

INVEST BETTER LIVE BETTER

Presented by:

Guy Varble
&
Nicki Varble



M O M E N T U M
W E A L T H F U N D

momentumwealth.fund



Introduction:

A recession resistant business model that thrives even in economic downturns.

A market where demand is constantly growing, fueled by population shifts and our ever-expanding need for space.



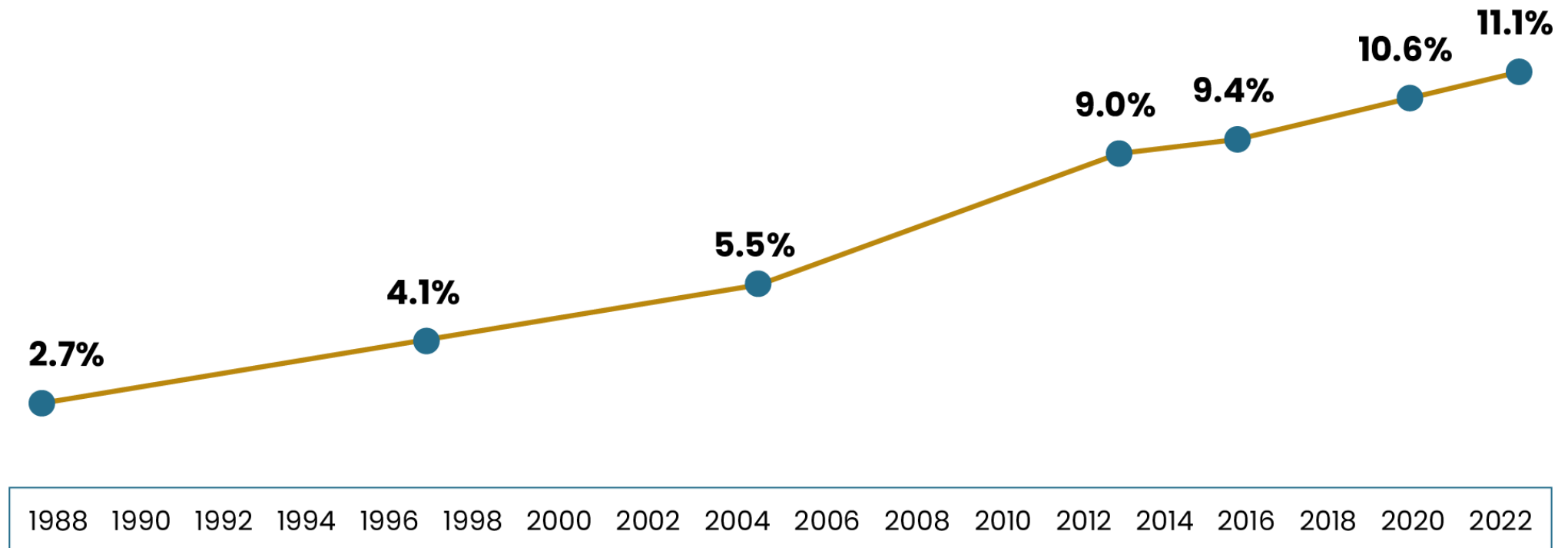


This is the world of self-storage,
and we invite you to be a part of it.



Steady Demand Growth

Percentage of U.S Household Utilizing Storage



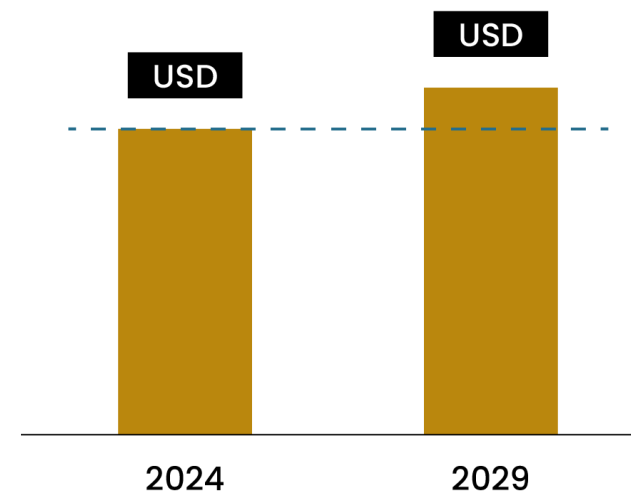
*Sources: Mini-Storage Messenger - Self Storage Almanac 2023 Self Storage Demand Study

Americans are going to need more storage space

The United States Self-Storage Market size is estimated at **USD 44.33** billion in 2024, & is expected to reach **USD 50.01 billion** by 2029, growing at a CAGR of 2.44% during the forecast period (2024-2029).

Increased urbanization is one of the major factors driving the United States self-storage market growth. The degree of urbanization is expected to reach 89.16% by 2050.

United States Self - Storage Market
size in USD Billion
CAGR 2.44%



*Sources: Mordor Intelligence



Goals and Objectives:

We **invest** in and **create**

Self-Storage Facilities with strong cash flow potential & long-term value appreciation.



Our Team



Guy Varble
Fund Manager



Nicki Varble
Fund Manager



Jon Lipovac
General Partner



Michael Bower
VP Investor Relations



Shaun Burbidge
Underwriter



Jordan Paul
Lead Underwriter

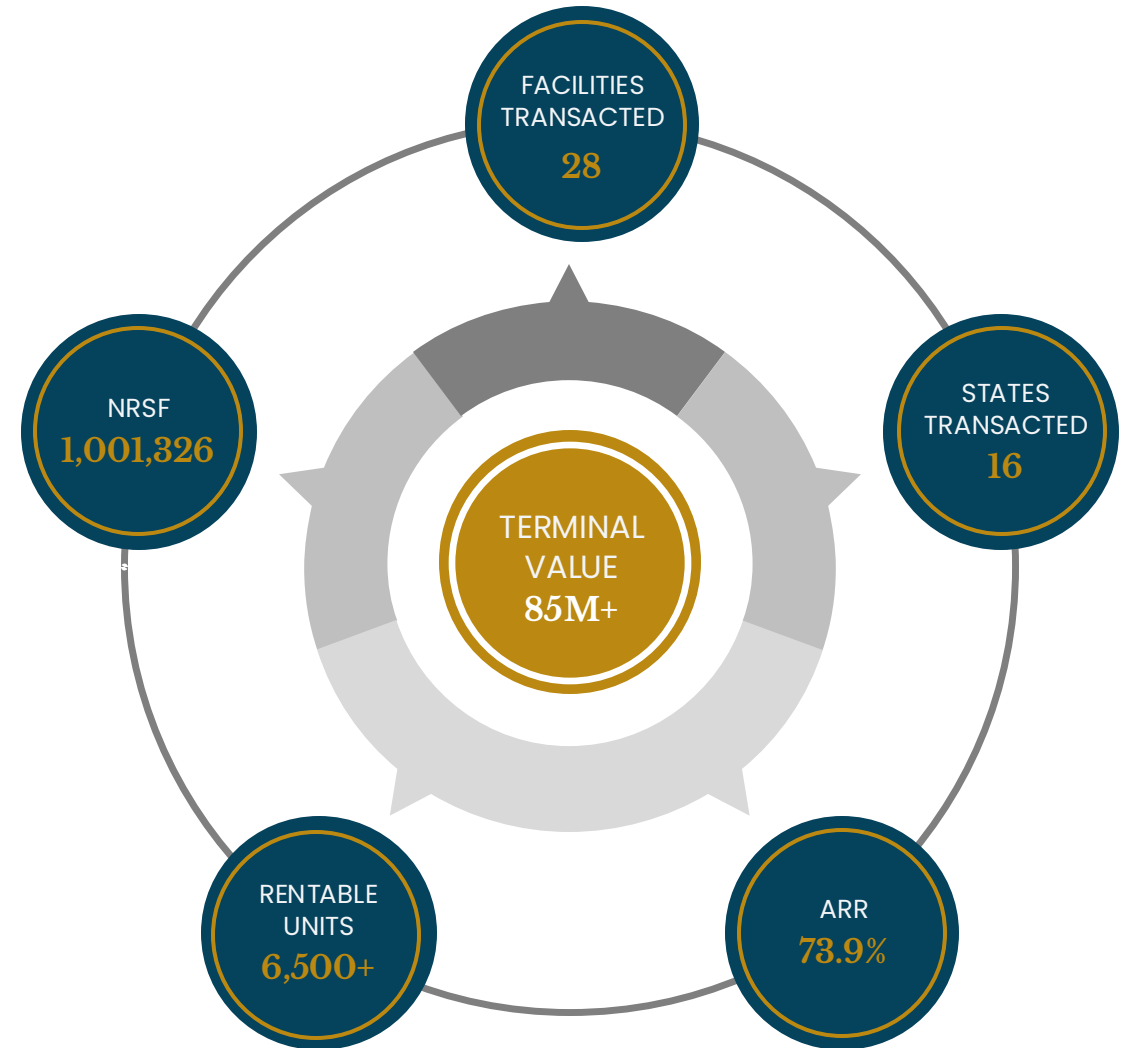


James Clark
Executive Assistant



What We Do

- 01 Acquire**
Existing facilities below market rent and implement value-add strategies
- 02 Develop**
New facilities in high-growth areas with unmet storage demand.
- 03 Hold**
Properties long-term (15-20 years) to benefit from inflation-driven rent increases and potential tax advantages.





Who We Are



We are fanatically data driven.
We rely on data to help us make decisions.



We are very focused on the niche of self-storage inside the commercial real estate asset class.



We focus on being deeply connected to self-storage facility owners, brokers, wholesalers and investors across the country. We aspire to underwrite every facility that comes up for sale. We will accomplish this by continuing to grow a comprehensive network connecting to each facility in the country.





Our Conservative Investing Approach:

We prioritize your security. Our conservative approach, with a maximum **loan-to-value ratio of 70%**, ensures your investment is well-protected. We aim to double your cash-on-cash return within 5 years through a variety of exit strategies, including long-term hold, sale, or refinance.

We don't gamble on investments. We leverage data to pinpoint high-growth markets with underserved populations and limited storage options. This ensures your investment is strategically placed for long-term success.



Who Uses Self-Storage?

Business Purpose:

Inventory overflow, seasonal equipment, & file storage.

Tradespeople:

Tools, materials, and overflow supplies between projects.

Life transitions:

Storing belongings during relocations, job changes, or downsizing.

Downsizing and Estate Management:

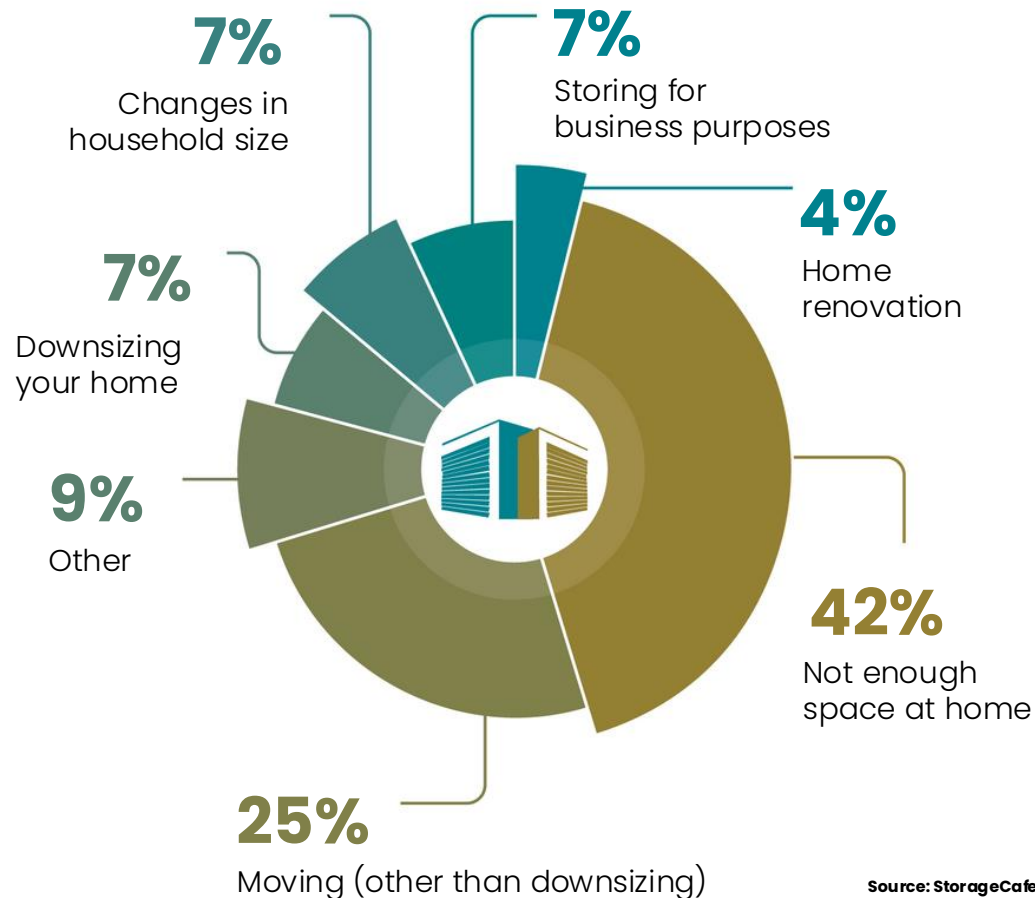
Storing furniture and sentimental items during moves or while sorting through family belongings.

Seasonal Needs:

Storing sports equipment, holiday decorations, or outdoor furniture.

Student Storage:

Dorm room overflow during breaks or storing belongings between semesters.





Why Invest In Self-Storage Facilities?



► Low Risk



► High Demand



► High Occupancy Rate



► Recession Resistant



► Low Maintenance



► Diverse Customer Base



Location Shortlisting Process & Criteria

Growing areas with population exceeding 15,000 and a self-storage index (square footage per capita) of 8 or less specific to a 3-5 mile radius.

Selection Criteria:

- Below-market rents with potential for value creation.
- Strong demographics (population & job growth).
- Underserved markets with limited storage options
- Avoid high-risk areas (safety first, flood zones).
- Prefer A, B, or C class properties in desirable locations
- Clean, well-maintained facilities with high-quality security features.



Opportunities We Look For





Key Financial Factors When Analyzing a Property



Purchase Price



Rehab Cost



Cash Flow Projection



Financing Structure



Key Investment Metrics
(Cap Rate, IRR, NPV, LTV Ratio, NOI)



Exit Strategy

- Sale to a cash flow-seeking owner.
- Long-term hold for ongoing cash flow.
- Equity buyout by an affiliated company.
- Refinance after stabilization & return investor equity.
- Portfolio aggregation for institutional sale.

Executive Summary:

We are excited to offer a compelling investment opportunity of a 13-property self-storage portfolio, strategically designed to provide investors with stable cash flow and a targeted Internal Rate of Return (IRR) of 17.6%. Mr. Storage provides cashflow to investors right away. There is a preferred rate of return of 6% and a GP/LP split remaining every year.

Our professional management team has been instrumental in bringing operational improvements and a higher standard of service to the properties. The facilities were locally operated by one person, resulting in longer response times and minimal advertising or marketing efforts. By utilizing local marketing, digital advertising, and customer engagement initiatives, we are working to increase occupancy and optimize rental income.

We take a measured approach with our projections by gradually increasing occupancy and rates the first couple of years. Our expense ratio will optimally fall within the 30-35% range, ensuring a high net operating income (NOI). The portfolio debt service coverage ratio (DSCR) is projected to start at 1.38 at acquisition and increases over time.

This investment offers the potential for consistent returns and long-term value growth, capitalizing on the demand for self-storage solutions and strategic management practices.



The Deal

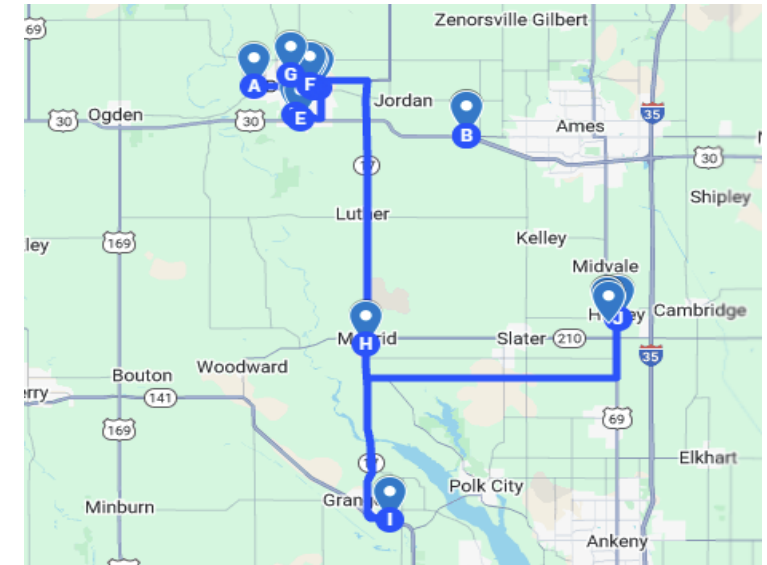
- **Total Equity Investment:**
\$3,220,000
- **Deal Structure:**
\$8,800,000 seller financing at 6%. Two-year interest only then 23-year amortization.
- **Returns:**
We aim to at least double the investors cash-on-cash return within 5 years upon sale or refinance
- **Preferred Annual Returns:**
6%
- **Targeted IRR of 17.6%:**
With a 2.10x Equity Multiple





Investment Highlights

Locations	
Boone, IA	7 Facilities
Granger & Madrid, IA	2 Facilities
Huxley, IA	3 Facilities
Ames, IA	1 Facilities



Description	#of Units	NRSF	Occupancy	Gross Potential Rent (Monthly)	Gross Potential Rent (Annually)
Storage	1,242	195,316	73%	\$119,351	\$1,432,212



Sources and Uses

Sources	\$Amount	\$PSF	%	Uses	\$Amount	\$PSF	%
Senior Loan	\$8,800,000	\$45	73.2%	Purchase Price	\$11,000,000	\$56	91.5%
Equity Contribution	\$3,220,000	\$16	26.8%	Rehab/CAPEX	\$400,000	\$2	3.3%
				Working Capital	\$50,000	\$0	0.4%
				Fees	\$570,000	\$3	4.7%
Total Sources	\$12,020,000	\$62	100.0%	Total Uses	\$12,020,000	\$62	100.0%



Revenue and Expense with NOI

Income					
	Year 1	Year 2	Year 3	Year 4	Year 5
(GPRI) Gross Rent:	\$1,432,212	\$1,475,178	\$1,563,689	\$1,657,510	\$1,756,961
Occupancy:	78%	83%	88%	90%	93%
(NET) Net Rental:	\$1,117,125	\$1,224,398	\$1,367,046	\$1,491,759	\$1,633,974
Tenant Insurance (NET):	\$24,408	\$25,986	\$27,540	\$28,152	\$29,088
Admin Fees:	\$5,586	\$6,122	\$6,880	\$7,459	\$8,170
Late, Lien, NSF Fees:	\$22,343	\$24,448	\$27,521	\$29,835	\$32,679
Other Income:	\$0	\$0	\$0	\$0	\$0
(EGI) EFF GROSS INCOME:	\$1,169,461	\$1,280,964	\$1,473,988	\$1,557,205	\$1,703,911

Revenue and Expense with NOI

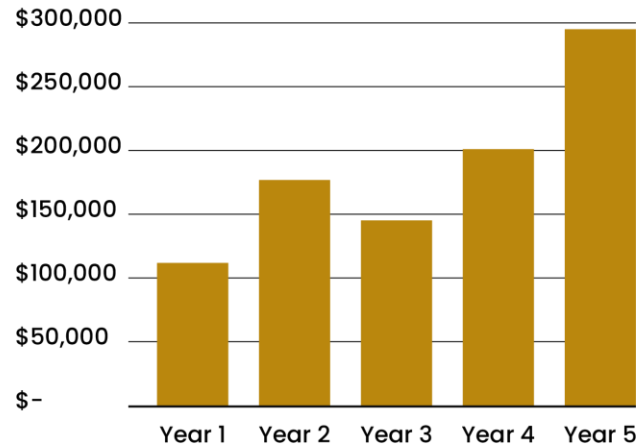


Expenses					
	Year 1	Year 2	Year 3	Year 4	Year 5
Property Taxes:	\$142,910	\$147,197	\$151,613	\$156,162	\$160,846
Insurance:	\$42,000	\$43,260	\$44,558	\$45,895	\$42,271
Utilities:	\$18,765	\$19,328	\$19,908	\$20,505	\$21,120
Repair & Maintenance:	\$71,746	\$73,898	\$76,115	\$78,399	\$80,751
Admin Expense:	\$37,550	\$38,677	\$39,837	\$41,032	\$42,263
Off-site Management:	\$70,168	\$76,858	\$86,271	\$93,432	\$102,235
On-site Management:	\$45,000	\$46,350	\$47,741	\$49,173	\$50,648
Advertising/Marketing:	\$14,717	\$15,195	\$15,613	\$16,082	\$16,564
Miscellaneous:	0	\$0	\$0	\$0	\$0
Total Expenses:	\$442,856	\$460,726	\$481,664	\$500,679	\$521,698
(NOI):	\$772,606	\$820,238	\$956,324	\$1,056,527	\$1,182,213
Debt Service:	(\$526,680)	(\$526,680)	(\$706,303)	(\$706,303)	(\$706,303)
(CADS) Cash Flow:	\$199,926	\$293,558	\$250,021	\$350,224	\$475,910

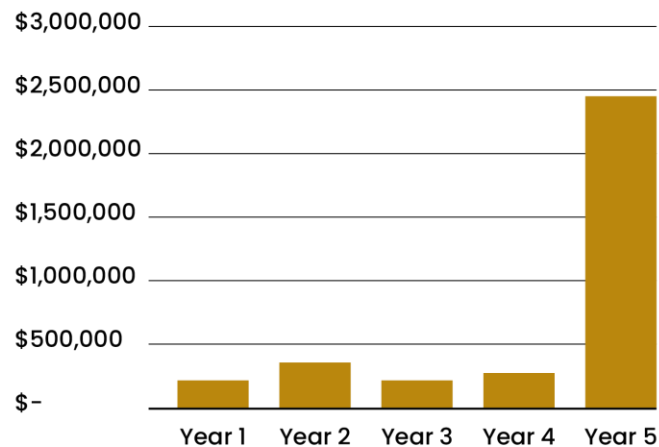


Financial Projections

Investor Pre Sale Cash Flow



Investor Post Sale Cash Flow



Limited Partner Returns

	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Flow	\$199,926	\$293,558	\$250,021	\$350,224	\$475,910
6%	\$193,200	\$193,200	\$193,200	\$193,200	\$193,200
60/40 Split	\$6,726	\$100,358	\$56,821	\$157,024	\$282,710
Total LP	\$197,235	\$253,415	\$227,293	\$287,414	\$362,826
Total LP Return	6.13%	7.87%	7.06%	8.93%	11.27%

Gross Deal Returns Summary

IRR	23.4%
Multiple	2.64x
Total Cashflow \$	\$4,681,639

Investor Returns

IRR	17.6%
Multiple	2.10x
Total Cashflow \$	\$2,808,983



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W E A L T H F U N D

Invest in Self-Storage

Achieve Financial Growth with Stable and Scalable Assets



investor@momentumwealth.fund



www.momentumwealth.fund

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