Management Summary Sunday, June 30, 2024

L002 - Broomfield Storage, 7101 West 117th Ave, Broomfield CO 80020

-	Daily	Month-To-Date	Fiscal YTD	As of Sunday, June 30, 2024					
From	Jun-30-2024	Jun-01-2024	Jan-01-2024	Occupancy	<u>Units</u>		Area		
То	Jun-30-2024	Jun-30-2024	Jun-30-2024	Occupied	116	71.2%	9,746	77.4	
<u>Deposits</u>				Vacant*	47	28.8%	2,846	22.6	
Cash	0.00	160.00	748.67	Unrentable	0	0.0%	C	0.0	
Check	0.00	3,935.00	17,332.00	Complimentary	0		C		
ACH Debit	0.00	0.00	0.00	Total	163	100.0%	12,592	100.0	
Debit Card	0.00	0.00	0.00	iotai	105	100.0%	12,002	100.0	
				Waiting List	1 Au	tobilled**	51		
Charge Card	195.00	9,360.17	58,126.35	Overlocked**		surance**	100	D 1	
SubTotal	195.00	13,455.17	76,207.02	Overlocked	12 1113			Per Are	
Misc Deposit	0.00	0.00	0.00	Gross Potential Rates		13,4			
Total	195.00	13,455.17	76,207.02	Gross Unrentable Uni	t Rates		0 0.0%		
Payment Receipts				Gross Vacant Unit Ra	tes	2,4			
(Note: Receipts will on	ly match dance	ite made within the e	ama pariod	Gross Occupied Unit	Rates	10,9	10 81.4%	1.1	
				Gross Complimentary	Unit Rates		0 0.0%		
Deposits are based or				Actual Occupied Unit	Rates ²	10,5	75 78.9%	1.0	
Rent	185.00	11,664.16	65,593.88	Occupied Rate Varian		3	35 2.5%	0.0	
Recurring	0.00	0.00	0.00	Effective Rate after C		10,4			
Late Fee	0.00	645.00	3,728.00			10,1	10 771770		
NSF Fee	0.00	0.00	0.00	Unpaid Charges (Cur	rent tenants)				
Admin Fee	0.00	100.00	800.00		ount Units	%Units	%GrossPot		
Insurance	10.00	996.01	5,665.14	0-10	0.00	0.0	0.0		
Other	0.00	50.00	420.00		9.00 1	0.9	10.9		
Misc Deposit	0.00	0.00	0.00	31-60 57	0.00 7	6.0	4.3	5.	
Security Deposit	0.00	0.00	0.00	61-90 1	0.00	0.0	0.1	0	
Merchandise	0.00	0.00	0.00	91-120	0.00	0.0	0.0	0.	
Tax 1	0.00	0.00	0.00	121-180 3	0.00 2	1.7	0.2	0.	
Tax 2	0.00	0.00	0.00	181-360	0.00 0	0.0	0.0		
Total	195.00	13,455.17	76,207.02	>360	0.00 0	0.0	0.0	0.	
Total	100.00	10,400.17	70,207.02	Total 2,06	9.00 10	8.6	15.4		
Collections (Receipts	s collected towa	rds rent and late fee	s.)	D. P					
Prepaid Rent	185.00	3,611.00		Delinquency (Current					
Current Rent	0.00	7,640.16			2.00 5	4.30	2.60	3.2	
Past Due Rent	0.00	413.00			8.00				
Total	185.00	11,664.16			0.00				
Total				Total 61	0.00				
Current Late Fee	0.00	372.00		Liabilities	Units	Amo	ount		
Past Due Late Fee	0.00	273.00		Prepaid Rent	24	4,536			
Total	0.00	645.00		Prepaid Insurance	12		9.00		
				Prepaid Recurring Cha	_		0.00		
NSF Reversals	0	0	1	Security Deposits (Cas			0.00		
	0.00	0.00	100.00	Security Deposits (Cas	oii) i		5.00		
Concessions (Credits				Rent Last Change	<u>Units</u>	Rent	Variances	<u>Units</u>	
		105.00	1 040 00	0 - 6 Months	35		< 0%	72	
Rent	0.00	165.00	1,340.00	6 - 12 Months	10		0 - 15%	18	
Rent (Bad Debt)	0.00	295.00	6,350.00	12 - 18 Months	7		15 - 30%	13	
Late Fees	0.00	890.00	5,957.00	18 - 24 Months	14		30 - 50%	13	
Taxes	0.00	0.00	0.00	> 24 Months	50		> 50%	0	
Other	0.00	195.00	1,297.00	Total	116		Total	116	
Total	0.00	1,545.00	14,944.00	Total			rotar		
Discounts (Varian	ces from standa	ard rates.)		Owners' Alert		Total	Tenants		
Rent (Expiring)	0.00	0.00	0.00	Standard rates unchar	iged > 360 day		Occupied	116	
Rent (Non-Expiring)	0.00	1,155.00	2,070.00	Tenants rates unchang			Insurance	97	
			-	Days with payments ar			ACH Billed	0	
Bad Debts	0.00	0.00	168.00	Backdated payments	,	0			
				Backdated charges		0	Credit Card	44 :	
Activity				Deleted payments		Ö	Paid Online	25	
Move-Ins	0	5	39	The state of the s		ő			
Insurance	0	5	36	Deleted charges		0	Incurses		
Move-Outs	0	5	55	Deleted units			Insurance		
Transfers	0	0	0	Unit size changes		0	Premiums	98	
Rented Area Increase	0	-10	-794	Program defaults chan	ges	0	Coverage	197,00	
Collection Notes	0	4	22	Depart Evalenation					
Auctions	Ö	0	0	Report Explanation	aluda	.la!*-			
	J	ŭ	Ü	(*) Vacancies do not in					
Leads				(**) Reported values re	flect the currer	nt tenant s	tatus.		
Loudo	0	5	27	(1) Gross Pot. Rent = s	um of Std.Ren	tal Rates	as of the repo	ort date	
	-			 Gross Pot. Rent = sum of Std.Rental Rates as of the report date Actual Occ Rate = sum of actual rental rates for occupied units 					
SpareFoot Leads	0	0	0	(2) Actual Occ Rate = s	sum of actual n	ental rates	for occunied	units	
SpareFoot Leads Phone Leads				• •			•		
SpareFoot Leads Phone Leads Web Leads Walk-In Leads	0	0 3 4	0 19 24	(3) Effective Rate = Ac		Rate - Cre	•		

Management Summary Wednesday, July 31, 2024

L002 - Broomfield Storage, 7101 West 117th Ave, Broomfield CO 80020

LUUZ - Broomfield Stol	<u>Daily</u>	Month-To-Date	Fiscal YTD	As of Wednesday, July 31, 2024						
From	Jul-31-2024	Jul-01-2024	Jan-01-2024	Occupancy		Units		Area	1 %A	rea
То	Jul-31-2024	Jul-31-2024	Jul-31-2024	Occupied		123	77.4%	10,146	_	8%
Deposits				Vacant*		35	22.0%	2,336		6 %
Cash	0.00	0.00	748.67	Unrentable		1	0.6%	80		6 %
Check	60.00	2,095.00	19,427.00	Complimer	ntarv	0	,,	C		, •
ACH Debit	0.00	0.00	0.00	Total		159	100.0%	12,562	100.	0 0/
Debit Card	0.00	0.00	0.00	IUlai		100	100.0%	12,002	. 100.	0 %
	565.00	10,015.53		Waiting List		1 Au	tobilled**	51		
Charge Card SubTotal	625.00	12,110.53	68,141.88 88,317,55	Overlocked**		12 Ins	urance**	100	Per A	roo
	0.00	0.00			_ 1					
Misc Deposit		12,110.53	0.00	Gross Potential			13,9			1.11
Total	625.00	12,110.53	88,317.55	Gross Unrentable Unit Rates				80 0.6%		1.00
Payment Receipts				Gross Vacant Unit Rates Gross Occupied Unit Rates			2,5 11,2	540 18.3% 285 81.2%		1.09 1.11
(Note: Receipts will on	ly match deposi	its made within the s	same period.				1 1,2	0 0.0%		0.00
Deposits are based on	fiscal dates. Re	eceipts are calendar	based.)	Gross Complime		gates	11,9			1.17
Rent	555.00	10,306.28	75,900.16	Actual Occupied				615 -4.4%		0.06
Recurring	0.00	0.00	0.00	Occupied Rate \		3				
Late Fee	20.00	417.00	4,145.00	Effective Rate a	fter Concess	sions -	11,3	310 81.3%)	1.11
NSF Fee	0.00	0.00	0.00	Unpaid Charges	(Current te	nants)				
Admin Fee	0.00	220.00	1,020.00	Days	Amount	Units	%Units	%GrossPot	%Ac	tual
Insurance	50.00	1,017.25	6,682.39	0-10	245.00	0	0.0	1.8		2.1
Other	0.00	150.00	570.00	11-30	954.00	4	3.3	6.9		8.0
Misc Deposit	0.00	0.00	0.00	31-60	396.00	5	4.1	2.8		3.3
Security Deposit	0.00	0.00	0.00	61-90	0.00	0	0.0	0.0		0.0
Merchandise	0.00	0.00	0.00	91-120	10.00	0	0.0	0.1		0.1
Tax 1	0.00	0.00	0.00	121-180	20.00	0	0.0	0.1		0.2
Tax 2	0.00	0.00	0.00	181-360	20.00	2	1.6	0.1		0.2
Total	625.00	12,110.53	88,317.55	>360	0.00	0	0.0	0.0		0.0
Collections (Receipts	collected towa	rds rent and late fee	es.)	Total	1,645.00	11	8.9	11.8	1	13.8
Prepaid Rent	520.00	2,405.00	•	Delinquency (Cu	irrent tenan	ts >30 da	ays			
Current Rent	35.00	7,655.28		Rent	241.00	4	3.30	1.70	2	2.00
Past Due Rent	0.00	246.00		Other	205.00					
Total	555.00	10,306.28		Taxes	0.00					
	00.00			Total	446.00					
Current Late Fee	20.00	333.00		Liabilities		Units	Ame	ount		
Past Due Late Fee	0.00	84.00		Prepaid Rent		31	4,69	5.00		
Total	20.00	417.00		Prepaid Insurance	e	19		9.00		
NSF Reversals	0	0	1	Prepaid Recurrin		0		0.00		
NOI TREVEISUS	0.00	0.00	100.00	Security Deposits	s (Cash)	1	1	0.00		
		0.00	100.00	Rent Last Chang	e Units		Ren	t Variances	Units	
Concessions (Credits				0 - 6 Mo			11011	< 0%	69	
Rent	0.00	590.00	1,930.00	6 - 12 Mo	nths 2			0 - 15%	29	
Rent (Bad Debt)	300.00	3,525.00	9,875.00	12 - 18 Mo				15 - 30%	13	
Late Fees	234.00	3,636.00	9,593.00	18 - 24 Mo	nths 1			30 - 50%	12	
Taxes	0.00	0.00	0.00	> 24 Months 1				> 50%	0	
Other	80.00	1,500.00	2,797.00	Total 123				Total	123	
Total	614.00	9,251.00	24,195.00							
	ces from standa			Owners' Alert			Total	<u>Tenants</u>		
Rent (Expiring)	0.00	0.00	0.00	Standard rates ur				Occupied	123	
Rent (Non-Expiring)	0.00	1,160.00	3,230.00	Tenants rates un	-			Insurance	103	84%
Bad Debts	0.00	0.00	168.00	Days with payme		laily clos		ACH Billed	0	09
<u> </u>		0.00	700.00	Backdated payme			0	Credit Card	42	349
Activity				Backdated charge			3	Paid Online	22	18%
Move-Ins	0	11	50	Deleted payment	S		0			
Insurance	0	9	45	Deleted charges			0			
Move-Outs	1	4	59	Deleted units			4	Insurance		
Transfers	0	1	1	Unit size changes			4	Premiums)45.0
Rented Area Increase	-80	400	-584	Program defaults changes			0	Coverage	209,0	100.00
Collection Notes	0	0	22	Report Explanati	on					
Auctions	0	0	0			ınrentak	ام unite			
				(*) Vacancies do						
Leads			10.000	(**) Reported valu						
SpareFoot Leads	0	8	35	(1) Gross Pot. Re						
Phone Leads	0	0	0	(2) Actual Occ Ra	ate = sum of	actual re	ental rates	for occupied	l units	
Web Leads	0	5	24	(3) Effective Rate = Actual Occupied Rate - Credits Issued (Rent) -					Rent) -	
Walk-In Leads	0	6	30	(4) 1		a Discou				
Leads Converted	0	11	48	(4) Leads Converted is a count of unique tenant move-ins						

Management Summary Saturday, August 31, 2024

L002 - Broomfield Storage, 7101 West 117th Ave, Broomfield CO 80020

Looz - Broomlieid Sto	Daily	Month-To-Date	Fiscal YTD	As of Saturday, August 31, 2024						
From	Aug-31-2024	Aug-01-2024	Jan-01-2024			.	_	8 %A	roo	
То	Aug-31-2024	Aug-31-2024	Aug-31-2024			<u>Units</u> 121	76.1%	Area 9,798		0 %
Deposits	g 0	7.0g 0 1 2021	7 tag 01 2024	Occupied Vacant*		37	23.3%			
Cash	0.00	0.00	748.67	Unrentable		1	0.6%			6 %
Check	220.00	1,596.00	21,023.00	Complimen	tan/	ó	0.0%	(J 70
ACH Debit	0.00	0.00	0.00	All Designation of the Control of th	ital y		100.0		_	
				Total		159	100.0%	12,562	2 100.	J %
Debit Card	0.00	0.00	0.00	Waiting List		2 Au	tobilled**	51		
Charge Card	615.00	10,474.64	78,616.52	Overlocked**			urance**	100	D 4	
SubTotal	835.00	12,070.64	100,388.19		1	12 1115			Per A	
Misc Deposit	0.00	0.00	0.00	Gross Potential I			13,8			.10
Total	835.00	12,070.64	100,388.19	Gross Unrentabl		S		80 0.6%	-	.00
Payment Receipts				Gross Vacant Ur			2,8			.07
(Note: Receipts will or	nly match depos	its made within the s	same period.	Gross Occupied			10,9			1.11
Deposits are based o				Gross Complime			11,5	/(.00
Rent	750.00	10,134.03	86,034.19	Actual Occupied			-			
Recurring	0.00	0.00	0.00	Occupied Rate V		. 3		610 -4.4%		0.06
Late Fee	55.00	780.00	4,925.00	Effective Rate af	ter Conces	sions	11,3	81.6%	, 1	.15
NSF Fee	0.00	70.00	70.00	Unpaid Charges	(Current to	enants)				
Admin Fee	0.00	80.00	1,100.00	Days	Amount	Units	%Units	%GrossPot	%Act	ual
Insurance	30.00	906.61	7,589.00	0-10	350.00	0	0.0	2.5		3.0
Other	0.00	100.00	670.00	11-30	1,966.00	5	4.1	14.2		17.1
Misc Deposit	0.00	0.00	0.00	31-60	74.00	0	0.0	0.5		0.6
Security Deposit	0.00	0.00	0.00	61-90	311.00	7	5.8	2.2		2.7
Merchandise	0.00	0.00	0.00	91-120	0.00	0	0.0	0.0		0.0
Tax 1	0.00	0.00	0.00	121-180	20.00	0	0.0	0.1		0.2
Tax 2	0.00	0.00	0.00	181-360	30.00	2	1.7	0.2		0.3
Total	835.00	12,070.64	100,388.19	>360	0.00	0	0.0	0.0		0.0
Collections (Receipt	ts collected towa	ords rent and late fee	es.)	Total	2,751.00	14	11.6	19.8	2	23.8
Prepaid Rent	675.00	1,755.97		Delinguency (Cu						
Current Rent	75.00	7,698.06		Rent	241.00	4	3.30	1.70	2	.10
Past Due Rent	0.00	680.00		Other	194.00					
Total	750.00	10,134.03		Taxes	0.00					
Current Late Fee	55.00	660.00		Total	435.00					
Past Due Late Fee	0.00	120.00		<u>Liabilities</u>		<u>Units</u>		<u>ount</u>		
Total	55.00	780.00		Prepaid Rent		24	3,57			
i Otai	00.00	700.00		Prepaid Insurance		14		9.00		
NSF Reversals	0	0	1	Prepaid Recurring		0		0.00		
1101 1101010010	0.00	0.00	100.00	Security Deposits	(Cash)	1	1	0.00		
O		0.00	100.00	Rent Last Chang	e Units		Ren	t Variances	Units	
Concessions (Credit		045.00	0.445.00	0 - 6 Mor	nths 117			< 0%	66	
Rent (Bad Daht)	0.00	215.00	2,145.00	6 - 12 Mor	nths 2			0 - 15%	32	
Rent (Bad Debt) Late Fees	0.00 0.00	85.00 310.00	9,960.00	12 - 18 Mor				15 - 30%	11	
Taxes	0.00		9,903.00	18 - 24 Mor	nths 1			30 - 50%	12	
Other	0.00	0.00 0.00	0.00 2,797.00	> 24 Mor				> 50%	0	
Total	0.00	610.00	24,805.00	Т	otal 121			Total	121	
			24,003.00	O Aland			T-4-1	T		
	nces from standa		0.00	Owners' Alert Standard rates un	changed >	360 day	Total s 0	<u>Tenants</u>	101	
Rent (Expiring) Rent (Non-Expiring)	0.00 0.00	0.00 850.00	0.00 4,080.00	Tenants rates un	•			Occupied	121	00.
Nem (Non-Explinity)			4,060.00	Days with paymer				Insurance	104	869
Bad Debts	0.00	0.00	168.00	Backdated payme		aany oloo	0	ACH Billed	0	00
A				Backdated charge			2	Credit Card	47	399
Activity				Deleted payments			0	Paid Online	21	179
Move-Ins	0	4	54	Deleted charges	•		Ô			
Insurance	0	5	50	Deleted units			Ö	Insurance		
Move-Outs	0	6	65	Unit size changes			Ö	Premiums	1.0	55.0
Transfers	0	0	1	Program defaults			Ö			
Rented Area Increase		-348	-932	r rogram uciaulis	Changes		v	Coverage	211,0	UU.U
Collection Notes	0	0	22	Report Explanation						
Auctions	0	0	0	(*) Vacancies do r	not include	unrentab	le units.			
Leads				(**) Reported valu				status.		
SpareFoot Leads	0	1	36	(1) Gross Pot. Re					ort date	
Phone Leads	Ö	o O	0	(2) Actual Occ Ra				•		
Web Leads	Ö	4	28	(3) Effective Rate						
Walk-in Leads	0	2	32	(o) Ellective Nate		ra Discou		uno issueu (i	teny -	
Leads Converted	ő	4	52	(4) Leads Convert				t move-ins		
	J	7	U.	(1) 20000 00114011		or write	140 1011011			

Management Summary Monday, September 30, 2024 L002 - Broomfield Storage, 7101 West 117th Ave, Broomfield CO 80020

P	Daily	Month-To-Date	Fiscal YTD		As of Mo	onday, S		r 30, 2024		
From	Sep-30-2024	Sep-01-2024	Jan-01-2024	Occupancy		Units	%Units	Area		
То	Sep-30-2024	Sep-30-2024	Sep-30-2024	Occupied		117	73.6%	9,63	3 76.7	%
<u>Deposits</u>				Vacant*		41	25.8%		4 22.6	%
Cash	0.00	1,250.00	1,998.67	Unrentable		1	0.6%	80	0.6	%
Check	0.00	2,565.00	23,588.00	Compliment	ary	0		()	
ACH Debit	0.00	0.00	0.00	Total		159	100.0%	12,56	2 100.0	0/
Debit Card	0.00	0.00	0.00	Total		100	100.076	12,50	2 100.0	70
Charge Card	80.00	9,456.83		Waiting List		0 Au	tobilled**	51		
SubTotal	80.00	13,271.83	88,073.35	Overlocked**			urance**	100	Dor Ar	
	0.00	A SHOULD SELECTION	113,660.02		1	12 1113			Per Ar	
Misc Deposit		0.00	0.00	Gross Potential R			13,2			.05
Total	80.00	13,271.83	113,660.02	Gross Unrentable		S	_	80 0.6%	-	.00
Payment Receipts				Gross Vacant Uni				195 18.9%		.88
(Note: Receipts will or	nly match deposi	ts made within the s	same period.	Gross Occupied U			10,6			10
Deposits are based or	n fiscal dates. Re	eceipts are calendar	based.)	Gross Complimer		gates .		0 0.0%		00
Rent	70.00	10,832.50	96,866.69	Actual Occupied (Jnit Rates	-	11,2			17
Recurring	0.00	0.00	0.00	Occupied Rate Va				615 -4.7%		
Late Fee	0.00	1,045.00	5,970.00	Effective Rate after	er Conces	sions 3	10,9	95 83.2%	1.	14
NSF Fee	0.00	0.00	70.00	Unpaid Charges (Current to	nante)				
Admin Fee	0.00	80.00	1,180.00				0/11-1-	0/ C	0/ 4	1
Insurance	10.00	1,164.33	8,753.33	<u>Days</u> 0-10	Amount 0.00	<u>Units</u> 0	<u>%Units</u> 0.0	%GrossPo		-
Other	0.00	150.00	820.00		1,443.00	8	6.8	0.0 10.9		0.0 2.8
Misc Deposit	0.00	0.00	0.00	31-60	192.00	1	0.9	1.5		2.0 1.7
Security Deposit	0.00	0.00	0.00	61-90	0.00	0	0.0	0.0		0.0
Merchandise	0.00	0.00	0.00	91-120	0.00	Ö	0.0	0.0		0.0
Tax 1	0.00	0.00		121-180	0.00	0	0.0	0.0		0.0
Tax 2			0.00	181-360	0.00	0	0.0	0.0		0.0
Committee of the commit	0.00	0.00	0.00	>360	0.00	0	0.0	0.0		0.0
Total	80.00	13,271.83	113,660.02		1,635.00	9	7.7	12.4		1.5
Collections (Receipt	s collected towar	rds rent and late fee	es.)					14.7	1.5	r. .
Prepaid Rent	70.00	2,244.00	,	Delinguency (Curr	rent tenan	ts >30 da	ays			
Current Rent	0.00	7,947.50		Rent	150.00	1	0.90	1.10	1.	30
Past Due Rent	0.00	641.00		Other	42.00					
	70.00	10,832.50		Taxes	0.00					
Total	70.00	10,632.30		Total	192.00					
Current Late Fee	0.00	659.00				Llaita	Λ	ount.		
Past Due Late Fee	0.00	386.00		<u>Liabilities</u>		<u>Units</u>	-	ount		
Total	0.00	1,045.00		Prepaid Rent		14 6	3,10	4.00 8.34		
				Prepaid Insurance		0		0.00		
NSF Reversals	0	0	1	Prepaid Recurring		1		0.00		
	0.00	0.00	100.00	Security Deposits (Cash	1	1	0.00		
Concessions (Credit		0.00	100.00	Rent Last Change	Units		Ren	t Variances	Units	
Rent (Credit	•	200.00	0.405.00	0 - 6 Mont	hs 112		-	< 0%	64	
Rent (Bad Debt)	0.00	260.00	2,405.00	6 - 12 Mont	ths 3			0 - 15%	32	
	0.00	865.00	10,825.00	12 - 18 Mont	hs 0			15 - 30%	10	
Late Fees	0.00	1,017.00	10,920.00	18 - 24 Months 1			30 - 50%	11		
Taxes Other	0.00	0.00	0.00	> 24 Months 1				> 50%	0	
	0.00	220.00	3,017.00	Total 117				Total	117	
Total	0.00	2,362.00	27,167.00							
	ices from standa			Owners' Alert			Total	Tenants		
Rent (Expiring)	0.00	0.00	0.00	Standard rates und	•		0	Occupied	117	
Rent (Non-Expiring)	0.00	780.00	4,860.00	Tenants rates unch	-		2	Insurance	100	85%
Bad Debts	0.00	0.00	168.00	Days with payment	s and no c	laily close	e 0	ACH Billed	0	09
Dad Debis	0.00	0.00	100.00	Backdated paymer	nts		0	Credit Card		38%
Activity				Backdated charges	3		1			19%
Move-Ins	0	4	58	Deleted payments			3	Paid Online	22	13%
Insurance	ő	3	53	Deleted charges			0			
Move-Outs	0	8	73	Deleted units			0	Insurance		
Transfers	0	0		Unit size changes			0	Premiums	1,01	5.00
Rented Area Increase	0	-160	1 1 1 1 1 1 1 1 1	Program defaults changes			0	Coverage	203,00	
Collection Notes	0		-1,092	· · · · · · · · · · · · · · · · · · ·			-	Coverage	200,00	0.00
Auctions	0	1 0	23 0	Report Explanation	_					
	U	U	U	(*) Vacancies do no	ot include (ınrentabl	e units.			
Leads				(**) Reported value	s reflect th	e current	tenant s	tatus.		
SpareFoot Leads	0	0	36	(1) Gross Pot. Rent					ort date	
Phone Leads	Ö	ő	0					•		
Web Leads	0	1	29	(2) Actual Occ Rate				•		
Walk-In Leads	0	3		(3) Effective Rate =				aits issued (f	rent) -	
Leads Converted	0	4	35 56	(A) Londo Convert-		a Discou		t mare le-		
EGGGG CONVENEU	U	4	56	(4) Leads Converted is a count of unique tenant move-ins						