

OFFERING MEMORANDUM

Call for Offers: December 16th | Pricing Guidance: \$2,700,000 | 24,829 NRSF | 184 Units | Houma-Thibodaux, LA MSA



In Association with Scott Reid & ParaSell, Inc. | P: 949.942.6585 | A Licensed Louisiana Broker #BROK.995707070-CORP | Costa Mesa, California



ABCC Storage

Exclusively Listed By Urow Real Estate



SEAN RUHLMAN
Senior Associate

C: 727.504.1237
sean.ruhlman@urowrealestate.com

**In Association with Scott Reid & ParaSell, Inc. | P: 949.942.6585 | A Licensed Louisiana
Broker #BROK.995707070-CORP | Costa Mesa, California**

SCOTT REID
Broker - ParaSell, Inc.

scott@parasellinc.com
C: 949.942.6585
LA - #BROK.995705727-ACT



ZACHARY UROW
Founder / President

O: 813.668.3039
zachary@urowrealestate.com

FL - CQ1066885



Table of Contents

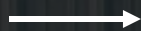
01



EXECUTIVE SUMMARY

Executive Overview, Investment Highlights, Property Summary, Expansion Plan

02



UNIT MIX

Market Rental Rates Analysis, Unit Mix

03



FINANCIALS

Cash Flow Projection

04



MARKET OVERVIEW

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

05



PROPERTY PHOTOS

Property Photos, Property Video





EXECUTIVE SUMMARY



Executive Overview

This is an exclusive opportunity to acquire ABCC Storage, a 24,829 NRSF, featuring 184 drive-up units, 2 apartment units, and 1 office unit. ABCC Storage offers a plethora of different unit sizes to fit a variety of different client needs.

Property NameABCC Storage

Address1133 Cottage Drive, Houma, LA 70360

Land Size1.671 Acres

Total Self Storage NRSF24,829 NRSF

Total Storage Units184

Apartments2

Office1

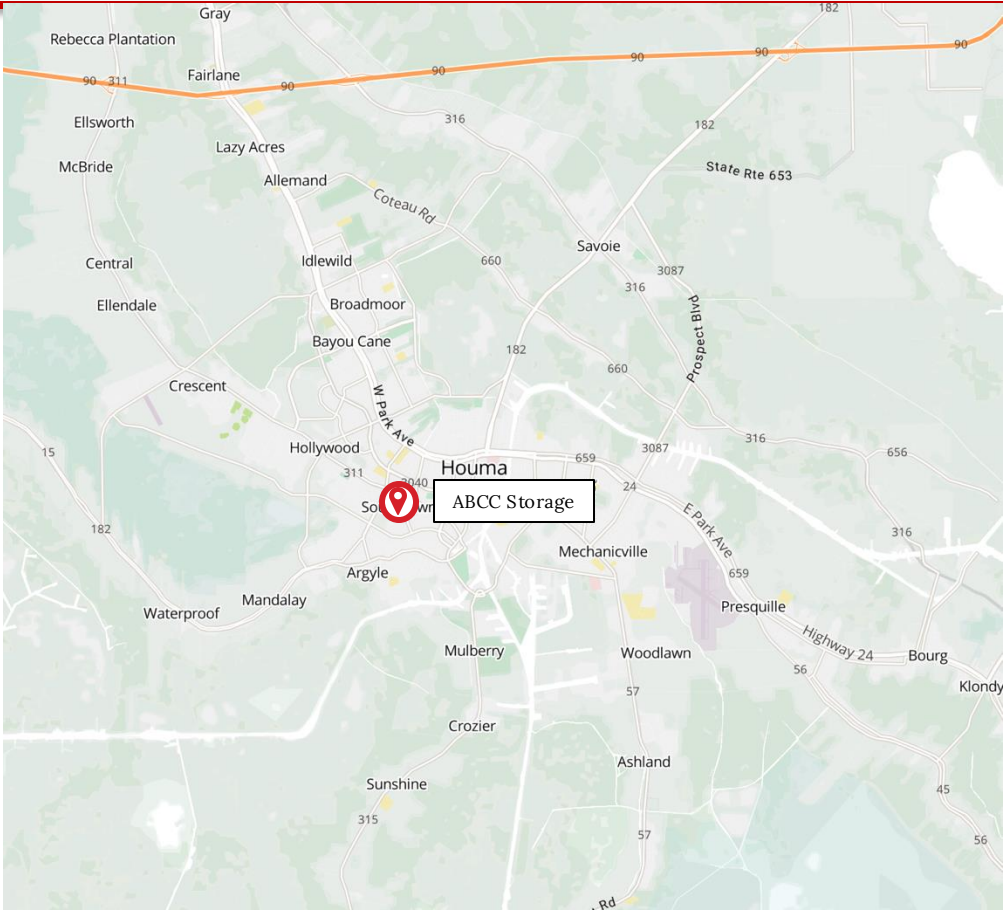
Occupancy % (Current)97.6%

Economic Occupancy % (Year 1)90.1%

Number of Buildings3

Year Built2000

Annual Average Daily Traffic14,500



Investment Highlights



Strong Physical Occupancy Rate

The facility is currently 97.6% physically occupied, providing consistent in-place cash flow and stable returns for investors.

Demographic Advantage

The property serves a population of over 40,000 residents with an average household income of \$71,058 within a 5-mile radius.

Strategic Location with High Traffic

Positioned along a corridor with an annual average daily traffic count of 14,500 vehicles, the facility benefits from strong visibility and accessibility.

Operational Stability with Upside

Current rents show room for growth relative to market averages, offering investors an opportunity to enhance revenue through rate adjustments while maintaining high occupancy.

Regional Economic Support

The Houma-Thibodaux MSA has a \$6 billion annual GDP and is anchored by resilient industries including energy, shipbuilding, healthcare, and retail.



Property Summary

County	Terrebonne County, LA
APN	60561
# of Entries	2
Foundation	Concrete
Framing	Metal
Exterior	Metal & Brick
Roof Type	Metal
Security System	Keypad Access, 24-hour Video Surveillance, Cameras
Signage	Yes
Facility Hours of Operation	Mon-Fri: 08:00am-08:00pm Sat-Sun: 10:00am-04:00pm

Property Details			
POPULATION (3-MILE):	40,298	LAND SIZE (ACRES):	1.67
NRSF:	24,829	OCCUPANCY (UNITS / SF):	96.2% / 97.6%
TOTAL UNITS:	184	NUMBER OF BUILDINGS:	3

Features and Amenities		
<ul style="list-style-type: none">• Drive-up Access• On-site Offices• On-site Apartments	<ul style="list-style-type: none">• Wide Drive Aisles• Climate Control• Security Cameras	<ul style="list-style-type: none">• High Occupancy• Well Maintained



ABCC Storage



UNIT MIX



Market Rental Rates Analysis

ID	PROPERTY	ESTIMATED NRSF	DRIVE DISTANCE	NON CLIMATE CONTROLLED		CLIMATE CONTROLLED				
				8x12	10x12	5x10	10x10	10x15	10x20	10x25
1	ABCC Storage 1133 Cottage Drive, Houma, LA 70360	24,829	-	\$78	\$85	\$75	\$117	\$144	\$184	\$188
2	U-Haul Moving & Storage of Houma 133 Monarch Dr, Houma, LA 70364	98,140	1.4 Miles	-	-	\$80	\$130	\$170	-	-
3	Westpark Storage 6767 West Park Avenue, Houma, LA 70364	115,793	1.7 Miles	\$115	-	\$99	\$139	\$185	\$219	\$275
4	Stuff N Storage 242 Enterprise Drive, Houma, LA 70360	23,063	1.7 Miles	-	-	\$110	\$135	\$180	\$210	-
5	Houma Lock Storage 1796 Grand Caillou Rd, Houma, LA 70363	45,707	4.2 Miles	-	-	\$85	\$110	\$135		
Average Market Rents				\$115	-	\$94	\$129	\$168	\$215	\$275
Subject Gap % to Reach Market Rents				48.4%	-	23.9%	9.7%	16.3%	16.4%	46.0%

“-” denotes unit size unavailable



Unit Mix

									CURRENT				MARKET			
TYPE	SIZE	SF / UNIT	TOTAL UNITS	UNITS RENTED	TOTAL NRSF	OCC. SF	TOTAL SF %	OCC SF %	CURRENT RENT/UNIT	PSF / MONTH	RENT / MONTH	RENT / YEAR	MARKET RENT / UNIT	PSF / MONTH	RENT / MONTH	RENT / YEAR
Climate Controlled	5x10	50	25	22	1250	1100	5.03%	88.00%	\$75	\$1.51	\$1,660	\$19,920	\$85	\$1.70	\$2,125	\$25,500
Climate Controlled	10x10	100	70	67	7000	6700	28.19%	95.71%	\$117	\$1.17	\$7,850	\$94,200	\$125	\$1.25	\$8,750	\$105,000
Climate Controlled	10x15	150	36	35	5400	5250	21.75%	97.22%	\$144	\$0.96	\$5,040	\$60,480	\$160	\$1.07	\$5,760	\$69,120
Climate Controlled	10x20	200	35	35	7000	7000	28.19%	100.00%	\$184	\$0.92	\$6,450	\$77,400	\$200	\$1.00	\$7,000	\$84,000
Climate Controlled	15x15	225	5	5	1125	1125	4.53%	100.00%	\$205	\$0.91	\$1,025	\$12,300	\$225	\$1.00	\$1,125	\$13,500
Climate Controlled	10x25	250	3	3	750	750	3.02%	100.00%	\$188	\$0.75	\$565	\$6,780	\$275	\$1.10	\$825	\$9,900
Climate Controlled	12x30	360	3	3	1080	1080	4.35%	100.00%	\$275	\$0.76	\$825	\$9,900	\$310	\$0.86	\$930	\$11,160
Climate Controlled	20x30	600	1	1	600	600	2.42%	100.00%	\$250	\$0.42	\$250	\$3,000	\$350	\$0.58	\$350	\$4,200
Drive Up	8x12	96	4	4	384	384	1.55%	100.00%	\$78	\$0.81	\$310	\$3,720	\$85	\$0.89	\$340	\$4,080
Drive Up	10x12	120	2	2	240	240	0.97%	100.00%	\$85	\$0.71	\$170	\$2,040	\$125	\$1.04	\$250	\$3,000
Storage Total		135	184	177	24,829	24,229	100.00%	97.58%	\$136	\$1.00	\$24,145	\$289,740	\$149	\$1.11	\$27,455	\$329,460
Non-Storage Units																
Apartment	1200x1	1,200	2	2	2,400	2,400	-	-	\$950	\$0.79	\$1,900	\$22,800	\$950	\$0.79	\$1,900	\$22,800
Office	800x1	800	1	1	800	800	-	-	\$570	\$0.71	\$570	\$6,837	\$570	\$0.71	\$570	\$6,837
Non-Storage Total		1,200	3	3	3,200	3,200	-	-	\$823	\$0.77	\$2,470	\$29,637	\$823	\$0.77	\$2,470	\$29,637
TOTALS			187	180	28,029	27,429	100%	97.86%	\$148	\$0.97	\$26,615	\$319,377	\$160	\$1.07	\$29,925	\$359,097





FINANCIALS



Cash Flow Projections

REVENUE	T-12	T-12 Adj.	YR 1	YR 2	YR 3	YR 4	YR 5
Scheduled Base Rental	\$329,460	\$329,460	\$339,344	\$349,524	\$360,010	\$374,410	\$393,131
Economic Occupancy	93%	93%	88%	88%	88%	88%	88%
Effective Gross Rental Income	\$306,926	\$306,926	\$298,432	\$307,385	\$316,607	\$329,271	\$345,735
Merchandise Income	\$55	\$55	\$2,984	\$3,074	\$3,166	\$3,293	\$3,457
Cost of Goods Sold	-	-	(\$1,432)	(\$1,475)	(\$1,520)	(\$1,581)	(\$1,660)
Ancillary Income (e.g. Admin, Late Fees)	\$1,310	\$1,310	\$6,876	\$7,083	\$7,295	\$7,562	\$7,887
Tenant Insurance Income	\$2,805	\$2,805	\$5,735	\$9,558	\$10,832	\$10,832	\$11,157
Truck Rental Income	-	-	-	-	-	-	-
Commercial Income	-	-	\$29,637	\$30,526	\$31,442	\$32,385	\$33,357
Concessions and Discounts	-	-	(\$7,377)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)
Effective Gross Income	\$311,096	\$311,096	\$334,856	\$351,151	\$362,823	\$376,763	\$394,934
OPERATING EXPENSES	T-12	T-12	YR 1	YR 2	YR 3	YR 4	YR 5
(Costs for) On-site Management	-	(\$24,000)	(\$24,000)	(\$24,720)	(\$25,462)	(\$26,225)	(\$27,012)
Repairs and Maintenance	(\$4,020)	(\$4,020)	(\$7,400)	(\$7,622)	(\$7,851)	(\$8,086)	(\$8,329)
Administration	-	-	(\$10,200)	(\$10,506)	(\$10,821)	(\$11,146)	(\$11,480)
Advertising	-	-	(\$5,000)	(\$5,150)	(\$5,305)	(\$5,464)	(\$5,628)
Bank Charges	-	-	(\$5,023)	(\$5,267)	(\$5,442)	(\$5,651)	(\$5,924)
Professional Fees	-	-	(\$1,800)	(\$1,854)	(\$1,910)	(\$1,967)	(\$2,026)
Misc. Expenses	-	-	-	-	-	-	-
Off-Site Management	-	(\$15,555)	(\$16,743)	(\$17,558)	(\$18,141)	(\$18,838)	(\$19,747)
Taxes	(\$8,260)	(\$8,260)	(\$31,835)	(\$32,790)	(\$33,774)	(\$34,787)	(\$35,831)
Utilities	(\$8,270)	(\$8,270)	(\$8,684)	(\$8,944)	(\$9,212)	(\$9,489)	(\$9,773)
Insurance	(\$11,565)	(\$24,000)	(\$35,000)	(\$35,000)	(\$35,000)	(\$35,000)	(\$35,000)
Total Operating Expenses	(\$32,115)	(\$75,845)	(\$133,850)	(\$136,621)	(\$139,194)	(\$142,066)	(\$144,919)
NET OPERATING INCOME	\$278,981	\$235,251	\$201,006	\$214,530	\$223,629	\$234,697	\$250,015

Operating Assumptions

Revenue:

- **Rental Income Trailing Factor** – 12 months
- **Merchandise Income** – 1.0% of rental income
- **Ancillary Income (Admin, Late Fees)** – 2.3% of rental income
- **Tenant Insurance Income** – \$72 per policy; 45% Year 1, 75% Year 2, 85% Year 3+
- **Physical Occupancy** – Stabilizes at 98%
- **Economic Occupancy** – Stabilizes at 90%
- **Rental Rate Growth** – 3% annually

Operating Expenses:

- **On-Site Management** – \$24,000 annually
- **Expense Growth Rate** – 3% annually
- **Property Insurance** – \$24,000 Trailing; \$35,000 Year 1+
- **Management Fee** – 5% of EGI
- **Capital Reserves** – \$0.15 per NRSF
- **Additional Up-Front Capital** – \$100,000
- **Property Taxes** – Based on Terrebonne County millage rate (87.34), 3% annual growth

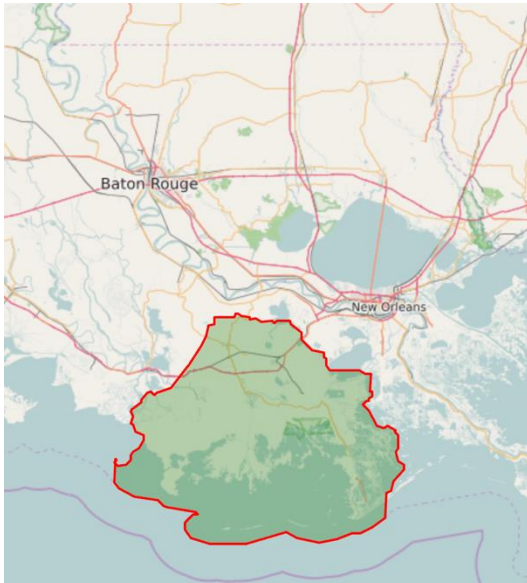




MARKET OVERVIEW



MSA Overview



The Houma–Thibodaux, LA MSA is a metropolitan area located in southeastern Louisiana, consisting of Lafourche and Terrebonne parishes. The MSA includes the principal cities of Houma and Thibodaux, along with surrounding rural and coastal communities. It is part of the larger New Orleans-Metairie–Houma Combined Statistical Area, which connects the region to broader South Louisiana economic and cultural networks.

Public education in the MSA is provided by districts such as Lafourche Parish Public Schools and Terrebonne Parish School District. The area is home to higher education institutions including Nicholls State University in Thibodaux, Fletcher Technical Community College, and nearby branches of Louisiana Technical College. Technical and career-focused programs are available with strong emphasis on maritime, energy, and healthcare training. The region has historically been a center for offshore oil and gas, shipbuilding, and commercial fishing, and is increasingly diversifying into healthcare, education, and coastal restoration industries.

The region has experienced steady residential development, with new permits issued for single-family homes and growing investment in resilient housing and infrastructure projects to address coastal challenges.



Market Overview

Terrebonne Parish is located in southern Louisiana, about 60 miles southwest of New Orleans. Anchored by the city of Houma, it serves as the economic and cultural hub of the Houma-Bayou Cane-Thibodaux Metropolitan Statistical Area, which includes Terrebonne and Lafourche parishes. The region has a unique balance of energy, healthcare, and retail, while maintaining its Cajun heritage and strong ties to Louisiana's coastal culture.

Economy

- Key sectors include energy services, shipbuilding, healthcare, and retail.
- Major employers are Rouses (~6,800 employees), Danos (~2,700), and the Terrebonne Parish School Board (~2,163).
- Healthcare anchors such as Terrebonne General and the Cardiovascular Institute of the South provide additional stability.

Healthcare

- Terrebonne General Health System is the parish's primary hospital.
- The Cardiovascular Institute of the South is nationally recognized in vascular care.
- Fletcher Technical Community College and Nicholls State University support healthcare training.










Transportation

- Served by U.S. Highway 90, part of the planned I-49 corridor.
- The Gulf Intracoastal Waterway supports maritime trade and offshore energy.
- Houma-Terrebonne Airport (HUM) handles corporate, charter, and offshore helicopter operations.

MAJOR EMPLOYERS



METRICS (3-MILE RADIUS)

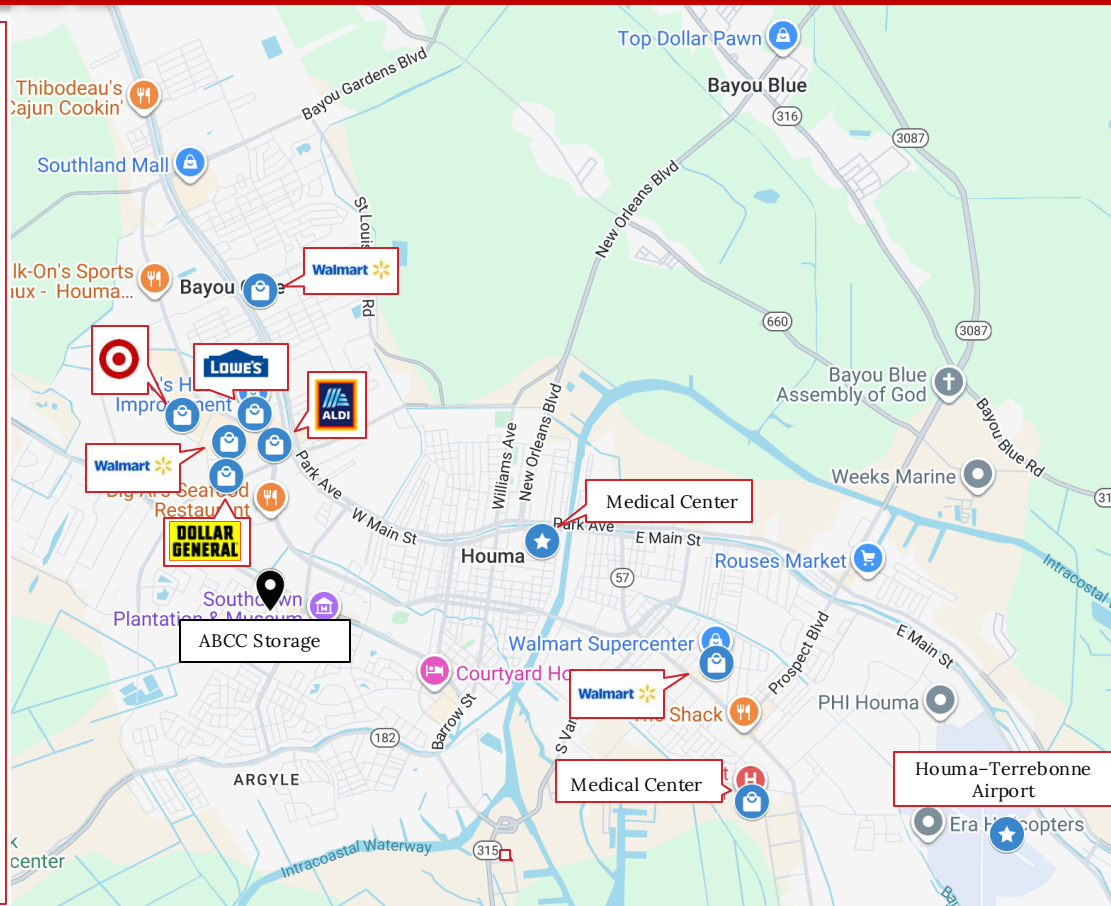
 <div>40,298</div> 2024 Population	 <div>15,519</div> 2024 Households	 <div>5,180</div> Family Households
 <div>\$6 B</div> County's Annual GDP	 <div>8,636</div> Undergraduate Students Enrolled	 <div>2</div> Local Colleges and Universities
 <div>46,300</div> Total Jobs	 <div>\$697.65</div> Median Home Rent	 <div>0.65%</div> Five-Year Home Rent Growth



Retailer Map

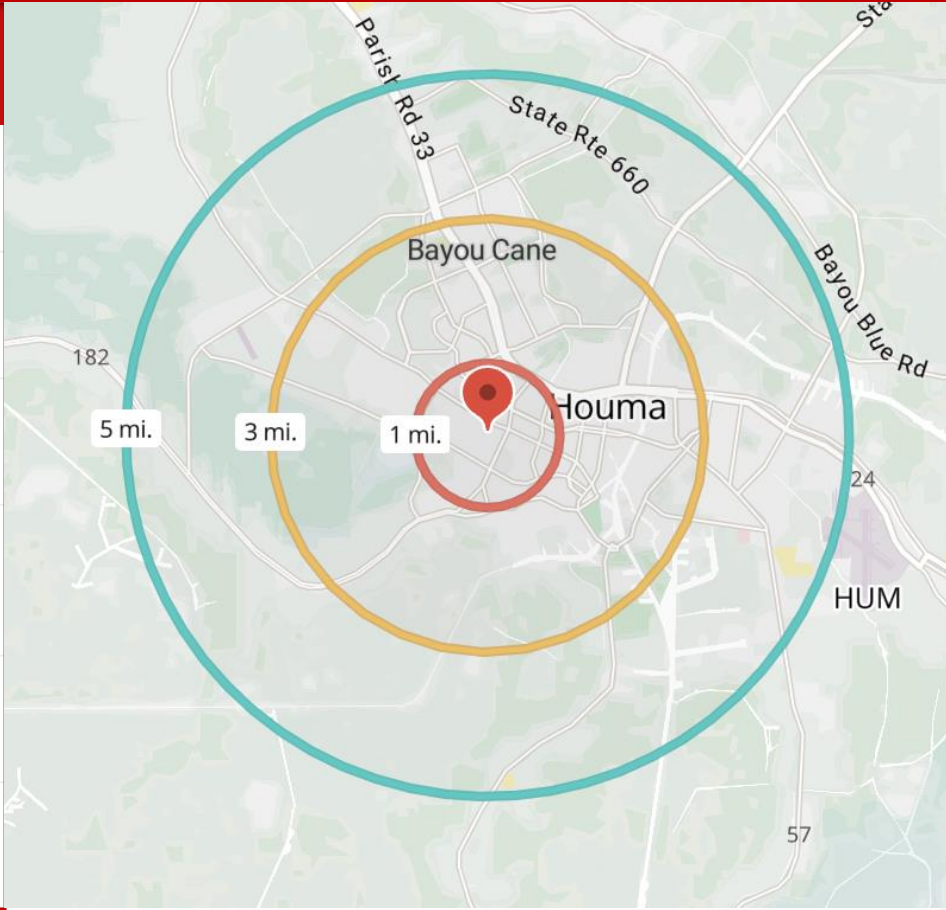
APPROXIMATION TO SITE

Dollar General	1.7 Mi
Walmart	2.2 Mi
Aldi	2.2 Mi
Target	2.3 Mi
Lowe's	2.5 Mi
Medical Center	2.8 Mi
Walmart	3.8 Mi
Walmart	3.9 Mi
Medical Center	5.4 Mi
Houma-Terrebonne Airport	7.4 Mi



Demographics (10-Mile Radius)

2024 SUMMARY	3-MILE	5-MILE	10-MILE
Population	40,298	58,810	95,399
Households	15,519	22,015	34,475
Families	10,339	15,071	24,550
Median Household Income	\$71,058	\$67,433	\$66,394
Avg. Household Income	\$88,225	\$86,933	\$85,313
NRSF Per Capita	12.90	12.18	9.07





PROPERTY PHOTOS



ABCC Storage



ABCC Storage



Exclusively Listed by Urow Real Estate

Listing Agents



SEAN RUHLMAN
Senior Associate

C: 727.504.1237
sean.ruhlman@urowrealestate.com



ZACHARY UROW
Founder / President

O: 813.668.3039
zachary@urowrealestate.com

FL - CQ1066885

In Association with Scott Reid & ParaSell, Inc. |
P: 949.942.6585 | A Licensed Louisiana Broker
#BROK.995707070-CORP | Costa Mesa, California

SCOTT REID
Broker - ParaSell, Inc.
scott@parasellinc.com
C: 949.942.6585
LA - #BROK.995705727-ACT

