# Marcus & Millichap KARR SELF-STORAGE TEAM

#### **Constant Contact Survey Results**

Survey Name: 2021 Self-Storage Outlook Survey

2/18/2021 9:08 AM CST

What is your overall view of the Texas self-storage market since Coronavirus hit in March 2020?

1 = Very Pessimistic, 2 = Pessimistic, 3 = Neutral, 4 = Optimistic, 5 = Very Optimistic Rating Score<sup>3</sup> 3.8

To what extent was your property(s) financial performance impacted by the pandemic?

1 = No Impact, 2 = Small Impact, 3 = Medium Impact, 4 = Strong Impact



<sup>\*</sup>The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

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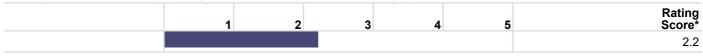
Do you believe the value of your commercial property(s) has increased, decreased, or remained the same since March 2020?



<sup>\*</sup>The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

Do you believe that the Biden administration's legislative policies will have a positive or negative impact on property performance?

1 = Negative Impact, 2 = Slightly Negative Impact, 3 = No Impact, 4 = Slightly Positive Impact, 5 = Positive Impact



<sup>\*</sup>The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

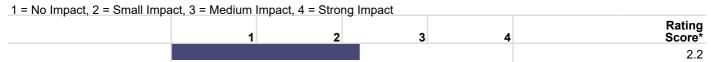
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						1			2	3	3		4	5	Rating Score*
															2.2

<sup>\*</sup>The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

As it relates to your investment property(s), to what extent will the presence of the Biden administration impact your decision-making in 2021?



<sup>\*</sup>The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

Do you know what your property(s) is worth in today's market?

Answer	0%	100%	Response Ratio
Yes			84.2 %
No			10.5 %
No Response(s)			5.2 %
		Totals	100%

Do you plan to Buy, Sell, Re-finance, or Hold your self-storage property(s) in 2021? (Check all that apply) Response **Answer** 0% 100% Ratio 38.3 % Buy Sell 10.9 % Re-finance 21.9 % Hold 63.0 % Totals 100%

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