

MJ PARTNERS
SELF STORAGE GROUP

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SELF STORAGE MARKET OVERVIEW

Second Quarter 2016 Results

Analysis of the Public Self Storage Companies

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Summary

Sovran Self Storage acquires LifeStorage portfolio of 84 properties for \$1.3 billion. LifeStorage Portfolio includes 73 stabilized properties and 11 facilities in lease-up including three certificate-of-occupancy deals to be acquired in 2016 and 2017.

- Weighted averaged occupancy of 92.2% in first quarter 2016 for stabilized properties; and 64.1% for lease-up properties. Overall, 87.1% occupancy for third-party managed stores.
- Sovran Self Storage rebranding its Uncle Bob's Self Storage name to LifeStorage. New NYSE ticker symbol "LSI".
- Sovran Self Storage projects a year one cap rate of approximately 4.8%.

Revenue Growth Strong - Slowing Pace In Certain Markets.

- Self Storage REITs generated same-store revenue growth ranging from 5.7% to 8.5% year-over-year. Slightly slower pace than first quarter growth rates. Net Operating Income increases ranged from 6.6% to 11%.

Buyers Market or Sellers Market

- Intense competition for assets from public companies and newly raised private capital, primary and secondary markets witnessing cap rate compression. Portfolio premiums ranging approximately 50 to 75 basis points over single asset transactions.
- Improved revenue management systems coupled with faster lease-up for new developments keeping ahead of impact from growing supply, primarily in major markets.

Implied CAP Rates based on Common Share Prices

Public Storage (NYSE: PSA)	4.0%
Extra Space Storage (NYSE: EXR)	4.1%
CubeSmart (NYSE: CUBE)	4.5%
LifeStorage (NYSE: LSI)	5.6%
National Storage Affiliates (NYSE: NSA)	5.4%

BMO Capital Markets, KeyBanc

Earnings Results

Same-Store Comparisons

	Public Storage	Extra Space	CubeSmart	LifeStorage	National Storage Affiliates
Properties Operating:	2,310 U.S. 217 Europe	1,412	~708	650	344
Revenue: Q2 2016:	+6.0%	+7.6%	+7.8%	+5.7%	+8.5%
Net Operating Income: Q2 2016:	+6.6%	+9.4%	+11.0%	+6.8%	+10.8%
Occupancy: vs. last year:	95.3% 95.4% (weighted avg.)	94.4% 94.4% (end of qtr.)	94.3% 93.8% (end of qtr.)	92.7% 92.7% (end of qtr.)	92.2% (end of qtr.)
Rent Per Occupied Sq. Ft.:	\$16.39	\$16.09	\$15.44	\$13.05	\$11.03

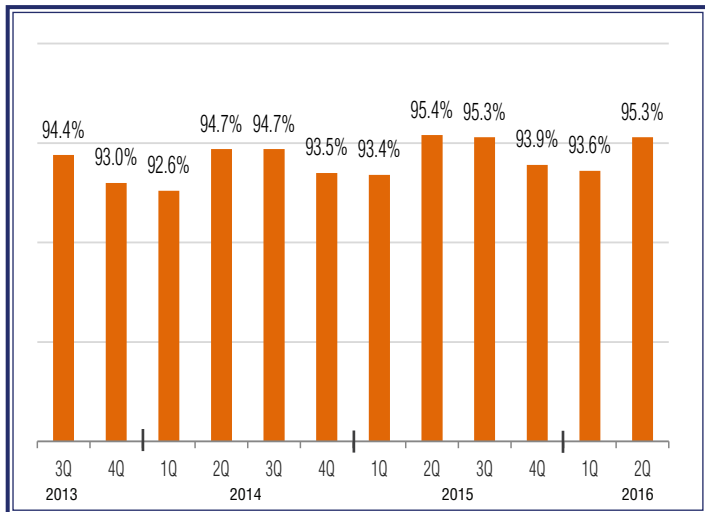
Capital Markets

	Public Storage	Extra Space	CubeSmart	LifeStorage	National Storage Affiliates
Market Capitalization:	\$38.83 billion	\$10.24 billion	\$5.06 billion	\$4.36 billion	\$1.5 billion
Funds From Operations: (quarter adjusted)	\$2.34/share (+8.8%)	\$0.94/share (+25.3%)	\$0.36/share (+16.1%)	\$1.32/share (+6%)	\$0.28/share (+27.3%)
Annual Dividend Yield	3.24%	3.90%	3.02%	4.05%	4.12%
Common Stock Price: ^{9/26/2016}	\$223.95	\$81.38	\$28.25	\$93.96	\$21.43
52-Week High:	\$277.60	\$94.81	\$33.52	\$118.18	\$22.86
52-Week Low:	\$205.82	\$74.77	\$26.24	\$86.45	\$13.10

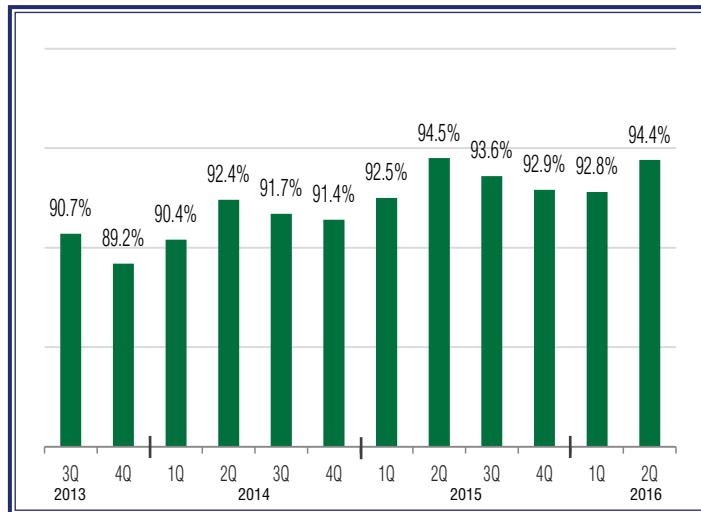


Portfolio Occupancies

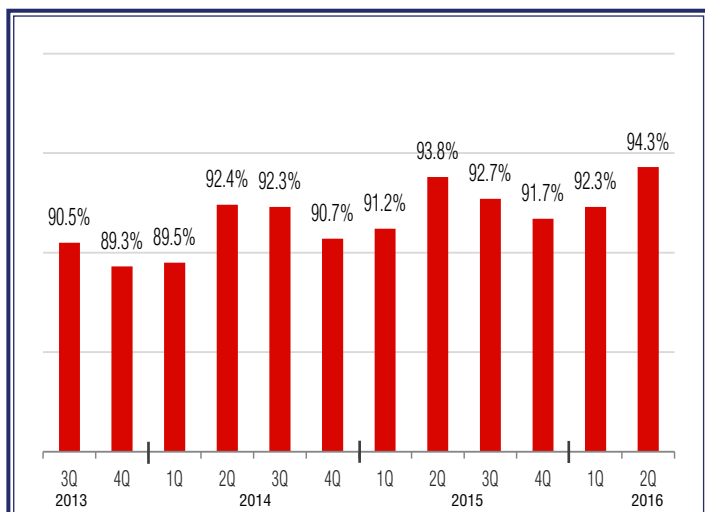
Public Storage



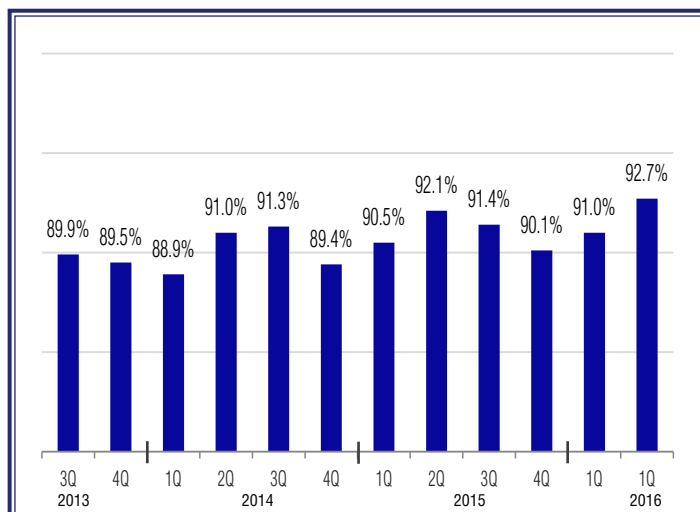
Extra Space Storage



CubeSmart



LifeStorage

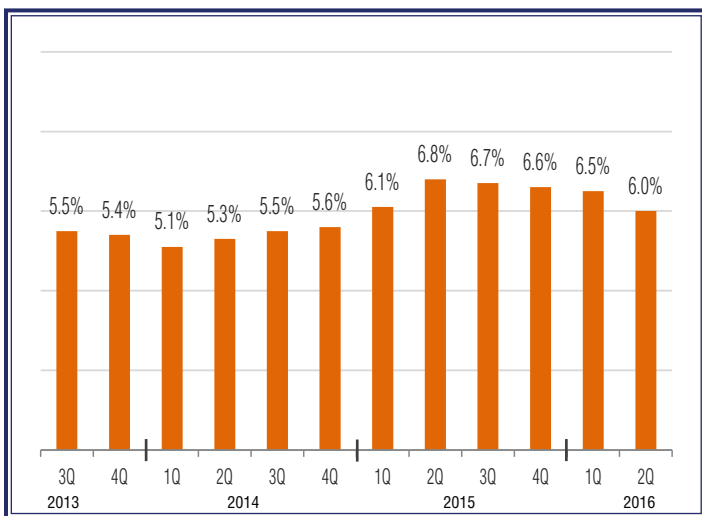




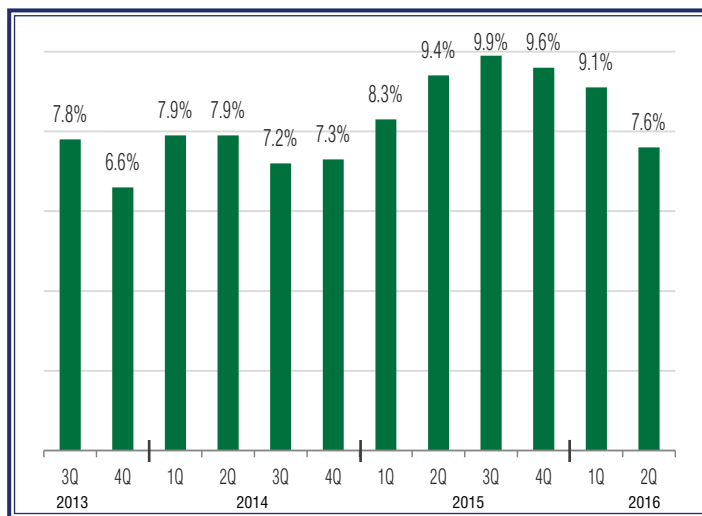
Portfolio Revenues

Changes from Same Quarter a Year Earlier

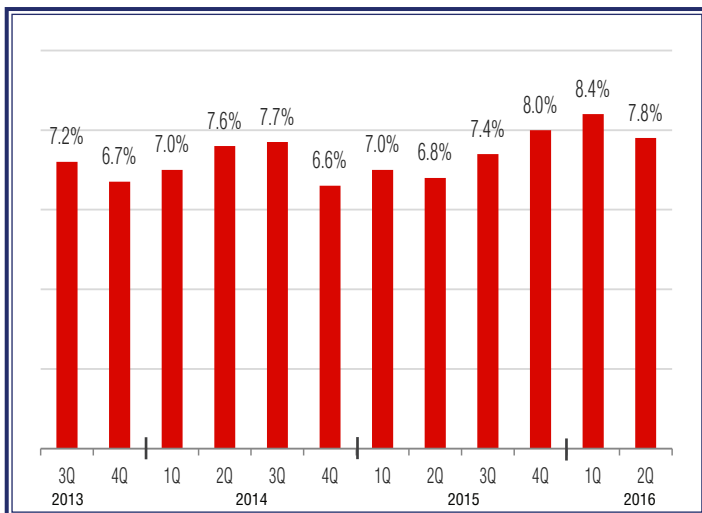
Public Storage



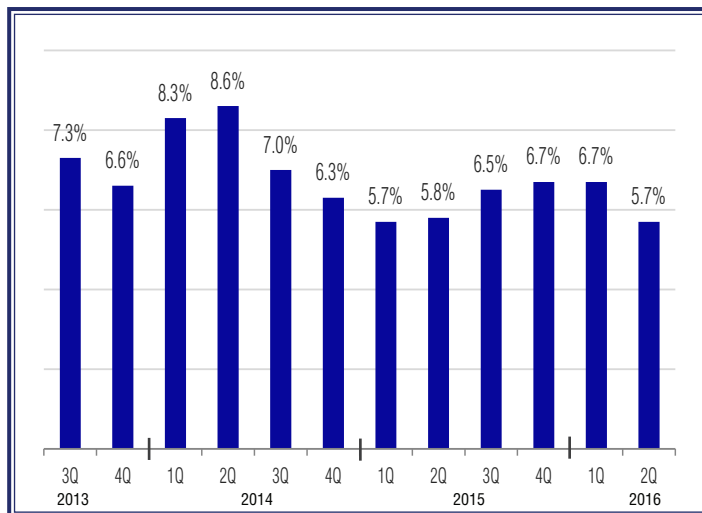
Extra Space Storage



CubeSmart



LifeStorage

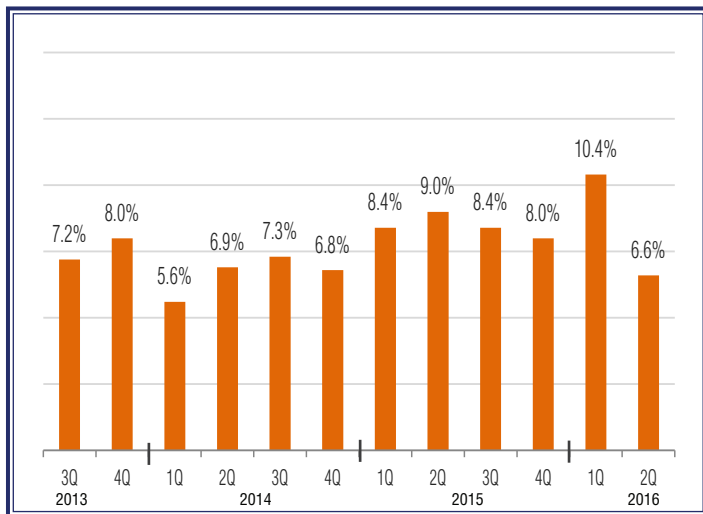




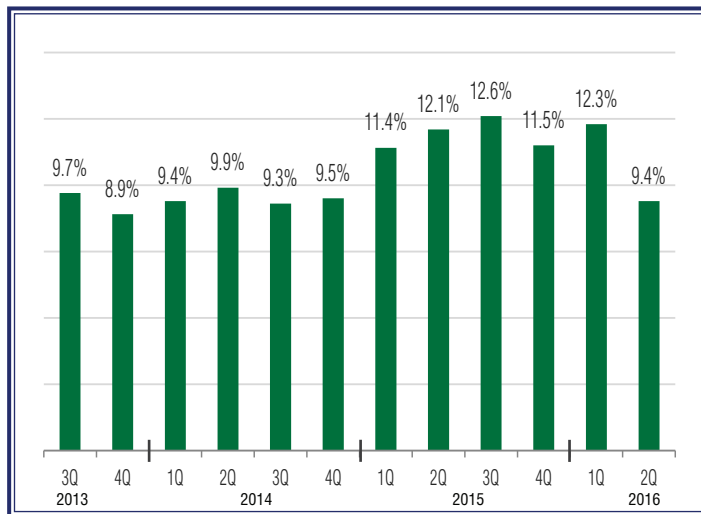
Portfolio Net Operating Income

Changes from Same Quarter a Year Earlier

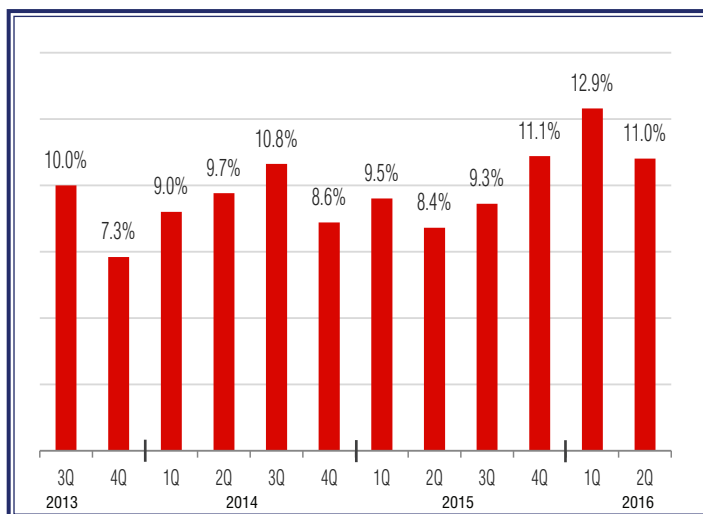
Public Storage



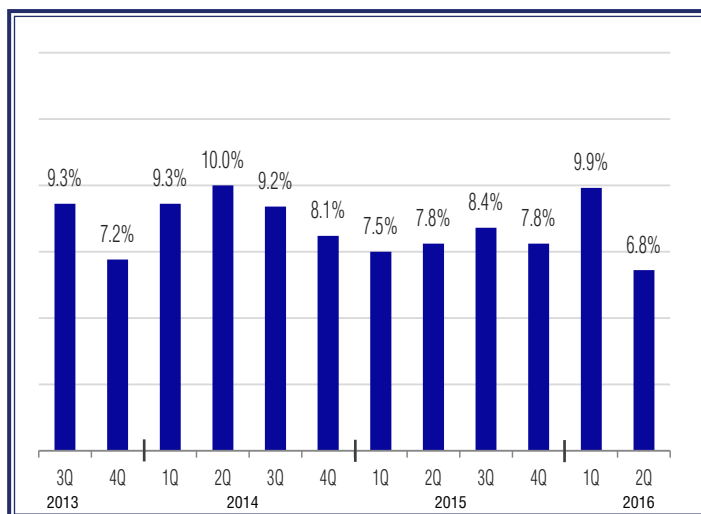
Extra Space Storage



CubeSmart



LifeStorage



Summary

Macroeconomic Trends Impacting Self Storage

- There is now \$13 trillion of global negative-yielding debt- nearly 33% of all government bonds. That compares with \$11 trillion before the Brexit vote, and barely none with a negative yield in mid-2014. – *Bank of America Merrill Lynch*
- Historic change to S&P 500 and MSCI Inc. indexes on September 16, 2016 as publicly traded REITs move out of the financial-services sector into a sector of their own. Market capitalization (for all U.S. REITs) of \$609 billion as of June 30, 2016. Self storage REITs market capitalization approximately \$67 billion of total.
- REITs averaged a 9.8% return annually since mid-2008, far outstripping 3.5% returned by bank stocks, according to Morningstar.
- Average hourly earnings for private-sector workers were up 2.6% in June to \$25.61 compared with a year earlier, matching fastest annual growth rate since July 2009.
- Monthly payroll growth averaged 147,000 in the second quarter compared to 169,000 in the first quarter, and 229,000 in 2015. Employers added 255,000 jobs in July. Wall Street Journal estimates gains of 145,000 monthly would be enough to absorb new entrants into the workforce. Federal Reserve Chairwoman Janet Yellen said under 100,000 jobs per month is sufficient.
- Gross Domestic Product in U.S. grew at seasonally and inflation-adjusted annual rate of 1.2% in second quarter. – *U.S. Commerce Department*
- Personal consumption, accounting for more than two-thirds of economic output, expanded at 4.2% rate in the second quarter, best gain since late 2014.

Investment Activity

Public Storage (NYSE: PSA)

First half of 2016, acquired 24 facilities for \$198 million consisting of 1.7 million rentable square feet.

- Acquired 12 facilities in the quarter for \$99 million. Locations include six in Ohio (represented by MJ Partners), two in South Carolina, two in Texas, one in North Carolina, and one in Indiana. Total acquisitions consist of approximately 900,000 rentable square feet.
- Subsequent to end of the quarter, acquired or under contract to acquire 21 facilities for \$169 million. Locations include 11 in Oklahoma, four in Kentucky, two in Ohio, and one each in Georgia, Colorado, Utah and Michigan. Total acquisitions consist of about 1.7 million rentable square feet.

New Development

- As of June 30, 2016 new facilities in development estimated to cost \$510 million (4.1 million rentable square feet), and various expansion projects estimated to cost additional \$121 million (900,000 rentable square feet.)
- Targeting 8% to 10% on stabilized yields for new developments.
- Completed seven newly developed facilities in second quarter and various expansion projects. First six months of 2016, completed nine newly developed facilities and various expansion projects costing an aggregate of \$137 million, for 1.3 million rentable square feet.

New Supply

- Overall U.S. market supply earlier this year projected 30 million square feet of new self storage deliveries this year, but now may be up to 38 million square feet. Above average supply growth in Dallas, Houston, parts of Florida and New York. Lowest in San Francisco, L.A., and Seattle.
- Public Storage and others developed a lot of new product in Austin, Texas over past two years. In Dallas, Public Storage is building mainly in North Dallas, where company is currently without much product.
- Most developments fill up ahead of projections. San Fernando Road property in Glendale, California opened in May 2015 and is already nearly 93% occupied with stabilized revenue.

Dispositions

- Pulled a Midwest package off the market. Currently, no PSA properties for sale.
- For acquisitions completed in 2013, year-over-year flat occupancies at 94.6%, but rents up 7.4%, and NOI growth about 12% for the quarter.
- Did not place in same-store pool 2013 acquisitions with below-market rental rates on existing tenant base. Even though occupancies were mid-90s, far below projected stabilized numbers should be.

Investment Activity

Extra Space Storage (NYSE: EXR)

Year to date, closed or under contract \$547 million of wholly-owned acquisitions.

- During the quarter, acquired 41 wholly-owned operating stores and four stores at completion of construction for total purchase price of approximately \$469.5 million.
- Overall market is “red-hot” and cap rates compressed this year 25 to 50 basis points. Also big premium for portfolios. Marketed transactions continue to be as competitive as ever seen.
- Extra Space more recent transactions in joint venture structure because getting a premium return through structure, helping bridge the gap between market pricing and returns for shareholders.
- Acquired four stores at completion of construction in the quarter with joint venture partners for a total purchase price of approximately \$94.5 million.
- On April 1st, restructured two joint ventures to realize the value of promoted interests in the ventures. In both cases, the value of promoted interest exchanged for additional ownership in the joint venture. Value of the promoted interest totaled over \$40 million.

Dispositions

- Company sold eight stores for a total of \$25.7 million in the second quarter. MJ Partners represented the sale of seven assets that company will continue to manage for new owner. Subsequent to end of quarter, sold one asset for \$4.7 million.

Investment Activity

Extra Space Storage (NYSE: EXR)

Certificate-of-Occupancy Stores - Under Contract

Location	Estimated Opening	Estimated Net Rentable Sq.Ft.	Purchase Price	Price Per Sq.Ft.	EXR Ownership
2016 Projected Openings					
Glendale, CA	3Q 2016	80,000	\$16,500,000	\$206.25	10%
Ladera Ranch, CA	3Q 2016	32,600	\$8,500,000	\$260.74	100%
Elmont, NY	3Q 2016	84,500	\$12,350,000	\$146.15	50%
Murray, UT	3Q 2016	65,250	\$3,750,000	\$57.47	100%
Lake Worth, FL	3Q 2016	78,225	\$8,200,000	\$104.83	10%
Hillsboro, OR	3Q 2016	27,300	\$3,672,000	\$134.51	25%
Philadelphia, PA	3Q 2016	73,800	\$16,500,000	\$223.58	50%
Philadelphia, PA	3Q 2016	78,320	\$16,250,000	\$207.48	50%
Portland, OR	3Q 2016	46,975	\$8,700,000	\$185.20	25%
Vancouver, WA	3Q 2016	83,375	\$8,700,000	\$104.35	25%
Orlando, FL	4Q 2016	67,800	\$7,300,000	\$107.67	100%
New York, NY	4Q 2016	62,385	\$33,000,000	\$528.97	25%
New York, NY	4Q 2016	65,188	\$30,000,000	\$460.21	25%
Total 2016	13	845,718			

2017 Projected Openings

New York, NY	1Q 2017	140,659	\$80,000,000	\$568.75	25%
Cohasset, MA	1Q 2017	52,475	\$8,800,000	\$167.70	10%
Jamaica Plain, MA	2Q 2017	97,500	\$21,333,000	\$218.80	100%
Westwood, NJ	2Q 2017	72,700	\$19,975,000	\$274.76	50%
Lawrenceville, GA	2Q 2017	80,000	\$7,545,000	\$94.31	100%
New York, NY	3Q 2017	128,095	\$57,000,000	\$444.98	25%
Ft. Meyers, FL	3Q 2017	80,000	\$8,970,000	\$112.13	100%
Portland, OR	3Q 2017	74,040	\$12,800,000	\$172.88	25%
Vancouver, WA	3Q 2017	67,455	\$8,250,000	\$122.30	25%
Portland, OR	3Q 2017	76,175	\$14,250,000	\$187.07	25%
Portland, OR	3Q 2017	83,320	\$21,000,000	\$252.04	25%
Portland, OR	3Q 2017	67,975	\$11,700,000	\$172.12	25%
Tigard, OR	3Q 2017	74,950	\$13,500,000	\$180.12	25%
Dallas, TX	4Q 2017	85,300	\$12,800,000	\$150.06	100%
Palm Beach Gardens, FL	4Q 2017	80,000	\$14,500,000	\$181.25	100%
Total 2017	15		\$312,423,000		



Investment Activity

Extra Space Storage
(NYSE: EXR)

Certificate-of-Occupancy Stores - Under Contract

Location	Estimated Opening	Estimated Net Rentable Sq.Ft.	Purchase Price	Price Per Sq.Ft.	EXR Ownership
2018 Projected Openings					
Raleigh, NC	1Q 2018	75,000	\$8,800,000	\$117.33	10%
Buford, GA	2Q 2018	79,250	\$7,500,000	\$94.64	100%
Hollywood, FL	2Q 2018	60,525	\$12,000,000	\$198.27	100%
Charlotte, NC	2Q 2018	74,800	\$9,300,000	\$124.33	100%
Norwood, MA	3Q 2018	85,650	\$19,000,000	\$221.83	100%
Total	5	375,225	\$56,600,000		

Certificate-of-Occupancy Stores - Operating

Location	Opened	Rentable Sq. Ft.	Purchase Price	Price Per Sq. Ft.	Occupancy 6/30/16	EXR Ownership
Katy, TX	1Q 2014	93,345	\$14,150,000	\$151.59	91.2%	100.0%
Thousand Oaks, CA	1Q 2015	59,529	\$12,325,000	\$207.04	90.6%	96.7%
Dedham, MA	2Q 2015	67,381	\$12,500,000	\$185.51	96.2%	100.0%
Berwyn, IL	2Q 2015	80,092	\$9,900,000	\$123.61	94.3%	100.0%
Gilbert, AZ	3Q 2015	62,200	\$5,429,000	\$87.28	83.4%	10.0%
Bloomfield, NJ	3Q 2015	74,211	\$16,100,000	\$216.95	81.3%	50.0%
Bronx, NY	3Q 2015	66,950	\$23,000,000	\$343.54	62.7%	44.4%
San Antonio, TX	4Q 2015	82,578	\$8,700,000	\$105.35	75.7%	100.0%
Charlotte, NC	4Q 2015	69,183	\$5,300,000	\$76.61	75.3%	100.0%
San Diego, CA	4Q 2015	73,367	\$9,708,000	\$132.32	61.0%	100.0%
Quincy, MA	1Q 2016	85,354	\$16,150,000	\$189.21	22.9%	100.0%
Chicago, IL	1Q 2016	81,903	\$16,500,000	\$201.46	24.3%	100.0%
Aurora, CO	1Q 2016	84,846	\$11,470,000	\$135.19	15.5%	10.0%
Mesa, AZ	2Q 2016	63,245	\$5,000,000	\$79.06	56.6%	100.0%
Roswell, GA	2Q 2016	74,380	\$7,900,000	\$106.21	0.0%	100.0%
New York, NY	2Q 2016	62,965	\$52,000,000	\$825.86	13.1%	25.0%
Columbia, SC	2Q 2016	77,725	\$8,000,000	\$102.93	51.0%	20.0%
San Antonio, TX	2Q 2016	55,305	\$10,461,000	\$189.15	16.8%	100.0%

Investment Activity

Extra Space Storage (NYSE: EXR)

New Supply

- Best estimate of about 700 new properties likely to be delivered to total U.S. supply for 2016, 2017 may exceed 2016 deliveries.
- 45 stores came online within 3-mile radius of an Extra Space property. Within same 3-mile ring, additional 46 properties coming online sometime in 2016-2017.
- Markets with some new supply disruption includes Denver, Austin, and San Antonio. Virtually no new supply in Northern and Southern California. Little overall impact system-wide.
- Harlem New York Extra Space store even with a large new Public Storage opened nearby, still grew nearly 10% same year.

Acquisition Premiums

- Seeing secondary and territory market premiums increasing as capital unable to be placed in primary markets. Premium for quality assets.
- Extra Space's SmartStop acquisition in 2015 ahead of expectations in revenues, and behind (higher) on expenses.
- Typically, certificate-of-occupancy stores open at below market rates.

Investment Activity

CubeSmart (NYSE: CUBE)

Year-to-date, acquired 16 operating properties for \$224.7 million. Four additional properties under contract for \$51.7 million.

- Acquired five properties in the quarter for \$65.6 million. Locations include two in Illinois, one each in Colorado, Massachusetts, and Texas.
- Anticipate stabilized yield of mid-6% for newly opened store in Austin. Chicago area newer stores, Galewood and Woodridge, going-in cap rates of mid 3% to 4% and expect to stabilize low-6% to mid-6% range. Denver asset stabilized asset with going-in yield about 6%.
- Subsequent to end of the quarter, acquired two facilities in Nevada for \$23.2 million.
- Did not acquire any properties from third-party platforms in the quarter - all independent sellers.
- In total for the year, acquired three properties at certificate-of-occupancy and opened two joint venture developments for \$133.7 million.

Certificate-of-Occupancy and Development Activity

- Acquired two facilities in second quarter at certificate-of-occupancy in Fort Worth and Grapevine, Texas for a total investment of \$20.9 million, consisting of 154,848 rentable square feet.
- Opened for operation a joint venture development in Bronx, New York for a total investment of \$32.2 million, consisting of 90,225 square feet.
- Three joint venture development properties, and two wholly-owned projects under development. Total anticipated investment of \$218.2 million. Locations include three in New York, one each in Washington D.C., and Florida. Expected openings from third quarter 2016 to first quarter 2018.
- Approximately \$0.03 per share dilution in 2016 related to development activity.

Investment Activity

CubeSmart
(NYSE: CUBE)

Facility Acquisitions at Certificate-of-Occupancy

Location	Expected Opening	Contract Price
Miami, FL	Q1 2017	\$20,800,000
Riverwoods, IL	Q1 2017	\$11,200,000
Chicago, IL	Q1 2017	\$11,300,000
Total		\$43,300,000

New Development Facilities

Location	Expected Opening	CUBE's Anticipated Investment
Washington, D.C.	Q3 2016	\$25,400,000
North Palm Beach, FL	Q4 2016	\$9,400,000
Brooklyn, NY	Q4 2017	\$49,800,000
New York, NY	Q1 2018	\$43,600,000
Bronx, NY	Q2 2018	\$90,000,000
Total		\$218,200,000

Investment Activity

CubeSmart
 (NYSE: CUBE)

Facility Acquisitions At Certificate-of-Occupancy

Location	Date Completed	Rentable Square Feet	Total Price	Price Per Square Foot	Occupancy 6/30/2016
Long Island City, NY	Q4 2014	88,925	\$38,000,000	\$427.33	50.5%
Dallas, TX	Q2 2015	114,590	\$15,800,000	\$137.88	53.4%
Brooklyn, NY	Q1 2016	109,821	\$48,500,000	\$441.63	23.2%
Fort Worth, TX	Q2 2016	77,554	\$10,100,000	\$130.23	11.1%
Grapevine, TX	Q2 2016	77,294	\$10,800,000	\$139.73	13.6%
Total		468,184	\$123,200,000		

New Development Facilities - Operating

Location	Date Completed	Rentable Square Feet	Total Cost	Cost Per Square Foot	Occupancy 6/30/2016
Bronx, NY	Q1 2014	46,457	\$17,200,000	\$370.23	90.8%
Arlington, VA*	Q2 2015	96,394	\$17,100,000	\$177.40	64.5%
Queens, NY*	Q4 2015	74,237	\$17,400,000	\$234.38	25.7%
Brooklyn, NY*	Q4 2015	56,350	\$14,800,000	\$262.64	26.0%
Queens, NY	Q1 2016	84,498	\$31,800,000	\$376.34	34.8%
Bronx, NY	Q2 2016	90,225	\$32,200,000	\$356.89	2.4%
Total		448,161	\$130,500,000		

*The company owns a 90% interest in this facility.

Investment Activity

LifeStorage (NYSE: LSI)

Completed acquisition of LifeStorage, LP on July 15, 2016 for approximately \$1.3 billion, acquisitions include 84 wholly-owned stores.

- LifeStorage portfolio includes 73 stabilized properties and 11 facilities in lease-up including three certificate-of-occupancy deals to be acquired in 2016 and 2017. Weighted averaged occupancy of 92.2% in first quarter 2016 for stabilized properties; and 64.1% for lease-up properties. Overall, 87.1% occupancy. Four third-party managed stores.
- Projected yield in year one about 4.8%
- Valuation of about \$207 per square foot for stabilized properties, and \$154 per square foot for lease-up. Overall, \$199 per rentable square foot.
- Average in-place rents of \$13.53 per square foot.
- Sovran entering two new markets- Sacramento and Las Vegas.
- Expects to incur up to \$22 million in costs pertaining to rebranding to LifeStorage from Uncle Bob's Self Storage.

LifeStorage Markets

Market	Stores
Chicago, IL	25
Las Vegas, NV	17
Sacramento, CA	10
Austin, TX	8
Dallas, TX	5
Houston, TX	5
Denver, CO	4
Los Angeles, CA	3
Orlando, FL	3
San Antonio, TX	1
Milwaukee, WI	1
Salt Lake City, UT	1
Jackson, MS	1
Total	84

Investment Activity

LifeStorage (NYSE: LSI)

LifeStorage Transaction

- On August 15, 2016 name officially changed to LifeStorage, Incorporated. All store branding, interior, exteriors and online expected to be completed by April 2017. NYSE ticker symbol changing to LSI from SSS.
- Studies showed 16% negative connotation with "Uncle Bob's Self Storage" name. New name should help with new third-party management opportunities.
- Expect \$0.05 FFO dilution in second half of 2016 and dilution of \$0.02 in 2017. Accretion anticipated of \$0.05 in 2018 and \$0.15 in 2019.
- Occupancy of the 11 LifeStorage stores at end of the second quarter in lease-up at 66%; lowest one initially at certificate-of-occupancy now 24%. Discounting and special promotions initially.
- Acquisition costs related to LifeStorage acquisition to be \$32 million to \$33 million in third quarter, including ordinary closing costs, loan defeasance and employee severance costs.

CAP Rates

- In past 18 months, including July, acquired 140 high-quality properties in major markets. 97 infill locations adding to presence in metro New York, Chicago, Miami, big four Texas Cities, New England and Orlando. 39 new acquisitions in new markets of Los Angeles, Sacramento, and Las Vegas.
- During second quarter, acquired nine stores at a cost of \$105.7 million. Locations include two stores in Southern Connecticut; two in downstate New York, two in Buffalo, New York; one each in Los Angeles, Dallas, and Port St. Lucie, Florida. Together comprise a total of 640,000 rentable square feet.
- Second quarter acquisitions range from 5.1% to 7.0%. West Coast commanding premiums with cap rates lower by 25 to 50 basis points.
- Overall, cap rates compressed about 25 basis points in first half of 2016 including compression for properties in secondary and rural markets.



Investment Activity

LifeStorage
(NYSE: LSI)

Certificate-of-Occupancy Properties Under Contract

Market	Expected Acquisition Date	Estimated Rentable Sq.	Expected Price	Price Per Square Foot
Charleston, SC	July 2016	70,735	\$8,430,000	\$119.18
Chicago, IL	Aug. 2016	71,520	\$9,000,000	\$125.84
Chicago, IL	Dec. 2016	79,670	\$9,800,000	\$123.01
Charlotte, NC	May 2017	71,780	\$12,425,000	\$173.10
Total			\$39,655,000	

Certificate-of-Occupancy Operating Properties

Market	Date Acquired	Net Rentable Sq. Ft.	Price	Price Per Sq. Ft.	Occupancy 6/30/2016
Chicago, IL	May 2014	52,168	\$5,500,000	\$105.43	88.8%
Chattanooga, TN	Sept. 2014	57,260	\$6,550,000	\$114.39	94.8%
Chicago, IL	Nov. 2014	97,611	\$5,750,000	\$58.91	85.4%
Chicago, IL	March 2015	64,780	\$8,690,000	\$134.15	61.6%
Phoenix, AZ	June 2015	64,401	\$7,904,000	\$122.73	71.9%
Boston, MA	June 2015	63,475	\$10,291,000	\$162.13	59.7%
Phoenix, AZ	Feb. 2016	67,825	\$9,275,000	\$136.75	71.3%
Miami, FL	Feb. 2016	69,361	\$11,274,000	\$162.54	36.1%
Los Angeles, CA	March 2016	79,835	\$18,600,000	\$232.98	18.7%
Total			\$83,834,000		

New Supply

- Except Austin, Texas and parts of Houston and smattering of other areas, new supply not big issue and expect only temporary setback at worst to stores immediately impacted.

Investment Activity

National Storage Affiliates

(NYSE: NSA)

Year to date, over \$450 million of acquisitions closed or under contract, 68 total properties.

- Acquired 25 self storage properties in second quarter totaling \$199 million in nine stages, consisting of 1.9 million rentable square feet with over 19,000 storage units. Acquisitions include a portfolio of 14 properties from Hide-Away Storage in Sarasota, Florida, culminating in the addition of Hide-Away as NSA's seventh PRO.
- Subsequent to June 30, 2016, NSA acquired 26 additional properties for approximately \$167.6 million. Approximately 1.8 million rentable square feet in over 15,000 storage units.
- One 22-property California portfolio acquired from W.P. Carey consisting of 1.6 million square feet with 92% occupancy previously third-party managed by Extra Space Storage. Transaction includes eight facilities in central California – seven in Bakersfield and one in Fresno. Southern California locations include Anaheim, Apple Valley, Grand Terrace, Harbor City, Palmdale, Riverside, Rosamond, San Diego, South Gate and Victorville.

Cap Rates

- Recent acquisitions with year one expected yield of 6% to 6.5%, all accretive acquisitions. NSA believes 50 to 75 basis points lower than other transactions in market today.
- Top 20 MSAs see cap rates in 5% range.
- Secondary markets MSAs 21 to 100, cap rates continue to drop about 25 basis points over past three-to-six months. Overall, these markets 50 to 75 basis point spread to the top MSA markets.

New Supply

- Captive pipeline of new properties from PROs valued over \$700 million from 90 properties with debt maturities over next 18 months.
- Only 29 of 344 NSA operating stores with some impact from new construction.
- Seeing more supply in NSA markets of Phoenix, Charlotte, Denver and Dallas.



Operations

Public Storage

(NYSE: PSA)

In top-20 Public Storage markets, two stand out for deceleration of same-store year-over year comparisons: Denver declined by 8.3%, and Houston declined by 6.6%.

- West Coast markets all doing very well including San Francisco, L.A., Seattle, and Sacramento are nearly full. Sacramento growth of 11.8% year-over-year comparison.

Select Markets Same-Store Performance

Market	Facilities	Rent Per Occupied Square Foot	Same-Store Weighted Avg. Occupancy	Performance Revenue Growth
Los Angeles	204	\$22.92	96.2%	7.8%
San Francisco	126	\$24.08	96.8%	7.5%
New York	86	\$24.06	95.1%	3.8%
Chicago	129	\$15.05	93.5%	2.0%
Washington D.C.	78	\$20.89	94.8%	2.1%
Seattle - Tacoma	82	\$18.01	97.1%	9.4%
Miami	65	\$19.56	95.4%	5.9%
Dallas - Fort Worth	98	\$13.32	95.6%	7.5%
Houston	75	\$14.00	92.3%	2.1%
Atlanta	91	\$12.04	95.7%	8.5%
Philadelphia	56	\$14.85	95.2%	5.6%
Denver	44	\$16.15	96.1%	3.4%
Minneapolis - St. Paul	41	\$13.67	95.5%	3.9%
Portland	40	\$17.61	97.6%	9.7%
Orlando - Daytona	49	\$12.62	95.5%	7.3%

Operations

Public Storage

(NYSE: PSA)

- Rate increase on existing customers range between 8% and 10%, consistent over past two years.
- Started more discounting and \$1 dollar move-in specials, as well as discounting on websites. In weaker markets will be increasing web advertising, and may increase television spending in third and fourth quarters.
- Move-in rates up 3.9%. Move-in volume down 3%.
- Expenses expected to rise 3% to 4%, property taxes largest expense change up about 5%.
- Percentage of customers staying greater than one year up to 56.5%, improvement from last year's 55.9%. Two years ago 54%. Improvement in length of stay, leading to pricing power with existing tenant base.
- Move-in rates down about 2.5% month-to-date. Certain markets vary such as Seattle's up 6% to 8%; Houston down about 5%.
- Joseph "Joe" Russell, Jr. appointed as Public Storage President effective July 1, 2016. Mr. Russell previously served as Chief Executive Officer of PS Business parts since 2003. Maria R. Hawthorne promoted to CEO of PS Business parts.

Shurgard Europe

- Occupancy up to 90.6% versus 90.1% last year. Realized rents up 3%. Overall revenue up 3.5% with 7% NOI growth.
- Brexit has no impact. Although, next 18 months substantial number of elections in Europe could impact the environment.

Operations

Extra Space Storage

(NYSE: EXR)

23 consecutive quarters of double-digit FFO growth. Second quarter FFO growth of 25.3%.

- Average length of stay about 14 months, about one month longer than five years ago.
- Street rates and achieved rates each increased about 7%.
- Percentage of new customers moving in receiving promotional discounts between 60% and 65%. Last year low 60s%.

Third-Party Management Properties

Third-Party Managed	378
Joint Venture	252
Total Managed	630

Top Revenue Growth Markets

San Diego	+15.1%
Seattle-Tamcoma-Bremerton	+15.0%
Stockton-Lodi, CA	+13.3%
Tampa-St.Petersburg-Clearwater	+11.6%
Atlanta	+11.5%
San Francisco-Oakland-San Jose	+10.3%
Los Angeles-Riverside-Orange County	+9.6%

- Same-store revenue growth of 7.5% versus 9% last year, primarily due to no occupancy gain versus last year.

Full Year Guidance

Revenue Growth Same-Store	7% to 7.75%
Net Operating Income Same-Store	8.25% to 9.5%
Funds From Operations (FFO) adjusted	\$3.71 to \$3.78 per share

Acquisition Guidance

Operating Stores	\$530 million
New Development Stores- Wholly Owned	\$70 million
New Joint Venture Development Stores	\$250 million



Operations

Extra Space Storage
 (NYSE: EXR)

Select Markets Same-Store Performance Second Quarter

MSA	Stores	Rent Per Sq. Ft.	Average Occupancy	Revenue Growth
Los Angeles-Riverside-Orange County	72	\$16.58	94.5%	9.6%
New York-N. New Jersey-Long Island	61	\$21.83	93.3%	6.7%
Boston-Worcester-Lawrence	38	\$19.49	93.5%	4.7%
Washington DC-Baltimore	35	\$18.76	93.6%	3.6%
San Francisco-Oakland-San Jose	32	\$24.16	96.3%	10.3%
Miami-Fort Lauderdale	22	\$17.81	94.2%	8.8%
Atlanta	22	\$13.67	93.5%	11.5%
Dallas-Fort Worth	20	\$14.67	93.5%	7.9%
Chicago-Gary-Kenosha	18	\$14.38	93.0%	2.8%
Philadelphia-Wilmington-Atlantic City	17	\$13.66	92.9%	6.0%
Tampa-St. Petersburg-Clearwater	15	\$14.69	94.4%	11.6%
Phoenix-Mesa	11	\$11.71	92.9%	7.4%
Sacramento-Yolo	10	\$12.35	97.0%	14.0%
Cincinnati-Northern Kentucky	9	\$9.72	93.3%	5.0%
Houston-Galveston-Brazoria	8	\$14.17	92.6%	3.4%
West Palm Beach-Boca Raton	8	\$13.37	91.2%	10.9%
Orlando	7	\$12.36	93.7%	9.0%
Salt Lake City-Ogden	7	\$11.84	95.5%	9.8%
Denver-Boulder-Greeley	7	\$13.13	92.8%	2.5%
Las Vegas	6	\$7.66	91.5%	9.5%
Seattle-Tacoma-Bremerton	5	\$14.97	96.6%	15.0%
Stockton-Lodi, CA	5	\$12.30	96.7%	13.3%
Columbus, OH	4	\$10.03	93.7%	3.9%
San Diego	4	\$16.50	93.7%	15.1%

Operations

Extra Space Storage

(NYSE: EXR)

- Revenue management algorithm has 56 different inputs.
- Chicago's ten-year average has been very strong.
- Full service valet or concierge not a viable business model for Extra Space. A de minimis market.
- Currently, revenue models taking more from rate increases and less on occupancy gains.
- Minimum wage not an issue since higher payroll for managers.
- Over last 10 years average NOI growth for entire sector about 5.3%. Extra Space the same 10-year period has been 6.7%. Second quarter, up 9.4%.
- In 1998, self storage used by about 6% of U.S. population. Today more than 9% use storage. Does this top out at 10%, 11%, 12% or 13%?
- More than 50% of customers have never used self storage previously.
- Theoretical peak occupancy for Extra Space could reach 95%-96%. Not estimating it will hit this year.

Operations

CubeSmart (NYSE: CUBE)

"In the long run, New York City, it'll continue to be the best self storage market in the United States." -Chris Marr, CEO, CubeSmart

New York Markets

- Overall market of new development in New York's five boroughs of Manhattan, Queens, Brooklyn, Bronx, and Staten Island totaled 11 properties opened in 2016, with 25 more in some stage of development.
- New York City represents nearly 20% of CubeSmart's company Net Operating Income.

Bronx

- Overall, Bronx with more new competition, but still supply of only 2.5 square feet per capita. New development in the Bronx about 800,000 square feet between now and 2020 increases supply to 2.9 square feet per capita.
- New competition that directly competes with CubeSmart stores caused little impact on performance thus far.
- CubeSmart's nine same-stores occupancy growth of 1.2% over last year. Revenue growth about 4.8% and NOI up 13.5%.

Brooklyn

- Current supply in Brooklyn only 1.4 square feet per capita. New development deliveries expected deliveries between now and 2020 will grow to 1.9 square feet per capita.
- Nine new competitors will compete with an existing CubeSmart store, three of these will be managed by CubeSmart.
- CubeSmart's eight Brooklyn stores featured 1.5% growth in asking rates, 3.3% growth in revenue, and 6% growth in NOI, occupancy dropped 3%.
- Two Brooklyn stores competitors closed in 2015. One on Atlantic Avenue taken by eminent domain for the Atlantic Yards Project. And, one Extra Space owned facility sold for an alternative use.

Queens

- This borough falls in the middle of the three main boroughs. New supply particularly on Jamaica Avenue competing with company stores. Current supply in Queens only 1.7 square feet per capita today. 855,000 square feet coming online between now and 2020 increases to 2 square feet per capita.
- The three main boroughs, (Bronx, Brooklyn, Queens) total 1.8 square feet per capita today. Factoring in anticipated population growth, new supply increases of about three million square feet increases the metric to only 2.2 square feet per capita by 2020.

Operations

CubeSmart
(NYSE: CUBE)

Supply Comparison To Other Markets

Market	Square Feet Per Capita
Los Angeles	3.7
Boston	4.0
Philadelphia	4.1
Miami	4.6
Washington D.C.	3.9

- By end of next year, four new developments in the Washington D.C./Baltimore market will compete with CubeSmart-owned stores. Seven new competitors are anticipated in Miami.

Barriers to New Supply

- Governments desire to reduce availability for parcels for self storage in New York City
- Green initiatives in Washington D.C.
- Long permitting process in Miami
- General suburban communities resistance
- Revenue growth in second quarter primarily driven by 6.9% increase in rental rates, and 80 basis point increase in average occupancy to 93.6%. Fewer discounts and concessions to new customers.
- Asking rents versus last year up 4.6%, occupancy up about 40 basis points over last year.
- CubeSmart has not been a minimum-wage employer.
- About 45% of new customers coming in second quarter received some form of promotion, down just over 10%. Dollar discount up 8%.
- Discounts as percentage of revenues as low as ever, currently 3%.
- Chicago good quarter. South Side caught up with North Side.
- Sophistication in revenue systems and people significantly improved from five years ago.

Third-Party Management Platform

- 277 properties including joint ventures.

Operations

CubeSmart
(NYSE: CUBE)

Guidance For Full Year 2016

Revenue Growth	6.75% to 7.25%
Net Operating Income Growth	9.5% to 10.25%
FFO per share, adjusted	\$1.40 to \$1.44

- Targeting acquisitions of \$300 million to \$350 million, an increase from \$250 million to \$300 million - excluding developments on certificate-of-occupancy investments.

Select Markets Same-Store Performance

MSA	Select Markets Stores	Rent Per Occupied Square Feet	Average Occupancy	Revenue Growth
New York-N. New Jersey-Long Island	48	\$27.00	92.7%	6.2%
Chicago-Naperville-Joliet	34	\$13.71	93.0%	4.2%
Miami-Fort Lauderdale-Pompano	33	\$16.88	94.3%	9.4%
Dallas-Fort Worth-Arlington	25	\$13.24	93.7%	6.1%
Washington D.C.-Arlington-Alexandria	20	\$19.41	94.2%	6.0%
Atlanta-Sandy Springs-Marietta	16	\$12.02	93.9%	10.8%
Riverside-San Bernadino-Ontario	16	\$11.01	95.0%	12.9%
Tuscon, AZ	15	\$10.17	93.8%	8.4%
Philadelphia-Camden-Wilmington	13	\$15.10	93.8%	7.2%
Phoenix-Mesa-Scottsdale	12	\$11.06	94.0%	9.3%
Houston-Sugarland-Baytown	12	\$12.83	92.6%	3.7%
Columbus, OH	10	\$9.83	91.5%	7.7%
Orlando-Kissimmee	10	\$11.81	93.5%	11.5%
Sacramento-Arden-Arcade-Roseville	9	\$11.93	95.7%	15.6%
San Diego-San Marcos	6	\$14.83	94.7%	11.8%
Los Angeles-Long Beach-Santa Ana	6	\$14.33	95.9%	12.4%
Boston-Cambridge-Quincy	6	\$20.47	94.3%	11.8%
Cape Coral-Fort Meyers	5	\$13.84	95.6%	17.6%
Las Vegas-Paradise	3	\$11.67	93.2%	15.0%

Operations

CubeSmart
(NYSE: CUBE)

Certificate-of-Occupancy Operating Properties

Site Location	Acquired	Cost	Rentable Sq. Ft.	Cost Per SF	Occupancy 3/31/2016
Chicago, IL	May 2014	\$5,500,000	52,168	\$105.43	79.6%
Chattanooga, TN	Sept. 2014	\$6,550,000	57,260	\$114.39	94.5%
Chicago, IL	Nov. 2014	\$5,750,000	97,611	\$58.91	78.4%
Chicago, IL	March 2015	\$8,690,000	64,780	\$134.17	48.1%
Phoenix, AZ	June 2015	\$7,904,000	64,401	\$122.73	61.1%
Boston, MA	June 2015	\$10,291,000	63,475	\$162.22	29.7%
Phoenix, AZ	Feb. 2016	\$9,275,000	67,825	\$136.75	49.9%
Miami, FL	Feb. 2016	\$11,274,000	69,361	\$162.54	12.5%
Los Angeles, CA	March 2016	\$18,600,000	79,385	\$232.98	9.4%
Total		\$83,834,000	616,716		

Operations

LifeStorage (NYSE: LSI)

Houston market expected to comprise about 9.4% of forecasted NOI of wholly-owned stores in 2016. Forecasts of 41 same-store pool in Houston include revenue growth of 4% to 5%, and NOI growth between 3.5% to 4.5%.

- Experienced same-store revenue growth in 28 of its 29 major markets in same-store pool.

Strongest Revenue Growth Markets Same-Store:

Market	Number of Stores	Revenue Growth
Atlanta	21	+10.5%
Dallas	19	+6.0%
Miami	15	+6.9%
San Antonio	15	+7.5%
Tampa	13	+8.6%
Chicago	10	+7.5%
Jacksonville	8	+10.0%
Pensacola	8	+7.9%
Space Coast, FL	7	+14.2%
Charlotte	7	+9.7%
Cape Coral	6	+13.7%
Orlando	5	+8.4%
Chattanooga	5	+13.0%

- Same-store pool consists of 420 stabilized stores owned since December 31, 2014.
- Company will include stores in same-store pool in second year after store achieves 80% sustained occupancy using market rates and incentives.

Guidance For Full Year 2016

Revenue Growth	5.5% to 6.6%
Operating Costs (excluding property taxes)	2.0% to 3.0%
Property Taxes	6.0% to 7.0%
Total Operating Expenses	3.0% to 4.0%
Net Operating Income	6.5% to 7.5%

- Assume an additional \$20 million of accretive acquisitions in second half of 2016.

Operations

LifeStorage (NYSE: LSI)

- Same-store occupancy at June 30th matched record-high from last year at 92.7%.
- 60% of customers length of stay over one year. Just over 44% staying at least two years.
- About two dozen properties in California performing well, join same-store pool in 2018.
- After 20 consecutive quarters of consistent outsized revenue growth, reducing expectations by 50 basis points for 2016 full year.
- Drivers behind 5.7% second quarter same-store revenue growth were 30 basis point increase in average occupancy and 5.2% increase in rental rates.
- Street rates up 5.5% as of June. 25% of customers about \$25 below current street rate, and 6% at current rate.
- Revenue growth rates of 7% to 9% expected to moderate to 4.5% to 6% in the next couple years.
- Booming business in Atlanta, Tampa, Chicago, Phoenix, Charlotte, San Antonio and all Florida.
- Demand remains healthy, overall online searches up 44% with organic searches up 27%. Mobile searches up 35%.
- Second quarter generated more rent increases than ever before - 29,000 increases. Move-out rate was 11.3% versus 12.5% last year after hefty rent increases.

Customer Base

- Industry surveys indicate approximately 50% to 55% of residential customers using self storage have household incomes less than \$50,000.
- Plans to complete \$25 million to \$30 million of expansions in 2016.



Operations

LifeStorage
 (NYSE: LSI)

Select Markets Same-Store Performance

Market	Stores	Rent Per Occupied Sq. Ft.	Avg. Quarter Occupancy	Revenue Growth
Houston-The Woodlands-Sugarland	41	\$13.45	92.7%	4.9%
New England	33	\$16.91	91.3%	5.5%
New York-Newark-Jersey City	24	\$21.51	91.5%	5.4%
Atlanta-Sandy Springs-Roswell	21	\$12.46	92.4%	10.5%
Buffalo-Upstate	19	\$13.02	89.3%	2.7%
Dallas- Fort Worth	19	\$11.95	95.2%	6.0%
Austin-Round Rock	17	\$12.35	90.2%	1.7%
Miami-Ft. Lauderdale-West Palm Beach	15	\$18.36	91.3%	6.9%
San Antonio-New Braunfels	15	\$12.89	92.8%	7.5%
Tampa-St.Petersburg-Clearwater	13	\$13.99	95.8%	8.6%
Chicago-Naperville-Elgin	10	\$14.02	92.8%	7.5%
Phoenix-Mesa-Scottsdale	10	\$20.88	90.5%	8.5%
Jacksonville, FL	8	\$10.71	96.3%	10.0%
Charolette-Concord-Gastonia	7	\$11.67	96.1%	9.7%

Operations

National Storage Affiliates

(NYSE: NSA)

Second Quarter revenue increases driven by 340 basis points increase in average occupancy, combined with 4.5% increase in annualized rent per occupied square foot.

- 222 same-store pool end of quarter occupancy of 92.2%.

Same-Store Performance

State	Stores	Rent Per Occupied Sq. Ft.	Average Occupancy	Revenue Growth
Oregon	49	\$13.07	94.4%	12.4%
Texas	45	\$9.10	88.9%	4.1%
California	27	\$13.85	92.3%	12.1%
Oklahoma	25	\$8.56	88.1%	2.3%
North Carolina	19	\$9.73	85.2%	3.8%
Georgia	16	\$8.36	94.8%	10.3%
Washington	13	\$12.13	92.5%	9.0%
Arizona	10	\$12.10	86.3%	8.5%
Colorado	8	\$11.50	96.6%	5.8%

- Street rates up double-digit percentage over last year's second quarter. Effective rents up about 5%, with move-in rates up 5% to 6%.
- Anticipate peak occupancy to be above current 92%, possibly 94% to 95%.

PROs - Participating Regional Operators

- Currently seven PROs, anticipate adding additional PROs over next several years, possible up to 10 to 15 total, depending on size of companies added.
- Over the next 18 months, debt maturing on about 90 properties owned by PROs, valued nearly \$700 million, and become candidates to be contributed to NSA.

Discounts

2016 Same-Store Guidance Update

Revenue Growth	7.0% to 7.5%
Operating Expenses	3.0% to 4.0%
Net Operating Income	8.5% to 9.5%
Acquisition Volume	\$600 million to \$750 million

Capital Activities

Public Storage (NYSE: PSA)

- Issued 5.125% preferred shares (Series C) for gross proceeds of \$200 million, on May 17, 2016.
- Called for redemption 6.35 % preferred shares (Series R), on July 26, 2016.
- Issued 12 million shares of 4.95% preferred shares (Series D) for gross proceeds of \$325 million, on July 20, 2016.

The following chart shows the outstanding preferred stock issues. Each issue with dividends paid quarterly. Earliest redemption dates five years from issue date.

Public Storage Preferred Stock Descriptions

Series	Dividend Rate	Issue Date	Shares Outstanding
Series D	4.95%	7/20/16	12.0 million
Series C	5.125%	5/17/16	8.0 million
Series B	5.40%	1/20/16	12.0 million
Series A	5.87%	12/2/14	7.6 million
Series Z	6.00%	6/4/14	12.5 million
Series Y	6.375%	3/17/14	11.4 million
Series X	5.20%	3/13/13	9.0 million
Series W	5.20%	1/16/13	20.0 million
Series V	5.375%	9/20/12	19.8 million
Series U	5.625%	6/15/12	11.5 million
Series T	5.75%	3/13/12	18.5 million
Series S	5.90%	1/12/12	18.4 million

Ownership

- B. Wayne Hughes, former Chairman, and family including daughter Tamara Hughes Gustavson and son B. Wayne Hughes, Jr., collectively own approximately 14.3% of common shares at June 30th with current value of approximately \$5.76 billion.
- Hughes family own and control personally 56 self storage facilities in Canada, operating under Public Storage trade name.

Capital Activities

Extra Space Storage (NYSE: EXR)

- During the quarter, entered into new “at the market” (“ATM”) equity distribution agreements, reset balance available for issuance to \$400 million. Company did not issue any common stock during the quarter.

Company Debt

Fixed-Rate Debt	\$3,005 billion	78%
Variable-Rate Debt	\$849 million	22%
Total Debt	\$3.855 billion	

Weighted Average Maturity of 4.9 Years

Capital Activities

CubeSmart (NYSE: CUBE)

- Sold 800,000 common shares through at-the-market equity program at an average sales price of \$32.65 per share, resulting in net proceeds of \$25.7 million. 7.4 million shares available for future issuance.

Total Debt Structure

Type of Debt	Amount	Rate	Weighted Avg. Maturity
Floating Rate Debt	\$250 million	1.74%	3.1 years
Fixed Rate Debt	\$1,189 billion	4.15%	6.0 years
Total Debt	\$1,439 billion	3.73%	5.5 years

Investment Grade Ratings

Moody's Baa2 Stable Outlook

Standard & Poor's BBB Stable Outlook

Capital Activities

LifeStorage (NYSE: LSI)

- Issued 6,900,000 shares of common stock at a price of \$100 per share. Net proceeds of approximately \$665 million. Closed on May 19 and May 5, 2016. Proceeds used for LifeStorage, LP acquisition.
- Raised almost \$1 billion of equity in 2015 and 2016.
- Offered for sale \$600 million of inaugural 10-year notes with coupon rate of 3.5% on June 20, 2016, company receiving net proceeds of approximately \$591 million. Funds used for LifeStorage LP acquisition.
- Subsequent to quarter-end, issued \$200 million of 12-year notes at an interest rate of 3.67%.
- April 26, 2016 repaid a ten-year note that matured in the amount of \$150 million. Funds provided by a draw on line of credit.
- Line of credit carries an interest rate of LIBOR plus 1.1%.
- In April, issued approximately 22,947 shares at a price of \$107.51 through dividend reinvestment plan.
- Company included dilution to FFO during second quarter of approximately \$.09 per share as a result of issuing 6.9 million common shares and \$600 million of 10-year notes in advance of July purchase of LifeStorage. \$.05 of dilution expected in the third quarter due to funds not being applied until July 15, 2016. Another \$.05 to \$.06 of dilution expected in 2016 as properties grow to occupancy and rental rate stabilization. Further dilution of \$.02 per share expected in the second half of 2016 as a result of sale of eight properties in June.

Capital Activities

National Storage Affiliates

(NYSE: NSA)

- May 6, 2016 entered into agreement with a syndicated group of lenders to modify its credit facility increasing capacity to \$675 million, also reallocating \$325 million of NSA credit facility to five and six year term loan tranches.
- NSA credit facility weighted average effective interest rate of 2.55% with outstanding principal balance of \$434.9 million, including \$109.9 outstanding under revolving line of credit.
- June 30, 2016 entered into agreement with syndicated group of lenders for a \$100 million seven-year term loan, with an effective interest rate of 3.08%.
- July 6, 2016 closed on a follow-on offering of 12,046,250 common shares at price of \$20.75 per share, resulting in net proceeds of approximately \$237 million.
- Company debt approximately \$754 million with weighted average interest rate of 3.05%, and weighted average maturity 5.93 years.

Debt Ratios

Net Debt to EBITDA	6.8x
Trailing 12 Month Fixed Charge Coverage Ratio	3.9x
Total Leverage Ratio	43.9%



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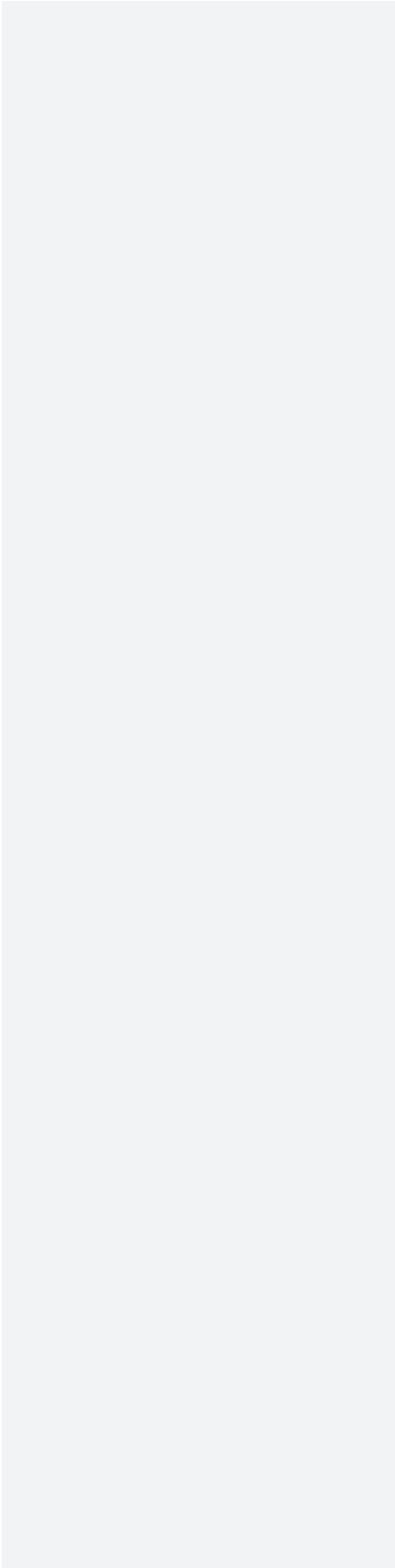
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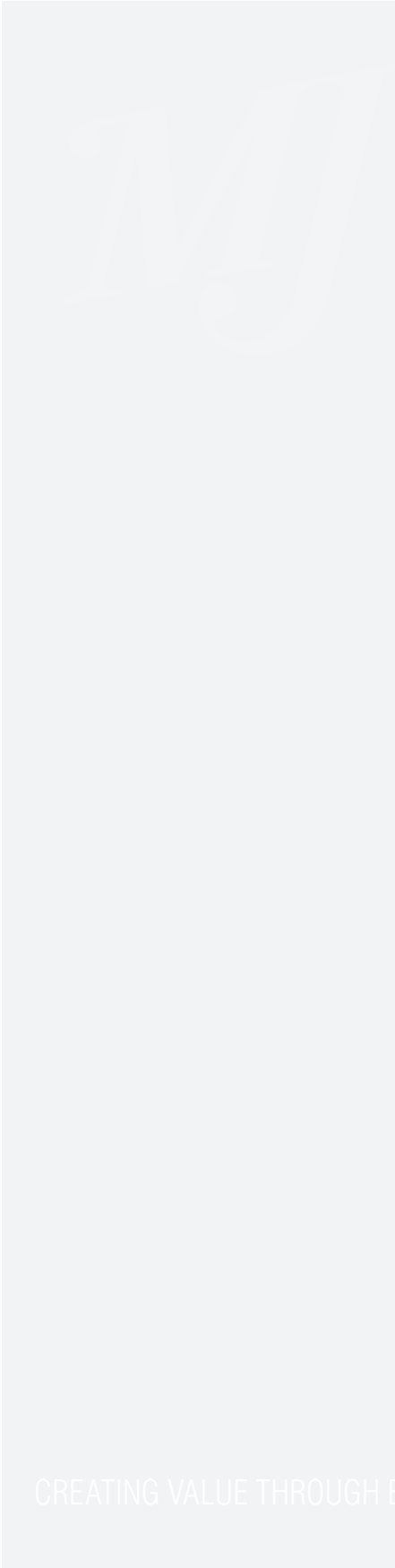
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