

## Argus Looks to the Future

by Ben Vestal

When I first entered the self-storage industry 20 years ago, it looked very different from the landscape we know today. Self-storage was still viewed as a niche investment class, often overlooked by institutional investors and lacking the sophisticated technology platforms that now drive operations. Over the past two decades, I have witnessed remarkable change: a once fragmented industry has matured into a highly institutionalized asset class with sophisticated revenue management tools, advanced data analytics, and a robust pipeline of professional operators and capital sources. This evolution has not only transformed the customer experience but has also elevated self-storage into one of the most resilient and dynamic segments of the commercial real estate market.

Against this backdrop of growth and innovation, I am proud to announce an exciting milestone for our third-party management platform, Argus Professional Storage Management (APSM). On September 24, 2025, SmartStop Self Storage REIT, Inc. (NYSE: SMA), a premier owner and operator of self-storage facilities in the U.S. and Canada, signed a contribution agreement with APSM to combine our management platform with SmartStop. APSM, which we founded in 2012, has grown to become the sixth-largest and second-largest independent third-party management company in the nation, managing 227 stores across 26 states. Together with SmartStop, the combined platform will own or manage over 460 self-storage properties across North America.

This is truly a game-changing transaction for the self-storage industry. SmartStop's entrepreneurial approach, robust technology, and multiple partnership options—including SmartStop branded, SmartStop Legacy, and full Private Label—will allow APSM's clients to continue enjoying the flexibility and independence they value, while gaining access to an industry-leading platform that drives operational efficiency, dynamic pricing, and comprehensive marketing support. By joining forces, APSM and SmartStop are creating the first entrepreneurial-minded, industry-leading operating platform in self-storage designed to help storage owners thrive in today's competitive marketplace.

While this combination is an exciting step forward for APSM, it is important to emphasize what this transaction does **NOT** change: **Argus Self Storage Advisors remains 100% independent and is not affected by the merger be-**

**tween APSM and SmartStop.** Our brokerage firm (**Argus Self Storage Advisors**) continues to operate under its own leadership and vision, and we have never been more energized about the future. Over the past year alone, Argus Self Storage Advisors has enjoyed a 26% increase in the number of closed transactions and a 47% increase in total volume, a testament to the strength of our network, quality of our Brokers and the trust our clients place in us.

As market conditions continue to evolve with cap rates stabilizing across all primary, secondary, and tertiary markets, and with the 10-year Treasury hovering around 4% our Brokerage team is uniquely positioned to advise owners on how to navigate these shifting dynamics. Whether it's understanding the "flight to quality" that is driving investors toward major-market, Class A deals, or leveraging our national reach and local expertise to unlock value in secondary and tertiary markets, Argus Self Storage Advisors remains a trusted partner for owners seeking to maximize the value of their self-storage investments.

Our independence allows us to continue delivering unbiased advice, customized marketing strategies, and personal attention to each client. We draw on three decades of self-storage brokerage experience, a robust national network, and deep market knowledge to craft solutions tailored to each owner's goals. As technology and institutional capital reshape the industry, we remain steadfast in our commitment to combining data-driven insights with the human touch—listening, advising, and executing on behalf of our clients with integrity and professionalism.

Looking ahead, we believe the self-storage industry is poised for continued consolidation, innovation, and opportunity. Those who understand the underlying fundamentals, adapt to changing market conditions, and embrace both technology and expertise will be well-positioned to thrive. At Argus Self Storage Advisors, our mission has always been to help our clients do exactly that. We are excited about the road ahead and remain deeply grateful for the relationships and trust that have fueled our growth over the past 30 years.

Thank you for your continued support and confidence. **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)*

**NEW**

## **Loxley, AL** \$3,800,000

- 47,400 RSF
- 206 Units
- 6.4 Acres
- Built in 2021
- Excellent location and visibility with over 360' on State Hwy. 59 (aka Gulf Shores Pkwy)
- Master plan approved for three additional buildings totaling 41,860 SF

**Bill Barnhill, CCIM**  
**& Sharon R. Wright, CCIM**  
251-510-1822  
sharon@selfstorage.com



**NEW**

## **Titusville, FL** \$3,300,000

- Offers Due 10/15/25
- 50,579 RSF
- 227 Units
- 172 drive up units with mix of climate and non-climate storage
- 55 RV & boat parking spots
- 8 Buildings and 8 Boxwell containers
- Great location and visibility along US-1 with 840' of frontage and 29,000 cars per day

**Josh Koerner**  
904-591-01440  
josh@coastalstorage.com



**NEW**

## **Little Rock, AR** \$1,200,000

- Development Site
- 1.867 Acres
- City Approved Development for class A Climate Controlled Storage
- 1 Mile from the Big Rock Interchange, one of the busiest intersections in the state, with over 180,000 vehicles passing through it daily

**Larry Goldman, CCIM**  
**& Derek Arnold**  
913-575-4790  
derek@selfstorage.com



**NEW**

## **Hammond, LA** \$1,950,000

- Two-Property Portfolio
- 31,840 RSF
- 200 Units
- 6.53 +/- Acres
- Both locations are fenced and gated with keypad access
- Excellent visibility and access
- Expansion land available (both locations)

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



**NEW**

## **Pine Bluff, AR** \$600,000

- 9,200 RSF
- 76 Units
- 0.6 Acre
- Strong historic economic occupancy
- Well lit facility equipped with keypad access and security cameras
- Adjacent Land Available for facility expansion

**Larry Goldman, CCIM**  
**& Derek Arnold**  
913-575-4790  
derek@selfstorage.com



**NEW**

## **Eastham, MA** \$2,550,000

- 11,000 RSF
- 94 Units
- 0.74 Acres
- Excellent Visibility & Access – Prominent location in town center next to Willy's Gym with convenient traffic flow from Eastham's main corridor, Route 6
- Undersupplied Market
- Expansion Opportunity

**Joe Robinson, CCIM**  
**& Jessie Gilton**  
603-714-4019  
jrobinson@nainorwoodgroup.com



**NEW**

## Bemidji, MN \$950,000

- 22,336 RSF
- 93 Units
- 3.69 Acres
- New Construction & Expansion  
– Built in 2020 with an expansion completed in 2022, totaling 22,336 rentable square feet and 93 all-steel, drive up units
- 83.9% Physical Occupancy

**Nathan Gottlieb &  
Tom Flannigan**  
651-269-6307  
tom@selfstorage.com



**NEW**

## Burleson, TX Call Broker for Price

- 48,120 RSF
- 225 Units
- Potential conversion of 10,000 SF retail to storage units
- Mom-and-pop managed facility
- Price offered at/below replacement cost
- Built in 1970
- 50% Physical Occupancy

**Tyler Trahant & Chad Snyder**  
817-901-7600  
ttrahant@dominuscommercial.com  
csnyder@dominuscommercial.com



**NEW**

## South Sioux City, NE \$495,000

- 11,000 RSF
- 53 Units
- 0.99 Acres
- 96% Physical Occupancy
- Mom and pop ownership with revenue growth potential
- Strong cashflow with scalable upside
- Strategic location in growing community

**Cole Carosella & Matthew Cox**  
720-909-8602  
cole@argus-realestate.com



## Kingsland, GA \$3,100,000

- 15,000 Storage RSF
- 36,377 Boat/RV RSF
- 157 Storage Units
- 78 Boat/RV Units
- Built in 2005
- Boat and RV currently leased up to 79% after one year
- Fully-fenced facility with security cameras and a 24 hour kiosk
- Upside in professional management and marketing

**Ryan Haney & Josh Koerner**  
904-591-1556  
ryan@coastalstorage.com



## Litchfield, MN \$2,250,000

- 5-Property Portfolio
- 40,415 RSF
- 211 Units
- 3.2 Acres
- 99% Unit Occupancy
- Underserved Market - With only two competing facilities in town, there is strong market demand and an opportunity to increase rental rates across the portfolio.

**Nathan Gottlieb &  
Tom Flannigan**  
651-269-6307  
tom@selfstorage.com



## Billings, MT \$1,995,000

- 33,500 Storage RSF
- 10,000 Parking RSF
- 185 Storage Units
- 40 Parking Units
- Efficient Operations with Upside  
– Achieving strong average rents of \$6.23 without professional management, with potential to further improve margins by reducing payroll through remote or third-party management

**Kim Van Delinder**  
406-698-6850  
kim@theselfstoragebrokers.com



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

Loxley \$3,800,000 Bill Barnhill & Sharon Wright 251-432-1287

## Arizona

Surprise \$17,999,999 Jeff Gorden 480-331-8880  
Tucson \$2,400,000 Jeff Gorden 480-331-8880

## Arkansas

Highland \$1,300,000 Larry Goldman/Derek Arnold 913-707-9030  
Little Rock \$1,200,000 Larry Goldman/Derek Arnold 913-707-9030  
Pine Bluff \$600,000 Larry Goldman/Derek Arnold 913-707-9030

## Colorado

CO & TX Portfolio Call Broker Cole Carosella & Faith Pate 720-909-8602  
Golden Call Broker Cole Carosella & Matthew Cox 720-909-8602

## Connecticut

Brookfield \$995,000 Guy Blake 845-522-5900

## Florida

Arcadia \$1,950,000 Josh Koernerr 904-594-0140  
Bellevue Call Broker Josh Koerner 904-594-0140  
Cocoa \$1,800,000 Josh Koerner 904-594-0140  
Deltona \$1,550,000 Josh Koerner 904-594-0140  
Fort Pierce Call Broker Josh Koerner 904-594-0140  
Holly Hill \$2,400,000 Josh Koerner 904-594-0140  
Mims \$1,500,000 Josh Koerner 904-594-0140  
Ocala \$1,380,000 Josh Koerner 904-594-0140  
Palm Coast Call Broker Josh Koerner 904-594-0140  
Port Charlotte \$1,500,000 Josh Koerner 904-594-0140  
Titusville \$3,300,000 Josh Koerner 904-594-0140  
Williston \$1,450,000 Josh Koerner 904-594-0140

## Georgia

Cataula Call Broker Brooks Dove 678-439-8441  
Douglas \$2,200,000 Ryan Haney/Josh Koerner 904-591-1556  
Douglasville Call Broker Ryan Haney/Josh Koerner 904-591-1556  
Dublin \$2,400,000 Ryan Haney/Josh Koerner 904-591-1556  
Kingsland \$3,100,000 Ryan Haney/Josh Koerner 904-591-1556  
Macon \$289,000 Ryan Haney/Josh Koerner 904-591-1556

## Illinois

Rantoul \$2,500,000 Bruce Bahrmassel 312-518-3550  
Rockford \$3,500,000 Bruce Bahrmassel 312-518-3550  
Springfield \$1,400,000 Larry Goldman & Derek Arnold 913-707-9030

## Iowa

Pleasant Hill \$1,500,000 Tom Flannigan 612-790-3747

## Kansas

Gardner \$1,600,000 Larry Goldman & Derek Arnold 913-707-9030  
Sterling \$750,000 Larry Goldman & Derek Arnold 913-707-9030

## Louisiana

Basile \$175,000 Sharon Wright/Bill Barnhill 251-432-1287  
Hammond \$1,950,000 Stuart LaGroue/Bill Barnhill 251-432-1287

## Massachusetts

Dracut \$11,000,000 Joe Robinson & Joe Mendola 603-714-4019  
Eastham \$11,000,000 Joe Robinson & Jessie Gilton 603-714-4019

## Michigan

Allen Park Call Broker Kevin Friedman 847-436-5483

## Minnesota

Bemidji \$950,000 Tom Flannigan 612-790-3747  
Litchfield \$2,250,000 Tom Flannigan 612-790-3747  
Owatonna **SOLD** Tom Flannigan 612-790-3747  
Park Rapids **SOLD** Tom Flannigan 612-790-3747

## Mississippi

Madison \$2,600,000 Bill Barnhill & Stuart LaGroue 251-432-1287  
Radiant Portfolio \$3,566,000 Bill Barnhill & Stuart LaGroue 251-432-1287

## Missouri

Harrisonville Call Broker Larry Goldman 913-707-9030  
Moberly \$1,350,000 Larry Goldman 913-707-9030  
Peculiar/Pleasant Hill Call Broker Larry Goldman 913-707-9030

## Montana

Billings \$1,995,000 Kim Van Delinder 406-698-6850  
Helena \$1,895,000 Kim Van Delinder 406-698-6850

## New Jersey

Egg Harbor Call Broker Linda Cinelli 908-722-5661  
Waretown \$1,650,000 Jim Remler 973-936-8250

## New Mexico

Las Cruces \$9,000,000 Sam Livingston 915-497-4054  
Lovington \$4,900,000 Jared Jones 918-948-3941

## Nebraska

S. Sioux City \$495,000 Cole Carosella 720-909-8602

## Oklahoma

Ardmore Call Broker Jared Jones 918-948-3941  
Moore \$600,000 Jared Jones 918-948-3941  
Muskogee \$675,000 Jared Jones 918-948-3941  
OKC/Mustang \$18,750,000 Jared Jones 918-948-3941  
Stillwater \$3,400,000 Jared Jones 918-948-3941

## Oregon

Grants Pass \$600,000 Scott King 541-890-6708  
Medford \$375,000 Scott King 541-890-6708

## Pennsylvania

Bechtelsville \$1,350,000 Chuck Shields 610-828-0100  
Reading Portfolio Call Broker Cole Carosella/Chuck Shields 720-909-8602

## Texas

Atlanta Call Broker Chad Snyder/Tyler Trahant 817-813-5642  
Bay City \$4,500,000 Faith Pate/Bill Brownfield 713-805-2907  
Brownsville Call Broker Chad Snyder/Tyler Trahant 817-813-5642  
Burleson Call Broker Chad Snyder/Tyler Trahant 817-813-5642  
Conroe \$1,450,000 Chad Snyder/Tyler Trahant 817-813-5642  
Dallas Call Broker Chad Snyder/Tyler Trahant 817-813-5642  
Odessa Call Broker Chad Snyder/Tyler Trahant 817-813-5642  
Weatherford Call Broker Chad Snyder/Tyler Trahant 817-813-5642  
Yantis Call Broker Chad Snyder/Tyler Trahant 817-813-5642

## Washington

Ellensburg **SOLD** Ryan Layton/Greg Meager 509-435-2424

## Wyoming

Cheyenne Call Broker Cole Carosella & Matthew Cox 720-909-8602  
Cheyenne \$3,950,000 Cole Carosella & Matthew Cox 720-909-8602

## RECENT SALES



Congratulations to **Jared Jones of Jones Investment Real Estate** who sold Parkway Mini Storage in Ardmore, OK! Contact Jared at 918-948-3941 for details.



Congratulations to **Tom Flannigan, Alex Ihrke, Matt Haugen & Nathan Gottlieb of Area CRE Services** who sold a two-property portfolio in Owatonna, MN and Up North Storage Center in Park Rapids MN. Contact the team at 612-790-3747 for details.



## UPCOMING EVENTS



**TSSA Big Ideas Storage Conference**  
October 29-31, 2025  
JW Marriot - Austin, TX

**NCSSA Convention & Trade Show**  
November 3-4, 2025  
Embassy Suites Raleigh-Durham - Cary, NC

## CONTACT AN ARGUS BROKER AFFILIATE

### NORTHEAST

Guy Blake, CCIM  
Jim Remler  
Joseph Mendola  
Chuck Shields

#### Company

Pyramid Brokerage Company  
Coldwell Banker Commercial  
NAI Norwood Group  
Beacon Commercial Real Estate

#### Phone

845-522-5900  
973-936-8250  
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  
Ed Nicholson  
Josh Koerner & Frost Weaver  
Josh Koerner & Ryan Haney

Omega Properties, Inc.  
Percival Partners  
The Nicholson Companies  
Coastal Storage Group  
Coastal Storage Group

251-432-1287  
704-995-9168  
757-474-5364  
904-591-0140  
904-591-1556

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

### NORTH CENTRAL

Bruce Bahrmassel  
Tom Flannigan  
Kevin Friedman  
Alec Pacella, CCIM  
Larry Goldman, CCIM  
Rob Schick

Area CRE Services / KW Integrity Lakes  
Hayes Ventures  
NAI Pleasant Valley  
Goldman Investment Advisors  
Schick & Associates

312-518-3550  
612-790-3747  
847-436-5483  
216-831-3310  
913-707-9030  
317-403-1205

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

### SOUTH CENTRAL

Bill Barnhill, CCIM  
Larry Goldman, CCIM  
Mike Helline & Aaron Willis  
Jared Jones, CCIM  
Samuel Livingston & Jacob Livingston  
Faith Pate  
Chad Snyder & Tyler Trahant

Omega Properties, Inc.  
Goldman Investment Advisors  
Column Realty  
Jones Investment Properties  
Livingston Brokerage LLC  
MLB Commercial Real Estate  
Dominus Commercial

251-432-1287  
913-707-9030  
502-296-4586  
918-948-3941  
915-581-8754  
713-805-2907  
817-980-7276

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

### WEST

Cole Carosella & Matthew Cox  
Jeff Gorden, CCIM  
Jeff Gorden, CCIM  
Kim Van Delinder  
Scott King  
Ryan Layton  
Ken Miller

Argus Self Storage Advisors  
KW Commercial  
The Gorden Company  
Van Delinder Realty LLC  
Merit Commercial Real Estate  
American Real Estate Associates  
Northstate Commercial Partners

720-909-8602  
480-331-8880  
702-643-1000  
406-698-6850  
541-890-6708  
509-435-2424  
530-768-1650

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