ARGUS
SELF STORAGE ADVISORS

MARKET MONITOR

AMERICA'S PREMIER SELF STORAGE BROKERS

ISSUE XI-2026

A Note of Thanks

by Ben Vestal

Dear Friends, Colleagues and Clients,

What a year 2026 has turned out to be! This time of year, we find ourselves reflecting on the things that we are most grateful for and the people who mean the most to us. Argus Self Storage Advisors is made up of more than 50 self-storage professionals around the country who have been helping buyers and sellers navigate the self-storage investment market for the last 32 years.

Over the past 12 months we have certainly seen the valuation and performance of the self-storage sector evolve, as we continue to navigate higher interest rates, stabilizing operating fundamentals, and many new challenges. The ever-evolving investment market gives Argus Brokers the opportunity to assist their clients with the buying and selling of self-storage properties and highlights the depth of our understanding of day-to-day operations and capital markets. Argus is the only full-service self-storage advisory firm that includes a deep history in third party management, investment sales, and advisory services. This unique perspective is all-encompassing when assisting our clients with their self-storage investment goals. For many of our clients, the purchase or sale of a self-storage property is just the beginning of our long-term commitment to helping them reach their investment goals. We are honored that they have chosen an Argus Broker Affiliate to assist them in the process. Year-to-date, Argus Brokers have not only transacted more than 100 self-storage properties, but have also helped our clients place more than $100mm in self-storage debt and equity, completed 1,000's of rental rate surveys, interviewed numerous third-party management companies alongside our clients, and most importantly, been a valued friend, colleague, and fiduciary to hundreds of self-storage owners around the country.

Because of our common interest in the self-storage industry, I want to share with you some takeaways and testimonials from our clients in 2026. We are very thankful for all of our relationships. Happy Thanksgiving! **MM**

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

"**Kim Van Delinder** represented us through a very complex storage facility real estate transaction. She was incredibly thorough and tough dealing with very anxious and difficult buyers. Kim skillfully guided them through to a successful sale and navigated multiple legal and title company issues saving us additional costs. She is also very personable and we recommend her highly!"
- Tom Jenko

"We would like to thank **Guy Blake and Ben Vestal** and everyone from Argus for their professionalism in selling our StorageTown Properties. From start to finish they guided us through the entire process. Any questions or problems were addressed in a timely manner. Argus was definitely a good choice. We sincerely thank you all!"
- The Palmer Family

"I've bought two self-storage facilities on the Gulf Coast through **Sharon Wright**, and I can't say enough good things about working with her. From the very first call, she treated me with respect and kindness and was fair with me every step of the way. She listened, answered every question I had, and made me feel like my deals mattered just as much as anyone else's. Honestly, that's very hard to find, and it meant a lot to me. Sharon also knows the storage business inside and out and did a great job keeping both deals on track through closing."
- Zachary Lauderdale

"**Alex Ihrke** and Argus listed a facility for us and he was invaluable throughout the process. His communication, negotiation, and pre-list details led to a successful transaction. There are always hurdles, but Alex navigated them professionally and with great concern."
- Eli Rupnow

"We feel so very fortunate that we chose **Tom Flannigan** to list and sell our self-storage facility. We had a good feeling about you when we first met, and it was little wonder why. We trusted you, and it paid off!"
- Ray and Beth Yakimchuk

Sam Livingston is an excellent broker; he watches over his client's desired and best outcome. You can count on him to work in your best interest!
- Jim Weisert

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"**Stuart LaGroue** and his team are THE BEST! He is a very knowledgeable, experienced, well connected, and capable self-storage broker. Starting with the preliminary analysis and valuation, followed by marketing, vetting potential purchasers, contract negotiations, due diligence, and closing, Stuart and his team were first class, and kept us informed and moving forward efficiently throughout a very complex transaction. I highly recommend Stuart for brokering your self-storage facilities."
- Forrest Register

"I recently had the opportunity to work with **Rob Schick** on the sale of one of my properties, and I couldn't have been more pleased with how he handled the entire process. Rob brings a unique perspective with his experience as both a broker and a developer, which I believe sets him apart from others in the industry. My experience working with Rob was so positive that I've since entrusted him with the sale of additional properties in my portfolio. I would highly recommend Rob to anyone considering selling a property. His industry knowledge, work ethic, and commitment to getting the job done make him someone I have a great deal of confidence in."
- David Hood

"I have worked with **Larry Goldman** for 20-plus years. He has consistently helped me value my properties and evaluate new opportunities. I have always trusted him to work in my best interests, more so than any Realtor or advisor I have ever used. Knowing that Larry believes in helping his clients first guarantees a long-term, valuable, and mutually beneficial relationship. I never worry that Larry Goldman will shade or tint information to make a quick broker fee. He always puts his clients first!"
- Rogers Strickland

"I cannot overstate my gratitude to **Greg Meager** and his team. When I decided to retire and sell my storage business, I was very meticulous and spent a considerable amount of time researching then interviewing the major players who specialize in marketing storage facilities. After this process, Greg Meager was clearly the best choice and had the best grasp on current market conditions. Within days of hitting the market we received numerous competitive offers. I ended up selling for a price much higher than if Greg had not been involved."
- Ron Yenney

"I had never sold a commercial property prior to this year and **Derek Arnold** was a true partner in the process. He answered all questions with honesty and worked diligently to get our facility sold."
- Jean Lewis

"**Kevin Friedman** is the best real estate broker we have ever had! We needed a confidential, no-disruption exit from North Shore Storage. Kevin and his team sourced the transaction entirely off market through their buyer network, identifying an all-cash buyer with no financing contingency. I'm so grateful that we made the call to Kevin last year. He delivered exactly what he promised, and I would highly recommend him to any self-storage owner."
- Ashley & Theresa Henderson

"**Jared Jones** is one of the smartest real estate brokers in the industry. He understands concepts and trends that have allowed me to make educated decisions on multiple properties on the buy and sale side of transactions for my family's portfolios. He has been one of largest factors for my success in real estate investing. I would highly recommend him due to his knowledge, trustworthiness, and overall client experience."
- Kyle Jackson

"**Ryan Layton** and his team are exceptional. He is a broker that brings a true "owner's mentality" to his clients that are seeking to buy storage – treating their future facility as if it was his own. He also introduced us to his vast network of contacts – architects, general contractors, property management firms which have been invaluable since we closed. I cannot recommend Ryan and his team enough to any self-storage owner looking to sell their facility or find a new one to buy."
- Dan Piantanida

"**Jeff Gorden's** reputation and experience were very high performing. The cold call caught me at the right time, and the experience, service, and professionalism were fantastic and as expected. Jeff's greatest strength is the network he has for storage buyers and sellers, and the marketing for my property exceeded expectations. That is key to everything. People in the industry recommended Jeff to me, so I knew I was in good hands."
- Walt Young

"We have transacted with **Cole Carosella and Matthew Cox** on the buy and sell side numerous times over the years. Whether representing us or the opposite party, they have always played the instrumental role of facilitating a successful outcome for all. Great communication, honest assessments and problem-solving qualities are what makes the Argus Team a tremendous partner in self-storage transactions."
- Kevin Cohen

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PROPERTY SHOWCASE

NEW

Foley, AL
Call for Offers

- Offers Due 12/10/26
- 164,336 RSF
- 1,095 Units
- 10 +/- Acres
- 92% Physical Occupancy
- Excellent Location with Strong Visibility
- Diverse Unit Mix - Climate Control, Drive-Up and Boat/RV Parking





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

NEW

Davenport, IA
$1,550,000

- 28,000 RSF
- 172 Units
- 5.62 Acres
- High occupancy supports immediate rate increases
- Set up for remote management
- Local boots on the ground: A local maintenance contact already handles cleanouts, unit turns, and on-site projects.





Nathan Gottlieb & Tom Flannigan
612-930-6614
nathan@storage-advisors.com

NEW

Mena, AR
$5,020,000

- 4-Property Portfolio
- 74,350 RSF
- 509 Units
- 5.2 Acres
- 87% Physical Occupancy
- Highly visible locations along US Highway 71, and County fairgrounds
- ~2.5 acres for expansion





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

NEW

Princeton, IL
$2,500,000

- 41,080 RSF
- 212 Units
- 100% Occupied
- Expansion Land Included - Can add additional 24,000 SF of drive-up units
- Interstate Access & Retail Corridor — Located just off I-80 (18,700 VPD) and minutes from State Route 26 (12,400 VPD)





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

NEW

Fort Mohave, AZ
Call Broker for Price

- 4-Property Portfolio, Locations in Arizona and California
- 515,799 RSF
- 1,802 Units
- 23.34 Acres
- Opportunity to Capture Significant Market Share in strategic Southwest Locations
- Professional Management by





Jeff Gorden, CCIM & Darsh Desai
480-331-8880
jeff@gorden-group.com

NEW

Fort Wayne, IN
Call Broker for Price

- 81,647 RSF
- 605 Units
- ~5.4 Acres
- Class A construction built June 2026
- 605 Units - Approximately 37% Climate
- Turnkey operation
- Located in the 2nd most populous city in Indiana





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

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PROPERTY SHOWCASE

NEW

Thief River Falls, MN
$720,000

- 16,900 RSF
- 98 Units
- 5 Parking Spaces
- Lease-Up Upside: 68.9% unit and 71% economically occupied, with the remaining lease-up left for the buyer to capture.
- 5-Star Google Reputation: Strong reviews already in place to fuel lease-up and pricing power.





Nathan Gottlieb & Tom Flannigan
612-930-6614
nathan@storage-advisors.com

NEW

Nacogdoches & Lufkin, TX
Call Broker for Price

- 2-Property Portfolio
- 33,040 RSF
- 268 Units
- 72% Occupied
- Prime drive-up portfolio featuring strong arterial visibility and upside via rate adjustments and tenant insurance.
- Strong Demographics: Average 3-mile household income of $74,490





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

NEW

Marysville, OH
$465,000

- Development Site
- 44,692 NRSF
- 192 Units
- 47 Boat/RV Spaces
- Prime Self Storage Development Opportunity on 5.94 +/- acres in Marysville, OH (Columbus MSA)
- 100% Premium single-story access units
- Exceptional Visibility, Frontage, and Access along US Highway 36





Kevin Friedman
847-436-5483
kevin@hvstorage.com

NEW

Milwaukee, WI
Call for Offers

- Offers Due 12/9/26
- 82,575 RSF
- 771 Units
- 96% Unit Occupancy
- 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.





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

NEW

Gladewater & Gilmer, TX
Call Broker for Price

- 3-Property Portfolio
- 40,422 RSF
- 289 Units
- Possible Land for Expansion
- Attractive acquisition pricing
- Operational upside
- Climate Controlled lease up value opportunity
- Multiple paths to Value Creation





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

Macclenny, FL
$10,200,000

- 7-Property Portfolio
- 97,809 RSF
- 765 Units
- 9.03 Acres
- 30 current RV spots, and space for 15 additional RV spots
- Rare opportunity to become the market's leading self-storage operator through ownership of a majority of the existing self-storage supply





Josh Koerner
904-591-0140
josh@coastalstorage.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			
Foley	Call Broker	Bill Barnhill/Stuart LaGroue	251-432-1287
Loxley	$3,250,000	Bill Barnhill/Sharon Wright	251-432-1287
Arizona			
Bullhead City	$1,000,000	Darsh Desai	701-405-3665
Lake Havasu City	$945,000	Darsh Desai	701-405-3665
Fort Mohave	Call Broker	Jeff Gorden	480-331-8880
Phoenix	Call Broker	Jeff Gorden	480-331-8880
San Tan Valley	$2,100,000	Darsh Desai	701-405-3665
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
Mena	$5,020,000	Larry Goldman/Derek Arnold	913-707-9030
Pine Bluff	$350,000	Larry Goldman/Derek Arnold	913-707-9030
California			
Santa Maria	Call Broker	Cole Carosella/Ken Miller	720-909-8602
Colorado			
Greeley	Call Broker	Cole Carosella/Matthew Cox	720-909-8602
Golden	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
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
Macclenny	$10,200,000	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
Zephyrhills	$2,100,000	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			
Princeton	$2,500,000	Cole Carosella	720-909-8602
Indiana			
Columbus	$2,495,000	Rob Schick	317-403-1205
Lafayette	Call Broker	Rob Schick	317-403-1205
Ft. Wayne	Call Broker	Rob Schick	317-403-1205
Iowa			
Davenport	$1,550,000	Nathan Gottlieb/Tom Flannigan	612-790-3747
Kansas			
Gardner	$1,600,000	Larry Goldman/Derek Arnold	913-707-9030
Maine			
Corinna	$400,000	Matthew Robinson	603-714-3426
Shapleigh	**SOLD**	Matthew Robinson	603-714-3426
Winthrop	$615,000	Jessie Gilton/Joe Mendola	617-820-8443
Massachusetts			
Spencer	$1,600,000	Jessie Gilton/Nathan Robinson	617-820-8443
W. Bridgewater	Call Broker	Jessie Gilton/Joe Robinson	617-820-8443
Michigan			
Middleville	Call Broker	Kevin Friedman	847-436-5483
New Baltimore	Call Broker	Kevin Friedman	847-436-5483
Michigan Cont.			
Northville	$2,900,000	Kevin Friedman	847-436-5483
Ypsilanti	$1,310,000	Kevin Friedman	847-436-5483
Minnesota			
Aububon	$600,000	Alex Ihrke/Tom Flannigan	612-790-3747
Brainerd	$975,000	Nathan Gottlieb/Tom Flannigan	612-790-3747
Elk River	$1,000,000	Alex Ihrke/Tom Flannigan	612-790-3747
Elk River	Call Broker	Alex Ihrke/Tom Flannigan	612-790-3747
Forest Lake	$4,900,000	Alex Ihrke/Tom Flannigan	612-790-3747
Herman	$289,000	Nathan Gottlieb/Tom Flannigan	612-790-3747
Thief River Falls	$720,000	Alex Ihrke/Tom Flannigan	612-790-3747
Walker	$2,300,000	Alex Ihrke/Tom Flannigan	612-790-3747
Mississippi			
Greenwood	$5,260,000	Bill Barnhill/Stuart LaGroue	251-432-1287
Madison	$2,125,000	Bill Barnhill/Stuart LaGroue	251-432-1287
Moss Point	$980,000	Bill Barnhill/Stuart LaGroue	251-432-1287
Missouri			
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
New Hampshire			
Antrim	$449,000	Jessie Gilton	617-820-8443
Laconia	Call Broker	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			
Oklahoma City	$6,900,000	Jared Jones	918-948-3941
Shawnee	$5,500,000	Jared Jones	918-948-3941
Shawnee	$6,000,000	Jared Jones	918-948-3941
Spencer	$700,000	Chad Snyder/Tyler Trahant	817-813-5642
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			
Portfolio	$16,830,000	Chad Snyder/Tyler Trahant	817-813-5642
Atlanta	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Beaumont	$8,165,000	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
Gladewater & Gilmer	Call Broker	Chad Snyder/Tyler Trahant	817-813-5642
Gun Barrel & Tool	$8,250,000	Chad Snyder/Tyler Trahant	817-813-5642
Nacogdoches & Lufkin	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			
Ephrata	$7,250,000	Ryan Layton/Greg Meager	509-435-2424
Spokane Valley	$10,500,000	Greg Meager/Ryan Layton	509-795-4431
Oroville & Tonasket	$3,650,000	Greg Meager/Ryan Layton	509-795-4431
Walla Walla	$2,150,000	Greg Meager	509-795-4431
Wisconsin			
Milwaukee	Call Broker	Cole Carosella	720-909-8602

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RECENT SALES



Congratulations to **Matt Robinson of NAI Norwood Group** who sold U-Store in Shapleigh, ME! Contact Matt at 603-714-3426 for details.



Congratulations to **Joe Robinson, CCIM of NAI Norwood Group** who sold Trophy Storage in Nashua, NH! Contact Joe at 603-714-4019 for details.



Congratulations to **Larry Goldman & Derek Arnold of Goldman Investment Advisors** who sold Lake-Side Storage in Sterling, KS! Contact the team at 913-707-9030 for details.



Congratulations to **Bill Barnhill, CCIM & Stuart P. LaGroue, Sr. of Omega Properties, Inc.** who sold Fort Storage in Milton, FL! Contact the team at 251-432-1287 for details.

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



Congratulations to **Ryan Layton of AREA Commercial Real Estate** who represented the seller in a two property portfolio in Idaho and to **Kim Van Delinder of Van Delinder Realty, LLC** who represented the buyer! Contact the Ryan at 509-435-2424 for details.



Happy Thanksgiving from all of us at Argus Self Storage Advisors!

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			
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