

# ROCKY MOUNT SELF STORAGE

---

829 CARR STREET  
ROCKY MOUNT, NC



OFFERING MEMORANDUM

---

**GRANDSTONE**  
STORAGE INVESTMENT SALES

# TABLE OF CONTENTS

---

04 INVESTMENT OVERVIEW

09 FINANCIAL ANALYSIS

18 PROPERTY INFORMATION

24 RENT COMPARABLES

28 MARKET ANALYSIS

## LEAD ADVISOR



### Moshe Tabbouche

Senior Associate  
410.762.8306  
Moshe@GrandstoneIS.com  
Lic #: SL3581789



### Meir Perlmutter

CEO | Founder  
614.812.0345  
Meir@Grandstoneis.com  
Lic #: BK3443325



### Brian Brockman

Principal Broker  
513-898-1551  
brian@bangrealty.com

# DISCLAIMER



## 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

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.

01

INVESTMENT  
OVERVIEW



# OFFERING SUMMARY

## ROCKY MOUNT SELF STORAGE

829 CARR STREET, ROCKY MOUNT, NC

**\$1,950,000**

PURCHASE PRICE

**\$53.94**

PRICE PER RENTABLE SF

**79.03%**

PHYSICAL OCCUPANCY

**72.07%**

ECONOMIC OCCUPANCY

**10.64%**

YEAR 2 CAP RATE

**11.02%**

YEAR 3 CAP RATE

**11.35%**

YEAR 4 CAP RATE

**11.68%**

YEAR 5 CAP RATE



**5.96%**

CURRENT CAP RATE



**10.26%**

YEAR 1 CAP RATE



**36,152**

NET RENTABLE SF



**2.65**

LOT SIZE



**1979-2005**

YEAR BUILT/RENOVATED

# INVESTMENT OVERVIEW

Grandstone Investment Sales is pleased to exclusively present Rocky Mount Self Storage, located at 829 Carr Street and 803 Carter Street, Rocky Mount, NC. The property comprises 359 units across 36,152 NRSF on a 2.65-acre lot, organized across five distinct operating areas - Buildings A & B, C Lot, D Lot, and E Lot.

Buildings A & B form the core of the operation, housing the majority of traditional storage units across the main warehouse structures. C Lot includes an additional storage building with approximately 25-30 interior units, supplemented by containers and Leonard portable buildings. The seller is actively cleaning up this area, with a portion of containers slated for removal to create a more open footprint and potential expansion corridor. D Lot has operated for approximately eight years, housing 16 containers and 20 Leonard buildings with City power in place and no reported issues with municipal authorities. E Lot, which holds 17 containers, is fully permitted by the City and operational.

The property presents several clear value-add levers for an incoming buyer. Occupancy sits at 79% against a submarket average of 89%, providing a direct path to improved revenue through lease-up. The smaller storage building features an open-ceiling configuration that the current ownership had previously evaluated for climate-control conversion - a project set aside only because the property had been running at capacity. C Lot cleanup is ongoing and may create additional expansion flexibility depending on a buyer's vision for the site. D Lot's long operating history with City awareness presents an opportunity to formalize permitting and potentially increase the asset's recognized income and value.

Beyond the physical upside, the surrounding area adds a compelling location narrative. Rocky Mount Village Co., backed by Capital Broadcasting out of Raleigh, is actively developing the land around the property into a mixed-use restaurant and brewery district anchored by the historic Cotton Mill. This redevelopment activity - which at one point included an offer to acquire this very site - underscores the land's long-term alternative-use value and the broader momentum building in this submarket.

The investment offers a strong return profile with a levered IRR of 35.9% and an equity multiple of 3.70x over a five-year hold. With an entry cap rate of 5.96% on actuals and a projected Year 1 cap rate of 10.26% through occupancy stabilization and expense normalization, this offering provides both near-term cash flow growth and a well-supported exit thesis at an anticipated disposition price of \$3.15M.



## INVESTMENT HIGHLIGHTS



### SIGNIFICANT VALUE-ADD

Priced at \$1.95M (\$53.94/SF), this 36,152 SF facility offers a clear runway to increase NOI to \$200,039 in Year 1 by stabilizing occupancy and reducing expenses.



### STABLE DEMAND DRIVERS

Demand is fueled by UNC Health Nash, NC Wesleyan University, and major employers like Pfizer, providing a steady stream of commercial tenants.



### 79% OCCUPANCY

The property currently sits at 79% physical occupancy compared to the submarket average of 89%, presenting an immediate opportunity to capture demand and bridge the 10% gap.



### STRATEGIC LOCATION

Strategically located just east of the convergence of Interstate 95 and U.S. Highway 64, the facility captures significant North-South and East-West traffic from individuals and families relocating to, from, or through the region.



### STRONG RETURN PROFILE

The 5-year business plan projects a levered IRR of 35.9% and an equity multiple of 3.70x, with an anticipated disposition price of \$3.15M based on a 7.23% exit cap rate.



# SATURATION STUDY

## ROCKY MOUNT SELF STORAGE | 829 Carr Street, Rocky Mount, NC

FACILITY NAME	FULL ADDRESS	DISTANCE ( MILES)	HAS CLIMATE CONTROL	NRSF 1-MILE	NRSF 3-MILES	NRSF 5-MILES
<b>Rocky Mount Self Storage</b>	<b>829 Carr St, Rocky Mount, NC 27804</b>	-	<b>No</b>	<b>36,152</b>	-	-
Affordable Self-Storage, Llc	1811 Sunset Ave, Rocky Mount, NC 27804	0.94	Yes	30,088	-	-
Self-Storage at U-Haul	131 S Wesleyan Blvd, Rocky Mount, NC 27804	1.13	Yes	-	72,437	-
Smart Storage HQ	709 S Church St, Rocky Mount, NC 27803	1.31	No	-	15,996	-
Storage Rentals of America	111 Country Club Rd, Rocky Mount, NC 27804	1.58	No	-	37,675	-
A-Aaa Mini Storage	530 S Wesleyan Blvd, Rocky Mount, NC 27803	1.62	No	-	13,081	-
Carolina Secure Storage	1357 N Wesleyan Blvd, Rocky Mount, NC 27804	1.63	Yes	-	34,646	-
Tri Star Storage	550 Nashville Rd, Rocky Mount, NC 27803	1.81	Yes	-	2,641	-
10 Federal Storage	1081 S Wesleyan Blvd, Rocky Mount, NC 27803	2.54	Yes	-	20,868	-
Turn-Key Storage II	155 Storage Rd, Rocky Mount, NC 27804	2.93	Yes	-	53,075	-
Leon's U-Store-It	14218 U.S. 64 Alternate, Rocky Mt, NC 27801	3.08	No	-	-	25,801
Golden East Storage	3301 Benvenue Rd #9273, Rocky Mount, NC 27804	3.56	No	-	-	57,660
Ample Storage Center	4025 Sunset Ave, Rocky Mount, NC 27804	3.67	Yes	-	-	101,755
Easy Self Storage of Rocky Mount	2700 N Wesleyan Blvd, Rocky Mount, NC 27804	3.79	Yes	-	-	56,580
Security Mini Storage	4581 Dozier Rd, Rocky Mount, NC 27804	4.98	No	-	-	11,913

<b>TOTAL EXISTING SUPPLY</b>	<b>66,240</b>	<b>316,659</b>	<b>570,368</b>
<b>SQ FT PER PERSON</b>	<b>21.75</b>	<b>8.13</b>	<b>10.36</b>

<b>POPULATION</b>	<b>1-MILE</b>	<b>3,045</b>	<b>3-MILES</b>	<b>38,936</b>	<b>5 MILES</b>	<b>55,060</b>
-------------------	---------------	--------------	----------------	---------------	----------------	---------------

04

FINANCIAL  
ANALYSIS



# UNIT MIX

## NON-CLIMATE CONTROLLED (CC):

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
3.0 x 4.5	1	14	14	\$18.00	\$18	\$216
3.0 x 5.0	6	15	90	\$15.00	\$90	\$1,080
3.0 x 5.0	6	15	90	\$20.00	\$120	\$1,440
3.0 x 5.0	18	15	270	\$21.00	\$378	\$4,536
4.0 x 4.5	1	18	18	\$26.00	\$26	\$312
4.0 x 5.0	1	20	20	\$30.00	\$30	\$360
4.0 x 5.0	1	20	20	\$32.00	\$32	\$384
5.5 x 4.0	1	22	22	\$42.00	\$42	\$504
5.0 x 5.0	1	25	25	\$15.00	\$15	\$180
5.0 x 5.0	1	25	25	\$20.00	\$20	\$240
5.0 x 5.0	1	25	25	\$35.00	\$35	\$420
5.0 x 5.0	3	25	75	\$40.00	\$120	\$1,440
5.0 x 5.0	2	25	50	\$45.00	\$90	\$1,080
5.0 x 5.0	14	25	350	\$47.00	\$658	\$7,896
5.0 x 6.0	2	30	60	\$47.00	\$94	\$1,128
5.0 x 7.0	1	35	35	\$43.00	\$43	\$516
5.0 x 7.0	3	35	105	\$52.00	\$156	\$1,872
5.0 x 7.5	1	38	38	\$44.00	\$44	\$528
5.0 x 8.0	2	40	80	\$35.00	\$70	\$840
5.0 x 8.0	2	40	80	\$48.00	\$96	\$1,152
5.0 x 8.0	3	40	120	\$50.00	\$150	\$1,800
5.0 x 8.0	2	40	80	\$55.00	\$110	\$1,320
4.0 x 10.0	1	40	40	\$57.00	\$57	\$684
5.0 x 8.0	12	40	480	\$57.00	\$684	\$8,208
5.0 x 8.0	1	40	40	\$58.00	\$58	\$696

# UNIT MIX

NON- CLIMATE CONTROLLED (CC):						
UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
7.0 x 7.0	1	49	49	\$63.00	\$63	\$756
4.5 x 11.0	1	50	50	\$63.00	\$63	\$756
5.0 x 10.0	2	50	100	\$40.00	\$80	\$960
5.0 x 10.0	6	50	300	\$50.00	\$300	\$3,600
5.0 x 10.0	1	50	50	\$58.00	\$58	\$696
5.0 x 10.0	3	50	150	\$60.00	\$180	\$2,160
5.0 x 10.0	2	50	100	\$62.00	\$124	\$1,488
5.0 x 10.0	6	50	300	\$65.00	\$390	\$4,680
5.0 x 10.0	27	50	1,350	\$68.00	\$1,836	\$22,032
5.0 x 11.0	2	55	110	\$69.00	\$138	\$1,656
7.0 x 8.0	2	56	112	\$67.00	\$134	\$1,608
7.0 x 8.0	1	56	56	\$70.00	\$70	\$840
6.0 x 10.0	1	60	60	\$70.00	\$70	\$840
6.0 x 10.0	3	60	180	\$71.00	\$213	\$2,556
7.0 x 10.0	1	70	70	\$75.00	\$75	\$900
7.0 x 10.0	5	70	350	\$78.00	\$390	\$4,680
5.0 x 15.0	1	75	75	\$79.00	\$79	\$948
8.0 x 10.0	1	80	80	\$54.00	\$54	\$648
8.0 x 10.0	4	80	320	\$68.00	\$272	\$3,264
8.0 x 10.0	1	80	80	\$75.00	\$75	\$900
8.0 x 10.0	1	80	80	\$79.00	\$79	\$948
8.0 x 10.0	2	80	160	\$80.00	\$160	\$1,920
8.0 x 10.0	13	80	1,040	\$84.00	\$1,092	\$13,104
8.0 x 11.0	1	88	88	\$84.00	\$84	\$1,008
8.0 x 12.0	1	96	96	\$92.00	\$92	\$1,104

# UNIT MIX

NON- CLIMATE CONTROLLED (CC):						
UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
10.0 x 10.0	4	100	400	\$56.00	\$224	\$2,688
10.0 x 10.0	6	100	600	\$70.00	\$420	\$5,040
10.0 x 10.0	4	100	400	\$84.00	\$336	\$4,032
10.0 x 10.0	1	100	100	\$85.00	\$85	\$1,020
10.0 x 10.0	2	100	200	\$95.00	\$190	\$2,280
10.0 x 10.0	19	100	1,900	\$99.00	\$1,881	\$22,572
10.0 x 11.0	1	110	110	\$73.00	\$73	\$876
10.0 x 11.0	1	110	110	\$88.00	\$88	\$1,056
10.0 x 11.0	1	110	110	\$100.00	\$100	\$1,200
7.0 x 16.0	1	112	112	\$97.00	\$97	\$1,164
7.0 x 16.0	1	112	112	\$101.00	\$101	\$1,212
10.0 x 12.0	3	120	360	\$65.00	\$195	\$2,340
10.0 x 12.0	1	120	120	\$72.00	\$72	\$864
10.0 x 12.0	1	120	120	\$90.00	\$90	\$1,080
10.0 x 12.0	1	120	120	\$100.00	\$100	\$1,200
10.0 x 12.0	4	120	480	\$105.00	\$420	\$5,040
8.0 x 18.0	1	144	144	\$110.00	\$110	\$1,320
10.0 x 15.0	3	150	450	\$75.00	\$225	\$2,700
10.0 x 15.0	1	150	150	\$85.00	\$85	\$1,020
10.0 x 15.0	2	150	300	\$110.00	\$220	\$2,640
10.0 x 15.0	2	150	300	\$120.00	\$240	\$2,880
10.0 x 15.0	3	150	450	\$126.00	\$378	\$4,536
10.0 x 16.0	1	160	160	\$130.00	\$130	\$1,560
11.0 x 18.0	1	198	198	\$152.00	\$152	\$1,824
10.0 x 20.0	1	200	200	\$60.00	\$60	\$720

# UNIT MIX

NON- CLIMATE CONTROLLED (CC):						
UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
10.0 x 20.0	1	200	200	\$70.00	\$70	\$840
10.0 x 20.0	5	200	1,000	\$81.00	\$405	\$4,860
10.0 x 20.0	2	200	400	\$90.00	\$180	\$2,160
10.0 x 20.0	3	200	600	\$100.00	\$300	\$3,600
10.0 x 20.0	1	200	200	\$145.00	\$145	\$1,740
10.0 x 20.0	1	200	200	\$150.00	\$150	\$1,800
10.0 x 20.0	9	200	1,800	\$157.00	\$1,413	\$16,956
11.0 x 20.0	1	220	220	\$110.00	\$110	\$1,320
11.0 x 20.0	1	220	220	\$155.00	\$155	\$1,860
10.0 x 24.0	1	240	240	\$125.00	\$125	\$1,500
12.0 x 20.0	3	240	720	\$125.00	\$375	\$4,500
12.0 x 20.0	1	240	240	\$130.00	\$130	\$1,560
12.0 x 20.0	1	240	240	\$165.00	\$165	\$1,980
12.0 x 20.0	3	240	720	\$178.00	\$534	\$6,408
10.0 x 25.0	1	250	250	\$140.00	\$140	\$1,680
10.0 x 30.0	1	300	300	\$204.00	\$204	\$2,448
15.0 x 22.0	1	330	330	\$175.00	\$175	\$2,100
20.0 x 24.0	1	480	480	\$300.00	\$300	\$3,600
25.0 x 32.0	4	800	3,200	\$300.00	\$1,200	\$14,400
<b>TOTAL Non-Climate Controlled (NCC):</b>	<b>283</b>	<b>95</b>	<b>26,923</b>	<b>\$76.87</b>	<b>\$21,755</b>	<b>\$261,060</b>

# UNIT MIX

CONTAINERS						
UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
3.0 x 5.0	3	15	45	\$20.00	\$60	\$720
6.0 x 8.0	5	48	240	\$40.00	\$200	\$2,400
6.0 x 8.0	6	48	288	\$42.00	\$252	\$3,024
8.0 x 8.0	1	64	64	\$40.00	\$40	\$480
8.0 x 8.0	6	64	384	\$72.00	\$432	\$5,184
8.0 x 10.0	1	80	80	\$80.00	\$80	\$960
8.0 x 13.0	1	104	104	\$90.00	\$90	\$1,080
8.0 x 13.0	1	104	104	\$95.00	\$95	\$1,140
10.0 x 12.0	1	120	120	\$89.00	\$89	\$1,068
10.0 x 12.0	2	120	240	\$90.00	\$180	\$2,160
10.0 x 12.0	2	120	240	\$100.00	\$200	\$2,400
10.0 x 12.0	5	120	600	\$105.00	\$525	\$6,300
8.0 x 20.0	2	160	320	\$100.00	\$200	\$2,400
8.0 x 20.0	4	160	640	\$125.00	\$500	\$6,000
8.0 x 20.0	31	160	4,960	\$127.00	\$3,937	\$47,244
8.0 x 20.0	2	160	320	\$135.00	\$270	\$3,240
8.0 x 20.0	3	160	480	\$141.00	\$423	\$5,076
<b>TOTAL Containers:</b>	<b>76</b>	<b>121</b>	<b>9,229</b>	<b>\$99.64</b>	<b>\$7,573</b>	<b>\$90,876</b>
<b>GRAND TOTAL</b>	<b>359</b>	<b>101</b>	<b>36,152</b>	<b>\$81.69</b>	<b>\$29,328</b>	<b>\$351,936</b>

# INCOME AND EXPENSES

(\$ Actual)	CURRENT		YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
<b>Gross Potential Rent</b>	<b>\$351,936</b>		<b>\$351,936</b>		<b>\$358,975</b>		<b>\$366,154</b>		<b>\$373,477</b>		<b>\$380,947</b>	
Physical Vacancy	(73,810)	21.0%	(35,194)	10.0%	(35,897)	10.0%	(36,615)	10.0%	(37,348)	10.0%	(38,095)	10.0%
Economic Vacancy	(24,478)	7.0%	(17,597)	5.0%	(17,949)	5.0%	(18,308)	5.0%	(18,674)	5.0%	(19,047)	5.0%
Total Vacancy	(98,288)		(52,790)		(53,846)		(54,923)		(56,022)		(57,142)	
Vacancy %	27.9%		15.0%		15.0%		15.0%		15.0%		15.0%	
<b>Effective Rental Income</b>	<b>\$253,648</b>		<b>\$299,146</b>		<b>\$305,129</b>		<b>\$311,231</b>		<b>\$317,456</b>		<b>\$323,805</b>	
Late, Letter, & NSF Fees	9,322		10,994		11,214		11,438		11,667		11,900	
Administration Fees	2,411		2,459		2,508		2,558		2,610		2,662	
Tenant Insurance	2,788		7,561		11,341		15,121		17,641		20,161	
Merchandise Sales, Net	158		162		165		168		171		175	
<b>Total Other Income</b>	<b>\$14,679</b>		<b>\$21,175</b>		<b>\$25,227</b>		<b>\$29,285</b>		<b>\$32,089</b>		<b>\$34,898</b>	
Effective Gross Income (EGI)	\$268,327		\$320,320		\$330,356		\$340,516		\$349,544		\$358,703	
Property Taxes	8,697		11,740		11,975		12,215		12,459		12,708	
Insurance	14,673		14,966		15,265		15,571		15,882		16,200	
Utilities & Trash	9,173		9,356		9,543		9,734		9,929		10,127	
Repairs & Maintenance	25,443		10,000		10,200		10,404		10,612		10,824	
Advertising	4,032		4,112		4,195		4,278		4,364		4,451	
Salaries, Taxes, & Benefits	59,460		35,000		35,700		36,414		37,142		37,885	
Management Fee	13,416		16,016		16,518		17,026		17,477		17,935	
Office Supplies & Postage	5,406		5,514		5,624		5,737		5,852		5,969	
Bank & Credit Card Fees	3,614		5,125		5,286		5,448		5,593		5,739	
Telephone & Internet	3,120		3,183		3,246		3,311		3,378		3,445	
Landscaping	5,165		5,268		5,374		5,481		5,591		5,703	
<b>Total Expenses</b>	<b>\$152,198</b>		<b>\$120,281</b>		<b>\$122,926</b>		<b>\$125,619</b>		<b>\$128,278</b>		<b>\$130,987</b>	
% of EGI	56.7%		37.6%		37.2%		36.9%		36.7%		36.5%	
<b>Net Operating Income (NOI)</b>	<b>\$116,129</b>		<b>\$200,039</b>		<b>\$207,430</b>		<b>\$214,897</b>		<b>\$221,266</b>		<b>\$227,716</b>	
Operating Margin %	43.3%		62.4%		62.8%		63.1%		63.3%		63.5%	

# ACQUISITION AND DISPOSITION

Purchase Price	Entry Cap Current	Levered Equity Multiple	Levered IRR	Purchase \$ / SF
\$2,050,000	5.66%	3.38x	32.9%	\$56.71
<b>\$1,950,000</b>	<b>5.96%</b>	<b>3.70x</b>	<b>35.9%</b>	<b>\$53.94</b>
\$1,850,000	6.28%	4.05x	39.1%	\$51.17

(\$ Actual)	YEAR 0	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Purchase	(1,950,000)					
Closing costs (ex. Financing)	(29,250)					
Net Operating Income		200,039	207,430	214,897	221,266	227,716
Sale Price @ Year 5						3,150,000
Disposition Costs						(31,500)
<b>Unlevered Cash Flows</b>	<b>(\$1,979,250)</b>	<b>\$200,039</b>	<b>\$207,430</b>	<b>\$214,897</b>	<b>\$221,266</b>	<b>\$3,346,216</b>
<b>Unlevered Cash on Cash %</b>	--	<b>10.1%</b>	<b>10.5%</b>	<b>10.9%</b>	<b>11.2%</b>	<b>169.1%</b>
<b>Unlevered Equity Multiple</b>	--	<b>0.10x</b>	<b>0.21x</b>	<b>0.31x</b>	<b>0.43x</b>	<b>2.12x</b>
<b>Unlevered IRR</b>	<b>18.7%</b>					
Financing Costs	(29,250)					
Loan Funding / (Settlement)	1,365,000					(1,365,000)
Annual Debt Service		(88,725)	(88,725)	(88,725)	(88,725)	(88,725)
Loan DSCR		2.25x	2.34x	2.42x	2.49x	2.57x
<b>Levered Cash Flows</b>	<b>(643,500)</b>	<b>111,314</b>	<b>118,705</b>	<b>126,172</b>	<b>132,541</b>	<b>1,892,491</b>
<b>Cash on Cash %</b>	--	<b>17.3%</b>	<b>18.4%</b>	<b>19.6%</b>	<b>20.6%</b>	<b>294.1%</b>
<b>Equity Multiple</b>	--	<b>0.17x</b>	<b>0.36x</b>	<b>0.55x</b>	<b>0.76x</b>	<b>3.70x</b>
<b>Levered IRR</b>	<b>35.9%</b>					

## Acquisition Assumptions

Purchase Price	\$1,950,000
Entry cap (Actuals)	5.96%
Entry cap (Proj. YR 1)	10.26%
Equity	\$643,500
Loan Amount	\$1,365,000
LTV	70.0%
Interest Rate	6.50%
Monthly Payment	\$7,394
Annual Payment	\$88,725

## Disposition Assumptions

Disposition Price	\$3,150,000
Exit Cap (Proj. YR 5)	7.23%
Exit Cap (Proj. YR 5, Adj.)	6.63%
Disposition Costs	\$31,500
Loan Balance @ Exit	\$1,365,000
Net Proceeds After Sale	\$1,753,500
Unlevered IRR	<b>18.7%</b>
Levered IRR	<b>35.9%</b>
Equity Multiple	<b>3.70x</b>

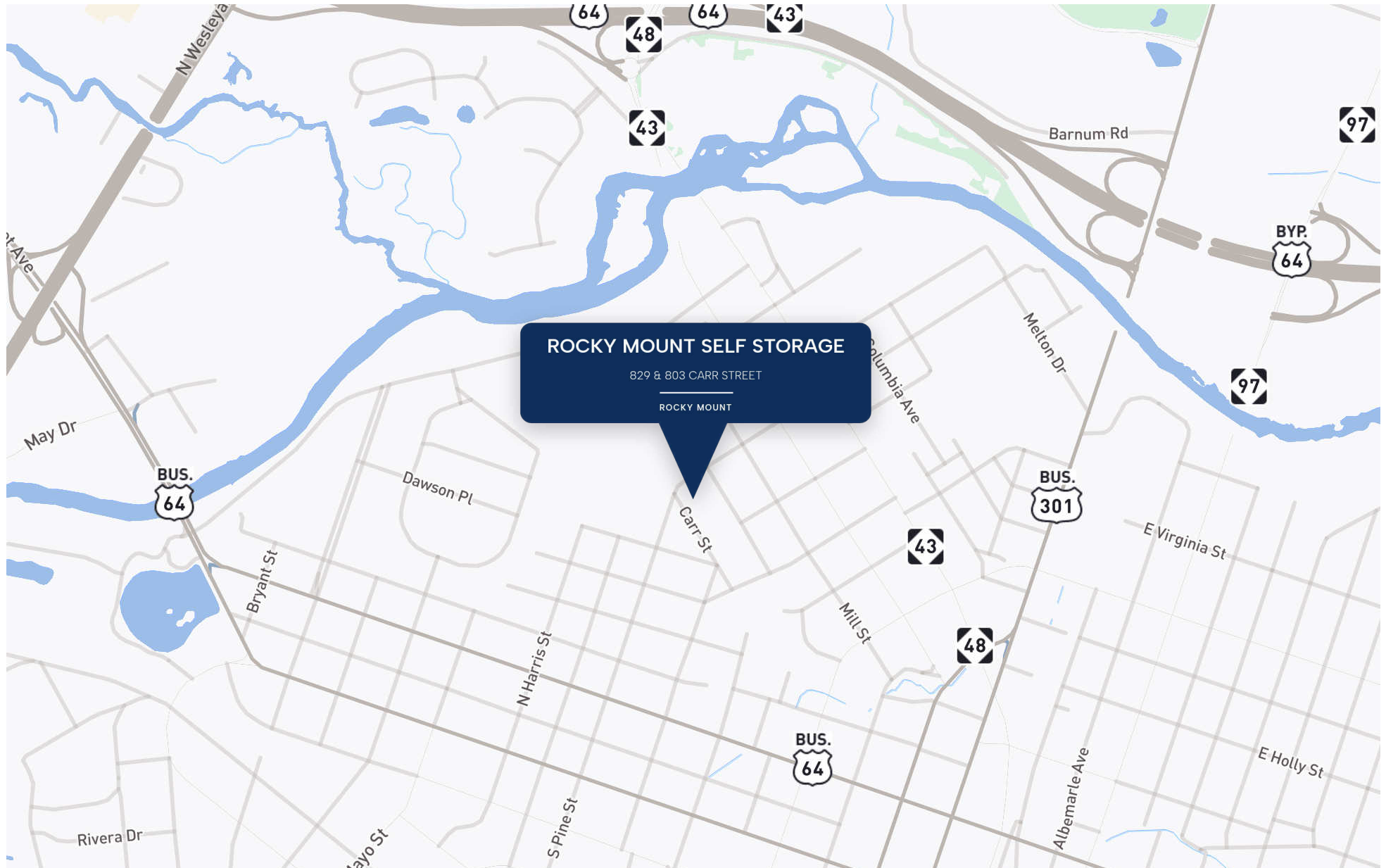


03

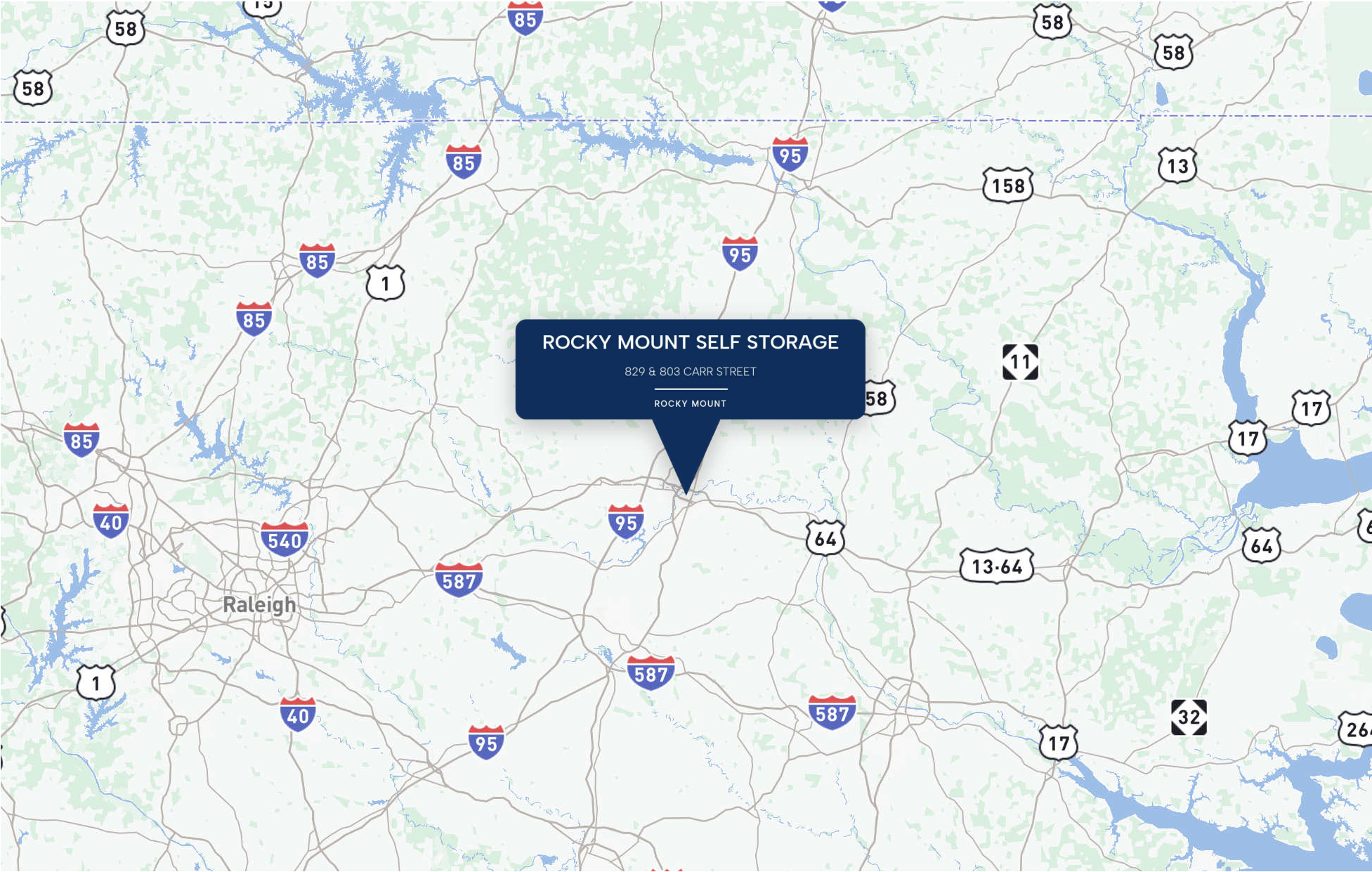
PROPERTY  
INFORMATION



# LOCAL MAP



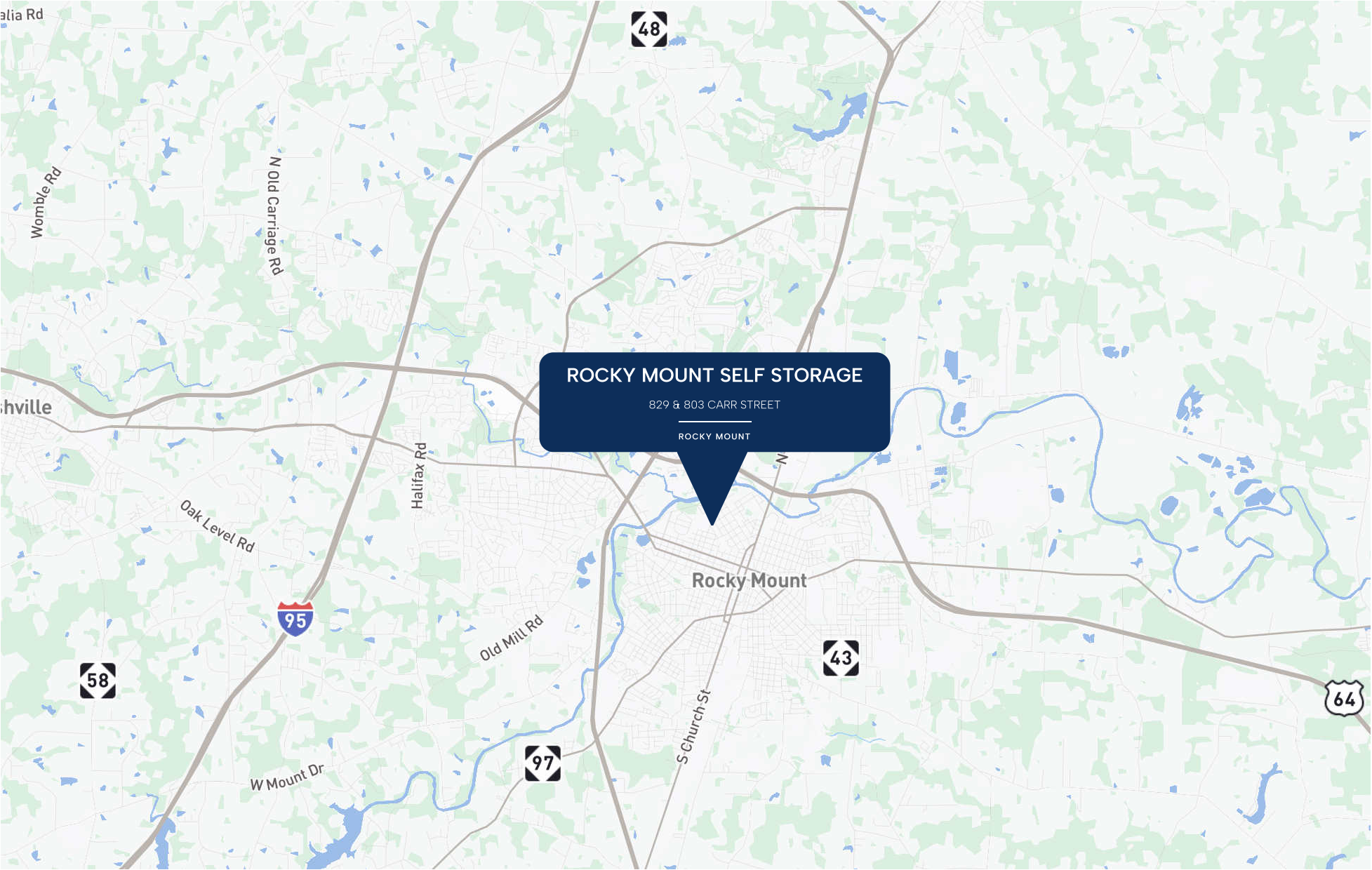
# REGIONAL MAP



# SITE MAP



# TRANSPORTATION MAP



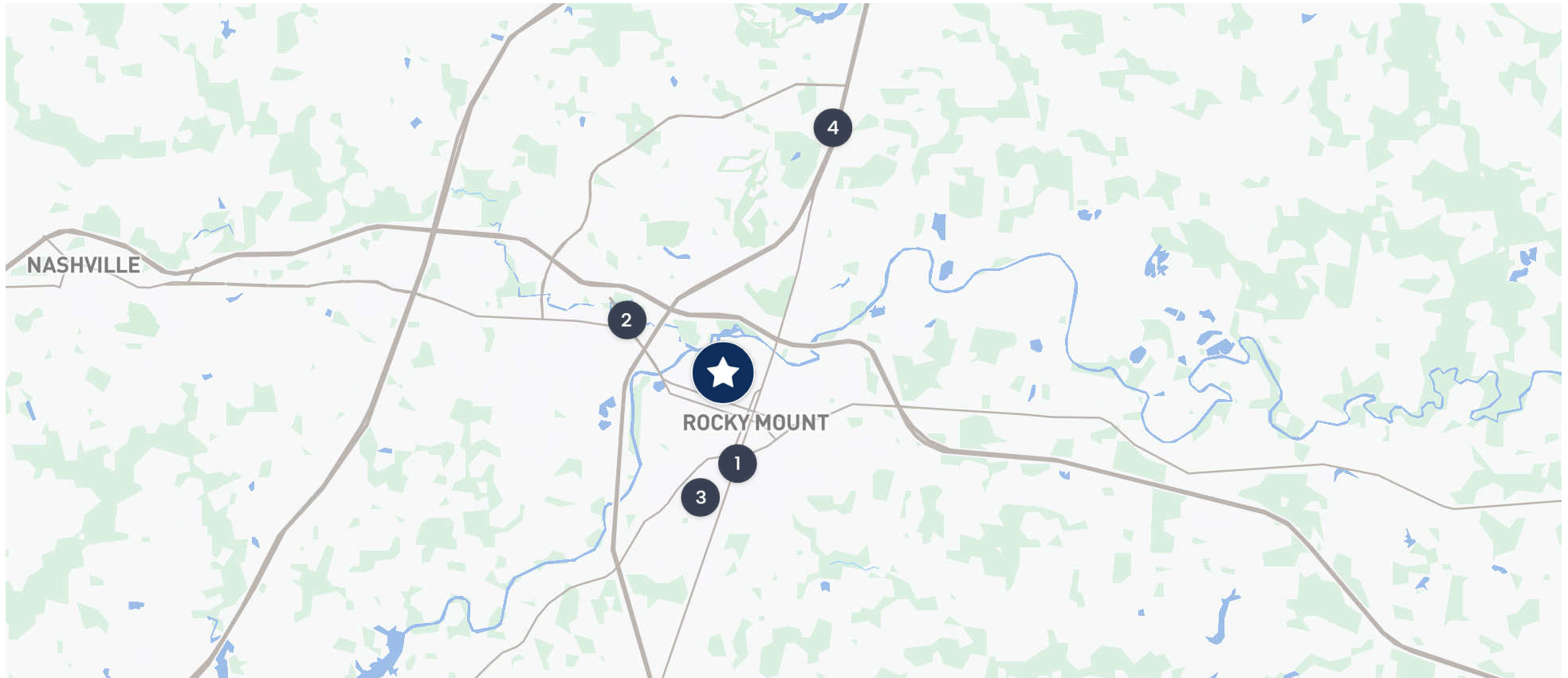




04

RENT  
COMPARABLES

# RENT COMPARABLES MAP



LEGEND	PROPERTY NAME	ADDRESS	AVERAGE RENT/SF
★	Rocky Mount Self Storage	829 Carr St, Rocky Mount, NC 27804	\$0.99
1	Smart Storage HQ	709 S Church St, Rocky Mount, NC 27803	\$0.72
2	Storage Rentals of America	111 Country Club Rd, Rocky Mount, NC 27804	\$0.94
3	Tri Star Storage	550 Nashville Rd, Rocky Mount, NC 27803	\$0.92
4	Easy Self Storage	2700 N Wesleyan Blvd, Rocky Mount, NC 27804	\$1.23

# RENT COMPARABLES



## Rocky Mount Self Storage

829 Carr St, Rocky Mount, NC 27804

## Smart Storage HQ

709 S Church St, Rocky Mount, NC 27803

## Storage Rentals of America

111 Country Club Rd, Rocky Mount, NC 27804

## Tri Star Storage

550 Nashville Rd, Rocky Mount, NC 27803

## Easy Self Storage

2700 N Wesleyan Blvd, Rocky Mount, NC 27804

Unit Type	Rent	Rent/SF
5x10 NCC	\$68	\$1.36
10x10 NCC	\$99	\$0.99
10x15 NCC	\$126	\$0.84
10x20 NCC	\$157	\$0.79
<b>Average:</b>	<b>\$0.99</b>	

Unit Type	Rent	Rent/SF
5x10 NCC	\$39	\$0.78
10x10 NCC	\$80	\$0.80
10x15 NCC	\$100	\$0.67
10x20 NCC	\$124	\$0.62
<b>Average:</b>	<b>\$0.72</b>	

Unit Type	Rent	Rent/SF
5x10 NCC	\$58	\$1.16
10x10 NCC	\$93	\$0.93
10x15 NCC	\$141	\$0.94
10x20 NCC	\$146	\$0.73
<b>Average:</b>	<b>\$0.94</b>	

Unit Type	Rent	Rent/SF
5x10 NCC	\$55	\$1.10
10x10 NCC	\$85	\$0.85
10x16 NCC	\$130	\$0.81
10x20 NCC	\$--	\$--
<b>Average:</b>	<b>\$0.92</b>	

Unit Type	Rent	Rent/SF
5x10 NCC	\$75	\$1.50
10x10 NCC	\$120	\$1.20
10x15 NCC	\$165	\$1.10
10x20 NCC	\$220	\$1.10
<b>Average:</b>	<b>\$1.23</b>	



05

MARKET  
ANALYSIS



WELCOME TO

# ROCKY MOUNT, NC



Rocky Mount, North Carolina, is a thriving city in Nash County with a 5-mile population of over 55,000 residents. Its economy is driven by robust sectors in healthcare, education, and logistics, supported by excellent transportation access along major thoroughfares like Wesleyan Boulevard. Known for its connectivity, Rocky Mount offers a dynamic blend of residential neighborhoods and commercial hubs. The median household income within a five-mile radius is \$57,939, and the area features essential retail, dining, and major employers. The submarket is seeing growing demand for housing and storage services, supported by a dense daytime population of nearly 60,000 people and steady economic development.

## MARKET HIGHLIGHTS



### I-95/US-64 ACCESS

Located just east of the convergence of Interstate 95 and U.S. Highway 64, this major crossroads facilitates significant traffic, capturing demand from relocating individuals.



### PFIZER PRODUCTION PLANT

The area features major employers like a massive Pfizer plant and Crown LSP Group within a 5-mile radius, creating steady demand from relocating employees.



### HEALTHCARE

UNC Health Nash, anchored by the 280-bed Nash General Hospital, is located 4.1 miles away. This medical hub creates consistent storage demand from relocating professionals.



### GROWING EDUCATION

North Carolina Wesleyan University serves over 2,000 students just 5.6 miles away, providing recurring storage demand annually.



### ROCKY MOUNT MILLS

Rocky Mount Mills is a revitalized mixed-use campus 1.5 miles away. It brings a dense population of renters and new businesses requiring space for inventory and supplies.

# AMENITIES MAP



# DEMOGRAPHICS

Population	1-MILE	3-MILES	5-MILES
2025 Total Population	3,045	38,936	55,060
2025 Population Density	1,622.5	1,261.2	868.5
2020-2025 Growth	173	1,257	1,748
2020-2025 Average Annual Growth	35	251	350
2030 Total Population	3,105	39,667	56,078
2030 Population Density	1,654	1,285	885
2025-2030 Projected Population Growth	60	731	1,018
2025-2030 Projected Average Annual Growth	12	146	204
2020 Population	2,872	37,679	53,312
2010 Total Population	3,394	39,486	56,975
2000 Population	4,144	43,114	59,629

Household Income	1 MILE	3 MILE	5 MILE
2025 Average Household Income	\$ 50,203	\$ 65,279	\$ 70,144
2025 Aggregate Household Income	\$ 70,082,846	\$ 1,105,172,382	\$ 1,638,144,844
2025 Median Household Income	\$ 42,526	\$ 51,602	\$ 57,939
2025 Per Capita Income	\$ 23,415	\$ 28,562	\$ 30,086
2030 Aggregate Household Income	\$ 77,572,901	\$ 1,237,506,651	\$ 1,834,252,638
2030 Average Household Income	\$ 54,247	\$ 71,334	\$ 76,660
2030 Median Household Income	\$ 44,845	\$ 54,889	\$ 61,698
2030 Per Capita Income	\$ 25,410	\$ 31,394	\$ 33,070

Households	1 MILE	3 MILE	5 MILE
2025 Households	1,396	16,930	23,354
2020-2025 Growth	14	9,201	9,725
2020-2025 Average Annual Growth	3	1,840	1,945
2030 Households	1,430	17,348	23,927
2025-2030 Growth	34	418	573
2025-2030 Average Annual Growth	7	84	115
2020 Households	1,382	7,729	13,629



**56,078**

2030 Total Population  
5 MILES



**868.5**

2025 Population Density  
5 MILES



**\$ 70,144**

2025 Avg HH Income  
5 MILES



**\$ 33,070**

2030 Per Capita Income  
5 MILES



**23,354**

2025 Households  
5 MILES



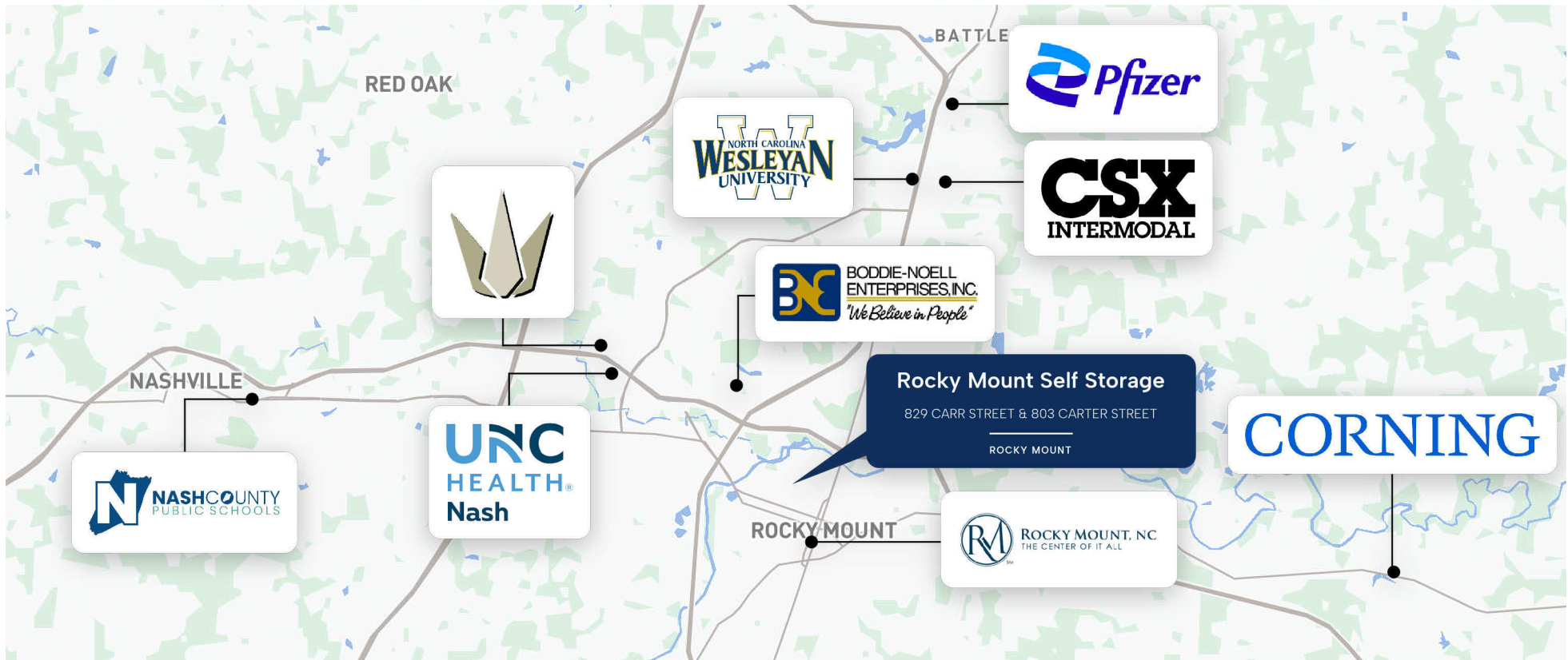
**573**

2025-2030 Growth  
5 MILES

# MAJOR EMPLOYERS MAP

Rocky Mount benefits from a strong industrial and corporate presence, anchored by major employers like the Pfizer pharmaceutical plant, the Boddie-Noell Enterprises corporate office, and Crown LSP Group. With approximately 3,000 employees at the Pfizer facility alone, this robust employment base drives steady population growth and economic stability. These major hubs create consistent self-storage demand, fueled by employee relocations and the commercial storage needs of local businesses and service providers.

Employer Name	Industry	Employees
Pfizer Rocky Mount	Pharmaceutical Manufacturing	3,000
Cummins Rocky Mount Engine Plant	Manufacturing	2,000
Nash County Public Schools	Education	1,500
Nash General Hospital	Healthcare	1,500
City of Rocky Mount	Government	1,000
Boddie-Noell Enterprises	Corporate Headquarters	500
CSX Intermodal Terminal	Logistics & Transportation	500
North Carolina Wesleyan University	Education	500
Corning Distribution Center	Manufacturing	500
Crown LSP Group	Logistics & Warehousing	500



# MAJOR DEVELOPMENTS



## Rocky Mount Industrial Village

Located at the intersection of Thomas A. Betts Parkway and Peele Road, this 55-acre master-planned light industrial park is a major economic driver for the Twin Counties. Backed by a robust 16 MW utility power capacity, Phase 1 features Building 1 (a 45,000-square-foot Class A facility with 32-foot clear heights) hitting shell completion.



## CSX Carolina Connector (CCX) Intermodal Terminal

Situated on a 330-acre site just northeast of Rocky Mount in Edgecombe County, this state-of-the-art intermodal rail terminal is a vital hub for regional shipping. Equipped with three wide-span, zero-emission electric cranes, the terminal handles up to 110,000 container lifts annually.



## Kingsboro CSX Select Site

Located just ten minutes east of Interstate 95 off US Highway 64, this massive 1,449-acre industrial mega-site is North Carolina's largest shovel-ready manufacturing tract. Featuring direct Class I rail access and a dedicated access corridor, the site has received heavy state infrastructure funding through the Selectsite Readiness Program.



## Downtown Rocky Mount Revitalization

Led by the City's Redevelopment Commission and local development corporations, downtown Rocky Mount is experiencing an influx of commercial, educational, and residential investments. Key focal points include the historic \$7 million restoration of the Douglas Block business district, the multi-use Rocky Mount Event Center, and the Edgecombe Community College Biotechnology Center.



## Corporate and Commercial Expansions

The Rocky Mount area continues to attract corporate investment from its diverse employment base, which is anchored by major regional employers like Pfizer, Corning, Cummins, and UNC Health Nash. These multi-million dollar investments leverage the region's robust infrastructure and skilled labor pool to support expanding operations in biopharmaceuticals, advanced manufacturing, and high-performance logistics.



# CONTACT US



**Moshe Tabbouche**

Senior Associate  
410.762.8306  
Moshe@GrandstoneIS.com  
Lic #: SL3581789



**Meir Perlmutter**

CEO | Founder  
614.812.0345  
Meir@Grandstoneis.com  
Lic #: BK3443325



**Brian Brockman**

Principal Broker  
513-898-1551  
brian@bangrealty.com

**ROCKY MOUNT SELF STORAGE**

829 Carr Street & 803 Carter Street | Rocky Mount, NC

