

Frequently Asked Questions

Who is a candidate for a Strategic Alliance?- An entity that requires a comprehensive approach to the self-storage business from determining feasibility to storage operations management, and everything in between. 180 Self-Storage will underwrite projects based on sound operating principles to produce a realistic view of development, redevelopment and acquisition returns. Existing entities that can benefit through more effective property operations with continuous training on salesmanship and customer service, while leveraging the strategies and technology available today.

What is the background of 180 Self-Storage?- The principals of 180 Self-Storage have held positions with industry leader, Shurgard Storage Centers, in the capacity of Store Manager, District Manager, Regional Vice President, Real Estate Manager, Market Manager and Construction Manager. Upon the purchase of Shurgard by Public Storage, the principals, Jeff Helgeson and Tim Jones, formed a partnership to acquire and develop self-storage properties. Currently this partnership maintains equity interest in 16 self-storage properties in the state of Texas.

What skills does 180 Self-Storage bring to a Strategic Alliance?- 180 Self-Storage has a unique skill set with over 40 years of combined self storage experience ranging from market and trade area feasibility, acquisitions and development proforma underwriting, store operations management, due diligence, deferred maintenance inspections, capital expenditure plans and execution, re-development, rebranding, and construction management. With this broad range of experience we are well equipped to address the needs of all our clients.

What geographical regions will 180 Self-Storage work?- Based in Phoenix, AZ, 180 Self-Storage's primary focus is on the major metropolitan areas in the states of Arizona, Nevada, Texas, Colorado, California, Utah and New Mexico.

How can 180 Self-Storage help me expand my storage interest?- We are continuously fed with information regarding acquisition and development opportunities through our owner/broker contacts, up to date on current construction cost with our general contractor and vendor contacts, and tirelessly networking with the industry professionals and associations.

What are the 180 Self-Storage Operating Philosophies?- The 180 Self-Storage management philosophy is to ensure that our management team creates the best possible experience for all customers. We accomplish this by recruiting high caliber individuals and having continuous training programs focused on superior quality salesmanship and customer service.

What if I am considering substantially upgrading my current facility?- Large or small we can offer a full evaluation of your current trade area, property inspection and underwriting to determine the appropriate scope and magnitude of a redevelopment scenario. We would offer recommendations based on your position in the competition trade area, location attributes, product mix and availability, and strength of management.

What services does 180 self-Storage provide?- 180 Self-Storage can provide services including but not limited to feasibility and trade area studies, due diligence, development entitlements, construction management, operations consulting, and third party self-storage management.