

View this email [online](#).  
Forward to a colleague

[Home](#) [People](#) [Properties](#) [Insights](#) [Services](#)



# SELF STORAGE

## STATE OF THE MARKET SURVEY RESULTS

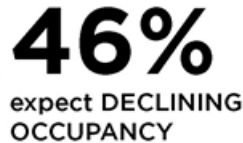
1 How has the health crisis affected your incoming rent payments for **March**?



2 How has the health crisis affected your incoming rent payments for **April**?



3 How do you expect **operations** to be affected on new facilities?



4 With the current health crisis what is your **greatest concern** on operations?



5 Do you self manage or utilize a 3rd party management company?



6 What would you consider is the **average absorption** for a new facility?

(assume 75,000 square feet)



7 Over the next 12 months which do you believe will be the best **source of debt**?

15

CMBS

38

Life Insurance  
Companies

79

Conventional  
/ Local Bank

4

Debt Funds

19

Private Capital  
Markets

3

Other

8 During the next 12 months do you expect **interests rates** to...



56%

Stay the same



28%

Increase a little



&lt;1%

Increase dramatically



19%

Decrease

9 In the next 12 months do you expect your **physical occupancy** to...



34%

Stay the same



32%

Increase



35%

Decrease



10 In the next 12 months do you expect your **asking rental rates** to...

23

Rise 1-3%

11

Rise more  
than 3%

54

Stay the same

26

Decrease  
more than 1%

26

Decrease more  
than 3%

1

Other

11 In the next 12 months do you expect your **achieved rental rates** to...

24

Rise 1-3%

9

Rise more  
than 3%

57

Stay the same

27

Decrease  
more than 1%

21

Decrease more  
than 3%

0

Other

12 In the next 12 months do you expect your **expenses** to...

44

Rise 1-3%

26

Rise more  
than 3%

56

Stay the same

10

Decrease  
more than 1%

1

Decrease more  
than 3%

0

Other

A recent survey completed by market participants shows that on average, individuals expect **Class A, B & C cap rates** to be in the following range:



## SELF-STORAGE ADVISORY GROUP

**Kate Spencer, MAI**

Managing Director  
Valuation & Advisory  
+1 214 558 9953

kate.spencer@cushwake.com

**Michael A Mele**

Vice Chairman  
Capital Markets  
+1 813 462 4220

mike.mele@cushwake.com

**Luke Elliott**

Executive Managing Director  
Capital Markets  
+1 813 462 4212

luke.elliott@cushwake.com

©2020 Cushman & Wakefield. All rights reserved. The information contained within this report is gathered from multiple sources believed to be reliable. The information may contain errors or omissions and is presented without any warranty or representations as to its accuracy.

### Join the conversation online



[www.cushmanwakefield.com](http://www.cushmanwakefield.com)

This email has been sent to you by [Cushman & Wakefield Self Storage Advisory Group Storage@cushwake.com](mailto:Cushman & Wakefield Self Storage Advisory Group Storage@cushwake.com). To ensure delivery, add us to your address book or safe senders list. If you wish to unsubscribe from future emails, please [click here](#). We typically process unsubscribe requests within 5 working days. [Click here](#) for our privacy notice.

Global Headquarters: Cushman & Wakefield | 225 W. Wacker Drive, Suite 3000 | Chicago, IL 60606 | USA

© 2022 Cushman & Wakefield. All rights reserved. The information contained within this communication is gathered from multiple sources believed to be reliable. The information may contain errors or omissions and is presented without any warranty or representations as to its accuracy. This e-mail may be considered advertising under federal law.