

# SELF STORAGE DUE DILIGENCE CHECKLIST

## 1. Visibility & Accessibility:

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Visibility & Accessibility: Assess roadway access, signage, and future road plans

## 2. Competitive Landscape:

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List nearby competitors: Size, Price, Amenities, Website?

## 3. Market Demand Drivers:

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Identify major demand drivers (schools, military, etc.)

## 4. Future Development:

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Future constructions nearby? Timeline?

## 5. Nearby Complementary Businesses:

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Businesses nearby that could boost storage demand?

## 6. Structural Integrity:

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Inspect building, roof, foundation integrity

## 7. - Unit Mix (5x5, 5x10, Parking, etc.

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List unit counts by size (5x5, 5x10, 10x10, Parking spots, etc.).

## 8. Security Systems

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Review cameras, lighting, fencing, and alarms.

## 9. Access Control:

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Test keypads, cards, apps for property access

## 10. Climate Control Units:

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List number of climate-controlled units.

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## 11. Grounds & Maintenance:

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Evaluate site cleanliness, landscaping, repairs needed.

## 12. Expansion Potential:

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List nearby competitors: Size, Price, Amenities, Website?

## 13. Expansion Potential:

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Room for expansion? Zoning permits more units?

## 14. Environmental Risks:

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Check for contamination or environmental issues, phase 1, phase 2, etc.

## 15. Management Systems:

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Review lease process, billing, collections

## 16. Staffing & Expertise:

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Evaluate manager's experience and coverage hours.

## 17. Insurance Coverage:

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List unit counts by size (5x5, 5x10, 10x10, Parking spots, etc.).

## 18. Insurance Coverage:

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Review insurance policies: property + liability

## 19. Technology (Booking & Payments):

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Are booking/payment systems digital and functional?

## 20. Revenue History:

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Occupancy history + average rental rates, rent rolls, etc.

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## 21.Expense Breakdown:

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Detail annual taxes, utilities, maintenance, payroll.

## 22.NOI Trend:

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Show NOI trends over past years.

## 23.CapEx History:

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List major repairs / improvements & dates

## 24. Revenue Projections:

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Compare revenue projections to reality.

## 25.Expense Projections:

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Compare expense estimates to industry norms, (35%-45%)

## 26.Occupancy Rate Projections:

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Occupancy projection versus risks.

## 27.Rental Rate Trends:

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Analyze rental rate trends locally

## 28.CapEx Budget:

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Estimate future capital needs (budget)

## 29.Debt Structure:

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Summarize loan terms (interest, maturity, covenants).

## 30.Purchase Price Check:

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Is asking price fair? Supported by comps? Average sold cap rates?

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## 31.Key Investment Metrics:

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Cap rate, IRR, NPV calculations.

## 32.Sensitivity Analysis:

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Analyze outcome of key changes (occupancy, rates)

## 33.Zoning Compliance:

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Verify zoning allows self-storage use or containers.

## 34.Environmental Compliance:

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Check environmental regulatory compliance.

## 35.Lease Agreement Terms:

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Review tenant leases for red flags

## 36.Property Tax Review:

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Assess current and future tax implications.

## 37.Legal Disclosures Review:

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Check for any undisclosed legal issues

## 38.Current Management Review:

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Assess current management's performance.

## 39.Market Liquidity:

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Liquidity of local storage market.

## 40.Value-Add Opportunities:

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Identify ways to boost value (rents, improvements).