ARGUS
SELF STORAGE ADVISORS

MARKET MONITOR

AMERICA'S PREMIER SELF STORAGE BROKERS

ISSUE IX-2026

2026 Self-Storage Association Meeting Recap

by Ben Vestal

As they do each fall, self-storage top executives and entrepreneurs gathered in Las Vegas this month to discuss industry trends, market fundamentals, investor sentiment, and the overall market outlook heading into the end of the year. Despite continued rising interest rates putting downward pressure on valuation and still-sluggish operating fundamentals throughout the industry, the overall sentiment was cautiously optimistic in Vegas. The consensus is that the industry continues to feel the effects of the slower housing market, overbuilding, and lower overall demand across the board. These current market headwinds have kept investors in check even though occupancy and rental rates seem to be showing signs of stabilizing. Most industry veterans remain optimistic about the industry long-term (3-7 years) and have a positive outlook. However, they are also very clear that if you need to sell an investment today or have a fully leveraged project you will need to be realistic about your options.

We all had our fingers crossed that the 2026 leasing season was going to be true sign of market improvement. But as we sit here today at the end of Q3, it is clear there was very little meaningful improvement in occupancy. Rental rates did show signs of stabilizing, but the improvements were modest at best. At the Large Operator's Council meeting, Public Storage CEO Tom Boyle pointed out that self-storage is flat or slightly up over the first three quarters of 2026 compared to other asset classes that are experiencing much bigger corrections. This has led to a very open and fluid transaction market. Today there is no shortage of willing and able buyers for appropriately priced self-storage investments with many investors feeling good about the long-term outlook for self-storage over the next 3-5 years. Today our bid sheets have never been deeper for properties in the top 25 MSA's, while secondary and tertiary market valuations and buyer pools are starting to show signs of softness.

It is also clear that the global bond market is showing signs of volatility with the 10-year treasury hitting 5% this week for the first time since October 2023. This increase in the 10-year treasury has most investors taking a pause as it is a benchmark for all investing which influences the cost of CRE capital. The silver lining to the current self-storage market is that our debt markets have remained open and fluid during the last 2-3 years while the industry experienced some operational headwinds. We have seen interest rates rise but self-storage debt has remained readily available and has allowed self-storage investors to continue to operate and reposition assets in today's market. Any kind of major disruption in the self-storage capital markets leading to even higher interest rates and less liquidity would be devastating to the overall investment market as we continue to work through oversupply, slower than expected lease up deals, and rental rate corrections across the county. The takeaway from the 2026 Fall Self-Storage Association meeting is that there is a possible crossroads in the market and the window may be closing. The circumstances of this changing market leave self-storage owners and operators with many challenges, and my experience tells me that owners have three options.

Option 1: Batten Down the Hatches
You want to hold on to your property for the long haul. The questions you must consider are: Are you willing to hold the property for five years or more? Do you have solid financing currently in place for a contractual period of at least three to five years? Do you have liquid resources to cover the debt service in the event that your revenues decline 10%-20%? Are you among the five most competitive properties in your 3-mile submarket? Can your submarket absorb a new competitor? If you cannot answer "yes" to these questions then you will likely have a problem reaching your objective of holding the property for a long period. If you have not locked in long term financing, don't believe you have the superior location and product in your submarket, and/or you are uncomfortable with the likelihood of reduced cash flow, try Option 2 below.

Option 2: Time to Move on, the Market is Changing
If you are thinking of retiring, lowering your risk, looking for more liquidity, or are concerned about your submarket or the general economy, then maybe you should think about selling. The necessary questions to answer are: Are you willing to sell at the current market price? Do you understand that cap rates have gone up and generally range from 5.25 to 8.5 (much lower than they should be, considering the ten-year treasury has been hovering around 5%), depending on the market and location of the property? For serious sellers, the right answer is "yes!" In summary, the serious buyers today are still active and well capitalized, very knowledgeable about self-storage valuations, and for the foreseeable future are only looking for projects that are priced correctly. The net result is that if you expect to sell in today's marketplace, you must be realistic on your pricing, be ready to move quickly, and be emotionally ready to recognize the market as it is! If any of your answers are "no," you may want to think about Option 3 or return to Option 1.

Option 3: Denial
Denial, by simple default or negligence, is often a popular choice when presented with rather stark and limited options. By any standards the first two options are more difficult and denial is easier – for now! However, the other two options give you some ability to protect the fruits of your labor and investment and are very likely to improve your future options. Thoughtful action is always more productive than worrying about doing nothing!

As advisors to the industry for over 30+ years, myself and our many Argus colleagues in the business can help you understand the market and assist you in buying, selling or positioning your assets for success in these changing times. Please contact your local Argus broker to receive a FREE no obligation valuation that will allow you best assess your next step. Although we wish we could change the market, we hope to be able to work with self-storage owners to find them the best solutions in today's rapidly changing environment. **MM**

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

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PROPERTY SHOWCASE

NEW

Bullhead City, AZ
$1,000,000

- 32,166 RSF
- 96 Units
- 100% Occupied
- Strategic Tri-State Location
- Rental Rate Upside
- Expansion Potential
- Owner-Managed with Operational Upside
- Recreation-Driven Demand

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

NEW

Longmont, CO
Call for Offers

- Offers Due 10/28/26
- 181,743 RSF
- 540 Units
- 91% Occupancy
- Premier Boulder County Location - Affluent demographics, supply constraints, and Boulder County's desirability support durable demand and a deep pool of private investment capital.

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

NEW

Santa Maria, CA
Call for Offers

- Offers Due 9/23/26
- 47,988 RSF
- 473 Units
- 99% Occupancy
- High-Visibility Location- 67,000 to 70,000 vpd on US-101.
- Strong Demographics - Blended in-place $1.07/SF vs $1.54/SF TractIQ market average - clear mark-to-market upside.

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

NEW

ID & WA Portfolio
$7,300,000

- Two-Property Portfolio
- 75,930 RSF
- 485 Units
- Premier value-add opportunity with an immediate pathway to increased yield through sophisticated operational optimization
- Both facilities are stabilized occupancy and cash flow positive day one.

Ryan Layton
509-435-2424
rlayton@areanw.com

NEW

Colorado Springs, CO
Call for Offers

- Offers Due 10/15/26
- 162,850 RSF
- 875 Units
- 99% Occupancy
- Strong Demographics - Affluent trade area with ~126K avg. 3-mile household income.
- Diverse Unit Mix - Interior, drive-up, enclosed RV, and parking product.

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

NEW

Elk River, MN
$1,000,000

- 11,710 RSF
- 72 Units
- 93% Occupancy
- Fenced, gated, storEDGE powered, online rentals live today.
- Direct corridor exposure with established drive-by signage.
- 17,192 residents within 3 miles, 19,270 projected by 2031, $117,233 median income.

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

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PROPERTY SHOWCASE

NEW

Moss Point, MS

$980,000

- 21,029 RSF
- 146 Units
- 95% Occupancy
- Direct frontage on Highway 613 with convenient access to I-10; 14,100 – 15,500 vehicles per day.
- Well-located self-storage facility in Moss Point, MS, offering versatile storage options.

Bill Barnhill, CCIM, Stuart P. LaGroue, Sr. & Sharon R. Wright, CCIM
251-432-1287
stuart@omegapropertiesinc.com

NEW

Gun Barrel City & Tool, TX

Call Broker for Price

- 116,420 RSF
- 641 Units
- 76.5% Occupancy
- Two well-occupied, locally owned and operated self-storage facilities in the Cedar Creek Lake market (Tool and Gun Barrel City, TX)
- 43 outside boat/RV and vehicle parking spaces at the Tool location
- Current ownership does not charge for Tenant Insurance

Tyler Trahant & Chad Snyder
817-242-2361
ttrahant@dominuscommercial.com
csnyder@dominuscommercial.com

NEW

New England Portfolio

Call for Offers

- Offers Due 10/1/26
- 716,737 Storage RSF
- 96,065 Parking SF
- Market Density - 17 properties across NH, MA, and CT
- Portfolio Scale - 5,612 total units with a 73% current occupancy (4,089 occupied units), offering both immediate cash flow and significant lease-up potential.

Cole Carosella & Joe Robinson, CCIM
720-909-8602
cole@argus-realestate.com

NEW

Walla Walla, WA

$2,150,000

- 24,850 RSF
- 175 Units
- 1.15 Acres
- New construction – low maintenance costs and energy efficient
- Located along highway 12 with great visibility
- Multiple sizes of storage units available

Greg Meager
509-795-4431
greg@areanw.com

NEW

Klamath Falls, OR

$1,500,000

- 14,200 RSF
- 97 Units
- 1.6 Acres
- Well-maintained facility benefiting from convenient highway access and strong visibility
- Exceptional location with strong traffic counts of ~8,818 vpd and easy left/right access directly from Hwy 97

Scott King
541-890-6708
scottnking@gmail.com

NEW

Oroville & Tonasket, WA

$3,650,000

- Three-Property Portfolio
- 64,815 RSF
- 319 Units
- 8.02 Acres
- Market Dominance: Own (3) of the (4) storage facilities in a market.
- Outside Covered Parking: Outdoor covered RV / Boat parking adjacent to locally frequented Osoyoos Lake.

Ryan Layton & Greg Meager
509-435-2424
rlayton@areanw.com

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CURRENT LISTINGS

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	$3,250,000	Bill Barnhill/Sharon Wright	251-432-1287
Arizona			
Bullhead City	$1,000,000	Darsh Desai	701-405-3665
Phoenix	Call Broker	Jeff Gorden	480-331-8880
Phoenix	SOLD	Darsh Desai	701-405-3665
San Tan Valley	$2,100,000	Darsh Desai	701-405-3665
Yuma	SOLD	Jeff Gorden	480-331-8880
Arkansas			
Highland	$950,000	Larry Goldman/Derek Arnold	913-707-9030
Hot Springs	$475,000	Larry Goldman/Derek Arnold	913-707-9030
Little Rock	$1,200,000	Larry Goldman/Derek Arnold	913-707-9030
Pine Bluff	$400,000	Larry Goldman/Derek Arnold	913-707-9030
California			
Santa Maria	Call Broker	Cole Carosella/Ken Miller	720-909-8602
Colorado			
Aurora	Call Broker	Cole Carosella/Matthew Cox	720-909-8602
Colorado Spgs.	Call Broker	Cole Carosella/Matthew Cox	720-909-8602
Fort Collins	Call Broker	Cole Carosella/Matthew Cox	720-909-8602
Greeley	Call Broker	Cole Carosella/Matthew Cox	720-909-8602
Longmont	Call Broker	Cole Carosella/Matthew Cox	720-909-8602
Connecticut			
Brookfield	$750,000	Guy Blake	845-522-5900
Florida			
Boynton Beach	Call Broker	Josh Koerner	904-594-0140
Brooksville/Gainesville	Call Broker	Josh Koerner	904-594-0140
Cape Coral	Call Broker	Josh Koerner	904-594-0140
Fort Myers	Call Broker	Josh Koerner/Rob Schick	904-594-0140
Fort White	$2,400,000	Josh Koerner	904-594-0140
NW Portfolio	Call Broker	Bill Barnhill/Stuart LaGroue	251-432-1287
Holly Hill	$2,400,000	Josh Koerner	904-594-0140
Marianna	$2,000,000	Josh Koerner	904-594-0140
Palm Coast	Call Broker	Josh Koerner	904-594-0140
Port Charlotte	$1,500,000	Josh Koerner	904-594-0140
Stuart	Call Broker	Josh Koerner	904-594-0140
Georgia			
Alma	$310,000	Ryan Haney/Josh Koerner	904-591-1556
Atlanta	Call Broker	Ryan Haney/Josh Koerner	904-591-1556
Cataula	Call Broker	Brooks Dove	678-439-8441
Canton	Call Broker	Ryan Haney/Josh Koerner	904-591-1556
Douglas	$2,200,000	Ryan Haney/Josh Koerner	904-591-1556
Douglasville	$1,200,000	Ryan Haney/Josh Koerner	904-591-1556
Dublin	$2,400,000	Ryan Haney/Josh Koerner	904-591-1556
Idaho			
Post Falls	$7,300,000	Ryan Layton	509-435-2424
Illinois			
Rantoul	$2,500,000	Bruce Bahrmasel	312-518-3550
Rockford	$3,300,000	Bruce Bahrmasel	312-518-3550
Indiana			
Columbus	$2,650,000	Rob Schick	317-403-1205
Iowa			
Prole	$535,000	Nathan Gottlieb/Tom Flannigan	612-790-3747
Kansas			
Gardner	$1,600,000	Larry Goldman/Derek Arnold	913-707-9030
Maine			
Corinna	$575,000	Matthew Robinson	603-714-3426
Shapleigh	$825,000	Matthew Robinson	603-714-3426
Winthrop	$650,000	Jessie Gilton/Joe Mendola	617-820-8443
Massachusetts			
Spencer	$1,790,000	Jessie Gilton/Nathan Robinson	603-714-4019
Michigan			
Middleville	Call Broker	Kevin Friedman	847-436-5483
New Baltimore	Call Broker	Kevin Friedman	847-436-5483
Romulus	Call Broker	Kevin Friedman	847-436-5483
Minnesota			
Elk River	$1,000,000	Alex Ihrke/Tom Flannigan	612-790-3747
Elk River	Call Broker	Alex Ihrke/Tom Flannigan	612-790-3747
Herman	$289,000	Nathan Gottlieb/Tom Flannigan	612-790-3747
New Richland	$640,000	Nathan Gottlieb/Tom Flannigan	612-790-3747
Stacy	$3,200,000	Alex Ihrke/Tom Flannigan	612-790-3747
Walker	$2,450,000	Alex Ihrke/Tom Flannigan	612-790-3747
Mississippi			
Madison	$2,125,000	Bill Barnhill/Stuart LaGroue	251-432-1287
Moss Point	$2,125,000	Bill Barnhill/Stuart LaGroue	251-432-1287
Missouri			
Branson West	$4,900,000	Larry Goldman/Derek Arnold	913-707-9030
Carrollton	$400,000	Larry Goldman/Derek Arnold	913-707-9030
Dexter	$1,175,000	Chad Snyder/Tyler Trahant	817-813-5642
Kirksville	$1,725,000	Chad Snyder/Tyler Trahant	817-813-5642
Marshall	$1,675,000	Chad Snyder/Tyler Trahant	817-813-5642
St. Robert	$1,825,000	Chad Snyder/Tyler Trahant	817-813-5642
Nevada			
Fallon	$13,300,000	Jeff Gorden	480-331-8880
New Hampshire			
Antrim	$449,000	Jessie Gilton	617-820-8443
Hillsborough	$10,900,000	Joe Robinson/Jessie Gilton	603-714-4019
Laconia	$6,250,000	Joe Robinson	603-714-4019
Newport	$5,695,000	Jessie Gilton/Joe Robinson	617-820-8443
Portfolio	Call Broker	Cole Carosella/Joe Robinson	720-909-8602
New Mexico			
Almogordo	$650,000	Samuel Livingston	915-497-4054
New York			
Sackets Harbor	$1,200,000	Guy Blake	845-706-5744
North Carolina			
Portfolio	Call Broker	Jamey Cox/Cole Carosella	704-995-9168
Greensboro	$5,600,000	Jamey Cox	704-995-9168
Oklahoma			
Shawnee	$5,500,000	Jared Jones	918-948-3941
Spencer	$700,000	Chad Snyder/Tyler Trahant	817-813-5642
Stillwater	$3,200,000	Jared Jones	918-948-3941
Oregon			
Cave Junction	$3,200,000	Scott King	541-890-6708
Klamath Falls	$1,500,000	Scott King	541-890-6708
Pennsylvania			
Bechtelsville	$1,350,000	Chuck Shields	610-828-0100
Tennessee			
Smyrna	$1,300,000	Josh Koerner/Ryan Haney	904-591-0140
Texas			
Atlanta	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Beaumont	$8,165,000	Chad Snyder/Tyler Trahant	817-813-5642
Bowie/Honey Grove	$945,000	Chad Snyder/Tyler Trahant	817-813-5642
Bridgeport	$2,800,000	Chad Snyder/Tyler Trahant	817-813-5642
Brownsville	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Chappell Hill	Call Broker	Faith Pate/Bill Brownfield	713-805-2907
Ennis	SOLD	Chad Snyder/Tyler Trahant	817-813-5642
Gun Barrel & Tool	$8,250,000	Chad Snyder/Tyler Trahant	817-813-5642
Odessa	$500,000	Chad Snyder/Tyler Trahant	817-813-5642
San Angelo	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Wichita Falls	$1,375,000	Chad Snyder/Tyler Trahant	817-813-5642
Utah			
Apple Valley	$1,800,000	Jeff Gorden/Darsh Desai	480-331-8880
Washington			
Spokane Valley	$10,500,000	Greg Meager/Ryan Layton	509-795-4431
Oroville & Tonasket	$3,6500,000	Greg Meager/Ryan Layton	509-795-4431
Walla Walla	$2,150,000	Greg Meager	509-795-4431
Wisconsin			
Ashland	$1,500,000	Alex Ihrke/Tom Flannigan	612-790-3747

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RECENT SALES

Congratulations to **Tyler Trahant & Chad Snyder of Dominus Commercial** who sold Ennis Storage in Ennis, TX, a development site in Temple, TX and a three-property portfolio in Granbury, TX! Contact the team at 817-242-2361 for details.

Congratulations to **Jeff Gorden, CCIM & Darsh Desai of The Gorden Group** who sold Economy Self Storage in Phoenix and Cactus Storage in Yuma, AZ! Contact the team at 480-331-8880 for details.

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

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

JOIN ARGUS BROKER AFFILIATES AT THESE UPCOMING EVENTS!

NYSSA 2026 Fall Downstate Conference
Tarrytown, NY - September 23-24

MSSSOA 2026 Annual Conference & Trade Show
Biloxi, MS - September 29

COSSA 2026 Annual Conference & Trade Show
Vail, CO - October 14-15

KSSOA 2026 Fall Conference & Trade Show
Wichita, KS - October 22

TSSA 2026 Annual Conference & Trade Show
Austin, TX - November 4-6

16-TIME WINNER
ISS INSIDE SELF-STORAGE 2011 - 2026 BEST OF BUSINESS
BEST REAL ESTATE BROKERAGE

CONTACT AN ARGUS BROKER AFFILIATE

	Company	Phone	Territory
NORTHEAST			
Guy Blake, CCIM	Pyramid Brokerage Company	845-522-5900	Upstate NY, Western CT
Joseph Mendola & Joe Robinson	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	Percival Partners	704-995-9168	NC, SC
Ed Nicholson	The Nicholson Companies	757-474-5364	MD, VA
Josh Koerner & Frost Weaver	Coastal Storage Group	904-591-0140	FL (except Panhandle)
Josh Koerner & Ryan Haney	Coastal Storage Group	904-591-1556	GA
NORTH CENTRAL			
Bruce Bahrmasel		312-518-3550	Northern IL, WI
Tom Flannigan	Area CRE Services / KW Integrity Lakes	612-790-3747	MN, ND, IA
Kevin Friedman	Hayes Ventures	847-436-5483	MI, OH
Larry Goldman, CCIM	Goldman Investment Advisors	913-707-9030	KS, MO, Southern IL
Rob Schick	Schick & Associates	317-403-1205	IN
SOUTH CENTRAL			
Charlie Baker	Baker Cowan Realty	504-994-3951	LA
Bill Barnhill, CCIM	Omega Properties, Inc.	251-432-1287	AL, MS
Larry Goldman, CCIM	Goldman Investment Advisors	913-707-9030	AR
Jared Jones, CCIM	Jones Investment Properties	918-948-3941	OK
Samuel Livingston & Jacob Livingston	Livingston Brokerage LLC	915-581-8754	West TX & NM
Faith Pate	MLB Commercial Real Estate	713-805-2907	South TX
Chad Snyder & Tyler Trahant	Dominus Commercial	817-980-7276	North & Central TX
WEST			
Cole Carosella & Matthew Cox	Argus Self Storage Advisors	720-909-8602	CO, WY
Jeff Gorden, CCIM	KW Commercial	480-331-8880	AZ, UT
Jeff Gorden, CCIM	The Gorden Company	702-643-1000	NV
Kim Van Delinder	Van Delinder Realty LLC	406-698-6850	MT
Scott King	Merit Commercial Real Estate	541-890-6708	OR
Ryan Layton	American Real Estate Associates	509-435-2424	WA, Northern ID
Ken Miller	Northstate Commercial Partners	530-768-1650	Northern CA