

COMPASS REPORT

On-demand feasibility analysis for self storage professionals.

1000 E 13th St N

Wichita

KS 67214

USA

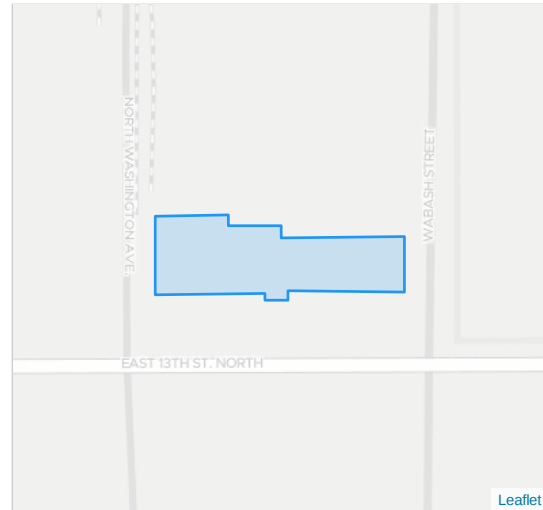
Monday, February 11th 2019, 7:55:54 pm



TCF Bank is a customer of Union Realtime dba Radius and is not the agent of or affiliated with Radius. All information provided by Radius.

OVERVIEW

Facility Name	U-Haul Moving & Storage of McAdams Park	Number of Buildings	1
Contact Name		Max Stories	1
Contact Phone		Gross Ft²	21,145
Contact Email		Net Ft²	15,225
Address	1000 E 13th St N		
City	Wichita		
State	KS		
Zip	67214		
CBSA	Wichita, KS		

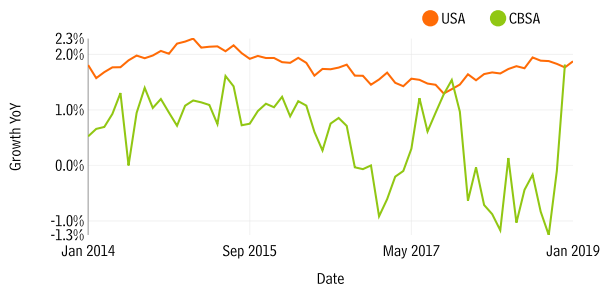


DEMOGRAPHICS

	1-mile	3-mile	5-mile	10 min drive	CBSA
Population 2016 ACS	8,372	89,380	209,293	130,444	640,505
5 Year Population growth	-7.1%	-0.5%	1.3%	-0.8%	-
2015 to 2016 population growth	-0.2%	0.2%	-0.5%	-1.0%	-
Population Density (people/mile²)	2,684	3,183	2,822	2,769	-
Households	3,251	35,976	85,156	51,941	270,248
Renter Occupied (%)	2,073 (64.0%)	18,704 (52.0%)	41,120 (48.0%)	25,892 (50.0%)	83,987 (31.1%)
Average Household Income	\$32,929	\$45,519	\$51,454	\$46,894	\$62,474
Median Household Income	\$26,159	\$37,093	\$43,706	\$41,153	\$52,453

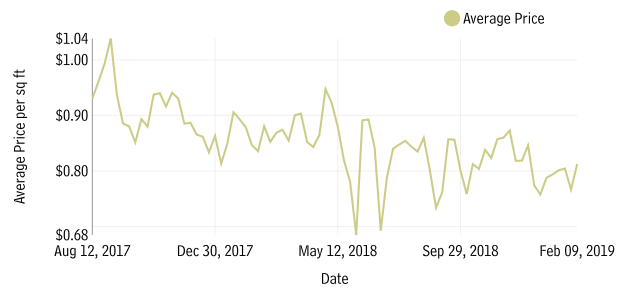
CHARTING

Wichita, KS - Employment



Source: US Bureau of Labor Statistics

Wichita, KS - Pricing



Source: Union Realtime

EXISTING SUPPLY

	1-mile	3-mile	5-mile	10 min drive	CBSA
Number of facilities	1	16	34	24	162
Net rentable ft ²	15,225	485,699	1,267,753	843,415	4,411,702
Net rentable ft ² / person	1.8	5.4	6.1	6.5	6.9
Net rentable ft ² / house	4.7	13.5	14.9	16.2	16.3

SUPPLY ADJUSTED FOR NEW DEVELOPMENT

	1-mile	3-mile	5-mile	10 min drive	CBSA
Number of facilities	1	16	35	25	167
Net rentable ft ²	15,225	485,699	1,339,753	915,415	4,714,202
Net rentable ft ² / person	1.8	5.4	6.4	7.0	7.4
Net rentable ft ² / house	4.7	13.5	15.7	17.6	17.4

MARKET DEMAND

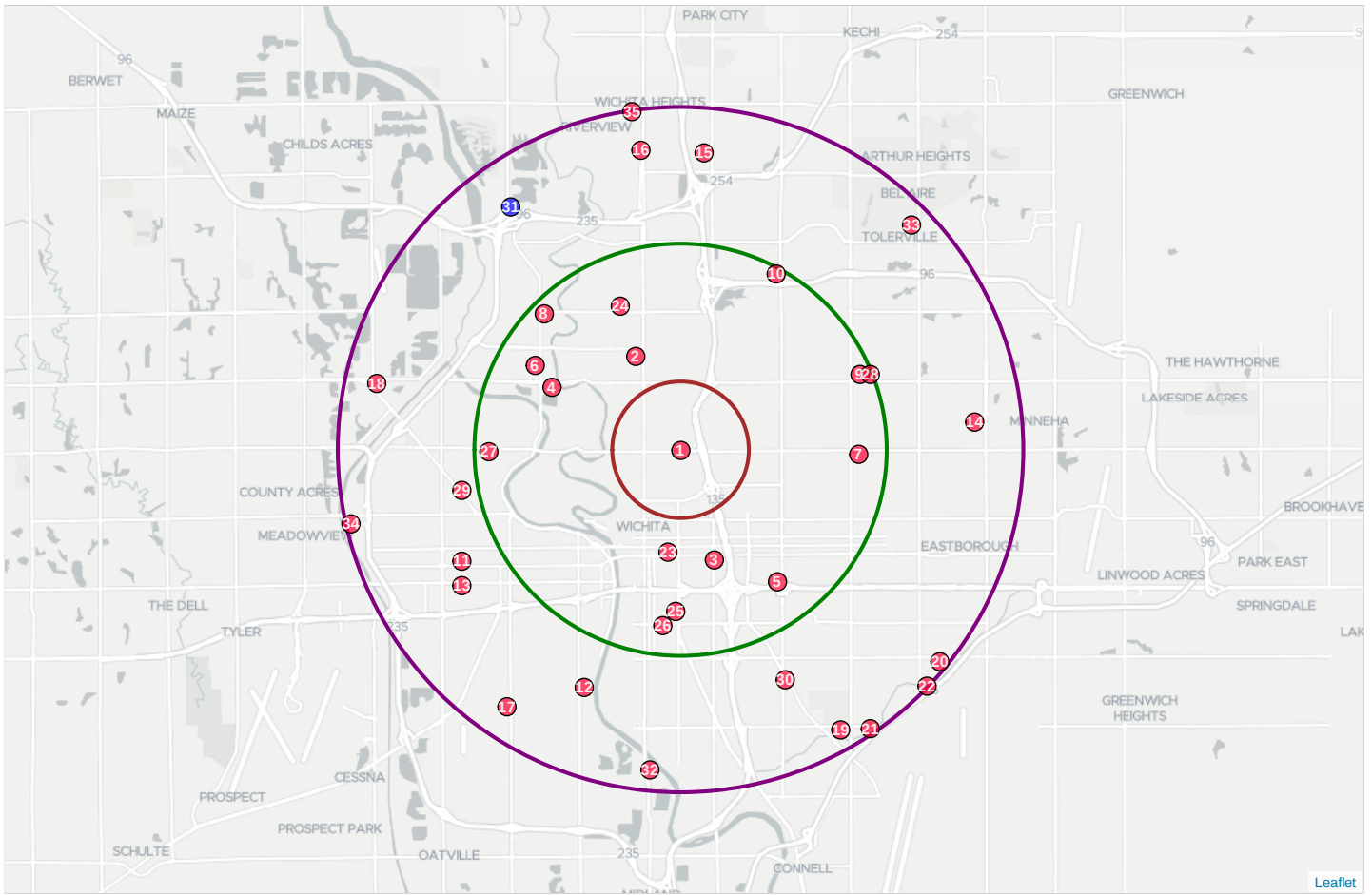
	1-mile	3-mile	5-mile	10 min drive	CBSA
Demand @ 5ft ² / person	41,860.0	446,900	1,046,465	652,220	3,202,525
Demand @ 6ft ² / person	50,232.0	536,280	1,255,758	782,664	3,843,030
Demand @ 7ft ² / person	58,604.0	625,660	1,465,051	913,108	4,483,535
Demand @ 8ft ² / person	66,976.0	715,040	1,674,344	1,043,552	5,124,040

SUPPLY/DEMAND ANALYSIS - EXISTING SUPPLY

	1-mile	3-mile	5-mile	10 min drive	CBSA
Under supply @ 5	26,635	-38,799	-221,288	-191,195	-1,209,177
Under supply @ 6	35,007	50,581	-11,995	-60,751	-568,672
Under supply @ 7	43,379	139,961	197,298	69,693	71,833
Under supply @ 8	51,751	229,341	406,591	200,137	712,338

SUPPLY/DEMAND ANALYSIS - SUPPLY ADJUSTED FOR NEW DEVELOPMENT

	1-mile	3-mile	5-mile	10 min drive	CBSA
Under supply @ 5	26,635	-38,799	-293,288	-263,195	-1,511,677
Under supply @ 6	35,007	50,581	-83,995	-132,751	-871,172
Under supply @ 7	43,379	139,961	125,298	-2,307	-230,667
Under supply @ 8	51,751	229,341	334,591	128,137	409,838



PRICING ANALYSIS TRAILING 12 MONTHS LOCATION: 1000 E 13TH ST N, WICHITA, KS 67214, USA ↓ LOW ↑ HIGH — LAST ● AVERAGE

Facility		All Units					CC				
		5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
#1: U-Haul Moving & Storage of McAdams Park	●	42.98	60.66	100.61	129.57		42.44	59.93	99.82	129.48	
1000 E 13th St N Wichita KS 67214 US	↑	43.31	60.78	100.86	129.95		42.51	59.95	100.02	129.95	
132 units at 15,224ft² • 0m 0.00mi	↓	42.31	60.60	99.95	127.38		42.28	59.89	99.20	126.89	
	—	42.00	60.00	100.00	130.00		42.00	60.00	100.00	130.00	
#2: Nomar Self Storage	●	23.33	50.00	76.67	56.77						
2505 N Market St Wichita KS 67219 US	↑	23.37	50.00	76.74	73.33						
87 units at 10,092ft² • 2,437m 1.51mi	↓	23.30	50.00	76.59	25.00						
	—	23.00	50.00	75.00	73.00						
#3: STOR-ALL Self Storage of Wichita	●		72.11	101.20		140.00		95.00	125.00		
122 South Hydraulic Avenue Wichita	↑		95.00	125.00		140.00		95.00	125.00		
106 units at 12,194ft² • 2,700m 1.68mi	↓		60.00	90.00		140.00		95.00	125.00		
	—		60.00	90.00							
#4: Affordable Family Storage - Wichita	●	30.00	45.00	79.00	105.00	130.00	30.00	45.00	79.00	105.00	130.00
1821 W 21st St N	↑	30.00	45.00	79.00	105.00	130.00	30.00	45.00	79.00	105.00	130.00

Facility	All Units					CC				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Wichita KS 67203 USA 309 units at 35,542ft ² • 3,364m 2.09mi	↓ 30.00	45.00	79.00	105.00	130.00	30.00	45.00	79.00	105.00	130.00
#5: Security Self Storage 405 South Hillside Street Wichita 306 units at 35,297ft ² • 3,847m 2.39mi	● 30.00	45.00	79.00	105.00	130.00		90.69	159.43	224.97	214.00
	↑ 98.46	168.38	230.87	249.33			104.29	168.38	230.87	214.00
	↓ 71.50	138.98	218.44	214.00			74.00	149.00	218.44	214.00
	— 72.00	149.00	220.00	209.00			74.00	149.00	220.00	
#6: STOR-ALL Self Storage of Wichita 2359 N Amidon Ave Wichita KS 67204 US 349 units at 40,136ft ² • 3,928m 2.44mi	● 55.00	90.00		140.00						
	↑ 55.00	90.00		140.00						
	↓ 55.00	90.00		140.00						
	— 55.00	90.00		140.00						
#7: MaxSecure Storage 4929 E 13th St N Wichita KS 67208 US 558 units at 64,178ft ² • 4,190m 2.60mi	● 23.73	46.11	90.00	120.00						
	↑ 24.00	48.00	90.00	120.00						
	↓ 23.00	44.00	90.00	120.00						
	— 48.00	90.00	120.00							
#8: Security Self Storage 2940 North Amidon Avenue Wichita 270 units at 31,117ft ² • 4,505m 2.80mi	● 32.15	49.72	80.41		160.75					
	↑ 40.00	63.00	85.74		164.00					
	↓ 24.67	40.11	71.50		159.00					
	— 27.00	44.00	74.00							
#9: Extra Space Storage 5010 E 21st St N Wichita KS 67208 US 448 units at 51,616ft ² • 4,578m 2.84mi	● 35.44	66.04	115.47	168.65	257.78	36.45	67.75	117.59	176.72	261.90
	↑ 49.44	88.64	144.00	201.00	324.67	49.44	94.90	144.00	205.16	324.67
	↓ 29.00	54.80	90.89	139.75	219.76	29.00	54.80	90.89	147.87	219.76
	— 41.00		144.00	202.00	218.00	41.00		144.00	202.00	218.00
#10: American Self Storage 3401 North Hillside Street Wichita 398 units at 45,818ft ² • 4,691m 2.91mi	● 28.00	42.67	63.19	99.00	120.00					
	↑ 28.00	42.79	79.00	99.00	120.00					
	↓ 28.00	42.47	55.26	99.00	120.00					
	— 28.00	42.00	79.00		120.00					
#11: MaxSecure Storage 3540 West Douglas Avenue Wichita 740 units at 85,117ft ² • 5,764m 3.58mi	● 23.00	44.55	80.00		109.18	23.00				
	↑ 23.00	47.00	80.00		125.00	23.00				
	↓ 23.00	38.40	80.00		90.00	23.00				
	— 23.00	47.00	80.00		125.00					
#12: Security Self Storage 2010 South Seneca Street Wichita 385 units at 44,278ft ² • 5,998m 3.73mi	● 32.63	43.95	95.23		132.15					
	↑ 39.00	52.26	112.00		146.00					
	↓ 19.00	34.00	60.33		89.00					
	— 19.00	34.00	59.00		89.00					
#13: Public Storage 3515 West Maple Street Wichita 420 units at 48,377ft ² • 6,038m 3.75mi	● 40.80	73.20			108.26					
	↑ 45.74	84.75			131.81					
	↓ 35.14	61.03			86.58					
	— 40.00	59.00			94.00					
#14: Security Self Storage 1701 North Rock Road Wichita	● 31.59	60.99	84.18		154.66	46.12	91.21			
	↑ 37.61	81.61	91.11		172.00	50.46	108.40			

471 units at 54,215ft² • 6,942m | 4.31mi

Facility	All Units					CC				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
	↓ 23.25	37.00	69.00		129.00	41.18	79.38			
	— 24.00	37.00	69.00		129.00					
#15: Store in a Wink	●	45.00	77.54	110.07	139.68					
4825 N Hydraulic St	↑	45.00	80.00	115.00	145.00					
Park City										
KS 67219	↓	45.00	75.00	105.00	130.00					
US										
165 units at 18,987ft ² • 6,983m 4.34mi	—	45.00	80.00	115.00	145.00					
#16: AAA Storage	●	35.00			91.82					
4801 N Broadway Ave	↑	35.00			95.00					
Park City										
KS 67219	↓	35.00			90.00					
US										
264 units at 30,384ft ² • 7,073m 4.39mi	—	35.00			90.00					
#17: E-Z Self Storage	●	35.00	49.00		99.00					
2201 S Meridian Ave	↑	35.00	49.00		99.00					
Wichita										
KS 67213	↓	35.00	49.00		99.00					
US										
412 units at 47,440ft ² • 7,271m 4.52mi	—									
#18: UNeedA Storage	●	23.00	46.66	82.44						
2120 North Hoover Road	↑	23.00	53.00	90.00						
Wichita	↓	23.00	40.00	75.00						
550 units at 63,281ft ² • 7,291m 4.53mi	—	23.00	53.00	85.00						
#19: STOR-ALL Self Storage of Wichita	●	60.00	95.00	115.00	125.00					
4545 E Pawnee St	↑	60.00	95.00	115.00	125.00					
Wichita										
KS 67218	↓	60.00	95.00	115.00	125.00					
US										
555 units at 63,917ft ² • 7,569m 4.70mi	—	60.00		115.00						
#20: Public Storage	●	33.41	44.81	65.96		93.25				
6805 East Harry Street	↑	38.59	51.24	82.57		105.59				
Wichita	↓	24.00	36.33	57.32		77.72				
536 units at 61,657ft ² • 7,858m 4.88mi	—	28.00	35.00	64.00		95.00				
#21: U-Haul Moving & Storage of Towne East	●	59.95	64.95	89.28	119.95					
5213 E Pawnee St	↑	59.95	64.95	104.95	119.95					
Wichita										
KS 67218	↓	59.95	64.95	84.95	119.95					
US										
60 units at 6,962ft ² • 7,894m 4.91mi	—	65.00								
#22: Public Storage	●	43.44	65.50		85.87					
1930 South Woodlawn Boulevard	↑	53.88	86.00		96.92					
Wichita	↓	33.99	51.95		65.77					
461 units at 53,036ft ² • 8,000m 4.97mi	—	44.00	70.00		85.00					
Facilities Without Pricing Data										
#23: Downtown Mini-Storage	●									
115 N Mead St	↑									
Wichita	↓									
KS 67202										
- units at 13,487ft ² • 2,429m 1.51mi	—									

Facility	All Units					CC				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
#24: Cortez Storage										
354 W 29th St N										
Wichita										
KS 67204										
- units at 8,687ft² • 3,639m 2.26mi										
#25: Hep-U-Stor-It										
919 E Gilbert St										
Wichita										
KS 67211										
- units at 13,179ft² • 3,789m 2.35mi										
#26: Santa Fe Self Storage										
611 E Lincoln St										
Wichita										
KS 67211										
- units at 5,417ft² • 4,130m 2.57mi										
#27: U-Stor Indian Hills										
2935 W 13th St N										
Wichita										
KS 67203										
- units at 55,528ft² • 4,516m 2.81mi										
#28: U-Stor University										
5240 E 21st St N										
Wichita										
KS 67208										
- units at 48,183ft² • 4,786m 2.97mi										
#29: Arrowhead Storage										
3429 W 8th St N										
Wichita										
KS 67203										
- units at 17,972ft² • 5,230m 3.25mi										
#30: U-Stor George Washington										
1775 George Washington Blvd										
Wichita										
KS 67218										
- units at 52,231ft² • 5,910m 3.67mi										
#31: New Self Storage Facility										
4101 N Meridian Ave										
Wichita										
KS 67204										
- units at 72,000ft² • 6,943m 4.31mi										
#32: Bill's South Broadway U-Storage										
3002 S Broadway St										
Wichita										
KS 67216										
- units at 9,383ft² • 7,536m 4.68mi										
#33: Bel Aire Mini-Storage										
4041 N Woodlawn Ct										
Bel Aire										
KS 67220										
- units at 15,254ft² • 7,557m 4.70mi										
#34: U-Stor West Central										
6115 W Central Ave										
Wichita										

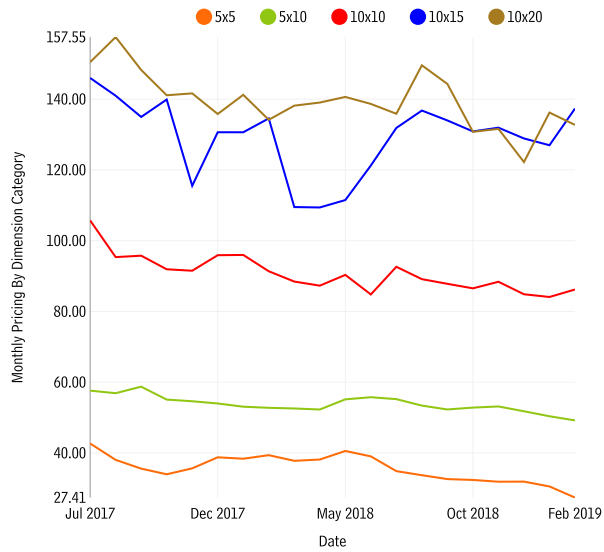
KS 67212

- units at 69,691ft² • 7,931m | 4.93mi
Facility

	All Units					CC				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
	↓									
	—									
#35: Stor-Mor Large Storage	●									
137 E 53rd St N	↑									
Park City	↓									
KS 67219										
- units at 39,866ft ² • 7,979m 4.96mi	—									
Average Monthly Rent	33.81	52.83	87.56	126.27	136.93	38.94	76.20	122.39	168.83	241.12
Average Rent Per Sq. Ft.	1.35	1.06	0.88	0.84	0.68	1.56	1.52	1.22	1.13	1.21
Ann. Avg. Rent Per Sq. Ft.	16.23	12.68	10.51	10.10	8.22	18.69	18.29	14.69	13.51	14.47

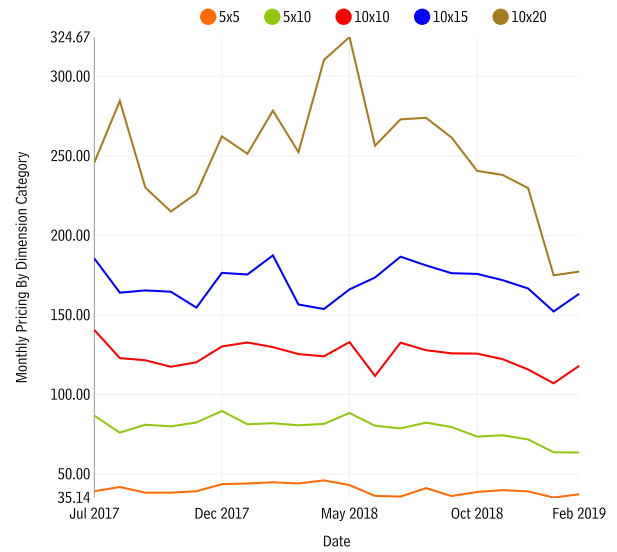
	All Units					CC				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
July 2017	42.69	57.63	105.74	146.00	150.47	39.13	86.65	140.54	185.50	245.84
August 2017	38.06	56.91	95.37	140.98	157.55	41.78	75.95	122.83	163.97	284.50
September 2017	35.59	58.75	95.77	134.98	148.27	38.23	80.95	121.48	165.39	230.00
October 2017	33.99	55.10	91.93	139.90	141.11	38.23	79.92	117.38	164.57	215.00
November 2017	35.67	54.63	91.52	115.53	141.64	39.12	82.33	120.18	154.56	226.38
December 2017	38.79	54.00	95.91	130.66	135.81	43.58	89.57	130.13	176.42	262.23
January 2018	38.39	53.09	95.98	130.65	141.23	44.00	81.24	132.66	175.41	251.32
February 2018	39.39	52.78	91.37	134.56	134.18	44.76	81.89	129.74	187.39	278.43
March 2018	37.80	52.59	88.46	109.51	138.17	43.99	80.59	125.35	156.53	252.29
April 2018	38.16	52.30	87.30	109.40	139.05	45.95	81.47	123.96	153.70	310.30
May 2018	40.58	55.17	90.34	111.49	140.64	42.98	88.33	132.90	166.03	324.67
June 2018	39.05	55.77	84.82	121.26	138.66	36.19	80.32	111.60	173.50	256.33
July 2018	34.88	55.23	92.63	131.88	135.88	35.76	78.63	132.53	186.59	272.95
August 2018	33.73	53.40	89.14	136.79	149.57	41.09	82.26	127.80	181.11	273.93
September 2018	32.63	52.31	87.82	133.99	144.30	36.09	79.46	125.82	176.21	261.50
October 2018	32.39	52.84	86.54	130.89	130.78	38.66	73.47	125.65	175.78	240.57
November 2018	31.89	53.16	88.40	131.95	131.61	39.83	74.31	122.17	171.83	238.00
December 2018	31.92	51.80	84.87	128.90	122.23	39.03	71.70	115.67	166.61	229.72
January 2019	30.55	50.39	84.10	126.99	136.22	35.14	63.59	106.98	152.14	174.88
February 2019	27.41	49.22	86.21	137.36	132.73	37.22	63.49	117.99	163.29	177.22
Average Monthly Rent	35.11	53.76	90.38	128.68	139.65	39.92	78.21	124.51	170.01	245.63
Average Rent Per Sq. Ft.	1.40	1.08	0.90	0.86	0.70	1.60	1.56	1.25	1.13	1.23
Ann. Avg. Rent Per Sq. Ft.	16.85	12.90	10.85	10.29	8.38	19.16	18.77	14.94	13.60	14.74

Monthly Pricing - All Units



Source: Union Realtime

Monthly Pricing - CC



Source: Union Realtime