

\*\* Will print automatically! If it doesn't, click [here](#). \*\*

## crain's new york business.com

Article can be found at [http://www.craainsnewyork.com/article/20111028/REAL\\_ESTATE/111029883](http://www.craainsnewyork.com/article/20111028/REAL_ESTATE/111029883)

# Storage company spaces out with \$560M sale

Storage Deluxe sells 22 metro-area properties with a total of 1.6 million square feet to rival CubeSmart. Company said it wanted to “take some chips off the table.”

By [Adrienne Pasquarelli @SheLikesToShop](#)

**Published:** October 28, 2011 - 12:57 pm

Storage Deluxe is passing the baton in the Big Apple to competitor CubeSmart. Manhattan-based Storage Deluxe recently sold 22 of its facilities—the bulk of which are in Brooklyn, Queens and the Bronx—to Wayne, Penn.-based CubeSmart. The price was \$560 million.

It's a step backwards for 13-year-old Storage Deluxe, which as recently as February was snapping up properties in the city, including one each in Brooklyn and Queens, that the company will retain. In addition to those two, Storage Deluxe will hold on to four facilities in the New York area. A handful of other locations in the area are under contract and are expected to open in the next two years.

“We still have every intention of growing aggressively, but we thought this was a good time to take some chips off the table,” said Nick Coslov, CEO of the firm. The 22 properties sold include two in Connecticut, three in Westchester and one in Pennsylvania. Each facility ranges in size from 50,000 square feet to 165,000 square feet, for a total of 1.6 million square feet.

The deal gives CubeSmart, which changed its name in September from U-Store-It, the opportunity to explode its presence here.

“The New York, Miami, Washington D.C., Chicago and Dallas metro areas will be our top five markets upon completion of this acquisition,” said Christopher Marr, CubeSmart's president and chief investment officer, in a statement. The company, which has 456 storage facilities in the U.S., recently reported a revenue increase of 12% for the six months ending June 30, compared with the year-earlier period, along with a net income of \$2 million.

Entire contents ©2012 Crain Communications Inc.