

# Management Summary

Tuesday, December 31, 2019

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

	Daily	Custom Period	Fiscal YTD
From	Dec-31-2019	Jan-01-2019	Jan-01-2019
To	Dec-31-2019	Dec-31-2019	Dec-31-2019
<b>Deposits</b>			
Cash	0.00	3,198.33	3,198.33
Check	0.00	14,040.67	14,040.67
ACH Debit	0.00	0.00	0.00
Debit Card	0.00	0.00	0.00
<b>Charge Card</b>	<b>0.00</b>	<b>60,337.74</b>	<b>60,337.74</b>
SubTotal	0.00	77,576.74	77,576.74
Misc Deposit	0.00	0.00	0.00
Total	0.00	77,576.74	77,576.74

**Payment Receipts**

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

Rent	1,431.93	226,240.73	226,240.73
Recurring	0.00	0.00	0.00
Late Fee	20.00	2,630.00	2,630.00
NSF Fee	0.00	0.00	0.00
Admin Fee	20.00	1,093.67	1,093.67
Insurance	0.00	0.00	0.00
Other	0.00	190.00	190.00
Misc Deposit	0.00	0.00	0.00
Security Deposit	0.00	0.00	0.00
Merchandise	0.00	6.44	6.44
Tax 1	0.00	1,176.90	1,176.90
Tax 2	0.00	0.00	0.00
<b>Total</b>	<b>1,471.93</b>	<b>231,337.74</b>	<b>231,337.74</b>

**Collections** (Receipts collected towards rent and late fees.)

Prepaid Rent	625.00	13,935.65	
Current Rent	6.93	201,402.41	
Past Due Rent	800.00	10,902.67	
<b>Total</b>	<b>1,431.93</b>	<b>226,240.73</b>	
Current Late Fee	20.00	2,450.00	
Past Due Late Fee	0.00	180.00	
<b>Total</b>	<b>20.00</b>	<b>2,630.00</b>	

**NSF Reversals**

	0	0	0
<b>Total</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

**Concessions** (Credits Issued)

Rent	0.00	18,439.40	18,439.40
Rent (Bad Debt)	0.00	8,364.65	8,364.65
Late Fees	10.00	1,934.50	1,934.50
Taxes	0.00	25.00	25.00
Other	0.00	386.33	386.33
<b>Total</b>	<b>10.00</b>	<b>29,149.88</b>	<b>29,149.88</b>

**Discounts** (Variances from standard rates.)

Rent (Expiring)	0.00	0.00	0.00
Rent (Non-Expiring)	0.00	53,727.62	53,727.62

**Bad Debts**

	0.00	92.00	92.00
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**Activity**

Move-Ins	2	144	144
Insurance	0	0	0
Move-Outs	7	156	156
Transfers	0	4	4
Rented Area Increase	-1,105	-1,200	-1,200
Collection Notes	0	0	0
Auctions	0	0	0

**Leads**

SpareFoot Leads	0	0	0
Phone Leads	0	0	0
Web Leads	0	0	0
Walk-In Leads	2	144	144
Leads Converted	2	117	117

**As of Tuesday, December 31, 2019**

Occupancy	Units	%Units	Area	%Area
Occupied	249	69.2%	31,470	69.6%
Vacant*	111	30.8%	13,720	30.4%
Unrentable	0	0.0%	0	0.0%
Complimentary	7		935	
<b>Total</b>	<b>360</b>	<b>100.0%</b>	<b>45,190</b>	<b>100.0%</b>

Waiting List	0	Autobilled**	193	
Overlocked**	6	Insurance**	0	<b>Per Area</b>

Gross Potential Rates	1	34,510	100.0%	0.76
Gross Unrentable Unit Rates		0	0.0%	0.00
Gross Vacant Unit Rates		10,785	31.3%	0.79
Gross Occupied Unit Rates		23,725	68.7%	0.75
Gross Complimentary Unit Rates	2	775	2.2%	0.83
Actual Occupied Unit Rates		19,840	57.5%	0.63
Occupied Rate Variance		3,885	11.3%	0.10
Effective Rate after Concessions	3	1,401	4.1%	0.04

**Unpaid Charges (Current tenants)**

Days	Amount	Units	%Units	%GrossPot	%Actual
0-10	50.00	1	0.4	0.1	0.3
11-30	2,469.03	12	4.8	7.2	12.4
31-60	1,295.00	4	1.6	3.8	6.5
61-90	30.00	0	0.0	0.1	0.2
91-120	830.00	6	2.4	2.4	4.2
121-180	780.00	2	0.8	2.3	3.9
181-360	1,190.00	3	1.2	3.4	6.0
>360	45.00	1	0.4	0.1	0.2
<b>Total</b>	<b>6,689.03</b>	<b>29</b>	<b>11.6</b>	<b>19.4</b>	<b>33.7</b>

**Delinquency (Current tenants >30 days)**

Rent	4,080.00	16	6.40	11.80	20.60
Other	90.00				
Taxes	0.00				
<b>Total</b>	<b>4,170.00</b>				

**Liabilities**

	Units	Amount
Prepaid Rent	16	1,684.09
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	47	< 0%	1
6 - 12 Months	31	0 - 15%	151
12 - 18 Months	25	15 - 30%	63
18 - 24 Months	23	30 - 50%	20
> 24 Months	123	> 50%	14
<b>Total</b>	<b>249</b>	<b>Total</b>	<b>249</b>

**Owners' Alert**

	Total	Tenants	
Standard rates unchanged > 360 days	324	Occupied	249
Tenants rates unchanged > 360 days	169	Insurance	0 0%
Days with payments and no daily close	234	ACH Billed	0 0%
Backdated payments	0	Credit Card	1,732 696%
Backdated charges	0	Paid Online	0 0%
Deleted payments	2		
Deleted charges	72	<b>Insurance</b>	
Deleted units	42	Premiums	0.00
Unit size changes	0	Coverage	0.00
Program defaults changes	2		

**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