



Yardi Matrix

National Self Storage Report

September 2021



Monthly Supply and Rent Recap

Self storage fundamentals remained strong in August

- Self storage demand has continued at an elevated level, and property fundamentals remained strong in August. Street rates on a national level once again saw an increase on an annual basis, with national average rates for 10x10 non-climate-controlled units remaining at a historical high of \$128. In addition, the new-supply pipeline nationwide once again saw a slight uptick in activity and remains robust at 8.6% of existing stock. However, while the storage industry appears to be remaining resilient, its upward momentum may be showing slight signs of slowing down in the second half of the year, as street rates across the nation saw a slight deceleration in growth on a monthly basis in August.

Annual street rate performance maintains positive momentum

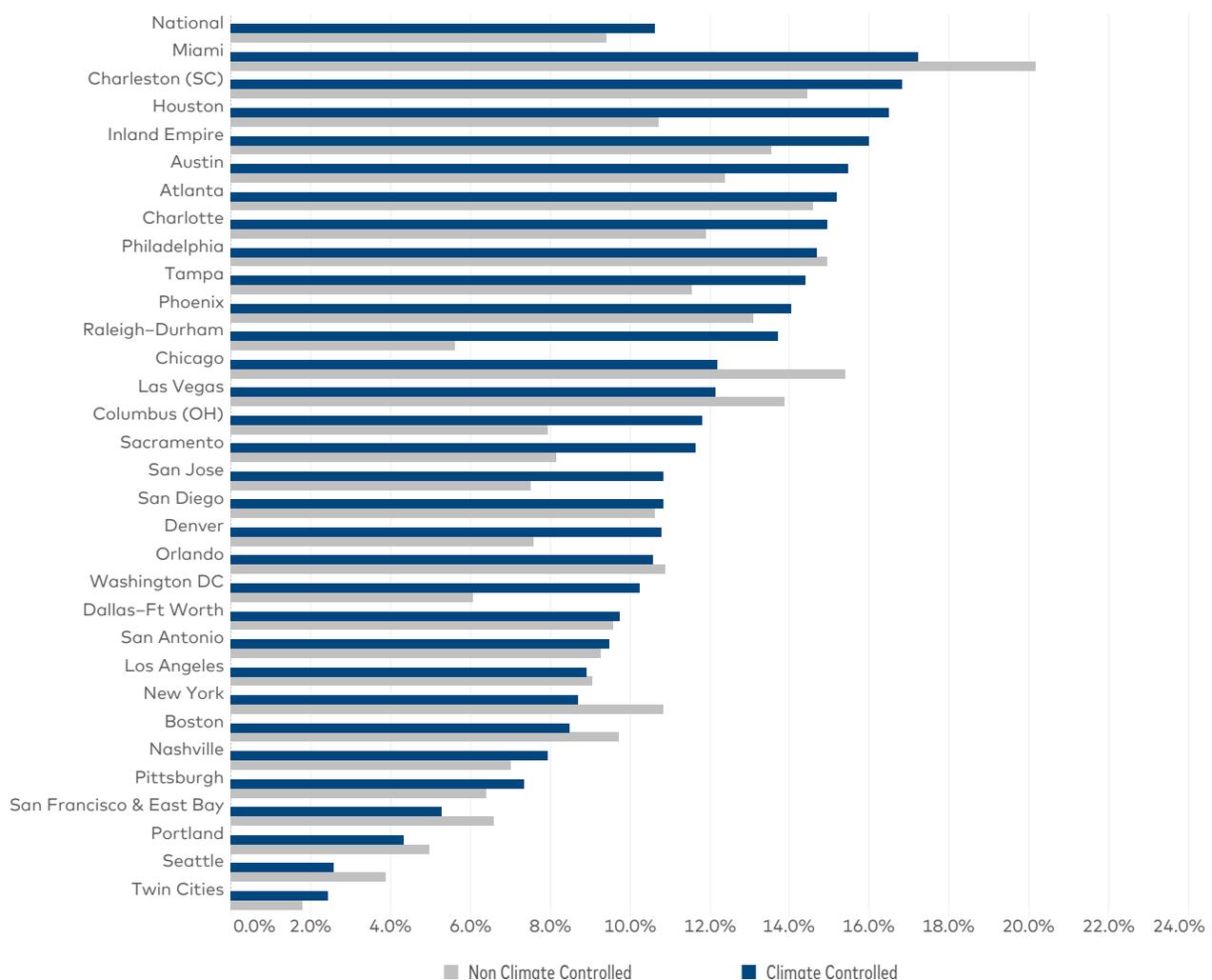
- Street rates continued to improve at a national and market level in August. National street rates for 10x10 non-climate-controlled (NON CC) units rose 9.4% compared to August 2020, while rates for 10x10 climate-controlled (CC) units increased 10.6% year-over-year. While street rates across the nation saw substantial growth on an annual basis, rates for both 10x10 NON CC and CC units remained flat month-over-month in August, potentially signaling a slight slowdown in the street rate acceleration seen in 2021.
- In August, street rate performance was positive for all top markets tracked by Yardi Matrix for 10x10 NON CC and 10x10 CC units year-over-year. With a 1.8% increase in rates for 10x10 NON CC units and an uptick of 2.4% in 10x10 CC unit rates, Minneapolis trailed the top markets in annual growth for both unit types.
- Across the nation, Yardi Matrix tracks a total of 2,369 self storage properties in various stages of development—including 612 under construction, 1,288 planned and 469 prospective properties. The national new-supply pipeline as a percent of existing inventory increased by 0.2% month-over-month in August, and the share of existing projects in planning and under construction stages accounted for 8.6% of existing inventory.
- Yardi Matrix also maintains operational profiles for 27,044 completed self storage facilities across the United States, bringing the total data set to 29,413.

Monthly Rate Growth Update

National street rates continue to outperform

- The self storage industry maintained strong street rate performance in August as national street rates for both NON CC and CC units of all sizes saw significant growth on an annual basis. Year-over-year, national rates for 5x5, 5x10, 10x20 and 10x30 NON CC units increased 7.7%, 9.6%, 10.3% and 9.9%, respectively. Rates for CC units of similar sizes also saw an uptick on an annual basis, with rates up 9.3% for 5x5 CC, 9.8% for 5x10 CC, 11.6% for 10x20 CC and 12.7% for 10x30 CC units.
- Street rates for standard-size 10x10 NON CC units remained at a national average of \$128 in August, the highest recorded value since Yardi started tracking rates in 2016. The national average rate for similar-size CC units was \$146, just short of the record high of \$147 recorded in August 2018.
- Among the top markets, Miami saw the best annual rate performance in August. Year-over-year, street rates for 10x10 NON CC units increased 20.2% and rates for 10x10 CC units rose 17.2%.

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



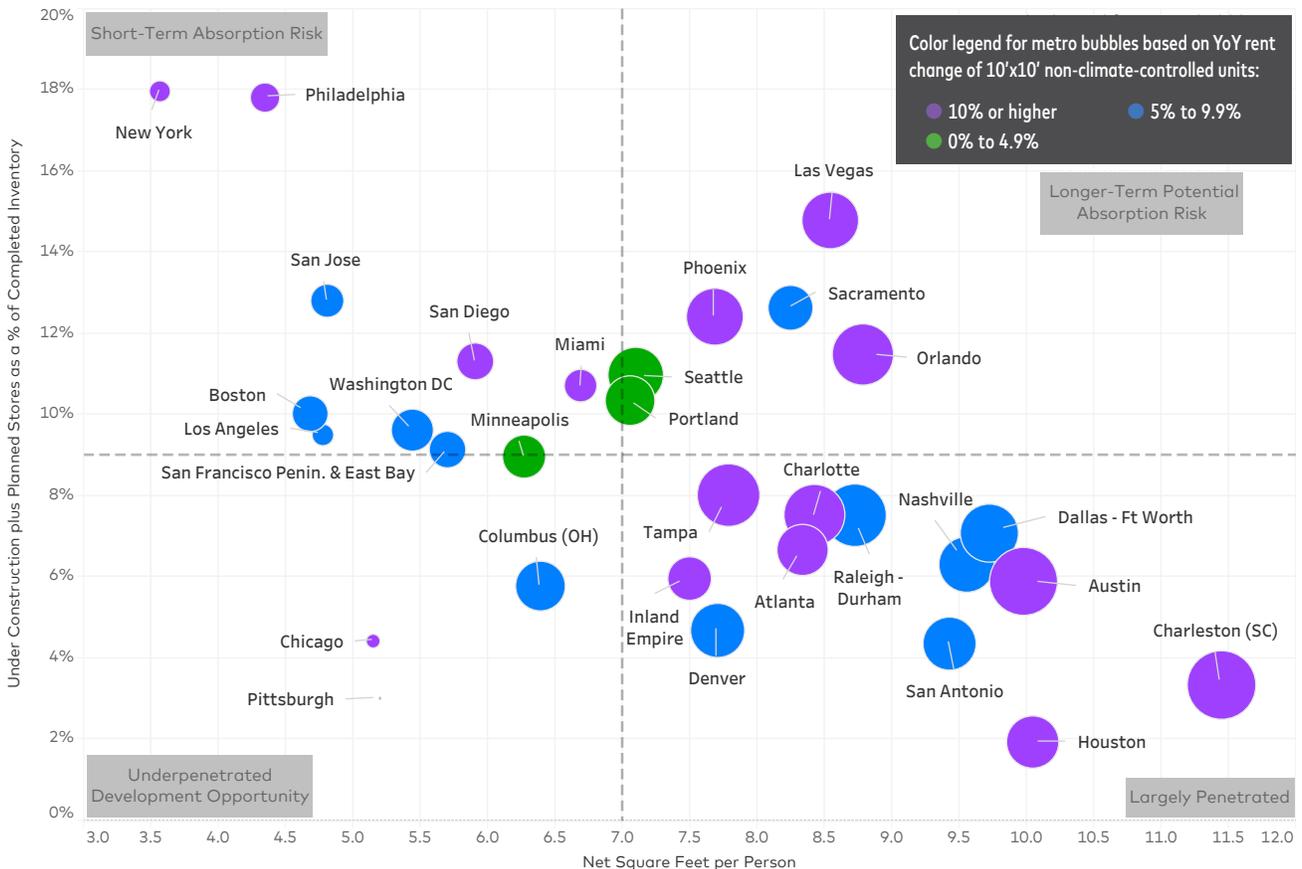
Source: Yardi Matrix. Street rate data as of Sep. 7, 2021

Monthly Rate Growth Update

Rising demand benefits storage markets in the Inland Empire and Atlanta

- Historically a key industrial market, the Inland Empire has seen a surge in demand for industrial space, especially as online sales have increased during the pandemic. This rise in demand likely has helped position the Inland Empire's storage market for growth, as well. On an annual basis, the Inland Empire saw rates for 10x10 NON CC units increase 13.6% to an average of \$174, while the average metro rate for 10x10 CC units was \$134 in August, an uptick of 16.0% compared to August 2020.
- With companies such as Microsoft, Google and Airbnb planning expansions in the metro, Atlanta has had a growing allure among tech firms. This growth appears to be helping boost the local self storage market, which saw rates increase on an annual basis in August despite its elevated level of existing storage stock equal to 8.3 net rentable square feet (NRSF) per capita. Year-over-year in August, street rates for 10x10 NON CC units increased 14.6%, while rates for 10x10 CC units fared slightly better, rising 15.2%.

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 Sep. 7, 2021

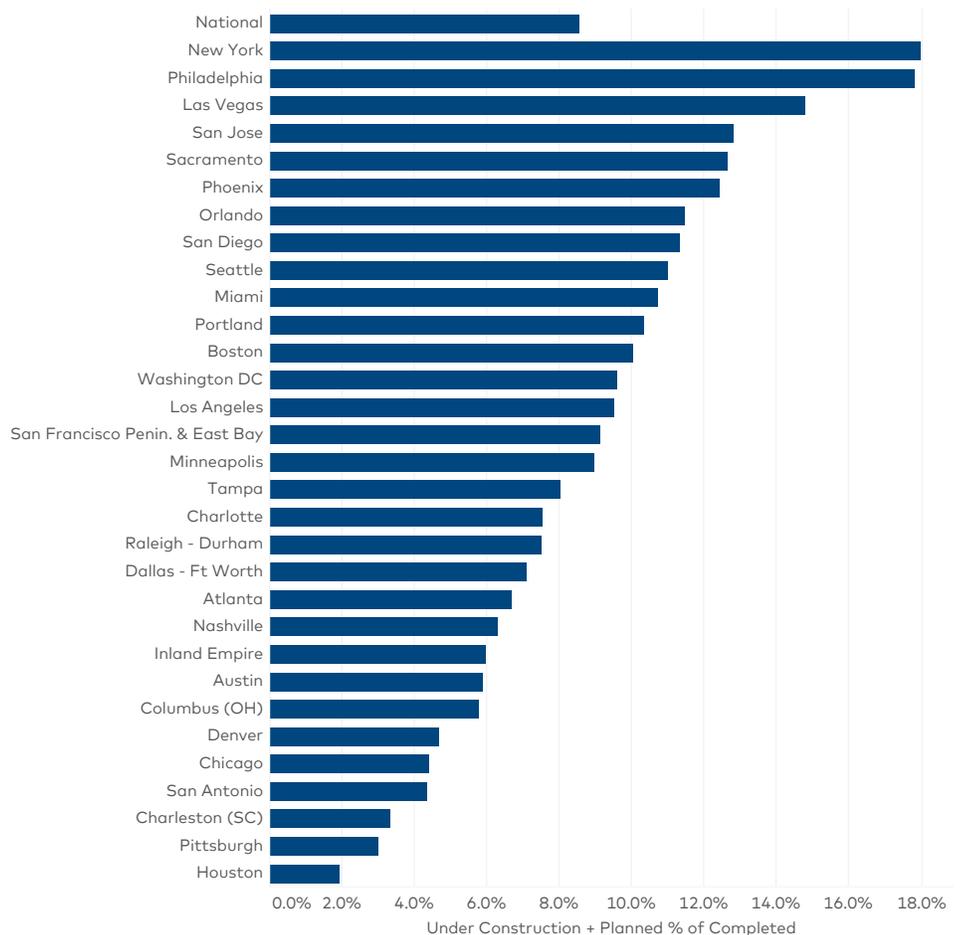
Monthly New Supply Update

Development activity remains robust on a national level

- In August, self storage properties under construction or in the planning stages across the nation accounted for 8.6% of existing inventory, marking a 20-basis-point uptick from July. Similar to last month, it appears storage development activity has started to pick up slightly across the nation, likely due to the asset type's continued strong performance. However, while on a national level the new-supply pipeline has increased, approximately half of the top markets saw development activity remain flat from July to August.
- Columbus, Ohio, saw the largest increase in development activity among all top markets in August. Up 1.0% month-over-month, self storage properties under construction or in the planning stages were equal to 5.8% of existing stock in the metro. The amount of existing storage inventory in Columbus, equal to 6.4 NRSF per person, still falls below the national average of 6.8 NRSF per capita, so the metro appears to still have room to accommodate an increase in storage supply.

Under Construction & Planned Percent of Existing Inventory

Metro	Jul-21	Aug-21	Change
NATIONAL	8.4%	8.6%	↑
New York	17.9%	18.0%	↑
Philadelphia	17.3%	17.8%	↑
Las Vegas	13.9%	14.8%	↑
San Jose	12.8%	12.8%	▬
Sacramento	12.2%	12.6%	↑
Phoenix	12.0%	12.4%	↑
Orlando	11.5%	11.5%	▬
San Diego	10.7%	11.3%	↑
Seattle	11.0%	11.0%	▬
Miami	10.7%	10.7%	▬
Portland	10.4%	10.4%	▬
Boston	9.8%	10.0%	↑
Washington DC	9.7%	9.6%	↓
Los Angeles	9.4%	9.5%	↑
San Francisco Penin. & East Bay	8.9%	9.1%	↑
Minneapolis	9.0%	9.0%	▬
Tampa	8.0%	8.0%	▬
Charlotte	7.5%	7.5%	▬
Raleigh-Durham	7.5%	7.5%	▬
Dallas-Ft Worth	6.8%	7.1%	↑
Atlanta	6.3%	6.7%	↑
Nashville	6.3%	6.3%	▬
Inland Empire	6.0%	6.0%	▬
Austin	5.5%	5.9%	↑
Columbus (OH)	4.8%	5.8%	↑
Denver	4.6%	4.7%	↑
Chicago	4.3%	4.4%	↑
San Antonio	4.4%	4.4%	▬
Charleston (SC)	3.3%	3.3%	▬
Pittsburgh	3.0%	3.0%	▬
Houston	1.7%	1.9%	↑



* Drawn from our national database of more than 29,413 stores, including some 2,369 projects in the new-supply pipeline as well as 27,044 completed stores.

Source: Yardi Matrix. Supply data as of Sep. 7, 2021

Monthly Rate Recap

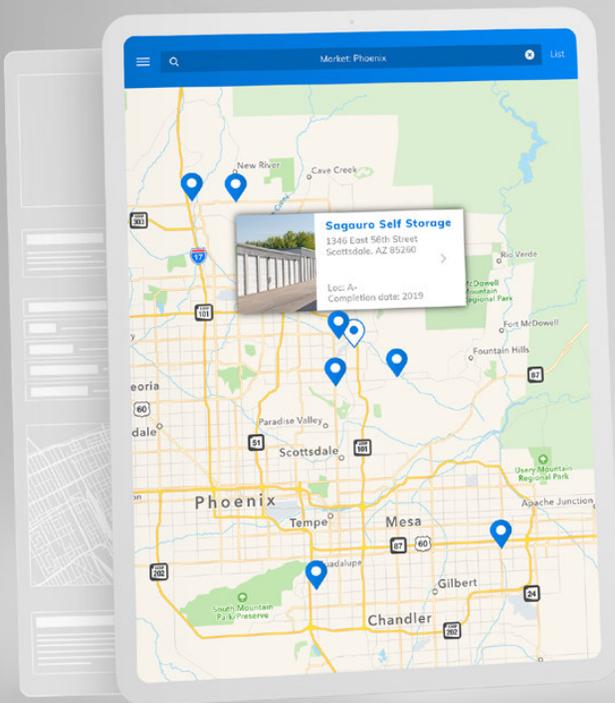
Market	Avg Metro Rate 10'x10' (non cc)	August 2021 YoY Rate Performance				
		5'x5' (non cc)	5'x10' (non cc)	10'x10' (non cc)	10'x10' (cc)	10'x20' (non cc)
National	\$128	8%	10%	9%	11%	10%
Miami	\$161	23%	22%	20%	17%	22%
Charleston (SC)	\$103	19%	14%	14%	17%	14%
Houston	\$93	6%	12%	11%	17%	12%
Inland Empire	\$134	15%	15%	14%	16%	12%
Austin	\$109	10%	10%	12%	15%	12%
Atlanta	\$110	12%	12%	15%	15%	15%
Charlotte	\$94	10%	11%	12%	15%	9%
Philadelphia	\$146	15%	15%	15%	15%	14%
Tampa	\$116	7%	11%	12%	14%	13%
Phoenix	\$121	10%	11%	13%	14%	14%
Raleigh-Durham	\$94	5%	7%	6%	14%	7%
Chicago	\$120	20%	16%	15%	12%	17%
Las Vegas	\$123	14%	15%	14%	12%	12%
Columbus (OH)	\$95	6%	7%	8%	12%	10%
Sacramento	\$146	9%	10%	8%	12%	9%
San Jose	\$186	5%	7%	8%	11%	11%
San Diego	\$177	10%	9%	11%	11%	7%
Denver	\$128	6%	8%	8%	11%	9%
Orlando	\$112	10%	11%	11%	11%	12%
Washington DC	\$157	5%	6%	6%	10%	9%
Dallas-Ft Worth	\$103	8%	9%	10%	10%	9%
San Antonio	\$106	9%	8%	9%	9%	9%
Los Angeles	\$205	7%	9%	9%	9%	8%
New York	\$194	9%	10%	11%	9%	11%
Boston	\$158	11%	12%	10%	8%	11%
Nashville	\$107	2%	3%	7%	8%	9%
Pittsburgh	\$116	8%	6%	6%	7%	8%
San Francisco Penin. & East Bay	\$211	5%	6%	7%	5%	8%
Portland	\$148	5%	6%	5%	4%	6%
Seattle	\$161	5%	4%	4%	3%	6%
Minneapolis	\$112	2%	3%	2%	2%	5%

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.



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