

Reflecting on 2025 with Gratitude

by Ben Vestal

It was not an easy year for self-storage owners in 2025! Over the past 12 months we have seen the performance of the self-storage sector continue to muddle through the challenging operating environment of lower occupancies, low rental rates, and rising operating expenses. Values moderated in the first half of the year, and as we close out 2025, we are experiencing a reset in pricing expectations across all markets. This paradigm shift in the market has storage owners and investors reevaluating their business models and investment goals to make sure their investments excel in this new environment. With over 31 years of self-storage experience, Argus brokers continue to help our clients navigate the ever-changing self-storage landscape.

Despite the challenging market conditions, Argus Broker Affiliates had a very productive year helping our clients reposition their self-storage investments. In 2025, Argus successfully completed the sale of more than 100 self-storage properties with an aggregate value of over \$500 million. Argus clients continue to benefit from the local self-storage knowledge of our Broker Affiliates and national resources such as management expertise, development reports, sales comps, and market rent surveys just to name a few. This industry reach and resource depth have allowed Argus clients to navigate today's challenging operating and investment environment. As we often say around the Argus corporate headquarters, good owner/operators and brokers make money in both good and bad markets, and it is clear Argus clients are excelling in today's environment.

We are all very thankful that we are in the self-storage industry! Below I have highlighted a number of sales transactions from 2025 that illustrate the scope of the Argus platform, from 10-property multi-state portfolios to single asset transactions and self-storage development sites. Our success in a challenging market is what sets Argus apart from other commercial real estate advisors, and I am very thankful for all of the hard work our Argus Corporate staff and Argus Brokers have put in to making 2025 a success. **MM**

Ben Vestal, President, of Argus Self Storage Advisors can be reached at 800-55-STORE or bvestal@argus-realestate.com.

ARGUS 2025 TRANSACTION HIGHLIGHTS



ARGUS 2025 TRANSACTION HIGHLIGHTS

SOLD



Port St. Lucie, FL
Development Site

SOLD



St. Cloud, MN
38,690 RSF

SOLD



Athens, TX
2-Property Portfolio

SOLD



Robertsdale, AL
Vacant Facility

SOLD



Iowa
14-Property Portfolio

SOLD



Bixby & Catoosa, OK
2-Property Portfolio

SOLD



Mankato, MN
15,900 RSF

SOLD



Belleville, IL & Indianapolis, IL
2-Property Portfolio

SOLD



Miami, FL
Development Site

SOLD



Albany, GA
44,100 RSF

SOLD



Cheyenne, WY
3-Property Portfolio

SOLD



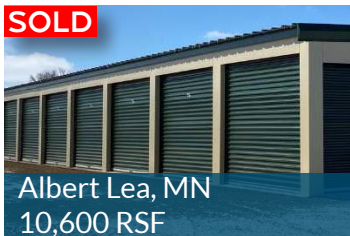
Ashland, OR
20,860 RSF

SOLD



Elkhart, IN
Development Site

SOLD



Albert Lea, MN
10,600 RSF

SOLD



La Marque, TX
9,944 RSF

SOLD



Alma, GA
5,600 RSF

SOLD



Shawnee & Talequah, OK
2-Property Portfolio

SOLD



Von Ormy, TX
Development Site

SOLD



Ft. Collins & Loveland, CO
2-Property Portfolio

SOLD



Temple, TX
20,875 RSF

SOLD



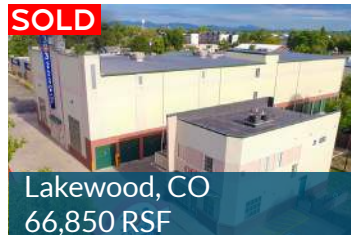
Wenatchee, WA
53,718 RSF

SOLD



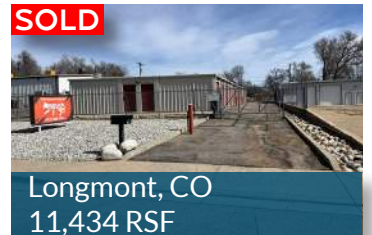
Mesquite, NV
177,236 RSF

SOLD



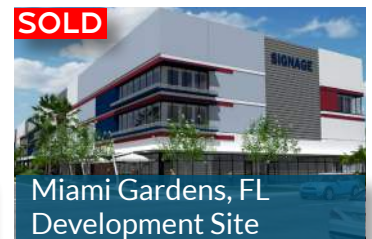
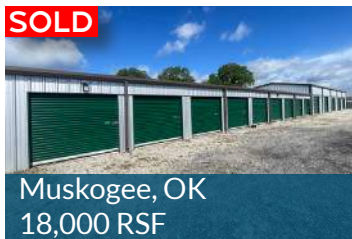
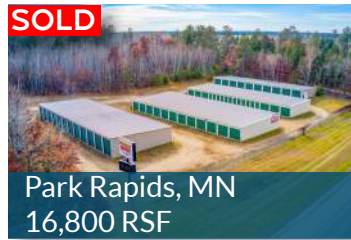
Lakewood, CO
66,850 RSF

SOLD



Longmont, CO
11,434 RSF

ARGUS 2025 TRANSACTION HIGHLIGHTS



NEW

Lake Havasu, AZ

Call Broker for Price

- **Under Contract**
- 42,292 RSF
- 443 Units
- High-visibility site along AZ-95
- 94% occupancy with room for rent optimization
- Modern amenities: auto gate, office, and climate control
- Rare Lake Havasu opportunity in a tight, high-demand market

Darsh Desai
701-405-3665
darsh@gorden-group.com



NEW

Pass Christian, MS

\$240,000

- 6,000 RSF drive-up self-storage facility
- 0.54 +/- acres on Menge Avenue across the street from Pineville Elementary School
- Room for expansion*
- Remote managed
- Built in 2002
- 92.5 % Physical Occupancy

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



NEW

Newton, IA

\$2,500,000

- Offers Due 12/17/25
- 71,188 RSF
- 320 Units
- Conveniently positioned along the Interstate 80 corridor
- Strong In-Place Performance: Portfolio is currently 90% occupied, providing immediate income stability and proven tenant demand.

Nathan Gottlieb & Alex Ihrke
612-930-6614
nathan@storage-advisors.com
alex@storage-advisors.com



NEW

Carrollton, MO

\$400,000

- Historically high occupancy in Carrollton providing a great opportunity for expansion in growing community
- 12 units totaling 3,000 SF on 8.78 acres
- Plenty of surrounding land to expand including a 30x100 pad that is cut & ready to grade
- 24 hour availability

Larry Goldman, CCIM
& **Derek Arnold**
913-707-9030
lgoldman@selfstorage.com



NEW

Peoria, IL

Market Bid

- Conversion
- 84,346 Building GSF
- 700+ Potential Units
- 12.86 Acres
- Approval for approximately 700 units of climate controlled and drive-up self storage
- Income in Place: Existing retail tenants generate revenue during planning and construction.

Alex Ihrke & Tom Flannigan
612-394-7553
alex@storage-advisors.com



NEW

Greensboro, NC

\$6,100,000

- 54,832 RSF
- 231 Units
- 8.47 Acres
- Built in 2021
- The unit mix consists of various mobile, non-mobile with inside condition storage, outside storage or drop off service
- Onsite office, modern camera system for monitoring and fenced and gated with code access

Jamey Cox
704-995-9168
jcox@selfstorage.com



NEW

Broken Arrow, OK \$6,400,000

- 45,685 RSF
- 337 Units
- 4.62 Acres
- Institutional-quality asset located in Tulsa, OK, a top 55 MSA
- Well-positioned in II location with high barriers to entry
- Attractive scale for current or new market entrants

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



NEW

Chappell Hill, TX Call Broker for Price

- 17,250 RSF
- 160 Units
- 80% Occupied
- Built in 2017
- Best-in-class climate controlled stabilized facility
- Expansion land available
- Within a supply-constrained market with limited direct competitors

Faith Pate & Bill Brownfield, CRE
713-805-2907
fpate@mlbcre.com



NEW

Collinsville, OK \$4,600,000

- Offers Due 1/20/25
- 58,250 Total RSF
- 505 Total Units
- Mid-lease up opportunity with recent expansion, located in a top 55 MSA (Tulsa).
- Five-building expansion is adding 34,400 RSF and 332 units, creating more scale.
- 9.5/RSF per person within 3 miles

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



NEW

Denison, TX \$675,000

- Expansion Land \$180,000
- 9,600 square foot self storage property with expansion land
- Owner managed with ability to operate remotely
- Ability to increase revenue via Tenant Insurance, Admin Fees, Sale of Moving Supplies
- High growth market in Grayson County

Tyler Trahan & Chad Snyder
817-901-7600
ttrahan@dominuscommercial.com



Sarasota, FL Call Broker for Price

- Fully Stabilized Remotely-Managed Self Storage Facility situated on 3.25 acres in Sarasota, FL
- 4 buildings totaling 47,000 GSF with 130 units and 10 RV/Boat parking spaces
- Fully fenced, lit, and secure with AI-enabled security cameras and cantilever gates using Opentech access controls

Josh Koerner
904-591-0140
josh@coastalstorage.com



Henniker, NH \$3,335,000

- 30,300 RSF
- 221 Units
- Strategically positioned along Route 202 with easy access to Interstate 89, the property benefits from steady traffic counts and excellent exposure, ensuring strong brand presence and convenient access for customers.

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



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

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

Arizona

Benson \$1,570,000 Jeff Gorden 480-331-8880
Lake Havasu City Call Broker Jeff Gorden 480-331-8880
Surprise **SOLD** Jeff Gorden 480-331-8880
Tucson \$1,850,000 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

Colorado Spgs \$3,500,000 Cole Carosella/Matthew Cox 720-909-8602

Connecticut

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

Florida

Arcadia \$1,950,000 Josh Koerner 904-594-0140
Bellevue Call Broker Josh Koerner 904-594-0140
Boynton Beach Call Broker Josh Koerner 904-594-0140
Bradenton \$3,250,000 Josh Koerner 904-594-0140
Cocoa \$1,800,000 Josh Koerner 904-594-0140
Fort Pierce Call Broker Josh Koerner 904-594-0140
Holly Hill \$2,400,000 Josh Koerner 904-594-0140
Miami Call Broker 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
Saint Johns \$2,800,000 Josh Koerner 904-594-0140
Sarasota Call Broker Josh Koerner 904-594-0140
Titusville \$3,300,000 Josh Koerner 904-594-0140
Williston \$1,450,000 Josh Koerner 904-594-0140

Georgia

Alma \$350,000 Ryan Haney/Josh Koerner 904-591-1556
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

Idaho

McCall Call Broker Ben Vestal/Ryan Layton 509-435-2424

Illinois

Peoria Call Broker Alex Ihrke/Tom Flannigan 612-790-3747
Rantoul \$2,500,000 Bruce Bahrmassel 312-518-3550
Springfield \$1,400,000 Larry Goldman/Derek Arnold 913-707-9030

Iowa

Newton \$2,500,000 Nathan Gottlieb/Alex Ihrke 612-790-3747
W. Burlington \$925,000 Alex Ihrke/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

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

Massachusetts

Dracut \$11,000,000 Joe Robinson/Joe Mendola 603-714-4019

Michigan

Allen Park \$975,000 Kevin Friedman 847-436-5483
Lansing \$1,200,000 Kevin Friedman 847-436-5483

Minnesota

Bemidji \$950,000 Nathan Gottlieb/Tom Flannigan 612-790-3747
Elgin \$1,100,000 Alex Ihrke/Tom Flannigan 612-790-3747
Willmar \$1,800,000 Matt Haugen/Tom Flannigan 612-790-3747

Mississippi

Madison \$2,600,000 Bill Barnhill/Stuart LaGroue 251-432-1287
Pass Christian \$240,000 Bill Barnhill/Stuart LaGroue 251-432-1287
Radiant Portfolio \$3,566,000 Bill Barnhill/Stuart LaGroue 251-432-1287

Missouri

Carrollton \$400,000 Larry Goldman 913-707-9030
Harrisonville Call Broker Larry Goldman 913-707-9030
Peculiar \$7,500,000 Larry Goldman 913-707-9030
Pleasant Hill \$6,500,000 Larry Goldman 913-707-9030

Montana

Billings \$1,750,000 Kim Van Delinder 406-698-6850

New Hampshire

Henniker \$3,335,000 Joe Robinson/Jessie Gilton 603-714-4019

New Jersey

Egg Harbor \$950,000 Linda Cinelli 908-722-5661
Waretown \$1,650,000 Jim Remler 973-936-8250

Nebraska

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

North Carolina

Burlington \$395,000 Jamey Cox 704-995-9168
Greensboro \$6,100,000 Jamey Cox 704-995-9168

Oklahoma

Broken Arrow \$6,400,000 Jared Jones 918-948-3941
Moore \$600,000 Jared Jones 918-948-3941
Muskogee **SOLD** Jared Jones 918-948-3941
Oklahoma City \$8,000,000 Jared Jones 918-948-3941
Stillwater \$3,200,000 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 Trahan 817-813-5642
Bay City \$4,500,000 Faith Pate/Bill Brownfield 713-805-2907
Brownsville Call Broker Chad Snyder/Tyler Trahan 817-813-5642
Chappell Hill Call Broker Faith Pate/Bill Brownfield 713-805-2907
Conroe \$1,450,000 Chad Snyder/Tyler Trahan 817-813-5642
Crandall Call Broker Chad Snyder/Tyler Trahan 817-813-5642
Dallas Call Broker Chad Snyder/Tyler Trahan 817-813-5642
Denison Call Broker Chad Snyder/Tyler Trahan 817-813-5642
Odessa Call Broker Chad Snyder/Tyler Trahan 817-813-5642
Weatherford Call Broker Chad Snyder/Tyler Trahan 817-813-5642

Wisconsin

Ashland \$1,600,000 Alex Ihrke/Tom Flannigan 612-790-3747

Wyoming

Cheyenne \$3,950,000 Cole Carosella/Matthew Cox 720-909-8602

RECENT SALES



Congratulations to **Ben Vestal, Cole Carosella & Matthew Cox of Argus Self Storage Advisors** who sold Citadel Self Storage in Colorado Springs, CO! Contact the team at 720-909-8602 for details.



Congratulations to **Jeff Gorden, CCIM of KW Commercial** who sold Surprise Mini Storage in Surprise, AZ! Contact Jeff at 480-331-8880 for details.



Congratulations to **Josh Koerner of Coastal Storage Group** who sold a development site in Pembroke Pines, FL! Contact Josh at 904-591-0140 for details.



Congratulations to **Jared Jones, CCIM of Jones Investment Real Estate** who sold Locked Up Self Storage in Muskogee, OK! Contact Jared at 918-948-3941 for details.



During the holiday season, our thoughts turn gratefully to those who have made our success possible. Please know how thankful we are for your relationship and your business. Argus wishes you and your family a wonderful holiday season and a peaceful and prosperous New Year!

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