



YourSpace America
SELF-STORAGE



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This presentation does not constitute an offer to sell securities.

Our Purpose

YourSpace America, Inc was formed as an investment vehicle to provide superior risk adjusted returns in the growing self-storage industry. This commercial real estate asset class is characterized by strong cash flows, low break-even margins and best in REIT universe returns for the last 28 years. Our business focus is the acquisition, development, and repositioning of existing self-storage facilities; the repurposing and conversion of existing commercial, retail, and industrial buildings to institutional quality self-storage properties located in the top US self-storage markets, and the construction of ground up state of the art self-storage facilities in high barrier to entry markets. The combination of a proven and highly disciplined executive management team, lower construction cost relative to replacement cost on repositioning and conversion projects, and the use of sophisticated best in market third party REIT property management resulting in exceptional all-in risk adjusted returns.

YourSpace America, Inc CEO/President Russ Colvin has a well-established reputation in the self-storage industry for developing high quality projects in excellent locations, and a flawless record of performance for investors.

Why YSA

Management Team

- The principals of YSA have more than one hundred years of real estate investment and asset management experience across multiple property sectors, and are experienced, proven, and successful owners and operators of multiple real estate platform companies – a demonstrated track record of strong financial returns for our partners.
- YSA has an experienced and seasoned management team. In addition, the Company has industry leading project development team and accounting/finance infrastructure with full reporting capability.
- YSA's in-house development team will manage all entitlement and development. Its project management capabilities will ensure timely delivery, and highly disciplined oversight of the construction and development process so that projects are completed in a high-quality manner.

Acquisition/Underwriting

- The senior management team and shareholders of YSA have collectively acquired, refinanced, and sold real estate assets across the United States in transactions totaling over \$2 billion, inclusive of the acquisition and development of self-storage assets.
- YSA has a highly disciplined project underwriting and analysis team to perform comprehensive underwriting and financial analysis on each project. This includes financial modeling, market feasibility and competitive analysis while utilizing a full set of proprietary analysis tools. In addition, all members of the management team participate in the project underwriting process. YSA's REIT relationships also play a critical role in the project feasibility and analysis process.

Relationship/Network/Deal Flow

- YSA's business plan is opportunistic and seeks to maximize risk adjusted returns. Deal flow is significantly greater due to YSA's acquisition, conversion, and development strategy. We are not limited to entitled sites or acquisition of stabilized or near stabilized assets that are hotly contested by numerous prospective acquirers.
- YSA has long established relationships with key executives in the self-storage industry. These relationships are critical in terms of designing industry leading projects and the overall process of project feasibility and providing timely and essential market intelligence.
- As a result of our substantial experience in real estate acquisition and development, we have well-established long-term relationships in the commercial real estate brokerage industry and a reputation for closing.

The Self Storage Industry

Self-Storage has become one of the most desirable commercial real estate investments in America. Indeed, it has evolved into a core asset class for institutional investors, in large part due to its unmatched performance. It is regarded as a safe harbor investment. For the past 28 years, self-storage was the top performing property type in the NAREIT index, with average annual returns of 18.83% for the period from 1994-2021. Self-storage outperformed the Office, Industrial, Retail, Residential, Diversified, Health Care, Lodging/Resorts, Mortgage REIT, Timber, Infrastructure, Data Centers, and Specialty sectors.

Over the past 50 years, the self-storage industry has proven to be one of the sectors with the most rapid growth in the U.S. commercial real estate industry. The unprecedented growth of the industry has been attributed to self-storage consumers including renters, homeowners, students, businesses, and transitional populations who are constantly demanding rental storage.

A recent survey by StorageCafe found that 38 percent of Americans reported being self-storage users in 2021. Breaking it down by generation, Gen Xers (54 percent) and baby boomers (51 percent) are the most likely to be self-storage users, but Millennials are starting to show a heightened interest, with 41 percent now declaring themselves to be users of the service. And living in a spacious home does not rule out the desire for self-storage. Residents of medium-sized homes (1,500–2,499 square feet and 2,500–3,500 square feet) make up the largest groups of self-storage users, with about 42 percent of residents living in two- and three-bedroom homes. This is largely due to the growing size of the American household. The more members per household, the greater the likeliness that self-storage will be utilized.

The American Heritage Dictionary provides the following definition of the adjective self-storage: “Of, relating to, or being a commercial facility in which customers can rent space to store possessions.” The Self-Storage Association defines self-storage more precisely as the term applied to facilities offering rental on a month-to-month basis where the tenant applies the lock and has sole access to the unit. A self-storage property is more than just a box for unused possessions; it is a specialized type of property with unique legal and economic characteristics. Indeed, the self-storage industry has been one of the fastest-growing sectors of the U.S. commercial real estate industry for more than four decades.

Over 75% of self-storage facilities are privately owned (not publicly traded companies). Regional and local owner-operators own most facilities. However, consolidation in the industry is a current ongoing trend, as operation costs tend to be lower for regional, multi-facility companies. Today, the self-storage industry has evolved to include architecturally dynamic facilities with state-of-the-art management and security systems. They offer a wide range of sought-after specialty services and are managed by well-trained professionals who are highly skilled in terms of customer service, marketing, and sales. Just as facilities and managers have changed, so have the industry’s operators. In terms of ownership, self-storage has also evolved.

The Self Storage Industry

Increasingly small businesses are utilizing business self-storage units as a home-base for their operations. Doing so keeps their overhead low, gives them freedom not often found in leases, and eliminates the need to maintain a security system. Climate-controlled units ensure that inventory and records are well-maintained, and the location of the facility can give businesses a more desirable zip-code at a much lower price.

Self-storage is a decidedly unglamorous property type yet is a well proven producer of above average market returns. Self-storage has been the top performing commercial real estate sector in the NAREIT index for the past 28 years: 1994-2021, with average annual returns of 18.83%, exceeding the returns in the Office, Industrial, Retail, Residential, Diversified, Health Care, and Lodging/Resorts sectors.

The industry's boom over the last few decades mirrors larger demographic and real estate trends: Americans relocating from the Midwest and Northeast to Sunbelt cities store old gear in self-storage units. Millennials moving into increasingly crowded, high-demand downtowns require extra space. A wave of downsizing baby boomers needs a place to put a lifetime of accumulated memories. Small businesses want room to store excess inventory.

Self-storage has also become an international commercial real estate asset class. With significant development occurring in the United Kingdom, France, and the Netherlands. Mainland China has also significantly increased its facilities under development, and Brazil is developing 25 to 30 properties per year.

REIT Sector Return Fundamentals





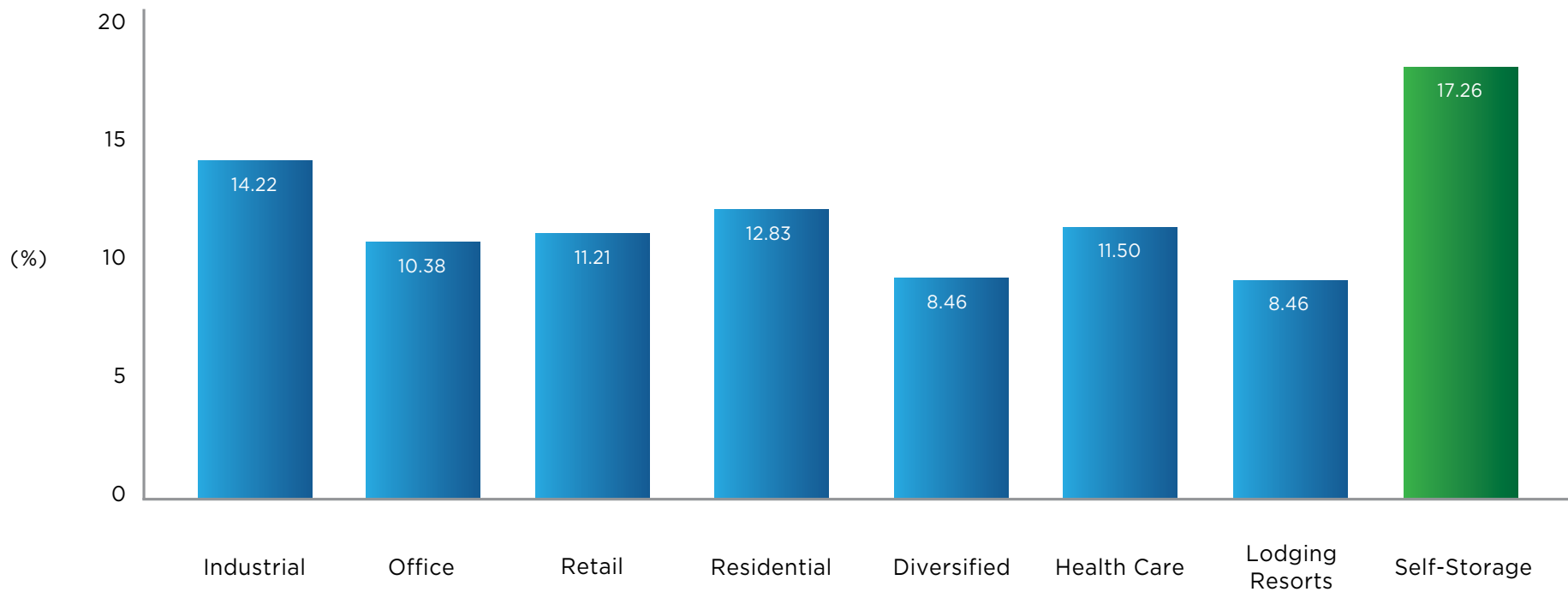
REIT Sector Return Fundamentals

For the past 28 years, self-storage was the top performing property type in the NAREIT index, with average total returns of 18.83% for the period from 1994-2022. Self-storage outperformed the Office, Industrial, Retail, Residential, Diversified, Health Care, Lodging/Resorts, Mortgage REIT, Timber, Infrastructure, Data Centers, and Specialty sectors.

Comparative Sector Total Returns

The self-storage sector has demonstrated leading returns across all property sectors.

Annual Price and Total Returns by Sector | 1994-2022



CMBS Data

Before, during and after the Great Recession



CMBS Delinquency Rate

Current 30+ day delinquencies by property type (Fixed-Rate Conduit Loans)

Historical CMBS Delinquency

* Self-Storage Leads all Property Types with the Lowest CMBS Delinquency Rate

Date	Multifamily	Retail	Office	Industrial	Hotel	Self-Storage	Healthcare	Other
Feb-15	8.09%	5.36%	6.23%	7.03%	4.99%	0.71%	6.90%	2.39%
Jan-15	8.14%	5.41%	6.62%	7.07%	5.11%	0.64%	7.02%	2.26%
4Q-14	8.11%	5.49%	5.94%	7.35%	5.35%	0.70%	7.01%	2.56%
2Q-14	8.75%	5.43%	6.33%	7.75%	5.89%	0.81%	6.51%	4.20%
4Q-13	10.04%	6.09%	7.93%	10.13%	7.89%	1.59%	18.27%	4.70%
2Q-13	11.05%	6.92%	9.48%	11.37%	9.19%	2.26%	7.74%	5.61%
4Q-12	13.30%	7.27%	10.10%	11.16%	10.58%	2.54%	9.53%	7.07%
2Q-12	14.15%	7.38%	9.68%	10.92%	11.11%	3.73%	8.78%	8.49%
4Q-11	14.56%	7.15%	8.18%	10.99%	13.24%	3.86%	12.99%	6.36%
2Q-11	16.27%	7.31%	7.21%	11.09%	16.81%	4.54%	2.20%	9.29%
4Q-10	16.50%	7.30%	6.68%	8.73%	17.11%	3.66%	9.09%	8.44%
2Q-10	14.16%	6.35%	6.09%	5.49%	16.43%	2.77%	3.11%	7.54%
4Q-09	9.31%	5.13%	3.46%	3.91%	9.79%	2.44%	8.43%	5.35%
2Q-09	5.50%	6.13%	2.09%	2.08%	4.34%	1.21%	6.73%	2.73%
4Q-08	2.64%	1.10%	0.63%	0.82%	1.17%	0.26%	5.61%	0.79%
2Q-08	1.56%	0.31%	0.27%	0.32%	0.31%	0.14%	4.58%	0.29%
4Q-07	1.17%	0.24%	0.18%	0.24%	0.28%	0.15%	0.42%	0.32%
2Q-07	0.77%	0.16%	0.19%	0.25%	0.51%	0.08%	0.45%	0.18%
4Q-06	0.90%	0.20%	0.30%	0.94%	0.55%	0.09%	1.44%	0.21%
2Q-06	1.20%	0.30%	0.43%	0.86%	0.87%	0.15%	3.05%	0.49%
	8.31%	4.55%	4.90%	5.93%	7.08%	1.62%*	6.49%	3.96%

Source: Intex Solutions, Inc., and Wells Fargo Securities, LLC.

Case Studies

Projects depicted in the Case Study section are projects in which principals of YSA currently or previously had an ownership position, or were managers, members, or principals of entities which control or controlled the projects.



Case Studies

Full Cycle Projects



Rancho Cordova

Executive Summary

9950 Mills Station Road, Sacramento, CA 95827. The subject property was a 128,341 SF GBA building and was converted to a 95,323 SF NRA fully climate-controlled self-storage facility, and 59 outdoor RV/Parking spaces (various sizes), with a 1,275 SF office area. The subject property was a qualitative improvement to the existing self-storage supply in the market. The property is extremely well-positioned with substantial frontage and visibility from Interstate 50 (I-50) (to the north). High traffic counts (approximately 172,000 vehicles daily on the I-50) further enhanced the site's potential. Sacramento is the capital of California and the seat of government of Sacramento, County. The property was completed and sold in March 2019.

Total Return: 42.12%

Case Studies

Full Cycle Projects



Pell

Executive Summary

The 5.32-acre subject property is located at 3970 Pell Circle, Sacramento, CA and was acquired in March 2016. The subject property consists of approximately 108,000 SF GBA and 80,043 SF NRA of interior climate controlled self-storage space (880 units), fifty-nine outdoor RV/Parking spaces (assorted sizes), and a 1,275 SF office area. The property is extremely well-positioned with substantial frontage and visibility from Interstate 80 (I-80). Daily traffic counts on I-80 fronting the subject property average 136,000-140,000 vehicles daily. Construction was completed in 2018. Sold in 2021.

Total Return: 27.21%

Case Studies

Full Cycle Projects



Peabody

Executive Summary

The subject property is located at 137 Summit Street, Peabody, Massachusetts, which is approximately fifteen miles northeast of Boston. The property was acquired in 2017. The original improvement was developed in 1984 and is constructed of solid masonry, decorative block, and steel trusses on 4.47 acres. The property was converted from a 56,000 office/warehouse building to a two-and four-story Class “A” fully climate control facility consisting of 118,934 GBA/88,436 NRA with 1,042 self-storage units. The property opened on November 9, 2018. The property is an in-fill location with substantial frontage and visibility from Summit Street and easy access from both the east and west bound Yankee Division Highway (Route 128). The property was sold in 2021.

Total Return: 39.01%

Case Studies

Full Cycle Projects



Springfield

Executive Summary

340 Taylor Street, Springfield, Massachusetts 01105. Was an existing 140,240 SF warehouse building that was converted to an institutional quality 90,339 NRA self-storage facility. It is the only Class A climate-controlled facility in the Springfield market. It is also the only drive-in self-storage facility in Western Massachusetts. The project also has RV/Boat parking. The subject property is strategically positioned - less than one mile east from the intersection of I-91 and I-291. Additionally, the subject property is conveniently located near the Springfield, MA Metro Center, and approximately 1 mile from the new \$1 billion MGM Springfield Resort Casino. Sold in 2021.

Total Return: 28.93%

Case Studies

Full Cycle Projects



Escondido

Executive Summary

852 Metcalf Street, Escondido, California 92025. The subject property is strategically positioned at the intersection of I-15 and Highway 78, with excellent visibility. The San Diego County self-storage market is a high barrier to entry market, and institutional investors consider San Diego to be one of the top self-storage markets in the U.S. The structure is a 133,000 GSF/98,850 NRA, 1,138-unit institutional quality climate-controlled self-storage facility completed in January 2020. High traffic counts (195,000-207,000 vehicles daily on the I-15 and 55,000-162,000 vehicles daily on Highway 78) further enhances the site's visibility. The subject property is unmatched in the overall market in terms of quality and visibility. The property was sold in 2020.

Total Return: 17.5%

Case Studies

Full Cycle Projects



Worcester

Executive Summary

345 Shrewsbury Avenue, Worcester, Massachusetts was acquired in December 2015. The subject property was a former metals fabricating factory. The “A building” was converted into a state-of-the-art multi-level (two and three story) climate controlled self-storage facility. The remaining buildings - “B building” and “C building” were utilized as interior RV/Boat/Auto parking. After conversion the “A building” GBA was 103,773 SF which included an office area of 1,310 SF and climate-controlled NRA of 77,736 SF resulting in total efficiency of 75.8%. The final product is considered the finest self-storage facility in Central Massachusetts. Construction was completed in December 2017. Project has been sold.

Total Return: Sold Interest to Partner

Case Studies

RC Projects (Non YSA)



Las Vegas Rancho

Executive Summary

The subject property is located at 4700 N. Rancho Drive, Las Vegas, Nevada. This project will be an institutional quality climate controlled, multi-story, state of the art self-storage facility with 122,756 GBA and 91,105 SF NRA on 2.56 acres. The project is well positioned with 550+ ft frontage and excellent visibility from N. Rancho drive where average daily traffic counts exceed 27,000 per day. Average age of self-storage facilities in this market is 21 years old, and there is limited climate-controlled supply in the market. This facility is projected to be the highest quality self-storage facility in the market. The site was acquired in October 2021, and construction commenced in December 2022.

Total Return: Development Project

Case Studies

YSA Projects



Mt. Hood

Executive Summary

The subject property is located at 2995 Mt. Hood Street, Las Vegas, Nevada 89156. The subject property land area is 15.05 acres (655,578 SF). The subject property is designed to be built as 307,832 GSF. The business plan for the subject property is to develop a state-of-the-art climate-controlled facility of 139,980 GBA and 167,852 GBA to be used as exterior drive-up units and RV/Boat parking units, which will include garage units. The three-mile and five-mile populations are 87,550 and 255,215, respectively. The subject property is in an under-supplied self-storage market.

The business plan is to develop the highest quality self-storage facility in the five-mile radius, and the preeminent RV and Boat parking facility in Las Vegas. The subject property is in the growing Las Vegas market. Within a quarter mile of the subject property, there are approximately 1,500 single family homes under development. The subject property is in the pre-development and site plan approval phase. Self-storage is allowed by right.

Total Return: Development Project

Case Studies

YSA Projects



Phoenix Stadium Self-Storage

2023 New Construction

Units | 1,225 Est.

Executive Summary

The subject property is located at 815-901 E. Jackson Street, Phoenix, Arizona 85034. The subject property, a 1.78-acre (77,537 SF) land parcel and planned self-storage development project.

Zoning for this property allows self-storage use by right. The development team is currently working with its consultants and the City of Phoenix, and recently obtained site plan approval. The development, as it is currently planned, meets the FAR height limitation and setback requirements per City of Phoenix building code. The building site closed on June 15, 2023, and we anticipate a building permit during Q-4, 2023.

The business plan is to develop a fully climate controlled self-storage facility of approximately 168,599 GBA, with 125,040 NRSF, with 1,225 units, and an office of 1,300 SF. This will be a state-of-the-art Generation V self-storage facility of institutional quality. In addition to being climate controlled, it will offer a state-of-the-art security system, professionally monitored for immediate video verification of the alarm and priority police response to any unauthorized intrusion. The subject property will also have coded electronic access for customers.

The population in the three and five-mile radius of the subject property are 100,299 and 362,454, respectively. There are approximately 17,000 residential units in planning or development within a five-mile radius of the subject property. The subject property will be the highest quality self-storage facility in the Phoenix market upon completion. Phoenix, the 5th largest city in America, with its strong economic fundamentals and ongoing solid growth, is among the top self-storage markets in the US. It is anticipated that ARCO Murray will act as the general contractor, and Life Storage or Public Storage will act as property manager upon completion.

Houston Project Rendering



Houston Project Rendering



Houston Project Rendering



Executive Summary

The subject property is located at 3203 Hurley Street, Houston, Texas 77093. The site is 3.36 acres (146,362 SF). The subject property is surrounded by a wide variety of residential, retail, and commercial uses. Public records show the 2021 population within the 3-mile and 5-mile radius as 119,411 and 307,473, respectively. The population within the trade area is projected to increase to 120,148 and 311,783 in the three and five mile respectively by 2026.

The subject property will be the highest quality self-storage facility in the market. The self-storage market is under supplied within both the three-mile and five-mile radius with 2.52 SF/Capita in the three-mile and 3.65 SF/Capita in the five-mile, respectively. With the subject property and one additional planned project, the supply is projected to increase to 3.44 SF/Capita in the three-mile and 4.64 SF/Capita in the five-mile, respectively. The average age of self-storage facilities in this market is 39 years.

The subject property will be a Generation V, Class A climate-controlled facility. A consistently growing population, accessibility via Interstate 69 which is 1,000' from the subject property with daily traffic counts exceeding 200,000 VPD, and the fact that the average age of self-storage facilities within the 5-mile radius is approximately 39 years old with many "C" quality facilities, with limited climate-controlled units in the market, and no climate controlled facilities in the three-mile, make this an extraordinary opportunity. The subject property would be a major qualitative addition to the market.

The business plan for the subject property is to develop a state-of-the-art climate-controlled facility of 147,250 GBA, a 1,312 SF office area, with 109,454 NRA, with various unit sizes based on market demand, fifty-two covered RV/Boat parking spaces, and the highest quality RV and Boat parking facility in the market. The facility will utilize a state-of-the-art security system including an exterior surveillance system for the RV and Boat parking areas, which will utilize a Videofied intrusion detection system that is professionally monitored for immediate video verification of the alarm and priority police response to any unauthorized intrusion.

The subject property is located in the fast-growing Houston market. The subject property will have the qualitative advantage of being the highest quality facility in the market and offering climate-controlled units when most of the competition does not offer climate-controlled space. The subject property is presently in the pre-development phase.

Executive Summary

Highlights

- 1,094-unit ground up self-storage facility in Houston
- Expect approvals in Q2 2024 for Q3 2024 groundbreaking
- 4-story, 168,599 square foot self-storage facility
- Seeking \$7,571,921 in equity

Sponsor

- YourSpace America, Inc.
- A history of successful self-storage development projects across multiple geographic areas.

Concept

- The business plan for the subject property is to develop a fully climate controlled self-storage facility of approximately 147,250 GBA, with 109,454 NRSF, with 1,094 units, and an office of 1,312 SF, and covered RV/Boat parking.

The new facility will be a state-of-the-art Generation V self-storage facility of institutional quality. The subject property in addition to being climate controlled, will offer a state-of-the-art security system that is professionally monitored for immediate video verification of the alarm and priority police response to any unauthorized intrusion.

Houston Market and Demographics Snapshot

Houston is the fourth most populous city in the nation, with an estimated July 2018 population of 2,325,502 (trailing only New York, Los Angeles, and Chicago), and is the largest in the southern U.S. and Texas.

Houston is expected to become the third most populous U.S. city during the second half of the decade of the 2020s.

Greater Houston is the most ethnically diverse metropolitan area in the United States. At least 145 languages are spoken by city residents, and 90 nations have consular representation in the city.

The Houston-The Woodlands-Sugar Land Metropolitan Statistical Area (MSA) consists of nine counties: Austin, Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery, and Waller

Houston-The Woodlands-Sugar Land MSA added nearly 125,000 residents from July 2021 to July 2022, ranking second among the nation's major metros in population growth, according to the Greater Houston Partnership's analysis of U.S. Census Bureau data.

The Houston-The Woodlands-Sugar Land MSA covers 9,444 square miles, an area slightly smaller than Massachusetts, but larger than New Jersey.

The nine-county Houston metro area population continues to grow rapidly.

Now, the metro has an estimated population of 7.34 million.

Harris County grew by more than 45,000 residents to a total population of 4.78 million.

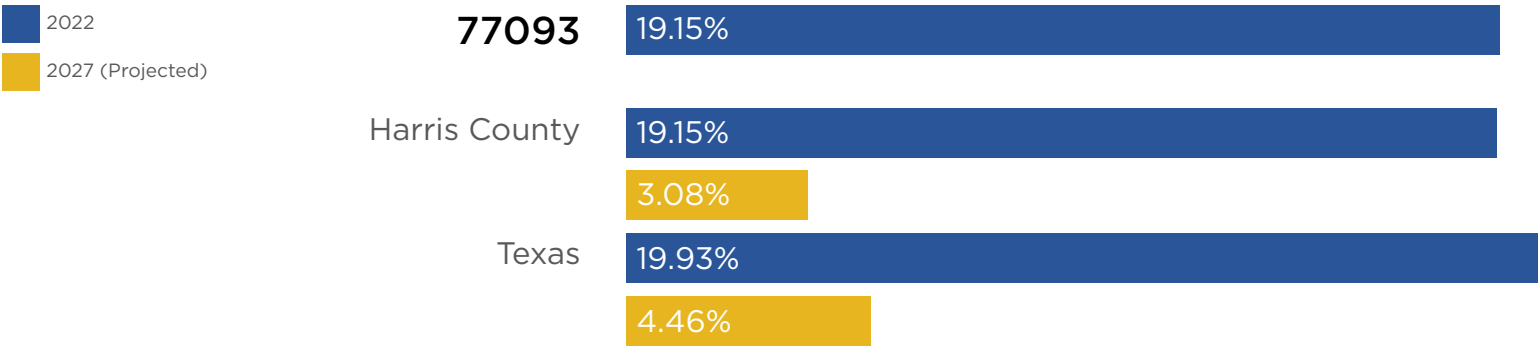
Houston's size is 665 square miles.

Population Growth Since 2010

This chart shows the percentage change in area’s population from 2010 to 2022, compared with other geographies.

Data Source: US Census American Community Survey via Esri, 2022

Update Frequency: Annually



The 77093 trade area has seen 19.15% population growth since 2010, and another 3.08% is projected by 2027.

3203 Hurley St Houston TX

Price: \$1,500,000

Parcel: 3.36 AC (12 Lots)

\$446,429 Per AC

\$10.25 Per SF

Population: 119K / 307K

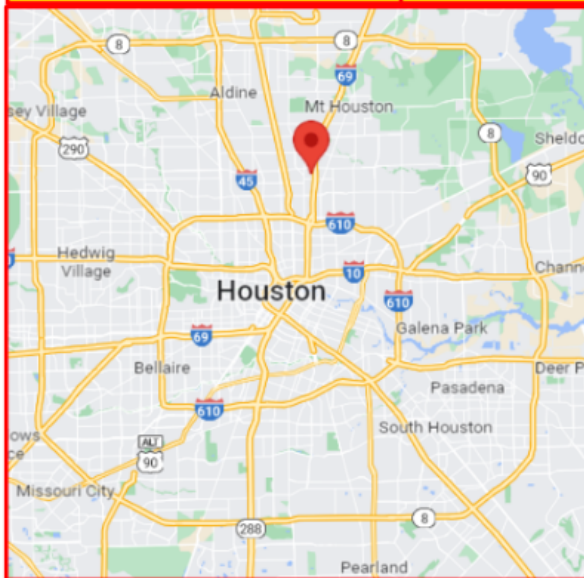
Zoning: Approved Use

Current Supply

2.52 / 3.65 SF per capita

Current Supply
+Subject+Pipeline

3.44 / 4.64 SF per capita



3203 Hurley Street, Houston, TX 77093

3 mi

5 mi

Net Rentable Sq Ft

301,483

1,122,589

Sq Ft per Capita

2.52

3.65

New Developments

0

1

Sq Ft of Developments

N/A

195,000

Population (+4.51% change)

119,411

307,473

Rental Households Percentage

42.59%

44.74%

Average Rate Per Square Feet

All Units without Parking

\$1.49

\$1.88

All Units with Parking

\$1.49

\$1.85

Regular Units

\$1.49

\$1.49

Climate Controlled Units

N/A

\$2.45

Only Parking

N/A

\$0.58

Subject Property – 109,454 + 5M Pipeline

109,454

304,454

Net Rentable Sq Ft

410,937

1,427,043

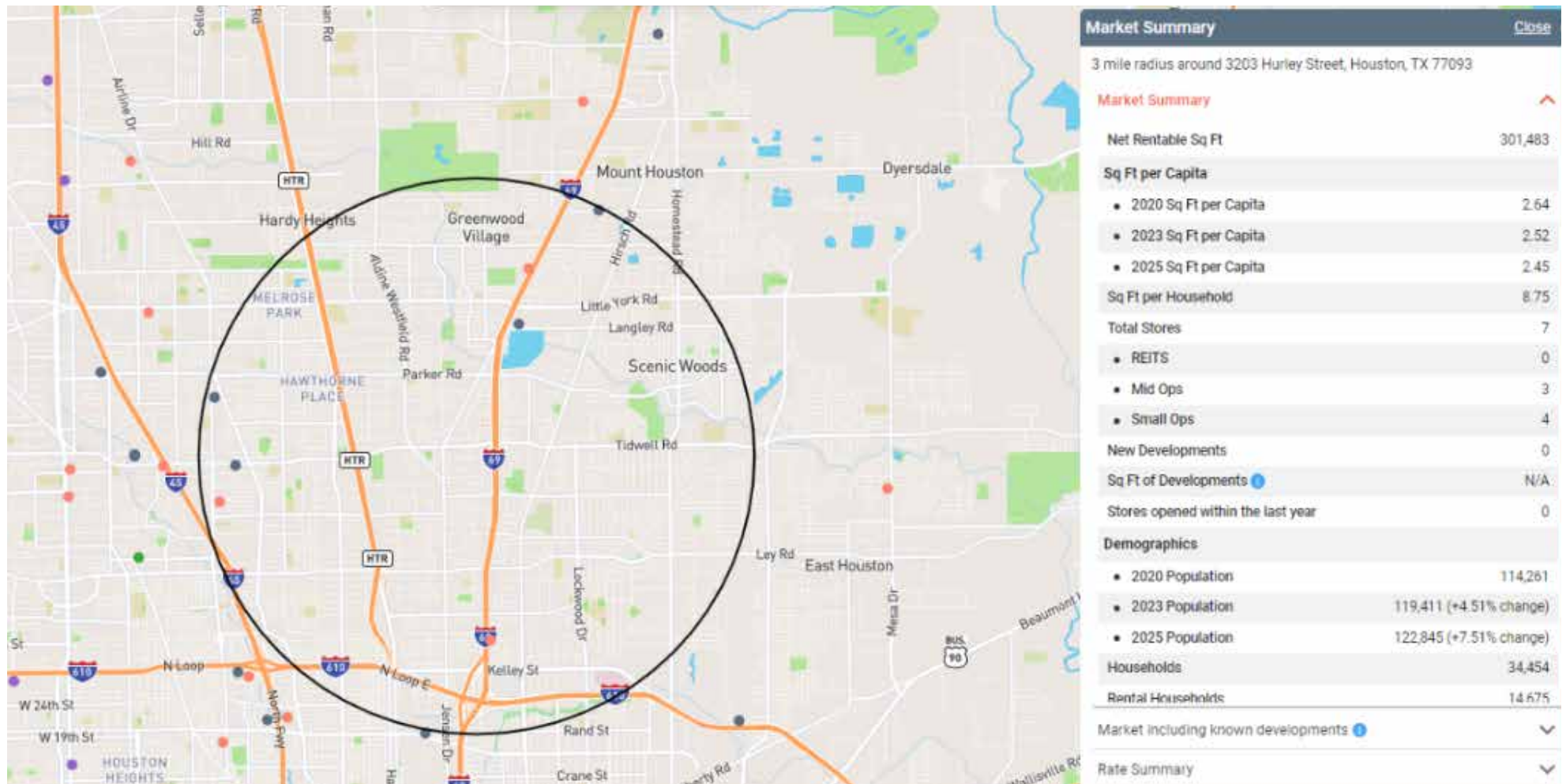
Sq Ft per Capita incl Pipeline

3.44

4.64

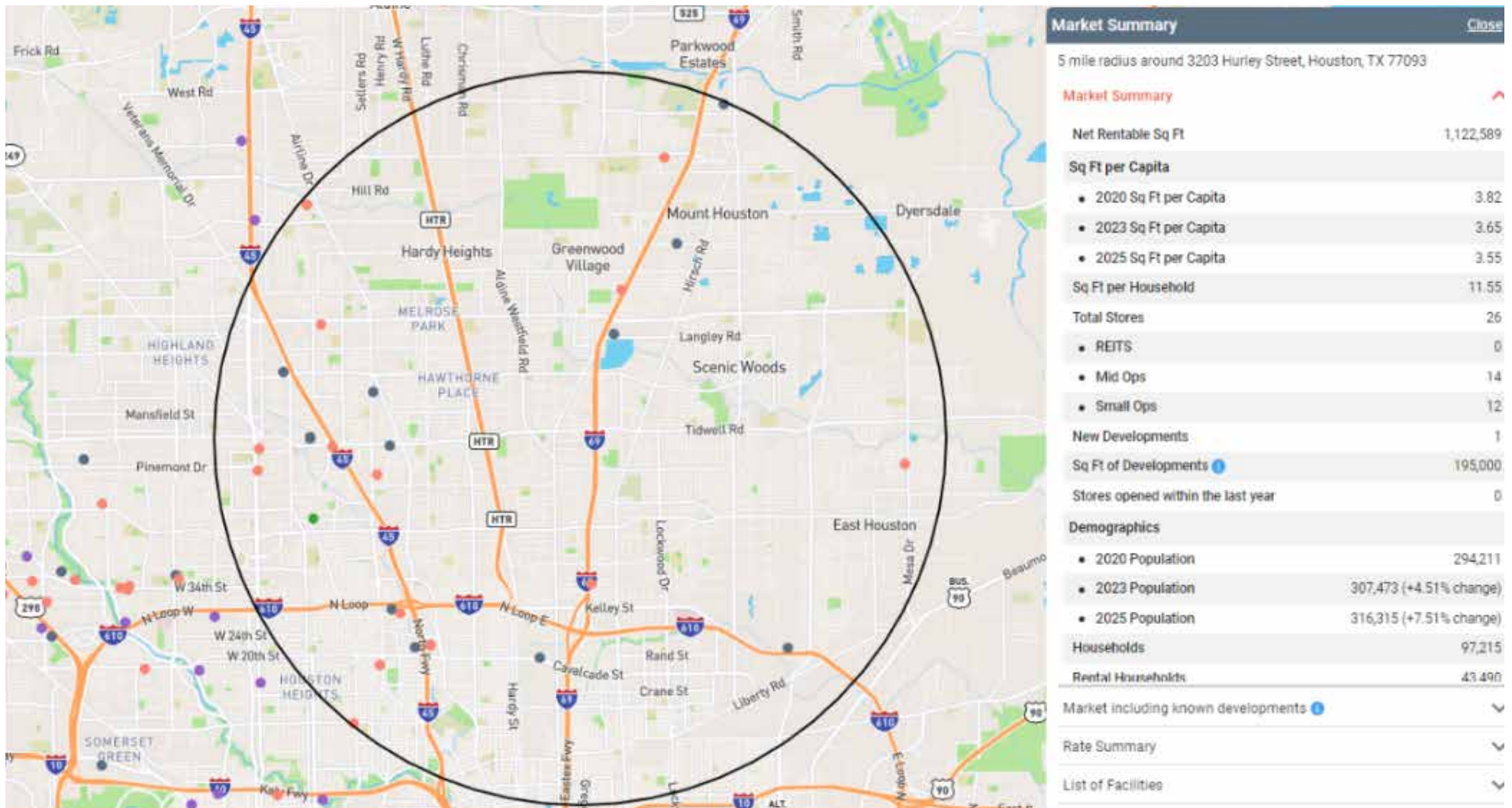
Average facility in this market was originally built 39 years ago.

3 Mile Sqft per Capita



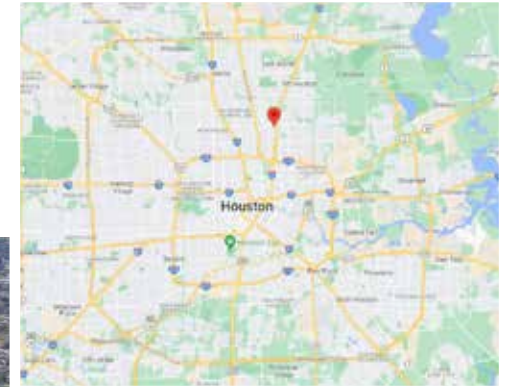
Current Sqft per Capita – 3 Mile	2.52
Sqft per Capita <i><u>Incl. Pipeline</u></i> – 3 Mile	3.44

5 Mile Sqft per Capita

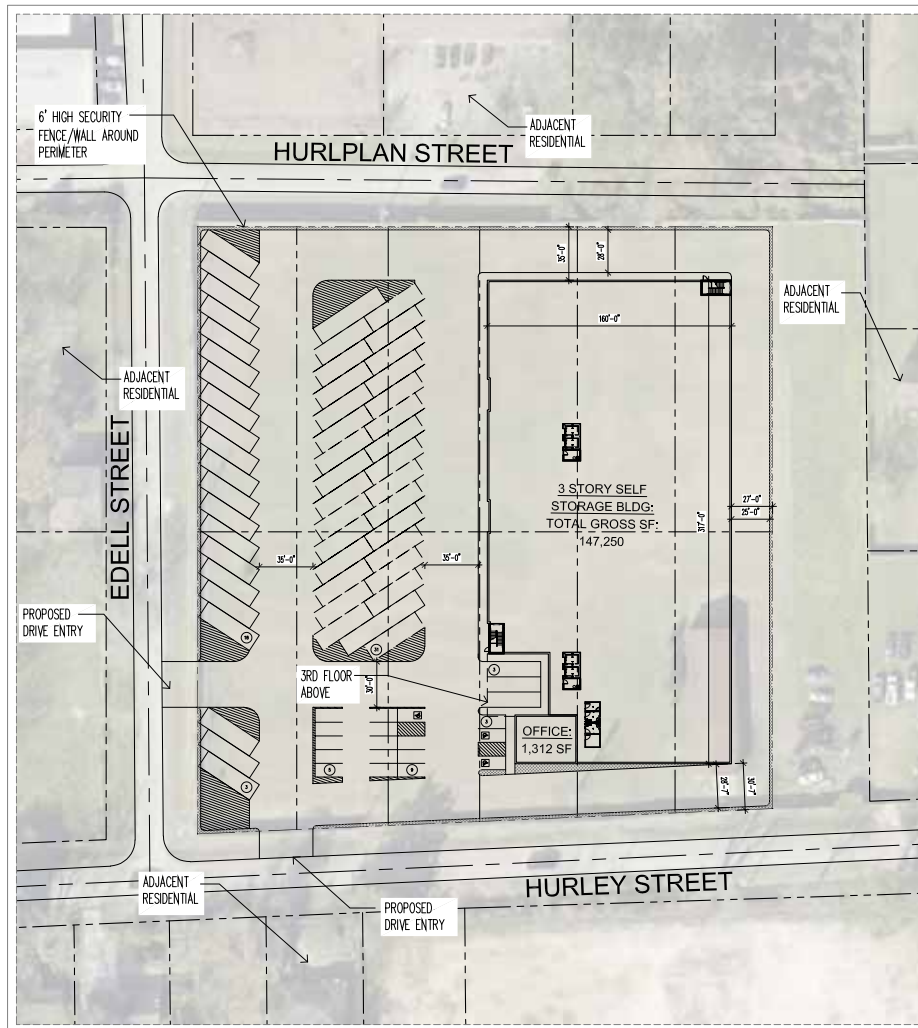


Current Sqft per Capita – 5 Mile	3.65
Sqft per Capita <i>Incl. Pipeline</i> – 5 Mile	4.64

Sample Maps

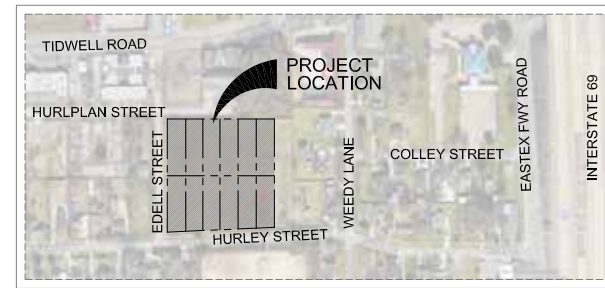


Site Plan



CONCEPTUAL SITE PLAN

SCALE: 1"=70'-0"



VICINITY/LOCUS MAP

SCALE: NTS

PROJECT SUMMARY:
 RC HURLEY STREET SELF STORAGE (HCAD #s: 0670210000046-51, ...58-63)
 -3 STORY BUILDING (LAND AREA: 3.36 AC/146,265 SF)
 ZONING DESIGNATION: INDUSTRIAL AND UNDEVELOPED

1ST FLOOR STORAGE: 47,232 SF
 2ND FLOOR STORAGE: 48,544 SF
 3RD FLOOR STORAGE: 50,162 SF

GROSS STORAGE AREA: 145,938 SF

1ST FLOOR OFFICE: 1,312 SF

TOTAL GROSS BLDG AREA: 147,250 SF

CODE SUMMARY:

ITEM	CODE	PROPOSED
SETBACKS:	25' ACROSS FROM RESID.	27' MINIMUM
PARKING:		
-MINI-WAREHOUSE:	1 SPACE/50 STOR. UNITS	69 SPACES = (17) STANDARD (52) RV SPACES
-LOADING:	NA	3 SPACES
-ADA: 1/25 SPACES:	3 (INCLUDED)	3 SPACES
	APPROX.=1100 UNITS=22	72 TOTAL PROPOSED
BUILDING HEIGHT:	NA	±38'-0"

RC HURLEY ST SELF-STORAGE
 HOUSTON, TX

HCAD #: 0670210000063
 3203 HURLEY STREET
 HOUSTON, TX 77083

JOB NUMBER: PP_23-065
 SCALE: AS NOTED

SCHEME:

A

10/31/23

Magellan
 ARCHITECTURE

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Project Cost, Debt, Equity, IRR, Multiple, Hold Period, Return of Capital Overview

Total Project Cost	\$21,634,059
Total Equity	\$7,571,921
Debt	\$14,062,138
Average Projected IRR	40.9%
Investor Equity Multiple	3.94
Anticipated Hold Period	TBD
Projected Return of Capital	Month 24 +-*

*Depending on market conditions

Project Summary

Developer: YourSpace America, Inc.

Location: 3203 Hurley Streetm Houston, Texas 77093

Property Type: Class A Self Storage

Site Acres: 3.36-acre (146,362 SF)

Units: 1094 Est

Rentable SF: 109,454

Gross SF: 147,250

Total Project Cost: \$26,876,003

Total Equity Required: \$7,571,921

LP Co-Invest: 95%

Sponsor Co-Invest: 5%

TIMING ASSUMPTIONS

Investment Start Date: Dec 1, 2023

Construction Start Date: Q3 2024

Lease-Up Start: Q3 2024

Construction Completion: Q3 2025

Stabilization: Q3 2028

Sale Date: TBD by Investors

FINANCING

Construction Loan: \$14,062,138

Loan to Development Cost: 65%

Interest Rate: 8.0%

Amortization (Months): 360

Term (Months): 60

I/O (Months): 36

SOURCES

Equity - Sponsor: \$378,597

Equity - Investor: \$7,193,324

Construction Financing: \$14,062,138

Total: \$21,634,059

USES

Land: \$1,500,000

Financing Costs: \$296,243

Hard Costs: \$16,040,350

Soft Costs: \$2,454,573

Working Capital Reserve: \$1,342,893

TOTAL: \$21,634,059

Annual Financial Statements and Lease-up

	P&L Year 1 Y/E 1/31/2025	P&L Year 2 Y/E 1/31/2026	P&L Year 3 Y/E 1/31/2027	P&L Year 4 Y/E 1/31/2028	P&L Year 5 Y/E 1/31/2029
PROJECT REVENUES					
Gross Potential Income	-	2,625,600	2,730,624	2,839,849	2,953,443
Vacancy-Storage Units	-	(1,939,200)	(877,344)	(289,004)	(294,264)
Rental Income Before RV/Boat Storage and Concessions on CC units	-	686,400	1,853,280	2,550,845	2,659,178
RV and Boat Storage Gross Potential Income	-	184,080	191,443	199,101	207,065
RV and Boat Storage Vacancy	-	(115,050)	(27,121)	(19,910)	(20,706)
Rental Discounts	-	-	-	-	-
Rental Concessions	-	(173,360)	(267,696)	(340,747)	(355,007)
Net Rental Income Before Other Income/Credit Loss	-	582,070	1,749,906	2,389,289	2,490,530
Retail Sales/Late Fees	-	46,566	139,992	191,143	199,242
Credit Loss	-	(18,859)	(56,697)	(77,413)	(80,693)
Insurance Income	-	17,160	44,550	58,960	59,100
Total Project Revenues	-	626,937	1,877,752	2,561,979	2,668,179
OPERATING EXPENSES					
Personnel Expense	-	100,000	102,500	105,063	107,689
Utility Expense	-	60,199	61,704	63,247	64,828
R&M Expense	-	18,000	18,450	18,911	19,384
Other Operating Expense	-	25,000	25,625	26,266	26,922
Credit Card Charges	-	9,404	28,166	38,430	40,023
Marketing Expense	-	35,000	35,875	36,772	37,691
Property Taxes	-	-	-	-	-
Property Taxes New Construction	-	175,000	179,375	183,859	188,456
Property Insurance	-	22,000	22,550	23,114	23,692
Other Non-Controllable Expense	-	10,000	10,250	10,506	10,769
Management Fee Expense	-	37,239	93,888	128,099	133,409
Operating Expense Contingency	-	21,408	26,122	29,165	30,052
Total Property Operating Expenses	-	513,250	604,505	663,431	682,915
Net Operating Income (Loss)	-	113,686	1,273,246	1,898,548	1,985,264

Construction Operations Protocol and Procedures

Overview

One of the primary pillars of a successful development project is the establishment of appropriate project operations protocols and procedures, from general contractor selection to project management and construction draw processing.

General Contractor Selection

YourSpace America, Inc. will only utilize highly reputable general contracting firms, with significant demonstrated experience in building self-storage projects. ARCO Murray – 3rd largest design build general contractor in the US. Significant highly successful experience with ARCO Murray.

Project Insurance Coverage

YSA requires liability insurance, course of construction insurance, and completed operations coverage in place prior to commencement of construction activities.

Project Site Security

The Company requires an alarm system to be operational prior to commencement of construction activities and operating when there is no construction activity at the site.

Online Project Monitoring

A Cluster construction monitoring system will be in place on all projects prior to commencement of construction activities. Access to the Cluster system must be available 24/7 online and must be updated per Company policy. Project investors will have access to the system.

Project Management Conference Calls

The Company requires weekly progress conference calls with ARCO Murray management, and the project site superintendent.

Site Safety

Project safety protocols must always be followed to ensure the safety of all personnel working on a project. Project safety notices must be posted in the site office of the Project Superintendent. All visitors to the site must wear a construction hard hat and a site visitor vest.

Project Schedule

Each project must have a current construction completion schedule which must be approved by the Company prior to construction commencement and must be updated monthly.

Construction and Management

Self-Storage Construction

ARCO Murray

Self-Storage Management

Public Storage

Extra Space

CubeSmart



Contact Us

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