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MJ PARTNERS SELF STORAGE GROUP



CREATING VALUE THROUGH EXPERIENCE

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MJ Partners Self Storage Group is an industry leader providing real estate investment services nationwide in the disposition, acquisition, and financing of portfolios and single-assets. We represent the leading institutional and private self storage operators and investors, including REITs, lenders, private equity, pension funds, opportunity funds, private operators, and new sources of capital entering the industry.

Since 1993, MJ Partners has successfully completed over \$2 billion in real estate transactions. Our relationship-oriented team is comprised of sophisticated investment real estate professionals experienced in investment brokerage, finance, management and operations. Principals are owners and managers of award-winning self storage properties.

We are driven by the value placed on our relationships, leading to multiple repeat-client representations. These strong relationships coupled with in-depth knowledge of public and private market data create efficiencies for each transaction. Our clients benefit from unparalleled market knowledge, experience, and professionalism.

MJ Partners: An Industry Leader

EXPERIENCED LEADER: MJ Partners Self Storage Group is a nationally-recognized firm and an industry leader in experience, reputation, and transaction volume. Our team consists of talented and experienced investment real estate professionals, led by Marc A. Boorstein, a leading practitioner and operator with 25 years experience in the self storage industry and regularly published author and public speaker regarding industry trends.

RELATIONSHIPS: We maintain long-established relationships with the leading self storage operators, investors, lenders, Wall Street analysts, appraisers, tax consultants, and attorneys. Our market presence and proprietary database of owners, investors, and lenders provides comprehensive coverage for acquisition, joint ventures, and lending sources for each client.

EXPERTISE: The Self Storage Group reaches national, regional and local prospects. Individually-designed programs position each asset to generate the most competitive pricing, valuations, and terms available. Our expertise includes portfolio dispositions, multi-market transactions, receivership and management, debt and equity financing, site selection and zoning, workouts & distressed assets, notes sales, sealed bid auctions, 1031 exchanges, UPREIT transactions, revenue bond financing, loan assumptions, and discounted payoffs.

INDUSTRY REPRESENTATION: We represent a range of public and private clients, including Public Storage, Extra Space Storage, J.P. Morgan Chase, Bank of America, MB Financial, ING Clarion, Investcorp International, LifeStorage, Safeguard Self Storage, Morgan Stanley, Lock Up Storage Centers, Metro Self Storage, Harrison Street Capital, U-Stor-It, Simply Self Storage, Strategic Storage Trust, etc.

CAPITAL SERVICES: MJ Partners Capital Services is an innovative mortgage banking firm led by Dennis Nyren with over 30 years experience. We secure debt & equity financing, including construction and permanent loans. We also arrange mezzanine loans, preferred & joint venture equity, floating and bridge & acquisition loans.

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