



NationWide

SELF STORAGE & AUTO WASH

EXCLUSIVE ADVISOR

Past Director Canadian Self Storage Valuation Services responsible for managing the valuation team and all self storage property valuations and appraisals across Canada totaling approximately \$1,461,000,000.



PATRICK WOOD B.SC ECONOMICS

Patrick Wood is the foremost industry expert in the self storage industry in Western Canada. He has a background in Economics from the University of Victoria and started as an Associate Appraiser with Canadian Self-Storage Valuation Services ("CSSVS") in 2015. He has since valued over \$1,400,000,000 dollars in combined self-storage assets.

Mr. Woods focus was on appraisals for finance, feasibility studies of new projects and insurance appraisals. In addition, Mr. Wood has been a keynote speaker for the Canadian Market at the Canadian Self Storage Association Annual Conferences since 2016 and he works with the association on Canadian statistics and property tax initiatives across the country.

In January of 2018, Mr. Wood was promoted to Director of CSSVS and was responsible for managing the valuation team and assisting self-storage clients across Canada until February 2020.

Mr. Wood has now moved into assisting self storage owners and investors looking to buy and sell storage assets. At the same time Mr. Wood continue to gather and compile statistics for the Canadian self Storage market. Some of Mr. Wood's specialties include assisting owners and investors in:

- + buying or selling self storage properties
- + development of self storage projects
- + selection of self storage architects, engineers and contractors
- + enhancing revenues and operational efficiencies
- + marketing services including SEO and social media
- + 3rd party management selection
- + development, expansion or re-organization of properties
- + designing locker layouts and pricing analysis
- + identifying suitable markets and strategic locations
- + competition analysis
- + proforma financials

\$1,461,000,000
IN PAST PROJECTS

Access Storage – Chilliwack, BC
Trans Canada Storage – Abbotsford, BC
Maple Leaf Storage – BC, AB
Storage Vault Canada – BC, AB, SK, MB, ON
Rite Storage – BC
Surlok Storage – Chilliwack, BC
Cache 21 – Chilliwack, BC
Key Storage – Vancouver, BC
U-Lock Group – BC
Pacific Rim Storage – BC
Agassiz Storage – Agassiz, BC
Budget Storage – BC
Real Storage – AB
CityBox Storage – BC, AB
Wetaskiwin Storage – AB
StorageKing – Edmonton, AB
StoreSmart – AB
Squamish Self Storage – Squamish, BC
Queensborough Storage – New Westminster, BC
Protec Storage – Abbotsford
MakeSpace Storage – BC, AB, ON
Pockit Storage – BC
Big Steel Box – Canada Wide
Elite Storage – Langford, BC
The Storage Place – Langford, BC
West Kootney Storage – Slocan, BC
Solution Storage – Langley, BC
Diverse Storage – Chilliwack BC
Canada Storage Stop – Surrey, BC
Ladysmith Storage – Ladysmith, BC
Shawnigan Storage – Shawnigan Lake, BC
Cobble Hill Storage – Cobble Hill, BC
Sierra Storage – Osoyoos, BC
Awesome Storage – AB
Rockmount Group – Calgary, AB
Off Piste Capital – Edmonton, AB
Five Star Homes – Edmonton AB
Campbell River Storage – Campbell River, BC
Port Alberni Storage – Port Alberni, BC
Strathmore Mini Storage – Strathmore, AB
Eagle Builders – BC, AB
Whistler Storall – Whistler, BC
Salt Spring Storage – Salt Spring, BC
Rhino Storage – AB
Self Storage Depot – Vancouver, BC
Storewest – Calgary, AB
Secure Choice Storage – Prince Albert, SK
All Secure Storage – Moose Jaw, SK
Lock N Go Storage – Mission, BC
Prestressed systems – Windsor, ON
Sexsmith Storage – Sexsmith, AB
SmartReit – ON
SmartStop Storage – BC, ON
Bridge City Storage – Lethbridge, AB
West Coast Super Storage – Sooke, BC
Fremont Storage – Port Coquitlam, BC
Storguard – Vancouver, BC
Romspend Homes FC – GTA, ON
North Prairie Developments – Saskatoon, SK
Steiner Properties – Kelowna, BC
Peninsula Storage – Saanich, BC
Target Storage – Victoria, BC