

OFFERING MEMORANDUM

CALL FOR OFFERS: February 11th | 11,846 NRSF | 271 Units | Shelton, CT



Shelton Storage Solutions

Exclusively Listed By Urow Real Estate



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Table of Contents

01



EXECUTIVE SUMMARY

Executive Overview, Investment Highlights, Property Summary

02



UNIT MIX

Market Rental Rates Analysis, Unit Mix

03



FINANCIALS

Cash Flow Projection

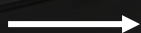
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MARKET OVERVIEW

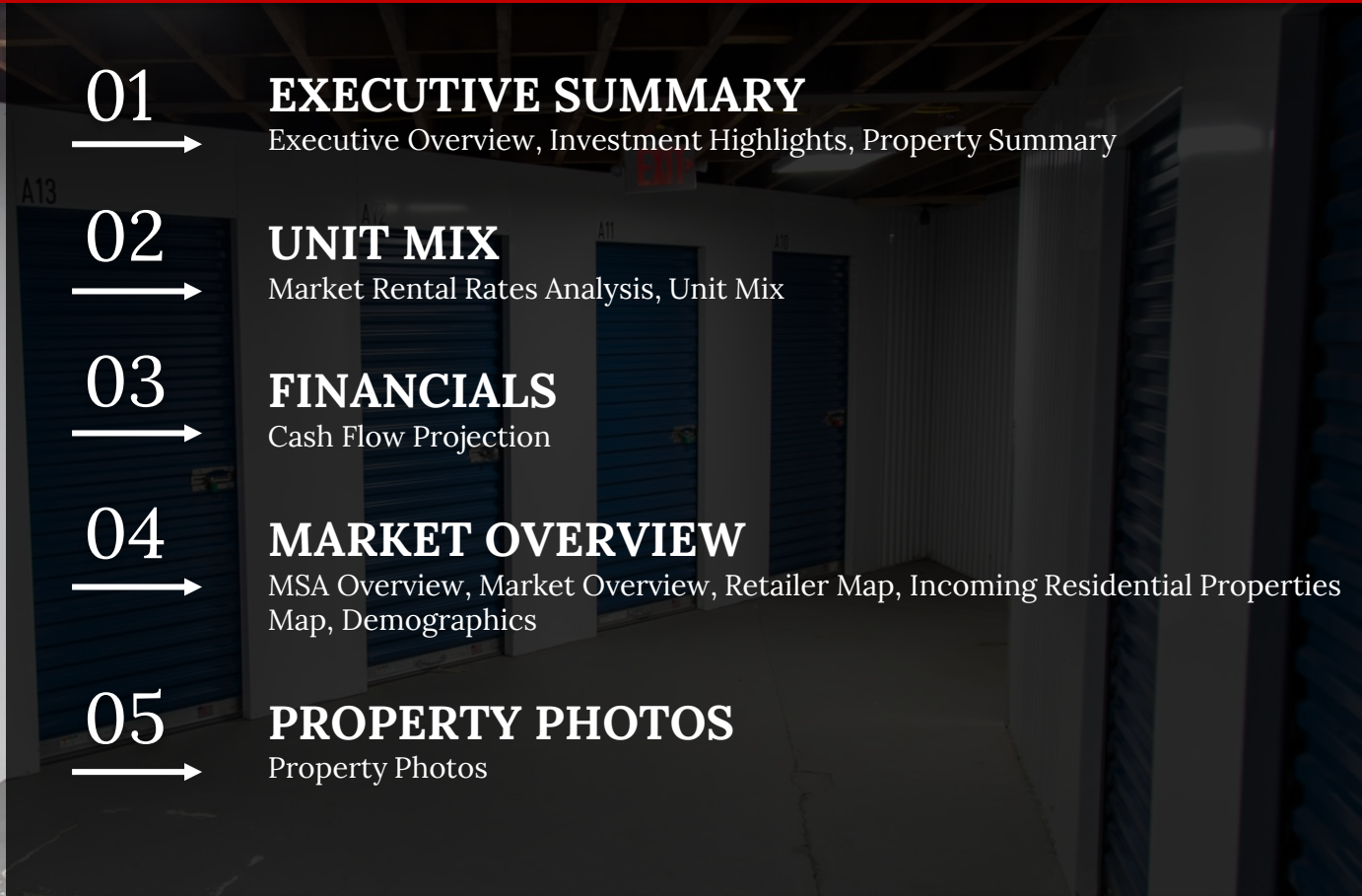
MSA Overview, Market Overview, Retailer Map, Incoming Residential Properties Map, Demographics

05



PROPERTY PHOTOS

Property Photos



Shelton Storage Solutions



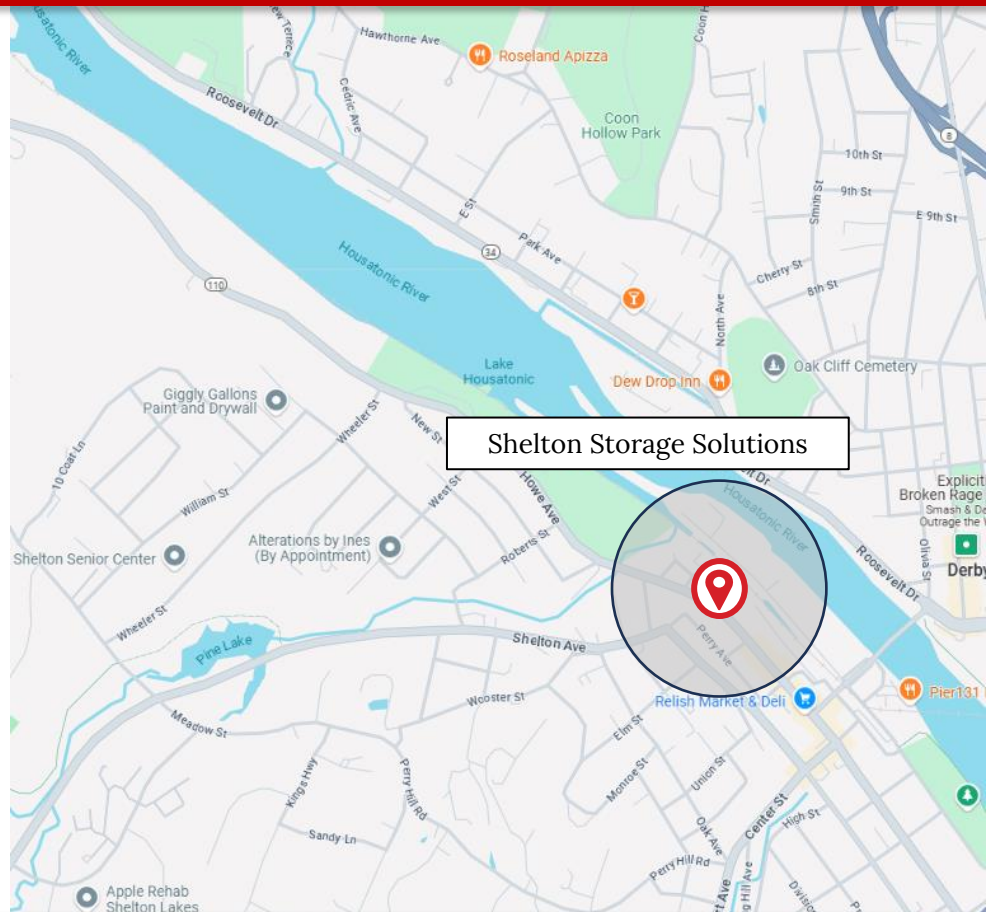
EXECUTIVE SUMMARY



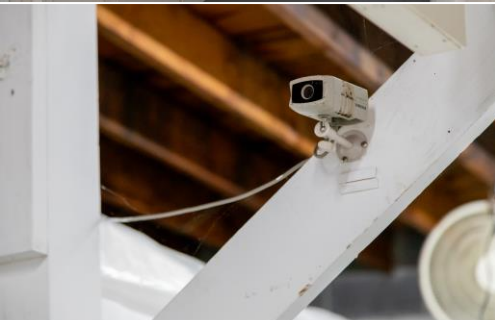
Executive Overview

This is an exclusive opportunity to acquire Shelton Storage Solutions, a 11,846 NRSF portfolio, featuring 247 Drive-Up Non-Climate Controlled and 24 Interior Climate Controlled units in total. Shelton Storage Solutions offers a plethora of different unit sizes to fit a variety of different client needs, along with truck rental services for all moving needs.

Property Name	Shelton Storage Solutions
Address	583 Howe Ave, Shelton, CT 06484
Land Size	0.54 Acre
Total NRSF	11,846 NRSF
Total Units	271
Drive Up Non-Climate Controlled	247
Indoor Climate Controlled	24
Occupancy % (Units / SF)	46.1%
Economic Occupancy % (Year 1)	55.7%
Number of Buildings	2
Year Built	1900
Annual Average Daily Traffic (AADT)	10,900



Investment Highlights



Demographic Advantage

Densely populated with 100,326 people and household median income of \$99,915 and average household income of \$128,211 in a 5-mile radius.

Population Growth

The population in the areas are expected to grow by more than 4.5%.

Strong Demand Potential

Supply stands at 3.42 NRSF per capita in the 5-mile radius of the property.

High Traffic around the Facilities

The areas experience average annual daily traffic of more than 10,900.

Emerging Multi-Family Market

The development of 1,000+ new multi-family units in the vicinity.

Expansion Potential of Facility

The facility has the potential for additional square footage



Property Summary

County	Fairfield County, CT
APN	2023-1-0013044
# of Entries	3
Foundation	Concrete
Framing	Concrete / Brick / Vinyl Siding
Exterior	Section D: Sheetrock All Other Sections: Metal
Roof Type	Section D: Sheetrock All Other Sections: Metal
Fencing Type	Chain Link
Security System	24-hour video surveillance, coded gate entry, and perimeter fencing.
Signage	Yes
Facility Hours of Operation	Sun-Tue: 9:00 AM - 1:00 PM Wed: 9:00 AM - 3:00 PM Thur-Fri: 9:00 AM - 4:00 PM Sat: 9:00 AM - 3:00 PM
Recent Capital Expenditures	None

Property Details			
POPULATION (5-MILE):		100,326	
LAND SIZE (ACRES):		0.54	
NRSF:		11,846	
OCCUPANCY (UNITS / SF):		46.1%	
TOTAL UNITS:		271	
NUMBER OF BUILDINGS:		2	

Features and Amenities	
<ul style="list-style-type: none">• Humidity Control on All Units• Climate-Controlled Units• Video Surveillance• Online Bill Pay• Truck Rentals Available• Access Hours: Sun-Sat - 6:00 AM - 10:00 PM	
<ul style="list-style-type: none">• Dollies & Handcarts• Boxes & Supplies• Drive-Up Access• Interior Storage• Ground Floor	
 	

Shelton Storage Solutions

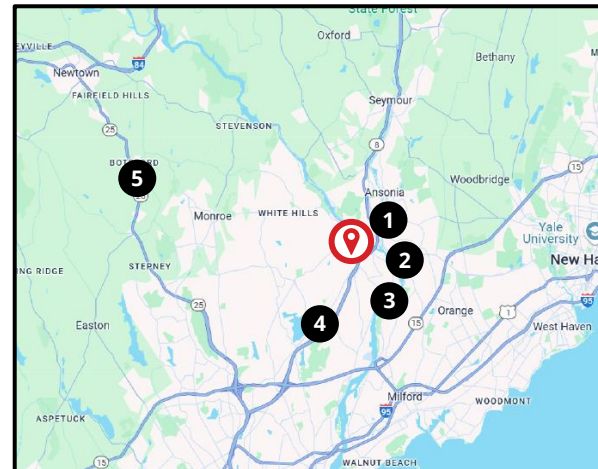


UNIT MIX



Market Rental Rates Analysis

				Climate Controlled			Non-Climate Controlled				
Address		Distance	Class	5x6	8x8	10x8	5x5	5x10	8x10	8x13	10x14
Shelton Storage Solutions				\$95	\$130	\$227	\$67	\$137	\$204	\$255	\$216
1	Storage Rentals of America	2.0 miles	B	-	-	-	\$74	\$108	-	\$110	\$220
2	LocalStorage	2.6 miles	B	-	-	-	\$99	\$149	\$168	\$230	\$278
3	Oakdale Self Storage	2.8 miles	B	-	\$136	\$274	-	-	-	-	-
4	Cubesmart Self Storage	4.1 miles	B	-	-	\$219	-	-	-	-	-
5	CubeSmart Self Storage	10.0 miles	B	-	-	-	\$88	\$108	\$115	\$158	\$211
Average:				\$95	\$136	\$246	\$87	\$122	\$142	\$166	\$236
Increase (Decrease) to Reach Market:				0%	5%	8%	30%	-11%	-31%	-35%	9%



Unit Mix (1 / 2)

Unit Details					
Type	Size	Total Units	Unit SF	Total SF	
Interior Climate Controlled	5 x 6	3	30	90	
Interior Climate Controlled	5 x 8	10	40	400	
Interior Climate Controlled	8 x 8	1	64	64	
Interior Climate Controlled	5 x 14	2	70	140	
Interior Climate Controlled	10 x 8	4	80	320	
Interior Climate Controlled	9 x 14	1	126	126	
Interior Climate Controlled	16 x 8	1	128	128	
Interior Climate Controlled	10 x 14	2	140	280	
Interior Non-Climate Controlled	5 x 3	1	15	15	
Interior Non-Climate Controlled	4 x 4	25	16	400	
Interior Non-Climate Controlled	6 x 3	1	18	18	
Interior Non-Climate Controlled	4 x 5	20	20	400	
Interior Non-Climate Controlled	8 x 3	3	24	72	
Interior Non-Climate Controlled	6 x 4	13	24	312	
Interior Non-Climate Controlled	5 x 5	21	25	525	
Interior Non-Climate Controlled	9 x 3	1	27	27	
Interior Non-Climate Controlled	6 x 5	6	30	180	
Interior Non-Climate Controlled	3 x 10	1	30	30	
Interior Non-Climate Controlled	5 x 6	14	30	420	
Interior Non-Climate Controlled	4 x 8	19	32	608	
Interior Non-Climate Controlled	7 x 5	2	35	70	
Interior Non-Climate Controlled	6 x 6	5	36	180	

Current Operating Metrics			
Occupancy %	In-Place By Unit Type	In-Place By PSF	In-Place GPI
66.7%	\$95	\$3.17	\$285
60.0%	\$116	\$2.90	\$1,160
100.0%	\$130	\$2.03	\$130
0.0%	\$221	\$3.16	\$442
75.0%	\$227	\$2.84	\$908
100.0%	\$385	\$3.06	\$385
100.0%	\$281	\$2.20	\$281
50.0%	\$305	\$2.18	\$610
0.0%	\$45	\$3.00	\$45
60.0%	\$41	\$2.53	\$1,013
0.0%	\$59	\$3.28	\$59
50.0%	\$56	\$2.79	\$1,116
0.0%	\$71	\$2.97	\$214
30.8%	\$58	\$2.40	\$748
38.1%	\$67	\$2.67	\$1,402
100.0%	\$60	\$2.22	\$60
16.7%	\$75	\$2.50	\$450
0.0%	\$80	\$2.67	\$80
50.0%	\$84	\$2.79	\$1,172
47.4%	\$68	\$2.12	\$1,288
0.0%	\$110	\$3.13	\$219
40.0%	\$103	\$2.86	\$515

Market			
Market By Unit Type	Market By PSF	Market GPR	% Over (Under) Market
\$95	\$3.17	\$285	0%
\$123	\$3.08	\$1,231	-6%
\$136	\$2.12	\$136	-4%
\$187	\$2.68	\$375	18%
\$246	\$3.08	\$985	-8%
\$247	\$1.96	\$247	56%
\$247	\$1.93	\$247	14%
\$254	\$1.82	\$508	20%
\$45	\$3.00	\$45	0%
\$41	\$2.53	\$1,013	0%
\$59	\$3.28	\$59	0%
\$56	\$2.79	\$1,116	0%
\$87	\$3.63	\$261	-18%
\$87	\$3.63	\$1,131	-34%
\$87	\$3.48	\$1,827	-23%
\$87	\$3.22	\$87	-31%
\$75	\$2.50	\$450	0%
\$80	\$2.67	\$80	0%
\$84	\$2.79	\$1,172	0%
\$68	\$2.12	\$1,288	0%
\$110	\$3.13	\$219	0%
\$103	\$2.86	\$515	0%



Unit Mix (2 / 2)

Unit Details				
Type	Size	Total Units	Unit SF	Total SF
Interior Non-Climate Controlled	4 x 9	1	36	36
Interior Non-Climate Controlled	9 x 4	1	36	36
Interior Non-Climate Controlled	5 x 8	13	40	520
Interior Non-Climate Controlled	4 x 10	2	40	80
Interior Non-Climate Controlled	6 x 7	4	42	168
Interior Non-Climate Controlled	5 x 9	14	45	630
Interior Non-Climate Controlled	6 x 8	20	48	960
Interior Non-Climate Controlled	5 x 10	12	50	600
Interior Non-Climate Controlled	6 x 9	6	54	324
Interior Non-Climate Controlled	5 x 11	2	55	110
Interior Non-Climate Controlled	7 x 8	4	56	224
Interior Non-Climate Controlled	4 x 14	1	56	56
Interior Non-Climate Controlled	6 x 10	1	60	60
Interior Non-Climate Controlled	10 x 6	1	60	60
Interior Non-Climate Controlled	9 x 7	2	63	126
Interior Non-Climate Controlled	7 x 9	1	63	63
Interior Non-Climate Controlled	8 x 8	15	64	960
Interior Non-Climate Controlled	13 x 5	1	65	65
Interior Non-Climate Controlled	6 x 11	1	66	66
Interior Non-Climate Controlled	8 x 10	2	80	160
Interior Non-Climate Controlled	10 x 8	1	80	80
Interior Non-Climate Controlled	16 x 5	1	80	80
Interior Non-Climate Controlled	8 x 13	2	104	208
Interior Non-Climate Controlled	9 x 12	1	108	108
Interior Non-Climate Controlled	14 x 8	1	112	112
Interior Non-Climate Controlled	16 x 8	3	128	384
Interior Non-Climate Controlled	10 x 14	1	140	140
Interior Non-Climate Controlled	25 x 25	1	625	625
		271	44	11,846

Current Operating Metrics			
Occupancy %	In-Place By Unit Type	In-Place By PSF	In-Place GPI
0.0%	\$96	\$2.67	\$96
0.0%	\$117	\$3.25	\$117
53.8%	\$97	\$2.43	\$1,261
50.0%	\$75	\$1.88	\$150
50.0%	\$62	\$1.48	\$248
50.0%	\$120	\$2.66	\$1,674
45.0%	\$125	\$2.61	\$2,507
25.0%	\$137	\$2.73	\$1,640
33.3%	\$130	\$2.41	\$780
100.0%	\$158	\$2.87	\$316
50.0%	\$165	\$2.95	\$660
0.0%	\$149	\$2.66	\$149
0.0%	\$171	\$2.85	\$171
100.0%	\$171	\$2.85	\$171
100.0%	\$174	\$2.75	\$347
0.0%	\$180	\$2.86	\$180
20.0%	\$129	\$2.02	\$1,935
100.0%	\$185	\$2.85	\$185
0.0%	\$208	\$3.15	\$208
50.0%	\$204	\$2.55	\$408
100.0%	\$177	\$2.21	\$177
100.0%	\$177	\$2.21	\$177
50.0%	\$255	\$2.45	\$510
100.0%	\$260	\$2.41	\$260
100.0%	\$180	\$1.61	\$180
100.0%	\$213	\$1.66	\$638
100.0%	\$216	\$1.54	\$216
100.0%	\$470	\$0.75	\$470
46.1%	\$105	\$2.40	\$28,412

Market			
Market By Unit Type	Market By PSF	Market GPR	% Over (Under) Market
\$96	\$2.67	\$96	0%
\$117	\$3.25	\$117	0%
\$97	\$2.43	\$1,261	0%
\$75	\$1.88	\$150	0%
\$62	\$1.48	\$248	0%
\$122	\$2.70	\$1,703	-2%
\$122	\$2.53	\$2,433	3%
\$122	\$2.43	\$1,460	12%
\$122	\$2.25	\$730	7%
\$122	\$2.21	\$243	30%
\$122	\$2.17	\$487	36%
\$122	\$2.17	\$122	22%
\$171	\$2.85	\$171	0%
\$171	\$2.85	\$171	0%
\$174	\$2.75	\$347	0%
\$180	\$2.86	\$180	0%
\$129	\$2.02	\$1,935	0%
\$185	\$2.85	\$185	0%
\$208	\$3.15	\$208	0%
\$142	\$1.77	\$283	44%
\$142	\$1.77	\$142	25%
\$143	\$1.78	\$143	24%
\$166	\$1.59	\$331	54%
\$166	\$1.53	\$166	57%
\$166	\$1.48	\$166	9%
\$197	\$1.54	\$592	8%
\$236	\$1.69	\$236	-9%
\$348	\$0.56	\$348	35%
\$103	\$2.36	\$27,929	2%



Shelton Storage Solutions



FINANCIALS



Cash Flow Projections

	T12	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue						
Gross Potential Rent	341,367	341,367	355,275	369,749	384,813	400,491
% Growth	-	-	4%	4%	4%	4%
Vacancy		(125,675)	(49,585)	(29,580)	(30,785)	(32,039)
Average Physical Occupancy		63%	86%	92%	92%	92%
Rental Variance to Market	-	-	-	-	-	-
% of GPR Less Vacancy	-	-	-	-	-	-
Concessions, Discounts, & Write-Offs		(25,452)	(21,093)	(13,471)	(14,020)	(14,591)
% of GPR		(7%)	(6%)	(4%)	(4%)	(4%)
Net Rental Income	\$159,790	\$190,241	\$284,597	\$326,699	\$340,009	\$353,861
% Growth		19%	50%	15%	4%	4%
Economic Occupancy		56%	80%	88%	88%	88%
Fee Income	-	13,691	17,147	18,625	19,369	20,144
Commercial & Other Income	-	-	-	-	-	-
Tenant Insurance Income	371	8,203	17,452	24,270	25,241	26,250
U-Haul Income (Net)	69,136	72,000	74,880	77,875	80,990	84,230
Retail Sales (Net)	1,533	6,794	10,164	11,668	12,143	12,638
Total Ancillary Income	\$71,040	\$100,688	\$119,643	\$132,437	\$137,743	\$143,262
Total Income	\$230,830	\$290,929	\$404,240	\$459,136	\$477,752	\$497,124
% Growth		26%	39%	14%	4%	4%
Expenses						
Advertising, Marketing, & Call Center	(766)	(4,939)	(5,137)	(5,342)	(5,556)	(5,778)
Credit Card Fees	(5,101)	(2,621)	(3,920)	(4,500)	(4,684)	(4,875)
Misc. Admin	(10,042)	(8,641)	(10,770)	(12,425)	(12,922)	(13,439)
Payroll	(76,050)	(55,000)	(57,200)	(59,488)	(61,868)	(64,342)
Property Insurance	(14,045)	(15,000)	(15,600)	(16,224)	(16,873)	(17,548)
Professional Fees	-	(1,000)	(1,040)	(1,082)	(1,125)	(1,170)
Property Management Fees	-	(14,546)	(20,212)	(22,957)	(23,888)	(24,856)
Real Estate Taxes	(14,618)	(15,057)	(15,659)	(16,285)	(16,937)	(17,614)
Repairs & Maintenance	(1,946)	(8,000)	(8,320)	(8,653)	(8,999)	(9,359)
Utilities	(17,868)	(18,000)	(18,720)	(19,469)	(20,248)	(21,057)
Total Operating Expenses	(\$140,435)	(\$142,804)	(\$156,578)	(\$166,425)	(\$173,098)	(\$180,038)
Net Operating Income (NOI)	\$90,396	\$148,125	\$247,662	\$292,711	\$304,654	\$317,085
% NOI Margin	39%	51%	61%	64%	64%	64%

Operating Assumptions

Revenue:

- **GPR** - Adjusting Rents to Current Market Rents
- **Vacancy** - Assumes 46.1% occupancy increases to 80% in Year 1 and stabilizes at 92% in Year 2
- **Rental Variance to Market** - Stabilizes in Year 1
- **Concessions, Discounts & Write- Offs** - 4.0% of Rental Income in Year 3
- **Economic Occupancy** - Stabilizes at 88% by Year 3
- **Fee Income** - Stabilizes at 5.7% of NRI by Year 3 (admin fees & late fees)
- **Commercial & Other Income** - None
- **Tenant Insurance Income** - \$10 net per policy and stabilizes at 75% penetration
- **U-Haul Income (Net)** - In line with T12 numbers
- **Retail Sales** - 3.5% of NRI (net)

Expenses:

- **Advertising, Marketing, Call Center** - \$4.9k advertising & marketing in Year 1 and market rate call center expenses
- **Credit Card Fees** - 1.5% of net revenues
- **Misc. Admin** - Market level
- **Payroll** - \$55k, operating as onsite management
- **Property Insurance** - Slight increase over historical numbers
- **Property Management Fees** - 5% of total income
- **Real Estate Taxes** - - Total purchase price multiplied by a 70% real estate allocation at current millage levy
- **Repairs & Maintenance** - Market level
- **Utilities** - Slight increase over historical numbers



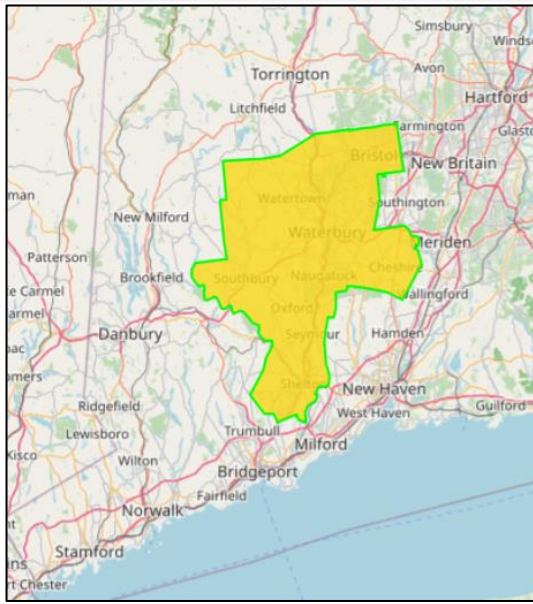
Shelton Storage Solutions



MARKET OVERVIEW



MSA Overview



The Waterbury-Shelton, CT MSA is one of the statistical areas designated by the Office of Management and Budget (OMB) in the state of Connecticut. This MSA includes New Haven County and is part of the larger New Haven-Hartford-Waterbury, CT Combined Statistical Area (CSA), which encompasses a significant portion of the state.

The Waterbury-Shelton MSA is home to several educational institutions like Post University in Waterbury, Naugatuck Valley Community College, University of Connecticut's Waterbury campus, along with various public and private schools, including Waterbury Public Schools and Shelton Public Schools, which serve the K-12 population. Healthcare is a significant sector in the Waterbury-Shelton area and includes Saint Mary's Hospital in Waterbury, Waterbury Hospital, Griffin Hospital in Derby and various specialized clinics and medical centers, including those focused on mental health and rehabilitation.

The economy of the Waterbury-Shelton MSA is diverse. The area has been known for its manufacturing sector, particularly in brass and other metals. The area has several shopping centers and retail establishments, as well as a growing hospitality sector.

Market Overview

Shelton is a city in Fairfield County, Connecticut. It is part of the Naugatuck Valley Planning Region.

Economy

Shelton's economy has evolved from its industrial past to a more diverse mix of businesses:

- Major employers include North Bay Hospital/Morton Plant, Baycare Behavioral Health, and several healthcare facilities
- Corporate offices for companies like Bic Corporation, Hubbell Incorporated, and Pitney Bowes are located in Shelton
- The city has attracted over 2 million square feet of corporate office space, developed by R.D. Scinto corporation
- Other notable companies with operations in Shelton include Cartier SA, PerkinElmer, and Sikorsky Aircraft Corporation

Education

Shelton's public school system includes:

- Shelton High School (grades 9-12)
- Shelton Intermediate School (grades 7-8)
- Perry Hill School (grades 5-6)
- Five primary schools for pre-kindergarten through fourth grade

Transportation








While specific transportation information is limited in the provided content, it's worth noting:

- The city lost its passenger train connection to the Seaboard Air Line Railway network in 1938
- Shelton's location in Fairfield County and proximity to major highways like Route 8 has contributed to its attractiveness for businesses and residents

MAJOR EMPLOYERS



METRICS (5-MILE RADIUS)

 100,326 2023 Population	 39,900 2023 Households	 4.5% Projected Population Growth	 27,201 Family Households
 33.9% Households Make \$125K or More a Year	 10.8% Five-Year median income Growth	 \$5.12B Annual GDP	 4,512 Undergraduate Students Enrolled
 48,046 Total Jobs	 \$1,031 Median Home Rent	 0.5% Five-Year Home Rent Growth	 15 Local Colleges and Universities

Retailer Map

APPROXIMATION TO SITE

Wooster Street Market	0.2 Mi
Relish Market & Deli	0.2 Mi
24/7 Express	0.4 Mi
Wells Fargo Bank	0.4 Mi
The Home Depot	0.9 Mi
Griffin Hospital	1.7 Mi
D'Addario Nissan	1.7 Mi
Curtiss Ryan Honda	1.8 Mi
ALDI	1.9 Mi
Lowe's Home Improvement	2.9 Mi
Big Y World Class Market	2.2 Mi
Walmart	2.5 Mi
Retail 101	2.7 Mi



Incoming Residential Properties

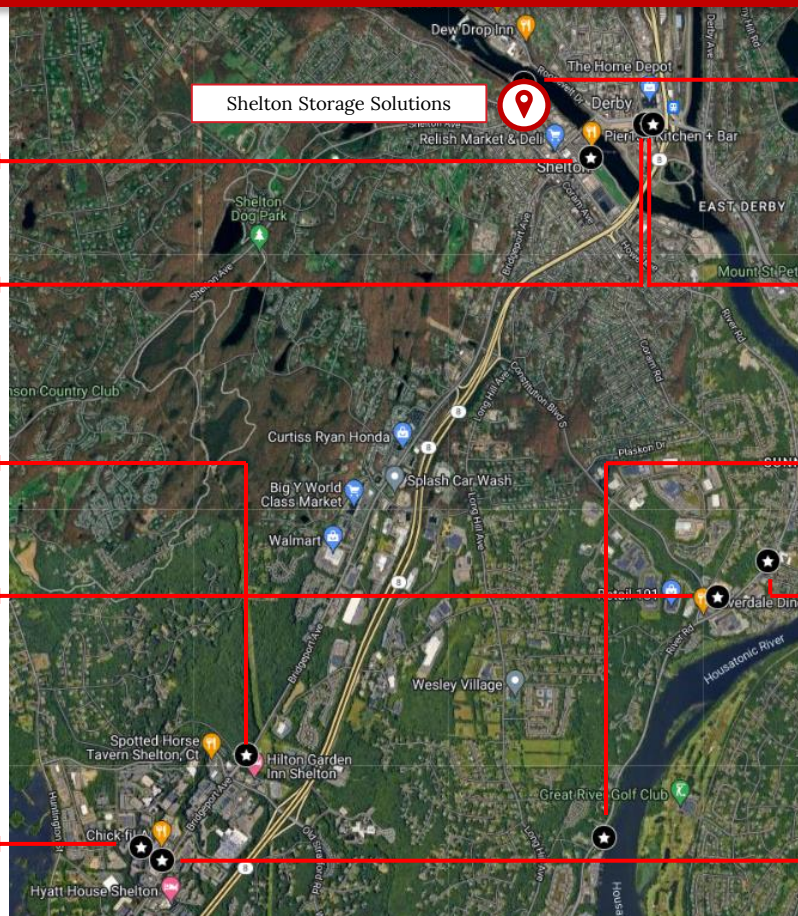
Development Units Riverview Park Royal 92
Start Date 2023-06-01
Project Stage Under Construction
Distance 0.34 Mi

Development Units Factory Square Development 203
Start Date 2021-11-01
Project Stage Pre-Construction/Negotiated
Distance 0.56 Mi

Development Units Towne Center at Shelter Ridge 375
Start Date 2021-04-05
Project Stage Final Planning
Distance 3.14 Mi

Development Units Petremont Lane Clock Tower Apartments 100
Start Date 2023-07-31
Project Stage Award
Distance 2.34 Mi

Development Units Elevate at Shelton 206
Start Date 2021-04-26
Project Stage Design
Distance 3.77 Mi



Development Units Cedar Village at the Locks 129
Start Date 2024-04-01
Project Stage Pre-Construction/Negotiated
Distance 0.11 Mi

Development Units Trolley Pointe 105
Start Date 2022-10-03
Project Stage Final Planning
Distance 0.59 Mi

Development Units Great Water River Water Club 110
Start Date 2024-09-03
Project Stage Pre-Construction/Negotiated
Distance 0.31 Mi

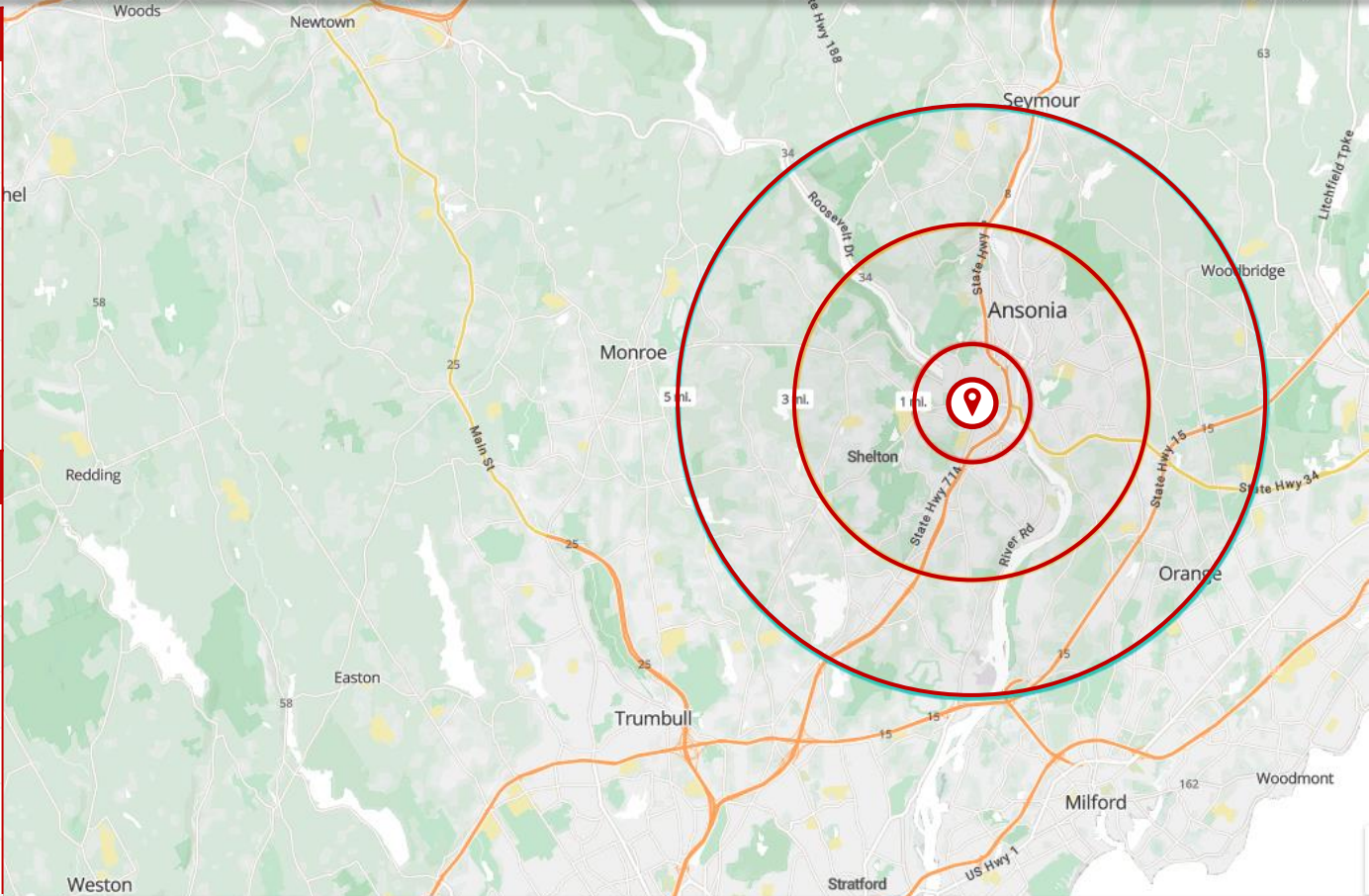
Development Units 435 River Road Apartments 152
Start Date 2024-11-29
Project Stage Design
Distance 2.30 Mi

Development Units Fountain Square Multi-Residential 140
Start Date 2024-05-01
Project Stage Award
Distance 3.79 Mi



Demographics (5-Mile Radius)

2023 SUMMARY	1-MILE	3-MILE	5-MILE
Population	12,901	54,539	100,326
Households	5,772	22,762	39,900
Median Household Size	2.37	2.50	2.64
Median Household Age	43.86	45.27	45.64
Median Household Income	\$69,856	\$79,486	\$99,915
Avg. Household Income	\$97,128	\$103,845	\$128,211
NRSF Per Capita	4.34	3.74	3.42
2028 SUMMARY	1-MILE	3-MILE	5-MILE
Population	13,508	56,996	104,837
Households	6,039	23,761	41,770
Median Household Size	2.37	2.50	2.65
Median Household Age	43.91	45.30	45.78
Median Household Income	\$72,573	\$81,890	\$102,775
Avg. Household Income	\$108,743	\$114,848	\$142,068
NRSF Per Capita	4.34	4.14	4.48



Shelton Storage Solutions



PROPERTY PHOTOS



Property Photos



Exclusively Listed by Urow Real Estate

Listing Agents



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