

WEEKLY NEWSLETTER



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Federal Reserve Cuts Rates by 0.25%

- The Federal Reserve lowered the federal funds rate to a target range of 3.5%–3.75%, the third rate cut of 2025 and the lowest level in more than three years.
- The vote was 9–3 in favor, with one dissent seeking a larger cut and two preferring no change.
- Major outlets reported the committee may be reluctant to lower borrowing costs much further unless the labor market weakens sharply.

Q3 2025 Self-Storage Sales Reach \$1.6B

- Self-storage sales reached nearly \$1.6B in Q3 2025, a 62% jump year-over-year, with more than 260 facilities and 18.4M square feet sold during the quarter.
- Florida, California, and Georgia each recorded more than \$200M in Q3 sales, while New York City, Las Vegas, and Atlanta posted the highest transaction values.
- Non-REIT buyers dominated acquisition activity and accounted for 78% of total transaction value.

Our Thoughts

- Lower rates should ease financing costs for self-storage investors and support a more active acquisition environment, particularly for buyers who paused deals earlier in the year.
- Stronger Q3 transaction volume signals renewed confidence in the sector, suggesting buyers are willing to re-enter the market as demand stays steady and pricing remains strong across high-traffic metros.



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