



SELF STORAGE SALES NETWORK

Market Monitor

"America's Premier Self Storage Brokers"

Issue XI-2012

A Note of Thanks

by Ben Vestal

This time of year, we find ourselves reflecting on the things that we are grateful for and the people that mean the most to us. Here at Argus, we are most thankful for the men and women who work hard every day to serve the needs of their self storage clients. The Argus Self Storage Sales Network is made up of over 75 self storage professionals (Argus Broker Affiliates) around the country who are helping their clients navigate the buying and selling process. We feel it is time for Argus to recognize and congratulate the Argus Affiliates and their respective teams around the country. Over the past 18 years, Argus Affiliates have closed over a billion dollars in self storage transactions for the benefit of their clients. These transactions have ranged from \$200,000 to over \$44 million. Argus affiliates have recently closed over \$75 million with another \$35 million under contract and \$150 million currently listed.

For many of our clients, the purchase or sale of their property is a complex and life changing event. We are honored and proud that they have chosen an Argus Broker Affiliate to help them navigate the process. Here is what some of them have to say about their experience working with an Argus Broker Affiliate:

"Richard Minker and Tyler Trahant take the time to understand the market, the asset's position in the market and they effectively manage the expectations of all parties. My experience is that they are professional, responsive, knowledgeable and a great resource." Kevin White

"Jeff Gorden's performance exceeded our expectations. His attention to details and communication of the process was especially helpful, first with the marketing of the property and then during the sale." Michael Harman

"Alan Davidson was on our side from the beginning, and any issue that arose, he resolved. Alan truly has the client's best interest at heart and anyone who works with him will appreciate his honesty and will to get the job done." Anita Boroff

"I feel that Bruce Bahrmassel's involvement in our recent transaction deserves a pat on the back. His experience in the self storage industry allowed him to assist the owner in preparing and providing the necessary documents and kept the deal flowing. I do not believe the transaction would have ever closed without Bruce's assistance." John T. O'Shea

"Shannon Barnes worked diligently on all the pertinent details of our transaction and supplied the prospective owner with all the information he needed to close the sale. We will always be grateful to Omega Properties for all the hard work and time spent on making this sale possible." Charlene Knobloch

"With the professional support of Joan Lucas, David Etzold and Noel Woodwell, we successfully closed on the sale of our family storage business. We were very pleased with the detailed upfront analysis on marketing, pricing and promotion of our property!" Reynaldo Ortiz

"Guy Blake was great to work with, friendly, but professional and not pushy! We had talked to off and on for several years and during this time Guy forwarded us suggestions on how to increase the value of our property. He put together a great package that got us amazing results!" Tom and Joan Evans

"We are 100% satisfied with the service provided to us by Bill Brownfield and his staff. We were immediately put at ease that we would have the very best representation for selling our facility and he produced a selling package that resulted in numerous inquiries and subsequently the prompt sale of our business." Robert and Donna Mahle

"Joey Godbold went out of his way to make the process of selling our facility a satisfying experience for us. He was extremely professional, proficient and very pleasant to deal with. I could not be any happier and would recommend Joey to anyone who is considering buying or selling a self storage facility." Warren Mitchell

"I have had the pleasure of working with Tom de Jong on several occasions and I consider him an extension of my acquisition and development team. Tom knows what we are looking to do and how we plan to achieve our goals. This is a serious business and I like knowing that Tom is looking out for us." James J. Hanrahan



Property Showcase

Theodore, AL

• \$300,000

- 218 Units
- 31,050 RSF
- 1.86 +/- Acres
- Tremendous upside potential
- Good location
- Room for RV & boat storage
- Onsite apartment

**Bill Barnhill, CCIM
& Stuart LaGroue**

251-432-1287

barnhill@selfstorage.com

stuart@selfstorage.com



Pensacola, FL

• \$615,000

- 199 Units
- 16,400 RSF
- 1.34 +/- Acres
- Excellent location and exposure
- Very high traffic count
- Quality construction
- Fully fenced and secured

**Bill Barnhill, CCIM,
Stuart LaGroue &
Shannon Barnes, CCIM**

251-432-1287

stuart@selfstorage.com

shannon@selfstorage.com



Lake Havasu City, AZ • \$7,500,000

- 270 Units
- 143,417 RSF
- 366,426 SF Land Area
- Beautifully appointed facility
- Located 1/2 mile from Windsor boat ramp
- Open and spacious layout with easy access for RV and boat tenants
- Security fencing, concrete drives and video surveillance

Jeff Gorden, CCIM

480-331-8880

jgorden@selfstorage.com



Farmington, MO •

\$2,890,000

- **New Price!**
- 611 Units
- 116,910 RSF
- 11.89 Acres
- Storage, retail and warehouse mixed use project
- Excellent security
- Facility has had over \$225,000 of recent capital improvements

Larry Goldman, CCIM

913-339-0641

lgoldman@selfstorage.com



Fountain, CO

• \$1,560,650

- Development Site
- 371 Proposed Units
- 81,265 Proposed RSF
- 5.87 Acres
- Fully approved self storage site with all plans included
- Design includes two-story manager's office and apartment
- Excellent location in growing area south of Colorado Springs

Joan Lucas

720-855-6587

jluucas@selfstorage.com



Chapin, SC

• \$2,875,000

- 2-Property Portfolio
- 394 Total Units
- 54,500 Total RSF
- 7.1 Total Acres
- Great locations on the northern shore of Lake Murray in the Columbia, SC area
- Facilities are located 2 miles apart
- Modern and well-maintained facilities

Joey Godbold

704-632-1027

jgodbold@pmcre.com





Sells Self Storage Nationwide!

Check out our current inventory of 75 properties listed in 24 states and contact the listing broker for more information or visit www.argus-selfstorage.com!

Alabama

| | | | |
|------------|--------------|------------------------------|--------------|
| Eight Mile | SOLD! | Bill Barnhill/Stuart LaGroue | 251-432-1287 |
| Jasper | SOLD! | Bill Barnhill/Shannon Barnes | 251-432-1287 |
| Theodore | \$300,000 | Bill Barnhill/Stuart LaGroue | 251-432-1287 |

Arizona

| | | | |
|------------------|-------------|-------------------|--------------|
| Lake Havasu City | \$7,500,000 | Jeffery A. Gorden | 480-331-8880 |
| Lakeside | \$2,600,000 | Jeffery A. Gorden | 480-331-8880 |

Arkansas

| | | | |
|----------------|-------------|----------------------------|--------------|
| Fort Smith | \$1,100,000 | Larry Goldman | 913-339-0641 |
| Gravette | \$800,000 | Larry Goldman | 913-339-0641 |
| Little Rock | \$2,675,000 | Larry Goldman | 913-339-0641 |
| | | Richard Minker/TylerTrahan | 817-335-5600 |
| Little Rock | \$525,000 | Larry Goldman | 913-339-0641 |
| Siloam Springs | \$1,515,000 | Larry Goldman | 913-339-0641 |
| Springdale | \$1,489,000 | Larry Goldman | 913-339-0641 |

California

| | | | |
|-----------------|------------|-------------|--------------|
| El Dorado Hills | Make Offer | Tom de Jong | 408-282-3829 |
| Orland | Make Offer | Tom de Jong | 408-282-3829 |
| Vallejo | Make Offer | Tom de Jong | 408-282-3829 |

Colorado

| | | | |
|-----------------------|-------------|------------|--------------|
| Brighton & Peoria, AZ | \$9,777,000 | Joan Lucas | 720-855-6587 |
| Fountain | \$1,150,650 | Joan Lucas | 720-855-6587 |
| Greeley | \$1,600,000 | Joan Lucas | 720-855-6587 |

Florida

| | | | |
|------------|-------------|------------------|--------------|
| Live Oak | \$599,999 | John W. Hill | 386-362-3300 |
| Maccleenny | \$1,725,000 | W. Frost Weaver | 904-265-2001 |
| Malabar | \$475,000 | Adam Rathbun | 321-752-1199 |
| Pensacola | \$615,000 | Bill Barnhill | 251-432-1287 |
| Wildwood | \$849,000 | Reggie Caruthers | 352-748-1182 |
| Wildwood | \$799,000 | Reggie Caruthers | 352-748-1182 |

Illinois

| | | | |
|----------|-------------|------------------|--------------|
| Crete | \$400,000 | Bruce Bahrmassel | 312-518-3550 |
| Freeport | \$1,175,000 | Bruce Bahrmassel | 312-518-3550 |
| Metamora | \$1,499,000 | Bruce Bahrmassel | 312-518-3550 |

Maryland

| | | | |
|-----------|-------------|-------------|--------------|
| Baltimore | \$2,300,000 | Grady Riggs | 301-468-0606 |
|-----------|-------------|-------------|--------------|

Michigan

| | | | |
|--------|-----------|------------|--------------|
| Albion | \$370,000 | Jim Soltis | 810-494-2062 |
|--------|-----------|------------|--------------|

Mississippi

| | | | |
|----------|-------------|------------------------------|--------------|
| Meridian | \$2,795,000 | Bill Barnhill/Stuart LaGroue | 251-432-1287 |
| Meridian | \$1,596,000 | Bill Barnhill/Stuart LaGroue | 251-432-1287 |

Missouri

| | | | |
|--------------|-------------|---------------|--------------|
| Farmington | \$2,890,000 | Larry Goldman | 913-339-0641 |
| Mount Vernon | \$1,170,000 | Larry Goldman | 913-339-0641 |
| Sedalia | \$775,000 | Larry Goldman | 913-339-0641 |

New Hampshire

| | | | |
|-----------|-----------|-------------|--------------|
| Claremont | \$290,000 | Joe Mendola | 603-668-7000 |
| Rindge | \$900,000 | Joe Mendola | 603-668-7000 |

New Jersey

| | | | |
|-------------|-------------|---------------|--------------|
| Branchville | \$1,950,000 | Linda Cinelli | 908-722-5661 |
| Haledon | \$990,000 | Linda Cinelli | 908-722-5661 |

New Jersey, cont.

| | | | |
|------------|-------------|---------------|--------------|
| Montague | \$1,600,000 | Linda Cinelli | 908-722-5661 |
| Pemberton | \$975,000 | Linda Cinelli | 908-722-5661 |
| Pennsauken | \$1,300,000 | Linda Cinelli | 908-722-5661 |

New Mexico

| | | | |
|--------------|-------------|---------------|--------------|
| Alamogordo | \$3,950,000 | Noel Woodwell | 915-491-9610 |
| Albuquerque | \$750,000 | Noel Woodwell | 915-491-9610 |
| Mesilla Park | \$550,000 | Noel Woodwell | 915-491-9610 |

New York

| | | | |
|---------------|--------------|---------------|--------------|
| Hicksville | \$4,200,000 | Linda Cinelli | 908-722-5661 |
| Islip | \$3,400,000 | Linda Cinelli | 908-722-5661 |
| Lynbrook | \$2,550,000 | Linda Cinelli | 908-722-5661 |
| Middletown | \$450,000 | Linda Cinelli | 908-722-5661 |
| Newark Valey | SOLD! | Guy Blake | 845-522-5900 |
| Peekskill | \$4,500,000 | Linda Cinelli | 908-722-5661 |
| Port Jervis | \$1,600,000 | Linda Cinelli | 908-722-5661 |
| Shirley | \$5,700,000 | Linda Cinelli | 908-722-5661 |
| Yorktown Hgts | \$2,450,000 | Linda Cinelli | 908-722-5661 |

North Carolina

| | | | |
|-------------|-----------|---------------------|--------------|
| Statesville | \$695,000 | N.J. "Joey" Godbold | 704-632-1027 |
|-------------|-----------|---------------------|--------------|

Ohio

| | | | |
|-----------|-------------|--------------------------|--------------|
| Cleveland | \$2,300,000 | Bob Brehmer/Alec Pacella | 216-455-0920 |
| Franklin | \$775,000 | Bob Brehmer/Alec Pacella | 216-455-0920 |

Oklahoma

| | | | |
|---------------|-------------|-------------------------------|------------------------------|
| Commerce | \$585,000 | Larry Goldman/ Jared Jones | 913-339-0641 918-665-1210 |
| Hugo | \$1,650,000 | Jared Jones | 918-665-1210 |
| Oklahoma City | Make Offer | Jared Jones | 918-665-1210 |
| Stillwater | \$750,000 | Jared Jones | 918-665-1210 |
| Tulsa | \$950,000 | Jared Jones | 918-665-1210 |

Pennsylvania

| | | | |
|---------------|-------------|---------------|--------------|
| Bechtelsville | \$1,350,000 | Chuck Shields | 610-828-0100 |
| Glen Mills | Call Broker | Chuck Shields | 610-828-0100 |
| Matamoras | \$1,100,000 | Linda Cinelli | 908-722-5661 |
| Olyphant | \$850,000 | Chuck Shields | 610-828-0100 |

South Carolina

| | | | |
|--------|-------------|---------------------|--------------|
| Camden | \$895,000 | N.J. "Joey" Godbold | 704-632-1027 |
| Chapin | \$2,875,000 | N.J. "Joey" Godbold | 704-632-1027 |

Texas

| | | | |
|---------------|--------------|----------------------------|--------------|
| Flint | \$599,000 | Richard Minker/TylerTrahan | 817-335-5600 |
| Gonzales | \$3,200,000 | Bill Brownfield | 713-366-3134 |
| Horizon City | \$350,000 | Noel Woodwell | 915-491-9610 |
| Lewisville | \$5,200,000 | Richard Minker/TylerTrahan | 817-335-5600 |
| Missouri City | \$2,500,000 | Bill Brownfield | 713-366-3134 |
| Richmond | \$1,850,000 | Bill Brownfield | 713-366-3134 |
| Smithville | SOLD! | Bill Brownfield | 713-366-3134 |

Washington

| | | | |
|---------------|-------------|--------------|--------------|
| Friday Harbor | \$2,120,000 | Jason Wilcox | 206-919-7643 |
| Morton | \$697,000 | Jason Wilcox | 206-919-7643 |

Wisconsin

| | | | |
|--------------|--------------|--------------|--------------|
| Egg Harbor | SOLD! | Chris Hitler | 262-236-0612 |
| Mauston | \$405,000 | Chris Hitler | 262-236-0612 |
| Milwaukee | \$425,000 | Chris Hitler | 262-236-0612 |
| Spring Green | \$1,150,000 | Chris Hitler | 262-236-0612 |



Argus Sales

Congratulations to the following Argus Broker Affiliates on their recent sales!



Guy Blake, CCIM of Pyramid Brokerage Company sold Valley Systems Self Storage in Newark Valley, NY! Contact Guy at 845-522-5900 for more information.



Chris Hitler of Investment Real Estate Specialists sold Heritage Lake Storage in Egg Harbor, WI! He can be reached at 262-236-0612 for details.



Bill Brownfield, CCIM of MKP Self Storage, LLC sold Sierra Self Storage in Smithville, TX! He can be reached at 713-366-3134 for details.



Bill Barnhill, CCIM and Shannon Barnes, CCIM of Omega Properties, Inc. sold Park & Store Self Storage in Jasper, AL! **Bill Barnhill and Stuart LaGroue** sold Mini Warehouse World in Eight Mile, AL! Contact them at 251-432-1287 for more information.



Contact an Argus Broker Affiliate

NORTHEAST

Guy Blake, CCIM
Linda Cinelli, CCIM, CEA & Sean Bortel
Joseph Mendola
Chuck Shields

Company

Pyramid Brokerage Company
LC Realty
NAI Norwood Group
Beacon Commercial Real Estate

Phone

845-522-5900
908-722-5661
603-668-7000
610-862-1645

Territory

Upstate NY, Western CT
Northern NJ, NY (NYC, Long Island)
MA, ME, NH VT, Eastern CT
Eastern PA, Southern NJ, DE

SOUTHEAST

Bill Barnhill, CCIM
N.J. "Joey" Godbold
Mike Patterson, CCIM
Frost Weaver (FL Commercial Brokers Network)

Omega Properties, Inc.
Percival McGuire Commercial Real Estate
Commercial Realty Services of West Georgia
Weaver Realty Group, Inc.

888-801-4534
704-632-1027
770-241-9070
904-733-0039

FL Panhandle
NC, SC
GA
North, Central & South FL

NORTH CENTRAL

Bruce Bahrmassel
Robert K. Brehmer, CCIM
Larry Goldman, CCIM
Mike Helline & Paul Grisanti, CCIM
Peter Hitler & Chris Hitler, MBA
Jim Soltis

Landstar Realty Group
NAI Daus
RE/MAX Best Associates
Grisanti Group Commercial Real Estate
Investment Real Estate Specialists
Preview Properties.com

312-518-3550
216-831-3310
913-339-0641
502-253-1811
262-236-0612
810-494-2062

Northern IL, Northern IN
OH
KS, MO, Southern IL
KY, Southern IN
WI
MI

SOUTH CENTRAL

Bill Barnhill, CCIM
Bill Brownfield, CRE, CCIM
David Etzold & Noel Woodwell
Larry Goldman, CCIM
Mike Helline & Paul Grisanti, CCIM
Jared Jones, CCIM
Richard D. Minker, CCIM & Tyler Trahand

Omega Properties, Inc.
MKP Self Storage LLC
Etzold & Co.
RE/MAX Best Associates
Grisanti Group Commercial Real Estate
Bauer & Associates
CASE Commercial Real Estate Partners

888-801-4534
713-366-3134
915-845-6006
913-339-0641
502-253-1811
918-665-1210
817-335-5600

AL, MS
South & Central TX
West TX
AR
TN
OK
North TX

WEST

Jim Berry, CCIM
Steve Boldish, CCIM
Alan Davidson, CCIM
Tom de Jong
David Etzold & Noel Woodwell
Jeffery A. Gorden, CCIM
Larry Hayes
Joan Lucas
Jason Wilcox, CCIM

CRG Utah
Coldwell Banker Commercial NW
Realty One
Colliers International
Etzold & Co.
Eagle Commercial Realty Services
Hayes & Associates
Joan Lucas Real Estate Services, LLC
Gleason & Company Commercial Real Estate

801-560-5601
541-776-1031
949-424-1680
408-282-3829
915-845-6006
480-331-8880
406-728-0088
720-855-6587
206-919-7643

UT, NV
OR
Southern CA
Northern CA
NM
AZ
ID, MT
CO
WA