



OFFERING MEMORANDUM

Placer Self Storage

2340 Sierra Meadows Drive, Rocklin, CA 95677

Colliers



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Placer Self Storage

EXCLUSIVELY LISTED BY

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Do Not Disturb On-Site Personnel.
All Property Tours Should Be Scheduled
Through The Listing Agent.

OFFERS SHOULD BE IN THE FORM OF A LETTER OF INTENT (LOI) AND AT A MINIMUM OFFERS SHOULD INCLUDE THE FOLLOWING:

1. Offered price
2. Earnest Money Deposit
3. Due Diligence Time Period
4. Closing Period
5. Buyer Source of Funds and/or Qualifications

This property is being offered for sale on a strict "As-Is, Where-Is" basis. Detailed financial projections, building plans, environmental reports and other due diligence materials will be made available upon receipt of signed NDA Agreement.

Offers Considered as Submitted

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Executive Summary

The Colliers Self-Storage Team is pleased to exclusively offer an investment opportunity in Placer Self Storage, located at 2340 Sierra Meadows Drive, Rocklin, California. This self-storage facility provides investors with a rare opportunity to acquire a well-positioned, income-generating asset in a market with tremendous demographics and an irreplaceable location. With 433 units and 47,776 rentable square feet, the property is expected to generate a current project NOI of \$446,846. This is a stabilized cash flowing facility that is currently 90% physically occupied. The property features a keypad gated entry, an on-site management office and apartment, solar panels, and 24-hour video surveillance.

The location of this facility benefits from an extremely dense and growing surrounding population. The population within five miles of the facility is 166,211 with a strong household median income of \$121,826, which represents a 5.76% increase since 2000 and is expected to continue to grow over the next five years. The facility is located less than a quarter mile from Interstate-80 and is surrounded by lots of residential neighborhoods, as well as, restaurants, retail stores, and schools. This facility also offers great street frontage and daily traffic counts of around 10,500 cars per day.

This offering presents a compelling acquisition for investors seeking a self-storage asset with a solid foundation and significant upside. The combination of a favorable location, stabilized income, and the opportunity to enhance performance through operational improvements makes Placer Self Storage a highly attractive addition to any portfolio. We are confident that this property will continue to perform well and deliver strong returns, making it an ideal opportunity for both seasoned investors and those looking to enter the self-storage sector.



Investment Summary

Placer Self Storage

2340 Sierra Meadows Drive, Rocklin, CA 95677

Call For Offers Due on June 30, 2026

 **433** Units
 **47,776 SF** NRA
 **2.4 AC** Land Area
 **\$446,846** In-place NOI
 **90%** Occupied
 **Market Bid** Asking Price



Investment Highlights

- 47,776 Net Rentable Square Feet
- 433 Non-Climate-Controlled Units
- High Physical Occupancy of 90%
- Significant Upside Through Bringing Below Market Rents Up to Market Rents
- Undersaturated Self Storage Market: 9.51 NRSF Per Capita Within a Three-Mile Radius
- No New Competition Planned or Under Construction in the Three-Mile Radius
- Extremely Dense Population: 166,211 People Within a Five-Mile Radius
- Average Household Income is Well Above the National Average | Average Household Income is \$121,826 Within a Five-Mile Radius

Location Highlights

Rocklin, CA

Rocklin is a rapidly growing suburban city in Placer County, located northeast of Sacramento along the Interstate 80 corridor. Historically known for granite mining and railroad activity, Rocklin has transformed into one of Northern California's most desirable residential and business communities, benefiting from strong population growth, high educational attainment, and strategic transportation access.

Rocklin has been among California's fastest-growing cities, with population growth exceeding 60% since 2000 and continuing residential expansion in master-planned communities. New housing, retail centers, recreational amenities, and commercial developments have expanded alongside population growth.

Rocklin's long-term trajectory is characterized by steady suburban growth, economic diversification, and continued investment in residential, commercial, and entrepreneurial development. The city's strong demographics, business-friendly policies, and location within the expanding Sacramento region position it well for sustained economic development over the coming decade.

Demographics

(within 5 miles of subject property)



Current Population

166,211

(increase to 173,984 in 5 years)



Median Household Income

\$121,826

(increase to \$138,428 in 5 years)



Per Capita Income

\$60,902

(increase to \$68,118 in 5 years)

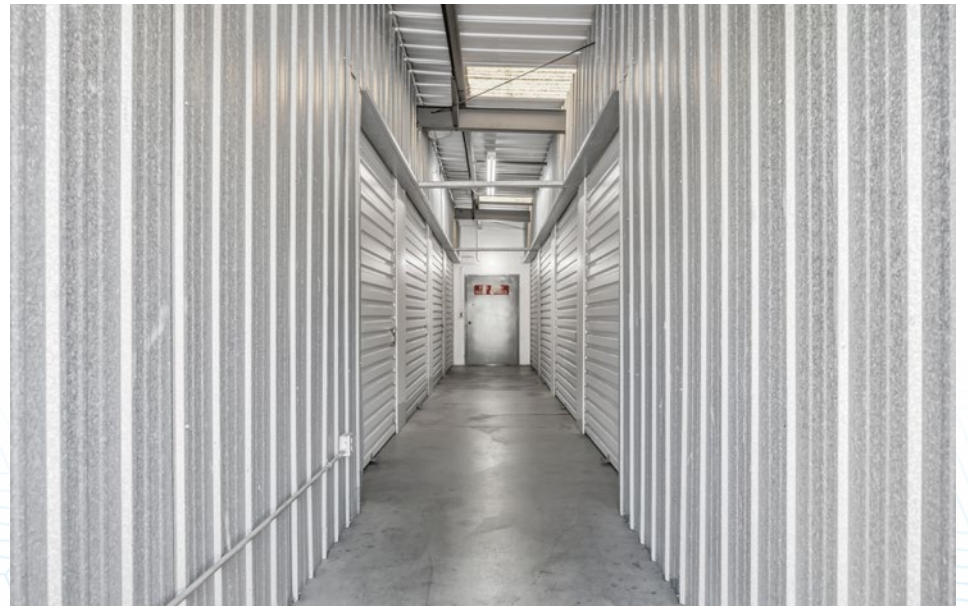
Property Photos



Property Photos



Property Photos



Consolidated Occupancy (1/2)

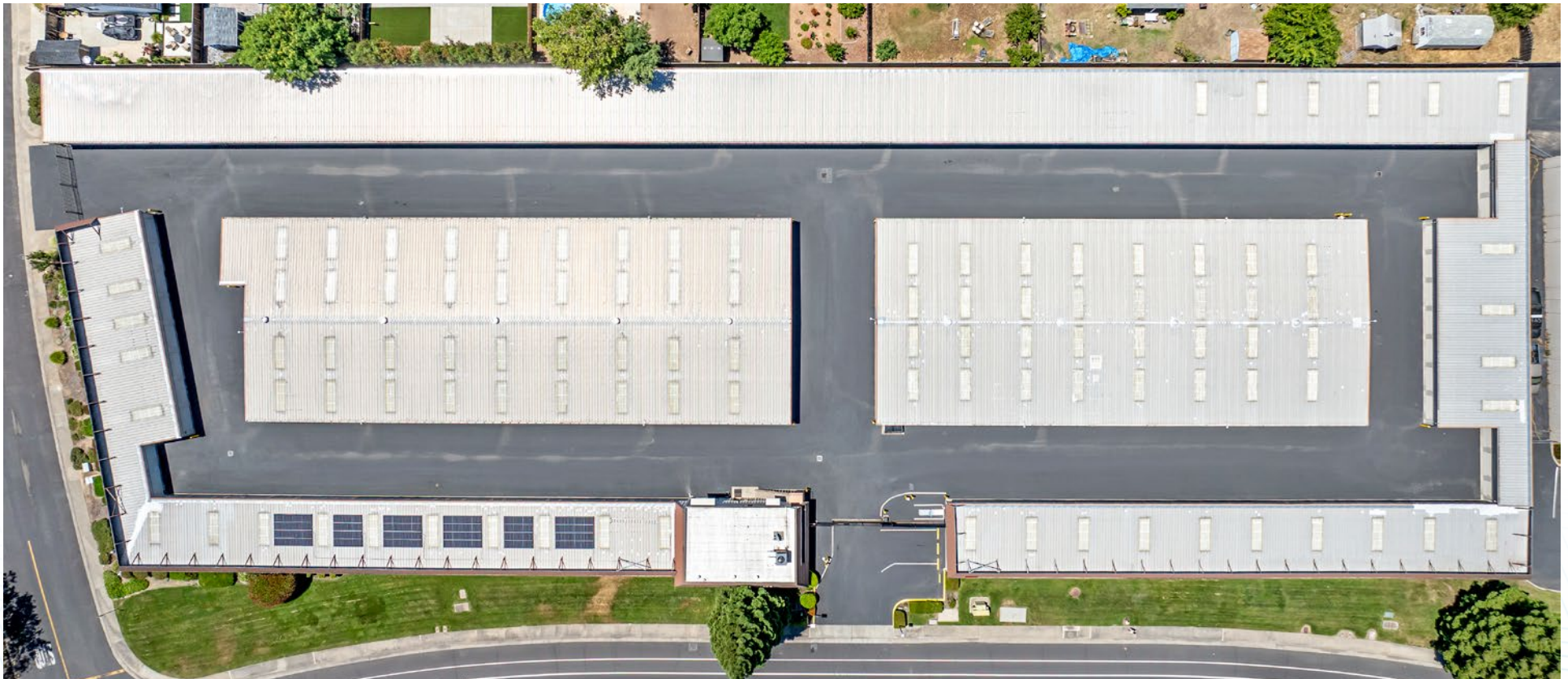
Unit Size	Unit SF	Occupied Units	Vacant Units	Total Units	Occupancy %	In-Place Rent/Mo	In-Place Income/Mo	In-Place Income/Yr	GPR (Market) Rent/Mo	GPR (Market) Income/Mo	GPR (Market) Income/Yr	Total SF
Company Units												
4x4	16	1	0	1	100.0%	\$33	\$33	\$396	\$43	\$43	\$516	16
7x6	42	1	0	1	100.0%	\$47	\$47	\$564	\$57	\$57	\$684	42
7x12	84	1	0	1	100.0%	\$126	\$126	\$1,512	\$136	\$136	\$1,632	84
10x10	100	1	0	1	100.0%	\$139	\$139	\$1,668	\$149	\$149	\$1,788	100
10x15	150	1	0	1	100.0%	\$214	\$214	\$2,568	\$224	\$224	\$2,688	150
10x25	250	1	0	1	100.0%	\$274	\$274	\$3,288	\$284	\$284	\$3,408	250
TOTAL		6	0	6	100.0%		\$833	\$9,996		\$893	\$10,716	642
Non Climate Controlled - Interior												
4x4	16	24	0	24	100.0%	\$33	\$792	\$9,504	\$43	\$1,032	\$12,384	384
5x8	40	19	0	19	100.0%	\$47	\$893	\$10,716	\$57	\$1,083	\$12,996	760
6x7	42	17	5	22	77.3%	\$47	\$799	\$9,588	\$60	\$1,320	\$15,840	924
6x8	48	5	1	6	83.3%	\$47	\$235	\$2,820	\$65	\$390	\$4,680	288
5x10	50	10	2	12	83.3%	\$62	\$620	\$7,440	\$72	\$864	\$10,368	600
6x9	54	16	6	22	72.7%	\$62	\$992	\$11,904	\$80	\$1,760	\$21,120	1,188
6x10	60	1	1	2	50.0%	\$62	\$62	\$744	\$85	\$170	\$2,040	120
7x10	70	14	3	17	82.4%	\$104	\$1,456	\$17,472	\$115	\$1,955	\$23,460	1,190
8x10	80	32	6	38	84.2%	\$104	\$3,328	\$39,936	\$120	\$4,560	\$54,720	3,040
9x10	90	19	6	25	76.0%	\$139	\$2,641	\$31,692	\$149	\$3,725	\$44,700	2,250
8x12	96	1	0	1	100.0%	\$139	\$139	\$1,668	\$150	\$150	\$1,800	96
10x10	100	21	2	23	91.3%	\$139	\$2,919	\$35,028	\$160	\$3,680	\$44,160	2,300
9x12	108	1	0	1	100.0%	\$139	\$139	\$1,668	\$165	\$165	\$1,980	108
10x14	140	7	0	7	100.0%	\$214	\$1,498	\$17,976	\$224	\$1,568	\$18,816	980
10x15	150	1	0	1	100.0%	\$215	\$215	\$2,580	\$230	\$230	\$2,760	150
TOTAL		188	32	220	85.5%		\$16,728	\$200,736		\$22,652	\$271,824	14,378

Consolidated Occupancy (2/2)

Unit Size	Unit SF	Occupied Units	Vacant Units	Total Units	Occupancy %	In-Place Rent/Mo	In-Place Income/Mo	In-Place Income/Yr	GPR (Market) Rent/Mo	GPR (Market) Income/Mo	GPR (Market) Income/Yr	Total SQFT
Drive-Up												
7x6	42	18	2	20	90.0%	\$49	\$882	\$10,584	\$59	\$1,180	\$14,160	840
8x6	48	3	1	4	75.0%	\$87	\$261	\$3,132	\$97	\$388	\$4,656	192
6x9	54	1	0	1	100.0%	\$110	\$110	\$1,320	\$120	\$120	\$1,440	54
10x6	60	5	0	5	100.0%	\$127	\$635	\$7,620	\$137	\$685	\$8,220	300
10x7	70	28	0	28	100.0%	\$127	\$3,556	\$42,672	\$140	\$3,920	\$47,040	1,960
5x15	75	3	3	3	100.0%	\$127	\$381	\$4,572	\$150	\$450	\$5,400	225
10x8	80	5	1	6	83.3%	\$127	\$635	\$7,620	\$160	\$960	\$11,520	480
10x9	90	5	0	5	100.0%	\$179	\$895	\$10,740	\$189	\$945	\$11,340	450
10x10	100	5	0	5	100.0%	\$179	\$895	\$10,740	\$190	\$950	\$11,400	500
8x15	120	1	0	1	100.0%	\$179	\$179	\$2,148	\$195	\$195	\$2,340	120
9x15	135	1	0	1	100.0%	\$179	\$179	\$2,148	\$200	\$200	\$2,400	135
10x15	150	38	1	39	97.4%	\$209	\$7,942	\$95,304	\$219	\$8,541	\$102,492	5,850
10x20	200	13	2	15	86.7%	\$224	\$2,912	\$34,944	\$234	\$3,510	\$42,120	3,000
10x25	250	51	2	53	96.2%	\$274	\$13,974	\$167,688	\$284	\$15,052	\$180,624	13,250
10x30	300	14	1	15	93.3%	\$314	\$4,396	\$52,752	\$324	\$4,860	\$58,320	4,500
20x25	500	1	0	1	100.0%	\$475	\$475	\$5,700	\$485	\$485	\$5,820	500
TOTAL		192	13	202	95.0%		\$38,307	\$459,684		\$42,441	\$509,292	32,356
Non Climate Controlled - Interior Split Door												
8x10	80	1	1	2	50.0%	\$104	\$104	\$1,248	\$114	\$228	\$2,736	160
10x8	80	3	0	3	100.0%	\$104	\$312	\$3,744	\$114	\$342	\$4,104	240
TOTAL		4	1	5	80.0%		\$416	\$4,992		\$570	\$6,840	400

Unit Mix Summary

Unit Type	Total Units	Total NSRF	Vacant Units	Occupied Units	Occupancy %	In-Place Rent/Mo	In-Place Income/Yr	GPR (Market) Income/Mo	GPR (Market) Income/Yr
Company	6	642	0	6	100%	\$833	\$9,996	\$893	\$10,716
Non Climate Controlled - Interior	220	14,378	32	188	85%	\$16,728	\$200,736	\$22,652	\$271,824
Drive-Up	202	32,356	10	192	95%	\$38,307	\$459,684	\$42,441	\$509,292
Non Climate Controlled - Interior Split Door	5	400	1	4	80%	\$416	\$4,992	\$570	\$6,840
Totals	433	47,776	43	390	90%	\$56,284	\$675,408	\$66,556	\$798,672



Financial Overview

INCOME		Current		Year 1		Year 2		Year 3		Year 4		Year 5
Rental Income												
Gross Potential Rental Income	\$1.26	\$723,276	\$1.39	\$798,672	\$1.46	\$838,606	\$1.54	\$880,536	\$1.61	\$924,563	\$1.69	\$970,791
Physical Vacancy	5.4%	\$(39,024)	5.0%	\$(39,934)	5.0%	\$(41,930)	5.0%	\$(44,027)	5.0%	\$(46,228)	5.0%	\$(48,540)
Total Economic Vacancy	5.4%	\$(39,024)	5.0%	\$(39,934)	5.0%	\$(41,930)	5.0%	\$(44,027)	5.0%	\$(46,228)	5.0%	\$(48,540)
Effective Gross Rental Income	\$1.26	\$684,252	\$1.39	\$758,738	\$1.46	\$796,675	\$1.54	\$836,509	\$1.61	\$878,335	\$1.69	\$922,251
Other Income												
Other Income		\$1,441		\$1,484		\$1,529		\$1,575		\$1,622		\$1,671
Late Fees		\$7,975		\$8,214		\$8,460		\$8,714		\$8,975		\$9,244
Rental Income		\$783		\$807		\$831		\$856		\$882		\$908
Administrative Fees		\$2,775		\$2,858		\$2,944		\$3,032		\$3,123		\$3,217
Tenant Insurance		\$28,130		\$28,973		\$29,843		\$30,738		\$31,660		\$32,610
Total Other Income		\$41,104		\$42,337		\$43,607		\$44,915		\$46,263		\$47,650
Effective Gross Income		\$725,356		\$801,076		\$840,282		\$881,424		\$924,597		\$969,901
EXPENSES												
Real Estate Taxes		\$22,458		\$69,300		\$70,686		\$72,100		\$73,542		\$75,013
Insurance		\$5,773		\$5,773		\$5,946		\$6,125		\$6,308		\$6,498
Repairs & Maintenance		\$6,790		\$6,790		\$6,994		\$7,204		\$7,420		\$7,642
General & Administrative		\$7,775		\$7,500		\$7,725		\$7,957		\$8,195		\$8,441
Dues & Subscriptions		\$1,414		\$1,414		\$1,456		\$1,500		\$1,545		\$1,591
Computer Expense		\$33,046		\$15,000		\$15,450		\$15,914		\$16,391		\$16,883
Telephone & Internet		\$2,057		\$2,057		\$2,119		\$2,182		\$2,248		\$2,315
Security Expense		\$2,640		\$2,640		\$2,719		\$2,801		\$2,885		\$2,971
Credit Card & Bank Fees		\$11,742		\$11,742		\$12,094		\$12,457		\$12,831		\$13,216
Landscaping		\$11,865		\$11,865		\$12,221		\$12,588		\$12,965		\$13,354
Payroll		\$82,901		\$80,000		\$82,400		\$84,872		\$87,418		\$90,041
Off-Site Management Fees		\$45,615	5%	\$40,054	5%	\$42,014	5%	\$44,071	5%	\$46,230	5%	\$48,495
Utilities		\$17,962		\$17,962		\$18,501		\$19,056		\$19,628		\$20,216
Legal/Accounting		\$13,339		\$10,000		\$10,300		\$10,609		\$10,927		\$11,255
Marketing & Advertising		\$13,133		\$13,133		\$13,527		\$13,933		\$14,351		\$14,781
Total Operating Expenses	38.4%	\$278,510	36.9%	\$295,230	36.2%	\$304,152	35.6%	\$313,367	34.9%	\$322,883	34.3%	\$332,713
Net Operating Income		\$446,846		\$505,846		\$536,130		\$568,057		\$601,714		\$637,189

Rent Comparables

#	Name	5x10	10x10	10x15	10x20	Distance
Non Climate Controlled - Interior						
★	Placer Self Storage	\$62	\$139	\$214		Subject
1	Rocklin Del Rio Self Storage	\$95	\$130	\$170		0.5 miles
2	Central Rocklin Self Storage	\$75	\$140			0.5 miles
3	Taylor Road Self Storage	\$72	\$152	\$166		1.8 miles
4	Rocklin Self Storage	\$116	\$218	\$230		2.5 miles
	COMP AVERAGE	\$89.50	\$160.00	\$188.67	\$0.00	1.33 miles
	COMP MEDIAN	\$85.00	\$146.00	\$170.00	\$0.00	1.15 miles

Drive-Up

★	Placer Self Storage	\$87	\$179	\$209	\$224	Subject
1	Rocklin Del Rio Self Storage		\$160	\$220	\$260	0.5 miles
2	Central Rocklin Self Storage	\$75	\$125	\$155	\$185	0.5 miles
3	Rocklin Springview Self Storage	\$79	\$149	\$179	\$249	1.5 miles
4	Taylor Road Self Storage		\$170	\$190	\$229	1.8 miles
	COMP AVERAGE	\$77.00	\$151.00	\$186.00	\$230.75	1.06 miles
	COMP MEDIAN	\$77.00	\$154.50	\$184.50	\$239.00	1.00 miles

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