

Pogoda Companies

Self Storage Specialists

PRESS RELEASE

Pogoda Companies Launches Aggressive Acquisition Campaign with New Addition, Adam Pogoda, at the Helm

-Farmington Hills, Michigan
February 14, 2019

Pogoda Companies, a leading self-storage company that specializes in management and brokerage services, is pleased to announce an aggressive growth campaign led by new Director of Acquisitions, Adam Pogoda. Adam's assertive strategy and keen eye for discovering untapped potential have been a driving force in Pogoda's active pipeline. Since the start of 2019, the company has already closed on one property and has multiple deals under contract with expected closings in the first half of the year. Pogoda is actively seeking to purchase existing self-storage assets and conversion properties in order to grow the company's existing portfolio in Michigan and Ohio and expand its footprint into other states in the near future.

Adam joins the company from East End Capital, a private equity real estate firm based in New York City, where he served as Vice President and was responsible for finding and sourcing New York City acquisitions. Having assessed over 300 deals a year, he facilitated the purchase of \$1.5 billion of properties while at East End. Adam brings invaluable experience in creatively structuring deals, evaluating and discovering value-add potential within properties, and detecting operating inefficiencies.

"The strong reputation built by Pogoda Companies over the last 30 years has given me the platform and network to put my 10 plus years' experience in real estate to work in identifying and sourcing strategic acquisition targets. We are well positioned to take advantage of the more favorable pricing that we have been seeing in the market," explains Adam, "and we have been making aggressive, all-cash offers, which have served us well in getting sellers' attention and giving us a competitive advantage."

Pogoda Companies is nationally recognized as one of the largest self-storage operators and brokers, with a concentration of locations in the Midwest. Based in Farmington Hills, Michigan, the firm provides brokerage, management, and investment services to self-storage businesses through both its Pogoda Group, Inc. and Pogoda Management Co. divisions.

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Pogoda Companies encourages sellers to reach out regarding any investment opportunities that meet their acquisition criteria:

- an existing property of at least 40,000 square feet
- an existing property currently in lease-up status
- a property that is situated in a densely populated area
- a property that possesses expansion potential
- a land tract consisting of at least 1.5 acres
- a big box, industrial, or retail store that can convert into a facility

Interested parties should contact Adam Pogoda at (248) 855-9676 or apogoda@pogodaco.com.

About Pogoda Companies

Pogoda Companies (www.pogodaco.com) is one of Michigan's largest self-storage operators and brokers, and one of the largest in the U.S., with over 3.0 million square feet of self-storage space in both Michigan and Ohio. The firm provides brokerage, management, and investment services to the self-storage industry through its Pogoda Group, Inc and Pogoda Management Co. divisions based in Farmington Hills, Mich.