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EXIT

VALUATION & ADVISORY SELF STORAGE PERFORMANCE QUARTERLY

26

FOURTH QUARTER 2023

The data collected for this quarter's report was gathered between October 1 and December 31, 2023, and the data reflected herein does not necessarily reflect current market conditions. A portion of the REIT analysis is also based on the quarter end statements released in October 2023 and reflecting Q32023 results.

In Q4 2023, rental income decreased in the U.S. due to the decrease in asking rental rates, occupancy remained the same for Nationwide and the REITs slight decreased. The graph below shows the rental rate averages for the other nonclimate controlled, downstairs, standard unit sizes that are offered at storage facilities nationwide.

Notably, rent per available square foot (psf) decreased in Q4 2023 nationwide and the REITs compared to Q4 2022. The

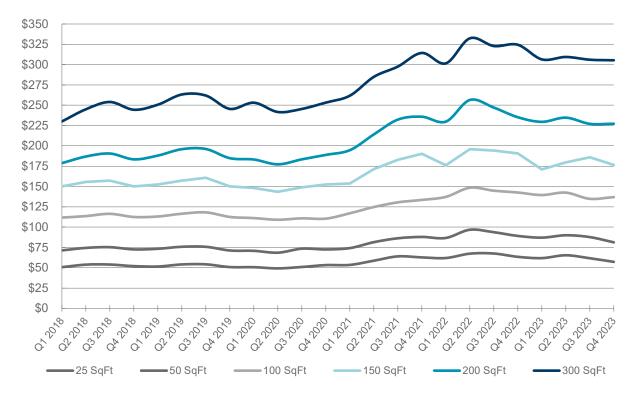
Performance Comparison Q4 23 vs. Q4 22

	REITs	Nationwide
Asking Rental Rates	- 10.7%	-3.8%
Physical Occupancy	↓ -1.0%	↔ 0.0%
Rental Income	↓ -10.6%	-4.4%

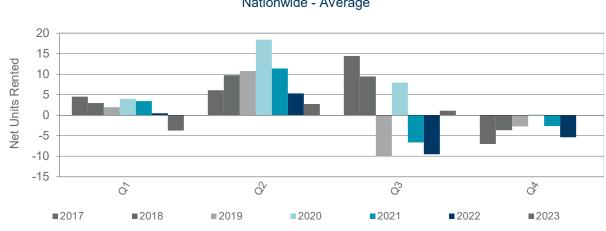
REITs had stable performance this year, and after the pandemic, the market sector restored to the normal self-storage yearly cycle. This demonstrates the sector's overall resiliency.

Supply and demand metrics appeared to slow and were still strong compared to all of last year. Construction starts increased 5% from last quarter and decreased 7% as of Q4 2022. According to F.W. Dodge, there have been 587 new starts in the last four quarters, including new construction and alterations, additions, or renovations.

The SSPI Self Storage Performance Index stay the same in Q4 2023 and is at 167.5, a 0.0% change from Q3 2023. Moreover, SSPI decreased 4.9% compared to Q4 2022.

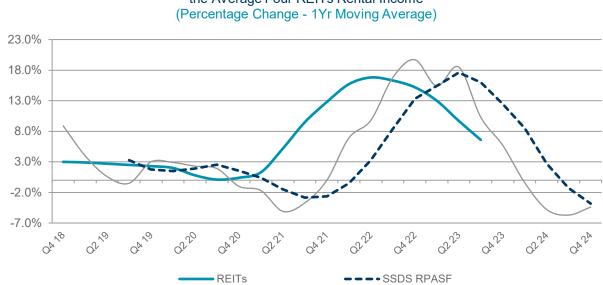


Nationwide Average Asking Rent for Unit Sizes



Net Units RentedPer Facility Per Month Nationwide - Average

Quarterly Unit Absorption — Net unit absorption (move-ins less move-outs) indicates a negative trend from last quarter. For example, the total rental activity was up 10.0% in Q3 2023 vs. the same quarter in 2022, and the quarterly unit absorption was negative 0.6% The graph illustrates the average net number of units rented each quarter and is based upon a sample of 664± storage facilities nationwide. Leading Indicator — Self Storage Data Service's Rent per Available Square Foot (RPASF) is premised upon asking rental rates, and since it takes six to 12 months to be fully reflected in facilities' performance, RPASF is a leading indicator. To measure the validity of this indicator, SSDS tracks the correlation between RPASF and the average rental income as reported by the four REITs. There is a high degree of statistical correlation between the two as can be seen in the graph. The data demonstrates that the pace in rent growth will increase, a function of revenue enhancement models already showing significant growth the past three years. Rent growth in self-storage will continue to exceed other real estate sectors.



SSDS's Rent per Available Square Foot vs. the Average Four REITs Rental Income (Percentage Change - 1Yr Moving Average)



Summary of Findings

Self-storage Performance Index — The SSPI remained the same (0.0%) compared to Q3 2023 and decreased 4.9% to compared to Q4 2022. The SSPI now stands at 167.5.

Asking Rental Rates — Asking rents decreased 1.6% compared to Q3 2023 and decreased 3.8% compared to Q4 2022, and the REITs decreased 5.6% compared to last quarter and decreased 10.7% from Q4 2022.

Physical Occupancy — Median physical occupancy did not change (0.0%) compared to Q3 2023 and remained the same (0.0%) over Q4 2022, and REITs remained the same (0.0%) compared to last quarter and decreased 1.0% compared to Q4 2022.

Concessions — The Cost of Concessions Index absolute change increased 4.1% compared Q3 2023, and also increased 2.1% over Q4 2022. The facilities offering concessions absolute change decreased 7.6% from last quarter and decreased 5.3% from year ago. The Concession Cost Index decreased to 166.0 in Q4 2023. **Rent per Available Square Foot** — RPASF for the benchmark 100 sf non-climate-controlled units are down 2.0% from Q3 2023 and are down 4.4% compared to Q4 2022. The REITs decreased 5.5% compared to last quarter and decreased 10.6% from last year.

Sampling Statistics — SSDS's sampling technique assures that the number of REIT facilities in each market's sample represents the approximate percentage of actual REIT facilities in that given market. In this quarter's report, data was obtained from 3,947 facilities owned by the four REITs and 6,779 facilities privately owned. Thus, the percentage of REIT facilities included in this quarter's sample is a reasonable proportion to their market share in these top 50 markets.



Source: Cushman & Wakefield, Inc. The Self Storage Performance Quarterly, a publication of Cushman & Wakefield, Inc.

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Preface

The **Self-Storage Performance Quarterly** (SSPQ) provides an independent and comprehensive overview of the status of the domestic self-storage industry. It is published within 30 days following the end of each calendar quarter, thus allowing subscribers to monitor the health of the industry at the operations level in a timely manner. It contains the Self-Storage Performance Index® (SSPI) as well as an analysis of the markets illustrated with detailed charts and tables.

SSPQ Sample Size — The data and findings contained in this report are the result of operating data collected each quarter from the population of more than 19,000 self-storage facilities located in the 50 largest metropolitan areas (MSAs) in the U.S.

Q4 2023 Sample Statistics						
Geographic Regions & Divisions	Sample Size	% Of Market				
Mideast	1,035	18.0%				
Northeast	1,413	25.6%				
East Region	2,448	21.7%				
East North Central	1,398	18.8%				
West North Central	494	12.7%				
Midwest Region	1,892	16.7%				
Southeast	1,660	21.1%				
Southwest	2,060	23.6%				
South Region	3,720	22.4%				
Mountain	819	16.5%				
Pacific	1,847	28.3%				
West Region	2,666	23.2%				
Total of USA	10,726	21.2%				
Total of Top 50 MSAs	10,726	55.4%				

Source: Cushman & Wakefield, Inc., Copyrighted ® 2024

Note: Cushman & Wakefield has taken every precaution to ensure accuracy in the analysis of the data and is not liable for any errors or omissions. This data is presented for informational purposes only.

Section I – Executive Summary

Performance At-a-Glance

FOURTH QUARTER 2023

(BENCHMARK GROUND LEVEL 10X10 NON-CLIMATE-CONTROLLED-UNITS)

Nationwide	Quarterly Q4 23 vs. Q3 23		Seasonal Q4 23 vs. Q4 22		Annual Current Four Quarters vs. Preceding Four Quarters ⁽¹⁾	
Asking Rental Rate	ŧ	Down -1.6%	ŧ	Down -3.8%	ŧ	Down -1.0%
Physical Occupancy Rate	+	No Change 0.0%	+	No Change 0.0%	+	No Change 0.0%
Rent Per Available SF (Rental Income)	ŧ	Down -2.0%	ŧ	Down -4.4%	ł	Down -1.1%

REITs	Quarterly Q4 23 vs. Q3 23	Seasonal Q4 23 vs. Q4 22	Annual Current Four Quarters vs. Preceding Four Quarters ⁽¹⁾	
Asking Rental Rate	↓ Down	Down	Down	
	-5.6%	-10.7%	-2.8%	
Physical Occupancy	No Change	Down	Down	
Rate		-1.0%	-0.3%	
Rent Per Available	Down	Down	Down	
SF (Rental Income)	-5.5%	-10.6%	-2.7%	

Section II – Supply and Demand

Supply

Supply Data Source — SSDS acquires data from F. W. Dodge to benchmark the trend in new supply, recognizing that this data source does not report everything that is being built. Data from F. W. Dodge is published monthly in arrears. As a result, quarter-end data arrives after the scheduled publishing of the SSPQ report; thus, the supply data reflects the last month's statistics of the previous quarter and the first two month's statistics of the current quarter.

Construction Pipeline

The table below illustrates self-storage projects in the various phases of the construction pipeline by region of the country. The line item in the table below for New Construction Starts includes alterations, renovations, interior completions, and additions.

Project Pipeline by	Region						
Decision	East	Midwest	South	West	Totals Q4-23	Q4-23 vs Q3-23	Q4-23 vs Q4-22
Bidding (All Stages)	7	0	11	7	25	-59%	-66%
Construction- In-Process	16	11	59	20	106	-8%	5%
Projects Deferred	4	0	14	9	27	-29%	-13%
Pre-Planning	34	11	30	17	92	-6%	-28%
Planning	130	22	94	106	352	12%	9%
Final Planning	0	0	0	0	0	0%	0%
Certificates of Occupancy	5	4	2	9	20	150%	33%
Permit Issued	0	0	0	0	0	0%	0%
New Construction Starts	41	17	69	31	158	5%	-7%
Other	0	0	0	0	0	0%	0%
Totals	237	65	279	199	780	-3%	-8%
% Of Region	30%	8%	36%	36%	100%		

Note: New construction starts listed here included alterations, additions, and renovations.



PROJECT PHASE DEFINITIONS

Bidding — Plans and specifications are complete. The owner is taking bids on the prime (general) contract.

Construction — This is an update to a start report. There can only be one start report issued. Work is underway.

Deferred — Project is on hold and may proceed later.

Pre-Planning — No primary design factor (i.e., architect or design engineer).

Planning — An architect or engineer has been selected for the project, and plans are underway. Initial approvals have usually been granted and a general description of the project may appear on the report.

Final Planning — The project will go out for bids or construction will start within four months.

Permits — Permit information taken from local municipalities.

Start — A new start means that the general contract has been awarded and work will begin soon.

Note: this includes new projects, as well as alterations, renovations, interior completions and, additions.

MARKETS WITH LARGEST NUMBER OF PROJECTS IN THE PIPELINE

There was a decrease in the number of projects (27) placed on hold this quarter which represents a decrease of 29% compared to Q3 2023 and a 13% decrease compared Q4 2022. The metropolitan areas with the largest number of projects in all the various phases of the pipeline are:

Market	East
New York-Newark-Edison	52
Miami-Fort Lauderdale-Miami Beach	34
Atlanta-Sandy Springs-Marietta	27
Dallas-Fort Worth-Arlington	25
Tampa-St. Petersburg-Clearwater	24
Las Vegas-Paradise	23
Phoenix-Mesa-Scottsdale	22
Los Angeles-Long Beach-Santa Ana	21
Orlando	20
Riverside-San Bernardino-Ontario	19
Philadelphia-Camden-Wilmington	19
Houston-Baytown-Sugar Land	14
San Antonio	12
Providence-New Bedford-Fall River	12
Jacksonville	11
Charlotte-Gastonia-Concord	11
Kansas City	10
Washington, DC-Arlington-Alexandria	9
Oklahoma City	9
Hartford-West Hartford-East Hartford	8
Austin-Round Rock	8

Pipeline of Q4 202	3										
Top 50 MSAs	Bidding (All Stages)	Construction In-Process	Projects Deferred	Pre-Planning	Planning	Final Planning	Certificates of Occupancy	Permit Issued	New Construction Starts	Other	Total
Atlanta-Sandy Springs-Marietta, GA MSA	1	4	2	5	4				5		21
Austin-Round Rock, TX MSA	1	1			1				2		5
Baltimore-Towson, MD MSA	1	2			2						5
Birmingham- Hoover, AL MSA											0
Boston-Cambridge Quincy, MA-NH MSA		2		6	2				1		11
Buffalo- Cheektowaga- Tonawanda, NY MSA				1	1		1				3
Charlotte- Gastonia-Concord, NC-SC MSA					2				1		3
Chicago- Naperville-Joliet, IL-IN-WI MSA		1			3						4
Cincinnati- Middletown, OH- KY-IN MSA											0
Cleveland-Elyria- Mentor, OH MSA									2		2
Columbus, OH MSA											0
Dallas-Fort Worth- Arlington, TX MSA		4	2	2	2				5		15
Denver-Aurora, CO MSA				1					1		2
Detroit-Warren- Livonia, MI MSA		1			6				1		8
Hartford-West Hartford-East Hartford, CT MSA		1			8				1		10
Houston-Baytown- Sugar Land, TX MSA	1	8		2					8		19
Indianapolis, IN MSA		3		1			1		2		7
Jacksonville, FL MSA		3			1				3		7
Kansas City, MO- KS MSA		2			2						4
Las Vegas- Paradise, NV MSA	1		2		12				2		17
Los Angeles-Long Beach-Santa Ana, CA MSA	1	4	1	2	15		5		2		30
Louisville, KY-IN MSA		1			2						3
Memphis, TN-MS- AR MSA							1				1
Miami-Fort Lauderdale-Miami Beach, FL MSA	2	2	1		11				6		22
Milwaukee- Waukesha-West Allis, WI MSA				1							1
Minneapolis-St. Paul-Bloomington, MN-WI MSA		1									1
Nashville Davidson Murfreesboro, TN MSA	1										1

Source: Cushman & Wakefield, Inc. The Self Storage Performance Quarterly, a publication of Cushman & Wakefield, Inc.

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New Orleans-											
Metairie-Kenner, LA MSA					1						1
New York-Newark- Edison, NY-NJ-PA MSA	1	3		7	18				7		36
Oklahoma City, OK MSA		1									1
Orlando, FL MSA		4		2	4				3		13
Philadelphia- Camden- Wilmington, PA- NJ-DE-MD MSA				2	12						14
Phoenix-Mesa- Scottsdale, AZ MSA	3	1		1	24				6		35
Pittsburgh, PA MSA			1	1	2						4
Portland- Vancouver- Beaverton, OR- WA MSA		1		2	1						4
Providence-New Bedford-Fall River, RI-MA MSA		1		1	7				1		10
Richmond, VA MSA		1	1		1				2		5
Riverside-San Bernardino- Ontario, CA MSA		2	1		12				2		17
Rochester, NY MSA											0
Sacramento Arden-Arcade Roseville, CA MSA					6						6
Salt Lake City, UT MSA				1	1						2
San Antonio, TX MSA		5		1					3		9
San Diego- Carlsbad-San Marcos, CA MSA			1		2		1		1		5
San Francisco- Oakland-Fremont, CA MSA		2	1		2						5
San Jose- Sunnyvale-Santa Clara, CA MSA				1	1		1				3
Seattle-Tacoma- Bellevue, WA MSA			1	1	4				3		9
St. Louis, MO-IL MSA					3						3
Tampa-St. Petersburg- Clearwater, FL MSA		4		4	12				3		23
Virginia Beach- Norfolk-Newport News, VA-NC MSA	1				6						7
Washington- Arlington- Alexandria, DC- VA-MD-WV MSA	1			1	16				1		19
Top 50 MSAs Total	15	65	14	46	209		10		74		433
Other MSAs Total	9	37	11	38	105		7		67		274
Non-MSAs Total	1	4	2	8	38		3		17		73
Total	25	106	27	92	352	0	20	0	158	0	780

New Construction Starts

The graph below illustrates the historical trend in the total number of new construction starts including alterations, renovations and interior construction, both within and outside major metropolitan areas.

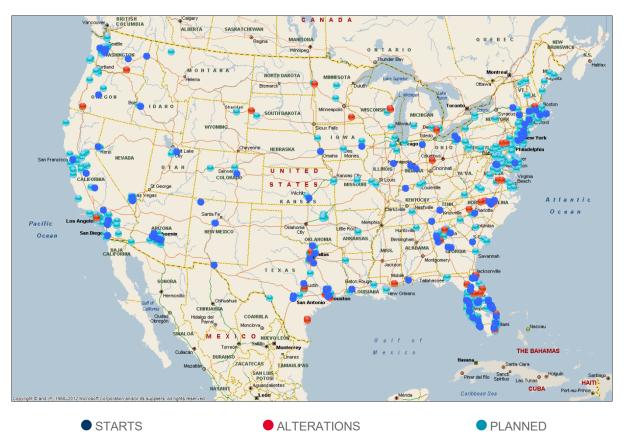




Total Construction Starts								
	Top 50 MSAs	Secondary Markets	Total Nationwide (Combined)					
New Construction	57	62	119					
Alterations/Renovations, Interior Completions	17	22	39					
Total Number of Starts	74	84	158					
"New" Construction Starts Characte	ristics							
Facility Size (average gross sf)	94,242	76,538	85,018					
Direct Construction Cost (per sf)	\$92.72	\$80.16	\$86.83					
Value of Direct Construction Cost	\$498,082,000	\$380,383,000	\$878,465,000					
Total Gross Square Feet	5,371,806	4,745,362	10,117,168					

CONSTRUCTION STARTS BY METROPOLITAN AREA

Location of New Construction



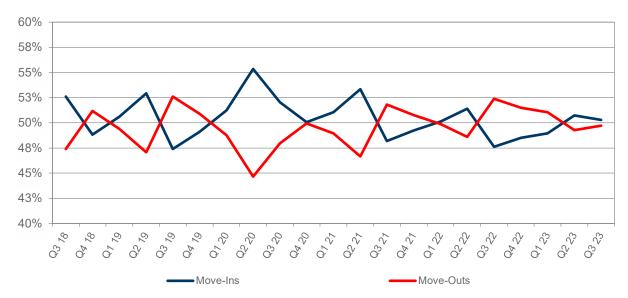
COMMENTS ON SUPPLY

Construction starts increased 5% from last quarter and decreased 7% as of Q4 2022. According to F.W. Dodge, there have been 587 new starts the last four quarters (new starts includes new construction and alterations, additions, or renovations).

Demand

Methodology — SSDS tracks the rental activity of approximately 664± self-storage facilities every 90 days. To measure the changes in demand, SSDS tracks several indicators including the ratio of move-ins to move-outs and the net absorption of units. Our findings are reported quarterly to subscribers and are summarized in the following tables and graphs.

Demand TrendRatio of Move-Ins : Move Outs (Same-Store Sample - 664± Facilities Nationwide)



Ratio of Move-Ins: Move-Outs — The red line in the graph below illustrates the trend in the ratio of tenants moving into storage as opposed to those moving out of storage. At the peak of the season, typically in the second quarter, the percentage of tenants moving into storage approaches 51.4% of the total rental activity.

Net Absorption Ratio — Another measure of demand is to measure the net difference in the ratios of move-ins to move-outs which is calculated as follows:

Move-ins -

<u>Move-outs</u> = Net Absorption Ratio

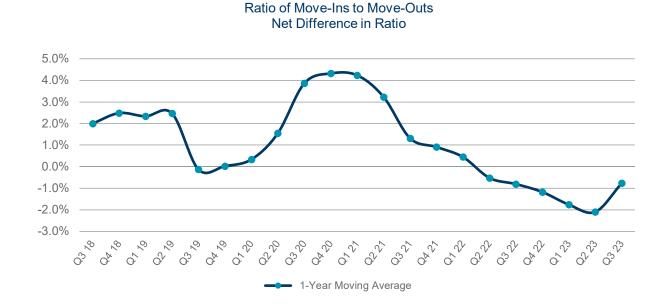
Total Rental Activity

Total Rental Activity

Self Storage Performance Quarterly

Total rental activity is the sum of move-ins and move-outs in each period. When the ratio is positive, it is indicative of positive net absorption. The size of the Net Absorption Ratio reflects the gap or differential between move-ins and move-outs.

The graph below reflects the net difference in the ratio since Q3 2018. The trend line suggests that the ratio of move-ins is returning to parity with move-outs. In layman's terms, when the trend line is sloping upward, demand is increasing and, conversely, a downward sloping line would indicate weakening demand.



Storage Demand — The following tables illustrate the trends in demand based upon 664± facilities SSDS tracks every quarter.

Storage Demand – Nationwide							
Geographic Regions & Divisions	Q3 2023 vs. Q2 2023	Q3 2023 vs. Q3 2022					
Total Rental Activity	7.6%	10.0%					
Move-Ins	6.7%	16.2%					
Move-Outs	8.6%	4.5%					

Source: Cushman & Wakefield, Inc.

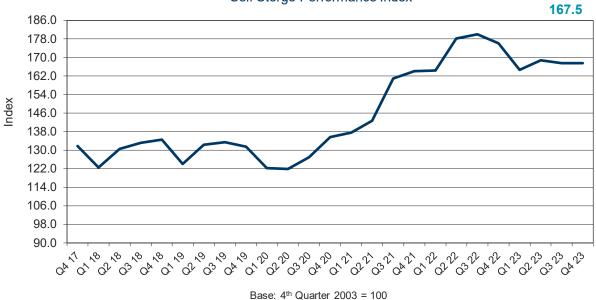
Section III – Market Performance Data Q4 2023

Self-Storage Performance Index

Self-Storage Performance Index® — The SSPI measures the changes in net operating income, taking into consideration changes in asking rents, physical occupancy and concessions, as well as operating expenses. It is therefore a reliable and unbiased way of measuring the changes in self storage's operating performance. Each quarter, the Index is reset to reflect the latest changes in expenses from the prior quarter.

Comment on SSP Index:

The U.S. Self Storage Performance Index® (SSPI) remained the same (0.0%) in Q4 2023 compared to last quarter and is down 4.9% from last year. The SSPI for Q4 ending December 31, 2023, now stands at 167.5 same (0.0%) from the prior quarter's index (1), and down 4.9% from Q4 2022.



Self Storge Performance Index

Note (1) The SSPI value for Q3 2023 was projected to be 168.1 based on projected operating expenses and pending receipt of actual expenditures for Q3 2023. The final index value of 167.5 is used in the tables and graphs contained herein.

Self-Storage Performance Benchmarks

							<u>Change</u>	
National Benchmarks	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Quarterly	Seasonal	Annual
Median Rental Rates/Sq. Ft.								
Non-Climate Controlled Units								
Ground Level ¹	\$1.3000	\$1.2500	\$1.2600	\$1.2700	\$1.2500	-1.6%	-3.8%	-1.0%
Ground Level ¹	\$1.5000	\$1.5000	\$1.5200	\$1.5000	\$1.5100	0.7%	0.7%	0.2%
Climate Controlled Units								
Ground Level ¹	\$1.6575	\$1.6000	\$1.5900	\$1.6000	\$1.4900	-6.9%	-10.1%	-2.6%
Upper Level	\$1.6000	\$1.5300	\$1.4900	\$1.5000	\$1.4500	-3.3%	-9.4%	-2.5%
Median Occupancy ²	90.0%	90.0%	90.0%	90.0%	90.0%	0.0%	0.0%	0.0%
Rent Per Available Sq. Ft.	\$1.0630	\$1.0208	\$1.0346	\$1.0373	\$1.0166	-2.0%	-4.4%	-1.1%

¹ The differential between ground- and upper-level rental rates is skewed by the disproportionate number of single-level facilities in the population and sample of self-storage facilities. Facilities with upper-level units tend to be in higher density.

² The aggregated median physical occupancy statistic is not meaningful by itself. Please refer to the detailed occupancy statistics by submarket found in Table 3.

Concession Trends

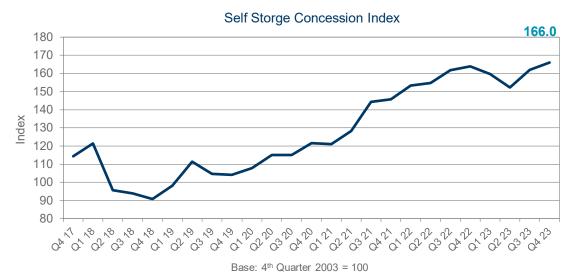
The trends in the types of concessions being offered provide an indication of the direction the markets are headed. SSDS tracks concessions in 45 different categories. Given the relative strength or weakness of any given market, the type and number of facilities offering concessions will vary. The comparative cost of alternative concession programs can be significant. For example:

The cost of a one-month, free rent program can vary dramatically based on the duration of a tenant's occupancy, and on when, during the tenancy, the "free" month is credited. Assuming a tenant's occupancy duration of six months, a one-month concession is a discount of one-sixth of the asking rental rate. As the occupancy duration shortens, the effective cost of the discount increases.

Effective Cost — SSDS calculates the effective cost of concessions by category and weights them by prevalence. The result is an effective benchmark cost of concessions by market and in the aggregate and should not be confused with the actual cost of concessions in any given marketplace.

						Absolute Change		
	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Quarterly	Seasonal	Annual
Facilities Offering Concessions	78.0%	81.9%	78.6%	80.2%	72.7%	-7.6%	-5.3%	-1.3%
Concession Cost Index	163.9	159.6	152.2	161.9	166.0	4.1	2.1	0.5

SSDS Concession Index

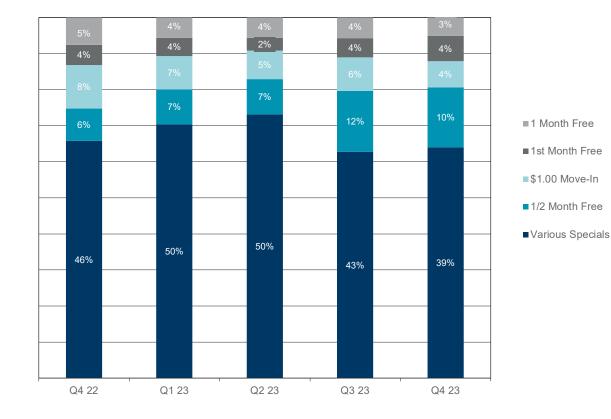


Trends in Ten Most Popular Concessions

PERCENT OF FACILITIES OFFERING EACH TYPE

						Absolute Change		ge
Type of Rent Concession	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Quarterly	Seasonal	Annual
Various Specials	45.91%	50.40%	50.20%	42.92%	38.76%	-4.16%	-7.15%	-1.79%
1/2 Month Free	6.27%	6.93%	6.71%	11.58%	10.08%	-1.50%	3.81%	0.95%
\$1.00 Move-In	8.40%	6.64%	5.41%	6.33%	4.42%	-1.91%	-3.98%	-1.00%
1st Month Free	3.94%	3.59%	2.39%	3.69%	4.25%	0.56%	0.31%	0.08%
1 Month Free	5.28%	4.05%	3.91%	3.91%	3.09%	-0.82%	-2.19%	-0.55%
2nd Month Free	0.73%	1.28%	1.03%	1.42%	1.44%	0.02%	0.71%	0.18%
4th Month Free	0.07%	0.35%	0.53%	1.02%	1.31%	0.29%	1.24%	0.31%
25% Discount	0.86%	0.70%	1.34%	1.09%	1.18%	0.09%	0.43%	0.11%
1/2 Off 1st Month	1.07%	0.99%	1.12%	1.03%	1.02%	-0.01%	-0.05%	-0.01%
Free Lock	0.60%	1.63%	1.27%	1.36%	0.95%	-0.41%	0.35%	0.09%
Other Concessions	4.90%	5.33%	4.85%	5.89%	6.16%	0.27%	1.26%	0.32%
None	21.97%	18.11%	21.24%	19.76%	27.34%	7.58%	5.37%	1.34%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	00	00	00

Self Storage Performance Quarterly



Concessions Composition

Source: Cushman & Wakefield, Inc. The Self Storage Performance Quarterly, a publication of Cushman & Wakefield, Inc.

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Elasticity in Demand

Due to the sampling techniques, the median is the best measure of overall performance, as it excludes the extremes. However, the elasticity in self-storage demand is best demonstrated by looking at the average rather than the median rental rate and physical occupancy data.

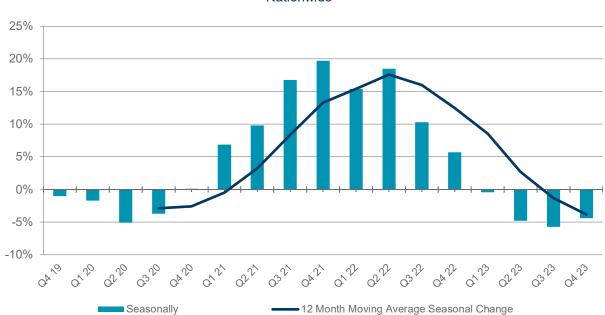
AVERAGE ASKING RENTAL RATE AND AVERAGE PHYSICAL



Self Storage Performance Quarterly

Occupancy

(RENTAL RATE FOR 100 SF GROUND LEVEL NON-CLIMATE-CONTROLLED UNIT)

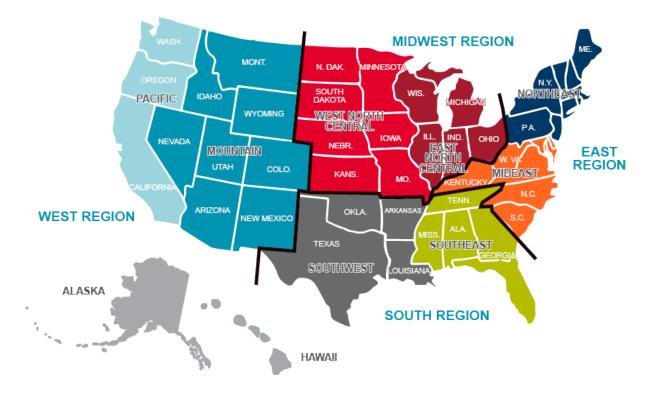


Rent per Available Square Foot Nationwide

Operating Performance by Region

The Self-Storage Performance by Geographic Regions and Divisions section contains tables and graphs illustrating the performance of facilities first in each of the four major regions of the country, followed by the performance within the eight divisions. Sub-regional data aggregates are not additive to regional data aggregates, as the populations and sample sizes are different in each region and sub-region.

U.S. SELF STORAGE MARKET GEORAPHICAL REGION & DIVISIONS



NOTE: SSDS reports the operating performance data using the median figures which best measure the central tendency of the data as a whole and are not affected by data extremes.

East Region's Divisional Performance Q4 23 vs. Q4 22

	Mideast Division	Northeast Division	Nationwide	Mideast vs. Nationwide	Northeast vs. Nationwide
Asking Rental Rates	-3.9%	-11.6%	-3.8%	-0.1%	-7.8%
Physical Occupancy	0.0%	0.0%	0.0%	0.0%	0.0%
Rent per Available SF	-5.0%	-12.4%	-4.4%	-0.6%	-8.0%
Percent of Facilities Offering Concessions	64.8%	82.5%	72.7%	-7.9%	9.8%
Effective Cost of Concessions Factor	9.2%	8.0%	8.7%	0.5%	-0.7%

Source: Cushman & Wakefield, Inc.

Midwest Region's Divisional Performance Q4 23 vs. Q4 22 East North West North East North West North Nationwide Central Central Central vs. Central vs. Division Division Nationwide Nationwide Asking Rental Rates -5.6% 2.0% -3.8% -1.8% 5.8% Physical Occupancy 0.0% 0.9% 0.0% 0.0% 0.9% -1.3% Rent per -5.7% 3.9% -4.4% 8.3% Available SF Percent of Facilities 69.7% 70.9% 72.7% -3.0% -1.8% Offering Concessions Effective Cost of 7.7% 9.1% 8.7% -1.0% 0.4% **Concessions Factor**

Source: Cushman & Wakefield, Inc.

South Region's Divisional Performance Q4 23 vs. Q4 22

	Southeast Division	Southwest Division	Nationwide	Southeast vs. Nationwide	Northeast vs. Nationwide
Asking Rental Rates	-8.5%	-6.4%	-3.8%	-4.7%	-2.6%
Physical Occupancy	0.0%	0.0%	0.0%	0.0%	0.0%
Rent per Available SF	-9.3%	-6.7%	-4.4%	-4.9%	-2.3%
Percent of Facilities Offering Concessions	67.2%	71.1%	72.7%	-5.5%	-1.6%
Effective Cost of Concessions Factor	9.3%	8.4%	8.7%	0.6%	-0.3%

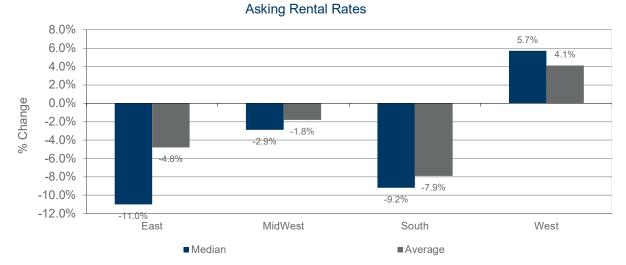
Source: Cushman & Wakefield, Inc.

West Region's Divisional Performance Q4 23 vs. Q4 22

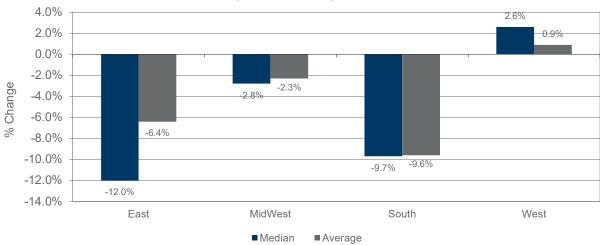
	Mountain Division	Pacific Division	Nationwide	Pacific	Mountain Division
Asking Rental Rates	-2.2%	6.9%	-3.8%	1.6%	10.7%
Physical Occupancy	-1.0%	-3.0%	0.0%	-1.0%	-3.0%
Rent per Available SF	-3.7%	2.6%	-4.4%	0.7%	7.0%
Percent of Facilities Offering Concessions	76.8%	77.0%	72.7%	4.1%	4.3%
Effective Cost of Concessions Factor	9.3%	9.0%	8.7%	0.6%	0.3%

Source: Cushman & Wakefield, Inc.

PERFORMANCE BY REGION (Q4 23 VS. Q4 22)



Physical Occupancy 0.0% 0.0% 0.0% 0.0% -0.5% -0.4% % Change -0.7% -1.0% -1.0% -1.5% -2.0% -2.0% -2.1% -2.5% East MidWest South West Median Average



Rent per Available Square Foot

Market Conditions

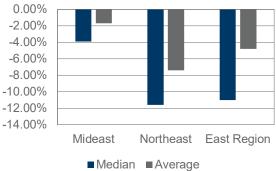
East Region

Sample Size			
	Total Facilities	Sample Size	% Sample
Mideast Division	5,758	1,035	18.00%
Northeast Division	5,517	1,413	25.60%
East Region	11,275	2,448	21.70%

Rental Rate Per SF	Q4 22	Q4 23	% Change
Mideast Division			
Median	\$1.2900	\$1.2400	-3.9%
Average	\$1.3473	\$1.3239	-1.7%
Northeast Division			
Median	\$1.5500	\$1.3700	-11.6%
Average	\$1.6535	\$1.5315	-7.4%
East Region			
Median	\$1.4500	\$1.2900	-11.0%
Average	\$1.4971	\$1.4256	-4.8%

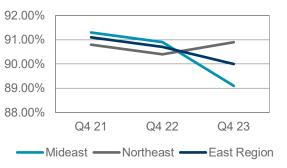
EAST REGION RY WY VA RY NC SC
sc





Physical Occupancy	Q4 22	Q4 23	Absolute Change
Mideast Division			
Median	90.0%	90.0%	0.0%
Average	90.9%	89.1%	-1.8%
Northeast Division			
Median	90.0%	90.0%	0.0%
Average	90.4%	90.9%	0.5%
East Region			
Median	90.0%	90.0%	0.0%
Average	90.7%	90.0%	-0.7%

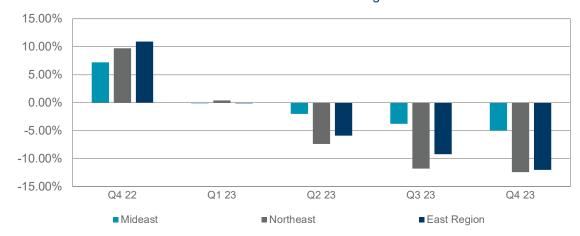
Average Physical Unit Occupancy



Self Storage Performance Quarterly

Rent Per Available SF	Q4 22	Q4 23	Absolute Change
Mideast Division			
Median	\$1.0551	\$1.0020	-5.0%
Average	\$1.1140	\$1.0578	-5.0%
Northeast Division			
Median	\$1.2822	\$1.1237	-12.4%
Average	\$1.3745	\$1.2699	-7.6%
East Region			
Median	\$1.1943	\$1.0514	-12.0%
Average	\$1.2415	\$1.1616	-6.4%

Median Rent Per Available SF Change



Average Rent Per Available SF Change



Key	Seasonal Change in MSAs in East Regions	Rental Rate Change	Occupancy Change	Change in Rent Per Avail. SF
	Mideast Division			
BAL	Baltimore-Towson, MD MSA	2.7%	-2.0%	-3.4%
CHA	Charlotte-Gastonia-Concord, NC-SC MSA	4.5%	-3.0%	0.7%
LOU	Louisville, KY-IN MSA	-8.1%	-5.0%	-14.2%
RIC	Richmond, VA MSA	3.5%	-1.0%	6.3%
VIR	Virginia Beach-Norfolk-Newport News, VA-NC MSA	-7.9%	1.0%	-9.5%
WAS	Washington-Arlington-Alexandria, DC-VA-MD- WV MSA	-0.6%	0.0%	-2.2%
CIN	Cincinnati-Middletown, OH-KY-IN MSA	-1.0%	0.0%	-2.2%
PHI	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD MSA	-23.2%	3.0%	-21.3%
	Northeast Division			
BOS	Boston-Cambridge-Quincy, MA-NH MSA	-19.3%	0.0%	-21.3%
BUF	Buffalo-Cheektowaga-Tonawanda, NY MSA	4.2%	-2.0%	0.9%
HAR	Hartford-West Hartford-East Hartford, CT MSA	4.0%	-5.0%	-2.8%
NYN	New York-Newark-Edison, NY-NJ-PA MSA	-1.9%	-1.0%	-2.7%
PHI	Philadelphia-Camden-Wilmington, PA-NJ-DE- MD MSA	-23.2%	3.0%	-21.3%
PIT	Pittsburgh, PA MSA	-1.0%	-1.0%	-6.5%
PRO	Providence-New Bedford-Fall River, RI-MA MSA	-2.0%	1.0%	-1.8%
ROC	Rochester, NY MSA	0.0%	0.0%	2.7%

Note: Light gray shading denotes that MSA is split between NCREIF regions and/or divisions.

Market Conditions

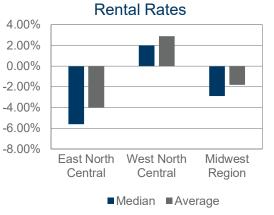
Midwest Region

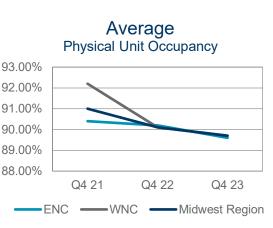
Sample Size			
	Total Facilities	Sample Size	% Sample
East North Central	7,440	1,398	18.8%
West North Central	3,882	494	12.7%
Midwest Region	11,322	1,892	16.7%



East North Central	Q4 22	Q4 23	% Change
East North Central			
Median	\$1.0700	\$1.0100	-5.6%
Average	\$1.1223	\$1.0769	-4.0%
West North Central			
Median	\$1.0000	\$1.0199	2.0%
Average	\$1.0538	\$1.0845	2.9%
Midwest Region			
Median	\$1.0500	\$1.0200	-2.9%
Average	\$1.0988	\$1.0795	-1.8%

Physical Occupancy	Q4 22	Q4 23	Absolute Change
East North Central			
Median	90.0%	90.0%	0.0%
Average	90.2%	89.6%	-0.6%
West North Central			
Median	90.0%	90.9%	0.9%
Average	90.1%	89.7%	-0.4%
Midwest Region			
Median	90.0%	90.0%	0.0%
Average	90.1%	89.7%	-0.4%





Self Storage Performance Quarterly

Rent Per Available SF	Q4 22	Q4 23	% Change
East North Central			
Median	\$0.8814	\$0.8309	-5.7%
Average	\$0.9268	\$0.8817	-4.9%
West North Central			
Median	\$0.8027	\$0.8343	3.9%
Average	\$0.8469	\$0.8742	3.2%
Midwest Region			
Median	\$0.8597	\$0.8355	-2.8%
Average	\$0.8994	\$0.8791	-2.3%

Rent Per Available SF Change 12.00% 8.00% 4.00% 0.00% -4.00% -8.00% -12.00% -16.00% Q4 22 Q1 23 Q2 23 Q3 23 Q4 23 East North Central ■ West North Central Midwest Region

Median

Average Rent Per Available SF Change



Кеу	Seasonal Change in MSAs in Midwest Regions	Rental Rate Change	Occupancy Change	Change in Rent Per Avail. SF
	East North Cental Division			
CHI	Chicago-Naperville-Joliet, IL-IN-WI MSA	-7.4%	-2.0%	-11.7%
CIN	Cincinnati-Middletown, OH-KY-IN MSA	-1.0%	0.0%	-2.2%
CLE	Cleveland-Elyria-Mentor, OH MSA	5.0%	-4.0%	0.5%
COL	Columbus, OH MSA	-8.7%	-3.0%	-11.5%
DET	Detroit-Warren-Livonia, MI MSA	-6.5%	0.0%	-6.3%
IND	Indianapolis, IN MSA	-11.1%	-2.0%	-10.5%
MIL	Milwaukee-Waukesha-West Allis, WI MSA	9.4%	-3.0%	9.9%
LOU	Louisville, KY-IN MSA	-8.1%	-5.0%	-14.2%
MIN	Minneapolis-St. Paul-Bloomington, MN-WI MSA	15.5%	-2.0%	11.2%
STL	St. Louis, MO-IL MSA	2.1%	0.0%	5.2%
	West North Central Division			
KAN	Kansas City, MO-KS MSA	-3.0%	2.7%	0.5%
MIN	Minneapolis-St. Paul-Bloomington, MN-WI MSA	15.5%	-2.0%	11.2%
STL	St. Louis, MO-IL MSA	2.1%	0.0%	5.2%

Note: Light gray shading denotes that MSA is split between NCREIF regions and/or divisions.

Market Conditions

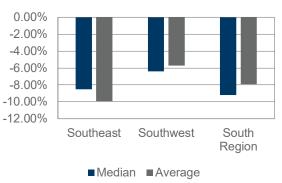
South Region

Sample Size			
	Total Facilities	Sample Size	% Sample
Southeast	7,857	1,660	21.1%
Southwest	8,727	2,060	23.6%
South Region	16,584	3,720	22.4%

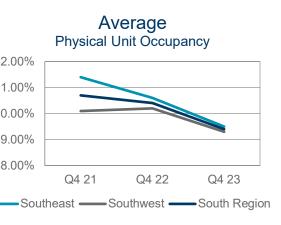


Rental Rate Per SF	Q4 22	Q4 23	% Change
Southeast			
Median	\$1.3000	\$1.1900	-8.5%
Average	\$1.3838	\$1.2469	-9.9%
Southwest			
Median	\$1.1000	\$1.0300	-6.4%
Average	\$1.1488	\$1.0837	-5.7%
South Region			
Median	\$1.2000	\$1.0900	-9.2%
Average	\$1.2601	\$1.1610	-7.9%

Rental Rates



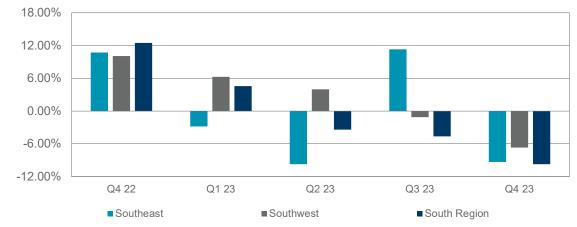
Physical Occupancy	Q4 22	Q4 23	Absolute Change	
Southeast				
Median	90.0%	90.0%	0.0%	92
Average	90.6%	89.5%	-1.1%	91
Southwest				90
Median	90.0%	90.0%	0.0%	89
Average	90.2%	89.3%	-0.9%	88
South Region				
Median	90.0%	90.0%	0.0%	-
Average	90.4%	89.4%	-1.0%	



Self Storage Performance Quarterly

Rent Per Available SF	Q4 22	Q4 23	% Change
Southeast			
Median	\$1.0587	\$0.9605	-9.3%
Average	\$1.1352	\$1.0002	-11.9%
Southwest			
Median	\$0.9009	\$0.8407	-6.7%
Average	\$0.9431	\$0.8770	-7.0%
South Region			
Median	\$0.9804	\$0.8853	-9.7%
Average	\$1.0341	\$0.9353	-9.6%

Median Rent Per Available SF Change



Average Rent Per Available SF Change



Key	Seasonal Change in MSAs in South Regions	Rental Rate Change	Occupancy Change	Change in Rent Per Avail. SF
	Southeast Division			
ATL	Atlanta-Sandy Springs-Marietta, GA MSA	-18.4%	1.0%	-17.7%
BIR	Birmingham-Hoover, AL MSA	-9.0%	-4.0%	-11.9%
JAC	Jacksonville, FL MSA	-14.9%	-3.0%	-17.5%
MEM	Memphis, TN-MS-AR MSA	-12.1%	1.0%	-10.2%
MIA	Miami-Fort Lauderdale-Miami Beach, FL MSA	-9.6%	0.0%	-12.2%
NAS	Nashville-Davidson-Murfreesboro, TN MSA	-9.9%	-5.0%	-15.4%
ORL	Orlando, FL MSA	-5.2%	0.0%	-7.9%
TAM	Tampa-St. Petersburg-Clearwater, FL MSA	-19.2%	-3.0%	-22.9%
	Southwest Division			
AUS	Austin-Round Rock, TX MSA	0.0%	0.0%	1.3%
DAL	Dallas-Fort Worth-Arlington, TX MSA	-10.3%	-1.0%	-12.8%
HOU	Houston-Baytown-Sugar Land, TX MSA	-4.0%	0.0%	-3.7%
NOR	New Orleans-Metairie-Kenner, LA MSA	-16.0%	-3.0%	-18.4%
OKC	Oklahoma City, OK MSA	4.0%	-1.0%	5.0%
SAT	San Antonio, TX MSA	-13.2%	-3.0%	-18.0%
MEM	Memphis, TN-MS-AR MSA	-12.1%	1.0%	-10.2%

Note: Light gray shading denotes that MSA is split between NCREIF regions and/or divisions.

Market Conditions

West Region

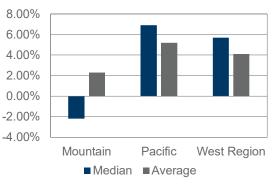
Sample Size			
	Total Facilities	Sample Size	% Sample
Mountain	4,956	819	16.5%
Pacific	6,524	1,847	28.3%
West Region	11,480	2,666	23.2%

Rental Rate Per SF	Q4 22	Q4 23	% Change
Mountain			
Median	\$1.3700	\$1.3400	-2.2%
Average	\$1.3850	\$1.4163	2.3%
Pacific			
Median	\$1.7000	\$1.8170	6.9%
Average	\$1.8111	\$1.9055	5.2%
West Region			
Median	\$1.5900	\$1.6800	5.7%
Average	\$1.6272	\$1.6943	4.1%

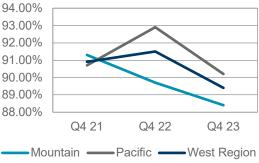
Physical Occupancy	Q4 22	Q4 23	Absolute Change
Mountain			
Median	90.0%	89.0%	-1.0%
Average	89.7%	88.4%	-1.3%
Pacific			
Median	94.0%	91.0%	-3.0%
Average	92.9%	90.2%	-2.7%
West Region			
Median	92.0%	90.0%	-2.0%
Average	91.5%	89.4%	-2.1%



Rental Rates



Average Physical Unit Occupancy

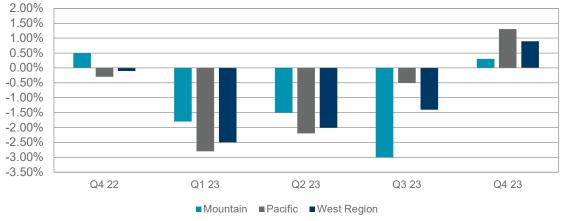


Rent Per Available SF	Q4 22	Q4 23	% Change
Mountain			
Median	\$1.1098	\$1.0685	-3.7%
Average	\$1.1179	\$1.1208	0.3%
Pacific			
Median	\$1.4517	\$1.4894	2.6%
Average	\$1.5267	\$1.5467	1.3%
West Region			
Median	\$1.3243	\$1.3591	2.6%
Average	\$1.3501	\$1.3628	0.9%

Median Rent Per Available SF Change



Average Rent Per Available SF Change



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Кеу	Seasonal Change in MSAs in West Regions	Rental Rate Change	Occupancy Change	Change in Rent Per Avail. SF
	Mountain Division			
DEN	Denver-Aurora, CO MSA	2.1%	0.0%	1.3%
LVP	Las Vegas-Paradise, NV MSA	12.0%	-2.0%	6.8%
PHO	Phoenix-Mesa-Scottsdale, AZ MSA	-10.7%	0.0%	-9.4%
SLC	Salt Lake City, UT MSA	7.5%	-4.0%	0.2%
	Pacific Division			
LAX	Los Angeles-Long Beach-Santa Ana, CA MSA	6.1%	-2.0%	2.5%
POR	Portland-Vancouver-Beaverton, OR-WA MSA	-1.4%	-2.0%	-3.2%
RIV	Riverside-San Bernardino-Ontario, CA MSA	12.8%	-5.0%	6.3%
SAC	Sacramento-Arden-Arcade-Roseville, CA MSA	3.7%	-3.0%	1.4%
SDC	San Diego-Carlsbad-San Marcos, CA MSA	-2.1%	-2.7%	-5.7%
SFO	San Francisco-Oakland-Fremont, CA MSA	7.7%	-4.0%	0.7%
SJS	San Jose-Sunnyvale-Santa Clara, CA MSA	-3.9%	-3.0%	-5.2%
SEA	Seattle-Tacoma-Bellevue, WA MSA	1.8%	0.0%	-0.1%

Operating Performance by MSA

MOST IMPROVED AND WATCH LIST MARKETS

The intent of the Most Improved and Watch List Markets is to identify those markets that demonstrate the most notable change during the current year. The ranking is based on the highest and lowest <u>aggregate</u> growth scores.

The *growth score* is calculated by adding the percentage change in asking rental rates and physical occupancy for the same period.

The *aggregate growth score* is calculated as a moving average of the quarterly growth scores for the current and three preceding quarters.

The higher the aggregate growth scores for a market, the greater the likelihood that facility earnings will improve. Conversely, the lower the aggregate growth score, the greater the likelihood is for adverse change in facility earnings. Hence, our Watch List Markets are those markets with the lowest aggregate growth scores. As of quarter end, the results are as follows:

Six Most Improved Markets	Aggregate Growth Score
1. Los Angeles-Long Beach-Santa Ana, CA MSA	7.1
2. St. Louis, MO-IL MSA	6.7
3. Minneapolis-St. Paul-Bloomington, MN-WI MSA	6.5
4. Pittsburgh, PA MSA	5.2
5. Dallas-Fort Worth-Arlington, TX MSA	4.1
6. Denver-Aurora, CO MSA	4.0

Watch List Markets (Lowest Scores)	Aggregate Growth Score
1. Memphis, TN-MS-AR MSA	-21.1
2. Philadelphia-Camden-Wilmington, PA-NJ-DE-MD MSA	-15.0
3. Jacksonville, FL MSA	-13.4
4. Tampa-St. Petersburg-Clearwater, FL MSA	-9.9
5. Las Vegas-Paradise, NV MSA	-9.6
6. Birmingham-Hoover, AL MSA	-9.6

Median Asking Rental Rates per Square Foot

Median Asking Rental Rates per Square Foot are based upon the asking rent for a 100-sf, ground level, non-climate-controlled unit.

T 50 MOA-	Dantal Datas Of 02	Qua	arterly	Se	asonal	An	nual
Top 50 MSAs	Rental Rates Q4 23	% Change	Absolute Change	% Change	Absolute Change	% Change	Absolute Change
Atlanta-Sandy Springs-Marietta, GA MSA	\$1.0200	-15.00%	-\$0.18	-18.40%	-\$0.23	-4.69%	-\$0.06
Austin-Round Rock, TX MSA	\$1.1500	-3.36%	-\$0.04	0.00%	\$0.00	0.00%	\$0.00
Baltimore-Towson, MD MSA	\$1.5500	0.00%	\$0.00	2.65%	\$0.04	0.68%	\$0.01
Birmingham-Hoover, AL MSA	\$1.0100	-7.34%	-\$0.08	-9.01%	-\$0.10	-2.39%	-\$0.03
Boston-Cambridge- Quincy, MA-NH MSA	\$1.3000	-16.67%	-\$0.26	-19.32%	-\$0.31	-4.94%	-\$0.08
Buffalo- Cheektowaga- Tonawanda, NY MSA	\$1.2400	1.64%	\$0.02	4.20%	\$0.05	1.04%	\$0.01
Charlotte-Gastonia- Concord, NC-SC MSA	\$1.1495	0.83%	\$0.01	4.50%	\$0.05	1.10%	\$0.01
Chicago-Naperville- Joliet, IL-IN-WI MSA	\$1.1200	-2.61%	-\$0.03	-7.44%	-\$0.09	-2.04%	-\$0.02
Cincinnati- Middletown, OH-KY- IN MSA	\$0.9900	-1.00%	-\$0.01	-1.00%	-\$0.01	-0.24%	\$0.00
Cleveland-Elyria- Mentor, OH MSA	\$1.0500	-6.25%	-\$0.07	5.00%	\$0.05	1.19%	\$0.01
Columbus, OH MSA	\$0.9500	5.56%	\$0.05	-8.65%	-\$0.09	-2.26%	-\$0.02
Dallas-Fort Worth- Arlington, TX MSA	\$1.0400	-11.11%	-\$0.13	-10.34%	-\$0.12	-2.56%	-\$0.03
Denver-Aurora, CO MSA	\$1.4800	2.07%	\$0.03	2.07%	\$0.03	0.51%	\$0.01
Detroit-Warren- Livonia, MI MSA	\$1.1500	6.48%	\$0.07	-6.50%	-\$0.08	-1.70%	-\$0.02
Hartford-West Hartford-East Hartford, CT MSA	\$1.3000	-10.34%	-\$0.15	4.00%	\$0.05	0.95%	\$0.01
Houston-Baytown- Sugar Land, TX MSA	\$1.0300	0.00%	\$0.00	-3.96%	-\$0.04	-1.05%	-\$0.01
Indianapolis, IN MSA	\$0.8800	-11.11%	-\$0.11	-11.11%	-\$0.11	-2.78%	-\$0.03
Jacksonville, FL MSA	\$1.2000	-1.64%	-\$0.02	-14.89%	-\$0.21	-4.20%	-\$0.05
Kansas City, MO-KS MSA	\$0.9600	-3.03%	-\$0.03	-3.03%	-\$0.03	-0.74%	-\$0.01
Las Vegas-Paradise, NV MSA	\$1.3900	11.20%	\$0.14	11.96%	\$0.15	2.98%	\$0.04
Los Angeles-Long Beach-Santa Ana, CA MSA	\$2.2800	1.33%	\$0.03	6.05%	\$0.13	1.44%	\$0.03
Louisville, KY-IN MSA	\$0.9100	-1.09%	-\$0.01	-8.08%	-\$0.08	-2.15%	-\$0.02
Memphis, TN-MS-AF MSA	\$0.8700	2.35%	\$0.02	-12.12%	-\$0.12	-3.19%	-\$0.03
Miami-Fort Lauderdale-Miami Beach, FL MSA	\$1.7900	7.19%	\$0.12	-9.60%	-\$0.19	-2.50%	-\$0.05
Milwaukee- Waukesha-West Allis, WI MSA	\$1.0500	-4.55%	-\$0.05	9.38%	\$0.09	2.16%	\$0.02
Minneapolis-St. Paul Bloomington, MN-WI MSA	\$1.1900	3.48%	\$0.04	15.53%	\$0.16	3.64%	\$0.04
Nashville-Davidson- Murfreesboro, TN MSA	\$1.0900	-12.80%	-\$0.16	-9.92%	-\$0.12	-2.45%	-\$0.03

New Orleans- Metairie-Kenner, LA MSA	\$1.0500	-7.89%	-\$0.09	-16.00%	-\$0.20	-4.13%	-\$0.05
New York-Newark- Edison, NY-NJ-PA MSA	\$2.0500	0.00%	\$0.00	-1.91%	-\$0.04	-0.49%	-\$0.01
Oklahoma City, OK MSA	\$0.8800	0.00%	\$0.00	4.02%	\$0.03	0.98%	\$0.01
Orlando, FL MSA	\$1.2800	-3.02%	-\$0.04	-5.19%	-\$0.07	-1.32%	-\$0.02
Philadelphia- Camden-Wilmington, PA-NJ-DE-MD MSA	\$1.1900	-6.30%	-\$0.08	-23.23%	-\$0.36	-6.52%	-\$0.09
Phoenix-Mesa- Scottsdale, AZ MSA	\$1.2500	-0.79%	-\$0.01	-10.71%	-\$0.15	-2.82%	-\$0.04
Pittsburgh, PA MSA	\$0.9900	-5.71%	-\$0.06	-1.00%	-\$0.01	-0.24%	\$0.00
Portland-Vancouver- Beaverton, OR-WA MSA	\$1.3900	-6.71%	-\$0.10	-1.38%	-\$0.02	-0.33%	\$0.00
Providence-New Bedford-Fall River, RI-MA MSA	\$1.4700	1.38%	\$0.02	-2.00%	-\$0.03	-0.51%	-\$0.01
Richmond, VA MSA	\$1.1900	-4.80%	-\$0.06	3.48%	\$0.04	0.85%	\$0.01
Riverside-San Bernardino-Ontario, CA MSA	\$1.6700	-1.18%	-\$0.02	12.84%	\$0.19	2.96%	\$0.05
Rochester, NY MSA	\$1.0500	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00
Sacramento-Arden- Arcade-Roseville, CA MSA	\$1.4000	-4.76%	-\$0.07	3.70%	\$0.05	0.89%	\$0.01
Salt Lake City, UT MSA	\$1.2900	3.20%	\$0.04	7.50%	\$0.09	1.80%	\$0.02
San Antonio, TX MSA	\$1.0500	-2.78%	-\$0.03	-13.22%	-\$0.16	-3.53%	-\$0.04
San Diego-Carlsbad- San Marcos, CA MSA	\$1.8500	-17.78%	-\$0.40	-2.12%	-\$0.04	-0.49%	-\$0.01
San Francisco- Oakland-Fremont, CA MSA	\$2.2500	0.00%	\$0.00	7.66%	\$0.16	1.84%	\$0.04
San Jose-Sunnyvale- Santa Clara, CA MSA	\$1.7300	-3.35%	-\$0.06	-3.89%	-\$0.07	-1.00%	-\$0.02
Seattle-Tacoma- Bellevue, WA MSA	\$1.6900	1.20%	\$0.02	1.81%	\$0.03	0.44%	\$0.01
St. Louis, MO-IL MSA	\$0.9700	-1.02%	-\$0.01	2.11%	\$0.02	0.51%	\$0.01
Tampa-St. Petersburg- Clearwater, FL MSA	\$1.1800	-18.62%	-\$0.27	-19.18%	-\$0.28	-5.07%	-\$0.07
Virginia Beach- Norfolk-Newport News, VA-NC MSA	\$1.1700	-1.68%	-\$0.02	-7.87%	-\$0.10	-2.00%	-\$0.02
Washington- Arlington-Alexandria, DC-VA-MD-WV MSA	\$1.5700	1.95%	\$0.03	-0.63%	-\$0.01	-0.16%	\$0.00

Source: Cushman & Wakefield, Inc. The Self Storage Performance Quarterly, a publication of Cushman & Wakefield, Inc.

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Median Physical Occupancy

Median Physical Occupancy is based on the facility's occupancy and not on that of a particular unit size.

	Physical Occupancy		Absolute Change			
Top 50 MSAs	Q4 23	Quarterly	Seasonal	Annual		
Atlanta-Sandy Springs-Marietta, GA MSA	91.0%	1.0%	1.0%	0.3%		
Austin-Round Rock, TX MSA	90.0%	0.0%	0.0%	0.0%		
Baltimore-Towson, MD MSA	90.0%	0.0%	-2.0%	-0.5%		
Birmingham-Hoover, AL MSA	89.0%	0.0%	-4.0%	-1.0%		
Boston-Cambridge-Quincy, MA-NH MSA	90.0%	0.0%	0.0%	0.0%		
Buffalo-Cheektowaga-Tonawanda, NY MSA	81.0%	-4.0%	-2.0%	-0.5%		
Charlotte-Gastonia-Concord, NC-SC MSA	87.0%	-1.0%	-3.0%	-0.7%		
Chicago-Naperville-Joliet, IL-IN-WI MSA	90.0%	-1.0%	-2.0%	-0.5%		
Cincinnati-Middletown, OH-KY-IN MSA	90.0%	0.0%	0.0%	0.0%		
Cleveland-Elyria-Mentor, OH MSA	91.0%	1.0%	-4.0%	-1.0%		
Columbus, OH MSA	85.0%	-2.0%	-3.0%	-0.7%		
Dallas-Fort Worth-Arlington, TX MSA	91.0%	-1.0%	-1.0%	-0.2%		
Denver-Aurora, CO MSA	88.0%	-2.0%	0.0%	0.0%		
Detroit-Warren-Livonia, MI MSA	90.0%	0.0%	0.0%	0.0%		
Hartford-West Hartford-East Hartford, CT MSA	82.0%	-7.0%	-5.0%	-1.3%		
Houston-Baytown-Sugar Land, TX MSA	90.0%	0.0%	0.0%	0.0%		
ndianapolis, IN MSA	87.0%	-1.0%	-2.0%	-0.5%		
Jacksonville, FL MSA	85.0%	-2.0%	-3.0%	-0.7%		
Kansas City, MO-KS MSA	90.7%	0.7%	2.7%	0.7%		
_as Vegas-Paradise, NV MSA	86.0%	-1.0%	-2.0%	-0.5%		
Los Angeles-Long Beach-Santa Ana, CA MSA	95.0%	0.0%	-2.0%	-0.5%		
_ouisville, KY-IN MSA	88.0%	-1.0%	-5.0%	-1.3%		
Memphis, TN-MS-AR MSA	90.0%	0.0%	1.0%	0.2%		
Viami-Fort Lauderdale-Miami Beach, FL MSA	94.0%	-1.0%	0.0%	0.0%		
	86.0%	0.0%	-3.0%	-0.8%		
Vilwaukee-Waukesha-West Allis, WI MSA						
Vinneapolis-St. Paul-Bloomington, MN-WI MSA	91.0%	-1.0%	-2.0%	-0.5%		
Nashville-Davidson-Murfreesboro, TN MSA	85.0%	1.0%	-5.0%	-1.3%		
New Orleans-Metairie-Kenner, LA MSA	82.0%	-1.0%	-3.0%	-0.8%		
New York-Newark-Edison, NY-NJ-PA MSA	92.0%	0.0%	-1.0%	-0.2%		
Oklahoma City, OK MSA	89.0%	0.0%	-1.0%	-0.3%		
Orlando, FL MSA	91.0%	0.0%	0.0%	0.0%		
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD MSA	95.0%	0.0%	3.0%	0.7%		
Phoenix-Mesa-Scottsdale, AZ MSA	92.0%	0.0%	0.0%	0.0%		
Pittsburgh, PA MSA	87.0%	-1.0%	-1.0%	-0.2%		
Portland-Vancouver-Beaverton, OR-WA MSA	90.0%	1.0%	-2.0%	-0.5%		
Providence-New Bedford-Fall River, RI-MA MSA	93.0%	2.0%	1.0%	0.2%		
Richmond, VA MSA	89.0%	0.0%	-1.0%	-0.3%		
Riverside-San Bernardino-Ontario, CA MSA	90.0%	-1.0%	-5.0%	-1.3%		
Rochester, NY MSA	88.0%	0.0%	0.0%	0.0%		
Sacramento-Arden-Arcade-Roseville, CA MSA	87.0%	1.0%	-3.0%	-0.7%		
Salt Lake City, UT MSA	87.0%	-1.0%	-4.0%	-1.0%		
San Antonio, TX MSA	89.0%	-1.0%	-3.0%	-0.7%		
San Diego-Carlsbad-San Marcos, CA MSA	91.0%	1.0%	-2.7%	-0.7%		
San Francisco-Oakland-Fremont, CA MSA	91.0%	0.0%	-4.0%	-1.0%		
San Jose-Sunnyvale-Santa Clara, CA MSA	89.0%	0.0%	-3.0%	-0.8%		
Seattle-Tacoma-Bellevue, WA MSA	90.0%	0.0%	0.0%	0.0%		
St. Louis, MO-IL MSA	92.0%	0.0%	0.0%	0.0%		
ampa-St. Petersburg-Clearwater, FL MSA	89.0%	0.0%	-3.0%	-0.8%		
/irginia Beach-Norfolk-Newport News, VA-NC MSA	91.0%	1.0%	1.0%	0.3%		

Median Rent per Available Square Foot

Rent per Available Square Foot is calculated by deducting the cost of physical vacancy and the effective cost of concessions from the median asking rental rate.

		Qu	arterly	erly Seasonal		Annual		
Top 50 MSAs	Rental Rates Q4 23	% Change	Absolute Change	% Change	Absolute Change	% Change	Absolute Change	
Atlanta-Sandy Springs-Marietta, GA MSA	\$0.8360	-14.69%	-\$0.14	-17.66%	-\$0.18	-4.50%	-\$0.04	
Austin-Round Rock, TX MSA	\$0.9558	-1.81%	-\$0.02	1.34%	\$0.01	0.32%	\$0.00	
Baltimore-Towson, MD MSA	\$1.2172	-4.58%	-\$0.06	-3.40%	-\$0.04	-0.89%	-\$0.01	
Birmingham-Hoover, AL MSA	\$0.8338	-7.78%	-\$0.07	-11.93%	-\$0.11	-3.23%	-\$0.03	
Boston-Cambridge- Quincy, MA-NH MSA	\$1.0637	-17.36%	-\$0.22	-21.27%	-\$0.29	-5.48%	-\$0.07	
Buffalo- Cheektowaga- Tonawanda, NY MSA	\$0.8947	-3.31%	-\$0.03	0.89%	\$0.01	0.21%	\$0.00	
Charlotte-Gastonia- Concord, NC-SC MSA	\$0.9023	1.25%	\$0.01	0.68%	\$0.01	0.17%	\$0.00	
Chicago-Naperville- Joliet, IL-IN-WI MSA	\$0.9158	-3.34%	-\$0.03	-11.66%	-\$0.12	-3.27%	-\$0.03	
Cincinnati- Middletown, OH-KY- IN MSA	\$0.8052	-2.55%	-\$0.02	-2.19%	-\$0.02	-0.53%	\$0.00	
Cleveland-Elyria- Mentor, OH MSA	\$0.8709	-6.35%	-\$0.06	0.50%	\$0.00	0.12%	\$0.00	
Columbus, OH MSA	\$0.7386	3.81%	\$0.03	-11.47%	-\$0.10	-3.07%	-\$0.02	
Dallas-Fort Worth- Arlington, TX MSA	\$0.8474	-13.09%	-\$0.13	-12.82%	-\$0.12	-3.18%	-\$0.03	
Denver-Aurora, CO MSA	\$1.1308	-6.72%	-\$0.08	1.32%	\$0.01	0.31%	\$0.00	
Detroit-Warren- Livonia, MI MSA	\$0.9405	6.90%	\$0.06	-6.26%	-\$0.06	-1.63%	-\$0.02	
Hartford-West Hartford-East Hartford, CT MSA	\$0.9490	-19.73%	-\$0.23	-2.78%	-\$0.03	-0.65%	-\$0.01	
Houston-Baytown- Sugar Land, TX MSA	\$0.8453	0.09%	\$0.00	-3.65%	-\$0.03	-0.96%	-\$0.01	
Indianapolis, IN MSA	\$0.6923	-13.65%	-\$0.11	-10.52%	-\$0.08	-2.59%	-\$0.02	
Jacksonville, FL MSA	\$0.9130	-3.84%	-\$0.04	-17.52%	-\$0.19	-4.93%	-\$0.05	
Kansas City, MO-KS MSA	\$0.7839	-0.38%	\$0.00	0.51%	\$0.00	0.12%	\$0.00	
Las Vegas-Paradise NV MSA	, \$1.0383	8.18%	\$0.08	6.83%	\$0.07	1.71%	\$0.02	
Los Angeles-Long Beach-Santa Ana, CA MSA	\$1.9550	1.97%	\$0.04	2.54%	\$0.05	0.62%	\$0.01	
Louisville, KY-IN MSA	\$0.7237	-2.22%	-\$0.02	-14.20%	-\$0.12	-3.89%	-\$0.03	
Memphis, TN-MS-AR MSA	\$0.7084	1.45%	\$0.01	-10.18%	-\$0.08	-2.61%	-\$0.02	
Miami-Fort Lauderdale-Miami Beach, FL MSA	\$1.4913	3.27%	\$0.05	-12.21%	-\$0.21	-3.19%	-\$0.05	
Milwaukee- Waukesha-West Allis, WI MSA	\$0.8523	-3.65%	-\$0.03	9.92%	\$0.08	2.32%	\$0.02	
Minneapolis-St. Paul Bloomington, MN-W MSA		1.46%	\$0.01	11.17%	\$0.10	2.61%	\$0.02	
Nashville-Davidson- Murfreesboro, TN MSA	\$0.8321	-9.71%	-\$0.09	-15.41%	-\$0.15	-4.03%	-\$0.04	

New Orleans- Metairie-Kenner, LA MSA	\$0.7713	-9.13%	-\$0.08	-18.42%	-\$0.17	-4.73%	-\$0.04
New York-Newark- Edison, NY-NJ-PA MSA	\$1.7262	0.05%	\$0.00	-2.69%	-\$0.05	-0.69%	-\$0.01
Oklahoma City, OK MSA	\$0.7278	-0.27%	\$0.00	5.01%	\$0.03	1.22%	\$0.01
Orlando, FL MSA	\$1.0347	-7.56%	-\$0.08	-7.90%	-\$0.09	-2.00%	-\$0.02
Philadelphia- Camden-Wilmington, PA-NJ-DE-MD MSA	\$1.0322	-6.44%	-\$0.07	-21.34%	-\$0.28	-5.94%	-\$0.07
Phoenix-Mesa- Scottsdale, AZ MSA	\$1.0762	-0.90%	-\$0.01	-9.36%	-\$0.11	-2.45%	-\$0.03
Pittsburgh, PA MSA	\$0.7713	-11.27%	-\$0.10	-6.51%	-\$0.05	-1.58%	-\$0.01
Portland-Vancouver- Beaverton, OR-WA MSA	\$1.1417	-3.03%	-\$0.04	-3.20%	-\$0.04	-0.81%	-\$0.01
Providence-New Bedford-Fall River, RI-MA MSA	\$1.2485	3.86%	\$0.05	-1.81%	-\$0.02	-0.46%	-\$0.01
Richmond, VA MSA	\$0.9885	-3.32%	-\$0.03	6.34%	\$0.06	1.52%	\$0.01
Riverside-San Bernardino-Ontario, CA MSA	\$1.3627	-1.83%	-\$0.03	6.26%	\$0.08	1.48%	\$0.02
Rochester, NY MSA	\$0.8843	0.14%	\$0.00	2.65%	\$0.02	0.66%	\$0.01
Sacramento-Arden- Arcade-Roseville, CA MSA	\$1.1120	-0.73%	-\$0.01	1.43%	\$0.02	0.35%	\$0.00
Salt Lake City, UT MSA	\$0.9861	-0.16%	\$0.00	0.22%	\$0.00	0.06%	\$0.00
San Antonio, TX MSA	\$0.8412	-3.61%	-\$0.03	-17.97%	-\$0.18	-4.91%	-\$0.05
San Diego-Carlsbad- San Marcos, CA MSA	\$1.5228	-14.88%	-\$0.27	-5.73%	-\$0.09	-1.36%	-\$0.02
San Francisco- Oakland-Fremont, CA MSA	\$1.8257	-0.09%	\$0.00	0.72%	\$0.01	0.18%	\$0.00
San Jose-Sunnyvale- Santa Clara, CA MSA	\$1.3866	-2.85%	-\$0.04	-5.22%	-\$0.08	-1.41%	-\$0.02
Seattle-Tacoma- Bellevue, WA MSA	\$1.3392	0.72%	\$0.01	-0.14%	\$0.00	-0.03%	\$0.00
St. Louis, MO-IL MSA	\$0.8363	-0.84%	-\$0.01	5.19%	\$0.04	1.23%	\$0.01
Tampa-St. Petersburg- Clearwater, FL MSA	\$0.9402	-18.17%	-\$0.21	-22.88%	-\$0.28	-6.17%	-\$0.07
Virginia Beach- Norfolk-Newport News, VA-NC MSA	\$0.9534	-3.86%	-\$0.04	-9.48%	-\$0.10	-2.40%	-\$0.02
Washington- Arlington-Alexandria, DC-VA-MD-WV MSA	\$1.2640	0.15%	\$0.00	-2.19%	-\$0.03	-0.54%	-\$0.01

Implied Economic Occupancy by Metropolitan Area

Economic Occupancy — Economic occupancy as shown below reflects the difference between asking rental rates and rents per available sf. It takes into consideration the impact physical vacancy and the cost of offering concessions. It does not reflect the cost of bad debt, ancillary income or the impact of tenants who pay something other than asking rental rate.

Top 50 MSAs	Economic Occupancy	Quarterly		Se	Seasonal	
	Q4 23	% Change	Absolute Change	% Change	Absolute Change	Absolute Change
Atlanta-Sandy Springs- Marietta, GA MSA	81.9%	0.2%	0.2%	0.9%	0.7%	0.6%
Austin-Round Rock, TX MSA	83.1%	1.6%	1.3%	1.3%	1.1%	1.8%
Baltimore-Towson, MD MSA	78.5%	-4.6%	-3.8%	-5.9%	-4.9%	-2.8%
Birmingham-Hoover, AL MSA	82.6%	-0.4%	-0.3%	-3.2%	-2.7%	1.3%
Boston-Cambridge-Quincy, MA-NH MSA	81.8%	-0.8%	-0.7%	-2.4%	-2.0%	0.5%
Buffalo-Cheektowaga- Tonawanda, NY MSA	72.2%	-4.7%	-3.6%	-3.1%	-2.3%	-9.1%
Charlotte-Gastonia-Concord, NC-SC MSA	78.5%	0.4%	0.3%	-3.7%	-3.0%	-2.8%
Chicago-Naperville-Joliet, IL- IN-WI MSA	81.8%	-0.7%	-0.6%	-4.6%	-3.9%	0.5%
Cincinnati-Middletown, OH- KY-IN MSA	81.3%	-1.6%	-1.3%	-1.2%	-1.0%	0.0%
Cleveland-Elyria-Mentor, OH MSA	82.9%	-0.1%	-0.1%	-4.4%	-3.8%	1.6%
Columbus, OH MSA	77.7%	-1.8%	-1.4%	-3.1%	-2.5%	-3.6%
Dallas-Fort Worth-Arlington, TX MSA	81.5%	-2.2%	-1.8%	-2.7%	-2.3%	0.2%
Denver-Aurora, CO MSA	76.4%	-8.6%	-7.2%	-0.8%	-0.6%	-4.9%
Detroit-Warren-Livonia, MI MSA	81.8%	0.4%	0.3%	0.2%	0.2%	0.5%
Hartford-West Hartford-East Hartford, CT MSA	73.0%	-10.4%	-8.5%	-6.5%	-5.1%	-8.3%
Houston-Baytown-Sugar Land, TX MSA	82.1%	0.1%	0.1%	0.4%	0.3%	0.8%
Indianapolis, IN MSA	78.7%	-2.8%	-2.3%	0.8%	0.6%	-2.6%
Jacksonville, FL MSA	76.1%	-2.2%	-1.7%	-3.1%	-2.4%	-5.2%
Kansas City, MO-KS MSA	81.7%	2.8%	2.2%	3.7%	2.9%	0.4%
Las Vegas-Paradise, NV MSA	74.7%	-2.7%	-2.1%	-4.6%	-3.6%	-6.6%
Los Angeles-Long Beach- Santa Ana, CA MSA	85.7%	0.6%	0.5%	-3.4%	-3.0%	4.4%
Louisville, KY-IN MSA	79.5%	-1.2%	-1.0%	-6.7%	-5.7%	-1.8%
Memphis, TN-MS-AR MSA	81.4%	-0.9%	-0.7%	2.1%	1.7%	0.1%
Miami-Fort Lauderdale- Miami Beach, FL MSA	83.3%	-3.7%	-3.2%	-2.9%	-2.5%	2.0%
Milwaukee-Waukesha-West Allis, WI MSA	81.2%	1.0%	0.8%	0.5%	0.4%	-0.1%
Minneapolis-St. Paul- Bloomington, MN-WI MSA	80.2%	-2.0%	-1.6%	-3.8%	-3.2%	-1.1%
Nashville-Davidson- Murfreesboro, TN MSA	76.3%	3.5%	2.6%	-6.2%	-5.0%	-5.0%
New Orleans-Metairie- Kenner, LA MSA	73.5%	-1.3%	-1.0%	-2.8%	-2.1%	-7.8%
New York-Newark-Edison, NY-NJ-PA MSA	84.2%	0.0%	0.0%	-0.8%	-0.7%	2.9%
Oklahoma City, OK MSA	82.7%	-0.2%	-0.2%	1.0%	0.8%	1.4%
Orlando, FL MSA	80.8%	-4.7%	-4.0%	-2.9%	-2.4%	-0.5%
Philadelphia-Camden- Wilmington, PA-NJ-DE-MD MSA	86.7%	-0.2%	-0.2%	2.4%	2.0%	5.4%

Phoenix-Mesa-Scottsdale, AZ MSA	86.1%	-0.1%	-0.1%	1.5%	1.3%	4.8%
Pittsburgh, PA MSA	77.9%	-5.9%	-4.9%	-5.6%	-4.6%	-3.4%
Portland-Vancouver- Beaverton, OR-WA MSA	82.1%	3.9%	3.1%	-1.9%	-1.6%	0.8%
Providence-New Bedford- Fall River, RI-MA MSA	84.9%	2.4%	2.0%	0.1%	0.1%	3.6%
Richmond, VA MSA	83.1%	1.6%	1.3%	2.8%	2.3%	1.8%
Riverside-San Bernardino- Ontario, CA MSA	81.6%	-0.6%	-0.5%	-5.8%	-5.0%	0.3%
Rochester, NY MSA	84.2%	0.1%	0.1%	2.7%	2.2%	2.9%
Sacramento-Arden-Arcade- Roseville, CA MSA	79.4%	4.2%	3.2%	-2.2%	-1.8%	-1.9%
Salt Lake City, UT MSA	76.4%	-3.3%	-2.6%	-6.8%	-5.6%	-4.9%
San Antonio, TX MSA	80.1%	-0.9%	-0.7%	-5.4%	-4.6%	-1.2%
San Diego-Carlsbad-San Marcos, CA MSA	82.3%	3.5%	2.8%	-3.7%	-3.2%	1.0%
San Francisco-Oakland- Fremont, CA MSA	81.1%	-0.1%	-0.1%	-6.5%	-5.6%	-0.2%
San Jose-Sunnyvale-Santa Clara, CA MSA	80.1%	0.5%	0.4%	-1.5%	-1.2%	-1.2%
Seattle-Tacoma-Bellevue, WA MSA	79.2%	-0.5%	-0.4%	-2.0%	-1.6%	-2.1%
St. Louis, MO-IL MSA	86.2%	0.1%	0.1%	3.0%	2.5%	4.9%
Tampa-St. Petersburg- Clearwater, FL MSA	79.7%	0.6%	0.5%	-4.6%	-3.8%	-1.6%
Virginia Beach-Norfolk- Newport News, VA-NC MSA	81.5%	-2.2%	-1.8%	-1.7%	-1.4%	0.2%
Washington-Arlington- Alexandria, DC-VA-MD-WV MSA	80.6%	-1.7%	-1.4%	-1.5%	-1.2%	-0.7%

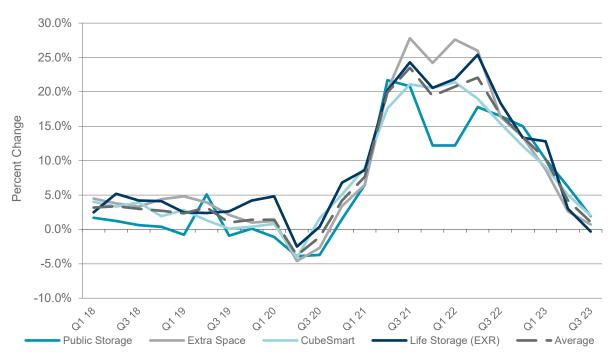
Source: Cushman & Wakefield, Inc. The Self Storage Performance Quarterly, a publication of Cushman & Wakefield, Inc.

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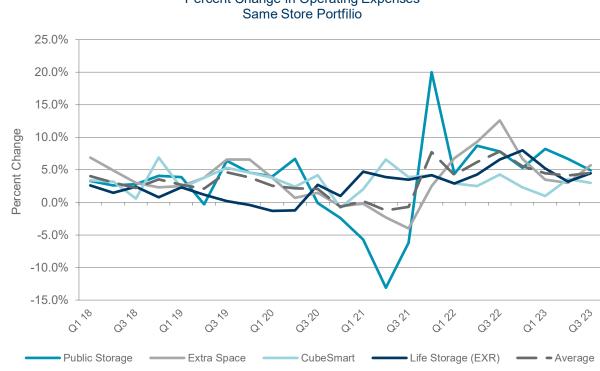
Section IV – Real Estate Investment Trusts (REITs) Performance Data Third Quarter 2023

The following performance data comes from the four public companies same store pool and supports the conclusions drawn from the Self Storage Performance Index and other trends SSDS tracks. There are, however, slight differences which are mostly attributable to the following:

- 1. SSDS only tracks the trends in the 100 sf non-climate-controlled units.
- 2. The SSDS estimate of Rent per Available Square Foot does not take into consideration
 - a. Bad Debt
 - b. Existing tenants paying something other than the current asking rental rate
 - c. Ancillary income
- The SSDS trends reflect the whole nation geographically while the individual REITs are more confined to regions of the country



Real Estate Investment Trust Percent Change in Net Operating Income Same Store Portfilio



Real Estate Investment Trust Percent Change in Operating Expenses

Real Estate Investment Trust Percent Change in Net Operating Income Same Store Portfilio



Section V – Appendices

Methodology & Glossary of Terms

Self Storage Chart of Accounts

Company Profile

Methodology & Glossary of Terms

Asking Rental Rates — All rental rates referred to in this report are the monthly scheduled, posted, or offered rates for currently available 100-sf units and are reported on a median basis, unless otherwise noted.

Benchmark — A recognized statistic used as a basis of comparison.

Concessions — Any discounts, specials, promotions, etc. offered with the rental of storage unit(s).

Data — SSDS collects operating data from self storage facilities nationwide from three primary sources.

- a. Data contributed from <u>large operators</u>. **SSDS** has a relationship with a number of public and private operators of large portfolios of self storage properties who provide, on a recurring basis, site level revenue and expense data on a same-store sales basis.
- b. Data contributed from <u>small operators</u> through the participant's portal at **SSDS**' website. These small operators typically own five or fewer sites. These data contributors also provide, on a recurring basis, site level revenue and expense data on a same-store sales basis.
- c. Data collected from <u>participating appraisers</u>. SSDS provides market research data in aggregate for appraisers actively engaged in the valuation of self storage properties. As a part of the agreement with these professionals, they provide additional site-level operating information. Each such exchange provides multiple years of same-store sales and operating expense data.

Same-store operating data is critical for evaluating the management of a given facility or portfolio of facilities. The majority of **SSDS**' database includes same-store operating data. However, **SSDS**' financial market products (the **Self Storage Performance Quarterly, the MSA Report** and **Snapshot Report**) are designed to track the health and performance of the industry as a whole at the National, Regional, MSA, and Site levels.

Economic Occupancy — Economic occupancy is the difference between asking rental rates and rents per available sf. It takes into consideration the impact physical vacancy and the cost of offering concessions. It does not reflect the cost of bad debt, ancillary income or the im-pact of tenants who pay something other than asking rental rate.

Growth Scores, Quarterly and Aggregate — The growth score is calculated by adding the percentage change in asking rents and physical occupancy for the same time period. The aggregate growth score is calculated as a moving average of the quarterly growth scores for the last four quarters.

Index Components — The Self storage Performance Index® is a composite of a number of component indices including asking rental rates, occupancy, concessions, and operating expenses based upon the benchmark 100 sf ground level, non-climate-controlled unit.

Interest Rates — All interest rates reported, except the 360-day LIBOR, are from the <u>Federal</u> <u>Reserve Statistical Release H.15</u>. The 360-day LIBOR values reported are from Fannie Mae's Index of ARM Values.

Market — The geographic area or areas in which a research project takes place. A market may be a region of the country, a state, a county, a city or some portion of a city.

Median — The median is the middle value of a data set. It is defined after all the measurements in a data set have been arranged in order of magnitude. The middle measurement is the median. The median may be considered the value that is the typical response for a particular sample. If the data set contains an even number of measurements, the higher of the two middle values would be chosen as the median.

Metropolitan Statistical Areas (MSA) — An MSA is a geographical region defined by the U.S. Census Bureau. SSDS tracks the operating performance trends of self-storage facilities located within the 50 largest MSAs. The size of each MSA is determined by their ranking. MSA rankings are based on the 2003 total population as reported by the U.S. Census Bureau's. The Top 50 MSAs are listed below alphabetically:

- Atlanta-Sandy Springs-Marietta, GA
- Austin-Round Rock, TX
- Baltimore-Towson, MD
- Birmingham-Hoover, AL
- Boston-Cambridge-Quincy, MA-NH
- Buffalo-Cheektowaga-Tonawanda, NY
- Charlotte-Gastonia-Concord, NC-SC
- Chicago-Naperville-Joliet, IL-IN-WI
- Cincinnati-Middletown, OH-KY-IN
- Cleveland-Elyria-Mentor, OH
- Columbus, OH
- Dallas-Fort Worth-Arlington, TX
- Denver-Aurora, CO
- Detroit-Warren-Livonia, MI
- Hartford-West Hartford-East Hartford, CT
- Houston-Baytown-Sugar Land, TX
- Indianapolis, IN
- Jacksonville, FL
- Kansas City, MO-KS
- Las Vegas-Paradise, NV
- Los Angeles-Long Beach-Santa Ana, CA
- Louisville, KY-IN
- Memphis, TN-MS-AR
- Miami-Fort Lauderdale-Miami Beach, FL
- Milwaukee-Waukesha-West Allis, WI
- Minneapolis-St. Paul-Bloomington, MN-WI

- Nashville-Davidson–Murfreesboro, TN
- New Orleans-Metairie-Kenner, LA
- New York-Newark-Edison, NY-NJ-PA
- Oklahoma City, OK
- Orlando, FL
- Philadelphia-Camden-Wilmington, PA-NJ-DE-MD
- Phoenix-Mesa-Scottsdale, AZ
- Pittsburgh, PA
- Portland-Vancouver-Beaverton, OR-WA
- Providence-New Bedford-Fall River, RI-MA
- Richmond, VA
- Riverside-San Bernardino-Ontario, CA
- Rochester, NY
- Sacramento-Arden-Arcade-Roseville, CA
- Salt Lake City, UT
- San Antonio, TX
- San Diego-Carlsbad-San Marcos, CA
- San Francisco-Oakland-Fremont, CA
- San Jose-Sunnyvale-Santa Clara, CA
- Seattle-Tacoma-Bellevue, WA
- St. Louis, MO-IL
- Tampa-St. Petersburg-Clearwater, FL
- Virginia Beach-Norfolk-Newport News, VA-NC
- Washington-Arlington-Alexandria, DC-VA-MD-WV

Occupancy — Occupancies referred to in analysis, graphs and tables in this report are typically the median physical unit of the entire facility, not on that of a particular unit size, unless otherwise noted.

Operating Expenses — Operating expenses are calculated as a percentage of revenue. Source data is gathered from public (SEC filings of self-storage REITS) and private (surveyed and contributed) sources.

Performance-at-a-Glance — The overall trends in rental rates, occupancy and rent per available unit are compared on a quarterly, seasonal, and annual basis are illustrated in a table.

Physical Occupancy — Occupancy is the number of units available divided by the facility's total number of units and is displayed as a percentage. Occupancies are reported on a median basis and based on that of the entire facility, not on that of a particular unit size, unless otherwise noted.

Population (Pop) — The total number of people in a market area.

Quarterly Change — This is the change in the current quarter from the previous quarter.

Range — A range also arranges a data set in order of magnitude. However, in a range, the bottom 25% of the set falls below the LOW and the top 25% falls above the HIGH. The Range represents the middle 50% of the data set.

Relative Market Position Table — This table lists each market by the specific seasonal and annual changes in rental rates and occupancy sorted by those that experienced positive changes in both rent and occupancy, those which had a positive change in either rents or occupancy, and those that demonstrated negative changes in both rents and occupancy. **Rental Rates** — All rental rates referred to in analysis, graphs and tables in this report are asking rental rates for 100-sf self storage units and are reported on a median basis, unless otherwise noted. The 100-sf unit size was selected as a benchmark, as it is the most universal unit size

Rent Per Available Square Foot (RPASF) — A benchmark for measuring change. This statistic is calculated by: multiplying asking rental rates by the physical occupancy percentage; and then deducting the cost of concessions. This benchmark has a methodology similar to what is used in the hotel industry called RevPar. While RevPar stands for "Revenue per Available Room," **SSDS** has modified the term to reflect rent per available self storage unit reported on a psf basis.

Seasonal Change — This reflects the percent change in the current quarter compared to the same quarter of the previous year.

Self-storage Performance Index® — The Self-storage Performance Index measures the health of the self-storage industry based on key operating statistics from facilities in the 50 largest U.S. metropolitan statistical areas. The primary components of the SSPI include asking rental rates, vacancy, concessions, and operating expenses. The SSPI is calculated on a psf basis and changes are reported based on changes since the initial reporting of the SSPI in December 2003 (100=12/31/03).

Total Rental Activity — This is the total of all move-ins and all move-outs.

Trailing 12, Moving Average, or Annual Change — This measure reflects the percent change in the four quarters ended in the current quarter relative to the four quarters ended in the prior quarter.

Self Storage Chart of Accounts

ITEMIZED INCOME

INCOME

Unit Rental Income R.V. Space Rent Late Fees Packing Material Sales Other Ancillary Income

ITEMIZED EXPENSES

TAXES

Real Estate Taxes Special Assessments Merchandise Sales Tax Personal Property Tax

PROPERTY INSURANCE

Fire & Extended Insurance Property Insurance Toxic Waste Insurance Other

OFF-SITE MANAGEMENT

Professional Management

ON-SITE MANAGEMENT

Property Manager-Pay Property Manager-Benefits Assistant Manager-Pay Assistant Manager-Benefits Regional Manager-Pay Regional Manager-Benefits

ADVERTISING

Direct Mail Flags/Banners/Signs Local Marketing Marketing Support Newspapers & Magazines Radio Sign Lease/Rental Telemarketing Television Yellow Pages Miscellaneous Other

ANCILLARY INCOME

Lock Sales Mailbox Rental Merchandise Sales NSF Charges Sign Rental Tenant Refunds Other Income

ADMINISTRATIVE

General Auto Repair & License Auto Insurance **Banking Fees Business License** Copying & Printing **Courier Service** Data Processing Dues, Subscriptions, Fees Education Equipment Field Auditors Legal & Accounting Meals & Entertainment Meetings Office Supplies Postage & Delivery Recruitment Telephone Travel Uniform Miscellaneous Other

UTILITIES

Electric Gas Sewer Water

EVICTION

Auction Costs Legal Settlement Tenant Claims

MISCELLANEOUS

Admin/Lease Fees Deposit Variance Interest Income

MAINTENANCE

General Repairs & Maintenance Appliances Cleaning Disposal Services Doors Electrical Elevator Equipment Rental Gate Heating/Air-Conditioning

IMPROVEMENTS

Landscaping Painting Parking Lot Pavement Sweeping Pest Control Plumbing Roof Security Supplies Sign Snow Removal Miscellaneous Other

ANCILLARY EXPENSES

Cost of Lock Sales Cost of Mailbox Rental Cost of Packing Material Other Ancillary Expenses

SSDS Profile

Self Storage Data Services, (SSDS) began as an independent research firm with the mission to develop and maintain the nation's largest database of self storage operating statistics. **SSDS** is a recognized leader in providing independent research on the self storage industry, founded in 1992. Since then, the company has been collecting and tracking self storage operating performance data nationwide. Our ability to collect and populate a database of operating statistics has been built over the years on a foundation of trust, integrity, and strict confidentiality relative to the use of the data that is shared with **SSDS**. Our data is compiled from participating owners/operators, as well as lenders, brokers, appraisers, investors, and the self storage REITs.

SSDS joined the Self Storage Industry Group of Cushman & Wakefield in June, 2011 and is recognized as the industry's leading authority and foremost source for current and historic performance trending information pertaining to the self storage sector.

SSDS's unique service offerings allow us to integrate the firm's sophisticated Self Storage Appraisal template with the most robust Self Storage database in the industry. The combined product provides clients with optimal industry intelligence drawing from SSDS's 32 years of historical and current industry, market, and property specific data. Cushman & Wakefield's Valuation & Advisory division, which includes the Self Storage Practice Group, is one of the largest fully integrated real estate valuation and consulting organizations in the world. The investment in this new addition advances the company's strategic direction in focused, specialized and dedicated practice groups.



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