Self Storage REIT Report

Q2 - 2025

Public Storage (NYSE: PSA)*

Extra Space Storage (NYSE: EXR)*

CubeSmart self storage (NYSE: CUBE)*

National Storage Affiliates (NYSE: NSA)*

SmartStop Self Storage (NYSE: SMA)*

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Overview

The five self storage REITs reported earnings for the second quarter with only EXR beating the street consensus. The REITs reported an average same-store revenue decrease of 0.83% compared to the same quarter in 2024. This was a decrease over the 2024 Q2 average decrease of 0.7% and 2023 Q2 growth of 3.9%. The average same-store expense increased by 4.13%, which was primarily caused by property taxes and repairs and maintenance. The average same-store net operating income (NOI) decrease was 2.73% as compared to the same period last year. The average stock price for the REITs was down 2.74% quarter over quarter and is highly correlated with the 10-Year treasury which increased by 0.03% as of June 30, 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

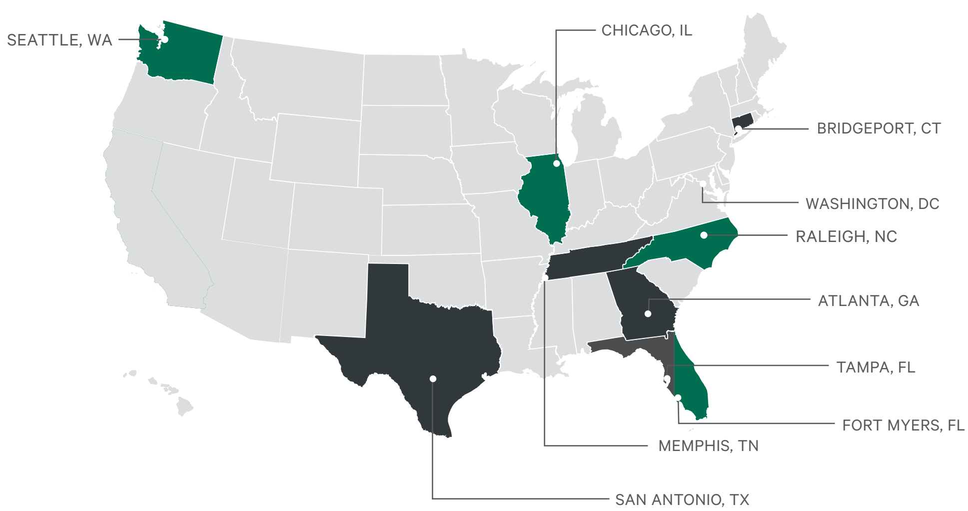
MSA RANK	CITY, STATE	REV %	ACHIEVED RATE
41	Raleigh-Durham-Chapel Hill, NC	4.5%	$15.98
18	Tampa-St. Petersburg-Clearwater, FL	3.6%	$19.99
15	Seattle-Tacoma, WA	3.1%	$22.75
3	Chicago-Gary-Kenosha, IL-IN-WI	3.0%	$19.23
6	Washington-Baltimore, DC-MD-VA-WV	2.9%	$25.77

BelowAverage Revenue Growth

MSA RANK	CITY, STATE	REV %	NET RENT / OCCUPIED SF
53	Cape Coral-Fort Myers, FL	-8.3%	$16.10
43	Atlanta, GA	-6.9%	$11.36
8	Memphis, TN-AR-MS	-6.5%	$15.18
107	Bridgeport-Stamford, CT	-5.9%	$9.96
28	San Antonio, TX	-4.6%	$16.36

The REITs provided updated guidance for 2025 and tightened the ranges as new customer rates continue to increase. The average midpoint of the same-store revenue is -0.2% and the average expense growth is 3.6%. The early results for Q3 were flat but the move out, move in gap has compressed. *

*All individual REIT data obtained from 2nd quarter 10-Q.



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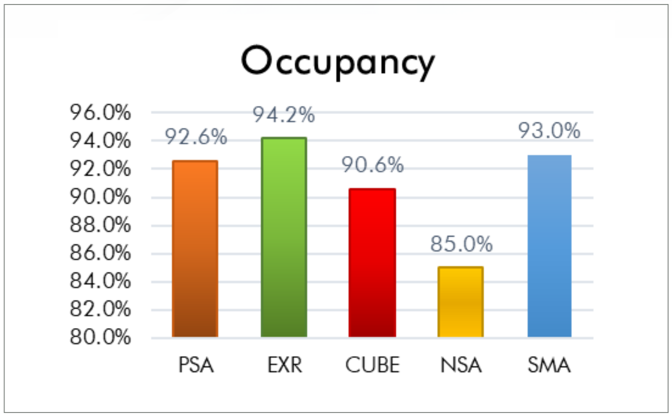
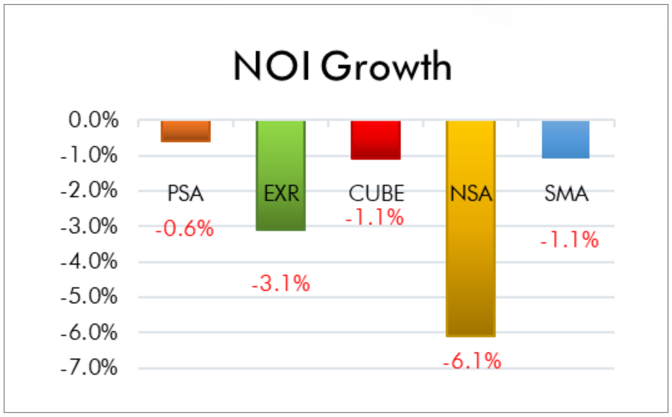
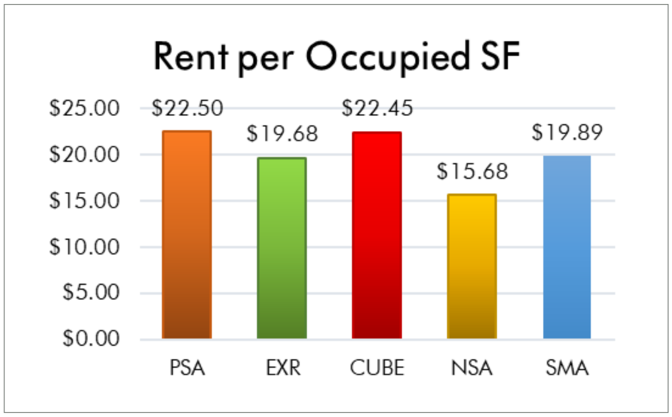
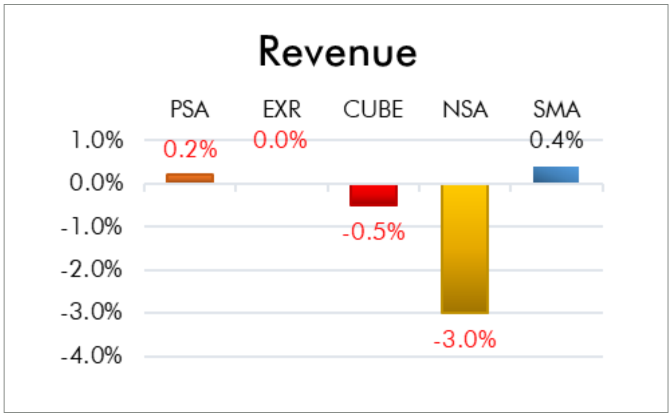
Q2 Overall Results

	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	0.20%	2.10%	-0.60%	92.60%	$22.50
EXR	1,829	138,173,641	0.00%	8.60%	-3.10%	94.20%	$19.68
CUBE	606	43,768,000	-0.50%	1.20%	-1.10%	90.60%	$22.45
NSA	771	49,277,231	-3.00%	4.60%	-6.10%	85.00%	$15.68
SMA	149	11,549,600	0.40%	3.50%	-1.10%	93.00%	$19.89









*As compared to Q2 2024

	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25	Q2 25
Ticker Symbol	**9/30/23**	**12/31/23**	**3/31/24**	**6/30/24**	**9/30/24**	**12/31/24**	**3/31/25**	**6/30/25**
PSA	$263.52	$305.28	$290.06	$287.65	$363.87	$299.44	$299.29	$293.42
EXR	$121.58	$160.33	$147.00	$155.41	$180.19	$149.60	$148.49	$147.44
CUBE	$38.13	$46.35	$45.22	$45.17	$53.83	$42.85	$42.71	$42.50
NSA	$31.74	$41.47	$39.16	$41.22	$48.20	$37.91	$39.40	$31.99
SMA	NA	NA	NA	NA	NA	NA	NA	$36.23
Avg QoQ Growth	**(12.54%)**	**21.64%**	**(5.78%)**	**1.54%**	**22.03%**	**(18.00%)**	**0.02%**	**(2.74%)**
10 Year Treasury	**4.575%**	**3.866%**	**4.206%**	**4.400%**	**3.783%**	**4.573%**	**4.211%**	**4.242%**

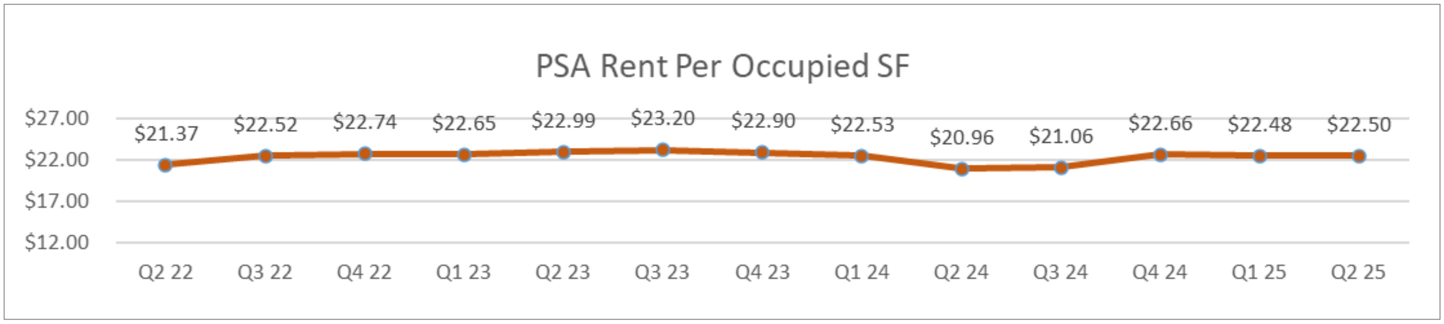
*Based on the close price at the end of the quarter.

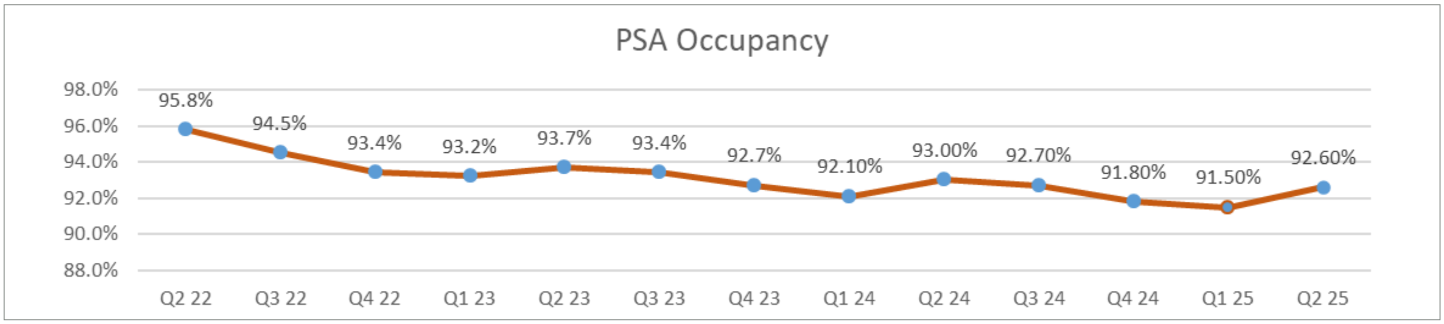
Q2 2025 Self Storage REIT Highlights

Public Storage

Public Storage (NYSE: PSA)*

- Reported net income allocable to common shareholders of $1.76 per diluted share.
- Reported core FFO allocable to common shareholders ("Core FFO") of $4.28 per diluted share.
- Achieved 78.8% Same Store (as defined below) direct net operating income margin.
- Acquired sixteen self-storage facilities with 1.1 million net rentable square feet for $162.3 million. Subsequent to June 30, 2025, we acquired or were under contract to acquire 47 self-storage facilities with 3.1 million net rentable square feet for $481.9 million.
- Opened two newly developed facilities and completed various expansion projects, which together added 0.2 million net rentable square feet at a cost of $64.0 million. At June 30, 2025, we had various facilities in development and expansion expected to add 3.8 million net rentable square feet at an estimated cost of $648.2 million.
- Completed a public offering of $875 million aggregate principal amount of unsecured senior notes in various tranches and maturities.





Key Take Aways from Earnings Call:

Stabilizing Fundamentals: The company noted stabilizing demand and improving same-store performance, particularly in markets like the West Coast.

Same-Store Revenue Growth: Rental rates increased by 0.6%, offsetting a slight occupancy decline.

Raised 2025 Guidance: The company increased its 2025 core FFO guidance, indicating a positive outlook for the remainder of the year.

LA Revenue Drag: Fire-related pricing restrictions in Los Angeles are expected to lead to approximately a 3% same-store revenue decline, impacting the overall Net Operating Income (NOI).

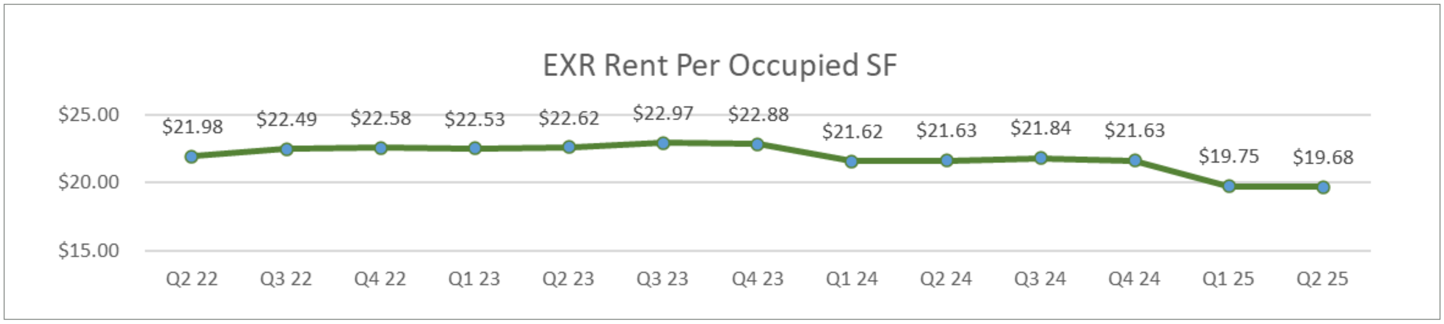
EPS Miss: PSA's Q2 2025 Earnings Per Share (EPS) of $1.76 fell significantly short of the anticipated $2.55, representing a nearly 31% negative surprise.

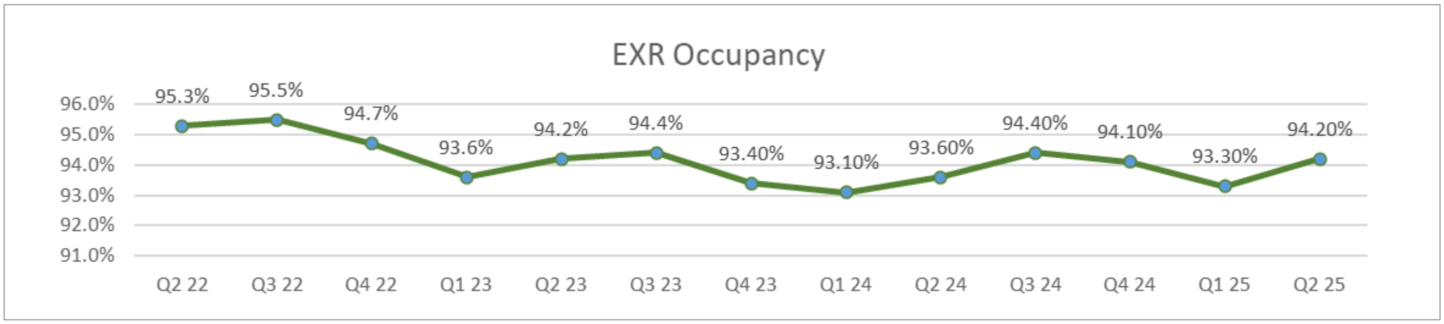
*Data obtained from 2nd Quarter 10-Q

Q2 2025 Self Storage REIT Highlights (continued)

Extra Space Storage Inc. (NYSE: EXR)*

- Achieved net income attributable to common stockholders of $1.18 per diluted share, representing a 34.1% increase compared to the same period in the prior year.
- Achieved funds from operations attributable to common stockholders and unit holders ("FFO") of $1.98 per diluted share. FFO, excluding adjustments ("Core FFO"), was $2.05 per diluted share, representing a (0.5%) decrease compared to the same period in the prior year.
- Same-store revenue remained flat and same-store net operating income ("NOI") decreased by (3.1)% compared to the same period in the prior year.
- Reported ending same-store occupancy of 94.6% as of June 30, 2025, compared to 94.0% as of June 30, 2024.
- Acquired one operating store for a total cost of $12.1 million.
- Acquired the interest of our joint venture partners in two separate partnerships for $326.4 million. The Company now wholly owns the 27 properties previously owned by these entities.
- In conjunction with joint venture partners, acquired one store at completion of construction ("Certificate of Occupancy store" or "C of O store") and completed the development of one store for a total cost of approximately $24.2 million, of which the Company invested $16.9 million.
- Originated $157.8 million in mortgage and mezzanine bridge loans and sold $7.0 million in mortgage bridge loans.
- Added 93 stores (74 stores net) to the Company's third-party management platform. As of June 30, 2025, the Company managed 1,749 stores for third parties and 414 stores in unconsolidated joint ventures, for a total of 2,163 managed stores.
- Paid a quarterly dividend of $1.62 per share.





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.

Muted Revenue Growth: While same-store revenue was flat year-over-year, the pace of new customer rate growth has been slower than anticipated.

Rising Operating Expenses: Same-store operating expenses rose by 8.6%, significantly impacted by a 19.2% increase in property taxes, particularly in locations acquired through the Life Storage merger.

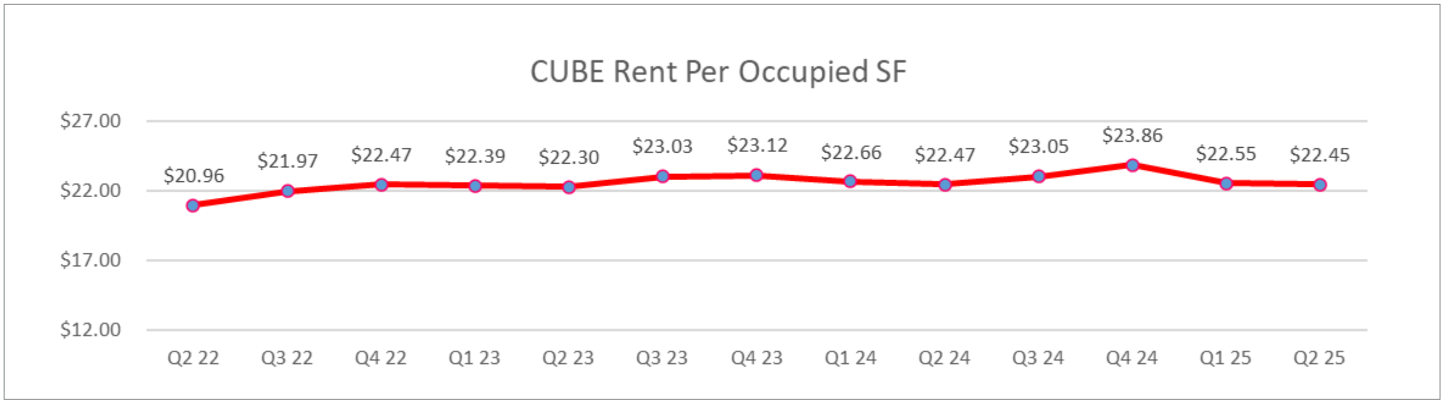
Core FFO fell short: Core Funds From Operations (FFO) per diluted share was $2.05, a slight decrease of 0.5% year-over-year, and missed the Zacks Consensus Estimate.

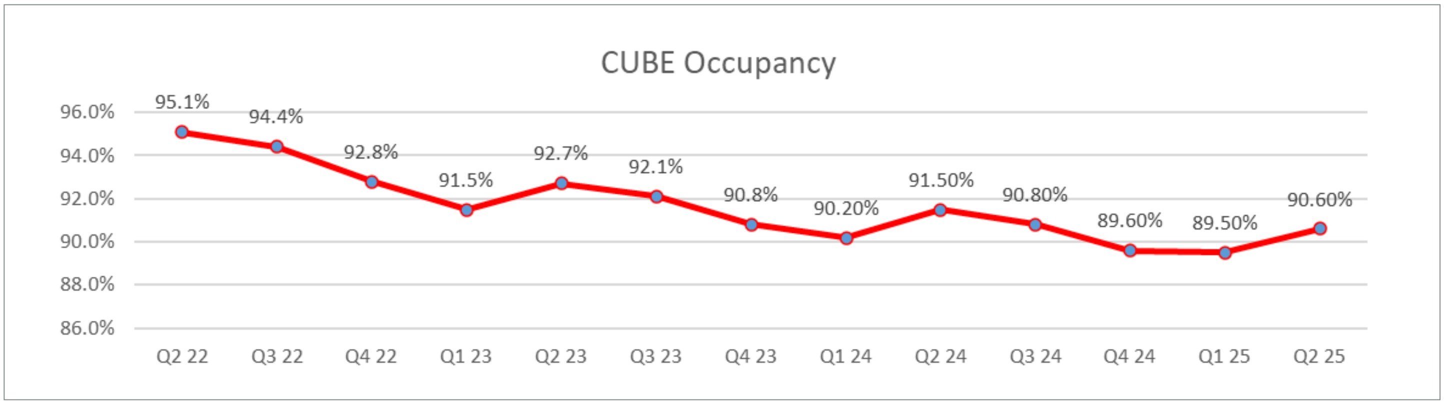
*Data obtained from 2nd Quarter 10-Q

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 $0.36.
- Reported funds from operations ("FFO"), as adjusted, per diluted share of $0.65.
- Same-store (606 stores) net operating income ("NOI") decreased 1.1% year over year, resulting from a 0.5% decrease in revenues and a 1.2% increase in operating expenses.
- Same-store occupancy averaged 90.6% during the quarter, ending at 91.1%.
- Added 30 stores to our third-party management platform, bringing our total third-party managed store count to 873.





Key Take Aways from Earnings Call:

Strong occupancy growth: Trough-to-peak occupancy increased by 190 basis points, exceeding the 180 basis point increase seen in the prior year.

Increased rates for new customers: Net effective rates for new customers saw a significant jump, growing by 28.3% compared to 15% in the previous year, suggesting strong pricing power.

Expansion of third-party management platform: The company added 30 stores to its platform, bringing the total to 873 and diversifying revenue streams.

Move-in rates decreased year-over-year: Down 4%, although this was an improvement over the 8.3% decline seen in Q1.

Sunbelt markets continue to lag: Florida and Arizona are still underperforming due to reliance on housing mobility and new supply absorption.

Increased interest expense: Rising interest rates and an increase in the average outstanding debt balance led to a significant increase in interest expenses.

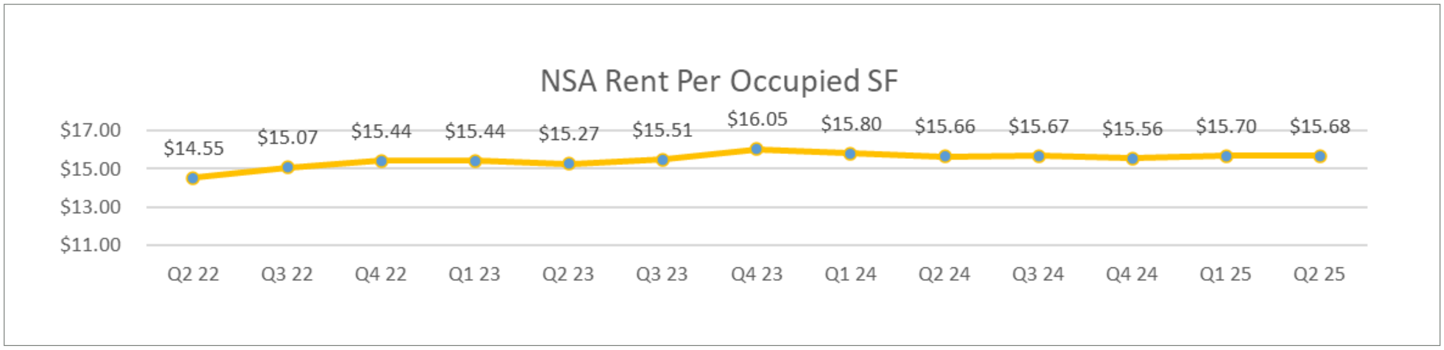
*Data obtained from 2nd Quarter 10-Q

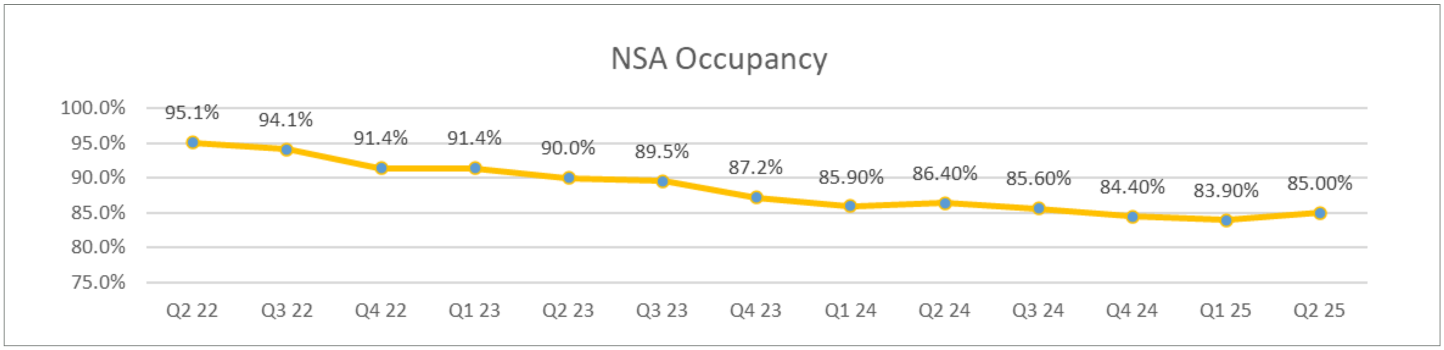
Q2 2025 Self Storage REIT Highlights (continued)

NATIONAL STORAGE AFFILIATES

National Storage Affiliates Trust (NYSE: NSA)*

- Reported net income of $31.0 million for the second quarter of 2025, a decrease of 4.1% compared to the second quarter of 2024. Reported diluted earnings per share of $0.19 for the second quarter of 2025 compared to $0.16 for the second quarter of 2024.
- Reported core funds from operations ("Core FFO") of $74.4 million, or $0.55 per share for the second quarter of 2025, a decrease of 11.3% per share compared to the second quarter of 2024.
- Reported a decrease in same store net operating income ("NOI") of 6.1% for the second quarter of 2025 compared to the same period in 2024, driven by a 3.0% decrease in same store total revenues and a 4.6% increase in same store property operating expenses.
- Reported same store period-end occupancy of 85.0% as of June 30, 2025, a decrease of 220 basis points compared to June 30, 2024.
- Acquired one wholly-owned self storage property and one property that is considered an annex to an existing property for approximately $11.4 million and one of NSA's unconsolidated real estate ventures acquired one self storage property for approximately $18.0 million during the second quarter of 2025.
- Entered into an agreement to sell ten wholly-owned self storage properties for approximately $66.5 million. Eight of the properties were sold in June 2025, while the remaining two properties are classified as held for sale as of June 30, 2025 and were sold in July 2025.





Key Take Aways from Earnings Call:

Occupancy: Increased 140 basis points sequentially during the quarter, reaching 85%, with further improvement to 85.3% in July.

Strategic Transactions: NSA sold 10 properties in non-core markets and acquired one property in Texas and an annex in California.

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

Revised Guidance: Management lowered full-year guidance for same-store revenue, OpEx, and core FFO per share, citing ongoing challenges and a slower-than-expected recovery in key operating trends.

Increased Expenses: Property operating expenses rose by 4.6%, with notable increases in marketing, repair and maintenance, and property taxes.

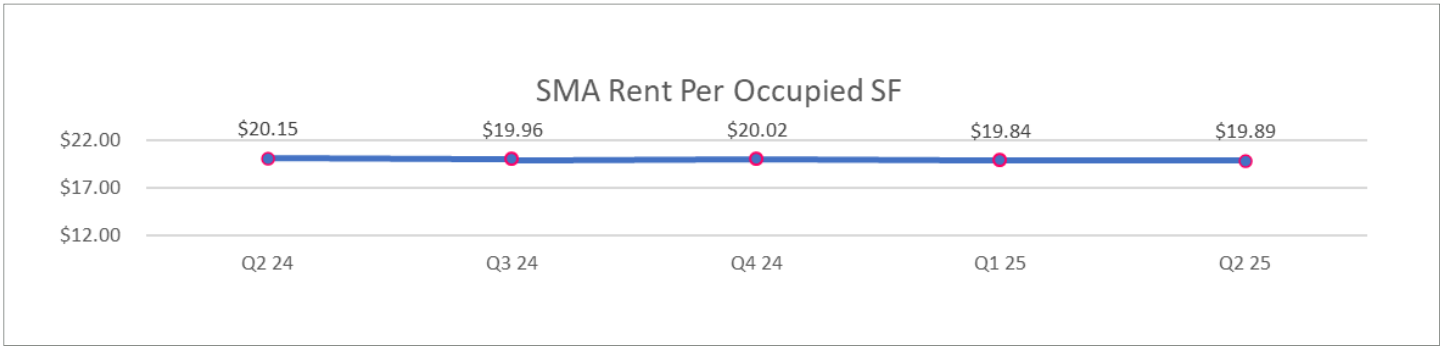
Core FFO Decline: Core FFO per share dropped to $0.55, significantly below the $0.62 reported in Q2 2024.

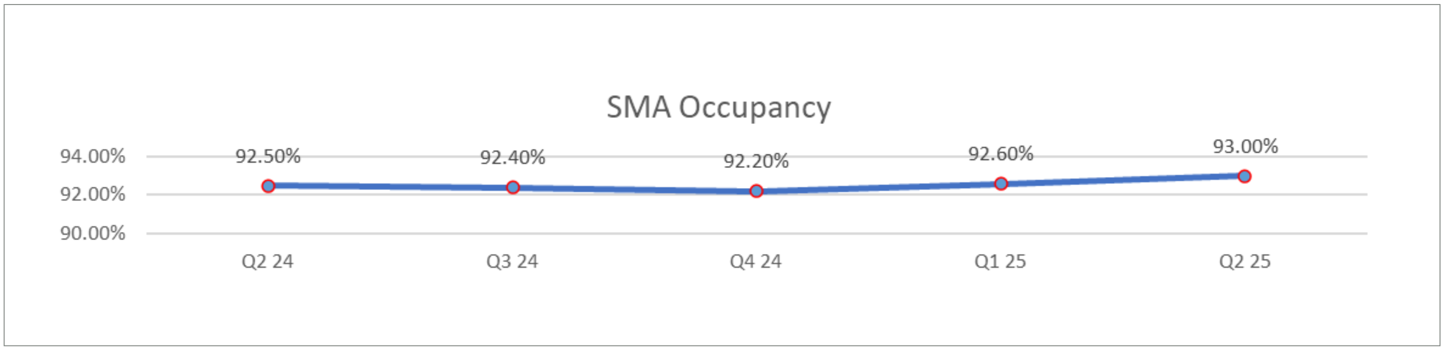
*Data obtained from 2nd Quarter 10-Q

Q2 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 $4.5 million when compared to the same period in 2024. Net loss per Common Stock, Class A and Class T shares (basic and diluted) was $0.16, unchanged as compared to the same period in 2024.
- Total self storage-related revenues were approximately $60.9 million, an increase of approximately $5.9 million when compared to the same period in 2024.
- FFO, as adjusted (attributable to common stockholders and Operating Partnership ("OP") unit holders), was approximately $24.4 million, an increase of approximately $12.0 million when compared to the same period in 2024.
- FFO, as adjusted per share and OP unit outstanding – diluted was $0.42, a decrease of approximately $0.03 when compared to the same period in 2024.
- Same-store revenues increased by 0.4%, same-store property operating expenses increased by 3.5%, while same-store net operating income ("NOI") decreased by 1.1% 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 0.5%, same-store expenses increased by 3.6%, while same-store NOI decreased by 1.0% compared to the same period in 2024.
- Same-store average physical occupancy increased by 0.9% to 93.1% compared to the same period in 2024.





Key Take Aways from Earnings Call:

Acquisition Activity: SmartStop added 7 new properties in high-growth markets.

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

Higher operating expenses: Same-store property operating expenses increased by 3.5%

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

*Data obtained from 2nd Quarter 10-Q

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