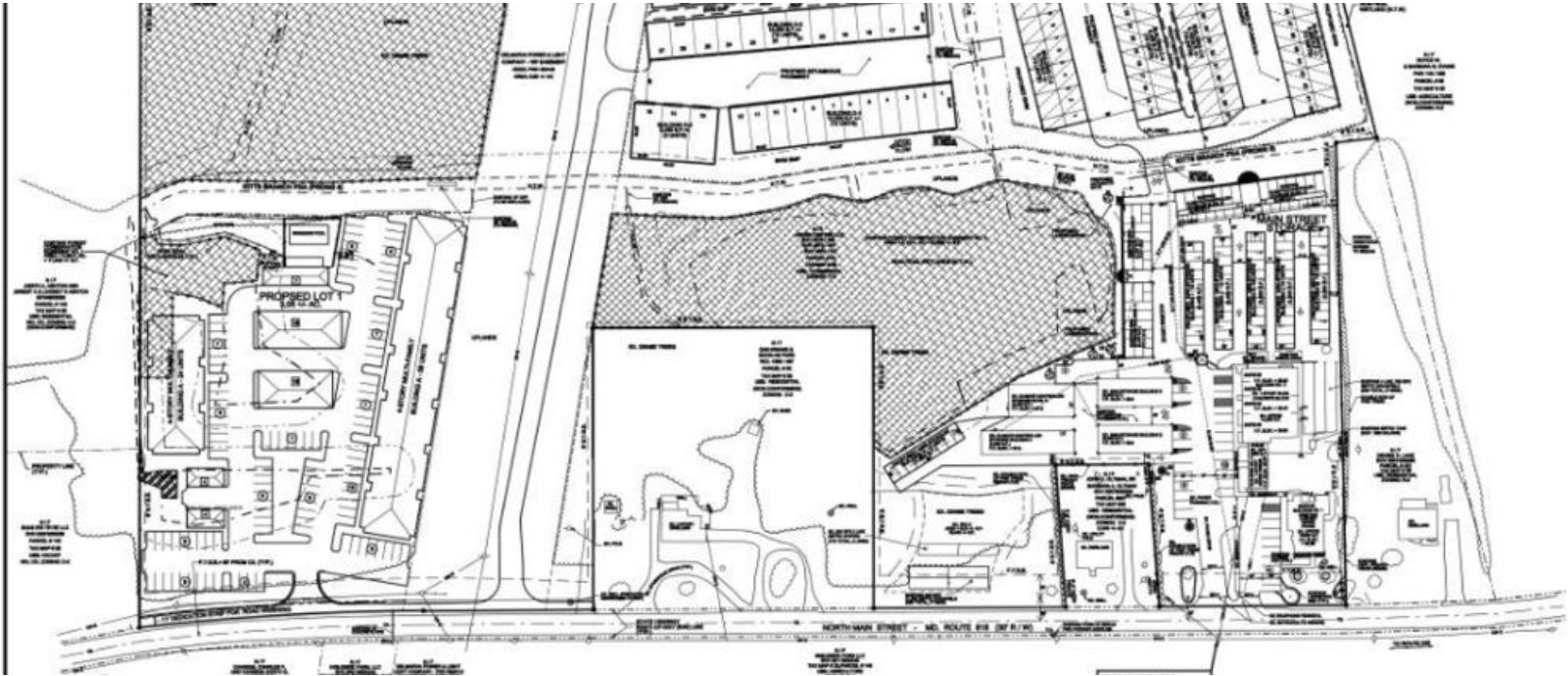


Property Overview



SALE OVERVIEW

SALE PRICE: \$4,300,000

LOT SIZE: 19.23 Acres

BUILDING SIZE: 34,223 SF

ZONING: Commercial

PROPERTY DESCRIPTION

Located in a Maryland Opportunity Zone in Berlin, this self storage/office site is made up of a total of 19.32 acres on Main Street in Worcester County. Currently, there are 170 units of self storage (half is climate controlled and dehumidified space). Occupancy is at approximately 75%. Uhaul truck rentals are also on site. There is an existing 6 unit office building (approximately 7,682+/- SF). Preliminary plans are in place for the remainder of the property for additional storage, RV/Boat Storage, Contractor units. Additionally, forest conservation, stormwater management, and access are all in place for development. There are 7.8 Worcester County EDUs in place to the property. Seller would will consider dividing the property.

PROPERTY HIGHLIGHTS

- Opportunity Zone
- Current 170 Unit Self Storage
- Current Six Unit Office Building
- 7,200SF of New Storage Just Built
- Preliminary plans for Additional Traditional Storage, Contractor Units, RV Storage Units On Access Land



Larry Hogan,
Governor
Boyd K. Rutherford,
Lt. Governor



What are Opportunity Zones?

Opportunity Zones were enacted by the federal government as part of the 2017 tax reform package. The program provides tax incentives to private investors with unrealized capital gains. The goal is to encourage long-term, private **investment from realized capital gains** into **low-income census tracts around the country**.

Maryland has 149 Opportunity Zones. Each county in the state has at least one Opportunity Zone. Opportunity Zones were designated by the U.S. Treasury based on eligible census tracts nominated by the Governor. Maryland’s Opportunity Zones address local needs and community priorities.

OPPORTUNITY ZONE TAX INCENTIVES

TEMPORARY TAX DEFERRAL for capital gains reinvested into a Qualified Opportunity Fund (QOF). The deferred gain must be recognized on the earlier of either the date on which the Opportunity Zone investment is sold or December 31, 2026.

STEP-UP IN BASIS for capital gains reinvested in an Opportunity Zone Fund. The basis of the original investment is increased by 10% if the investment in the qualified Opportunity Zone fund is held by the taxpayer for at least 5 years. And by additional 5% if held for at least 7 years, excluding up to 15% of the original gain from taxation.

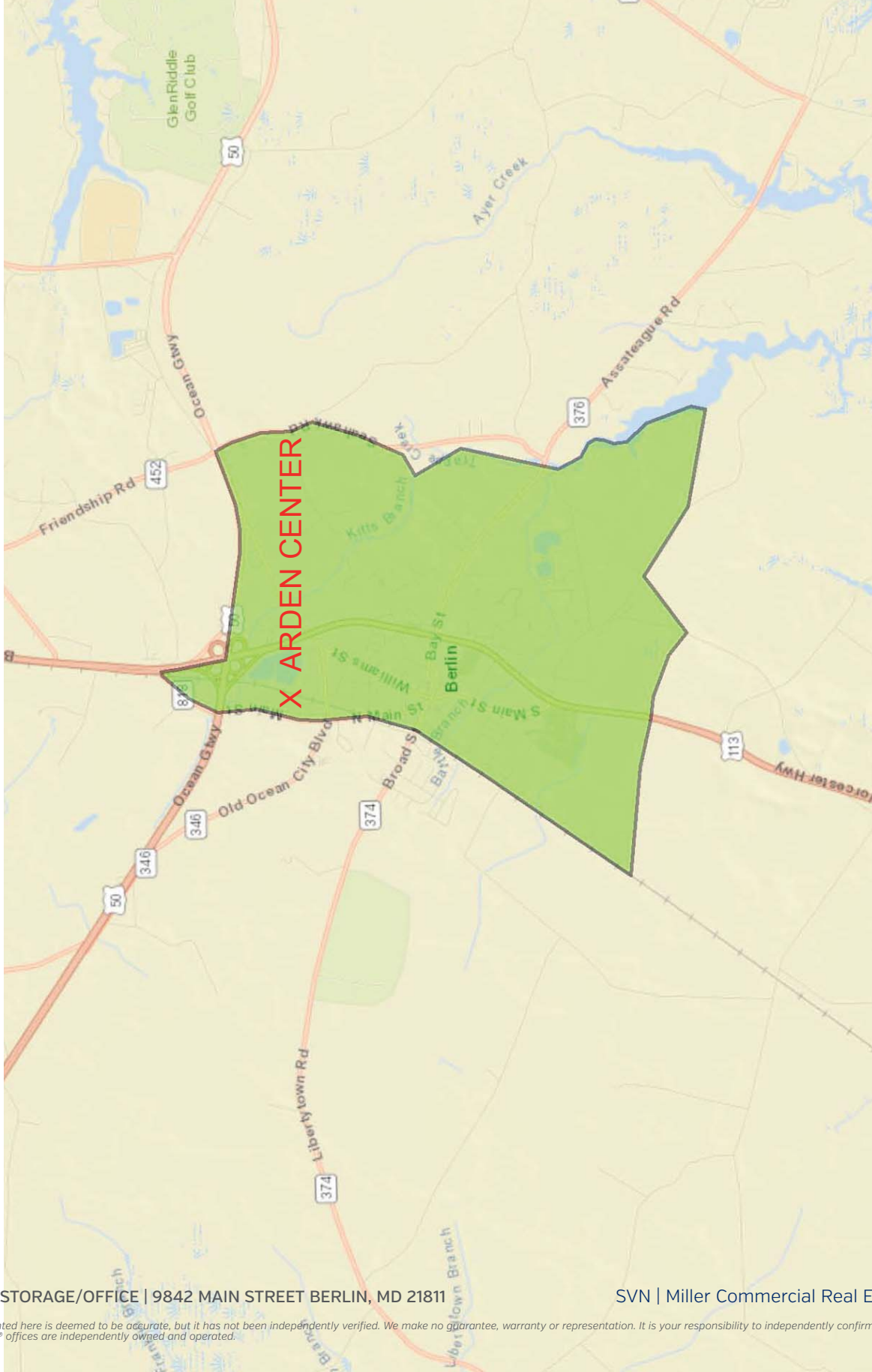
PERMANENT TAX EXCLUSION OF OPPORTUNITY ZONE GAINS from the sale or exchange of an investment in a qualified Opportunity Fund, if the investment is held for at least 10 years.
(Note: This exclusion applies to the gains accrued from an investment in an Opportunity Fund, not the original gains.)

What is a Qualified Opportunity Fund (QOF)?

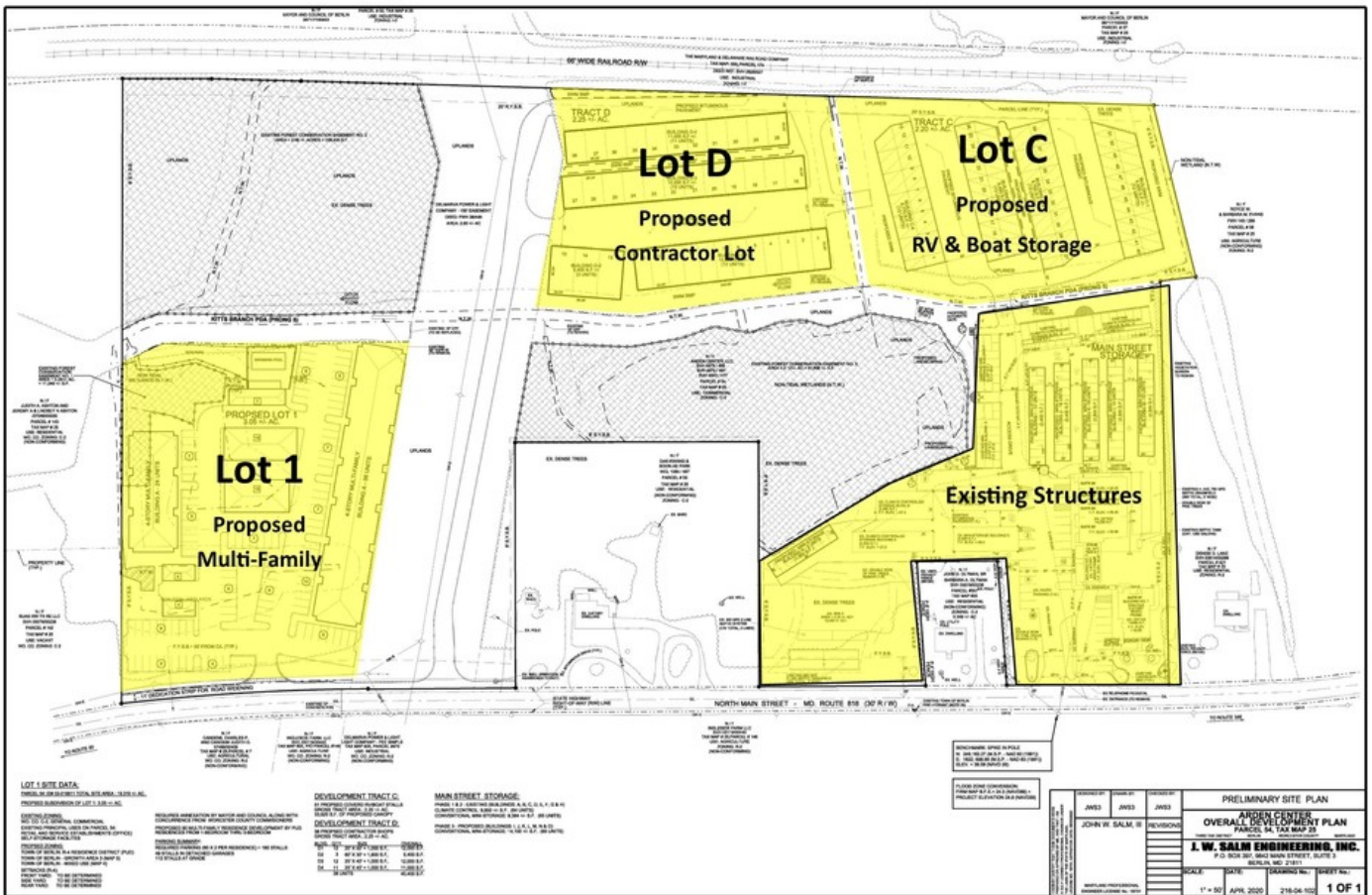
A Qualified Opportunity Fund (QOF) is an investment vehicle established to invest in Opportunity Zone property. A QOF must meet the following requirements:

- Must be a corporation (Inc., LLC, S Corp) or a partnership.
- Must self-certify as a QOF by completing and submitting **Form 8996** to IRS.
- Must invest 90% of its assets into QOZ property

Opportunity Zone Property



Site Plan



Current Lease Rates

Climate Control		
Size	Climate Control	Premium Climate
5' x 5'	\$69	\$83
5' x 10'	\$94	\$114
10' x 10'	\$169	\$209
10' x 15'	\$199	\$239
10' x 20'	\$234	\$279

Standard Mini-Storage		
Size	Mini-Storage	MS Premium
5' x 5'	\$49	\$59
5' x 10'	\$69	\$89
10' x 10'	\$99	\$119
10' x 15'	\$129	\$149
10' x 20'	\$149	\$169
10' x 30'	\$219	\$239

Additional Photos



The information presented here is deemed to be accurate, but it has not been independently verified. We make no guarantee, warranty or representation. It is your responsibility to independently confirm accuracy and completeness. All SVN® offices are independently owned and operated.

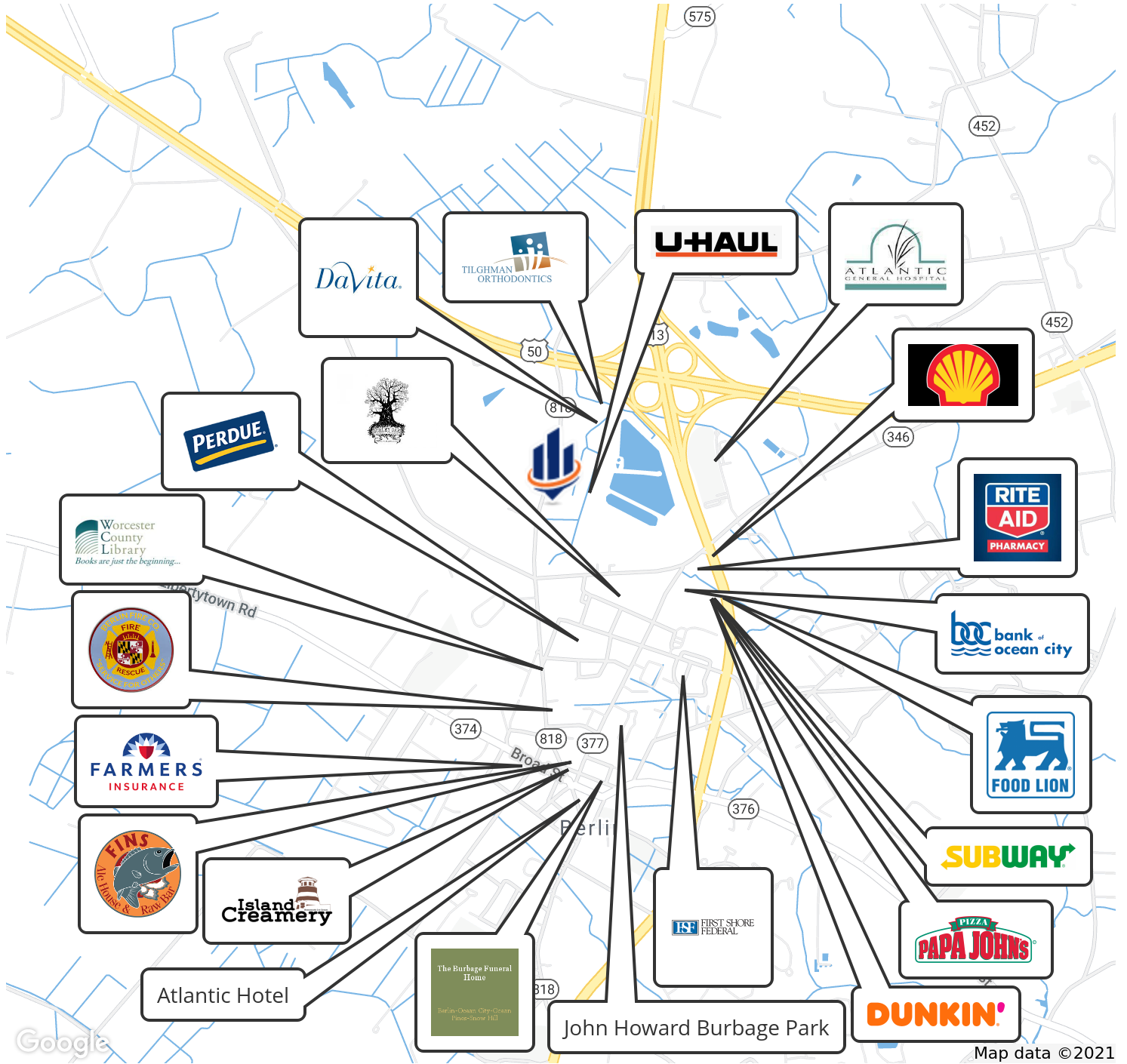
Additional Photos



Additional Photos



Retailer Map



Map data ©2021

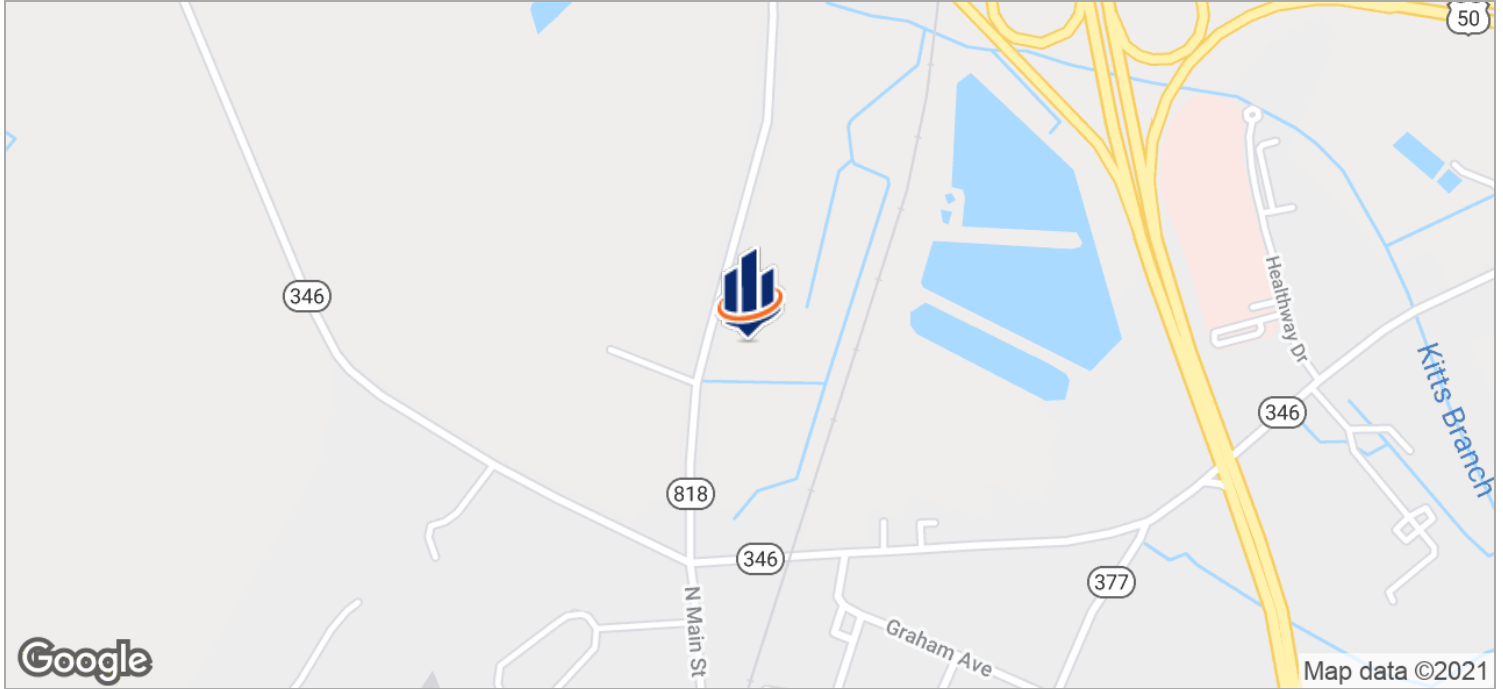
Area Storage Facilities



Berlin Mini Storage	10303 Old Ocean City Boulevard Ocean City, MD	12,000 ± SF	Within 2 miles of subject property
Friendship Corner Storage	10362 Carey Road Berlin, MD	35,000 ± SF	Within 4 miles of subject property
Ocean Mini Warehouse	11118 5 L Drive Berlin, MD	46,000 ± SF	Within 5 miles of subject property
West Ocean City Self Storage	11906 Ocean Gateway Ocean City, MD	64,700 ± SF	Within 6 miles of subject property
Four Seasons Mini Storage	12040 Ocean Gateway Ocean City, MD	13,000 ± SF	Within 6 miles of subject property
Ocean City Mini Storage	9624 Stephen Decatur Highway Berlin, MD	58,000 ± SF	Within 8 miles of subject property

TOTAL 228,700 ± SF

Location Maps



Demographics Report

	10 MILES	20 MILES	30 MILES
Total households	19,106	54,855	129,277
Total persons per hh	2.4	2.4	2.5
Average hh income	\$78,516	\$70,398	\$66,697
Average house value	\$394,316	\$340,900	\$293,440

	10 MILES	20 MILES	30 MILES
Total population	45,401	132,183	321,553
Median age	47.8	47.1	42.8
Median age (male)	46.7	45.3	41.4
Median age (female)	48.7	48.3	43.9

* Demographic data derived from 2010 US Census



Larry Hogan,
Governor
Boyd K. Rutherford,
Lt. Governor

Maryland Opportunity Zones

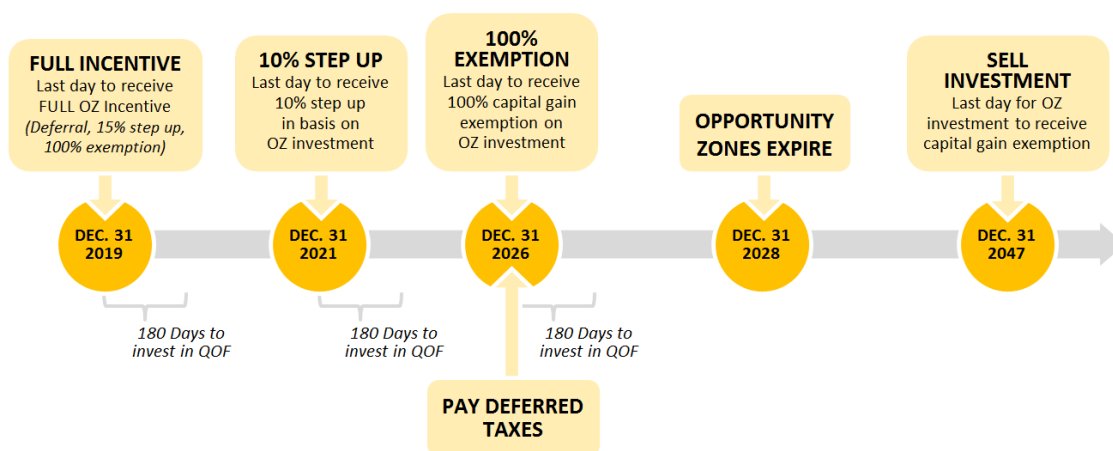
dhcd.maryland.gov/OpportunityZones

What is a Qualified Opportunity Zone Property?

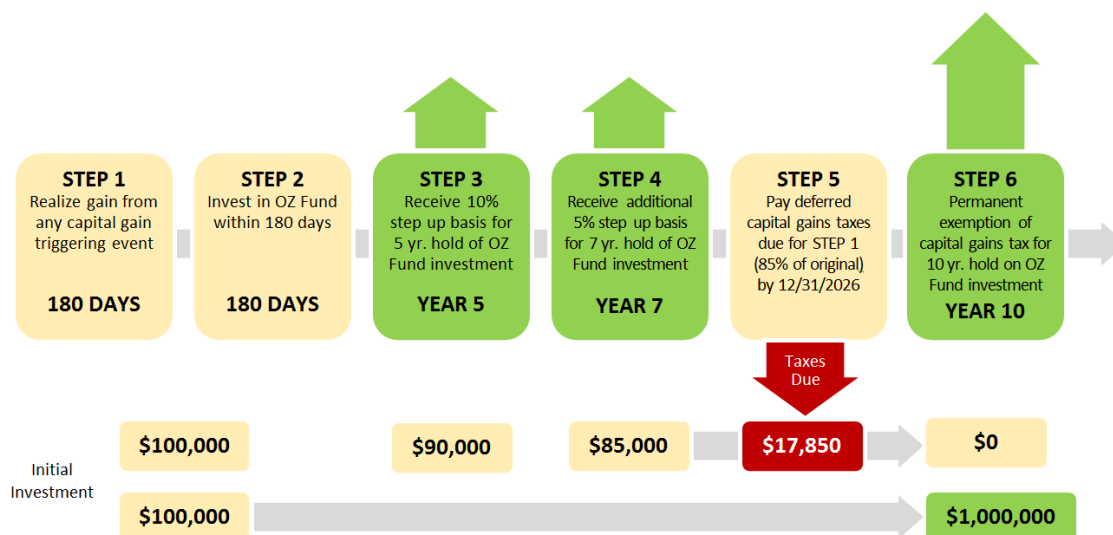
Qualified Opportunity Zone (QOZ) property can be Stock or Partnership interest in a Qualified Opportunity Zone business, or business property. Major requirements for investing as follows:

<p>Criteria for QOZ business:</p> <ol style="list-style-type: none"> (1) at least 50% of its gross income must be from the active conduct of a trade or business within the QOZ. (2) at least 70% of its tangible property must be QOZ business property (3) no more than 5% of its assets can be nonqualified financial assets (4) it may not be a "sin" business 	<p>Criteria for QOZ business property:</p> <ol style="list-style-type: none"> (1) property purchased by a QOF or QOZ business after December 31, 2017 (2) comes into original use with the QOF or QOZ Business or is substantially improved (3) Substantial improved is 100% of the value of the assets, excluding land value for real estate.
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PROGRAM TIMELINE



INVESTMENT TIMELINE

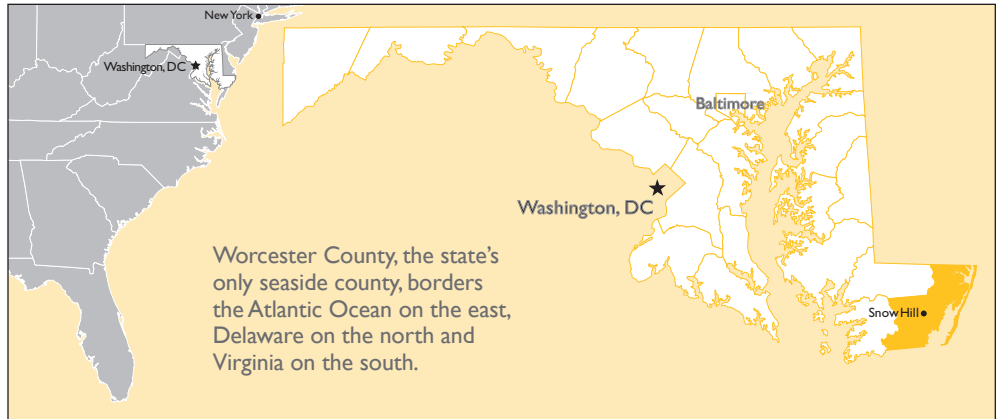


For more details on opportunity zones, go to the [IRS website](#) or [DHCD's website](#)

Brief Economic Facts

WORCESTER COUNTY, MARYLAND

Worcester is a dynamic, pro-business county with opportunities for business development, expansion and relocation. As Maryland's only seaside community, Worcester is strategically located in the heart of the Delmarva Peninsula, offering a superb, family-friendly lifestyle, and ready access to major metropolitan markets, including Washington D.C., Baltimore and Philadelphia. Low property tax rates, an abundant workforce, and a transportation network of highways, rail, and airports serve the needs of business. Incentives to create jobs include state income and real property tax credits for businesses locating or expanding in three Enterprise Zones (Berlin, Snow Hill, and Pocomoke City). In addition, all of Worcester County is a U.S. SBA designated HUBZone. Low interest financing for working capital and fixed assets is available through a local revolving loan fund.



LOCATION

Driving distance from Snow Hill:	Miles	Kilometers
Atlanta, Georgia	681	1,095
Baltimore, Maryland	120	193
Boston, Massachusetts	436	702
Chicago, Illinois	812	1,307
New York, New York	220	354
Philadelphia, Pennsylvania	149	240
Pittsburgh, Pennsylvania	343	551
Richmond, Virginia	200	322
Washington, DC	132	212

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.2
Yearly Snowfall (inches)	7.7
Summer Temperature (°F)	74.8
Winter Temperature (°F)	39.0
Days Below Freezing	73.6
Land Area (square miles)	474.9
Water Area (square miles)	110.0
Shoreline (miles)	774
Elevation (feet)	sea level to 65

POPULATION^{2,3}

	Worcester County Households	Worcester County Population	Lower Eastern Shore*	Maryland
2000	19,694	46,543	155,934	5,296,486
2010	22,229	51,454	176,657	5,773,552
2020**	23,026	53,100	186,050	6,141,900

*Somerset, Wicomico and Worcester counties

**Projections

Selected places population (2010): Ocean Pines 11,710; Ocean City 7,102; Berlin 4,485; West Ocean City 4,375; Pocomoke City 4,184; Snow Hill 2,103

POPULATION DISTRIBUTION^{2,3} (2018)

Age	Number	Percent
Under 5	2,176	4.2
5 - 19	7,637	14.7
20 - 44	12,730	24.6
45 - 64	14,859	28.7
65 and over	14,421	27.8
Total	51,823	100.0
Median age		50.6 years

Brief Economic Facts WORCESTER COUNTY, MARYLAND

LABOR AVAILABILITY^{3,4,5} (BY PLACE OF RESIDENCE)

Civilian Labor Force (2018 avg.)	County	Labor Mkt. Area*
Total civilian labor force	25,525	181,992
Employment	23,475	173,315
Unemployment	2,050	8,677
Unemployment rate	8.0%	4.8%

Residents commuting outside the county to work (2013-2017)	Number	Percent
	6,977	29.8%

Employment in selected occupations (2013-2017)

Occupation	Number	Percent
Management, business, science and arts	8,481	35.5%
Service	5,324	22.3%
Sales and office	6,151	25.7%
Production, transp. and material moving	1,765	7.4%

* Worcester and Wicomico counties, MD and Sussex County, DE

MAJOR EMPLOYERS^{6,7} (2018-2019)

Employer	Product/Service	Employment
Harrison Group*	Hotels and restaurants	1,170
Atlantic General Hospital	Medical services	860
Bayshore Development	Entertainment, recreation	520
O.C. Seacrets*	Hotel and restaurant	470
Dough Roller*	Restaurants	360
Ocean Enterprise 589 / Casino at Ocean Downs	Casino gaming	350
Carousel Resort Hotel & Condominiums*	Hotel and condominiums	340
Clarion Resort Fontainebleau*	Hotel and restaurant	340
Fager's Island*	Hotel and restaurant	300
91st Street Joint Venture / Princess Royale*	Hotel and conference center	290
Phillips Seafood Restaurants*	Restaurants	290
Ocean Pines Association	Nonprofit civic organization	270
Trimper's Rides*	Entertainment, recreation	245
Berlin Nursing and Rehabilitation Center	Nursing care	195
Castle in the Sand*	Hotel and restaurant	185
Candy Kitchen	Candy products retail	150
Bel-Art Products	Plastics, lab equipment, chemicals	145

Excludes post offices, state and local governments, national retail and national foodservice; includes higher education

*Reflects summer employment levels.

EMPLOYMENT⁴ (2018, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	14	180	0.7	\$1,091
State government	6	158	0.6	832
Local government	45	3,103	12.4	952
Private sector	2,142	21,547	86.2	614
Natural resources and mining	23	83	0.3	711
Construction	236	1,165	4.7	811
Manufacturing	47	711	2.8	842
Trade, transportation and utilities	467	4,097	16.4	523
Information	18	173	0.7	923
Financial activities	260	1,154	4.6	814
Professional and business services	284	1,530	6.1	790
Education and health services	150	2,566	10.3	862
Leisure and hospitality	503	9,360	37.5	484
Other services	152	707	2.8	600
Total	2,208	24,988	100.0	660

Includes civilian employment only

HOURLY WAGE RATES⁴ (2018)

Selected Occupations	Median	Entry	Experienced
Accountants	\$26.56	\$17.81	\$33.11
Bookkeeping/accounting clerks	17.28	12.86	20.16
Computer user support specialists	21.70	12.22	27.21
Customer service representatives	15.54	11.14	17.36
Electrical engineers	39.19	33.55	50.49
Freight, stock and material movers, hand	11.87	10.64	14.61
Industrial truck operators	24.93	13.58	30.37
Inspectors, testers, sorters	16.09	12.40	26.37
Machinists	21.67	11.87	19.26
Maintenance and repair workers, general	16.59	11.84	20.50
Network administrators	38.82	25.78	56.32
Packaging and filling machine operators	13.86	12.23	14.58
Packers and packagers, hand	10.14	9.67	11.61
Secretaries	16.88	11.87	19.26
Shipping/receiving clerks	14.37	11.84	16.15
Team assemblers	11.63	10.27	15.42

Wages are an estimate of what workers might expect to receive on the Lower Eastern Shore (Somerset, Wicomico and Worcester counties) and may vary by industry, employer and locality

Brief Economic Facts WORCESTER COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2013-2017)

High school graduate or higher	90.1%
Bachelor's degree or higher	30.1%

Public Schools

Number: 6 elementary; 3 middle/combined; 4 high
Enrollment: 6,810 (Sept. 2017)
Cost per pupil: \$17,814 (2017-2018)
Students per teacher: 11.3 (Oct. 2018)
High school career / tech enrollment: 756 (2017)
High school graduates: 453 (July 2018)

Nonpublic Schools

Number: 7 (Sept. 2018)

Higher Education (2018)	Enrollment	Degrees
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2-year institution

Wor-Wic Community College*	3,024	363
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Two University System of Maryland institutions are located nearby, including the University of Maryland Eastern Shore in neighboring Somerset County (enrollment 3,193) and Salisbury University in Wicomico County (enrollment 8,556).

* Main campus in neighboring Wicomico County

TAX RATES⁹

	Worcester Co.	Maryland
--	---------------	----------

Corporate Income Tax (2019)	none	8.25%
Base – federal taxable income		

Personal Income Tax (2019)	1.75%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		

Sales & Use Tax (2019)	none	6.0%
Exempt – sales for resale; manufacturer's purchase of raw materials; manufacturing machinery and equipment; purchases of materials and equipment used in R&D and testing of finished products; purchases of computer programs for reproduction or incorporation into another computer program for resale		

Real Property Tax (FY 20)	\$0.845	\$0.112
Effective rate per \$100 of assessed value		
In an incorporated area a municipal rate will also apply		

Business Personal Property Tax (FY 20)	\$2.113	none
Rate per \$100 of depreciated value		
Exempt – manufacturing, R&D and warehousing inventory (Upon application to the county, a new or expanding firm may be eligible for a tax credit on manufacturing and R&D machinery, equipment, materials and supplies)		
In an incorporated area a municipal rate may also apply; municipal exemptions may be available		

Major Tax Credits Available

One Maryland, Enterprise Zone, Job Creation, More Jobs for Marylanders (Tier I), R&D, Biotechnology and Cybersecurity Investment, Arts & Entertainment District

INCOME³ (2013-2017)

Distribution	Percent Households		U.S.
	Worcester Co.	Maryland	
Under \$25,000	19.6	14.2	21.3
\$25,000 - \$49,999	22.9	17.1	22.5
\$50,000 - \$74,999	18.6	16.5	17.7
\$75,000 - \$99,999	12.3	13.1	12.3
\$100,000 - \$149,999	15.3	18.7	14.1
\$150,000 - \$199,999	6.3	9.7	5.8
\$200,000 and over	5.0	10.7	6.3
Median household	\$59,458	\$78,916	\$57,652
Average household	\$79,530	\$103,845	\$81,283
Per capita	\$34,425	\$39,070	\$31,177
Total income (millions)	\$1,685	\$226,495	\$9,658,475

HOUSING^{3,10}

Occupied Units (2013-2017)	21,190 (74.4% owner occupied)
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Housing Transactions (2018)*

Units sold	2,148
Median selling price	\$251,338

*All multiple listed properties; excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Worcester County has commercial and industrial zoned buildings and sites located in all areas of the county ranging from 2 to 80 acres. The county has three Maryland designated **Enterprise Zones**, Berlin, Snow Hill, and Pocomoke, which can offer property and job tax credits for new and expanding businesses. Worcester County is also a federally designated **SBA HUBZone**, which allows small and medium sized businesses an advantage in contracting with the U.S. government. Pocomoke City is the largest manufacturing hub in the county, and is home to the 175-acre Pocomoke Industrial Park. In addition, the county has three federally designated **Opportunity Zones** in Snow Hill, Berlin and downtown Ocean City designed to spur economic development by providing tax benefits to investors.

Worcester County's Department of Economic Development can offer new businesses attractive financing through a variety of sources including packaging state and federal programs for job creation.

Market Profile Data (2018)	Low	High	Average
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Land – cost per acre

Industrial	\$37,000	\$100,000	\$58,000
Office	\$100,000	\$175,000	\$135,000

Rental Rates – per square foot

Warehouse / Industrial	\$3.00	\$6.00	\$4.50
Flex / R&D / Technology	\$5.00	\$10.00	\$7.50
Class A Office	\$14.00	\$18.00	\$16.00

Brief Economic Facts // WORCESTER COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 13, U.S. 50, U.S. 113, and MD 12

Rail: Maryland & Delaware Railroad, Norfolk Southern Railway, and Bay Coast Railroad

Truck: More than 70 local and long-distance trucking establishments are located on the Lower Eastern Shore

Water: Served by the Port of Salisbury (14' channel); the Port of Baltimore (50' channel) is located 124 miles from Snow Hill; Pocomoke River is navigable (7' channel)

Air: Scheduled air service is available at the Salisbury-Ocean City Wicomico Regional Airport, 15 miles from Snow Hill (5000' and 6400' runways); the airport has daily flights to/from Philadelphia and Charlotte via American Airlines; Ocean City Municipal Airport, three miles from the resort town, can accommodate general aviation (3200' and 4070' runways)

RECREATION AND CULTURE

Worcester is home to 15 championship golf courses, beautiful state parks and forests, and Assateague Island National Seashore.

Ocean City: Over eight million visitors flock to the resort city each year to enjoy a variety of beach, boardwalk and other oceanfront activities; special events include:

- Sunfest & Springfest
- Winterfest of Lights
- New Performing Arts Center
- White Marlin Open
- Air Show

Berlin: Historic community known for graceful Victorian architecture and many arts and entertainment venues including the Calvin B. Taylor House Museum and the Casino at Ocean Downs; special events include:

- Berlin Fiddlers Convention
- Jazz and Blues Bash
- Octoberfest Celebration

Snow Hill: Beautifully historic destination that is home to the Julia A. Purnell Museum and the nearby Furnace Town Living Heritage Museum; bustling streets filled with art and antique vendors, restaurants and small shops; Pocomoke River cruises provide a leisurely view of scenic beauty; special events include:

- Return to Goat Island Stand Up Paddle Board Race
- Ride to Sturgis
- Oktoberfest
- Blues Jam

Ocean Pines: Located just west of Ocean City and offering many community amenities, including golfing, nature trails, boating, fishing, and shopping; special events are:

- Annual Flounder Tournament
- Summer Concerts
- Golfing Tournaments

Pocomoke City: Home to the Delmarva Discovery Center and the Mar-Va Theater, as well as many scenic attractions in the downtown area; special events include:

- Annual Christmas Parade

Arts & Entertainment Districts: Berlin, Snow Hill

UTILITIES

Electricity: Delmarva Power, Choptank Electric Cooperative, and Berlin Electric; customers of investor-owned utilities and major cooperatives may choose their electric supplier

Gas: Pipeline vapor propane provided by Eastern Shore Gas and Sharp Energy to Ocean City, Ocean Pines, Pocomoke City and Snow Hill; Chesapeake Utilities/Sandpiper Energy provides natural gas to Berlin

Water and Sewer: Municipal water and sewer systems in Berlin, Newark, Ocean City, Ocean Pines, Pocomoke City and Snow Hill; municipal sewer West Ocean City to Herring Creek; several developments have their own water and sewer systems

Telecommunications: Predominant local carrier is Verizon through Maryland Broadband Cooperative, a rural broadband initiative; fiber broadband availability from Eastern Shore Communications and Comcast through Maryland Broadband Cooperative

GOVERNMENT¹¹

County Seat: Snow Hill

Government: Seven commissioners elected for four-year terms; code home rule government allows for broad local legislative authority

Diana W. Purnell, President, Board of County Commissioners
410.632.1194

Harold L. Higgins, Chief Administrative Officer 410.632.1194

Website: www.co.worcester.md.us

County Bond Rating: AA+ (S&P); Aa2 (Moody's); AA (Fitch)

Worcester County Department of Economic Development

Kathryn Gordon, Director

100 Pearl Street, Suite B
Snow Hill, Maryland 21863

Telephone: 410.632.3112

Email: chooseworcester@co.worcester.md.us

www.chooseworcester.org

Sources:

1 National Oceanic and Atmospheric Administration (1981-2010 normals); Maryland Geological Survey

2 Maryland Department of Planning

3 U.S. Bureau of the Census

4 Maryland Department of Labor, Office of Workforce Information and Performance

5 U.S. Bureau of Labor Statistics

6 Worcester County Department of Economic Development

7 Maryland Department of Commerce

8 Maryland State Department of Education; Maryland Higher Education Commission

9 Maryland State Department of Assessments and Taxation; Comptroller of the Treasury

10 Maryland Association of Realtors

11 Maryland State Archives; Maryland Association of Counties



2018 – Maryland’s Most Beautiful Small Town – [House Beautiful Magazine](#)

2018 – Best Small Towns in America – USA Today

2018 – Best Small Town for Shopping – USA Today 10Best Readers Choice

2018 – Best Budget Destinations in America – Budget Travel Magazine

2018 – Best Small Towns in America for Valentine’s Day – [Country Living](#)

2018 – Berlin: Historic Charm with Modern Amenities – [Shore Monthly](#)

2018 – 21 of the Best Small Towns in America – [Architectural Digest](#)

2017 – Semi-Finalist (Top 10 in U.S) for 2018 Great American Main Street Award – [MainStreet.org](#)

2017 – #2 of the 10 Towns in Maryland with the Best and Most Lively Main Streets – OnlyInYourState.com

2017 – #2 of the 15 Best Small Towns to Visit in Maryland – TheCrazyTourist.com

2017 – #9 Safest Place to Live in Maryland – AlarmSystemReviews.com

2017 – Absolute Cutest Town in Maryland – Huffington Post

2016 – #26 Charming American Towns You’ve Never Heard of – House Beautiful

2016 – 18 of the Best Small Towns in America – [MSN Lifestyle](#)

2016 – 21 of the Best Small Towns in America – [Architectural Digest](#)

2016 – Certificate of Excellence Award – Trip Advisor

2016 – 20 Best Small Towns to Visit in 2016 – [Smithsonian Magazine](#)

2016 – Cutest Town in Maryland – [Click Here for Full List](#)

2016 – Electric Utility Reliability Award (Top 10% in USA) – American Public Power Association



 TripAdvisor

Main Street Berlin

Tripadvisor Traveler Rating
 326 reviews

National Park Service

[INFO](#)
[ALERTS](#)
[MAPS](#)
[CALENDAR](#)
[RESERVE](#)

1

Life on the Edge

Want to live on the edge? Visit a place recreated each day by ocean wind and waves. Life on Assateague Island has adapted to an existence on the move. Explore sandy beaches, salt marshes, maritime forests and coastal bays. Rest, relax, recreate and enjoy some time on the edge of the continent.



Camping at Assateague

Camping at Assateague can be an amazing experience if you plan ahead! Be prepared for camping on a barrier island.



Ranger Guided Programs

Join us on a ranger guided program and learn more about the barrier island environment.



Operating Hours & Seasons

Assateague Island isn't the only thing changing around here - our hours change too! Check out what's open & when.



Things to Do

Kayaking is just one of the ways to explore Assateague. Stop at the visitor centers to discover other ways to enjoy your park.



Hunting On Assateague

Find out more about hunting opportunities at Assateague Island National Seashore.



Wild Horses

Enjoy their beauty from a distance, and you can help make sure these extraordinary wild horses will continue to thrive on Assateague Island.

Tonney Insley



Tonney Insley

Senior Advisor

SVN | Miller Commercial Real Estate

Born in Salisbury, MD the oldest of two kids, I was an athlete all through my life into college. I attended Gettysburg College and majored in English. After graduating, I spent 15 years in Washington, DC working as a marketing professional.

As a Senior Advisor with SVN-Miller Commercial Real Estate, it's my job to drive demand for my client's real estate assets and maximize their overall value. I bring an innate willingness to provide an extraordinary level of service to all my assignments and capitalize on the combined strength of the SVN-Miller Brand and my local industry expertise as a member of my clients' team.

I deal in Trust. I do so by building a strong understanding of my client's requirements and establishing a clear plan to achieve their goals. I offer all clients a property analysis based on recent comparable data and market intelligence.

Ultimately, my client's goals are mine and if they win, we all win.

MY CORE VALUES

CLIENT DRIVEN - The needs of my clients always come first.

LEADERSHIP - I am an industry expert part of a leading brokerage dedicated to providing world class real estate solutions while demonstrating civic leadership and contributing to my community.

INTEGRITY - I consistently build trust between my company, my clients and my industry peers. I am ethical and dedicated to the highest standard on all levels within my industry.

EXPERTISE - I have a strong local market experience and industry knowledge.

NETWORK - My network of meaningful relationships is what drives my business success as well as the regional and national brand of SVN.

TEAMWORK - I am a collaborative advisor willing to work with the entire brokerage community to achieve results.

Memberships & Affiliations

National, Maryland and Coastal Association of Realtors

Phone: 410.543.2491

Fax: 410.543.1439

Cell: 703.969.8825

Email: tonney.insley@svn.com

Address: 206 E. Main Street
Salisbury, MD 21801



DISCLAIMER

MAIN STREET STORAGE/OFFICE | 27,023 SF | BERLIN, MD

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To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.

