



STORAGE MART

COMPANY OVERVIEW

StorageMart is a family-run business operated by the Burnam Family since 1974 and operates more than 60 facilities representing over 4.5 million square feet of storage space.



INVESTMENT STRATEGY

StorageMart is a well-capitalized company which develops, acquires and manages Class A, climate controlled, multi level self storage facilities in the United States and Canada. The Company's current target markets are Canadian urban centers, Kansas City, Chicago, New York, New Jersey, south east Florida, Washington DC, north Virginia, Minneapolis, and California. StorageMart is seeking investment opportunities where strong market penetration is possible and potential margins are strong. The Company expects to grow substantially over the next several years using the following investment strategies:

DEVELOPMENT OF NEW FACILITIES

StorageMart intends to develop self-storage facilities in certain markets where demographics are favorable and where suitable acquisitions are not available.

CONVERT COMMERCIAL REAL ESTATE TO SELF STORAGE

StorageMart intends to purchase and convert existing commercial real estate into self storage facilities as it has done in the past with more than 900,000 square feet. Conversion can be completed in shorter periods of time and have limited zoning and entitlement issues. Additionally, the costs of converting or re-developing self-storage facilities can be substantially less than those of acquisition or development.



Our Knowledge is your Property

STORAGE MART

PROPERTIES

StorageMart develops and acquires Class A storage properties located in high growth urban markets. The Company seeks to develop/acquire assets located on major thoroughfares with high traffic counts to ensure maximum customer visibility and exposure. StorageMart's development properties range from 75,000 to 130,000 square feet. Total development costs for these state-of-the-art storage facilities are \$7-12 million. The Company generally develops properties within six to twelve months that reach a break even occupancy of 65% within 18-24 months of opening and become stabilized at 85-90% occupancy within 36 months of opening.



The properties provide climate controlled storage for customers. In addition, new facilities include an enclosed loading dock to protect customers from the elements, carpeted hallways, larger retail stores that sell comprehensive goods for moving and storage, a state-of-the-art security system and U-Haul truck rental services. Additionally, select properties located in major metropolitan markets may include climate controlled wine cellar facilities.

For additional information, please contact:

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