



JUDEH & ASSOCIATES

Vacancy, absorption, asking rates and more for local submarkets (pages 2-4):
Office Market -- Industrial Market -- Retail Market -- Related Links



WHAT HAPPENED IN 1Q13?

PROPERTY TAX APPEAL – Still time to appeal non-residential properties with a deadline of May 31. The 2013 multiplier is 2.4.

GLOBAL INVESTMENTS ON THE RISE – According to Jones Lang LaSalle, interest in commercial real estate grew during 1Q13 as direct global investment volumes reached \$94 billion, up 8% from a year earlier. Report found that the Americas, Europe, Middle East, Africa and Asia-Pacific regions posted 7-8% year-over-year increases in investments from a year ago. The Americas included 20% for the US and 6% for Canada.

PRIVATE EQUITY FIRM TO BOOST COMMERCIAL LENDING – According to the *Wall Street Journal* (4/9), Blackstone Group is looking to expand its presence in commercial-property lending, becoming the latest company to join the growing field of nonbank commercial-mortgage lenders.

UNDERWATER RELIEF EXTENDED – The FHA announced on 4/11 that the Home Affordable Refinance Program (HARP) would be extended by two years which was scheduled to end 12/31/15. Since January 2013, more than 2.2 million consumers have refinanced through HARP.

GOLDMAN SACHS ON THE HOOK – US District Judge Susan Wigenton said that Prudential Financial adequately charged Goldman's deception regarding the legitimacy of the securities which numerous Prudential affiliates purchased from 16 securitizations. Goldman argued that Prudential is "among the most highly sophisticated participants in the RMBS market and part of a conglomerate long immersed in the nation's housing industry", sued in a fit of "buyer's remorse," and relied on unconfirmed beliefs.

DON'T BLAME THE HOUSING COLLAPSE ON LTVs – A study from the Joint Center for Housing Studies at Harvard University revealed that home LTVs were not as excessive during the housing boom as popularly believed, MBA NewsLink reported April 9. In fact, the study showed that LTV ratios changed little during the boom years. The Joint Center research reported that an analysis of 20 years' data from the Federal Reserve's Survey of Consumer Finances showed that outstanding mortgage debt increased substantially, but that the increases kept pace with rising home prices. "The flood of underwater owners was less the result of a greater share of owners having little equity cushion and more the result of the tremendous collapse in housing prices," Hebert said in the report, MBA NewsLink reported.

MICHIGAN'S FUTURE TALENT NEEDS – According to Business Leaders of Michigan, about one half of all good paying jobs today require an education beyond high school and many require specialized skills in science, technology, engineering or math. Michigan employers are experiencing some difficulty finding talent with the right skill set and soon, the skills shortage will be compounded by not having enough well educated workers.

STRESS TEST FOR BANKS – The Federal Reserve on March 7 released results of their "stress test" on the nation's largest 18 banks and 17 had enough capital to survive an unexpected economic downturn. Ally Financial was the sole non-survivor.

SOCIAL MEDIA – Follow Judeh & Associates



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Office Market

Total Office Market Statistics

1Q13

| Market | Existing Inventory | | Vacancy | | | YTD Net | YTD | Under | Quoted |
|----------------------|--------------------|--------------------|-------------------|-------------------|--------------|---------------|---------------|---------------|----------------|
| | # Bids | Total RBA | Direct SF | Total SF | Vac % | Absorption | Deliveries | Const SF | Rates |
| Bloomfield | 777 | 17,352,278 | 2,813,054 | 2,829,345 | 16.3% | (129,246) | 0 | 0 | \$19.55 |
| Detroit/The Pointes | 934 | 46,117,281 | 8,261,770 | 8,335,751 | 18.1% | 141,601 | 0 | 0 | \$17.12 |
| Downriver | 344 | 2,941,581 | 619,737 | 619,737 | 21.1% | (8,871) | 0 | 0 | \$14.06 |
| Livingston/W Oakland | 691 | 7,935,337 | 964,782 | 969,333 | 12.2% | 32,521 | 0 | 11,232 | \$18.48 |
| Macomb | 1516 | 14,651,276 | 2,029,368 | 2,061,463 | 14.1% | (15,397) | 0 | 10,628 | \$14.72 |
| North Oakland | 745 | 18,803,639 | 3,421,468 | 3,470,389 | 18.5% | 19,523 | 0 | 0 | \$16.24 |
| Royal Oak | 627 | 5,119,755 | 647,798 | 666,133 | 13.0% | (50,248) | 0 | 0 | \$15.73 |
| Southfield | 589 | 23,850,218 | 5,271,262 | 5,477,508 | 23.0% | (142,891) | 0 | 0 | \$17.16 |
| Troy | 321 | 17,933,509 | 5,464,350 | 5,506,182 | 30.7% | 164 | 0 | 0 | \$17.94 |
| Washtenaw | 886 | 15,450,491 | 1,353,143 | 1,365,801 | 8.8% | 34,083 | 6,235 | 9,587 | \$19.48 |
| West Wayne | 1,802 | 25,235,983 | 3,667,789 | 3,839,522 | 15.2% | 161,433 | 46,875 | 0 | \$15.19 |
| Totals | 9,032 | 195,391,348 | 34,514,521 | 35,141,164 | 18.0% | 42,887 | 53,110 | 31,447 | \$17.07 |

Source: CoStar Property®

Construction Activity - Markets Ranked by Under Construction RBA

1Q13

| Market | Under Construction Inventory | | | | Average Bldg Size | |
|----------------------|------------------------------|---------------|---------------|--------------|-------------------|--------------|
| | # Bldgs | Total RBA | Preleased SF | Preleased % | All Existing | U / C |
| Livingston/W Oakland | 1 | 11,232 | 11,232 | 100.0% | 11,484 | 11,232 |
| Macomb | 2 | 10,628 | 4,868 | 45.8% | 9,664 | 5,314 |
| Washtenaw | 1 | 9,587 | 0 | 0.0% | 17,438 | 9,587 |
| West Wayne | 0 | 0 | 0 | 0.0% | 15,753 | 0 |
| Bloomfield | 0 | 0 | 0 | 0.0% | 22,332 | 0 |
| North Oakland | 0 | 0 | 0 | 0.0% | 25,240 | 0 |
| Southfield | 0 | 0 | 0 | 0.0% | 40,493 | 0 |
| Troy | 0 | 0 | 0 | 0.0% | 55,868 | 0 |
| Royal Oak | 0 | 0 | 0 | 0.0% | 8,165 | 0 |
| Detroit/The Pointes | 0 | 0 | 0 | 0.0% | 49,376 | 0 |
| All Other | 0 | 0 | 0 | 0.0% | 8,551 | 0 |
| Totals | 4 | 31,447 | 16,100 | 51.2% | 21,633 | 7,862 |

Source: CoStar

Total Office Market Statistics

1Q13

| Period | Existing Inventory | | Vacancy | | | Net | Deliveries | | UC Inventory | | Quoted |
|---------|--------------------|-------------|------------|------------|-------|-------------|------------|-----------|--------------|-----------|---------|
| | # Bids | Total RBA | Direct SF | Total SF | Vac % | Absorption | # Bids | Total RBA | # Bids | Total RBA | Rates |
| 2013 1q | 9,032 | 195,391,348 | 34,514,521 | 35,141,164 | 18.0% | 42,887 | 2 | 53,110 | 4 | 31,447 | \$17.07 |
| 2012 4q | 9,030 | 195,338,238 | 34,529,263 | 35,130,941 | 18.0% | 557,076 | 2 | 15,187 | 5 | 74,970 | \$17.82 |
| 2012 3q | 9,030 | 195,416,905 | 35,086,805 | 35,766,684 | 18.3% | 736,003 | 1 | 74,332 | 7 | 90,157 | \$17.79 |
| 2012 2q | 9,029 | 195,342,573 | 35,909,380 | 36,428,355 | 18.6% | 519,509 | 2 | 64,209 | 7 | 157,289 | \$17.99 |
| 2012 1q | 9,029 | 195,319,668 | 36,254,214 | 36,924,969 | 18.9% | 104,236 | 1 | 70,000 | 6 | 200,603 | \$18.07 |
| 2011 | 9,030 | 195,270,927 | 36,255,529 | 36,980,454 | 18.9% | 1,020,988 | 9 | 309,097 | 4 | 208,541 | \$18.31 |
| 2010 | 9,025 | 195,033,336 | 36,855,170 | 37,763,851 | 19.4% | (979,100) | 11 | 343,576 | 8 | 307,938 | \$18.88 |
| 2009 | 9,022 | 195,016,719 | 35,467,584 | 36,768,084 | 18.9% | (3,386,257) | 20 | 286,057 | 10 | 295,246 | \$18.91 |
| 2008 | 9,007 | 194,812,264 | 31,992,755 | 33,177,372 | 17.0% | (949,406) | 29 | 578,287 | 18 | 259,484 | \$19.55 |
| 2007 | 8,982 | 194,241,452 | 30,612,438 | 31,657,154 | 16.3% | 1,526,142 | 74 | 1,857,427 | 26 | 568,114 | \$19.99 |
| 2006 | 8,916 | 192,405,024 | 30,432,072 | 31,346,888 | 16.3% | 582,753 | 89 | 2,410,142 | 62 | 1,733,976 | \$20.12 |
| 2005 | 8,828 | 189,998,057 | 28,711,465 | 29,522,654 | 15.5% | (28,521) | 99 | 2,032,539 | 84 | 2,751,450 | \$20.40 |
| 2004 | 8,730 | 188,015,518 | 26,390,601 | 27,511,594 | 14.6% | 2,212,603 | 109 | 3,642,886 | 88 | 2,027,570 | \$20.44 |
| 2003 | 8,623 | 185,135,194 | 25,061,886 | 26,843,873 | 14.5% | 1,304,202 | 90 | 3,240,490 | 102 | 3,770,635 | \$20.10 |
| 2002 | 8,535 | 181,911,824 | 22,654,049 | 24,924,705 | 13.7% | (1,894,450) | 107 | 2,463,008 | 90 | 4,316,093 | \$21.22 |
| 2001 | 8,430 | 179,452,681 | 18,280,963 | 20,571,112 | 11.5% | (1,900,195) | 129 | 4,250,427 | 112 | 4,087,632 | \$20.68 |

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Industrial Market

Total Industrial Market Statistics

1Q13

| Market | Existing Inventory | | Vacancy | | | YTD Net Absorption | YTD Deliveries | Under Const SF | Quoted Rates |
|--------------------------|--------------------|--------------------|-------------------|-------------------|--------------|--------------------|----------------|----------------|---------------|
| | # Bids | Total RBA | Direct SF | Total SF | Vac % | | | | |
| Airport/I-275 Ind | 3,125 | 123,629,935 | 11,397,547 | 11,457,001 | 9.3% | 451,225 | 0 | 250,000 | \$4.25 |
| Detroit Area Ind | 1,823 | 65,022,155 | 15,312,607 | 15,333,288 | 18.0% | 1,212,676 | 0 | 0 | \$3.43 |
| Downriver Ind | 661 | 37,491,739 | 5,126,960 | 5,126,960 | 13.7% | 67,719 | 0 | 0 | \$3.65 |
| East Area Ind | 4,068 | 16,929,134 | 5,152,607 | 5,178,607 | 4.5% | 289,139 | 0 | 302,000 | \$4.26 |
| I-96 Corridor Ind | 2,098 | 54,987,516 | 4,186,314 | 4,235,414 | 7.7% | 121,230 | 56,327 | 54,960 | \$5.82 |
| Oakland County NW Ind | 1,377 | 54,221,052 | 6,104,401 | 6,122,551 | 11.3% | 18,742 | 0 | 0 | \$5.11 |
| Royal Oak/Southfield Ind | 1,215 | 19,820,523 | 1,824,529 | 1,824,529 | 9.2% | 54,201 | 0 | 0 | \$4.85 |
| Troy Area Ind | 1,466 | 31,292,616 | 2,431,780 | 2,451,631 | 7.8% | (52,207) | 0 | 0 | \$5.03 |
| Washtenaw Ind | 891 | 37,402,697 | 8,009,371 | 8,014,171 | 21.4% | (4,150) | 0 | 0 | \$6.23 |
| Totals | 16,724 | 559,797,367 | 59,546,086 | 59,744,142 | 10.7% | 2,158,575 | 56,327 | 606,960 | \$4.45 |

Source: Co Star Property®

Construction Activity - Markets Ranked by Under Construction RBA

1Q13

| Market | Under Construction Inventory | | | | Average Bldg Size | |
|--------------------------|------------------------------|----------------|----------------|--------------|-------------------|----------------|
| | # Bldgs | Total RBA | Preleased SF | Preleased % | All Existing | U / C |
| East Area Ind | 2 | 302,000 | 266,270 | 88.2% | 28,498 | 151,000 |
| Airport/I-275 Ind | 1 | 250,000 | 250,000 | 100.0% | 39,562 | 250,000 |
| I-96 Corridor Ind | 1 | 54,960 | 0 | 0.0% | 26,209 | 54,960 |
| Downriver | 0 | 0 | 0 | 0.0% | 56,720 | 0 |
| Royal Oak/Southfield Ind | 0 | 0 | 0 | 0.0% | 16,313 | 0 |
| Troy Area Ind | 0 | 0 | 0 | 0.0% | 21,346 | 0 |
| Oakland County NW Ind | 0 | 0 | 0 | 0.0% | 39,376 | 0 |
| Washtenaw Ind | 0 | 0 | 0 | 0.0% | 41,978 | 0 |
| Detroit Area Ind | 0 | 0 | 0 | 0.0% | 46,639 | 0 |
| Totals | 4 | 606,960 | 516,270 | 85.1% | 33,473 | 151,740 |

Source: CoStar

Total Industrial Market Statistics

1Q13

| Period | Existing Inventory | | Vacancy | | | Net Absorption | Deliveries | | UC Inventory | | Quoted Rates |
|---------|--------------------|-------------|------------|------------|-------|----------------|------------|-----------|--------------|-----------|--------------|
| | # Bids | Total RBA | Direct SF | Total SF | Vac % | | # Bids | Total RBA | # Bids | Total RBA | |
| 2013 1q | 16,724 | 559,797,367 | 59,546,086 | 59,744,142 | 10.7% | 2,158,575 | 1 | 56,327 | 4 | 606,960 | \$4.45 |
| 2012 4q | 16,723 | 559,741,040 | 61,572,490 | 61,846,390 | 11.0% | 2,835,790 | 2 | 321,428 | 5 | 663,287 | \$4.37 |
| 2012 3q | 16,721 | 559,419,612 | 64,065,900 | 64,360,752 | 11.5% | 2,963,674 | 1 | 199,038 | 6 | 929,755 | \$4.35 |
| 2012 2q | 16,721 | 559,270,574 | 66,832,181 | 67,175,388 | 12.0% | 3,313,907 | 2 | 61,736 | 4 | 790,466 | \$4.35 |
| 2012 1q | 16,723 | 559,610,013 | 70,406,522 | 70,828,734 | 12.7% | 774,896 | 1 | 68,475 | 6 | 852,202 | \$4.32 |
| 2011 | 16,724 | 559,890,808 | 71,164,636 | 71,684,225 | 12.8% | 5,098,713 | 2 | 196,336 | 6 | 631,249 | \$4.35 |
| 2010 | 16,744 | 563,743,652 | 79,704,286 | 80,835,782 | 14.3% | (7,910,433) | 5 | 370,655 | 3 | 481,336 | \$4.51 |
| 2009 | 16,748 | 564,121,743 | 70,909,536 | 73,303,440 | 13.0% | (10,992,771) | 9 | 373,974 | 4 | 130,655 | \$4.76 |
| 2008 | 16,747 | 564,482,976 | 60,741,786 | 62,671,902 | 11.1% | 898,704 | 26 | 2,212,946 | 11 | 476,678 | \$5.03 |
| 2007 | 16,723 | 562,595,655 | 60,129,664 | 61,683,285 | 11.0% | 3,599,022 | 47 | 2,444,455 | 20 | 1,702,930 | \$5.20 |
| 2006 | 16,883 | 560,493,856 | 62,686,132 | 63,180,508 | 11.3% | (2,680,268) | 65 | 3,580,483 | 38 | 1,547,332 | \$5.45 |
| 2005 | 16,625 | 557,898,017 | 56,851,793 | 57,704,401 | 10.3% | 6,024,711 | 90 | 4,741,329 | 53 | 2,572,884 | \$5.51 |
| 2004 | 16,539 | 553,340,167 | 57,762,981 | 59,371,262 | 10.7% | 4,071,453 | 81 | 2,816,644 | 87 | 4,893,486 | \$5.70 |
| 2003 | 16,462 | 550,639,082 | 58,961,707 | 60,741,630 | 11.0% | (2,082,456) | 110 | 4,191,716 | 56 | 1,926,259 | \$5.64 |
| 2002 | 16,355 | 546,465,994 | 52,257,221 | 54,486,086 | 10.0% | (1,427,820) | 123 | 4,706,089 | 98 | 3,574,863 | \$5.10 |
| 2001 | 16,238 | 541,952,716 | 45,489,936 | 48,544,988 | 9.0% | (5,175,241) | 208 | 9,026,202 | 122 | 4,689,215 | \$5.52 |

Source: Co Star Property®

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Retail Market

Total Retail Market Statistics

1Q13

| Market | Existing Inventory | | Vacancy | | | YTD Net | YTD | Under | Quoted |
|----------------------|--------------------|--------------------|-------------------|-------------------|-------------|----------------|----------------|----------------|----------------|
| | # Bids | Total GLA | Direct SF | Total SF | Vac % | Absorption | Deliveries | Const SF | Rates |
| Bloomfield | 825 | 10,491,954 | 1,038,716 | 1,193,056 | 11.4% | (53,256) | 0 | 21,854 | \$13.88 |
| Detroit/The Pointes | 4,270 | 31,942,108 | 2,774,891 | 2,875,219 | 9.0% | 58,714 | 0 | 282,069 | \$10.14 |
| Downriver | 1,170 | 13,316,324 | 1,889,945 | 1,894,789 | 14.2% | 33,636 | 25,100 | 0 | \$9.76 |
| Livingston/W Oakland | 1,802 | 23,010,434 | 1,503,912 | 1,657,112 | 7.2% | 50,044 | 0 | 158,998 | \$15.76 |
| Macomb | 3,876 | 46,954,579 | 4,818,777 | 5,096,593 | 10.9% | (30,529) | 5,000 | 2,101 | \$11.39 |
| North Oakland | 1,696 | 23,517,382 | 2,835,234 | 2,908,471 | 12.4% | 22,620 | 0 | 5,300 | \$9.96 |
| Royal Oak | 1,694 | 11,506,525 | 764,471 | 770,341 | 6.7% | 77,802 | 0 | 0 | \$14.11 |
| Southfield | 391 | 7,647,349 | 625,574 | 625,574 | 8.2% | 968 | 0 | 0 | \$13.82 |
| Troy | 318 | 7,954,748 | 521,266 | 521,266 | 6.6% | 27,964 | 18,700 | 0 | \$13.86 |
| Washtenaw | 1,933 | 18,929,287 | 1,161,587 | 1,164,024 | 6.1% | 72,358 | 20,784 | 165,100 | \$15.42 |
| West Wayne | 4,430 | 47,782,771 | 4,635,588 | 4,751,714 | 9.9% | 124,782 | 32,471 | 209,771 | \$10.97 |
| Totals | 22,405 | 243,053,461 | 22,569,961 | 23,458,159 | 9.7% | 385,103 | 102,055 | 845,193 | \$11.91 |

Source: Co Star Property®

Construction Activity - Markets Ranked by Under Construction RBA

1Q13

| Market | Under Construction Inventory | | | | Average Bldg Size | |
|----------------------|------------------------------|----------------|----------------|--------------|-------------------|---------------|
| | # Bldgs | Total GLA | Preleased SF | Preleased % | All Existing | U / C |
| Detroit/The Pointes | 7 | 282,069 | 276,059 | 97.9% | 7,481 | 40,296 |
| West Wayne | 5 | 209,771 | 191,714 | 91.4% | 10,786 | 41,954 |
| Washtenaw | 8 | 165,100 | 148,532 | 90.0% | 9,793 | 20,637 |
| Livingston/W Oakland | 2 | 158,998 | 151,499 | 95.3% | 12,769 | 79,499 |
| Bloomfield | 1 | 21,854 | 0 | 0.0% | 12,718 | 21,854 |
| North Oakland | 1 | 5,300 | 2,014 | 38.0% | 13,866 | 5,300 |
| Macomb | 1 | 2,101 | 2,101 | 100.0% | 12,114 | 5,101 |
| Downriver | 0 | 0 | 0 | 0.0% | 11,381 | 0 |
| Troy | 0 | 0 | 0 | 0.0% | 25,015 | 0 |
| Southfield | 0 | 0 | 0 | 0.0% | 19,558 | 0 |
| All Other | 0 | 0 | 0 | 0.0% | 6,793 | 0 |
| Totals | 25 | 845,193 | 771,919 | 91.3% | 10,848 | 33,808 |

Source: Costar

Total Retail Market Statistics

1Q13

| Period | Existing Inventory | | Vacancy | | | Net | Deliveries | | UC Inventory | | Quoted |
|---------|--------------------|-------------|------------|------------|-------|------------|------------|-----------|--------------|-----------|---------|
| | # Bids | Total GLA | Direct SF | Total SF | Vac % | Absorption | # Bids | Total GLA | # Bids | Total GLA | Rates |
| 2013 1q | 22,405 | 243,053,461 | 22,569,961 | 23,458,159 | 9.7% | 385,103 | 10 | 102,055 | 25 | 845,193 | \$11.91 |
| 2012 4q | 22,396 | 243,066,565 | 22,917,365 | 23,856,366 | 9.8% | 376,430 | 6 | 23,147 | 29 | 834,694 | \$11.95 |
| 2012 3q | 22,390 | 243,043,418 | 23,264,164 | 24,209,649 | 10.0% | 318,560 | 6 | 32,220 | 24 | 407,664 | \$12.05 |
| 2012 2q | 22,387 | 243,027,972 | 23,474,359 | 24,512,763 | 10.1% | (204,525) | 12 | 227,000 | 19 | 319,090 | \$12.08 |
| 2012 1q | 22,379 | 242,838,196 | 23,240,781 | 24,118,462 | 9.9% | 519,513 | 8 | 105,885 | 23 | 482,259 | \$12.02 |
| 2011 4q | 22,374 | 242,786,109 | 23,579,246 | 24,585,888 | 10.1% | 429,567 | 3 | 98,200 | 23 | 495,049 | \$11.96 |
| 2011 3q | 22,373 | 242,703,621 | 23,838,549 | 24,932,967 | 10.3% | 72,781 | 6 | 255,663 | 11 | 352,840 | \$12.04 |
| 2011 2q | 22,372 | 242,478,312 | 23,534,610 | 24,780,439 | 10.2% | 46,181 | 4 | 87,880 | 10 | 419,005 | \$12.13 |
| 2011 1q | 22,371 | 242,584,794 | 23,743,929 | 24,933,102 | 10.3% | 116,399 | 7 | 68,160 | 12 | 458,065 | \$12.09 |
| 2010 4q | 22,370 | 242,536,816 | 23,583,919 | 25,001,523 | 10.3% | 609,638 | 6 | 189,949 | 12 | 338,040 | \$12.02 |
| 2010 3q | 22,367 | 242,377,362 | 24,126,270 | 25,451,707 | 10.5% | 658,860 | 5 | 227,926 | 16 | 343,779 | \$12.27 |
| 2010 2q | 22,365 | 242,174,812 | 24,262,430 | 25,908,017 | 10.7% | 632,250 | 10 | 261,158 | 11 | 433,467 | \$12.47 |
| 2010 1q | 22,358 | 241,933,732 | 24,468,493 | 26,299,187 | 10.9% | (472,512) | 6 | 93,696 | 18 | 677,645 | \$12.60 |
| 2009 | 22,352 | 241,840,036 | 23,868,198 | 25,732,979 | 10.6% | (656,756) | 68 | 2,190,701 | 17 | 410,791 | \$12.69 |
| 2008 | 22,294 | 240,046,240 | 21,555,846 | 23,282,427 | 9.7% | 1,929,539 | 128 | 2,255,665 | 51 | 1,786,245 | \$14.06 |
| 2007 | 22,174 | 237,836,579 | 21,726,886 | 23,002,305 | 9.7% | 3,682,715 | 160 | 3,733,989 | 92 | 1,757,454 | \$14.09 |

Source: Costar Property®

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