



Yardi[®] Matrix

National Self Storage Report

May 2021



Monthly Supply and Rent Recap

Self storage fundamentals maintain strong performance

- Self storage continued to benefit from ongoing demand tailwinds in April. Street rates had another strong month and continue to rise nationwide, while there has not been a meaningful shift in development activity. The latest Yardi Matrix storage supply forecast shows an increase in new supply compared to January's projections, but new supply estimates for the next few years remain below pre-pandemic forecasts. While we expect self storage to maintain its positive momentum, the industry may face more supply headwinds over the longer term as developer interest in the asset type continues to grow.

National street rates see more positive growth in April

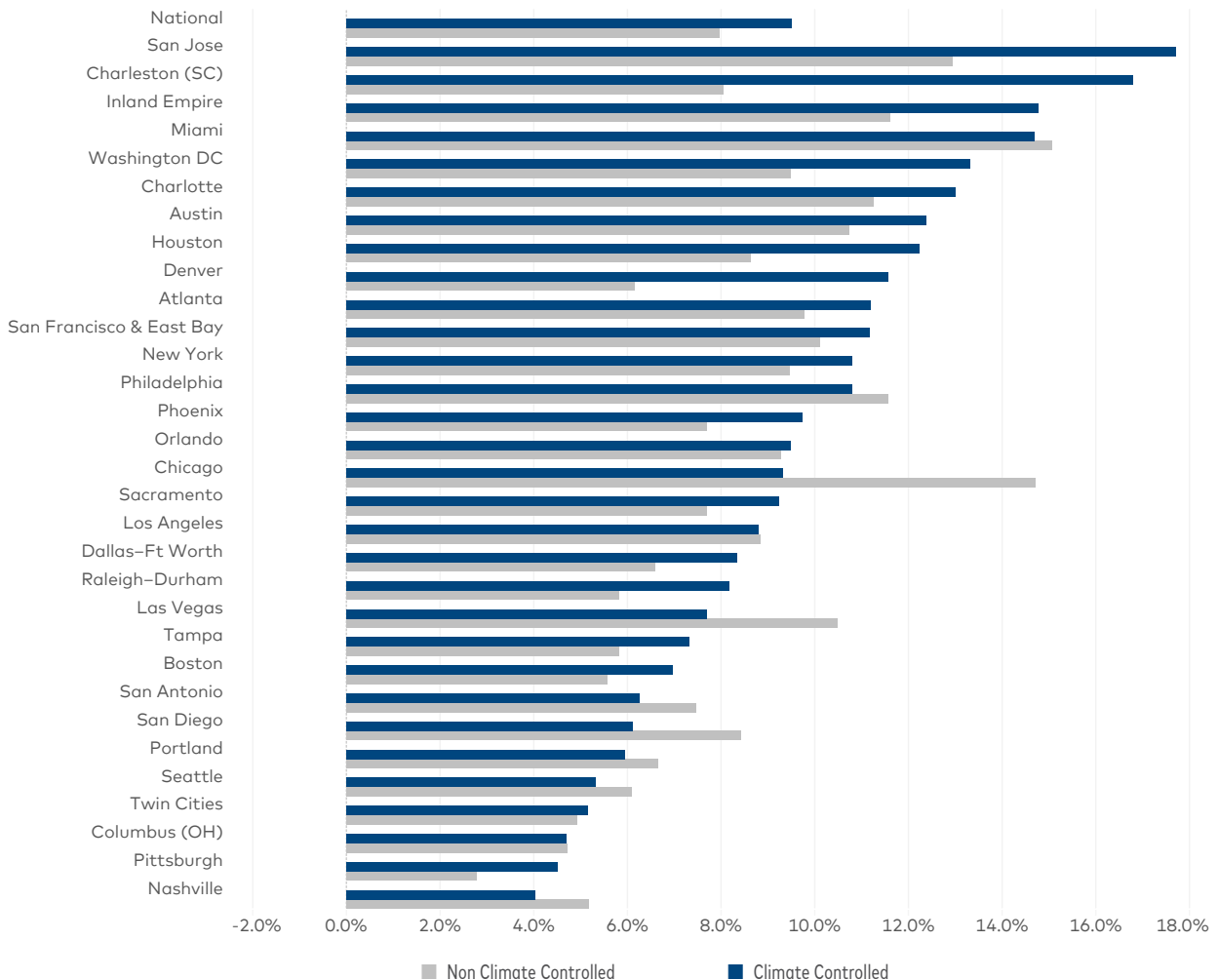
- National street rate performance in April recorded major improvements compared to April 2020, when the initial shock of the pandemic was being felt across the storage industry. Street rates on a national level for 10x10 non-climate-controlled (NON CC) units increased 8.0% year-over-year, while national rates for 10x10 climate-controlled (CC) units saw an uptick of 9.5%. National street rates also saw strong positive growth month-over-month, rising 1.7% for 10x10 NON CC units and 2.2% for 10x10 CC units.
- Annual street rate performance was positive in all of the top markets tracked by Yardi Matrix for 10x10 NON CC and 10x10 CC units in April. Rates for 10x10 CC units increased the most year-over-year in San Jose (17.7%), Charleston (16.8%) and the Inland Empire (14.8%). The markets that had the least growth compared to April 2020 for 10x10 CC units—including Nashville (4.0%), Pittsburgh (4.5%) and Columbus (4.7%)—still had healthy rate growth.
- Nationwide, Yardi Matrix tracks a total of 2,219 self storage properties in various stages of development—comprising 582 under construction, 1,206 planned and 431 prospective properties. From March to April, the national new-supply pipeline as a percent of existing stock increased by a slight 0.1%. The share of projects in planning or under construction stages was equal to 8.3% of existing inventory in April.
- Yardi Matrix also maintains operational profiles for 26,673 completed self storage facilities across the United States, bringing the total data set to 28,892.

Monthly Rate Growth Update

Street rate performance across the nation continues upward momentum

- Self storage’s momentum accelerated in April, as street rates across the nation continued to see strong performance. National street rates for 10x10 NON CC units increased 8.0% year-over-year, while 10x10 CC units performed slightly better, rising 9.5% compared to April 2020. This record high performance on an annual basis can likely be attributed to the sharp rebound storage rates have experienced after the initial shock to prices at the start of the pandemic. However, April’s national average rates of \$122 for 10x10 NON CC units and \$138 for 10x10 CC units outperformed the pre-pandemic rates experienced in all of 2019 and much of 2018, demonstrating the recent strength of the industry.
- For the first time in over four years, all storage metros tracked by Yardi Matrix nationwide, including the top markets and all smaller markets, saw positive rate performance month-over-month for 10x10 NON CC units in April. Columbia, S.C., saw the largest increase in rates for this unit type from March to April, up 7.1%.

April 2021 Year-over-Year Rent Change for 10'x10' Units



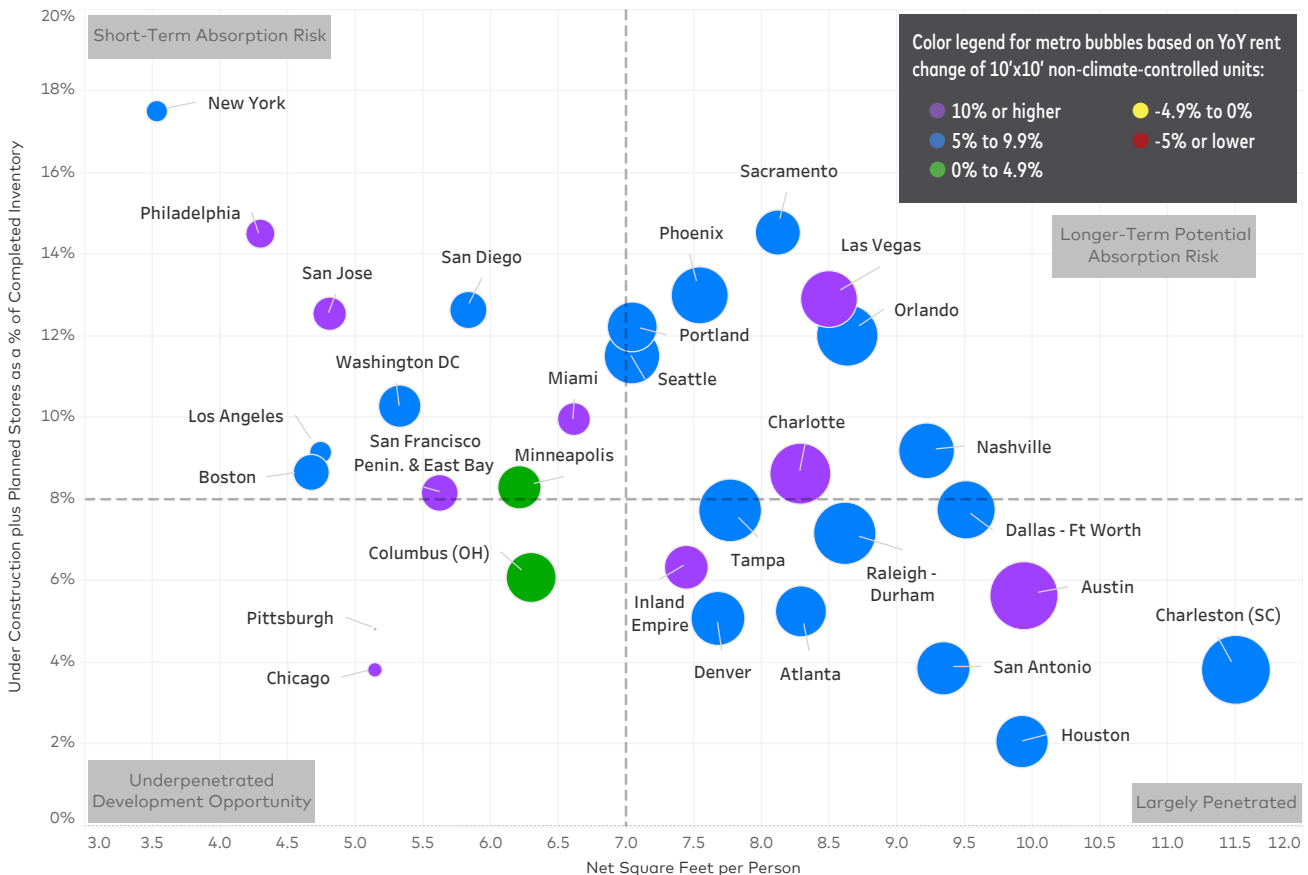
Source: Yardi Matrix. Street rate data as of May 6, 2021

Monthly Rate Growth Update

Street rates rising in Miami and Chicago

- Miami enjoyed significant improvement in street rates in April. While the metro led the top markets in annual rate growth for 10x10 NON CC units, month-over-month rates also performed well. From March to April, street rates for 10x10 NON CC units grew 3.6% and rates for 10x10 CC units increased 3.1%. Miami's moderate level of storage supply, equal to 6.6 net rentable square feet (NRSF) per capita, helps maintain a supply-demand balance, further supporting rate performance.
- Despite being one of the most active storage markets in 2020, having added more than 1.3 million square feet of new supply, Chicago remains undersupplied. With 5.1 NRSF per capita, inventory in Chicago is 25% below the national average. Due to its small new-supply pipeline and forecasted completions of only 7% as a percentage of stock between 2021 and 2026, inventory will likely remain low in Chicago for the long term. However, a small competitive environment is an advantage for street rates, which increased again in April. Chicago's average rate for 10x10 NON CC units (\$109) and CC units (\$129) were highest since the start of 2017.

Self Storage Major Metro Summary
New-Supply Pipeline (y-axis) & Completed Inventory Per Capita (x-axis)
 (bubble size represents 2019 population growth rate, three-mile radius)



Sources: Yardi Matrix; U.S. Census Bureau. Supply data as of May 6, 2021

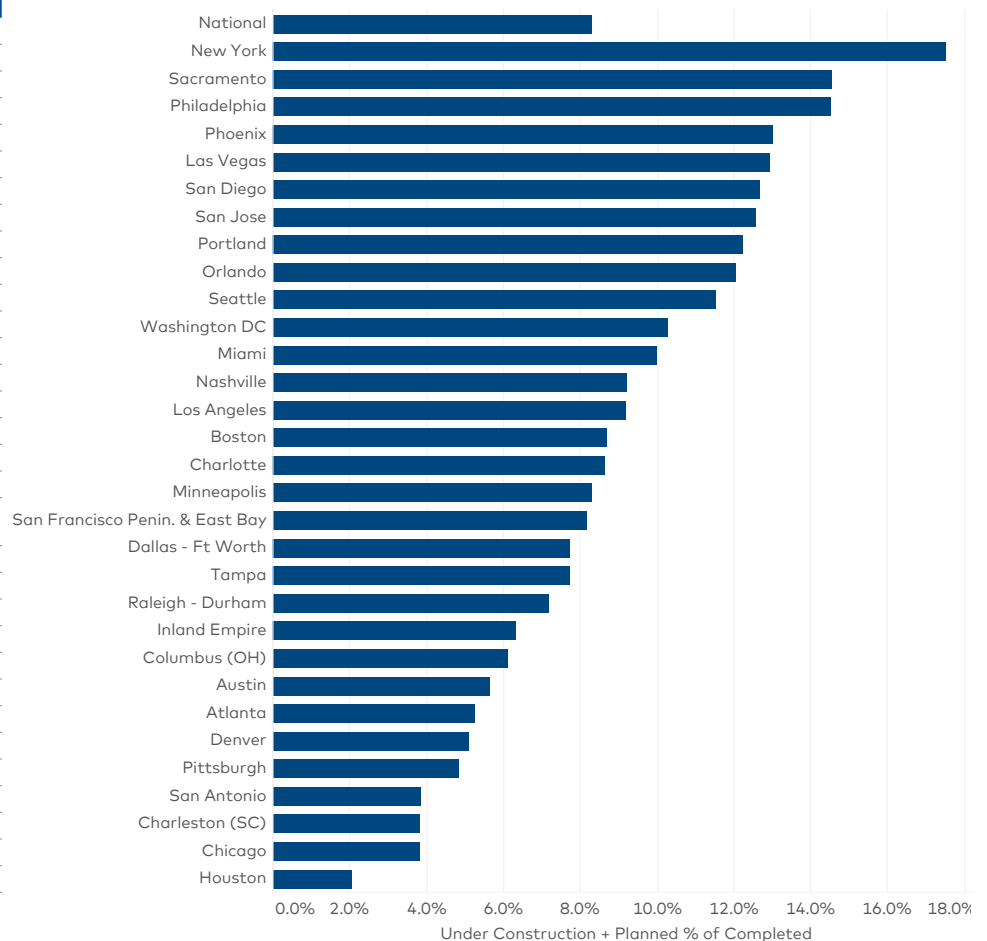
Monthly New Supply Update

Self storage development continues at a steady pace

- In April, self storage properties under construction or in the planning stages across the U.S. accounted for 8.3% of existing inventory, a slight 10-basis-point uptick from March.
- The latest Yardi Matrix storage forecast, released in April, shows new-supply completions slowing down over the next few years compared to pre-COVID projections. However, with each forecast update since the pandemic began, new-supply projections for the next five years have increased and climbed closer to pre-COVID levels. This could be a sign that in the long term, storage may face more supply headwinds, especially as developers continue to see the strength of the industry.
- Sacramento saw the largest increase in its already robust new-supply pipeline in April, up 1.6% month-over-month. Despite the metro's storage market currently facing a slight oversupply, with around 8 NRSF of storage space available per person, completions in Sacramento are forecasted to equate to roughly 24% of current stock from 2021 to 2026.

Under Construction & Planned Percent of Existing Inventory

Metro	Mar-21	Apr-21	Change
NATIONAL	8.2%	8.3%	↑
New York	17.4%	17.5%	↑
Sacramento	13.0%	14.6%	↑
Philadelphia	14.4%	14.5%	↑
Phoenix	13.0%	13.0%	▬
Las Vegas	13.0%	12.9%	↓
San Diego	12.7%	12.7%	▬
San Jose	12.6%	12.6%	▬
Portland	11.4%	12.2%	↑
Orlando	11.4%	12.0%	↑
Seattle	11.5%	11.5%	▬
Washington DC	10.0%	10.3%	↑
Miami	9.7%	10.0%	↑
Nashville	9.2%	9.2%	▬
Los Angeles	9.0%	9.2%	↑
Boston	8.3%	8.7%	↑
Charlotte	8.3%	8.6%	↑
Minneapolis	8.3%	8.3%	▬
San Francisco Penin. & East Bay	8.2%	8.2%	▬
Dallas-Ft Worth	7.5%	7.8%	↑
Tampa	7.6%	7.7%	↑
Raleigh-Durham	6.3%	7.2%	↑
Inland Empire	6.3%	6.3%	▬
Columbus (OH)	6.1%	6.1%	▬
Austin	5.7%	5.6%	↑
Atlanta	5.3%	5.3%	▬
Denver	5.1%	5.1%	▬
Pittsburgh	4.9%	4.8%	↓
San Antonio	3.4%	3.9%	↑
Charleston (SC)	3.8%	3.8%	▬
Chicago	3.8%	3.8%	▬
Houston	2.0%	2.1%	↑



* Drawn from our national database of more than 28,890 stores, including some 2,219 projects in the new-supply pipeline as well as more than 26,670 completed stores.
Source: Yardi Matrix. Supply data as of May 6, 2021

Monthly Rate Recap

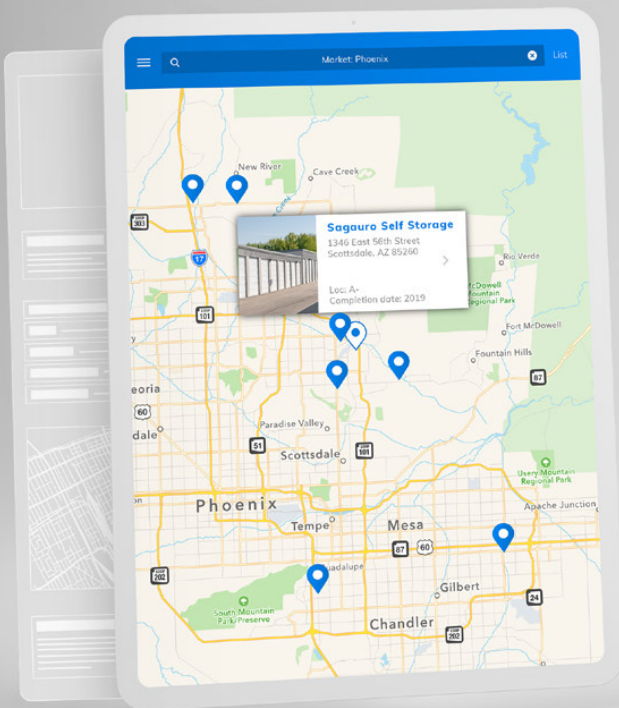
Market	Avg Metro Rate 10'x10' (non cc)	April 2021 YoY Rate Performance				
		5'x5' (non cc)	5'x10' (non cc)	10'x10' (non cc)	10'x10' (cc)	10'x20' (non cc)
National	122	8%	9%	8%	10%	8%
San Jose	183	10%	15%	13%	18%	9%
Charleston (SC)	94	14%	9%	8%	17%	12%
Inland Empire	125	13%	12%	12%	15%	8%
Miami	145	11%	14%	15%	15%	15%
Washington DC	150	6%	10%	9%	13%	10%
Charlotte	89	8%	10%	11%	13%	11%
Austin	103	8%	7%	11%	12%	9%
Houston	88	6%	8%	9%	12%	9%
Denver	121	4%	7%	6%	12%	8%
Atlanta	101	5%	7%	10%	11%	11%
San Francisco Penin. & East Bay	207	9%	11%	10%	11%	8%
New York	185	8%	10%	9%	11%	9%
Philadelphia	135	12%	12%	12%	11%	9%
Phoenix	112	5%	7%	8%	10%	9%
Orlando	106	8%	7%	9%	9%	10%
Chicago	109	14%	12%	15%	9%	14%
Sacramento	140	9%	13%	8%	9%	7%
Los Angeles	197	8%	8%	9%	9%	7%
Dallas-Ft Worth	97	5%	7%	7%	8%	7%
Raleigh-Durham	91	3%	5%	6%	8%	7%
Las Vegas	116	10%	11%	10%	8%	12%
Tampa	109	5%	6%	6%	7%	9%
Boston	152	8%	9%	6%	7%	4%
San Antonio	101	5%	5%	7%	6%	8%
San Diego	167	8%	9%	8%	6%	6%
Portland	144	5%	7%	7%	6%	6%
Seattle	157	5%	7%	6%	5%	7%
Minneapolis	107	2%	6%	5%	5%	8%
Columbus (OH)	89	3%	4%	5%	5%	7%
Pittsburgh	111	4%	4%	3%	5%	6%
Nashville	102	2%	3%	5%	4%	9%

Source: Yardi Matrix. Sorted according to 10x10 CC rent performance.



Yardi[®] Matrix

Power your business with the industry's leading source for originating, pre-underwriting and managing assets for profitable loans and investments.



Yardi Matrix Self Storage provides accurate data on storage facilities in 133 markets covering more than 29,000 properties nationwide.

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- Find acquisition prospects based on in-place loans, maturity dates, lenders and originators
- Pierce the LLC with true ownership and contact info
- Leverage current buyer, seller, date and purchase price information
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