

LOCAL NEWS • News

What happened to Sears and Kmart buildings in the Inland Empire?

Most of these vestiges of a bygone era sit vacant, waiting for the right developer



Dick's Sporting Goods construction is underway at the Promenade Temecula in Temecula on Tuesday, Feb. 1, 2022. Dick's Sporting Goods is taking over the site of the old Sears building. (Photo by Watchara Phomicinda, The Press-Enterprise/SCNG)



By **BRIAN WHITEHEAD** | bwhitehead@scng.com | The Sun

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The Inland Center in downtown San Bernardino opened in 1966 with three anchor stores: The May Co., The Broadway and Sears.

The May Co. closed in 1993, replaced two years later by Gottschalks, which itself closed in 2009.

The Broadway was acquired in 1996 by Macy's, who used it as a Macy's until relocating to the mall's newly-built fourth anchor location, previously occupied by Robinsons-May, in 2006.

Sears, the last original anchor store standing, [closed in 2020](#).

Transformco, the company that in 2019 bought the remaining assets of Sears Holdings Inc., [shuttered several Sears and Kmart locations](#) in San Bernardino and Riverside counties following the purchase, with other Inland sites closing just before the coronavirus pandemic.

Judi Penman, longtime president of the San Bernardino Area Chamber of Commerce, was one of countless parents over the years to purchase affordable uniform clothing for her child at Sears. Quality clothing, Craftsman tools and Kenmore appliances attracted customers from around the region, Penman said.

“Sears provided good quality for a medium-class family,” she continued. “And they had a good reputation.”

These large, mostly vacant Sears and Kmart buildings now represent a bygone era, before the online shopping boom, when customers patronized their local big-box department store on weekday evenings and weekends for clothes and jewelry, hardware, household appliances and home goods.

“These big-box retailers, they were the Amazon back in the day,” said Edward Ornelas, president of the Inland Empire Regional Chamber of Commerce. “They were where everyone went to do their shopping.”

New York-based Seritage Growth Properties [owns dozens of former Sears locations](#) nationwide, including a handful of the Inland sites. One by one, these properties are being redeveloped for other retailers or modernized for a different use altogether.

Seritage owns the Sears site at the Inland Center, and at the moment, it is unclear what will become of the location.

While certain Inland locations sit unused, waiting for the right developer, others have been transformed for a new age.

Round 1 Entertainment, which offers bowling, arcades and other family fun, took over the first floor of Temecula's former Sears building in early 2019, said Christine Damko, the city's economic development manager.

The second floor, Damko added, presently is under construction for sports mega retailer Dick's Sporting Goods, which expects to open later this year.

In San Bernardino County, Redlands has found a new use for its vacant Kmart building – a future police station.

Late last year, Redlands leaders approved a \$16.1 million purchase and sale agreement for the vacant building, which would become the city's first permanent police headquarters in nearly 15 years.

Below are other Sears and Kmart locations in the region that have closed since 2017 and what, if anything, has become of them:

Riverside County

Hemet

Sears, 2200 W. Florida Ave.

- Opened: 1998
- Closed: 2019
- Size: More than 86,000 square feet
- Plans: No plans yet for the site.

Jurupa Valley

Kmart, 7840 Limonite Ave.

- Opened: 1981
- Closed: 2019
- Size: More than 99,000 square feet
- Plans: A Sprouts Farmers Market, Harbor Freight and Dave's Appliance Warehouse have committed to lease, combined, about 50,000 square feet of the space and move in by year's end. Talks are underway with potential other tenants for the rest of the space.

Moreno Valley
Sears, 22550 Town Circle

- Opened: 1992
- Closed: 2020
- Size: Nearly 153,000 square feet
- Plans: No plans yet for the site.

Riverside

Sears, 5251 Arlington Ave.

- Opened: 1964
- Closed: 2019
- Size: 90,000 square feet
- Plans: The city is currently reviewing a recently submitted application for a mixed-use development project.

Kmart, 7200 Arlington Ave.

- Opened: 1973
- Closed: 2017
- Size: 94,500 square feet
- Plans: Construction is ongoing to transform the property into a multi-tenant building, including facade upgrades and parking lot modifications.

Kmart, 3001 Iowa Ave.

- Opened: 1970
- Closed: 2017
- Size: About 97,000 square feet
- Plans: A mixed-use development consisting of 299 multi-family residential units and 1,385 square feet of retail area on 13.2 acres.

Kmart, 375 E. Alessandro Blvd.

- Opened: 1991
- Closed: 2018
- Size: More than 104,000 square feet
- Plans: An application has been submitted to build 316 multi-family units on a 9.97-acre site including the vacant store.

Temecula
Sears, 20710 Winchester Road

- Opened: 2009
- Closed: 2019
- Size: More than 111,000 square feet
- Plans: First floor is occupied by Round 1 Entertainment. Second floor is currently in construction for Dick's Sporting Goods, with an anticipated opening before the 2022 holiday shopping season.

Kmart, 26471 Ynez Road

- Opened: 1992
- Closed: 2019
- Size: More than 86,000 square feet
- Plans: At Home, a home decor superstore retailer, has occupied the space since late 2021.

San Bernardino County

Montclair

Sears, 5080 N. Montclair Place

- Opened: 1985
- Closed: 2020
- Size: About 172,000 square feet
- Plans: Building is pegged to be demolished once acquired by mall owner to build mixed-use space as part of the Montclair Place District Specific Plan.

Ontario

Kmart, 2530 S. Euclid Ave.

- Opened: Not available
- Closed: 2018
- Size: Not available
- Plans: Not available

Kmart, 1670 E. Fourth St.

- Opened: Not available
- Closed: 2018
- Size: Not available
- Plans: Not available

Rancho Cucamonga

Sears, 8250 Day Creek Blvd.

- Opened: 2004
- Closed: 2021
- Size: 180,000 square feet
- Plans: The building has been divided for two retailers. Floor & Decor, a flooring, tile and home improvement retailer, opened in October 2021. Construction on the other half of the space is ongoing for At Home, a home decor superstore retailer. An opening date has not yet been set.

Redlands

Kmart, 1625 W. Redlands Blvd.

- Opened: 1976
- Closed: 2019
- Size: More than 115,500 square feet
- Plans: The city is in the middle of purchasing the 8.6-acre property for \$16.1 million to turn into a police station.

San Bernardino

Sears, 100 Inland Center Drive

- Opened: 1966
- Closed: 2020
- Size: More than 200,000 square feet
- Plans: No plans yet for the site.

Staff writers David Downey and Jennifer Iyer contributed to this report.

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Exhibit D: Figure 2:: Nordstrom Shoppers Saddened by Loss of Montclair, Riverside Stores

LOCAL NEWS • News

Nordstrom shoppers saddened by loss of Montclair, Riverside stores



The ghostly Nordstrom name is still visible on the exterior of the Montclair Place store even with the lettering removed. The store, opened to great fanfare in 1985, expired in May while closed to shopping during the pandemic. (Photo by David Allen, Inland Valley Daily Bulletin/SCNG)



By **DAVID ALLEN** | dallen@scng.com | Inland Valley Daily Bulletin

PUBLISHED: August 11, 2020 at 4:42 p.m. | UPDATED: August 11, 2020 at 5:33 p.m.



Reader Leila Hainline phoned recently to express her disappointment with two matters. First, that Nordstrom had closed its only two Inland Empire stores, in Montclair and Riverside. Second, that the news had not appeared in my column.

“We have no other shops like that. And you haven’t written one word,” Hainline chided. “We don’t have another elite-type store. Macy’s doesn’t qualify in our area. That’s my gripe. I’ve been waiting for you to write about it.”

I must not have felt elite enough.

[Nordstrom’s closing was in our newspaper back in May](#), of course. To my knowledge the stores, which were only doing curbside pickup due to the pandemic, never reopened. With no chance to visit a closeout sale, talk to customers and say goodbye, not to mention score some deals, there seemed to be nothing for me to add.

Personally I had only shopped at the Montclair store once or twice. Nordstrom was a bit above my station in life. I mean, a man in a suit played a grand piano to provide background music for shoppers. (That was Brian Shyer; I’ve since met him.)

I bought a shirt and tie on that visit, back when this newspaper had a dress code and I was building a wardrobe from scratch. A cubicle mate razzed me about that excursion for months. “Dave’s a Nordstrom shopper,” she would tease me, as if I were there on a regular basis.

I returned once, I think, and that’s the extent of my Nordstrom knowledge. But Hainline made a good case for the significance of Nordstrom’s end. Its arrival was a big deal in both cities. Its demise ought to be as well.

On social media I asked for comments from anyone who missed either the Montclair or Riverside store. Many of you did.

“Once a year I’d march into Nordstrom and pay full retail on something and it was always high quality and seemed worth it,” Ed Dunkle said.

“The only decent place to buy shoes for men in the IE, also ties, cufflinks and high-end gear in general,” Jan Taylor said.

“They were the best,” said Twitter user SoCal Football. “You buy a suit or shirt at Nordstrom, you knew that thing was gonna fit right and last a long time.”

“I loved Nordstrom. The only store at which I enjoyed purchasing clothes,” Rose Davidson said.



The Nordstrom name is faintly visible on the exterior of the Galleria at Tyler mall in Riverside. The store, opened in 1991, expired in May while closed to shopping during the pandemic. (Photo by David Allen, Inland Valley Daily Bulletin/SCNG)

The Riverside store was an anchor at the Galleria at Tyler. I dropped by last week after an interview in the area.

The name is gone from the exterior but the ghost letters are lightly visible. Signs at the entrance direct people to Brea and to Nordstrom Rack stores in Riverside, Ontario and Chino. (There's also one in Upland.) Roll-up doors inside the entrances are closed, blocking any view inside. It's the same in Montclair.

"I worked at the Riverside Nordstrom for 10 years. Hard to believe it's closed. It was a great job and a great group of employees!" Kathryn Myers said.

Christia Gibbons, a former editor of mine, said: "I once got a 'Thank you' note from the Riverside Nordy. Many happy hours spent there (much to hubby's despair...)"

"I was actually a member of Nordstrom's reward club. Won't be using that anymore," said [Cassie MacDuff](#). (Nice to hear from my predecessor as P-E columnist.)

The Riverside store opened in 1991. Council members weren't happy about the abrupt closing, formally asking Nordstrom corporate for a meeting to talk about it, [and getting a hard no](#). So much for customer service.

Montclair's store arrived in 1985 when Montclair Plaza was expanded.

"I just remember it definitely took Montclair Plaza up a notch," Ethan Harp said. "We had The Broadway, J.C. Penney and May Co. as the anchor stores there while I was growing up."

Hal Fredericksen was city planner when the store was built.

"It was a great source of pride for Montclair, for both the Montclair community and for we who had a part in the mall expansion," Fredericksen recalled.

The mall, now Montclair Place, has been ailing in recent years while struggling to reinvent itself. Just as an AMC Theatre is under construction, in 2020 the mall has lost two of its five anchors, Nordstrom and Sears.

"Their closing is a huge loss to the mall in my opinion," said Cindy Moore.

"Spent at least two days a week in Nordstrom and met friends for lunch one day a week," Marilee Weiss said. "Too bad. Sign of the times. Horrible loss of jobs and local prestige."

Many singled out the Nordstrom Cafe for praise.

"To me, the worst loss is the wonderful restaurant onsite," Mike Guerin said. "This hidden gem had quality food and excellent servers. I will miss their smiles and the wonderful tomato basil soup."

"Spent every Boxing Day with my Mom, her best friend Shirley and my sisters in the cafe talking about our Christmas. Wonderful memories," Theresa Dufresne said.

As a girl, Carly Owens met her grandma there for lunch. Any meals there as an adult, she said, came with "a side of nostalgia."

Pomona resident Megan Gearhart hails from Seattle, where Nordstrom began as a shoe store. She liked the Montclair store and its cafe: "The coffee tasted like home."

Laura Turnbull delighted in lunches at the Montclair cafe with her daughter, Alexis. "Champagne cake dessert. California grill sandwich," Laura said.

Alexis chimed in that when the California grill was dropped from the menu, she lost faith. "Maybe they would be open today if they still sold that sandwich," she declared.

Forget Riverside officials, maybe Nordstrom should meet with the Turnbills.

Some Nordstrom fans said the Inland Empire stores were always stepchildren in the chain, "small and poorly stocked" compared to Brea and Costa Mesa (Leslie James), with drops in recent years in level of service (Nancy Zafuto) and selection (Karen Rosenthal).

Still, though, it was Nordstrom, a step above Macy's and several steps above Target and Walmart.

"The whole store was a class act," Jennifer Bierschbach said.

And now, the Inland Empire has lost a little class. So long, Nordy.

Exhibit D: Figure 3:: 8,000 Petition to Keep Nordstrom in Riverside, but Store Still Closing

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8,000 sign petition to keep Nordstrom in Riverside, but store still closing



Nordstrom plans to close 16 full-line stores, including the store at The Galleria at Tyler, seen here. (File photo by Carrie Rosema, The Press-Enterprise/SCNG)



By **RYAN HAGEN** | rhagen@scng.com | The Sun

PUBLISHED: May 15, 2020 at 4:24 p.m. | UPDATED: May 15, 2020 at 4:26 p.m.



More than 8,400 people have signed a petition to keep Nordstrom in Riverside after the company announced the store at the Galleria at Tyler would be among 16 closures, but the company doesn't intend to reverse its plan.

Nordstrom also rejected the city's efforts to entice it into staying, said Councilman Jim Perry, who represents the area.

"They declined an opportunity to meet and discuss the potential to stay open," Perry said Friday, May 15, after a week of contacting various people at the company. "It's disappointing, because if they had told us before they made their announcement, we might have been able to work something out."

The company didn't say when it planned to close the store.

Perry, who was elected in 2013, said he could think of one company that changed its mind about leaving Riverside after making an announcement — Ralph's — and he had hoped the same would happen in this case.

Nordstrom responded to questions in a written statement that said COVID-19 required "some changes and tough choices."

"We're aware of the petition and are humbled that the community is so passionate about this store — it's a testament to our terrific team of employees there who were so committed to serving our customers," the statement says. "... The decision to close a store is never easy, and it's not a decision we take lightly ... We hope customers will give us a chance to continue serving them online and in nearby stores."

The petition states that it was started by an employee of the local Nordstrom.

"We love all of our customers and have formed deep bonds with all of you; we know shopping online will never replace the years of service and friendship that we have shared," the petition states. "We have watched your children grow up, we have dressed you for vacations, weddings and once in a lifetime milestones that could never be forgotten."

The upscale store plans to permanently shutter 16 stores, including the Galleria at Tyler and Montclair Place.

The Riverside store opened in 1991.

Exhibit D: Figure 4: 3601 Galleria at Tyler: Costar Data

3601 Galleria At Tyler | CoStar

3601 Galleria At Tyler



Galleria at Tyler
 Department Store (Super Regional Mall) - Riverside Submarket
 Riverside, CA 92503

145,258	68,389	1991	\$17.5M	\$120.48
SF GLA	SF Lot	Built	Sale Price	Price/SF

Sale

For Sale **\$17,500,000 (\$120.48/SF)**
 Sale Type **Investment or Owner User** Status **Active**

Sold Price **\$14,600,000 (\$100.51/SF)**
 Date **Mar 2022**
 Sale Type **Investment**

Sale Highlights

- High Volume Class A Retail Center
- Below Market Operating Expenses
- Excellent Frontage to 91 Fwy

Building

Type **4 Star Retail Department Store (Super Regional Mall)**
 Center **Galleria at Tyler**
 Location **Suburban**

GLA	145,258 SF	Year Built	1991
Stories	3	Tenancy	Multi
Typical Floor	48,419 SF	Owner Occup	No
Class	A	Elevators	Yes
Docks	2 ext		

CoStar Est. Rent **\$21 - 26/SF (Retail)**

Taxes **\$1.28/SF (2021)**

Walk Score® **Very Walkable (85)**
 Transit Score® **Some Transit (43)**

Land

Land SF	68,389 SF	Land Acres	1.57 AC
Bldg FAR	2.12		
Zoning	CT		

Shopping Center

Type	Super Regional Mall	Land Area	3,521,312 SF
GLA	1,820,016 SF	# of Properties	12
Anchor GLA	190,566 SF	Year Built/Renov	1970/2011
Retail Avail	145,258 SF	Floors	1 - 3
Avail. Spaces	1		
% Leased	100.0%		

Anchor Tenant **Barnes & Noble, JCPenney**
 Parking **7,365 Surface Spaces**
 Features **Bus Line, Dedicated Turn Lane, Food Court, Freeway Visibility, Property Manager on Site, Signalized Intersection**

Frontage **Tyler St 1,708', Tyler St 1,183'**
 Website <http://brookfieldpropertiesretail.propertycapsule.com/properties/galleriaat Tyler#overview>

Market Conditions

	Current	YOY Change
Vacancy Rates		
Submarket 3-5 Star	5.0%	↑ 0.4%
Subject Property	0.0%	↔ 0.0%
Market Overall	5.3%	↓ -0.4%
Market Rent Per Area		
Submarket 3-5 Star	\$30.11/SF	↑ 3.8%
Subject Property	\$26.00/SF	↑ 3.8%
Market Overall	\$26.04/SF	↑ 3.9%
Submarket Leasing Activity		
Months on Market	8.3	↓ -6.7 mo
12 Mo. Leased	233,478 SF	↓ -51.3%
Submarket Sales Activity		
	Current	Prev Year
Market Sale Price Per Area	\$307/SF	\$297/SF
12 Mo. Sales Volume	\$66.98M	\$250.87M

Exhibit E: Figure 1: Storage Facilities

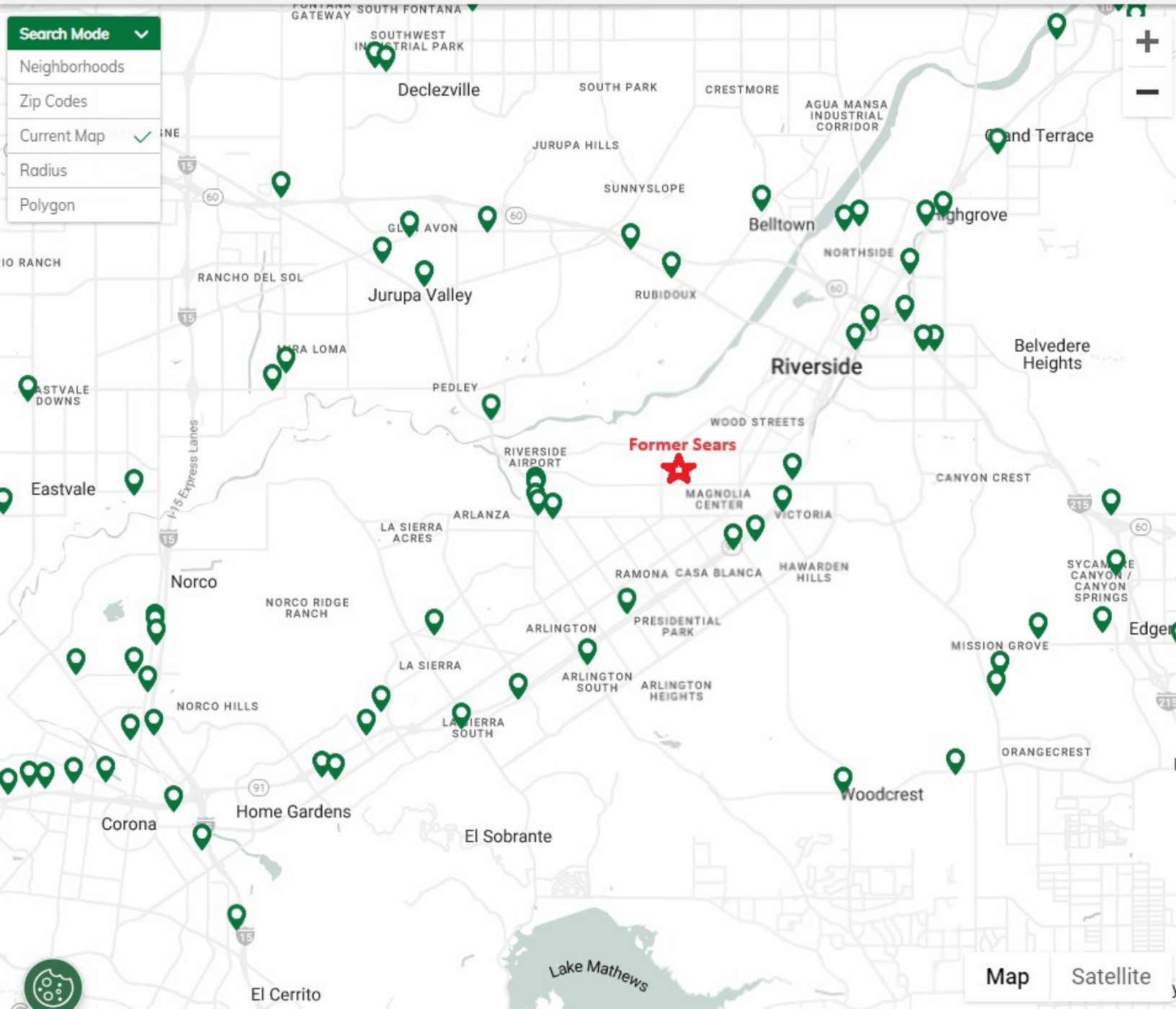


Exhibit E: Figure 2: Storage Facilities

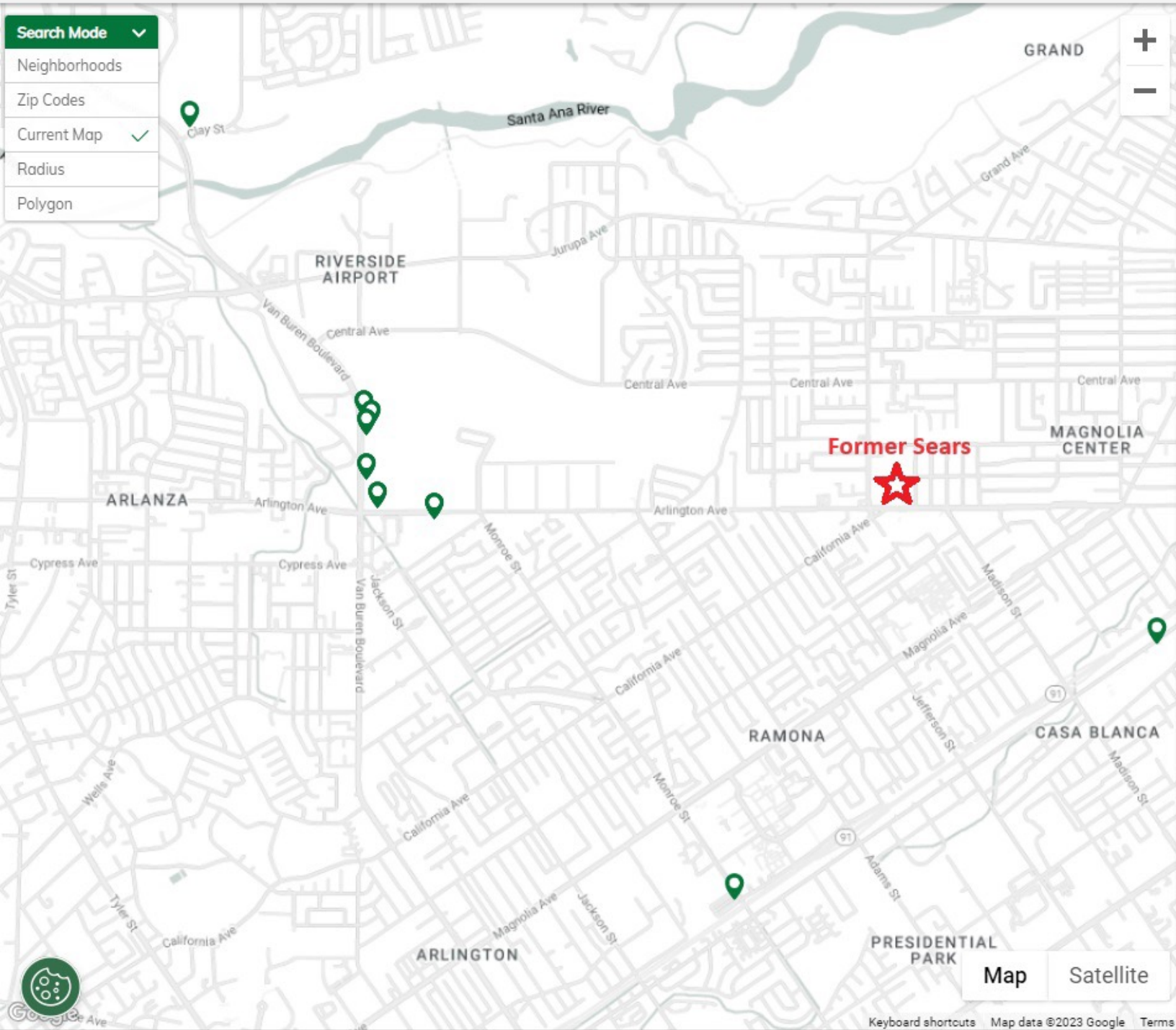


Exhibit E: Figure 3: Population Growth Rate

Complete Profile

2010-2020 Census, 2023 Estimates with 2028 Projections
 Calculated using Weighted Block Centroid from Block Groups



Lat/Lon: 33.9471/-117.417

5261 Arlington Ave		5 mi radius
Riverside, CA 92504		
Population		
Estimated Population (2023)	288,784	
Projected Population (2028)	297,579	
Census Population (2020)	290,316	
Census Population (2010)	279,960	
Projected Annual Growth (2023-2028)	8,795	0.6%
Historical Annual Growth (2020-2023)	-1,532	-0.2%
Historical Annual Growth (2010-2020)	10,355	0.4%
Estimated Population Density (2023)	3,678	psm
Trade Area Size	78.5	sq mi
Households		
Estimated Households (2023)	84,358	
Projected Households (2028)	87,772	
Census Households (2020)	85,710	
Census Households (2010)	81,725	
Projected Annual Growth (2023-2028)	3,414	0.8%
Historical Annual Change (2010-2023)	2,632	0.2%
Average Household Income		
Estimated Average Household Income (2023)	\$117,250	
Projected Average Household Income (2028)	\$121,676	
Census Average Household Income (2010)	\$66,691	
Census Average Household Income (2000)	\$54,617	
Projected Annual Change (2023-2028)	\$4,426	0.8%
Historical Annual Change (2000-2023)	\$62,633	5.0%
Median Household Income		
Estimated Median Household Income (2023)	\$91,281	
Projected Median Household Income (2028)	\$92,914	
Census Median Household Income (2010)	\$56,636	
Census Median Household Income (2000)	\$44,727	
Projected Annual Change (2023-2028)	\$1,633	0.4%
Historical Annual Change (2000-2023)	\$46,554	4.5%
Per Capita Income		
Estimated Per Capita Income (2023)	\$34,499	
Projected Per Capita Income (2028)	\$36,131	
Census Per Capita Income (2010)	\$19,469	
Census Per Capita Income (2000)	\$16,823	
Projected Annual Change (2023-2028)	\$1,631	0.9%
Historical Annual Change (2000-2023)	\$17,676	4.6%
Estimated Average Household Net Worth (2023)	\$925,946	

Exhibit E: Figure 4: Owner Vs. Renter

Complete Profile

2010-2020 Census, 2023 Estimates with 2028 Projections
 Calculated using Weighted Block Centroid from Block Groups



Lat/Lon: 33.9471/-117.417

5261 Arlington Ave		5 mi radius	
Riverside, CA 92504			
Housing			
Total Housing Units (2023)	90,063		
Total Housing Units (2020)	89,158		
Historical Annual Growth (2020-2023)	905		-
Housing Units Occupied (2023)	84,358	93.7%	
Housing Units Owner-Occupied	53,742	63.7%	
Housing Units Renter-Occupied	30,616	36.3%	
Housing Units Vacant (2023)	5,705	6.3%	
Household Size (2023)			
Total Households	84,358		
1 Person Households	17,366	20.6%	
2 Person Households	22,028	26.1%	
3 Person Households	13,449	15.9%	
4 Person Households	12,426	14.7%	
5 Person Households	8,384	9.9%	
6 Person Households	4,855	5.8%	
7 or More Person Households	5,849	6.9%	
Household Income Distribution (2023)			
HH Income \$200,000 or More	9,481	11.2%	
HH Income \$150,000 to \$199,999	8,564	10.2%	
HH Income \$125,000 to \$149,999	8,666	10.3%	
HH Income \$100,000 to \$124,999	10,053	11.9%	
HH Income \$75,000 to \$99,999	11,491	13.6%	
HH Income \$50,000 to \$74,999	13,230	15.7%	
HH Income \$35,000 to \$49,999	7,958	9.4%	
HH Income \$25,000 to \$34,999	5,391	6.4%	
HH Income \$15,000 to \$24,999	3,913	4.6%	
HH Income \$10,000 to \$14,999	2,777	3.3%	
HH Income Under \$10,000	2,834	3.4%	
Household Vehicles (2023)			
Households 0 Vehicles Available	4,167	4.9%	
Households 1 Vehicle Available	20,503	24.3%	
Households 2 Vehicles Available	29,716	35.2%	
Households 3 or More Vehicles Available	29,972	35.5%	
Total Vehicles Available	188,068		
Average Vehicles per Household	2.2		
Owner-Occupied Household Vehicles	135,016	71.8%	
Average Vehicles per Owner-Occupied Household	2.5		
Renter-Occupied Household Vehicles	53,052	28.2%	
Average Vehicles per Renter-Occupied Household	1.7		
Travel Time (2023)			
Worker Base Age 16 years or Over	139,558		
Travel to Work in 14 Minutes or Less	25,387	18.2%	
Travel to Work in 15 to 29 Minutes	41,155	29.5%	
Travel to Work in 30 to 59 Minutes	39,672	28.4%	
Travel to Work in 60 Minutes or More	18,512	13.3%	
Work at Home	14,832	10.6%	
Average Minutes Travel to Work	26.3		

Exhibit E: Figure 5: Self-Storage Conversion Projects

[Conversions and Renovations](#)[Construction](#)[Development](#)

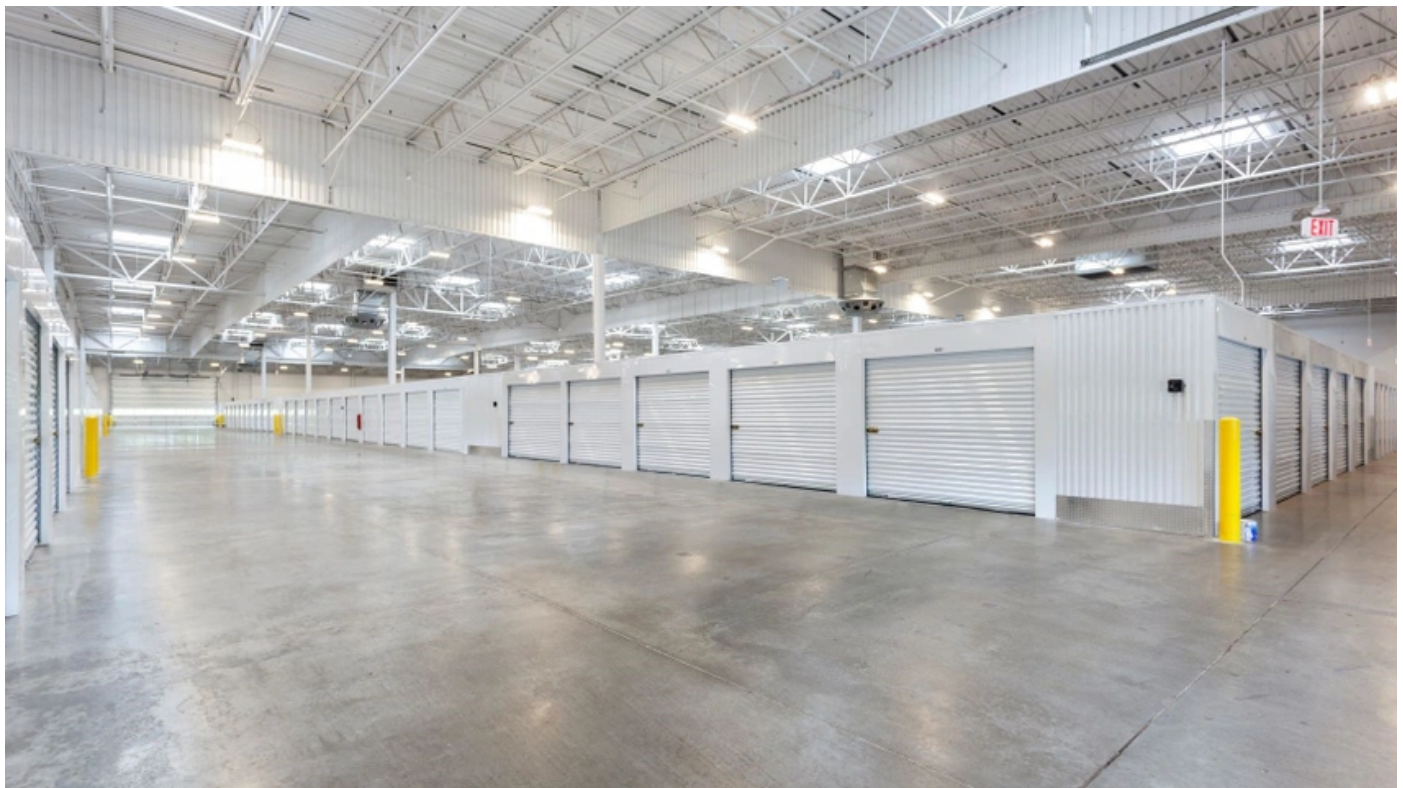
Diamond in the Rough or Rough Road Ahead? Factors to Consider in Self-Storage Conversion Projects

The proliferation of empty office and retail buildings nationwide is often touted in the self-storage industry as a grand opportunity to explore conversion developments. The problem is finding existing structures that truly work. Here are key factors to consider before committing to a project.



Brandon Grebe
December 2, 2023

4 Min Read



BLUE SKY SELF STORAGE IN GRANDVIEW, MISSOURI

You don't have to look far today to find articles in the "Wall Street Journal" and other publications hyping so-called "opportunities" for developers to transform empty office buildings into apartments, self-storage facilities and even vertical farming operations. On the heels of big-box retail stores, this is the latest rage in building conversions.

This development path isn't new in self-storage circles, but it also isn't as prevalent as it may sometimes seem. For example, in the past seven-plus years, our company has completed more than 70 developments and acquisitions in 36 cities across 17 states. Of those, 23 were new builds, but just three were conversions. In our industry portfolio, just 4% of properties were converted from a previous use.



Gulf Freeway Self Storage in Houston

I mention this because while conversions can be a successful endeavor for self-storage developers, it isn't easy to find deals that truly work. These projects can be difficult to pencil and come with their own set of nuances. If you're contemplating a potential conversion, following are four key factors to consider.

First, understand that the basic considerations for any self-storage development still hold true in these projects. You need to conduct a high-level review of any property, including zoning research, to see if self-storage is an allowable use. In addition, you absolutely should perform an in-depth assessment of the trade area (generally a one-, three- or five-mile radius) to determine if additional supply is warranted.

Structural Capacity

Among the structures you may consider for potential conversion are multi-story buildings. A unique factor in relation to self-storage is the load-point calculation required by city planners and engineers. Basically, to be used for self-storage, all the floors of a structure must be able to accommodate a heavier load.

When engineers design a building, they use a general load-point calculation to adequately size the beams and columns for the overall structure. In a standard office building, a 10-by-10 area may hold one employee, some office furniture and related work equipment. However, in a self-storage project, that same 10-by-10 area could be used to hold a much greater concentration of stored weight, which means the beams and columns have to be much larger.

You must understand the impact of this on project design and cost. Our company has converted one multi-story office building. The only reason it worked was because we bought the asset at the right price and were able to do an expansion that added additional net rentable square feet to the overall property.



Blue Sky Self Storage in Grandview, Missouri

Speed to Market

A potential advantage of a self-storage conversion is the time it takes to complete the project. Depending on the situation, ground-up construction can take one to three years to get all the entitlements and approvals in place, plus another 12 to 18 months to build. In contrast, if you

can find an existing building to convert, the entire permitting and design process can take less than a year. This speed to market can be a huge advantage when looking to open a new facility before your competition does.

Municipal Approval

Another potential advantage of a conversion is gaining favor with the presiding jurisdiction. Municipalities are often more open to allowing self-storage in an existing building than new construction. When approaching a city about a conversion, it's smart to point out that by transforming a vacant building, you'll be reversing the downward trend of lingering, blighted properties. Instead, you'll be giving new life to the area and community through your investment. A new self-storage facility will also create jobs and economic activity that was void with a dormant structure.



Blue Sky Self Storage in Kansas City, Kansas

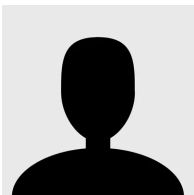
Project Cost

Finally, a self-storage conversion project can cost less than ground-up development. The major expenses incurred are the property acquisition and any work that needs to be done to make the structure fully functional for self-storage. When looking at potential sites, it's best to find one that's priced well below its replacement cost and then thoroughly understand all the requirements for a full renovation.

Successfully completing a self-storage conversion is like finding a diamond in the rough. These projects can be elusive, but when sourced and done correctly, they can make a valuable contribution to your portfolio!

Brandon Grebe is co-founder and partner of [Uplift Development Group LLC](#), which formerly did business as GYS Development LLC. It's a private real estate company that specializes in developing and owning self-storage facilities across the United States. Brandon provides executive management of the firm's real estate and development services. His career has been focused on commercial real estate development and construction management. To reach him, call 970.556.9111; email brandon@uplift dg.com.

About the Author(s)



Brandon Grebe

Principal Partner, GYS Development LLC

Brandon Grebe is principal partner at [GYS Development LLC](#), which specializes in self-storage acquisitions and development. It co-manages the Blue Sky Self Storage brand and is a division of Grow Your Storage LLC, a Texas-based...



PROPERTY ADVISORY



**Terry
Bortnick**

Terry has over 35 years of experience in the shopping center and retail industries. Terry has extensive in-house corporate real estate tenures, as well as longstanding success in advisory and brokerage for landlords and tenants alike.

Terry has represented some of the largest retail landlords and tenants in the country, as well as regional, local and family owners of retail properties and retail businesses, both big and small. Notable retailers he's completed transactions with include Wal-Mart, Kroger, Albertsons, Food 4 Less, Stater Bros, Bed Bath & Beyond, Raley's Supermarkets, Cost Plus, Save Mart Supermarkets, Sam's Club, TJ Maxx, Ross Dress For Less, Smart N Final, Whole Foods Supermarket, 99 Ranch Markets, Ralphs Supermarket, 24 Hr Fitness, Grocery Outlet, PetSmart, Petco, 99 Cents Only, Dollar Tree, Planet Fitness, QFC Supermarket, Five Below, Fitness 19, Cardenas Supermarket, Superior Supermarket, Big Lots, Harbor Freight Tools, Big 5 Sporting Goods and literally thousands of restaurant, pads and small shop tenants.



**Paul
Bartlett**

Offering state of the art brokerage and consulting services to retailers and other occupiers in the Western United States, Paul has over 25 years of experience in corporate retail real estate and brokerage, and specializes in strategic planning, site selection, quantitative analysis (data analytics, financial analysis, modeling) and transaction services for national and regional retailers and restaurants in seven western states.

During his brokerage career, Paul has exclusively represented notable retailers, entertainment concepts and restaurants such as Barnes & Noble, Hobby Lobby, Hibbett Sports, Office Depot, Grocery Outlet, BevMo!, Famous Dave's BBQ, Buffalo Wild Wings, Wendy's and Del Taco. Paul leverages his unique corporate experience to assist fast-growing businesses in developing long-term strategies for sustainable growth. It is this expertise that enables Paul to serve not only in a brokerage capacity but as an outsourced real estate advisor reporting directly to key executives of the companies he serves.



**Lea
Clay Park**

Lea Park's career spans almost 30 years providing site selection, strategic planning and transaction services for many notable retailers throughout the state of California. Specializing in multi-store roll-outs, she has executed thousands of transactions and has been instrumental in the successful growth of nationally recognized brands such as Hobby Lobby, Dollar Tree and Sprouts Farmers Markets. Equally active on the ownership side, Lea has served as in-house leasing and development representative for several institutional owners including Ahmanson and Cal Teachers where she was involved with the ground up development and disposition of over 1 million square feet. Lea was also responsible for the leasing and re-positioning several REO assets in the Citi portfolio. Her deep experience with both providers, managers and occupiers of commercial real estate, lend credibility to her clients and enables her to advise them on all facets of a transaction and to craft creative deal structures.



**Stephanie
Skrbn**

Stephanie Skrbn specializes in Retail Landlord, Tenant Representation and Investment Sales, successfully completing transactions in excess of \$650M over her 20-year career. As a leasing representative at General Growth Properties and, more recently, as a redevelopment advisor to developers and municipalities across the country, she played a significant role in repositioning declining malls that were once the focal point of their community. In these roles, Stephanie has proven her ability to unite stakeholders and find common value. This deep understanding of the institutional mindset is invaluable to ownership as she positions them for successful negotiations. Stephanie has also represented many notable retailers such as Target, CVS Pharmacy, Office Depot, Party City, Dave and Busters, Car Max and Panera Bread, which recognized her as Broker of the Year.

Our team has an unmatched track-record in the shopping center and retail industry.

We know our clients inside and out. Our team members have held positions as leasing managers, real estate directors and operations executives with some of the top landlords and tenants in the country. We've also worked as third-party consultants and brokers for leading retail brands and owners of real estate in Southern California and the western US. This experience, both inside and out, enables us to provide unique insights and best in class service to all of our clients, whether they are giant corporations, family offices or start ups looking for the best representation available.

We have well over 110 years of experience in the shopping center industry, and we have executed more than 4,000 lease and sale transactions with valuations in the billion of dollars.

We are not scared of tough assignments and we take immediate action for our clients.



EXTENSIVE RELATIONSHIPS

DEEP TIES IN THE INDUSTRY
110+ COMBINED YEARS OF SUCCESS
IN BROKERAGE, DEVELOPMENT &
INVESTMENT SALES



PROPRIETARY MARKET DATA, TAILORED STRATEGIES & SOLUTIONS,

TRANSACTION EXECUTION & FACILITATED CLOSINGS



PROVEN PROCESS

LIMITS RISK AND
DRIVES PROFIT AT THE STORE
LEVEL

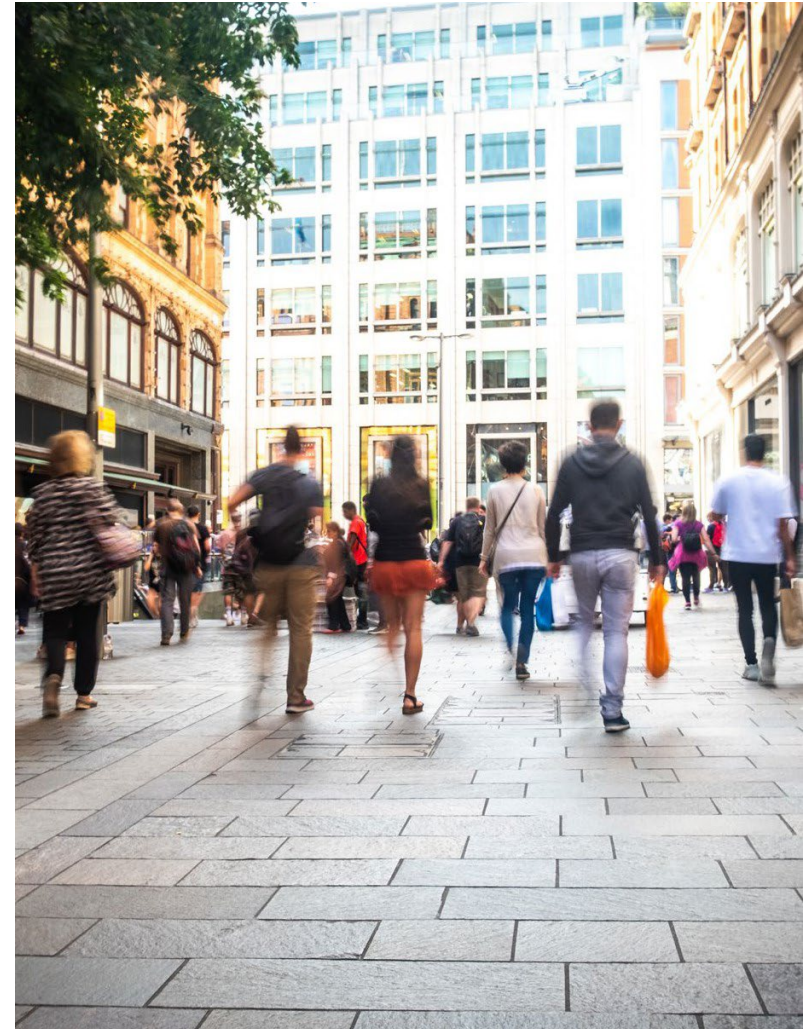


95%

OF OUR BUSINESS IS
REPEAT BUSINESS

Axiom knows how to enhance property values. Using our knowledge of retailer movement and local market conditions, we work with owners and developers to implement tailored strategies that reposition and market assets to attract the most desirable tenants.

-  Asset market segmentation & psychographics
-  Customized geofencing trade area delineation
-  Competitive landscape analysis
-  Tenant & use void analysis
-  Extensive national retailer relationships
-  Property management & construction supervision partnerships



MARKETING PROGRAM & TIMELINE

