

Management Summary

Wednesday, July 31, 2024

L019 - Austin Road Self Storage, 183 S Austin Road, Manteca CA 95336

Printed on Monday, August 12, 2024 12:26:00PM

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TEL: 209-884-0887

	Daily	Month-To-Date	Fiscal YTD
From	Jul-31-2024	Jul-01-2024	Jan-01-2024
To	Jul-31-2024	Jul-31-2024	Jul-31-2024
Deposits			
Cash	355.00	4,134.69	28,799.15
Check	0.00	857.50	5,330.98
ACH Debit	0.00	0.00	0.00
Debit Card	0.00	0.00	0.00
Charge Card	2,257.33	45,871.87	283,049.34
SubTotal	2,612.33	50,864.06	317,179.47
Misc Deposit	0.00	0.00	0.00
Total	2,612.33	50,864.06	317,179.47

Payment Receipts

(Note: Receipts will only match deposits made within the same period.)

Deposits are based on fiscal dates. Receipts are calendar based.)

Rent	2,114.15	45,174.52	282,461.03
Recurring	0.00	0.00	6.00
Late Fee	254.26	1,000.66	5,364.47
NSF Fee	0.00	0.00	0.00
Admin Fee	50.00	450.00	4,029.05
Insurance	120.74	3,767.14	20,151.48
Other	64.00	398.00	3,272.00
Misc Deposit	0.00	0.00	0.00
Security Deposit	0.00	0.00	0.00
Merchandise	8.48	67.45	1,751.10
Tax 1	0.70	5.56	144.34
Tax 2	0.00	0.00	0.00
Total	2,612.33	50,863.33	317,179.47

Collections (Receipts collected towards rent and late fees.)

Prepaid Rent	1,450.12	4,820.66	
Current Rent	438.89	39,252.78	
Past Due Rent	225.14	1,101.08	
Total	2,114.15	45,174.52	
Current Late Fee	214.88	766.28	
Past Due Late Fee	39.38	234.38	
Total	254.26	1,000.66	

NSF Reversals

	0	0	3
Total	0.00	96.00	905.82

Concessions (Credits Issued)

Rent	0.00	216.50	2,775.95
Rent (Bad Debt)	0.00	1,295.75	6,787.82
Late Fees	0.00	486.60	2,493.21
Taxes	0.00	0.99	0.99
Other	0.00	300.38	1,644.86
Total	0.00	2,300.22	13,702.83

Discounts (Variances from standard rates.)

Rent (Expiring)	0.00	4,653.50	21,522.28
Rent (Non-Expiring)	0.00	3,796.49	21,591.58

Bad Debts

	0.00	96.00	859.32
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Activity

Move-Ins	1	17	165
Insurance	3	17	146
Move-Outs	4	20	96
Transfers	0	2	23
Rented Area Increase	-300	300	10,550
Collection Notes	10	109	483
Auctions	0	0	0

Leads

SpareFoot Leads	0	1	26
Phone Leads	1	8	30
Web Leads	1	12	116
Walk-In Leads	0	11	116
Leads Converted	1	15	161

As of Wednesday, July 31, 2024

Occupancy	Units	%Units	Area	%Area
Occupied	308	78.0%	41,550	85.4%
Vacant*	59	14.9%	5,950	12.2%
Unrentable	28	7.1%	1,150	2.4%
Complimentary	3		400	
Total	395	100.0%	48,650	100.0%

Waiting List	2	Autobilled**	169	
Overlocked**	11	Insurance**	243	Per Area

Gross Potential Rates ¹	61,698	100.0%	1.27
Gross Unrentable Unit Rates	1,384	2.2%	1.20
Gross Vacant Unit Rates	7,859	12.7%	1.32
Gross Occupied Unit Rates	52,455	85.0%	1.26
Gross Complimentary Unit Rates	515	0.8%	1.29
Actual Occupied Unit Rates ²	49,596	80.4%	1.19
Occupied Rate Variance	2,859	4.6%	0.06
Effective Rate after Concessions ³	44,726	72.5%	1.08

Unpaid Charges (Current tenants)

Days	Amount	Units	%Units	%GrossPot	%Actual
0-10	750.70	2	0.6	1.2	1.5
11-30	2,924.73	17	5.5	4.7	5.9
31-60	558.58	3	1.0	0.9	1.1
61-90	0.00	0	0.0	0.0	0.0
91-120	0.00	0	0.0	0.0	0.0
121-180	0.00	0	0.0	0.0	0.0
181-360	0.00	0	0.0	0.0	0.0
>360	0.00	0	0.0	0.0	0.0
Total	4,234.01	22	7.1	6.9	8.5

Delinquency (Current tenants >30 days)

Rent	370.50	3	1.00	0.60	0.70
Other	188.08				
Taxes	0.00				
Total	558.58				

Liabilities

	Units	Amount
Prepaid Rent	40	4,807.23
Prepaid Insurance	23	314.39
Prepaid Recurring Charges	0	0.00
Security Deposits (Cash)	0	0.00

Rent Last Change Units Rent Variances Units

0 - 6 Months	241	< 0%	79
6 - 12 Months	57	0 - 15%	196
12 - 18 Months	9	15 - 30%	9
18 - 24 Months	1	30 - 50%	20
> 24 Months	0	> 50%	4
Total	308	Total	308

Owners' Alert

	Total	Tenants	
Standard rates unchanged > 360 days	0	Occupied	308
Tenants rates unchanged > 360 days	9	Insurance	242 79%
Days with payments and no daily close	0	ACH Billed	0 0%
Backdated payments	0	Credit Card	147 48%
Backdated charges	0	Paid Online	62 20%
Deleted payments	1		
Deleted charges	3		
Deleted units	0	Insurance	
Unit size changes	0	Premiums	3,876.00
Program defaults changes	0	Coverage	689,000.00

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

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	Jul 2024	Jun 2024	May 2024	Apr 2024	Mar 2024	Feb 2024	Jan 2024	Dec 2023	Nov 2023	Oct 2023	Sep 2023	Aug 2023	Jul 2023	Jun 2023
Deposits														
Cash	4,135	4,024	2,329	3,607	4,219	5,743	4,743	4,271	2,418	3,208	2,788	4,096	2,368	1,500
Checks	858	354	2,300	389	157	1,036	238	3,230	172	255	129	98	80	227
ACH Debit	0	0	0	0	0	0	0	0	269	257	257	199	183	65
Debit Cards	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Charge Card	45,872	44,734	41,908	39,802	38,467	37,219	35,047	33,102	32,177	29,322	29,031	25,350	21,493	19,551
Misc Deposit	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	50,864	49,112	46,537	43,798	42,842	43,999	40,028	40,602	35,035	33,042	32,205	29,743	24,124	21,344

	Jul 2024	Jun 2024	May 2024	Apr 2024	Mar 2024	Feb 2024	Jan 2024	Dec 2023	Nov 2023	Oct 2023	Sep 2023	Aug 2023	Jul 2023	Jun 2023
Payment Receipts														
Rent	45,175	43,634	40,940	39,026	38,288	39,533	35,866	35,956	31,220	29,242	28,400	25,864	20,963	18,418
Recurring	0	0	0	0	0	1	5	53	70	64	68	60	48	38
Late Fee	1,001	1,044	682	591	569	868	608	700	385	565	422	326	339	195
NSF Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Admin Fee	450	625	825	725	629	425	350	300	792	600	768	1,032	720	840
Insurance	3,767	3,064	2,975	2,791	2,601	2,537	2,416	2,678	2,251	2,144	2,020	1,906	1,569	1,360
Other	398	473	512	484	307	554	544	357	344	201	143	161	221	140
Misc Deposit	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Security Deposit	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Merchandise	67	252	557	167	214	273	220	220	269	209	355	365	243	326
Tax 1	6	21	46	14	18	23	18	18	22	17	29	30	20	27
Tax 2	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	50,863	49,113	46,537	43,798	42,627	44,214	40,028	40,283	35,354	33,042	32,205	29,743	24,124	21,344

	Jul 2024	Jun 2024	May 2024	Apr 2024	Mar 2024	Feb 2024	Jan 2024	Dec 2023	Nov 2023	Oct 2023	Sep 2023	Aug 2023	Jul 2023	Jun 2023
Charges														
Rent	45,825	45,351	41,799	41,722	40,511	40,031	36,855	35,373	35,148	32,631	29,850	27,314	23,350	21,588
Late Fee	2,155	886	1,499	1,144	859	714	1,495	936	464	881	512	539	332	375
Admin Fee	425	625	850	750	650	425	350	300	864	600	912	960	792	864
Merchandise	84	239	582	167	214	273	220	208	284	192	372	365	277	343
Insurance	3,972	3,271	3,056	3,029	2,762	2,731	2,602	2,494	2,433	2,268	2,178	1,928	1,675	1,517
Other	619	616	783	416	503	545	582	1,044	474	616	344	374	233	412
Taxes	7	20	48	14	18	23	18	17	23	16	31	30	23	28
Total	53,087	51,007	48,616	47,242	45,516	44,741	42,124	40,373	39,691	37,204	34,199	31,510	26,682	25,127

	Jul 2024	Jun 2024	May 2024	Apr 2024	Mar 2024	Feb 2024	Jan 2024	Dec 2023	Nov 2023	Oct 2023	Sep 2023	Aug 2023	Jul 2023	Jun 2023
Collections														
Prepaid Rent	4,821	3,672	3,064	2,722	3,607	3,771	3,406	3,822	2,199	3,045	3,732	3,435	2,574	2,556
Current Rent	39,253	39,139	37,195	35,463	33,971	33,772	31,696	31,459	28,805	25,938	23,889	22,090	18,259	15,856
Past Due Rent	1,101	823	680	841	711	1,990	764	676	216	259	779	339	130	6
Total	45,175	43,634	40,940	39,026	38,288	39,533	35,866	35,956	31,220	29,242	28,400	25,864	20,963	18,418