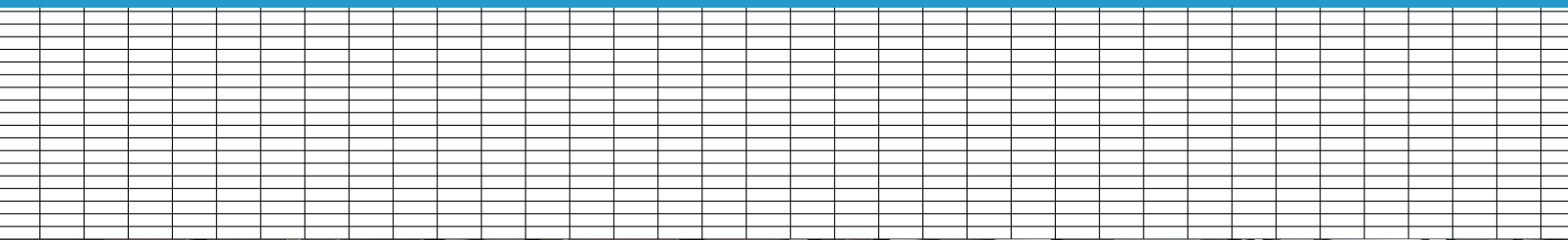

Self Storage Capital Markets



NEWMARK

TOP RANKED SELF STORAGE GROUP

With more than \$8.5 billion in transaction experience and over 60 years combined tenure in the self storage industry, the Newmark Self Storage Group provides unmatched brokerage services for every phase of a self storage transaction to all client types- small owners, privately held companies, REITs and institutional investors.

Group Transaction Volume

PROPERTIES SOLD

800+



SALES TRANSACTED

\$8.5+ Billion



SQUARE FEET

56.5+ Million



OUR SERVICES

Newmark Self Storage Group combines capital market expertise with extensive hands-on commercial real estate experience to provide clients with a single-source solution for every phase of a self storage transaction.

INVESTMENTS SALES/ BROKERAGE

Private • Institutional

Newmark Self Storage Group supports private and institutional clientele in effectively managing entire deal life cycles through every contingency of a transaction – whether the requirement involves a single asset or an entire portfolio. With a proprietary database of investors, and crucial knowledge of the industry, opportunities are maximized and the transaction process is expedited, ensuring value-add meets every stage of a deal.

DISPOSITIONS / ACQUISITIONS

Single-Asset • Multi-Site Portfolios • Multi-State Portfolios

Newmark Self Storage Group offers unmatched brokerage services for every type of self storage transaction- from single-assets to multi-state portfolios and deal sizes from \$1 million to \$570+ million. With more than 60 years of combined experience in the industry coupled with access to the most comprehensive database of buyers, leading market research and critical demographic information clients can expect exceptional results and a seamless transaction cycle for every deal. Direct targeting to self storage REITS, Institutional capital, private equity and select private investors ensures a successful outcome at the highest achievable price.

EQUITY CAPITAL ASSIGNMENTS

JV/Preferred Equity • Recapitalizations/ Sale of Partnership Interest • Development Projects

Newmark Self Storage Group provides direct access to equity groups for acquisitions, restructuring, recapitalizations and development projects. Leveraging extensive knowledge of the equity markets and close relationships with capital groups translates to optimal capital structures that address rapidly changing markets. This keen insight on equity capital assignments enhances the value-add in complex transactions.

DEBT PLACEMENT/ FINANCIAL SERVICES

Banks • CMBS • Agency • Life Companies

Newmark Self Storage Group is well positioned to accomplish any structured finance objective across the entire capital spectrum. With direct access to every corner of the capital markets, the group maintains close relationships with a comprehensive cadre of capital providers – from traditional lenders to emerging sources of capital.

VALUATION AND CONSULTATION

Strategic Planning • Operations & Portfolio Strategy • Expansions • Developments

Newmark Self Storage Group works closely with clients to understand specific business objectives in order to provide creative solutions for value optimization and additional revenue generation; with a strong focus on finding added value through transactional and operational advice that allows clients to make the most informed decisions.

"Aaron and Kenneth differentiate themselves by providing a consultative approach and looking for ways to add value to their clients' transactions. They dug in to understand the legal and operational nuances of the properties. They assembled a complete picture of the portfolio so they could accurately portray its value to the market. Aaron and Kenneth both bring with them a wealth of experience and they represented the Harrison Street name in a positive light."

Elliot Pessis, Vice President
Harrison Street Real Estate Capital

OUR EXPERIENCE



NATIONAL IMPACT GLOBAL PRESENCE

Newmark is one of the world's leading commercial real estate advisory firms, providing a fully integrated platform of services to prominent multinational corporations and institutional investors across the globe, as well as to occupiers, owners and developers of real estate on a local, regional and national level.

Newmark's Capital Markets provides its clients with strategic solutions to their real estate capital concerns.

As a recognized global leader in the real estate investment community, their professionals apply creative advisory, transaction management, deal structuring, and marketing expertise to deliver exceptional capital solutions for their private, corporate, and institutional clientele.

Institutional clients—including investment banks, major law firms, insurance companies, media companies, and major private equity firms—have access to comprehensive capital markets solutions globally.

NEWMARK

OVERALL GROUP VOLUME

60+

**YEARS OF COMBINED
EXPERIENCE**

800+

**PROPERTIES ACROSS
40 STATES**

\$85B+

**IN COMPLETED SELF
STORAGE TRANSACTIONS**

\$1-570M+

**TRANSACTION VALUE
RANGE**

OUR TEAM



Aaron Swerdlin
Southwest Region
Vice Chairman

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aswerdlin@ngkf.com

Aaron A. Swerdlin serves as Vice Chairman in the Houston office of Newmark Self Storage Group. Known for his self storage asset class expertise, Mr. Swerdlin has more than 25 years of capital markets experience and serves as the firm's national practice leader for the self storage properties sector. Transactions have included single asset property sales, portfolio recapitalizations and regional portfolio dispositions; some of these transactions are among the most significant ever completed in the self storage industry, including the \$560 million Storage Deluxe portfolio in 2011.



Kenneth Cox
Southeast Region
Executive Managing Director

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kcox@ngkf.com

Kenneth H. Cox serves as an Executive Managing Director in the Memphis office of Newmark Self Storage Group. A leader in the self storage industry, Mr. Cox has over 25 years of transaction experience within the self storage sector, of which includes executive management positions for a storage REIT as well as a managing partner of both a mid-sized operator and several ventures focused on acquiring, operating and disposing of self storage assets. Transactions completed range from single asset property sales to regional and national portfolio acquisitions and dispositions, totaling more than \$3 billion.



Taucha Hogue
Southwest Region
Director

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Taucha M. Hogue serves as a Director for the Newmark Self Storage Group. Based in the Houston office, she specializes in individual property investments, divestments, proposed developments and debt/equity placement for transactions across the United States. Previous transaction experience includes land divestments, lease acquisitions, small construction projects and easements throughout the United States and Latin America on behalf of an international oil and gas company. Her experience on the client side maximizes her ability to add value to transactions.



Alexander Beszterda
Southwest Region
Financial Analyst

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Alexander Beszterda serves as a financial analyst for the Newmark Self Storage Group in the Houston, Texas, office. He specializes in preparing investment portfolio offerings, financial analysis and modeling, market research and property valuations for investments, divestments and proposed developments. Prior to joining Newmark Capital Markets, Mr. Beszterda managed upstream oil and gas development projects for ConocoPhillips Company, averaging an annual capital budget of \$50 million.



Alejandra (Alex) Fernandez
Southwest Region
Senior Administrative Assistant

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Alejandra (Alex) Fernandez serves as a Senior Administrative Assistant for the Newmark Self Storage Group in the Houston, Texas office. She specializes in marketing, research, financial reporting and continuous improvement of business solutions. With over 25 years of experience in multiple industries, including banking, media and self storage, Ms. Fernandez brings professionalism, knowledge and value-add to every transaction.



Shana Rogers
Southwest Region
Data Specialist

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Shana Rogers serves as a Data Specialist for the Newmark Self Storage Group in the Houston, Texas office. She specializes in in-depth review of data through detailed analysis, extensive research and review of accuracy. With over 10 years of experience in multiple industries, including retail and self storage, Ms. Rogers brings focus, knowledge and value-add to every transaction.

NORTH AMERICA

Canada
United States

LATIN AMERICA

Argentina
Brazil
Chile
Colombia
Costa Rica
Mexico
Panama
Peru
Puerto Rico

EUROPE

Austria
Belgium
Czech Republic
France
Germany
Hungary
Ireland
Italy
Netherlands
Poland
Romania
Russia
Spain
Switzerland
United Kingdom

ASIA-PACIFIC

Australia
Cambodia
China
India
Indonesia
Malaysia
New Zealand
Philippines
Singapore
South Korea
Taiwan
Thailand

AFRICA

Botswana
Kenya
Malawi
Nigeria
South Africa
Tanzania
Uganda
Zambia
Zimbabwe

MIDDLE EAST

Saudi Arabia
United Arab Emirates

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