

Self Storage REIT Report

Q1 - 2025



(NYSE: PSA)*



(NYSE: EXR)*



(NYSE: CUBE)*



(NYSE: NSA)*



(NYSE: SMA)*

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Overview

The five self storage REITs reported stronger than expected revenue for the first quarter. On April 2 SmartStop went public and was added to the NYSE. The REITs reported an average same-store revenue growth of 0.04% compared to the same quarter in 2024. This was an increase over the 2024 Q1 average decrease of 0.1% and 2023 Q1 growth of 8.1%. The average same-store expense increased by 2.6%, which contributed to an increase in property tax and weather-related expenses. The average same-store net operating income (NOI) decrease was 1.1% as compared to the same period last year. The average stock price for the REITs was relatively flat quarter over quarter and is highly correlated with the 10-Year treasury which decreased by 0.36% as of March 31, 2025.

For this quarter, the REITs have identified the best and worst performing major metropolitan statistical areas (MSA's). Based on same store revenue year-over-year growth.

Above Average Revenue Growth

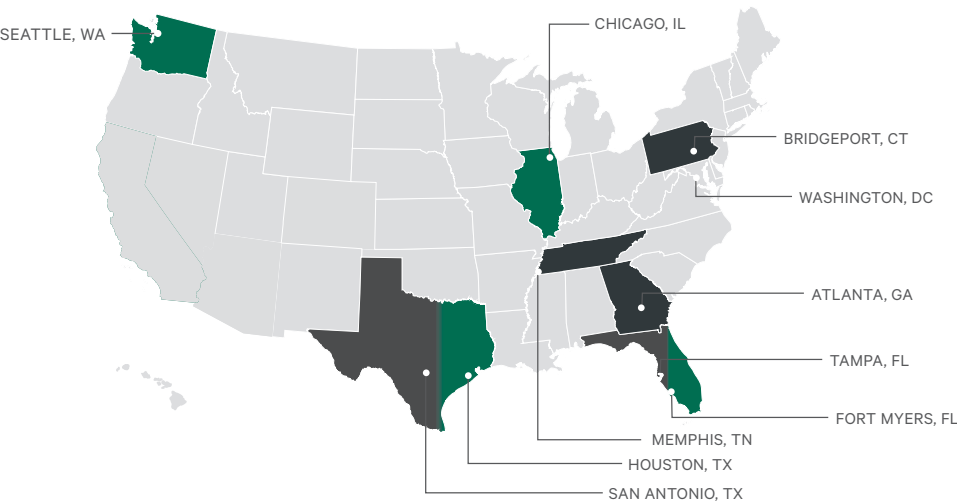
MSA RANK	CITY, STATE	REV %	ACHIEVED RATE
15	Seattle-Tacoma, WA	5.0%	\$22.63
18	Tampa-St. Petersburg-Clearwater, FL	4.6%	\$19.88
6	Washington-Baltimore, DC-MD-VA-WV	3.5%	\$25.69
5	Houston-Galveston-Brazoria, TX	3.3%	\$16.58
3	Chicago-Gary-Kenosha, IL-IN-WI	3.0%	\$19.19

Below Average Revenue Growth

MSA RANK	CITY, STATE	REV %	NET RENT / OCCUPIED SF
77	Cape Coral-Fort Myers, FL	-10.4%	\$19.68
8	Atlanta, GA	-7.7%	\$15.45
43	Memphis, TN-AR-MS	-6.9%	\$11.56
59	Bridgeport-Stamford, CT	-4.4%	\$28.08
24	San Antonio, TX	-2.6%	\$15.65

The REITs provided reiterated guidance for 2025 and showed confidence because of growth on occupancy and move in rates. The average midpoint of the same-store revenue is 0.3% and the average expense growth is 3.14%. The results for April are encouraging showing that a strong leasing season may arrive in the next quarter. *

*All individual REIT data obtained from 1st quarter 10-Q.



*All individual REIT data obtained from 4th quarter 10-Q.



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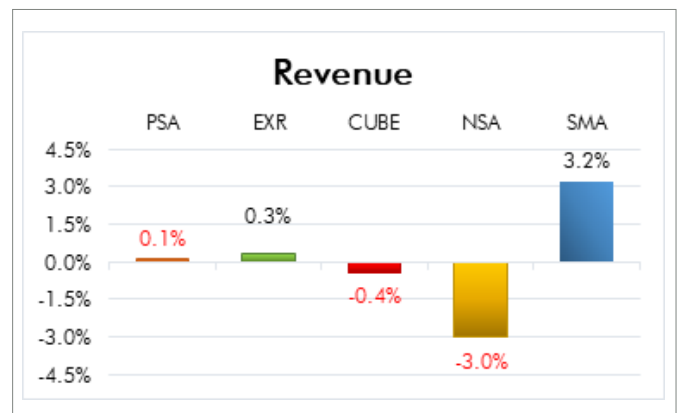
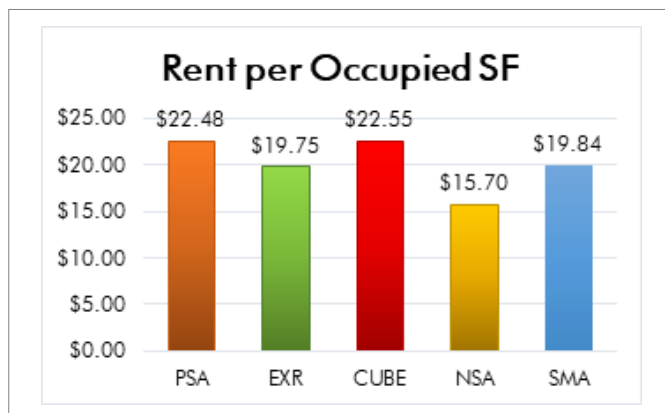
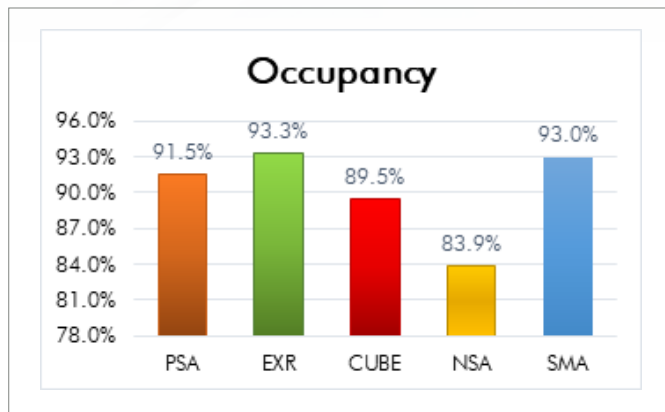
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Q1 Overall Results

	SAME-STORE FACILITIES	SAME STORE SF	SAME STORE REVENUE GROWTH	SAME STORE EXPENSE GROWTH	SAME STORE NOI GROWTH	AVERAGE OCCUPANCY	RENT PER OCCUPIED SF
PSA	2,565	175,300,000	0.10%	0.10%	0.00%	91.50%	\$22.48
EXR	1,829	138,041,249	0.30%	4.20%	-1.20%	93.30%	\$19.75
CUBE	606	43,768,000	-0.40%	0.60%	-0.80%	89.50%	\$22.55
NSA	771	49,247,218	-3.00%	3.70%	-5.70%	83.90%	\$15.70
SMA	149	11,529,750	3.20%	5.20%	2.30%	92.60%	\$19.84



*As compared to Q1 2024

	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25
Ticker Symbol	6/30/2023	9/30/2023	12/31/2023	3/31/2024	6/30/2024	9/30/2024	12/31/2024	3/31/2025
PSA	\$291.88	\$263.52	\$305.28	\$290.06	\$287.65	\$363.87	\$299.44	\$299.29
EXR	\$148.85	\$121.58	\$160.33	\$147.00	\$155.41	\$180.19	\$149.60	\$148.49
CUBE	\$44.66	\$38.13	\$46.35	\$45.22	\$45.17	\$53.83	\$42.85	\$42.71
NSA	\$34.83	\$31.74	\$41.47	\$39.16	\$41.22	\$48.20	\$37.91	\$39.40
SMA	NA	NA	NA	NA	NA	NA	NA	NA
Avg QoQ Growth	(5.94%)	(12.54%)	21.64%	(5.78%)	1.54%	22.03%	(18.00%)	0.02%
10 Year Treasury	3.843%	4.575%	3.866%	4.206%	4.400%	3.783%	4.573%	4.211%

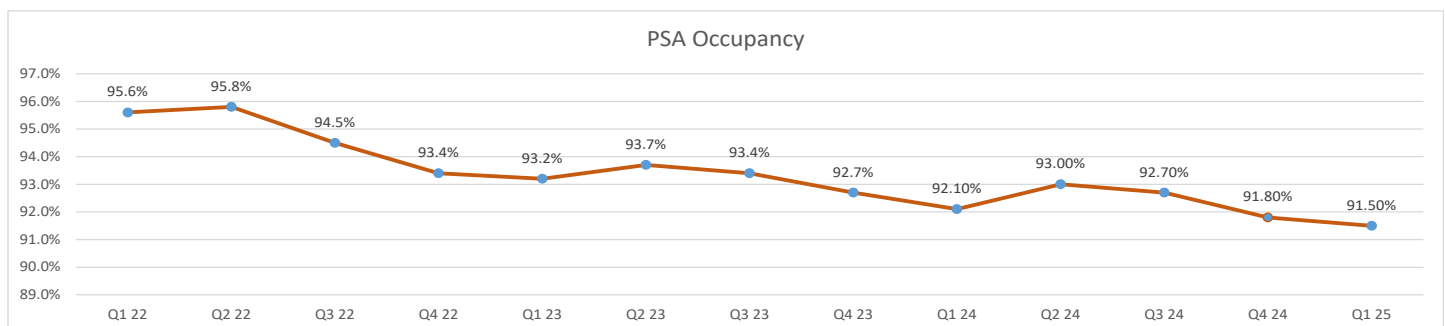
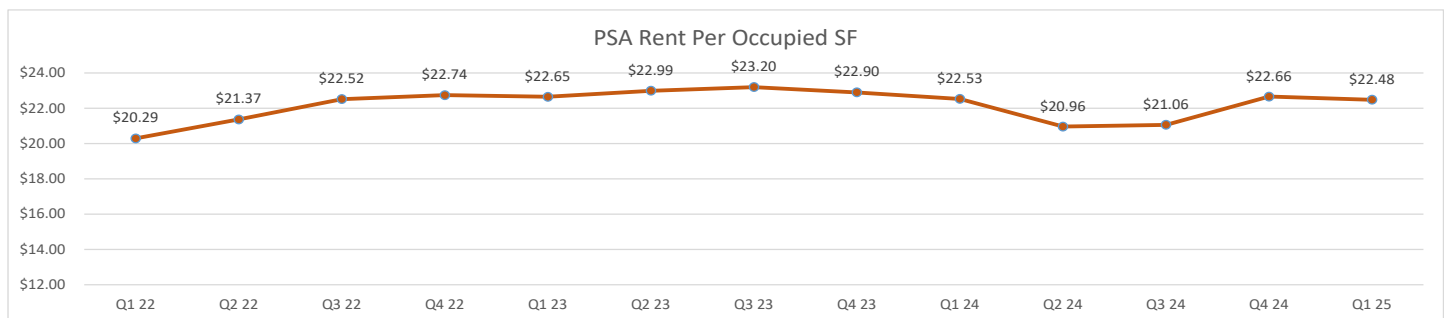
*Based on the close price at the end of the quarter.

Q1 2025 Self Storage REIT Highlights



Public Storage (NYSE: PSA)*

- Reported net income allocable to common shareholders of \$2.04 per diluted share.
- Reported core FFO allocable to common shareholders ("Core FFO") of \$4.12 per diluted share.
- Achieved 77.1% Same Store (as defined below) direct net operating income margin.
- Acquired nine self-storage facilities with 0.7 million net rentable square feet for \$141.0 million. Subsequent to March 31, 2025, we acquired or were under contract to acquire five self-storage facilities with 0.4 million net rentable square feet, for \$43.2 million.
- Opened three newly developed facilities and completed various expansion projects, which together added 0.7 million net rentable square feet at a cost of \$144.4 million. At March 31, 2025, we had various facilities in development and expansion expected to add 3.7 million net rentable square feet at an estimated cost of \$665.5 million.



Key Take Aways from Earnings Call:

Improving Move-in Rents: Quarterly same store revenue growth improved sequentially for the first time in over two years.

Same-Store Revenue Growth: Turned positive after more than two years of deceleration.

Same-Store Occupancy Gap: Closed from down 80 basis points on December 31 to down 30 basis points on March 31.

Move-in Rent Decline: Alt Move-in rates were down 8% in April, indicating potential pricing pressure.

Market Conditions: Los Angeles market faces challenges due to pricing restrictions from a state of emergency, impacting revenue by an estimated 100 basis points.

Expense Growth: Same store NOI is expected to decline by 1.4% at the midpoint due to increased property taxes and other expenses.

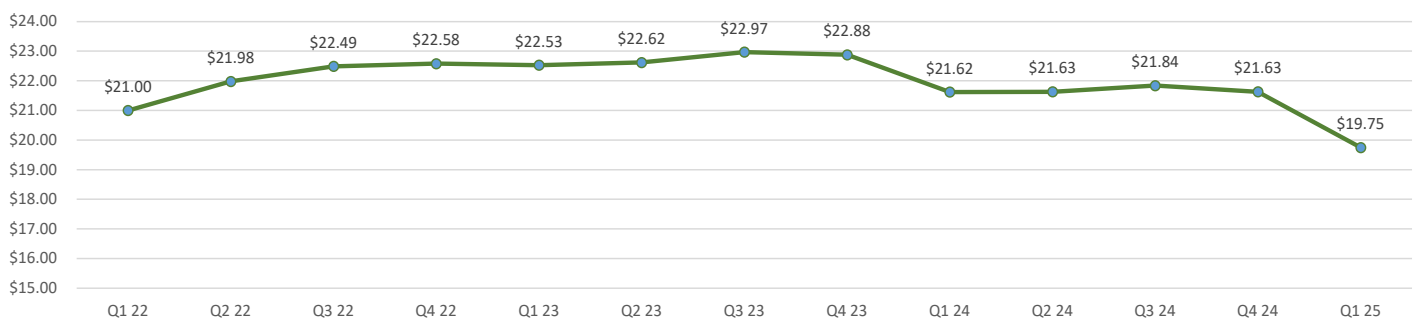
Q1 2025 Self Storage REIT Highlights (continued)



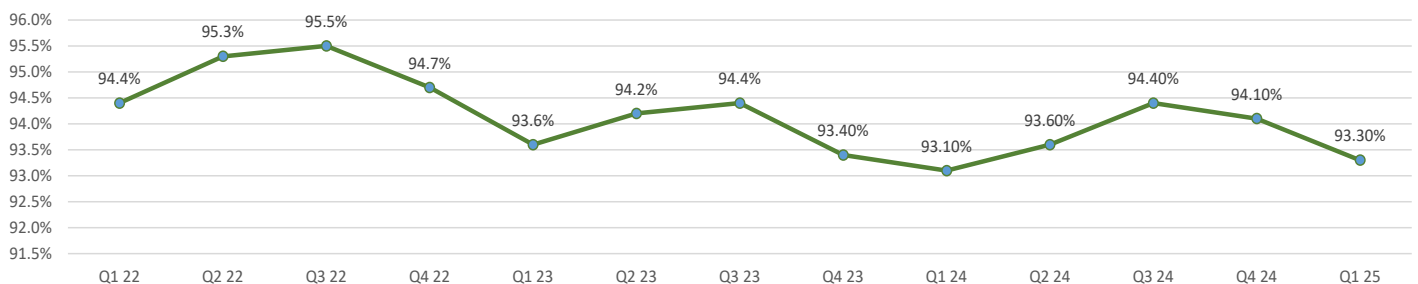
Extra Space Storage Inc. (NYSE: EXR)*

- Achieved net income attributable to common stockholders of \$1.28 per diluted share, representing a 26.7% increase compared to the same period in the prior year.
- Achieved funds from operations attributable to common stockholders and unit holders ("FFO") of \$1.93 per diluted share. FFO, excluding adjustments ("Core FFO"), was \$2.00 per diluted share, representing a 2.0% increase compared to the same period in the prior year.
- Same-store revenue increased by 0.3% and same-store net operating income ("NOI") decreased by (1.2)% compared to the same period in the prior year.
- Reported ending same-store occupancy of 93.4% as of March 31, 2025, compared to 92.4% as of March 31, 2024.
- Acquired 12 operating stores for a total cost of approximately \$153.8 million. Acquired six additional properties by exchanging ownership interest in 17 properties from an existing joint venture.
- In conjunction with joint venture partners, acquired two operating stores and completed the development of one store for a total cost of approximately \$38.3 million, of which the Company invested \$24.5 million.
- Originated \$53.2 million in mortgage and mezzanine bridge loans and sold \$27.7 million in mortgage bridge loans.
- Added 113 stores (100 stores net) to the Company's third-party management platform. As of March 31, 2025, the Company managed 1,675 stores for third parties and 439 stores in unconsolidated joint ventures, for a total of 2,114 managed stores.
- Paid a quarterly dividend of \$1.62 per share.

EXR Rent Per Occupied SF



EXR Occupancy



Key Take Aways from Earnings Call:

External Growth: Expanded its third-party management program significantly, adding a net of 100 properties, reinforcing its position as a leading third-party management provider.

Strong Occupancy: Same store occupancy remained high at 93.4%, showing resilience and effective management strategies.

Balance Sheet Strength: Maintained a conservative leverage profile with almost 90% of its debt at fixed rates, insulating it from interest rate fluctuations.

Lower Move In Rates: Same-store revenue decreased by 0.4% in Q4 2024 due to lower new customer rates, despite strong occupancy.

Uncontrollable Expenses: increased by 8% due to property tax pressure and weather-related expenses, leading to a same store NOI decrease of 1.2%.

Macroeconomic Factors: Such as interest rate volatility and economic uncertainty, which could impact future performance. County.

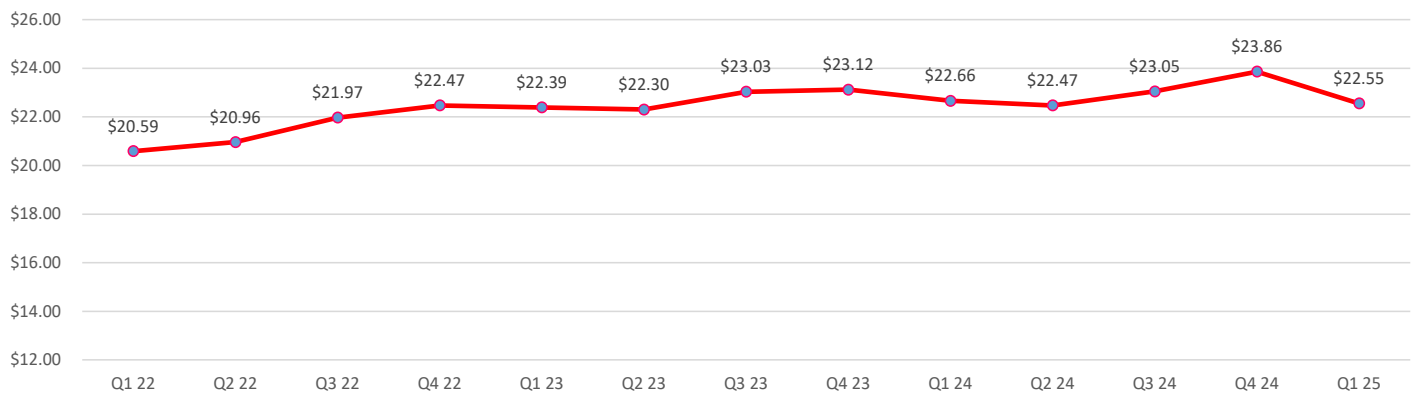
Q1 2025 Self Storage REIT Highlights (continued)



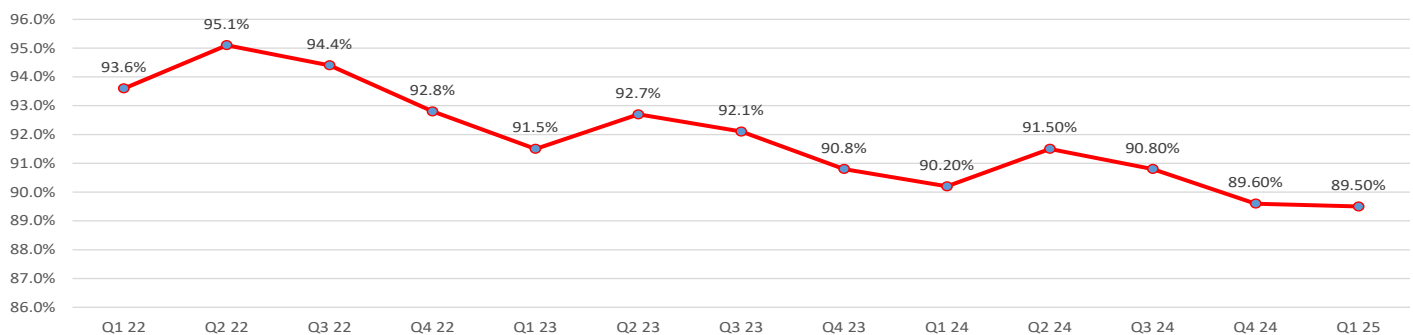
CubeSmart, L.P. (NYSE: CUBE)*

- Reported diluted earnings per share ("EPS") attributable to the Company's common shareholders of \$0.39.
- Reported funds from operations ("FFO"), as adjusted, per diluted share of \$0.64.
- Same-store (606 stores) net operating income ("NOI") decreased 0.8% year over year, resulting from a 0.4% decrease in revenues and a 0.6% increase in operating expenses.
- Same-store occupancy averaged 89.5% during the quarter, ending at 89.7%.
- Closed on the acquisition of the remaining 80% interest in the 28-store HVP IV portfolio for \$452.8 million, which included \$44.4 million to repay the Company's portion of HVP IV's existing indebtedness.
- Added 33 stores to our third-party management platform, bringing our total third-party managed store count to 869.

CUBE Rent Per Occupied SF



CUBE Occupancy



Key Take Aways from Earnings Call:

Acquisition Activity: Successfully closed on the acquisition of their joint venture partner's interest in a high-quality portfolio, expanding their presence in key markets.

Third-Party Management Growth: CubeSmart added 33 stores to their third-party management platform, ending the quarter with 869 third-party stores under management.

Move In Rates: Rental rates for new customers improved, narrowing the year-over-year gap, while existing customer health remained solid.

Revenue Decline: Revenue from same-store operations declined by 0.4% year-over-year, although this was a slight improvement from the previous quarter.

Occupancy: Average occupancy for the same-store portfolio decreased by 50 basis points to 89.5% during the first quarter.

Future Demand: The company does not foresee any improvement in the frozen housing market due to the current rate environment and market uncertainty.

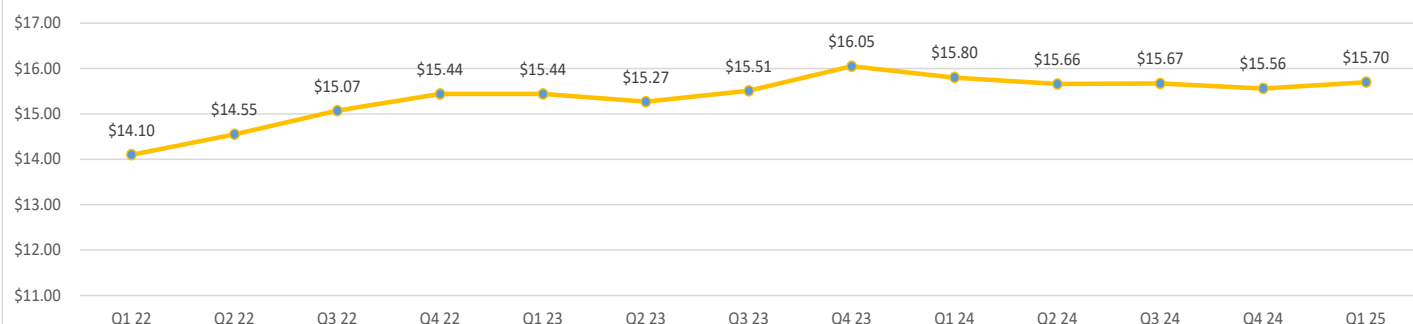
Q1 2025 Self Storage REIT Highlights (continued)



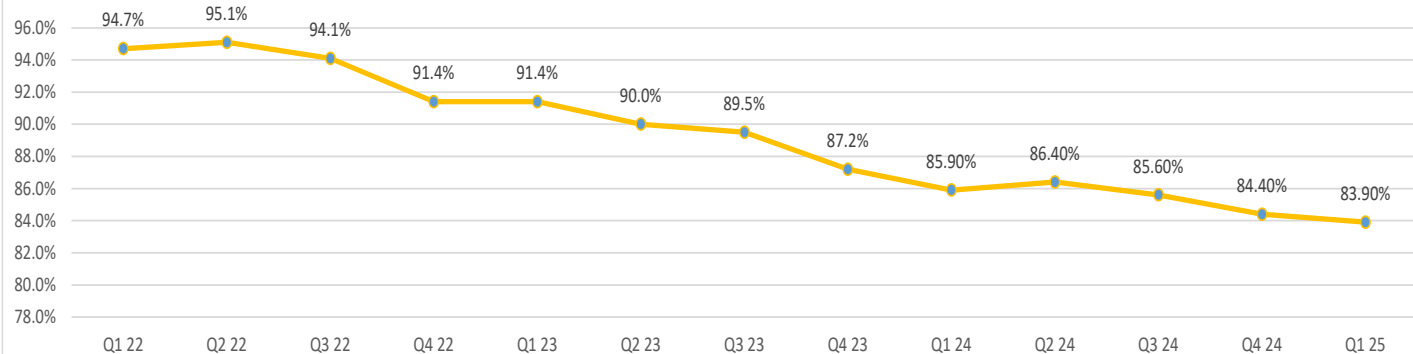
National Storage Affiliates Trust (NYSE: NSA)*

- Reported net income of \$19.5 million for the first quarter of 2025, a decrease of 79.5% compared to the first quarter of 2024. Reported diluted earnings per share of \$0.10 for the first quarter of 2025 compared to \$0.65 for the first quarter of 2024.
- Reported core funds from operations ("Core FFO") of \$73.4 million, or \$0.54 per share for the first quarter of 2025, a decrease of 10.0% per share compared to the first quarter of 2024.
- Reported a decrease in same store net operating income ("NOI") of 5.7% for the first quarter of 2025 compared to the same period in 2024, driven by a 3.0% decrease in same store total revenues and a 3.7% increase in same store property operating expenses.
- Reported same store period-end occupancy of 83.6% as of March 31, 2025, a decrease of 240 basis points compared to March 31, 2024.
- Acquired three wholly-owned self storage properties for approximately \$13.5 million during the first quarter of 2025.

NSA Rent Per Occupied SF



NSA Occupancy



Key Take Aways from Earnings Call:

Better Revenue Growth: Reported a 130 basis points sequential improvement in same-store revenue growth year-over-year.

Acquisition Activity: Successfully closed on three assets totaling approximately \$40 million during the first quarter.

Improving Markets: Two of NSA's top markets, Portland and Houston, showed positive revenue growth, providing momentum for the spring leasing season.

Interest Expense: Increased by \$1 million due to the maturity of a swap, impacting quarterly results.

Occupancy Decline: Occupancy was softer than expected, with a 190 basis points decline in average occupancy year-over-year.

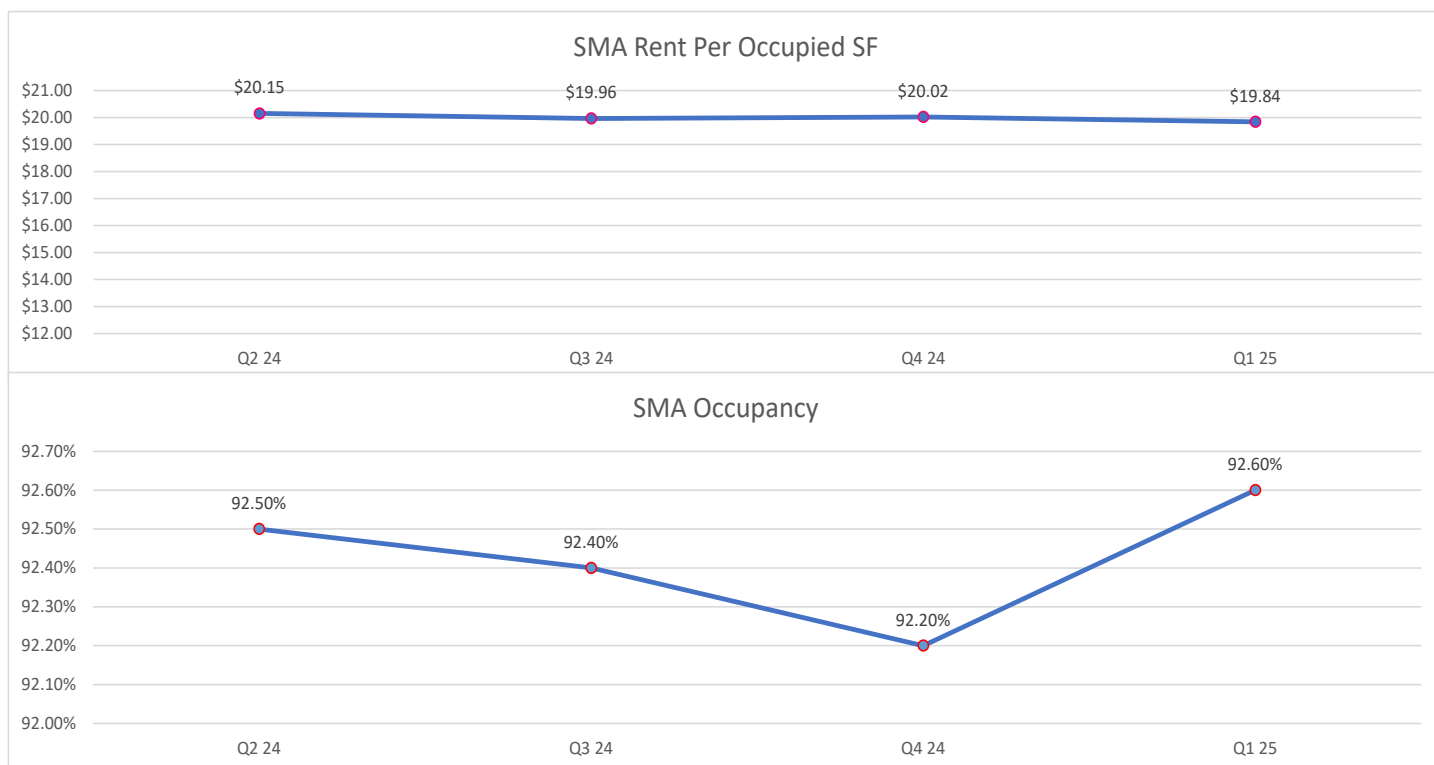
Expense Growth: Expense growth was 3.7% in the first quarter, with significant costs attributed to marketing, R&M, and utilities.

Q1 2025 Self Storage REIT Highlights (continued)



SmartStop Self Storage REIT, Inc. (NYSE:SMA)*

- Net loss attributable to common stockholders was approximately \$8.4 million. This represents an increase in net loss of approximately \$3.8 million when compared to the same period in 2024. Net loss per Class A and Class T shares (basic and diluted) was \$0.35, an increase in net loss per share of approximately \$0.15 as compared to the same period in 2024.
- Total self storage-related revenues were approximately \$59.2 million, an increase of approximately \$6.5 million when compared to the same period in 2024.
- FFO, as adjusted (attributable to common stockholders and Operating Partnership ("OP") unit holders), was approximately \$11.2 million, an increase of approximately \$0.1 million when compared to the same period in 2024.
- FFO, as adjusted per share and OP unit outstanding – diluted was \$0.41, an increase of approximately \$0.01 when compared to the same period in 2024.
- Same-store revenues increased by 3.2%, same-store property operating expenses increased by 5.2%, while same-store net operating income ("NOI") increased by 2.3% compared to the same period in 2024.
- On a constant currency basis for our Canadian properties included in our wholly owned same-store pool, our aggregate same-store revenues increased by 3.9%, same-store expenses increased by 5.9%, while same-store NOI increased by 3.0% compared to the same period in 2024.
- Same-store average physical occupancy increased by 0.5% to 92.6% compared to the same period in 2024.
- Same-store annualized rent per occupied square foot was approximately \$19.84, an increase of approximately 2.0% when compared to the same period in 2024.



Key Take Aways from Earnings Call:

Acquisition Activity: SmartStop added three new properties in high-growth markets, expanding its footprint in the Sunbelt region.

Rental Rate Growth: Remained positive but slowed compared to previous quarters.

Same-store occupancy: Declined to 90.2%, down from 91.5% in Q1 2024.

Interest rate environment: Remains a headwind for expansion and refinancing.



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