



O F F E R I N G M E M O R A N D U M

U NAME IT SELF STORAGE

203 CIRCUIT AVE,
WEST SPRINGFIELD, MA 01089



PRESENTED BY
GRANDSTONE
INVESTMENT
SALES

T A B L E O F C O N T E N T S

3 INVESTMENT OVERVIEW

SECTION 1

Offering Summary • Investment Overview

10 FINANCIAL ANALYSIS

SECTION 2

Unit Mix • Income & Expenses

16 PROPERTY INFORMATION

SECTION 3

Local Map • Regional Map • Parcel Outline

20 RENT COMPARABLES

SECTION 4

Rent Comparables Map • Rent Comparables

23 DEMOGRAPHIC ANALYSIS

SECTION 5

Demographic Analysis • Demographic Report



CONFIDENTIALITY & DISCLAIMER

The information provided within the subsequent Marketing Brochure is confidential and proprietary. It is intended for the exclusive review of the recipient. This information must not be shared with any other individual or entity without written authorization from Grandstone Investment Sales. The purpose of this Marketing Brochure is to offer a summarized and unverified overview for potential purchasers and to generate preliminary interest in the subject property. This document is not a substitute for a comprehensive due diligence investigation. Grandstone Investment Sales does not make any guarantees or representations regarding the subject property's income, expenses, future financial performance, physical attributes, compliance with regulations, tenant information, or any other related aspects. The content in this Marketing Brochure is derived from sources believed to be reliable, but Grandstone Investment Sales has not authenticated or investigated this information. No warranties or representations are made concerning the

accuracy or completeness of the provided information. Prospective buyers are responsible for independently verifying all details. "Grandstone Investment Sales" is a service mark belonging to Grandstone Investment Sales Real Estate Investment Services, Inc. © 2021 Grandstone Investment Sales. All rights reserved.

NON-ENDORSEMENT NOTICE

Grandstone Investment Sales is unaffiliated, unsponsored, and not endorsed by any commercial tenant or lessee mentioned in this marketing package. The inclusion of any corporation's name or logo does not imply an affiliation, sponsorship, or endorsement between said corporation and Grandstone Investment Sales, its affiliates, subsidiaries, or any of its offerings. This information is solely included to provide tenant and lessee details about the listing to potential customers. Property showings are exclusively by appointment. For more details, consult your Grandstone Investment Sales agent.

S E C T I O N 1

INVESTMENT OVERVIEW

U NAME IT SELF STORAGE



OFFERING SUMMARY

U NAME IT SELF STORAGE | 203 CIRCUIT AVE, WEST SPRINGFIELD, MA 01089

PURCHASE PRICE TBD BY MARKET

CURRENT PHYSICAL OCCUPANCY 98.10%

CURRENT ECONOMIC OCCUPANCY 91.65%

NET RENTABLE SQUARE FEET 168,189

LOT SIZE 10.012

YEAR BUILT/RENOVATED 2011



U Name It Self Storage, located in West Springfield, MA within the Springfield MSA, offers 168,189 NRSF of space, featuring 560 non-climate-controlled units on over 10 acres. The facility maintains over 98% occupancy, reflecting strong demand and generating a current NOI of over \$900K, which underscores its robust financial performance. The trade area has attractive self-storage demographics, with only 5 NRSF per capita within a five-mile radius which boasts a population of over 234,000. Strict zoning regulations and scarce land create high entry barriers for competitors. Expansion of 63 units, adding nearly 9,000 NRSF is currently underway.

INVESTMENT HIGHLIGHTS

- LOCATION – WORCESTER-SPRINGFIELD, MA MSA SELF STORAGE OFFERING
- PRICE – TO BE DETERMINED BY MARKET
- NRSF – 168,189
- OCCUPANCY – 98% PHYSICAL / 91% ECONOMIC
- LOW 5.7 NRSF PER CAPITA IN FIVE MILE RADIUS
- 50% OF TRADE AREA POPULATION ARE RENTERS
- EXPANSION OF 63 SECOND FLOOR UNITS UNDERWAY



S I T E D E S C R I P T I O N

TRAFFIC COUNT	2000
COUNTY	HAMPDEN COUNTY, MASSACHUSETTS
NON CLIMATE UNITS & OFFICE SUITES	587
CLIMATE CONTROLLED UNITS	0
TOTAL NUMBER OF UNITS	587
UNCOVERED PARKING SPACES	27
EXPANSION UNITS UNDER CONSTRUCTION	63
UNIT SIZES	5X5 - 50X60
NRSF	168,189
ONSITE MANAGERS APARTMENT	YES
# OF ACRES	10.012
# OF BUILDINGS	1
YEAR BUILT	MARCH 2006 THROUGH PRESENT
ZONING	SELF STORAGE
PARCEL NUMBER(S)	192_1630_0_3
# OF STORIES	2
# OF ELEVATORS / STAIRWELLS	2 STAIRCASES AND 1 LIFT FOR 2ND FLOOR
FOUNDATION	SLAB AND UNDER OFFICE IS A BASEMENT
FRAMING	WOOD BEAM AND STEEL
EXTERIOR	BRICK AND METAL
ROOF TYPE	ASPHALT AND RUBBER
FENCING TYPE	GALVANIZED FENCING
# OF ENTRIES	TWO ENTRIES, TWO EXITS
TYPE OF GATE	TWO CANILEVER GATES BEING INSTALLED; CHAIN LINK
MANAGEMENT SOFTWARE	SITELINK
SECURITY SYSTEMS	HONEYWELL FOR ENTRY, 64 CAMERAS, ANOTHER 50 BEING ADDED
FLOOD ZONE	N
SIGNAGE	KUSHNER REALTY SIGN
EXPANSION	NEARLY 9K NRSF ON 2ND FLOOR BEING COMPLETED WITH SECURTY AND ELECTRIC BEING ADDED

TOTAL NUMBER OF UNITS

587

NET RENTABLE SQUARE FEET

168,189

UNIT SIZES

5x5 -
50x60

P R O P E R T Y I M A G E S



U NAME IT SELF STORAGE | 203 CIRCUIT AVE, WEST SPRINGFIELD, MA 01089

FACILITY NAME	ADDRESS	DISTANCE	CLIMATE CONTROL	NRSF 1-MILE	NRSF 3-MILE	NRSF 5-MILE
U-Name-It Self Storage	203 Circuit Ave, West Springfield, MA 01089	★	No	168,189	-	-
E-Z Storage Inc	920 Memorial Ave, West Springfield, MA 01089	0.51	Yes	63,386	-	-
U-Haul Moving & Storage of West Springfield	380 Union St, West Springfield, MA 01089	0.77	Yes	38,855	-	-
55 Emery Street Self-Storage Facility	55 Emery St, Springfield, MA 01104	1.05	No	-	28,125	-
Devon Self Storage Springfield, Massachusetts	2155 E Columbus Ave, Springfield, MA 01104	1.06	No	-	30,615	-
Extra Space Storage	40 Congress Street, Springfield, MA 01104	1.24	Yes	-	54,629	-
Lockwood Self Storage	100 Main St, Springfield, MA 01105	1.45	No	-	7,050	-
Cabrini Moving Service Inc	531 Worthington St, Springfield, MA 01105	1.49	Yes	-	20,800	-
U-Haul Moving & Storage	88 Birnie Ave, Springfield, MA 01103	1.72	Yes	-	54,595	-
Moove In Self Storage	340 Taylor Street, Springfield, MA 01105	1.82	Yes	-	114,425	-
Silver Brook Mill Self Storage	168 Elm St, Agawam, MA 01001	1.96	Yes	-	2,864	-
Extra Space Storage	55 Fisk Ave, Springfield, MA 01107	2.09	Yes	-	74,476	-
Extra Space Storage	511 Springfield St, Feeding Hills, MA 01030	2.11	Yes	-	49,155	-
Medical Record Storage	3640 Main St, Springfield, MA 01107	2.51	Yes	-	103,392	-
Bkaye Self Storage	553 St James Ave, Springfield, MA 01109	3.04	Yes	-	-	61,150
Agawam Self Storage Center	727 Silver St, Agawam, MA 01001	3.56	No	-	-	35,000
Stick It Here Self Storage	32 Shoemaker Ln, Agawam, MA 01001	3.65	Yes	-	-	53,200
Max Storage	57 Wayside Ave, West Springfield, MA 01089	3.78	No	-	-	21,173
South Agawam Storage Facility	1670 Main St, Agawam, MA 01001	3.81	No	-	-	18,596
Golden Storage	444 Shoemaker Ln, Agawam, MA 01001	3.81	No	-	-	14,815
Otter Self Storage	143 Doty Cir, West Springfield, MA 01089	3.89	Yes	-	-	22,204
Storelocal Storage	371 S Westfield St, Feeding Hills, MA 01030	4.32	No	-	-	22,017
Storage Rentals of America	182 Benton Drive, East Longmeadow, MA 01028	4.84	No	-	-	68,533
All Purpose Storage – East Longmeadow	50 Baldwin St, East Longmeadow, MA 01028	4.88	Yes	-	-	10,117
Page Blvd Self Storage	991 Page Blvd, Springfield, MA 01104	4.91	Yes	-	-	39,057
Extra Space Storage	71 Maple Street, East Longmeadow, MA 01028	4.98	Yes	-	-	60,705

TOTAL EXISTING SUPPLY

268,695

808,821

1,235,388

2023 POPULATION | 1-MILE 5,948 | 3-MILE 107,242 | 5-MILE 214,045

SQ FT PER PERSON

45.17

7.54

5.77

5 MILE MULTIFAMILY DEVELOPMENT PIPELINE

FACILITY NAME	ADDRESS	CITY	# OF UNITS	COST	PROJECT STAGE	DISTANCE
Pond View Hollow	358 Corey St	Agawam		\$1,000,000	Pre-Construction/Negotiated	1.04
Heritage Hall Expansion	65 Cooper St	Agawam		\$3,000,000	Conceptual	1.06
RFP – Purchase and Redevelopment of Pine and Walnut Street	Pine Street and Walnut Street	Springfield		\$10,000,000	Conceptual	1.16
RFP – Disposition of Properties for NOFA Development Projects	Multiple Locations	Springfield		\$800,000	Conceptual	1.16
36 Project Based Vouchers for New Construction Efficiency Apartments	Multiple Locations	Springfield		\$600,000	Post-Bid	1.16
RFP – Developers – Single-Family Home at 8 Ringgold Street	Multiple Locations	Springfield		\$500,000	Conceptual	1.16
Vacant Lots in Old Hill Neighborhood	Multiple Locations	Springfield		\$6,000,000	Pre-Construction/Negotiated	1.16
RFP – Community Housing Development Organization in the Old Hill	Multiple Locations	Springfield		\$200,000	Conceptual	1.16
RFP – Development of Homeownership Housing in the Memorial Square Neighborhood	Multiple Locations	Springfield		\$200,000	Conceptual	1.16
Purchase and Redevelopment of ES Main Street	To Be Determined	Springfield		\$88,900	Conceptual	1.16
RFP – Purchase and Redevelopment of Vacant Lots in the Pine Point Neighborhood	Multiple Locations	Springfield		\$500,000	Conceptual	1.16
RFQ Design – Design Services Western MA Cyber Center of Excellence at Union Station	55 Frank B Murray St	Springfield		\$2,000,000	Conceptual	1.29
Residential Mill Conversion	Dwight St & Lyman St	Springfield	84	\$26,000,000	Conceptual	1.33
Sewer Infrastructure Improvements FY23	Multiple Locations	Agawam		\$2,395,302	Bid Results	1.5
RFP – Purchase and Redevelopment of 524 Union Street	524 Union St	Springfield		\$21,030	Conceptual	1.59
RFP – Redevelopment of 2612-2616 Main Street	2612 Main St	Springfield		\$758,800	Conceptual	1.62
775 Worthington Homeless Shelter	775 Worthington St	Springfield	36	\$2,000,000	Award	1.81
Single Family Home at ES Pine Street	Pine St	Springfield			Bid Results	1.83
RFP – Purchase and Redevelopment of East Side Main Street	Main St & Waverly St	Springfield		\$5,500,000	Conceptual	1.91
Campus Wide Sidewalk Repairs	1 Armory St	Springfield		\$186,000	GC Bidding	1.93
Domestic Water Heater Replacement	45 Pine St	Springfield		\$200,000	Sub-Bidding	1.97
RFQ – Hazard Mitigation Plan	Multiple Locations	Agawam		\$30,000	Conceptual	2.12
RFP – Purchase and Redevelopment of 26-28 Terrance Street	Terrence St	Springfield		\$22,940	Conceptual	2.28
Rosewood Way	586 Mill St	Feeding Hills	62	\$16,000,000	Final Planning	2.7
RFP Design – Purchase and Redevelopment of 74 Irvington Street	74 Irvington St	Springfield		\$149,500	Conceptual	3.09
Aspenwoods Estates	673 Silver St	Agawam	10	\$4,000,000	Pre-Construction/Negotiated	3.38
RFP – Purchase and Redevelopment of 18 Highland Street	18 Highland St	Springfield		\$182,100	Conceptual	3.48
Cabot Manor Accessibility Program	22 Plante Cir	Chicopee		\$267,000	Bid Results	3.58
Holly Hill Estates Subdivision	530 Rogers Ave	West Springfield	11	\$4,300,000	Final Planning	3.61
Glenmeadow Phase 2	24 Tabor Crossing	Longmeadow		\$1,000,000	Pre-Construction/Negotiated	3.65
Removal of Fuel Oil Storage Tanks and Site Restoration	1118 St James Ave	Springfield		\$53,500	Bid Results	3.74
Rda for Construction of a Single – Family House and Associated Site Work on Emery St Assessor	To Be Determined	Chicopee		\$200,000	Post-Bid	4.03
Roof and Parking Lot Replacement at Lower Pioneer Valley Collaborative – Sub Bid	174 Brush Hill Ave	West Springfield		\$1,500,000	GC Bidding	4.03
Chicopee-Baskin Redevelopment	West Main Street	Chicopee	102	\$40,000,000	Design	4.03
Fisk Drive Apartment	Fisk Drive	Chicopee	61	\$20,000,000	Conceptual	4.03
RFQ Design- Design and Ca Services for the Construction of Nine Accessible Apts	To Be Determined	Chicopee		\$7,500,000	Conceptual	4.03
Williams Street Assisted Living Facility	1280 Williams St	Longmeadow		\$13,800,000	Conceptual	4.19
Fairway Lane Estates Residential Subdivision	299 Maple St	East Longmeadow	10	\$4,000,000	Pre-Construction/Negotiated	4.27
Nicole Terrace	173 Southwick St	Feeding Hills		\$1,000,000	Under Construction	4.43
The Villas at Pine Crossing	466 S Westfield St	Agawam		\$10,000,000	Under Construction	4.46
Oak Street Multi-Family	Oak St	Chicopee	51	\$19,000,000	Final Planning	4.59
Elaine Circle Phase 2	Elaine Cir	Springfield	18	\$6,000,000	Pre-Construction/Negotiated	4.64
Singing Bridge Residences	75 W Main St	Chicopee		\$20,000,000	Post-Bid	4.67

TOTAL NUMBER OF UNITS 445

SECTION 2

FINANCIAL ANALYSIS

U NAME IT SELF STORAGE



NON-CLIMATE CONTROLLED (NCC):

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
0.0 x 0.0	1	-	-	-	-	-	-	-
0.0 x 0.0	1	-	-	-	-	-	-	-
4.6 x 3.0	1	14	14	\$35.00	\$35	\$420	\$44.67	\$536
5.0 x 5.0	6	25	150	\$45.00	\$270	\$3,240	\$57.43	\$4,135
5.0 x 5.0	14	25	350	\$55.00	\$770	\$9,240	\$70.20	\$11,793
3.4 x 8.4	1	29	29	\$55.00	\$55	\$660	\$70.20	\$842
4.0 x 8.4	1	34	34	\$55.00	\$55	\$660	\$70.20	\$842
5.0 x 7.0	2	35	70	\$52.00	\$104	\$1,248	\$66.37	\$1,593
4.0 x 10.0	1	40	40	\$65.00	\$65	\$780	\$82.96	\$995
5.0 x 8.0	1	40	40	\$76.00	\$76	\$912	\$97.00	\$1,164
5.5 x 8.0	1	44	44	\$65.00	\$65	\$780	\$82.96	\$995
5.0 x 9.0	1	45	45	\$72.00	\$72	\$864	\$91.89	\$1,103
7.0 x 7.0	5	49	245	\$76.00	\$380	\$4,560	\$97.00	\$5,820
7.0 x 7.0	1	49	49	\$66.00	\$66	\$792	\$84.23	\$1,011
5.0 x 10.0	16	50	800	\$66.00	\$1,056	\$12,672	\$84.23	\$16,173
5.0 x 10.0	32	50	1,600	\$76.00	\$2,432	\$29,184	\$97.00	\$37,247
7.0 x 7.8	1	55	55	\$66.00	\$66	\$792	\$84.23	\$1,011
9.6 x 6.6	1	63	63	\$96.00	\$96	\$1,152	\$122.52	\$1,470
6.5 x 10.0	1	65	65	\$96.00	\$96	\$1,152	\$122.52	\$1,470
6.0 x 11.6	1	70	70	\$96.00	\$96	\$1,152	\$122.52	\$1,470
7.0 x 10.0	3	70	210	\$86.00	\$258	\$3,096	\$109.76	\$3,951
7.0 x 10.0	3	70	210	\$96.00	\$288	\$3,456	\$122.52	\$4,411
8.0 x 10.0	5	80	400	\$96.00	\$480	\$5,760	\$122.52	\$7,351
8.0 x 10.0	1	80	80	\$110.00	\$110	\$1,320	\$140.39	\$1,685
7.0 x 12.0	1	84	84	\$96.00	\$96	\$1,152	\$122.52	\$1,470
10.0 x 8.6	1	86	86	\$110.00	\$110	\$1,320	\$140.39	\$1,685
10.0 x 9.0	2	90	180	\$110.00	\$220	\$2,640	\$140.39	\$3,369
10.0 x 9.6	2	96	192	\$110.00	\$220	\$2,640	\$140.39	\$3,369
12.0 x 8.0	1	96	96	\$110.00	\$110	\$1,320	\$140.39	\$1,685
11.0 x 9.0	1	99	99	\$110.00	\$110	\$1,320	\$140.39	\$1,685
9.5 x 10.5	1	100	100	\$110.00	\$110	\$1,320	\$140.39	\$1,685
10.0 x 10.0	93	100	9,300	\$110.00	\$10,230	\$122,760	\$140.39	\$156,676

NON-CLIMATE CONTROLLED (NCC):

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
10.0 x 10.0	1	100	100	\$125.00	\$125	\$1,500	\$159.54	\$1,914
10.0 x 10.0	3	100	300	\$96.00	\$288	\$3,456	\$122.52	\$4,411
7.0 x 15.0	1	105	105	\$100.00	\$100	\$1,200	\$127.63	\$1,532
10.0 x 11.0	1	110	110	\$100.00	\$100	\$1,200	\$127.63	\$1,532
10.0 x 11.0	14	110	1,540	\$116.00	\$1,624	\$19,488	\$148.05	\$24,872
10.0 x 11.0	1	110	110	\$122.00	\$122	\$1,464	\$155.71	\$1,868
8.1 x 14.0	1	113	113	\$130.00	\$130	\$1,560	\$165.92	\$1,991
10.0 x 11.6	1	116	116	\$122.00	\$122	\$1,464	\$155.71	\$1,868
10.0 x 12.0	1	120	120	\$100.00	\$100	\$1,200	\$127.63	\$1,532
10.0 x 12.0	9	120	1,080	\$122.00	\$1,098	\$13,176	\$155.71	\$16,816
11.1 x 11.0	1	122	122	\$130.00	\$130	\$1,560	\$165.92	\$1,991
11.4 x 11.0	1	125	125	\$120.00	\$120	\$1,440	\$153.15	\$1,838
11.0 x 11.6	1	128	128	\$130.00	\$130	\$1,560	\$165.92	\$1,991
11.6 x 11.0	1	128	128	\$130.00	\$130	\$1,560	\$165.92	\$1,991
14.4 x 9.0	1	130	130	\$130.00	\$130	\$1,560	\$165.92	\$1,991
10.0 x 14.0	11	140	1,540	\$130.00	\$1,430	\$17,160	\$165.92	\$21,901
9.5 x 15.0	2	143	285	\$130.00	\$260	\$3,120	\$165.92	\$3,982
12.0 x 12.0	1	144	144	\$130.00	\$130	\$1,560	\$165.92	\$1,991
10.0 x 15.0	1	150	150	\$115.00	\$115	\$1,380	\$146.77	\$1,761
10.0 x 15.0	31	150	4,650	\$130.00	\$4,030	\$48,360	\$165.92	\$61,721
12.0 x 13.0	1	156	156	\$130.00	\$130	\$1,560	\$165.92	\$1,991
10.0 x 19.0	2	190	380	\$175.00	\$350	\$4,200	\$223.35	\$5,360
10.0 x 19.6	3	196	588	\$165.00	\$495	\$5,940	\$210.59	\$7,581
10.0 x 19.6	5	196	980	\$175.00	\$875	\$10,500	\$223.35	\$13,401
8.0 x 25.0	1	200	200	\$180.00	\$180	\$2,160	\$229.73	\$2,757
10.0 x 20.0	18	200	3,600	\$175.00	\$3,150	\$37,800	\$223.35	\$48,243
15.0 x 15.0	3	225	675	\$156.00	\$468	\$5,616	\$199.10	\$7,168
15.0 x 15.0	2	225	450	\$170.00	\$340	\$4,080	\$216.97	\$5,207
19.0 x 12.0	2	228	456	\$130.00	\$260	\$3,120	\$165.92	\$3,982
9.9 x 23.2	1	230	230	\$175.00	\$175	\$2,100	\$223.35	\$2,680
12.0 x 19.3	1	232	232	\$165.00	\$165	\$1,980	\$210.59	\$2,527

NON-CLIMATE CONTROLLED (NCC):

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
12.0 x 20.0	1	240	240	\$180.00	\$180	\$2,160	\$229.73	\$2,757
10.0 x 25.0	1	250	250	\$162.00	\$162	\$1,944	\$206.76	\$2,481
10.0 x 30.0	64	300	19,200	\$215.00	\$13,760	\$165,120	\$274.40	\$210,740
15.0 x 20.0	2	300	600	\$182.00	\$364	\$4,368	\$232.28	\$5,575
20.0 x 15.0	1	300	300	\$199.00	\$199	\$2,388	\$253.98	\$3,048
15.0 x 20.0	1	300	300	\$215.00	\$215	\$2,580	\$274.40	\$3,293
15.0 x 20.0	3	300	900	\$230.00	\$690	\$8,280	\$293.54	\$10,568
18.0 x 20.0	1	360	360	\$200.00	\$200	\$2,400	\$255.26	\$3,063
20.0 x 18.0	2	360	720	\$240.00	\$480	\$5,760	\$306.31	\$7,351
20.0 x 20.0	1	400	400	\$250.00	\$250	\$3,000	\$319.07	\$3,829
20.0 x 20.0	58	400	23,200	\$329.00	\$19,082	\$228,984	\$419.90	\$292,248
20.0 x 20.0	1	400	400	\$750.00	\$750	\$9,000	\$957.21	\$11,487
15.0 x 30.0	1	450	450	\$400.00	\$400	\$4,800	\$510.51	\$6,126
20.0 x 25.0	3	500	1,500	\$678.00	\$2,034	\$24,408	\$865.32	\$31,151
20.0 x 30.0	1	600	600	\$275.00	\$275	\$3,300	\$350.98	\$4,212
20.0 x 30.0	22	600	13,200	\$429.00	\$9,438	\$113,256	\$547.52	\$144,547
20.0 x 30.0	14	600	8,400	\$600.00	\$8,400	\$100,800	\$765.77	\$128,649
15.0 x 40.0	2	600	1,200	\$400.00	\$800	\$9,600	\$510.51	\$12,252
20.0 x 30.0	2	600	1,200	\$500.00	\$1,000	\$12,000	\$638.14	\$15,315
20.0 x 40.0	5	800	4,000	\$678.00	\$3,390	\$40,680	\$865.32	\$51,919
20.0 x 40.0	3	800	2,400	\$500.00	\$1,500	\$18,000	\$638.14	\$22,973
20.0 x 50.0	2	1,000	2,000	\$678.00	\$1,356	\$16,272	\$865.32	\$20,768
20.0 x 50.0	8	1,000	8,000	\$750.00	\$6,000	\$72,000	\$957.21	\$91,892
25.0 x 40.0	1	1,000	1,000	\$678.00	\$678	\$8,136	\$865.32	\$10,384
25.0 x 40.0	4	1,000	4,000	\$750.00	\$3,000	\$36,000	\$957.21	\$45,946
20.0 x 50.0	27	1,000	27,000	\$599.00	\$16,173	\$194,076	\$764.49	\$247,696
25.0 x 40.0	1	1,000	1,000	\$599.00	\$599	\$7,188	\$764.49	\$9,174
20.0 x 60.0	1	1,200	1,200	\$1,050.00	\$1,050	\$12,600	\$1,340.10	\$16,081
38.0 x 38.0	1	1,444	1,444	\$700.00	\$700	\$8,400	\$893.40	\$10,721
30.0 x 60.0	1	1,800	1,800	\$800.00	\$800	\$9,600	\$1,021.03	\$12,252
60.0 x 50.0	1	3,000	3,000	\$200.00	\$200	\$2,400	\$255.26	\$3,063
TOTAL NCC:	562	292	164,104	\$230.11	\$129,324	\$1,551,888	\$293.69	\$1,980,646

OFFICE SUITES

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
0.0 x 0.0	1	-	-	\$165.00	\$165	\$1,980	\$210.59	\$2,527
0.0 x 0.0	1	-	-	\$200.00	\$200	\$2,400	\$255.26	\$3,063
7.5 x 11.5	1	86	86	\$150.00	\$150	\$1,800	\$191.44	\$2,297
8.8 x 12.6	1	111	111	\$165.00	\$165	\$1,980	\$210.59	\$2,527
8.8 x 13.3	1	117	117	\$150.00	\$150	\$1,800	\$191.44	\$2,297
9.3 x 12.6	1	117	117	\$165.00	\$165	\$1,980	\$210.59	\$2,527
13.0 x 9.3	1	121	121	\$135.00	\$135	\$1,620	\$172.30	\$2,068
13.0 x 9.3	1	121	121	\$150.00	\$150	\$1,800	\$191.44	\$2,297
13.9 x 9.3	1	129	129	\$135.00	\$135	\$1,620	\$172.30	\$2,068
11.0 x 12.0	1	132	132	\$150.00	\$150	\$1,800	\$191.44	\$2,297
11.0 x 12.0	1	132	132	\$165.00	\$165	\$1,980	\$210.59	\$2,527
10.0 x 13.3	1	133	133	\$165.00	\$165	\$1,980	\$210.59	\$2,527
11.5 x 12.0	1	138	138	\$175.00	\$175	\$2,100	\$223.35	\$2,680
13.0 x 12.0	1	156	156	\$165.00	\$165	\$1,980	\$210.59	\$2,527
10.0 x 19.5	1	195	195	\$200.00	\$200	\$2,400	\$255.26	\$3,063
18.0 x 11.0	2	198	396	\$175.00	\$350	\$4,200	\$223.35	\$5,360
15.3 x 13.3	1	203	203	\$250.00	\$250	\$3,000	\$319.07	\$3,829
12.1 x 18.0	2	218	436	\$700.00	\$1,400	\$16,800	\$893.40	\$21,442
17.8 x 12.6	1	224	224	\$225.00	\$225	\$2,700	\$287.16	\$3,446
18.0 x 12.5	1	225	225	\$245.00	\$245	\$2,940	\$312.69	\$3,752
18.0 x 12.5	1	225	225	\$250.00	\$250	\$3,000	\$319.07	\$3,829
24.0 x 12.8	1	307	307	\$260.00	\$260	\$3,120	\$331.83	\$3,982
19.5 x 19.5	1	380	380	\$323.00	\$323	\$3,876	\$412.24	\$4,947
TOTAL Office Suites:	25	163	4,085	\$229.52	\$5,738	\$68,856	\$292.93	\$87,880

OUTDOOR PARKING

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
10.0 x 30.0	1	-	-	\$75.00	\$75	\$900	\$95.72	\$1,149
10.0 x 30.0	1	-	-	\$100.00	\$100	\$1,200	\$127.63	\$1,532
10.0 x 30.0	2	-	-	\$106.00	\$212	\$2,544	\$135.29	\$3,247
10.0 x 30.0	3	-	-	\$150.00	\$450	\$5,400	\$191.44	\$6,892
10.0 x 30.0	1	-	-	\$175.00	\$175	\$2,100	\$223.35	\$2,680
10.0 x 60.0	10	-	-	\$122.00	\$1,220	\$14,640	\$155.71	\$18,685
20.0 x 30.0	1	-	-	\$100.00	\$100	\$1,200	\$127.63	\$1,532
20.0 x 30.0	1	-	-	\$125.00	\$125	\$1,500	\$159.54	\$1,914
20.0 x 30.0	7	-	-	\$150.00	\$1,050	\$12,600	\$191.44	\$16,081
TOTAL Outdoor Parking:	27	-	-	\$129.89	\$3,507	\$42,084	\$165.77	\$53,711

GRAND TOTAL	614	274	168,189	\$225.68	\$138,569	\$1,662,828	\$288.03	\$2,122,237
-------------	-----	-----	---------	----------	-----------	-------------	----------	-------------

I N C O M E & E X P E N S E S

	ACTUALS CURRENT		YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
GROSS POTENTIAL RENT	\$1,639,968		\$1,721,966		\$1,808,065		\$1,898,468		\$1,993,391		\$2,093,061	
PHYSICAL VACANCY	(31,159)	1.9%	(86,098)	5.0%	(90,403)	5.0%	(94,923)	5.0%	(99,670)	5.0%	(104,653)	5.0%
ECONOMIC VACANCY	(105,796)	6.5%	(86,098)	5.0%	(90,403)	5.0%	(94,923)	5.0%	(99,670)	5.0%	(104,653)	5.0%
TOTAL VACANCY	(136,956)		(172,197)		(180,806)		(189,847)		(199,339)		(209,306)	
VACANCY %	8.4%		10.0%		10.0%		10.0%		10.0%		10.0%	
EFFECTIVE RENTAL INCOME	\$1,503,012		\$1,549,770		\$1,627,258		\$1,708,621		\$1,794,052		\$1,883,755	
LATE, LETTER, & NSF FEES	24,914		30,995		32,545		34,172		35,881		37,675	
ADMINISTRATION FEES	0		15,498		15,808		16,124		16,446		16,775	
TENANT INSURANCE	6,336		20,040		26,720		31,174		31,174		31,174	
MERCHANDISE SALES, NET	77		78		80		81		83		85	
SALE OF RECYCLABLES INCOME	7,420		7,568		7,720		7,874		8,032		8,192	
U-HAUL RENTAL INCOME	2,743		2,797		2,853		2,910		2,969		3,028	
TOTAL OTHER INCOME	\$41,489		\$76,977		\$85,726		\$92,336		\$94,584		\$96,929	
EFFECTIVE GROSS INCOME (EGI)	\$1,544,501		\$1,626,747		\$1,712,984		\$1,800,957		\$1,888,637		\$1,980,684	
PROPERTY TAXES	36,518		295,230		301,135		307,157		313,300		319,566	
INSURANCE	39,282		40,067		40,869		41,686		42,520		43,370	
UTILITIES & TRASH	178,354		181,922		185,560		189,271		193,057		196,918	
REPAIRS & MAINTENANCE	93,956		50,000		51,000		52,020		53,060		54,122	
ADVERTISING	10,176		10,379		10,587		10,798		11,014		11,235	
SALARIES, TAXES, & BENEFITS	236,095		115,000		117,300		119,646		122,039		124,480	
MANAGEMENT FEE	9,000		81,337		85,649		90,048		94,432		99,034	
OFFICE SUPPLIES & POSTAGE	8,598		8,770		8,945		9,124		9,307		9,493	
BANK & CREDIT CARD FEES	11,607		26,028		27,408		28,815		30,218		31,691	
TELEPHONE & INTERNET	9,317		9,503		9,693		9,887		10,085		10,286	
LANDSCAPING & SNOW REMOVAL	9,761		9,956		10,155		10,358		10,565		10,776	
OTHER EXPENSES	500		510		521		531		542		552	
TOTAL EXPENSES	\$643,164		\$828,702		\$848,821		\$869,342		\$890,138		\$911,523	
% OF EGI	41.6%		50.9%		49.6%		48.3%		47.1%		46.0%	
NET OPERATING INCOME (NOI)	\$901,337		\$798,045		\$864,164		\$931,615		\$998,498		\$1,069,161	
OPERATING MARGIN %	58.4%		49.1%		50.4%		51.7%		52.9%		54.0%	

1. RE Taxes are based on the current appraised value of \$1,426,700; Taxes increased to reflect reassessment triggered by sale
2. Income based on March 2024–February 2025. 3. Expenses based on March 2024–February 2025

SECTION 3

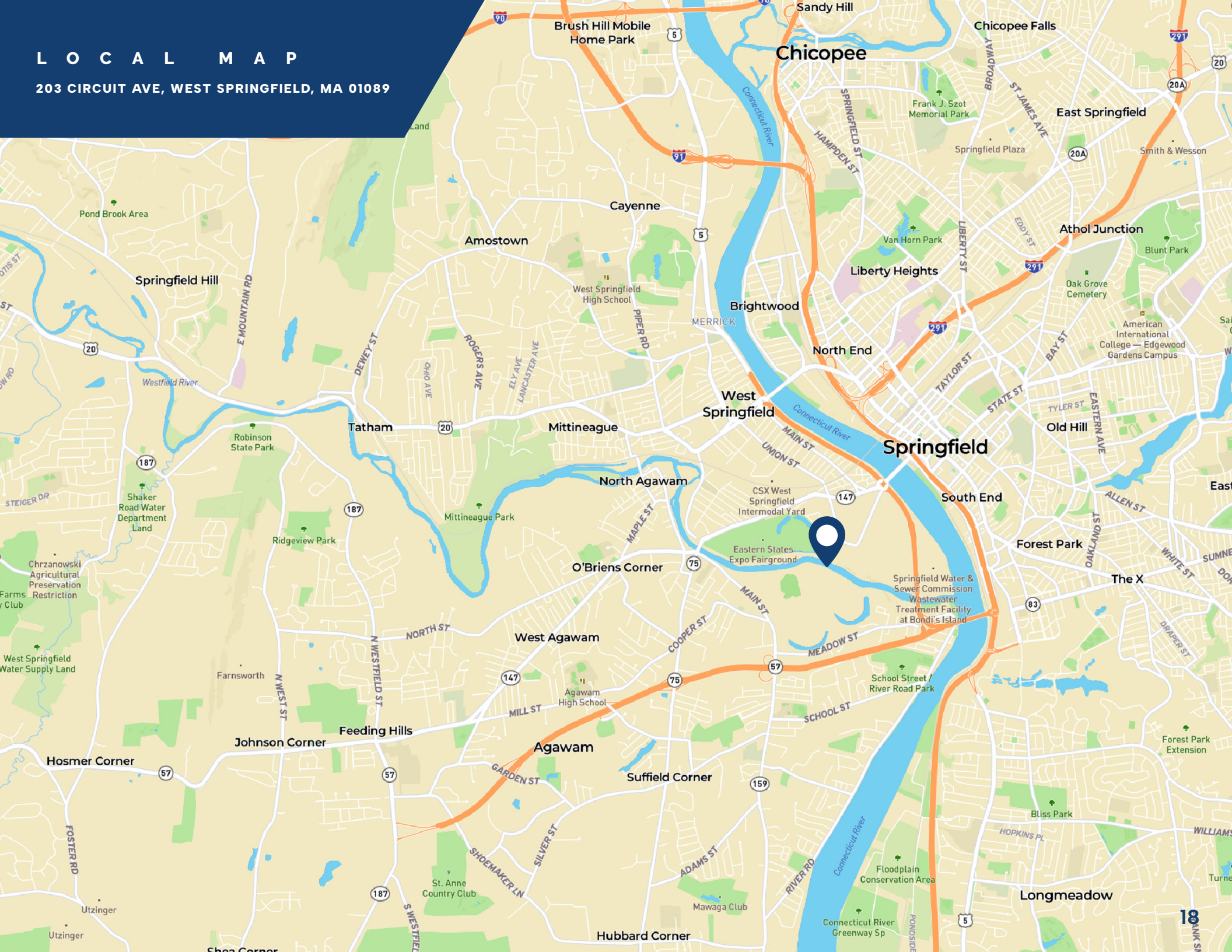
PROPERTY INFORMATION

U NAME IT SELF STORAGE



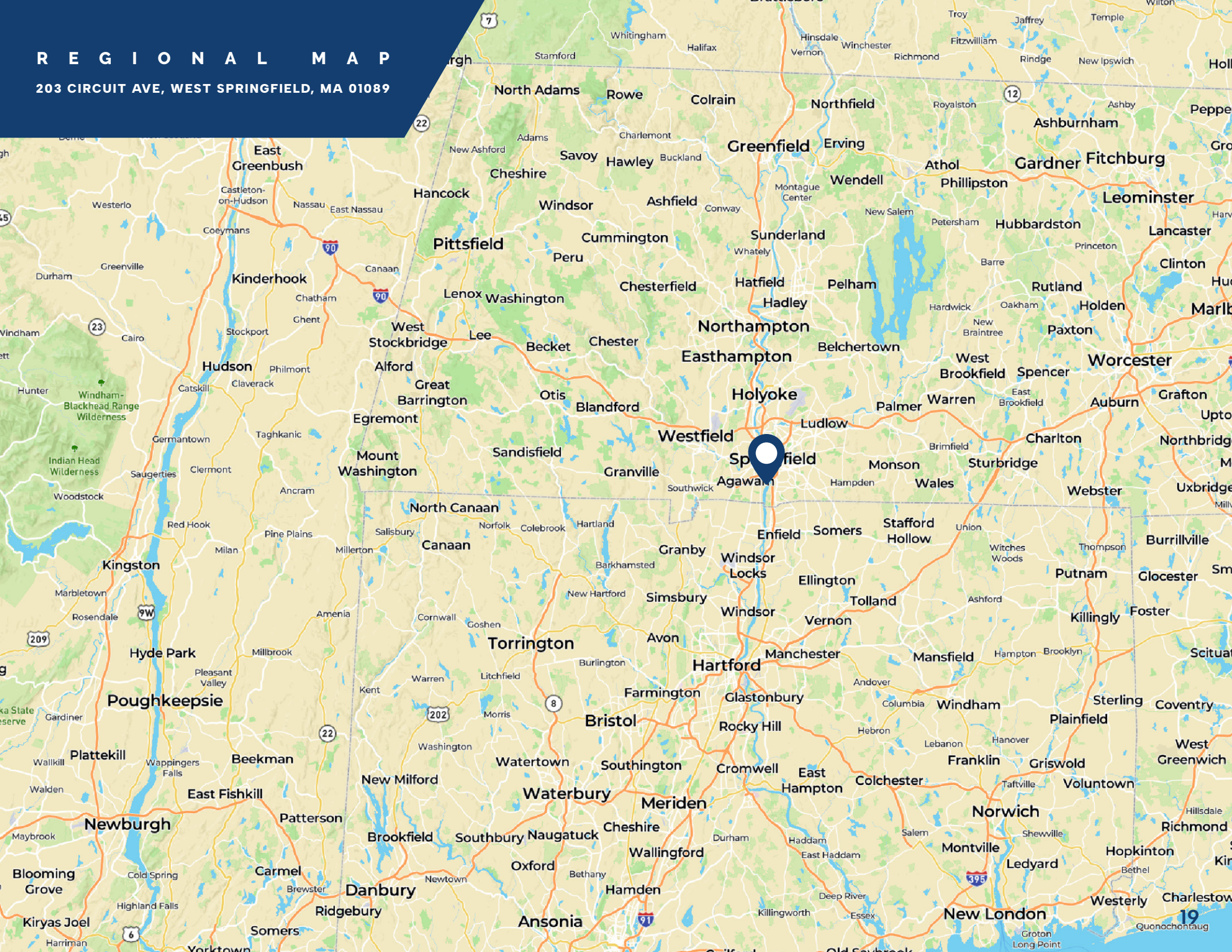
LOCAL MAP

203 CIRCUIT AVE, WEST SPRINGFIELD, MA 01089



REGIONAL MAP

203 CIRCUIT AVE, WEST SPRINGFIELD, MA 01089



PARCEL OUTLINE

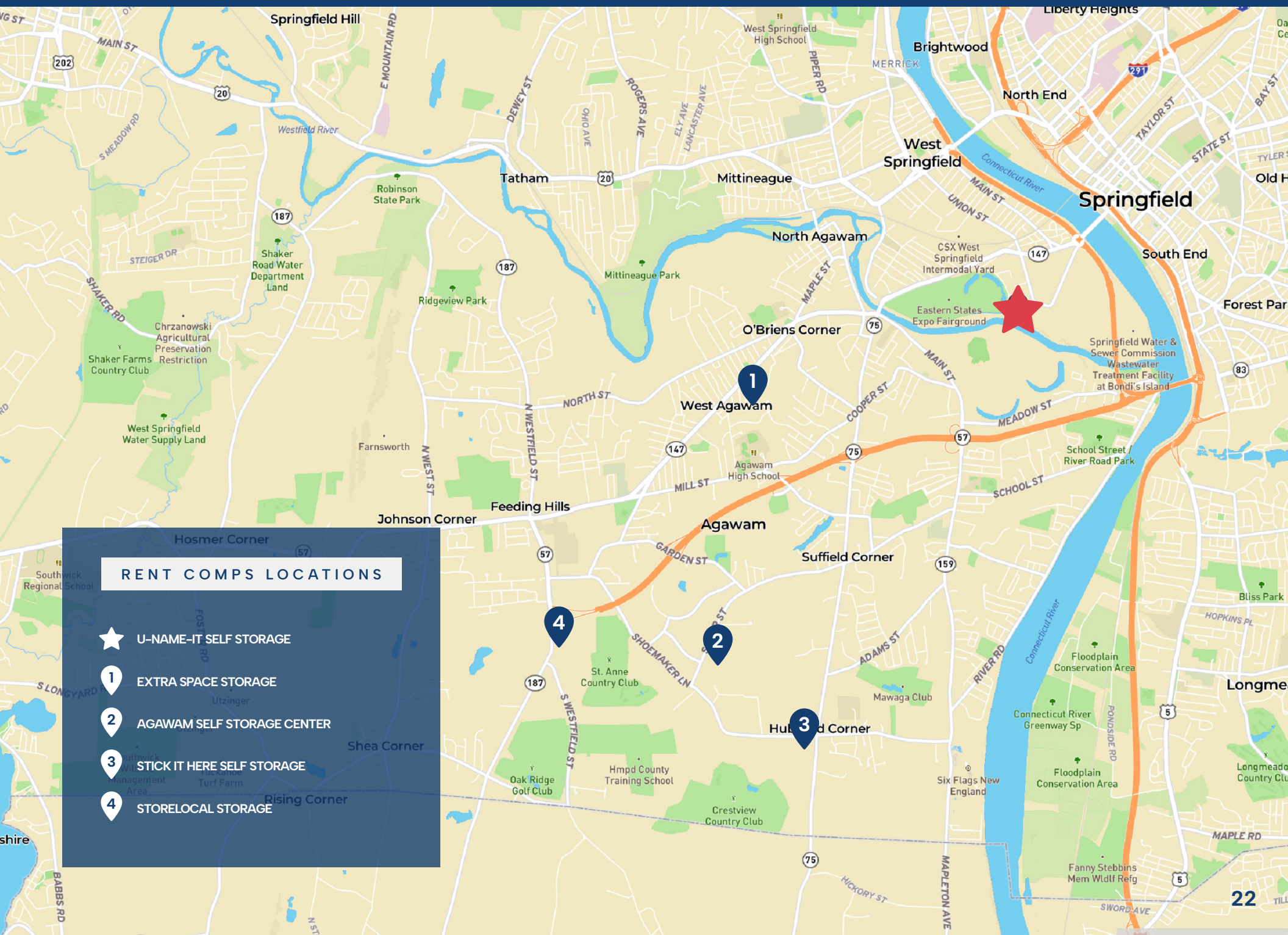
203 CIRCUIT AVE, WEST SPRINGFIELD, MA 01089



SECTION 4

RENT COMPARABLES

U NAME IT SELF STORAGE





U-Name-It Self Storage

203 Circuit Ave,
West Springfield, MA 01089

NSRF	168,189
YEAR BUILT	2011
DISTANCE	★

UNIT TYPE	RENT/ UNIT	AVG RENT/SF
5X10 NCC	\$76	\$1.52
10X10 NCC	\$125	\$1.25
10X15 NCC	\$130	\$0.87
10X20 NCC	\$175	\$0.88
AVERAGE:		\$1.13

1



Extra Space Storage

511 Springfield St,
Feeding Hills, MA 01030

NSRF	49,155
YEAR BUILT	1985-2002
DISTANCE	2.1

UNIT TYPE	RENT/ UNIT	AVG RENT/SF
5X10 NCC	\$79	\$1.58
10X10 NCC	\$123	\$1.23
10X15 NCC	\$--	\$--
10X20 NCC	\$177	\$0.89
AVERAGE:		\$1.23

2



Agawam Self Storage Center

727 Silver St,
Agawam, MA 01001

NSRF	35,000
YEAR BUILT	2023
DISTANCE	3.6

UNIT TYPE	RENT/ UNIT	AVG RENT/SF
5X10 NCC	\$60	\$1.20
10X10 NCC	\$--	\$--
10X15 NCC	\$140	\$0.93
10X20 NCC	\$160	\$0.80
AVERAGE:		\$0.98

3



Stick it Here Self Storage

32 Shoemaker Ln,
Agawam, MA 01001

NSRF	53,200
YEAR BUILT	2023
DISTANCE	3.7

UNIT TYPE	RENT/ UNIT	AVG RENT/SF
5X10 NCC	\$60	\$1.20
10X10 NCC	\$115	\$1.15
10X15 NCC	\$130	\$0.87
10X20 NCC	\$155	\$0.78
AVERAGE:		\$1.00

4



Storelocal Storage

371 S Westfield St,
Feeding Hills, MA 01030

NSRF	22,017
YEAR BUILT	2022
DISTANCE	4.3

UNIT TYPE	RENT/ UNIT	AVG RENT/SF
5X10 NCC	\$79	\$1.58
10X10 NCC	\$119	\$1.19
10X15 NCC	\$139	\$0.93
10X20 NCC	\$169	\$0.85
AVERAGE:		\$1.14

SECTION 5

DEMOGRAPHIC ANALYSIS

U NAME IT SELF STORAGE



WELCOME TO West Springfield, MA



ECONOMIC DRIVERS



MANUFACTURING

The town has a strong industrial presence, with companies specializing in machinery, metal fabrication, and plastics production.



LOGISTICS AND DISTRIBUTION

Its proximity to major highways (I-91 and I-90) makes it a hub for warehousing and transportation businesses.



RETAIL AND COMMERCIAL BUSINESSES

The town has a variety of shopping centers, including Riverdale Shops, and a thriving small business sector.



HEALTHCARE

Nearby Baystate Health, one of the region's largest employers, provides jobs in medical services, research, and administration.



TOURISM AND EVENTS

The Eastern States Exposition (The Big E), New England's largest fair, draws millions of visitors annually and supports hospitality and entertainment sectors.



EDUCATION AND PUBLIC SERVICES

Schools, municipal services, and government jobs contribute to steady employment opportunities.

West Springfield, MA, is a suburban town in Hampden County known for its mix of residential, commercial, and industrial areas. The local economy is supported by industries such as manufacturing, retail, and logistics, with major employers including Baystate Health and the nearby Eastern States Exposition. The town's proximity to Springfield provides additional job opportunities in healthcare, education, and finance. West Springfield also has a strong small business presence, particularly in retail and service industries.



2023 POPULATION

1-MILE	3-MILE	5-MILE
5,948	107,242	214,045



2023 HOUSEHOLDS

1-MILE	3-MILE	5-MILE
1,893	41,925	82,902



2023 AVERAGE INCOME

1-MILE	3-MILE	5-MILE
\$67,633	\$68,446	\$84,460



2028 POPULATION

1-MILE	3-MILE	5-MILE
4,910	112,482	219,849



2023-2028 ANNUAL GROWTH

1-MILE	3-MILE	5-MILE
1,893	41,925	82,902



2028 AVERAGE INCOME

1-MILE	3-MILE	5-MILE
\$72,030	\$74,251	\$92,215



U N A M E I T S E L F S T O R A G E

EXCLUSIVELY LISTED BY:



ANDY SACKS

Senior Associate
Tel: 323.767.4145
Andy@Grandstoneis.com
License: SL3524822

LEAD AGENT



MEIR D. PERLMUTER

CEO & Founder | Headquarters
Tel: 862.591.7070
Meir@Grandstoneis.com
License: FL: BK3443325

B

BRIAN BROCKMAN

Bang Realty-New England Inc
Tel: 513.898.1551
Bor@bangrealty.com
License: 1000169

GRANDSTONE
STORAGE INVESTMENT SALES

