

## **Background**

The facility completed its conversion in August 2024 and has since been managed by Automated Storage Solutions, a third-party management group that focuses on taking calls, leasing units, and resolving minor issues as they come up. During the initial lease-up period, from August 2024 through April 2025, rental rates were kept in line with market asking rates, which slowed occupancy growth. At the same time, the owner operated both WSS and ESS software platforms. The management team primarily focused on ESS inquiries, causing rental requests through WSS to be overlooked. The absence of a discounting strategy also limited early leasing momentum.

Since April 2025, the owner reduced rates and consolidated operations onto the Cubby software, which led to a strong increase in net rentals and improved overall performance. The property would benefit from revenue management, which the current management group does not do.

## **FAQs:**

### **1. What is the reason for the sale?**

- a) Owner would like to take his capital and put it into other storage projects.

### **2. How is the facility being managed?**

- a) This facility is remotely run with a BOTG employee who completes any on-site duties.

### **3. Is there room for expansion?**

- a) Yes, there is cleared land in the back of the property.

### **4. What software is used?**

- a) Cubby

### **5. Are there offices on-site?**

- a) Yes, there is one office onsite, but it is currently not being used or rented out.

### **6. Is there a Call for Offers?**

- a) No, offers are being received on a rolling basis.

### **7. What financing options are available?**

- a) Both conventional and SBA loans are available. Contact us to connect with a Marcus & Millichap Capital Corporation mortgage broker.

### **8. Can I schedule a site visit?**

- a) Yes. Please contact Grace Folger (678-808-2733) to arrange a visit and receive a gate code.