



Peering Into the Future: Self-Storage Experts Envision the Next 10 Years

Presented by:

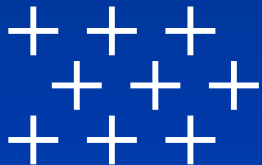
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Overtime with the Experts

If you have questions and would like to speak to the presenter(s) at the end of this seminar, please follow them over to Room 305 for “Overtime With the Experts.”

This will help us clear the stage and set the room for the next presenter. Plus, you’ll have 30 minutes to converse in an open, roundtable format.

THANK YOU!

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Likely to See in Development

- How will population shifts (sunbelt growth, suburban expansion, secondary markets) influence where new self storage facilities are built over the next five to 10 years?
- Will we see more urban infill and multi-story climate-controlled storage versus traditional drive-up developments?
- How might zoning restrictions and community pushback reshape the way storage facilities are designed and approved?



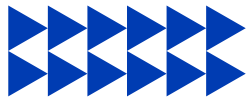
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Change in Construction

- Will rising material costs push developers toward modular, pre-engineered, or hybrid construction models?
- How might sustainability trends influence insulation, roofing, solar integration and climate-control systems in new storage builds?
- Could flexible interior layouts become standard to allow faster unit reconfiguration based on demand (e.g., converting 10-by-20s into multiple 5-by-10s)?



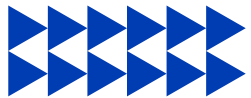
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Investment Impact

- How will interest rates and cap rate compression affect acquisition strategies in stabilized vs. value-add storage assets?
- Will third-party management models continue to gain popularity as independent owners seek operational efficiencies?
- How might increased competition in saturated markets impact revenue growth, rent increases, and long-term ROI?



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Operational and Service Model Evolution

- Will fully automated, remote-managed facilities become the norm, or will customer preference continue to favor on-site managers?
- How can storage operators balance technology (online rentals, smart locks, kiosks) with high-touch customer service?
- What new revenue streams (package acceptance, co-working storage hybrids, retail partnerships) could enhance facility profitability?



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Potential Threats and Solutions

- How might legislative changes (tenant protection laws, lien sale restrictions, rent control conversations) impact operations?
- Could AI-driven pricing tools and dynamic rate management improve occupancy while protecting margins?
- How vulnerable is the storage industry to oversupply cycles and what data tools can help operators anticipate and adapt?



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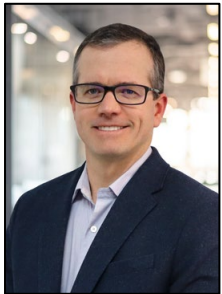
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