

Management Summary

Tuesday, December 31, 2019

SuperStorage - El Centro, 1299 N. Imperial Ave, El Centro CA 92243 TEL: 760-352-8855

	<u>Daily</u>	<u>Month-To-Date</u>	<u>Fiscal YTD</u>
From	Dec-31-2019	Dec-01-2019	Jan-01-2019
To	Dec-31-2019	Dec-31-2019	Dec-31-2019
Deposits			
Cash	0.00	4,725.93	59,461.15
Check	0.00	1,007.00	14,041.20
ACH Debit	0.00	0.00	0.00
Debit Card	0.00	0.00	0.00
Charge Card	405.00	11,408.91	117,408.47
SubTotal	405.00	17,141.84	190,910.82
Misc Deposit	0.00	0.00	0.00
Total	405.00	17,141.84	190,910.82

Payment Receipts			
(Note: Receipts will only match deposits made within the same period. Deposits are based on fiscal dates. Receipts are calendar based.)			
Rent	199.00	13,361.68	152,638.12
Recurring	0.00	0.00	0.00
Late Fee	161.00	1,690.94	14,286.60
NSF Fee	0.00	0.00	0.00
Admin Fee	0.00	165.00	2,670.00
Insurance	45.00	1,868.10	20,331.66
Other	0.00	0.00	249.00
Misc Deposit	0.00	0.00	0.00
Security Deposit	0.00	0.00	0.00
Merchandise	0.00	51.96	680.93
Tax 1	0.00	4.16	54.51
Tax 2	0.00	0.00	0.00
Total	405.00	17,141.84	190,910.82

Collections (Receipts collected towards rent and late fees.)			
Prepaid Rent	0.00	2,191.00	
Current Rent	164.00	9,875.35	
Past Due Rent	35.00	1,295.33	
Total	199.00	13,361.68	
Current Late Fee	45.00	435.00	
Past Due Late Fee	116.00	1,255.94	
Total	161.00	1,690.94	

NSF Reversals			
	0	0	1
	0.00	0.00	68.00

Concessions (Credits Issued)			
Rent	0.00	326.45	4,281.48
Rent (Bad Debt)	0.00	2,381.22	7,969.32
Late Fees	0.00	865.56	3,342.65
Taxes	0.00	0.00	0.28
Other	0.00	336.90	1,674.52
Total	0.00	3,910.13	17,268.25

Discounts (Variances from standard rates.)			
Rent (Expiring)	0.00	247.20	4,967.15
Rent (Non-Expiring)	0.00	731.75	8,268.85

Bad Debts			
	0.00	0.00	4.10

Activity			
Move-Ins	0	11	180
Insurance	0	10	170
Move-Outs	0	14	141
Transfers	0	0	13
Rented Area Increase	0	-582	3,295
Collection Notes	0	25	262
Auctions	0	0	0

Leads			
SpareFoot Leads	1	8	25
Phone Leads	0	0	1
Web Leads	0	2	3
Walk-In Leads	0	13	142
Leads Converted	0	11	140

As of Tuesday, December 31, 2019				
<u>Occupancy</u>	<u>Units</u>	<u>%Units</u>	<u>Area</u>	<u>%Area</u>
Occupied	234	85.1%	20,463	81.8%
Vacant*	29	10.5%	3,199	12.8%
Unrentable	12	4.4%	1,353	5.4%
Complimentary	3		720	
Total	275	100.0%	25,015	100.0%

Per Area				
Waiting List	2	Autobilled**	52	
Overlocked**	32	Insurance**	212	
Gross Potential Rates	1		18,027	100.0%
Gross Unrentable Unit Rates			954	5.3%
Gross Vacant Unit Rates			2,033	11.3%
Gross Occupied Unit Rates			15,040	83.4%
Gross Complimentary Unit Rates			423	2.3%
Actual Occupied Unit Rates	2		15,032	83.4%
Occupied Rate Variance			8	0.0%
Effective Rate after Concessions	3		14,458	80.2%

Unpaid Charges (Current tenants)					
<u>Days</u>	<u>Amount</u>	<u>Units</u>	<u>%Units</u>	<u>%GrossPot</u>	<u>%Actual</u>
0-10	3,153.85	29	12.4	17.5	21.0
11-30	2,931.75	13	5.6	16.3	19.5
31-60	1,832.74	10	4.3	10.2	12.2
61-90	887.75	4	1.7	4.9	5.9
91-120	686.75	2	0.9	3.8	4.6
121-180	1,236.50	1	0.4	6.9	8.2
181-360	1,888.50	2	0.9	10.5	12.6
>360	1,819.50	1	0.4	10.1	12.1
Total	14,437.34	62	26.5	80.0	96.0

Delinquency (Current tenants >30 days)					
Rent	6,143.00	15	6.40	34.10	40.90
Other	2,208.74				
Taxes	0.00				
Total	8,351.74				

<u>Liabilities</u>	<u>Units</u>	<u>Amount</u>
Prepaid Rent	14	1,167.80
Prepaid Insurance	9	144.00
Prepaid Recurring Charges	0	0.00
Security Deposits (Cash)	0	0.00

<u>Rent Last Changed</u>	<u>Units</u>	<u>Rent Variances</u>	<u>Units</u>
0 - 6 Months	82	< 0%	48
6 - 12 Months	45	0 - 15%	173
12 - 18 Months	32	15 - 30%	7
18 - 24 Months	29	30 - 50%	2
> 24 Months	46	> 50%	4
Total	234	Total	234

<u>Owners' Alert</u>	<u>Total</u>	<u>Tenants</u>
Standard rates unchanged > 360 days	275	Occupied 234
Tenants rates unchanged > 360 days	107	Insurance 212 91%
Days with payments and no daily close	0	ACH Billed 0 0%
Backdated payments	0	Credit Card 48 21%
Backdated charges	0	Paid Online 15 6%
Deleted payments	0	
Deleted charges	1	
Deleted units	0	Insurance
Unit size changes	0	Premiums 1,908.00
Program defaults changes	0	Coverage 520,500.00

Report Explanation

(*) Vacancies do not include unrentable units.

(**) Reported values reflect the current tenant status.

(1) Gross Pot. Rent = sum of Std. Rental Rates as of the report date

(2) Actual Occ Rate = sum of actual rental rates for occupied units

(3) Effective Rate = Actual Occupied Rate - Credits Issued (Rent) - Expiring Discounts

(4) Leads Converted is a count of unique tenant move-ins