

# Capital Markets **SELF-STORAGE**

INSTITUTIONAL INVESTMENT SALES AND EQUITY,  
DEBT AND STRUCTURED FINANCE



**2021**



**CUSHMAN &  
WAKEFIELD**

SELF-STORAGE ADVISORY GROUP

[cushwakeselfstorage.com](http://cushwakeselfstorage.com)



# WHY OUR TEAM...

AT THE CENTER OF

## *What's Next*

### Self-Storage Capital Markets 2021 REVIEW

The Cushman & Wakefield Self-Storage Capital Markets Team is unique in that we utilize our combination of national coverage and targeted market dominance, as well as global capital reach with significant track record for sourcing anomaly capital, allowing our team to maximize pricing with the most credible underwriting in the market place.

- Unrivaled market knowledge since the Self-Storage Advisory Group's inception over 20 years ago.
- Direct access to diverse sources of capital seeking self-storage investments across the entire country.
- Best in class client advisory support by the most active team in the nation. Our extensive experience completing diverse and complex transactions is a testament to our platform and ability to meet the needs of our clients through a variety of services and capabilities.

#### UNRIVALED 2021 RESUME

# 188

FACILITIES CLOSED

# 84

TRANSACTIONS

# \$2.3<sup>B</sup>

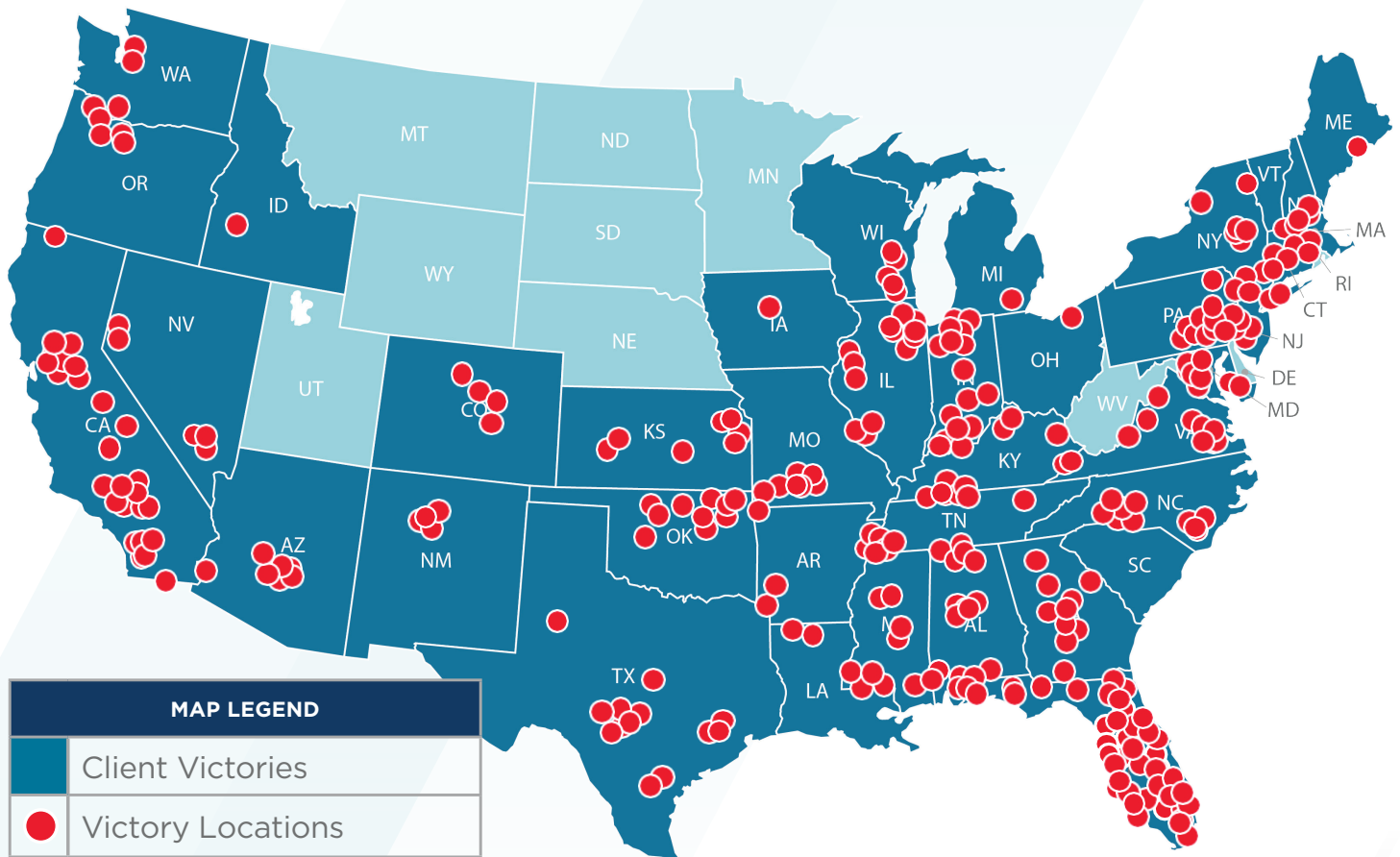
IN 2021  
SALES VOLUME

# OUR TEAM | BY THE NUMBERS



	SALES VOLUME	AVERAGE DEAL SIZE	LARGEST DEAL	DEALS
2016	\$333,824,000	\$7,763,349	\$47,925,000	42
2017	\$368,039,950	\$8,976,584	\$42,550,000	41
2018	\$337,130,205	\$7,023,545	\$30,500,000	48
2019	\$412,728,000	\$10,318,200	\$107,000,000	42
2020	\$744,496,390	\$12,562,705	\$175,000,000	41
2021	\$2,297,017,775	\$27,350,000	\$625,000,000	84

## CLIENT VICTORIES



**\$8+ BILLION**

In Client Victories Since Our Inception



**35 STATES**

2021 Closed Deals



**101%**

2021 List Price to Contract Price Ratio



**400+ OFFERS**

Received in 2021



**40 DAYS ON MARKET**

Average Days on Market in 2021



**90%**

Listings to Close in 2021



AT THE CENTER OF

# *What's Next*

## WE ARE A FORCE FOR ACTION

Fueled by ideas, expertise and dedication across the country and worldwide, we create self-storage real estate solutions to prepare our clients for what's next.

Whatever your needs may be, our team is here to serve you in 2022.



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Director

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