

NEW YORK TOP UNDERSUPPLIED, OKLAHOMA CITY TOP OVERSUPPLIED MARKETS FOR SELF-STORAGE FACILITIES

The CBRE Self-Storage Metro Market Report ranks market conditions overlaid with a scoring model based on occupancy, income and cap rate data.

KEY FINDINGS

- The New York metropolitan area leads the list of top undersupplied markets with a score of 213.96 (average = 100 and is based on occupancy, income and cap rate) or 215% above the national average. San Jose, Los Angeles, San Diego and Baltimore round out the top-five undersupplied markets. Zoning regulations in some markets impact delivery of new construction.
- Oklahoma City is the top oversupplied market with a score below the national average. Based on occupancy, income and cap rate, Oklahoma City has an index of 61.0%. Memphis, Columbus, Kansas City and Salt Lake City round out the top-five oversupplied markets. Demand is affected by demographic variables, such as household income. There also are ancillary impacts on these rankings, such as low-density developments.
- Of 38 metro markets analyzed, 16 are characterized as undersupplied; 11 are at equilibrium; and 11 are oversupplied.

The charts on the following two pages list the results of the Metro Market Report first by ranking and then alphabetically. This analysis is a useful tool for comparing major metro market conditions in the U.S. However, it is critical to note that the best analytics for the self-storage sector is by local trade area. From our investor surveys and zip code studies of existing facilities, it is clear the trade area for self-storage is relatively small, or a 3-mile radius. The metrics presented here should not be relied upon for local trade area analysis because for example, within an undersupplied metro, there can be pockets of oversupplied trade areas due to zoning, overbuilding or demographic trends. Therefore, we have created this ranking tool for use from a national perspective.

For metrics on new construction starts nationally and by major metro, please refer to our updated construction report under Publications on the [CBRE Self-Storage Valuation website](#).

SELF-STORAGE VALUATION

has access to in-depth levels of market research such as this and real time data from our other lines of service. This market intelligence allows for the appraisers to employ the most current and detailed analysis of the market in our reports. Our self-storage specialists completed over 500 appraisals in 2015 and several self-storage portfolios across the country.



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METRO MARKET ANALYSIS - BY RANKING

Metro	Square Footage Per Person	Forecast Demand	Variance	Conclusion	Score	Index
New York Metro	3.52	3.24	-0.29	Undersupplied	213.96	215.0%
San Jose	4.46	5.17	0.71	Undersupplied	161.38	162.1%
Los Angeles	4.72	6.08	1.36	Undersupplied	158.43	159.2%
San Diego	6.22	7.55	1.33	Undersupplied	133.39	134.0%
Baltimore	4.90	5.43	0.53	Undersupplied	114.32	114.9%
Portland	5.50	7.16	1.66	Undersupplied	112.94	113.5%
Philadelphia	4.58	5.32	0.74	Undersupplied	101.88	102.4%
Minneapolis	5.04	5.49	0.45	Undersupplied	100.06	100.5%
Hartford	5.15	5.85	0.70	Undersupplied	89.86	90.3%
Orlando	7.00	7.95	0.95	Undersupplied	85.46	85.9%
Phoenix	6.12	7.12	1.01	Undersupplied	84.35	84.8%
Detroit	5.49	6.34	0.84	Undersupplied	84.04	84.4%
Cleveland	5.40	7.06	1.66	Undersupplied	79.28	79.7%
Charlotte	6.05	6.95	0.90	Undersupplied	74.81	75.2%
Cincinnati	3.99	6.86	2.88	Undersupplied	68.12	68.4%
Indianapolis	6.10	7.16	1.06	Undersupplied	67.77	68.1%
San Francisco	5.58	5.26	-0.31	Equilibrium	199.76	200.7%
Miami	6.65	6.92	0.27	Equilibrium	130.92	131.5%
Boston	4.73	5.10	0.37	Equilibrium	125.01	125.6%
Denver	6.57	6.19	-0.38	Equilibrium	116.27	116.8%
Chicago	5.71	5.16	-0.56	Equilibrium	97.59	98.1%
Sacramento	7.56	7.44	-0.13	Equilibrium	95.11	95.6%
San Bernardino/Riverside	7.42	8.20	0.78	Equilibrium	84.64	85.0%
Atlanta	7.06	6.40	-0.66	Equilibrium	78.36	78.7%
San Antonio	7.33	7.66	0.33	Equilibrium	78.22	78.6%
St. Louis	6.42	6.31	-0.11	Equilibrium	77.57	77.9%
Las Vegas	8.01	8.54	0.53	Equilibrium	75.33	75.7%
Seattle	7.05	5.87	-1.19	Oversupplied	123.18	123.8%
Tampa-St. Petersburg	7.61	7.12	-0.49	Oversupplied	94.03	94.5%
Dallas	7.88	6.27	-1.61	Oversupplied	88.91	89.3%
Austin	8.60	7.12	-1.48	Oversupplied	85.18	85.6%
Nashville	8.51	7.07	-1.43	Oversupplied	80.13	80.5%
Houston	8.98	6.38	-2.60	Oversupplied	78.22	78.6%
Salt Lake City	9.55	7.93	-1.62	Oversupplied	74.21	74.6%
Kansas City	7.87	6.68	-1.20	Oversupplied	72.62	73.0%
Columbus	8.75	7.13	-1.62	Oversupplied	72.44	72.8%
Memphis	8.87	8.04	-0.83	Oversupplied	63.57	63.9%
Oklahoma City	10.12	7.55	-2.57	Oversupplied	60.71	61.0%

METHODOLOGY

CBRE's Self-Storage Valuation Metro Market Report ranks current U.S. market conditions overlaid with a scoring model based on occupancy, income, and cap rate data in top metro markets. The result is a ranking of top metro markets for self-storage, segmented among top performers, market conditions (undersupply, oversupply or equilibrium).

The scoring model is based on REIS information, along with cap rate data from the CBRE's Q2 Self-Storage Investor Survey. Market conditions are determined by our proprietary econometric model that compares existing supply per person to four demographic variables: population, percent of renters, average household size and average household income.

Compiled by CBRE / Source: Almanac 2016 & REIS



METRO MARKET ANALYSIS - ALPHABETICAL

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Boston	4.73	5.10	0.37	Equilibrium	125.01	125.6%
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