



## **DELTA ASSOCIATES SERVICES FOR MINI WAREHOUSE PROPERTIES** **MARKET FEASIBILITY STUDIES**

### Services of the Firm

- **Market Analysis and Feasibility Consulting**
  - Survey of existing and proposed competitive projects.
  - Projection of demand, by market segment.
  - GIS and market segmentation analysis.
  - Comparison of supply and demand.
  - Market study by a Counselor of Real Estate (CRE).
  - Site location studies and market entry strategies
- **Development Programming and Product Definition**
  - Site evaluation and assessment of competitive advantages.
  - Unmet demand identified by type of storage need – outdoor/indoor, size, access, etc.
  - Development programming, including timing, features, size and estimated market rent.
- **Valuation Services**
  - Financial evaluation to include cash flow projections with estimated revenues and expenses of operations and development.
  - Recommended selling price.

### Illustrative of Recent Assignments

- **Market Study and Development Program Recommendations**
  - Laurel, Maryland for the Gudelsky Family.
  - Market segmentation analysis central to this study.
- **Due Diligence**
  - Evaluation for Balcor of Storage USA and National Self Storage portfolios.
  - Market position/dominance analysis as well as yield study central to this assignment.
- **Site Selection Services**
  - Evaluation of potential sites for development for U-Store.
  - Primary market characteristics, site attributes, and competitive make up were central elements of these studies.

(OVER FOR OTHER ASSIGNMENTS AND REFERENCES)

- **Underwriting**
  - Evaluation for equity investment in Devon Company's conversion of retail facilities in Buffalo, NY; Pawtucket, RI; and Prince Georges County, MD. On behalf of Harvard University Endowment Fund.
- **Highest and Best Use Study**
  - Evaluate alternate uses for an environmentally contaminated, inner city warehouse.

### Mini-Warehouse Property Clients/References

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