

Here is a snapshot of the **South Atlantic Region** which currently consists of Florida, Georgia, Maryland, North Carolina, Tennessee and Virginia. We look at 2Q 2014 data as it pertains to asking rent by size of unit, asking rent per square foot and vacancy rate trends. We compare this region with the U.S. average and show you a sample of metro area data from **Greensboro/Winston-Salem, North Carolina**.



See what YOUR market looks like. 50 Markets and 279 submarkets, forecasts and sales comps now offered. Over 11,000 survey participants per quarter. Go to [www.selfstorage.org](http://www.selfstorage.org) to order your report today!

## Monthly Rent by Size of Unit (Second Quarter 2014)

|                               | 5' x 5' | 5' x 10' | 10' x 10' | 10' x 15' | 10' x 20' | 10' x 10' PSF* |
|-------------------------------|---------|----------|-----------|-----------|-----------|----------------|
| <b>Non-Climate Controlled</b> |         |          |           |           |           |                |
| <b>U.S. Average</b>           | \$54    | \$75     | \$119     | \$154     | \$187     | \$1.19         |
| <b>South Atlantic Region</b>  | \$49    | \$69     | \$110     | \$142     | \$174     | \$1.10         |
| <b>Climate Controlled</b>     |         |          |           |           |           |                |
| <b>U.S. Average</b>           | \$66    | \$95     | \$152     | \$199     | \$246     | \$1.52         |
| <b>South Atlantic Region</b>  | \$61    | \$92     | \$149     | \$197     | \$249     | \$1.49         |

\* per square foot

## Vacancy Rate Trends

| Quarterly:                   | 2Q 14   | 1Q 14   | YTD Avg | Annualized 1 Year |
|------------------------------|---------|---------|---------|-------------------|
| <b>U.S. Average</b>          | 10.9%   | 13.4%   | 12.2%   | 14.2%             |
| <b>South Atlantic Region</b> | 11.7%   | 14.1%   | 12.9%   | 15.2%             |
| <b>Period Ending</b>         | 6/30/14 | 3/31/14 | 6/30/14 | 12/31/13          |

## Metro Area: Greensboro/Winston-Salem, North Carolina

| Quarter/Year    | Vacancy Rate | Asking Rent 10'x10' Non-Climate Controlled | Asking Rent % Chg | Asking Rent 10'x10' Climate Controlled | Asking Rent % Chg |
|-----------------|--------------|--|-------------------|--|-------------------|
| <b>Y / 2011</b> | <b>17.9%</b> | <b>\$69.45</b>                             | <b>n/a</b>        | <b>\$102.57</b>                        | <b>n/a</b>        |
| <b>Y / 2012</b> | <b>16.7%</b> | <b>\$67.71</b>                             | <b>-2.5%</b>      | <b>\$103.83</b>                        | <b>1.2%</b>       |
| 1Q / 2013       | 15.3%        | \$67.79                                    | 0.1%              | \$102.79                               | -1.0%             |
| 2Q / 2013       | 11.3%        | \$68.77                                    | 1.4%              | \$105.04                               | 2.2%              |
| 3Q / 2013       | 11.6%        | \$68.69                                    | -0.1%             | \$104.27                               | -0.7%             |
| 4Q / 2013       | 12.8%        | \$67.39                                    | -1.9%             | \$102.22                               | -2.0%             |
| <b>Y / 2013</b> | <b>12.8%</b> | <b>\$67.39</b>                             | <b>-0.5%</b>      | <b>\$102.22</b>                        | <b>-1.6%</b>      |
| 1Q / 2014       | 14.3%        | \$68.86                                    | 2.2%              | \$103.39                               | 1.1%              |
| 2Q / 2014       | 11.6%        | \$71.38                                    | 3.7%              | \$105.84                               | 2.4%              |