

Marcus & Millichap

KARR SELF-STORAGE TEAM

Offering Memorandum



PALUXY DRIVE SELF STORAGE

6435 Paluxy Drive • Tyler, TX 75703

PRESENTED BY

Brandon Karr
Senior Vice President Investments
Director, Self-Storage Division
Fort Worth, TX Office
Tel: (817) 932-6163
Cell: (817) 821-0925
Brandon.Karr@marcusmillichap.com
License: TX 0545057

Danny Cunningham
First Vice President Investments
Director, Self-Storage Division
Fort Worth, TX Office
Tel: (817) 932-6141
Cell: (913) 544-5196
Danny.Cunningham@marcusmillichap.com
License: TX 635835

Bryan Quaschnick
Associate
Self-Storage Division
Fort Worth, TX Office
Tel: (817) 932-6132
Cell: (817) 901-7809
Bryan.Quaschnick@marcusmillichap.com
License: 726303

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PALUXY DRIVE SELF STORAGE

Marcus & Millichap



INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015

TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Marcus & Millichap	9002994	Tim.speck@marcusmillichap.com	972-755-5200
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Tim A. Speck	432723	Tim.speck@marcusmillichap.com	972-755-5200
Designated Broker of Firm	License No.	Email	Phone
Mark McCoy	663460	mark.mccoy@marcusmillichap.com	817-932-6100
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

- ** A Karr Self-Storage Confidentiality / Registration Agreement must be executed by the prospective purchaser before the Offering Memorandum and back-up documentation can be viewed, and also before an offer submitted by a prospective purchaser will be considered.
- ** All property tours / visits must be scheduled through the Karr Self-Storage team.
- ** Prospective purchasers are strongly encouraged to have been present on a formal property tour before submitting an offer.
- ** Contact with on-site management and/or ownership is strictly prohibited. Please contact the Karr Self-Storage team with any questions.

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INVESTMENT OVERVIEW



EXECUTIVE SUMMARY

VITAL DATA			YEAR ONE (BROKER ADJUSTED)	PRO FORMA
Price	\$3,600,000	CAP Rate	5.30%	6.37%
Down Payment	30% / \$1,080,000	Effective Gross Income	\$368,145	\$412,605
Loan Amount	\$2,520,000	Net Operating Income	\$190,740	\$229,305
Loan Type	Proposed New	Net Cash Flow After Debt Service	3.27% / \$35,267	6.84% / \$73,832
Interest Rate / Amortization	3.75% / 25 Years	Debt Service Coverage Ratio	1.23	1.47
Total Units	279	Debt Yield	7.57%	9.10%
Rentable SF	35,892			
Price Per Rentable SF	\$100.30			
Number of Buildings	9			
Number of Stories	1			
Year Built / Expanded	1999 / 2010			
Lot Size	Apx. 2.29 Acres (1 Parcel)			



MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES
JC Penney	5,162
Etmc Regional Health System	3,300
Christus Trnty Mther Frnces Ho	3,000
Mother Frances Hospital	2,753
Cox Southwest Holdings LP	1,200
Brookshires	1,195
Advanced Temporaries Inc	983
Walmart	829
Suddenlink Communications	797
Natural Groc By Vtmin Cttagel	794
Tyler Junior College District	572
University of Texas System	464

PROPERTY SUMMARY

THE OFFERING	
Property Address	6435 Paluxy Drive Tyler, TX 75703
Assessors Parcel Number(s)	1-59905-0000-00-001000
Zoning	Industrial
SITE DESCRIPTION	
Total Units	279
Number of Buildings	9
Number of Stories	1
Year Built / Expanded	1999 / 2010
Rentable Square Feet	35,892
Lot Size	Apx. 2.29 Acres
Type of Ownership	Fee Simple
Parking	Ample
Highway Access	N/A
Street Frontage	Paluxy Drive
Cross Street	East Grande Boulevard
CONSTRUCTION	
Foundation	Slab-on-Grade Concrete
Framing	Steel Trusses
Exterior Walls	Metal
Driveways	Concrete
Roof	Standing Seam
Fencing	Chain-Link
Entry	Personalized Key-Pad Gate
MECHANICAL	
Climate Control	Yes – 31.53%
Security	24-Hour Video Surveillance Cameras
Fire Protection	Fire Extinguishers
OPERATIONS	
Management Software	StorEDGE
Personnel	Two Managers, Two Part-Time Maintenance Employees
Office Hours	Mon – Fri 9:00 am - 4:00 pm; Sat 9:00 am - 12:00 pm; Sun Closed
On-Site Residential Quarters?	None
Gate Hours	Sun – Sat 6:00 AM - 9:00 PM
Water / Sewer	City of Tyler

OFFERING SUMMARY

	DEMOGRAPHICS		
	1-Miles	3-Miles	5-Miles
2020 Estimate Pop	3,354	43,595	91,157
2010 Census Pop	2,984	39,503	82,476
2020 Estimate HH	1,333	19,458	37,657
2010 Census HH	1,173	17,573	33,916
Median HH Income	\$65,712	\$60,555	\$59,041
Per Capita Income	\$35,939	\$40,091	\$36,087
Average HH Income	\$90,359	\$89,668	\$86,475



INVESTMENT OVERVIEW

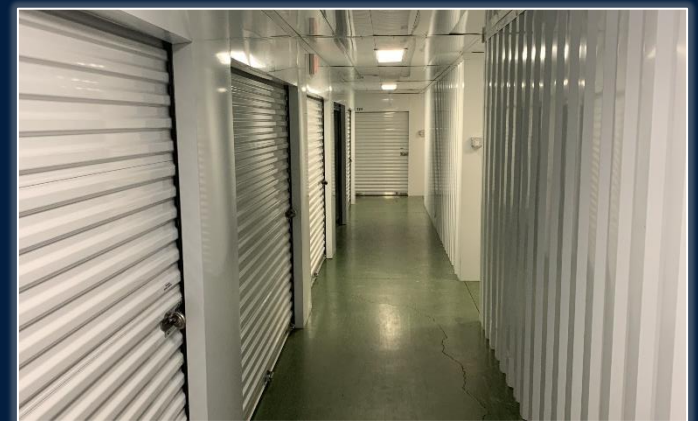
Paluxy Drive Self Storage is a 35,892 rentable square foot facility resting on one parcel approximately 2.29 acres in size in Tyler, Texas. The facility was built in 1999 and expanded in 2010. There are nine single story buildings comprised of 109 climate-controlled units and 279 non-climate drive-up units. As of August 2021, the physical occupancy is approximately 96 percent, and the economic occupancy is approximately 84 percent. The facility is owner-operated by a local physician and has been operating at a high level for years. The facility features concrete driveways, perimeter fencing and lighting, garage-style roll-up doors, standing seam metal roofs, personalized gated key-pad entry, and a manager's office.

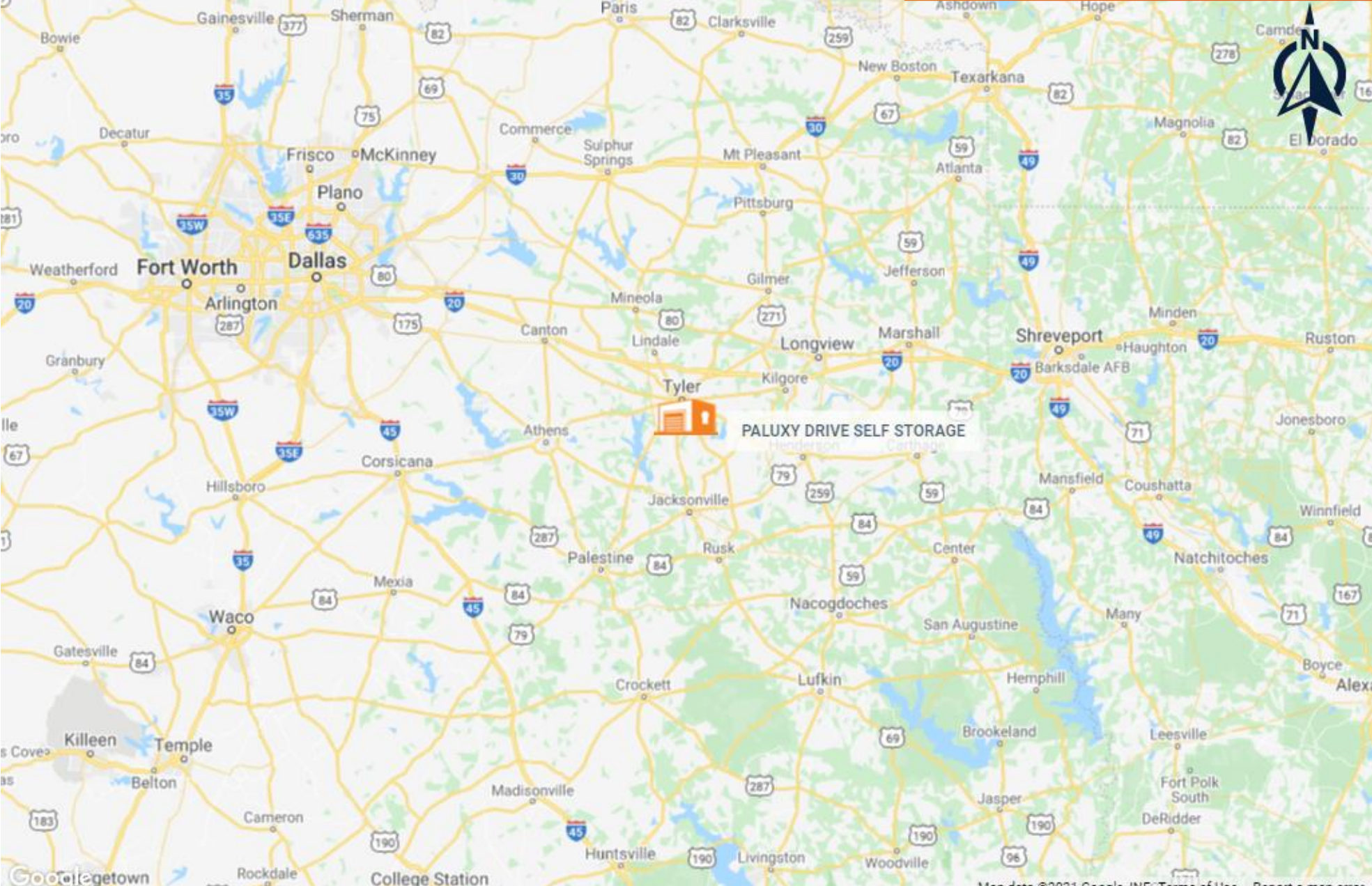
Tyler has long been considered the medical, retail, and business hub of East Texas. This is due in part to its strategic location equidistant between Dallas/Fort Worth and Shreveport, Louisiana as well as the presence of The University of Texas at Tyler, which boasts a prestigious medical school.

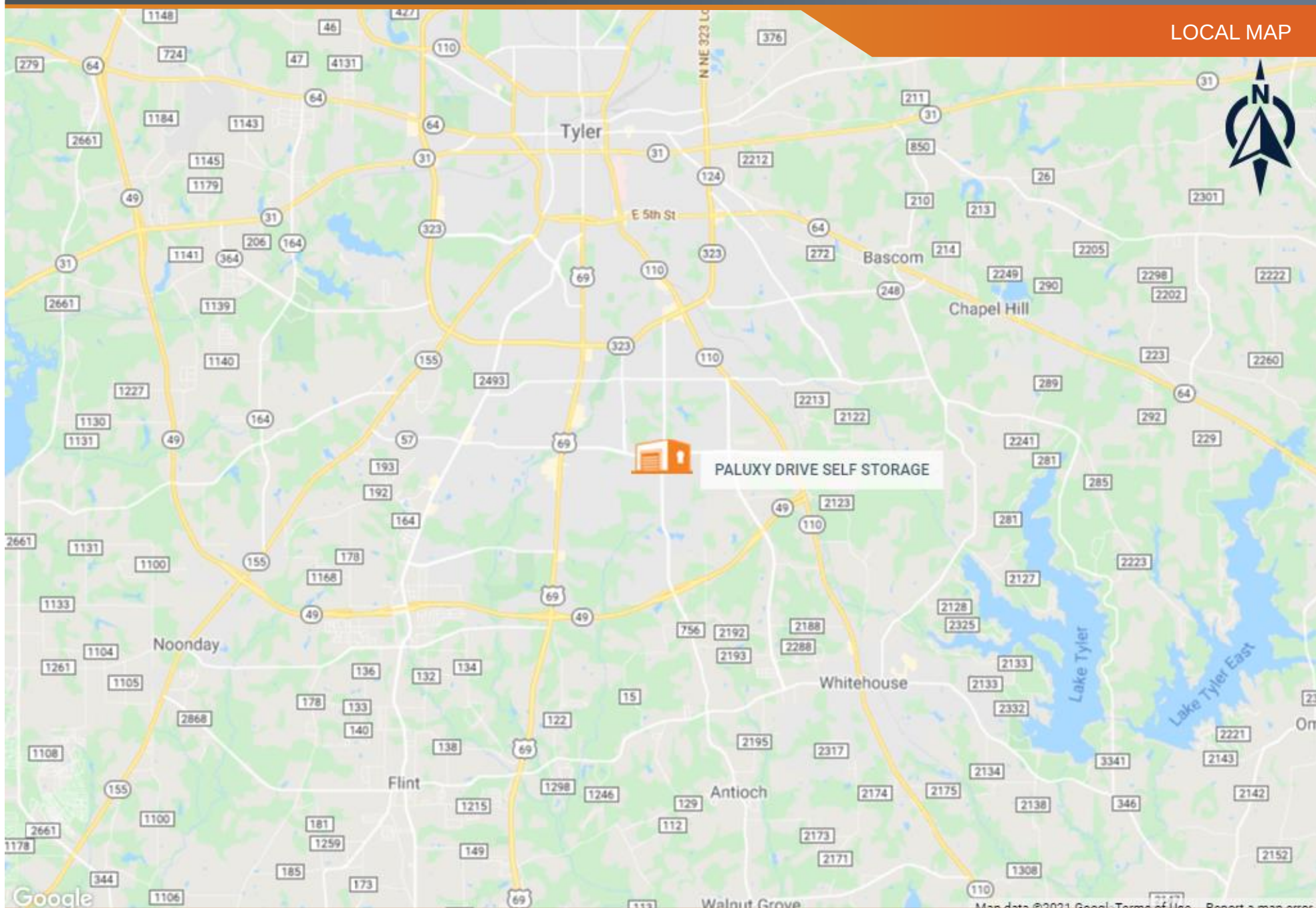
Offered for \$3,600,000 a new investor will be purchasing an asset that is capable of generating a broker-adjusted unleveraged return of 5.30 percent year one. Furthermore, Paluxy Drive rental rates are approximately eleven percent below market averages. After raising rates, an experienced operator can reasonably expect to generate cash-on-cash returns of approximately 6.85 percent on a pro-forma basis.

INVESTMENT HIGHLIGHTS

- Purchase Price - \$3,600,000
- Year-One (Broker Adjusted) CAP Rate – 5.30%
- Street Rates Approximately 11% Below Market Averages
- Pro Forma Cash-on-Cash Return of 6.85%
- August 2021 – 96% Physical Occupancy
- August 2021 – 84% Economic Occupancy

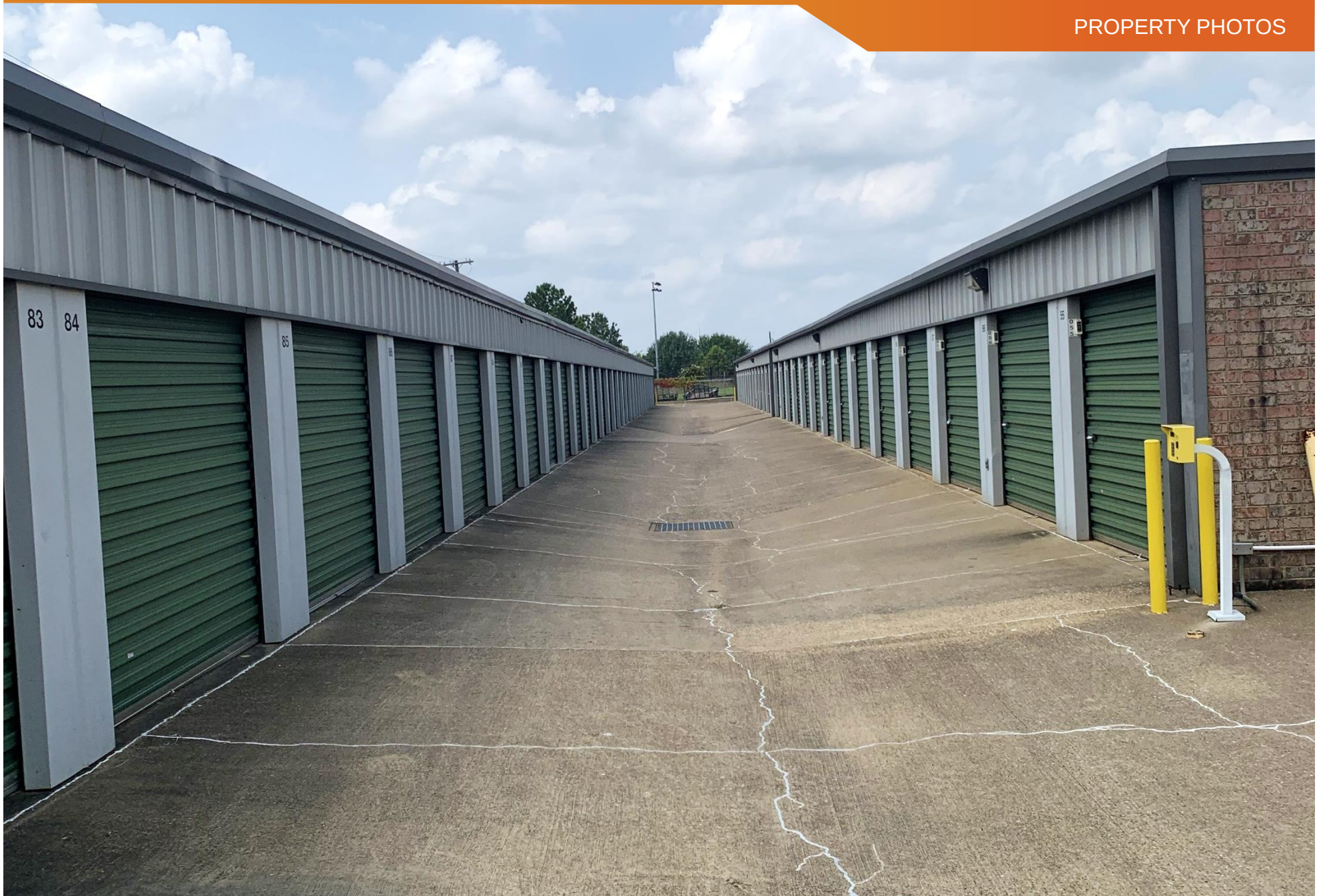












FINANCIAL ANALYSIS



UNIT MIX OVERVIEW

As of 08/31/2021

	UNITS	OCCUPIED	SIZE	RSF	RATE	GROSS POTENTIAL	RENT / SF	OCCUPIED SQ FT	SQ FT
<u>Climate-Controlled</u>	4	4	5 x 5	25	\$60	\$240	\$2.40	100	100
	13	13	5 x 8	40	\$65	\$845	\$1.63	520	520
	13	13	5 x 10	50	\$75	\$975	\$1.50	650	650
	2	2	7 x 8	56	\$75	\$150	\$1.34	112	112
	1	0	8 x 9	72	\$125	\$125	\$1.74	0	72
	1	1	8 x 10	80	\$95	\$95	\$1.19	80	80
	1	1	10 x 8	80	\$100	\$100	\$1.25	80	80
	1	1	10 x 9	90	\$125	\$125	\$1.39	90	90
	17	17	9.5 x 9.5	90	\$100	\$1,700	\$1.11	1,535	1,535
	18	18	10 x 10	100	\$115	\$2,070	\$1.15	1,800	1,800
	1	1	8 x 14	112	\$120	\$120	\$1.07	112	112
	1	1	9 x 15	135	\$135	\$135	\$1.00	135	135
	26	25	10 x 15	150	\$165	\$4,290	\$1.10	3,750	3,900
	1	1	9 x 20	180	\$180	\$180	\$1.00	180	180
	8	8	10 x 20	200	\$200	\$1,600	\$1.00	1,600	1,600
	1	1	19.5 x 18	351	\$0	\$0	\$0.00	351	351
	109	107				\$12,750	\$1.13	11,095	11,317
	UNITS	OCCUPIED	SIZE	RSF	RATE	GROSS POTENTIAL	RENT / SF	OCCUPIED SQ FT	SQ FT
<u>Non-Climate Drive Up</u>	1	1	5 x 5	25	\$45	\$45	\$1.80	25	25
	6	6	5 x 10	50	\$60	\$360	\$1.20	300	300
	81	77	10 x 10	100	\$80	\$6,480	\$0.80	7,700	8,100
	35	35	10 x 15	150	\$100	\$3,500	\$0.67	5,250	5,250
	19	19	10 x 20	200	\$125	\$2,375	\$0.63	3,800	3,800
	26	26	10 x 25	250	\$140	\$3,640	\$0.56	6,500	6,500
	2	2	15 x 20	300	\$225	\$450	\$0.75	600	600
	170	166				\$16,850	\$0.69	24,175	24,575
	UNITS	OCCUPIED	SIZE	RSF	RATE	GROSS POTENTIAL	RENT / SF	OCCUPIED SQ FT	SQ FT
Total	279	273				\$29,600	\$0.82	35,270	35,892

OPERATING STATEMENT

Year One (Broker Adjusted) / Pro Forma

INCOME				PRO FORMA			
JAN. - AUG. 2021 ANNUALIZED							
GROSS POTENTIAL RENT							
	\$ / OCC. SF		% EGI		\$ / OCC. SF		% EGI
Storage Rental Income	\$0.82	\$404,580	92.09%		\$0.92	\$449,084	92.52%
Administrative Fees ¹		2,511				2,662	
Late, Lien, NSF Fees		3,860				4,092	
Retail Sales		492				522	
Tenant Insurance Commissions ²		19,686				20,867	
Other Income		2,586				2,741	
EFFECTIVE GROSS INCOME	% GPR	\$368,145			% GPR	\$412,605	
Economic Vacancy	16.21%	(65,570)			15.00%	(67,363)	
EXPENSES				PRO FORMA			
	% EGI	JAN. - AUG. 2021 ANNUALIZED	\$ / SF		% EGI	PRO FORMA	\$ / SF
Cost of Goods Sold ³		205	0.01			211	0.01
Bank & Credit Card Fees ⁴	1.75%	6,443	0.18		1.75%	7,221	0.20
Office & Administrative		9,053	0.25			9,325	0.26
Contract Services ⁵		8,515	0.24			8,770	0.24
Miscellaneous		2,008	0.06			2,068	0.06
Utilities & Trash		11,814	0.33			12,168	0.34
Telephone & Internet ⁶		1,411	0.04			1,453	0.04
Marketing & Promotion		5,021	0.14			5,172	0.14
Repairs & Maintenance ⁷		3,589	0.10			3,589	0.10
Property Insurance		6,931	0.19			7,139	0.20
Salaries, Taxes, & Benefits (On-Site)		51,500	1.43			53,045	1.48
Property Taxes ⁸		47,124	1.31			47,124	1.31
Third Party Management (Off-Site) ⁹	5.00%	18,407	0.51		5.00%	20,630	0.57
Reserves for Capital Improvements ¹⁰		5,384	0.15			5,384	0.15
TOTAL EXPENSES		\$177,405	\$4.94			\$183,300	\$5.11
Expenses % EGI	48.19%				44.42%		
NET OPERATING INCOME		\$190,740				\$229,305	
(Debt Service)		(155,473)				(155,473)	
NET CASH FLOW AFTER DEBT SERVICE		\$35,267				\$73,832	

OPERATING STATEMENT NOTES

Except whereas otherwise notated, Year One property revenues represent seller's actual Jan. 2021 – Aug. 2021 annualized collections

1. Year One Administrative Fees assume a 5% monthly turnover of existing units and a \$15 fee. Seller currently does not charge Administrative Fees
2. Year One Tenant Insurance Commissions assumes 70% penetration of occupied units, a 70% commission structure, and a \$12 monthly premium

Pro Forma Gross Potential Rent has been raised by 11% to bring the facility's street rates up to market averages

Pro Forma Storage Rental Income has been inserted at the market standard 85% of Pro Forma Gross Potential Rent

All other Pro Forma income streams have been increased by 6% compared to Year One

Except whereas otherwise notated, Year One property expenses represent seller's actual Jan. 2021 – Aug. 2021 annualized outlay

3. Cost of Goods Sold estimated by Broker
4. Bank & Credit Card Fees represent the industry standard 1.75% of Effective Gross Income
5. Contract Services have been reduced by Broker to reflect submarket standards for facilities of similar size
6. Telephone & Internet expense has been estimated by Broker
7. Repairs & Maintenance has been included at the industry standard \$0.10 per rentable square foot
8. Property Taxes have been increased to 70% of the list price to reflect a sale. 2021 Smith County appraised value: \$1,720,000. Tax rate: 1.87
9. Third Party Management (Off-Site) represents the industry standard 5% of Effective Gross Income
10. Reserves for Capital Improvements represent the industry standard \$0.15 per rentable square foot

With the exception of Bank & Credit Card Fees (1.75% of EGI), Repairs & Maintenance (\$0.10 per RSF), Property Taxes (static), Third Party Management ((Off-Site) 5% of EGI), and Reserves for Capital Improvements (\$0.15 per RSF), all other Pro Forma expenses have been increased by 3% compared to Year One

MARKET COMPARABLES



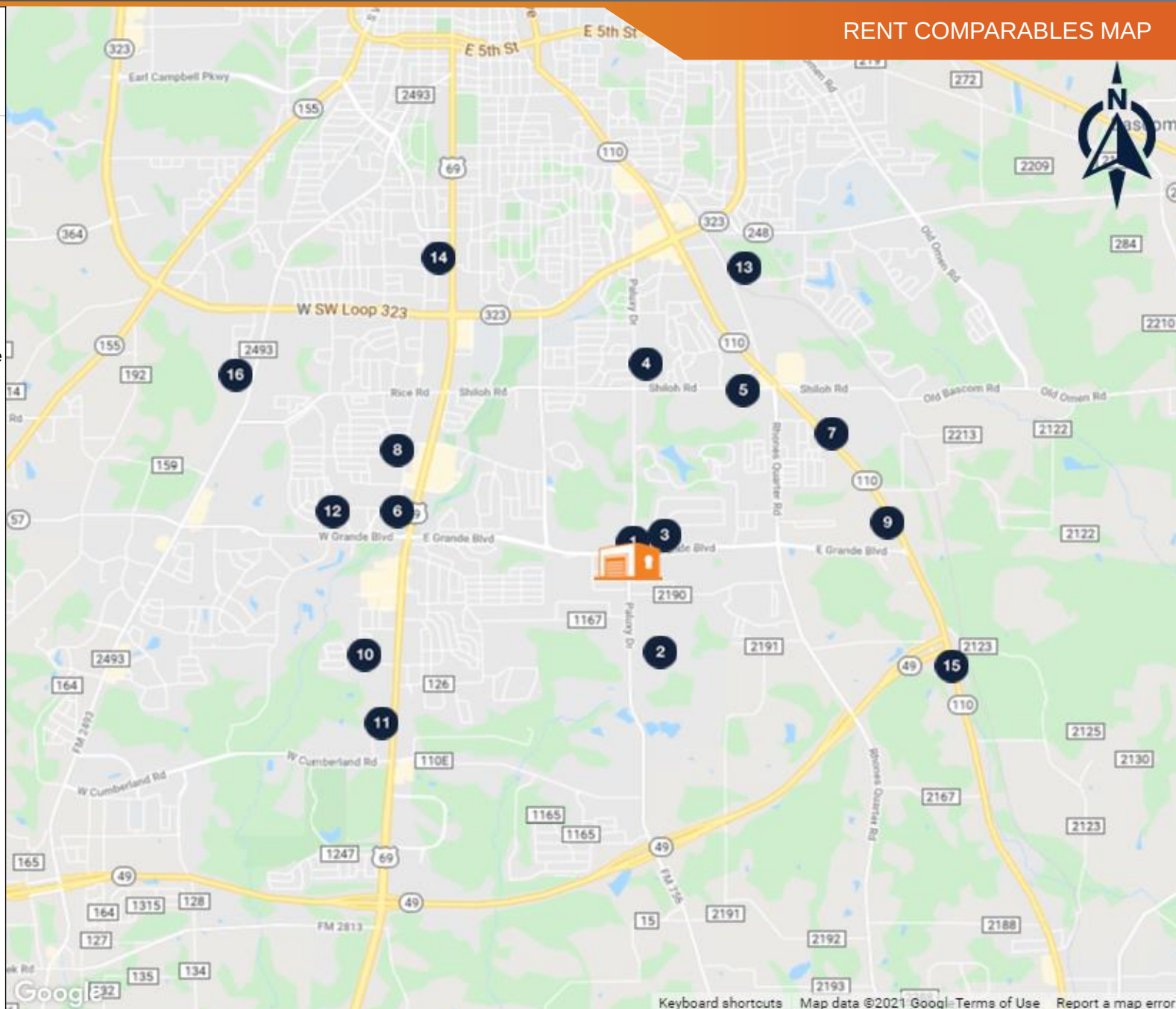
PALUXY DRIVE SELF STORAGE



PALUXY DRIVE SELF STORAGE
(SUBJECT)

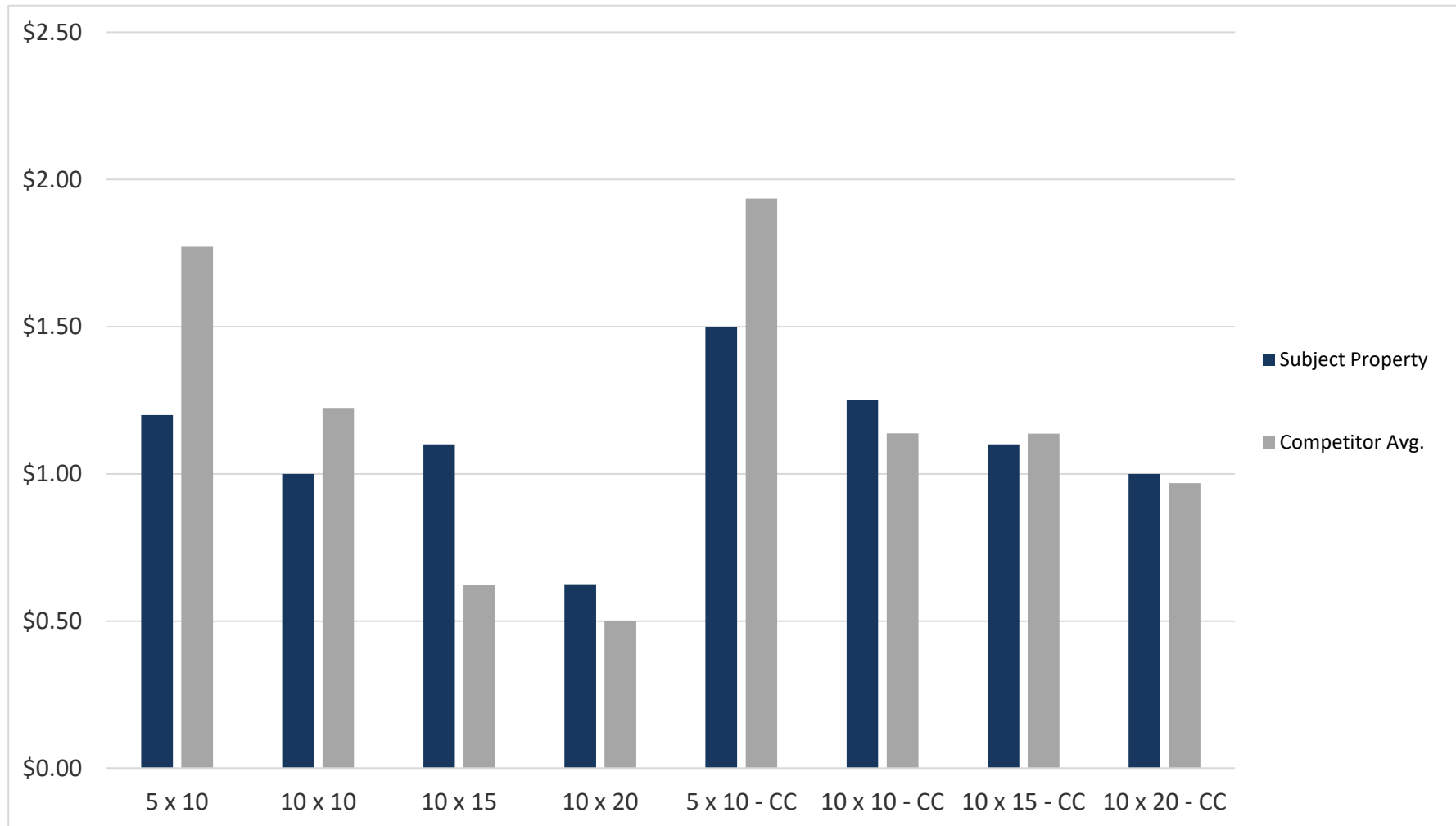
- 1 Deerbrook Self Storage
- 2 AAA Self Storage
- 3 Grande Boulevard Storage
- 4 AAA Shiloh Storage
- 5 FreeUp Storage
- 6 Broadway South Self Storage
- 7 Don's Self Storage
- 8 CubeSmart Self Storage
- 9 Storage Center
- 10 A-1 Southside Self Storage
- 11 Cumberland Storage
- 12 CubeSmart Self Storage
- 13 Calloway Road Storage Center
- 14 Damariscotta Mini Storage
- 15 Reliable Self Storage
- 16 Storage Max

RENT COMPARABLES MAP



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RENTAL RATE COMPARISON



PALUXY DRIVE SELF STORAGE

6435 Paluxy Dr, Tyler, TX, 75703



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	\$60.00	\$1.20
Non-C/C 10 x 10	100	\$100.00	\$1.00
Non-C/C 10 x 15	150	\$165.00	\$1.10
Non-C/C 10 x 20	200	\$125.00	\$0.63
C/C 5 x 10	50	\$75.00	\$1.50
C/C 10 x 10	100	\$125.00	\$1.25
C/C 10 x 15	150	\$165.00	\$1.10
C/C 10 x 20	200	\$200.00	\$1.00
Total/Avg.	35,892		

DEERBROOK SELF STORAGE

6456 Paluxy Dr, Tyler, TX, 75703



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	Sold Out	Sold Out
Non-C/C 10 x 10	100	Sold Out	Sold Out
Non-C/C 10 x 15	150	Sold Out	Sold Out
Non-C/C 10 x 20	200	Sold Out	Sold Out
C/C 5 x 10	50	N/A	N/A
C/C 10 x 10	100	N/A	N/A
C/C 10 x 15	150	N/A	N/A
C/C 10 x 20	200	N/A	N/A
Total/Avg.	27,933		

YEAR BUILT: 1994

NOTES

Distance from subject property: 0.07 mi.

AAA SELF STORAGE

2125 Brandon Dr, Tyler, TX, 75703



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	Sold Out	Sold Out
Non-C/C 10 x 10	100	Sold Out	Sold Out
Non-C/C 10 x 15	150	N/A	N/A
Non-C/C 10 x 20	200	N/A	N/A
C/C 5 x 10	50	N/A	N/A
C/C 10 x 10	100	N/A	N/A
C/C 10 x 15	150	N/A	N/A
C/C 10 x 20	200	N/A	N/A
Total/Avg.	25,289		

YEAR BUILT: 1983

NOTES

Distance from subject property: 0.78 mi.

GRANDE BOULEVARD STORAGE

1951 E Grande Blvd, Tyler, TX, 75703

3



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	Coming Soon	Coming Soon
Non-C/C 10 x 10	100	Coming Soon	Coming Soon
Non-C/C 10 x 15	150	Coming Soon	Coming Soon
Non-C/C 10 x 20	200	Coming Soon	Coming Soon
C/C 5 x 10	50	Coming Soon	Coming Soon
C/C 10 x 10	100	Coming Soon	Coming Soon
C/C 10 x 15	150	Coming Soon	Coming Soon
C/C 10 x 20	200	Coming Soon	Coming Soon
Total/Avg.	25,046		

YEAR BUILT: 2022

NOTES

Distance from subject property: 0.30 mi.

AAA SHILOH STORAGE

4909 Hightech Dr, Tyler, TX, 75703

4



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	Sold Out	Sold Out
Non-C/C 10 x 10	100	N/A	N/A
Non-C/C 10 x 15	150	N/A	N/A
Non-C/C 10 x 20	200	N/A	N/A
C/C 5 x 10	50	N/A	N/A
C/C 10 x 10	100	N/A	N/A
C/C 10 x 15	150	Sold Out	Sold Out
C/C 10 x 20	200	N/A	N/A
Total/Avg.	32,628		

YEAR BUILT: 2003

NOTES

Distance from subject property: 1.33 mi.

FREEUP STORAGE

2707 Shiloh Rd, Tyler, TX, 75703

5



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	\$55.00	\$1.10
Non-C/C 10 x 10	100	\$90.00	\$0.90
Non-C/C 10 x 15	150	N/A	N/A
Non-C/C 10 x 20	200	Sold Out	Sold Out
C/C 5 x 10	50	N/A	N/A
C/C 10 x 10	100	N/A	N/A
C/C 10 x 15	150	N/A	N/A
C/C 10 x 20	200	N/A	N/A
Total/Avg.	60,443		

YEAR BUILT: 1983

NOTES

Distance from subject property: 1.50 mi.

BROADWAY SOUTH SELF STORAGE

6311 S Broadway Ave, Tyler, TX, 75703

6



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	N/A	N/A
Non-C/C 10 x 10	100	\$75.00	\$0.75
Non-C/C 10 x 15	150	\$105.00	\$0.70
Non-C/C 10 x 20	200	N/A	N/A
C/C 5 x 10	50	N/A	N/A
C/C 10 x 10	100	\$125.00	\$1.25
C/C 10 x 15	150	N/A	N/A
C/C 10 x 20	200	N/A	N/A
Total/Avg.	13,863		

YEAR BUILT: 1996

NOTES

Distance from subject property: 1.63 mi.

DON'S SELF STORAGE

13120 State Highway 110 S, Tyler, TX, 75707

7



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	\$45.00	\$0.90
Non-C/C 10 x 10	100	\$70.00	\$0.70
Non-C/C 10 x 15	150	\$85.00	\$0.57
Non-C/C 10 x 20	200	\$100.00	\$0.50
C/C 5 x 10	50	\$65.00	\$1.30
C/C 10 x 10	100	\$95.00	\$0.95
C/C 10 x 15	150	\$130.00	\$0.87
C/C 10 x 20	200	\$170.00	\$0.85
Total/Avg.	26,492		

YEAR BUILT: 2016

NOTES

Distance from subject property: 1.71 mi.

CUBESMART SELF STORAGE

5701 Old Bullard Dr, Tyler, TX, 75703

8



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	\$187.00	\$3.74
Non-C/C 10 x 10	100	\$292.00	\$2.92
Non-C/C 10 x 15	150	Sold Out	Sold Out
Non-C/C 10 x 20	200	Sold Out	Sold Out
C/C 5 x 10	50	Sold Out	Sold Out
C/C 10 x 10	100	Sold Out	Sold Out
C/C 10 x 15	150	Sold Out	Sold Out
C/C 10 x 20	200	Sold Out	Sold Out
Total/Avg.	41,404		

YEAR BUILT: 2004

NOTES

Distance from subject property: 1.72 mi.

STORAGE CENTER

13638 State Highway 110 S, Tyler, TX, 75707

9



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	\$40.00	\$0.80
Non-C/C 10 x 10	100	\$60.00	\$0.60
Non-C/C 10 x 15	150	N/A	N/A
Non-C/C 10 x 20	200	\$90.00	\$0.45
C/C 5 x 10	50	\$55.00	\$1.10
C/C 10 x 10	100	\$90.00	\$0.90
C/C 10 x 15	150	N/A	N/A
C/C 10 x 20	200	\$155.00	\$0.78
Total/Avg.	65,506		

YEAR BUILT: 1983

NOTES

Distance from subject property: 1.95 mi.

A-1 SOUTHSIDE SELF STORAGE

7620 Waljim St, Tyler, TX, 75703

10



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	\$40.00	\$0.80
Non-C/C 10 x 10	100	\$55.00	\$0.55
Non-C/C 10 x 15	150	N/A	N/A
Non-C/C 10 x 20	200	Sold Out	Sold Out
C/C 5 x 10	50	N/A	N/A
C/C 10 x 10	100	N/A	N/A
C/C 10 x 15	150	N/A	N/A
C/C 10 x 20	200	N/A	N/A
Total/Avg.	40,284		

YEAR BUILT: 1980

NOTES

Distance from subject property: 2.00 mi.

CUMBERLAND STORAGE

8225 S Broadway Ave, Tyler, TX, 75703

11



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	N/A	N/A
Non-C/C 10 x 10	100	N/A	N/A
Non-C/C 10 x 15	150	N/A	N/A
Non-C/C 10 x 20	200	N/A	N/A
C/C 5 x 10	50	\$117.00	\$2.34
C/C 10 x 10	100	\$145.00	\$1.45
C/C 10 x 15	150	\$211.00	\$1.41
C/C 10 x 20	200	\$256.00	\$1.28
Total/Avg.	49,053		

YEAR BUILT: 1999

NOTES

Distance from subject property: 2.07 mi.

CUBESMART SELF STORAGE

6212 Hollytree Dr, Tyler, TX, 75703

12



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	\$212.00	\$4.24
Non-C/C 10 x 10	100	\$265.00	\$2.65
Non-C/C 10 x 15	150	Sold Out	Sold Out
Non-C/C 10 x 20	200	Sold Out	Sold Out
C/C 5 x 10	50	Sold Out	Sold Out
C/C 10 x 10	100	Sold Out	Sold Out
C/C 10 x 15	150	Sold Out	Sold Out
C/C 10 x 20	200	Sold Out	Sold Out
Total/Avg.	48,259		

YEAR BUILT: 2004

NOTES

Distance from subject property: 2.09 mi.

CALLOWAY ROAD STORAGE CENTER

2605 Calloway Rd, Tyler, TX, 75707

13



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	\$41.00	\$0.82
Non-C/C 10 x 10	100	Sold Out	Sold Out
Non-C/C 10 x 15	150	Sold Out	Sold Out
Non-C/C 10 x 20	200	Sold Out	Sold Out
C/C 5 x 10	50	Sold Out	Sold Out
C/C 10 x 10	100	Sold Out	Sold Out
C/C 10 x 15	150	Sold Out	Sold Out
C/C 10 x 20	200	Sold Out	Sold Out
Total/Avg.	67,799		

YEAR BUILT: 2004

NOTES

Distance from subject property: 2.22 mi.

DAMARISCOTTA MINI STORAGE

4007 S Broadway Ave, Tyler, TX, 75701

14



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	Sold Out	Sold Out
Non-C/C 10 x 10	100	Sold Out	Sold Out
Non-C/C 10 x 15	150	Sold Out	Sold Out
Non-C/C 10 x 20	200	\$100.00	\$0.50
C/C 5 x 10	50	N/A	N/A
C/C 10 x 10	100	N/A	N/A
C/C 10 x 15	150	N/A	N/A
C/C 10 x 20	200	N/A	N/A
Total/Avg.	20,417		

YEAR BUILT: 1973

NOTES

Distance from subject property: 2.46 mi.

RELIABLE SELF STORAGE

14744 TX-110, Whitehouse, TX, 75791

15



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	N/A	N/A
Non-C/C 10 x 10	100	\$70.00	\$0.70
Non-C/C 10 x 15	150	\$90.00	\$0.60
Non-C/C 10 x 20	200	\$110.00	\$0.55
C/C 5 x 10	50	N/A	N/A
C/C 10 x 10	100	N/A	N/A
C/C 10 x 15	150	N/A	N/A
C/C 10 x 20	200	N/A	N/A
Total/Avg.	17,068		

YEAR BUILT: 1999

NOTES

Distance from subject property: 2.47 mi.

STORAGE MAX

4911 Old Jacksonville Hwy, Tyler, TX, 75703

16



Unit Type	SF/Unit	Rent/Unit	Rent/SF
Non-C/C 5 x 10	50	Sold Out	Sold Out
Non-C/C 10 x 10	100	Sold Out	Sold Out
Non-C/C 10 x 15	150	Sold Out	Sold Out
Non-C/C 10 x 20	200	Sold Out	Sold Out
C/C 5 x 10	50	\$150.00	\$3.00
C/C 10 x 10	100	Sold Out	Sold Out
C/C 10 x 15	150	Sold Out	Sold Out
C/C 10 x 20	200	Sold Out	Sold Out
Total/Avg.	46,557		

YEAR BUILT: 2015

NOTES

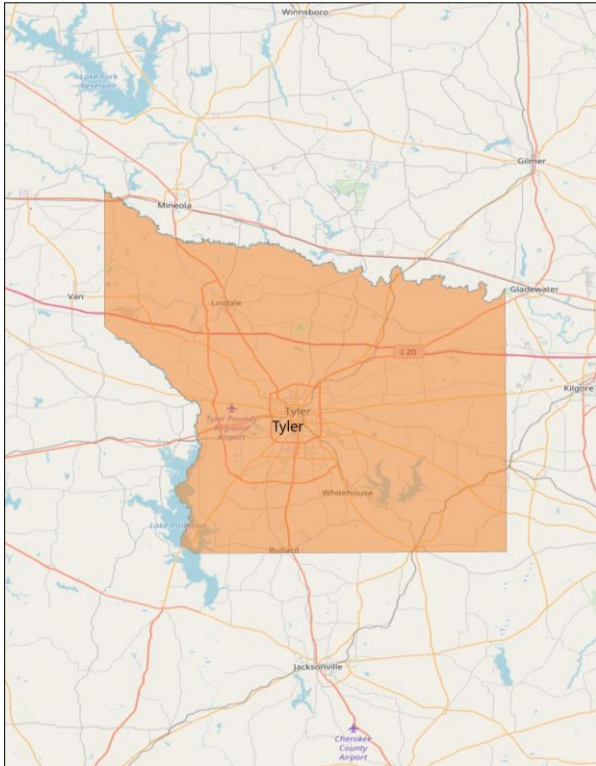
Distance from subject property: 2.85 mi.

MARKET OVERVIEW



TYLER OVERVIEW

Known for its cultivation of roses, the Tyler Metropolitan Statistical Area lies in the Piney Woods region of East Texas. Located about 100 miles southeast of Dallas/Fort Worth with access to Interstate 20, Tyler functions as a key linkage for distribution between Texas and Louisiana. The metro is expected to add roughly 7,900 people and 3,500 households through 2025. The city of Tyler has more than 104,800 residents and serves as the municipal and economic hub of Smith County.



METRO HIGHLIGHTS



ROSE CAPITAL OF AMERICA

A long history of rose cultivation and the country's largest rose garden grant Tyler this unique nickname. The city also hosts the annual Texas Rose Festival.



HEALTHCARE HUB

The East Texas Medical Center, a part of the UT Health System, employs over 3,000 people and provides healthcare services to the broader community.



EDUCATIONAL OPPORTUNITIES

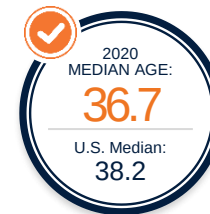
The University of Texas at Tyler offers over 80 undergraduate and graduate degree programs, with an enrollment of over 10,000 students.



ECONOMY

- Multiple distribution centers operate in the Tyler area, utilizing I-20 for access into Dallas/Fort Worth and Shreveport. Related companies here include Atwood and the ABC Supply Co.
- The metro is also home to numerous manufacturing businesses and houses facilities for McWane, Inc., Trane, and Cavender, among others.
- The energy sector plays a role in Tyler as well. Delek US Holdings runs an oil refinery in the market as part of a wider fuel network that extends into Louisiana, Alabama and Tennessee.
- Another major Tyler employer is Brookshire Grocery Co., which operates brands such as Brookshire's, Super 1 Foods, and Spring Market. Over 1,000 people work for the firm locally.

DEMOGRAPHICS



* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

Created on September 2021

POPULATION	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Population	3,509	45,101	94,220
■ 2020 Estimate			
Total Population	3,354	43,595	91,157
■ 2010 Census			
Total Population	2,984	39,503	82,476
■ 2000 Census			
Total Population	2,566	34,102	71,104
■ Daytime Population			
2020 Estimate	3,524	61,410	139,516
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Households	1,407	20,212	39,159
■ 2020 Estimate			
Total Households	1,333	19,458	37,657
Average (Mean) Household Size	2.48	2.22	2.36
■ 2010 Census			
Total Households	1,173	17,573	33,916
■ 2000 Census			
Total Households	1,000	14,995	29,264

HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2020 Estimate			
\$250,000 or More	3.65%	4.15%	3.86%
\$200,000 - \$249,999	2.03%	2.88%	2.67%
\$150,000 - \$199,999	6.35%	6.65%	6.08%
\$125,000 - \$149,999	6.75%	5.41%	4.89%
\$100,000 - \$124,999	8.96%	8.04%	8.10%
\$75,000 - \$99,999	15.85%	12.84%	13.49%
\$50,000 - \$74,999	20.22%	18.88%	17.93%
\$35,000 - \$49,999	12.84%	13.52%	13.09%
\$25,000 - \$34,999	6.33%	8.45%	8.71%
\$15,000 - \$24,999	8.42%	9.44%	9.75%
Under \$15,000	8.60%	9.74%	11.43%
Average Household Income	\$90,359	\$89,668	\$86,475
Median Household Income	\$65,712	\$60,555	\$59,041
Per Capita Income	\$35,939	\$40,091	\$36,087

Source: © 2020 Experian

Created on September 2021

POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population by Age			
0 to 4 Years	6.09%	5.57%	6.23%
5 to 14 Years	12.92%	11.33%	12.24%
15 to 17 Years	3.81%	3.35%	3.58%
18 to 19 Years	2.42%	2.29%	3.67%
20 to 24 Years	6.62%	7.54%	8.38%
25 to 29 Years	7.80%	9.37%	8.31%
30 to 34 Years	6.54%	7.24%	6.89%
35 to 39 Years	5.45%	5.98%	6.00%
40 to 49 Years	10.88%	10.57%	10.63%
50 to 59 Years	13.23%	11.42%	11.05%
60 to 64 Years	7.03%	5.95%	5.54%
65 to 69 Years	5.41%	5.07%	4.67%
70 to 74 Years	4.03%	4.58%	3.97%
75 to 79 Years	3.23%	3.70%	3.24%
80 to 84 Years	2.40%	2.89%	2.60%
Age 85+	2.13%	3.15%	2.99%
Median Age	38.42	37.66	35.54

POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population 25+ by Education Level			
2020 Estimate Population Age 25+	2,285	30,482	60,058
Elementary (0-8)	1.42%	1.08%	2.57%
Some High School (9-11)	3.15%	3.92%	5.43%
High School Graduate (12)	16.78%	16.06%	19.19%
Some College (13-15)	30.20%	27.96%	26.84%
Associate Degree Only	11.22%	11.59%	10.44%
Bachelors Degree Only	24.23%	25.29%	22.61%
Graduate Degree	12.82%	13.52%	11.71%

Source: © 2020 Experian



Population

In 2020, the population in your selected geography is 43,595. The population has changed by 27.84% since 2000. It is estimated that the population in your area will be 45,101.00 five years from now, which represents a change of 3.45% from the current year. The current population is 46.53% male and 53.47% female. The median age of the population in your area is 37.66, compare this to the US average which is 38.21. The population density in your area is 1,542.20 people per square mile.



Households

There are currently 19,458 households in your selected geography. The number of households has changed by 29.76% since 2000. It is estimated that the number of households in your area will be 20,212 five years from now, which represents a change of 3.88% from the current year. The average household size in your area is 2.22 persons.



Income

In 2020, the median household income for your selected geography is \$60,555, compare this to the US average which is currently \$62,990. The median household income for your area has changed by 48.43% since 2000. It is estimated that the median household income in your area will be \$68,088 five years from now, which represents a change of 12.44% from the current year.

The current year per capita income in your area is \$40,091, compare this to the US average, which is \$34,935. The current year average household income in your area is \$89,668, compare this to the US average which is \$90,941.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 77.84% White, 11.70% Black, 0.06% Native American and 4.61% Asian/Pacific Islander. Compare these to US averages which are: 69.84% White, 12.88% Black, 0.20% Native American and 5.75% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 8.76% of the current year population in your selected area. Compare this to the US average of 18.38%.



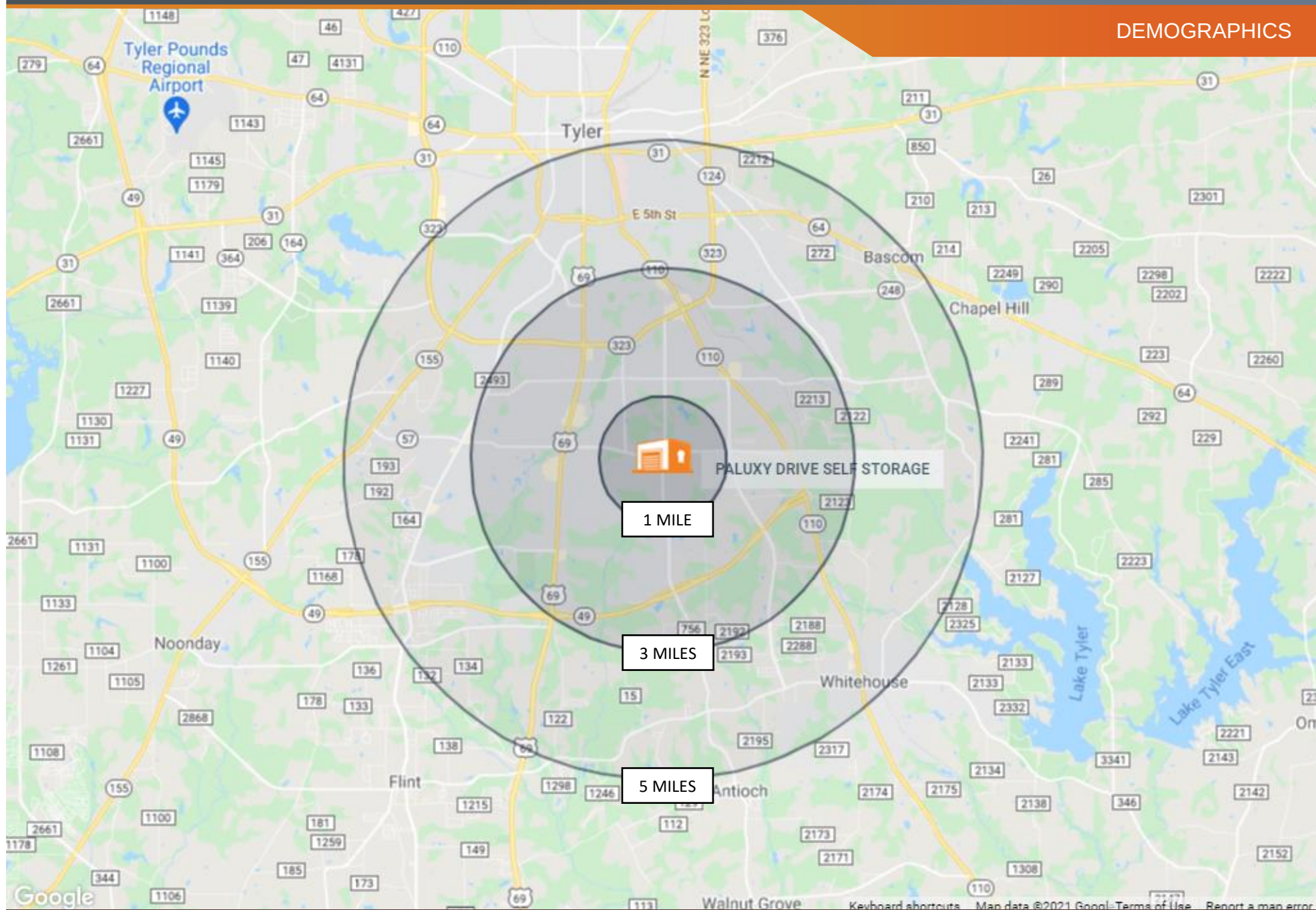
Housing

The median housing value in your area was \$195,188 in 2020, compare this to the US average of \$221,068. In 2000, there were 8,166 owner occupied housing units in your area and there were 6,830 renter occupied housing units in your area. The median rent at the time was \$491.



Employment

In 2020, there are 32,671 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 72.55% of employees are employed in white-collar occupations in this geography, and 27.47% are employed in blue-collar occupations. In 2020, unemployment in this area is 3.12%. In 2000, the average time traveled to work was 21.00 minutes.



PALUXY DRIVE SELF STORAGE

AERIAL PHOTO



TRAFFIC COUNT

YEAR	COUNT
2020	14,728



Google

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