

Self Storage Economics Publishes Investor Survey — Summer 2002

For Immediate Release

HUNTINGTON BEACH, CALIFORNIA (August 15, 2002) — Self Storage Economics has released the Investor Survey – Summer 2002, detailing the trends and market conditions of self storage property. In general, the data indicates a bullish outlook for the self storage asset class. Interest in self storage as an investment has increased over the past two years because of superior returns of self storage (single assets and REITs) compared to other real estate and equity markets.

Scope of Research

The Investor Survey was completed through telephone interviews by Self Storage Economics during the Summer of 2002. Survey respondents, including self storage investors, owners, developers, managers, brokers and bankers from throughout the United States accounting for over 100 million square feet of self storage property, are derived primarily from The Self Storage Top Operators list compiled by *Mini-Storage Messenger*. The data presented is a summary of the survey and highlights key information relating to general market conditions for self storage, capitalization rates, financing, optimism index and other current, relevant information for the asset class. According to R. Christian Sonne, MAI, principal of Self Storage Economics, “The survey clearly demonstrates that investor sophistication is increasing for self storage property.”

Self Storage Investor Survey — Summer 2002 Summary Table — Highlights	
Trade Area:	
Range:	1.5 – 5 mile ring
Mode:	1.5 mile ring
Average:	2.46 mile ring
Change:	n/a
Demand (SF per person):	
Range:	1.5 – 25
Mode:	5.0
Average:	5.2
Change:	n/a
Capitalization Rate:	
Range:	8.25% – 11%
Mode:	9.50%
Average:	9.48%
Change:	n/a
Absorption Time:	
Range:	12 – 36 Months
Mode:	24 Months
Average:	22 Months
Change:	n/a
Marketing Time:	
Range:	1 – 12 Months
Mode:	1 Month
Average:	3.02 Months
Change:	n/a
Profit (on Land and Cost):	
Range:	8% – 30%
Mode:	20.00%
Average:	14.81%
Change:	n/a
Optimism Index (1 – 10):	
Range:	6 – 10
Mode:	8.0
Average:	7.87
Change:	n/a
Market Conditions:	
Under-Supplied:	20.00%
Over-Supplied:	26.00%
Equilibrium:	54.00%

###

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 a Member of the Appraisal Institute and has a Bachelor of Science Degree from the University of Utah.

Information: Chris Sonne 714-374-0334 or www.SelfStorageEconomics.com

end

