



**Self Storage
Team Capabilities**

ABOUT US

NAI Latter & Blum is Louisiana's leading commercial real estate brokerage company. We provide exceptional service and expertise across the Gulf South with offices in New Orleans, Baton Rouge, Lafayette, Lake Charles, and Alexandria. We offer advanced technologies in research, marketing, and financial analysis. NAI Latter & Blum's Self Storage Team uses these platforms to bring value to every transaction. From immersive 3D property tours and drone work to discount cash flows and site selection demographics, NAI Latter & Blum is ready to work for you.

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Welcome

NAI Latter & Blum's Self Storage Team welcomes the opportunity to offer professional real estate services in connection with the marketing or advisement of your property. We are confident that our team oriented approach, which offers experience and knowledge in commercial sales and leasing will suit your needs.

Acting as your real estate representative, we shall seek to take advantage of our full service brokerage capabilities to provide you with comprehensive, value-added service at every stage of the process. NAI Latter & Blum's priority and underlying principal has always been a concern for our clients. We recognize every client's needs are different and hope to demonstrate we have the professional experience and expertise to understand those needs and meet them.

- **Self Storage Team**

SELF STORAGE Team Members



JEFF WILKE
ASSOCIATE BROKER

jeffwilke@latterblum.com
256.694.1492

Background & Experience

Jeff joined NAI Latter & Blum's Self Storage Team during Covid-19 in 2020. He graduated from Florida State University where he obtained a BS degree in Economics, a BS degree in Social Science and a minor in Urban and Regional Planning. Jeff began his commercial real estate career in Huntsville, Alabama as an advisor and then later as a partner with Graham & Company. He holds several professional designations to include Certified Commercial Investment Member (CCIM), Society of Industrial and Office Realtors (SIOR), and Leadership in Energy and Environmental Design (LEED AP), which is supported by the United States Green Building Council. Jeff served on the Alabama CCIM state board for five years, chapter Treasurer, VP, President, and then Regional Director South for SIOR and currently serves as a member of the Technology and Investment Member Groups. Jeff is a member of the Knights of Columbus and Leadership St. Tammany Alumni. Jeff has experience in all aspects of commercial real estate (CRE), including capital markets, development, management, leasing, marketing, and sales. His practice includes advising private owners, developers, private equity firms, institutional, and corporate owners of real estate. In 2018 he expanded into facilitating the investment and disposition of single-family rental (SFR) and build-for-rent (BFR) portfolios of 5 to 1,000 homes. He is licensed in Louisiana and Mississippi, providing advisory services to commercial property users and investors.

Professional Affiliations & Designations

- Certified Commercial Investment Member (CCIM)
- Society of Industrial and Office Realtors (SIOR)
- Leadership in Energy and Environmental Design (LEED AP)
- Knights of Columbus
- The Self Storage Association of Louisiana

Education

Florida State University
Bachelor of Science in Economics
Social Sciences Major, Urban and Regional Planning Minor



WILL WATSON
ASSOCIATE BROKER

willwatson@latterblum.com
318.914.1576

Background & Experience

Born and raised in Monroe, Louisiana, Will Watson moved to Baton Rouge in 2018 and joined NAI Latter & Blum. Prior to real estate, Will obtained a B.S. in Agricultural Resource Economics from the University of Maryland while pursuing his collegiate baseball career. Particularly intriguing to Will, and what ultimately lead him to real estate, was his extensive studies in land economics and market trends that influence property values. This new found passion led him back home where he promptly began his real estate career. As a licensed agent in Louisiana, he has experience working with clients from the initial market analysis to the final site selection and transaction details. He has proven himself to be an effective fiduciary representative for his clients due to his extensive market knowledge, aggressive pricing and marketing strategies, unrivaled work ethic, and dedication to helping clients achieve their objectives. In June 2020, Will joined Gulf Partners Self Storage Team at NAI Latter & Blum, specializing exclusively in the disposition, acquisition, and exchange of self-storage facilities across the Gulf South.

Professional Affiliations & Designations

- Commercial Investment Division of Greater Baton Rouge (CID)
- Greater Baton Rouge Association of Realtors (GBRAR)
- CCIM Member (Louisiana Chapter)
- CCIM Candidate
- Delta Waterfowl Board Member
- The Self Storage Association of Louisiana

Education

University of Maryland
Bachelor of Sciences in Agricultural Resource Economics

Louisiana State University at Eunice
Bachelor of Arts in General Business

NAI Latter & Blum

SELF STORAGE

COMMERCIAL REAL ESTATE GROUP



The Power of **Local Market Experts**

The Gulf Partners Self Storage Team at NAI Latter & Blum is comprised of commercial real estate investment brokers specializing in the marketing, sale, and disposition, as well as acquisition of self-storage assets throughout the Gulf South. To achieve superior results, we utilize local market information with a keen insight and understanding of commercial real estate investing with our Gulf Partners Capital Markets Team to facilitate transactions.

Self Storage Advisory Services

Brokerage

We offer traditional brokerage services across the United States with strategic brokerage advisory partnerships.

Portfolio Advisory

Many owners of Self Storage facilities own more than one property and we are equipped to help in the acquisition or disposition of multiple assets across multiple states in a portfolio offering or acquisition.

Site Selection

The self-storage industry is constantly changing, and it is important to have a local presence and understanding of the market shifts and demands. An analysis of a property's economic feasibility as well as its market feasibility is invaluable when considering a potential self-storage site.

Broker Opinion of Value Reports

A broker opinion of value is a market value of an asset's worth and requires analytical proficiency, local market knowledge and industry expertise. We offer our clients a valuation of an individual asset or investment portfolio. Our pricing windows are done with the full market understanding and our cornerstone trait of integrity.

Both Will Watson and Jeff Wilke are members of The Self Storage Association of Louisiana.

NAI Latter & Blum

Who We Are

What we bring to a partnership with you.

Since 1916, NAI Latter & Blum has led the commercial real estate market in this region. Through the years, we have maintained our commitment to quality while growing into the largest and most successful real estate company in the Gulf South. Today, we take pride in a commercial staff representing more professional designees than any other local firm. More than 50 NAI Latter & Blum commercial agents and staff currently hold CCIM, SIOR, CPM, MAI or CRE designations. Over 120 full-time commercial associates work from the company's commercial offices in New Orleans, Baton Rouge, Alexandria, Lafayette and Lake Charles. Additionally, over 2,800 residential agents staff 36 branch offices covering southern and central Louisiana, Mississippi, and Houston, Texas. Relationship management is a vital part of our core values, that's why our clients place their trust in us. It is this trust that forms the foundation on which NAI Latter & Blum was built. Through our affiliation with NAI Global, a global corporate real estate and investment services firm, we are able to reach over 400 markets in 55 countries. NAI Global has over 7,000 real estate professionals in these communities around the world. Through this key partnership with NAI Global, Latter and Blum has been able to foster the growth of some of the most successful real estate transactions in the Gulf South.

NAI Latter & Blum will align its goals with yours because the future of your business is dependent upon our ability to deliver results to you. We believe in the importance of a collaborative effort—from big picture down to the smallest detail.

We look forward to working with you.

Sincerely,



Karl Landreneau, CCIM, SIOR
Director, NAI Latter & Blum

NAI Latter & Blum

By The Numbers

6 LOCATIONS IN LOUISIANA

Commercial Divisions

Office
Retail
Land
Industrial
Hospitality
Investment
Multi-Family
Property
Management

1,500+
TRANSACTIONS/YEAR

130+

REAL ESTATE
PROFESSIONALS



50+

DESIGNEES



Superior information management and market research capabilities for all your commercial real estate needs.

Offices

NEW ORLEANS

504.525.1311
430 NOTRE DAME STREET
NEW ORLEANS, LA 70130

BATON ROUGE

225.295.0800
NAI LATTER & BLUM
1700 CITY FARM DRIVE
BATON ROUGE, LA 70806

LAFAYETTE

337.233.9541
806 E. ST. MARY BLVD.
LAFAYETTE, LA 70503

LAKE CHARLES

337.310.7333
1424 RYAN STREET
LAKE CHARLES, LA 70601

ALEXANDRIA

318.483.1515
4615 PARLIAMENT DRIVE
SUITE 100
ALEXANDRIA, LA 71303

SHREVEPORT

318.424.8432
PROPERTY MANAGEMENT
401 EDWARDS STREET
SHREVEPORT, LA 71101

NAI Global[®]

Build on the power of our network.

NAI Global is
Strategic & Innovative.

- Over 7,000 local market professionals
- More than 400 offices worldwide
- Local experts in 55+ countries
- 425 million SF of property managed
- \$20 billion in annual transaction volume

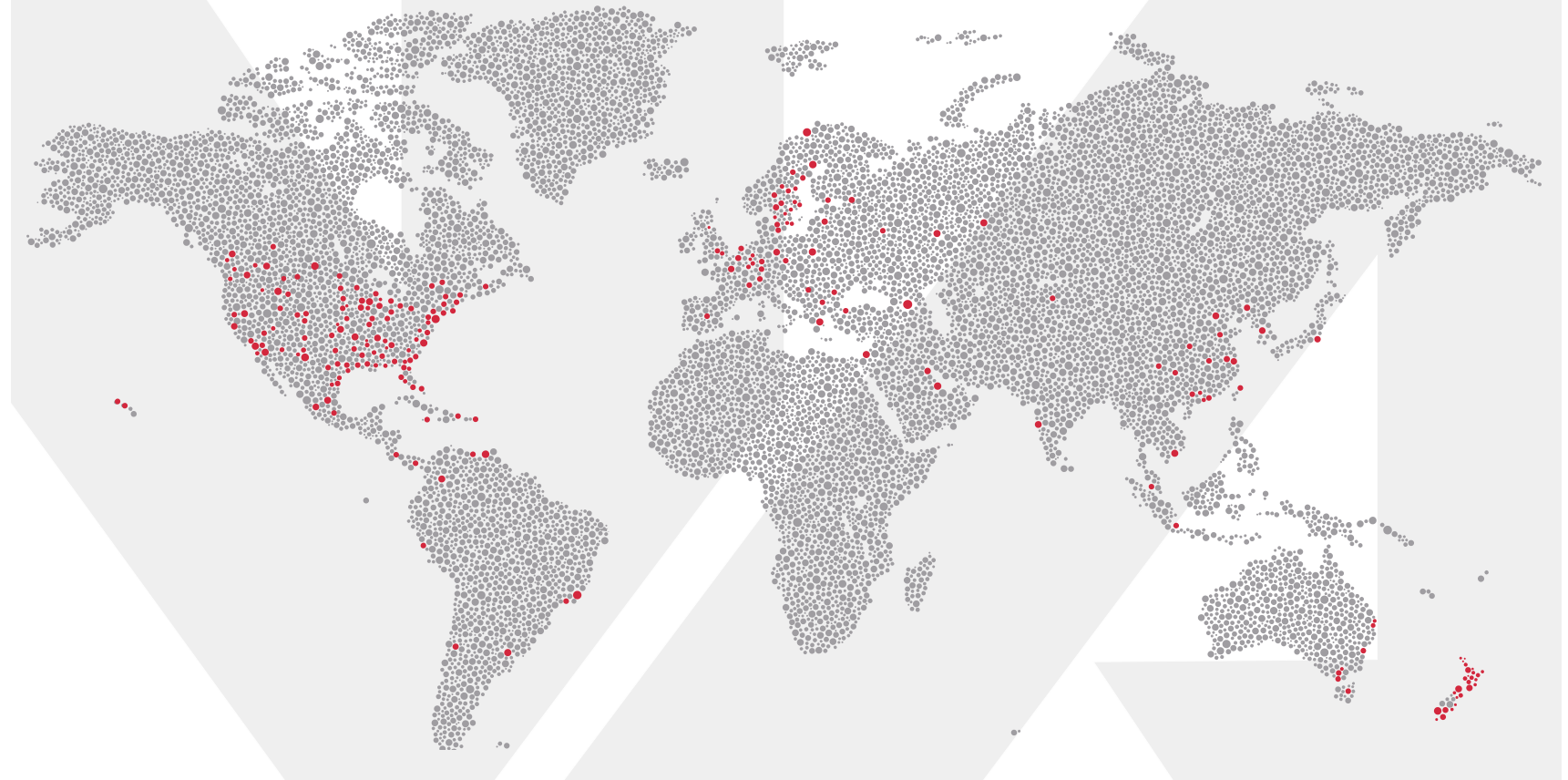
The Power of a **Global Team**

Nothing is as powerful as teamwork – that's why NAI professionals work together to make deals, management and services fast and flexible. We've streamlined our organization, making easier to serve your needs without getting tied up in red tape.

No matter how complex your needs are, we have the reach to provide what you need, where you need it.

Our results speak for themselves, and our clients know firsthand how we deliver a unique mix of creativity, collaboration and service.

North America | Latin America | Europe | Africa | Asia Pacific



55

COUNTRIES



7,000

REAL ESTATE
PROFESSIONALS



400

OFFICES

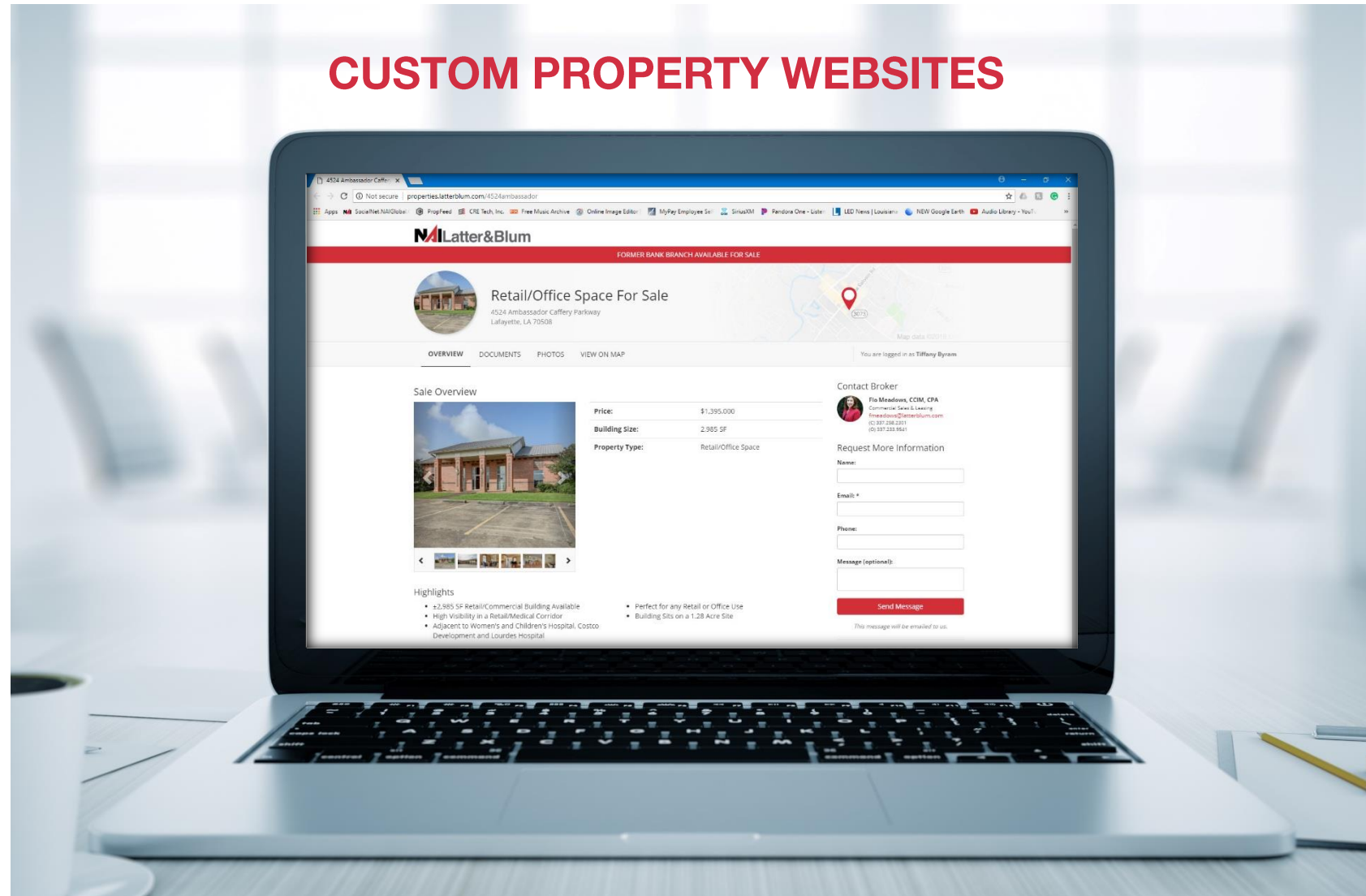
A world of support that revolves
Around one axis: **You.**

CAPABILITIES

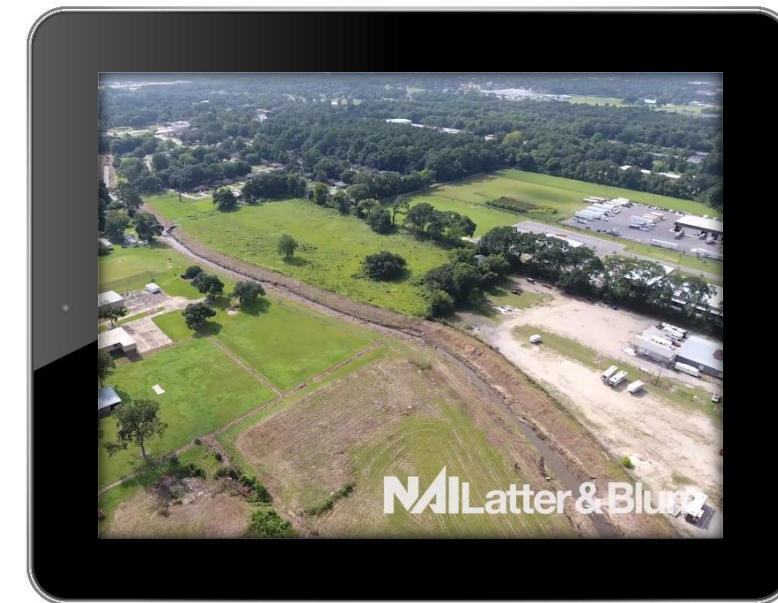
Marketing Examples



CUSTOM PROPERTY WEBSITES



DRONE VIDEOS



BROCHURES



Property Overview
The subject property is improved with 53, 3000 sq. ft. systems, two-story, two-unit, multi-unit buildings containing 250 units, 12' x 25' on lot square foot, 414' on average x 11' deep of 250 square feet. The property includes a building of 100,000 sq. ft. building space, and was built in two phases, 1985 and 1978. Substantially renovated in 2010 and 2015.

Location Overview
The subject neighborhood is generally described as being located by the Mississippi River to the north, the Interborough Waterway to the east, the Bonner Canal on the common Canal Front line to the south and the Mississippi River to the west. The subject property is located on one of the main thoroughfares of the area.

Sale Highlights

- Strong historical performance with a consistent 7.2% unlevered return and positive outlook for the foreseeable future.
- Proven track record for immediate cash flow and low operating costs in the 145,000 sq. ft. building.
- On-site management team consists of a Property Manager, Leasing Agent, Maintenance Clerk, Maintenance Supervisor, Maintenance Technician, Groundskeeper, and Poolkeeper.
- Over \$5 million in capital improvements over the last few years.
- Easy access to I-10 from Hwy 90 and Hwy 90, and the Mississippi River, the main thoroughfare along the Gulf Coast, the Orleans City Center, and the Shreveport Convention Center.
- The property is fully leased and has a long-term lease with the Central Louisiana State and the local 'Quaker'.
- Close proximity to multiple shopping centers - The Mall at Greenwood, West Orleans Village and Metairie Academy Center, Shreveport Community College Westbank Campus, and University of Louisiana.
- Nearly multiple multi-million dollar projects in the area, including the new Orleans Convention Center and the new Orleans Convention Center.
- Close proximity to the Orleans City Center, Lake St. Charles, and the Orleans City Center.
- Sturdy, well-maintained and in demand for affordable housing in Orleans Parish community nearby Downtown Business and Tourism Revitalization.



NEW ORLEANS TOURISM

New Orleans is Number 1 on TripAdvisor's list of "10 Best Foodie Vacations in the USA", May 2016.

Expedia Viewfinder has named New Orleans one of the "Top-Rated Vacation Destinations in North America", May 2015.

The New York Times has featured New Orleans as their Number 1 Destination on their list of "52 Places to Go in 2018", Jan 2018.

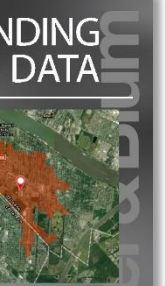
AARP has named New Orleans Number 1 in their list of "Top U.S. Destinations for 2018", Jan 2018.

Thrillist has named New Orleans in their "18 Best Places to Go for a Big Trip in 2016", Jan 2016.

Travel + Leisure featured New Orleans in their roundup of "Best Places to Travel in the U.S. in February", Feb 2016.

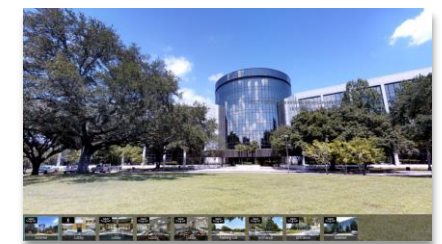
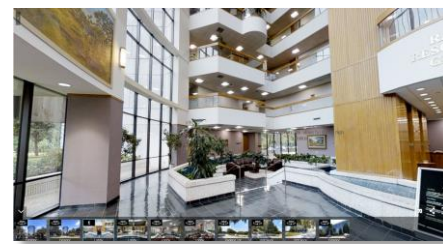
Bloomberg included New Orleans in their list of "Where to Go in 2018", Jan 2018.

CNN Travel's "Best Vacation Spots for 2018" features New Orleans, Jan 2018.



matterport®

360° Panoramic HD Virtual Tours

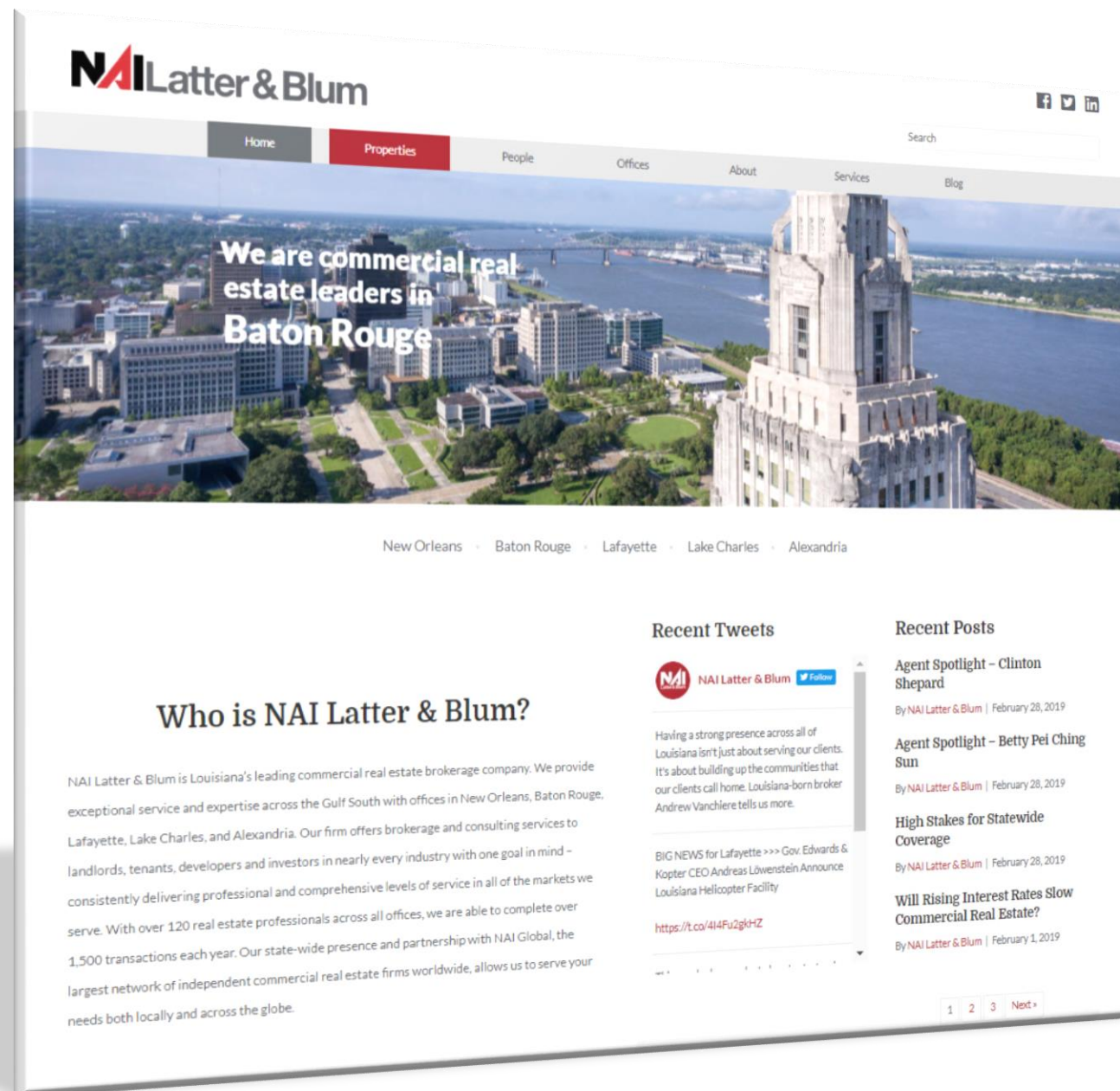


CAPABILITIES Technology Offerings



WEBSITE

Significant Internet Presence with over 60,000 Internet views of Latter & Blum commercial listings per month at www.latterblum.com.



www.latterblum.com

NEW APP!
AVAILABLE NOW
NAI Latter Blum
by Blyncc

Download for FREE Today!

Use our app to:

- Search for commercial listings based on your desired location
- Connect with us quickly
- Perform Investment Analysis, Loan and Financial Calculations
- Access Market Reports and Videos
- Complete a Property Information Request to obtain more information on any property

Our commercial team consists of the most knowledgeable, results-driven brokers backed by the most innovative and scalable technology the commercial real estate industry has to offer.

AVAILABLE FOR YOUR MOBILE DEVICE

SOCIAL MEDIA



Facebook
An outlet for community involvement and education.



Twitter
Relevant up-to-date insights into our local markets via articles and videos



LinkedIn
Connects with brokers, developers, and other members of the CRE community

STRATEGIC REAL ESTATE PARTNERSHIP

Investment Capabilities

As leaders in this state and Gulf South region, we are able to provide in-depth market insights to help guide your financial decisions while addressing the uncertainties of your investment.

The Investment Services Division at NAI/Latter & Blum works to maximize the value, and minimize the uncertainties, of your real estate investments. Our diverse team of professionals will provide services and advice using informed market research, acquisition/disposition expertise, asset optimization solutions, customized analytics, and reliable appraisal and valuation methods to best suit your needs.

Property Marketing

Our marketing experts work closely with our investment and research teams to provide effective marketing strategies to meet each client's needs. Whether your property needs an advertising/PR campaign, broad-based promotion, or targeted marketing to prospective buyers, our team of experienced marketing professionals will provide a marketing strategy that is tailored to showcase your asset and reach your desired market.

Project Leasing

We address every leasing assignment as if we were the owner; viewing each project from a focused, strategic perspective. Our goal is not just to fill the vacant space in a property, but to also increase the value of the asset to meet the owner's objectives.

Management Services

Our property management professionals work with our market-leading local office brokers to maximize an asset's value for property owners. We provide a complete range of management services from transition to day-to-day operations to disposition.

Valuation & Advisory

We know that when you receive the approval to evaluate or dispose of an asset, or even an entire portfolio, time is money. That's why we emphasize speed, efficiency and accuracy when delivering our recommendations based on current market conditions to value and position your current properties, or properties you may be considering for purchase.

Special Asset Services

Today's uncertain market presents a unique set of challenges for investors. Undermanned REO departments often face the daunting task of identifying immediate risks and liabilities while preserving and enhancing the long term value of the portfolio. To mitigate their efforts, we offer our expertise across the full spectrum of commercial real estate services to provide clients with easy access to all of the services an asset is likely to require throughout the ownership cycle.



THANK YOU

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