



National Storage Partners is a reputable, successful, and collaborative commercial real estate advisory group - composed of qualified team members with national reach - specializing in the brokerage of storage facilities and consulting services for storage owners and developers.

2025 TEAM BENEFITS

National Storage Partners is a reputable, successful, and collaborative commercial real estate advisory group - composed of qualified team members with national reach - specializing in the brokerage of storage facilities and consulting services for storage owners and developers.

HIGHLIGHTS

- 1 An elite brand focusing on the team's national reach, experience, and capabilities within the self storage industry.
- 2 The growing team, from across the nation, is knowledgeable, competent, and professional - working collaboratively as brokers, consultants, and strategic partners.
- 3 The platform offers support, effective marketing strategies, and quality services to the Partners and their clients.
- 4 The marketing platform is intended to promote the services offered by the team and assist Partners to secure more clients, sell more listings, and offer more services.
- 5 National Storage Partners provides premier marketing, and consultation services to clients, along with the Partners' experience, we advise, self-storage facilities, and maximize client's returns on investment.





BETTER OUTCOMES

- **More Exposure with Lower Costs!**
- Maintain a strong national brand presence and reputation as a go-to resource for all self storage related real estate needs.
- Establish a reputation of knowledge, excellence, execution, and reliability.
- Join a team of successful and satisfied Partners.
- Generate a steady stream of leads, referrals, and repeat business from satisfied clients.
- Self-storage experts can now add an experienced team, marketing platform, and national brand to their skill set.

“ 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)

“ 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)

“ 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 them enough. ”

Nolen Masserman (Vice President)
VanWest Partners (vanwestpartners.com)



MORE EXPOSURE WITH LOWER COST

National Storage Partners (NSP) allows, qualified industry professionals to join and become a part of the platform via a licensing program.

A brand licensing program for a commercial real estate group involves allowing other businesses or individuals to use the group's name, logo, website, software, and branding elements in exchange for a fee and/or royalty. This can help the group's reach and reputation while generating additional revenue.

The program will provide detailed guidelines on how licensees can use the brand elements, maintain quality standards, and protect the group's brand integrity. It would also outline the terms of the agreement, including fees, royalties, and any restrictions on usage. commercial real estate group, while the group generates additional income and increases its brand presence in the market.

There will also be safe guards in place for the platform. Including:

- >> Agreement With Partners,
- >> Insurance Requirements for Partners,
- >> Required "Hold Harmless" Language in Listing Agreements,
- >> Disclosure Language on NSP Website,
- >> Insurance for NSP

By participating in the licensing program, businesses or individuals can benefit from the established reputation and recognition of the commercial real estate group, while the group generates additional income and increases its brand presence in the market.



MARKETING BENEFITS TO PARTNERS

INDUSTRY SPECIFIC BRANDING:

- >> Team Website
 - Bios
 - Sales
 - Listings
 - Services
- >> Email Address (Upon Request)
- >> Business Cards
- >> Team Flyers

CLOSING DEALS:

- >> Offering Memorandums (Industry Specific)
- >> Property Flyers
- >> Access to Industry Database
- >> Trade Show Booth
- >> Monthly Email Blasts
- >> Professional Marketing

WINNING LISTINGS AND CLIENTS:

- >> Numerous Trade Shows
- >> Market Rent Reports
- >> Demographic Reports
- >> Underwriting: Facilities, Land, & Expansion
- >> Feasibility Studies for Clients (Fee or split may be required)

INDUSTRY KNOWLEDGE:

- >> Quarterly Call with The Founders
- >> Quarterly Email
- >> Radius Compass Reports
- >> 100+ Years of experience and \$1Bil + in Sales

WELCOME TO NATIONAL STORAGE PARTNERS, YOUR TRUSTED PARTNER IN THE SELF-STORAGE INDUSTRY!

With a wealth of experience and a passion for commercial real estate, we are the go-to experts for self-storage facility owners looking to maximize their investment and achieve unparalleled success. As leading experts specializing in self-storage properties, we pride ourselves on delivering exceptional service and customized solutions tailored to your unique needs.

\$1B+
SOLD TRANSACTIONS

100+ YEARS
YEARS OF COMBINED SELF-STORAGE EXPERIENCE

15
STATES ACROSS THE U.S.

NationalStoragePartners.com

PROUD MEMBERS:

WHY CHOOSE US?

EXPERIENCE
Our team's extensive self-storage trends, up-to-date market insights, and unparalleled expertise.

NATIONWIDE
With a strong operational presence across the country, we possess giving you the right to the best opportunities.

MAXIMIZE
Our goal for you is to attract the right investors and maximize your return.

EMERGENCY
Hans

POWERED BY THE INDUSTRY'S BEST INTELLIGENCE ACROSS ALL SELF-STORAGE ASSET CLASSES AND OUR TEAM'S UNRIVALED EXPERTISE, WE'RE COMMITTED TO YOUR COMPANY'S SUCCESS.

OUR SERVICES

- Brokerage
- Feasibility Studies
- Market Studies
- Proformas
- Third Party Management
- Passive Investing

MARKETING BROCHURE

YOUR TRUSTED PARTNER IN THE SELF-STORAGE INDUSTRY

NationalStoragePartners.com

Scan here to learn more about National Storage Partners

HANS HARDISTY, MBA, CCIM
MANAGING DIRECTOR / FOUNDING MEMBER

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NationalStoragePartners.com
Self-Storage Specialist

BROKERAGE • CONSULTING • MANAGEMENT • VALUATIONS

Affiliates of National Storage Partners are independently operated and licensed.

BUSINESS CARDS

WEBSITE

ACTIVE AND CLOSED DEALS

1 Love Road
Arlington, NY 12603
\$2,250,000
Sale Price

Property Details

Sale Price:	\$2,250,000
Property Type:	Industrial
Building Size:	80,000 SF

Property Description

Introducing a self-storage development opportunity in the heart of Poughkeepsie, New York! NationalStoragePartners.com is excited to present this exceptional investment opportunity for sale in the heart of Poughkeepsie, NY (Hudson Valley). We proudly present this approved Self Storage Development property, ready for a \$2,250,000 Gross SF Building. This prime commercial real estate gem is centrally located in the heart of major and local retail, housing, and dense demographics, offering unparalleled strategic and accessible location. Poughkeepsie's high storage rents and dense demographics provide a perfect environment for a successful self-storage facility.

Location Description

This location is ideally situated off a major thoroughfare (DR-44) with 10,000+ cars per day. In addition, the immediate area

LISTING PAGE



TRADE SHOWS

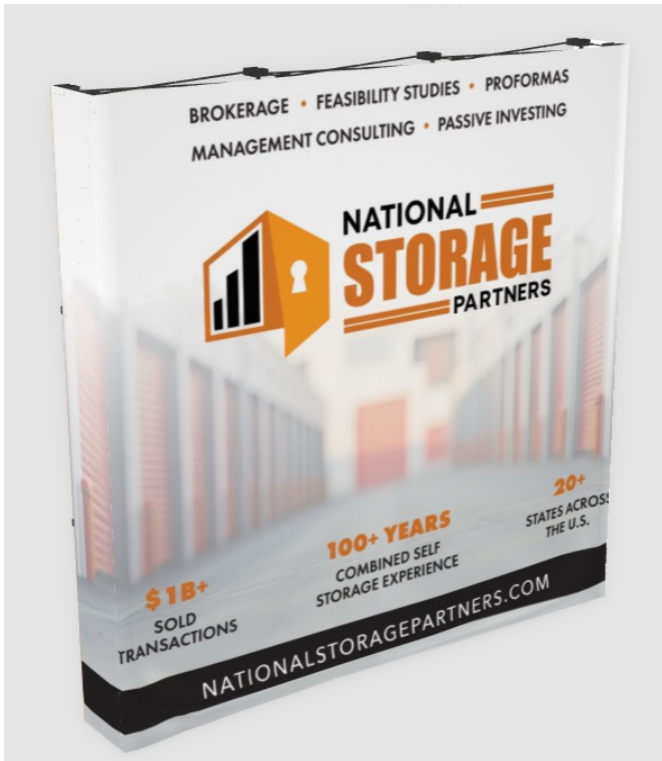
HIGH VALUE

Get listings in front of Thousands of Active Storage Participants at Multiple Industry Trade Shows:

Annual Hospitality Suite with refreshments, and numerous meetings coordinated with top decision makers

— OR —

exhibitor booth with printouts, business cards displayed, and flyers.



EXHIBITOR BANNER

PRIORITY TRADE SHOWS:

- >> SSA: \$4,000+ Value
- >> NeSSA: \$4,000 Value
- >> NY SSA: \$4,000 Value
- >> FL SSA: \$4,000 Value
- >> Mid Atlantic: \$4,000 Value
- >> Adding as Partners Join - \$4,000+ Value

“

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)

“

I have worked with Hans on several deals over the past decade. Through that time, Hans has been a wealth of information and a great resource for self storage transactions. Hans continues 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)

“

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)

TERRITORIES

In the dynamic landscape of commercial real estate, the concept of territorial restrictions for brokers can often hinder potential growth and collaboration. When brokers are confined to specific geographical areas, they may miss out on opportunities that could be beneficial not only for themselves but also for their clients. By working collaboratively as a team, brokers can pool their resources, insights, and networks to better serve clients across broader markets – and not limit them or their clients to particular areas. This approach fosters innovation, enhances problem-solving capabilities, and ultimately leads to improved client satisfaction.

Additionally, a team-oriented approach encourages knowledge sharing (and even mentorship) among brokers. Experienced professionals can guide newer agents, leading to a more skilled team overall. This kind of synergy promotes a positive work culture and encourages all members to contribute their strengths, creating an environment where creativity thrives and deals are closed efficiently. In essence, eliminating territorial boundaries in favor of teamwork not only benefits individual brokers but also elevates the entire team.

That said, a commercial real estate broker who is part of this affiliate program may require to have a designated territory for a variety of reasons. It's essential for the brokers to have an open discussion with the managing partner regarding this arrangement. Clear communication can help set expectations and ensure that all parties are aligned on the boundaries of the territory, as well as the goals and objectives associated with it. By discussing these details in advance, both the broker and managing partner can foster a collaborative atmosphere that allows for growth while maintaining a sense of ownership and accountability within the designated area. This will be considered on a case by case basis.



Partners who join **National Storage Partners** become part of a reputable, successful, and collaborative commercial real estate advisory group, and add major exposure with a brand with national reach.

MORE EXPOSURE WITH LOWER COSTS WITH:

- Professional Website Exposure
- Regular Email Blasts
- Attractive Marketing Flyers
- Business Cards
- Specialized Offering Memorandums
- Demographics (ESRI and BuildOut)
- Radius Compass Reports
- Email (Upon Request as Needed)
- Underwriting Support
- Numerous Trade Show Exposures (High Value)
- A Team to Work With and Count On!



NATIONAL 
STORAGE
 **PARTNERS**

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