Jolain's All Secure Storage

2-Property Portfolio | Ephrata, WA

SELF STORAGE INVESTMENT OPPORTUNITY

PRESENTED BY

RYAN LAYTON
AREA CRE
509-435-2424
rlayton@areanw.com

GREG MEAGER
AREA CRE
509-795-4431
greg@areanw.com

AMERICAN REAL ESTATE ASSOCIATES

ARGUS
SELF STORAGE ADVISORS





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Introduction

JOLAIN'S ALL SECURE STORAGE



Meet Our Team

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Brokerage & Advisory Team



Ryan Layton
Broker



Greg Meager
Broker

Argus Advisory Team



Ben Vestal
President



Cole Carosella
Vice President



Matthew Cox
Director - Brokerage Operations

Argus Support Team



Amy Hitchingham
Executive Vice President



Alexanna Alary
Client Relationship Manager



Annalise Green
Marketing Coordinator

The Argus Advantage

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Since 1994, Argus Self Storage Advisors has been the only national network of commercial real estate brokers who specialize in self storage properties. Argus assists buyers and sellers of self storage real estate by combining the knowledge and expertise of a local broker with the exposure of our national sales and marketing program. Through our National Network of Broker Affiliates, Argus aims to assist buyers and sellers by helping complete real estate transactions in a timely manner and provide a best in class service to our clients. Since its beginning, Argus has completed self storage transactions totaling over $7 Billion.



1994

Year of Foundation



16-Time Winner

of "Best Real Estate Brokerage" in the ISS Best of Business Poll



94.6% AVG

Argus has achieved an average of 94.6% of asking price for our clients



$7 Billion

Total Self Storage Transaction History



40

Argus Broker Affiliates Nationwide



2,500+

Completed Transactions

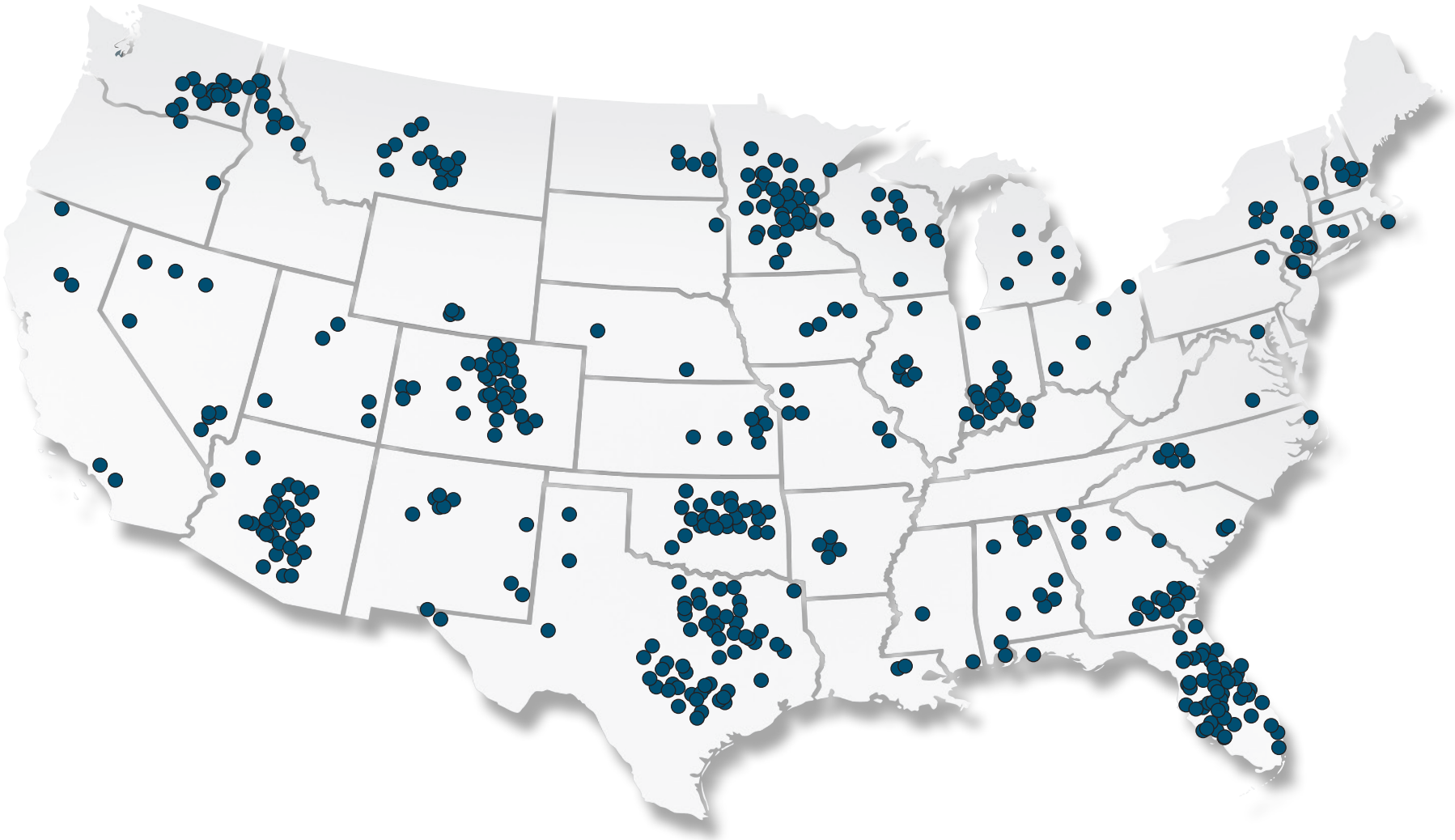
Recent Argus Transactions

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$2.5 Billion
Sales Volume

525 +
Transactions

35 States
Active Sales



National Reach | Local Expertise | Proven Results

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Property Overview

JOLAIN'S ALL SECURE STORAGE



Offering Summary

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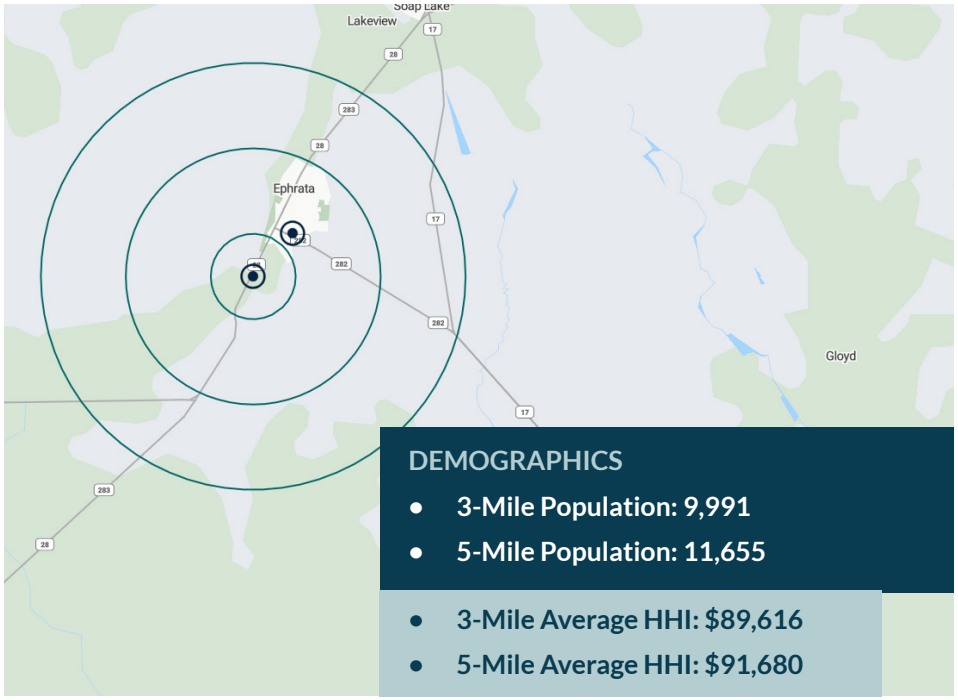
LIST PRICE: $7,250,000

General Description

Jolain's All Secure Storage is a well-maintained self-storage property located in Ephrata, WA, offering an attractive combination of quality construction, functionality, and convenient accessibility. The property features durable steel storage buildings complemented by paved asphalt drive aisles, providing customers with easy access to their individual storage units. The facility's clean appearance, quality improvements, and thoughtfully designed layout distinguish it as one of the premier self-storage properties within a 10-mile radius. The steel construction provides long-term durability and reduced maintenance requirements, while the asphalt drive aisles enhance the overall customer experience. These desirable physical characteristics position Jolain's All Secure Storage as a highly competitive storage facility within the local market.

Situated in the heart of Grant County, Ephrata serves as an established residential, agricultural, and commercial community in Central Washington. As the county seat, Ephrata benefits from a stable employment base supported by government services, agriculture, healthcare, education, and local businesses. The surrounding region's agricultural operations, residential neighborhoods, and small-business activity contribute to demand for convenient storage solutions, including household belongings, recreational equipment, business inventory, and seasonal items. With convenient access to State Route 28 and regional transportation corridors, Ephrata provides connectivity to nearby communities throughout the Columbia Basin. Jolain's All Secure Storage is well-positioned to serve this established market, offering investors an attractive self-storage asset with quality physical improvements and a competitive position within the surrounding trade area.

Property Details	
Acreage:	1.72 acre (Basin St.) + 10.91 acres (Orchard Ave.)
Year Built:	2006
Renovation/Expansion:	2012 / 2015 / 2017
Rentable Square Feet:	140,982
Land For Expansion:	+/- 5 Acres
Total Units:	450



DEMOGRAPHICS

- **3-Mile Population: 9,991**
- **5-Mile Population: 11,655**
- **3-Mile Average HHI: $89,616**
- **5-Mile Average HHI: $91,680**

TWO SEPARATE LOCATIONS currently 98% occupied and includes an additional +/- 5 acres of expansion land.

SELLER FINANCING AVAILABLE in a tough lending environment. Terms Negotiable.

PRICED BELOW REPLACEMENT COST at $74/RSF of enclosed storage. 53,080 RSF of buildings are all steel, 44,235 RSF of buildings are wood framed and steel wrapped. Drive isles are all asphalt with pin pad gated access.

ADDITIONAL INCOME INCLUDES 2 billboard signs, a 1,500 SF apartment at the Orchard Ave property and a 4,200 SF home at the Basin Street property.

CURRENT RENTS are at .40/RSF in a .61/RSF market. Nearest competitor is at .58/RSF. Jolain's All Secure Storage are the best quality facilities within a 10 mile radius.

Location Map

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Area Map

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Property Photos - Basin St

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Property Photos - Orchard Ave

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Financial Analysis

JOLAIN'S ALL SECURE STORAGE



Annualized Revenue & Operating Expenses

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Revenue	T-12 Adjusted	T-12 Adjusted
Potential Gross Rental Income	656,220	656,220
Vacancy Discounts vs. Potential Gross Rental Income	(101,540)	(101,540)
Gross Rental Income	**$554,680**	**$554,680**
Apartment J-2	0	1,200
House	0	24,000
Warehouse	0	10,800
Late/Admin/Other Fee Income	2,500	2,500
Effective Gross Revenue	**$557,180**	**$593,180**

Operating Expenses	2025	2026 Adjusted
Marketing & Advertising	3,588	3,588
Insurance	9,524	9,524
Dues/Subscriptions & Licenses/Permits	4,600	4,600
Off-Site Management Fees	20,000	20,000
Office/Site Supplies	3,700	3,700
On-Site Management & Payroll	35,000	35,000
Repairs & Maintenance	9,500	9,500
Real Estate Taxes	50,997	50,997
Telephone & Internet	2,132	2,132
Utilities	6,305	6,305
Software	4,884	4,884
Total Operating Expenses	**$150,230**	**$150,230**
Expense Ratio	27%	25%
Net Operating Income	**$406,950**	**$442,950**

Proforma Assumptions

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Operating Assumptions		Key Metrics	
Storage Square Footage	88,170	Current Unit Occupancy	0%
RV/Boat/Parking Square Footage	38,400	Current SF Occupancy	98%
House Square Footage	4,212	Current Economic Occupancy	85%
Warehouse Square Footage	1,680		
Covered Parking Square Footage	7,020		
Apt Square Footage	1,500		
Year 1 Annual Street Rate Increases	15%		
Year 2 Annual Street Rate Increases	3%		
Year 3 Annual Street Rate Increases	3%	Acquisition $/SF	$78
Year 4 Annual Street Rate Increases	3%	Future Sale $/SF	$105
Year 5 Annual Street Rate Increases	3%		
Average Economic Occupancy Percentage		Average Storage Unit Size	251 SF
-Year 1	94%	Average Parking Unit Size	480 SF
-Year 2	98%	Average Office Unit Size	4212 SF
-Year 3	98%	Average Warehouse Unit Size	420 SF
-Year 4	98%		
-Year 5	98%		
Trailing Storage Potential Gross Rental Income	$539,700	Storage $/SF Rates	$0.51
Trailing RV/Boat/Parking Potential Gross Rental Income	$43,200	RV/Boat/Parking $/SF Rates	$0.09
Trailing House Potential Gross Rental Income	$24,000	House $/SF Rates	$0.47
Trailing Warehouse Potential Gross Rental Income	$10,800	Warehouse $/SF Rates	$0.54
Trailing Covered Parking Potential Gross Rental Income	$26,520	Covered Parking $/SF Rates	$0.31
Trailing Apt Potential Gross Rental Income	$12,000	Apt $/SF Rates	$0.67
Operating Expense Inflationary Increases	2%		
Management Fees as Percentage Total Revenue	5%		
Capital Reserves Per Square Foot	$0.10		
Acquisition & Disposition Assumptions		**Key Metrics**	
Acquisition Cap Rate	6.11%	Current Property Value	$7,249,591
Future Sale Cap Rate	7.00%	Projected Future Property Value	$9,711,920
Loan to Value	60.00%	Loan Amount	$4,349,755
Loan Origination Fees	2.00%	Loan Origination	$86,995
Financing Assumptions	**Traditional Financing**	**Interest Only**	
Interest Rate	7.00%	4 Years I/O	
Loan Amount	$4,349,755	$4,349,755	
Annual Loan Payments	$366,778	$304,483	
Remaining Unpaid Loan Balance	$4,258,371	$4,349,755	

Five Year Proforma

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Revenue	T-12 Adjusted	Year 1	Year 2	Year 3	Year 4	Year 5
Blended Asking $/SF Rental Rates	**$0.42**	**$0.48**	**$0.50**	**$0.51**	**$0.53**	**$0.54**
Blended Achieved $/SF Rental Rates	**$0.33**	**$0.47**	**$0.50**	**$0.52**	**$0.53**	**$0.55**
Potential Gross Rental Income	656,220	754,653	777,293	800,611	824,630	849,369
Vacancy Discounts vs. Potential Gross Rental Income	(101,540)	(45,279)	(15,546)	(16,012)	(16,493)	(16,987)
Gross Rental Income	**554,680**	**709,374**	**761,747**	**784,599**	**808,137**	**832,381**
Apartment J-2	1,200	1,236	1,273	1,311	1,351	1,391
House	24,000	24,720	25,462	26,225	27,012	27,823
Warehouse	10,800	11,124	11,458	11,801	12,155	12,520
Late/Admin/Other Fee Income	2,500	2,575	2,652	2,732	2,814	2,898
Effective Gross Revenue	**$593,180**	**$749,029**	**$802,591**	**$826,669**	**$851,469**	**$877,013**
Operating Expenses	**2026 Adjusted**					
Marketing & Advertising	3,588	3,660	3,733	3,808	3,884	3,961
Insurance	9,524	9,714	9,909	10,107	10,309	10,515
Dues/Subscriptions & Licenses/Permits	4,600	4,692	4,786	4,882	4,979	5,079
Off-Site Management Fees	20,000	37,451	40,130	41,333	42,573	43,851
Office/Site Supplies	3,700	3,774	3,849	3,926	4,005	4,085
On-Site Management & Payroll	35,000	35,700	36,414	37,142	37,885	38,643
Repairs & Maintenance	9,500	9,690	9,884	10,081	10,283	10,489
Real Estate Taxes	50,997	52,017	53,057	54,118	55,201	56,305
Telephone & Internet	2,132	2,175	2,218	2,262	2,308	2,354
Utilities	6,305	6,431	6,560	6,691	6,825	6,961
Software	4,884	4,982	5,081	5,183	5,287	5,392
Total Operating Expenses	**$150,230**	**$170,286**	**$175,621**	**$179,535**	**$183,539**	**$187,635**
Expense Ratio	25%	23%	22%	22%	22%	21%
Capital Reserves	0	8,817	8,993	9,173	9,357	9,544
Net Operating Income	**$442,950**	**$569,926**	**$617,977**	**$637,961**	**$658,574**	**$679,834**

Internal Rate of Return

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Unleveraged Financial Summary		Year 1	Year 2	Year 3	Year 4	Year 5
Net Operating Cash Flow		569,926	617,977	637,961	658,574	679,834
Acquisition	(7,249,591)					
Residual Value Year 5						9,711,920
Total Cash Flow Before Taxes	**-$7,249,591**	**$569,926**	**$617,977**	**$637,961**	**$658,574**	**$10,391,754**
Return on Investment		**8%**	**9%**	**9%**	**9%**	**43%**
				Unleveraged IRR		**13.80%**

Leveraged Financial Summary		Year 1	Year 2	Year 3	Year 4	Year 5
Net Operating Cash Flow		569,926	617,977	637,961	658,574	679,834
Acquisition	(7,249,591)					
Loan Principal	4,349,755					
Loan Origination Fees and Costs	(86,995)					
Debt Service (Principal and Interest)		(304,483)	(304,483)	(304,483)	(304,483)	(366,778)
Residual Value Year 5						9,711,920
Residual Remaining Loan Value						(4,258,371)
Total Cash Flow Before Taxes	**-$2,986,831**	**$265,443**	**$313,494**	**$333,479**	**$354,091**	**$5,766,605**
Return on Investment		**9%**	**10%**	**11%**	**12%**	**93%**
				Leveraged IRR		**21.22%**

Unit Mix & Scheduled Income

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Type	W	L	Unit SF	# of Units	Total RSF	Rental Rate	Monthly	Annual
Enclosed Storage	5	10	50	12	600	$60	$720	$8,640
Enclosed Storage	5	15	75	12	900	$70	$840	$10,080
Enclosed Storage	8	10	80	6	480	$80	$480	$5,760
Enclosed Storage	10	10	100	31	3,100	$70	$2,170	$26,040
Enclosed Storage	10	15	150	57	8,550	$80	$4,560	$54,720
Enclosed Storage	8	20	160	6	960	$100	$600	$7,200
Enclosed Storage	10	20	200	76	15,200	$100	$7,600	$91,200
Enclosed Storage	10	25	250	1	250	$100	$100	$1,200
Enclosed Storage	10	30	300	78	23,400	$135	$10,530	$126,360
Enclosed Storage	12	30	360	27	9,720	$135	$3,645	$43,740
Enclosed Storage	12	40	480	2	960	$250	$500	$6,000
Outside Parking	12	40	480	80	38,400	$45	$3,600	$43,200
Covered Parking	12	45	540	13	7,020	$170	$2,210	$26,520
Enclosed Storage	12	45	540	32	17,280	$300	$9,600	$115,200
Enclosed Storage	12	50	600	2	1,200	$260	$520	$6,240
Enclosed Storage	14	40	560	7	3,920	$330	$2,310	$27,720
Enclosed Storage	15	55	825	2	1,650	$400	$800	$9,600
Warehouse	14	30	420	4	1,680	$225	$900	$10,800
House J-1	52	81	4,212	1	4,212	$2,000	$2,000	$24,000
Apt- J-2	30	50	1,500	1	1,500	$100	$1,000	$12,000

Storage				**351**	**88,170**		**$44,975**	**$539,700**
RV/Boat/Parking				**80**	**38,400**		**$3,600**	**$43,200**
House				**1**	**4,212**		**$2,000**	**$24,000**
Warehouse				**4**	**1680**		**$900**	**$10,800**
Covered Parking				**13**	**7020**		**$2,210**	**$26,520**
Apartment				**1**	**1500**		**1000**	**12000**
Grand Total				**450**	**140,982**		**$54,685**	**$656,220**

Market Overview

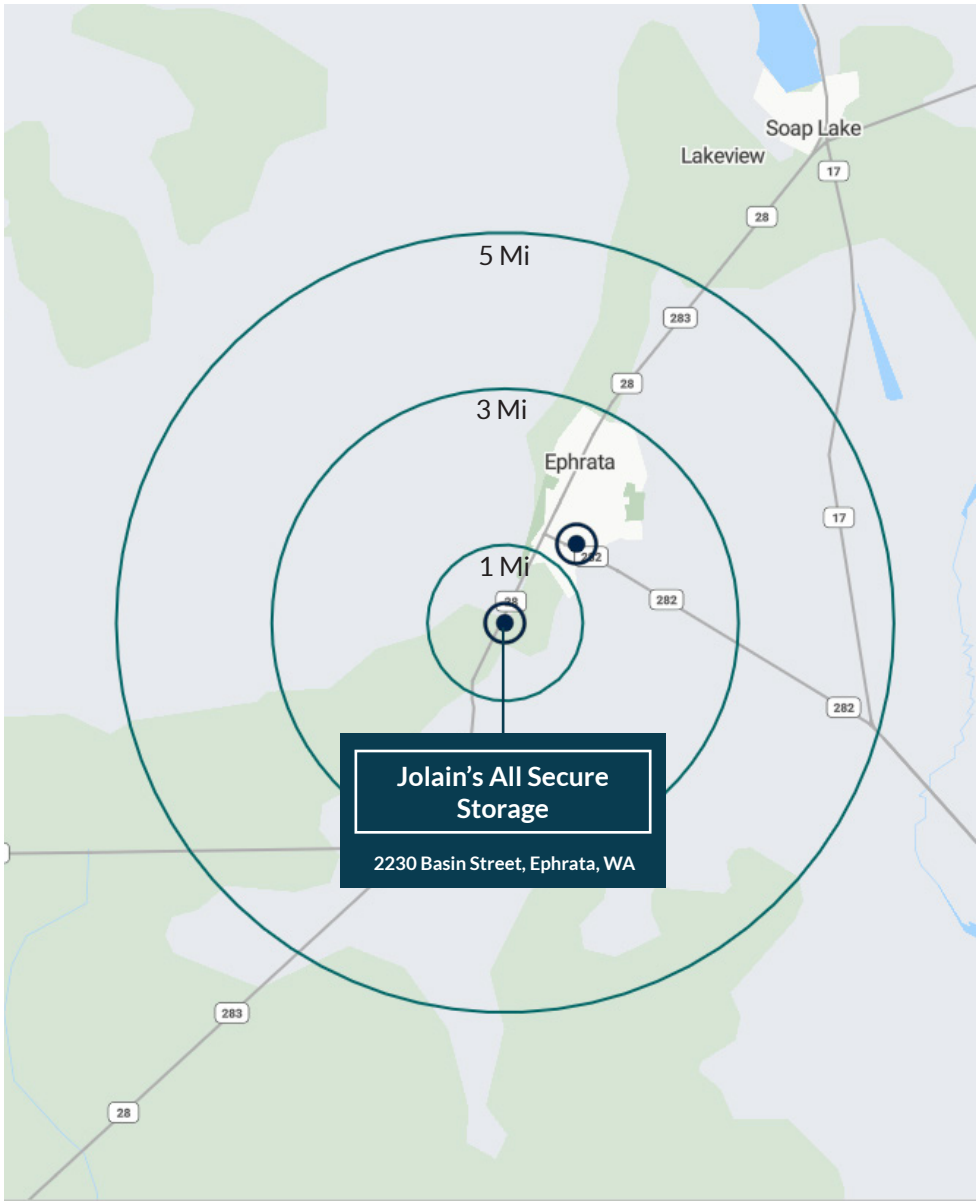
JOLAIN'S ALL SECURE STORAGE



Demographics

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	0 - 1 mi	0 - 3 mi	0 - 5 mi
Population			
2036 Forecast	643	11,024	12,894
2031 Projection	611	10,412	12,167
2026 Estimate	594	9,991	11,655
Households			
2036 Forecast	261	4,012	4,598
2031 Projection	248	3,783	4,334
2026 Estimate	240	3,629	4,151
Median Household Income	$71,623	$75,425	$75,918
Average Household Income	$80,810	$89,616	$91,680
2026 Estimated Per Capita Income	$34,184	$33,227	$33,290
Occupied Housing Units	94%	94%	94%
Owner-Occupied	60%	62%	64%
Renter-Occupied	34%	32%	30%
Self Storage Market Data (YardiMatrix & Tract IQ)			
Total Rentable SF	-	168,479	168,479
SF per Capita	-	16.86	14.46



Rent Comparables

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1. Beezley Stor-All Llc (0.01 Mi)

Unit Size	On-Site Rate	PSF
10x10 Drive Up	$75.00	$0.75
10x15 Drive Up	$85.00	$0.57
10x20 Drive Up	$95.00	$0.48
		-



2. Yenney Storage (0.05 Mi)

Unit Size	On-Site Rate	PSF
10x15 Drive Up	$95.00	$0.63
10x20 Drive Up	$108.00	$0.54

Rent Comparables



3. Basin Storage LLC (1.55 Mi)

Unit Size	On-Site Rate	PSF
10x15 Drive Up	$65.00	$0.43

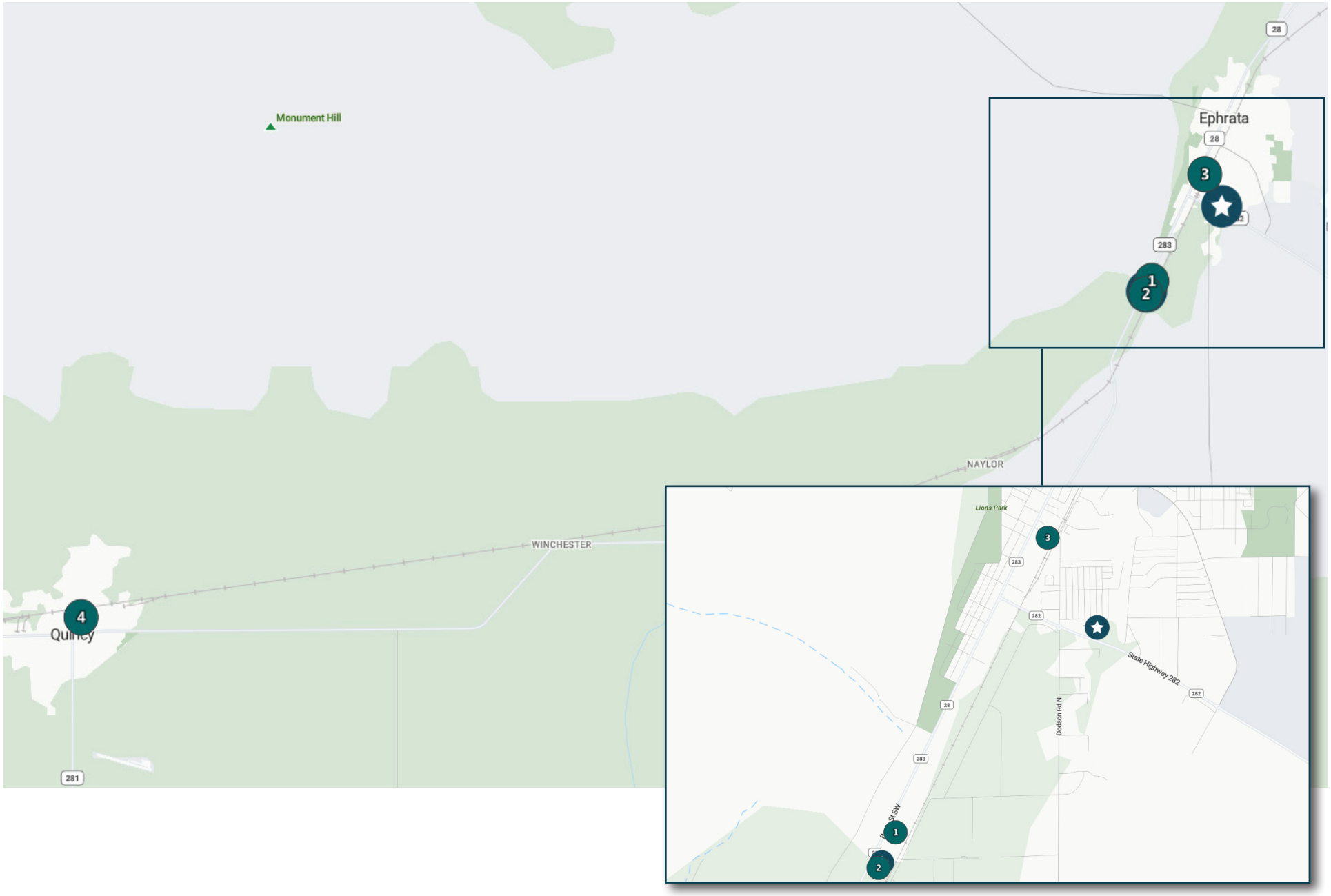


4. B Street Storage (13.63 Mi)

Unit Size	On-Site Rate	PSF
5x8 Drive Up	$30.00	$0.75
10x10 Drive Up	$65.00	$0.65
10x16 Drive Up	$105.00	$0.66
10x20 Drive Up	$130.00	$0.65

Competitor Map

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Broker Information

JOLAIN'S ALL SECURE STORAGE



Notable Clients

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RYAN LAYTON

AREA Commercial Real Estate
4200S. Cheney Spokane Road, Spokane, WA 99224
509-435-2424
rlayton@areanw.com

Ryan Layton is the Designated Broker and President of American Real Estate Associates, Inc. in Spokane, Washington. His territory coverage is Washington and Northern Idaho. Ryan's diverse and extensive background in Business Operations along with Self-Storage ownership helps to bring a full understanding of how real estate decisions affect his client's bottom line.

Ryan is knowledgeable on all aspects of commercial Real Estate including Self-Storage, Industrial, Multi-Family, and Office Leasing. He represents owners and buyers while guiding them through each transaction. He conducts business with the highest integrity while conveying his high energy, enthusiasm, and exceptional professional work ethic in assisting with the identification and fulfillment of real estate needs. He is a proactive problem solver with a proven track record. In his free time, Ryan enjoys golfing, water/snow skiing, BBQing, and HS wrestling coaching.

- Member of the Washington State Commercial Brokers Association (CBA)
- Board Member Washington State Self Storage Association (WASSA)
- Northeast Washington/Idaho Argus Self Storage Advisor
- $150 Million in Self Storage Transactions (2022-2023)
- Owner of $68.5M Investment Real Estate (Self Storage, Retail, Office, and Daycare)
- Designated Broker in Washington State and Idaho



GREG MEAGER

AREA Commercial Real Estate
4200S. Cheney Spokane Road, Spokane, WA 99224
509-795-4431
greg@areanw.com

Greg Meager is a Managing Broker at American Real Estate Associates, Inc. and started his Commercial Real Estate career in 2016.

Greg spent the first four years of his real estate career assisting in the expansion of a large multifamily portfolio through acquisitions and property management. Within that same real estate portfolio, Greg also assisted with the leasing of office and retail space. Greg has been with American Real Estate Associates since 2020 and has applied himself to learn all aspects of the self-storage industry.

Greg conducts business with the utmost transparency, integrity, and enthusiasm. He is focused on working with buyers and sellers of self-storage and other commercial investment properties to evaluate how to get the most out of their properties.

- Member of the Washington State Commercial Brokers Association
- Member of Spokane Traders Club (Board Member 2017-2020, President 2020)
- CCIM Candidate

Confidentiality & Disclaimer

Argus Self Storage Advisors (Broker) is not the listing agent for this property and offers to buy or sell this property can only be made through the listing agent. The Seller is the owner, or the authorized agent of the owner, of the property offered for sale and the subject of the listing agreement between Broker and Seller.

Disclaimer: Neither the Seller, Owner, nor Broker represents, warrants, either by implication nor express statement, the accuracy or completeness of the information contained in this property presentation.

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FOR FURTHER INFORMATION, PLEASE CONTACT:
Argus Self Storage Advisors
5460 S. Quebec St., Suite 100
Greenwood Village, CO 80111

www.argus-selfstorage.com
info@argus-realestate.com
800-55-STORE

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