# Harrison Street targets £150 million UK self-storage portfolio through Pacific joint venture



Harrison Street, a prominent investment-management firm specialising in alternative real estate assets, has made a strategic entry into the European self-storage market through a joint venture with Pacific Investments, a property-management company. The partnership aims to develop a £150 million portfolio within the next three to five years, focusing on underserved areas across the United Kingdom. The initial joint venture will include three self-storage facilities totalling 138,000 square feet, supplemented by a pipeline of identified development projects involving both new construction and conversions. The assets will be managed by Engage Management Services, a majority-owned platform of Pacific, operating under the Here Self Storage brand, which currently runs facilities in Loughborough, Northampton, and Salisbury. Harrison Street has also indicated plans for expansion into other European markets, signalling a broader growth strategy.

Paul Bashir, Harrison Street’s CEO for Europe, emphasised that the timing is ideal for expanding their self-storage platform into the UK, a market supported by strong fundamentals and increasing liquidity. He highlighted the firm's proven track record in the US self-storage sector and expressed confidence in leveraging their expertise alongside Pacific Investments to deliver high-quality storage assets. Pacific Investments’ executive chairman, Mark Johnson, underscored the joint venture as a key step in growing the Here Self Storage platform, reflecting their ambition to become a category leader in the UK self-storage market.

Harrison Street is no stranger to the self-storage sector, having invested nearly $3.7 billion since 2005 in 322 self-storage facilities across Canada and the US, comprising over 210,000 units. Their portfolio includes both acquisitions and developments, displaying a dynamic approach to growth. Recent notable transactions include the acquisition of a 19-property portfolio in the southeastern United States valued at over $200 million, featuring 1.4 million square feet and 12,000 units spread across several states such as Georgia, Alabama, and Florida. This portfolio exhibited strong occupancy rates averaging 90% and included a range of climate-controlled and non-climate-controlled units, managed by Reliant Real Estate Management under the Midgard Self Storage brand, reflecting Harrison Street’s strategy of aligning with established operators.

Harrison Street has also demonstrated its capability to manage significant portfolio sales and acquisitions. For instance, in 2014, it sold 26 self-storage properties for $223 million, a deal brokered by Newmark Grubb Knight Frank, highlighting the firm's ability to capitalise on market cycles. The firm's extensive experience includes managing over 82,000 self-storage units and broader real estate assets such as student and senior housing, further underlining its diversified expertise.

The partnership with Pacific Investments leverages the latter’s extensive background as a diversified investment group with a focus on asset management, real estate, and private equity. Founded in 1993, Pacific has developed over 7 million square meters of real estate globally and manages more than $50 billion on behalf of various investor classes. This combination of Harrison Street’s operational self-storage know-how and Pacific’s broad investment and development experience aims to create a strong platform for growth in the UK self-storage market and beyond.

Overall, this collaboration represents a significant move by Harrison Street to replicate its successful North American approach in Europe, targeting markets with undersupplied storage capacity and aligning with a local operator to establish a competitive foothold. As the self-storage sector continues to attract investor interest due to its resilience and growing demand, this venture could well position both firms for long-term success in a promising and expanding market.

### 📌 Reference Map:

* Paragraph 1 – [[1]](https://www.insideselfstorage.com/suppliers-products/harrison-street-enters-european-self-storage-market-in-joint-venture-with-pacific-investments), [[2]](https://www.insideselfstorage.com/suppliers-products/harrison-street-enters-european-self-storage-market-in-joint-venture-with-pacific-investments)
* Paragraph 2 – [[1]](https://www.insideselfstorage.com/suppliers-products/harrison-street-enters-european-self-storage-market-in-joint-venture-with-pacific-investments)
* Paragraph 3 – [[1]](https://www.insideselfstorage.com/suppliers-products/harrison-street-enters-european-self-storage-market-in-joint-venture-with-pacific-investments), [[3]](https://www.insideselfstorage.com/acquisitions-buying/harrison-street-acquires-19-property-self-storage-portfolio-in-southeast-for-more-than-200m)
* Paragraph 4 – [[4]](https://www.chicagobusiness.com/article/20141119/CRED03/141119738/harrison-street-selling-self-storage-facilities-to-cubesmart-for-223-million), [[3]](https://www.insideselfstorage.com/acquisitions-buying/harrison-street-acquires-19-property-self-storage-portfolio-in-southeast-for-more-than-200m)
* Paragraph 5 – [[1]](https://www.insideselfstorage.com/suppliers-products/harrison-street-enters-european-self-storage-market-in-joint-venture-with-pacific-investments)

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## Bibliography

1. <https://www.insideselfstorage.com/suppliers-products/harrison-street-enters-european-self-storage-market-in-joint-venture-with-pacific-investments> - Please view link - unable to able to access data
2. <https://www.insideselfstorage.com/suppliers-products/harrison-street-enters-european-self-storage-market-in-joint-venture-with-pacific-investments> - Harrison Street, an investment-management firm focused on alternative real estate assets, has entered the European self-storage market through a joint venture with property-management firm Pacific Investments. Together, they plan to develop a £150 million portfolio over the next three to five years by targeting undersupplied areas across the United Kingdom. The partnership is projected to be seeded with three self-storage facilities comprising 138,000 square feet and a pipeline of ground-up and conversion development projects that have already been identified. Pacific’s majority-owned industry platform, Engage Management Services, will operate the assets under the Here Self Storage brand, which operates facilities in Loughborough, Northampton and Salisbury, England. Harrison Street plans to expand into other European markets, the release stated.
3. <https://www.insideselfstorage.com/acquisitions-buying/harrison-street-acquires-19-property-self-storage-portfolio-in-southeast-for-more-than-200m> - Harrison Street has acquired an off-market self-storage portfolio comprising 19 Southeast properties totaling 1.4 million square feet for a purchase price exceeding $200 million. The portfolio includes over 12,000 self-storage units in growing submarkets in Georgia, Alabama, Florida, North Carolina and South Carolina. The identity of the seller could not immediately be learned. The portfolio has averaged 90 percent occupancy over the past 12 months, with recent expansions made at six locations to meet excess customer demand. The facilities include a mix of climate-controlled and non-climate-controlled spaces, designed to offer a variety of price points depending on customer needs. Harrison Street’s established self-storage partner, Reliant Real Estate Management, will manage the properties under its Midgard Self Storage brand. Reliant is a vertically integrated commercial self-storage operator based in Georgia. Midgard has significant scale in the southeastern U.S. Harrison Street and Reliant have worked together since 2015 and currently own and operate 65 properties through their joint venture partnership. Since its inception in 2005, Harrison Street has invested over $3.5 billion in 322 self-storage assets, comprising more than 210,000 units in 30 states and provinces in the U.S. and Canada. The firm has realized investments in 163 storage properties for a gross transaction value of $1.7 billion.
4. <https://www.chicagobusiness.com/article/20141119/CRED03/141119738/harrison-street-selling-self-storage-facilities-to-cubesmart-for-223-million> - Chicago-based Harrison Street Real Estate Capital is selling 26 self-storage facilities, including several here, for $223 million. CubeSmart, a Malvern, Pa.-based real estate investment trust, has closed on its acquisition of 22 of the properties, five of them in the Chicago area, according to New York-based Newmark Grubb Knight Frank, which is brokering the sale. The sale of the remaining four properties is expected to be completed in March, according to NGKF. Harrison Street, formed in 2005 by former Motorola chairman and CEO Christopher Galvin and former Heitman executive Christopher Merrill, focuses on investments such as self-storage, medical office buildings and student housing, properties it considers less vulnerable to economic swings. The real estate private equity firm has about $7.3 billion in assets, according to a statement on the deal from NGKF. Since it was created nine years ago, Harrison Street has bought more than 82,000 self-storage units, 50,800 student housing beds, 11,600 senior housing units and 4.8 million square feet of medical office space. It also manages more than $760 million in REIT investments. In 2013, a venture of Harrison Street and Morningstar Properties sold a 43-property self-storage portfolio to Glendale, Calif.-based Public Storage for $310 million. The 26 properties Harrison Street is selling encompass 1.9 million square feet, according to NGKF, which declined to say how many total units are in the portfolio. The buildings are in Illinois, California, Florida, Nevada, New York, Ohio and Rhode Island. The Chicago-area properties include buildings at 407 E. 25th St. in Chicago, 9801 W. 55th St. in Countryside and 565 W. Boughton Road in Bolingbrook.
5. <https://www.multihousingnews.com/harrison-street-jv-acquires-26-property-self-storage-portfolio/> - A joint venture of Harrison Street and Reliant Real Estate Management LLC has purchased a nearly fully occupied portfolio of self-storage properties across the U.S. The firm acquired the 26-property self-storage portfolio for an undisclosed price. Michael Gordon, CIO of Harrison Street, said in prepared remarks that this acquisition was the largest portfolio transaction in the firm’s history. The self-storage portfolio spans six states, totaling 2.7 million rentable square feet throughout 18,765 units. The portfolio includes nine properties in Florida, eight in South Carolina, five in Tennessee, two in Georgia, one in North Carolina and one in Arkansas. According to Harrison Street, the portfolio is 95 percent occupied.
6. <https://www.insideselfstorage.com/self-storage-investing-real-estate/self-storage-reit-public-storage-buys-43-property-portfolio-from-harrison-street-morningstar-properties> - Self-storage real estate investment trust (REIT) Public Storage Inc. has acquired 43 storage properties from investment management firm Harrison Street Real Estate Capital LLC and operator Morningstar Properties LLC for $315 million. The deal is believed to be the largest self-storage portfolio transaction of the year. The facilities were 82 percent occupied at the time of the sale and comprise more than 2.9 million square feet in 22,500 units across five states: Georgia, North Carolina, South Carolina, Texas and Virginia. Harrison Street had purchased the properties in separate deals during the last six years and developed them through three of its closed-end opportunity funds: Harrison Street Real Estate Property Funds I, II and III, launched in 2006, 2008 and 2010 respectively, according to the source. The assets were owned in a joint venture with Morningstar and managed under the Morningstar Mini-Storage brand name. The facilities will be rebranded as Public Storage. We are extremely pleased with the outcome of this portfolio sale, said Christopher Merrill, Harrison Street President and CEO. The strategy of rolling up our sleeves and working to build a portfolio over time proved to be quite successful for our [limited partnerships].
7. <https://www.globest.com/2008/11/24/harrison-buys-19-self-storage-sites-for-100m/> - Harrison Street Real Estate Partners II LP, a fund with a gross buying power of about $2 billion, has acquired 19 self-storage sites for $100 million. The properties, with 11,600 units and managed by Simply Self Storage, are going to be rebranded as either Morningstar Properties or United Storage. With the acquisition, the fund will have purchased or commenced development on more than $700 million of real estate in 2008, consisting of more than 60 properties. Chris Merrill, a principal with Harrison, stated that these asset classes, such as medical, student housing, education and self-storage, perform well in tough times, which is why they have concentrated on them. This discipline allows them to get loans, as lenders appreciate that their properties are doing well now. With this transaction, Harrison's self-storage portfolio now consists of more than 41,200 units in 65 properties across 17 states, valued at more than $600 million. The new properties are in good locations with good replacement asset cost. For example, one of the Chicago properties is adjacent to McCormick Place convention center, and others are in New Smyrna Beach, FL and Henderson, NV. All have been built over the past five years. Some are at 80% occupancy, some at 50%, with a portfolio average of about 60%. The sites will now be rebranded with Harrison's self-storage companies, either Morningstar Properties, which is popular in the Carolinas, or United Storage, which are in the Midwest or East Coast.