

Tamlin Storage

5080 TAMLIN ROAD
COLORADO SPRINGS, CO 80923

FOR SALE: Tamlin Storage

Contact Broker for Pricing

CONFIDENTIAL OFFERING MEMORANDUM



HARVESTMXD



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EXECUTIVE SUMMARY

The subject property consists of approximately ±16.49 acres strategically located along the rapidly expanding Marksheffel Corridor in East Colorado Springs, one of the region's fastest-growing residential and commercial corridors. Situated in unincorporated El Paso County, the property offers a compelling covered land investment profile with immediate cash flow, expansion potential, and long-term redevelopment optionality.

The property is currently improved with a stabilized RV and boat storage facility containing approximately 121,860 rentable square feet and 347 rentable units. As of May 2026, the facility was approximately 80% physically occupied based on rentable inventory, with 278 occupied units and approximately 97,760 occupied square feet. The property includes a mix of RV, boat, vehicle storage, and drive-up storage units, providing diversified income streams with relatively low management intensity.

Recent capital improvements include 46 newly constructed storage spaces completed in 2024, further enhancing the property's income-generating capacity. Additionally, approximately ±4.4 acres of excess land remain available for expansion, additional storage inventory, or alternative commercial development.

A third-party cost segregation study allocated approximately 89.8% of the acquisition basis to assets with recovery periods of 15 years or less, highlighting the potential for substantial accelerated depreciation benefits for future ownership. Purchasers should consult their tax advisors regarding the applicability and timing of such benefits.

The site benefits from CS (Community Service) zoning within El Paso County, permitting a broad range of retail, office, recreational, service-commercial, and community-oriented uses. The property is positioned within a rapidly transitioning growth corridor surrounded by expanding residential development, including Banning Lewis Ranch, one of the largest master-planned communities in Colorado Springs with approximately 60,000 homes projected at buildout.

Infrastructure improvements continue to support long-term value creation. Marksheffel Road is currently undergoing significant widening and utility expansion projects, while Colorado Springs Utilities has planned water and sewer infrastructure improvements in the immediate area. These investments are expected to further enhance accessibility, development feasibility, and annexation potential.

Overall, the property presents a rare opportunity to acquire a cash-flowing storage asset with meaningful upside through lease-up, expansion, commercial development, and long-term appreciation within one of Colorado Springs' most active growth corridors.

INVESTMENT HIGHLIGHTS

1. Established Income-Producing Storage Asset

- Approximately 121,860 rentable square feet
- 347 rentable units consisting of RV, boat, vehicle, and drive-up storage
- Approximately 80% physical occupancy based on rentable inventory
- 278 occupied units generating immediate in-place cash flow
- Opportunity to increase occupancy and rental rates while benefiting from continued population growth and HOA-related RV parking restrictions

2. Strategic Location

- Positioned along the Marksheffel Corridor, one of the fastest-growing areas in Colorado Springs
- Close proximity to Powers Boulevard retail corridor and major amenities
- Supported by growth from Banning Lewis Ranch (~60,000 homes at build-out)

3. Zoning & Development Flexibility

- Zoned **CS (Commercial Service)** in El Paso County
- Allows retail, office, recreational, and service-oriented commercial uses
- Surrounded by RR-5 and City R-1-6 / R-5 zoning, supporting density
- Potential for annexation into the City of Colorado Springs

4. Accelerated Depreciation Opportunity

- Completed cost segregation study allocated approximately 89.8% of the acquisition basis to assets with recovery periods of 15 years or less.
- Potential for significant accelerated depreciation benefits and enhanced after-tax returns.
- Attractive tax-efficient ownership profile in addition to current cash flow and future development upside

5. Infrastructure Momentum

- Marksheffel Road designated as a Principal Arterial with planned widening
- Traffic Impact Study confirms strong access (LOS A)
- Planned water and sewer expansion by Colorado Springs Utilities by 2026
- Utilities located approximately 1,000 feet from the site

6. Covered Land Investment with Expansion Upside

- Immediate income-producing RV and boat storage facility
- Approximately 121,860 rentable square feet
- 46 new spaces added in 2024
- Multiple value creation strategies through lease-up, expansion, or redevelopment

7. Expansion Opportunity

- Approximately **±4.4 acres of excess land** available
- Suitable for expansion of existing use or alternative development
- Supports phased development and additional value creation

8. Multiple Exit Strategies

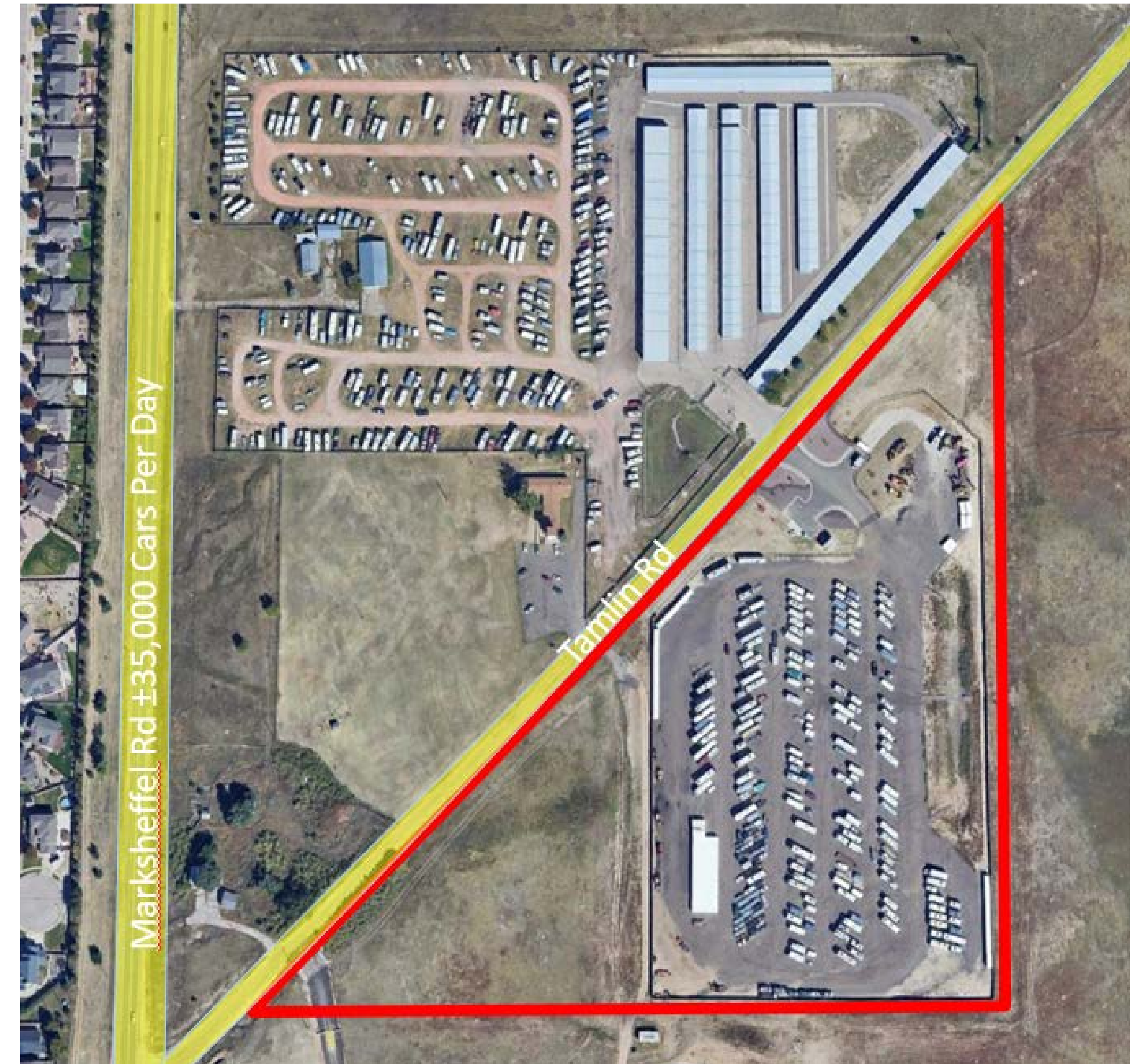
- Continue storage operations for stable income
- Expand or reposition to service-oriented commercial or flex uses
- Redevelop into higher-density uses upon annexation

OVERALL OFFERING HIGHLIGHTS

- **Recession Resistance** - In 2008, Self-Storage was the only REIT asset class to post a positive total return. <https://www.sior.com/education-and-insights/insights/magazine/sior-report-article-listings/winter-2022/whats-in-store-for-self-storage>
- **Low Expenses** - This facility runs an average profit margin of about 80.7%
- **Fragmented Market** - The self-storage industry remains highly fragmented, with public REITs controlling less than 15% of the total U.S. market.
- **Sticky Tenants** - The switching costs for tenants are high, so occupancy tends to remain stable. They have a high portion of tenants who autopay.
- **Increasing Demand** - Colorado's campground and RV park industry represents a robust \$315 million market, backed by steady annual growth of 4% to 6%. According to recent data from IBISWorld, this sector continues to demonstrate strong upward momentum.
- **Exploding Market** - RV stocks including Jayco, Thor, and Camping world jumped by triple-digit percentages during COVID. Colorado is one of the strongest demand environments due to outdoor tourism and infrastructure
- **Accelerating Trend** - People are using RVs more often, 39% bought RVs to combine work and travel. <https://www.rvia.org/>
- **Increasing Parking Restrictions** - HOA's have been increasingly banning parking RV'S on residential streets. Banning Lewis is one of the biggest residential Developments in Colorado Springs and near this property. Vehicles like: RVs, campers, boats, trailers, cannot be parked or stored on streets, driveways, or visible areas for extended periods.

OVERALL OFFERING DETAILS

Total Land Area	± 16.49 Acres (718,304.4 SF)
Current Use	RV & Boat Storage Facility
Location	Along Growing Marksheffel Corridor
Zoning	CS (Commercial Services) Zoning is intended to accommodate retail, wholesale, or service commercial uses
Surrounding Land Use	Mix of RR-5 & R1-6
Interest	Fee Simple (Surface Rights)
Debt	Free and Clear
Utilities	Electric



BANNING LEWIS RANCH

SCALE AND DEVELOPMENT

- 24,000-acre master-planned community (~38 sq. mi.) on Colorado Springs' east side
- Planned for ~65,000 homes + 41M+ SF commercial/industrial capacity
- Annexed in 1988; major expansion approved in 2018
- Oakwood Homes leading primary residential development

RESIDENTIAL DEVELOPMENT

- Multiple villages in phased development with strong absorption trends
- Mix of single-family, mixed-use, and 55+ housing (The Retreat)
- Home pricing generally ranges from \$200s-\$500s+
- Appeals to families, military households, and move-up buyers

AMENITIES & LIFESTYLE

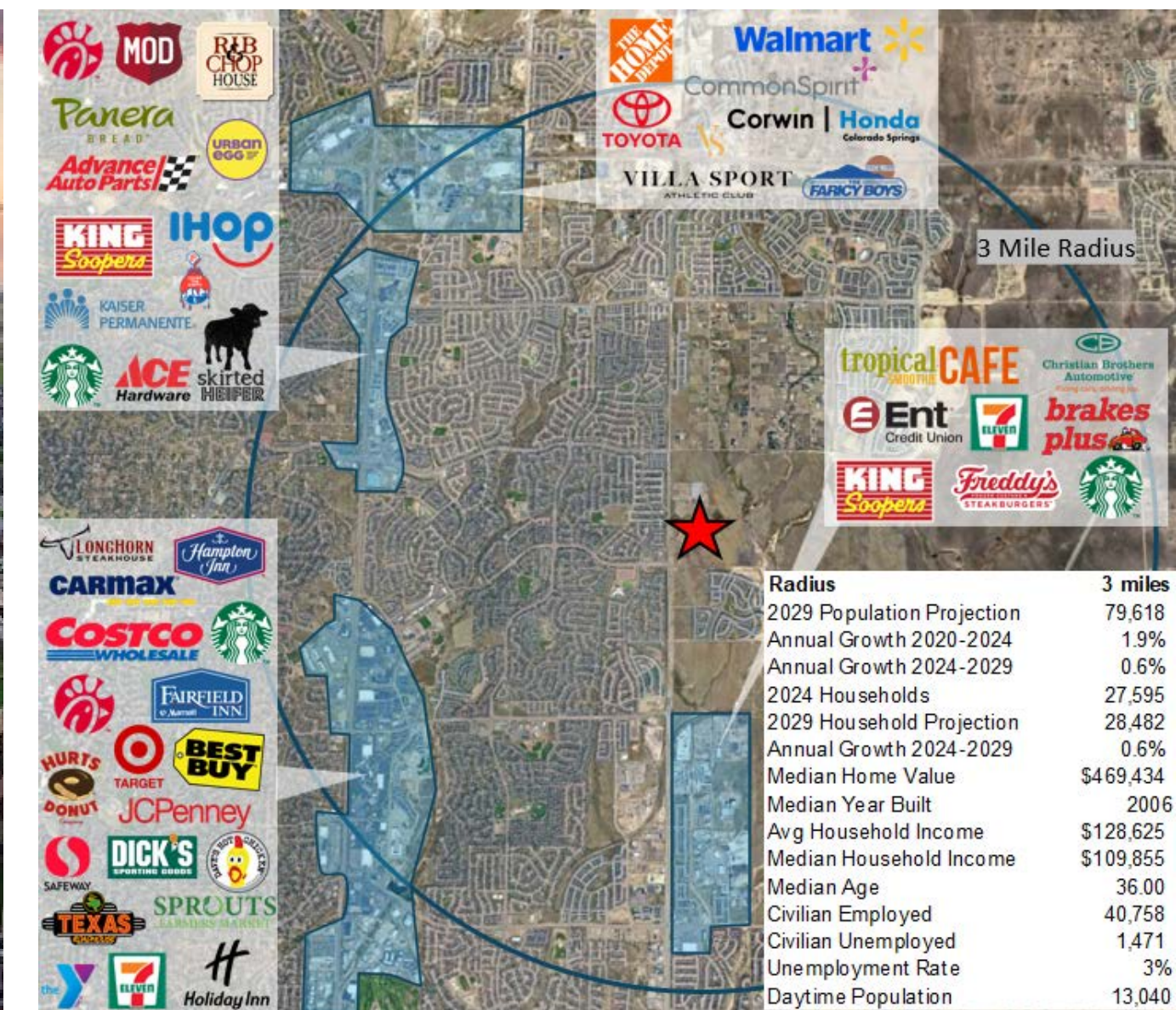
- 75+ acres of parks, trails, and open space
- Community features: pools, rec centers, pickleball, dog parks
- On-site schools: Banning Lewis Academy (K-12), District 49
- Designed as a family-oriented, lifestyle-driven community

GROWTH & ECONOMIC IMPACT

- Projected \$41B economic impact + 35,000 jobs created
- Positioned to capture a significant share of future city growth
- One of the largest remaining developable land bases in Colorado Springs
- Critical to long-term housing supply and economic expansion

COMMERCIAL & CONNECTIVITY

- Planned for large-scale retail, office, and employment uses
- Fronts major growth corridors: Marksheffel Rd, Dublin Blvd, Powers Blvd
- Ongoing infrastructure expansion improving regional connectivity
- Strong access to Peterson SFB, Schriever SFB, and Powers retail corridor





Homes \$325k-\$650K

Banning Lewis Ranch Homes \$300k - \$750K

Homes \$375k-\$600K

Site 

Banning Lewis Ranch ±30,000 Acres of Development Land

Homes \$175k-\$1.2M

Homes \$200k-\$700K

Homes \$150k-\$750K

Cimarron Hills

EMPLOYMENT INDUSTRIES

AEROSPACE & DEFENSE

- Colorado Springs is one of the **top 5 U.S. aerospace & defense clusters**, anchored by U.S. Space Command and Space Operations Command
- **±150,000+ aerospace & defense workers statewide**, with a significant concentration in El Paso County
- Industry contributes **\$7B–\$10B+ annually to the regional economy**
- Home to **250+ aerospace companies** in Colorado, including prime contractors and advanced engineering firms
- Major employers include **Lockheed Martin, Northrop Grumman, Boeing, Raytheon, L3Harris**

HEALTHCARE & MED-TECH

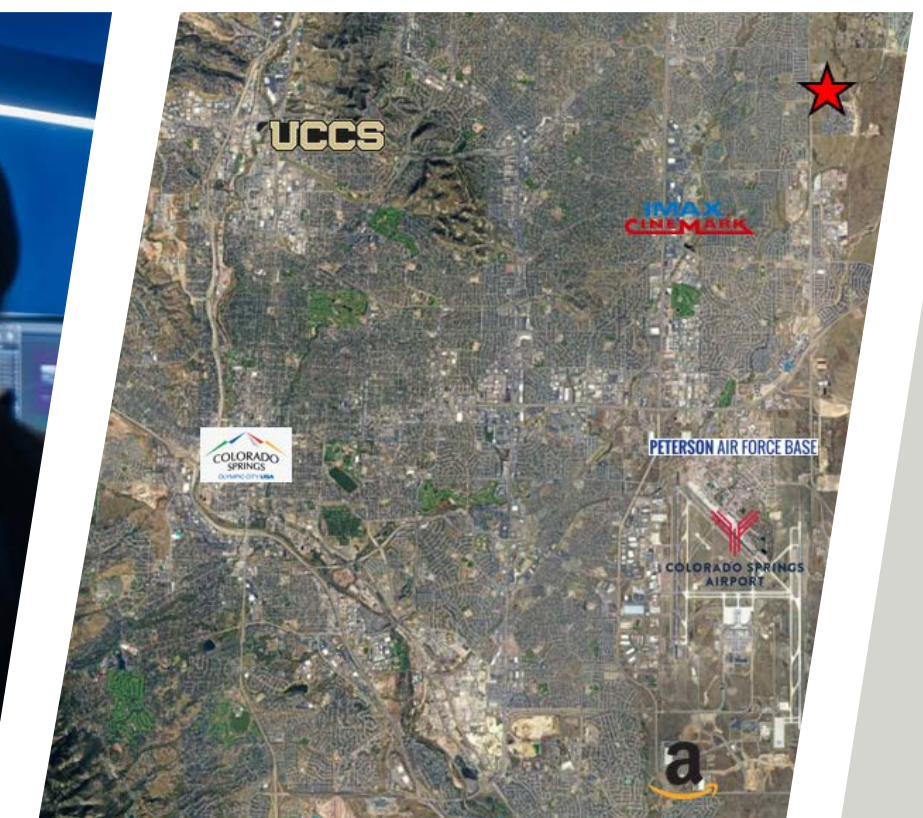
- Healthcare is one of the **largest employment sectors in Colorado Springs, with 50,000+ workers in El Paso County**
- Major systems include **UCHealth, CommonSpirit Health (Penrose-St. Francis), Children’s Hospital Colorado**
- Regional healthcare expansion includes **new hospitals, specialty clinics, and outpatient facilities**
- Colorado healthcare sector contributes **\$40B+ annually to the state economy**
- Strong growth driven by **population expansion, aging demographics, and innovation in medical technology**

CYBERSECURITY & TECHNOLOGY

- Colorado Springs is a **designated National Center for Cybersecurity (NCC) hub** and one of the fastest-growing cyber markets in the U.S.
- **28,000+ cybersecurity and tech workers** in the region; strong pipeline from military and defense sectors
- Cybersecurity industry generates **\$4.5B+ annual economic impact locally**
- Colorado ranks **top 10 nationally for tech employment growth**
- Key institutions include the **National Cybersecurity Center, UCCS Cyber Programs, and Air Force cyber operations**

MILITARY PRESENCE

- Colorado Springs is home to **5 major military installations**:
 - Peterson Space Force Base
 - Schriever Space Force Base
 - Cheyenne Mountain Space Force Station
 - Fort Carson
 - U.S. Air Force Academy
- **45,000+ active-duty personnel and 100,000+ total military-related population** (including civilians and contractors)
- Military contributes **\$8B+ annually to the local economy**
- One of the **highest concentrations of military presence in the U.S.**
- Drives demand for **housing, retail, industrial, and support services**



RESIDENTIAL MARKET OVERVIEW

SINGLE FAMILY

The Northeast Colorado Springs submarket surrounding 5080 Tamlin Rd has experienced **population growth of approximately 15–20% since 2010**, driven by large-scale master-planned communities including Banning Lewis Ranch and continued expansion along the Powers and Marksheffel corridors. The 3–5 mile trade area is projected to add **10,000–15,000+ residents over the next five years**, translating into an estimated **3,500–5,000 new households**, supported by ongoing residential absorption and entitled land inventory.

Housing demand remains strong, with **median home values ranging from \$450,000–\$550,000**, while new construction in the immediate area typically prices between **\$400,000–\$600,000+** depending on product type and builder. Development is characterized by **small-to-mid lot single-family homes (40'–55' lots)**, with increasing density trends including **paired homes, townhomes, and emerging build-to-rent communities** to meet affordability constraints.

Recent and ongoing development activity includes continued expansion within **Banning Lewis Ranch, Stetson Hills, and surrounding northeast growth corridors**, positioning the area as one of the **fastest-growing residential nodes in Colorado Springs**. Demographically, the submarket is anchored by **family-oriented households, strong military demand, and above-average household formation**, supported by proximity to **Peterson Space Force Base and Schriever Space Force Base**, as well as expanding retail and employment along the Powers corridor.

MULTI-FAMILY

The Northeast Colorado Springs submarket surrounding 5080 Tamlin Rd benefits from strong accessibility via **Powers Boulevard, Marksheffel Road, and Dublin Boulevard**, providing direct connectivity to major employment centers including **Peterson and Schriever Space Force Bases**, the Powers corridor, and Downtown Colorado Springs within a 15–20 minute drive. Continued infrastructure investment and proximity to master-planned communities such as Banning Lewis Ranch support sustained **population growth and household formation**, driven by military, defense, and healthcare employment. Expanding retail, newer District 49 schools, and family-oriented housing further enhance renter demand.

Multifamily supply in the corridor has been **steady but measured**, with development trailing higher-density submarkets closer to I-25, resulting in a more balanced competitive environment. **Vacancy remains at or below historical averages**, supported by consistent absorption, while rent growth has moderated but remains **above pre-2020 levels**, positioning the submarket in the mid-tier range within the MSA. The area continues to attract **regional and institutional capital**, driven by its long-term growth trajectory, relative affordability, and proximity to stable employment, reinforcing the corridor's position as a **high-growth, supply-constrained submarket with durable renter demand**.



FINANCIALS

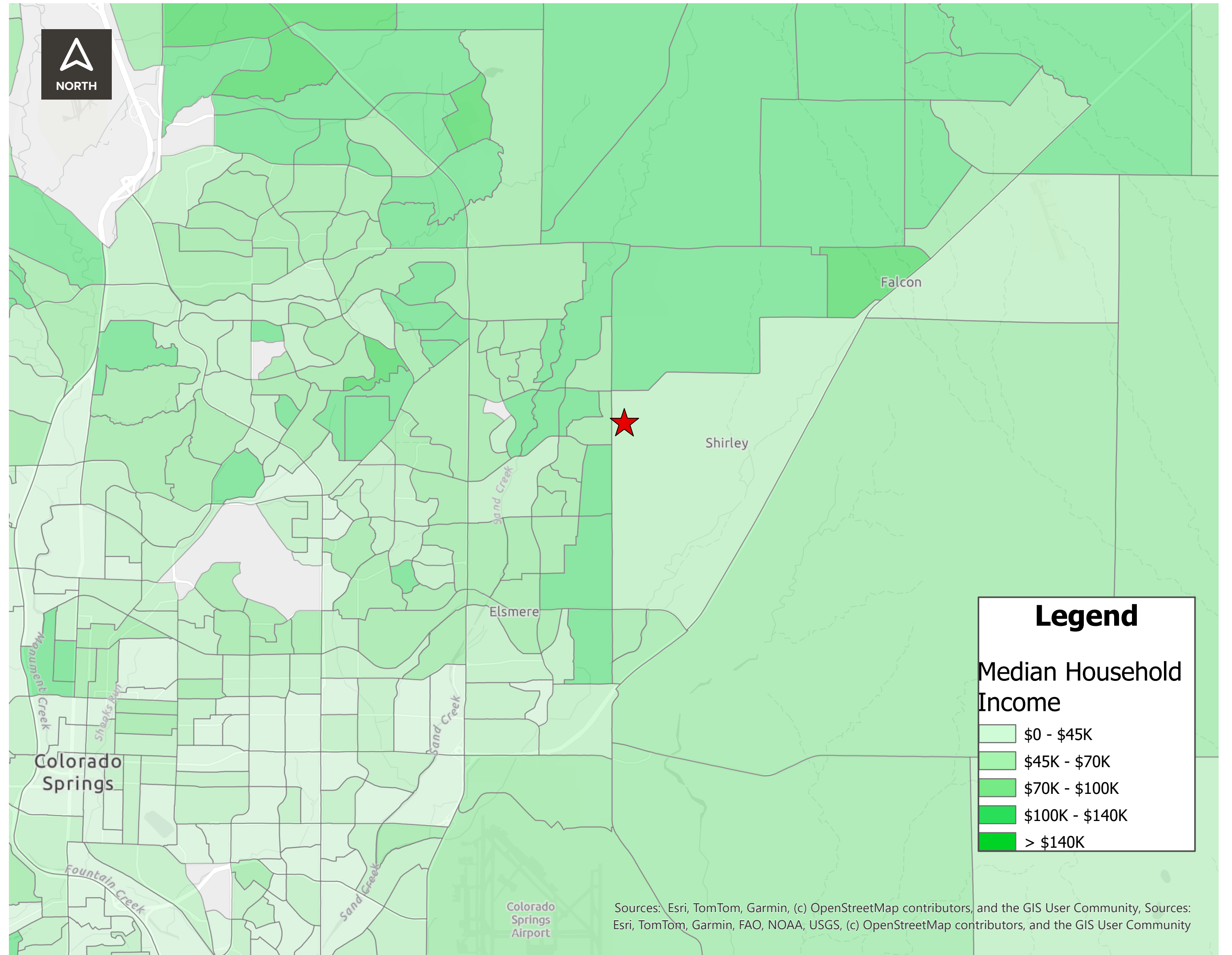
Tamlin Storage

	2025 Total
Gross Revenue	\$ 358,987.24
Property Tax	\$ 23,918.00
Insurance	\$ 13,551.87
Utilities	\$ 2,961.06
Grounds Maintenance	\$ 2,961.00
Repairs and Maintenance	\$ 3,304.48
General and Administrative	\$ 9,993.51
Management Fee	\$ 12,564.55
Total Expenses	\$ 69,254.47
NOI	\$ 289,732.77

**Non Property Related Expenses were removed including engineering fees, legal fees, merchant fees, accounting fees*

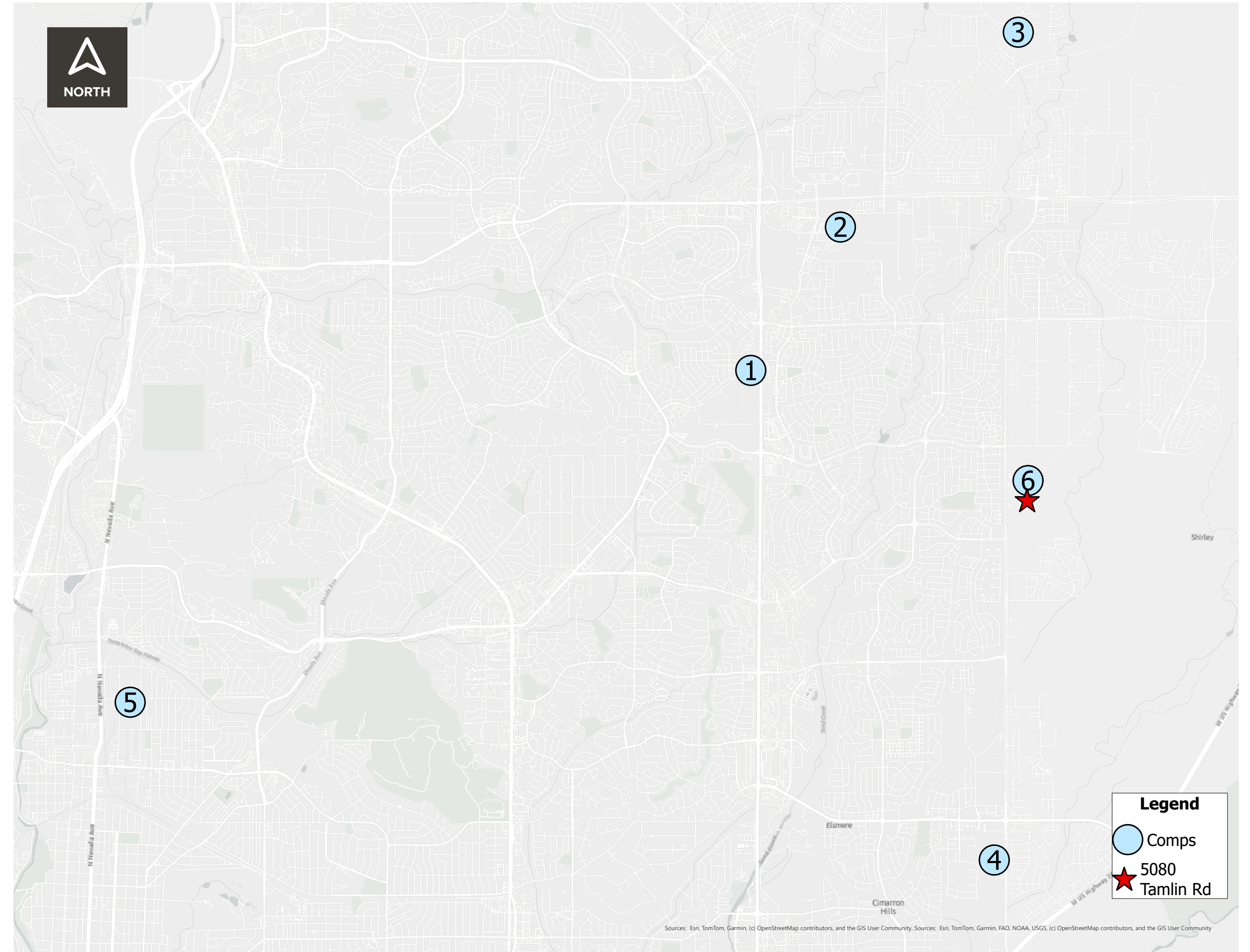
Tamlin Storage is positioned along Marksheffel Road, currently undergoing a \$55 million corridor expansion expected to complete by late 2026. Upon completion, Marksheffel will widen from two lanes to four, with a center median, dedicated turn lanes, improved drainage, and a shared-use path — transforming it into one of the primary north-south arterials on Colorado Springs’ fast-growing east side. The current financials reflect the access friction of an active construction zone, meaning the 2025 NOI of \$289,733 represents a suppressed baseline with direct upside as traffic volumes increase and residential density continues to expand throughout the Banning Lewis Ranch, Stetson Hills, and surrounding trade area.

TRADE AREA DEMOGRAPHICS



MARKET RENT COMPS

	Company	Price	Area	PP SF	Address	
1	Circle S Storage	\$ 45.00	13x20	\$ 0.17	6155 Templeton Gap (80923)	
2	T-Gap	\$ 77.00	13x35	\$ 0.17	7335 Templeton Gap (80923)	
	T-Gap	\$ 105.00	13x55	\$ 0.15	7335 Templeton Gap (80923)	
3	Woodmen View RV & Boat	\$ 60.00	13x20	\$ 0.23	8725 Vollmer Rd (80908)	
	Woodmen View RV & Boat	\$ 70.00	13x30	\$ 0.18	8725 Vollmer Rd (80908)	
	Woodmen View RV & Boat	\$ 80.00	13x40	\$ 0.15	8725 Vollmer Rd (80908)	
	Bills Rv & Self Storage	\$ 55.00	10x20	\$ 0.28	8725 Vollmer Rd (80908)	
	Bills Rv & Self Storage	\$ 75.00	10x35	\$ 0.21	8725 Vollmer Rd (80908)	
4	Bills Rv & Self Storage	\$ 100.00	11x50	\$ 0.18	8725 Vollmer Rd (80908)	
	Marksheffel RV/Boat Storage	\$ 75.00	12x20	\$ 0.31	7715 Venture St (80951)	
	Fillmore Covered RV Storage	\$ 195.00	12x20	\$ 0.81	625 Nichols Blvd (80907)	
5	Fillmore Covered RV Storage	\$ 265.00	12x30	\$ 0.74	625 Nichols Blvd (80907)	
	Fillmore Covered RV Storage	\$ 285.00	12x45	\$ 0.53	625 Nichols Blvd (80907)	
	Smart Space Self Storage- Stetson Hills	\$ 116.00	12x50	\$ 0.19	5210 Tamlin Road (80938)	Parking Unit
6	Smart Space Self Storage- Stetson Hills	\$ 77.00	12x40	\$ 0.16	5210 Tamlin Road (80938)	Parking Unit
	Smart Space Self Storage- Stetson Hills	\$ 53.00	10x20	\$ 0.26	5210 Tamlin Road (80938)	Parking Unit
	Smart Space Self Storage- Stetson Hills	\$ 68.00	12x30	\$ 0.18	5210 Tamlin Road (80938)	Parking Unit
	Smart Space Self Storage- Stetson Hills	\$ 114.00	10x10	\$ 1.14	5210 Tamlin Road (80938)	Climate Control, Interior
	Smart Space Self Storage- Stetson Hills	\$ 139.00	10x15	\$ 1.20	5210 Tamlin Road (80938)	Climate Control, Interior
	Smart Space Self Storage- Stetson Hills	\$ 263.00	10x25	\$ 1.05	5210 Tamlin Road (80938)	Storage Unit
	Smart Space Self Storage- Stetson Hills	\$ 46.00	10x5	\$ 0.92	5210 Tamlin Road (80938)	Climate Control, Interior
	Smart Space Self Storage- Stetson Hills	\$ 21.00	5x5	\$ 0.84	5210 Tamlin Road (80938)	Climate Control, Interior



Sources: Esri, TomTom, Garmin, (c) OpenStreetMap contributors, and the GIS User Community. Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, (c) OpenStreetMap contributors, and the GIS User Community.

CSU WATER SERVICE BOUNDARIES



[Colorado Springs Utilities Water Service Boundary](#)

The site is well-positioned to leverage upcoming regional infrastructure upgrades, requiring a connection to the Marksheffel trunk main. This connection will be significantly enhanced by the installation of new 30-inch and 24-inch water mains, slated for completion by late 2026. Final service delivery to the property will be achieved via the construction of a dedicated lateral line or through a strategic petition for municipal annexation and utility extension.



HARVESTMXD

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