



O F F E R I N G M E M O R A N D U M

# AMERICAN MINI STORAGE

921 N PERKINS RD,  
STILLWATER, OK



PRESENTED BY  
GRANDSTONE  
INVESTMENT  
SALES

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SECTION 1

# INVESTMENT OVERVIEW

AMERICAN MINI STORAGE



# OFFERING SUMMARY

AMERICAN MINI STORAGE | 921 N PERKINS RD, STILLWATER, OK

PURCHASE PRICE \$2,850,000

PRICE PER RENTABLE SQUARE FOOT \$75.50

CURRENT PHYSICAL OCCUPANCY 83.69%

CURRENT ECONOMIC OCCUPANCY 77.75%

CURRENT CAP RATE 5.60%

YEAR 1 CAP RATE 7.71%

YEAR 2 CAP RATE 7.99%

YEAR 3 CAP RATE 8.23%

YEAR 4 CAP RATE 8.48%

YEAR 5 CAP RATE 8.74%

NET RENTABLE SQUARE FEET 37,750

LOT SIZE 2.14

YEAR BUILT/RENOVATED 1985

Grandstone Investment Sales is pleased to present American Mini Storage, a well-maintained self-storage facility located at 921 N Perkins Road in Stillwater, Oklahoma. The property sits along one of the city's primary commercial corridors and benefits from strong visibility, easy access, and close proximity to Oklahoma State University and surrounding residential neighborhoods.

The facility consists of approximately 37,750 net rentable square feet across 325 non-climate storage units, including 18 outdoor parking spaces, situated on roughly 2.14 acres. In addition to the storage units, the property includes an on-site managers apartment generating \$9,000 of annual revenue.

The property has been well cared for, including recent exterior painting and ongoing maintenance, reflecting pride of ownership. The facility presents as clean, organized, and operationally stable, providing a solid foundation for continued lease-up and rate optimization. With ownership open to — and potentially preferring — seller financing, this offering provides an attractive opportunity for buyers seeking flexibility in structure while acquiring a stabilized asset in a resilient college-driven market.

Stillwater is a true college market, anchored by Oklahoma State University, which drives steady demand throughout the year. Occupancy tends to fluctuate with the academic calendar, with particularly strong leasing activity during the summer months and semester transitions. This seasonal cycle is typical for university markets and creates predictable absorption patterns tied to student move-ins, move-outs, and faculty housing turnover.

## INVESTMENT HIGHLIGHTS

### PRICING & VALUATION

- PRICE \$2,850,000 / \$75.50 PRSF
- CURRENT 5.60% CAP RATE
- SELLER FINANCING AVAILABLE AND POTENTIALLY PREFERRED

### PROPERTY OVERVIEW

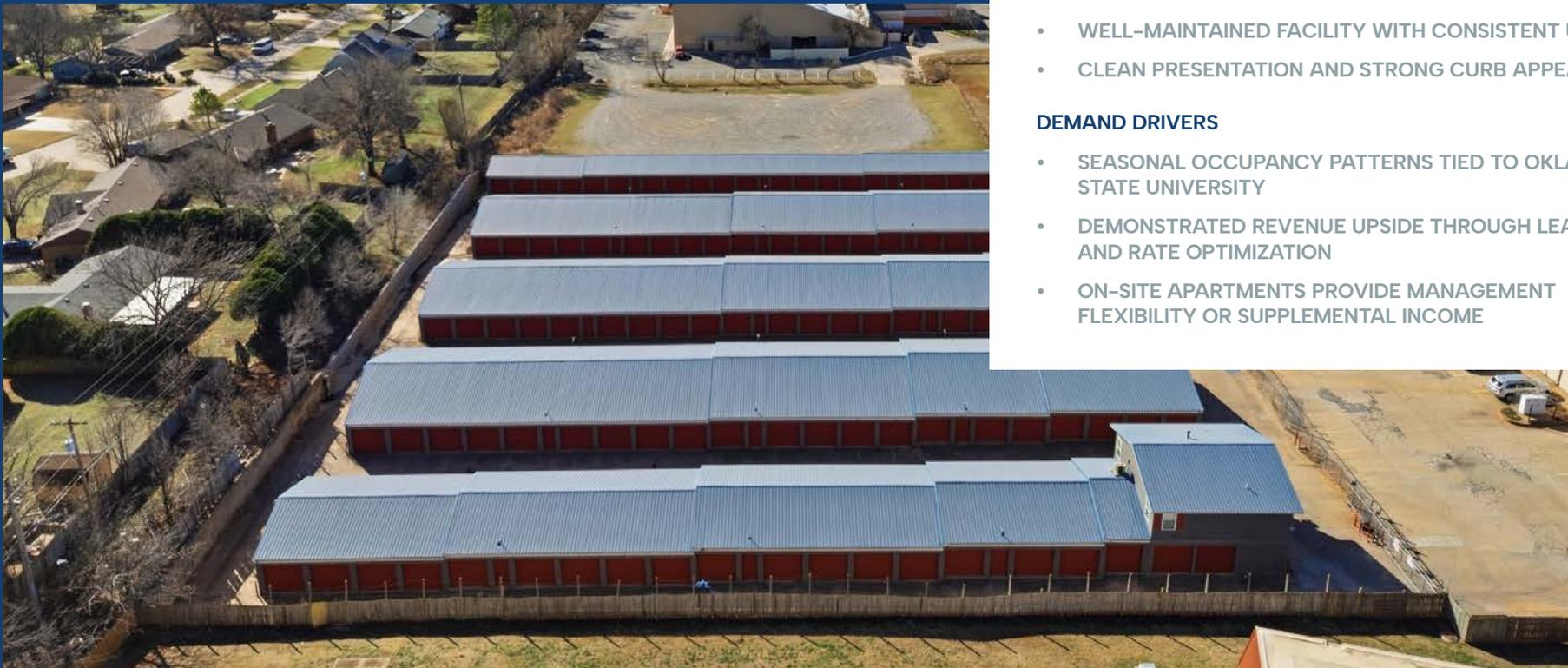
- NET RENTABLE SQUARE FEET: 37,750
- TOTAL UNIT COUNT: 325 UNITS WITH 18 ADDITIONAL OUTDOOR PARKING SPACES
- ON-SITE APARTMENT

### CONDITION & RECENT CAPITAL IMPROVEMENTS

- RECENTLY PAINTED EXTERIOR
- WELL-MAINTAINED FACILITY WITH CONSISTENT UPKEEP
- CLEAN PRESENTATION AND STRONG CURB APPEAL

### DEMAND DRIVERS

- SEASONAL OCCUPANCY PATTERNS TIED TO OKLAHOMA STATE UNIVERSITY
- DEMONSTRATED REVENUE UPSIDE THROUGH LEASE-UP AND RATE OPTIMIZATION
- ON-SITE APARTMENTS PROVIDE MANAGEMENT FLEXIBILITY OR SUPPLEMENTAL INCOME



# S I T E   D E S C R I P T I O N

TRAFFIC COUNT	20,000 VEHICLES PER DAY
COUNTY	PAYNE COUNTY
NON CLIMATE UNITS	305
CLIMATE CONTROLLED UNITS	0
TOTAL NUMBER OF UNITS	305
UNCOVERED PARKING SPACES	18
UNIT SIZES	5X10-25X10
NRSF	37,750
ONSITE MANAGERS APARTMENT	YES
# OF ACRES	2.14
# OF BUILDINGS	5
YEAR BUILT	1985
ZONING	INDUSTRIAL
PARCEL NUMBER(S)	600011672
# OF STORIES	2
# OF ELEVATORS / STAIRWELLS / ETC.	1
FOUNDATION	CONCRETE SLAB
FRAMING	---
EXTERIOR	CONCRETE BLOCK WITH STOCCO
ROOF TYPE	METAL
FENCING TYPE	CHAIN LINK AND WOOD
# OF ENTRIES	1
TYPE OF GATE	SECURED/ GATE
MANAGEMENT SOFTWARE	EASY STORAGE SOLUTIONS
SECURITY SYSTEMS	YES
FLOOD ZONE X	NO
SIGNAGE	YES
APARTMENT USE	YES



TOTAL NUMBER OF UNITS

305

NET RENTABLE SQUARE FEET

37,750

UNIT SIZES

5x10-  
25x10

PROPERTY IMAGES



AMERICAN MINI STORAGE | 921 N PERKINS RD, STILLWATER, OK

FACILITY NAME	ADDRESS	DISTANCE	CLIMATE CONTROL	NRSF 1-MILE	NRSF 3-MILE	NRSF 5-MILE	
American Mini Storage	921 N Perkins Rd, Stillwater, OK 74075	★	No	37,750	-	-	
A&M Storage	2410 N Perkins Rd, Stillwater, OK 74075	0.93	Yes	34,976	-	-	
Locked Up Self Storage	1730 N Jardot Rd, Stillwater, OK 74075	0.99	Yes	42,115	-	-	
E-Z Mini Storage	1101 E 6th Ave, Stillwater, OK 74074	1.24	Yes	-	9,245	-	
Vip Storage	1899 E 6th Ave, Stillwater, OK 74074	1.42	Yes	-	36,719	-	
A Safe Mini Storage	1101 W Lakeview Rd, Stillwater, OK 74075	1.50	Yes	-	24,978	-	
AAA Self-Storage Warehouses Inc	2005 E 6th Ave, Stillwater, OK 74074	1.50	Yes	-	42,095	-	
Absolute Self Storage	2305 E 6th Ave #200, Stillwater, OK 74074	1.65	Yes	-	113,761	-	
Public Storage	3416 N Perkins Rd, Stillwater, OK 74075	1.65	Yes	-	54,722	-	
Arborstone Storage Stillwater	2813 E 6th Ave, Stillwater, OK 74074	1.98	No	-	22,982	-	
U-Haul Moving & Storage	1000 W Airport Rd, Stillwater, OK 74075	2.17	Yes	-	38,796	-	
PATRIOT STORAGE, L.L.C.	5020 N Washington St, Stillwater, OK 74075	3.14	Yes	-	-	33,767	
Westside Self Storage	5617 W 6th Ave, Stillwater, OK 74074	4.93	Yes	-	-	92,760	
				<b>TOTAL EXISTING SUPPLY</b>	<b>114,841</b>	<b>458,139</b>	<b>584,666</b>
<b>2023 POPULATION   1-MILE 10,809   3-MILE 39,374   5-MILE 50,687</b>				<b>SQ FT PER PERSON</b>	<b>10.62</b>	<b>11.64</b>	<b>11.53</b>

5 M I L E M U L T I F A M I L Y D E V E L O P M E N T P I P E L I N E

FACILITY NAME	ADDRESS	CITY	# OF UNITS	COST	PROJECT STAGE	DISTANCE
Skyline East Section Two Residential Subdivision	1798 N Payne St	Stillwater	124	\$48,000,000	Conceptual	0.87
Maple Creek Estates	2108 N Husband St	Stillwater	9	\$3,500,000	Award	0.92
Block 34 Redevelopment - City of Stillwater	To Be Determined	Stillwater	17	\$1,000,000	Conceptual	1.28
Cedar Farms Residential Subdivision	2615 E McElroy Rd	Stillwater	9	\$3,500,000	Award	1.33
Baymere Addition	1220 W 12th Ave	Stillwater	6	\$2,000,000	Award	2.11
Park View Estates, Section 10	4698 N Rogers Dr	Stillwater	37	\$15,000,000	Award	2.76
Harper Heights	4703 N Washington St	Stillwater	8	\$3,200,000	Award	2.88
Teal Ridge Estates Second Section	1940 W 26th Ave	Stillwater	26	\$13,000,000	Pre-Construction/Negotiated	3.18
Berry Creek Mixed-Use Development	3524 W 19th Ave	Stillwater	14	\$7,000,000	Award	3.42
			<b>TOTAL NUMBER OF UNITS</b>	<b>250</b>		

S E C T I O N 2

# FINANCIAL ANALYSIS

AMERICAN MINI STORAGE



**NON-CLIMATE CONTROLLED (NCC):**

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
5.0 x 10.0	106	50	5,300	\$50.00	\$5,300	\$63,600	\$61.90	\$78,741
10.0 x 10.0	90	100	9,000	\$65.00	\$5,850	\$70,200	\$80.47	\$86,912
10.0 x 15.0	34	150	5,100	\$80.00	\$2,720	\$32,640	\$99.04	\$40,410
10.0 x 20.0	26	200	5,200	\$95.00	\$2,470	\$29,640	\$117.62	\$36,696
25.0 x 10.0	49	250	12,250	\$110.00	\$5,390	\$64,680	\$136.19	\$80,078
<b>TOTAL NCC:</b>	<b>305</b>	<b>121</b>	<b>36,850</b>	<b>\$71.25</b>	<b>\$21,730</b>	<b>\$260,760</b>	<b>\$88.21</b>	<b>\$322,836</b>

**MISCELLANEOUS:**

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
Apartments	1	450	450	\$850.00	\$850.00	\$10,200	\$1,052.33	\$12,628
<b>TOTAL MISC:</b>	<b>1</b>	<b>450</b>	<b>450</b>	<b>\$850.00</b>	<b>\$850.00</b>	<b>\$10,200</b>	<b>\$1,052.33</b>	<b>\$12,628</b>

**UNCOVERED PARKING:**

UNIT SIZE	# OF UNITS	SF / UNIT	TOTAL SQFT	MONTHLY RENT / UNIT	MONTHLY INCOME	ANNUAL INCOME	YEAR 5 PROJ. MO. RENT/UNIT	YEAR 5 PROJ. ANNUAL INCOME
10.0 x 26.0	18	-	-	\$40.00	\$720	\$8,640	\$49.52	\$10,697
<b>TOTAL PARKING:</b>	<b>18</b>	<b>-</b>	<b>-</b>	<b>\$40.00</b>	<b>\$720</b>	<b>\$8,640</b>	<b>\$49.52</b>	<b>\$10,697</b>

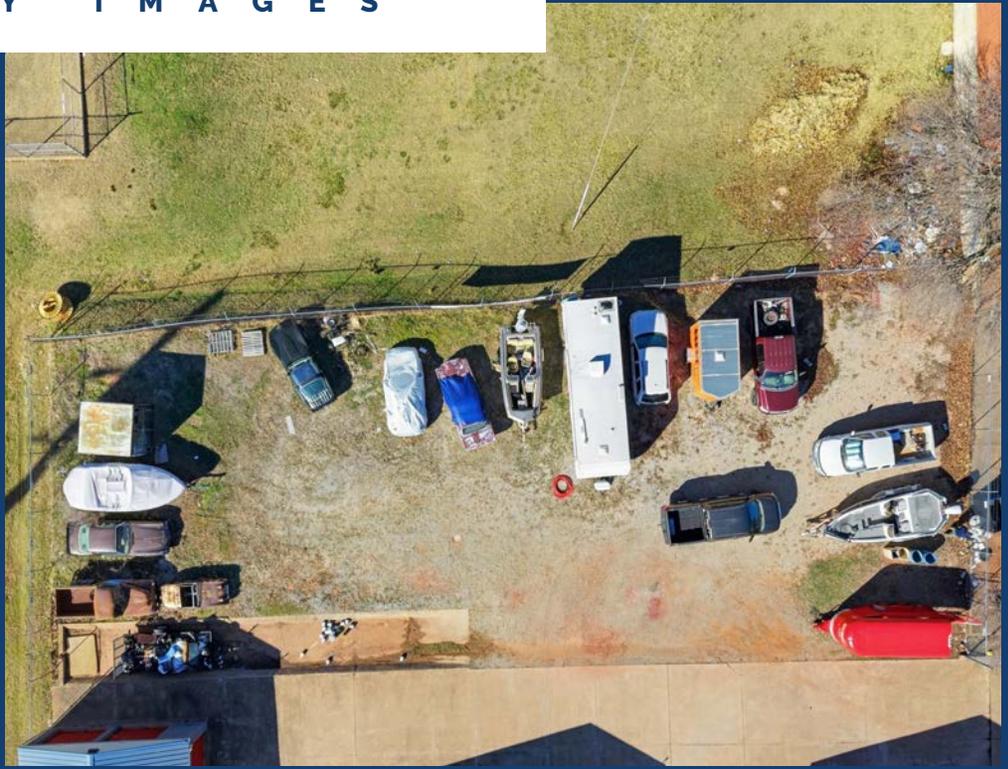
**GRAND TOTAL      324      116      37,750      \$71.69      \$23,300      \$279,600      \$88.76      \$346,161**

# I N C O M E   &   E X P E N S E S

	ACTUALS CURRENT		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
GROSS POTENTIAL RENT	\$279,600		\$307,560	\$316,787	\$326,290	\$336,079	\$346,161
PHYSICAL VACANCY	(45,603)	16.3%	(15,378)	5.0%	(15,839)	5.0%	(17,308)
ECONOMIC VACANCY	(16,611)	5.9%	(15,378)	5.0%	(15,839)	5.0%	(17,308)
TOTAL VACANCY	(62,214)		(30,756)	(31,679)	(32,629)	(33,608)	(34,616)
VACANCY %	22.3%		10.0%	10.0%	10.0%	10.0%	10.0%
EFFECTIVE RENTAL INCOME	\$217,386		\$276,804	\$285,108	\$293,661	\$302,471	\$311,545
CLEANING, LATE, LOCK, & NSF FEES	6,855		8,728	8,990	9,260	9,538	9,824
ADMINISTRATION FEES	33		33	34	35	35	36
TENANT INSURANCE	12,064		18,062	19,266	19,266	19,266	19,266
TOTAL OTHER INCOME	\$18,952		\$26,823	\$28,290	\$28,560	\$28,839	\$29,126
EFFECTIVE GROSS INCOME (EGI)	\$236,337		\$303,627	\$313,398	\$322,222	\$331,310	\$340,671
PROPERTY TAXES	18,332		21,082	21,503	21,934	22,372	22,820
INSURANCE	8,335		8,502	8,672	8,845	9,022	9,203
UTILITIES & TRASH	4,670		4,764	4,859	4,956	5,055	5,156
REPAIRS & MAINTENANCE	3,639		3,712	3,786	3,862	3,939	4,018
ADVERTISING	3,745		3,820	3,897	3,975	4,054	4,135
SALARIES, TAXES, & BENEFITS	16,813		17,149	17,492	17,842	18,198	18,562
MANAGEMENT FEE	11,817		15,181	15,670	16,111	16,566	17,034
OFFICE SUPPLIES & POSTAGE	4,046		4,127	4,209	4,293	4,379	4,467
BANK & CREDIT CARD FEES	4,730		4,858	5,014	5,156	5,301	5,451
TELEPHONE & INTERNET	636		649	662	675	688	702
TOTAL EXPENSES	\$76,763		\$83,843	\$85,764	\$87,648	\$89,575	\$91,547
% OF EGI	32.5%		27.6%	27.4%	27.2%	27.0%	26.9%
NET OPERATING INCOME (NOI)	\$159,574		\$219,785	\$227,634	\$234,574	\$241,735	\$249,124
OPERATING MARGIN %	67.5%		72.4%	72.6%	72.8%	73.0%	73.1%

1. RE Taxes are based on the current assessed value of \$181,020; Taxes increased 15% to hedge risk of reassessment  
2. Income based on January–November 2025 annualized  
3. Expenses based on 2024 actual. 4. A management fee is added to expenses based on 5% of the gross income

PROPERTY IMAGES



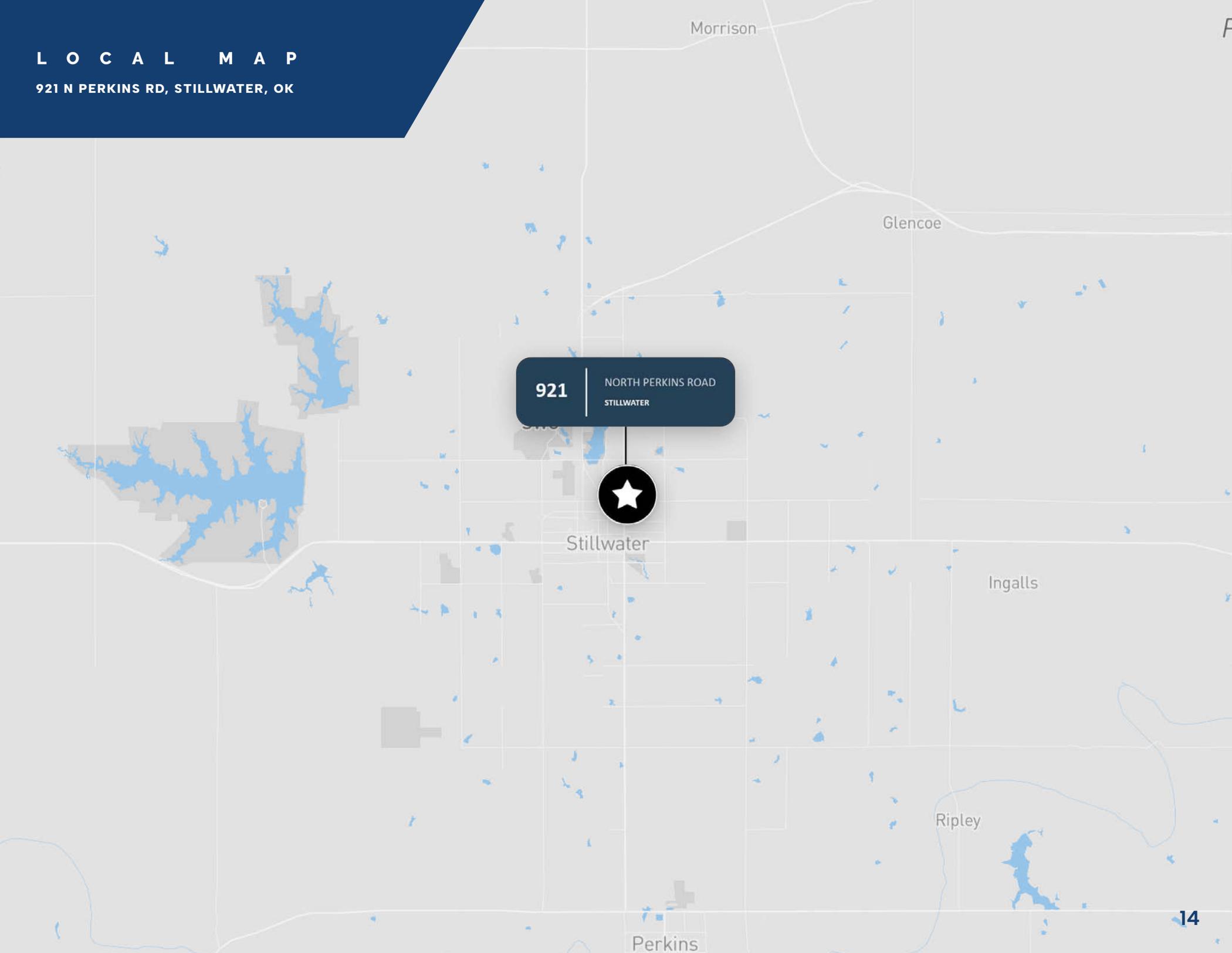
SECTION 3

# PROPERTY INFORMATION

AMERICAN MINI STORAGE

LOCAL MAP

921 N PERKINS RD, STILLWATER, OK

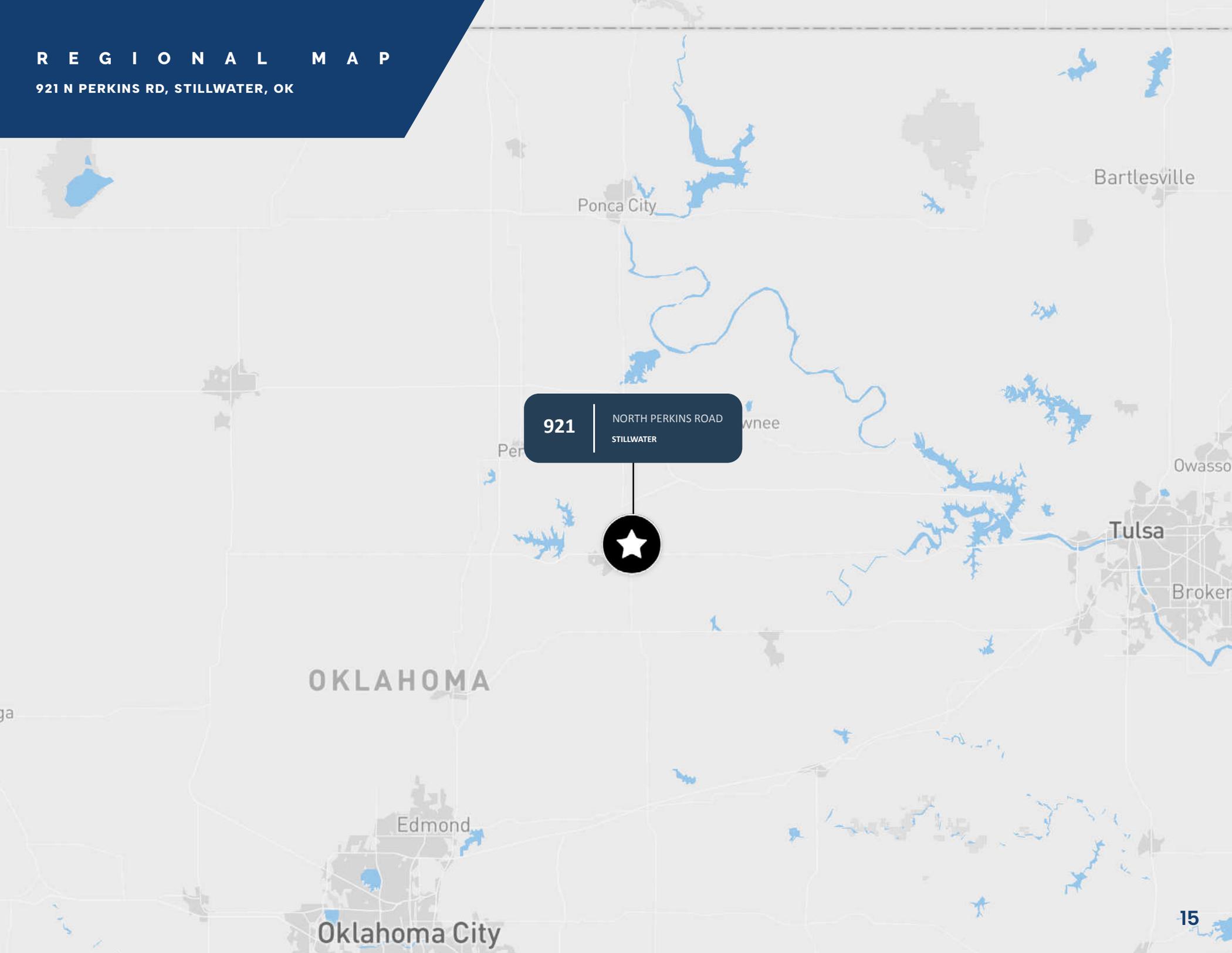


921 | NORTH PERKINS ROAD  
STILLWATER



R E G I O N A L M A P

921 N PERKINS RD, STILLWATER, OK



921

NORTH PERKINS ROAD  
STILLWATER

OKLAHOMA

Oklahoma City

P A R C E L O U T L I N E

921 N PERKINS RD, STILLWATER, OK

**AMERICAN MINI STORAGE**

921 N PERKINS RD  
STILLWATER, OK



N PERKINS RD

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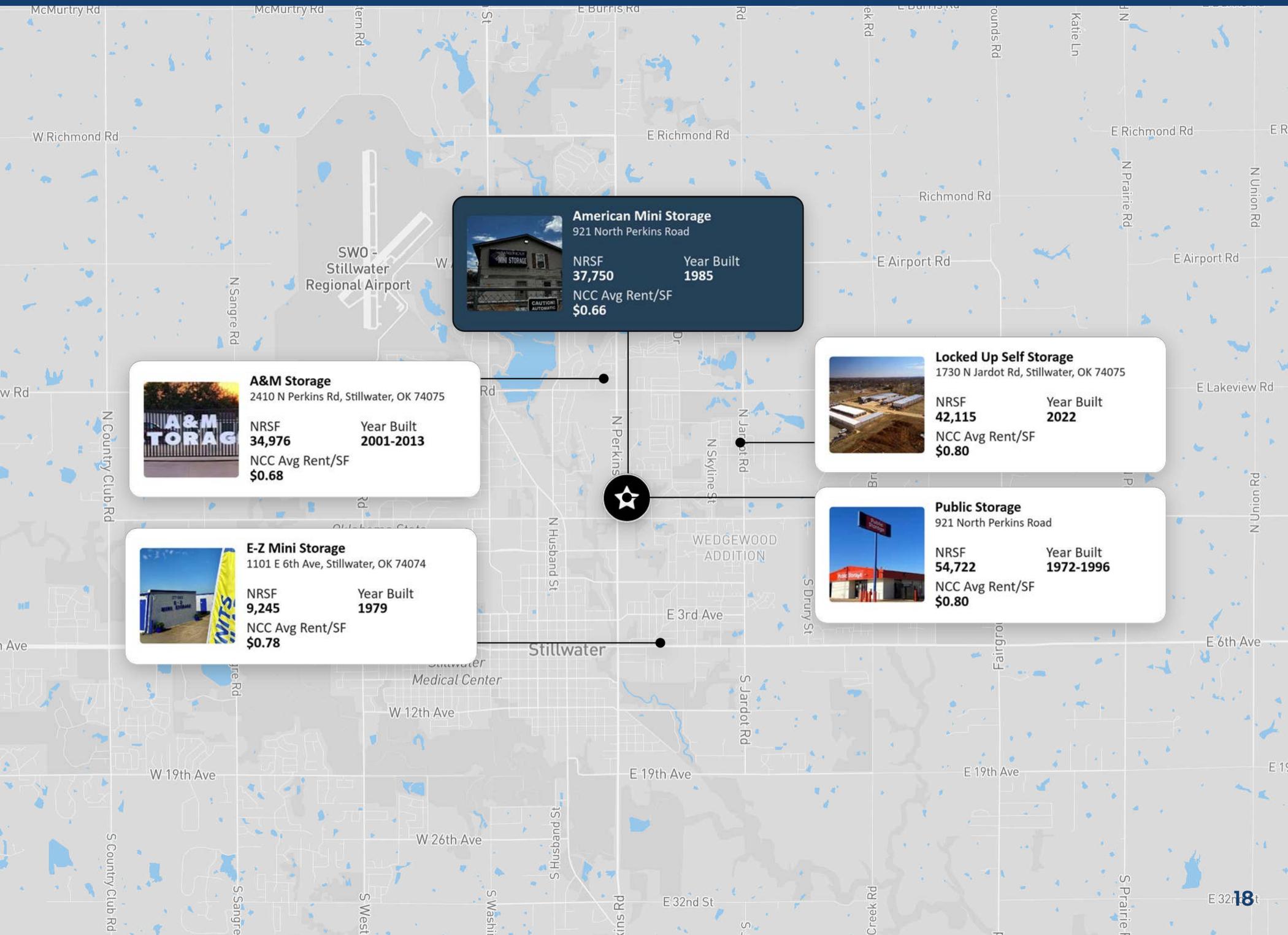
SECTION 4

# RENT COMPARABLES

AMERICAN MINI STORAGE



# RENT COMPS MAP



**American Mini Storage**  
921 North Perkins Road

NRSF	Year Built
<b>37,750</b>	<b>1985</b>
NCC Avg Rent/SF	
<b>\$0.66</b>	



**A&M Storage**  
2410 N Perkins Rd, Stillwater, OK 74075

NRSF	Year Built
<b>34,976</b>	<b>2001-2013</b>
NCC Avg Rent/SF	
<b>\$0.68</b>	



**Locked Up Self Storage**  
1730 N Jardot Rd, Stillwater, OK 74075

NRSF	Year Built
<b>42,115</b>	<b>2022</b>
NCC Avg Rent/SF	
<b>\$0.80</b>	



**E-Z Mini Storage**  
1101 E 6th Ave, Stillwater, OK 74074

NRSF	Year Built
<b>9,245</b>	<b>1979</b>
NCC Avg Rent/SF	
<b>\$0.78</b>	



**Public Storage**  
921 North Perkins Road

NRSF	Year Built
<b>54,722</b>	<b>1972-1996</b>
NCC Avg Rent/SF	
<b>\$0.80</b>	



### American Mini Storage

921 N Perkins Rd,  
Stillwater,OK 74075

NSRF	37,750
YEAR BUILT	1985
DISTANCE	★

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$50	\$1.00
10X10 NCC	\$65	\$0.65
10X15 NCC	\$80	\$0.53
10X20 NCC	\$95	\$0.48
AVERAGE:		\$0.66

1



### A&M Storage

2410 N Perkins Rd,  
Stillwater, OK 74075

NSRF	34,976
YEAR BUILT	2001-2013
DISTANCE	0.9

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$55	\$1.10
10X10 NCC	\$65	\$0.65
10X15 NCC	\$75	\$0.50
10X20 NCC	\$90	\$0.45
AVERAGE:		\$0.68

2



### Locked Up Self Storage

1730 N Jardot Rd,  
Stillwater,OK 74075

NSRF	42,115
YEAR BUILT	2022
DISTANCE	1.0

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$65	\$1.30
10X10 NCC	\$81	\$0.81
10X15 NCC	\$90	\$0.60
10X20 NCC	\$98	\$0.49
AVERAGE:		\$0.80

3



### E-Z Mini Storage

1101 E 6th Ave,  
Stillwater, OK 74074

NSRF	9,245
YEAR BUILT	1979
DISTANCE	1.2

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$55	\$1.10
10X10 NCC	\$65	\$0.65
10X15 NCC	\$--	\$--
10X20 NCC	\$120	\$0.60
AVERAGE:		\$0.78

4



### Public Storage

3416 N Perkins Rd,  
Stillwater, OK 74075

NSRF	54,722
YEAR BUILT	1972-1996
DISTANCE	1.6

UNIT TYPE	RENT/UNIT	AVG RENT/SF
5X10 NCC	\$--	\$--
10X10 NCC	\$103	\$1.03
10X15 NCC	\$115	\$0.77
10X20 NCC	\$120	\$0.60
AVERAGE:		\$0.80

SECTION 5

# DEMOGRAPHIC ANALYSIS

AMERICAN MINI STORAGE



WELCOME TO

# Stillwater, OK



## ECONOMIC DRIVERS



**HIGHER EDUCATION AND RESEARCH**  
Oklahoma State University drives employment, research funding, innovation, and consumer spending throughout the local economy.



**HEALTHCARE SERVICES**  
Regional medical centers and clinics provide stable employment while attracting patients from surrounding rural communities.



**AGRICULTURE AND AGRIBUSINESS**  
Farming, ranching, and agricultural research support supply chains, equipment sales, and food production industries.



**RETAIL AND LOCAL COMMERCE**  
Shopping centers, restaurants, and small businesses benefit from student populations and regional visitors year-round.



**MANUFACTURING AND TECHNOLOGY**  
Light manufacturing firms and emerging technology investments create skilled jobs and diversify economic opportunities.



**GOVERNMENT AND PUBLIC SERVICES**  
City government, public schools, and public safety departments provide consistent employment and infrastructure stability.

Stillwater is a vibrant community in north-central Oklahoma and is best known as the home of Oklahoma State University, which plays a major role in the local economy. The university is one of the area's largest employers, providing jobs in education, research, administration, and campus services. Employment opportunities in Stillwater also include healthcare, retail, agriculture, manufacturing, and local small businesses. In addition, the city government and public school system offer stable career paths with competitive benefits for residents seeking long-term employment.



**2025 POPULATION**

1-MILE	3-MILE	5-MILE
11,031	39,815	51,167



**2025 HOUSEHOLDS**

1-MILE	3-MILE	5-MILE
5,594	15,743	20,517



**20245 AVERAGE INCOME**

1-MILE	3-MILE	5-MILE
\$47,247	\$48,584	\$64,463



**2030 POPULATION**

1-MILE	3-MILE	5-MILE
11,435	40,996	52,765



**2025-30 ANNUAL AVG GROWTH**

1-MILE	3-MILE	5-MILE
77	216	282

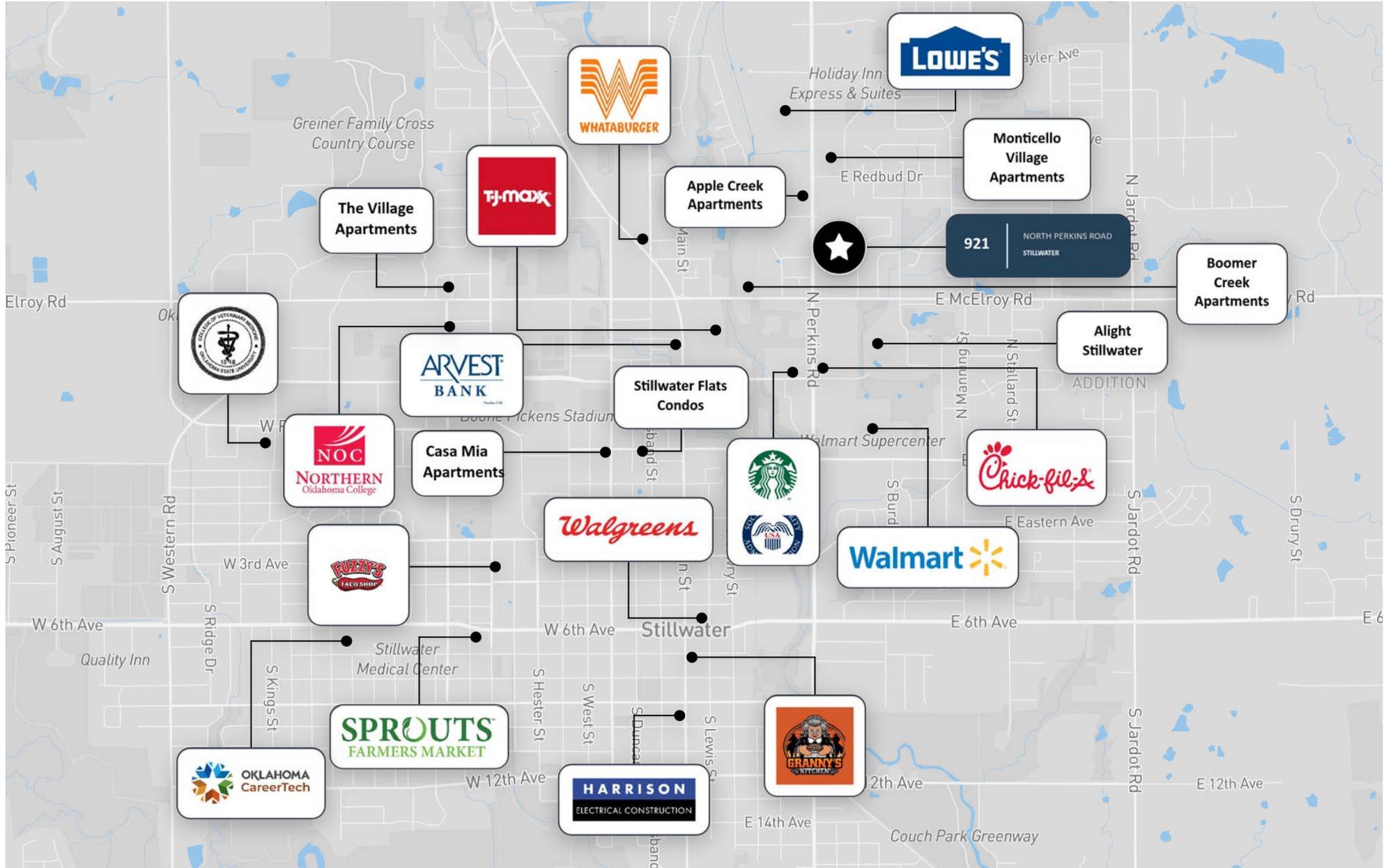


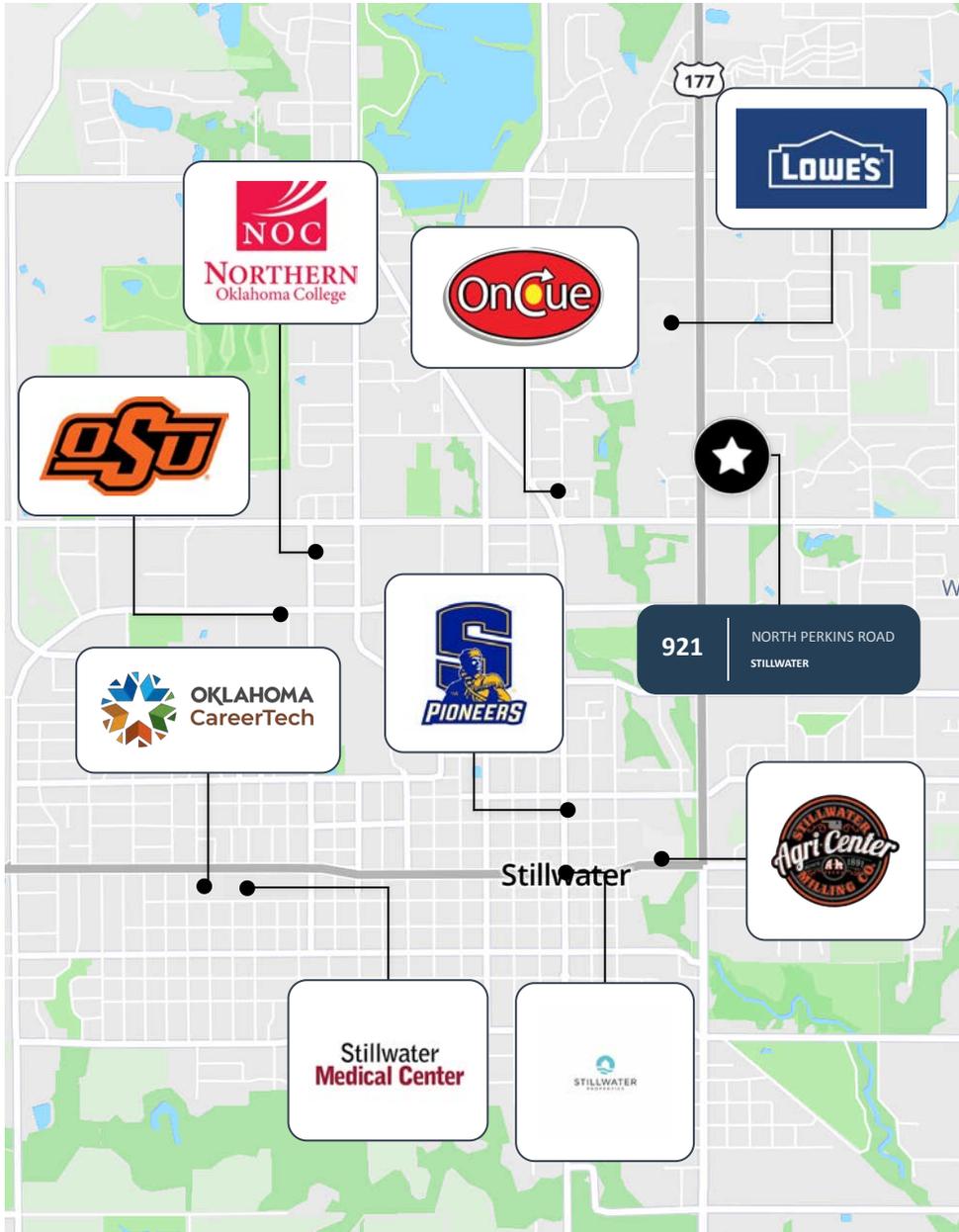
**2030 AVERAGE INCOME**

1-MILE	3-MILE	5-MILE
\$52,055	\$53,894	\$71,327



\*DATA COLLECTED BY YARDI MATRIX & TRACTIQ. ALL DATA WITHIN 3-5 MILE RADIUS OF THE SUBJECT.

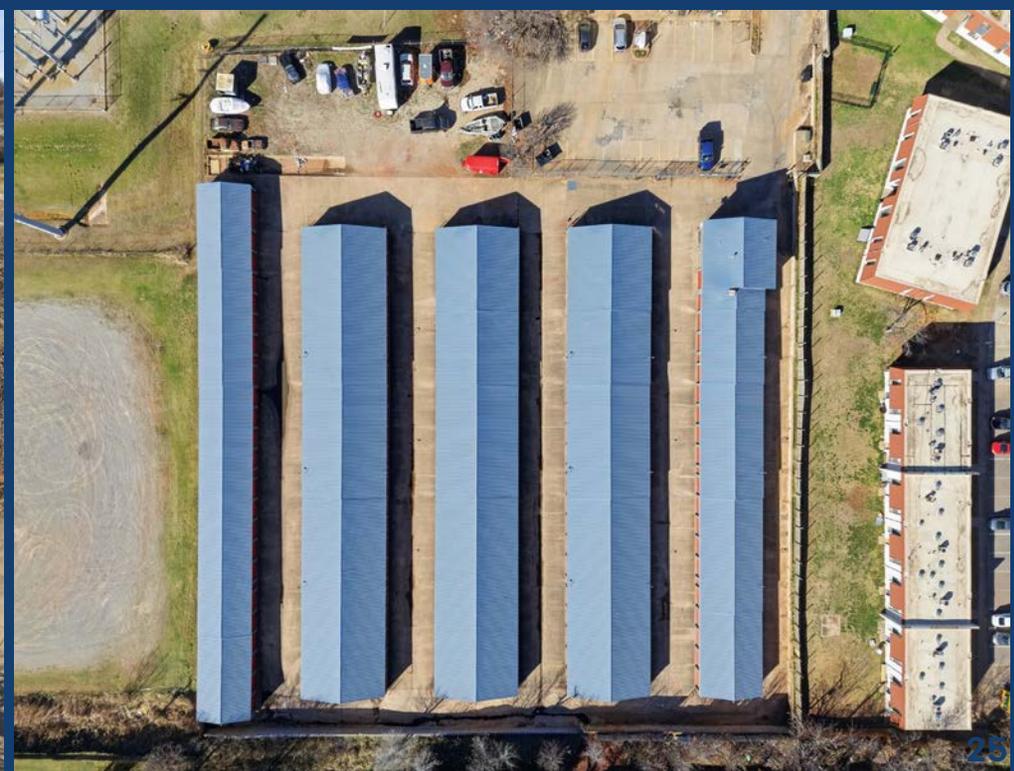




The employment landscape surrounding 921 N Perkins Rd, Stillwater, OK, is anchored by a diverse range of industries, with higher education, healthcare, manufacturing, government, and retail serving as key economic drivers. Oklahoma State University, the region's largest employer, provides stable academic and research-based positions, supporting both local workforce development and student-driven economic activity. Healthcare and public sector organizations, including Stillwater Medical Center, Stillwater Public Schools, and the Oklahoma Department of Career and Technology Education, deliver consistent employment opportunities and essential services. Additionally, private-sector employers such as OnCue Marketing LLC, National Standard, Kingspan Roofing + Waterproofing Inc., Stillwater Milling Company, and Lowe's Home Improvement reflect robust activity in retail, manufacturing, and distribution. Northern Oklahoma College expands educational employment further, while the clustering of these institutions along major roads and close to US-177 facilitates easy regional connectivity. This blend of institutional, public, and private-sector employers contributes to economic resilience and underpins steady demand for housing, positioning Stillwater as a stable and attractive market for prospective property buyers and tenants.

Employer	Industry	Employees	Distance
Oklahoma State University	Education	14,000	2.8 mi
Stillwater Medical Center	Healthcare	1,300	2.6 mi
Stillwater Public Schools	Education	900	1.5 mi
OnCue Marketing, LLC	Retail (Convenience Stores/Gas Stations)	900	0.7 mi
City of Stillwater	Government	600	1.6 mi
National Standard	Manufacturing	200	2.2 mi
Oklahoma Department of Career and Technology Education	Government/Education	200	3.0 mi
Lowe's Home Improvement	Retail	200	0.7 mi
Northern Oklahoma College – Stillwater	Education	200	1.4 mi
Kingspan	Manufacturing	100	2.4 mi
Stillwater Milling Company	Agriculture/Retail	100	1.3 mi

PROPERTY IMAGES



# AMERICAN MINI STORAGE

## EXCLUSIVELY LISTED BY:



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**GRANDSTONE**  
STORAGE INVESTMENT SALES

