



# Why Us

**LEGACY BUILT**  
CONSTRUCTION AND INVESTMENTS



# Who Are We?

Legacy Built is a comprehensive real estate company with specific expertise in the discipline of self-storage. Our experience expands into capital management, development, and construction. Backed by a management team boasting over 75 years of combined experience in development, investment, and construction, Legacy Built excels in delivering returns to investors. A key strength lies in their in-house general contracting, allowing for cost-conscious design and seamless integration of investment and construction processes. This approach, informed by direct construction knowledge, yields significant cost savings of 10-15% compared to external contractors, enhancing portfolio returns. By managing projects from conception to completion, Legacy Built minimizes change orders and overheads while ensuring transparency throughout the construction process, providing unique insights and advantages in their development endeavors. 12 year of being a top producer in the Arizona office Tony Ardizzone successfully negotiated, procured and became an expert in site location and acquisition with Grubb & Ellis also known as Cushman and Wakefield today. Self storage is all we do.



# Family Ran Since 1979

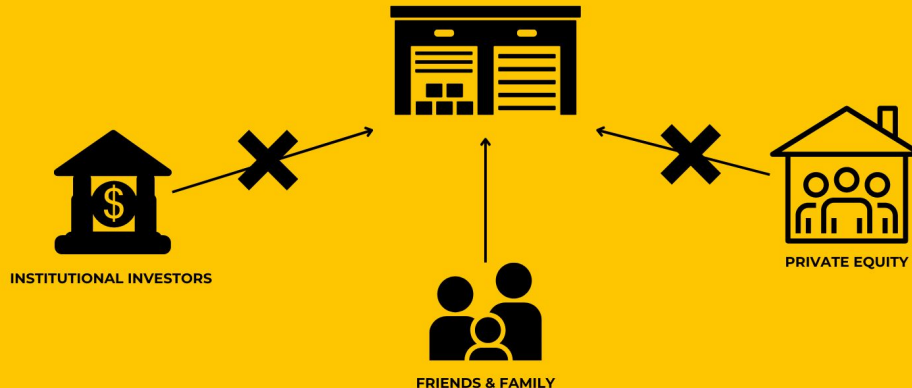


In 2001 the torch was passed down from Carlo Ardizzone to Tony Ardizzone to continue the legacy.



# Institutional Investors

We have pivoted away from relying on institutional investors. Their tendency to sell prematurely doesn't align with our long-term goals and previous stats. Regulatory uncertainties, operational complexities, and economic fluctuations further support this decision. We'll explore alternative funding avenues to ensure sustained growth and stability





# Friends and Family Investors

Friends and family investors bring a unique blend of trust and support to the entrepreneurial journey, extending emotional backing alongside their financial contributions. Their investment terms are often flexible and favorable, reflecting their personal relationship with the fund. With shared interests in the venture's success, they deepen their commitment, aligning motivations for mutual benefit. Unlike institutional investors, navigating their investments involves minimal bureaucracy, ensuring smoother processes. These relationships frequently evolve into long-term partnerships, where friends and family provide ongoing guidance and encouragement, fostering a supportive environment essential for sustained fund growth.



# EXIT STRATEGY IMPACT

18625 n Tatum blvd Phoenix, AZ 85050

15 MAN SYNDICATION



1/30/2015  
TOTAL COST: \$5.5M



6/30/2015  
SOLD FOR: \$8.9M



5/7/2017  
APPRAISED VALUE: \$27.5M

**PROFIT: \$3,400,000**

**OPPORTUNITY LOSS: \$22M**

(SOLD TOO SOON)



# EXIT STRATEGY IMPACT

7910 W Beardsley Rd Glendale, AZ 85308



5/11/2017  
TOTAL COST: \$10.1M



4/10/2018  
SOLD FOR: \$21.5



3/30/2019  
APPRAISED VALUE: \$34M

**PROFIT: \$11,400,000**

**OPPORTUNITY LOSS: \$12.5M**

(SOLD TOO SOON)



# EXIT STRATEGY IMPACT

11645 W Bellevue Ave Littleton CO 80127



4/5/2017  
TOTAL COST: \$5.4M



2/15/2018  
SOLD FOR: \$8M



3/30/2019  
APPRAISED VALUE: \$28.5M

**PROFIT: \$2,600,000**

**OPPORTUNITY LOSS: \$20.5M**

(SOLD TOO SOON)





# Secret Sauce

**LEGACY BUILT**

CONSTRUCTION AND INVESTMENTS



# Secret Sauce of 44 Years

## **Leveraging Partnerships and Data Insights**

Our strategy revolves around strategic partnerships with industry leaders like Extra Space (NYSE:EXR), Public Storage (NYSE:PS), and Cubesmart (NYSE:CUBE), alongside exclusive access to REIT algorithms and data. These partnerships provide expertise and resources, while data insights empower us to make informed investment decisions and capitalize on market trends.

## **Maximizing Returns Through Integration**

We maximize returns by integrating construction and investment functions. This streamlined approach optimizes efficiency, minimizes costs, and accelerates project timelines. By leveraging synergies between construction and investment, we ensure precise execution and profitability, cementing our leadership in real estate.



# Past Performance

**LEGACY BUILT**  
CONSTRUCTION AND INVESTMENTS

# Secret Sauce:

Buyer-Owner     Extra Space Storage  
Location             Scottsdale, AZ  
Total Sq.Ft.         128,700  
Constrctn Type     Block

Cost                     \$10,642,000  
Sales Price            \$21,000,000  
Profit                    \$10,358,000  
Sales Cap Rate        3.25%

Months held  
after  
construction             32

Calculated IRR         28.24%



**SCOTTSDALE, AZ**

**Net SQFT:  
94,610 SQFT**

# Secret Sauce:

Buyer-Owner Extra Space Storage  
Location Chandler, AZ  
Total Sq.Ft. 105,000  
Construction Type Block

Cost \$8,684,000  
Sales Price \$17,300,000  
Profit \$8,616,000  
Sales Cap Rate 3.25%

Months held after construction 34

Calculated IRR 32.42%



**CHANDLER, AZ**

**Net SQFT:  
80,325 SQFT**

# Secret Sauce:

Buyer-Owner      Advantage Storage  
Location            Glendale, AZ  
Total Sq.Ft.        124,000  
Construction Type      Block

Cost                    \$9,400,000  
Sales Price            \$19,000,000  
Profit                    \$9,600,000  
Sales Cap Rate        4.30%

Months held after  
construction                    20

Calculated IRR                    47.58%



**GLENDALE, AZ**

**SQFT:  
124,000 SQFT**



# Why Self Storage

**LEGACY BUILT**  
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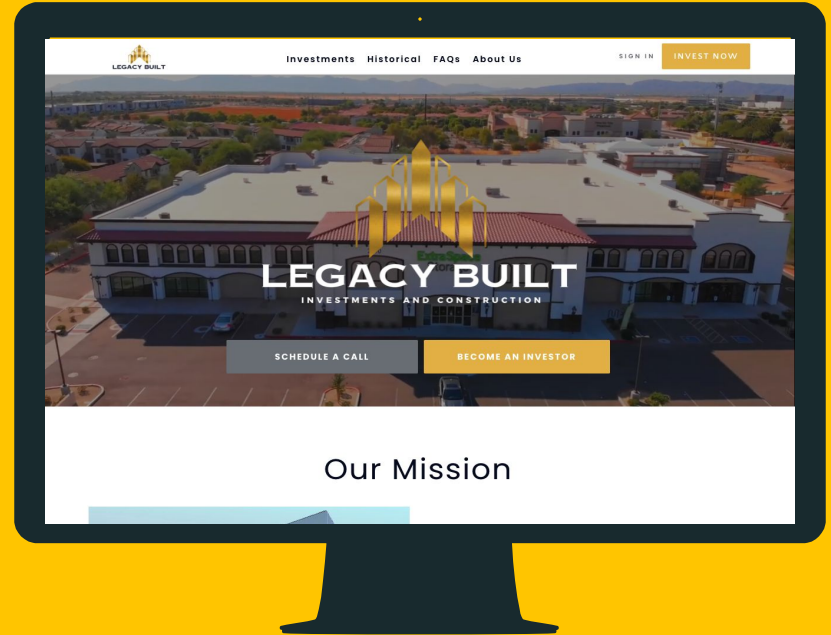
# Why We Love Self Storage

**More than one-third of the American population** utilizes self-storage facilities. In an uncertain economy, investing in self-storage proves to be a prudent choice. This industry stands out as the fastest-growing segment within the U.S. commercial real estate realm for the **past 45 years**. Moreover, the annual gross revenue of the self-storage industry has consistently **surpassed** that of the motion picture industry for the **last 35 years**. Notably, its performance **remains independent of fluctuations in the stock market**.





LEARN  
MORE AT  
LEGACYBUILTUS.COM



GOOD THINGS ARE AHEAD!

Any questions?

Call us at 480-719-3000 or email [Tony@zzoneco.com](mailto:Tony@zzoneco.com)