

## Forward Looking Statement

Certain information set forth in this release contains “forward-looking statements” within the meaning of the federal securities laws. Forward-looking statements include statements concerning the benefits of store acquisitions, developments, favorable market conditions, our outlook and estimates for the year and other statements concerning our plans, objectives, goals, strategies, future events, future revenues or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions and developments and other information that is not historical information. In some cases, forward-looking statements can be identified by terminology such as “believes,” “estimates,” “expects,” “may,” “will,” “should,” “anticipates,” or “intends,” or the negative of such terms or other comparable terminology, or by discussions of strategy. We may also make additional forward-looking statements from time to time. All such subsequent forward-looking statements, whether written or oral, by us or on our behalf, are also expressly qualified by these cautionary statements. There are a number of risks and uncertainties that could cause our actual results to differ materially from the forward-looking statements contained in or contemplated by this release. Any forward-looking statements should be considered in light of the risks referenced in the “Risk Factors” section included in our most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Such factors include, but are not limited to:

- adverse changes in general economic conditions, the real estate industry and the markets in which we operate;
- failure to close pending acquisitions on expected terms, or at all;
- the effect of competition from new and existing stores or other storage alternatives, which could cause rents and occupancy rates to decline;
- difficulties in our ability to evaluate, finance, complete and integrate acquisitions and developments successfully and to lease up those stores, which could adversely affect our profitability;
- potential liability for uninsured losses and environmental contamination;
- the impact of the regulatory environment as well as national, state and local laws and regulations, including, without limitation, those governing real estate investment trusts (“REITs”), tenant reinsurance and other aspects of our business, which could adversely affect our results;
- disruptions in credit and financial markets and resulting difficulties in raising capital or obtaining credit at reasonable rates or at all, which could impede our ability to grow;
- the failure to effectively manage our growth and expansion into new markets or to successfully operate acquired stores and operations;
- increased interest rates and operating costs;
- reductions in asset valuations and related impairment charges;
- the failure of our joint venture partners to fulfill their obligations to us or their pursuit of actions that are inconsistent with our objectives;
- the failure to maintain our REIT status for U.S. federal income tax purposes;
- economic uncertainty due to the impact of war or terrorism, which could adversely affect our business plan; and
- difficulties in our ability to attract and retain qualified personnel and management members.

All forward-looking statements are based upon our current expectations and various assumptions. Our expectations, beliefs and projections are expressed in good faith and we believe there is a reasonable basis for them, but there can be no assurance that management’s expectations, beliefs and projections will result or be achieved. All forward-looking statements apply only as of the date made. We undertake no obligation to publicly update or revise forward-looking statements which may be made to reflect events or circumstances after the date made or to reflect the occurrence of unanticipated events.



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**Wholly-Owned Store Data by State (unaudited)**  
As of June 30, 2017

State	# of Stores	Net Rentable Sq. Ft.	Total Units	Average Quarter Occupancy	Occupancy as of June 30, 2017
Alabama	8	556,216	4,697	93.4%	95.5%
Arizona	23	1,594,420	14,382	93.8%	93.9%
California	147	11,670,942	113,198	94.9%	95.7%
Colorado	13	849,590	7,030	92.9%	92.3%
Connecticut	7	495,654	5,098	93.4%	94.3%
Florida	81	6,160,961	58,511	91.9%	92.6%
Georgia	54	4,179,349	33,249	91.2%	92.7%
Hawaii	9	604,642	8,549	94.2%	94.4%
Illinois	30	2,309,855	21,861	87.6%	89.2%
Indiana	15	942,549	7,909	93.6%	94.2%
Kansas	1	49,999	534	96.7%	97.3%
Kentucky	10	766,334	5,881	92.4%	93.2%
Louisiana	2	149,930	1,407	96.2%	98.5%
Maryland	29	2,292,450	22,480	93.2%	94.4%
Massachusetts	40	2,503,800	25,933	92.0%	93.5%
Michigan	4	324,516	2,403	94.5%	96.0%
Minnesota	1	74,550	747	89.3%	91.0%
Mississippi	3	218,322	1,512	93.1%	94.2%
Missouri	6	389,386	3,332	94.3%	95.3%
Nevada	15	1,314,427	9,119	94.6%	94.8%
New Hampshire	2	125,987	1,046	93.4%	93.5%
New Jersey	58	4,507,976	45,911	94.8%	96.0%
New Mexico	12	751,031	6,618	94.4%	95.8%
New York	22	1,653,186	20,123	90.4%	91.6%
North Carolina	14	994,708	9,479	90.6%	91.9%
Ohio	17	1,250,040	9,549	93.7%	94.7%
Oregon	4	327,487	2,785	94.9%	95.7%
Pennsylvania	14	1,054,386	9,800	92.3%	93.0%
Rhode Island	2	131,021	1,299	95.0%	97.8%
South Carolina	22	1,649,058	12,760	91.7%	93.6%
Tennessee	23	1,758,605	12,973	93.3%	94.4%
Texas	95	7,979,995	61,919	90.8%	92.1%
Utah	9	619,914	5,055	91.3%	93.9%
Virginia	40	3,224,854	30,511	93.6%	94.8%
Washington	7	509,638	4,326	96.2%	97.5%
Washington, DC	1	99,539	1,218	94.9%	96.0%
<b>Totals</b>	<b>840</b>	<b>64,085,317</b>	<b>583,204</b>	<b>92.8%</b>	<b>93.9%</b>

**Total Operated Store Data by State (unaudited)**  
As of June 30, 2017

State	# of Stores	Net Rentable Sq. Ft.	Total Units	Average Quarter Occupancy	Occupancy as of June 30, 2017
Alabama	20	1,386,298	11,065	93.4%	94.6%
Arizona	37	2,609,111	23,218	91.1%	91.4%
California	273	21,639,719	203,302	93.7%	94.7%
Colorado	36	2,421,536	20,471	84.9%	85.9%
Connecticut	16	1,185,340	11,120	87.7%	88.6%
Delaware	1	76,975	562	82.8%	78.6%
Florida	152	11,827,924	109,389	89.1%	90.2%
Georgia	67	5,125,424	40,653	89.1%	90.8%
Hawaii	15	958,299	13,323	93.6%	94.2%
Illinois	54	3,941,660	37,386	82.5%	83.1%
Indiana	24	1,518,423	12,898	88.0%	89.4%
Kansas	3	159,354	1,380	94.2%	96.3%
Kentucky	16	1,193,094	9,147	90.0%	90.9%
Louisiana	3	283,260	2,394	95.4%	97.5%
Maryland	59	4,444,855	44,899	92.1%	93.5%
Massachusetts	54	3,374,583	34,523	90.9%	92.6%
Michigan	15	1,074,108	8,472	95.0%	96.8%
Minnesota	5	318,016	3,183	83.2%	87.6%
Mississippi	4	268,747	1,885	90.1%	91.8%
Missouri	11	707,955	6,109	94.2%	94.9%
Nevada	29	2,733,748	20,534	92.9%	93.7%
New Hampshire	6	290,646	2,704	76.5%	78.8%
New Jersey	80	6,155,081	62,412	92.6%	94.0%
New Mexico	16	1,021,279	8,744	91.4%	92.8%
New York	37	2,791,722	34,953	89.4%	90.8%
North Carolina	44	2,876,425	24,857	81.6%	82.9%
Ohio	29	2,018,192	15,725	92.1%	93.2%
Oklahoma	12	1,031,679	6,358	85.8%	88.0%
Oregon	8	503,492	4,676	90.6%	92.3%
Pennsylvania	38	2,760,529	24,799	88.8%	89.9%
Rhode Island	2	131,021	1,299	95.0%	97.8%
South Carolina	32	2,513,172	19,815	86.2%	88.6%
Tennessee	33	2,521,299	19,090	93.7%	94.6%
Texas	146	12,065,931	93,816	85.8%	87.5%
Utah	15	1,066,420	8,215	92.6%	94.3%
Virginia	57	4,430,225	42,225	90.1%	91.3%
Washington	11	784,790	6,500	93.7%	95.0%
Wisconsin	3	338,687	2,617	51.7%	54.1%
Washington, DC	3	275,118	3,776	73.6%	77.7%
Puerto Rico	4	288,346	2,727	88.7%	89.6%
<b>Totals</b>	<b>1,470</b>	<b>111,112,483</b>	<b>1,001,221</b>	<b>89.8%</b>	<b>91.1%</b>