLY	3 MILE SUPPLY	5 MILE SUPPLY
1	LAKESIDE STORAGE	3521 ELM GROVE RD	49,539	0.0 MILES	49,539	49,539	49,539
2	STORAGE KING USA	2025 EAST FM 544	75,192	1.9 MILES		75,192	75,192
3	WYLIE EAST SELF STORAGE	1445 EAST FM 544	58,909	2.5 MILES		58,909	58,909
4	ADVANTAGE STORAGE	7301 LAKEVIEW PKWY	95,180	3.2 MILES			95,180
5	PUBLIC STORAGE	2901 MILES ROAD	99,833	3.3 MILES			99,833
6	MORNINGSTAR STORAGE	1221 SOUTH HIGHWAY 78	85,580	3.4 MILES			85,580
7	CUBESMART SELF STORAGE	7970 WOODBRIDGE PKWY	91,444	3.5 MILES			91,444
8	PUBLIC STORAGE	4028 NORTH STATE HIGHWAY 205	138,884	3.8 MILES			138,884
9	ADVANTAGE STORAGE	5200 LAKEVIEW PKWY	49,276	3.8 MILES			49,276
10	PUBLIC STORAGE	1800 CASTLE DRIVE	170,100	3.8 MILES			170,100
11	CUBESMART SELF STORAGE	6404 HIGHWAY 78	100,537	3.9 MILES			100,537
12	LONE STAR SELF STORAGE	3500 MELCER	83,129	4.4 MILES			83,129
13	RIGHT MOVE STORAGE	2455 WEST FM ROAD 544	22,310	4.4 MILES			22,310
14	AA ASSURED STORAGE	440 NORTH BALLARD STREET	43,928	4.4 MILES			43,928
15	PUBLIC STORAGE	721 WOODBRIDGE PKWY	78,834	4.4 MILES			78,834
16	ADVANTAGE STORAGE	5280 HIGHWAY 78	75,324	4.4 MILES			75,324
17	LONE STAR SELF STORAGE	2817 MAIN STREET	45,030	4.5 MILES			45,030
18	PUBLIC STORAGE	5760 BUNKER HILL ROAD	112,509	4.7 MILES			112,509
19	EXTRA SPACE STORAGE	2416 LAKEVIEW PKWY	67,374	4.7 MILES			67,374
20	DEVON SELF STORAGE	5250 GRISHAM DRIVE	51,022	4.7 MILES			51,022
21	CENTRAL SELF STORAGE	2802 WEST FM 544	62,453	4.9 MILES			62,453
<b>TOTAL</b>					<b>49,539</b>	<b>183,640</b>	<b>1,656,387</b>

	1 MILE SUPPLY	3 MILE SUPPLY	5 MILE SUPPLY
TOTAL SUPPLY	49,539	183,640	1,656,387
POPULATION	4,348	51,574	167,359
NRSF/CAPITA	11.39	3.56	9.90



# BUSINESS DISCLOSURES

This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property. This Memorandum is provided by Versal, Inc. ("Versal").

This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property. All financials projections and information are provided for general reference purposes only and are based on assumptions relation to the general economy, market conditions, competition and other factors beyond the control of the Owner and Versal. Therefore, all projections, assumptions and other information provided and made herein are subject to material variation. All references to acreages, square footages and other measurements are approximations. Additional information an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In the Memorandum, certain documents, including leases and other materials, are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of the Memorandum.

Neither the Owner or Versal nor any of their respective directors, officers, affiliates, representatives or employees make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this

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The owner expressly reserved the right, at its sole discretion, to reject any or all expression of interest or offers to purchase the Property, an/or to terminate discussion with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing the Memorandum or making an offer to purchase the property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or Versal. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or Versal.



