



YourSpace America
SELF-STORAGE



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Tucson Project Rendering



Tucson Project Rendering



Tucson Project Rendering



Executive Summary

Highlights

- 966-unit ground up self-storage facility in Tucson
- Expect approvals in Q4 2023 for Q2 2024 groundbreaking
- 3-story, 129,838 square foot self-storage facility
- Seeking \$6,218,664 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 129,838 GBA, with 96,615 NRSF, with 966 units, and an office of 1,018 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.

Executive Summary

The subject property is located at 980 W. Irvington Road, Tucson, Arizona 85714. The subject property is designed to be built as 129,838 GSF, a 1,018 SF office and 96,615 Net Rentable Area. The business plan for the subject property is to develop a state-of-the-art climate-controlled facility of 129,838 GBA. The site is 2.74 acres (119,212 SF). The subject property will have a state-of-the-art security system. The subject property is located along Interstate Highway 19 and W. Irvington Road at the freeway entrance. Upon completion, the subject property will be the most prominently located, and highest quality self-storage facility in the market. The superb freeway and retail shopping center location, combined with the under-supply in the existing market, and the growing population make the subject property an extremely compelling self-storage investment opportunity.

The three- and five-mile populations are 110,677 and 206,929, respectively. The subject property is in an under-supplied self-storage market. There are no self-storage facilities in the one-mile radius of the subject property, and supply is 5.9 SF per capita in the three-mile radius and 5.49 SF per capita in the five-mile radius. In addition, both the six-mile and seven-mile radius is under-supplied as well with supply of 6.15 SF per capita and 6.17 SF per capita respectively.

After a two-year process of the YSA team working with our consultants and architectural team, a zoning change to allow self-storage use is expected on December 12. The change in use is supported by the planning department and the City of Tucson. Closing is to occur on January 12, 2024. The design team will commence development of the building plans after the zoning change approval is obtained.

The subject property is located at the heart of the SW Tucson trade area with excellent freeway frontage & visibility. There is vested access through the shopping center. The subject property is in a designated Opportunity Zone.

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

Total Project Cost	\$17,767,610
Total Equity	\$6,218,664
Debt	\$11,548,947
Average Projected IRR	33.7%
Investor Equity Multiple	3.24
Anticipated Hold Period	TBD
Projected Return of Capital	Month 24 +-*

*Depending on market conditions

StorTrack Supply Analysis Data



	1-mi	2-mi	3-mi	4-mi	5-mi	6-mi	7-mi
Population	15,305	54,139	110,677	149,638	206,929	259,304	327,232
Per Capita Supply	0	2.03	5.90	6.19	5.49	6.15	2.03

Sample Maps

- Located at the heart of the SW Tucson Trade Area
- Great freeway frontage and visibility
- Vested access through the shopping center
- All utilities in the immediate area
- C-1 zoning
- Same interchange as Tucson Spectrum and The Landing
- Located in a designated Opportunity Zone



Demographics and Traffic Counts

Demographics	3 Miles	15 Minutes
Estimated Population (2020)	116,356	349,878
Avg Household Income (2020)	\$48,759	\$54,618
Households (2020)	35,793	124,781

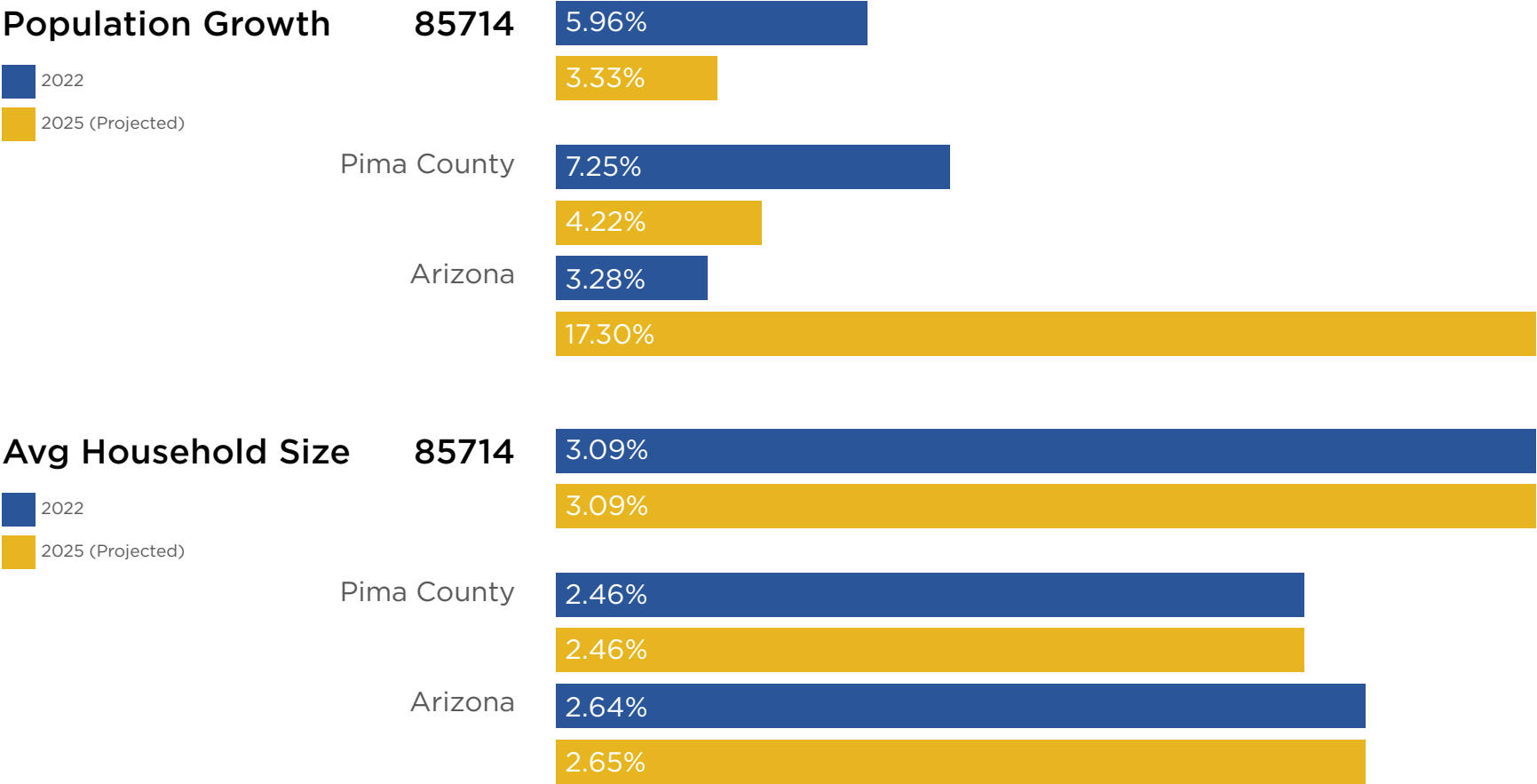
Traffic Counts	Vehicles per Day
I-19, N of Irvington	87,876
I-19, S of Irvington	73,091

Population and Household Size Growth Between 2010 - 2020

These chart shows the percentage change in area's population and household size from 2010 to 2020, compared with other geographies.

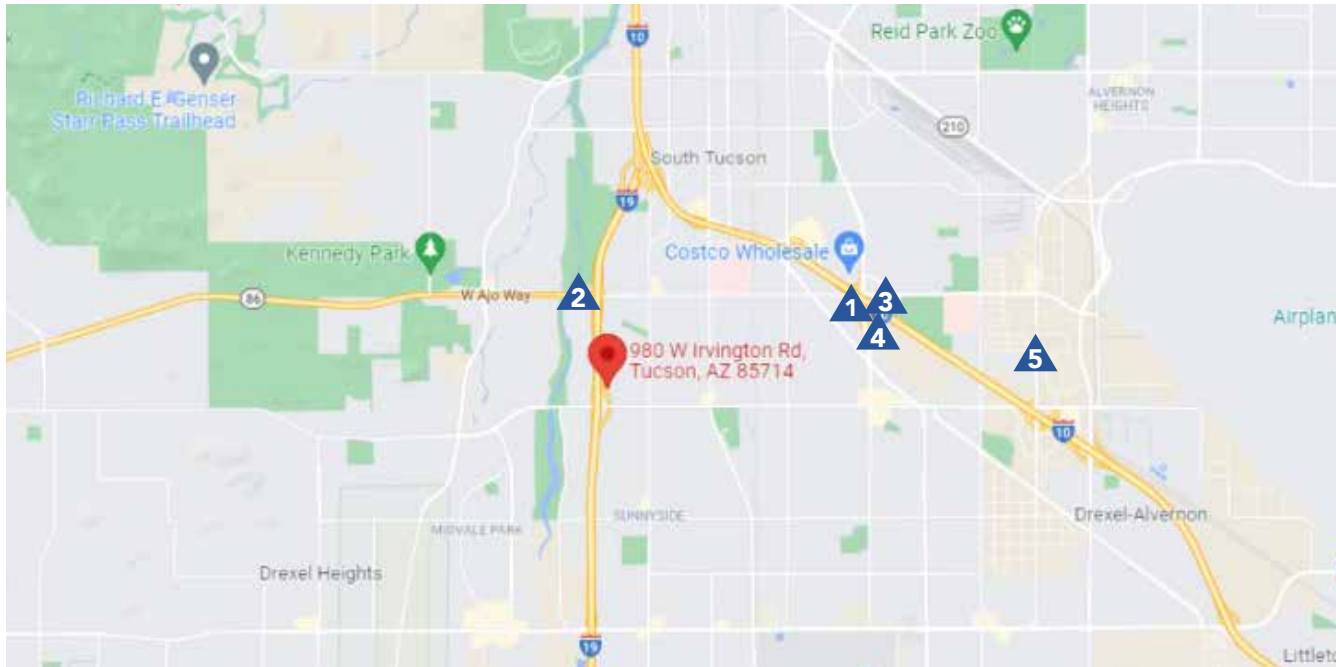
Data Source: US Census American Community Survey via Esri, 2020

Update Frequency: Annually



2021 Estimated Daily Traffic Counts

Realtor Property Resources | Trade Area Report | Tucson, AZ 85714



1	2	3	4	5
92,788	89,758	83,285	83,095	72,695
Street: I-10	Street: I-19	Street: I-10	Street: I-10	Street: I-10
Cross: S Kino Pkwy	Cross: W Ajo Way	Cross: W Ajo Way	Cross: S Kino Pkwy	Cross: S Country Club Rd
Cross Dir: SE	Cross Dir: N	Cross Dir: NW	Cross Dir: NW	Cross Dir: SE
Dist: 0.01 miles	Dist: 0.49 miles	Dist: 0.01 miles	Dist: 0.05 miles	Dist: 0.54 miles

Tucson Market and Demographics Snapshot

Tucson is a city located in Pima County Arizona. Tucson has a 2023 population of 546,019. It is also the county seat of Pima County. Tucson is currently growing at a rate of 0.26% annually and its population has increased by 0.77% since the most recent census, which recorded a population of 541,859 in 2020. According to the United States Census Bureau, as of 2010, the City of Tucson has a land area of 226.71 square miles (587.2 km²). The city's elevation is 2,643ft (806 m) above sea level (as measured at the Tucson International Airport).

The largest universities in Tucson, Arizona are University of Arizona (11,808 degrees awarded in 2021), Pima Community College (3,708 degrees), and Pima Medical Institute-Tucson (1,227 degrees).

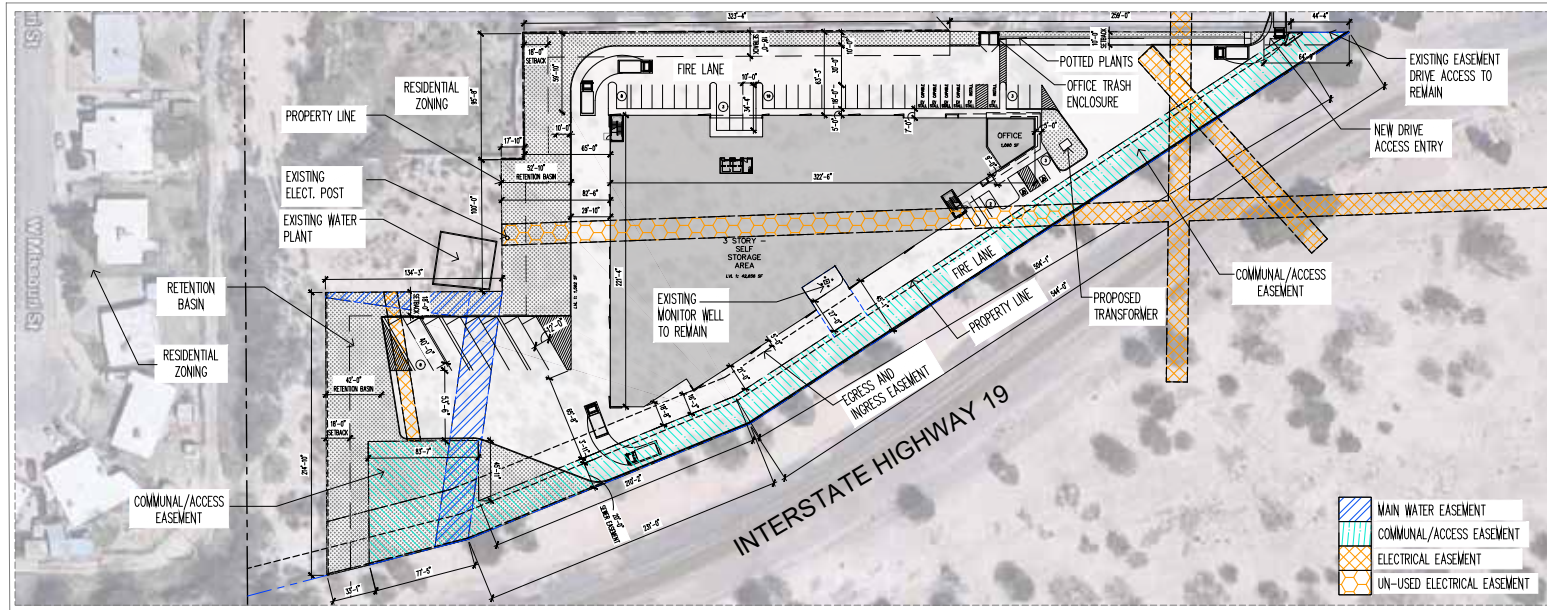
The population in the Tucson Metropolitan Statistical Area (MSA) increased by 1.3% in 2022, bringing the total population to 1,072,298 residents. This growth rate ranked Tucson fourth out of 12 western MSAs.

Much of Tucson's economic development has centered on the development of the University of Arizona, which is the city's largest employer. Davis-Monthan Air Force Base, on the city's southeastern edge, also provides many jobs for Tucson residents. Its presence, as well as the presence of the US Army Intelligence Center (Fort Huachuca, the region's largest employer, in nearby Sierra Vista), has led to the development of many high-technology industries, including government contractors. The city of Tucson is also a major hub for the Union Pacific Railroad's Sunset Route that links the Los Angeles ports with the South/Southeast regions of the country.

Raytheon Missiles and Defense (formerly Hughes Aircraft Co.), Texas Instruments, IBM, Intuit Inc., Universal Avionics, Honeywell Aerospace, Sunquest Information Systems, Sanofi-Aventis, Ventana Medical Systems, Inc., and Bombardier Aerospace all have a large presence in Tucson. Roughly 150 Tucson companies are involved in the design and manufacture of optics and optoelectronics systems, earning Tucson the nickname "Optics Valley". Much of this comes from the Steward Observatory at the University of Arizona, which is one of few locations in the world that can cast the enormous mirrors used in telescopes around the world and in space.

Tourism is another major industry in Tucson. The city's many resorts, hotels, and attractions bring in \$2 billion and over 3.5 million visitors annually.

Site Plan



CONCEPTUAL SITE PLAN

SCALE: 1"=70'-0"



VICINITY/LOCUS MAP

SCALE: NTS

PROJECT SUMMARY: TUCSON SELF STORAGE
PROPERTY ID #: 120052770
ZONING: C-2

LAND AREA:
TOTAL: APPROX 119,212 SF (2.74 ACRES)

3 STORY SELF STORAGE BUILDING:
OFFICE: 1,018 SF

1ST FLOOR STORAGE: 41,638 SF
2ND FLOOR STORAGE: 43,282 SF
3RD FLOOR STORAGE: 43,900 SF
TOTAL STORAGE AREA: 128,820 SF

TOTAL 3 STORY BUILDING AREA 129,838 SF

CODE SUMMARY (SELF SERVICE STORAGE - ACCEPTABLE USE IN C-2):

ITEM	CODE (REQUIRED)	PROPOSED
SETBACKS:		
RESIDENTIAL = 1.5 X BLDG HT. (12')=	18'-0"	18'-0"
RESIDENTIAL = 1.5 X BLDG HT. (40')=	60'-0"	60'-0"
S&W = 10'-0" TYP. =	10'-0"	10'-0"
INTERIOR STORAGE =	40'-0"	40'-0"
EXTERIOR STORAGE =	12'-0"	12'-0"
PARKING:		
1 PER 4,000 SF PERSONAL STORAGE=	33 SPACES	33 SPACES
2 PER OFFICE SPACE=	2 SPACES	2 SPACES
2 COVERED LOADING OVER 50,000 SF=	2 SPACES	3 SPACES
RV PARKING =	N/A	8 SPACES
TOTAL PARKING:	37 SPACES	46 SPACES
2 BICYCLE PARKING SPACES REQUIRED:	2 SPACES	2 BIKE SPACES
ADA STALLS: 1/25 SPACES =	2 SPACES	2 SPACES
EV CAPABLE STALL=	10%	4 SPACES
EV INSTALL STALL=	5%	2 SPACES
MAX BLDG COVERAGE:	N/A	38%
MAX FAR:	NO LIMIT	N/A
MIN LANDSCAPE AREA:	ADJ. STREET - 10'-0"	PER CODE
	ADJ. RESIDENTIAL - 10'-0"	PER CODE

TUCSON SELF-STORAGE
TUCSON, AZ

PROPERTY ID #: 120052770
960 W IRVINGTON ROAD
TUCSON, AZ 85714

JOB NUMBER: CA 22-043
SCALE: AS NOTED

SCHEME:

F

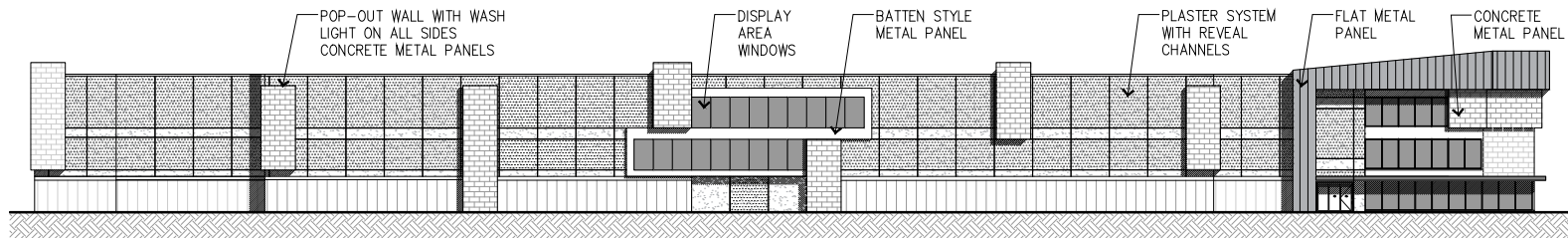
09/08/23

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ARCHITECTURE

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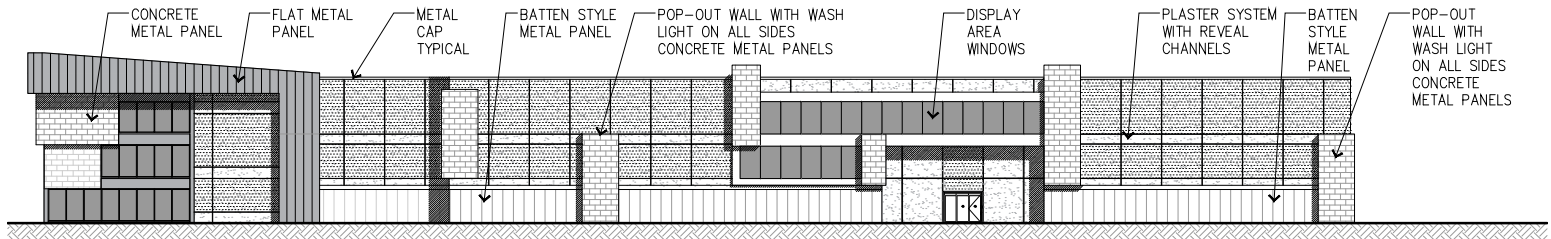
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Elevations



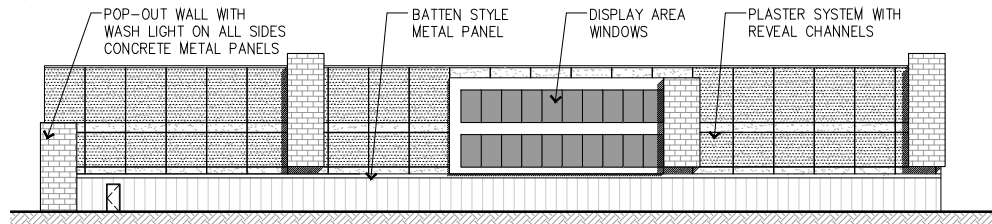
A SOUTH ELEVATION

SCALE: NTS



B NORTH ELEVATION

SCALE: NTS



C WEST ELEVATION

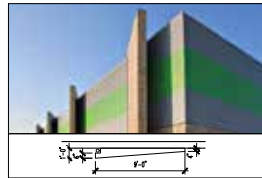
SCALE: NTS



THE CONCRETE SERIES
CONCRETE METAL PANEL



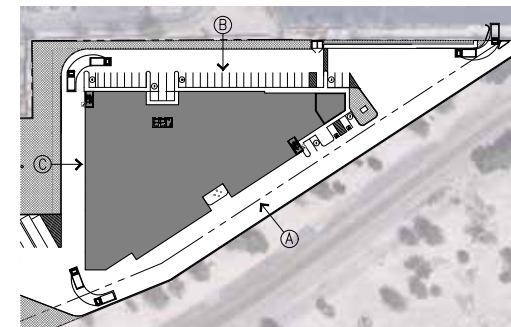
THE DESIGNER SERIES
COLOR FLAT METAL PANEL



ANGLE WALL WITH WASH
LIGHT ON ONE SIDE



BATTEN STYLE METAL PANEL



SITE PLAN

SCALE: 1"=70'-0"

Magellan
ARCHITECTURE
10540 Taber Avenue, Suite 175
Fountain Valley, California 92708

TUCSON SELF-STORAGE
TUCSON, AZ
PROPERTY ID #: 120052770
980 W. IRVINGTON ROAD
TUCSON, AZ 85714

SCHEMI

A

Project Summary

Developer: YourSpace America, Inc.

Location: 980 W. Irvington Road, Tucson, Arizona 85714

Property Type: Class A Self Storage

Site Acres: 2.74-acres (119,212 SF)

Units: 966 Est

Rentable SF: 96,615

Gross SF: 129,838

Total Project Cost: \$26,876,003

Total Equity Required: \$6,218,664

LP Co-Invest: 95%

Sponsor Co-Invest: 5%

TIMING ASSUMPTIONS

Investment Start Date: Dec 15, 2023

Construction Start Date: Q2 2024

Lease-Up Start: Q2 2025

Construction Completion: Q2 2025

Stabilization: Q2 2028

Sale Date: TBD by Investors: 48-120 Months

FINANCING

Construction Loan: \$11,548,947

Loan to Development Cost: 65%

Interest Rate: 8.0%

Amortization (Months): 360

Term (Months): 60

I/O (Months): 36

SOURCES

Equity - Sponsor: \$310,934

Equity - Investor: \$5,907,730

Construction Financing: \$11,548,947

Total: \$17,767,610

USES

Land: \$725,000

Financing Costs: \$173,234

Hard Costs: \$12,983,800

Soft Costs: \$2,381,761

Working Capital Reserve: \$1,503,814

TOTAL: \$17,767,610

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	-	2,086,560	2,190,888	2,300,432	2,415,454
Vacancy-Storage Units	-	(1,539,000)	(701,946)	(235,759)	(242,546)
Rental Income Before RV/Boat Storage and Concessions on CC units	-	547,560	1,488,942	2,064,674	2,172,908
RV and Boat Storage Gross Potential Income	-	-	-	-	-
RV and Boat Storage Vacancy	-	-	-	-	-
Rental Discounts	-	-	-	-	-
Rental Concessions	-	(138,294)	(214,666)	(275,528)	(289,804)
Net Rental Income Before Other Income/Credit Loss	-	409,266	1,274,276	1,789,146	1,883,104
Retail Sales/Late Fees	-	32,741	101,942	143,132	150,648
Credit Loss	-	(13,260)	(41,287)	(57,968)	(61,013)
Insurance Income	-	14,259	36,928	48,769	48,881
Total Project Revenues	-	443,006	1,371,859	1,923,078	2,021,621
OPERATING EXPENSES					
Personnel Expense	-	100,000	102,500	105,063	107,689
Utility Expense	-	53,138	54,467	55,828	57,224
R&M Expense	-	12,000	12,300	12,608	12,923
Other Operating Expense	-	20,000	20,500	21,013	21,538
Credit Card Charges	-	6,645	20,578	28,846	30,324
Marketing Expense	-	50,000	51,250	52,531	53,845
Property Taxes	-	-	-	-	-
Property Taxes New Construction	-	140,000	143,500	147,088	150,765
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	-	29,919	68,593	96,154	101,081
Operating Expense Contingency	-	20,629	23,989	26,528	27,380
Total Property Operating Expenses	-	464,332	530,477	579,277	597,229
Net Operating Income (Loss)	-	(21,326)	841,382	1,343,801	1,424,392

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



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