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# Self-Storage & Moving Services: United States

October 2021



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# About This Report

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## Scope

This report forecasts to 2021 and 2025 US self-storage and moving services revenues in nominal US dollars. Total revenues are segmented by product in terms of:

- climate-controlled self-storage
- not climate-controlled self-storage
- full-service moving
- do-it-yourself (DIY) moving truck rental

Total revenues are also segmented by region as follows:

- South
- West
- Midwest
- Northeast

To illustrate historical trends, total revenues and the various segments are provided in annual series from 2010 to 2020.

Self-storage and moving services include fixed and mobile self-storage as well as full-service moving and DIY truck rentals. Self-storage services also include those establishments offering boat, recreational vehicle, and automobile storage. In this report, “employees” are defined to include all those who work in the industry, whether owner/workers or employee/workers. Furthermore, the revenues of both employer and nonemployer establishments are included in this report.

Key macroeconomic indicators are also provided with quantified trends. Other various topics, including profiles of pertinent leading companies, are covered in this report. A full outline of report items by page is available in the Table of Contents.

## Sources

*Self-Storage & Moving Services: United States* (FF95030) represents the synthesis and analysis of data from various primary, secondary, macroeconomic, and demographic sources, such as:

- firms participating in the industry, and their suppliers and customers
- government/public agencies
- intergovernmental and non-governmental organizations
- licensed national consumer survey data

- trade associations and their publications
- the business and trade press
- indicator forecasts by The Freedonia Group
- the findings of other reports and studies by The Freedonia Group

Specific sources and additional resources are listed in the Resources section of this publication for reference and to facilitate further research.

## Industry Codes

**Table 8 | NAICS & SIC Codes Related to Self-Storage & Moving Services**

NAICS/SCIAN 2017		SIC	
North American Industry Classification System		Standard Industrial Classification	
484210	Used Household and Office Goods Moving	4214	Local Trucking With Storage
531130	Lessors of Miniwarehouses and Self-Storage Units	4225	General Warehousing and Storage

Source: US Census Bureau

## Freedonia Methodology

The Freedonia Group, a subsidiary of MarketResearch.com, has been in business for more than 30 years and in that time has developed a comprehensive approach to data analysis that takes into account the variety of industries covered and the evolving needs of our customers.

Every industry presents different challenges in market sizing and forecasting, and this requires flexibility in methodology and approach. Freedonia methodology integrates a variety of quantitative and qualitative techniques to present the best overall picture of a market's current position as well as its future outlook: When published data are available, we make sure they are correct and representative of reality. We understand that published data often have flaws either in scope or quality, and adjustments are made accordingly. Where no data are available, we use various methodologies to develop market sizing (both top-down and bottom-up) and then triangulate those results to come up with the most accurate data series possible. Regardless of approach, we also talk to industry participants to verify both historical perspective and future growth opportunities.

Methods used in the preparation of Freedonia market research include, but are not limited to, the following activities: comprehensive data mining and evaluation, primary research, consensus forecasting and analysis, ratio analysis using key indicators, regression analysis, end use growth indices and intensity factors, purchase power parity adjustments for global data, consumer and end user surveys, market share and corporate sales analysis, product lifespan analysis, product or market life cycle analysis, graphical data modeling, long-term historical trend analysis, bottom-up and top-down demand modeling, and comparative market size ranking.

Freedonia quantifies trends in various measures of growth and volatility. Growth (or decline) expressed as an average annual growth rate (AAGR) is the least squares growth rate, which takes into account all available datapoints over a period. The volatility of datapoints around a least squares growth trend over time is expressed via the coefficient of determination, or  $r^2$ . The most stable data series relative to the trend carries an  $r^2$  value of 1.0; the most volatile – 0.0. Growth calculated as a compound annual growth rate (CAGR) employs, by definition, only the first and last datapoints over a period. The CAGR is used to describe forecast growth, defined as the expected trend beginning in the base year and ending in the forecast year. Readers are encouraged to consider historical volatility when assessing particular annual values along the forecast trend, including in the forecast year.

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## Resources

### The Freedonia Group

#### Freedonia Industry Studies

*Global Housing*

*Home Organization Products*

*Sheds & Outdoor Storage*

#### Freedonia Focus Reports

*Commercial Refrigeration Equipment: United States*

*Construction: United States*

*Freight by Rail: United States*

*Freight by Truck: United States*

*Freight Services: United States*

*Hardscaping Products: United States*

*Heating Equipment: United States*

*Home Organization Products: United States*

*Housing: Canada*

*Housing: United States*

*HVAC Equipment: United States*

*Landscaping Products: United States*

*Macroeconomy: United States*

*Prefabricated Housing: United States*

*Real Estate: United States*

*Safety & Security Alarms: United States*

*Security Services: United States*

*Warehousing & Storage Services: United States*

#### Freedonia Custom Research

### Trade Publications

*Builder Magazine*

*Building Design & Construction*

*Dwell*

*Engineering News-Record*

*Inside Self-Storage*

*The Journal of Light Construction*

*Mini-Storage Messenger*

*Professional Builder*

*Self-Storage Talk*

## Agencies & Associations

Federal Motor Carrier Safety Administration  
National Association of Productivity & Organizing Professionals  
National Portable Storage Association  
Self Storage Association  
United States Census Bureau  
United States Department of Transportation  
United States International Trade Commission