

Lock & Go Storage

FOR SALE \$1,075,000

OFFERING MEMORANDUM

4897 NC-127
Hickory, NC 28602



Dale C. Eisenman, CCIM

Midcoast Properties, Inc

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Lock & Go Storage

CONTENTS

01 Executive Summary

Investment Summary
Unit Mix - Lock & Go Storage
Income and Expenses - Lock & Go Storage

06 Company Profile

Advisor Profile

02 Location

Location Summary
Aerial View Map

03 Property Description

Property Features
Property Images

04 Rent Comps

Rent Comps
Rent Comps Map

05 Demographics

General Demographics

Exclusively Marketed by:



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<https://midcoastproperties.com/>

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Midcoast Properties, Inc., LLC in compliance with all applicable fair housing and equal opportunity laws.

INSTRUCTIONS

ALL PROPERTY TOURS MUST BE ARRANGED AT LEAST 48 HOURS IN ADVANCE AND ONLY WITH THE PRIOR APPROVAL OF THE BROKER. WE ASK THAT YOU DO NOT DISTURB THE ON-SITE PERSONNEL. ALL INQUIRIES SHOULD BE DIRECTED TO THE LEAD BROKER DOCUMENTED.

Please sign and return the appropriate pages of the agency disclosure document found at the end of the OM.

Offers should be submitted in the form of a Letter of Intent (LOI) and should include, at a minimum, Offering Price, Earnest Money Deposit, Due Diligence Time Period, Closing Period, and any substantial conditions or terms.

The owner will only consider offers that are submitted through its exclusive listing agent, Midcoast Properties. The seller reserves the right to negotiate with any party at any time. The seller also reserves the unrestricted right to reject any or all offers.



01

Executive Summary

- Investment Summary
- Unit Mix - Lock & Go Storage
- Income and Expenses - Lock & Go Storage

OFFERING SUMMARY

ADDRESS	4897 NC-127 Hickory NC 28602
COUNTY	Catawba
RSF - APPROXIMATE	13,200
LAND ACRES	2.64 +/-
NUMBER OF STORAGE UNITS	71
APN	269909262101

FINANCIAL SUMMARY

PRICE	\$1,075,000
PRICE PSF	\$81.44
PRICE PER UNIT	\$15,141

Investment Highlights

- Stabilized Occupancy - Includes New Building Built in 2022
- High Growth Area
- Rental Rate Increases Effective June 1, 2026 Still Leave Room for Further Growth Relative to Market Benchmarks
- Potential Room for Expansion (Buyer to Verify)
- Limited Competition Within Five Miles, Only 3.43 SF Per Capita, per StorTrack as of 4/14/26
- Includes Office/Lot Currently Rented for Supplemental Income



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Investment Summary | Lock & Go Storage

Investment Summary

- Lock & Go Storage is located at 4897 S NC 127 Hwy in Hickory, North Carolina, and sits on approximately 2.64 acres. The facility features 71 standard drive-up storage units with a total of 13,200 +/- rentable square feet, offering convenient and secure storage solutions for personal and commercial use. In addition to the storage units, the property includes an office/lot that is currently rented to a commercial company for supplemental income. This creates potential to convert the lot to additional storage (buyer to verify). Key amenities such as security cameras, online rentals and bill pay provide added convenience for tenants and support efficient management operations.
- This self-storage facility presents a compelling value-add opportunity, combining strong in-place performance with clear upside potential. Currently operating at high occupancy, the property demonstrates consistent demand and a stable customer base, while below-market rental rates provide an immediate path to revenue growth. Current tenants have received notices of rent increases that will go into effect June 1, 2026. As rates are systematically adjusted toward market levels, new ownership can unlock significant income gains without the need for major capital investment. This positioning offers investors the rare advantage of acquiring a well-leased asset with built-in revenue expansion, making it an ideal candidate for strategic repositioning and long-term value creation.



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Investment Summary | Lock & Go Storage

6

Economic Development

- Hickory, NC is emerging as a high-growth economic hub, fueled by transformative industrial investment, skilled workforce expansion, and proactive public-private partnerships. Flagship projects like Corning's advanced manufacturing expansion at Trivium Corporate Center are injecting hundreds of millions of dollars into the local economy while creating high-quality jobs, and new employers such as Steel Warehouse Company are reinforcing Hickory's position as a competitive manufacturing and logistics destination. Backed by state and local incentives, infrastructure improvements, and building-reuse initiatives, the market continues to attract new businesses while supporting parallel growth in housing, hospitality, and mixed-use development—positioning Hickory as a compelling location for long-term investment and economic diversification.
- Sources:
<https://whky.com/corning-announces-expansion-in-n-c-will-provide-boost-to-hickory-plant/>
<https://governor.nc.gov/news/press-releases/2024/03/07/industrial-steel-processor-locate-operations-hickory-30-million-investment>
<https://www.catawbaedc.org/news/the-city-of-hickory-attracts-920m-investment-1615-jobs>



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Investment Summary | Lock & Go Storage

UNIT MIX – LOCK & GO STORAGE

Unit Size	Unit Sq. Ft.	# of units	Total RSF	Monthly Rent	Monthly Rent PSF	Monthly Income	Annual Rent PSF	Annual Income
Standard								
5x10	50	6	300	65	1.30	390	15.60	4,680
10x10	100	8	800	85	0.85	680	10.20	8,160
10x15	150	16	2,400	105	0.70	1,680	8.40	20,160
10x20	200	26	5,200	130	0.65	3,380	7.80	40,560
10x25	250	14	3,500	150	0.60	2,100	7.20	25,200
20x50	1,000	1	1,000	350	0.35	350	4.20	4,200
Total		71	13,200		0.65	8,580	7.80	102,960
Car Lot		1		1500		1500		18,000
TOTAL		72	13,200		0.76	10,080	9.16	120,960



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INCOME AND EXPENSES – LOCK & GO STORAGE

INCOME	2024	2025	Estimated 2026	At Stabilization
Gross Potential Income	109,680	109,680	120,960	133,056
Vacancy & Credit Loss	31,656	24,369	22,249	13,306
Rent	78,024	85,311	98,711	119,750
Rental Insurance			3,780	4,158
Late, Admin & NSF Fees			200	300
Miscellaneous			100	100
Effective Gross Income	78,024	85,311	102,791	124,308
<hr/>				
EXPENSES	2024	2025	Estimated 2026	At Stabilization
Advertising			2,000	2,000
Bank Charges	1,931	2,397	2,469	2,543
Insurance	5,644	5,664	5,834	6,009
Payroll Expense*			6,500	13,650
Repairs & Maintenance	10,833	9,343	5,000	5,250
Office & Supplies	527	106	250	300
Computer, Software & Internet	1,662	1,842	1,897	1,954
Professional Fees	400		500	650
Taxes & Licenses	3,128	3,145	3,302	3,467
Miscellaneous			300	350
Utilities & Telephone	300	678	712	747
Call Center			2,400	2,400
Rental Insurance Fees			1,890	2,079
Total Operating Expenses	24,424	23,175	33,054	41,400
Net Operating Income	53,600	62,136	69,737	82,908

*Payroll Expense in Estimated 2026 column represents six months of payroll.



02

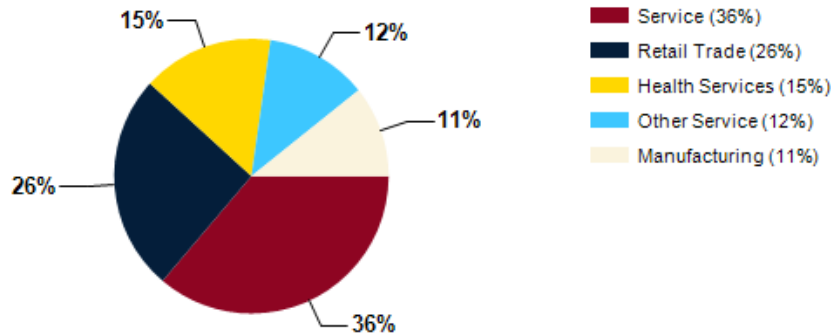
Location

- Location Summary
- Aerial View Map

Location Description

- Nestled in the picturesque foothills of the Blue Ridge Mountains, Hickory, NC, is a vibrant city with a rich industrial heritage. Its central location provides easy access to major cities such as Charlotte, Asheville, and Winston-Salem, making it a strategic hub for commerce and transportation. Hickory is renowned for its legacy in furniture manufacturing, and its historical landmarks pay homage to this legacy, including the Hickory Furniture Mart. With a growing population drawn to its strong economy and scenic surroundings, Hickory continues to thrive as a sought-after destination for businesses and residents alike.

Major Industries by Employee Count



Largest Employers

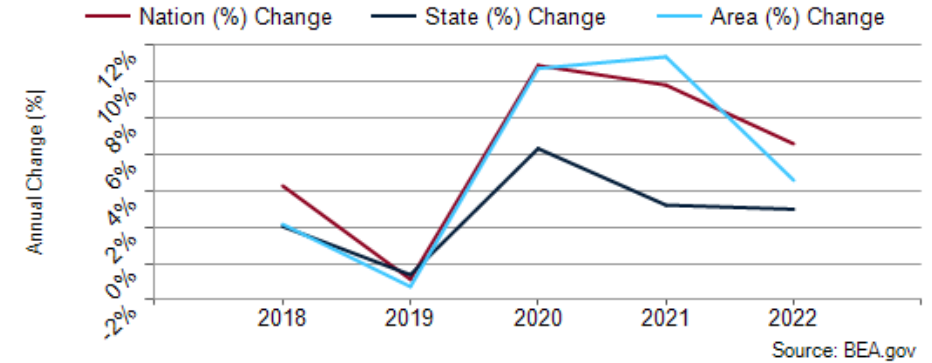
City of Hickory	1,000
Catawba County Schools	1,000
Catawba Valley Medical Center	1,000
Frye Regional Medical Center/Duke LifePoint	1,000
MDI	1,000
Hickory Springs Manufacturing	1,000
Corning Inc.	1,000
CommScope	1,000



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Catawba County GDP Trend



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Willowbottom Rd

Willowbottom Rd

Jacob Fork

Jacob Fork

Grove Park

Jacob Fork

S

S NC 127 Hwy

S NC 127 Hwy

Jacob Fork

Jacob Fork

Greedy Hwy

Greedy Hwy

S NC 127 Hwy

Bakers Glade Ln

Sigman St



03

Property Description

Property Features

Property Images

PROPERTY FEATURES

NUMBER OF STORAGE UNITS	71
NUMBER OF BUILDINGS	3
RSF - APPROXIMATE	13,200
LAND ACRES	2.64 +/-
YEAR BUILT	1997, 2022
# OF PARCELS	1
ZONING TYPE	HC; WP-O (Buyer to Verify)
TRAFFIC COUNTS - ESRI 2023	2,300
TRAFFIC COUNT STREET	Baker's Glade Ln (0.05 mi NW)
UNIT OCCUPANCY AS OF 4/12/26	95.8%
AREA OCCUPANCY AS OF 4/12/26	96.6%
ECONOMIC OCCUPANCY AS OF 4/12/26	82.4%

CONSTRUCTION

FOUNDATION	Concrete
EXTERIOR	Metal
DRIVE AISLES/PARKING	Asphalt









04

Rent Comps

Rent Comps

Rent Comps Map

Mountain View Storage Center
3213 S Hwy 127 | Hickory, NC

Distance 3.4 miles

Unit Type	SF	Asking Rent	Rent/SF
10x20 Nonclimate	200	\$140	\$0.70
Total/Avg	200	\$140	\$0.70

1

ClearHome Self Storage
1970 Briarwood Dr | Hickory, NC

Distance 3.9 miles

Unit Type	SF	Asking Rent	Rent/SF
5x10 Climate	50	\$98	\$1.96
10x10 Climate	100	\$127	\$1.27
10x15 Climate	150	\$167	\$1.11
10x20 Climate	200	\$217	\$1.08
5x10 Nonclimate	50	\$80	\$1.60
10x10 Nonclimate	100	\$125	\$1.25
10x15 Nonclimate	150	\$142	\$0.95
10x20 Nonclimate	200	\$171	\$0.86
10x30 Nonclimate	300	\$223	\$0.74
Total/Avg	144	\$150	\$1.20

2



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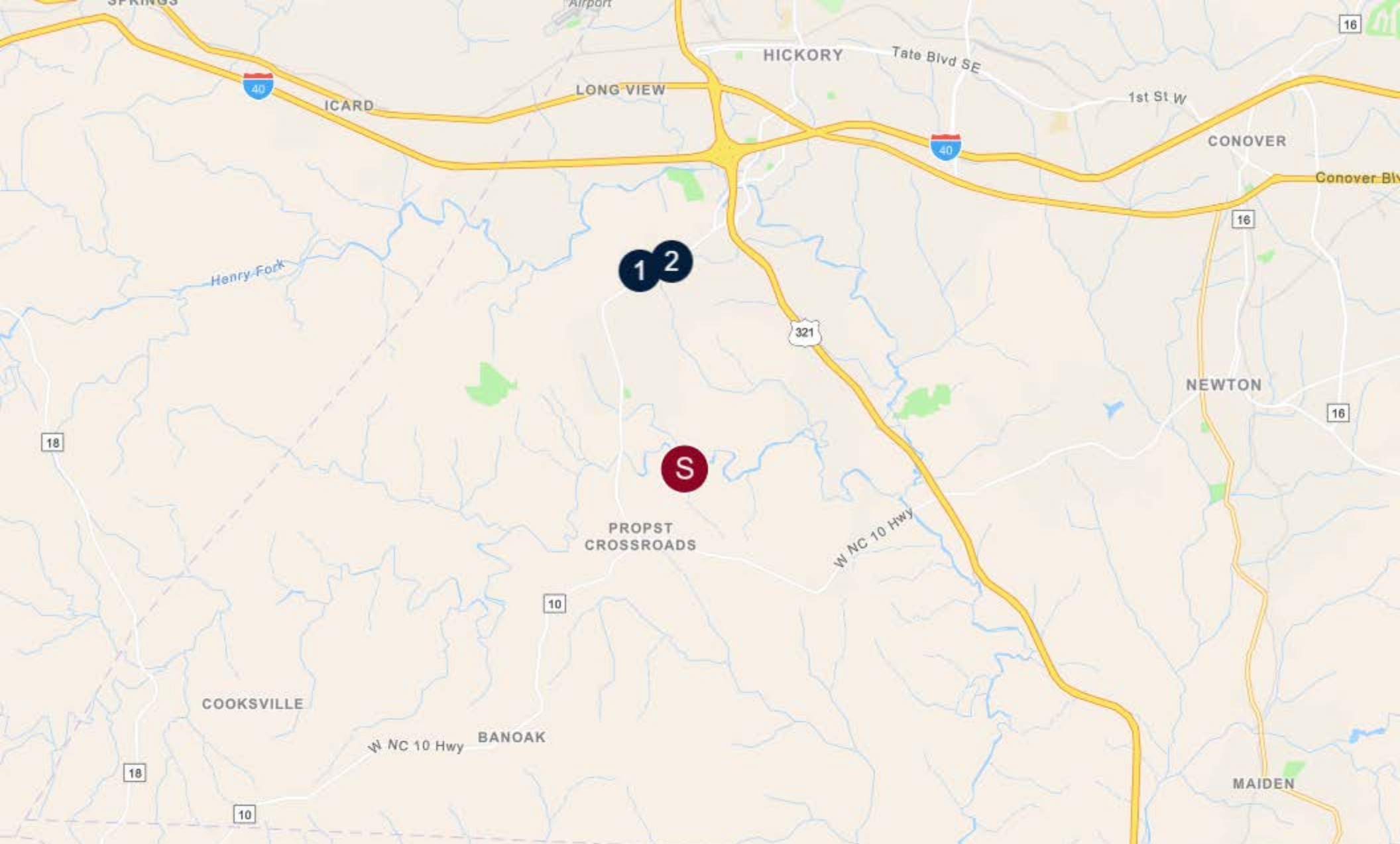
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Lock & Go Storage
4897 NC-127 | Hickory



Number of Storage Units	71
RSF - Approximate	13,200
Gross Square Feet	0
Land Acres	2.64 +/-
Year Built	1997, 2022
Controlled Access	
Product Class	
Asking Price	\$1,075,000
Price PSF	\$81.44

Unit Type	SF	Asking Rent	Rent/SF
5x10	50	\$65	\$1.30
10x10	100	\$85	\$0.85
10x15	150	\$105	\$0.70
10x20	200	\$130	\$0.65
10x25	250	\$150	\$0.60
20x50	1,000	\$350	\$0.35
Car Lot		\$1,500	\$0.00
Total/Avg	292	\$341	\$0.74



#	Property Name	Address	City
S	Lock & Go Storage	4897 NC-127	Hickory
1	Mountain View Storage Center	3213 S Hwy 127	Hickory
2	ClearHome Self Storage	1970 Briarwood Dr	Hickory



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05

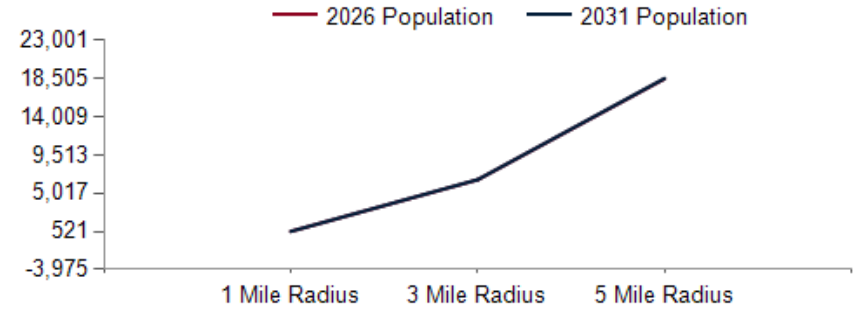
Demographics

General Demographics

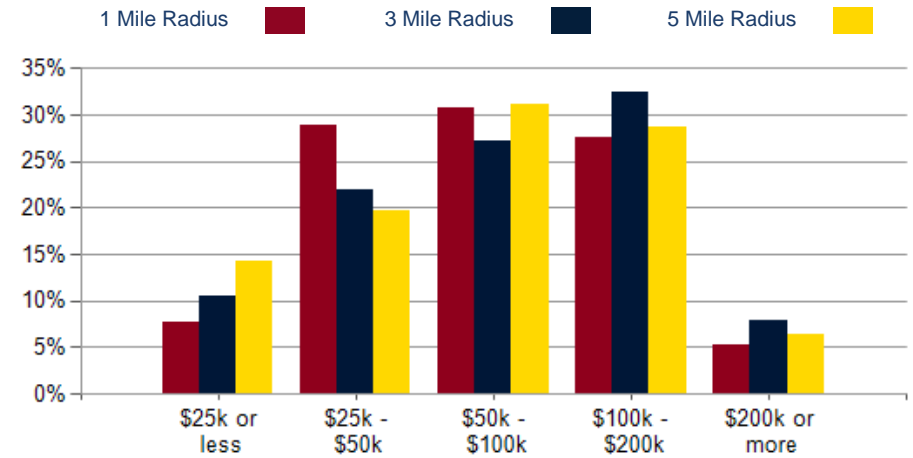
LOCK & GO STORAGE

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	470	5,801	16,277
2010 Population	530	6,718	18,417
2026 Population	521	6,591	18,461
2031 Population	525	6,605	18,505
2026 African American	12	279	832
2026 American Indian	3	35	101
2026 Asian	18	303	889
2026 Hispanic	20	327	999
2026 Other Race	10	147	481
2026 White	455	5,487	15,155
2026 Multiracial	24	337	986
2026-2031: Population: Growth Rate	0.75%	0.20%	0.25%

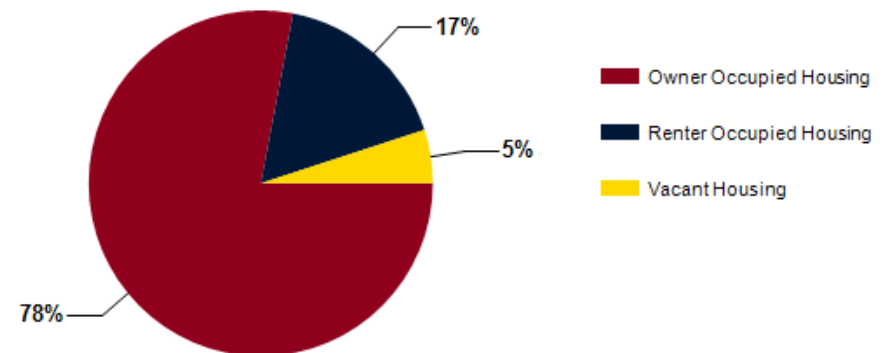
2026 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	6	101	463
\$15,000-\$24,999	10	175	589
\$25,000-\$34,999	38	273	602
\$35,000-\$49,999	23	304	866
\$50,000-\$74,999	41	496	1,495
\$75,000-\$99,999	24	218	815
\$100,000-\$149,999	37	621	1,539
\$150,000-\$199,999	21	228	588
\$200,000 or greater	11	205	477
Median HH Income	\$65,208	\$71,898	\$68,157
Average HH Income	\$94,285	\$103,964	\$93,660



2026 Household Income



2026 Own vs. Rent - 1 Mile Radius



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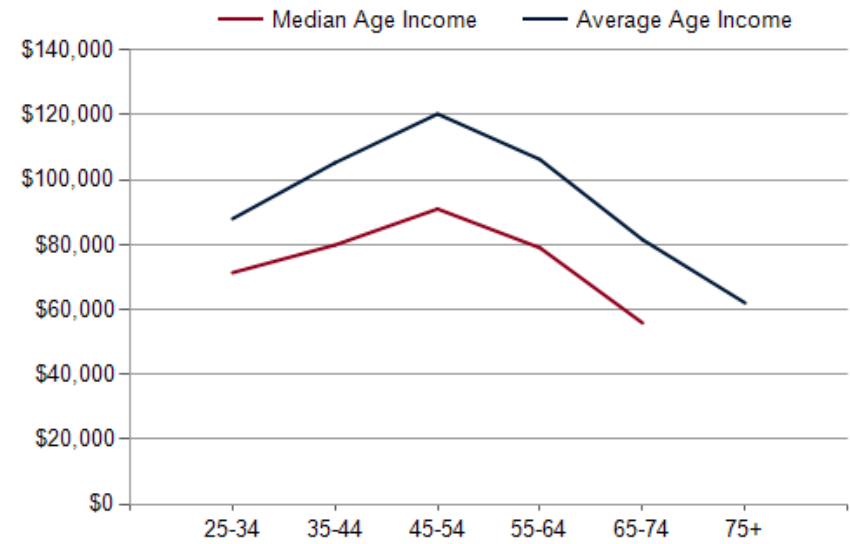
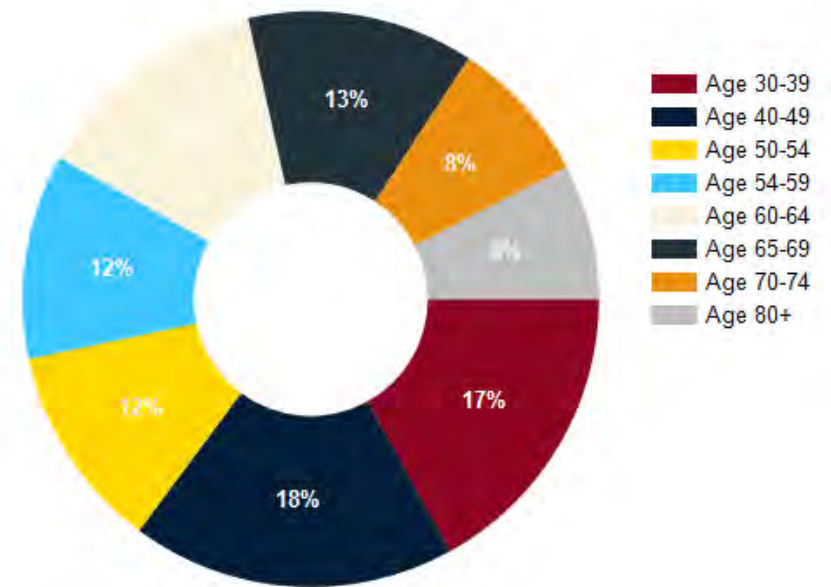
General Demographics | Lock & Go Storage

Source: esri

2026 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2026 Population Age 30-34	30	355	997
2026 Population Age 35-39	26	352	1,038
2026 Population Age 40-44	28	390	1,136
2026 Population Age 45-49	32	412	1,151
2026 Population Age 50-54	38	478	1,327
2026 Population Age 55-59	38	490	1,292
2026 Population Age 60-64	44	513	1,415
2026 Population Age 65-69	42	471	1,300
2026 Population Age 70-74	27	366	1,037
2026 Population Age 75-79	25	294	842
2026 Population Age 80-84	12	167	492
2026 Population Age 85+	11	124	387
2026 Population Age 18+	421	5,309	14,870
2026 Median Age	46	45	45
2031 Median Age	47	46	46

2026 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$71,370	\$73,968	\$75,255
Average Household Income 25-34	\$88,010	\$94,694	\$91,751
Median Household Income 35-44	\$79,906	\$103,645	\$92,360
Average Household Income 35-44	\$105,281	\$125,318	\$113,387
Median Household Income 45-54	\$91,034	\$107,544	\$96,563
Average Household Income 45-54	\$120,312	\$137,119	\$119,469
Median Household Income 55-64	\$79,036	\$87,149	\$74,828
Average Household Income 55-64	\$106,282	\$115,067	\$100,834
Median Household Income 65-74	\$55,857	\$55,560	\$55,016
Average Household Income 65-74	\$81,569	\$84,181	\$76,778
Average Household Income 75+	\$62,063	\$63,811	\$57,581

Population By Age



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06

Company Profile

Advisor Profile

LOCK & GO STORAGE



Dale is President and Broker in Charge of Midcoast Properties, Inc., and is a licensed real estate broker in Alabama, North Carolina, South Carolina, and Georgia. In addition to being a professional pilot early in his career, Dale has practiced law, owned and operated several small businesses, and has been an active commercial real estate investor for over 20 years. He now specializes in the self-storage industry both as an investor and as a broker. As a Certified Commercial Investment Member (CCIM), Dale brings a unique level of real-world experience, knowledge, and negotiation skills to each client relationship.

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Hal is a licensed real estate professional in North Carolina, South Carolina and Georgia. With more than 30 years of business experience and holding key executive leadership roles, Hal transitioned to commercial real estate. His background in finance, revenue improvements, and controlling costs enable him to bring a unique skill set to our clients. His working knowledge of client-based solutions that provide positive financial returns makes him an excellent fit for Midcoast Properties, Inc. Hal and his family reside outside of Lynchburg, VA.

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