

# Management History

Friday, January 31, 2020

L001 - AAA Private Self Storage, LLC, 970 Hays Mill Rd, Carrollton GA 30117

TEL: 770-838-4864

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	Jan 2020	Dec 2019	Nov 2019	Oct 2019	Sep 2019	Aug 2019	Jul 2019	Jun 2019	May 2019	Apr 2019	Mar 2019	Feb 2019	Jan 2019	Dec 2018
<b>Deposits</b>														
Cash	2,051	2,394	2,535	3,532	3,141	5,163	3,249	2,617	3,000	1,922	6,092	4,023	2,177	1,554
Checks	15,383	9,847	12,510	15,949	14,114	11,386	22,939	12,365	11,911	14,163	13,920	14,274	15,640	12,773
ACH Debit	5,409	4,796	4,872	5,453	5,317	4,681	5,005	3,486	3,866	4,109	4,646	3,917	3,565	3,531
Debit Cards	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Charge Card	62,204	59,494	59,070	60,355	57,816	61,848	64,302	56,864	60,337	58,533	61,205	55,068	60,256	57,595
Misc Deposit	0	0	0	0	0	0	0	0	0	0	0	0	0	10
<b>Total</b>	<b>85,048</b>	<b>76,531</b>	<b>78,987</b>	<b>85,289</b>	<b>80,388</b>	<b>83,078</b>	<b>95,496</b>	<b>75,332</b>	<b>79,113</b>	<b>78,727</b>	<b>85,863</b>	<b>77,282</b>	<b>81,637</b>	<b>75,463</b>

<b>Payment Receipts</b>														
Rent	77,162	68,632	73,760	79,315	74,231	74,636	81,409	70,022	72,371	73,508	77,028	72,445	76,083	70,265
Recurring	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Late Fee	1,430	976	612	1,292	801	1,224	875	805	763	662	1,192	817	1,124	1,050
NSF Fee	0	35	35	105	0	0	70	0	70	0	0	0	0	0
Admin Fee	300	320	320	220	480	560	871	380	581	408	418	342	475	475
Insurance	2,896	2,706	2,874	3,216	2,612	2,910	2,795	2,642	2,864	2,615	3,031	2,750	2,917	2,603
Other	260	40	65	293	140	905	150	45	50	392	639	150	0	197
Misc Deposit	0	0	0	0	0	0	0	0	0	0	0	0	0	10
Security Deposit	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Merchandise	2,542	3,806	1,114	798	2,180	2,793	8,425	1,892	2,345	938	3,266	913	498	1,281
Tax 1	124	207	77	50	75	193	255	132	134	66	229	63	34	89
Tax 2	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>84,714</b>	<b>76,722</b>	<b>78,857</b>	<b>85,289</b>	<b>80,518</b>	<b>83,221</b>	<b>94,850</b>	<b>75,919</b>	<b>79,178</b>	<b>78,589</b>	<b>85,803</b>	<b>77,480</b>	<b>81,131</b>	<b>75,969</b>

<b>Charges</b>														
Rent	73,086	75,567	77,728	76,465	77,335	79,216	78,287	77,018	75,724	74,884	71,812	72,261	74,021	75,450
Late Fee	1,500	1,410	1,170	1,320	1,140	1,335	1,320	1,035	1,140	1,065	975	1,215	1,455	1,365
Admin Fee	340	340	420	300	500	600	892	400	620	428	475	323	456	494
Merchandise	999	4,574	1,105	798	2,405	4,418	7,559	2,836	1,915	1,368	3,266	902	509	1,281
Insurance	2,890	2,957	2,988	2,954	2,961	3,037	2,990	2,974	2,966	2,895	2,843	2,790	2,835	2,847
Other	985	40	205	575	736	1,005	725	45	155	317	883	975	18	209
Taxes	70	207	76	50	165	192	194	198	134	66	229	62	34	89
<b>Total</b>	<b>79,870</b>	<b>85,096</b>	<b>83,692</b>	<b>82,462</b>	<b>85,242</b>	<b>89,804</b>	<b>91,967</b>	<b>84,506</b>	<b>82,654</b>	<b>81,023</b>	<b>80,482</b>	<b>78,528</b>	<b>79,328</b>	<b>81,735</b>

<b>Collections</b>														
Prepaid Rent	16,563	13,326	19,130	17,285	17,442	15,320	21,707	14,612	15,187	19,954	15,563	17,794	17,691	14,319
Current Rent	57,157	53,250	53,471	58,251	55,229	56,524	57,362	53,875	55,971	52,644	58,115	53,118	55,563	54,223
Past Due Rent	3,442	2,056	1,159	3,779	1,559	2,792	2,340	1,535	1,214	909	3,350	1,534	2,829	1,722
<b>Total</b>	<b>77,162</b>	<b>68,632</b>	<b>73,760</b>	<b>79,315</b>	<b>74,231</b>	<b>74,636</b>	<b>81,409</b>	<b>70,022</b>	<b>72,371</b>	<b>73,508</b>	<b>77,028</b>	<b>72,445</b>	<b>76,083</b>	<b>70,265</b>

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<b>Concessions</b> (Credits Issued to Waive Charges)														
Rent	0	311	841	19	51	76	15	138	327	150	15	0	9	6
Late Fee	60	105	60	45	15	15	75	0	45	30	60	75	150	30
Administrative Fee	40	40	80	80	20	40	20	20	0	20	19	0	0	0
Other	513	9	0	9	9	594	0	71	13	18	0	59	16	62
Tax 1	36	0	0	0	0	0	0	4	0	0	0	0	0	0
Tax 2	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	649	465	981	153	95	725	110	233	385	218	94	134	175	98
<b>Bad Debt Write Offs</b> (Credits Issued to Clear Bad Debt)														
Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Late Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Administrative Fee	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Tax 1	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Tax 2	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	1	0	0	0	0	0	0	0
<b>Discounts</b> (Variances from Standard Rates)														
Rent	14,161	11,875	11,965	11,993	12,019	12,338	12,683	13,303	14,215	11,719	13,989	11,642	11,867	11,587
<b>Facility</b>														
Occupied	496	497	505	505	507	513	521	519	522	515	514	510	515	512
Vacant	98	97	89	89	86	81	71	73	70	73	75	79	75	79
Unrentable	9	9	9	9	10	9	11	11	11	15	14	14	13	12
Total Units	603	603	603	603	603	603	603	603	603	603	603	603	603	603
Total Area	92,195	92,195	92,195	92,195	92,195	92,195	92,195	92,195	92,195	92,195	92,195	92,195	92,195	92,195
<b>Activity</b>														
Move-Ins	20	17	22	18	27	32	34	25	36	25	36	18	25	26
Move-Outs	21	25	22	20	33	40	32	28	29	24	32	23	21	29
Net	-1	-8	0	-2	-6	-8	2	-3	7	1	4	-5	4	-3
<b>Occupancy</b>														
Occupied Area	68,805	69,935	71,940	72,520	72,795	73,470	74,010	73,585	73,945	73,245	72,985	73,540	73,835	74,435
Occ % of Total Units	82	82	84	84	84	85	86	86	87	85	85	85	85	85
Occ % of Total Area	75	76	78	79	79	80	80	80	80	79	79	80	80	81

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<b>Rate Analysis</b>														
Gross Potential	115,186	108,706	108,706	108,706	108,706	108,706	108,706	108,706	108,706	108,676	106,715	106,715	106,715	106,715
Gross Unrentable	1,135	1,479	1,479	1,479	1,874	1,479	2,069	2,119	2,119	2,290	2,310	2,115	1,920	1,790
Gross Vacant	26,860	23,366	21,289	20,689	19,948	20,150	18,808	19,528	19,218	20,131	22,690	22,785	22,045	21,045
Gross Occupied	87,191	83,861	85,938	86,538	86,884	87,077	87,829	87,059	87,369	86,255	81,715	81,815	82,750	83,880
Gross Complimentary	3,806	3,407	3,407	3,407	3,182	3,182	3,182	3,182	3,182	3,182	3,310	3,465	3,465	3,465
Actual Occupied Rates	71,217	72,161	74,233	74,731	75,147	75,026	75,535	74,423	74,338	71,708	70,411	70,366	71,330	72,445
Occupied Rate Variance	15,974	11,700	11,705	11,807	11,737	12,051	12,294	12,636	13,031	14,547	11,304	11,449	11,420	11,435
Effective Rate after Concessions	71,217	71,850	73,392	74,612	75,096	74,950	75,478	74,191	74,002	71,558	70,396	70,336	71,056	72,439
Economic Occupancy (%)	62	66	68	69	69	69	69	68	68	66	66	66	67	68

## Unpaid Charges (Current Tenants)

0-10	4,665	6,989	6,022	5,394	5,769	4,104	4,426	5,756	2,883	4,518	3,776	6,377	4,253	5,488
11-30	2,636	4,012	3,211	2,709	4,030	3,407	3,001	3,305	2,203	1,911	1,533	2,749	2,972	2,771
31-60	2,858	3,631	3,644	2,884	2,584	2,210	2,676	1,947	1,975	783	746	2,767	2,676	2,995
61-90	1,310	1,915	2,083	192	707	819	1,384	925	572	149	9	1,949	1,964	1,684
91-120	650	2,032	157	89	213	109	902	410	149	9	0	1,482	1,050	692
121-180	331	409	79	0	0	178	677	158	9	0	0	1,183	554	119
181-360	79	0	0	0	0	0	9	0	0	0	0	736	617	617
>360	0	0	0	0	0	0	0	0	0	0	0	1,380	1,380	1,380

## Owners' Alerts

Standard rates unchanged > 360 days	244	268	268	268	268	268	268	268	268	269	603	603	603	603
Tenants rates unchanged > 360 days	90	94	86	75	76	85	76	73	73	277	277	181	176	172
Days with payments and no close														
Backdated payments														
Backdated charges	3													
Deleted payments				1		1	2	4	2	4	3	2	1	
Deleted charges	4			2		2	14	30		1				4
Deleted units														
Unit size changes														
Program defaults changes				1			3	2		3			1	
Waived late fees (credits)	60	105	60	45	15	15	75		45	30	60	75	150	30
Cash in deposit (%)	2	3	3	4	4	6	3	3	4	2	7	6	3	3

## Tenants

Occupied	496	497	505	505	507	513	521	519	522	515	514	510	515	512
Insurance	311	309	316	313	312	314	316	314	312	303	303	295	298	291
ACH Billed	18	16	16	18	18	18	17	16	17	16	17	17	15	10
Credit Card Billed	220	208	201	207	202	208	220	223	217	218	210	209	219	196
Paid on Web	62	52	58	65	57	59	51	48	54	43	61	45	48	54