

SELF STORAGE Park

Valuation & Financial Model

20 years

Invest in Yourself!

20 years dynamic valuations and three statement analysis

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We always strive to produce models with:

Simplicity

Automation

That are Coherent

And designed for easy Expansion and Adaption

Self Storage Park - Valuations - Analysis - Financial Statements

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INPUT SHEET

VALUATION

CASH FLOW
20 years

INCOME
STATEMENTS
20 years

BALANCE SHEETS
20 years

EXPLANATIONS

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Self Storage Park - Valuations - Analysis - Financial Statements

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Input **BLUE** Cells only!

Income Projections Monthly (Year 1) or current

Type	B1	C2	D3	E4	F5	G6	H7	I8	J9	K10	L11	M12	Totals	Totals
Size	100	150	180	190	200								27 200	Lettable Size
No. Units	50	60	30	20	20								180	No. Units
Monthly Amount per unit	50	75	80	90	95									
Occupancy (%) pa	85,00%	90,00%	88,00%	88,00%	88,00%								87,83%	Weighted Average occupancy
Total Months let in calendar year	510	648	317	211	211	0	0	0	0	0	0	0	1 897	Total Months
Income (pm)	25 500	48 600	25 344	19 008	20 064	0	0	0	0	0	0	0	138 516	Gross monthly Income

Projected or Actual Monthly Expenditure

Rates and Taxes	Levies	Utilities	Insurance	Maintenance Provisions	Cleaning	Professional Fees	Advertising	(If) Rental Office space	Telephone	All Salaries	Other staff (security)	Other 1	Other 2	Other 3
1 500	1 500	1 500	1 500	4 000	2 000	1 800	500	500	500	4 000	6 000	0	0	0

Purchase / Acquisition Data

Market Related Cap Rate Applied

Acquisition Fees

7,85%

1 500 000

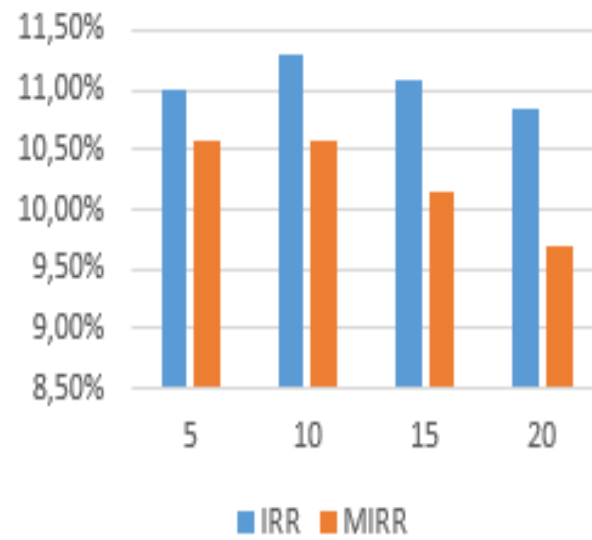
Income After Vacancy	1 662 192	Valuation Based on Cap Rate	Annual Escalations			Finance Data						
OP Costs	303 600	17 306 904	Annual Cost Escalation (%)	Annual Income Escalation	Expected Growth in Value pa (%)	External Loan Amount	Finance Rate (%)	Length (months)	Payment (monthly)	Income tax (%)	CGT (%)	Cost of Owners Loan A/C (%)
Net Income	1 358 592			2,00%	3,00%	3,00%	10 000 000	5,00%	240	65 996	28,00%	24,00%

Financial Valuation and Financial Model

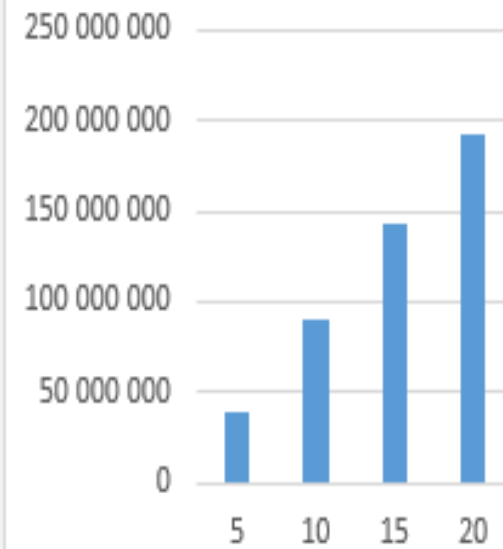
Data From Input Sheet	
1st Year Valuation	17 306 904
Acquisition Fees	1 500 000
Vacancy Factor	0,00%
Market Related Cap Rate Applied	7,85%
External Loan Amount	10 000 000
Finance Rate (%)	5,00%
Length (months)	240
Cost of Owners Loan A/C (%) pa	3,00%
OP Costs	303 600
Annual Cost Escalation (%)	2,00%
Annual Income Escalation (%)	3,00%
Income tax (%)	28,00%
CGT (%)	24,00%
Year 1 Income after vacancies	1 662 192
Expected Growth in Value pa (%)	3,00%

Year	5	10	15	20	Year	5	10	15	20
NPV	2 233 320	5 407 255	8 648 845	11 851 579	EBIT	1 577 099	1 893 215	2 285 746	2 769 387
IRR	10,14%	10,70%	10,65%	10,49%	LTV ratio	81,00%	53,36%	23,73%	-7,56%
MIRR	9,75%	9,99%	9,69%	9,33%	NPAT (%)	34,09%	43,33%	52,41%	61,36%

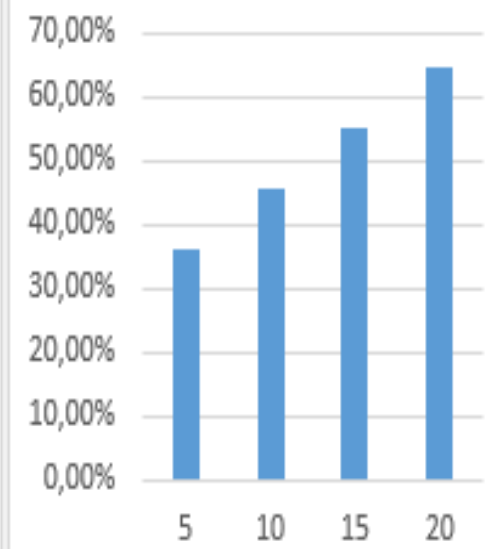
IRR vs MIRR after CGT



NPV after CGT



NPAT (%)



Detailed Cash Flow Statements 20 years (*Storage Units SUIP*)

<u>Year</u>	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>8</u>	<u>9</u>	<u>10</u>
Opening Balance	0	302 438	657 743	925 599	1 163 790	1 436 749	1 746 057	2 093 348	2 480 315	2 908 707
Income Received	1 662 192	1 712 058	1 763 419	1 816 322	1 870 812	1 926 936	1 984 744	2 044 287	2 105 615	2 168 784
Owners Loan Capital received	8 806 904	0	0	0	0	0	0	0	0	0
External Loan (Finance)	10 000 000	0	0	0	0	0	0	0	0	0
Capex Building	17 306 904									
Acquisition Fees	1 500 000									
Fixed Expenditure	303 600	309 672	315 865	322 183	328 626	335 199	341 903	348 741	355 716	362 830
External Loan Payment	791 947	791 947	791 947	791 947	791 947	791 947	791 947	791 947	791 947	791 947
Cost of Owners Loan A/C (%) pa	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207
Taxation Paid	0	0	143 276	227 562	247 986	269 378	291 778	315 225	339 763	365 435
Closing Balance before interest	302 438	648 670	905 866	1 136 022	1 401 835	1 702 954	2 040 966	2 417 514	2 834 297	3 293 071
Overdraft or Interest earned	0	9 073	19 732	27 768	34 914	43 102	52 382	62 800	74 409	87 261
Closing Balance	302 438	657 743	925 599	1 163 790	1 436 749	1 746 057	2 093 348	2 480 315	2 908 707	3 380 332

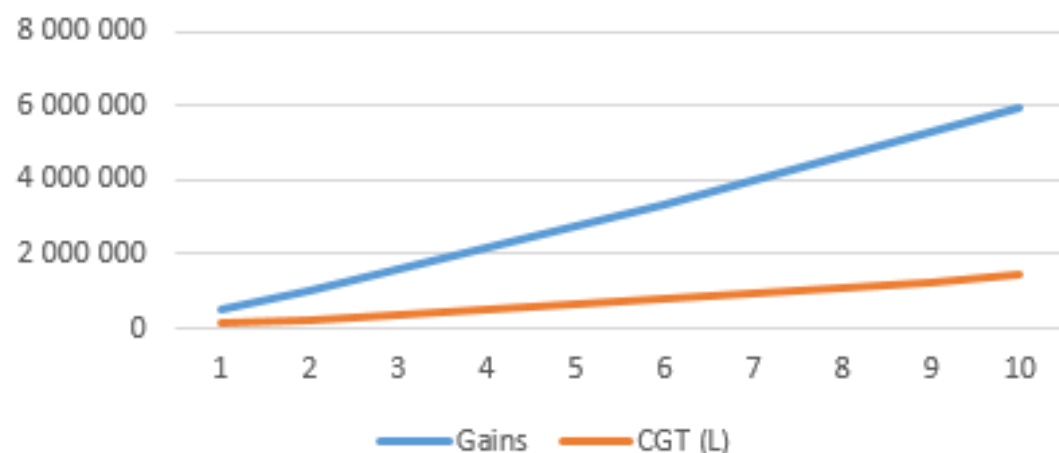
<u>Year</u>	<u>11</u>	<u>12</u>	<u>13</u>	<u>14</u>	<u>15</u>	<u>16</u>	<u>17</u>	<u>18</u>	<u>19</u>	<u>20</u>
Opening Balance	3 380 332	3 897 060	4 460 823	5 073 617	5 737 505	6 454 616	7 227 150	8 057 378	8 947 643	9 900 364
Income Received	2 233 847	2 300 862	2 369 888	2 440 985	2 514 215	2 589 641	2 667 330	2 747 350	2 829 771	2 914 664
Fixed Expenditure	370 087	377 488	385 038	392 739	400 594	408 606	416 778	425 113	433 616	442 288
External Loan Payment	791 947	791 947	791 947	791 947	791 947	791 947	791 947	791 947	791 947	791 947
Cost of Owners Loan A/C (%) pa	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207
Taxation Paid	392 288	420 369	449 727	480 413	512 481	545 986	580 985	617 539	655 709	695 560
Closing Balance before interest	3 795 650	4 343 911	4 939 793	5 585 296	6 282 491	7 033 512	7 840 563	8 705 922	9 631 935	10 621 027
Overdraft or Interest earned	101 410	116 912	133 825	152 209	172 125	193 638	216 815	241 721	268 429	297 011
Closing Balance	3 897 060	4 460 823	5 073 617	5 737 505	6 454 616	7 227 150	8 057 378	8 947 643	9 900 364	10 918 038

Detailed Income Statements 20 years (*Storage Units SSIP*)

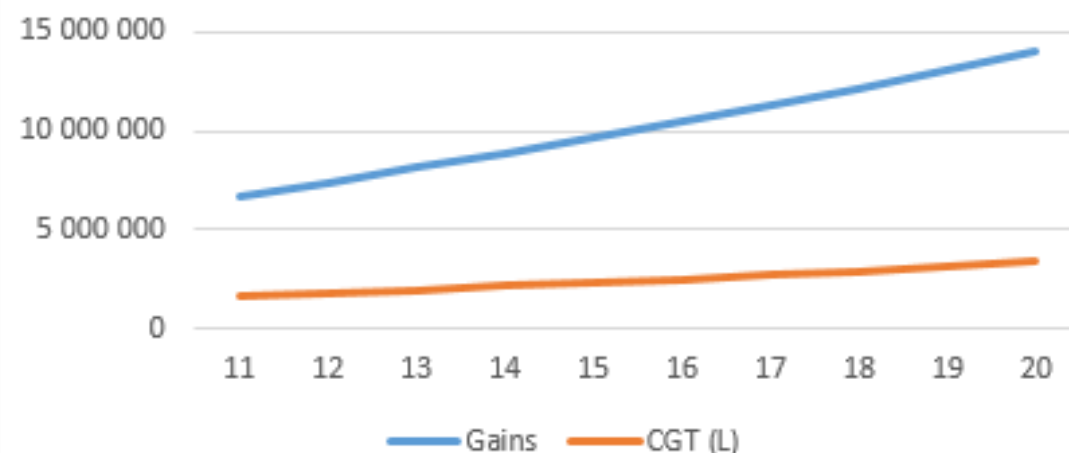
Year	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>8</u>	<u>9</u>	<u>10</u>
Total Income	1 662 192	1 721 131	1 783 152	1 844 090	1 905 725	1 970 039	2 037 126	2 107 087	2 180 025	2 256 045
Rental Income Generated	1 662 192	1 712 058	1 763 419	1 816 322	1 870 812	1 926 936	1 984 744	2 044 287	2 105 615	2 168 784
Interest Earned	0	9 073	19 732	27 768	34 914	43 102	52 382	62 800	74 409	87 261
Total Expenditure	2 561 023	1 051 811	1 041 939	1 031 369	1 020 061	1 007 974	995 063	981 283	966 586	950 918
Fixed Expenditure	303 600	309 672	315 865	322 183	328 626	335 199	341 903	348 741	355 716	362 830
Acquisition Fees (<i>Once off</i>)	1 500 000	0	0	0	0	0	0	0	0	0
Interest External Loan	493 216	477 932	461 867	444 979	427 227	408 568	388 953	368 335	346 663	323 881
Interest Loan account	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207
Interest on Overdraft	0	0	0	0	0	0	0	0	0	0
Net Profit Before Tax (NPBT)	-898 831	669 320	741 213	812 721	885 664	962 065	1 042 063	1 125 803	1 213 439	1 305 127
Taxation after any accrued loss	0	0	143 276	227 562	247 986	269 378	291 778	315 225	339 763	365 435
Net Profit After Tax (NPAT)	-898 831	669 320	597 936	585 159	637 678	692 687	750 285	810 578	873 676	939 691

Year	<u>11</u>	<u>12</u>	<u>13</u>	<u>14</u>	<u>15</u>	<u>16</u>	<u>17</u>	<u>18</u>	<u>19</u>	<u>20</u>
Total Income	2 335 257	2 417 774	2 503 713	2 593 194	2 686 340	2 783 279	2 884 145	2 989 071	3 098 200	3 211 675
Rental Income Generated	2 233 847	2 300 862	2 369 888	2 440 985	2 514 215	2 589 641	2 667 330	2 747 350	2 829 771	2 914 664
Interest Earned	101 410	116 912	133 825	152 209	172 125	193 638	216 815	241 721	268 429	297 011
Total Expenditure	934 228	916 457	897 547	877 434	856 051	833 330	809 197	783 575	756 382	727 533
Fixed Expenditure	370 087	377 488	385 038	392 739	400 594	408 606	416 778	425 113	433 616	442 288
Interest External Loan	299 934	274 762	248 301	220 487	191 250	160 518	128 213	94 255	58 559	21 038
Interest Loan account	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207	264 207
Interest on Overdraft	0	0	0	0	0	0	0	0	0	0
Net Profit Before Tax (NPBT)	1 401 029	1 501 317	1 606 166	1 715 760	1 830 288	1 949 949	2 074 947	2 205 496	2 341 818	2 484 142
Taxation after any accrued loss	392 288	420 369	449 727	480 413	512 481	545 986	580 985	617 539	655 709	695 560
Net Profit After Tax (NPAT)	1 008 741	1 080 948	1 156 440	1 235 347	1 317 808	1 403 963	1 493 962	1 587 957	1 686 109	1 788 582

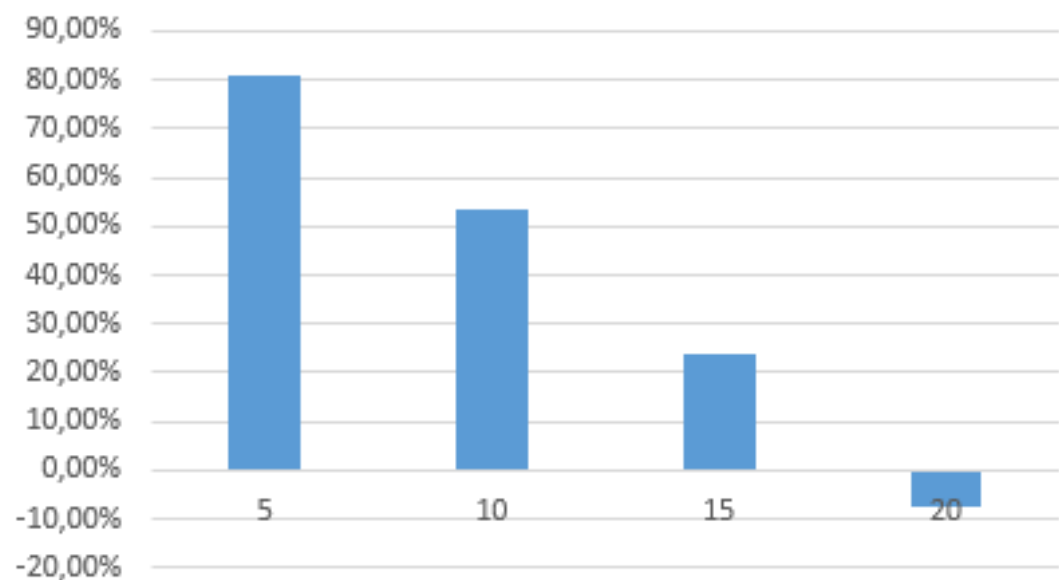
Year 1 - 10 (Capital Gains and CGT Liability)



Year 11 - 20 (Capital Gains and CGT Liability)



All Loans (LTV) ratio



EBIT to NPAT% Ratio

