ARGUS
SELF STORAGE SALES NETWORK

# Market Monitor

*America's Premier Self Storage Brokers* **Issue XI-2016**

## A Note of Thanks

by Ben Vestal

This time of year, we find ourselves reflecting on the things that we are grateful for and the people who mean the most to us. Here at Argus, we are most thankful for the men and women who work hard every day to serve the needs of their self storage clients. The Argus Self Storage Sales Network is made up of over 50 self storage professionals around the country who are helping their clients navigate the buying and selling process. We feel it is time for Argus to recognize and congratulate the Argus Affiliates and their respective teams around the country. Over the past 22 years, Argus Affiliates have closed over two billion dollars in self storage transactions for the benefit of their clients. These transactions have ranged from $200,000 to over $80 million. Argus affiliates have recently closed over $170 million with another $50 million under contract and $200 million currently listed.

For many of our clients, the purchase or sale of their property is a complex and life changing event. We are honored that they have chosen an Argus Broker Affiliate to help them navigate the process. Here is what some of them have to say about their experience working with an Argus Broker Affiliate:

"**Jeff Gorden** performed exactly as he said he would and lived up to all expectations. I have been a long time commercial broker but took our storage to Jeff to list and sell the property because I felt he was an expert in storage facilities. Jeff is a professional with many contacts and did a great job of selling our facility at the full listed price." -Ross Wait

"I have had the pleasure of working with **Stuart Wade** on several transactions and in other capacities within the self storage industry. His experience and in depth industry knowledge have made him an indispensable asset to our organization. His straightforward and candid approach gives us the confidence to make crucial decisions knowing we have an industry veteran helping to guide us."- Noah Mehrkam

"I am more than happy to refer **Bruce Bahrmasel** to other mini storage owners. There are two things I really liked about him: he talked to me and not at me and he always worked with me to get my two mini storages sold. I can say for sure without Bruce's ability to deal with different personalities I would not have sold my properties." - Robert Williamson

"**Joan Lucas** provided excellent and professional service to me in the acquisition of self-storage properties in Colorado. Her work in site selection, negotiation and market research was outstanding and I look forward to working with her in search of similar opportunities in the future." - Hugh W. Horne

"**Richard Minker and Chad Snyder** were instrumental in getting our two facilities sold. They knew the players to approach and took the time to understand the market. Their efforts delivered a buyer and contract that exceeded our expectations. One could say that they under-promised and over-performed to get our transaction over the finish line." - John Drennan

"I purchased my facility in September 2013 and worked with an excellent broker, **Bill Brownfield**, who guided me through the whole process from identifying and evaluating potential facilities to obtaining financing and closing. Since I was new to the industry, Bill suggested that I join the TSSA and that has been an invaluable resource to me as I learn best practices for my self-storage business." - Bill Gibbs

"Extra Space is in this business for the long haul, we are looking to have long term relationships and build and maintain our reputation. We are not willing to risk our reputation on someone that can't represent us well, that's why we have used Argus in the past and that's why we will use Argus again and again. Integrity and reputation is why Extra Space will partner with Argus for many deals going forward." - Noah Springer, Extra Space

*(continued)*

"I have enjoyed working with **Tom de Jong** on my self-storage projects. Tom is always accessible, responds quickly and isn't afraid to tackle complex or delicate negotiations on my behalf. I would highly recommend Tom if you are working on a self-storage purchase, sale or development opportunity" - Ted Crocker

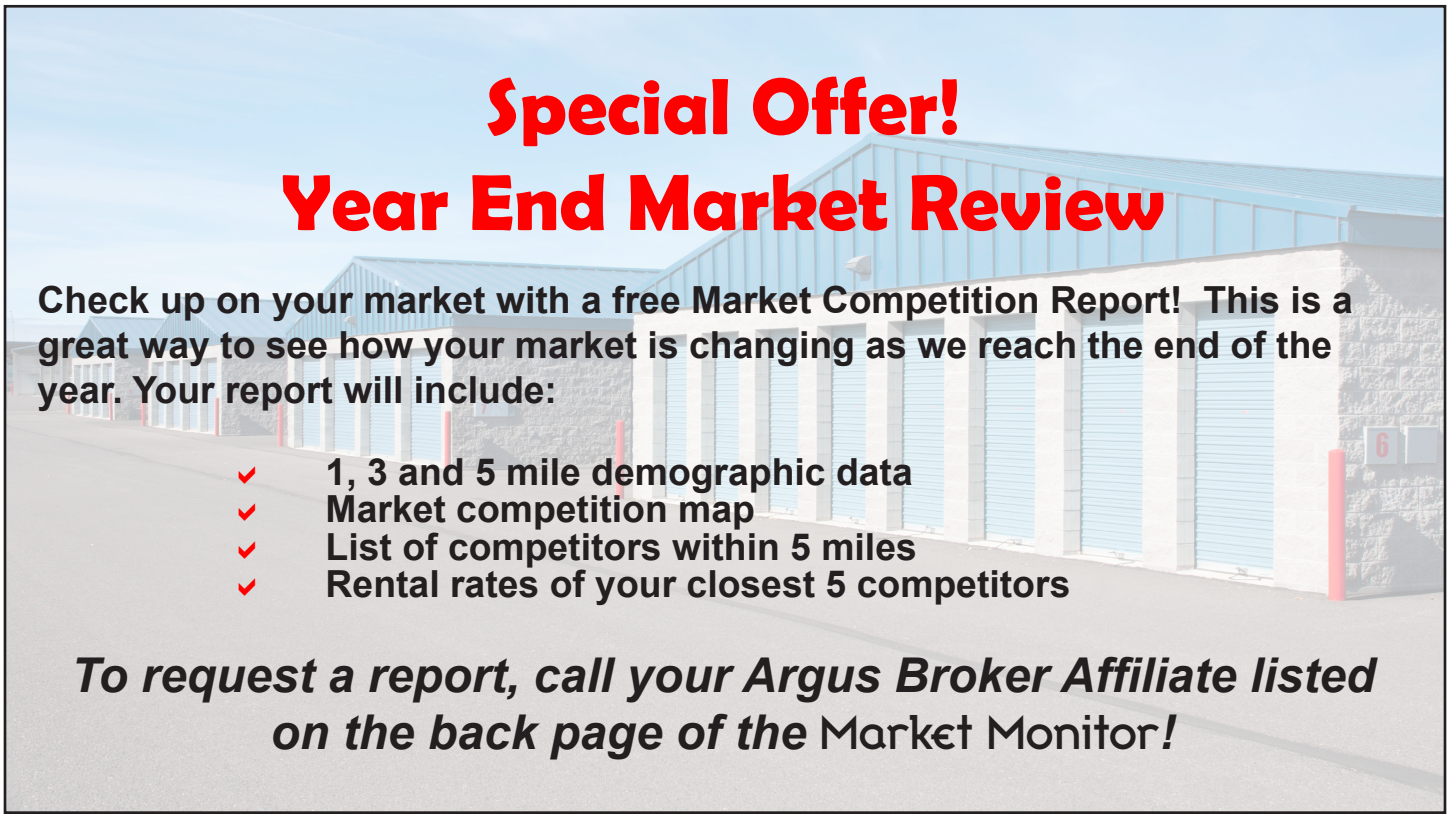
"Our experience with **Frost Weaver** went well beyond the normal customer/realtor relationship. We relied on Frost to collect information, speak with attorneys, title companies and negotiate a great deal of points besides prices. We were impressed with the knowledge that Frost and his group brought to the process." - Bob Webb

"Working with **Guy Blake** on this acquisition was great! He is a consummate professional who knows the brokerage game AND knows the storage business. That was important because it was a complicated transaction and Guy's knowledge and experience helped us work through it to a successful closing." – Dan La Fever

"My appreciation for **Linda Cinelli's** skill and expertise is difficult to put into words. Her concern and tireless work on behalf of getting the deal done is second to none. I appreciate her dedication and devotion to the needs of both parties and we look forward to closing many more deals with Linda in the future." -Michael Friedman

"We had the pleasure of working with **Stuart LaGroue and Bill Barnhill.** The sale of our business was smooth and professional from start to finish. They are very dedicated, easy to work with and were available at any time to answer our questions. We strongly recommend Stuart, Bill, Argus and Omega Properties to others interested in looking to sell or purchase self storage facilities. Your interests will be treated fairly and professionally." -Allen and Debbie Middleton

*Ben Vestal, President of the Argus Self Storage Sales Network, can be reached at 800-557-8673 or bvestal@argus-realestate.com.*



# Property Showcase

## Boulder, CO • Call Broker for Price

NEW!

- 686 Units
- 67,973 RSF
- 4.58 Acres
- Rare opportunity to acquire a great performing property in Boulder
- Major apartment and commercial development nearby
- Fully fenced and gated

**Joan Lucas**
720-855-6587
jlucas@selfstorage.com

## Claremont, NH • $2,350,000

NEW!

- 350 Units
- 82,017 RSF
- 1.2+/- Acres
- Only climate controlled facility in downtown Claremont
- 83 moveable storage containers
- Room for expansion
- Office rental, U-box and U-Haul income

**Joe Mendola**
603-668-7000
joe@nainorwoodgroup.com

## Vero Beach, FL • $454,000

NEW!

- 196 Units
- 17,625 RSF
- 1.22 Acres
- Investor upside potential in occupancy and rates
- Frontage on Route 60
- Growth in surrounding markets

**Frost Weaver & Josh Koerner**
904-265-2001
fweaver@weaver-realty.com
jkoerner@weaver-realty.com

## Austin, TX • Call Broker for Price

NEW!

- 355 Units
- 54,036 RSF
- 3-Property Portfolio
- Exceptional upside through revenue management and ancillary income
- Minimal competition in the area
- Predictable cash flow with upside

**Bill Brownfield, CRE, CCIM**
713-907-6497
bill@wbrownfield.com

## Athens, GA • $6,750,000

NEW!

- 786 Units
- 81,498 RSF
- 5.148 Acres
- Self storage conversion project
- Zoned and permitted for self storage development
- Double street front with strong traffic exposure

**Mike Patterson, CCIM**
770-301-1886
ebroker@msn.com

## Killeen, TX • $724,999

NEW!

- 121 Units
- 21,050 RSF
- 3.5 Acres
- 10 Boat/RV Spaces
- Close proximity to Ft. Hood Main Entrance
- Expansion opportunity

**Richard Minker, CCIM & Chad Snyder**
817-335-5600
chad.snyder@colliers.com

## Plymouth, IN • $4,775,000

NEW!

- 527 Units
- 73,637 RSF
- 15.24 Acres
- 2-Property Portfolio
- Outstanding locations with terriffic visibility
- Automated kiosks
- Great historical performance
- Abundant room to expand

**Bruce Bahrmasel**
312-518-3550
bruce@selfstorage.com

## Mineral Wells, TX • $2,499,000

NEW!

- 394 Units
- 67,874 RSF
- 5.5 Acres
- Excellent exposure on main artery to Mineral Wells, 1 hour from DFW
- Land for expansion
- Moving supply sales

**Richard Minker, CCIM & Chad Snyder**
817-335-5600
chad.snyder@colliers.com

# Sells Self Storage Nationwide!

For property details, visit www.argus-selfstorage.com or contact your local Argus Broker Affiliate!

| | | | |
|---|---|---|---|
| **Alabama** | | | |
| Atmore/Brewton | $3,382,000 | Bill Barnhill/Stuart LaGroue | 251-432-1287 |
| Chelsea, AL | $3,000,000 | Bill Barnhill/Stuart LaGroue | 251-432-1287 |
| Loxley, AL | $1,260,000 | Bill Barnhill/Stuart LaGroue | 251-432-1287 |
| Mobile, AL | $1,685,000 | Bill Barnhill | 251-432-1287 |
| Saraland, AL | SOLD | Bill Barnhill/Stuart LaGroue | 251-432-1287 |
| **Arizona** | | | |
| Fort Mohave | $450,000 | Jeffrey A. Gorden | 480-331-8880 |
| Miami | $1,089,000 | Jeffrey A. Gorden | 480-331-8880 |
| Nogales | $5,573,164 | Jeffrey A. Gorden | 480-331-8880 |
| Vernon | $795,000 | Jeffrey A. Gorden | 480-331-8880 |
| **Arkansas** | | | |
| Hot Springs Vlg | $180,000 | Larry Goldman | 913-707-9030 |
| Little Rock | $900,000 | Larry Goldman | 913-707-9030 |
| Springdale | SOLD | Larry Goldman | 913-707-9030 |
| **California** | | | |
| Burson | $795,000 | Tom de Jong | 408-282-3829 |
| Manteca | SOLD | Tom de Jong | 408-282-3829 |
| Modesto | SOLD | Tom de Jong | 408-282-3829 |
| Oakdale | $250,000 | Tom de Jong | 408-282-3829 |
| Vallejo | $1,850,000 | Tom de Jong | 408-282-3829 |
| **Colorado** | | | |
| Boulder | Call Broker | Joan Lucas | 720-855-6587 |
| Denver | $13,000,000 | Joan Lucas | 720-855-6587 |
| Evans/Greeley | $1,652,450 | Joan Lucas | 720-855-6587 |
| **Florida** | | | |
| Lake City | $310,000 | Frost Weaver | 904-265-2001 |
| Pensacola | $1,400,000 | Bill Barnhill/Stuart LaGroue | 251-432-1287 |
| Port St. Joe | SOLD | Bill Barnhill/Stuart LaGroue | 251-432-1287 |
| Vero Beach | $454,000 | Frost Weaver | 904-265-2001 |
| **Georgia** | | | |
| Athens | $6,750,000 | Mike Patterson | 770-241-9070 |
| Bremen | $175,000 | Mike Patterson | 770-241-9070 |
| Carrollton | $4,577,000 | Mike Patterson | 770-241-9070 |
| Columbus | $1,250,000 | Mike Patterson | 770-241-9070 |
| Douglasville | SOLD | Mike Patterson | 770-241-9070 |
| Lithia Springs | $1,600,000 | Mike Patterson | 770-241-9070 |
| Macon | $450,000 | Mike Patterson | 770-241-9070 |
| Tifton | $750,000 | Mike Patterson | 770-241-9070 |
| Winston | $292,000 | Mike Patterson | 770-241-9070 |
| **Iowa** | | | |
| Mason City | $1,370,000 | Rusty Hike | 402-291-2500 |
| **Illinois** | | | |
| Macomb | $950,000 | Bruce Bahrmasel | 312-518-3550 |
| Seneca | $699,000 | Bruce Bahrmasel | 312-518-3550 |
| **Indiana** | | | |
| Plymouth | $4,775,000 | Bruce Bahrmasel | 312-518-3550 |
| **Kansas** | | | |
| Iola | $400,000 | Larry Goldman | 913-707-9030 |
| Junction City | $380,000 | Larry Goldman | 913-707-9030 |
| Lansing | SOLD | Larry Goldman | 913-707-9030 |
| S. Hutchinson | $630,000 | Jared Jones | 918-583-3483 |
| **Kentucky** | | | |
| Crestwood | $1,700,000 | Paul Grisanti | 502-253-1811 |
| **Massachussetts** | | | |
| Sutton | $550,000 | Joseph Mendola | 603-668-7000 |
| **Michigan** | | | |
| Detroit | Call Broker | Jim Soltis | 810-494-2062 |
| **Missouri** | | | |
| Clinton | $268,000 | Larry Goldman | 913-707-9030 |
| Farmington | $695,000 | Larry Goldman | 913-707-9030 |
| Farmington | $3,750,000 | Larry Goldman | 913-707-9030 |
| House Springs | $450,000 | Larry Goldman | 913-707-9030 |
| Waynesville | $2,360,000 | Larry Goldman | 913-707-9030 |
| **Mississippi** | | | |
| Canton | $850,000 | Bill Barnhill/Stuart LaGroue | 251-432-1287 |
| **New Hampshire** | | | |
| Claremont | $2,350,000 | Joe Mendola | 603-668-7000 |
| Manchester | $10,000,000 | Joe Mendola | 603-668-7000 |
| **New Jersey** | | | |
| Branchville | $1,390,000 | Linda Cinelli | 908-722-5661 |
| Ewing | $1,900,000 | Linda Cinelli | 908-722-5661 |
| Hardyston | $7,400,000 | Linda Cinelli | 908-722-5661 |
| Howell | $2,350,000 | Linda Cinelli | 908-722-5661 |
| Pemberton | $975,000 | Linda Cinelli | 908-722-5661 |
| **New Mexico** | | | |
| Mesilla Park | $530,000 | David Etzold/Noel Woodwell | 915-491-9610 |
| Ruidoso | $790,000 | David Etzold/Noel Woodwell | 915-491-9610 |
| **New York** | | | |
| Monticello | $3,700,000 | Linda Cinelli | 908-722-5661 |
| Peekskill | $3,500,000 | Linda Cinelli | 908-722-5661 |
| **North Carolina** | | | |
| NC Portfolio | $2,300,000 | Joey Godbold/Jamey Cox | 704-632-1030 |
| Wadesboro | $758,000 | Joey Godbold/Jamey Cox | 704-632-1030 |
| Wilmington | $1,400,000 | Joey Godbold/Jamey Cox | 704-632-1030 |
| **North Dakota** | | | |
| Watford City | $1,200,000 | Bruce Bahrmasel | 312-518-3550 |
| **Ohio** | | | |
| Gloucester | $299,000 | Alec Pacella | 216-455-0925 |
| **Oklahoma** | | | |
| Ada | $2,500,000 | Jared Jones | 918-583-3483 |
| Duncan | SOLD | Jared Jones | 918-583-3483 |
| Edmond | $650,000 | Jared Jones | 918-583-3483 |
| Pryor | $320,000 | Jared Jones | 918-583-3483 |
| **Pennsylvania** | | | |
| Bechtelsville | $1,350,000 | Chuck Shields | 610-828-0100 |
| Olyphant | $925,000 | Chuck Shields | 610-828-0100 |
| Plymouth | $795,000 | Linda Cinelli/Chuck Shields | 908-722-5661 |
| **South Carolina** | | | |
| Lancaster | $695,000 | Joey Godbold/Jamey Cox | 704-632-1030 |
| **Texas** | | | |
| Arlington | Call Broker | Richard Minker/Chad Snyder | 817-335-5600 |
| Austin | Call Broker | Bill Brownfield | 713-907-6497 |
| Bulrverde | Call Broker | Bill Brownfield | 713-907-6497 |
| Fort Worth | Call Broker | Richard Minker/Chad Snyder | 817-335-5600 |
| Killeen | Call Broker | Richard Minker/Chad Snyder | 817-335-5600 |
| Mineral Wells | Call Broker | Richard Minker/Chad Snyder | 817-335-5600 |
| Red Oak | Call Broker | Richard Minker/Chad Snyder | 817-335-5600 |
| **Virginia** | | | |
| Windsor | $2,100,000 | Stuart Wade | 757-618-3597 |
| **Washington** | | | |
| Cathlamet | SOLD | Tom de Jong/Thomas Wolter | 408-282-3829 |
| Shelton | $995,000 | Thomas Wolter | 206-200-3325 |

# ARGUS SALES

Congratulations to Thomas Wolter of RE/MAX Commercial and Tom de Jong of Colliers International who sold Cathlamet Puget Island Storage in Cathlamet, WA. Contact Thomas at 206-200-3325 or Tom at 408-282-3829 for details.

Congratulations to Mike Patterson, CCIM of Commercial Realty Services of West Georgia who sold A Quality Storage in Douglasville, GA! Mike can be reached at 770-301-1886 for details.

Congratulations to Tom de Jong of Colliers International who sold Manteca Self Store-It in Manteca, CA and Modesto Self Store-It in Modesto, CA! Tom can be reached at 408-282-3829 for details.

Congratulations to Larry Goldman, CCIM of RE/MAX Commercial who sold 265 Super Storage in Springdale, AR and Crestline Storage in Lansing, KS! Larry can be reached at 913-707-9030 for details.

Congratulations to Jared Jones, CCIM of Porthaven Partners who sold Duncan Mini Storage in Duncan, OK! Jared can be reached at 918-583-3483 for details.

Congratulations to Bill Barnhill, CCIM and Stuart LaGroue of Omega Properties, Inc. who sold Climate Masters Self Storage in Saraland, AL and America's Mini Storage in Port St. Joe, FL! Contact Bill and Stuart at 251-432-1287 for more information.

## *Contact an Argus Broker Affiliate*

| | Company | Phone | Territory |
|---|---|---|---|
| **NORTHEAST** | | | |
| Guy Blake, CCIM | Pyramid Brokerage Company | 845-522-5900 | Upstate NY, Western CT |
| Linda Cinelli, CCIM, CEA | LC Realty | 908-722-5661 | Northern NJ, NY (NYC, Long Island) |
| Joseph Mendola | 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. | 888-801-4534 | FL Panhandle |
| N.J. "Joey" Godbold | SVN Percival Partners | 704-632-1027 | NC, SC |
| Mike Patterson, CCIM | Commercial Realty Services of West Georgia | 770-301-1886 | GA |
| Stuart Wade | The Nicholson Companies | 757-618-3597 | MD, VA |
| Frost Weaver | Weaver Realty Group, Inc. | 904-733-0039 | North, Central & South FL |
| **NORTH CENTRAL** | | | |
| Bruce Bahrmasel | Waveland Commercial Real Estate, LLC | 312-518-3550 | Northern IL, Northern IN, WI |
| Rusty Hike | Hike Real Estate | 402-291-2500 | NE, IA |
| Alec Pacella, CCIM | NAI Daus | 216-831-3310 | OH, Western PA |
| Larry Goldman, CCIM | RE/MAX Commercial | 913-707-9030 | KS, MO, Southern IL |
| Mike Helline & Paul Grisanti, CCIM | Grisanti Group Commercial Real Estate | 502-253-1811 | KY, Southern IN |
| Jim Soltis | Preview Properties.com | 810-494-2062 | MI |
| **SOUTH CENTRAL** | | | |
| Bill Barnhill, CCIM | Omega Properties, Inc. | 888-801-4534 | AL, MS, LA |
| Bill Brownfield, CRE, CCIM | Brownfield & Associates, LLC | 713-907-6497 | South & Central TX |
| David Etzold | Etzold & CO LLC | 915-845-6006 | West TX |
| Larry Goldman, CCIM | RE/MAX Commercial | 913-707-9030 | AR |
| Mike Helline & Paul Grisanti, CCIM | Grisanti Group Commercial Real Estate | 502-253-1811 | TN |
| Jared Jones, CCIM | Porthaven Partners | 918-583-3483 | OK |
| Richard D. Minker, CCIM | Colliers International | 817-335-5600 | North TX |
| **WEST** | | | |
| Steve Avanzino | NAI Alliance | 775-336-4646 | NV |
| Tom de Jong | Colliers International | 408-282-3829 | Northern CA |
| David Etzold | Etzold & CO LLC | 915-845-6006 | NM |
| Jeffery A. Gorden, CCIM | Eagle Commercial Realty Services | 480-331-8880 | AZ |
| Larry Hayes | Hayes & Associates | 406-728-0088 | MT |
| Joan Lucas | Joan Lucas Real Estate Services, LLC | 720-855-6587 | CO |
| Doug Shea & Peter Pappageorge | INCO Commercial | 562-498-3395 | Southern CA |
| Thomas Wolter | RE/MAX Commercial | 206-200-3325 | WA |