



**GRANDSTONE**  
STORAGE INVESTMENT SALES

**Q2**  
**R E P O R T**

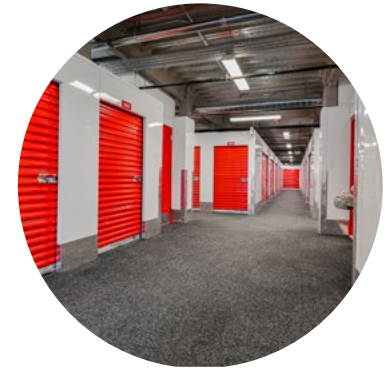
**HISTORICAL Q2 STORAGE SALES • Q2 UNIT RATE REPORT • Q2 STORAGE SALES • Q2 MACRO**

# INTRODUCTION

The purpose of this report is to provide a comprehensive overview of our performance this quarter, analyze the market trends we are navigating, and outline our strategic approach moving forward. As we continue to break into new markets and build our portfolio, this report serves as both a reflection of our current successes and a roadmap for our future growth.

Grandstone's success is built on a foundation of meticulous underwriting, strategic market positioning, and an unwavering commitment to delivering value to our clients. As we look ahead to the second half of 2024, our focus remains on scaling our operations, deepening our market penetration, and continuing to exceed expectations in every aspect of our business.

This report is not just a summary of our achievements; it is a testament to the hard work and dedication of our team, and a preview of the great things yet to come.



# THE GRANDSTONE TEAM

## YOUR TRANSACTION TEAM



MEIR D. PERLMUTER  
CEO/Founder



MENDY KALTMANN  
Senior Associate



MOSHE TABBOUCHE  
Senior Associate



SAM STEVNING  
Senior Associate

NEW AGENT HIRE



ELI MARKOWITZ  
Real Estate Associate



ABE PRESSMAN  
Real Estate Associate



DREW SAMUELSON  
Real Estate Associate

NEW AGENT HIRE



JAKE SCHOTTENSTEIN  
Real Estate Associate

## BACK OFFICE STAFF



MITCH BARNETT  
COO



JONATHAN AVERSANO  
Financial Analyst



ORLI POLTER  
Chief of Marketing



## NEW HIRE BIOS



**DREW SAMUELSON**  
Real Estate Associate

Drew Samuelson joined Grandstone Investment Sales in July 2024, bringing with him a remarkable work ethic honed during his distinguished time serving in combat in the IDF. His unwavering commitment to excellence and discipline are hallmarks of his professional demeanor. Drew is also the visionary founder of ACHDUS, a highly impactful non-profit charity organization, which has successfully donated over 100,000 articles of clothing to those in need, making a significant difference in the lives of the homeless. For his charitable work, Drew was awarded the prestigious 20under20 award by Mayor Andrew Ginther the city of Columbus. (2020)

Renowned for his relentless dedication, Drew ensures every task is executed with precision and thoroughness, never stopping until the job is done. His approachable and friendly nature, combined with an outgoing personality, makes him a pleasure to work with. Yet, he balances this with a serious and professional approach that earns him the respect and trust of clients and colleagues alike.

At Grandstone, Drew is now focusing his expertise on the dynamic Midwest Market. Outside of his professional commitments, Drew cherishes time spent with family and friends and dogs. He can often be found at the gym.



**SAM STEVNING**  
Real Estate Associate

Sam joins Grandstone with over two years in the self storage industry. Working in business development for a top 70 owner (total NRSF owned) in the US, Prestige Storage Capital, the experience and knowledge he was able to attain was invaluable in regards to not only storage transactions, but the industry as a whole. His day to day in business development revolved entirely around acquisitions, which included outreach to storage owners and underwriting potential acquisitions. He consistently made over 300 calls while underwriting anywhere from 1-4 deals a week. Sam was fortunate enough to directly source over \$37M in acquisitions since March 2022.

At Grandstone, Sam will focus on the Midwest, which is where his success and focus was directed at Prestige. He is looking forward to leveraging all the knowledge and experience he gained working for a big industry player as he breaks into the brokerage space.

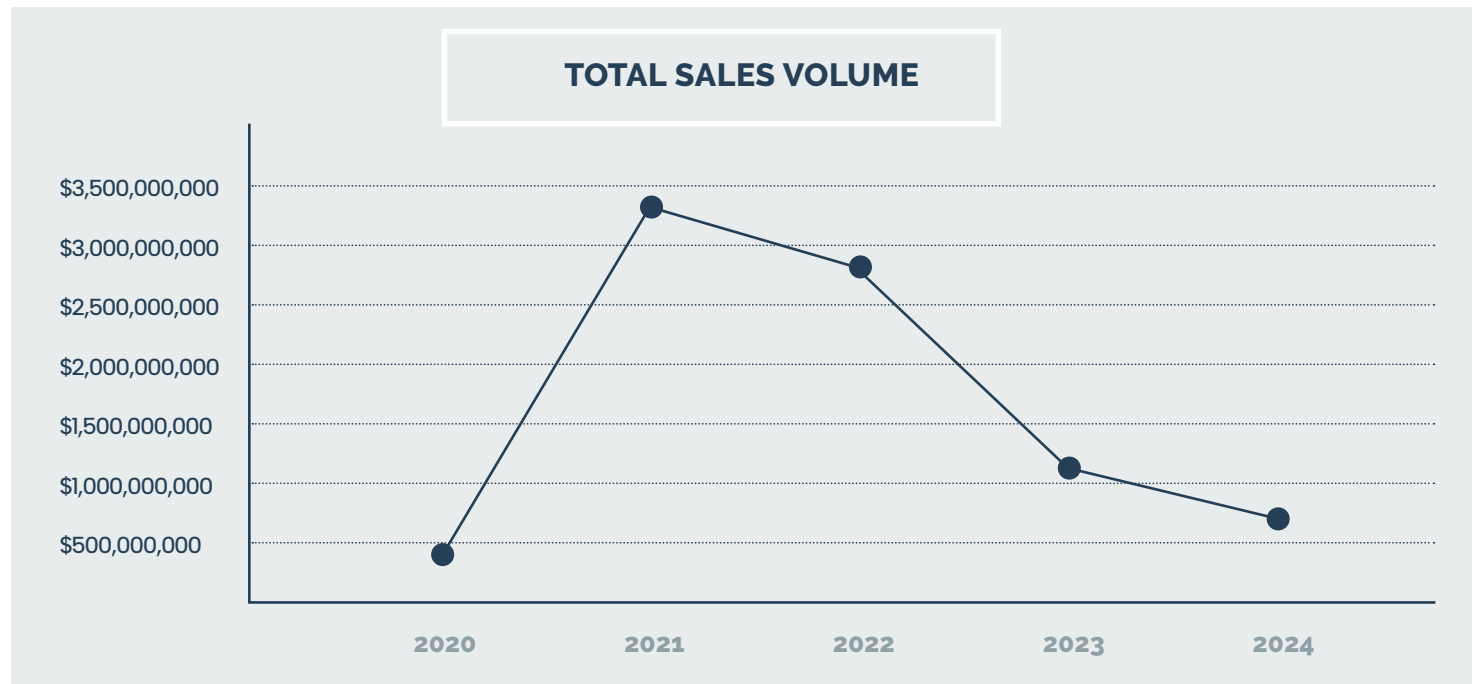
Outside of work, Sam enjoys spending time with family and friends, playing golf, and watching sports.



# HISTORICAL Q2 STORAGE SALES

This chart displays the quarterly real estate sales data for Q2 from 2020 to 2024. In 2024 Q2, there were 120 sales with a total sales volume of \$594,739,500, an average sale price of \$7,624,865, and an average price per square foot of \$138.60. The number of sales, total sales volume, and average price per square foot have fluctuated over the years, with the highest total sales volume and average sale price recorded in 2021 Q2.

YEAR	QUARTER	# OF SALES	TOTAL SALES VOLUME	AVERAGE SALE PRICE (RECORDED PRICES)	AVERAGE \$/NRSF (RECORDED PRICES)
2024	Q2	120	\$594,739,500	\$7,624,865	\$138.60
2023	Q2	237	\$1,123,612,100	\$6,935,877	\$135.94
2022	Q2	460	\$2,846,531,600	\$9,332,890	\$179.64
2021	Q2	422	\$3,367,320,600	\$11,150,068	\$180.04
2020	Q2	139	\$482,560,471	\$4,509,911	\$98.28

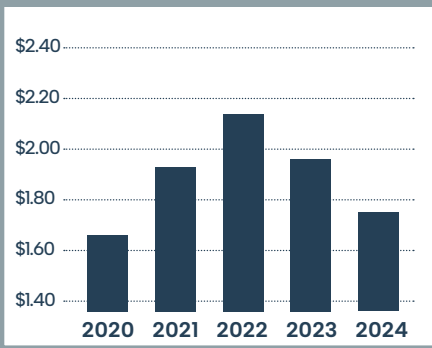


# Q2 UNIT RATE REPORT

20-MILE  
AVERAGE 10X10  
CLIMATE-  
CONTROLLED  
UNIT RATE

Q2 HISTORICAL

## TOP 30 METRO AVERAGE



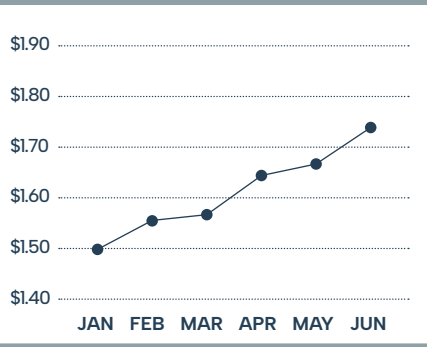
CITY	JUNE 2020	JUNE 2021	JUNE 2022	JUNE 2023	JUNE 2024
Boston	\$2.36	\$2.24	\$2.64	\$2.54	\$2.15
New York	\$2.42	\$2.54	\$2.95	\$3.04	\$3.07
Austin	\$1.36	\$1.80	\$2.03	\$1.74	\$1.43
Washington DC	\$2.32	\$2.40	\$2.64	\$2.47	\$2.34
Chicago	\$1.46	\$1.87	\$2.06	\$1.96	\$1.59
San Jose	\$1.99	\$1.95	\$2.14	\$1.79	\$1.95
Raleigh-Durham	\$1.09	\$1.43	\$1.65	\$1.45	\$1.34
Tampa	\$1.52	\$1.75	\$2.14	\$1.94	\$1.68
Denver	\$1.22	\$1.77	\$1.95	\$1.66	\$1.65
Philadelphia	\$1.80	\$1.96	\$2.17	\$1.77	\$1.51
Dallas-Ft Worth	\$1.28	\$1.70	\$1.90	\$1.76	\$1.47
Los Angeles	\$2.44	\$2.72	\$3.14	\$2.79	\$2.55
Charleston (SC)	\$1.30	\$1.70	\$2.04	\$1.96	\$1.61
Houston	\$0.99	\$1.48	\$1.63	\$1.49	\$1.36
Phoenix	\$1.64	\$1.93	\$2.16	\$1.83	\$1.50
Charlotte	\$1.06	\$1.63	\$1.76	\$1.64	\$1.40
Inland Empire (CA)	\$1.68	\$2.42	\$2.58	\$2.13	\$1.95
San Diego	\$1.81	\$2.18	\$2.68	\$2.34	\$2.30
Nashville	\$1.40	\$1.55	\$1.92	\$1.88	\$1.72
Columbus (OH)	\$1.38	\$1.46	\$1.54	\$1.46	\$1.30
San Antonio	\$1.27	\$1.55	\$1.66	\$1.52	\$1.26
Miami	\$1.79	\$2.41	\$3.00	\$2.58	\$2.32
Minneapolis	\$1.16	\$1.45	\$1.49	\$1.34	\$1.16
Las Vegas	\$1.31	\$1.81	\$2.03	\$1.60	\$1.33
San Francisco	\$2.72	\$2.93	\$2.99	\$2.91	\$2.57
Sacramento	\$1.83	\$2.15	\$2.02	\$1.78	\$1.61
Orlando	\$1.38	\$1.27	\$2.00	\$1.81	\$1.47
Portland	\$1.71	\$1.70	\$1.60	\$1.49	\$1.48
Atlanta	\$1.34	\$1.72	\$2.03	\$1.81	\$1.29
Seattle	\$1.80	\$2.11	\$2.26	\$1.88	\$1.93
National Average	\$1.57	\$1.87	\$2.03	\$1.74	\$1.58
<b>TOP 30 METRO AVERAGE</b>	<b>\$1.63</b>	<b>\$1.92</b>	<b>\$2.16</b>	<b>\$1.95</b>	<b>\$1.74</b>

# Q2 UNIT RATE REPORT

20-MILE  
AVERAGE 10X10  
CLIMATE-  
CONTROLLED  
UNIT RATE

Q1 & Q2 2024

Q1 & Q2 TOP 30 METRO AVERAGE



CITY	Q1 2024				Q2 2024				RATE GROWTH	
	JAN-24	FEB-24	MAR-24	Q1 AVG.	APR-24	MAY-24	JUN-24	Q2 AVG.	GROWTH Q1-Q2	GROWTH JAN-JUNE
BOSTON	\$1.51	\$1.53	\$1.65	\$1.56	\$1.82	\$2.04	\$2.15	\$2.00	28.14%	42.38%
NEW YORK	\$2.35	\$2.40	\$2.44	\$2.40	\$2.78	\$2.83	\$3.07	\$2.89	20.72%	30.64%
AUSTIN	\$1.24	\$1.26	\$1.29	\$1.26	\$1.37	\$1.40	\$1.43	\$1.40	10.82%	15.32%
WASHINGTON DC	\$1.81	\$2.00	\$2.06	\$1.96	\$2.06	\$2.23	\$2.34	\$2.21	12.95%	29.28%
CHICAGO	\$1.36	\$1.57	\$1.42	\$1.45	\$1.50	\$1.52	\$1.59	\$1.54	5.98%	16.91%
SAN JOSE	\$1.50	\$1.63	\$1.76	\$1.63	\$1.77	\$1.78	\$1.95	\$1.83	12.47%	30.00%
RALEIGH-DURHAM	\$1.14	\$1.19	\$1.23	\$1.19	\$1.33	\$1.28	\$1.34	\$1.32	10.96%	17.54%
TAMPA	\$1.44	\$1.48	\$1.49	\$1.47	\$1.51	\$1.59	\$1.68	\$1.59	8.39%	16.67%
DENVER	\$1.37	\$1.43	\$1.48	\$1.43	\$1.55	\$1.57	\$1.65	\$1.59	11.45%	20.44%
PHILADELPHIA	\$1.31	\$1.38	\$1.41	\$1.37	\$1.47	\$1.46	\$1.51	\$1.48	8.29%	15.27%
DALLAS-FT WORTH	\$1.32	\$1.32	\$1.38	\$1.34	\$1.45	\$1.41	\$1.47	\$1.44	7.71%	11.36%
LOS ANGELES	\$2.34	\$2.35	\$2.36	\$2.35	\$2.45	\$2.50	\$2.55	\$2.50	6.38%	8.97%
CHARLESTON (SC)	\$1.35	\$1.37	\$1.45	\$1.39	\$1.47	\$1.43	\$1.61	\$1.50	8.15%	19.26%
HOUSTON	\$1.18	\$1.25	\$1.23	\$1.22	\$1.34	\$1.31	\$1.36	\$1.34	9.56%	15.25%
PHOENIX	\$1.36	\$1.35	\$1.38	\$1.36	\$1.41	\$1.45	\$1.50	\$1.45	6.60%	10.29%
CHARLOTTE	\$1.22	\$1.27	\$1.26	\$1.25	\$1.31	\$1.36	\$1.40	\$1.36	8.53%	14.75%
INLAND EMPIRE	\$1.68	\$1.84	\$1.80	\$1.77	\$1.89	\$2.00	\$1.95	\$1.95	9.77%	16.07%
SAN DIEGO	\$2.11	\$2.25	\$2.20	\$2.19	\$2.19	\$2.20	\$2.30	\$2.23	1.98%	9.00%
NASHVILLE	\$1.37	\$1.40	\$1.55	\$1.44	\$1.64	\$1.63	\$1.72	\$1.66	15.51%	25.55%
COLUMBUS (OH)	\$1.16	\$1.21	\$1.17	\$1.18	\$1.20	\$1.29	\$1.30	\$1.26	7.06%	12.07%
SAN ANTONIO	\$1.23	\$1.19	\$1.19	\$1.20	\$1.23	\$1.22	\$1.26	\$1.24	2.77%	2.44%
MIAMI	\$1.98	\$2.13	\$2.20	\$2.10	\$2.27	\$2.25	\$2.32	\$2.28	8.40%	17.17%
MINNEAPOLIS	\$1.09	\$1.11	\$1.09	\$1.10	\$1.14	\$1.13	\$1.16	\$1.14	4.26%	6.42%
LAS VEGAS	\$1.31	\$1.39	\$1.33	\$1.34	\$1.36	\$1.34	\$1.33	\$1.34	0.00%	1.53%
SAN FRANCISCO	\$2.18	\$2.01	\$2.04	\$2.08	\$2.32	\$2.32	\$2.57	\$2.40	15.73%	17.89%
SACRAMENTO	\$1.48	\$1.52	\$1.48	\$1.49	\$1.63	\$1.59	\$1.61	\$1.61	7.81%	8.78%
ORLANDO	\$1.39	\$1.44	\$1.42	\$1.42	\$1.43	\$1.47	\$1.47	\$1.46	2.82%	5.76%
PORTLAND	\$1.29	\$1.36	\$1.37	\$1.34	\$1.45	\$1.45	\$1.48	\$1.46	8.96%	14.73%
ATLANTA	\$1.22	\$1.22	\$1.21	\$1.22	\$1.28	\$1.25	\$1.29	\$1.27	4.66%	5.74%
SEATTLE	\$1.66	\$1.65	\$1.70	\$1.67	\$1.72	\$1.90	\$1.93	\$1.85	10.78%	16.27%
NATIONAL AVERAGE	\$1.38	\$1.42	\$1.44	\$1.41	\$1.52	\$1.52	\$1.58	\$1.54	8.96%	14.49%
TOP 30 METRO AVERAGE	\$1.50	\$1.55	\$1.57	\$1.54	\$1.64	\$1.67	\$1.74	\$1.68	9.32%	15.98%



# Q2 SELF STORAGE SALES

1 OF 3

PROPERTY NAME	ADDRESS	CITY	STATE	NRSF	COMPLETION YEAR	SALE DATE	SALE PRICE	SALE PRICE PER SQFT
CUBESMART SELF STORAGE	5186 INTERSTATE 55 ROAD	MARION	AR	59,035	1988	05/20/2024	\$1,190,000	\$19.15
SQUIRREL'S KEEP SELF STORAGE	461 BENAJA ROAD	REIDSVILLE	NC	20,491	1999	06/14/2024	\$1,225,000	\$56.79
EXTRA SPACE STORAGE	1000 SOUTH RIDGE ROAD	MINOOKA	IL	31,045	2004	04/16/2024	\$1,257,800	\$38.49
BLUE SKY SELF STORAGE	3760 U.S. 412	SILAM SPRINGS	AR	32,205	2003	04/19/2024	\$1,320,000	\$38.94
10 FEDERAL STORAGE	2806 NORTH CANNON BLVD	KANNAPOLIS	NC	41,515	1987	06/27/2024	\$1,500,000	\$34.32
MACADAM MINI - STORAGE	5620 SW KELLY AVENUE	PORTLAND	OR	14,759	1998	06/17/2024	\$1,600,000	\$92.14
GATOR STATE STORAGE	4500 LIPSCOMB STREET	PALM BAY	FL	31,445	1977	06/26/2024	\$1,750,000	\$52.87
TOP SHELF STORAGE	3130 SAPP ROAD	CONROE	TX	34,975	2020	06/04/2024	\$1,800,000	\$48.89
EAST COLUMBUS SELF STORAGE	2107 FLOYD ROAD	COLUMBUS	GA	23,370	1995	04/25/2024	\$1,950,000	\$69.99
U - HAUL MOVING & STORAGE	2214 BELTLINE ROAD SW	DECATUR	AL	27,332	1978	04/26/2024	\$2,050,000	\$77.07
ATTIC STORAGE	5801 NE MINDER ROAD	POULSBO	WA	12,920	1985	04/09/2024	\$2,100,000	\$154.41
WEST GARDINER SELF STORAGE	17 TOWN HOUSE ROAD	WEST GARDINER	ME	24,999	2021	05/01/2024	\$2,134,000	\$81.09
PRIME STORAGE	7045 CLAIRTON ROAD	WEST MIFFLIN	PA	35,575	2022	05/07/2024	\$2,139,800	\$51.13
U - HAUL MOVING & STORAGE	2805 FERGUSON ROAD	SPRING HILL	TN	31,160	2003	05/30/2024	\$2,250,000	\$68.60
ADDED STORAGE	3240 VETERANS CIRCLE	BIRMINGHAM	AL	57,000	2016	05/09/2024	\$2,500,000	\$41.67
MOUNTAIN VISTA MINI STORAGE	5010 STEPTOE STREET	LAS VEGAS	NV	21,614	1997	05/01/2024	\$2,500,000	\$109.88
CUBESMART SELF STORAGE	201 SQUIRES DRIVE	MILAN	MI	29,049	1999	04/22/2024	\$2,650,000	\$86.66
U - HAUL MOVING & STORAGE	1810 GERVAIS COURT	MAPLEWOOD	MN	34,846	1981	06/20/2024	\$2,700,000	\$73.61
KO STORAGE	27613 SW OUTER ROAD	HARRISONVILLE	MO	48,147	1984	06/07/2024	\$2,823,100	\$55.70
WINDMILL MINI STORAGE	204 COMMERCIAL DRIVE	TAYLOR	TX	33,600	2004	04/23/2024	\$2,825,000	\$83.27
AIRPARK MINI STORAGE	10020 WHITESEL ROAD	ASHLAND	VA	47,937	1993	06/14/2024	\$3,000,000	\$59.45
KO STORAGE	259 COLLIER DRIVE	DOYLESTOWN	OH	44,472	1994	04/18/2024	\$3,275,000	\$69.96
US STORAGE CENTERS	8590 BATAAN MEMORIAL EAST	LAS CRUCES	NM	48,376	2010	06/24/2024	\$3,328,300	\$65.36
STORAGE EXPRESS	1711 FOUNTAIN COURT	COLUMBUS	GA	46,816	2005	04/10/2024	\$3,330,000	\$67.57
STORAGE EXPRESS	12045 MOLINE STREET	HENDERSON	CO	30,000	2006	04/19/2024	\$3,500,000	\$108.88
SAFE HOLD STORAGE	6340 FREEPORT BLVD	SACRAMENTO	CA	25,000	1986	06/14/2024	\$3,950,000	\$101.47
LEEVILLE PIKE STORAGE	6016 LEEVILLE PIKE	LEBANON	TN	28,120	2016	05/21/2024	\$4,045,000	\$136.66
STORAGE SENSE	320 WAVERLY ROAD	PAWLEYS ISLAND	SC	27,745	2002	05/13/2024	\$4,166,600	\$142.66
STORAGE EXPRESS	3210 SW LEEMAN FERRY ROAD	HUNTSVILLE	AL	36,845	2021	04/25/2024	\$4,300,000	\$93.68
MYPLACE SELF STORAGE	3086 COOPER STREET	PUNTA GORDA	FL	21,517	1981	06/10/2024	\$4,450,000	\$162.11
LEHIGH ACRES SELF STORAGE	511 LEE BLVD	LEHIGH ACRES	FL	95,778	-	04/17/2024	\$4,500,000	\$35.24
SELF STORAGE PLUS	9406 ONYX COURT	FREDERICKSBURG	VA	19,380	2005	04/03/2024	\$4,500,000	\$220.59
MYPLACE SELF STORAGE	1040 NORTH VIP BLVD	CASA GRANDE	AZ	47,273	1970	05/08/2024	\$4,600,000	\$92.44
EXTRA SPACE STORAGE	318 GLASSBORO ROAD	WOODBURY HEIGHTS	NJ	50,937	2007	04/15/2024	\$4,620,000	\$86.17
DOVE STORAGE	2006 ROUTE 57	HACKETTSTOWN	NJ	49,556	1991	04/01/2024	\$5,326,000	\$102.10
YOURWAY STORAGE	3637 WALTON WAY EXT	AUGUSTA	GA	43,312	2022	04/24/2024	\$5,500,000	\$120.64
PRIME STORAGE	1280 JEFFERSON BLVD	WARWICK	RI	45,146	2022	05/07/2024	\$5,599,500	\$105.43
TELEGRAPH BUDGET STORAGE	21516 TELEGRAPH RD	BROWNSTOWN CHARTER TWP MI	MI	56,109	1905	06/27/2024	\$5,650,000	\$100.70
PRIME STORAGE	14 CALUMET ROAD	METHUEN	MA	88,835	2023	05/07/2024	\$5,720,000	\$42.90
CLEARHOME SELF STORAGE	6664 FIRESTONE ROAD	JACKSONVILLE	FL	39,570	2021	05/09/2024	\$5,800,000	\$117.89

\*DATA FROM YARDI





# Q2 SELF STORAGE SALES

2 OF 3

PROPERTY NAME	ADDRESS	CITY	STATE	NRSF	COMPLETION YEAR	SALE DATE	SALE PRICE	SALE PRICE PER SQFT
EXTRA SPACE STORAGE	42 GALLEN ROAD	KINGSTON	MA	36,350	2001	06/26/2024	\$6,000,000	\$131.15
US STORAGE CENTERS	5000 SONOMA RANCH BLVD	LAS CRUCES	NM	66,612	2002	06/24/2024	\$6,181,100	\$88.15
PRIME STORAGE	512 CORTEZ ROAD WEST	BRADENTON	FL	67,854	2022	05/07/2024	\$6,281,100	\$80.68
MINI MALL STORAGE	296 WALMART DRIVE	SODDY-DAISY	TN	46,930	1999	06/18/2024	\$6,400,000	\$129.55
MYPLACE SELF - STORAGE	178 JACK MILLER BLVD	CLARKSVILLE	TN	70,176	1994	04/25/2024	\$6,408,000	\$86.75
RIGHT MOVE STORAGE	19019 FARM TO MARKET 2920	TOMBALL	TX	77,900	2024	06/05/2024	\$6,500,000	\$79.27
PRIME STORAGE	777 PROVIDENCE STREET	WOONSOCKET	RI	66,668	2024	05/07/2024	\$6,600,000	\$74.25
120 TRIANGLE SELF STORAGE	13881 INTERSTATE 20	MESQUITE	TX	11,597	2004	06/26/2024	\$6,650,000	\$544.72
STORAGE EXPRESS	12771 WEST WADSWORTH ROAD	BEACH PARK	IL	55,005	2021	05/29/2024	\$6,700,000	\$115.72
CUBESMART SELF STORAGE	2151 TUNNEL HILL ROAD	ELIZABETHTOWN	KY	83,250	2023	06/21/2024	\$6,900,000	\$75.71
NATIONAL STORAGE	1745 WOODMAN ROAD	DAYTON	OH	65,837	2004	05/09/2024	\$7,333,300	\$106.64
STORAGE KING USA	8041 SOUTH PADRE ISLAND DRIVE	CORPUS CHRISTI	TX	75,291	2003	05/16/2024	\$7,336,000	\$92.56
U - HAUL MOVING & STORAGE	7060 WINCHESTER ROAD	MEMPHIS	TN	77,068	2024	05/02/2024	\$7,500,000	\$92.45
ADVANTAGE CLIMATE CONTROLLED SELF STORAGE	1008 JORDAN LANE NW	HUNTSVILLE	AL	80,940	2018	05/28/2024	\$7,800,000	\$91.55
EXTRA SPACE STORAGE	2735 NORTH CALHOUN ROAD	BROOKFIELD	WI	88,846	2022	04/04/2024	\$8,050,000	\$77.02
CUBESMART SELF STORAGE	1844 CHERRY AVENUE	FRESNO	CA	163,013	1996	05/03/2024	\$8,200,000	\$37.64
EXTRA SPACE STORAGE	2121 LAKE ROAD	WHITING	NJ	42,750	2022	04/19/2024	\$8,500,000	\$188.89
EXTRA SPACE STORAGE	2325 BENCHMARK LANE	BARTLETT	IL	88,641	2024	04/01/2024	\$9,923,000	\$95.15
U - HAUL MOVING & STORAGE	2752 BLANDING BLVD	MIDDLEBURG	FL	63,280	2024	05/03/2024	\$10,160,000	\$130.02
SMARTSTOP SELF STORAGE	3150 BOYCHUK AVENUE	COLORADO SPRINGS	CO	73,834	2002	04/15/2024	\$10,500,000	\$135.10
ARVADA WEST STORAGE	15350 HIGHWAY 72	ARVADA	CO	80,010	2019	04/23/2024	\$10,500,000	\$95.25
HOME TEAM STORAGE	6615 STEWART ROAD	GALVESTON	TX	70,000	2021	04/30/2024	\$10,666,600	\$107.26
U - HAUL MOVING & STORAGE	1039 RIDGE ROAD	WEBSTER	NY	66,275	2022	04/04/2024	\$11,500,000	\$136.71
EXTRA SPACE STORAGE	3900 CURTIS BLVD	COCOA	FL	68,907	2002	04/09/2024	\$12,500,000	\$172.33
FREEUP STORAGE	2625 SE 165TH AVENUE	VANCOUVER	WA	79,488	2018	05/03/2024	\$12,640,000	\$119.26
U - HAUL MOVING & STORAGE	3830 SOUTH GOLDENROD ROAD	ORLANDO	FL	72,975	2024	04/29/2024	\$12,750,000	\$125.35
LIFE STORAGE	501 SOUTH FERGUSON PKWY	ANNA	TX	110,454	2023	05/15/2024	\$13,733,300	\$105.68
PRIME STORAGE	80 DUPONT DRIVE	PROVIDENCE	RI	65,642	2023	04/05/2024	\$13,817,000	\$153.06
LIFE STORAGE	651 UTICA AVENUE	BROOKLYN	NY	26,691	2020	04/12/2024	\$14,500,000	\$407.43
DEVON SELF STORAGE	3401 80TH STREET	KENOSHA	WI	52,120	2017	05/22/2024	\$14,500,000	\$236.47
FREEUP STORAGE	710 SE BELMONT STREET	PORTLAND	OR	61,990	2018	05/03/2024	\$15,300,000	\$148.26
FREEUP STORAGE	989 NE 61ST AVENUE	PORTLAND	OR	86,578	2017	05/03/2024	\$16,060,000	\$139.12
CUBESMART SELF STORAGE	7401 NW 68TH STREET	MIAMI	FL	80,881	1973	04/24/2024	\$17,500,000	\$205.55
GOHOMEPORT	3080 PROMENADE STREET	WEST SACRAMENTO	CA	77,187	2002	05/09/2024	\$19,025,000	\$234.15
LIFE STORAGE	163 SACKMAN	BROOKLYN	NY	46,463	2019	04/12/2024	\$20,000,000	\$322.84
LOCALSTORAGE	8060 SEMINOLE TRAIL	RUCKERSVILLE	VA	132,050	2019	05/29/2024	\$24,500,000	\$161.07
LIFE STORAGE	150 17TH STREET	BROOKLYN	NY	57,666	2022	04/12/2024	\$25,600,000	\$332.95
LIFE STORAGE	87-16 121ST STREET	JAMAICA	NY	116,086	2022	04/12/2024	\$50,300,000	\$324.97
CUBESMART SELF STORAGE	2906 HALLS MILL ROAD	MOBILE	AL	26,790	1974	05/16/2024	\$--	\$--
CUBESMART SELF STORAGE	3434 MICHAEL BLVD	MOBILE	AL	55,757	1967	05/16/2024	\$--	\$--

\*DATA FROM YARDI



# Q2 SELF STORAGE SALES

3 OF 3

PROPERTY NAME	ADDRESS	CITY	STATE	NRSF	COMPLETION YEAR	SALE DATE	SALE PRICE	SALE PRICE PER SQFT
EXTRA SPACE STORAGE	26869 MISSION BLVD	HAYWARD	CA	42,490	1978	06/26/2024	\$--	\$--
EXTRA SPACE STORAGE	6923 GALL BLVD	ZEPHYRHILLS	FL	67,248	2024	04/23/2024	\$--	\$--
EXTRA SPACE STORAGE	5220 NORTH RICHMOND ROAD	RINGWOOD	IL	66,293	2003	04/16/2024	\$--	\$--
STORAGEMART	994 SOUTH STATE ROAD 135	GREENWOOD	IN	37,475	1993	04/16/2024	\$--	\$--
PRIME STORAGE	2324 SAGAMORE PKWY SOUTH	LAFAYETTE	IN	42,151	2021	05/07/2024	\$--	\$--
IN SELF STORAGE	10386 MCKINLEY HWY	OSCEOLA	IN	30,314	1988	06/07/2024	\$--	\$--
STORAGEMART	7055 WEST I53RD STREET	OVERLAND PARK	KS	60,510	1980	05/24/2024	\$--	\$--
PRIME STORAGE	8145 CONNECTOR DRIVE	FLORENCE	KY	80,750	2023	05/07/2024	\$--	\$--
PRIME STORAGE	18 SARGENT STREET	GLOUCESTER	MA	70,106	1976	04/12/2024	\$--	\$--
PRIME STORAGE	130 SOHIER ROAD	BEVERLY	MA	105,995	2019	05/13/2024	\$--	\$--
PRIME STORAGE	24200 GRATIOT AVENUE	EASTPOINTE	MI	82,451	2019	05/01/2024	\$--	\$--
LENOX SQUARE STORAGE	37570 31 MILE ROAD	RICHMOND	MI	20,045	2021	05/08/2024	\$--	\$--
PRIME STORAGE	1290 NORTH MONROE STREET	MONROE	MI	60,000	2023	05/07/2024	\$--	\$--
STORAGEMART	1500 CREEKWOOD PKWY	COLUMBIA	MO	42,000	2017	04/11/2024	\$--	\$--
EXTRA SPACE STORAGE	1036 PERSHALL ROAD	ST. LOUIS	MO	44,350	1978	04/26/2024	\$--	\$--
PRIME STORAGE	88 PLAISTOW ROAD	PLAISTOW	NH	95,436	2022	05/07/2024	\$--	\$--
PRIME STORAGE	123 WEST TRYON AVENUE	TEANECK	NJ	41,511	2019	04/11/2024	\$--	\$--
MINI MALL STORAGE	2088 BEAVER VALLEY ROAD	FAIRBORN	OH	62,238	1975	04/17/2024	\$--	\$--
IDEAL SELF STORAGE	1530 NORTH HOUSTON STREET	LORENA	TX	13,086	1980	05/02/2024	\$--	\$--
GO STORE IT SELF STORAGE	101 EAST ADAMS AVENUE	WHITNEY	TX	61,474	1990	05/23/2024	\$--	\$--
GO STORE IT SELF STORAGE	1401 NORTH BRAZOS STREET	WHITNEY	TX	84,626	1997	05/23/2024	\$--	\$--
GO STORE IT SELF STORAGE	700 FM2604	WHITNEY	TX	36,290	2022	05/23/2024	\$--	\$--
MOVE IT SELF STORAGE	2902 SOUTH PADRE ISLAND DRIVE	CORPUS CHRISTI	TX	41,848	1969	06/11/2024	\$--	\$--
GARLAND NEIGHBORHOOD STORAGE	3539 DIVIDEND DRIVE	GARLAND	TX	49,305	1971	05/14/2024	\$--	\$--
PUBLIC STORAGE	5903 NORTH CUSTER ROAD	MCKINNEY	TX	72,147	2009	06/04/2024	\$--	\$--
ADVANTAGE STORAGE	2870 VIRGINIA PKWY	MCKINNEY	TX	46,158	2023	06/07/2024	\$--	\$--
LAKE RIDGE SELF STORAGE	5191 NORTH HIGHWAY 67	MIDLOTHIAN	TX	32,070	2005	04/10/2024	\$--	\$--
SECURCARE SELF STORAGE	4809 NORTH BELT LINE ROAD	MESQUITE	TX	73,990	2005	06/03/2024	\$--	\$--
READY NOW STORAGE	3233 NORTH MAIN STREET	CLEBURNE	TX	25,441	1984	05/06/2024	\$--	\$--
EXTRA SPACE STORAGE	6045 FAIRMONT PKWY	PASADENA	TX	72,437	1994	04/05/2024	\$--	\$--
STORE IT ALL SELF STORAGE	22200 US 59	KINGWOOD	TX	19,504	1978	05/09/2024	\$--	\$--
CURIO STORAGE	508 EAST MAIN STREET	CLUTE	TX	50,996	2008	06/10/2024	\$--	\$--
CUBESMART SELF STORAGE	24507 WEST HARDY ROAD	SPRING	TX	42,617	1978	06/28/2024	\$--	\$--
PUBLIC STORAGE	29105 FM 1093 ROAD	RICHMOND	TX	83,000	2024	05/02/2024	\$--	\$--
MORNINGSTAR STORAGE	11320 BARKER CYPRESS ROAD	CYPRESS	TX	89,266	2017	06/06/2024	\$--	\$--
CUBESMART SELF STORAGE	9975 MARBACH ROAD	SAN ANTONIO	TX	41,434	1989	05/24/2024	\$--	\$--
EXTRA SPACE STORAGE	10615 SOUTH GESSNER ROAD	HOUSTON	TX	58,197	2000	06/07/2024	\$--	\$--
OUT OF SIGHT STORAGE	11371 WALTERS ROAD	HOUSTON	TX	34,008	2003	04/11/2024	\$--	\$--
SECURCARE SELF STORAGE	8213 SOUTH SONCY ROAD	AMARILLO	TX	40,698	2019	06/14/2024	\$--	\$--
PUBLIC STORAGE	850 FM2001	BUDA	TX	54,340	2017	04/17/2024	\$--	\$--

\*DATA FROM YARDI



## Q2 MACRO

In Q2 2024, the macroeconomic environment showed mixed signals. The Federal Reserve maintained high interest rates, with the benchmark rate around 5.5%, to combat persistent inflation which remained above the Fed's target at approximately 3.4% for headline CPI and 3.1% for PCE inflation. The job market showed signs of cooling with an increase in unemployment to 4.0% as companies adjusted to the higher cost of capital. Overall, the economic expansion faced potential headwinds due to the combined effects of high interest rates, persistent inflation, and moderated consumer spending. The Federal Reserve's commitment to controlling inflation, even at the cost of higher interest rates, underscored the delicate balance between sustaining economic growth and achieving price stability.

In Q2 2024, the self-storage market experienced steady demand despite broader economic uncertainties. Occupancy rates remained high, driven by ongoing urbanization and lifestyle changes that emphasized the need for additional storage space. Rental rates saw moderate increases from Q1 of 2024. The Top 30 Metros average unit rate for 10x10's saw a 9.32% increase from Q1 to Q2. However, the Top 30 Metro average price per square foot for 10x10's in June 2024 is \$1.74, which is down from \$1.95 in June 2023, and \$2.16 from June 2022.

## RECENT CLOSINGS

### WALTON WAY SELF STORAGE

Grandstone Investment Sales closed the sale of Walton Way Storage, a 45,395-square-foot self-storage facility in Augusta, Georgia.

Meir Perlmutter investment sales broker & founder at Grandstone Investment Sales had the exclusive listing to market the property on behalf of the seller, a limited liability company.

Perlmutter said - "We're proud to have closed this deal, demonstrating our expertise and strategic excellence in the self storage investment sales space." Brian Brockman of Bang Realty, Georgia Broker of Record, assisted in closing this transaction.

Walton Way Storage is located in Augusta, Georgia. The facility was recently converted in 2023 and is situated on 5.42 acres of land. It features 498 climate-controlled units that make up 45,395 net rentable square feet. There are also seven commercial units that make up 10,500 square feet. The facility should continue to benefit from its strong demographics as it continues to lease up to stabilization.



### TELEGRAPH BUDGET STORAGE

Grandstone Investment Sales and Urow Real estate closed the sale of Telegraph Budget Storage, a 56,019 square-foot self storage facility in Brownstown, Michigan.

Jacob Schottenstein & Meir Perlmutter, in conjunction with Zach Urow & Margo Masserman, investment sales brokers had the exclusive listing to market the property on behalf of the seller, a limited liability company.

Schottenstein said, "This transaction underscores our commitment to delivering exceptional results in the self-storage market. Facilitating the sale of Telegraph Budget Storage highlights our team's dedication and expertise."

Telegraph Budget Storage is located in Brownstown Charter Twp, Michigan. The facility is situated on 7.03 acres of land. It features 174 climate-controlled units, 193 non-climate controlled units, 32 covered parking spaces, and 142 uncovered parking spaces that make up 56,019 net rentable square feet.



## READ THE STORAGE INVESTMENT REVIEW NEWSLETTER

### The Storage Investment *REVIEW*

BY GRANDSTONE INVESTMENT SALES

**JUNE 2024**

- Optimistic Outlook for Self-Storage Sector Despite Slowing Performance
- Street Rates Begin to Rebound Despite Previous Downturn
- Supply Pipeline Holding Steady

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### The Storage Investment *REVIEW*

BY GRANDSTONE INVESTMENT SALES

**JULY 2024**

- Seasonal Storage Demand Returns
- Annual Rate Performance Remains Down Nationwide
- Construction Remains Robust, Despite Abandoned Projects

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**Q2**  
REPORT

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**NEW LISTING**



**BURKE SELF STORAGE**

- 📍 Pasadena, TX
- 🏷️ UNPRICED
- 🏠 600 Units
- 📏 59,061 NRSF

**NEW LISTING**



**LIFE STORAGE**

- 📍 Middleburg, FL
- 💰 \$15,150,000
- 🏠 627 Units
- 📏 69,650 NRSF

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