



## Need for RV/Boat Storage: 5X Current Supply



- ▶ **12 million** U.S. households own RVs (62% increase in 20 years)
- ▶ **9.6%** plan to buy an RV within 5 years
- ▶ Up to 365,500 units in 2024 U.S. shipments = **24% projected increase** over 2023
- ▶ **\$48 billion** market value
- ▶ **\$80 billion** market value by 2035

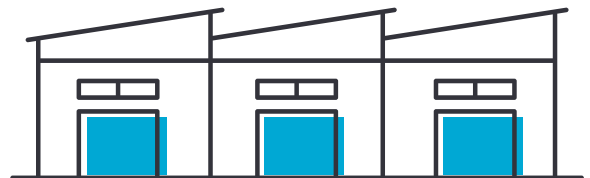
Outdoor Recreation contributes **\$1.1 trillion** to U.S. economy, outpacing U.S. economy and contributing **\$563 billion** GDP

### Top U.S. Conventional Activities:

- ▶ RVing No. 1 = **\$36+ billion**  
Top 3 states: Indiana, Texas and California
- ▶ Boating No. 2 = **\$32+ billion**  
Top 3 states: Florida, California and Texas
- ▶ Motorcycling/ATVing No. 3 = **\$11+ billion**  
Top 3 states: Wisconsin, California and Texas



- ▶ **15 million** U.S. households own boats
- ▶ **35% increase** – annual boating economic activity/past five years, from \$170 billion to \$230 billion
- ▶ **100 million** Americans boat annually



- ▶ **13,000 – 19,877** hybrid facilities (self-storage + RV/boat storage)
- ▶ **1,400 – 4,738** dedicated RV/boat storage
- ▶ **< 35%** = Class A

### Toy Storage Sales

- ▶ Record **114** RV/boat storage properties sold in 2022
- ▶ **103** sold in 2021
- ▶ 2015-2020 = **\$425,000** average per acre
- ▶ 2022-2023 = **\$1 million** average per acre



### What Is Class A RV/Boat Storage?

- ▶ Covered
- ▶ Fenced
- ▶ Gated
- ▶ Paved

Approximately **50%** of HOAs restrict RV and boat parking.  
**4%-8% CAGR** – compound annual growth rate projected for RV and boating industries.

### Covered Storage

- ▶ **50% new sites** > 2018
- ▶ **27%** < 2018