



2019 U.S. Self Storage Market Update



Jeff Adler
Vice President &
General Manager



David Dent
Senior Research
Analyst

Today's Agenda

1. Tell Me Something I Don't Know
2. Macroeconomic Outlook and Impacts for Storage
3. Storage Demand Drivers
4. Trends in Storage Fundamentals
5. What Happens After the Current Development Cycle?
6. Conclusion: Positioning Today for Future Profit