Arborstone STORAGE

REMOTE VS. ONSITE MANAGEMENT

Two ways to run a self-storage facility — and why the remote model wins in today's market.

Traditional storage management puts a person behind a desk. **Arborstone runs your facility on a centralized, technology-driven platform** refined across 60+ owned properties — lower cost, longer coverage, and consistent execution, with the savings passed to you.

	TRADITIONAL ONSITE	ARBORSTONE REMOTE
Staffing model	One or more full-time managers on payroll with benefits. Coverage gaps for sick days, vacation, and turnover.	✓ Centralized Tulsa-based team plus a 7-day leasing bench. No local payroll, no benefits, no single point of failure.
Coverage hours	Office hours only — typically closed evenings, most Sundays, and holidays. A missed call is a missed rental.	✓ Live call center 8:00a–7:30p (6 days) and 8:00a–5:30p Sundays, plus an after-hours AI chatbot capturing leads 24/7.
Cost to the owner	A full-time manager typically runs $35K–$55K+ in salary, plus payroll taxes and benefits — often $45K–$65K all-in, sometimes an on-site apartment.	✓ 4% management + 1.5% marketing of gross revenue (monthly minimums of $599 and $149). No payroll or benefits burden.
Marketing & lead generation	Leans on local signage and owner-funded paid advertising to stay visible.	✓ Portfolio SEO and Google Business Profile strength across 60+ properties in three states drive organic leads — far less reliance on paid ads.
Pricing & revenue	Static rates set at manager discretion, with infrequent increases.	✓ Dynamic street-rate management, ECRI programs, and competitor comps — data-driven and applied consistently.
Security & access	Keys and often a single shared gate code; access depends on the on-site person being present.	✓ Proprietary Remote Interface Unit with integrated gate and cameras; per-tenant access codes, monitored centrally.
Reporting & visibility	Manual, ad-hoc updates — owners often have to chase information.	✓ Monthly financials, KPI tracking, and an owner dashboard for always-on transparency.
Consistency & scale	Quality varies by individual; turnover resets everything and reintroduces risk.	✓ One standardized operating system across the portfolio — consistent execution at every property.

THE COST MATH

Illustrative example — a facility generating about **$14,000/month ($168,000/year)** in gross revenue:

TRADITIONAL ONSITE MANAGER

$45K–$65K

per year, fully loaded • ~27–39% of revenue

Salary plus payroll taxes and benefits for one full-time employee — before advertising, software, or coverage for days off.

ARBORSTONE REMOTE

~$7.8K–$9.2K

per year • ~5–6% of revenue

4% management + 1.5% marketing of gross (min. $599 / $149 per month). One-time infrastructure setup is $500–$850/month across the first 12 months.

> Remote management delivers **7-day coverage and professional systems for a fraction of the fully-loaded cost of a single on-site employee** — and it scales as you add properties.

WHY OWNERS CHOOSE REMOTE

LOWER COST

No local payroll or benefits. You pay for performance, not a desk.

MORE COVERAGE

Seven-day leasing and after-hours capture instead of office hours only.

TIGHTER SECURITY

Integrated gate, cameras, and per-tenant access — centrally monitored.

NO LOCK-IN

Month-to-month agreements. We earn your business every 30 days.

The Arborstone edge: we manage with an owner-operator mindset, because we are owners — 60+ self-storage facilities across Oklahoma, Texas, and Arkansas. The remote model was built out of necessity in smaller markets and is now our advantage in every market.

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Let's talk.

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