

INVESTMENT CRITERIA

Asset Class: Class A or B Self-Storage and Boat & RV storage assets with the following characteristics:

- 75% of Gross Rental Income from fully enclosed units;
- Fully paved concrete/asphalt parking and drive aisle surfaces
- Some mix of traditional self-storage and/or contractor storage units considered, but not required
- Exceptions for canopy/open parking considered on a case-by-case basis

Quality: Physical condition consistent with Class A or B structure including paving, perimeter security fencing, security cameras, and electrical for trickle chargers

Tenancy: Stabilized with below-market rents, or 75% economic occupancy

Price: \$2,500,000 - \$25,000,000 per property

Cap Rate: Market with clear path to IRR

Size: 30,000+ SF per property

GEOGRAPHY

Targeted market approach across the Midwest, Southeast and Mountain West regions of the U.S. with the following characteristics:

- Minimum rental rate of \$0.60/SF/mo
- MSA with 350,000 metro population, with exceptions for premier destination locations on a case-by-base basis
- MSA with 0.5% population growth year-over-year
- Assets with 10-mile radius Median Household Income >\$64,000

Target Markets (include, but not limited to):

- **Oklahoma, Texas & Arkansas:** Tulsa, OKC, Dallas, Austin, Northwest Arkansas
- **Florida:** Ft. Myers, Tampa, Ft. Lauderdale, Jacksonville, Orlando
- **Colorado & Arizona:** Denver, Greely, Colorado Springs, Phoenix, Lake Havasu
- **North & South Carolina, Tennessee:** Raleigh-Durham, Charleston, Sea Island, Hilton Head, Columbia, Nashville, Knoxville



PREFERENCE FOR ASSETS WHERE WE CAN:

Amenitize/Upgrade - Acquire existing property and strategically deploy capex to improve and amenitize property to be well suited for storage demand.

Acquire Off Market - Acquire a property or portfolio at a significant discount to the market through offensive property efforts or off-market opportunities.

Re-Develop or Add-On - For sites with strong demand, willing to look at facility expansion.

Mark-to-Market - Due to short-term leases and multi-tenant nature, opportunity to increase rent or mark-to-market on a monthly or quarterly basis.

CONTACT

Kyle Koscielniak

Investments Director

(918) 361-2910

kkoscielniak@northendassociates.com

www.expeditionstorage.com