

## U-Haul AREC 27 Portfolio

### Mortgage Loan Information

<b>Mortgage Loan Seller:</b>	JPMCB
<b>Original Principal Balance:</b>	\$28,500,000
<b>Cut-off Date Principal Balance:</b>	\$28,397,637
<b>% of Pool by IPB:</b>	4.0%
<b>Loan Purpose:</b>	Recapitalization
<b>Borrowers:</b>	AREC 27, LLC and UHIL 27, LLC
<b>Sponsor:</b>	AMERCO
<b>Interest Rate:</b>	4.33500%
<b>Note Date:</b>	3/29/2018
<b>Anticipated Repayment Date<sup>(1)</sup>:</b>	4/1/2028
<b>Final Maturity Date<sup>(1)</sup>:</b>	4/1/2038
<b>Interest-only Period:</b>	None
<b>Original Term<sup>(1)</sup>:</b>	120 months
<b>Original Amortization:</b>	300 months
<b>Amortization Type:</b>	ARD - Balloon
<b>Call Protection:</b>	L(26),Def(91),O(3)
<b>Lockbox:</b>	Soft / Springing
<b>Additional Debt:</b>	N/A
<b>Additional Debt Balance:</b>	N/A
<b>Additional Debt Type:</b>	N/A

### Property Information

<b>Single Asset / Portfolio:</b>	Portfolio
<b>Title<sup>(2)</sup>:</b>	Fee
<b>Property Type - Subtype:</b>	Self Storage – Self Storage
<b>Net Rentable Area (Units):</b>	4,445
<b>Location:</b>	Various
<b>Year Built / Renovated:</b>	Various / Various
<b>Occupancy:</b>	91.1%
<b>Occupancy Date:</b>	3/31/2018
<b>Number of Tenants:</b>	N/A
<b>2015 NOI<sup>(3)</sup>:</b>	N/A
<b>2016 NOI<sup>(3)</sup>:</b>	N/A
<b>2017 NOI:</b>	\$2,664,054
<b>TTM NOI (as of 3/2018):</b>	\$2,824,239
<b>UW Economic Occupancy:</b>	93.2%
<b>UW Revenues:</b>	\$4,542,028
<b>UW Expenses:</b>	\$1,363,455
<b>UW NOI:</b>	\$3,178,571
<b>UW NCF:</b>	\$3,086,734
<b>Appraised Value / Per Unit:</b>	\$45,220,000 / \$10,173
<b>Appraisal Date:</b>	Various

### Escrows and Reserves

	Initial	Monthly	Initial Cap
<b>Taxes<sup>(4)</sup>:</b>	\$189,510	Springing	N/A
<b>Insurance<sup>(5)</sup>:</b>	\$0	Springing	N/A
<b>Replacement Reserves<sup>(6)</sup>:</b>	\$45,918	Springing	\$45,918
<b>TI/LC:</b>	\$0		N/A
<b>Other<sup>(7)</sup>:</b>	\$134,663	\$0	N/A

### Financial Information

<b>Cut-off Date Loan / Unit:</b>	\$6,389
<b>Maturity Date Loan / Unit:</b>	\$4,677
<b>Cut-off Date LTV:</b>	62.8%
<b>Maturity Date LTV:</b>	46.0%
<b>UW NCF DSCR:</b>	1.65x
<b>UW NOI Debt Yield:</b>	11.2%

### Sources and Uses

Sources	Proceeds	% of Total	Uses	Proceeds	% of Total
Mortgage Loan	\$28,500,000	100.0%	Closing Costs	\$534,900	1.9%
			Upfront Reserves	370,091	1.3
			Return of Equity <sup>(8)</sup>	27,595,009	96.8
<b>Total Sources</b>	<b>\$28,500,000</b>	<b>100.0%</b>	<b>Total Uses</b>	<b>\$28,500,000</b>	<b>100.0%</b>

- (1) The U-Haul AREC 27 Portfolio loan has an anticipated repayment date of April 1, 2028 (the "Anticipated Repayment Date" or "ARD") and a final maturity date of April 1, 2038. From and after the Anticipated Repayment Date, in the event that the U-Haul AREC 27 Portfolio loan is not paid off on or before the ARD, the U-Haul AREC 27 Portfolio loan accrues interest at a fixed rate that is equal to the greater of (i) 7.33500% and (ii) the 10-year swap as of the ARD plus 4.35000% per annum, but in no event to exceed 9.33500%. On and after the ARD, until the final maturity date, the U-Haul AREC 27 Portfolio loan requires principal payments based on a 25-year amortization schedule assuming the initial interest rate. Original Term reflects the number of months through the Anticipated Repayment Date. See "Risk Factors—Risks Relating to the Mortgage Loans—Risks of Anticipated Repayment Date Loans" in the Prospectus for additional details.
- (2) AREC 27, LLC owns the fee interests in the properties and UHIL 27, LLC owns a leasehold interest pursuant to an operating lease between the borrowers. Both the fee and leasehold interests have been pledged as collateral for the loan.
- (3) Historical financials are unavailable due to staggered acquisition timing of the individual properties in the portfolio.
- (4) The requirement for the borrowers to make monthly deposits into the tax escrow is waived so long as (i) no event of default has occurred and is continuing and (ii) the borrowers have deposited and maintained six months' worth of taxes in the escrow account and provide satisfactory evidence that all taxes have been paid when due.
- (5) The requirement for the borrowers to make deposits to the insurance escrow is waived so long as (i) no event of default has occurred and is continuing and (ii) either (x) the borrowers provide satisfactory evidence that the properties are insured as part of a blanket policy in accordance with the loan documents or (y) if the properties are not insured by such blanket policy, the borrowers have deposited and maintained six months' worth of insurance premiums in the escrow account.
- (6) The borrowers will be required to make monthly deposits into the replacement reserves escrow in the amount of \$7,653 if the balance in the escrow falls below \$45,918. The replacement reserves escrow will still be subject to the Initial Cap.
- (7) Initial Other Escrows and Reserves represents an escrow for certain deferred maintenance items.
- (8) The U-Haul AREC 27 Portfolio was previously unencumbered. The Sponsor acquired the properties between 1978 and 2016 for a basis of approximately \$27.5 million.

## U-Haul AREC 27 Portfolio

**The Loan.** The U-Haul AREC 27 Portfolio loan is secured by a first mortgage lien on the fee interests in a 4,445 unit self-storage portfolio consisting of eight properties located across eight states. The U-Haul AREC 27 Portfolio loan has an ARD of April 1, 2028, a final maturity date of April 1, 2038 and will amortize on a 25-year schedule.

The borrowing entities for the U-Haul AREC 27 Portfolio loan are AREC 27, LLC and UHIL 27, LLC, each a Delaware limited liability company and special purpose entity. The loan sponsor and nonrecourse carve-out guarantor is AMERCO (NASDAQ: UHAL), which serves as the holding company for U-Haul International, Inc. ("U-Haul"). U-Haul is one of the largest North American operators of self-storage facilities and has been serving do-it-yourself movers since its founding in 1945. U-Haul operates approximately 1,440 self-storage locations in the United States and Canada with more than 581,000 rentable units comprising approximately 51.4 million square feet of rentable storage space. U-Haul locations provide customers with a variety of moving and storage supplies including self-storage, packing supplies and truck and trailer rentals.

**The Portfolio.** The U-Haul AREC 27 Portfolio is comprised of eight U-Haul branded self-storage facilities with an aggregate of 4,445 units totaling approximately 391,334 square feet. The U-Haul AREC 27 Portfolio properties were constructed between 1920 and 2016. The loan sponsor has owned one property since 1978, acquired three properties between September 2011 and December 2013 and four properties between May 2015 and August 2016, at which time the portfolio was 74.4% occupied. Since acquisition of the assets, the loan sponsor has spent approximately \$14.6 million across the portfolio, strategically deploying capital for the rebranding of several assets to U-Haul facilities. As of March 31, 2018, the portfolio was 91.1% occupied.

The U-Haul AREC 27 Portfolio is geographically diverse with each property located in a different state. The largest three states by allocated loan amount are Arizona (33.2%), Michigan (21.5%) and New Jersey (11.3%), which account for approximately 30.4%, 19.8% and 12.2% of underwritten net cash flow, respectively. The remaining five properties are located in Ohio, Louisiana, Pennsylvania, Idaho and Alabama, with no individual state accounting for more than 8.1% of allocated loan amount or 8.3% of underwritten net cash flow.

**Goodyear.** The Goodyear property is an 82,440 square foot, Class A facility with three single-story buildings and one three-story building. The 1,056-unit self-storage facility is located in Goodyear, Arizona, approximately 21.5 miles west of Phoenix, on an approximately 12.8-acre site. According to the loan sponsor, the land was purchased in 2011 and subsequently underwent an approximately \$7.5 million development, which was completed in 2015. The property consists of (i) 694 interior climate-controlled units ranging in size from 25 to 200 square feet per unit, (ii) 285 interior non-climate-controlled units ranging in size from 25 to 200 square feet per unit (iii) 74 exterior, drive-up units ranging in size from 100 to 150 square feet per unit and (iv) three 40 square-foot U-Box units. The property was 92.0% occupied as of March 31, 2018 and features a leasing office with 48 parking spaces. According to the appraisal, as of year-end 2017, the population within a one-, three- and five-mile radius of the property was 4,684, 37,257 and 90,238, respectively, with a median household income of \$51,999, \$69,429 and \$74,026, respectively.

**New Center.** The New Center property is a 53,595 square foot, Class A self-storage facility comprised of a single seven-story structure. The 843-unit facility is located in Detroit, Michigan and situated on an approximately 2.46-acre site. The property was originally built in 1920, at which point it served as a bakery and warehouse for Nabisco. According to the loan sponsor, the property was purchased in 2012 and subsequently underwent an approximately \$3.9 million redevelopment to convert the property to self-storage use, which was completed in 2013. The property consists of (i) 445 interior heated units ranging in size from 25 to 150 square feet per unit, (ii) 198 interior climate-controlled units, ranging in size from 25 to 300 square feet per unit, (iii) 168 25 square foot lockers and (iv) 32 40 square-foot U-Box units. The property also features a U-Box and U-Haul truck rental operation with trucks parked on-site. The property was 93.6% occupied as of March 31, 2018 and features a leasing office with 10 parking spaces. According to the appraisal, as of year-end 2017, the population within a one-, three- and five-mile radius of the property was 14,946, 119,079 and 307,711, respectively, with a median household income of \$18,635, \$20,888 and \$23,075, respectively.

**South Vineland.** The South Vineland property is a 62,750 square foot, Class B self-storage facility with 15 buildings comprised of 524 self-storage units and 26 uncovered RV parking spaces. The property is located in Vineland, New Jersey, approximately 35.2 miles southwest of Philadelphia, Pennsylvania, on an approximately 9.6-acre site. The property was built in 1990 and was acquired by the loan sponsor in August 2016, at which time the property was 59.4% occupied. The property was 90.7% occupied as of March 31, 2018 and features a leasing office with 16 parking spaces. The property consists of (i) 485 non-climate-controlled units ranging in size from 20 to 600 square feet per unit and (ii) 39 climate-controlled units ranging in size from 50 to 150 square feet per unit. According to the appraisal, as of year-end 2017, the population within a one-, three- and five-mile radius of the property was 1,343, 33,451 and 79,023, respectively, with a median household income of \$54,023, \$44,610 and \$49,276, respectively.

## U-Haul AREC 27 Portfolio

Portfolio Summary												
# Location	Year Built	Allocated Loan Amount <sup>(1)</sup>	% of Cut-off Date Balance	Regular	Climate Controlled	RV	Total	March 2018 Occ.	UW NCF	% of UW NCF	Appraised Value	%
1 Goodyear, AZ <sup>(2)</sup>	2015	\$9,416,059	33.2%	362	694	0	1,056	92.0%	\$938,950	30.4%	\$15,000,000	33.2%
2 Detroit, MI <sup>(3)(4)</sup>	1920	6,107,983	21.5	200	643	0	843	93.6%	609,764	19.8	9,720,000	21.5
3 Vineland, NJ	1990	3,218,399	11.3	485	39	26	550	90.7%	376,936	12.2	5,120,000	11.3
4 Columbus, OH	2000	2,301,703	8.1	13	481	0	494	99.0%	257,420	8.3	3,670,000	8.1
5 Lake Charles, LA	1980	1,873,248	6.6	301	222	25	548	78.6%	243,291	7.9	2,990,000	6.6
6 Scranton, PA	1986	1,833,391	6.5	260	0	5	265	90.2%	226,101	7.3	2,920,000	6.5
7 Prattville, AL	2008	1,823,427	6.4	141	123	38	302	93.7%	237,504	7.7	2,900,000	6.4
8 Nampa, ID <sup>(5)(6)</sup>	1978, 2016	1,823,427	6.4	182	179	26	387	89.9%	196,768	6.4	2,900,000	6.4
<b>Total / Wtd. Avg.</b>		<b>\$28,397,637</b>	<b>100.0%</b>	<b>1,944</b>	<b>2,381</b>	<b>20</b>	<b>4,445</b>	<b>91.1%</b>	<b>\$3,086,734</b>	<b>100.0%</b>	<b>\$45,220,000</b>	<b>100.0%</b>

(1) The U-Haul AREC 27 Portfolio is not subject to any property releases.

(2) Includes 3 U-Box units.

(3) Includes 168 lockers and 32 U-Box units.

(4) Includes 445 heated units.

(5) Includes 11 U-Box units.

(6) Includes 18 heated units.

Operating History and Underwritten Net Cash Flow <sup>(1)</sup>					
	2017	TTM <sup>(2)</sup>	Underwritten	Per Unit	% <sup>(3)</sup>
Rents in Place	\$3,693,174	\$3,874,167	\$4,244,338	\$955	89.2%
Vacant Income	0	0	324,349	73	6.8
<b>Gross Potential Rent</b>	<b>\$3,693,174</b>	<b>\$3,874,167</b>	<b>\$4,568,686</b>	<b>\$1,028</b>	<b>96.0%</b>
Reimbursements	164,510	171,431	188,100	42	4.0
<b>Net Rental Income</b>	<b>\$3,857,684</b>	<b>\$4,045,598</b>	<b>\$4,756,786</b>	<b>\$1,070</b>	<b>100.0%</b>
(Vacancy/Credit Loss)	0	0	(324,349)	(73)	(6.8)
Other Income	98,249	109,589	109,589	25	2.3
<b>Effective Gross Income</b>	<b>\$3,955,933</b>	<b>\$4,155,186</b>	<b>\$4,542,028</b>	<b>\$1,022</b>	<b>95.5%</b>
<b>Total Expenses</b>	<b>\$1,291,879</b>	<b>\$1,330,949</b>	<b>\$1,363,455</b>	<b>\$307</b>	<b>30.0%</b>
<b>Net Operating Income</b>	<b>\$2,664,054</b>	<b>\$2,824,239</b>	<b>\$3,178,571</b>	<b>\$715</b>	<b>70.0%</b>
Total TI/LC, Capex/RR	0	0	91,836	21	2.0
<b>Net Cash Flow</b>	<b>\$2,664,054</b>	<b>\$2,824,239</b>	<b>\$3,086,734</b>	<b>\$694</b>	<b>68.0%</b>
<b>Occupancy</b>	<b>89.1%</b>	<b>91.1%</b>	<b>93.2%</b>		

(1) Historical financials unavailable due to acquisition timing of the individual properties in the portfolio.

(2) TTM column represents the trailing 12 months ended March 31, 2018.

(3) % column represents percent of Net Rental Income for all revenue lines and represents percent of Effective Gross Income for the remaining fields.

**Property Management.** The U-Haul AREC 27 Portfolio will be managed by various affiliates of the borrowers.

**After Acquired Adjacent Property.** Provided no event of default has occurred and is continuing under the loan documents, the borrowers have the right to acquire the fee simple estate in vacant land that is adjacent and contiguous to an existing individual mortgaged property (an "After Acquired Adjacent Property"), provided that the lender has received, among other things: (a) a title insurance policy insuring the lien of the applicable mortgage encumbering the After Acquired Adjacent Property; (b) a settlement statement indicating that such After Acquired Adjacent Property was acquired without debt; (c) an environmental report showing no hazardous materials or risk of contamination at the adjacent property; (d) a REMIC opinion acceptable to the rating agencies; and (e) a confirmation from the rating agencies that such After Acquired Adjacent Property will not result in a withdrawal, qualification or downgrade of the respective ratings in effect immediately prior to such acquisition for the Certificates that are then outstanding. Any such After Acquired Adjacent Property will be encumbered by the lien of the mortgage on the related mortgaged property. The loan documents include a carve-out for any losses resulting from the acquisition of any After Acquired Adjacent Property.

**U-Haul AREC 27 Portfolio**

**After Acquired Leasehold Property.** Provided no event of default has occurred and is continuing under the loan documents, the borrowers have the right to acquire a leasehold estate in property that is operated as a storage facility, but that is not contiguous to an existing individual mortgaged property (an “After Acquired Leasehold Property”), provided, among other things: (a) fee simple title in the acquired property is owned by an affiliate of the guarantor and the borrowers execute and deliver to the lender a lease in the form attached to the loan agreement, not to be recorded; (b) an environmental report showing no hazardous materials or risk of contamination at the adjacent property; (c) a REMIC opinion acceptable to the rating agencies; and (d) a confirmation from the rating agencies that such After Acquired Leasehold Property will not result in a withdrawal, qualification or downgrade of the respective ratings in effect immediately prior to such acquisition for the Certificates that are then outstanding. Following any acquisition of an After Acquired Leasehold Property, the loan documents require that such After Acquired Leasehold Property only be operated as a remote storage facility, U-Box storage facility or vehicle or RV storage facility and not include any office, showroom, retail or administrative uses. The loan documents include a carve-out for any losses resulting from the acquisition, ownership or operation of any After Acquired Leasehold Property.

**Property Releases.** None.