Marketing Strategy

Sold Properties

Current Listings

LRS Team

Linsalata Realty Services

gives you

Results *from integrity,*

Results *from individual attention,*

Results *from the most current technology.*

Austin, Texas 78701
Phone 512.327.5000
Email: joe@askLRS.com
Website: www.askLRS.com

Proven Results through Integrity and Dedication

How does Linsalata Realty Services get you results?

LRS brings you the benefit of both experience and technology to your real estate transactions to meet your Commercial Real Estate needs.

We offer the exposure your property needs:
local… national … international
through cutting-edge technology
and our extensive LRS contact list.

LRS founder, Joe Linsalata, says:

"What should you expect when you work with Linsalata Realty Services?

Results.

"When I first got into the real estate brokerage business, I realized that it was not going to be easy. That suited me fine—I enjoy producing good results better when it takes effort. I believe that anything worthwhile comes with a price.

"At LRS, my associates and I are willing to pay that price every day by persevering when conditions become difficult to produce a good result for you, netting you the greatest return on your investment."

OUR LRS MARKETING STRATEGY WORKS!

John S. Muhich, Owner, AAA Self Storage says:

I was thoroughly astonished by the amount of activity that your marketing generated. We were flooded with inquiries and offers from people coast to coast.

*I do not know how you accomplished this much traffic in so little time; **three other brokers** in the past tried to market these properties and they **created only 1/20th the traffic that you did**.*

I am happy to say I now have 4 of the 5 properties under contract in

How does Linsalata Realty Services get you results?

Four ways the LRS Marketing Strategy works for you:

LRS uses decades of experience in a broad range of commercial realty transactions to successfully market your property worldwide to millions of potential prospects :

1. LRS designs professional property briefs for your property;

2. LRS capitalizes on our expertise with cutting-edge technology.

1. We cover the commercial real estate market from local to worldwide, and can send you Monthly Marketing Reports. Our advertising includes:
   - All available internet listing services and advertising websites,
   - Email broadcasting lists and list serves, sent to both our and public lists,
   - The world's #1 commercial real estate contact management program to match investors with properties;
   - **Combining high-tech advertising with proven advertising methods**, such as print media.

3. LRS personally puts your property in front of numerous brokers and qualified investors to generate interest for your transaction:

- We give broker presentations at professional commercial real estate broker meetings;
- We qualify and personally contact investors frequently and directly via phone, email, and postal mail using our extensive list of Linsalata Realty Services contacts.

4. LRS skillfully advises and assists you through the negotiation process.

Proven Results through Integrity and Dedication

#1. LRS prepares Professional Property Briefs for you.

LRS employs numerous available online services to gather information such as demographics and to produce the various site plans and maps needed to best present your property to prospective buyers.

Google Earth msn

To view property briefs of current LRS listings, visit www.askLRS.com

Click on Available Properties

Linsalata Realty Services designs professional property briefs to use in marketing your property, including the appropriate of the items listed in the table below.

Professional Property Brief Contents

Cover Page	Demographics
Photo Page	Location Maps
Property Data	Site Plan
Construction Page	Survey Map
Income & Expense Information	Rent Roll
Area Information	Aerial Photos

#2. LRS Capitalizes on Our Cutting-Edge Technology Fluency.

We MATCH investors with your property from our extensive contact list

We notify hundreds of LRS-qualified buyers in several categories about available properties using our **Constant Contact** list developed over the last 15 years. LRS also uses national/international email broadcasting services such as Turnvest, Securitieas1031 and epropertypush.com.

RealNex – The Technology Behind the Deal

This most comprehensive, integrated solution for commercial real estate professionals lets us search with the market, smarter, track and close your deals, manage your campaigns, 3D model your properties and use RealNex AREAS (Area Research, Economics, Analytics and Sites) mapping features.

In addition, we market your property to MILLIONS of WORLDWIDE prospects

Reaching Brokers and Investors with Internet Advertising & Listing Services

We cover the market for your property, using internet listing services and adverting websites.

LIST SELF STORAGE

CIB Commercial Investment Brokers

CoStar GROUP

LoopNet™

EPropertyPush.com

SECURITAS

BREVITAS

CREXI

TURNVEST MARKETERS

For example:

LRS, a premium member of LoopNet, was one of the first users and had one of the first listings on LoopNet, which is now both the largest and the worldwide industry standard for commercial online listings.

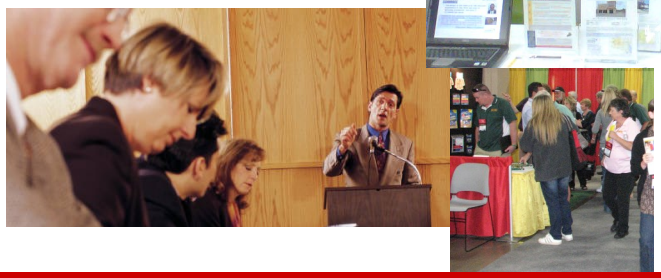
LRS is also a premium member of Crexi which is also a worldwide portal for commercial online listings. Crexi is the commercial real estate industry's fastest-growing marketplace with advanced technology and a data platform dedicated to supporting the CRE industry.

#3. LRS personally puts your property in front of both numerous brokers and qualified investors to generate interest for your transaction.

LRS makes broker presentations of your property at professional commercial real estate broker events

Broker Information Exchange Presentations at:

CTCAR	Central Texas Commercial Association of Realtors
TSSA	Texas Self Storage Association Convention



LRS makes frequent and direct personal contacts to qualified investors on our extensive list of LRS contacts

Personal Presentations to Investors

Local…

National…

International…

Direct personal emails

Direct personal phone calls

Linsalata Realty Services

Proven Results through Integrity and Dedication

Marketing Resources

LRS uses many resources to market Realties. Those currently in use are listed below.

International and nationwide Marketing			
Marketing	**Company**	**Website**	**Description**
Website	Linsalata Realty Services	www.asklrs.com	Linsalata Realty Company website
Website	Loopnet	www.loopnet.com	LoopNet, Inc. is the #1 commercial real estate service online, with more site traffic, more members, and more geographic coverage than any other company.
Website	RealNex	www.realnex.com	RealNex is a commercial real estate technology company focused on providing data management, analytic, and marketing tools
Website	Co-Star	www.costar.com	A top provider of commercial real estate research and information services for property investors and sales professionals in the United States and UK.
Website	Crexi	www.crexi.com	A Commercial Real Estate Exchange
Website	Brevitas	www.brevitas.com	Brevitas was founded as an exclusive marketplace for the acquisition and disposition of commercial real estate assets. Brevitas was built for owners, principals, and brokers who are dissatisfied with traditional methods to acquire and/or sell CRE Assets. Focused on private, open, and off market listings, Brevitas is an international platform that provides security, efficiency, and exposure to qualified investors. Listings reach over 8,000 Global Members.
Website	Total Commercial	totalcommercial.com	Website providing commercial real estate listing information online since 1995. TotalCommercial.com is a full-featured commercial real estate listing service.
Website & List Serve Site	Property Send	propertysend.com	Property Send is a commercial real estate marketplace dedicated specifically to assist subscribed users in sending commercial real estate related email blasts to a national database.
List Serve	Securitas1031 Mail	www.securitas1031.com	The focus of Securitas1031 is to provide 1031 Exchange Investors with an efficient exchange facilitation service focused on achieving the clients' tax saving goals. Emails reach over 10,000 contacts in 45 states and DC with major concentrations in CA, FL, IL and TX. They are mostly active commercial real estate brokers looking to get deals done for their 1031 clients.
List Serve	Constant Contact	constantcontact.com	A private flyer/email blast message sent to Joe's investors list consisting of over 500 active Investors and brokers.
List Serve	CIB - Austin, Dallas, Corpus Christi	www.cib.net	Welcome to the home page of the Commercial Investment Brokers. The CIB serves the commercial Real Estate brokerage community of North Texas, Central Texas and the Gulf Coast area. A listserve is provided for members to post email messages to all members where about 100,000 messages a month are sent out by our members to our members either looking for property or promoting a property for sale/lease.
List Serve	Turnvest Marketers	turnvestmarketers.com	Turnvest Marketers was created with the goal of becoming your one-stop marketing arm for your commercial real estate brokerage. They help with your day to day marketing operations; creating OMs, designing email templates, and optimizing their CRM (Apto, Ascendix, Zoho, and Hubspot) and email marketing tools (Marketo, Mailchimp, Hubspot, Salesforce Marketing Cloud, and Constant Contact).

#4. LRS skillfully advises & assists you through your negotiation process.

You get positive results from transactions conducted with integrity.

We are committed to professionalism and business ethics. Much of our business is repeat business from clients who appreciate how our hard work and high, fair business standards produced a successful end result.

You get a positive process and results from individualized, personal service.

We give your transaction priority treatment:

- We give your real estate needs the diligence and perseverance required for a successful result.
- We stay in touch, and your calls will get prompt, personal attention from us.
- We negotiate your transaction with deal-making skills honed through years of experience.

Comments from our clients' testimonials about LRS closing and negotiating skills.

"used practical insight in getting the deal closed."	*"persevering, attentive to detail, and above all, loyal in all the negotiating process."*
"extremely helpful in resolving issues that arise during the due diligence and sales closing processes of complex transac-tions..."	*"extremely diligent and persistent, always willing to step up and work to push the deal forward... assisted in negotiating a price which equated to... a superior offer;"*
"put forth exceptional efforts in closing the sale, despite all the difficulties. I also ap-preciated your assistance after closing and making the ownership transition as smooth as possible."	*"conducted yourself very professionally, kept us well informed, responded to our inquiries promptly, and never pressured us to make decisions to your benefit"*

Joe's excellence and 20+ years in business bring back buyers and sellers give a robust prospect base.

What are you looking for in your broker? Good advice? Follow-through?

Some comments from buyers we've worked with:

An impressed buyer, from "across the table" when LRS represented the seller... I have bought about 300 storage facilities now, and want to thank you for doing your job and doing it well. Very few brokers stay involved with the transaction once an LOI is executed, but you stayed involved and kept everyone on track; that is uncommon in the brokerage world. ***You consistently went beyond our expectations in your duties and service, which I am sure made this an easy transaction for your Seller.*** *I wish you the best and hope to be able to work with you again soon.*
Pete Williams, President, CEO, Premier Storage Investors

We had the pleasure of engaging Joe Linsalata of Linsalata Realty Services during the purchase of property on the outskirts of Austin, TX. ***Joe worked with our lawyers to make a very complicated real estate transaction possible.*** *Equally important from our point of view,* ***his deep understanding of***

- ***the real estate market,***
- ***its financing, and***
- ***the nature of commercial real estate***

helped us make a series of wise decisions we could not have made without his help.

We have over the years purchased several properties, in Texas and the West Coast, and, ***in our opinion, Joe Linsalata is one of the most capable and thorough professionals working in the field in Texas and elsewhere in the US.***

It has been a pleasure working with Linsalata Realty Services and we hope to be able to use their services in our future transactions. Sergio Palleroni and Margarette Leite, Partners, Palleroni &

Not only have you been extremely effective in providing buying opportunities for our partnership, but ***when I call other brokers, they usually refer me to you. This is a testament to your reputation among your professional colleagues.*** *Thank you for everything that you do for us.* ***Keep up the good work and keep bringing us properties to bid on.*** J. Winston Krause, Officer, KrauseCo LP

For your convenience, more LRS client comments are included in boxes on the following pages.

Both sellers and buyers recommend LRS.

What are you looking for in your broker?
Integrity? Results? Thoroughness? Dedication?

What sellers say about LRS as a broker:

Thanks for all your work selling the property; I know it was a tough sell in tough times! Danny Doering, Executive Vice President, Carlson, Brigance & Doering, Inc

Over the past several years, I have been fortunate to have enjoyed the brokerage services on several occasions of Joe Linsalata of Linsalata Realty Services.

During this time, ***Joe has successfully sold 3 self storage properties for me. Joe has always been diligent and professional in the performance of his services. I am very happy to recommend Joe and his company to any buyer or seller of investment property in Central Texas.*** Glen Novinger, President, Novinger Resources, Inc.

And to remind you of a comment we showed you earlier...
I was thoroughly astonished by the amount of activity that your marketing generated. We were flooded with inquiries and offers from people coast to coast.

I do not know how you accomplished this much traffic in so little time; ***three other brokers*** *in the past tried to market these properties and they* ***created only 1/20th the traffic that you did****.* John S. Muhich, Owner, AAA Self Storage

I have never been involved in a real estate transaction which had so many difficulties to overcome. I am certain that we would not have been able to close the transaction without your hard work and expertise. Michael D. Bohn, Marquis Financial Real Estate Consultants

I have been an active Realtor for more than 25 years. Ralph is an active investor and real estate developer. We have worked with many Realtors. In our opinion, you are at the "top of the list." You have integrity and very impressive work ethics.

Ralph & Joann Faust, Owner, Lone Star Mini Storage, Ingram, TX

For your convenience, more LRS client comments are included in boxes on the following pages.

"I am certain that we would not have been able to close the transaction without your hard work and expertise. I don't think I have been involved in a real estate transaction in which there were so many difficulties to overcome. I was particularly impressed with your optimistic attitude even when moving forward appeared to be impossible."

Michael D. Bohn,
Marquis Financial Real Estate Consultants

Summary List
Sold Properties

This page lists all LRS sales. (Sales details on following pages.) Font color notes LRS' brokerage role(s)
Red: LRS represented Seller Blue: LRS represented Buyer Purple: LRS rep'ed Buyer & Seller

For Property Briefs of current listings: visit www.AskLRS.com. Click on Properties for Sale

Inner Loop Storage
EZ Mart Classen Road
Southwest Military Retail Center
West Avenue Plaza Consignment
De Soto Preferred Storage
Converse Business Place
De Zavala Place
Budget Stor. & Chelsea Row Apart-mts
San Pedro & Vance Jackson Self Stor
3701 Fredericksburg Rd., San Antonio
Storage King FM 1516 Coonverse w/ Storage King Texas Palm Dr.
Culebra Road Shopping Center
American U-Stor Self Storage
Austin Self Storage
A Alpha Storage
Research Blvd Shopping Center
Storage King Crestway
Moore Self Storage
Robinson Rd Self Storage
Saba Center
AAA Storage Hwy 281
Marbach Rd Mini Boat & RV Storage
AAA Storage FM 471
Mini-Stor Self Storage
Plaza Mini Storage
Storage King—Converse
A1– Plaza Mini Offices & Self Storage
Storage King Schertz
Hunters Hill Shopping Center
Storage King Garden Ridge
Evans Road Storage
Addison's Attic Storage Sol'ns SA
Bulldog Storage Del Valle
Flat Rock Self Storage
NWC Bandera Rd & Hillcrest Dr
Wald Road Office Warehouse
One Bandera Plaza
Northwest Storage
Willowbrook Self Storage HOU
Oblate McCullough Store w/ Shop. Ctr
AAA Self Storage IH 35, Austin
Storage King—Converse, TX
Sam Houston Shopping Center
Hometown Storage
Callaghan Corner
Old Pearsall Rd. Shopping Center
AAA Storage, Pharr, TX
AAA Storage, Ayers, Corpus Christi
Hill Country Square
Bresnahan Shopping Center
Action Self Storage Houston
Dungan Storage Warehouse, 1706
Stor Master, Mission TX
FM 78 Retail Center
Granada Self Storage
Judson Business Center
Water Tower Self Storage
Central Self Storage
Crowley Self Storage
AAA Storage Katy
AAA Storage Webster
Carriage Hills Self Storage
Goliad Shopping Center
Lone Star Mini Storage
Best Little Warehouse in Texas
Heights Self Storage
Best Storage Taylor
Best Storage Friendswood
Best Storage West Houston
Babcock Shopping Center
Colonial Shopping Center
Crossway Shopping Center
Leon Creek Shopping Center
Piper's Creek Shopping Center
Timberhill Creek Shopping Center
Village in the Wood Shopping Ctr.
Waterford Square Shopping Center
Tanglewood Self Storage
AAA Storage Cypresswood
AAA Storage Kuykendahl
AAA Storage FM 1488
AAA Storage Louetta
AAA Storage Stuebner Airline
AAA Storage Buda

Proven Results through Integrity and Dedication

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Live Oak Shopping Center
Abrams Retail Center
Best Storage San Marcos
Best Storage Lockhart
Best Storage Bastrop
Best Storage Dripping Springs
AAA Storage (Pearland)
Prime Self-Storage
6104 S. 1st. Street
AAA Bee Caves
Williamsburg Village
Crosscreek Shopping Center
American Business Park
Hill Country Square
Oyster Creek
Hildebrand Center
South Presa Center
Attic Space Loop 410
Village Oaks Shopping Center
De Chantle Shopping Center
Fredericksburg N. Shopping Center
10704 Perrin Beitel
Attic Space—General McMullen
International Plaza—Sold Twice
Sheridan Square
Attic Space—Blanco Rd.
Attic Space—Laredo St.
Pavilion at Castle Hill
Schertz Retail Center
Mayfield Office Center
106 Goliad Shopping Center

Storage Plus
734 Carrier Parkway—Office Bldg
West University Professional Center
Mursch Center
170 Edwards Dr—Office Warehouse
AAA Storage — Hwy 290 West
Prime Self Storage
Oak Hill Center
2103 Goliad Shopping Center
EZ Pawn
Village Square Shopping Center
Brushy Creek Shopping Center
Top Hand Mobile Home Park
Woodstone Center—Sold Twice

12734 Tanner Rd
14845 Nacogdoches Shopping Ctr
Oak Plaza Shopping Center
Kalamar Building
North Brooke Center—Sold Twice
Blossom Center
Albertsons Retail Strip Center
Crown Pointe Shopping Center
El Salido Center
Quail Creek—Sold Twice
Federated Financial Building
Top Hat Storage
Lakeway Plaza
Churchhill Place Shopping Center
Horn Plaza
8910 Research Blvd.
Timberwood Center
Williamsburg Village
Green Ridge Business Park
Summit Plaza
AAA Mini Storage-Cargo Rd.
NE Loop 410 Plaza
Babcock Plaza
Access Mini Storage
Highland Plaza
Vespero Shopping Center
Waterford Plaza
Northwest Storage
Petco
West University Professional Center

Proven Results through Integrity and Dedication

"Joe enabled me to reach my objective with time to spare. I recommend him in all real estate matters without reservations."

Clifford Abrams
Attorney at Law

Sold Properties

Inner Loop Storage
1301 N.E. Inner Loop Road
Georgetown, TX 78626
Represented the Seller
Asking Price $3,400,000
Date Sold - January 15, 2021
Size: 292 units & 20 parking / 46,320 SF
2.25 acres of undeveloped land

Storage

Storage

"Joe enabled me to reach my objective with time to spare. I recommend him in all real estate matters without reservations."

Clifford Abrams
Attorney at Law

Sold Properties

EZ Mart Classen Road
15705 Classen Road
San Antonio, TX 78247
Represented the Seller
Asking Price: $ 1,225,000
Date Sold: 10/30/2020
Size: 3,400 sqft / Single Tenant Building

Southwest Military Retail Center
1121 Southwest Military
San Antonio, TX 78221
Represented the Seller
Asking Price: $ 1,050,000
Date Sold: 09/01/2020
Size: 7,150 sqft / Strip Center Occupied by Four Tenants

West Avenue Plaza Consignment Store
11345 West Avenue
San Antonio, TX 78213
Represented the Seller
Asking Price: $ 625,000
Date Sold: 07/15/2020
Size: 5,000 sqft / Retail Building—One Tenant

De Soto Preferred Storage
601 S. I 35 East Service Rd.
De Soto, TX 75115
Represented the Seller
Asking Price: $ 2,000,000
Date Sold: 11/14/2019
Size: 225 units / 29,375 SF

Converse Business Lane
9310 Converse Business Lane
Converse, TX 78109
Represented the Seller
Asking Price: $ 650,000
Date Sold: 11/01/2019
Size: 8,600 sqft / .648 AC

"Joe enabled me to reach my objective with time to spare. I recommend him in all real estate matters without reservations."

Clifford Abrams
Attorney at Law

Sold Properties

De Zavala Place
4949 De Zavala Road
San Antonio, TX 78249
Represented the Seller
Asking Price: $ 1,600,000
Date Sold: 9/23/2019
Size: 5 Tenants - 7684 SF, .4477 acres

Budget Storage & Chelsea Row Apartmts
12555 South Dairy Ashford Road
Houston, TX 77099
Represented the Seller
Asking Price: $ 3,300,000
Date Sold: 5/1/2019
Size: 169 units and 24 apartments / 39,100 SF

San Pedro Self Storage
1571 Contour Dr, San Antonio, TX 78212
Vance Jackson Self Storage
1030 Vance Jackson Rd., San Antonio, TX 78201
Represented the Seller
Asking Price: $ 3,750,000 (both properties)
Date Sold: 4/11/2019
Size: 425 units - 60,854 SF

3701 Fredericksburg Road, San Antonio
3701 Fredericksburg Road
San Antonio, TX 78201
Represented the Seller
Asking Price: $ 975,000
Date Sold: 11/29/2018
Size: 5 Tenants - 8433 SF

"I was very impressed with the information Joe was able to relay through his listings. The listings were thorough and presented from the perspective of someone who had been in the business for many years.

After our own facility reached maturity, I began working with Joe on listing our own property. ! was amazed how much time and detail he put into it., including several trips. When our facility finally went on the market, we had a strong offer in less than 24 hours. This is because of Joes' reputation, strong character and the network he has built over many years.

From the time the property was under contract to closing, Joe was there for help and questions. He mediated the process very well. We actually closed before the scheduled deadlines.

I have and will continue to recommend Joe and the LRS team to anyone I know. I plan on working with Joe in the future and could not be more satisfied with my experience.

Thanks Joe!"

J. Todd White

Addison's Attic Storage Solutions

Sold Properties

Storage King 1516 Converse
5550 FM 1516 N.
Converse, TX 78109
Represented the Seller
Date Sold: 11/16/2018

Sold Together: Asking Price: $6,800,000
Size: The combined gross building area for both properties is 131,660 SF, the combined non-climate control units –539 and over 300 parking spaces.

Storage King Texas Palm
4510 Texas Palm Dr.
Converse, TX 78109
Represented the Seller
Asking Price: (see above item)

Culebra Road Shopping Center
8121 Culebra Rd.
San Antonio, TX 78251
Represented the Seller
Asking Price: $ 1,300,000
Date Sold: 6/14/2018
Size: 10 units / 14,450 SF/ 1.37 AC

American U-Stor Self Storage
2020 W Pioneer Pkwy & 2101 W Arkansas Ln
Pantego, TX 76013
Represented the Seller
Asking Price: $ 5,000,000
Date Sold: 5/17/2018
Size: 863 units - 4 office/warehouse—1 rental apartment 93,000 SF leasable / ±4.40 Acres

"Joe was very thorough and competent throughout our relationship. He and his staff were always on top of every step of the sale process. Joe was dependable and professional and represented our mutual interests at all times to move the sale along to closure. I highly recommend Joe for his knowledge and persistence in getting us through the stages of the sale. He anticipates the opportunities and the problems that we might encounter and comes up with solutions before they become impediments.

Joe has been politely persistent in maintaining contact with me over the years. He came to me when the time was right and he managed the offer and sale of my property with practiced ease.

I would recommend Joe to anyone who has an interest in selling or obtaining commercial real estate properties. He is the best."

Jim Gaines

Gaines Properties

Sold Properties

Austin Self Storage
1409 West Oltorf
Austin, TX 78704
Represented the Seller
Asking Price: undisclosed
Date Sold: 1/10/2018
Size: 196 units +hardware store + billboard/ 25,560 SF / 1.51 AC

A Alpha Storage
7007 &7011 Walzem Rd.
San Antonio, TX 78239
Represented the Seller
Asking Price: $ 2,450,000
Date Sold: 8/22/2017
Size: 192 units +75 outside prkg + warehouse/ 29,400 SF / ±4.632 AC

Research Boulevard Shopping Center
10348 Research Blvd.
Austin, TX 78750
Represented the Seller
Asking Price: $1,100,000
Date Sold: 7/20/2017
Size: 3 units / 6108 SF/ ±.403AC

Storage King Crestway
6517 Crestway Dr.
San Antonio, TX 78239
Represented the Seller
Asking Price: $ 1,100,000
Date Sold: 5/19/2017
Size: 138 units / 18,018 SF / 3.73 AC

Moore Self Storage
17812 Interstate 37 S.
Elmendorf TX 78112
Represented the Buyer
Asking Price: $ 895,000
Date Sold: 11/22/2016
Size: 69 units / 22,230 SF/ 2.126 AC

Comments from an impressed buyer, who was not even an LRS client

"I have bought about 300 storage facilities now, and want to thank you for doing your job and doing it well. Very few brokers stay involved with the transaction once an LOI is executed, but you stayed involved and kept everyone on track; that is uncommon in the brokerage world. ***You consistently went beyond our expectations in your duties and service, which I am sure made this an easy transaction for your Seller.*** *I wish you the best and hope to be able to work with you again soon."*

Pete Williams
President, CEO,
Premiere Storage

Sold Properties

Robinson Road Self Storage
1102 Enterprise St.
Grand Prairie, TX 75051
Represented the Seller
Asking Price: $ 3,900,000
Date Sold: 6/01/2016
Size: 583 units / 76,100 sq ft GBA / 4.425 AC

Saba Center
9112 Anderson Mill Rd.
Austin, TX 78729
Represented the Seller
Asking Price: $ 3,600,000
Date Sold: 5/31/2016
Size: 18,780 sqft/ Bldg A 9,880 B 8,165 / 1.727 AC

AAA Storage Hwy 281
27904 Highway 281
San Antonio, TX 78260
Represented the Seller
Asking Price: $ 5,450,000
Date Sold: 5/26/2016
Size: 537 units / 74,320 sq ft GBA / 4.54 AC

Marbach Rd Mini Boat & RV Storage
9975 Marbach Rd
San Antonio, TX 78245
Represented the Seller
Asking Price: $ 1,600,000
Date Sold: 5/04/2016
Size: 320 units / 46,071 sq ft GBA / 6.84 AC

AAA Storage FM 471
15110 FM 471
San Antonio, TX 78253
Represented the Seller
Asking Price: $ 3,910,000
Date Sold: 05/02/2016
Size: 442 units / 54,225 sq ft GBA / 5.35 AC

"Joe Linsalata represented our company in the sale of our self storage facility in April of 2016. We really enjoyed working with Joe as he was always very professional, treated us with great respect and was always available to answer any questions or concerns. He and his assistant Paula were completely involved in the sales process from beginning to end.

I would highly recommend Joe for any real estate representation."

E. Miles Wilson III
President,
San Antonio Wilson Companies, Inc.

Sold Properties

Mini-Stor Self Storage
1018 Patricia Dr.
San Antonio, TX 78213
Represented the Seller
Asking Price: $ 1,988,962
Date Sold: 05/02/2016
Size: 435 units / 46,860 sq ft GBA / 3.254 AC

Plaza Mini Storage (+ billboard)
2507 Goliad Dr.
San Antonio, TX 78223
Represented the Seller
Asking Price: $ 4,530,000
Date Sold: 03/18/2016
Size: 399 units / 46,445 sq ft GBA / 2,29 AC

Storage King—Converse
8874 FM 1976
Converse, TX 78109
Represented the Seller
Asking Price: $ 3,040,000
Date Sold: 03/16/2016
Size: 197 units / 44,050 sq ft GBA / 6.29 AC

A1-Plaza Mini Offices & Self Storage
8034 Culebra Road
San Antonio, TX 78251
Represented the Seller
Asking Price: $ 4,330,000
Date Sold: 03/16/2016
Size: 405 units / 64,235 sq ft GBA / 4.16 AC

Storage King Schertz
9482 FM 1518
Schertz, TX 78154
Represented the Seller
Asking Price: $ 3,000,000
Date Sold: 03/11/2016
Size: 206 units / 58,425 sq ft GBA / ±4 AC

"Any time I have a need to buy or sell commercial income property in Austin, I will think of Joe."

Glen Novinger
Novinger Resources, Inc.

Sold Properties

Hunters Hill Shopping Center
2313 NW Military Hwy
San Antonio, TX 78231
Represented the Seller
Asking Price: $2,800,000
Date Sold: 02/18/16
Size: 23,800 sq ft GBA

Storage King Garden Ridge
9384 Schoenthal Road
Garden Ridge, TX 78266
Represented the Seller
Asking Price: $ 2,000,000
Date Sold: 01/22/2016
Size: 155 units / 29,050 sq ft GBA / 5.33 + 2 AC

Evans Road Storage
7858 Evans Road
San Antonio, TX 78266
Represented the Seller
Asking Price: $ 2,200,000
Date Sold: 01/21/2016
Size: 310 units / 33,400 sq ft GBA / 4.88 AC

Addison's Attic Storage Solutions
14130 Old FM 471
San Antonio, TX 78253
Represented the Seller
Asking Price: $ 2,400,000
Date Sold: 11/05/15
Size: 215 units / 27,800 sq ft GBA / 5.004AC

Bulldog Storage Del Valle
5280 Highway 71 East
Del Valle, TX
Represented the Seller
Asking Price: $ 1,800,000
Date Sold: 05/13/15
Size: 377 units / 55,460 sq ft GBA / 6.399 AC

"I have just completed a sale on a self-storage project where Joe Linsalata acted as the Buyers agent and I represented the Seller. It is always a pleasure working with Joe, whether we are on the same side of a transaction or are representing different parties. Joe knows his business, especially the self-storage business. I would have Joe represent me if I had a real estate transaction to accomplish"

J. Erwin Lewis
Commercial Real Estate Broker

Sold Properties

Flat Rock Self Storage
9409 China Spring Rd.
Waco, TX 76708
Represented the Seller
Asking Price: $ 2,491,500
Date Sold: 01/22/15
Size: 517 units / 65,974 sq ft GBA / ±16.76 AC

NWC Bandera Rd & Hillcrest Dr
1628 Bandera Rd, Hillcrest Dr
San Antonio, TX 78228
Represented the Buyer
Asking Price: $585,000
Date Sold: 01/15/15
Size: 5,646 sq ft GLA

Wald Road Office Warehouse
1379 Wald Rd.
New Braunfels, TX 78132
Represented the Seller
Asking Price: $ 585.000
Date Sold: 11/26/14
Size: 6 units / 11,500 sq ft GBA / .8300 AC

One Bandera Plaza
5720 E. Bandera Rd, NW Loop 410
San Antonio, TX
Represented the Buyer
Asking Price: $3,876,075
Date Sold: 11/07/14
Size: 39,181 sq ft GLA / 2,397 AC

Northwest Storage IH 35
1211 Northwest Blvd., Georgetown, TX 78628
Representing the Seller
Asking Price: $1,350,000
Date Sold: 10/31/14
Size GBA—26,750 SQFT/ 1.4 acres / 173 units

Linsalata Realty Services

Affirmation from the other side of the transaction

"We recently completed a successful closing with Joe Linsalata of Linsalata Realty Services. While this deal had its challenges, Joe was an effective and responsive broker from the very beginning. ***He successfully represented the seller's interests while ensuring that we, as the buyer,*** *had all the essential information we needed.*

Throughout the due diligence process, Joe was essential in creating a line of communication between the seller and the buyer, ensuring that items were delivered in a timely fashion. On multiple occasions, he helped effectively navigate around areas of uncertainty or disagreement between the buyer and the seller. Joe is one of the best brokers we work with; we look forward to doing additional business with him in the future."

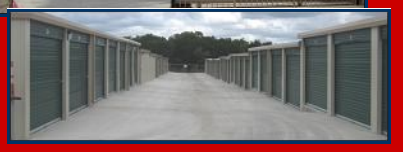
A. Starke Taylor, III
Watson & Taylor Management, Inc.

Sold Properties

Williwbrook Self Storage
9250 Mills Rd., Houston, TX 77070
Representing the Seller
Asking Price: $2,000,000
Date Sold: 9/10/14
Size GBA—54,330 SQFT/ 2.65 acres, 366 units

Oblate McCullough Store & Shop. Ctr
7551 McCullough Ave.
San Antonio, TX 78216
Represented the Seller
Asking Price: $900,000
Date Sold: 8/8/14
Size: ±8313 net leasable sq ft/ 8292 gross sq ft

AAA Self Storage IH 35
10707 IH35 North, Austin, TX 78753
Representing the Seller
Asking Price: $6,090,000
Date Sold: 6/23/14
Size GBA—76-936 SQFT/ ±4.3 acres, 644 units



Storage King — Converse
8874 FM 1976, Converse, TX 78109
Representing the Seller
Asking Price: $1,675,000
Date Sold: 1/29/14
Size GBA—44,750 SQFT/ 6.29 acres, 153 units

Sam Houston Shopping Center
563 Eleanor Ave,
San Antonio, TX
Representing the Seller
Date Sold: 1/28/14
Size GBA—9602 SQFT/ +/- .80 acres

"Joe Linsalata was the broker representing me in the purchase of a $1.5M self-storage property. A ***significant amount of negotiation*** *among seller, buyer, and lending institution and a related investment trust* ***added to the transaction's complexity****.*

Joe Linsalata ***offered suggestions*** *along the way* ***that were helpful and productive to reconcile the differences*** *among parties.*

He was very ***professional****, extremely* ***responsive****, and demonstrated his* ***character*** *and* ***competency*** *to work through issues and* ***facilitate reaching a transaction that worked for all parties*** *involved.*

After the transaction was complete*, Joe stayed in close contact with the buyer and seller in order to ensure that both parties were satisfied; he* ***facilitated working out any post closing issues until they were resolved in full."***

I recommend Joe to anyone considering buying or selling a commercial property.

Val Gregory
Owner,
Action Self Storage

Sold Properties

Hometown Storage
401 West 21st Street
Georgetown, TX 78626
Represented the Seller
Asking Price: $1,675,000
Date Sold: 01/13/14
Size: 32,795 leasable SF, 290 total units

Callaghan Corner
8002 Callaghan Road
San Antonio, TX 78230
Represented the Seller
Asking Price: $1,425,000
Date Sold: 12/16/13
Size: .697 acres / 6,289 sq ft

Old Pearsall Rd. Shopping Center
6388 Old Pearsall Road
San Antonio, TX 78242
Represented the Buyer
Asking Price: $2,265,000
Date Sold: 6/10/13
Size: 10,012 SF

AAA Self Storage Exp 281 Pharr
4007 North Cage (Expressway 281)
Pharr, TX 78577 Rio Grande Valley)
Represented the Seller
Asking Price: $4,100,000
Date Sold: 3/28/13
Size: 4.35 Acres, NRA 90,060, 622 total units

AAA Self Storage Ayers (Corpus Christi)
15560 Ayers Street
Corpus Christi, TX 78415
Represented the Seller
Asking Price: $5,560,000
Date Sold: 11/2/12
Size: 117,358 leasable SF, 803 total units

"Thanks for your excellent work handling the sale of my storage facility in Grand Prairie, TX. Your patience and perseverance really paid off. You did a fantastic job handling all of the Buyer issues as they popped up.

Your hard work is very much appreciated."

Craig Lipton
Maven Investments

Sold Properties

Hill Country Square
9 Tenant Retail Center
San Antonio, TX 78260
Represented the Seller
Asking Price: $925,000
Date Sold: 10/26/12
Size: GBA—7,128

Bresnahan Shopping Center
8806-8826 Bandera Road
San Antonio, TX
Represented the buyer
Asking Price: $1,850,000
Date Sold: 09/28/12
Size: 1.33 acres / 10,845 sq ft

Action Self Storage Houston
7007 S. Lake Houston Pkwy
Houston, TX 77049
Represented the Seller
Asking Price: $1,500,000
Date Sold: 09/07/12
Size: 2.55 Acres / 449 non-CC units

Dungan Storage Warehouse
1706 Dungan Lane
Austin, TX 78574
Represented the Seller
Asking Price: $515,000
Date Sold: 6/28/12
Size: 13,200 sq ft, 1.55 acres / 20 units

Stor Master Self Storage
2545 East Griffin Pkwy
Mission, TX 78572
Represented the Seller
Asking Price: $3,800,000
Date Sold: 5/3/12
Size: GBA—81,730SF / 600 units/+55 parking units

"This is a letter of recommendation and thanks to Joe Linsalata for his extraordinary help and assistance… in the sale of a property in San Antonio, TX. The sale was completed only because of his hard work, dynamic personality, professional attitude, and contacts. His professionalism, honesty, and ability to negotiate with various entities are exceptional. We recommend Joe highly for anyone interested in buying or selling any commercial property in the United States. We certainly will never use anyone else in our real estate dealings in the future."

James Krempen, Sunbelt Ventures & John F. Krempen, MD, LRS Client

Even the buyer in the transaction, not an LRS client, sent a testimonial, stating:

"Thank you so much for the great work on … an extremely challenging deal . I appreciate your perseverance and dedication to getting this deal closed. I look forward to our next transaction."

Douglas Hodge, President Republic Commercial Properties

Sold Properties

FM 78 Retail Center

6620 FM 78
San Antonio, 78244
Represented the buyer
Asking Price: $1,100,000
Date Sold: 01/13/12
Size: .505 acres / 6427 sq ft

Granada Self Storage

201 W. Stassney Lane
Austin, TX
Represented the buyer
Asking Price: $2,500,000
Date Sold: 11/10/11
Size: 2.46 acres / 49,200 sq ft / 867 total units

Judson Business Center

13777 Judson Rd.
San Antonio, TX 78233
Represented the seller
Asking Price: $1,650,000
Date Sold: 8/25/11
Size: 1.94 acres, 22,850 SF, seller's calculation

Water Tower Self Storage

945 West new Hope Drive
Cedar Park, TX 78613
Represented the Buyer
Asking Price: $2,750,000
Date Sold: 6/15/11
Size: 4.0 acres, 55,440± SF, 385 total units

Central Self Storage

1102 Enterprise Street
Grand Prairie, TX 75051
Represented the Seller
Asking Price: $1,300,000
Date Sold: 10/12/10
Size: 4.425 acres, 76,100 SF, 607 total units

"Joe Linsalata of Linsalata Realty Services did an outstanding job delivering a large retail portfolio to our company. His professionalism, attention to detail, and follow through were excellent. I highly recommend Joe as a real estate broker who will complete the transaction"

David Hetherington
President HK Capital, LLC

"It was a pleasure working with Joe on the listing and sale of my property in Bastrop, TX. He did a great job."

Leon Thompson

Sold Properties

Crowley Self Storage
1904 FM Road 1187 Bypass
Crowley, TX 76036
Represented the Buyer
Asking Price: $485,000
Date Sold: 8/8/10
Size: 98 storage units and 4 large flex units

AAA Self Storage Webster (Houston)
18211 HWY 3
Webster, TX 77598
Represented the Seller
Asking Price: $5,250,000
Date Sold: 5/20/10
Size: 106,758 leasable SF, 653 total units

AAA Self Storage Katy (Houston)
24620 Franz Rd
Houston, TX 77494
Represented the Seller
Asking Price: $2,990,000
Date Sold: 5/20/10
Size: 56,175 SF NLA, 418 total units

Carriage Hills Self Storage
1212 West Whitestone Blvd./FM 1431
Cedar Park,
Represented the Seller
Asking Price: $1,000,000
Date Sold: 2/3/10
Size: 26,300 SF

Goliad Shopping Center
106 Goliad Road
San Antonio, TX 78223
Represented the Buyer
Asking Price: $1,000,000
Date Sold: 8/19/09
Size: 26,075 SF ~ 2.086 acres

"... I just wanted to thank you for the job well done. Your professionalism and knowledge of the market were invaluable to me. Also, I appreciate your 'above board' efforts during this transaction. Certainly we look forward to the opportunity to work with you again."

Michael Schwarzbach
VP—Acquisitions
H&S Realty Investors, LLC

Sold Properties

Lone Star Mini Storage
2830 Junction Highway
Ingram, TX 78025
Assisted the Seller
Asking Price: $1,765,000
Date Sold: 8/10/09
Size: 48,775 SF

Best Little Warehouse in Texas
2410 SW Loop 410
San Antonio, TX 78227
Represented the Seller
Asking Price: $1,425,000
Date Sold: 12/29/08
Size: 45,050 SF

Heights Self Storage
700 Indian Trail
Harker Heights, TX 76548
Represented the Seller
Asking Price: $3,050,000
Date Sold: 11/13/08
Size: 59,726 SF

Best Storage Taylor
3706 North Main
Taylor, TX 76574
Represented the Seller
Asking Price: $2,000,000
Date Sold: 09/16/08
Size: 50,568 SF

Best Storage Friendswood
3500 FM 528
Friendswood, TX 77546
Represented the Seller
Asking Price: $5,500,000
Date Sold: 12/21/07
Size: 75,660 SF

"Joe's combination of technological expertise and real estate experience gives him a unique advantage over other brokers."

John Muhich
Owner

AAA Self Storage

Sold Properties

Best Storage West Houston
5825 Barker Cypress Rd.
Houston, TX 77084
Represented the Seller
Asking Price: $4,500,000
Date Sold: 12/21/07
Size: 84,592 SF

Babcock Shopping Center
8840 Huebner
San , TX 78240
Represented the Seller
Date Sold: 12/17/07
Size: 28,716 SF (Entire portfolio = 461,766)

Colonial Shopping Center
2510 Nacogdoches
San Antonio, TX 78238
Represented the Seller
Asking Price: $16,750,000 (Entire Portfolio)
Date Sold: 12/17/07
Size: 44,987 SF (Entire portfolio = 461,766)

Crossway Shopping Center
6812 Bandera Rd.
San Antonio, TX 78238
Represented the Seller
Asking Price: $16,750,000 (Entire Portfolio)
Date Sold: 12/17/07
Size: 60,553 SF (Entire portfolio = 461,766)

Leon Creek Shopping Center
6800 Huebner
San Antonio, TX 78238
Represented the Seller
Asking Price: $16,750,000 (Entire Portfolio)
Date Sold: 12/17/07
Size: 141,484 SF (Entire portfolio = 461,766)

"Linsalata Realty represented us in the sale of the Live Oak Center. Mr. Linsalata provided exemplary service to the seller and fetched a price very close to the asking price. The sale went smoothly (including the 1031 exchange."

John Ripley President

Texas PMR, Inc., and Bion Construction

Sold Properties

Piper's Creek Shopping Center

7870 Culebra Rd.
San Antonio, TX 78266
Represented the Seller
Asking Price: $16,750,000 (Entire Portfolio)
Date Sold: 12/17/07
Size: 31,416 SF (Entire portfolio = 461,766)

Timberhill Creek Shopping Center

5251 Timberhill
San Antonio, TX 78238
Represented the Seller
Asking Price: $16,750,000 (Entire Portfolio)
Date Sold: 12/17/07
Size: 22,383 SF (Entire portfolio = 461,766)

Village in the Wood Shopping Ctr.

8100 Tezel Rd.
San Antonio, TX 78250
Represented the Seller
Asking Price: $16,750,000 (Entire Portfolio)
Date Sold: 12/17/07
Size: 64,495 SF (Entire portfolio = 461,766)

Waterford Square Shopping Center

4242 Thousand Oaks
San Antonio, TX 78217
Represented the Seller
Asking Price: $16,750,000 (Entire Portfolio)
Date Sold: 12/17/07
Size: 67,732 SF (Entire portfolio = 461,766)

Tanglewood Self Storage

9910 Slaughter Creek Dr.
Austin, TX
Represented the Seller
Asking Price: $6,750,000
Date Sold: 10/10/07
Size: 122,950 SF

"In 1999, Joe was instrumental in finding an outstanding retail property as a 1031 replacement property for my husband and me, and was a key player in securing an investor group that closed on the property in 2006 at a substantial increase in value.

In 2004, Joe helped me secure the purchase of a self storage property for a limited family partnership.

Joe has always been extremely helpful in resolving issues that arise during the due diligence and sales closing processes of complex transactions, including those which involve IRC Section 1031 exchanges.

I recommend Joe Linsalata highly."

Jacqueline D. Guevara

El Paso, TX

Sold Properties

AAA Storage Cypresswood
23503 Cypresswood Dr..
Spring, TX 77373
Represented the Seller
Asking Price: $3,040,000
Date Sold: 10/03/07
Size: 59,936 SF

AAA Storage Stuebner Airline
18110 Stuebner Airline Rd.
Spring, TX 77379
Represented the Seller
Asking Price: $2,560,000
Date Sold: 10/03/07
Size: 54,062 SF

AAA Storage Kuykendahl
23222 Kuykendahl Rd.
Tomball, TX 77375
Represented the Seller
Asking Price: $3,970,000
Date Sold: 10/03/07
Size: 77,504 SF

AAA Storage FM 1488
9720 FM 1488
Magnolia, TX 77354
Represented the Seller
Asking Price: $3,690,000
Date Sold: 10/03/07
Size: 79,552 SF

AAA Storage Louetta
11555 Louetta Rd.
Houston, TX 77070
Represented the Seller
Asking Price: $3,120,000
Date Sold: 10/03/07
Size: 56,521 SF

"Joe's patience was above and beyond what was expected. We are grateful for the up front—straight forward style"

Bob Jacobson

The Hoenig Family Partnership

Sold Properties

AAA Storage Buda

227 Park 3 Cove N
Buda, Texas
Represented the Seller
Asking Price: $2,480,000
Date Sold: 08/07/07
Size: 53,098 SF

Live Oak Center

8141 Village Oak
Live Oak, Texas
Represented the Seller
Asking Price: $1,620,000
Date Sold: 07/2/07
Size: 18,835 SF

Abrams Retail Center

7654 FM 78
San Antonio, Texas
Represented the Seller
Asking Price: $1,000,000
Date Sold: 06/20/07
Size: 9,640 SF

Best Storage San Marcos

2409 IH-35 South
San Marcos, Texas
Represented the Seller
Asking Price: $1,400,000
Date Sold: 05/11/07
Size: 29,846SF

Best Storage Lockhart

1414 South Colorado St.
Lockhart, Texas
Represented the Seller
Asking Price: $1,700,000
Date Sold: 05/11/07
Size: 42,896 SF

"We found Joe to be persevering, attentive to detail, and above all, loyal in all the negotiating process."

Albert Abdo President

La Salsa Fresh Mexican Grill

Sold Properties

Best Storage Bastrop

770 Highway 71 West
Bastrop, Texas
Represented the Seller
Asking Price: $2,700,000
Date Sold: 05/11/07
Size: 52,550 SF

Best Storage Dripping Springs

26552 Ranch Road 12
Dripping Springs, Texas
Represented the Seller
Asking Price: $2,250,000
Date Sold: 04/12/07
Size: 54,200 SF

AAA Storage Pearland

225 CR 129
Pearland, Texas
Represented the Seller
Asking Price: $3,310,000
Date Sold: 02/27/07
Size: 97,360 SF

Prime Self-Storage

21400 IH 35
Kyle, Texas
Represented the Seller
Asking Price: $1,400,000
Date Sold: 02/26/07
Size: 40,350 SF

6104 S. 1st. Street

6104 S. 1st Street
Austin, Texas
Representing the Buyer
Asking Price: $675,000
Date Sold: 12/15/06
Size: 7000 SF

"Throughout the transaction, Joe put forth exceptional efforts in closing the sale, despite all the difficulties.

I also had great appreciation for Joe's assistance after closing and making the ownership transition as smooth as possible.

Please keep me in mind for future real estate investments."

John Ed Stepan

Hildebrand Center

Sold Properties

AAA Bee Caves Storage

18414 Hwy 71 West
Spicewood Springs, Texas
Represented the Seller
Asking Price: $4,010,000
Date Sold: 11/20/06
Size: 73,763 SF

Williamsburg Village

3010 Williams Dr.
Georgetown, Texas
Represented the Seller
Asking Price: $8,000,000
Date Sold: 8/31/2006
Size: 106,403 SF

Crosscreek Shopping Center

8004 Crosscreek
San Antonio, Texas
Represented the Seller
Asking Price: $1,100,000
Date Sold: 6/30/2006
Size: 20,063 SF

American Business Park

1416 West Highway 71
Bastrop, Texas
Represented the Seller
Asking Price: $1,950,000
Date Sold: 6/12/06
Size: 12,6000 SF

Hills Country Square

8103 – 8127 Culebra
San Antonio, Texas
Represented the Seller
Asking Price: $710,000
Date Sold: 6/09/06
Size: 6,960 SF

"Joe's guidance in selling our property in Castle Hills was invaluable and produced a result that was both fair and equitable for both parties."

Ruben M. Trevino
President

MCM

MDM Development LLC

Sold Properties

Oyster Creek

145 Oyster creek
Lake Jackson, Texas
Represented the Buyer
Asking Price: $3,200,000
Date Sold: 5/25/06
Size: 31,874 SF

South Presa Center

2602-2620 South Presa
San Antonio, TX
Represented the Buyer
Asking Price: $1,000,000
Date Sold: April 24, 2006
Size: 21,335 SF

Hildebrand Center

803 Hildebrand
San Antonio, TX
Represented the Buyer
Asking Price: $800,000
Date Sold: April 6, 2006
Size: 6,240 SF

Attic Space Loop 410

5601 NW Loop 410
San Antonio, TX
Represented the Seller
Asking Price: $1,000,000
Date Sold: Nov. 10, 2005
Size: 38,775 SF

Village Oaks Shopping Center

Loop 1604 @ Pat Booker Rd.
Live Oak, TX
Represented the Seller
Asking Price: $1,650,000
Date Sold: August 30, 2005
Size: 22,907 SF

"You were referred to us by Louis Howard, for whom you helped sell a shopping center in Austin. He has bought and sold many high dollar properties and said you not only had the right words, you followed through with the right actions. We have found that to be true."

Ralph & Joann Faust
Lone Star Mini Storage, Ingram, TX

Sold Properties

De Chantle Shopping Center
3655 Fredericksburg Rd.
San Antonio, TX
Represented the Buyer
Asking Price: $5,250,000
Date Sold: July 5, 2005
Size: 65,787 SF

Fredericksburg North Shopping Cntr
8100 Fredericksburg Rd.
San Antonio, TX
Represented the Buyer
Asking Price: Sold with Property above.
Date Sold: July 5, 2005
Size: 65,787 SF

10704 Perrin Beitel
10704 Perrin Beitel
San Antonio, TX
Represented the Buyer
Asking Price: $550,000
Date Sold: July 1, 2005
Size: 15,500 SF

Attic Space Mini Storage
421 General McMullen
San Antonio, TX
Represented the Seller
Asking Price: $5,220,000
Date Sold: May 20, 2005
Size: 100,000 SF

International Plaza (sold twice)
13032 Nacogdoches
San Antonio, TX 78247
Represented the Seller
Asking Price: $2,000,000
Date Sold: May 13, 2005
Size: 33,840 SF

"He takes a serious attitude and is very persistent especially in meeting deadlines. I found him conscientious and ethical in all his dealings"

Jerry Berez

International Reality Group

Sold Properties

Sheridan Square
14910 Nacogdoches
San Antonio, TX 78247
Represented the Seller
Asking Price: $950,000
Date Sold: May 6, 2005
Size: 10,034 SF

Attic Space Mini Storage
5149 Blanco Road
San Antonio, TX
Represented the Seller
Asking Price: $2,607,000
Date Sold: April 29, 2005
Size: 48,130 SF

Attic Space Mini Storage
2155 Laredo St.
San Antonio, TX
Represented the Seller
Asking Price: $2,509,000
Date Sold: April 29, 2005
Size: 46,510 SF

Pavilion at Castle Hill
1931 N.W. Military Highway
San Antonio, TX
Represented the Seller
Asking Price: $3,100,000
Date Sold: February 24, 2005
Size: 28,441 SF

Schertz Retail Center
904 FM 3009
Schertz, TX
Represented the Seller
Asking Price: $500,000
Date Sold: Jan 10, 2005
Size: 2800

"I appreciate Joe's honesty and the above-board way in which he does business."

Pat Gardner

Dutch Boy Cleaners

Sold Properties

Mayfield Office Center
701 First Street
Marble Falls, TX
Represented the Seller
Asking Price: $825,000
Date Sold: Dec 21, 2004
Size: 18,420

106 Goliad Shopping Center
106 Goliad Rd
San Antonio, TX
Represented the Seller
Asking Price: $795,000
Date Sold: March 4, 2004
Size: 26,075

Storage Plus
4401 Williams Dr.
Georgetown, TX
Represented the Seller
Asking Price: $950,000
Date Sold: Jan 14, 2004
Size: 19,700 SF

734 Carrier Parkway
Grand Prairie, TX
Represented the Buyer
Asking Price: $3,240,000
Date Sold: Jan. 13, 2004
Size: 26,600 SF

West University Professional Center
950 West University Avenue
Georgetown, TX
Represented the Buyer
Asking Price: $1,600,000
Date Sold: Jan 5, 2004
Size: 15,840 SF

"The sales went as smoothly as I could have imagined. I look forward to working with Joe again in the future."

Bryan Kastleman

Kastleman & Associates

Sold Properties

Mursch Center
6132 Bandera Rd
San Antonio, TX
Represented the Seller
Asking Price: $1,100,000
Date Sold: Dec 10, 2003
Size: 11,196

170 Edwards Dr
Kyle, TX
Represented the Buyer
Asking Price: $405,000
Date Sold: Aug 28, 2003
Size: 6,000

AAA Storage (554 Units)
10800 Hwy. 290 West
Austin, TX
Represented the Seller
Asking Price: $4,151,907
Date Sold: July 17, 2003
Size: 91,000 SF

Prime Self Storage
Near the Y in Oak Hill
Austin, TX
Represented the Seller
Asking Price: $1,225,000
Date Sold: July 1, 2003
Size: 24,330 SF

Oak Hill Center

Sold together with "Prime Self Storage" Property listed above.

"I would enthusiastically recommend Joe for brokerage engagements. Joe's persistence and dedication paid off and he did an outstanding job."

Bruce S. Shelby CEO

Shelby Estus
Realty Group Inc

Sold Properties

2103 Goliad Shopping Center
2103 Goliad Road
San Antonio, TX
Represented the Seller
Asking Price: $1,225,000
Date Sold: June 25, 2003
Size: 45,695

EZ Pawn
3515 Simpson Stuart Rd.
Dallas, TX
Represented the Buyer
Asking Price: $410,000
Date Sold: May 7, 2003
Size: 12,000

Village Square Shopping Center
Valley High Drive
San Antonio, TX 78247
Represented the Seller
Asking Price: $2,400,000
Date Sold: April 22, 2003
Size: 41,654 SF

Brushy Creek Shopping Center
601 Great Oaks Drive
Austin, TX
Represented the Seller
Asking Price: $1,060,000
Date Sold: April 17, 2003
Size: 12,195

Top Hand Mobile Home Park
1502 Holbrook
San Antonio, TX
Represented the Buyer
Asking Price: $1,060,000
Date Sold: April 14, 2003
Size: 10,550 NRA

"His integrity and diligence are excellent. We would certainly use him in the future."

Cliff Snyder
Comptroller

Metro Fuel Inc.

Sold Properties

Woodstone Shopping Center (sold twice)
13550 O'Connor Road
San Antonio, TX
Represented the Seller
Asking Price: $947,000
Date Sold: Jan 30, 2003
Size: 25,039 SF

12734 Tanner Road
Houston, TX
Represented the Buyer
Asking Price: $2,100,000
Date Sold: Jan 3, 2003
Size: 57,750 SF

14845 Nacogdoches Shopping Center
San Antonio, TX
Represented the Seller
Asking Price: $350,000
Date Sold: Sept 3, 2002
Size: 5,000 SF Strip Center

Oak Plaza Shopping Center
7075 Bandera Road
San Antonio, TX
Represented the Seller
Asking Price: $550,000
Date Sold: Aug 30, 2002
Size: 14,620 SF

Kalamar Building
103 Guadalupe
Cibolo (San Antonio), Texas
Represented the Buyer
Asking Price: $1,110,000
Date Sold: July 31, 2002
Size: 30,000 SF

"We were very pleased with the manner in which Joe handled the sale of our Crosscreek Shopping Center. Not only did he find a buyer who paid us nearly asking price, he did so in a professional manner and used practical insight in getting the deal closed."

Weinritter Realty

Sold Properties

North Brooke Center (sold twice)
12636 Research Boulevard
Austin, TX
Represented the Seller
Asking Price: $5,600,000
Date Sold: July 31, 2002
Size: 52,200 SF

Blossom Center
11888 Starcrest Dr.
San Antonio, TX
Represented the Buyer
Asking Price: $750,000
Date Sold: May 15, 2002
Size: 14,030 SF

Albertsons Retail Strip Center
San Antonio, TX
Represented the Buyer
Asking Price: $1,119,000
Date Sold: April 12, 2002
Size: 9,500 SF

Crown Pointe Shopping Center
7914 Culebra Road
San Antonio, TX
Represented the Seller
Asking Price: $1,220,000
Date Sold: Feb 19, 2002
Size: 32,200 SF

El Salido Center
11815 RR 620
Austin, TX
Represented the Seller
Asking Price: $950,000
Date Sold: January 25, 2002
Size: 9,594 SF

"I would recommend Joe to any group which is seeking quality, committed and effective service from their broker."

Lucian Morehead
Development 2000

Sold Properties

Quail Creek (sold twice)
9400 Parkfield Drive
Austin, TX
Represented the Buyer
Asking Price: $950,000
Date Sold: Jan 25, 2002
Size: 9,594 SF

Federated Financial Building
8100 Broadway
San Antonio, TX
Represented the Buyer
Asking Price: $835,000
Date Sold: Dec 20, 2001
Size: 10,000 SF

Top Hat Storage
4500 South Congress Avenue
San Antonio, TX
Represented the Buyer
Asking Price: $1,685,000
Date Sold: August 17, 2001
Size: 41,131 SF

Lakeway Plaza
1310 RR 620 S
Austin, TX
Represented the Seller
Asking Price: $8,700,000
Date Sold: July 19, 2001
Size: 84,802 SF

Churchill Place Shopping Center
13409-13489 Blanco Road
San Antonio, TX
Represented the Buyer
Asking Price: $3,400,000
Date Sold: June 12, 2001
Size: 31,811 SF

"Joe has been extremely effective in providing buying opportunities for our partnership; when I call other Brokers, they usually refer me to Joe." *J. Winston Krause, Officer, KrauseCo LP*

"I am impressed with his drive and effort. He is extremely diligent and competent."
Mel McDougle, Federated Financial Company

Sold Properties

Horn Plaza
8103 – 8127 Culebra
San Antonio, Texas
Represented the Seller
Asking Price: $920,000
Date Sold: May 11, 2001
Size: 15,000 SF

8910 Research Blvd.
8910 Research Blvd.
Austin, TX
Represented the Seller
Asking Price: $3,312,500
Date Sold: May 1, 2001
Size: 56,500 SF

Timberwood Center
25020 Blanco Road
San Antonio, Texas
Represented Seller & Buyer
Asking Price: $925,000
Date Sold: July 20, 2000
Size: 14,838 SF

Williamsburg Village
3010 Williams Drive
Georgetown, TX
Represented the Buyer
Asking Price: $5,100,000
Date Sold: March 31, 2000
Size: 106,403 SF

Quail Creek
9400 Parkfield Drive
Austin, TX
Represented the Seller
Asking Price: $2,100,000
Date Sold: March 8, 2000
Size: 59,700 SF

Green Ridge Bus. Pk
14309 Toepperwein Rd.
San Antonio, TX
Represented the Buyer
Asking Price: $1,300,000
Date Sold: March 1, 2000
Size: 43,654 SF

International Plaza
13032 Nacogdoches Road
San Antonio, TX
Represented the Seller
Asking Price: $1,456,000
Date Sold: Nov 1, 1999
Size: 33,840 SF

North Brooke Center
12636 Research Blvd.
Austin, TX
Represented the Seller
Asking Price: $4,800,000
Date Sold: Oct. 6, 1999
Size: 51,200 SF

Summit Plaza
896 Summit Drive
Round Rock, TX
Represented the Seller
Asking Price: $965,000
Date Sold: Sept 17, 1999
Size: 14,744 SF

AAA Mini Storage
6190 Cargo Rd.
Odessa, TX
Represented the Seller
Asking Price: $575,000
Date Sold: Aug 27, 1999
Size: 44,700 SF

NE Loop 410 Plaza
2803 NE Loop 410
San Antonio, TX
Represented the Seller
Asking Price: $3,115,000
Date Sold: Aug 23, 1999
Size: 74,700 SF

Babcock Plaza
6565 Babcock Rd.
San Antonio, TX
Represented the Seller
Asking Price: $1,850,000
Date Sold: March 18, 1999
Size: 29,930 SF

Access Mini Storage
4243 South Congress
Austin, TX
Represented the Buyer
Asking Price: $515,000
Date Sold: Aug 1, 1998
Size: 35,200 SF/ 256 Units

Highland Plaza
12826 Nacogdoches Road
San Antonio, TX
Represented the Buyer
Asking Price: $850,000
Date Sold: March10, 1998

Vespero Shpng Ctr
11502 Perrin Beitel
San Antonio, TX
Represented the Buyer
Asking Price: $1,300,000
Date Sold: March1, 1998
Size: 22,185 SF

Waterford Plaza
1302 Austin Highway
San Antonio, TX
Represented the Buyer
Asking Price: $821,000
Date Sold: Nov. 20, 1997
Size: 27,619 SF

Woodstone Shpng Ctr
13550 O'Connor
San Antonio, TX
Represented the Buyer
Asking Price: $750,000
Date Sold: Nov. 17, 1997
Size: 23,580 SF

Northwest Storage
1211 Northwest Blvd
Georgetown, TX
Represented the Buyer
Asking Price: $700,000
Date Sold: Oct. 15, 1997
Size: 25,640 SF

Petco
720 Anderson Square
Austin, TX
Represented the Buyer
Asking Price: $740,000
Date Sold: Oct. 7, 1997
Size: 9,030 SF

West University Cntr
720 Anderson Square
Austin, TX
Represented the Buyer
Asking Price: $1,200,000
Date Sold: Oct. 31, 1996
Size: 15,840 SF

Current Listings

To view photos, property details, executive summary and to request full property briefs, visit www.AskLRS.com.
Click on Available Properties

"Joe obtained a qualified and highly motivated strategic buyer for our 1,050 unit self storage property. He assisted in negotiating a price which equated to approximately a 6% cap rate on current NOI. This was a superior offer; we successfully worked with Joe and the buyer to close the transaction within 60 days of contract execution.
Joe is extremely diligent and persistent, always willing to step up and work to push the deal forward. We found him hardworking, honest, ethical, and very professional.
I would recommend him to any buyer of self storage properties."

Timothy C. Versacci
Sr. Vice President
The Shopoff Group, LP
Irvine, CA

Self Storage Facilities

"I recently closed on our mini storage facility with the help of Joe Linsalata of Linsalata Realty Services. Joe was very helpful throughout the entire process. His knowledge of commercial transactions and his extensive client base helped for a quick contract and a smooth transaction. I would recommend Joe for your commercial needs."

James H. Smith
Heights Self Storage
Harker Heights, TX

Thanks from a buyer when Joe represented the seller:

"We would like to thank Joe Linsalata for his excellent service and support on the purchase of AAA Self Storage in Pharr, TX. Throughout this acquisition, Joe has been extremely efficient in all stages of this deal. We look forward to working with him again in the future."

Melissa Vizcarra
Representative
AMERCO Real Estate
Phoenix, AZ

Current Listings

To view photos, property details, executive summary and to request full property briefs, visit www.AskLRS.com.
Click on Available Properties

Retail Property

"Joe Linsalata sold a retail property in San Antonio, TX, for Red Hills Holdings. Joe did a great job from start to finish in locating a buyer and managing the process throughout. This was all done off market and solely by Joe and his team. It was a smooth process and all sides were happy with the outcome. I would recommend LRS to other buyers and sellers in the area."

Kevin Kidd,
Red Hills Holdings, LLC
Portland, OR

Shopping Centers

"We so much appreciate your hard work in selling Cliff's shopping center. It has been a pleasure communicating with you through the process. You kept us well informed, responded to our inquiries promptly, and never pressured us to make decisions to your benefit. You conducted yourself very professionally."

Michael and Michelle Permenter, Trinity Drafting Service, Elizabethton, TN

Linsalata Realty Services

The LRS Team

Joe Linsalata, LRS Founder / Owner / Broker

Specializing in Self-storage Facilities and Shopping Centers

With over three decades of experience in commercial real estate, Joe Linsalata's active brokerage of commercial properties in sales of income-producing, leasing, and property management supplies the expertise and knowledge to get almost any transaction completed to your satisfaction. He specialized in commercial leasing, mostly retail, with the JB Goodwin Company (1987-89) and with O'Connor Properties (1989-94.) He also performed property management with O'Connor Properties. After founding Linsalata Realty Services in 1995, in 1996, Joe achieved a long time goal of successfully specializing in the brokerage of income producing properties. He bases his success on hard work, dedication, and integrity. His results speak for themselves; for example, since founding LRS, Joe has brokered 161 commercial sales, including retail, self storage, and general commercial facilities. In self storage facilities transactions alone, Joe has brokered over $176 million of them since 2006,representing sellers 90%.

Joe is a proactive Realtor; he held the post of chairman of the Commercial Investment Division of the Austin Board of Realtors in 1998. In 2000, he co-founded the Central Texas Commercial Brokers, which later grew into CTCAR (Central Texas Commercial Association of Realtors,) for which he served on the board for six years. As a pioneer in the use of electronic marketing to reach national audiences and an early adopter of real estate field technology, Joe made LRS one of the first users with one of the first listings on LoopNet, which is now the worldwide industry standard for commercial online listings. LRS is a premium member of LoopNet. Joe assures that Linsalata Realty Services associates have the tools to handle any assignment and to give our clients maximum exposure for their properties.

Professional Affiliations:

- Central Texas Commercial Association of Realtors (2009 President)
- Texas Self Storage Association (TSSA,) 2011 membership committee, & Austin luncheon Coordinator 2011
- TSSA Convention Roundtable Leader: "How to Determine Storage Facility Value from Financial Reports"
- Commercial Investment Division of Texas Association of Realtors
- Texas Association of Realtors
- South Texas Commercial Association of Realtors
- National Board of Realtors

The LRS Team

Colin C. Laitner / Broker

Colin Laitner is a seasoned transactional attorney and real estate agent who has joined forces with LRS and has been working in real estate for over 7 years. Because Mr. Laitner has worked in the real estate industry as an attorney, as a principal and as an agent, he has a unique and well-rounded expertise with regard to marketing, finding, analyzing and procuring properties. Mr. Laitner is keenly aware of how small details can make a world of difference for a party to a real estate transaction and that such a detail can be the difference that makes a client's transaction a hugely successful one.

Education
Ohio Wesleyan University, B. A.
DePaul University College of Law J. D.
DePaul University Kellstadt Graduate School of Business (Graduate Tax Accounting Courses)
Professional Affiliations
State Bar of Texas
Central Texas Commercial Association of Realtors

Nancy Strait, Salesperson & Administrative Assistant

Nancy grew up in Austin on Lake Travis surrounded by the beautiful hill country and is very familiar with Central Texas. She spent 7 years as a licensed Realtor in Austin and worked over 20 years as an On-Property Controller in the Hotel Industry. In 2018 she began working as Joe Linsalata's Administrative Assistant and has gained extensive "hands on" knowledge of the Commercial side of real estate working as a liaison between the parties during the closing process. She has assisted during the contract to closing; following the timeline on five Self Storage Facilities and three Shopping Center transactions to date. She is enjoying learning about the Commercial side of real estate. She brings support to the LRS team with her accounting and real estate experience. This year she completed additional Real Estate study courses and is currently a licensed Realtor in Texas once again. She will be representing Linsalata Realty Services in Northwest Austin and the surrounding communities. She is looking forward to pursuing her new career as a licensed agent for Linsalata Realty Services specializing in income producing properties; both For Lease & For Sale.

Professional Affiliations 2020 Year:
CTCAR-Central Texas Commercial Association of Realtors
TAR-Texas Association of Realtors
NAR-National Association of Realtors

The LRS Team

Rosa Gomez, Administrative Assistant

Rosa Gomez is currently working at a Law Firm while also working for LRS. She provides the LRS team with administrative support and is enjoying learning about the commercial real estate field. She is also doing proformas and rent roll. She is fluent in English and Spanish. When Rosa is not dedicating her time to both jobs she is enjoying her time with her two beautiful daughters and her husband.