



**GRANDSTONE**  
STORAGE INVESTMENT SALES

# Q1 2026 REPORT

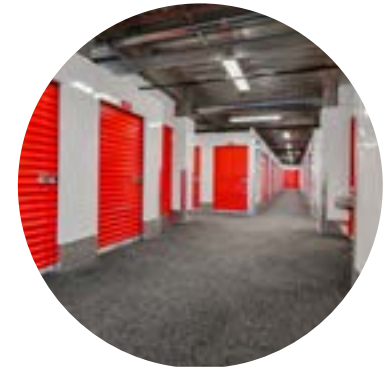
Q1 CLOSINGS • HISTORICAL Q1 STORAGE SALES • Q1 UNIT RATE REPORT

# 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, 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 2026, 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



JAKE SCHOTTENSTEIN  
Senior Associate



MOSHE TABBOUCHE  
Senior Associate



TAL HIRSH  
Real Estate Associate

**NEW AGENT HIRE**



CAMERON LANDERVILLE  
Real Estate Associate



DREW SAMUELSON  
Real Estate Associate



PATRICK O'BRIEN  
Real Estate Associate

## OPERATIONS TEAM



ALEC MILLER  
VP of Sales

**LEADERSHIP TEAM**



JONATHAN AVERSANO  
Senior Analyst



ORLI POLTER  
Chief of Marketing



ANDRAY TABAN  
Assistant



## NEW HIRE BIO



**TAL HIRSH**  
Real Estate Associate

Tal is an Associate at Grandstone Investment Sales, bringing a diverse and dynamic professional background to his role in self-storage investment sales. Originally from Las Vegas, Nevada and now based in Ohio, Tal specializes in Midwest markets, guiding self-storage owners through the disposition of their assets with a client-first approach.

Before real estate, Tal built a distinguished career as a security consultant with GXC, where he worked directly with some of the most prestigious organizations in professional sports, including NASCAR, MLB, and the NFL. This high-stakes environment sharpened his ability to operate with precision, professionalism, and discretion at the highest levels.

Tal's path into real estate began in Las Vegas, where he represented buyers and sellers in residential transactions before expanding into solar market consulting. Across both disciplines, he developed sharp prospecting instincts, a natural ability to connect with clients, and a deep understanding of the sales process from first contact to close. These skills translated seamlessly into investment sales, where he now works with the Grandstone team to support owners throughout every stage of the transaction.

Outside of work, Tal enjoys reading, writing, and coaching basketball. He holds a BA in Psychology and speaks three languages which comes in handy when working with a diverse range of clients and owners.



**GRANDSTONE  
STATS**

**CLOSED**

**\$48.8M IN 2025**



6 CLOSINGS | 7 PROPERTIES | 287,635 NRSF

**CURRENT LISTINGS**

**\$41.53M**



8 PROPERTIES



577,000 NRSF



# Q1 2026 CLOSINGS



## RACETOWN STORAGE

Grandstone Investment Sales closed the sale of Race Town Storage, a self-storage facility located in Wilkesboro, North Carolina. Positioned along U.S. Highway 421 with over 13,500 vehicles per day, the property benefits from strong visibility in a supply-constrained market. The facility features 195 units, including 114 climate-controlled and 81 drive-up units, totaling 25,050 net rentable square feet.

Completed in April 2023 with additional units delivered in January 2025, the property was in lease-up at the time of sale, reaching 90% physical occupancy at peak and 71% as of June 2025, presenting continued upside through lease-up and rate growth. Wilkesboro is supported by a stable economic base and steady demand drivers, positioning the asset for continued absorption.

**UNITS: 195 | NRSF: 25,050**



## HOLYOKE, MA DEVELOPMENT SITE

Grandstone Investment Sales closed the sale of a proposed self-storage development site in Holyoke, Massachusetts, located approximately six miles from downtown Springfield. The planned project will feature a three-story, Class A facility with 735 climate-controlled units totaling 66,000 net rentable square feet.

The site is fully entitled and positioned within a by-right industrial zoning district, offering a clear path to development. Located in a dense market with 146,000 residents within a five-mile radius and average household incomes of \$83,000, the property presents a strong opportunity to deliver new climate-controlled supply in an undersupplied area. The site spans 1.81 acres.

**PROPOSED UNITS: 735 | PROPOSED NRSF: 66,000**



## CUBESMART SELF STORAGE

Grandstone Investment Sales closed the sale of CubeSmart Self Storage, a Class A self-storage facility located in Plainview, New York. The multi-story asset features 945 climate-controlled units totaling 94,743 net rentable square feet and is positioned along the Long Island Expressway with visibility to over 172,000 vehicles per day.

The property is a stabilized asset with 91% occupancy and benefits from a 15-year tax abatement, offering operational efficiency and continued upside through revenue management. Located approximately 20 miles from Manhattan, the facility is supported by strong demographics and ongoing multifamily development, with limited new storage supply in the pipeline.

**UNITS: 945 | NRSF: 94,743**

# Q1 2026 CLOSINGS



## MEMORIAL SELF STORAGE

Grandstone Investment Sales closed the sale of Memorial Self Storage, a self-storage facility located in New Braunfels, Texas. The property features 504 units across a mix of climate-controlled, non-climate-controlled, and uncovered parking, totaling 63,695 net rentable square feet.

Built between 2000 and 2006 on a 4.04-acre site, the facility was operating at 72.5% physical occupancy at the time of sale, presenting upside through lease-up and operational improvements. Located in a rapidly growing corridor of Comal County, the property benefits from strong population growth and continued demand for storage in the surrounding market.

**UNITS: 504 | NRSF: 63,695**



## MID-CONSTRUCTION DEVELOPMENT OPPORTUNITY

Grandstone Investment Sales closed the sale of a mid-construction self-storage development opportunity located in Houston, Texas. At the time of sale, the project was partially completed, with earthwork, concrete slab, elevator shaft, masonry, and a portion of the plumbing already in place. Upon completion, the facility is set to feature 671 climate-controlled units and 111 non-climate-controlled units, totaling 93,975 net rentable square feet, offering a premium Class A storage experience.

Strategically located just off Highway 288, the property benefits from exceptional visibility with approximately 148,000 vehicles passing daily. The surrounding area boasts strong demographics, with a population of 77,109 residents within a three-mile radius, supporting long-term demand for self-storage in this primary market. This investment presented a compelling opportunity to acquire a partially completed development with approximately five months remaining and \$7.75 million in construction costs to reach stabilization, positioning the asset for strong lease-up and long-term growth.

**PROPOSED UNITS: 782 | PROPOSED NRSF: 93,975**



## STORE & GO TWO PROPERTY PORTFOLIO

Grandstone Investment Sales closed the sale of the two-property Store & Go portfolio in Beaufort, South Carolina, having previously brokered a single-asset disposition with the same buyer group in 2024. The portfolio consisted of two recently constructed facilities totaling 1,051 units and 104,161 net rentable square feet. Built in 2021, the Parris Island Gateway location features 666 units totaling 73,357 net rentable square feet and was operating at approximately 65% occupancy at the time of sale. The Ladys Island Commons location includes 385 units totaling 30,804 net rentable square feet and was approximately 80% occupied.

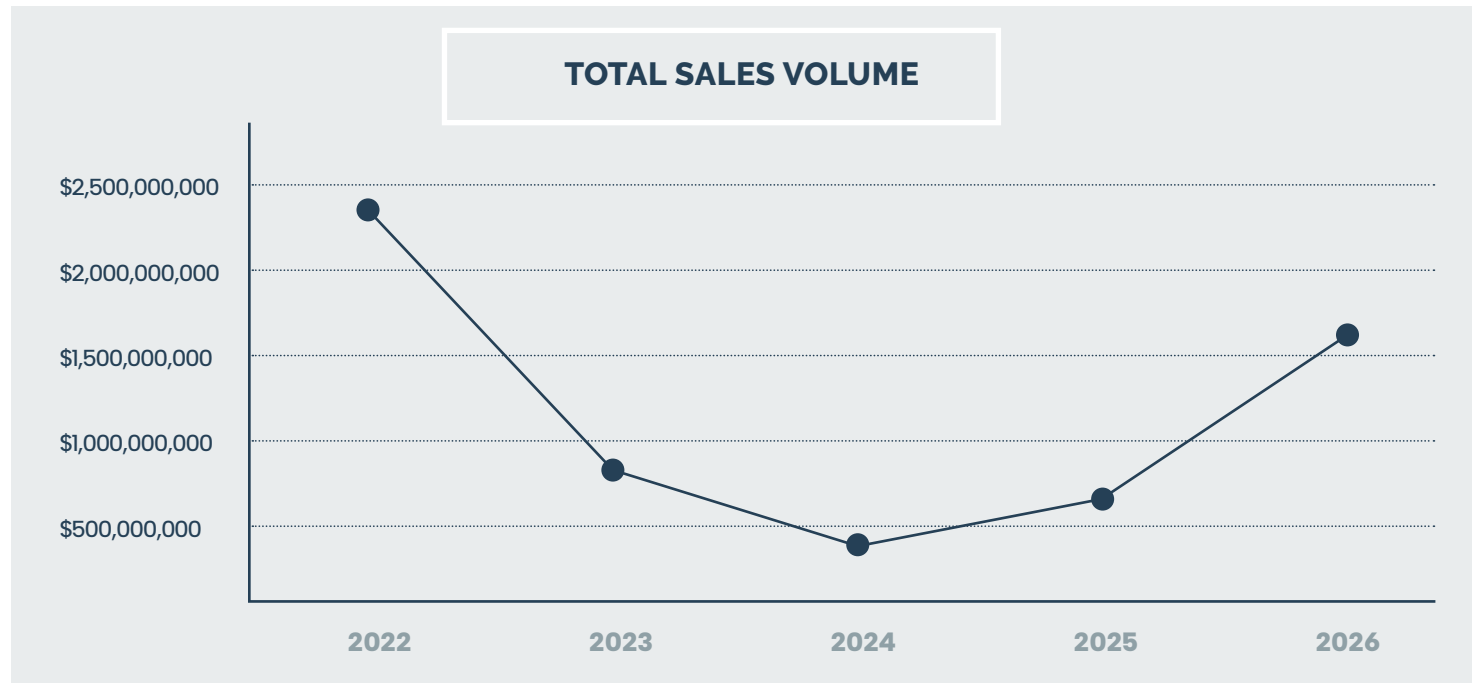
Both assets were in lease-up, offering continued upside through occupancy gains and revenue growth in a strong coastal market.

**UNITS: 1,051 | NRSF: 104,161**

# HISTORICAL Q1 STORAGE SALES

Q1 self-storage sales volume peaked in 2022 at over \$2.3B, declined sharply through 2024, and has begun rebounding in 2025 and 2026. While the number of transactions dropped significantly from 453 in 2022 to 149 in 2026, average sale prices and price per NRSF have risen substantially, reaching record highs in 2026. This indicates a shift toward fewer but significantly larger and higher-priced deals in the current market.

YEAR	QUARTER	# OF SALES	TOTAL SALES VOLUME	AVERAGE SALE PRICE (RECORDED PRICES)	AVERAGE \$/NRSF (RECORDED PRICES)
2026	Q1	149	\$1,629,651,500	\$14,550,460	\$244.85
2025	Q1	142	\$665,517,600	\$8,756,811	\$139.05
2024	Q1	180	\$415,414,500	\$4,564,995	\$98.06
2023	Q1	224	\$861,193,100	\$6,675,916	\$130.04
2022	Q1	453	\$2,343,496,400	\$8,310,271	\$148.61



# Q1 UNIT RATE REPORT

AVERAGE  
RENTAL RATE  
PER SQFT

Q1 HISTORICAL



CITY	Q1 2025	Q1 2026	YEAR-OVER-YEAR GROWTH
ATLANTA - URBAN	\$1.14	\$1.12	-1.92%
AUSTIN	\$0.98	\$0.97	-0.68%
BOSTON	\$1.37	\$1.38	0.74%
BROOKLYN	\$2.82	\$2.83	0.42%
CHARLESTON	\$1.02	\$1.01	-0.72%
CHARLOTTE	\$0.95	\$0.91	-3.65%
CHICAGO - URBAN	\$1.27	\$1.27	0.13%
COLUMBUS	\$0.86	\$0.83	-2.78%
DALLAS - NORTH	\$1.00	\$0.98	-2.54%
DENVER	\$1.15	\$1.12	-2.88%
HOUSTON - WEST	\$1.01	\$0.97	-4.06%
INLAND EMPIRE	\$1.14	\$1.14	-0.46%
LAS VEGAS	\$1.10	\$1.06	-3.14%
LOS ANGELES - METRO	\$2.59	\$2.56	-1.01%
MANHATTAN	\$4.08	\$4.06	-0.47%
MIAMI	\$1.73	\$1.72	-0.13%
NASHVILLE	\$1.05	\$1.02	-2.48%
NEW JERSEY - NORTHERN	\$1.60	\$1.58	-1.24%
ORLANDO	\$1.08	\$1.05	-3.43%
PHILADELPHIA - URBAN	\$1.37	\$1.35	-1.30%
PHOENIX	\$1.08	\$1.06	-2.06%
PORTLAND	\$1.25	\$1.23	-1.66%
RALEIGH - DURHAM	\$0.96	\$0.96	-0.17%
SACRAMENTO	\$1.20	\$1.17	-2.31%
SAN ANTONIO	\$0.95	\$0.92	-2.79%
SAN DIEGO	\$1.63	\$1.62	-0.88%
SAN FRANCISCO - PENINSULA	\$2.20	\$2.15	-2.40%
TAMPA - ST PETERSBURG - CLEARWATER	\$1.14	\$1.08	-5.30%
TWIN CITIES - URBAN	\$1.07	\$1.06	-1.07%
WASHINGTON DC - SUBURBAN MARYLAND	\$1.49	\$1.48	-0.62%
AVERAGE	\$1.41	\$1.39	-1.43%

Sourced via Yardi Matrix

# Q1 UNIT RATE REPORT

AVERAGE  
RENTAL RATE  
PER SQFT

Q4 2025 & Q1 2026



CITY	Q4 2025	Q1 2026	QUARTER-OVER-QUARTER GROWTH
ATLANTA - URBAN	\$1.13	\$1.12	-1.53%
AUSTIN	\$0.97	\$0.97	-0.24%
BOSTON	\$1.40	\$1.38	-1.13%
BROOKLYN	\$2.85	\$2.83	-0.87%
CHARLESTON	\$1.01	\$1.01	-0.49%
CHARLOTTE	\$0.93	\$0.91	-2.15%
CHICAGO - URBAN	\$1.29	\$1.27	-1.60%
COLUMBUS	\$0.85	\$0.83	-1.44%
DALLAS - NORTH	\$0.99	\$0.98	-1.79%
DENVER	\$1.15	\$1.12	-2.43%
HOUSTON - WEST	\$0.99	\$0.97	-2.02%
INLAND EMPIRE	\$1.14	\$1.14	-0.18%
LAS VEGAS	\$1.08	\$1.06	-1.49%
LOS ANGELES - METRO	\$2.58	\$2.56	-0.67%
MANHATTAN	\$4.08	\$4.06	-0.56%
MIAMI	\$1.74	\$1.72	-1.02%
NASHVILLE	\$1.04	\$1.02	-1.57%
NEW JERSEY - NORTHERN	\$1.60	\$1.58	-1.38%
ORLANDO	\$1.06	\$1.05	-1.50%
PHILADELPHIA - URBAN	\$1.36	\$1.35	-0.59%
PHOENIX	\$1.06	\$1.06	-0.40%
PORTLAND	\$1.24	\$1.23	-0.78%
RALEIGH - DURHAM	\$0.97	\$0.96	-1.61%
SACRAMENTO	\$1.17	\$1.17	-0.08%
SAN ANTONIO	\$0.93	\$0.92	-0.72%
SAN DIEGO	\$1.63	\$1.62	-0.82%
SAN FRANCISCO - PENINSULA	\$2.19	\$2.15	-1.71%
TAMPA - ST PETERSBURG - CLEARWATER	\$1.10	\$1.08	-1.64%
TWIN CITIES - URBAN	\$1.08	\$1.06	-1.89%
WASHINGTON DC - SUBURBAN MARYLAND	\$1.51	\$1.48	-2.18%
AVERAGE	\$1.40	\$1.39	-1.14%

**READ THE 2025 GRANDSTONE YEAR END REPORT**

**GRANDSTONE**  
 STORAGE INVESTMENT SALES  
 2025 TRENDS • YEAR OVER YEAR SALES • UNIT RATE REPORTS • MESSAGE FROM THE CEO • GRANDSTONE ON LINKEDIN • 2025 GRANDSTONE DEALS • 2025 TRENDS • YEAR OVER YEAR SALES • UNIT RATE REPORTS • MESSAGE FROM THE CEO • GRANDSTONE ON LINKEDIN • 2025 GRANDSTONE DEALS • 2025 TRENDS • YEAR OVER YEAR SALES • UNIT RATE REPORTS • MESSAGE FROM THE CEO • GRANDSTONE ON LINKEDIN

**2025**

**YEAR IN REVIEW**

**GRANDSTONE SALES**

**\$100,400,000**  
SALES VOLUME

992,575      29

STATES CLOSED IN **12**

**2025**  
IN NUMBERS

**YEAR OVER YEAR SALES**  
2021-2025

YEAR	Q1	Q2	Q3	Q4	ANNUAL TOTAL
2021	\$15,000,000	\$18,000,000	\$20,000,000	\$22,000,000	\$75,000,000
2022	\$18,000,000	\$20,000,000	\$22,000,000	\$25,000,000	\$85,000,000
2023	\$20,000,000	\$22,000,000	\$25,000,000	\$28,000,000	\$95,000,000
2024	\$22,000,000	\$25,000,000	\$28,000,000	\$30,000,000	\$105,000,000
2025	\$25,000,000	\$28,000,000	\$30,000,000	\$32,000,000	\$115,000,000

**\$3,529,180,200**  
TOTAL NATIONAL SALES 2025

**CLICK HERE TO READ MORE**

**NEW LISTING**

**STOR-MOR MINI STORAGE**

Oklahoma City, OK      \$4,900,000

363 Units      46,900 NRSF

**NEW LISTING**

**OCALA BOAT & RV DEVELOPMENT OPPORTUNITY**

Ocala, FL      \$1,500,000

154 Units      74,560 NRSF

**CLICK HERE TO VIEW LISTINGS**

**Q1**  
REPORT

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