

# 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

	1	2	3	4	5	Rating Score*
						3.8

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

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

	1	2	3	4	Rating Score*
					1.9

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


1 = Decreased, 2 = Remained the Same, 3 = Increase

	1	2	3	Rating Score*
				2.5

\*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

	1	2	3	4	5	Rating Score*
						2.2

\*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 value?


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

	1	2	3	4	5	Rating Score*
						2.2

\*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?

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





	1	2	3	4	Rating Score*
					2.2

\*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 %
<b>Totals</b>			<b>100%</b>

Do you plan to Buy, Sell, Re-finance, or Hold your self-storage property(s) in 2021? (Check all that apply)

Answer	0%	100%	Response Ratio
Buy			38.3 %
Sell			10.9 %
Re-finance			21.9 %
Hold			63.0 %
<b>Totals</b>			<b>100%</b>

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## CONTACT US

### Brandon Karr

Senior Vice President Investments  
Director, National Self-Storage Group  
(817) 932-6163  
[brandon.karr@marcusmillichap.com](mailto:brandon.karr@marcusmillichap.com)

### Danny Cunningham

First Vice President Investments  
Director, National Self-Storage Group  
(817) 932-6141  
[danny.cunningham@marcusmillichap.com](mailto:danny.cunningham@marcusmillichap.com)

### Bryan Quaschnick

Associate  
National Self-Storage Group  
(817) 932-6132  
[bryan.quaschnick@marcusmillichap.com](mailto:bryan.quaschnick@marcusmillichap.com)

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