



YourSpace America
SELF-STORAGE 

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There can be no assurance that the projections will be realized, and the actual results may be materially worse than those shown. The provision of these projections should not be regarded as a representation, warranty or prediction by the Company or its officers or directors that the projections are or will prove to be accurate.

This presentation does not constitute an offer to sell securities.



Our Purpose



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

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

Why YSA

Management Team

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

Acquisition/Underwriting

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

Relationship/Network/Deal Flow

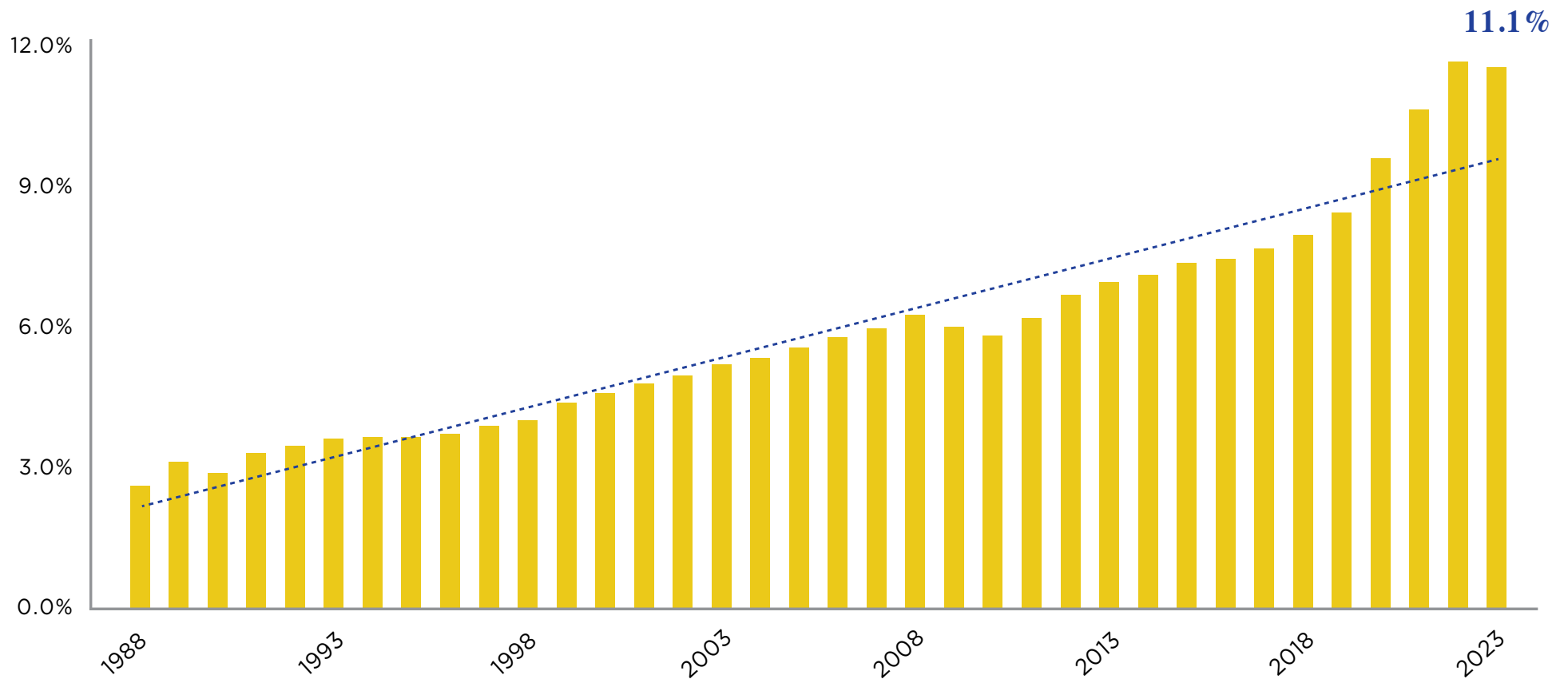
- YSA's business plan is opportunistic and seeks to maximize risk adjusted returns. Deal flow is significantly greater due to YSA's acquisition, conversion, and development strategy. We are not limited to entitled sites or acquisition of stabilized or near stabilized assets that are hotly contested by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

Self-Storage: A Growing Industry

Percentage of U.S. Households Using Self-Storage

Over 1 in 10 U.S. households currently rent a self-storage unit¹

Number of households using self storage and their length of stay are growing every year



1. SpareFoot – U.S. Self-Storage Industry Snapshot April 2024

Self-Storage: A Growing Industry

Ownership by number of properties¹

Decentralized Market

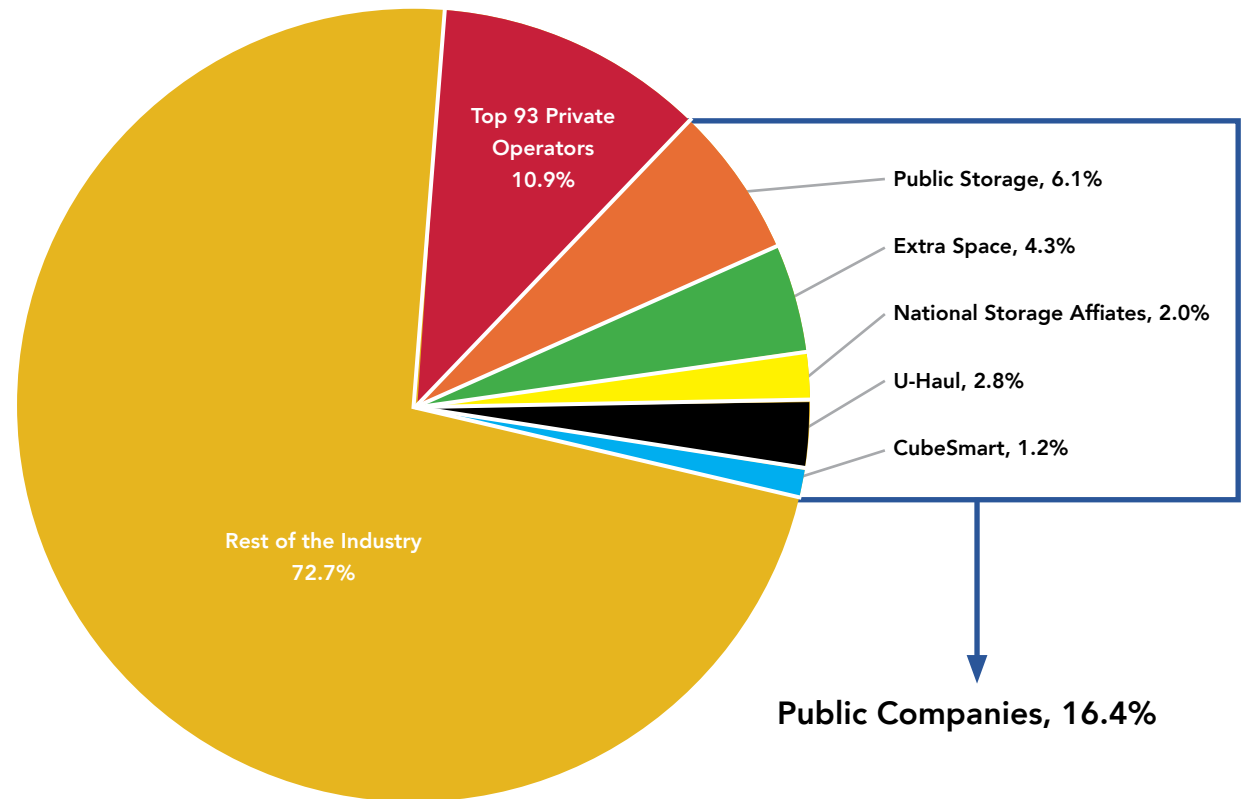
- Top 100 Operators own ~29% of properties
- 6 Public Operators own ~17% of properties

Undercapitalized sellers with no legacy plan²

- ~71% of assets owned by “mom-and-pop” operators who are unable to invest in large capital improvements, technology or marketing
- Primarily Baby Boomers or older who liquidate post-retirement

Difficult for larger institutions to participate

- \$5-10mm typical acquisition size
- Time intensive investment process
- Portfolio exit to Institutional buyers offers premium due to scale



Source: Self-Storage Almanac 2024.

1. Extra Space and Life Storage completed a \$12.7bn merger in 2023. The graph above combines Extra Space and Life Storage as one entity.

2. Based on number of facilities owned.

Self-Storage: A Growing Industry

Self-storage is a resilient, defensive and cash-flowing asset



LOW CAPEX

Lowest of any multi-tenant property type (5% v. 10% for apartments)



HIGH PROFIT MARGINS

55-65%, due to low staffing needs, utility usage and repairs/maintenance



INFLATION PROTECTION

Month-to-month leases create flexibility and protection from changing interest rate environments and inflation



DIVERSIFIED RENT ROLL

~500 tenants per property, on average, providing credit and turnover diversification



LOW DELINQUENCY RATES

One of the lowest of any commercial property type since 2000 and the lowest since 2008



LANDLORD FRIENDLY LEGAL FRAMEWORK

Ability to swiftly lien defaulted tenants and auction off goods

Tenant Demographics

Diverse tenant mix

Idiosyncratic Demand Drivers



Life events, including a death or change of marital status



Relocation/ retirement/ downsizing

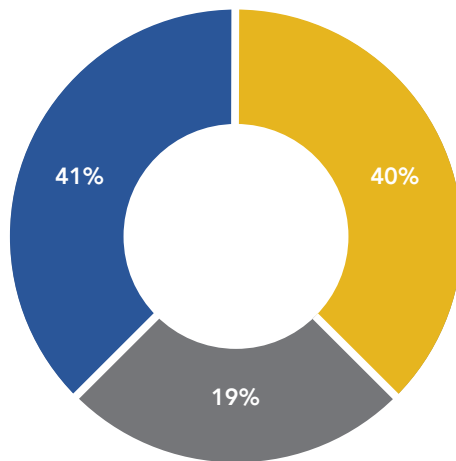


Business expansion or contraction



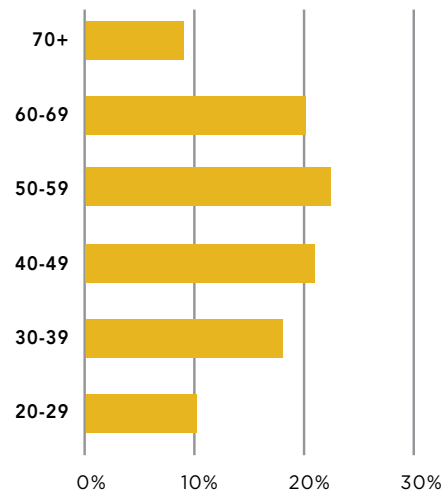
Last mile distribution

Current Rent Roll



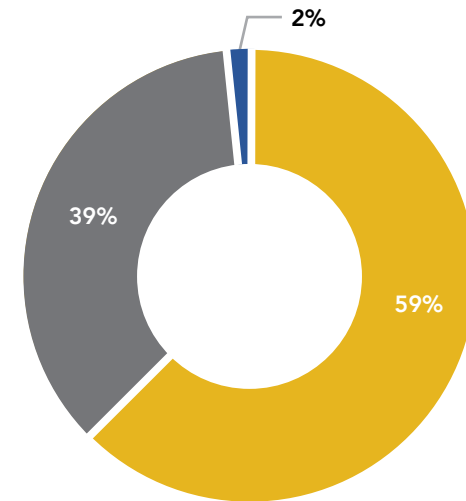
- Less than one year
- Between one and two years
- Longer than two years

Age



Average customer age = 51.0

Sign-up Device



- Mobile
- Desktop
- Tablet

REIT Sector Return Fundamentals





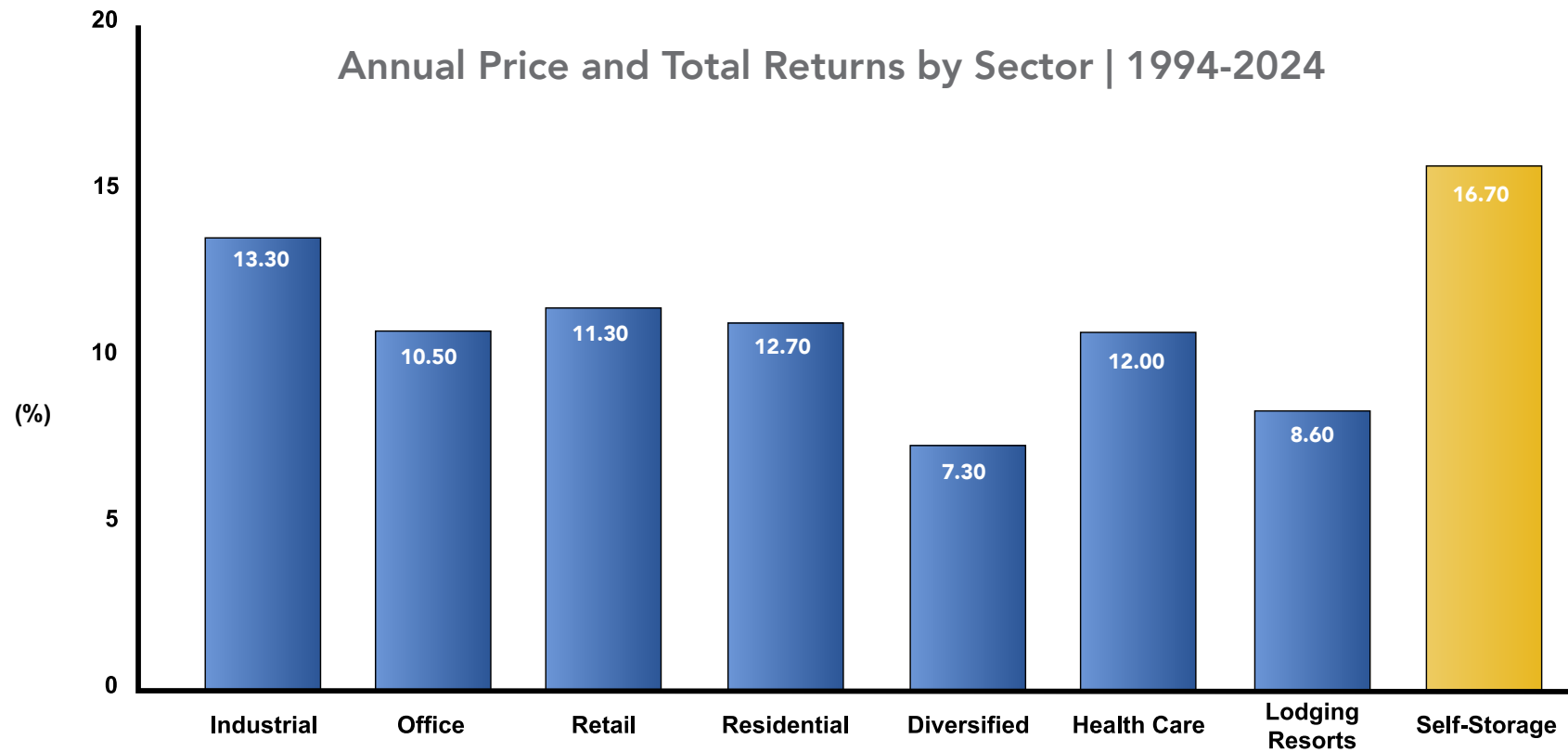
REIT Sector Return Fundamentals



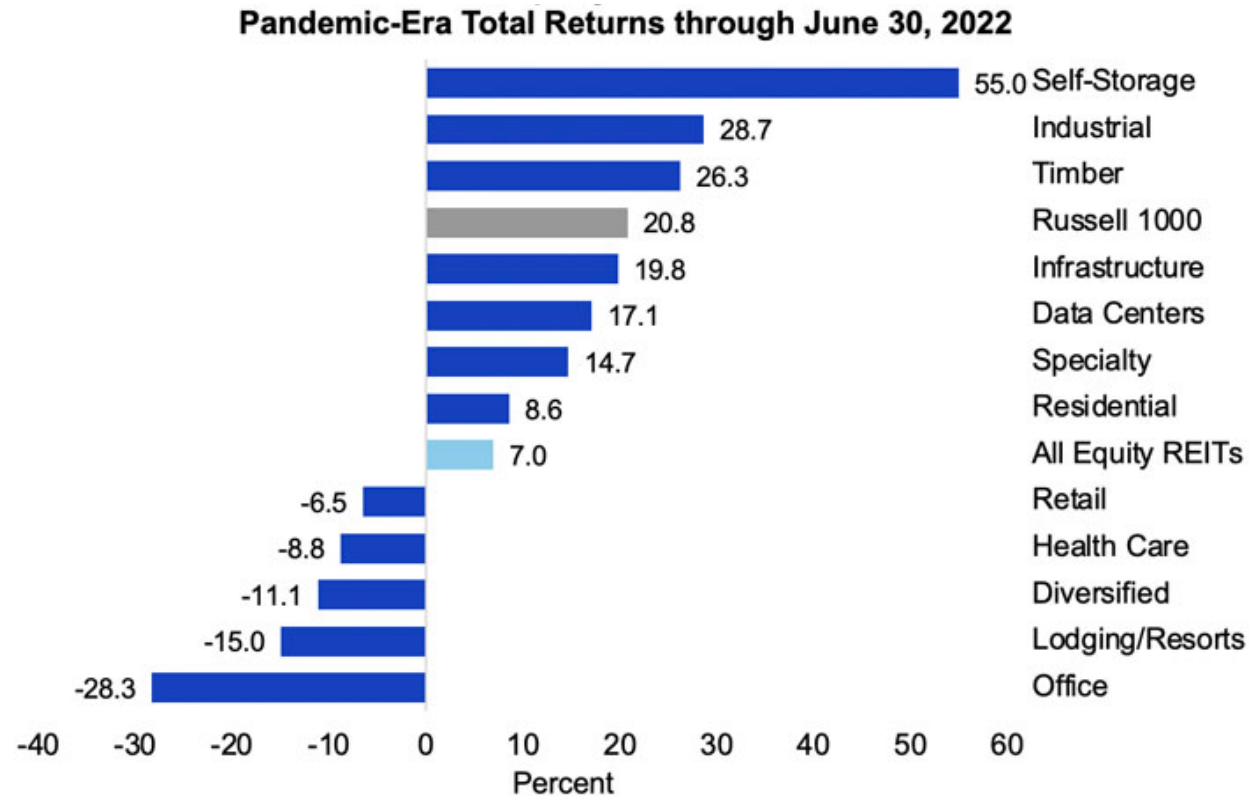
The performance of self-storage as a commercial real estate investment is unrivaled in terms of overall returns and long-term performance. For the past 31 years, self-storage was the top performing property type in the NAREIT index, with average total returns of 16.70% for the period from 1994-2024. Self-storage outperformed the Office, Industrial, Retail, Residential, Diversified, Health Care, Lodging/Resorts, Mortgage REIT, Timber, Infrastructure, Data Centers, and Specialty sectors.

Comparative Sector Total Returns

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



U.S. REIT Property Sector Performance



Source: FTSE Russell, Nareit, FactSet.

Chart 2 reports total returns for U.S. REITs by sector over the COVID-19 period, which began in February 2020, through mid-year 2022. As the chart shows, self-storage leads all sectors with a total return of 55.0% over the pandemic period, followed by industrial at 28.7%.

REIT operating performance has been in stark contrast to the stock market performance and the speed of the recovery of the REIT industry from COVID-19 induced shutdowns has demonstrated both the flexibility of REIT management teams as well as the resilience of the industry.



PUBLIC STORAGE - Top 10 Institutional Shareholders



Holder	Shares	Date Reported	% Out	Value
Vanguard Group Inc	20,711,387	Sep 29, 2023	11.78%	5,883,483,856
Blackrock Inc.	15,754,728	Sep 29, 2023	8.96%	4,475,445,698
State Street Corporation	11,181,814	Sep 29, 2023	6.36%	3,176,417,984
Capital International Investors	8,109,610	Sep 29, 2023	4.61%	2,303,696,972
Price (T.Rowe) Associates Inc	4,896,080	Sep 29, 2023	2.78%	1,390,829,481
Wellington Management Group, LLP	4,234,654	Sep 29, 2023	2.41%	1,202,938,192
Geode Capital Management, LLC	3,967,630	Sep 29, 2023	2.26%	1,127,084,683
JP Morgan Chase & Company	3,168,763	Sep 29, 2023	1.80%	900,150,528
Charles Schwab Investment Management, Inc.	2,687,170	Dec 30, 2023	1.53%	763,344,401
Norges Bank Investment Management	2,393,062	Dec 30, 2022	1.36%	679,797,139

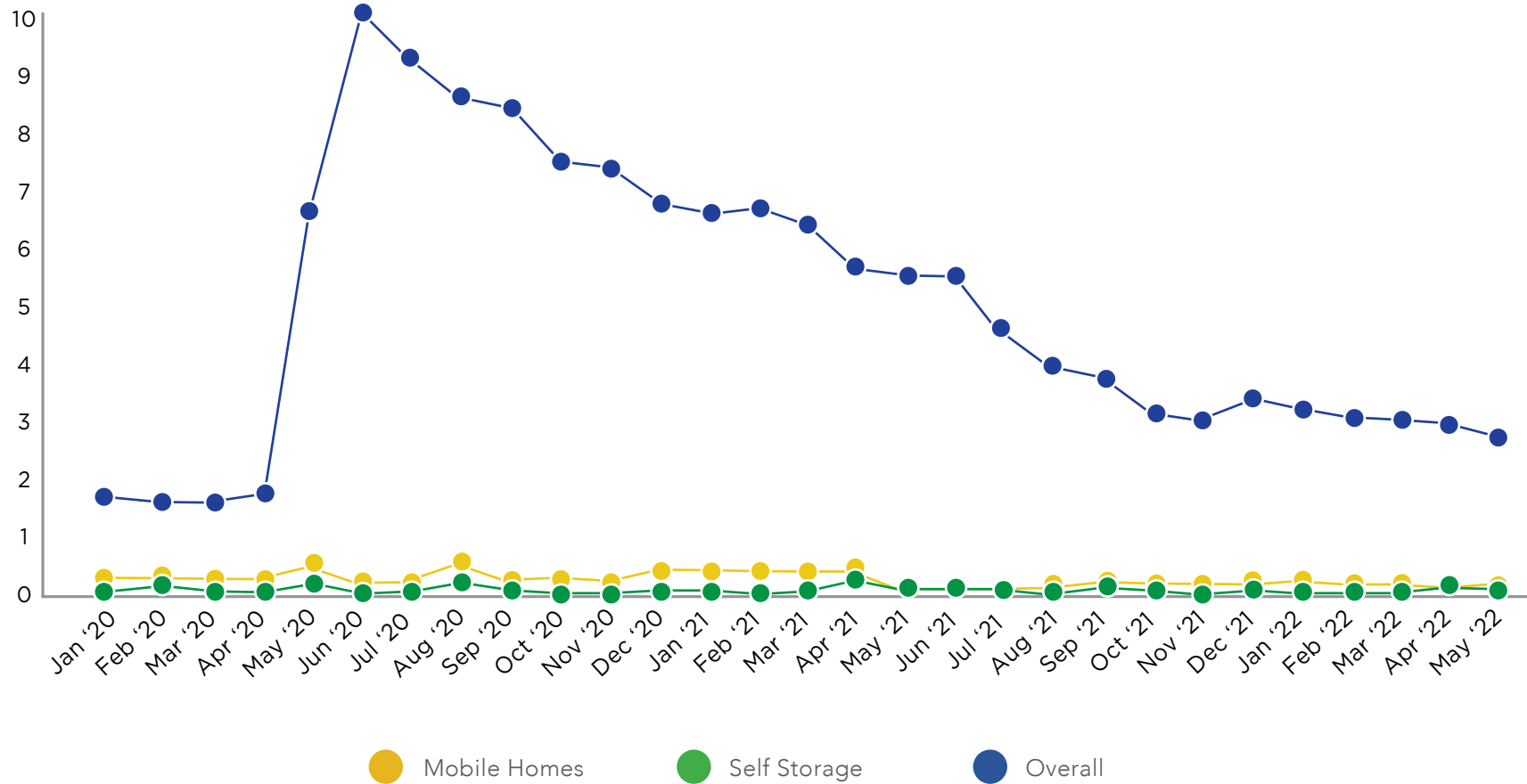
EXTRA SPACE STORAGE - Top 10 Institutional Shareholders

Holder	Shares	Date Reported	% Out	Value
Vanguard Group Inc	33,686,341	Sep 29, 2023	15.94%	4,829,947,737
Capital World Investors	21,476,701	Sep 29, 2023	10.17%	3,079,329,494
Blackrock Inc.	20,758,884	Sep 29, 2023	9.83%	2,976,408,889
State Street Corporation	13,509,700	Sep 29, 2023	6.39%	1,937,020,851
Cohen & Steers Inc.	10,382,745	Sep 29, 2023	4.91%	1,488,678,028
Principal Financial Group, Inc.	7,083,752	Dec 30, 2023	3.35%	1,015,668,396
Geode Capital Management, LLC	5,176,798	Sep 29, 2023	2.45%	742,249,322
Capital International Investors	4,218,354	Sep 29, 2023	2.00%	604,827,617
JP Morgan Chase & Company	3,345,787	Sep 29, 2023	1.58%	479,718,956
Massachusetts Financial Services Co.	3,219,030	Dec 30, 2023	1.52%	461,544,537

Delinquency Rates

Self-Storage and Mobile Home Parks

January 2020 – May 2022



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. Project site security is critical.

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

YSA Projects



Tucson Project Rendering



Tucson Project Rendering



Tucson Project Rendering



Executive Summary

Highlights

- 958-unit ground up self-storage facility in Tucson
- Expect building permits Q2 2025 and a Q2 2025 groundbreaking

Sponsor

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

Concept



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 130,249 GSF, a 958 SF office and 96,968 Net Rentable Area. The business plan for the subject property is to develop a state-of-the-art climate-controlled facility. 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.

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



The subject property will be a major qualitative addition to the existing self-storage market. The average self-storage facility in the five-mile radius is 35 years old, smaller (average 51,450 SF) and mostly non-climate. Given its location at the entrance to Interstate Highway 19 and its proximity to 1 million SF of power retail across the freeway, it will be the most recognizable self-storage facility in the Tucson market. With the current supply and supply in the pipeline, including the subject property, the supply will be 8.83 SF per capita in the five-mile radius when all currently proposed projects are completed. Given its location, visibility and quality, the subject property will be the go-to self-storage facility in the market.

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





Traffic Counts



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

Population Growth

85714

2022
2025 (Projected)



Avg Household Size

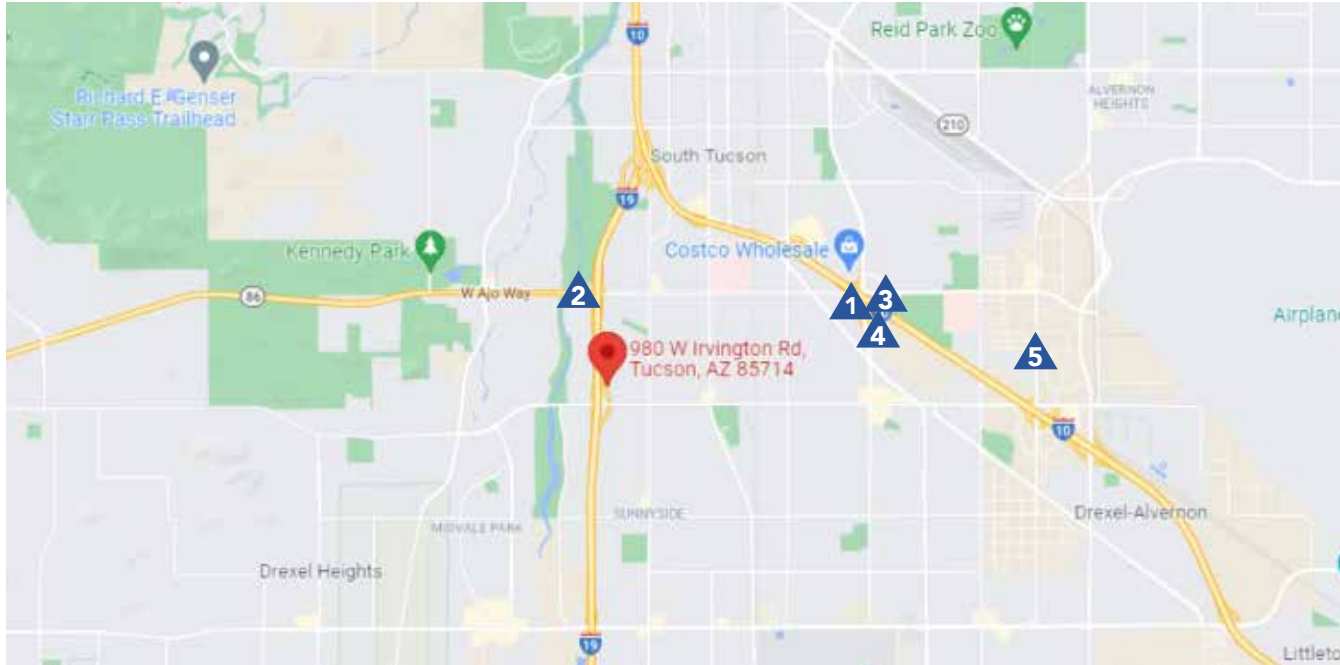
85714

2022
2025 (Projected)



2021 Estimated Daily Traffic Counts

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



1
92,788
 Street: I-10
 Cross: S Kino Pkwy
 Cross Dir: SE
 Dist: 0.01 miles

2
89,758
 Street: I-19
 Cross: W Ajo Way
 Cross Dir: N
 Dist: 0.49 miles

3
83,285
 Street: I-10
 Cross: W Ajo Way
 Cross Dir: NW
 Dist: 0.01 miles

4
83,095
 Street: I-10
 Cross: S Kino Pkwy
 Cross Dir: NW
 Dist: 0.05 miles

5
72,695
 Street: I-10
 Cross: S Country Club Rd
 Cross Dir: SE
 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.

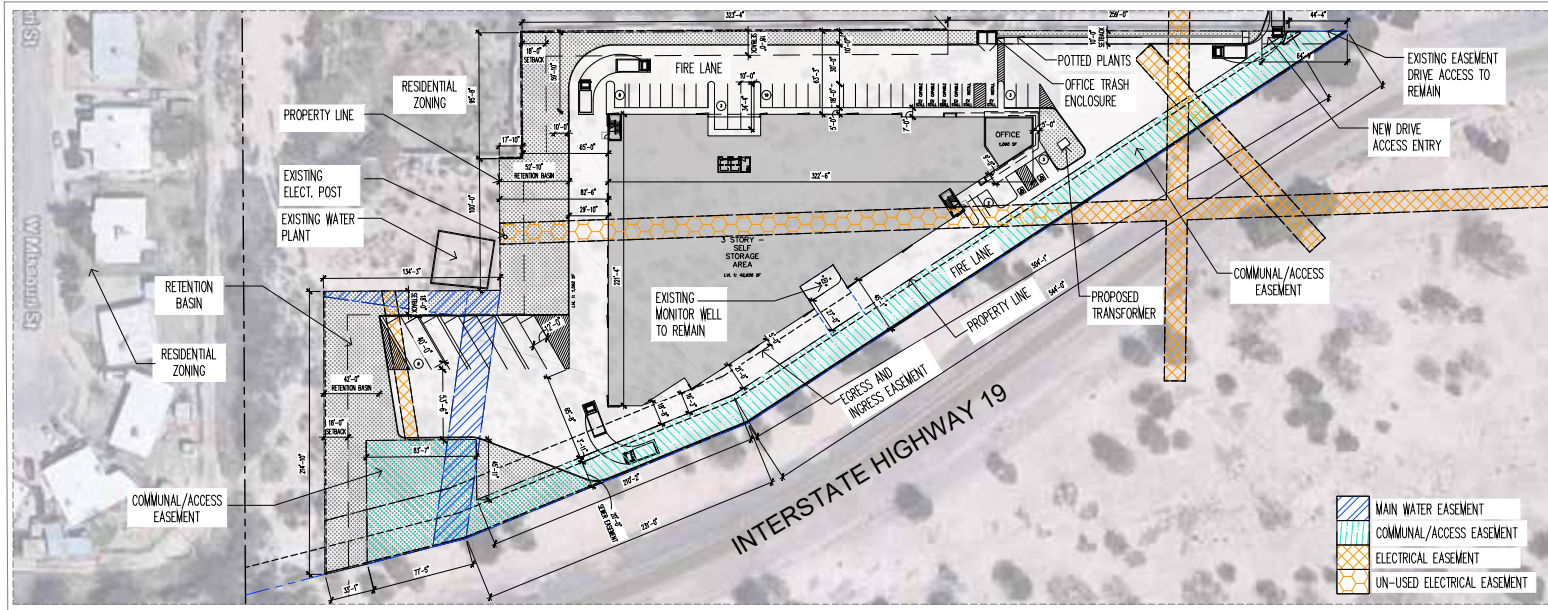
Raytheon Missiles and Defense (formerly Hughes Aircraft Co.), Texas Instruments, IBM, Intuit Inc., Universal Avionics, Honeywell Aerospace, Sunquest Information Systems, Sanofi-Aventis, Ventana Medical Systems, Inc., and Bombardier Aerospace all have a large presence in Tucson. Roughly 150 Tucson companies 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.

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

Total Project Cost	\$18,441,466
Total Equity	\$6,454,513
Debt	\$11,986,953
Stabilized NOI	\$2,090,305
Average Projected IRR	20.7%
Investor Equity Multiple	5.90
Anticipated Hold Period	120

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"
MAX HEIGHT:	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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Featured Property

YSA Projects



Las Vegas Owens

Executive Summary

The subject property is located at 120 West Owens Avenue, Las Vegas, Nevada 89106. The 2.39-acre (104,108 SF) site is an easily accessible parcel in a densely populated residential and commercial area that sits adjacent to the I-15 and is visible to 190,651 cars daily. The 2021 population within the three and five-mile radius is 174,549 and 542,284, respectively. The population within the trade area is projected to increase 9.14% between 2021-2026.

This project will be a Class A, institutional quality, 158,844 GBA and approximately 116,300 NRA self-storage facility, with approximately 1,163 units and an estimated average unit size of 100 SF. The subject property will be the highest quality self-storage facility in the market. The project will be a generation V state of the art facility. A consistently growing population, accessibility, visibility (190,651 per day), and the fact that the average age of self-storage facilities within the 3-mile radius is 30+ years old with limited climate-controlled space, make this an extraordinary opportunity.

The self-storage market is under-supplied within the 3-mile radius with 4.28 SF/Capita presently, with no supply in the one-mile radius, and three older non-climate facilities within the two-mile radius with supply of approximately 1.09 SF per capita, increasing to 2.58 SF per capita in the two-mile radius when the subject property is completed. Supply in the three-mile will be 6.28 SF per capita with all planned projects, including the subject property. The three-mile market will remain under supplied when all presently planned development is completed, including the subject property.

The multifamily market in Las Vegas is strong, with high occupancy and rising rates. High in-migration means that demand for multifamily housing has increased, and occupancy is high across the city. Rental rates are up, and vacancies are at record lows. The multifamily market is strong and trending positively, with more growth predicted.



Featured Property

YSA Projects



Las Vegas Owens Executive Summary, continued...

The Las Vegas market offers businesses unparalleled advantages over most other US Markets. To name a few: No Corporate Income Tax, no Inventory Tax, no Franchise Tax, no Personal Income Tax, No Inheritance Tax, No Estate and/or Gift Taxes, No Unitary Tax, and no Special Intangible Tax, the #1 Best State for Infrastructure, strong growth and migration from other western states, a national leader in environmental sustainability, and a booming Professional Sports Hub (NFL, WNBA, MLB, NHL, etc.).

The job market in Las Vegas is strong, and unemployment is down below pre-pandemic rates. Additionally, with new properties like Resorts World, Circa, and the Raiders Stadium, and the planned Oakland A's move to Las Vegas, the job market is not only strong, but quickly expanding and fueling the ongoing growth in Las Vegas, creating a perfect environment for sustainable future growth that can help Las Vegas continue to be one of the strongest markets in the country for years to come.

Construction commenced as of December 2024.



Executive Summary

Executive Summary	
Address	120 W. Owens Avenue
City	Las Vegas
Building GSF	158,844
Building NRSF	116,300
Total Project Cost	\$23,297,047
Untrended Rent per NRSF	\$1.70
Stabilized Rent per NRSF	\$2.29
Stabilized NOI	\$2,393,699

Project Timeline	Date
Acquisition	Oct 23
Obtain full permits	July 24
Construction Start	Dec 24
Construction End	Jan 26
Stabilization	Q2 28

Capital Stack		
Construction Financing	\$13,000,000	60%
Total Equity (LP + GP)	\$10,297,047	40%
Total Capitalization	\$23,297,047	100%

Project Cost, Debt, Equity, IRR, Multiple, Hold Period

Returns Specs	
Total Project Cost	\$23,297,047
Total Equity	\$10,297,047
Debt	\$13,000,000
Stabilized NOI	\$2,676,656
Stabilized Occupancy	93%
Average Projected IRR	25.42%
Investor Equity Multiple	5.61
Anticipated Hold Period	120 Months

Executive Summary

Highlights

- 1,163-unit ground up self-storage facility in Las Vegas
- Expect building permit in Q3 2024 for Q4 groundbreaking
- 4-story, 158,844 square foot self-storage facility

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 158,844 GBA, with 116,300 NRSF, with 1,163 units, and an office of 1,438 SF.

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.



Project Overview – Due Diligence



Environmental

The Phase I did not identify any RECs or HRECs.

Geotechnical

No evidence of adverse geological or geotechnical hazards was identified for the site in the course of review that would preclude the development of the project as currently planned.

New Supply

120 W Owens is the only facility under construction within the 1-mile trade area of the site. There are two other facilities under development within the 3-mile trade area. See Existing Supply and Development Pipeline.

Construction

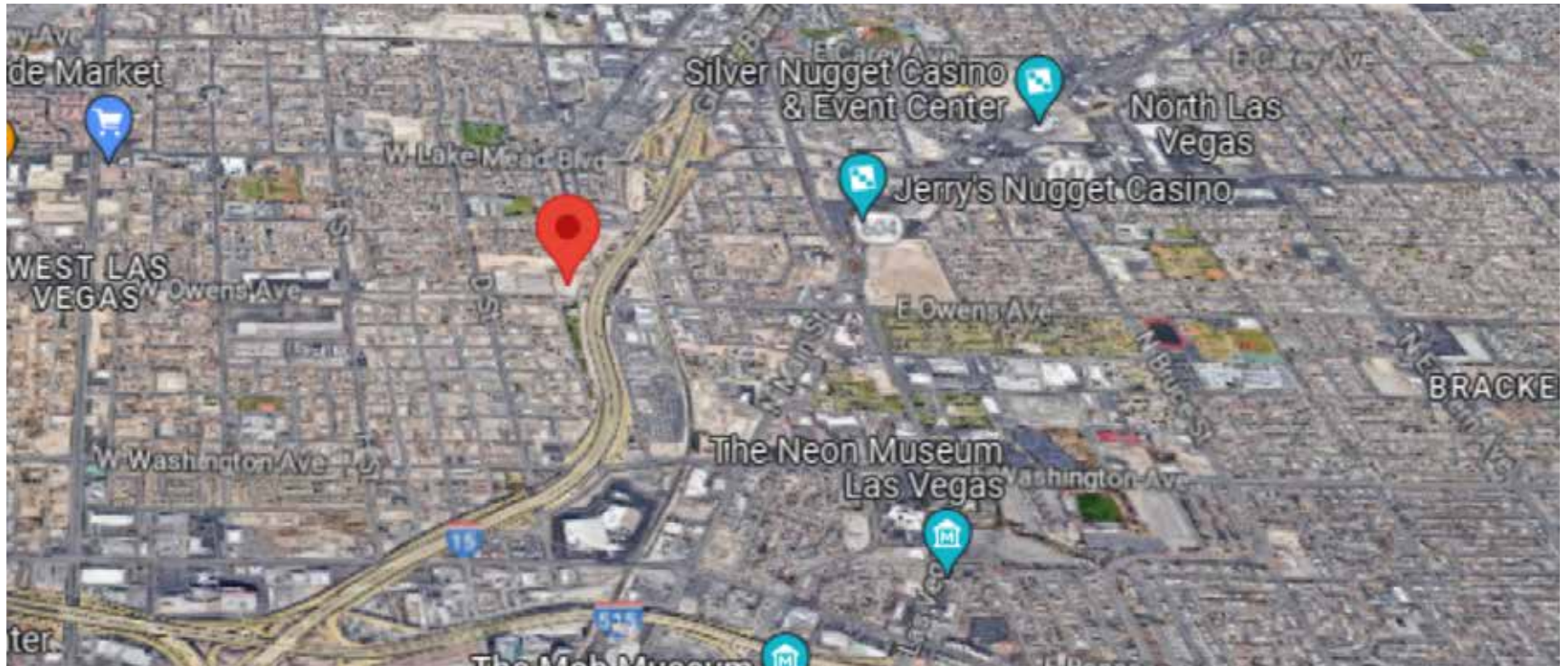
ARCO Murray will act as general contractor. ARCO Murray is the 3rd-largest design build firm in the U.S.

Zoning Entitlements

The project has been fully entitled and approved by the City of Las Vegas Planning Commission and Las Vegas City Council.

Project Overview — Local Area

YourSpace America is developing a 158,844 GSF, 116,300 NRA, 100 SF average unit size, four-story self-storage facility in Las Vegas, Nevada. There are 174,549 people living within this project's 3-mile trade area and 524,284 people living within the project's 5-mile trade area. The project will benefit from high visibility on the I-15 Freeway (175,598 VPD) and W Owens Ave (14,969 VPD), total 190,651 (VPD).

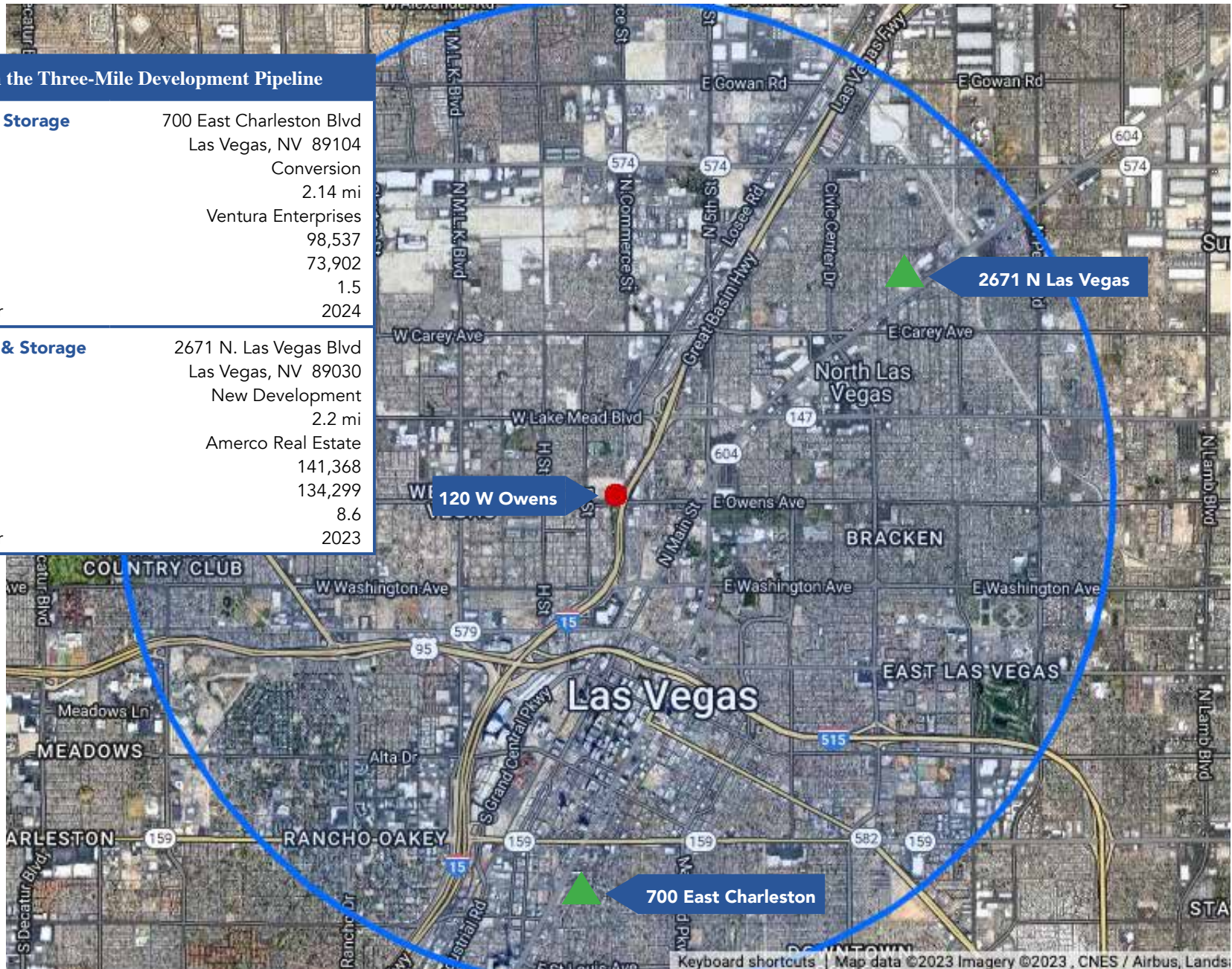


Market Analysis — Existing Supply & Development Pipeline

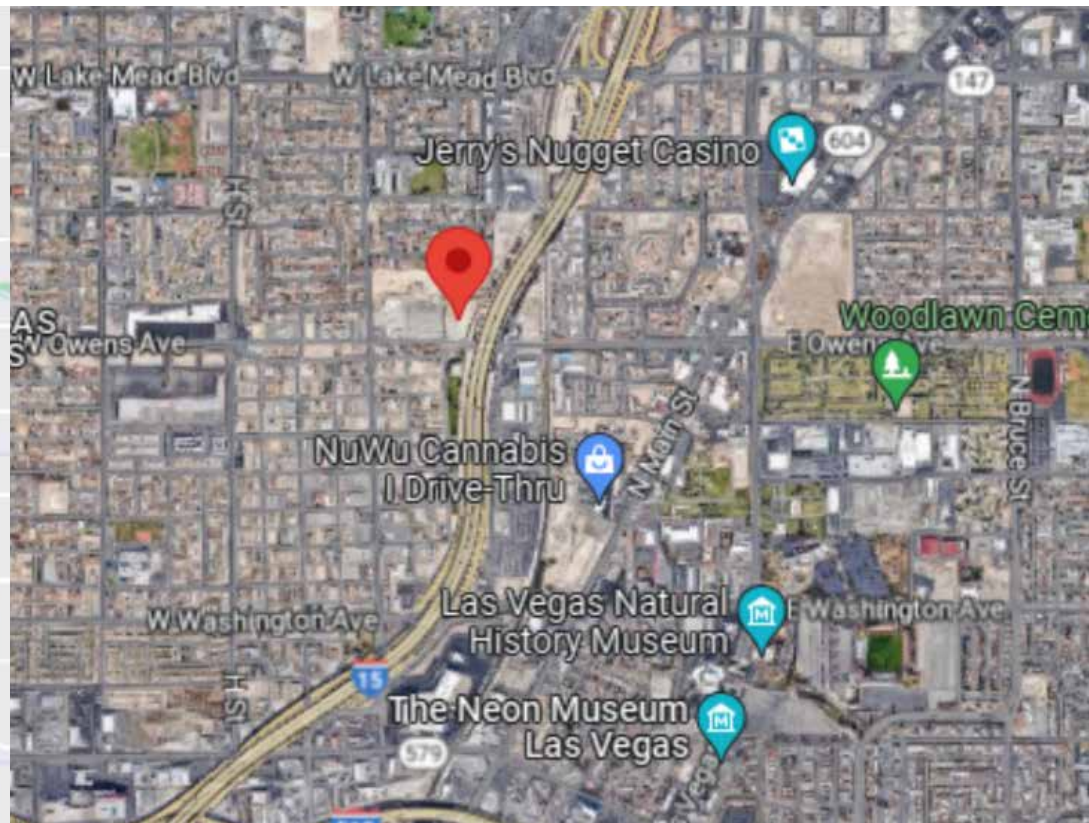
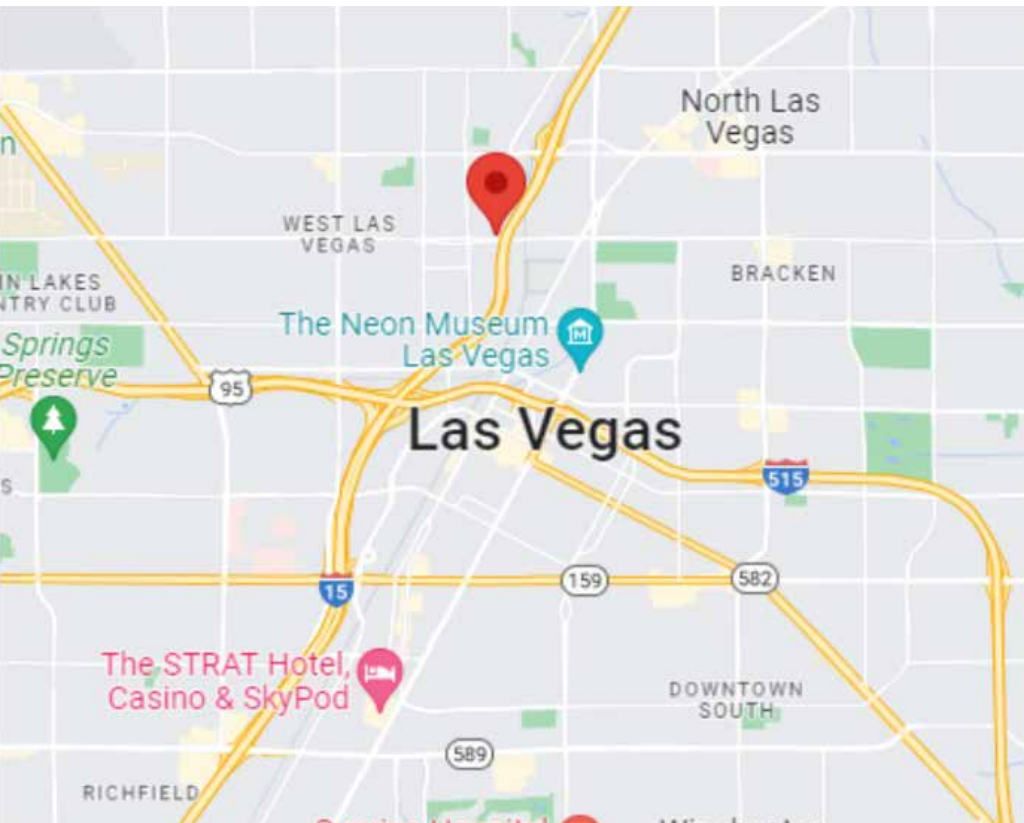
120 W. Owens Avenue: Supply Analysis	1-Mile Radius	2-Mile Radius	3-Mile Radius
Population	16,146	78,140	174,549
Number of Facilities	0	3	14
Existing Supply	0	84,963	747,012
Existing Supply Average Age	N/A	35	33
Planned Developments - Three Mile Radius 120 W. Owens - SUBJECT PROPERTY	116,255		
Charleston Self Storage 700 East Charleston Blvd, Las Vegas, NV 89104			98,537
U-Haul Moving & Storage 2671 N. Las Vegas Blvd, Las Vegas, Nevada 89030			134,299
Number of Facilities Including Subject Property, 700 East Charleston and 2671 N. Las Vegas Blvd	1	3	17
SF Per Capita Existing Supply	0	1.09	4.28
SF Per Capita with Subject Property, 700 East Charleston, and 2671 N. Las Vegas Blvd	7.2	2.58	6.28

Market Analysis — Development Pipeline: Three-Mile Radius

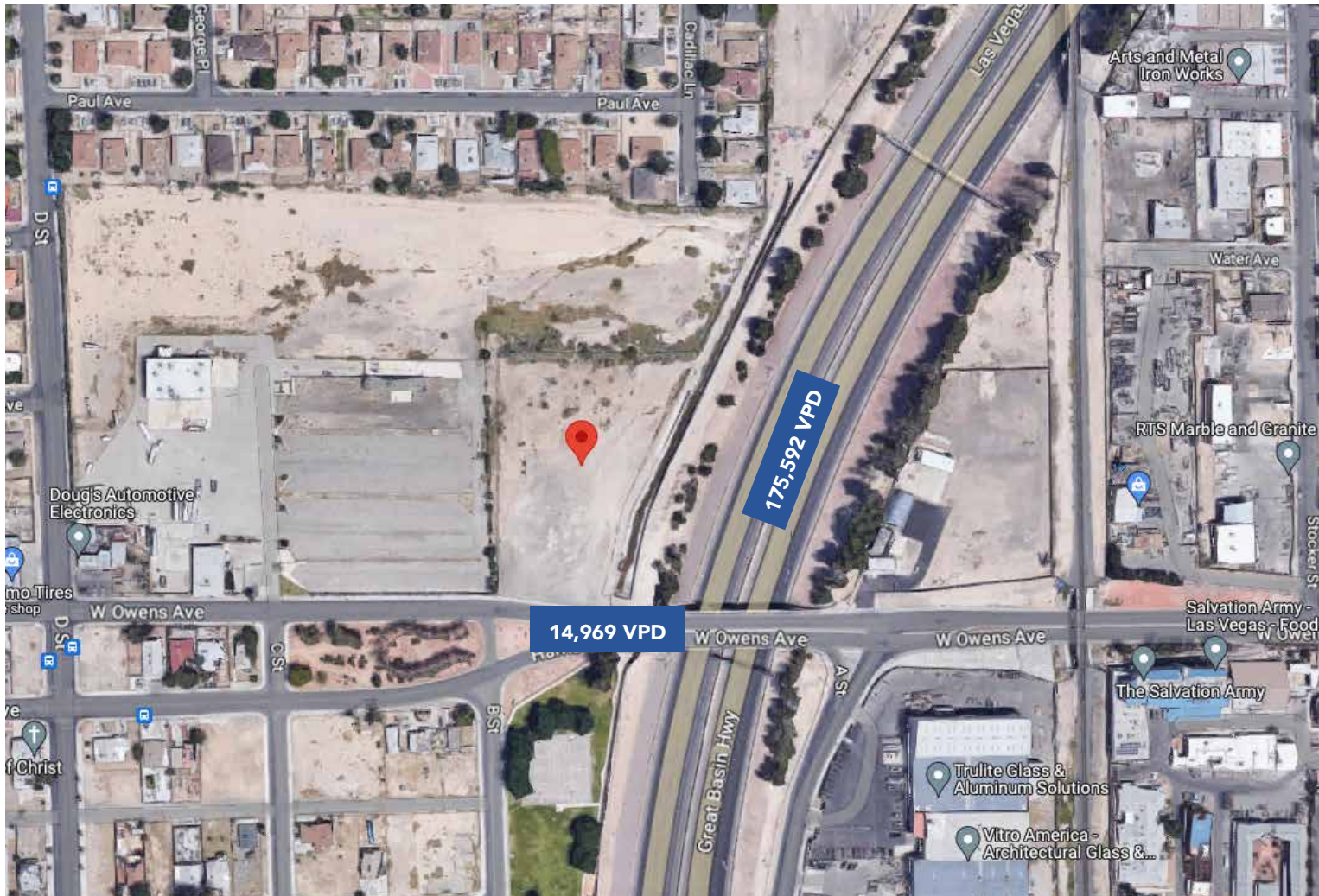
Two Projects in the Three-Mile Development Pipeline	
Charleston Self Storage	700 East Charleston Blvd
City	Las Vegas, NV 89104
Planned	Conversion
Distance	2.14 mi
Developer	Ventura Enterprises
Total GBA	98,537
Total NRA	73,902
Acres	1.5
Completion Year	2024
U-Haul Moving & Storage	2671 N. Las Vegas Blvd
City	Las Vegas, NV 89030
Planned	New Development
Distance	2.2 mi
Developer	Amerco Real Estate
Total GBA	141,368
Total NRA	134,299
Acres	8.6
Completion Year	2023



Project Overview – Site (Aerial View)



Project Overview — Traffic and Visibility



Project Overview — Site Plan




Pylon Sign Simulations



4768



4766

 <p>5201 Pentecost Drive Modesto, Calif. 95356 1-800-481-SIGN FAX (209) 543-1326 C.S.C.L. # 718965</p> <p>DESIGN MANUFACTURING INSTALLATION MAINTENANCE</p>	<p>JOB #: 000 CLIENT: Public Storage CONTACT: DATE: 06-07-24 PROJECT LOCATION: Owens Las Vegas, CA</p>	<p>SALESPERSON: DAVID RANDOLPH DRAWN BY: GN PAGE 1 OF 6</p> <p>CLIENT APPROVAL _____ DATE _____ LANDLORD APPROVAL _____ DATE _____</p>	<p>REVISIONS:</p> <p>SCALE: NOTED</p> <p>FILE NAME: Public Storage Las Vegas pylon photo Studio</p>	<p>ELECT.</p> <p>120 Volt <input type="checkbox"/> 277 Volt <input type="checkbox"/> Other <input type="checkbox"/></p> <p>one box above MUST be checked prior to any mfg.</p>	<p>SPECIFICATIONS</p> <p>See Drawing for Specifications</p> <p><small>This Design Layout is specific to 120 volt electrical power for approved illuminated signage. Any other voltage at job site that requires additional install steps will be an extra charge. Copyright 2008 USS United Sign Systems. This artwork/design is sole property of USS United Sign Systems and cannot be reproduced without written permission of USS United Sign Systems.</small></p>
	<p>DESIGN MANUFACTURING INSTALLATION MAINTENANCE</p>				

Pylon Sign Simulations



4742



4744

 <p>5201 Pentecost Drive Modesto, Calif. 95356 1-800-481-SIGN FAX (209) 543-1326 C.S.C.L. # 718965</p>	<p>JOB #: 000 CLIENT: Public Storage CONTACT: DATE: 06-07-24 PROJECT LOCATION: Owens Las Vegas, CA</p>	<p>JOB INFO</p> <p>SALESPERSON: DAVID RANDOLPH DRAWN BY: GN PAGE 2 OF 6</p>		<p>REVISIONS:</p> <p>_____ _____ _____</p>	<p>FILE</p> <p>SCALE: NOTED</p> <p>FILE NAME: Public Storage Las Vegas pylon photo Studio</p>	<p>ELECT.</p> <p>120 Volt <input type="checkbox"/> 277 Volt <input type="checkbox"/> Other <input type="checkbox"/></p> <p><i>one box above MUST be checked prior to any mfa.</i></p>	<p>SPECIFICATIONS</p> <p>See Drawing for Specifications</p>
		<p>DESIGN MANUFACTURING INSTALLATION MAINTENANCE</p>	<p>CLIENT APPROVAL _____ DATE _____ LANDFORD APPROVAL _____ DATE _____</p>	<p><small>This Design Layout is specific to 120 volt electrical power for approved illuminated signage. Any other voltage at job site that requires additional initial trips will be an extra charge.</small></p>			

Pylon Sign Simulations



4743



4754

	5201 Pentecost Drive Modesto, Calif. 95356 1-800-481-SIGN FAX (209) 543-1326
	C.S.C.L. # 718965
DESIGN MANUFACTURING INSTALLATION MAINTENANCE	

JOB INFO	
JOB #: 000	
CLIENT: Public Storage	
CONTACT:	
DATE: 06-07-24	
PROJECT LOCATION:	
Owens	
Las Vegas, CA	
SALESPERSON: DAVID RANDOLPH	
DRAWN BY: GN	
PAGE 3 OF 6	
CLIENT APPROVAL	DATE
LANDLORD APPROVAL	DATE

REVISIONS:	FILE
_____	SCALE: NOTED
_____	FILE NAME:
_____	Public Storage
_____	Las Vegas pylon
_____	photo Studio

ELECT.
120 Volt <input type="checkbox"/>
277 Volt <input type="checkbox"/>
Other <input type="checkbox"/>
one box above MUST be checked prior to any mfg.

SPECIFICATIONS
See Drawing for Specifications

Pylon Sign Simulations



4752



4751

	5201 Pentecost Drive Modesto, Calif. 95356 1-800-481-SIGN FAX (209) 543-1326
	C.S.C.L. # 718965 DESIGN MANUFACTURING INSTALLATION MAINTENANCE

JOB INFO	
JOB #: 000 CLIENT: Public Storage CONTACT: DATE: 06-07-24 PROJECT LOCATION: Owens Las Vegas, CA	SALESPERSON: DAVID RANDOLPH DRAWN BY: GN PAGE 4 OF 6 CLIENT APPROVAL _____ DATE _____ LANDLORD APPROVAL _____ DATE _____

FILE
REVISIONS: _____ _____ _____ _____ _____
SCALE: NOTED FILE NAME: Public Storage Las Vegas pylon photo Studio

ELECT.
120 Volt <input type="checkbox"/> 277 Volt <input type="checkbox"/> Other <input type="checkbox"/> one box above MUST be checked prior to any mfg.

SPECIFICATIONS
See Drawing for Specifications

Pylon Sign Simulations



4750

	5201 Pentecost Drive Modesto, Calif. 95356
	1-800-481-SIGN FAX (209) 543-1326
C.S.C.L. # 718965	
DESIGN MANUFACTURING INSTALLATION MAINTENANCE	

JOB INFO	
JOB #: 000	SALESPERSON: DAVID RANDOLPH
CLIENT: Public Storage	DRAWN BY:GN
CONTACT:	PAGE 5 OF 6
DATE: 06-07-24	CLIENT APPROVAL _____ DATE _____
PROJECT LOCATION: Owens Las Vegas,CA	LANDLORD APPROVAL _____ DATE _____

FILE
REVISIONS:
SCALE: NOTED
FILE NAME: Public Storage Las Vegas pylon photo Studio

ELECT.
120 Volt <input type="checkbox"/>
277 Volt <input type="checkbox"/>
Other <input type="checkbox"/>
<i>one box above MUST be checked prior to any mfg.</i>

SPECIFICATIONS
See Drawing for Specifications
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Case Studies

YSA Projects



Phoenix Stadium Self-Storage

2025 New Construction

Units | 1,245 Est.

Executive Summary

The subject property is located at 815-901 E. Jackson Street, Phoenix, Arizona 85034. The subject property, a 1.78-acre (77,537 SF) land parcel and planned self-storage development project. Zoning for this property allows self-storage use by right. The development team is currently working with its consultants and the City of Phoenix and has site plan approval. The development, as it is currently planned, meets the FAR height limitation and setback requirements per City of Phoenix building code. The building site closed on June 15, 2023, and we anticipate construction to March 17, 2025.

The business plan is to develop a fully climate controlled self-storage facility of approximately 166,376 GBA, with 124,554 NRSF, with 1,245 units, and an office of 1,293 SF. This will be a state-of-the-art Generation V self-storage facility of institutional quality. In addition to being climate controlled, it will offer a state-of-the-art security system, professionally monitored for immediate video verification of the alarm and priority police response to any unauthorized intrusion. The subject property will also have coded electronic access for customers.

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

Construction to commence on March 17, 2025.



Executive Summary

Highlights

- 1,245-unit ground up self-storage facility in downtown Phoenix
- Expect Q1 2025 groundbreaking
- 4-story, 166,376 square foot self-storage facility

Sponsor

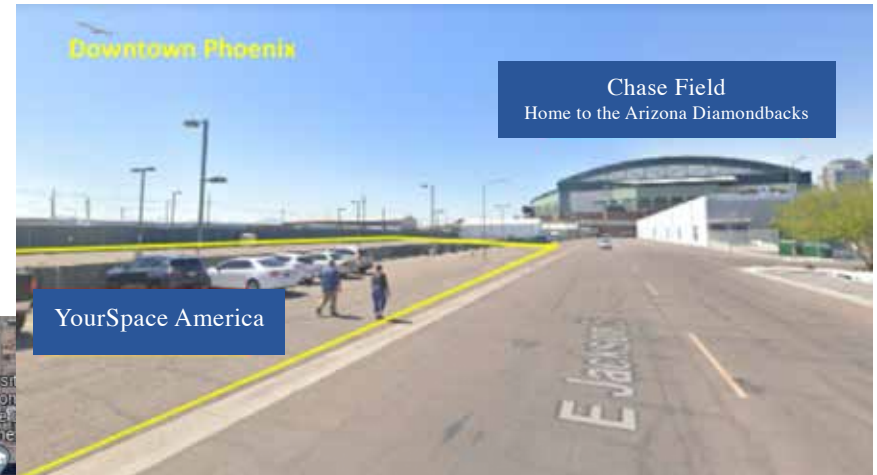
- YourSpace America, Inc. – Established in 2021
- A history of successful self-storage development projects across multiple geographic areas.

Concept

- The business plan for the subject property is to develop a fully climate controlled self-storage facility of approximately 166,376 GBA, with 124,554 NRSF, with 1,245 units, and an office of 1,293 SF.

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.

Sample Maps



Phoenix Stadium Project Future Competition Overview

Phoenix is the seat for the Capital of the State of Arizona, making Phoenix the largest city in the US with a state capital.

Phoenix City Hall and supportive services and just a few blocks from the Jackson Property.

The Jackson Street property is adjacent/650' to Chase Field, home of the Arizona Diamondbacks.

With easy access off Washington Street, Jackson Street's new 4-story building is highly visible from 7th Street, which is a main thoroughfare in and out of downtown Phoenix, next to Chase Field.

Downtown Phoenix is home to multiple universities within walking distance to Jackson Street, including:

University of Arizona

Downtown Arizona State Campus

Northern Arizona and numerous medical facilities and smaller Colleges

The Phoenix project is under-supplied in the three-mile radius and there is approximate equilibrium in the five-mile radius. The supply numbers are somewhat deceiving in the sense that most of the supply is C quality projects. There are some newer facilities in the market, but the average age of facilities in the three-mile is 35. And there are 6 facilities in the three-mile area or 60% of the facilities are over 40 years old. When you drive the area and visit each facility, you walk away with the feeling that the supply is older C quality facilities. With the rapidly growing population and the fact that this facility will be delivered in 2025, we utilize the 2025 projected population as the population number. In addition, as previously discussed, there are 17,000 residential units in planning and or development in the five-mile radius. Which should equate to approximately 50,000 additional residents. There are few locations in the US with such a dynamic population growth story as Phoenix, which is now the 5th largest city in America, and has become a magnet for new businesses, including the computer chip industry.

The five-mile radius is a similar story to the three-mile, with some newer facilities, but an average age of 31 in the five-mile, and 40% of the facilities being over 40 years old.

Market Snapshot

Surrounded by scenic mountain and desert vistas amongst a patchwork of palm-lined streets basking in more than 300 days of sunshine each year, it is easy to see why Metro Phoenix has been one of the fastest growing MSA's for decades. Now the U.S.'s 5th largest city and home of the 10th largest MSA, Phoenix's growth has been propelled by pro-business local and state governments and a diverse and educated labor-pool that is attracted to the superior quality of life that can be achieved in this sun-drenched oasis.

Stretching back to 1990, the population of the region has grown by an average of more than 90,000 annually - that's an increase of more than 250 individuals each day for 30 years. Between 2010 and 2020, Phoenix jumped from the 15th most populous MSA to the 10th, leapfrogging the likes of Detroit, San Francisco-Oakland, and Boston.

Phoenix, AZ Population Growth

Population (2022 MSA): 4.95 Million	Population (City): 1,640,000
GDP (2021): \$261.71 Billion	Median Family Income: \$75,731
2019 Median Home Price: 374,100	Median Age: 37.6 Years
Workforce Population: 2,600,000	Workforce w/min. Bachelor's Degree: 29.8%

Census Year	Phoenix (MSA)	% Change	Phoenix (City)	% Change
1980	1,600,000	-	789,704	-
1990	2,238,480	39.91%	983,403	24.52%
2000	3,251,876	45.27%	1,321,045	34.31%
2010	4,192,887	28.94%	1,445,632	9.42%
Est. 2021	4,950,203	18.00%	1,680,992	16.33%

Project Cost, Debt, Equity, IRR, Multiple, Hold Period

Returns Specs	
Total Project Cost	\$28,172,000
Total Equity	\$11,268,000
Debt	\$16,903,000
Stabilized NOI	\$3,002,276
Average Projected IRR	24.5%
Investor Equity Multiple	5.12
Anticipated Hold Period	120 Months

Site Plan



CONCEPTUAL SITE PLAN

SCALE: 1"= 80'

CODE SUMMARY		
APNs: 116-35-034A, 116-35-036A, 116-35-036B, 116-35-036C, 116-35-036D		
ZONING: A2 (INDUSTRIAL DISTRICT)		
TOTAL SITE AREA: 77,372 SF (4.177 ACRES)		
		BLDG AREA
LEASING OFFICE:		1,300 SF
BUILDING A 1 FLOOR:		39,863 SF
BUILDING A 2 FLOOR:		41,166 SF
BUILDING A 3 FLOOR:		43,135 SF
BUILDING A 4 FLOOR:		43,135 SF
TOTAL SELF-STORAGE BUILDING AREA:		168,699 SF

ITEM	BY CODE	PROPOSED
SETBACKS:		
FRONT:	0'-0"	3'-0"
INTERIOR SIDE:	0'-0"	26'-0"
REAR:	0'-0"	26'-0"
MAX HEIGHT: OVERALL:		
	56'-0"	TBD
	80'-0"	
	w/USE PERMIT	
	110'-0"	
	w/PLANNING COMMISSION	

PARKING:	REQUIRED:	PROVIDED:
-LEASING OFFICE (B):		
1 SPACE PER 300 SF	4 SPACES	4 SPACES
-STORAGE PARKING (S-1):	TBD	37 SPACES
1 PER 35 UNITS		(ADA INCLUDED)
TOTAL SPACES =	TBD SPACES:	41 SPACES
-ACCESSIBLE SPACES:	REQUIRED: 2 SPACES	PROVIDED: 2 SPACES
-LOADING SPACES:	REQUIRED: TBD	PROVIDED: 8 SPACES



VICINITY MAP

SCALE: N.T.S.

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PHOENIX SELF-STORAGE
NEW CONSTRUCTION
815-901 E JACKSON STREET
PHOENIX, AZ 85004

JOB NUMBER: PP 22-009

SCHEME:

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01-28-2022



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