

Z BEST STORAGE

Merrill, WI



KEY TERMS

Price	\$1,100,000
Price / SQFT	\$40.40
Down Payment @ 20%	\$220,000
Mortgage	\$880,000
Pro Forma NOI	\$83,036
Mortgage Payment @ 6%, 25 yr	(\$68,840)
Cash Flow	\$14,196
Debt Service Coverage Ratio	1.21
Cash on Cash Return (Pre Tax)	6.5%
Cap Rate	7.55%
Principal Payment	\$16,040
Total Return (Pre Tax)	\$30,236
Return on Investment (Pre Tax)	13.7%

FACILITY ATTRIBUTES

- Owner started business in 2003
- 27,000+ rentable square feet of storage across 10 unit sizes
- Consistently 100% full
- Wide drives for easy access into units
- Land available for expansion (8.8 acres)

Call 312-404-7933 for a detailed presentation of the property.

INVESTMENT REAL ESTATE SPECIALISTS SERVICE OFFERINGS & PRINCIPALS

Brokerage

Looking to sell your facility? Investment Real Estate Specialists has been brokering commercial properties since 1980. We are the leading self storage broker in Wisconsin.

Property Valuation

Need to understand what your property is worth in today's uncertain economic climate? IRES has developed a proprietary valuation tool to determine the value of your commercial real estate.

Business Improvement Consulting

Want to squeeze a few extra dollars out of your business? IRES has 41 years of storage management experience and can help you improve your facility's profitability by identifying areas for revenue growth and cost reduction.

Property Management

Looking to turn over the handling of day-to-day operations to a 3rd Party? IRES can provide a turn-key solution for managing your facility and has a proven track record of maximizing a storage facility's income potential.

Feasibility Assessment

Thinking of adding units to your location or building a new facility? IRES can help you assess the costs and benefits of expansion.

Chris Hitler



- Has been a real estate broker since 2007
- Manages nine self storage facilities
- Founded RummageMarketplace.com to provide self storage owners a better way to market their lien sale auctions
- Past President of the Wisconsin Self Storage Association
- Earned a BA in Economics from Northwestern University and a MBA from the University of Chicago.
- Former Broker with Argus Self Storage Sales Network
- Prior to joining Investment Real Estate Specialists, Chris worked for Capgemini, a leading management consulting firm.
- Contact information:
 - W: 262-236-0612
 - C: 312-404-7933
 - Email: chris.hitler@ires-llc.com

**Rummage
Marketplace
.com**

BROKER DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

1 Prior to negotiating on your behalf the brokerage firm, or an agent associated with the firm, must provide you the
2 following disclosure statement:
3 **DISCLOSURE TO CUSTOMERS** You are a customer of the brokerage firm (hereinafter Firm). The Firm is either an agent
4 of another party in the transaction or a subagent of another firm that is the agent of another party in the transaction. A
5 broker or a salesperson acting on behalf of the Firm may provide brokerage services to you. Whenever the Firm is
6 providing brokerage services to you, the Firm and its brokers and salespersons (hereinafter Agents) owe you, the
7 customer, the following duties:
8 (a) The duty to provide brokerage services to you fairly and honestly.
9 (b) The duty to exercise reasonable skill and care in providing brokerage services to you.
10 (c) The duty to provide you with accurate information about market conditions within a reasonable time if you request
11 it, unless disclosure of the information is prohibited by law.
12 (d) The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the
13 information is prohibited by law (see lines 42-51).
14 (e) The duty to protect your confidentiality. Unless the law requires it, the Firm and its Agents will not disclose your
15 confidential information or the confidential information of other parties (see lines 23-41).
16 (f) The duty to safeguard trust funds and other property held by the Firm or its Agents.
17 (g) The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the
18 advantages and disadvantages of the proposals.
19 Please review this information carefully. An Agent of the Firm can answer your questions about brokerage services,
20 but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home
21 inspector. This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a
22 plain-language summary of the duties owed to a customer under section 452.133(1) of the Wisconsin statutes.
23 **CONFIDENTIALITY NOTICE TO CUSTOMERS** The Firm and its Agents will keep confidential any information given to the
24 Firm or its Agents in confidence, or any information obtained by the Firm and its Agents that a reasonable person
25 would want to be kept confidential, unless the information must be disclosed by law or you authorize the Firm to
26 disclose particular information. The Firm and its Agents shall continue to keep the information confidential after the
27 Firm is no longer providing brokerage services to you.
28 The following information is required to be disclosed by law:
29 1. Material Adverse Facts, as defined in Wis. Stat. § 452.01(5g) (see lines 42-51).
30 2. Any facts known by the Firm or its Agents that contradict any information included in a written inspection
31 report on the property or real estate that is the subject of the transaction.
32 To ensure that the Firm and its Agents are aware of what specific information you consider confidential, you may
33 list that information below (see lines 35-41) or provide that information to the Firm or its Agents by other means. At a
34 later time, you may also provide the Firm or its Agents with other information you consider to be confidential.
35 **CONFIDENTIAL INFORMATION:** _____
36 _____
37 _____
38 **NON-CONFIDENTIAL INFORMATION** (the following information may be disclosed by the Firm and its Agents): _____
39 _____
40 _____
41 *(Insert information you authorize to be disclosed, such as financial qualification information.)*
42 **DEFINITION OF MATERIAL ADVERSE FACTS**
43 A "Material Adverse Fact" is defined in Wis. Stat. § 452.01(5g) as an Adverse Fact that a party indicates is of such
44 significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable
45 party, that it affects or would affect the party's decision to enter into a contract or agreement concerning a transaction
46 or affects or would affect the party's decision about the terms of such a contract or agreement.
47 An "Adverse Fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence that a competent licensee
48 generally recognizes will significantly and adversely affect the value of the property, significantly reduce the structural
49 integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information
50 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a
51 contract or agreement made concerning the transaction.
52 **NOTICE ABOUT SEX OFFENDER REGISTRY** You may obtain information about the sex offender registry and persons
53 registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at
54 <http://www.doc.wi.gov> or by telephone at 608-240-5830.