

ABOUT SVN



Metro New York Sales

**217 W 3rd St. Mt. Vernon, NY
\$3,500,000 (Sale – Development Site)**

**130 Brady Ave., Hawthorne, NY
\$14,500,000 (Sale – Facility)**

**900 Atlantic Ave., Brooklyn, NY
\$10,250,000 (Sale – Facility)**

**5 Lupe Court, Mahopac, NY
\$45,000,000 (Sale - Portfolio)**

**320 Washington St., Mount Vernon, NY
\$45,000,000 (Sale - Portfolio)**

**67 Kensico Dr., Mount Kisco, NY
\$10,500,000 (Sale – Facility)**

**257 Waverley Ave., Patchogue, NY
\$6,300,000 (Sale – Facility)**

**31 Whitestone Blvd. College Park (Queens), NY
\$27,250,000 (Sale – Value Add Facility)**

**1035 Stewart Ave., Garden City, NY
\$6,300,000 (Sale)**

**118 Allen Blvd., Farmingdale, NY
\$1,900,000 (Sale – Industrial Building)**

**950 Broadway Ave., Thornwood, NY
\$14,000,000 (Sale - Stabilized Facility Building 1)**

**950 Broadway Ave., Thornwood, NY
\$9,250,000 (Sale - Certificate of Occupancy Building 2)**

**100 Snake Hill Rd., West, Nyack, NY
\$5,700,000 (Joint Venture)**

**3493 Victory Blvd., Staten Island, NY
\$4,700,000 (Sale)**

**51 Broad Ave, Fairview, NJ 07022
\$10,500,000 (Sale – Value Add Facility)**

Metro New York Consulting

130 Midland Ave., Port, Chester, NY

225 25th St., Brooklyn, NY

8 Mid Hampton Ave., Quogue, NY

115 Route 303, Tappan, NY

500 Pawlowski Rd., Kings Park, NY

500 Bi County Rd., Babylon, NY

999 Stewart Ave., Beth page, NY

2525 Brunswick Ave., Linden, NJ

950 Fingerboard Rd., Staten Island, NY

37 –10 Crescent St., Long Island City, NY

100 Petco Court, Islandia, NY

2087 Hempstead Turnpike, East Meadow, NY

31-08 Northern Boulevard, Long Island City, NY

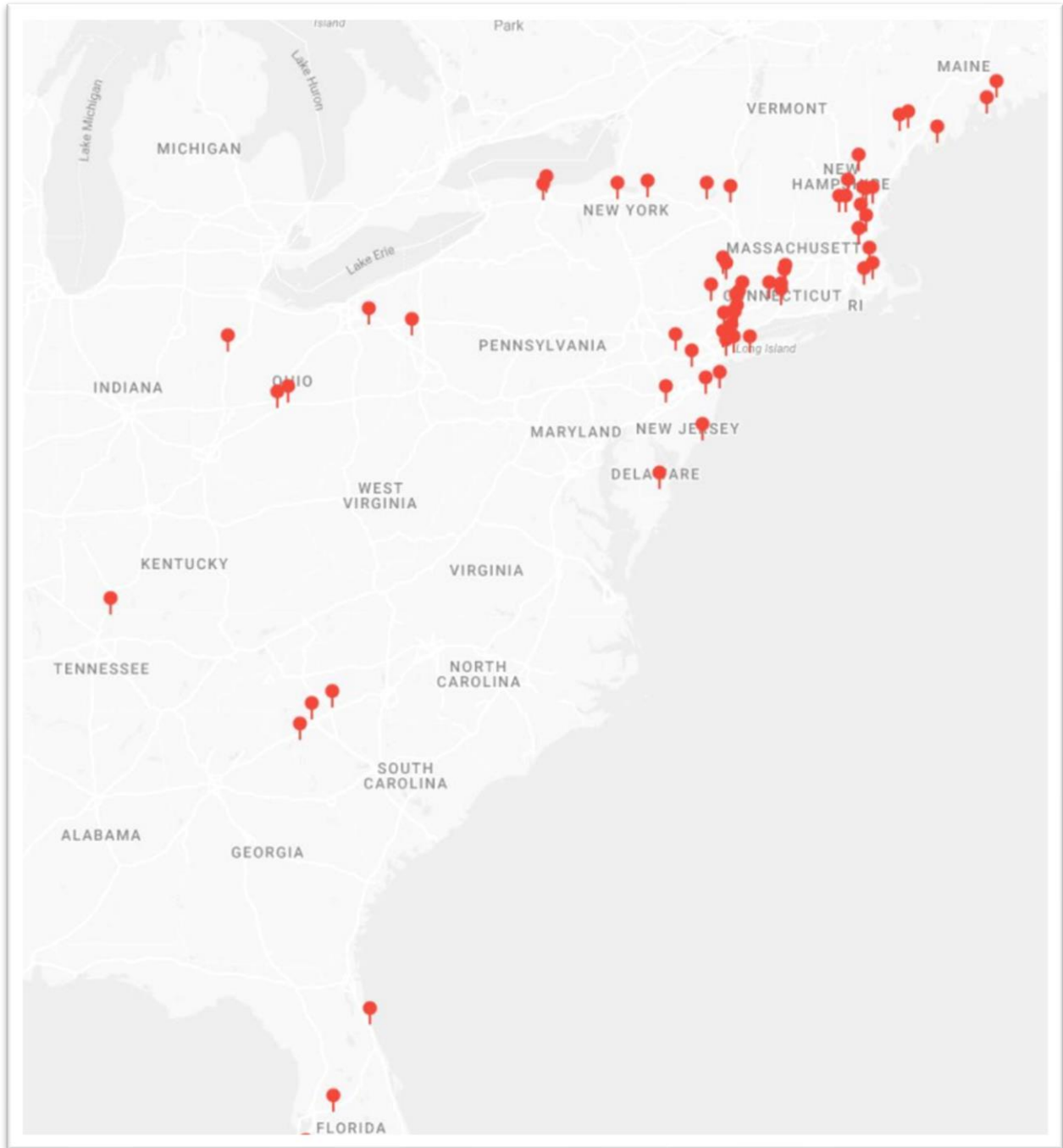
384 Marquetry Rd. E., Setauket, NY

2087 Hampstead, East Meadow, NY

10 Bethpage Court, Hicksville, NY

4995 Arthur Kill Rd., Staten Island, NY

Recent Self Storage Sales Map



"I have worked with Hans and Nick on several deals over the past decade. Through that time, they have been a wealth of information and a great resource for self storage transactions. Hans and Nick continue to be a "go-to" for me and our team here at Westport Properties as we look to transact on the east coast, understand current valuations and of course current market conditions."

Charles Byerly (CEO)

West Port Properties (USstoragecenters.com)

"Working with Hans and his team is always a pleasure. Hans is the consummate professional. His knowledge of the self-storage industry reflects his deep history in the sector. What makes Hans stand apart from the crowd is the way in which he is able to marry this deep industry knowledge to his skill as a deal maker."

Stanley Bonilla (Senior Vice President)

Safeguard Self Storage (safeguardit.com)

"Extra Space Storage has had the pleasure of closing numerous transactions with the SVN Self Storage Team. Their expertise in storage really shines when navigating the hurdles that pop up during a transaction."

Brandon Jacobsen

Vice President (Extra Space Storage)

"Hans Hardisty and his SVN colleagues are highly skilled in valuing and selling self-storage properties. In this industry, they are top of the list. During a recent brokerage transaction, I was not only pleased with the professionalism and valuation accuracy, I was also pleasantly surprised at their ability to bring multiple quality bidders to our approved development site and successfully complete the transaction. Thank you!"

Gerald Cohen

SF Properties (President)

"Hans and the SVN team are some of the most experienced and trustworthy brokers in self-storage. They've been a great partner and have shown a tremendous commitment to our industry over the years."

Pete Frayser (Vice President)

Janus International Group (NYSE: JBI)

"Hans, Nick and the entire SVN team have been a pleasure to work with over the years. Highly professional, responsive, and thorough. Hans and his team helped us close a wonderful transaction recently and we are looking forward to doing many more deals with them in the future. We can't recommend the SVN team enough."

Nolen Masserman (Vice President)

VanWest Partners (vanwestpartners.com)

"It's always a pleasure to work with Hans, as he brings unique and incredible value to any transaction. Having grown up in a prominent self storage family, Hans has a deep and lifelong understanding of every aspect of the business, including market dynamics, strategy, operations, and real estate valuation. His extensive financial education and credentials also position Hans as a sophisticated, creative and insightful advisor and dealmaking partner."

Gary Sugarman (COO/Partner)

William Warren Group (Storquest.com)

Always a pleasure working with Hans. In the storage deal-making business, he has the rare ability to fully understand BOTH the buy and sell side decision making process. This understanding combined with market knowledge and reliable communication make him a valuable partner in the transaction process."

Kojak Chiu (Director Acquisitions)

Patriot Holdings (patriothisholdings.com)

"It is so important to have a 5 star result driven broker on your team. I highly recommend Hans Hardisty and Nick Malagisi with SVN because they have the knowledge, contacts, work ethic and common sense to get the job done. They go above and beyond to make sure we make top dollar on all our real estate transactions."

Marc Goodin (CEO)

Storage Authority Franchising (storageauthority.com)

"I have known Hans for many years. He is constantly participating in self storage events as a speaker, round table host, and sponsor. Hans is one of the few brokers who truly understands the self storage asset class. We have had the pleasure of working with him to get a number of deals done over the years. He is a resource to many in the industry, and anyone seeking self storage brokerage or consulting should think of him first."

John H. Gilliland (CEO/NSA Pro)

Moove In Self-Storage (moovein.com)

"Hans is one of the industry's most knowledgeable brokers with direct access to every potential investor a Seller would need to achieve the absolute highest price. His ability to uncover value is top notch."

Armand Aghadjanians (Director of Acquisitions)

Store Here (Storehere.com)

"It's always a pleasure working with Hans, as he consistently provides valuable insight when presenting opportunities and making introductions. Hans is always well prepared and thoughtful."

Guy Middlebrooks (Sr. Vice President)

CubeSmart (NYSE: CUBE)

"Hans has been a pleasure to work with since I first met him at the NY SSA event several years ago. My first interaction with him was in a roundtable format where he taught his underwriting methodology to industry newcomers and vets alike. I have since engaged with Hans in a professional capacity - his materials are thorough, his market knowledge is deep and he knows everybody in the industry! I try to stay in touch with Hans regularly to keep my finger on the pulse of the NY market."

Peter Smyth (Co-Founder)

Local Locker (locallocker.com)

"I have had the opportunity to know and work with the SVN Self Storage team for several years now, and I have always been impressed by the depth of storage industry knowledge and connections they possess. SVN, Nick and Hans in particular, are always willing to contribute efforts that are good for the entire industry, and they consistently follow through on those commitments."

Jon Dario (CEO)

Edison Properties NYC (edisonproperties.com)

"Hans and Nick have been a wealth of knowledge and always willing to put the client first. The SVN team seeks to provide relevant market information and expertise for the industry."

Adam Mickelson (CEO)

Liberty Investment Properties, Inc. (libertyprop.com)

"Hans is extremely professional and knowledgeable on the intricacies of self-storage. When he sends me potential opportunities I always give them careful consideration because I know he understands the business and what I am looking for."

Adam Hird (Founder)

Highland Development (highlanddv.com)

"It's always a pleasure working with Hans, Nick and the SVN Team. They are our go-to self-storage consultant. They have been instrumental in Sterling Equities launch into the self-storage industry. They are professional and know the industry players better than any other."

Todd Katz (Partner)

Sterling Equities (sterlingequities.com)

"I have known Hans for quite some time as a real estate broker specializing in self-storage sales and valuations with the SVN Real Estate Team. Hans' family are long time developer owners of a portfolio of storage properties in the Hudson Valley of NY, no doubt storage is in his DNA. I have come to respect Hans as a professional with a solid understanding of deals and financing, and perhaps most importantly he demonstrates integrity, loyalty, focus and skill in his work. Working with Hans is always a pleasure."

Charlie Fritts (President and CEO)

Storage Investment Management (SIMI.org)

"Hans Hardisty and Nick Malagisi bring a unique perspective and skill set to the self-storage industry. Their experience, relationships and leadership in industry organizations make them a particularly valuable resource for an array of matters including consulting, valuation, brokerage or general advice. They are informed, pragmatic and straightforward, and it has always been a pleasure to work with them in any capacity."

John Hettinger (Partner)

Kirchhoff Companies (kirchhoffcompanies.com)

"Hans Hardisty at SVN Inc is a knowledge insider in the self storage industry. He has been a resource to our team for finding and acquiring development sites."

Jason Sommer (Partner)

Diamond Point Development (diamondpointdevelopment.com)

"Hans has been in or around the self-storage business for literally his entire life. He is well schooled in all the special nuances of the self-storage business including financial modeling and acquisition skills that require valuation methodology and brokerage.... he is very experienced in the business and would be a valuable asset to anyone looking to buy, build or sell a self-storage asset."

Ken Nitzberg (President and CEO)

Devon Self Storage (devonselfstorage.com)

"Hans, Nick and the team at SVN are great to work with. They are very communicative, always willing discuss a potential deal, and consistently bring our organization a variety of quality properties to consider for purchase. They are present at all of the major trade shows and are a pleasure to sit down and discuss business with."

Adam Steckler (President)

Storage Mart / Manhattan Mini

"SVN is a constant presence in the self-storage industry. They are a flagship at any industry event. They also have a deep knowledge of all asset classes throughout the country, with experienced dealmakers who are trusted by buyers and sellers."

Tim Ryan (Senior Vice President)

NEWMARK

"I've had the privilege of working with Hans for the past 7 years. His industry knowledge is unmatched and greatly appreciated. In today's market, it takes an outside the box approach to get deals over the finish line and Hans continually delivers."

Cameron Paktinat (Managing Director)

DXD Capital (dxd.capital)

HANS HARDISTY, CCIM, MBA



Managing Director

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PROFESSIONAL BACKGROUND

Hans W. Hardisty serves as a Managing Director with SVN Hardisty Commercial Realty and specializes in the purchase and sale of self-storage facilities across the United States. Hardisty is a member of the NY Self-Storage Association (NYSSA), the National Self-Storage Association (SSA), a member of the New York State Commercial Association of REALTORS, a CCIM, and holds an MBA. He also has extensive development and management experience.

Since joining SVN, Hans has participated in the disposition of single properties from \$900,000 to \$27,000,000, development sites, buyer representation, joint ventures, and large portfolio sales of up to \$100,000,000. He serves as an industry expert and consultant for private owners to large publicly-traded companies (REITs) seeking to enter and/or grow within the industry. Moreover, he has teamed with multiple SVN advisors across the country as an underwriting resource.

As an investor, Hans has also successfully acquired, with syndicated funds, multiple value-add storage facilities across the Hudson Valley. In addition, he is working in collaboration with a co-general partner on several development sites in the Carolinas.

Prior to joining SVN, Hardisty worked for Herb Redl Properties as the Business Development Officer. This privately-held company purchases, develops, manages, and operates premium self-storage facilities and commercial properties across the Hudson Valley. Herb Redl Properties has holdings of 1,300,000 square feet, where Hardisty made big impacts in the commercial leasing department and within the 14-facility self-storage portfolio, where he developed comprehensive feasibility and valuation proformas for expansion and development.

Hardisty earned his BA in Economics with Honors from Gettysburg College and an MBA Cum Laude with a focus on Real Estate and Entrepreneurship from The George Washington University. In between his studies, he worked two years as a Program Officer for an Economic Development Corporation in New York, NY and one year for the Empire State Economic Development Corporation.

Hans has served on the Hudson Valley Hospice Foundation Board of Trustees, The Bardavon 1869 Opera House Board of Directors, the Dutchess County Planning Board and the Upstate New York CCIM Board of Directors. Hans and his family reside in Union Vale, NY.

NICK MALAGISI, SIOR



Managing Director

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PROFESSIONAL BACKGROUND

Nicholas J. Malagisi, SIOR, serves as National Director of Self Storage and Senior Advisor for SVN, specializing in the valuation, purchase and disposition of self-storage properties. Since 1993, Malagisi has participated in the sale of properties valued in excess of \$1 Billion, including single assets as well as portfolios.

Malagisi began his self storage career with industry leader, Public Storage, where he was responsible for site acquisition and development of new properties in the Northeast and Ontario, Canada.

Malagisi continues to work as a consultant in preparing feasibility studies for new developments, testifying in court as an expert witness on condemnation cases, and preparing valuations (Broker Opinion of Value-BOV) of properties for various institutional clients.

Malagisi is a long-standing member of the Self Storage Association (SSA), SSA.org, the national trade organization representing self storage owners, operators, and vendors within the industry, and is Director on the NYS, NYselfstorage.org Self Storage Association. Malagisi is a member of the WNY chapter of the NYS Commercial Association of Realtors and a member of the National Association of Realtors where he has earned his SIOR designation, one of only 3,000 members internationally. In addition, he has earned “Partner Circle” status within SVN and CoStar “Power Broker” designation several times during his career.

Malagisi earned his bachelor’s degree from Syracuse University, School of Management. Malagisi is a US Army veteran and a member of the national (fraternal) AHEPA organization. Malagisi is a former Buffalonian, now residing in West Palm Beach, Florida.



THANK YOU