

ROBERTS ROAD MINI STORAGE

4015 ROBERTS ROAD
ISLAND LAKE, IL

OFFERING MEMORANDUM

GRANDSTONE
STORAGE INVESTMENT SALES

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01

INVESTMENT
OVERVIEW



OFFERING SUMMARY

ROBERTS ROAD MINI STORAGE

4015 ROBERTS ROAD, ISLAND LAKE, IL

\$3,625,000

PURCHASE PRICE

\$110.52

PRICE PER RENTABLE SF

93.75%

PHYSICAL OCCUPANCY

87.31%

ECONOMIC OCCUPANCY

7.26%

YEAR 2 CAP RATE

7.58%

YEAR 3 CAP RATE

7.88%

YEAR 4 CAP RATE

8.20%

YEAR 5 CAP RATE



5.41%

CURRENT CAP RATE



7.10%

YEAR 1 CAP RATE



32,800

NET RENTABLE SF



5.39

LOT SIZE



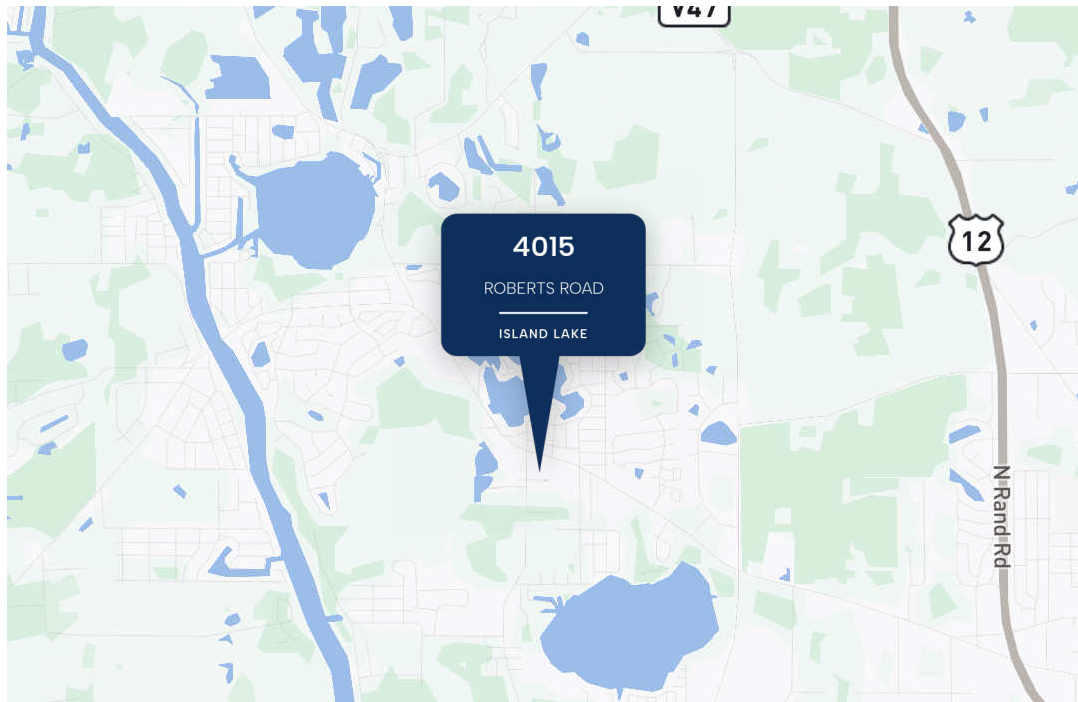
1996-2000

YEAR BUILT/RENOVATED

INVESTMENT OVERVIEW

Grandstone Investment Sales is pleased to exclusively present Roberts Road Mini Storage, a self-storage investment opportunity located in Island Lake, Illinois. The property consists of 258 non-climate-controlled units totaling 32,800 net rentable square feet on approximately 5.39 acres. The facility is currently operating at 93.75% physical occupancy and 87.31% economic occupancy, providing stable in-place cash flow with additional upside through rental rate optimization, ancillary income implementation, professional management, improved signage, and future expansion potential on the site.

Roberts Road Mini Storage presents investors with an attractive value-add opportunity in a supply-constrained self-storage submarket with no competing self-storage facilities within a one-mile radius. Additionally, the property includes excess frontage along Route 176, creating potential for improved signage and future expansion. Offered at \$3,625,000, the investment provides a competitive basis relative to today's development environment within Chicago's Northwest suburban corridor.



INVESTMENT HIGHLIGHTS



ATTRACTIVE BASIS PURCHASE PRICE
\$3,625,000 Price Per Rentable Square Foot:
\$110.52/SF Current Cap Rate: 5.41% Projected Year 1
Cap Rate: 7.10%



NO COMPETITION WITHIN 1 MILE
Roberts Road Mini Storage benefits from a highly insulated location with no competing self-storage facilities within a one-mile radius of the property.



STRONG IN-PLACE OCCUPANCY
The facility is currently operating at approximately 93.75% physical occupancy and 87.31% economic occupancy.



CLEAR OPERATIONAL VALUE-ADD
Opportunity to increase revenue through rental rate optimization, tenant insurance implementation, administrative fees, and professional management.



RENTAL RATE UPSIDE
Nearby institutional and regional competitors are achieving materially higher rental rates across comparable unit types, supporting future revenue growth potential.



EXPANSION & SIGNAGE POTENTIAL
The site includes additional land fronting Route 176, creating potential for improved signage and future expansion.



AFFLUENT SUBURBAN DEMOGRAPHICS
The five-mile trade area includes approximately 72,390 residents with average household incomes exceeding \$136,000.



SATURATION STUDY

ROBERTS ROAD MINI STORAGE | 4015 Roberts Road, Island Lake, IL

Facility Name	Full Address	Distance (Miles)	Has Climate Control	NRSF 1-Mile	NRSF 3-Mile	NRSF 5-Mile
Roberts Road Mini Storage	4015 Roberts Rd, Island Lake, IL 60042	-	No	32,800	-	-
Hawthorn Storage	1001 E Burnett Rd, Island Lake, IL 60042	1.32	No	-	4,900	-
Extra Space Storage	600 W Liberty St, Wauconda, IL 60084	2.52	Yes	-	108,144	-
Wauconda Self Service Storage	500 S Rand Rd, Wauconda, IL 60084	2.73	Yes	-	40,395	-
Extra Space Storage	30151 N US Hwy 12, Volo, IL 60073	2.74	Yes	-	87,838	-
Main Street Self Storage	330 S Main St, Wauconda, IL 60084	3.29	No	-	-	14,900
Apple Self Storage	540 S Rand Rd, Wauconda, IL 60084	3.43	Yes	-	-	37,455
Liberty Self Storage	4114 Il-176, Crystal Lake, IL 60014	4.14	No	-	-	38,799
Store More 365	25250 Old Rand Rd, Wauconda, IL 60084	4.39	No	-	-	64,736
LAKE SIDE STORAGE	914 Il-120, Lakemoor, IL 60051	4.46	No	-	-	9,332
Liberty Self Storage - Ray Street Facility	4506 Ray St, Crystal Lake, IL 60014	4.51	Yes	-	-	32,778
Terra Cotta Ave Self-Storage Facility	4504 E Terra Cotta Ave, Crystal Lake, IL 60014	4.60	No	-	-	56,250
Midtown Self-Storage Center	2016 State Rte 31, Mchenry, IL 60050	4.80	No	-	-	49,441



TOTAL EXISTING SUPPLY	32,800	274,077	577,768
SQ FT PER PERSON	4.18	10.27	7.98

POPULATION | 1-MILE | 7,840 | 3-MILES | 26,682 | 5 MILES | 72,390



02

FINANCIAL
ANALYSIS



UNIT MIX

NON- CLIMATE CONTROLLED (CC):

UNIT TYPE & DESCRIPTION	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
5.0 x 5.0	10	25	250	\$35.00	\$350	\$4,200
5.0 x 10.0	67	50	3,350	\$55.00	\$3,685	\$44,220
10.0 x 10.0	59	100	5,900	\$110.00	\$6,490	\$77,880
10.0 x 15.0	62	150	9,300	\$145.00	\$8,990	\$107,880
10.0 x 20.0	41	200	8,200	\$180.00	\$7,380	\$88,560
10.0 x 30.0	17	300	5,100	\$215.00	\$3,655	\$43,860
10.0 x 35.0	2	350	700	\$235.00	\$470	\$5,640
TOTAL Non-Climate Controlled (NCC):	258	127	32,800	\$120.23	\$31,020	\$372,240
GRAND TOTAL	258	127	32,800	\$120.23	\$31,020	\$372,240

INCOME AND EXPENSES

(\$ Actual)	CURRENT		YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
Gross Potential Rent	\$372,240		\$428,076		\$449,480		\$462,964		\$476,853		\$491,159	
Physical Vacancy	(23,265)	6.3%	(21,404)	5.0%	(22,474)	5.0%	(23,148)	5.0%	(23,843)	5.0%	(24,558)	5.0%
Economic Vacancy	(23,974)	6.4%	(21,404)	5.0%	(22,474)	5.0%	(23,148)	5.0%	(23,843)	5.0%	(24,558)	5.0%
Total Vacancy	(47,239)		(42,808)		(44,948)		(46,296)		(47,685)		(49,116)	
Vacancy %	12.7%		10.0%		10.0%		10.0%		10.0%		10.0%	
Effective Rental Income	\$325,001		\$385,268		\$404,532		\$416,668		\$429,168		\$442,043	
Late, Letter, & NSF Fees	0		7,705		8,091		8,333		8,583		8,841	
Tenant Insurance	0		5,735		8,603		11,471		13,382		15,294	
Total Other Income	\$0		\$13,441		\$16,694		\$19,804		\$21,966		\$24,135	
Effective Gross Income (EGI)	\$325,001		\$398,709		\$421,225		\$436,472		\$451,134		\$466,178	
Property Taxes	45,695		46,609		60,591		61,803		63,039		64,300	
Insurance	12,183		12,427		12,675		12,929		13,187		13,451	
Utilities & Trash	1,255		1,280		1,306		1,332		1,359		1,386	
Repairs & Maintenance	3,354		3,421		3,490		3,560		3,631		3,703	
Advertising	2,425		2,474		2,523		2,573		2,625		2,677	
Salaries, Taxes, & Benefits	35,000		35,700		36,414		37,142		37,885		38,643	
Management Fee	16,250		19,935		21,061		21,824		22,557		23,309	
Office Supplies & Postage	4,454		4,543		4,634		4,726		4,821		4,917	
Bank & Credit Card Fees	30		6,379		6,740		6,984		7,218		7,459	
Telephone & Internet	3,383		3,451		3,520		3,590		3,662		3,735	
Landscaping & Snow Removal	5,000		5,100		5,202		5,306		5,412		5,520	
Total Expenses	\$129,029		\$141,319		\$158,156		\$161,769		\$165,396		\$169,101	
% of EGI	39.7%		35.4%		37.5%		37.1%		36.7%		36.3%	
Net Operating Income (NOI)	\$195,971		\$257,390		\$263,070		\$274,703		\$285,738		\$297,077	
Operating Margin %	60.3%		64.6%		62.5%		62.9%		63.3%		63.7%	

Financial Footnotes:

1. RE Taxes are based on the current assessed value of \$579,085; Taxes increased by 30% in Year 2 to hedge risk of 2027 reassessment
2. Income based on May 2025–April 2026
3. Expenses based on May 2025–April 2026; Salary & Landscaping adjusted to reflect industry standard
4. A management fee is added to expenses based on 5% of the gross income

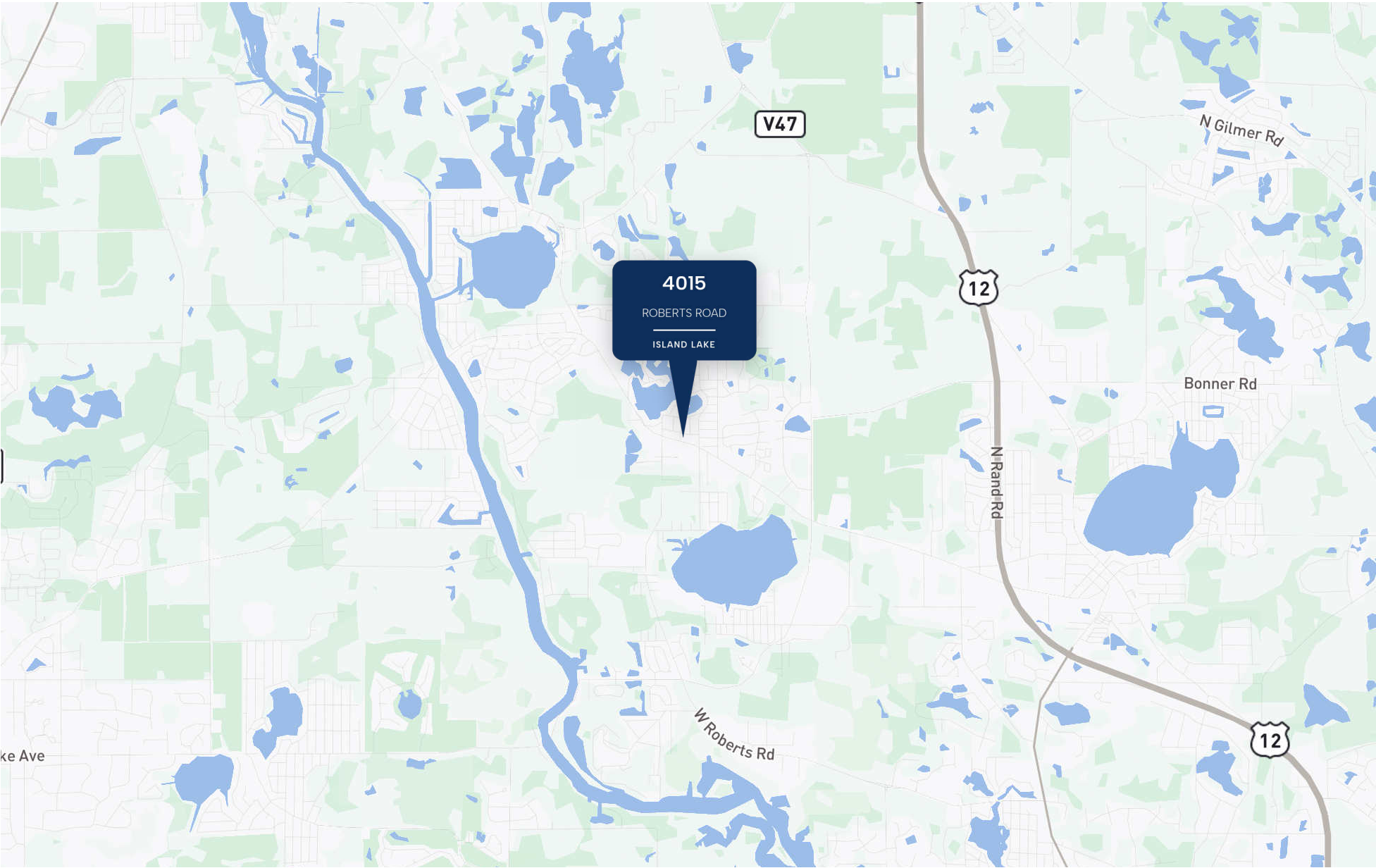




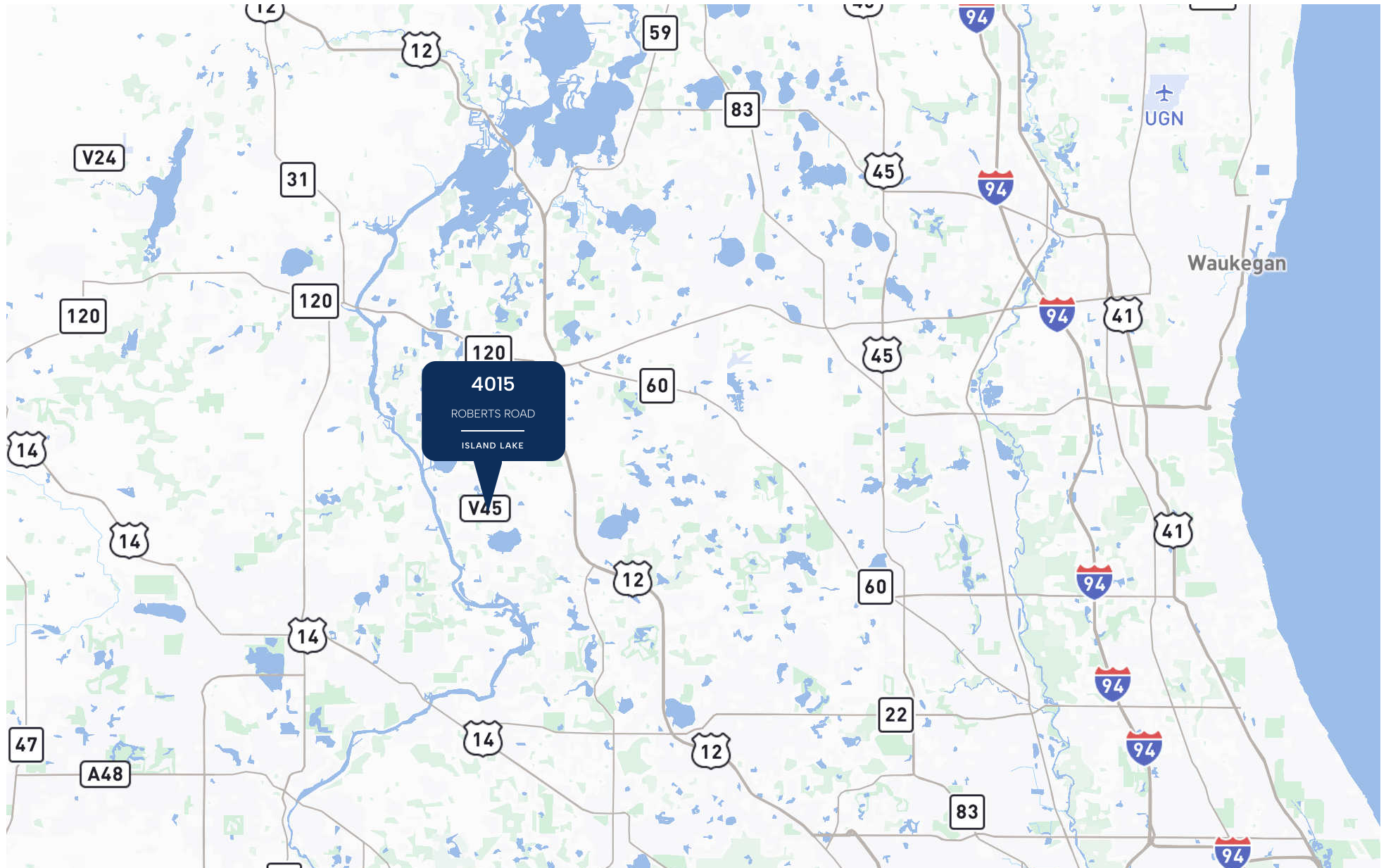
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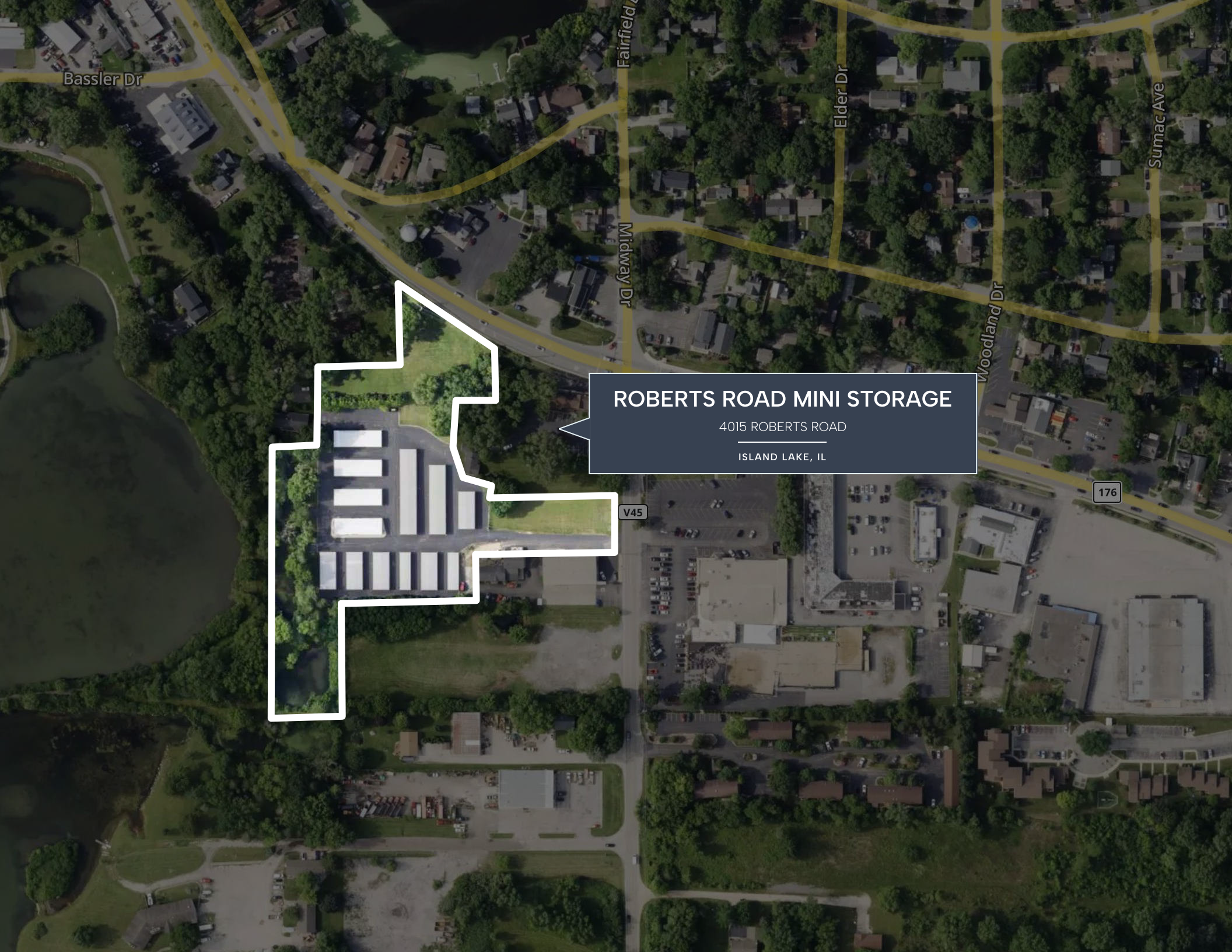
PROPERTY
INFORMATION

LOCAL MAP



REGIONAL MAP





Bassler Dr

Fairfield Dr

Elder Dr

Sumac Ave

Midway Dr

Woodland Dr

ROBERTS ROAD MINI STORAGE

4015 ROBERTS ROAD

ISLAND LAKE, IL

176

V45

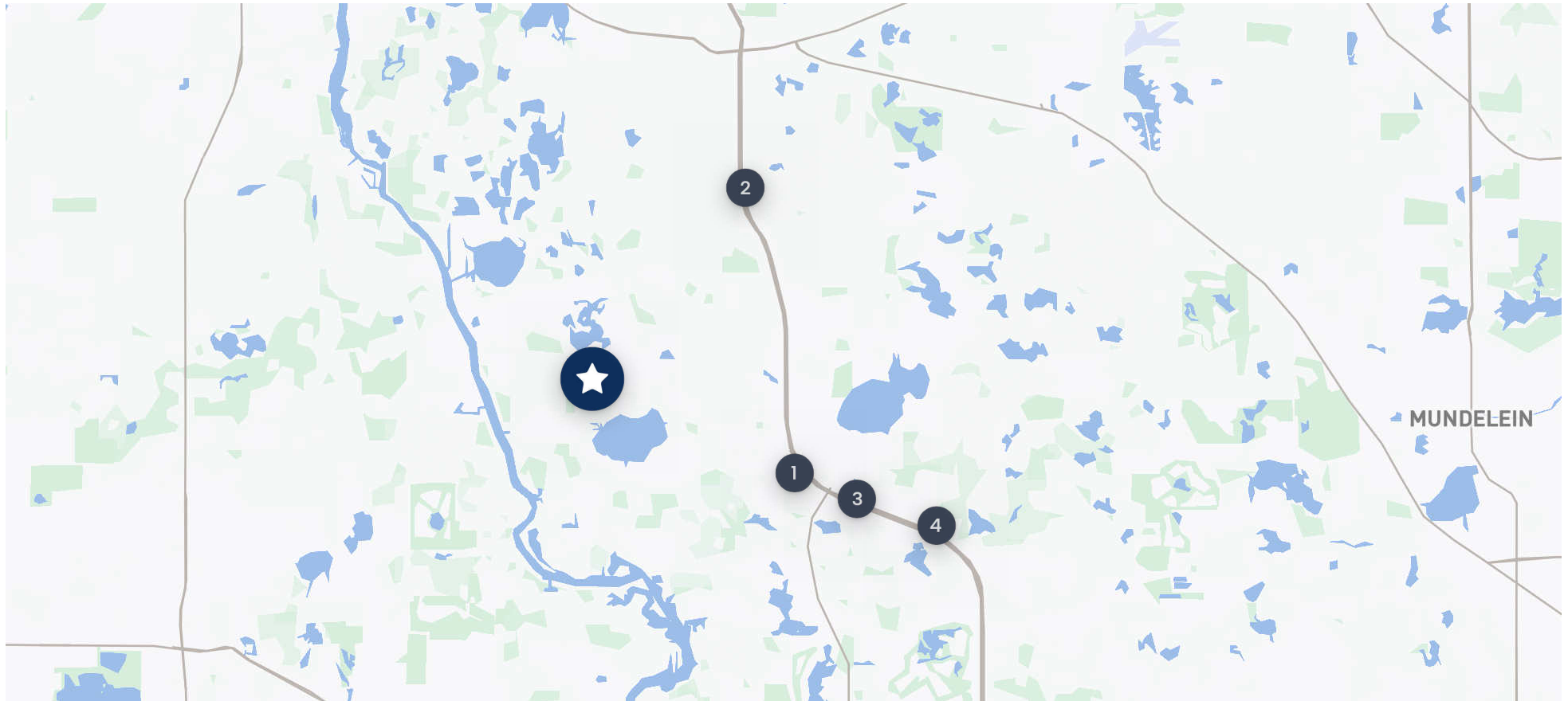


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RENT
COMPARABLES

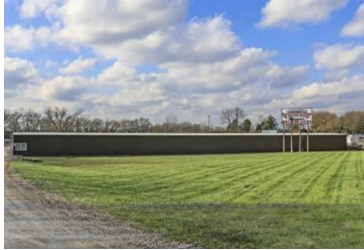


RENT COMPARABLES MAP



LEGEND	PROPERTY NAME	ADDRESS	AVERAGE RENT/SF
★	Roberts Road Mini Storage	4015 Roberts Rd, Island Lake, IL 60042	\$1.02
1	Wauconda Self Service Storage	500 S Rand Rd, Wauconda, IL 60084	\$0.97
2	Extra Space Storage	30151 N US Hwy 12, Volo, IL 60073	\$1.56
3	Apple Self Storage	540 S Rand Rd, Wauconda, IL 60084	\$1.53
4	Store More 365	25250 Old Rand Rd, Wauconda, IL 60084	\$1.32

RENT COMPARABLES



Roberts Road Mini Storage

4015 Roberts Rd, Island Lake, IL

Unit Type	Rent	Rent/SF
5x10 NCC	\$55	\$1.10
10x10 NCC	\$110	\$1.10
10x15 NCC	\$145	\$0.97
10x20 NCC	\$180	\$0.90
Average:	\$1.02	

Wauconda Self Service Storage

500 S Rand Rd, Wauconda, IL

Unit Type	Rent	Rent/SF
5x10 NCC	\$55	\$1.10
10x10 NCC	\$105	\$1.05
10x15 NCC	\$135	\$0.90
10x20 NCC	\$165	\$0.83
Average:	\$0.97	

Extra Space Storage

30151 N US Hwy 12, Volo, IL

Unit Type	Rent	Rent/SF
5x10 NCC	\$106	\$2.12
10x10 NCC	\$176	\$1.76
10x15 NCC	\$183	\$1.22
10x20 NCC	\$226	\$1.13
Average:	\$1.56	

Apple Self Storage

540 S Rand Rd, Wauconda, IL

Unit Type	Rent	Rent/SF
5x10 NCC	\$104	\$2.08
10x10 NCC	\$154	\$1.54
10x15 NCC	\$199	\$1.33
10x20 NCC	\$234	\$1.17
Average:	\$1.53	

Store More 365

25250 Old Rand Rd, Wauconda, IL

Unit Type	Rent	Rent/SF
5x10 NCC	\$89	\$1.78
10x10 NCC	\$129	\$1.29
10x15 NCC	\$169	\$1.13
10x20 NCC	\$219	\$1.10
Average:	\$1.32	



05

MARKET
ANALYSIS



WELCOME TO

ISLAND LAKE, IL



Island Lake, Illinois, is an affluent suburb in the northwest corridor of the Chicago metropolitan area. The local economy is driven by manufacturing, retail, and healthcare, supported by major employers like Caterpillar and Walgreens. Known for its residential neighborhoods and proximity to the Fox River, Island Lake offers excellent connectivity via Illinois Route 176. The surrounding three-mile area boasts a growing population of 26,682 residents with an average household income of \$ 108,075. Strong retail amenities and ongoing infrastructure investments drive sustained demand for commercial and storage services as the area develops.

MARKET HIGHLIGHTS



LOCAL POPULATION

The 5-mile trade area features a dense, growing suburban population of 72,390 residents. This affluent community provides a strong customer base for local retail and storage services.



AVERAGE HOUSEHOLD INCOME

Residents within a 5-mile radius boast an average household income exceeding \$136,669, providing ample discretionary capital to support local commercial demand.



LOCAL ECONOMY

The local economy is driven by manufacturing, retail trade, and healthcare sectors. Major regional employers like Caterpillar, AutoZone, and Walgreens support the community.



TRANSIT & HIGHWAYS

The site fronts Route 176, seeing 17,300 vehicles daily, and offers Metra rail access at nearby Cary Station just 6.7 miles away.



NEARBY AMENITIES

Located 1.5 miles from the Fox River and Chain O'Lakes, the site is near Culver's, BP, and Lomeli's Fresh Market, driving demand for recreational and commercial storage.

DEMOGRAPHICS

Population	1-MILE	3-MILES	5-MILES
2025 Total Population	7,840	26,682	72,390
2025 Population Density	2,323.1	1,059.8	1,080.7
2020-2025 Growth	247	619	1,464
2020-2025 Average Annual Growth	49	124	293
2030 Total Population	8,023	27,348	74,199
2030 Population Density	2,377	1,086	1,108
2025-2030 Projected Population Growth	183	666	1,809
2025-2030 Projected Average Annual Growth	37	133	362
2020 Population	7,593	26,063	70,926
2010 Total Population	7,853	26,194	69,736
2000 Population	8,405	22,692	61,620

Household Income	1-MILE	3-MILES	5-MILES
2025 Average Household Income	\$ 99,648	\$ 120,551	\$ 136,669
2025 Aggregate Household Income	\$ 296,852,100	\$ 1,189,963,361	\$ 3,622,967,950
2025 Median Household Income	\$ 88,221	\$ 108,075	\$ 112,391
2025 Per Capita Income	\$ 37,864	\$ 44,598	\$ 50,206
2030 Aggregate Household Income	\$ 327,735,764	\$ 1,338,993,486	\$ 4,117,494,507
2030 Average Household Income	\$ 112,779	\$ 134,748	\$ 153,146
2030 Median Household Income	\$ 95,679	\$ 117,889	\$ 122,778
2030 Per Capita Income	\$ 40,850	\$ 48,961	\$ 55,668

Households	1-MILE	3-MILES	5-MILES
2025 Households	2,979	9,871	26,509
2020-2025 Growth	-46	2,001	4,512
2020-2025 Average Annual Growth	-9	400	902
2030 Households	2,906	9,937	26,886
2025-2030 Growth	-73	66	377
2025-2030 Average Annual Growth	-15	13	75
2020 Households	3,025	7,870	21,997



74,199

2030 Total Population
5 MI



1,108

2030 Population Density
5 MI



\$120,551

2025 Avg HH Income
3 MI



\$55,668

2030 Per Capita Income
5 MI



9,871

2025 Households
3 MI



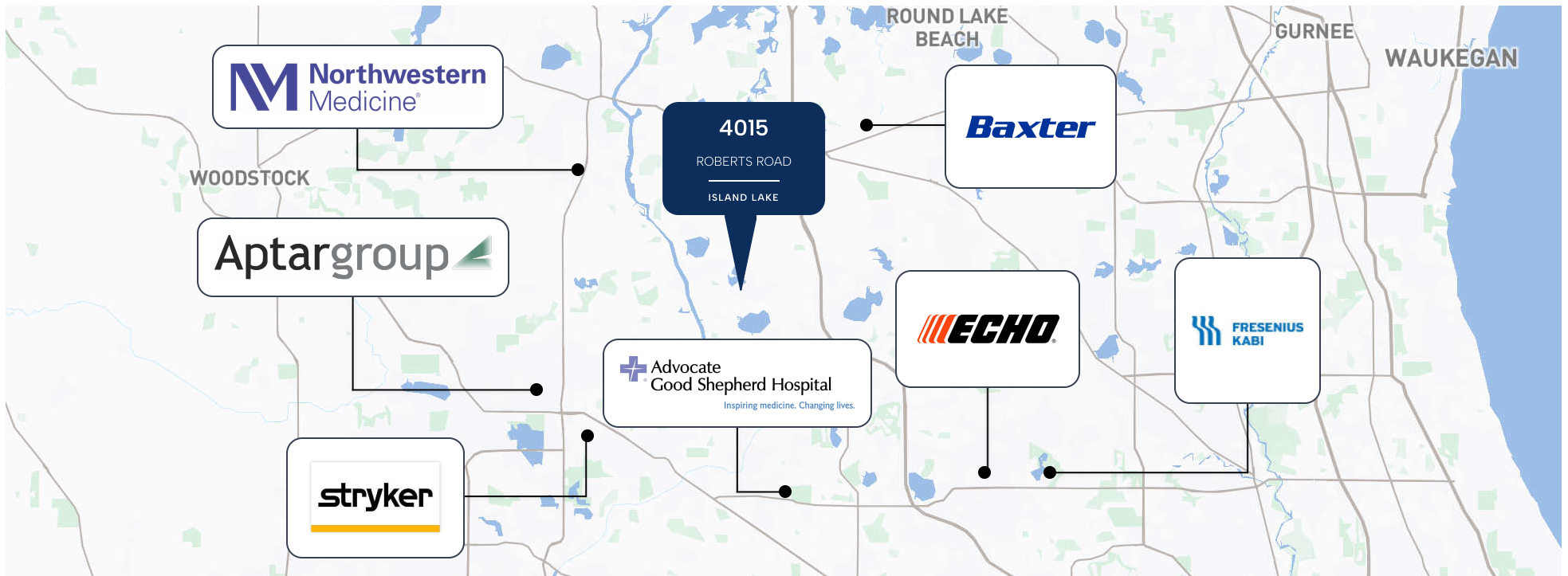
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2025-2030 Growth
5 MI

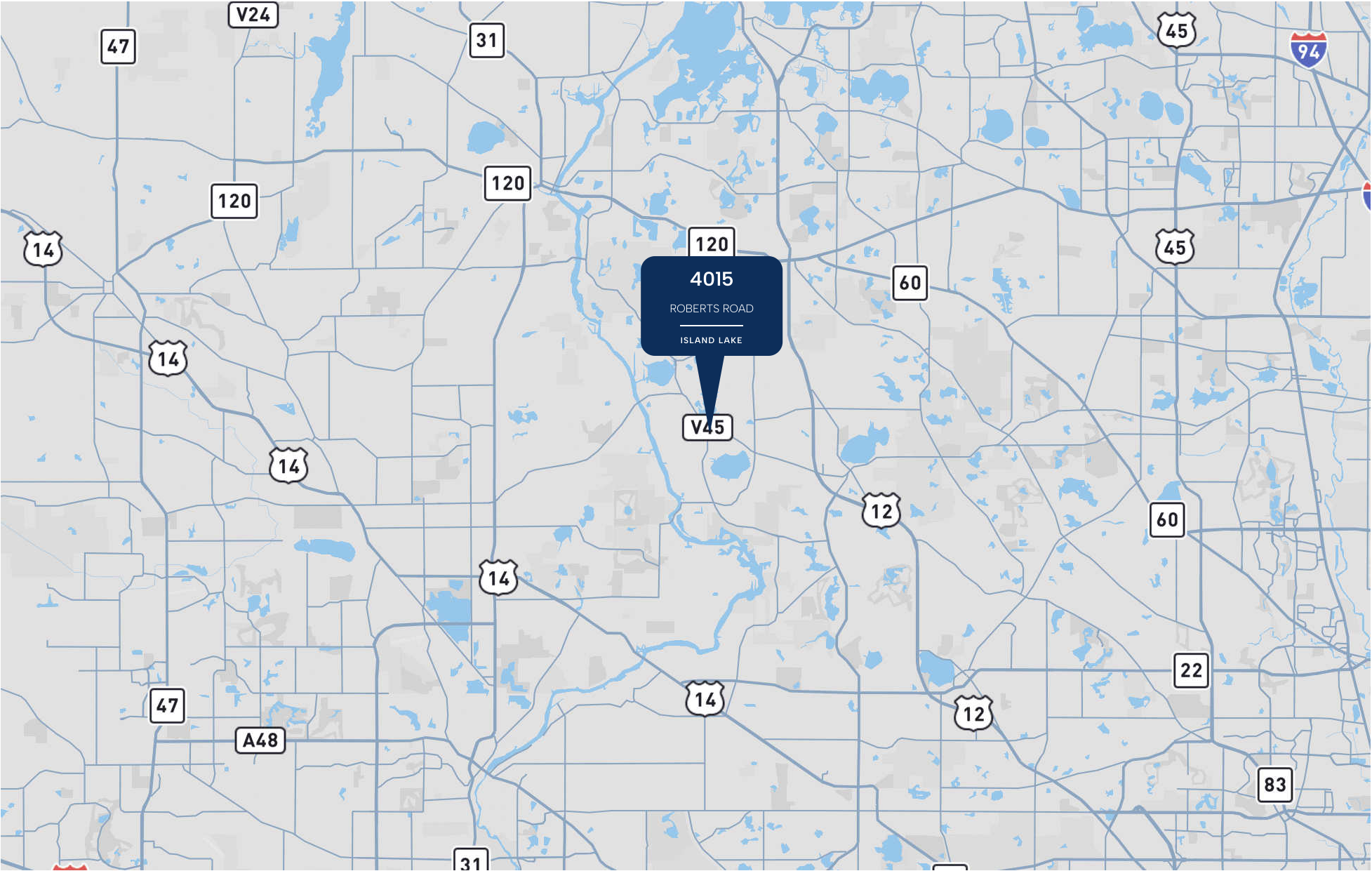
MAJOR EMPLOYERS

The subject property is situated within a robust and diverse economic landscape, heavily anchored by the recession-resistant healthcare, medical technology, and advanced manufacturing sectors. The area's employment base is dominated by a collection of high-caliber, investment-grade employers, underpinning the region's long-term stability and growth prospects. Major healthcare systems, including Northwestern Medicine McHenry Hospital and Advocate Good Shepherd Hospital, provide a substantial and non-cyclical employment foundation. This is further fortified by a significant concentration of global life science and medical device leaders such as Baxter, Fresenius Kabi, and Stryker, which attract a highly skilled labor pool and drive economic innovation. The presence of other major industrial employers like AptarGroup, Inc. and ECHO Incorporated adds valuable diversification, creating a resilient market that is well-positioned to weather broader economic fluctuations and sustain consistent demand for commercial assets.

Employer	Industry	Employees	Distance
Baxter International	Healthcare / Manufacturing	2,000	9.8 mi
Northwestern Medicine McHenry Hospital	Healthcare	1,500	6.7 mi
Advocate Good Shepherd Hospital	Healthcare	1,500	7.9 mi
Fresenius Kabi	Healthcare / Pharmaceuticals	500	10.5 mi
AptarGroup	Manufacturing	500	8.2 mi
Stryker	Healthcare / Manufacturing	500	8.7 mi
ECHO Incorporated	Manufacturing	500	10.1 mi



TRANSPORTATION MAP



MAJOR DEVELOPMENTS



Northwest Suburban Growth Corridor

Located within the rapidly expanding Northwest Chicago suburbs, Island Lake benefits from continued residential and commercial growth across Lake and McHenry Counties. Proximity to employment hubs in Crystal Lake, Schaumburg, and Barrington continues to drive housing demand from families seeking affordability and access to regional amenities.



Route 176 Commercial Expansion

Recent commercial investment along Route 176 is strengthening Island Lake's retail corridor. New developments, including convenience retail, fuel services, and restaurant concepts, are enhancing the village's commercial base while improving daily services for residents and commuters.



Infrastructure & Roadway Improvements

The Village has committed significant capital toward roadway resurfacing, bridge replacement, and utility upgrades. Ongoing improvements to Burnett Road, Eastway Drive, water infrastructure, and the planned Island Drive Bridge replacement are expected to enhance connectivity and long-term community functionality.



Comprehensive Plan & Community Investment

Island Lake's updated Comprehensive Plan outlines long-term strategies focused on responsible residential growth, economic development, transportation planning, and preservation of the community's lake-oriented character. The plan supports future mixed-use and neighborhood-serving development opportunities throughout the Village.



Access to Regional Employment Centers

Island Lake offers convenient access to major suburban employment corridors throughout Lake and McHenry Counties, including industrial, healthcare, and office markets near I-90, Route 31, and the Randall Road corridor. Continued regional job growth supports sustained housing demand within the community.



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