

# Market Report

Produced on Jun 13 2024

**Report for:** Fall River, MA



[44]

138

Dighton

Somerset

Freetown

24)

6

195

Westport

[6]

University of Massachusetts Dartmouth

ehoboth

195

Swansea

195

Fall River

Tiverton

(179)

195

Barrington

Warren

136

Bristol



Questions? 1-800-969-7424 info@stortrack.com www.stortrack.com

North Lak

Lakeville

140

(140

+ EWB

195

105

Acushnet

195

Sherwood Forest

New Bedford



# **Table of Contents**

Market Snapshot · · · · · · 1
Unit Types Offered · · · · · · · 3
Overall Market Supply Metrics
12 Month Trailing Average Rate History
10x10 Reg · · · · · · 5
10x10 CC · · · · · 5
Rate per Square Foot by Unit Type · · · · · · · · · · · · · · · · 6
Average Unit Type Rates 6
Average Rates History · · · · · · 7
All Units Without Parking · · · · · · · · · · · · · · · · · · ·
All Stores List 7



# **Executive Summary**

Market: Fall River, MA

Market Type: City

Comparisons are made with: National Totals and Averages and Massachusetts State Total and Averages

## **Market Snapshot**

The Market Snapshot is a one-look overview of the market.

	This Market	State	National
Net Rentable Sq Ft	482,058	35,373,208	2,814,338,123
Sq Ft per Capita			
• 2022 Sq Ft per Capita	5.15	5.06	8.50
• 2024 Sq Ft per Capita	5.11	5.02	8.44
• 2026 Sq Ft per Capita	5.07	4.97	8.33
Sq Ft per Household	11.73	13.03	22.38
Total Stores	8	705	64,629
• REITS	2	221	9,725
• Mid Ops	3	248	24,203
• Small Ops	3	236	30,701
New Developments	0	90	3,984
Sq Ft of Developments	0	5,893,608	303,594,398
Stores opened within the last year	0	25	1,071
Demographics			
2022 Population	93,638	6,991,852	331,097,593
2024 Population	94,351 (+0.76% change)	7,050,242 (+0.01% change)	333,584,158 (+0.01% change)
2026 Population	95,064 (+1.52% change)	7,120,182 (+0.02% change)	338,018,925 (+0.03% change)
Households	41,113	2,714,448	125,736,353
Rental Households	26,358	1,020,041	44,238,593

www.stortrack.com | 1-800-969-7424 | info@stortrack.com | STORTRACK

## Market Snapshot Continued

	This Market	State	National
Rental Households Percentage	64.11%	37.58%	35.18%
Median Household Income	\$52,734	\$89,026	\$75,149
Average Rate Per Square Feet			
All Units without Parking	\$1.90	\$1.78	\$1.31
All Units with Parking	\$1.90	\$1.76	\$1.26
Regular Units	\$1.75	\$1.59	\$1.14
Climate Controlled Units	\$2.02	\$1.97	\$1.14
Only Parking	N/A	\$0.57	\$0.43
Rate Trend (12 months)	-4.71%	13.13%	0.07%
Units Not Advertised	0%	5%	6%
Market Including Known Developments			
Net Rentable Sq Ft	482,058	41,266,816	3,117,932,521
Sq Ft per Capita			
2022 Sq Ft per Capita	5.15	5.90	9.42
<ul> <li>2022 Sq Ft per Capita</li> <li>2024 Sq Ft per Capita</li> </ul>	5.15 5.11	5.90	9.42 9.35
• 2024 Sq Ft per Capita	5.11	5.85	9.35
<ul> <li>2024 Sq Ft per Capita</li> <li>2026 Sq Ft per Capita</li> </ul>	5.11	5.85	9.35 9.22
<ul> <li>2024 Sq Ft per Capita</li> <li>2026 Sq Ft per Capita</li> <li>Sq Ft per Household</li> </ul>	5.11       5.07       11.73	5.85       5.80       15.20	9.35 9.22 24.80
<ul> <li>2024 Sq Ft per Capita</li> <li>2026 Sq Ft per Capita</li> <li>Sq Ft per Household</li> <li>Total Stores</li> </ul>	5.11         5.07         11.73         8	5.85       5.80       15.20       795	9.35 9.22 24.80 68,613

# **Unit Types Offered**

Analysis of the most common unit types - with the percentage of Stores in the market currently offering that unit type.

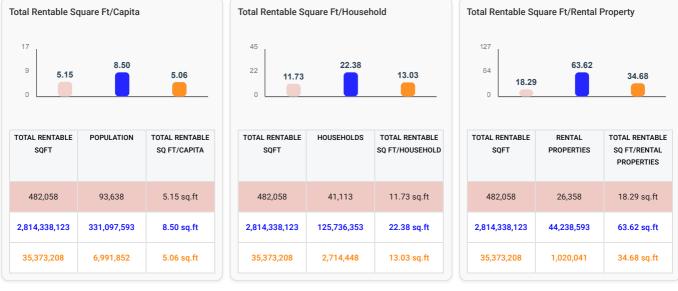
ALL UNITS WITHOUT PARKING	ALL UNITS WITH PARKING	ALL REG	ALL CC	ALL PARKING	5X5 REG	5X5 CC	5X10 REG	5X10 CC	10X10 REG	10X10 CC	10X15 REG	10X15 CC	10X20 REG	10X20 CC	10X30 REG	10X30 CC	CAR PARKING	RV PARKING
87.50%	87.50%	50.00%	62.50%	N/A	50.00%	50.00%	50.00%	37.50%	50.00%	37.50%	50.00%	25.00%	37.50%	12.50%	12.50%	N/A	N/A	N/A
97.56%	100.00%	83.54%	48.01%	18.03%	28.00%	30.74%	60.25%	39.65%	69.16%	41.19%	56.76%	34.80%	65.25%	29.35%	35.18%	10.19%	2.96%	16.99%
99.81%	100.00%	70.39%	62.38%	8.19%	35.75%	41.90%	51.58%	52.51%	53.82%	52.70%	50.28%	43.20%	55.68%	34.82%	29.05%	11.55%	2.61%	6.89%

This Market • National Totals and Averages • Massachusetts State Total and Averages

# **Overall Market Supply Metrics**

Analysis of supply metrics in the market. A side-by-side bar chart comparison, shows the Market's Total Rentable Square Footage per Capita, Total Rentable Square Footage per Household and Total Rentable Square Footage per Rental Property.

Demographic data based on the U.S. Census Bureau's 2022 American Community Survey.



This Market
 National Totals and Averages
 Massachusetts State Total and Averages

# 12 Month Trailing Average Rate History

View 12 month trailing average rates for the past one year.

## Summary - (Premium - Rate Per Square Foot, Any Floor)

		ALL UNITS WITHOUT PARKING	ALL UNITS WITH PARKING	ALL REG	ALL CC	ALL PARKING	5X5 REG	5X5 CC	5X10 REG	5X10 CC	10X10 REG	10X10 CC	10X15 REG	10X15 CC	10X20 REG	10X20 CC	10X30 REG	10X30 CC	CAR PARKING	RV PARKING
Market	Average Price	\$1.87	\$1.87	\$1.69	\$2.13	-	\$2.80	\$2.92	\$1.97	\$2.53	\$1.48	\$1.49	\$1.22	\$1.23	\$1.05	\$1.50	\$0.87	-	-	-
U-Haul Moving & Storage of Fall River 3.17 miles 1030 Pleasant St, Fall River, MA 02723	12 mo. trailing avg.	\$2.37	\$2.37	-	\$2.37	-	-	-	-	\$2.44	-	\$1.65	-	-	-	-	-	-	-	-
Tower Mill Self Storage 3.42 miles 657 Quarry St, Fall River, MA 02723	12 mo. trailing avg.	\$2.02	\$2.02	\$1.68	\$2.22	-	\$2.54	\$3.56	\$1.78	\$2.58	\$1.39	\$1.89	\$1.24	\$1.53	\$1.19	\$1.50	-	-	-	-
Alpert's Storage 3.43 miles 1641 N Main, Fall River, MA 02720	12 mo. trailing avg.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
CubeSmart Self Storage of Fall River 3.61 miles 55 Father Devalles Blvd, Fall River, MA 02723	12 mo. trailing avg.	\$1.50	\$1.50	\$1.50	-	-	\$2.48	-	\$1.84	-	\$1.32	-	\$1.16	-	\$1.02	-	\$0.97	-	-	-
Store Space Self Storage - Fall River 3.64 miles 288 Plymouth Ave, Fall River, MA 02721	12 mo. trailing avg.	\$1.59	\$1.59	-	\$1.59	-	-	\$2.40	-	\$2.00	-	\$1.16	-	\$1.03	-	-	-	-	-	-
U-Haul Moving & Storage at Fall River at I-195 3.64 miles 110 Lewiston St, Fall River, MA 02721	12 mo. trailing avg.	\$2.28	\$2.28	\$1.81	\$2.72	-	\$3.60	\$3.99	\$2.27	\$2.48	\$1.55	\$1.63	\$1.30	\$1.40	\$1.10	-	\$1.00	-	-	-
Extra Space 3.69 miles 749 Quequechan St, Fall River, MA 02721	12 mo. trailing avg.	\$2.29	\$2.29	\$1.18	\$2.31	-	-	\$2.46	\$1.18	\$1.92	-	-	-	-	-	-	-	-	-	-
Affordable Storage- Fall River 4.87 miles 36 Lawton St., Fall River, MA 02721	12 mo. trailing avg.	\$1.42	\$1.42	\$1.42	-	-	\$2.20	-	\$1.50	-	\$1.35	-	\$1.10	-	\$0.95	-	-	-	-	-

#### Page No: 4

# 12 Month Trailing Average Rate History Continued

Specific Unit - 10x10 Reg (Premium - Rate Per Square Foot, Any Floor)

		JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024
	Market Average Price	\$1.44	\$1.42	\$1.41	\$1.40	\$1.38	\$1.37	\$1.37	\$1.38	\$1.40	\$1.40	\$1.39	\$1.39
U-Haul Moving & Storage of Fall River 3.17 miles	12 mo. trailing avg.	_	_	-	_	-	-	_	-	-	-	-	-
1030 Pleasant St, Fall River, MA 02723													
Tower Mill Self Storage 3.42 miles 657 Quarry St, Fall River, MA	12 mo. trailing avg.	\$1.27	\$1.27	\$1.28	\$1.29	\$1.28	\$1.28	\$1.30	\$1.36	\$1.41	\$1.41	\$1.38	\$1.39
02723													
Alpert's Storage 3.43 miles 1641 N Main, Fall River, MA 02720	12 mo. trailing avg.	-	-	-	-	-	-	-	-	-	-	-	-
CubeSmart Self Storage of Fall River 3.61 miles 55 Father Devalles Blvd, Fall River, MA 02723	12 mo. trailing avg.	\$1.55	\$1.50	\$1.46	\$1.43	\$1.38	\$1.36	\$1.35	\$1.36	\$1.37	\$1.36	\$1.36	\$1.32
Store Space Self Storage - Fall River 3.64 miles 288 Plymouth Ave, Fall River, MA 02721	12 mo. trailing avg.	-	-	-	-	-	-	-	-	-	-	-	-
U-Haul Moving & Storage at Fall River at I-195 3.64 miles 110 Lewiston St, Fall River, MA 02721	12 mo. trailing avg.	\$1.50	\$1.51	\$1.51	\$1.51	\$1.52	\$1.53	\$1.54	\$1.54	\$1.54	\$1.54	\$1.54	\$1.55
<b>Extra Space</b> 3.69 miles 749 Quequechan St, Fall River, MA 02721	12 mo. trailing avg.	-	-	-	-	-	-	-	-	-	-	-	-
Affordable Storage- Fall River 4.87 miles 36 Lawton St., Fall River, MA 02721	12 mo. trailing avg.	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35

#### Specific Unit - 10x10 CC (Premium - Rate Per Square Foot, Any Floor)

		JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024
	Market Average Price	\$1.58	\$1.60	\$1.64	\$1.66	\$1.70	\$1.72	\$1.73	\$1.70	\$1.67	\$1.66	\$1.65	\$1.64
U-Haul Moving & Storage of Fall River 3.17 miles 1030 Pleasant St, Fall River, MA 02723	12 mo. trailing avg.	\$1.53	\$1.53	\$1.52	\$1.51	\$1.55	\$1.55	\$1.56	\$1.56	\$1.58	\$1.59	\$1.65	\$1.65
Tower Mill Self Storage 3.42 miles 657 Quarry St, Fall River, MA 02723	12 mo. trailing avg.	-	\$1.87	\$1.88	\$1.89	\$1.89	\$1.89	\$1.89	\$1.89	\$1.89	\$1.89	\$1.89	\$1.89
Alpert's Storage 3.43 miles 1641 N Main, Fall River, MA 02720	12 mo. trailing avg.	-	-	-	-	-	-	-	-	-	-	-	-
CubeSmart Self Storage of Fall River 3.61 miles 55 Father Devalles Blvd, Fall River, MA 02723	12 mo. trailing avg.	-	-	-	-	-	-	-	-	-	-	-	-
Store Space Self Storage - Fall River 3.64 miles 288 Plymouth Ave, Fall River, MA 02721	12 mo. trailing avg.	-	-	-	-	-	-	\$1.46	\$1.24	\$1.16	\$1.14	\$1.16	\$1.16
U-Haul Moving & Storage at Fall River at I-195 3.64 miles 110 Lewiston St, Fall River, MA 02721	12 mo. trailing avg.	\$1.59	\$1.60	\$1.60	\$1.60	\$1.60	\$1.61	\$1.62	\$1.62	\$1.62	\$1.62	\$1.62	\$1.63
Extra Space 3.69 miles 749 Quequechan St, Fall River, MA 02721	12 mo. trailing avg.	-	-	-	-	-	-	-	-	-	-	-	-

# 12 Month Trailing Average Rate History Continued

Specific Unit - 10x10 CC (Premium - Rate Per Square Foot, Any Floor)

		JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024
Affordable Storage- Fall River 4.87 miles 36 Lawton St., Fall River, MA 02721	12 mo. trailing avg.	-	-	-	-	-	-	-	-	-	-	-	-

## Rate per Square Foot by Unit Type

Analysis of the average rate per square foot by each of the most common unit types.

ALL UNITS WITHOUT PARKING	ALL UNITS WITH PARKING	ALL PARKING	ALL REG	ALL CC	5X5 REG	5X5 CC	5X10 REG	5X10 CC	10X10 REG	10X10 CC	10X15 REG	10X15 CC	10X20 REG	10X20 CC	10X30 REG	10X30 CC	CAR PARKING	RV PARKING
\$1.90	\$1.90	N/A	\$1.75	\$2.02	\$2.77	\$2.43	\$1.93	\$2.35	\$1.46	\$1.36	\$1.22	\$1.04	\$1.05	\$1.50	\$0.87	N/A	N/A	N/A
\$1.31	\$1.25	\$0.43	\$1.14	\$1.54	\$2.10	\$2.28	\$1.40	\$1.71	\$1.09	\$1.38	\$0.95	\$1.23	\$0.86	\$1.19	\$0.78	\$1.18	\$0.51	\$0.42
\$1.78	\$1.76	\$0.57	\$1.59	\$1.97	\$2.44	\$2.70	\$1.90	\$2.14	\$1.54	\$1.80	\$1.32	\$1.57	\$1.31	\$1.64	\$1.08	\$1.63	\$0.68	\$0.52

This Market
 National Totals and Averages
 Massachusetts State Total and Averages

## **Average Unit Type Rates**

Comparison of each of the most common unit types and the average Advertised Online rate for each.

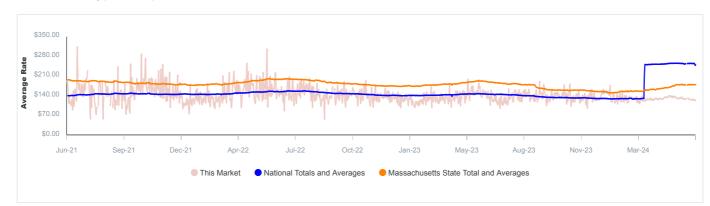
ALL UNITS WITHOUT PARKING	ALL UNITS WITH PARKING	ALL PARKING	ALL REG	ALL CC	5X5 REG	5X5 CC	5X10 REG	5X10 CC	10X10 REG	10X10 CC	10X15 REG	10X15 CC	10X20 REG	10X20 CC	10X30 REG	10X30 CC	CAR PARKING	RV PARKING
\$119.10	\$119.10	N/A	\$133.31	\$107.90	\$69.14	\$60.68	\$96.31	\$117.54	\$146.07	\$135.56	\$182.29	\$155.33	\$209.58	\$299.00	\$261.60	N/A	N/A	N/A
\$134.70	\$135.62	\$148.33	\$126.59	\$145.34	\$52.59	\$56.89	\$69.79	\$85.33	\$108.64	\$137.78	\$141.82	\$184.49	\$171.17	\$238.61	\$234.74	\$352.53	\$138.04	\$149.48
\$179.10	\$178.31	\$141.87	\$175.80	\$182.45	\$60.98	\$67.53	\$94.90	\$106.76	\$153.50	\$180.45	\$198.42	\$235.34	\$261.90	\$328.55	\$324.53	\$488.87	\$171.50	\$129.71

This Market
 National Totals and Averages
 Massachusetts State Total and Averages

## **Average Rates History**

Historical graphs showing the average rate over the past 36 months for each of the most common unit types.

All Units Without Parking (Last 3 Years)



## **All Stores List**

Profile information on every store in the market. Store profile information includes the Store Name, Store Address, Total Rentable Square Footage, Year Opened, Company owner and/or Operating Company, Rate Volatility over the past 30 days.

Total Square Feet values displayed here are obtained from public sources, including city and county property records. When this information is unavailable, StorTrack uses mapping tools or internal models to estimate the size of the property - such properties have an asterisk (\*) next to their Total Square Feet value.

How is Rentable Square Feet (RSF) calculated for each property?

RSF is 95% of TSF if the property has 1 floor | RSF is 85% of TSF if the property has 2 floors | RSF is 75% of TSF if the property has 3 or more floors | RSF is 95% of TSF if the property has an unknown number of floors

The class type is a proprietary store classification system. Facilities are categorized based on data concerning rental rates, population, median household income and more.

Rate avail	able for this u	nit type	>	Rate not ava	ilable for this u	unit type		💘 Rate pre	eviously availa	ble, but not cur	rently advertig	sed	
Monday - Friday Saturday Sunday	miles 1030 Pleas	07:00 AN 07:00 AN	•	l River 3.17	Drive Distance Drive Time Total Square F Rentable Squa Class Type Store Type Rate Volatility	eet	18. 5,8 5,5 B	3 miles 56 minutes 75 sqft 81 sqft f Storage			n Media	ecard	42/100 6/11 5/35 3/15 7/14 21/25
5x5 Reg	5x5 CC	5x10 Reg	5x10 CC	10x10 Reg	10x10 CC	10x15 Reg	10x15 CC	10x20 Reg	10x20 CC	10x30 Reg	10x30 CC	Car Parking	RV Parking
×	×	×	~	×	~	×	×	×	×	×	×	×	×
No Image Available Monday - Saturday -	657 Quarry Friday	ill Self Stora St, Fall River, M 09:00 AM Closed			Drive Distance Drive Time Total Square F Rentable Squa Class Type Store Type Rate Volatility	eet	19. 13, 12, B	6 miles 77 minutes 202 sqft 542 sqft f Storage			n Media	ecard	28/100 3/11 5/35 2/15 2/14 16/25
5x5 Reg	5x5 CC	5x10 Reg	5x10 CC	10x10 Reg	10x10 CC	10x15 Reg	10x15 CC	10x20 Reg	10x20 CC	10x30 Reg	10x30 CC	Car Parking	RV Parkin
~	~	~	~	~	<u>_</u>	~	~	Q	Q	×	×	×	×

# All Stores List Continued

		nit type	×	Rate not ava	ilable for this u	nit type		💘 Rate pre	viously availat	ole, but not cur	rently advertis	sed	
Monday - S Sunday	1641 N Mai	Storage 3.43 m n, Fall River, MA 08:00 AM Closed			Drive Distance Drive Time Total Square Fe Rentable Squar Class Type Store Type Rate Volatility		27.6 29,0 27,5 B	5 miles 58 minutes 007 sqft 557 sqft Storage		Mark Contac PaidSe Search SocialM Websit	arch Media	ecard	11/100 3/11 0/35 3/15 0/14 5/25
5x5 Reg	5x5 CC	5x10 Reg	5x10 CC	10x10 Reg	10x10 CC	10x15 Reg	10x15 CC	10x20 Reg	10x20 CC	10x30 Reg	10x30 CC	Car Parking	RV Parking
×	×	×	×	×	×	×	×	×	×	×	×	×	×
Monday - F Saturday Sunday	miles 55 Father D	08:30 AM	•		Drive Distance Drive Time Total Square Fe Rentable Squar Class Type Store Type Rate Volatility		16.4 86,7 82,3 B	9 miles 45 minutes 718 sqft 882 sqft 5 Storage		Mark Contac PaidSe Search SocialM Websit	arch Media	ecard	54/100 8/11 12/35 3/15 7/14 24/25
5x5 Reg	5x5 CC	5x10 Reg	5x10 CC	10x10 Reg	10x10 CC	10x15 Reg	10x15 CC	10x20 Reg	10x20 CC	10x30 Reg	10x30 CC	Car Parking	RV Parking
~	×	✓	×	~	×	✓	×	✓	×	✓	×	×	×
Monday - T Friday Saturday Sunday	<b>195</b> 3.64 m 110 Lewisto	on St, Fall River, 07:00 AM 07:00 AM 07:00 AM	•		Drive Distance Drive Time Total Square Fe Rentable Squar Class Type Store Type Rate Volatility		20.5 82,1 69,8 B Self	l miles 51 minutes 39 sqft 818 sqft Storage		Contac PaidSe Search SocialM Websit	arch Media		6/11 5/35 3/15 7/14 21/25
5x5 Reg					nate volutinty		1%						
	5x5 CC	5x10 Reg	5x10 CC	10x10 Reg	10x10 CC	10x15 Reg	10x15 CC	10x20 Reg	10x20 CC	10x30 Reg	10x30 CC	Car Parking	
~	5x5 CC	5x10 Reg	5x10 CC	10x10 Reg		10x15 Reg		10x20 Reg	10x20 CC	10x30 Reg	10x30 CC ×	Car Parking	RV Parking
No Image Available Monday - S	Store Spa miles 288 Plymou	ace Self Stor	∽ rage - Fall R	~	10x10 CC	↓ ↓	10x15 CC 7.48 21.6 182 136 B	-		Ø	eting Score	×	
Available Monday - S	Store Spa miles 288 Plymou	ace Self Stor	✓ rage - Fall R er, MA 02721	~	10x10 CC  Inve Distance Drive Time Total Square Fe Rentable Squar Class Type Store Type	↓ ↓	10x15 CC 7.48 21.6 182 136 B Self	3 miles 53 minutes ,280 sqft ,710 sqft		X Mark Contac PaidSe Search SocialM	eting Score	×	× 29/100 6/11 0/35 2/15 0/14 21/25
Available	Store Spa miles 288 Plymou Sunday	ace Self Stor th Ave, Fall Rive 06:00 AM	✓ rage - Fall R ar, MA 02721 - 10:00 PM	<b>iver</b> 3.64	10x10 CC Drive Distance Drive Time Total Square Fe Rentable Squar Class Type Store Type Rate Volatility	eet re Footage	10x15 CC 7.48 21.6 182 136 B Self 3%	3 miles 53 minutes ,280 sqft ,710 sqft Storage	3	Contac PaidSe Search Social Websit	× eting Score tability arch vledia e	×	29/100 6/11 0/35 2/15 0/14
Available Monday - S 5x5 Reg	Store Spa miles 288 Plymou Sunday 5x5 CC 5x5 CC 5x5 CC 749 Queque	Acce Self Stor th Ave, Fall Rive 06:00 AM 5x10 Reg X CCE 3.69 miles tchan St, Fall Riv 09:30 AM	rage - Fall R       er, MA 02721       - 10:00 PM       5x10 CC       📚	iver 3.64	10x10 CC         Image: Construction of the second	eet Pootage 10x15 Reg X	10x15 CC 7.48 21.6 182 136 B Self 3% 10x15 CC 6.12 19.2 179 134 A	B miles 3 minutes 280 sqft 710 sqft Storage 10x20 Reg x 2 miles 23 minutes 881 sqft 910 sqft Storage	30 10x20 CC	X Mark Contac PaidSe Search SocialN Websit	<pre>x eting Score tability arch Media e 10x30 CC x eting Score tability arch Media</pre>	Car Parking	× 29/100 6/11 0/35 2/15 0/14 21/25 RV Parking
Available Monday - S 5x5 Reg × X Monday - F Saturday - F	Store Spa miles 288 Plymou Sunday 5x5 CC 5x5 CC 5x5 CC 749 Queque	Acce Self Stor th Ave, Fall Rive 06:00 AM 5x10 Reg 5x10 Reg X CCE 3.69 miles tochan St, Fall Riv 09:30 AM 09:00 AM	age - Fall R ar, MA 02721 - 10:00 PM	iver 3.64	10x10 CC         □	eet Pootage 10x15 Reg X	10x15 CC 7.4£ 21.6 182 136 B Self 3% 10x15 CC	B miles 3 minutes 280 sqft 710 sqft Storage 10x20 Reg x 2 miles 23 minutes 881 sqft 910 sqft Storage	30 10x20 CC	Mark Contac PaidSe Search Social Websit	<pre>x eting Score tability arch Media e 10x30 CC x eting Score tability arch Media</pre>	Car Parking	× 29/100 6/11 0/35 2/15 0/14 21/25 RV Parking × 55/100 8/11 13/35 6/15 7/14

## Page No: 8

## All Stores List Continued

Monday - S Sunday	nday - Saturday 08:00 AM - 04:00 PM		37 miles	miles Drive Distance Drive Time Total Square Feet Rentable Square Footage Class Type Store Type Rate Volatility		7.54 miles 20.11 minutes 14,775 sqft 12,558 sqft B Self Storage 0%			Marketing Scorecard Contactability PaidSearch Search SocialMedia Website			22/100 6/11 5/35 1/15 1/14 9/25	
5x5 Reg	5x5 CC	5x10 Reg	5x10 CC	10x10 Reg	10x10 CC	10x15 Reg	10x15 CC	10x20 Reg	10x20 CC	10x30 Reg	10x30 CC	Car Parking	RV Parking
~	×	<i>✓</i>	×	~	×	~	×	✓	×	×	×	×	×

## StorTrack's Marketing Scorecard

The StorTrack Marketing Scorecard is a scoring mechanism for judging the activity and effectiveness of a Store's local marketing. This enables us to create a methodology for comparison and competitive insight.

The Scorecard is created by monitoring five different areas of a Store's marketing activities. StorTrack has created a weighted scoring process for each of these five categories. The category scores are what you see on the Marketing Scorecard page.

## Website (25 Points)

The Website Content scorin Reviews/Testimonials	g is based on the availability of the below factors: Multiple pages, Navigation, Photos, Video, Map/Directions,	0-7 Score
Online Pricing for the store	is based on the pricing data available online and the volatility.	0-7 Score
Online promotions is based	on the promotion advertised for the unit types and on the Home page of the store website.	0-5 Score
The Metadata score is base	d on the search options available for finding a location, a sitemap, a search box to identify a specific page, etc.	0-3 Score
Direct booking engine is sco	pred based on the website ability to complete an online rental/reservation.	0-3 Score

#### Search (Nonorganic) (35 points)

The score for the store is determined based on the order of the search result occurrence and the a results within the Advertisement content section on the first page of the search results. The scores are listed below based searching on the following platforms with the keywords "self-storage [city name]".

Additionally we check if the store is listed on an aggregator website like Sparefoot, SelfStorage.com, Storagefront, etc.

Buys Google Adwords	0-12 Score
Buys Bing Ads	0-8 Score
Buys Yelp Ads	0-5 Score
Buys YellowPages Ads	0-5 Score
Listed on aggregator	0-5 Score

## Search (organic) (15 points)

STORTRACK

The score for the store is determined based on the keywords "self-storage [city name]" and if store appears on the first page of the search results.

First Page on Google	0-4 Score
First Page on Bing	0-3 Score
First Page on Yelp	0-3 Score
First Page on YellowPages	0-3 Score
GoogleMaps	0-2 Score

## Social Media (14 points)

The social media score is based on the availability of the company profile, location specific profile, and posts within the last week and last month.

Facebook	0-7 Score
Twitter	0-7 Score

## Contactability (11 points)

This score is based on the ease and methods to contact the store.

Contact Form/Direct Phone Number	0-3 Score
24/7 Customer Support Center	0-3 Score
Chat Support on Website	0-2 Score
1-800/Toll Free Number	0-3 Score