Self Storage Market Rate Flash

November 2025

SELF STORAGE
ADVISORY AUSTRALIA

Summary

In conjunction with our data partner, StorTrack, we are working to provide you with summary data on unit availability on an annualised basis. StorTrack collects daily asking rental rates from facilities across Australia. This new dataset will illustrate:

- The total number of units available for rent at the start of the year versus the number available at the end
- The most common unit size offered on the market
- Which units experienced the highest rate of take-up

We look forward to bringing you new insights in 2026 and wish you and your families happy holidays.

Market Highlights – November 2025

With the annual self storage conference held in Sydney in November, it was an important time for the region to put on a strong performance. Monthly asking rate trends were, for the second time this year, almost entirely positive – only 6.00m² units posted a MoM decline.

Despite this strong performance, Sydney did not fully reclaim the asking rate lead from Perth, which saw MoM declines across the board. Perth has had a stellar year, and this month's result does not diminish the strong growth recorded throughout 2025.

Greater Brisbane and Greater Melbourne experienced a mixed month, with both increases and decreases in asking rates. Brisbane's locker-sized units (2.25m²) saw rates rise by nearly 4.0%, while 12.00m² units recorded a decline of 2.77%.

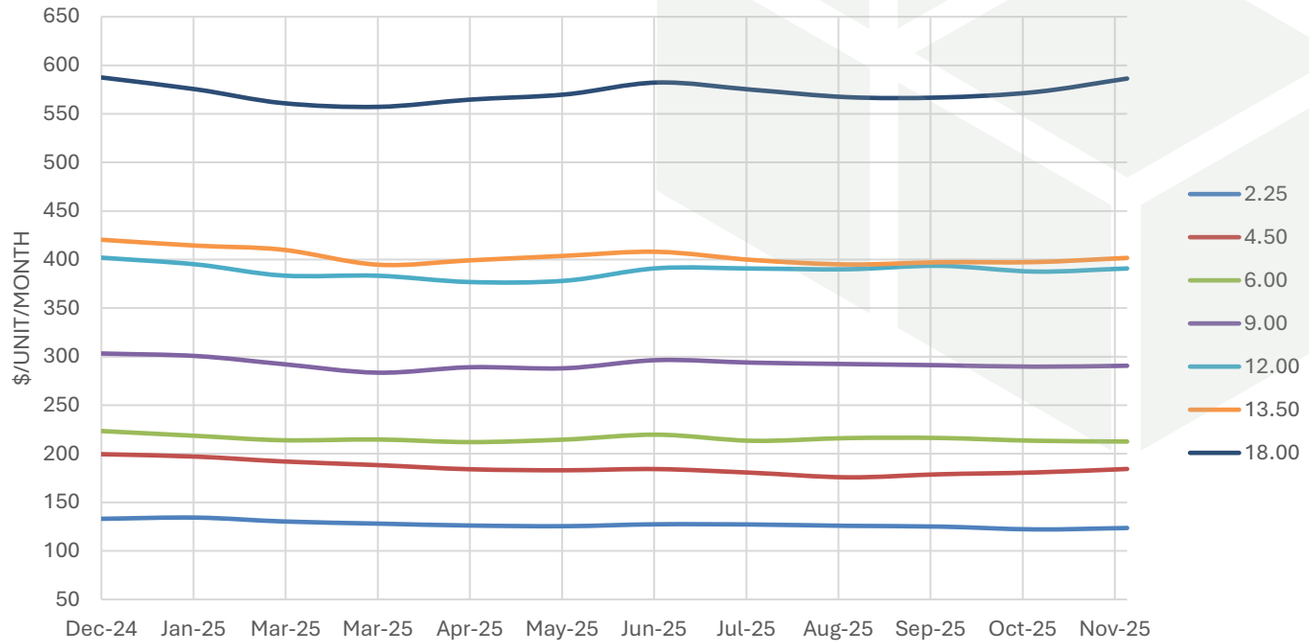
Finally, although we don't mention it often, Greater Adelaide enjoyed a strong November, with all unit sizes posting month-over-month increases in asking rates. Notably, larger units (12.00m² and above) increased by more than 3.0% MoM.

Until next year…

Average Asking Rate Growth

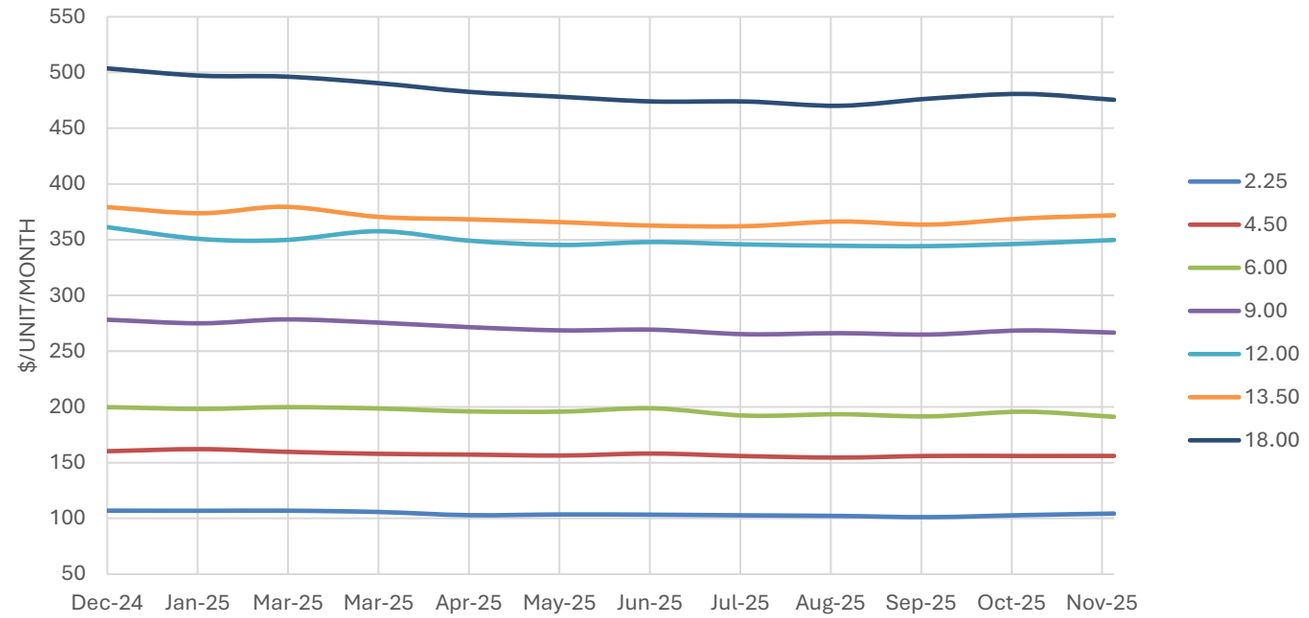
Greater Sydney

Size (m²)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. November 2025	Avg. $/m²/yr. November 2025
2.25	(0.67%)	(7.13%)	1.19%	$124	$659
4.50	(0.72%)	(7.62%)	1.99%	$184	$492
6.00	(0.45%)	(4.84%)	(0.37%)	$213	$425
9.00	(0.39%)	(4.16%)	0.33%	$291	$387
12.00	(0.25%)	(2.76%)	0.84%	$391	$391
13.50	(0.41%)	(4.45%)	1.08%	$402	$357
18.00	(0.02%)	(0.19%)	2.43%	$586	$391



Greater Melbourne

Size (m²)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. November 2025	Avg. $/m²/yr. November 2025
2.25	(0.22%)	(2.43%)	1.35%	$104	$556
4.50	(0.24%)	(2.64%)	0.03%	$156	$416
6.00	(0.40%)	(4.36%)	(2.36%)	$191	$382
9.00	(0.38%)	(4.15%)	(0.72%)	$267	$356
12.00	(0.29%)	(3.18%)	0.95%	$350	$350
13.50	(0.18%)	(1.93%)	0.76%	$372	$331
18.00	(0.52%)	(5.59%)	(1.09%)	$476	$317



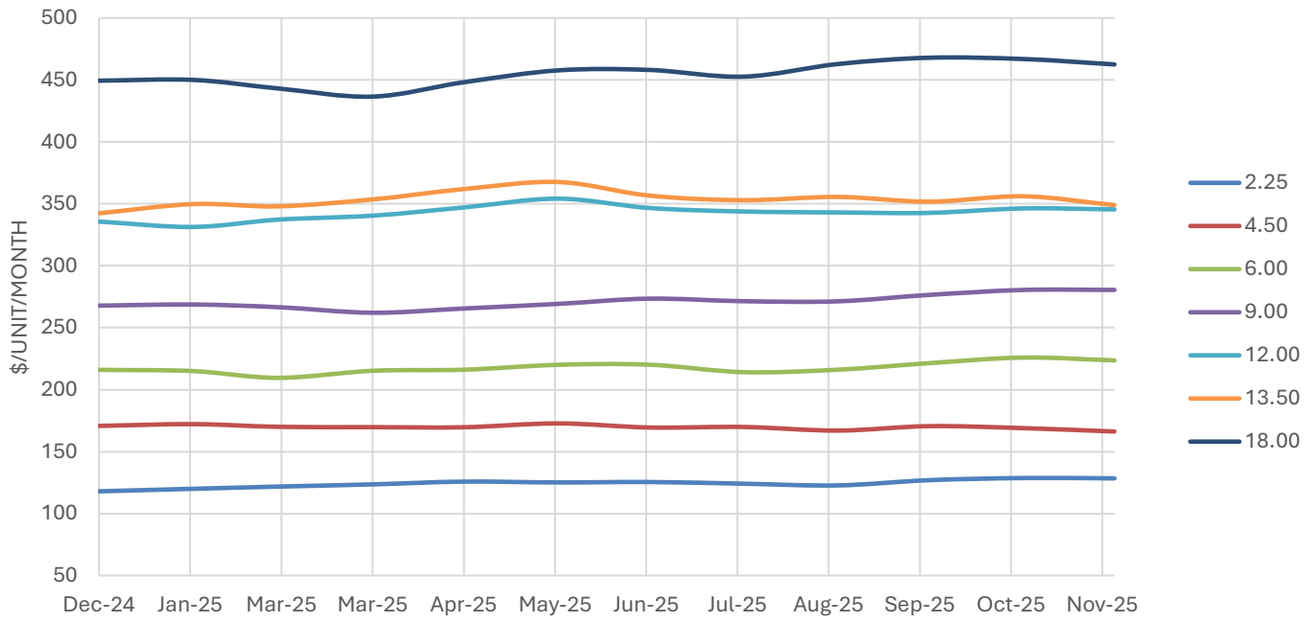
Average Asking Rate Growth

Greater Brisbane

Size (m²)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. November 2025	Avg. $/m²/yr. November 2025
2.25	1.08%	12.50%	3.83%	$123	$656
4.50	0.70%	7.99%	0.68%	$173	$461
6.00	1.07%	12.44%	0.25%	$213	$425
9.00	0.69%	7.82%	(0.12%)	$263	$351
12.00	0.64%	7.27%	(2.77%)	$332	$332
13.50	0.60%	6.76%	0.37%	$358	$318
18.00	0.48%	5.38%	1.02%	$474	$316

Greater Perth

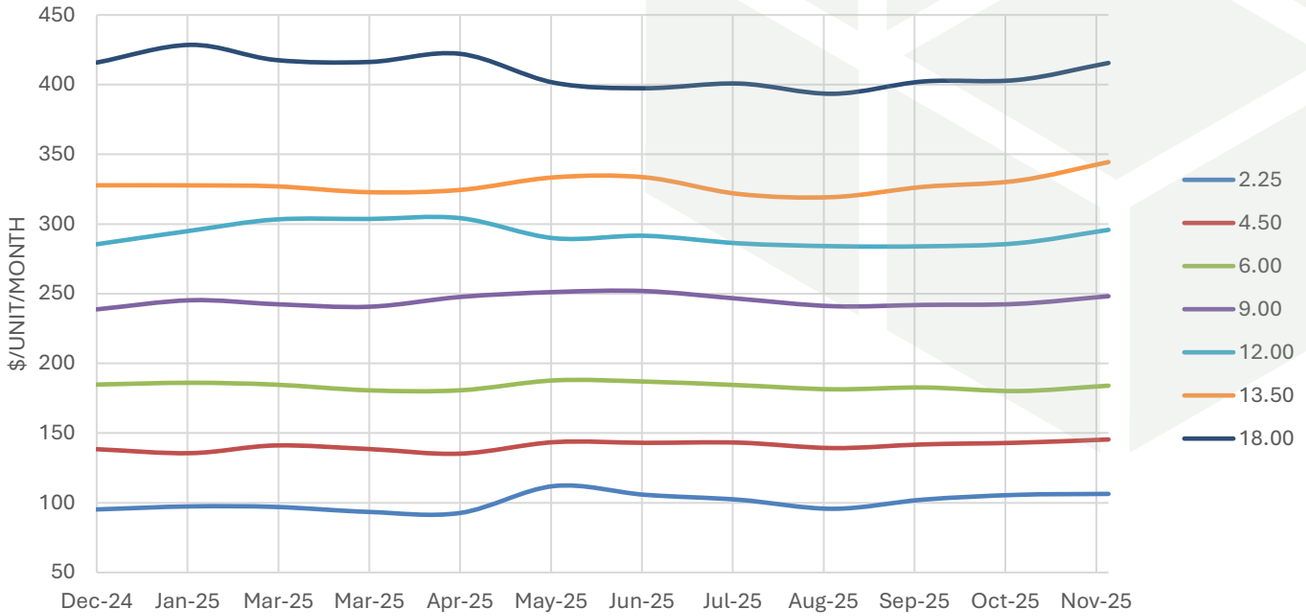
Size (m²)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. November 2025	Avg. $/m²/yr. November 2025
2.25	0.77%	8.85%	(0.21%)	$128	$685
4.50	(0.25%)	(2.66%)	(1.62%)	$166	$443
6.00	0.32%	3.53%	(1.01%)	$224	$447
9.00	0.42%	4.74%	0.01%	$281	$374
12.00	0.26%	2.93%	(0.23%)	$346	$346
13.50	0.17%	1.93%	(1.99%)	$349	$310
18.00	0.26%	2.92%	(0.93%)	$463	$308



Average Asking Rate Growth

Greater Adelaide

Size (m^2)	Avg. Monthly Growth LTM	Simple Growth LTM	MoM %	Avg. $/Unit/mo. November 2025	Avg. $/$m^2$/yr. November 2025
2.25	1.01%	11.71%	0.64%	$106	$567
4.50	0.45%	5.05%	1.64%	$145	$388
6.00	(0.04%)	(0.45%)	2.14%	$184	$368
9.00	0.35%	3.95%	2.26%	$248	$331
12.00	0.32%	3.61%	3.35%	$296	$296
13.50	0.45%	5.09%	4.03%	$344	$306
18.00	(0.01%)	(0.07%)	3.02%	$416	$277



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.

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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