

# GK STORAGE DEVELOPMENT FUND I

## Term Sheet

Manager	GK Real Estate
Offering Structure	Reg D 506(c)
Preferred Return	10%
Total Offering Amount	\$20,000,000
Price Per Unit	\$50,000
Minimum Investment	1.0 Unit
Projected Fund Term	5 Year Hold
Investor Suitability	Accredited Investors Only
Managing Broker Dealer	Metric Financial
Third Party Due Diligence Firm	FactRight
Tax Reporting	K-1

## **Executive Summary**

GK Storage Development Fund I, LLC (GKSD I) was formed for investors looking to profit from ground-up self-storage development. GK Real Estate, the Fund's Manager, will leverage our 29 years of commercial real estate experience to target markets poised for growth and develop self-storage facilities. We will focus on markets like Las Vegas, Sarasota, Phoenix, and others across the U.S., aiming to capitalize on emerging opportunities with strong real estate fundamentals. Additionally, GKSD I will look to acquire existing value-add self-storage assets. GKSD I is a semi-blind pool, with the first development site, Station Plaza, located in the rapidly expanding North Las Vegas market. The project is already under construction and will be operated by CubeSmart.

## Waterfall

- Limited Partners (LP's) will be entitled to a 10% cumulative, non-compounding preferred return on their investment. Once LP's have received their 10% preferred return LP's will then get 100% return of capital.
- All proceeds after that are subject to a 60 / 40 split between LP's and Sponsor.



# WHY INVEST IN SELF-STORAGE?

## TOTAL ANNUAL RETURNS BY ASSET CLASS

YEAR	OFFICE	INDUSTRIAL	RETAIL	APARTMENTS	SELF-STORAGE
5-Yr Avg. (2018-2022)	-3.4%	18.4%	3.8%	9.3%	16.5%
10- Yr. Avg. (2013-2022)	3.3%	17.4%	4.9%	10.3%	15.9%
15-Yr Avg. (2008-2022)	4.0%	10.9%	6.7%	11.8%	17.2%
20-Yr Avg. (2003-2022)	7.8%	13.8%	10.6%	13.3%	18.4%
25-Yr Avg. (1998-2022)	7.2%	12.9%	10.6%	12.3%	16.4%

Source Data: NAREIT

Over the past 25 years, self-storage has proven to be one of the strongest and most consistent asset classes. To maximize returns, we plan to apply a retail-focused strategy to this sector, which has historically been treated more industrial with sites often being tucked away in subprime locations. Our 29 years of retail experience will provide us with a strategic advantage in identifying niche markets where self-storage can truly thrive.





# WHY INVEST IN SELF-STORAGE?

#### **CONSISTENT DEMAND**

Nearly 20% of American households rent a self-storage unit.

## **INCREASE IN HOUSING RENTAL PRICES**

Rent prices for housing have increased 15% nationally from 2021. This extra \$275 a month on rent is leading people to downsize. Smaller apartments/houses lead to people renting a storage unit and saving money that would've been put towards rent at the increased rate.

## LIMITED MAINTENACNCE

Little maintenance required for the upkeep of the building. Few management personnel required to operate the facility.

## LIMITED TURNOVER EXPOSURE

No single tenant who chooses to vacate causes a significant drop in occupancy.

#### **RENT OVER OWN**

2023 US Census data reveals that the count of rented homes reached 43.8 million, an increase from 43.1 million in 2022. At the same time, household ownership has dropped to 66% from 69% in 2004.

## **RECESSION RESILIENT ASSET CLASS**

An essential business that has proven its ability to weather economic uncertainty. During an economic downturn, many will downsize and need to place their belongings into self storage. On the other hand, an economic peak leads to increased household consumption and the need for extra storage.

## **DIVERSIFIED CUSTOMER BASE**

Self-storage facilities serve a wide range of customers, including residential, commercial, and seasonal renters, reducing dependence on any single market segment.







# STATION PLAZA - EXECUTIVE SUMMARY

A 3-story self-storage facility development is proposed on a vacant parcel at 3950 W Lake Mead Blvd in North Las Vegas, NV. The site is approximately 2.43 acres and proposed construction would include an mix of climate controlled, interior access self storage space and drive up non climate controlled units totaling 808 at this location. Additionally, the facility will have 440 feet of frontage along West Carey Avenue, which experiences a daily traffic volume of over 36,000 cars.

GK Real Estate has recently obtained the necessary conditional use permit from the City of North Las Vegas and successfully negotiated and amended the existing ECR agreement between the property owners and Walmart to allow the start date for construction of this project on June 20th.

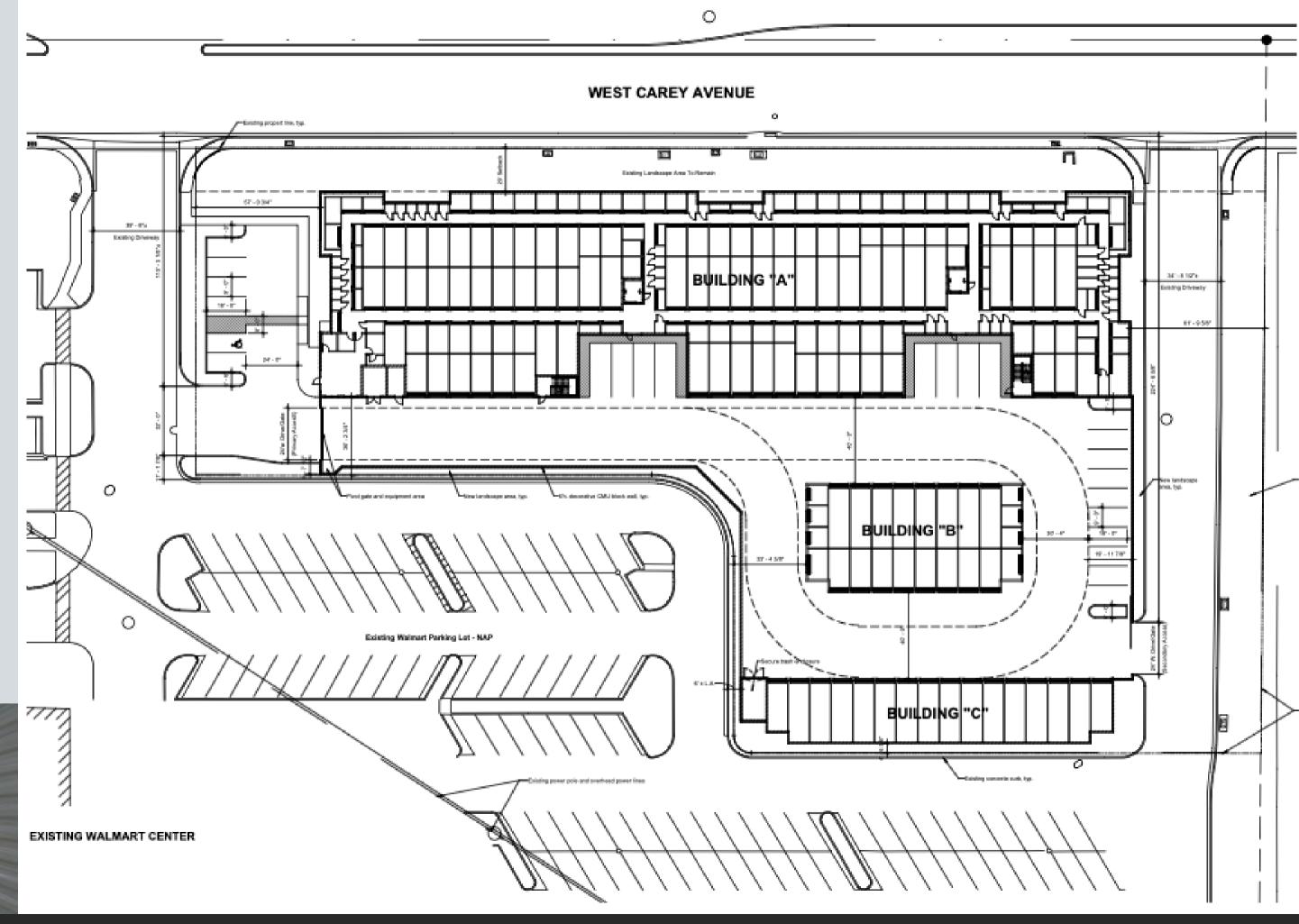






# ARCHITECTURAL SITE PLAN

3950 W Lake Mead Blvd, North Las Vegas, Nevada



# DESIGN-BUILD GENERAL CONTRACTOR

3950 W Lake Mead Blvd, North Las Vegas, Nevada





Breslin Builders is a Nevada Licensed General Contractor specializing in commercial design and construction with over 42 years of experience. GK Real Estate developed the self storage facility pictured blelow in Lake Mead Crossing, Henderson, Nevada in summer of 2023. Breslin Builders completed construction under budget and on time.



Breslin Builders has experience in storage facilities, multi-family apartments, retail and convenience stores, casinos and hospitatlity, professional offices and warehoues, and high-rise residential towers.

# DESIGN-BUILD GENERAL CONTRACTOR

3950 W Lake Mead Blvd, North Las Vegas, Nevada





Advantages of Design-Build General Contractors:

- Single point of responsibility for communication, quality, and cost of the project
- Design-Build process saves times on the overall project













A few of Breslin Builder's past self-storage projects in the Las Vegas MSA

# LOCAL AREA DEMOGRAPHICS

3950 W Lake Mead Blvd, North Las Vegas, Nevada





## **Executive Summary**

3950 W Lake Mead Blvd, North Las Vegas, Nevada, 89032 Rings: 1, 2, 3 mile radii Prepared by Esri

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	1 mile	2 miles	3 miles
Population			
2000 Population	10,925	58,329	144,194
2010 Population	11,875	67,564	159,705
2021 Population	12,535	74,212	174,498
2026 Population	13,145	79,060	188,059
2000-2010 Annual Rate	0.84%	1.48%	1.03%
2010-2021 Annual Rate	0.48%	0.84%	0.79%
2021-2026 Annual Rate	0.95%	1.27%	1.51%
2021 Male Population	51.5%	50.0%	49.8%
2021 Female Population	48.5%	50.0%	50.2%
2021 Median Age	31,2	33.5	34.6

In the identified area, the current year population is 174,498. In 2010, the Census count in the area was 159,705. The rate of change since 2010 was 0.79% annually. The five-year projection for the population in the area is 188,059 representing a change of 1.51% annually from 2021 to 2026. Currently, the population is 49.8% male and 50.2% female.

#### Median Age

The median age in this area is 31.2, compared to U.S. median age of 38.5.

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Race and Ethnicity			
2021 White Alone	36.3%	37.6%	40.8%
2021 Black Alone	21.6%	24.5%	24.5%
2021 American Indian/Alaska Native Alone	0.8%	0.8%	0.8%
2021 Asian Alone	2.9%	4.0%	4.4%
2021 Pacific Islander Alone	0.6%	0.6%	0.7%
2021 Other Race	31.8%	26.7%	23.0%
2021 Two or More Races	6.0%	5.7%	5.8%
2021 Hispanic Origin (Any Race)	56.7%	48.8%	43.9%

Persons of Hispanic origin represent 43.9% of the population in the identified area compared to 18.9% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 88.4 in the identified area, compared to 65.4 for the U.S. as a whole.

Households			
2021 Wealth Index	41	45	50
2000 Households	3,411	19,458	50,120
2010 Households	3,773	21,993	53,349
2021 Total Households	3,988	23,990	57,800
2026 Total Households	4,172	25,519	62,348
2000-2010 Annual Rate	1.01%	1.23%	0.63%
2010-2021 Annual Rate	0.49%	0.78%	0.71%
2021-2026 Annual Rate	0.91%	1.24%	1.53%
2021 Average Household Size	3.14	3.09	2.99

The household count in this area has changed from 53,349 in 2010 to 57,800 in the current year, a change of 0.71% annually. The five-year projection of households is 62,348, a change of 1.53% annually from the current year total. Average household size is currently 2.99, compared to 2.97 in the year 2010. The number of families in the current year is 39,172 in the specified area.

# LOCAL AREA DEMOGRAPHICS

3950 W Lake Mead Blvd, North Las Vegas, Nevada





## **Executive Summary**

3950 W Lake Mead Blvd, North Las Vegas, Nevada, 89032 Rings: 1, 2, 3 mile radii Prepared by Esri

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	1 mile	2 miles	3 miles
Mortgage Income			
2021 Percent of Income for Mortgage	24.9%	24.7%	23.8%
Median Household Income			
2021 Median Household Income	541,896	\$46,360	\$49,572
2026 Median Household Income	548,126	\$52,522	\$55,174
2021-2026 Annual Rate	2.81%	2.53%	2.16%
Average Household Income			
2021 Average Household Income	\$54,937	558,638	\$62,051
2026 Average Household Income	\$61,446	\$66,640	\$70,949
2021-2026 Annual Rate	2.26%	2.59%	2.72%
Per Capita Income			
2021 Per Capita Income	\$17,578	\$18,932	\$20,558
2026 Per Capita Income	\$19,619	\$21,483	\$23,608
2021-2026 Annual Rate	2.22%	2,56%	2.81%
THE RESIDENCE OF THE PROPERTY			

## Households by Income

Current median household income is \$49,572 in the area, compared to \$64,730 for all U.S. households. Median household income is projected to be \$55,174 in five years, compared to \$72,932 for all U.S. households

Current average household income is \$62,051 in this area, compared to \$90,054 for all U.S. households. Average household income is projected to be \$70,949 in five years, compared to \$103,679 for all U.S. households

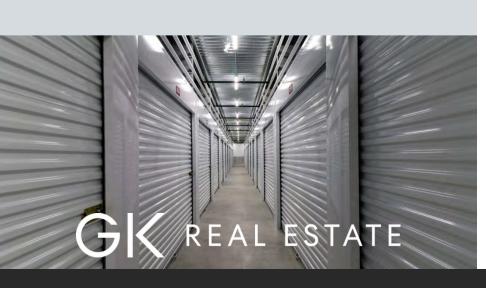
Current per capita income is \$20,558 in the area, compared to the U.S. per capita income of \$34,136. The per capita income is projected to be \$23,608 in five years, compared to \$39,378 for all U.S. households

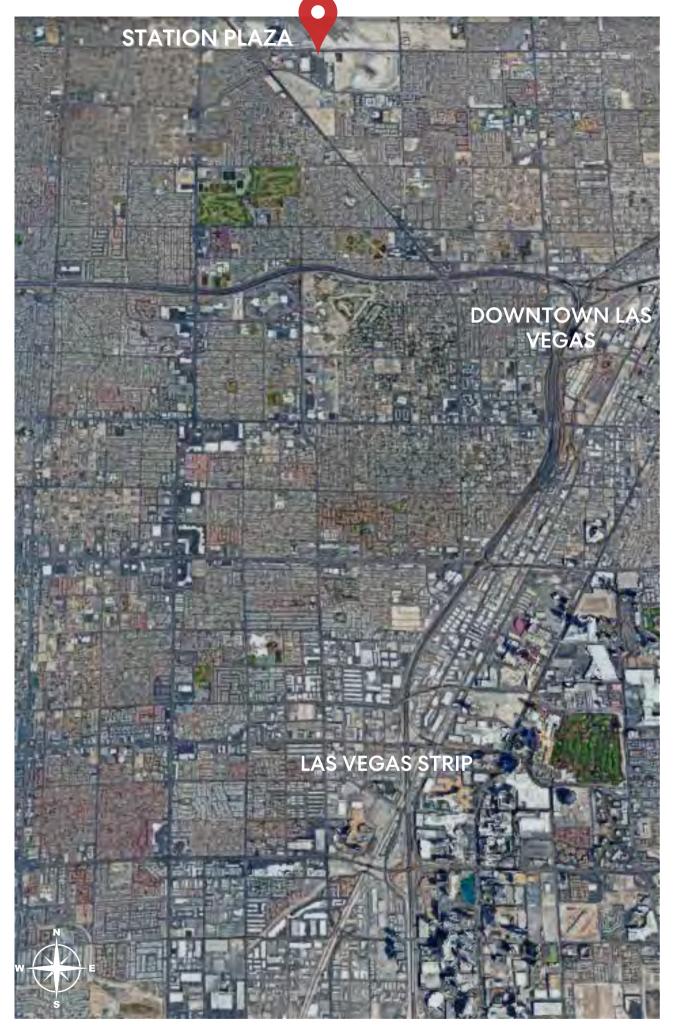
Housing			
2021 Housing Affordability Index	100	100	104
2000 Total Housing Units	3,613	20,861	53,750
2000 Owner Occupied Housing Units	1,690	11,527	29,358
2000 Renter Occupied Housing Units	1,721	7,932	20,762
2000 Vacant Housing Units	202	1,402	3,630
2010 Total Housing Units	4,447	25,558	61,390
2010 Owner Occupied Housing Units	1,616	11,099	28,285
2010 Renter Occupied Housing Units	2,157	10,894	25,064
2010 Vacant Housing Units	674	3,565	8,041
2021 Total Housing Units	4,648	27,327	65,371
2021 Owner Occupied Housing Units	1,613	11,986	30,153
2021 Renter Occupied Housing Units	2,374	12,004	27,647
2021 Vacant Housing Units	660	3,337	7,571
2026 Total Housing Units	4,878	29,143	70,515
2026 Owner Occupied Housing Units	1,752	13,181	33,084
2026 Renter Occupied Housing Units	2,420	12,338	29,265
2026 Vacant Housing Units	706	3,624	8,167

Currently, 46.1% of the 65,371 housing units in the area are owner occupied; 42.3%, renter occupied; and 11.6% are vacant. Currently, in the U.S., 57.3% of the housing units in the area are owner occupied; 31.2% are renter occupied; and 11.5% are vacant. In 2010, there were 61,390 housing units in the area - 46.1% owner occupied, 40.8% renter occupied, and 13.1% vacant. The annual rate of change in housing units since 2010 is 2.83%. Median home value in the area is \$281,259, compared to a median home value of \$264,021 for the U.S. In five years, median value is projected to change by 6.41% annually to \$383,805.

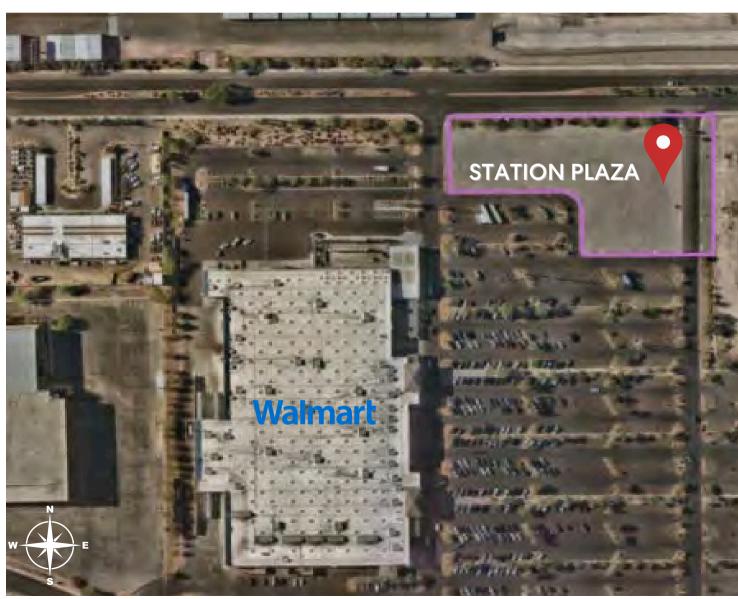
# LOCATION OVERVIEW

3950 W Lake Mead Blvd, North Las Vegas, Nevada





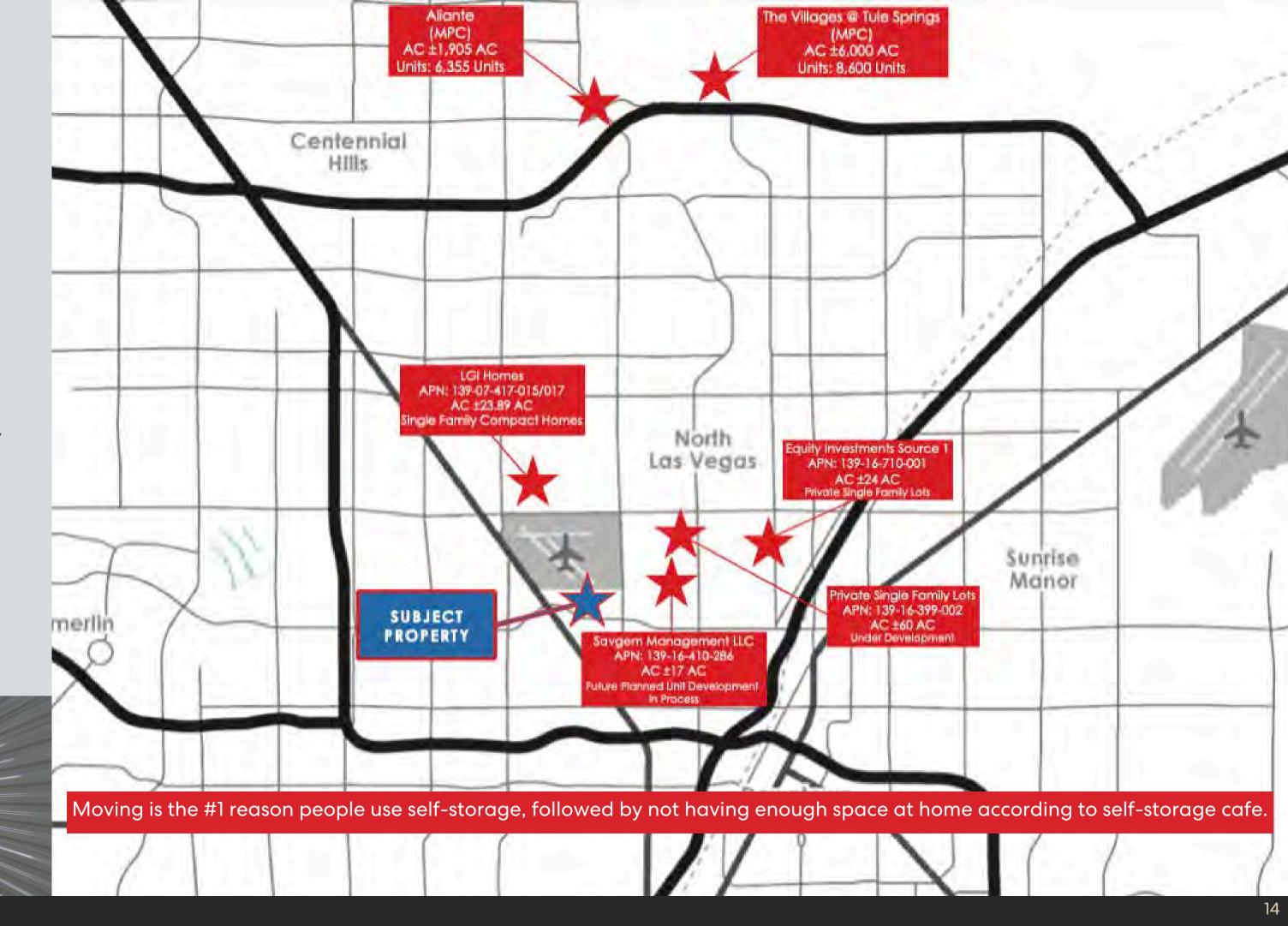




# LOCATION OVERVIEW

3950 W Lake Mead Blvd, North Las Vegas, Nevada

ESTATE



# WHY LAS VEGAS?

## **DEMOGRAPHIC OVERVIEW**

Las Vegas is one of the leading markets in the nation for net inmigration in 2023. This growth is primarily driven by individuals and households moving from other states, attracted by the metro area's affordable housing and absence of personal income tax.<sup>1</sup>

## **POPULATION BOOM**

The Las Vegas-Paradise metropolitan area is expected to grow from 1.988 million in 2012 to 3.32 million in 2042. This is a 67% increase and one of the largest expected population booms in the United States.<sup>2</sup>

## **#5 BEST ECONOMY**

Buisness opportuntiy and growth attract more people to move to Las Vegas.<sup>3</sup>

## **HIGHLY ACTIVE ONLINE PRESENCE**

Online searches for self-storage is the 4th highest in Las Vegas out of all the cities in the U.S.<sup>4</sup>



- 1. Marcus & Millichap
- 2. World Population Review
- 3. U.S. News & World Report
- 4. Self Storage Cafe



# GK'S EXECUTIVE TEAM



**PRESIDENT**Garo Kholamian

Garo founded GK Real Estate in 1995 with a vision of acquiring and developing properties with a focus on intelligent growth. Garo's forward-thinking business approach has driven GK Real Estate to succeed and grow for almost three decades.

Garo received his master's degree in business management from Loyola University of Chicago and his bachelor's degree in architecture from Illinois Institute of Technology. He is a member of the International Council of Shopping Centers and is a registered architect and a licensed real estate broker in Illinois.



PRINCIPAL - ASSET

MANAGEMENT

Sherry Mast



PRINCIPAL DEVELOPMENT
Greg Kveton



OFFICER
Steve Higdon



SENIOR VP ACQUISITIONS
Susan Dewer



**VP - DEVELOPMENT**Andy Patras

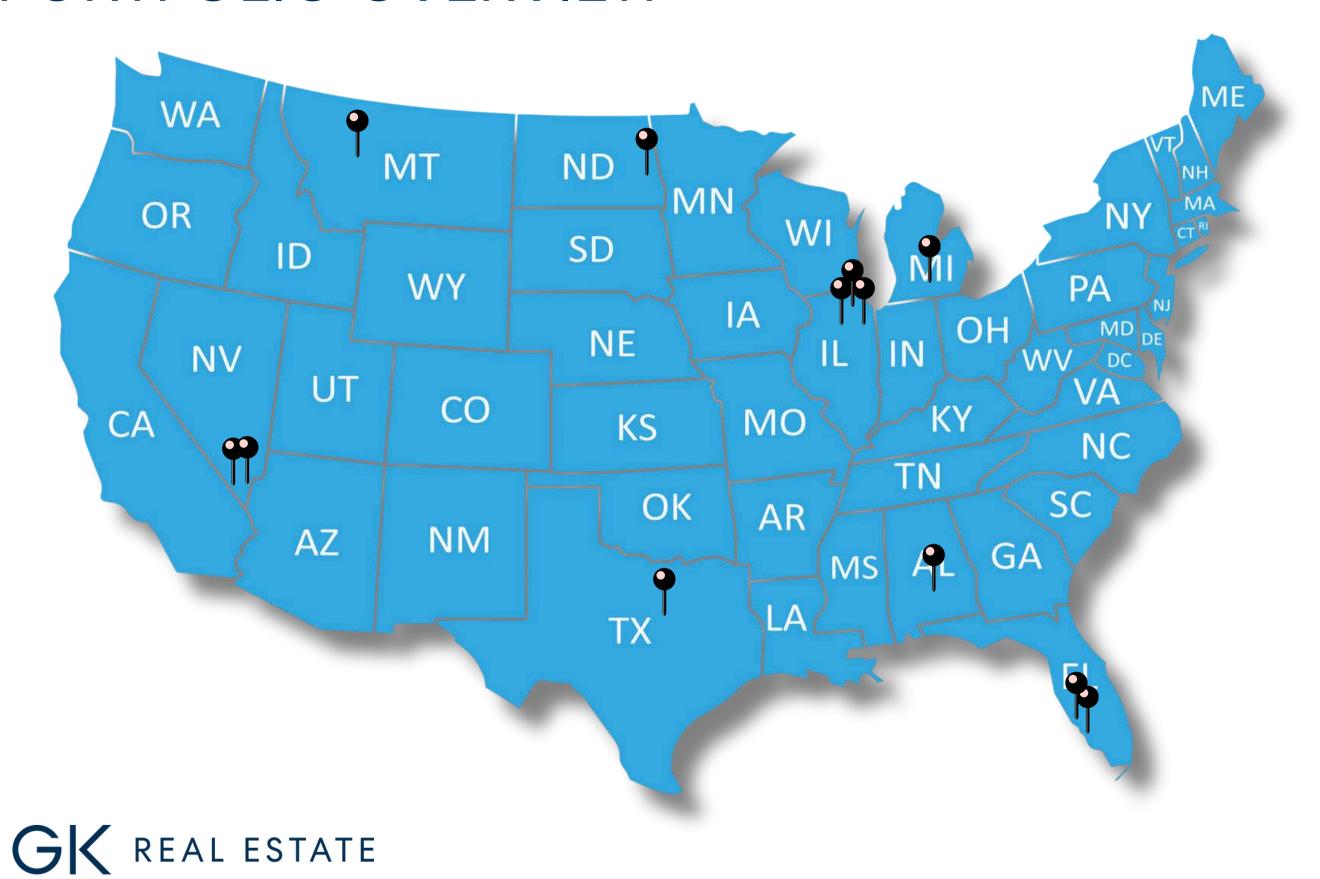


VP - EQUITY
CAPITAL MARKETS
James Kholamian



**VP - LEASING**Evan Shtulman

# PORTFOLIO OVERVIEW



\$288M ASSETS UNDER MANAGEMENT

\$278M CAPITAL RAISED

8 STATES REPRESENTED

# GK REAL ESTATE HISTORY

GK Real Estate's twenty-nine-year history as real estate owners and developers defines what constitutes the visionary opportunities we seek in our pursuit of growth and financial advantage for investors, retailers, and the communities that we do business in. GK Real Estate is based in Chicago, Illinois and we provide opportunities to invest in diversified real estate assets ranging from stabilized, income-producing properties to cutting-edge developments across the United States.

Beginning in 1995, GK acquired several residential apartment buildings on Chicago's north side, in the family friendly neighborhood of East Rogers Park. These properties were managed very profitably until 2000, when the real estate market changed by driving apartment building values much higher, motivating GK to divest of these assets.

By employing extensive market knowledge, the GK Real Estate team continues to seek out growth-potential properties in markets that hold the promise for expansion. With a combination of thorough due diligence, extensive research, and solid business practices, GK Real Estate's experienced team has proven its ability to act quickly to acquire and revitalize property to create a more profitable enterprise.

GK brings together several seasoned real estate professionals with first-hand knowledge of the development, acquisition and management of retail, multi-family and condominium projects.



# RISK DISCLOSURES

This summary is being provided to you for informational purposes only, and shall not create any binding obligation to proceed with any transaction contemplated herein. The information set forth herein is qualified in its entirety by the Confidential Private Placement Memorandum ("Memorandum"), Further, this summary does not constitute any recommendation regarding an investment in the Company by the sponsors or any of their affiliates.

The information contained is believed to be accurate as of the date hereof; however, neither the Manager nor its affiliates make any express warranty as to the completeness and accuracy of the information contained herein.

Estimates and financial projections are derived from third-party experts retained by the Manager and/or its affiliates. While such sources are believed to be reliable, no representation or warranty is made with respect thereto. There is no obligation to update or revise this summary, including any forward-looking statements, based on new information, future events, or regulatory changes.

The investment described herein involves significant risks not associated with other investments and is suitable only for persons of adequate financial means, who have no need for liquidity in their investment, and understand the significant risks of taking part in a listed transaction.

The Company is not suitable for all investors. Please see the Memorandum for a more complete description of the risks of investing in the Company. Any hypothetical investment returns described herein are provided strictly for illustrative purposes only and actual results may materially differ from those shown herein.

Prospective investors are urged to consult with their legal, accounting, and tax advisors concerning your particular tax circumstances.

This presentation is being provided to you on a strictly confidential basis in connection with your consideration of a potential investment in the Company. This summary does not contain all the material terms and information a prospective investor should consider before deciding to invest in the Company.

Prior to making an investment, prospective investors should carefully read the Memorandum, Operating Agreement and Subscription Agreement of the Company and conduct your own investigation of the facts set forth therein.

In the case of any discrepancy between this summary and the Memorandum, the Memorandum shall control. By accepting delivery of this summary, you agree that you will, and you will cause your professional advisors to, use the information contained herein only to evaluate your investment in the Company. You also agree that neither you nor your professional advisors will divulge any information contained herein to any other person except as required by applicable law.

Neither the Securities and Exchange Commission ("SEC") nor any other governmental authority has passed upon the merits of participating in the Company nor the adequacy or accuracy of this summary.

Any representation to the contrary is a criminal offense. The offer and sale of any securities have not been registered with the SEC or the securities commission of any state in reliance upon an exemption from registration available under the Securities Act of 1933 (as amended) and under analogous exemptions available in each state; accordingly, an investment will be subject to restrictions on transferability and the investment may not be offered, transferred, or resold except as explicitly provided in the Operating Agreement of the Company.

This presentation contains certain forward-looking information as defined in applicable securities laws (referred to herein as "forward-looking statements"). Forward-looking information is typically identified by words such as: "believe", "expect", "looks", "anticipate", "intend", "estimate", "planned" and similar expressions, or are those, which, by their nature, refer to future events.

These forward-looking statements reflect the expectations or beliefs of management of the Company based on information currently available to it. Forward-looking statements are subject to a number of risks and uncertainties, including those detailed from time to time in filings made by the Company with securities regulatory authorities, which may cause actual outcomes to differ materially from those discussed in the forward-looking statements.

The forward-looking statements and information contained in this press release are made as of the date hereof and the Company undertakes no obligation to update publicly or revise any forward-looking statements or information, whether as a result of new information, future events or otherwise, unless so required by applicable securities laws.

Securities offered through Metric Financial, LLC. Member FINRA/SIPC.

