



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

APPLE COUNTRY STORAGE

190 OLD HOJACK LN, HILTON, NY



PRESENTED BY
GRANDSTONE
INVESTMENT
SALES

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SECTION 1

INVESTMENT OVERVIEW

APPLE COUNTRY STORAGE



OFFERING SUMMARY

APPLE COUNTRY STORAGE | 190 OLD HOJACK LN, HILTON, NY

PURCHASE PRICE	\$3,500,000
PRICE PER RENTABLE SQUARE FOOT	\$88.50
CURRENT PHYSICAL OCCUPANCY	92.54%
CURRENT ECONOMIC OCCUPANCY	76.67%
CURRENT CAP RATE	5.04%
YEAR 1 CAP RATE	6.68%
YEAR 2 CAP RATE	6.97%
YEAR 3 CAP RATE	7.25%
YEAR 4 CAP RATE	7.53%
YEAR 5 CAP RATE	7.81%
NET RENTABLE SQUARE FEET	39,550
LOT SIZE	4.40
YEAR BUILT/RENOVATED	2022-2024



Grandstone Investment Sales is pleased to exclusively present Apple Country Storage, a convenient drive-up facility located in Hilton, New York, just outside the Rochester MSA. Priced at \$88.50 per NRSF, the property spans 4.40 acres and comprises 39,550 NRSF across 211 non-climate-controlled units. The facility is 92.54% physically occupied, with additional upside, as it is currently 76.67% economically occupied. Developed in phases from 2022–2024, the property is in immaculate condition and exceptionally well-maintained.

Apple Country Storage features top-tier amenities, including a keypad gate/fence, two entrances, and convenient off-street access. Located just a block off State Route 18, the property benefits from excellent visibility, with approximately 5,700 cars per day passing by, and is only 12 miles from the Rochester MSA. Since the completion of Phase 2, the facility has leased up at a strong pace, growing roughly 4% per month, and now sits at 92.54% occupancy.

The surrounding demographics are strong, with 26,017 residents within a 5-mile radius and a median household income of \$89,299. The area is experiencing sizable growth, highlighted by a \$15M residential subdivision located just 0.30 miles away.

INVESTMENT HIGHLIGHTS

PRICING & VALUATION

- PRICE \$3,500,000 / \$88.50 PRSF
- YEAR 1 6.68 % CAP RATE

PROPERTY OVERVIEW

- NET RENTABLE SQUARE FEET: 39,550
- TOTAL UNIT COUNT: 211 UNITS

CONDITION & UPSIDE

- OWNER MANAGED
- RECENT PHASE II OF 15,000 NRSF
- GATED KEYPAD ENTRANCE



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

COUNTY	MONROE COUNTY
NON CLIMATE UNITS	211
TOTAL NUMBER OF UNITS	211
UNIT SIZES	5 X10'S - 10 X 40
NRSF	39,550
# OF ACRES	4.40
# OF BUILDINGS	6
YEAR BUILT	2022-2024
ZONING	COMMERCIAL
PARCEL NUMBER(S)	264089-023-040-0002-009-000
FOUNDATION	CONCRETE
FRAMING	METAL
ROOF TYPE	METAL
FENCING TYPE	CHAIN-LINK FENCING
# OF ENTRIES	2
TYPE OF GATE	KEYPAD-GATE
SECURITY SYSTEMS	YES
FLOOD ZONE	ZONE X
SIGNAGE	GROUND SIGNAGE



TOTAL NUMBER OF UNITS

211

NET RENTABLE SQUARE FEET

39,550

UNIT SIZES

5 x10's -
10 x 40

APPLE COUNTRY STORAGE | 190 OLD HOJACK LN, HILTON, NY

FACILITY NAME	ADDRESS	DISTANCE	CLIMATE CONTROL	NRSF 1-MILE	NRSF 3-MILE	NRSF 5-MILE
Apple Country Storage	190 Old Hojack Ln, Hilton, NY 14468	★	No	39,550	-	-
Hilton - Parma Self Storage	150 Old Hojack Ln, Hilton, NY 14468	0.19	No	29,800	-	-
Hilton Self Storage, LLC	100 Old Hojack Ln, Hilton, NY 14468	0.82	No	9,290	-	-
144 South Avenue Mini-Storage Facility	144 South Avenue, Hilton, NY 14468	1.13	No	-	13,125	-
Hilton ministorage	7 Upton St, Hilton, NY 14468	1.27	No	-	33,075	-
North Greece Self-Storage	858 Manitou Rd, Hilton, NY 14468	3.32	No	-	-	62,800
North Greece Self-Storage	400 Allied Way, Greece, NY 14468	3.47	No	-	-	45,600

2025 POPULATION | 1-MILE 4,018 | 3-MILE 12,866 | 5-MILE 26,017

TOTAL EXISTING SUPPLY	78,640	124,840	233,240
SQ FT PER PERSON	19.57	9.70	8.96



5 MILE MULTIFAMILY DEVELOPMENT PIPELINE

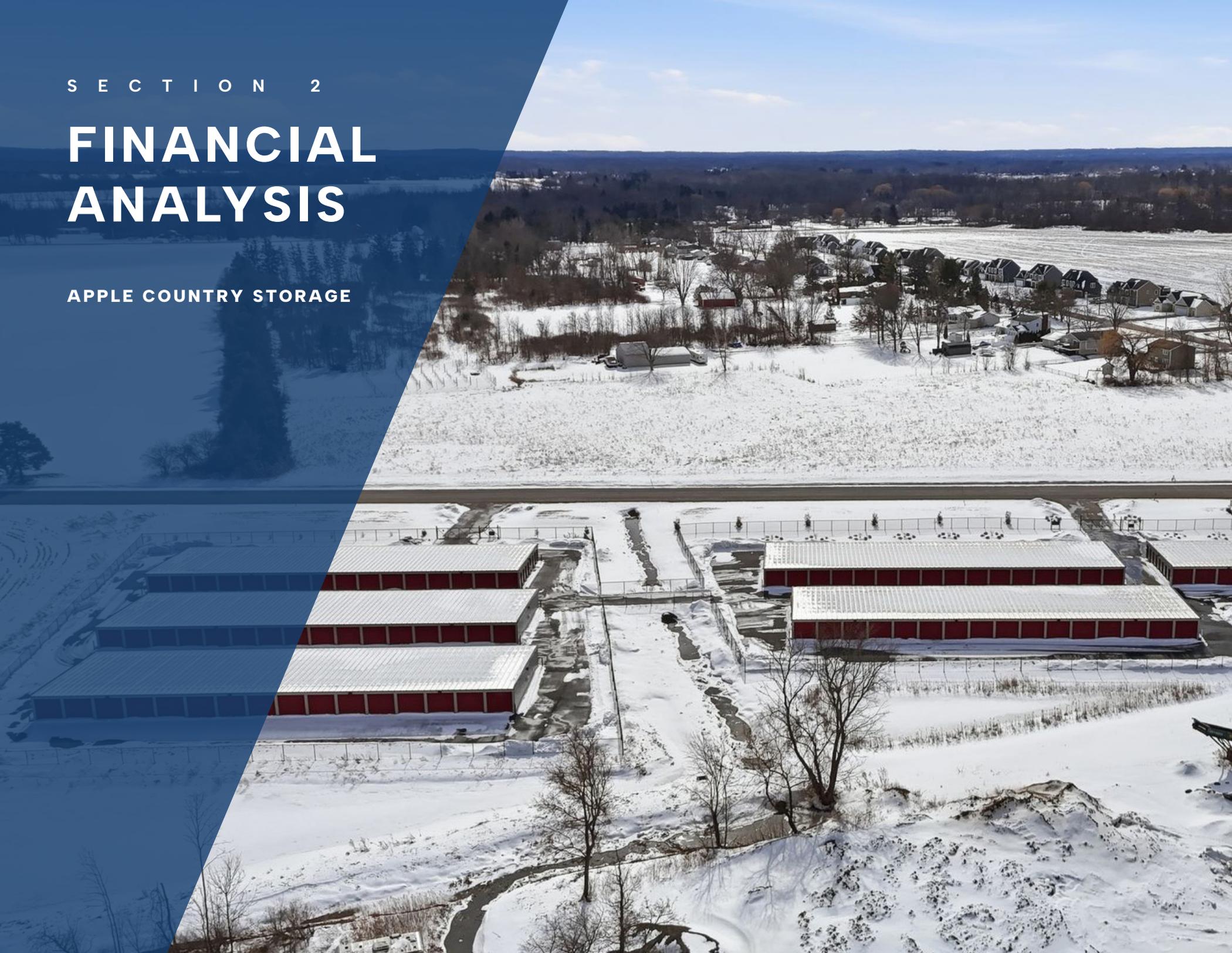
FACILITY NAME	ADDRESS	CITY	# OF UNITS	COST	PROJECT STAGE	DISTANCE
Collamer Road Subdivision	301 Collamer Rd	Hilton	-	\$15,000,000	Under Construction	0.30
607 Manitou Road Residences	607 Manitou Rd	Hilton	35	\$7,000,000	Pre-Construction/Negotiated	3.04
Buttonwood Heights Subdivision	Sand Pebble Ln	Greece	45	\$1,000,000	Award	3.26
Davison Beach Road Subdivision	14 Huffer Rd	Hilton	17	\$6,600,000	Conceptual	3.74
Hilton Parma Corners Road Multi-Family Development	1682 Hilton Parma Corners Rd	Spencerport	29	\$11,000,000	Pre-Construction/Negotiated	4.79
Fieldstone Estates North	N Greece Rd	Greece	29	\$11,500,000	Pre-Construction/Negotiated	4.79

TOTAL NUMBER OF UNITS 155

SECTION 2

FINANCIAL ANALYSIS

APPLE COUNTRY 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	\$85.00	\$1,360	\$16,320	\$98.54	\$18,919
10.0 x 10.0	33	100	3,300	\$110.00	\$3,630	\$43,560	\$127.52	\$50,498
10.0 x 15.0	26	150	3,900	\$125.00	\$3,250	\$39,000	\$144.91	\$45,212
10.0 x 20.0	89	200	17,800	\$140.00	\$12,460	\$149,520	\$162.30	\$173,335
10.0 x 25.0	25	250	6,250	\$160.00	\$4,000	\$48,000	\$185.48	\$55,645
10.0 x 30.0	13	300	3,900	\$180.00	\$2,340	\$28,080	\$208.67	\$32,552
10.0 x 40.0	9	400	3,600	\$235.00	\$2,115	\$25,380	\$272.43	\$29,422
TOTAL (NCC):	211	187	39,550	\$138.18	\$29,155	\$349,860	\$160.18	\$405,584
GRAND TOTAL	211	187	39,550	\$138.18	\$29,155	\$349,860	\$160.18	\$405,584

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	\$349,860		\$360,356	\$371,166	\$382,301	\$393,771	\$405,584
PHYSICAL VACANCY	(26,100)	7.5%	(18,018)	(18,558)	(19,115)	(19,689)	(20,279)
ECONOMIC VACANCY	(55,524)	15.9%	(18,018)	(18,558)	(19,115)	(19,689)	(20,279)
TOTAL VACANCY	(81,623)		(36,036)	(37,117)	(38,230)	(39,377)	(40,558)
VACANCY %	23.3%		10.0%	10.0%	10.0%	10.0%	10.0%
EFFECTIVE RENTAL INCOME	\$268,237		\$324,320	\$334,050	\$344,071	\$354,393	\$365,025
LATE, LETTER, & NSF FEES	3,960		6,486	6,681	6,881	7,088	7,301
TENANT INSURANCE	2,760		4,691	7,036	9,381	10,945	12,508
TOTAL OTHER INCOME	\$6,720		\$11,177	\$13,717	\$16,262	\$18,032	\$19,809
EFFECTIVE GROSS INCOME (EGI)	\$274,957		\$335,497	\$347,767	\$360,334	\$372,426	\$384,834
PROPERTY TAXES	26,391		30,350	30,957	31,576	32,207	32,852
INSURANCE	6,176		6,299	6,425	6,554	6,685	6,819
UTILITIES & TRASH	2,293		2,339	2,385	2,433	2,482	2,531
REPAIRS & MAINTENANCE	5,180		5,284	5,389	5,497	5,607	5,719
ADVERTISING	7,159		7,302	7,448	7,597	7,749	7,904
SALARIES, TAXES, & BENEFITS	9,140		9,322	9,509	9,699	9,893	10,091
MANAGEMENT FEE	13,748		16,775	17,388	18,017	18,621	19,242
OFFICE SUPPLIES & POSTAGE	10,364		10,571	10,783	10,998	11,218	11,443
BANK & CREDIT CARD FEES	10,256		5,368	5,564	5,765	5,959	6,157
TELEPHONE & INTERNET	2,754		2,809	2,865	2,923	2,981	3,041
LANDSCAPING	5,057		5,158	5,262	5,367	5,474	5,584
TOTAL EXPENSES	\$98,518		\$101,577	\$103,976	\$106,426	\$108,877	\$111,382
% OF EGI	35.8%		30.3%	29.9%	29.5%	29.2%	28.9%
NET OPERATING INCOME (NOI)	\$176,439		\$233,920	\$243,791	\$253,908	\$263,549	\$273,452
OPERATING MARGIN %	64.2%		69.7%	70.1%	70.5%	70.8%	71.1%

1. RE Taxes are based on the current assessed value of \$1,200,000; Taxes increased 15% to hedge risk of reassessment 2. Income based on January-February 2026 annualized
3. Expenses based on 2025 actual 4. A management fee is added to expenses based on 5% of the gross income

S E C T I O N 3

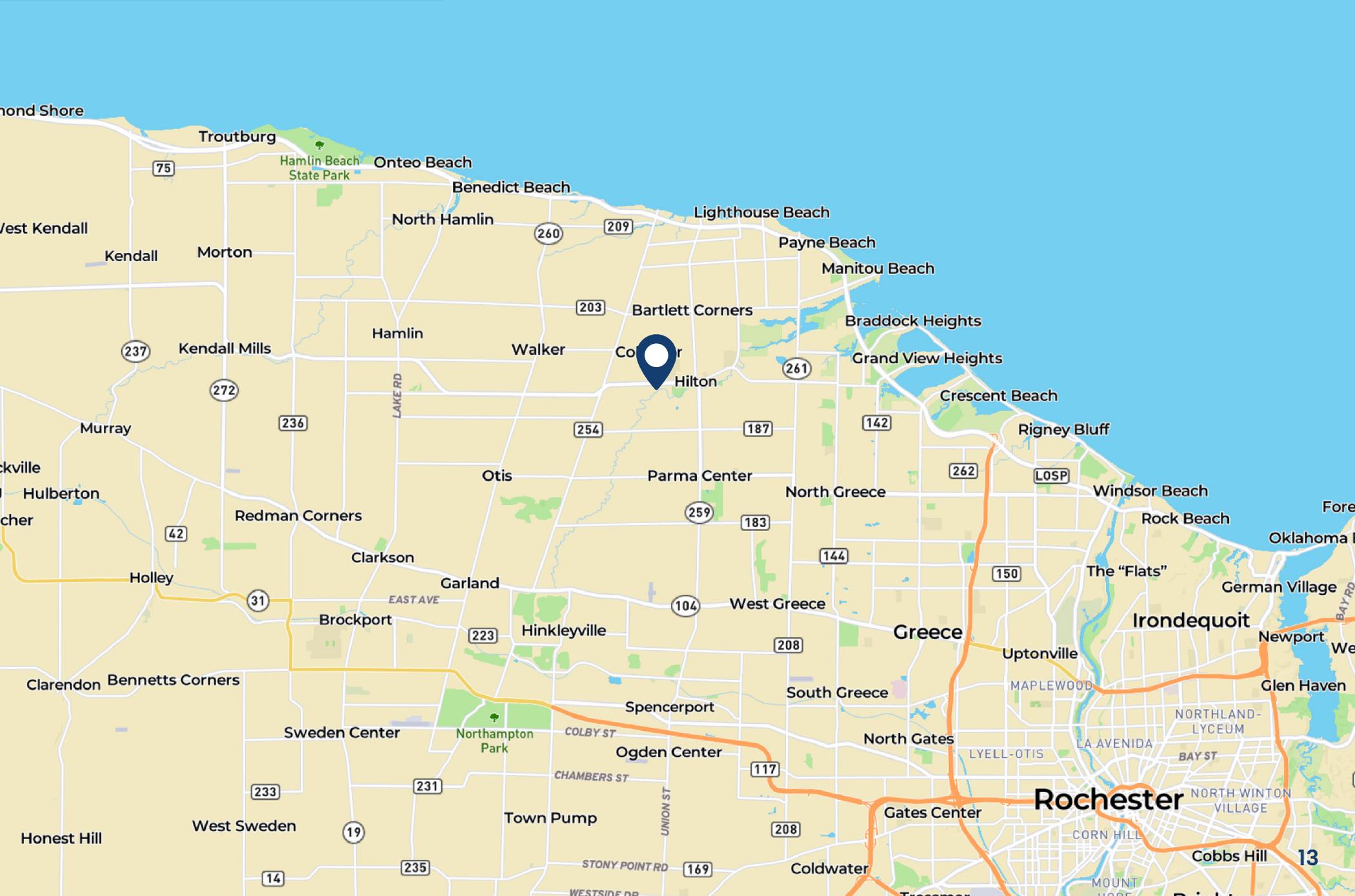
PROPERTY INFORMATION

APPLE COUNTRY STORAGE



LOCAL MAP

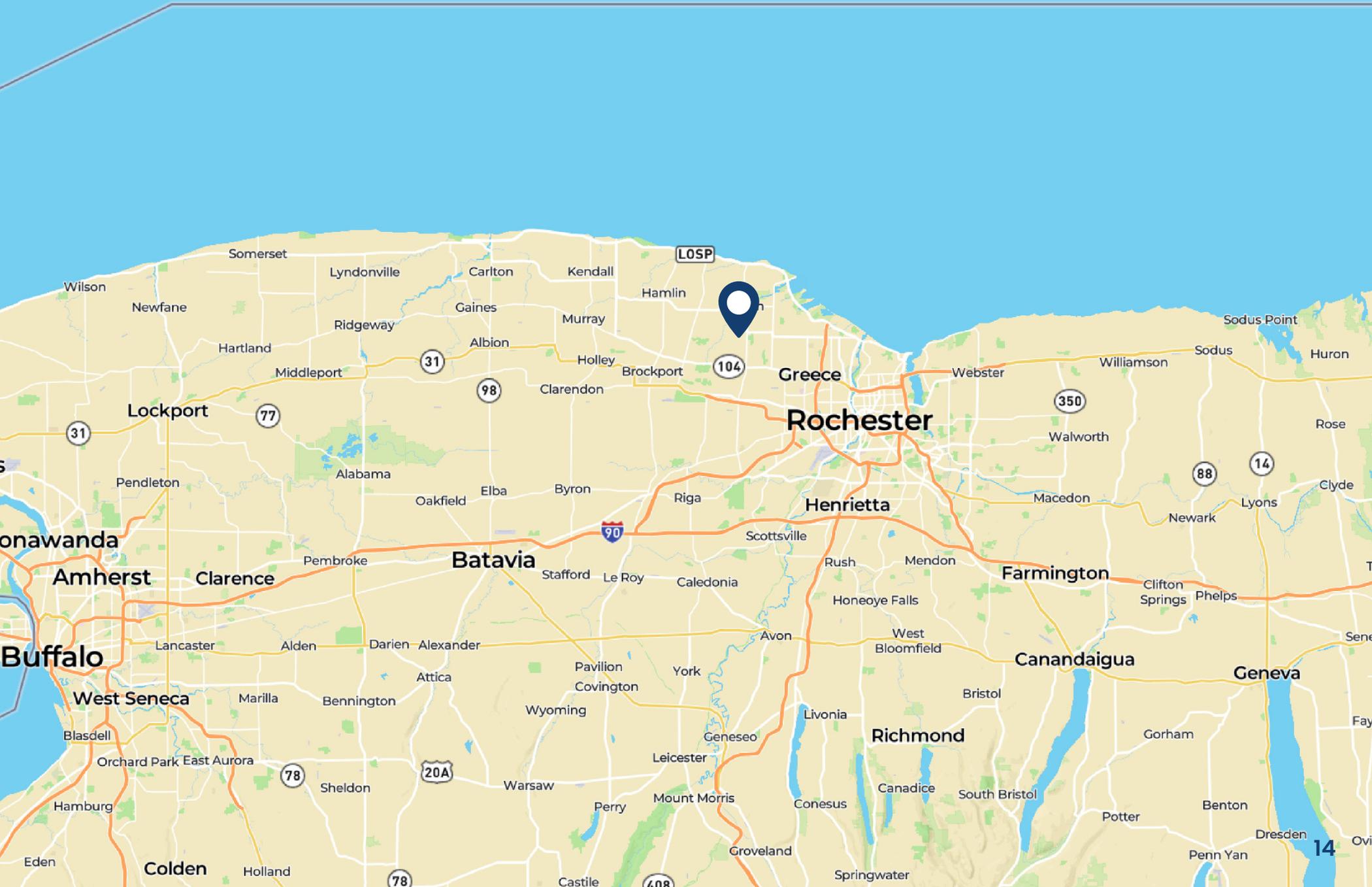
190 OLD HOJACK LN, HILTON, NY



REGIONAL MAP

190 OLD HOJACK LN, HILTON, NY

Lake Ontario



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

190 OLD HOJACK LN, HILTON, NY



S E C T I O N 4

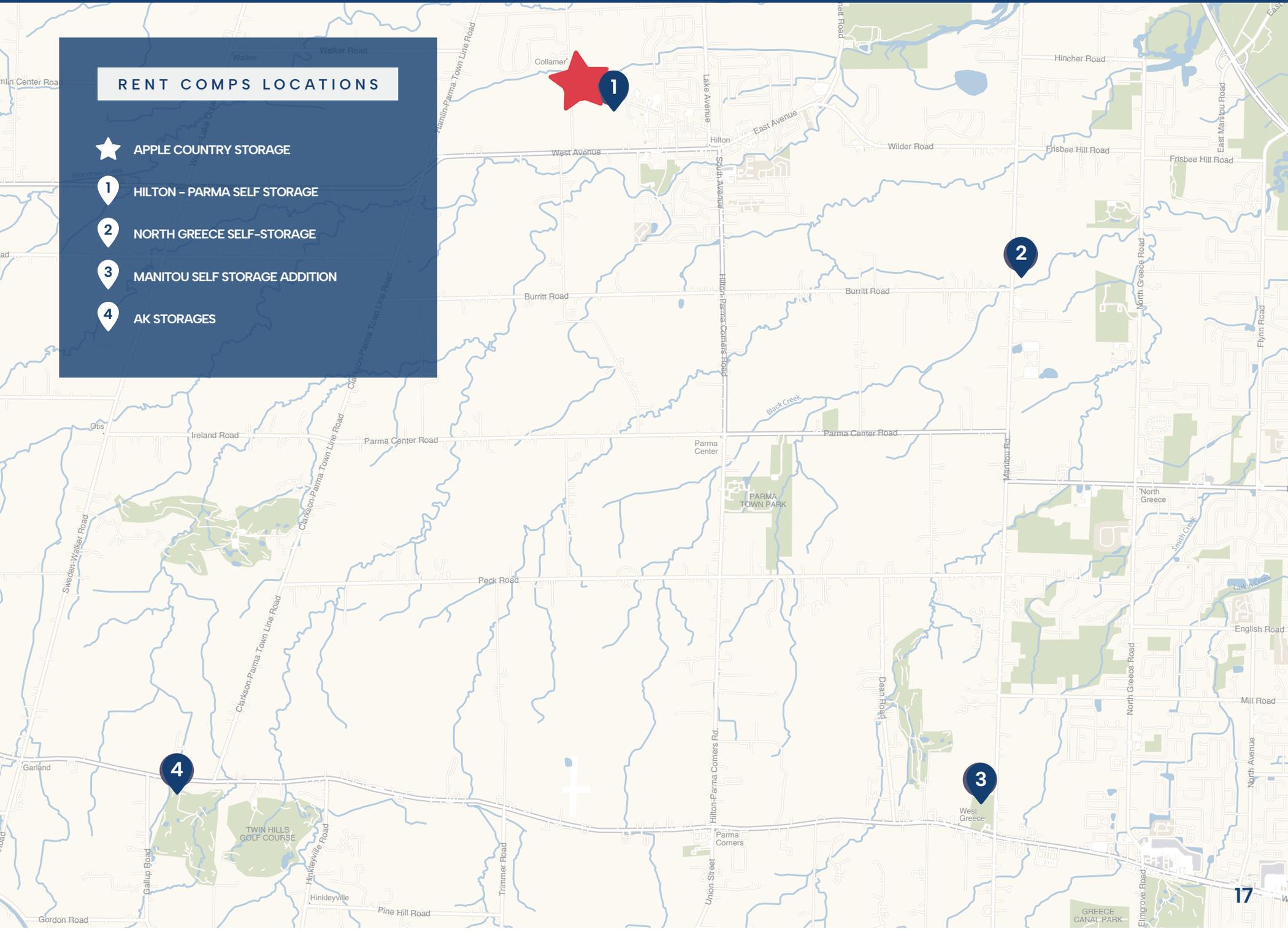
RENT COMPARABLES

APPLE COUNTRY STORAGE



RENT COMPS LOCATIONS

- ★ APPLE COUNTRY STORAGE
- 1 HILTON - PARMA SELF STORAGE
- 2 NORTH GREECE SELF-STORAGE
- 3 MANITOU SELF STORAGE ADDITION
- 4 AK STORAGES





Apple Country Storage

190 Old Hojack Ln,
Hilton, NY 14468

NSRF	39,550
YEAR BUILT	2022-2024
DISTANCE	★

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$85	\$1.70
10X10 NCC	\$110	\$1.10
10X15 NCC	\$125	\$0.83
10X20 NCC	\$140	\$0.70
AVERAGE:		\$1.03

1



Hilton - Parma Self Storage

150 Old Hojack Ln,
Hilton, NY 14468

NSRF	29,800
YEAR BUILT	2023-2025
DISTANCE	0.2

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$80	\$1.60
10X10 NCC	\$115	\$1.15
10X15 NCC	\$120	\$0.80
10X20 NCC	\$145	\$0.73
AVERAGE:		\$1.00

2



North Greece Self-Storage

858 Manitou Rd,
Hilton, NY 14468

NSRF	62,800
YEAR BUILT	1996-2006
DISTANCE	3.3

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$--	\$--
10X10 NCC	\$105	\$1.05
10X15 NCC	\$125	\$0.83
10X20 NCC	\$150	\$0.75
AVERAGE:		\$1.56

3



Manitou Self Storage

1635 Manitou Rd,
Rochester, NY 14626

NSRF	30,870
YEAR BUILT	-
DISTANCE	5.7

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$85	\$1.70
10X10 NCC	\$115	\$1.15
10X15 NCC	\$145	\$0.97
10X20 NCC	\$170	\$0.85
AVERAGE:		\$0.66

4



AK Storages

11 Clarkridge Dr,
Brockport, NY 14420

NSRF	17,885
YEAR BUILT	-
DISTANCE	5.7

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$--	\$--
10X10 NCC	\$90	\$0.90
10X15 NCC	\$--	\$--
10X20 NCC	\$145	\$0.73
AVERAGE:		\$1.30

S E C T I O N 5

DEMOGRAPHIC ANALYSIS

APPLE COUNTRY STORAGE



WELCOME TO

Rochester, NY



Rochester, New York is a historic city on Lake Ontario known for its strong legacy in technology, imaging, and manufacturing. Today, major employers include healthcare systems, universities, and technology companies, creating diverse employment opportunities across the region. Institutions such as University of Rochester and Rochester Institute of Technology play a major role in research, education, and workforce development. The area also supports jobs in advanced manufacturing, optics, and healthcare through companies like Eastman Kodak and a growing network of startups and regional employers.

ECONOMIC DRIVERS



HEALTHCARE & MEDICAL ASSISTANCE
Major health systems and medical research institutions provide thousands of jobs and drive innovation in healthcare and life sciences.



HIGHER EDUCATION
Universities and colleges employ faculty, researchers, and staff while attracting students who support the local economy.



ADVANCED MANUFACTURING
Rochester's legacy in precision manufacturing supports jobs in optics, imaging, and high-tech production.



TECHNOLOGY & OPTICS INDUSTRY
A global hub for optics, photonics, and imaging technology, supporting startups, research labs, and specialized manufacturers.



FOOD & AGRICULTURE PROCESSING
Regional farms and food production facilities support manufacturing, distribution, and agricultural supply jobs..



LOGISTICS & DISTRIBUTION
Strategic access to highways, rail, and the Great Lakes supports warehousing, distribution, and transportation employment..



2025 POPULATION

1-MILE	3-MILE	5-MILE
4,070	12,991	26,213



2025 HOUSEHOLDS

1-MILE	3-MILE	5-MILE
1,564	4,944	9,922



2025 AVERAGE INCOME

1-MILE	3-MILE	5-MILE
\$94,840	\$95,309	\$103,620



2030 POPULATION

1-MILE	3-MILE	5-MILE
4,119	13,150	26,531



2025-30 ANNUAL AVG GROWTH

1-MILE	3-MILE	5-MILE
4	12	23



2030 AVERAGE INCOME

1-MILE	3-MILE	5-MILE
\$105,410	\$105,491	\$116,653



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

APPLE COUNTRY STORAGE

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