

# Adelanto Storage Development



Highway 395 & Seneca, Adelanto, CA 92301

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# PROPERTY VIDEO

**ADELANTO, CA** 



**JUST LISTED!**



 **CALVARY REALTY**

Click the play button to watch the video

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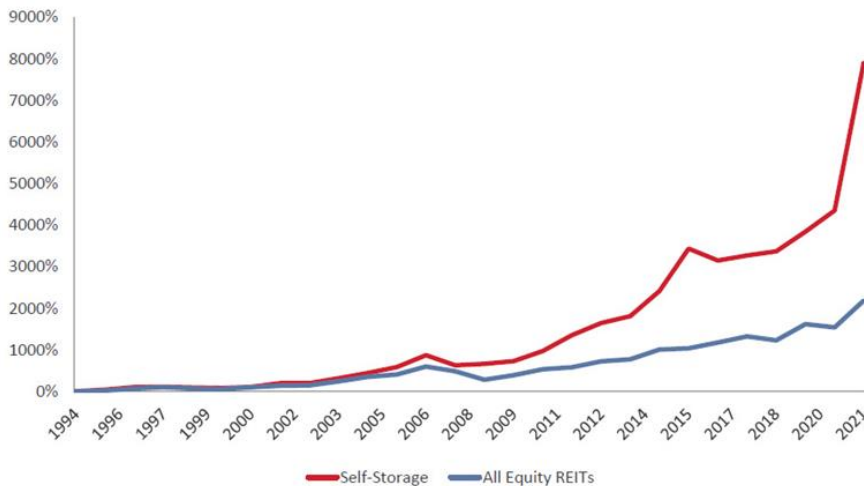
# WHY SELF STORAGE??

- 1) **High Returns:** Storage REITs generated the highest returns of all REITs over the last 30 years!
  - [Article: Self Storage REIT's Outperform All Others](#)
- 2) **Recession Resistant:** Self Storage outperformed all other REIT's during the last recession!
  - [Article: Five Reasons to Invest in Self Storage](#)

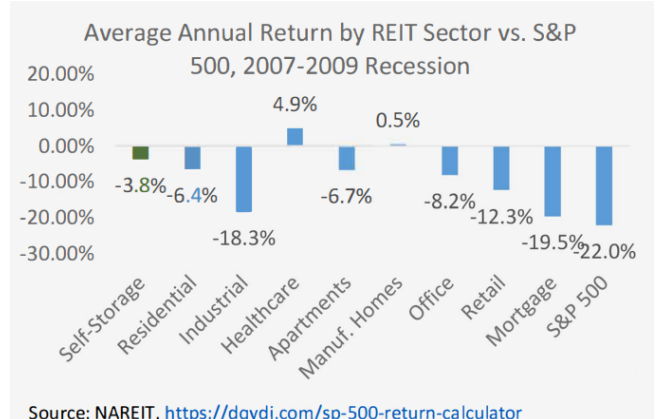
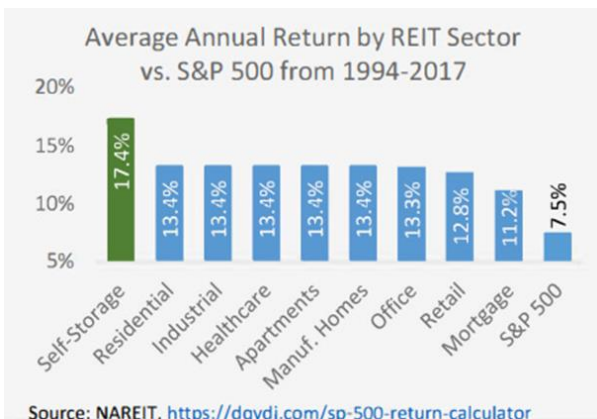
Data below obtained from NAREIT "National Association of Real Estate Investment Trusts" [www.reit.com](http://www.reit.com)

Instead of just a landbank, storage was the top performer

Total Shareholder Return



Equity REIT	Total Return
Self-Storage	+7,895%
Residential	+2,654%
Industrial	+2,571%
Health Care	+1,796%
Office	+1,263%



# LOCAL AREA



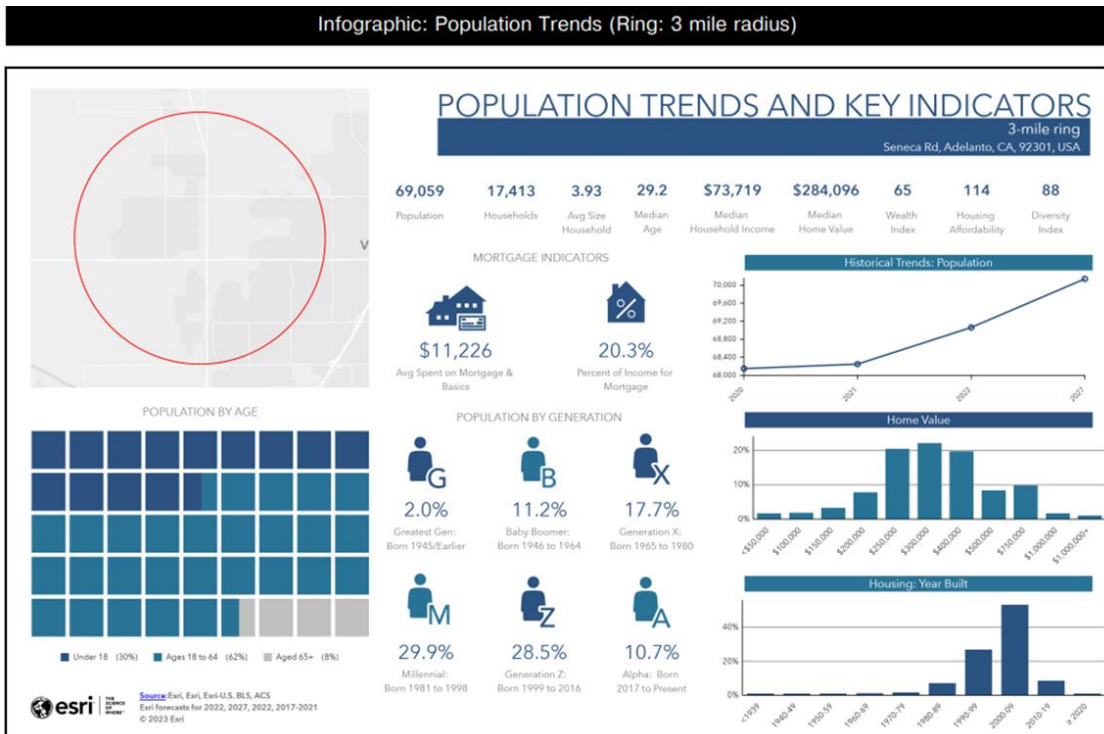
Adelanto was founded in 1915 by E.H. Richardson, the inventor of the electric iron. Incorporated in 1970, Adelanto was then the smallest city in San Bernardino County. As of 2020 census the population was 38,046, which was a 6,281 increase from 2010.

San Bernardino county's population was 2,181,654 as of the 2020 U.S. census making it the 14th most populous in the United States. Covering of 20,000 square miles, San Bernardino County is the largest county in the United States almost equaling the size of West Virginia. The median income is \$70,287 compared to Riverside County at \$72,730, and Los Angeles County at \$80,372.

Adelanto is in 1 of 879 opportunity zones in California. Established in 2017, opportunity Zones serve as a mechanism to provide tax incentives for investment in designed census tracts. Investments made by individuals through special funds in these zones would be allowed to defer or eliminate federal taxes on capital gains.

## Major Employers & Local Attractions in San Bernardino County

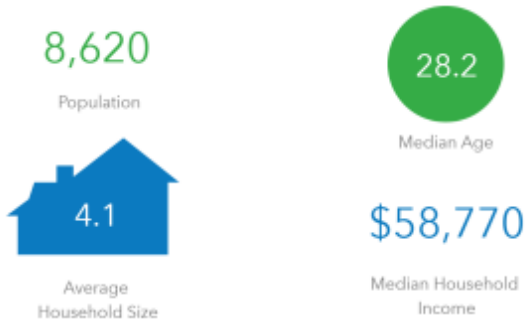
Southern California Logistics Airport | Adelanto School District | Victor Valley College | Super Target | CEMEX  
 Desert Valley Hospital | Walmart Distribution Center | Verizon | General Atomics | Stater Brothers | Fiber Care Baths  
 Victor Valley Union High School District | Victor Elementary School District | Federal Correctional Institution  
 Victor Valley Global Medical Center | County of San Bernardino | Apple Valley Unified School District



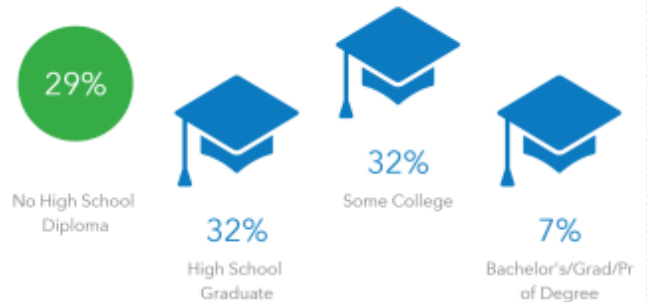
# KEY DEMOGRAPHICS (1-Mile Radius)

## Infographic: Key Facts (Ring: 1 mile radius)

### KEY FACTS



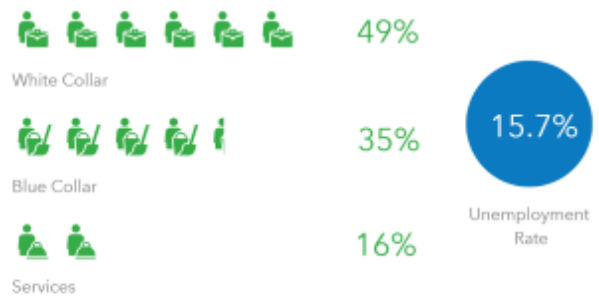
### EDUCATION



### BUSINESS



### EMPLOYMENT



### INCOME



### Households By Income

The largest group: \$50,000 - \$74,999 (20.8%)

The smallest group: \$200,000+ (1.8%)

Indicator	Value	Difference	
<\$15,000	8.5%	-0.1%	
\$15,000 - \$24,999	5.7%	-1.5%	
\$25,000 - \$34,999	14.0%	+5.4%	
\$35,000 - \$49,999	12.5%	+0.8%	
\$50,000 - \$74,999	20.8%	+3.5%	
\$75,000 - \$99,999	16.4%	+0.9%	
\$100,000 - \$149,999	14.9%	-3.0%	
\$150,000 - \$199,999	5.5%	-1.9%	
\$200,000+	1.8%	-4.1%	

Bars show deviation from 06071 (San Bernardino County)

This infographic contains data provided by Esri, Esri and Data Axle. The vintage of the data is 2021, 2026.

© 2021 Esri

# KEY DEMOGRAPHICS (3-Mile Radius)

## Infographic: Key Facts (Ring: 3 mile radius)

### KEY FACTS

64,611

Population



3.9

Average Household Size

29.1

Median Age

\$66,884

Median Household Income

### EDUCATION

22%

No High School Diploma



28%

High School Graduate



36%

Some College



14%

Bachelor's/Grad/Pr of Degree

### BUSINESS



381

Total Businesses



3,148

Total Employees

### EMPLOYMENT



59%

White Collar



27%

Blue Collar



14%

Services

12.6%

Unemployment Rate

### INCOME



\$66,884

Median Household Income



\$20,374

Per Capita Income



\$113,060

Median Net Worth

### Households By Income

The largest group: \$50,000 - \$74,999 (19.2%)

The smallest group: \$200,000+ (3.5%)

Indicator	Value	Difference	
<\$15,000	8.0%	-0.6%	
\$15,000 - \$24,999	5.8%	-1.4%	
\$25,000 - \$34,999	9.0%	+0.4%	
\$35,000 - \$49,999	12.8%	+1.1%	
\$50,000 - \$74,999	19.2%	+1.9%	
\$75,000 - \$99,999	18.4%	+2.9%	
\$100,000 - \$149,999	15.7%	-2.2%	
\$150,000 - \$199,999	7.7%	+0.3%	
\$200,000+	3.5%	-2.4%	

Bars show deviation from

06071 (San Bernardino County)

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# KEY DEMOGRAPHICS (5-Mile Radius)

## Infographic: Key Facts (Ring: 5 mile radius)

### KEY FACTS

128,207

Population



3.7

Average Household Size

29.8

Median Age

\$58,963

Median Household Income

### EDUCATION

23%

No High School Diploma



30%

High School Graduate



34%

Some College



13%

Bachelor's/Grad/Pr of Degree

### BUSINESS



2,403

Total Businesses



24,411

Total Employees

### EMPLOYMENT



56%

White Collar



30%

Blue Collar



14%

Services

13.0%

Unemployment Rate

### INCOME



\$58,963

Median Household Income



\$19,706

Per Capita Income



\$90,480

Median Net Worth

### Households By Income

The largest group: \$50,000 - \$74,999 (18.2%)

The smallest group: \$200,000+ (2.8%)

Indicator	Value	Difference	
<\$15,000	9.6%	+1.0%	<div style="width: 100%;"></div>
\$15,000 - \$24,999	7.7%	+0.5%	<div style="width: 100%;"></div>
\$25,000 - \$34,999	10.7%	+2.1%	<div style="width: 100%;"></div>
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\$200,000+	2.8%	-3.1%	<div style="width: 100%;"></div>

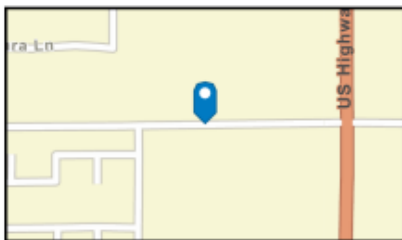
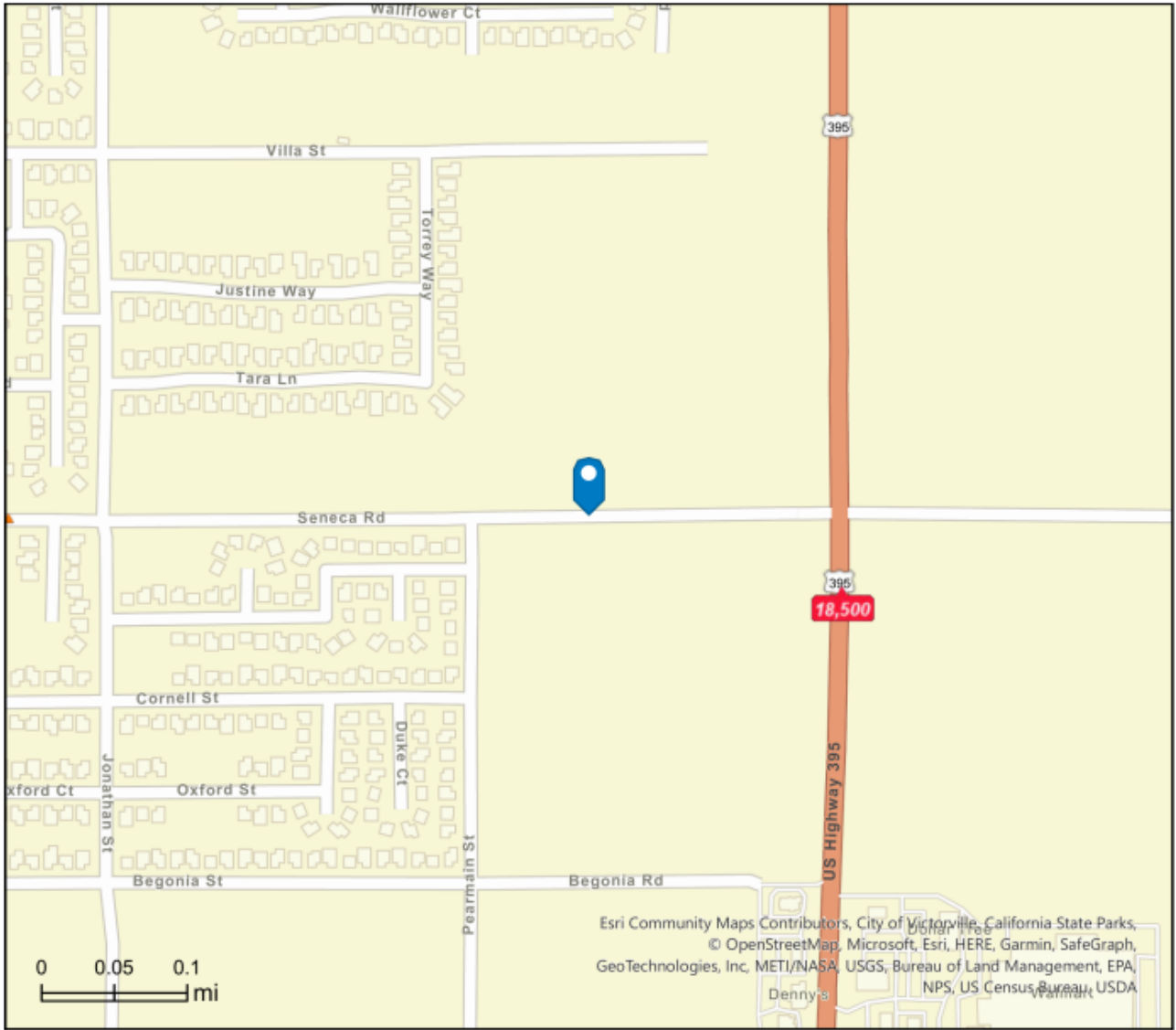
Bars show deviation from 06071 (San Bernardino County)

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# TRAFFIC COUNT (Close Up)

Traffic Count Map - Close-up



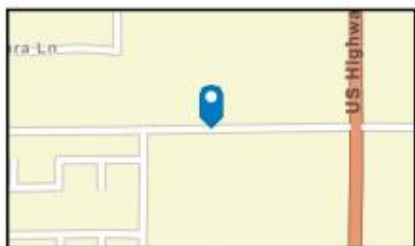
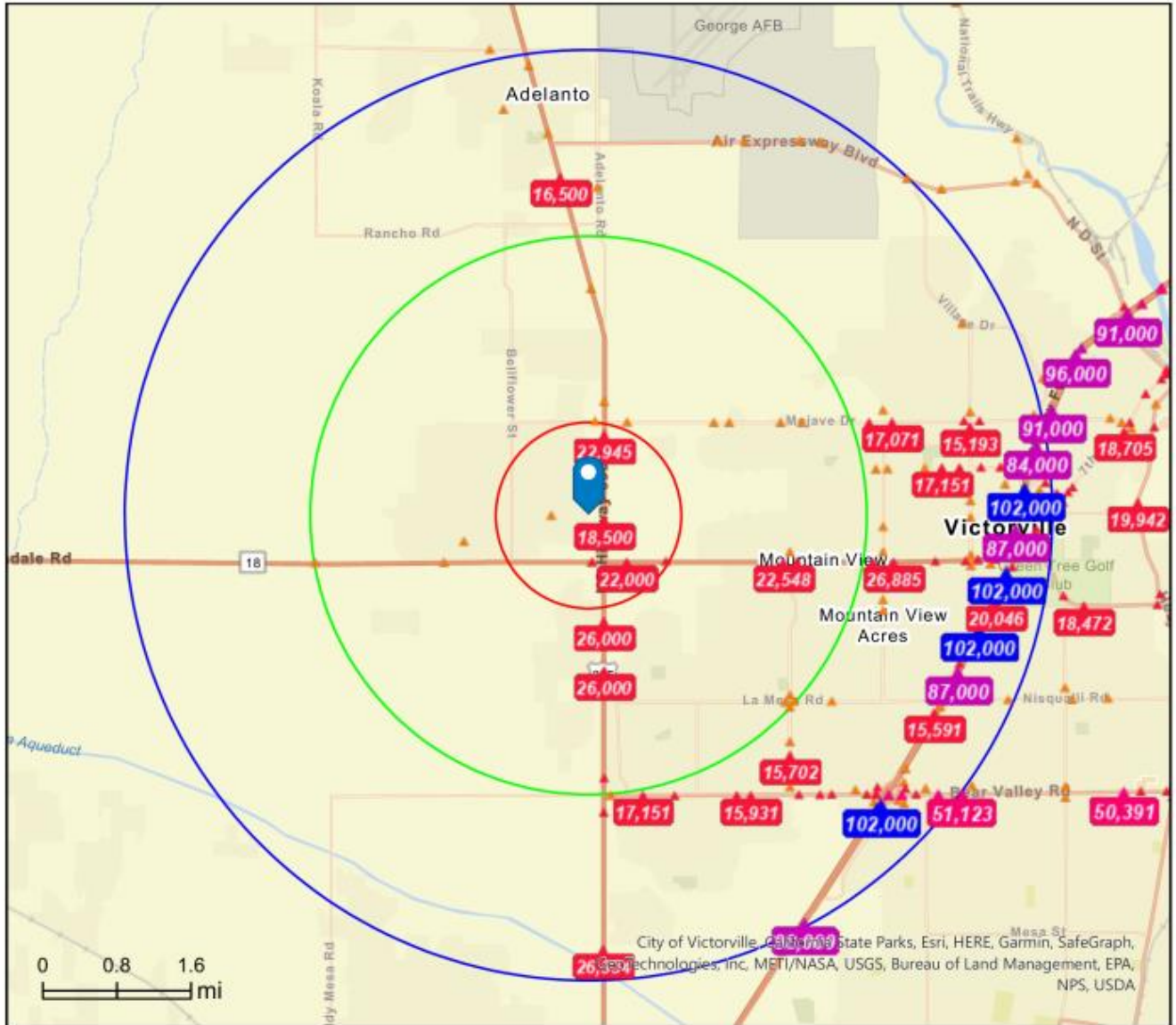
- Average Daily Traffic Volume**
- ▲ Up to 6,000 vehicles per day
  - ▲ 6,001 - 15,000
  - ▲ 15,001 - 30,000
  - ▲ 30,001 - 50,000
  - ▲ 50,001 - 100,000
  - ▲ More than 100,000 per day



Source: ©2022 Kalibrate Technologies (Q3 2022).

# TRAFFIC COUNT (1,3,5 Mile Radius)

Traffic Count - Study Area (Rings: 1, 3, 5 mile radius)



- Average Daily Traffic Volume**
- ▲ Up to 6,000 vehicles per day
  - ▲ 6,001 - 15,000
  - ▲ 15,001 - 30,000
  - ▲ 30,001 - 50,000
  - ▲ 50,001 - 100,000
  - ▲ More than 100,000 per day



Source: ©2022 Kalibrate Technologies (Q3 2022).

# PROPERTY PROFILE

Property Name:	Adelanto Storage Development
Address:	Highway 395 & Seneca, Adelanto, CA 92301
MSA:	Riverside-San Bernardino-Ontario
MSA Population:	4,465,105
Asking Price:	\$2,300,000
Stabilized Gross Income:	\$1,735,800
Stabilized Net Income:	\$1,270,623
Acreage:	9.67
Gross Square Feet:	421,392
Proposed Enclosed Sq. Ft.:	98,275
Proposed Covered Sq. Ft.	27,900
Proposed Open Parking	34,450
Proposed Enclosed Units:	515
Proposed Covered & Uncovered RV Spaces:	160
APN / Zoning:	3103-511-08-0000
Traffic Count:	18,500
Cross Streets:	Seneca Rd & Highway 395
Nearest Freeway:	Interstate 15

# INVESTMENT OVERVIEW

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Adelanto Self Storage Development is a rare opportunity to purchase in a limited location in California designated opportunity zone. This 9-acre lot shares an adjacent lot that's being developed for a car wash along highway 395 with adjacent commercial retail. With a low sq. ft. per capita and no storage within a 1-mile radius, this opportunity is too good to pass up.

The city of Adelanto has doubled from a population of 18,130 in the year 2000, to 38,046 in 2020 according to the 2020 census. Contributing to the increased population was the jobs that have been brought into the area. Major employers in the Adelanto area are Adelanto School District, GEO, Stater Bros Market, and the city of Adelanto. Adelanto Storage Development sits in the path of development as the city strives to meet the housing need projected by the Southern California Association of Governments as part of the Regional Housing Needs Assessment.

## Investment Highlights

High Population Density

Adjacent Commercial Retail

High Traffic Count

Demand for Storage

No Storage Site Within a 1 Mile Radius

Low Sq. Ft. Per Capita

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## HIGHLIGHTS

- Rental survey shows average occupancy of 95% for storage facilities within a 5-mile radius of the subject property. Broker personally called local owners.
- Low storage sq. ft. per capita of 6 sq. ft. within 3-mile radius of site.
- Most superior storage location in Adelanto.
- No new storage developments within 5-mile radius. (Anacapa Storage completing 15k sq. ft. expansion).
- Location with opportunity zone with tax investor tax incentives.
- New commercial developments near site.
- Location on major corridor with high traffic count.
- Visibility of site from northbound and southbound on highway 395.
- Quick N Clean car wash being developed on adjacent parcel which will further improve daily traffic near facility.
- Proximity to single family housing developments to the west of site.
- Proximity to major chains such as Wal-Mart, Starbucks, Carls Jr., Dollar Tree, Stater Brothers, CVS, Wendy's, Walgreens, McDonalds, & more!
- No storage competition within 1 mile radius of site.
- 3-mile population greater than 50,000 residents and 5-mile population greater than 100,000 residents.
- Adelanto listed as fastest growing city in San Bernardino County with a 19.8% growth rate since the 2010 census.

# PROPERTY PHOTOS



# PROPERTY PHOTOS



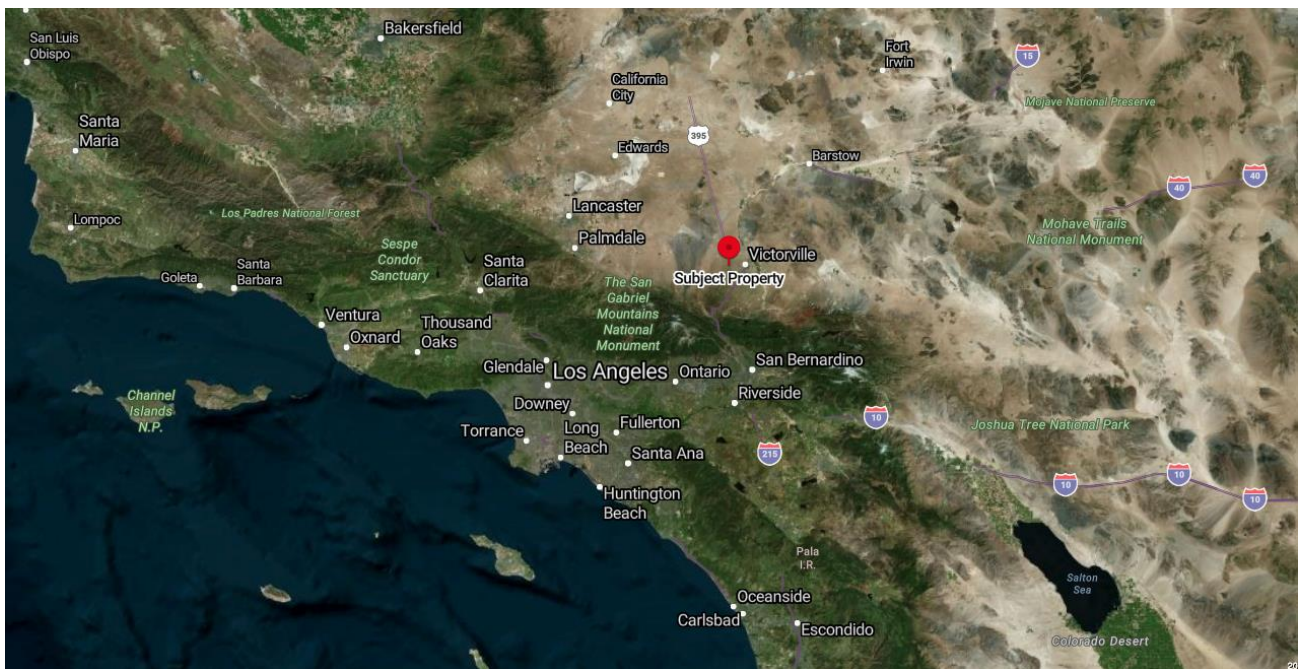
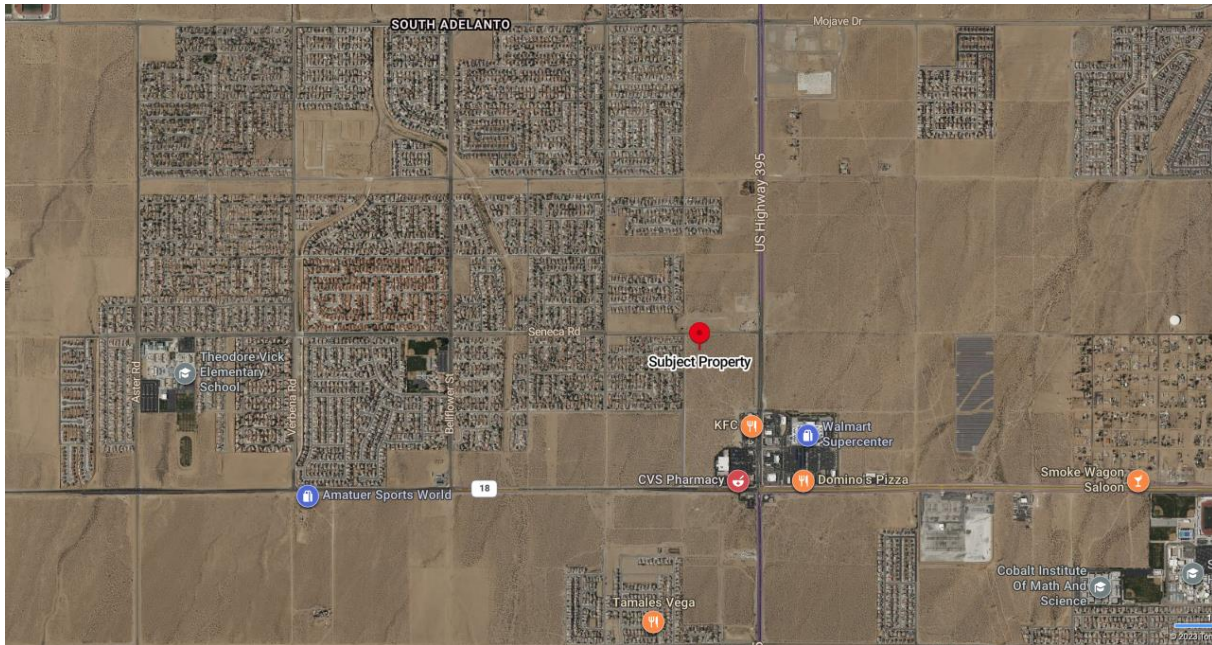


# PROPERTY PHOTOS



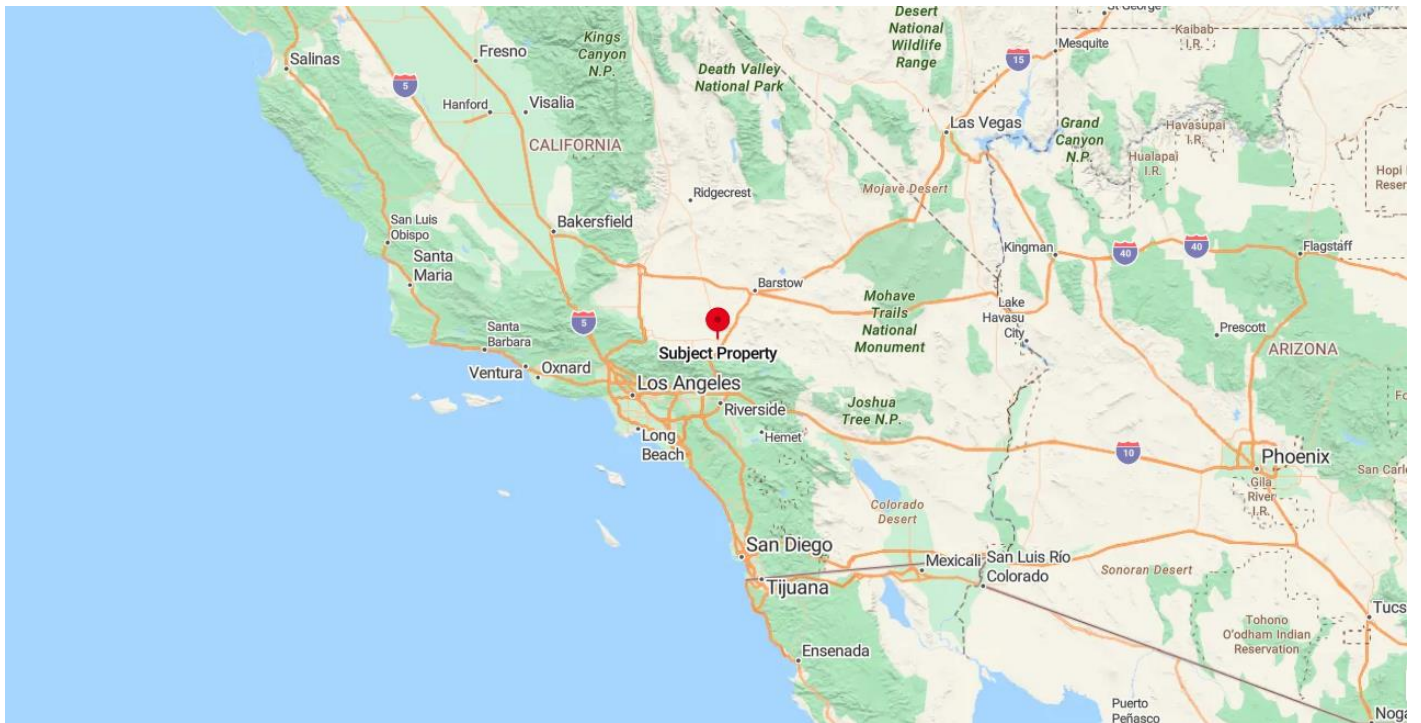
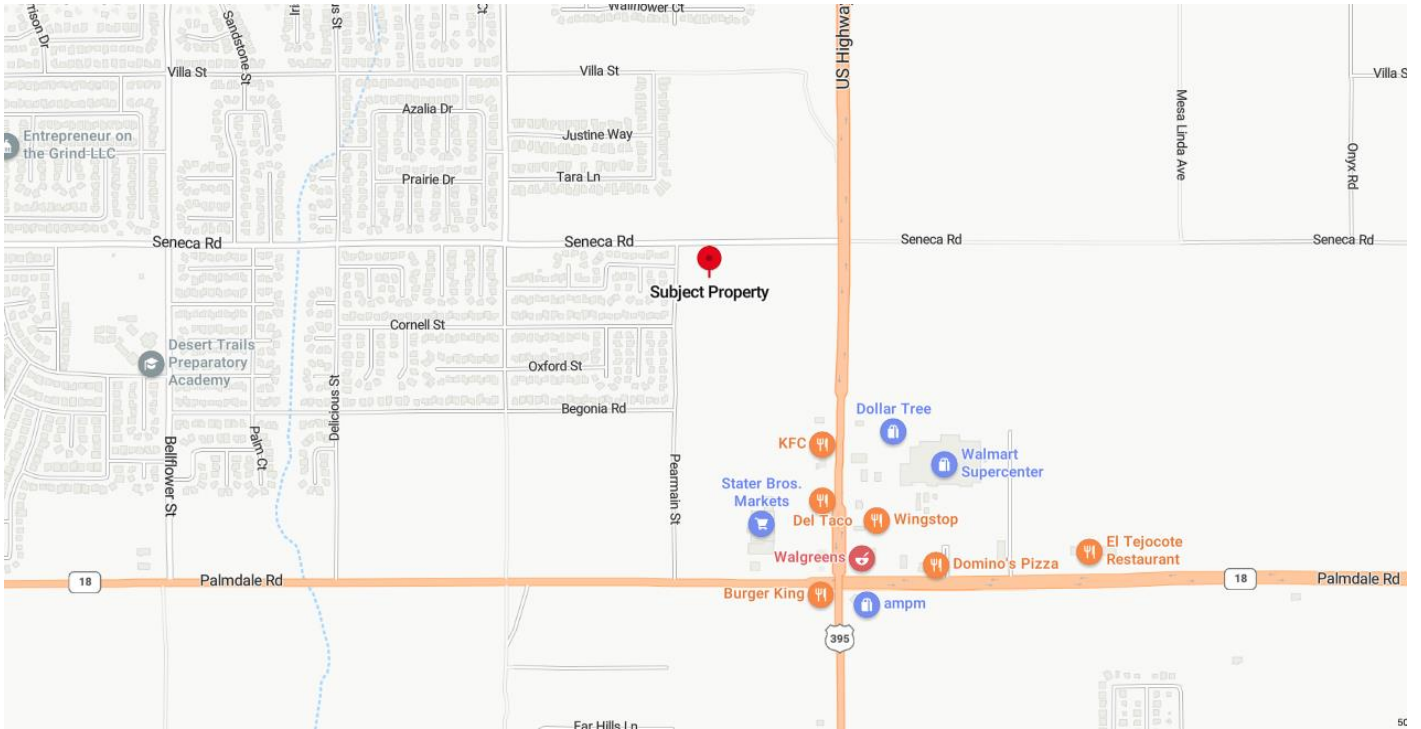


# AERIAL PHOTOS





# LOCATION MAPS

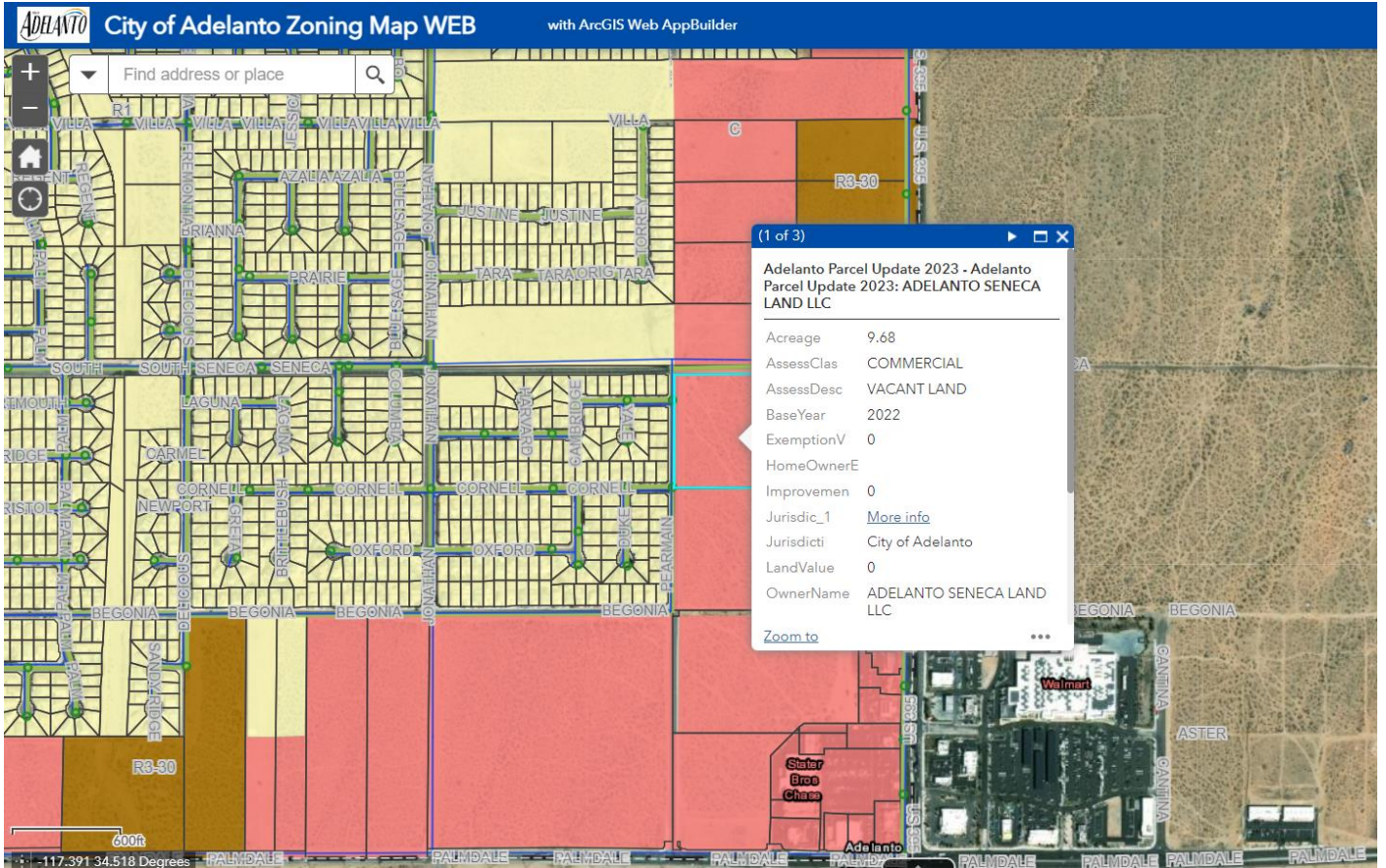


# PARCEL OUTLINE





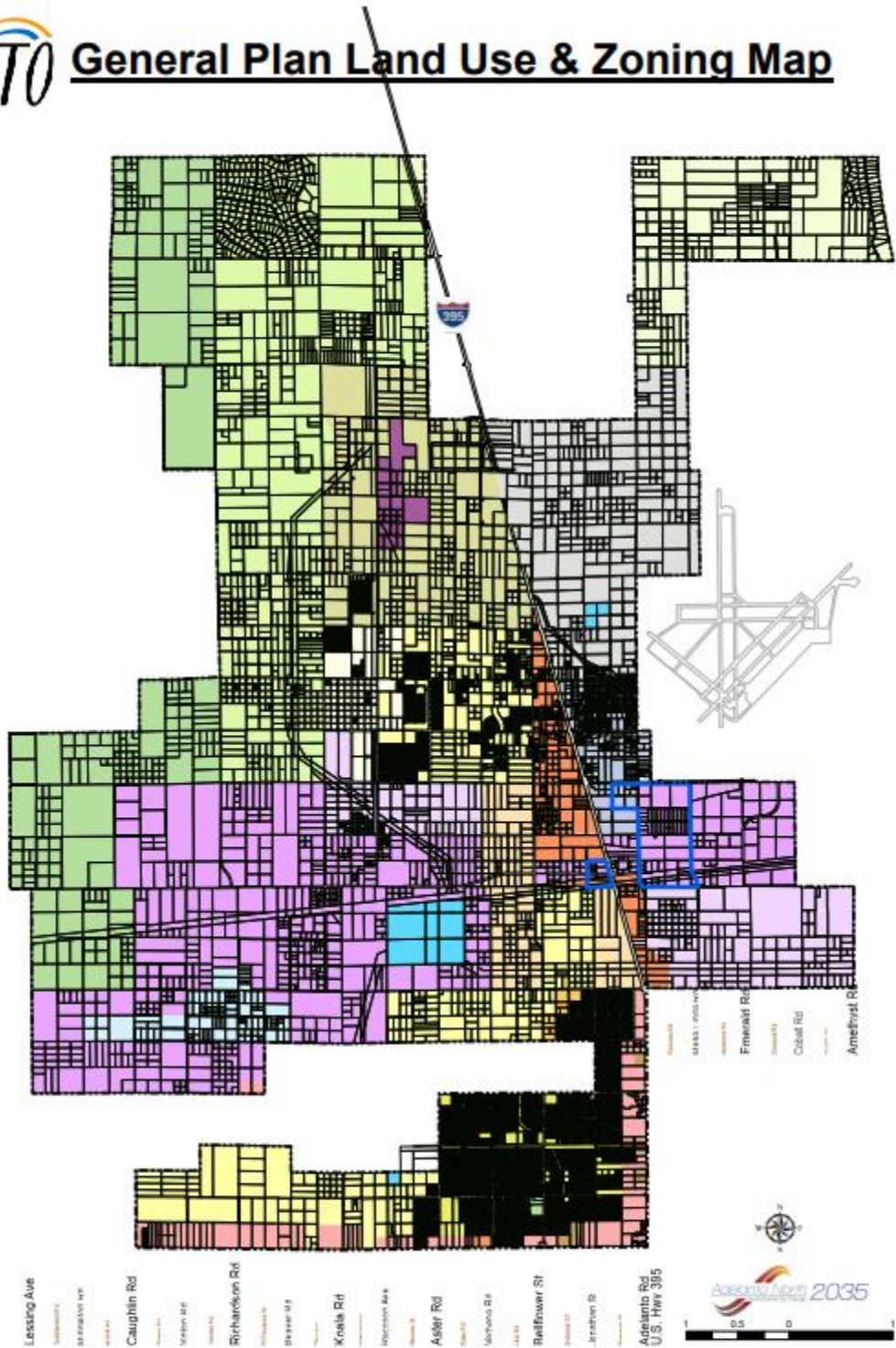
# CITY OF ADELANTO ZONING MAP





# General Plan Land Use & Zoning Map

- Oleander St
- Purple Sage St
- Desert Flower Rd
- Sonoma Rd
- Colusa Rd
- College Ave
- Desob Ave
- Nichols Rd
- El Mirage Rd
- Adrian Ave
- Chambelaine Way
- Bartlett Ave
- Air Expressway
- Rancho Rd
- Cassia Rd
- Holly Rd
- Cactus Rd
- Mojave Dr
- Victor St
- Seneca Rd
- Fort Verde Blvd



- Lessing Ave
- Richardson Rd
- Caughlin Rd
- Knolls Rd
- Adler Rd
- Reifmeyer St
- Adelanto Rd U.S. Hwy 99



## LAND USE AND ZONING DISTRICTS

Airport Development District (ADD)	Desert Living (DL-9) (1 du/9 ac)	Mixed Use (MU) (12 - 18 du/ac)	Single Family Residential (R-S5)
Airport Park (AP)	Desert Living (DL-2.5) (1 du/2.5 ac)	Open Space (OS)	Single Family Residential (R-1)
Business Park (BP)	Light Manufacturing (LM)	Public Utilities (PU)	High Density Residential (R3-30)
Commercial (C)	Light Manufacturing Cannabis Only	Medium Density Residential (R-M12)	Medium Density Residential (R3-8)
Desert Living (DL-5) (1 du/5 ac)	Manufacturing/Industrial (MI)	Single Family Residential (R-S1)	Dispensary Zones



# RENTAL SURVEY

## Storage Locker Adelanto

5x10	\$100
10x10	\$130
10x15	\$180
10x20	\$225



# of Units	390
Occupancy	90%
Year Built	2006
NRSF	60,000
Acreage	3.07
Lot Size	133,729
Address	16422 Adelanto Rd Adelanto, CA 92301

**Phone:**  
(760) 993-3948  
**Inferior Location to Subject**

## Nova Storage

5x10	\$119
10x10	\$149
10x15	\$189
10x20	\$229



# of Units	408
Occupancy	80%
Year Built	2004
NRSF	56,000
Acreage	3.73
Lot Size	162,261
Address	16488 Adelanto Rd Adelanto, CA 92301

**Phone:**  
(760) 515-3526  
**Inferior Location to Subject**

## Hi Desert Storage

5x10	\$75
10x10	\$120
10x15	\$170
10x20	\$220



# of Units	393
Occupancy	77%
Year Built	1987
NRSF	42,918
Acreage	2.25
Lot Size	98,010
Address	11455 Bartlett Avenue Adelanto, CA 92301

**Phone:**  
(760) 246-4344  
**Inferior Location to Subject**

## Reliable Self Storage

5x10	\$100
10x10	\$140
10x15	\$179
10x20	\$229



# of Units	988
Occupancy	96%
Year Built	2006
NRSF	150,000
Acreage	10
Lot Size	435,600
Address	13755 Seneca Road Victorville, CA 92392

**Phone:**  
(760) 951-7733  
**Expanded in 2018**

## Purely Self Storage

5x10	\$99
10x10	\$189
10x15	\$219
10x20	\$229



# of Units	530
Occupancy	93%
Year Built	2008
NRSF	60,000
Acreage	3.53
Lot Size	153,767
Address	15262 Mojave Dr. Victorville, CA 92394

**Phone:**  
(760) 951-1117  
**Superior Location to Subject**

## Anacapa Storage

5x10	\$98
10x10	\$138
10x15	\$173
10x20	\$238



# of Units	200
Occupancy	100%
Year Built	2007
NRSF	29,200
Acreage	1.07
Lot Size	46,609
Address	15139 Anacapa Road Victorville, CA 92392

**Phone:**  
(760) 951-0141  
**Recently Expanded in 2023  
Added 15,000 sq. ft.**

## Storage Zone

5x10	\$116
10x10	\$157
10x15	\$172
10x20	\$197



# of Units	699
Occupancy	95%
Year Built	2003
NRSF	93,680
Acreage	4.64
Lot Size	202,118
Address	13465 Palmdale Road Victorville, CA 92392

**Phone:**  
(760) 241-5151  
**Recently Raised Rents**

## Uhaul Self Storage

5x10	\$100
10x10	\$134
10x15	\$140
10x20	\$169



# of Units	752
Occupancy	97%
Year Built	2007
NRSF	141,511
Acreage	7.47
Lot Size	325,393
Address	14598 Palmdale Road Victorville, CA 92392

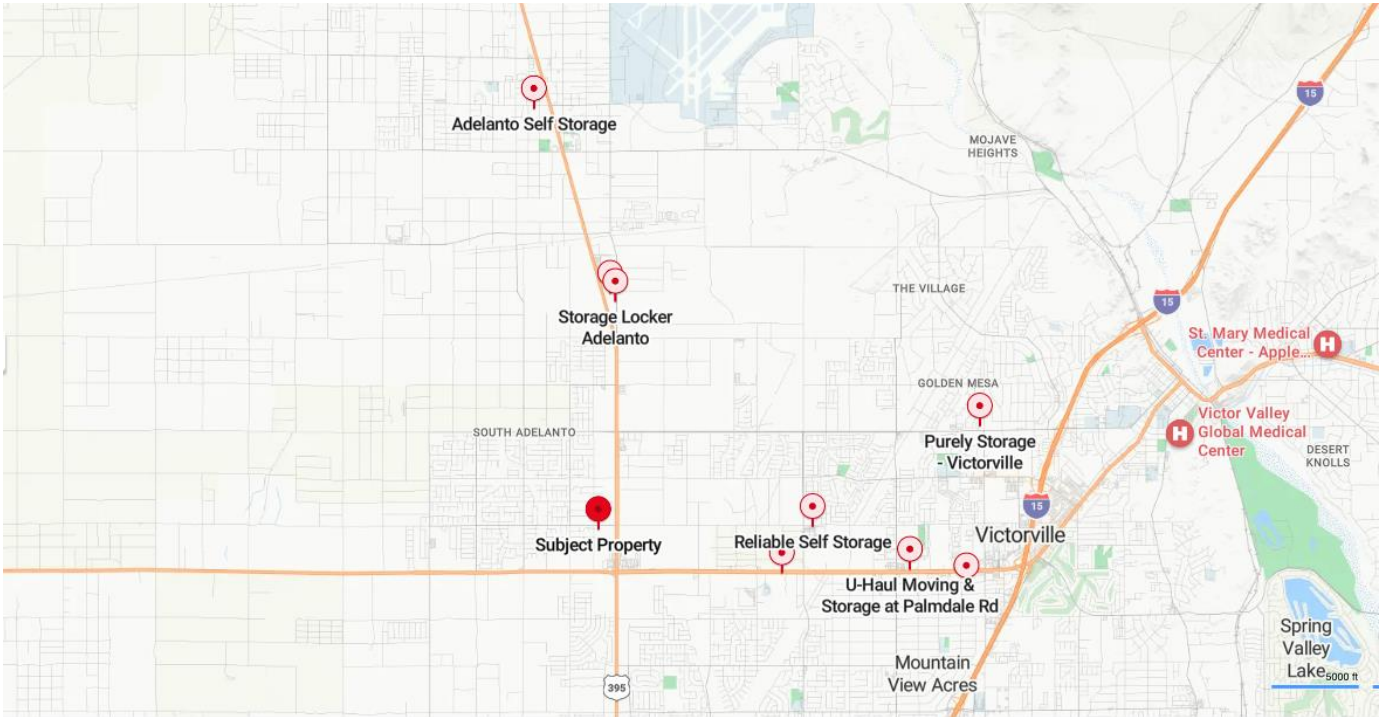
**Phone:**  
(760) 243-5100  
**100% full on 10x10's  
and 10x20's**



# RENTAL SURVEY

Property Name	Year Built	Square Feet	# of Units	Occupancy				
				Rate	5x10	10x10	10x15	10x20
Storage Locker Adelanto	2006	60,000	390	90%	\$100	\$130	\$180	\$225
Nova Storage	2004	56,000	408	80%	\$119	\$149	\$189	\$229
Hi Desert Storage	1987	42,918	393	77%	\$75	\$120	\$170	\$220
Reliable Self Storage	2006	150,000	988	96%	\$100	\$140	\$179	\$229
Purely Self Storage	2008	60,000	530	93%	\$99	\$189	\$219	\$229
Anacapa Storage	2007	29,200	200	100%	\$98	\$138	\$173	\$238
Storage Zone	2003	93,680	699	95%	\$116	\$157	\$172	\$197
Uhaul Self Storage	2007	141,511	752	97%	\$100	\$134	\$140	\$169
<b>Averages</b>	<b>2004</b>	<b>79,164</b>	<b>545</b>	<b>91%</b>	<b>\$101</b>	<b>\$145</b>	<b>\$178</b>	<b>\$217</b>

# MAP OF RENT COMPARABLES



## RENTAL MARKET SNAPSHOT (3 Mile Radius)

Net Rentable Sq Ft	318,299
<b>Sq Ft per Capita</b>	
2020 Sq Ft per Capita	5.57
2023 Sq Ft per Capita	5.44
2025 Sq Ft per Capita	5.35
Sq Ft per Household	22.3
Total Stores	3
REITS	0
Mid Ops	3
Small Ops	0
New Developments	0
Sq Ft of Developments	N/A
Stores opened within the last year	0
<b>Demographics</b>	
2020 Population	57,181
2023 Population	58,542 (+2.38% change)
2025 Population	59,450 (+3.97% change)
Households	14,271
Rental Households	5,142
Rental Households Percentage	36.03%
Median Household Income	\$59,421

<b>Average Rate Per Square Feet</b>	
All Units without Parking	\$1.47
All Units with Parking	\$1.47
Regular Units	\$1.47
Climate Controlled Units	N/A
Only Parking	N/A
Rate Trend (12 months)	-32.86%
Units Not Advertised	0.00%
<b>Market Including Known Developments</b>	
Net Rentable Sq Ft	406,410
<b>Sq Ft per Capita</b>	
2020 Sq Ft per Capita	6.5
2023 Sq Ft per Capita	6.35
2025 Sq Ft per Capita	6.26
Sq Ft per Household	25.93
Total Stores	4
REITS	0
Mid Ops	3
Small Ops	1

## RENTAL MARKET SNAPSHOT (5 Mile Radius)

Net Rentable Sq Ft	1,471,217
<b>Sq Ft per Capita</b>	
2020 Sq Ft per Capita	12.07
2023 Sq Ft per Capita	11.79
2025 Sq Ft per Capita	11.61
Sq Ft per Household	46.88
Total Stores	20
REITS	8
Mid Ops	8
Small Ops	4
New Developments	0
Sq Ft of Developments	N/A
Stores opened within the last year	0
<b>Demographics</b>	
2020 Population	121,876
2023 Population	124,777 (+2.38% change)
2025 Population	126,712 (+3.97% change)
Households	31,384
Rental Households	12,562
Rental Households Percentage	40.03%
Median Household Income	\$58,624

<b>Average Rate Per Square Feet</b>	
All Units without Parking	\$1.31
All Units with Parking	\$1.24
Regular Units	\$1.18
Climate Controlled Units	\$2.05
Only Parking	\$0.46
Rate Trend (12 months)	-23.50%
Units Not Advertised	67.00%
<b>Market Including Known Developments</b>	
Net Rentable Sq Ft	3,012,166
<b>Sq Ft per Capita</b>	
2020 Sq Ft per Capita	10.45
2023 Sq Ft per Capita	10.2
2025 Sq Ft per Capita	10.05
Sq Ft per Household	37.56
Total Stores	41
REITS	18
Mid Ops	12
Small Ops	10

# SALE COMPS

## Subject Property

Status	On Market
Sales Price	\$2,300,000
Price / Land Sq. Ft.	\$5.46
Price / Acre	\$237,849
Acres	9.67
Land Sq. Ft.	421225.20
Use	Commercial
Distance	Subject
Address	Highway 395 & Seneca Adelanto, CA 92301

## APN: 3103-621-07-0000

Status	On Market
Sales Price	\$3,900,000
Price / Land Sq. Ft.	\$9.95
Price / Acre	\$433,333.33
Acres	9.00
Land Sq. Ft.	392040
Use	Commercial
Distance	1.4 Miles
Address	0 Topaz Road Victorville, CA 92392

## APN: 0459-354-03-0000

Status	On Market
Sales Price	\$3,000,000
Price / Land Sq. Ft.	\$17.01
Price / Acre	\$740,740.74
Acres	4.05
Land Sq. Ft.	176,418
Use	Mixed Use
Distance	4.2 Miles
Address	0 Air Expressway Adelanto, CA 92301

## APN: 3128-621-05-0000

Status	Sold on 10/18/2022
Sales Price	\$2,000,000
Price / Land Sq. Ft.	\$4.53
Price / Acre	\$197,433.37
Acres	10.13
Land Sq. Ft.	441,263
Use	Vacant Land (NEC)
Distance	2.2 Miles
Address	Mojave Dr. Victorville, CA 92394

## APN: 3128-621-06-0000

Status	Sold 10/18/2022
Sales Price	\$4,500,000
Price / Land Sq. Ft.	\$5.17
Price / Acre	\$225,000.00
Acres	20.00
Land Sq. Ft.	871200
Use	Vacant Land
Distance	2.2 Miles
Address	Mojave Dr. Victorville, CA 92394

## APN: 3128-621-04-0000

Status	Sold 10/26/2022
Sales Price	\$2,000,000
Price / Land Sq. Ft.	n/a
Price / Acre	\$234,741.78
Acres	8.52
Land Sq. Ft.	371,131
Use	Vacant Land (Storage)
Distance	2.2 Miles
Address	Mojave Dr. Victorville, CA 92394



# POTENTIAL UNIT MIX

Size	Sq. Ft.	# Of Units	Rentable Sq. Ft.	Rate	Rate / Sq. Ft.	Monthly Income	Annual Income
<b>Enclosed Storage Units</b>							
5x5	25	25	625	\$55	\$2.20	\$1,375	\$16,500
5x10	50	50	2,500	\$110	\$2.20	\$5,500	\$66,000
10x10	100	125	12,500	\$150	\$1.50	\$18,750	\$225,000
10x15	150	75	11,250	\$190	\$1.27	\$14,250	\$171,000
10x20	200	120	24,000	\$225	\$1.13	\$27,000	\$324,000
10x25	250	30	7,500	\$275	\$1.10	\$8,250	\$99,000
10x30	300	20	6,000	\$300	\$1.00	\$6,000	\$72,000
10x40	400	15	6,000	\$350	\$0.88	\$5,250	\$63,000
<b>Enclosed RV Storage</b>							
12x25	300	5	1,500	\$325	\$1.08	\$1,625	\$19,500
12x30	360	20	7,200	\$375	\$1.04	\$7,500	\$90,000
12x40	480	15	7,200	\$475	\$0.99	\$7,125	\$85,500
15x50	750	10	7,500	\$600	\$0.80	\$6,000	\$72,000
15x60	900	5	4,500	\$650	\$0.72	\$3,250	\$39,000
<b>Covered RV Storage</b>							
12x25	300	5	1,500	\$220	\$0.73	\$1,100	\$13,200
12x30	360	20	7,200	\$260	\$0.72	\$5,200	\$62,400
12x40	480	15	7,200	\$325	\$0.68	\$4,875	\$58,500
15x50	750	10	7,500	\$450	\$0.60	\$4,500	\$54,000
15x60	900	5	4,500	\$475	\$0.53	\$2,375	\$28,500
<b>Uncovered RV Storage</b>							
10x15	150	20	3,000	\$80	\$0.53	\$1,600	\$19,200
10x20	200	20	4,000	\$100	\$0.50	\$2,000	\$24,000
12x25	300	30	9,000	\$140	\$0.47	\$4,200	\$50,400
12x30	360	15	5,400	\$160	\$0.44	\$2,400	\$28,800
12x40	480	10	4,800	\$190	\$0.40	\$1,900	\$22,800
15x50	750	5	3,750	\$250	\$0.33	\$1,250	\$15,000
15x60	900	5	4,500	\$275	\$0.31	\$1,375	\$16,500
		<b>675</b>	<b>160,625</b>			<b>\$144,650</b>	<b>\$1,735,800</b>
		<b>Units</b>	<b>Sq. Ft</b>	<b>Average rate / sq. ft.</b>		<b>\$0.90</b>	
Enclosed Storage	460	70,375	<b>Average size</b>		<b>237.96</b>		
Enclosed RV	55	27,900					
Covered RV	55	27,900					
Uncovered RV	105	34,450			<b>Total Units</b>	<b>675</b>	
<b>Total</b>	<b>675</b>	<b>160,625</b>			<b>Units Rented</b>	<b>620</b>	
				<b>Stabilized Occupancy</b>		<b>92%</b>	

## \*PROJECTED INCOME & EXPENSES

INCOME		
Gross Potential Income:	\$	1,735,800.00
Vacancy:	\$	86,790.00
		5.00%
Gross Storage Income	\$	1,649,010.00
Tenant Insurance:	\$	37,200.00
Fees & Ancillary Income:	\$	25,000.00
Other Income:	\$	5,000.00
<b>Total</b>	\$	<b>1,716,210.00</b>
EXPENSES		
New Real Estate Taxes:	\$	147,933.50
Property Insurance:	\$	15,000.00
On-Site Management Expense:	\$	75,000.00
Off-Site Management	\$	68,648.40
Payroll Expenses:	\$	12,000.00
Advertisement:	\$	20,000.00
Office & Admin:	\$	10,000.00
Lien Fees:	\$	3,000.00
Maintenance & Repairs:	\$	12,000.00
Landscaping:	\$	5,000.00
Storage Software:	\$	1,800.00
License & Permits:	\$	2,000.00
Utilities:	\$	20,000.00
Phone & Internet:	\$	1,800.00
Security & Cameras:	\$	3,000.00
Bank & Merchant Fees:	\$	42,905.25
Legal & Accounting:	\$	4,500.00
Other:	\$	1,000.00
<b>Total Expenses</b>	\$	<b>445,587.15</b>
		26%
<b>NET INCOME</b>	\$	<b>1,270,622.85</b>

## \*ACQUISITION ANALYSIS

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<b>SITE ACQUISITION</b>	\$2,300,000
<b>CONSTRUCTION COSTS</b>	\$11,148,500

<b>TOTAL COSTS AFTER CONSTRUCTION</b>	<b>\$13,448,500</b>
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Enclosed cost per sq. ft.	\$100.00
Covered RV cost per sq. ft.	\$35.00
Open RV cost per sq. ft.	\$10.00
Enclosed sq. ft.	98,275
Covered RV sq. ft.	27,900
Open RV sq. ft.	34,450
Potential Gross Revenue	\$1,735,800
Gross Revenue Multiple	7.75
Net Income	\$1,270,623
Return on Investment	9.45%

<b>*STABILIZED VALUE</b>	<b>\$19,548,044</b>
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Equity at Stabilization	\$6,099,544
Stabilized Cap Rate	6.50%
Price Per Enclosed Sq. Ft.	\$198.91
Gross Revenue Multiple	11.26

# ADELANTO PLANNING AND BUILDING & SAFETY

## **City Planning**

11600 Air Expressway  
Adelanto, CA 92301

(760) 246-2300 ext 11142 & 11180  
(760) 249-1181 Fax  
adelantoplanning@adelantoca.gov

Monday – Thursday  
7am to 6pm  
Closed every other Friday

## **Building & Safety**

11600 Air Expressway  
Adelanto, CA 92301

(442) 249-1182 Phone  
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npinzon@adelantoca.gov

<https://www.ci.adelanto.ca.us/155/Building-Safety-Department>

## PERMANENT STORAGE CONSTRUCTION

The biggest names in storage development are Kiwi Construction, Mako Steel, and Baja Construction. These companies have been in business for over 20 years and are the preferred contractor for the largest storage operators in the country.



28177 Keller Rd,  
Murrieta, CA 92563  
(951) 301-8975 Phone  
(951) 301-4096 Fax

sales@kiwiconstruction.com  
[www.kiwiconstruction.com](http://www.kiwiconstruction.com)



5650 El Camino Real, #100  
Carlsbad, CA 92008  
(760) 448-1760 Phone  
(760) 448-1761 Fax

info@makosteel.com  
[www.makosteel.com](http://www.makosteel.com)



223 Foster Street  
Martinez, CA 94553  
(800) 366-8600 Phone  
(951) 301-4096 Fax

ewf@bajacarports.com  
[www.bajacarports.com](http://www.bajacarports.com)



26181 Avenida Aeropuerto, Ste A  
San Juan Capistrano, CA 92675  
(949) 600-5850 Phone  
(949) 600-5853 Fax

fredh@daigc.com  
[www.daigc.com](http://www.daigc.com)



## PORTABLE STORAGE CONTAINER COMPANIES

Company	Contact	Phone	Email
Janus	Blake Robinson	(479) 601-2452	Blaker@janusintl.com
Boxwell	Frank Pendleton	(904) 424-8147	frank@boxwell.co
Mako Rabco	Angie Guerin	(760) 448-1760	aguerin@makorabco.com
USC	John Cooley	(303) 818-8835	john.cooley@universalstoragecontainers.com
Aztec Container	Steve Hyndman	(800) 865-9189	info@azteccontainer.com
Pac-Van	Rob McDaniel	(909) 829-5977	RMcDaniel@pacvan.com
Mobile Mini	Peter Synn	(909) 685-5949	psynn@mobilemini.com
Cube Depot	Tara	(562) 202-5180	LongBeach@CubeDepot.com
Instant Storage	Charles McCann	(661) 393-7005	info@instantstorage.com

### Traditional Self Storage Style



### Shipping Container Style



# STORAGE LENDERS

## **The Alison Company**

Andy Graham  
*Principal*

2727 Camino Del Rio South, Suite 135  
San Diego, CA 92108

(619) 688-3958 Phone  
(619) 517-8713 Mobile  
andy@alisonmortgage.com

## **Pacific Premier Bank**

Francisco Navas  
*Senior Vice President*

1249 E. Katella Ave,  
Orange, CA 92867

(805) 231-1246 Mobile  
(714) 538-8330 Fax  
FNavas@ppbi.com

## **Bank Five Nine**

Christopher Otto  
*VP Business Development*

11801 Pierce Street, Suite 227  
Riverside, CA 92056

(951) 710-3137 Office  
(951) 231-5665 Mobile  
Christopher.Otto@fbfcwi.com

## **Bank of Hope**

Gene Pac  
*Senior Vice President*

3200 Wilshire Blvd., 7th Floor  
Los Angeles, CA 90010

(213) 819-4242 Phone  
(213) 639-8049 Fax  
Gene.pak@bankofhope.com

## **Live Oak Bank**

Anne Mino  
*AVP, Self Storage Lending*

1757 Tiburon Drive  
Wilmington, NC 28403

910-550-2297 Office  
910-409-1830 Mobile  
anne.mino@liveoak.bank

## **US Bank**

Sean A Loualhati  
*Vice President*

9467 Milliken Ave Rancho  
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