

# WHY COLLIERS?

Why meet with the most comprehensive service provider in the self storage industry?

## Investment Sales Expertise

- **Best in Class Marketing** – Let us put your storage facility's best foot forward with our industry leading marketing material and systems. Our exclusive and unique process is designed to maximize net sale proceeds.
- **Maximum Exposure** – We present your storage facility to more buyers through our international platform and comprehensive database of active institutional and private investors.
- **Want to Buy** – We will inform you of available storage properties in markets where you operate and/or wish to expand

## Refinance/New Loan

- **Diverse Loan Packages (CMBS, SBA, Life Company)** – Sometimes it's more than just the interest rate that matters such as loan term, amortization, and nonrecourse options to get your name off personal liability. We work with our Colliers Capital Markets Team and other loan originators who understand and specialize in self storage.

## Valuation/Consultation

- **Market Valuation (MV)** – Do you know how the current investment market views your asset?
- **Exit Strategy** – Our experience can help you plan for the future.
- **Property Tax Review** – Don't pay more in real estate taxes than necessary
- **Market Leaders** – Colliers Self Storage leads the industry with 950+ self storage appraisals every year.
- **Cost Segregation Study** – Want to offset gains or benefit from accelerated depreciation?
- **3rd Party Management** – Let us advise you on the best managers in your market.



“ Owners do business with us because they like us and trust us. ”

**Thomas K. Gustafson CCIM**  
National Director | National Self Storage Group  
Colliers International Capital Markets  
Direct +1 216 239 5071 | Mobile +1 216 409 3186  
thomas.gustafson@colliers.com

**Matt Davis**  
Senior Associate | National Self Storage Group  
Colliers International Capital Markets  
Direct +1 216 239 5115 | Mobile +1 440 570 9003  
matt.davis@colliers.com

Call us today to see  
how we can help!