



APACHE JUNCTION RV & BOAT STORAGE

2155 EAST OLD WEST HWY | APACHE JUNCTION AZ 85119

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01

EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

The Recreational Property Advisors of Cushman & Wakefield, has been retained as **exclusive advisors for the sale of Apache Junction RV & Boat Storage in Apache Junction, AZ.**

Strategically positioned at 2155 East Old West Highway, the property sits on 5.1 acres across three parcels. The facility was originally developed in 1996 and today offers a total of 251 units, comprised of 27 drive-up storage units and 224 uncovered RV/boat parking spaces.

Benefiting from direct frontage and visibility along Old West Highway—a key arterial connecting Apache Junction with Mesa, Gilbert, and the greater Phoenix East Valley—the property attracts both local residents and seasonal visitors seeking secure, conveniently located vehicle storage. With its proximity to the Superstition Mountains, Canyon Lake, Saguaro Lake, and multiple RV resorts and retirement communities, the facility is ideally situated to serve the growing recreational demand of the region.

Apache Junction and greater Pinal County have experienced rapid population growth, driven by in-migration from Maricopa County and Phoenix’s continued eastward expansion. This dynamic has fueled demand for both self-storage and recreational storage, with limited new supply due to zoning, land availability, and rising construction costs. As a result, the subject property is well-positioned as a high-barrier-to-entry investment opportunity in a market with outsized storage needs.

The facility provides investors with a strong foundation and operational upside through professional management, rate and occupancy optimization, and potential site enhancements such as covered parking, solar infrastructure, or the addition of select amenities. With its combination of size, location, and growth market positioning, Apache Junction RV & Boat Storage represents a rare chance to acquire a scalable facility in one of Arizona’s fastest-growing corridors.



PROPERTY OVERVIEW

LIST PRICE: \$1,900,000

PROPERTY DETAILS: APACHE JUNCTION RV & BOAT STORAGE

	Address	2155 East Old West Hwy, Apache Junction, AZ 85119
	County	Pinal
	Year(s) Built	1996
	Total Number of Units	251
	Enclosed Units	27
	Uncovered	224
	Lot Size	5.1 Acres
	Parcel Number	103-20-013F, 103-20-013D7, 103-20-013E
	Frontage	500 Feet
	Office	Yes
	Expansion Potential	Yes
	Physical Occupancy	74.9% / 72.5%
	Economic Occupancy	58.74%





E OLD WEST HWY





02

INVESTMENT HIGHLIGHTS

INVESTMENT DRIVERS



High-Demand Recreational Corridor

Located in the heart of Apache Junction, the facility serves as a key storage solution for recreational vehicle and boat owners who frequent the Superstition Wilderness and Salt River Lakes. The area's popularity with retirees, snowbirds, and outdoor enthusiasts drives consistent, long-term storage demand.



Expansion Potential

With 5.1 acres of land, there is the potential to drive NOI growth by adjusting the unit mix to increase the unit count, adding canopies to the existing spaces, and adding amenities such as a dump, air or water station.



Strong Market Fundamentals

Apache Junction is part of the rapidly expanding Phoenix Metro. Pinal County has been one of the fastest-growing counties in the U.S., benefiting from Phoenix's eastward expansion, rising housing development, and limited land availability closer to the core.



Barriers to Entry

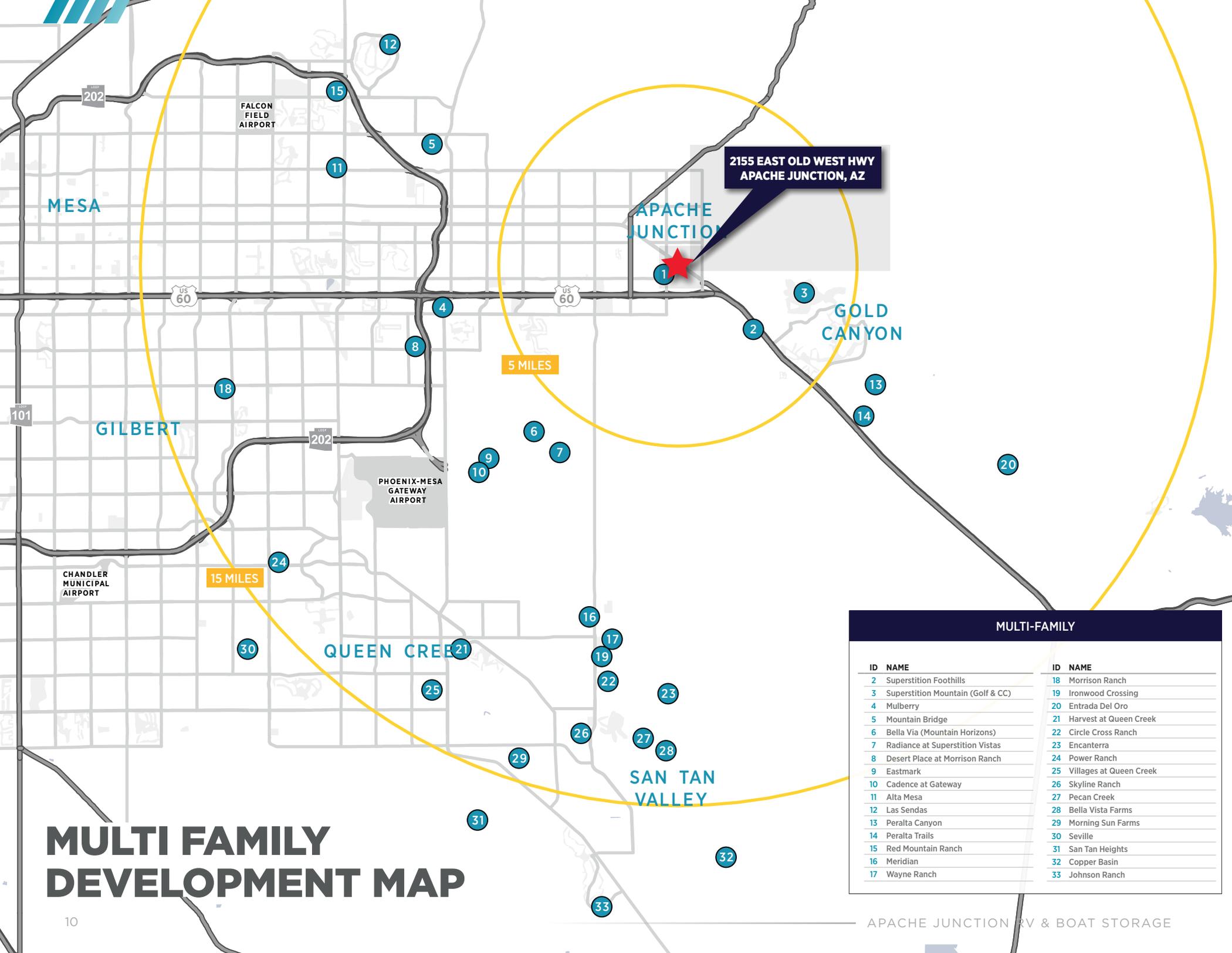
Securing large, commercially-zoned parcels with appropriate access for RV and boat storage is increasingly difficult in the East Valley. This facility provides investors with a rare opportunity to acquire an in-place operation in a high-barrier-to-entry submarket.



Market Scale

With a 2025 projected population of over 520,000, Pinal is larger than many established counties, providing a broad and diversified tenant base.

MULTI FAMILY DEVELOPMENT MAP



2155 EAST OLD WEST HWY
APACHE JUNCTION, AZ

5 MILES

15 MILES

MULTI-FAMILY	
ID	NAME
1	Superstition Foothills
2	Superstition Mountain (Golf & CC)
3	Mulberry
4	Mountain Bridge
5	Bella Via (Mountain Horizons)
6	Radiance at Superstition Vistas
7	Desert Place at Morrison Ranch
8	Eastmark
9	Cadence at Gateway
10	Alta Mesa
11	Las Sendas
12	Peralta Canyon
13	Peralta Trails
14	Red Mountain Ranch
15	Meridian
16	Wayne Ranch
17	Morrison Ranch
18	Ironwood Crossing
19	Entrada Del Oro
20	Harvest at Queen Creek
21	Circle Cross Ranch
22	Encanterra
23	Power Ranch
24	Villages at Queen Creek
25	Skyline Ranch
26	Pecan Creek
27	Bella Vista Farms
28	Morning Sun Farms
29	Seville
30	San Tan Heights
31	Copper Basin
32	Johnson Ranch
33	

03

FINANCIALS

UNIT MIX BREAKDOWN

MONTHLY

YEARLY

TYPE	SIZE	TOTAL	OCC	Unit SF	Total SF	Occ SF	Rate	Gross Potential	Actual Rent	In-Place Rate	In-Place PSF	Rate	Gross Potential	Occupied GPI	Occupied Actual	In-place PSF
Boat/RV-Uncovered	12x15	6	6	180	1,080	1,080	\$150	\$900	\$403	\$67	\$0.37	\$1,800	\$10,800	\$10,800	\$4,835	\$4.48
Boat/RV-Uncovered	12x15	3	2	180	540	360	\$150	\$450	\$107	\$54	\$0.30	\$1,800	\$5,400	\$3,600	\$1,284	\$3.57
Boat/RV-Uncovered	12x20	24	15	240	5,760	3,600	\$139	\$3,336	\$868	\$58	\$0.24	\$1,668	\$40,032	\$25,020	\$10,418	\$2.89
Boat/RV-Uncovered	12x20	11	5	240	2,640	1,200	\$132	\$1,452	\$394	\$79	\$0.33	\$1,584	\$17,424	\$7,920	\$4,728	\$3.94
Boat/RV-Uncovered	12x20	8	4	240	1,920	960	\$121	\$968	\$327	\$82	\$0.34	\$1,452	\$11,616	\$5,808	\$3,922	\$4.09
Boat/RV-Uncovered	12x25	15	15	300	4,500	4,500	\$120	\$1,800	\$1,157	\$77	\$0.26	\$1,440	\$21,600	\$21,600	\$13,882	\$3.08
Boat/RV-Uncovered	12x25	17	14	300	5,100	4,200	\$120	\$2,040	\$1,110	\$79	\$0.26	\$1,440	\$24,480	\$20,160	\$13,322	\$3.17
Boat/RV-Uncovered	12x25	10	2	300	3,000	600	\$116	\$1,160	\$173	\$87	\$0.29	\$1,392	\$13,920	\$2,784	\$2,076	\$3.46
Boat/RV-Uncovered	12x30	18	17	360	6,480	6,120	\$111	\$1,998	\$1,377	\$81	\$0.23	\$1,332	\$23,976	\$22,644	\$16,529	\$2.70
Boat/RV-Uncovered	12x30	9	9	360	3,240	3,240	\$111	\$999	\$777	\$86	\$0.24	\$1,332	\$11,988	\$11,988	\$9,319	\$2.88
Boat/RV-Uncovered	12x30	7	7	360	2,520	2,520	\$108	\$756	\$670	\$96	\$0.27	\$1,296	\$9,072	\$9,072	\$8,040	\$3.19
Boat/RV-Uncovered	12x35	18	12	420	7,560	5,040	\$103	\$1,854	\$1,246	\$104	\$0.25	\$1,236	\$22,248	\$14,832	\$14,952	\$2.97
Boat/RV-Uncovered	12x35	12	7	420	5,040	2,940	\$103	\$1,236	\$680	\$97	\$0.23	\$1,236	\$14,832	\$8,652	\$8,158	\$2.77
Boat/RV-Uncovered	12x35	10	5	420	4,200	2,100	\$100	\$1,000	\$445	\$89	\$0.21	\$1,200	\$12,000	\$6,000	\$5,340	\$2.54
Boat/RV-Uncovered	12x40	11	11	480	5,280	5,280	\$93	\$1,023	\$1,107	\$101	\$0.21	\$1,116	\$12,276	\$12,276	\$13,289	\$2.52
Boat/RV-Uncovered	12x40	9	6	480	4,320	2,880	\$93	\$837	\$575	\$96	\$0.20	\$1,116	\$10,044	\$6,696	\$6,900	\$2.40
Boat/RV-Uncovered	12x40	5	3	480	2,400	1,440	\$93	\$465	\$301	\$100	\$0.21	\$1,116	\$5,580	\$3,348	\$3,617	\$2.51
Boat/RV-Uncovered	12x45	14	11	540	7,560	5,940	\$85	\$1,190	\$1,005	\$91	\$0.17	\$1,020	\$14,280	\$11,220	\$12,060	\$2.03
Boat/RV-Uncovered	12x45	6	6	540	3,240	3,240	\$80	\$480	\$654	\$109	\$0.20	\$960	\$5,760	\$5,760	\$7,848	\$2.42
Boat/RV-Uncovered	12x45	6	6	540	3,240	3,240	\$80	\$480	\$563	\$94	\$0.17	\$960	\$5,760	\$5,760	\$6,757	\$2.09
Boat/RV-Uncovered	12x50	1	0	600	600	0	\$80	\$80	\$0	\$0	\$0.00	\$960	\$960	\$0	\$0	\$0.00
Boat/RV-Uncovered	12x55	1	1	660	660	660	\$79	\$79	\$85	\$85	\$0.13	\$948	\$948	\$948	\$1,015	\$1.54
Boat/RV-Uncovered	12x60	1	0	720	720	0	\$73	\$73	\$0	\$0	\$0.00	\$876	\$876	\$0	\$0	\$0.00
Boat/RV-Uncovered	12x60	1	1	720	720	720	\$68	\$68	\$85	\$85	\$0.12	\$816	\$816	\$816	\$1,020	\$1.42
Boat/RV-Uncovered	12x60	1	1	720	720	720	\$68	\$68	\$120	\$120	\$0.17	\$816	\$816	\$816	\$1,440	\$2.00
Drive-Up Non-Climate	05x10	2	1	50	100	50	\$86	\$172	\$64	\$64	\$1.28	\$1,032	\$2,064	\$1,032	\$768	\$15.36
Drive-Up Non-Climate	05x10	1	1	50	50	50	\$86	\$86	\$72	\$72	\$1.44	\$1,032	\$1,032	\$1,032	\$864	\$17.28
Drive-Up Non-Climate	05x10	1	0	50	50	0	\$86	\$86	\$0	\$0	\$0.00	\$1,032	\$1,032	\$0	\$0	\$0.00
Drive-Up Non-Climate	10x10	7	4	100	700	400	\$148	\$1,036	\$489	\$122	\$1.22	\$1,776	\$12,432	\$7,104	\$5,873	\$14.68
Drive-Up Non-Climate	10x10	3	1	100	300	100	\$138	\$414	\$184	\$184	\$1.84	\$1,656	\$4,968	\$1,656	\$2,208	\$22.08
Drive-Up Non-Climate	10x10	4	2	100	400	200	\$128	\$512	\$263	\$132	\$1.32	\$1,536	\$6,144	\$3,072	\$3,156	\$15.78
Drive-Up Non-Climate	10x20	3	2	200	600	400	\$274	\$822	\$451	\$226	\$1.13	\$3,288	\$9,864	\$6,576	\$5,412	\$13.53
Drive-Up Non-Climate	10x20	2	2	200	400	400	\$274	\$548	\$386	\$193	\$0.97	\$3,288	\$6,576	\$6,576	\$4,637	\$11.59
Drive-Up Non-Climate	10x20	1	1	200	200	200	\$253	\$253	\$219	\$219	\$1.10	\$3,036	\$3,036	\$3,036	\$2,628	\$13.14
Drive-Up Non-Climate	10x20	1	1	200	200	200	\$253	\$253	\$170	\$170	\$0.85	\$3,036	\$3,036	\$3,036	\$2,038	\$10.19
Drive-Up Non-Climate	10x20	1	0	200	200	0	\$253	\$253	\$0	\$0	\$0.00	\$3,036	\$3,036	\$0	\$0	\$0.00
Drive-Up Non-Climate	10x20	1	1	200	200	200	\$253	\$253	\$209	\$209	\$1.05	\$3,036	\$3,036	\$3,036	\$2,508	\$12.54
TOTALS		251	182		86,440	64,780		\$29,480	\$16,737	\$92	\$0.26		\$353,760	\$254,676	\$200,841	\$3.10

RENT COMPS

PROPERTY	ADDRESS	BUILT	DRIVE DISTANCE	30 FT DRIVE-UP	40 FT DRIVE-UP
CubeSmart	2155 East Old West Hwy, Apache Junction, AZ 85119	1996		\$111	\$93
Carefree Covered RV Storage	535 East 37th Avenue, Apache Junction, AZ 85119	2006	2.1 Miles	-	-
Arizona Covered RV & Boat Storage	5007 South Delaware Drive, Apache Junction, AZ 85120	2012	4.5 Miles	\$113	\$125
StorQuest Self Storage	437 East Germann Road, San Tan Valley, AZ 85140	2008	11.7 Miles	\$103	\$103
Mesa RV/Boat & Self Storage	550 North Power Road, Mesa, AZ 85205	1996	12.7 Miles	\$130	\$175
Standage Place RV & Boat Storage	5649 East Baseline Road, Mesa, AZ 85206	2003	14.4 Miles	\$100	-
Vista Boat & RV Storage - Queen Creek	21639 East Ocotillo Road, Queen Creek, AZ 85142	2003	15.5 Miles	\$102	\$113
Average				\$110	\$129

EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

Property Address	2155 East Old West Hwy, Apache Junction, AZ 85119
Parcel Number	103-20-013F, 103-20-013D7, 103-20-013E
Lot Size	5.1 Acres
Year Built	1996
Number of Units	251
Physical Occupancy	74.9% / 72.5%
Economic Occupancy	58.74%
Effective Gross Income (Proforma)	\$220,067 / \$308,493
Operating Expenses (Proforma)	\$68,941 / \$79,368
Net Operating Income (Proforma)	\$151,126 / \$229,125

POPULATION

5 Mile Radius	82,773
10 Mile Radius	262,638
15 Mile Radius	691,366

MEDIAN HOUSEHOLD INCOME

5 Mile Radius	\$78,927
10 Mile Radius	\$94,168
15 Mile Radius	\$106,015

ASSUMPTIONS

INCOME ASSUMPTIONS

Rental Income Trailing Factor 12 Months

Tenant Insurance Penetration Rate

Year 1 20%

Year 2 20%

Year 3 Moving Forward 20%

Annual Commission to Facility Per Unit \$80

Physical Occupancy

Year 1 82%

Year 2 88%

Year 3 90%

Year 4 Moving Forward 90%

Economic Occupancy

Year 1 68%

Year 2 76%

Year 3 80%

Year 4 Moving Forward 80%

Effective Gross Rental Income Growth

Year 1 16%

Year 2 11%

Year 3 5%

Year 4 4%

Year 5 Moving Forward 4%

EXPENSE ASSUMPTIONS

Expense Growth Rate 2%

Management Fee (% of EGI) 5%

PROPERTY TAX ASSUMPTIONS

County Pinal

Current Assessed Value 90,929

Goodwill Price Allocation 25.00%

Assessment Factor 16.00%

Equalization Factor 1.00

Millage Rate 13.0416

Millage Divisor 100

Reassess On Sale No

Property Tax Growth Rate 2.00%

LOAN ASSUMPTIONS

LTV 60%

Loan Term 10

Amortization (Years) 30

Interest Rate (Annual) 7.38%

Interest Only Period (Years) 2

INCOME & EXPENSES

REVENUE	CURRENT T12	\$/SF	YEAR 1	\$/SF	YEAR 2	\$/SF	YEAR 3	\$/SF
Scheduled Base Rental	353,760	\$4.09	353,760	\$4.09	353,760	\$4.09	353,760	\$4.09
Physical Occupancy	75%		82%		88%		90%	
Economic Occupancy	59%		68%		76%		80%	
Effective Gross Rental Income	207,808		241,958		268,455		283,008	
Merchandise Income	352	0.2%	410	0.2%	455	0.2%	479	0.2%
Cost of Goods Sold	-		(205)		(227)		(240)	
Ancillary Income (e.g. Admin, Late Fees)	8,579	4.1%	8,710	3.6%	9,396	3.5%	9,905	3.5%
Tenant Insurance Income	3,328		3,293		3,534		3,614	
Truck Rental Income	-		-		-		-	
Other Income	-		-		-		-	
EFFECTIVE GROSS INCOME	220,067	\$2.55	254,167	\$2.94	281,612	\$3.26	296,767	\$3.43
OPERATING EXPENSES								
Taxes	11,859	\$0.14	12,096	\$0.14	12,338	\$0.14	12,584	\$0.15
(Costs for) On-site Management*	8,133	\$0.09	8,296	\$0.10	8,462	\$0.10	8,631	\$0.10
Off Site Management	10,996	\$0.13	12,708	\$0.15	14,081	\$0.16	14,838	\$0.17
Insurance	2,683	\$0.03	2,737	\$0.03	2,791	\$0.03	2,847	\$0.03
Advertising	13,137	\$0.15	13,400	\$0.16	13,668	\$0.16	13,941	\$0.16
Repairs and Maintenance	1,557	\$0.02	1,588	\$0.02	1,620	\$0.02	1,652	\$0.02
Reserve for Capital Improvements	-	\$0.00	-	\$0.00	-	\$0.00	-	\$0.00
Utilities	5,251	\$0.06	5,356	\$0.06	5,463	\$0.06	5,572	\$0.06
Administration	5,344	\$0.06	5,451	\$0.06	5,560	\$0.06	5,671	\$0.07
Credit Card Processing Fees	3,921	\$0.05	4,448	\$0.05	4,928	\$0.06	5,193	\$0.06
Telephone	1,625	\$0.02	1,658	\$0.02	1,691	\$0.02	1,724	\$0.02
Professional Fees	1,264	\$0.01	1,020	\$0.01	1,040	\$0.01	1,061	\$0.01
Other	-	\$0.00	-	\$0.00	-	\$0.00	-	\$0.00
Non-Operating Expense	1,150	\$0.01	-	\$0.00	-	\$0.00	-	\$0.00
OPERATING EXPENSES	66,920	\$0.77	68,757	\$0.80	71,641	\$0.83	73,717	\$0.85
Operating Expense Ratio	30%		27%		25%		25%	
NET OPERATING INCOME	153,147	\$1.77	185,410	\$2.14	209,971	\$2.43	223,051	\$2.58

*Facility is currently ran remotely.

10 YR CASH FLOW

REVENUE	YR 1	YR 2	YR 3	YR 4	YR 5	YR 6	YR 7	YR 8	YR 9	YR 10
Scheduled Base Rental	353,760	353,760	353,760	367,910	382,627	397,932	413,849	430,403	447,619	465,524
Economic Occupancy	68%	76%	80%	80%	80%	80%	80%	80%	80%	80%
Effective Gross Rental Income	241,958	268,455	283,008	294,328	306,101	318,346	331,079	344,323	358,095	372,419
Merchandise Income	410	455	479	499	518	539	561	583	607	631
Cost of Goods Sold	(205)	(227)	(240)	(249)	(259)	(270)	(280)	(292)	(303)	(315)
Ancillary Income (e.g. Admin, Late Fees)	8,710	9,396	9,905	10,301	10,714	11,142	11,588	12,051	12,533	13,035
Tenant Insurance Income	3,293	3,534	3,614	3,614	3,614	3,614	3,614	3,614	3,614	3,614
Effective Gross Income	254,167	281,612	296,767	308,493	320,689	333,372	346,562	360,280	374,546	389,384
OPERATING EXPENSES	YR 1	YR 2	YR 3	YR 4	YR 5	YR 6	YR 7	YR 8	YR 9	YR 10
Taxes	12,096	12,338	12,584	12,836	13,093	13,355	13,622	13,894	14,172	14,456
(Costs for) On-site Management	8,296	8,462	8,631	8,803	8,979	9,159	9,342	9,529	9,720	9,914
Off Site Management	12,708	14,081	14,838	15,425	16,034	16,669	17,328	18,014	18,727	19,469
Insurance	2,737	2,791	2,847	2,904	2,962	3,021	3,082	3,144	3,206	3,271
Advertising	13,400	13,668	13,941	14,220	14,504	14,794	15,090	15,392	15,700	16,014
Repairs and Maintenance	1,588	1,620	1,652	1,685	1,719	1,753	1,789	1,824	1,861	1,898
Utilities	5,356	5,463	5,572	5,684	5,798	5,913	6,032	6,152	6,275	6,401
Administration	5,451	5,560	5,671	5,785	5,900	6,018	6,139	6,261	6,387	6,514
Credit Card Processing Fees	4,448	4,928	5,193	5,399	5,612	5,834	6,065	6,305	6,555	6,814
Telephone	1,658	1,691	1,724	1,759	1,794	1,830	1,867	1,904	1,942	1,981
Professional Fees	1,020	1,040	1,061	1,082	1,104	1,126	1,149	1,172	1,195	1,219
Total Operating Expenses	68,757	71,641	73,717	75,582	77,500	79,474	81,503	83,592	85,740	87,951
Operating Expense Ratio	27.1%	25.4%	24.8%	24.5%	24.2%	23.8%	23.5%	23.2%	22.9%	22.6%
NET OPERATING INCOME	185,410	209,971	223,051	232,911	243,188	253,898	265,059	276,688	288,806	301,433

04

MARKET OVERVIEW

MARKET OVERVIEW



7.2% Area Growth

In the Phoenix-area growth rankings, Apache Junction was reported as one of the fastest-growing Pinal County communities (~7.2% growth) during a recent measurement period.



Growth Infrastructure

The pipeline of industrial, data center, and infrastructure investment in Pinal helps drive employment, secondary housing demand, and ancillary commercial growth—creating a base of local users and secondary demand for storage.



Strategic Location

Thousands of new rooftops in Apache Junction create steady. Between Radiance, Blossom Rock, and Century's Superstition Vista phases, more than 15,000 homes are either planned or under construction in the immediate Apache Junction trade area. Pinal County is actively capturing spillover growth from Phoenix's East Valley, benefiting from its strategic location between major corridors.



Retail Health & Rent Growth

Retail rent growth and modest vacancy in Apache Junction shows that the local real estate market is maintaining momentum, which bodes well for commercial investments.



Pipeline Demand

With 200+ new-home communities planned or under construction, there is a steady inflow of new households that will need ancillary services—including storage, vehicle parking, RV/boat parking, etc.



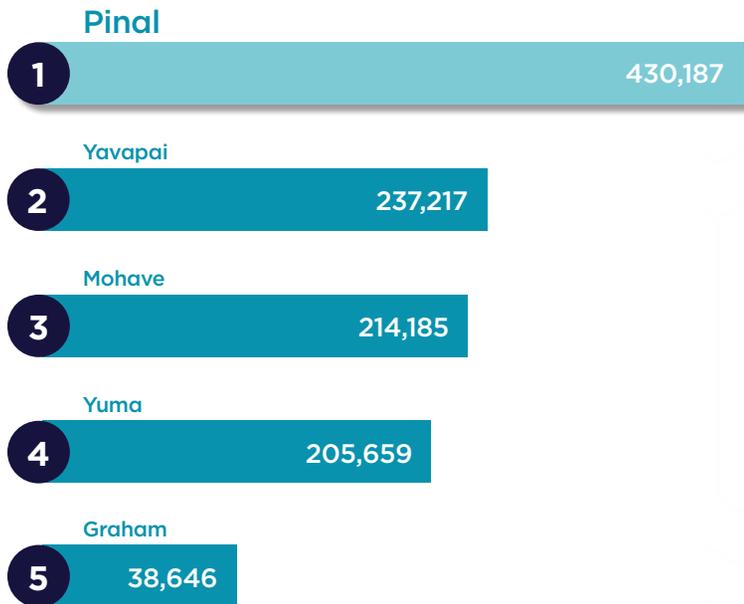
Value-Add Opportunities

Arizona's overall population growth is heavily concentrated in Maricopa + Pinal, but Pinal offers more affordable land and less saturated submarkets — making it the "sweet spot" for value-add opportunities like storage/RV investments.

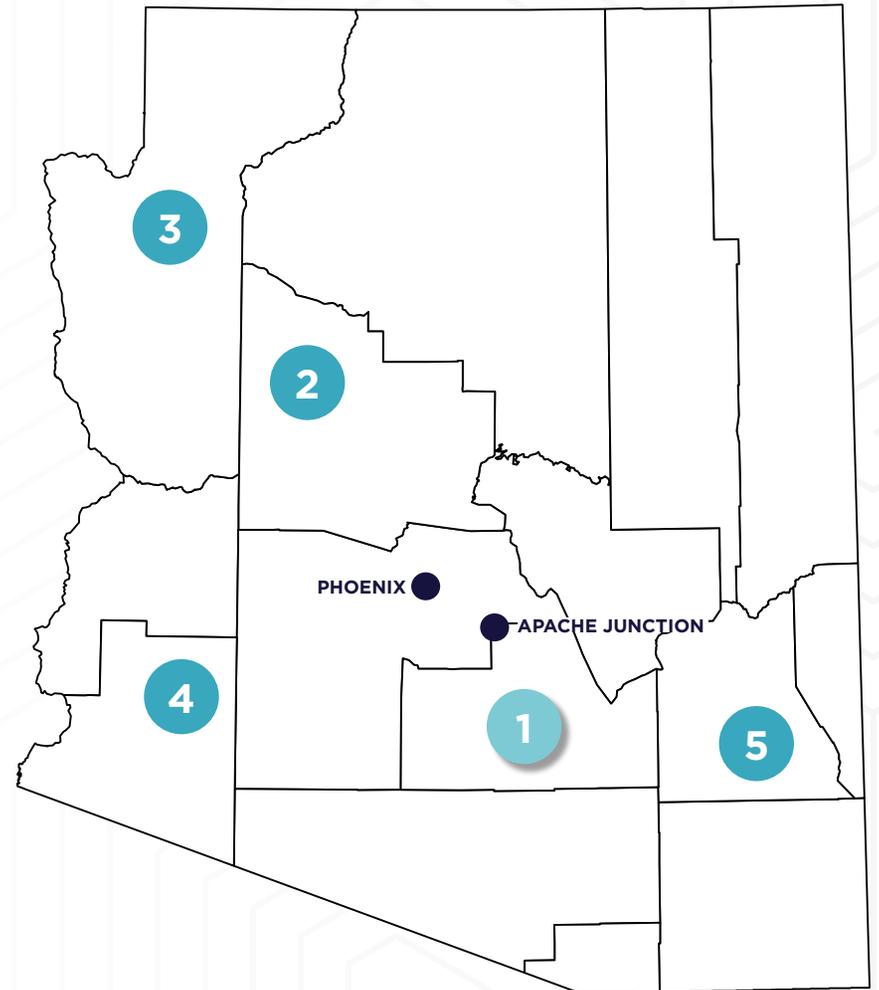
MARKET GROWTH INSIGHT

Between 2020 and 2025, Pinal County’s population surged by more than 92,000 residents—a 21.5% increase—making it the fastest-growing county in Arizona by a wide margin. While other top-five counties (Yuma, Yavapai, Mohave, and Graham) each added between 2,000 and 17,000 residents, Pinal’s growth dwarfs these figures, underscoring its role as the state’s primary driver of expansion.

County Population



RANK COUNTY	2020 POPULATION	2025 PROJECTED POPULATION	NET NEW RESIDENTS (2020-2025)	GROWTH % (2020-2025)
Pinal	430,187	522,643	92,456	21.49%
Yavapai	237,217	254,783	17,566	7.41%
Mohave	214,185	229,236	15,051	7.03%
Yuma	205,659	221,915	16,256	7.90%
Graham	38,646	40,931	2,285	5.91%



APACHE JUNCTION RV & BOAT STORAGE



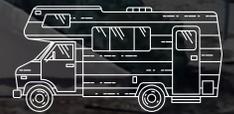
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