



**THE SELF STORAGE EXPERTS**  
146 E. Carrillo St. Santa Barbara, CA. 93101

**One of the "Top 100" Operators in the country!**  
**State of the Capital Markets**

**American Self Storage**

Many of you have no doubt read about "the sub-prime melt down." Usually when a highly commented upon happening gets this much mention it effects the whole market.

Many real estate loans have been packaged into large groups and sold to Wall Street. From the sub-prime home loans to mega multi-billion dollar commercial properties. As the full risks of these marginal credit home loans became known all segments of the market reacted. Lenders have raised standards and tightened loan underwriting.



**New Project!**

Cap rates have also gone up (which means values have fallen proportionally.)

Self Storage CAP rates have risen to about 7.5 from as low as 6. This would adjust value by 5%-10% lower.

If you're a buyer today it's important to make sure you can add value to your acquisition. It's a good hedge against fluctuating CAP rates. This has been our philosophy for over 20 years.

By: Dennis A. Peterson

**Sierra Foothills - Value Priced/Below replacement cost. \$2,900,000 Sales Price, \$1,000,000 Equity, \$50,000 per share, 20 Shares. Please call us for details!**

**29 Palms, CA. Sale**

In 1995 we purchased a run-down facility in 29 Palms, CA. (near the largest Marine base in the USA.)

Our down payment was \$170,000 on a purchase price of \$350,000 for 19,800 square feet.

In 2005 we developed the rear of the property with an additional three buildings for a total square footage of 29,000.

We recently accepted an offer of \$2,150,000 with escrow to close mid November.

We have paid a consistent dividend and the combined return over 12 years (un-audited) is 20% per year.

Of course we can't guarantee the future but we are always working at great opportunities.

By Darren A. Peterson

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### What's Available for Purchase:

[Visit American Self Storage  
on the web at:  
www.americanselfstorage.biz](http://www.americanselfstorage.biz)

	Sq. ft.	Price	Down
1) Los Angeles Area	9,085 K	\$1.175 M	\$400 K
2) N. Sacramento Valley	38 K	\$3.2 M	\$1 M
3) N. CA	44 K	\$1.9 M	\$600 K
4) Riverside County	51 K	\$4.5 M	\$1.35 M
5) Canyon County	52,800 K	\$5.4 M	\$3 M
6) Sacramento	52,800 K	\$3.8 M	\$1.2 M
7) Hi-Desert	63,600 K	\$4.2 M	\$1.3 M
8) " "	71,250 K	\$3.3 M	\$1.3 M
9) Desert	77,600 K	\$3.1 M	\$925 K
10) Reno, NV	86,500 K	\$6.5 M	\$2.1 M
11) East Bay	Multi-story	\$10.6 M	\$3.2 M
12) Hi-Desert	116 K	\$13 M	\$4 M
13) Riverside County	117 K	\$12.55 M	\$4 M

All or part. 1031's o.k.

## Real Estate Wealth Management

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## Featured Manager of the Quarter October 2007

Hello to all. My name is Julianna Boudreaux. I am 24 years old. I am originally from Redding, CA and moved to the Yuba Sutter area three years ago. My sister and I found out we were pregnant at the same time, so our boys are 2 1/2 years old and only five weeks apart. I've been married three years this October to my husband David Smith.

I have worked for American Self Storage for the past 2 1/2 years as Assistant Manager to Brett Rohde (now Resident Manager of American Self Storage of Redding CA.)

He has taught me everything I



**Julianna Boudreaux**  
**Marysville, CA.**

know about self storage which has given me this opportunity.

I would like to thank Dennis and Darren Peterson and Karen DeMoss (Director of Operations) for allowing me to take on this great privilege of being the new Resident Manager of American Self Storage of Marysville. I never thought I would find myself in such a great career. As the manager I have hired by right-hand-man Eduardo Lopez (Eddy for short.) He really loved his job here and really keeps on top of things.

Eddy and I both just get a kick out of our customers and enjoy seeing them!

