

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 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.



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

| State | # of Stores | Net Rentable Sq. Ft. | Total Units | Average Quarter Occupancy | Occupancy as of June 30, 2017 |
|----------------|-------------|----------------------|----------------|---------------------------|-------------------------------|
| Alabama | 8 | 556,216 | 4,697 | 93.4% | 95.5% |
| Arizona | 23 | 1,594,420 | 14,382 | 93.8% | 93.9% |
| California | 147 | 11,670,942 | 113,198 | 94.9% | 95.7% |
| Colorado | 13 | 849,590 | 7,030 | 92.9% | 92.3% |
| Connecticut | 7 | 495,654 | 5,098 | 93.4% | 94.3% |
| Florida | 81 | 6,160,961 | 58,511 | 91.9% | 92.6% |
| Georgia | 54 | 4,179,349 | 33,249 | 91.2% | 92.7% |
| Hawaii | 9 | 604,642 | 8,549 | 94.2% | 94.4% |
| Illinois | 30 | 2,309,855 | 21,861 | 87.6% | 89.2% |
| Indiana | 15 | 942,549 | 7,909 | 93.6% | 94.2% |
| Kansas | 1 | 49,999 | 534 | 96.7% | 97.3% |
| Kentucky | 10 | 766,334 | 5,881 | 92.4% | 93.2% |
| Louisiana | 2 | 149,930 | 1,407 | 96.2% | 98.5% |
| Maryland | 29 | 2,292,450 | 22,480 | 93.2% | 94.4% |
| Massachusetts | 40 | 2,503,800 | 25,933 | 92.0% | 93.5% |
| Michigan | 4 | 324,516 | 2,403 | 94.5% | 96.0% |
| Minnesota | 1 | 74,550 | 747 | 89.3% | 91.0% |
| Mississippi | 3 | 218,322 | 1,512 | 93.1% | 94.2% |
| Missouri | 6 | 389,386 | 3,332 | 94.3% | 95.3% |
| Nevada | 15 | 1,314,427 | 9,119 | 94.6% | 94.8% |
| New Hampshire | 2 | 125,987 | 1,046 | 93.4% | 93.5% |
| New Jersey | 58 | 4,507,976 | 45,911 | 94.8% | 96.0% |
| New Mexico | 12 | 751,031 | 6,618 | 94.4% | 95.8% |
| New York | 22 | 1,653,186 | 20,123 | 90.4% | 91.6% |
| North Carolina | 14 | 994,708 | 9,479 | 90.6% | 91.9% |
| Ohio | 17 | 1,250,040 | 9,549 | 93.7% | 94.7% |
| Oregon | 4 | 327,487 | 2,785 | 94.9% | 95.7% |
| Pennsylvania | 14 | 1,054,386 | 9,800 | 92.3% | 93.0% |
| Rhode Island | 2 | 131,021 | 1,299 | 95.0% | 97.8% |
| South Carolina | 22 | 1,649,058 | 12,760 | 91.7% | 93.6% |
| Tennessee | 23 | 1,758,605 | 12,973 | 93.3% | 94.4% |
| Texas | 95 | 7,979,995 | 61,919 | 90.8% | 92.1% |
| Utah | 9 | 619,914 | 5,055 | 91.3% | 93.9% |
| Virginia | 40 | 3,224,854 | 30,511 | 93.6% | 94.8% |
| Washington | 7 | 509,638 | 4,326 | 96.2% | 97.5% |
| Washington, DC | 1 | 99,539 | 1,218 | 94.9% | 96.0% |
| Totals | 840 | 64,085,317 | 583,204 | 92.8% | 93.9% |

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

| State | # of Stores | Net Rentable Sq. Ft. | Total Units | Average Quarter Occupancy | Occupancy as of June 30, 2017 |
|----------------|--------------|----------------------|------------------|---------------------------|-------------------------------|
| Alabama | 20 | 1,386,298 | 11,065 | 93.4% | 94.6% |
| Arizona | 37 | 2,609,111 | 23,218 | 91.1% | 91.4% |
| California | 273 | 21,639,719 | 203,302 | 93.7% | 94.7% |
| Colorado | 36 | 2,421,536 | 20,471 | 84.9% | 85.9% |
| Connecticut | 16 | 1,185,340 | 11,120 | 87.7% | 88.6% |
| Delaware | 1 | 76,975 | 562 | 82.8% | 78.6% |
| Florida | 152 | 11,827,924 | 109,389 | 89.1% | 90.2% |
| Georgia | 67 | 5,125,424 | 40,653 | 89.1% | 90.8% |
| Hawaii | 15 | 958,299 | 13,323 | 93.6% | 94.2% |
| Illinois | 54 | 3,941,660 | 37,386 | 82.5% | 83.1% |
| Indiana | 24 | 1,518,423 | 12,898 | 88.0% | 89.4% |
| Kansas | 3 | 159,354 | 1,380 | 94.2% | 96.3% |
| Kentucky | 16 | 1,193,094 | 9,147 | 90.0% | 90.9% |
| Louisiana | 3 | 283,260 | 2,394 | 95.4% | 97.5% |
| Maryland | 59 | 4,444,855 | 44,899 | 92.1% | 93.5% |
| Massachusetts | 54 | 3,374,583 | 34,523 | 90.9% | 92.6% |
| Michigan | 15 | 1,074,108 | 8,472 | 95.0% | 96.8% |
| Minnesota | 5 | 318,016 | 3,183 | 83.2% | 87.6% |
| Mississippi | 4 | 268,747 | 1,885 | 90.1% | 91.8% |
| Missouri | 11 | 707,955 | 6,109 | 94.2% | 94.9% |
| Nevada | 29 | 2,733,748 | 20,534 | 92.9% | 93.7% |
| New Hampshire | 6 | 290,646 | 2,704 | 76.5% | 78.8% |
| New Jersey | 80 | 6,155,081 | 62,412 | 92.6% | 94.0% |
| New Mexico | 16 | 1,021,279 | 8,744 | 91.4% | 92.8% |
| New York | 37 | 2,791,722 | 34,953 | 89.4% | 90.8% |
| North Carolina | 44 | 2,876,425 | 24,857 | 81.6% | 82.9% |
| Ohio | 29 | 2,018,192 | 15,725 | 92.1% | 93.2% |
| Oklahoma | 12 | 1,031,679 | 6,358 | 85.8% | 88.0% |
| Oregon | 8 | 503,492 | 4,676 | 90.6% | 92.3% |
| Pennsylvania | 38 | 2,760,529 | 24,799 | 88.8% | 89.9% |
| Rhode Island | 2 | 131,021 | 1,299 | 95.0% | 97.8% |
| South Carolina | 32 | 2,513,172 | 19,815 | 86.2% | 88.6% |
| Tennessee | 33 | 2,521,299 | 19,090 | 93.7% | 94.6% |
| Texas | 146 | 12,065,931 | 93,816 | 85.8% | 87.5% |
| Utah | 15 | 1,066,420 | 8,215 | 92.6% | 94.3% |
| Virginia | 57 | 4,430,225 | 42,225 | 90.1% | 91.3% |
| Washington | 11 | 784,790 | 6,500 | 93.7% | 95.0% |
| Wisconsin | 3 | 338,687 | 2,617 | 51.7% | 54.1% |
| Washington, DC | 3 | 275,118 | 3,776 | 73.6% | 77.7% |
| Puerto Rico | 4 | 288,346 | 2,727 | 88.7% | 89.6% |
| Totals | 1,470 | 111,112,483 | 1,001,221 | 89.8% | 91.1% |