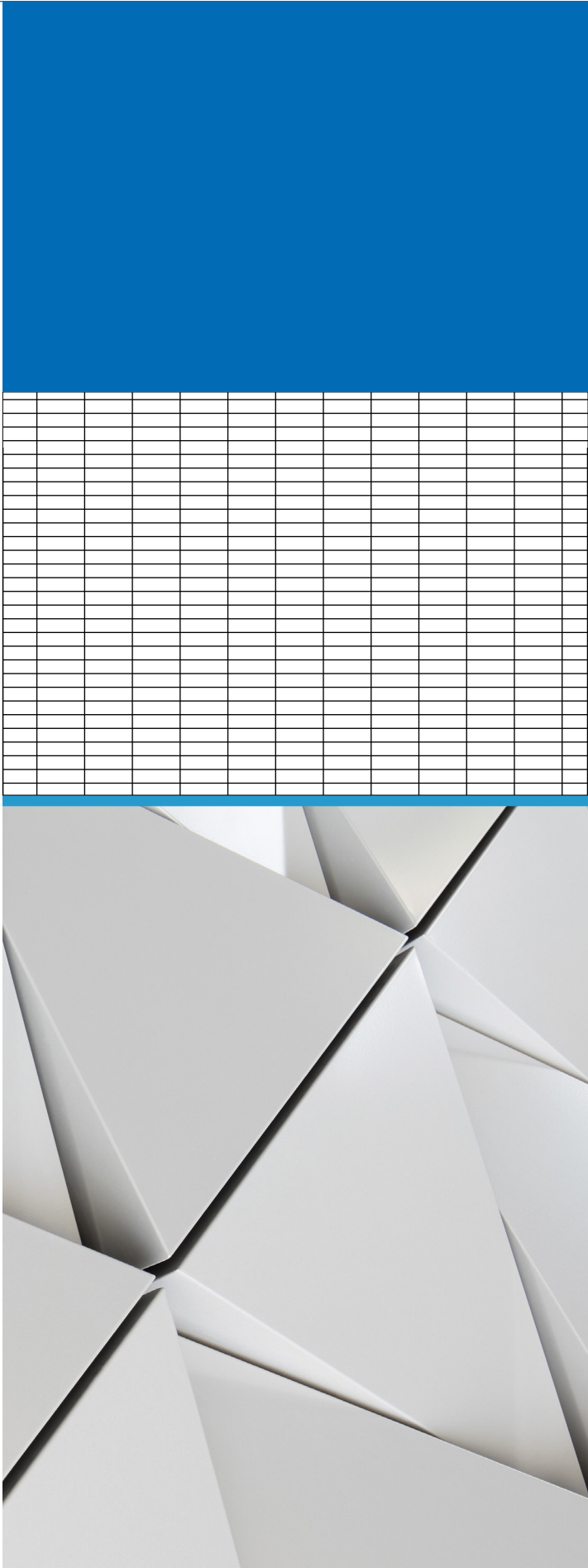


# Self Storage Group

1Q 2025 REIT Report



## Self Storage 1Q25 REIT Report

The self storage REITs slightly outperformed expectations for Q1 2025, as the sector continues to prove its strength and resiliency through times of macroeconomic and capital markets volatility. Top of funnel demand remains robust, highlighted by the strong leasing volume seen throughout the quarter, as well as increased Google Search traffic relative to both Q1 2024 and 2019; resulting in a non-weighted same-store occupancy of 89.6% at quarter end. Meanwhile, move-in rents trended positively during the quarter with strong momentum through April with Extra Space noting flat year-over-year comparisons during the month, implying troughs in same store performance are behind us. The REITs continue to benefit from the scale of their platforms that enable operating leverage and technology investment that has increased customer satisfaction and enabled more efficient operations, which is highlighted by decreasing payroll costs year-over-year as customers choose digital interactions, and staffing is optimized.

Despite the macroeconomic uncertainty, all the REITs reiterated that their existing customer bases remain very healthy with declining move-out activity, a steady acceptance of ECRIs, and strong payment trends with exceedingly low levels of delinquencies. Based on management commentary, neither consumer nor business customers have exhibited any change in behavior due to anticipated impacts from tariffs. Revenue management strategies are expected to remain stable throughout the year with the goal of maximizing revenue through data-oriented decision making and a keen focus on the cost to replace a tenant. Expenses were broadly in line with expectations for the quarter with most year-over-year increases stemming from non-controllable expenses such as real estate taxes and property insurance, while investments in solar and digitization continue to reduce utility, payroll, and administrative expenses.

The new supply pipeline continues to decline, providing the sector with tailwinds for operating fundamentals, as development remains difficult due to lengthy entitlement processes, limited access to development capital, and high construction costs with recently heightened uncertainty with regards to material costs and lead times due to tariffs. Nationally, new deliveries in 2025 are expected to decline materially relative to 2024 with management commentary indicating that the pace of new construction could continue to decelerate as they experience a significant reduction in in-bound third-party management requests for new construction.

The transaction market during the first quarter maintained the positive momentum seen during Q4 2024 with the REITs acquiring or under contract to acquire 85 properties for a total of \$1.18B, excluding Public Storage's non-binding indicative offer for Abacus Storage King located in Australia and New Zealand. Notably, only 3 properties, for a total of \$38.3M, were under contract or acquired with joint venture partners during the quarter; CubeSmart and Extra Space each closed previously announced JV partner buyouts and increased acquisition guidance based on additional JV partner buyouts, currently under agreement, respectively. Management commentary indicated that transaction volume is expected to remain consistent with the trend set during the first quarter as fundamentals improve with the backdrop of a declining new supply environment, and more realistic seller expectations.

SmartStop Self Storage REIT listed on the NYSE on April 2, 2025, raising net proceeds of \$875.6M. SmartStop owns or manages 218 self storage properties with 17.6M net rentable square feet across the US and Canada. Through the end of 2025, we will include SmartStop data in the company sections of the REIT Report. However, most of the sector datasets and tables in the Newmark REIT Report will begin to include SmartStop data as of 2Q2026 so that YoY data remains unskewed.

In addition to this quarterly REIT summary, a weekly email from Newmark Group, Inc.'s Self Storage Group delineates key benchmark rates for the capital markets, near-term expectations for transactions, and interpretive opinions of broader market questions.

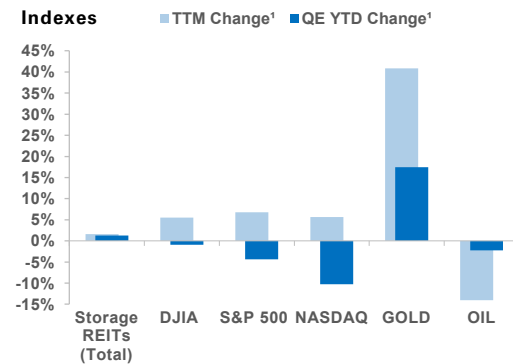
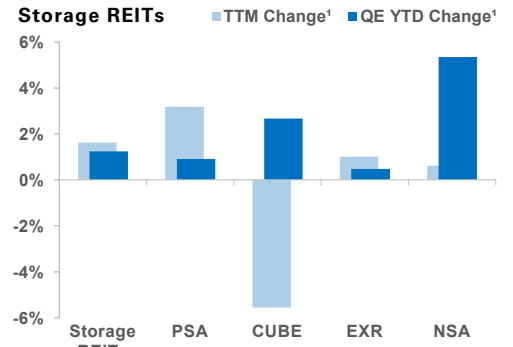
The following pages summarize the information for the first quarter of 2025, reported by the four publicly traded self storage REITs, along with comparisons between the industry and macro-market benchmarks. Links to the investor relations page of each REIT's website are also included.

Thank you for taking the time to review the Quarterly REIT Report. We trust you will find it valuable. [nmrk.com/selfstorage](https://nmrk.com/selfstorage)

## SELF STORAGE 1Q25 REIT REPORT HIGHLIGHTS

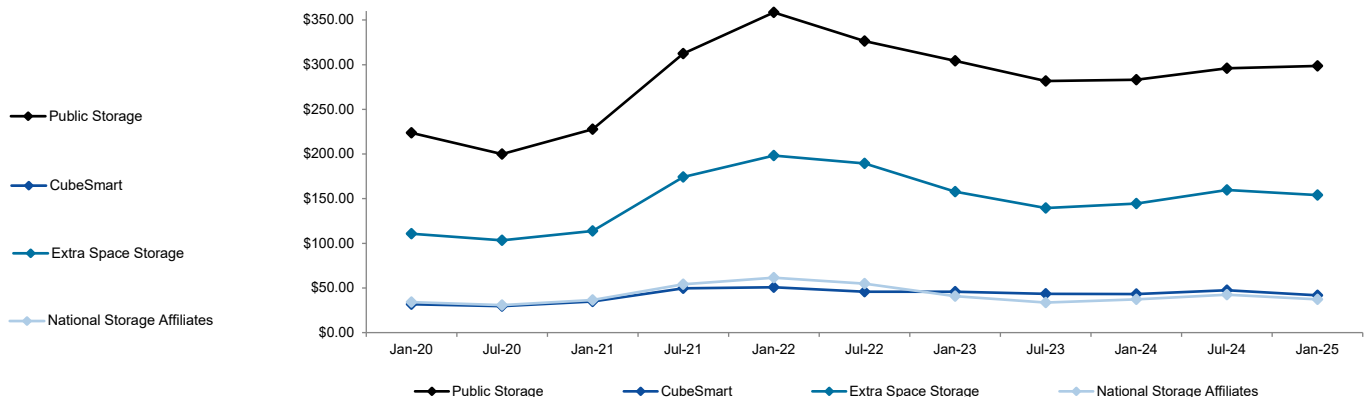
### Market Index

	QE PRICE 03/31/25	LAST YEAR 03/28/24	QE YTD Change <sup>1</sup>	TTM Change <sup>1</sup>
Storage REITs (Total)	\$529.89	\$521.44	1.2%	1.6%
PSA	299.29	290.06	0.9%	3.2%
CUBE	42.71	45.22	2.7%	-5.6%
EXR	148.49	147.00	0.5%	1.0%
NSA	39.40	39.16	5.3%	0.6%
RMZ	1,307	1,232	-0.3%	6.0%
DJIA	42,002	39,807	-0.9%	5.5%
S&P 500	5,612	5,254	-4.4%	6.8%
NASDAQ	17,299	16,379	-10.3%	5.6%
GOLD	3,123	2,217	17.4%	40.8%
OIL	71.48	83.17	-2.3%	-14.1%
U.S. 10 YEAR	4.23%	4.20%	-8.0%	0.7%
10 YEAR SWAP	4.02%	4.11%	-7.7%	-2.0%
SOFR (30-DAY AVG)	4.33%	5.32%	-4.1%	-18.6%



### SELF STORAGE REIT HISTORICAL STOCK PRICE

	Jul 20	Jan 21	Jul 21	Jan 22	Jul 22	Jan 23	Jul 23	Jan 24	Jul 24	Jan 25
Public Storage	\$199.88	\$227.62	\$312.48	\$358.53	\$326.41	\$304.34	\$281.75	\$283.19	\$295.92	\$298.48
CubeSmart	\$29.67	\$34.84	\$49.66	\$50.74	\$45.87	\$45.79	\$43.36	\$43.22	\$47.58	\$41.70
Extra Space Storage	\$103.34	\$113.79	\$174.14	\$198.19	\$189.52	\$157.83	\$139.57	\$144.44	\$159.62	\$154.00
National Storage Affiliates	\$30.82	\$36.54	\$54.17	\$61.56	\$54.84	\$40.80	\$33.79	\$37.35	\$42.57	\$37.15



<sup>1</sup> Excludes dividends

Sources: Yahoo! Finance, U.S. Dept of the Treasury, Barchart (SWAADY10.RT), Federal Reserve Bank of NY

## PUBLIC STORAGE (NYSE: PSA)

- Reported net income allocable to common shareholders of \$2.04 per diluted share.
- Reported Core FFO allocable to common shareholders of \$4.12 per diluted share.
- Acquired nine self-storage facilities with 0.7 million net rentable square feet for \$141.0 million. Subsequent to March 31, 2025, 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, 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.
- Achieved 77.1% same-store direct net operating income margin.

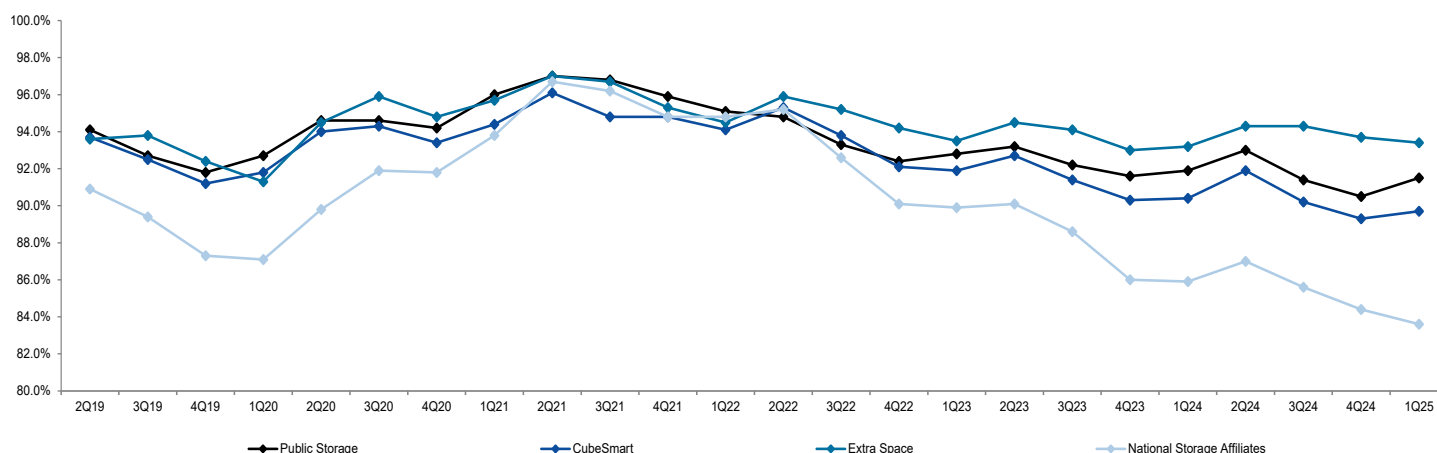
[CLICK HERE TO VIEW PUBLIC STORAGE INVESTOR RELATIONS](#)

## CUBESMART (NYSE: CUBE)

- Reported diluted earnings per share attributable to the company's common shareholders of \$0.39.
- Reported funds from operations, as adjusted, per diluted share of \$0.64.
- Same-store (606 stores) net operating income decreased 0.8% year over year, resulting from a 0.4% decrease in revenue 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 third-party management platform, bringing total third-party managed store count to 869.

[CLICK HERE TO VIEW CUBESMART INVESTOR RELATIONS](#)

## HISTORICAL QUARTER-END OCCUPANCY



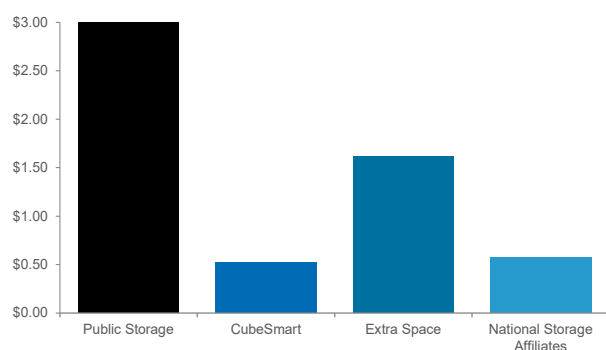
Note: PSA, Cube, EXR & NSA is based on period end occupancy.

## EXTRA SPACE (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 of \$1.93 per diluted share. 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.
- 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.
- 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.
- 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.

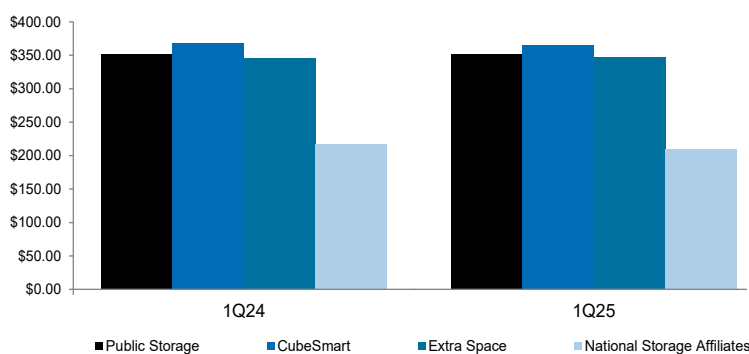
[CLICK HERE TO VIEW EXTRA SPACE INVESTOR RELATIONS](#)

### DIVIDEND PER SHARE



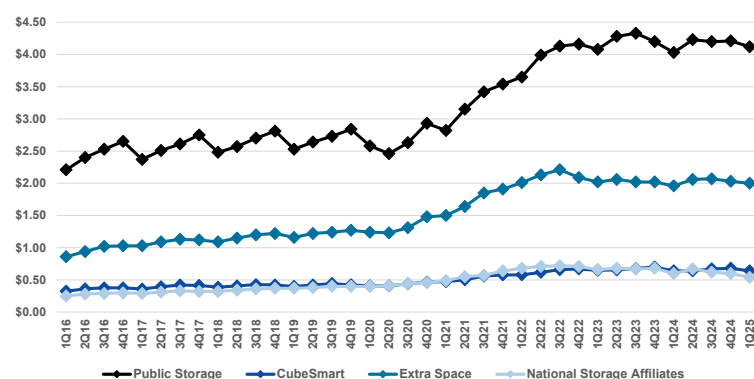
Source: PSA, Cube, EXR and NSA Investor Relations

### SAME STORE REVENUE PER STORE



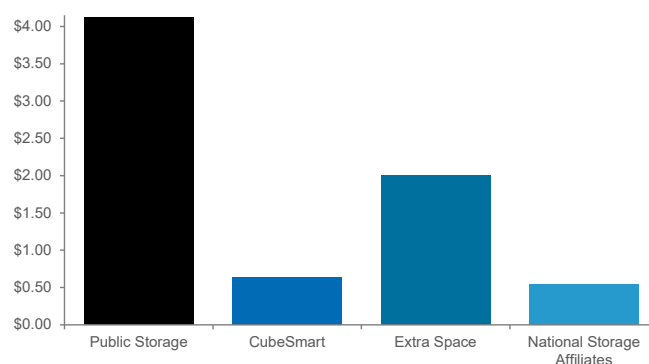
Note: EXR excludes tenant reinsurance revenue. Source: PSA, Cube, EXR and NSA Investor Relations

### HISTORICAL CORE/ADJUSTED FFO PER SHARE



Source: PSA, Cube, EXR, and NSA Investor Relations

### CURRENT CORE/ADJUSTED FFO PER SHARE



Source: PSA, Cube, EXR, and NSA Investor Relations

## NATIONAL STORAGE AFFILIATES (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 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 same-store period-end occupancy of 83.6% as of March 31, 2025, a decrease of 240 basis points compared to March 31, 2024.
- Reported a decrease in same-store net operating income 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.
- Acquired three wholly-owned self storage properties for approximately \$13.5 million during the first quarter of 2025.

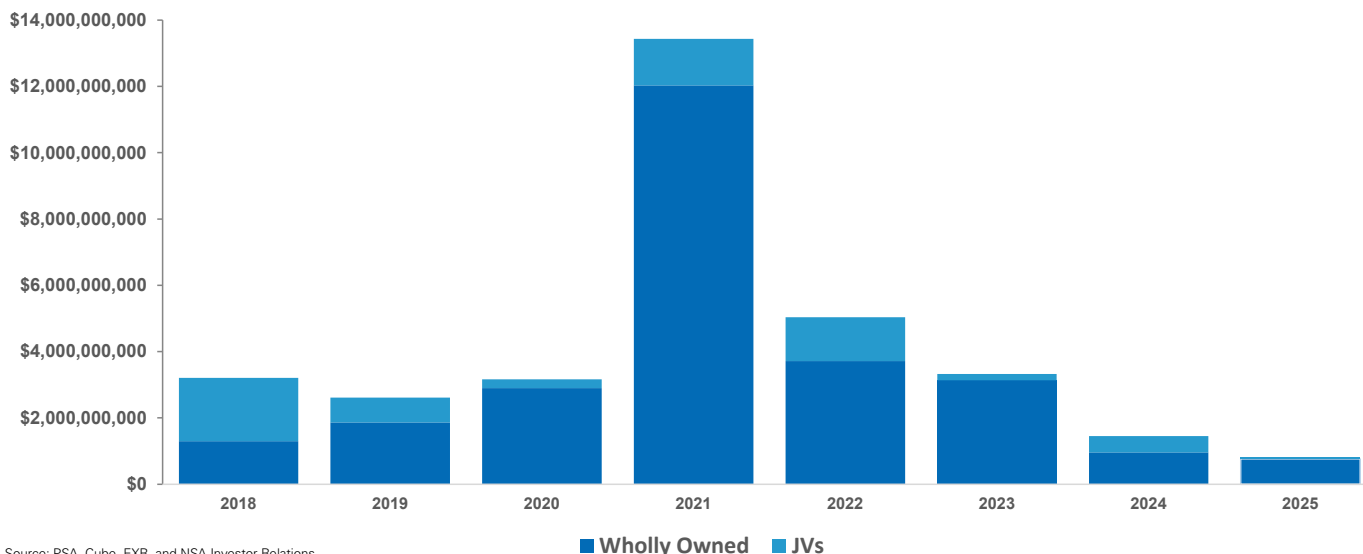
[CLICK HERE TO VIEW NATIONAL STORAGE AFFILIATES INVESTOR RELATIONS](#)

## 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.
- Same-store average physical occupancy increased by 0.5% to 92.6% 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 annualized rent per occupied square foot was approximately \$19.84, an increase of approximately 2.0% when compared to the same period in 2024.

[CLICK HERE TO VIEW SMARTSTOP INVESTOR RELATIONS](#)

### REIT ACQUISITION VOLUME



---

*For more information:*

**Houston Headquarters**

1700 Post Oak Blvd  
2BLVD Place, Suite 250  
Houston, TX 77056

**Aaron Swerdlin**

*Vice Chairman*

t 713-599-5122

aaron.swerdlin@nmrk.com

**Kenneth Cox**

*Vice Chairman*

t 901-302-4312

kenneth.cox@nmrk.com

**Taucha Hogue**

*Executive Managing Director*

t 713-599-5191

taucha.hogue@nmrk.com

**Michael Gibbons**

*Senior Financial Analyst*

t 813-347-3923

michael.gibbons@nmrk.com

**[nmrk.com/selfstorage](http://nmrk.com/selfstorage)**

If you would like to be added to our distribution list, please contact Alex Fernandez at alex.fernandez@nmrk.com. If there are topics you would like to see covered, or if you would like to work with us on survey or white paper idea, please contact Taucha Hogue at taucha.hogue@nmrk.com.

All information contained in this publication is derived from sources that are deemed to be reliable. However, Newmark has not verified any such information, and the same constitutes the statements and representations only of the source thereof, and not of Newmark. Any recipient of this publication should independently verify such information and all other information that may be material to any decision that recipient may make in response to this publication, and should consult with professionals of the recipient's choice with regard to all aspects of that decision, including its legal, financial, and tax aspects and implications.

Any recipient of this publication may not, without the prior written approval of Newmark, distribute, disseminate, publish, transmit, copy, broadcast, upload, download, or in any other way reproduce this publication or any of the information it contains.