



INDUSTRIAL STORAGE  
**BROKERS**

RV & BOAT STORAGE PROPERTY FOR SALE

# BIG BOY TOY STORAGE

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934



**JIM BLANDA**  
215.272.3903  
jim@industrialstoragebrokers.com

**INDUSTRIAL STORAGE BROKERS**  
6700 N Andrews, Suite 405, Fort Lauderdale, FL 33309  
industrialstoragebrokers.com

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# INDUSTRIAL STORAGE BROKERS

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

## MEET THE TEAM



*Partner/Broker*  
**James Blanda**

License Number: #BK3605614

Mobile: (215) 272-3903  
Office: (954) 466-5855

[Jim@IndustrialStorageBrokers.com](mailto:Jim@IndustrialStorageBrokers.com)



*Partner*  
**Roman Melnyk**

License Number: #RS342028

Mobile: (215) 609-8621  
Office: (954) 466-5855

[Roman@IndustrialStorageBrokers.com](mailto:Roman@IndustrialStorageBrokers.com)



*Investment Advisor*  
**Andrew Henneborn**

License Number: #SL3573987

Mobile: (631) 219-3759  
Office: (954) 859-2760

[Andrew@IndustrialStorageBrokers.com](mailto:Andrew@IndustrialStorageBrokers.com)



*Investment Advisor*  
**Charlie Keeney**

License Number: #SL3581344

Mobile: (404) 655-6904  
Office: (954) 280-9361

[CKeeney@IndustrialStorageBrokers.com](mailto:CKeeney@IndustrialStorageBrokers.com)



*Investment Advisor*  
**JT Famularo**

License Number: #SL3546270

Mobile: (516) 471-6578  
Office: (954) 371-1823

[JT@IndustrialStorageBrokers.com](mailto:JT@IndustrialStorageBrokers.com)

# ABOUT ISB CONTINUED

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

## *RV & Boat*



## *Mini Storage*



## *IOS*



## *Development*



- 1. Market Analysis:** We conduct comprehensive market analyses to assess the value and potential of RV and boat storage facilities.
- 2. Acquisition Support:** We offer comprehensive support throughout the purchase process, from identifying suitable properties to negotiating favorable terms and facilitating a smooth transaction.
- 3. Disposition Services:** Provide strategic marketing initiatives and targeted outreach to qualified buyers, ensuring maximum exposure and optimal returns on their investment.
- 4. Transaction Management:** Our dedicated team manages all aspects of the transaction process, including due diligence, contract negotiation, and closing coordination, streamlining the process for a seamless and efficient experience.



An aerial photograph of an industrial park, showing several large, rectangular warehouse buildings with flat roofs. The buildings are arranged in a grid-like pattern, with parking lots and roads interspersed between them. The overall scene is dimly lit, with a dark blue overlay. The text "SECTION 1" is positioned in the upper left quadrant, and "PROPERTY INFORMATION" is centered across the middle of the image.

*SECTION 1*

# PROPERTY INFORMATION

# PROPERTY DETAILS

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

Sale Price	\$4,900,000
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## LOCATION INFORMATION

Building Name	Big Boy Toy Storage
Street Address	3161 Skyway Circle
City, State, Zip	Melbourne, FL 32934
County	Brevard

## PROPERTY INFORMATION

Property Type	Industrial
Property Subtype	RV & Boat Storage
Zoning	M1 - Light Industrial
Lot Size	4.97 Acres
Year Built	1997
APN #	27-36-25-01-*--3

## BUILDING INFORMATION

Total Enclosed and Covered Size	85,518 SF
Total Enclosed and Covered Rentable Area	84,259 SF
Gross Building (Enclosed Storage)	48,000 SF
Construction	Metal Frame

## FINANCIAL SUMMARY

Gross Income	\$570,096
Expenses (44%)	(\$239,744)
Net Income	\$330,352
Cap Rate	6.74%
Sale Price	\$4,900,000

## UNIT MIX

Enclosed	3,735 Linear FT
15'-18'	6 units
19'-24'	6 units
25'-29'	17 units
30'-34'	36 units
35'-38'	18 units
Total	79,498 SF

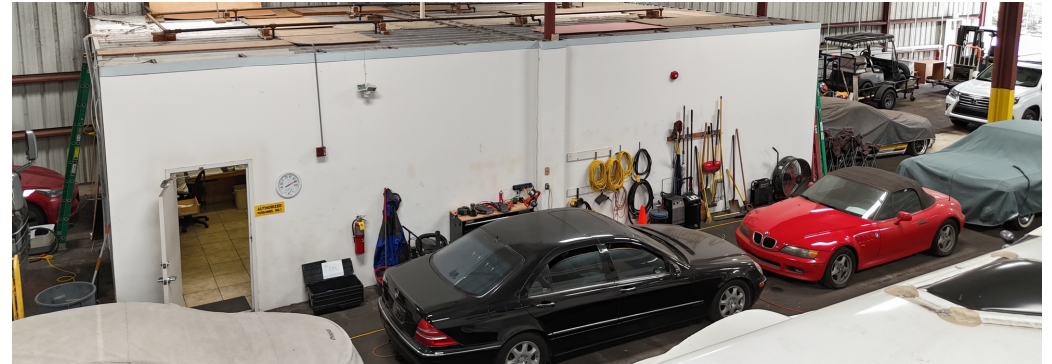
# PROPERTY PHOTOS

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934



# ADDITIONAL PHOTOS

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934





An aerial photograph of an industrial park, showing several large, rectangular warehouse buildings with flat roofs. The buildings are arranged in a grid-like pattern, with parking lots and roads interspersed between them. The overall scene is dimly lit, with a dark blue overlay. The text "SECTION 2" is positioned in the upper left quadrant, and "LOCATION INFORMATION" is centered across the middle of the image.

*SECTION 2*

# LOCATION INFORMATION

# LOCATION HIGHLIGHTS

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

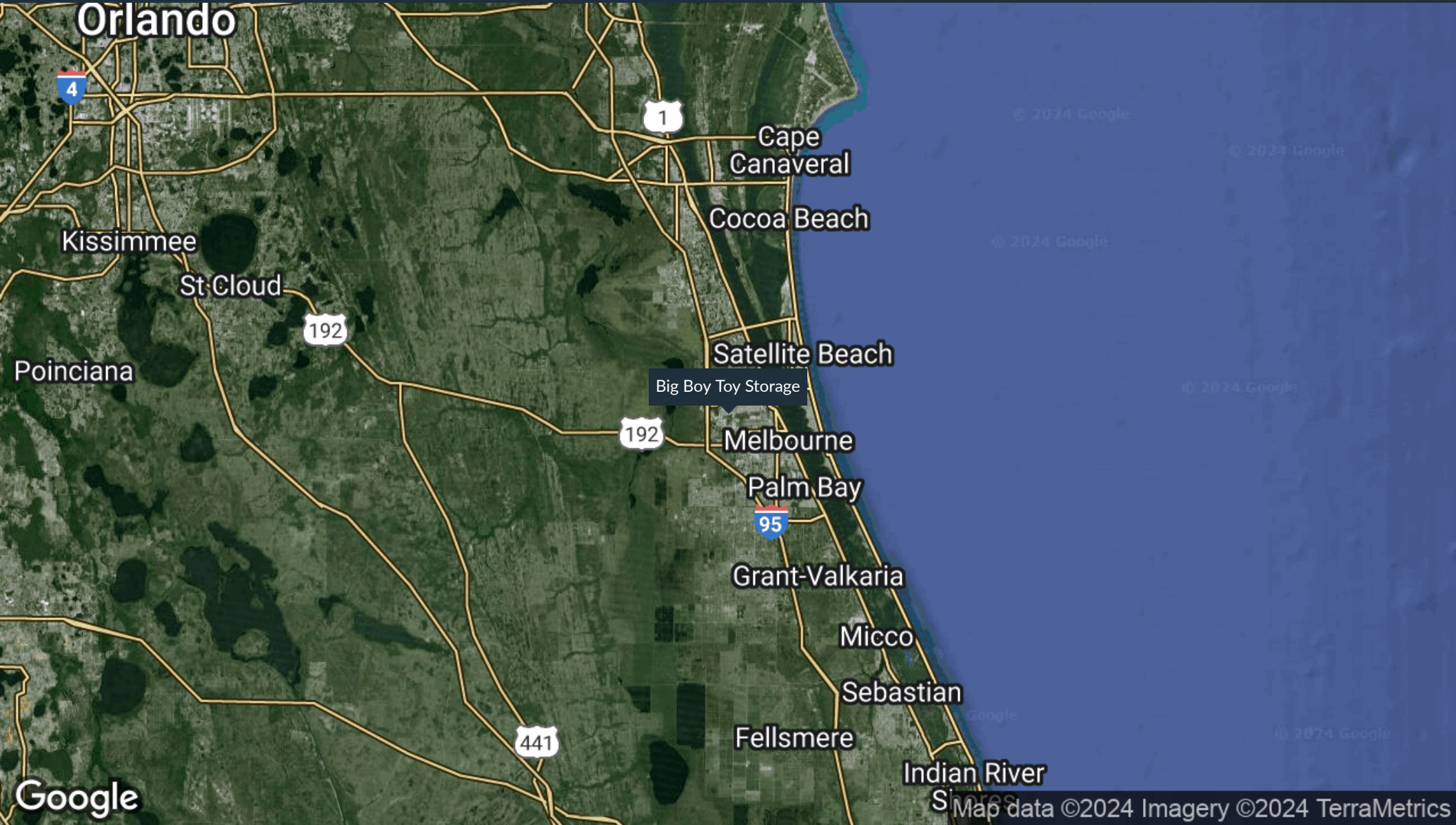


## PROPERTY HIGHLIGHTS

- The City of Melbourne lies along the Indian River Lagoon, a vast estuary loved by boaters, anglers and those who just enjoy its quiet beauty. On the other side of the river a portion of the city lies on a barrier island with many beach parks offering even more fun in the sun.
- Melbourne has an international airport and is located next to a major interstate with easy access to Orlando and the attractions, Kennedy Space Center, and points beyond.
- Melbourne is a hub for high tech and aerospace employers. Global leaders such as L3Harris, Collins Aerospace, Northrup Grumman, Embraer, GE, Leonardo DRS and more make their home here.
- Most highly concentrated high-tech economy in Florida – Milken Institute, 2019
- Second highest performing large city in the U.S. – Milken Institute
- Florida ranks #4 in the State Tax Climate Index – 2022 State Business Tax Climate Index, The Tax Foundation
- Third best wage growth in the U.S. – Milken Institute, 2021
- Top 10 Best Cities for STEM Jobs – Forbes.com
- Ranked #2 in Milken Institute's Best Performing Cities 2021: Where America's Jobs are Created and Sustained
- Strong Demographics: Average Household Income - \$90,234 (5-Mile Radius) and Population of 110,900 People (5-Mile Radius)

# REGIONAL MAP

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934





*SECTION 3*

# FINANCIAL ANALYSIS

# CURRENT VALUATION ANALYSIS

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

Current Income						Expenses Explained
Unit/Space type	Income	Method	Units/SF	Annual	% of PGI	
Enclosed/LF	\$9.30	\$/Month	3,735	\$416,826	66.46%	<p><b>Real Estate Taxes</b> Real estate taxes are estimated at \$51,617.87 annually. Because of the risk of Assessment Increase discussed earlier in the report, we have used the estimated post-sale tax expense of \$68,744, as this best represents the subject tax liability should a sale occur at our reconciled estimate of value.</p> <p><b>Insurance Expense</b> Our conversations with local insurers and property managers indicate a typical range of building insurance from \$1.00/SF to \$2.50/SF of gross building area for conventionally constructed masonry/concrete structures. The primary construction of the subject facility is steel, and the total rentable area includes uncovered storage, both of which have lower insurance costs. Based on insurance expenses reported by ownership, we have estimated \$25,000/year, or \$0.30 PSF.</p> <p><b>You Utilities</b> We have estimated utility expenses as \$15,000/year, or \$0.18 PSF.</p> <p><b>Repairs and Maintenance</b> This expense category covers the general cost of the day-to-day maintenance of the building and site improvements, including landscape maintenance. We have estimated \$27,500/year, or \$0.33 PSF for this line item based on historical expenses provided by ownership and considers the recent capital improvements to the roof of all three buildings.</p> <p><b>Professional Services</b> Property ownership usually entails certain legal and accounting expenses. Legal expenses are incurred in the drafting of leases, while accounting services are utilized to prepare periodic operating statements, tax returns, and other property-related matters. These costs are estimated at \$2,550/year, or \$0.03 PSF.</p> <p><b>General and Administrative</b> This line item accumulates miscellaneous and administrative expenses of property operations, such as office and printing supplies, property related travel expenses, along with all other miscellaneous costs incurred in the operation of the property. These expenses are estimated at \$8,500/year, or \$0.10 PSF.</p> <p><b>Misc.</b> Miscellaneous expenses are comprised of seminars/training, dues &amp; subscriptions, and the cost of goods sold for resale items. This expense is based on historical financials provided by ownership and is estimated at \$2,500/year, or \$0.03 PSF.</p>
15'-18'	\$121.00	\$/Month	6	\$8,712	1.39%	
19'-24'	\$151.25	\$/Month	6	\$10,890	1.74%	
25'-29'	\$181.50	\$/Month	17	\$37,026	5.90%	
30'-34'	\$211.75	\$/Month	36	\$91,476	14.58%	
35'-38'	\$242.00	\$/Month	18	\$52,272	8.33%	
<b>Total Rental Income:</b>				<b>\$617,202</b>	<b>98.41%</b>	
Expense Reimbursements:				\$0	0%	
Other Income:				\$10,000	1.59%	
Potential Gross Income:				\$627,202	100.00%	
Vacancy & Collection Loss:				\$57,106	9.10%	
<b>Effective Gross Income:</b>				<b>\$570,096</b>	<b>90.90%</b>	
Expense	Amount	Method	Annual	\$/SF		
Tax Expense	\$68,744	\$/Year	\$68,744	\$0.80		
Insurance	\$25,000	\$/Year	\$25,000	\$0.29		
Management/Payroll	\$90,000	\$/Year	\$90,000	\$1.05		
Total Utilities	\$15,000	\$/Year	\$15,000	\$0.18		
Repairs & Maintenance	\$27,500	\$/Year	\$27,500	\$0.32		
Professional Services	\$2,500	\$/Year	\$2,500	\$0.03		
General Administrative	\$8,500	\$/Year	\$8,500	\$0.10		
Misc.	\$2,500	\$/Year	\$2,500	\$0.03		
<b>Total Expenses:</b>			<b>\$239,744</b>			
Expense Ratio:			<b>42.05%</b>			
<b>Net Operating Income:</b>			<b>\$330,352</b>			
Capitalization Rate:			6.74%			
<b>Total Sale Price:</b>			<b>\$4,900,000</b>			

# PRO-FORMA VALUATION ANALYSIS

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

Pro Forma Income					
Unit/Space type	Income	Method	Units/SF	Annual	% of PGI
Enclosed/LF	\$10.00	\$/Month	3,735	\$448,200	66.05%
15'-18'	\$133.10	\$/Month	6	\$9,583	1.41%
19'-24'	\$166.38	\$/Month	6	\$11,979	1.77%
25'-29'	\$199.65	\$/Month	17	\$40,729	6.00%
30'-34'	\$232.93	\$/Month	36	\$100,624	14.83%
35'-38'	\$266.20	\$/Month	18	\$57,499	8.47%
<b>Total Rental Income:</b>				<b>\$668,614</b>	<b>98.53%</b>
Expense Reimbursements:				\$0	0%
Other Income:				\$10,000	1.47%
Potential Gross Income:				\$678,614	100.00%
Vacancy & Collection Loss:				\$54,289	8.00%
<b>Effective Gross Income:</b>				<b>\$624,325</b>	<b>92.00%</b>
Expense	Amount	Method	Annual	\$/SF	
Tax Expense	\$68,744	\$/Year	\$68,744	\$0.80	
Insurance	\$25,000	\$/Year	\$25,000	\$0.29	
Management/Payroll	\$90,000	\$/Year	\$90,000	\$1.05	
Total Utilities	\$15,000	\$/Year	\$15,000	\$0.18	
Repairs & Maintenance	\$27,500	\$/Year	\$27,500	\$0.32	
Professional Services	\$2,500	\$/Year	\$2,500	\$0.03	
General Administrative	\$8,500	\$/Year	\$8,500	\$0.10	
Misc.	\$2,500	\$/Year	\$2,500	\$0.03	
<b>Total Expenses:</b>			<b>\$239,744</b>		
Expense Ratio:			38.40%		
<b>Net Operating Income:</b>			<b>\$384,581</b>		
Capitalization Rate:			7.85%		
Total Sale Price:				\$4,900,000.00	

\*Increase on indoor parking rates by \$0.70 a LF

\*Increase on outdoor parking by 10%

An aerial photograph of an industrial or commercial district, showing several large, rectangular buildings with flat roofs, interspersed with trees and parking areas. The image is dimly lit, with a dark blue overlay. The text is positioned on the left side of the image.

*SECTION 4*

# Historical Financial Data

# INCOME & EXPENSES

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

Income		2023	2022	2021
4010	Rental Income	488,672.80	428,872.75	428,786.77
4020	Battery Charge Income			20.00
4030	Start Dead Battery Income	26.35		40.02
4050	Inflate Tire Income			10.00
4100	Late Charge Income	2,138.93	1,733.89	1,187.98
4110	NSF Fees		25.00	25.00
4120	Misc. Income	10,180.99	116.27	355.95
4130	Electric Income	7,802.46	6,169.57	5,693.29
49900	Uncategorized Income			(141.41)
	<b>Total Income</b>	<b>508,821.53</b>	<b>436,917.48</b>	<b>435,977.60</b>
	<b>Gross Profit</b>	<b>508,821.53</b>	<b>436,917.48</b>	<b>435,977.60</b>
Expense		2023	2022	2021
4000	Reconciliation Discrepancies	(4.95)	(0.33)	(0.05)
6020	Advertising	249.95		355.68
6060	Bank Service Charges	871.66	409.46	184.86
6220	Dues and Subscriptions	657.92	479.36	140.99
6380	Insurance			
6405	GarageKeepers Liability	21,486.18	21,277.13	5,403.66
6410	Liability Insurance		1,376.09	18,523.98
6412	Workers Compensation	2,737.00	2,154.60	3,140.40
6415	Health Insurance - Employees	6,147.33	9,493.90	0.00
6380	Insurance - Other		20.00	45.00
	<b>Total Insurance</b>	<b>30,370.51</b>	<b>34,321.72</b>	<b>27,113.04</b>
6500	Licenses and Permits	162.00	162.00	162.00
6550	Payroll Expense	116,571.10	119,665.91	125,921.95
6610	Postage and Delivery	290.70	16.93	132.28
6620	Printing and Reproduction			40.96
6640	Professional Fees			
6650	Accounting	1,650.00	1,600.00	1,600.00
6640	Professional Fees - Other	11,310.00		350.00
	<b>Total Professional Fees</b>	<b>12,960.00</b>	<b>1,600.00</b>	<b>1,950.00</b>
6670	Computer/Software Exp.	1,124.69	1,225.91	1,966.98
6710	Repairs			
6720	Building Repairs	581.92	3,819.05	770.50
6740	Equipment Repairs	19,009.88	3,201.79	3,411.70
6710	Repairs - Other	90.08		82.39
	<b>Total Repairs</b>	<b>19,681.88</b>	<b>7,020.84</b>	<b>4,264.59</b>



**CONTINUED...**

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

6770	Supplies			
6790	Office	243.01	621.07	2,931.54
6795	Drinking Water	52.56	231.81	217.49
6770	Supplies - Other	5,472.24	993.38	1,756.13
	<b>Total Supplies</b>	<b>5,767.81</b>	<b>1,846.26</b>	<b>4,905.16</b>
6820	Taxes			
6850	Property	49,553.16	45,458.16	40,092.21
6860	Corporation		150.00	150.00
6820	Taxes - Other	25.90	(3,049.53)	3,030.35
	<b>Total Taxes</b>	<b>49,579.06</b>	<b>42,558.63</b>	<b>43,272.56</b>
6880	Telephone	5,010.45	4,128.61	3,433.72
6940	Utilities			
6950	Gas & Electric	8,499.94	7,682.58	6,768.58
6955	Bright House Internet		499.94	1,047.79
6960	Water	573.05	751.89	617.12
6965	Waste Management	8.74	453.84	441.72
	<b>Total Utilities</b>	<b>9,081.73</b>	<b>9,388.25</b>	<b>8,875.21</b>
6970	Landscape Maintenance			
6971	Mowing, Edging, Weed Whacking	9,200.00	6,000.00	6,330.58
6972	Tree Trimming	625.00	700.00	600.00
6973	Landscape Supplies/Other	2,870.00	300.00	457.81
	<b>Total Landscape Maintenance</b>	<b>12,695.00</b>	<b>7,000.00</b>	<b>7,388.39</b>
6975	Building Maintenance		5,525.58	949.20
6980	Fire/Burglar Alarm Monitoring			
	12 Volt 7amp Batteries	70.00		35.00
6981	AES Radio Monitoring	1,561.57	1,565.82	1,050.00
6982	Service Agreement	1,161.57	1,422.14	1,299.16
6983	Inspections - Sprinkler Alarms	379.29	638.58	479.88
6984	Inspections - Fire Alarm	350.04	456.12	442.80
6986	Backflow Inspection		171.03	159.84
6988	ADS Antiware-GSM	94.44	91.98	121.38
6989	Cell-Primary	82.62	80.46	106.17
6990	Service Call	190.00	1,381.20	1,580.50
6980	Fire/Burglar Alarm Monitoring - Other	821.05	1,665.37	2,941.90
	<b>Total Fire/Burglar Alarm Monitoring</b>	<b>4,710.58</b>	<b>7,472.70</b>	<b>8,216.63</b>
6985	Fire Inspection	50.00	50.00	50.00
	<b>Total Expense</b>	<b>269,830.09</b>	<b>242,871.83</b>	<b>239,324.15</b>
8010	Other Income/(Expense)	(2,120.50)	(2,220.19)	
	<b>Net Other Income</b>	<b>(2,120.50)</b>	<b>(2,220.19)</b>	<b>0.00</b>
	<b>Net Operating Income</b>	<b>236,870.94</b>	<b>191,825.46</b>	<b>196,653.45</b>

An aerial photograph of an industrial park, showing several large, rectangular warehouse-style buildings with flat roofs. The buildings are arranged in a somewhat grid-like pattern, with some smaller structures and parking lots interspersed. The overall scene is dimly lit, with a dark blue overlay. The text 'SECTION 5' is positioned in the upper left quadrant of the image.

*SECTION 5*

# LEASE COMPARABLES

# INDOOR LEASE COMPS

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

Competitor	Model	Type	Notes	\$/LF	\$/SF/mo.	\$/SF/yr.
<b>Subject - Big Boy Toy Storage</b>	<b>per LF</b>	<b>Enclosed</b>	<b>No Conversion Required, Bulk Parking</b>	<b>\$8.25</b>	<b>\$0.65</b>	<b>\$7.86</b>
All Brevard Storage	per LF	Enclosed	No Conversion Required, Bulk Parking	\$8.75	\$0.73	\$8.76
RecNation RV & Boat Storage	per Unit	Enclosed	1-Unit Available, 11'-12' Width	\$20.00	\$1.67	\$20.04
Indoor Boat and RV Storage	per Unit	Enclosed	15' Width, 12' Wide Door, 3 Lengths Available	\$10.28	\$0.69	\$8.28
Park a Lot	per Unit	Enclosed	13' Width	\$14.71	\$1.13	\$13.56
Ultimate Boat & RV Storage	per Unit	Enclosed	14' Wide Unit and 16' Wide Unit	\$10.85	\$0.73	\$8.76
Ft. Meyers Boat RV Storage	per Unit	Enclosed	10'-11' Width	\$9.50	\$0.90	\$10.80
Lakeland Boar & RV Storage	per Unit	Enclosed	14' Width, All Have Electric Available	\$10.13	\$0.72	\$8.64
RV Storage Depot	per Unit	Enclosed	Indoor Valet Parking	\$10.00	\$1.00	\$12.00
1060 Property, LLC.	per Unit	Enclosed	12' Width	\$12.49	\$1.04	\$12.48
			<b>Min.</b>	<b>\$8.75</b>	<b>\$0.69</b>	<b>\$8.28</b>
			<b>Max</b>	<b>\$20.00</b>	<b>\$1.67</b>	<b>\$20.04</b>
			<b>Average</b>	<b>\$11.86</b>	<b>\$0.96</b>	<b>\$11.48</b>
			<b>Median</b>	<b>\$10.57</b>	<b>\$0.95</b>	<b>\$11.40</b>

# COVERED PARKING LEASE COMPS

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

Competitor	Model	Type	Notes	\$/SF/mo.	\$/SF/yr.
<b>Subject - Big Boy Toy Storage</b>	<b>per Unit</b>	<b>Covered</b>	<b>No Conversion Required, Bulk Parking</b>	<b>\$0.51</b>	<b>\$6.18</b>
RecNation RV & Boat Storage	per Unit	Covered	1-Unit Available, 11'-12' Width	\$0.68	\$8.16
Midgard Self Storage	per Unit	Covered	12' Width	\$0.48	\$5.76
Condev RV & Boat Storage	per Unit	Covered	12'-13' Width	\$0.71	\$8.52
Barracuda Boat & RV Storage - Edge	per Unit	Covered	12' Width, Some Units Have 15/30amp Hookups	\$0.65	\$7.80
Barracuda Boat & RV Storage - Ocean	per Unit	Covered	12' Width, Some Units Have 15/30amp Hookups	\$0.65	\$7.80
First Coast RV & Boat Storage	per Unit	Covered	12' Width, Units Have Electric	\$0.76	\$9.12
Ultimate Boat & RV Storage	per Unit	Covered	12' Width	\$0.63	\$7.56
Florida RV and Boat Storage	per Unit	Covered	12' Width	\$0.64	\$7.68
On Solid Ground Storage	per Unit	Covered	12' Width with available 20amp Electric	\$0.63	\$7.56
Elite Boat & RV Storage	per Unit	Covered	12'-15' Widths	\$0.94	\$11.28
				<b>Min.</b>	<b>\$0.48</b>
				<b>Max</b>	<b>\$0.94</b>
				<b>Average</b>	<b>\$0.68</b>
				<b>Median</b>	<b>\$0.65</b>



*SECTION 6*

# DEMOGRAPHICS

# DEMOGRAPHICS MAP & REPORT

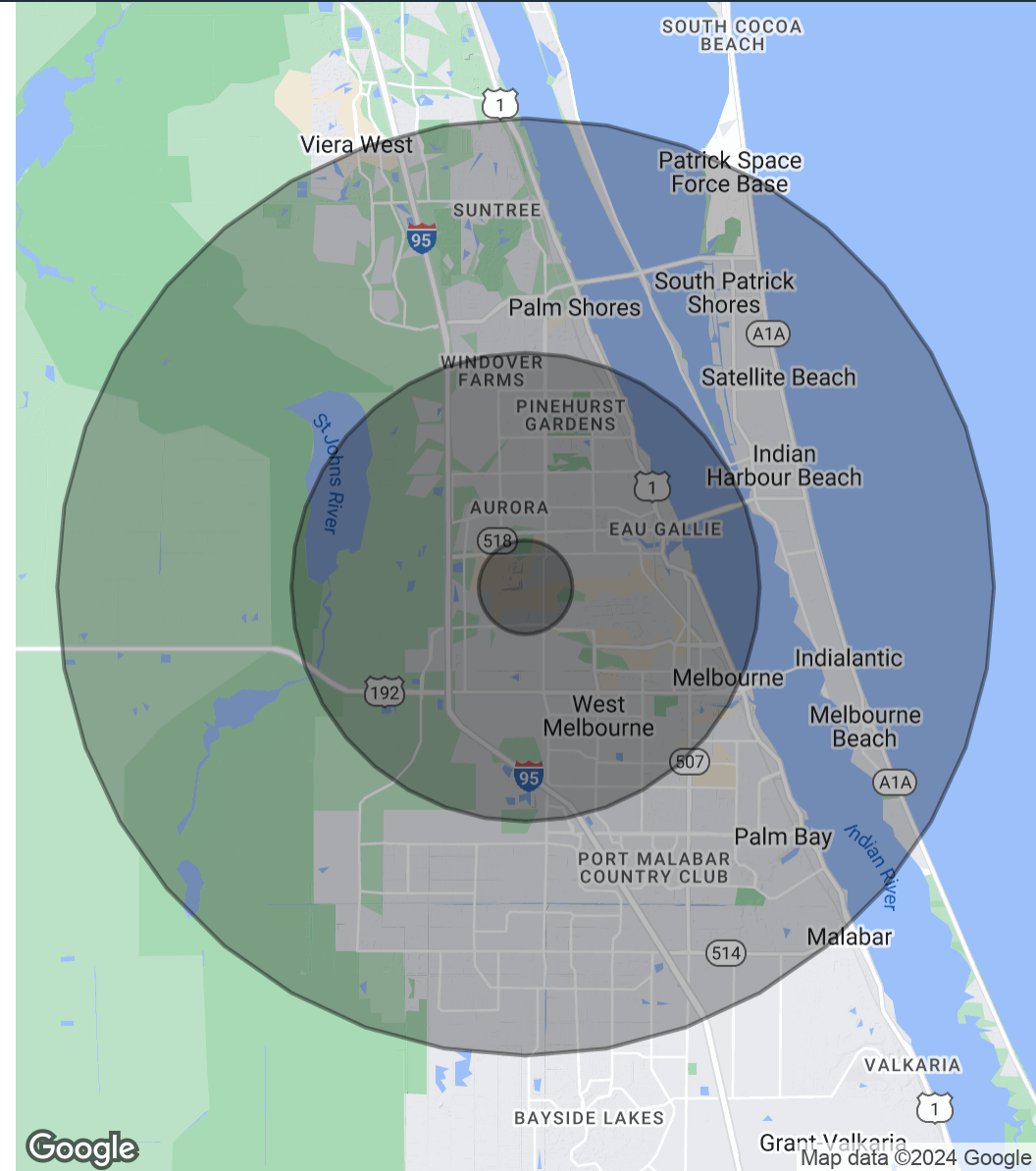
3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

POPULATION	1 MILE	5 MILES	10 MILES
Total Population	3,200	108,568	312,895
Average Age	43	45	46
Average Age (Male)	0	0	0
Average Age (Female)	0	0	0

HOUSEHOLDS & INCOME	1 MILE	5 MILES	10 MILES
Total Households	1,327	46,404	131,319
# of Persons per HH	2.4	2.3	2.4
Average HH Income	\$100,101	\$91,504	\$98,107
Average House Value	\$433,567	\$347,012	\$376,785

Demographics data derived from AlphaMap



# MEET THE TEAM

3161 SKYWAY CIRCLE, MELBOURNE, FL 32934

## MEET THE TEAM



*Partner/Broker*  
**James Blanda**

License Number: #BK3605614

Mobile: (215) 272-3903  
Office: (954) 466-5855

Jim@IndustrialStorageBrokers.com



*Partner*  
**Roman Melnyk**

License Number: #RS342028

Mobile: (215) 609-8621  
Office: (954) 466-5855

Roman@IndustrialStorageBrokers.com



*Investment Advisor*  
**Andrew Henneborn**

License Number: #SL3573987

Mobile: (631) 219-3759  
Office: (954) 859-2760

Andrew@IndustrialStorageBrokers.com



*Investment Advisor*  
**Charlie Keeney**

License Number: #SL3581344

Mobile: (404) 655-6904  
Office: (954) 280-9361

CKeeney@IndustrialStorageBrokers.com



*Investment Advisor*  
**JT Famularo**

License Number: #SL3546270

Mobile: (516) 471-6578  
Office: (954) 371-1823

JT@IndustrialStorageBrokers.com