National Storage Affiliates Trust (NSA)

Updated November 5th, 2025 by Nikolaos Sismanis

Key Metrics

Current Price:	$30	**5 Year Annual Expected Total Return:**	13.8%	**Market Cap:**	$3.84 B
Fair Value Price:	$35	**5 Year Growth Estimate:**	5.0%	**Ex-Dividend Date:**	12/13/2025
% Fair Value:	85%	**5 Year Valuation Multiple Estimate:**	3.3%	**Dividend Payment Date:**	12/31/2025
Dividend Yield:	7.6%	**5 Year Price Target**	$45	**Years Of Dividend Growth:**	9
Dividend Risk Score:	F	**Sector:**	Real Estate	**Rating:**	Hold

Overview & Current Events

National Storage Affiliates Trust is a self-administered and self-managed real estate investment trust specializing in the operation and acquisition of self-storage properties located within the top 100 metropolitan statistical areas throughout the United States and Puerto Rico. At the end of the quarter, NSA held ownership interests in and operated a diversified portfolio of 1,069 self-storage properties located in 37 states and Puerto Rico, comprising approximately 69.8 million rentable square feet, configured in roughly 550,000 storage units. NSA generated $770 million in total revenue in 2024 and is headquartered in Greenwood Village, Colorado.

On November 3rd, 2025, NSA reported its Q3 results for the period ending September 30th, 2025. For the quarter, total revenues came in at $188.7 million, 2.5% lower year-over-year. The decline in revenues was attributable to 2.6% lower same-store revenues. Further, the company's Average Annualized Rental Revenue per Occupied Square Foot fell by 0.4%, while average occupancy declined 150 basis points to 85.0%, also impacting total revenues.

On a per-share basis, core FFO fell by 8.1% to $0.57. The decrease was primarily driven by lower same-store NOI and higher interest expense, partially offset by reduced G&A following the internalization of the PRO structure. During the quarter, NSA's joint venture acquired two self-storage properties for approximately $32 million and sold two wholly-owned properties for roughly $6.5 million. Management reaffirmed its fiscal 2025 guidance, maintaining its core FFO/share range of $2.17 to $2.23, and we have applied the midpoint of this range in our estimates.

Growth on a Per-Share Basis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
FFO/shr[1]	$0.92	$1.12	$1.24	$1.38	$1.54	$1.71	$2.26	$2.81	$2.69	$2.44	***$2.20***	***$2.81***
DPS	$0.54	$0.88	$1.04	$1.16	$1.27	$1.35	$1.59	$2.15	$2.23	$2.25	***$2.28***	***$2.52***
Shares[2]	15.5	29.9	44.4	53.3	58.2	66.6	81.2	91.2	86.8	76.8	***76.5***	***75.0***

National Storage Affiliates is a relatively young REIT, having been founded in 2013. Throughout its history, the company has primarily expanded through acquisitions. We anticipate that future growth will continue to be driven by accretive acquisitions, as NSA maintains an active acquisition pipeline. At the end of last year, NSA owned 815 consolidated self-storage properties and had an interest in 259 additional properties through its joint ventures.

The company partners with institutional investors to expand its portfolio, holding a 25% ownership interest in multiple joint ventures. These partnerships provide NSA with opportunities to acquire the remaining 75% stake in joint venture properties, representing about $2.0 billion in gross real estate assets.

We forecast a core FFO/share growth of around 5% in the medium-term. In terms of its dividend, the trust has raised it consistently since its IPO, with hikes taking place more than once throughout each year. We expect the dividend to keep growing at around 2% through 2030, in line with the most recent decelerated dividend hike. Elevated interest rates have been taken into account regarding these estimates.

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[1] The trust believes that Core FFO (FFO excluding special items such as acquisition fees) better reflects its performance.

[2] Share count is in millions.

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Valuation Analysis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Now	2030
Avg. P/FFO	16.3	19.0	18.1	20.5	21.9	19.3	24.3	18.5	13.8	15.8	***13.6***	***16.0***
Avg. Yld.	3.6%	4.1%	4.6%	4.1%	3.8%	4.1%	2.8%	4.1%	6.0%	5.8%	***7.6%***	***5.6%***

Shares of National Storage Affiliates have historically traded with an average P/FFO of around 19. These days, the REIT's valuation multiple remains compressed amid increased market uncertainty and a higher interest rate environment. The stock is currently trading at a P/FFO of 13.6. We think this is a humble multiple for the stock, even in the current interest rate environment. We maintain our fair value multiple target at 16.0, implying the potential for a valuation tailwind ahead. We note that the 7.6% yield appears quite compelling.

Safety, Quality, Competitive Advantage, & Recession Resiliency

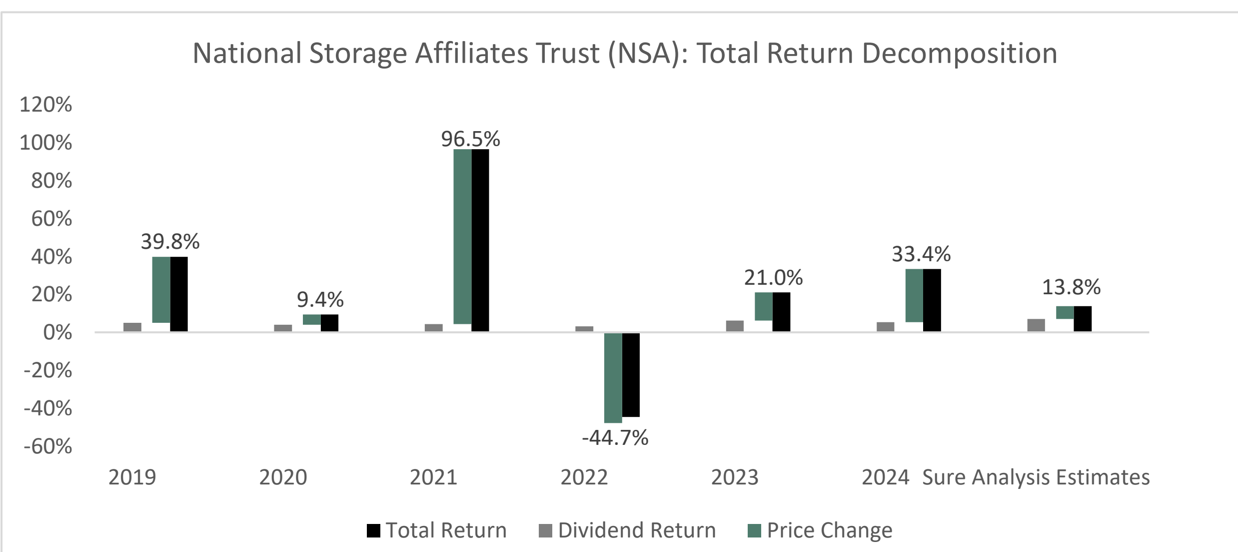
Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
Payout	59%	79%	84%	84%	82%	79%	70%	77%	83%	92%	***104%***	***90%***

Despite its currently-over 100% payout ratio, we consider the stock's dividend sustainable, projecting healthy FFO/share growth ahead. Further, being one of the largest self-storage operators, the trust seems to enjoy a profit-maximization competitive edge. Over the past five years (Q1 2020–Q4 2024), NSA has achieved an above-average quarterly core FFO/share growth of 11.6%, outperforming Public Storage (PSA) at 9.9%, CubeSmart (CUBE) at 10.8%, and Extra Space Storage (EXR) at 10.8%. Its multi-year contracts, high occupancy rates (85% last quarter), and historical resilience during downturns should position it well to navigate a potential recession. High interest rates remain a headwind. Yet, NSA's investment-grade balance sheet (BBB+ rating) provides financial flexibility for future growth.

Final Thoughts & Recommendation

National Storage Affiliates is a rapidly growing self-storage trust with a diversified portfolio of hundreds of properties across the U.S. and Puerto Rico. It features an exceptional track record of growing its core FFO/share and DPS over the past decade despite a slowdown in recent years. While higher interest rates are likely to hamper its growth relative to its past performance, we forecast annualized returns of 13.8% over the medium-term, powered by our growth estimates, the starting yield, and the possibility of a soft valuation tailwind. Still, shares earn a hold rating due to today's rather maxed-out payout ratio.

Total Return Breakdown by Year



Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.

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Income Statement Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Revenue	134	199	268	331	388	432	586	802	858	770
Gross Profit	89	134	184	227	278	309	430	591	629	558
Gross Margin	66.1%	67.4%	68.5%	68.6%	71.6%	71.4%	73.4%	73.7%	73.3%	72.5%
SG&A Exp.	16	22	30	36	44	44	51	59	59	58
D&A Exp.	41	55	75	89	105	117	158	233	222	190
Operating Profit	32	58	79	102	127	147	218	290	337	297
Operating Margin	23.6%	29.0%	29.3%	30.7%	32.7%	34.0%	37.2%	36.2%	39.3%	38.6%
Net Profit	12	18	3	14	4	49	105	104	157	112
Net Margin	9.3%	9.0%	1.1%	4.3%	1.0%	11.2%	17.9%	13.0%	18.3%	14.5%
Free Cash Flow	46	83	109	142	175	204	303	400	406	310
Income Tax	0	0	1	1	1	2	2	4.7	1.6	4

Balance Sheet Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Total Assets	1,099	1,892	2,267	2,729	3,084	3,514	5,563	6,070	5,932	5,354
Cash & Equivalents	7	13	13	13	21	19	25	35	65	50
Accounts Receivable	1	2	2	3	3	3	6	13	10	9
Inventories	---	---	---	---	---	---	---	---	---	---
Goodwill & Int. Ass.	4	29	25	22	35	47	7	54	65	154
Total Liabilities	583	913	995	1,327	1,632	2,083	3,080	3,681	3,806	3,591
Accounts Payable	---	---	---	---	---	---	59	---	---	---
Long-Term Debt	568	879	958	1,278	1,534	1,917	2,941	3,551	3,658	3,449
Shareholder's Equity	237	577	669	744	701	751	1,557	1,423	1,082	735
LTD/E Ratio	---	2.40	1.52	1.14	1.39	1.67	1.98	1.66	2.16	3.21

Profitability & Per Share Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Return on Assets	1.3%	1.2%	0.1%	0.6%	0.1%	1.5%	2.3%	1.8%	2.6%	2.0%
Return on Equity	10.5%	4.4%	0.5%	2.0%	0.6%	6.7%	9.1%	7.0%	6.9%	5.7%
ROIC	1.3%	1.2%	0.1%	0.6%	0.1%	1.5%	2.4%	1.8%	2.7%	2.0%
Shares Out.	15.5	29.9	44.4	53.3	58.2	66.5	134.5	91.24	146	76.8
Revenue/Share	2.95	2.53	6.04	6.21	6.66	6.49	4.35	8.79	5.88	10.02
FCF/Share	0.62	1.01	1.05	2.45	2.67	3.01	2.26	4.39	2.78	4.03

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.