



Self-Storage
FUND IV
**INVESTMENT
SUMMARY**

Sponsored by:



In partnership with: 
RELIANT
Real Estate Management, LLC

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The SEC has not passed upon the merits of or given its approval to the securities, the terms of the offering, or the

accuracy or completeness of any offering materials.

However, prior to making any decision to contribute capital, all investors must review and execute the Private Placement Memorandum and related offering documents. The securities are subject to legal restrictions on transfer and resale and investors should not assume they will be able to resell their securities

Potential investors and other readers are also cautioned that these forward-looking statements are predictions only based on current information, assumptions and expectations that are inherently subject to risks and uncertainties that could cause future events or results to differ materially from those set forth or implied by such forward looking statements. These forward-looking statements can be identified by the use of forward-looking terminology, such as "may," "will," "seek," "should," "expect," "anticipate," "project," "estimate," "intend," "continue," or "believe" or the negatives thereof or other variations thereon or comparable terminology. These forward-looking statements are only made as of the date of this executive summary and Sponsors undertake no obligation to publicly update such forward-looking statements to reflect subsequent events or circumstances.

Financial Disclaimer

This Business Plan further contains several future financial projections and forecasts. These estimated projections are based on numerous assumptions and hypothetical scenarios and Sponsor(s) explicitly makes no representation or warranty of any kind with respect to any financial projection or forecast delivered in connection with the Offering or any of the assumptions underlying them.

This Business plan further contains performance data that represents past performances. Past performance does not guarantee future results. Current performance may be lower or higher than the performance data presented.

All return examples provided are based on assumptions and expectations in light of currently available information, industry trends and comparisons to competitor's financials. Therefore, actual performance may, and most likely will, substantially differ from these projections and no guarantee is presented or implied as to the accuracy of specific forecasts, projections or predictive statements contained in this Business Plan. The Sponsor further makes no representations or warranties that any investor will, or is likely to, achieve profits similar to those shown in the pro-formas or other financial projections.



WHAT IS SELF-STORAGE FUND IV?

Self-Storage Fund IV, LLC (the “Fund”) will be comprised of a diversified portfolio of Self-Storage properties to deliver investors’ passive income through quarterly distributions and capital appreciation over a projected 6-year hold period.

Self Storage Fund IV is The Real Asset Investor’s fourth Self Storage fund with Reliant Real Estate Management, the firm’s Self Storage partner since 2017.

The Fund will be raising up to \$50,000,000 to purchase Self Storage properties in secondary

and tertiary market locations across the United States, with a focus on the southeast region.

Fund IV is a value-add fund which will invest in the acquisition of Self Storage properties that typically have the following characteristics:

- Below-average supply with opportunity for expansion.
- Mom & Pop facilities with management upside (apply revenue management systems, advertising, ancillary sales revenue, etc.)
- Existing market presence with the opportunity to benefit from economies of scale.



WHY SELF-STORAGE

Three Reasons to Invest

1. 28 Year Average Annual Returns of 18.83%

According to the NAREIT* the Self-Storage asset class has achieved an average annual return of 18.83% over the past 28 years. Self-Storage has outperformed Apartments (14.21%), Free Standing Retail (13.53%), Office (12.10%), and the S&P 500 (8.4%) over that same time period.

2. Downsize Protection

According to the NAREIT* in 2007-2009 Self-Storage was down (-3.86%) versus Apartments (-6.72%), Retail (-12.32%), Office (-8.16%), and the S&P 500 (-21.10%). During 2020, the asset class outperformed all other asset classes except Data Centers. Self-Storage was up 12.91% in 2020 despite the global pandemic.

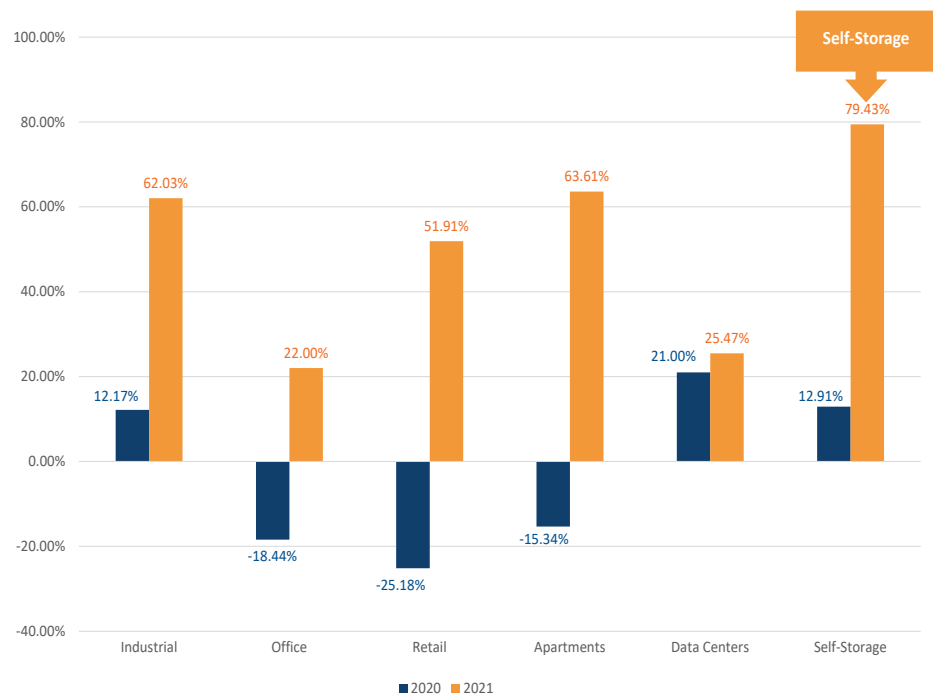
3. Market Consolidation Opportunity

According to the 2021 Self-Storage Almanac the public traded companies own less than 30% of the self-storage market. There is a consolidation opportunity for Reliant to acquire facilities owned by mom-and-pop operators and generate revenue enhancements by deploying a professional management strategy.

How Has Self-Storage Performed During Economic Downturn?

Outperforming the broader REIT universe, the storage REIT index ended 2020 with total returns at 12.91% only outperformed by Data Centers at 21% (FTSE NAREIT)

The Storage REIT Index returns through 2021 are 79.43%



4 "Ds" of self-storage demand playing out during COVID-19:

- Death
- Downsizing
- Dislocation
- Divorce

Low Maintenance

- Little infrastructure to maintain
- Low utility usage leading to reduced overhead expense

ABOUT RELIANT

About Reliant Real Estate Management

- A commercial Self-Storage operator with offices in Roswell, GA founded in 2010
- 17th largest self-storage operator in 2022*
- Current portfolio of **90+** properties, 56,000+ units, and a portfolio valuation of over \$1,000,000,000+ as of 2022
- Experienced leadership team with over \$1,000,000,000 in Self-Storage transactions in past 3 years

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

Track Record

- Average gross project level returns on 38 properties sold are 33.8% IRR and 2.57 equity multiple
- Average hold time on 38 properties sold is 3.6 years
- Average project level annual ROI on equity is 43.37% per year
- Average NOI growth over holding period is 34%
- Average Exit Cap Rate is 5.15%

Properties

90+

Units

56,000+

Invested Principal Lost

\$0

Estimated Portfolio Valuation

\$1.2 Bn

Net Rentable Square Feet

7,705,000

Average Project Equity Multiple

2.57x

Average Exit Cap Rate

5.15%

Average Total Return on Investment Upon Sale

157%

Average Annual Return on Investment Upon Sale

43.37%

Average Project Internal Rate of Return

33.8%

Average Investment Holding Period

3.62 yrs

Prior performance is not indicative of future results. Historical performance results presented herein were obtained during market, economic, and other conditions that may or may not be similar to that experienced by the Fund. Such results were also obtained in investments with structures, terms, and conditions that may be different than those of the Fund. It should not be assumed that investments made by the Fund will be profitable or will equal the performance of these investments.

PREVIOUS FUND PERFORMANCE



Realized Returns

32% Annual ROI | 64% Total ROI
1.64 Equity Multiple | 1.96 Year Hold Period
Returns Based on Class C investor

Reliant Self-Storage Fund I

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

Reliant Self-Storage Fund II

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



Current Performance

37% above NOI projections through March of 2023



Current Performance

7% above NOI projections through March of 2023

Reliant Self-Storage Fund III

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

Prior performance is not indicative of future results. Historical performance results presented herein were obtained during market, economic, and other conditions that may or may not be similar to that experienced by the Fund. Such results were also obtained in investments with structures, terms, and conditions that may be different than those of the Fund. It should not be assumed that investments made by the Fund will be profitable or will equal the performance of these investments.

RELIANT FUND PROJECT INVESTMENT RETURNS



INVESTMENT EXAMPLE



An investment of \$100,000 is projected to return \$180,000 to Investor, including return of initial investment of \$100,000

The target return information presented herein represents certain underwriting criteria used by Sponsor to analyze investment opportunities, and is provided for illustrative purposes only and does not represent a projection of performance or returns to investors. Target return information is based upon certain estimates and assumptions, which may not prove accurate. There are no assurances or guarantees that such target returns will be achieved.



LEVERS OF VALUE-ADD

Expansion of Facilities



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

Revenue Enhancements



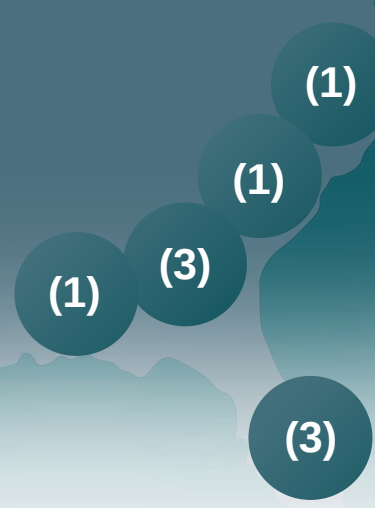
Ancillary income opportunities including U-Haul truck rentals, tenant insurance, late fees, etc. are identified for each property and implemented by our on-site operational team.

Revenue growth is a primary focus of our operational team and constantly monitored by internal audits and market studies.



GEOGRAPHIC DIVERSIFICATION

Our fund is targeting secondary and tertiary market locations with consistent population growth, strong traffic counts, and limited future Self-Storage competitors. This will allow us to identify opportunities that aren't currently being reviewed by large institutional investors.



FLORIDA

Lutz (1) - CLOSED

Bradenton (2) - CLOSED

SOUTH CAROLINA

Seneca (1) - CLOSED

NORTH CAROLINA

Greensboro (1) - CLOSED

GEORGIA

Gainesville (2) - CLOSED

Social Circle (1) - Under Contract

ALABAMA

Huntsville (1) - Under Contract

FREQUENTLY ASKED QUESTIONS

Q: When are distributions made to investors?

A: All distributions (and quarterly reports) are scheduled for 30-45 days after quarter end.

Q: Do you accept qualified funds (Self- Directed IRA, 401K) as investments?

A: Yes, we have many investors who invest using qualified funds. If you need more information on how you can utilize these funds, let us know, and we can connect you with an industry expert to facilitate a rollover.

Q: When does my 9% preferred return start to accumulate?

A: Your 9% preferred return starts to accumulate on the day your capital is deployed in a property closing. Our funding deadlines are set based on upcoming property closings.

Q: Are there refinances projected in the fund returns?

A: There are no refinancing scenarios included in our projected returns. We will evaluate the potential of refinancing the properties once we reach stabilization. If we can refinance properties and receive proceeds, we would return that to investors first by returning the 9% preferred return and then 100% of the principal, or as much as proceeds allow.

Q: When does RAI deliver their K-1 to investors?

A: Our accounting team schedules the delivery of the K-1 statements on or around March 15th.

Q: Why is the annual cash-on-cash return only projected at 2-5%?

A: This is a value-add fund meaning we are investing in various ways to make significant improvements to the properties in the fund. Therefore, cash flow is projected to be modest throughout the hold period and a large portion of the projected overall return is realized through equity appreciation at the time of sale or re-finance. We project a total return of 80% based on a 6-year hold period.

Q: Why are the projections much lower than historical returns?

A: We have been fortunate to have great success in the past, however, we want to make sure we maintain reasonable expectations and factor in the inherent risk of the investment. We stand by the saying, "Under promise and over deliver" and that is reflected in both our past performance and current projections.



OUR DISTINGUISHED PARTNERS AT RELIANT



**Todd
Allen**
*Managing
Principal*



**Lewis
Pollack**
*Managing
Principal*



**Kris
Benson**
*Chief Investment
Officer*



**Paul
Ragaini**
*Chief Financial
Officer*



**Kolin
Van Dyne**
*Director of
Operation*



**Jamie
Brooks**
*Construction
Project Manager*



**John
Cordova**
*Director of
Aquisitions*



**Matthew
Naioti**
*Director of
Analysis*



**Matt
Blackwell**
*Director of
Investor
Relations*

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

From acquisitions to operations we are focused on driving results. We believe our best partnerships are ones where we all win together.

Our conservative approach to underwriting and long term approach to wealth creation allow us to generate outsized returns for our investors.



THE REAL ASSET INVESTOR TEAM

Dave Zook

Founder and CEO

Dave is a successful Business owner, Syndicator and an Investment and Tax Strategist. Dave and his team at The Real Asset Investor have placed more than \$700M across various asset classes which offer Cash Flow, Tax Impact and Equity Growth for investors. These asset classes include ATMs, Car Washes, Energy, Self-Storage and more.



He and his team are one of the Top 5 ATM Fund Operators in the country. Dave was an early investor in Bitcoin and Digital Assets, and he holds an advisory role at Off the Chain Capital, one of the top performing funds in the world for the last 5 years.

Dave is a sought-after speaker and has shared his knowledge across various media platforms such as *The International Business Conference*, *The Real Estate Guys Radio Show*, *Cashflow Ninja* and others. Dave and his wife Susan along with their 4 children live in Lancaster, PA..

Jack Barry

Chief Operating Officer

Jack serves as Chief Operating Officer for The Real Asset Investor and has a strong background in financial analysis and real estate acquisitions.

Jack has worked for some of the nations top Self Storage acquisition firms and operators where he was mainly responsible for the valuation of potential acquisitions across the country. He has assisted in the acquisition of more than \$450M in Self Storage properties.



At The Real Asset Investor, Jack oversees all day-to-day operations and works closely with the firm's portfolio companies/operating partners.

Brett Van Gorden

Portfolio Manager

Brett serves as Portfolio Manager for The Real Asset Investor. He has merged his experience creating tailored solutions for clients in the marketing industry with his strong understanding of financial markets to help facilitate a seamless investing process. Brett is responsible for monitoring current investments within the portfolio and working with investors to ensure a positive investment experience.





THE REAL ASSET INVESTOR

To reserve your spot in Self-Storage Fund IV, please click [here](#) to enter your investment information and The Real Asset Investor team will reach out to you.

**For questions or additional information,
please email: info@therealassetinvestor.com**

*"You can be conventional or you can be wealthy. Pick one."*TM - Dave Zook