

SmartStop Self Storage

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SELF STORAGE ADVISORS

SELF STORAGE INVESTMENT OPPORTUNITY

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LIST PRICE: Call for Offers Due - December 9, 2026

INVESTMENT HIGHLIGHTS

- **Institutionally Operated, High-Occupancy Asset** — The facility has been operated by SmartStop Self Storage, a publicly traded REIT, and is currently 96% occupied by unit and 94% by square footage. A buyer acquires a stabilized, professionally run property with an established tenant base, institutional-grade systems and reporting, and a well-maintained, highly visible building.
- **Revenue Upside Between Asking and Achieved Rates** — Blended achieved rates of \$1.04/SF trail the property's \$1.20/SF blended asking rate, and economic occupancy of 82% sits well below 94% physical occupancy. Disciplined existing-customer rate increases and the burn-off of move-in concessions provide a clear path to grow revenue without needing to add occupancy.
- **Diversified Ancillary Income and Lower Utility Costs** — Beyond storage rent, the property generates income from an on-site cell tower lease (~\$32K annually), tenant insurance (~\$84K) and retail and fee income. Solar panels brought online in September 2026 are expected to reduce utility expense by approximately \$22,000 per year.
- **Dense, Renter-Heavy Trade Area with Limited Supply** — More than 190,000 residents live within three miles and over 430,000 within five, with renter-occupied housing above 50% across the trade area. Existing supply of just 4.48 SF per capita within three miles (5.01 SF within five) sits well below the national average, supporting durable demand for a predominantly climate-controlled product.

PROPERTY DETAILS

RSF: 82,575

Units: 771

Unit Occupancy: 96%

