

Equilibrium In Indianapolis

by R. Christian Sonne, MAI

Self-storage market conditions appear to be stable in Indianapolis and Indiana, characterized by a balance among existing supply and current demand. Consequently, the market is considered to be at equilibrium. As to the data, the city of Indianapolis and state of Indiana are slightly below the national average. Self Storage Economics has completed demand studies by major markets as published in the *2004 Self Storage Almanac*. In peer group analyses of the United States by state, the *Self-Storage Almanac* reports that existing supply is 3.84 square feet per person in Indiana compared to existing supply nationwide of 4.54 square feet per person. The city of Indianapolis indicates a supply of 4.27 square feet per person compared to demand of 4.36 square feet per person (represented graphically in accompanying supply and demand chart). These factors indicate a stable market at equilibrium. It is important note these snapshots of the state and city are broad indications of the market only. Local market analysis by neighborhood or trade area is always best in making investment decisions about the self storage asset class.



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