

FOR SALE

NEW CLIMATE CONTROLLED SELF-STORAGE FACILITY

MARBLE FALLS – AUSTIN – ROUND ROCK – GEORGETOWN, TX MSA



1402 Max Copeland Dr | Marble Falls, TX | 78654

NAICapital | **NAI**1st Valley | **NAI**El Paso

PROPERTY INFORMATION



Building SF

+106,500 SF



Net Rentable SF

+83,500 SF



#Units

591



Land Area: (± 4.99 AC surplus)

+3.07 AC



Stories

3



Building Height

45 FT



Parking Spaces

13



Zoning

GC



Certificate of Occupancy

March 2026



Burnet County

APN# 68912

HIGHLIGHTS

Only Class A climate-controlled facility in Marble Falls.

Prime retail-corridor location next to Home Depot.

High barriers to entry, no competing Class A facilities.

Strong fundamentals tied to Austin–San Antonio growth.

High occupancy signals unmet Class A demand.

One of the fastest-growing population bases in Texas.

Regional “consumer-on-the-go” base that passes the site daily.

±4.99 AC of surplus land for expansion or redevelopment upside.

Solid residential growth pipeline through 2026–2027.

Diversified economy led by construction employment.



MARKET SUMMARY — STORTRACK 10 MILE RADIUS APRIL 2026



SF Per Capita

7.78



Total Stores

13



Tot. Walk In Avg Rate/SF

\$1.05



Tot. Online Avg Rate/SF

\$0.92



Walk In Non-CC Rate/SF

\$0.86



Population

30.1K



Walk In CC Rate/SF

\$1.34



Online Non-CC Rate/SF

\$0.86



Online CC Rate/SF

\$1.01



Total SF

286.2K



Rentable SF

234.5K

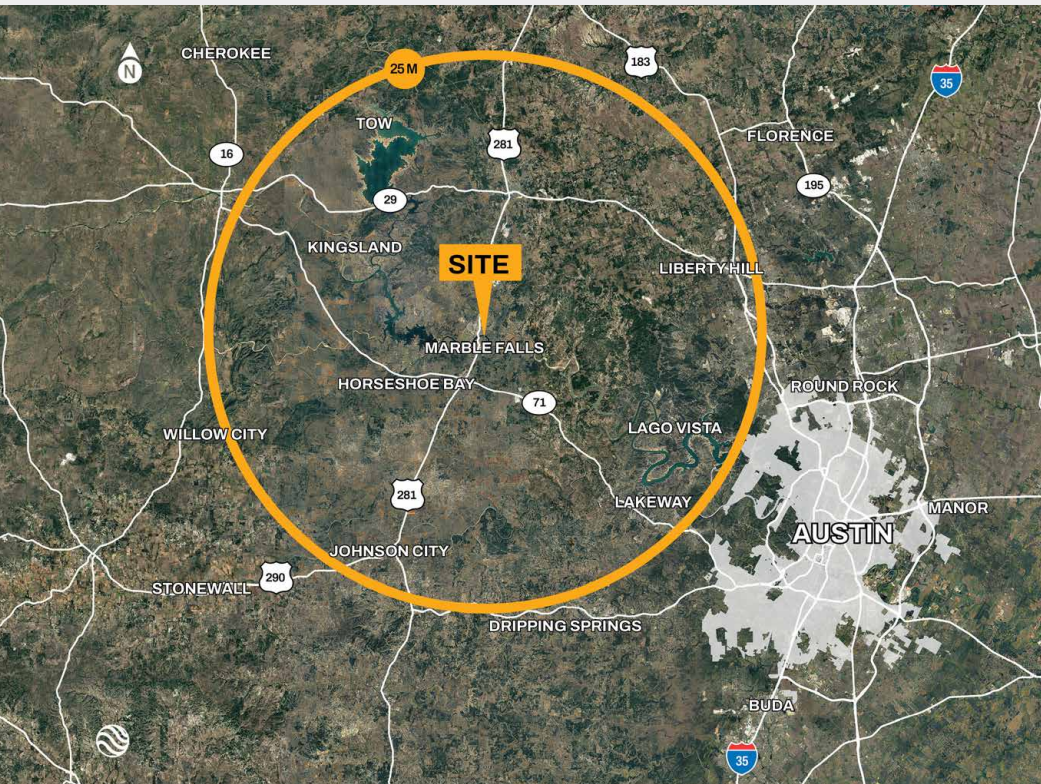
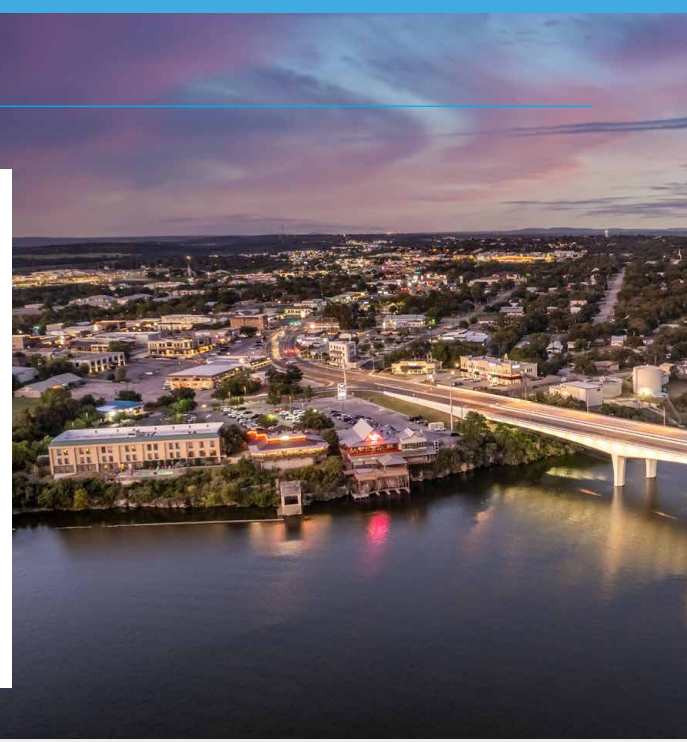


Median Income

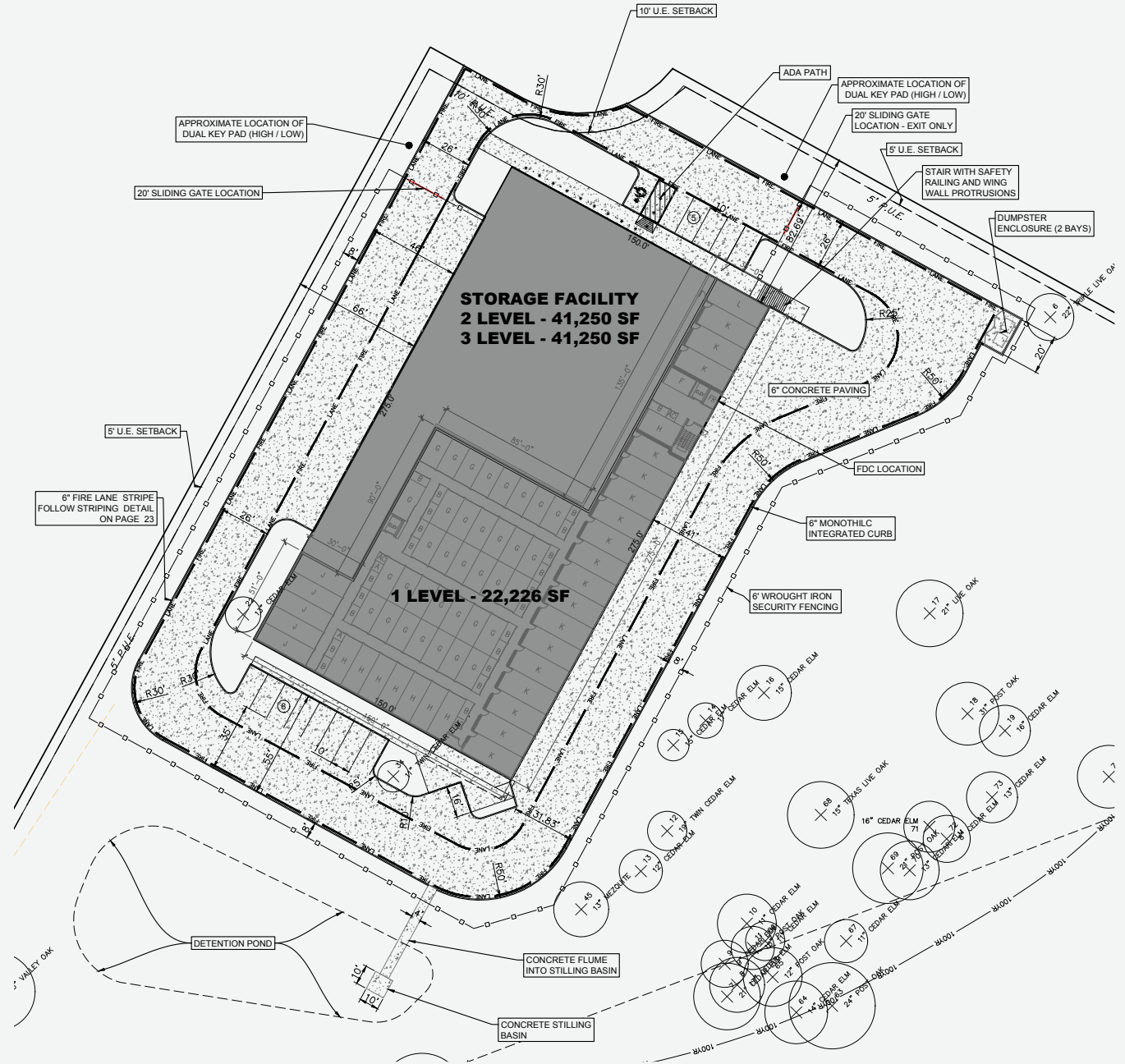
\$85.2K

MARBLE FALLS – AUSTIN – ROUND ROCK – GEORGETOWN, TX MSA

Marble Falls sits on the western edge of the Austin–Round Rock–Georgetown MSA, one of the fastest-growing metro areas in the United States, with a 2024 population of approximately 2.4 million residents and sustained annual employment growth of over 3%. The MSA is driven by a diversified economic base that includes technology, healthcare, higher education, advanced manufacturing, and a steady influx of corporate relocations, resulting in a median household income exceeding \$100,000. As part of this regional ecosystem, Marble Falls benefits from access to Austin’s labor pool, infrastructure, and capital investment while maintaining significantly lower density and operating costs. This positioning has increased its appeal to businesses and residents seeking Hill Country quality of life with proximity to one of the nation’s strongest growth economies.



SITE PLAN



Unit Mix	CC	#ofUnits	SF
Small (≤100ft ²)	✓	276	21,390
Medium (>100ft ² , ≤200ft ²)	✓	249	43,650
Large (>200ft ²)	✓	43	11,510
Large (>200ft ²)		23	6,950
Total		591	83,500

FINANCIAL SUMMARY

Year Number	Year 0	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037
Total Rental Income		\$747,708	\$1,155,209	\$1,427,838	\$1,470,673	\$1,514,793	\$1,560,237	\$1,607,044	\$1,655,256	\$1,704,913	\$1,756,061	\$1,808,743	\$1,863,005
Entry/Exit Cost	\$5,950,000												
Total Expenses		\$448,625	\$457,597	\$466,749	\$476,084	\$485,606	\$495,318	\$505,224	\$515,329	\$525,635	\$536,148	\$546,871	\$557,809
NOI		\$299,083	\$697,612	\$961,089	\$994,589	\$1,029,188	\$1,064,919	\$1,101,820	\$1,139,927	\$1,179,278	\$1,219,913	\$1,261,872	\$1,305,196
Annual Debt Service		\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895	\$905,895
DSCR		0.33x	0.77x	1.06x	1.1x	1.14x	1.18x	1.22x	1.26x	1.3x	1.35x	1.39x	1.44x
Beg. Loan Balance		\$11,050,000	\$10,862,355	\$10,662,512	\$10,449,680	\$10,223,014	\$9,981,615	\$9,724,524	\$9,450,723	\$9,159,125	\$8,848,572	\$8,517,834	\$8,165,598
Interest		\$718,250	\$706,053	\$693,063	\$679,229	\$664,496	\$648,805	\$632,094	\$614,297	\$595,343	\$575,157	\$553,659	\$530,764
Principal		\$187,645	\$199,842	\$212,832	\$226,666	\$241,399	\$257,090	\$273,801	\$291,598	\$310,552	\$330,738	\$352,236	\$375,131
Ending Loan Balance		\$10,862,355	\$10,662,512	\$10,449,680	\$10,223,014	\$9,981,615	\$9,724,524	\$9,450,723	\$9,159,125	\$8,848,572	\$8,517,834	\$8,165,598	\$7,790,467
CF after Debt Service	\$(5,950,000)	\$(606,812)	\$(208,284)	\$55,194	\$88,694	\$123,292	\$159,024	\$195,925	\$234,032	\$273,383	\$314,017	\$355,976	\$399,301
Cumulative CF after Debt Service			\$5,134,904	\$5,190,098	\$5,278,791	\$5,402,083	\$5,561,107	\$5,757,032	\$5,991,064	\$6,264,446	\$6,578,463	\$6,934,440	\$7,333,741

Capital Assumptions

Purchase Price	\$17,000,000
LTV	65%
Loan Amount	\$11,050,000
Interest Rate	6.50%
Amortization	25 Years
Loan Term	10 Years

Exit Summary

	2032
Exit Year NOI	\$1,101,820
Exit Cap Rate	6.00%
Gross Sales Price	\$18,363,667
Sales Costs (5%)	\$918,183
Net Sales Price	\$17,445,484
Loan Payoff in Sale Year	\$9,450,723
Net Sale Proceeds to Equity	\$7,994,761

Returns Summary

Equity Invested	\$5,950,000
ROC	\$2,044,761

Operating Assumptions

Expense Ratio (Year 1)	30%
Annual Rent Growth	3%
Annual Expense Growth	2%
Year 1 Occupancy	50%
Year 2 Occupancy	75%
Year 3 Occupancy	90%
Sale Year	2032

	1	2	3	4	5
Storage Units	\$(226,944)	\$249,472	\$810,399	\$1,049,826	\$1,110,825
Cell Tower	-	-	\$19,800	\$20,394	\$21,636
Solar Roof	(22,9044)	\$341,272	\$904,953	\$1,147,216	\$1,211,138
Operating NOI	(226,944)	\$341,272	\$904,953	\$1,147,216	\$1,211,138

Exit Revenue

Sale Price at End of 5 Years at Selected Cap Rate	\$23,069,287
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SELF STORAGE ADVISORY GROUP
ACQUISITION | DISPOSITION | FINANCING | VALUATION

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