# EXPLORER Market Report

Produced on Dec 16 2021



## stortrack

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## **Market Summary**

Market: Monks Cross Dr, Huntington, York, North Yorkshire Y0329GZ

#### Market Type: 3 mile radius

#### Comparisons are made with: National Totals and Averages

This Market Report consists of data gathered from multiple public information sources and proprietary analysis and calculations made by StorTrack Analytics Team. The report includes sections listed below. The executive summary of this report is as follows:

	This Market	National
No. of Stores in Market	15	4,001

#### **Current Supply to Market:**

There is 2.78 square feet/capita supply in this market. The UK national average is 1.58 sqft/capita.

Across all unit types, there is currently 46.67% of inventory offline (not available). The UK national figure at the moment is 0% of inventory offline and comparing against national average, this market's supply level could be characterized as an under-supply.

#### **Rate Trends in Market:**

The rate in this market has trended up in the last 3 months, by 3.86%. This would indicate a increased demand against available supply. The current UK national rate trend for the past 3 months is up, by 12.26%.

#### **Use of Promotions:**

StorTrack converts promotional activity into a measurable score so as to be able to make a determination if the promotional 'value' in a market is increasing or decreasing. An increase in promotional activity means the aggregate value of promotions is growing as stores offer better promotional deals to attract customers, whilst a decrease in promotional activity means the aggregate value of promotions is shrinking and less deals are being offered.

In this market, over the past 3 months, promotional activity has decreased by 0%.

#### **New Developments:**

There are two known new developments in this market.

StorTrack is currently tracking 137 new developments across the UK.

## **Market Snapshot**

The Market Snapshot is a one-look overview of the market.

	This Market	1 Mile	5 Miles	National
Net Rentable Sq Ft	327,364	33,750	342,440	100,334,279
Sq Ft per Capita	2.78	2.97	1.75	1.58
Sq Ft per Household	7.2	6.52	4.57	4.11
Stores	15	1	18	4,001
New Developments	2	0	3	137
Stores opened within the last year	0	0	0	13
Population	117,576	11,349	195,863	63,673,119
Households	45,437	5,180	74,861	24,434,594
Rental Households	14,951	631	22,011	6,952,502
Rental Households Percentage	32.9%	12.18%	29.4%	28.45%
Median Household Income	£41,900	£42,117	£42,781	£38,180
Average Rate per Sq Ft	£0.59	£0.61	£0.59	£1.12
Rate Trend (12 months)	1.17%	0.85%	1.17%	12.26%
Units Not Advertised	0%	0%	0%	16%

### **Store Types**

This is a breakdown of the Stores within this Market. The grid below shows all the stores within the Market, broken down by Midsize Operators (2+ stores) and Small Operators (1 store, independent operators).

STORES IN MARKET		MID OPS	SMALL OPS			
	NUMBER	% OF MARKET	NUMBER	% OF MARKET		
15	7	46.67%	7	46.67%		
4,001	1,503	37.57%	2,430	60.73%		

This Market National Totals and Averages

### **Unit Types Offered**

Analysis of the most common unit types - with the percentage of Stores in the market currently offering that unit type.

ALL UNITS	20 SQFT	25 SQFT	35 SQFT	40 SQFT	50 SQFT	80 SQFT	100 SQFT	150 SQFT	160 SQFT	200 SQFT	CAR PARKING	RV PARKING
53.33%	13.33%	26.67%	40.00%	6.67%	26.67%	N/A	53.33%	20.00%	N/A	13.33%	N/A	N/A
100.00%	26.74%	56.60%	48.37%	30.21%	62.55%	23.26%	58.87%	50.85%	20.92%	43.55%	4.68%	9.65%

This Market National Totals and Averages

### **Overall Market Supply Metrics**

Analysis of supply metrics in the market. A side-by-side bar chart comparison, shows the Market's Total Rentable Square Footage per Capita, Total Rentable Square Footage per Household and Total Rentable Square Footage per Rental Property.

Population data based on 2019 demographics data. Households and Rental Properties data based on 2011 demographics data.





		FI/HOUSEHULD
327,364	45,437	7.20 sq.ft
100,334,279	24,434,594	4.11 sq.ft

Total Rentable Square Ft/Rental Property									
24 21.90 12 14.43 0									
TOTAL RENTABLE SQFT	RENTAL PROPERTIES	TOTAL RENTABLE SQ FT/RENTAL PROPERTIES							
327,364	14,951	21.90 sq.ft							
100,334,279	6,952,502	14.43 sq.ft							

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### Size of Market per Store

Analysis on the supply of the market against the market's population. A side-by-side bar chart comparison, shows the Market's total Population per Store, Market Households per Store and Rental Properties per Store.



Population data based on 2019 demograhics data. Households and Rental Properties data based on 2011 demographics data.

This Market National Totals and Averages

## **Market Spending Power**

Analysis on the market's spending power. A side-by-side bar chart comparison, shows the Market's Median Household Income, Aggregate Household Income, Household Income per Store, Average Market Property Value, and Average Rental Costs.

Household Income data based on 2011 demographics data. Average Property Value data based on 2019 data. Average Rental Cost data based on 2020 data.



## Rate per Square Foot by Store Type

Comparison of the current rate per Square Foot of the market to the average rate per square foot by each of the two store types - Midsize Operators (2+ stores) and Small Operators (1 store, independent operators).

OVERALL MARKET AVERAGE	MID OPS	SMALL OPS
£0.59	£0.56	£0.65
£1.12	£0.91	£1.94

This Market National Totals and Averages

## **Rate per Square Foot by Unit Type**

Analysis of the average rate per square foot by each of the most common unit types.

ALL UNITS	20 SQFT	25 SQFT	35 SQFT	40 SQFT	50 SQFT	80 SQFT	100 SQFT	150 SQFT	160 SQFT	200 SQFT	CAR PARKING	RV PARKING
£0.59	£0.78	£0.82	£0.67	£0.66	£0.61	N/A	£0.47	£0.42	N/A	£0.37	N/A	N/A
£1.15	£1.06	£0.91	£0.82	£0.83	£0.74	£0.51	£0.64	£0.60	£0.34	£0.60	£20.89	£7.98

This Market National Totals and Averages

## **Rate per Square Foot History Graph**

Historical graphs showing the average rate per square feet and the trend for each of the most common unit types.

#### All Units (Last 1 Year)



## Rate per Square Foot History Graph Continued

Trendline (All Units, Last 1 Year)



This Market National Totals and Averages

#### 20 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### Trendline (20 sq.ft, Last 1 Year)



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## Rate per Square Foot History Graph Continued

25 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### Trendline (25 sq.ft, Last 1 Year)



This Market National Totals and Averages





## Rate per Square Foot History Graph Continued

Trendline (35 sq.ft, Last 1 Year)



This Market National Totals and Averages

#### 40 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### Trendline (40 sq.ft, Last 1 Year)



This Market National Totals and Averages

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## Rate per Square Foot History Graph Continued

50 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### Trendline (50 sq.ft, Last 1 Year)



This Market National Totals and Averages





## Rate per Square Foot History Graph Continued

Trendline (80 sq.ft, Last 1 Year)





#### 100 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### Trendline (100 sq.ft, Last 1 Year)



This Market National Totals and Averages

## Rate per Square Foot History Graph Continued

150 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### Trendline (150 sq.ft, Last 1 Year)



This Market National Totals and Averages





## Rate per Square Foot History Graph Continued

Trendline (160 sq.ft, Last 1 Year)



This Market National Totals and Averages

#### 200 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### Trendline (200 sq.ft, Last 1 Year)



## Rate per Square Foot History Graph Continued

Car Parking (Last 1 Year)



This Market National Totals and Averages

#### Trendline (Car Parking, Last 1 Year)



This Market National Totals and Averages

#### RV Parking (Last 1 Year)





## Rate per Square Foot History Graph Continued

Trendline (RV Parking, Last 1 Year)



This Market National Totals and Averages

### **Average Unit Type Rates**

Comparison of each of the most common unit types and the average Advertised Online rate for each.

ALL UNITS	20 SQFT	25 SQFT	35 SQFT	40 SQFT	50 SQFT	80 SQFT	100 SQFT	150 SQFT	160 SQFT	200 SQFT	CAR PARKING	RV PARKING
£37.13	£15.60	£20.48	£23.30	£26.40	£30.25	N/A	£47.36	£62.33	N/A	£73.82	N/A	N/A
£51.94	£21.24	£22.87	£28.78	£33.11	£37.15	£40.41	£63.75	£90.10	£54.36	£119.73	£22.65	£12.79

This Market National Totals and Averages

## **Average Rates History**

Historical graphs showing the average rate over the past 3 years for each of the most common unit types.

#### All Units (Last 1 Year)



This Market National Totals and Averages

## Average Rates History Continued

20 sq.ft (Last 1 Year)







This Market National Totals and Averages





This Market National Totals and Averages

## Average Rates History Continued

40 sq.ft (Last 1 Year)



This Market National Totals and Averages



This Market National Totals and Averages







## Average Rates History Continued

100 sq.ft (Last 1 Year)



This Market National Totals and Averages



This Market National Totals and Averages





This Market National Totals and Averages

## Average Rates History Continued

200 sq.ft (Last 1 Year)





#### Car Parking (Last 1 Year)





#### RV Parking (Last 1 Year)





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## **Rate Volatility History**

Graphs with the average rate volatility over the last 12 months for each of the most common unit types. rate volatility measures the number of rate changes (by a store or a market) over a period of time. A higher rate volatility percentage indicates a more aggressive operator or market.

#### All Units (Last 1 Year)





#### 20 sq.ft (Last 1 Year)



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## Rate Volatility History Continued

35 sq.ft (Last 1 Year)



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50 sq.ft (Last 1 Year)



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## Rate Volatility History Continued

80 sq.ft (Last 1 Year)



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This Market National Totals and Averages --- No Data Available





This Market National Totals and Averages ---- No Data Available

## Rate Volatility History Continued

160 sq.ft (Last 1 Year)



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200 sq.ft (Last 1 Year)



This Market National Totals and Averages --- No Data Available

#### Car Parking (Last 1 Year)



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## Rate Volatility History Continued

RV Parking (Last 1 Year)



This Market National Totals and Averages ---- No Data Available

## **Current Inventory Availability by Unit Type**

Current number of Stores in the market offering each of the most common unit types.

UNIT TYPES	THIS M	ARKET	NATIONAL TOTALS	S AND AVERAGES
UNIT TTPES	ONMARKET	OFFMARKET	ONMARKET	OFFMARKET
ALL UNITS	8(100%)	0(0%)	1,410(84%)	264(16%)
20 SQFT	2(67%)	1(33%)	377(71%)	153(29%)
25 SQFT	4(100%)	0(0%)	798(87%)	115(13%)
35 SQFT	6(86%)	1(14%)	682(81%)	162(19%)
40 SQFT	1(100%)	0(0%)	426(76%)	138(24%)
50 SQFT	4(100%)	0(0%)	882(90%)	95(10%)
80 SQFT	N/A	N/A	328(67%)	159(33%)
100 SQFT	8(100%)	0(0%)	830(88%)	116(12%)
150 SQFT	3(100%)	0(0%)	717(86%)	115(14%)
160 SQFT	N/A	N/A	295(65%)	158(35%)
200 SQFT	2(100%)	0(0%)	614(84%)	114(16%)
CAR PARKING	N/A	N/A	66(40%)	97(60%)
RV PARKING	N/A	N/A	154(67%)	75(33%)

## Inventory Availability by Unit Type History

Graphs showing the number of Stores in this market which have offered each of the most common unit types over the past 12 months.

#### All Units (Last 1 Year)



This Market National Totals and Averages

#### 20 sq.ft (Last 1 Year)



#### This Market National Totals and Averages



This Market National Totals and Averages

## Inventory Availability by Unit Type History Continued

35 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### 40 sq.ft (Last 1 Year)



This Market National Totals and Averages



This Market National Totals and Averages

## Inventory Availability by Unit Type History Continued

80 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### 100 sq.ft (Last 1 Year)



This Market National Totals and Averages



This Market National Totals and Averages

## Inventory Availability by Unit Type History Continued

160 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### 200 sq.ft (Last 1 Year)



This Market National Totals and Averages

#### Car Parking (Last 1 Year)



This Market National Totals and Averages

### Inventory Availability by Unit Type History Continued

RV Parking (Last 1 Year)



This Market National Totals and Averages

## **Rate History by Store**

Historical graphs showing the Premium and Value rates of three stores in the market and the Market High, Market Average and Market Low rates over the past 3 years for each of the most common unit types.

#### All Units (Last 1 Year, Premium, Any Floor)



All Units (Last 1 Year, Value, Any Floor)



### Rate History by Store Continued

20 sq.ft (Last 1 Year, Premium, Any Floor)







#### 25 sq.ft (Last 1 Year, Premium, Any Floor)



## Rate History by Store Continued

25 sq.ft (Last 1 Year, Value, Any Floor)







#### 35 sq.ft (Last 1 Year, Value, Any Floor)



### Rate History by Store Continued

40 sq.ft (Last 1 Year, Premium, Any Floor)







### 50 sq.ft (Last 1 Year, Premium, Any Floor)



## Rate History by Store Continued

50 sq.ft (Last 1 Year, Value, Any Floor)



#### 80 sq.ft (Last 1 Year, Premium, Any Floor)

No Data Found

80 sq.ft (Last 1 Year, Value, Any Floor)

### Rate History by Store Continued

100 sq.ft (Last 1 Year, Premium, Any Floor)







#### 150 sq.ft (Last 1 Year, Premium, Any Floor)



## Rate History by Store Continued

150 sq.ft (Last 1 Year, Value, Any Floor)



#### 160 sq.ft (Last 1 Year, Premium, Any Floor)

No Data Found

160 sq.ft (Last 1 Year, Value, Any Floor)

## Rate History by Store Continued

200 sq.ft (Last 1 Year, Premium, Any Floor)







Car Parking (Last 1 Year, Premium, Any Floor)

## Rate History by Store Continued

Car Parking (Last 1 Year, Value, Any Floor)

No Data Found

RV Parking (Last 1 Year, Premium, Any Floor)

No Data Found

RV Parking (Last 1 Year, Value, Any Floor)

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### **Known Developments**

Profile information on every property development in the market. Each development profile includes information such as development Stage, Project Type, Store Name, Owner, Address, etc.

Stage	Rejected	In Construction
Project Type	Conversion	New Building
Store Name	-	SureStore Self Storage
Owner Name	-	Surestore Consultants Ltd
Operator/Management Name	Inner Space Stations	
Operator Type	-	
Address	Wigginton Rd, Clifton, York Y031 8JQ	Unit C, Auster Rd, York YO30 4GD
Acres	-	0.65
Building Square Footage	14,327	53,305
Floors	-	4
Number of Units	-	
Number of Buildings	-	1
Estimated Value	0	0
Expected Open Date	31-Oct-2022	30-Sep-2022
Additional Property Information	-	
Source URL	https://planningaccess.york.gov.uk/online-applications/simpleS earchResults.do?action=firstPage; https://www.yorkpress.co.uk/ news/18904185.wigginton-road-car-park-may-turned-self-storag e-unit-site/	https://planningaccess.york.gov.uk/online-applications/applicati onDetails.do?keyVal=Q3WHYPSJLSU00&activeTab=summa ry; https://democracy.york.gov.uk/documents/s142697/Auster% 20Road%20presentation.pdf
Notes	-	
Last Checked Date	06-Dec-2021	01-Dec-2021

## **All Stores List**

Profile information on every store in the market. Store profile information includes the Store Name, Store Address, Total Rentable Square Footage, Year Opened, Company owner and/or Operating Company, Rate Volatility over the past 30 days.

**Total Square Feet** values displayed here are obtained from public sources, including city and county property records. When this information is unavailable, StorTrack uses mapping tools or internal models to estimate the size of the property - such properties have an asterisk (\*) next to their Total Square Feet value.

How is Rentable Square Feet (RSF) calculated for each property?

RSF is 95% of TSF if the property has 1 floor | RSF is 85% of TSF if the property has 2 floors | RSF is 75% of TSF if the property has 3 or more floors | RSF is 95% of TSF if the property has an unknown number of floors

Monday - I Saturday Sunday	Monks Cross Yorkshire YO3	elf Storage I Dr, Huntington, 329GZ 08:00 AM - 0 09:00 AM - 0 10:00 AM - 0	York, North 6:00 PM 4:00 PM	Total Squ Rentable Owned b Store Typ Rate Vola	Square Footage y pe	33, Go	000 sqft 750 sqft Store Self Stora ditional	age Ltd	Marketing Contactability Paid Search Search Social Media Website	Scorecard	13/100 3/11 0/35 0/15 0/14 10/25
20Sq.ft	25Sq.ft	35Sq.ft	40Sq.ft	50Sq.ft	75Sq.ft	80Sq.ft	100Sq.ft	150Sq.ft	200Sq.ft	Car Parking	RV Parking
Q	✓	3	×	✓ <b>→</b>	✓	×	✓	~	×	×	×

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## All Stores List Continued

No Image Available	miles	Self Storage Road, York, No	e - York 👷 1.77 rth Yorkshire	Total Squ Rentable Owned b Store Typ Rate Vola	Square Footage y pe	18, Sur	* 575 sqft e Store Self Sto ditional	rage	Marketing Contactability Paid Search Search Social Media Website	Scorecard	30/100 11/11 0/35 0/15 1/14 18/25
20Sq.ft	25Sq.ft	35Sq.ft	40Sq.ft	50Sq.ft	75Sq.ft	80Sq.ft	100Sq.ft	150Sq.ft	200Sq.ft	Car Parking	RV Parking
×	×	×	×	×	×	×	×	×	×	×	×
Monday - I Saturday Sunday	Water lane, Yo	Storage Wo ork, North Yorks 08:00 AM - 0 09:00 AM - 0 10:00 AM - 0	5:30 PM 4:00 PM		Square Footage y pe	55, Mc	001 sqft 500 sqft Carthy's Remova ditional	als Ltd	Marketing Contactability Paid Search Search Social Media Website	Scorecard	30/100 8/11 0/35 0/15 1/14 21/25
20Sq.ft	25Sq.ft	35Sq.ft	40Sq.ft	50Sq.ft	75Sq.ft	80Sq.ft	100Sq.ft	150Sq.ft	200Sq.ft	Car Parking	RV Parking
~	~	~	×	✓	~	×	~	~	~	×	×
Monday - S Sunday		e, York, North Y 08:00 AM - 04 Closed	orkshire Y0317Y\ <b>5:00 PM</b>	N Rentable Owned b Store Typ Rate Vola	be	Inne	44 sqft er Space Statior ditional and Cor		Contactability Paid Search Search Social Media Website		8/11 0/35 0/15 1/14 9/25
20Sq.ft	25Sq.ft	35Sq.ft	40Sq.ft	50Sq.ft	75Sq.ft	80Sq.ft	100Sq.ft	150Sq.ft	200Sq.ft	Car Parking	RV Parking
×	×	~	×	×	×	×	<b>~</b>	×	×	×	×
Monday - S Sunday	59-61 Osbald YO103AY	York 2.05 mile: wick Lane, York 08:30 AM - 00 Closed	, North Yorkshire	Total Squ Rentable Owned b Store Typ Rate Vola	Square Footage y pe	38,0 Sto	052 sqft 049 sqft rage in York ntainer A		Marketing Contactability Paid Search Search Social Media Website	Scorecard	8/100 3/11 0/35 0/15 0/14 5/25
20Sq.ft	25Sq.ft	35Sq.ft	40Sq.ft	50Sq.ft	75Sq.ft	80Sq.ft	100Sq.ft	150Sq.ft	200Sq.ft	Car Parking	RV Parking
×	×	×	×	×	×	×	×	×	×	×	×
Monday - I Saturday Sunday	2b Kettlestrin Yorkshire YO3		orth Yorkshire, Noi 5:00 PM	Total Squ th Rentable Owned b Store Typ Rate Vola	Square Footage y pe	2,1 Jor	31 sqft 19 sqft vik Self Storage ditional and Cor		Marketing Contactability Paid Search Search Social Media Website	Scorecard	16/100 3/11 0/35 0/15 2/14 11/25
	25Sq.ft	35Sq.ft	40Sq.ft	50Sq.ft	75Sq.ft	80Sq.ft	100Sq.ft	150Sq.ft	200Sq.ft	Car Parking	RV Parking
20Sq.ft											

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## All Stores List Continued

No Image Available Monday - Saturday Sunday	miles 2 Railway Cro Yorkshire YO	ge and Van S ossing, Murton W 195UN 09:00 AM - 05 09:00 AM - 12 Closed	'ay, York, North : <b>:00 PM</b>	Total Squ Rentable Owned by Store Typ Rate Vola	Square Footage / /e	10,4 Yorl	010 sqft 159 sqft k Storage and V ditional	an Solutions	Marketing Contactability Paid Search Search Social Media Website	Scorecard	9/100 3/11 0/35 0/15 0/14 6/25
20Sq.ft	25Sq.ft	35Sq.ft	40Sq.ft	50Sq.ft	75Sq.ft	80Sq.ft	100Sq.ft	150Sq.ft	200Sq.ft	Car Parking	RV Parking
×	×	×	×	×	×	×	×	×	×	×	×
No Image Available Monday - Saturday Sunday	15 Alexandra Yorkshire YO	torage - York Court James St 103DP 08:00 AM - 04 09:00 AM - 04 09:00 AM - 01	:00 PM :00 PM	Total Squ Rentable Owned by Store Typ Rate Vola	Square Footage / /e	56,6 Stao	567 sqft 575 sqft dium Self Stora ditional	ge	Marketing Contactability Paid Search Search Social Media Website	Scorecard	15/100 3/11 0/35 0/15 1/14 11/25
20Sq.ft	25Sq.ft	35Sq.ft	40Sq.ft	50Sq.ft	75Sq.ft	80Sq.ft	100Sq.ft	150Sq.ft	200Sq.ft	Car Parking	RV Parking
×	~	×	×	~	<b>~</b>	×	~	~	~	×	×
No Image Available		Storage 2.25 mi	les .ane, Strensall, Yo	Total Squ ork. Dentable	lare Feet Square Footage		56 sqft 12 sqft		-	Scorecard	14/100
Monday -	North Yorksh			Owned by Store Typ Rate Vola	/ /	BHE	E Self Storage tainer		Contactability Paid Search Search Social Media Website		3/11 0/35 0/15 0/14 11/25
·	North Yorksh	ire YO329SR		Owned by Store Typ	/ /	BHE Con	E Self Storage	150Sq.ft	Paid Search Search Social Media	Car Parking	0/35 0/15 0/14
20Sq.ft	North Yorksh Sunday	ire YO329SR 08:00 AM - 06	:00 PM	Owned by Store Typ Rate Vola	v ve atility	BHE Con 0%	E Self Storage Itainer	150Sq.ft ×	Paid Search Search Social Media Website		0/35 0/15 0/14 11/25
20Sq.ft	North Yorksh Sunday 25Sq.ft × Yorbag Let	ire Y0329SR 08:00 AM - 06 35Sq.ft × ft Luggage 2.:	:00 PM 40Sq.ft ×	Store Typ Rate Vola	ree titility 75Sq.ft x are Feet Square Footage	BHE Con 0% 80Sq.ft X 1,56 1,48 Yorl	E Self Storage ttainer	×	Paid Search Search Social Media Website 200Sq.ft X	Car Parking × SCorecard	0/35 0/15 0/14 11/25 RV Parking
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## All Stores List Continued

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No Image Available Monday -	1 Leeman Rd	Storage 2.89 n , York, North Yo 12:00 AM - 1	rkshire YO264XD	Total Squ Rentable Owned b Store Typ Rate Vola	Square Footage y pe	30, Yor	311 sqft 595 sqft k Self Storage ditional and Col	ntainer	Marketing Contactability Paid Search Search Social Media Website	Scorecard	0/100 0/11 0/35 0/15 0/14 0/25			
20Sq.ft	25Sq.ft	35Sq.ft	40Sq.ft	50Sq.ft	75Sq.ft	80Sq.ft	100Sq.ft	150Sq.ft	200Sq.ft	Car Parking	RV Parking			
	×													

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## StorTrack's Marketing Scorecard

The StorTrack Marketing Scorecard is a scoring mechanism for judging the activity and effectiveness of a Store's local marketing. This enables us to create a methodology for comparison and competitive insight.

The Scorecard is created by monitoring five different areas of a Store's marketing activities. StorTrack has created a weighted scoring process for each of these five categories. The category scores are what you see on the Marketing Scorecard page.

#### Website (25 Points)

The Website Content scoring is based on the availability of the below factors: Multiple pages, Navigation, Photos, Video, Map/Directions, Reviews/Testimonials	0-7 Score
Online Pricing for the store is based on the pricing data available online and the volatility.	0-7 Score
Online promotions is based on the promotion advertised for the unit types and on the Home page of the store website.	0-5 Score
The Metadata score is based on the search options available for finding a location, a sitemap, a search box to identify a specific page, etc.	0-3 Score
Direct booking engine is scored based on the website ability to complete an online rental/reservation.	0-3 Score

#### Search (Nonorganic) (35 points)

The score for the store is determined based on the order of the search result occurrence and the a results within the Advertisement content section on the first page of the search results. The scores are listed below based searching on the following platforms with the keywords "self-storage [city name]".

Buys Google Adwords	0-12 Score
Buys Bing Ads	0-9 Score
Buys Yelp Ads	0-7 Score
Buys YellowPages Ads	0-7 Score

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#### Search (organic) (15 points)

The score for the store is determined based on the keywords "self-storage [city name]" and if store appears on the first page of the search results.

First Page on Google	0-4 Score
First Page on Bing	0-3 Score
First Page on Yelp	0-3 Score
First Page on YellowPages	0-3 Score
GoogleMaps	0-2 Score

#### Social Media (14 points)

The social media score is based on the availability of the company profile, location specific profile, and posts within the last week and last month.

Facebook	0-7 Score
Twitter	0-7 Score

#### Contactability (11 points)

This score is based on the ease and methods to contact the store.

Contact Form/Direct Phone Number	0-3 Score
24/7 Customer Support Center	0-3 Score
Chat Support on Website	0-2 Score
1-800/Toll Free Number	0-3 Score