

**VALUATION & ADVISORY**

# SELF STORAGE

The Self Storage group combines local experience with international resources. Our appraisers have access to the most current and complete information, and our clients benefit from our market research database, geographic coverage and single point of accountability.

## SELF STORAGE SERVICES

### APPRAISAL

Our team provides appraisal services for corporations, institutional investors, advisors and lenders on critical equity and debt investment decisions.

### BROKERAGE

We work in collaboration with our Brokerage professionals offering clients a complete range of brokerage services.

### PURCHASE PRICE ALLOCATIONS

#### ASC 805: Business Combinations

Our self-storage industry specialists work in concert with our Valuation for Financial Reporting team to provide purchase price allocations as they pertain to the financial reporting for purchase accounting. This allows us to incorporate both the most current industry specific data with our up-to-date guidance interpretation related to this topic.

### LITIGATION SUPPORT

We can work with counsel to prepare valuation estimates for bankruptcy, prepare specialized studies of market conditions and/or provide expert testimony.

### MARKET & FEASIBILITY STUDIES

Our analysis of a specific trade area provides insight into the current market conditions—specifically, whether the market is undersupplied, oversupplied or near equilibrium. Once specific development factors are known, we can test the feasibility of a project.

### PORTFOLIO VALUATION

We offer a variety of portfolio analytics to meet our client's needs. Once we have completed the individual appraisal reports, we combine the individual property cash flows into one and apply market-based portfolio investment rates to determine the value as a portfolio. The selection of our capitalization rate and discount rates is based on our knowledge and compilation of historical self storage portfolio transactions. Additionally, our professionals are uniquely qualified to meet financial reporting requirements. We have extensive experience providing reports on a quarterly basis for large self storage portfolios (ranging in size from 15 to 100+ properties).

### SELF STORAGE DATA SERVICES

Our team utilizes the latest industry data from SSDS, which is the largest and oldest self storage database in the United States. It features over 45,000 facilities, of which over 15,000 are updated on a quarterly basis with property specific information such as rental rates and occupancy rates.

### PROPERTY TAX SERVICES

Our Property Tax Services group, a leader in property assessment and tax appeals, offers clients property-specific capabilities unique to the industry, enabling us to counsel our clients with real estate driven tax advice.

## Self Storage by the Numbers



**830+**

Properties valued at \$9.6+ billion in 2019



**20+**

Self Storage Practice Group members



**100+**

Major metropolitan markets served



**9,620+**

Self storage locations appraised since 2011



**45,000+**

Facilities in the Self Storage Data Services (SSDS) database