

Occupancy Statistics Report

Sunday, August 9th 2026

001 - First Class Storage

1308 Adair Ct SW, Cedar Rapids, IA, 52404

+1 (319) 208-6545

info@firstclassstorage.net

Consolidated Summary

All Spaces/Groups																			
Size/Area Tier	Area per Space	Total Area	Occ. Spaces	Vacant Spaces	Offline Spaces	Total Spaces	Avg Set Rate¹	Avg Sell Rate²	Avg Rent³	Gross Pot.	Gross Occ.	Actual Occ.	Income Occ. %	Space Occ. %	Area Occ. %	Econ Occ. %	Avg. LOS (MO)		
Standard Storage																			
1. 8	243	38,900	49	107	4	160	\$147.94	\$147.94	\$139.30	\$23,670.00	\$7,035.00	\$6,825.50	97.02%	30.63%	28.79%	28.84%	64		
2. 14	560	4,480	8	0	0	8	\$325.00	\$325.00	\$310.00	\$2,600.00	\$2,600.00	\$2,480.00	95.38%	100.00%	100.00%	95.38%	62		
Subtotal	258	43,380	57	107	4	168	\$156.37	\$156.37	\$163.25	\$26,270.00	\$9,635.00	\$9,305.50	96.58%	33.93%	36.15%	35.42%	63		
Grand Total	258	43,380	57	107	4	168	\$156.37	\$156.37	\$163.25	\$26,270.00	\$9,635.00	\$9,305.50	96.58%	33.93%	36.15%	35.42%	63		
Occupancy Summary							Revenue				%		Other						
Space Count		57		107		4		168		Gross Potential Revenue*		\$26,270.00 100%		Reservation Count				9	
Space Occupancy		33.93%		63.69%		2.38%		100%		Gross Occupied Revenue*		\$9,635.00 36.68%		Complimentary Count				0	
Area		15,680		26,600		1,100		43,380		Gross Vacant Revenue*		\$16,005.00 60.93%		Offline Count				4	
Area Occupancy		36.15%		61.32%		2.54%		100%		Gross Offline Revenue*		\$630.00 2.40%		Avg LOS - Based on MO*				63 Days	
Average Area/Space*		275		249		275		258		Promotions*		\$0.00 0.00%		Avg LOS - Aggregated*				93 Days	
Average (Rent or Sell Rate) per Space*		\$163.25		\$149.58		\$157.50		\$156.37		Actual Occupied Revenue (ECON)*		\$9,305.50 35.42%		Lifetime Value - Based on MO*				\$322.52	
Average (Rent or Sell Rate) per SQ FT(Monthly)*		\$0.59		\$0.60		\$0.57		\$0.61						Lifetime Value - Aggregated*				\$515.87	
Average (Rent or Sell Rate) per SQ FT(Annualized)*		\$7.08		\$7.20		\$6.84		\$7.32						Rent above / below sell rate*				49/8	

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Size/Area Tier	Area per Space	Total Area	Occ. Spaces	Vacant Spaces	Offline Spaces	Total Spaces	Avg Set Rate¹	Avg Sell Rate²	Avg Rent³	Gross Pot.	Gross Occ.	Actual Occ.	Income Occ. %	Space Occ. %	Area Occ. %	Econ Occ. %	Avg. LOS (MO)	
10' x 20'	200	18,200	35	55	1	91	\$135.00	\$135.00	\$132.80	\$12,285.00	\$4,725.00	\$4,648.00	98.37%	38.46%	38.46%	37.83%	65	
10' x 30'	300	20,700	14	52	3	69	\$165.00	\$165.00	\$155.54	\$11,385.00	\$2,310.00	\$2,177.50	94.26%	20.29%	20.29%	19.13%	58	
Total	243	38,900	49	107	4	160	\$147.94	\$147.94	\$139.30	\$23,670.00	\$7,035.00	\$6,825.50	97.02%	30.63%	28.79%	28.84%	64	
Occupancy Summary							Revenue				%		Other					
Space Count		49	107	4	160	Gross Potential Revenue*					\$23,670.00	100%	Reservation Count					8
Space Occupancy		30.63%	66.88%	2.50%	100%	Gross Occupied Revenue*					\$7,035.00	29.72%	Complimentary Count					0
Area		11,200	26,600	1,100	38,900	Gross Vacant Revenue*					\$16,005.00	67.62%	Offline Count					4
Area Occupancy		28.79%	68.38%	2.83%	100%	Gross Offline Revenue*					\$630.00	2.66%	Avg LOS - Based on MO*					64 Days
Average Area/Space*		229	249	275	243	Promotions*					\$0.00	0.00%	Avg LOS - Aggregated*					88 Days
Average (Rent or Sell Rate) per Space*		\$139.30	\$149.58	\$157.50	\$147.94	Actual Occupied Revenue (ECON)*					\$6,825.50	28.84%	Lifetime Value - Based on MO*					\$250.16
Average (Rent or Sell Rate) per SQ FT(Monthly)*		\$0.61	\$0.60	\$0.57	\$0.61						Lifetime Value - Aggregated*					\$356.44		
Average (Rent or Sell Rate) per SQ FT(Annualized)*		\$7.32	\$7.20	\$6.84	\$7.32						Rent above / below sell rate*					44/5		

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Size/Area Tier	Area per Space	Total Area	Occ. Spaces	Vacant Spaces	Offline Spaces	Total Spaces	Avg Set Rate¹	Avg Sell Rate²	Avg Rent³	Gross Pot.	Gross Occ.	Actual Occ.	Income Occ. %	Space Occ. %	Area Occ. %	Econ Occ. %	Avg. LOS (MO)	
14' x 40'	560	4,480	8	0	0	8	\$325.00	\$325.00	\$310.00	\$2,600.00	\$2,600.00	\$2,480.00	95.38%	100.00%	100.00%	95.38%	62	
Total	560	4,480	8	0	0	8	\$325.00	\$325.00	\$310.00	\$2,600.00	\$2,600.00	\$2,480.00	95.38%	100.00%	100.00%	95.38%	62	
Occupancy Summary							Revenue				%		Other					
Space Count		8	0	0	8	Gross Potential Revenue*				\$2,600.00	100%	Reservation Count				1		
Space Occupancy		100.00%	0.00%	0.00%	100%	Gross Occupied Revenue*				\$2,600.00	100.00%	Complimentary Count				0		
Area		4,480	0	0	4,480	Gross Vacant Revenue*				\$0.00	0.00%	Offline Count				0		
Area Occupancy		100.00%	0.00%	0.00%	100%	Gross Offline Revenue*				\$0.00	0.00%	Avg LOS - Based on MO*				62 Days		
Average Area/Space*		560	-	-	560	Promotions*				\$0.00	0.00%	Avg LOS - Aggregated*				126 Days		
Average (Rent or Sell Rate) per Space*		\$310.00	\$0	\$0	\$325.00	Actual Occupied Revenue (ECON)*				\$2,480.00	95.38%	Lifetime Value - Based on MO*				\$684.34		
Average (Rent or Sell Rate) per SQ FT(Monthly)*		\$0.55	\$0	\$0	\$0.58							Lifetime Value - Aggregated*				\$1,423.38		
Average (Rent or Sell Rate) per SQ FT(Annualized)*		\$6.60	\$0.00	\$0.00	\$6.96							Rent above / below sell rate*				5/3		

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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 .