

**ExtraSpace<sup>®</sup>  
Storage**

# SUPPLEMENTAL FINANCIAL INFORMATION

Three & Nine Months Ended September 30, 2017



## 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 natural disasters, 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.











































































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

State	# of Stores	Net Rentable Sq. Ft.	Total Units	Average Quarter Occupancy	Occupancy as of September 30, 2017
Alabama	8	556,216	4,691	92.4%	91.2%
Arizona	23	1,594,165	14,379	93.8%	93.8%
California	147	11,654,002	113,388	95.2%	95.1%
Colorado	13	852,884	7,080	91.7%	91.6%
Connecticut	7	496,026	5,101	94.4%	94.0%
Florida	82	6,253,061	59,517	92.4%	93.0%
Georgia	55	4,254,196	33,825	93.1%	93.1%
Hawaii	9	603,411	8,550	94.1%	93.8%
Illinois	30	2,310,125	21,876	90.2%	90.1%
Indiana	15	943,029	7,924	93.9%	93.3%
Kansas	1	49,989	532	96.2%	96.3%
Kentucky	10	767,669	5,901	92.6%	91.9%
Louisiana	2	149,930	1,407	96.1%	95.2%
Maryland	29	2,294,086	22,487	93.4%	92.6%
Massachusetts	40	2,503,489	25,937	93.9%	93.3%
Michigan	4	324,276	2,401	96.3%	94.8%
Minnesota	1	74,550	740	94.2%	94.0%
Mississippi	3	217,442	1,510	93.8%	92.5%
Missouri	6	389,411	3,332	93.7%	94.2%
Nevada	15	1,313,933	9,191	94.9%	95.3%
New Hampshire	2	125,987	1,046	90.9%	89.8%
New Jersey	58	4,507,390	45,967	95.8%	95.3%
New Mexico	12	751,518	6,656	94.6%	94.7%
New York	22	1,653,779	20,132	91.7%	91.4%
North Carolina	15	1,052,903	10,214	90.6%	90.0%
Ohio	17	1,250,475	9,545	93.8%	92.8%
Oregon	4	327,487	2,792	94.7%	93.7%
Pennsylvania	14	1,053,644	9,832	92.4%	91.8%
Rhode Island	2	131,021	1,301	95.5%	95.7%
South Carolina	22	1,651,539	12,777	92.6%	92.3%
Tennessee	23	1,755,104	13,041	93.1%	92.9%
Texas	95	7,993,766	62,095	91.8%	92.5%
Utah	9	620,243	5,072	92.6%	91.6%
Virginia	41	3,288,449	31,025	93.8%	93.0%
Washington	7	509,638	4,330	96.7%	96.5%
Washington, DC	1	99,689	1,219	94.0%	92.4%
<b>Totals</b>	<b>844</b>	<b>64,374,522</b>	<b>586,813</b>	<b>93.5%</b>	<b>93.3%</b>

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

State	# of Stores	Net Rentable Sq. Ft.	Total Units	Average Quarter Occupancy	Occupancy as of September 30, 2017
Alabama	18	1,227,063	9,512	92.5%	91.9%
Arizona	37	2,609,636	23,199	91.3%	91.2%
California	273	21,622,955	203,559	94.4%	94.2%
Colorado	37	2,556,437	21,457	84.1%	83.0%
Connecticut	16	1,195,878	11,155	88.3%	87.7%
Delaware	1	76,765	561	84.8%	88.5%
Florida	159	12,331,582	114,157	88.4%	89.3%
Georgia	68	5,216,243	41,430	90.0%	90.3%
Hawaii	16	1,008,592	13,992	89.2%	89.1%
Illinois	56	4,019,020	38,422	83.2%	82.8%
Indiana	25	1,599,551	13,437	88.9%	88.5%
Kansas	3	159,159	1,380	95.8%	96.6%
Kentucky	17	1,239,393	9,583	87.3%	87.0%
Louisiana	3	283,290	2,394	96.3%	96.3%
Maryland	60	4,483,085	45,206	91.7%	91.4%
Massachusetts	55	3,424,734	35,020	91.8%	91.1%
Michigan	15	1,138,779	8,993	96.2%	95.2%
Minnesota	6	399,202	3,875	75.5%	77.7%
Mississippi	4	267,767	1,881	92.4%	92.0%
Missouri	12	775,627	6,813	88.1%	87.4%
Nevada	29	2,733,255	20,618	94.7%	95.2%
New Hampshire	7	320,996	2,949	76.6%	76.1%
New Jersey	81	6,239,739	63,974	94.3%	94.0%
New Mexico	18	1,212,815	9,771	89.0%	86.7%
New York	46	3,193,187	42,766	90.7%	90.4%
North Carolina	44	2,877,884	24,857	84.5%	84.3%
Ohio	29	2,018,577	15,728	92.9%	91.9%
Oklahoma	15	1,242,030	7,760	75.5%	76.0%
Oregon	8	503,222	4,683	91.9%	91.5%
Pennsylvania	39	2,832,486	25,673	88.0%	87.7%
Rhode Island	3	214,886	1,993	81.9%	83.6%
South Carolina	33	2,565,013	20,338	88.1%	88.2%
Tennessee	33	2,517,953	19,187	93.2%	92.9%
Texas	151	12,529,015	98,223	85.1%	85.7%
Utah	15	1,064,649	8,225	93.4%	92.1%
Virginia	58	4,503,261	42,957	90.1%	89.6%
Washington	11	786,266	6,510	94.8%	94.6%
Wisconsin	5	482,567	4,066	45.0%	45.0%
Washington, DC	3	277,308	3,792	78.9%	78.1%
Puerto Rico	4	288,258	2,728	89.7%	91.1%
<b>Totals</b>	<b>1,513</b>	<b>114,038,125</b>	<b>1,032,824</b>	<b>89.8%</b>	<b>89.7%</b>