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WHERE STORAGE
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Self-Storage Supply in 2018: Development Activity from Coast to Coast

Presented by:

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Data Sources

Self-Storage Coverage Statistics

133
U.S. markets covered
(Top ~100 U.S. metros)

> 80% of U.S. population

~28K stores

> 28,400
Total properties

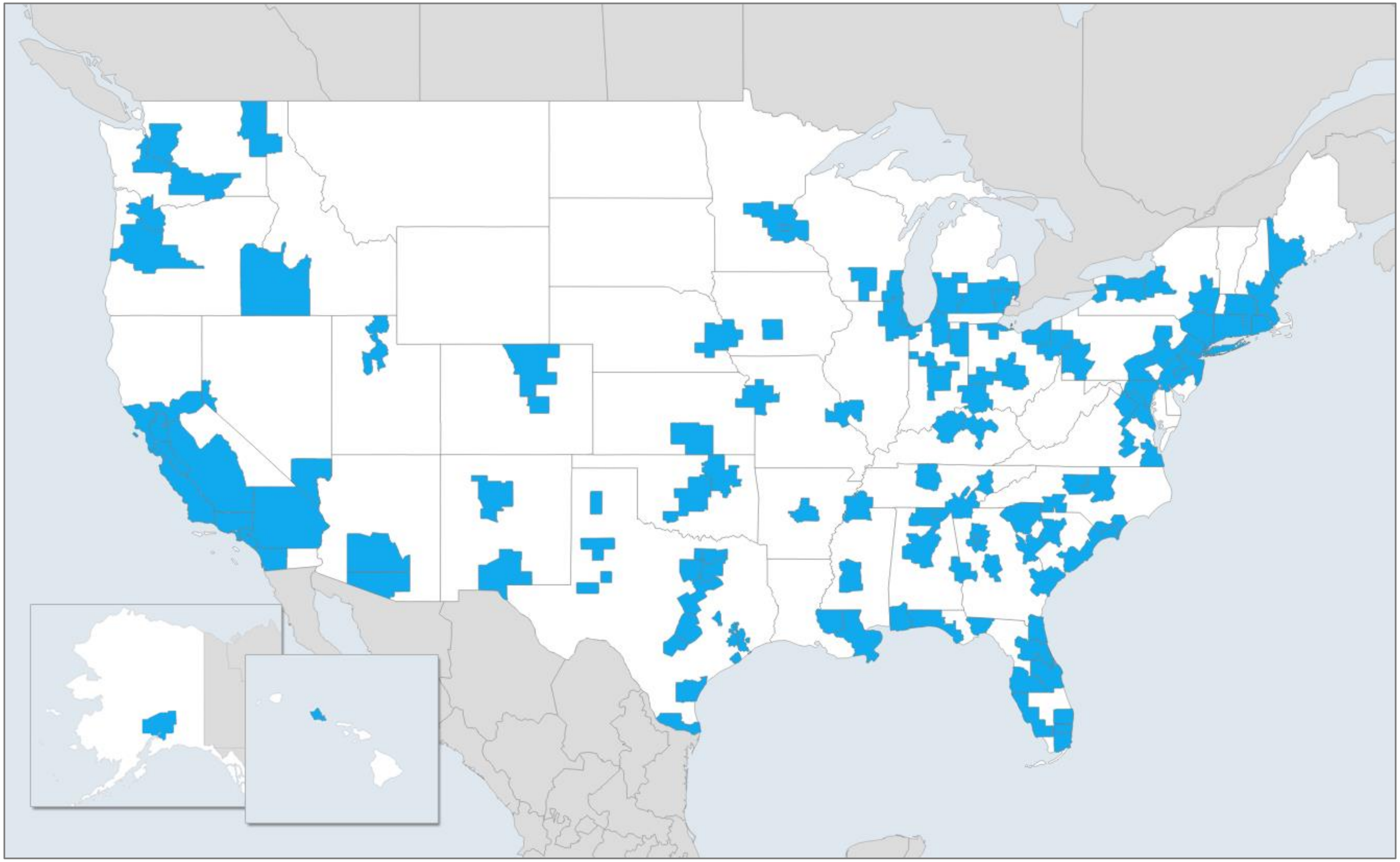
> 26,500
Completed stores

> 1,900
Facilities in development pipeline

1.5 billion square feet

Completed inventory of **1.4 billion** square feet and **148 million** square feet under construction, planned or prospective

133 Self-Storage Markets Covered

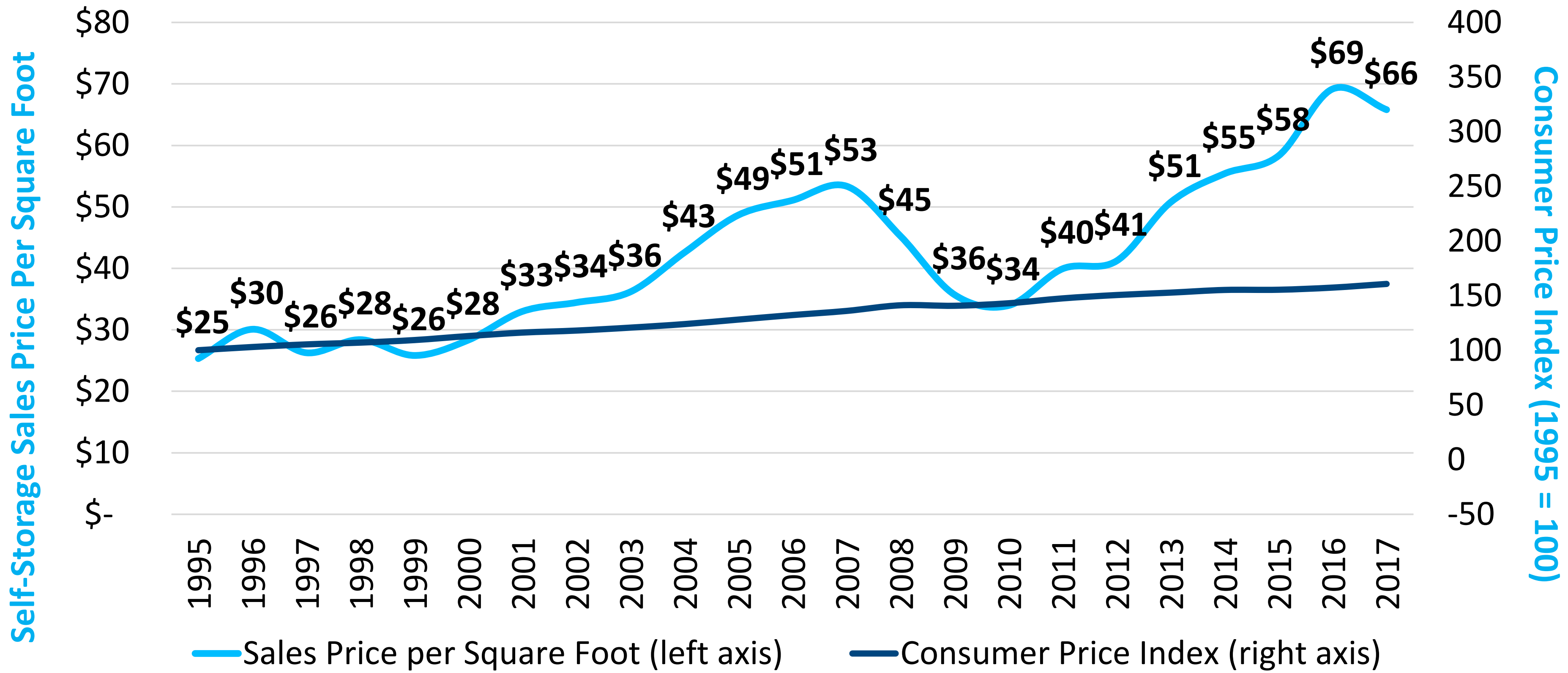


Analysis: National Overview

Transaction Pricing

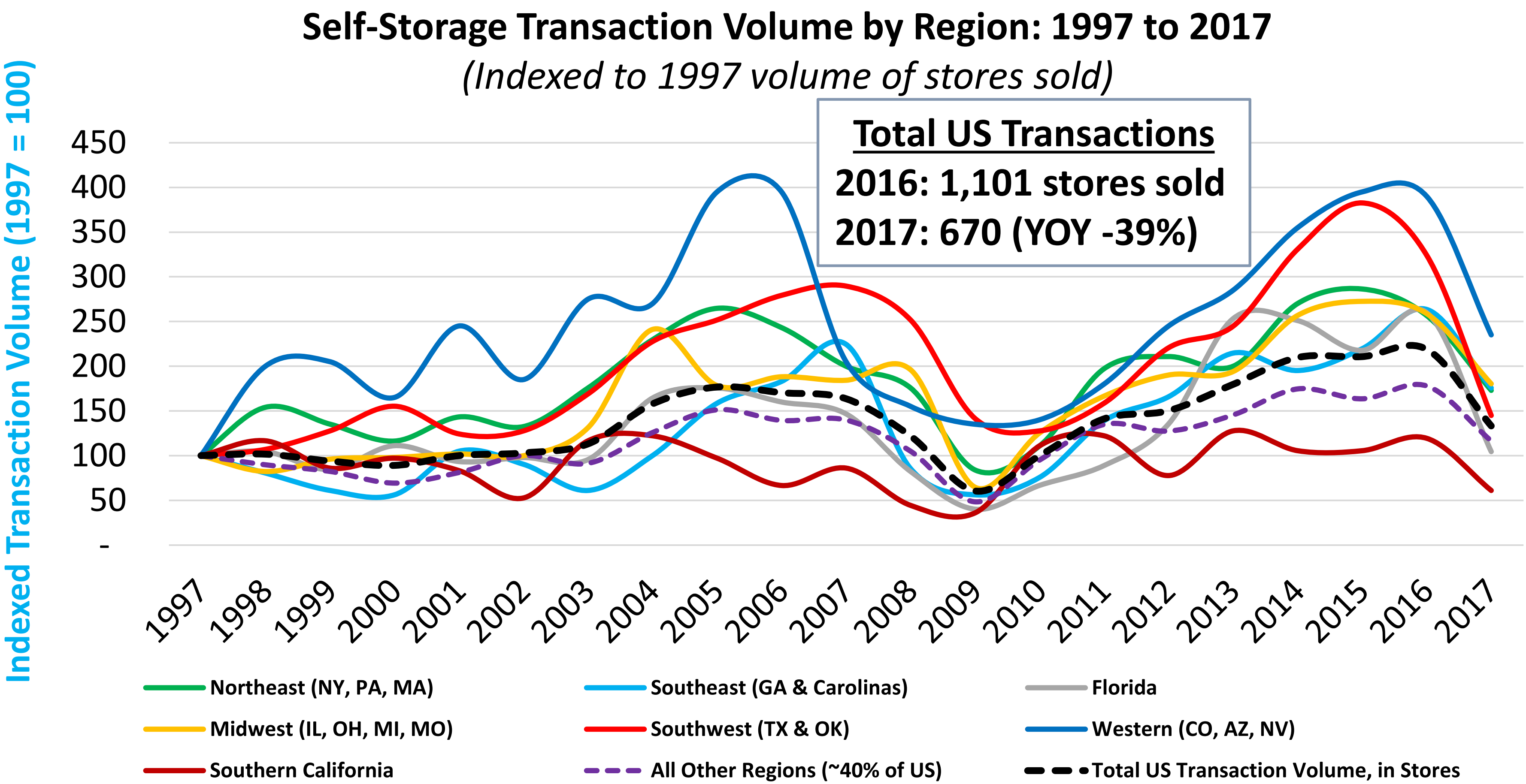
Property values have nearly tripled since 1995.

Self-Storage Transaction Price Per Square Foot: 1995 to 2017



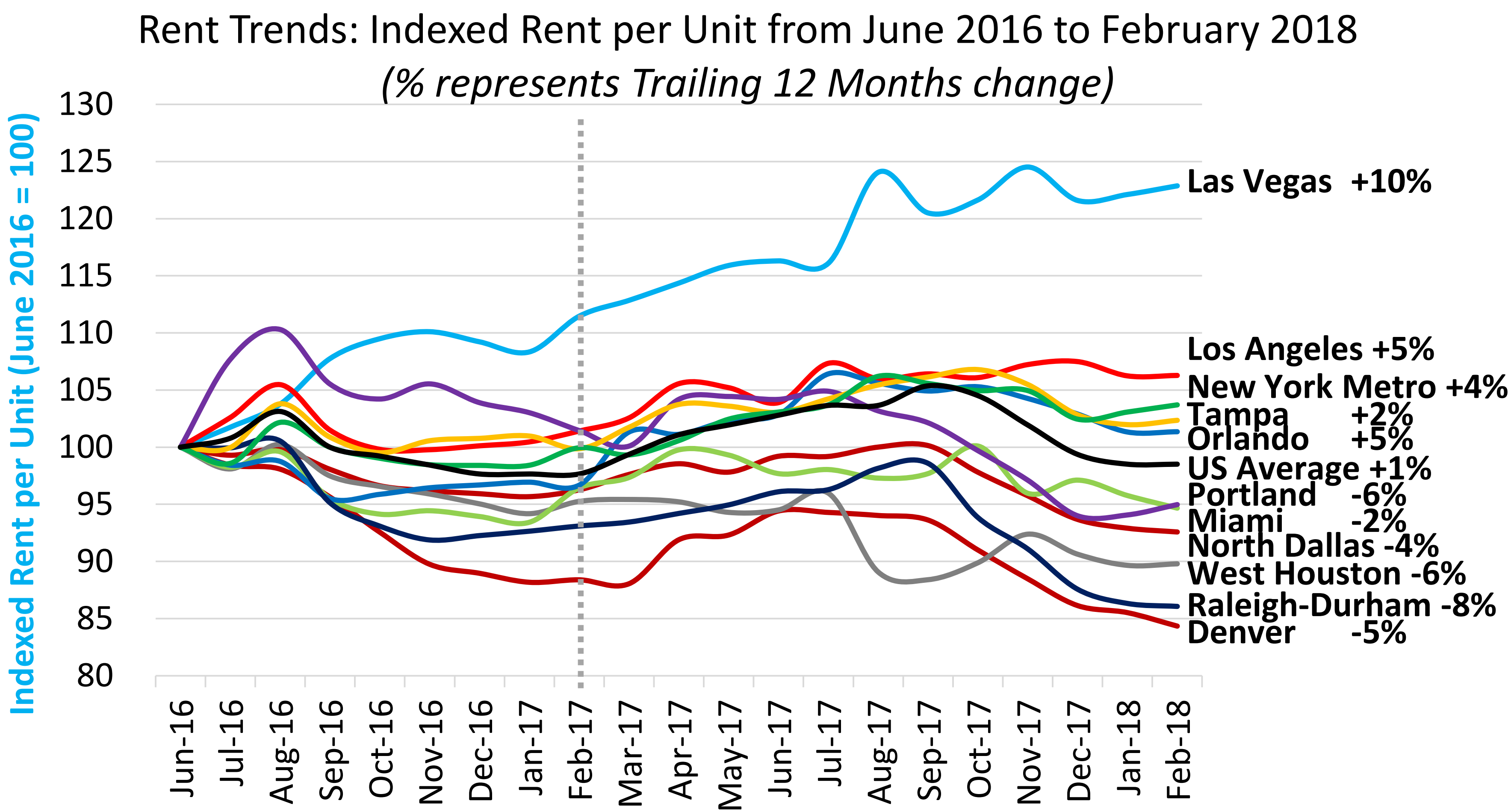
Sources: *Yardi Matrix; U.S. Bureau of Labor Statistics*

Transaction Volume Down Notably in 2017



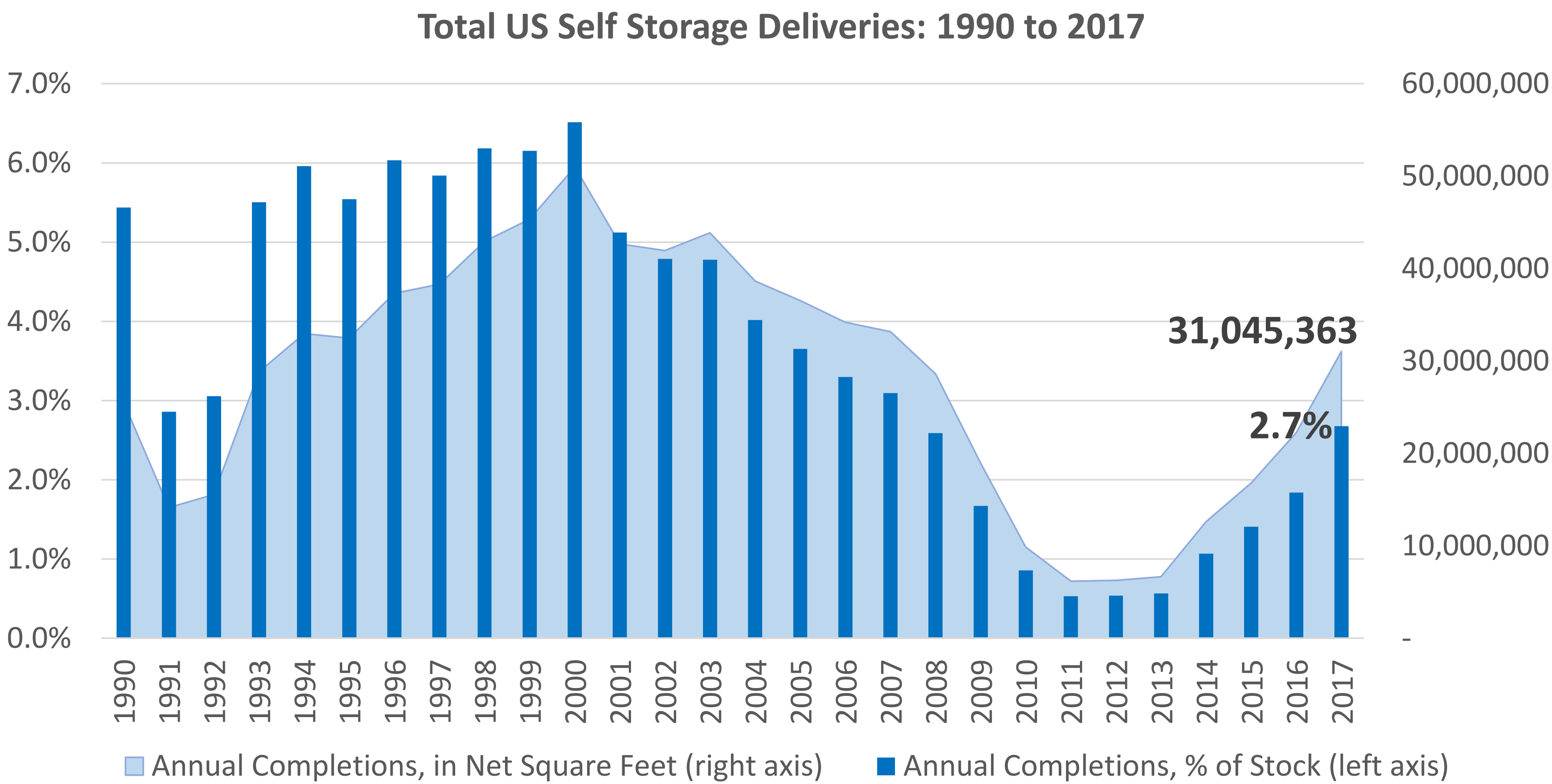
Source: *Yardi Matrix*

Rent Trends Reflect Local New Supply and Demand Conditions



Annual Completions

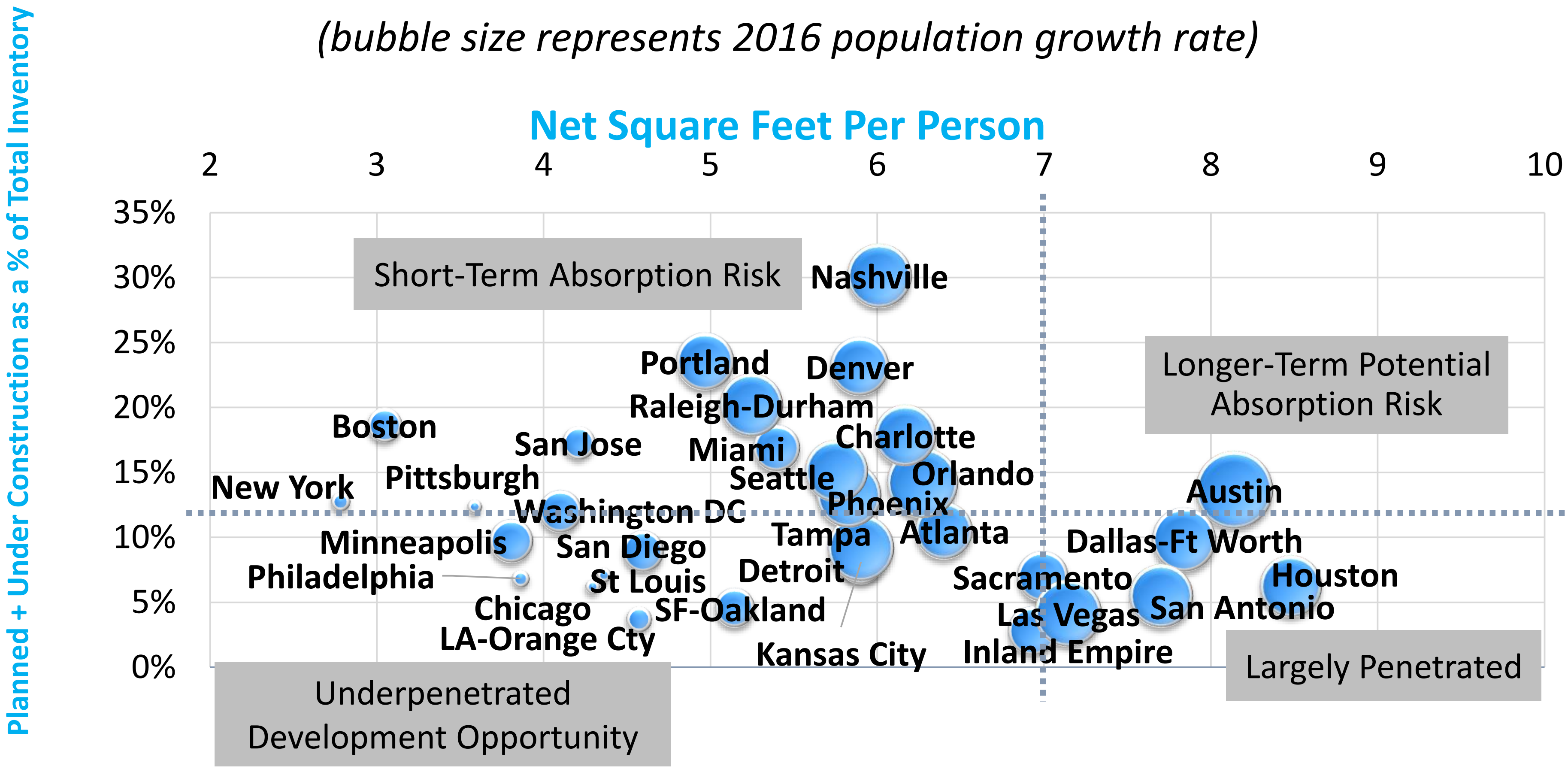
Rising but below historical average



Source: *Yardi Matrix*

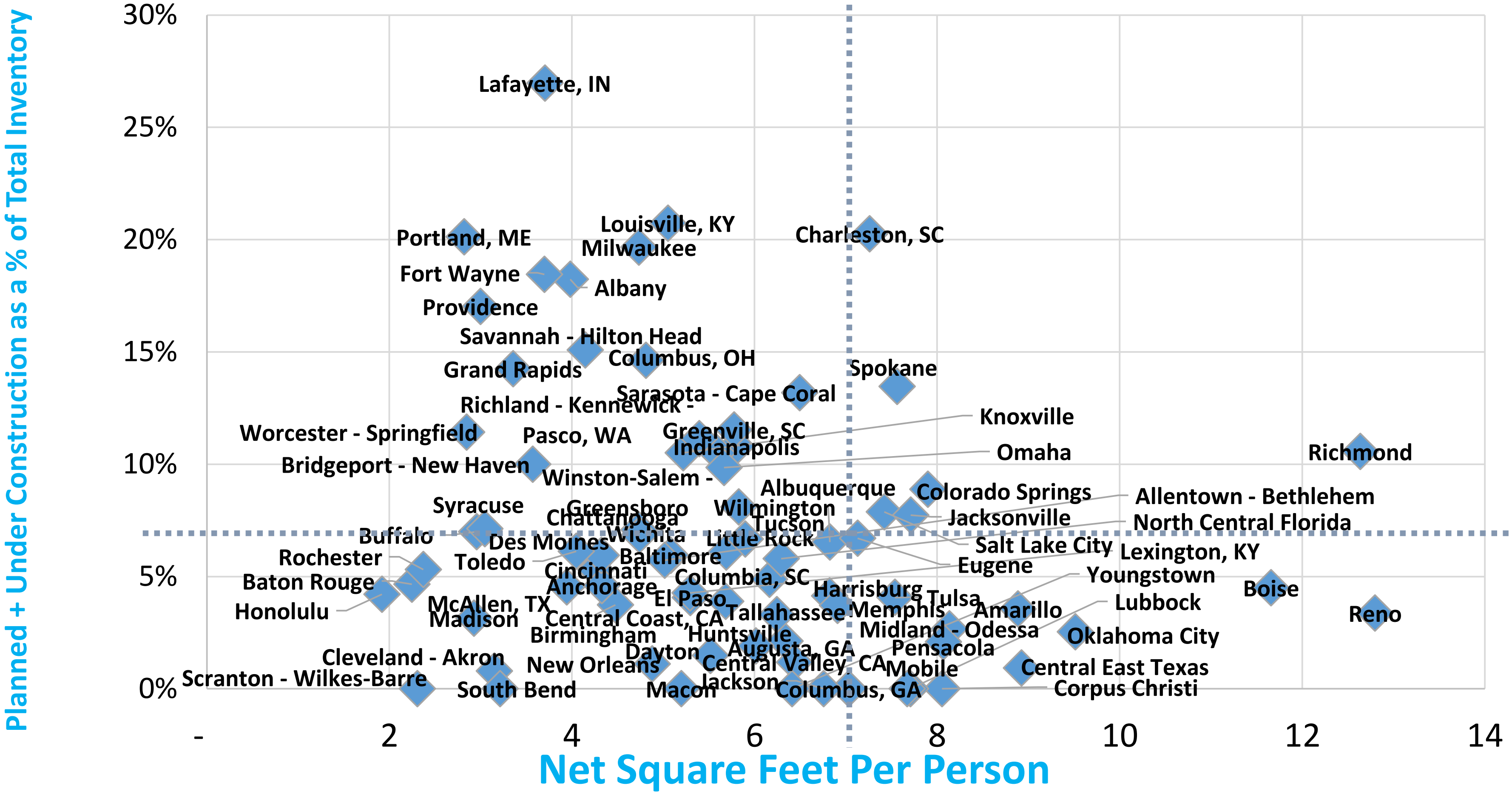
Assessing U.S. Supply and Demand: Major Metros

(bubble size represents 2016 population growth rate)



Sources: *Yardi Matrix; U.S. Census Bureau*

Assessing Supply and Demand: All Other U.S. Metros

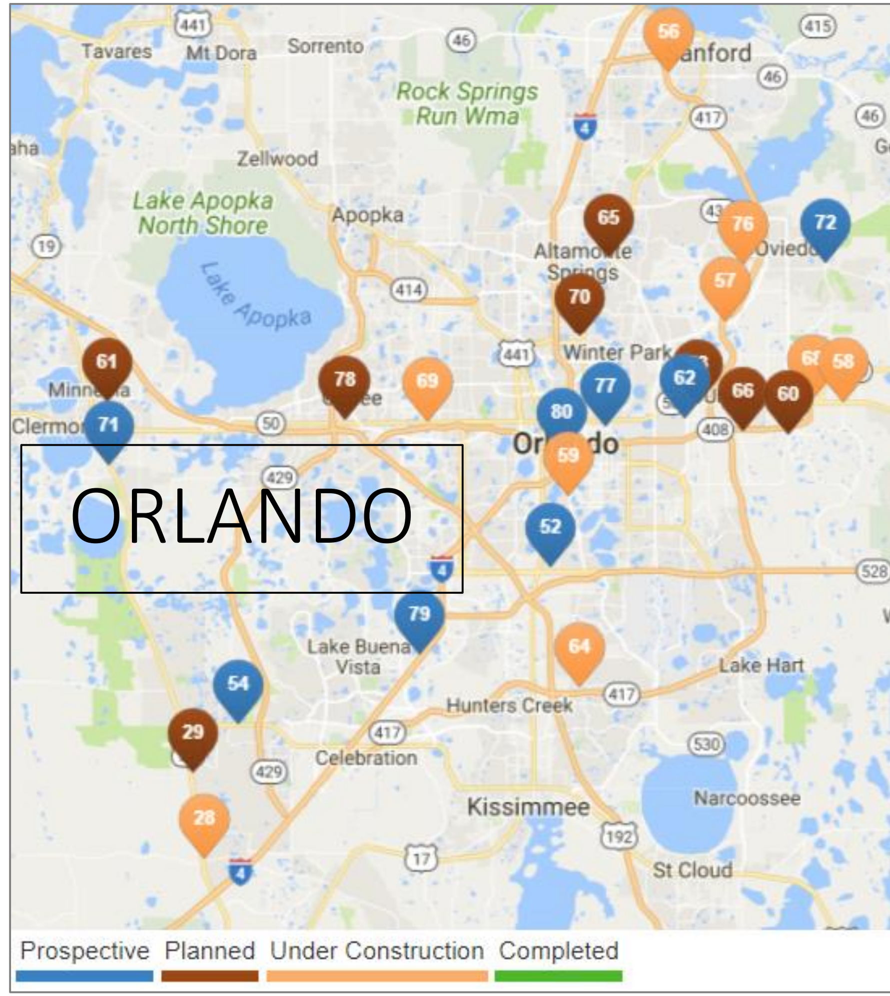


Sources: *Yardi Matrix; U.S. Census Bureau*

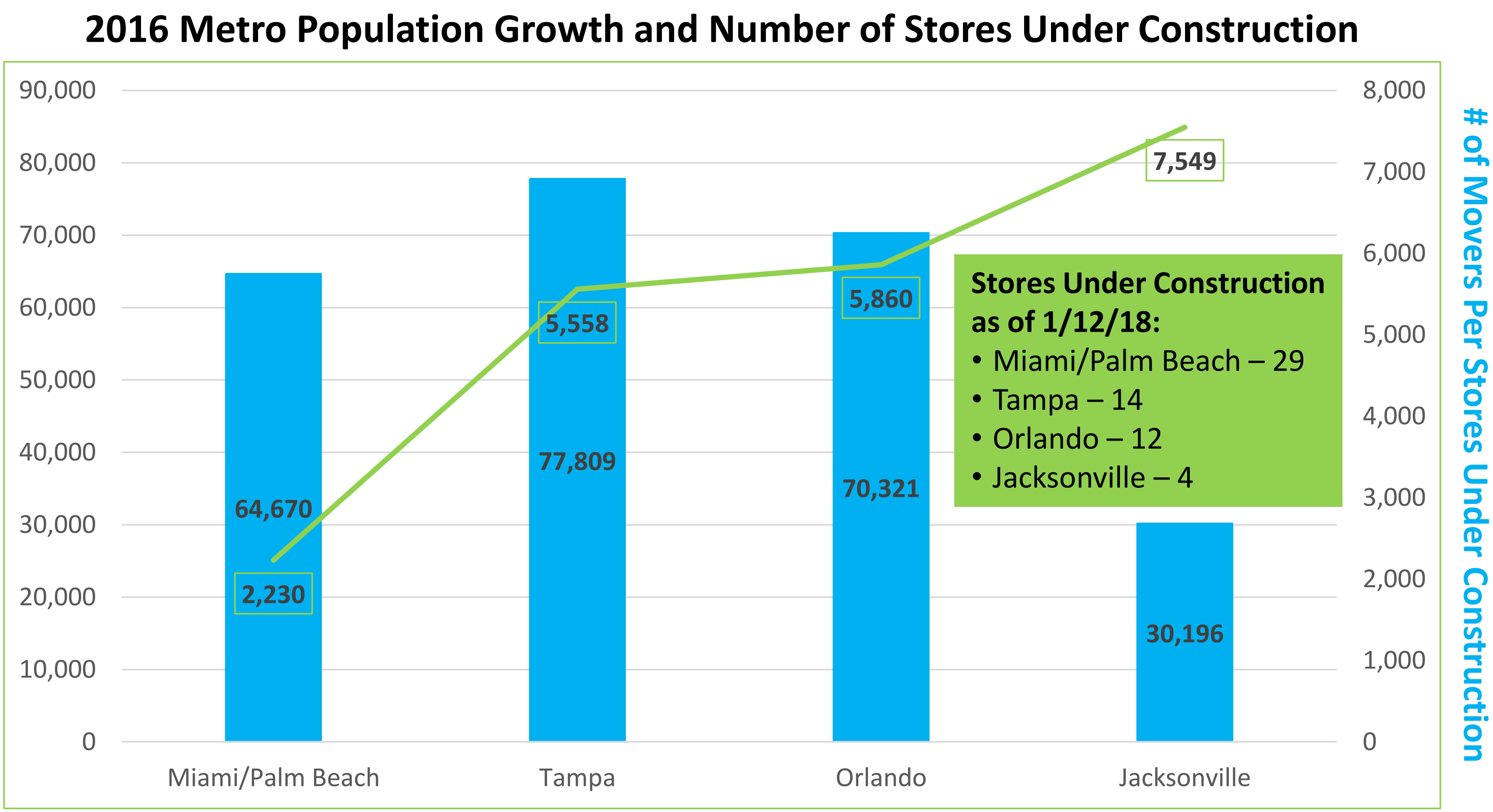
Regional Deep Dive: Florida

Florida Coverage

Sample Development Pipelines



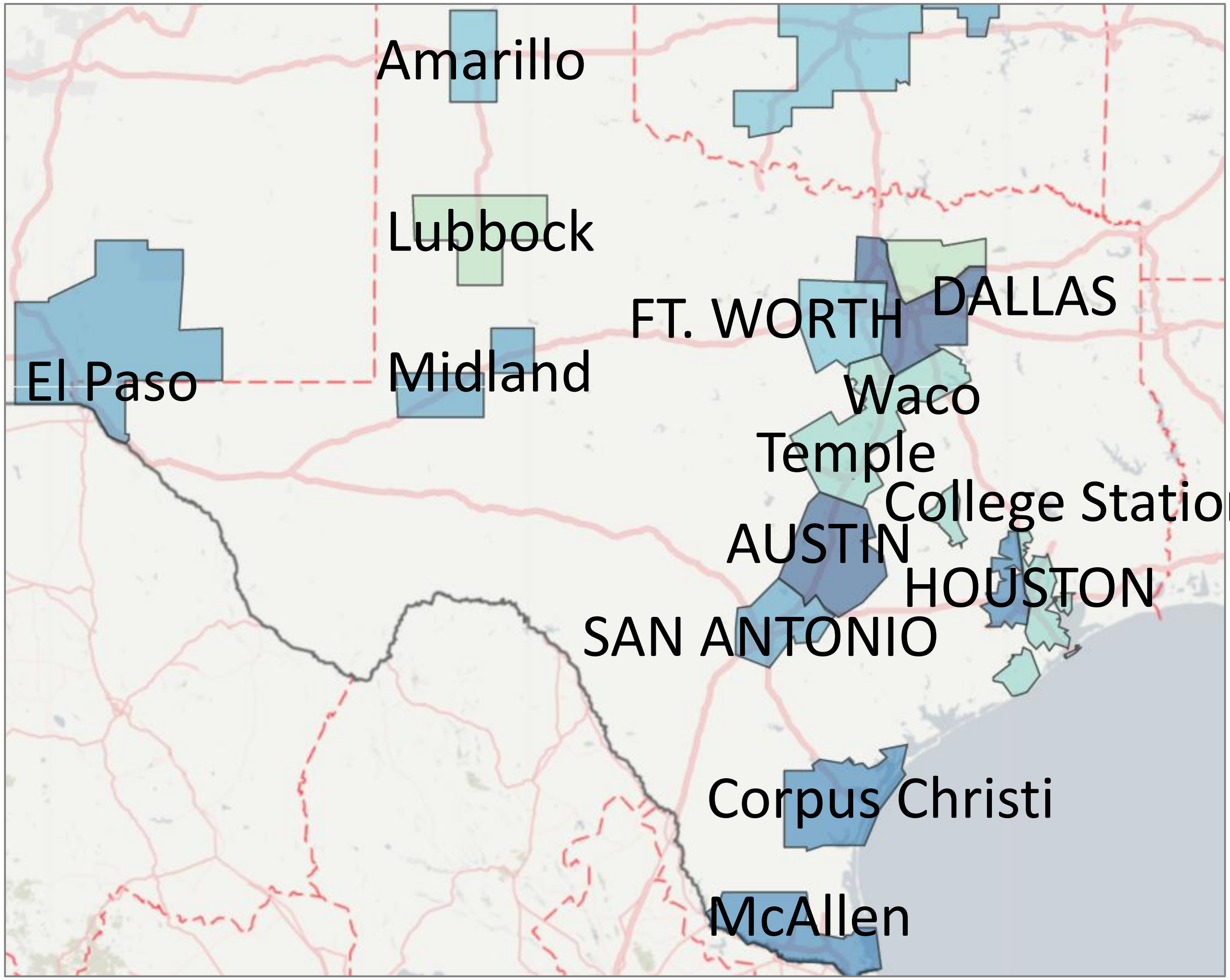
Florida Population and Job Growth Driving New Supply



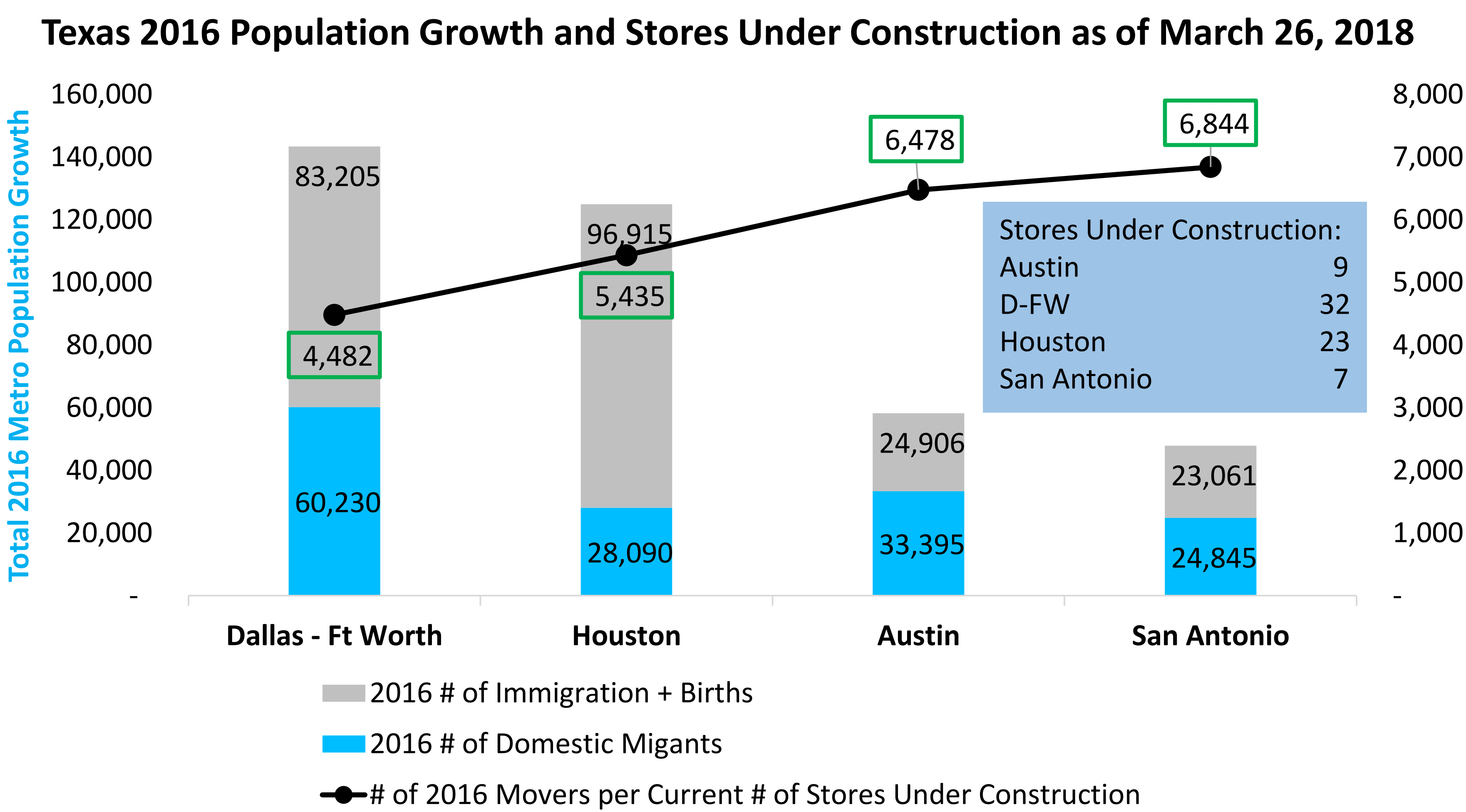
Sources: *Yardi Matrix; U.S. Census Bureau*

Regional Deep Dive: Texas

Texas Coverage



Texas Population Growth Driving New Supply

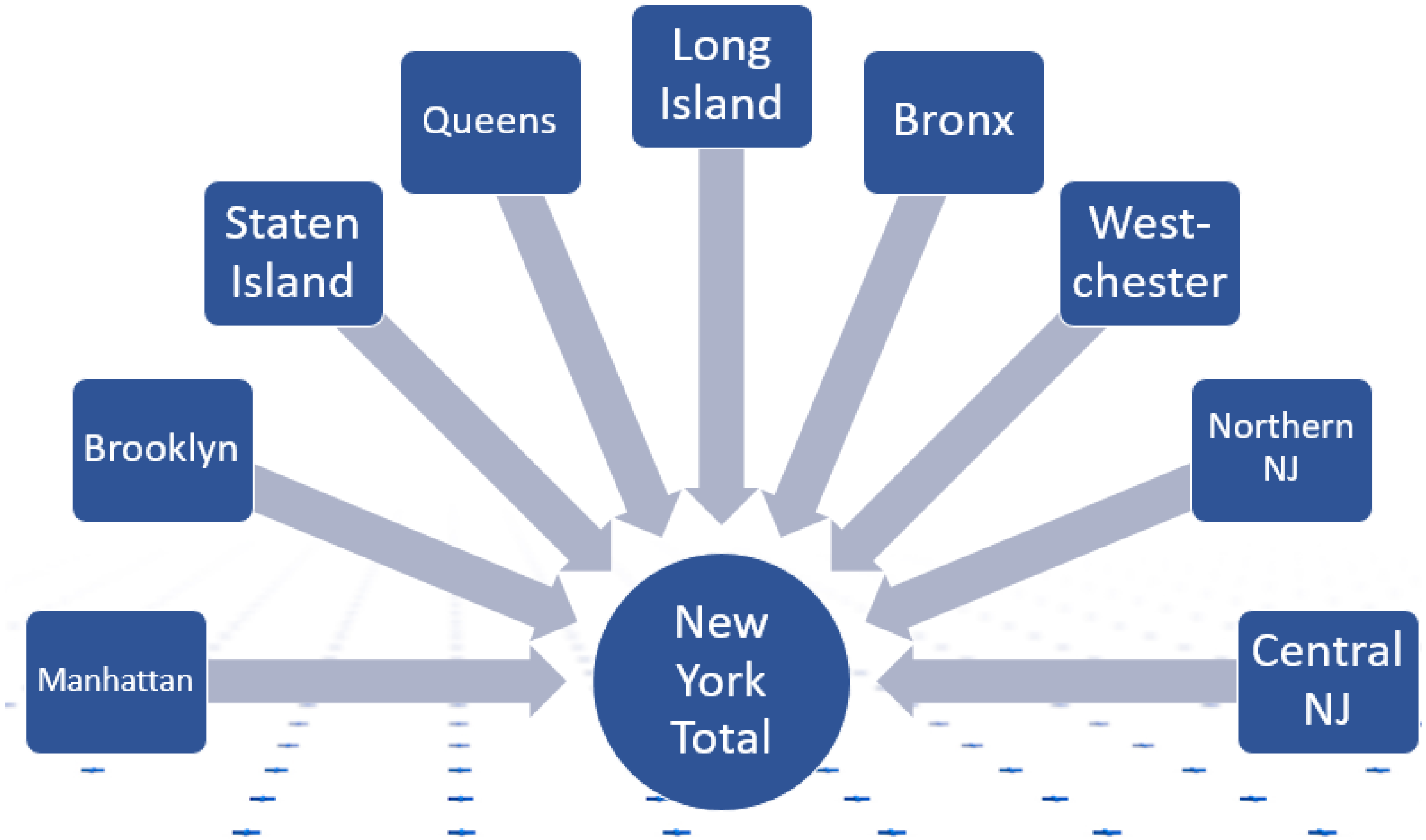


Sample Development Pipeline

Regional Deep Dive: New York

New York Coverage

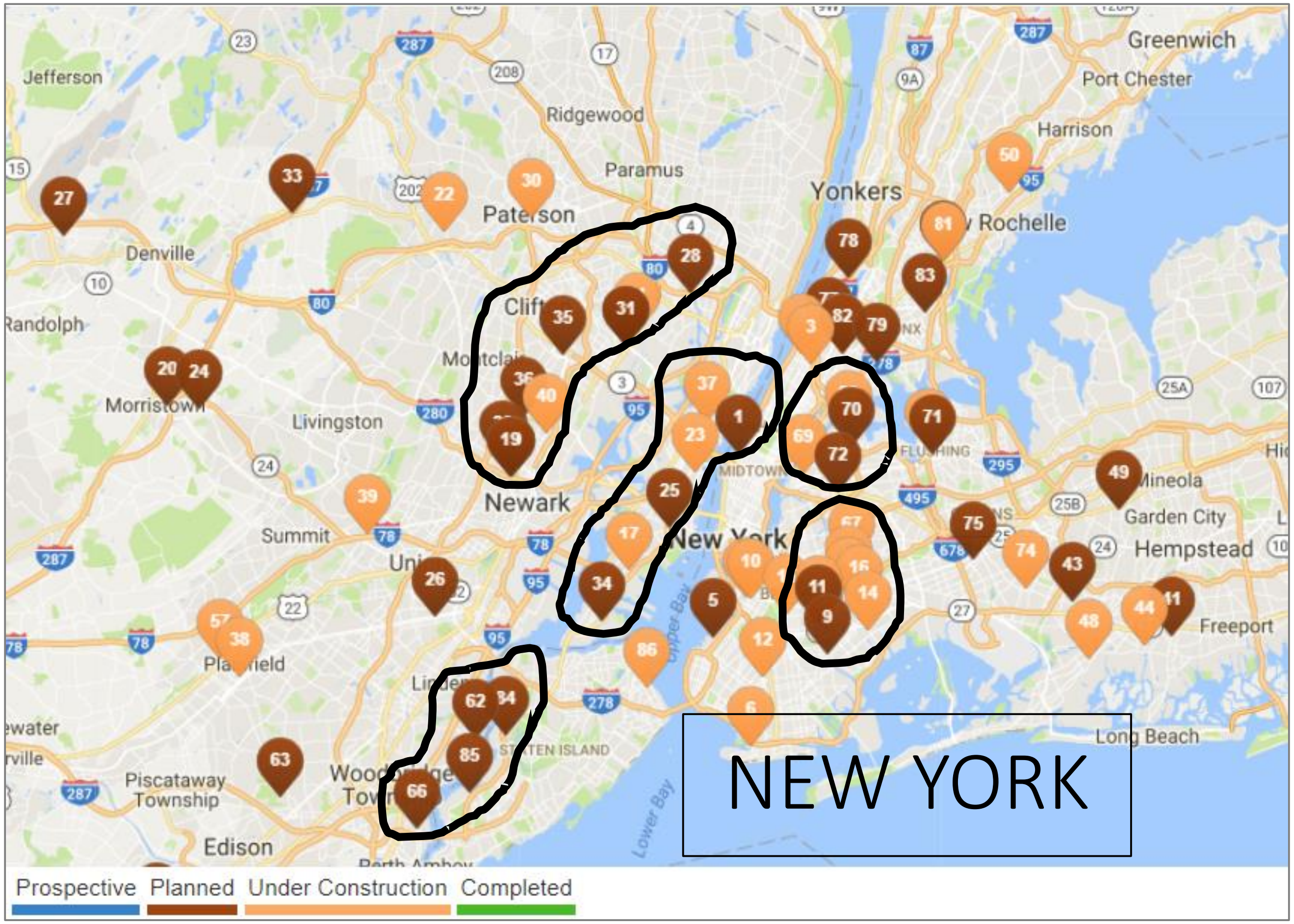
New York Metro is comprised of nine actively monitored markets



New York Supply Stats by Area

	Completed Inventory per Capita, in Net Square Feet	Under Construction + Planned Stores as a % of Completed Inventory	Forecast of 2018 Completions % of Completed Inventory
NEW YORK METRO	2.7 NRSF	10%	2.6%
Bronx	2.8	8	2.9
Brooklyn	1.8	18	4.3
Long Island	2.8	8	2.1
Manhattan	3.2	3	0.5
New Jersey, Central	3.4	9	2.0
New Jersey, Northern	2.9	13	3.7
Queens	2.0	12	4.1
Staten Island	1.6	21	8.6
Westchester	3.1	4	1.0

New York Metro Storage-Development Clusters



Contact the Presenter

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