

SIMPLE STORAGE

724 N WALNUT AVE, 1110 SAM AVE, 1200 MASON RIDGE DR
DEMOPOLIS, AL

OFFERING MEMORANDUM

GRANDSTONE
STORAGE INVESTMENT SALES



TABLE OF CONTENTS

- 06** EXECUTIVE SUMMARY
- 10** FINANCIAL ANALYSIS
- 15** PROPERTY INFORMATION
- 21** RENT COMPARABLES
- 25** MARKET ANALYSIS

LEAD ADVISOR



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



Mendy Kaltmann
Senior Associate
614.585.2741
Mendy@GrandstoneIS.com
Lic #: SL3594621

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

SIMPLE STORAGE DEMOPOLIS

724 N WALNUT AVE, 1110 SAM AVE & 1200 MASON RIDGE DR, DEMOPOLIS, AL 36732

\$2,875,000

PURCHASE PRICE

\$59.58

PRICE PER RENTABLE SF

63.40%

PHYSICAL OCCUPANCY

62.16%

ECONOMIC OCCUPANCY

8.58%

YEAR 2 CAP RATE

8.74%

YEAR 3 CAP RATE

8.90%

YEAR 4 CAP RATE

9.07%

YEAR 5 CAP RATE



48,253

NET RENTABLE SF



3.52

LOT SIZE (AC)



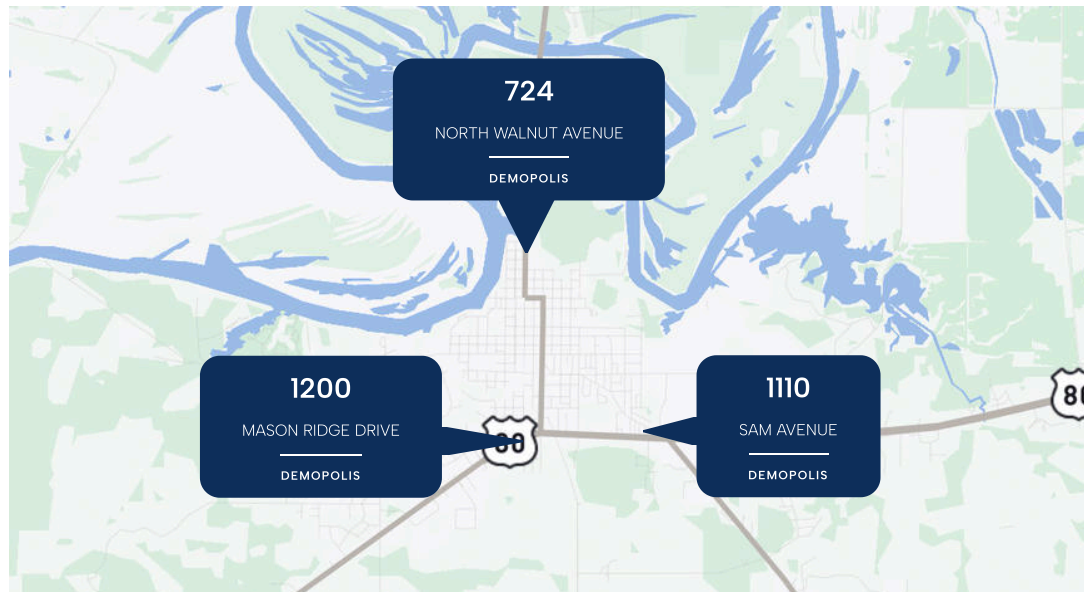
1990

YEAR BUILT/RENOVATED

INVESTMENT OVERVIEW

Grandstone Investment Sales is pleased to exclusively present Simple Storage, a value-add self-storage opportunity located in Demopolis, AL. The subject property is comprised of three facilities strategically spread across 724 N Walnut Ave, 1110 Sam Ave & 1200 Mason Ridge Dr, Demopolis, AL, totaling 314 units and 48,253 NRSF. The portfolio is offered at \$2,875,000 (\$59.58/NRSF) and is currently operating at 63.4% physical occupancy, providing investors with a compelling opportunity to implement professional management, optimize rental rates, and unlock significant operational upside.

The investment offers an attractive value-add profile with current NOI of approximately \$134,384, with projected NOI growth to \$246,647 in Year 2 as occupancy improves toward stabilization. Based on a 70% LTV interest-only financing structure, the underwriting projects a 5-year levered IRR of approximately 22.4% and a 2.48x equity multiple. Located within a Qualified Opportunity Zone, Simple Storage Demopolis presents investors with the opportunity to acquire an underperforming self-storage portfolio at an attractive basis and create value through institutional management, rental rate optimization, and strategic lease-up initiatives.



INVESTMENT HIGHLIGHTS



VALUE-ADD OPPORTUNITY

Acquire a 314-unit, 48,253 NRSF self-storage asset at an attractive basis of \$2,875,000 (\$59.58/NRSF) with significant upside through professional management, operational improvements, and revenue optimization.



LEASE-UP POTENTIAL

Current occupancy of 63.4% provides a clear path to stabilization, with potential to reach approximately 85% occupancy by Year 5 through improved leasing strategies and rental rate optimization.



NOI GROWTH POTENTIAL

Current NOI of approximately \$134,384, with projected growth to \$191,440 in Year 1 and \$246,647 by Year 2, achieving an estimated 8.58% stabilized cap rate.



STRONG RETURNS

Underwriting projects an attractive 22.4% levered IRR and 2.48x equity multiple over a 5-year hold period, supported by operational upside and value creation initiatives.



OPPORTUNITY ZONE ASSET

Located within a Qualified Opportunity Zone, providing potential tax advantages while investing in a value-add self-storage opportunity.



SATURATION STUDY

SIMPLE STORAGE DEMOPOLIS | 724 N Walnut Ave, Demopolis, AL

FACILITY NAME	FULL ADDRESS	DISTANCE (MILES)	HAS CLIMATE CONTROL	NRSF 1-MILE	NRSF 3-MILES	NRSF 5-MILES
Simple Storage	724 N Walnut Ave, Demopolis, AL	★	Yes	-	-	-
Highway 80 Mini Storage	203 S Cedar Ave, Demopolis, AL	1.00	No	-	12,000	-
Cleveland Mini Storage	101 N Ash Ave, Demopolis, AL	1.50	No	-	15,000	-
Sherrod's Ben Mini Storage	1300 W Jackson St, Demopolis, AL	1.50	No	-	10,000	-
Climate Storage of Demopolis	1216 Jefferson Rd, Demopolis, AL	2.00	Yes	-	18,000	-
Keen Mini Storage	1355 US-80, Demopolis, AL	2.00	No	-	12,000	-
Demopolis Self Storage	1401 US Hwy 80 E, Demopolis, AL	2.00	Yes	-	18,000	-
KSM Storage	1701 Hwy 80 E, Demopolis, AL	2.50	No	-	15,000	-
Aldridge Enterprises	1619 US Hwy 80 W, Demopolis, AL	3.00	No	-	-	12,000

POPULATION 1-MILE | 1,634 3-MILES | 6,504 5 MILES | 7,400

TOTAL EXISTING SUPPLY	0	100,000	112,000
SQ FT PER PERSON	0.00	15.38	15.14



02

FINANCIAL ANALYSIS



UNIT MIX

CLIMATE CONTROLLED (CC):						
UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
20.0 x 50.0	2	1000	2000	\$400.00	\$800	\$9,600
15.0 x 20.0	1	300	300	\$300.00	\$300	\$3,600
10.0 x 15.0	1	150	150	\$275.00	\$275	\$3,300
10.0 x 25.0	4	250	1,000	\$375.00	\$1,500	\$18,000
10.0 x 15.0	24	150	3,600	\$109.00	\$2,616	\$31,392
10.0 x 10.0	36	100	3,600	\$99.00	\$3,564	\$42,768
5.0 x 15.0	5	75	375	\$55.00	\$275	\$3,300
5.0 x 10.0	17	50	850	\$60.00	\$1,020	\$12,240
10.0 x 20.0	2	200	400	\$300.00	\$600	\$7,200
12.0 x 18.0	2	216	432	\$350.00	\$700	\$8,400
15.0 x 60.0	1	900	900	\$475.00	\$475	\$5,700
15.0 x 30.0	1	450	450	\$550.00	\$550	\$6,600
10.0 x 20.0	6	200	1200	\$149.00	\$894	\$10,728
30.0 x 40.0	1	1,200	1,200	\$800.00	\$800	\$9,600
10.0 x 15.0	1	150	150	\$275.00	\$275	\$3,300
6.0 x 14.0	4	84	336	\$55.00	\$220	\$2,640
10.0 x 5.0	1	50	50	\$45.00	\$45	\$540
5.0 x 6.0	1	30	30	\$35.00	\$35	\$420
5.0 x 15.0	4	75	300	\$55.00	\$220	\$2,640
10.0 x 10.0	3	100	300	\$65.00	\$195	\$2,340
8.0 x 10.0	3	80	240	\$59.00	\$177	\$2,124
TOTAL Climate Controlled (CC):	120	149	17,863	\$129.47	\$15,536	\$186,432

UNIT MIX

NON-CLIMATE CONTROLLED (NCC):						
UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME
10.0 x 25.0	22	250	5500	\$135.00	\$2,970	\$35,640
8.0 x 10.0	16	80	1,280	\$65.00	\$1,040	\$12,480
10.0 x 15.0	6	150	900	\$99.00	\$594	\$7,128
5.0 x 20.0	18	100	1,800	\$69.00	\$1,242	\$14,904
5.0 x 10.0	18	50	900	\$45.00	\$810	\$9,720
5.0 x 12.0	10	60	600	\$49.00	\$490	\$5,880
20.0 x 40.0	1	800	800	\$275.00	\$275	\$3,300
10.0 x 20.0	7	200	1,400	\$129.00	\$903	\$10,836
15.0 x 30.0	4	450	1800	\$225.00	\$900	\$10,800
10.0 x 30.0	9	300	2,700	\$169.00	\$1,521	\$18,252
10.0 x 12.0	10	120	1,200	\$89.00	\$890	\$10,680
12.0 x 25.0	13	300	3,900	\$149.00	\$1,937	\$23,244
12.0 x 15.0	7	180	1260	\$105.00	\$735	\$8,820
10.0 x 10.0	8	100	800	\$69.00	\$552	\$6,624
5.0 x 10.0	10	50	500	\$45.00	\$450	\$5,400
5.0 x 10.0	14	50	700	\$45.00	\$630	\$7,560
10.0 x 15.0	1	150	150	\$99.00	\$99	\$1,188
10.0 x 20.0	6	200	1,200	\$129.00	\$774	\$9,288
10.0 x 20.0	8	200	1,600	\$129.00	\$1,032	\$12,384
10.0 x 30.0	4	300	1,200	\$169.00	\$676	\$8,112
5.0 x 20.0	2	100	200	\$69.00	\$138	\$1,656
TOTAL Non-Climate Controlled (NCC):	194	157	30,390	\$96.18	\$18,658	\$223,896
GRAND TOTAL	314	154	48,253	\$108.90	\$34,194	\$410,328

INCOME AND EXPENSES

	CURRENT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Gross Potential Rent	\$410,328	\$418,535	\$426,905	\$435,443	\$444,152	\$453,035
Physical Vacancy	(150,180)	(83,707)	(42,691)	(43,544)	(44,415)	(45,304)
Economic Vacancy	(5,088)	(20,927)	(21,345)	(21,772)	(22,208)	(22,652)
Total Vacancy	(155,268)	(104,634)	(64,036)	(65,317)	(66,623)	(67,955)
Vacancy %	37.8%	25.0%	15.0%	15.0%	15.0%	15.0%
Effective Rental Income	\$255,060	\$313,901	\$362,869	\$370,127	\$377,529	\$385,080
Late, Letter, & NSF Fees	13,700	16,861	19,491	19,881	20,278	20,684
Tenant Insurance	11,300	14,880	16,740	16,740	16,740	16,740
Total Other Income	\$25,000	\$31,741	\$36,231	\$36,621	\$37,018	\$37,424
Effective Gross Income (EGI)	\$280,060	\$345,642	\$399,101	\$406,748	\$414,548	\$422,504
Property Taxes	12,720	14,628	14,921	15,219	15,523	15,834
Insurance	15,744	16,059	16,380	16,708	17,042	17,383
Utilities & Trash	22,075	22,517	22,967	23,426	23,895	24,373
Repairs & Maintenance	7,200	7,344	7,491	7,641	7,794	7,949
Advertising	10,000	10,200	2,500	2,550	2,601	2,653
Salaries, Taxes, & Benefits	49,153	50,136	51,139	52,162	53,205	54,269
Management Fee	14,003	17,282	19,955	20,337	20,727	21,125
Office Supplies & Postage	2,500	2,550	2,601	2,653	2,706	2,760
Bank & Credit Card Fees	4,481	5,530	6,386	6,508	6,633	6,760
Telephone & Internet	2,400	2,448	2,497	2,547	2,598	2,650
Landscaping	5,400	5,508	5,618	5,731	5,845	5,962
Total Expenses	\$145,676	\$154,202	\$152,454	\$155,481	\$158,568	\$161,718
% of EGI	52.0%	44.6%	38.2%	38.2%	38.3%	38.3%
Net Operating Income (NOI)	\$134,384	\$191,440	\$246,647	\$251,267	\$255,980	\$260,786
Operating Margin %	48.0%	55.4%	61.8%	61.8%	61.7%	61.7%



03

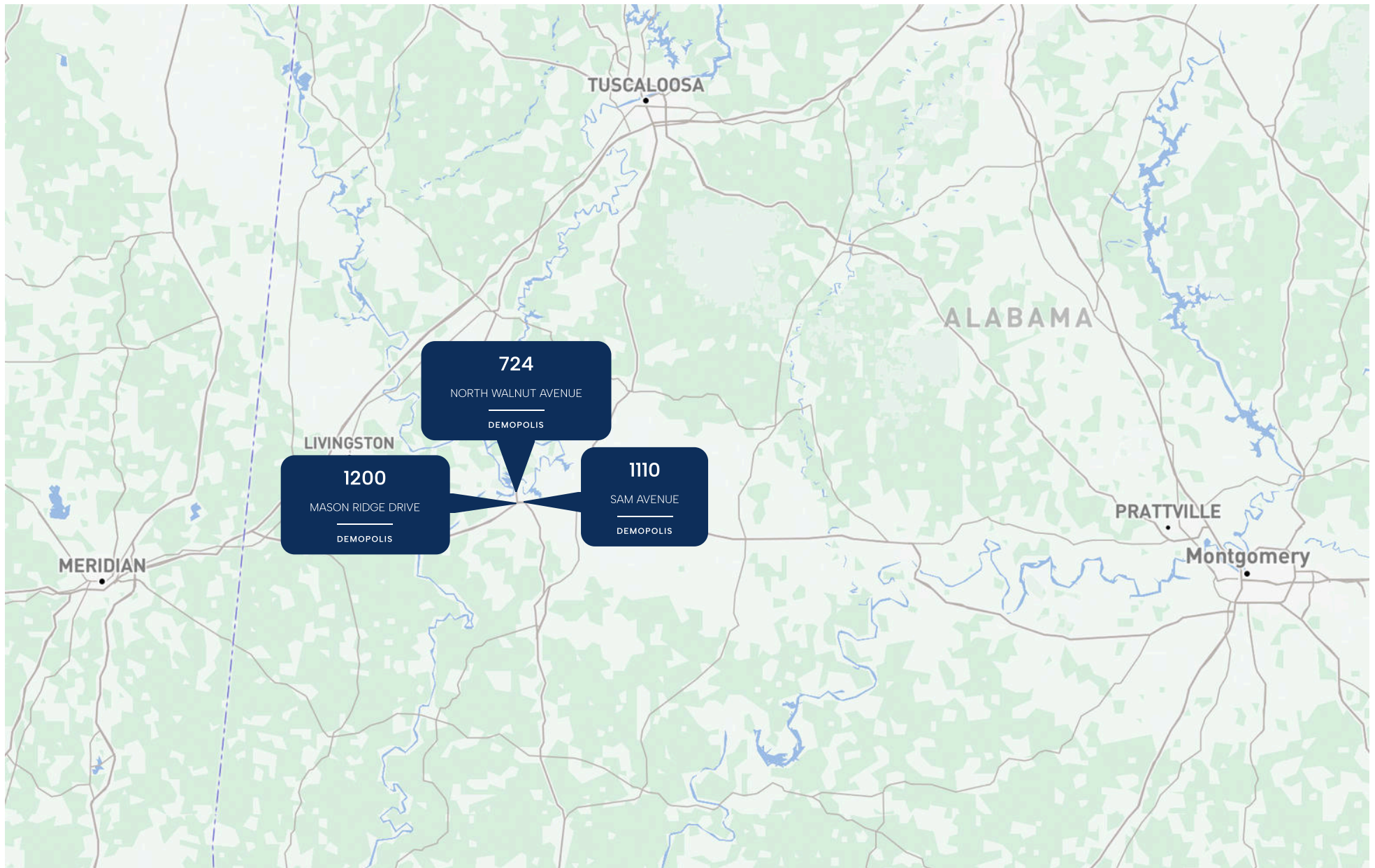
PROPERTY INFORMATION



LOCAL MAP



REGIONAL MAP



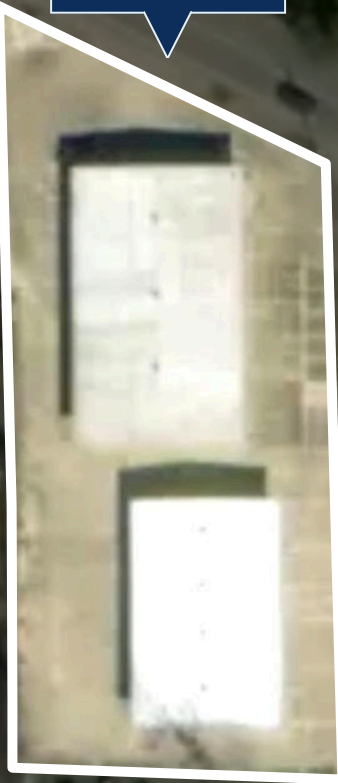
E Pettus St

Roman St

1110

SAM AVENUE

DEMOPOLIS



E Pettus St

James Ave

Elva Ave

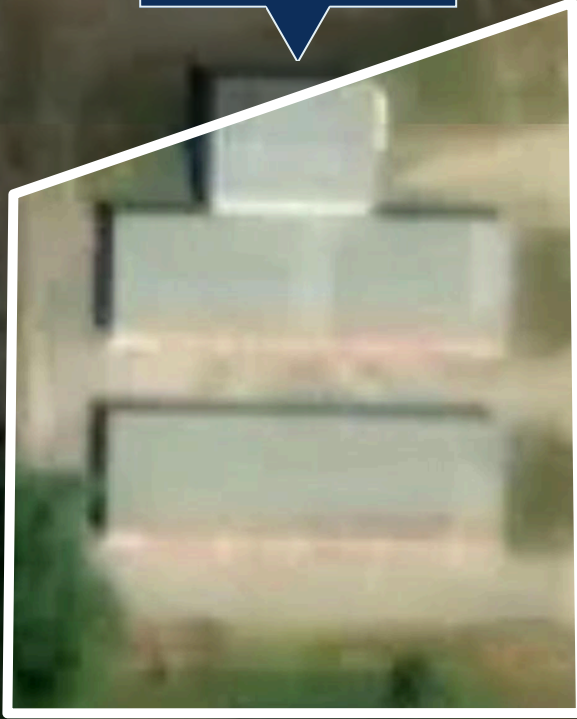
Sam Ave

S Walnut Ave

1200

MASON RIDGE DRIVE

DEMOPOLIS



Mason Ridge Dr



724

NORTH WALNUT AVENUE

DEMOPOLIS

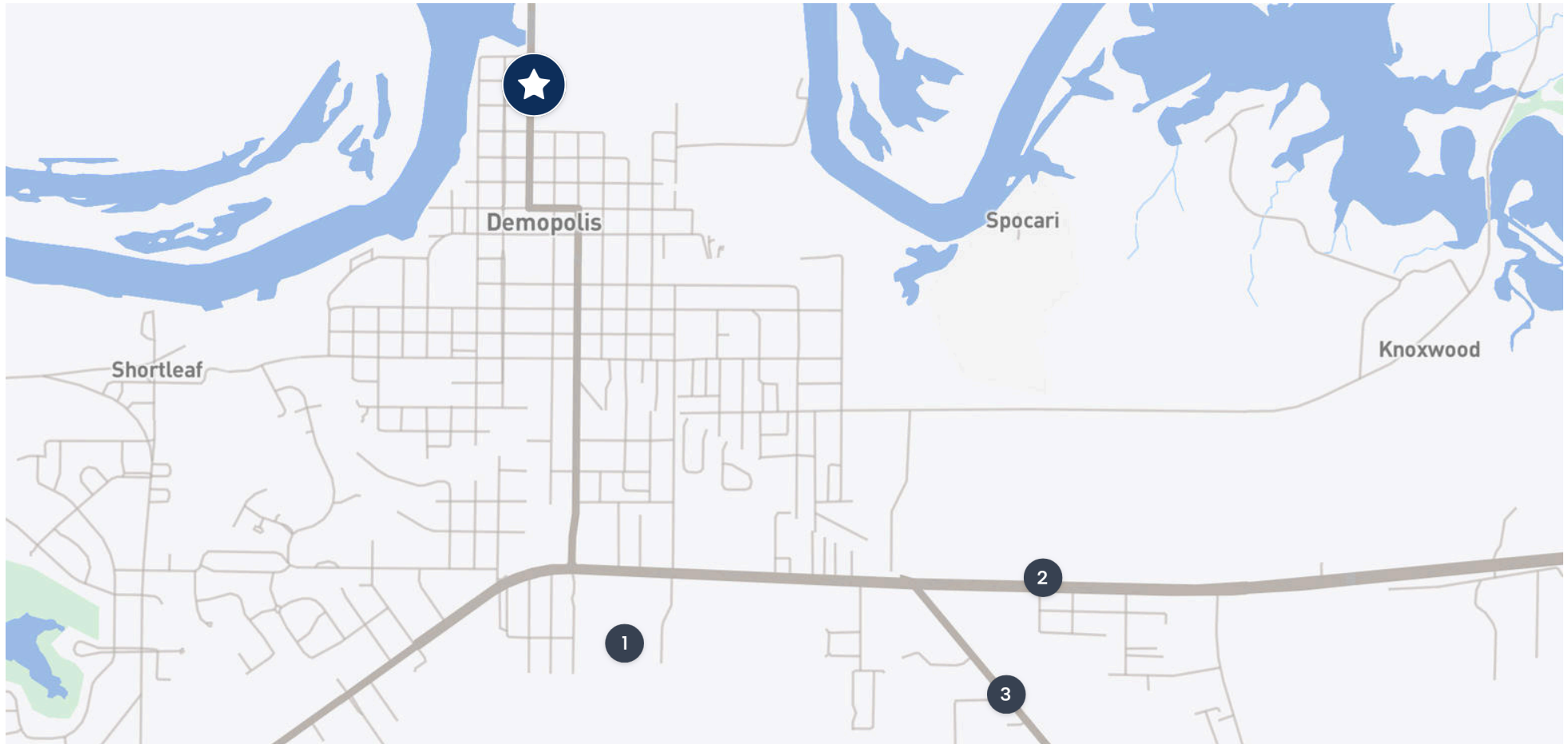




04

RENT
COMPARABLES

RENT COMPARABLES MAP



LEGEND	PROPERTY NAME	ADDRESS	AVERAGE RENT/SF
★	Simple Storage Demopolis	724 N Walnut Ave, Demopolis, AL	\$0.72
1	Climate Control of Demopolis	1216 Demopolis A Jefferson Rd, Demopolis, AL	\$1.30
2	KSM Storage	1701 US-80, Demopolis, AL	\$0.55
3	Easy Storage Units	1609 US-43, Demopolis, AL	\$0.57

RENT COMPARABLES



Simple Storage Demopolis

724 N Walnut Ave,
Demopolis, AL

Unit Type	Rent	Rent/SF
5x10 CC	\$60	\$1.20
10x10 CC	\$99	\$0.99
10x15 CC	\$109	\$0.73
10x20 CC	\$149	\$0.75
Average:		\$0.92

5x10 NCC	\$45	\$0.90
10x10 NCC	\$69	\$0.69
10x15 NCC	\$99	\$0.66
10x20 NCC	\$129	\$0.65
Average:		\$0.72



Climate Control of Demopolis

1216 Demopolis A Jefferson Rd,
Demopolis, AL

Unit Type	Rent	Rent/SF
5x10 CC	\$75	\$1.50
10x10 CC	\$0	\$0.00
10x15 CC	\$0	\$0.00
10x20 CC	\$0	\$0.00
Average:		\$1.50

5x10 NCC	\$0	\$0.00
10x10 NCC	\$115	\$1.15
10x15 NCC	\$155	\$1.03
10x20 NCC	\$0	\$0.00
Average:		\$1.09



KSM Storage

1701 US-80,
Demopolis, AL

Unit Type	Rent	Rent/SF
5x10 CC	\$0	\$0.00
10x10 CC	\$0	\$0.00
10x15 CC	\$0	\$0.00
10x20 CC	\$0	\$0.00
Average:		\$0.00

5x10 NCC	\$44	\$0.88
10x10 NCC	\$69	\$0.69
10x15 NCC	\$0	\$0.00
10x20 NCC	\$125	\$0.63
Average:		\$0.55



Easy Storage Units

1609 US-43,
Demopolis, AL

Unit Type	Rent	Rent/SF
5x10 CC	\$0	\$0.00
10x10 CC	\$0	\$0.00
10x15 CC	\$0	\$0.00
10x20 CC	\$0	\$0.00
Average:		\$0.00

5x10 NCC	\$45	\$0.89
10x10 NCC	\$75	\$0.75
10x15 NCC	\$0	\$0.00
10x20 NCC	\$125	\$0.63
Average:		\$0.57



05

MARKET ANALYSIS

F5



WELCOME TO

DEMOPOLIS, AL



Demopolis is a small city in Marengo County, West Alabama, set along the U.S. Highway 80 corridor at the confluence of the Tombigbee and Black Warrior rivers. It serves as a regional hub for the surrounding rural trade area, with a 5-mile population of roughly 7,400 across about 3,150 households and a median household income near \$54,210. The housing base is owner-occupied-heavy — about 61% within five miles — and rooted, supporting steady, needs-based storage demand. The local economy is anchored by manufacturing, agriculture, and healthcare. Notably, the trade-area population is essentially flat-to-declining (roughly -0.7% per year), so demand is driven by household churn and existing-resident needs rather than new-resident growth.

MARKET HIGHLIGHTS



LOCATION & ACCESS

Demopolis anchors Marengo County in West Alabama along the US-80 corridor, at the junction of the Tombigbee and Black Warrior rivers — a regional service hub for the surrounding rural communities.



TRADE-AREA POPULATION

The 5-mile population is roughly 7,400 across about 3,150 households (near 6,500 within three miles), with a daytime population of about 8,500 — a compact tertiary market.



HOUSEHOLD INCOMES

Median household income is approximately \$54,210 within five miles (\$51,300 at one to three miles), with a median home value near \$250,700 at the 5-mile ring.



OWNER-OCCUPIED BASE

About 61% of 5-mile households are owner-occupied — a stable, rooted resident base that supports steady, needs-based self-storage demand.



DEMOGRAPHIC HEADWIND

Esri projects the trade-area population to decline roughly 0.7% per year through 2031, so lease-up should be underwritten against a flat-to-declining base rather than organic growth.

AMENITIES MAP



DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2026 Total Population (Esri)	1,634	6,504	7,400
2031 Projected Population	1,565	6,274	7,141
Annual Population Growth %	-0.9%	-0.7%	-0.7%
Population Density (/sq mi)	520	230	94
Daytime Population	1,716	7,926	8,516
Median Age	40.6	39.4	39.7
Bachelor's Degree or Higher %	29.9%	29.2%	29.1%

HOUSEHOLD INCOME	1-MILE	3-MILE	5-MILE
Median Household Income	\$ 51,313	\$ 51,319	\$ 54,210
Per Capita Income	\$ 31,819	\$ 37,184	\$ 37,206
Average Household Income	\$ 72,700	\$ 86,583	\$ 86,651
Median HH Income (2031 proj.)	\$ 55,450	\$ 59,203	\$ 61,842
Median Home Value	\$ 167,077	\$ 253,058	\$ 250,694

HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2026 Households (Esri)	704	2,760	3,146
2031 Projected Households	686	2,702	3,081
Annual Household Growth	-0.5%	-0.4%	-0.4%
Avg Household Size	2.3	2.3	2.3
Owner-Occupied	59.9%	59.3%	61.2%
Renter-Occupied	40.1%	40.7%	38.8%



7,400
2026 Population
5-Mile Radius



-0.7%
Annual Population
Growth
5-Mile Radius



3,146
2026 Households
5-Mile Radius



\$54,210
Median HH Income
5-Mile Radius



\$250,694
Median Home Value
5-Mile Radius



61.2%
Owner-Occupied
5-Mile Radius

MAJOR DEVELOPMENTS



West Alabama Highway Project Headquarters

Located in Demopolis, the new headquarters for the major West Alabama Highway Project serves as a command center and is expected to bring approximately 700 jobs to the region, boosting local infrastructure and economic activity.



Demopolis Industrial Park Expansion

Ongoing development and new connecting road in the South Industrial Park (celebrated after 25+ years of planning). Supports industrial growth, manufacturing, and logistics with improved site readiness.



US Highway 80 Improvements

A \$2 million ATRIP-II project focusing on access management and roadway upgrades along US 80 (Maria Avenue to Lake Lane). Enhances connectivity, safety, and commercial access in the heart of Demopolis.



Downtown Revitalization

Historic buildings like the Coplin Building and George Building are being renovated into modern office space, upscale apartments, and commercial uses — attracting investment and breathing new life into the historic downtown district.



Riverfront & Economic Growth Initiatives

Strategic annexation of land for future commercial development + enhancements at the Demopolis City Landing and riverfront (Tombigbee/Black Warrior Rivers confluence). Supports tourism, recreation, logistics, and mixed-use opportunities.



CONTACT US

724 N Walnut Ave



1110 Sam Ave



1200 Mason Ridge Dr



Meir Perlmutter

CEO | Founder

614.812.0345

Meir@Grandstoneis.com

Lic #: BK3443325



Mendy Kaltmann

Senior Associate

614.585.2741

Mendy@GrandstoneIS.com

Lic #: SL3594621

SIMPLE STORAGE

724 N Walnut Ave, 1110 Sam Ave & 1200 Mason Ridge Dr | Demopolis, AL

GRANDSTONE
STORAGE INVESTMENT SALES