



LONE STAR STORAGE CENTER KATY

20603 CLAY RD, KATY, TX 77449

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THE OPPORTUNITY



Lone Star Storage Center is located in Katy, Texas, one of the fastest-growing suburbs in the Houston metro area. The property is situated on Clay Road in a highly active retail corridor. The surrounding area consists of established residential neighborhoods and new housing developments, generating consistent demand for personal and business storage.

Lone Star Storage Center features 361 non-climate and 277 climate-controlled units for a total of 83,725 NRSF. It also includes 9 uncovered parking spaces. The facility

has a physical occupancy of 78% and an economic occupancy of 68%. The average unit size is 131 NRSF.

The facility benefits from strong demographics, with 340,691 people living within 5 miles and an average household income of \$110,086, indicating strong storage demand and ability to support premium pricing. NRSF per capita within 3 miles is 7.13. It is 1.6 miles from Grand Parkway Toll Road and only 2.2 miles from major retailers, including Walmart, Kroger, and Aldi, creating strong daily consumer traffic and visibility. Access to

I-10, a major Houston corridor, is 3.1 miles away.

Construction highlights include concrete drives, metal and steel construction, gated keypad access, exterior lighting, perimeter fencing, security cameras, and an on-site office and apartment.

This is a rare opportunity to acquire a class "A", family-owned and operated facility in an institutional-quality market. Contact Versal for pricing guidance.



THE PROPERTY



HIGHLIGHTS

- Katy, TX
- 340,691 Population Within 5 Miles
- \$110,086 Average Household Income Within 5 Miles
- 1.6 Miles from Grand Pkwy Toll Road
- 2.2 Miles from Major Retail (Walmart, Kroger, Aldi)
- 3.1 Miles from I-10

FEATURES

- Contact Versal for Pricing
- 277 CC, 361 NC Units
- 83,725 NRSF
- Family Owned & Managed
- Concrete Drives
- On-site Office and Residence



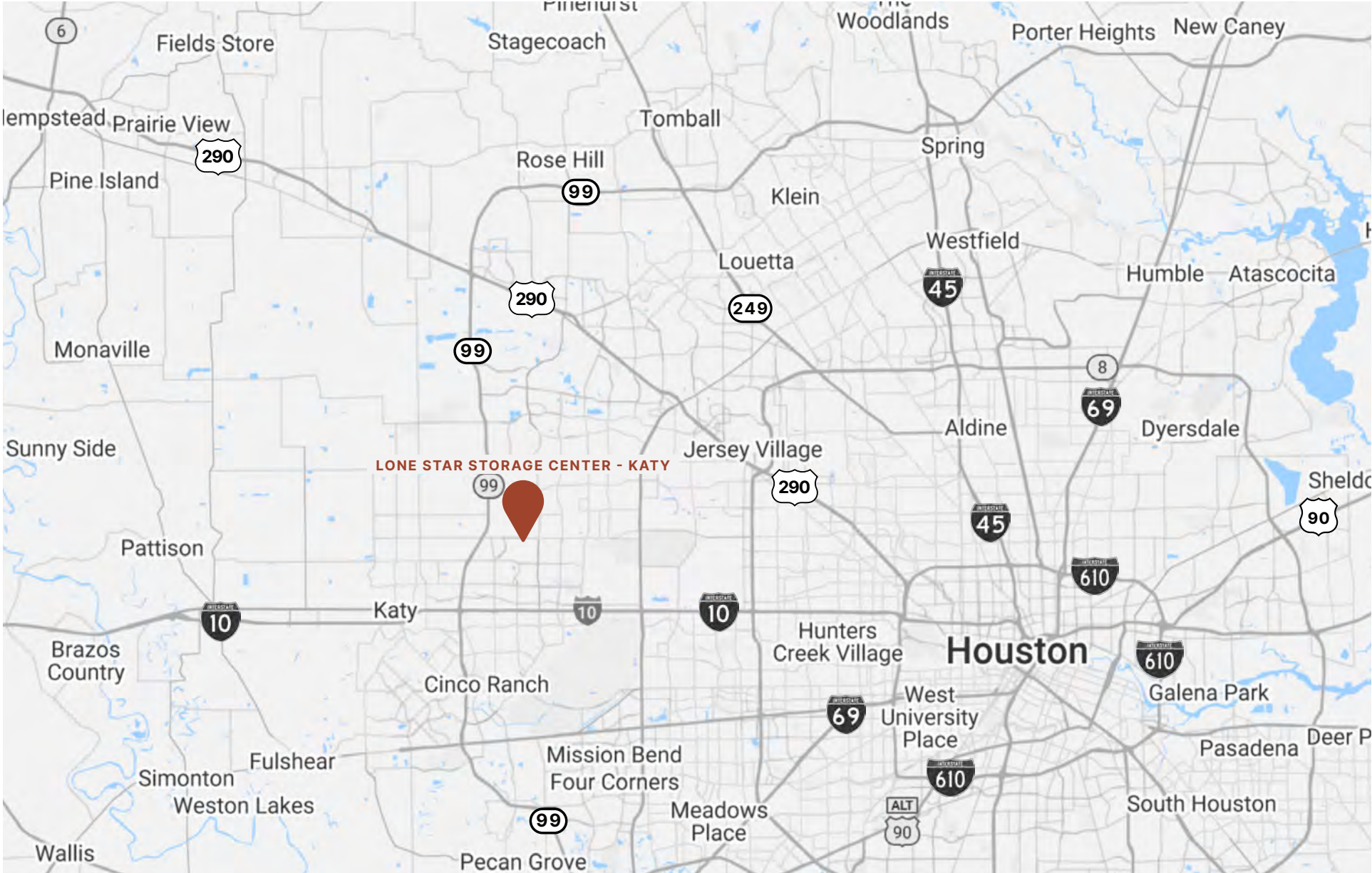
EXECUTIVE SUMMARY



PROPERTY NAME	LONE STAR STORAGE CENTER - KATY
OFFERING PRICE:	CONTACT VERSAL FOR PRICING
ADDRESS:	20603 CLAY RD
CITY / STATE / ZIP:	KATY, TX 77449
COUNTY:	HARRIS
PARCEL:	460870000063
YEAR BUILT:	2004, 2008
NRSF:	83,725
TOTAL UNITS:	638
PARKING:	9 SPOTS
BUILDINGS:	11
ELEVATORS:	NONE
AVG. UNIT SIZE NC:	145 SF
AVG. UNIT SIZE CC:	113 SF
ECONOMIC OCCUPANCY:	68%
PHYSICAL OCCUPANCY (SQ. FT.):	78%
PHYSICAL OCCUPANCY (UNITS):	72%
ACRES:	5.97
CONSTRUCTION MATERIALS:	METAL, STEEL, CONCRETE
TRAFFIC COUNT (CLAY RD):	29,492 VPD
EXPANSION ROOM:	NONE
OFFICE:	YES
APARTMENT:	YES
PERSONNEL:	1 FT
SPAREFOOT:	NONE
1 MILE POPULATION:	17,760
1 MILE MEDIAN HHI:	\$90,209
1 MILE AVERAGE HHI:	\$108,513
3 MILE POPULATION:	150,851
3 MILE MEDIAN HHI:	\$86,375
3 MILE AVERAGE HHI:	\$101,358
5 MILE POPULATION:	340,691
5 MILE MEDIAN HHI:	\$90,410
5 MILE AVERAGE HHI:	\$110,086



AREA MAP



RETAILER MAP



PHOTOS



PHOTOS



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 5	NC	\$65	25	\$2.60	16	400	7	9	44%	175	44%	\$1,040	\$12,480
5 X 10	NC	\$85	50	\$1.70	32	1,600	16	16	50%	800	50%	\$2,720	\$32,640
10 X 5	NC	\$75	50	\$1.50	16	800	9	7	56%	450	56%	\$1,200	\$14,400
5 X 15	NC	\$125	75	\$1.67	16	1,200	7	9	44%	525	44%	\$2,000	\$24,000
7.5 X 10	NC	\$115	75	\$1.53	8	600	5	3	63%	375	63%	\$920	\$11,040
10 X 10	NC	\$135	100	\$1.35	104	10,400	81	23	78%	8,100	78%	\$14,040	\$168,480
10 X 15	NC	\$185	150	\$1.23	48	7,200	35	13	73%	5,250	73%	\$8,880	\$106,560
10 X 20	NC	\$225	200	\$1.13	86	17,200	73	13	85%	14,600	85%	\$19,350	\$232,200
12.5 X 30	NC	\$365	375	\$0.97	35	13,125	30	5	86%	11,250	86%	\$12,775	\$153,300
5 X 5	CC	\$75	25	\$3.00	17	425	6	11	35%	150	35%	\$1,275	\$15,300
5 X 10	CC	\$105	50	\$2.10	27	1,350	18	9	67%	900	67%	\$2,835	\$34,020
10 X 5	CC	\$115	50	\$2.30	13	650	9	4	69%	450	69%	\$1,495	\$17,940
5 X 15	CC	\$140	75	\$1.87	7	525	6	1	86%	450	86%	\$980	\$11,760
7.5 X 10	CC	\$165	75	\$2.20	16	1,200	10	6	63%	750	63%	\$2,640	\$31,680
10 X 10	CC	\$175	100	\$1.75	103	10,300	65	38	63%	6,500	63%	\$18,025	\$216,300
10 X 15	CC	\$195	150	\$1.30	48	7,200	42	6	88%	6,300	88%	\$9,360	\$112,320
10 X 20	CC	\$275	200	\$1.38	39	7,800	33	6	85%	6,600	85%	\$10,725	\$128,700
10 X 25	CC	\$325	250	\$1.30	7	1,750	6	1	86%	1,500	86%	\$2,275	\$27,300
12 X 35	PARKING	\$145	N/A	N/A	2	N/A	2	0	100%	N/A	N/A	\$290	\$3,480
12 X 35	PARKING	\$150	N/A	N/A	5	N/A	5	0	100%	N/A	N/A	\$750	\$9,000



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	361	52,525	263	98	73%	41,525	79%	\$62,925	\$755,100	\$14.38	145
CC	277	31,200	195	82	70%	23,600	76%	\$49,610	\$595,320	\$19.08	113
PARKING	7	N/A	7	0	100%	N/A	N/A	\$1,040	\$12,480	N/A	N/A
TOTAL	645	83,725	465	180	72%	65,125	78%	\$113,575	\$1,362,900	\$16.28	131



INCOME & EXPENSES

LONE STAR STORAGE CENTER - KATY		2025 ACTUAL	MARKET ADJUSTED	PRO FORMA
GPR/NRSF		\$16.28	\$16.28	\$16.28
RENTAL INCOME/NRSF		\$11.07	\$11.07	\$13.84
EGI/NRSF		\$11.07	\$11.07	\$14.61
ACHIEVED RENT / NRSF		\$0.92	\$0.92	\$1.15
REVENUE				
GROSS POTENTIAL RENT		\$1,362,900	\$1,362,900	\$1,362,900
	GPR %	0%	0%	0%
	ECONOMIC VACANCY %	32%	32%	15%
ECONOMIC VACANCY		(\$436,084)	(\$436,084)	(\$204,435)
TOTAL RENTAL INCOME		\$926,816	\$926,816	\$1,158,465
INSURANCE COMMISSION (NET)	12.00%	\$0	\$0	\$35,921
LATE FEES	2.0%	\$0	\$0	\$23,169
ADMIN FEES	0.5%	\$0	\$0	\$5,792
OTHER INCOME		\$0	\$0	\$64,883
EFFECTIVE GROSS INCOME		\$926,816	\$926,816	\$1,223,348
	MONTHLY AVERAGE EGI	\$77,235	\$77,235	\$101,946
	EGI GROWTH			32%
EXPENSES				
PROPERTY TAXES (% CHANGE)	10.0%	\$129,625	\$141,173	\$141,173
PAYROLL		\$96,129	\$50,000	\$50,000
MANAGEMENT FEE (% OF EGI)	5.0%	\$0	\$46,341	\$61,167
INSURANCE (\$ / NRSF)	\$0.50	\$37,846	\$41,863	\$41,863
UTILITIES		\$22,148	\$22,148	\$22,148
CREDIT CARD FEES (% OF EGI)	2.3%	\$0	\$21,317	\$28,137
ADVERTISING		\$11,446	\$15,000	\$15,000
REPAIRS & MAINTENANCE (\$ / NRSF)	\$0.15	\$41,674	\$12,559	\$12,559
COMPUTER HARDWARE & SOFTWARE		\$0	\$3,360	\$3,360
LANDSCAPING		\$3,015	\$3,015	\$3,015
TELEPHONE & INTERNET		\$4,084	\$2,400	\$2,400
PEST CONTROL		\$0	\$1,000	\$1,000
TRASH		\$0	\$500	\$500
PROFESSIONAL FEES		\$36,191	\$500	\$500
OFFICE SUPPLIES		\$10,517	\$200	\$200
POSTAGE & DELIVERY		\$671	\$200	\$200
DUES & SUBSCRIPTIONS		\$0	\$200	\$200
AUTO EXPENSE		\$276	\$0	\$0
BANK CHARGES		\$21,513	\$0	\$0
CONTRACT LABOR		\$541	\$0	\$0
TOTAL EXPENSES		\$415,676	\$361,775	\$383,421
NOI		\$511,140	\$565,041	\$839,926



7 YEAR ANALYSIS

LONE STAR STORAGE CENTER - KATY	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	\$16.28	\$16.77	\$17.27	\$17.79	\$18.32	\$18.87	\$19.44	\$20.02
RENTAL INCOME/NRSF	\$11.07	\$13.08	\$14.16	\$15.12	\$15.57	\$16.04	\$16.52	\$17.02
EGI/NRSF	\$11.07	\$13.80	\$14.93	\$15.93	\$16.39	\$16.87	\$17.36	\$17.87
YOY GPR GROWTH	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
REVENUE								
GROSS POTENTIAL RENT	\$1,362,900	\$1,403,787	\$1,445,901	\$1,489,278	\$1,533,956	\$1,579,975	\$1,627,374	\$1,676,195
ECONOMIC VACANCY	(\$436,084)	(\$308,833)	(\$260,262)	(\$223,392)	(\$230,093)	(\$236,996)	(\$244,106)	(\$251,429)
TOTAL RENTAL INCOME	\$926,816	\$1,094,954	\$1,185,639	\$1,265,886	\$1,303,863	\$1,342,978	\$1,383,268	\$1,424,766
INSURANCE COMMISSION (NET)	\$12.00	\$0	\$32,963	\$34,654	\$35,921	\$35,921	\$35,921	\$35,921
LATE FEES	2.0%	\$0	\$21,899	\$23,713	\$25,318	\$26,077	\$26,860	\$27,665
ADMIN FEES	0.5%	\$0	\$5,475	\$5,928	\$6,329	\$6,519	\$6,715	\$7,124
OTHER INCOME	\$0	\$60,337	\$64,294	\$67,568	\$68,518	\$69,496	\$70,503	\$71,540
EFFECTIVE GROSS INCOME	\$926,816	\$1,155,291	\$1,249,933	\$1,333,454	\$1,372,380	\$1,412,474	\$1,453,771	\$1,496,306
MONTHLY AVERAGE EGI	\$77,235	\$96,274	\$104,161	\$111,121	\$114,365	\$117,706	\$121,148	\$124,692
EXPENSES								
	3% ← INFLATION FACTOR							
PROPERTY TAXES (% CHANGE)	10.0%	\$141,173	\$145,409	\$149,771	\$154,264	\$158,892	\$163,659	\$168,568
PAYROLL		\$50,000	\$51,500	\$53,045	\$54,636	\$56,275	\$57,964	\$59,703
MANAGEMENT FEE (% OF EGI)	5.0%	\$46,341	\$57,765	\$62,497	\$66,673	\$68,619	\$70,624	\$72,689
INSURANCE (\$ / NRSF)	\$0.50	\$41,863	\$43,118	\$44,412	\$45,744	\$47,117	\$48,530	\$49,986
UTILITIES		\$22,148	\$22,812	\$23,496	\$24,201	\$24,927	\$25,675	\$26,445
CREDIT CARD FEES (% OF EGI)	2.3%	\$21,317	\$26,572	\$28,748	\$30,669	\$31,565	\$32,487	\$33,437
ADVERTISING		\$15,000	\$15,450	\$15,914	\$16,391	\$16,883	\$17,389	\$17,911
REPAIRS & MAINTENANCE (\$ / NRSF)	\$0.15	\$12,559	\$12,936	\$13,324	\$13,723	\$14,135	\$14,559	\$14,996
COMPUTER HARDWARE & SOFTWARE		\$3,360	\$3,461	\$3,565	\$3,672	\$3,782	\$3,895	\$4,012
LANDSCAPING		\$3,015	\$3,105	\$3,199	\$3,295	\$3,393	\$3,495	\$3,600
TELEPHONE & INTERNET		\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866
PEST CONTROL		\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194
TRASH		\$500	\$515	\$530	\$546	\$563	\$580	\$597
PROFESSIONAL FEES		\$500	\$515	\$530	\$546	\$563	\$580	\$597
OFFICE SUPPLIES		\$200	\$206	\$212	\$219	\$225	\$232	\$239
POSTAGE & DELIVERY		\$200	\$206	\$212	\$219	\$225	\$232	\$239
DUES & SUBSCRIPTIONS		\$200	\$206	\$212	\$219	\$225	\$232	\$239
TOTAL EXPENSES		\$361,775	\$387,277	\$403,274	\$418,732	\$431,215	\$444,073	\$457,316
NOI		\$565,041	\$768,014	\$846,659	\$914,723	\$941,165	\$968,401	\$1,025,349



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