

MARKET FEASIBILITY REPORT

Universal Planning and Development, LLC

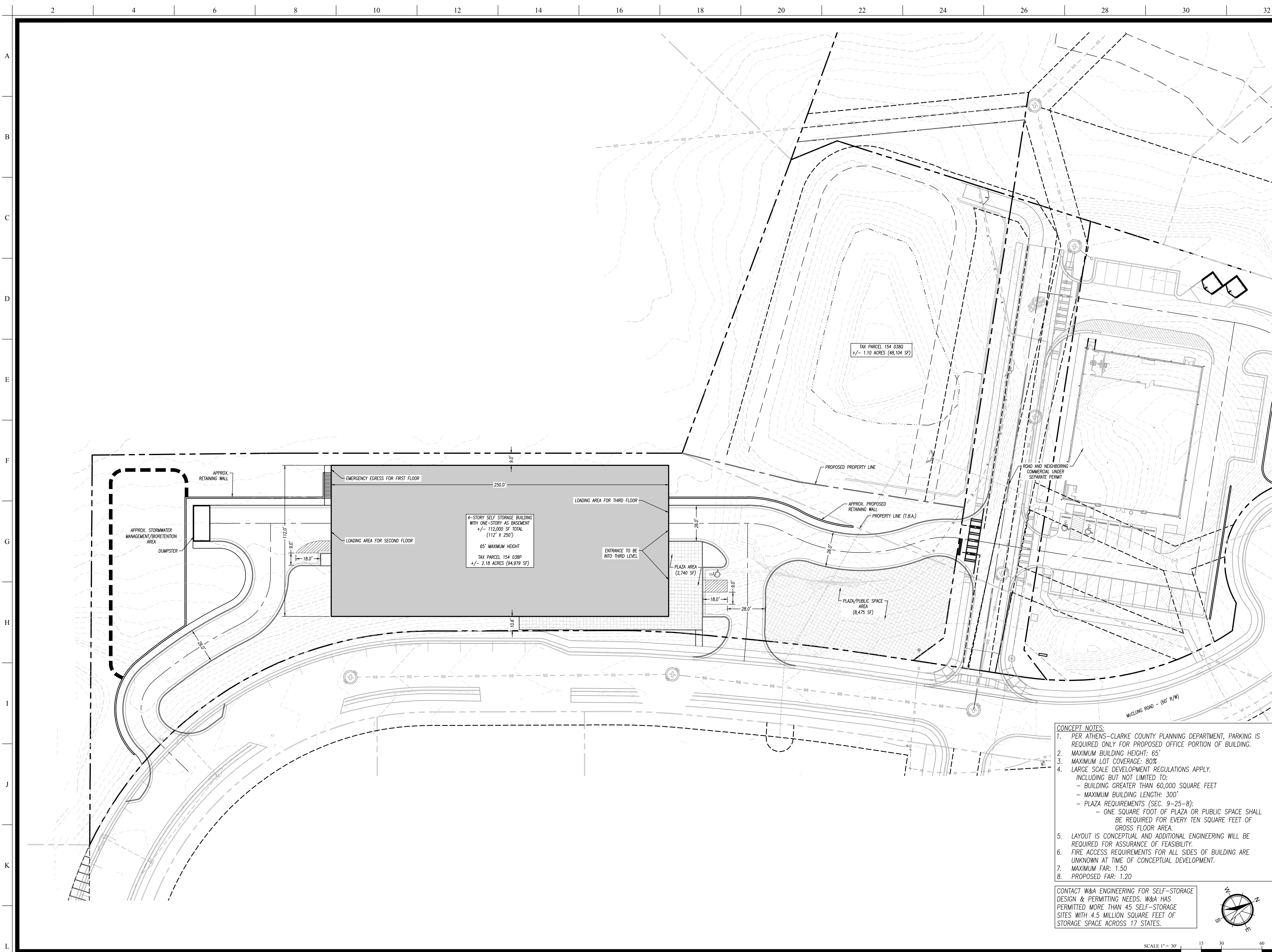


Athens, GA
January, 2025



Google Earth

Image Landsat / Copernicus



**W&A
ENGINEERING**

CIVIL ENGINEERING | LANDSCAPE ARCHITECTURE
LAND SURVEYING | TRAFFIC ENGINEERING
ECONOMIC DEVELOPMENT

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ALL DRAWINGS SHALL REMAIN THE PROPERTY OF W&A ENGINEERING.
THESE INSTRUMENTS OF SERVICE ARE TO BE USED ONLY FOR THIS
SPECIFIC PROJECT. W&A ENGINEERING SHALL RETAIN ALL LEGAL
RIGHTS TO THE USE OF THE INSTRUMENTS OF SERVICE AND SHALL
RETAIN FULL PROTECTION UNDER UNITED STATES COPYRIGHT LAW.

McCLUNG RD

ATHENS-CLARKE COUNTY, GEORGIA

+/-2.14 ACRES (93,151 SF)

Know what's below.
Call before you dig.

REVISIONS	
DATE	COMMENT

FOR REVIEW ONLY

INITIAL SUB. DATE: ----

ISSUANCE DATE: ----

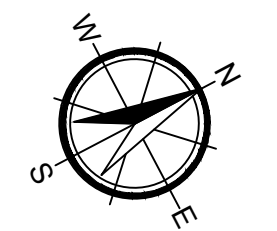
W&A PROJECT #: 230240

**SELF STORAGE
EXHIBIT**

EXHIBIT

- CONCEPT NOTES:**
- PER ATHENS-CLARKE COUNTY PLANNING DEPARTMENT, PARKING IS REQUIRED ONLY FOR PROPOSED OFFICE PORTION OF BUILDING.
 - MAXIMUM BUILDING HEIGHT: 65'
 - MAXIMUM LOT COVERAGE: 80%
 - LARGE SCALE DEVELOPMENT REGULATIONS APPLY.
INCLUDING BUT NOT LIMITED TO:
 - BUILDING GREATER THAN 60,000 SQUARE FEET
 - MAXIMUM BUILDING LENGTH: 300'
 - PLAZA REQUIREMENTS (SEC. 9-25-8):
 - ONE SQUARE FOOT OF PLAZA OR PUBLIC SPACE SHALL BE REQUIRED FOR EVERY TEN SQUARE FEET OF GROSS FLOOR AREA.
 - LAYOUT IS CONCEPTUAL AND ADDITIONAL ENGINEERING WILL BE REQUIRED FOR ASSURANCE OF FEASIBILITY.
 - FIRE ACCESS REQUIREMENTS FOR ALL SIDES OF BUILDING ARE UNKNOWN AT TIME OF CONCEPTUAL DEVELOPMENT.
 - MAXIMUM FAR: 1.50
 - PROPOSED FAR: 1.20

CONTACT W&A ENGINEERING FOR SELF-STORAGE
DESIGN & PERMITTING NEEDS. W&A HAS
PERMITTED MORE THAN 45 SELF-STORAGE
SITES WITH 4.5 MILLION SQUARE FEET OF
STORAGE SPACE ACROSS 17 STATES.



SCALE 1" = 30' 15' 30' 60'

EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

The following is a recap of each section, and a summary of the details provided. We have provided a quick review along with any conclusions.

LOCATION SUMMARY

The location for the subject property is in an area of expanding residential and commercial properties, there is 2,000 confirmed apartment units in development within a 1 mile of the site as well as next door to the location. The site is just off 29 which is a major Thorofare and across from a shopping center with a major supermarket and is withing multiple major roads for the area. Drive By traffic is going to be very strong. as A multi-story elevation will help with visibility and serve the community.

For the purposes of this report, I have analyzed this location as a 5-mile radius.

There are fifteen (15) existing competitors reviewed for my study. Current facilities enjoy a high level of occupancy, in most cases more than 85%, and have maintained and grown the occupancies as the area has grown. Most of the competition is older first-generation type storage that does not offer features that current customers are looking for in a self-storage facility. There currently appears to be a higher demand for storage.

DEMOGRAPHICS

The total number of people in the 5-mile radius is 76,464 with projected growth of 3.89% (the national average is 3%), the population will increase to 79,435 in five years. The average income, at \$64,685 is higher than generally accepted industry target matrix of \$50,000. The average age is 33, which is slightly below the 34-40 target.

ABSORPTION

Each table is Identical reflecting each of the three chosen radii, (or the singly polygon, if provided). The top half reflects the calculation today for square foot per person (SFPP). The line below shows the same information you your proposed project. Below are projections five years out for your project and then with all know development project.

Of the subject facilities, eleven (11) are ranked “B” grade or better. The absorption analysis for “B” grade or better properties shows availability ranging from **8.47 square feet per person (SFPP)** which for this market is **at** equilibrium, to approximately **9.21 SFPP**, in five years with all proposed product, which for this area is **slightly above** what is considered equilibrium. Again, equilibrium is met when there is as much demand as there is available product. When there is more product than estimated demand (rentable square feet) a market is above equilibrium. Equilibrium in the United States runs between eight and nine square feet per person. When looking at only available air-conditioned space the absorption goes from **5.55 SFPP** currently to **6.40 SFPP** feet per person in five years with the new proposed product, which is **below** anticipated equilibrium. This is one of the metrics that would support additional air-conditioned storage. Overall absorption is currently at **10.85 SFPP** will only **increase** in 5 years with all new products to **11.50 SFPP**.

FINANCIALS

The financial projections, a proforma of operating income, are based on the proposed 112,000 gross square foot building of 100% climate-controlled self-storage units. Without a specific unit mix, an estimated 75% efficiency would yield approximately 84,000 net rentable square feet. Based on an average of the current rates available a target of \$20.50 per foot per year was applied. This would yield a monthly gross potential income of \$143,500.

The “years 1-3 by Month” indicates a start date of July 2026, if this project was to obtain all approvals within the next 6 months and a building permit is issued no later than June 2025. Allowing for a 12-month construction period. I used an average of 3% per month for the first three years for the rent-up projection. Stabilized occupancy of 90% is achieved in year three.

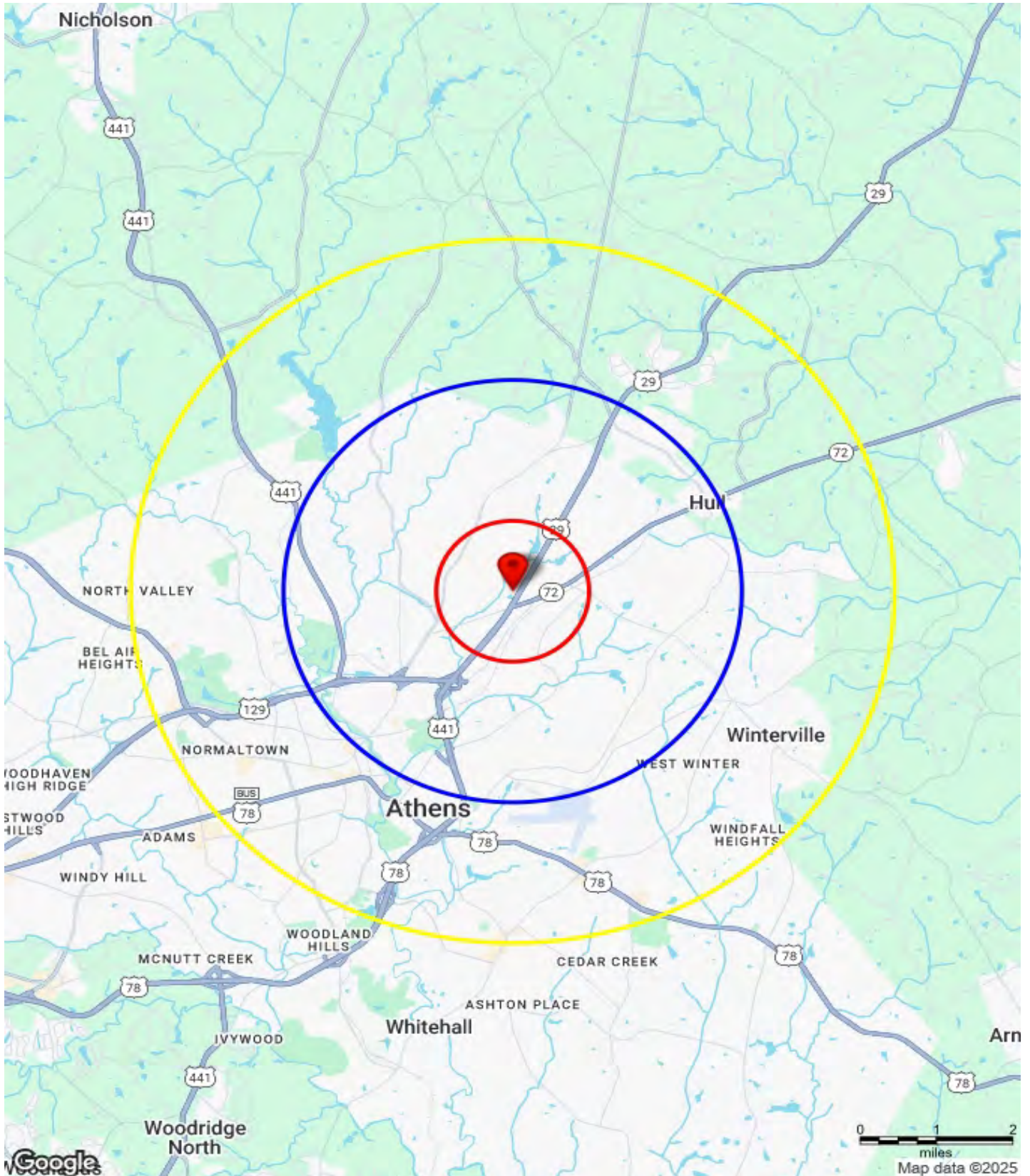
The expense summary includes all current knowledge of operation costs. Noted in light blue are those expenses for which I do not have specific information, and which could ultimately impact on the expense totals.

“Years 1-7 Annual” tab is a summary of all sheets and reflects a projected net operation income over the next seven years. No numbers for debt service are included as I have no knowledge of any financing or equity plans.

CONCLUSION

The Athens area is a growing market with multiple colleges having campuses in the area that feed a growing business sector as well as full time students at entry level school before transferring to UGA. There are permeant residents that rent apartments on an annual basis instead of dorm living. This site will have excellent visibility and drive by traffic that will help with lease up as more sites are off the main roads. The site is positioned to serve the area.

DEMOGRAPHICS





115 McClung Rd, Athens, GA 30601

STI: PopStats Population Summary

STI: PopStats Population Summary	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Population						
2034 Forecast	748		23,880		83,361	
2029 Projection	706		22,598		79,435	
2024 Estimate	674		21,608		76,464	
2020 Census	514		21,468		75,398	
Growth 2034-2029	5.93%		5.67%		4.94%	
Growth 2029-2024	4.71%		4.58%		3.89%	
Growth 2024-2020	31.21%		0.65%		1.41%	
2024 Estimated Population by Ethnicity	674		21,608		76,464	
White	242	36%	8,872	41%	43,246	57%
Black	262	39%	8,833	41%	21,111	28%
Asian	1	0%	251	1%	2,229	3%
Other	169	25%	3,651	17%	9,878	13%
2024 Estimated Population Hispanic or Latino	213		4,086		9,829	
2024 Estimated Total Population by Age	674		21,608		76,464	
Age 0 to 4	38	6%	1,272	6%	4,073	5%
Age 5 to 14	85	13%	2,375	11%	6,680	9%
Age 14 to 18	37	5%	1,203	6%	4,647	6%
Age 18 to 22	35	5%	1,902	9%	9,656	13%
Age 22 to 25	26	4%	1,923	9%	10,563	14%
Age 25 to 30	46	7%	1,641	8%	5,607	7%
Age 30 to 35	47	7%	1,676	8%	6,054	8%
Age 35 to 40	49	7%	1,379	6%	4,531	6%
Age 40 to 45	47	7%	1,293	6%	3,948	5%
Age 45 to 50	41	6%	1,136	5%	3,459	5%
Age 50 to 55	38	6%	1,013	5%	3,114	4%
Age 55 to 60	42	6%	1,055	5%	3,014	4%
Age 60 to 65	40	6%	1,077	5%	2,998	4%
Age 65 to 70	34	5%	952	4%	2,751	4%
Age 70 to 75	26	4%	708	3%	2,174	3%
Age 75 to 80	21	3%	511	2%	1,568	2%
Age 80 to 85	13	2%	281	1%	919	1%
Age 85 and over	8	1%	211	1%	710	1%
2024 Median Age	37.2		31.5		27.3	
2024 Average Age	38.4		35.5		33.6	
2024 Estimated Population Age 25+ by Educational Attainment	453		12,932		40,846	
Less than 9th grade	60	13%	848	7%	1,876	5%
Some High School, no diploma	59	13%	1,517	12%	3,501	9%
High School Graduate (or GED)	143	32%	3,776	29%	9,540	23%
Some College, no degree	84	19%	2,717	21%	7,277	18%
Associate Degree	22	5%	754	6%	2,576	6%
Bachelor's Degree	42	9%	2,009	16%	8,356	20%



115 McClung Rd, Athens, GA 30601

STI: PopStats Population Summary

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		%		%		%
Master's Degree	33	7%	875	7%	4,674	11%
Professional School Degree	5	1%	114	1%	1,148	3%
Doctorate Degree	4	1%	323	2%	1,897	5%



115 McClung Rd, Athens, GA 30601

STI: PopStats Household Summary

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		%		%		%
Households						
2034 Forecast	272		9,267		31,772	
2029 Projection	256		8,766		30,098	
2024 Estimate	244		8,377		28,858	
2020 Census	191		8,307		28,417	
Growth 2034-2029	6.13%		5.72%		5.56%	
Growth 2029-2024	4.71%		4.64%		4.30%	
Growth 2024-2020	28.14%		0.84%		1.55%	
Population in Households						
2034 Forecast	740		23,670		74,130	
2029 Projection	698		22,388		70,216	
2024 Estimate	666		21,395		67,249	
Average Household Size						
2034 Forecast	2.73		2.55		2.33	
2029 Projection	2.73		2.55		2.33	
2024 Estimated	2.73		2.55		2.33	
2024 Estimated Families by Number of Workers in Family	138		4,459		13,316	
No workers	22	16%	650	15%	1,707	13%
1 worker	48	35%	1,704	38%	5,138	39%
2 workers	42	31%	1,673	38%	5,369	40%
3 or more workers	26	19%	432	10%	1,101	8%
2024 Estimated Housing Units by Tenure	259		8,920		31,182	
Vacant Housing Units	14	6%	544	6%	2,324	7%
Occupied Housing Units	244	94%	8,377	94%	28,858	93%
Owner-Occupied	123	48%	3,423	38%	10,417	33%
Renter-Occupied	121	47%	4,954	56%	18,440	59%
2024 Estimated Per Capita Income	\$ 20,079		\$ 21,197		\$ 25,320	



115 McClung Rd, Athens, GA 30601

Current Year Estimated Population by Age and Sex

Current Year Estimated Population by Age and Sex	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Current Year Estimated Total Population	674		21,608		76,464	
Age 0 to 4	38	6%	1,272	6%	4,073	5%
Age 5 to 14	85	13%	2,375	11%	6,680	9%
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Age 18 to 22	35	5%	1,902	9%	9,656	13%
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Age 25 to 30	46	7%	1,641	8%	5,607	7%
Age 30 to 35	47	7%	1,676	8%	6,054	8%
Age 35 to 40	49	7%	1,379	6%	4,531	6%
Age 40 to 45	47	7%	1,293	6%	3,948	5%
Age 45 to 50	41	6%	1,136	5%	3,459	5%
Age 50 to 55	38	6%	1,013	5%	3,114	4%
Age 55 to 60	42	6%	1,055	5%	3,014	4%
Age 60 to 65	40	6%	1,077	5%	2,998	4%
Age 65 to 70	34	5%	952	4%	2,751	4%
Age 70 to 75	26	4%	708	3%	2,174	3%
Age 75 to 80	21	3%	511	2%	1,568	2%
Age 80 to 85	13	2%	281	1%	919	1%
Age 85 and over	8	1%	211	1%	710	1%
Median Age	37.2		31.5		27.3	
Average Age	38.4		35.5		33.6	



115 McClung Rd, Athens, GA 30601

Current Year Estimated Population by Age and Sex

Current Year Estimated Population by Age and Sex	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Current Year Estimated Male Population	341		10,520		35,984	
Age 0 to 4	20	6%	648	6%	2,078	6%
Less than 1	4	1%	128	1%	517	1%
Age 1	3	1%	133	1%	401	1%
Age 2	4	1%	127	1%	390	1%
Age 3	5	1%	123	1%	379	1%
Age 4	4	1%	125	1%	380	1%
Age 5 to 14	43	13%	1,184	11%	3,332	9%
Age 5	4	1%	142	1%	372	1%
Age 6	3	1%	112	1%	386	1%
Age 7	7	2%	146	1%	391	1%
Age 8	5	2%	125	1%	357	1%
Age 9	6	2%	121	1%	361	1%
Age 10	5	1%	125	1%	369	1%
Age 11	5	1%	142	1%	388	1%
Age 12	3	1%	121	1%	359	1%
Age 13	5	1%	151	1%	349	1%
Age 14 to 18	18	5%	595	6%	2,431	7%
Age 14	4	1%	178	2%	913	3%
Age 15	5	1%	144	1%	553	2%
Age 16	6	2%	130	1%	598	2%
Age 17	3	1%	144	1%	367	1%
Age 18 to 22	18	5%	951	9%	4,339	12%
Age 18	4	1%	135	1%	403	1%
Age 19	3	1%	164	2%	1,074	3%
Age 20	6	2%	299	3%	1,486	4%
Age 21	4	1%	352	3%	1,375	4%
Age 22 to 25	14	4%	969	9%	4,442	12%
Age 25 to 30	25	7%	833	8%	2,720	8%
Age 30 to 35	25	7%	814	8%	2,945	8%
Age 35 to 40	26	8%	669	6%	2,218	6%
Age 40 to 45	26	8%	629	6%	1,934	5%
Age 45 to 50	22	6%	582	6%	1,730	5%
Age 50 to 55	19	5%	488	5%	1,531	4%
Age 55 to 60	21	6%	505	5%	1,418	4%
Age 60 to 65	20	6%	522	5%	1,395	4%
Age 65 to 70	16	5%	428	4%	1,252	3%
Age 70 to 75	13	4%	308	3%	959	3%
Age 75 to 80	9	3%	203	2%	650	2%
Age 80 to 85	5	2%	118	1%	382	1%
Age 85 and over	3	1%	74	1%	227	1%
Male Median Age	36.5		30.5		27.5	
Male Average Age	37.6		34.5		33.1	



115 McClung Rd, Athens, GA 30601

Current Year Estimated Population by Age and Sex

Current Year Estimated Population by Age and Sex	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Current Year Estimated Female Population	334		11,087		40,480	
Age 0 to 4	19	6%	624	6%	1,995	5%
Less than 1	4	1%	125	1%	490	1%
Age 1	5	1%	128	1%	395	1%
Age 2	3	1%	127	1%	380	1%
Age 3	3	1%	114	1%	353	1%
Age 4	4	1%	131	1%	376	1%
Age 5 to 14	43	13%	1,190	11%	3,348	8%
Age 5	5	1%	146	1%	411	1%
Age 6	6	2%	144	1%	426	1%
Age 7	5	2%	124	1%	356	1%
Age 8	4	1%	122	1%	338	1%
Age 9	5	1%	128	1%	365	1%
Age 10	4	1%	151	1%	394	1%
Age 11	7	2%	146	1%	383	1%
Age 12	3	1%	111	1%	327	1%
Age 13	4	1%	119	1%	348	1%
Age 14 to 18	19	6%	608	5%	2,215	5%
Age 14	4	1%	161	1%	614	2%
Age 15	5	1%	122	1%	568	1%
Age 16	4	1%	151	1%	494	1%
Age 17	6	2%	174	2%	538	1%
Age 18 to 22	17	5%	951	9%	5,317	13%
Age 18	5	1%	137	1%	437	1%
Age 19	4	1%	165	1%	890	2%
Age 20	5	1%	322	3%	1,849	5%
Age 21	4	1%	328	3%	2,142	5%
Age 22 to 25	12	4%	955	9%	6,121	15%
Age 25 to 30	21	6%	808	7%	2,887	7%
Age 30 to 35	23	7%	861	8%	3,109	8%
Age 35 to 40	23	7%	710	6%	2,313	6%
Age 40 to 45	21	6%	664	6%	2,013	5%
Age 45 to 50	19	6%	554	5%	1,728	4%
Age 50 to 55	20	6%	525	5%	1,583	4%
Age 55 to 60	21	6%	550	5%	1,596	4%
Age 60 to 65	20	6%	555	5%	1,603	4%
Age 65 to 70	18	5%	524	5%	1,498	4%
Age 70 to 75	13	4%	401	4%	1,215	3%
Age 75 to 80	12	4%	308	3%	918	2%
Age 80 to 85	7	2%	163	1%	537	1%
Age 85 and over	5	1%	137	1%	483	1%
Female Median Age	38.0		32.4		27.2	
Female Average Age	39.2		36.3		34.1	



115 McClung Rd, Athens, GA 30601

Five Year Projected Population by Age and Sex

Five Year Projected Population by Age and Sex	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Five Year Projected Total Population	706		22,598		79,435	
Age 0 to 4	38	5%	1,257	6%	3,937	5%
Age 5 to 14	77	11%	2,330	10%	7,142	9%
Age 14 to 18	41	6%	1,225	5%	4,822	6%
Age 18 to 22	40	6%	1,991	9%	9,818	12%
Age 22 to 25	28	4%	2,023	9%	10,658	13%
Age 25 to 30	45	6%	1,300	6%	4,098	5%
Age 30 to 35	47	7%	1,646	7%	5,302	7%
Age 35 to 40	50	7%	1,711	8%	6,072	8%
Age 40 to 45	49	7%	1,388	6%	4,539	6%
Age 45 to 50	48	7%	1,310	6%	3,978	5%
Age 50 to 55	41	6%	1,142	5%	3,469	4%
Age 55 to 60	39	6%	1,006	4%	3,091	4%
Age 60 to 65	41	6%	1,042	5%	2,982	4%
Age 65 to 70	38	5%	1,029	5%	2,885	4%
Age 70 to 75	33	5%	896	4%	2,565	3%
Age 75 to 80	23	3%	629	3%	1,939	2%
Age 80 to 85	17	2%	411	2%	1,252	2%
Age 85 and over	11	2%	264	1%	884	1%
Median Age	38.8		33.6		29.1	
Average Age	39.8		36.7		34.7	
Five Year Projected Male Population	356		11,012		37,448	
Age 0 to 4	19	5%	642	6%	2,013	5%
Less Than 1	4	1%	128	1%	514	1%
Age 1	4	1%	131	1%	376	1%
Age 2	3	1%	124	1%	375	1%
Age 3	4	1%	119	1%	365	1%
Age 4	4	1%	125	1%	368	1%
Age 5 to 14	40	11%	1,179	11%	3,611	10%
Age 5	4	1%	144	1%	407	1%
Age 6	3	1%	108	1%	422	1%
Age 7	6	2%	138	1%	412	1%
Age 8	5	1%	121	1%	380	1%
Age 9	5	2%	127	1%	393	1%
Age 10	5	1%	124	1%	400	1%
Age 11	4	1%	141	1%	430	1%
Age 12	2	1%	124	1%	394	1%
Age 13	5	1%	152	1%	373	1%
Age 14 to 18	20	6%	600	5%	2,502	7%
Age 14	5	1%	179	2%	931	2%
Age 15	6	2%	145	1%	567	2%
Age 16	6	2%	131	1%	620	2%
Age 17	3	1%	145	1%	384	1%
Age 18 to 22	20	6%	992	9%	4,409	12%
Age 18	4	1%	144	1%	421	1%
Age 19	4	1%	173	2%	1,076	3%
Age 20	7	2%	309	3%	1,507	4%
Age 21	4	1%	365	3%	1,406	4%



115 McClung Rd, Athens, GA 30601

Five Year Projected Population by Age and Sex

Five Year Projected Population by Age and Sex	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Age 22 to 25	14	4%	1,016	9%	4,487	12%
Age 25 to 30	23	7%	658	6%	2,021	5%
Age 30 to 35	26	7%	836	8%	2,601	7%
Age 35 to 40	26	7%	836	8%	2,957	8%
Age 40 to 45	25	7%	671	6%	2,215	6%
Age 45 to 50	26	7%	639	6%	1,949	5%
Age 50 to 55	21	6%	582	5%	1,724	5%
Age 55 to 60	19	5%	482	4%	1,506	4%
Age 60 to 65	20	6%	491	4%	1,391	4%
Age 65 to 70	18	5%	488	4%	1,313	4%
Age 70 to 75	15	4%	394	4%	1,139	3%
Age 75 to 80	11	3%	264	2%	823	2%
Age 80 to 85	7	2%	151	1%	485	1%
Age 85 and over	4	1%	92	1%	302	1%
Male Median Age	37.9		32.5		29.2	
Male Average Age	38.8		35.7		34.1	



115 McClung Rd, Athens, GA 30601

Five Year Projected Population by Age and Sex

Five Year Projected Population by Age and Sex	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Five Year Projected Female Population	351		11,587		41,987	
Age 0 to 4	18	5%	615	5%	1,924	5%
Less Than 1	4	1%	125	1%	490	1%
Age 1	4	1%	124	1%	380	1%
Age 2	3	1%	123	1%	362	1%
Age 3	3	1%	112	1%	331	1%
Age 4	4	1%	131	1%	361	1%
Age 5 to 14	37	11%	1,151	10%	3,532	8%
Age 5	4	1%	143	1%	439	1%
Age 6	5	1%	137	1%	451	1%
Age 7	5	1%	118	1%	371	1%
Age 8	4	1%	118	1%	347	1%
Age 9	4	1%	127	1%	379	1%
Age 10	3	1%	150	1%	430	1%
Age 11	6	2%	138	1%	396	1%
Age 12	3	1%	104	1%	347	1%
Age 13	3	1%	117	1%	372	1%
Age 14 to 18	21	6%	625	5%	2,320	6%
Age 14	5	1%	164	1%	643	2%
Age 15	5	1%	128	1%	581	1%
Age 16	5	1%	153	1%	527	1%
Age 17	6	2%	180	2%	570	1%
Age 18 to 22	20	6%	999	9%	5,409	13%
Age 18	5	2%	144	1%	448	1%
Age 19	5	1%	178	2%	908	2%
Age 20	6	2%	336	3%	1,883	4%
Age 21	4	1%	341	3%	2,170	5%
Age 22 to 25	14	4%	1,007	9%	6,171	15%
Age 25 to 30	21	6%	642	6%	2,077	5%
Age 30 to 35	21	6%	810	7%	2,702	6%
Age 35 to 40	23	7%	875	8%	3,115	7%
Age 40 to 45	23	7%	717	6%	2,324	6%
Age 45 to 50	22	6%	671	6%	2,029	5%
Age 50 to 55	20	6%	560	5%	1,745	4%
Age 55 to 60	20	6%	524	5%	1,585	4%
Age 60 to 65	21	6%	551	5%	1,591	4%
Age 65 to 70	20	6%	541	5%	1,571	4%
Age 70 to 75	18	5%	502	4%	1,427	3%
Age 75 to 80	12	4%	366	3%	1,116	3%
Age 80 to 85	10	3%	260	2%	768	2%
Age 85 and over	7	2%	172	1%	582	1%
Female Median Age	39.8		34.7		28.9	
Female Average Age	40.7		37.7		35.2	



115 McClung Rd, Athens, GA 30601

Current Year Estimated Population by Labour Force

Current Year Estimated Population by Labour Force	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Current Year Estimated Population Age 16+ by Employment Status	532		17,356		63,062	
Labor Force	329	62%	10,596	61%	37,039	59%
In Armed Forces	0	0%	2	0%	96	0%
Civilian, Employed	307	58%	10,228	59%	35,511	56%
Civilian, Unemployed	22	4%	368	2%	1,528	2%
Not in Labor Force	204	38%	6,760	39%	26,023	41%
Unemployment Rate	6.6%		3.5%		4.1%	



115 McClung Rd, Athens, GA 30601

Current Year Estimated Households by Household Income

Current Year Estimated Households by Household Income	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Current Year Estimated Households by Household Income	244		8,377		28,858	
Less than \$10,000	16	7%	690	8%	3,164	11%
\$10,000 to \$14,999	18	7%	678	8%	1,672	6%
\$15,000 to \$19,999	29	12%	826	10%	2,013	7%
\$20,000 to \$24,999	17	7%	575	7%	1,684	6%
\$25,000 to \$29,999	10	4%	455	5%	1,751	6%
\$30,000 to \$34,999	8	3%	316	4%	1,495	5%
\$35,000 to \$39,999	8	3%	402	5%	1,339	5%
\$40,000 to \$44,999	11	4%	320	4%	1,231	4%
\$45,000 to \$49,999	9	4%	280	3%	1,351	5%
\$50,000 to \$54,999	6	2%	267	3%	1,043	4%
\$55,000 to \$59,999	6	2%	317	4%	1,059	4%
\$60,000 to \$64,999	12	5%	375	4%	1,004	3%
\$65,000 to \$69,999	13	5%	266	3%	722	3%
\$70,000 to \$74,999	14	6%	268	3%	755	3%
\$75,000 to \$79,999	10	4%	244	3%	668	2%
\$80,000 to \$84,999	6	3%	244	3%	695	2%
\$85,000 to \$89,999	6	2%	257	3%	672	2%
\$90,000 to \$94,999	5	2%	252	3%	636	2%
\$95,000 to \$99,999	5	2%	241	3%	570	2%
\$100,000 to \$124,999	18	7%	546	7%	1,908	7%
\$125,000 to \$149,999	8	3%	273	3%	1,136	4%
\$150,000 to \$174,999	6	2%	148	2%	853	3%
\$175,000 to \$199,999	3	1%	63	1%	497	2%
\$200,000 to \$249,999	0	0%	41	0%	525	2%
\$250,000 to \$499,999	0	0%	17	0%	224	1%
\$500,000 or more	0	0%	14	0%	190	1%
Median Household Income	\$ 47,583		\$ 43,841		\$ 45,289	
Average Household Income	\$ 54,450		\$ 54,253		\$ 64,685	



115 McClung Rd, Athens, GA 30601

Five Year Estimated Households by Household Income

Five Year Estimated Households by Household Income	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Five Year Projected Households by Household Income	256		8,766		30,098	
Less than \$10,000	13	5%	578	7%	2,569	9%
\$10,000 to \$14,999	18	7%	614	7%	1,881	6%
\$15,000 to \$19,999	22	9%	690	8%	1,740	6%
\$20,000 to \$24,999	23	9%	688	8%	1,658	6%
\$25,000 to \$29,999	12	5%	449	5%	1,417	5%
\$30,000 to \$34,999	10	4%	427	5%	1,755	6%
\$35,000 to \$39,999	6	2%	271	3%	1,258	4%
\$40,000 to \$44,999	8	3%	358	4%	1,178	4%
\$45,000 to \$49,999	9	4%	326	4%	1,170	4%
\$50,000 to \$54,999	10	4%	298	3%	1,391	5%
\$55,000 to \$59,999	6	2%	214	2%	915	3%
\$60,000 to \$64,999	5	2%	281	3%	966	3%
\$65,000 to \$69,999	5	2%	291	3%	909	3%
\$70,000 to \$74,999	13	5%	334	4%	910	3%
\$75,000 to \$79,999	15	6%	285	3%	738	2%
\$80,000 to \$84,999	12	5%	232	3%	649	2%
\$85,000 to \$89,999	9	4%	221	3%	595	2%
\$90,000 to \$94,999	5	2%	210	2%	614	2%
\$95,000 to \$99,999	6	2%	248	3%	654	2%
\$100,000 to \$124,999	21	8%	935	11%	2,535	8%
\$125,000 to \$149,999	13	5%	323	4%	1,315	4%
\$150,000 to \$174,999	7	3%	230	3%	988	3%
\$175,000 to \$199,999	5	2%	122	1%	749	2%
\$200,000 to \$249,999	2	1%	78	1%	865	3%
\$250,000 to \$499,999	1	0%	34	0%	372	1%
\$500,000 or more	1	0%	28	0%	309	1%
Median Household Income	\$ 53,374		\$ 49,712		\$ 51,525	
Average Household Income	\$ 62,024		\$ 61,694		\$ 73,761	



115 McClung Rd, Athens, GA 30601

Current Year Estimated Households by Disposable Income

Current Year Estimated Households by Disposable Income	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Current Year Estimated Households by Disposable Income	244		8,377		28,858	
Less than \$10,000	21	9%	828	10%	3,514	12%
\$10,000 to \$14,999	18	7%	684	8%	1,709	6%
\$15,000 to \$19,999	34	14%	946	11%	2,322	8%
\$20,000 to \$24,999	15	6%	580	7%	2,003	7%
\$25,000 to \$29,999	10	4%	442	5%	1,945	7%
\$30,000 to \$34,999	9	4%	459	5%	1,617	6%
\$35,000 to \$39,999	13	5%	378	5%	1,529	5%
\$40,000 to \$44,999	9	4%	305	4%	1,452	5%
\$45,000 to \$49,999	7	3%	364	4%	1,274	4%
\$50,000 to \$54,999	11	5%	425	5%	1,237	4%
\$55,000 to \$59,999	16	7%	357	4%	929	3%
\$60,000 to \$64,999	17	7%	320	4%	894	3%
\$65,000 to \$69,999	10	4%	273	3%	796	3%
\$70,000 to \$74,999	7	3%	325	4%	840	3%
\$75,000 to \$79,999	6	2%	297	4%	767	3%
\$80,000 to \$84,999	6	2%	289	3%	691	2%
\$85,000 to \$89,999	6	3%	243	3%	723	3%
\$90,000 to \$94,999	5	2%	130	2%	502	2%
\$95,000 to \$99,999	4	2%	101	1%	434	2%
\$100,000 to \$124,999	12	5%	367	4%	1,503	5%
\$125,000 to \$149,999	7	3%	167	2%	1,039	4%
\$150,000 to \$174,999	1	1%	39	0%	391	1%
\$175,000 to \$199,999	0	0%	13	0%	209	1%
\$200,000 to \$249,999	0	0%	17	0%	215	1%
\$250,000 to \$499,999	0	0%	24	0%	298	1%
\$500,000 or more	0	0%	1	0%	25	0%
Median Disposable Income	\$ 41,228		\$ 38,284		\$ 39,313	
Average Disposable Income	\$ 47,935		\$ 46,885		\$ 52,668	



115 McClung Rd, Athens, GA 30601

Current Year Estimated Households by Age of Householder and Income

Current Year Estimated Households by Age of Householder and Income	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Current Year Estimated Households: Householder Age Under 25 by Household Income	12		1,289		5,642	
Less than \$10,000	0	0%	259	20%	1,646	29%
\$10,000 to \$14,999	4	30%	167	13%	721	13%
\$15,000 to \$19,999	0	0%	177	14%	476	8%
\$20,000 to \$24,999	3	28%	203	16%	583	10%
\$25,000 to \$29,999	2	20%	149	12%	423	7%
\$30,000 to \$34,999	0	0%	96	7%	305	5%
\$35,000 to \$39,999	0	1%	28	2%	239	4%
\$40,000 to \$44,999	0	0%	20	2%	262	5%
\$45,000 to \$49,999	0	0%	54	4%	241	4%
\$50,000 to \$59,999	0	0%	43	3%	193	3%
\$60,000 to \$74,999	1	10%	59	5%	281	5%
\$75,000 to \$99,999	0	0%	17	1%	106	2%
\$100,000 to \$124,999	0	0%	2	0%	14	0%
\$125,000 to \$149,999	0	0%	0	0%	27	0%
\$150,000 to \$199,999	1	10%	14	1%	94	2%
\$200,000 or more	0	0%	0	0%	31	1%
Median Household Income	\$ 23,569		\$ 21,040		\$ 19,765	
Average Household Income	\$ 39,619		\$ 26,017		\$ 30,053	
Current Year Estimated Households: Householder Age 25 to 44 by Household Income	69		2,892		10,869	
Less than \$10,000	3	4%	39	1%	590	5%
\$10,000 to \$14,999	2	3%	158	5%	308	3%
\$15,000 to \$19,999	6	9%	122	4%	450	4%
\$20,000 to \$24,999	0	0%	111	4%	519	5%
\$25,000 to \$29,999	0	0%	125	4%	774	7%
\$30,000 to \$34,999	0	0%	38	1%	579	5%
\$35,000 to \$39,999	3	4%	186	6%	522	5%
\$40,000 to \$44,999	2	3%	108	4%	526	5%
\$45,000 to \$49,999	7	10%	128	4%	656	6%
\$50,000 to \$59,999	8	11%	345	12%	994	9%
\$60,000 to \$74,999	17	24%	325	11%	1,083	10%
\$75,000 to \$99,999	9	13%	710	25%	1,587	15%
\$100,000 to \$124,999	12	18%	335	12%	987	9%
\$125,000 to \$149,999	0	1%	96	3%	530	5%
\$150,000 to \$199,999	0	0%	43	1%	462	4%
\$200,000 or more	0	0%	23	1%	303	3%
Median Household Income	\$ 63,627		\$ 63,952		\$ 55,141	
Average Household Income	\$ 62,727		\$ 67,021		\$ 72,609	



115 McClung Rd, Athens, GA 30601

Current Year Estimated Households by Age of Householder and Income

Current Year Estimated Households by Age of Householder and Income	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Current Year Estimated Households: Householder Age 45 to 64 by Household Income	90		2,622		7,634	
Less than \$10,000	7	7%	261	10%	585	8%
\$10,000 to \$14,999	6	7%	183	7%	336	4%
\$15,000 to \$19,999	5	6%	198	8%	495	6%
\$20,000 to \$24,999	11	12%	153	6%	344	5%
\$25,000 to \$29,999	5	5%	101	4%	332	4%
\$30,000 to \$34,999	6	7%	136	5%	383	5%
\$35,000 to \$39,999	0	0%	76	3%	238	3%
\$40,000 to \$44,999	6	6%	125	5%	283	4%
\$45,000 to \$49,999	1	1%	33	1%	276	4%
\$50,000 to \$59,999	0	1%	142	5%	582	8%
\$60,000 to \$74,999	15	16%	431	16%	780	10%
\$75,000 to \$99,999	12	14%	360	14%	1,002	13%
\$100,000 to \$124,999	5	6%	175	7%	639	8%
\$125,000 to \$149,999	4	4%	113	4%	372	5%
\$150,000 to \$199,999	7	8%	105	4%	564	7%
\$200,000 or more	0	0%	30	1%	422	6%
Median Household Income	\$ 44,507		\$ 53,153		\$ 59,335	
Average Household Income	\$ 59,456		\$ 58,983		\$ 78,744	
Current Year Estimated Households: Householder Age 65 to 74 by Household Income	40		887		2,746	
Less than \$10,000	4	9%	67	8%	176	6%
\$10,000 to \$14,999	3	8%	88	10%	160	6%
\$15,000 to \$19,999	9	21%	159	18%	284	10%
\$20,000 to \$24,999	1	3%	51	6%	112	4%
\$25,000 to \$29,999	1	4%	36	4%	100	4%
\$30,000 to \$34,999	1	2%	25	3%	119	4%
\$35,000 to \$39,999	3	6%	58	7%	180	7%
\$40,000 to \$44,999	2	5%	39	4%	97	4%
\$45,000 to \$49,999	1	2%	42	5%	111	4%
\$50,000 to \$59,999	2	6%	35	4%	211	8%
\$60,000 to \$74,999	4	10%	63	7%	215	8%
\$75,000 to \$99,999	7	17%	99	11%	352	13%
\$100,000 to \$124,999	0	0%	26	3%	176	6%
\$125,000 to \$149,999	3	7%	44	5%	137	5%
\$150,000 to \$199,999	0	1%	38	4%	160	6%
\$200,000 or more	0	1%	17	2%	158	6%
Median Household Income	\$ 37,652		\$ 36,613		\$ 51,629	
Current Year Estimated Households: Householder Age 65 and over by Household Income	73		1,573		4,713	
Less than \$10,000	7	10%	133	8%	343	7%
\$10,000 to \$14,999	6	8%	170	11%	307	7%



115 McClung Rd, Athens, GA 30601

Current Year Estimated Households by Age of Householder and Income

Current Year Estimated Households by Age of Householder and Income	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
\$15,000 to \$19,999	18	24%	329	21%	591	13%
\$20,000 to \$24,999	3	4%	108	7%	238	5%
\$25,000 to \$29,999	3	5%	79	5%	223	5%
\$30,000 to \$34,999	2	2%	45	3%	228	5%
\$35,000 to \$39,999	5	7%	112	7%	341	7%
\$40,000 to \$44,999	3	5%	67	4%	160	3%
\$45,000 to \$49,999	1	1%	64	4%	177	4%
\$50,000 to \$59,999	3	5%	53	3%	333	7%
\$60,000 to \$74,999	6	8%	95	6%	338	7%
\$75,000 to \$99,999	11	15%	152	10%	546	12%
\$100,000 to \$124,999	0	0%	35	2%	267	6%
\$125,000 to \$149,999	4	6%	63	4%	207	4%
\$150,000 to \$199,999	0	0%	49	3%	230	5%
\$200,000 or more	0	0%	20	1%	183	4%
Median Household Income	\$ 29,206		\$ 27,947		\$ 42,658	
Average Household Income	\$ 42,742		\$ 46,029		\$ 65,094	
Current Year Estimated Households: Householder Age 75 and over by Household Income	32		686		1,967	
Less than \$10,000	3	11%	65	10%	167	9%
\$10,000 to \$14,999	3	9%	82	12%	147	7%
\$15,000 to \$19,999	9	28%	170	25%	308	16%
\$20,000 to \$24,999	1	4%	57	8%	126	6%
\$25,000 to \$29,999	2	6%	43	6%	123	6%
\$30,000 to \$34,999	1	2%	21	3%	108	6%
\$35,000 to \$39,999	2	7%	54	8%	161	8%
\$40,000 to \$44,999	2	5%	27	4%	63	3%
\$45,000 to \$49,999	0	1%	22	3%	66	3%
\$50,000 to \$59,999	1	3%	17	3%	123	6%
\$60,000 to \$74,999	2	7%	32	5%	123	6%
\$75,000 to \$99,999	4	13%	52	8%	195	10%
\$100,000 to \$124,999	0	0%	9	1%	92	5%
\$125,000 to \$149,999	1	4%	19	3%	70	4%
\$150,000 to \$199,999	0	0%	11	2%	71	4%
\$200,000 or more	0	0%	2	0%	25	1%
Median Household Income	\$ 22,285		\$ 22,182		\$ 35,122	



115 McClung Rd, Athens, GA 30601

Five Year Estimated Households by Age of Householder and Income

Five Year Estimated Households by Age of Householder and Income	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Five Year Estimated Households: Householder Age Under 25 by Household Income	13		1,292		5,502	
Less than \$10,000	0	0%	208	16%	1,300	24%
\$10,000 to \$14,999	3	27%	167	13%	820	15%
\$15,000 to \$19,999	0	0%	178	14%	410	7%
\$20,000 to \$24,999	5	42%	185	14%	551	10%
\$25,000 to \$29,999	1	8%	147	11%	431	8%
\$30,000 to \$34,999	0	0%	147	11%	409	7%
\$35,000 to \$39,999	1	5%	34	3%	272	5%
\$40,000 to \$44,999	0	1%	21	2%	240	4%
\$45,000 to \$49,999	0	0%	38	3%	190	3%
\$50,000 to \$59,999	0	0%	42	3%	191	3%
\$60,000 to \$74,999	0	4%	71	5%	377	7%
\$75,000 to \$99,999	0	0%	13	1%	83	2%
\$100,000 to \$124,999	0	1%	15	1%	31	1%
\$125,000 to \$149,999	0	0%	3	0%	27	0%
\$150,000 to \$199,999	2	12%	23	2%	113	2%
\$200,000 or more	0	0%	0	0%	55	1%
Median Household Income	\$ 22,750		\$ 22,507		\$ 21,999	
Average Household Income	\$ 40,937		\$ 28,449		\$ 30,731	
Five Year Estimated Households: Householder Age 25 to 44 by Household Income	71		2,891		11,154	
Less than \$10,000	2	3%	40	1%	492	4%
\$10,000 to \$14,999	2	3%	137	5%	341	3%
\$15,000 to \$19,999	5	6%	101	3%	394	4%
\$20,000 to \$24,999	0	0%	54	2%	350	3%
\$25,000 to \$29,999	0	0%	107	4%	460	4%
\$30,000 to \$34,999	0	0%	44	2%	685	6%
\$35,000 to \$39,999	2	3%	128	4%	475	4%
\$40,000 to \$44,999	3	4%	133	5%	466	4%
\$45,000 to \$49,999	7	10%	123	4%	502	4%
\$50,000 to \$59,999	8	11%	253	9%	1,111	10%
\$60,000 to \$74,999	10	14%	290	10%	1,272	11%
\$75,000 to \$99,999	16	22%	625	22%	1,541	14%
\$100,000 to \$124,999	14	20%	626	22%	1,453	13%
\$125,000 to \$149,999	2	3%	120	4%	585	5%
\$150,000 to \$199,999	0	0%	68	2%	532	5%
\$200,000 or more	1	2%	42	1%	494	4%
Median Household Income	\$ 70,592		\$ 76,423		\$ 63,542	
Average Household Income	\$ 71,588		\$ 75,112		\$ 73,683	



115 McClung Rd, Athens, GA 30601

Five Year Estimated Households by Age of Householder and Income

Five Year Estimated Households by Age of Householder and Income	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Five Year Estimated Households: Householder Age 45 to 64 by Household Income	96		2,819		8,238	
Less than \$10,000	5	5%	218	8%	484	6%
\$10,000 to \$14,999	7	7%	150	5%	366	4%
\$15,000 to \$19,999	4	4%	142	5%	407	5%
\$20,000 to \$24,999	15	16%	262	9%	457	6%
\$25,000 to \$29,999	7	7%	98	3%	294	4%
\$30,000 to \$34,999	5	5%	136	5%	390	5%
\$35,000 to \$39,999	0	1%	36	1%	220	3%
\$40,000 to \$44,999	3	4%	126	4%	254	3%
\$45,000 to \$49,999	0	0%	12	0%	195	2%
\$50,000 to \$59,999	4	5%	162	6%	642	8%
\$60,000 to \$74,999	8	8%	478	17%	834	10%
\$75,000 to \$99,999	15	16%	390	14%	1,059	13%
\$100,000 to \$124,999	6	7%	235	8%	745	9%
\$125,000 to \$149,999	5	5%	121	4%	461	6%
\$150,000 to \$199,999	9	9%	180	6%	718	9%
\$200,000 or more	2	2%	73	3%	709	9%
Median Household Income	\$ 53,705		\$ 62,098		\$ 67,335	
Average Household Income	\$ 65,762		\$ 66,182		\$ 80,303	
Five Year Estimated Households: Householder Age 65 and over by Household Income	76		1,804		5,288	
Less than \$10,000	6	8%	121	7%	303	6%
\$10,000 to \$14,999	6	8%	167	9%	359	7%
\$15,000 to \$19,999	14	18%	275	15%	531	10%
\$20,000 to \$24,999	2	2%	190	11%	304	6%
\$25,000 to \$29,999	4	5%	96	5%	240	5%
\$30,000 to \$34,999	5	6%	97	5%	281	5%
\$35,000 to \$39,999	3	4%	75	4%	302	6%
\$40,000 to \$44,999	2	2%	78	4%	219	4%
\$45,000 to \$49,999	2	3%	156	9%	281	5%
\$50,000 to \$59,999	3	4%	52	3%	360	7%
\$60,000 to \$74,999	4	5%	66	4%	311	6%
\$75,000 to \$99,999	17	22%	171	9%	567	11%
\$100,000 to \$124,999	1	1%	64	4%	308	6%
\$125,000 to \$149,999	6	8%	81	4%	246	5%
\$150,000 to \$199,999	1	1%	84	5%	379	7%
\$200,000 or more	1	1%	30	2%	296	6%
Median Household Income	\$ 37,313		\$ 32,694		\$ 46,849	
Average Household Income	\$ 53,474		\$ 50,306		\$ 66,216	



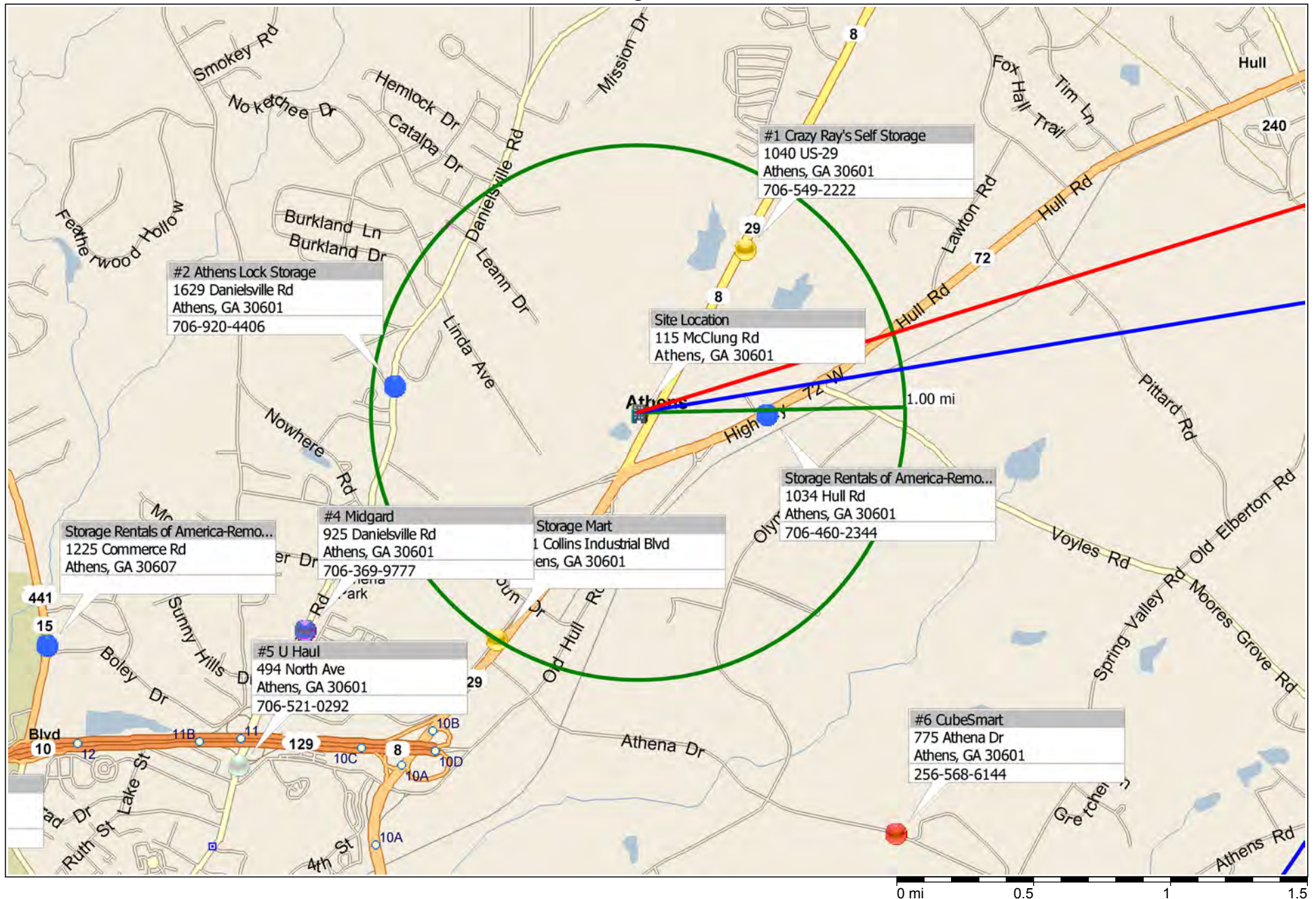
115 McClung Rd, Athens, GA 30601

Current Year Population by STI: Landscape Category, WorkPlace, Per Capita Expenditures

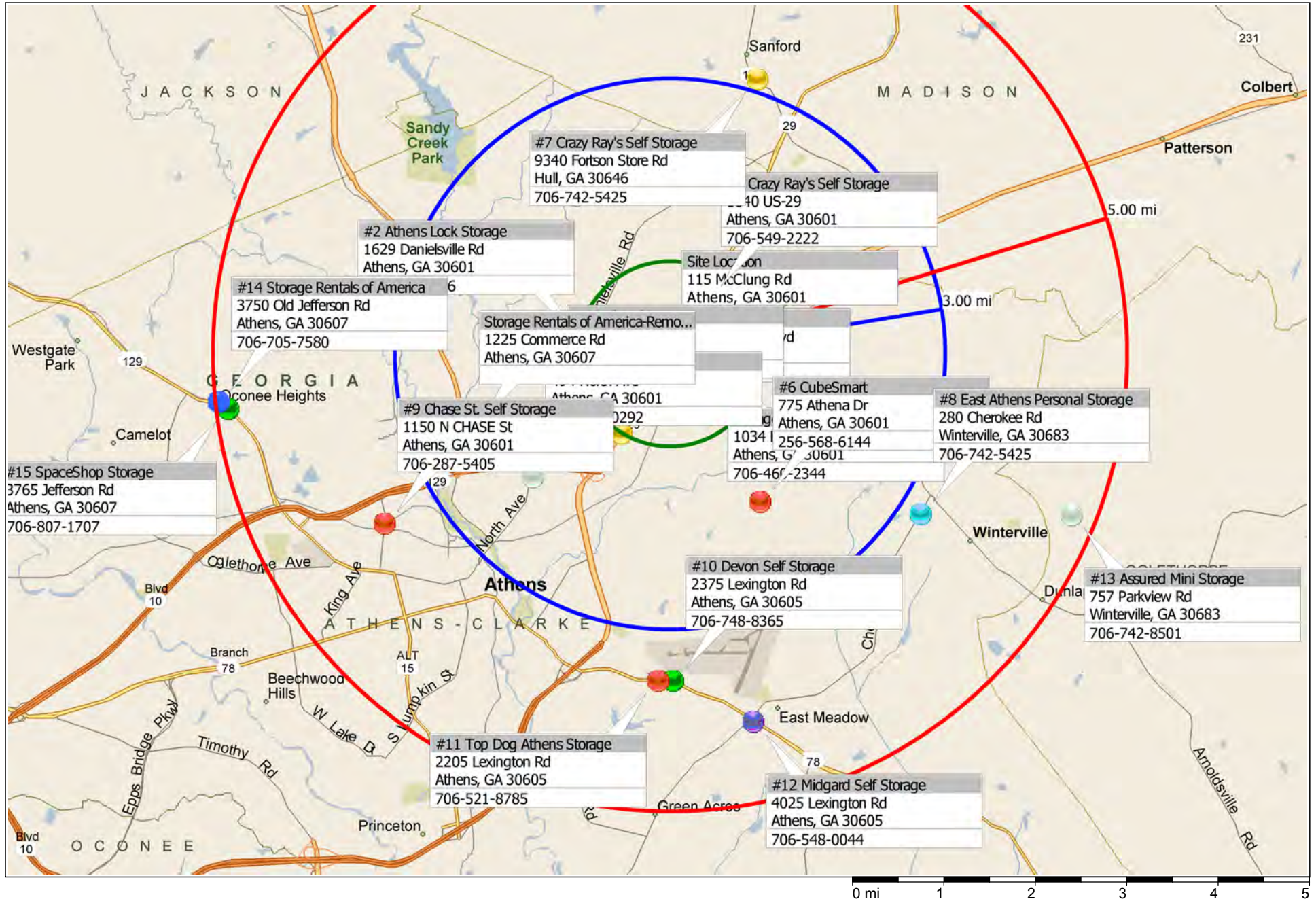
Current Year Population by STI: Landscape Category, WorkPlace, Per Capita Expenditures	115 McClung Rd, Athens, GA 30601 0 - 1 mi		115 McClung Rd, Athens, GA 30601 0 - 3 mi		115 McClung Rd, Athens, GA 30601 0 - 5 mi	
		%		%		%
Population in Households by STI: Landscape Category	666		21,395		67,249	
A-Creme de la Creme	0	0%	0	0%	1,917	3%
B-Urban Cliff Climbers	0	0%	0	0%	0	0%
C-Urban Cliff Dwellers	0	0%	1,181	6%	4,339	6%
D-Seasoned Urban Dwellers	0	0%	0	0%	0	0%
E-Thriving Alone	0	0%	0	0%	3,013	4%
F-Going it Alone	0	0%	733	3%	10,862	16%
G-Struggling Alone	0	0%	823	4%	6,095	9%
H-Single in the Suburbs	0	0%	1,290	6%	7,078	11%
I-Married in the Suburbs	0	0%	0	0%	168	0%
J-Retired in the Suburbs	0	0%	0	0%	0	0%
K-Living with Nature	0	0%	418	2%	1,934	3%
L-Working with Nature	0	0%	486	2%	1,175	2%
M-Harlem Gateway	0	0%	5,846	27%	8,688	13%
N-Espaniola	0	0%	0	0%	1,569	2%
O-Specialties	666	100%	10,617	50%	20,411	30%
Workplace						
Workplace Establishments	44		364		2,404	
Workplace Employees (FTE)	644		5,097		40,863	
Weekly Per Capita Consumer Expenditures						
Market Basket	\$ 76.47		\$ 76.07		\$ 67.35	
Apparel and services	\$ 12.72		\$ 12.55		\$ 11.37	
Transportation	\$ 94.19		\$ 93.93		\$ 85.20	
Health Care	\$ 44.63		\$ 42.65		\$ 37.62	
Entertainment	\$ 20.90		\$ 20.34		\$ 18.33	

COMPETITIVE ANALYSIS

Athens, Georgia, United States



Athens, Georgia, United States



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1 Location
Crazy Ray's Self Storage
1040 US-29
Athens, GA 30601
706-549-2222

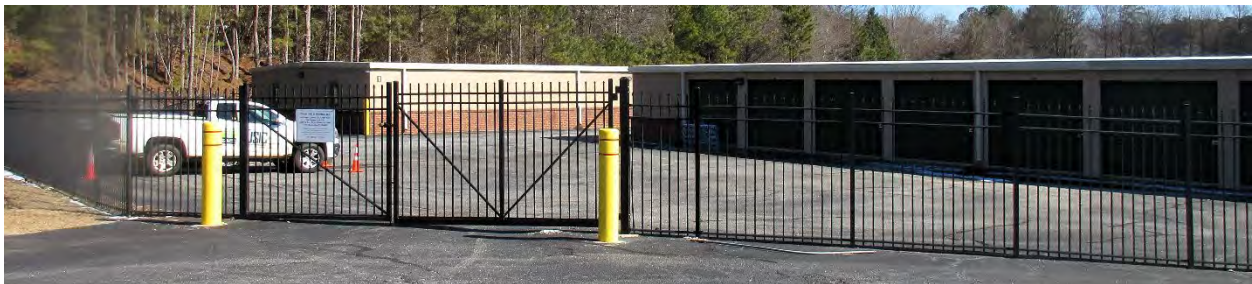


place x in box

Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	375	(A) actual (E) estimate A
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	42,000	A
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	90%	A
R. V. Spaces	<input checked="" type="checkbox"/>	24 hour Access	<input checked="" type="checkbox"/>	Yr Built	2004	A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	24 Hours	Office	200	A
Door Alarms	<input type="checkbox"/>	Office Hours	M-F 9-5 Sat 8-2 Sun Closed			
Truck Rentals	<input checked="" type="checkbox"/>					
U Haul						

RATES

					Over all Rating (A - D)	
	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	A
C/C	5X5	25	\$69.00	\$33.12	Curb Appeal	A
	5x10	50	\$99.00	\$23.76	Drive Aisles	A
	5X15	75		\$0.00	General Condition	A
	10X10	100	\$129.00	\$15.48	Management	B
	10x15	150	\$179.00	\$14.32	Office Quality	A
	10x20	200	\$239.00	\$14.34	Visibility	B
	10X25	250		\$0.00	Overall Rating	A
Non C/C	5x5	25	\$49.00	\$23.52		
	5x10	50	\$69.00	\$16.56		
	5X15	75		\$0.00		
	10X10	100	\$99.00	\$11.88		
	10x15	150	\$139.00	\$11.12		
	10X20	200	\$179.00	\$10.74		
	10X25	250		\$0.00		
RV	8x18 Surface		\$89			
	9x18 Surface		\$89			
	15x20 Surface		\$89			
	15x40 Surface		\$89			



2 Location
Athens Lock Storage
1629 Danielsville Rd
Athens, GA 30601
706-920-4406



place x in box						(A) actual (E) estimate
Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	<u>225</u>	A
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	<u>30,000</u>	E
Climate Control	<input type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>88%</u>	A
R. V. Spaces	<input checked="" type="checkbox"/>	24 hour Access	<input type="checkbox"/>	Yr Built	<u>2004</u>	A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	<u>6am-9pm</u>	Office	<u>100</u>	A
Door Alarms	<input type="checkbox"/>	Office Hours	<u>M-F 9-5 Sat By Appt Sun Closed</u>			
Truck Rentals	<input checked="" type="checkbox"/>					
U Haul						

RATES					Over all Rating (A - D)			
C/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	B		
C/C	5X5	25	\$25.00	\$12.00	Curb Appeal	A		
	5X10	50	\$49.00	\$11.76	Drive Aisles	A		
	5X15	75		\$0.00	General Condition	A		
	10X10	100		\$0.00	Management	A		
	10X15	150	\$100.00	\$8.00	Office Quality	A		
	10X20	200		\$0.00	Visability	A		
	10X25	250		\$0.00	Overall Rating	A		
Non C/C	5x5	25		\$0.00				
	5x10	50	\$30.00	\$7.20				
	5X15	75		\$0.00				
	10X10	100	\$55.00	\$6.60				
	10x15	150	\$95.00	\$7.60				
	10X20	200	\$121.00	\$7.26				
	10X25	250	\$165.00	\$7.92				
RV	10x20 Surface		\$50	Drive Up C/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr
	10x30				10x10	100	\$65.00	\$7.80
	10x40 Surfce		\$39					
	10x50+							



3 Location

Storage Mart
251 Collins Ind Blvd
Athens, GA 30601



place x in box

Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input checked="" type="checkbox"/>	Units	<u>427</u>	(A) actual (E) estimate A
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	<u>41,350</u>	A
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>83%</u>	A
R. V. Spaces	<input checked="" type="checkbox"/>	24 hour Access	<input type="checkbox"/>	Yr Built	<u>2003</u>	A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	6am-10pm	Office	<u>100</u>	A
Door Alarms	<input type="checkbox"/>	Office Hours	M-F 9:30-6 Sat 10-2 Tue/Sun Closed			
Truck Rentals	<input type="checkbox"/>					

RATES

C/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr
	5X5	25	\$19.00	\$9.12
	5X10	50	\$44.00	\$10.56
	5X15	75		\$0.00
	10X10	100		\$0.00
	10X15	150	\$155.00	\$12.40
	10X20	200		\$0.00
	10X25	250		\$0.00
Non C/C				
	5x5	25	\$19.00	\$9.12
	5x10	50	\$20.00	\$4.80
	5X15	75		\$0.00
	10X10	100	\$44.00	\$5.28
	10x15	150	\$67.00	\$5.36
	10X20	200	\$74.00	\$4.44
	10X25	250	\$84.00	\$4.03

RV

10x18 Dirt	\$59
8x28 Dirt	\$60
10x40	
10x50+	
10x50+	

Over all Rating (A - D)

Access	<u>B</u>
Curb Appeal	<u>B</u>
Drive Aisles	<u>C</u>
General Condition	<u>A</u>
Management	<u>A</u>
Office Quality	<u>A</u>
Visibility	<u>B</u>
Overall Rating	<u>B</u>



4 Location

Midgard Self Storage
925 Danielsville Rd
Athens, GA 30601
706-369-9777

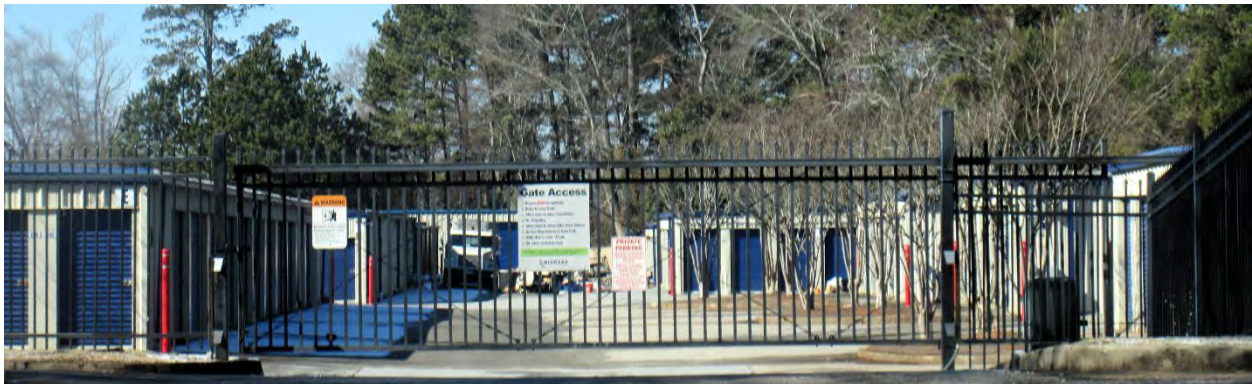


place x in box

Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input checked="" type="checkbox"/>	Units	600	(A) actual (E) estimate E
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	66,000	E
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	90%	A
R. V. Spaces	<input checked="" type="checkbox"/>	24 hour Access	<input checked="" type="checkbox"/>	Yr Built	2006	A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	7am-10pm	Office	150	A
Door Alarms	<input type="checkbox"/>	Office Hours	M-F 9-8 Sat 9-8 Sun 9-6			
Truck Rentals	<input type="checkbox"/>					

RATES

					Over all Rating (A - D)	
C/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	B
	5X5	25	\$48.00	\$23.04	Curb Appeal	A
	5X10	50	\$99.00	\$23.76	Drive Aisles	A
	5X15	75		\$0.00	General Condition	A
	10X10	100	\$102.00	\$12.24	Management	A
	10X15	150	\$136.00	\$10.88	Office Quality	A
	10X20	200	\$210.00	\$12.60	Visability	C
	10X25	250		\$0.00	Overall Rating	B
Non C/C	5x5	25	\$38.00	\$18.24		
	5x10	50	\$53.00	\$12.72		
	5X15	75		\$0.00		
	10X10	100	\$81.00	\$9.72		
	10x15	150	\$93.00	\$7.44		
	10X20	200	\$111.00	\$6.66		
	10X25	250		\$0.00		
RV	12x25 Surface		\$70			
	12x30 Surface		\$104			
	12x40 Surface		\$149			
	12x50 Surface		\$155			



5 Location
U Haul
494 North Ave
Athens, GA 30601
706-521-0292

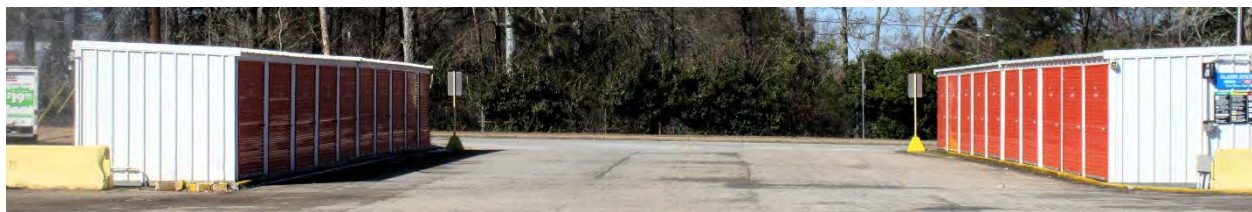


place x in box

Security Gate	<input type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	<u>569</u>	(A) actual (E) estimate <u>A</u>
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	<u>68,000</u>	<u>A</u>
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>93%</u>	<u>A</u>
R. V. Spaces	<input type="checkbox"/>	24 hour Access	<input checked="" type="checkbox"/>	Yr Built	<u>2020</u>	<u>A</u>
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	<u>5am-10pm</u>	Office	<u>500</u>	<u>A</u>
Door Alarms	<input checked="" type="checkbox"/>	Office Hours	<u>M-Th-Sat 7-7 Fri 7-8 Sun 9-5</u>			
Truck Rentals	<input checked="" type="checkbox"/>					

RATES

					Over all Rating (A - D)	
	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	<u>A</u>
C/C	5X5	25	\$69.95	\$33.58	Curb Appeal	<u>B</u>
	5X10	50	\$94.95	\$22.79	Drive Aisles	<u>N/A</u>
	5X15	75		\$0.00	General Condition	<u>A</u>
	10X10	100	\$134.95	\$16.19	Management	<u>C</u>
	10X15	150	\$174.95	\$14.00	Office Quality	<u>A</u>
	10X20	200	\$224.95	\$13.50	Visability	<u>A</u>
	10X25	250		\$0.00	Overall Rating	<u>A</u>
Non C/C	5x5	25		\$0.00		
	5x10	50		\$0.00		
	5X15	75		\$0.00		
	10X10	100	\$124.95	\$14.99		
	10x15	150		\$0.00		
	10X20	200		\$0.00		
	10X25	250		\$0.00		
RV	10x20					
	10x30					
	10x40 Surface					
	10x50+					



6 Location
CubeSmart
775 Athena Dr
Athens, GA 30601
256-568-6144



place x in box

Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	330	(A) actual (E) estimate A
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	35,625	A
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	43%	A
R. V. Spaces	<input type="checkbox"/>	24 hour Access	<input type="checkbox"/>	Yr Built	2024	A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	6am-10pm	Office	150	A
Door Alarms	<input type="checkbox"/>	Office Hours	M-F 9:30-6 Sat 8:30-5 Sun Closed			
Truck Rentals	<input type="checkbox"/>					

RATES

					Over all Rating (A - D)	
A/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	B
	5X5	25		\$0.00	Curb Appeal	A
	5X10	50	\$61.00	\$14.64	Drive Aisles	A
	5X15	75	\$101.00	\$16.16	General Condition	A
	10X10	100		\$0.00	Management	A
	10X15	150		\$0.00	Office Quality	A
	10X20	200		\$0.00	Visability	D
	10X25	250		\$0.00	Overall Rating	C
Non A/C	5x5	25		\$0.00		
	5x10	50	\$30.00	\$7.20		
	5X15	75		\$0.00		
	10X10	100		\$0.00		
	10x15	150		\$0.00		
	10X20	200	\$134.00	\$8.04		
	10X25	250		\$0.00		
RV	10x20					
	10x30					
	10x40					
	10x50+					



7 Location

Crazy Ray's Self Storage
9340 Fortson Store Rd.
Winterville, GA 30683
706-742-5425

place x in box					(A) actual (E) estimate
Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	<u>380</u> A
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	<u>45,000</u> A
Climate Control	<input type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>20%</u> A
R. V. Spaces	<input type="checkbox"/>	24 hour Access	<input checked="" type="checkbox"/>	Yr Built	<u>2024</u> A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	24 Hours	Office	<u>N/A</u>
Door Alarms	<input type="checkbox"/>	Office Hours	M-F 8:30-5 Sat 8-2 Sun Closed		
Truck Rentals	<input type="checkbox"/>				

RATES					Over all Rating (A - D)	
	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	<u>A</u>
C/C	5X5	25		\$0.00	Curb Appeal	<u>A</u>
	5x10	50		\$0.00	Drive Aisles	<u>A</u>
	5x15	75		\$0.00	General Condition	<u>A</u>
	10x10	100		\$0.00	Management	<u>A</u>
	10x15	150		\$0.00	Office Quality	<u>A</u>
	10x20	200		\$0.00	Visability	<u>B</u>
	10x25	250		\$0.00	Overall Rating	<u>A</u>
Non C/C	5x5	25		\$0.00		
	5x10	50		\$0.00		
	5x15	75		\$0.00		
	10x10	100	\$82.00	\$9.84		
	10x15	150	\$95.00	\$7.60		
	10x20	200	\$170.00	\$10.20		
	10x30	300		\$0.00		
RV	10x20					
	10x30					
	10x40					
	10x50+					



8 Location
East Athens Personal Storage
280 Cherokee Rd
Winterville, GA 30683
706-742-5425

place x in box					(A) actual (E) estimate
Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	<u>200</u> E
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input type="checkbox"/>	Sq. Ft.,	<u>20,000</u> E
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>85%</u> A
R. V. Spaces	<input type="checkbox"/>	24 hour Access	<input checked="" type="checkbox"/>	Yr Built	<u>1996</u> A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	<u>24 Hours</u>	Office	<u>N/A</u>
Door Alarms	<input type="checkbox"/>	Office Hours	<div>By Appt</div>		
Truck Rentals	<input type="checkbox"/>				

RATES					Over all Rating (A - D)	
C/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	C
	5X5	25	\$65.00	\$31.20	Curb Appeal	B
	5x10	50	\$100.00	\$24.00	Drive Aisles	B
	5x15	75		\$0.00	General Condition	B
	10x10	100	\$145.00	\$17.40	Management	C
	10x15	150	\$195.00	\$15.60	Office Quality	N/A
	10x20	200		\$0.00	Visability	B
	10x25	250		\$0.00	Overall Rating	B
Non C/C	5x5	25		\$0.00		
	5x10	50		\$0.00		
	5x15	75		\$0.00		
	10x10	100	\$82.00	\$9.84		
	10x15	150	\$95.00	\$7.60		
	10x20	200	\$170.00	\$10.20		
	10x30	300		\$0.00		
RV	10x20					
	10x30					
	10x40					
	10x50+					



9 Location
Chase St. Self Storage
1150 N. Chase St
Athens, GA 30601
706-287-5405



place x in box

Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	<u>718</u>	(A) actual (E) estimate <u>A</u>
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	<u>82,874</u>	<u>A</u>
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>87%</u>	<u>A</u>
R. V. Spaces	<input checked="" type="checkbox"/>	24 hour Access	<input type="checkbox"/>	Yr Built	<u>2004</u>	<u>A</u>
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	<u>6am-10pm</u>	Office	<u>150</u>	<u>A</u>
Door Alarms	<input type="checkbox"/>	Office Hours	<u>M-F 9:30-5:30</u> <u>Sat 9-3</u> <u>Sun Closed</u>			
Truck Rentals	<input checked="" type="checkbox"/>					
U Haul						

RATES

					Over all Rating (A - D)	
C/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	<u>B</u>
	5X5	25	\$62.00	\$29.76	Curb Appeal	<u>C</u>
	5X10	50	\$72.00	\$17.28	Drive Aisles	<u>A</u>
	5X15	75		\$0.00	General Condition	<u>B</u>
	10X10	100	\$117.00	\$14.04	Management	<u>A</u>
	10X15	150	\$172.00	\$13.76	Office Quality	<u>B</u>
	10X20	200		\$0.00	Visability	<u>B</u>
	10X25	250	\$314.00	\$15.07	Overall Rating	<u>B</u>
Non C/C	4x7	28		\$0.00		
	5x10	50		\$0.00		
	9x9	81		\$0.00		
	10x10	100	\$92.00	\$11.04		
	9x15	135		\$0.00		
	10x20	200	\$197.00	\$11.82		
	9x24	216		\$0.00		
RV	10x20					
	10x30					
	10x40					
	10x50+					



10 Location
Devon Self Storage
2375 Lexington Rd
Athens, GA 30605
706-748-8365



place x in box

Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input checked="" type="checkbox"/>	Units	953	(A) actual (E) estimate A
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	109,659	A
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	84%	A
R. V. Spaces	<input checked="" type="checkbox"/>	24 hour Access	<input type="checkbox"/>	Yr Built	2006	A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	6am-10pm	Office	150	A
Door Alarms	<input type="checkbox"/>	Office Hours	M-F 9:30-6 Sat 9-5 Sun Closed			
Truck Rentals	<input type="checkbox"/>					

RATES

					Over all Rating (A - D)	
	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	A
C/C	5X5	25	\$41.00	\$19.68	Curb Appeal	A
	5X10	50	\$62.00	\$14.88	Drive Aisles	A
	5X15	75		\$0.00	General Condition	A
	10X10	100	\$131.00	\$15.72	Management	A
	10X15	150	\$137.00	\$10.96	Office Quality	A
	10X20	200	\$191.00	\$11.46	Visability	A
	10X25	250		\$0.00	Overall Rating	A
Non C/C	5x5	25		\$0.00		
	5x10	50	\$47.00	\$11.28		
	5X15	75		\$0.00		
	10X10	100	\$88.00	\$10.56		
	10x15	150	\$89.00	\$7.12		
	10X20	200	\$107.00	\$6.42		
	10X25	250		\$0.00		
RV	20ft Surface		\$83			
	35ft Surface		\$72			
	10x40					
	10x50+					



11 Location
Top Dog Athens Storage
2205 Lexington Rd
Athens, GA 30605
706-521-8785



place x in box

Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	<u>170</u>	(A) actual (E) estimate A
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input type="checkbox"/>	Sq. Ft.,	<u>19,664</u>	A
Climate Control	<input type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>85%</u>	E
R. V. Spaces	<input type="checkbox"/>	24 hour Access	<input type="checkbox"/>	Yr Built	<u><2018</u>	E
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	6am-9pm	Office	<u>100</u>	A
Door Alarms	<input type="checkbox"/>	Office Hours	M-F 9-5 Sat 9-12 Sun Closed			
Truck Rentals	<input checked="" type="checkbox"/>					
Penske						

RATES

					Over all Rating (A - D)	
C/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	<u>C</u>
	5X5	25		\$0.00	Curb Appeal	<u>C</u>
	5x10	50		\$0.00	Drive Aisles	<u>C</u>
	5x15	75		\$0.00	General Condition	<u>C</u>
	10x10	100		\$0.00	Management	<u>C</u>
	10x15	150		\$0.00	Office Quality	<u>N/A</u>
	10x20	200		\$0.00	Visability	<u>A</u>
	10x25	250		\$0.00	Overall Rating	<u>C</u>
Non C/C	5x5	25	\$40.00	\$19.20		
	5x10	50	\$45.00	\$10.80		
	5x15	75		\$0.00		
	10x10	100	\$65.00	\$7.80		
	10X15	150	\$80.00	\$6.40		
	10x20	200	\$110.00	\$6.60		
	10x30	300		\$0.00		
RV	10x20					
	10x30					
	10x40					
	10x50+					



12 Location
Midgard Self Storage
4025 Lexington Rd
Athens, GA 30605
706-548-0044



place x in box						(A) actual (E) estimate
Security Gate	<input type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	566	A
Camera's	<input type="checkbox"/>	Retail Display	<input type="checkbox"/>	Sq. Ft.,	65,150	A
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	80%	E
R. V. Spaces	<input type="checkbox"/>	24 hour Access	<input checked="" type="checkbox"/>	Yr Built	2017/23	A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	7am-10pm	Office	150	A
Door Alarms	<input type="checkbox"/>	Office Hours	M-F 9-8 Sat 9-8 Sun 9-6			
Truck Rentals	<input type="checkbox"/>					

RATES					Over all Rating (A - D)	
A/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	B
	5X5	25	\$51.00	\$24.48	Curb Appeal	A
	5x10	50	\$98.00	\$23.52	Drive Aisles	A
	5x15	75	\$118.00	\$18.88	General Condition	A
	10x10	100	\$161.00	\$19.32	Management	A
	10x15	150	\$197.00	\$15.76	Office Quality	A
	10x20	200	\$178.00	\$10.68	Visability	A
	10x25	250		\$0.00	Overall Rating	A
Non A/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr		
	5X5	25	\$42.00	\$20.16		
	5X10	50	\$84.00	\$20.16		
	5x15	75		\$0.00		
	10x10	100		\$0.00		
	10x15	150	\$100.00	\$8.00		
	10x20	200	\$166.00	\$9.96		
	10X25	250	\$172.00	\$8.26		

RV	Size	Sq. Ft	Price	\$ / Sq. Ft / yr
10x20 Surface	10X15	150	\$176.00	\$14.08
10x30	10X20	200	\$209.00	\$12.54
10x40				
10x50+				

Drive Up CC



13 Location
Assured Mini Storage
757 Parkview Rd
Winterville, GA 30683
706-742-8501



place x in box						(A) actual (E) estimate
Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	<u>549</u>	<u>A</u>
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	<u>63,149</u>	<u>A</u>
Climate Control	<input type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>85%</u>	<u>E</u>
R. V. Spaces	<input checked="" type="checkbox"/>	24 hour Access	<input checked="" type="checkbox"/>	Yr Built	<u>1998</u>	<u>A</u>
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	<u>24 Hours</u>	Office	<u>200</u>	<u>A</u>
Door Alarms	<input type="checkbox"/>	Office Hours	<u>M-F 12-5</u> <u>Sat 10-2</u> <u>Sun 10-2</u>			
Truck Rentals	<input checked="" type="checkbox"/>					
U Haul						

RATES					Over all Rating (A - D)	
A/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	<u>A</u>
	5X5	25		\$0.00	Curb Appeal	<u>D</u>
	5x10	50		\$0.00	Drive Aisles	<u>A</u>
	5x15	75		\$0.00	General Condition	<u>D</u>
	10x10	100		\$0.00	Management	<u>C</u>
	10x15	150		\$0.00	Office Quality	<u>C</u>
	10x20	200		\$0.00	Visability	<u>B</u>
	10x25	250		\$0.00	Overall Rating	<u>C</u>
Non A/C						
	5X5	25		\$0.00		
	5X10	50		\$0.00		
	5x15	75		\$0.00		
	10x10	100	\$95.00	\$11.40		
	10x15	150	\$120.00	\$9.60		
	10x20	200	\$140.00	\$8.40		
	10x30	300		\$0.00		
RV						
	10x20					
	10x30					
	10x40					
	10x50+					



14 Location

Storage Rentals of America

3750 Old Jefferson Rd-Main. Remote Sites 1034 Hull Rd/1225 Commerce Rd

Athens, GA 30607

706-705-7580



place x in box

Security Gate	<input checked="" type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	<u>550</u>	(A) actual (E) estimate E
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input type="checkbox"/>	Sq. Ft.,	<u>63,236</u>	E
Climate Control	<input type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>85%</u>	E
R. V. Spaces	<input type="checkbox"/>	24 hour Access	<input type="checkbox"/>	Yr Built	<u>95/96</u>	A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	<u>6am-10pm</u>	Office	<u>150</u>	A
Door Alarms	<input type="checkbox"/>	Office Hours	<u>M-F 9:30-5:30 Sat 9:30-4 Sun Closed</u>			
Truck Rentals	<input type="checkbox"/>					

RATES

					Over all Rating (A - D)	
					Access	<u>B</u>
A/C	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Curb Appeal	<u>C</u>
	5X5	25		\$0.00	Drive Aisles	<u>B</u>
	5x10	50		\$0.00	General Condition	<u>C</u>
	5x15	75		\$0.00	Management	<u>C</u>
	10x10	100		\$0.00	Office Quality	<u>B</u>
	10x15	150		\$0.00	Visability	<u>C</u>
	10x20	200		\$0.00	Overall Rating	<u>C</u>
Non A/C	10x25	250		\$0.00		
	5X5	25		\$0.00		
	5X10	50	\$30.00	\$7.20		
	5x15	75		\$0.00		
	10x10	100	\$75.00	\$9.00		
	10x15	150	\$69.00	\$5.52		
	10x20	200	\$97.00	\$5.82		
RV	10x30	300		\$0.00		
	10x12 Surface		\$49			
	10x30					
	10x40					
	10x50+					



Main Office



Remotes Site 1034 Hull Rd.



Remote Site 1225 Commerce Rd.

15 Location
SpaceShop Self Storage
3765 Jefferson Rd.
Athens, GA 30607
706-807-1707



place x in box					(A) actual (E) estimate
Security Gate	<input type="checkbox"/>	Resident Manager	<input type="checkbox"/>	Units	<u>711</u> A
Camera's	<input checked="" type="checkbox"/>	Retail Display	<input checked="" type="checkbox"/>	Sq. Ft.,	<u>77,861</u> A
Climate Control	<input checked="" type="checkbox"/>	Room For Expansion	<input type="checkbox"/>	Occup.	<u>5%</u> A
R. V. Spaces	<input type="checkbox"/>	24 hour Access	<input type="checkbox"/>	Yr Built	<u>12/27/2024</u> A
Covered R.V. Spaces	<input type="checkbox"/>	Access Hours	6am-10pm	Office	<u>150</u> A
Door Alarms	<input type="checkbox"/>	Office Hours	M-F 9:30-6 Sat 9:30-6 Sun 10-5		
Truck Rentals	<input type="checkbox"/>				

RATES					Over all Rating (A - D)	
	Size	Sq. Ft	Price	\$ / Sq. Ft / yr	Access	<u>B</u>
A/C	5X5	25	\$35.00	\$16.80	Curb Appeal	<u>A</u>
	5x10	50	\$50.00	\$12.00	Drive Aisles	<u>N/A</u>
	5x15	75	\$65.00	\$10.40	General Condition	<u>A</u>
	10x10	100	\$80.00	\$9.60	Management	<u>A</u>
	10x15	150	\$110.00	\$8.80	Office Quality	<u>A</u>
	10x20	200	\$165.00	\$9.90	Visability	<u>A</u>
	10x25	250		\$0.00	Overall Rating	<u>A</u>
Non A/C	5X5	25		\$0.00		
	5X10	50		\$0.00		
	5x15	75		\$0.00		
	10x10	100		\$0.00		
	10x15	150		\$0.00		
	10x20	200		\$0.00		
	10x30	300		\$0.00		
RV	10x20					
	10x30					
	10x40					
	10x50+					



BMSGRP Self Storage Consulting		Location #1		Location #2		Location #3		Location #4		Location #5		Location #6		Location #7		Location #8		Location #9		Location #10		Location #11		Location #12		Location #13		Location #14		Location #15		AVERAGE	
		Crazy Ray's Self Storage		Athens Lock Storage		Storage Mart		Midgard Self Storage		U Haul		CubeSmart		Crazy Ray's Self Storage		East Athens Personal Storage		Chase St. Self Storage		Devon Self Storage		Top Dog Athens Storage		Midgard Self Storage		Assured Mini Storage		Storage Rentals of America		SpaceShop Self Storage			
Size		Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF	Rate	RPSF
A/C																																	
5x5		69	33.12	25	12.00	19	9.12	48	23.04	70	33.58	0	0.00	0	0.00	65	31.20	62	29.76	41	19.68	0	0.00	51	24.48	0	0.00	0	0.00	35	16.80	48.50	23.28
5x10		99	23.76	49	11.76	44	10.56	99	23.76	95	22.79	61	14.64	0	0.00	100	24.00	72	17.28	62	14.88	0	0.00	98	23.52	0	0.00	0	0.00	50	12.00	75.36	18.09
5x15		0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	101	16.16	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	118	18.88	0	0.00	0	0.00	65	10.40	94.67	15.15
10x10		129	15.48	0	0.00	0	0.00	102	12.24	135	16.19	0	0.00	0	0.00	145	17.40	117	14.04	131	15.72	0	0.00	161	19.32	0	0.00	0	0.00	80	9.60	124.99	15.00
10x15		179	14.32	100	8.00	155	12.40	136	10.88	175	14.00	0	0.00	0	0.00	195	15.60	172	13.76	137	10.96	0	0.00	197	15.76	0	0.00	0	0.00	110	8.80	155.60	12.45
10x20		239	14.34	0	0.00	0	0.00	210	12.60	225	13.50	0	0.00	0	0.00	0	0.00	0	0.00	191	11.46	0	0.00	178	10.68	0	0.00	0	0.00	165	9.90	201.33	12.08
10x25		0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	314	15.07	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	314.00	15.07
		20.20		10.59		10.69		16.50		20.01		15.40		0.00		22.05		17.98		14.54		0.00		18.77		0.00		0.00		11.25		15.87	
Non A/C																																	
5x5		49	23.52	0	0.00	19	9.12	38	18.24	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	40	19.20	42	20.16	0	0.00	0	0.00	0	0.00	37.60	18.05
5x10		69	16.56	30	7.20	20	4.80	53	12.72	0	0.00	30	7.20	0	0.00	0	0.00	0	0.00	47	11.28	45	10.80	84	20.16	0	0.00	30	7.20	0	0.00	45.33	10.88
5x15		0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0.00	0.00
10x10		99	11.88	55	6.60	44	5.28	81	9.72	125	14.99	0	0.00	82	9.84	82	9.84	92	11.04	88	10.56	65	7.80	0	0.00	95	11.40	75	9.00	0	0.00	81.91	9.83
10x15		139	11.12	95	7.60	67	5.36	93	7.44	0	0.00	0	0.00	95	7.60	95	7.60	0	0.00	89	7.12	80	6.40	100	8.00	120	9.60	69	5.52	0	0.00	94.73	7.58
10x20		179	10.74	121	7.26	74	4.44	111	6.66	0	0.00	134	8.04	170	10.20	170	10.20	197	11.82	107	6.42	110	6.60	166	9.96	140	8.40	97	5.82	0	0.00	136.62	8.20
10x25		0	0.00	165	7.92	84	4.03	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	172	8.26	0	0.00	0	0.00	0	0.00	0	0.00	140.33	6.74
		14.76		7.32		5.51		10.96		14.99		7.62		9.21		9.21		11.43		8.85		10.16		13.31		9.80		6.89		0.00		10.21	
Blended Rate		17.48		8.54		7.23		13.73		19.17		11.51		9.21		16.55		16.11		12.01		10.16		16.29		9.80		6.89		11.25		13.26	
Rentable Square Feet		42,000		30,000		41,350		66,000		68,000		35,625		45,000		20,000		82,874		109,659		19,664		65,150		63,149		63,236		77,861		829,568	
Within 1, 3, 5 mile radius		A		A		B		B		A		C		A		B		B		A		C		A		C		C		A			
OVERALL RATING		22260		15000		10338		36300		65280		8,550		0		2000		62156		69085		0		55378		0		0		77861		424,207	
A/C Mile Radius																																	
1 Mile			47,598																														
3 Mile			157,728																														
5 Mile			424,207																														
ALL Mile Radius																																	
1 Mile			113,350																														
3 Mile			282,975																														
5 Mile			829,568																														
"B" Mile Radius																																	
1 Mile			113,350																														
3 Mile			247,350																														
5 Mile			647,894																														

ABSORPTION ANALYSIS										
(square feet / population)										
All Product in Market										
AS OF TODAY										
1 Mile			3 Mile			5 Mile				
2024 Population Total Sq. Ft. RATE (Ft. per Person)			2024 Population Total Sq. Ft. RATE (Ft. per Person)			2024 Population Total Sq. Ft. RATE (Ft. per Person)				
Current	674	113,350	168.18	21,608	282,975	13.10	76,464	829,568		10.85
Proposed	674	197,350	292.80	21,608	366,975	16.98	76,464	913,568	*	11.95
IN 5 YEARS										
1 Mile			3 Mile			5 Mile				
2029 Population (projected) Total Sq. Ft. RATE (Ft. per Person)			2029 Population (projected) Total Sq. Ft. RATE (Ft. per Person)			2029 Population (projected) Total Sq. Ft. RATE (Ft. per Person)				
Current	706	113,350	160.55	22,598	282,975	12.52	79,435	829,568		10.44
Proposed	706	197,350	279.53	22,598	366,975	16.24	79,435	913,568	*	11.50

Includes proposed est 84,000 net rentable sqft
RV/boat parking not included in the absorption

ABSORPTION ANALYSIS

(square feet / population)

AC Only

AS OF TODAY

	1 Mile			3 Mile			5 Mile		
	2024 Population	Total Sq. Ft.	RATE (Ft. per Person)	2024 Population	Total Sq. Ft.	RATE (Ft. per Person)	2024 Population	Total Sq. Ft.	RATE (Ft. per Person)
Current	674	47,598	70.62	21,608	157,728	7.30	76,464	424,207	5.55
Proposed	674	131,598 *	195.25	21,608	241,728 *	11.19	76,464	508,207 *	6.65

IN 5 YEARS

	1 Mile			3 Mile			5 Mile		
	2029 Population (projected)	Total Sq. Ft.	RATE (Ft. per Person)	2029 Population (projected)	Total Sq. Ft.	RATE (Ft. per Person)	2029 Population (projected)	Total Sq. Ft.	RATE (Ft. per Person)
Current	706	47,598	67.42	22,598	157,728	6.98	79,435	424,207	5.34
Proposed	706	131,598 *	186.40	22,598	241,728 *	10.70	79,435	508,207 *	6.40

Includes proposed est 84,000 net rentable sqft
RV/boat parking not included in the absorption

ABSORPTION ANALYSIS															
(square feet / population)															
"B" Ranked or Better															
AS OF TODAY															
1 Mile				3 Mile				5 Mile							
		2024 Population		Total Sq. Ft.		RATE (Ft. per Person)				2024 Population		Total Sq. Ft.		RATE (Ft. per Person)	
Current	674	113,350	168.18	21,608	247,350	11.45	76,464	647,894	8.47						
Proposed	674	197,350 *	292.80	21,608	331,350 *	15.3	76,464	731,894 *	9.57						
IN 5 YEARS															
1 Mile				3 Mile				5 Mile							
		2029 Population (projected)		Total Sq. Ft.		RATE (Ft. per Person)				2029 Population (projected)		Total Sq. Ft.		RATE (Ft. per Person)	
Current	706	113,350	160.55	22,598	247,350	10.95	79,435	647,894	8.16						
Proposed	706	197,350 *	279.53	22,598	331,350 *	14.66	79,435	731,894 *	9.21						

Includes proposed est 84,000 net rentable sqft
RV/boat parking not included in the absorption

FINANCIALS

Universal Planning and Development, LLC-Athens, GA-01-2025							
PROJECTED NET OPERATING INCOME FOR YEARS 1 THROUGH 7 (Years 1-7 Annual)							
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
ANNUAL RPSF	\$20.50	\$20.50	\$21.75	\$22.18	\$22.63	\$23.08	\$23.54
GROSS POTENTIAL INCOME	\$1,722,000	\$1,773,660	\$1,826,870	\$1,863,407	\$1,900,675	\$1,938,689	\$1,977,463
LESS VACANCY- \$	(\$1,334,550)	(\$736,069)	(\$152,239)	(\$186,341)	(\$190,068)	(\$193,869)	(\$197,746)
VACANCY- %	78%	42%	8%	10%	10%	10%	10%
	-	-	-	-	-	-	-
RENTAL INCOME	\$387,450	\$1,037,591	\$1,674,631	\$1,677,066	\$1,710,608	\$1,744,820	\$1,779,716
DISCOUNTS	(\$116,235)	(\$155,639)	(\$83,732)	(\$50,312)	(\$51,318)	(\$52,345)	(\$53,391)
WRITEOFFS	(\$775)	(\$10,376)	(\$16,746)	(\$33,541)	(\$34,212)	(\$34,896)	(\$35,594)
NET RENTAL INCOME	\$270,440	\$871,577	\$1,574,153	\$1,593,213	\$1,625,077	\$1,657,579	\$1,690,731
OTHER INCOME							
LOCK & PACKAGING	\$5,409	\$8,716	\$15,742	\$16,771	\$17,106	\$17,448	\$17,797
ADMIN. FEES	\$10,818	\$13,074	\$7,871	\$25,156	\$25,659	\$26,172	\$26,696
LATE & NSF CHARGES	\$1,352	\$6,973	\$12,593	\$13,417	\$13,685	\$13,959	\$14,238
MISC/TRUCK RENTAL INC.	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL OTHER INCOME	\$17,579	\$28,762	\$36,206	\$55,343	\$56,450	\$57,579	\$58,731
TOTAL REVENUES	\$288,019	\$900,339	\$1,610,358	\$1,648,556	\$1,681,527	\$1,715,158	\$1,749,461
OPERATING EXPENSES	(\$293,597)	(\$366,809)	(\$451,351)	(\$459,546)	(\$469,786)	(\$480,220)	(\$490,852)
PERCENT OF GPI	17.0%	20.7%	24.7%	24.7%	24.7%	24.8%	24.8%
NET OPERATING INCOME	(\$5,578)	\$533,530	\$1,159,007	\$1,189,010	\$1,211,741	\$1,234,938	\$1,258,609
DEBT SERVICE							
CASH FLOW BEFORE DEBT AND TAX	(\$5,578)	\$533,530	\$1,159,007	\$1,189,010	\$1,211,741	\$1,234,938	\$1,258,609

DISCOUNT % YEAR 4-7	3.00%
WRITEOFF % YEAR 4-7	2.00%

Universal Planning and Development, LLC-Athens, GA-01-2025

PROJECTED NET OPERATING INCOME FOR FIRST 36 MONTHS OF OPERATIONS (Years 1-3 by Month)

RATE INCREASE	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
RENT-UP YEAR 1:	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26	Jan-27	Feb-27	Mar-27	Apr-27	May-27	Jun-27	
OVERALL OCCUPANCY	6.00%	9.00%	12.00%	15.00%	18.00%	21.00%	24.00%	27.00%	30.00%	33.00%	36.00%	39.00%	
MONTH	1	2	3	4	5	6	7	8	9	10	11	12	TOTAL
EXPECTED INCOME(NRI+WRITEOFFS)	\$6,027	\$9,041	\$12,054	\$15,068	\$18,081	\$21,095	\$24,108	\$27,122	\$30,135	\$33,149	\$36,162	\$39,176	\$271,215
GROSS POTENTIAL	\$143,500	\$143,500	\$143,500	\$143,500	\$143,500	\$143,500	\$143,500	\$143,500	\$143,500	\$143,500	\$143,500	\$143,500	\$1,722,000
LESS VACANCY	(\$134,890)	(\$130,585)	(\$126,280)	(\$121,975)	(\$117,670)	(\$113,365)	(\$109,060)	(\$104,755)	(\$100,450)	(\$96,145)	(\$91,840)	(\$87,535)	(\$1,334,550)
RENTAL INCOME	\$8,610	\$12,915	\$17,220	\$21,525	\$25,830	\$30,135	\$34,440	\$38,745	\$43,050	\$47,355	\$51,660	\$55,965	\$387,450
DISCOUNTS *	30.0%	(\$2,583)	(\$3,875)	(\$5,166)	(\$6,458)	(\$7,749)	(\$9,041)	(\$10,332)	(\$11,624)	(\$12,915)	(\$14,207)	(\$15,498)	(\$16,790)
WRITEOFFS *	0.2%	(\$17)	(\$26)	(\$34)	(\$43)	(\$52)	(\$60)	(\$69)	(\$77)	(\$86)	(\$95)	(\$103)	(\$112)
NET RENTAL INCOME	\$6,010	\$9,015	\$12,020	\$15,024	\$18,029	\$21,034	\$24,039	\$27,044	\$30,049	\$33,054	\$36,059	\$39,064	\$270,440
OTHER INCOME													
LOCK & PACKAGING *	2.0%	\$120	\$180	\$240	\$300	\$361	\$421	\$481	\$541	\$601	\$661	\$721	\$5,409
ADMIN. FEES *	4.0%	\$240	\$361	\$481	\$601	\$721	\$841	\$962	\$1,082	\$1,202	\$1,322	\$1,442	\$10,818
LATE & NSF CHARGES *	0.5%	\$30	\$45	\$60	\$75	\$90	\$105	\$120	\$135	\$150	\$165	\$180	\$1,352
MISC/TRUCK RENTAL INC.	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL OTHER INCOME	\$391	\$586	\$781	\$977	\$1,172	\$1,367	\$1,563	\$1,758	\$1,953	\$2,148	\$2,344	\$2,539	\$17,579
TOTAL REVENUES	\$6,400	\$9,601	\$12,801	\$16,001	\$19,201	\$22,401	\$25,602	\$28,802	\$32,002	\$35,202	\$38,402	\$41,603	\$288,019
OPERATING EXPENSES	(\$24,466)	(\$24,466)	(\$24,466)	(\$24,466)	(\$24,466)	(\$24,466)	(\$24,466)	(\$24,466)	(\$24,466)	(\$24,466)	(\$24,466)	(\$24,466)	(\$293,597)
NET OPERATING INCOME	(\$18,066)	(\$14,866)	(\$11,666)	(\$8,465)	(\$5,265)	(\$2,065)	\$1,135	\$4,335	\$7,536	\$10,736	\$13,936	\$17,136	(\$5,578)
DEBT SERVICE	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BEFORE CASH TAX FLOW	(\$18,066)	(\$14,866)	(\$11,666)	(\$8,465)	(\$5,265)	(\$2,065)	\$1,135	\$4,335	\$7,536	\$10,736	\$13,936	\$17,136	(\$5,578)
RATE INCREASE	3.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
RENT-UP YEAR 2:	Jul-27	Aug-27	Sep-27	Oct-27	Nov-27	Dec-27	Jan-28	Feb-28	Mar-28	Apr-28	May-28	Jun-28	
OVERALL OCCUPANCY	42.00%	45.00%	48.00%	51.00%	54.00%	57.00%	60.00%	63.00%	66.00%	69.00%	72.00%	75.00%	
MONTH	13	14	15	16	17	18	19	20	21	22	23	24	TOTAL
EXPECTED INCOME(NRI + WRITEOFFS)	\$52,766	\$56,535	\$60,304	\$64,073	\$67,842	\$71,612	\$75,381	\$79,150	\$82,919	\$86,688	\$90,457	\$94,226	\$881,952
GROSS POTENTIAL	\$147,805	\$147,805	\$147,805	\$147,805	\$147,805	\$147,805	\$147,805	\$147,805	\$147,805	\$147,805	\$147,805	\$147,805	\$1,773,660
LESS VACANCY	(\$85,727)	(\$81,293)	(\$76,859)	(\$72,424)	(\$67,990)	(\$63,556)	(\$59,122)	(\$54,688)	(\$50,254)	(\$45,820)	(\$41,385)	(\$36,951)	(\$736,069)
RENTAL INCOME	\$62,078	\$66,512	\$70,946	\$75,381	\$79,815	\$84,249	\$88,683	\$93,117	\$97,551	\$101,985	\$106,420	\$110,854	\$1,037,591
DISCOUNTS	15.0%	(\$9,312)	(\$9,977)	(\$10,642)	(\$11,307)	(\$11,972)	(\$12,637)	(\$13,302)	(\$13,968)	(\$14,633)	(\$15,298)	(\$15,963)	(\$16,628)
WRITEOFFS	1.0%	(\$621)	(\$665)	(\$709)	(\$754)	(\$798)	(\$842)	(\$887)	(\$931)	(\$976)	(\$1,020)	(\$1,064)	(\$10,376)
NET RENTAL INCOME	\$52,146	\$55,870	\$59,595	\$63,320	\$67,044	\$70,769	\$74,494	\$78,218	\$81,943	\$85,668	\$89,392	\$93,117	\$871,577
OTHER INCOME													
LOCK & PACKAGING	1.0%	\$521	\$559	\$596	\$633	\$670	\$708	\$745	\$782	\$819	\$857	\$894	\$8,716
ADMIN. FEES	1.5%	\$782	\$838	\$894	\$950	\$1,006	\$1,062	\$1,117	\$1,173	\$1,229	\$1,285	\$1,341	\$13,074
LATE & NSF CHARGES	0.8%	\$417	\$447	\$477	\$507	\$536	\$566	\$596	\$626	\$656	\$685	\$715	\$6,973
MISC/TRUCK RENTAL INC.	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL OTHER INCOME	\$1,721	\$1,844	\$1,967	\$2,090	\$2,212	\$2,335	\$2,458	\$2,581	\$2,704	\$2,827	\$2,950	\$3,073	\$28,762
TOTAL REVENUES	\$53,866	\$57,714	\$61,562	\$65,409	\$69,257	\$73,104	\$76,952	\$80,800	\$84,647	\$88,495	\$92,342	\$96,190	\$900,339
OPERATING EXPENSES	(\$30,567)	(\$30,567)	(\$30,567)	(\$30,567)	(\$30,567)	(\$30,567)	(\$30,567)	(\$30,567)	(\$30,567)	(\$30,567)	(\$30,567)	(\$30,567)	(\$366,809)
NET OPERATING INCOME	\$23,299	\$27,147	\$30,994	\$34,842	\$38,689	\$42,537	\$46,385	\$50,232	\$54,080	\$57,927	\$61,775	\$65,623	\$533,530
DEBT SERVICE	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BEFORE CASH TAX FLOW	\$23,299	\$27,147	\$30,994	\$34,842	\$38,689	\$42,537	\$46,385	\$50,232	\$54,080	\$57,927	\$61,775	\$65,623	\$533,530

Universal Planning and Development, LLC-Athens, GA-01-2025

RATE INCREASE	3.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
RENT-UP YEAR 3	Jul-28	Aug-28	Sep-28	Oct-28	Nov-28	Dec-28	Jan-29	Feb-29	Mar-29	Apr-29	May-29	Jun-29	
OVERALL OCCUPANCY	78.00%	81.00%	84.00%	87.00%	90.00%	93.00%	96.00%	97.00%	98.00%	98.00%	99.00%	99.00%	
MONTH	25	26	27	28	29	30	31	32	33	34	35	36	TOTAL
EXPECTED INCOME(NRI+WRITEOFFS)	\$112,809	\$117,148	\$121,487	\$125,826	\$130,164	\$134,503	\$138,842	\$140,288	\$141,735	\$141,735	\$143,181	\$143,181	\$1,590,899
GROSS POTENTIAL	\$152,239	\$152,239	\$152,239	\$152,239	\$152,239	\$152,239	\$152,239	\$152,239	\$152,239	\$152,239	\$152,239	\$152,239	\$1,826,870
LESS VACANCY	(\$33,493)	(\$28,925)	(\$24,358)	(\$19,791)	(\$15,224)	(\$10,657)	(\$6,090)	(\$4,567)	(\$3,045)	(\$3,045)	(\$1,522)	(\$1,522)	(\$152,239)
RENTAL INCOME	\$118,747	\$123,314	\$127,881	\$132,448	\$137,015	\$141,582	\$146,150	\$147,672	\$149,194	\$149,194	\$150,717	\$150,717	\$1,674,631
DISCOUNTS	(\$5,937)	(\$6,166)	(\$6,394)	(\$6,622)	(\$6,851)	(\$7,079)	(\$7,307)	(\$7,384)	(\$7,460)	(\$7,460)	(\$7,536)	(\$7,536)	(\$83,732)
WRITEOFFS	(\$1,187)	(\$1,233)	(\$1,279)	(\$1,324)	(\$1,370)	(\$1,416)	(\$1,461)	(\$1,477)	(\$1,492)	(\$1,492)	(\$1,507)	(\$1,507)	(\$16,746)
NET RENTAL INCOME	\$111,622	\$115,915	\$120,208	\$124,501	\$128,794	\$133,087	\$137,381	\$138,812	\$140,243	\$140,243	\$141,674	\$141,674	\$1,574,153
OTHER INCOME													
LOCK & PACKAGING	\$1,116	\$1,159	\$1,202	\$1,245	\$1,288	\$1,331	\$1,374	\$1,388	\$1,402	\$1,402	\$1,417	\$1,417	\$15,742
ADMIN. FEES	\$558	\$580	\$601	\$623	\$644	\$665	\$687	\$694	\$701	\$701	\$708	\$708	\$7,871
LATE & NSF CHARGES	\$893	\$927	\$962	\$996	\$1,030	\$1,065	\$1,099	\$1,110	\$1,122	\$1,122	\$1,133	\$1,133	\$12,593
MISC/TRUCK RENTAL INC.	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL OTHER INCOME	\$2,567	\$2,666	\$2,765	\$2,864	\$2,962	\$3,061	\$3,160	\$3,193	\$3,226	\$3,226	\$3,258	\$3,258	\$36,206
TOTAL REVENUES	\$114,189	\$118,581	\$122,973	\$127,365	\$131,757	\$136,148	\$140,540	\$142,004	\$143,468	\$143,468	\$144,932	\$144,932	\$1,610,358
OPERATING EXPENSES	(\$37,613)	(\$37,613)	(\$37,613)	(\$37,613)	(\$37,613)	(\$37,613)	(\$37,613)	(\$37,613)	(\$37,613)	(\$37,613)	(\$37,613)	(\$37,613)	(\$451,351)
NET OPERATING INCOME	\$76,576	\$80,968	\$85,360	\$89,752	\$94,144	\$98,536	\$102,928	\$104,392	\$105,856	\$105,856	\$107,320	\$107,320	\$1,159,007
DEBT SERVICE	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BEFORE CASH TAX FLOW	\$76,576	\$80,968	\$85,360	\$89,752	\$94,144	\$98,536	\$102,928	\$104,392	\$105,856	\$105,856	\$107,320	\$107,320	\$1,159,007

	YEAR 1	YEAR 2	YEAR 3
LEASE-UP % PER MONTH	3.00%	3.00%	3.00%
STABILIZED OCCUPANCY Year 1-3	90.0%		
STABILIZED OCCUPANCY YEARS 4-7	90.0%		
NET RENTABLE SQ. FEET	84,000	84,000	84,000
ANNUAL MISC/TRUCK RENTAL INCREASE (YEARS 2-7)	3.00%		
ASSUMED ANNUAL % INCREASE FOR BOTH REVENUES AND EXPENSE:	2.0%		
REVENUES = RATE INC. YEARS 4-7			
EXPENSES = ALL EXPENSES YEARS 2-7			
YEAR 1 MONTHLY GPI	\$143,500		
ANNUAL AVERAGE RENT PER SQ. FT.	\$20.50		

Universal Planning and Development, LLC-Athens, GA-01-2025

UNIT MIX AND PRICING ANALYSIS (MIX)

Total Square Ft.	84,000
Average Unit Size	111
GPI	\$143,500
RPSF	\$20.50
CC PREM.	#REF!

	SQ FT	UNITS				SQ FT. %	CURRENT RATE	RPSF	% OF GPI
		GROUND	2ND FLR.	TOTAL	%				
CLIMATE	84000	155	600	755	100.0%	100%	\$143,500	\$20.50	100.0%
TOTALS	84000	155	600	755	100%	100%	\$143,500	\$20.50	100.0%



SAMPLE UNIT MIX

Climate Units

Project Name:Athens, GA-01-2025

Unit Dimensions			Total Units			
Unit Width	Unit Depth	Unit Sq.Ft.	Unit Count	Ext. Sq.Ft.	% Unit Count	% Sq.Ft.
5	5	25	67	1,680	8.9%	2.0%
5	10	50	84	4,200	11.1%	5.0%
7.5	10	75	67	5,040	8.9%	6.0%
10	10	100	294	29,400	39.0%	35.0%
10	15	150	151	22,680	20.0%	27.0%
10	20	200	63	12,600	8.3%	15.0%
10	30	300	28	8,400	3.7%	10.0%
TOTALS:			755	84,000	100.0%	100.0%

2.0%	5 x 5	1680.00	67.20
5.0%	5 x 10	4200.00	84.00
6.0%	7.5 x 10	5040.00	67.20
35.0%	10 x 10	29400.00	294.00
27.0%	10 x 15	22680.00	151.20
15.0%	10 x 20	12600.00	63.00
10.0%	10 x 30	8400.00	28.00
100.0%		84000.00	755

Facility Sq.Ft. Recap	
Total Gross Area	112,000
Total Net Rentable	84,000
Total Use Factor	75%
Total Avg Unit Size	110

Universal Planning and Development, LLC-Athens, GA-01-2025										
PROJECTED OPERATING EXPENSES (EXPENSES)										
ADVERTISING	PREM.	OTHER	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	
ADVERTISING-OTHER -- INTERNET	75.0%	\$2	\$200	\$15,000.00	\$10,000	\$7,500	\$5,000	\$5,000	\$5,000	\$5,000
					\$0	\$0	\$0	\$0	\$0	\$0
TOTAL ADVERTISING	Cost / Sq. Ft. Year 1=	\$0.18	\$15,000	\$10,000	\$7,500	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
AUTO EXPENSE			\$700	\$714	\$728	\$743	\$758	\$773	\$788	\$788
BANK CHARGES/SERVICE CHARGE.			\$800	\$816	\$832	\$849	\$866	\$883	\$901	\$901
BANK CHARGES- VISA/MC			\$2,000	\$13,505	\$24,155	\$24,638	\$25,131	\$25,634	\$26,147	\$26,147
COMPUTER SUPPORT - HARDWARE			\$2,400	\$2,448	\$2,497	\$2,547	\$2,598	\$2,650	\$2,703	\$2,703
DUES & SUBSCR.	\$65	\$295	\$360	\$367	\$375	\$382	\$390	\$397	\$405	\$405
FORECLOSURE			\$900	\$918	\$936	\$955	\$974	\$994	\$1,014	\$1,014
INSURANCE-LIABILITY/UMBRELLA			\$5,000	\$5,100	\$5,202	\$5,306	\$5,412	\$5,520	\$5,631	\$5,631
INSURANCE - PROPERTY			\$5,000	\$5,100	\$5,202	\$5,306	\$5,412	\$5,520	\$5,631	\$5,631
INVENTORY-LOCKS/PACK.	50%		\$6,300	\$4,358	\$7,871	\$8,385	\$8,553	\$8,724	\$8,899	\$8,899
LICENSES & FEES			\$300	\$306	\$312	\$318	\$325	\$331	\$338	\$338
MGMT FEE EXPENSE/ANNUALLY	5.0%	\$0	\$30,000	\$45,017	\$80,518	\$82,428	\$84,076	\$85,758	\$87,473	\$87,473
MGMT OPERATING ITEMS (Software, Call Center, Internet)		EST. Avg/\$2000/Mo	\$24,000	\$24,480	\$24,970	\$25,469	\$25,976	\$26,498	\$27,028	\$27,028
MISCELLANEOUS			\$1,200	\$1,224	\$1,248	\$1,273	\$1,299	\$1,325	\$1,351	\$1,351
PERSONNEL	WKLY	WEEKS/PAYS								
SALARIES	\$1,254	53	\$65,223	\$66,854	\$68,191	\$69,896	\$71,643	\$73,434	\$75,270	\$75,270
INCENTIVES	\$9,000	15%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BONUS/RYDER	25%	+	\$2,000	\$1,377	\$1,405	\$1,433	\$1,461	\$1,491	\$1,520	\$1,520
OTHER(i.e.TRAINING)			\$100	\$102	\$104	\$106	\$108	\$110	\$113	\$113
TOTAL PERSONNEL COSTS	Cost / Sq. Ft. Year 1=	\$0.79	\$66,673	\$68,333	\$69,699	\$71,434	\$73,213	\$75,035	\$76,903	\$76,903
MID YEAR ANTICIPATED RAISE %			5.0%							
PEST CONTROL			\$2,500	\$2,550	\$2,601	\$2,653	\$2,706	\$2,760	\$2,815	\$2,815
POSTAGE	40%	\$0.50	\$1,150	\$1,173	\$1,196	\$1,220	\$1,245	\$1,270	\$1,295	\$1,295
PRINTING/COPIES	Lease Pak, Handout	\$1.00	\$0.35	\$864	\$881	\$898	\$916	\$935	\$953	\$972
PROFESSIONAL FEES			\$600	\$612	\$624	\$637	\$649	\$662	\$676	\$676
REPAIRS/MAINTENANCE:										
BUILDING			\$1,200	\$1,224	\$1,248	\$1,273	\$1,299	\$1,325	\$1,351	\$1,351
ELEVATOR			\$4,000	\$4,080	\$4,162	\$4,245	\$4,330	\$4,416	\$4,505	\$4,505
EQUIPMENT			\$1,200	\$1,224	\$1,248	\$1,273	\$1,299	\$1,325	\$1,351	\$1,351
GROUND			\$3,000	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,378
SNOW REMOVAL			\$250	\$255	\$260	\$265	\$271	\$276	\$282	\$282
SECURITY SYS/GATE			\$1,200	\$1,224	\$1,248	\$1,273	\$1,299	\$1,325	\$1,351	\$1,351
TOTAL R&M	Cost / Sq. Ft. Year 1=	\$0.13	\$10,850	\$11,067	\$11,288	\$11,514	\$11,744	\$11,979	\$12,219	\$12,219
SUPPLIES- OFFICE			\$500	\$510	\$520	\$531	\$541	\$552	\$563	\$563
SUPPLIES- CLEANING			\$500	\$510	\$520	\$531	\$541	\$552	\$563	\$563
SUPPLIES-OTHER(i.e.RED LOCKS)			\$600	\$612	\$624	\$637	\$649	\$662	\$676	\$676
TAXES - PROPERTY (ESTIMATED)			\$75,000	\$125,000	\$150,000	\$153,000	\$156,060	\$159,181	\$162,365	\$162,365
TELEPHONE / INTERNET			\$3,000	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,378
TRASH PICK-UP			\$1,000	\$1,020	\$1,040	\$1,061	\$1,082	\$1,104	\$1,126	\$1,126
TRUCK RENTAL EXPENSE			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
UNIFORMS			\$600	\$612	\$624	\$637	\$649	\$662	\$676	\$676
UTILITIES										
ELECTRIC/GAS			\$35,000	\$35,700	\$36,414	\$37,142	\$37,885	\$38,643	\$39,416	\$39,416
WATER/SEWER			\$2,000	\$2,040	\$2,081	\$2,122	\$2,165	\$2,208	\$2,252	\$2,252
TOTAL UTILITIES	Cost / Sq. Ft. Year 1=	\$0.44	\$37,000	\$37,740	\$38,495	\$39,265	\$40,050	\$40,851	\$41,668	\$41,668
REPLACEMENT RESERVES				\$0	\$9,000	\$10,000	\$11,000	\$12,000	\$13,000	\$13,000
TOTAL EXPENSES	Cost / Sq. Ft. Year 1=	\$3.50	\$293,597	\$366,809	\$451,351	\$459,546	\$469,786	\$480,220	\$490,852	\$490,852

Universal Planning and Development, LLC-Athens, GA-01-2025

PAYROLL COST ANALYSIS: (PAYROLL)

	STANDARD WEEKLY HOURS	RATE		WEEKLY	BI-WEEKLY	Monthly Health	MONTHLY	ANNUAL
PRIMARY MANAGER	40.0	\$18.00	\$20.51	\$912.53	\$1,640.45	\$400.00	\$4,354.30	\$47,451.65
ASST. Manager	25.0	\$12.00	\$13.67	\$341.76	\$683.52	\$0.00	\$1,480.96	\$17,771.52
ASST.	0.0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Maintenance	0.0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Maintenance	0.0	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00
TOTAL:	65.0	\$19.30		\$1,254.29	\$2,323.97		\$5,835.26	\$65,223.17

Sample Schedule										
April			Hours	Monday	Tuesday	Wed	Thurs	Friday	Sat	Sun
1	Primary Manager	Manager	40	Off	9-6	9-6	9-6	9-6	9-5	Off
1	Spouse / Assistant	Asst	25	9-6	10-2	Off	Off	11-4	9-5	off
0.2	Maintenance	Asst	25							
0.2	Supervision									

Total	
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CREDENTIALS

SPECIAL ASSUMPTIONS. CONTINGENT AND LIMITING CONDITIONS

The analysis set forth within this report, particularly regarding physical descriptions, unit size calculations, etc., is based upon estimates provided by a client with a specific unit mix and site plan. Unit square footage is taken from estimates and information provided by the developer and is assumed correct. Assumptions as to unit mix; rates and projections are estimates, and rough calculations based in information obtained in the survey and developed by the author and developer.

The subject property is a proposed mini-storage warehouse project on vacant land at or near 115 McClung Rd. Athens, GA 30601.

At the time of inspection on January 22, 2025, the land is vacant and needs to be developed for this project. For this assignment, we are assuming that the subject site will be developed with all in compliance with the city of Athens and Clark County. Should the author be required to enforce the above assumptions, contingent and limiting conditions against any entity, person or persons claiming damages because of reliance upon or use of this report, that entity, person or persons shall be liable to the author for all reasonable attorney's fees, costs, and expenses incurred by the author in enforcing this contract or defending the contingent conditions set forth in the report, including that incurred without suit, with suit, including all trials and appeals thereof. Acceptance of delivery of this report shall constitute acceptance of this condition and all other contingent conditions set forth herein.

CERTIFICATION OF REPORT

I certify that, to the best of my knowledge and belief,

- The statements of facts contained in this marketing report, upon which the analyses, opinions and conclusions were based, are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analysis, opinions, and conclusions.
- My compensation is not contingent upon a minimum valuation or an action or event resulting from the analyses, opinions, or conclusions in, or the use of this report.
- The assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.
- Eric Blum and/or members of his staff have made personal inspections of the subject property on various dates, the most recent being during January 22, 2025, when photographs were taken.
- No one provided significant professional assistance to the person signing this report. The analyses, conclusions, and opinions contained in the report are the principal effort of the undersigned. However, other members of the staff may have performed certain functions, such as data collecting and verification.

BASIC ASSUMPTIONS, CONTINGENT AND LIMITING CONDITIONS

This marketing report was prepared expressly for the client and is subject to the following assumptions and limiting conditions and any special limiting conditions contained in the report, which are incorporated herein by reference.

This report represents the best opinion of the undersigned.

The legal description furnished, if any, is assumed correct. The report assumes no responsibility for matters legal in character, nor does it render any opinion as to the title, which is assumed good. All existing lines and encumbrances, if any, have been disregarded and the property is reviewed as free and clear, under responsible ownership and competent management.

Any sketches or assumptions in this report are included to assist the reader in visualizing the property. The reporter has conducted no survey of the property and assumes no responsibility in connection with such matters.

The writer believes to be dependable the information which was furnished by others to be dependable to be dependable, but he assumes no responsibility for its accuracy.

Possession of this report, or a copy thereof, does not carry with it the right of Publication, nor may it be used for any purpose by any but the client, without the previous written consent of the undersigned or the client, and then, only with proper qualification.

No testimony will be rendered unless the entire market report fee has been paid.

The comparable sales data relied upon in this study are believed to be from reliable sources; however, it was not possible to inspect the interiors of all the comparable and it was necessary to rely on information furnished by others as to physical and economic data.

No part of the content of the report, or copy thereof, including conclusions as to the marketability, the identity of the undersigned, or the firm with which the undersigned is connected shall be used for any purposes by anyone, but the client specified in the report.

I recommend that to determine the most effective analysis of this project that the owner proceed with a professional civil engineer and architect taking into consideration but not limited to all construction restrictions, drainage, and parking pertaining to this type of project.

SCOPE OF REPORT

The scope of this report includes an investigation into the market factors that affect the feasibility for the development of the subject property, with and without its proposed improvements. The subject is a proposed mini-storage warehouse development on a parcel of land located at or near 115 McClung Rd. Athens, GA 30601.

The writer or employee inspected the property, the last inspection of the subject site occurring during January 22, 2025. The scope of this assignment involves estimation of the following:

COMPETITIVE ANALYSIS:

A review of all like properties within a specific geographical area as to be determined to have a direct impact on the marketability of subject proposed project.

AN ASSUPTION OF TOTAL RENATBLE SQUARE FEET and rating calculation-based estimates provided by client and author.

In no way are these estimates presented as guaranties or warranties as to actual square feet, unit count or annual rent per square foot. Rate estimates are the author's best assumption of average rental rates available at the time of this report.

ABOUT THE AUTHOR

BMSGRP Self Storage Consulting was started 20 years ago by David Blum, who after serving three years as a district manager for Storage USA and then four years as Vice President of Operations for Budget Ministorage in South Florida. In April 2020, after the passing of David, Eric Blum assumed responsibilities as President of BMSGRP, previously spending 5 years as Vice President and working for various companies throughout the storage industry in multiple capacities Since 2005. BMSGRP is a full-service consulting firm that specializes in Self Storage exclusively. Our consulting assignments have included feasibility and market reports throughout the US. We specialize in assisting first time novice investors and developers in the complete process from site location, site planning, zoning, design, unit mix, office layout, security, branding, marketing, and operations. In addition, we have assisted with projects throughout Europe, the Middle East, and Latin America. In Please visit our web site, www.bmsgrp.com for details on specific projects.

ERIC BLUM

SUMMARY OF QUALIFICATIONS

- 15+ years Self-Storage experience
- 5+ years business owner
- 3 years Truck Rental experience

PROFESSIONAL EXPERIENCE

2005-2008, 2017-Present	BMSGRP Self Storage Consulting-President
2014-2017	U-Haul International-General Manager/Owners Representative
2009-2014	Best Florida Storage-District Manager
2005-2008	Sunshine Self Storage-General Manager/Owners Representative
2003-2005	Office Depot-Assistant Manager

EDUCATION

1999-2001	Broward College <i>Associate of Business Administration</i>
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References Available upon request.