

# COMPASS REPORT

On-demand feasibility analysis for self storage professionals.

1000 E 13th St N

Wichita

KS 67214

USA

Thursday, August 16th 2018, 5:25:14 pm

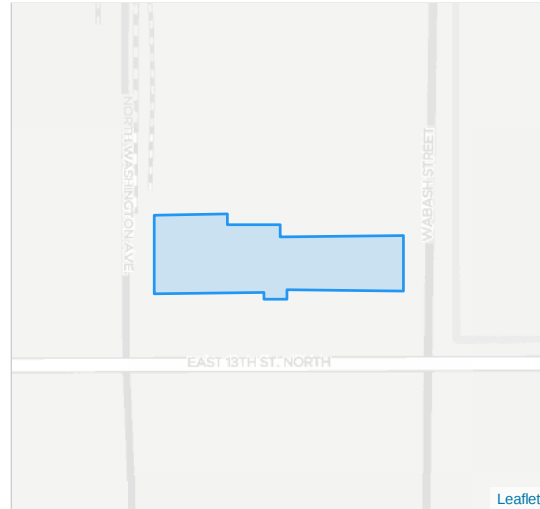


TCF Bank is a customer of Union Realtime dba Radius and is not the agent of or affiliated with Radius. All information provided by Radius.

## OVERVIEW

Facility Name	U-Haul Moving & Storage of McAdams Park
Contact Name	
Contact Phone	
Contact Email	
Address	1000 E 13th St N
City	Wichita
State	KS
Zip	67214
CBSA	Wichita, KS

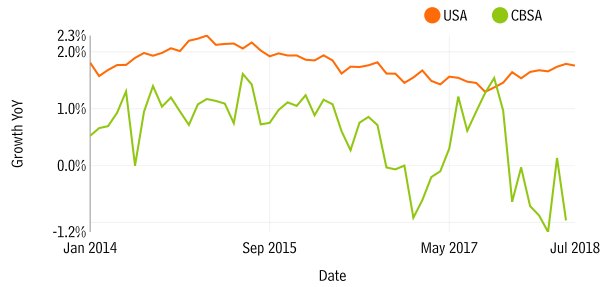
Number of Buildings	1
Max Stories	1
Gross Ft <sup>2</sup>	21,145
Net Ft <sup>2</sup>	15,225



## DEMOGRAPHICS

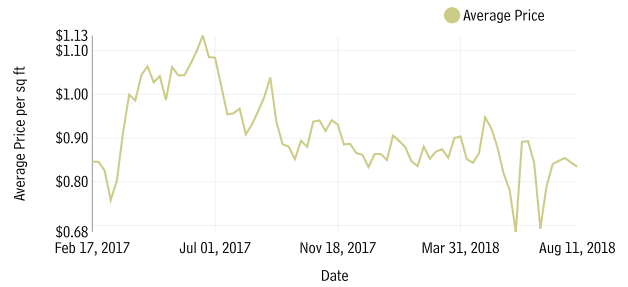
	1-mile	3-mile	5-mile	10 min drive	CBSA
Population 2016 ACS	8,348	89,694	209,765	402,945	640,505
5 Year Population growth	0.5%	0.5%	0.5%	2.7%	-
2015 to 2016 population growth	-0.3%	-0.3%	-0.3%	0.1%	-
Population Density (people/mile <sup>2</sup> )	2,677	3,192	2,828	1,468	-
Households	3,241	36,101	85,342	157,567	270,248
Renter Occupied (%)	2,072 (64.0%)	18,763 (52.0%)	41,224 (48.0%)	65,055 (41.0%)	83,987 (31.1%)
Average Household Income	\$32,733	\$45,587	\$51,448	\$62,356	\$62,474
Median Household Income	\$25,991	\$37,118	\$43,658	\$66,084	\$52,453

**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	15	33	96	161
Net rentable ft <sup>2</sup>	15,225	450,157	1,232,210	3,240,084	4,572,660
Net rentable ft <sup>2</sup> / person	1.8	5.0	5.9	8.0	7.1
Net rentable ft <sup>2</sup> / house	4.7	12.5	14.4	20.6	16.9

**SUPPLY ADJUSTED FOR NEW DEVELOPMENT**

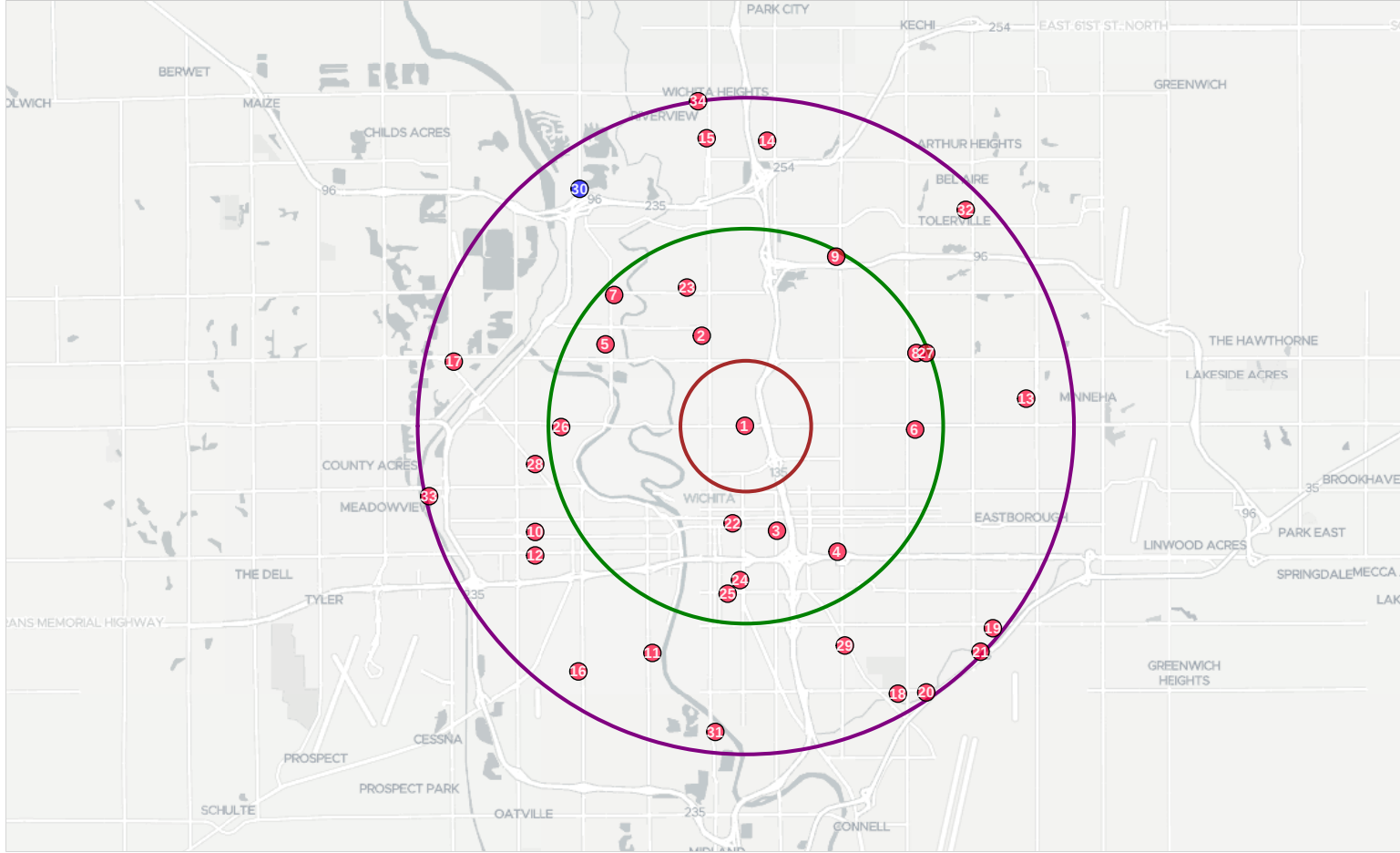
	1-mile	3-mile	5-mile	10 min drive	CBSA
Number of facilities	1	15	34	99	164
Net rentable ft <sup>2</sup>	15,225	450,157	1,304,210	3,436,584	4,769,160
Net rentable ft <sup>2</sup> / person	1.8	5.0	6.2	8.5	7.4
Net rentable ft <sup>2</sup> / house	4.7	12.5	15.3	21.8	17.6

## MARKET DEMAND

	1-mile	3-mile	5-mile	10 min drive	CBSA
Demand @ 5ft <sup>2</sup> / person	41,740.0	448,470	1,048,825	2,014,725	3,202,525
Demand @ 6ft <sup>2</sup> / person	50,088.0	538,164	1,258,590	2,417,670	3,843,030
Demand @ 7ft <sup>2</sup> / person	58,436.0	627,858	1,468,355	2,820,615	4,483,535
Demand @ 8ft <sup>2</sup> / person	66,784.0	717,552	1,678,120	3,223,560	5,124,040

## SUPPLY/DEMAND ANALYSIS

	1-mile	3-mile	5-mile	10 min drive	CBSA
Under supply @ 5	26,515	-1,687	-183,385	-1,225,359	-1,370,135
Under supply @ 6	34,863	88,007	26,380	-822,414	-729,630
Under supply @ 7	43,211	177,701	236,145	-419,469	-89,125
Under supply @ 8	51,559	267,395	445,910	-16,524	551,380



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	● 42.56	60.64	100.64	129.18		42.44	59.95	99.83	128.95	
1000 East 13th Street North	↑ 43.28	60.67	100.95	129.95		42.51	59.95	100.06	129.95	
Wichita	↓ 42.31	60.51	99.95	127.38		42.28	59.89	99.20	126.89	
132 units at 15,224ft <sup>2</sup> • 38m   0.02mi	— 34.95	59.95	99.95	129.95		49.95	59.95	94.95	129.95	
#2: Nomar Self Storage	● 23.30	50.00	76.67	34.15						
2505 North Market Street	↑ 23.33	50.00	76.67	73.33						
Wichita	↓ 23.26	50.00	76.67	25.00						
87 units at 10,092ft <sup>2</sup> • 2,472m   1.54mi	— 20.00	50.00	80.00	100.00						
#3: STOR-ALL Self Storage of Wichita	●	78.52	107.19	180.00	140.00		95.00	125.00	180.00	
122 South Hydraulic Avenue	↑	95.00	125.00	180.00	140.00		95.00	125.00	180.00	
Wichita	↓	60.00	90.00	180.00	140.00		95.00	125.00	180.00	
106 units at 12,194ft <sup>2</sup> • 2,668m   1.66mi	—	60.00	125.00		140.00		95.00	125.00		
#4: Security Self Storage	●	96.39	154.93	220.48	214.19		101.36	157.15	220.48	214.00
405 South Hillside Street	↑	104.27	168.38	236.00	235.14		110.00	168.38	236.00	214.00
Wichita	↓	91.02	147.91	211.00	195.00		94.33	148.19	211.00	214.00
306 units at 35,297ft <sup>2</sup> • 3,810m   2.37mi	—	110.00	164.00	236.00	229.00		110.00	164.00	236.00	
#5: STOR-ALL Self Storage of Wichita	●	55.00	90.00		140.00					
2359 North Amidon Avenue	↑	55.00	90.00		140.00					
Wichita	↓	55.00	90.00		140.00					
349 units at 40,136ft <sup>2</sup> • 3,966m   2.46mi										

Facility	All Units					CC				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
	—	55.00	90.00		140.00					
#6: MaxSecure Storage	● 25.52	44.23	90.00	120.00						
4929 East 13th Street North	↑ 29.00	45.00	90.00	120.00						
Wichita	↓ 24.00	44.00	90.00	120.00						
558 units at 64,178ft² • 4,160m   2.58mi	— 24.00	44.00	90.00	120.00						
#7: Security Self Storage	● 39.18	57.57	89.98		151.12					
2940 North Amidon Avenue	↑ 41.00	63.03	101.45		153.24					
Wichita	↓ 35.00	50.00	84.00		146.24					
270 units at 31,117ft² • 4,543m   2.82mi	— 35.00	50.00	84.00							
#8: Extra Space Storage	● 38.15	69.69	117.00	165.72	266.41	38.50	74.02	121.66	182.10	266.41
5010 East 21st Street North	↑ 49.44	90.71	141.14	201.00	324.67	49.44	94.90	143.66	224.00	324.67
Wichita	↓ 29.00	54.80	102.67	144.65	215.00	29.00	58.00	104.00	152.00	215.00
448 units at 51,616ft² • 4,561m   2.83mi	— 31.00	58.00	128.00	195.00	270.00	31.00	58.00	128.00	195.00	270.00
#9: American Self Storage	● 28.00	42.53	55.26	99.00	120.00					
3401 North Hillside Street	↑ 28.00	42.79	79.00	99.00	120.00					
Wichita	↓ 28.00	41.34	40.00	99.00	120.00					
398 units at 53,933ft² • 4,698m   2.92mi	— 28.00	39.00	79.00	99.00	120.00					
#10: MaxSecure Storage	●	44.00	80.00		115.00					
3540 West Douglas Avenue	↑	44.00	80.00		115.00					
Wichita	↓	44.00	80.00		115.00					
740 units at 85,117ft² • 5,779m   3.59mi	—	44.00	80.00		115.00					
#11: Security Self Storage	● 35.42	50.15	106.89		149.91					
2010 South Seneca Street	↑ 39.00	60.10	117.83		164.88					
Wichita	↓ 32.00	40.92	99.00		142.00					
385 units at 44,278ft² • 5,986m   3.72mi	— 37.00	44.00	99.00		142.00					
#12: Public Storage	●	44.47	74.97		118.59					
3515 West Maple Street	↑	51.07	88.87		156.73					
Wichita	↓	38.72	61.03		86.58					
420 units at 48,377ft² • 6,051m   3.76mi	—	38.00	63.00		111.00					
#13: Security Self Storage	● 35.20	59.65	103.66		168.20	46.94	104.00	155.25		
1701 North Rock Road	↑ 42.16	81.61	141.06		173.90	47.88	108.40	156.50		
Wichita	↓ 29.00	45.00	89.00		164.00	46.00	99.00	154.00		
471 units at 54,215ft² • 6,915m   4.30mi	— 29.00	99.00	89.00		166.00		99.00			
#14: Store in a Wink	●	42.26	72.27	102.27	123.33					
4825 North Hydraulic Avenue	↑	45.00	75.00	105.00	130.00					
Park City	↓	38.00	68.00	98.00	118.00					
165 units at 18,987ft² • 7,005m   4.35mi	—	45.00	75.00	105.00	130.00					
#15: AAA Storage	●	35.00			92.67					
4801 North Broadway Street	↑	35.00			95.00					
Wichita	↓	35.00			90.00					
264 units at 30,384ft² • 7,101m   4.41mi	—	35.00			90.00					
#16: E-Z Self Storage	●	35.00	49.00		99.00					
2201 South Meridian Avenue	↑	35.00	49.00		99.00					
Wichita	↓	35.00	49.00		99.00					
412 units at 47,440ft² • 7,267m   4.52mi	—									
#17: UNeedA Storage	●	43.17	86.88							
2120 North Hoover Road	↑	44.00	90.00							
Wichita										

550 units at 63,281ft <sup>2</sup> • 7,325m   4.55mi										
Facility	All Units					CC				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
	↓	40.00	75.00							
	—	40.00	75.00							
#18: STOR-ALL Self Storage of Wichita	●	60.00	95.00	115.00	125.00					
4545 East Pawnee Street	↑	60.00	95.00	115.00	125.00					
Wichita	↓	60.00	95.00	115.00	125.00					
555 units at 63,916ft <sup>2</sup> • 7,533m   4.68mi	—	60.00		115.00	125.00					
#19: Public Storage	●	35.00	47.14	74.85		97.26				
6805 East Harry Street	↑	38.33	52.63	97.97		132.69				
Wichita	↓	26.45	41.52	64.36		79.03				
536 units at 61,657ft <sup>2</sup> • 7,820m   4.86mi	—	38.00	39.00	80.00		97.00				
#20: U-Haul Moving & Storage of Towne East	●	59.95	65.95	90.90	117.45					
5213 East Pawnee Street	↑	59.95	74.95	96.35	119.95					
Wichita	↓	59.95	64.95	84.95	109.95					
60 units at 6,962ft <sup>2</sup> • 7,857m   4.88mi	—	59.95	64.95	84.95	119.95					
#21: Public Storage	●		45.35	65.36		88.67				
1930 South Woodlawn Boulevard	↑		56.92	88.43		115.81				
Wichita	↓		33.99	51.95		65.77				
461 units at 53,036ft <sup>2</sup> • 7,962m   4.95mi	—		47.00	63.00		89.00				
Facilities Without Pricing Data										
#22: Downtown Mini-Storage	●									
115 N Mead St	↑									
Wichita	↓									
KS 67202	—									
- units at 13,487ft <sup>2</sup> • 2,408m   1.50mi										
#23: Cortez Storage	●									
354 West 29th St N	↑									
Wichita	↓									
KS 67204	—									
- units at 8,687ft <sup>2</sup> • 3,673m   2.28mi										
#24: Hep-U-Stor-It	●									
919 E Gilbert St	↑									
Wichita	↓									
KS 67211	—									
- units at 13,179ft <sup>2</sup> • 3,765m   2.34mi										
#25: Santa Fe Self Storage	●									
611 E Lincoln St	↑									
Wichita	↓									
KS 67211	—									
- units at 5,417ft <sup>2</sup> • 4,109m   2.55mi										
#26: U-Stor Indian Hills	●									
2935 W 13th St N	↑									
Wichita	↓									
KS 67203	—									
- units at 55,528ft <sup>2</sup> • 4,545m   2.82mi										
#27: U-Stor University	●									
5240 E 21st St N	↑									
Wichita	↓									
KS 67208	—									
- units at 48,183ft <sup>2</sup> • 4,768m   2.96mi										
#28: Arrowhead Storage	●									
3429 W 8th St N	↑									
Wichita	↓									
KS 67203										

- units at 17,972ft² • 5,255m | 3.27mi

Facility	All Units					CC				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
#29: U-Stor George Washington	—	●								
1775 George Washington Blvd	↑									
Wichita	↓									
KS 67218										
- units at 52,231ft² • 5,876m   3.65mi	—									
#30: New Facility	●									
4101-4199 N Meridian Dr	↑									
Wichita	↓									
KS 67204										
- units at 72,000ft² • 7,091m   4.41mi	—									
#31: Bill's South Broadway U-Storage	●									
3002 S Broadway St	↑									
Wichita	↓									
KS 67216										
- units at 9,383ft² • 7,514m   4.67mi	—									
#32: Bel Aire Mini-Storage	●									
4041 N Woodlawn Ct	↑									
Bel Aire	↓									
KS 67220										
- units at 15,254ft² • 7,553m   4.69mi	—									
#33: U-Stor West Central	●									
6115 W Central Ave	↑									
Wichita	↓									
KS 67212										
- units at 69,691ft² • 7,955m   4.94mi	—									
#34: Stor-Mor Large Storage	●									
137 East 53rd St N	↑									
Park City	↓									
KS 67219										
- units at 39,866ft² • 8,008m   4.98mi	—									
Average Monthly Rent	37.21	54.49	91.09	125.68	139.51	40.97	82.46	126.64	172.13	262.38
Average Rent Per Sq. Ft.	37.21	54.49	91.09	125.68	139.51	40.97	82.46	126.64	172.13	262.38
Ann. Avg. Rent Per Sq. Ft.	17.86	13.08	10.93	10.05	8.37	19.66	19.79	15.20	13.77	15.74

MONTHLY BREAKDOWN - TRADE AREA

TRAILING 12 MONTHS

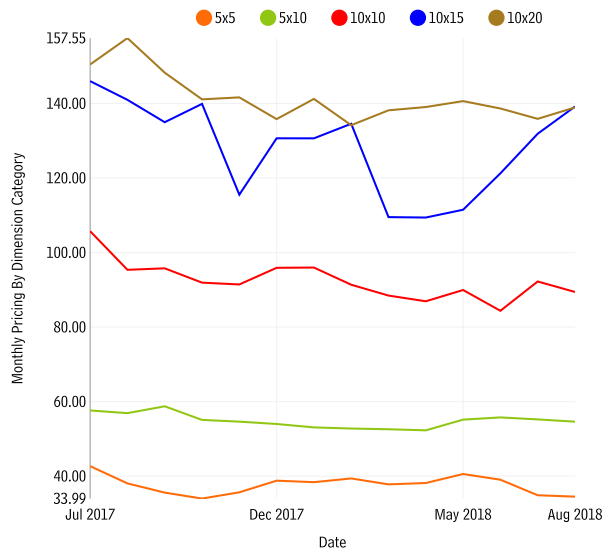
LOCATION: 1000 E 13TH ST N, WICHITA, KS 67214, USA

	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	91.44	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	86.93	109.40	139.05	45.95	81.47	123.96	153.70	310.30
May 2018	40.58	55.17	89.95	111.49	140.64	42.98	88.33	132.90	166.03	324.67



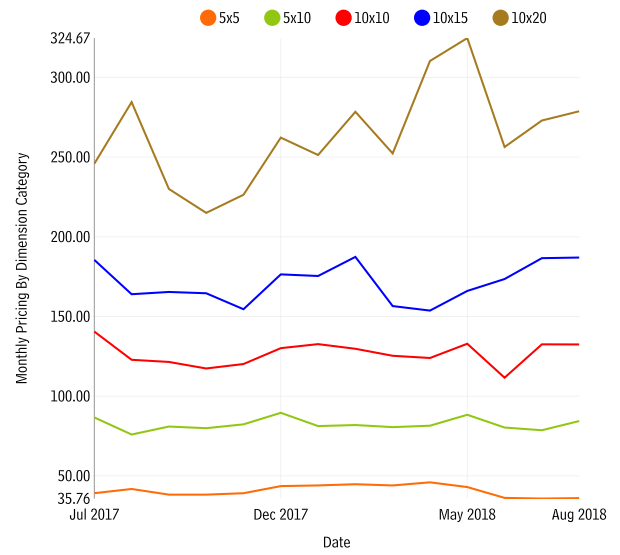
	All Units					CC				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
June 2018	39.05	55.77	84.38	121.26	138.66	36.19	80.32	111.60	173.50	256.33
July 2018	34.88	55.23	92.24	131.88	135.88	35.76	78.63	132.53	186.59	272.95
August 2018	34.51	54.63	89.43	139.18	138.94	36.04	84.39	132.46	186.98	278.75
Average Monthly Rent	37.56	54.83	92.19	127.42	141.50	40.99	82.23	127.24	172.18	263.04
Average Rent Per Sq. Ft.	1.50	1.10	0.92	0.85	0.71	1.64	1.64	1.27	1.15	1.32
Ann. Avg. Rent Per Sq. Ft.	18.03	13.16	11.06	10.19	8.49	19.67	19.74	15.27	13.77	15.78

Monthly Pricing - All Units



Source: Union Realtime

Monthly Pricing - CC



Source: Union Realtime