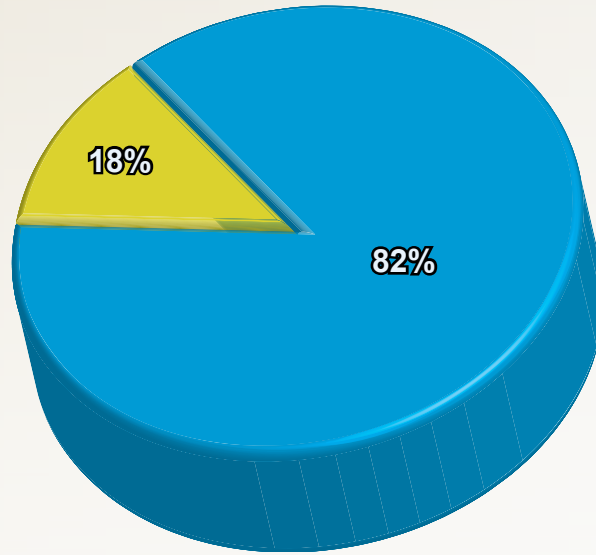


DATA DEPOT

The SSA recently did a survey polling owners and operators on whether or not they incentivize for existing or new customers. If you have survey questions or ideas for surveys, please send them directly to Anna Atherton at AAtherton@selfstorage.org.

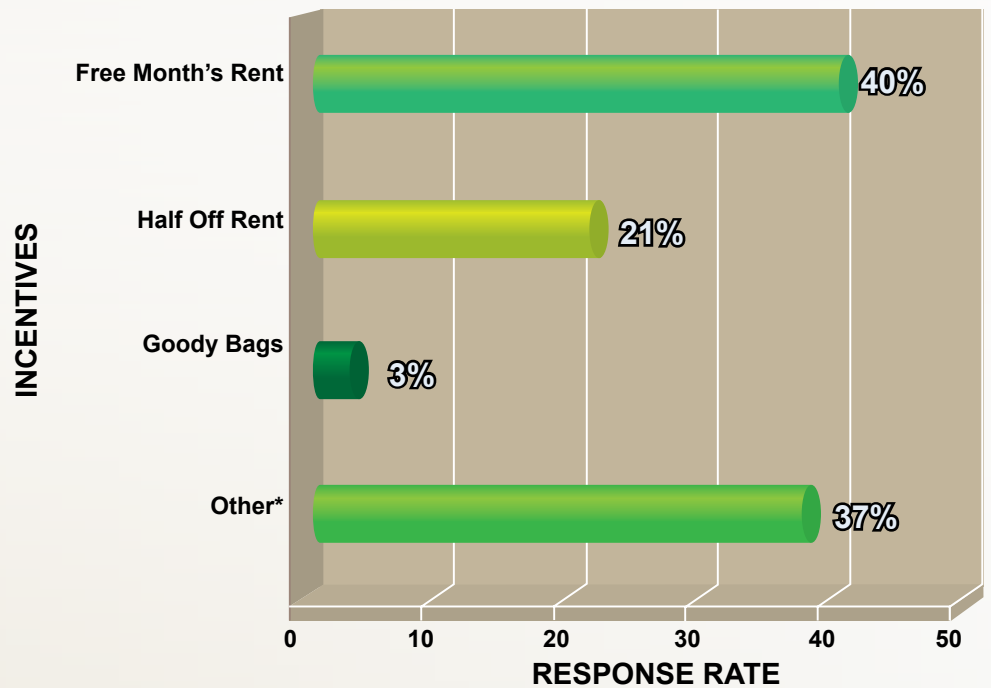
Response:

- YES
- NO



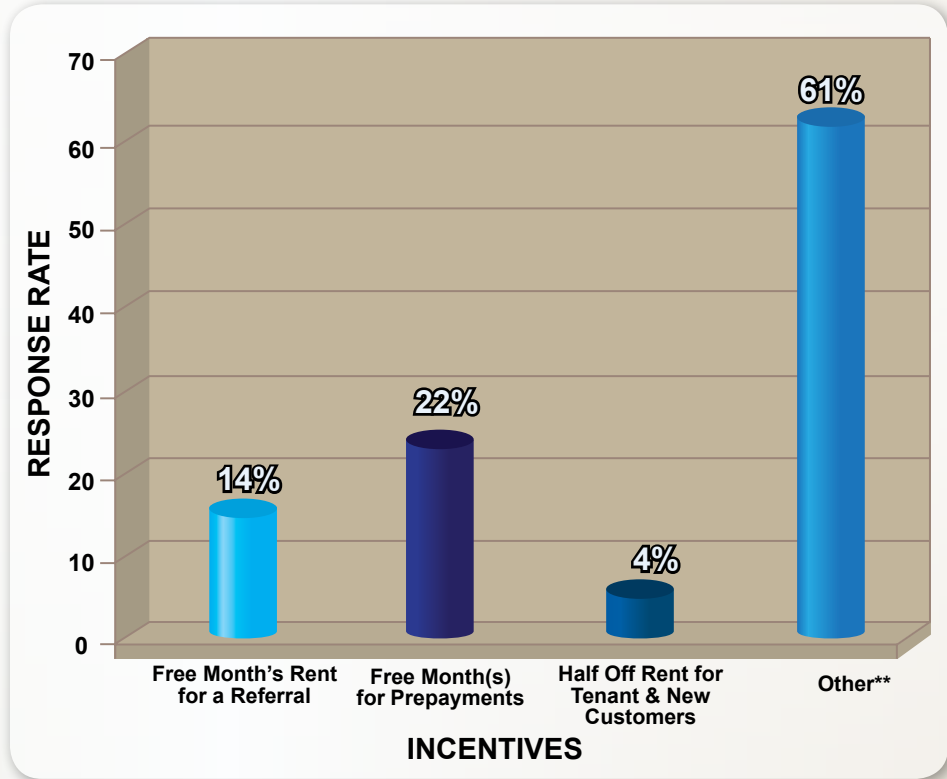
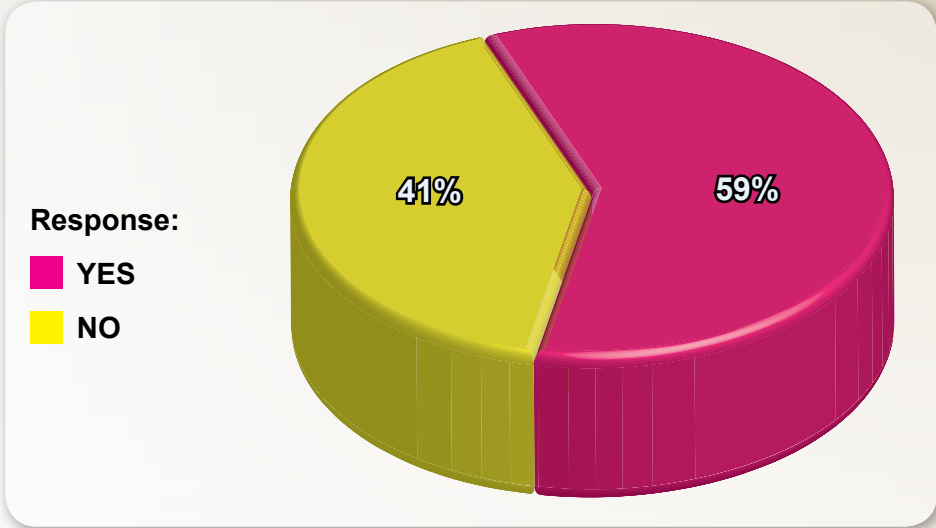
Do you provide any incentives for new customers?

What type of incentives do you provide for new customers?



*Other: \$50 cash referral, 20% move-in discount, Pro Rates, lock, Admin fee, supplies, select only one, or we'll match rates, but only for 1st month, 50% off 1st 2 mos. or reduced rate for specific period, Move in discount for 8 months, 10% off for paying 6 months

Do you provide incentives for existing customers?



What type of incentive do you provide for existing customers?

**Other category: Free month for additional unit, half off rent for customer only, 50% off 1st 2 mos. or reduced rate for specific period, \$25 referral fee, 10% off rent for every referral, Move in discount for 8 months, 10% off for paying 6 months.