



SELF STORAGE FACILITIES

ACQUISITION BUY BOX



ACTIVELY ACQUIRING SELF STORAGE FACILITIES NATIONWIDE

We seek well-located assets where hands-on experience in acquisitions, financing, construction, management and operations can create long-term value.

TARGET PROPERTIES

- Independently owned or mom-and-pop operations
- Facilities with below-market rents
- Facilities with poor management or limited marketing
- Older facilities in good locations
- Facilities with unused or underutilized areas
- Boat and RV storage
- Mixed storage facilities with several unit types
- Underperforming properties with a clear path to stabilization
- Acquisition of operating facilities and facilities needing stabilization

VALUE-ADD OPPORTUNITIES

- Raising below-market rents
- Improving occupancy and collections
- Developing excess land
- Adding RV, boat, or vehicle storage
- Converting unused buildings or spaces into rentable units
- Improving security systems
- Improving signage and street visibility
- Improving curb appeal
- Rebranding an outdated facility

ACQUISITION FLEXIBILITY

- Cash purchases
- Conventional financing
- Phased acquisitions
- Delayed closings
- Seller participation
- Expansion partnerships
- Capital partnerships

GENERALLY NOT A FIT

- Markets with sustained economic or population decline
- Facilities with little or no identifiable upside
- Severely oversupplied markets
- Locations with poor visibility or difficult access
- Facilities with substantial deferred maintenance
- Very small facilities in isolated areas without sufficient demand

GEOGRAPHIC FOCUS:

Nationwide - with emphasis on growing employment and population markets.

WHY PINNACLE

40+ years in real estate, finance, construction, management and operations, including ownership of self-storage, multifamily, manufactured housing, RV parks and campgrounds, resorts and other operating real estate.



HAVE AN OPPORTUNITY?

We want to hear about it.

PINNACLE FINANCIAL SERVICES

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