

**La Casa Blanca Self Storage
Potential Income
March 2008**

I. SELF STORAGE

<u>Size</u>	<u>SF/Unit</u>	<u>Total SF</u>	<u>Units</u>	<u>Rate</u>	<u>Gross Potential</u>
5X5	25	525	21	\$40.00	\$840
5X5 A/C	25	325	13	\$45.00	\$585
5X10	50	1,600	32	\$53.00	\$1,696
10X5	50	950	19	\$53.00	\$1,007
10X5 A/C	50	850	17	\$63.00	\$1,071
10X10	100	7,200	72	\$72.00	\$5,184
10X10 A/C	100	800	8	\$89.00	\$712
10X15	150	3,450	23	\$98.00	\$2,254
10X20	200	18,400	92	\$125.00	\$11,500
10X20 GAR	200	6,200	31	\$125.00	\$3,875
10X20 A/C	200	6,000	30	\$135.00	\$4,050
10X25	250	4,250	17	\$145.00	\$2,465
10X30	300	3,900	13	\$180.00	\$2,340
15X25	375	375	1	\$155.00	\$155
Total		54825	389		\$37,734

II. PARKING PLACES

<u>Size</u>	<u>SF/Unit</u>	<u>Total SF</u>	<u>Units</u>	<u>Rate</u>	<u>Gross Potential</u>
	160	2,240	14	\$58.00	\$812

III. GRAND TOTAL

		57,065	403		\$38,546
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**La Casa Blanca Self Storage
Profit and Loss
2007**

Income:

Administrative Fee	\$1,557
Auction Revenue	100
Chargeback	-1,223
Late Fees Collected	6,894
Lien fees	2,496
Monthly Fees	2
NSF Fee	175
Rental Revenue	367,649
Sales-Locks	1,050
Total Income	\$378,700

Expenses:

Advertising	\$9,000 *
Bank Service Charges	194
Cash Discounts	619
Credit Card Fees	6,480
Equipment	4,846
Liability Insurance	2,031
Licenses and Permits	35
Management Fees	2,400
Postage and Delivery	842
Printing and Reproduction	297
Property Taxes	42,420 *
Building Cleaning	698
Building Repairs	498
Equipment Repairs	2,012
Landscaping	2,400
Pest Control	854
Repairs & Maintenance - Other	188
Salaries and Wages	29,912
Maintenance Supplies	833
Office Supplies	562
Gas and Electric	4,208
Sanitation	1,981
Telephone	3,714
Water	511
Total Expense	\$117,535
Net Operating Income	\$261,165

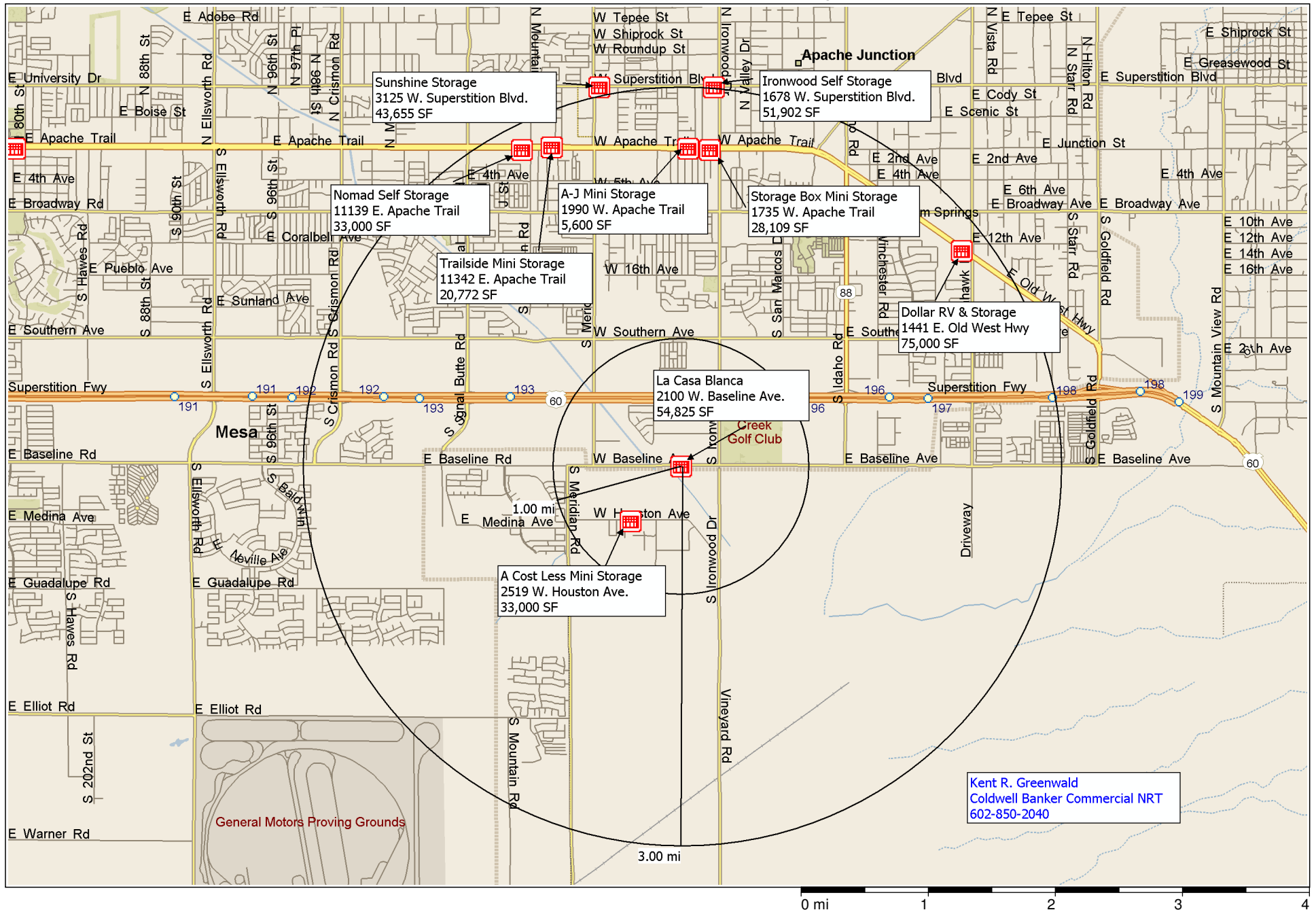
* pro forma

**La Casa Blanca
Profit and Loss
6 Months 2008**

<u>Income:</u>	
Rental Revenue	\$168,175
Administrative Fees	1,391
Late Fees Collected	2,946
Lien fees	1,780
Misc	148
NSF Fees	75
Penske Commissions	5,199
Sales - Locks	487
Total Income	\$180,201
<u>Expenses:</u>	
Management	\$3,000 *
Advertising	6,000 *
Liability Insurance	2,000
Property Taxes	21,000 *
Credit Card Fees	3,400
Repairs and Maintenance	3,061
Salaries and Wages	19,116
Maintenance Supplies	1,191
Office Supplies	264
Gas and Electric	2,225
Sanitation	1,206
Telephone	1,794
Water	201
Total Expenses:	\$64,458
Net Ordinary Income	\$115,743

* Pro Forma

La Casa Blanca 1 & 3 Mile Mini Competition



**LA CASA BLANCA
RENTAL SURVEY**

Property Name Address Phone Number	S.F.	5 x 5	5 x 10	5 x 15	10 x 10	10 x 15	10 x 20	TYPE	OCC %	Comments
La Casa Blanca 2100 W Baseline Apache Junction	54,825	\$40 \$45	\$53 \$63		\$72 \$89	\$98 -	\$125 \$135	Reg A/C	78%	
A Cost Less M.S. 2519 W Houston Ave Apache Junction	33,000	-	\$42 \$48	-	\$69 \$79	\$79 \$93	\$106 \$118	Reg Evap	91%	Regular full
Dollar RV & Storage 1441 E. Old West Hwy Apache Junction	75,000	\$39 \$75	\$65 \$75		\$99 \$139	\$145 -	\$165 -	Reg A/C	89%	25% off 1st month 10x10 & 10x15 & 10x20