

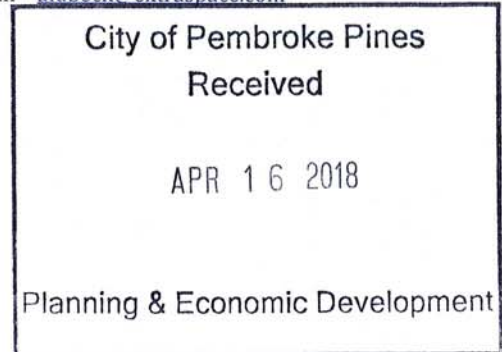


**AARON LUBECK**  
Sr. Manager

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March 23, 2018

18900 Pines Blvd,  
Pembroke Pines, FL



To Whom It May Concern:

Extra Space Storage (EXR) is a publicly traded REIT operating approximately 1,500 properties. We specialize in the operations and management of self storage facilities nationwide.

We support Safstor in developing a storage facility at this location. Our data shows the area to be undersupplied with a 5.18 SF/Capita in the market area which is well below the national average of 7.5 SF/Capita. Our stabilized portfolio is 91% occupied across the country and we feel confident in our ability to operate the property successfully and professionally.

Please feel free to reach out to me if there are other questions or concerns.

Sincerely,

Aaron Lubeck  
Sr. Manager, Real Estate