

NAIOP: Where's the Money?
Alternative Financing for Commercial Real Estate

Self Storage: Perspectives On A [Previously] Low Profile Asset Class

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BY THE NUMBERS

- 68 facilities managed
- 23 facilities built
- 20 facilities acquired
- 16 facilities in the pipeline

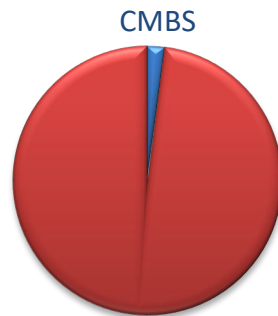
CONVENTIONAL CAPITALIZATION



DEBT OUTSTANDING
\$635 MILLION

Primarily financed through local lending relationships

Relationships



■ CMBS ■ Banks

EQUITY RAISED TO DATE
\$285 MILLION



ALTERNATIVE FINANCING?

Office

Apartments
Retail

Self Storage
ALTs

- We are in the Alternative or “Alt” Bucket of the institutional investor world.
- Previously the outcasts, now cool kids.



KEY TAKEAWAYS

- Secular shift away from office is benefitting alternative CRE asset classes (self MHC, BFR, life science, etc...)
- Acquisitions are incredibly hard, construction almost as much.
- Alternative growth channel for Arcland is our management platform (services).

- storage,

Self
Storage
Plus

Room to Pursue Life®

Questions?

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