Self Storage Market Rate Flash

March 2026

SELF STORAGE
ADVISORY AUSTRALIA

Summary

Welcome to the March 2026 edition of the Self Storage Market Rate Flash.

Self Storage Advisory Australia and our data partner, StorTrack, are pleased to present another month of market trends and insights.

Market Highlights – March 2026

Greater Sydney is showing encouraging signs that the larger unit sizes are leading a new leg higher. 12.00m² and 18.00m² units posted solid MoM gains of 1.65% and 0.70%, and both now sit 3.72% and 5.36% above where they were a year ago. Six of the seven unit sizes remain in positive LTM territory, and with the weighted average monthly asking rate holding around $440, Sydney looks well-positioned heading into the fourth quarter of FY26.

Greater Melbourne has, in our view, turned the corner. For the first time in several months, the majority of unit sizes posted MoM increases — led by 4.50m² (+3.56%), 18.00m² (+2.48%) and 13.50m² (+1.26%) — and the pace of LTM decline has eased materially. Additionally, 2.25m² product continues to shine with simple LTM growth of 4.71%.

Greater Brisbane remains in a genuinely strong position. The weighted average unit price of $326 is well ahead of this time last year, and five of the seven size categories are still posting positive LTM growth — led by 2.25m² at 6.27% and 13.50m² at 3.37%.

Greater Perth continues the pattern of recent months, with a mix of small MoM movements in both directions and a weighted average asking rate of $300 — effectively unchanged from February. 18.00m² product remains the bright spot, holding positive LTM growth of 1.15%, while 4.50m² and 13.50m² remain the softest sizes of the range.

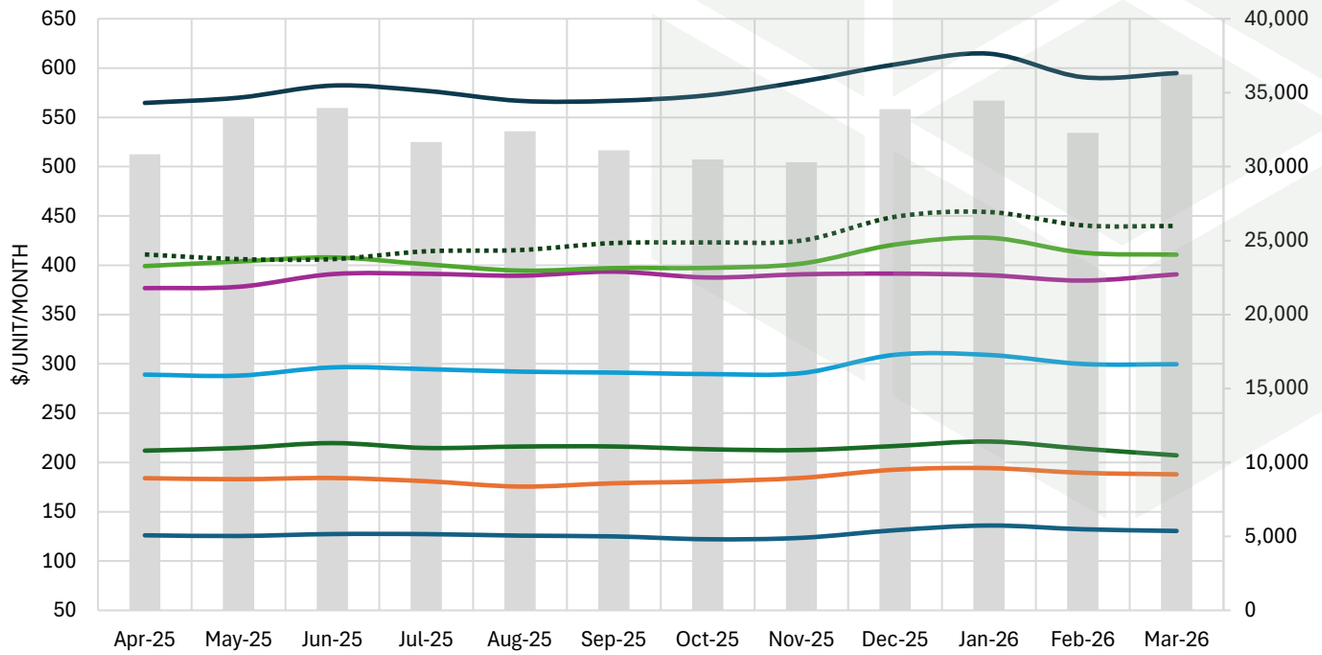
Greater Adelaide, the standout of 2025, continues to demonstrate why it earned that title. 2.25m² product is still 17.06% higher than this time last year, 4.50m² is up 12.25%, and 13.50m² is up 6.42%. 6.00m² and 12.00m² both posted healthy MoM gains of 2.58% and 1.50%, and simple LTM growth remains positive in five of seven unit sizes. The City of Churches is still very much the quiet achiever.

Read on to see the results for yourself.

Average Asking Rate Growth

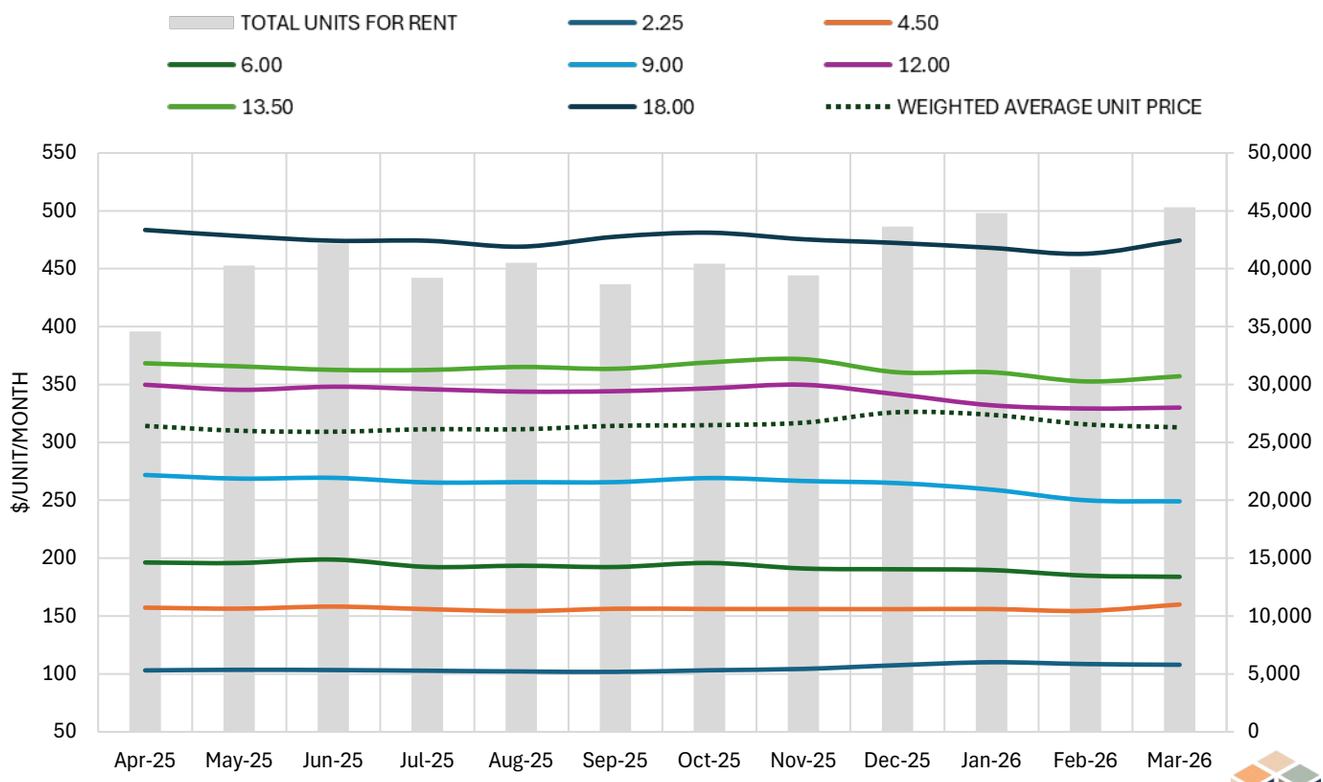
Greater Sydney

Size (m²)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. March 2026	Avg. $/m²/yr. March 2026
2.25	0.31%	3.50%	(1.32%)	$131	$696
4.50	0.19%	2.12%	(0.80%)	$188	$501
6.00	(0.21%)	(2.27%)	(3.15%)	$207	$414
9.00	0.33%	3.64%	(0.09%)	$300	$399
12.00	0.33%	3.72%	1.65%	$391	$391
13.50	0.26%	2.90%	(0.50%)	$411	$365
18.00	0.48%	5.36%	0.70%	$595	$397



Greater Melbourne

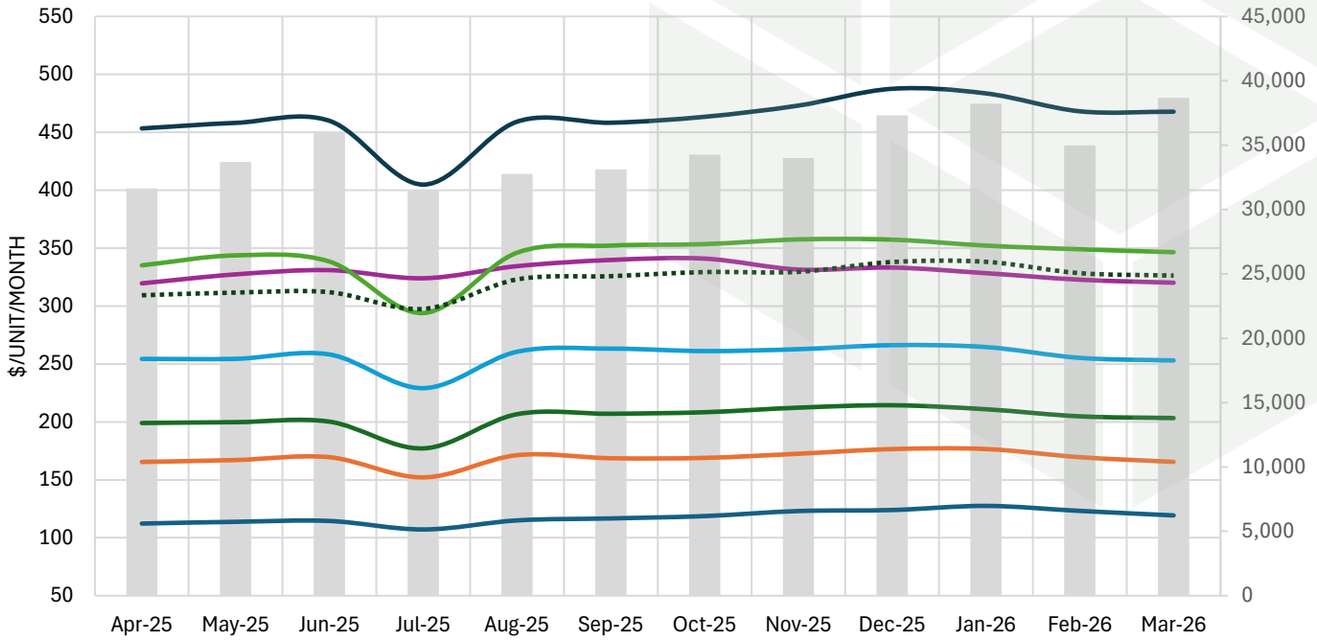
Size (m²)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. March 2026	Avg. $/m²/yr. March 2026
2.25	0.42%	4.71%	(0.57%)	$108	$576
4.50	0.16%	1.73%	3.56%	$160	$427
6.00	(0.59%)	(6.30%)	(0.56%)	$184	$368
9.00	(0.79%)	(8.37%)	(0.37%)	$249	$332
12.00	(0.53%)	(5.64%)	0.24%	$330	$330
13.50	(0.28%)	(3.04%)	1.26%	$357	$317
18.00	(0.17%)	(1.88%)	2.48%	$474	$316



Average Asking Rate Growth

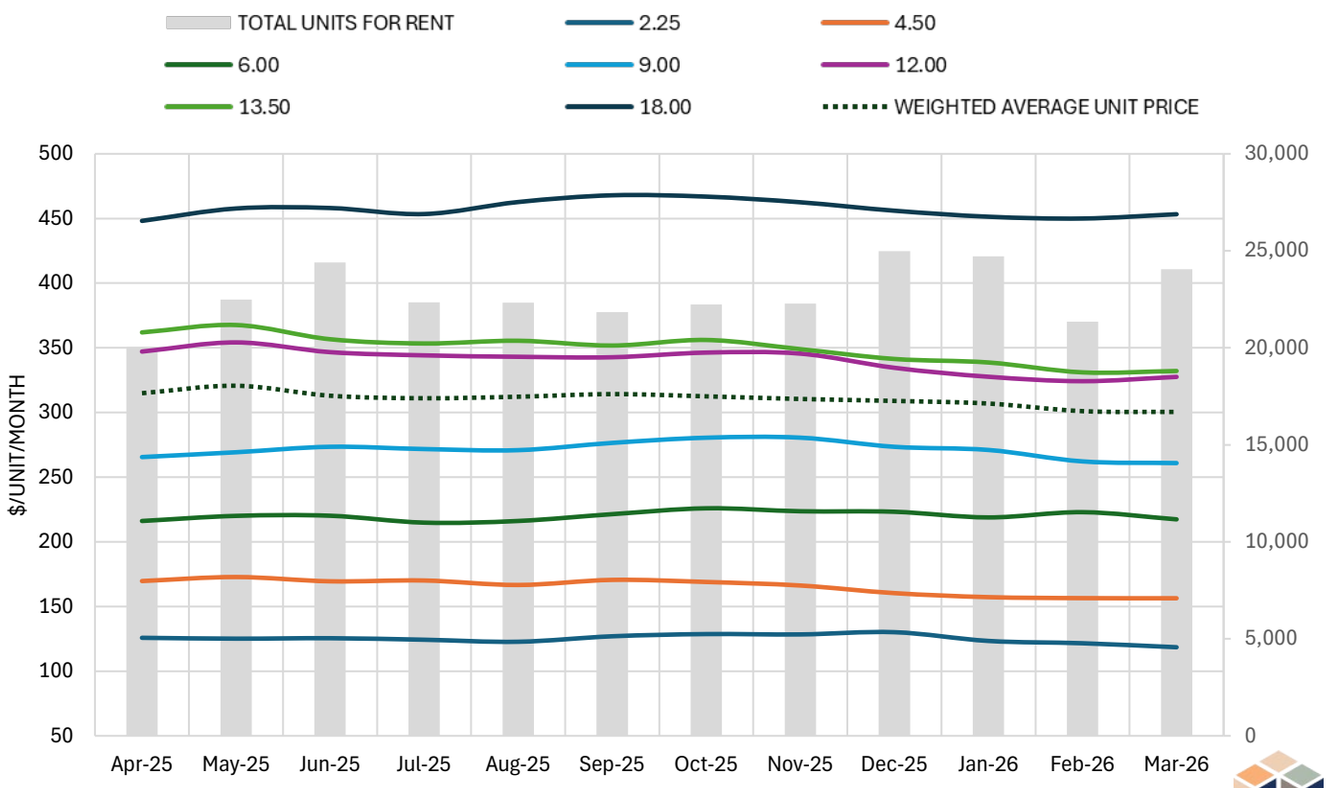
Greater Brisbane

Size (m²)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. March 2026	Avg. $/m²/yr. March 2026
2.25	0.55%	6.27%	(3.16%)	$119	$636
4.50	0.00%	0.04%	(2.39%)	$166	$441
6.00	0.19%	2.15%	(0.72%)	$203	$407
9.00	(0.05%)	(0.53%)	(0.88%)	$253	$337
12.00	0.02%	0.17%	(0.81%)	$320	$320
13.50	0.30%	3.37%	(0.72%)	$347	$308
18.00	0.29%	3.19%	(0.07%)	$468	$312



Greater Perth

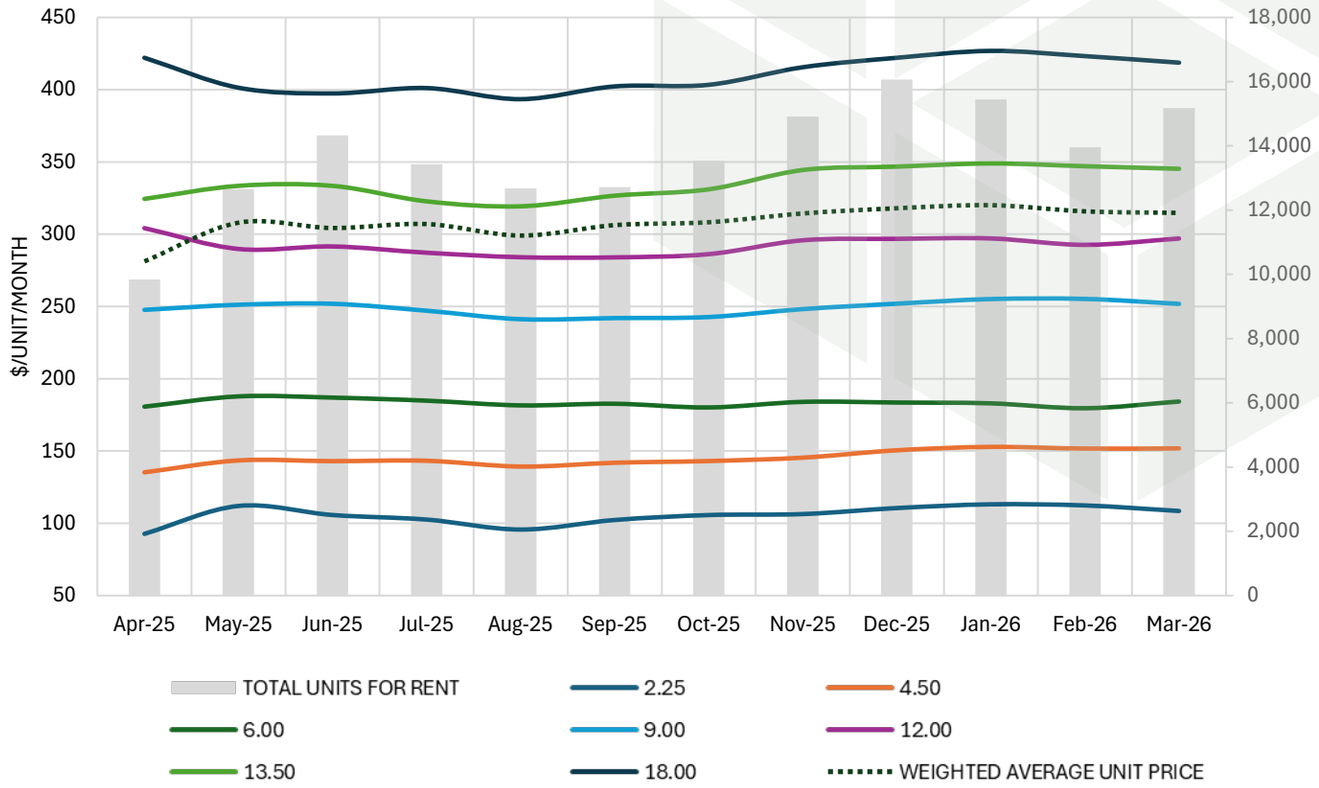
Size (m²)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. March 2026	Avg. $/m²/yr. March 2026
2.25	(0.54%)	(5.80%)	(2.54%)	$119	$632
4.50	(0.74%)	(7.84%)	(0.06%)	$156	$417
6.00	0.05%	0.59%	(2.49%)	$217	$435
9.00	(0.16%)	(1.75%)	(0.49%)	$261	$348
12.00	(0.53%)	(5.64%)	1.02%	$328	$328
13.50	(0.78%)	(8.24%)	0.32%	$332	$295
18.00	0.10%	1.15%	0.74%	$453	$302



Average Asking Rate Growth

Greater Adelaide

Size (m^2)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. March 2026	Avg. $/$m^2$/yr. March 2026
2.25	1.44%	17.06%	(3.41%)	$109	$579
4.50	1.06%	12.25%	0.08%	$152	$405
6.00	0.18%	1.96%	2.58%	$184	$369
9.00	0.15%	1.67%	(1.34%)	$252	$336
12.00	(0.22%)	(2.36%)	1.50%	$297	$297
13.50	0.57%	6.42%	(0.51%)	$345	$307
18.00	(0.07%)	(0.80%)	(1.07%)	$419	$279



NOTES

- All prices are represented net of GST.
- Unit size variables include data for units +/-0.25m^2 of the standard unit size.
- LTM represents “Last Twelve Months”.
- Average Monthly Growth is calculated using the geometric mean of the average monthly price changes.
- ‘Total units for rent’ are self storage units only
- ‘Weighted average unit price’ are self storage units only

About Self Storage Advisory Australia

SELF STORAGE ADVISORY AUSTRALIA

Self Storage Advisory Australia is a real estate agency specialised in selling self storage assets. With over a decade of global industry specific experience, we understand the unique fundamentals of the asset class. We sell self storage, because we know self storage.

At Self Storage Advisory Australia, our experience lies in all facets of real estate and the self storage asset class. Our comprehensive knowledge of the industry underpins our ability to achieve the best outcome for our clients — from investment sales to strategic advisory.

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