

## OFFERING MEMORANDUM



**SPENCER ROAD STORAGE**  
257 Spencer Road, St. Peters, MO 63376

**CALL FOR OFFERS: APRIL 17, 2015**

### SELF STORAGE ADVISORY GROUP

#### **NICK WALKER**

Vice President of Investments  
W +1 909 418 2173  
C +1 909 841 0546  
Lic. 01827268  
Nick.Walker@cbre.com

#### **TREVOR ROBERTS**

Senior Associate  
W +1 909 418 2174  
C +1 909 638 9648  
Lic. 01801520  
Trevor.Roberts@cbre.com

#### **MATT BUKHSHTABER**

W +1 314 655 6060  
C +1 314 632 6685  
Lic. 2011029892  
Matt.Bukhshtaber@cbre.com

Capital Markets | Investment Properties

**CBRE**

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This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property.

This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of the Owner and CBRE, Inc. Therefore, all projections, assumptions and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements

are approximations. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In this Memorandum, certain documents, including leases and other materials, are described in summary form.

These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of this Memorandum in any manner.

Neither the Owner or CBRE, Inc, nor any of their respective directors, officers, Affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Memorandum or use of its contents; and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or CBRE, Inc. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return this Memorandum to CBRE, Inc.

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# Property Description

## PROPERTY DESCRIPTION

Spencer Road Storage is a well built facility located in Saint Peters, Missouri. This 40,785 net rentable square foot facility consists of 198 drive-up, non-climate and 131 interior climate-controlled self storage units ranging in size from 5'x5' to 20'x24'. The 10'x24' units offer 12 foot ceilings which is a unique size in the area. As of 2015 the property is 94.84 percent physically occupied and 84.4 percent economically occupied.

Sitting on 4.01 acres, this attractive self storage facility consists of five single story buildings and one two story building of wood construction equipped with metal and composite roofs and roll up doors. One of the buildings offers a section of solar panels on the roof.

Spencer Road Storage offers numerous amenities including a gated entrance with key code access, 24-hour video surveillance cameras, and wide asphalt and cement drive aisles for easy access. The new gate system has the option of taking payments at the keypad entry. This facility also has a U-Haul truck rental service.

The property is located on Spencer Road and receives approximately 27,010 vehicles passing by the facility on a daily basis. There are approximately 159,435 people living in a five mile radius and an average household income of \$85,869.

The city of St. Peters is located in St. Charles County, Missouri. In recent years St. Peters has been voted as one of the Top 100 Best Places to Live in America by Money Magazine. The city is also home to Mid Rivers Mall, which is the largest mall in Saint Charles County. Located in St. Peters is the world-class St. Peters Rec-Plex, which is a 236,000 square foot recreation and fitness complex.



- 40,785 Net Rentable Square Feet
- 329 Total Units
- 94.84 Percent Physically Occupied
- Built in 1999, Expanded in 2005
- Drive-Up and Interior Units
- Average Household Income of \$85,869
- U-Haul Truck Rental Service

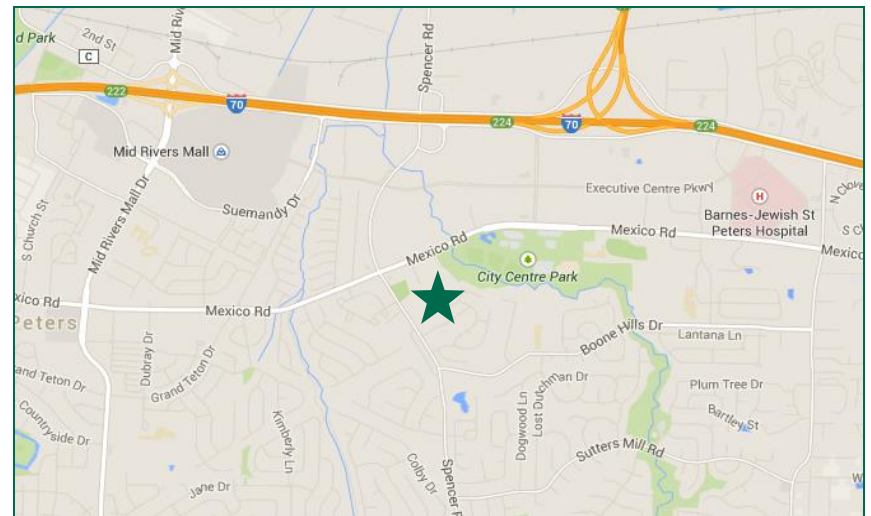
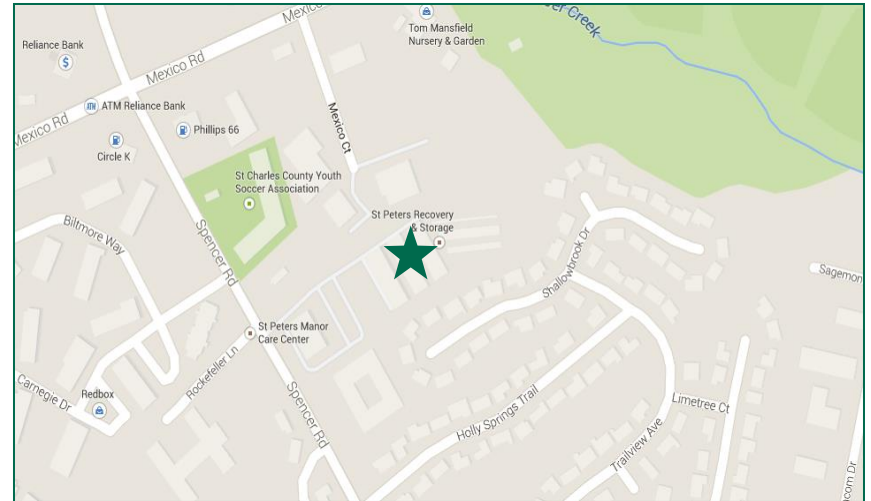
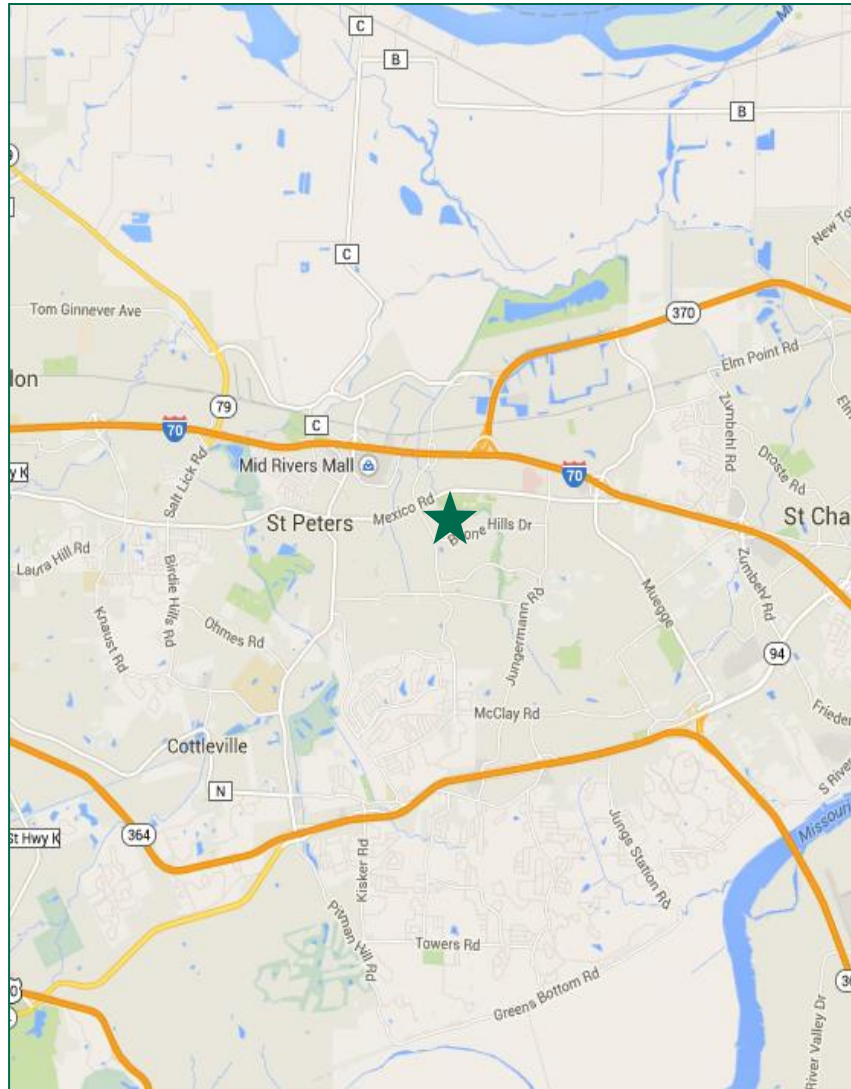
## PROPERTY SUMMARY

<b>ADDRESS:</b>	257 Spencer Road Saint Peters, MO 63376
<b>ASSESSORS'S PARCEL NUMBER:</b>	2-01110-7946-00-1B
<b>BUILDING SIZE:</b>	± 40,785 NRSF
<b>TOTAL UNITS:</b>	329 Units
<b>LAND AREA:</b>	± 4.01 Acres
<b>OCCUPANCY:</b>	94.84%
<b>YEAR BUILT:</b>	1999, 2005
<b>NUMBER OF BUILDINGS:</b>	Six Buildings
<b>NUMBER OF STORIES:</b>	One Two-Story & Five Single-Story Buildings
<b>UNIT SIZES:</b>	See Unit Mix For Details
<b>PARKING:</b>	See Unit Mix For Details
<b>STREET FRONTAGE:</b>	Spencer Road
<b>CROSS STREET:</b>	Mexico Road
<b>TRAFFIC COUNTS:</b>	27,010 (Spencer Road)
<b>HIGHWAY ACCESS:</b>	Interstate 70
<b>ENTRY:</b>	Gated Entry with Key Code Access

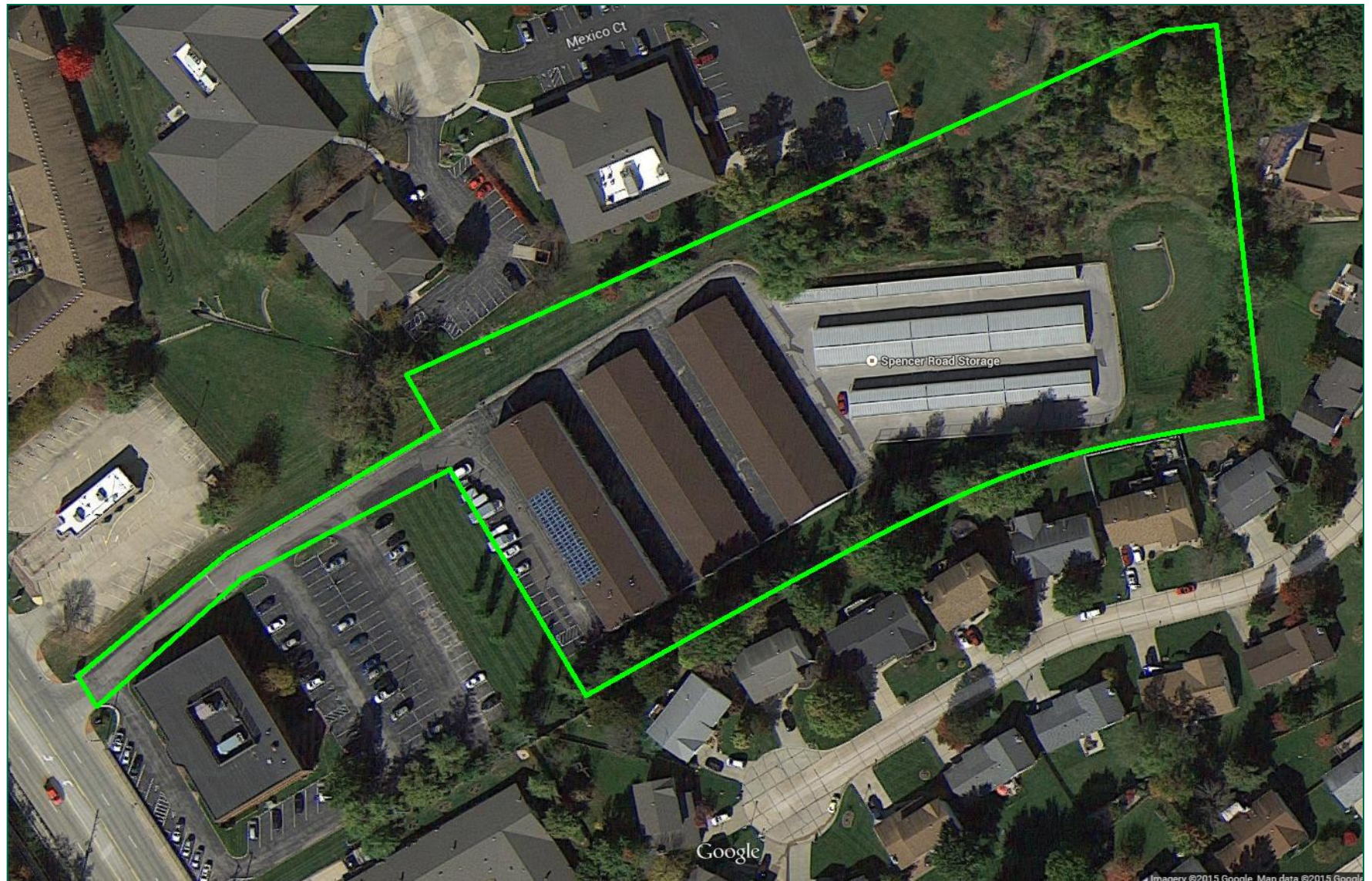


<b>FRAMING:</b>	Metal / Wood
<b>EXTERIOR WALLS:</b>	Metal / Wood
<b>PARKING SURFACE:</b>	Asphalt
<b>ROOF:</b>	Metal / Composite
<b>FENCING:</b>	Chain Link
<b>SECURITY:</b>	Video Surveillance

## LOCATION MAP



AERIAL/MAP

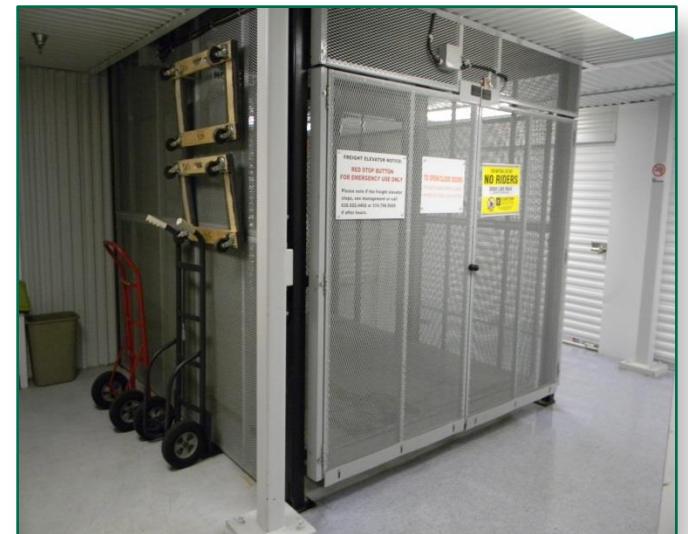


PROPERTY PHOTOS

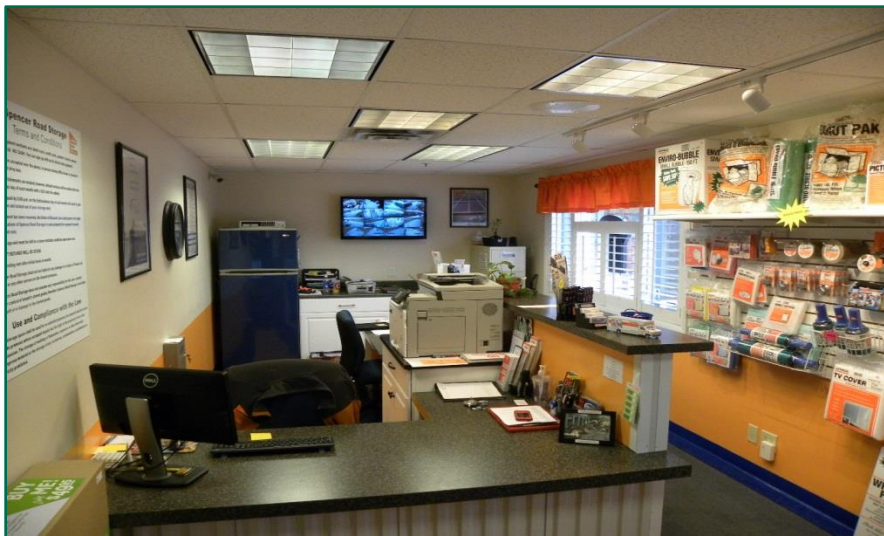




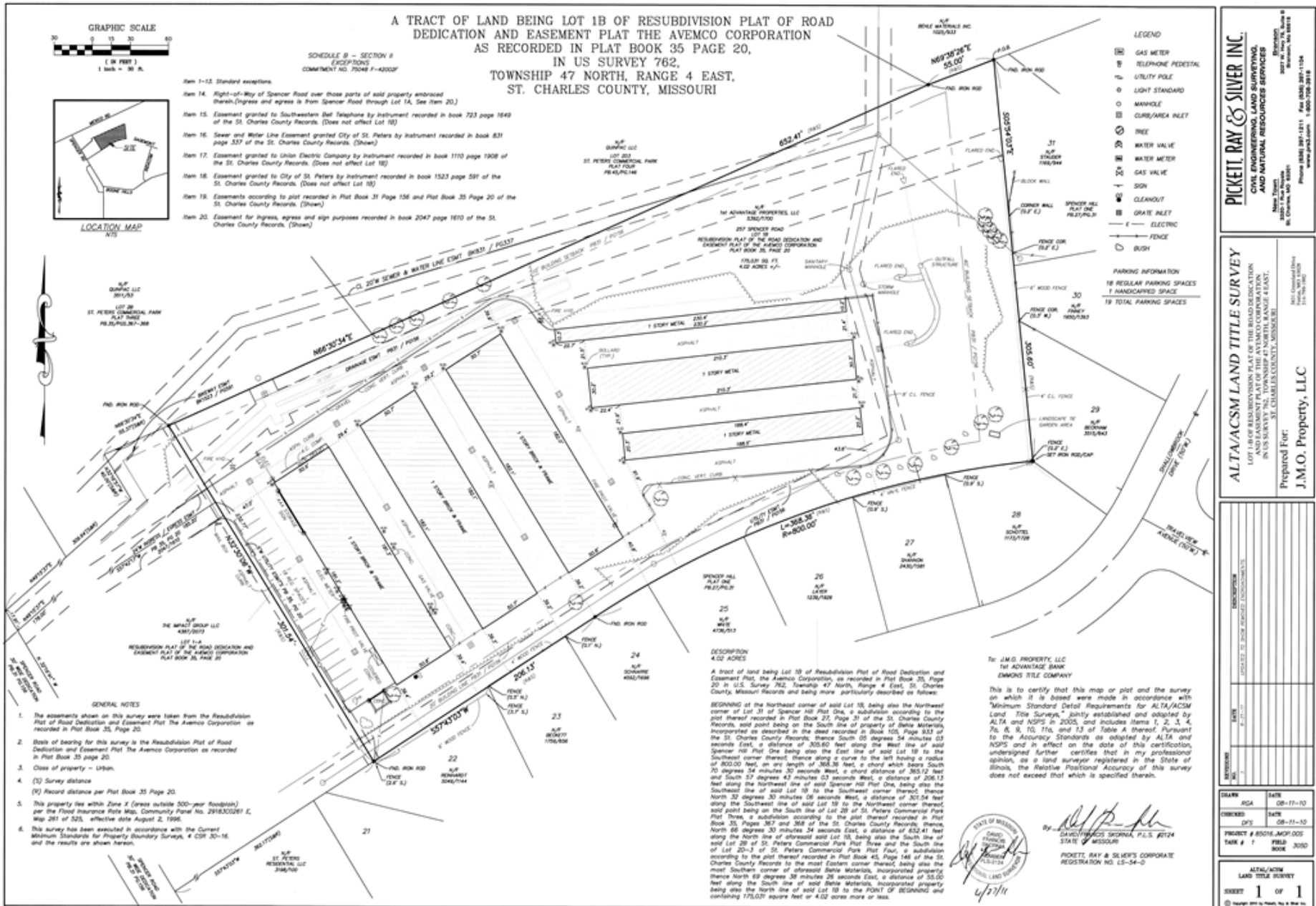
## PROPERTY PHOTOS



## PROPERTY PHOTOS



# ALTA SURVEY



# Financials

## FINANCIALS – UNIT MIX

### Drive Up

No. of Units	Unit Type	SF/Unit	Rent/Unit	Monthly Income	Annual Income
16	5x5	25	\$35.00	\$560.00	\$6,720.00
4	5x8	40	\$60.00	\$240.00	\$2,880.00
58	10x10	100	\$96.00	\$5,568.00	\$66,816.00
40	10x15	150	\$148.00	\$5,920.00	\$71,040.00
75	10x24	240	\$192.00	\$14,400.00	\$172,800.00
1	10x24	240	\$198.00	\$198.00	\$2,376.00
4	20x24	480	\$375.00	\$1,500.00	\$18,000.00
<b>198</b>	<b>Total</b>	<b>32,520</b>		<b>\$28,386.00</b>	<b>\$340,632.00</b>

### 1st Floor Interior

No. of Units	Unit Type	SF/Unit	Rent/Unit	Monthly Income	Annual Income
4	5x5	25	\$53.00	\$212.00	\$2,544.00
6	5x5	25	\$55.00	\$330.00	\$3,960.00
2	5x5	25	\$58.00	\$116.00	\$1,392.00
5	5x8	40	\$66.00	\$330.00	\$3,960.00
2	5x8	40	\$69.00	\$138.00	\$1,656.00
10	5x10	50	\$71.00	\$710.00	\$8,520.00
9	6x10	60	\$83.00	\$747.00	\$8,964.00
24	5x15	75	\$89.00	\$2,136.00	\$25,632.00
5	5x15	75	\$93.00	\$465.00	\$5,580.00
5	5x15	75	\$105.00	\$525.00	\$6,300.00
14	10x10	100	\$132.00	\$1,848.00	\$22,176.00
1	10x10	100	\$138.00	\$138.00	\$1,656.00
1	10x15	150	\$156.00	\$156.00	\$1,872.00
<b>88</b>	<b>Total</b>	<b>5,820</b>		<b>\$7,851.00</b>	<b>\$94,212.00</b>

### 2nd Floor Interior

No. of Units	Unit Type	SF/Unit	Rent/Unit	Monthly Income	Annual Income
2	5x8	40	\$64.00	\$128.00	\$1,536.00
20	5x10	50	\$68.00	\$1,360.00	\$16,320.00
18	6x10	60	\$79.00	\$1,422.00	\$17,064.00
3	9x10	90	\$118.00	\$354.00	\$4,248.00
<b>43</b>	<b>Total</b>	<b>2,430</b>		<b>\$3,264.00</b>	<b>\$39,168.00</b>

### Total

<b>329</b>	<b>Total</b>	<b>40,785</b>		<b>\$39,501.00</b>	<b>\$474,012.00</b>
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## FINANCIALS – INCOME & EXPENSES

INCOME	2014 Income & Expense		January - February 2015 Income Annualized with Broker Adjusted Expenses	
		PER SF		PER SF
<b>GROSS POTENTIAL RENT</b>	<b>\$474,012</b>	<b>\$11.62</b>	<b>\$474,012</b>	<b>\$11.62</b>
Late, Letter, & NSF Fees	\$6,273	\$0.15	\$9,268	\$0.23
Merchandise Sales (NET)	\$488	\$0.01	\$2,442	\$0.06
Administration Fees	\$210	\$0.01	\$3,144	\$0.08
Truck Rental (U-Haul)	\$9,593	\$0.24	\$9,593	\$0.24
Insurance *	\$3,576	\$0.09	\$5,336	\$0.13
<b>TOTAL OTHER INCOME</b>	<b>\$20,140</b>	<b>\$0.49</b>	<b>\$29,783</b>	<b>\$0.73</b>
Gross Potential Income	\$494,152	\$12.12	\$503,795	\$12.35
Economic Vacancy/ Collection Allowance	18.0% \$85,052	\$2.09	15.6% \$73,957	\$1.81
<b>EFFECTIVE GROSS INCOME</b>	<b>\$409,100</b>	<b>\$10.03</b>	<b>\$429,838</b>	<b>\$10.54</b>
<b>EXPENSES</b>				
Property Taxes (1)	\$35,211	\$0.86	\$35,211	\$0.86
Insurance (2)	\$6,430	\$0.16	\$6,430	\$0.16
Utilities & Trash (3)	\$9,195	\$0.23	\$12,718	\$0.31
Repairs, Maintenance and Reserves (4)	\$6,113	\$0.15	\$6,113	\$0.15
Advertising (5)	\$7,500	\$0.18	\$7,500	\$0.18
Salaries, Taxes, & Benefits (6)	\$57,225	\$1.40	\$57,225	\$1.40
Management Fee (7)	\$20,455	\$0.50	\$21,492	\$0.53
Office Supplies & Postage (8)	\$6,500	\$0.16	\$6,500	\$0.16
Bank & Credit Card Fees (9)	\$7,043	\$0.17	\$7,043	\$0.17
Telephone & Internet (10)	\$2,905	\$0.07	\$2,905	\$0.07
Contract Services (11)	\$6,531	\$0.16	\$6,531	\$0.16
Computer Expenses (12)	\$1,181	\$0.03	\$1,181	\$0.03
Miscellaneous (13)	\$2,488	\$0.06	\$2,488	\$0.06
<b>Total Expenses</b>	<b>\$168,777</b>	<b>\$4.14</b>	<b>\$173,337</b>	<b>\$4.25</b>
<b>% of EGI</b>	<b>41.3%</b>		<b>40.3%</b>	
<b>NET OPERATING INCOME</b>	<b>\$240,323</b>	<b>\$5.89</b>	<b>\$256,501</b>	<b>\$6.29</b>

Property Summary	\$/SF	Price	Cap Rate	\$/SF	Price	Cap Rate
40,785 NRSF 329 Units	\$90.72	\$3,700,000	6.50%	\$90.72	\$3,700,000	6.93%

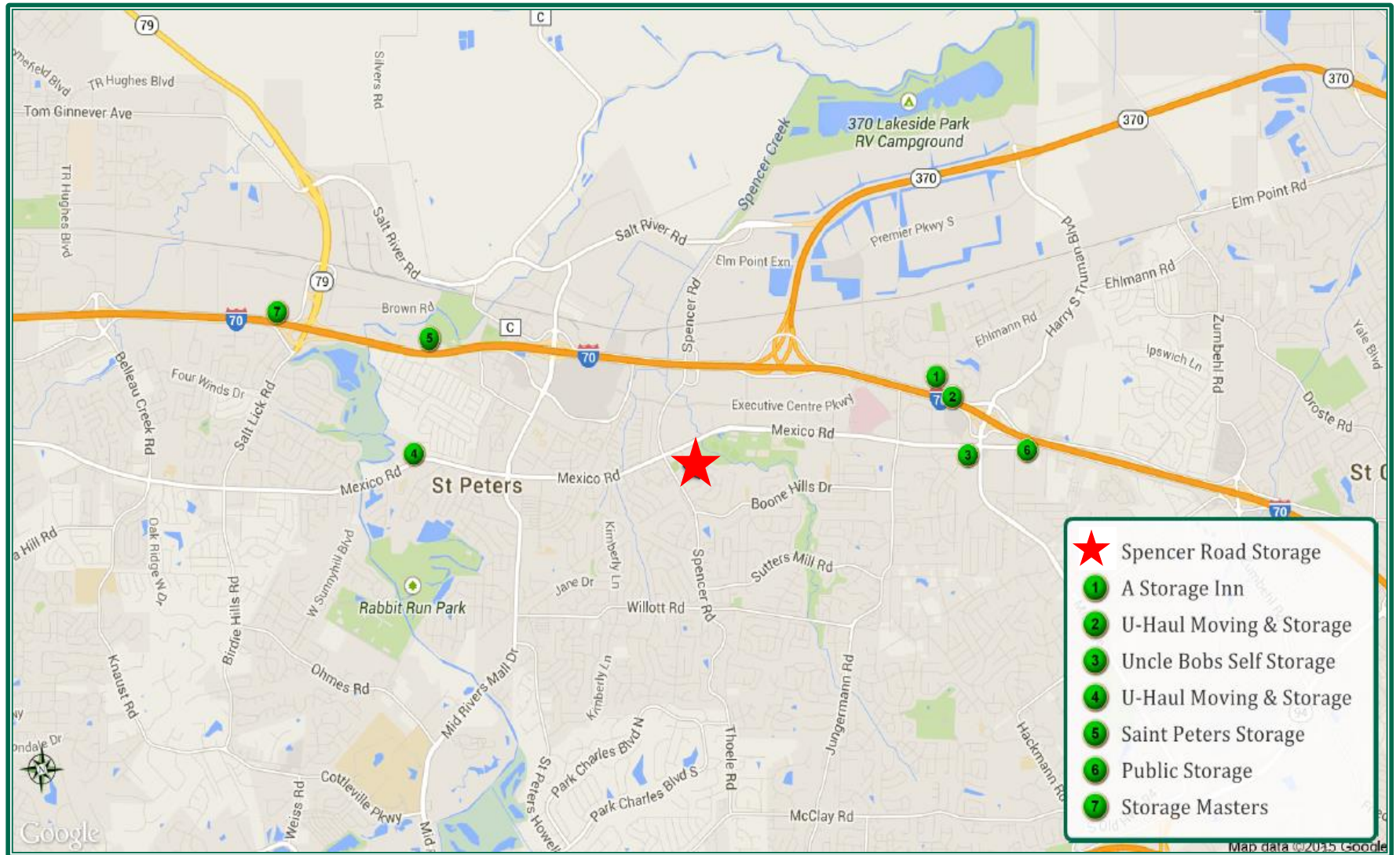
### Comments:

\* Insurance is based on 60% of what is actually being collected.

- (1) Property Taxes are based on 2014 actual taxes.
- (2) Insurance has been adjusted by Broker to industry standards.
- (3) Utilities & Trash are based on January through December 2014 expenses.
- (4) Repairs, Maintenance, and Reserves have been adjusted to \$0.15/SF/Year.
- (5) Advertising has been adjusted by Broker to industry standards.
- (6) Salaries, Taxes, & Benefits are based on January through December 2014 expenses.
- (7) Management Fee is based on 5% of the Effective Gross Income per industry standards.
- (8) Office Supplies & Postage have been adjusted by Broker from \$9,154 to \$6,500 in 2014.
- (9) Bank & Credit Card Fees are based on January through December 2014 expenses.
- (10) Telephone & Internet are based on January through December 2014 expenses.
- (11) Contract Service includes security.
- (12) Computer Expenses are based on January through December 2014 expenses.
- (13) Miscellaneous is based on January through December 2014 expenses.

# Rent Comparables

## RENT COMPARABLES MAP



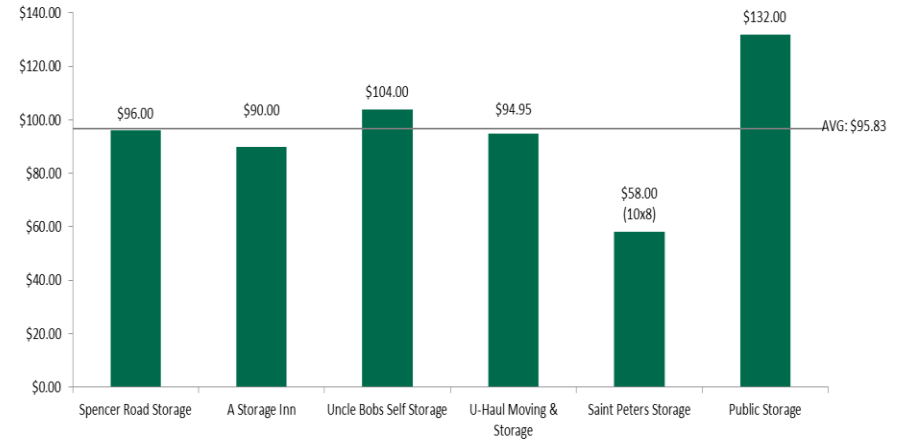


## RENT COMPARABLES GRAPHS

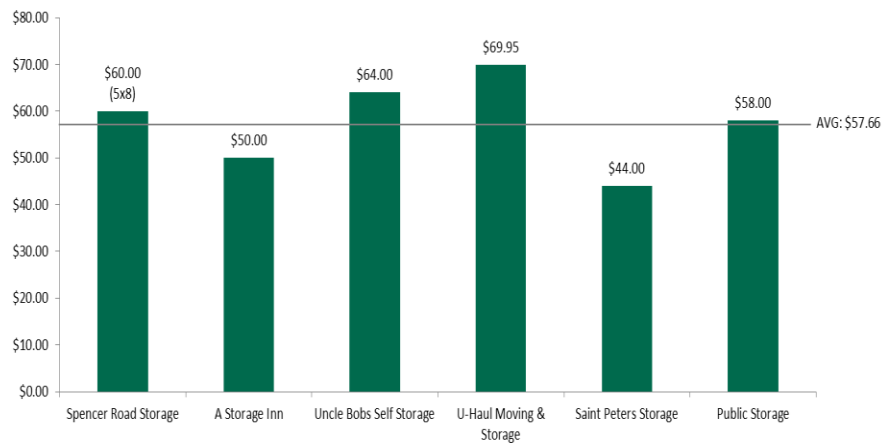
### 5X5 Drive Up



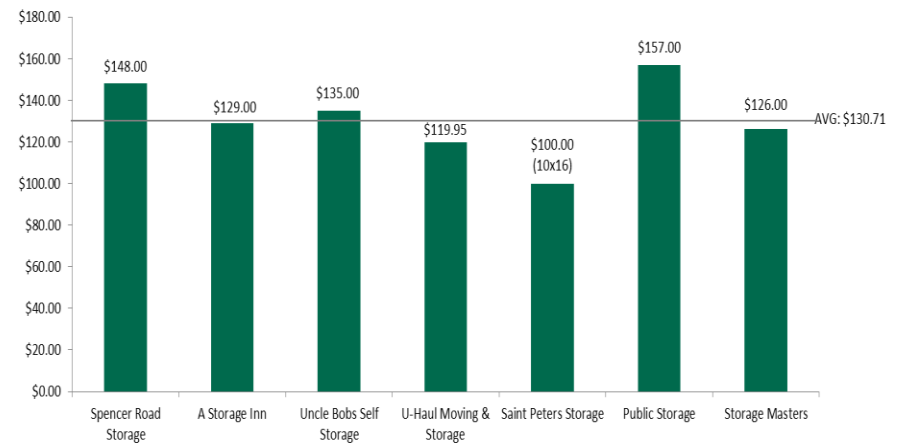
### 10X10 Drive Up



### 5X10 Drive Up

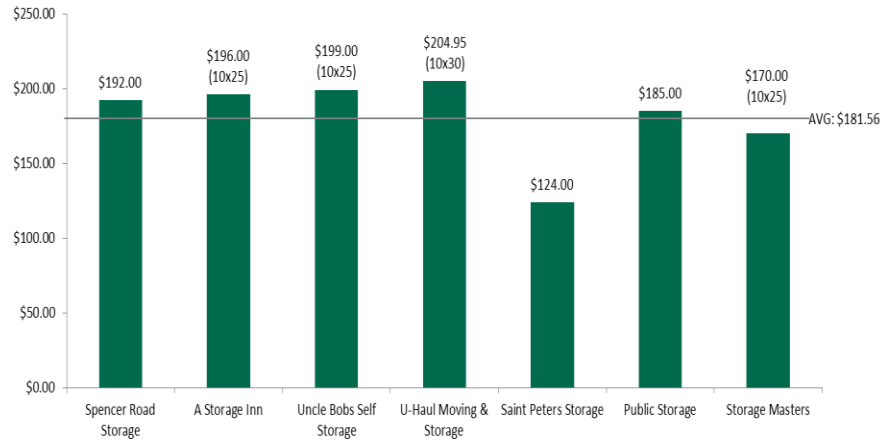


### 10X15 Drive Up

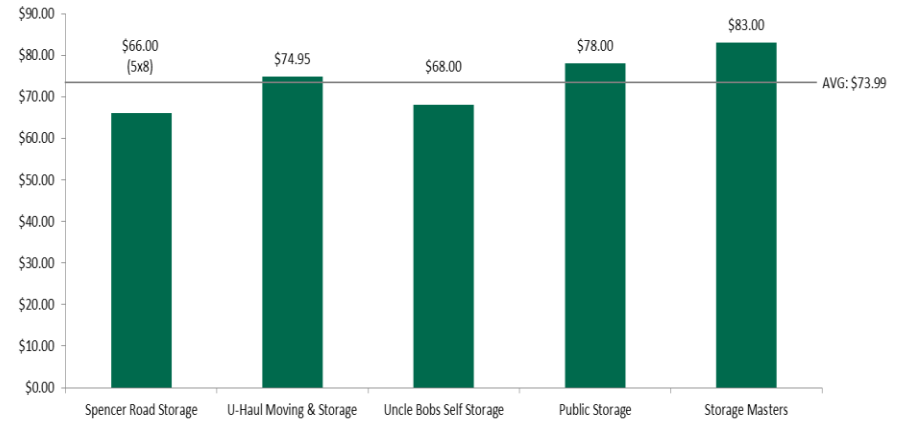


## RENT COMPARABLES GRAPHS

### 10X24 Drive Up



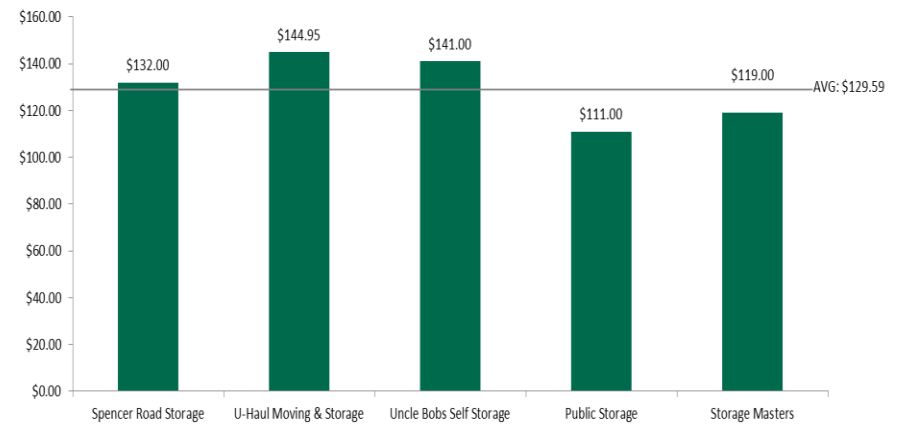
### 5X10 1st Floor Climate Controlled



### 5X5 1st Floor Climate Controlled



### 10X10 1st Floor Climate Controlled



## RENT COMPARABLES



**Spencer Road Storage**  
257 Spencer Road  
Saint Peters, MO 63376

Total Units: 329  
Occupancy: 94.84%  
Year Built: 1991  
Distance: Subject

Unit Type	5x5	5x8	10x10	10x15	10x24	Avg. Rent/SF
<b>Drive Up</b>	35.00	60.00	96.00	148.00	192.00	\$1.13
<b>1st Floor CC</b>	55.00	66.00	132.00	156.00	-	\$1.55

Rent Specials: \$1 First Months Rent  
Property Amenities: Gated Entry with Key Code Access, Video Surveillance, Wide Drive Aisles, Rental Truck.

1



**A Storage Inn**  
4040 N Service Road  
Saint Peters, MO 63376

Year Built: 1976  
Distance: 1.77 Miles

Unit Type	*5x6	5x10	10x10	10x15	10x25	Avg. Rent/SF
<b>Drive Up</b>	42.00	50.00	90.00	129.00	196.00	\$0.99
<b>1st Floor CC</b>	*This Facility Does Not Offer Indoor Storage					

Rent Specials: Free Lock with New Rental  
Property Amenities: Gated Entry with Key Code Access, Wide Drive Aisles.

2



**U-Haul Moving & Storage**  
3990 N Service Road  
Saint Charles, MO 63301

Year Built: 1999  
Distance: 1.86 Miles

Unit Type	5x5	5x10	10x10	10x15	10x24	Avg. Rent/SF
<b>Drive Up</b>	*This Facility Does Not Offer Drive Up Storage					
<b>1st Floor CC</b>	44.95	74.95	144.95	159.95	-	\$1.45

Rent Specials: First Month Free  
Property Amenities: Fully Enclosed Facility, Video Surveillance, Rental Truck.

3



**Uncle Bobs Self Storage**  
3939 Mexico Road  
Saint Peters, MO 63376

Year Built: 1998  
Distance: 1.91 Miles

Unit Type	5x5	5x10	10x10	10x15	10x25	Avg. Rent/SF
<b>Drive Up</b>	40.00	64.00	104.00	135.00	199.00	\$1.12
<b>1st Floor CC</b>	44.00	68.00	141.00	164.00	-	\$1.41

Rent Specials: 50% Off 2nd Months Rent  
Property Amenities: Gated Entry with Key Code Access, Video Surveillance, Wide Drive Aisles.

4



**U-Haul Moving & Storage**  
7440 Mexico Road  
Saint Peters, MO 63376

Year Built: 1949  
Distance: 1.94 Miles

Unit Type	5x5	5x10	10x10	10x15	10x30	Avg. Rent/SF
<b>Drive Up</b>	44.95	69.95	94.95	119.95	204.95	\$1.13
<b>1st Floor CC</b>	*This Facility Does Not Offer Indoor Storage					

Rent Specials: No Deposit or Administration Fee  
Property Amenities: Gated Entry with Key Code Access, Video Surveillance, Wide Drive Aisles, Rental Truck.

## RENT COMPARABLES

5



**Saint Peters Storage**  
101 N Service Road  
Saint Peters, MO 63376

Year Built: 1982  
Distance: 2.00 Miles

Unit Type	*5x6	5x10	*10x8	*10x16	10x24	Avg. Rent/SF
<b>Drive Up</b>	30.00	44.00	58.00	100.00	124.00	\$0.75
<b>1st Floor CC</b>	*This Facility Does Not Offer Indoor Storage					

Rent Specials: \$1 First Months Rent  
Property Amenities: Wide Drive Aisles, Lighting Above Doors.

6



**Public Storage**  
3777 Veterans Memorial Parkway  
Saint Charles, MO 63303

Year Built: 1987  
Distance: 2.28 Miles

Unit Type	5x5	5x10	10x10	10x15	10x24	Avg. Rent/SF
<b>Drive Up</b>	DNH	58.00	132.00	157.00	185.00	\$1.07
<b>1st Floor CC</b>	46.00	78.00	111.00	DNH	-	\$1.60

Rent Specials: \$1 First Months Rent  
Property Amenities: Gated Entry with Key Code Access, Video Surveillance, Wide Drive Aisles.

7



**Storage Masters**  
2601 E Terra Lane  
O'Fallon, MO 63366

Year Built: 1999  
Distance: 3.03 Miles

Unit Type	5x5	5x10	10x10	10x15	10x25	Avg. Rent/SF
<b>Drive Up</b>	DNH	DNH	DNH	126.00	170.00	\$0.76
<b>1st Floor CC</b>	61.00	83.00	119.00	152.00	-	\$1.58

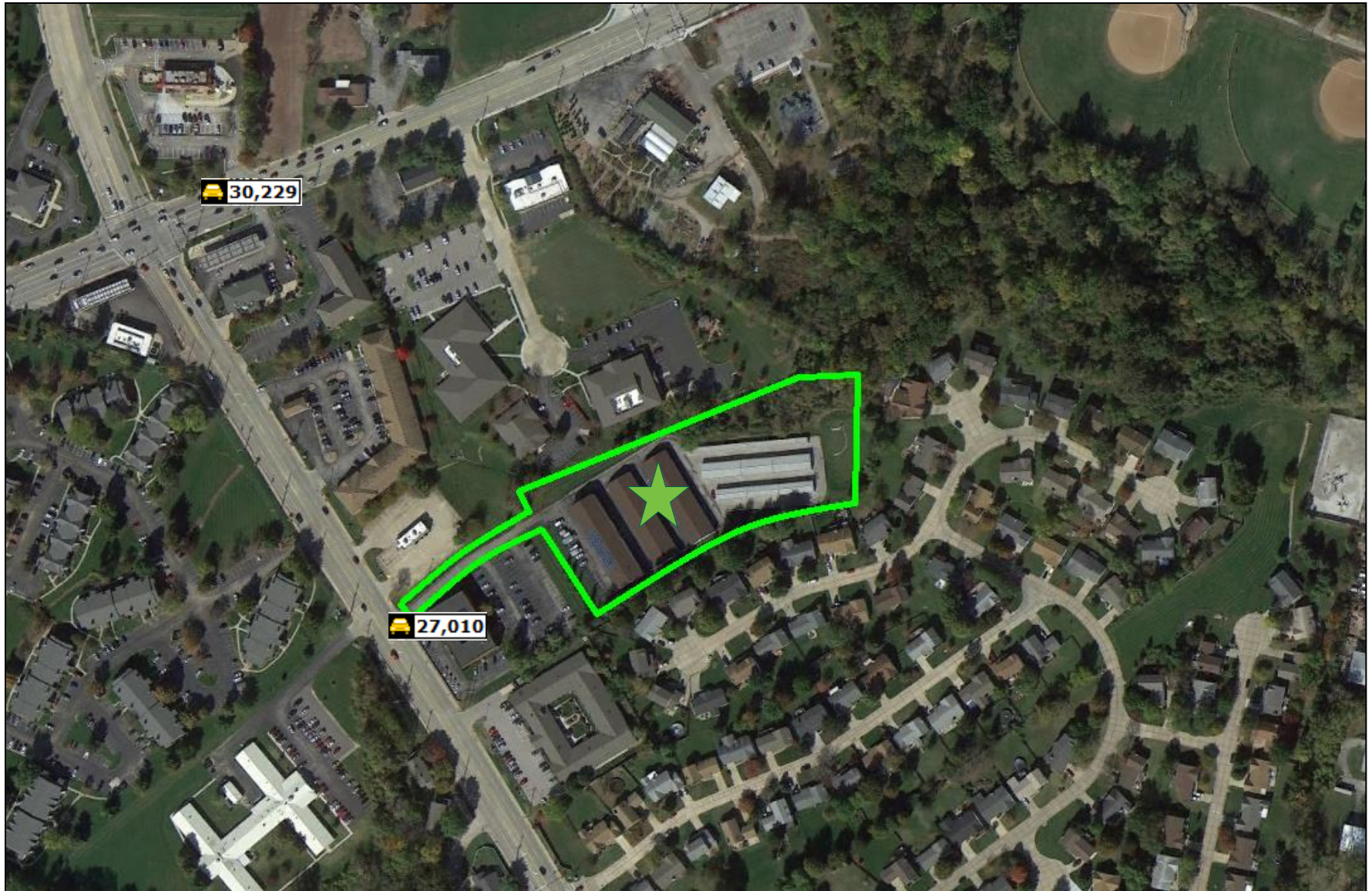
Rent Specials: 2nd Month Free  
Property Amenities: Gated Entry with Key Code Access, Video Surveillance, Wide Drive Aisles, Rental Truck.

# Demographics

## DEMOGRAPHIC REPORT

		ONE-MILE RADIUS	THREE-MILE RADIUS	FIVE-MILE RADIUS
POPULATION	2014 Estimated Population	9,177	60,031	159,435
	2019 Projected Population	9,205	60,553	162,590
	2010 Census Population	9,157	59,579	156,309
	2000 Census Population	9,602	60,311	145,596
	Growth 2010-2014	0.22%	0.76%	2.00%
	Growth 2014-2019	0.30%	0.87%	1.98%
	2014 Estimated Median Age	42.68	40.44	39.82
	2014 Estimated Average Age	42.18	40.10	39.56
HOUSEHOLDS	2014 Estimated Households	3,822	24,288	63,282
	2019 Projected Households	3,911	24,957	65,368
	2010 Census Households	3,634	23,142	60,298
	2000 Census Households	3,440	21,155	51,806
	Growth 2010-2014	5.20%	4.95%	4.95%
	Growth 2014-2019	2.33%	2.75%	3.30%
	2014 Est. Average Household Size	2.31	2.47	2.50
INCOME	2014 Est. Median Household Income	\$66,373	\$71,267	\$70,950
	2019 Prj. Median Household Income	\$72,619	\$76,488	\$76,268
	2000 Cen. Median Household Income	\$55,311	\$59,806	\$58,724
	2014 Est. Average Household Income	\$79,280	\$83,126	\$85,869
	2014 Estimated Per Capita Income	\$33,021	\$33,632	\$34,082
HOUSING	2014 Estimated Housing Units	3,988	25,215	65,901
	2014 Estimated Occupied Units	3,822	24,288	63,282
	2014 Estimated Vacant Units	165	927	2,619
	2014 Est. Owner Occupied Units	2,923	19,716	50,708
	2014 Est. Renter Occupied Units	900	4,572	12,573
	2014 Est. Median Housing Value	\$176,541	\$175,635	\$183,090
	2014 Est. Average Housing Value	\$186,419	\$191,816	\$205,250

## TRAFFIC COUNTS



# "Specializing in Self Storage Brokerage Throughout the United States"

Capital Markets | Investment Properties



## Self Storage Advisory Group



**Nick Walker**  
 Vice President of Investments  
 W + 1 909 418 2173  
 C + 1 909 841 0546  
 Lic. 01827268  
[Nick.Walker@cbre.com](mailto:Nick.Walker@cbre.com)



**Trevor Roberts**  
 Senior Associate  
 W + 1 909 418 2174  
 C + 1 909 638 9648  
 Lic. 01801520  
[Trevor.Roberts@cbre.com](mailto:Trevor.Roberts@cbre.com)

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