



SELF STORAGE ADVISORS

SELF-STORAGE INVESTMENT ADVISORS

1-800-55-STORE
www.argus-selfstorage.com

COMPANY OVERVIEW

Argus Self Storage Advisors was formed in 1994 to provide buyers and sellers of self-storage real estate with specialized expertise in this unique property type. Through the years, Argus has assembled a highly skilled network of real estate professionals experienced in self-storage and income property investments. Now the largest self-storage brokerage network in the United States, Argus is able to meet the individual needs of self storage investors and owners through our national marketing platform and industry contacts.

Unmatched Expertise

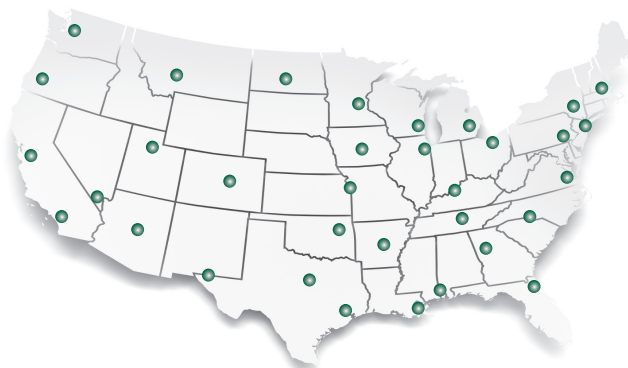
Argus combines the power of a national real estate sales organization with the experience and knowledge of our local real estate professionals. Argus Affiliates represent both buyers and sellers and are the most experienced self storage advisors in the industry. They have used their problem-solving expertise in all types of situations and are able to adapt to the unique criteria of any self-storage transaction. Over half of the Argus Affiliates have earned the prestigious CCIM or SIOR designations, recognizing expertise in commercial real estate. Additionally, many Affiliates are involved in the leadership or administration of their local Self Storage Association and are up to date on local issues and market conditions that affect self-storage owners.

National Presence

Argus provides its clients with the most comprehensive marketing program in the industry. Listed properties receive exposure to the maximum number of investors through our national marketing platform and network of professional contacts.

- Internet exposure via the Argus website and all nationally recognized commercial real estate platforms
- Presence at national and state self-storage conventions
- Advertising in industry trade magazines
- National database of self-storage buyers and sellers
- The industry-leading Market Monitor newsletter and Alert e-newsletter that reach a national audience of self-storage owners, buyers and sellers
- Over 40 Argus Affiliates representing all major markets throughout the U.S. provide knowledgeable local representation to Argus clients

Argus Broker Affiliate Offices



Portfolio Sales

Argus has represented both the buyers and sellers of large, multi-property and multi-state self-storage portfolios throughout the U.S. We are committed to maintaining relationships with the most active and well-qualified buyers and sellers in the industry. Argus helps our clients identify opportunities and successfully navigate the complexities of portfolio transactions.

Notable Clients

- Public Storage
- Strategic Storage Trust
- Amerco Real Estate / U-Haul
- CubeSmart
- W.P. Carey Inc.
- Extra Space
- National Storage Affiliates
- Life Storage
- Amsdel Companies
- OB Companies / Simply Self Storage
- William Warren Group / StorQuest



Babcock & Brown
\$44,300,000
11 Properties



Colorado
\$15,250,000
3 Properties



Oklahoma City, OK
\$15,100,000
3 Properties



North TX
\$10,250,000
2 Properties



Ardmore & OKC, OK
\$12,974,800
4 Properties



North Carolina
\$25,000,000
4 Properties

Representative Transactions

Single Asset Transactions

Each year, Argus Broker Affiliates assist an average of 100 self-storage owners with the sale of their property. Our experience and reach extends to second and third-tier markets as well as the major MSAs throughout the U.S. Our unique combination of local expertise and national marketing exposure ensures that listed properties receive maximum exposure to the marketplace. Our extensive contacts with local, regional and national buyers give our clients unique access to the largest possible market of investors.



Tempe, AZ
\$4,300,000



Fairfield, CA
\$7,700,000



Jacksonville, FL
\$2,725,000



Oakwood, GA
\$1,112,500



Staten Island, NY
\$4,600,000



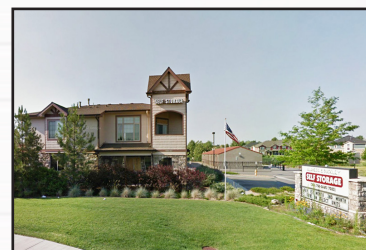
Fredericksburg, TX
\$5,100,000



Bentonville, AR
\$2,460,000



Mason, MI
\$2,200,000



Aurora, CO
\$4,300,000

Debt & Equity Placement

Argus is well-positioned to provide debt and equity solutions to owners and investors in the self-storage industry. Our national presence allows us to attract a wide range of capital sources while maintaining vital knowledge of local markets—resulting in the best financial solutions for our clients.

We have relationships with a wide range of debt and equity sources including financial intermediaries. Our access to active sources of CMBS, Life Company, bank, bridge and mezzanine equity for commercial real estate is unmatched in the self-storage industry.

When you want to source reliable capital, no one is stronger or better connected.

Consulting Services

With more than 20 years of specialization in the self-storage industry and more than 30 offices around the country, Argus has the unique ability to advise clients on the local and national self-storage market. This allows Argus' clients access to the most important market information when evaluating investment opportunities and positioning their assets for maximum capital appreciation.

Argus self-storage professionals are industry leaders in providing their clients with:

- Investment Evaluation
- Asset Positioning
- Market Research
- Management Evaluation
- Debt and Equity Structuring



RESUME OF BENJAMIN M. VESTAL

Mr. Vestal has been involved in the management, development and brokerage of commercial real estate for the last twenty years.

Mr. Vestal has been involved in over \$1 Billion of self-storage investment sales transactions. Additionally, he has obtained financing for several self-storage projects and is familiar with conduit, bank and life insurance company loans.

In 2006, Mr. Vestal acquired an ownership interest in Argus Self Storage Advisors, the nation's premier brokerage network for self-storage facilities, and has been actively involved with the management and growth of the company. In 2009, Mr. Vestal became President of Argus and is responsible for the overall management and operation of the company. Mr. Vestal is frequently asked to share his specialized expertise at self-storage industry conventions and meetings.

Argus Self Storage Advisors is comprised of 37 broker affiliates covering more than 40 markets nationwide. Argus provides buyers and sellers of self-storage facilities immediate access to a broad market while maintaining the advantages of local broker expertise. With a transaction history of more than \$3 Billion, Argus and its broker affiliates have earned their reputation as the nation's leading self-storage brokerage.

Benjamin M. Vestal

President

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