



SELF STORAGE ADVISORS

MARKET MONITOR

America's Premier Self Storage Brokers

Issue III-2023

Who Is Swimming Naked?

by Ben Vestal

The uncertainty of the financial markets over the last 30 days has had everyone on pins and needles waiting for the next shoe to drop, and it is clear that the recent bank failures have yet to fully work their way through the system, and may only be the tip of the iceberg. One certainty is that the value of self-storage properties is changing as equity providers and investors are looking for appropriate risk-adjusted returns and safe havens. The main take away from our most recent market participation is that there are still very willing buyers in the market, but the question is whether they are REAL and ABLE to execute.

The Federal Reserve recently announced that it will raise interest rates by 0.25 percentage points following the March 21-22 meeting. This marks the ninth straight meeting that the Fed has raised rates in an effort to reduce liquidity to the financial markets and tamp down high inflation. As we continue to see interest rates rise, it undoubtedly puts downward pressure on all commercial real estate, including self-storage. This is making it hard for buyers and sellers to agree on pricing which has led to very limited transaction velocity in Q1-2023. Limited closing data has made it difficult to pin down what the true market values are currently. If you are selling today and are lucky enough to have multiple offers on your property, it's important to realize that it is not all about price. Today, a buyer's ability to execute and close in these uncertain times is more valuable than ever before.

Clearly self-storage is one of the shining stars in

commercial real estate as it continues to outperform inflation and other CRE investments. With limited new supply coming online, increasing usership, and an overall superior business model, self-storage is well-positioned to weather the upcoming economic storm. However, as Warren Buffet has told the Berkshire Hathaway investors on several occasions, "You only find out who is swimming naked when the tide goes out." In other words, you truly don't understand or appreciate the risk that companies are taking until they are tested by adverse conditions. This is akin to saying everyone looks like a genius in a bull market. It is safe to say that the self-storage companies are being tested today by adverse conditions with the rapidly rising debt cost and the return of seasonality.

With more than 29 years of self-storage brokerage experience, Argus has been through a few real estate cycles and one thing that we have learned is that they always go farther and last longer than anyone thinks. The value of professional advice during a self-storage transaction today cannot be simply measured by wins and losses. Today the value of an experienced self-storage broker can only be measured by the broker's experience with the ever-changing buyer pool and assisting their clients with picking the right buyer, not just the highest bidder. If you are considering selling today due to a life event or other motivations, a call to your local Argus broker may be more beneficial than ever. **MM**

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



PROPERTY SHOWCASE

Colorado Springs, CO

Offers Due 4/13

- 603 Units **NEW!**
- 51,987 RSF
- Scheduled to be delivered in April 2023
- Brand new C of O Self Storage Property
- Located right outside the entrance of the beautiful Broadmoor Hotel & Resort in Colorado Springs
- Infill location with high barriers to entry in major MSA

Cole Carosella
720-909-8602
cole@argus-realestate.com



Vero Beach, FL

\$7,000,000

- 632 Units **NEW!**
- 63,300 RSF
- 4.68 Acres
- Upside potential with below market rental rates
- Close proximity to City connectors such as US-1, I-95, and the West Vero Corridor
- Fenced and well-lit with security cameras
- Currently 96% occupied even after recent price increase

Josh Koerner & Frost Weaver
904-591-0140
jkoerner@weaver-realty.com



Gypsum, CO

Offers Due 4/6

- 190 Units **NEW!**
- 42,000 RSF
- Vail Valley Investment Opportunity! Market benefits from high barriers to entry resulting in increased \$/SF rates
- Value-add opportunity - below market rents
- Less than 1 mile from the regional Costco, which brings traffic from across the Vail Valley

Cole Carosella
720-909-8602
cole@argus-realestate.com



Kingsland, GA

Offers Due 4/19

- 333 Units **NEW!**
- 31,325 RSF
- 6.39 Acres
- Built in 2023
- Option for phase 2 expansion, (20,000sqft footprint to be confirmed)
- 40,150 GRSF ft of climate-controlled storage consisting of 3 Buildings
- 360+ Feet frontage along Laurel Island Parkway

Ryan Haney & Josh Koerner
904-591-1556
rhaney@weaver-realty.com



Pueblo, CO

Offers Due 4/18

- 616 Units **NEW!**
- 75,350 RSF
- 5.3 Acres
- Very well-constructed single-story drive-up self-storage property
- Highly occupied property currently at 99% occupancy
- Recent climate control expansion now fully leased
- 3-bedroom house attached to the office

Cole Carosella
720-909-8602
cole@argus-realestate.com



Dillsboro, IN

\$1,050,000

- 152 Units **NEW!**
- 19,450 RSF
- 3 Acres
- Built in 2004
- Steady performer with high occupancy year after year
- 20 outside parking spaces
- Fully fenced with electronic gate and keypad and 24 Hr. video surveillance
- 1 acre of additional land included for expansion

Rob Schick
317-403-1205
schickassociates@gmail.com





PROPERTY SHOWCASE

Minnesota Portfolio

Offers Due 4/6

- 6-Property Portfolio
- 1,463 Total Units **NEW!**
- 66,602 Total RSF
- 46 Total Acres
- Locations in Alexandria, Willmar, and Redwood Falls
- The facilities are built for remote management with fences, gate systems and 24-hour rental kiosks

Tom Flannigan, Alex Ihrke, Matt Haugen & Nathan Gottlieb
 612-930-6614
 tom@selfstorage.com, alex@selfstorage.com, mhaugen@selfstorage.com, nathan@selfstorage.com



Broken Arrow, OK

\$6,800,000

- 324 Units
- 48,215 RSF **NEW!**
- 4.62 Acres
- Institutional-quality asset located in Tulsa, OK, a top 55 MSA
- Well-positioned infill location with high barriers to entry
- Opportunity to lower acquisition basis through pad site land lease, development or disposition

Jared Jones, CCIM
 918-948-3941
 jjones@selfstorage.com



Saddle Brook, NJ

\$4,000,000

- Development Site
- 118,349 GSF **NEW!**
- 3.64 Acres
- In-Place Site Plan Approvals
- Dense Residential Location: 290,000 population within 3 miles
- Convenient Location: Less than one mile to Route 46, Route 80, Garden State Parkway

Linda Cinelli, CCIM & Edan Cohen
 908-722-5661
 linda@lcrealityusa.com



Paris, TX

Offers Due 4/5

- 275 Units
- 35,801 RSF **NEW!**
- 7.5 Acres
- Converted Nursing Home to 100% Climate Controlled property plus newly opened climate-controlled building
- Total of 7.5 acres allows for the ability for further expansion of property for drive-up storage or additional climate-controlled units

Chad Snyder & Tyler Trahant
 817-980-7276
 csnyder@dominuscommercial.com



Grove, OK

\$1,950,000

- 205 Units
- 35,190 RSF **NEW!**
- 2.5 Acres
- Value-add facility near Grove, OK, the largest city near one of the biggest regional lakes
- Attractive price point versus replacement cost
- Well-positioned facility with great highway visibility and long-term tenant base
- Built in 1992

Jared Jones, CCIM
 918-948-3941
 jjones@selfstorage.com



Granbury, TX

\$850,000

- 94 Units
- 9,770 RSF **NEW!**
- 0.81 Acres
- Value Add Storage Property in Growing Granbury, TX (Southwest Market of Fort Worth)
- Management upside on existing mom and pop operation
- Excellent visibility and exposure in West Granbury

Chad Snyder & Tyler Trahant
 817-980-7276
 csnyder@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

Elberta	\$1,895,000	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

Arkansas

Greenbrier	\$1,400,000	Larry Goldman	913-707-9030
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California

Sonora	\$440,000	Ken Miller	530-768-1650
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Colorado

Brighton	SOLD	Joan Lucas	720-855-6587
CO Springs	Call Broker	Cole Carosella	720-909-8602
Evans	Call Broker	Cole Carosella	720-909-8602
Gypsum	Call Broker	Cole Carosella	720-909-8602
Longmont	Call Broker	Cole Carosella	720-909-8602
Pueblo	Call Broker	Cole Carosella	720-909-8602

Connecticut

New Milford	Call Broker	Linda Cinelli/Guy Blake	908-722-5661
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Florida

Portfolio (6)	\$16,871,340	Josh Koerner/Frost Weaver	904-594-0140
Bellevue	\$3,300,000	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	\$3,750,000	Josh Koerner/Frost Weaver	904-594-0140
Ft. Pierce	\$14,000,000	Josh Koerner/Frost Weaver	904-594-0140
Hudson	\$2,750,000	Josh Koerner/Frost Weaver	904-594-0140
Jacksonville	\$4,500,000	Josh Koerner/Frost Weaver	904-594-0140
Jacksonville	\$4,500,000	Josh Koerner/Frost Weaver	904-594-0140
Lake Alfred	\$4,500,000	Josh Koerner/Frost Weaver	904-594-0140
Lake Placid	\$1,800,000	Josh Koerner/Frost Weaver	904-594-0140
Orange Park	\$3,307,500	Josh Koerner/Frost Weaver	904-594-0140
Palm Bay	\$3,750,000	Josh Koerner/Frost Weaver	904-594-0140
Palm Bay	\$2,300,000	Josh Koerner/Frost Weaver	904-594-0140
Port Charlotte	\$4,500,000	Josh Koerner/Frost Weaver	904-432-0140
Port St. Joe	Call Broker	Linda Cinelli/Bill Barnhill	908-722-5661
Port St. Lucie	\$3,250,000	Josh Koerner/Frost Weaver	904-594-0140
Sarasota	\$2,500,000	Josh Koerner/Frost Weaver	904-594-0140
Spring Hill	\$3,750,000	Josh Koerner/Frost Weaver	904-594-0140
Vero Beach	\$7,000,000	Josh Koerner/Frost Weaver	904-594-0140

Georgia

Kingsland	Call Broker	Ryan Haney/Josh Koerner & Frost Weaver	904-591-1556
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Illinois

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

Dillsboro	\$1,050,000	Rob Schick	317-403-1205
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Indiana Cont.

Lafayette	\$7,150,000	Rob Schick	317-403-1205
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Iowa

Clinton	\$2,600,000	Tom Flannigan	612-790-3747
Des Moines	SOLD	Tom Flannigan	612-790-3747
Sioux City	\$900,000	Tom Flannigan	612-790-3747

Kansas

Iola	\$895,000	Larry Goldman	913-707-9030
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Kentucky

Louisville	Call Broker	Mike Helline	502-296-4586
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Michigan

Ray	\$590,000	Jim Soltis	810-494-2062
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Minnesota

Little Canada	\$1,690,000	Tom Flannigan	612-790-3747
MN Portfolio	Call Broker	Tom Flannigan	612-790-3747

New Jersey

Saddle Brook	\$4,000,000	Linda Cinelli/Edan Cohen	908-722-5661
Wharton	Call Broker	Linda Cinelli/Edan Cohen	908-722-5661

New York

Jordan	\$300,000	Guy Blake	845-787-1372
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North Carolina

Gastonia	Call Broker	Jamey Cox	704-995-9168
Mt. Pleasant	\$2,650,000	Jamey Cox	704-995-9168
Salisbury	Call Broker	Jamey Cox	704-995-9168

Oklahoma

Broken Arrow	\$6,800,000	Jared Jones	918-609-0541
Edmond	Call Broker	Jared Jones	918-609-0541
Grove	\$1,950,000	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	Call Broker	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
Granbury	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Paris	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Texas City	SOLD	Faith Pate	713-805-2907

Washington

Spokane	Call Broker	Ryan Layton	509-435-2424
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Wisconsin

Prescott	\$1,650,000	Bruce Bahrmassel	312-518-3550
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ARGUS SALES



Congratulations to **Faith Pate and Bill Brownfield of MLB Commercial Real Estate** who sold Bo's Self Storage in Texas City, TX! Contact Faith at 713-805-2907 for details.



Congratulations to **Chad Snyder & Tyler Trahant of Dominus Commercial** who sold Safe & Secure Storage in San Angelo, TX! Contact Chad and Tyler at 817-242-2361 for details.



Congratulations to **Jeff Gorden, CCIM of The Gorden Company and David Etzold of Etzold & Co** who represented the buyer of Out West Storage in Albuquerque, NM! Contact Jeff at 702-643-1000 for details.



Congratulations to **Joan Lucas of Joan Lucas Real Estate Services and Cole Carosella of Arugs Self Storage Advisors** who sold Pony Express Self Storage in Brighton, CO! Contact Joan at 720-855-6587 for details.



Join us April 12-13, 2023 at the **Inside Self Storage World Expo** in Las Vegas, NV. Argus will be in booth **#643**, we hope to see you there!

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

Area CRE Services
NAI Pleasant Valley
Goldman Investment Advisors, Inc.
Schick & Associates
Preview Properties.com

312-518-3550
612-790-3747
216-831-3310
913-707-9030
317-403-1205
810-494-2062

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

SOUTH CENTRAL

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

Omega Properties, Inc.
MLB Commercial Real Estate
Etzold & CO
Goldman Investment Advisors, Inc.
Column Realty
Jones Investment Properties
Dominus Commercial

251-432-1287
713-805-2907
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 & Cole Carosella
Ken Miller
Tenere Williams
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
Douglas Elliman Real Estate
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
626-788-7774
206-200-3325

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