

# S&S Rental and Leasing

*Seller Financing and Management Assistance*



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**CONFIDENTIALITY DISCLAIMER &  
EXCLUSIVE AGENCY MEMORANDUM**



**Exclusively Presented by:**

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 [www.calvaryrealty.com](http://www.calvaryrealty.com)  
 San Bernardino, CA

This Exclusive Agency Memorandum (“Memorandum”) was prepared by Calvary Realty (“CR”) and ParaSell Inc. (“PS”) on behalf of (“Seller”) and is confidential and furnished to prospective buyers of the Property described herein subject to the terms of the Confidentiality Agreement previously provided to and executed by such prospective buyers. This Memorandum is intended solely to assist prospective buyers in their evaluation of the Property and their consideration of whether to purchase the Property. It is not to be used for any other purpose or made available to any other person without the prior written consent of CR/PS.

This Memorandum is subject to errors, omissions, changes, or withdrawal without notice and does not constitute a recommendation or endorsement as to the value of the Property by Seller/CR/PS and their sources. Financial projections are provided as a reference and are based on assumptions made by Seller/CR/PS and their sources. Prospective buyers should make their own projections and reach their own conclusions of value. Certain portions of this Memorandum merely summarize or outline property information and are not intended to be complete descriptions.

This Memorandum was prepared based on information available to the Seller and CR/PS in connection with the sale of the Property. It contains pertinent information about the Property and the surrounding area but does not contain all the information necessary for a complete evaluation of the Property. The projected cash flow and other financial information contained herein is for general reference only.

Although the information contained in this Memorandum is believed to be accurate and reliable, neither the Seller nor CR and PS guarantees its accuracy or completeness. Because of the foregoing and because the Property will be sold on an “as-is” basis, prospective buyers should make their own independent assessments, investigations, and projections regarding the Property. Although additional material, which may include engineering, environmental, or other reports, may be provided to certain prospective buyers as appropriate, such parties should confer with their own engineering and environmental experts, counsel, accountants, and other advisors and should not rely upon such material provided by Seller or CR and PS.

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## CLIENT TESTIMONIALS



**“ Michael Walker – USA Maxi Storage**  
*Excellent job in marketing and selling USA Maxi Storage in Bakersfield. You were by far the best broker for the job as you produced an abundance of offers during the first week of marketing.* ”



**“ Mark McGilvary – US Storage Centers**  
*Your marketing material was very thorough and accurately reflected the value and true numbers of the property. This was a smooth transaction and we would be pleased to complete more with you in the future.* ”



**“ Jon Galiher – Storage Bin**  
*Some people might frown on one agent representing both sides; Brandon represented both sides fairly and equitably. It was the easiest transaction I have experienced in my 60 years of real estate dealings.* ”



**“ Chuck Moore – Big Stuff Storage**  
*My experience with Brandon was and is nothing less than the best I have had as a Developer / Builder and Owner of Big Stuff RV & Mini Storage; here in Yucaipa, CA. He DOES his homework, he is articulate, and experienced in the Mini Storage sales field! He is honest and fair and I will continue to use him in the future for any of my endeavors* ”



**“ Janet Gassaway – Anacapa Storage**  
*I know we are a smaller facility, but you made us feel like we were the most important deal you were working on. You are extremely personable and go above and beyond to ensure your clients are comfortable with a deal!* ”



**“ Brett Henry – Trojan Storage**  
*I have worked with Calvary on several deals and they have always been great. Very knowledgeable and professionally managed the process. Highly recommend this group!* ”



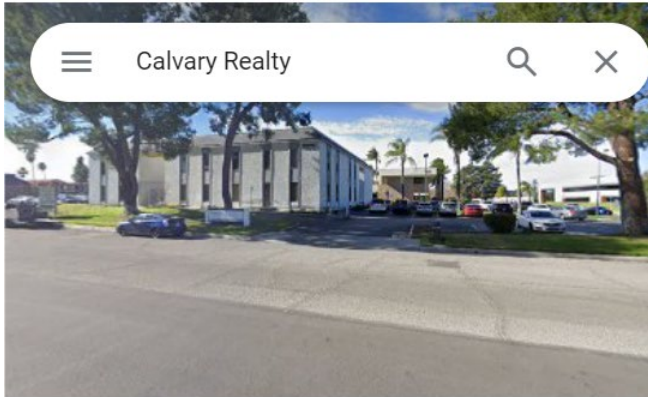
**“ Cheri Crepeau – Pacific Coast Commercial**  
*Calvary Realty assisted us with the purchase of our Self-Storage project. The transaction was smooth and closed on time. We recommend Brandon Robinson and Calvary Realty. We will use them again in the future.* ”



**“ Josh Paterson – A-American Self Storage**  
*“The Palmdale escrow had many twists and turns; however, you managed to keep everyone focused and used your creativity to get the deal done. I doubt the deal would've closed if not for your efforts. Great job and we would love to close more business with you in the future.”* ”



# 5 STAR GOOGLE RATING



## Calvary Realty

5.0 ★★★★★ (45)

Commercial real estate agency · [📍](#)

Overview

Reviews

About



Directions



Save



Nearby



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phone



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1906 Commercenter E, San Bernardino, CA 92408

Closed · Opens 9AM Wed ▾

calvaryrealty.com

**P** **Peter Keith**  
1 review  
★★★★★ 6 months ago

I have been purchasing various types of real estate for sixty years! I now control over two hundred million in properties. I've delt with various realtors, with a wide range of capacities, few have demonstrated the expertise Brandon and his wife have shown!  
Brandon and his wife are wonderful people and I have only had the best experiences with them! In fact, I treasure and value them so much, that I invited them to come to Avila Beach and spend a night at a superior beach hotel at my expense! I don't do that for just any run of the mill realtor!!! This realty is the best....

1

**J** **Janet G.**  
1 review  
★★★★★ 11 months ago

Brandon and his team a Calvary Realty are just fantastic! They handled the sale of my storage facility and made the whole experience smooth and stress free, or as stress free as possible. I would trust them with any real estate transaction and look forward to working with them in the future!

1

**R** **Rick Maingot**  
6 reviews  
★★★★★ a month ago

Highly impressed. I've been in the real estate industry all of my life and it is rare to find such professionalism and diligence. Brandon was continually on top of things and paid attention to the details. Makes you feel like your transaction is top priority. And he knows the process well. Integrity at its best.

1



CALVARY  
REALTY

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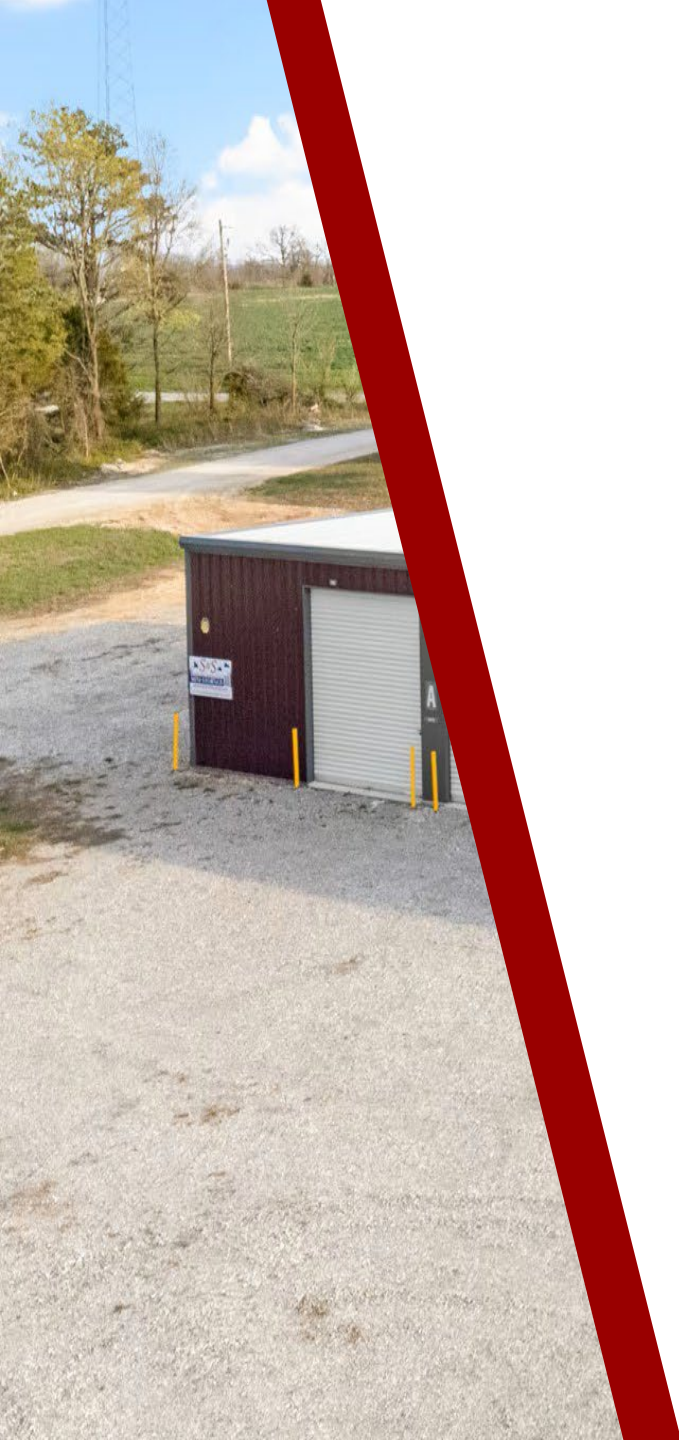
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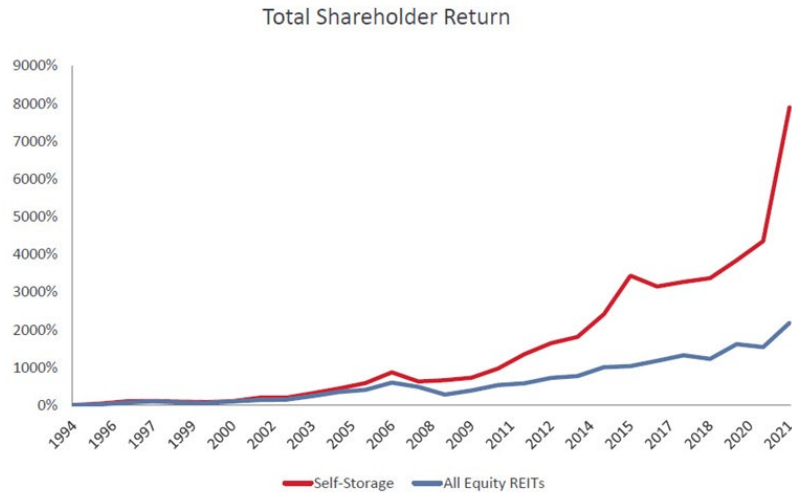


# WHY SELF STORAGE?

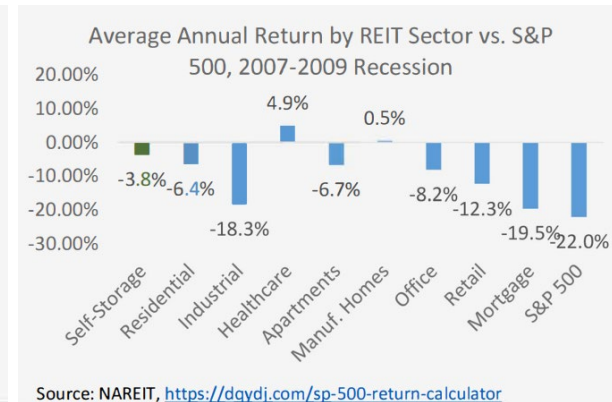
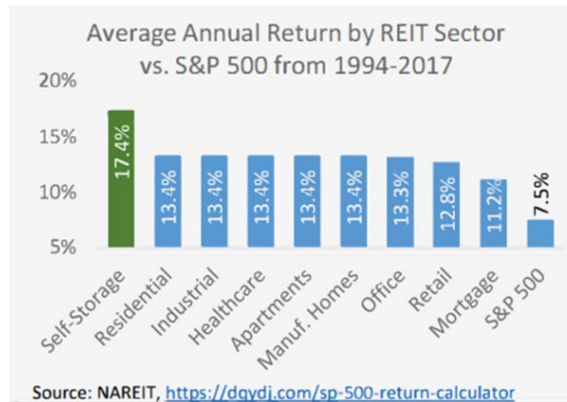
- 1) **High Returns:** Storage REITs generated the highest returns of all REITs over the last 30 years!
  - [Article: Self Storage REITs Outperform All Others](#)
- 2) **Recession Resistant:** Self Storage outperformed all other REITs during the last recession!
- 3) **No Rent Control or Caps:** Storage rents are not controlled by government entities or long-term lease agreements with caps on increases. No other real estate sector allows for rent changes so quickly.
- 4) **Ease of Management:** The average facility is run by 1-2 people, and many can be unmanned using technology.
- 5) **Low Maintenance:** No Toilets, tenants, high dollar turnover work, tenant improvements, or other costly maintenance items associated with tenants living or working on-site.
- 6) **Ease of Eviction:** Delinquent tenants can be evicted in 60 days or less and their belongings can be repossessed and sold at a profit.

Data below obtained from NAREIT "National Association of Real Estate Investment Trusts" [www.reit.com](http://www.reit.com)

Instead of just a landbank, storage was the top performer



Equity REIT	Total Return
Self-Storage	+7,895%
Residential	+2,654%
Industrial	+2,571%
Health Care	+1,796%
Office	+1,263%



*Click the image to watch the listing video*



**Cassville, MO** 

 **JUST**

**Listed!**

 **CALVARY REALTY**

# PROPERTY OVERVIEW

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S&S Rental and Leasing offers a high-performing, newer construction Self-Storage asset in Cassville, Missouri, with diversified income from storage units, enclosed RV/boat storage, commercial lease revenue, and U-Haul operations. Positioned at a signalized intersection with over 7,900 vehicles per day, the property benefits from strong visibility and consistent demand.

The facility maintains strong occupancy between 90% and 100% with minimal marketing, demonstrating solid in-place performance and organic demand. A new owner can further increase revenue through professional marketing and improved online presence. Built between 2020 and 2024, the property offers a modern, low-maintenance asset with below-market rents, providing immediate upside through rate increases and operational improvements such as tenant insurance and utility bill-backs.

The site also offers significant expansion potential, allowing for future growth in rentable square footage and additional income opportunities, including RV amenities and expanded ancillary services.

Seller financing at 2.5% interest enhances returns and lowers the cost of capital, making this a strong opportunity to acquire a stabilized asset with clear upside in both income and long-term value.

Opportunities like this don't come around often—a high-occupancy, newer construction storage asset with seller financing at just 2.5% and clear upside through rent growth and expansion. With strong in-place cash flow and multiple value-add levers, this is the type of deal investors wait for—but rarely find.

If you're looking to secure a cash-flowing asset with immediate upside and long-term scalability, now is the time to act!

## INVESTMENT HIGHLIGHTS

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- Seller Financing at 2.5% Interest
- Expansion Potential
- High Historical Occupancy
- Newer Asset
- Low Competition
- Year over Year Revenue Increase
- Commercial Lease Income
- U-Haul Income
- Low Delinquency
- High Traffic Count
- Room for Expansion
- Motivated Seller



## LOCAL AREA

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CITY OF  
**CASSVILLE**  
*Missouri*



**GEORGE'S**



**WAL★MART**  
SUPERCENTER



Cassville, Missouri—located in Barry County in the scenic Ozarks region—is home to roughly 3,300 residents and serves as the county seat. Positioned along Highway 37 and near the Arkansas border, Cassville offers a small-town atmosphere with strong ties to agriculture, manufacturing, and regional tourism. Surrounded by rolling hills, forests, and nearby lakes, the community combines rural charm with steady local economic activity.

Downtown Cassville features historic buildings, local shops, and restaurants that reflect the town's close-knit character. The area is well known for its proximity to Roaring River State Park, a popular destination for trout fishing, hiking, and camping that draws visitors throughout the year. Community events such as the Barry County Fair, local festivals, and seasonal markets bring residents together while supporting small businesses and tourism.

Major Employers in Cassville, MO: Barry County Memorial Hospital | Cassville R-IV School District | Justin Boots Manufacturing | George's Prepared Foods | Barry County Government | City of Cassville

### Why Invest in Cassville

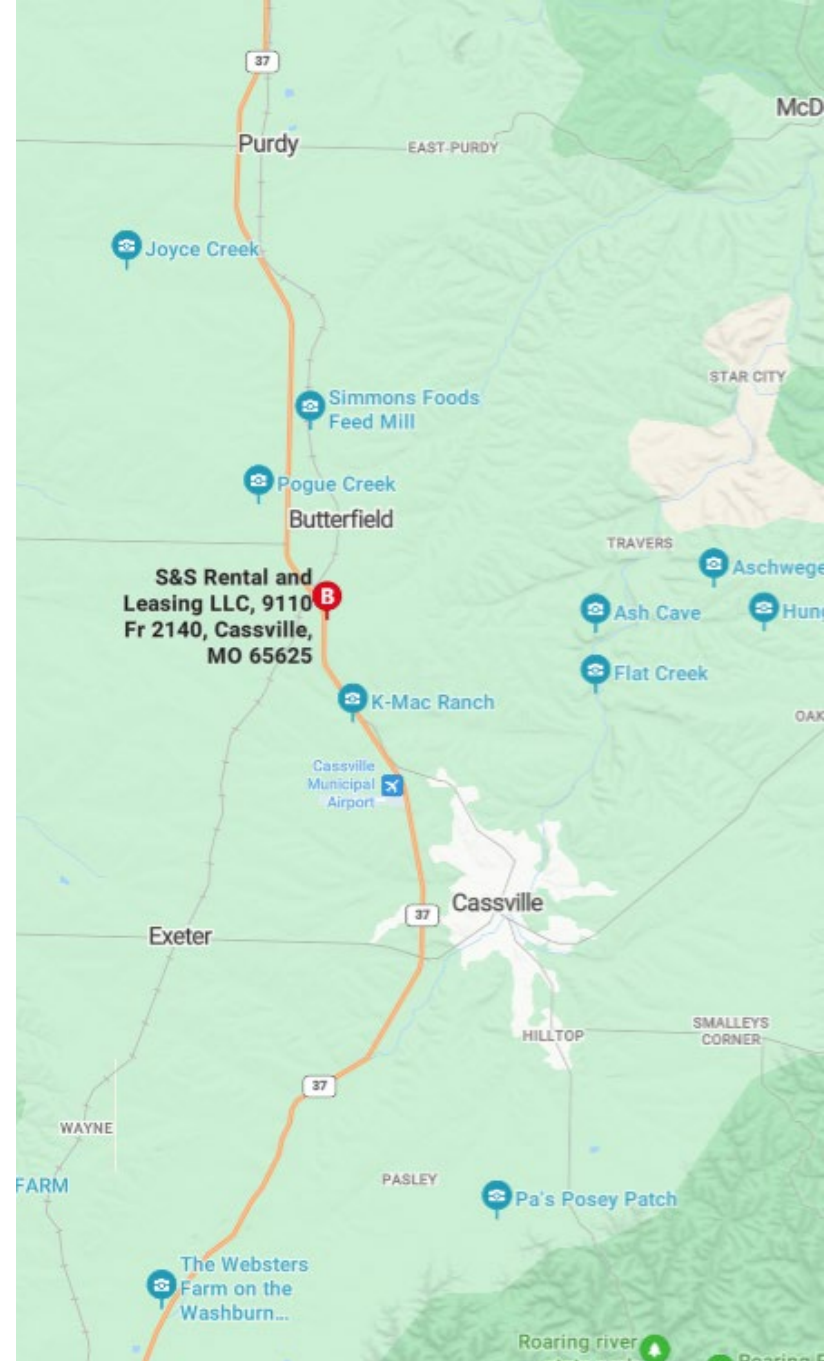
Cassville offers investors an affordable entry point with steady economic foundations in healthcare, manufacturing, and tourism. Its location near Roaring River State Park supports hospitality and recreation-related businesses, while stable employers help maintain consistent local demand for housing and services. With its low cost of living, outdoor appeal, and strong community environment, Cassville presents promising opportunities for residential, retail, and small business investment.



**CALVARY**  
REALTY

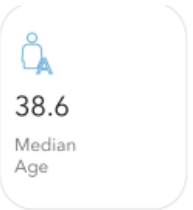
# PROPERTY PROFILE

Property Name:	S&S Rental and Leasing
Address:	9110 Farm Road 2140, Cassville, MO 65625
MSA:	N/A
Population:	3,186
Pricing Guidance:	\$1,450,000
T12 Cap Rate:	6.11%
Proforma Cap Rate:	6.96%
Price Per Square Foot:	\$81.87
Enclosed Self Storage Sq. Ft.:	10,350
Enclosed Vehicle Storage:	3,360
Commercial Warehouse:	4,000
Total Rentable Sq. Ft.:	17,710
Number of Units:	91
Current Physical Occupancy:	93%
Acreage:	5.20
Gross Square Feet:	226,512
Year Built:	2020, 2023, 2024
APN / Zoning:	17-1.0-01-000-000-0023.002   Commercial (nec)
County:	Barry
Number of Buildings:	6
Number of Stories:	1
Construction:	Steel & Metal
Cross Streets:	Farm Road 2140
Nearest Freeway:	Highway 27
Traffic Count:	7,913
Property Website:	<a href="http://ssrentalandleasing.com/">http://ssrentalandleasing.com/</a>

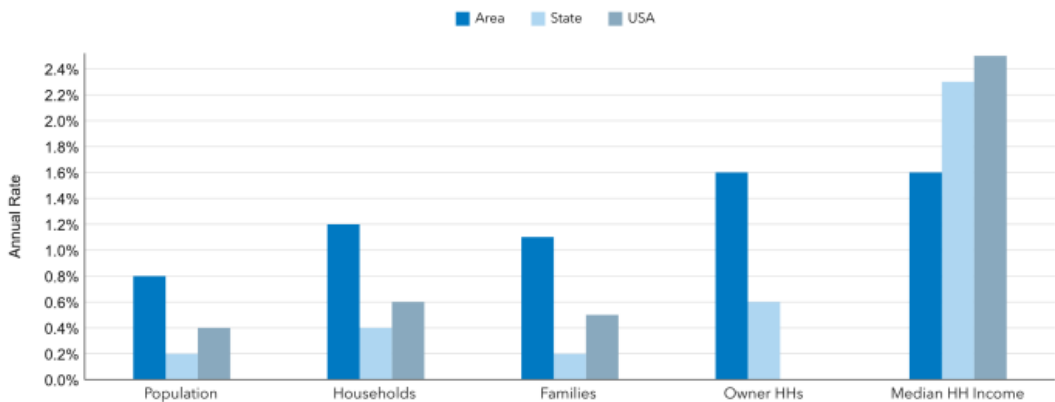


# DEMOGRAPHIC AND INCOME (3 Mile Radius)

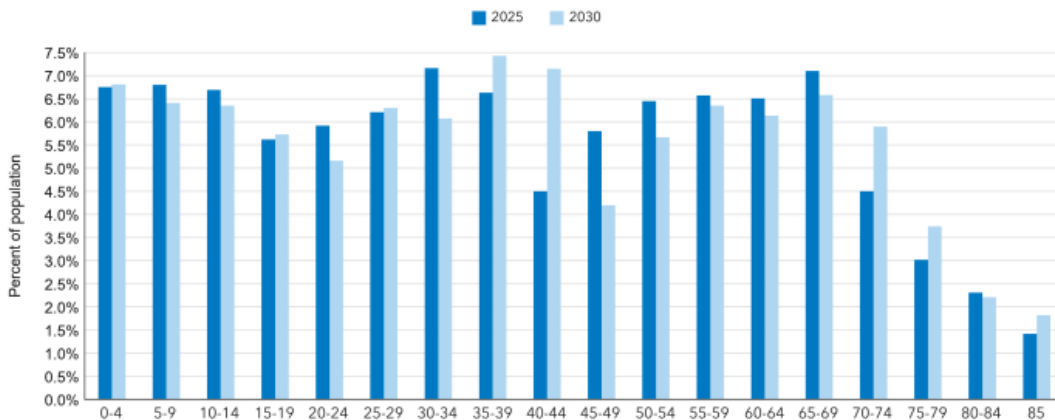
Demographic and Income (Ring: 3 mile radius)



## Trends: 2025 - 2030 Annual Rate



## Population by Age



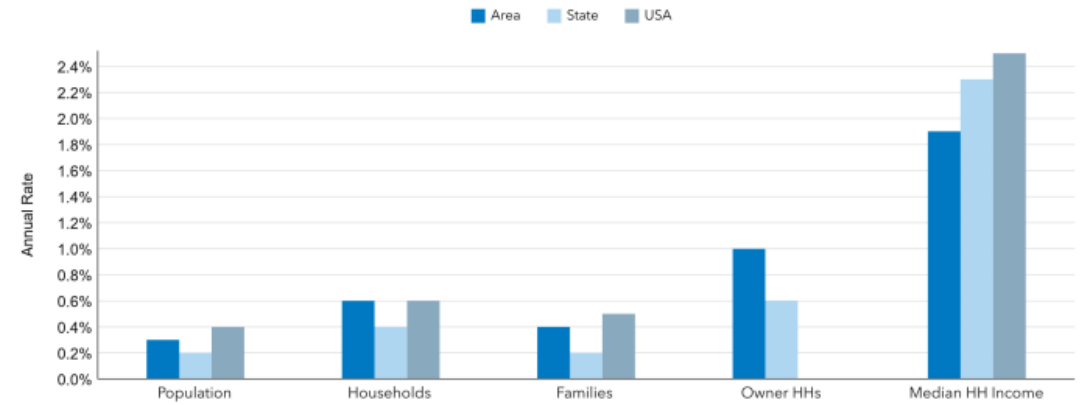


# DEMOGRAPHIC AND INCOME (5 Mile Radius)

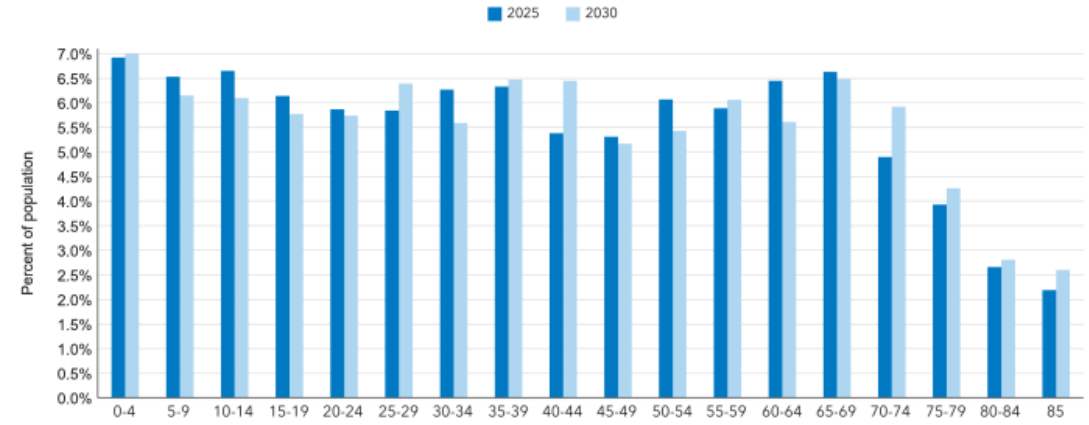
Demographic and Income (Ring: 5 mile radius)



## Trends: 2025 - 2030 Annual Rate



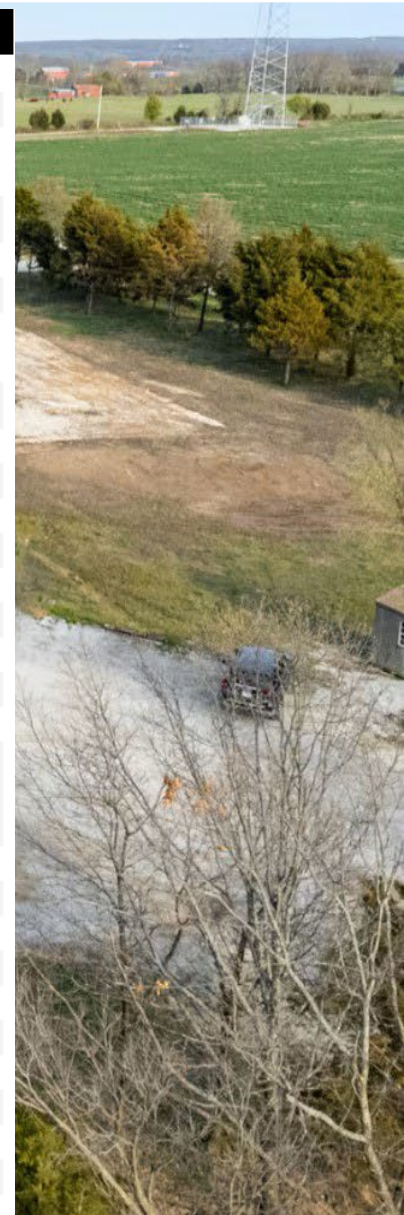
## Population by Age



# HOUSING PROFILE (1 Mile Radius)



Housing Profile (Ring: 1 mile radius)			
Urban Housing Units	0	0.0%	
Rural Housing Units	73	100.0%	
<b>Census 2020 Owner Occupied Housing Units by Mortgage Status</b>			
	<b>Number</b>	<b>Percent</b>	
Total	44	100.0%	
Owned with a Mortgage/Loan	28	63.6%	
Owned Free and Clear	17	38.6%	
<b>Census 2020 Vacant Housing Units by Status</b>			
	<b>Number</b>	<b>Percent</b>	
Total	9	100.0%	
For Rent	3	33.3%	
Rented- Not Occupied	0	0.0%	
For Sale Only	2	22.2%	
Sold - Not Occupied	0	0.0%	
Seasonal/Recreational/Occasional Use	1	11.1%	
For Migrant Workers	0	0.0%	
Other Vacant	4	44.4%	
<b>Census 2020 Occupied Housing Units by Age of Householder and Home Ownership</b>			
	<b>Occupied Units</b>	<b>Owner Occupied Units</b>	
		<b>Number</b>	<b>% of Occupied</b>
Total	59	44	74.6%
15-24	2	1	2.3%
25-34	7	4	9.1%
35-44	10	7	15.9%
45-54	13	10	22.7%
55-59	8	7	15.9%
60-64	6	5	11.4%
65-74	6	5	11.4%
75-84	5	5	11.4%
85+	1	1	2.3%



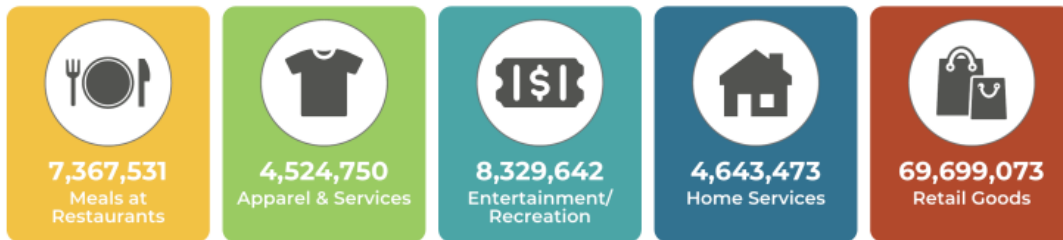


# INFORGRAPHIC: LIFESTYLE / TAPESTRY (5 Mile Radius)

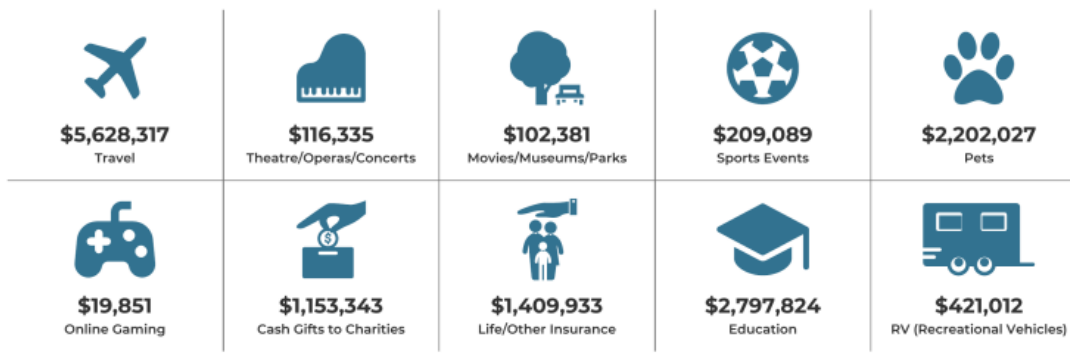
Infographic: Lifestyle / Tapestry (Ring: 5 mile radius)

## Lifestyle and Tapestry Segmentation Infographic

### LIFESTYLE SPENDING



### ANNUAL LIFESTYLE SPENDING



### TAPESTRY SEGMENTS



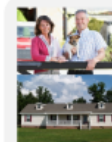
**6F**

**LifeMode Group: Cozy Country Living Heartland Communities**  
1,025 Households  
Household Percentage: 38.40%  
Average Household Size: 2.39  
Median Age: 42.3  
Median Household Income: \$42,400



**10A**

**LifeMode Group: Rustic Outposts Southern Satellites**  
795 Households  
Household Percentage: 29.79%  
Average Household Size: 2.67  
Median Age: 40.3  
Median Household Income: \$47,800



**5E**

**LifeMode Group: GenXurban Midlife Constants**  
411 Households  
Household Percentage: 15.40%  
Average Household Size: 2.31  
Median Age: 47  
Median Household Income: \$53,200



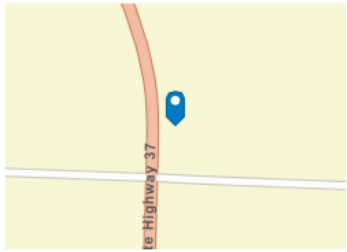
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**CALVARY REALTY**

# TRAFFIC COUNT

Demographic and Income (Ring: 1 mile radius)



### Average Daily Traffic Volume

- ▲ Up to 8,000 vehicles per day
- ▲ 8,001 - 15,000
- ▲ 15,001 - 50,000
- ▲ 50,001 - 70,000
- ▲ 70,001 - 100,000
- ▲ More than 100,000 per day



# PROPERTY PHOTOS



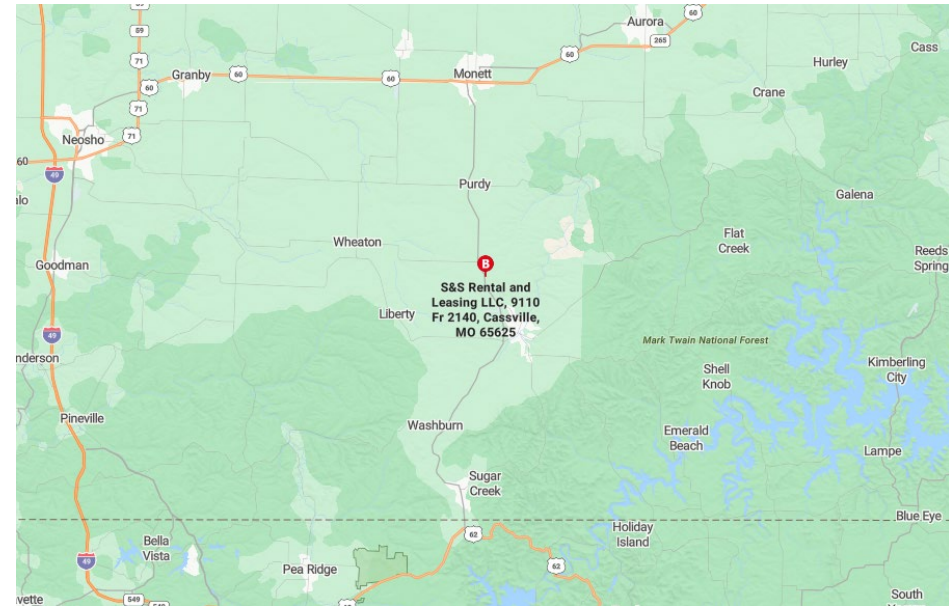
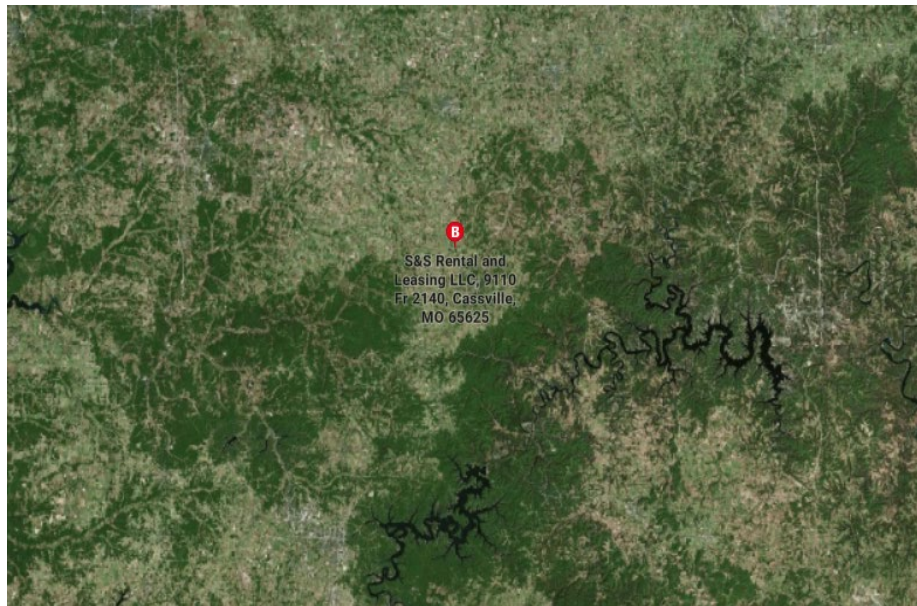
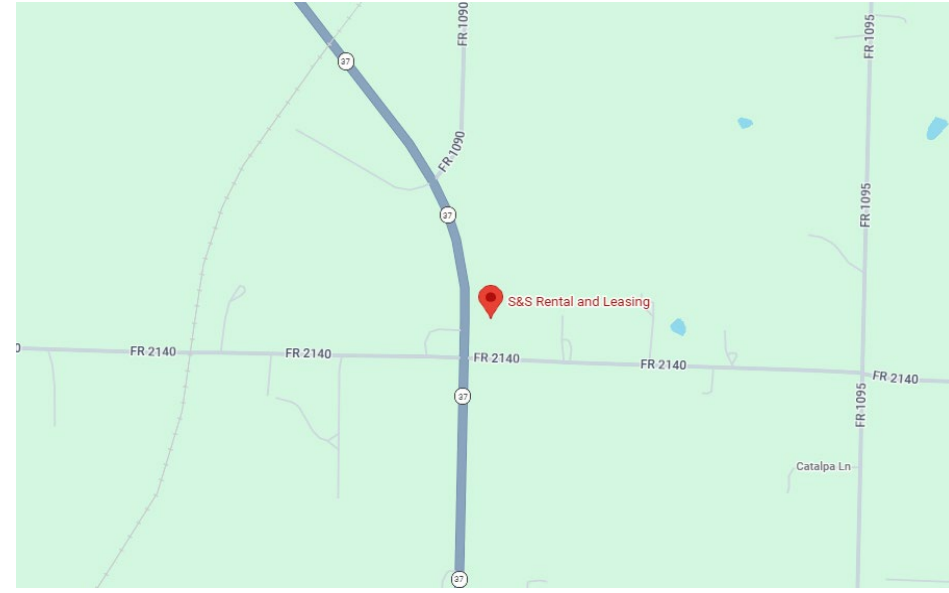
# PROPERTY PHOTOS



# AERIAL PHOTOS



# LOCATION MAPS





# RENTAL SURVEY SUMMARY

Property Name	Address	Phone	Occupancy	Lot Size	Sq. Ft.	Year Built	5x10
<b>SUBJECT PROPERTY</b>	<b>9110 FR 2140, Cassville, MO 65625</b>			<b>226,512</b>	<b>17,710</b>	<b>2020, 2023, 2024</b>	<b>\$28</b>
Busman Hilltop Storage	200 FR 2192, Cassville, MO 65625	(417) 846-6384					<b>\$30</b>
All About Storage	8048 Farm Road 2062 Purdy, MO 65734	(417) 489-9038					\$37.00
K&T Storage	Old Missouri 37 Business Purdy, MO 65734	(417) 236-3566					
Kelly's Wildcat Storage	17171 State Highway Y Cassville, MO 65625	(417) 299-1561					
Henbest Storage	16933 FR 1120 Cassville, MO 65625	(417) 847-2400					
LandKare Storage	166415 State Highway 76 Cassville, MO 65625	(417) 846-3714					
Ridgetop Meadows Storage	12762 State Highway AA Cassville, MO 65625						
86 Storage Units	11644 State Highway 86 Wheaton, MO 64874	(417) 489-9791					



# UNIT MIX & INCOME SUMMARY

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
<b>Enclosed Self-Storage</b>							
5x10	50	25	1,250	\$28.00	\$0.56	\$700	\$8,400
10x10	100	15	1,500	\$43.00	\$0.43	\$645	\$7,740
10x15	150	16	2,400	\$60.00	\$0.40	\$960	\$11,520
10x20	200	26	5,200	\$75.00	\$0.38	\$1,950	\$23,400
<b>Enclosed Boat &amp; RV Storage</b>							
35x12	420	8	3,360	\$140.00	\$0.33	\$1,120	\$13,440
<b>Warehouse &amp; Office</b>							
US Venture Lease	50x80	1	4,000	\$3,570.00	\$0.89		
		<b>91</b>	<b>17,710</b>			<b>\$5,375</b>	<b>\$64,500</b>
<b>Enclosed Storage</b>	<u>Units</u>	<u>Sq. Ft.</u>			<b>Average rate / sq. ft.</b>	\$0.30	
<b>Commercial Warehouse</b>	82	10,350			<b>Average size</b>	194.62	
<b>RV &amp; Boat Storage</b>	1	4,000					
	8	3,360			<b>Total Units</b>	91	
					<b>Units Rented</b>	85	
					<b>Occupancy</b>	93%	

# YEARLY STORAGE REVENUES (2024)

Yearly Revenues All Bookmarks Facility ID: 12489

Home / Reports / Yearly Revenues

Year: 2024 Export CSV PDF

[Load Report](#)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Total Units</b>	68	68	68	68	68	90	90	90	90	90	90	90	
<b>Rented Units</b>	55	61	59	63	64	68	72	75	80	74	78	80	
<b>Customer Rentals</b>	5	12	6	7	7	9	5	8	8	5	6	3	81
<b>Manager Rentals</b>	0	0	1	0	1	2	1	1	0	0	1	0	7
<b>Due</b>	\$4,674	\$3,353	\$3,443	\$3,841	\$5,145	\$3,873	\$4,095	\$5,002	\$6,514	\$5,197	\$4,827	\$4,949	\$54,911
<b>Collected</b>	\$4,204	\$3,327	\$3,120	\$3,340	\$5,241	\$3,173	\$3,857	\$4,210	\$6,445	\$4,299	\$4,440	\$4,219	\$49,874
<b>Transaction Fee</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Tax</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

**Total Units**  
This is the cumulative total of units with a creation date before the end of the given month.

**Rented Units**

40

# YEARLY STORAGE REVENUES (2025)

S&S Rental and Leasing: Yearly x +

ssrentalandleasing.com/reports/yearly

Suggested Sites Imported From IE New Tab

All Bookmarks

Facility ID: 12489

## Yearly Revenues

Home / Reports / Yearly Revenues

Export CSV PDF

Year

2025 Load Report

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Total Units</b>	90	90	90	90	90	90	90	90	90	90	90	90	
<b>Rented Units</b>	80	80	82	83	87	88	89	90	88	89	89	88	
<b>Customer Rentals</b>	4	3	9	5	5	4	3	5	2	5	5	4	54
<b>Manager Rentals</b>	1	1	0	0	3	0	0	0	0	0	0	0	5
<b>Due</b>	\$5,217	\$5,056	\$5,326	\$5,245	\$5,819	\$7,137	\$5,789	\$6,292	\$7,063	\$5,838	\$5,558	\$5,653	\$69,987
<b>Collected</b>	\$4,827	\$4,173	\$5,419	\$4,898	\$6,598	\$5,059	\$4,556	\$6,025	\$6,995	\$5,284	\$4,829	\$4,823	\$63,481
<b>Transaction Fee</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Tax</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

**Total Units**  
This is the cumulative total of units with a creation date before the end of the given month.

**Rented Units**

40

# YEARLY STORAGE REVENUES (2026)

*Year over Year Revenue Increase from January and February 2025*

Yearly Revenues

Home / Reports / Yearly Revenues

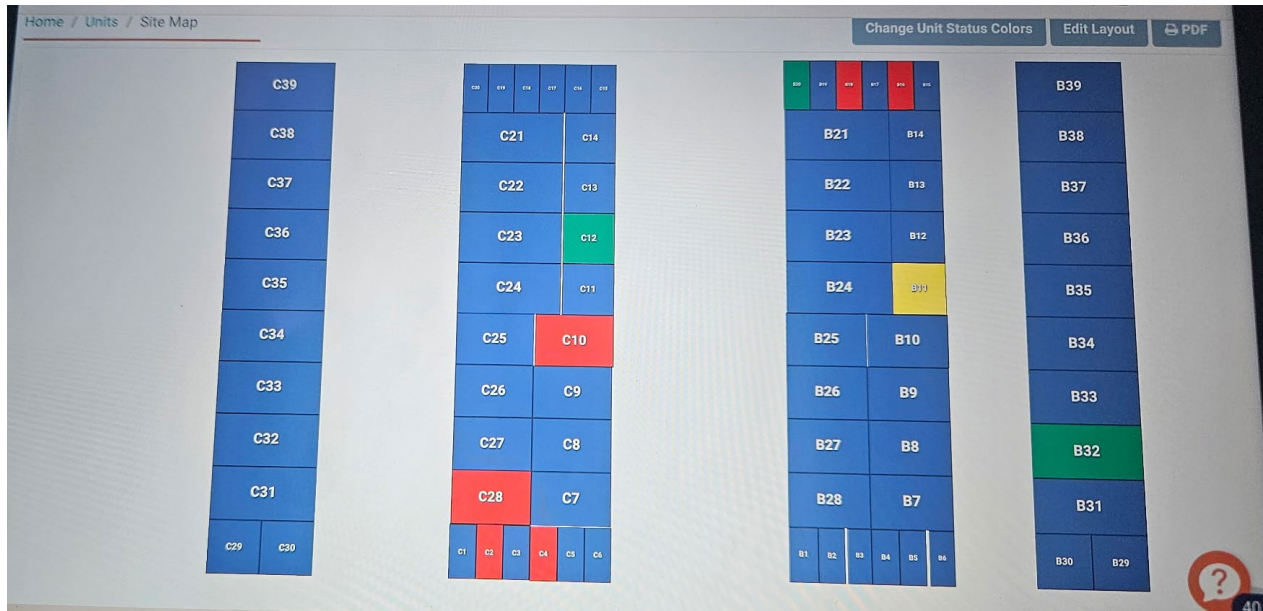
Year: 2026 [Load Report]

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Total Units	90	90	90	0	0	0	0	0	0	0	0	0	
Rented Units	86	84	85	0	0	0	0	0	0	0	0	0	
Customer Rentals	2	5	2	0	0	0	0	0	0	0	0	0	9
Manager Rentals	0	0	0	0	0	0	0	0	0	0	0	0	0
Due	\$5,849	\$5,350	\$3,117	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,315
Collected	\$5,583	\$5,641	\$2,162	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$13,385
Transaction Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Tax	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

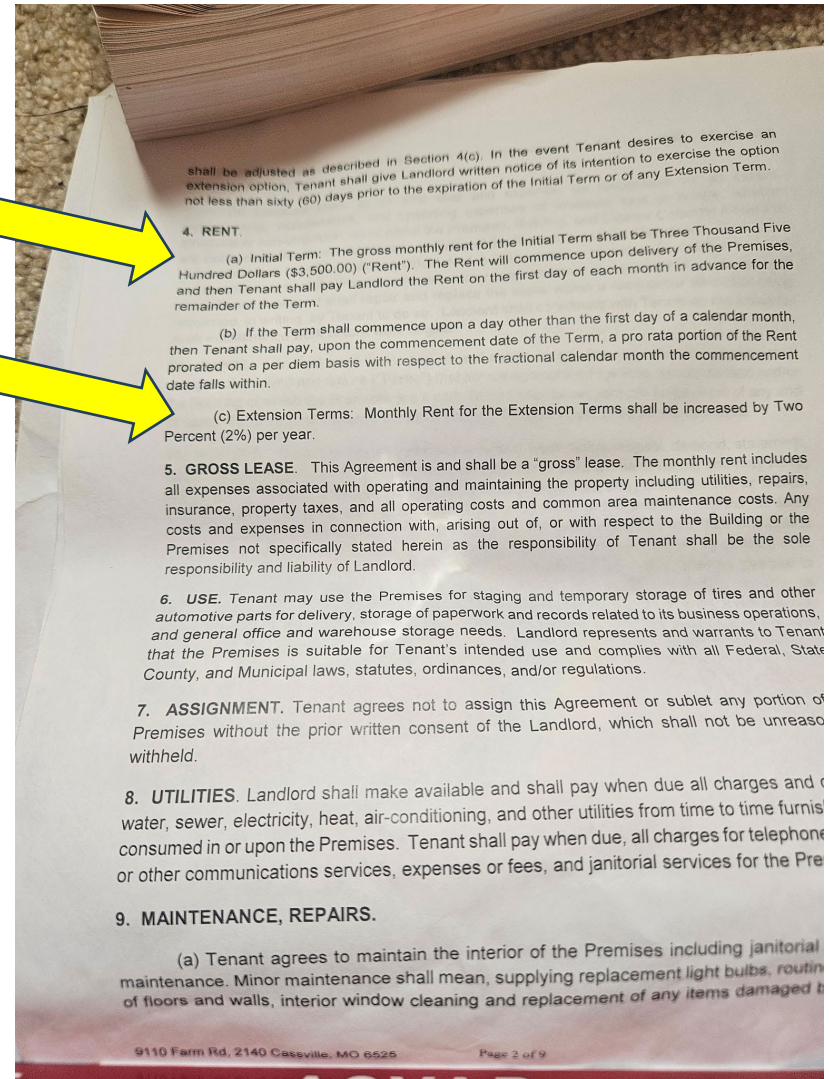
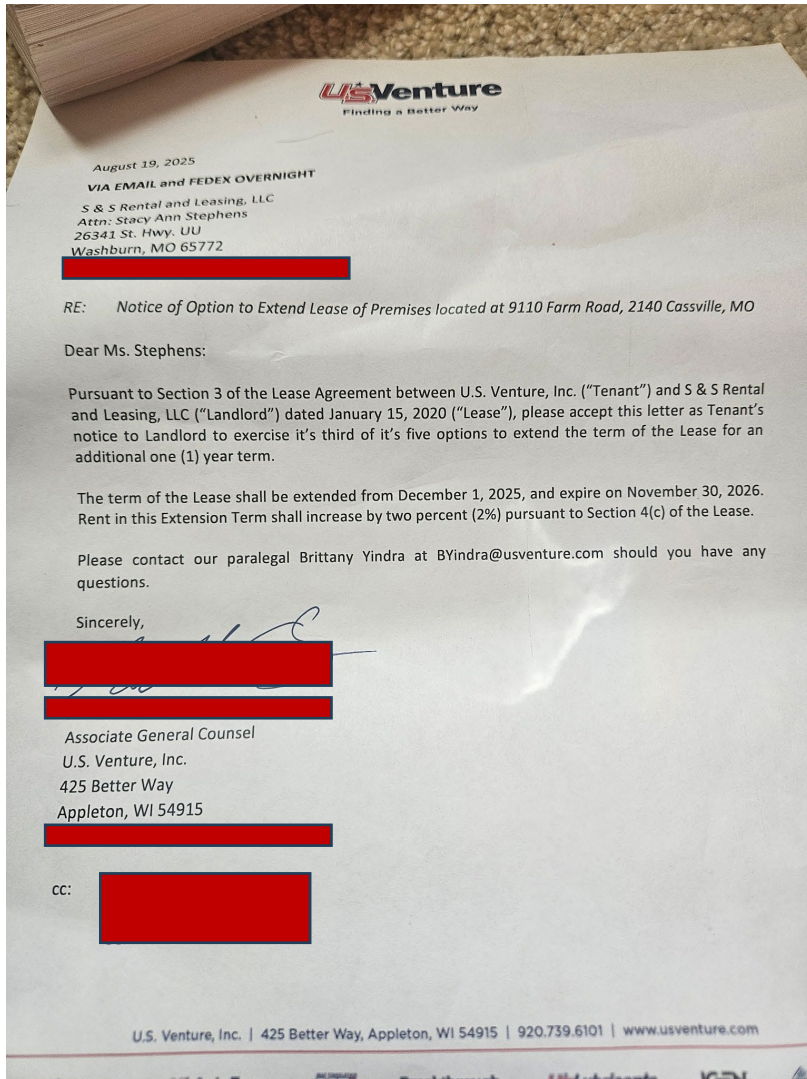
**Total Units**  
This is the cumulative total of units with a creation date before the end of the given month.

**Rented Units**  
This is the cumulative total of rented units with a creation date before the end of the given month.


# SITE MAP (Self Storage & Enclosed RV Storage)



# COMMERCIAL LEASE AGREEMENT



# PROPERTY TAX BILL



## BARRY COUNTY TAX RECEIPT

### 2024 REAL ESTATE

Skylar Bowman, Collector  
 700 Main Street, Suite #3  
 Cassville, MO 65625  
 Phone: 417-847-2113

**S & S RENTAL AND LEASING**  
 2632 STATE HIGHWAY 00  
 WASHBURN MO 65772

TAX ID#: 1-4060-1  
 PARCEL ID#: 17-1.0-01-000-000-0023.002  
 SEC, TWN, RNG: 1-23-28 ACRES: 5.23  
 SITUS ADDRESS: STATE HWY 37 & FM RD 2140 CASSVILLE, MO  
 M-CODE: 0 X

Property Description	
S 1/8 OF W 1/2 SWSE	
Residential	0
Agricultural	180
Commercial	81,760
<b>SUBTOTALS</b>	<b>81,940</b>
<b>TOTAL VALUATION</b>	<b>81,940</b>

# PAID

KEEP THIS PORTION FOR YOUR RECORDS

Tax District Explained on Back		
Tax District	Levy per \$100	Total Tax
STATE	0.0300	24.58
LIBR	0.2178	178.55
HEALTH	0.0713	58.42
HANDI	0.0500	40.97
SRCT	0.0483	39.58
SCH-1	2.4653	2,839.47
BUTTR	0.3218	263.68
HOSP	0.0884	73.25
FD-5	0.6000	491.64
SRTX	0.3273	267.60
<b>BASE TAX</b>		<b>4,277.74</b>
		<b>4,277.74</b>

VALIDATED BY Skylar Bowman  
 BARRY COUNTY COLLECTOR

RECEIPT #1044773	PAID BY: SELF
DATE: 12/27/2024	PAYMENT TYPE: CHK#2537
AMOUNT PAID: 4,277.74	

**REAL ESTATE TAX RECEIPTS CANNOT  
 BE USED TO LICENSE VEHICLES**



# PRICING

# INCOME & EXPENSES

	2025	T12	Year 1
<b>PRICE</b>	\$1,450,000		
<b>GROSS REVENUE</b>	\$108,028	\$111,127	\$ 124,093.28
<b>EXPENSES</b>	\$15,877	\$22,486	\$23,161
<b>NET INCOME</b>	\$92,151	\$88,641	\$ 100,932.32
<b>CAP RATE</b>	6.36%	6.11%	6.96%
<b>GRM</b>	13.42	13.05	11.68
<b>ENCLOSED SQ. FT.</b>	17,710	17,710	17,710
<b>PRICE PER SQ. FT.</b>	\$81.87	\$81.87	\$81.87

INCOME	2025	T12 (Mar 25' to Feb 26')	Year 1
Gross Potential Storage Income:	\$ 64,500.00	\$ 64,500.00	\$ 70,950.00
<b>Vacancy:</b>	\$ 645.00 1%	\$ 645.00 1%	\$ 1,419.00 2%
Storage Rental & Fee Income:	\$ 63,481.00	\$ 63,855.00	\$ 69,531.00
Commercial Building Lease:	\$ 43,769.63	\$ 44,645.02	\$ 44,645.02
Uhaul Income (Drop Off):	\$ 777.26	\$ 777.26	\$ 777.26
Insurance:	\$ -	\$ -	\$ 7,140.00
Fees & Other Income:	\$ -	\$ 1,850.00	\$ 2,000.00
<b>Total</b>	<b>\$ 108,027.89</b>	<b>\$ 111,127.28</b>	<b>\$ 124,093.28</b>
<b>EXPENSES</b>			
Property Taxes:	\$ 4,300.00	\$ 4,300.00	\$ 4,429.00
Insurance:	\$ 1,950.00	\$ 1,950.00	\$ 2,008.50
Phone:	\$ 600.00	\$ 600.00	\$ 618.00
<b>*Management:</b>	\$ -	\$ 3,600.00	\$ 3,708.00
<b>*Marketing:</b>	\$ -	\$ 1,500.00	\$ 1,545.00
Mowing and Landscaping:	\$ 1,440.00	\$ 1,440.00	\$ 1,483.20
Easy Storage Software:	\$ 1,200.00	\$ 1,200.00	\$ 1,236.00
<b>*Admin Expense:</b>	\$ -	\$ 1,200.00	\$ 1,236.00
Electricity (Liberty):	\$ 3,000.00	\$ 3,000.00	\$ 3,090.00
Credit Card Processing Fees:	\$ 1,587.03	\$ 1,596.38	\$ 1,644.27
<b>*Maintenance &amp; Repairs:</b>	\$ 1,200.00	\$ 1,500.00	\$ 1,545.00
Pest Control:	\$ 600.00	\$ 600.00	\$ 618.00
<b>Total Expenses</b>	<b>\$ 15,877.03 15%</b>	<b>\$ 22,486.38 20%</b>	<b>\$ 23,160.97 19%</b>
<b>NET INCOME</b>	<b>\$ 92,150.87</b>	<b>\$ 88,640.91</b>	<b>\$ 100,932.32</b>

Owners manages the roperty themselves. Broker added \$400 per month for weekly boots on the ground on-call manager. Since buildings are new (2020, 2023, 2024), there is not much maintenance and repair.

Eletrical is public, water is on well, sewer is on septic.



# FINANCING & RETURNS

<b>Purchase Price</b>	<b>\$ 1,450,000</b>
Enclosed Sq. Ft.	17,710
Price Per Sq. Ft.	\$81.87
2025 Cap Rate	6.42%
2026 Cap Rate	6.11%
Proforma	15.72%

<b>Expansion Costs</b>	<b>\$ 891,000.00</b>
------------------------	----------------------

<b>Seller Financing (I/O First 2 Years)</b>	
Down Payment	\$ 400,000
Loan Amount	\$ 1,050,000
Loan to Value	72%
Interest Only Rate	2.50%
Amortization	20
Loan Term	20 Years
Monthly Payments	\$5,563.98
Annual Payments	\$66,767.76

<b>Expansion Loan</b>	
Loan Amount	\$ 891,000
Interest Rate	6.50%
Amortization	20
Loan Term	10
Monthly Payments	\$6,643.06
Annual Payments	\$79,716.68

Year	2025	T12	Year 1	Year 2	Year 3 (Expansion)	Year 4	Year 5
<b>Gross Potential Storage Income:</b>	\$ 64,500.00	\$ 64,500.00	\$ 64,500.00	\$ 70,950.00	\$ 168,240.00	\$ 185,064.00	\$ 203,570.40
<b>Vacancy:</b>	\$ 645.00	\$ 645.00	\$ 645.00	\$ 709.50	\$ 3,364.80	\$ 3,701.28	\$ 4,071.41
Storage Rental & Fee Income:	\$ 63,855.00	\$ 63,855.00	\$ 63,855.00	\$ 70,240.50	\$ 164,875.20	\$ 181,362.72	\$ 199,498.99
Commercial Building Lease:	\$ 43,769.63	\$ 44,645.02	\$ 45,537.92	\$ 46,448.68	\$ 69,600.00	\$ 70,992.00	\$ 72,411.84
Uhaul Income (Drop Off):	\$ 777.26	\$ 777.26	\$ 792.81	\$ 808.66	\$ 1,200.00	\$ 1,250.00	\$ 777.26
Insurance:	\$ -	\$ -	\$ 7,140.00	\$ 7,282.80	\$ 14,112.00	\$ 14,535.36	\$ 14,971.42
Fees & Other Income:	\$ -	\$ 1,850.00	\$ 1,887.00	\$ 1,924.74	\$ 2,100.00	\$ 2,163.00	\$ 2,500.00
<b>Total</b>	<b>\$ 108,401.89</b>	<b>\$ 111,127.28</b>	<b>\$ 119,212.73</b>	<b>\$ 126,705.38</b>	<b>\$ 251,887.20</b>	<b>\$ 270,303.08</b>	<b>\$ 290,159.51</b>

<b>Operating Expenses</b>								
Property Taxes:	\$ 4,300.00	\$ 4,300.00	\$ 4,429.00	\$ 4,561.87	\$ 15,000.00	\$ 15,450.00	\$ 15,913.50	
Insurance:	\$ 1,950.00	\$ 1,950.00	\$ 2,008.50	\$ 2,068.76	\$ 6,206.27	\$ 6,392.45	\$ 6,584.23	
Phone:	\$ 600.00	\$ 600.00	\$ 618.00	\$ 636.54	\$ 954.81	\$ 983.45	\$ 1,012.96	
*Management:	\$ -	\$ 3,600.00	\$ 3,708.00	\$ 3,819.24	\$ 18,000.00	\$ 18,540.00	\$ 19,096.20	
*Marketing:	\$ -	\$ 1,500.00	\$ 1,545.00	\$ 1,591.35	\$ 1,639.09	\$ 1,688.26	\$ 1,738.91	
Mowing and Landscaping:	\$ 1,440.00	\$ 1,440.00	\$ 1,483.20	\$ 1,527.70	\$ 1,573.53	\$ 1,620.73	\$ 1,669.35	
Easy Storage Software:	\$ 1,200.00	\$ 1,200.00	\$ 1,236.00	\$ 1,273.08	\$ 1,311.27	\$ 1,350.61	\$ 1,391.13	
*Admin Expense:	\$ -	\$ 1,200.00	\$ 1,236.00	\$ 1,273.08	\$ 1,311.27	\$ 1,350.61	\$ 1,391.13	
Electricity (Liberty):	\$ 3,000.00	\$ 3,000.00	\$ 3,090.00	\$ 3,182.70	\$ 7,956.75	\$ 8,195.45	\$ 8,441.32	
Credit Card Processing Fees:	\$ 1,587.03	\$ 1,596.38	\$ 1,644.27	\$ 1,693.59	\$ 1,744.40	\$ 1,796.73	\$ 1,850.64	
*Maintenance & Repairs:	\$ 1,200.00	\$ 1,500.00	\$ 1,545.00	\$ 1,591.35	\$ 1,639.09	\$ 1,688.26	\$ 1,738.91	
Pest Control:	\$ 600.00	\$ 600.00	\$ 618.00	\$ 636.54	\$ 1,273.08	\$ 1,311.27	\$ 1,350.61	
<b>Total Expenses</b>	<b>\$15,277</b>	<b>\$22,486</b>	<b>\$23,161</b>	<b>\$23,856</b>	<b>\$58,610</b>	<b>\$60,368</b>	<b>\$62,179</b>	
<b>Expense % of Revenue</b>	14.09%	20.23%	19.43%	18.83%	23.27%	22.33%	21.43%	
<b>Expense Per Sq. Ft.</b>	\$0.86	\$1.27	\$1.31	\$1.35	\$1.73	\$1.78	\$1.83	
<b>Net Income</b>	<b>\$ 93,125</b>	<b>\$ 88,641</b>	<b>\$ 96,052</b>	<b>\$ 102,850</b>	<b>\$ 193,278</b>	<b>\$ 209,935</b>	<b>\$ 227,981</b>	

<b>Loan Payments (Seller Financing)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$26,250</b>	<b>\$26,250</b>	<b>\$66,768</b>	<b>\$66,768</b>	<b>\$66,768</b>
<b>Loan Payments (Expansion)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$79,717</b>	<b>\$79,717</b>	<b>\$79,717</b>
<b>Debt Service Coverage Ratio</b>	0.00	0.00	3.66	3.92	1.32	1.43	1.56
<b>Cash Flow</b>	\$93,125	\$88,641	\$69,802	\$76,600	\$46,793	\$63,451	\$81,496
<b>Capitalization Rate</b>	6.42%	6.11%	6.62%	7.09%	8.26%	8.97%	9.74%
<b>Cash on Cash Return</b>	23.28%	22.16%	17.45%	19.15%	11.70%	15.86%	20.37%
<b>Gross Revenue Multiple</b>	13.38	13.05	12.16	11.44	9.29	8.66	8.07

## BROKER REMARKS

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- Owner manages the property themselves and is selling to retire.
- Willing to take a lower price for a cash or third party financed deal structure.
- Warehouse building was built in 2020. Three storage buildings were built in 2023. Final two storage buildings were built in 2024.
- **Utilities:** Electricity is Public. Water is through a well that is 640ft deep. Sewer is through 1,000 septic tank.
- The Enclosed RV and Boat storage units have 120-amp electrical outlets and lights inside of each unit.
- No dump station at site. Potential for additional revenue by connecting dump station to septic tank.
- Per owner, expansion can be completed without any additional permits from County (County Jurisdiction).
- Owners do not require tenants to have insurance.
- Easy Storage Solutions software is utilized by ownership.
- Commercial building and lease income are not included on the Easy Storage Solution reports.
- Owner does not advertise, obtains tenants from word of mouth and drive by traffic (7,000+ vehicles daily).
- Property consistently operates between 90% - 100% occupancy without advertising.

## BROKER REMARKS

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- Warehouse building is 50x80 with 14-foot-high ceilings, four loading docks, an office, bathroom, and a mini-split ac unit.
- Room to double rentable square footage.
- Water drains through middle of subject property and runs to the property north of the subject.
- Majority of storage customers pay via credit card or ach through management software.
- Commercial tenant pays via direct deposit to owner's bank account.
- Commercial lease is with U.S. Venture Inc. based out of Appleton, WI.
- 1 year lease with optional extension at 2% annual increase.
- U-Haul is drop off location only. No rentals.
- 5-mile square foot per capita of 7.67.
- Site has rents that are below comparables.
- Very low delinquency rate at property.
- Owner pays for utilities at property. Commercial tenant and storage tenants are not charged for utility usage.
- Visibility from signalized intersection of Highway 37 and FR 2140.
- Opportunity to increase revenue through tenant insurance program.



# BROKER DISCLOSURE FORM

## CONFIRMATION OF REAL ESTATE AGENCY RELATIONSHIP

The following relationships are hereby confirmed, as of the dates set forth below, in connection with the transaction involving the real property and/or business located at 9110 Farm Road 2140, Cassville, MO 65625-7164 (the "Property").

Scott Reid of ParaSell, Inc. and Brandon Maurice Robinson of Calvary Realty Inc. are the agents of (check one):

- the seller exclusively; or  
 the buyer exclusively; or  
 both the buyer and seller

As used herein, "Seller" includes the landlord or other transferor of the Property, and "Buyer" includes the tenant or other transferee of the Property.

I/WE ACKNOWLEDGE RECEIPT OF THE FOREGOING AND HEREBY CONFIRM THE SAME.

BUYER	BUYER
By: _____	By: _____
Name: _____	Name: _____
Date: _____	Date: _____
By: _____	By: _____
Name: _____	Name: _____
Date: _____	Date: _____

## MISSOURI BROKER DISCLOSURE FORM



This disclosure is to enable you, a prospective buyer, seller, tenant or landlord of real estate, to make an informed choice BEFORE working with a real estate licensee.

Missouri law allows licensees to work for the interest of one or both of the parties to the transaction. The law also allows the licensee to work in a neutral position. How the licensee works depends on the type of brokerage service agreements involved. Since the sale or lease of real estate can involve several licensees it is important that you understand what options are available to you regarding representation and to understand the relationships among the parties to any transaction in which you are involved.

Missouri laws require that if you want representation, you must enter into a written agreement. This may or may not require you to pay a commission. You do not need to enter into a written agreement with a transaction broker unless you intend to compensate this licensee. These agreements vary and you may also want to consider an exclusive or nonexclusive type of relationship.

If you choose not to be represented by an agent, the licensee working with you may be working for the other party to the transaction.

### CHOICES AVAILABLE TO YOU IN MISSOURI

#### Seller's or Landlord's Limited Agent

Duty to perform the terms of the written agreement made with the seller or landlord, to exercise reasonable skill and care for the seller or landlord, and to promote the interests of the seller or landlord with the utmost good faith, loyalty and fidelity in the sale, lease, or management of property.

Information given by the buyer/tenant to a licensee acting as a Seller's or Landlord's Limited Agent will be disclosed to the seller/landlord.

#### Buyer's or Tenant's Limited Agent

Duty to perform the terms of the written agreement made with the buyer or tenant, to exercise reasonable skill and care for the buyer or tenant and to promote the interests of the buyer or tenant with the utmost good faith, loyalty and fidelity in the purchase or lease of property.

Information given by the seller/landlord to a licensee acting as a Buyer's or Tenant's Limited Agent will be disclosed to the buyer/tenant.

#### Sub-Agent (Agent of the Agent)

Owes the same obligations and responsibilities as the Seller's or Landlord's Limited Agent, or Buyer's or Tenant's Limited Agent.

#### Disclosed Dual Agent

With the written consent of all parties, represents both the seller and the buyer or the landlord and the tenant.

A Disclosed Dual Agent may disclose any information to either party that the licensee gains that is material to the transaction.

A dual agent may not disclose information that is considered confidential, such as:

- Buyer/Tenant will pay more than the purchase price or lease rate
- Seller/Landlord will accept less than the asking price or lease rate

- Either party will agree to financing terms other than those offered
- Motivating factors for any person buying, selling or leasing the property
- Terms of any prior offers or counter-offers made by any party.

#### Designated Agent

Acts as your specific agent, whether you are a buyer or tenant, or seller or landlord. When the broker makes this appointment, the other real estate licensees in the company do not represent you.

There are two exceptions with both resulting in dual agency or transaction brokerage:

1. The agent representing you as a buyer or tenant is also the agent who listed the property you may want to buy or lease.
2. The supervising broker of two designated agents becomes involved in the transaction.

#### Transaction Broker

Does not represent either party, therefore, does not advocate the interest of either party.

A transaction broker is responsible for performing the following:

- Protect the confidences of both parties
- Exercise reasonable skill and care
- Present all written offers in a timely manner
- Keep the parties fully informed
- Account for all money and property received
- Assist the parties in complying with the terms and conditions of the contract
- Disclose to each party of the transaction any adverse material facts known by the licensee
- Suggest that the parties obtain expert advice.

A transaction broker shall not disclose:

- Buyer/Tenant will pay more than the purchase or lease price
- Seller/Landlord will accept less than the asking or lease price
- Motivating factors of the parties
- Seller/Buyer will accept financing terms other than those offered.

A transaction broker has no duty to:

- Conduct an independent inspection of, or discover any defects in, the property for the benefit of either party
- Conduct an independent investigation of the buyer's financial condition.

#### Other Agency Relationships

Missouri law does not prohibit written agency agreements which provide for duties exceeding that of a limited agent described in this pamphlet.

This brokerage authorizes the following relationships:

- Seller's Limited Agent
- Landlord's Limited Agent
- Buyer's Limited Agent
- Tenant's Limited Agent
- Sub-Agent
- Disclosed Dual Agent
- Designated Agent
- Transaction Broker
- Other Agency Relationship

Broker or Entity Name and Address

ParaSell, Inc.  
 940 South Coast Drive  
 Suite 100  
 Costa Mesa, CA 92626

Prescribed by the Missouri Real Estate Commission as of January, 2005. This additional format prescribed October 2007.

# FOLLOW US ONLINE

