



### **Case Study: Lease-up Self Storage Facility**

*We began management services before the self-storage facility opened in December 2009.*

#### **Before it opened, we handled:**

- Unit Mix Planning
- Pro-forma and Budget Preparation
- Property Branding
- Hired & Trained Staff
- Local and Online Marketing
- Office & Retail Set Up
- Supply Ordering
- Software Set Up
- Pricing & Discounting

#### **Since the Store Opened, SAM has:**

- Filled occupancy quickly during every phase of development
- Managed all facility maintenance repairs & contracts
- Improved local awareness through marketing & signage
- Beat revenue & expense budgets every year
- Maintained delinquency below 1% every year

SAM Management:	2009 to present
# of Units:	570
Rentable SF:	70,366
Potential Income:	\$48,807 (12/2009) - \$96,456 (4/2017)
Unit Occupancy:	0% (12/2009) - 89.3% (4/2017)