

# Management Summary

Tuesday, June 30, 2020

1000 - Q2 Chamberlain, 3520 Chamberlain Lane, Louisville, KY 40241 TEL: 502-426-0200

	Daily	Month-To-Date	Fiscal YTD
From	Jun-30-2020	Jun-01-2020	Jan-01-2020
To	Jun-30-2020	Jun-30-2020	Jun-30-2020
<b>Deposits</b>			
Cash	0.00	1,531.45	13,208.58
Check	0.00	11,129.00	57,375.56
ACH Debit	0.00	0.00	0.00
Debit Card	0.00	0.00	0.00
Charge Card	1,482.00	104,753.82	584,261.30
SubTotal	1,482.00	117,414.27	654,845.44
Misc Deposit	0.00	0.00	0.00
Total	1,482.00	117,414.27	654,845.44
<b>Payment Receipts</b>			
(Note: Receipts will only match deposits made within the same period. Deposits are based on fiscal dates. Receipts are calendar based.)			
Rent	1,548.00	113,879.63	636,444.98
Recurring	0.00	0.00	0.00
Late Fee	0.00	0.00	3,440.00
NSF Fee	0.00	0.00	25.00
Admin Fee	0.00	260.00	912.00
Insurance	0.00	780.46	4,794.07
Other	0.00	503.00	3,429.00
Misc Deposit	0.00	0.00	0.00
Security Deposit	0.00	0.00	0.00
Merchandise	0.00	1,940.05	5,533.12
Tax 1	0.00	115.01	330.43
Tax 2	0.00	2.12	2.84
Total	1,548.00	117,480.27	654,911.44
<b>Collections</b> (Receipts collected towards rent and late fees.)			
Prepaid Rent	1,410.00	16,617.44	
Current Rent	6.00	95,879.94	
Past Due Rent	132.00	1,382.25	
Total	1,548.00	113,879.63	
Current Late Fee	0.00	0.00	
Past Due Late Fee	0.00	0.00	
Total	0.00	0.00	
<b>NSF Reversals</b>			
	0	0	1
Total	0.00	0.00	115.00
<b>Concessions</b> (Credits Issued)			
Rent	2.00	378.43	1,404.35
Rent (Bad Debt)	0.00	0.57	0.57
Late Fees	0.00	0.00	1,690.00
Taxes	0.00	0.00	0.00
Other	0.00	510.00	955.00
Total	2.00	889.00	4,049.92
<b>Discounts</b> (Variances from standard rates.)			
Rent (Expiring)	0.00	948.00	5,117.50
Rent (Non-Expiring)	0.40	3,313.05	20,791.06
<b>Bad Debts</b>			
	0.00	0.00	1,620.00
<b>Activity</b>			
Move-Ins	1	32	157
Insurance	0	6	25
Move-Outs	2	26	149
Transfers	4	12	36
Rented Area Increase	0	1,425	2,680
Collection Notes	0	16	70
Auctions	0	0	0
<b>Leads</b>			
SpareFoot Leads	0	0	0
Phone Leads	1	15	71
Web Leads	0	6	53
Walk-In Leads	1	17	83
Leads Converted	1	30	139

As of Tuesday, June 30, 2020				
Occupancy	Units	%Units	Area	%Area
Occupied	881	94.2 %	164,692	97.0 %
Vacant*	46	4.9 %	3,275	1.9 %
Unrentable	8	0.9 %	1,850	1.1 %
Complimentary	3		100	
Total	935	100.0 %	169,817	100.0 %
Waiting List	3	Autobilled**	649	
Overlocked**	16	Insurance**	78	
<b>Per Area</b>				
Gross Potential Rates <sup>1</sup>		114,779	100.0 %	0.68
Gross Unrentable Unit Rates		925	0.8 %	0.50
Gross Vacant Unit Rates		4,524	3.9 %	1.38
Gross Occupied Unit Rates		109,330	95.3 %	0.66
Gross Complimentary Unit Rates		171	0.1 %	1.71
Actual Occupied Unit Rates <sup>2</sup>		106,028	92.4 %	0.64
Occupied Rate Variance		3,302	2.9 %	0.02
Effective Rate after Concessions <sup>3</sup>		104,702	91.2 %	0.64

Unpaid Charges (Current tenants)					
Days	Amount	Units	%Units	%GrossPot	%Actual
0-10	10.40	3	0.3	0.0	0.0
11-30	1,986.00	10	1.1	1.7	1.9
31-60	611.00	3	0.3	0.5	0.6
61-90	293.00	1	0.1	0.3	0.3
91-120	150.00	0	0.0	0.1	0.1
121-180	296.00	2	0.2	0.3	0.3
181-360	0.00	0	0.0	0.0	0.0
>360	0.00	0	0.0	0.0	0.0
Total	3,346.40	19	2.1	2.9	3.1

Delinquency (Current tenants >30 days)				
	Amount	Units	%Units	%Actual
Rent	1,160.00	6	0.7	1.0
Other	190.00	0	0.0	0.0
Taxes	0.00	0	0.0	0.0
Total	1,350.00			

Liabilities	Units	Amount
Prepaid Rent	112	31,033.44
Prepaid Insurance	14	341.00
Prepaid Recurring Charges	0	0.00
Security Deposits (Cash)	0	0.00

Rent Last Change	Units	Rent Variances	Units
0 - 6 Months	298	< 0%	2
6 - 12 Months	80	0 - 15%	850
12 - 18 Months	70	15 - 30%	21
18 - 24 Months	48	30 - 50%	5
> 24 Months	385	> 50%	3
Total	881	Total	881

Owners' Alert	Total	Tenants	
Standard rates unchanged > 360 days	913	Occupied	881
Tenants rates unchanged > 360 days	503	Insurance	78 9%
Days with payments and no daily close	1	ACH Billed	0 0%
Backdated payments	0	Creditcard	595 68%
Backdated charges	1	Paid Online	57 6%
Deleted payments	3		
Deleted charges	9		
Deleted units	0	<b>Insurance</b>	
Unit size changes	4	Premiums	814.00
Program defaults changes	0	Coverage	184,000.00

**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