



SELF STORAGE ADVISORS

# Market Monitor

America's Premier Self Storage Brokers

Issue XI-2022

## A Note of Thanks

by Ben Vestal

What a year 2022 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 28 years.

Over the past 12 months we have seen the performance of the self-storage sector accelerate. In the first half of the year values had never been higher, and as we close out the year, we are experiencing rapidly rising interest rates and softening values for the first time in more than a decade. This paradigm shift in the market has all of us reevaluating our business models and investment goals to make sure our investments excel in this changing environment. We are all very thankful that we are in the self-storage industry and below I have outlined a few market observations that set us apart from other commercial real estate and that I am very thankful for.

- The self-storage business model of month-to-month leases and a very granular rent roll has positioned owners well to combat the inflationary and recessionary pressures in the market today. In order to make sure you are protecting your value and cash flow, operators must be actively managing rent rolls, street rates, and ECRI's.
- The self-storage sector has continued to report very solid operating performance numbers through the third quarter of 2022, with all major self-storage REITS projecting ending the year with double digit gains for revenues and NOI.
- Self-Storage occupancies remain elevated to historical norms. Occupancy levels dipped in the third quarter with more seasonality compared to last year. The self-storage REITS' occupancies ranged from 92.4% to 95.2% at the end of the third quarter.
- Cap rates for property acquisitions have risen 75-125 basis points compared to last year leading to reduced transaction activity in the third quarter, primarily due to rising interest rates along with growing economic concerns.
- New development continues to be slow in coming. We continue to see historically long entitlement and approval timeframes around the country. There are whispers of construction costs starting to soften, but due to rising interest rates we are seeing more and more new developments tabled for the time being. **Contact your local Argus Broker to get a copy of your local development report!**

As we continue to navigate the first real paradigm shift in the self-storage investment market in more than a decade, we should all be very thankful we are in the self-storage business. Historically, self-storage NOI growth has been in the 4%-6% range annually, and with most self-storage owners achieving 20%+ NOI growth each of the last two years we essentially got 8-10 years of NOI growth in the last two years. So, as we start to see NOIs and occupancies return to more historical levels, we must keep perspective and be thankful that we are in the self-storage business.

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. We are very thankful for our relationship. Happy Thanksgiving! **MM**

*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).*



# Property Showcase

## Greenbrier, AR

**\$1,400,000**

- 134 Units
- 19,492 RSF
- 4.14 Acres
- High Profile Location on US Hwy 65, just outside Conway, AR
- Room for Significant Expansion
- Leased Office Building Included
- 300 Feet of Frontage on US Hwy 65

**NEW!**



**Larry Goldman, CCIM**

913-707-9030

lgoldman@selfstorage.com

## Davenport, IA

**\$4,900,000**

- 486 Units
- 53,508 RSF
- 3.67 Acres
- Brand new climate controlled facility opened in June 2019
- 53,508 RSF of all first-floor climate units with room to add mezzanine level
- Room for expansion

**NEW!**



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

612-790-3747

tom@selfstorage.com

## Heber, AZ

**\$349,000**

- 133 Units
- 155,073 RSF
- 3.56 Acres
- RV storage development opportunity
- Navajo County Approved Site Plan & Special Use Permit Issued

**NEW!**



**Jeff Gorden, CCIM**

480-331-8880

jeff@gorden-group.com

## Ray, MI

**\$790,000**

- Development Site
- 15.25 Acres
- Zoned/planned for self storage & RV storage
- Located in Macomb County, MI, amidst the greater metro Detroit area

**NEW!**



**Jim Soltis**

810-494-2062

jsoltis@previewproperties.com

## Lake Alfred, FL

**\$3,300,000**

- Development Site
- 3.65 +/- Acres
- Proposed 4-story, 150,000 GSF, Class A climate controlled self storage development site
- 430+ feet frontage along Devoe Street (13,400 AADT) with additional 330+ feet on Mallory Road

**NEW!**



**Josh Koerner**

**& Frost Weaver**

904-591-0140

jkoerner@weaver-realty.com

## Cleburne, TX

**Call Broker for Price**

- 417 Units
- 16,330 RSF
- 2.23 Acres
- Excellent visibility off Main Street with 17,000vpd of traffic volume
- Fortress Style facility with interior of the property all concrete

**NEW!**



**Chad Snyder & Tyler Trahan**

817-813-5642

csnyder@dominuscommercial.com

ttrahant@dominuscommercial.com

## Orlando, FL

**\$2,500,000**

- Development Site
- 3.03 Acres
- 110,550 GSF
- Proposed 90,000 GSF, Class A, climate controlled development opportunity on 3.03 acres
- 200 feet frontage along E Colonial Dr (28,000 AADT)

**NEW!**



**Josh Koerner**

**& Frost Weaver**

904-591-0140

jkoerner@weaver-realty.com

## Louisville, KY

**Call Broker for Price**

- 352 Climate Controlled Units
- 81,998 RSF
- 6.2 +/- Acres
- Close proximity to residential, interstates and Louisville International Airport
- Opened January 2020
- Opportunity to add over 40,000 SF of storage providing a significant boost to revenues



**Mike Helline**

502-296-4586

mhelline@outlook.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.

## Alabama

Elberta	\$1,909,000	Bill Barnhill/Stuart LaGroue	251-432-1287
Mobile	\$1,851,300	Bill Barnhill	251-432-1287
Mobile	\$414,500	Bill Barnhill/Jeremy Milling	251-421-0919

## Arizona

Heber	\$349,000	Jeff Gorden	480-331-8880
Laughlin Ranch	\$13,500,000	Jeff Gorden	480-331-8880

## Arkansas

Greenbrier	\$1,400,000	Larry Goldman	913-707-9030
Malvern	\$3,580,000	Larry Goldman	913-707-9030

## Colorado

Brighton	Call Broker	Joan Lucas	720-855-6587
Colorado Spgs	Call Broker	Joan Lucas	720-855-6587
Cortez	\$4,750,000	Joan Lucas	720-855-6587

## Florida

Portfolio (6)	\$16,871,340	Josh Koerner/Frost Weaver	904-594-0140
Portfolio (4)	\$11,372,460	Josh Koerner/Frost Weaver	904-594-0140
Portfolio (3)	\$8,345,832	Josh Koerner/Frost Weaver	904-594-0140
Deland	\$2,700,000	Josh Koerner/Frost Weaver	904-594-0140
Delray Beach	\$4,800,000	Josh Koerner/Frost Weaver	904-594-0140
Englewood	\$2,700,000	Josh Koerner/Frost Weaver	904-594-0140
Ft. Myers	\$2,400,000	Josh Koerner/Frost Weaver	904-594-0140
Ft. Myers	\$3,036,000	Josh Koerner/Frost Weaver	904-594-0140
Ft. Pierce	\$10,575,000	Josh Koerner/Frost Weaver	904-594-0140
Hudson	\$1,736,460	Josh Koerner/Frost Weaver	904-594-0140
Jacksonville	\$3,200,000	Josh Koerner/Frost Weaver	904-594-0140
Jacksonville	\$3,300,000	Josh Koerner/Frost Weaver	904-594-0140
Lake Alfred	\$3,300,000	Josh Koerner/Frost Weaver	904-594-0140
Lake Placid	\$1,800,000	Josh Koerner/Frost Weaver	904-594-0140
Orange Park	\$2,079,000	Josh Koerner/Frost Weaver	904-594-0140
Orlando	\$2,500,000	Josh Koerner/Frost Weaver	904-594-0140
Palm Bay	\$2,966,832	Josh Koerner/Frost Weaver	904-594-0140
Port Charlotte	\$3,300,000	Josh Koerner/Frost Weaver	904-432-0140
Port St. Lucie	\$3,250,000	Josh Koerner/Frost Weaver	904-594-0140
Spring Hill	\$3,300,000	Josh Koerner/Frost Weaver	904-594-0140
Vero Beach	\$6,800,000	Josh Koerner/Frost Weaver	904-594-0140

## Idaho

Post Falls	\$3,750,000	Ryan Layton	509-435-2424
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## Illinois

Kewanee	Call Broker	Bruce Bahrmassel/Jesse Luke	312-518-3550
Zion	Call Broker	Bruce Bahrmassel	312-518-3550

## Indiana

Muncie	\$535,000	Rob Schick	317-403-1205
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## Iowa

Clinton	\$2,900,000	Tom Flannigan	612-790-3747
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## Iowa, cont.

Davenport	\$4,900,000	Tom Flannigan	612-790-3747
Kalona	\$1,300,000	Tom Flannigan	612-790-3747

## Kansas

Iola	\$895,000	Larry Goldman	913-707-9030
Wichita	Call Broker	Larry Goldman	913-707-9030

## Kentucky

Louisville	Call Broker	Mike Helline	502-296-4586
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## Michigan

Ray	\$790,000	Jim Soltis	810-494-2062
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## Minnesota

Little Canada	\$1,799,000	Tom Flannigan	612-790-3747
Oak Grove	\$2,050,000	Tom Flannigan	612-790-3747
Spicer	Call Broker	Tom Flannigan	612-790-3747
Wabasha	\$925,000	Tom Flannigan	612-790-3747

## Mississippi

Diamondhead	\$6,400,000	Bill Barnhill/Stuart LaGroue	251-432-1287
Kiln	Call Broker	Bill Barnhill/Stuart LaGroue	251-432-1287

## Montana

Billings	\$1,990,000	Larry Hayes/Kim VanDelinder	406-698-6850
Billings	\$3,325,000	Larry Hayes/Kim VanDelinder	406-698-6850

## Nebraska

Lemoyne	<b>SOLD</b>	Joan Lucas/Mark Billingsley	720-855-6587
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## North Carolina

Gastonia	Call Broker	Jamey Cox	704-995-9168
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## Oklahoma

Broken Bow	\$1,600,000	Jared Jones	918-609-0541
Eufaula	<b>SOLD</b>	Jared Jones	918-609-0541
Lawton	Call Broker	Jared Jones	918-609-0541
Tulsa	Call Broker	Jared Jones	918-609-0541

## Oregon

Medford	\$375,000	Scott King	541-890-6708
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## Pennsylvania

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

Anna	\$1,500,000	Chad Snyder/Tyler Trahant	817-813-5642
Cleburne	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Fort Worth	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Fort Worth	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Odessa	\$2,300,000	Chad Snyder/Tyler Trahant	817-813-5642
Plano	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Texas City	\$6,500,000	Faith Pate	713-805-2907

## Washington

Hoodspport	\$575,000	Ryan Layton	509-435-2424
Spokane	Call Broker	Ryan Layton	509-435-2424

## ARGUS SALES



Congratulations to **Joan Lucas of Joan Lucas Real Estate Services** who sold L&L Mini Storage in Cortez, CO and Lake Mac Storage in Lemoyne, NE! Contact Joan at 720-855-6587 for details.



Congratulations to **Jared Jones of Jones Investment Real Estate** who sold C&H Storage in Eufaula, OK! Contact Jared at 918-948-3941 for details.



## Now Available! Self-Storage Development Reports



We are continuing to see the self-storage development pipeline build. Make sure you are looking “around the corner” and are aware of new self-storage developments within your market. New supply can have a meaningful impact on valuation and the performance of your self-storage property. Understanding what new developments are planned or under construction will allow you to make better investment decisions and outperform the market.

*Contact your local Argus Broker Affiliate to request your report!*

### Contact an Argus Broker Affiliate

#### NORTHEAST

Guy Blake, CCIM  
Linda Cinelli, CCIM, CEA  
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  
Jamey Cox  
Brooks Dove  
Ed Nicholson  
Josh Koerner & Frost Weaver

Omega Properties, Inc.  
Percival Partners  
Brick Realty, LLC  
The Nicholson Companies  
Weaver Realty Group, Inc.

251-432-1287  
704-995-9168  
770-530-8441  
757-474-5364  
904-591-0140

FL Panhandle  
NC, SC  
North GA  
MD, VA  
FL (except Panhandle), South GA

#### 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 & Kim VanDelinder  
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