



2011 SELF-STORAGE MARKET SURVEY

Please make a copy of this form for each of your properties

IMPORTANT: YOUR DATA IS CONFIDENTIAL

YOUR LOCATION: Area Number: _____

For properties in MARICOPA and PIMA Counties, see the enclosed maps. If your property is on a street which separates two market areas, use the area number corresponding to the **SIDE OF THE STREET** on which your property is located.

Use the following area numbers for properties outside of Maricopa or Pima Counties:

- | | | |
|---|------------------------------|-------------------------------|
| Area 13: Bullhead City / Kingman & Vicinity | Area 16: Prescott & Vicinity | Area 19: Elsewhere in Arizona |
| Area 14: Cottonwood / Sedona & Vicinity | Area 17: Show Low & Vicinity | |
| Area 15: Flagstaff & Vicinity | Area 18: Yuma & Vicinity | |

Standard Self-Storage			RV/Boat Storage		
			<input type="checkbox"/> Paved Lot	<input type="checkbox"/> Gravel Lot	
Units	No.	Rentable SF	Indoor Spaces	No.	SF
Non-Cooled	_____	_____	Non-Cooled	_____	_____
Cooled	_____	_____	Cooled	_____	_____
Air-Conditioned	_____	_____	Air-Conditioned	_____	_____
Total	_____	_____	Total Indoor	_____	_____
	Year Built	_____	Outdoor Spaces		
	No. of Stories	_____	Uncovered	_____	_____
	Years Owned	_____	Covered	_____	_____
			Total Outdoor	_____	_____
2011 Year-End Occupancy	%		2011 Year-End Occupancy	%	
Units	_____		Units	_____	
Square Feet	_____		Square Feet	_____	
Economic	_____		Economic	_____	

STORAGE RENTAL RATES (\$/month, tax excluded)

Standard	Non-Cooled	Cooled	A/C
5 X 5	\$ _____	\$ _____	\$ _____
5 X 10	\$ _____	\$ _____	\$ _____
10 X 10	\$ _____	\$ _____	\$ _____
10 X 15	\$ _____	\$ _____	\$ _____
10 X 20	\$ _____	\$ _____	\$ _____
10 X 25	\$ _____	\$ _____	\$ _____
10 X 30	\$ _____	\$ _____	\$ _____
10 X 40	\$ _____	\$ _____	\$ _____

RV/Boat	Indoor Spaces			Outdoor Spaces	
	Non-Cooled	Cooled	A/C	Covered	Uncovered
_____ X 20	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
_____ X 25	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
_____ X 30	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
_____ X 35	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
_____ X 40	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
_____ X 50+	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

2011 ARIZONA SELF-STORAGE MARKET SURVEY (continued)

<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <th align="center" colspan="2">2011 Operating Expenses</th> </tr> <tr><td>Real Property Taxes</td><td>\$ _____</td></tr> <tr><td>Insurance</td><td>\$ _____</td></tr> <tr><td>Repairs & Maintenance</td><td>\$ _____</td></tr> <tr><td>Administration</td><td>\$ _____</td></tr> <tr><td>On-Site Management</td><td>\$ _____</td></tr> <tr><td>Off-Site Management</td><td>\$ _____</td></tr> <tr><td>Utilities</td><td>\$ _____</td></tr> <tr><td>Marketing/Advertising</td><td>\$ _____</td></tr> <tr><td>Other: _____</td><td>\$ _____</td></tr> <tr> <th align="center" colspan="2">Annual Income (tax excluded)</th> </tr> <tr><td>Rental Income</td><td>\$ _____</td></tr> <tr><td>Retail Income*</td><td>\$ _____</td></tr> <tr><td colspan="2">*Auction income excluded</td></tr> <tr> <th align="center" colspan="2">No. of Employees</th> </tr> <tr><td>Full-time</td><td>_____</td></tr> <tr><td>Part-time</td><td>_____</td></tr> </table>	2011 Operating Expenses		Real Property Taxes	\$ _____	Insurance	\$ _____	Repairs & Maintenance	\$ _____	Administration	\$ _____	On-Site Management	\$ _____	Off-Site Management	\$ _____	Utilities	\$ _____	Marketing/Advertising	\$ _____	Other: _____	\$ _____	Annual Income (tax excluded)		Rental Income	\$ _____	Retail Income*	\$ _____	*Auction income excluded		No. of Employees		Full-time	_____	Part-time	_____	<p>Refundable security deposit charged? <input type="checkbox"/> No <input type="checkbox"/> Yes: \$ _____</p> <p>Non-refundable administrative fee charged? <input type="checkbox"/> No <input type="checkbox"/> Yes: \$ _____</p> <p>Are promotions or rent concessions offered? <input type="checkbox"/> No <input type="checkbox"/> Yes: _____</p> <hr/> <p>What is the most sought-after rental unit size at your facility? _____</p> <p>What is the most sought-after RV space size & type at your facility? _____</p> <p>Estimated average tenant length-of-occupancy (months)? _____</p> <p>What is the radius of your trade area (miles)? _____</p> <p>2011's rental rates compared to 2010's: <input type="checkbox"/> No change <input type="checkbox"/> Increased <input type="checkbox"/> Decreased</p> <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <th align="center" colspan="3">Facility Features (check all that apply)</th> </tr> <tr> <td><input type="checkbox"/> Perimeter fencing/walls</td> <td><input type="checkbox"/> Gate key-pad access</td> <td><input type="checkbox"/> Fire sprinklers</td> </tr> <tr> <td><input type="checkbox"/> Individual door alarms</td> <td><input type="checkbox"/> On-site manager</td> <td><input type="checkbox"/> Check-in kiosk</td> </tr> <tr> <td><input type="checkbox"/> Security/video cameras</td> <td><input type="checkbox"/> Motion sensors</td> <td><input type="checkbox"/> 24/7 access</td> </tr> <tr> <td><input type="checkbox"/> Free truck move-in</td> <td><input type="checkbox"/> Security patrol</td> <td><input type="checkbox"/> Truck rental (U-Haul, etc.)</td> </tr> </table> <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <th align="center" colspan="2">Marketing & Promotion</th> </tr> <tr> <td>How does 2011 marketing spending compare to 2010's? <input type="checkbox"/> No change</td> </tr> <tr> <td> <input type="checkbox"/> Increased <input type="checkbox"/> Decreased By about how much? \$ _____</td> </tr> <tr> <td>Where/how do you advertize? (Check all that apply. Circle the one that works best.)</td> </tr> <tr> <td> <input type="checkbox"/> Yellow Pages <input type="checkbox"/> Social media (e.g. Facebook)</td> </tr> <tr> <td> <input type="checkbox"/> Internet <input type="checkbox"/> Other: _____</td> </tr> </table>	Facility Features (check all that apply)			<input type="checkbox"/> Perimeter fencing/walls	<input type="checkbox"/> Gate key-pad access	<input type="checkbox"/> Fire sprinklers	<input type="checkbox"/> Individual door alarms	<input type="checkbox"/> On-site manager	<input type="checkbox"/> Check-in kiosk	<input type="checkbox"/> Security/video cameras	<input type="checkbox"/> Motion sensors	<input type="checkbox"/> 24/7 access	<input type="checkbox"/> Free truck move-in	<input type="checkbox"/> Security patrol	<input type="checkbox"/> Truck rental (U-Haul, etc.)	Marketing & Promotion		How does 2011 marketing spending compare to 2010's? <input type="checkbox"/> No change	<input type="checkbox"/> Increased <input type="checkbox"/> Decreased By about how much? \$ _____	Where/how do you advertize? (Check all that apply. Circle the one that works best.)	<input type="checkbox"/> Yellow Pages <input type="checkbox"/> Social media (e.g. Facebook)	<input type="checkbox"/> Internet <input type="checkbox"/> Other: _____
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SAVE A TREE
THIS SURVEY CAN ALSO BE COMPLETED ONLINE
IN THE MEMBERS' SECTION:
WWW.AZSELFSTORAGE.COM

All surveys are due by February 29, 2012

Please complete online or mail, fax or email the completed survey to

AZSA
P.O. Box 44031
Phoenix, AZ 85064
Fax: 602-441-4706
azsahq@gmail.com