



SELF STORAGE ADVISORS

# Market Monitor

America's Premier Self Storage Brokers

Issue XI-2021

## A Note of Thanks

Dear Friends, Colleagues and Clients,

What a year 2021 has turned out to be! First and foremost, it is our hope that you and your families stay safe and healthy during this upcoming holiday season. This time of year, we find ourselves reflecting on the things that we are most grateful for and the people who mean the most to us. Argus Self Storage Advisors is made up of more than 50 self-storage professionals around the country who have been helping their friends, colleagues and clients navigate the self-storage investment market for the last 27 years.

Over the past 12 months we have certainly seen the performance of the self-storage sector accelerate and values have never been higher. Argus is the only full-service self-storage advisory firm that includes third party management, investment sales, and advisory services, so we have a unique perspective that is all-encompassing when assisting our clients with their self-storage investment goals. For many of our clients, the purchase or sale of a self-storage property is a complex and life-changing event. We are honored that they have chosen an Argus Broker Affiliate to assist them in the process. Because of our common interest in the self-storage industry, I want to share with you some takeaways and testimonials from our clients. We are very thankful for our relationship. Happy Thanksgiving! - Ben Vestal

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"SmartStop has completed multiple transactions with various **Argus Brokers** through the years. They have consistently conducted themselves in a highly professional manner and have treated all parties fairly. I would highly recommend both the Argus brokerage and management teams as leaders in the Self Storage industry!" - Wayne Johnson, SmartStop Self Storage

"Andover Properties has been in the self-storage business for 18+ years and we look to build and maintain long-term relationships with industry veterans such as **Ben Vestal** and the **Argus** group. Argus' extensive industry knowledge and reach have allowed our partnership to be successful over the years. Integrity and reputation are why Andover properties will continue to work with Argus." - Brian Cohen, Andover Properties

"As a beginner investor in the self-storage industry, **Bruce Bahrmassel** has been a tremendous asset to work with. He has been imperative to navigating the transaction from beginning to end. Bruce is well-established in the industry and knows this business inside and out - would highly recommend his services to anyone seeking a trusted advisor. Looking forward to working several more deals with Bruce." - TC Wenig

"All of us at Westport value our relationship with the team at **Argus**. Through decades of a great relationship with the firm, we always see their commitment to their clients and a commitment to acting with the utmost integrity to all parties involved. We appreciate their deep knowledge of the transaction process that particularly shines through when issues arise. What we appreciate the most are the people. The individuals are intelligent, thoughtful and skilled and combine to make one of the best teams in the business, a group we hope to continue to do a lot of business with in the future." - Ben Hall, Westport Properties, Inc.

"I have known **Joan Lucas** for almost 15 years. She helped my family and I purchase four self-storage facilities in the front range of Colorado. She is the ultimate professional. Most importantly, when we recently decided to sell the Colorado properties that we own, she knew which potential buyers to speak to who would be not just interested in buying our properties, but who were financially qualified to purchase the properties. Joan Lucas has worked tirelessly from the time she made the initial introduction to our buyer through the negotiations to where we are ready to close escrow on December 1, 2021." - Michael J. Brickman

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"My success in developing, designing, building, owning and managing self storage has been greatly enhanced by working with **Larry Goldman**. I could not have done it all without him. My partners and I currently own over \$200,000,000 in self storage properties consisting of 24 properties in Oklahoma, Missouri and Kansas. I have worked with Larry for 20 years, done \$28,000,000+ million transaction on 13 different properties. That is only the tip of the iceberg. Larry has advised me, done proformas for me, recommended me to numerous clients. Lot of this he did not get paid for. I hope I have steered a fair amount of business his way too. No one knows the Missouri, Kansas and Arkansas Self Storage Market better than Larry. I truly believe he goes out of his way to give straight truthful advice, whether he gets paid or not. That is rare!!! You do not have to filter Larry's advice for a bias to get a commission. He shoots straight and is trustworthy." - Rogers Strickland

"I owned a 75-unit self-storage facility on a farm-to-market road in a rural setting between Houston and Dallas. The location was near a recreational lake and occupancy was very good, but I did not have current knowledge of market rental rates for storage properties in the area, and I didn't raise rates as often as I might have been able to do. I met **Bill Brownfield** at a TSSA luncheon in Houston, and he and Faith did a market rental rate study for me. I used that information to increase rental rates, which increased cash flow and property value without sacrificing occupancy. That was very valuable to me. Later I chose to list my property for sale with them because they had done a good job. They found a buyer willing to pay the asking price and represented my interests professionally throughout the sales process and closing. I was very pleased with the work they did and would be glad to recommend them to others." - Bill Cole

"**Ryan Layton** has been tremendously helpful and supportive as a realtor in assisting us in the acquisition of a mini storage facility. He has been honest and has shown a level of commitment to brokering a deal that has been reasonable and fair to both buyer and seller. One of the best realtors I have been able to work with." - Larry Stoker

"We have worked with **Thomas Wolter** through a very complex sale with our Storage facilities. He has maintained an unprecedented professional integrity and helpful quick response through it all. If you're looking for a representative with the highest quality of experience, communication, and understanding of the industry, don't hesitate to contact Thomas as your expert in buying or selling properties." - Gary Smith

"I have had **Stuart LaGroue** work with me for many years on a variety of self-storage projects. I have come to know him well and trust his advice on both financial and construction related issues. His advice is tempered with a keen awareness of the current state of the market. He is a true "student of the self-storage business". The Argus Self Storage Advisors should be proud he is a part of their team." - Will Harlan

"We have had a very smooth transactional and due diligence experience with much gratitude to **Ed Nicholson** with The Nicholson Companies. Ed is a consummate professional, possesses in-depth knowledge of the self-storage industry, and has gone out of his way to help obtain the information needed to get us through this process to a successful closing. I highly recommend Ed, and hope we have the privilege of doing more business with him in the future." - William K. Preskitt

"Pugliese Creative Ventures has been working with **Josh Koerner and Weaver Realty** for several years. We are extremely happy with their performance and consider them part of our team. I came to realize Weaver Realty is so successful because they are modest, hard-working, and honest. I know Josh and his team are working as hard as I do and trust them to sell my properties; so, I can focus on other aspects of my business. I look forward to working with Josh for years to come and would recommend him to anyone!" - Pugliese Creative Ventures

*Ben Vestal, CEO of Argus Self Storage Advisors, can be reached at 800-557-8673 or [bvestal@argus-realestate.com](mailto:bvestal@argus-realestate.com).*

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# Property Showcase

## Thomasville, AL

**\$1,173,000**

- 92 Units
- 10,505 RSF
- 6.02+/- Acres
- Built in 2007
- Excellent visibility & high traffic count
- Room for expansion; includes laundromat as a tenant
- Additional 29,793+ SF warehouse space open for conversion

**NEW!**

**Stuart LaGroue & Bill Barnhill, CCIM**

251-432-1287

stuart@selfstorage.com



## Magnolia, AR

**\$810,000**

- 124 Units
- 50,610 RSF
- 4.44 Acres
- Built in 2005
- Standard units plus covered and uncovered boat/rv storage
- Priced below replacement cost
- Limited competition in the market
- Additional 27,440 SF warehouse

**NEW!**

**Larry Goldman, CCIM**

913-707-9030

lgoldman@selfstorage.com



## Port Charlotte, FL

**\$2,000,000**

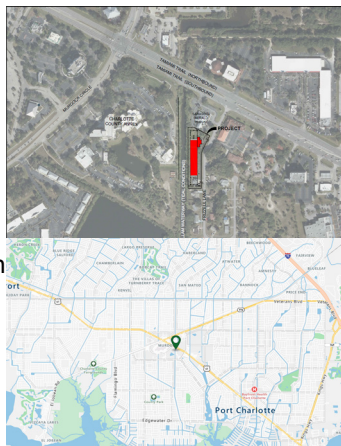
- Development Site
- 76,800 GRSF
- 1.47 Acres
- 76,800 GRSF, 3 Story, Class A Self Storage Building
- Visible from Tamiami Trail with 357 ft of frontage along Frizzell Lane
- Traffic count of 46,000+ vpd on Tamiami Trail

**NEW!**

**Josh Koerner & Frost Weaver**

904-591-0140

jkoerner@weaver-realty.com



## Davenport, IA

**\$1,200,000**

- 83 Units
- 15,920 RSF
- 5.03 Acres
- Built in 2003 & 2005
- Phenomenally located self storage properties with visibility to 18,500 vehicles per day
- Approximately 3 acres of land for expansion

**NEW!**

**Tom Flannigan, Matt Haugen, & Alex Ihrke**

612-790-3747

tom@selfstorage.com

mhaugen@selfstorage.com

alex@selfstorage.com



## Aransas Pass, TX

**\$1,200,000**

- Development Site
- 9.653 Acres
- High visibility
- Located at major access roads near the intersection of Hwy 188 and Hwy 35 Access Rd
- Near two major boat ramps close to prime fishing spots of Redfish Bay

**NEW!**

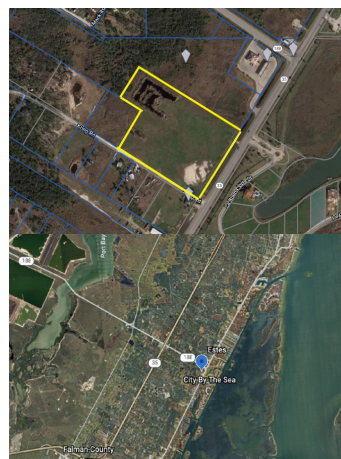
**Chad Snyder, Tyler Trahant, & JP DiLucca**

817-813-5642

csnyder@dominuscommercial.com

ttrahant@dominuscommercial.com

jp@dominuscommercial.com



## Airway Heights, WA

**\$4,250,000**

- 297 Units
- 43,140 RSF
- 4.67 Acres + 4.67 Acres for Expansion
- Near Boat Launch/Recreation and Air force Base
- Apartment On-site
- Site Surveillance Manager Office/Software In Place (Store Edge)

**NEW!**

**Ryan Layton & Thomas Wolter**

509-435-2424

rlayton@areanw.com

tom@thomaswolter.com





# Sells Self Storage Nationwide!

Our complete list of available properties is detailed below. For additional information, visit [www.argus-selfstorage.com](http://www.argus-selfstorage.com) or contact your local Argus Broker Affiliate.

## Arizona

Flagstaff	Call Broker	Jeff Gorden	480-331-8880
Fort Mohave	\$6,700,000	Jeff Gorden	480-331-8880

## Arkansas

Magnolia	\$810,000	Larry Goldman	913-707-9030
Walnut Ridge	\$5,800,000	Larry Goldman	913-707-9030

## California

Yreka	\$1,650,000	Ken Miller/Brandy Rundell	530-768-1650
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## Colorado

Brighton/CoSpgs	Call Broker	Joan Lucas	720-855-6587
Denver MSA	Call Broker	Joan Lucas	720-855-6587
Lakewood	<b>SOLD</b>	Joan Lucas	720-855-6587
Lakewood/Parker	Call Broker	Joan Lucas	720-855-5487

## Florida

Alachua	\$575,000	Josh Koerner/Frost Weaver	904-594-0104
Apopka	Call Broker	Josh Koerner/Frost Weaver	904-594-0104
Cape Coral	\$3,896,000	Josh Koerner/Frost Weaver	904-594-0104
Delray Beach	\$4,800,000	Josh Koerner/Frost Weaver	904-594-0104
Englewood	\$3,145,000	Josh Koerner/Frost Weaver	904-594-0104
Ft. Myers	\$3,750,000	Josh Koerner/Frost Weaver	904-594-0104
Ft. Myers	\$4,500,000	Josh Koerner/Frost Weaver	904-594-0104
Ft. Pierce	Call Broker	Josh Koerner/Frost Weaver	904-594-0104
Jacksonville	\$1,500,000	Josh Koerner/Frost Weaver	904-594-0104
Lake Wales	\$1,150,000	Josh Koerner/Frost Weaver	904-594-0104
N. Ft. Myers	\$3,900,000	Josh Koerner/Frost Weaver	904-594-0104
Ocala	\$3,100,000	Josh Koerner/Frost Weaver	904-594-0104
Pensacola	<b>SOLD</b>	Josh Koerner/Frost Weaver	904-594-0104
Port Charlotte	\$3,900,000	Josh Koerner/Frost Weaver	904-432-0140
Port Charlotte	\$2,200,000	Josh Koerner/Frost Weaver	904-432-0140
Port Charlotte	\$2,000,000	Josh Koerner/Frost Weaver	904-432-0140
Port St. Lucie	\$3,250,000	Josh Koerner/Frost Weaver	904-594-0140
St. Johns	Call Broker	Josh Koerner/Frost Weaver	904-594-0140
Venice	\$3,900,000	Josh Koerner/Frost Weaver	904-594-0104
W. Palm Beach	\$2,900,000	Josh Koerner/Frost Weaver	904-591-0140

## Georgia

Augusta	Call Broker	Jane H. Sauls/Luke Sauls	770-328-2379
Blairsville	Call Broker	Jane H. Sauls/Luke Sauls	770-328-2379
Loganville	Call Broker	Mike Patterson	770-301-1886
Loganville	\$100,000/ac	Mike Patterson	770-301-1886
Monticello	\$2,000,000	Luke Sauls/Jane H. Sauls	770-841-4591
Riverdale	\$422,500	Luke Sauls	770-841-4591
Toccoa	\$950,000	Luke Sauls	770-841-4591

## Idaho

Post Falls	\$9,200,000	Ryan Layton	509-435-2424
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## Iowa

Davenport	\$1,200,000	Tom Flannigan	612-790-3747
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## Illinois

Belvidere	\$599,000	Bruce Bahrmassel	312-518-3550
East Moline	\$1,750,000	Tom Flannigan	612-790-3747

## Indiana

Anderson	<b>SOLD</b>	Rob Schick	317-922-1225
Noblesville	Call Broker	Rob Schick	317-922-1225

## Louisiana

Cut Off	\$1,193,000	Bill Barnhill/Jeremy Milling	251-421-0919
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## Michigan

Battle Creek	<b>SOLD</b>	Jim Soltis	810-494-2062
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## Minnesota

Bovey	<b>SOLD</b>	Tom Flannigan	612-790-3747
Inver Grv. Hts	\$1,800,000	Tom Flannigan	612-790-3747
Motley	\$325,000	Tom Flannigan	612-790-3747
Park Rapids	<b>SOLD</b>	Tom Flannigan	612-790-3747
Red Wing	\$2,650,000	Tom Flannigan	612-790-3747
W. St. Paul	Call Broker	Tom Flannigan	612-790-3747

## Mississippi

Portfolio	\$4,500,000	Stuart LaGroue/Bill Barnhill	251-432-1287
Vanceleave	\$585,000	Jeremy Milling	251-694-5050

## New Hampshire

Concord	\$11,000,000	Joseph Mendola	603-668-7000
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## New Jersey

Lopatcong	\$3,995,000	Linda Cinelli/Edan Cohen	908-722-5661
Ringoes	\$3,800,000	Linda Cinelli/Edan Cohen	908-722-5661

## New York

Islip	\$5,700,000	Linda Cinelli	908-722-5661
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## North Dakota

Mapleton	<b>SOLD</b>	Tom Flannigan	612-790-3747
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## Oklahoma

Broken Bow	\$1,600,000	Jared Jones	918-609-0541
OKC Portfolio	\$10,500,000	Jared Jones	918-609-0541
Tulsa	\$3,700,000	Jared Jones	918-609-0541
Tulsa	<b>SOLD</b>	Jared Jones	918-609-0541

## Oregon

Lakeview	\$798,000	Scott King	541-890-6708
Medford	\$375,000	Scott King	541-890-6708
Medford	\$11,500,000	Scott King	541-890-6708

## Pennsylvania

Bechtelsville	\$1,350,000	Chuck Shields	610-828-0100
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## Texas

Aransas Pass	\$1,200,000	JP DiLucca	817-813-5642
Lewisville	\$1,200,000	JP DiLucca	817-813-5642
Tomball	Call Broker	Faith Pate	713-805-2907
TX/NM Portfolio	Call Broker	Faith Pate	713-508-2907

## Virginia

Lawrenceville	\$1,150,000	Ed Nicholson	757-280-1738
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## Washington

Airway Hts.	\$4,250,000	Ryan Layton	509-435-2424
Davenport	\$1,885,145	Ryan Layton	509-435-2424
Newport	\$475,000	Ryan Layton	509-435-2424
Ravensdale	\$469,950	Thomas Wolter	206-200-3325
Woodland	Call Broker	Thomas Wolter	206-200-3325

## Wisconsin

Eagle River	<b>SOLD</b>	Bruce Bahrmassel	312-518-3550
Prescott	\$2,000,000	Bruce Bahrmassel	312-518-3550
Wild Rose	\$1,200,000	Bruce Bahrmassel	312-518-3550



# ARGUS SALES



Congratulations to **Chad Snyder and Tyler Trahant of Dominus Commercial** who sold Landmark Mini Warehouses in Cleburne, TX and DLT Storage in Weatherford, TX. Call Chad, Tyler and JP at 817-242-2361 for details.



Congratulations to **Larry Goldman of Goldman Investment Advisors** who sold Allen County Storage in Iola, KS and a 3-property portfolio in Hot Springs, AR! Contact Larry at 913-707-9030 for details.



Congratulations to **Jared Jones of Jones Investment Properties** who sold Bowman's Self Storage in Lawton, OK! Contact Jared at 918-948-3941 for details.



Congratulations to **Jeff Gorden of KW Commercial** who represented a buyer of a development site in Glendale, AZ! Contact Jeff at 480-331-8880 for details.



Congratulations to **Jamey Cox of SVN Percival Partners** who sold First Flight Storage in Point Harbor, NC! Contact Jamey at 704-632-1030 for details.



Congratulations to **Joan Lucas of Joan Lucas Real Estate Services** who sold West Alameda Self Storage in Lakewood, CO and Castle RV in Castle Rock, CO! Contact Joan at 720-855-6587 for details.



Congratulations to **Jim Solits** who sold Tamarac Storage in Battle Creek, MI! Contact Jim at 810-494-2062 for details.

## Contact an Argus Broker Affiliate

### NORTHEAST

Guy Blake, CCIM  
Linda Cinelli, CCIM, CEA  
Jon Knudsen  
Joseph Mendola  
Chuck Shields

### Company

Pyramid Brokerage Company  
LC Realty  
Hanna Lanholtz Wilson Ellis  
NAI Norwood Group  
Beacon Commercial Real Estate

### Phone

845-522-5900  
908-722-5661  
412-261-2200  
603-668-7000  
610-862-1645

### Territory

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

### SOUTHEAST

Bill Barnhill, CCIM  
Jamey Cox  
Jane H. Sauls, CCIM & Mike Patterson, CCIM  
Stuart Wade, Jr. & Ed Nicholson  
Josh Koerner & Frost Weaver

Omega Properties, Inc.  
SVN Percival Partners  
Sauls Storage Group, LLC  
The Nicholson Companies  
Weaver Realty Group, Inc.

251-432-1287  
704-632-1030  
770-328-2379  
757-618-3597  
904-591-0140

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

### NORTH CENTRAL

Bruce Bahrmassel  
Tom Flannigan  
Alec Pacella, CCIM  
Larry Goldman, CCIM  
Rob Schick  
Jim Soltis

KW Commercial  
NAI Pleasant Valley  
Goldman Investment Advisors, Inc.  
Revel & Underwood, Inc.  
Preview Properties.com

312-518-3550  
612-790-3747  
216-831-3310  
913-707-9030  
317-922-1225  
810-494-2062

Northern IL, WI  
MN, ND, IA  
OH  
KS, MO, Southern IL  
IN  
MI

### SOUTH CENTRAL

Bill Barnhill, CCIM  
Bill Brownfield, CRE, CCIM & Faith Pate  
David Etzold  
Larry Goldman, CCIM  
Mike Helline & Aaron Willis  
Jared Jones, CCIM  
Chad Snyder & Tyler Trahant

Omega Properties, Inc.  
Brownfield & Associates, LLC  
Etzold & CO  
Goldman Investment Advisors, Inc.  
Column Realty  
Jones Investment Properties  
Dominus Commercial

251-432-1287  
713-907-6497  
915-845-6006  
913-707-9030  
502-296-4586  
918-948-3941  
817-980-7276

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

### WEST

David Etzold  
Jeff Gorden, CCIM  
Jeff Gorden, CCIM  
Larry Hayes  
Scott King  
Ryan Layton  
Joan Lucas  
Ken Miller  
Doug Shea  
Thomas Wolter

Etzold & CO  
KW Commercial  
The Gorden Company  
Hayes & Associates  
Merit Commercial Real Estate  
American Real Estate Associates  
Joan Lucas Real Estate Services, LLC  
Northstate Commercial Partners  
Centennial Advisers  
RE/MAX Commercial

915-845-6006  
480-331-8880  
702-643-1000  
406-544-1921  
541-890-6708  
509-435-2424  
720-855-6587  
530-768-1650  
562-773-4000  
206-200-3325

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