An aerial view of a city skyline, likely New York City, during sunset. The sun is low on the horizon, casting a warm, golden glow over the dense cluster of skyscrapers. The sky is filled with soft, wispy clouds. The image is framed by a red bar at the top and a blue bar at the bottom.

Self Storage In the United States

# Lindsey

## Self Storage Group

**John C. Lindsey**  
North Carolina, USA



Co-Founded by Alan and John Lindsey, Lindsey Self Storage Group's only focus is self-storage. We are backed by over 50 years of experience in every aspect of the self-storage industry, including, but not limited to: brokerage, development, and management.

Lindsey Self Storage Group is *the name* in self-storage.

# The Team



**Alan H. Lindsey**

Co-Founder and Vice  
President

Alan Lindsey graduated from the College of Charleston with a degree in Business Administration and a concentration in Commercial Real Estate Development. His level of expertise in both fields is unmatched as he serves as a true asset to the LSSG Team and the development of the company through the direct oversight of facility operations, improvements and expansion.



**John C. Lindsey**

Co-Founder and  
President

John Lindsey graduated from the College of Charleston with a degree in Business Administration with a Commercial Real Estate Development concentration. Licensed for nearly a decade, his only focus has been self storage as he has explored brokerage, development and management over the past seven years while working on various projects throughout the country.

# Industry Involvement

The Lindsey Self Storage Group team is heavily involved in the industry-at-large through numerous organizations including, but not limited to:

**North Carolina Self Storage Association** (Board Member & Former Treasurer)

**Self Storage Association of South Carolina** (Board Member & Former President)

**Tennessee Self Storage Association** (Board Member)

**Storelocal** (Founding Member) – industry's leading self storage Co-Operative

**National Self Storage Association** (Board Member & Speaker)

**National Self Storage Association Young Leaders Group** (Founder & Former Senator)

**Self Storage Association Asia** (Speaker)



# The History of Self Storage

**Late 1960's - First facilities pop up in Texas & Florida** (no basements)

**1970's-1980's - Facilities developed throughout the United States**

**1990's-2000's - Storage gains traction and attention from larger investors**

**2008 - Present - The boom begins**





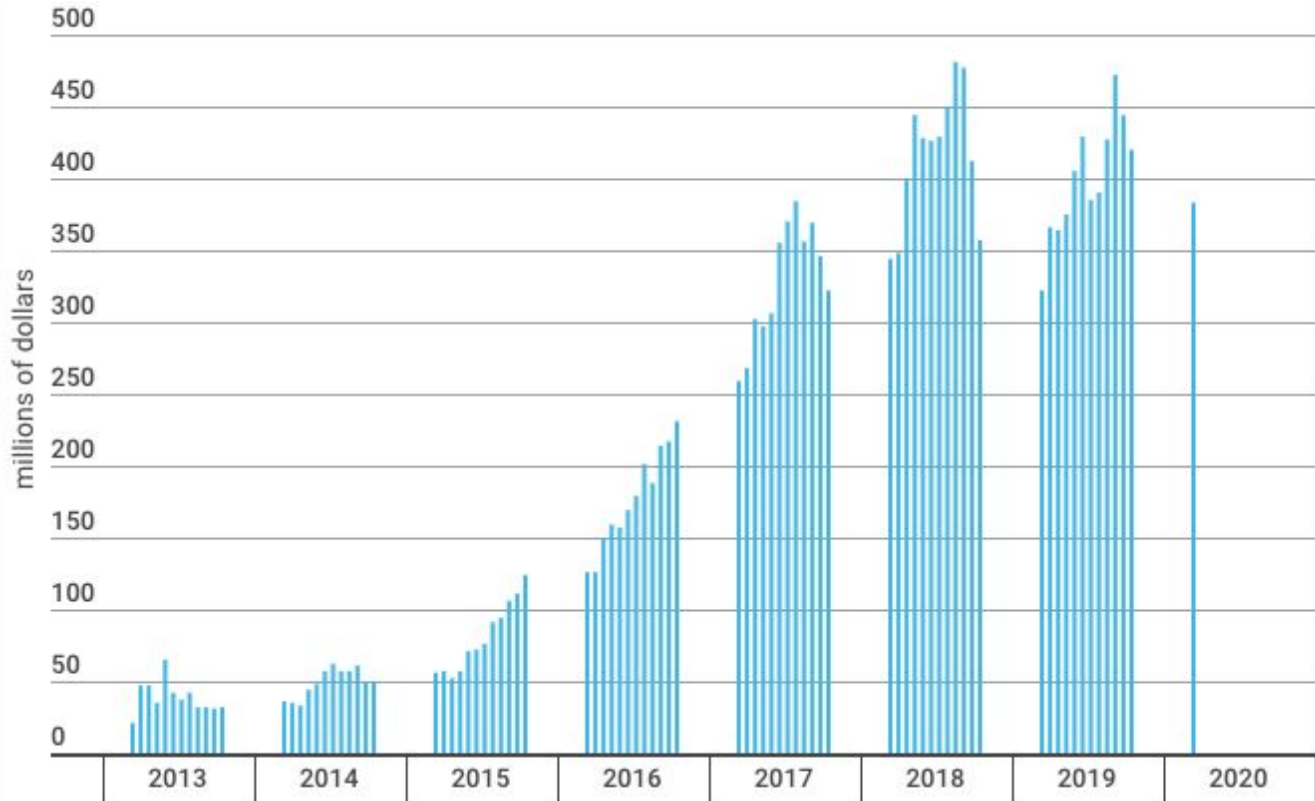
# Today's Facilities

## Where we are today

- Through the WFC of 2008, storage performed tremendously here in the United States
- Gained massive Private Equity attention
- Since 2010 - 800% increase / year in construction spending (2018), roughly \$5B
- Additional 40M+ NLSF, and over 800 facilities

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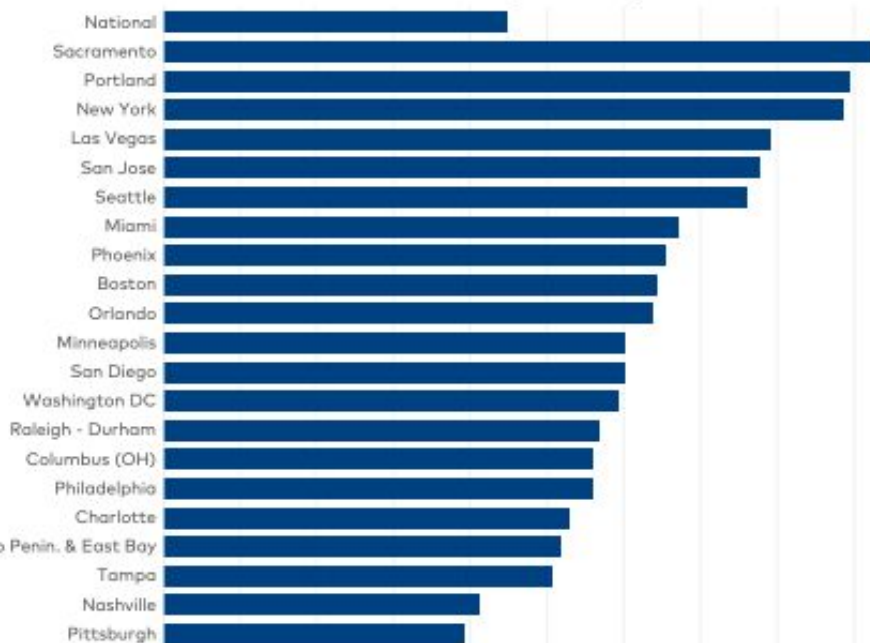
# Development Boom



# Development Boom

## Under Construction & Planned Percent of Existing Inventory

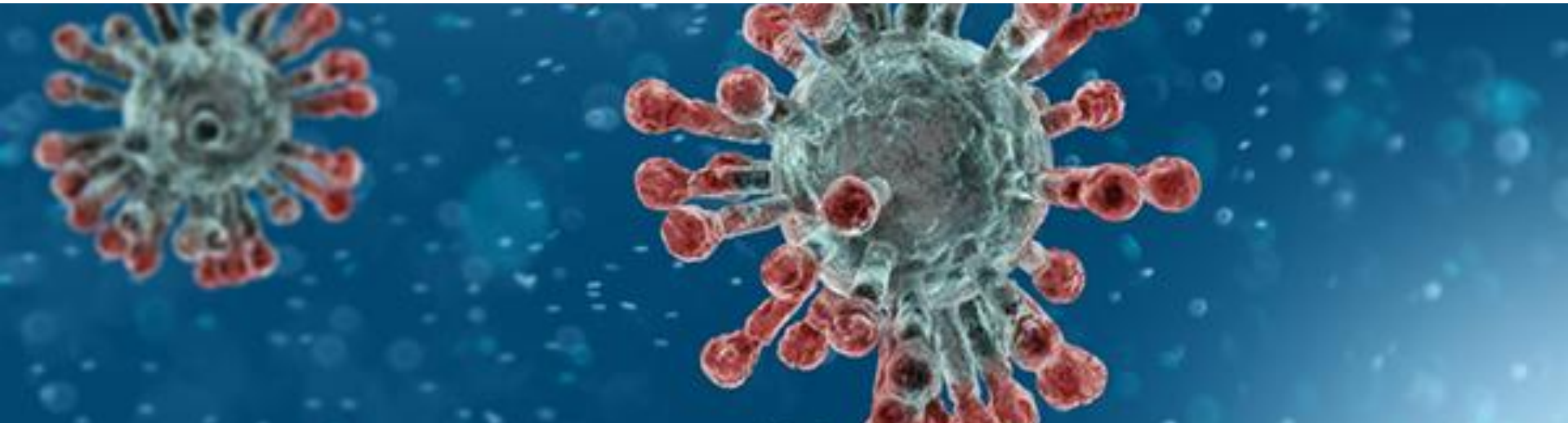
| Metro                           | Apr-20 | May-20 | Change |
|---------------------------------|--------|--------|--------|
| NATIONAL                        | 8.8%   | 9.0%   | ↑      |
| Sacramento                      | 18.5%  | 18.5%  | ▬      |
| Portland                        | 17.2%  | 17.9%  | ↑      |
| New York                        | 17.0%  | 17.7%  | ↑      |
| Las Vegas                       | 15.6%  | 15.8%  | ↑      |
| San Jose                        | 15.5%  | 15.5%  | ▬      |
| Seattle                         | 15.0%  | 15.2%  | ↑      |
| Miami                           | 13.0%  | 13.4%  | ↑      |
| Phoenix                         | 12.8%  | 13.1%  | ↑      |
| Boston                          | 13.0%  | 12.8%  | ↓      |
| Orlando                         | 12.4%  | 12.7%  | ↑      |
| Minneapolis                     | 11.2%  | 12.0%  | ↑      |
| San Diego                       | 12.0%  | 12.0%  | ▬      |
| Washington DC                   | 11.9%  | 11.8%  | ↓      |
| Raleigh-Durham                  | 11.3%  | 11.3%  | ▬      |
| Columbus (OH)                   | 11.2%  | 11.2%  | ▬      |
| Philadelphia                    | 10.7%  | 11.2%  | ↑      |
| Charlotte                       | 10.0%  | 10.6%  | ↑      |
| San Francisco Penin. & East Bay | 10.4%  | 10.4%  | ▬      |
| Tampa                           | 10.1%  | 10.1%  | ▬      |
| Nashville                       | 8.2%   | 8.2%   | ▬      |
| Pittsburgh                      | 7.0%   | 7.0%   | ▬      |





# COVID-19

According to the National Association of Real Estate Investment Trusts, **REITs that specialize in self-storage fell only 11.11 percent from the beginning of the year through April**, while the Dow Jones Industrial Average fell 16.96 percent. Hotel REITs fell a shocking 53.69 percent during that period.



# The Opportunity

- New Development
- Conversions
- “Mom & Pop”
- Automation
- Valet Storage



# Conversion



# Mom & Pop



# Automation



# Valet Storage



# Contact Us

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