

# Management Summary

## Thursday, December 31, 2020

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

	Daily	Custom Period	Fiscal YTD
From	Dec-31-2020	Jul-01-2020	Jan-01-2020
To	Dec-31-2020	Dec-31-2020	Dec-31-2020
<b>Deposits</b>			
Cash	0.00	0.00	0.00
Check	0.00	0.00	0.00
ACH Debit	0.00	0.00	0.00
Debit Card	0.00	0.00	0.00
Charge Card	0.00	0.00	0.00
SubTotal	0.00	0.00	0.00
Misc Deposit	0.00	0.00	0.00
Total	0.00	0.00	0.00

### Payment Receipts

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

Rent	160.00	150,963.14	261,995.48
Recurring	0.00	0.00	0.00
Late Fee	0.00	1,350.00	2,885.00
NSF Fee	0.00	0.00	0.00
Admin Fee	0.00	1,220.00	1,536.44
Insurance	0.00	0.00	0.00
Other	0.00	0.00	0.00
Misc Deposit	0.00	0.00	0.00
Security Deposit	0.00	0.00	0.00
Merchandise	0.00	336.98	374.96
Tax 1	0.00	1,197.64	1,857.65
Tax 2	0.00	0.00	0.00
Total	160.00	155,067.76	268,649.53

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

Prepaid Rent	160.00	13,190.52
Current Rent	0.00	129,601.62
Past Due Rent	0.00	8,171.00
Total	160.00	150,963.14
Current Late Fee	0.00	1,140.00
Past Due Late Fee	0.00	210.00
Total	0.00	1,350.00

### NSF Reversals

	0	0	0
Total	0.00	0.00	0.00

### Concessions (Credits Issued)

Rent	0.00	5,565.66	11,079.66
Rent (Bad Debt)	0.00	5,600.00	7,471.17
Late Fees	0.00	1,250.00	2,115.00
Taxes	0.00	11.45	31.45
Other	0.00	60.00	123.56
Total	0.00	12,487.11	20,820.84

### Discounts (Variances from standard rates.)

Rent (Expiring)	0.00	0.00	0.00
Rent (Non-Expiring)	0.00	23,275.06	46,345.12

### Bad Debts

	0.00	0.00	0.00
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### Activity

Move-Ins	0	177	230
Insurance	0	0	0
Move-Outs	1	128	167
Transfers	0	9	14
Rented Area Increase	-100	7,020	10,390
Collection Notes	0	3	3
Auctions	0	0	0

### Leads

SpareFoot Leads	0	0	0
Phone Leads	0	0	0
Web Leads	0	0	0
Walk-In Leads	0	177	230
Leads Converted	0	134	164

### As of Thursday, December 31, 2020

Occupancy	Units	%Units	Area	%Area
Occupied	312	83.0%	41,860	86.5 %
Vacant*	64	17.0%	6,530	13.5 %
Unrentable	0	0.0%	0	0.0 %
Complimentary	6		735	
Total	376	100.0%	48,390	100.0 %

Waiting List	0	Autobilled**	197	
Overlocked**	6	Insurance**	0	<b>Per Area</b>

Gross Potential Rates	1	37,655	100.0%	0.78
Gross Unrentable Unit Rates		0	0.0%	0.00
Gross Vacant Unit Rates		5,564	14.8%	0.85
Gross Occupied Unit Rates		32,090	85.2%	0.77
Gross Complimentary Unit Rates	2	755	2.0%	1.03
Actual Occupied Unit Rates		27,370	72.7%	0.65
Occupied Rate Variance		4,720	12.5%	0.09
Effective Rate after Concessions	3	21,804	57.9%	0.52

### Unpaid Charges (Current tenants)

Days	Amount	Units	%Units	%GrossPot	%Actual
0-10	0.00	0	0.0	0.0	0.0
11-30	1,970.00	10	3.2	5.2	7.2
31-60	1,230.00	4	1.3	3.3	4.5
61-90	40.00	0	0.0	0.1	0.1
91-120	1,005.00	4	1.3	2.7	3.7
121-180	1,210.00	2	0.6	3.2	4.4
181-360	2,040.00	4	1.3	5.4	7.5
>360	1,835.00	3	1.0	4.9	6.7
Total	9,330.00	27	8.6	24.7	34.1

### Delinquency (Current tenants >30 days)

Rent	7,100.00	17	5.40	18.90	25.90
Other	260.00				
Taxes	0.00				
Total	7,360.00				

### Liabilities

	Units	Amount
Prepaid Rent	16	1,695.00
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	< 0%	1
6 - 12 Months	0 - 15%	233
12 - 18 Months	15 - 30%	51
18 - 24 Months	30 - 50%	16
> 24 Months	> 50%	11
Total	Total	312

### Owners' Alert

	Total	Tenants	
Standard rates unchanged > 360 days	215	Occupied	312
Tenants rates unchanged > 360 days	83	Insurance	0 0%
Days with payments and no daily close	147	ACH Billed	0 0%
Backdated payments	0	Credit Card	837 268%
Backdated charges	0	Paid Online	88 28%
Deleted payments	2		
Deleted charges	53		
Deleted units	0	<b>Insurance</b>	
Unit size changes	0	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