



**OFFERING MEMORANDUM**

# Freedom Storage

LIVE OAK & LAKE CITY FLORIDA

**PRESENTED BY:**

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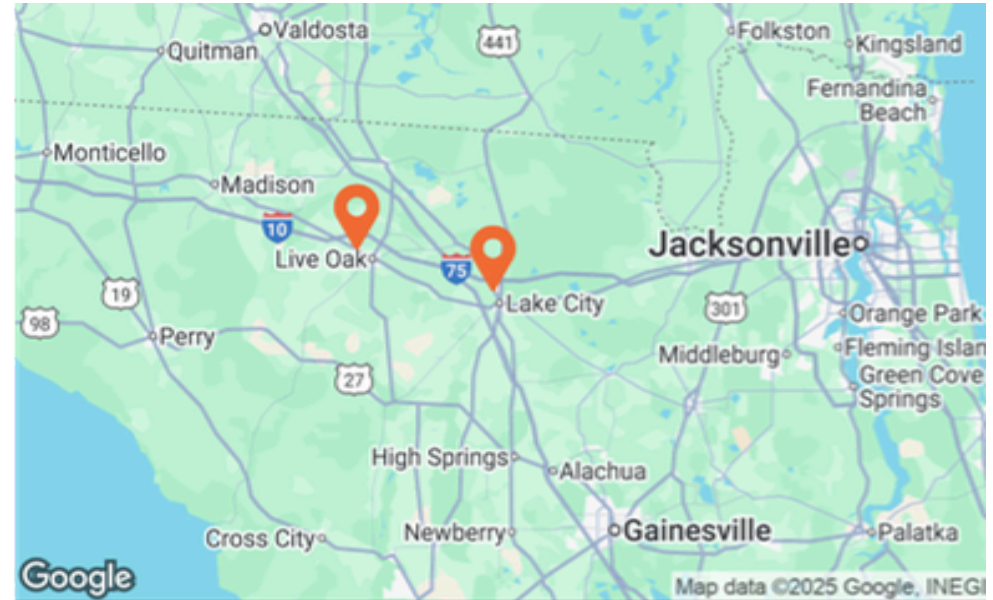
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To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.



**SECTION 1**  
Property  
Information

## FREEDOM STORAGE: 13346 US-90, LIVE OAK, FL 32060 AND 3010 US-41, LAKE CITY, FL 32055



### PROPERTY HIGHLIGHTS

- **Growing Markets:** Lake City (~35,000; CSA 250,000+) and Live Oak (~7,000; county 40,000+)
- **Expansion Potential:** Lake City 3 acres for Expansion; Live Oak Warehouse Conversion
- **High Traffic & Visibility:** US 41 (~9,300 VPD) Lake City; US 90 (~8,600 VPD) Live Oak near Publix

<b>SALE PRICE:</b>	\$1,799,000
<b>NUMBER OF UNITS:</b>	200
<b>BUILDING SIZE:</b>	25,174 SF
<b>ACRES:</b>	5.64

### PROPERTY DESCRIPTION

SVN is pleased to present the **Freedom Storage Portfolio**, a two-property self-storage opportunity located in Lake City and Live Oak, Florida. Together, the portfolio consists of 200 units across over 25,000 square feet with strong market positioning, recent capital improvements, and multiple avenues for growth.

The **Lake City facility consists of 89 units across 9,100 square feet on 3.76 acres**. A major highlight of this location is the **three acres of expansion land**, which can accommodate up to 45,000 square feet of additional storage. Recent upgrades include **new roofs, fresh paint, and modernized lighting**. Positioned along US Highway 41 with over 9,300 vehicles per day and only one competitor within a three-mile radius, the site benefits from excellent visibility and limited competition. The **Live Oak facility features 111 units totaling 16,074 square feet, including a warehouse on 1.88 acres**. Similar to Lake City, this property has also undergone improvements with **new roofs, paint, and lighting**. The warehouse provides flexible conversion potential or additional rentable space, further enhancing the investment's upside. Located on US Highway 90 with over 8,600 vehicles per day and close proximity to Publix and other major retailers, the site enjoys a strong consumer draw and daily traffic flow.

The Freedom Storage Portfolio presents investors with a **well-maintained**, stabilized asset package in two **growing North Florida markets**. With expansion land, conversion potential, and recent capital improvements already completed, this offering delivers immediate income with significant long-term value-add opportunities.

**LAKE CITY: 3010 US-41, LAKE CITY, FL 32055**



LAKE CITY: 3010 US-41, LAKE CITY, FL 32055, 3 ACRES EXPANSION ROOM



LIVE OAK: 13346 US-90, LIVE OAK, FL 32060



LIVE OAK: 13346 US-90, LIVE OAK, FL 32060





**SECTION 2**  
**Location  
Information**

## LOCATION DESCRIPTION



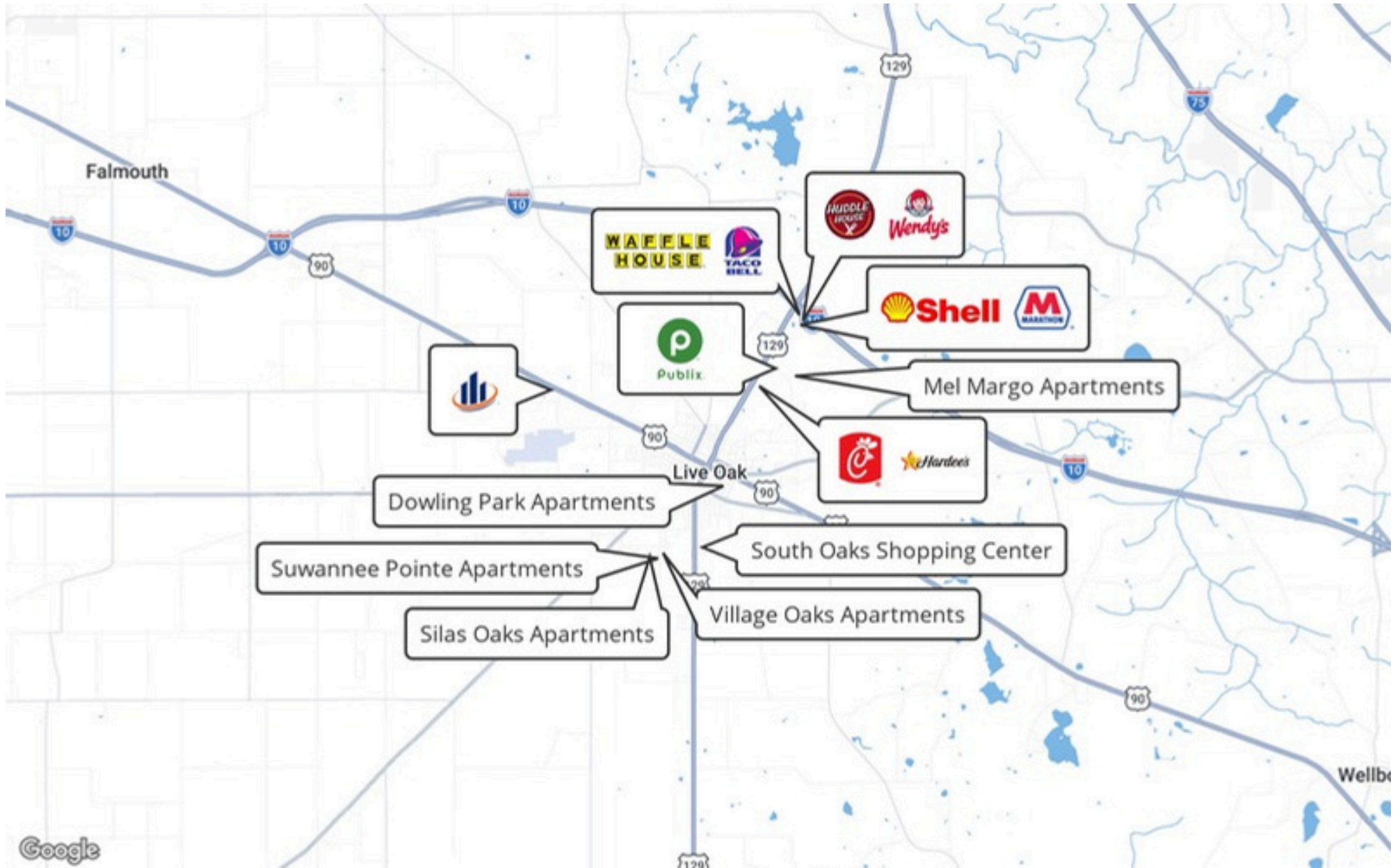
## LOCATION DESCRIPTION

These Freedom Storage facilities are strategically located in **Lake City** and **Live Oak**, Florida, two growing North Florida markets with strong regional demand. Lake City, with a population of roughly 35,000 and **over 250,000** in the surrounding Columbia and Suwannee counties, serves as a regional hub with major employers such as Anderson Columbia, Florida Gateway College, and HUB Industrial Supply. The city also supports robust retail activity, anchored by Lake City Mall and national tenants like TJ Maxx, Ross, Aldi, and Panera Bread, while household growth and rising rental demand support continued self-storage need. Live Oak, the county seat of Suwannee County, has a population of about 7,000, with a broader service area **exceeding 40,000**, and is supported by employers including First Federal Bank of Florida and the Suwannee County School District. Both communities are easily accessible via I-75, offering convenient access for residents, businesses, and seasonal visitors, creating strong and consistent demand for self-storage. **Limited local competition**, combined with available **expansion acreage** at the Lake City facility, positions these properties for ongoing growth and value-add opportunities.

# LAKE CITY MAP



# LIVE OAK MAP





**SECTION 3**  
Financial  
Analysis

# INCOME EXPENSE PROJECTIONS

Freedom Storage Portfolio Income and Expense Projections						
	Lake City 2025 Income and Expense	Live Oak 2025 Income and Expense	2025 Combined	Gross Possible Projected	Gross Possible Projected with Expansion (45,000 SF)	Note: \$88 /month rate on 10 x 10= \$10.00 per SF per year x 45,000 more SF x 90% occ = \$405,000
Gross Income	\$ 80,782	\$ 114,136	\$ 194,918	\$ 236,472	\$ 641,472	
Warehouse	\$0.00	\$28,200.00	\$28,200.00	\$0.00	\$0.00	
Gross 1	\$80,781.91	\$142,336.21	\$223,118.12	\$236,472.00	\$641,472.00	
<b>GROSS INCOME</b>	\$80,781.91	\$142,336.21	\$223,118.12	\$236,472.00	\$641,472.00	
<b>EXPENSES</b>						
ESS Fees	\$4,477.00	\$5,077.00	\$12,352.00	\$12,352.00	\$30,000.00	
Insurance	\$6,333.90	\$9,500.86	\$15,834.76	\$15,834.76	\$21,000.00	
Management	\$6,147.00	\$6,840.00	\$17,316.00	\$17,316.00	\$17,316.00	
Real Estate Taxes	\$3,581.69	\$5,687.90	\$9,269.59	\$9,269.59	\$15,000.00	
BOTG & Maintenance	\$5,230.91	\$8,139.33	\$10,323.00	\$10,323.00	\$10,323.00	
Marketing	\$2,099.00	\$307.00	\$4,590.00	\$4,590.00	\$4,590.00	
Utilities	\$1,028.00	\$1,043.00	\$3,148.00	\$3,148.00	\$3,148.00	
Total Expenses	\$28,897.50	\$36,595.09	\$72,833.35	\$72,833.35	\$101,377.00	
<b>NOI</b>	<b>\$51,884.41</b>	<b>\$105,741.12</b>	<b>\$150,284.77</b>	<b>\$163,638.65</b>	<b>\$540,095.00</b>	

# OCCUPANCY ANALYSIS

LAKE CITY											
Size	# Units	# Occupied	sq ft / unit	sq ft total	Occupied sq ft	Price	Gross Current	Gross Possible	Occupancy %	Area Occ	Economic Occ
Drive-Up 5x10 (5 x 10 x 8)	1	1	50	50	50	\$65.00	\$65.00	\$65.00	100.00%	100.00%	0.00%
Drive Up 5x15 (5 x 15 x 8)	64	44	75	4,800.00	3,300.00	\$73.00	\$3,212.00	\$4,672.00	68.75%	68.75%	68.90%
Drive Up 10x15 (10 x 15 x 8)	11	11	150	1,650.00	1,650.00	\$93.00	\$1,023.00	\$1,023.00	100.00%	100.00%	111.05%
Drive Up 10x20 (10 x 20 x 8)	13	11	200	2,600.00	2,200.00	\$139.00	\$1,529.00	\$1,807.00	84.62%	84.62%	80.06%
	89	67		9100			\$5,829.00	\$7,567.00			

LIVE OAK											
Size	# Units	# Occupied	sq ft / unit	sq ft total	Occupied sq ft	Price	Gross Current	Gross Possible	Occupancy %	Area Occ	Economic Occ
Drive Up 4x6 (4 x 6 x 8)	7	4	24	168	96	\$45.00	\$180.00	\$315.00	57.14%	57.14%	42.86%
Drive Up 4x8 (4 x 8 x 8)	7	7	32	224	224	\$49.00	\$343.00	\$343.00	100.00%	100.00%	95.95%
Drive Up 5x10 (5 x 10 x 8)	19	16	50	950	800	\$59.00	\$944.00	\$1,121.00	84.21%	84.21%	85.29%
Drive Up 8x10 (8 x 10 x 8)	15	12	80	1,200.00	960	\$79.00	\$948.00	\$1,185.00	80.00%	80.00%	80.00%
Drive Up 8x18 (8 x 18 x 8)	28	22	144	4,032.00	3,168.00	\$95.00	\$2,090.00	\$2,660.00	78.57%	78.57%	78.57%
Drive Up 10x20 (10 x 20 x 8)	35	34	200	7,000.00	6,800.00	\$119.00	\$4,046.00	\$4,165.00	97.14%	97.14%	94.29%
Commerical Space	1	1	2500	2,500.00			\$2,350.00	\$2,350.00			
	112	96		16074			\$10,901.00	\$12,139.00			

<b>TOTAL</b>	<b>201</b>			<b>25,174</b>				<b>\$19,706.00</b>			
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**SECTION 4**  
Demographics

# LAKE CITY

## Sq Ft per Capita

- 2022 Sq Ft per Capita 3.89
- 2024 Sq Ft per Capita 3.86
- 2026 Sq Ft per Capita 3.82

**\$55.7k**

Median Household  
Income

**\$74.6k**

Average Household  
Income

# LIVE OAK

## Sq Ft per Capita

- 2022 Sq Ft per Capita 7.07
- 2024 Sq Ft per Capita 6.98
- 2026 Sq Ft per Capita 6.88

**\$55.1k**

Median Household  
Income

**\$73.5k**

Average Household  
Income

# LAKE CITY DRIVE TIME TRADE AREA

## Drive Time Trade Overview

Freedom Storage • 3010 NW US Highway 41, Lake City, FL 32055

 Driving

5 Minute Drive

10 Minute Drive

15 Minute Drive

### Trade Area Size

Square Miles

4.0

36.6

129.5

### Demographic & Consumer Spend Overview

Current Year

2030 Forecast

Current Year

2030 Forecast

Current Year

2030 Forecast

Total Population

1,594

1,623 (+1.8%)

16,407

16,918 (+3.1%)

34,313

35,665 (+3.9%)

Workday Population

1,329

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18,909

--

36,273

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Total Households

539

553 (+2.6%)

6,208

6,424 (+3.5%)

13,294

13,868 (+4.3%)

Avg. Household Income

\$63.6k

\$71.6k (+12.6%)

\$72.2k

\$82.1k (+13.8%)

\$75.4k

\$86.1k (+14.2%)

Total Consumer Spend

\$21.5m

\$21.9m (+2.1%)

\$245.2m

\$254m (+3.6%)

\$558.3m

\$585.6m (+4.9%)

# LIVE OAK DRIVE TIME TRADE AREA

## Drive Time Trade Overview

Freedom Storage • 13308 US Highway 90, Live Oak, FL 32060

 Driving

5 Minute Drive

10 Minute Drive

15 Minute Drive

### Trade Area Size

Square Miles

5.3

33.1

91.2

### Demographic & Consumer Spend Overview

	Current Year	2030 Forecast	Current Year	2030 Forecast	Current Year	2030 Forecast
Total Population	2,673	2,785 (+4.2%)	10,524	10,999 (+4.5%)	14,534	15,231 (+4.8%)
Workday Population	2,593	--	9,899	--	14,615	--
Total Households	957	1,000 (+4.5%)	3,897	4,084 (+4.8%)	5,427	5,701 (+5.0%)
Avg. Household Income	\$70.7k	\$79.6k (+12.6%)	\$72.3k	\$81k (+12.1%)	\$73.8k	\$82.4k (+11.7%)
Total Consumer Spend	\$15.2m	\$16.4m (+7.4%)	\$100.7m	\$107.7m (+7.0%)	\$148.6m	\$159m (+7.0%)

Source: AlphaMap.com



SECTION 5  
Advisor Bios



## KATELEIGH CALLOWAY

Advisor

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Direct: **205.937.2299** | Cell:

FL # SL3636547// AL #000137811-0 /

### PROFESSIONAL BACKGROUND

Originally from Birmingham, AL, Kateleigh Calloway is a graduate of Auburn University with a Bachelor of Science in Marketing and Finance. She has been an advisor with SVN for over three years, specializing in self storage investment sales and tenant representation. Kateleigh represents the SVN National Self Storage Team across the Southeast, an industry-leading group that has closed over \$1 billion in transactions nationwide. She is also a member of the National Self Storage Association. Outside of work, she enjoys cooking, traveling, and fishing.

### EDUCATION

Bachelor of Science in Marketing and Finance

### MEMBERSHIPS

National Self Storage Association

#### SVN | SouthLand Commercial

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Pensacola, FL 32502  
850.434.7500



## KRISTEN ASMAN

Vice President & Broker of Brokerage Services

kristen.asman@svn.com

OH #658012934

## PROFESSIONAL BACKGROUND

Kristen Wilson-Asman serves as Co-Chair of the SVN National Self-Storage Product Council and Vice President of Brokerage Services with SVN | Wilson Commercial Real Estate.

Ms. Asman is a recognized expert in self storage investment sales and has been involved in the sale of hundreds of millions of dollars in commercial real estate. She advises owners and investors on strategies to maximize value throughout the lifecycle of their properties, from acquisition through disposition.

She holds a Bachelor of Science in Accounting from Miami University of Ohio and began her career as an Auditor with Deloitte. Her experience spans brokerage, development, and property management, including roles with Matthews Click Bauman, McKinney Properties, and Horizons Real Estate, where she served as a Regional Property Manager and Project Manager.

With over 20 years of experience in the acquisition and disposition of commercial real estate assets, Ms. Asman has built a reputation for delivering results and strategic insight. Since joining SVN in 2003, she has been recognized with multiple honors, including the SVN President's Council Award, the Partnership Circle Award, and the prestigious SVN Brand Ambassador Award.

Ms. Asman is an active member of the Self Storage Association and serves on the Board of Trustees at the state level.

**SVN | Wilson Commercial Group, LLC**  
Easton Town Center, 4200 Regent Street, Suite 200  
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## MICHAEL CARRO, CCIM

Senior Advisor, Principal

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FL #BK3179263// AL #000093777

## PROFESSIONAL BACKGROUND

Michael Carro is a CCIM and Commercial Broker Licensed in Florida and Alabama. He is a Principal at SVN | SouthLand Commercial Real Estate with offices in Pensacola, Panama City and Tallahassee. Before starting SVN | SouthLand Commercial, he was the 2009, 2010, 2011 & 2012 Top Producer for NAI Pensacola. He received the NAIOP 2023, 2016 and 2010 “Broker Deal of the Year” Award and the NAIOP “New Development of the Year” in 2014. He has been Top Producer for SVN | SouthLand Commercial in 2014-2023. In 2016, he was the #1 Top Producer in the State of Florida, and the #3 Top Producer in the USA for SVN.

Michael is the 2024 CCIM Panhandle District President

### Restaurant Background

- Founded The Restaurant Realty Network and TheRestaurantRealty.com
- Has the The Restaurant Realty in 10 Podcast and Hosted “The Restaurant Realty Show” weekly on News Radio 1620.
- In 1999 and 2000 oversaw the acquisition of 120 Hardee’s Restaurant locations in Springfield, IL; Biloxi, MS; Pensacola, FL; Huntsville, Montgomery and Mobile, AL
- Was a member of the International Hardee’s Franchise Association (IHFA) and on the purchasing committee 2002-2006

## EDUCATION

- Graduated from the University of Arizona with a BS in Business Administration
- Member of the Alpha Tau Omega fraternity
- Cheerleader for the University of Arizona from 1987 to 1990.

### SVN | SouthLand Commercial

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