

# Self Storage

## Industry Overview & Analysis

---

"If you can finance it, then build it; and  
once you own it, don't sell it."

# Market Analysis

---

*Summer 2017*

## Contacts

---

**Jeff Adler**

Vice President & General Manager, Yardi Matrix  
[Jeff.Adler@Yardi.com](mailto:Jeff.Adler@Yardi.com)  
(800) 866-1124 x2022

**Jack Kern**

Director of Research and Publications  
[Jack.Kern@Yardi.com](mailto:Jack.Kern@Yardi.com)  
(800) 866-1124 x2444

**Chris Nebenzahl**

Senior Analyst  
[Chris.Nebenzahl@Yardi.com](mailto:Chris.Nebenzahl@Yardi.com)  
(800) 866-1124 x2200

**David Dent**

Senior Real Estate Market Analyst  
[David.Dent@Yardi.com](mailto:David.Dent@Yardi.com)  
(800) 866-1124 x2084