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2023 Ones to Watch Rising Stars: Josh Sullivan, True Storage

May 26, 2023 - Spotlights



Josh Sullivan
Acquisitions & Due Diligence

True Storage

Number of years at firm: 2.5

One thing on my bucket list: To develop my own commercial property investment.

When I am not working, I am: Golfing and exploring the outdoors throughout New England with my wife and one-year-old son.

What recent project, transaction or accomplishment are you most proud of? 2022 was a banner year for True Storage, with acquisitions being no exception. I am proud to have completed 15 transactions last year for development sites across the country, which will deliver over 1 million s/f of storage once construction is complete. Of those 15 sites, 12 required rezoning or entitlement work, which was no small feat. Self-storage has been transitioning as an industry in recent years, and each jurisdiction views the asset differently. It is my job to show them the value our class A facilities provide to the community, and how they complement traditional retail and commercial uses.

What makes this nominee a RISING STAR?

“Josh has been a rockstar in finding properties that fit our business model – across the country (14 different states) he has successfully found, analyzed, negotiated, received approval & closed the deals. Last year was a banner year for our company. Not only has Josh done the above he does it with style and class, but he also represents our interest at a very high level and from broker, consultant interaction to boards in public meetings. We continue to be impressed with his drive, knowledge, and dedication to our work. Our company has grown over the last three years as a direct result of his efforts.” - Chris Lewis, Architect - Partner of True Storage at True Storage

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