FOR SALE

# OFFERING MEMORANDUM

## 1ST STOP STORAGE

75241 LA-25 | COVINGTON, LA 70435

LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES
SELF STORAGE SPECIALTY GROUP

LEE-ASSOCIATES.COM/SELF-STORAGE


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# OFFERING MEMORANDUM

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## TRANSACTION GUIDELINES

The offering is being marketed exclusively by Lee & Associates. The Seller will entertain offers for the acquisition of 100% interest in the property. The Seller will select the Buyer based on their sole and absolute discretion. Factors included in the decision include, but not limited to:

- Offer Price
- Description of major assumptions reflected in the offer price
- The amount of earnest money deposited
- Proposed due diligence period and subsequent closing period

Interested Buyers must address all communications, inquiries, site visit requests, and Letters of Intent to the Lee & Associates team members shown to the right, as the representatives of the Seller. Lee & Associates will notify prospective purchasers of a call for offers date. This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Lee & Associates, LLC®, is a service mark of Lee & Associates, LLC®, 2026 Lee & Associates LLC ® All rights reserved.

## PRESENTED BY:

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## OFFERING MEMORANDUM DISCLAIMER

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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Lee & Associates Charlotte makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Lee & Associates Charlotte does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Lee & Associates Charlotte in compliance with all applicable fair housing and equal opportunity laws.

This is not intended to be an appraisal of the market value of the property, if an appraisal is desired, the services of a licensed or certified appraiser should be obtained. This report is not intended to meet the uniform standards of professional appraisal practice.

# **PROPERTY** SUMMARY

LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES
SELF STORAGE SPECIALTY GROUP

# **PROPERTY** SUMMARY

## 1ST STOP STORAGE - COVINGTON

75241 LA-25
Covington, LA 70435
St. Tammany Parish

| | |
|---|---|
| **Number of Units:** | 97 |
| **Approximate Rentable Area** | 10,300 NRSF |
| **Physical Occupancy** | 80.58% |
| **Economic Occupancy** | 78.70% |
| **Average Rental Rate** | $99.49 |
| **Rent Variance to Market** | 21.30% |

**1st Stop Storage** presents an attractive self-storage investment opportunity in North Covington, Louisiana, along the highly traveled Highway 25 corridor. The property offers **97 self-storage units** with a well-balanced **mix of traditional drive-up, non-climate-controlled units and interior climate-controlled units**, allowing the facility to serve a broad range of customer needs.

The clean, well-maintained property is equipped with LED lighting, security cameras, and electronic gate access. These security features, combined with remote-access capabilities, support efficient remote management and streamlined day-to-day operations.

## UNIT MIX

| TYPE | UNITS | TOTAL NRSF | AVG. OCC% | AVG RENT/UNIT | AVG PSF/MO | RENT/MO | RENT/YR | GP RENT/YR |
|---|---|---|---|---|---|---|---|---|
| Drive Up | 45 | 4,950 | 68.69% | $82.04 | $0.71 | $2,583 | $30,996 | $45,900 |
| Drive Up Climate Inside | 52 | 5,350 | 91.59% | $117.81 | $1.03 | $5,078 | $60,936 | $70,920 |
| **TOTAL / AVERAGE** | **97** | **10,300** | **80.58%** | **$99.49** | **$0.92** | **$7,661** | **$91,932** | **$116,820** |

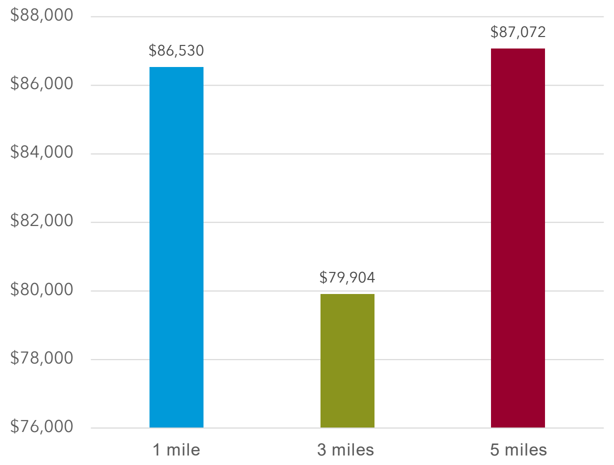
# MACRO & SUBMARKET
OVERVIEW

# SUBMARKET OVERVIEW

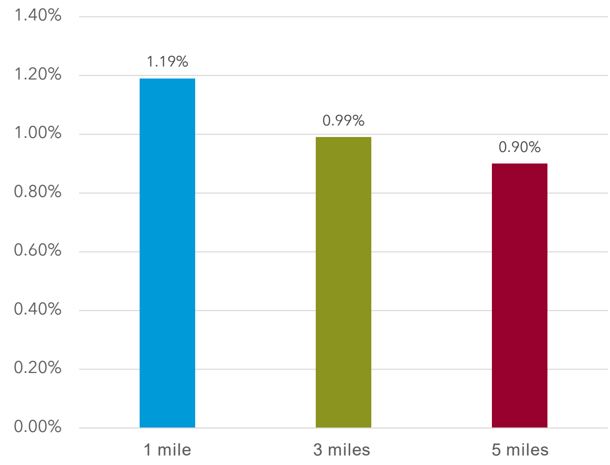
75241 LA-25 | COVINGTON, LA 70435

| DEMOGRAPHICS | 1 mile | 3 miles | 5 miles |
|---|---|---|---|
| 2026 Total Population | 737 | 15,367 | 36,338 |
| 2026 Population Density | 238.8 | 554.6 | 471.9 |
| 2026-2031 Population Growth (#) | 45 | 774 | 1,658 |
| 2026 Median Household Income | $86,530 | $79,904 | $87,072 |
| 2026-2031 Population Growth (%) | 1.19% | 0.99% | 0.90% |
| Total Self-Storage Properties | 2 | 7 | 12 |
| Total NRSF | 17,450 | 191,802 | 446,876 |
| Total NRSF Per Capita | 3.69 | 10.75 | 12.13 |
| Total NRSF Per Capita inc. New Constr. | 3.69 | 10.75 | 12.13 |

## Household Income




## Projected Population Growth




## Market Players

INFINITY SELF-STORAGE

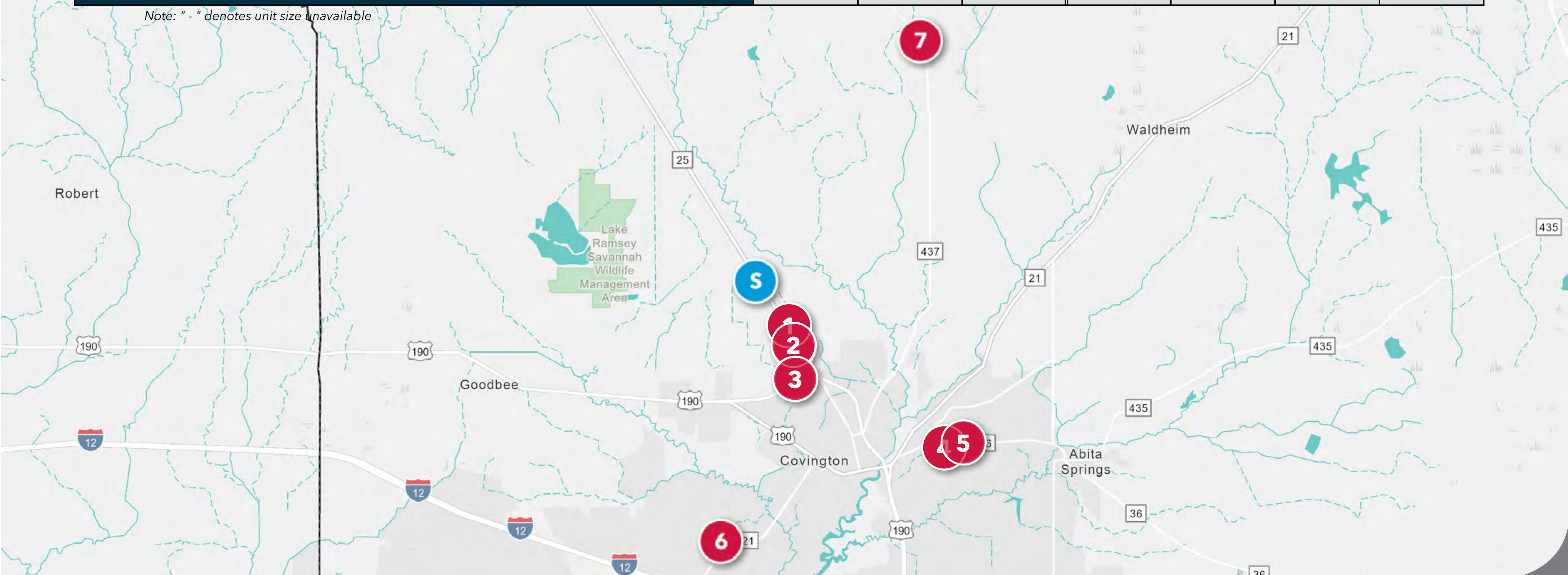
STORAGE Rentals of America

PRESIDENTIAL Storage

# MARKET RATE ANALYSIS

| | | | | CLIMATE CONTROLLED | | | NON CLIMATE CONTROLLED | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **ID** | **PROPERTY** | **Distance** | **NRSF** | **5x10** | **10x10** | **10x20** | **5x10** | **10x10** | **10x15** | **10x20** |
| S | **1ST STOP STORAGE - COVINGTON** | | **10,300** | **$55.00** | **$115.00** | **$210.00** | **$40.00** | **$80.00** | **$110.00** | **$100.00** |
| 1 | Infinity Self Storage | 0.95 | 5,345 | - | - | - | - | $75.00 | - | $150.00 |
| 2 | Storage Rentals of America | 1.28 | 88,222 | $84.00 | $106.00 | $192.00 | - | - | - | - |
| 3 | Presidential Storage Covington | 1.77 | 26,942 | - | - | - | $110.00 | $158.00 | $170.00 | - |
| 4 | Pats Storage | 4.18 | 11,272 | - | - | - | $72.00 | $93.00 | $113.00 | $145.00 |
| 5 | Tellus Self Storage - Covington | 4.39 | 104,588 | $109.00 | $104.00 | $155.00 | - | $126.00 | $140.00 | - |
| 6 | Liberty Self Storage | 4.41 | 99,979 | $123.00 | $168.00 | $238.00 | $93.00 | $123.00 | - | $168.00 |
| 7 | Maximum Storage Climate & Non-Climate | 4.80 | 30,692 | $114.00 | $154.00 | $224.00 | - | $119.00 | $144.00 | $154.00 |
| | **Average Market Rents** | | | **$107.50** | **$133.00** | **$202.25** | **$91.67** | **$115.67** | **$141.75** | **$154.25** |
| | **Subject Gap % to Reach Market Rents** | | | -95.5% | -15.7% | 3.7% | -129.2% | -44.6% | -28.9% | -54.3% |

*Note: " - " denotes unit size unavailable*



# FINANCIALS & VALUATION
## ANALYSIS

# PROFORMA ASSUMPTIONS

**1ST STOP STORAGE - COVINGTON**
75241 LA-25
Covington, LA 70435
St. Tammany Parish

| | |
|---|---|
| **Number of Units:** | 97 |
| **Net Rentable Square Feet (NRSF):** | 10,300 NRSF |
| **Physical Occupancy** | 80.58% |
| **Economic Occupancy** | 78.70% |
| **Average Rental Rate** | $99.49 |
| **Actual Rent Variance to Market Rate** | 21.30% |

[1] **Scheduled Gross Income Growth Assumptions:**
The proforma assumes Ordinary Income Growth of 3.00% Year-Over-Year. The model assumes Rent Growth of 3.00% Year-Over-Year for years 1-10 of the model.

[2] **Ordinary Expense Growth % YOY:**
The proforma assumes Ordinary Expense Growth of 2.00% Year-Over-Year

[3] **Late Fee Income:**
The proforma assumes late fee income equivalent to approximately 3.25% of Net Rental Revenue.

[4] **Average Move-Ins Per Month:**
The proforma assumes an average of 0 move-ins per month, collecting Move-In Fees of $30.00 per move-in.

[5] **Insurance Penetration:**
The proforma assumes Year 1 Insurance Penetration of 88.00% at a rate of $155.00 per policy (net). The property has a total of 97 units and the property is currently 79.38% occupied, equating to Year 1 Insurance Income of $10,502.80. Year 2 Penetration is assumed to be 90.00%. Year 3 Penetration is assumed to be 90.00%. and Year 4 Penetration is assumed to be 90.00%

[6] **Merchandise Sales:**
The proforma assumes Merchandise Sales equivalent to 1.00% of Net Rental Income.

[7] **Inventory Costs of Goods:**
The Cost of Goods Sold for Inventory is assumed to be 48.00% of Merchandise Sales.

[8] **Management Fee:**
The Property Management Fee is a percentage of the Total EGI. The percentage range is typically between 3% and 5% for most properties, depending on its age, condition, and location. The proforma assumes a 5.00% Management Fee.

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# UNIT MIX

| Unit Type | Unit Size | SF/Unit | Units | Units Rented | Total NRSF | Occ SF | Total SF % | Occ SF % | Current Rent/Unit | PSF/Month | Rent/Month | Rent/Year | Market Rent/Unit | PSF/Month | Rent/Month | Rent/Year |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Totals / Averages** | | **106** | **97** | **77** | **10,300** | **8,300** | **100%** | **80.6%** | **$99** | **$0.92** | **$7,661** | **$91,932** | **$100** | **$0.95** | **$9,735** | **$116,820** |
| Drive Up | 5x10 | 50 | 2 | 1 | 100 | 50 | 1.0% | 50.0% | $40 | $0.80 | $40 | $480 | $40 | $0.80 | $80 | $960 |
| Drive Up Climate Inside | 5x10 | 50 | 17 | 14 | 850 | 700 | 8.3% | 82.4% | $52 | $1.05 | $734 | $8,808 | $55 | $1.10 | $935 | $11,220 |
| Drive Up | 10x10 | 100 | 33 | 21 | 3,300 | 2,100 | 32.0% | 63.6% | $80 | $0.80 | $1,680 | $20,160 | $80 | $0.80 | $2,640 | $31,680 |
| Drive Up Climate Inside | 10x10 | 100 | 25 | 24 | 2,500 | 2,400 | 24.3% | 96.0% | $109 | $1.09 | $2,616 | $31,392 | $115 | $1.15 | $2,875 | $34,500 |
| Drive Up | 10x15 | 150 | 9 | 7 | 1,350 | 1,050 | 13.1% | 77.8% | $109 | $0.73 | $764 | $9,168 | $110 | $0.73 | $990 | $11,880 |
| Drive Up | 10x20 | 200 | 1 | 1 | 200 | 200 | 1.9% | 100.0% | $99 | $0.50 | $99 | $1,188 | $115 | $0.58 | $115 | $1,380 |
| Drive Up Climate Inside | 10x20 | 200 | 10 | 9 | 2,000 | 1,800 | 19.4% | 90.0% | $192 | $0.96 | $1,728 | $20,736 | $210 | $1.05 | $2,100 | $25,200 |

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# T12 PROJECTED CASH FLOWS

| | Trailing-12 Hist. | *Trailing-12 Adj.* | Proforma Assumptions | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 |
|---|---|---|---|---|---|---|---|---|---|
| **INCOME** | | | | | | | | | |
| [1] **Scheduled Gross Income** | **$116,820** | **$116,820** | **$120,325** | **$120,325** | **$123,934** | **$127,652** | **$131,482** | **$135,426** | **$139,489** |
| Concessions and Discounts | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Gross Operating Income** | **$116,820** | **$116,820** | **$120,325** | **$120,325** | **$123,934** | **$127,652** | **$131,482** | **$135,426** | **$139,489** |
| Economic Vacancy | ($19,742) | ($19,742) | ($19,618) | ($19,618) | ($17,728) | ($15,707) | ($16,178) | ($16,664) | ($17,164) |
| Non-Revenue Units | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Effective Gross Income** | **$97,078** | **$97,078** | **$100,706** | **$100,706** | **$106,206** | **$111,945** | **$115,304** | **$118,763** | **$122,326** |
| **Other Income** | | | | | | | | | |
| [3] Late Fees | $3,021 | $3,021 | $3,273 | $3,273 | $3,452 | $3,638 | $3,747 | $3,860 | $3,976 |
| [4] Admin Fees | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| [5] Tenant Insurance | $4,190 | $4,190 | $10,503 | $10,503 | $11,596 | $11,867 | $11,867 | $12,223 | $12,589 |
| [6] Merchandise Sales | $0 | $0 | $0 | $1,007 | $1,062 | $1,119 | $1,153 | $1,188 | $1,223 |
| Commercial Income | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Total Other Income** | **$7,211** | **$7,211** | **$13,776** | **$14,783** | **$16,110** | **$16,624** | **$16,767** | **$17,270** | **$17,788** |
| **Total Operating Income** | **$104,289** | **$104,289** | **$114,482** | **$115,489** | **$122,316** | **$128,569** | **$132,071** | **$136,033** | **$140,114** |
| *Econ. Vacancy (%)* | *16.90%* | *16.90%* | *16.30%* | *16.30%* | *14.30%* | *12.30%* | *12.30%* | *12.30%* | *12.30%* |
| [2] **EXPENSE** | | | | | | | | | |
| Real Estate Taxes | $9,541 | $9,541 | $9,541 | $9,541 | $9,732 | $9,926 | $10,125 | $10,327 | $10,534 |
| Advertising | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Bank Fees | $34 | $34 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Credit Card Fee | $2,881 | $2,881 | $2,862 | $2,887 | $3,058 | $3,214 | $3,302 | $3,401 | $3,503 |
| Computer Software | $3,937 | $3,937 | $3,850 | $3,850 | $3,927 | $4,006 | $4,086 | $4,167 | $4,251 |
| Insurance | $3,402 | $5,150 | $5,150 | $5,150 | $5,253 | $5,358 | $5,465 | $5,575 | $5,686 |
| Inventory Locks and Packaging | $0 | $0 | $0 | $483 | $510 | $537 | $553 | $570 | $587 |
| Landscaping | $4,310 | $4,310 | $4,310 | $4,310 | $4,396 | $4,484 | $4,574 | $4,665 | $4,759 |
| Maintenance & Repairs | $1,798 | $1,798 | $1,798 | $1,798 | $1,834 | $1,871 | $1,908 | $1,946 | $1,985 |
| Office Supplies | $308 | $308 | $250 | $250 | $255 | $260 | $265 | $271 | $276 |
| [7] On Site Management | $100 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Postage | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Pest Control | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Professional Fees | $2,405 | $2,405 | $2,000 | $2,000 | $2,040 | $2,081 | $2,122 | $2,165 | $2,208 |
| Licenses and Permits | $150 | $150 | $150 | $150 | $153 | $156 | $159 | $162 | $166 |
| [8] Management Fee | $4,543 | $5,214 | $5,724 | $5,774 | $6,116 | $6,428 | $6,604 | $6,802 | $7,006 |
| Other Expenses | $134 | $134 | $2,500 | $2,500 | $2,550 | $2,601 | $2,653 | $2,706 | $2,760 |
| Utilities | $8,266 | $8,266 | $8,266 | $8,266 | $8,431 | $8,600 | $8,772 | $8,947 | $9,126 |
| **Total Expenses** | **$41,809** | **$44,129** | **$46,401** | **$46,960** | **$48,255** | **$49,523** | **$50,588** | **$51,705** | **$52,847** |
| **Net Operating Income** | **$62,480** | **$60,160** | **$68,081** | **$68,529** | **$74,061** | **$79,047** | **$81,482** | **$84,328** | **$87,267** |

# IMAGE
GALLERY

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## INVESTMENT ADVISORS

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