



# OFFERING MEMORANDUM

## Chelsea Self-Storage & Mobile Home Park

**206 Units | 32 Lots | 90% Occupied | 7.4% Cap Rate**

759 County Road 39, Chelsea, Alabama 35043



# Table of Contents

- 05 EXECUTIVE SUMMARY
- 06 PROPERTY OVERVIEW
- 07 AERIALS & PHOTOS
- 18 PARCEL VIEW
- 20 MARKET RENT ANALYSIS
- 21 MHP SOLD COMPARABLES
- 22 SELF-STORAGE UNIT MIX
- 23 MHP UNIT MIX
- 24 POTENTIAL EXPANSION INCOME
- 25 PROFIT & LOSS STATEMENT
- 26 5 YEAR CASH FLOW
- 28 DEMOGRAPHICS
- 29 LOCATION MAP
- 31 ABOUT THE AREA
- 32 BROKER PROFILES
- 33 ABOUT BULL REALTY
- 34 CONFIDENTIALITY AGREEMENT

## CONTACT

**MARGARET BLANTON**  
V.P. Self Storage Group  
404-876-1640 x166  
Margaret@BullRealty.com

**MICHAEL BULL, CCIM**  
Commercial Real Estate Advisor  
404-876-1640 x101  
Michael@BullRealty.com  
AL License #: 000083872-0

**BULL REALTY, INC.**  
50 Glenlake Parkway, Suite 600  
Atlanta, GA 30328  
BullRealty.com  
AL License #: 000083871-0



# Disclaimer & Limiting Conditions

Bull Realty has been retained as the exclusive listing broker to arrange the sale of the Subject Property.

This Offering Memorandum contains selected information pertaining to the Property but does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may require. All financial projections are provided for general reference purposes only and are based upon assumptions relating to the general economy, competition and other factors, which therefore, are subject to material change or variation. Prospective purchasers may not rely upon the financial projections, as they are illustrative only. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Offering Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

This Offering Memorandum is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Bull Realty Inc. or the current Owner/Seller. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the Property described herein.

Owner/Seller expressly reserve 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 party at any time with or without notice. Owner/Seller shall have no legal commitment or obligation to any purchaser reviewing this Offering Memorandum or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered and approved by the Owner/Seller and any conditions to the purchaser's obligations therein have been satisfied or waived. The Seller reserves the right to move forward with an acceptable offer prior to the call for offers deadline.

This Offering Memorandum may be used only by parties approved by the Owner. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Bull Realty, Inc. or Owner/Seller. The terms and conditions set forth above apply to this Offering Memorandum in its entirety and all documents, disks and other information provided in connection therewith.



# The Property

Grainee  
Mini Storage  
202-981-1772

# Executive Summary

## Chelsea Self-Storage & Mobile Home Park

Bull Realty is pleased to present Chelsea Self-Storage and Mobile Home Park located in a rapidly growing suburb of Birmingham. The property is comprised of 206 non-climate controlled, self-storage units and 32 mobile home lots. 16 of the mobile homes are tenant-owned and 14 are park-owned. Many of the tenants have expressed interest in purchasing the park-owned homes.

Chelsea Self-Storage and Mobile Home Park is located off the Hwy 280 corridor which sees 33,060 vehicles per day. Chelsea, AL is located 10 miles southeast of Birmingham, and is a family-oriented community with great schools. The rivers, lakes, and mountains offer plenty of opportunities for recreation.

**Value-Add Potential: increasing self-storage rents, offering tenant insurance, raising mobile home rents, and adding covered RV parking or portable storage units.**

## Highlights

- Located in growing suburb of Birmingham, AL
- Large, ±19.18-acre property
- Self-Storage is fenced with keypad entry and security cameras
- Located off of Hwy 280 Corridor which sees 33,060 cars per day
- 650 new homes projected to be built in Chelsea by 2026
- Strong 3-mile average, household income at \$107K
- ±27,800 net rentable square feet of storage
- 206 storage units and ±63 parking spaces
- 32 MHP lots: 14 park-owned homes, 16 tenant-owned homes, 2 vacant lots/pads
- Limited supply of mobile home parks in Shelby County with strong demand
- ±11.41 SF of storage per person within 5-mile radius
- Recent Cap/Ex improvements: New LED lighting, new keypad entry
- 29,529 people within a 5-mile radius

Sale Price  
**\$4,995,000**

Total Storage  
**±27,800 SF**

Total MHP Lots  
**32**

Site Size  
**±19.18 Acres**

Cap Rate  
**7.4%**

# Property Overview

## Self-Storage

Address	759 County Road 39, Chelsea, AL 35043
County	Shelby
Parcel IDs	09 7 26 0 002 031.000; 09 7 26 0 002 032.000; 09 7 26 0 002 035.001
Total Storage Size	±27,800 SF
Site Size	±19.18 AC
Number of Units	206
Parking Units	±63
Occupancy (Self-Storage)	89.8%
Years Built	2000 - 2009
Number of Buildings	8
Number of Stories	1
Foundation	Concrete Slab
Exterior Walls	Metal
Roof	Galvanized Steel
Drive Aisles	Asphalt Gravel
Entry	Gated with Keypad Entry, Camera
Gross Rental Income (2024 P&L)	\$254,508

## Mobile Home Park

Mobile Home Lots	32
Tenant-Owned Homes (TOH)	16
Park-Owned Homes (POH)	14
Vacant Lots	2
Vacant POH	0
Electricity/Individual Meters	Tenant Pays
Water	Park Pays
Septic Tanks	Recently Cleaned
Gross Rental Income (2024 P&L)	\$240,983

## Summary

Sale Price	\$4,995,000
Current Cap Rate (2024 P&L)	7.4%
Pro-Forma Year 3 Cap Rate	8.5%
Current NOI (2024 P&L)	\$368,181





Hwy 280

±33,060 VPD



**Subject Property**

**Potential Covered RV or Portable Storage**

±804 VPD



County Rd 39



Hwy 280



±33,060 VPD

Subject Property

County Rd 39



±804 VPD

Potential Covered RV or  
Portable Storage



Potential Covered RV or Portable Storage

Hwy 280  
±33,060 VPD

County Rd 39  
±804 VPD

Subject Property



Hwy 280



±33,060 VPD

Subject Property

County Rd 39



±804 VPD

Potential Covered RV or Portable Storage



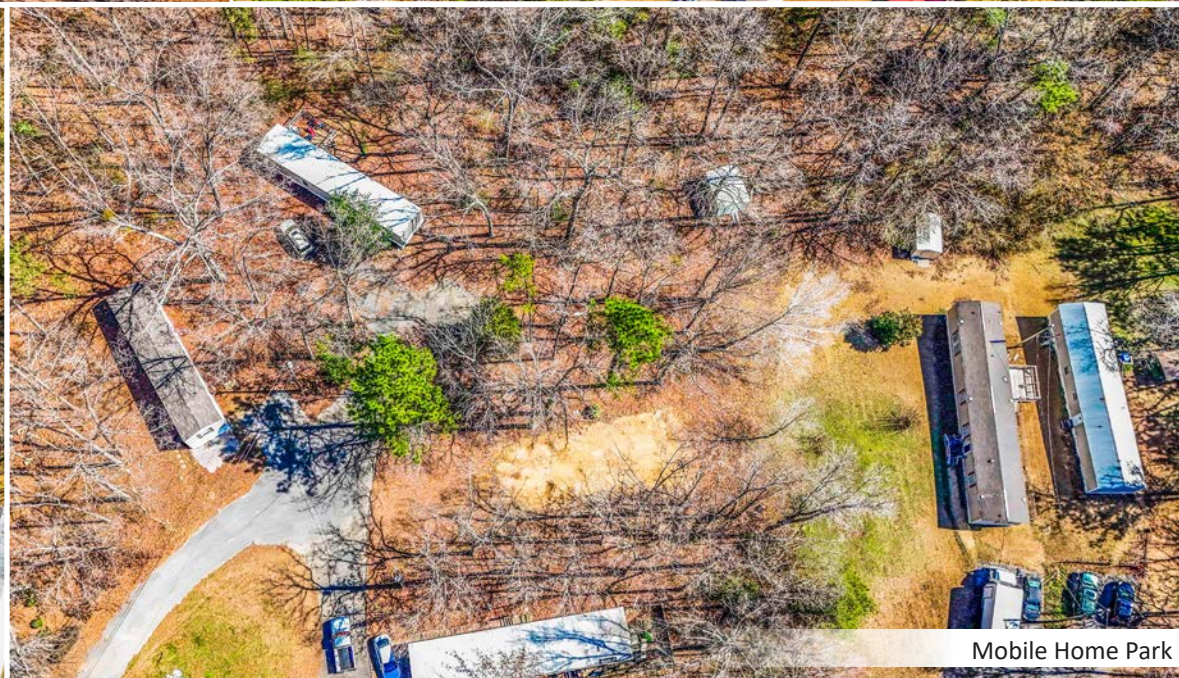
19.18-acre Self-Storage and Mobile Home Park



8 Self-Storage Buildings



Potential to add covered parking or portable storage units



Mobile Home Park



**Mobile Homes**



**Well Maintained Mobile Home Park**



**Storage and Parking**



**Spacious Property Attracts Great Tenants**



Storage Building A



Security Cameras

Storage Building A



Parking Units



Well Lit, Secure Facility



Parking Units



Secure Entrance



Entrance



**Mobile Homes with Great Tenants**



**Spacious Mobile Home Park**



Mobile Home



Mobile Homes



Fenced and Secure

# Parcel View





# Financial Analysis

# Market Rent Analysis - Self-Storage

PROPERTY	DISTANCE FROM SUBJECT	5x10 (NCC)	10x10 (NCC)	10x15 (NCC)	10x20 (NCC)	UNCOVERED PARKING	COVERED PARKING	FEATURES
<b>759 Co Rd 39 Chelsea, AL 35043 (Subject)</b>	-	<b>\$57 (AVG)</b>	<b>\$80 (AVG)</b>	<b>\$100 (AVG)</b>	<b>\$129 (AVG)</b>	<b>\$62 (AVG)</b>	<b>N/A</b>	<b>Cameras, Lighting, Gate, Keypad</b>
Metro Mini Storage 14548 US-280 Chelsea, AL 35043	1.7 miles	\$39	\$79	\$99	\$119	\$65	\$229 (has power)	Gated, Security Cameras, Keypad Entry
Metro Mini Storage 14719 Hwy 280 Chelsea, AL 35043	2.8 miles	\$81	\$141	\$171	\$191	N/A	N/A	Gated, Security Cameras, Keypad Entry
280 Space Self-Storage 12399 Co Rd 280 Chelsea, AL 35043	3.5 miles	\$70	N/A	\$129	\$140	\$75	N/A	Gated, Security Cameras
The Narrows 13511 Old Hwy 280 Birmingham, AL 35242	4.2 miles	N/A	\$108	\$128	\$138	N/A	N/A	Gated, Security Cameras
Sterrett Mini Storage 10578 Co Rd 55 Sterrett, AL 35147	6 miles	\$60	\$100	\$128	\$160	N/A	N/A	Gated
Attic Plus Storage 5320 US-280 Birmingham, AL 35242	7.8 miles	\$69	N/A	\$149	\$179	N/A	N/A	Gated, Security Cameras, Keypad Entry
Greystone Self-Storage 5345 US-280 Birmingham, AL 35242	8 miles	\$84	\$122	\$158	\$190	\$85	N/A	Parking is for a car or jet ski only, insurance included
Gill's Service Center 5350 US-28 Harpersville, AL 35078	10.7 miles	N/A	N/A	N/A	N/A	N/A	\$185 (power) 50 ft	In lease up
M&M Mini Storage of Harpersville 77 Brumbaugh Dr Harpersville, AL 35078	10.8 miles	\$40	\$65	\$80	\$95	N/A	N/A	Gated, no keypad entry
Attic Plus Storage 4748 Cahaba River Rd Birmingham, AL 35243	11.8 miles	\$69	\$159	\$189	\$249	\$159	N/A	Fenced, Security Cameras, Keypad Entry, Resident
Attic Plus 2611 Pelham Pkwy Pelham, AL 35124	16.5 miles	\$39	\$119	\$139	\$159	\$159	N/A	Gated, Security, keypad entry
Attic Plus 4401 Valley Rd Birmingham, AL 35235	28.1 miles	\$69	\$99	\$139	\$189	\$139	N/A	Gated, Cameras, Keypad entry
<b>Average Price Per Unit</b>	-	<b>\$62</b>	<b>\$110</b>	<b>\$137</b>	<b>\$164</b>	<b>\$113</b>	<b>\$181</b>	-



# Mobile Home Park Sold Comparables

ADDRESS	UNITS	SOLD PRICE	CAP RATE	PRICE/UNIT	LAND SIZE (AC)	FEATURES/NOTES
<b>759 County Road 39 Chelsea, AL 30350 (Subject Property)</b>	<b>32</b>	<b>\$4,995,000</b>	<b>7.4%</b>	<b>\$156,094</b>	<b>19.18</b>	<b>Includes additional land, self-storage, and rented parking spaces.</b>
20524 Clancy Dr McCalla, AL 35111	24	\$950,000	Unknown	\$39,583	10.95	Similar HH income and population within 3 mile radius to subject, No broker/marketing assistance with sale.
4021 Annewakee Rd Douglasville, GA 30135	77	\$8,200,000	6.9%	\$109,333	24.6	Similar HH income within 3mile radius to subject, lower growth
6779 Bass Corner Buford, GA 30518	25	\$2,151,800	6%	\$86,072	7.08	Low vacancy, similar growth and HH income to subject
20 Harbour Rd NE Rome, GA 30165	300	\$18,250,000	Unknown	\$60,833	164	Value Add Opportunity, income and growth lower than subject
144 Robs Way Dawsonville, GA 30534	11	\$1,200,000	Unknown	\$109,091	8.5	Low vacancy,very high growth area
10921 Highway 36 Covington, GA 30014	51	\$2,750,000	6.75%	\$53,921	26.9	Similar demographics with slightly less 3 mile radius HH income
3980 Val del Rd Hahira, GA 31632	32	\$2,100,000	7.73%	\$91,04	32	Low vacancy, similar 1 mile radius HH income to subject

1. Comparable properties were chosen based on their demographic similarity to the subject property.
2. None of the Comparables have self-storage units.
3. Additional research indicates a low vacancy rate for mobile home parks in Shelby county.

# Self-Storage Unit Mix

## Current Rents

SIZE	TOTAL UNITS	SQUARE FEET	TOTAL SQUARE FEET	OCCUPIED	VACANT	% OCCUPIED	RATES	GRI MONTHLY (T-1)	GRI ANNUALIZED	GPR	GPR MONTHLY	GPR ANNUAL
5x10	24	50 SF	1,200 SF	21	3	88%	1@ \$35 4@ \$48 1@ \$50 2@ \$55 11@ \$58 1@ \$90 1@ \$91	\$1,206	\$14,473	\$60	\$1,440	\$17,280
10x10	65	100 SF	6,500 SF	59	6	91%	1@ \$45 2@ \$50 2@ \$55 4@ \$75 23@ \$80 23@ \$85 3@ \$90 1@ \$125	\$4,745	\$56,940	\$110	\$7,150	\$85,800
10x15	66	150 SF	9,900 SF	58	8	88%	1@ \$55 1@ \$65 1@ \$80 5@ \$85 23@ \$90 2@ \$95 4@ \$100 7@ \$105 3@ \$115 3@ \$120 2@ \$125 1@ \$129 4@ \$135 1@ \$150	\$5,794	\$69,525	\$130	\$8,580	\$102,960
10x20	51	200 SF	10,200 SF	47	4	92%	1@ \$90 4@ \$108 1@ \$110 15@ \$120 9@ \$125 4@ \$130 3@ \$135 1@ \$140 1@ \$145 3@ \$150 4@ \$165 1@ \$175	\$6,052	\$72,624	\$160	\$8,160	\$97,920
Parking	63	-	-	43	13	68%	8@ \$45 16@ \$55 1@ \$57 5@ \$65 7@ \$75 6@ \$85	\$2,657	\$31,880	\$85	\$5,355	\$64,260
<b>Total SS</b>	<b>206</b>	<b>-</b>	<b>27,800 SF</b>	<b>185</b>	<b>21</b>	<b>89.8%</b>	<b>-</b>	<b>\$20,454</b>	<b>\$245,442</b>	<b>-</b>	<b>\$30,685</b>	<b>\$368,220</b>

Annual Gross Potential Rent Self-Storage

**\$368,220**

Gross Rental Income (T-1 Annualized)

**\$245,442**

Storage Occupancy

**89.81%**

1. Gross Potential Rent (GPR) is based on Market Rent Analysis of averaged street rates (Page 20).
2. Parking GPR rates are based on raising all parking spaces up to max actual rates, however, Market Analysis (page 20) indicates rates could be higher.
3. TI income is based on January 2025 rates.
4. Gross potential revenue does not include expansion.



# Mobile Home Park Unit Mix

SIZE	TOTAL UNITS	OCCUPIED	VACANT	% OCCUPIED	RATES	MONTHLY ACTUAL	YEARLY ACTUAL	GROSS POTENTIAL RENT	MONTHLY GROSS POTENTIAL RENT	ANNUAL GROSS POTENTIAL RENT
2BR/1BA	1	1	-	100%	1@\$975	\$975	\$11,700	\$975	\$975	\$11,700
2BR/2BA	6	6	-	100%	1@\$850 1@\$900 1@\$925 1@\$950 3@\$975	\$5,575	\$66,900	\$975	\$5,850	\$70,200
3BR/2BA	7	7	-	100%	6@\$975 1@\$1,000	\$6,850	\$82,200	\$1,100	\$7,700	\$92,400
Pad Only	18	16	2	89%	15@\$425 1@\$450	\$6,825	\$81,900	\$450	\$8,100	\$97,200
<b>TOTAL</b>	<b>32</b>	<b>30</b>	<b>2</b>	<b>94%</b>	-	<b>\$20,225</b>	<b>\$242,700</b>	<b>\$3,500</b>	<b>\$22,625</b>	<b>\$271,500</b>

Existing Gross  
Income (2024 P&L)

**\$495,491**

Gross Actual MHP  
Rent (T1 Annualized)

**\$242,700**

Gross Potential  
MHP Rent

**\$271,500**

MHP Occupancy

**94%**

1. Gross Actual MHP rent based on current rent roll.
2. There appears to be low supply of Mobile Home Parks in Shelby county due to stringent zoning requirements.
3. Mobile Home Parks in Shelby county have a low vacancy rate.
4. Rental increases are conservative and based on Market Analysis.

# Potential Expansion Income

## POTENTIAL EXPANSION COVERED RV (OPTION 1)

Unit Size	TOTAL UNITS	SQUARE FEET	TOTAL SF	OCCUPIED	VACANT	% OCCUPIED	GPR	GPR MONTHLY	GPR ANNUAL
12X30	10	360	3,600	9	1	90%	\$150	\$1,350	\$16,200
12X50	10	600	6,000	9	1	90%	\$185	\$1,665	\$19,980
<b>Total</b>	<b>20</b>	<b>-</b>	<b>9,600</b>	<b>18</b>	<b>2</b>	<b>90%</b>	<b>-</b>	<b>\$3,015</b>	<b>\$36,180</b>

## POTENTIAL PORTABLE STORAGE EXPANSION (OPTION 2)

Portable Storage	TOTAL UNITS	SQUARE FEET	TOTAL SF	OCCUPIED	VACANT	% OCCUPIED	GPR	GPR MONTHLY	GPR ANNUAL
8x10	60	80	4,800	54	6	90%	\$100	\$5,400	\$64,800

**Additional Annual Income with Expansion (Option 1/Covered RV)**

**\$36,180**

**Additional Annual Income with Expansion (Option 2/Portable Storage Units)**

**\$64,800**

**Existing Gross Income**

**\$495,491**

**Existing Gross Income Plus Option 1**

**\$531,671**

**Existing Gross Income Plus Option 2**

**\$560,291**

1. Income is based on a potential expansion and is not actual income.
2. Expansion may reduce the number of uncovered spaces currently rented.
3. Both options assume 90% occupancy.
4. Potential covered RV expansion assumes 2 buildings, 120x30 and 120x50.
5. 60 Portable Storage units placed in 2, 120x20 rows.
6. You likely do not have the space for both options.
7. Covered RV parking rates assume there is power in each stall.
8. Self Storage Market Analysis shows high demand for covered RV parking.
9. Existing Gross Income based on P&L ending in 12/31/2024.

# Profit & Loss Statement

		MHP 2024 P&L	SS 2024 P&L	MHP & SS Combined	MHP Broker Adjusted	SS Broker Adjusted	MHP & SS Combined Broker Adjusted
Gross Rental Income	1	\$240,983	\$254,508	\$495,491	\$240,983	\$254,508	\$495,491
Effective Gross Income		\$240,983	\$254,508	\$495,491	\$240,983	\$254,508	\$495,491
<b>Expenses</b>							
Water	2	\$14,947	shared	\$14,947	\$14,947	shared	\$14,947
Electricity	3	\$1,881	shared	\$1,881	shared	\$1,881	\$1,881
Garbage		\$4,644	shared	\$4,644	\$4,644	shared	\$4,644
Repairs & Maintenance/Grounds	4	\$12,500	\$14,782	\$27,282	\$24,098	\$7,635	\$31,734
Marketing	5	\$0	\$2,208	\$2,208	\$2,410	\$5,090	\$7,500
Payroll		\$6,600	shared	\$6,600	shared	\$6,600	\$6,600
Phone and Internet		\$860	shared	\$860	shared	\$860	\$860
Credit Card	6	N/A	\$6,234	\$6,234	N/A	\$5,090	\$5,090
Office Admin/Software	7	shared	\$1,500	\$1,500	\$2,410	\$2,545	\$4,955
Property Taxes		\$2,823	\$10,382	\$13,206	\$2,823	\$10,382	\$13,206
Insurance	8	\$3,902	\$7,488	\$11,390	\$3,902	\$7,488	\$11,390
Management Fee	9	\$0	\$0	\$0	\$16,869	\$7,635	\$24,504
<b>TOTAL OPERATING EXPENSES</b>		<b>\$48,157</b>	<b>\$42,594</b>	<b>\$90,751</b>	<b>\$72,103</b>	<b>\$55,207</b>	<b>\$127,310</b>
<b>Expense Ratio</b>		<b>20%</b>	<b>17%</b>	<b>18%</b>	<b>30%</b>	<b>22%</b>	<b>26%</b>
<b>NET OPERATING INCOME</b>		<b>\$192,825</b>	<b>\$211,914</b>	<b>\$404,739</b>	<b>\$168,880</b>	<b>\$199,301</b>	<b>\$368,181</b>
<b>Cap Rate</b>		-	-	<b>8.1%</b>	-	-	<b>7.4%</b>

## Assumptions

1. Income is based on 2024 profit and loss statement.
2. Commercial water meter covers entire property.
3. Electricity is for outdoor lighting only (Self-Storage and MHP).
4. Broker Adjusted Maintenance: MHP=10%, Self-Storage=3%
5. Broker adjusted marketing expenses: MHP-1%, Self-Storage-2%
6. Broker adjusted credit card fees: 2% of self-storage income.
7. Broker adjusted office/admin expenses are 1%.
8. Insurance is billed for the entire property but prorated here.
9. Assumes one property manager for self-storage and MHP. MHP:7%, Self-Storage:3%

# 5 Year Cash Flow

	P&L 2024 MHP & SS COMBINED (Broker Adjusted)	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Gross Potential Rent SS	\$368,220	\$368,220	\$375,584	\$386,852	\$402,326	\$422,442
Rental Income SS	\$254,508	\$279,959	\$307,955	\$323,352	\$339,520	\$356,496
Rental Income MHP	\$240,983	\$240,983	\$245,802	\$250,718	\$258,240	\$268,570
Tenant Insurance (Net)	-	\$8,034	\$9,641	\$12,854	\$12,854	\$12,854
Late Fees/Admin Fees	-	\$5,209	5,538	5,741	5,978	6,251
Economic Occupancy Self-Storage	69%	76%	82%	84%	84%	84%
<b>Effective Gross Income</b>	<b>\$495,491</b>	<b>\$534,185</b>	<b>\$568,936</b>	<b>\$592,666</b>	<b>\$616,592</b>	<b>\$644,171</b>
<b>Expenses</b>						
Water	\$14,947	\$14,947	\$15,246	\$15,551	\$15,862	\$16,179
Electricity	\$1,881	\$1,881	\$1,919	\$1,957	\$1,996	\$2,036
Garbage	\$4,644	\$4,644	\$4,737	\$4,832	\$4,928	\$5,027
Repairs & Maintenance/Grounds	\$31,734	\$31,734	\$32,368	\$33,016	\$33,676	\$34,349
Marketing	\$7,500	\$7,500	\$8,569	\$8,877	\$9,200	\$9,540
Payroll	\$6,600	\$6,600	\$6,666	\$6,733	\$6,800	\$6,868
Phone and Internet	\$860	\$860	\$877	\$895	\$913	\$931
Credit Card	\$5,090	\$5,999	\$6,159	\$6,467	\$6,790	\$7,130
Office Admin/Software	\$4,955	\$5,342	\$5,689	\$5,927	\$6,166	\$6,442
Real Estate Taxes	\$13,206	\$44,000	\$44,880	\$45,778	\$46,693	\$47,627
Insurance	\$11,390	\$11,390	\$11,618	\$11,850	\$12,087	\$12,329
Management Fee	\$24,504	\$25,268	\$26,107	\$26,569	\$27,054	\$27,564
<b>TOTAL OPERATING EXPENSES</b>	<b>\$127,310</b>	<b>\$159,764</b>	<b>\$164,836</b>	<b>\$168,450</b>	<b>\$172,166</b>	<b>\$176,021</b>
<b>Operating Expense Ratio</b>	<b>26%</b>	<b>26%</b>	<b>29%</b>	<b>28%</b>	<b>28%</b>	<b>27%</b>
<b>NET OPERATING INCOME</b>	<b>\$368,181</b>	<b>\$374,421</b>	<b>\$404,100</b>	<b>\$424,216</b>	<b>\$444,426</b>	<b>\$468,149</b>
<b>Cap Rate</b>	<b>7.4%</b>	<b>7.5%</b>	<b>8.1%</b>	<b>8.5%</b>	<b>8.9%</b>	<b>9.4%</b>

## Assumptions

1. Self-storage (SS) Gross Potential Rental Income based on Increases outlined in Page 20 and 22 (Market Analysis and Self-Storage Unit Mix).
2. Gross Potential Rent Increases: 2% in Year 2, 3% in Year 3, 4% in Year 4, 5% in Year 5
3. Mobile Home Park (MHP) rental income increases: Year 2 and 3: 2%, Year 4: 3%, Year 5: 4%
4. Tenant insurance penetration is 50% at Year 1, 60% at Year 2, 80% at Year 4 and 5 at \$6.50/unit.
5. Late/Admin fees are 1% of Gross MHP and Self-Storage Rental Income.
6. Repairs and maintenance, utilities, and insurance expenses increase 2% annually starting in Year 2.
7. Self-storage (SS) marketing expenses increase 2% annually starting in Year 2.
8. Taxes adjusted to reflect increase after purchase.



# Market Information

# Demographics



## POPULATION

	3 Mile	5 Mile	10 Mile
2024 Population	12,669	29,529	107,768
Median Age	39	42	42
Bachelor's Degree or Higher	42%	48%	54%



## INCOME

	3 Mile	5 Mile	10 Mile
Average Household Income	\$107,183	\$126,820	\$128,296
Median Household Income	\$94,020	\$103,687	\$99,784



## HOUSEHOLDS

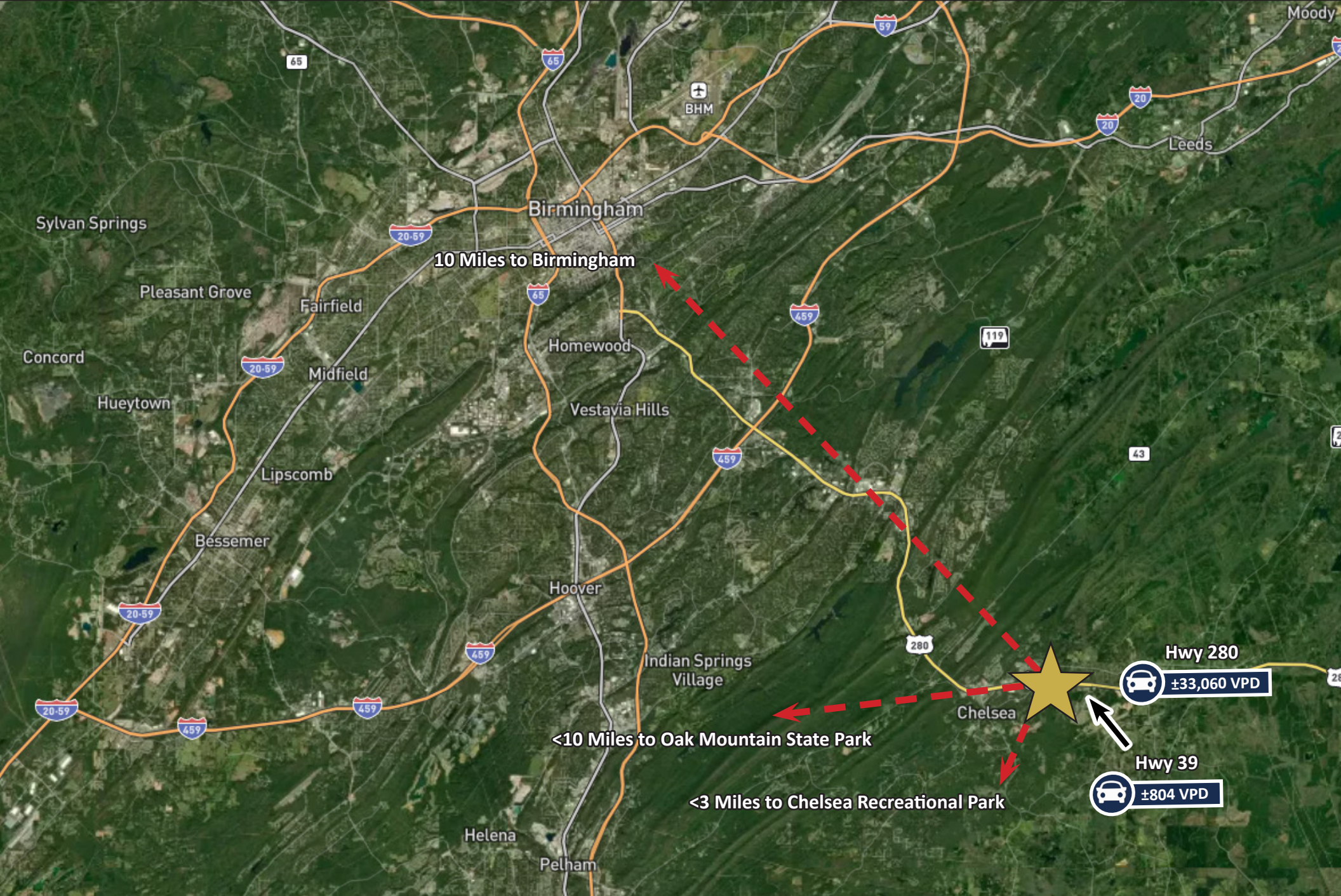
	3 Mile	5 Mile	10 Mile
2024 Households	4,678	10,791	43,385
Owner Occupied Households	4,596	10,563	33,351
Renter Occupied Households	541	1,252	12,843
Average Household Size	2.7	2.7	2.4



## HOUSING

	3 Mile	5 Mile	10 Mile
Median Home Value	\$279,999	\$339,342	\$365,857

Source: 2024 ESRI





# Chelsea, Alabama

Chelsea, Alabama, is a rapidly growing city in Shelby County, located about 10 miles southeast of Birmingham. Known for its welcoming atmosphere, scenic landscapes, and strong sense of community, Chelsea offers a perfect blend of small-town charm and convenient access to city amenities.

Chelsea's natural beauty and vast suburban living make it a great place to explore nearby parks and enjoy the friendly locality. Benefits of the city include-

## Geography and Location:

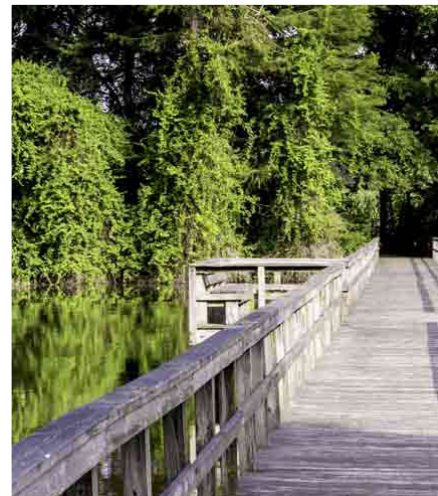
The City of Chelsea is located along the U.S. Highway 280 corridor. It is known for its recreational opportunities, including boating and fishing. Oak Mountain State Park, Chelsea Recreational Park and Lay Lake inhabit the city along with various other outdoor landmarks.

## Economy:

Chelsea, Alabama's economy is driven by a mix of small businesses, retail, real estate, and local services, benefiting from its rapid growth and proximity to Birmingham. The city has seen significant residential and commercial development along U.S. Highway 280, attracting new businesses, restaurants, and shopping centers. The city's economic growth is supported by its strong community focus and ongoing infrastructure development. Chelsea's natural beauty and recreational attractions are major contributors to its economy, driving both local tourism and business development.

## Oak Mountain State Park:

Oak Mountain State Park is Alabama's largest state park, covering nearly 10,000 acres of scenic forests, lakes, and trails. It is a top destination for outdoor enthusiasts and families offering beautiful landscapes, waterfalls, and abundant wildlife. The park offers a wide range of outdoor activities, including hiking, mountain biking, fishing, paddleboarding, boating, swimming, golfing, horseback riding and camping. The park has two large fishing lakes (Double Oak Lake and Oak Mountain Lake), popular for bass and catfish fishing. Recognized as one of the best mountain biking destinations in the Southeast, it spans over 50 miles of hiking and biking trails.



# Broker Profiles



**MARGARET BLANTON**  
V.P. Self Storage Group  
404-876-1640 x166  
Margaret@BullRealty.com

Margaret Blanton began her career in real estate in 2008. Specializing in the acquisition and disposition of self storage properties across the Southeast, Margaret continually provides the highest level of value and service to her clients utilizing industry leading marketing and data resources at Bull Realty.

She graduated with a B.S. in Marketing from Georgia State University and is an Atlanta native. After college, she had the opportunity to live and study in Buenos Aires, Argentina, where she became conversational in Spanish. She also enjoys spending time volunteering through Open Hand Atlanta.

Margaret is a CCIM candidate and a member of the Atlanta Commercial Board of Realtors.



**MICHAEL BULL, CCIM**  
Commercial Real Estate Advisor  
404-876-1640 x101  
Michael@BullRealty.com

Michael Bull, CCIM is the founder and CEO of Bull Realty. He is an active commercial real estate broker licensed in eight states and has assisted clients with over 7 billion dollars of transactions over his 35-year career. Mr. Bull founded Bull Realty in 1998 with two primary missions: to provide a company of brokers known for integrity and to provide the best disposition marketing in the nation. While still well known for effective disposition services, the firm also provide acquisition, project leasing, and site selection/tenant representation in all major property sectors.

Michael personally leads a team focused on office investment sales.

You may know Michael as host of America's Commercial Real Estate Show. The popular weekly show began broadcasting in 2010 and today is heard by millions of people around the country. Michael and other respected industry leaders, analysts, and economists share market intel, forecasts, and strategies. New shows are available every week on-demand wherever you get your podcasts, YouTube, and the show website, [www.CREshow.com](http://www.CREshow.com).

# ABOUT BULL REALTY

## **MISSION:**

To provide a company of advisors known for integrity and the best disposition marketing in the nation

## **SERVICES:**

Disposition, acquisition, project leasing, tenant representation and consulting services

## **SECTORS OF FOCUS:**

Office, retail, industrial, multifamily, land, healthcare, senior housing, self-storage, hospitality and single tenant net lease properties

## **AMERICA'S COMMERCIAL REAL ESTATE SHOW:**

The firm produces the nation's leading show on commercial real estate topics, America's Commercial Real Estate Show. Industry economists, analysts and leading market participants including Bull Realty's founder Michael Bull share market intel, forecasts and strategies. The weekly show is available to stream wherever you get your podcasts or on the show website: [www.CREshow.com](http://www.CREshow.com).

## **JOIN OUR TEAM**

Bull Realty is continuing to expand by merger, acquisition and attracting agents with proven experience. As a regional commercial brokerage firm doing business across the country, the firm recently celebrated 27 years in business.

## **CONNECT WITH US:**

<https://www.bullrealty.com/>



**27**

**YEARS IN  
BUSINESS**



**ATL**  
**HEADQUARTERED  
IN  
ATLANTA, GA**



**LICENSED IN  
8  
SOUTHEAST  
STATES**



# Confidentiality Agreement

This Confidentiality Agreement ("Agreement") is made and agreed to for the benefit of the undersigned party ("Receiving Party"), the owner of the subject property (the "Seller") and undersigned broker Bull Realty Incorporated ("Broker").

Now therefore in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, and other good and valuable consideration, the Receiving Party hereby agrees to the following:

## I. Confidential Information:

Receiving Party will receive confidential information regarding property referred to as 759 Co Rd 39, Chelsea, AL 35043 Prospect agrees to not disclose to any person that the property may be available for sale or lease, or that discussions or negotiations are taking place concerning the property, nor any terms, conditions, or other facts with respect to the property, including but not limited to tenant information, lease rates, lease expirations, income and expenses, and any such possible purchase, including the status thereof. The term "person" used in this agreement shall be interpreted broadly and shall include, without limitation, any corporation, company, partnership or individual other than parties to which Broker approves in writing. Receiving Party may share information with directors, officers, employees, agents, affiliates, counsel, lending sources, accountants or representatives of Receiving Party that Receiving Party notifies of the requirements of this Agreement. Receiving Party agrees to not contact the property owner, the management, the tenants, the lender, the vendors, the insurers, the employees or the customers of any business at the site.

## II. Acting as a Principal:

Receiving Party hereby warrants that it is acting as a principal only, and not as a broker, regarding this contemplated transaction. Receiving Party acknowledges that Broker is working an agency capacity as representing the Seller only in this transaction and is the only Broker involved in this potential transaction. Receiving Party agrees to not be involved in any arrangement to lease or purchase the property, in whole or in part, as a lender, partner, buyer of the note, buy in foreclosure, buy from bankruptcy court, or in any other manner acquire an investment in, joint venture or control of the property, unless Broker is paid a commission at closing as per separate agreement with Seller.

This agreement will expire two years from the date hereof.

## III. Governing Law

This Agreement shall be governed and construed in accordance with the laws of the State of Alabama.

If you are a broker, or a principal desiring to include an outside broker, contact the listing agent directly for a Buyer and Buyer's Broker Confidentiality & Commission Agreement.

Accepted and agreed to this \_\_\_\_\_ day \_\_\_\_\_ of , 20\_\_.

Receiving Party \_\_\_\_\_

Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

### **MARGARET BLANTON**

V.P. Self Storage Group  
404-876-1640 x166  
Margaret@BullRealty.com

### **MICHAEL BULL, CCIM**

Commercial Real Estate Advisor  
404-876-1640 x101  
Michael@BullRealty.com  
AL License #: 000083872-0

### **BULL REALTY, INC.**

50 Glenlake Parkway, Suite 600  
Atlanta, GA 30328  
BullRealty.com  
AL License #: 000083871-0