



SELF STORAGE ADVISORS

Market Monitor

America's Premier Self Storage Brokers

Issue I-2022

Let the Good Times Roll!

by Ben Vestal

As we kick off 2022, it's hard to imagine how the self-storage market can get any better. Economists continue to prognosticate that the self-storage market is sound and actually getting better; brokerage firms continue making rosy forecasts for the industry and your uncle, as predicted, has made his doomsday predictions at the holiday dinner table. The first few weeks of 2022 have confirmed that investor sentiment towards self-storage is at an all-time high. Today, stabilized assets are commanding record high pricing while newly developed lease-up properties and C of O deals are continuing to gain momentum and pricing power. This is largely due to strong and improving market fundamentals and the investment community's desire for yield with low capital expenditure assets such as self-storage.

Over the last few weeks top executives from around the industry have gathered virtually and in person to discuss industry trends, investor sentiment and the overall market outlook for 2022. The consensus is that the industry continues to benefit from new demand drivers due to the changes to live/work/school environments, new demographic spending habits of millennials, longer tenancy, slower than normal deliveries of new developments, and a stickier tenant base. This has led to all time high occupancy and revenue growth, further fueling investors' appetites for self-storage assets. However, despite the positive market outlook most of the industry veterans remain cautiously optimistic about the industry's long term (3-5 yr.) outlook heading in to 2022.

The business of buying and selling self-storage has never been more competitive or complex. Meanwhile, the phone has been ringing off the hook at Argus with owners, developers, and buyers wanting to find out what their property is worth and what opportunities we are finding in the market today. In some cases, their interest is only curiosity, but many are interested in valuation for financing, tax planning or selling. This is truly one of the busiest Januarys we have

experienced in our 28-year history. As part of our advisory services to our clients, Argus is now offering a free 2021 Sales Comp report for each of your markets in an effort to keep our clients informed about recent sales and industry trends. 2021 was a record year for self-storage transactions with more than 2,500 transactions nationwide and an aggregate value of more than \$20 Billion. This is more than double the 20-year average transactional volume. Argus has tracked and inventoried these sales by market and was involved in more than 200 of these transactions, giving us a unique opportunity to advise our clients with regards to real time market valuations and trends. If you would like to receive a copy of the sales comp report for your market, please contact your local Argus Advisor.

The tide is clearly high for self-storage valuations today. Overall operational performance will continue to be robust in 2022 as we head into leasing season with all time high occupancies and muted new supply. As the US economy improves, the self-storage sector should continue to tighten. Investors continue to look at self-storage as a reliable and resilient income stream and our business model of month-to-month leases proves to be a very compelling inflation hedge. However, one cannot ignore the recent market volatility and threat of rising interest rates. I am concerned that the self-storage industry will be impacted or derailed by an outside factor, such as loan defaults in other asset classes affecting the banks' ability to continue to offer debt to the self-storage sector, or a black swan event such as the pandemic but this time it might not benefit our industry. In my 25+ year real estate career I have learned that only the paranoid survive. My mentor once said, CRE market cycles always last longer and go farther than anyone thinks but when they end, they are over abruptly and you have no chance to recover yesterday's prices. Don't let these good times pass you by! **MM**

Ben Vestal, CEO of Argus Self Storage Advisors, can be reached at 800-557-8673 or bvestal@argus-realestate.com.



Property Showcase

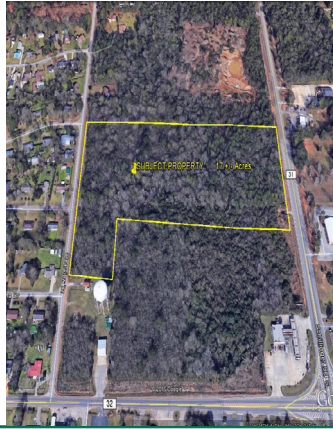
Mobile, AL

\$1,851,300

NEW!

- Development Site
- 17+/- Acres
- Can be sold in all or in part
- Two curb cuts on four-lane Schillinger Rd
- Demographics indicate additional demand for storage in the trade area

Bill Barnhill, CCIM
251-432-1287
barnhill@selfstorage.com



Rock Falls, IL

\$1,300,000

NEW!

- 143 Units
- 22,324 RSF Storage
- 7,200 commercial building plus 4 bedroom rental house
- Great location with excellent visibility
- Room to expand
- Operational changes and unit reconfiguration present significant upside potential

Bruce Bahrmassel
312-518-3550
bruce@selfstorage.com



Park Rapids, MN

\$650,000

- Under Contract
- 50 Units
- 17,840 RSF
- 4.26 Acres
- Provides 10,000 SF of drive up storage, four 8x20 storage containers and a 7,200 SF bulk storage building
- Popular lake home and cabin market

NEW!

**Tom Flannigan,
Matt Haugen & Alex Ihrke**
612-790-3747
tom@selfstorage.com, mhaugen@selfstorage.com, alex@selfstorage.com



Burleson, TX

Call Broker for Price

- 516 Units
- 64,455 RSF
- Built in 2019
- Class A facility in growing Burleson, TX
- Recently expanded 22,000 SF of climate controlled units
- Submarket is receiving street rents at move-in with no concessions
- High barriers to entry market

NEW!

**Chad Snyder &
Tyler Trahant**
817-813-5642
csnyder@dominuscommercial.com
ttrahant@dominuscommercial.com



Lucedale & Moss Point, MS \$4,500,000

- 4-Property Portfolio
- 421 Total Units
- 50,915 Total RSF
- 5.05+/- Total Acres
- Four locations with great visibility
- Value-add opportunity
- Land for expansion
- Climate controlled and non-climate units
- U-Haul rentals at Barton location

**Stuart LaGroue &
Bill Barnhill, CCIM**
251-432-1287
stuart@selfstorage.com



Odessa, TX

\$2,300,000

- 317 Units
- 50,000 RSF
- 2.67 Acres
- Value-add opportunity with management upside
- Currently at 57% unit occupancy with 54% economic occupancy
- Priced well below replacement cost

**Chad Snyder &
Tyler Trahant**
817-813-5642
csnyder@dominuscommercial.com
ttrahant@dominuscommercial.com





Sells Self Storage Nationwide!

Our complete list of available properties is detailed below. For additional information, visit www.argus-selfstorage.com or contact your local Argus Broker Affiliate.

Alabama

Greenville	\$663,000	Bill Barnhill/Stuart LaGroue	251-432-1287
Mobile	\$1,851,300	Bill Barnhill	251-432-1287
Thomasville	SOLD	Bill Barnhill/Stuart LaGroue	251-432-1287

Arizona

Fort Mohave	\$6,700,000	Jeff Gorden	480-331-8880
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Arkansas

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

California

Bay Point	Call Broker	Ken Miller	530-768-1650
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Colorado

Brighton/CoSpgs	SOLD	Joan Lucas	720-855-6587
Denver MSA	SOLD	Joan Lucas	720-855-6587
Lakewood/Parker	SOLD	Joan Lucas	720-855-5487

Florida

Alachua	\$575,000	Josh Koerner/Frost Weaver	904-594-0104
Alachua	\$3,300,000	Josh Koerner/Frost Weaver	904-594-0104
Apopka	SOLD	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	\$8,500,000	Josh Koerner/Frost Weaver	904-594-0104
Jacksonville	SOLD	Josh Koerner/Frost Weaver	904-594-0104
Lake Wales	\$1,150,000	Josh Koerner/Frost Weaver	904-594-0104
N. Ft. Myers	\$2,975,000	Josh Koerner/Frost Weaver	904-594-0104
Ocala	SOLD	Josh Koerner/Frost Weaver	904-594-0104
Pensacola	\$948,000	Bill Barnhill/Stuart LaGroue	251-432-1287
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 Charlotte	\$4,500,000	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

Georgia

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

Idaho

Post Falls	SOLD	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	SOLD	Tom Flannigan	612-790-3747
Rock Falls	\$1,300,000	Bruce Bahrmassel	312-518-3550
Seneca	\$1,200,000	Bruce Bahrmassel	312-518-3550

Indiana

Noblesville	Call Broker	Rob Schick	317-922-1225
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Louisiana

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

Inver Grv. Hts	SOLD	Tom Flannigan	612-790-3747
Motley	SOLD	Tom Flannigan	612-790-3747
Red Wing	\$2,650,000	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	SOLD	Joseph Mendola	603-668-7000
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New Jersey

Ringoes	SOLD	Linda Cinelli/Edan Cohen	908-722-5661
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New York

Islip	\$5,700,000	Linda Cinelli	908-722-5661
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Oklahoma

Broken Bow	\$1,600,000	Jared Jones	918-609-0541
Tulsa	\$3,700,000	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	Chad Snyder/Tyler Trahant	817-813-5642
Burleson	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Lewisville	\$1,200,000	Chad Snyder/Tyler Trahant	817-813-5642
Odessa	\$2,300,000	Chad Snyder/Tyler Trahant	817-813-5642

Virginia

Lawrenceville	SOLD	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	SOLD	Thomas Wolter	206-200-3325
Woodland	SOLD	Thomas Wolter	206-200-3325

Wisconsin

Wild Rose	\$1,200,000	Bruce Bahrmassel	312-518-3550
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Congratulations to our Argus Broker Affiliates on their recent sales!

Tom Flannigan, Alex Ihrke & Matt Haugen - KW Commercial

- United Township Self Storage in East Moline, IL
- Inver Grove Storage in Inver Grove Heights, MN
- Stor Self Storage in Inver Grove Heights, MN
- Voyageur Storage in Motley, MN

Josh Koerner & Frost Weaver - Weaver Realty Group

- C of O facility in Apopka, FL
- Development Site in Jacksonville, FL
- America's Best Boat & RV in Ocala, FL

Linda Cinelli, CCIM & Edan Cohen - LC Realty

- Amwell Valley Storage in Ringoes, NJ

Bill Barnhill, CCIM & Stuart LaGroue - Omega Properties Inc.

- Crown Storage in Thomasville, AL

Faith Pate and Bill Brownfield - MLB Commercial Partners

- 4-Property Portfolio in Texas & New Mexico

Ed Nicholson - The Nicholson Companies

- Lawrenceville-Brunswick Storage in Lawrenceville, VA

Joe Mendola - NAI Norwood Group

- Thirty Pines Self Storage in Concord, NH

Ryan Layton - American Real Estate Associates

- Seltice Mini Storage in Post Falls, ID

Jared Jones - Jones Investment Properties

- 6-Property Portfolio in Oklahoma City, OK
- Cube Storage in Edmond, OK

Joan Lucas - Joan Lucas Real Estate Services, LLC

- 2-Property Portfolio in Brighton & Co Spgs, CO
- 2-Propertly Portfolio in Denver, CO
- Fortress Self Storage in Brighton, CO
- Bennett Mini Storage in Bennett, CO
- Load & Lock in Colorado Springs, CO

Larry Goldman, CCIM

- 5-Property Portfolio in Walnut Ridge, AR

Thomas Wolter - RE/Max Commercial

- Lewis River Mini Storage in Woodland, WA
- Ravensdale Mini Storareg in Ravensdale, WA

Contact an Argus Broker Affiliate

NORTHEAST

	<u>Company</u>	<u>Phone</u>	<u>Territory</u>
Guy Blake, CCIM	Pyramid Brokerage Company	845-522-5900	Upstate NY, Western CT
Linda Cinelli, CCIM, CEA	LC Realty	908-722-5661	Northern NJ, NY (NYC, Long Island)
Jon Knudsen	Hanna Lanholtz Wilson Ellis	412-261-2200	Western PA, WV
Joseph Mendola	NAI Norwood Group	603-668-7000	MA, ME, NH, VT, Eastern CT
Chuck Shields	Beacon Commercial Real Estate	610-862-1645	Eastern PA, Southern NJ, DE

SOUTHEAST

Bill Barnhill, CCIM	Omega Properties, Inc.	251-432-1287	FL Panhandle
Jamey Cox	SVN Percival Partners	704-632-1030	NC, SC
Stuart Wade, Jr. & Ed Nicholson	The Nicholson Companies	757-618-3597	MD, VA
Josh Koerner & Frost Weaver	Weaver Realty Group, Inc.	904-591-0140	North, Central & South FL

NORTH CENTRAL

Bruce Bahrmassel		312-518-3550	Northern IL, WI
Tom Flannigan	KW Commercial	612-790-3747	MN, ND, IA
Alec Pacella, CCIM	NAI Pleasant Valley	216-831-3310	OH
Larry Goldman, CCIM	Goldman Investment Advisors, Inc.	913-707-9030	KS, MO, Southern IL
Rob Schick	Revel & Underwood, Inc.	317-922-1225	IN
Jim Soltis	Preview Properties.com	810-494-2062	MI

SOUTH CENTRAL

Bill Barnhill, CCIM	Omega Properties, Inc.	251-432-1287	AL, MS, LA
Bill Brownfield, CRE, CCIM & Faith Pate	Brownfield & Associates, LLC	713-907-6497	Central & South TX
David Etzold	Etzold & CO	915-845-6006	West TX
Larry Goldman, CCIM	Goldman Investment Advisors, Inc.	913-707-9030	AR
Mike Helline & Aaron Willis	Column Realty	502-296-4586	TN, KY
Jared Jones, CCIM	Jones Investment Properties	918-948-3941	OK
Chad Snyder & Tyler Trahant	Dominus Commercial	817-980-7276	North TX

WEST

David Etzold	Etzold & CO	915-845-6006	NM
Jeff Gorden, CCIM	KW Commercial	480-331-8880	AZ
Jeff Gorden, CCIM	The Gorden Company	702-643-1000	NV
Larry Hayes	Hayes & Associates	406-544-1921	MT
Scott King	Merit Commercial Real Estate	541-890-6708	OR
Ryan Layton	American Real Estate Associates	509-435-2424	Eastern WA, Northern ID
Joan Lucas	Joan Lucas Real Estate Services, LLC	720-855-6587	CO
Ken Miller	Northstate Commercial Partners	530-768-1650	Northern CA
Doug Shea	Centennial Advisers	562-773-4000	Southern CA
Thomas Wolter	RE/MAX Commercial	206-200-3325	Western WA