



Offering Memorandum



Bigger Garage Self-Storage

33243 OLD OCEAN CITY RD, PARSONSBURG, MD 21849

PRESENTED BY:

MEREDITH M. MEARS

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Property Information



PROPERTY SUMMARY

BIGGER GARAGE SELF STORAGE

33243 OLD OCEAN CITY RD
PARSONSBURG, MD 21849

OFFERING SUMMARY

SALE PRICE:	\$995,000
FACILITY SIZE:	9,100 NRSF
DWELLING SIZE:	1,137 SF
LOT SIZE:	1.3+/- AC
SELF-STORAGE PRICE / SF:	\$109.34

PROPERTY SUMMARY

Bigger Garage Self Storage is a remotely managed 9,100 NRSF self-storage investment opportunity on 1.3+/- acres located in Parsonsburg, MD. The 83-unit drive-up facility combines strong occupancy with an efficient operating structure and recent repositioning. The property has professional management already in place through Bigger Garage Management Company and minimal day-to-day maintenance requirements.

With limited competing facilities and additional monthly rental income of \$1600 from a professionally managed 1,137 SF residential dwelling, the property offers an attractive entry point for a first-time self-storage investor or as a strategic acquisition for an existing operator.

This manageable asset with proven demand, multiple income streams, and an established operating structure provides an opportunity to step into self-storage or to expand your portfolio without having to build the business from the ground up.



PROPERTY HIGHLIGHTS

- Recently repositioned facility demonstrating strong leasing momentum and market demand.
- Ideal First Self-Storage Investment or Portfolio Expansion: Manageable 83-unit, 9,100 NRSF asset with an established operating structure.
- Remote Ownership Opportunity: Professional management with minimal on-site maintenance requirements.
- Additional Income Stream: Professionally managed 1,137 SF residential dwelling generating \$1,600/month in rental income.
- Strategic Location: Positioned between Salisbury and the Maryland/Delaware beaches with limited competing self-storage facilities nearby.



**REMOTE OWNERSHIP
OPPORTUNITY**



**STRONG
LEASING DEMAND**



**ADDITIONAL
INCOME STREAM**



PROPERTY PHOTOS





Location Information



LOCATION DESCRIPTION

Parsonsborg is a community located in Wicomico County, Maryland, offering self-storage operators an attractive combination of residential demand, regional accessibility, and limited competitive supply.

Located along U.S. Route 50, Parsonsborg provides convenient access between Salisbury and Maryland's Eastern Shore beaches, making it an easily accessible location for residents, businesses, and seasonal users throughout the region.

The community benefits from its proximity to Salisbury, the Eastern Shore's largest employment and commercial center, while maintaining a more rural residential environment where demand for convenient storage is often driven by homeowners, small businesses, contractors, and residents with recreational equipment. Parsonsborg also serves as a convenient stop for households traveling between Salisbury, Ocean City, and the Delaware beaches.

The broader trade area includes established residential neighborhoods, small businesses, and recreational users, all of which contribute to a diverse and durable customer base.





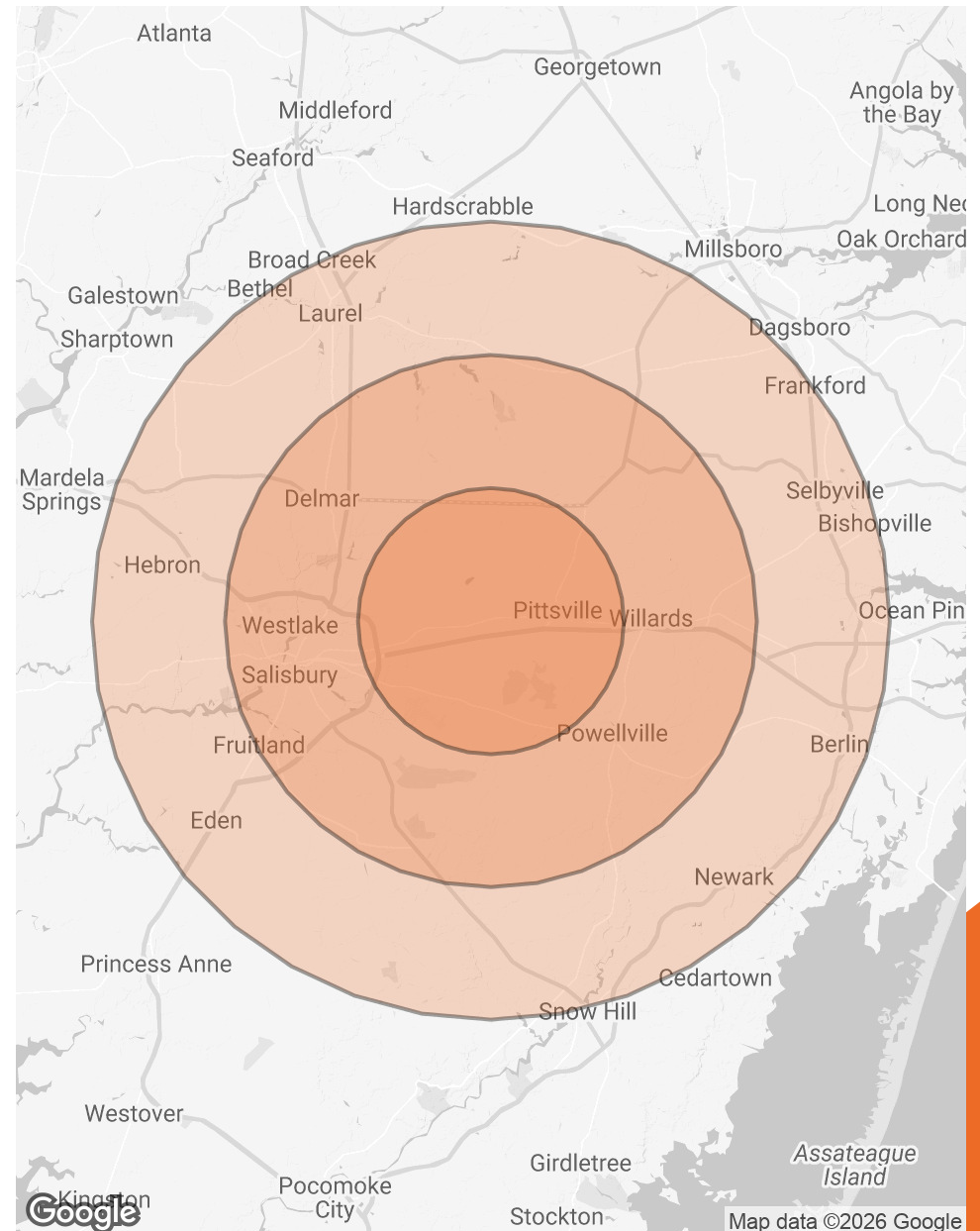
Demographics

DEMOGRAPHICS MAP & REPORT

POPULATION	5 MILES	10 MILES	15 MILES
TOTAL POPULATION	12,782	91,440	140,016
AVERAGE AGE	40	36.5	38.1
AVERAGE AGE (MALE)	39	34.8	36.8
AVERAGE AGE (FEMALE)	41.7	38.2	39.5

HOUSEHOLDS & INCOME	5 MILES	10 MILES	15 MILES
TOTAL HOUSEHOLDS	4,957	34,729	53,066
# OF PERSONS PER HH	2.6	2.6	2.6
AVERAGE HH INCOME	\$102,429	\$91,266	\$95,309
AVERAGE HOUSE VALUE	\$254,151	\$260,834	\$278,922

2023 American Community Survey (ACS)





Financial Analysis

FINANCIAL ANALYSIS



SELF STORAGE FACILITY PROFORMA

32243 Old Ocean City Rd
Parsonsburg, MD

NRSF CC:
NRSF NCC:

Gross SF +/-:

Prepared by:
9,100 Date:
NRSF +/-:
Units +/-:

Meredith Mears
8/12/2026
9,100
83

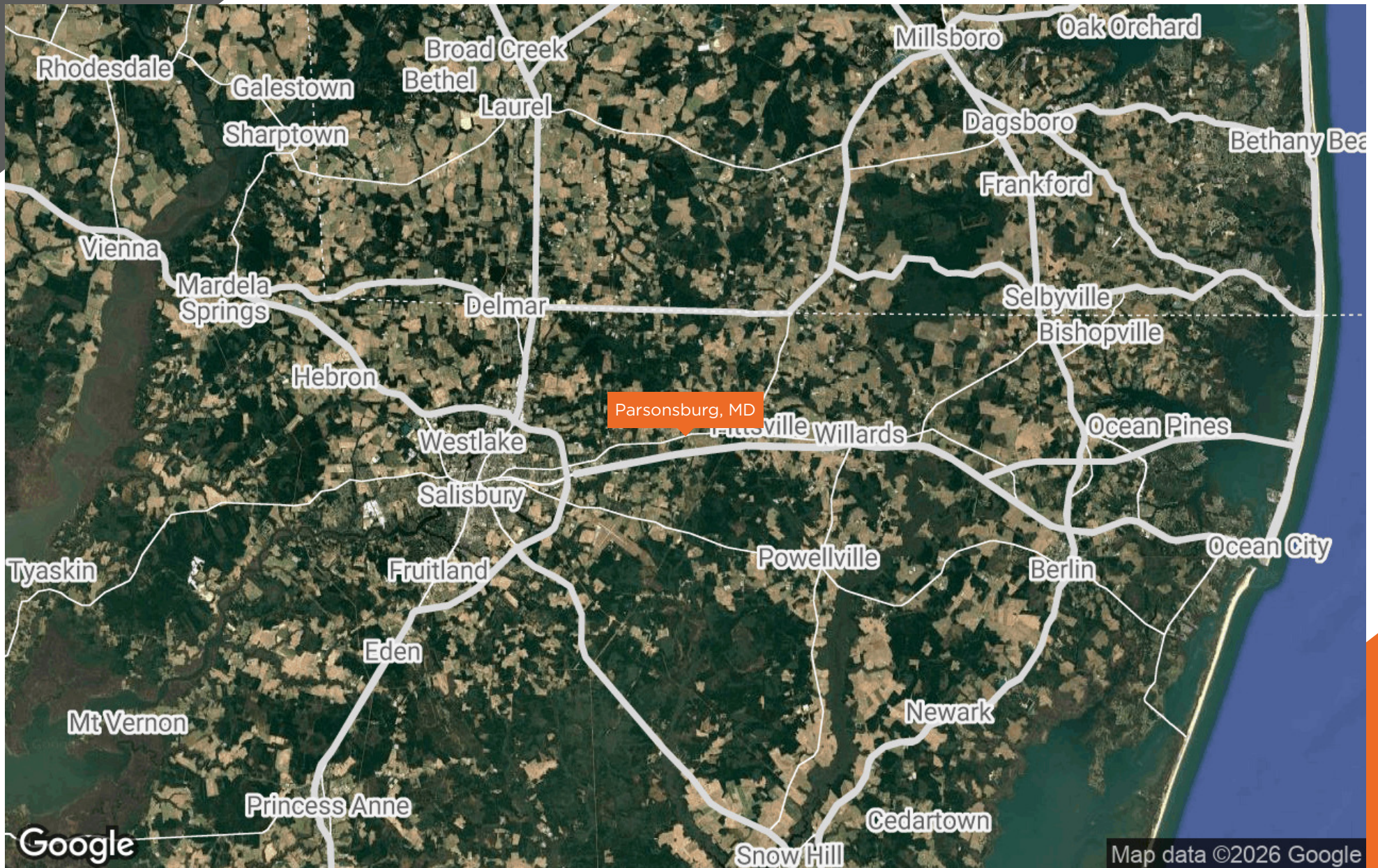
OCCUPANCY			85%					
VACANCY (2)			15%					
AVERAGE RENTAL RATE		T-12 RADIUS	\$ 12.00					

			Stabilized Rents					
			Year 1					
INCOME								
GROSS POTENTIAL INCOME			\$109,200					
VACANCY			\$16,380					
GROSS EFFECTIVE RENTAL INCOME			\$92,820					
DISCOUNTS / WRITE-OFFS	3%		\$2,785					
RV/PARKING INCOME			\$0					
OTHER REVENUE			\$19,200	*residence on-site				
EFFECTIVE GROSS INCOME			\$109,235					

OPERATING EXPENSES								
PAYROLL & BENEFITS			\$7,425.60					
MARKETING & ADVERTISING			\$2,320.50					
OTHER GENERAL & ADMIN			\$928.20					
REPAIRS & MAINTENANCE			\$1,392.30					
UTILITIES			\$1,856.40					
REAL ESTATE TAXES			\$2,600.00					
INSURANCE			\$1,856.40					
MANAGEMENT FEE			\$4,641.00					
OTHER GENERAL & ADMIN			\$928.20					
TOTAL EXPENSES			\$23,948.60					

NET OPERATING INCOME			\$68,871.40					
6 Cap			\$ 1,147,856.67					
7 Cap			\$ 983,877.14					

REGIONAL MAP





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PROFESSIONAL BACKGROUND

Meredith Mears serves as Co-Chair of the SVN National Self-Storage Product Council, and Senior Self Storage Investment Broker for SVN Miller Commercial Real Estate & National Storage Partners. A recognized expert in the acquisition and sale of self-storage, commercial storage and warehouse/flex facilities, Mears works with a global client base that includes equity fund operators, Real Estate Investment Trusts (REITs), and private owners and investors. An active investor herself, Mears is well entrenched in the industry.

Mears has successfully closed highly structured, multi-million-dollar acquisitions, dispositions, and joint venture partnerships. She brings a strong track record in brokering complex real estate transactions, and her experience spans single-property deals from \$100,000 to \$24 million. Closing over \$64 million in transactions since 2022, Mears provides her clients with a unique advantage rooted in deep market insight, industry connections and strategic deal execution.

Mears is an active member of the National Self Storage Association. Her commitment to leadership and community development is reflected in her past service as a Regent for the University System of Maryland and as a board member for several organizations, including Hudson Behavioral Health, the Maryland Economic Development Association, Maryland Capital Enterprises, and the Lower Shore Land Trust. In recognition of her contributions to business, community, and mentorship, she was named a Top 100 Woman in Maryland by The Daily Record in 2020.

EDUCATION

Salisbury University
B.S. in Business Administration
Concentration: Marketing
2001



Collective Strength, Accelerated Growth

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