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INVESTMENT OVERVIEW

SANDY MINE SELF STORAGE

OFFERING SUMMARY // SANDY MINE SELF STORAGE // 164 RIDGELINE RD, ABERDEEN, NC 28315 \$5,650,000 **PURCHASE PRICE** \$116.63 PRICE PER RENTABLE SQUARE FOOT 85.10% **CURRENT PHYSICAL OCCUPANCY** 66.04% **CURRENT ECONOMIC OCCUPANCY** 4.78% **CURRENT CAP RATE** 7.25% YEAR 1 CAP RATE 7.71% **YEAR 2 CAP RATE** 8.32% YEAR 3 CAP RATE 8.63% YEAR 4 CAP RATE 8.97% YEAR 5 CAP RATE 48,443 **NET RENTABLE SQUARE FEET** 9.66 LOT SIZE 2009 YEAR BUILT/RENOVATED

INVESTMENT OVERVIEW // SANDY MINE SELF STORAGE // ABERDEEN, NC

Grandstone is pleased to present Sandy Mine Self Storage, a well-established facility in the rapidly growing market of Aberdeen, North Carolina. Built in 2009 on 9.66 acres, the property features 322 units totaling 48,443 net rentable square feet, including 238 climate-controlled units, 5 warehouse/office units, 78 outdoor parking spaces, and 6 covered parking spaces. Currently 76% physically occupied, the facility offers a strong lease-up opportunity in a high-growth market. Aberdeen benefits from its proximity to Fort Liberty (formerly Fort Bragg), one of the largest military installations in the world, supporting steady demand from military personnel, contractors, and families. The area's economic expansion is further fueled by significant retail and commercial development, with national brands establishing a strong presence.

Within a five-mile radius, the population stands at 41,535 residents with an average household income of \$125,381 and is expected to grow 5.90% over the next five years, with a staggering 17.15% projected growth within one mile. Strategically positioned along U.S. Highway 1 and U.S. Highway 15-501, the facility enjoys high visibility, strong commuter traffic, and excellent accessibility. With rising demand for storage, an affluent and expanding consumer base, and room for operational optimization, Sandy Mine Self Storage presents an outstanding opportunity for investors seeking long-term stability and value-add potential in one of North Carolina's most dynamic submarkets.

INVESTMENT HIGHLIGHTS

- STRATEGIC LOCATION: Sandy Mine Self Storage is ideally positioned in Aberdeen, NC, benefiting from high visibility and accessibility along U.S. Highway 1 and U.S. Highway 15-501, connecting it to the thriving Southern Pines-Pinehurst-Fayetteville corridor.
- DIVERSE FACILITY OFFERING: The facility spans 48,443 net rentable square feet (NRSF), featuring 238 climatecontrolled units, 5 warehouse/office units, 78 outdoor parking spaces, and 6 covered parking spaces, catering to a wide range of storage needs.
- STRONG LOCAL DEMOGRAPHICS: Within a five-mile radius, the facility serves a population of 41,535 residents with an average household income of \$125,381, creating a strong consumer base for sustained demand.
- HIGH-GROWTH MARKET: The area is experiencing rapid expansion, with a 5.90% projected population increase
 within five miles and a staggering 17.15% growth within one mile over the next five years, signaling strong
 increasing demand for self-storage.
- ECONOMIC DRIVERS & STABILITY: Aberdeen benefits from the presence of Fort Liberty (formerly Fort Bragg), one
 of the largest military installations in the world, ensuring a steady influx of military personnel, contractors, and
 families in need of storage solutions. Additionally, ongoing commercial and retail development continues to
 enhance the region's economic strength.
- VALUE-ADD OPPORTUNITY: Currently 76% physically occupied, the facility presents an opportunity to increase occupancy and optimize rental rates, providing immediate upside potential for investors looking to enhance revenue.







SITE DESCRIPTION // SANDY MINE SELF STORAGE // ABERDEEN, NC

TRAFFIC COUNT	13,500 CARS/DAY OFF STATE HWY 5
COUNTY	MOORE COUNTY
NON CLIMATE UNITS	NONE
CLIMATE CONTROLLED UNITS	238
TOTAL NUMBER OF UNITS	322
UNCOVERED PARKING SPACES	78
UNIT SIZES	5X10 - 11X20
NRSF	48443
ONSITE MANAGERS APARTMENT	NO
# OF ACRES	9.66
# OF BUILDINGS	6
YEAR BUILT	2009
ZONING	Ц
PARCEL NUMBER(S)	8550-00-98-0289
	8550-00-88-7060
	8550-08-87-6739
# OF STORIES	1
••••••	•••••••••••••••••••••••••••••••••••••••

# OF ELEVATORS / STAIRWELLS / ETC.	NONE
FOUNDATION	CONCRETE
FRAMING	METAL
EXTERIOR	BRICK /METAL
ROOF TYPE	METAL
FENCING TYPE	CHAIN LINK
# OF ENTRIES	1
TYPE OF GATE	N/A
MANAGEMENT SOFTWARE	WEBSELFSTORAGE
SECURITY SYSTEMS	CAMERAS
FLOOD ZONE X	NONE
SIGNAGE	ON BUILDING BUT NO STREET SIGNAGE









SATURATION STUDY // SANDY MINE SELF STORAGE // ABERDEEN, NC

			CLIMATE	NRSF	NRSF	NRSF
FACILITY NAME	ADDRESS	DISTANCE	CONTROL	1-MILE	3-MILE	5-MILE
Sandy Mine Self Storage	164 Ridgeline Rd, Aberdeen, NC 28315	*	Yes	26,163	-	-
Storage Solutions of the Sandhills	270 Ridgeline Rd, Aberdeen, NC 28315	0.21	No	24,415	-	-
Aberdeen Nc Self Storage, Llc	3140 NC-5 Suite B, Aberdeen, NC 28315	1.62	Yes	-	32,408	-
Pinebluff Mini Storage	565 N Walnut St, Pinebluff, NC 28373	2.14	No	-	13,766	-
Aaa Security Mini Storage	32311 US-1, Aberdeen, NC 28315	2.44	No	-	51,219	-
Jus Storage	517 S Sandhills Blvd, Aberdeen, NC 28315	2.49	No	-	22,700	-
American Mini Storage	622 Magnolia Dr, Aberdeen, NC 28315	2.87	No	-	5,755	-
U-Stor-It Mini Warehouses	11866 US-15, Aberdeen, NC 28315	3.25	Yes	-	-	55,459
Pinehurst Avenue Self Storage	160 Pinehurst Ave C, Southern Pines, NC 28387	3.26	No	-	-	32,456
Brucewood Self-Storage Facility	103 Brucewood Rd, Southern Pines, NC 28387	3.30	No	-	-	56,250
U-Stor-It Mini Warehouses Site 2	11866 US-15, Aberdeen, NC 28315	3.38	Yes	-	-	52,323
Pinnacle Storage Southern Pines Expansion	240 Bell Avenue, Southern Pines, NC 28387	3.96	No	-	-	34,980
Pinnacle Storage – Southern Pines	240 Bell Ave, Southern Pines, NC 28387	3.97	Yes	-	-	21,443
Apollo Self Storage	130 Thunder Rd, Pinebluff, NC 28373	4.06	Yes	_	-	21,705
Storage Rentals of America	10500 NC-211, Aberdeen, NC 28315	4.50	Yes	_	-	43,375
Sandhills Mini Storage	10675 NC-211, Southern Pines, NC 28387	4.80	No	-	-	14,238
Brucewood Road Self Storage Facility	103-105 Brucewood Rd, Southern Pines, NC 2838	37 4.82	No	-	-	52,500
		TOTAL EXISTING SUPPLY		50,578	176,426	561,155
2023 POPULATION 1-MILE 1,759 3-MILE	13,726 5-MILE 40,137	SQ FT PER PERSON		28.75	12.85	13.98



5 MILE MULTIFAMILY DEVELOPMENT PIPELINE // SANDY MINE SELF STORAGE // ABERDEEN, NC

FACILITY NAME	ADDRESS	СІТҮ	# OF UNITS	COST	PROJECT STAGE	DISTANCE
Aberdeen Collection Center	450 Turning Leaf Way	Aberdeen		\$400,000	Post-Bid	0.41
Blake Village Mixed-Use Development	NC-5 & Linden Rd	Aberdeen	370	\$70,000,000	Pre-Construction/Negotiated	0.98
Pinehurst Resort Expansion	NC-5	Aberdeen	250	\$140,000,000	Occupancy	1.14
Pinehurst South Cottages	Blake Blvd	Pinehurst	38	\$14,800,000	Conceptual	1.77
Floyd Way Subdivision	Diamondhead Dr S	Pinehurst	11	\$4,300,000	Conceptual	1.81
Roseland Road Townhome	Park Dr & Roseland Rd	Aberdeen	90	\$34,000,000	Conceptual	1.99
Martin Farms Subdivision	NC-5	Aberdeen	515	\$202,000,000	Award	2.52
Martin Property Mixed Use	NC-5 and Roseland Road	Aberdeen	515	\$200,000,000	Conceptual	2.52
Aberdeen Station - Town of Aberdeen	US-1 & Elm St	Aberdeen	76	\$30,000,000	Conceptual	2.57
Legacy Lakes Phase 4	501 US-15	Aberdeen	103	\$40,000,000	Pre-Construction/Negotiated	3.09
Eagle Landing	US-501 & Voit Gilmore Ln	Southern Pines	288	\$108,600,000	Design	3.12
Morganton Park South Phase 2	10693 US-15	Southern Pines	483	\$182,200,000	Conceptual	3.13
Sandhills Station	US-501 & Pee Dee Rd	Aberdeen	330	\$145,000,000	Conceptual	3.22
US 15-501 and Pee Dee Road Residential Development	US-15 & Pee Dee Rd	Aberdeen		\$3,000,000	Conceptual	3.22
Highway 1 Apartments	US-1	Southern Pines	236	\$89,000,000	Award	3.84
Village Walk	660 SW Service Rd	Southern Pines	37	\$12,100,000	Pre-Construction/Negotiated	4.16
Collinswood Drive Subdivison	NC-211 & Collinswood Dr	Aberdeen	113	\$44,000,000	Pre-Construction/Negotiated	4.43
RFP - SanStone Health & Rehabilitation 100 Bed STC GMP	2178 Midland Rd	Pinehurst		\$32,000,000	Award	4.47
The Luxe at Morganton Park Apartments	E Morganton Rd	Southern Pines	90	\$17,000,000	Under Construction	4.5
Murray Hill Pines Multi-Family	E Morganton Rd	Southern Pines	149	\$56,000,000	Design	4.5
Patrick's Pointe Apartments	US-1	Southern Pines	276	\$104,000,000	Under Construction	4.69
Pennsylvania Avenue Waterline	W Pennsylvania Ave	Southern Pines		\$3,184,808	Bid Results	4.72
New York Place Mixed-Use Development	S Bennett St & W New York Ave	Southern Pines	41	\$22,000,000	Conceptual	4.73
Mixed Use / South Page Street	150 S Page St	Southern Pines	7	\$657,600	Design	4.74
Morganton Road and S Henley Street Ymca and Mixed Use	S Henley St & Morganton Rd	Southern Pines	73	\$55,000,000	Design	4.82
West Pennsyvlania Mixed Use Building	100 W Pennsylvania Ave	Southern Pines		\$2,500,000	Conceptual	4.82
Caropines Phases 3B and 4	Ramble Road	Southern Pines	77	\$29,400,000	Conceptual	4.82
Southern Pines Multi-Family Development	To Be Determined	Southern Pines	300	\$75,000,000	Pre-Construction/Negotiated	4.82

TOTAL NUMBER OF UNITS

4,468



FINANCIAL ANALYSIS

SANDY MINE SELF STORAGE

UNIT MIX SUMMARY // SANDY MINE SELF STORAGE // ABERDEEN, NC

UNIT TYPE & DESCRIPTION	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
CLIMATE CONTROLLED (CC):								
5.0 X 10.0	56	50	2,800	\$75.00	\$4,200	\$50,400	\$87.72	\$58,950
6.0 X 10.0	1	60	60	\$80.00	\$80	\$960	\$93.57	\$1,123
7.0 X 9.0	1	63	63	\$65.00	\$65	\$780	\$76.03	\$912
8.0 X 10.0	17	80	1,360	\$110.00	\$1,870	\$22,440	\$128.66	\$26,247
11.0 X 8.0	4	88	352	\$90.00	\$360	\$4,320	\$105.27	\$5,053
9.0 X 10.0	2	90	180	\$120.00	\$240	\$2,880	\$140.36	\$3,369
10.0 X 10.0	82	100	8,200	\$140.00	\$11,480	\$137,760	\$163.75	\$161,130
10.0 X 15.0	37	150	5,550	\$140.00	\$5,180	\$62,160	\$163.75	\$72,705
10.0 X 18.0	4	180	720	\$165.00	\$660	\$7,920	\$192.99	\$9,264
14.0 X 14.0	3	196	588	\$220.00	\$660	\$7,920	\$257.32	\$9,264
10.0 X 20.0	26	200	5,200	\$220.00	\$5,720	\$68,640	\$257.32	\$80,284
14.0 X 15.0	1	210	210	\$230.00	\$230	\$2,760	\$269.02	\$3,228
11.0 X 20.0	4	220	880	\$230.00	\$920	\$11,040	\$269.02	\$12,913
TOTAL CC:	238	110	26,163	\$133.05	\$31,665	\$379,980	\$155.62	\$444,441



UNIT MIX SUMMARY // SANDY MINE SELF STORAGE // ABERDEEN, NC

UNIT TYPE & DESCRIPTION	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
WAREHOUSE & OFFICE SPACE:								
WAREHOUSE & OFFICE	1	5,400	5,400	\$1,000.00	\$2,700	\$32,400	\$1,169.64	\$14,036
WAREHOUSE & OFFICE	1	2,000	2,000	\$750.00	\$750	\$9,000	\$877.23	\$10,527
WAREHOUSE & OFFICE	1	5,400	5,400	\$2,700.00	\$2,700	\$32,400	\$3,158.03	\$37,896
WAREHOUSE & OFFICE	1	6,480	6,480	\$3,700.00	\$3,700	\$44,400	\$4,327.68	\$51,932
WAREHOUSE & OFFICE	1	3,000	3,000	\$1,700.00	\$1,700	\$20,400	\$1,988.39	\$23,861
TOTAL:	-	5,400	22,280	\$2,700.00	\$11,550	\$138,600	\$3,158.03	\$138,252
COVERED PARKING:								
10.0 X 25.0	6	-	_	\$180.00	\$1,080	\$12,960	\$210.54	\$15,159
TOTAL PARKING:	6	-	-	\$180.00	\$1,080	\$12,960	\$210.54	\$15,159
OUTDOOR PARKING:								
12.0 X 15.0	1	-	-	\$125.00	\$125	\$1,500	\$146.21	\$1,754
10.0 X 25.0	77	-	-	\$75.00	\$5,775	\$69,300	\$87.72	\$81,056
TOTAL PARKING:	78	-	-	\$75.64	\$5,900	\$70,800	\$88.47	\$82,811
GRAND TOTAL	322	150	48,443	\$155.89	\$50,195	\$602,340	\$182.33	\$680,662



INCOME & EXPENSE // SANDY MINE SELF STORAGE // ABERDEEN, NC

	ACTUALS CURRENT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
GROSS POTENTIAL RENT	\$602,340	\$602,340	\$632,457	\$664,080	\$684,002	\$704,522
PHYSICAL VACANCY	(89,776)	(30,117)	(31,623)	(19,922)	(20,520)	(21,136)
ECONOMIC VACANCY	(114,763)	(30,117)	(31,623)	(33,204)	(34,200)	(35,226)
TOTAL VACANCY	(204,539)	(60,234)	(63,246)	(53,126)	(54,720)	(56,362)
VACANCY %	34.0%	10.0%	10.0%	8.0%	8.0%	8.0%
EFFECTIVE RENTAL INCOME	\$397,801	\$542,106	\$569,211	\$610,953	\$629,282	\$648,161
LATE, LETTER, & NSF FEES	545	10,842	11,384	12,219	12,586	12,963
ADMINISTRATION FEES	0	2,711	2,846	3,055	3,146	3,241
TENANT INSURANCE	180	3,579	5,965	8,527	10,963	14,618
MERCHANDISE SALES, NET	819	835	852	869	887	904
TOTAL OTHER INCOME	\$1,544	\$17,967	\$21,047	\$24,670	\$27,582	\$31,726
EFFECTIVE GROSS INCOME (EGI)	\$399,345	\$560,073	\$590,259	\$635,623	\$656,864	\$679,886
PROPERTY TAXES	29,400	29,988	30,588	36,706	37,440	38,189
NSURANCE	8,844	9,021	9,201	9,385	9,573	9,764
UTILITIES & TRASH	31,070	31,691	32,325	32,972	33,631	34,304
REPAIRS & MAINTENANCE	723	4,800	4,896	4,994	5,094	5,196
ADVERTISING	840	5,000	5,100	5,202	5,306	5,412
SALARIES, TAXES, & BENEFITS	25,000	25,500	26,010	26,530	27,061	27,602
MANAGEMENT FEE	19,967	28,004	29,513	31,781	32,843	33,994
OFFICE SUPPLIES & POSTAGE	1,748	1,783	1,819	1,855	1,892	1,930
BANK & CREDIT CARD FEES	6,390	8,961	9,444	10,170	10,510	10,878
TELEPHONE & INTERNET	2,400	2,448	2,497	2,547	2,598	2,650
LANDSCAPING	3,000	3,060	3,121	3,184	3,247	3,312
TOTAL EXPENSES	\$129,382	\$150,257	\$154,515	\$165,326	\$169,195	\$173,231
% OF EGI	32.4%	26.8%	26.2%	26.0%	25.8%	25.5%
NET OPERATING INCOME (NOI)	\$269,963	\$409,817	\$435,744	\$470,298	\$487,669	\$506,655
OPERATING MARGIN %	67.6%	73.2%	73.8%	74.0%	74.2%	74.5%

1. RE Taxes are based on the current appraised value of \$3,830,680; Taxes increased 20% in Year 3 to hedge risk of reassessment 2. Income based on 2024 actual income. 3. Expenses based on 2024 actual expenses and industry standards. 4. A management fee is added to expenses based on 5% of the gross income





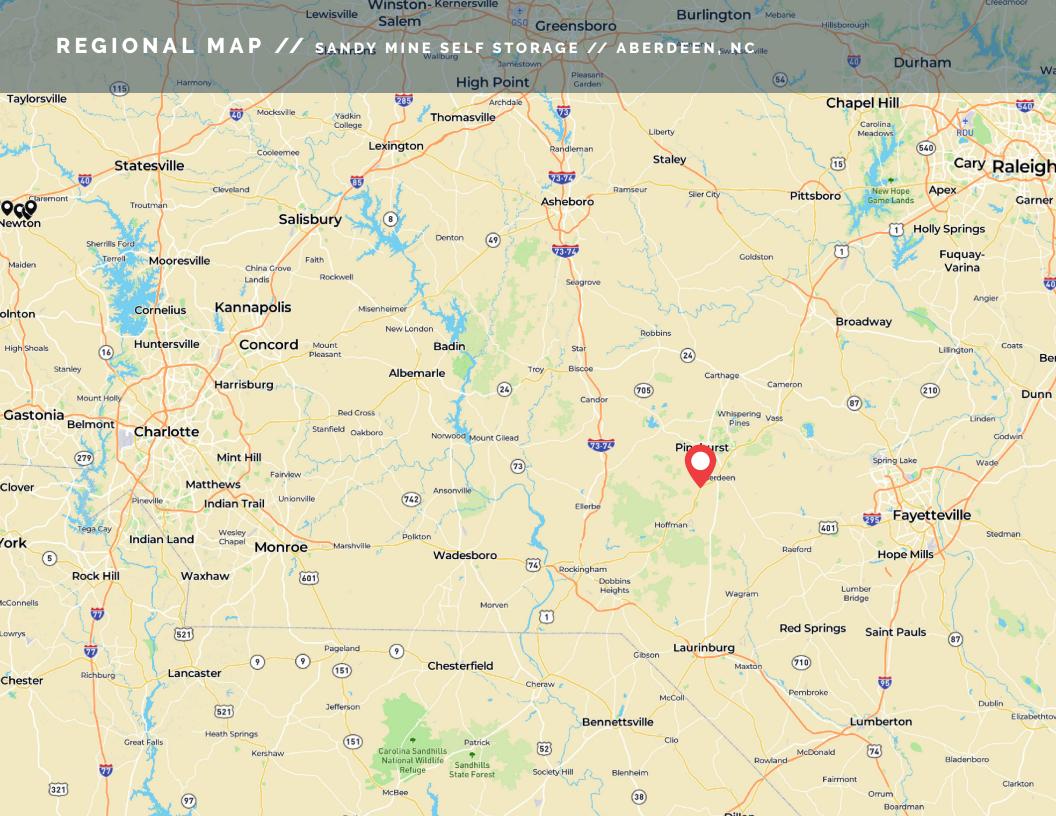






PROPERTY INFORMATION

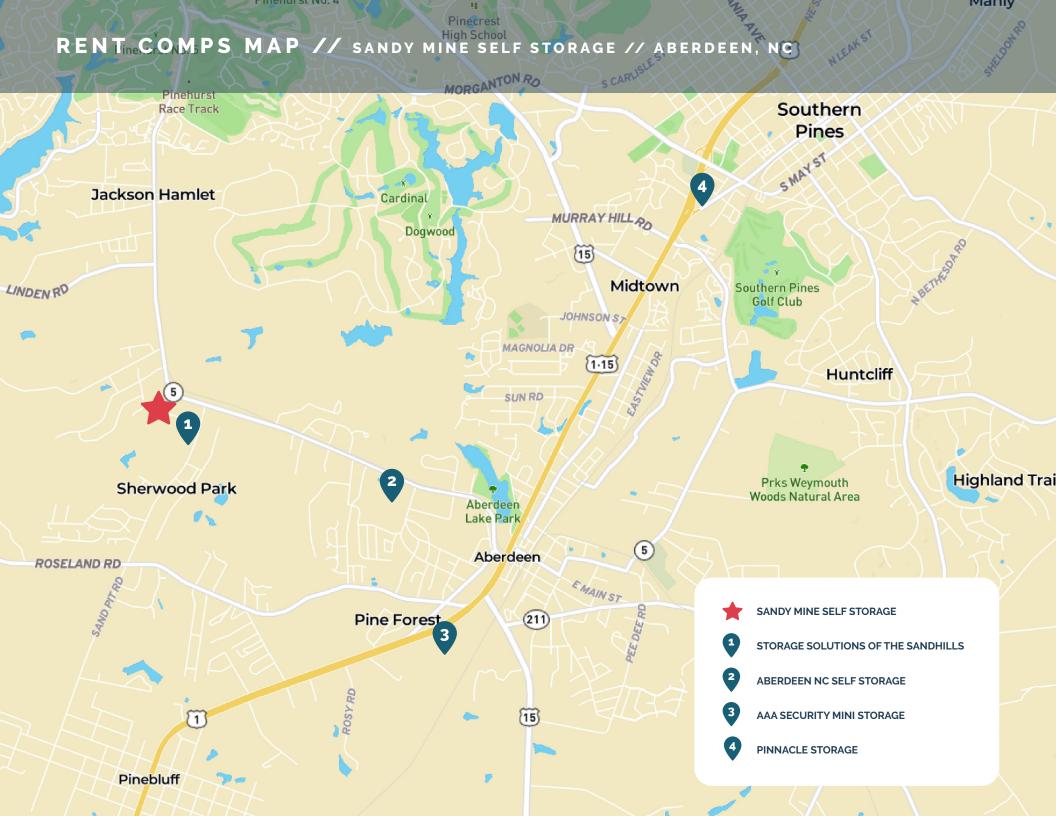
SANDY MINE SELF STORAGE





RENT COMPARABLES

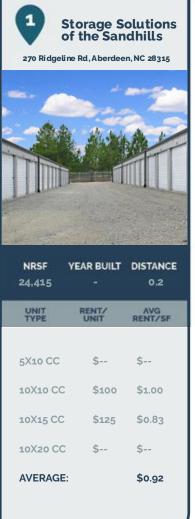
SANDY MINE SELF STORAGE



RENT COMPS // SANDY MINE SELF STORAGE // ABERDEEN, NC

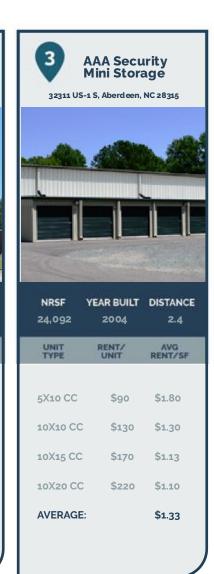


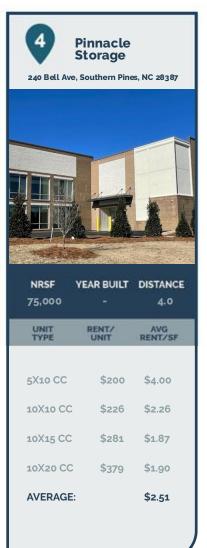
NRSF 26,163	YEAR BUILT	DISTANCE -
UNIT TYPE	RENT/ UNIT	AVG RENT/SF
5X10 CC	\$75	\$1.50
10X10 CC	\$140	\$1.40
10X15 CC	\$140	\$0.93
10X20 CC	\$220	\$1.10
AVERAGE	:	\$1.23





AVERAGE:





\$1.64

DEMOGRAPHIC ANALYSIS

SANDY MINE SELF STORAGE

WELCOME TO ABERDEEN, NC

Aberdeen, North Carolina, is a historic town located in Moore County, known for its charming downtown and proximity to Pinehurst, a renowned golf destination. The town offers employment opportunities in retail, healthcare, and tourism, with many jobs connected to the nearby resort industry. Aberdeen also has a growing manufacturing sector, providing positions in industries like textiles and woodworking. Additionally, its location near Fort Liberty (formerly Fort Bragg) supports job opportunities in defense-related services and logistics.



In Aberdeen, NC, several economic drivers contribute to the city's growth and development:



MANUFACTURING

The town has a growing manufacturing sector, with industries focused on textiles, woodworking, and specialty products. Local factories and plants provide stable jobs for skilled and unskilled workers. This sector also drives demand for logistics and supply chain roles.



AGRICULTURE AND AGRIBUSINESS

While less dominant than in the past, agriculture remains a key contributor, with farms producing crops and livestock. Agribusinesses and farmers' markets support local economic activity and connect producers with consumers.



HEALTHCARE

The healthcare sector is expanding, with nearby hospitals and clinics offering employment in medical, administrative, and support roles. Aging populations in the region also boost demand for specialized care providers, including senior care facilities.



MILITARY & DEFENSE SERVICES

Aberdeen's proximity to Fort Liberty (formerly Fort Bragg) fuels economic activity in defense contracting, logistics, and support services. The military presence also drives demand for housing, retail, and community services in the area.



RETAIL & COMMERCIAL DEVELOPMENT

Aberdeen is a regional retail hub, featuring both national chains and locally-owned businesses. Shopping centers like Aberdeen Commons create job opportunities in sales, customer service, and management. Retail growth continues to attract visitors from surrounding areas.



TOURISM AND HOSPITALITY

Aberdeen benefits from its proximity to Pinehurst, a world-famous golf destination, attracting visitors to local hotels, restaurants, and shops. The tourism industry supports jobs in hospitality, retail, and event services. Seasonal events and the historic charm of downtown Aberdeen further enhance its appeal.

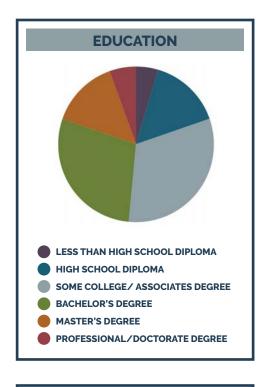


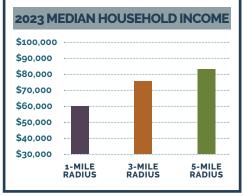
DEMOGRAPHIC ANALYSIS // SANDY MINE SELF STORAGE // ABERDEEN, NC

	1-MILE RADIUS	3-MILE RADIUS	5-MILE RADIUS	
POPULATION & GROWTH				
2023 Total Population	1,759	13,726	40,137	
2023 Population Density	52.8	275.4	437.4	
2020-2023 Growth	150	782	2,712	
2020-2023 Average Annual Growth	50	261	904	••••••
2028 Total Population	1,870	14,590	42,654	
2028 Population Density	56	293	465	••••••
2023-2028 Projected Population Growth	111	864	2,517	••••••
2023-2028 Projected Average Annual Growth	22	173	503	••••••
2020 Population	1,609	12,944	37,425	••••••
2010 Total Population	1,331	11,178	30,865	••••••
2000 Population	1,380	8,523	23,412	••••••

INCOME			
2023 Aggregate Household Income	\$55,681,580	\$752,146,176	\$2,068,749,679
2023 Average Household Income	\$74,341	\$122,880	\$110,943
2023 Median Household Income	\$60,890	\$76,504	\$82,905
2023 Per Capita Income	\$31,907	\$55,354	\$52,164
2028 Aggregate Household Income	\$63,738,249	\$926,621,791	\$2,521,697,376
2028 Average Household Income	\$77,352	\$137,563	\$122,932
2028 Median Household Income	\$62,079	\$78,173	\$84,471
2028 Per Capita Income	\$34,341	\$64,104	\$59,768

HOUSEHOLDS & GROWTH			
2023 Households	749	6,121	18,647
2020-2023 Growth	103	685	2,261
2020-2023 Average Annual Growth	34	228	754
2028 Households	824	6,736	20,513
2023-2028 Growth	75	615	1,866
2023-2028 Average Annual Growth	15	123	373
2020 Households	646	5,436	16,386





DATA COLLECTED BY YARDI MATRIX & TRACTIQ. ALL DATA WIITHIN 3-5 MILE RADIUS OF THE SUBJECT.



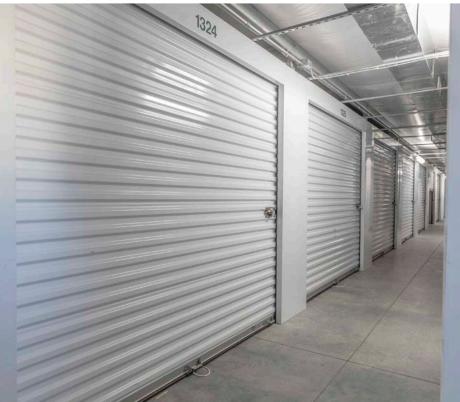
FACILITY GALLERY

SANDY MINE SELF STORAGE

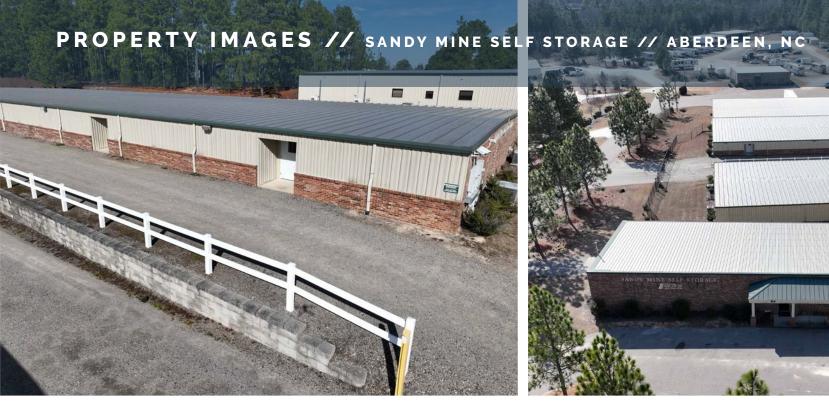
PROPERTY IMAGES // SANDY MINE SELF STORAGE // ABERDEEN, NC



















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