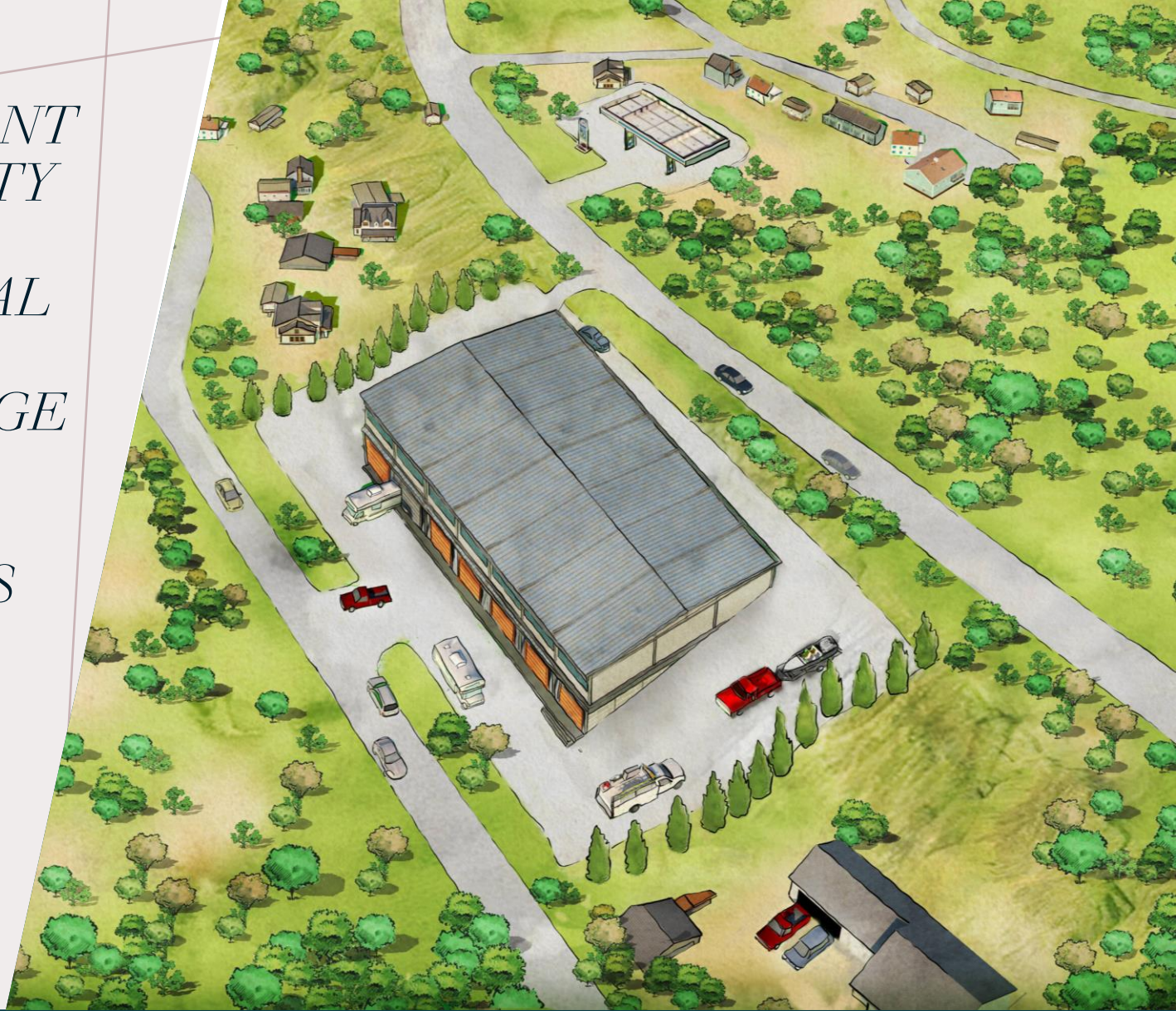


*LAND
DEVELOPMENT
OPPORTUNITY*

*COMMERCIAL
OR
SELF-STORAGE*

*±1.87 ACRES
FOR SALE*

Columbia Way Storage
20556 Columbia Way
Sonora, CA



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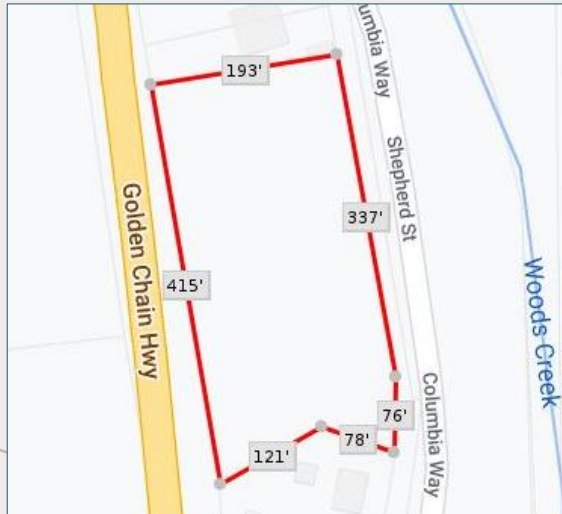
DRE #: 02104728



BROKER AFFILIATE

PROPERTY FEATURES*

- ±1.87 Acres | Located in Tuolumne County
- Asking Price: \$225,000 | well below residual value
- 21,400 SF, two-level, indoor/outdoor self-storage (proposed)
- 138 proposed units (combined on 2 levels)
- Highly visible location on Hwy 49
- Total market occupancy exceeds 98%
- Zoned C-2 Heavy Commercial
- APN: 035-190-032



PROPERTY DETAILS

Columbia Way Self-Storage is a proposed 21,400± SF enclosed storage project situated on 1.87 acres of land. The proposed development is comprised of 138 units with an average unit size of 155 SF. Multiple feasibility studies have endorsed the project and demonstrate the demand and shortage of these facilities within the designated trade area (market study available upon request). This property is being offered at a 25% discount to the residual land value based on conservative financial projections.

Please contact the Broker for additional information.

* This is a proposed development project. It has not been approved. Buyer to independently verify all information



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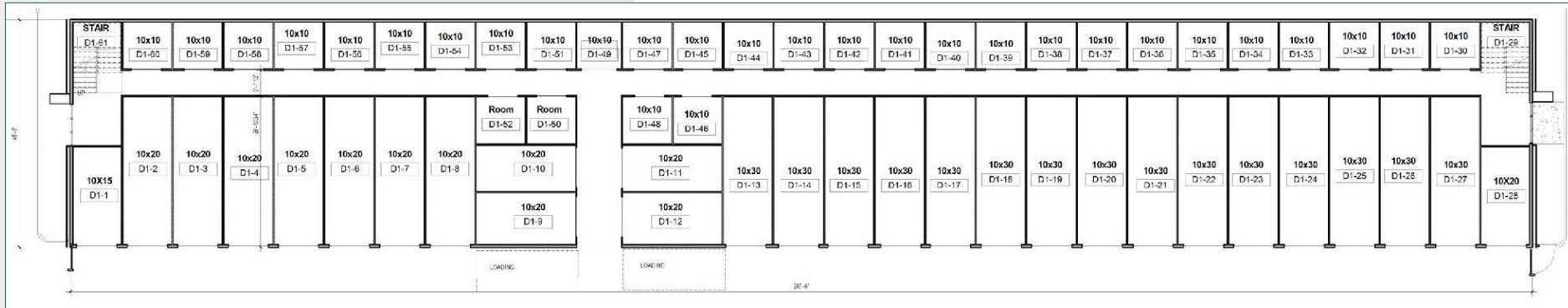
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BROKER AFFILIATE

CONCEPTUAL UNIT SITE PLAN*



KEY METRICS

Data Point	Value**	Notes
Project Square Footage	21,400 SF	Exterior (4,100 SF) and Interior (11,300 SF)
Total Units	138	Exterior (45) and Interior (93)
Projected Annual SGI	\$370,000	Blended rate for indoor and outdoor units = \$1.44/SF
Projected Annual OPEX	\$127,000	Year 2 based on stabilized occupancy
Projected Annual NOI	\$206,000	Year 2 stabilized NOI
Residual Land Value	\$580,000	Based on \$90/SF construction cost + a target yield of 8.5% (year 2)

* Conceptual only. This plan has not been approved.

** All costs are rounded and estimated. Buyer to verify using consultants selected by Buyer.



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BROKER AFFILIATE

LEASE UP ASSUMPTIONS YEAR 1*

LEASE UP ASSUMPTIONS

COLUMBIA WAY SELF-STORAGE 12-14-2021

Number of Units	138												
Number of Units Rented Each Month	12	12	12	12	12	12	12	12	12	12	12	6	
Number of Units Rented Cumulatively	12	24	36	48	60	72	84	96	108	120	132	138	
Net Leaseable Feet	21,400	0.09	0.17	0.26	0.35	0.43	0.52	0.61	0.70	0.78	0.87	0.96	1.00

PROFORMA INCOME AND EXPENSE YEAR 1

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL FOR YR 1
Income:													
Storage Income *	2,627.04	5,254.09	7,881.13	10,508.17	13,135.22	15,762.26	18,389.30	21,016.35	23,643.39	26,270.43	28,897.48	30,211.00	203,595.87
Late Fee Income Per Income	2%	-	-	-	-	-	-	-	472.87	525.41	577.95	604.22	2,180.45
Administrative Fee Per Unit	\$15	180.00	180.00	180.00	180.00	180.00	180.00	180.00	180.00	180.00	180.00	90.00	2,070.00
Gross Income	2,807.04	5,434.09	8,061.13	10,688.17	13,315.22	15,942.26	18,569.30	21,196.35	24,296.26	26,975.84	29,655.43	30,905.22	207,846.32
Less Vacancy Factor 10%	(262.70)	(525.41)	(788.11)	(1,050.82)	(1,313.52)	(1,576.23)	(1,838.93)	(2,101.63)	(2,364.34)	(2,627.04)	(2,889.75)	(3,021.10)	(20,359.59)
Gross Operating Inc.	2,544.34	4,908.68	7,273.02	9,637.36	12,001.70	14,366.03	16,730.37	19,094.71	21,931.92	24,348.80	26,765.68	27,884.12	187,486.73
Expenses:													
Bank & Credit Card Charges	2%	56.14	108.68	161.22	213.76	266.30	318.85	371.39	423.93	485.93	539.52	593.11	4,156.93
Advertising	Per Foot	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00
Insurance (Fire&Liability&VWC)	Per Foot	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	7,500.00
Maintenance and Security	Per Foot	520.83	520.83	520.83	520.83	520.83	520.83	520.83	520.83	520.83	520.83	520.83	6,250.00
Office Expense, Misc, Postage	Per Foot	354.17	354.17	354.17	354.17	354.17	354.17	354.17	354.17	354.17	354.17	354.17	4,250.00
Property Tax Estimate	Calculated	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	50,000.00
Property Management 6%	21,751.92	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	21,751.92
On Site Management	Per Foot	5,416.67	5,416.67	5,416.67	5,416.67	5,416.67	5,416.67	5,416.67	5,416.67	5,416.67	5,416.67	5,416.67	65,000.00
Trash Removal	Per Foot	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400.00
Utilities - Electrical	Per Foot	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	6,000.00
Utilities - Sewer & Water	Per Foot	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	1,000.00
Utilities - Telephone	Per Foot	233.33	233.33	233.33	233.33	233.33	233.33	233.33	233.33	233.33	233.33	233.33	2,800.00
Total Operating Expenses		14,968.80	15,021.34	15,073.88	15,126.42	15,178.96	15,231.51	15,284.05	15,336.59	15,398.59	15,452.18	15,505.77	183,108.85
Net Operating Income		(12,424.46)	(10,112.66)	(7,800.87)	(5,489.07)	(3,177.27)	(865.47)	1,446.33	3,758.13	6,533.33	8,896.62	11,259.91	4,377.88
Debt Service \$1,200,000 @ 4.5% 25 Years		(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(80,039.88)
Net Ordinary Income		(19,094.45)	(16,782.65)	(14,470.86)	(12,159.06)	(9,847.26)	(7,535.46)	(5,223.66)	(2,911.86)	(136.66)	2,226.63	4,589.92	(75,662.00)
% of income/expenses		5.88	3.06	2.07	1.57	1.26	1.06	0.91	0.80	0.70	0.63	0.58	0.98
% of Gross Income/net inc.		(7.50)	(3.42)	(1.99)	(1.26)	(0.82)	(0.52)	(0.31)	(0.15)	(0.01)	0.09	0.17	(0.40)

*Buyer to rely on its own experts and research



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BROKER AFFILIATE

LEASE UP ASSUMPTIONS YEAR 2*

COLUMBIA WAY SELF-STORAGE 12-14-2021

Number of Units												
Number of Units Rented Each Month	0	0	0	0	0	0	0	0	0	0	0	0
Number of Units Rented Cumulatively	138	138	138	138	138	138	138	138	138	138	138	138
Net Leaseable Feet	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00

PROFORMA INCOME AND EXPENSE YEAR 2

	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Total Yr. 2
Income:													
Storage Income *	30,211.00	30,211.00	30,211.00	30,211.00	30,211.00	30,211.00	30,211.00	30,211.00	30,211.00	30,211.00	30,211.00	30,211.00	362,532.00
Late Fee Income	604.22	604.22	604.22	604.22	604.22	604.22	604.22	604.22	604.22	604.22	604.22	604.22	7,250.64
Administrative Fees													
Gross Income	30,815.22	30,815.22	30,815.22	30,815.22	30,815.22	30,815.22	30,815.22	30,815.22	30,815.22	30,815.22	30,815.22	30,815.22	369,782.64
Less Vacancy Factor 10%	(3,021.10)	(3,021.10)	(3,021.10)	(3,021.10)	(3,021.10)	(3,021.10)	(3,021.10)	(3,021.10)	(3,021.10)	(3,021.10)	(3,021.10)	(3,021.10)	(36,978.26)
Gross Operating Inc.	27,794.12	27,794.12	27,794.12	27,794.12	27,794.12	27,794.12	27,794.12	27,794.12	27,794.12	27,794.12	27,794.12	27,794.12	333,529.44
Expenses:													
Bank & Credit Card Charges	616.30	616.30	616.30	616.30	616.30	616.30	616.30	616.30	616.30	616.30	616.30	616.30	7,395.65
Advertising	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	6,000.00
Insurance (Fire&Liability&WC)	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	7,500.00
Maintenance and Security	520.83	520.83	520.83	520.83	520.83	520.83	520.83	520.83	520.83	520.83	520.83	520.83	6,250.00
Office Expense, Misc, License	354.17	354.17	354.17	354.17	354.17	354.17	354.17	354.17	354.17	354.17	354.17	354.17	4,250.00
Property Tax Estimate	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	50,000.00
Property Management	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	1,812.66	21,751.92
On Site Management	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00
Trash Removal	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400.00
Utilities - Electrical	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	6,000.00
Utilities - Sewer & Water	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	1,000.00
Utilities - Telephone	233.33	233.33	233.33	233.33	233.33	233.33	233.33	233.33	233.33	233.33	233.33	233.33	2,800.00
Total Operating Expenses	10,612.30	10,612.30	10,612.30	10,612.30	10,612.30	10,612.30	10,612.30	10,612.30	10,612.30	10,612.30	10,612.30	10,612.30	127,347.57
Net Operating Income	17,181.82	17,181.82	17,181.82	17,181.82	17,181.82	17,181.82	17,181.82	17,181.82	17,181.82	17,181.82	17,181.82	17,181.82	206,181.87
Less Debt Service	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(6,669.99)	(80,039.88)
Net Ordinary Income	10,511.83	10,511.83	10,511.83	10,511.83	10,511.83	10,511.83	10,511.83	10,511.83	10,511.83	10,511.83	10,511.83	10,511.83	126,141.99
% income/expenses	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38
% of Gross Income/net inc.	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38

*Buyer to rely on its own experts and research



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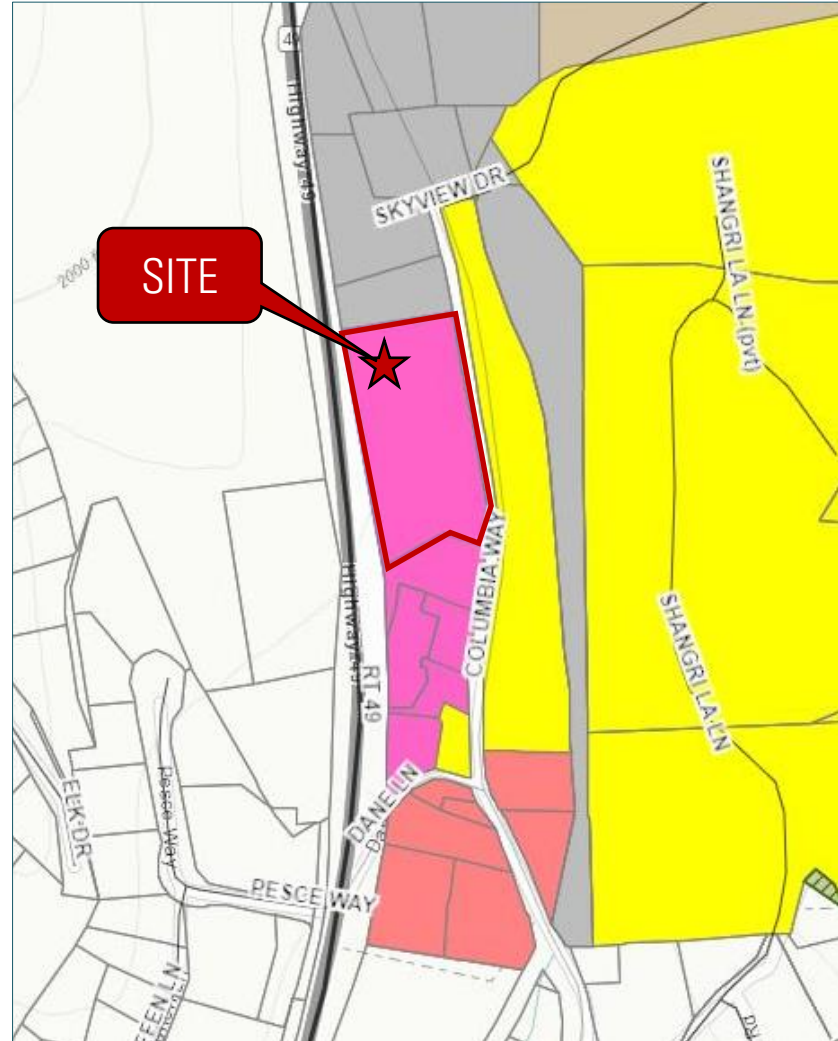
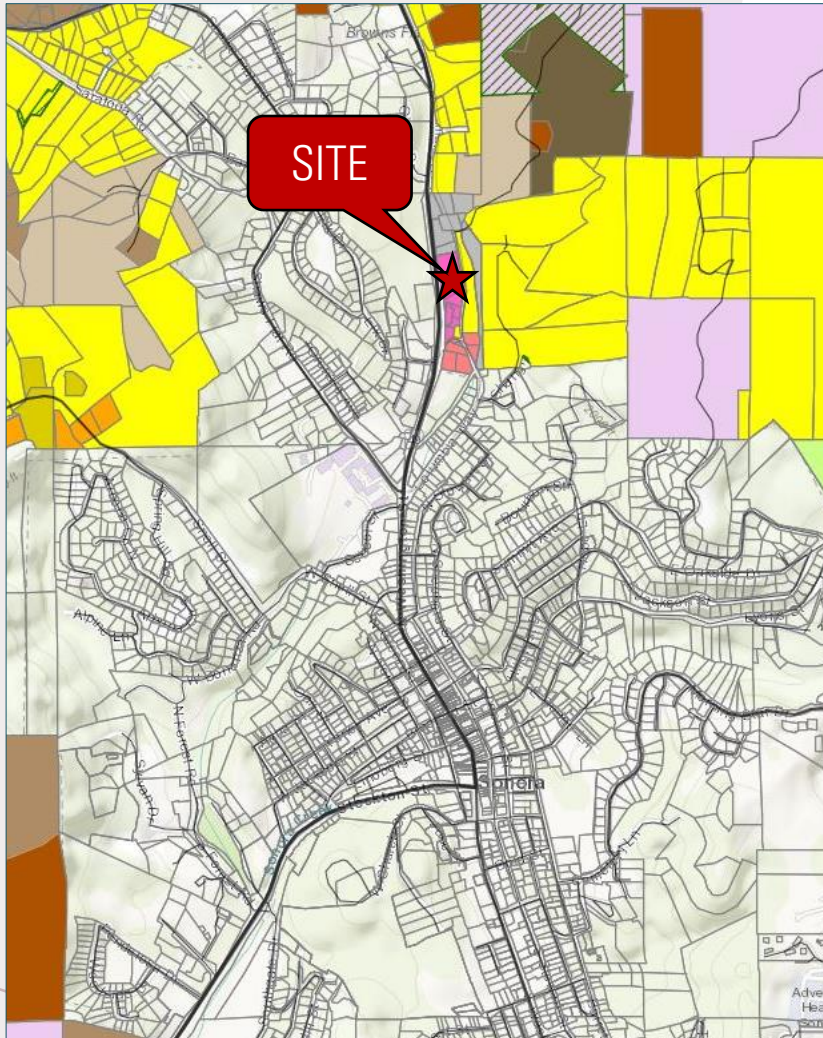
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BROKER AFFILIATE

ZONING MAP



- HI
- LI
- BP
- MU
- SC
- GC
- HC
- NC
- HDR
- MDR
- LDR
- ER
- HR
- RR
- LR
- P
- O
- AG
- R/P
- TPZ



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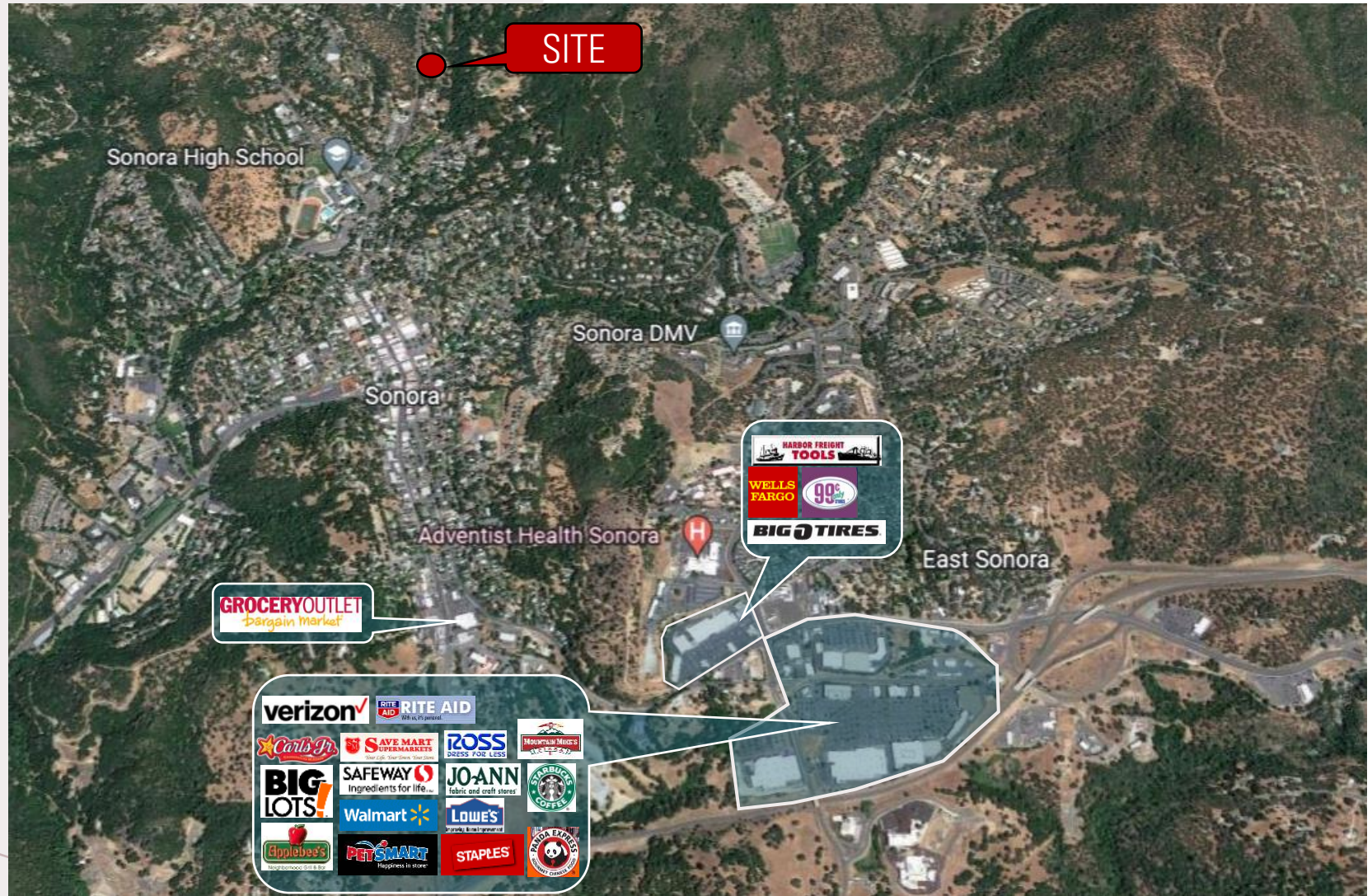
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BROKER AFFILIATE

NEIGHBORHOOD AERIAL



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THE MAP IS NOT THE TERRITORY

MAKE SURE YOU ARE WORKING WITH AN EXPERT
THAT KNOWS THE MARKET

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Northstate Commercial Partners can help you achieve your real estate goals.

Meet the Team:



KEN MILLER



DONNA POTTORFF



DEBBIE WALL



VANESSA CASTAÑO



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