OFFERING MEMORANDUM

Foothill Mini Storage

3445 Coach Lane, Cameron Park, CA 95682

Colliers

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EXCLUSIVELY LISTED BY

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OFFERS SHOULD BE ADDRESSED TO:

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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

Executive Summary

The Colliers Self-Storage Team is pleased to exclusively offer an investment opportunity in Foothill Mini Storage, located at 3445 Coach Lane, Cameron Park, California. This self-storage facility provides investors with a rare opportunity to acquire an owner-managed, income-generating asset in a market with tremendous demographics and an irreplaceable location on Highway 50. In 2024, the facility added approximately 40,000 net rentable square feet. With 375 units and 56,160 rentable square feet, the property is expected to generate a year 1 NOI of $525,635. This is a value-add cash flowing facility that is currently 54% 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 50,000+ with a strong household median income of $146,723. The facility is located along Highway 50 in Cameron Park, roughly 30 miles east 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 very high daily traffic counts due to its visibility from Highway 50.

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, in-place below-market rents, and the opportunity to enhance performance through adding professional management and tenant insurance makes Foothill Mini 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

Foothill Mini Storage

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- **375** Units
- **56,160 SF** NRA
- **2.8 AC** Land Area
- **$525,635** Year 1 NOI
- **54%** Occupancy
- **Market Bid** Asking Price

Investment Highlights

- 56,160 Net Rentable Square Feet
- 375 Non-Climate Controlled Units
- Mom and Pop Managed
- Recent Expansion in 2024 of 40,325 SF
- Significant Upside Through Lease Up and Bring Rents Up to Market
- Undersaturated Self Storage Market: 8.98 NRSF Per Capita Within 5-Mile Radius
- Strong Visibility with Signage Located on Highway 50
- Average Household Income Is Well Above the National Average: $146,723 Within 5-Mile Radius

Location Highlights

Cameron Park, California

Cameron Park, California, is a well-established community in El Dorado County located approximately 30 miles east of Sacramento and along the heavily traveled U.S. Highway 50 corridor. The area is part of the Greater Sacramento region and offers a mix of suburban neighborhoods, local businesses, and recreational amenities, making it an attractive residential market. The community benefits from higher-than-average household incomes and strong homeownership rates.

Cameron Park's strong household incomes, stable residential demand, diversity of businesses, strategic regional access, and lifestyle-driven storage needs makes it an attractive market for self-storage investment.

Demographics

(within 5 miles of subject property)

Current Population

48,761

(increase to 49,398 in 5 years)

Median Household Income

$146,723

(increase to $174,891 in 5 years)

Per Capita Income

$74,765

(increase to $85,575 in 5 years)

Property Aerial

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												
4x10	40	0	2	2	0.0%	$80	$0	$0	$90	$180	$2,160	80
5x10	50	22	10	32	68.8%	$90	$1,980	$23,760	$100	$3,200	$38,400	1,600
10x10	100	7	21	28	25.0%	$140	$980	$11,760	$150	$4,200	$50,400	2,800
10x12	120	3	9	12	25.0%	$130	$390	$4,680	$160	$1,920	$23,040	1,440
10x15	150	3	11	14	21.4%	$140	$420	$5,040	$170	$2,380	$28,560	2,100
10x20	200	0	2	2	0.0%	$240	$0	$0	$250	$500	$6,000	400
		35	55	90	38.9%		$3,770	$45,240		$12,380	$148,560	8,420
Drive-Up												
5x7	35	1	0	1	100.0%	$90	$90	$1,080	$95	$95	$1,140	35
5x8	40	4	0	4	100.0%	$101	$404	$4,848	$110	$440	$5,280	160
5x10	50	11	0	11	100.0%	$115	$1,265	$15,180	$120	$1,320	$15,840	550
10x5	50	4	0	4	100.0%	$113	$452	$5,424	$120	$480	$5,760	200
10x8	80	1	0	1	100.0%	$138	$138	$1,656	$145	$145	$1,740	80
10x10	100	20	15	35	57.1%	$169	$3,380	$40,560	$180	$6,300	$75,600	3,500
10x10	100	16	1	17	94.1%	$175	$2,800	$33,600	$180	$3,060	$36,720	1,700
8x16	128	0	1	1	0.0%	$180	$0	$0	$190	$190	$2,280	128
10x14	140	3	1	4	75.0%	$195	$585	$7,020	$200	$800	$9,600	560
10x15	150	15	11	26	57.7%	$200	$3,000	$36,000	$210	$5,460	$65,520	3,900
15x10	150	0	1	1	0.0%	$210	$0	$0	$210	$210	$2,520	150
8x20	160	0	1	1	0.0%	$198	$0	$0	$220	$220	$2,640	160
10x16	160	11	10	21	52.4%	$208	$2,288	$27,456	$220	$4,620	$55,440	3,360
10x18	180	2	2	4	50.0%	$226	$452	$5,424	$240	$960	$11,520	720
10x18	180	3	9	12	25.0%	$230	$690	$8,280	$240	$2,880	$34,560	2,160
10x20	200	28	10	38	73.7%	$250	$7,000	$84,000	$270	$10,260	$123,120	7,600
10x20	200	24	48	72	33.3%	$260	$6,240	$74,880	$270	$19,440	$233,280	14,400
12x20	240	2	1	3	66.7%	$271	$542	$6,504	$280	$840	$10,080	720
10x25	250	18	5	23	78.3%	$300	$5,400	$64,800	$320	$7,360	$88,320	5,750
20x15	300	1	0	1	100.0%	$350	$350	$4,200	$360	$360	$4,320	300
10x30	300	1	0	1	100.0%	$365	$365	$4,380	$375	$375	$4,500	300
15x20	300	1	0	1	100.0%	$293	$293	$3,516	$300	$300	$3,600	300
15x25	375	1	0	1	100.0%	$370	$370	$4,440	$380	$380	$4,560	375
20x20	400	2	0	2	100.0%	$380	$760	$9,120	$400	$800	$9,600	800
		169	116	285	59.3%		$36,864	$442,368		$67,295	$807,540	47,908

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	90	8,420	55	35	39%	$3,770	$45,240	$12,380	$148,560
Drive-Up	285	47,740	116	169	59%	$36,864	$442,368	$67,295	$807,540
Totals	**375**	**56,160**	**171**	**204**	**54%**	**$40,634**	**$487,608**	**$79,675**	**$956,100**

Pro Forma

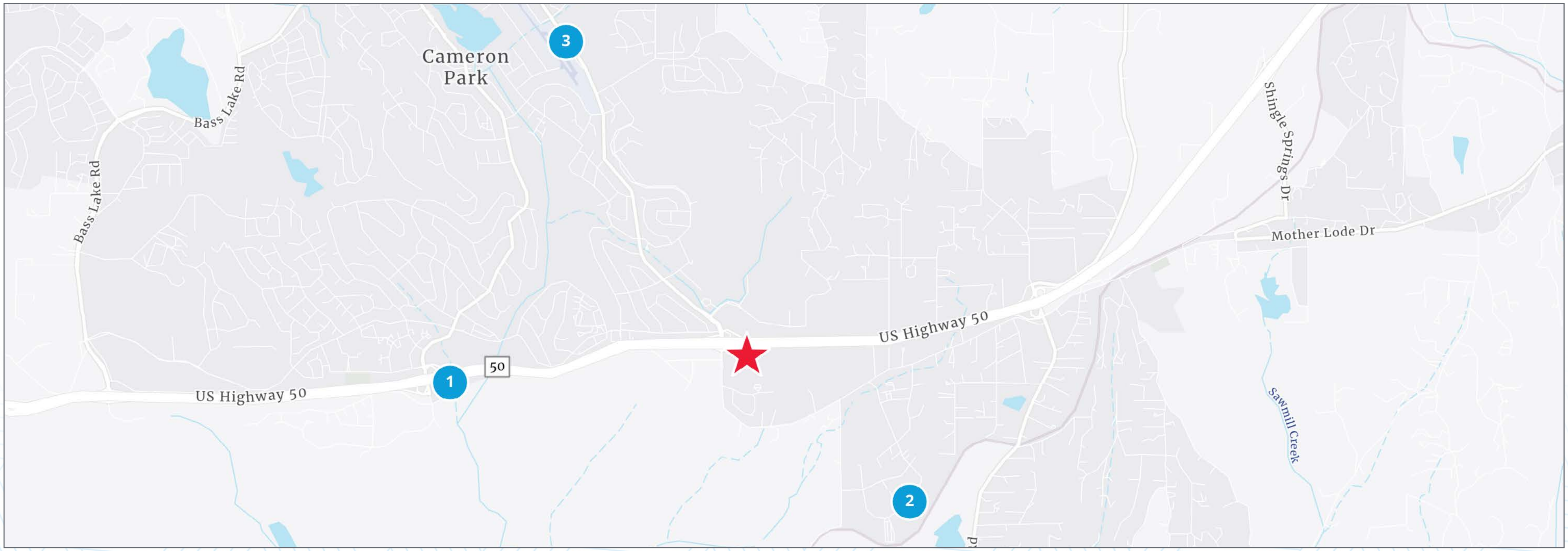
INCOME		Current		Year 1		Year 2		Year 3		Year 4		Year 5
Rental Income												
Gross Potential Rental Income	$1.33	$898,440	$1.42	$956,100	$1.49	$1,003,905	$1.56	$1,054,100	$1.64	$1,106,805	$1.72	$1,162,146
Physical Vacancy	46.8%	$(435,780)	25.0%	$(239,025)	10.0%	$(100,391)	7.0%	$(73,787)	6.0%	$(66,408)	5.0%	$(58,107)
Total Economic Vacancy	48.5%	$(435,780)	25.0%	$(239,025)	10.0%	$(100,391)	7.0%	$(73,787)	6.0%	$(66,408)	5.0%	$(58,107)
Effective Gross Rental Income	**$1.29**	**$462,660**	**$1.42**	**$717,075**	**$1.49**	**$903,515**	**$1.56**	**$980,313**	**$1.64**	**$1,040,397**	**$1.72**	**$1,104,038**
Other Income												
Tenant Insurance				$25,000		$25,750		$26,523		$27,318		$28,138
Fee Charges				$10,000		$10,300		$10,609		$10,927		$11,255
Total Other Income		$-		$35,000		$36,050		$37,132		$38,245		$39,393
Effective Gross Income		**$462,660**		**$752,075**		**$939,565**		**$1,017,445**		**$1,078,642**		**$1,143,431**

EXPENSES		Current		Year 1		Year 2		Year 3		Year 4		Year 5
Real Estate Taxes		$53,598		$86,250		$87,975		$89,735		$91,529		$93,360
Insurance		$11,671		$11,671		$12,021		$12,382		$12,753		$13,136
Repairs & Maintenance		$5,292		$5,292		$5,451		$5,614		$5,783		$5,956
General & Administrative		$3,060		$3,060		$3,152		$3,246		$3,344		$3,444
Security Expense		$996		$996		$1,026		$1,057		$1,088		$1,121
Credit Card & Bank Fees		$9,027		$9,027		$9,298		$9,577		$9,864		$10,160
Payroll				$36,000		$37,080		$38,192		$39,338		$40,518
Off-Site Management Fees			5%	$37,604	5%	$46,978	5%	$50,872	5%	$53,932	5%	$57,172
Utilities		$9,872		$9,872		$10,168		$10,473		$10,787		$11,111
Professional Fees/Legal		$7,748		$7,748		$7,980		$8,220		$8,466		$8,720
Marketing & Advertising		$18,920		$18,920		$19,488		$20,072		$20,674		$21,295
Total Operating Expenses	26.0%	$120,182		$226,440	25.6%	$240,617	24.5%	$249,440	23.9%	$257,560	23.3%	$265,993
Net Operating Income		**$342,478**		**$525,635**		**$698,948**		**$768,005**		**$821,083**		**$877,438**

Rent Comparables

DRIVE-UP

#	Name	5x10	10x10	10x15	10x20	Distance
★	**Foothill Mini Storage**	$115	$169	$200	$260	Subject
1	**Five Star Storage**	$114	$169	$199	-	1.8 miles
2	**Storelocal Storage**	$62	$89	$95	$172	2.0 miles
3	**Air Park Self Storage**	$83	$207	-	$287	2.2 miles
	COMP AVERAGE	**$86.33**	**$155.00**	**$147.00**	**$229.50**	**2.00 miles**
	COMP MEDIAN	**$83.00**	**$169.00**	**$147.00**	**$229.50**	**2.00 miles**



EXCLUSIVELY PRESENTED BY COLLIERS SELF-STORAGE

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