

Management History

Wednesday, March 31, 2021

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

TEL: 770-838-4864

Printed on Friday, October 25, 2024 4:03:16PM

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| | Mar 2021 | Feb 2021 | Jan 2021 | Dec 2020 | Nov 2020 | Oct 2020 | Sep 2020 | Aug 2020 | Jul 2020 | Jun 2020 | May 2020 | Apr 2020 | Mar 2020 | Feb 2020 |
|-----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Deposits | | | | | | | | | | | | | | |
| Cash | 3,417 | 5,583 | 1,956 | 3,176 | 2,501 | 1,673 | 3,080 | 2,452 | 2,319 | 2,650 | 1,204 | 154 | 1,770 | 2,867 |
| Checks | 14,129 | 7,125 | 12,075 | 10,892 | 12,450 | 11,319 | 8,215 | 11,234 | 10,838 | 23,496 | 9,639 | 10,731 | 9,574 | 9,401 |
| ACH Debit | 6,981 | 6,432 | 6,180 | 7,000 | 6,235 | 5,674 | 5,724 | 6,390 | 6,325 | 5,538 | 6,718 | 7,289 | 5,119 | 5,069 |
| Debit Cards | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Charge Card | 70,566 | 60,541 | 59,835 | 73,192 | 58,652 | 71,553 | 66,968 | 60,737 | 64,278 | 63,207 | 61,889 | 57,719 | 55,580 | 59,586 |
| Misc Deposit | 0 | 0 | 0 | 0 | 0 | 0 | -9 | 0 | -534 | 0 | 0 | 0 | 0 | 0 |
| Total | 95,094 | 79,682 | 80,046 | 94,260 | 79,838 | 90,219 | 83,978 | 80,813 | 83,225 | 94,891 | 79,450 | 75,893 | 72,043 | 76,923 |

| | | | | | | | | | | | | | | |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Payment Receipts | | | | | | | | | | | | | | |
| Rent | 87,945 | 71,337 | 74,107 | 82,141 | 74,265 | 84,764 | 76,951 | 72,772 | 77,679 | 73,478 | 74,010 | 69,861 | 67,161 | 71,615 |
| Recurring | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Late Fee | 865 | 1,860 | 1,740 | 975 | 450 | 364 | 780 | 551 | 511 | 575 | 748 | 1,069 | 521 | 1,263 |
| NSF Fee | 0 | 35 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 105 | 0 | 78 |
| Admin Fee | 360 | 360 | 120 | 449 | 420 | 580 | 720 | 400 | 540 | 320 | 60 | 40 | 320 | 180 |
| Insurance | 3,692 | 3,028 | 2,947 | 3,326 | 3,070 | 3,486 | 3,149 | 3,017 | 2,962 | 2,944 | 2,938 | 2,740 | 2,647 | 2,852 |
| Other | 160 | 859 | 425 | 100 | 110 | 170 | 265 | 325 | 120 | 65 | 105 | 145 | 160 | 215 |
| Misc Deposit | 0 | 0 | 0 | 0 | 0 | 0 | -9 | 0 | -534 | 0 | 0 | 0 | 0 | 0 |
| Security Deposit | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Merchandise | 1,602 | 2,187 | 1,165 | 6,682 | 1,114 | 1,094 | 1,807 | 3,571 | 1,936 | 16,734 | 1,622 | 295 | 2,841 | 721 |
| Tax 1 | 98 | 153 | 64 | 468 | 78 | 77 | 126 | 242 | 135 | 508 | 110 | 21 | 84 | 49 |
| Tax 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 94,722 | 79,820 | 80,568 | 94,140 | 79,507 | 90,535 | 83,789 | 80,878 | 83,349 | 94,624 | 79,593 | 74,276 | 73,734 | 76,973 |

| | | | | | | | | | | | | | | |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Charges | | | | | | | | | | | | | | |
| Rent | 82,558 | 79,124 | 78,626 | 84,775 | 84,745 | 82,728 | 81,672 | 78,839 | 78,399 | 71,899 | 72,759 | 70,967 | 72,795 | 71,618 |
| Late Fee | 915 | 870 | 1,320 | 1,365 | 1,200 | 1,005 | 990 | 990 | 1,005 | 840 | 1,035 | 1,425 | 1,035 | 885 |
| Admin Fee | 540 | 620 | 280 | 500 | 440 | 720 | 660 | 620 | 680 | 320 | 60 | 120 | 460 | 220 |
| Merchandise | 1,620 | 2,187 | 934 | 6,922 | 1,104 | 1,114 | 1,807 | 3,559 | 1,947 | 7,256 | 11,115 | 295 | 1,263 | 2,343 |
| Insurance | 3,400 | 3,224 | 3,160 | 3,421 | 3,471 | 3,394 | 3,311 | 3,276 | 3,238 | 2,906 | 2,912 | 2,775 | 2,870 | 2,804 |
| Other | 160 | 884 | 1,485 | 100 | 110 | 373 | 265 | 325 | 120 | 65 | 127 | 250 | 482 | 625 |
| Taxes | 99 | 153 | 65 | 468 | 77 | 78 | 126 | 241 | 136 | 508 | 111 | 21 | 84 | 49 |
| Total | 89,292 | 87,062 | 85,869 | 97,551 | 91,148 | 89,412 | 88,832 | 87,851 | 85,525 | 83,794 | 88,119 | 75,853 | 78,989 | 78,544 |

| | | | | | | | | | | | | | | |
|--------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Collections | | | | | | | | | | | | | | |
| Prepaid Rent | 20,375 | 15,952 | 18,827 | 19,699 | 16,985 | 22,144 | 18,921 | 16,914 | 20,625 | 20,730 | 16,002 | 14,234 | 14,218 | 12,942 |
| Current Rent | 66,087 | 51,564 | 51,088 | 61,520 | 55,974 | 61,495 | 55,777 | 54,454 | 55,779 | 51,808 | 53,890 | 53,410 | 52,403 | 55,064 |
| Past Due Rent | 1,483 | 3,821 | 4,192 | 921 | 1,306 | 1,125 | 2,253 | 1,405 | 1,276 | 940 | 4,118 | 2,217 | 540 | 3,609 |
| Total | 87,945 | 71,337 | 74,107 | 82,141 | 74,265 | 84,764 | 76,951 | 72,772 | 77,679 | 73,478 | 74,010 | 69,861 | 67,161 | 71,615 |

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|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Concessions (Credits Issued to Waive Charges) | | | | | | | | | | | | | | |
| Rent | 265 | 330 | 25 | 40 | 60 | 145 | 62 | 430 | 237 | 29 | 400 | 383 | 69 | 0 |
| Late Fee | 45 | 30 | 45 | 15 | 105 | 0 | 15 | 45 | 30 | 120 | 195 | 285 | 0 | 0 |
| Administrative Fee | 160 | 220 | 160 | 51 | 20 | 0 | 80 | 220 | 120 | 0 | 0 | 80 | 140 | 40 |
| Other | 33 | 14 | 18 | 9 | 6 | 10 | 8 | 9 | 19 | 50 | 18 | 88 | 0 | 0 |
| Tax 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| Tax 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 503 | 594 | 248 | 115 | 191 | 155 | 165 | 704 | 406 | 199 | 614 | 836 | 209 | 40 |
| Bad Debt Write Offs (Credits Issued to Clear Bad Debt) | | | | | | | | | | | | | | |
| Rent | 0 | 0 | 0 | 0 | 0 | 0 | 90 | 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 | 0 | 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 | 90 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Discounts (Variances from Standard Rates) | | | | | | | | | | | | | | |
| Rent | 11,359 | 11,729 | 11,819 | 13,997 | 14,217 | 14,174 | 13,966 | 14,927 | 15,150 | 15,069 | 14,798 | 14,610 | 15,063 | 16,131 |
| Facility | | | | | | | | | | | | | | |
| Occupied | 514 | 495 | 493 | 509 | 533 | 531 | 513 | 510 | 506 | 483 | 485 | 481 | 489 | 487 |
| Vacant | 69 | 90 | 92 | 78 | 54 | 56 | 74 | 77 | 83 | 107 | 105 | 109 | 102 | 106 |
| Unrentable | 20 | 18 | 18 | 16 | 16 | 16 | 16 | 16 | 14 | 13 | 13 | 13 | 12 | 10 |
| 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 |
| Activity | | | | | | | | | | | | | | |
| Move-Ins | 39 | 33 | 14 | 27 | 25 | 36 | 37 | 39 | 43 | 17 | 21 | 8 | 25 | 13 |
| Move-Outs | 20 | 31 | 30 | 51 | 23 | 18 | 34 | 33 | 20 | 19 | 16 | 16 | 23 | 22 |
| Net | 19 | 2 | -16 | -24 | 2 | 18 | 3 | 6 | 23 | -2 | 5 | -8 | 2 | -9 |
| Occupancy | | | | | | | | | | | | | | |
| Occupied Area | 71,645 | 68,460 | 68,425 | 71,910 | 75,410 | 74,860 | 72,485 | 71,275 | 69,750 | 67,275 | 67,000 | 66,850 | 67,425 | 67,775 |
| Occ % of Total Units | 85 | 82 | 82 | 84 | 88 | 88 | 85 | 85 | 84 | 80 | 80 | 80 | 81 | 81 |
| Occ % of Total Area | 78 | 74 | 74 | 78 | 82 | 81 | 79 | 77 | 76 | 73 | 73 | 73 | 73 | 74 |

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|----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Rate Analysis | | | | | | | | | | | | | | |
| Gross Potential | 114,966 | 114,966 | 114,966 | 114,966 | 115,186 | 115,186 | 115,186 | 115,186 | 115,186 | 115,186 | 115,186 | 115,186 | 115,186 | 115,186 |
| Gross Unrentable | 3,933 | 3,528 | 3,528 | 3,118 | 3,118 | 3,118 | 3,118 | 3,118 | 2,324 | 2,029 | 2,029 | 2,029 | 1,864 | 1,465 |
| Gross Vacant | 19,741 | 24,119 | 24,495 | 20,465 | 16,049 | 16,712 | 19,842 | 21,448 | 24,192 | 27,622 | 27,893 | 28,391 | 27,860 | 27,849 |
| Gross Occupied | 91,292 | 87,319 | 86,943 | 91,383 | 96,019 | 95,356 | 92,226 | 90,620 | 88,670 | 85,535 | 85,264 | 84,766 | 85,462 | 85,872 |
| Gross Complimentary | 3,407 | 3,407 | 3,008 | 3,008 | 3,008 | 3,008 | 3,008 | 3,008 | 3,008 | 3,008 | 3,008 | 3,008 | 3,008 | 3,806 |
| Actual Occupied Rates | 80,099 | 76,061 | 75,465 | 77,564 | 82,041 | 81,327 | 78,147 | 75,921 | 73,928 | 70,988 | 70,658 | 70,130 | 70,701 | 69,985 |
| Occupied Rate Variance | 11,193 | 11,258 | 11,478 | 13,819 | 13,978 | 14,029 | 14,079 | 14,699 | 14,742 | 14,547 | 14,606 | 14,636 | 14,761 | 15,887 |
| Effective Rate after Concessions | 79,834 | 75,731 | 75,440 | 77,524 | 81,786 | 81,082 | 78,085 | 75,491 | 73,426 | 70,629 | 70,258 | 69,747 | 70,632 | 69,985 |
| Economic Occupancy (%) | 70 | 66 | 66 | 67 | 71 | 71 | 68 | 66 | 64 | 62 | 61 | 61 | 61 | 61 |

Unpaid Charges (Current Tenants)

| | | | | | | | | | | | | | | |
|---------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|
| 0-10 | 4,265 | 11,225 | 5,334 | 3,212 | 5,830 | 4,132 | 5,321 | 4,297 | 3,052 | 3,465 | 5,067 | 4,260 | 5,883 | 5,340 |
| 11-30 | 1,158 | 841 | 3,900 | 2,949 | 3,377 | 3,133 | 2,251 | 2,703 | 2,677 | 2,451 | 10,403 | 2,282 | 2,785 | 2,381 |
| 31-60 | 729 | 784 | 2,896 | 3,401 | 3,127 | 2,871 | 2,564 | 2,583 | 2,702 | 2,604 | 2,077 | 3,277 | 2,229 | 886 |
| 61-90 | 374 | 180 | 2,467 | 2,613 | 2,477 | 1,666 | 1,497 | 2,034 | 1,615 | 1,319 | 446 | 1,014 | 370 | 88 |
| 91-120 | 0 | 165 | 1,994 | 2,092 | 1,454 | 1,649 | 1,427 | 1,746 | 1,131 | 431 | 326 | 203 | 0 | 0 |
| 121-180 | 0 | 30 | 2,399 | 2,741 | 2,713 | 2,390 | 2,153 | 1,760 | 767 | 405 | 79 | 0 | 0 | 0 |
| 181-360 | 0 | 0 | 3,618 | 4,331 | 2,754 | 2,001 | 891 | 262 | 79 | 0 | 0 | 0 | 0 | 0 |
| >360 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Owners' Alerts

| | | | | | | | | | | | | | | |
|-------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Standard rates unchanged > 360 days | 602 | 602 | 602 | 579 | 579 | 579 | 579 | 579 | 579 | 579 | 579 | 579 | 244 | 244 |
| Tenants rates unchanged > 360 days | 183 | 177 | 182 | 332 | 339 | 338 | 323 | 312 | 300 | 296 | 256 | 104 | 100 | 92 |
| Days with payments and no close | | | | | | | | | | | | | | |
| Backdated payments | | | | | | | | | | | | | | |
| Backdated charges | 10 | | | | | | | | | | | | | |
| Deleted payments | 2 | 3 | 4 | 1 | 1 | 2 | | | | | 1 | 2 | | |
| Deleted charges | | | | | 1 | 1 | | | | | 29 | 6 | 4 | |
| Deleted units | | | | | | | | | | | | | | |
| Unit size changes | | | | | | | | | | | | | | |
| Program defaults changes | | | | | 3 | 3 | | | | | | | | |
| Waived late fees (credits) | 45 | 30 | 45 | 15 | 105 | 15 | | 45 | 30 | 120 | 195 | 285 | | |
| Cash in deposit (%) | 4 | 7 | 2 | 3 | 3 | 3 | 4 | 3 | 3 | 2 | 2 | 2 | | 4 |

Tenants

| | | | | | | | | | | | | | | |
|--------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Occupied | 514 | 495 | 493 | 509 | 533 | 531 | 513 | 510 | 506 | 483 | 485 | 481 | 489 | 487 |
| Insurance | 364 | 344 | 336 | 349 | 371 | 368 | 349 | 342 | 339 | 311 | 310 | 303 | 307 | 302 |
| ACH Billed | 23 | 21 | 21 | 22 | 23 | 21 | 19 | 19 | 20 | 19 | 18 | 17 | 17 | 16 |
| Credit Card Billed | 219 | 177 | 204 | 205 | 214 | 214 | 202 | 209 | 202 | 208 | 203 | 211 | 213 | 214 |
| Paid on Web | 92 | 80 | 73 | 86 | 67 | 82 | 67 | 83 | 76 | 74 | 90 | 118 | 68 | 61 |