



Self Storage

Go beyond traditional valuation with our comprehensive Self Storage practice, encompassing industry-leading valuation and consulting services for all self storage property types. Our leaders, premier industry experts, speak widely at prominent worldwide events and have penned foundational publications to self storage appraisal methodology. The national Self Storage team leverages detailed data analytics and a vast depth of industry experience to deliver superior valuation and consulting services. From single assets to portfolios exceeding 100 properties, all valuations are expertly managed and reviewed for quality control by leaders.

Our Self Storage offerings include:

Valuation

We bring a broad knowledge of a fragmented industry and a nuanced understanding of buyers and sellers to every property analysis and adapt our approach accordingly. We provide geographic experience with self storage market expertise.

Market Studies

Our market studies determine the depth of market demand in a trade area: undersupplied, oversupplied or market equilibrium. Our proprietary econometric model forecasts stabilized demand by trade area. It is the first step in determining feasibility.

Feasibility Analysis

Our feasibility analysis is based on extensive analyses of income to cost and concludes with milestones that are determinants of feasible development: income over cost, cap rate on cost, IRR and levered IRR, and profit on cost. Cumulatively, these variables are reconciled into a conclusion of project feasibility.

Financial Reporting

We seamlessly fulfil clients' financial reporting requirements in-house without assistance from outside parties.

Litigation

We take a strategic approach to litigation, ensuring our clients benefit from greater depth and a wider scope.

Portfolio Analytics

Because of our extensive experience in quarterly valuations on large portfolios, we are able to execute portfolio valuation and analytics with superior data and analysis. We can conclude value and portfolio maximization for both income and value characteristics. We assist numerous clients by consulting on underwriting criteria to help with investment decisions.

Property Tax

By gaining an understanding of every aspect of a property's operations, we deliver tax strategies tailored for maximum effectiveness.

ABOUT NEWMARK

We transform untapped potential into limitless opportunity.

At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands. Our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies. We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

CONTACT

Steven Johnson, MAI
Executive Vice President
Specialty Practice Co-Leader - Self Storage

t 626-204-3755
steve.johnson@nrmk.com

R. Christian Sonne, CRE, MAI, FRICS
Executive Vice President
Specialty Practice Co-Leader - Self Storage

t 949-608-2022
chris.sonne@nrmk.com