



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

COASTAL SELF STORAGE

4205 SARGENT DR.
BAY CITY, TX 77414



PRESENTED BY
GRANDSTONE
INVESTMENT
SALES

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S E C T I O N 1

INVESTMENT OVERVIEW

COASTAL SELF STORAGE



O F F E R I N G S U M M A R Y

COASTAL SELF STORAGE | 4205 SARGENT DR, BAY CITY, TX 77414

PURCHASE PRICE \$600,000

PRICE PER RENTABLE SQUARE FOOT \$44.51

CURRENT PHYSICAL OCCUPANCY 41.53%

CURRENT ECONOMIC OCCUPANCY 37.90%

CURRENT CAP RATE 1.22%

YEAR 1 CAP RATE 9.69%

YEAR 2 CAP RATE 10.50%

YEAR 3 CAP RATE 10.98%

YEAR 4 CAP RATE 11.47%

YEAR 5 CAP RATE 11.98%

NET RENTABLE SQUARE FEET 13,480

LOT SIZE 1.18

Grandstone is pleased to present Coastal Self Storage, a self-storage facility located in Bay City, Texas, offering a compelling value-add investment opportunity. The property comprises 89 non-climate-controlled units and 23 outdoor parking spaces, totaling 13,480 net rentable square feet. Situated on a 1.18-acre parcel, the facility benefits from excellent accessibility along Sargent Drive and serves a growing residential base, with approximately 19,000 people and an average household income of \$73,000 within a five-mile radius.

With current physical occupancy at just over 41%, the asset provides significant upside through a lease-up strategy paired with targeted operational and maintenance enhancements. Year 1 projections demonstrate a strong repositioning trajectory, with a cap rate rising from 1.22% at acquisition to a projected 9.69% by the end of the first year. Over a five-year hold, the asset offers the potential for a 34.0% levered IRR and a 3.54x equity multiple at the \$600,000 acquisition price.

Coastal Self Storage is positioned in a lightly saturated market with room for rent growth, as comparable facilities command higher average rates per square foot. The site's unit mix accommodates a range of tenant needs, from smaller 5x10 units to larger 10x30 and 12x30 options, alongside ample parking for boats, trailers, or vehicles.

With its below-market acquisition basis, strong demand drivers, and clear path to stabilization, Coastal Self Storage represents a rare opportunity for investors seeking both near-term cash flow growth and long-term value appreciation in a supply-constrained market.

INVESTMENT HIGHLIGHTS

- LOCATION – BAY CITY, TX SELF-STORAGE OFFERING
- PRICE – \$600,000
- NRSF – 13,480
- PPSF – \$44.51
- OCCUPANCY – 42% PHYSICAL / 37% ECONOMIC
- OPPORTUNITY TO UNLOCK VALUE THROUGH PROPERTY UPGRADES AND LEASE-UP PLAN
- AVERAGE HOUSEHOLD INCOME OF \$73K WITHIN A FIVE-MILE RADIUS



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

TRAFFIC COUNT	4950
COUNTY	MATAGORDA
NON CLIMATE UNITS	89
CLIMATE CONTROLLED UNITS	0
UNCOVERED PARKING SPACES	23
UNIT SIZES	RANGING FROM 5X10 TO 22X26
ONSITE MANAGERS APARTMENT	NO
# OF ACRES	1.18
# OF BUILDINGS	3
YEAR BUILT	1973
ZONING	
PARCEL NUMBER(S)	20221
# OF STORIES	1
# OF ELEVATORS / STAIRWELLS / ETC.	0
FOUNDATION	CONCRETE
FRAMING	METAL
EXTERIOR	METAL
ROOF TYPE	METAL
FENCING TYPE	CHAIN-LINK PERIMETER FENCING
# OF ENTRIES	2
TYPE OF GATE	CHAIN LINK
MANAGEMENT SOFTWARE	YES
SECURITY SYSTEMS	BASIC GATE AND CAMERAS
FLOOD ZONE	NO
SIGNAGE	YES

TOTAL NUMBER OF UNITS

112

NET RENTABLE SQUARE FEET

13,480

UNIT SIZES

5x10 -
22x26



COASTAL SELF STORAGE | 4205 SARGENT DR, BAY CITY, TX 77414

FACILITY NAME	ADDRESS	DISTANCE	CLIMATE CONTROL	NRSF 1-MILE	NRSF 3-MILE	NRSF 5-MILE	
Coastal Self Storage	4205 Sargent Dr, Bay City, TX 77414	★	No	13,480	-	-	
World Wide Storage	4703 7th St, Bay City, TX 77414	0.43	Yes	40,517	-	-	
Express Self Storage	4901 7th St, Bay City, TX 77414	0.58	No	74,500	-	-	
Bucks Bayou Storage	3618 Bucks Bayou Rd, Bay City, TX 77414	1.00	No	5,858	-	-	
U STOR IT - Climate Controlled Storage Units	2010 Avenue K, Bay City, TX 77414	1.58	Yes	-	15,235	-	
AREA Storage	2105 5th St, Bay City, TX 77414	1.62	No	-	12,015	-	
Ward Self Storage	Bay City, Bay City, TX 77414	2.10	Yes	-	65,043	-	
Ward Self Storage	3600 Avenue F, Bay City, TX 77414	2.24	Yes	-	63,836	-	
Shorebreak Storage – Bay City, Texas	616 Avenue F, Bay City, TX 77414	2.32	Yes	-	25,363	-	
Bay City Self Storage	5224 Avenue F, Bay City, TX 77414	2.99	Yes	-	55,248	-	
				TOTAL EXISTING SUPPLY	134,355	371,095	371,095
2023 POPULATION 1-MILE 3,048 3-MILE 18,321 5-MILE 19,005				SQ FT PER PERSON	44.08	20.26	19.53

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FACILITY NAME	ADDRESS	CITY	# OF UNITS	COST	PROJECT STAGE	DISTANCE
TDHCA Home Program Grant - Reconstruction of Up to Ten (10) Single Family Units	Multiple Locations	Bay City	20	\$400,000	Award	1.89
Reconstruction of Up to Ten (10) Single Family Units	Multiple Locations	Bay City		\$509,170	Award	1.89
Bay City Cottages	1901 Merlin St	Bay City	6	\$1,882,015	Award	1.93

S E C T I O N 2

FINANCIAL ANALYSIS

COASTAL 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
5.0 x 10.0	16	50	800	\$50.00	\$800	\$9,600	\$57.37	\$11,015
6.0 x 10.0	10	60	600	\$55.00	\$550	\$6,600	\$63.10	\$7,573
7.0 x 10.0	2	70	140	\$55.00	\$110	\$1,320	\$63.10	\$1,515
5.0 x 15.0	2	75	150	\$60.00	\$120	\$1,440	\$68.84	\$1,652
8.0 x 10.0	1	80	80	\$65.00	\$65	\$780	\$74.58	\$895
6.0 x 15.0	2	90	180	\$70.00	\$140	\$1,680	\$80.32	\$1,928
10.0 x 10.0	11	100	1,100	\$75.00	\$825	\$9,900	\$86.05	\$11,359
7.0 x 15.0	2	105	210	\$80.00	\$160	\$1,920	\$91.79	\$2,203
10.0 x 16.0	2	160	320	\$90.00	\$180	\$2,160	\$103.26	\$2,478
10.0 x 20.0	14	200	2,800	\$95.00	\$1,330	\$15,960	\$109.00	\$18,312
20.0 x 10.0	1	200	200	\$75.00	\$75	\$900	\$86.05	\$1,033
10.0 x 22.0	13	220	2,860	\$100.00	\$1,300	\$15,600	\$114.74	\$17,899
12.0 x 20.0	6	240	1,440	\$105.00	\$630	\$7,560	\$120.47	\$8,674
10.0 x 30.0	1	300	300	\$110.00	\$110	\$1,320	\$126.21	\$1,515
12.0 x 25.0	3	300	900	\$110.00	\$330	\$3,960	\$126.21	\$4,544
12.0 x 30.0	1	360	360	\$120.00	\$120	\$1,440	\$137.68	\$1,652
18.0 x 26.0	1	468	468	\$200.00	\$200	\$2,400	\$229.47	\$2,754
22.0 x 26.0	1	572	572	\$200.00	\$200	\$2,400	\$229.47	\$2,754
TOTAL NCC:	89	151	13,480	\$81.40	\$7,245	\$86,940	\$93.40	\$99,752

UNCOVERED 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
12.0 x 30.0	23	-	-	\$75.00	\$1,725	\$20,700	\$86.05	\$23,750
TOTAL Uncovered Parking:	23	-	-	\$75.00	\$1,725	\$20,700	\$86.05	\$23,750

GRAND TOTAL 112 120 13,480 \$80.09 \$8,970 \$107,640 \$91.89 \$123,502

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	\$107,640		\$107,640		\$113,022		\$116,413		\$119,905		\$123,502	
PHYSICAL VACANCY	(62,937)	58.5%	(10,764)	10.0%	(11,302)	10.0%	(11,641)	10.0%	(11,991)	10.0%	(12,350)	10.0%
ECONOMIC VACANCY	(3,909)	3.6%	(5,382)	5.0%	(5,651)	5.0%	(5,821)	5.0%	(5,995)	5.0%	(6,175)	5.0%
TOTAL VACANCY	(66,846)		(16,146)		(16,953)		(17,462)		(17,986)		(18,525)	
VACANCY %	62.1%		15.0%		15.0%		15.0%		15.0%		15.0%	
EFFECTIVE RENTAL INCOME	\$40,794		\$91,494		\$96,069		\$98,951		\$101,919		\$104,977	
LATE, LETTER, & NSF FEES	1,235		2,770		2,908		2,996		3,085		3,178	
ADMINISTRATION FEES	0		0		0		0		0		0	
TENANT INSURANCE	0		1,179		2,359		3,145		3,931		4,717	
TOTAL OTHER INCOME	\$1,235		\$3,949		\$5,267		\$6,141		\$7,017		\$7,895	
EFFECTIVE GROSS INCOME (EGI)	\$42,029		\$95,443		\$101,336		\$105,091		\$108,936		\$112,872	
PROPERTY TAXES	5,321		5,321		5,428		5,536		5,647		5,760	
INSURANCE	6,168		6,292		6,417		6,546		6,677		6,810	
UTILITIES & TRASH	958		977		997		1,017		1,037		1,058	
REPAIRS & MAINTENANCE	4,645		4,738		4,833		4,929		5,028		5,128	
ADVERTISING	500		510		520		531		541		552	
SALARIES, TAXES, & BENEFITS	7,500		7,650		7,803		7,959		8,118		8,281	
MANAGEMENT FEE	2,101		4,772		5,067		5,255		5,447		5,644	
OFFICE SUPPLIES & POSTAGE	4,205		4,289		4,375		4,463		4,552		4,643	
BANK & CREDIT CARD FEES	2,125		1,527		1,621		1,681		1,743		1,806	
TELEPHONE & INTERNET	111		113		116		118		120		123	
LANDSCAPING	1,100		1,122		1,144		1,167		1,191		1,214	
TOTAL EXPENSES	\$34,736		\$37,312		\$38,321		\$39,202		\$40,101		\$41,019	
% OF EGI	82.6%		39.1%		37.8%		37.3%		36.8%		36.3%	
NET OPERATING INCOME (NOI)	\$7,294		\$58,131		\$63,014		\$65,889		\$68,835		\$71,853	
OPERATING MARGIN %	17.4%		60.9%		62.2%		62.7%		63.2%		63.7%	

1. RE Taxes are based on the current assessed value of \$231,972
 2. Income based on 2024 actual. 3. Expenses based on 2024 actual; Advertising and Salary added to reflect industry standard
 4. A management fee is added to expenses based on 5% of the gross income

S E C T I O N 3

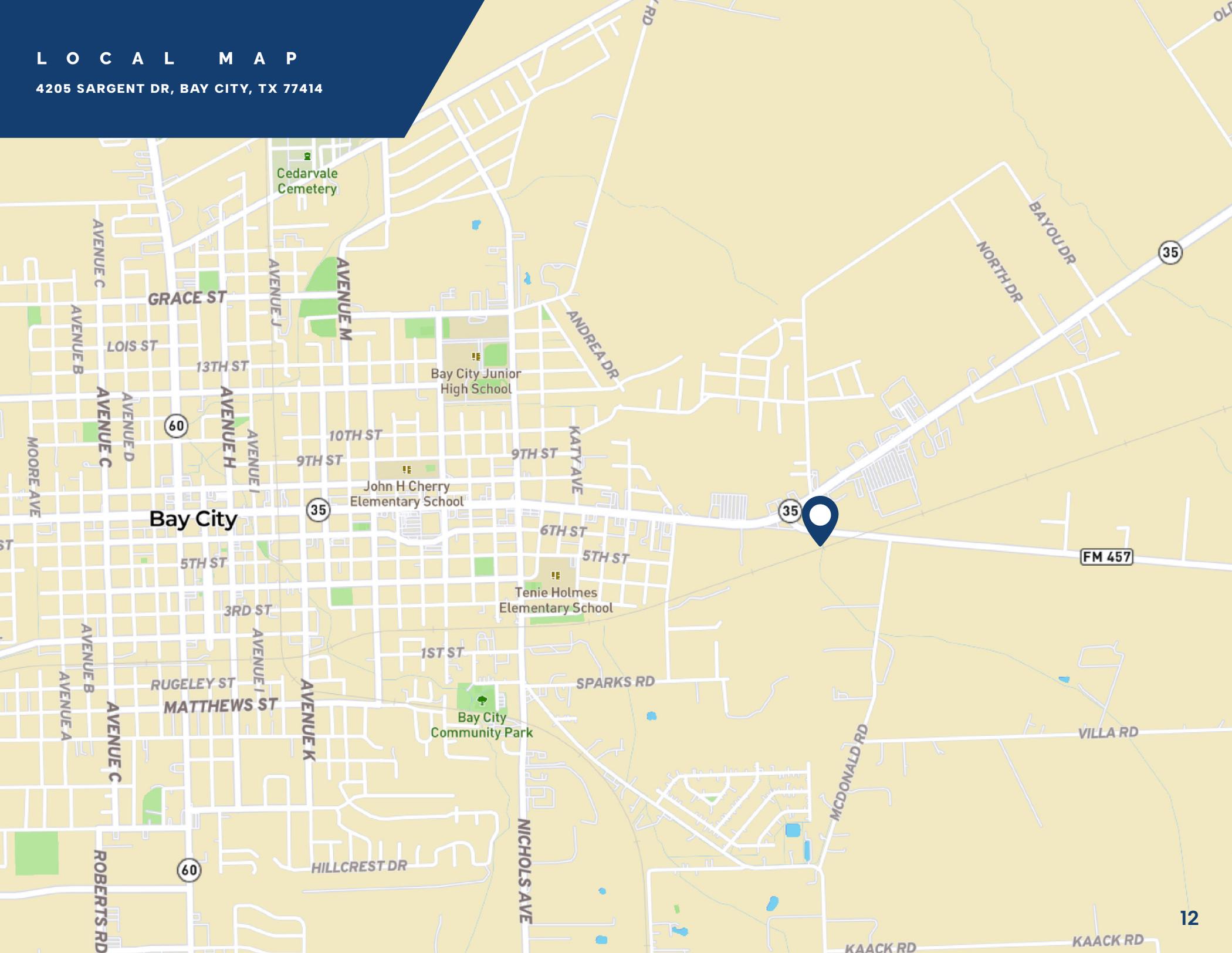
PROPERTY INFORMATION

COASTAL SELF STORAGE



LOCAL MAP

4205 SARGENT DR, BAY CITY, TX 77414



P A R C E L O U T L I N E

4205 SARGENT DR, BAY CITY, TX 77414



FM 457

FM 457 FARM-TO-MARKET RD 457

FM 457

FM 457

FA

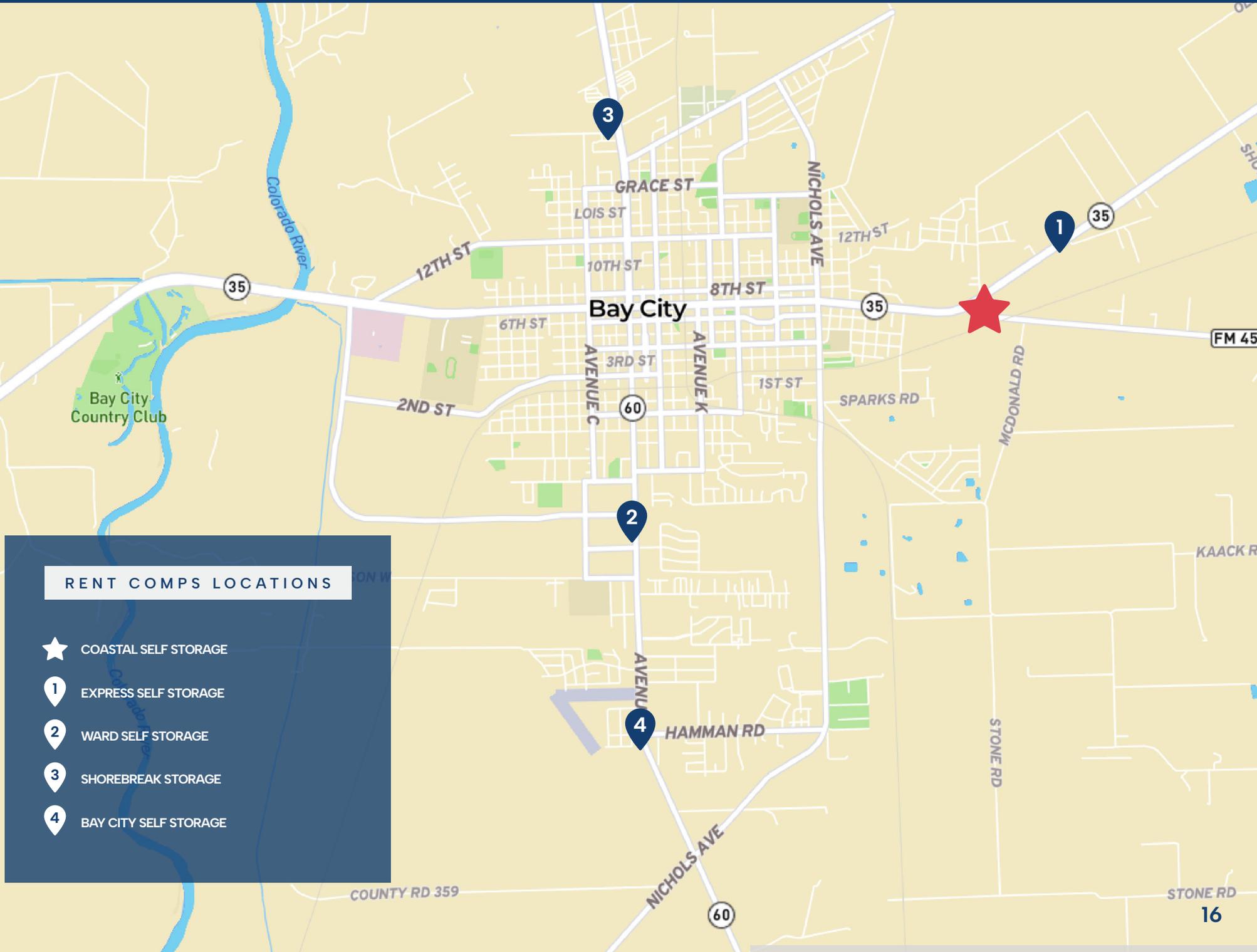
Dry Creek

S E C T I O N 4

RENT COMPARABLES

COASTAL SELF STORAGE





RENT COMPS LOCATIONS

- ★ COASTAL SELF STORAGE
- 1 EXPRESS SELF STORAGE
- 2 WARD SELF STORAGE
- 3 SHOREBREAK STORAGE
- 4 BAY CITY SELF STORAGE



Coastal Self Storage

4205 Sargent Dr,
Bay City, TX 77414

NSRF	13,480
YEAR BUILT	-
DISTANCE	★

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$50	\$1.00
10X10 NCC	\$75	\$0.75
10X16 NCC	\$90	\$0.56
10X20 NCC	\$95	\$0.48
AVERAGE:		\$0.70



Express Self Storage

4901 7th St,
Bay City, TX 77414

NSRF	74,500
YEAR BUILT	1999-2008
DISTANCE	0.6

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$55	\$1.10
10X10 NCC	\$75	\$0.75
10X15 NCC	\$95	\$0.63
10X20 NCC	\$115	\$0.58
AVERAGE:		\$0.76



Ward Self Storage

3600 Avenue F,
Bay City, TX 77414

NSRF	63,836
YEAR BUILT	1979
DISTANCE	2.2

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$49	\$0.98
10X10 NCC	\$75	\$0.75
10X15 NCC	\$--	\$--
10X22 NCC	\$99	\$0.45
AVERAGE:		\$0.73



Shorebreak Storage

616 Avenue F,
Bay City, TX 77414

NSRF	25,363
YEAR BUILT	2005-2023
DISTANCE	2.3

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$99	\$1.98
10X10 NCC	\$109	\$1.09
10X15 NCC	\$-	\$-
10X20 NCC	\$120	\$0.60
AVERAGE:		\$1.22



Bay City Self Storage

5224 Avenue F,
Bay City, TX 77414

NSRF	55,248
YEAR BUILT	1983-1995
DISTANCE	3.0

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$57	\$1.14
10X10 NCC	\$111	\$1.11
10X15 NCC	\$100	\$0.67
10X20 NCC	\$134	\$0.67
AVERAGE:		\$0.90

S E C T I O N 5

DEMOGRAPHIC ANALYSIS

COASTAL SELF STORAGE



WELCOME TO

Bay City, TX



ECONOMIC DRIVERS



MANUFACTURING

Bay City hosts the Tenaris seamless pipe mill, serving the oil-drilling industry. Manufacturing employs over 1,000 residents, offering competitive wages.



TOURISM AND RETAIL

Bay City's proximity to beaches and nature reserves boosts tourism. The downtown area thrives with unique shops and events, supporting local businesses.



AGRICULTURE

Bay City is a major agricultural hub, producing cotton, corn, rice, and beef cattle. In 2018, agriculture contributed nearly \$297 million to the local economy.



HEALTHCARE & SOCIAL ASSISTANCE

Healthcare is a leading employment sector, with facilities like Matagorda Regional Medical Center. Over 1,400 residents work in this field, providing essential services.



CONSTRUCTION

Ongoing industrial projects have spurred growth in the construction sector. Approximately 1,200 residents are employed in construction-related jobs.



ENERGY PRODUCTION

The South Texas Project nuclear plant and Peyton Creek Wind Farm are significant energy assets. These facilities provide high-paying jobs and support related industries.

Bay City, Texas, is a growing community with a diverse economy that includes agriculture, manufacturing, and energy sectors. The city is experiencing significant industrial development, with a new specialty chemical plant and a power generation facility under construction, expected to create over 2,000 construction jobs and 225 permanent positions upon completion. Despite these developments, many residents are employed in retail and service industries, which typically offer lower wages, highlighting the need for workforce development to help locals access higher-paying jobs. To support this, Bay City offers employment opportunities through city departments and local businesses, with current job openings listed on the city's official website.



2023 POPULATION

1-MILE	3-MILE	5-MILE
3,087	18,405	19,109



2023 HOUSEHOLDS

1-MILE	3-MILE	5-MILE
1,229	7,170	7,444



2023 AVERAGE INCOME

1-MILE	3-MILE	5-MILE
\$117,091	\$78,521	\$78,267



2028 POPULATION

1-MILE	3-MILE	5-MILE
3,179	18,941	19,663



2023-2028 AVG ANNUAL GROWTH

1-MILE	3-MILE	5-MILE
14	79	82



2028 AVERAGE INCOME

1-MILE	3-MILE	5-MILE
\$129,638	\$85,295	\$85,137



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

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