

SELF STORAGE 3-MILE SNAPSHOT REPORT

Sample Size	
Report Date:	7/27/2016
Source :	Self-Storage Data Services
Subject:	SELF STORAGE IN SIERRA MADRE 130 E MONTECITO AVE SIERRA MADRE, CA 91024
MSA:	Los Angeles-Long Beach-Santa Ana, CA MSA

3-Mile Trade Area		
	Sample Report Totals	Estimated Market Totals
Total NRA	522,164	626,597
Total # of Units	7,056	7,697
Sq.Ft/Unit	74	81

Supply Ratios	Top 50 MSA	Trade Area	Diff
* Households per Existing Self Storage Unit	11.6	7.8	3.8
* Assumes 33 % Commerical Tentants			
Rentable SF Per Person	6.5	6.1	0.4

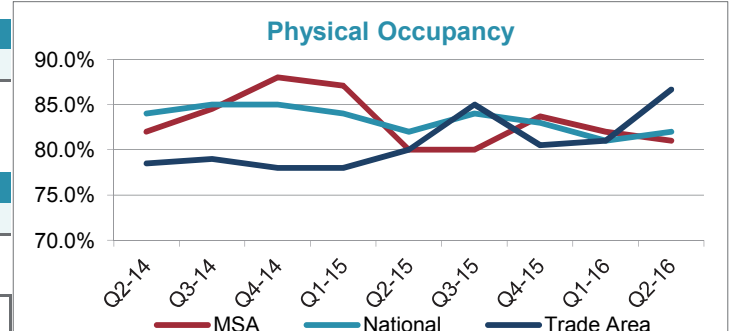
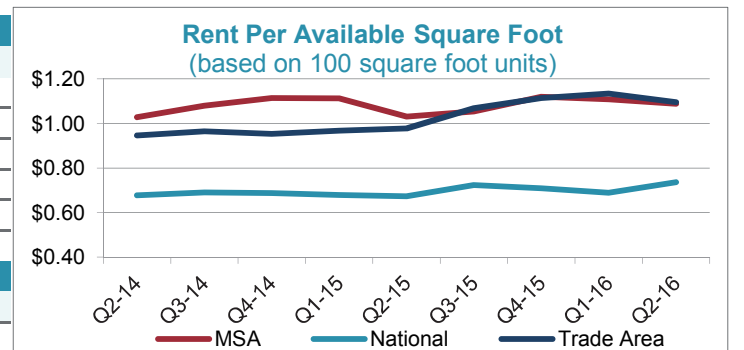
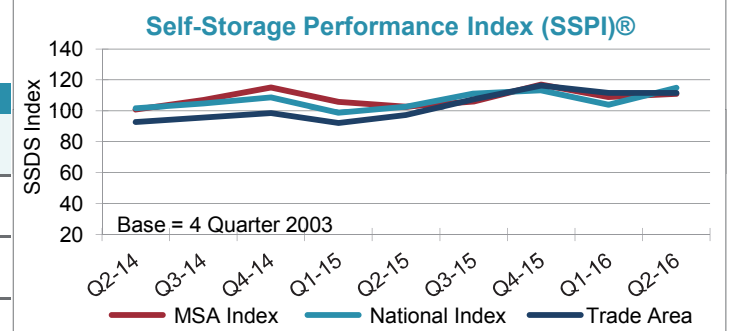
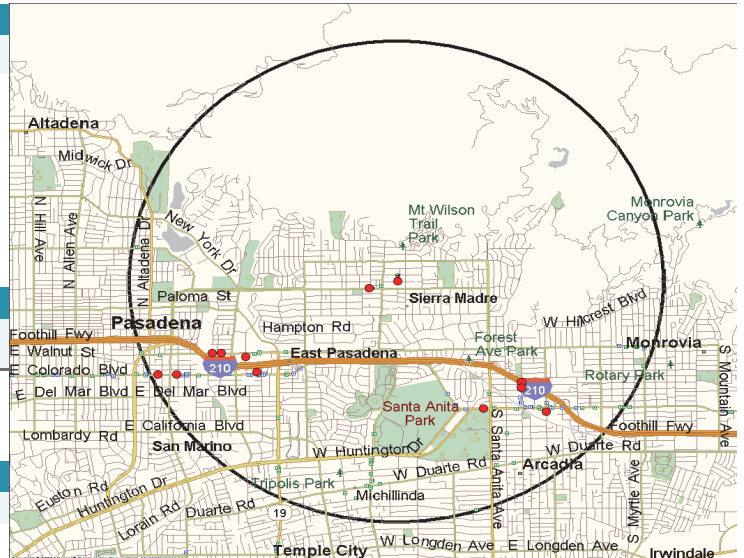
Performance At A Glance Trade Area			
	Quarterly 2Q16 vs 1Q16	Seasonal 2Q16 vs 2Q15	Annual Change
Asking Rental Rate	Down -10.0%	Up 1.8%	Up 0.4%
Physical Occupancy Rate	Up 5.7%	Up 6.7%	Up 2.0%
Rent Per Available SF (Rental Income)	Down -3.4%	Up 11.9%	Up 2.7%

Asking Rental Rates for MSA				
Non-Climate Controlled - Ground Levels				
	Min	Median	Max	Average
25 SF	\$53.00	\$74.00	\$99.00	\$80.95
50 SF	\$99.00	\$127.00	\$160.00	\$135.52
100 SF	\$165.00	\$197.00	\$240.00	\$214.49
200 SF	\$288.00	\$339.00	\$432.00	\$368.62
300 SF	\$397.00	\$429.00	\$535.00	\$480.44

Rent Per Available SF 100 SF for MSA			
	2Q15	2Q16	Change
Median	\$1.0309	\$1.0876	5.5%
Average	\$1.0650	\$1.1749	10.3%

Occupancy for MSA			
	2Q15	2Q16	Change
Physical Unit Occupancy	80.0%	81.0%	1.0%
Economic Occupancy	71.1%	72.5%	1.4%

Concessions (Percentage Offering)			
	2Q15	2Q16	Change
MSA	79.3%	91.8%	12.5%
Nationwide	78.4%	76.7%	-1.7%



Note : When there is insufficient data in Trade Area, data will be used from a larger Trade Area or the closest MSA to that Trade area.