

WALMART SHADOW-ANCHORED STRIP

3295 Henry Street | Muskegon, Michigan 49441

Offering Memorandum

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EXECUTIVE SUMMARY

WALMART SHADOW-ANCHORED STRIP

OFFERING HIGHLIGHTS

WALMART-SHADOW-ANCHORED STRIP

OFFERING PRICE \$3,541,000

CAP RATE **7.50%**

| VITAL DATA | |
|----------------------|--------------------------|
| Price | \$3,541,000 |
| Cap Price | 7.50% |
| Price/SF | \$297.69 Per Square Foot |
| Net Operating Income | \$265,560 |
| Gross Square Feet | 11,895-Square Feet |

INVESTMENT OVERVIEW

The Jonna Group of Marcus & Millichap has been selected to exclusively represent the sale of the Walmart Shadow-Anchored Strip, a five-tenant offering located in the heart of downtown Muskegon, Michigan. The subject site is anchored by a corporate AT&T that represents 33.6 percent of the strip center and includes other notable tenants such as Biggby Coffee, America's Best, Sport Clips and Asian Express all operating on NNN leases.

The subject site is strategically located as a prime out lot to a Walmart Supercenter. The asset is uniquely sandwiched between the Walmart and Meijer Superstore parking lots, that feed heavy consumer traffic daily to the site. The stellar location benefits from being well-positioned in a dense retail corridor and surrounded by many notable retailers in the immediate vicinity that include: The Home Depot, Walgreens, Chase Bank, ALDI, Dollar Tree, Sherwin-Williams, AutoZone, The UPS Store, McDonald's, Taco Bell, KFC, Chili's Grill & Bar and many more. Due to its close proximity to Lake Michigan, the surrounding area sees an influx of tourists throughout the year.

The subject site is located in downtown Muskegon, the largest populated city on the eastern shores of Lake Michigan. The Muskegon Metro area had a population of over 172,000 in 2010 and is also part of the larger Grand Rapids-Wyoming-Muskegon-Combined Statistical Area with a population of over 1.3 million people. Muskegon is home to many major employers such as Consumers Energy, GE Aviation, Mercy Health, Meijer, Wesco, Fleet Engineers, Cole's Quality Foods, ADAC Automotive, SAF-Holland, L3 Communications, Anderson Global and many more.



- ▶ Walmart Shadow-Anchored Strip | 11,895 SF | 1.41 Acres | 100% Occupied
- Sandwiched Between Walmart Supercenter and Meijer Superstore
- ► Anchored by Corporate AT&T Accounting for 33.6% of Center
- All Tenants Operating on NNN Leases w/ Options Remaining
- ▶ Strong Mix of Tenants | National, Regional and Super-Regional Tenants
- ▶ Notable Tenants Include Biggby Coffee, America's Best, Sport Clips
- ▶ Great Visibility and Exposure in City's Prime Retail Corridor on Henry Street
- Well Maintained and Attractive Newer 2008 Construction Building
- Solid Demographics | 93,000 in 5 Miles | 36,000 Households in 5-Miles
- Near Notable Retailers such as The Home Depot, Walgreens, Chase Bank,
 ALDI, Dollar Tree, Sherwin-Williams, AutoZone, The UPS Store, McDonald's,
 Taco Bell, KFC, Chili's Grill & Bar and many more



SUPERB LOCATION WALMART SHADOW-ANCHORED



GROWING MARKET AND DEMOGRAPHICS

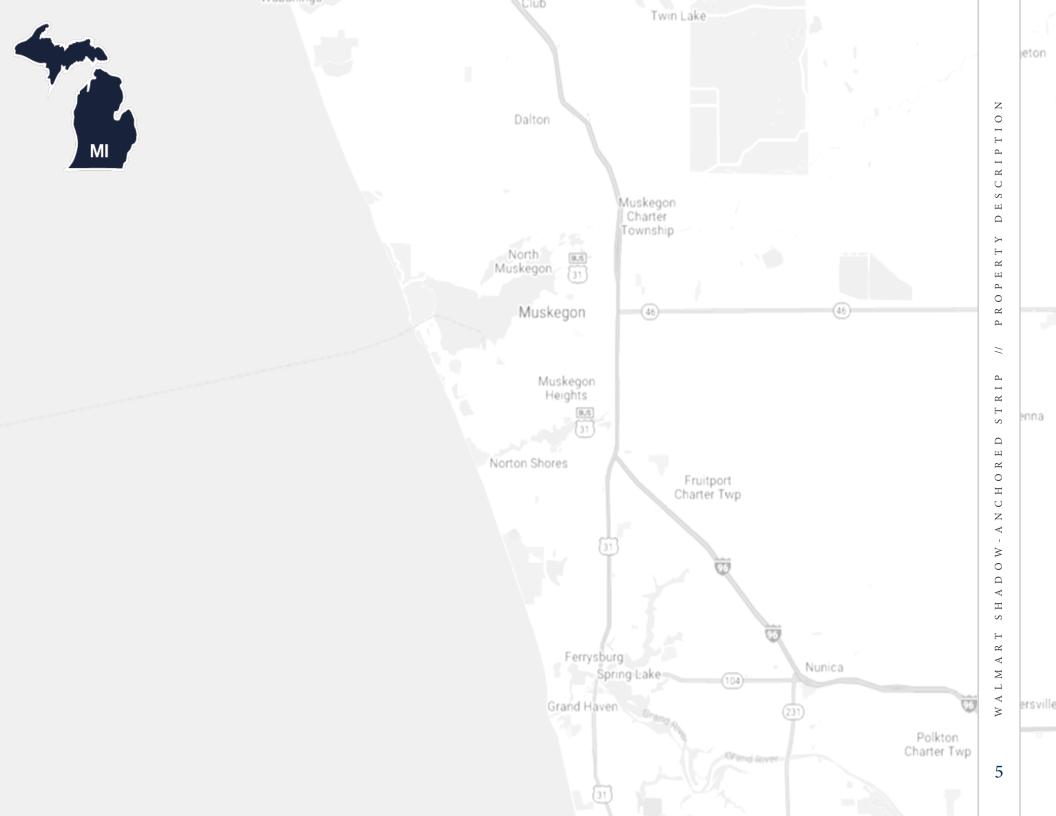


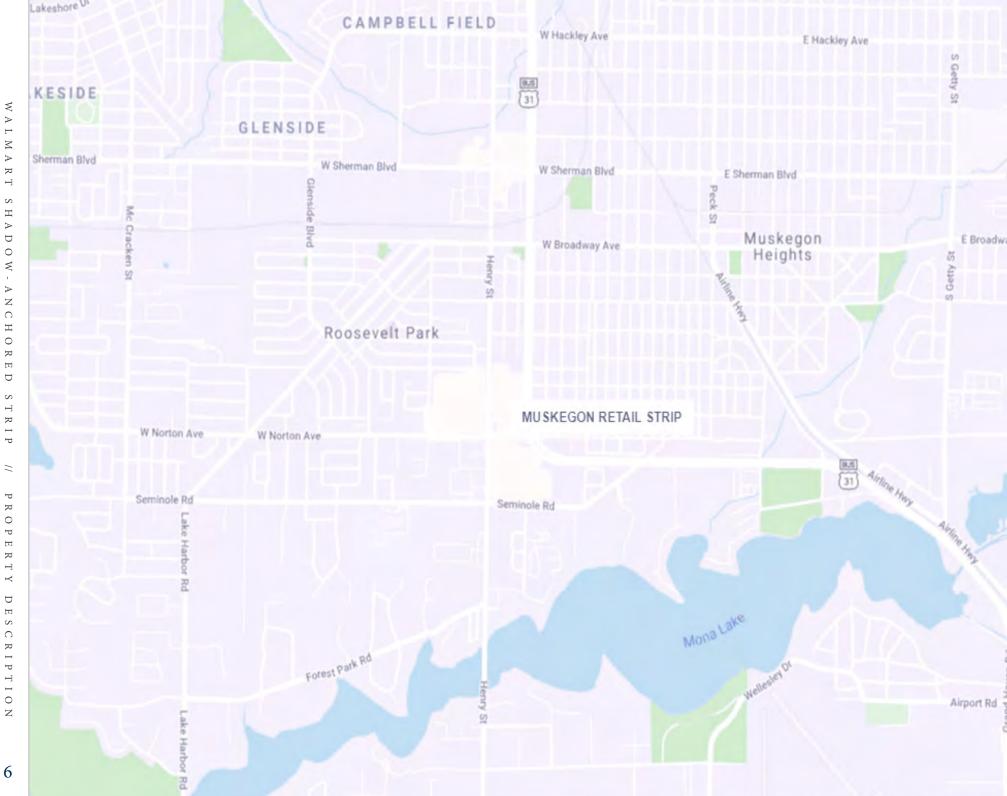
MANY TENANTS HAVE LONG HISTORICAL OCCUPANCY



INVESTMENT

HIGHLIGHTS











FINANCIAL ANALYSIS

WALMART SHADOW-ANCHORED STRIP

PRICING DETAILS

| PRICE | \$3,541,000 |
|---------------------------|-------------|
| Down Payment | \$1,062,300 |
| Down Payment % | 30% |
| Number of Suites | 5 |
| Price Per SqFt | \$297.69 |
| Gross Leasable Area (GLA) | 11,895 SF |
| Lot Size | 1.41 Acres |
| Year Built/Renovated | 2006 |
| Occupancy | 100% |

| RETURNS | YEAR 1 |
|----------|--------|
| CAP Rate | 7.50% |

| FINANCING (EST.) | 1st Loan |
|------------------|-------------|
| Loan Amount | \$2,478,700 |
| Loan Type | New |
| Interest Type | 4.85% |
| Amortizaion | 30 Years |
| Year Due | 2039 |

*Loan information is subject to change. Contact your Marcus and Millichap Capital Corporation representative.

OPERATING DATA

| INCOME | | YEAR 1 |
|------------------------------|-------|------------|
| Scheduled Base Rental Income | | \$270,692 |
| Total Reimbursement Income | 27.5% | \$74,326 |
| Potential Gross Revenue | | \$345,018 |
| Effective Gross Revenue | | \$345,018 |
| Less: Operating Expenses | 23.0% | (\$79,458) |
| Net Operating Income | | \$265,560 |

| OPERATING EXPENSES | YEAR 1 |
|--------------------|----------|
| САМ | \$32,309 |
| Insurance | \$3,761 |
| Real Estate Taxes | \$35,268 |
| Management Fee | \$8,121 |
| Total Expenses | \$79,458 |
| Expenses/SF | \$6.68 |

RENT ROLL SUMMARY

| | | | LEASE | DATES | | | | | | | | |
|------------------|-------------------|----------------|------------|----------|--------------------|-------------------------|------------------------|---------------|---------------|---------------|----------------------|--------------------|
| TENANT | | % BLD SHARE | СОММ. | EXP. | MONTHLY RENT/SF | TOTAL RENT/ MONTH | TOTAL RENT/ YEAR | CHANGES ON | CHANGES TO | LEASE TYPE | EXPENSE REIMBURS. | RENEWAL OPTIONS |
| America's Best | 2,995 | 25.2% | 7/23/10 | 7/31/20 | \$18.15 | \$4,530 | \$54,359 | N/A | N/A | NNN | \$16,609 | 1-5 Yr |
| AT&T (Corporate) | 4,000 | 33.6% | 11/1/08 | 10/31/21 | \$28.00 | \$9,333 | \$112,000 | N/A | N/A | NNN | \$24,718 | 1-3 Yr |
| Biggby Coffee | 1,650 | 13.9% | 12/1/08 | 11/30/28 | \$24.00 | \$3,300 | \$39,600 | Dec-2023 | \$41,250 | NNN | \$11,652 | 2-5 Yr |
| Asian Express | 1,250 | 10.5% | 4/1/09 | 3/31/22 | \$24.59 | \$2,561 | \$30,733 | Apr-2020 | \$31,655 | NNN | \$8,753 | 1-5 Yr |
| Sport Clips | 2,000 | 16.8% | 1/1/18 | 3/31/23 | \$17.00 | \$2,633 | \$34,000 | N/A | N/A | NNN | \$12,594 | 2-5yr |
| Total | 11,895 | | | | \$22.76 | \$22,558 | \$270,692 | | | | \$74,326 | |
| Occupied 7 | Fenants: 5 | Occupie | ed GLA: 10 | 0.00% | | Unoccupi | ed Tenants: 0 | Unoccupied | l GLA: 0.00% | | | |









OPERATING STATEMENT

| INCOME | YEAR 1 | | PER SF | |
|------------------------------|-----------|-------|---------|--|
| Scheduled Base Rental Income | 270,692 | | 22.76 | |
| Expense Reimbursement Income | | | | |
| CAM | 74,326 | | 6.25 | |
| Total Reimbursement Income | \$74,326 | 93.5% | \$6.25 | |
| | | | | |
| Effective Gross Revenue | \$345,018 | | \$29.01 | |

| OPERATING EXPENSES | YEAR 1 | PER SF |
|-----------------------|-----------|---------|
| Utilities | 15,489 | 1.30 |
| Repairs & Maintenance | 7,115 | 0.60 |
| Landscaping | 4,834 | 0.41 |
| Snow Removal | 4,870 | 0.41 |
| Snow Removal | 16,320 | 1.12 |
| Insurance | 3,761 | 0.32 |
| Management Fee | 8,121 | 0.68 |
| Total Expenses | \$79,458 | \$6.68 |
| Expenses as % of EGR | 23.0% | |
| Net Operating Income | \$265,560 | \$22.33 |

TENANT SUMMARIES

AT&T Inc. is an American multinational conglomerate holding company headquartered at Whitacre Tower in Downtown Dallas, Texas. It is the world's largest telecommunications company, the second largest provider of mobile telephone services, and the largest provider of fixed telephone services in the United States through AT&T Communications. Since June 14, 2018, it is also the parent company of mass media conglomerate WarnerMedia, making it the world's largest media and entertainment company in terms of revenue. As of 2018, AT&T is ranked #9 on the Fortune 500 rankings of the largest United States corporations by total revenue.

AT&T began its history as Southwestern Bell Telephone Company, a subsidiary of the Bell Telephone Company, founded by Alexander Graham Bell in 1880. The Bell Telephone Company evolved into American Telephone and Telegraph Company in 1885, which later rebranded as AT&T Corporation. The 1982 United States v. AT&T antitrust lawsuit resulted in the divestiture of AT&T Corporation's ("Ma Bell") subsidiaries or Regional Bell Operating Companies (RBOCs, or "Baby Bells"), resulting in several independent companies including Southwestern Bell Corporation; the latter changed its name to SBC Communications Inc. in 1995. In 2005, SBC purchased its former parent AT&T Corporation and took on its branding, with the merged entity naming itself AT&T Inc. and using its iconic logo and stock-trading symbol. In 2006, AT&T Inc. acquired BellSouth, the last independent Baby Bell company, making their formerly joint venture Cingular Wireless (which had acquired AT&T Wireless in 2004) wholly owned and rebranding it as AT&T Mobility.

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TENANT SUMMARY

| Tenant | AT&T Mobility |
|--------------------------|----------------------------|
| Ownership | Public |
| Stock Symbol | Т |
| Sales Volume | \$170.756 Billion (2018) |
| Net Income | \$19.953 Billion (2018) |
| Board | NYSE |
| Tenant | Corporate Store |
| HQ | Whitacre Tower, Dallas, TX |
| Number of Locations | 2,200+ |
| Website | www.att.com |
| Standard & Poor's Rating | BBB |
| Fortune 500 | Ranked #9 |



America's Best Contacts & Eyeglasses is a discount provider of eye examinations, eyeglasses and contact lenses, with over 400 retail locations in the United States as of 2014. From 2005 to 2014, America's Best was a division of National Vision, a privately held portfolio company owned by Berkshire Partners. In 2014, National Vision, Inc, was sold to KKR & Co. L.P.

America's Best Contacts & Eyeglasses is the largest buyer of designer overstock eyeglass frames in the United States. By the end of 2013, National Vision, Inc, had about 750 retail locations among with its America's Best Contacts & Eyeglasses brand accounting for about 425 locations. In the beginning of 2014, NVI was acquired in its entirety for more than \$1 billion by KKR & Co. L.P., again with management participation and Berkshire Partners maintaining minority equity positions.

TENANT SUMMARY

| Tenant | America's Best Contacts & Eyeglasses |
|---------------------|--------------------------------------|
| Ownership | Private (KKR & Co. L.P.) |
| HQ | New York, NY |
| Number of Locations | 400+ |
| | |

Website

www.americasbest.com

Biggby Coffee is a privately owned coffee franchise business based in East Lansing, Michigan. Founded March 1995 as Beaner's by Bob Fish and Mary Roszel, the company changed its name to Biggby Coffee in late 2007.

Biggby began franchising in 1999. The company headquarters is located at 2501 Coolidge Road, East Lansing, Michigan. In September 2011, the company was named the fastest growing coffee chain in America by CNBC, which ranked the chain number one, based on their growth percentage from the previous year. Biggby was ranked above other popular brands such as Starbucks, Dunkin' Donuts and Caribou Coffee. Biggby was also named a top 30 food franchise in the United States by Franchise Business Review in both 2011 and 2012. The report compiled results based on surveys from franchisees in the food sector, representing more than 75 brands and 20,500 franchised businesses. For the year of 2012, Biggby was ranked as number 268 on Entrepreneur Magazine's Annual Franchise 500(R) list, and as a top 500 franchise by Franchise Times Magazine. In 2013, Biggby moved up 67 spots on Entrepreneur Magazine's Annual Franchise list to number 201. In July 2011, the company officially released a "new store footprint" that reduced the cost of opening a franchise location by approximately 40 percent. McFall said that despite the economic slow down that limited growth in Michigan and beyond, the new store footprint allows potential franchisees the opportunity to experience both a faster and higher return on capital and can expand current franchisees' ability to open additional stores.



TENANT SUMMARY

| Tenant | Biggby Coffee. |
|---------------------|----------------|
| Ownership | Private |
| Tenant | Franchisee |
| HQ | Lansing, MI |
| Number of Locations | 140 |
| Website | www.biggby.com |



Sport Clips (also known as SportClips) is an American-based chain of haircut salons (barbershops) which caters primarily to men and boys. Headquartered in Georgetown, Texas, the chain has over 1,000 franchised stores as of January 2013.

In advertising, the chain touts the broadcasting of sports programming throughout the stores. Sports memorabilia and logo items are displayed and are offered for sale at some locations.

In February 2009, Sport Clips was listed in Entrepreneur Magazine as one of the fastest growing franchises based on operating units.

Sport Clips sponsors two drivers in NASCAR racing as well, Denny Hamlin in the #11 Toyota and Carl Edwards in the #19 Toyota. Both of these drivers drive for Joe Gibbs Racing.

Today, Sport Clips is proud to be the only national hair care franchise with locations in all 50 states in the U.S., with more than 1,600 open in the U.S. and Canada. When you ask Gordon if he knew Sport Clips would be one of the fastest-growing franchise systems today, he'll answer you, "Yes, I just didn't think it would take this long!"



TENANT SUMMARY

| Tenant | Sport Clips |
|---------------------|--------------------|
| Ownership | Private |
| Tenant | Franchisee |
| HQ | Georgetown, TX |
| Number of Locations | 1,600+ |
| Website | www.sportclips.com |



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LOCATION OVERVIEW

Muskegon is a city in the U.S. state of Michigan, and is the largest populated city on the eastern shores of Lake Michigan. At the 2010 census the city population was 38,401. The city is the county seat of Muskegon County. Muskegon is located about 30 miles outside of Grand Rapids, Michigan. Grand Rapids is the largest city and seat of Kent County, Michigan. Grand Rapids is known as the second-largest city in Michigan, and the largest city in West Michigan. It is on the Grand River about 30 miles east of Lake Michigan. According to the 2010 census, the Grand Rapids metropolitan area had a population of 1,005,648. Grand Rapids is known for being home to many tourist attractions such as the John Ball Zoological Garden, Belknap Hill, and the Gerald R. Ford Museum. Significant buildings in the downtown include the DeVos Place Convention Center, Van Andel Arena, the Amway Grand Plaza Hotel, and the JW Marriott Hotel. The Urban Institute for Contemporary Arts is located downtown as well, and houses art exhibits, a movie theater, and the urban clay studio. Grand Rapids has a number of popular concert venues as well as the Grand Rapids Symphony, which is the largest performing arts organization in the city.

Muskegon

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GRAND RAPIDS OVERVIEW

Known for furniture making, the Grand Rapids metro is diversifying and now supports one of the fastest-growing economies in the nation while also simultaneously ranking high on some "best places to live" lists. The market is home to 1 million people, with growth of 37,000 residents expected over the next five years. The metro consists of Barry, Kent, Montcalm and Ottawa counties. It is roughly 160 miles west of Detroit, and Lake Michigan provides the western border.

METRO HIGHLIGHTS



SMART MANUFACTURING

Companies are drawn to the region's low cost of doing business, while employees enjoy a relatively affordable place to live.



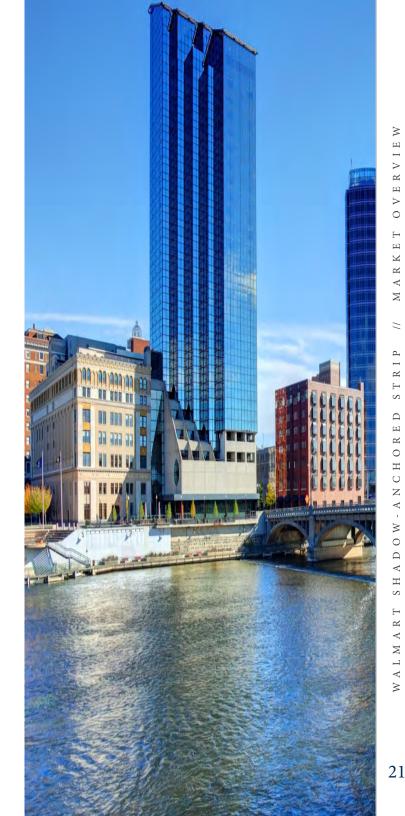
RAPID LIFE-SCIENCES GROWTH

The life-sciences industry grew 38.7 percent in West Michigan over the past 10 years, 18 percentage points higher than the national average.



CYBERTESTING CENTER

The state has more unclassified cyber nodes than any other state, providing a base for training, certification and commercial testing.





POPULATION IN 5-MILE RADIUS



EMPLOYEES IN 5-MILE RADIUS



TOTAL HOUSEHOLDS IN 5-MILE RADIUS



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DEMOGRAPHICS

| POPULATION | 1 Miles | 3 Miles | 5 Miles |
|------------------------------------|----------|----------|----------|
| 2022 Projection | | | |
| Total Population | 8,702 | 53,530 | 92,832 |
| 2017 Estimate | | | |
| Total Population | 8,885 | 54,343 | 92,971 |
| • 2010 Census | | | |
| Total Population | 8,852 | 54,027 | 92,361 |
| 2000 Census | | | |
| Total Population | 9,217 | 59,410 | 93,887 |
| Current Daytime Population | | | |
| 2017 Estimate | 9,033 | 59,556 | 95,782 |
| HOUSEHOLDS | 1 Miles | 3 Miles | 5 Miles |
| 2022 Projection | | | |
| Total Households | 3,814 | 22,024 | 36,298 |
| 2017 Estimate | | | |
| Total Households | 3,804 | 21,894 | 35,625 |
| Average (Mean) Household Size | 2.30 | 2.43 | 2.43 |
| 2010 Census | | | |
| Total Households | 3,816 | 21,955 | 35,682 |
| 2000 Census | | | |
| Total Households | 3,924 | 22,615 | 35,653 |
| Occupied Units | | | |
| 2022 Projection | 3,814 | 22,024 | 36,298 |
| 2017 Estimate | 4,288 | 24,760 | 39,816 |
| HOUSEHOLDS BY INCOME | 1 Miles | 3 Miles | 5 Miles |
| 2017 Estimate | | | |
| \$150,000 or More | 2.59% | 3.34% | 3.34% |
| \$100,000 - \$149,000 | 7.22% | 7.41% | 7.67% |
| \$75,000 - \$99,999 | 8.06% | 9.27% | 9.45% |
| \$50,000 - \$74,999 | 23.28% | 18.84% | 18.81% |
| \$35,000 - \$49,999 | 16.24% | 14.43% | 14.84% |
| Under \$35,000 | 42.62% | 46.71% | 45.90% |
| Average Household Income | \$50,798 | \$51,415 | \$52,184 |
| Median Household Income | | | |
| Per Capita Income | \$42,165 | \$38,775 | \$39,192 |

| HOUSEHOLDS BY | 1 Miles | 3 Miles | 5 Miles |
|---|----------|----------|----------|
| EXPENDITURE | | | |
| Total Average Household Retail Expenditure | \$59,844 | \$59,423 | \$59,910 |
| Consumer Expenditure Top 10 | | | |
| Categories | | | |
| Housing | \$14,699 | \$14,480 | \$14,620 |
| Transportation | \$12,127 | \$12,155 | \$12,253 |
| Shelter | \$8,136 | \$8,032 | \$8,103 |
| Food | \$6,423 | \$6,428 | \$6,513 |
| Personal Insurance and Pensions | \$4,362 | \$4,429 | \$4,533 |
| Health Care | \$3,691 | \$3,625 | \$3,683 |
| Utilities | \$3,383 | \$3,346 | \$3,387 |
| Entertainment | \$2,813 | \$2,843 | \$2,881 |
| Household Furnishings and Equipment | \$1,477 | \$1,445 | \$1,458 |
| Apparel | \$1,421 | \$1,443 | \$1,455 |
| POPULATION PROFILE | 1 Miles | 3 Miles | 5 Miles |
| Population By Age | | | |
| 2017 Estimate Total Population | 8,885 | 54,343 | 92,971 |
| Under 20 | 27.02% | 27.35% | 25.90% |
| 20 to 34 Years | 20.19% | 19.98% | 20.82% |
| 35 to 39 Years | 6.39% | 6.01% | 6.17% |
| 40 to 49 Years | 11.30% | 11.45% | 11.90% |
| 50 to 64 Years | 18.79% | 19.75% | 19.81% |
| Age 65+ | 16.30% | 15.46% | 15.41% |
| Median Age | 37.18 | 37.18 | 37.62 |
| Population 25+ by Education Level | | | |
| 2017 Estimate Population Age 25+ | 5,869 | 35,930 | 62,293 |
| Elementary (0-8) | 1.39% | 2.44% | 2.83% |
| Some High School (9-11) | 8.05% | 8.75% | 9.25% |
| High School Graduate (12) | 33.29% | 33.58% | 34.68% |
| Some College (13-15) | 24.44% | 24.25% | 24.11% |
| Associate Degree Only | 11.10% | 9.78% | 9.72% |
| Bachelors Degree Only | 14.57% | 13.37% | 12.02% |
| Graduate Degree | 6.62% | 6.18% | 5.86% |

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Population

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In 2018, the population in your selected geography is 92,971. The population has changed by -0.98% since 2000. It is estimated that the population in your area will be 92,832.00 five years from now, which represents a change of -0.15% from the current year. The current population is 49.74% male and 50.26% female. The median age of the population in your area is 37.62, compare this to the US average which is 37.83. The population density in your area is 1,181.11 people per square mile.

Households

There are currently 35,625 households in your selected geography. The number of households has changed by -0.08% since 2000. It is estimated that the number of households in your area will be 36,298 five years from now, which represents a change of 1.89% from the current year. The average household size in your area is 2.43 persons.

Income

In 2018, the median household income for your selected geography is \$39,192, compare this to the US average which is currently \$56,286. The median household income for your area has changed by 16.41% since 2000. It is estimated that the median household income in your area will be \$47,480 five years from now, which represents a change of 21.15% from the current year.

The current year per capita income in your area is \$20,861, compare this to the US average, which is \$30,982. The current year average household income in your area is \$52,184, compare this to the US average which is \$81,217.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 67.71% White, 24.82% Black, 0.03% Native American and 0.80% Asian/Pacific Islander. Compare these to US averages which are: 70.42% White, 12.85% Black, 0.19% Native American and 5.53% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 6.60% of the current year population in your selected area. Compare this to the US average of 17.88%.



Housing

The median housing value in your area was \$97,899 in 2018, compare this to the US average of \$193,953. In 2000, there were 24,943 owner occupied housing units in your area and there were 10,709 renter occupied housing units in your area. The median rent at the time was \$379.



Employment

In 2018, there are 43,368 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 49.99% of employees are employed in white-collar occupations in this geography, and 49.78% are employed in blue-collar occupations. In 2018, unemployment in this area is 5.91%. In 2000, the average time traveled to work was 20.00 minutes.

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