General Information & FAQ

Storage Quarters | 15415 Pine Ridge Rd, Fort Myers, FL 33908

Property at a glance

Location	Hard corner of Pine Ridge Rd & Gladiolus Dr, Fort Myers, FL 33908
Ownership entity	Investors Cartel, Inc. (d/b/a Storage Quarters)
Facility type	Single-story, drive-up, non-climate-controlled self-storage
Units	176 (per current rent roll), plus vehicle / RV parking
Gross building area	19,720 SF (Lee County Property Appraiser)
Year built	1983
Zoning / land use	CG Commercial General (58.5%) & IL Industrial Light (41.5%); FLU: Urban Community
Flood zone	Zone AE — no flooding during Hurricanes Ian, Milton, or Helene
Occupancy	~75% by unit / ~68% by area (as of 6/28/2026)
In-place rental run-rate	~$214,000 / year
Management software	Cubby Storage (AI-native) — online-first operations
Accounting	QuickBooks
Tenant protection	SafeLease protection plan (required)
On-site staffing	Part-time manager (schedule below); otherwise automated

Operations & management

Storage Quarters has transitioned to **mainly online operations**. Using the Cubby Storage platform, prospective tenants can **rent a unit, sign the lease, make payments, set up autopay, and manage their account entirely from a computer or phone** — no office visit required. Day-to-day accounting runs through **QuickBooks**. The result is a low-overhead, owner-light operation that a new owner can run remotely or with minimal staffing.

On-site manager

A part-time on-site manager is present **Monday, Wednesday, and Friday from 3:00–6:00 p.m. and Sunday from 12:00–6:00 p.m.**, primarily to handle cash transactions and on-site needs. In exchange for her hours she receives **free rent of the upstairs apartment** (in-kind compensation) — so the business carries **no cash management salary**.

Traffic counts & visibility

Storage Quarters occupies the hard, signalized corner of **Gladiolus Drive** — a six-lane divided arterial — at Pine Ridge Road, giving the facility strong daily traffic exposure and street-front signage visibility to a growing trade area.

Road	Location	2024 AADT*	10-yr trend
Gladiolus Dr	Site frontage (E of A&W Bulb Rd)	21,300	~flat
Gladiolus Dr	Approaching US-41	44,600	+15%
Pine Ridge Rd	At the site	6,400	+39%

*Annual Average Daily Traffic (vehicles per day). Source: Lee County DOT 2024 Traffic Count Report. Gladiolus Drive counts bracket the site; Pine Ridge Road is the side street.

Revenue management — Cubby AI pricing

Storage Quarters uses Cubby's **ML-powered Revenue Management** tool to maximize income. The system **continuously monitors competitor rates, occupancy, and local demand** and recommends optimal pricing, then **intelligently adjusts both new-customer and existing-tenant rates** as market conditions change. In practice the facility moves new tenants in at attractive promotional rates to win occupancy, then the AI raises those rates over time toward market — capturing the gap between move-in pricing and what a settled tenant will pay. This is the engine behind the facility's in-place rents sitting above street/asking rates, and it transfers with the business.

Cubby is an AI-native self-storage platform (used by 400+ operators) that also provides the online checkout, unified facility management, analytics, and call/communication tools the facility runs on.

Tenant protection — SafeLease (required)

Every tenant is **required** either to show proof of their own coverage for stored goods or to enroll in the **SafeLease tenant protection plan**. Cubby/SafeLease “Auto-Protect” automatically enrolls any unprotected unit at the minimum plan level, so coverage stays near-universal. The program both protects the facility from liability claims and generates a **recurring ancillary income stream**: the facility retains **70%** of plan revenue (SafeLease keeps 30%), which shows up as “Insurance Sales” income on the P&L (~$15K/year).

Protection plan limit	Additional monthly rent
$2,000	$12.00
$3,000	$17.00
$5,000	$27.00

Plan underwritten by Obsidian Insurance Company. SafeLease agreement effective 11/17/2023; it auto-renews annually and, on a sale, the seller makes a good-faith effort to assign it to the buyer (30-day notice to SafeLease, plus notice within 72 hours of closing).

Recent capital improvements

Year	Improvement	Cost
2018	New roofs on all buildings	On file
2024	Exterior repaint (Ryan Hammond, Inc.)	$25,733
2025	Asphalt sealcoating (North Port Sealcoating)	$53,918
2026	New mini-split A/C — office & upstairs apartment	On file

Roof, paint, pavement, and HVAC all recently addressed — low deferred maintenance for a new owner. Property + general-liability insurance runs ~$3,453/year (no flood; the property took no flood damage in Hurricane Ian).

Frequently asked questions

Q. How do tenants rent and pay?

A. Entirely online through Cubby — tenants reserve or rent a unit, e-sign the lease, pay, and enroll in autopay from a phone or computer. Existing tenants self-manage their accounts the same way.

Q. Is the facility staffed?

A. Lightly. Operations are automated online; a part-time on-site manager covers Mon/Wed/Fri 3–6 p.m. and Sun 12–6 p.m. (mainly cash handling), compensated with the on-site apartment rather than a salary.

Q. How are rents set and increased?

A. Automatically, via Cubby's AI revenue-management tool, which tracks competitors, occupancy, and demand to optimize move-in rates and schedule increases for existing tenants.

Q. Are the units climate-controlled?

A. No — all units are drive-up, non-climate-controlled. Customers pull right up to their unit to load and unload (no elevators or interior hallways). Adding climate-controlled space is a future expansion option (see the vertical-expansion concept).

Q. Is tenant insurance required?

A. Yes. Tenants must show proof of their own coverage or enroll in the required SafeLease protection plan; unprotected units are auto-enrolled at the minimum level.

Q. Is vehicle, RV, or boat parking available?

A. Yes — the facility offers outdoor vehicle/RV parking spaces in addition to enclosed units.

Q. What systems and contracts convey to a buyer?

A. The Cubby management platform and QuickBooks accounting, plus the SafeLease program (assignable on sale) and tenant leases. The business is set up to run remotely from day one.

Q. What condition is the property in?

A. Strong. New roofs (2018), fresh exterior paint (2024), new asphalt sealcoat (2025), and a new high-efficiency mini-split A/C (2026) mean minimal near-term capital needs.

This sheet is provided for general information from owner records and is not a warranty; prospective buyers should independently verify all items, including square footage, unit counts, contracts, zoning, and financials, during due diligence.