



**Fund V**

# This Holiday Season, Invest in Self-Storage Like Never Before

For the first time, Class A investors can join at a fraction of the usual requirement – up to **10x lower than** our original minimums.

That means you can get an 80/20 profit split with a \$500k minimum investment.

This is truly one of the best deals we've ever put out – but it won't last forever. Once the holidays are over, so is this offer.

As a reminder, Fund V offers the following:

- Targeted 13–16% Average Annual Returns (based on Class C Investors)\*
- Recession-resilient performance
- Vertically integrated operations

[Click here to schedule a call with one of our team members!](#)

*See page 11 for more Fund V details.*

**Our minimums are dropping lower than ever before.**

	Class A	Class B	Class C
Former Minimum	\$5mm	\$1mm	\$100k
<b>★ Holiday Special</b>	<b>\$500k</b>	<b>\$150k</b>	<b>\$50k</b>
Preferred Return	8%	8%	8%
Split	80/20	75/25	70/30
IRR Hurdle (15%)	70/30	60/40	50/50

***Holiday special available until December 31st.***

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PAST PERFORMANCE IS NOT INDICATIVE NOR A GUARANTEE OF FUTURE RESULTS. NO ASSURANCES CAN BE MADE THAT PROFITS WILL BE ACHIEVED OR THAT SUBSTANTIAL LOSSES WILL NOT BE INCURRED.

# About Reliant Real Estate Management

Reliant Real Estate Management, LLC ("Reliant"), founded in 2010 and headquartered in Roswell, GA, is a fully integrated owner and operator of self-storage facilities that prides itself on proficiency in the self-storage industry.

As of August 2024, Reliant ranks as the 16th largest self-storage operator in the United States with over \$1.6 billion AUM. The company's portfolio spans nine states and comprises over 100 properties, 60,000+ units, and over 8 million net rentable square feet.

An industry leader with a wealth of experience in the field, Reliant specializes in the acquisition of existing value-add and opportunistic self-storage facilities and the development of ground-up Class A self-storage facilities in secondary and tertiary markets across the United States.

The company's vertically integrated structure enables it to control the full lifecycle of its assets, from investment and acquisition through development, management, and eventual disposition. The integration of Reliant's Investments, Acquisitions, Development, and Operations teams promote synergies across the lifecycle of the asset, fostering active market intelligence while complementing the totality of the business plan. Leveraging its expertise in acquisition and operational management, Reliant focuses on repositioning value-add properties to optimize occupancy and rental rates. This disciplined approach is designed to maximize returns upon divestment, aligning with the investment goals of its partners.

Reliant is well positioned and poised for future growth through strategic acquisitions and innovations, aiming to expand its market presence and continue delivering strong returns for its investment partners.

<https://www.insideselfstorage.com/iss-top-operators-facility-owners>

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## About

**100+**

Properties

**8,000,000+**

Net Rentable Sq ft

**\$0**

Invested Principal Lost

**\$1.6 Billion**

Estimated Portfolio Valuation

**60,000+**

Units

**~200**

Employees

## Full-Cycle Track Record: 67 Assets

**3.64 yrs**

Average Investment Holding Period

**2.93x**

Average Project Level Equity Multiple

**192.7%**

Average Project Level Total Return on Investment Upon Sale

**35.9%**

Average Project Internal Rate of Return (Levered)

**54.1%**

Average Project Level Annual Return on Investment Upon Sale

# Highly-Experienced Team

## Invest With Great People

At Reliant, we believe great performance starts with a great team. Our senior leadership team has over 100 years of combined experience in the self-storage industry.

When you choose to invest in a passive investment opportunity with Reliant, you gain the expertise of a team of true innovators focused on driving results for our investment partners.

Your Investment. Our Priority.



**Todd Allen**  
*Managing  
Principal*



**Lewis Pollack**  
*Principal*



**Paul Ragaini**  
*Chief Financial  
Officer*



**Tom Hughes**  
*Chief Investment  
Officer*



**Kolin Van Dyne**  
*VP of Operations*



**John Cordova**  
*VP of Real Estate  
Strategy*



**Matthew Naioti**  
*VP of Acquisitions &  
Strategy*



**Donnie Berry**  
*VP of  
Capital Markets*



**Matthew Blackwell**  
*Director of  
Investments*



**Michael Rieger**  
*Director of  
Business Development*



**Dominique Rodriguez**  
*Director of Investor  
Success*



**James Brooks**  
*Director of Pre-  
Construction and Capex*



**Moshe Aronowitz**  
*Director of Construction  
and Procurement*

# Why Self-Storage

## Reasons to Invest

- *Low operating expenses*
- *Short duration leases*
- *Dynamic pricing*
- *Limited capex*
- *Diversification in Unique Asset Class*
- *Recession resistant*

Reliant operates in the value-add segment of the real estate risk/return spectrum. We believe this segment offers solid risk-adjusted returns for our investors.

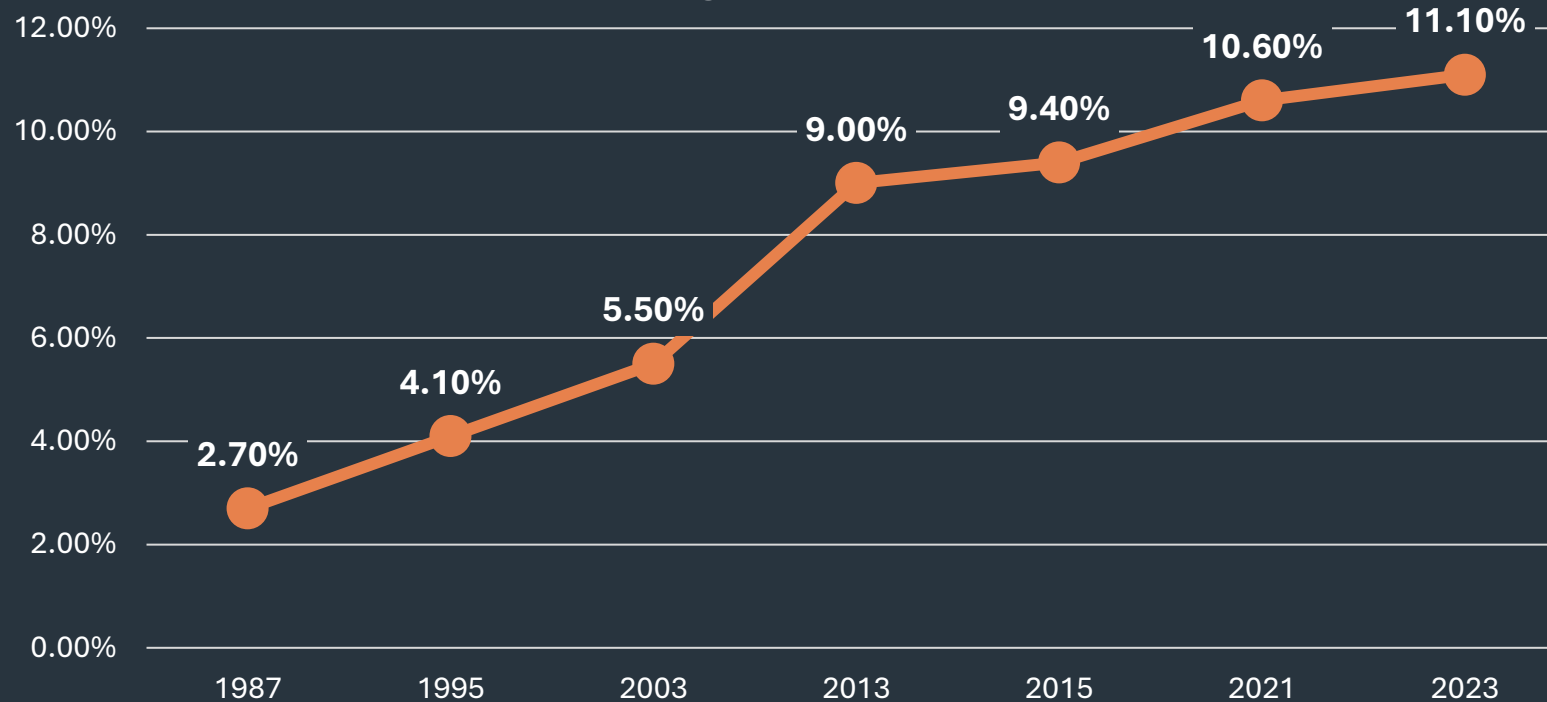
## Real Estate Risk and Return



# Why Self-Storage?

## Steady Demand Growth

Percentage of U.S. Households Utilizing Storage  
(as a Percentage of Total Households)



Source: Extra Space Storage, Company Presentation – November 2024.

Available at: <https://ir.extraspace.com/news-and-events/presentations>. Accessed on December 10, 2024.

## Customer Segmentation of Storage Demand:

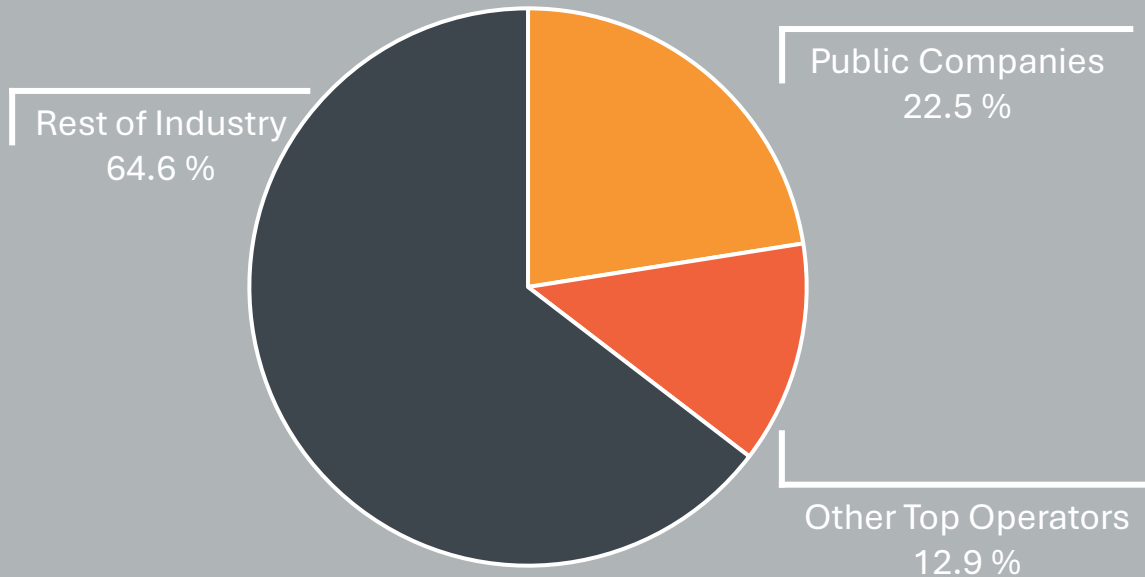
- › **Lifestyle:** Personal storage for downsizing, decluttering, or seasonal needs.
- › **Commercial:** Business storage for inventory, archives, or operations.
- › **Transitional:** Temporary storage during moves, renovations, or life changes.

## Drivers of Transitional Demand:

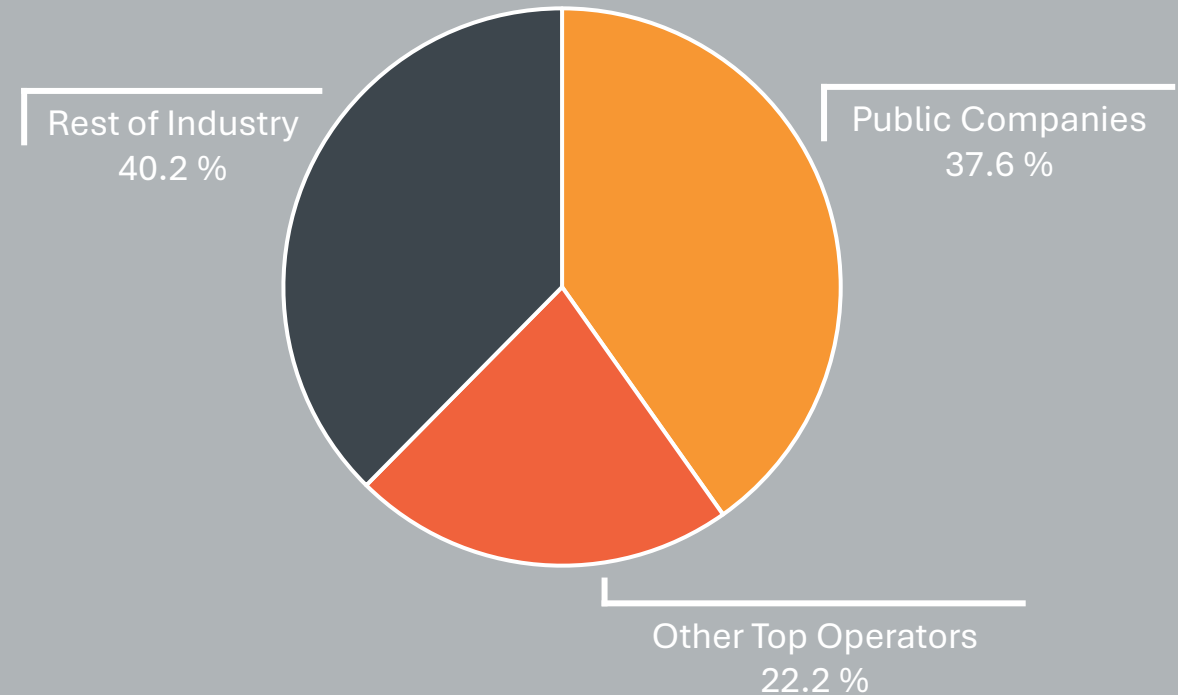
- › Population Growth
- › Home Sales
- › Increase in regional migration

# Self-Storage Overview: Macro Backdrop

Industry Market Share  
By Number of Facilities



Industry Market Share  
By Rentable Square Footage



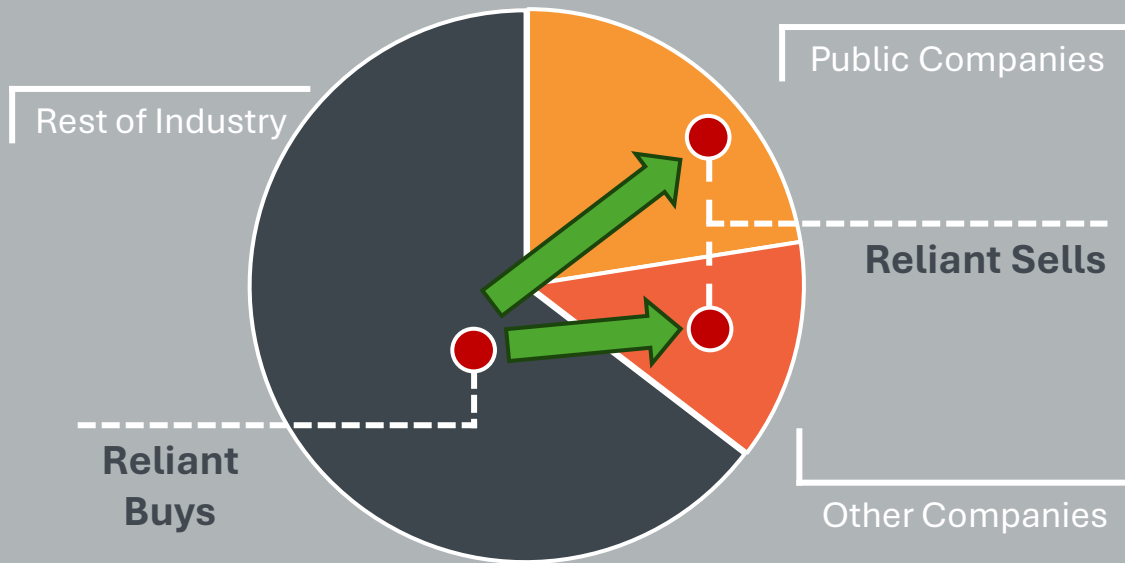
\*2023 Top Operators Survey

Today, 64.6% of self-storage facilities are operated by “mom-and-pop” or individual owners who operate just one facility. This figure is down from 76% in 2017 and 73% in 2019, providing evidence of the pending consolidation in the industry. “Mom-and-pop” operators typically lack managerial experience and expertise to maximize property value.



# Reliant's Position within the Industry

## Industry Market Share By Number of Facilities



Reliant can be thought of as a consolidator within the industry as we buy properties and small portfolios of properties from mom-and-pop owners.

Reliant executes a detailed value-add business plan, drives NOI higher, and then earns a portfolio premium by packaging properties for a sale to institutional operators.

*\*2023 Top Operators Survey*

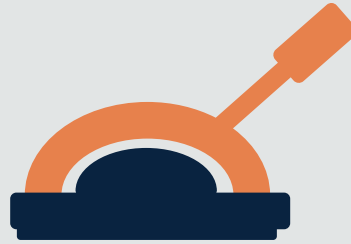
# Reliant's Levers of Value-Add

## Expansion of Facilities



- Reliant will build out additional square footage/units at select properties where we believe the market demand exceeds market supply of storage.
- Our goal is to create additional Net Operating Income (NOI) growth by getting the new units leased up to stabilization.
- The additional NOI will increase the value of the building all other things being equal.
- Additional NOI is always the goal in our value-add strategy.

## Revenue Enhancements



- Ancillary income opportunities including U-Haul truck rentals, tenant insurance, late fees, etc. are identified for each property and implemented by our integrated team.
- Revenue growth is a primary focus of our operational team and constantly monitored by internal audits and market studies.

## Vertical Integration



- Reliant is vertically integrated firm with teams that specialize in acquisitions, construction, operations, asset management and investment management.
- Having these teams in-place allows Reliant to efficiently and effectively buy properties, add value over time, and then package and sell the properties in the future.

# Previous Fund Performance

## Reliant Self-Storage Fund I

- › Launched: May, 2019
- › Closed: March, 2020
- › Projected Hold Period: 6 Years
- › Projected Returns:
  - 15% Average Annual Return
  - 90% Total ROI over 6 Years
  - 1.9x Equity Multiple After 6 Years
  - 11 Properties Closed in Fund I Portfolio



### Realized Returns

**31.65% Annual ROI | 69% Total ROI**  
**1.69x Equity Multiple | 2.18 Year Hold Period**  
**Returns Based on Class C investor**

## Reliant Self-Storage Fund II

- › Launched: April, 2020
- › Closed: October, 2021
- › Projected Hold Period: 6 Years
- › Projected Returns:
  - 12-15% Average Annual Return
  - 72-90% Total ROI over 6 Years
  - 1.72x-1.9x Equity Multiple After 6 Years
  - 11 Properties Closed in Fund II Portfolio



### Realized Returns

**12.77% Annual ROI | 38% Total ROI**  
**1.38x Equity Multiple | 2.96 Year Hold Period Returns**  
**Based on Class C investor**

## Reliant Self-Storage Fund III

- › Launched: November, 2021
- › Closed: September, 2022
- › Projected Hold Period: 6 Years
- › Projected Returns:
  - 12-15% Average Annual Return
  - 72-90% Total ROI over 6 Years
  - 1.72-1.9x Multiple After 6 Years
  - 30 Properties Closed in Fund III Portfolio



### Current Performance

**Executing Value-Add Strategy: Focus on**  
**Acquisitions and Expansions**  
**4 of 30 Properties Sold by July '24**  
**Returns to be determined**

## Reliant Self-Storage Fund IV

- › Launched: October of 2022
- › Closed: April of 2024
- › Projected Hold Period: 6 Years
- › Projected Returns:
  - 13% Average Annual Return
  - 80% Total ROI over 6 Years
  - 1.8x Multiple After 6 Years
  - 11 Properties Closed in Fund IV Portfolio



### Current Performance

**Executing Value-Add Strategy: Focus on**  
**Acquisitions and Expansions**

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# Reliant Real Estate Fund V

Fund V is an equity fund available to accredited investors to acquire and develop a diversified portfolio of properties across secondary and tertiary markets in the United States.

Reliant will be targeting an equity raise of \$100,000,000 to purchase properties that meet our underwriting standards to offer principal protection, while delivering quarterly distributions over our projected 6-year hold period.

Reliant will focus our investments on all types of self-storage opportunities including but not limited to development deals, value-add opportunities, and stabilized properties.

## Investment Details

### Issuer

Reliant Real Estate Management

### Fund Target

\$100mm

### Minimum Investment

\$100k

### Target Return

80-100% ROI

13-16% Avg Annual Return

1.8-2x Equity Multiple

### Manager Commitment

1.5-3%

### Distribution Terms

Quarterly distributions beginning first full quarter once equity raise is complete

### Duration of the Fund

6-year projected hold

### Fees

Acquisition	2%
Development	6% (of CAPEX budget if applicable)
Investment Management	1%
Property Management	6%
Disposition	1%

	Class A	Class B	Class C
Former Minimum	\$5mm	\$1mm	\$100k
<b>Holiday Special</b>	<b>\$500k</b>	<b>\$150k</b>	<b>\$50k</b>
Preferred Return	8%	8%	8%
Split	80/20	75/25	70/30
IRR Hurdle (15%)	70/30	60/40	50/50

★ *Holiday special available until December 31st.*

*The information contained herein is based upon Sponsor's best efforts to forecast the general economics of the proposed investment. It should be expected that the "projection" will change as certain variables are confirmed or modified. Accordingly, adjustments to the model or the properties included in the projections may have a material effect on the outcome of the investment.*

# Value-Add Strategy

## The Facility

- › This is a well-located facility in a very high-growth corridor of Huntsville, Alabama, with recently completed and under-construction single-family homes within just a few miles.

## The Advantages

- › For Reliant, this purchase adds to our strong market presence in northern Alabama. We own and operate one facility in this market, a mere 8-minute drive from this location. Additionally, we have two facilities in nearby Athens, one south of those in Tanner, and five more in Florence.

## The Business Plan

- › Our business plan is to increase rental rates to market levels, implement revenue management systems, lease up to stabilized occupancy, integrate our sophisticated digital marketing platform, and install Reliant's robust management platform. Reliant will benefit from leveraging existing market knowledge and economies of scale via our hub-and-spoke strategy.

Number of Properties:	1
Year Built:	2005
Current Total SF:	19,422/180 Units
Current Occupancy:	71%
Target Loan to Value:	55%

Projected Annual Return:	17.61%
Projected Hold Period:	6 Years
Projected IRR:	13.77%
Equity Multiple:	2.06x
Exit Cap Rate:	6%

## CLOSED AL09A – MGSS Harvest

2543 Old Railroad Bed Rd Harvest, AL 35749



# Lease-Up Strategy

## The Facilities and Their Advantages

- › Stephens City opened in August 2023 and has leased 196 of 471 units, totaling 62,325 square feet, and will be rebranded as Midgard Self Storage, leveraging our operational expertise. Median income and population growth exceed national averages, and 77% of homes within 3 miles are owner-occupied.
- › Penn Laird, with 88,300 SF of rentable space and 720 units (637 climate-controlled), recently received a certificate of occupancy and will be branded as Midgard Self Storage. The market shows strong growth, high income, and low supply, with just one competitor within three miles.

## The Business Plan

- › Both properties will be on our virtual manager platform, which will be used to lease the properties up to stabilization. Since both properties were recently built, we anticipate low cap-ex investment during our hold period.

	Stephens City	Penn Laird	Portfolio Return Summary	
Number of Properties:	1	1	Projected Annual Return:	16.2%
Year Built:	2023	2024	Projected Hold Period:	6 Years
Current Total SF:	62,325	88,300	Projected IRR:	12%
Current Unit Total:	471	720	Equity Multiple:	1.97x
Current Occupancy:	19%	0%	Exit Cap Rate:	6%
Target Loan to Value:	65%	65%		

## UNDER CONTRACT Virginia Portfolio

Stephens City and Penn Land Virginia





**Thank you!**

**If you have any questions, please contact**

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**Or**

**Michael Rieger, [mrieger@reliant-mgmt.com](mailto:mrieger@reliant-mgmt.com)**