

Occupancy Statistics Report

Wednesday, April 8th 2026

001 - First Class Storage
 1308 Adair Ct SW, Cedar Rapids, IA, 52404
 +1 (319) 208-6545
 info@firstclasstorage.net

Consolidated Summary

All Spaces/Groups																		
Size/Area Tier	Area per Space	Total Area	Occ. Spaces	Vacant Spaces	Offline Spaces	Total Spaces	Avg Set Rate ¹	Avg Sell Rate ²	Avg Rent ³	Gross Pot.	Gross Occ.	Actual Occ.	Income Occ. %	Space Occ. %	Area Occ. %	Econ Occ. %	Avg. LOS (MO)	
Standard Storage																		
1. 8	243	38,900	27	131	2	160	\$147.94	\$147.94	\$135.02	\$23,670.00	\$3,825.00	\$3,645.50	95.31%	16.88%	15.42%	15.40%	34	
2. 14	560	4,480	6	2	0	8	\$325.00	\$325.00	\$298.33	\$2,600.00	\$1,950.00	\$1,790.00	91.79%	75.00%	75.00%	68.85%	62	
Subtotal		258	43,380	33	133	2	168	\$156.37	\$156.37	\$164.71	\$26,270.00	\$5,775.00	\$5,435.50	94.12%	19.64%	21.58%	20.69%	42
Grand Total		258	43,380	33	133	2	168	\$156.37	\$156.37	\$164.71	\$26,270.00	\$5,775.00	\$5,435.50	94.12%	19.64%	21.58%	20.69%	42
Occupancy Summary			Occ.	Vacant	Offline	Total	Revenue					%		Other				
Space Count	33		133	2	168	Gross Potential Revenue*					\$26,270.00	100%	Reservation Count					4
Space Occupancy	19.64%		79.17%	1.19%	100%	Gross Occupied Revenue*					\$5,775.00	21.98%	Complimentary Count					0
Area	9,360		33,420	600	43,380	Gross Vacant Revenue*					\$20,165.00	76.76%	Offline Count					2
Area Occupancy	21.58%		77.04%	1.38%	100%	Gross Offline Revenue*					\$330.00	1.26%	Avg LOS - Based on MO*					42 Days
Average Area/Space*	284		251	300	258	Promotions*					\$0.00	0.00%	Avg LOS - Aggregated*					69 Days
Average (Rent or Sell Rate) per Space*	\$164.71		\$151.62	\$165.00	\$156.37	Actual Occupied Revenue (ECON)*					\$5,435.50	20.69%	Lifetime Value - Based on MO*					\$330.94
Average (Rent or Sell Rate) per SQ FT(Monthly)*	\$0.58		\$0.60	\$0.55	\$0.61								Lifetime Value - Aggregated*					\$484.18
Average (Rent or Sell Rate) per SQ FT(Annualized)*	\$6.96		\$7.20	\$6.60	\$7.32								Rent above / below sell rate*					25/8

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Size/Area Tier	Area per Space	Total Area	Occ. Spaces	Vacant Spaces	Offline Spaces	Total Spaces	Avg Set Rate ¹	Avg Sell Rate ²	Avg Rent ³	Gross Pot.	Gross Occ.	Actual Occ.	Income Occ. %	Space Occ. %	Area Occ. %	Econ Occ. %	Avg. LOS (MO)	
10' x 20'	200	18,200	21	70	0	91	\$135.00	\$135.00	\$131.33	\$12,285.00	\$2,835.00	\$2,758.00	97.28%	23.08%	23.08%	22.45%	40	
10' x 30'	300	20,700	6	61	2	69	\$165.00	\$165.00	\$147.92	\$11,385.00	\$990.00	\$887.50	89.65%	8.70%	8.70%	7.80%	21	
Total	243	38,900	27	131	2	160	\$147.94	\$147.94	\$135.02	\$23,670.00	\$3,825.00	\$3,645.50	95.31%	16.88%	15.42%	15.40%	34	
Occupancy Summary			Occ.	Vacant	Offline	Total	Revenue					%		Other				
Space Count			27	131	2	160	Gross Potential Revenue*					\$23,670.00	100%	Reservation Count				3
Space Occupancy			16.88%	81.88%	1.25%	100%	Gross Occupied Revenue*					\$3,825.00	16.16%	Complimentary Count				0
Area			6,000	32,300	600	38,900	Gross Vacant Revenue*					\$19,515.00	82.45%	Offline Count				2
Area Occupancy			15.42%	83.03%	1.54%	100%	Gross Offline Revenue*					\$330.00	1.39%	Avg LOS - Based on MO*				34 Days
Average Area/Space*			222	247	300	243	Promotions*					\$0.00	0.00%	Avg LOS - Aggregated*				66 Days
Average (Rent or Sell Rate) per Space*			\$135.02	\$148.97	\$165.00	\$147.94	Actual Occupied Revenue (ECON)*					\$3,645.50	15.40%	Lifetime Value - Based on MO*				\$165.60
Average (Rent or Sell Rate) per SQ FT(Monthly)*			\$0.61	\$0.60	\$0.55	\$0.61								Lifetime Value - Aggregated*				\$301.06
Average (Rent or Sell Rate) per SQ FT(Annualized)*			\$7.32	\$7.20	\$6.60	\$7.32								Rent above / below sell rate*				23/4

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14																				
Size/Area Tier	Area per Space	Total Area	Occ. Spaces	Vacant Spaces	Offline Spaces	Total Spaces	Avg Set Rate ¹	Avg Sell Rate ²	Avg Rent ³	Gross Pot.	Gross Occ.	Actual Occ.	Income Occ. %	Space Occ. %	Area Occ. %	Econ Occ. %	Avg. LOS (MO)			
14' x 40'	560	4,480	6	2	0	8	\$325.00	\$325.00	\$298.33	\$2,600.00	\$1,950.00	\$1,790.00	91.79%	75.00%	75.00%	68.85%	62			
Total	560	4,480	6	2	0	8	\$325.00	\$325.00	\$298.33	\$2,600.00	\$1,950.00	\$1,790.00	91.79%	75.00%	75.00%	68.85%	62			
Occupancy Summary						Revenue						Other								
Space Count	6		2		0		8		Gross Potential Revenue*			\$2,600.00		100%		Reservation Count			1	
Space Occupancy	75.00%		25.00%		0.00%		100%		Gross Occupied Revenue*			\$1,950.00		75.00%		Complimentary Count			0	
Area	3,360		1,120		0		4,480		Gross Vacant Revenue*			\$650.00		25.00%		Offline Count			0	
Area Occupancy	75.00%		25.00%		0.00%		100%		Gross Offline Revenue*			\$0.00		0.00%		Avg LOS - Based on MO*			62 Days	
Average Area/Space*	560		560		-		560		Promotions*			\$0.00		0.00%		Avg LOS - Aggregated*			82 Days	
Average (Rent or Sell Rate) per Space*	\$298.33		\$325.00		\$0		\$325.00		Actual Occupied Revenue (ECON)*			\$1,790.00		68.85%		Lifetime Value - Based on MO*			\$702.95	
Average (Rent or Sell Rate) per SQ FT(Monthly)*	\$0.53		\$0.58		\$0		\$0.58									Lifetime Value - Aggregated*			\$1,143.41	
Average (Rent or Sell Rate) per SQ FT(Annualized)*	\$6.36		\$6.96		\$0.00		\$6.96									Rent above / below sell rate*			2/4	

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Report Guide:

- (1) **Avg Set Rate:** A rate used as a consistent, seldom-changing rate used to gauge the overall financial potential of your property.
- (2) **Avg Sell Rate:** rent quoted by the property; not necessarily the same as the rent the tenant will pay if they enter a rental agreement
- (3) **Avg Rent:** The current rate charged as rent on an individual rental item (space). This may differ from the rate (sell rate).
- (4) **Income Occ % (Income Occupancy):** Actual occupied rates as a percentage of the Gross Occupied rates
- (5) **Average Area / Space:** This can be calculated as sum of total area divided by total spaces for total. It would follow the same logic for occupied, vacant and offline.
- (6) **Average (Rent or Sell Rate) per Space:** For occupied, this can be calculated as sum of current rent of all occupied spaces divided by occupied spaces.
However for vacant and offline ,it will look at sum of sell rate of vacant or offline spaces instead of current rent. Total can be calculated as sum of sell rate of all spaces divided by total spaces.
- (7) **Average (Rent or Sell Rate) per SQ FT (Monthly):** For occupied, this can be calculated as sum of current rent of all occupied spaces divided by occupied SQ FT.
However for vacant and offline ,it will look at sum of sell rate of vacant or offline spaces instead of current rent. Total can be calculated as sum of sell rate of all spaces divided by total SQ FT.
- (8) **Average (Rent or Sell Rate) per SQ FT (Annualized):** This can be calculated by multiplying Average (Rent or Sell Rate) per SQ FT (Monthly) by twelve.
- (9) **Gross Potential Revenue:** This can be calculated as the sum of sell rate of total spaces
- (10) **Gross Occupied Revenue:** This can be calculated as the sum of sell rate of all occupied spaces
- (11) **Gross Vacant Revenue:** This can be calculated as the sum of sell rate of all vacant spaces
- (12) **Gross Offline Revenue:** This can be calculated as the sum of sell rate of all offline spaces
- (13) **ECON/Economic Occupancy:** The ratio of occupied revenue (the sum of the current rent for all occupied spaces) to potential revenue (the sum of the sell rates for all spaces), expressed as a percentage
- (14) **Net Deposits MTD:** This can be calculated as sum of rental deposits (payments) collected for MTD (This should include deposits from storage revenue, parking revenue & other revenue)
- (15) **Promotions:** The total amount of promotional discounts recognized by accounting. Promotions are marketing incentives formally administered by the property to entice new or existing tenants to rent.
- (16) **Actual Occupied Revenue:** This can be calculated by sum of all the current rent of occupied spaces.
- (17) **Avg LOS MO (Averate Length of Stay based on move outs:** refers to the average duration in days that a tenant remained at a property.
It is generally calculated by finding the tenant's move-in date and move-out date, then determining the difference .
- (18) **Avg LOS (aggregated):** The aggregated duration in days considering; length of stay for moved out tenants and existing tenants.
- (19) **Lifetime Value (based on move outs):** Helps identify how much revenue (rental, coverage and fees) one can expect to earn from a tenant (who has moved out) over the life of their relationship with the property i.e. total revenue collected from a tenant over his total stay.
- (20) **Lifetime Value (aggregated):** Helps identify how much revenue (rental, coverage and fees) one can expect to earn from a tenant (who has moved out or a current tenant) over the life of their relationship with the property i.e. total revenue collected from a tenant over his total stay.
- (21) **Rent above/ below sell rate:** The count of leases paying above the average sell rate versus the count of leases paying below the sell rate excluding complimentary spaces.
This is displayed as 2 values in one .