



What to expect when considering selling to Mini Mall...

# FREQUENTLY ASKED QUESTIONS

**HAVE MORE QUESTIONS?  
LET'S TALK.**

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[MINIMALLSTORAGE.COM](http://MINIMALLSTORAGE.COM) | [AVENUELIVINGAM.COM](http://AVENUELIVINGAM.COM)

## 1. Is Mini Mall Storage Properties the right buyer for my business?

Our parent company, Avenue Living, has developed a proven strategy for investing in various markets. We start by getting to know your business, so we can develop an understanding of how we might be able to work together.

## 2. When is the best time to sell?

That's up to you. Are you ready for change? Do you have a new venture? Would you like to travel? Are you simply looking to pare down?

## 3. Will you keep my current employees and contractors?

Whenever possible, we keep your existing employees and contractors. Together, with our deep understanding of self-storage operations, we believe we can learn from each other to facilitate a smooth transition.

## 4. What if I live on the property?

If you are in this situation, there are several ways we can work with this arrangement. Please get in touch and we can discuss further.

## 5. How do you value my business?

Using your business' current revenue, our seasoned investments team provides an accurate appraisal with consideration of current market conditions and net operating income.

## 6. What do you need to value my business?

A rent roll of all units including size, price, and occupancy. (You are not required to provide personal customer information).

Your three most recent financial statements or a summary of expenses including property taxes, property insurance, utilities, and contract services.

## 7. Is there a cost to value my business?

There is no financial commitment required as we cover all costs associated with the appraisal. If you choose to keep your business after the appraisal, that's okay. You are under no obligation to proceed.

## 8. I own more businesses; do you only purchase self-storage properties?

We review each opportunity on a case-by-case basis and would love to learn more about your other businesses. If it's not a great fit for Mini Mall Storage Properties, we can connect you with alternative funds in our organization that may be interested in purchasing your other assets.

## 9. Can I invest with Mini Mall or Avenue Living?

Yes, you can invest in any of our real estate investment trusts. For more information, contact Gabriel Millard at 403.808.0633 [gmillard@avenueliving.ca](mailto:gmillard@avenueliving.ca)