

Over-Supply In Washington

By R. Christian Sonne, MAI

Self-storage market conditions appear to be stable, but over-supplied in the state of Washington and one metropolitan statistical area (MSA). For example, the existing supply of self-storage in Washington is 6.93 square feet per person, or significantly above the national average of 4.54 square feet per person. Self Storage Economics has completed demand studies by major markets as published in the *2004 Self Storage Almanac*. In peer group analyses of the U.S. by state, the *Almanac* reports that existing supply is higher than the national average in the Seattle-Bellevue-Everett MSA. These quantitative factors are corroborated by qualitative characteristics of the markets: specials on rentals, stable rental rates, and double digit vacancy.

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.



Source: Self Storage Economics

R. Christian Sonne, MAI is principal of Self Storage Economics, a data, research and analysis firm specializing in the self-storage asset class. Chris is also a member of the Appraisal Institute.