

Management Summary

Monday, December 31, 2018

L001 - First Class Storage, 202 Coachman Dr, San Marcos TX 78666 TEL: (512) 392-6780

	Daily	Custom Period	Fiscal YTD
From	Dec-31-2018	Jan-01-2018	Jan-01-2018
To	Dec-31-2018	Dec-31-2018	Dec-31-2018
Deposits			
Cash	0.00	12,019.82	12,019.82
Check	0.00	30,269.84	30,269.84
ACH Debit	0.00	0.00	0.00
Debit Card	0.00	0.00	0.00
Charge Card	0.00	118,266.48	118,266.48
SubTotal	0.00	160,556.14	160,556.14
Misc Deposit	0.00	0.00	0.00
Total	0.00	160,556.14	160,556.14

Payment Receipts

(Note: Receipts will only match deposits made within the same period. Deposits are based on fiscal dates. Receipts are calendar based.)

Rent	0.00	232,360.97	232,360.97
Recurring	0.00	0.00	0.00
Late Fee	0.00	3,400.00	3,400.00
NSF Fee	0.00	0.00	0.00
Admin Fee	0.00	1,260.00	1,260.00
Insurance	0.00	0.00	0.00
Other	0.00	549.28	549.28
Misc Deposit	0.00	0.00	0.00
Security Deposit	0.00	0.00	0.00
Merchandise	0.00	10.49	10.49
Tax 1	0.00	597.14	597.14
Tax 2	0.00	0.00	0.00
Total	0.00	238,177.88	238,177.88

Collections (Receipts collected towards rent and late fees.)

Prepaid Rent	0.00	22,029.51	
Current Rent	0.00	192,871.76	
Past Due Rent	0.00	17,459.70	
Total	0.00	232,360.97	
Current Late Fee	0.00	3,210.00	
Past Due Late Fee	0.00	190.00	
Total	0.00	3,400.00	

NSF Reversals	0	0	0
	0.00	0.00	0.00

Concessions (Credits Issued)

Rent	200.00	6,441.00	6,441.00
Rent (Bad Debt)	0.00	21,226.55	21,226.55
Late Fees	0.00	2,170.00	2,170.00
Taxes	0.00	2.73	2.73
Other	0.00	800.72	800.72
Total	200.00	30,641.00	30,641.00

Discounts (Variances from standard rates.)

Rent (Expiring)	0.00	0.00	0.00
Rent (Non-Expiring)	0.00	33,546.36	33,546.36

Bad Debts	0.00	0.00	0.00
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Activity

Move-Ins	0	166	166
Insurance	0	0	0
Move-Outs	1	166	166
Transfers	0	5	5
Rented Area Increase	-100	1,085	1,085
Collection Notes	0	0	0
Auctions	0	7	7

Leads

SpareFoot Leads	0	0	0
Phone Leads	0	0	0
Web Leads	0	0	0
Walk-In Leads	0	166	166
Leads Converted	0	118	118

As of Monday, December 31, 2018

Occupancy	Units	%Units	Area	%Area
Occupied	261	64.9%	32,670	57.0 %
Vacant*	141	35.1%	24,680	43.0 %
Unrentable	0	0.0%	0	0.0 %
Complimentary	7		885	
Total	402	100.0%	57,350	100.0 %

Waiting List	0	Autobilled**	193	
Overlocked**	6	Insurance**	0	Per Area

Gross Potential Rates		36,630	100.0%	0.64
Gross Unrentable Unit Rates		0	0.0%	0.00
Gross Vacant Unit Rates		11,170	30.5%	0.45
Gross Occupied Unit Rates		25,460	69.5%	0.78
Gross Complimentary Unit Rates ₂		905	2.5%	1.02
Actual Occupied Unit Rates		20,545	56.1%	0.63
Occupied Rate Variance		4,915	13.4%	0.12
Effective Rate after Concessions	³	14,104	38.5%	0.43

Unpaid Charges (Current tenants)

Days	Amount	Units	%Units	%GrossPot	%Actual
0-10	50.00	1	0.4	0.1	0.2
11-30	2,260.00	13	5.0	6.2	11.0
31-60	1,030.00	6	2.3	2.8	5.0
61-90	40.00	0	0.0	0.1	0.2
91-120	725.00	2	0.8	2.0	3.5
121-180	1,075.00	8	3.1	2.9	5.2
181-360	0.00	0	0.0	0.0	0.0
>360	0.00	0	0.0	0.0	0.0
Total	5,180.00	30	11.5	14.1	25.2

Delinquency (Current tenants >30 days)

Rent	2,610.00	15	5.70	7.10	12.70
Other	260.00				
Taxes	0.00				
Total	2,870.00				

Liabilities

	Units	Amount
Prepaid Rent	13	995.00
Prepaid Insurance	0	0.00
Prepaid Recurring Charges	0	0.00
Security Deposits (Cash)	0	0.00

Rent Last Change

	Units	Rent Variances	Units
0 - 6 Months	52	< 0%	2
6 - 12 Months	35	0 - 15%	131
12 - 18 Months	29	15 - 30%	92
18 - 24 Months	17	30 - 50%	22
> 24 Months	128	> 50%	14
Total	261	Total	261

Owners' Alert

	Total	Tenants	Units
Standard rates unchanged > 360 days	60	Occupied	261
Tenants rates unchanged > 360 days	159	Insurance	0 0%
Days with payments and no daily close	0	ACH Billed	0 0%
Backdated payments	0	Credit Card	1,605 615%
Backdated charges	0	Paid Online	0 0%
Deleted payments	1		
Deleted charges	45		
Deleted units	0	Insurance	
Unit size changes	7	Premiums	0.00
Program defaults changes	0	Coverage	0.00

Report Explanation

(*) Vacancies do not include unrentable units.

(**) Reported values reflect the current tenant status.

(1) Gross Pot. Rent = sum of Std. Rental Rates as of the report date

(2) Actual Occ Rate = sum of actual rental rates for occupied units

(3) Effective Rate = Actual Occupied Rate - Credits Issued (Rent) - Expiring Discounts

(4) Leads Converted is a count of unique tenant move-ins