

OFFERING MEMORANDUM

Listing Price: \$2,770,000 | 30,238 Self-Storage NRSF | 7,330 Commercial SF | 319 Self-Storage Units | Fort Smith, AR-OK MSA



In Association with ParaSell, Inc. | A Licensed Arkansas Broker #PB00078916



A-1 Mini Storage

Exclusively Listed By Urow Real Estate



DREW AILING
Senior Associate

C: 716.946.2357
drew.ailing@urowrealestate.com

In Association with Scott Reid & ParaSell, Inc. | A Licensed Arkansas Broker #PB00078916

SCOTT REID
Broker – ParaSell, Inc.

scott@parasellinc.com
C: 949.942.6585
AR - PB00078916



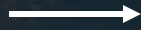
ZACHARY UROW
Founder / President

C: 813.668.3039
zachary@urowrealestate.com



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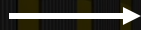
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UNIT MIX

Market Rental Rates Analysis, Unit Mix

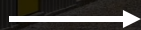
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FINANCIALS

Cash Flow Projection

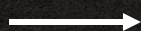
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MARKET OVERVIEW

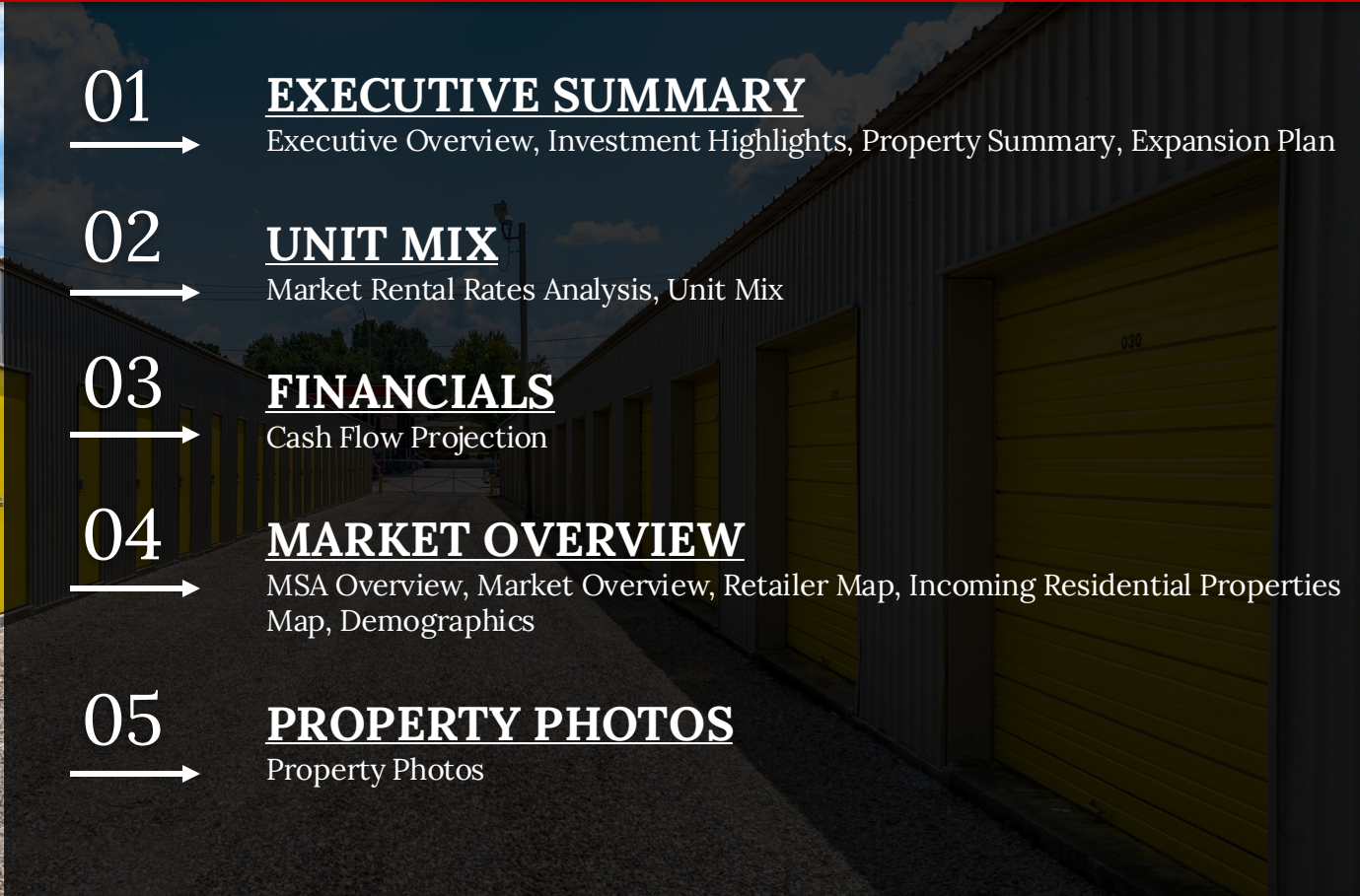
MSA Overview, Market Overview, Retailer Map, Incoming Residential Properties Map, Demographics

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PROPERTY PHOTOS

Property Photos



A-1 Mini Storage



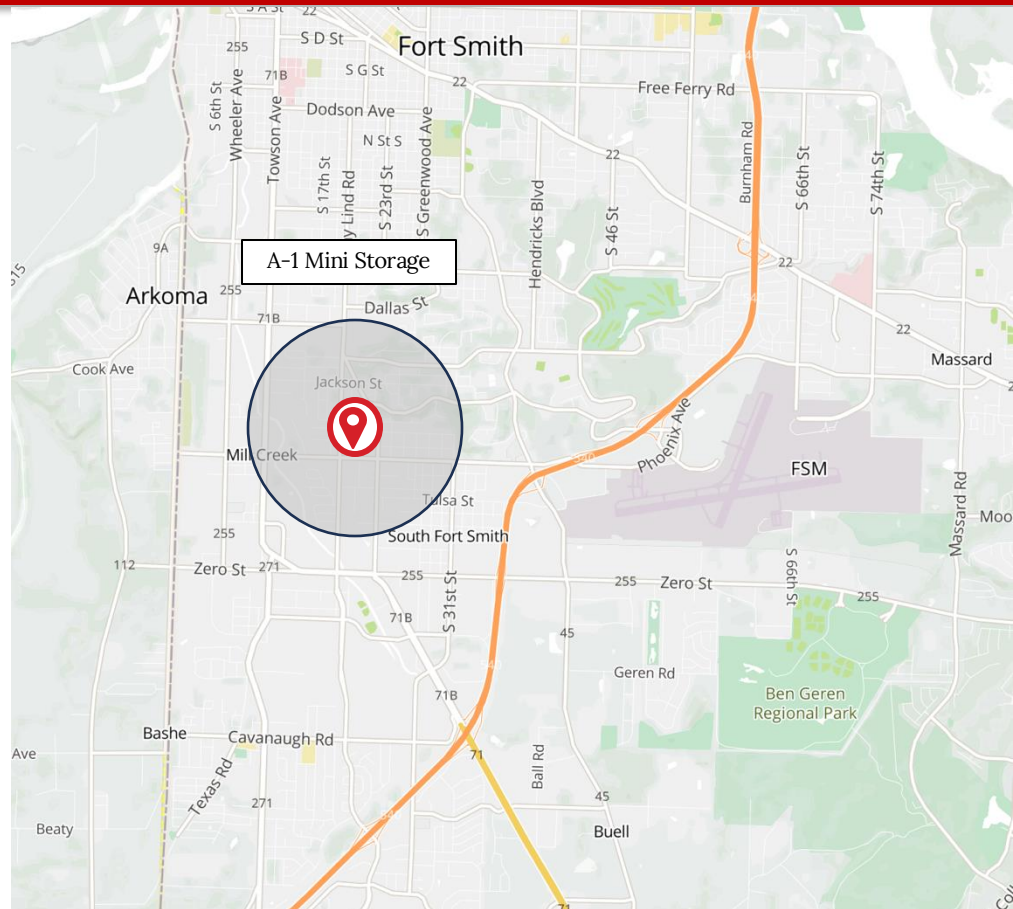
EXECUTIVE SUMMARY



Executive Overview

This is an exclusive opportunity to acquire A-1 Mini Storage, a 30,238 NRSF, featuring 304 Drive-Up Non-Climate Controlled, 15 Interior Climate Controlled, 82 Mailbox units and 3 commercial buildings in total. A-1 Mini Storage offers a plethora of different unit sizes to fit a variety of client needs.

Property Name	A-1 Mini Storage
Addresses	4613 Jenny Lind Road, Fort Smith, AR 72901 4615 & 4617 Jenny Lind Road, Fort Smith, AR 72901 2001 Phoenix Avenue, Fort Smith, AR 72901
Land Size	~3.4 Acres
Total Self-Storage NRSF	30,238 NRSF
Office & Flex Commercial Building (4615 & 4617 Jenny Lind Road)	5,200 SF
Leased Commercial Building (4613 Jenny Lind Road)	2,130 SF
Total Self-Storage Units	319
Drive-Up Non-Climate Controlled	304
Interior Climate Controlled	15
Mailbox	82
Occupancy % (SF)	96.5%
Economic Occupancy %	77.0%
Number of Buildings	8
Year Built	1975
Annual Average Daily Traffic	13,090



Investment Highlights



Facility Layout

The property includes 30,238 NRSF of self-storage space and 7,330 SF of commercial space.

Strong Physical Occupancy Rate

96.5% physical occupancy, ensuring reliable cash flow and maximum returns for investors.

Demographic Advantage

Densely populated with 76,810 people and an average household income of \$75,007 in a 5-mile radius.

Potential Conversion Opportunity

5,200 SF building offers 15 climate portable units currently, with potential for full climate-controlled conversion by relocating office operations.

Commercial Building and Vacant Land

Leased 2,130 SF commercial building and buildable fenced lot present opportunities for added units, portable storage, or parking.

Low Maintenance Needs with Recent CapEx

New AC system, security, and paint updates reduce near-term capital expenditure requirements while supporting long-term operational stability.

Strong Value Add

Opportunity reconfigure the property for optimal use of vacant space



Property Summary

County Sebastian County, AR

APN 18066-0002-00000-00
18066-0001-00000-01
18066-0001-00000-03

of Entries 3

Foundation Concrete

Framing Metal

Exterior Metal

Roof Type Metal

Fencing Type Chain-link Metal

Security System Fenced, Gated, Keypad Access,
24-hour Video Surveillance,
30+ Cameras

Signage Yes

Facility Hours of Operation Mon-Fri: 09:30am-06:00pm
Sat: 09:30am-01:00pm
Sun: Closed

Property Details

POPULATION (3-MILE): 38,175

Storage NRSF: 30,238

TOTAL UNITS: 319

LAND SIZE (ACRES): ~3.4

OCCUPANCY (UNITS / SF): 96.5%

NUMBER OF BUILDINGS: 8

Features and Amenities

- Drive-up Access
- Gate & Entry Access Keypads
- Perimeter Fencing
- On-site Office
- Mailbox Rentals
- Climate Control
- 30 + Security Cameras
- Wide Drive Aisles
- Vacant Expansion Land
- Conversion Opportunities
- High Occupancy
- Well Maintained



5,200 SF Building: 4615 & 4617 Jenny Lind Rd



4615 Jenny Lind Rd

Building Allocation: Back portion approximately 40' x 58', containing 15 climate-controlled portable units

Layout: Commercial doors remain intact for potential access. Fully equipped with security cameras and keypad access

Boxwell Units: 11 containers (8x16, 1,408 NRSF), placed in service 2021.

4617 Jenny Lind Rd

Building Allocation: Approximately 40' x 72'

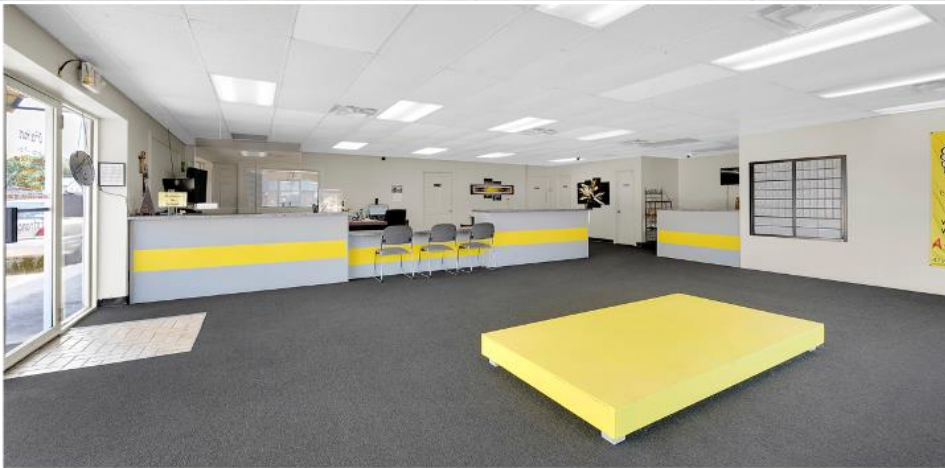
Flex Industrial Space: Large open space with roll-up door used by management for personal storage.

Large Office: Several offices, could comfortably be reduced to accommodate additional storage units.

Mail Boxes: A small area inside the office is allocated to the mailbox units



5,200 SF Building: 4615 & 4617 Jenny Lind Rd



5,200 SF Building: 4615 & 4617 Jenny Lind Rd



5,200 SF Building: 4615 & 4617 Jenny Lind Rd



2,130 SF Building: 4613 Jenny Lind Rd



4613 Jenny Lind Rd

Lease: leased at \$1,200 per month to a contractor. Annual lease, 11 months remaining.

Current Layout: Approximately 2,200 SF with a rear bathroom, small kitchen area separated by a wall, and a freestanding raised stage (not attached).

Historical Use: Believed to have been a laundromat in the 1980s. When purchased by the owners, it was operating as a used clothing store.

2,130 SF Building: 4613 Jenny Lind Rd



Vacant Land



Site Preparation: No site work completed to date. Previously used for vehicle storage, fully fenced.

Potential: Possibility to add additional buildings, portable units, or parking. There is a drainage ditch on 2 sides of the vacant area.

Vacant Land



A-1 Mini Storage



UNIT MIX



Market Rental Rates Analysis

ID	PROPERTY	ESTIMATED NRSF	DRIVE DISTANCE	CLIMATE-CONTROLLED						NON-CLIMATE DRIVE-UP					
				5x5	5x10	8x8	10x10	8x16	10x15	5x10	8x10	8x12	10x10	10x20	12x20
1	A-1 Mini 2001 Phoenix Ave, Fort Smith, AR 72901	30,238	-	-	-	\$74	-	\$147	-	\$56	\$67	\$79	-	-	\$131
2	SmartBox 2920 S Zero St, Fort Smith, AR 72901	21,862	1.1 Miles	\$17	\$45	-	\$80	-	\$140	-	-	-	-	-	-
3	U-Haul 2205 Towson Ave, Fort Smith, AR 72901	26,199	1.7 Miles	\$50	\$85	-	\$145	-	\$189	-	\$95	-	\$115	-	-
4	AAA-Grand 4305 Grand Ave, Fort Smith, AR 72901	42,375	3.6 Miles	-	-	-	-	-	-	\$45	-	-	\$80	\$110	-
5	The Fort Storage 6300 Massard Rd, Fort Smith, AR 72901	35,423	4.2 Miles	-	\$80	-	\$110	-	\$135	\$65	-	-	\$80	\$110	-
Average Market Rents				\$34	\$70	-	\$112	-	\$155	\$55	\$95	-	\$92	\$97	-

"-" 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					
Interior Climate Control (4615 Jenny Lind Rd ⁽¹⁾)																					
Climate Controlled	8 x 8	64	8	8	512	512	2%	100%	\$74	\$1.16	\$593	\$7,121	\$91	\$1.42	\$727	\$8,720					
Climate Controlled	8 x 16	128	7	7	896	896	3%	100%	\$147	\$1.15	\$1,027	\$12,319	\$154	\$1.20	\$1,078	\$12,936					
Total Climate			15	15	1,408	1,408	5%	100%	\$108	\$1.15	\$1,620	\$19,441	\$120	\$1.28	\$1,805	\$21,656					
Drive Up Non Climate																					
Drive Up	5 x 10	50	80	69	4,000	3,450	13%	86%	\$56	\$1.12	\$3,855	\$46,260	\$65	\$1.30	\$5,200	\$62,400					
Drive Up	8.25 x 10	83	144	138	11,880	11,385	39%	96%	\$67	\$0.81	\$9,203	\$110,439	\$90	\$1.09	\$12,960	\$155,520					
Drive Up	8.25 x 12.5	103	48	48	4,950	4,950	16%	100%	\$79	\$0.77	\$3,792	\$45,504	\$97	\$0.94	\$4,656	\$55,872					
Drive Up	12.5 x 20	250	32	32	8,000	8,000	26%	100%	\$131	\$0.52	\$4,196	\$50,358	\$150	\$0.60	\$4,800	\$57,600					
Total Non-Climate			304	287	28,830	27,785	95%	96%	\$73	\$0.76	\$21,047	\$252,561	\$91	\$0.96	\$27,616	\$331,392					
Total Storage			319	302	30,238	29,193	100%	97%	\$75	\$0.78	\$22,667	\$272,001	\$92	\$0.97	\$29,421	\$353,048					
Mailboxes																					
Mailbox Large			8	3				38%	\$20		\$61	\$728	\$25		\$200	\$2,400					
Mailbox Small			74	15				20%	\$13		\$188	\$2,254	\$15		\$1,110	\$13,320					
Total Mailboxes			82	18				22%	\$16		\$248	\$2,982	\$20		\$1,310	\$15,720					
Total Storage And Mailboxes			401	320	30,238	29,193		97%	\$22,915		\$274,983		\$30,731		\$368,768						
									CURRENT				MARKET								
Commerdal Buildings									CURRENT RENT/UNIT	PSF / MONTH	RENT / MONTH	RENT /YEAR	MARKET RENT / UNIT	PSF / MONTH	RENT / MONTH	RENT /YEAR					
4613 Jenny Lind Rd (Occupied Freestanding Building)									30.3 x 70.3	2,130	1	1	2,130	2,130	\$1,200	\$0.56	\$1,200	\$14,400			
4615 Jenny Lind Rd ⁽¹⁾ (Where the Portable Units Are)									40 x 57.6	2,300	1	1	2,300	2,300	-	-	-	-			
4617 Jenny Lind Rd (Office And 1 Flex Space)									40 x 72.5	2,900	1	1	2,900	-	-	-	-				
Total Commercial		7,330	3	3	7,330	2,300	\$1,200										\$1,200	\$14,400	\$1,200	\$1,200	\$14,400

(1) 4615 Jenny Lind Rd. is a two-bay industrial building containing 15 portable storage units. The building is equipped with security and access control systems, and the units inside are mobile, allowing them to be easily relocated as needed.

(2) All building and unit sizes to be verified by the buyer.



A-1 Mini Storage



FINANCIALS



Cash Flow Projections

REVENUE	T-12	YR 1	YR 2	YR 3	YR 4	YR 5
Gross Potential Revenue	353,048	353,048	367,170	381,857	397,131	413,016
Economic Occupancy	73%	82%	84%	86%	86%	86%
Effective Gross Rental Income	\$254,686	\$289,654	\$308,583	\$328,564	\$341,706	\$355,375
Merchandise Income	312	1,448	1,543	1,643	1,709	1,777
Cost of Goods Sold	140	(695)	(741)	(789)	(820)	(853)
Ancillary Income (e.g. Admin, Late Fees)	22,656	19,334	20,375	21,469	22,261	23,083
Tenant Insurance Income	-	10,872	16,308	18,482	18,482	19,037
Mailbox Income	2,982	2,982	3,071	3,163	3,258	3,356
Commercial Income	-	14,832	15,277	15,735	16,207	16,694
Concessions and Discounts	-	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)
Effective Gross Income	\$280,756	\$333,427	\$359,417	\$383,268	\$397,804	\$413,468
OPERATING EXPENSES	T-12	YR 1	YR 2	YR 3	YR 4	YR 5
On-site Management	(30,909)	(35,000)	(36,050)	(37,132)	(38,245)	(39,393)
Repairs and Maintenance	(14,956)	(13,000)	(13,390)	(13,792)	(14,205)	(14,632)
Administration	(2,487)	(8,650)	(8,910)	(9,177)	(9,452)	(9,736)
Advertising	(1,348)	(7,500)	(7,725)	(7,957)	(8,195)	(8,441)
Bank Charges	(4,374)	(5,001)	(5,391)	(5,749)	(5,967)	(6,202)
Misc. Expenses	-	(250)	(258)	(265)	(273)	(281)
Taxes	(12,197)	(25,731)	(26,246)	(26,771)	(27,306)	(32,030)
Utilities	(16,570)	(17,399)	(17,921)	(18,458)	(19,012)	(19,582)
Insurance	(11,137)	(11,490)	(11,835)	(12,190)	(12,556)	(12,933)
Total Operating Expenses	(\$93,978)	(\$124,022)	(\$127,725)	(\$131,490)	(\$135,213)	(\$143,230)
NET OPERATING INCOME	\$186,778	\$209,406	\$231,692	\$251,778	\$262,591	\$270,238

Commercial income is income from the recently leased commercial space at \$1,200 per month.

Operating Assumptions

Revenue:

- **GPR** – Adjusted GPR to current market rents utilizing comp set.
- **Occupancy** – Stabilizes after year 1.
- **Merchandise Income** – 2% of rental income.
- **Costs of Goods Sold** – \$0.48 of merchandise income.
- **Ancillary Income** – 6.5% of rental income.
- **Tenant Insurance Income** – \$72 net per policy, Penetration Rate: 50% year 1, 75% moving forward.
- **Concessions, Discounts & Write-Offs** – Assumes 1 month free from market rent during lease-up. Stabilized in year 3.

Operating Expenses:

- **On-Site Management** – Assumes PT on-site staff.
- **Repairs & Maintenance** – Includes repairs and landscaping
- **Advertising, Marketing, Call Center** – Assumes advertising and call center support are utilized.
- **Credit Card Fees** – 1.5% of rental revenue.
- **Property Insurance** – \$0.38 per SF to align with current policy.
- **Utilities** – Assumes 5% increase year 1, 3% moving forward.
- **Property Taxes** – Based on current millage rate.



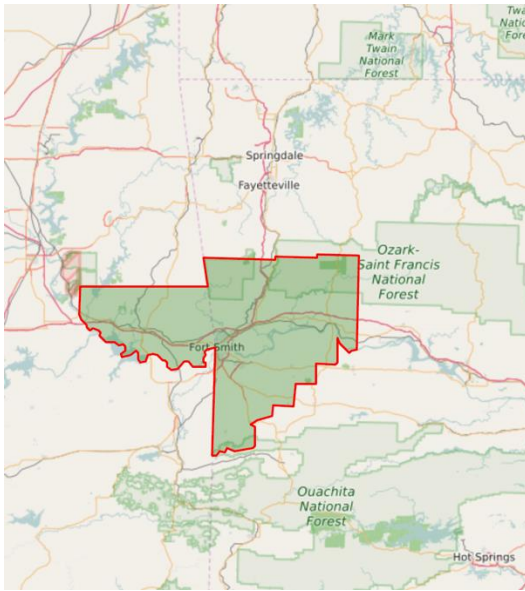
A-1 Mini Storage



MARKET OVERVIEW



MSA Overview



The Fort Smith, AR-OK MSA is a metropolitan area located along the Arkansas-Oklahoma border, consisting of Sebastian, Crawford, and Franklin counties in Arkansas and Le Flore and Sequoyah counties in Oklahoma. The MSA includes the principal cities of Fort Smith, Van Buren, Greenwood, Sallisaw, and Poteau. It is part of the larger Fort Smith-Ozark Combined Statistical Area, which also encompasses nearby rural communities.

Public education in the MSA is provided by districts such as Fort Smith Public Schools, Van Buren School District, and Sallisaw Public Schools. The area is home to several higher education institutions, including the University of Arkansas-Fort Smith, Arkansas Colleges of Health Education, and Carl Albert State College. Technical and career-focused education is also available through area training centers. The presence of medical programs like those at the Arkansas Colleges of Health Education suggests the region has a growing healthcare infrastructure. The Fort Smith MSA has recently seen growth in manufacturing and transportation jobs compared to other metro areas in the state.

The region has experienced steady development in housing, with new permits issued regularly for single-family homes and multi-unit structures.



Market Overview

Fort Smith is located in the western part of Arkansas, on the border with Oklahoma. It serves as the economic and cultural hub of the Fort Smith MSA, which includes Sebastian, Crawford, and Franklin counties in Arkansas and Le Flore and Sequoyah counties in Oklahoma. The area has maintained a balance of industry, education, and small-town character while attracting new investment and development.

Economy

- Arkansas' economy is supported by sectors such as manufacturing, transportation, healthcare, and retail.
- Fort Smith has a strong and growing industrial base, adding over 1,300 jobs in the past year. Key employers include ArcBest, Gerber, OK Food, and Mercy.

Healthcare

Healthcare in Fort Smith is supported by a network of regional hospitals and educational institutions:

- The region includes facilities like Mercy Hospital Fort Smith and Baptist Health-Fort Smith.
- The presence of Arkansas Colleges of Health Education has enhanced access to medical training and care.













Transportation

- Fort Smith is served by I-40, I-540, and the Port of Fort Smith on the Arkansas River.
- The city's airport (FSM) connects to Dallas/Fort Worth and other regional hubs.
- Its location near major road, rail, and river networks makes it a key logistics corridor in western Arkansas.

MAJOR EMPLOYERS



METRICS (3-MILE RADIUS)

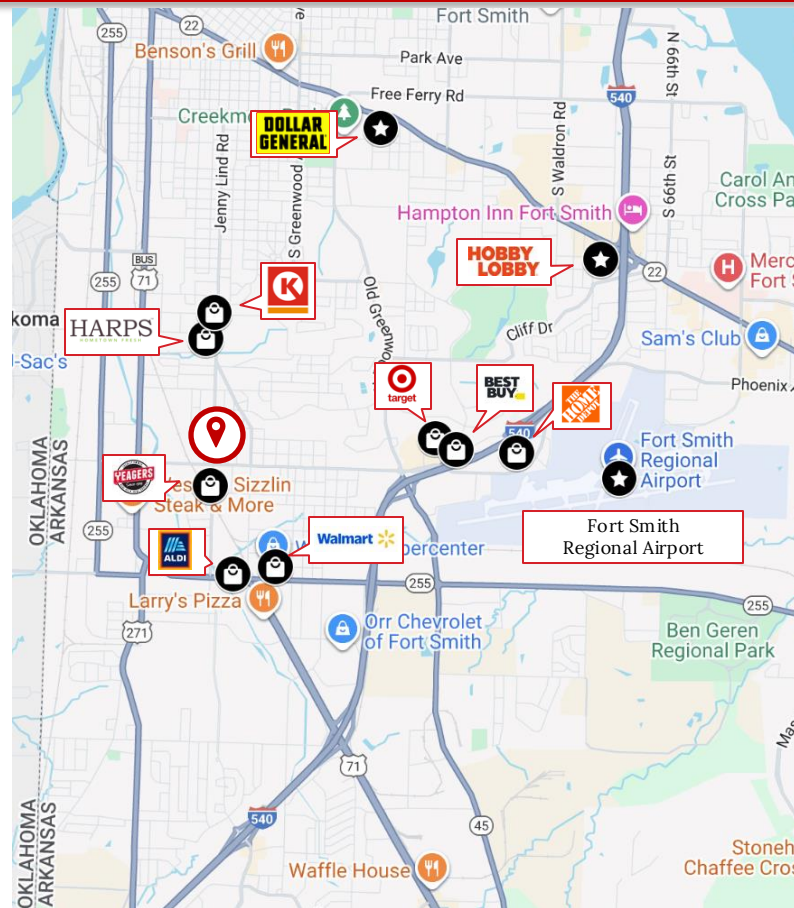
 <div>38,175 2024 Population</div>	 <div>16,677 2024 Households</div>	 <div>3.07% 5-Year Population Growth</div>	 <div>9,834 Family Households</div>
 <div>12.4% Households Make \$125 K or More a Year</div>	 <div>12.5% Five-Year median income Growth</div>	 <div>\$5.23 B County's Annual GDP</div>	 <div>5,965 Undergraduate Students Enrolled</div>
 <div>30,613 Total Jobs</div>	 <div>\$664 Median Home Rent</div>	 <div>1.36% Five-Year Home Rent Growth</div>	 <div>3 Local Colleges and Universities</div>



Retailer Map

APPROXIMATION TO SITE

Yeagers Hardware	0.03 Mi
Aldi	1.0 Mi
Circle K	1.0 Mi
Walmart	1.1 Mi
Target	1.7 Mi
Best Buy	1.8 Mi
Home Depot	2.3 Mi
Harps Hometown Fresh	2.8 Mi
Hobby Lobby	3.7 Mi
Dollar General	3.7 Mi
Fort Smith Regional Airport	3.8 Mi



Incoming Residential Properties

Development Start Date
Project Stage
Distance

Non-Congregate Small Housing Units
2025-08-04
Construction
3.5 Mi

Development Start Date
Project Stage
Distance

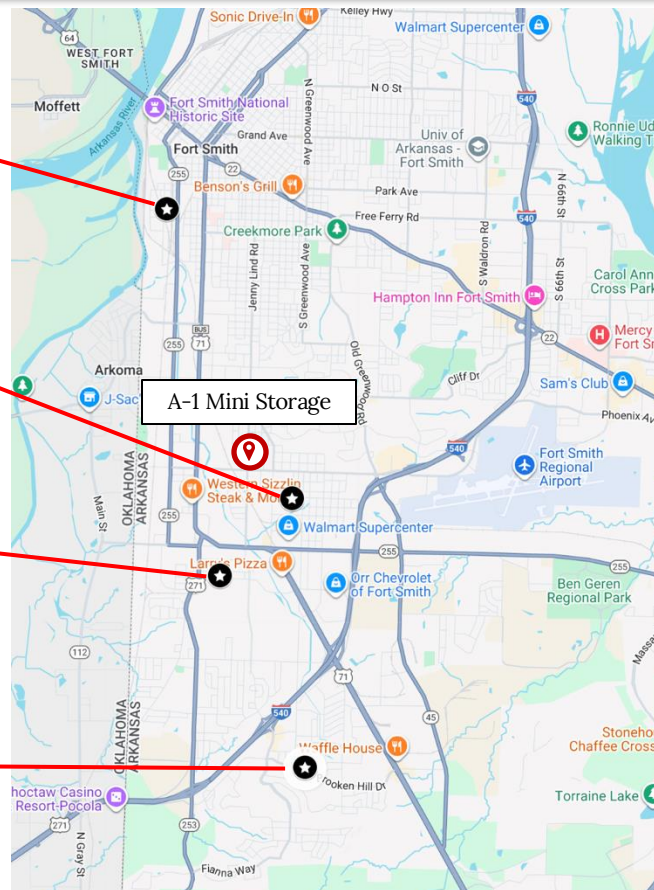
Tulsa Street Duplexes
2020-01-13
Conceptual
0.08 Mi

Development Start Date
Project Stage
Distance

Fenwick Apartments
2019-12-02
Award
1.5 Mi

Development Start Date
Project Stage
Distance

Fianna Hills Phase I
2022-02-07
Award
3.4 Mi

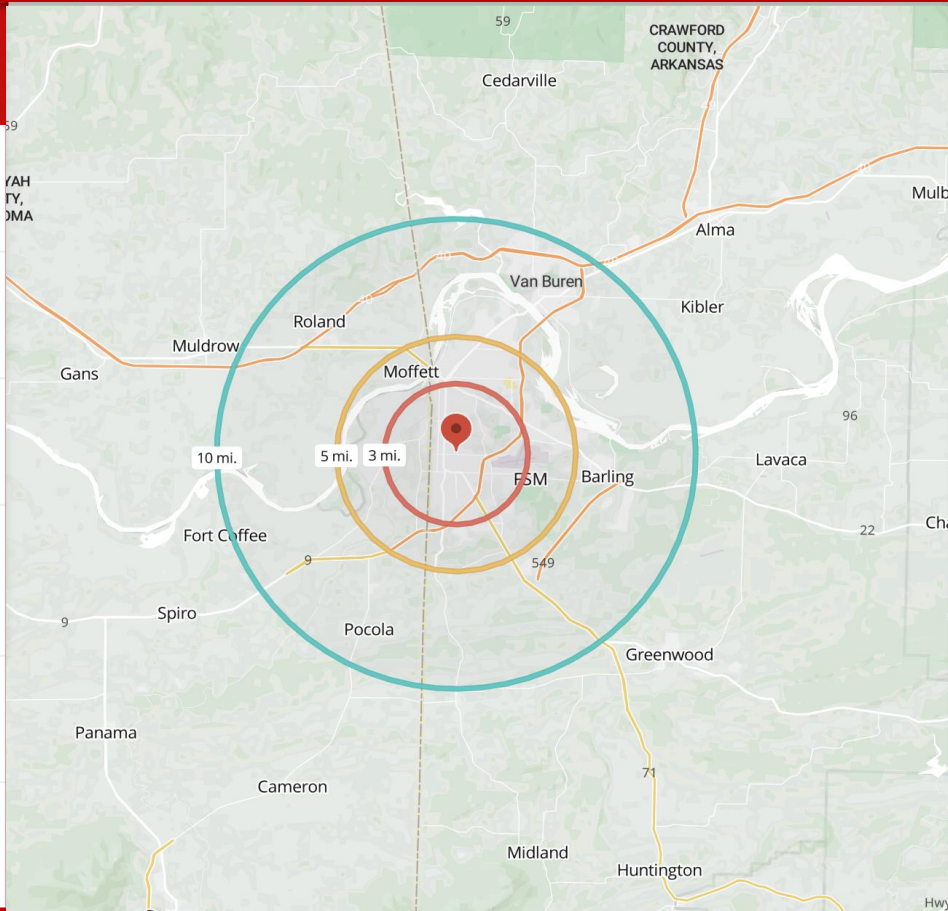


A-1 Mini Storage



Demographics (10-Mile Radius)

2023 SUMMARY	3-MILE	5-MILE	10-MILE
Population	38,175	76,810	141,597
Households	16,677	32,025	56,719
Median Household Age	37.77	37.17	37.83
Median Household Income	\$51,955	\$54,665	\$53,841
Avg. Household Income	\$71,809	\$75,007	\$76,301
NRSF Per Capita	11.24	10.06	9.63



A-1 Mini Storage



PROPERTY
PHOTOS



Property Photos



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Listing Agents



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drew.ailing@urowrealestate.com



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