

# ROUGEMONT STORAGE

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8927 MILE BRANCH ROAD  
ROUGEMONT, NC

OFFERING MEMORANDUM

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**GRANDSTONE**  
STORAGE INVESTMENT SALES

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01

INVESTMENT  
OVERVIEW



# OFFERING SUMMARY

## ROUGEMONT STORAGE

8927 MILE BRANCH ROAD, ROUGEMONT, NC

**\$7,500,000**

PURCHASE PRICE

**\$157.78**

PRICE PER RENTABLE SF

**92.31%**

PHYSICAL OCCUPANCY

**89.62%**

ECONOMIC OCCUPANCY

**5.72%**

YEAR 2 CAP RATE

**5.95%**

YEAR 3 CAP RATE

**6.17%**

YEAR 4 CAP RATE

**6.40%**

YEAR 5 CAP RATE



**5.09%**

CURRENT CAP RATE



**5.49%**

YEAR 1 CAP RATE



**47,535**

NET RENTABLE SF



**21.54**

LOT SIZE



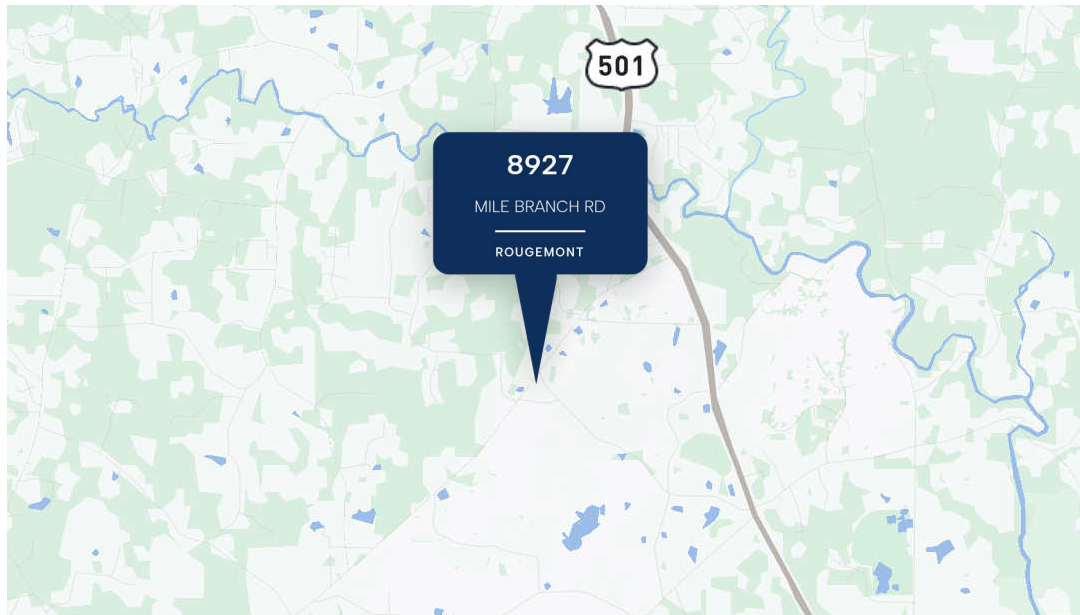
**2013-2023**

YEAR BUILT/RENOVATED

# INVESTMENT OVERVIEW

Grandstone Investment Sales exclusively presents Rougemont Storage, a self-storage renovation opportunity located at 8927 Mile Branch Road, Rougemont, NC. The property features 395 units across 47,535 NRSF on an expansive 21.54-acre lot. Operating at 92.31% physical and 89.62% economic occupancy, the facility presents a significant value-add opportunity to increase revenue through targeted operational improvements and ancillary income streams. Optimizing economic occupancy and implementing tenant insurance and ancillary fee programs provides a clear path to maximizing facility performance. The asset is projected to generate approximately \$411,788 in Year 1 NOI, supporting the stabilized yield on cost and highlighting the property's near-term operational upside potential.

The investment offers a compelling valuation profile with a \$7,500,000 acquisition price (\$157.78 per NRSF). Additionally, the 21.54-acre lot and 30 dedicated uncovered parking spaces provide a distinct advantage for capturing regional RV and boat storage demand driven by nearby lakes. The local market benefits from steady demographics, an affluent residential base, and a contracting construction pipeline, with regional deliveries forecast to decline by 15% in 2025. This offering presents a unique opportunity to capitalize on climate-controlled storage advantages and realize strong returns through strategic management and operational upgrades.



## INVESTMENT HIGHLIGHTS



### STRONG RENTAL RATES

The asset benefits from strong in-place and market-supported rental rates, with the facility acquired at a \$7.5M purchase price reflecting a 73.98% entry basis. Pricing is supported by solid underlying demand in the Rougemont submarket and limited competitive climate-controlled supply within the trade area.



### UPSIDE THROUGH ENHANCED MANAGEMENT

Rougemont Storage presents clear upside with projected Year 1 NOI of approximately \$411,788 reflecting meaningful value-add execution from increased economic occupancy and ancillary income growth.



### PROXIMITY TO DURHAM

The property is located within close proximity to Durham, a major regional demand driver supported by Duke University, Duke Health System, and strong employment growth, enhancing long-term tenant demand fundamentals.



### OWNER OPEN TO SELLER FINANCING

Ownership has indicated openness to seller financing, offering potential flexibility in deal structuring and the ability to optimize capital stack efficiency for qualified buyers.



### LIMITED NEW SUPPLY

The local construction pipeline is contracting, with regional deliveries forecast to decline 18% in 2026. Under-construction inventory is under 0.5% of total stock, positioning the asset to push rates upward.



# SATURATION STUDY

## ROUGEMONT STORAGE | 8927 Mile Branch Road, Rougemont, NC

FACILITY NAME	FULL ADDRESS	DISTANCE ( MILES)	HAS CLIMATE CONTROL	NRSF 1-MILE	NRSF 3-MILES	NRSF 5-MILES
Rougemont Storage	8927 Mile Branch Rd, Rougemont, NC 27572	-	Yes	47,535	-	-
Timberlake Mini Storage	Ashley Ave, Timberlake, NC 27583	3.62	No	-	-	11,359
Timberlake Storage	381 Helena Moriah Rd, Timberlake, NC 27583	3.74	No	-	-	2,528

POPULATION | 1-MILE | 1,170 | 3-MILES | 4,219 | 5 MILES | 8,487

TOTAL EXISTING SUPPLY	47,535	47,535	61,422
SQ FT PER PERSON	40.63	11.27	7.24

02

FINANCIAL  
ANALYSIS



# UNIT MIX AND GROSS RENT

## CLIMATE CONTROLLED (CC):

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
5.0 x 7.0	1	35	35	\$100.00	\$100	\$1,200
5.0 x 10.0	6	50	300	\$115.00	\$690	\$8,280
10.0 x 10.0	3	100	300	\$170.00	\$510	\$6,120
<b>TOTAL Climate Controlled (CC):</b>	<b>10</b>	<b>64</b>	<b>635</b>	<b>\$130.00</b>	<b>\$1,300</b>	<b>\$15,600</b>

## NON- CLIMATE CONTROLLED (NCC):

Non-Climate Controlled (NCC):	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
5.0 x 10.0	52	50	2600	\$70.00	\$3,640	\$43,680
10.0 x 10.0	152	100	15,200	\$105.00	\$15,960	\$191,520
10.0 x 15.0	54	150	8,100	\$130.00	\$7,020	\$84,240
10.0 x 20.0	64	200	12,800	\$150.00	\$9,600	\$115,200
10.0 x 20.0	17	200	3,400	\$175.00	\$2,975	\$35,700
10.0 x 30.0	16	300	4800	\$220.00	\$3520	\$42,240
<b>TOTAL Non-Climate Controlled (NCC):</b>	<b>355</b>	<b>132</b>	<b>46,900</b>	<b>\$120.32</b>	<b>\$42,715</b>	<b>\$512,580</b>

## UNCOVERED PARKING

Uncovered Parking Spaces	30	-	-	\$95.00	\$2850	\$34,200
<b>TOTAL Uncovered Parking:</b>	<b>30</b>	<b>-</b>	<b>-</b>	<b>\$95.00</b>	<b>\$2,850</b>	<b>\$34,200</b>
<b>GRAND TOTAL</b>	<b>395</b>	<b>120</b>	<b>47,535</b>	<b>\$118.65</b>	<b>\$46,865</b>	<b>\$562,380</b>

# INCOME AND EXPENSES

	CURRENT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>Gross Potential Rent</b>	<b>\$562,380</b>	<b>\$579,251</b>	<b>\$596,629</b>	<b>\$614,528</b>	<b>\$632,964</b>	<b>\$651,953</b>
Physical Vacancy	(43,260)	(28,963)	(29,831)	(30,726)	(31,648)	(32,598)
Economic Vacancy	(15,120)	(28,963)	(29,831)	(30,726)	(31,648)	(32,598)
Total Vacancy	(58,380)	(57,925)	(59,663)	(61,453)	(63,296)	(65,195)
Vacancy %	10.4%	10.0%	10.0%	10.0%	10.0%	10.0%
<b>Effective Rental Income</b>	<b>\$504,000</b>	<b>\$521,326</b>	<b>\$536,966</b>	<b>\$553,075</b>	<b>\$569,667</b>	<b>\$586,757</b>
Late, Letter, & NSF Fees	0	10,427	10,739	11,062	11,393	11,735
Tenant Insurance	0	8,781	13,171	17,562	20,489	23,416
Total Other Income	\$0	\$19,207	\$23,911	\$28,623	\$31,882	\$35,151
<b>Effective Gross Income (EGI)</b>	<b>\$504,000</b>	<b>\$540,534</b>	<b>\$560,877</b>	<b>\$581,698</b>	<b>\$601,549</b>	<b>\$621,908</b>
Property Taxes	11,162	13,952	14,231	14,516	14,806	15,102
Insurance	4,130	4,213	4,297	4,383	4,470	4,560
Utilities & Trash	11,906	12,144	12,387	12,635	12,887	13,145
Repairs & Maintenance	8,990	9,170	9,353	9,540	9,731	9,926
Advertising	2,645	2,698	2,752	2,807	2,863	2,920
Salaries, Taxes, & Benefits	26,160	26,683	27,217	27,761	28,316	28,883
Management Fee	25,200	27,027	28,044	29,085	30,077	31,095
Office Supplies & Postage	13,222	13,486	13,756	14,031	14,312	14,598
Bank & Credit Card Fees	8,064	8,649	8,974	9,307	9,625	9,951
Telephone & Internet	2,400	2,448	2,497	2,547	2,598	2,650
Landscaping	5,000	5,100	5,202	5,306	5,412	5,520
Other expenses	3,114	3,176	3,240	3,305	3,371	3,438
<b>Total Expenses</b>	<b>\$121,993</b>	<b>\$128,746</b>	<b>\$131,950</b>	<b>\$135,223</b>	<b>\$138,470</b>	<b>\$141,789</b>
% of EGI	24.2%	23.8%	23.5%	23.2%	23.0%	22.8%
<b>Net Operating Income (NOI)</b>	<b>\$382,007</b>	<b>\$411,788</b>	<b>\$428,927</b>	<b>\$446,475</b>	<b>\$463,080</b>	<b>\$480,119</b>
Operating Margin %	75.8%	76.2%	76.5%	76.8%	77.0%	77.2%

Financial Footnotes:

1. RE Taxes are based on the current appraised value of \$1,593,500; Taxes increased 25% to hedge risk of reassessment
2. Income based on Q1 2026 annualized
3. Expenses based on 2025 actual; Bank & CC Fees added to reflect industry standard
4. A management fee is added to expenses based on 5% of the gross income

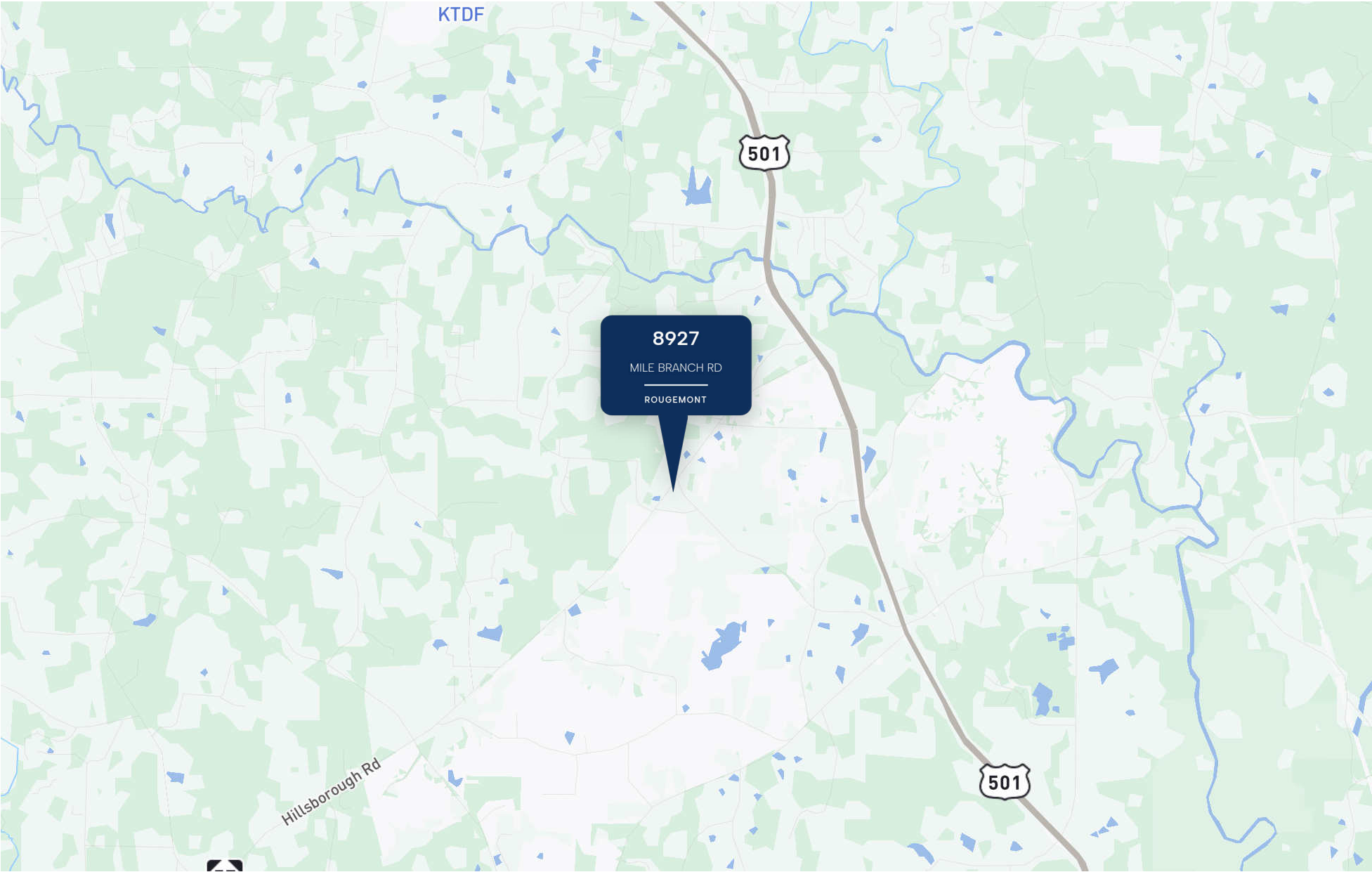


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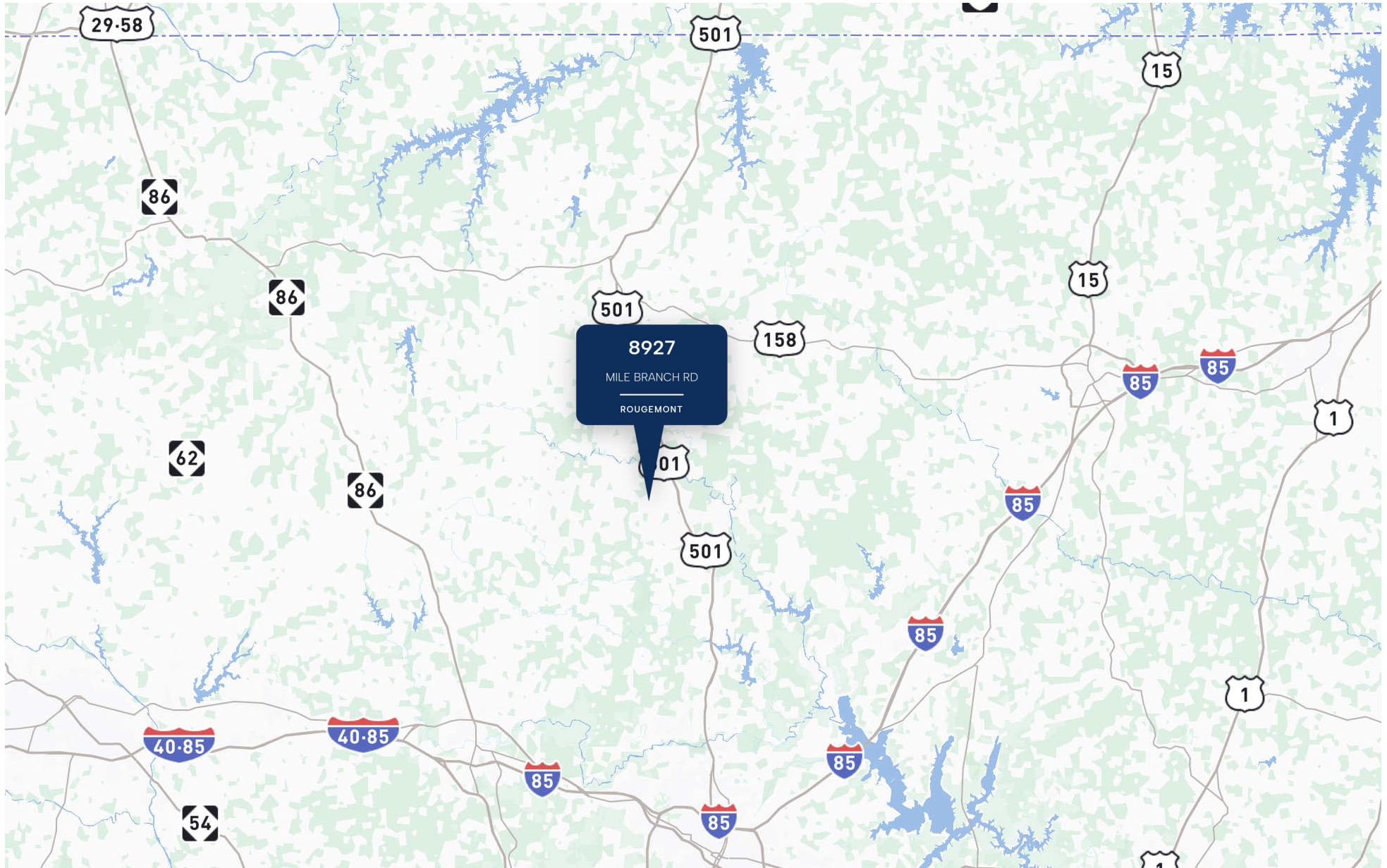
PROPERTY  
INFORMATION



# LOCAL MAP



# REGIONAL MAP



**ROUGEMONT STORAGE**  
8927 MILE BRANCH ROAD  
ROUGEMONT, NC

HILLSBOROUGH RD

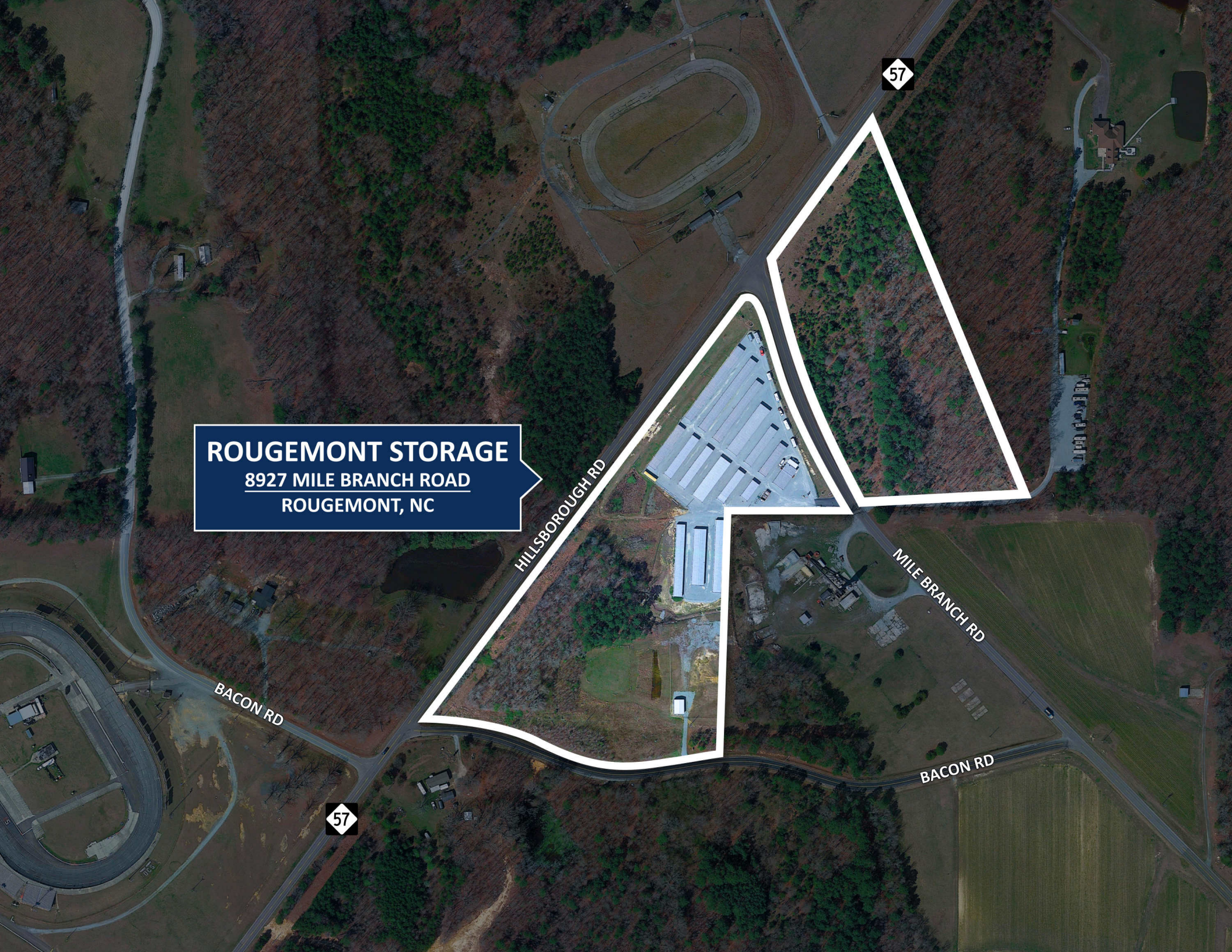
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MILE BRANCH RD

BACON RD

BACON RD

57



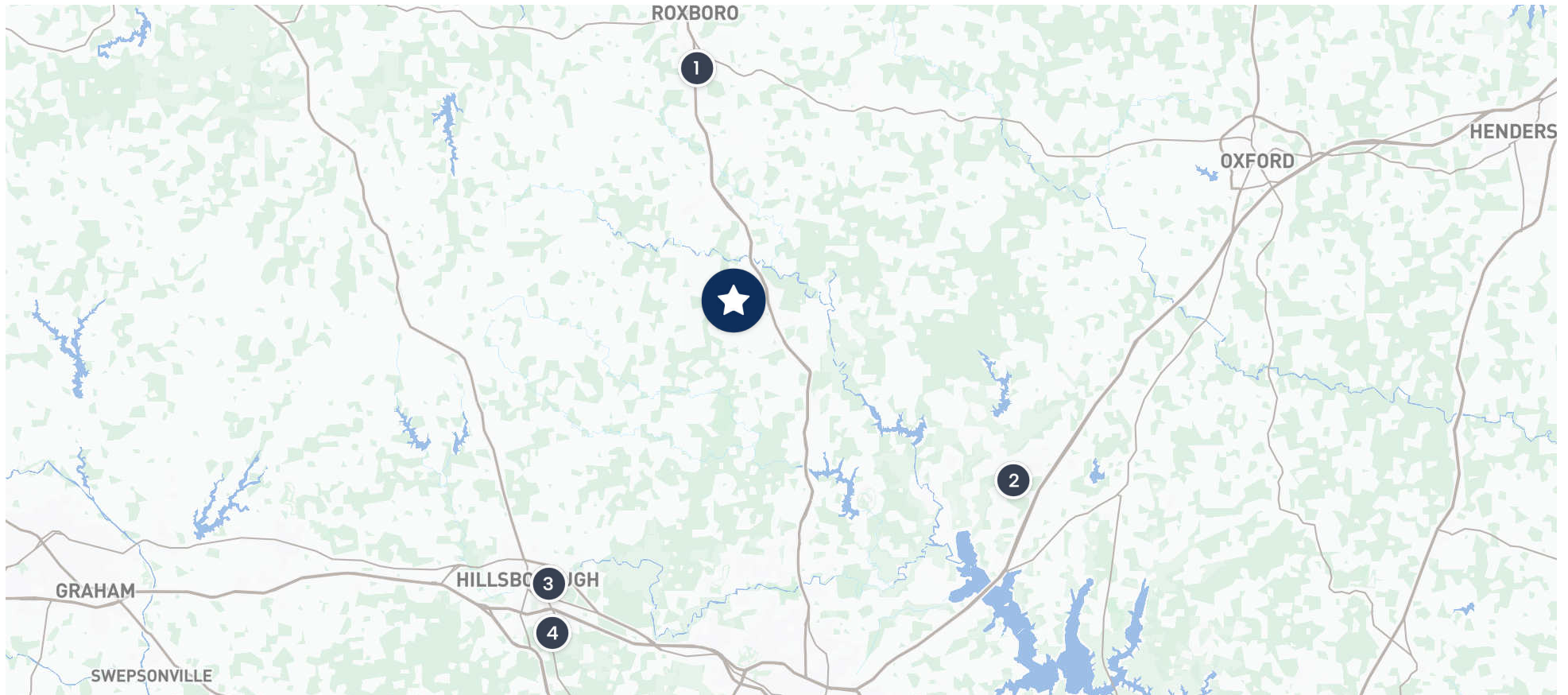


04

RENT  
COMPARABLES



# RENT COMPARABLES MAP



LEGEND	PROPERTY NAME	ADDRESS	AVERAGE RENT/SF CC	AVERAGE RENT/SF NCC
★	Rougemont Storage	8927 Mile Branch Rd, Rougemont, NC 27572	\$2.00	\$1.02
1	Xtra Storage	2277 Durham Rd, Roxboro, NC 27573	\$1.51	\$0.91
2	AA Self Storage	210 W B St, Butner, NC 27509	\$1.39	\$1.14
3	Hillsborough Self Storage	346-A Elizabeth Brady Rd, Hillsborough, NC 27278	\$1.38	\$1.03
4	Surety Storage	2707 NC-86 S, Hillsborough, NC 27278	\$-	\$0.99

# RENT COMPARABLES



## Rougemont Storage

8927 Mile Branch Rd,  
Rougemont, NC 27572

## Xtra Storage

2277 Durham Rd,  
Roxboro, NC 27573

## AA Self Storage

210 W B St, Butner, NC  
27509

## Hillsborough Self Storage

346-A Elizabeth Brady  
Rd, Hillsborough, NC  
27278

## Surety Storage

2707 NC-86 S,  
Hillsborough, NC 27278

Unit Type	Rent	Rent/SF
5x10 CC	\$115	\$2.30
10x10 CC	\$170	\$1.70
10x15 CC	\$--	\$--
10x20 CC	\$--	\$--
<b>Average:</b>	<b>\$2.00</b>	
5x10 NCC	\$70	\$1.40
10x10 NCC	\$105	\$1.05
10x15 NCC	\$130	\$0.87
10x20 NCC	\$150	\$0.75
<b>Average:</b>	<b>\$1.02</b>	

Unit Type	Rent	Rent/SF
5x10 CC	\$100	\$2.00
10x10 CC	\$140	\$1.40
10x15 CC	\$--	\$--
10x20 CC	\$225	\$1.13
<b>Average:</b>	<b>\$1.51</b>	
5x10 NCC	\$55	\$1.10
10x10 NCC	\$85	\$0.85
10x15 NCC	\$--	\$--
10x20 NCC	\$155	\$0.78
<b>Average:</b>	<b>\$0.91</b>	

Unit Type	Rent	Rent/SF
5x10 CC	\$100	\$2.00
10x10 CC	\$140	\$1.40
10x15 CC	\$170	\$1.13
10x20 CC	\$205	\$1.03
<b>Average:</b>	<b>\$1.39</b>	
5x10 NCC	\$85	\$1.70
10x10 NCC	\$115	\$1.15
10x15 NCC	\$140	\$0.93
10x20 NCC	\$155	\$0.78
<b>Average:</b>	<b>\$1.14</b>	

Unit Type	Rent	Rent/SF
5x10 CC	\$80	\$1.60
10x10 CC	\$145	\$1.45
10x15 CC	\$185	\$1.23
10x20 CC	\$250	\$1.25
<b>Average:</b>	<b>\$1.38</b>	
5x10 NCC	\$65	\$1.30
10x10 NCC	\$125	\$1.25
10x15 NCC	\$125	\$0.83
10x20 NCC	\$150	\$0.75
<b>Average:</b>	<b>\$1.03</b>	

Unit Type	Rent	Rent/SF
5x10 CC	\$--	\$--
10x10 CC	\$--	\$--
10x15 CC	\$--	\$--
10x20 CC	\$--	\$--
<b>Average:</b>	<b>\$--</b>	
5x10 NCC	\$70	\$1.40
10x10 NCC	\$105	\$1.05
8x20 NCC	\$125	\$0.78
10x20 NCC	\$145	\$0.73
<b>Average:</b>	<b>\$0.99</b>	



05

MARKET  
ANALYSIS



WELCOME TO

# ROUGEMONT, NC



Rougemont, North Carolina, is a high-income rural and suburban community situated in northern Durham County. Characterized by picturesque farmland and residential development, the area offers direct access to the Research Triangle region via the NC Highway 57 and US Highway 501 transit corridors. The community boasts an exceptionally strong income profile, featuring a 2025 median household income of \$100,275 within a 1-mile radius (\$63,424 within 3 miles and \$73,121 within 5 miles), which is projected to rise to \$108,099 in the immediate 1-mile area by 2030. This affluent population is steadily expanding, with the total market across a 5-mile radius projected to reach 8,779 residents and 3,437 households by 2030, driving significant demand for supplementary storage space. The neighborhood features essential amenities and dining options at the US-501 commercial node, and the local economy is anchored by major employers like Duke Health Systems and the \$400 million Moriah Energy Center development, ensuring robust long-term growth.

## MARKET HIGHLIGHTS



### HIGH LOCAL INCOME

Rougemont features a median household income of \$108,099, which is 25% above the metro average. This affluent demographic provides residents with discretionary capital for storage.



### 100% HOMEOWNERSHIP RATE

The area maintains a 100% homeownership rate with property values at \$298,500. This residential stability drives demand and leads to long-term customer retention.



### US-501 ACCESS

Strategically located on the US-501 corridor handling 35,000 vehicles daily. This primary transit route connects the site to local amenities like Speedway Cafe and Roma Pizza.



### RESEARCH TRIANGLE

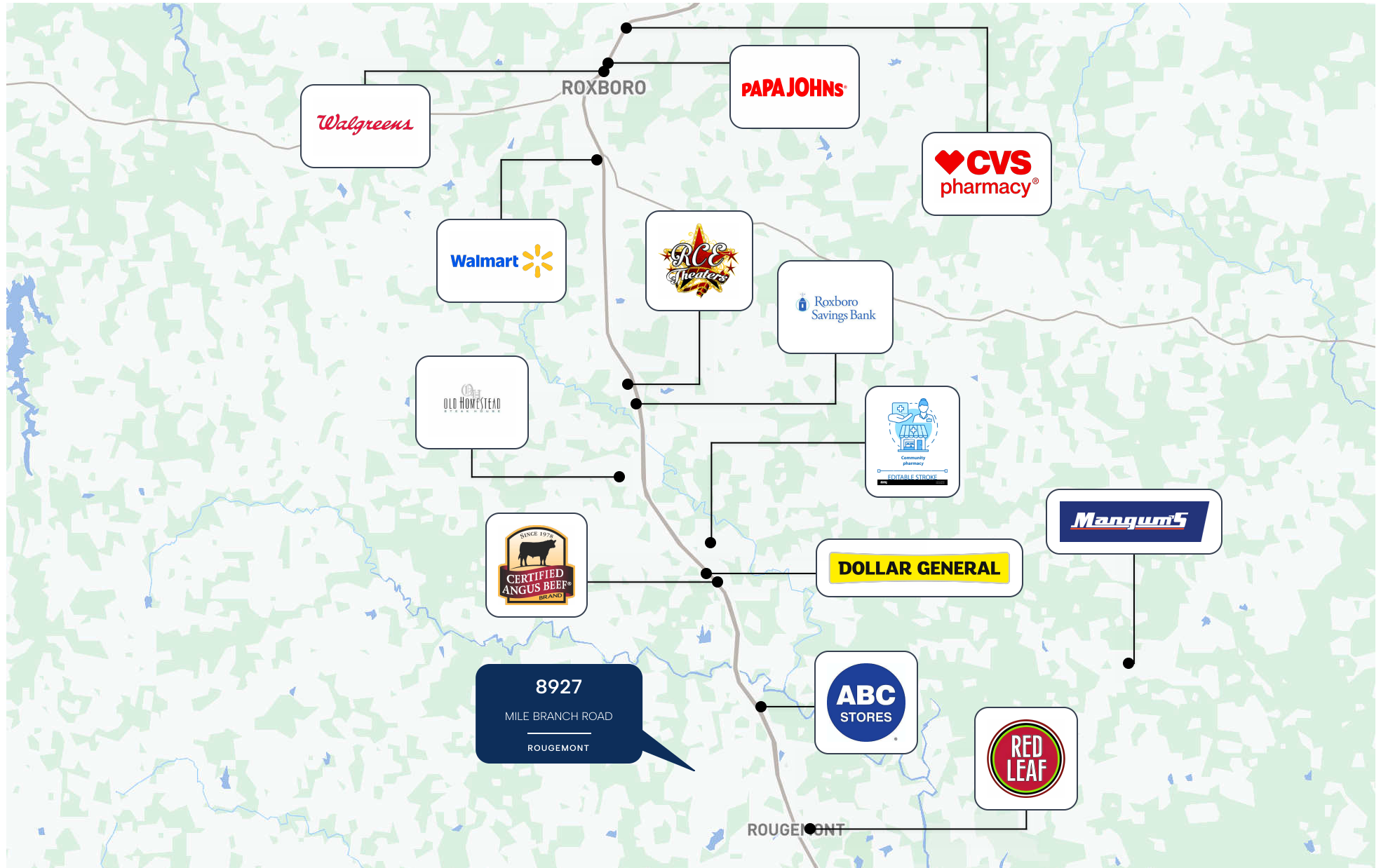
The site offers direct routing to the expanding Research Triangle, capturing demand from employees seeking spacious suburban housing.



### MAJOR EMPLOYERS

The local employment base is anchored by Duke Health Systems, employing 43,108 people, and the new \$400M Moriah Energy Center, driving immediate construction-related demand.

# AMENITIES MAP



# DEMOGRAPHICS

Population	1-MILE	3-MILES	5-MILES
2025 Total Population	1,170	4,219	8,487
2025 Population Density	74	117	123
2020-2025 Growth	21	137	352
2020-2025 Average Annual Growth	4	27	70
2030 Total Population	1,219	4,389	8,779
2030 Population Density	77	122	128
2025-2030 Projected Population Growth	49	170	292
2025-2030 Projected Average Annual Growth	10	34	58
2020 Population	1,149	4,082	8,135
2010 Total Population	825	2,844	7,464
2000 Population	738	2,437	6,499

Household Income	1-MILE	3-MILES	5-MILES
2025 Average Household Income	\$ 111,610	\$ 87,071	\$ 102,491
2025 Aggregate Household Income	\$ 53,349,750	\$ 146,453,650	\$ 342,319,632
2025 Median Household Income	\$ 100,275	\$ 63,424	\$ 73,121
2025 Per Capita Income	\$ 45,598	\$ 34,713	\$ 40,335
2030 Aggregate Household Income	\$ 61,754,976	\$ 169,428,447	\$ 390,988,102
2030 Average Household Income	\$ 124,255	\$ 97,373	\$ 113,759
2030 Median Household Income	\$ 108,099	\$ 70,029	\$ 80,056
2030 Per Capita Income	\$ 50,660	\$ 38,603	\$ 44,537

Households	1-MILE	3-MILES	5-MILES
2025 Households	478	1,682	3,340
2020-2025 Growth	478	395	343
2020-2025 Average Annual Growth	96	79	69
2030 Households	497	1,740	3,437
2025-2030 Growth	19	58	97
2025-2030 Average Annual Growth	4	12	19
2020 Households	0	1,287	2,997



**1,219**

2030 Total Population  
1 Mile



**122**

2030 Population Density  
3 Miles



**\$ 146,453,650**

2025 Avg HH Income  
3 Miles



**\$ 38,603**

2030 Per Capita Income  
3 Miles



**2,997**

2020 Households  
5 Miles



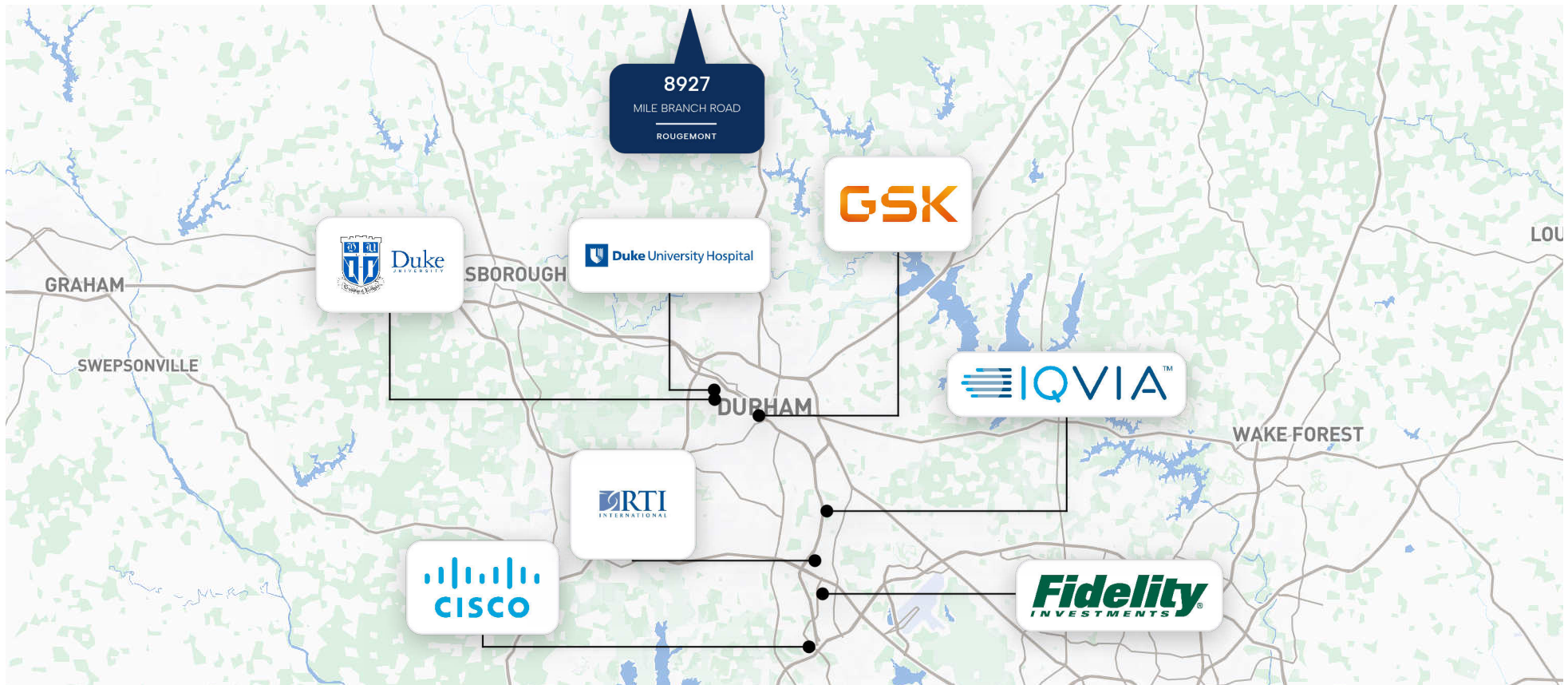
**19**

2025-2030 Growth  
5 Miles

# MAJOR EMPLOYERS

The property's location offers strategic access to Durham and Research Triangle Park (RTP), a global innovation hub. The economy is anchored by major 'meds and eds' employers like Duke University and its Health System, the area's largest employer. It is further boosted by Fortune 500 companies and industry leaders, including IBM, Cisco Systems, Fidelity Investments, GSK, RTI International, and IQVIA. This mix of resilient institutions and cutting-edge firms provides a stable employment base, supporting sustained housing demand and long-term asset growth.

Employer	Industry	Employees
Duke University Health System	Healthcare	26,000
Duke University	Education	15,000
Fidelity Investments	Finance	8,300
Cisco Systems	Technology	5,000
RTI International	Research	2,200
GlaxoSmithKline (GSK)	Pharmaceuticals	1,300
IBM	Technology	1,000
IQVIA	Life Sciences	1,000



# MAJOR DEVELOPMENTS



## Upper Piedmont Renewable Natural Gas Plant

Rougemont is home to the Upper Piedmont Renewable Natural Gas (RNG) plant, which captures methane from the local landfill and converts it into clean natural gas. This facility supports the region's clean energy initiatives, strengthens industrial infrastructure, and contributes to sustainable energy production, while adding new jobs and economic activity to the area.



## Proposed Moriah Energy Center (LNG Storage Facility)

A liquefied natural gas (LNG) storage facility, the Moriah Energy Center, is proposed nearby in Person County. While still in early development, the project will expand energy infrastructure, potentially support regional gas supply reliability, and encourage community planning and engagement around land use and environmental considerations.



## Microsoft Data Center Campus at Person County Mega Park

Microsoft Corporation purchased approximately 1,350 acres at the Person County Mega Park in Woodsdale Township with plans to begin permitting for a major data center campus, a long-term cloud computing and infrastructure investment expected to create jobs, strengthen the local tax base, and attract related industrial growth as part of the site's strategic development.



## Person County Mega Park — Semiconductor/Industrial Development Site

The Person County Mega Park site — part of the larger 1,350-acre megasite — has been advanced in planning and permitting for potential semiconductor or advanced manufacturing facilities, including an envisioned 2.35 million square-foot facility with manufacturing and operations space, positioning the region to attract high-impact industrial development beyond initial data center use.



## Spuntech Expansion on North Park Drive

Spuntech, a global developer and manufacturer of nonwoven fabrics, expanded its footprint by purchasing 26 acres along North Park Drive adjacent to its existing facility, strengthening industrial presence and signaling continued private investment in manufacturing operations within Person County's business park.

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STORAGE INVESTMENT SALES