

The RTA logo consists of a dark teal vertical bar with the letters "RTA" in white, bold, sans-serif font centered within it.

RTA



Mobility - Oriented Development Study

Market Analysis

April 2020

ABOUT RTA

The RTA (Regional Transit Authority) of Southeast Michigan was created in 2012 to plan for and coordinate public transportation in the 4-county region of Washtenaw, Wayne, Oakland, and Macomb counties. Its 10-member board is appointed for three-year terms by the county executives of Wayne, Oakland, and Macomb counties, the chair of the Washtenaw County Board of Commissioners, the Mayor of Detroit, and the Governor of Michigan. The Southeast Michigan region is currently served by five transit providers: Ann Arbor Area Transportation Authority (AAATA), Detroit Department of Transportation (DDOT), Detroit Transportation Corporation (DTC, or the Detroit People Mover), M-1 Rail (or the QLine), and Suburban Mobility Authority for Regional Transportation (SMART).

MOBILITY-ORIENTED DEVELOPMENT STUDY

Transit-Oriented Development (TOD) is a type of urban development that maximizes the amount of residential, business, and leisure space within walking distance of public transport. For Southeast Michigan, while TOD has been a key planning framework for corridors such as Woodward Avenue (in Detroit and Oakland County) and Washtenaw Avenue (in Washtenaw County), there has not been a region-wide understanding of and commitment to this strategic opportunity. Rather than replacing TOD, the concept of Mobility-Oriented Development (MOD) can build upon and expand the impact of TOD planning principles by creating not only vibrant station areas but also “mobility hubs” that can facilitate needed connections in a broader geography via a variety of different transportation modes.

TABLE OF CONTENTS

Introduction & Headlines.....3

Key Regional Takeaways.....5

Key Rail Corridor Takeaways.....9

Key Woodward Corridor Takeaways.....22

Appendix

Regional Trends.....30

Rail Corridor Demographic Trends.....66

Rail Corridor Real Estate Trends.....77

Rail Corridor Land Use Trends.....92

Woodward Corridor Demographic Trends.....99

Woodward Corridor Real Estate Trends.....116

Woodward Corridor Land Use Trends.....130



INTRODUCTION

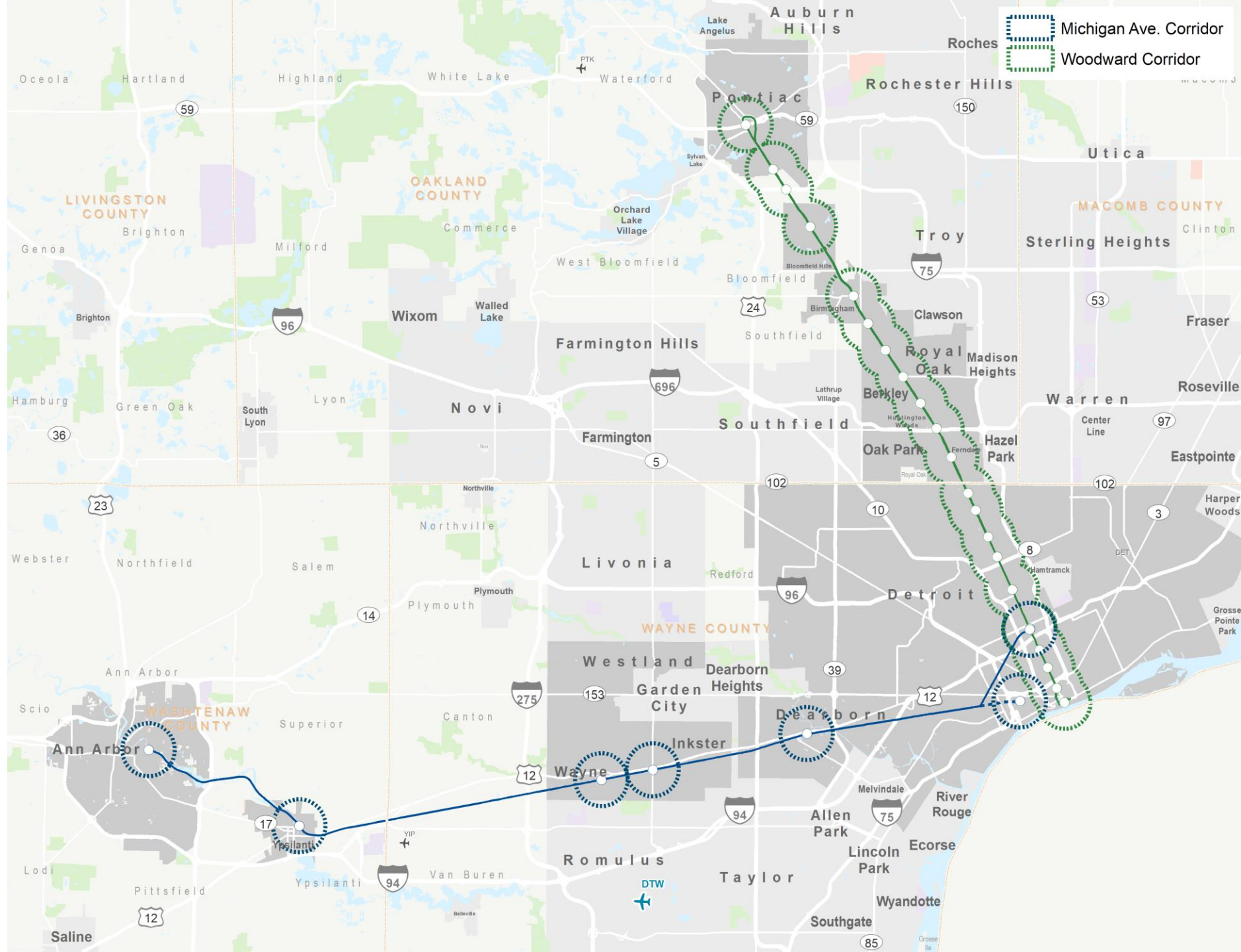
The Market Analysis of the Mobility-Oriented Development Study provides information about the demographics, real estate and land uses present along each of the study corridors. In order to conduct this analysis, AECOM Economics + Advisory utilized a number of resources including the U.S. Census Bureau for demographic data, CoStar for real estate data relating to multi-family, office, industrial and retail uses, SEMCOG for parcel level data, each respective county for single family and commercial transactions and the City of Detroit and State of Michigan Land Banks for publicly owned land. The demographic and real estate conditions present within each corridor are also contextualized through a regional analysis of the same metrics. Additionally, a detailed site analysis unique to the walkable radius around each of the station areas was conducted so to call attention to current, planned and anticipated future use of the primary sites within each station area. In the end, this analysis will be used to inform the TOD/MOD readiness, a value capture analysis and the development recommendations for each station area.

HEADLINES

- **The study acknowledges that since 2010, and in spite of the Detroit bankruptcy, these corridors have captured relevant shares of population, household and job growth within the region.** Specifically, the corridors have captured 7.1% of population growth, 4.9% of household growth and 25.4% of employment growth within the region. Our national experience reinforces that these market shares for the corridor reflect a long standing reality of auto dependence across SE Michigan. In this context, the analysis highlights a clear opportunity to increase the number of residents, households and jobs served by transit.
- **Trends since 2015 have favored new development around a specific few station areas.** Development “hot spots” include New Center and Corktown along the Commuter Rail Corridor and Mack Avenue, Baltimore Avenue, 9 Mile Road, 10 Mile Road and Maple Road along the Woodward Corridor. Moving forward, the analysis will evaluate opportunities to increase TOD along these corridors.
- **While TOD is expected to create new value capture opportunities, an opportunity to decrease the regional dependence on cars can create additional benefits.** At this time, 91% of those who work within Detroit’s core utilize a car to get to and from work; the highest share among all major US Metro’s. Analysis suggests that even a modest reduction in vehicle mode share can have positive impacts on household spending in other sectors meaning for every 1% shift away from car mode share, households are able to redistribute spending into other sectors.

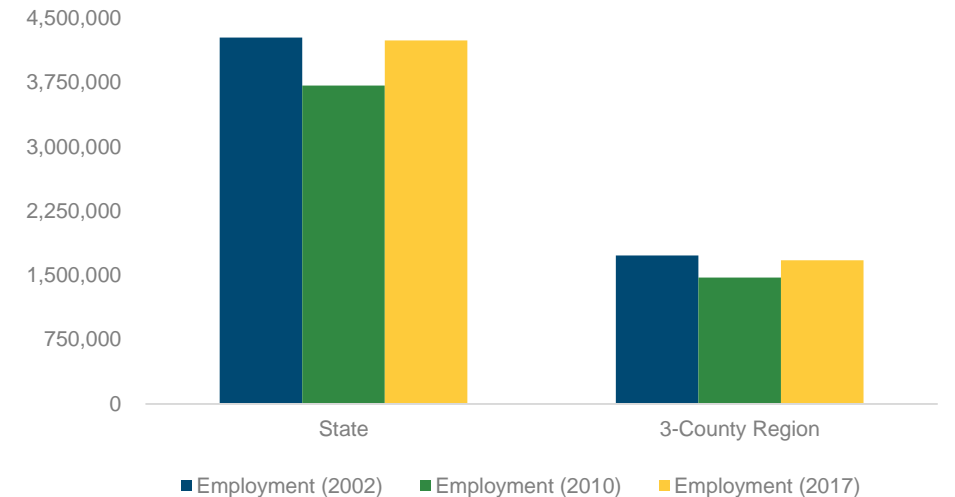
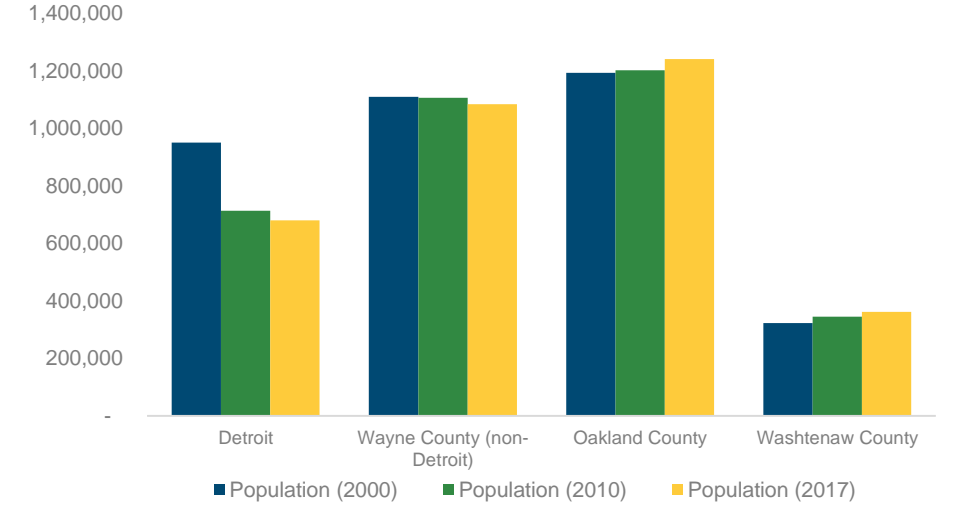
Market Analysis

- Demographic Data
 - Population
 - Housing
 - Employment
- Building Data
 - Permits
 - Land Use
 - Buildings
- Real Estate Data
 - Office
 - Multi-family
 - Retail
 - Industrial
 - Single Family
 - Vacant



Key Regional Takeaways

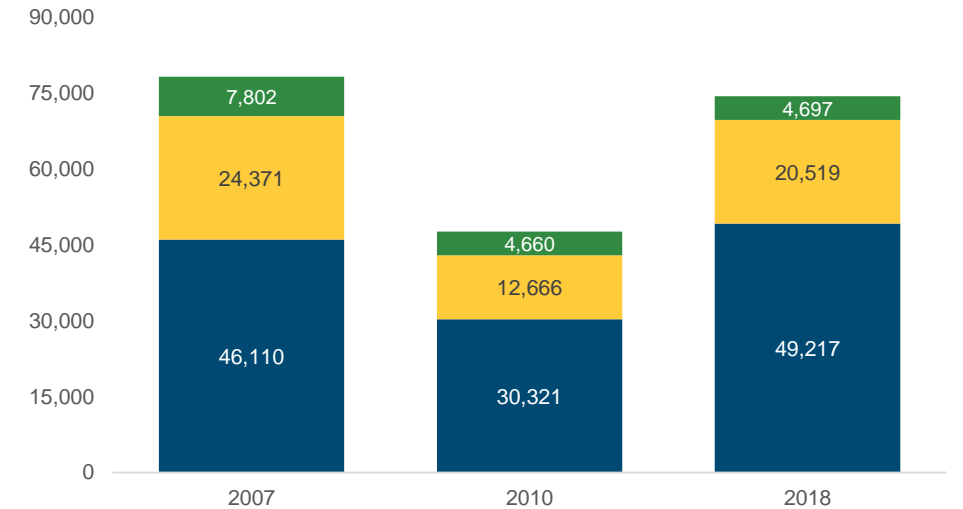
- Population loss in Detroit slowing since 2010—but declines still prevalent within portions of the city.
 - Population gains outside of Wayne County are offset by declines inside—primarily Detroit.
 - In Oakland & Washtenaw, population growing slightly faster post-recession versus pre-recession.
- Employment across the three-county region is rising by 1.8% annually since 2010, consistent with state.
 - Fast-growing sectors include Professional Services & Management of Companies—high-wage industries.
 - Continued recovery of manufacturing & construction industries, though not back to original pre-recession levels.
 - New highs in employment of Health Care & Social Assistance, Accommodation & Food Services, & Administration & Support Services sectors.



Key Regional Takeaways

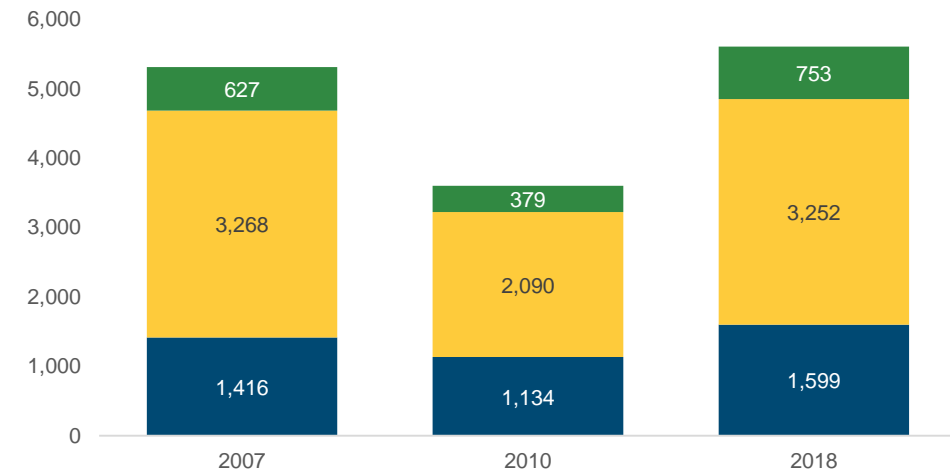
- Since 2010, automotive employment within the three-county region has grown by 5.7% annually.
 - Between 2007 and 2010, automotive employment decreased by 15.3% annually within the three-county region
- While total automotive-related jobs have not reached pre-recession levels in Washtenaw and Oakland counties, total automotive-related jobs has surpassed pre-recession levels in Wayne County.
- The share of nation-wide automotive-related jobs within the three-county region has shrunk from a 7.9% share in 2007 to a 7.4% share in 2018.
- Post-recession, residential builder employment has grown the fastest in Washtenaw County (9%), followed by Oakland County (5.7%) and then Wayne County (4.4%)

Automotive Employment



Source: EMSI

Residential Builder Employment

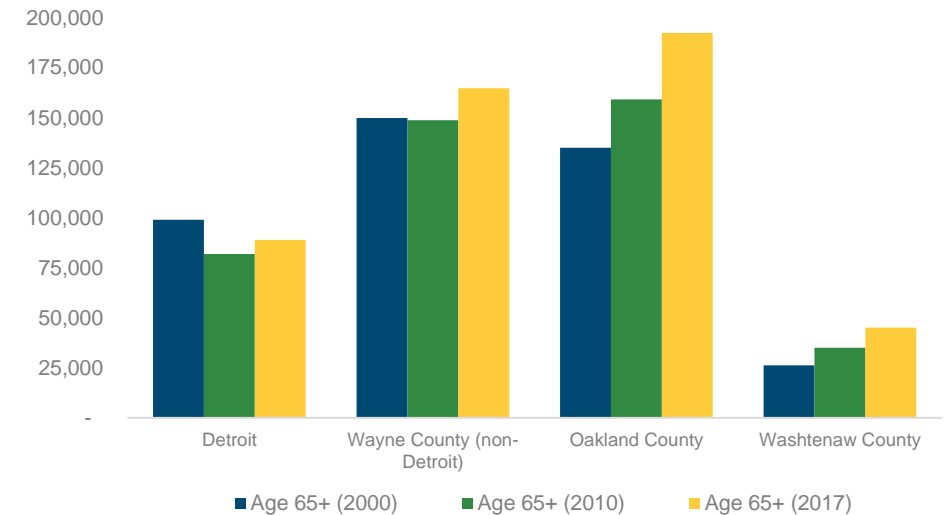


■ Wayne County, MI ■ Oakland County, MI ■ Washtenaw County, MI

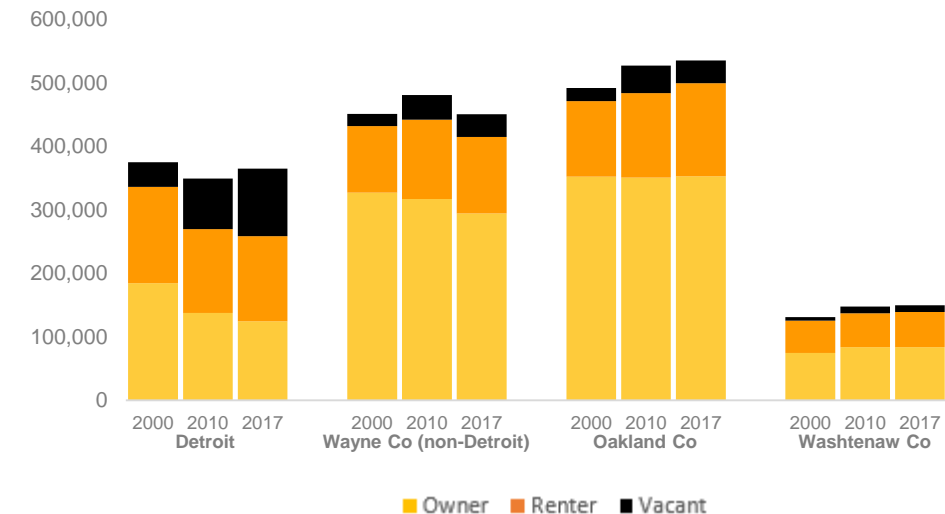
Source: EMSI

Key Regional Takeaways

- Aging Population consistent with national trend.
 - Senior population is growing in three-county region, especially in Oakland & Washtenaw counties.
 - Washtenaw's median age is rising, but is partially offset by a growing student population (age 20-24).
 - Underlying aging trends will affect housing demand.
- Washtenaw & Oakland Counties have gained more people than homes required to house them.
 - Suburban Wayne has lost both population & housing units.
 - Detroit has lost 2 people for every 1 housing unit gained since 2010.
 - Notable growth in renter-occupied housing in Oakland County—both absolute & proportional.
 - The number of vacant housing units in Detroit has grown by 6.1% annually since 2000; today, 29% of all housing units sit vacant.



Source: US Census Bureau

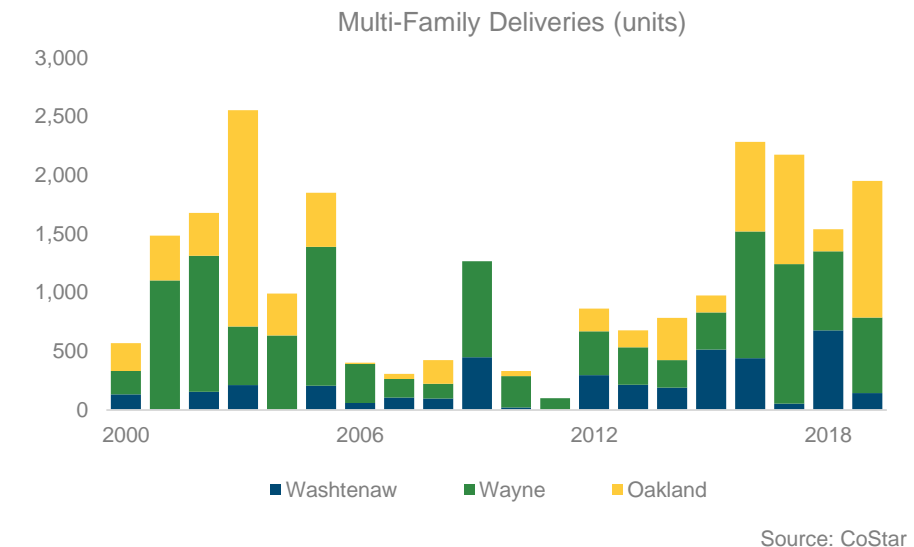
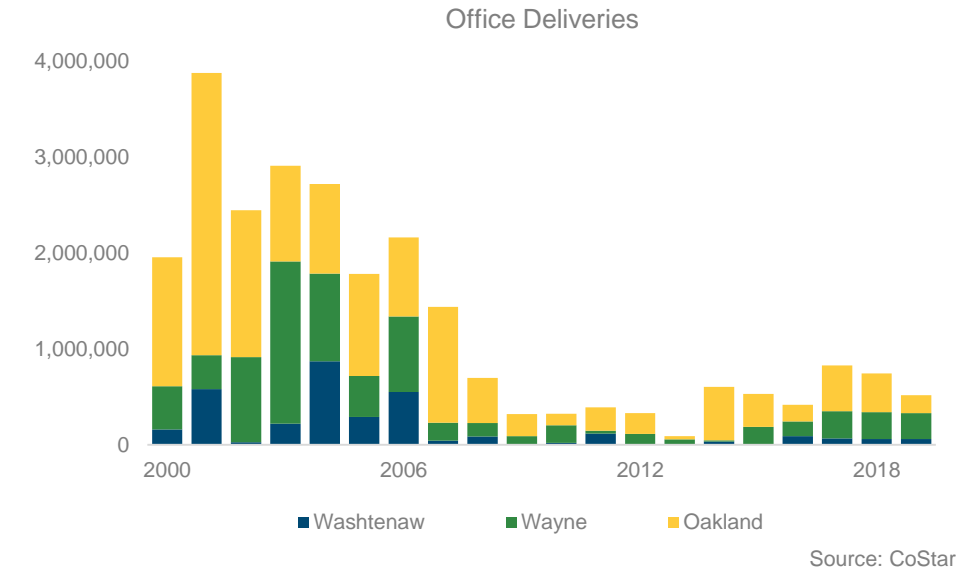


Source: US Census Bureau

Key Regional Takeaways

- The regional office market has reached pre-recession rent and vacancy levels, but modest inventory has been added since 2006.
 - Post-recession, the three-county region has absorbed 2.9x more office space than has been delivered. (absorption of ~1.5 million SF versus the delivery of ~530k SF, annually).
 - Oakland has the most comprehensive inventory and its occupied space has grown by 1.4% annually since the end of the recession—fastest among market-area counties.
- The regional multi-family market has surpassed pre-recession rent and vacancy levels, and new deliveries are outpacing pre-recession trends.
 - Post-recession, the three-county region has absorbed 1.3x more MF units than has been delivered. (absorption of ~1,630 units versus the delivery of ~1,220 units, annually).
 - Since 2010, each county has experienced annual rent growth of at least 3%.

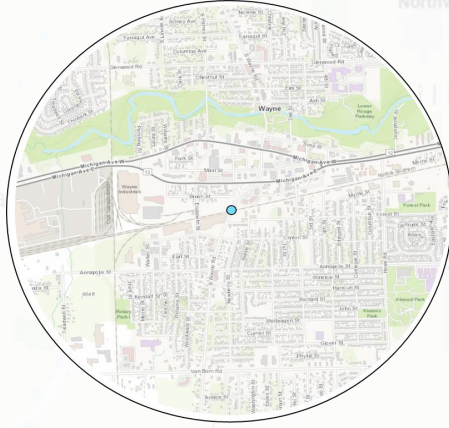
A new “delivery” signifies the addition of new supply into a marketplace



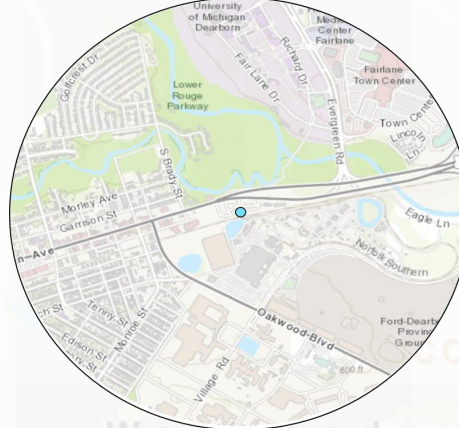
Rail Corridor Segmentation



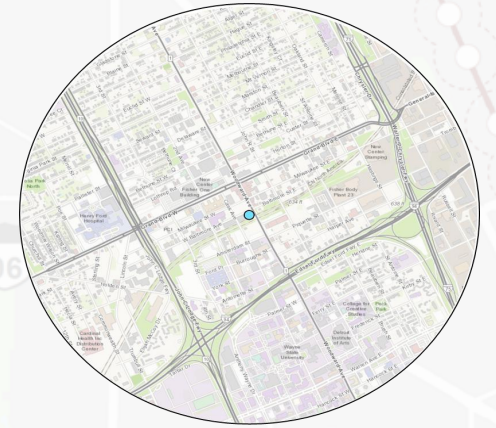
Ann Arbor



Wayne



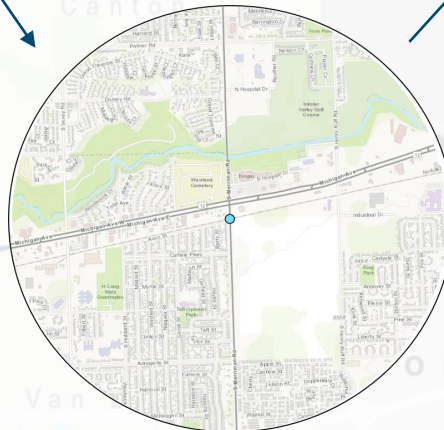
Dearborn



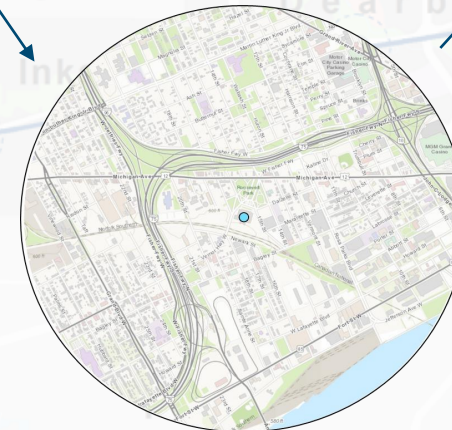
New Center



Ypsilanti



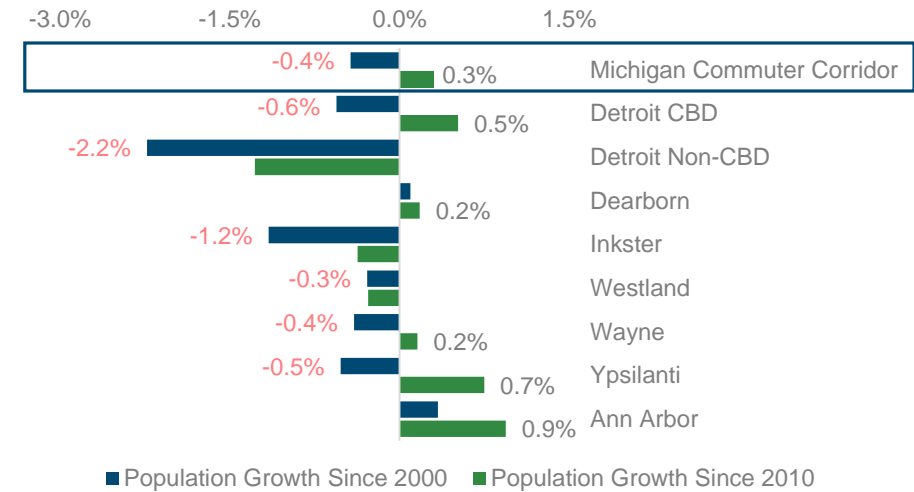
Merriman



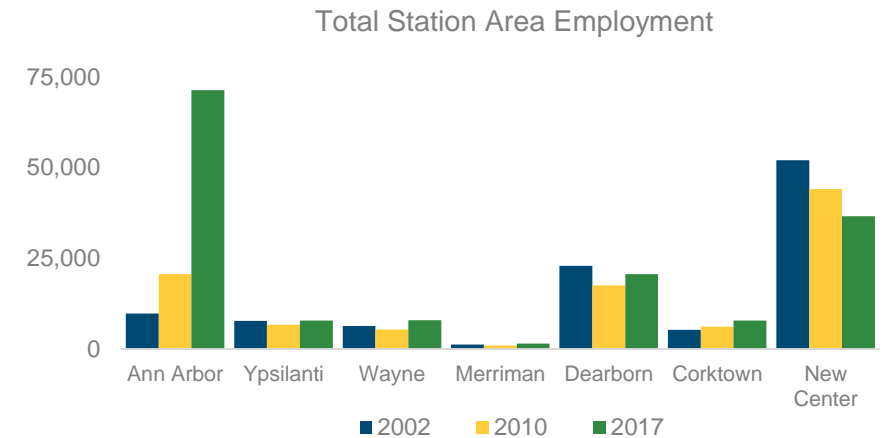
Corktown

Key Rail Corridor Takeaways

- Population growth clustered at ends of the corridor post-recession—Downtown Detroit & Ann Arbor / Ypsilanti.
 - Consistent with growth in housing units.
- Corridor-wide growth in renter households (especially post-2010) and falling homeownership.
 - Consistent across corridor except for homeownership growth in Ann Arbor and Ypsilanti post-2010.
- Median home values ~\$150,000, which is higher than most communities, but is buoyed by Ann Arbor.
- Employment growth post-2010 significantly above state and regional averages.
 - 6.1% vs. 1.8%
 - Major growth industries: Educational Services, Health Care & Social Assistance—driven by University of Michigan and its new projects in Ann Arbor (i.e. Mott Children's Hospital).



Source: US Census Bureau



Source: On The Map

Key Rail Corridor Takeaways

- Limited office inventory, especially Class A space, anywhere along corridor outside of Ann Arbor, Corktown and New Center.
 - Gross rents in Ann Arbor are highest in market at \$28.67 and have grown annually by 3.6% since 2010.
- The most comprehensive multi-family inventory is located in Ann Arbor and New Center.
 - New construction (post-2018) in Corktown and New Center asking 2x average market rent (\$2+ per SF).
- Most significant retail inventory located in Dearborn due to Fairlane Town Center Mall.
 - However, the highest rents are located in Ann Arbor which have grown by 4% annually since 2010 to more than \$38 in 2018.
- Significant industrial located proximate to New Center.
 - Only impactful industrial delivery along corridor since 2010 was 275k sf Cardinal Health Distribution Center proximate to New Center in 2015. A majority of inventory developed before 2000.



Rail Corridor (Selected Multifamily Delivered Since 2010)



The Corner

Corktown

Delivered in 2019 (20% Affordable Units)

Unit Mix: 111 total units

Studio: 51 units

One-Bedroom: 51 units

Two-Bedroom: 9 units

Key Metrics:

Asking Rent: \$2.36 per SF (134% premium)

Avg Unit Size: 666 SF



Elton Park

Corktown

Delivered in 2019 (Affordable Units)

Unit Mix: 151 total units

Studio: 14 units

One-Bedroom: 94 units

Two-Bedroom: 38 units

Three-Bedroom: 5 units

Key Metrics:

Asking Rent: \$2.10 per SF (108% premium)

Avg Unit Size: 878 SF



The Boulevard

New Center

Delivered in 2019 (20% Affordable Units)

Unit Mix: 231 units

Studio: n/a

One-Bedroom: n/a

Two-Bedroom: n/a

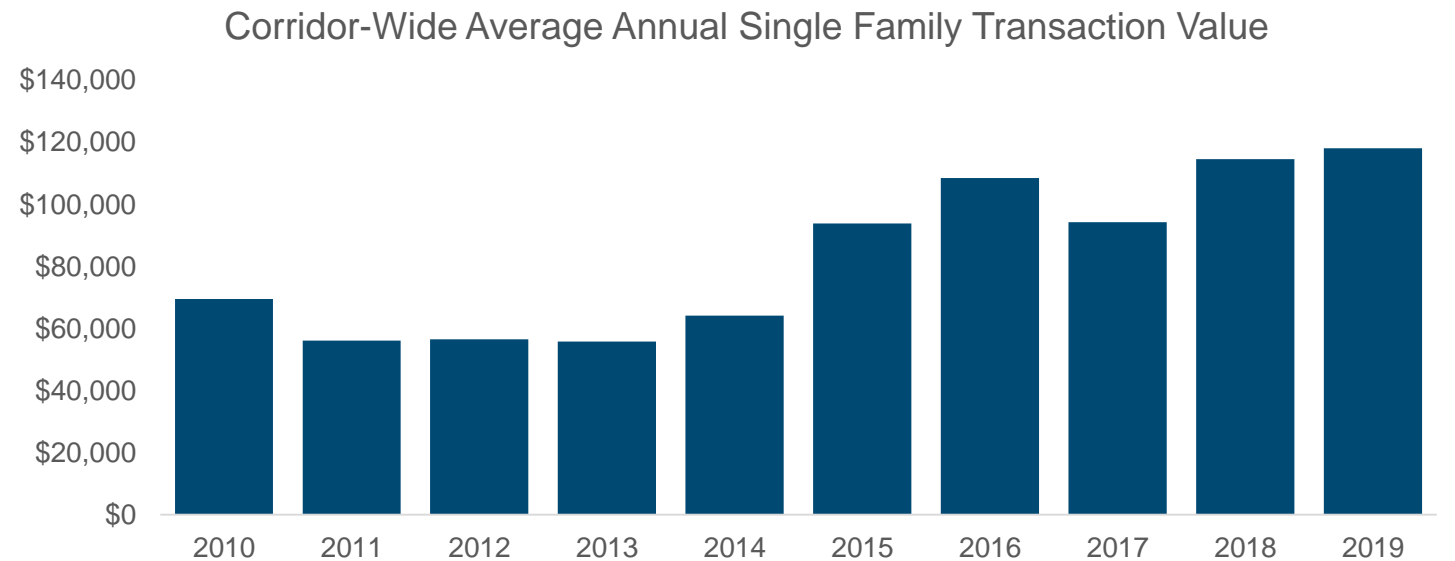
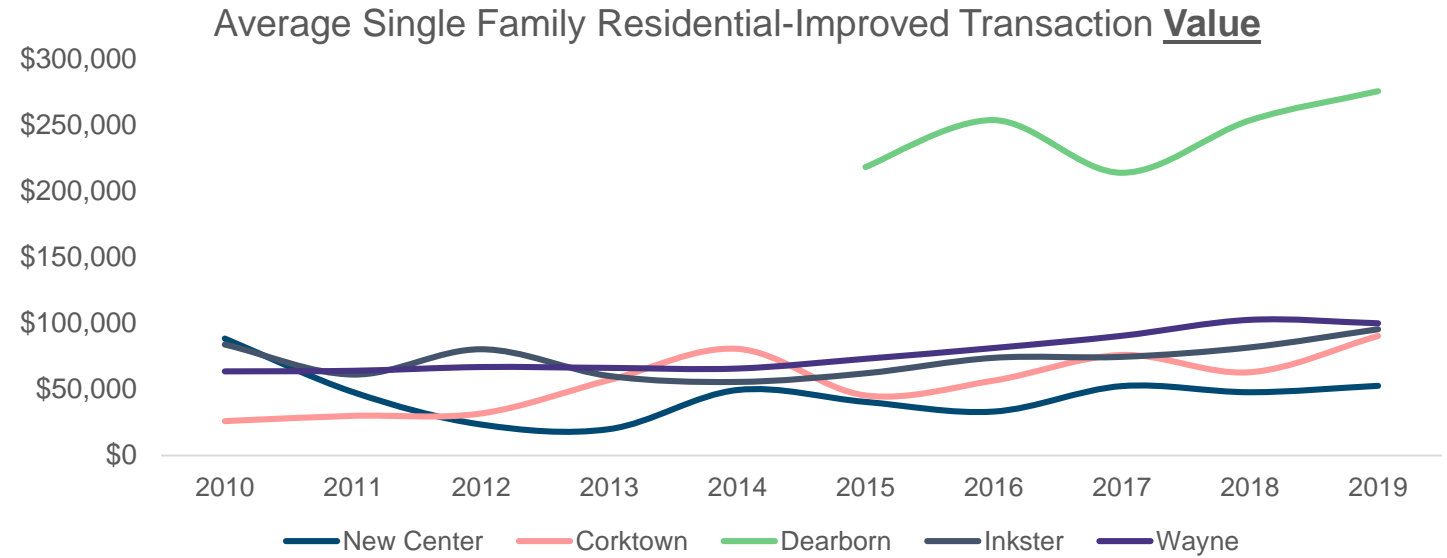
Key Metrics:

Asking Rent: \$2.11 per SF (97% premium)

Avg Unit Size: 960 SF

Single Family Home Transactions – Rail Summary

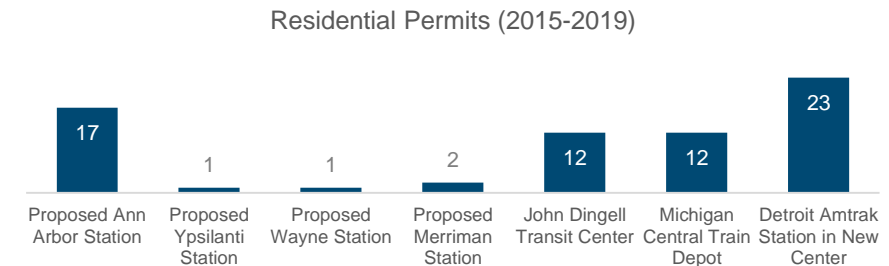
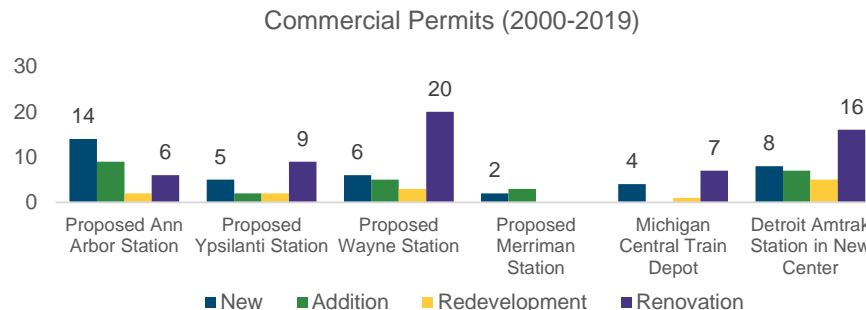
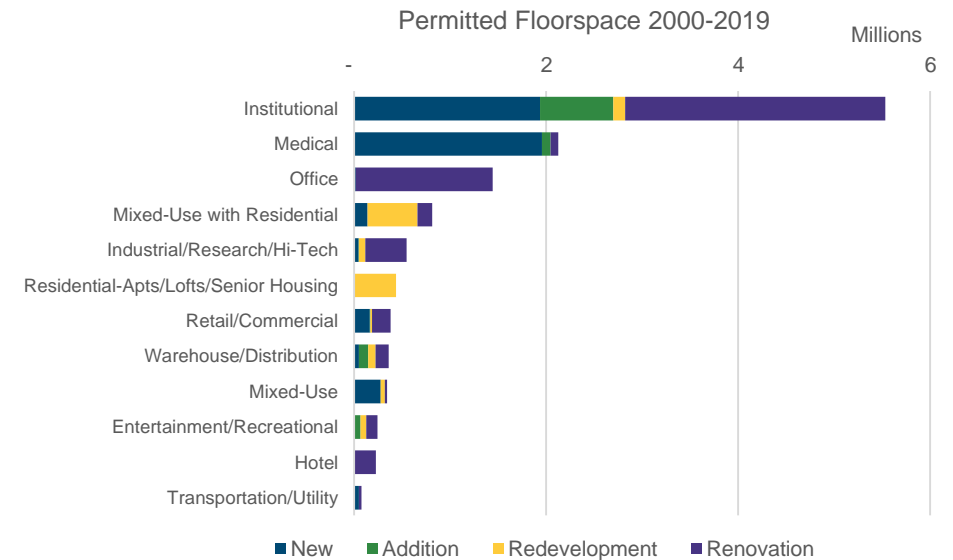
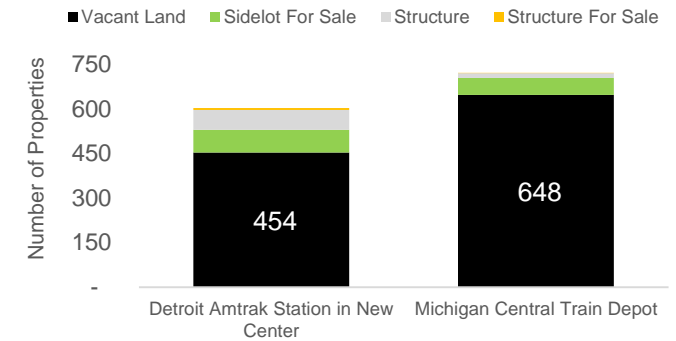
- While transaction data from Ann Arbor and Ypsilanti is not available, the Dearborn station area houses the most expensive single-family housing stock followed by the Wayne station area.
- Since 2010, corridor-wide single family transactions have increased in value by 6.1% annually.
- Corridor-wide, transaction volume has also steadily increased over the period with an average of ~350 transactions per year since 2017.



Source: Multiple Sources, Respective Corridor Municipalities

Key Rail Corridor Takeaways

- Significant Detroit Land Bank holdings (mostly vacant land) near Corktown & New Center stations.
- Permit data shows that while institutional projects usually constitute the majority of permitted floorspace, there's been a shift to more mixed-use (with & without residential) in past 5 years.
- Most permitting activity (new, additions, redevelopment, renovation) occurring at either end of corridor.
 - Minimal recent activity in Dearborn, but compelling location for future development.



Source: Detroit Land Bank & Respective Corridor Municipalities

Station Area Opportunities – New Center



New Construction:

1. Integrative Biosciences Center
2. Residential Mixed-Use (Lofts at New Amsterdam)
3. Residential Mixed-Use (Baltimore Station Phase I)

Under Construction:

1. Detroit Pistons Training Center
2. Residential Mixed-Use (Baltimore Station Phase II)

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Office or Residential Mid-to-High Rise Mixed-Use
2. Residential Mid-to-High Rise Mixed Use
3. Residential Low-to-Mid Rise Mixed-Use
4. Office Mid-to-High Rise Mixed-Use
5. Residential Low Density Mixed-Use / Residential Single Family Detached
6. Residential Single Family Detached

New Construction
Under Construction
Proposed
Opportunity Site

Station Area Opportunities – Corktown

New Construction:

1. Office Low Rise

Under Construction:

1. Michigan Central Train Depot & Office High Rise

Proposed Projects:

1. Office Low Rise (2231 Dalzelle Street)
2. Residential Low Rise (2420 Bagley Street)

Potential Future Use of Opportunity Sites:

1. Residential Low-to-Mid Rise Mixed Use
2. Office Mid-to-High Rise Mixed Use
3. Residential Single Family Detached
4. Stand Alone Retail

**There is also potential for the block industrial site to the west-northwest of the station to be redeveloped as industrial is not highest and best use of that site



0.4-mile buffer (walkshed)

Station Area Opportunities – Dearborn

New Construction:

1. Stand Alone Retail

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Low-to-Mid Rise Mixed Use

**There is a high concentration of auto dealerships immediately west of the station – this will inhibit the targeted future development of housing and other supporting uses.



- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – Merriman

New Construction:

None

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Single Family or Low Density Residential (largest contiguous tract within study area at ~280 AC listed as 'for sale' from the Ford Motor Company)
2. Residential Low Rise Mixed-Use



0.4-mile buffer (walkshed)

Station Area Opportunities – Wayne

New Construction:

1. Stand Alone Retail (McDonalds)
2. Stand Alone Retail

Under Construction:

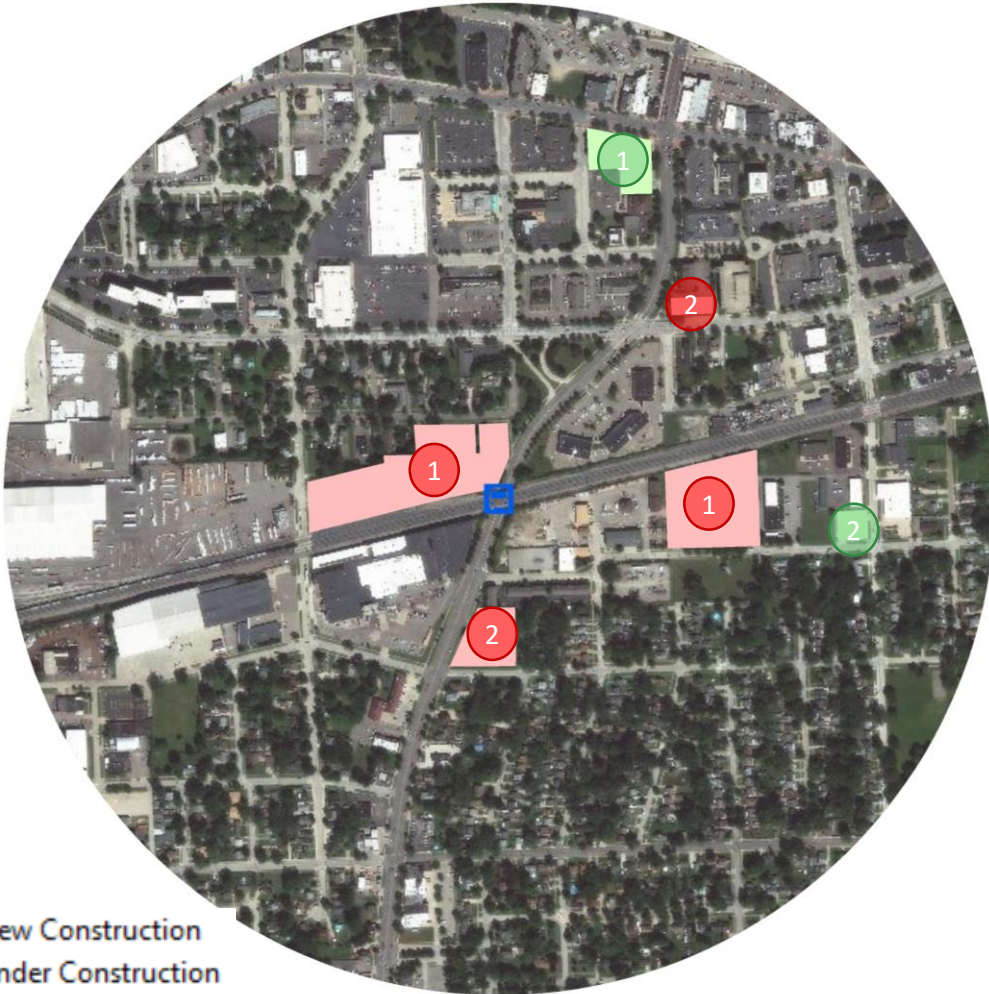
None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Low-to-Mid Rise Mixed Use (TOD)
2. Stand Alone Retail



0.4-mile buffer (walkshed)

Station Area Opportunities – Ypsilanti

New Construction:

None

Under Construction:

1. Residential Mixed-Use (Thompson Block Lofts)

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Low-to-Mid Rise Mixed Use (TOD)
2. Stand Alone Retail



0.4-mile buffer (walkshed)

Station Area Opportunities – Ann Arbor

New Construction:

None

Under Construction:

1. Residential Mixed-Use (99 on Nine)

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Low-to-Mid Rise Mixed Use
2. Residential Mid-to-High Rise Residential OR Hotel to support Hospital

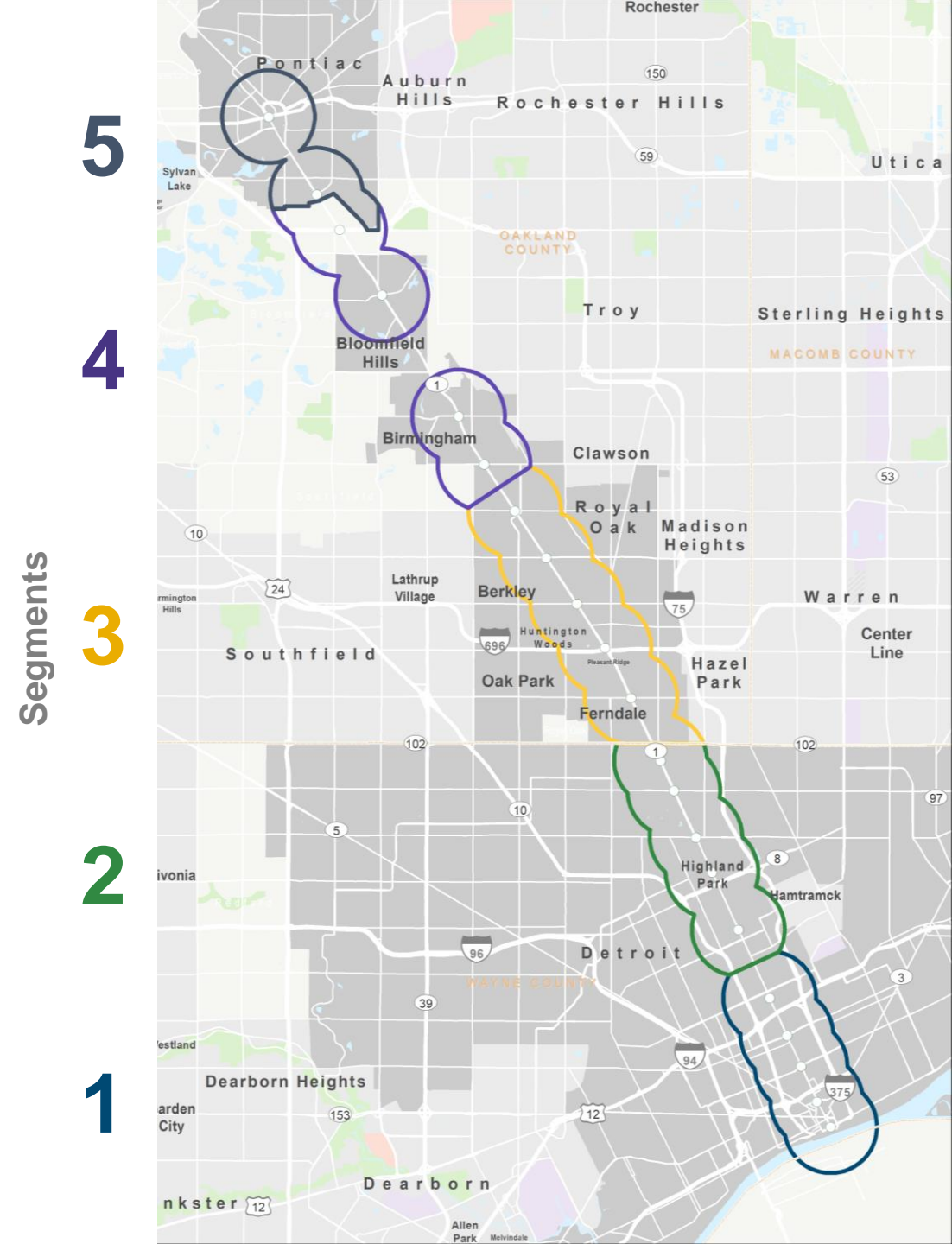


- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

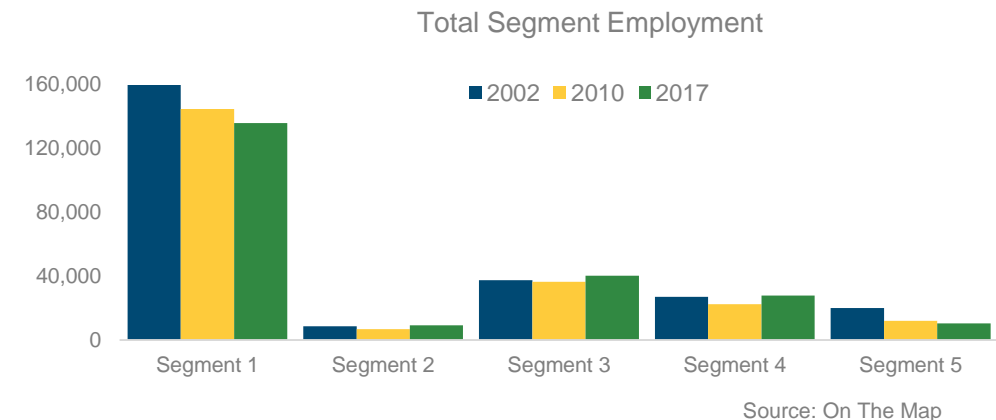
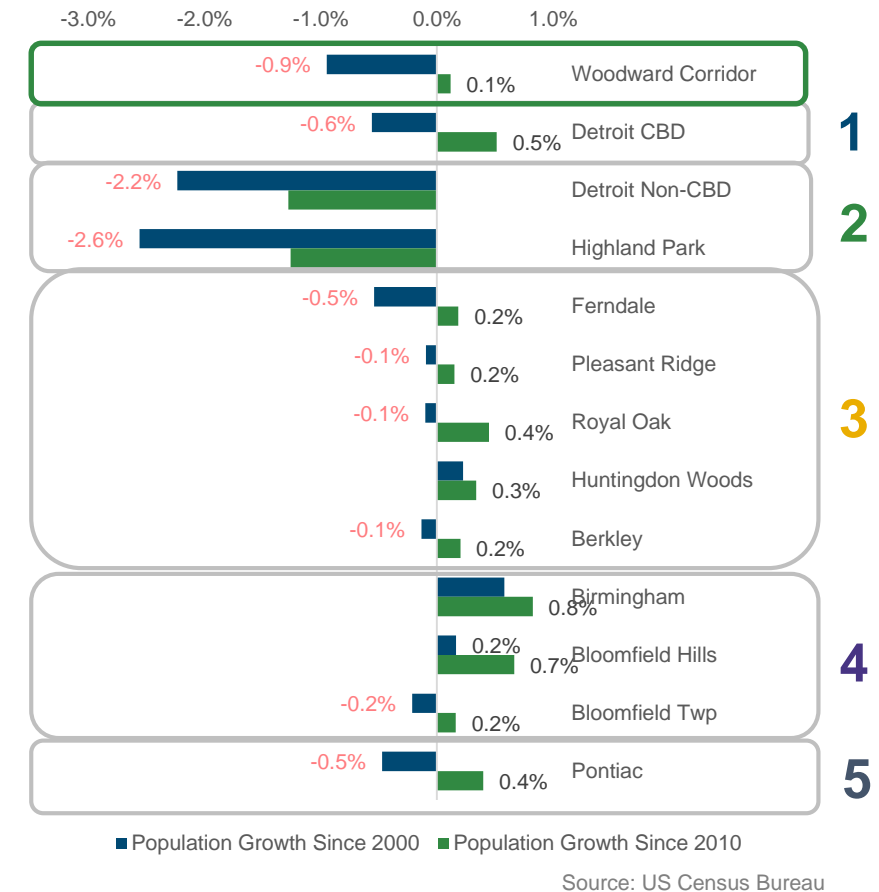
Woodward Corridor Segmentation

- One-mile radius from proposed stations
- Divided into five segments:
 - Pontiac Segment 5
 - Far Suburbs Segment 4
 - Near Suburbs Segment 3
 - Detroit Edge Segment 2
 - Detroit Core Segment 1



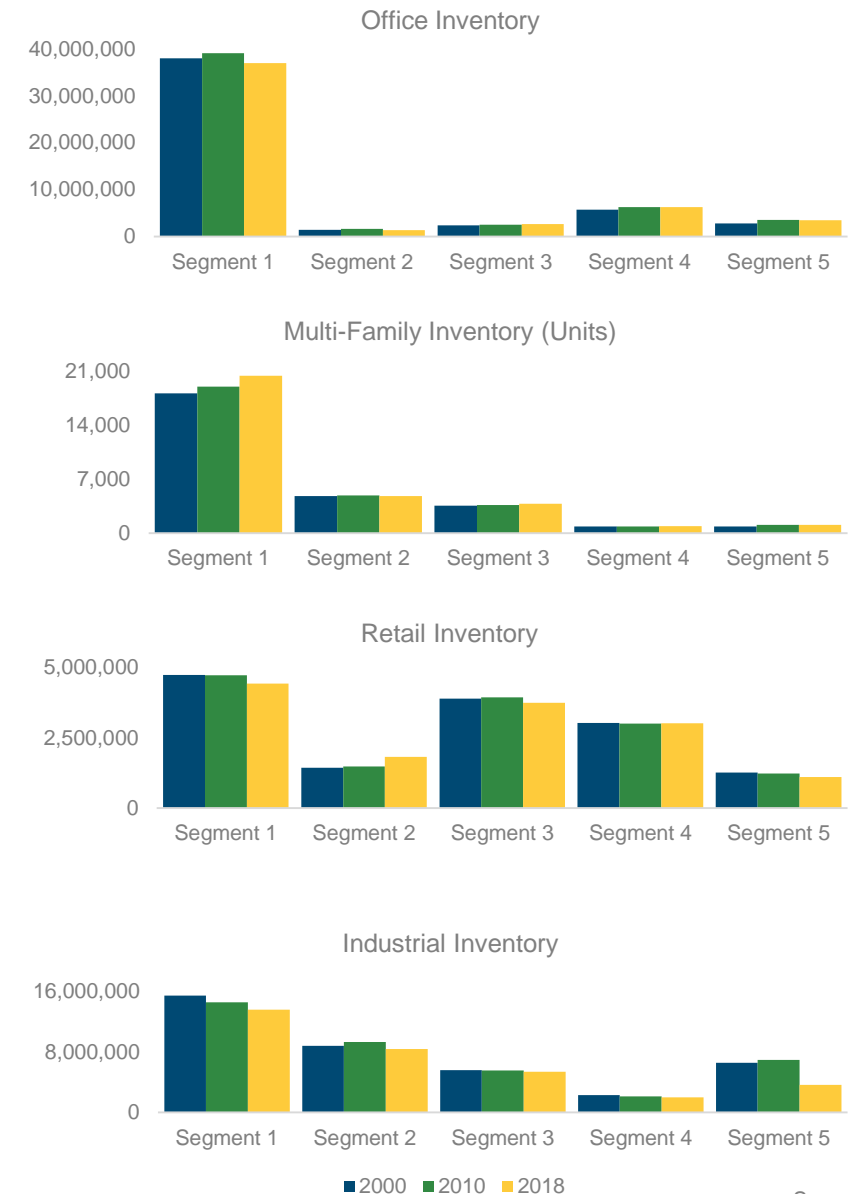
Key Woodward Corridor Takeaways

- Corridor-wide population declining since 2000 due to significant population loss in Segment 2.
 - Growing post-recession population in all segments outside of Segment 2.
- Growth in renter households (especially post-2010) and falling homeownership across corridor.
 - Consistent with national trends and prevalent along corridor outside of Segment 2.
- Median home values ~\$155,000.
 - Driven by home values in Segments 3 and 4.
- Negligible employment growth post-2010 (0.1%)
 - Largest growth in the management sector.



Key Woodward Corridor Takeaways

- In 2018, more than 72% of corridor-wide office space was located in Segment 1, but that share of space has decreased by 2.8% since 2000, resulting in an increased share in Segments 3-5.
 - The highest rents are located in Segment 4, and rents step-up moving north along corridor before dropping off in Segment 5.
- Segment 1 holds more than 65% of corridor-wide MF units and reflects the urban nature of the Detroit core.
 - The number of renter occupied units decreases as one travels north along the corridor—transitioning to owner-occupied units.
- Segment 2 is the only segment to add retail inventory over the period.
 - Rents peak in segment 4, and step up moving north along corridor before dropping in Segment 5.
- Industrial inventory decreasing; highest concentration in Segment 1.
 - Inventory steps down traveling north along corridor until stepping back up in Segment 5.



Woodward Corridor (Selected Multifamily Delivered since 2010)



The Plaza (Conversion)

Segment 1 (Midtown)

Delivered in 2017 (Market Rate)

Unit Mix: 72 total units

One-Bedroom: 50 units

Two-Bedroom: 20 units

Three-Bedroom: 2 units

Key Metrics:

Asking Rent: \$2.17 per SF (65% premium)

Avg Unit Size: 969 SF



Phillip House (Conversion)

Segment 1 (Detroit Core)

Delivered in 2018 (Market Rate)

Unit Mix: 89 total units

Studio: 36 units

One-Bedroom: 43 units

Two-Bedroom: 10 units

Key Metrics:

Asking Rent: \$2.11 per SF (60% premium)

Avg Unit Size: 648 SF



Highland Manor

Segment 2 (Highland Park)

Delivered in 2010 (Rent Restricted)

Unit Mix: 48 units

Two-Bedroom: 37 units

Three-Bedroom: 11 units

Key Metrics:

Asking Rent: \$0.62 per SF (33% discount)

Avg Unit Size: 1,034 SF

Woodward Corridor (Selected Multifamily Delivered since 2010)



Ferndalehaus

Segment 3 (Ferndale)

Delivered in 2019 (Market Rate)

Unit Mix: 108 total units

Studio: 44 units

One-Bedroom: 59 units

Two-Bedroom: 5 units

Key Metrics:

Asking Rent: \$2.39 per SF (76% premium)

Avg Unit Size: 577 SF



1193 Floyd Street

Segment 4 (Birmingham)

Delivered in 2019 (Market Rate)

Unit Mix: 8 total units

One-Bedroom: 4 units

Two-Bedroom: 4 units

Key Metrics:

Asking Rent: \$2.37 per SF (41% premium)

Avg Unit Size: 869 SF



Ten West Lofts (Conversion)

Segment 5 (Pontiac)

Delivered in 2012 (Market Rate)

Unit Mix: 14 units

One-Bedroom: 10 units

Two-Bedroom: 4 units

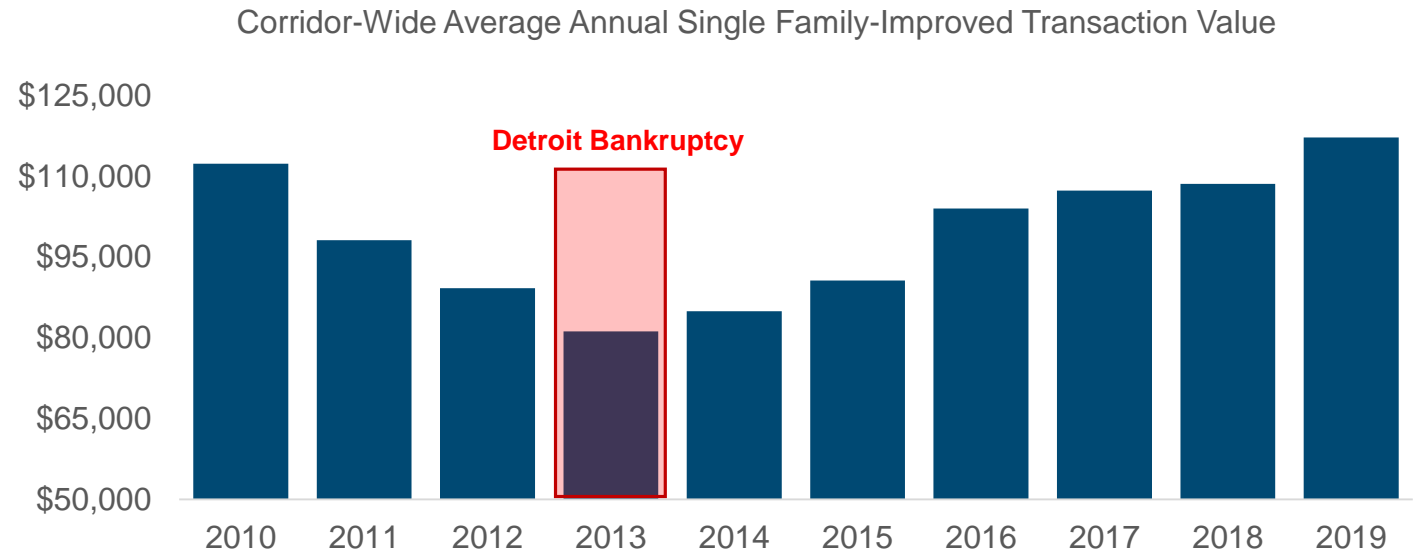
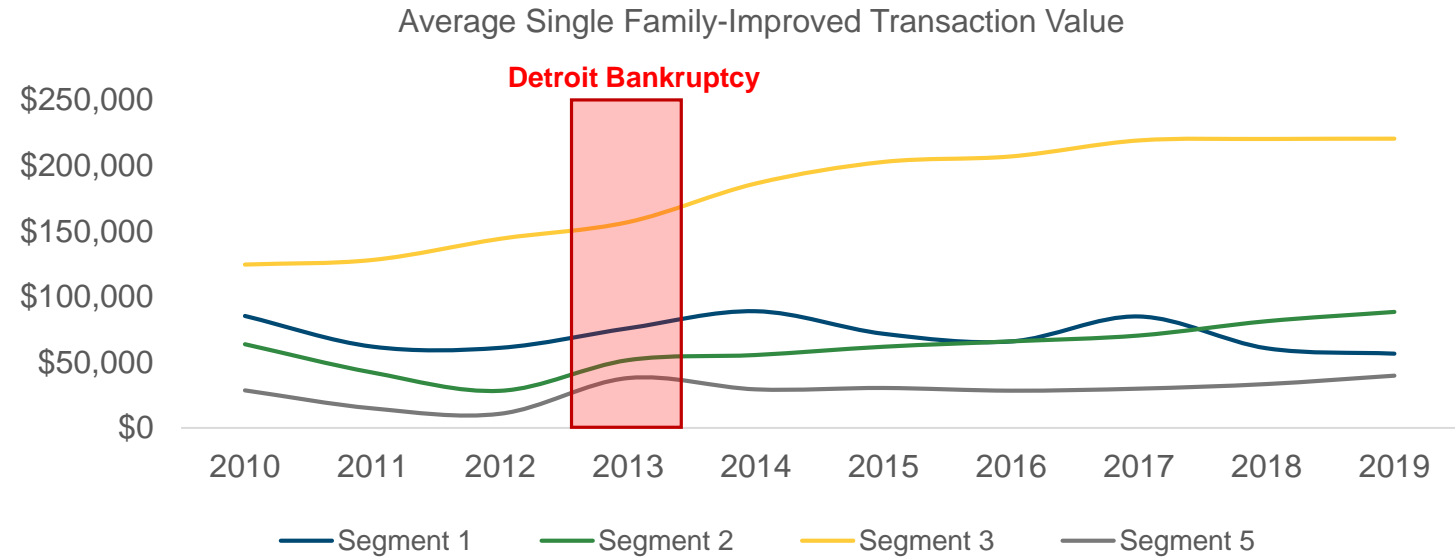
Key Metrics:

Asking Rent: \$0.96 per SF (7% premium)

Avg Unit Size: 732 SF

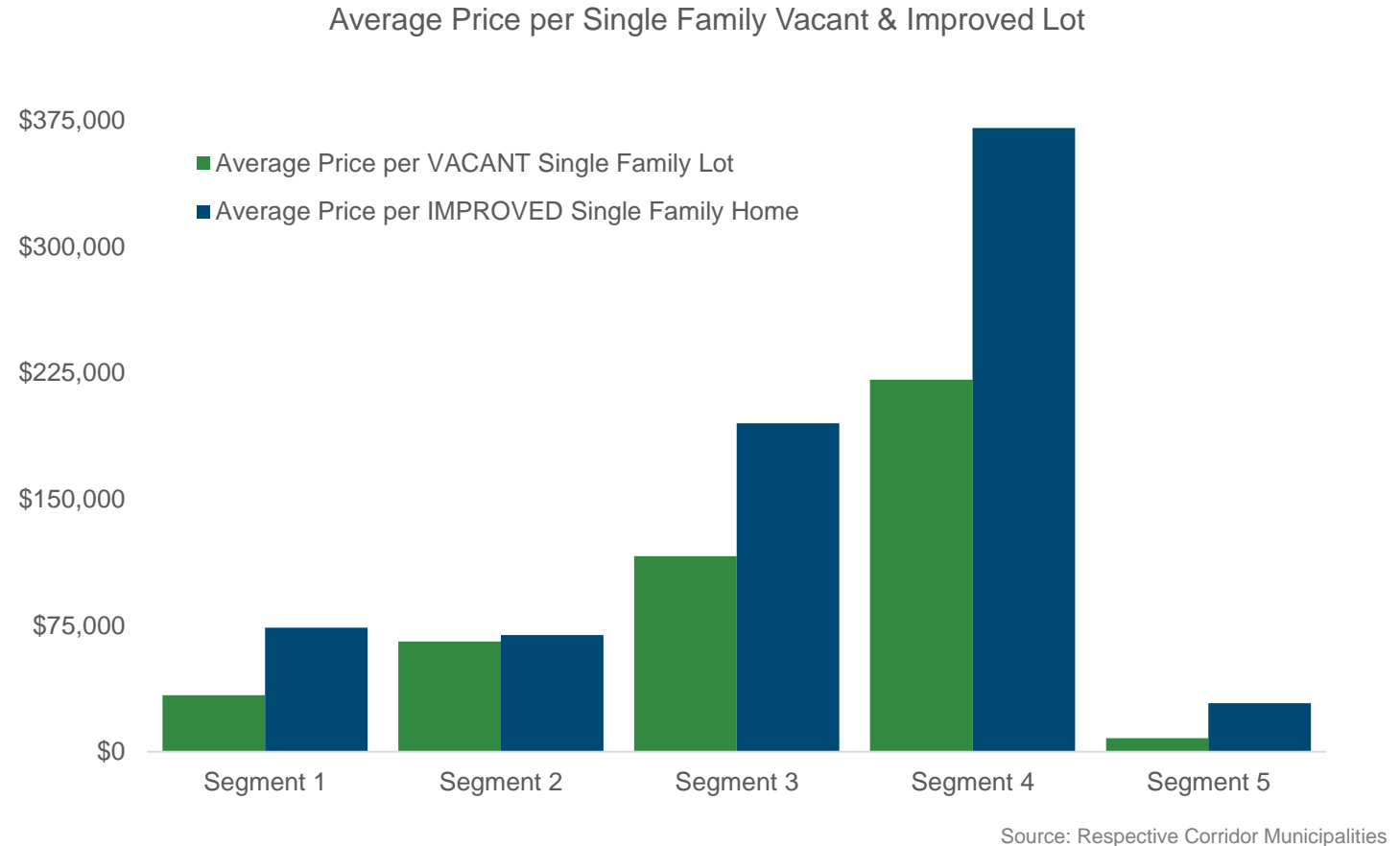
Woodward Corridor – Single Family Transactions

- Approximately 30% of the single-family improved transactions in Segment 2 (between 2010 and 2019) were by corporations. Similarly, approximately 20% of the transactions in Segment 1 over the same period were by corporations.
 - 98% of corridor-wide corporate transactions were in Segment 1 & 2 signaling speculative buying.
- The average transaction price for corridor-wide single family improved properties bottomed in 2013 at ~\$81,150 – coinciding with Detroit's bankruptcy.
 - Since 2013, the average corridor-wide single family improved sale price has grown by 6.3% annually and has reached ~\$117,100.



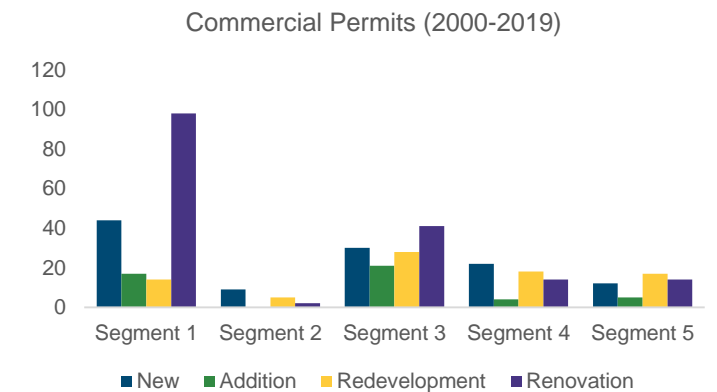
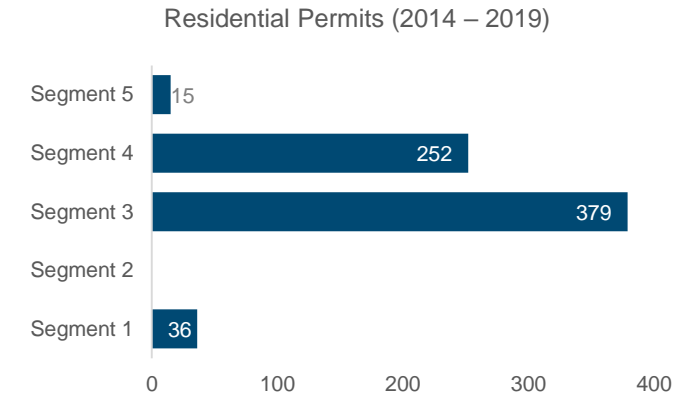
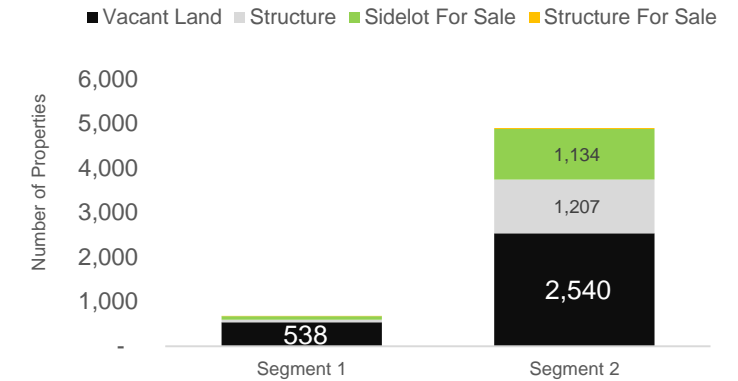
Woodward Corridor – Single Family Transactions

- Negligible premium for habitable single family home over vacant single family lot in Segment 2 suggests a lack of quality housing within this segment.
- In tandem with other real estate trends, single family home values step up as one moves north along the corridor, peaking in Segment 4 at ~\$370,900 per home and ~\$221,100 per vacant lot.
 - Limited supply of vacant single family lots in Segment 4.
- Single family homes in Pontiac are discounted compared to homes across the corridor with lots and improved homes selling at 19% of the corridor-wide average.



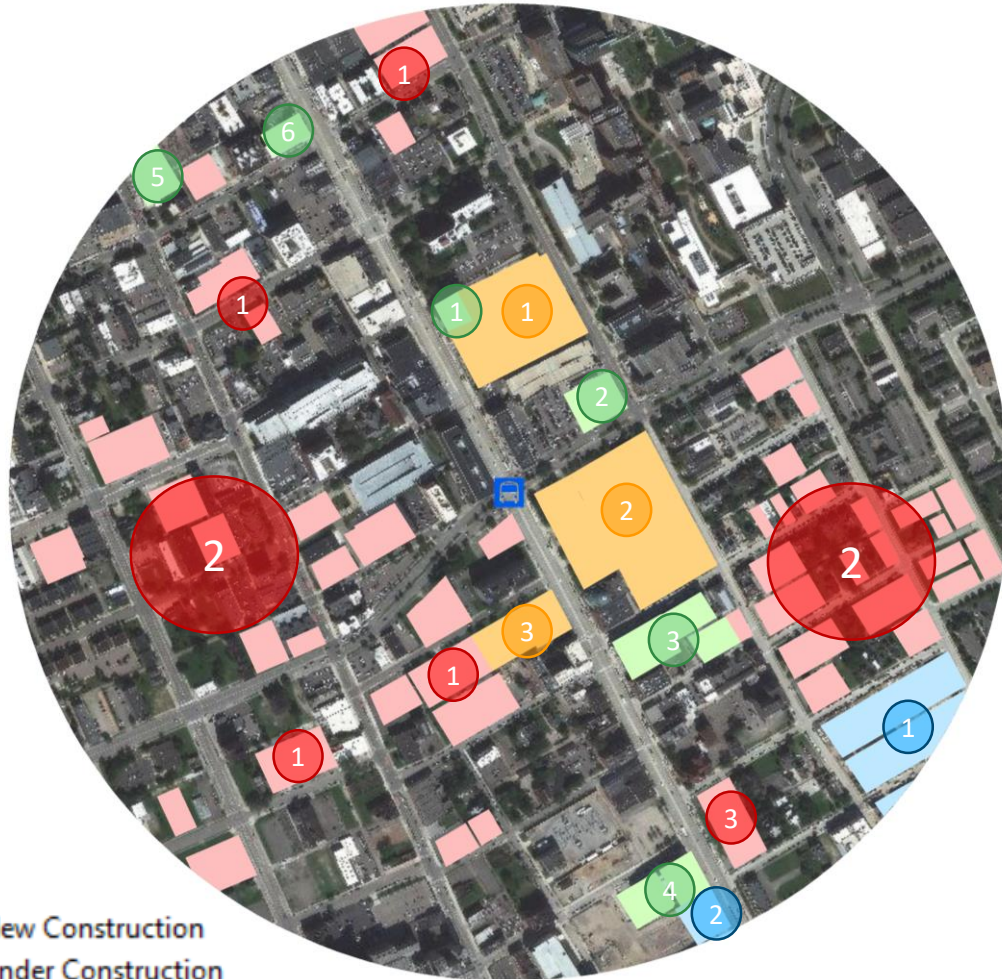
Key Woodward Corridor Takeaways

- Far more Land Bank properties in Segment 2 (both vacant land & structures) than in downtown Detroit.
 - Vacant land concentrated north of Highland Park on eastern side of Woodward Avenue.
- Most residential permitting is taking place in segments 3-4 (near & affluent suburbs).
 - Rising residential activity in segment 3 since 2015 and is consistent with rising single family transactions. Segment 3 is the most active in terms of single-family residential.
- Mostly retail/commercial or office permitting, with growing mixed-use projects in the past 5 years—consistent with trends observed within the region.
 - Majority of activity is redevelopment/renovation and is centered in downtown Detroit



Station Area Opportunities – Mack Avenue

Segment 1



New Construction:

1. Residential High Rise – Conversion (The Plaza)
2. Big Box Retail (Whole Foods)
3. Residential Low Rise Mixed-Use (The Scott at Brush Park)
4. Institutional (Ilitch School of Business)
5. Residential Low Rise Mixed-Use (The Auburn)
6. Office Low Rise Mixed-Use (4219 Woodward Ave)

Under Construction:

1. Residential Low Rise (City Modern at Brush Park)**
2. Office Low Rise Mixed-Use (2715 Woodward Ave)

Proposed Projects:

1. Residential High Rise Mixed-Use (The Mid)
2. Residential High Rise Mixed-Use (SOMA)
3. Residential Low Rise Mixed-Use (The Woodward @ Midtown)

Potential Future Use of Opportunity Sites:

1. Residential / Office Low-to-Mid Rise Mixed-Use
2. Residential Low Rise Mixed-Use / Residential Single Family Detached
3. Residential Mid Rise Mixed-Use

Station Area Opportunities – Warren Avenue

Segment 1



New Construction:

1. Residential Low Rise – Student Housing (The Union @ Midtown)
2. Residential Low Rise Mixed-Use (The Auburn)
3. Office Low Rise Mixed-Use (4219 Woodward Ave)

Under Construction:

None

Proposed Projects:

1. Residential Mid Rise Mixed-Use (4420 Cass Ave)
2. Residential Mid Rise Mixed-Use (Sugar Hill Arts District Multi-Family)

Potential Future Use of Opportunity Sites:

1. Residential Low-to-Mid Rise Mixed-Use
2. Hospitality
3. Residential Mid Rise Mixed Use / Student Housing

0.4-mile buffer (walkshed)

Station Area Opportunities – Baltimore Avenue

Segment 1



0.4-mile buffer (walkshed)

New Construction:

1. Integrative Biosciences Center
2. Residential Mixed-Use (Lofts at New Amsterdam)
3. Residential Mixed-Use (Baltimore Station Phase I)

Under Construction:

1. Detroit Pistons Training Center
2. Residential Mixed-Use (Baltimore Station Phase II)

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Office or Residential Mid-to-High Rise Mixed-Use
2. Residential Mid-to-High Rise Mixed Use
3. Residential Low-to-Mid Rise Mixed-Use
4. Office Mid-to-High Rise Mixed-Use
5. Residential Low Density Mixed-Use / Residential Single Family Detached
6. Residential Single Family Detached

Station Area Opportunities – Trowbridge Street

Segment 2

New Construction:

None

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Low Rise Mixed-Use
2. Residential Single Family Detached
3. Freestanding Retail / Low Density Retail



- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – Manchester Parkway

Segment 2

New Construction:

1. Residential Single Family – Attached (Highland Manor)

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Single Family Detached
2. Residential Low Rise
3. Freestanding Retail Low Density



0.4-mile buffer (walkshed)

Station Area Opportunities – McNichols Road

Segment 2



New Construction:

None

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

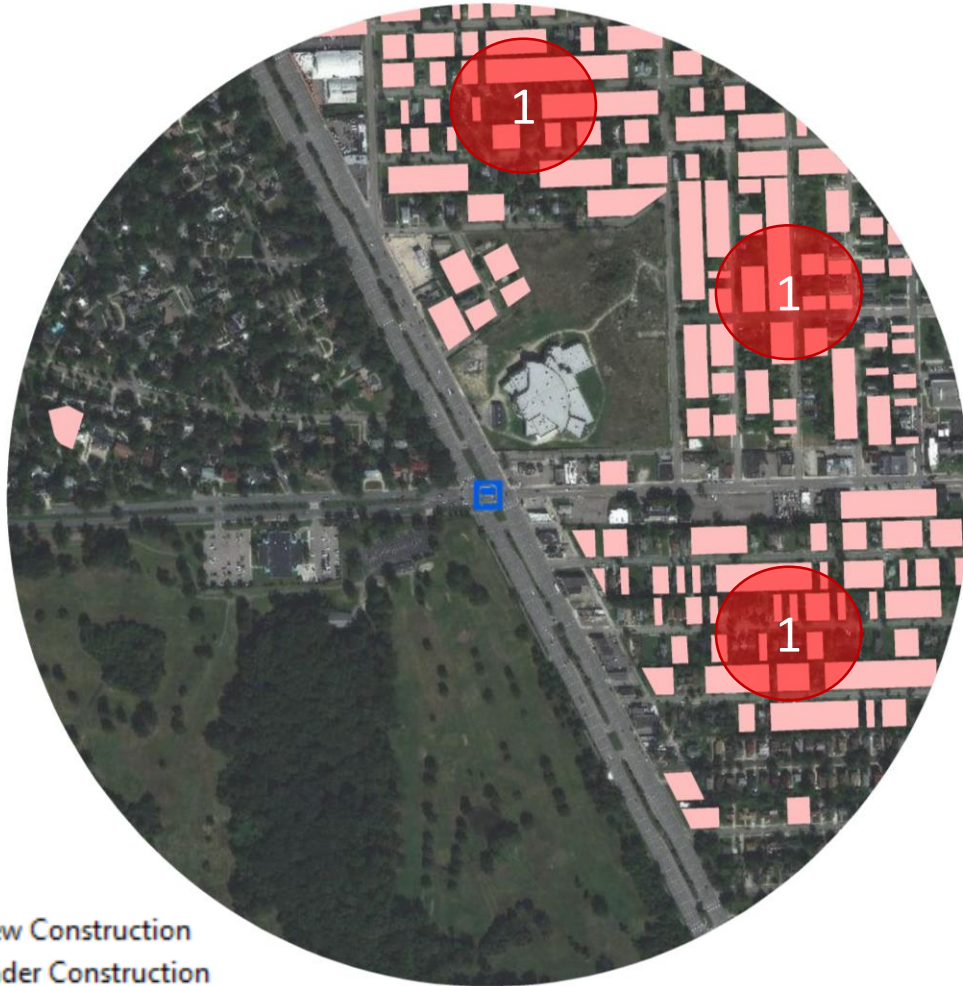
1. Residential Single Family Detached

New Construction
Under Construction
Proposed
Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – 7 Mile Road

Segment 2



New Construction:

None

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Single Family Detached

- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – State Fairgrounds

Segment 2

New Construction:

None

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Single Family Detached
2. Opportunity for master planned re-development of State Fairgrounds which would be supported by recent development of shopping center at the corner of Woodward & 8 Mile Road.



- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – 9 Mile Road (Ferndale)

Segment 3

New Construction:

1. Residential Low Rise Mixed-Use (Ferndalehaus)
2. Stand Alone Retail (Ferndale Avenue Shops)
3. Stand Alone Retail (Shoppe's of Cambourne)

Under Construction:

1. Office Low Rise Mixed-Use (221 West Troy St)
2. Residential Low Rise (The James)
3. Residential Low Rise Mixed-Use (409 on Nine)

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential or Office Low-to-Mid Rise Mixed-Use
2. Stand Alone Retail
3. Residential Single Family Detached



- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – 10 Mile Road (Royal Oak)

Segment 3

New Construction:

1. Freestanding Self Storage

Under Construction:

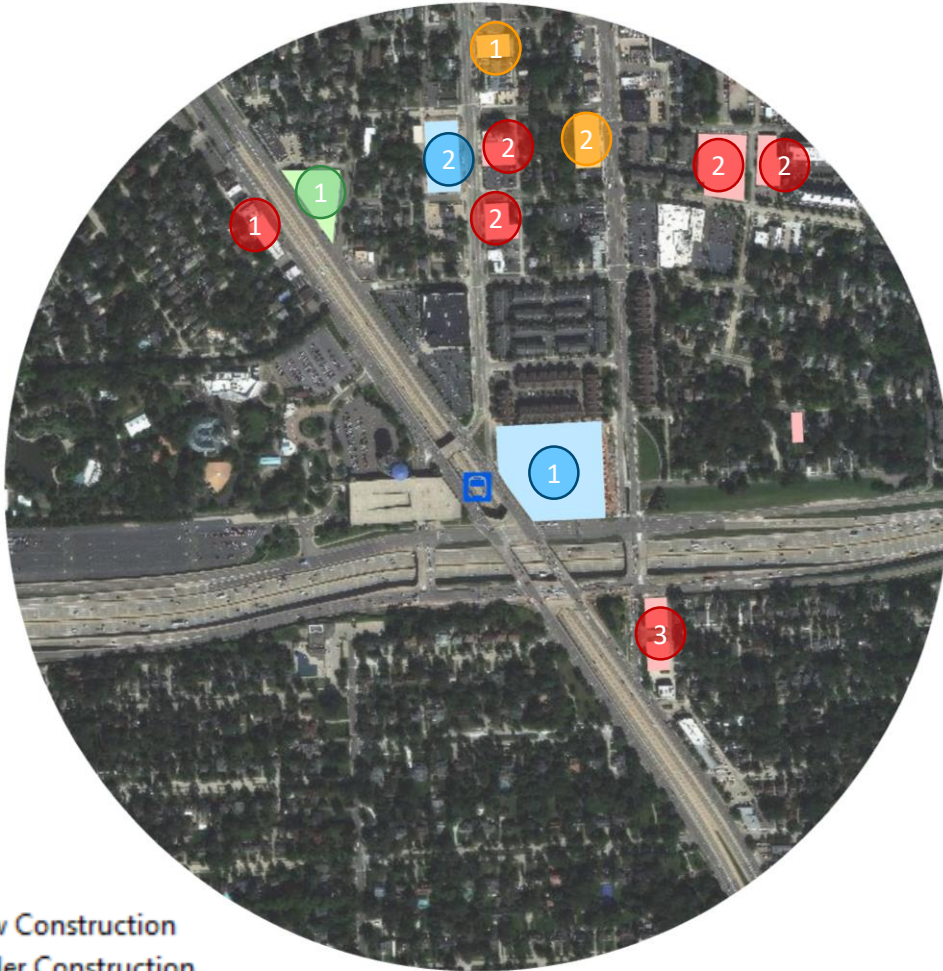
1. Residential Low Rise Mixed-Use (The Griffin)
2. Residential Low Rise (Washington on Harrison)

Proposed Projects:

1. Residential Low Rise Mixed-Use (1003 S Washington Avenue)
2. Residential Low Rise (Main Street Living)

Potential Future Use of Opportunity Sites:

1. Freestanding Retail
2. Residential Low-to-Mid Rise Mixed-Use
3. Residential Low Rise



0.4-mile buffer (walkshed)

Station Area Opportunities – 11 Mile Road

Segment 3

New Construction:

1. Residential Low Rise (Sherman Oaks)
2. Stand Alone Retail
3. Residential Low Rise

Under Construction:

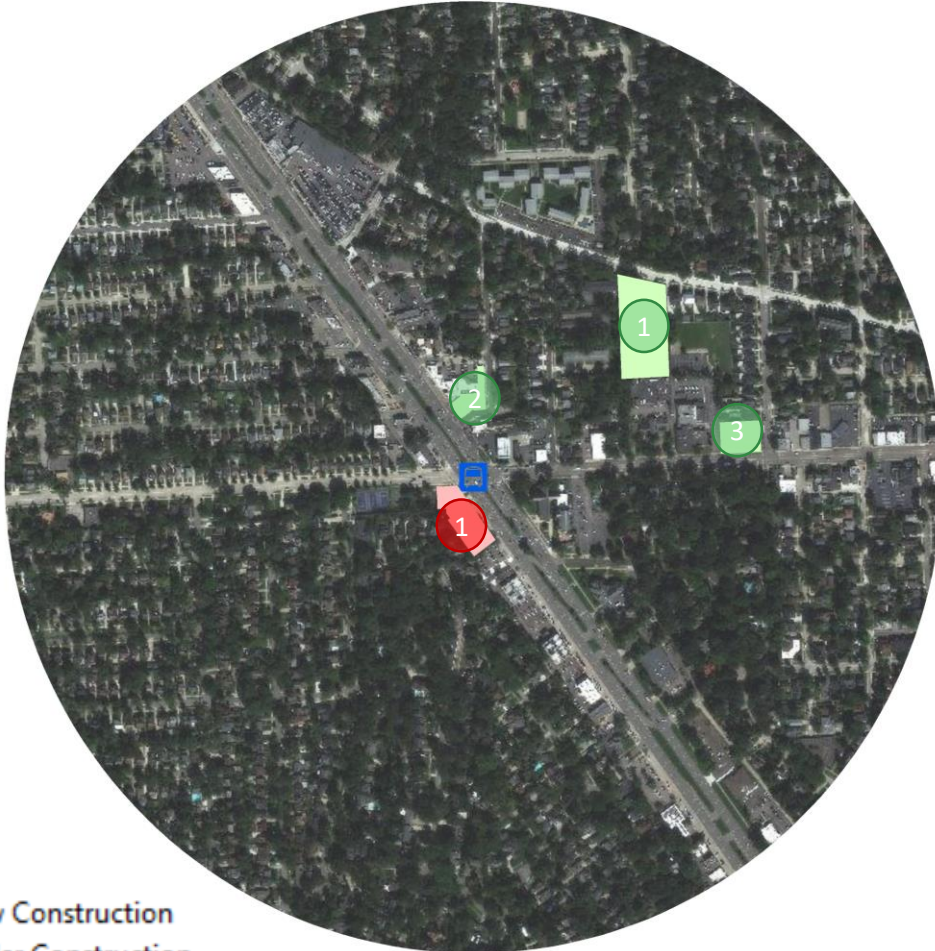
None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Low-to-Mid Rise Mixed-Use



- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – Catalpa Drive

Segment 3

New Construction:

None

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Stand Alone Retail
2. Residential Single Family Detached



0.4-mile buffer (walkshed)

Station Area Opportunities – 12 Mile Road

Segment 3

New Construction:

None

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Low-to-Mid Rise Mixed-Use
2. Stand Alone Retail
3. Residential Single Family Detached

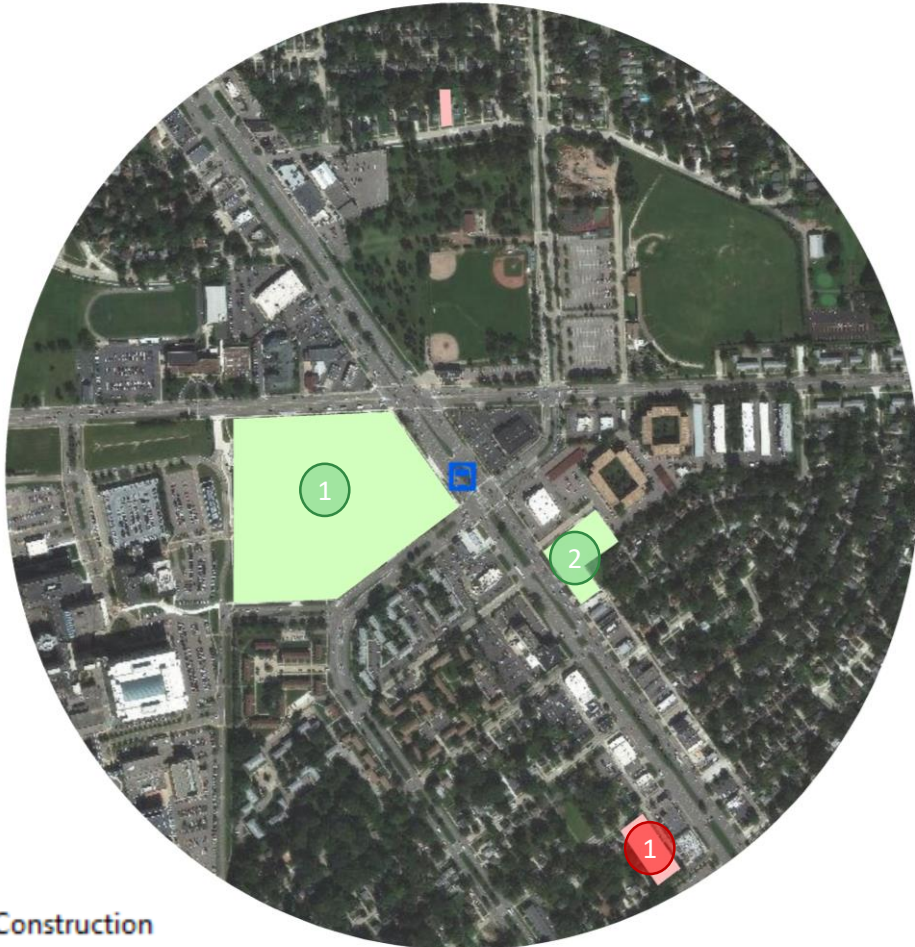


- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – 13 Mile Road

Segment 3



New Construction:

1. Neighborhood Shopping Center
2. Stand Alone Retail

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Low Rise Mixed-Use / Hospitality to support Beaumont Hospital

- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – 14 Mile Road

Segment 4

New Construction:

1. Stand Alone Retail
2. Residential Low Rise (EKMS Apartments)
3. Residential Low Rise Mixed-Use (32686 Woodward Avenue)

Under Construction:

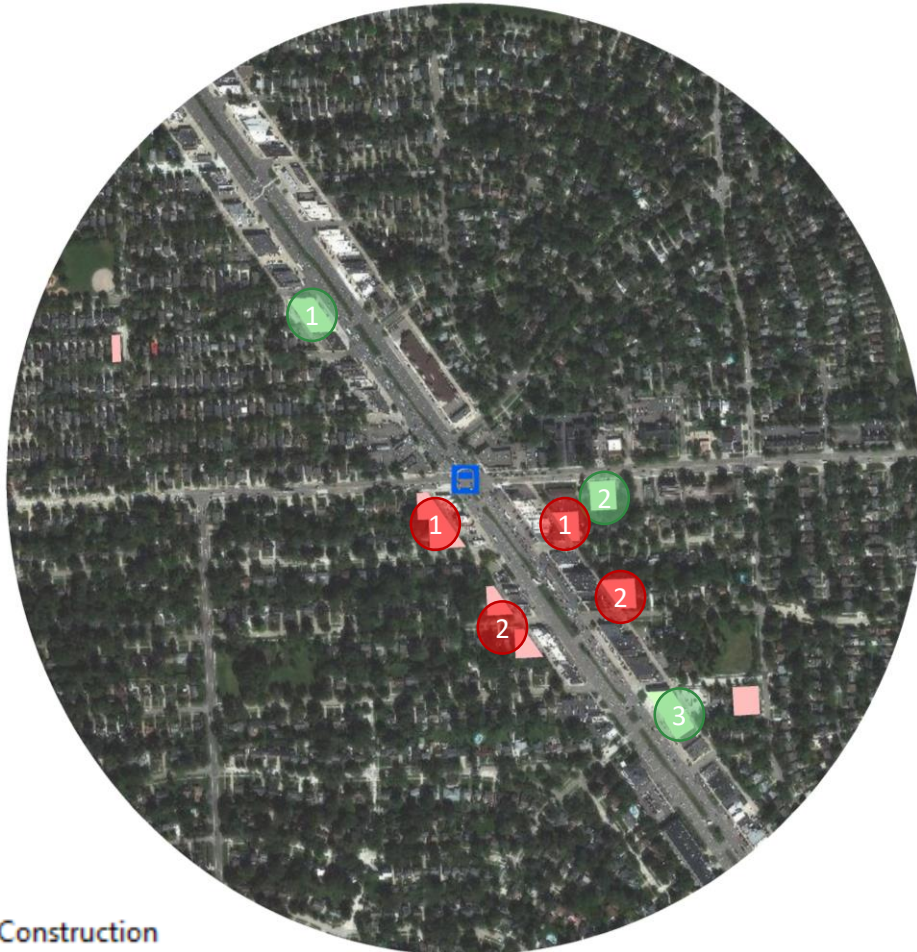
None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Low Rise Residential Mixed-Use
2. Stand Alone Retail

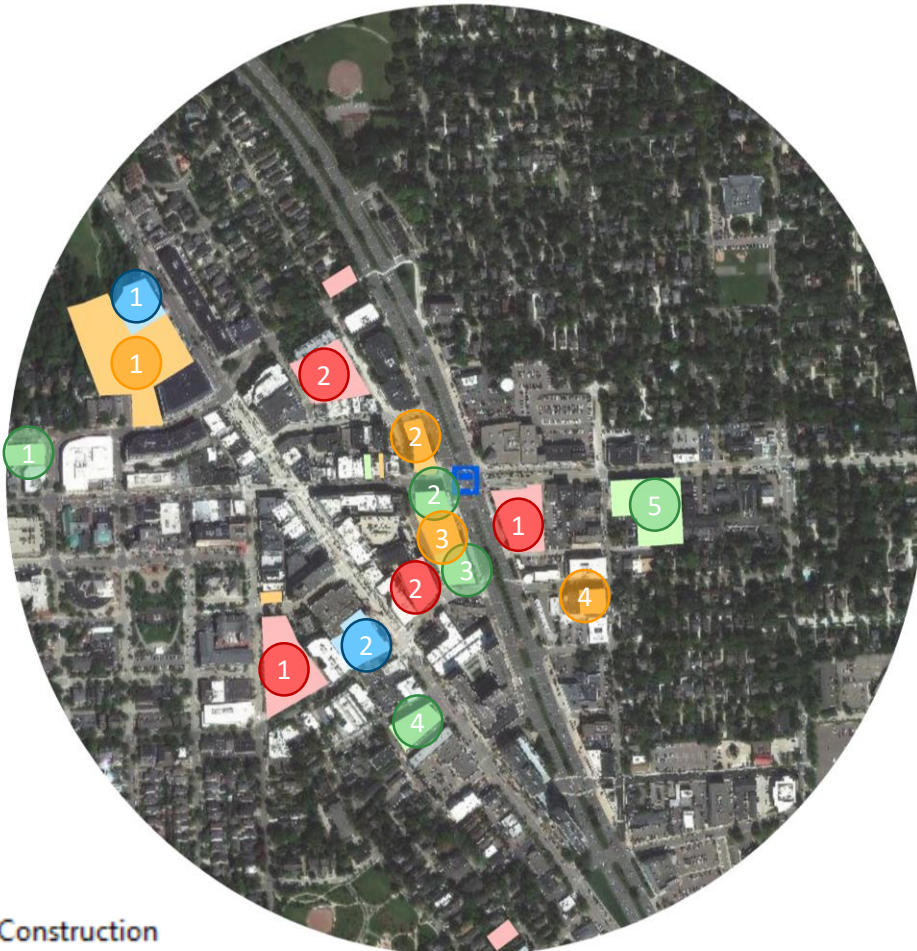


- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – Maple Road (Birmingham)

Segment 4



New Construction:

1. Office Low Rise (The Jeffery)
2. Office Low Rise (Greenleaf Trust Building)
3. Office Low Rise (The Balmoral)
4. Residential Low Rise (The Forefront)
5. Residential Low Rise Mixed-Use – Senior Living (All Seasons of Birmingham)

Under Construction:

1. Residential Low Rise (Brookside Terrace)
2. Hotel Mid Rise Mixed-Use (Daxton Boutique Hotel)

Proposed Projects:

1. Residential Mid Rise Mixed-Use
2. Office Mid Rise Mixed-Use (35001 Woodward Avenue)
3. Office Low Rise Mixed-Use (34965 Woodward Avenue)
4. Residential Low Rise (750 Forest)

Potential Future Use of Opportunity Sites:

1. Residential Mid-to-High Rise Mixed-Use
2. Residential Low-to-Mid Rise Mixed-Use

Station Area Opportunities – Long Lake Road

Segment 4

New Construction:

1. Office Low Rise (Bloomfield Crossings)

Under Construction:

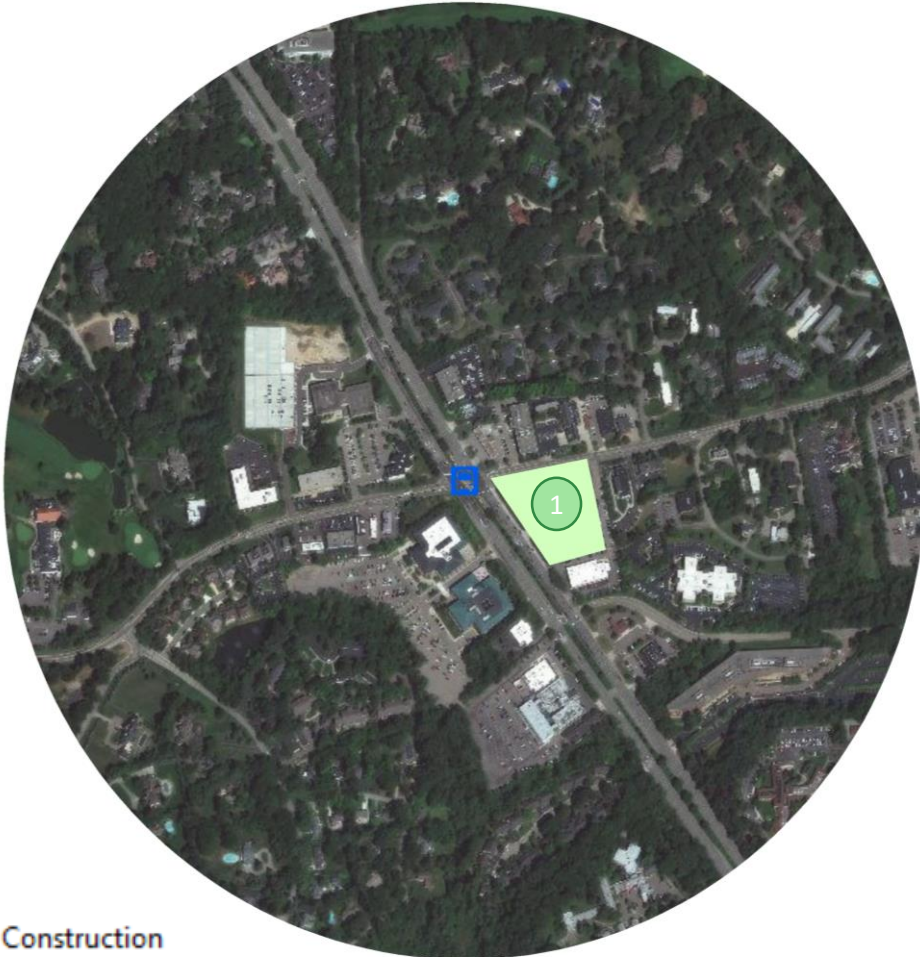
None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

None



- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – Square Lake Road

Segment 4

New Construction:

1. Residential Low Rise – Senior Living (100 W Square Lake Road)

Under Construction:

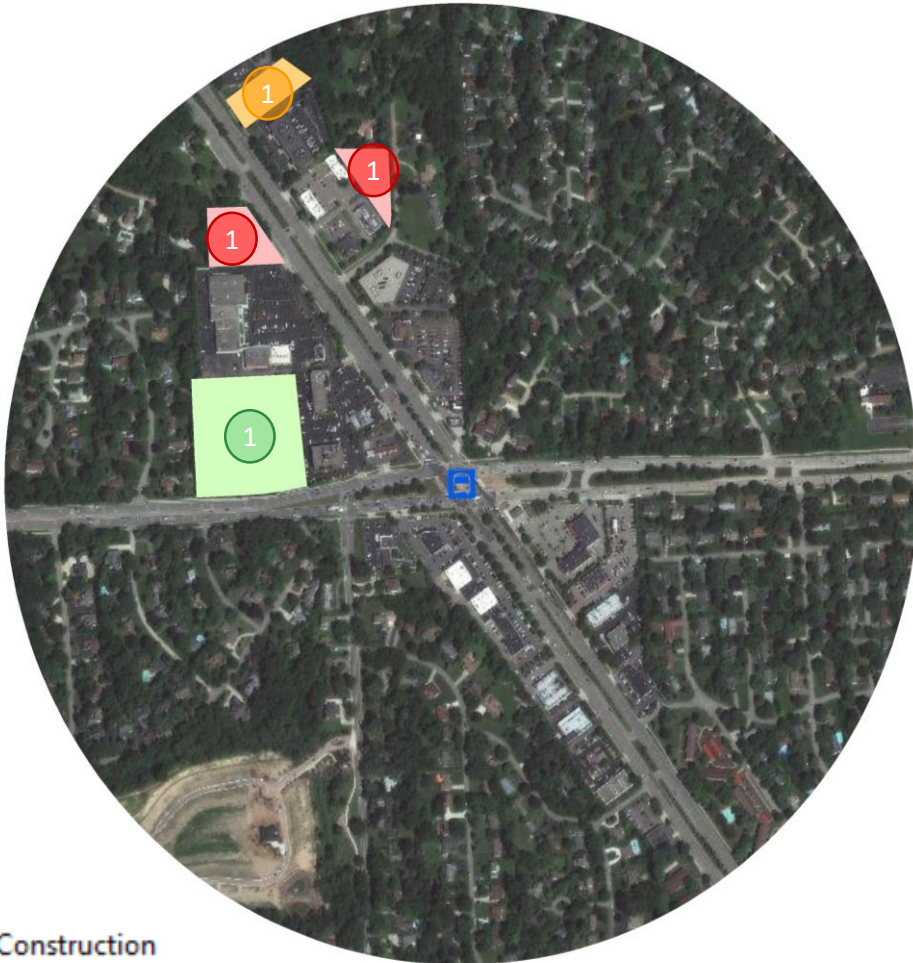
None

Proposed Projects:

1. Office Low Rise – Medical (43572 Woodward Avenue)

Potential Future Use of Opportunity Sites:

1. Office Low Rise

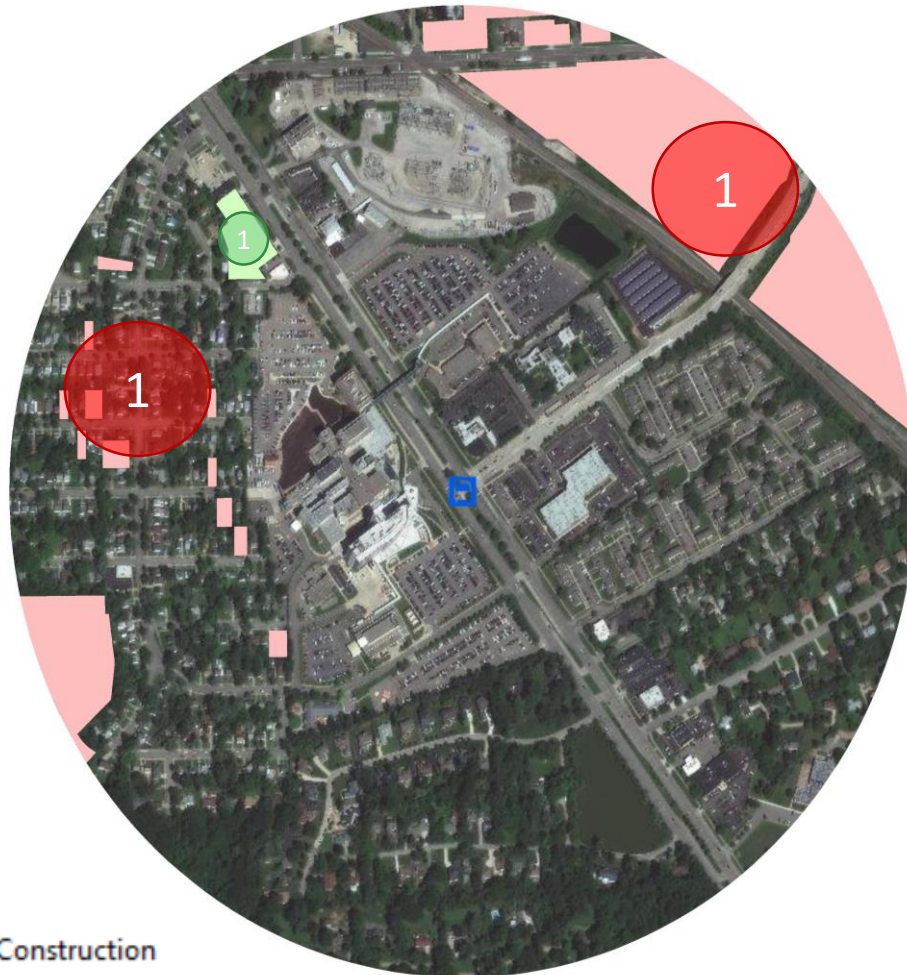


- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – St Joseph Hospital

Segment 5



New Construction:

1. Office Low Rise (44765 Woodward Avenue)

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Single Family Detached
2. Large future master planned redevelopment opportunity of defunct industrial site – however, current market conditions in Pontiac do not support development at the allowable density on site.

- New Construction
- Under Construction
- Proposed
- Opportunity Site

0.4-mile buffer (walkshed)

Station Area Opportunities – Downtown Pontiac

Segment 5



New Construction:

1. Residential Low Rise (Ten West Lofts)

Under Construction:

None

Proposed Projects:

None

Potential Future Use of Opportunity Sites:

1. Residential Single Family Detached
2. Office High Rise Mixed-Use
3. Residential Mid-to-High Rise Mixed-Use
4. Residential Low Rise Residential

0.4-mile buffer (walkshed)

MARKET CONTEXT AND REGIONAL TRENDS

APPENDIX

Key Central Detroit Takeaways

Population: 36,600
CAGR: -0.2%

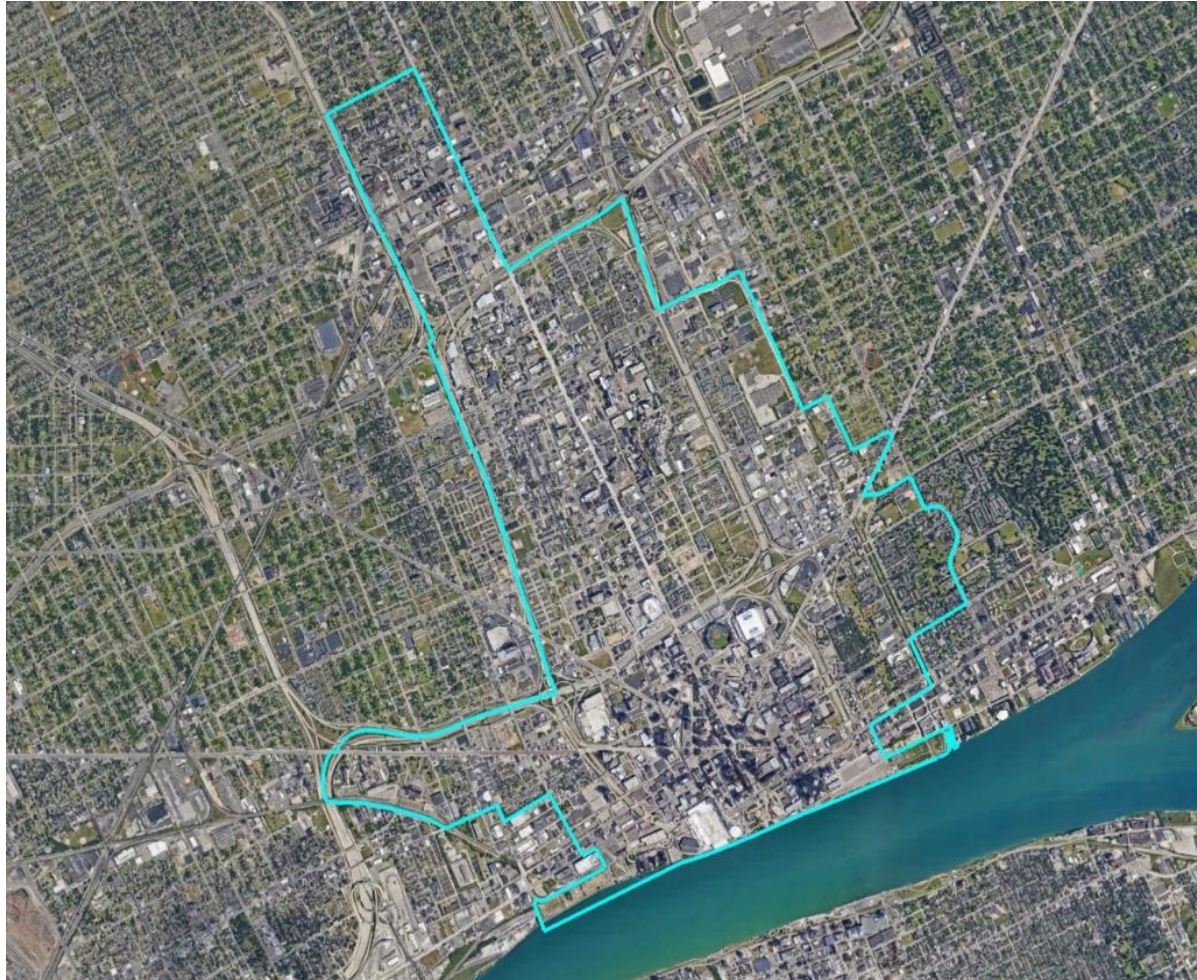
Households: 20,100
CAGR: -0.3%

Income: \$26,000
CAGR: 3.8%

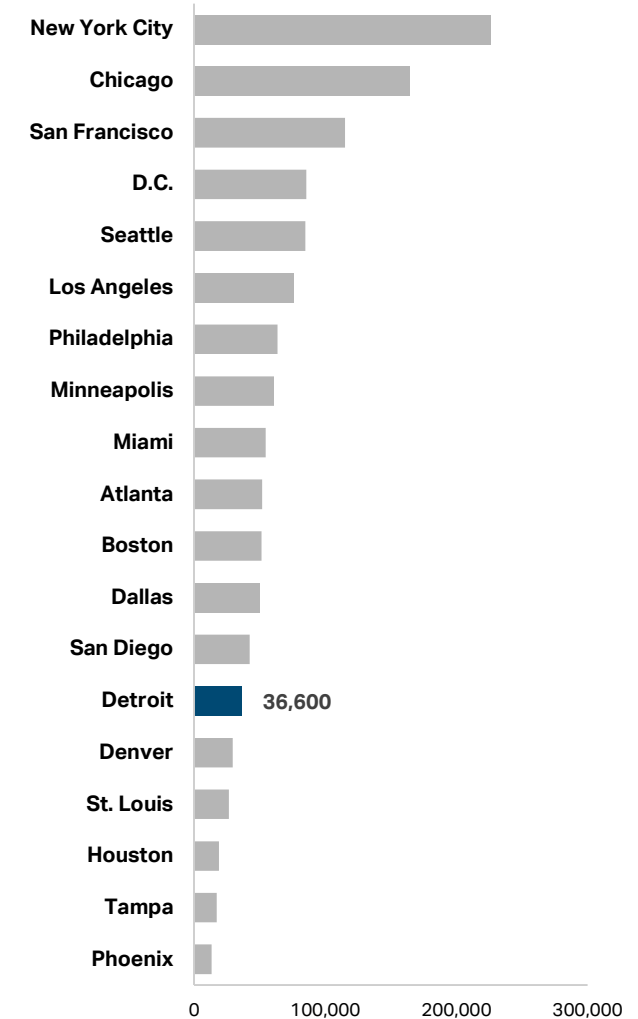
Employees: 117,283

Home Value: \$200,715
Peak Rent: \$1,271
Med Rent: \$673

Car Ridership: 91%
Transit Ridership: 5%
Rail Stations: 12
Streetcar Stops: 13



Central Area Population, 2017

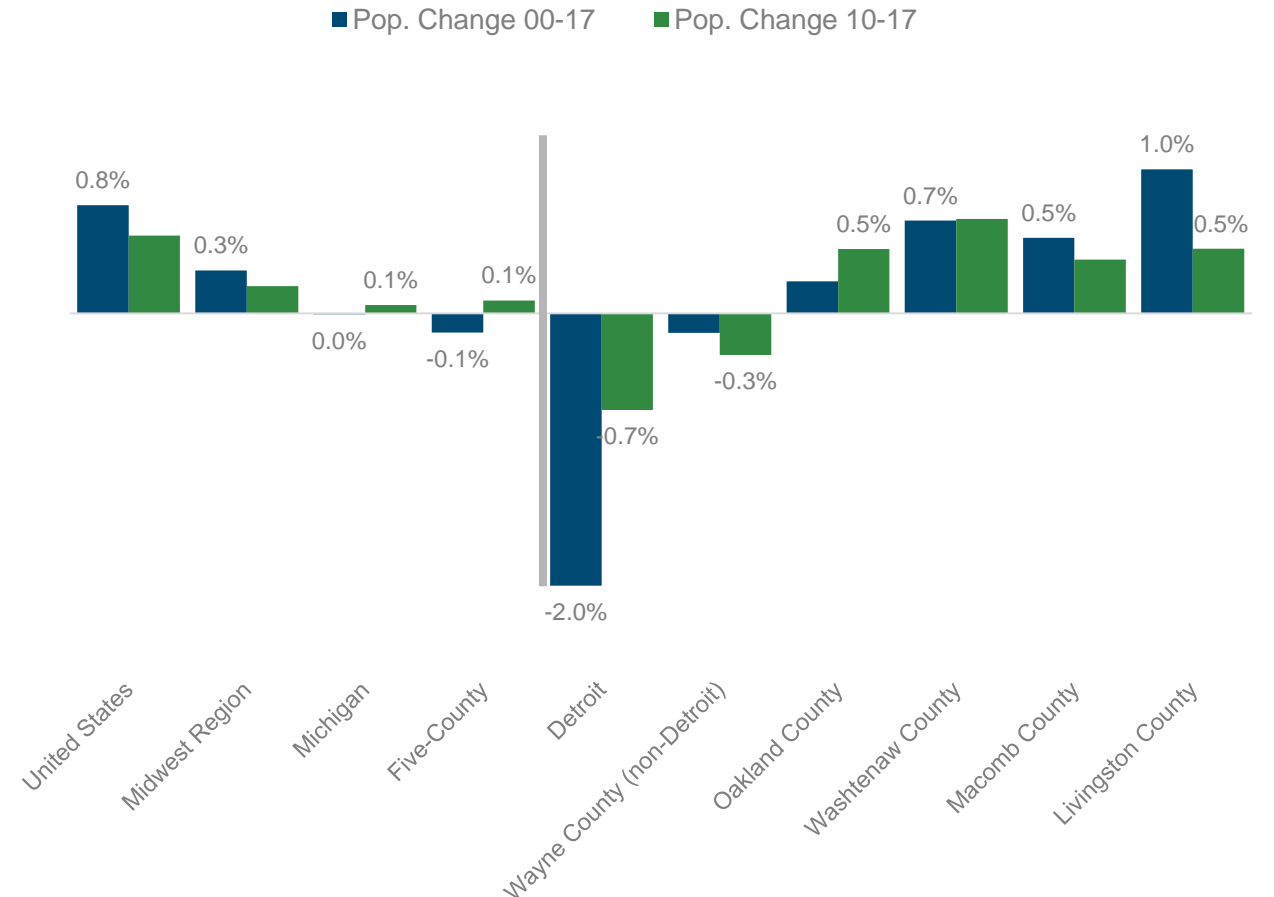
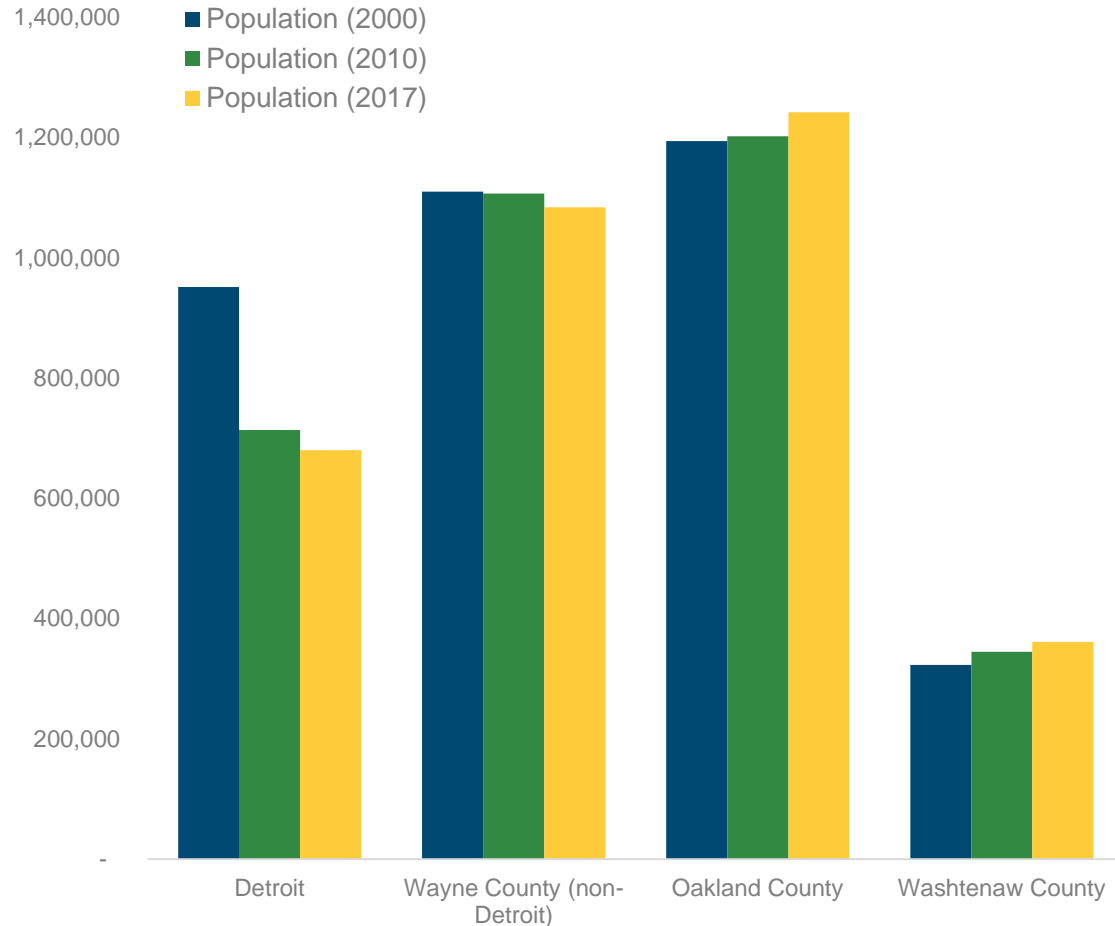


Source: US Census Bureau

Population

Wayne County losing population, exacerbated by significant population decrease in Detroit.

Post-recession, Washtenaw and Oakland county populations growing marginally.



State-Wide Employment

				Pre-Recession (2002-2010)			Post-Recession (2010-2017)			Post vs Pre
TOTAL STATE OF MICHIGAN	2002	2010	2017	Gain or Loss	Rank	CAGR	Gain or Loss	Rank	CAGR	CAGR Δ
Manufacturing	762,900	479,100	614,500	(283,767)	20	-5.6%	135,413	1	3.6%	9.3%
Accommodation and Food Services	311,500	318,900	387,200	7,331	2	0.3%	68,287	2	2.8%	2.5%
Professional, Scientific, and Technical Services	269,500	233,300	295,500	(36,214)	17	-1.8%	62,175	3	3.4%	5.2%
Administration & Support, Waste Management and Remediation	240,900	230,300	286,900	(10,638)	8	-0.6%	56,652	4	3.2%	3.8%
Construction	178,200	109,400	164,600	(68,885)	18	-5.9%	55,290	5	6.0%	11.9%
Management of Companies and Enterprises	67,800	47,000	80,100	(20,807)	13	-4.5%	33,145	6	7.9%	12.4%
Transportation and Warehousing	99,700	88,800	119,800	(10,959)	9	-1.4%	31,010	7	4.4%	5.8%
Retail Trade	526,700	432,400	463,000	(94,320)	19	-2.4%	30,684	8	1.0%	3.4%
Wholesale Trade	174,300	151,100	175,300	(23,266)	15	-1.8%	24,213	9	2.1%	3.9%
Finance and Insurance	145,700	130,700	150,200	(14,932)	12	-1.3%	19,514	10	2.0%	3.4%
Other Services (excluding Public Administration)	132,600	121,600	140,500	(10,963)	10	-1.1%	18,922	11	2.1%	3.2%
Health Care and Social Assistance	536,200	624,800	642,700	88,553	1	1.9%	17,929	12	0.4%	-1.5%
Agriculture, Forestry, Fishing and Hunting	20,000	22,400	28,300	2,328	3	1.4%	5,968	13	3.4%	2.1%
Real Estate and Rental and Leasing	55,000	49,400	53,900	(5,584)	7	-1.3%	4,498	14	1.3%	2.6%
Arts, Entertainment, and Recreation	53,900	48,400	51,200	(5,545)	6	-1.3%	2,791	15	0.8%	2.2%
Utilities	21,700	20,900	22,600	(832)	4	-0.5%	1,660	16	1.1%	1.6%
Information	80,800	59,600	60,700	(21,130)	14	-3.7%	1,024	17	0.2%	4.0%
Mining, Quarrying, and Oil and Gas Extraction	6,900	5,600	5,600	(1,289)	5	-2.6%	50	18	0.1%	2.7%
Educational Services	406,300	373,000	351,300	(33,263)	16	-1.1%	(21,754)	19	-0.9%	0.2%
Public Administration	184,600	170,500	148,000	(14,119)	11	-1.0%	(22,494)	20	-2.0%	-1.0%
Total State	4,275,200	3,716,900	4,241,900	(558,301)		-1.7%	524,977	--	1.9%	3.6%

Total employment bottomed in 2010 at 13% below peak (2002).
(3.7 million vs 4.3 million)

1.9% annual growth post-recession

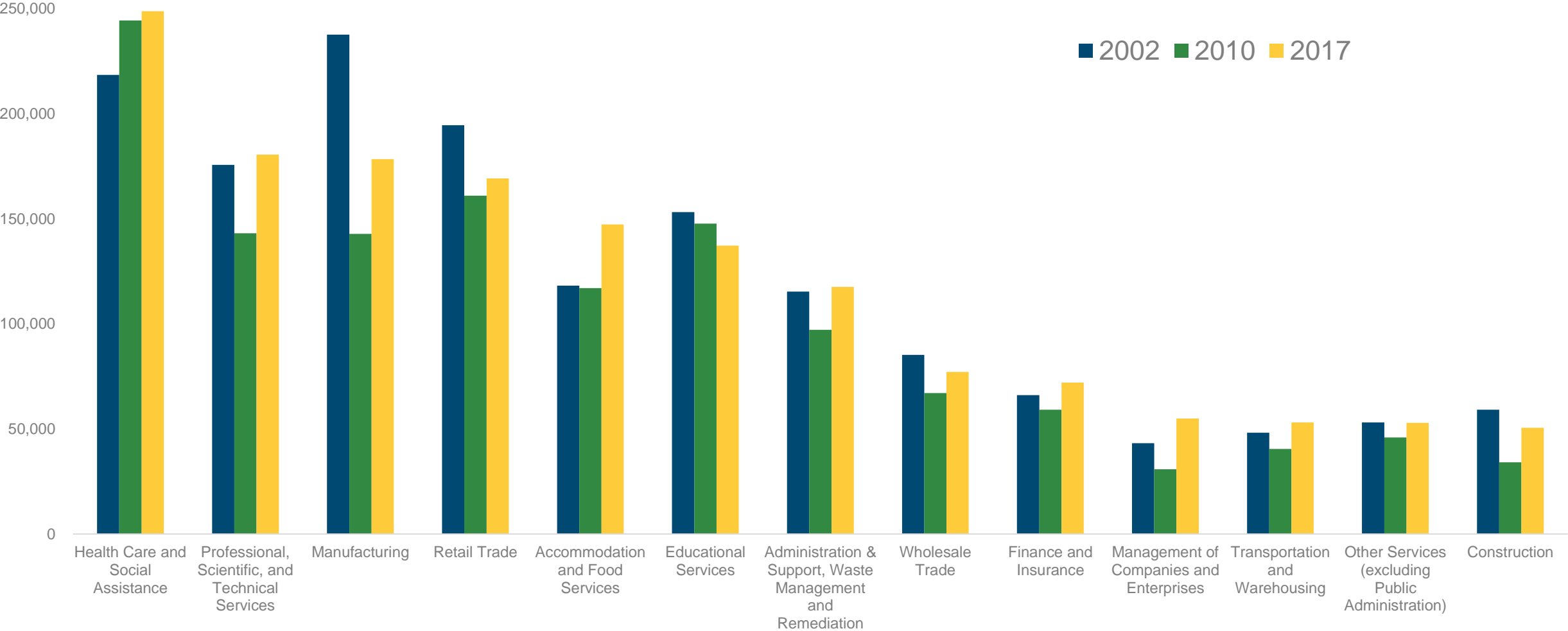
Regional Employment

				Pre-Recession (2002-2010)			Post-Recession (2010-2017)			Post vs Pre
TOTAL THREE COUNTY	2002	2010	2017	Gain or Loss	Rank	CAGR	Gain or Loss	Rank	CAGR	CAGR Δ
Professional, Scientific, and Technical Services	175,700	143,100	180,500	(32,570)	18	-2.5%	37,443	1	3.4%	5.9%
Manufacturing	237,500	142,800	178,400	(94,772)	20	-6.2%	35,574	2	3.2%	9.4%
Accommodation and Food Services	118,100	117,000	147,300	(1,185)	6	-0.1%	30,328	3	3.3%	3.5%
Management of Companies and Enterprises	43,200	30,800	54,900	(12,371)	13	-4.1%	24,075	4	8.6%	12.7%
Administration & Support, Waste Management and Remediation	115,400	97,200	117,600	(18,183)	15	-2.1%	20,385	5	2.8%	4.9%
Construction	59,100	34,200	50,500	(24,980)	17	-6.6%	16,378	6	5.8%	12.4%
Finance and Insurance	66,100	59,100	72,100	(6,937)	10	-1.4%	12,950	7	2.9%	4.2%
Transportation and Warehousing	48,200	40,500	53,100	(7,736)	12	-2.2%	12,639	8	4.0%	6.1%
Wholesale Trade	85,300	67,000	77,100	(18,222)	16	-3.0%	10,075	9	2.0%	5.0%
Retail Trade	194,500	161,000	169,200	(33,508)	19	-2.3%	8,185	10	0.7%	3.0%
Other Services (excluding Public Administration)	53,000	45,900	52,900	(7,135)	11	-1.8%	6,998	11	2.0%	3.8%
Health Care and Social Assistance	218,400	244,400	248,700	25,981	1	1.4%	4,316	12	0.3%	-1.2%
Real Estate and Rental and Leasing	28,300	25,300	28,700	(3,004)	7	-1.4%	3,407	13	1.8%	3.2%
Information	43,400	30,100	31,700	(13,343)	14	-4.5%	1,587	14	0.7%	5.2%
Utilities	5,500	6,900	7,400	1,438	2	3.0%	474	15	1.0%	-2.0%
Agriculture, Forestry, Fishing and Hunting	1,300	800	1,200	(520)	5	-6.0%	428	16	6.2%	12.3%
Mining, Quarrying, and Oil and Gas Extraction	900	700	1,100	(222)	4	-3.4%	356	17	6.1%	9.5%
Arts, Entertainment, and Recreation	27,300	22,400	22,500	(4,905)	8	-2.4%	50	18	0.0%	2.5%
Educational Services	153,200	147,700	137,200	(5,527)	9	-0.5%	(10,483)	19	-1.0%	-0.6%
Public Administration	56,000	56,600	41,900	631	3	0.1%	(14,712)	20	-4.2%	-4.3%
Total Three County	1,730,400	1,473,400	1,673,800	(257,070)	--	-2.0%	200,453	--	1.8%	3.8%

~40%, of the state-wide workforce
is located within the 3-county
region

~70% of state-wide
management jobs held
in 3-county region

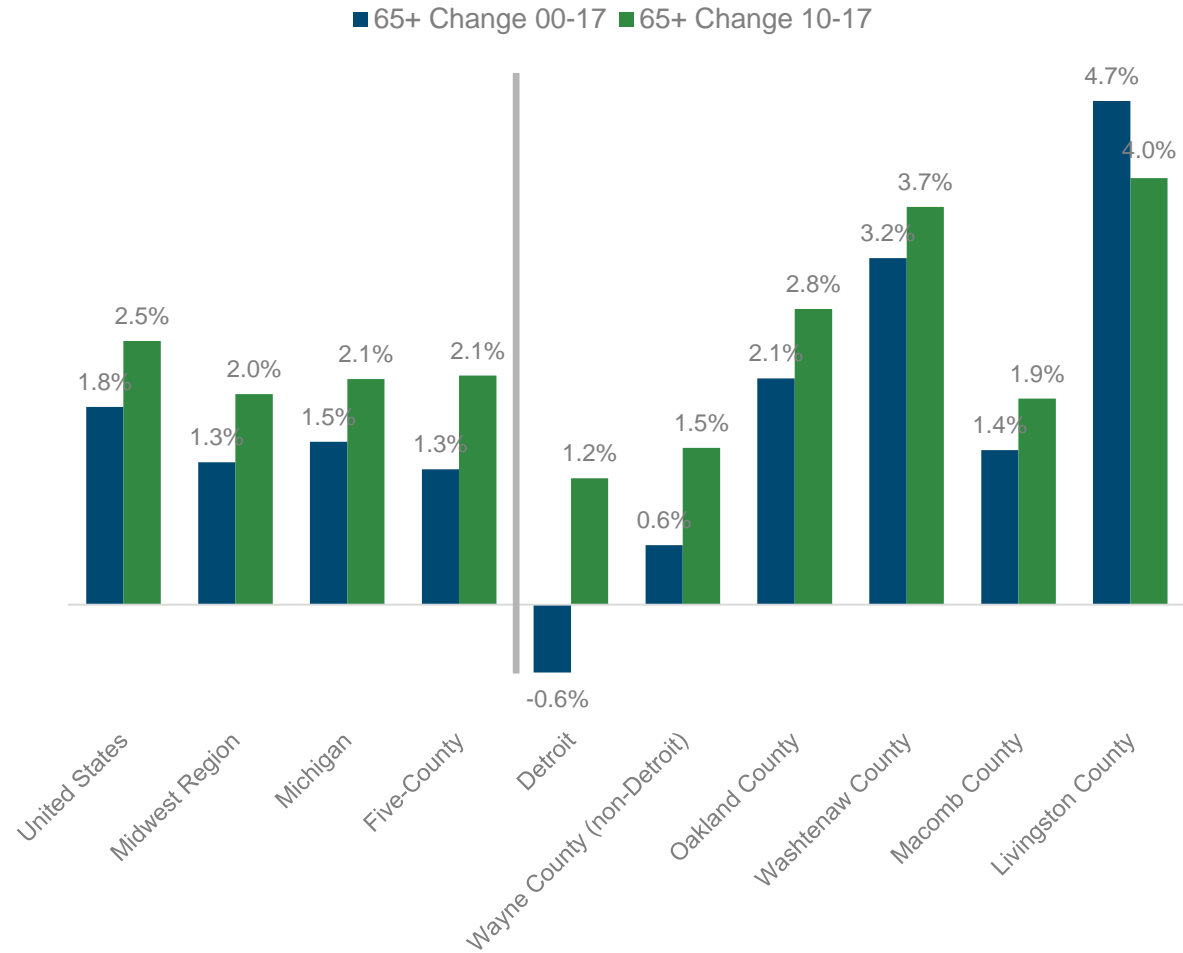
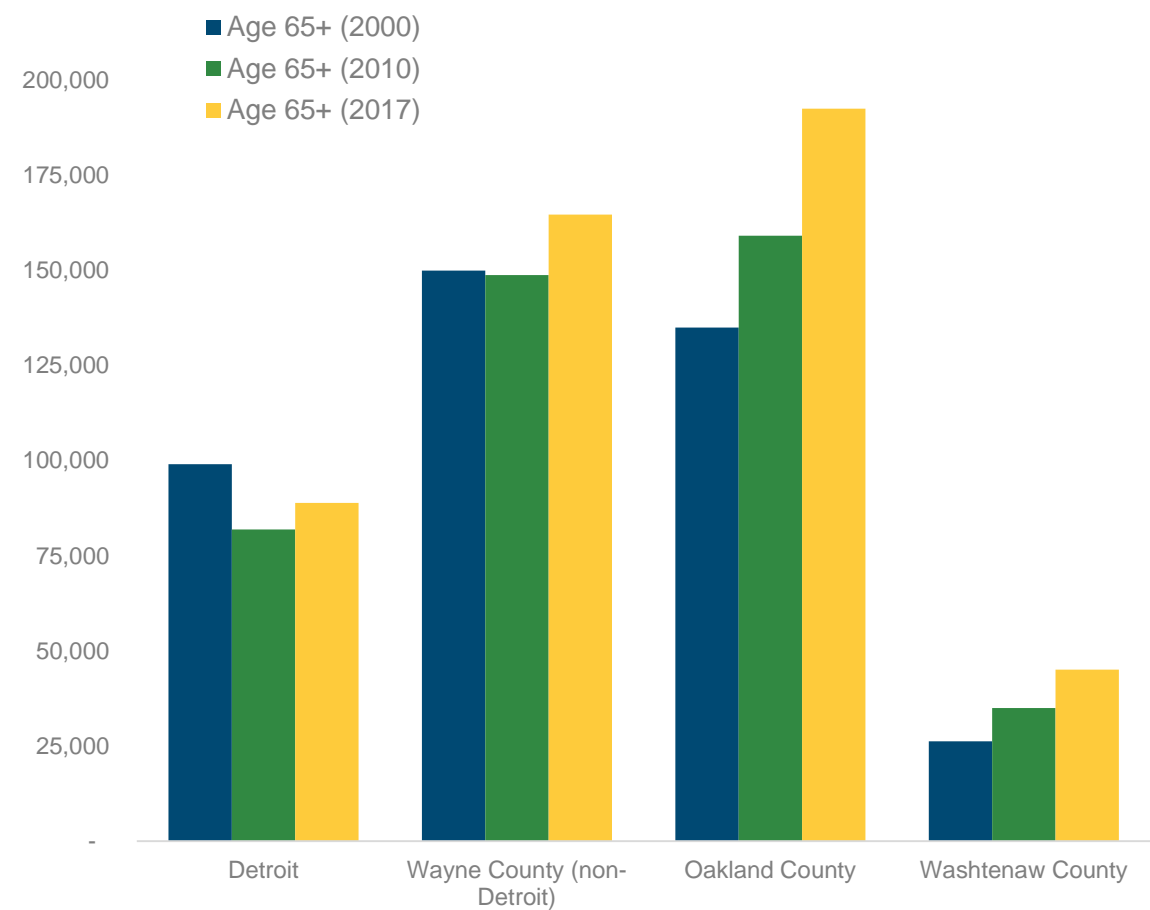
Regional Employment (Total Jobs by Sector)



Seniors (65+)

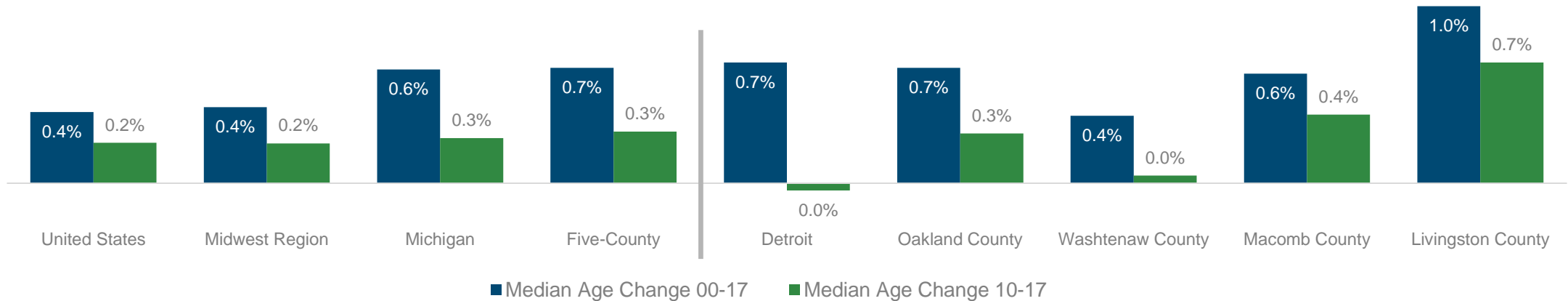
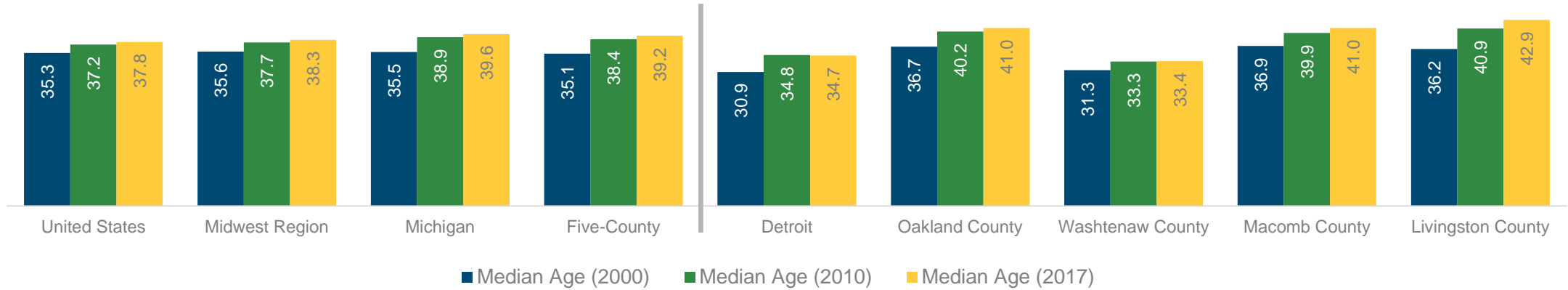
Nationwide, seniors growing by 2.5% annually since 2010, vs 0.6% total population growth for all ages

15% of Oakland County pop are 65+ in 2017 vs 11% in 2000. Similarly, the share of seniors in Washtenaw County has grown from 8.1% to 12.5% over same timeframe.

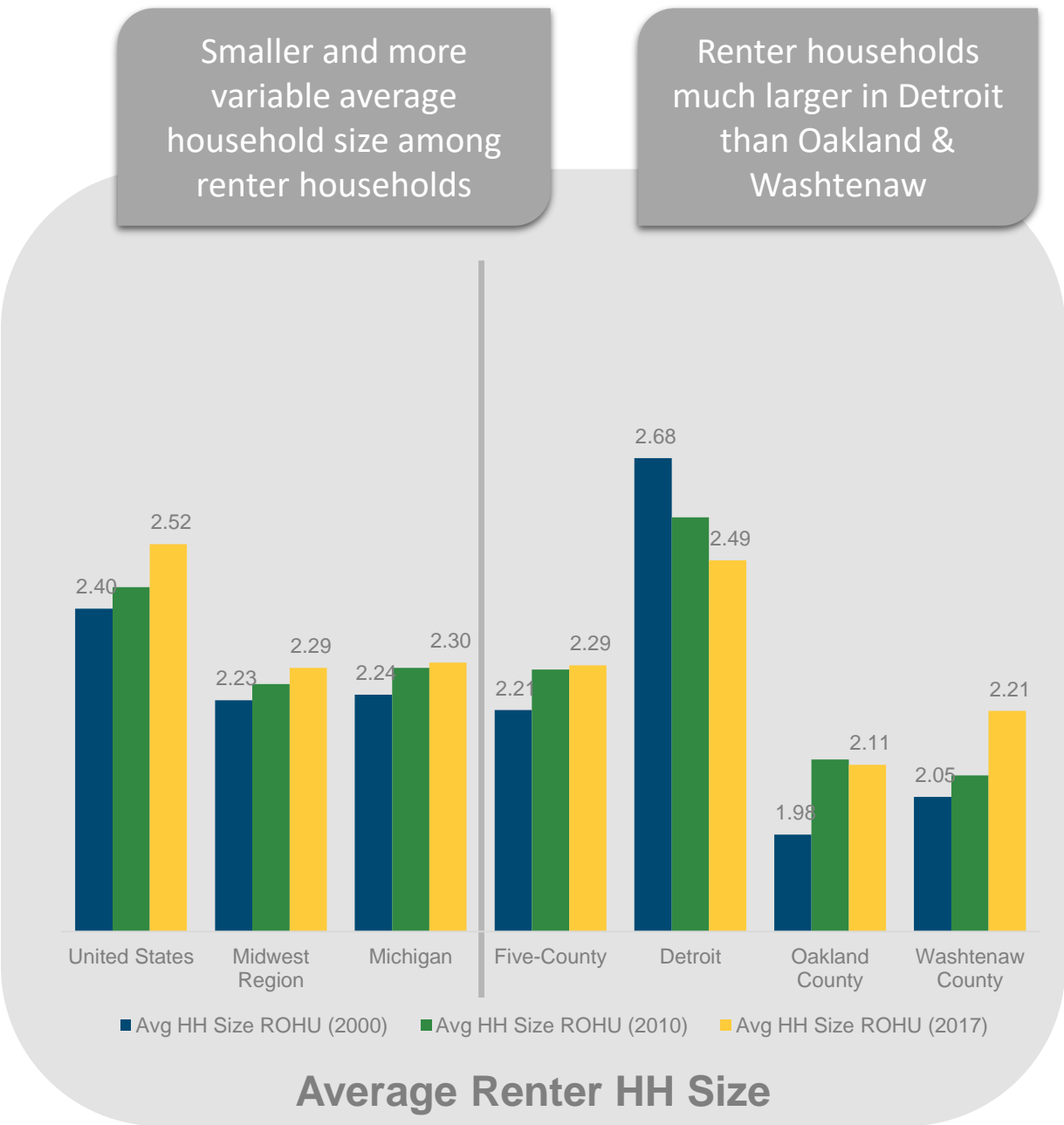
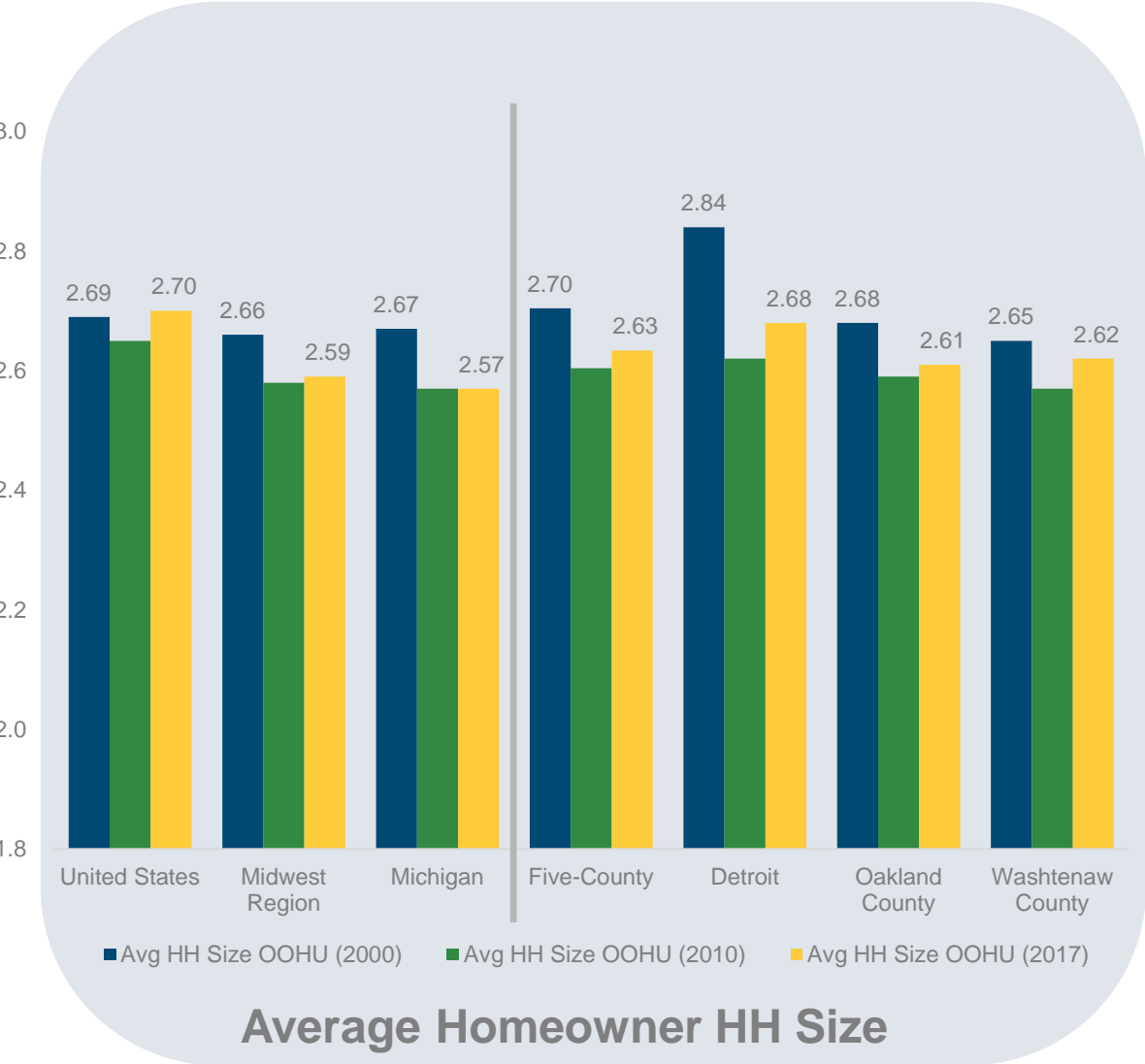


Median Age

Nevertheless, absolute median age is still low in Washtenaw due to large student population— cohort age 20-24 has grown from about 12% to 14% of the population since 2000



Average Household Size



Population & Housing in Context

Nationwide:

Since 2000, gained 2.0 people for every housing unit it gained

Since 2010, gained 3.3 people for every housing unit it gained

Detroit:

Since 2000, lost 27 people for every housing unit it lost

Since 2010, lost 2 people for every housing unit it gained

Suburban Wayne Co.:

Since 2000, lost 54 people for every housing unit it lost

Since 2010, lost 1 person for every housing unit it lost

Washtenaw County:

Since 2000, gained 2 people for every housing unit it gained

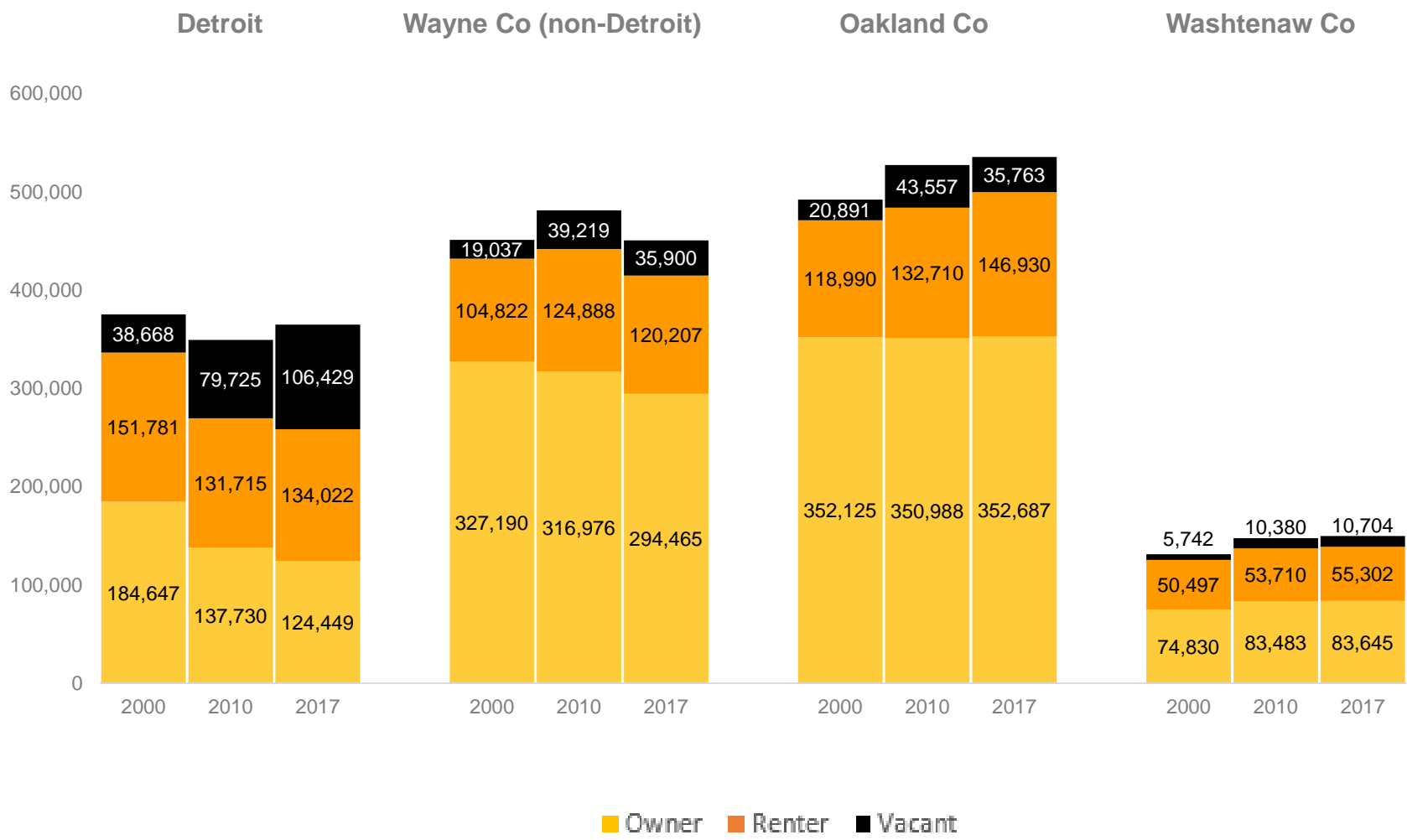
Since 2010, gained 8 people for every housing unit it gained

Oakland County:

Since 2000, gained 1 person for every housing unit it gained

Since 2010, gained 5 people for every housing unit it gained

Housing Stock & Tenancy Trends



All locations roughly doubled the number of vacant units between 2000 and 2010

Detroit gained vacant units post-2010, while non-Detroit Wayne County lost units across all three tenancy types

Oakland County owner-occupied units stagnant since 2000, but renter-occupied units growing by 1.2% annually

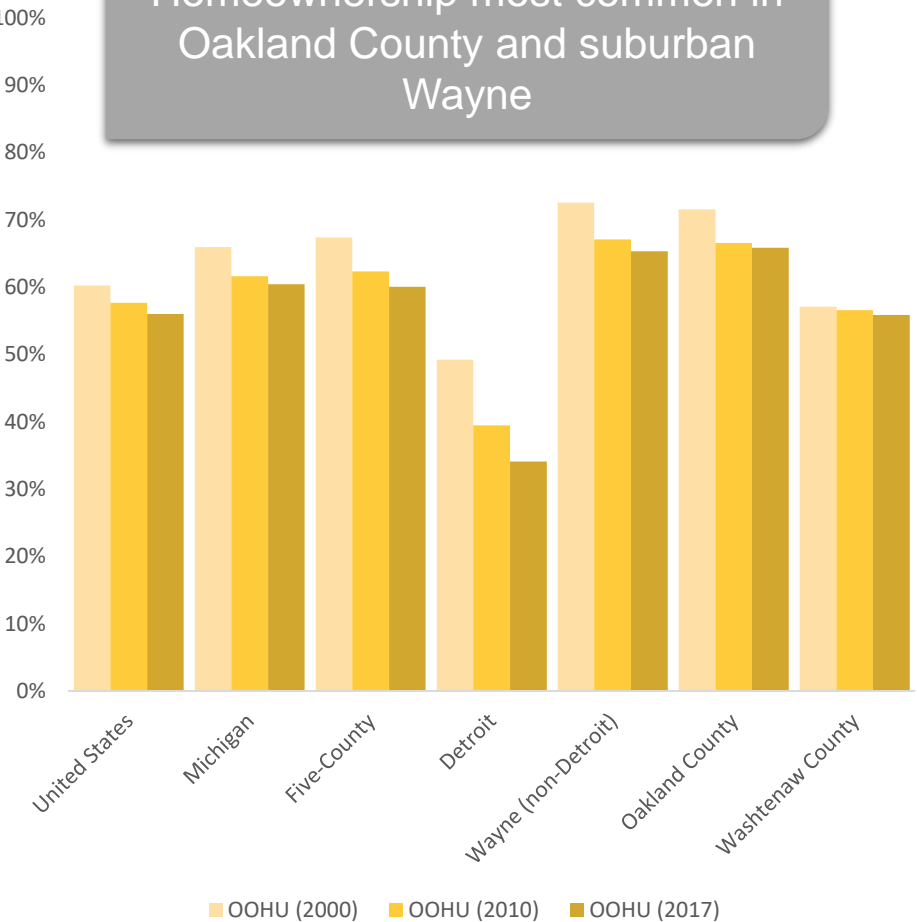
The number of vacant housing units in Detroit has grown by 6.1% annually since 2000; today, 29% of all housing units sit vacant.

Tenancy Trends

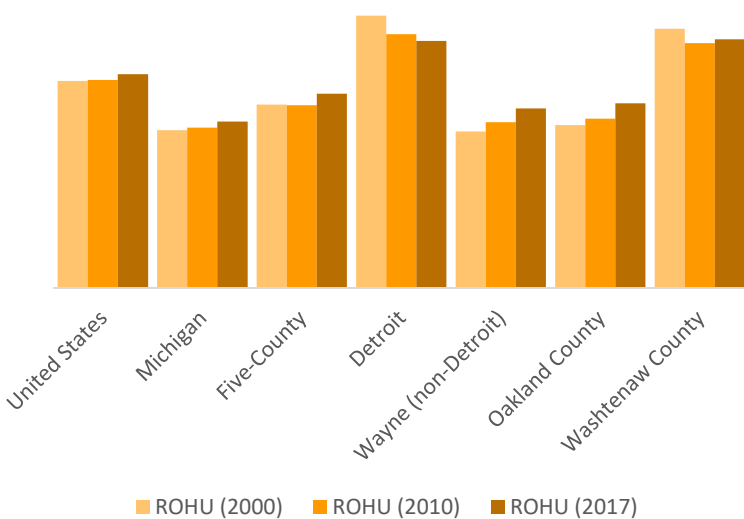
Homeownership most common in Oakland County and suburban Wayne

Renting comparatively common in Detroit and Washtenaw

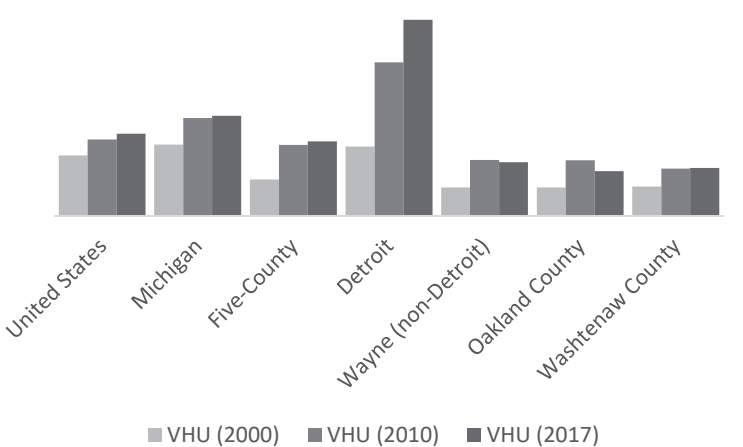
Vacancy significantly higher in Detroit



Owner-Occupied Units



Renter-Occupied Units



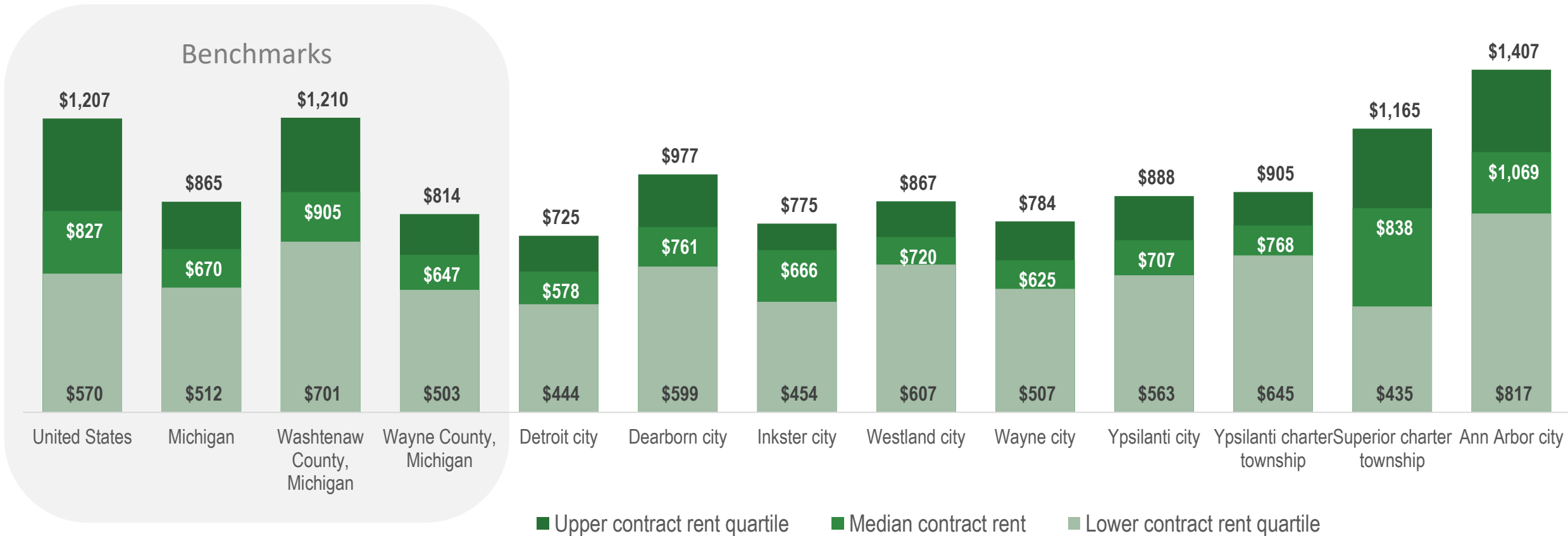
Vacant Units

Source: US Census Bureau

Rent Distribution

Michigan Ave Communities

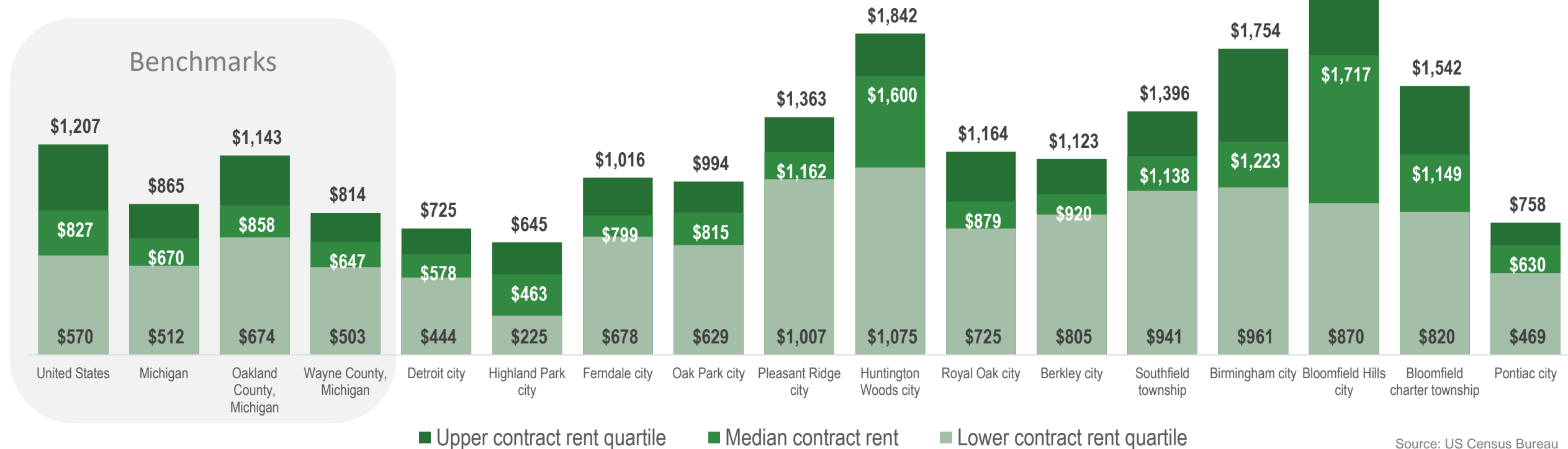
- Moderate variability in rents across communities
- Highest in Ann Arbor, lowest in Detroit



Rent Distribution

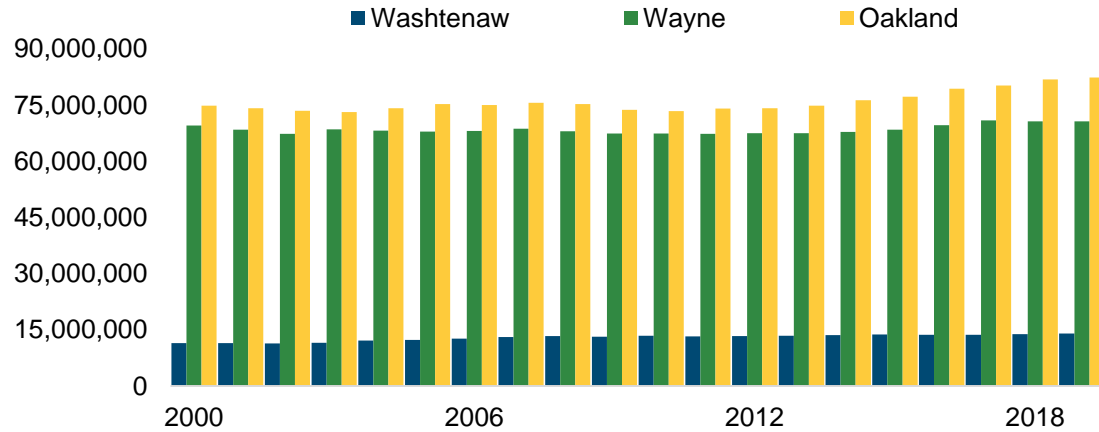
Woodward Communities

- High variability in rents across area
- Very low rents at all three quartiles in Detroit, Highland Park, Pontiac

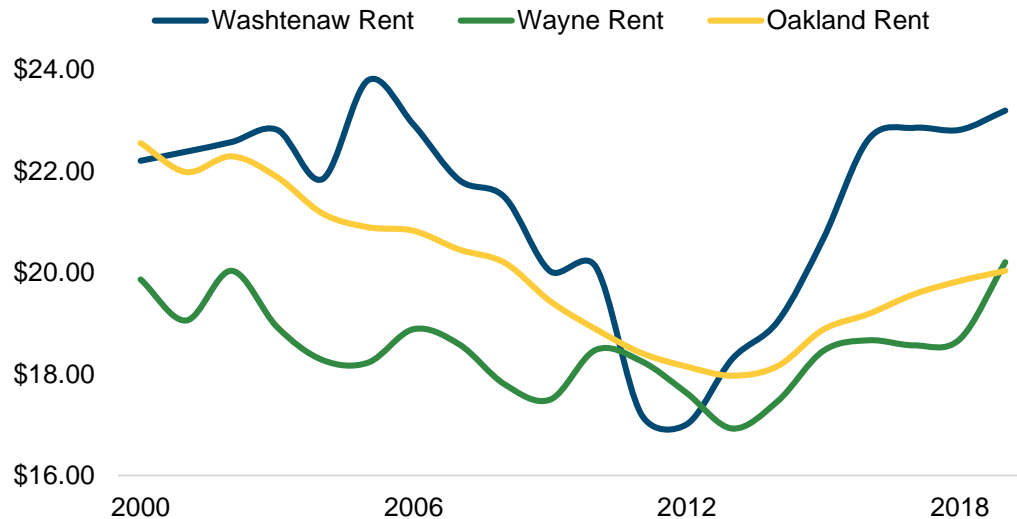


Regional Office Space

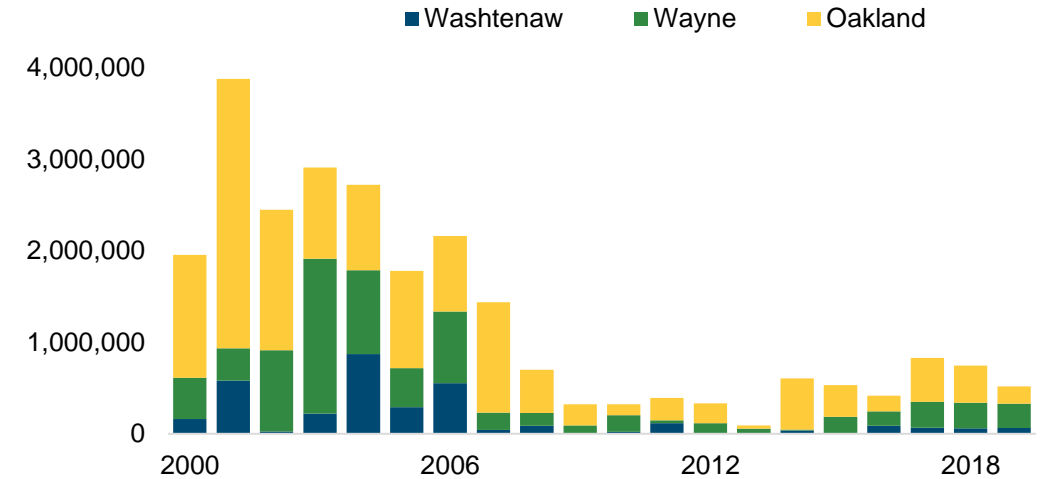
Occupied Inventory by County



Gross Rents by County



New Deliveries by County

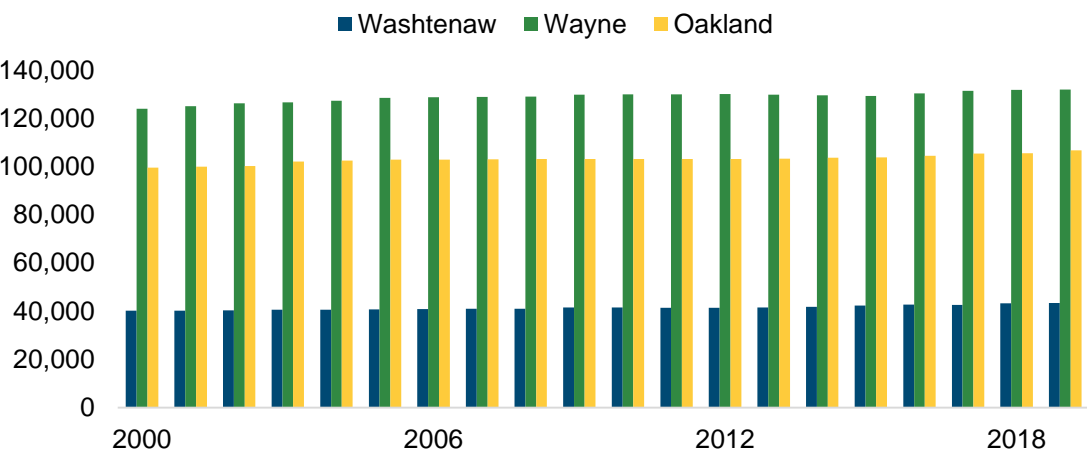


New post-recession office deliveries substantially below pre-recession levels.

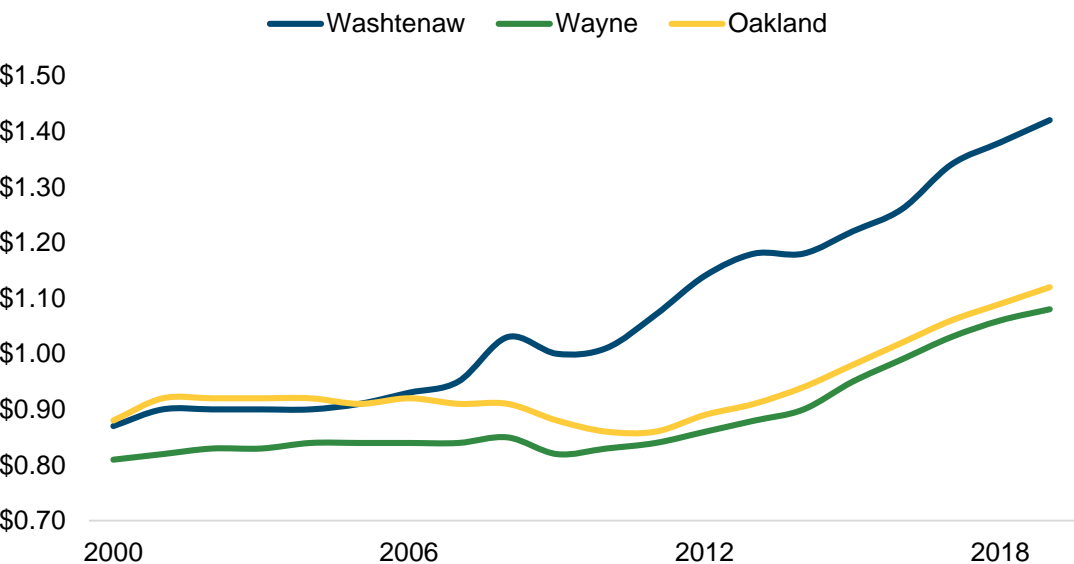
Office market continues to stabilize post-recession with increasing rents and occupied inventory.

Regional Multi-Family Space

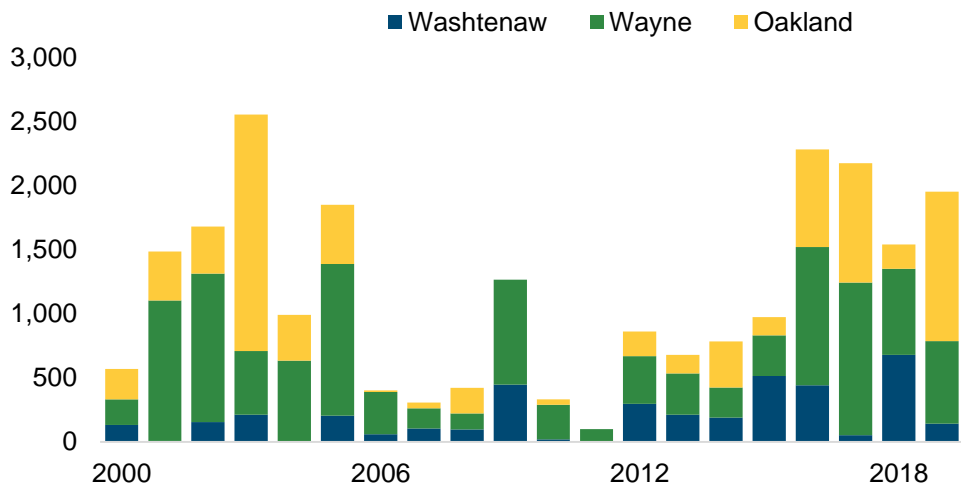
Multi Family Inventory by County



Asking Rent per SF by County



New Units by County



Post-recession housing deliveries approaching peak pre-recession levels

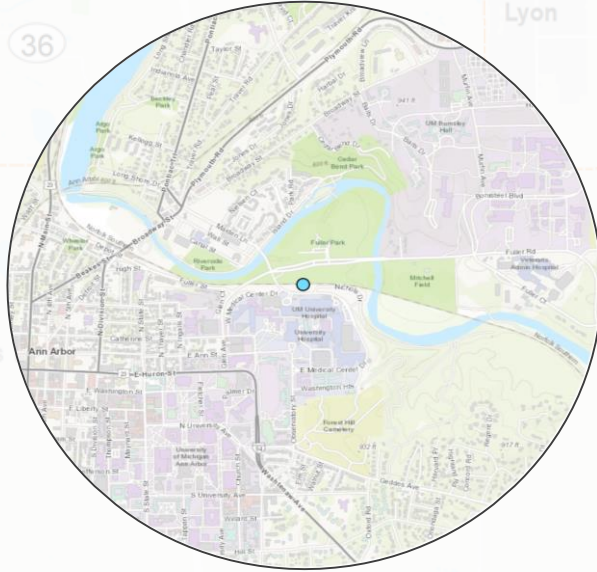
Largest MF inventory in Wayne Co, but smallest asking rent per SF

ANN ARBOR TO DETROIT RAIL CORRIDOR

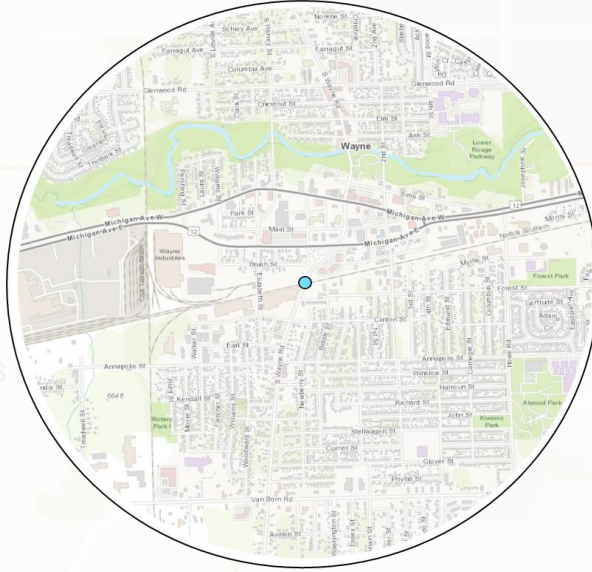
APPENDIX



Ann Arbor



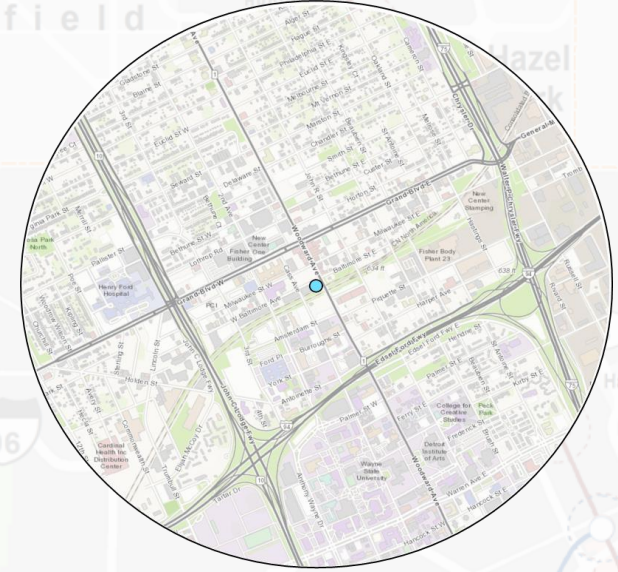
Wayne



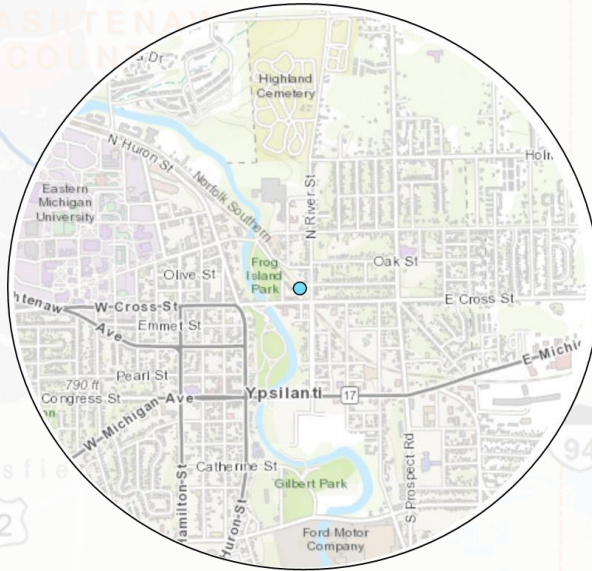
Dearborn



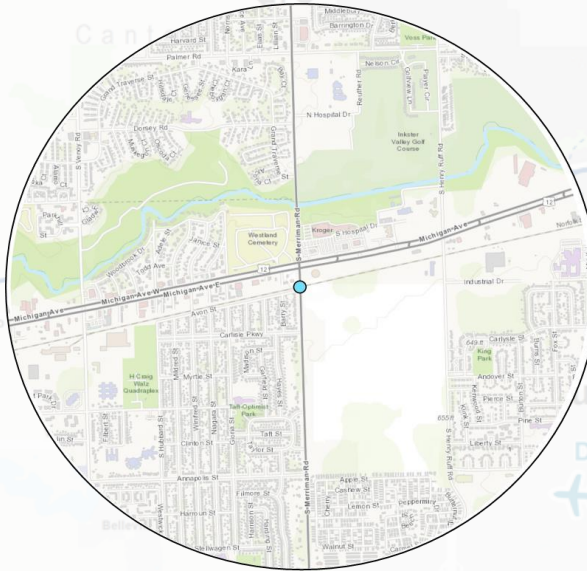
New Center



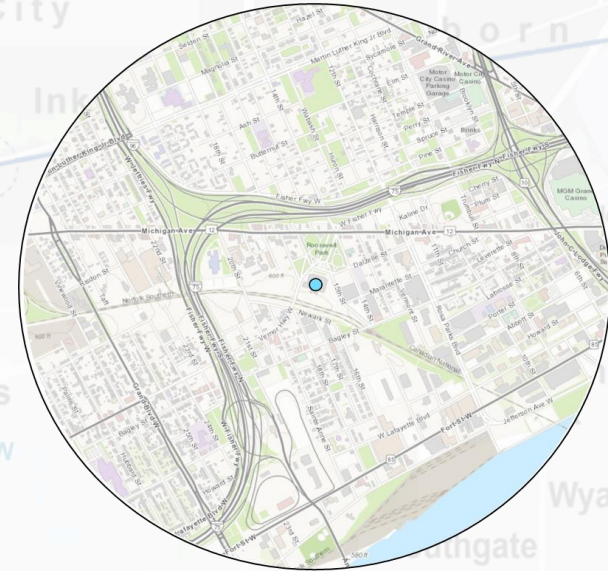
Ypsilanti



Merriman



Corktown

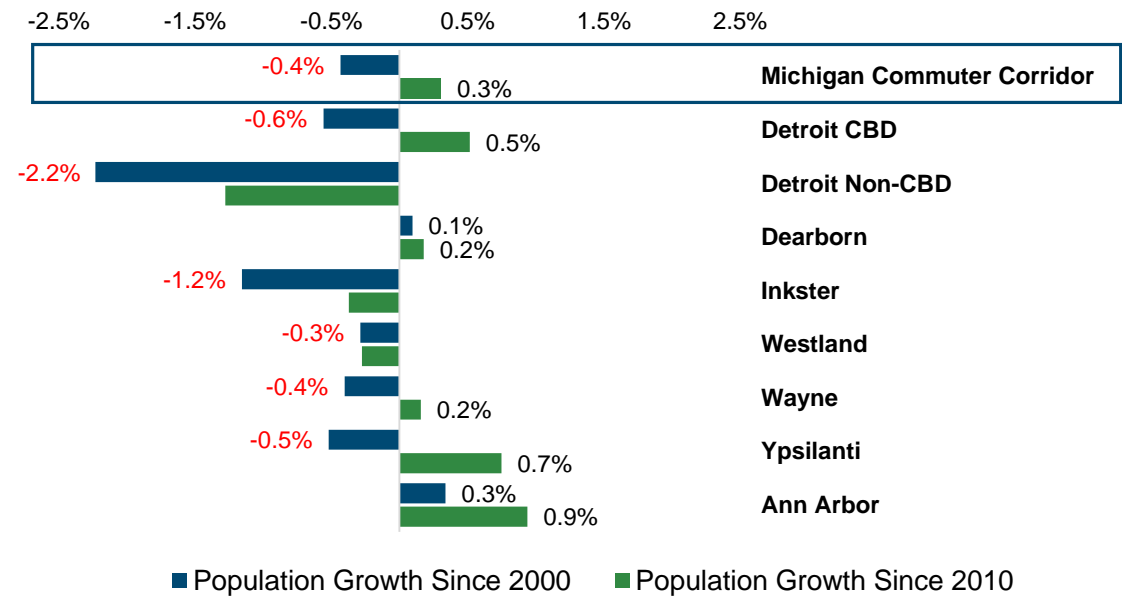


ANN ARBOR TO DETROIT RAIL CORRIDOR: DEMOGRAPHICS

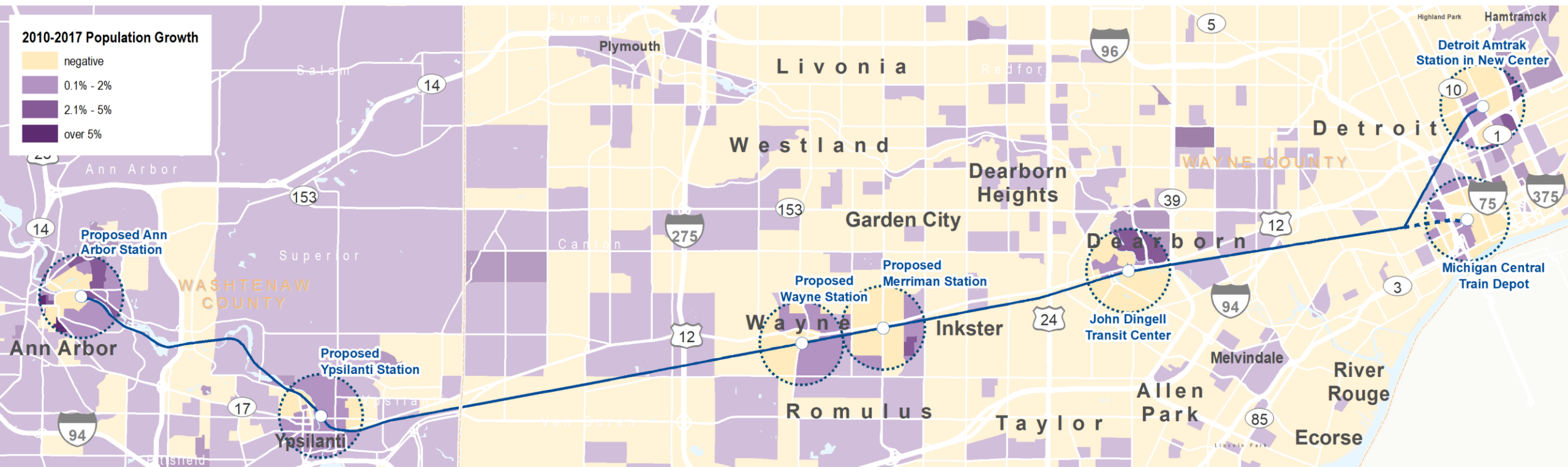
Michigan Commuter Corridor

Population Growth Post Recession

Modest population growth since 2010 within the commuter corridor (0.3%) – growth concentrated in Ypsilanti, Ann Arbor and Detroit CBD.

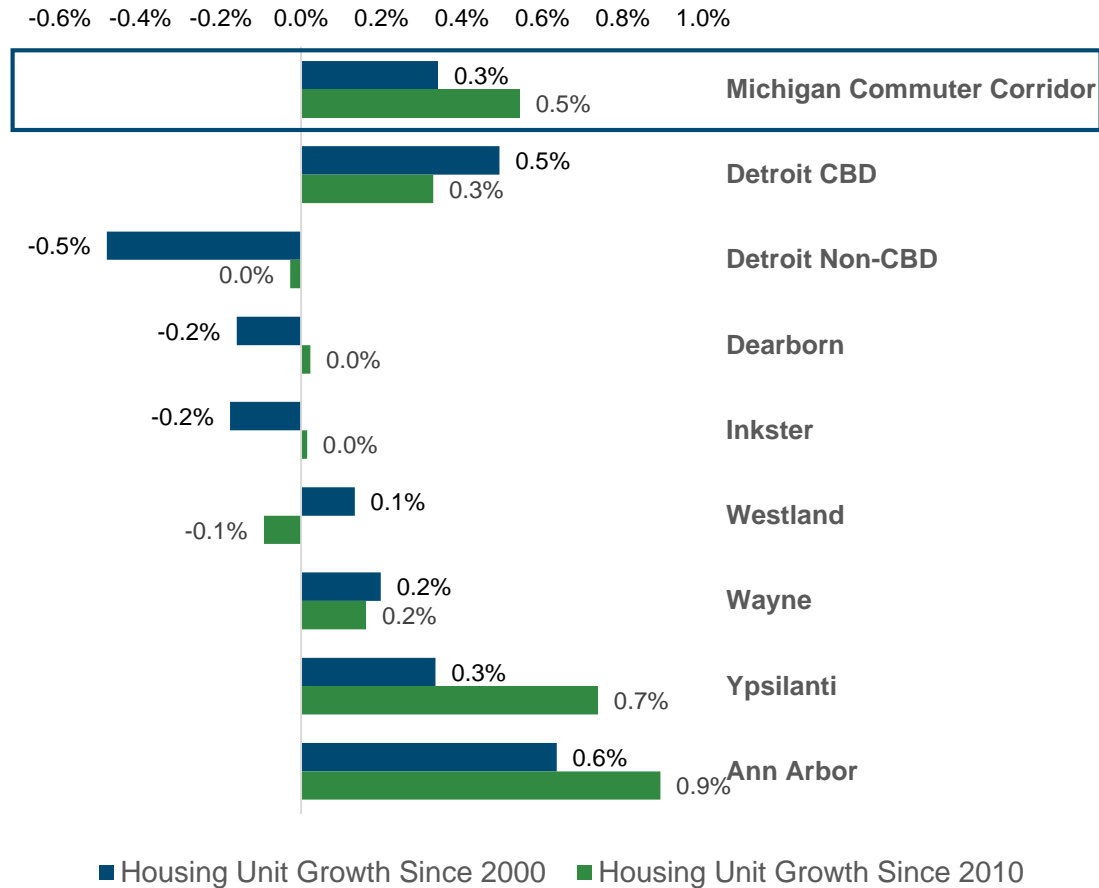


Source: US Census Bureau



Michigan Commuter Corridor

Housing Unit Growth



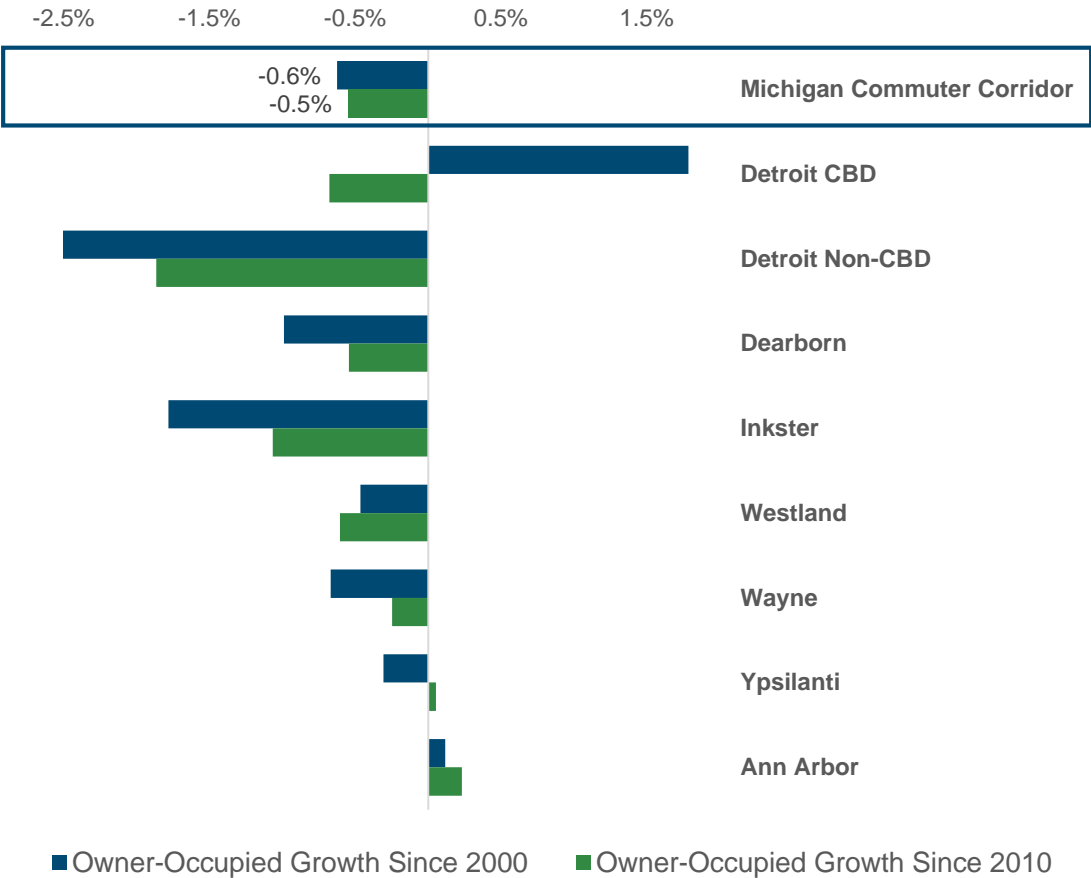
Source: US Census Bureau

- Since 2000
 - Growth in housing stock along Michigan corridor
 - Except for Detroit CBD, housing stock growth increases with distance from downtown
 - Largest decline in Detroit (non-CBD)
- Since 2010
 - Positive for the corridor
 - Trend reversal from negative to positive growth in Dearborn, vice versa in Westland
 - Stabilization in Detroit (non-CBD), Dearborn, Inkster

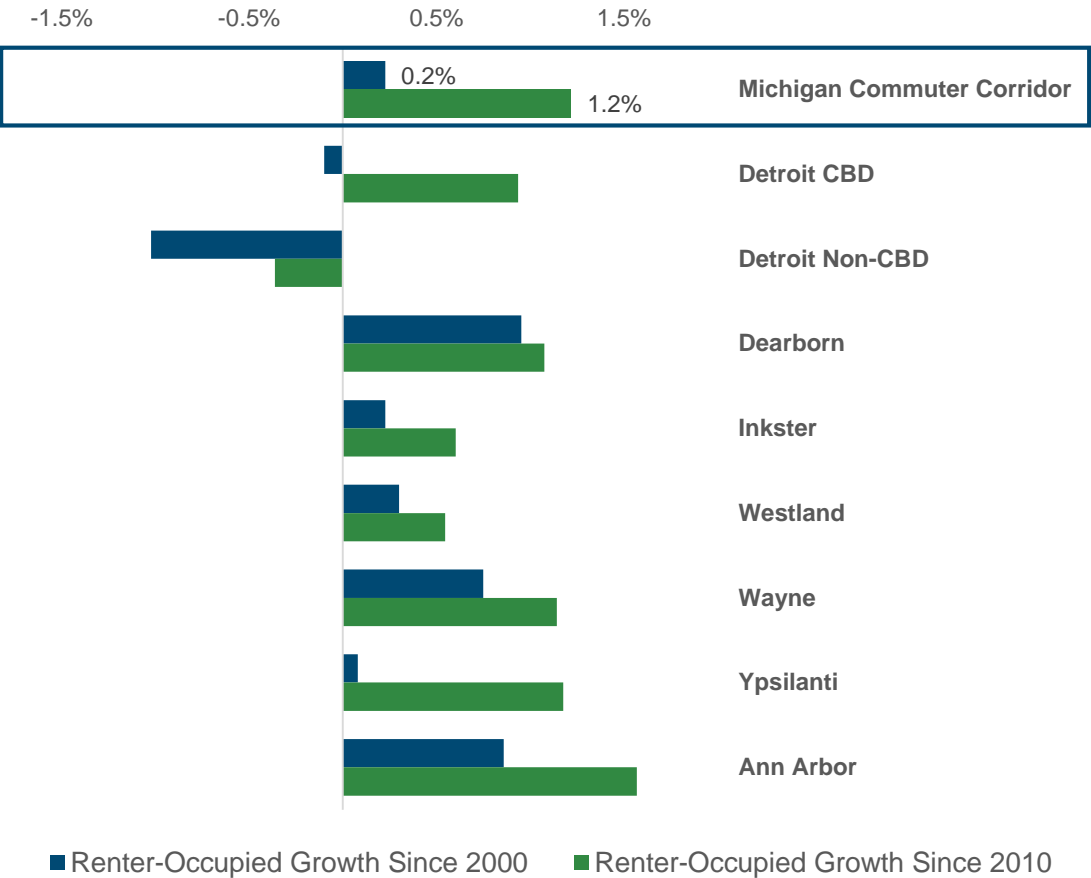
Michigan Commuter Corridor

Housing Unit Growth by Tenancy

Falling homeownership and rising renter households along Michigan corridor



Homeowners



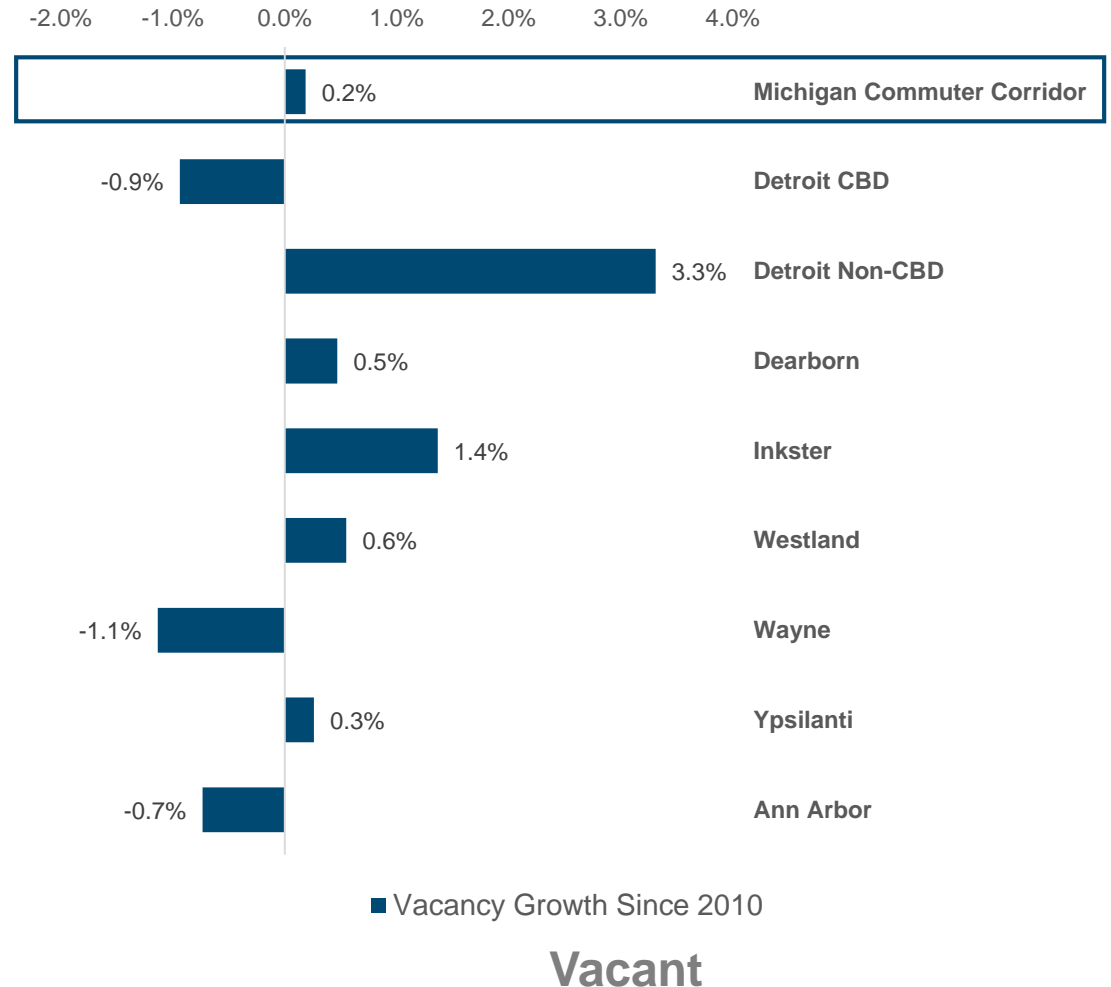
Renters

Michigan Commuter Corridor

Housing Unit Growth by Tenancy

Rising vacancy along Corridor
since 2010 (0.2% annually,
or 84 units over 7 years)

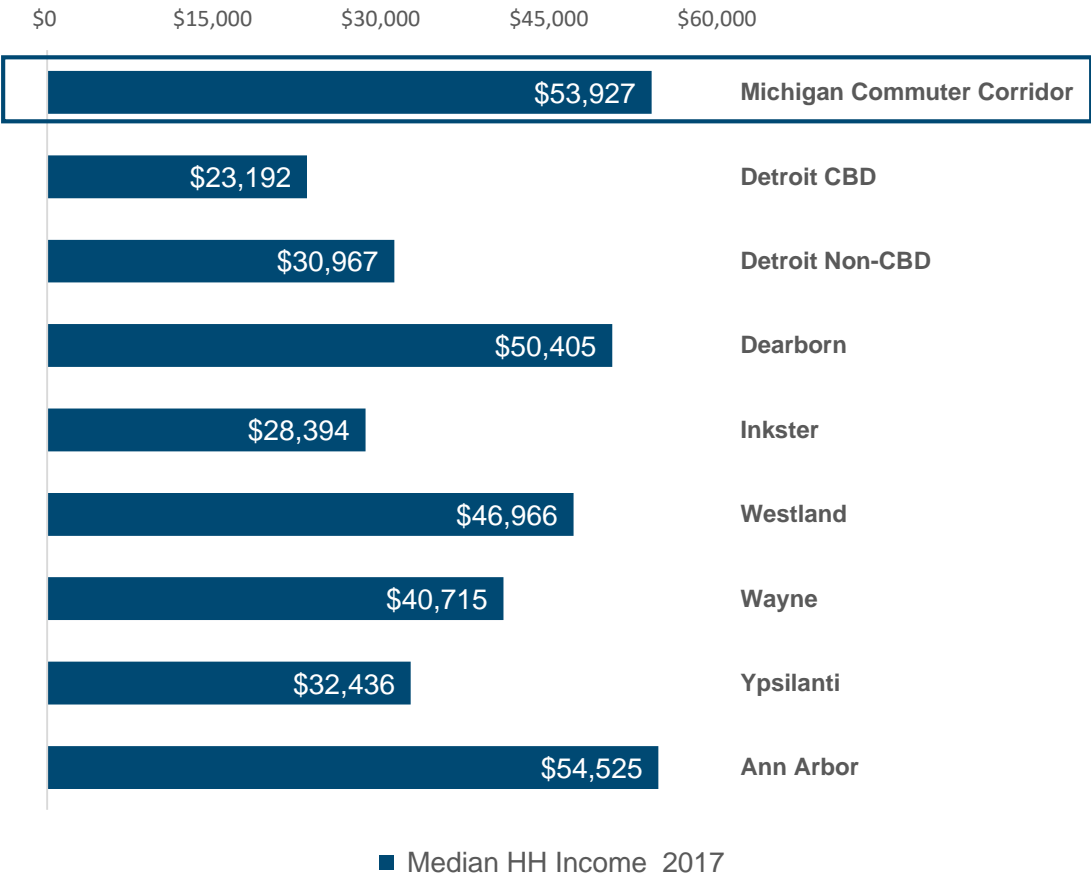
- Vacant units are rising since 2010 across most of the communities along the corridor
- Exceptions include downtown Detroit, Wayne city, and Ann Arbor



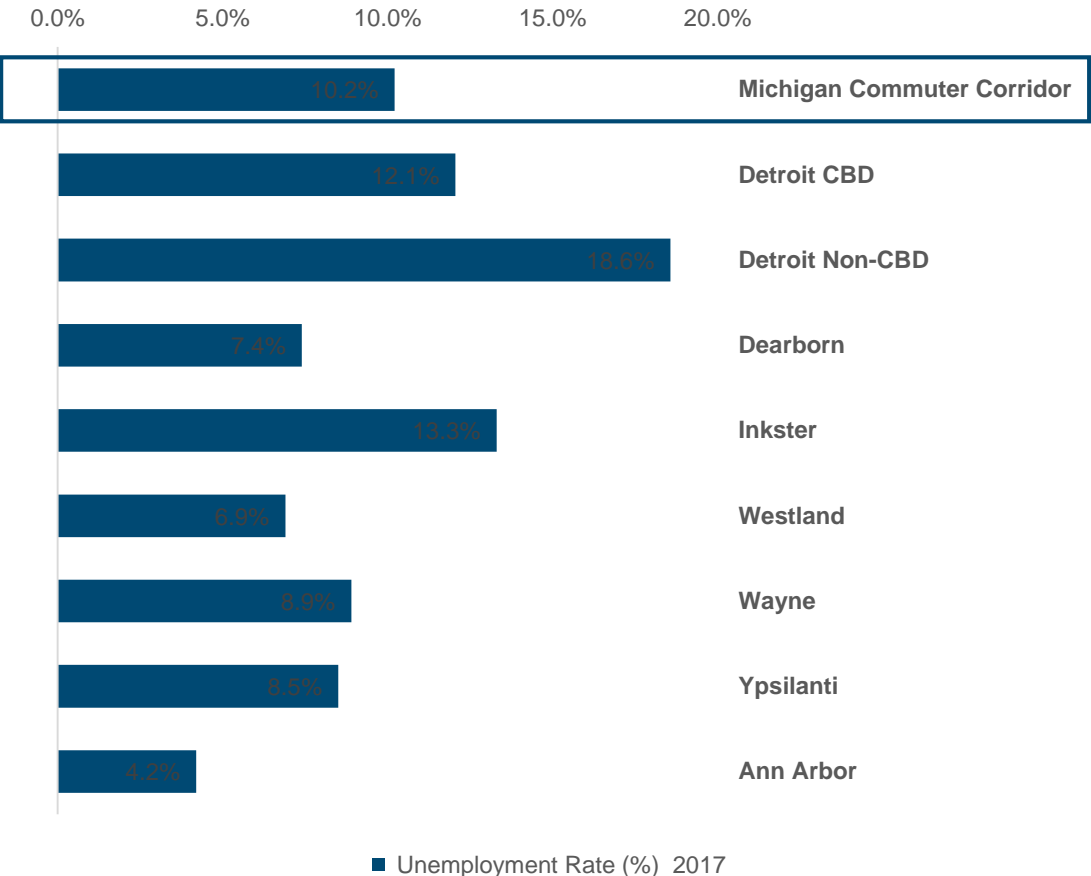
Michigan Commuter Corridor

Income and Unemployment

Corridor income levels compare favorably to parent communities

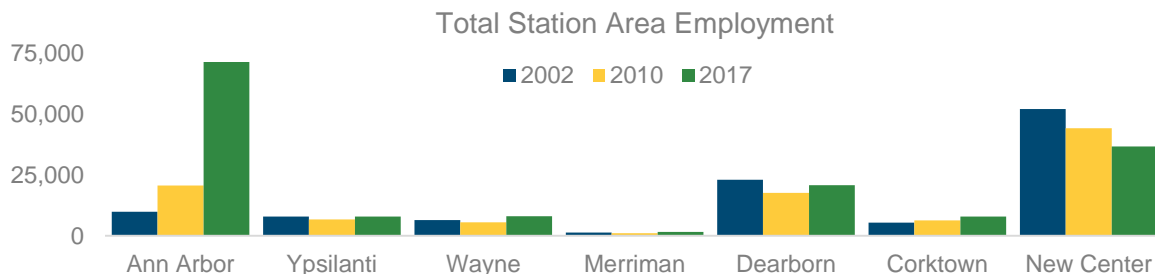


Unemployment lower than several parent communities, but still high (10%)



Corridor Employment

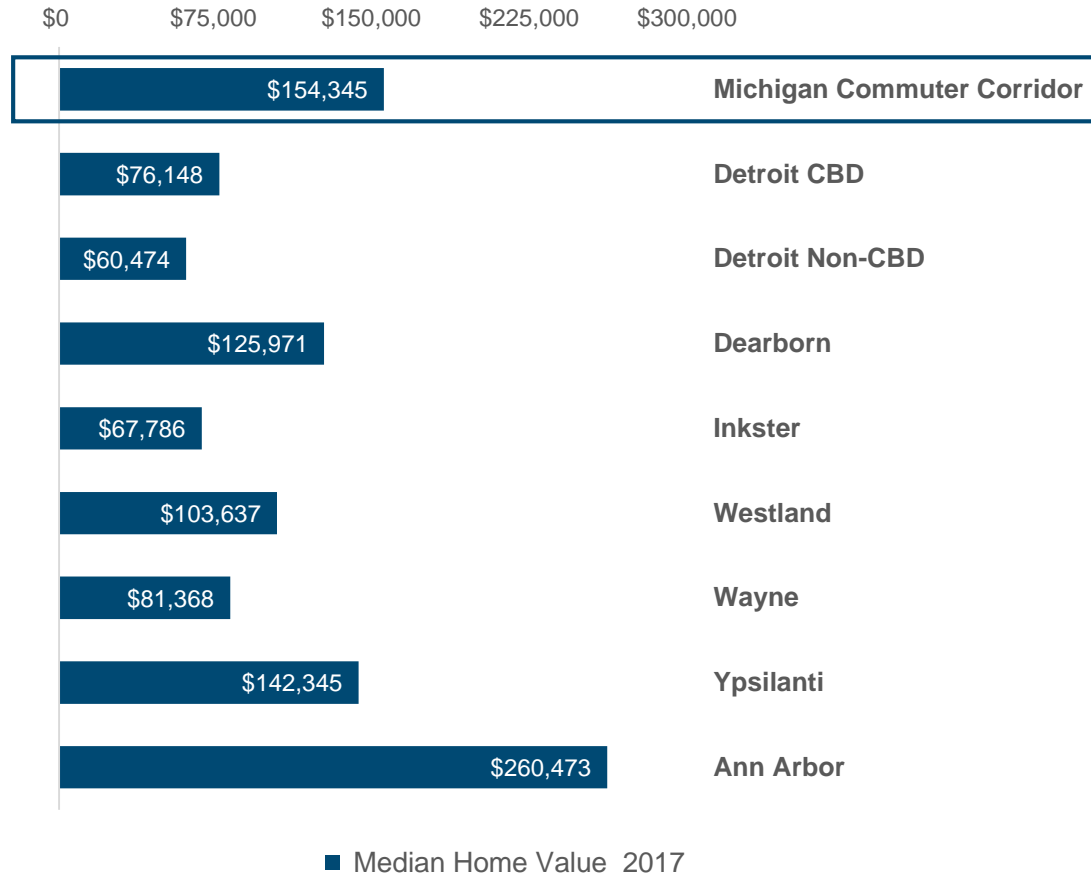
				Pre-Recession (2002-2010)			Post-Recession (2010-2017)			Post vs Pre
TOTAL COMMUTER CORRIDOR	2002	2010	2017	Gain or Loss	Rank	CAGR	Gain or Loss	Rank	CAGR	CAGR Δ
Educational Services	33,000	26,900	57,200	(6,051)	20	-2.5%	30,280	1	11.4%	13.9%
Health Care and Social Assistance	15,600	22,100	41,200	6,500	1	4.5%	19,162	2	9.3%	4.9%
Accommodation and Food Services	5,500	5,700	9,800	233	4	0.5%	4,092	3	8.0%	7.5%
Manufacturing	3,900	3,000	5,400	(895)	14	-3.2%	2,433	4	8.8%	12.0%
Administration & Support, Waste Management and Remediation	6,100	3,300	4,100	(2,813)	19	-7.5%	838	5	3.3%	10.8%
Construction	1,000	700	1,200	(321)	11	-4.6%	532	6	8.4%	13.0%
Real Estate and Rental and Leasing	1,200	1,400	1,500	212	5	2.1%	76	7	0.8%	-1.3%
Information	2,500	1,800	1,900	(677)	13	-3.9%	63	8	0.5%	4.4%
Utilities	500	400	500	(59)	10	-1.5%	26	9	0.8%	2.3%
Transportation and Warehousing	1,300	1,500	1,500	209	6	1.9%	15	10	0.1%	-1.7%
Mining, Quarrying, and Oil and Gas Extraction	0	0	0	0	9	0.0%	(1)	11	-100.0%	--
Agriculture, Forestry, Fishing and Hunting	0	0	0	19	8	24.4%	(21)	12	-29.5%	-
Arts, Entertainment, and Recreation	1,100	2,500	2,400	1,407	3	10.8%	(123)	13	-0.7%	-11.6%
Wholesale Trade	2,300	1,300	1,000	(1,035)	16	-7.0%	(333)	14	-4.1%	2.9%
Finance and Insurance	3,000	2,100	1,700	(926)	15	-4.5%	(398)	15	-3.0%	1.5%
Professional, Scientific, and Technical Services	13,500	11,900	11,400	(1,537)	18	-1.5%	(504)	16	-0.6%	0.9%
Other Services (excluding Public Administration)	2,700	2,900	2,300	183	7	0.8%	(563)	17	-3.0%	-3.8%
Management of Companies and Enterprises	3,400	1,900	1,200	(1,469)	17	-6.9%	(712)	18	-6.4%	0.4%
Retail Trade	6,200	5,700	4,800	(431)	12	-0.9%	(944)	19	-2.5%	-1.6%
Public Administration	2,700	6,400	4,700	3,650	2	11.2%	(1,734)	20	-4.4%	-15.6%
Total	105,400	101,600	153,800	(3,801)		-0.5%	52,184		6.1%	6.6%



Significant growth within educational services and health care and social assistance sectors driven by Ann Arbor. (2010-2012)

Michigan Commuter Corridor

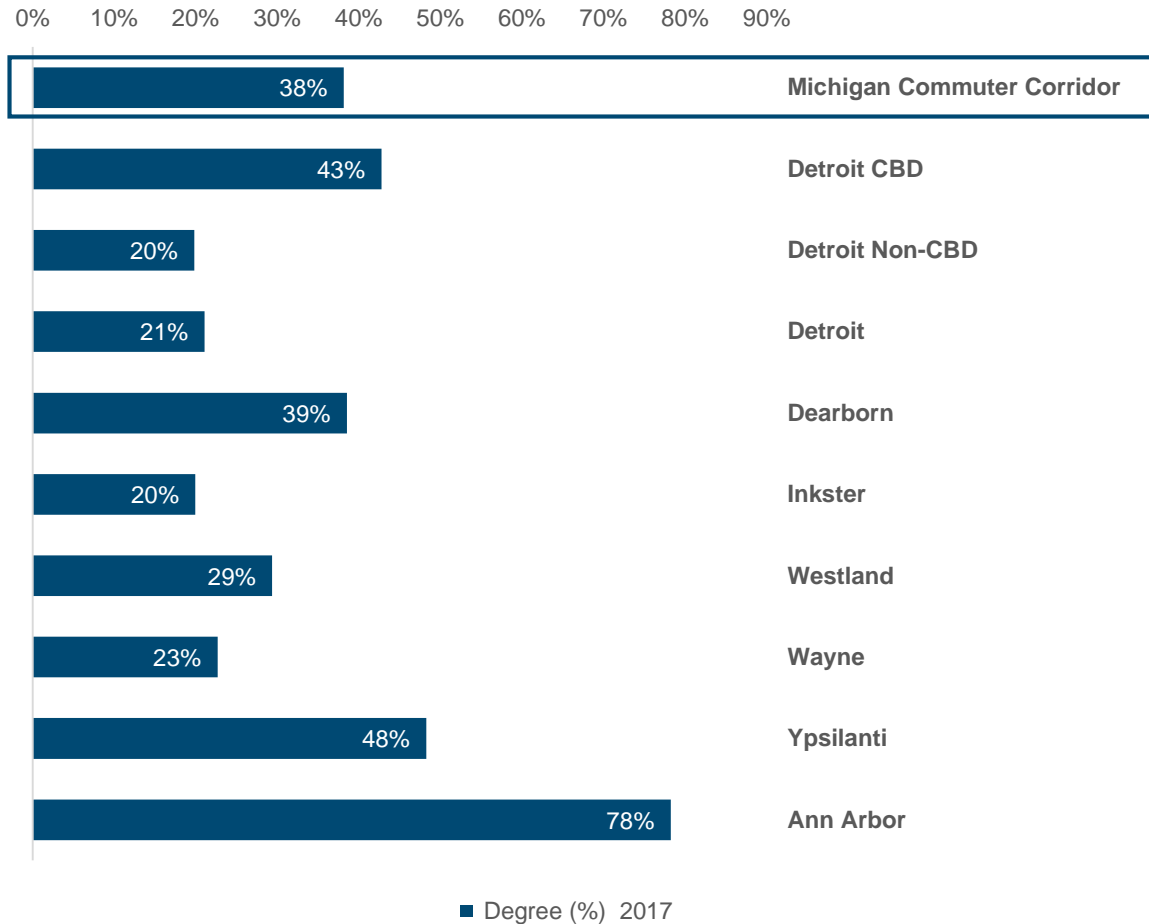
Home Values



- Michigan Corridor median home value ~\$150k
 - Higher than all communities except Ann Arbor

Michigan Commuter Corridor

Adults with College Degree



- About 38% of adults along the Corridor hold a college degree

APPENDIX

ANN ARBOR TO DETROIT RAIL CORRIDOR: REAL ESTATE

One-Mile Office Summary

Strongest office market in Ann Arbor. Rents have grown by 3.6% annually and saw largest inventory addition with ~84,000 sf.

One Mile Office Summary	Ann Arbor	Ypsilanti	Wayne	Merriman	Dearborn	Corktown	New Center
Inventory SF (2010)	1,514,745	363,400	322,351	77,402	665,530	2,582,947	6,451,664
Inventory SF (2018)	1,600,680	363,400	324,911	77,402	718,841	2,326,396	6,249,088
Inventory SF Δ	85,935	0	2,560	0	53,311	(256,551)	(202,576)
Gross Rent per SF (2010)	\$21.66	\$13.17	\$16.18	\$0.00	\$15.72	\$16.82	\$20.01
Gross Rent per SF (2018)	\$28.67	\$14.15	\$12.50	\$0.00	\$18.79	\$20.95	\$16.22
Gross Rent CAGR	3.6%	0.9%	-3.2%	0.0%	2.3%	2.8%	-2.6%
2018 Inventory SF (Built Since 2000)	167,875	4,600	34,400	0	149,979	154,000	19,000
Share of Inventory Built Since 2000	10.5%	1.3%	10.6%	0.0%	20.9%	6.6%	0.3%
2018 Inventory SF (Built Since 2010)	107,700	0	4,400	0	126,779	118,000	19,000
Share of Inventory Built Since 2010	6.7%	0.0%	1.4%	0.0%	17.6%	5.1%	0.3%
Gross Rent per SF (2018) - Post 2000 Buildings	\$32.61	--	\$10.95	--	\$18.91	\$20.06	--
Gross Rent Premium - Post 2000 Buildings	13.7%	--	-12.4%	--	0.6%	-4.3%	--

Detroit CBD (U/C Office)



1206 Woodward Ave (Hudson's Site)

Under Construction/Delayed (2023)

Bedrock Real Estate Group

Mixed-Use

Office: ~260,000 SF

Retail: ~ 100,000 SF

Residential: n/a

Hospitality: n/a

Office rents quoted above \$40 per SF which is more than 2x what current downtown tenants are paying.



111 Henry Street

Under Construction (2020)

Olympia Development Group

Mixed-Use

Office: ~63,000 SF

Retail: ~ 7,000 SF

Originally proposed as residential, but has been converted to office due to increasing demand for Class A space in downtown. Rents estimated at \$20 - \$25 gross which is a 23% - 54% premium over CBD average gross rents.



2715 Woodward Avenue

Under Construction (2020)

Olympia Development Group

Mixed-Use

Office: ~110,000 SF

Retail: ~ 17,000 SF

Target tenants are medical office and law firms. Rents estimated at \$21 - \$25 gross which is 29% - 54% premium over CBD averages.

Detroit CBD (Office Delivered Since 2000)



1 Campus Maritus

Delivered in 2003

Bedrock Real Estate Group

Mixed-Use

Office: ~1,000,000 SF

Retail: ~15,000

Rent Comps:

Microsoft: \$25.75 MG (Dec '17 – Jun '25)

Quicken Loans: n/a



777 Woodward Avenue (1 Kennedy Sq)

Delivered in 2006

Kennedy Square LLC

Mixed-Use

Office: ~260,000 SF

Retail: ~ 5,000 SF

Rent Comps:

Ernst & Young: \$17.75 FS (Mar '16 – Dec '26)

OneMagnify: \$12.60 NNN (Apr '16 – Mar '26)

\$19 to \$23 psf (CoStar estimates)



52 East Henry Street

Delivered in 2017

Olympia Development Group

Mixed-Use

Office: ~60,000 SF

Retail: ~ 8,000 SF

Rent Comps:

Google: Estimated at \$21 - \$26 psf

One-Mile Multi-Family Summary

Largest MF inventory in New Center and Ann Arbor.
Significant rent premium in Ann Arbor.

One Mile Multi-Family Summary	Ann Arbor	Ypsilanti	Wayne	Merriman	Dearborn	Corktown	New Center
Inventory Units (2010)	3,312	2,173	1,141	822	758	1,896	5,196
Inventory Units (2018)	3,286	2,173	1,141	822	758	1,904	5,247
Inventory Units Δ	(26)	0	0	0	0	8	51
Asking Rent per SF (2010)	\$1.36	\$0.71	\$0.87	\$0.66	\$1.22	\$0.76	\$0.91
Asking Rent per SF (2018)	\$1.70	\$0.97	\$0.97	\$0.82	\$1.41	\$1.01	\$1.07
Asking Rent CAGR	2.8%	4.0%	1.4%	2.6%	1.9%	3.6%	2.1%
2018 Inventory Units (Built Since 2000)	67	0	82	0	200	533	406
Share of Inventory Built Since 2000	2.0%	0.0%	7.2%	0.0%	26.4%	28.0%	7.7%
2018 Inventory Units (Built Since 2010)	0	0	0	0	0	8	103
Share of Inventory Built Since 2010	0.0%	0.0%	0.0%	0.0%	0.0%	0.4%	2.0%
Asking Rent per SF (2018) - Post 2000 Buildings	\$2.05	--	\$0.97	--	\$1.57	\$1.17	\$1.15
Asking Rent Premium - Post 2000 Buildings	20.4%	--	0.0%	--	10.8%	16.2%	7.1%

Commuter Corridor (MF Delivered Since 2010)



The Corner

Corktown

Delivered in 2019 (20% Affordable Units)

Unit Mix: 111 total units

Studio: 51 units

One-Bedroom: 51 units

Two-Bedroom: 9 units

Key Metrics:

Asking Rent: \$2.36 per SF (134% premium)

Avg Unit Size: 666 SF



Elton Park

Corktown

Delivered in 2019 (Affordable Units)

Unit Mix: 151 total units

Studio: 14 units

One-Bedroom: 94 units

Two-Bedroom: 38 units

Three-Bedroom: 5 units

Key Metrics:

Asking Rent: \$2.10 per SF (108% premium)

Avg Unit Size: 878 SF



The Boulevard

New Center

Delivered in 2019 (20% Affordable Units)

Unit Mix: 231 units

Studio: n/a

One-Bedroom: n/a

Two-Bedroom: n/a

Key Metrics:

Asking Rent: \$2.11 per SF (97% premium)

Avg Unit Size: 960 SF

Commuter Corridor (MF Delivered Since 2000)



Corner House Apartments

Ann Arbor

Delivered in 2003 (Rent Subsidized)

Unit Mix: 56 total units

One-Bedroom: 14 units
Two-Bedroom: 28 units
Three-Bedroom: 14 units

Key Metrics:

Asking Rent: \$2.03 per SF (19% premium)
Avg Unit Size: 1,180 SF



Newberry Square

Wayne

Delivered in 2001 (Rent Restricted)

Unit Mix: 64 total units

One-Bedroom: 32 units
Two-Bedroom: 28 units
Three-Bedroom: 4 units

Key Metrics:

Asking Rent: \$1.02 per SF (5% premium)
Avg Unit Size: 761 SF



Fairlane Town Center Apartments

Dearborn

Delivered in 2002 (Market Rate)

Unit Mix: 200 units

One-Bedroom: 102 units
Two-Bedroom: 98 units

Key Metrics:

Asking Rent: \$1.52 per SF (8% premium)
Avg Unit Size: 1,097 SF

One-Mile Retail Summary

Dearborn houses large regional shopping mall with national anchors. Like other real estate, there is a premium for retail in Ann Arbor.

One Mile Retail Summary	Ann Arbor	Ypsilanti	Wayne	Merriman	Dearborn	Corktown	New Center
Inventory (2010)	1,274,992	1,147,936	813,319	513,360	2,945,134	1,173,687	1,180,769
Inventory (2018)	1,165,885	1,122,720	813,789	505,160	2,637,736	1,112,630	1,046,196
Inventory Δ	(109,107)	(25,216)	470	(8,200)	(307,398)	(61,057)	(134,573)
NNN Rent per SF (2010)	\$27.94	\$9.64	\$11.49	\$5.32	\$20.05	\$8.41	\$10.25
NNN Rent per SF (2018)	\$38.23	\$12.05	\$9.69	\$5.27	\$21.42	\$15.22	\$16.06
NNN Rent CAGR	4.0%	2.8%	-2.1%	-0.1%	0.8%	7.7%	5.8%
2018 Inventory SF (Built Since 2000)	2,614	31,432	86,145	13,000	169,013	22,200	41,114
Share of Inventory Built Since 2000	0.2%	2.8%	10.6%	2.6%	6.4%	2.0%	3.9%
2018 Inventory SF (Built Since 2010)	0	7,040	16,133	0	13,206	0	0
Share of Inventory Built Since 2010	0.0%	0.6%	2.0%	0.0%	0.5%	0.0%	0.0%
NNN Rent per SF (2018) - Post 2000 Buildings	--	--	\$15.00	\$10.70	\$25.67	--	\$21.00
NNN Rent Premium - Post 2000 Buildings	--	--	54.7%	102.9%	19.8%	--	30.8%

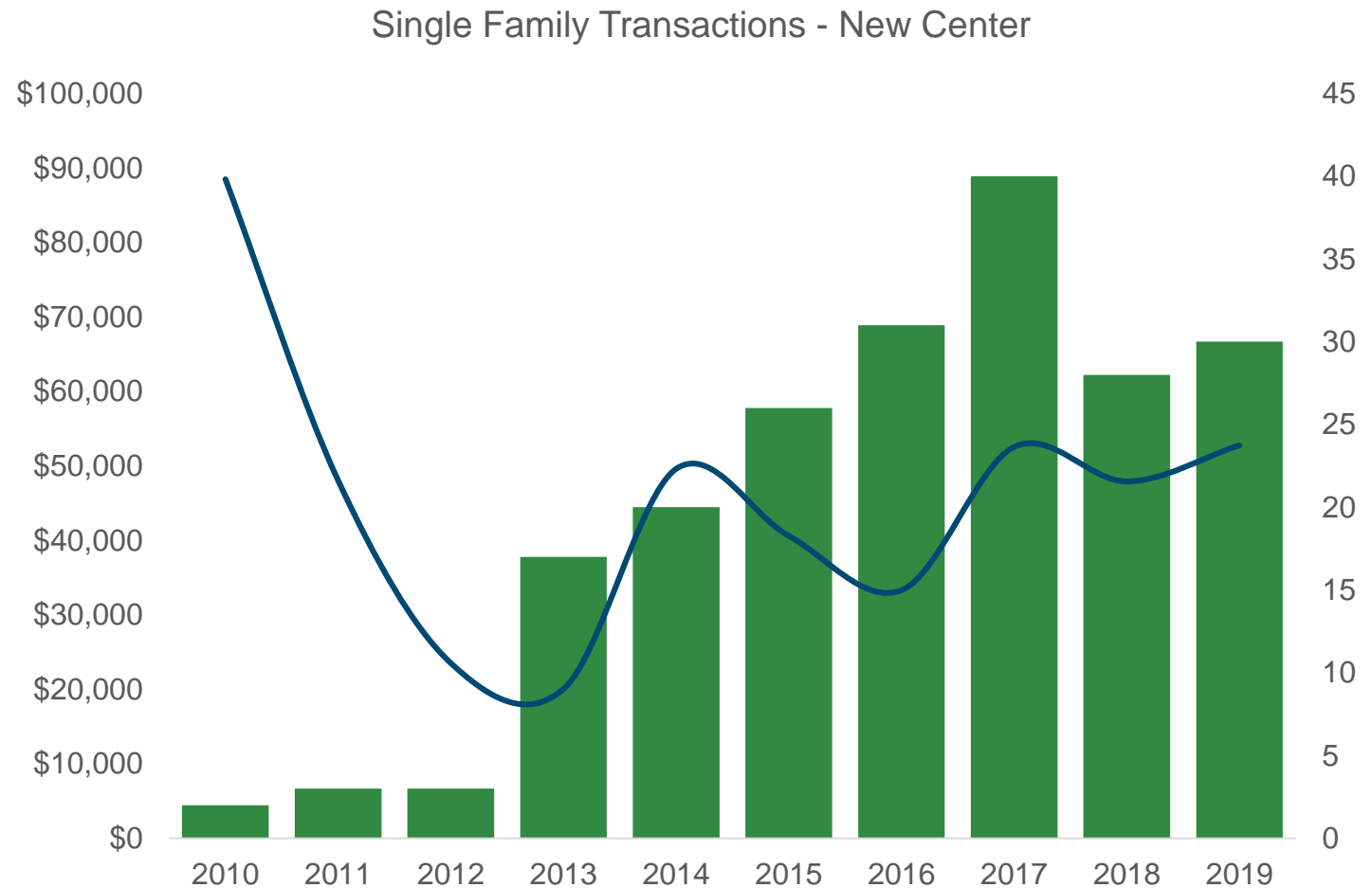
One-Mile Industrial Summary

Significant inventory in Corktown and New Center – only major new supply added across system was in New Center.

One Mile Industrial Summary	Ann Arbor	Ypsilanti	Wayne	Merriman	Dearborn	Corktown	New Center
Inventory (2010)	154,432	1,886,250	1,404,591	404,045	2,411,036	6,286,126	7,573,893
Inventory (2018)	109,747	1,600,435	1,385,059	404,045	2,403,036	5,755,696	7,548,908
Inventory Δ (2010-2018)	(44,685)	(285,815)	(19,532)	0	(8,000)	(530,430)	(24,985)
All Service Rent per SF (2010)	--	\$4.72	\$4.70	\$3.31	\$3.84	\$2.90	\$3.70
All Service Rent per SF (2018)	--	\$4.75	\$7.12	\$4.33	\$4.32	\$5.13	\$4.44
All Service Rent CAGR	--	0.1%	5.3%	3.4%	1.5%	7.4%	2.3%
2018 Inventory SF (Built Since 2000)	0	0	19,059	9,942	0	6,500	275,000
<i>Share of Inventory Built Since 2000</i>	<i>0.0%</i>	<i>0.0%</i>	<i>1.4%</i>	<i>2.5%</i>	<i>0.0%</i>	<i>0.1%</i>	<i>3.6%</i>
2018 Inventory SF (Built Since 2010)	0	0	13,059	0	0	0	275,000
<i>Share of Inventory Built Since 2010</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.9%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>3.6%</i>
All Service Rent per SF (2018) - Post 2000 Buildings	--	--	\$5.80	\$10.00	--	--	--
<i>All Service Rent Premium - Post 2000 Buildings</i>	--	--	-18.6%	131.1%	--	--	--

Single Family Home Transactions – New Center

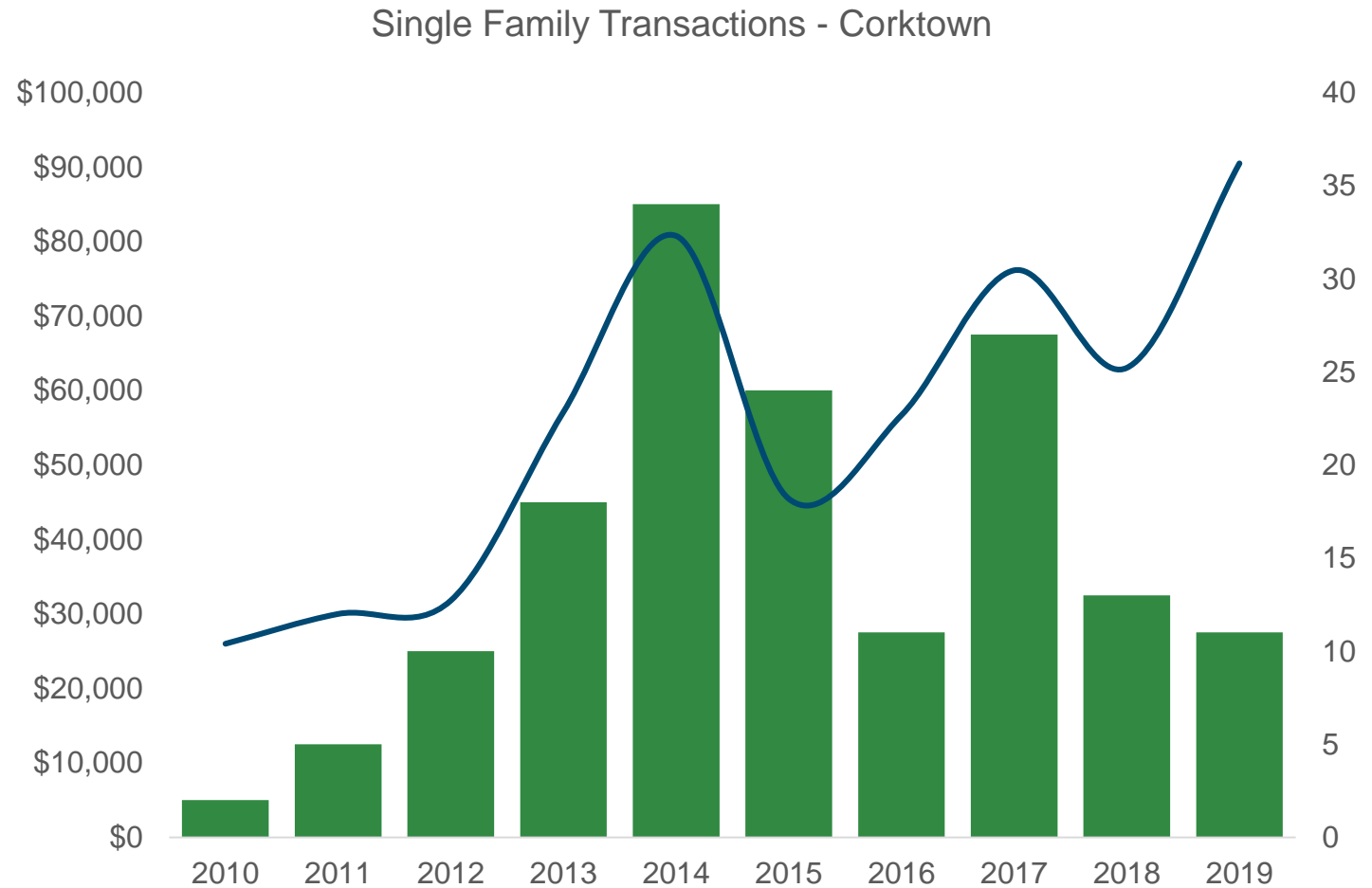
- Since Detroit declared bankruptcy in 2013, single family transactions have increased in value by 17.5% annually.
 - Reaching ~\$52,800 in 2019.
- Transaction volume has also increased since the bankruptcy, with ~27 single family transactions occurring within the station area each year since 2013.



*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

Single Family Home Transactions – Corktown

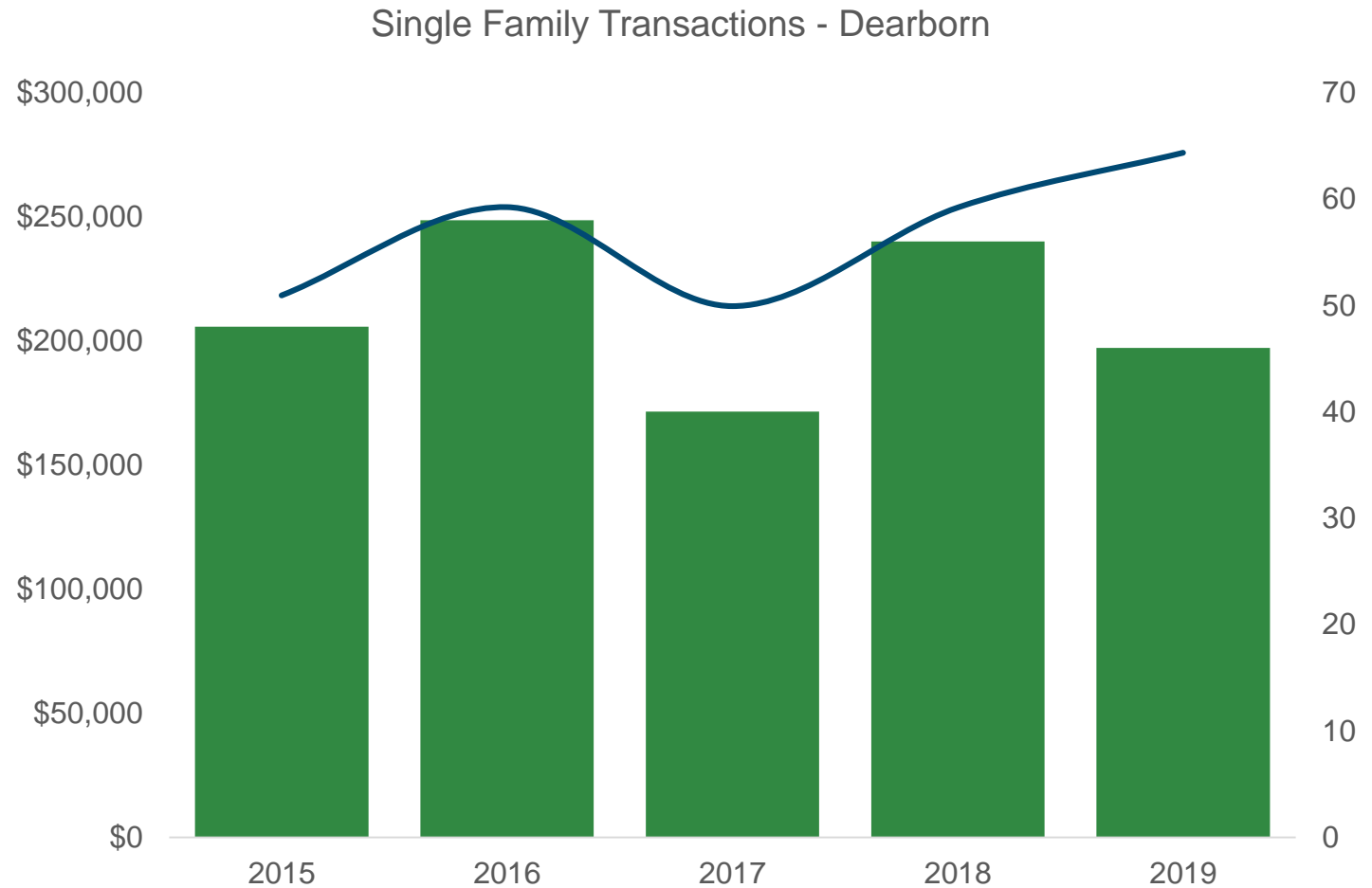
- Since 2010, average single family improved home values within the Corktown station area have increased by 14.9% annually, reaching ~\$90,500 in 2019.
- However, transaction volume has tapered off since peaking at 34 sales in 2014.
 - Since 2010, approximately 16 transactions have occurred within the Corktown station area since 2010.



*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

Single Family Home Transactions – Dearborn

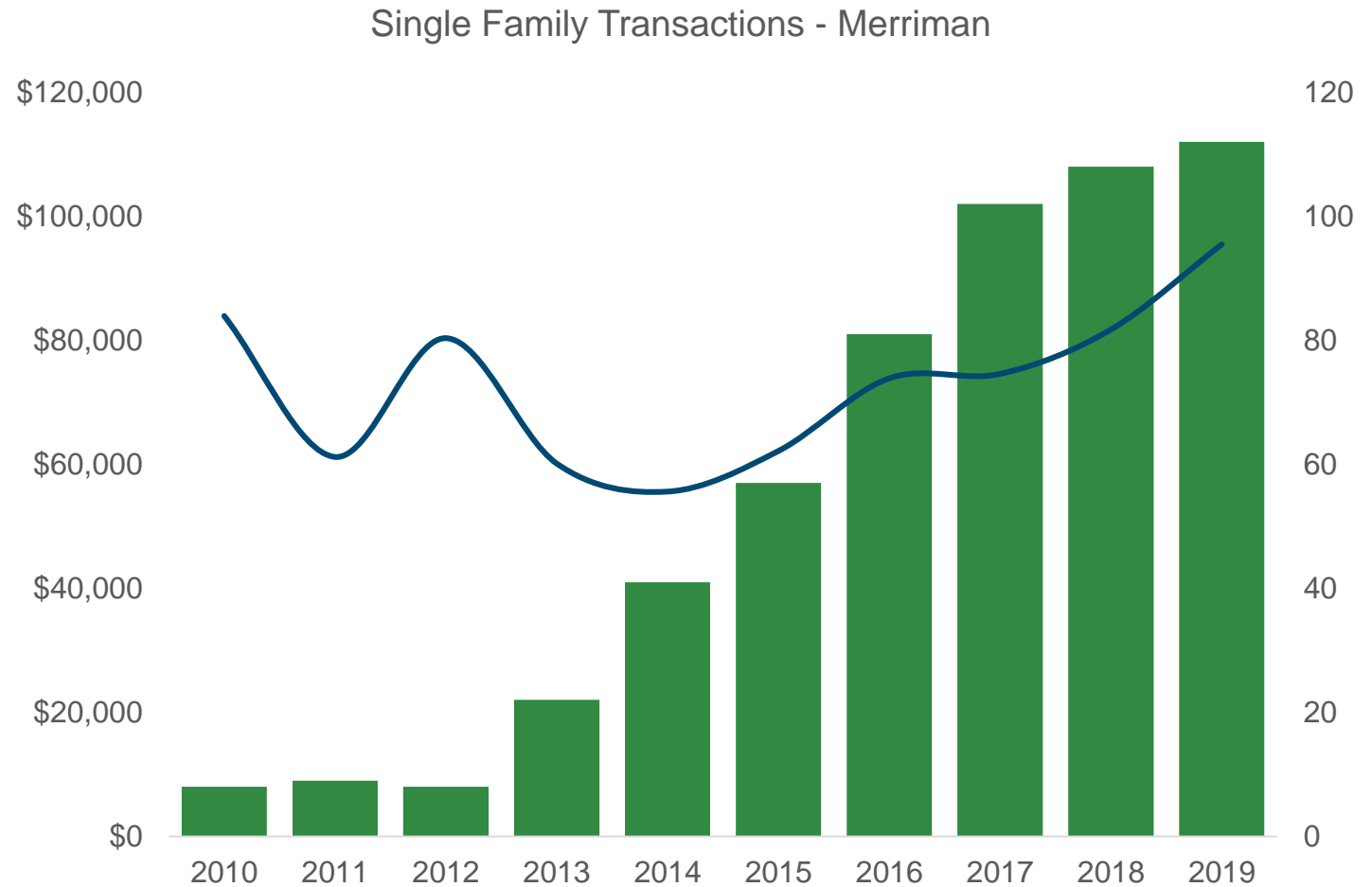
- Not considering Ypsilanti and Ann Arbor as station-area data was not made available, single family homes proximate to the Dearborn Station are the most expensive along the corridor.
 - In 2019, single family home sales averaged just over \$275,700 in Dearborn.
- Transaction volume has also remained consistent at approximately 50 transactions per year since 2015.



*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

Single Family Home Transactions – Merriman

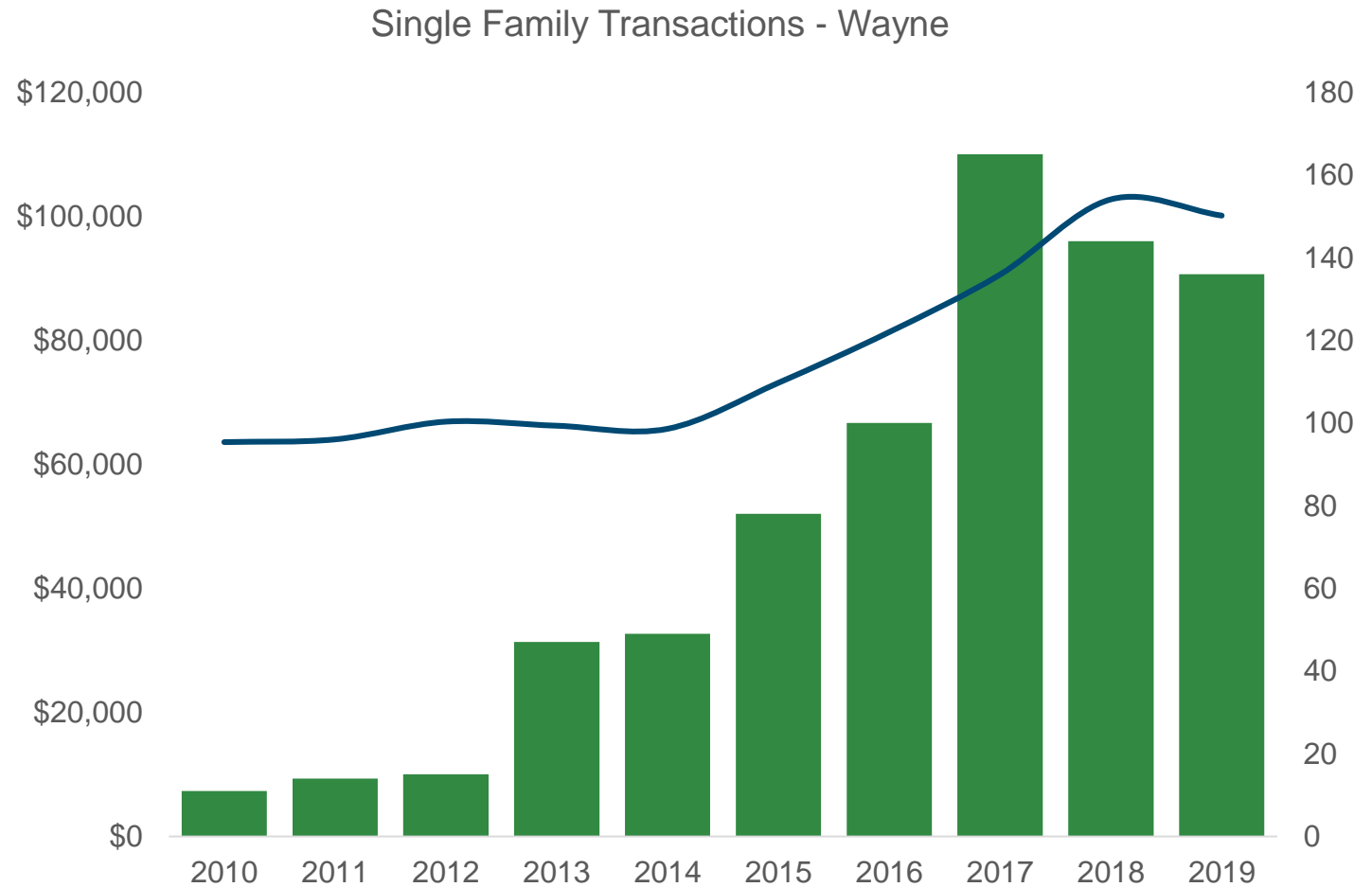
- While single family home sales decreased between 2010 and 2014 within the Merriman station area, there has been significant growth since 2014 with the average transaction price increasing by 11.4% annually.
- Additionally, sales volume continues to trend up with 107 annual transactions on average since 2017.



*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

Single Family Home Transactions – Wayne

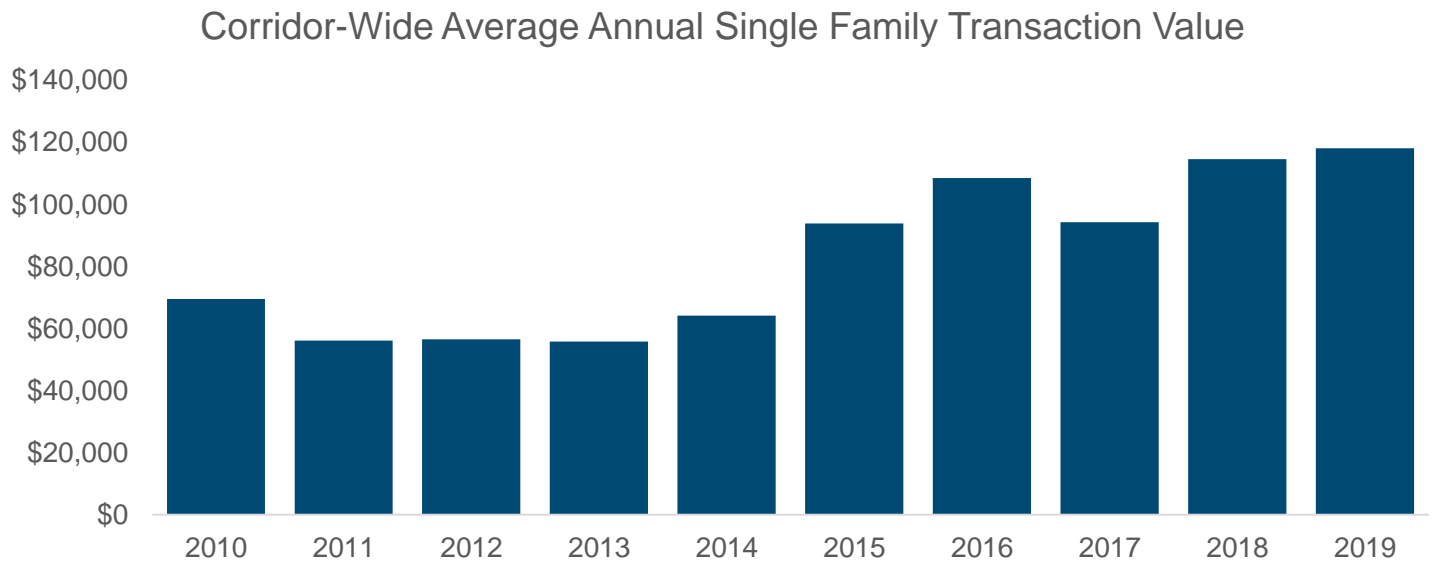
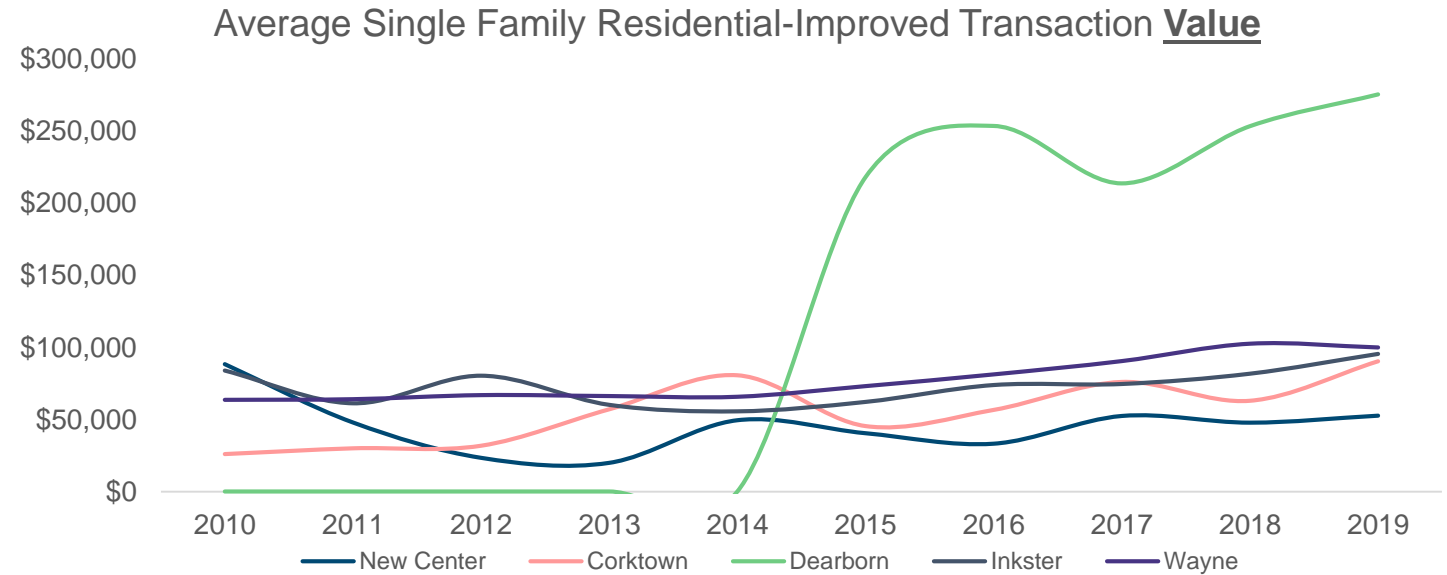
- Similar to the Merriman station, single family transactions within the Wayne station area remained stagnant between 2010 and 2014.
 - Since 2014, average transaction values have increased by 8.8% annually, reaching ~\$100,100 in 2019.
- The volume of transactions within the station area has also increased to average 148 annual transactions since 2017.



*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

Single Family Home Transactions – Commuter Summary

- While transaction data from Ann Arbor and Ypsilanti is not available, the Dearborn station area houses the most expensive single-family housing stock followed by the Wayne station area.
- Since 2010, corridor-wide single family transactions have increased in value by 6.1% annually.
- Corridor-wide, transaction volume has also steadily increased over the period with an average of ~350 transactions per year since 2017.



Source: Multiple Sources, Respective Corridor Municipalities

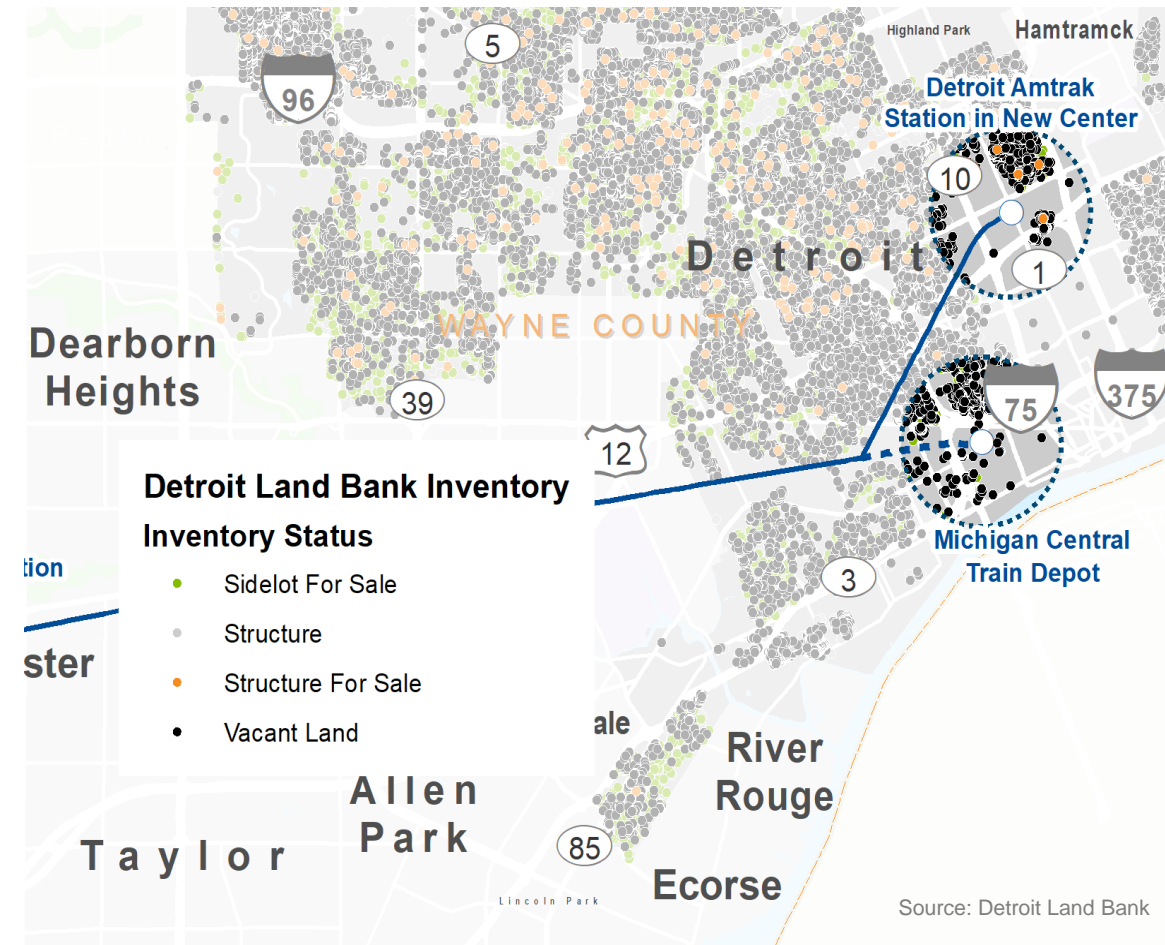
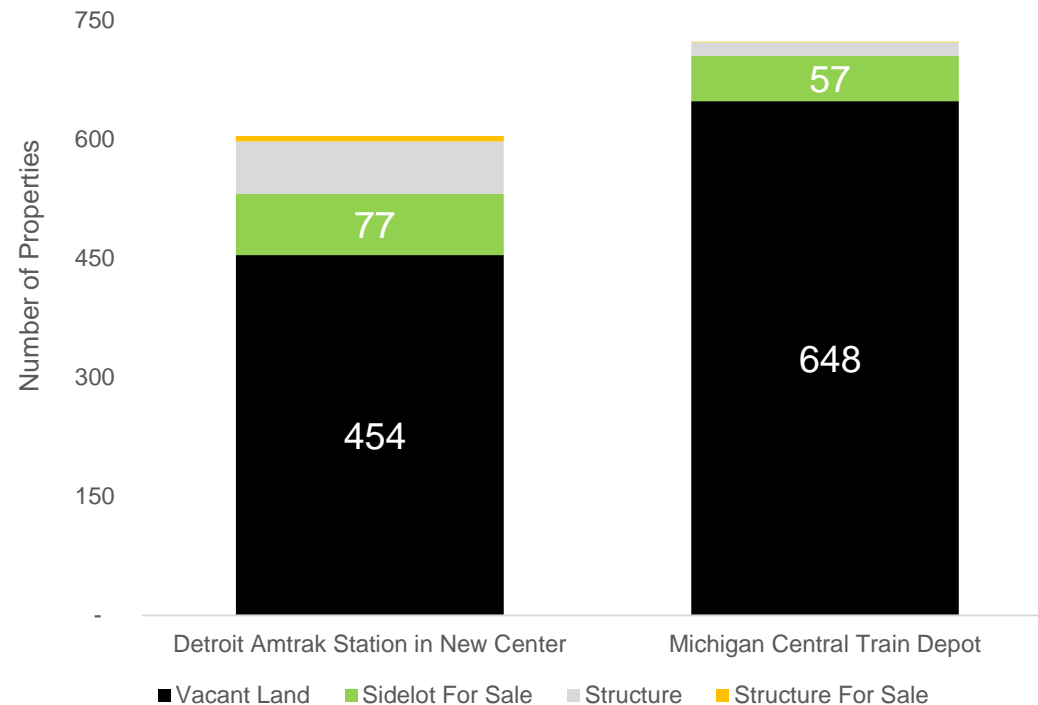
APPENDIX

ANN ARBOR TO DETROIT RAIL CORRIDOR: LAND USE

Detroit Land Bank Inventory

Michigan Commuter Corridor *Stations*

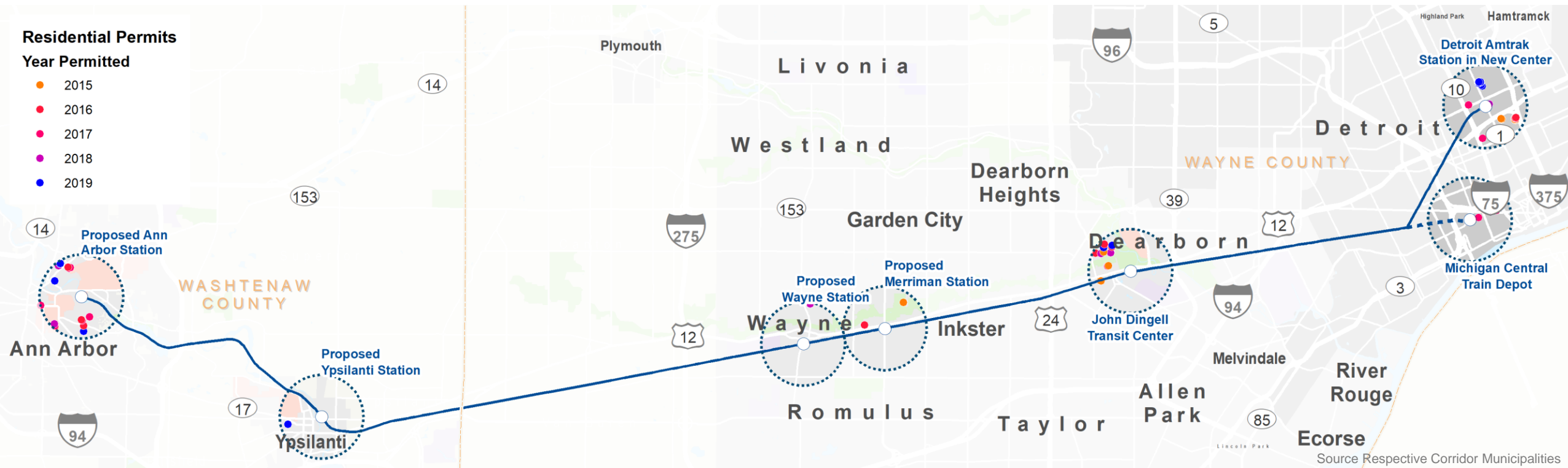
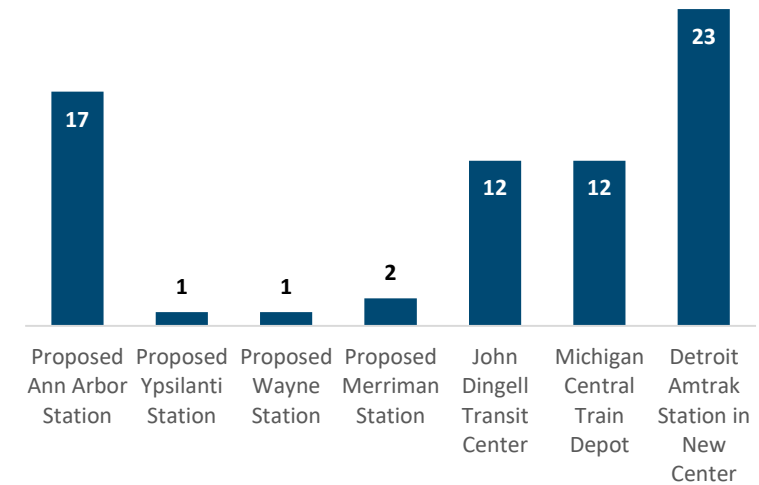
- New Center: 600 properties
- Michigan Central: 720 properties



Residential Permits

Michigan Commuter Corridor Stations

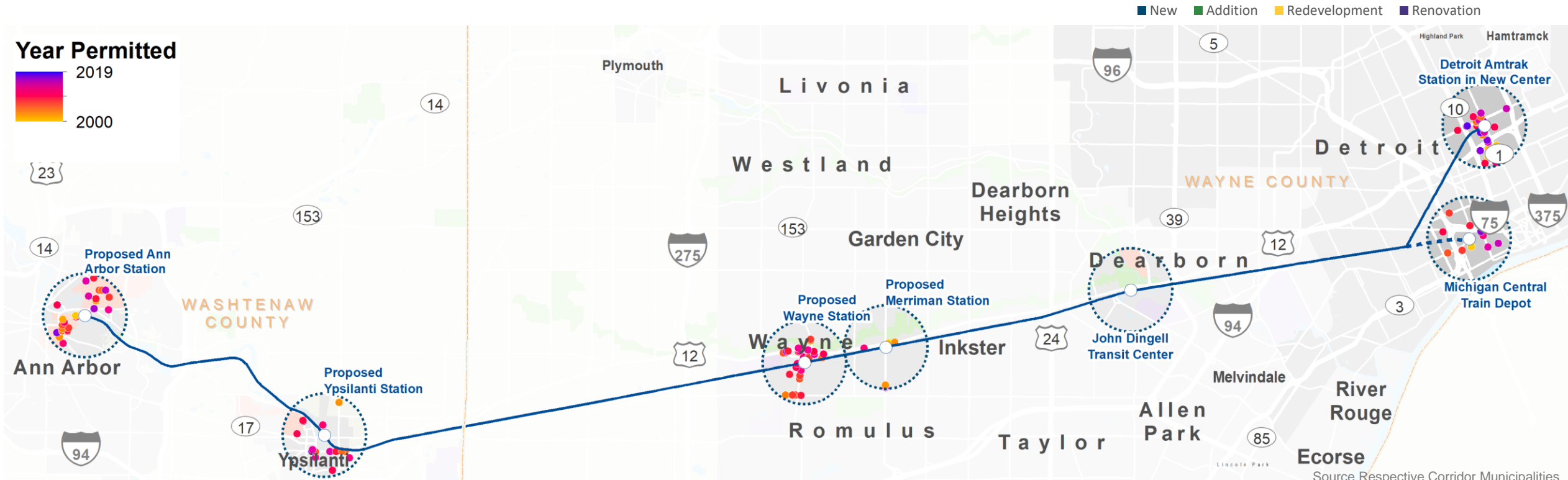
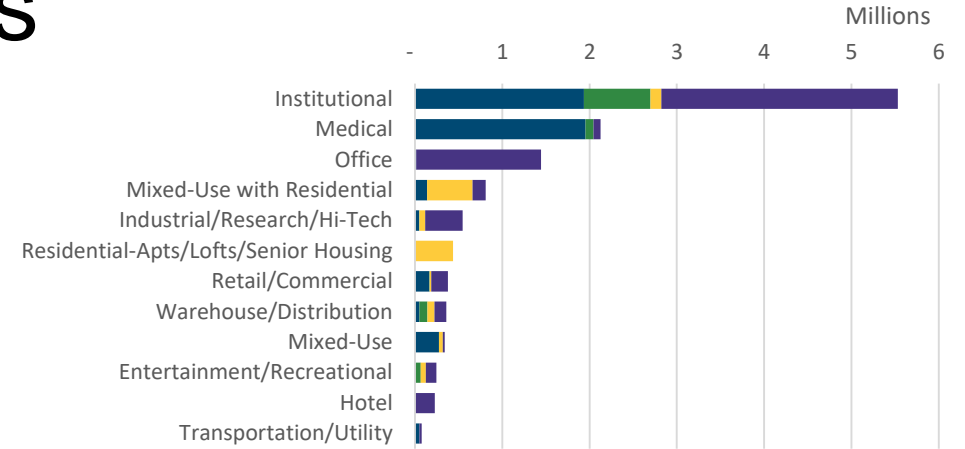
- Database includes new residential construction permits issued between 2015 and 2019
 - Charts show the number of permits issued by station
 - Negligible quantity of permitted residential building activity



Michigan Commuter Corridor Stations

- Dataset includes projects built between 2000 and 2019
- Majority is **institutional**, followed by **medical**, **office**

Permitted Floorspace 2000-2019

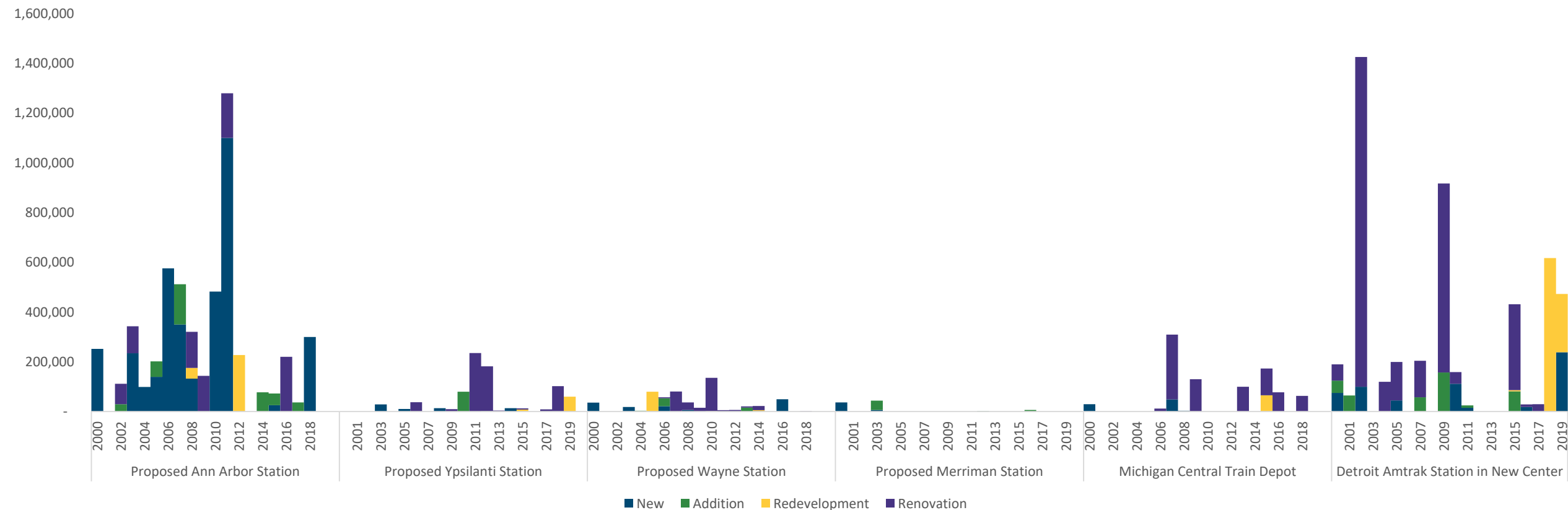


Commercial / Institutional Permits

Michigan Commuter Corridor Stations

- Most permitted activity occurring at either end of the corridor

Permitted Non-Residential or Mixed-Use Floorspace

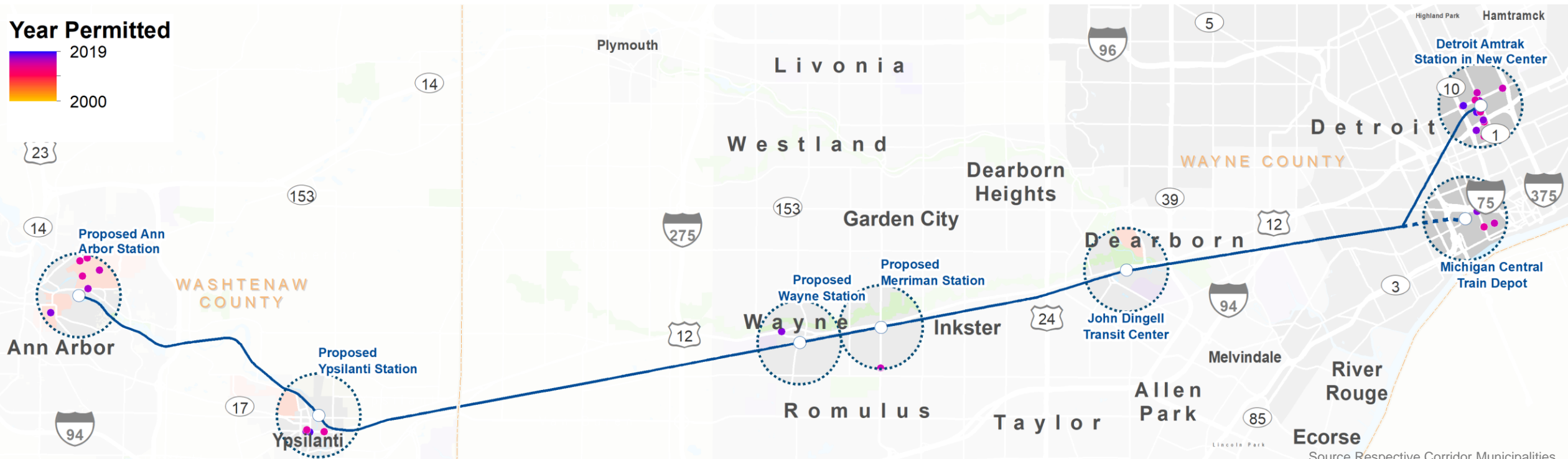
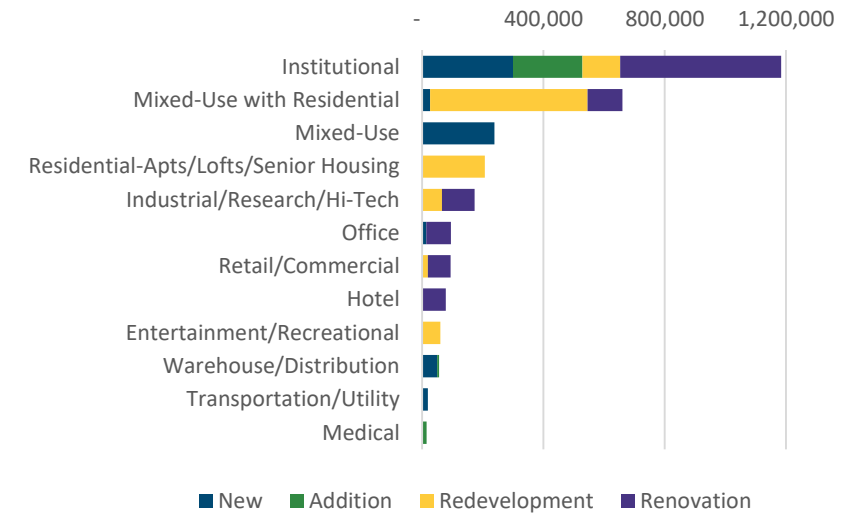


Commercial / Institutional Permits

Michigan Commuter Corridor Stations

- Focusing on 2014-2019, a larger share of the permitted floorspace is **mixed-use** and **residential**, though much of this is redevelopment or renovation

Permitted Floorspace (2014-2019)

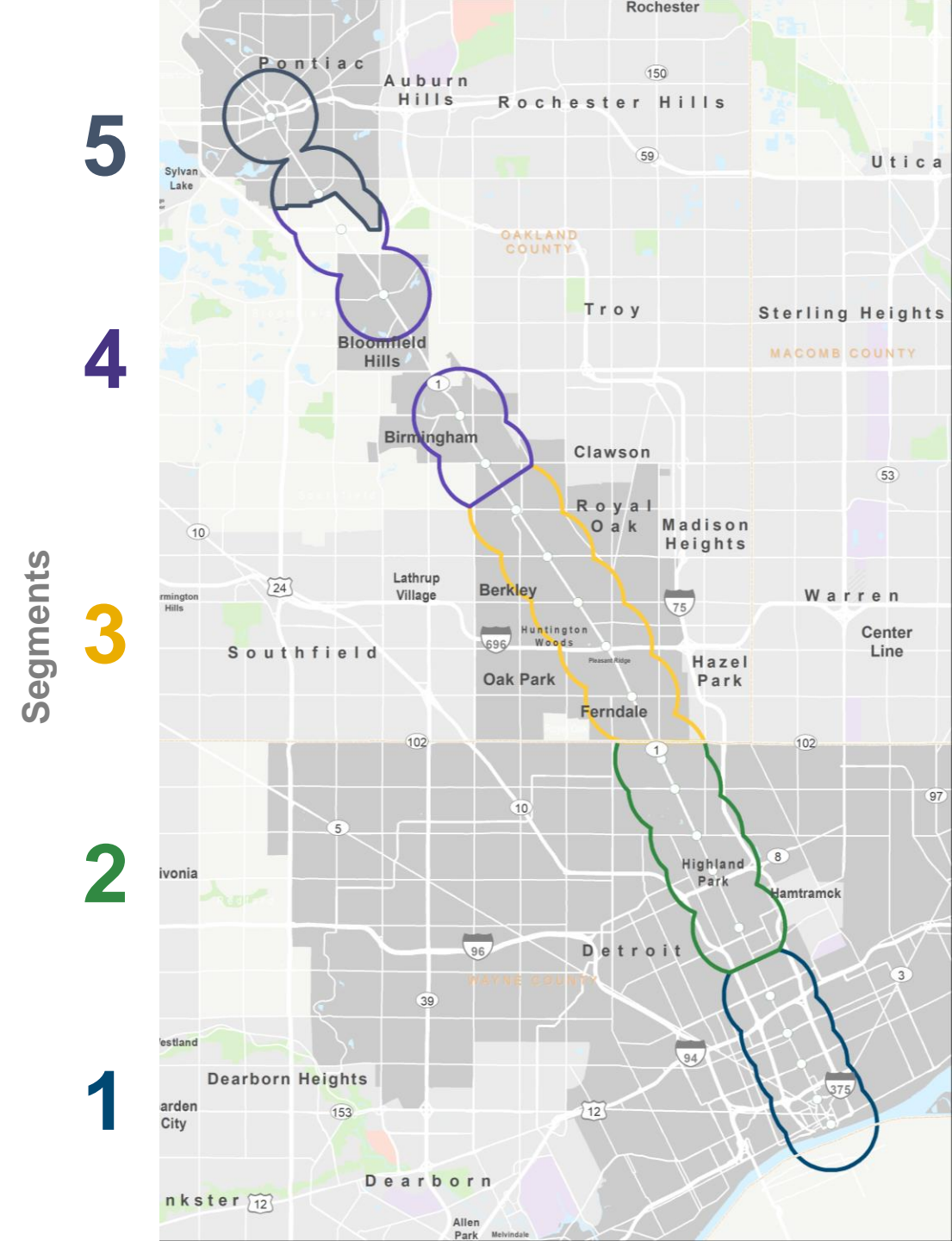


WOODWARD CORRIDOR

APPENDIX



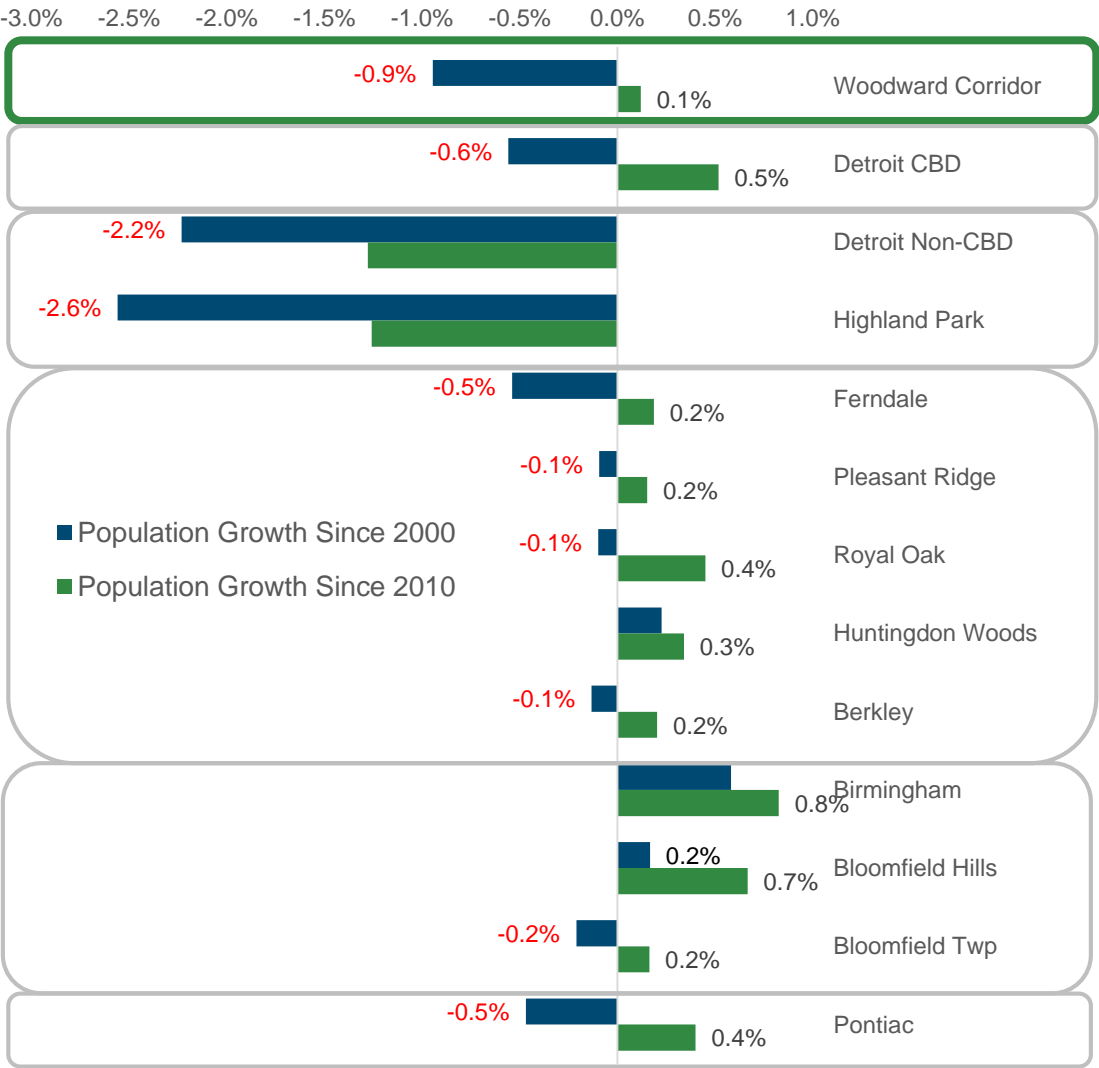
- One-mile radius from proposed stations
- Divided into five segments
 - Pontiac Segment 5
 - Affluent Suburbs Segment 4
 - Near Suburbs Segment 3
 - Detroit Edge Segment 2
 - Detroit Core Segment 1



WOODWARD CORRIDOR: DEMOGRAPHICS

Woodward Corridor

Population Growth

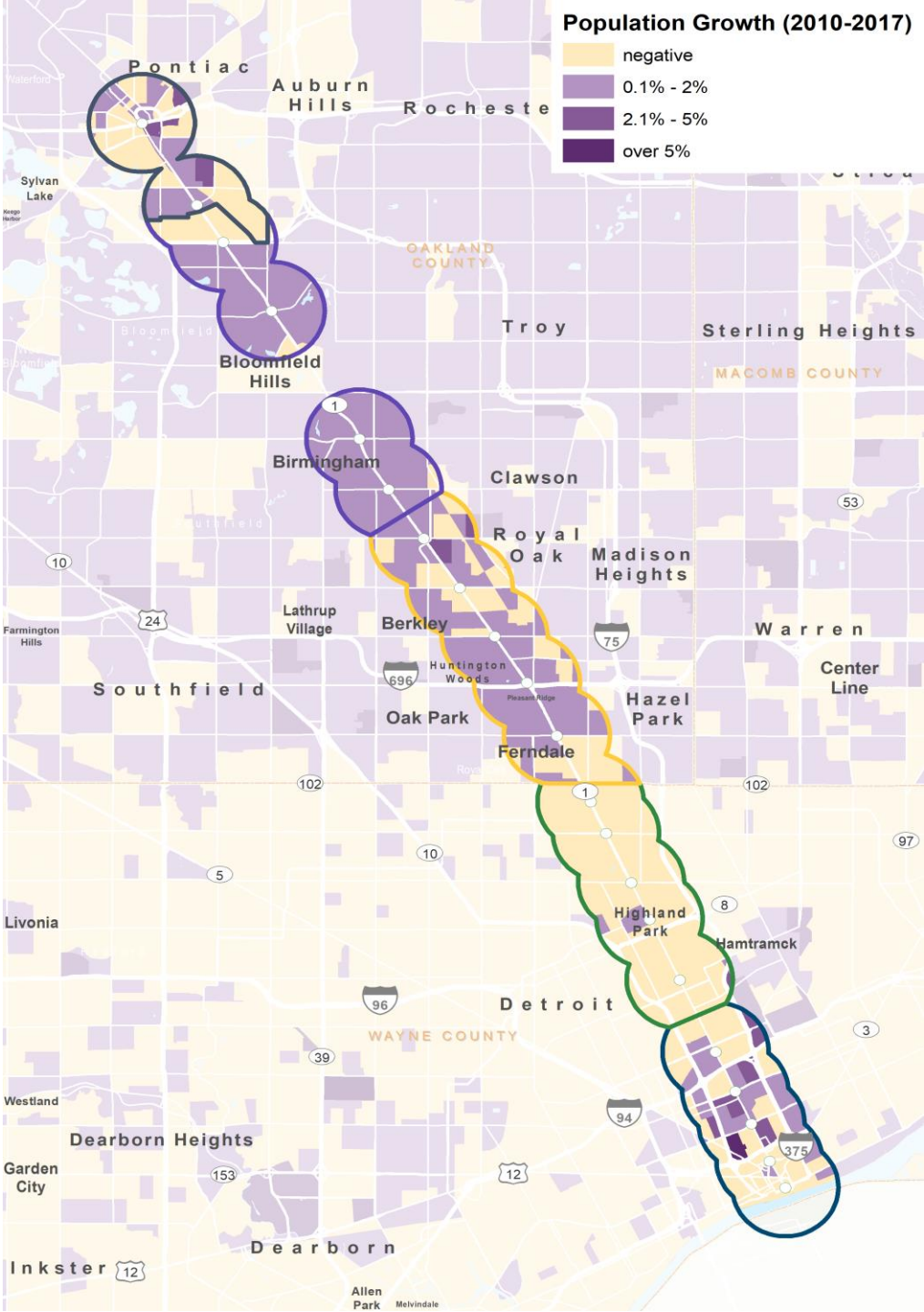


Source: US Census Bureau

Communities

Segments

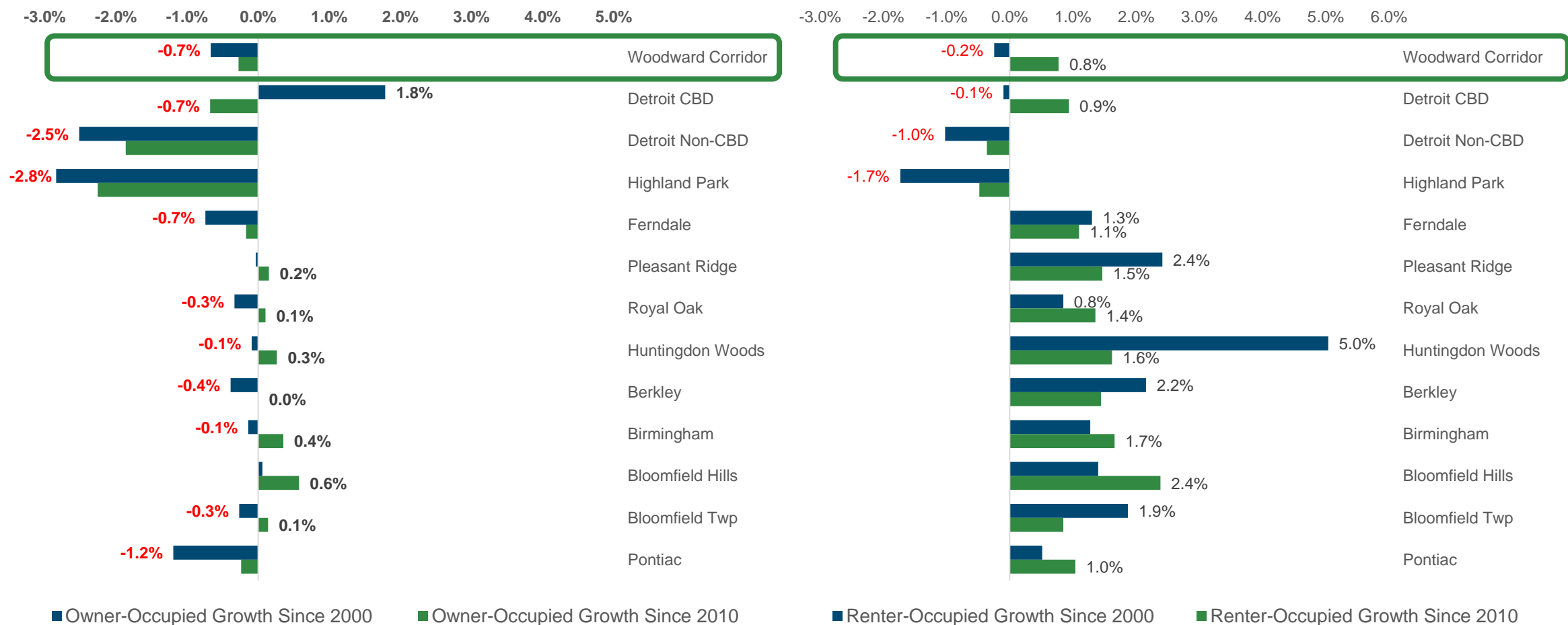
- 1
- 2
- 3
- 4
- 5



Woodward Corridor

Housing Unit Growth by Tenancy

Falling owner-occupied housing along the corridor, and rising renter households since 2010



Homeowners

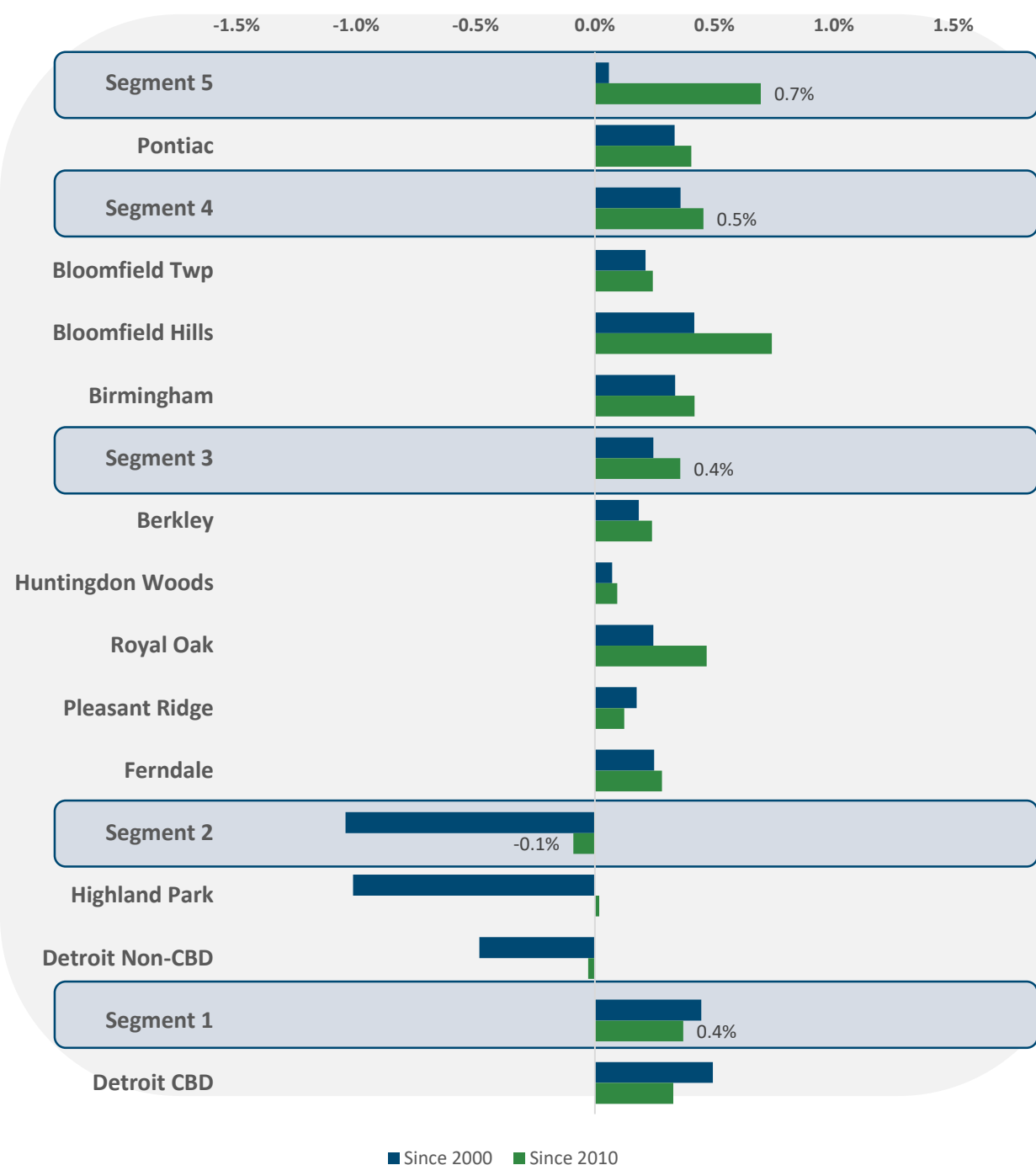
Renters

Source: US Census Bureau

Woodward Segments

Housing Unit Growth

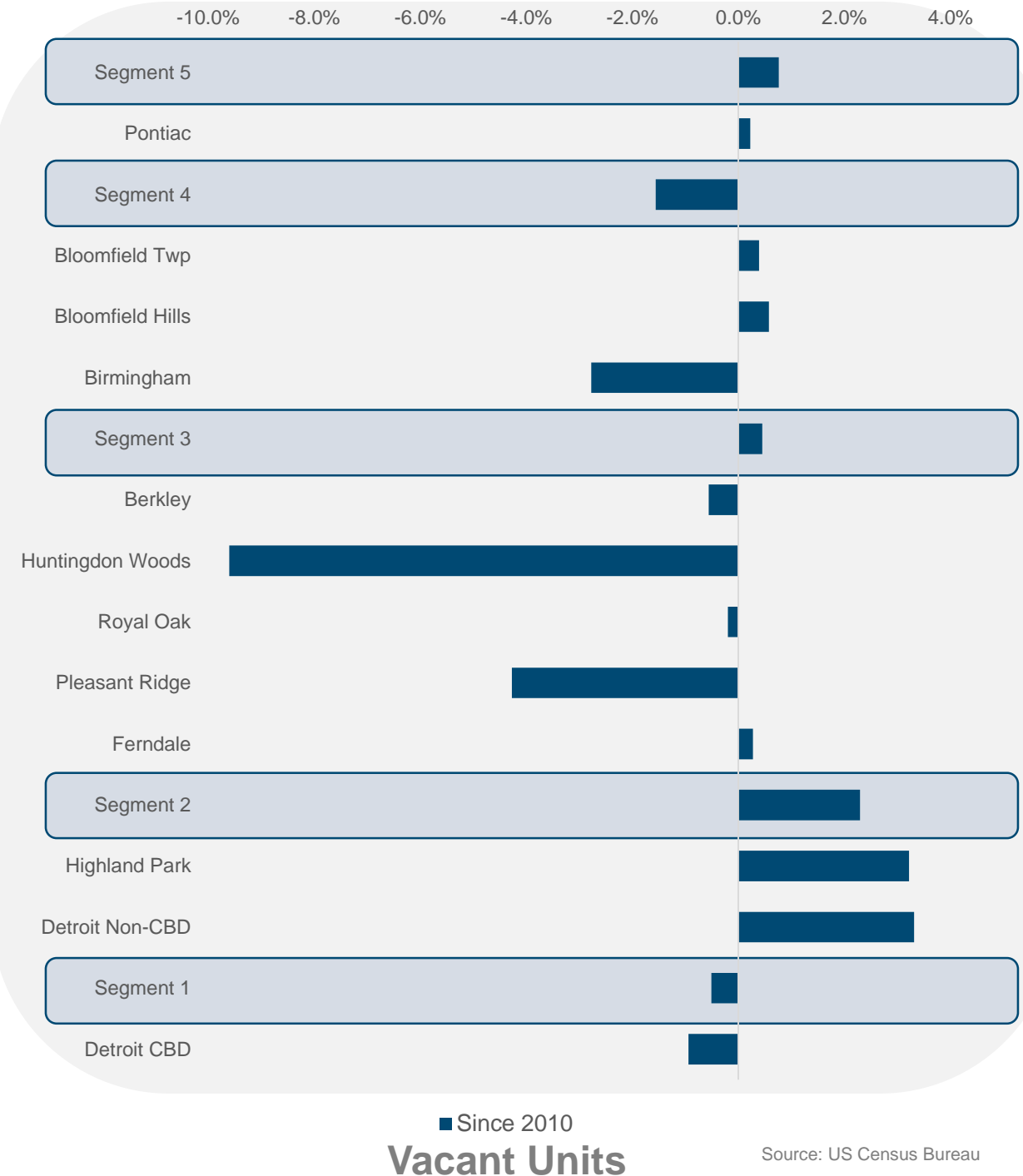
- Corridor grew from 97,500 units in 2010 to 99,700 in 2017—an annualized 0.3% growth
- Among segments, Segment 2 had lowest growth in housing (-0.1%, 122 units) and Segment 5 the highest (0.7%, 380 units)



Woodward Segments

Vacant Unit Growth

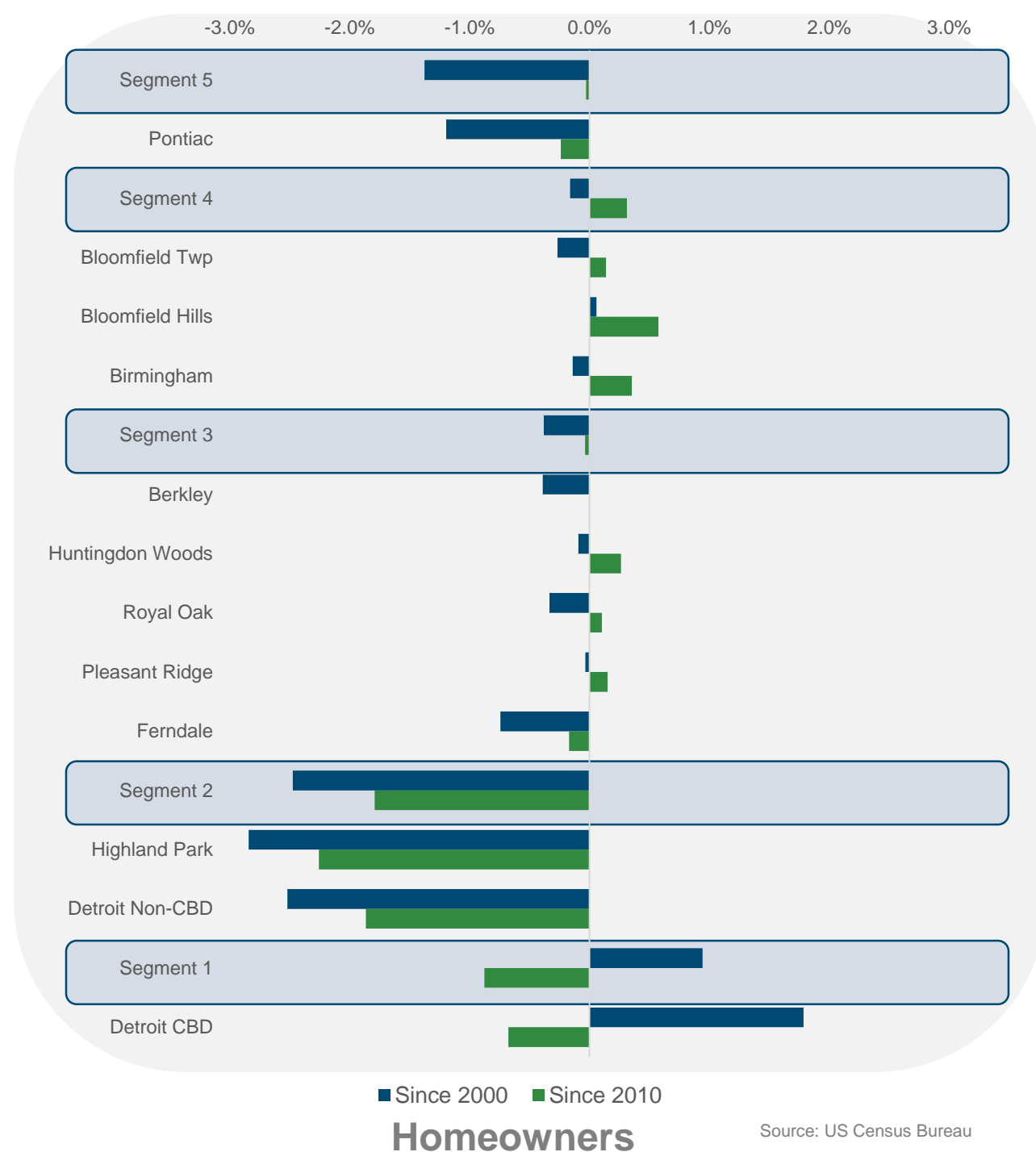
- Since 2010, Woodward Corridor saw 0.6% annual growth in vacant units (710 units)
 - Driven largely by Detroit Non-CBD & Highland Park
- Vacancy dropping in Segment 1 and Segment 4



Woodward Segments

Owner-occupied Housing Growth

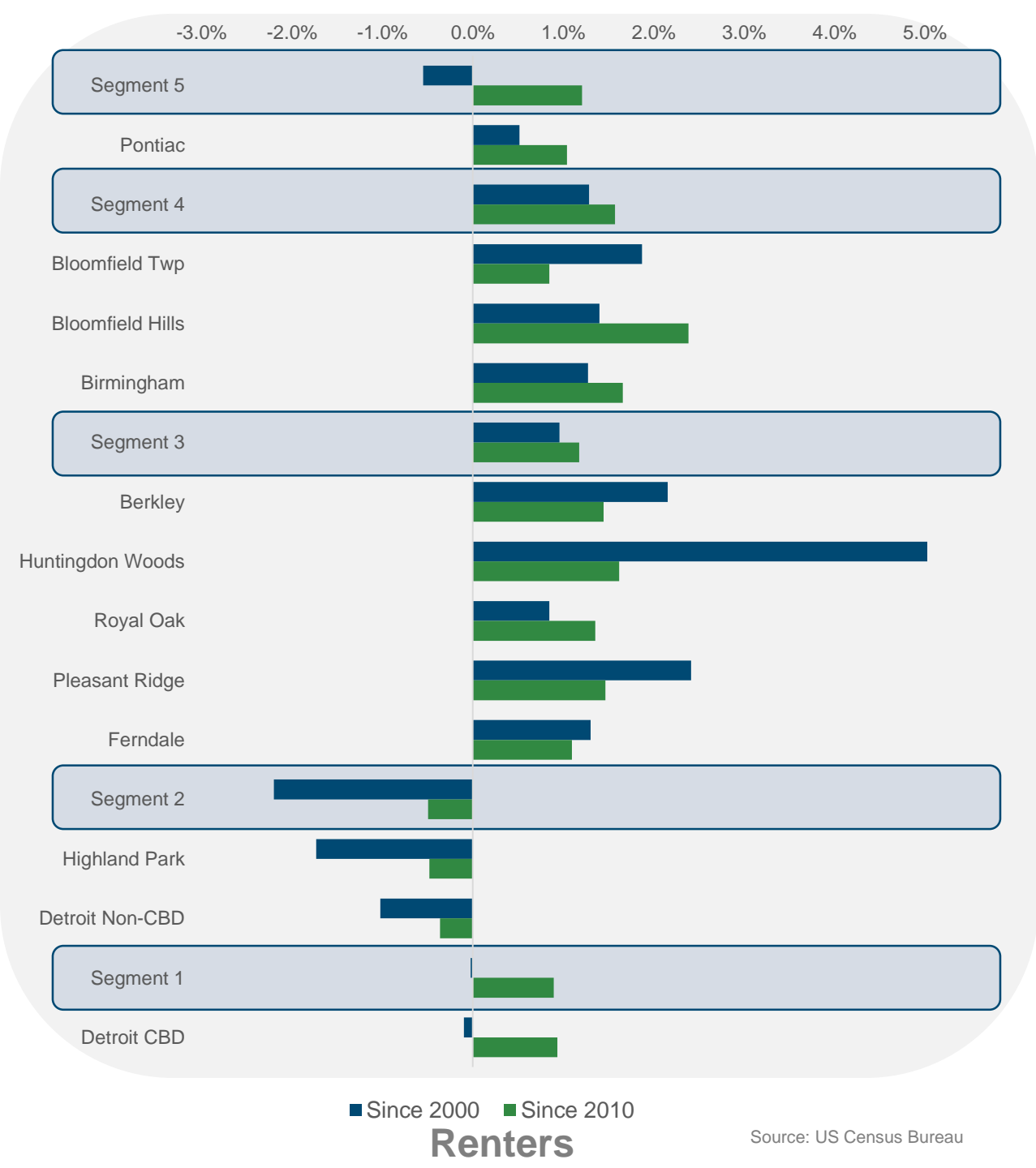
- Owner-occupied housing generally stable in middle segments (3 & 4)
 - Segment 5 stabilizing since 2010
- Segment 2 shown largest drop
- Segment 1 owner occupancy is up since 2000 but down since 2010



Woodward Segments

Renter-occupied Housing Growth

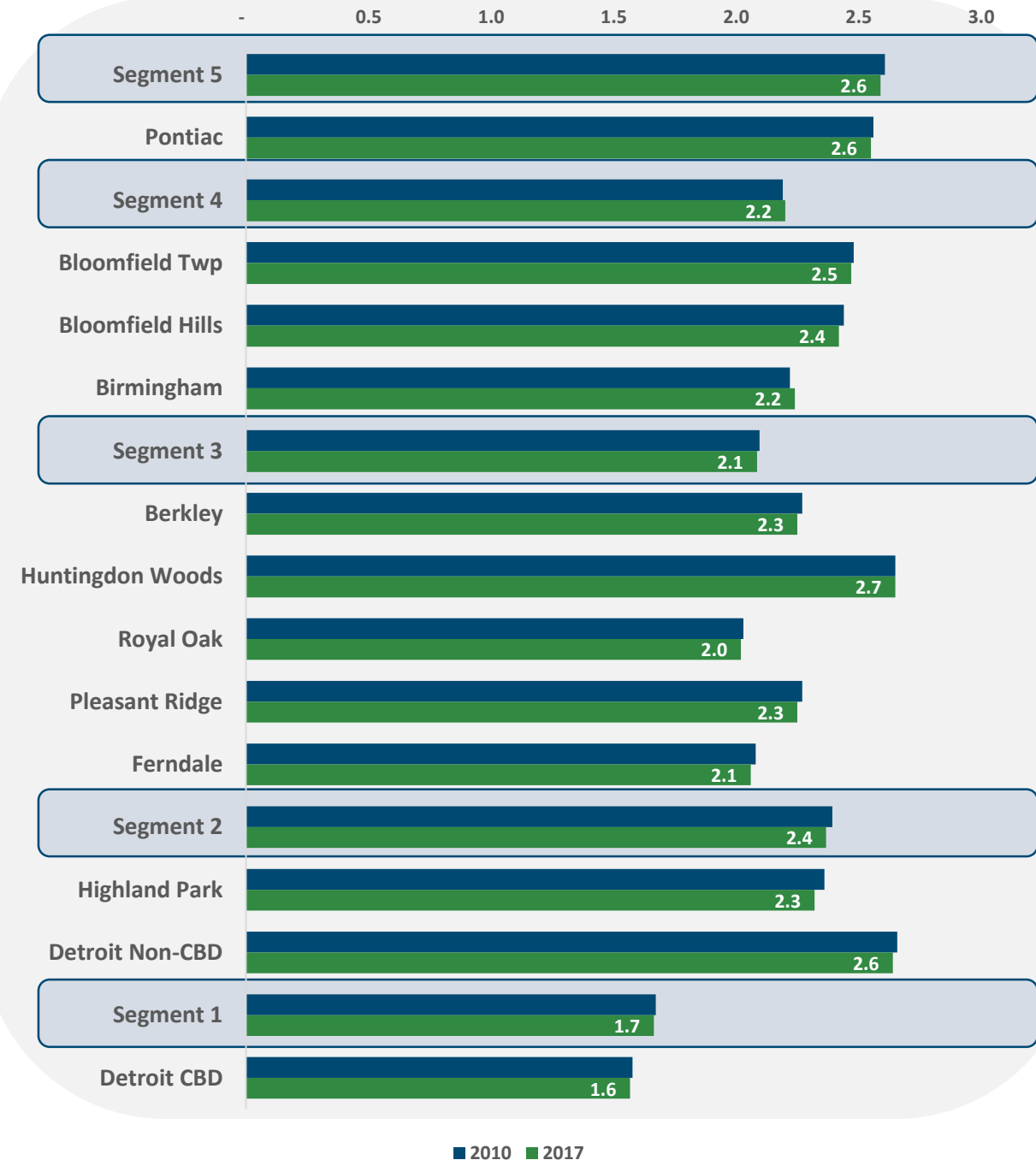
- Since 2010, renter units up across all segments except Segment 2 which has experienced significant population loss.



Woodward Segments

Average Household Size

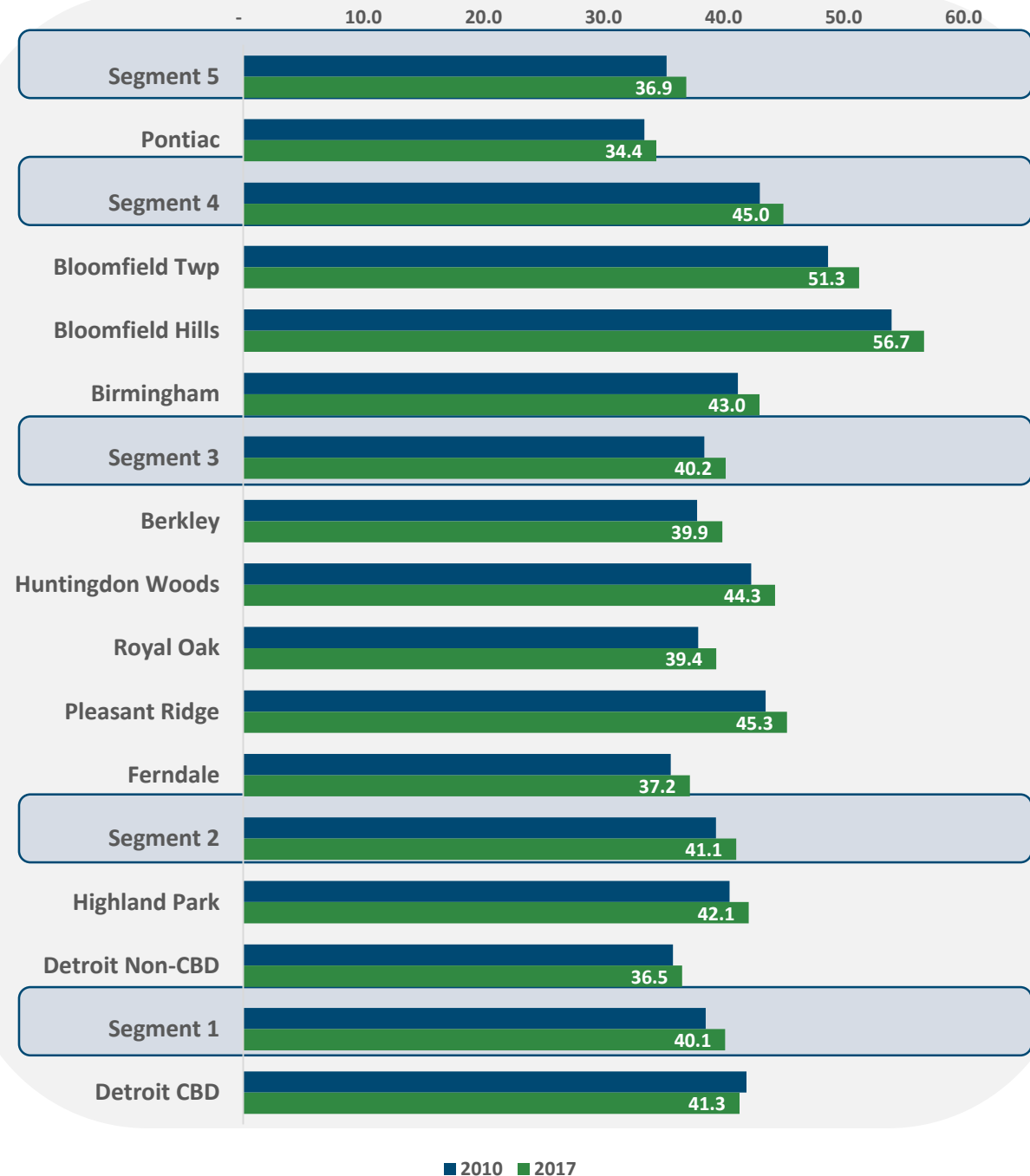
- Corridor-wide average is 2.1 in 2017
- Household size generally increases with distance from Downtown Detroit
- All benchmark communities experiencing slight decreases in household size, except Birmingham



Woodward Segments

Median Age

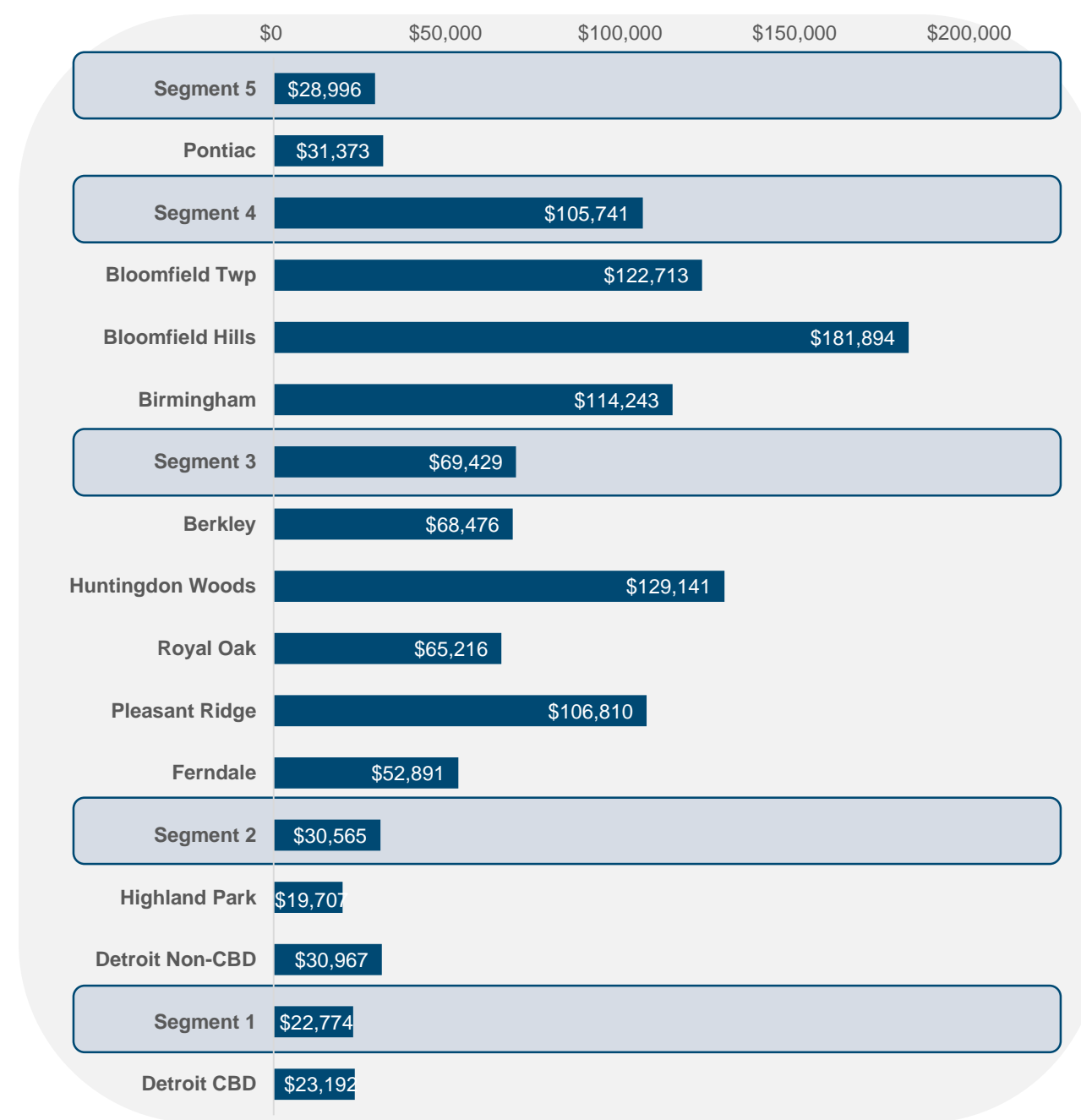
- Corridor-wide figure is 40.8 in 2017
- All segments and benchmark communities experiencing rising median age, except Detroit CBD



Woodward Segments

Median Household Income

- Corridor-wide figure is \$54K
- Highest median household income in Segment 4.



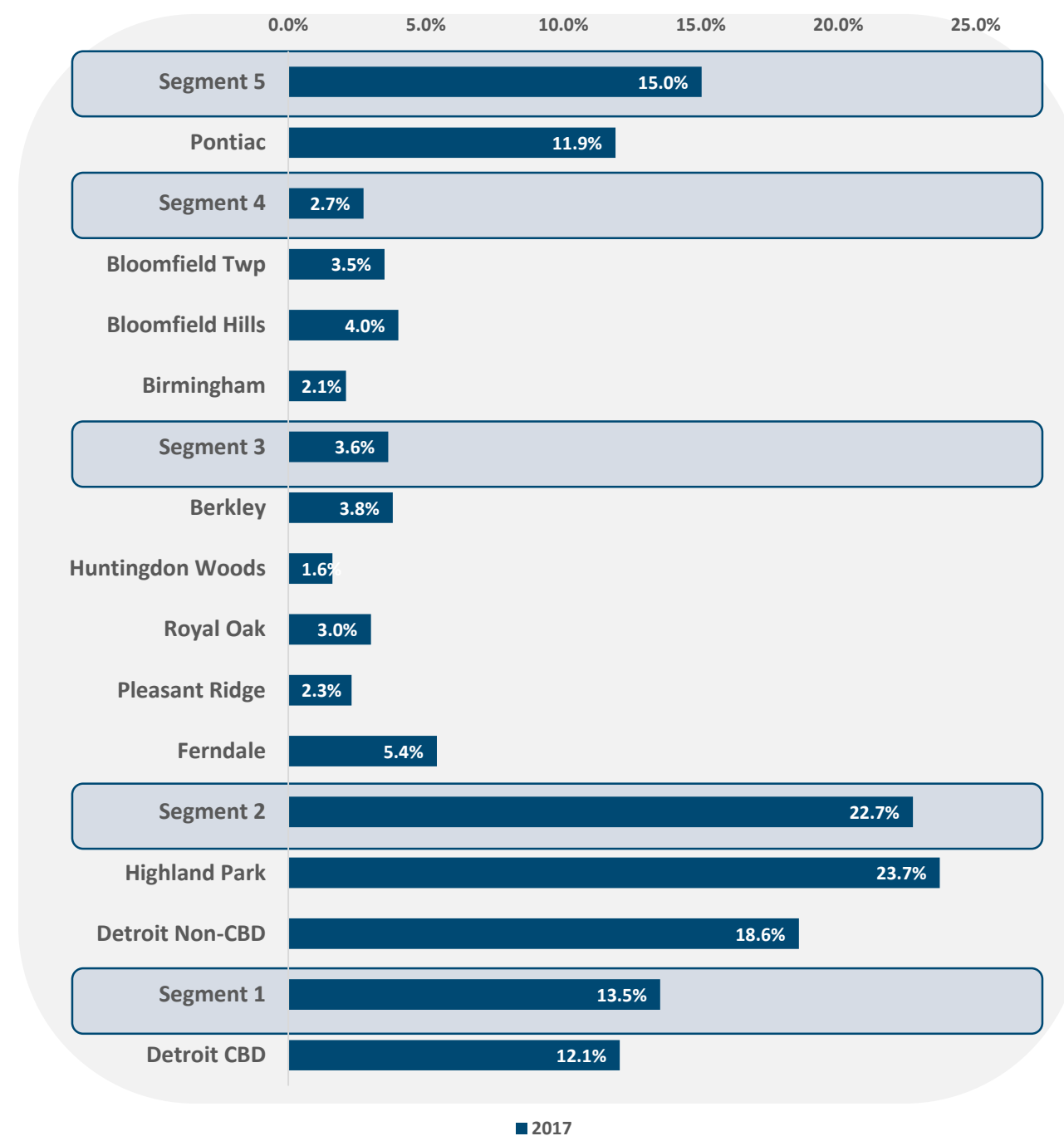
■ 2017

Source: US Census Bureau

Woodward Segments

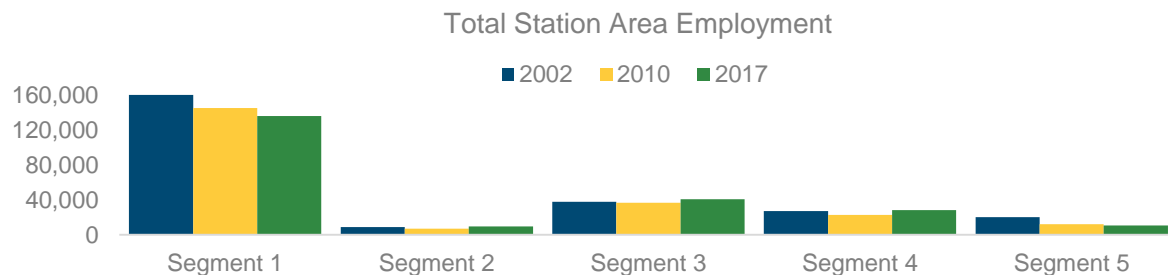
Unemployment Rate

- Corridor-wide figure is 10%
- Significant unemployment in Segment 2, overall segment is losing population and housing units



Corridor Employment

				Pre-Recession (2002-2010)			Post-Recession (2010-2017)			Post vs Pre
TOTAL WOODWARD CORRIDOR	2002	2010	2017	Gain or Loss	Rank	CAGR	Gain or Loss	Rank	CAGR	CAGR Δ
Management of Companies and Enterprises	8,500	7,700	24,000	(759)	7	-1.2%	16,323	1	17.7%	18.8%
Accommodation and Food Services	15,600	18,700	25,200	3,111	2	2.3%	6,487	2	4.3%	2.0%
Construction	4,900	3,700	5,800	(1,234)	10	-3.5%	2,061	3	6.5%	10.1%
Transportation and Warehousing	3,100	1,700	2,800	(1,413)	12	-7.4%	1,103	4	7.6%	15.0%
Manufacturing	16,200	6,300	7,400	(9,898)	20	-11.1%	1,055	5	2.2%	13.4%
Utilities	2,100	3,800	4,700	1,665	3	7.5%	871	6	3.0%	-4.5%
Retail Trade	9,900	8,100	8,900	(1,856)	13	-2.6%	868	7	1.5%	4.0%
Real Estate and Rental and Leasing	2,800	2,300	2,800	(562)	6	-2.7%	531	8	3.0%	5.8%
Professional, Scientific, and Technical Services	22,100	19,800	20,300	(2,308)	14	-1.4%	512	9	0.4%	1.7%
Administration & Support, Waste Management and Remediation	13,300	10,600	11,000	(2,660)	15	-2.8%	392	10	0.5%	3.3%
Information	9,300	5,700	5,800	(3,645)	16	-6.0%	112	11	0.3%	6.3%
Agriculture, Forestry, Fishing and Hunting	0	0	0	(19)	5	--	3	12	--	--
Mining, Quarrying, and Oil and Gas Extraction	0	0	0	(14)	4	--	(16)	13	--	--
Wholesale Trade	5,600	4,700	4,300	(827)	8	-2.0%	(401)	14	-1.3%	0.7%
Other Services (excluding Public Administration)	7,600	6,500	6,000	(1,146)	9	-2.0%	(481)	15	-1.1%	0.9%
Finance and Insurance	9,200	7,900	7,100	(1,254)	11	-1.8%	(798)	16	-1.5%	0.3%
Arts, Entertainment, and Recreation	12,000	7,900	4,700	(4,101)	18	-5.1%	(3,141)	17	-7.0%	-1.9%
Educational Services	32,700	26,000	19,000	(6,775)	19	-2.9%	(6,995)	18	-4.4%	-1.5%
Health Care and Social Assistance	48,600	55,900	48,000	7,293	1	1.8%	(7,936)	19	-2.2%	-3.9%
Public Administration	29,200	25,300	15,800	(3,951)	17	-1.8%	(9,485)	20	-6.5%	-4.7%
Total	252,800	222,400	223,500	(30,353)		-1.6%	1,065		0.1%	

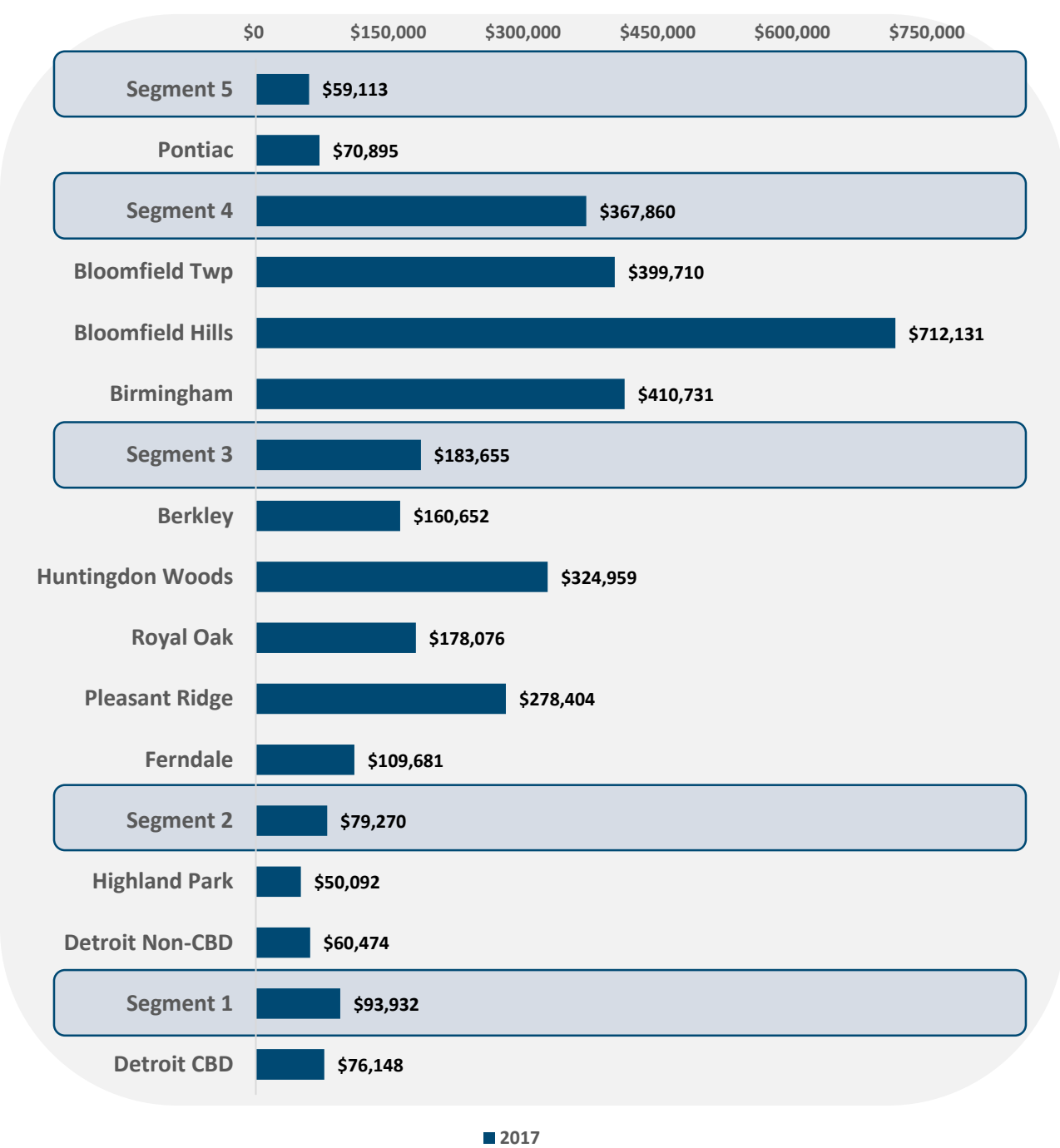


Minimal employment growth
outside of management,
accommodation and food service
sectors.

Woodward Segments

Median Home Value

- Corridor-wide figure is \$155,000

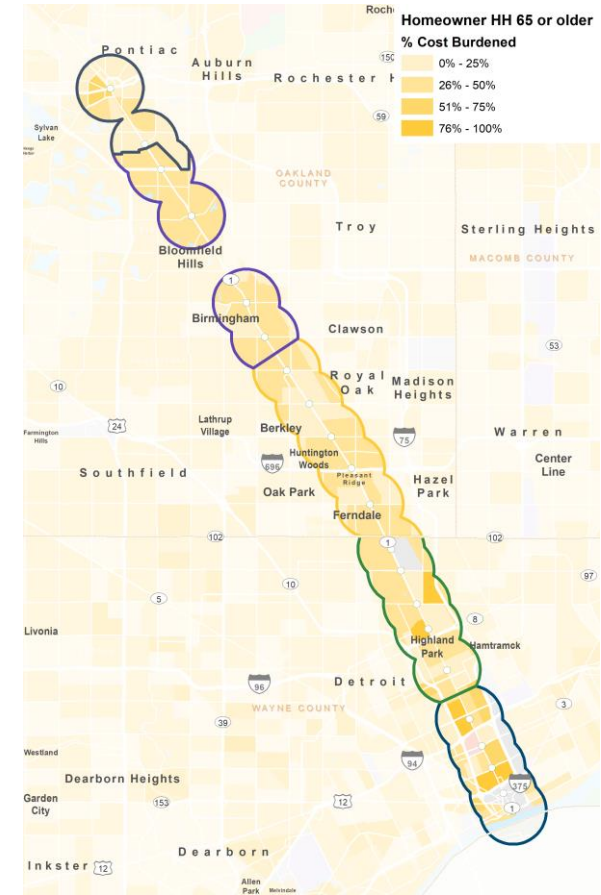
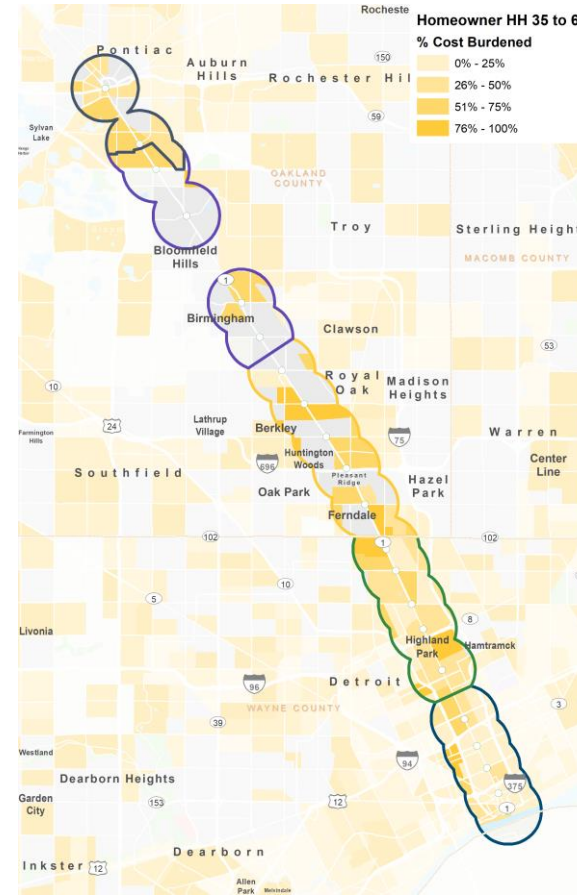
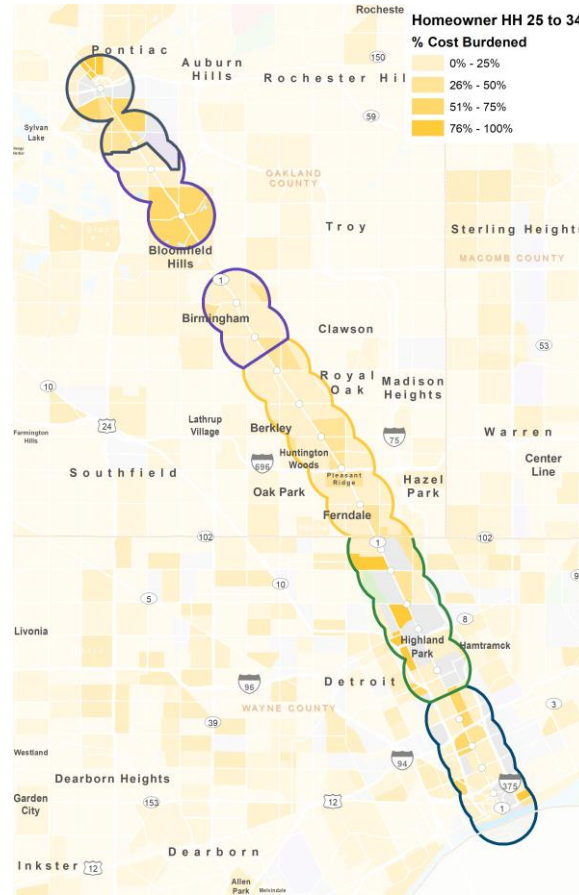
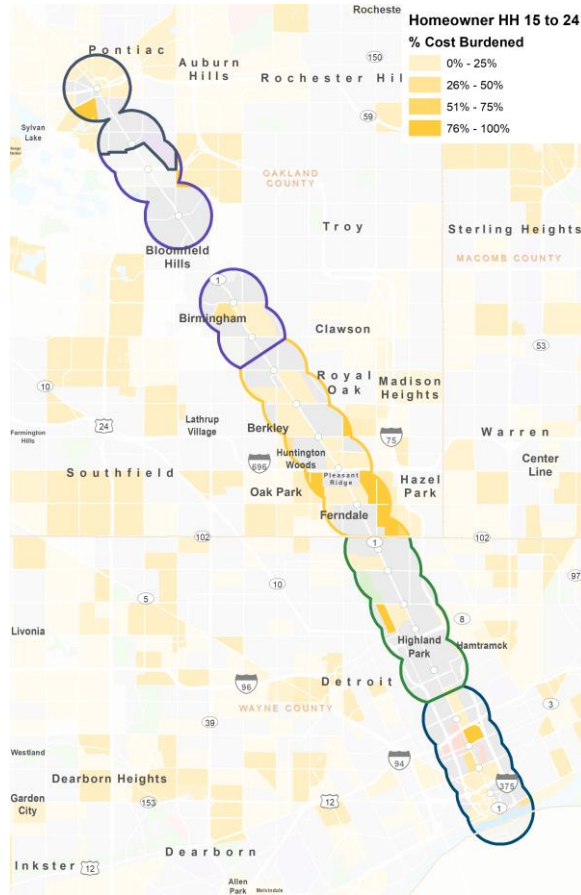


Woodward Segments

Affordability for Homeowners, by Age

- Homeowner Households paying >30% of income for housing
- Young households on the left, senior households on the right

Source: US Census Bureau

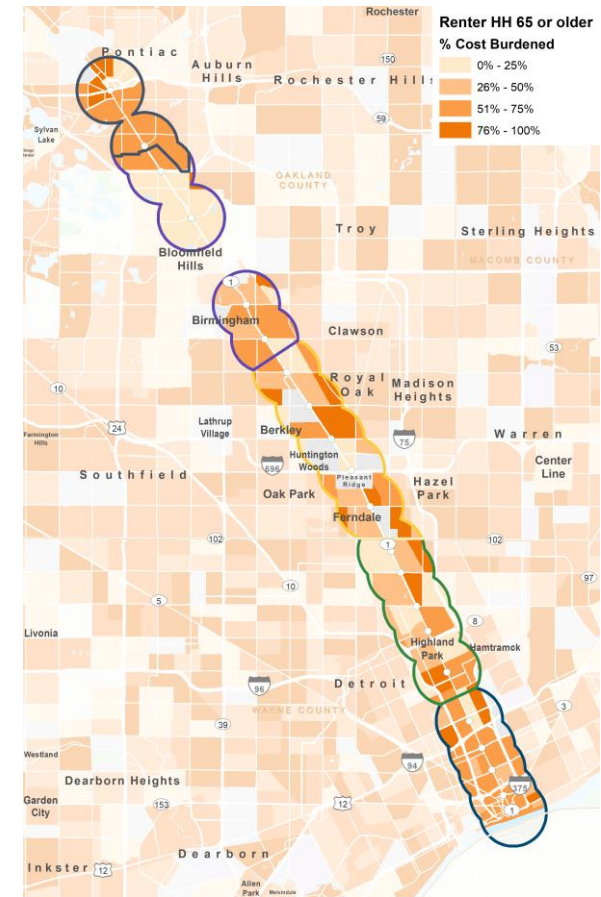
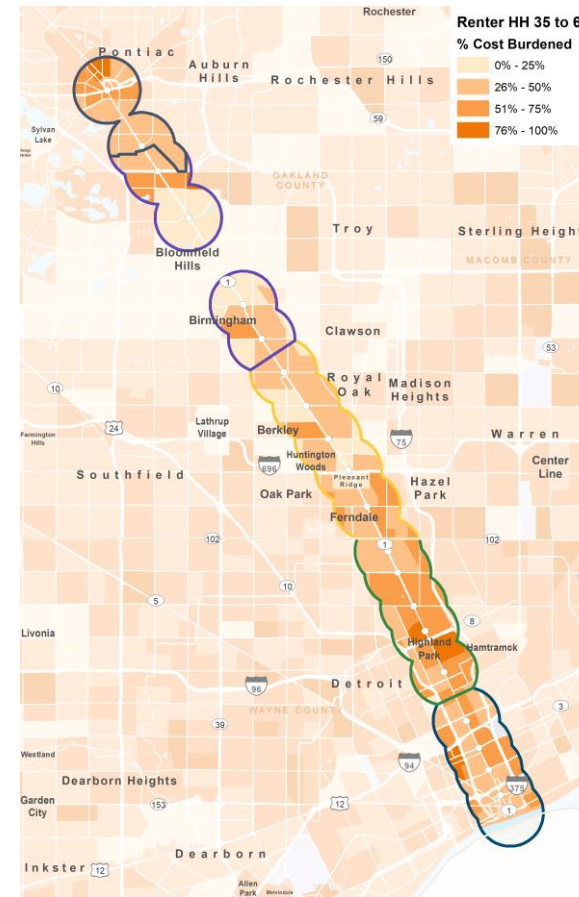
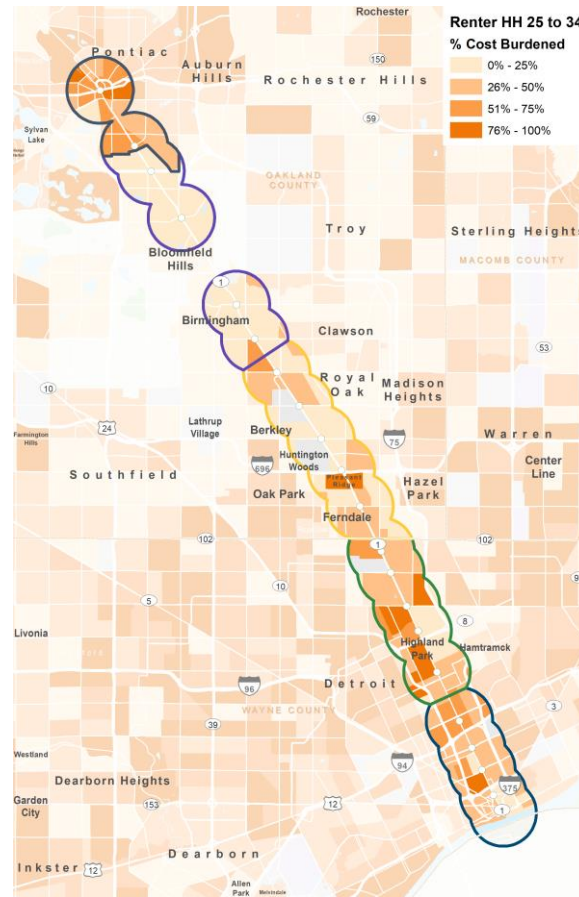


Woodward Segments

Affordability for Renters, by Age

- Renter Households paying >30% of income for housing
- Young households on the left, senior households on the right

Source: US Census Bureau



APPENDIX

WOODWARD CORRIDOR:
REAL ESTATE

Segmented Office Summary

Most expensive office space located in Segment 4, but
densest office located downtown in Segment 1.

Segmented Office Summary	Segment 1	Segment 2	Segment 3	Segment 4	Segment 5
Inventory SF (2010)	39,090,047	1,620,044	2,514,526	6,233,784	3,508,942
Inventory SF (2018)	36,951,192	1,359,047	2,615,508	6,290,369	3,481,883
Inventory SF Δ (2010-2018)	(2,138,855)	(260,997)	100,982	56,585	(27,059)
Gross Rent per SF (2010)	\$19.41	\$13.92	\$19.43	\$26.21	\$14.42
Gross Rent per SF (2018)	\$20.75	\$13.05	\$23.82	\$28.69	\$17.10
Gross Rent CAGR	0.8%	-0.8%	2.6%	1.1%	2.2%
2018 Inventory SF (Built Since 2000)	2,303,566	234,267	359,168	765,300	775,286
Share of Inventory Built Since 2000	6.2%	17.2%	13.7%	12.2%	22.3%
2018 Inventory SF (Built Since 2010)	285,830	0	125,782	186,082	20,000
Share of Inventory Built Since 2010	0.8%	0.0%	4.8%	3.0%	0.6%
Gross Rent per SF (2018) - Post 2000 Buildings	\$25.74	--	\$30.25	\$32.98	\$27.67
Gross Rent Premium - Post 2000 Buildings	24.0%	--	27.0%	15.0%	61.9%
Gross Rent Premium \$	\$4.98	--	\$6.42	\$4.29	\$10.58

Segmented Multi-Family Summary

Limited inventory north along corridor. Significant MF inventory downtown in Segment 1.

Segmented Multi-Family	Segment 1	Segment 2	Segment 3	Segment 4	Segment 5
Inventory Units (2010)	18,956	4,866	3,653	879	1,050
Inventory Units (2018)	20,387	4,786	3,819	908	1,082
Inventory Units Δ (2010-2018)	1,431	(80)	166	29	32
Asking Rent per SF (2010)	\$0.98	\$0.80	\$1.08	\$1.32	\$0.79
Asking Rent per SF (2018)	\$1.32	\$0.92	\$1.36	\$1.68	\$0.89
Asking Rent CAGR	3.7%	1.8%	2.9%	3.1%	1.5%
2018 Inventory Units (Built Since 2000)	3,458	286	283	67	306
Share of Inventory Built Since 2000	17.0%	6.0%	7.4%	7.4%	28.3%
2018 Inventory Units (Built Since 2010)	2,408	0	194	29	60
Share of Inventory Built Since 2010	11.8%	0.0%	5.1%	3.2%	5.5%
Asking Rent per SF (2018) - Post 2000 Buildings	\$1.69	\$0.96	\$2.05	\$2.22	\$1.07
Asking Rent Premium - Post 2000 Buildings	28.1%	4.0%	50.9%	32.6%	20.1%
Asking Rent Premium \$	\$0.37	\$0.04	\$0.69	\$0.55	\$0.18

Woodward Corridor (MF Delivered Since 2010)



The Plaza (Conversion)

Segment 1 (Midtown)

Delivered in 2017 (Market Rate)

Unit Mix: 72 total units

One-Bedroom: 50 units

Two-Bedroom: 20 units

Three-Bedroom: 2 units

Key Metrics:

Asking Rent: \$2.17 per SF (65% premium)

Avg Unit Size: 969 SF



Phillip House (Conversion)

Segment 1 (Detroit Core)

Delivered in 2018 (Market Rate)

Unit Mix: 89 total units

Studio: 36 units

One-Bedroom: 43 units

Two-Bedroom: 10 units

Key Metrics:

Asking Rent: \$2.11 per SF (60% premium)

Avg Unit Size: 648 SF



Highland Manor

Segment 2 (Highland Park)

Delivered in 2010 (Rent Restricted)

Unit Mix: 48 units

Two-Bedroom: 37 units

Three-Bedroom: 11 units

Key Metrics:

Asking Rent: \$0.62 per SF (33% discount)

Avg Unit Size: 1,034 SF

Woodward Corridor (MF Delivered Since 2010)



Ferndalehaus

Segment 3 (Ferndale)

Delivered in 2019 (Market Rate)

Unit Mix: 108 total units

Studio: 44 units

One-Bedroom: 59 units

Two-Bedroom: 5 units

Key Metrics:

Asking Rent: \$2.39 per SF (76% premium)

Avg Unit Size: 577 SF



1193 Floyd Street

Segment 4 (Birmingham)

Delivered in 2019 (Market Rate)

Unit Mix: 8 total units

One-Bedroom: 4 units

Two-Bedroom: 4 units

Key Metrics:

Asking Rent: \$2.37 per SF (41% premium)

Avg Unit Size: 869 SF



Ten West Lofts (Conversion)

Segment 5 (Pontiac)

Delivered in 2012 (Market Rate)

Unit Mix: 14 units

One-Bedroom: 10 units

Two-Bedroom: 4 units

Key Metrics:

Asking Rent: \$0.96 per SF (7% premium)

Avg Unit Size: 732 SF

Segmented Retail Summary

Retail evenly distributed throughout the corridor. Most expensive retail in Segments 3 and 4.

Segmented Retail	Segment 1	Segment 2	Segment 3	Segment 4	Segment 5
Inventory (2010)	4,718,888	1,474,637	3,935,048	3,003,655	1,220,554
Inventory (2018)	4,428,899	1,815,759	3,742,713	3,017,908	1,096,050
Inventory Δ (2010-2018)	(289,989)	341,122	(192,335)	14,253	(124,504)
NNN Rent per SF (2010)	\$10.05	\$15.93	\$16.77	\$22.00	\$7.54
NNN Rent per SF (2018)	\$17.68	\$14.16	\$19.95	\$24.35	\$10.69
NNN Rent CAGR	7.3%	-1.5%	2.2%	1.3%	4.5%
2018 Inventory SF (Built Since 2000)	245,833	508,428	388,605	804,793	41,183
Share of Inventory Built Since 2000	5.6%	28.0%	10.4%	26.7%	3.8%
2018 Inventory SF (Built Since 2010)	67,255	347,315	127,412	106,984	11,280
Share of Inventory Built Since 2010	1.5%	19.1%	3.4%	3.5%	1.0%
NNN Rent per SF (2018) - Post 2000 Buildings	\$20.93	\$19.07	\$27.97	\$25.65	\$15.50
NNN Rent Premium - Post 2000 Buildings	18.4%	34.7%	40.2%	5.4%	45.0%
NNN Rent Premium \$	\$3.26	\$4.91	\$8.03	\$1.31	\$4.81

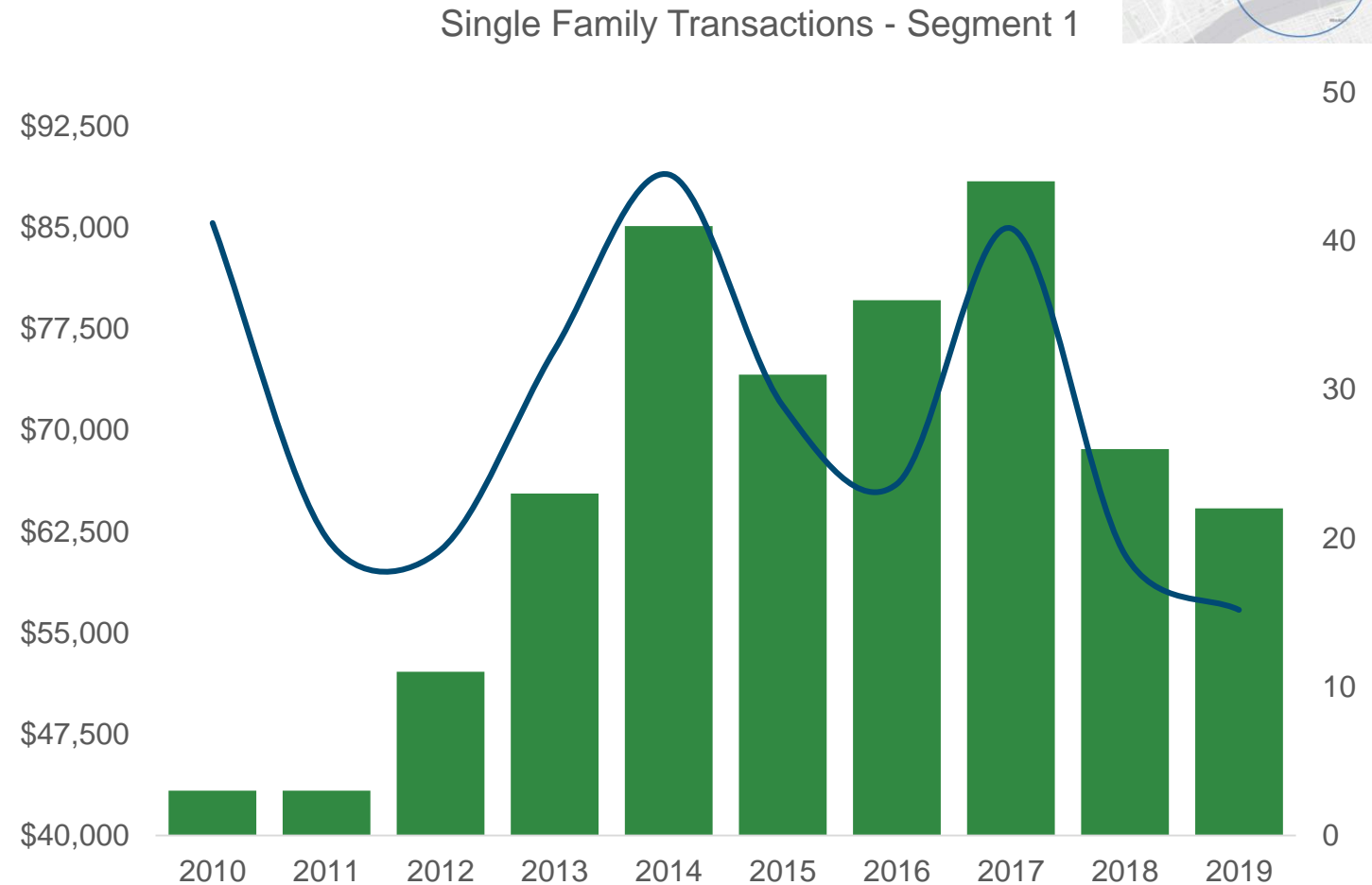
Segmented Industrial Summary

Significant industrial located throughout the entire corridor.

Segmented Industrial	Segment 1	Segment 2	Segment 3	Segment 4	Segment 5
Inventory (2010)	14,498,249	9,245,913	5,524,984	2,095,013	6,913,545
Inventory (2018)	13,501,052	8,321,424	5,332,000	1,987,712	3,632,523
Inventory Δ (2010-2018)	(997,197)	(924,489)	(192,984)	(107,301)	(3,281,022)
All Service Rent per SF (2010)	\$3.27	\$2.90	\$4.12	\$4.54	\$4.07
All Service Rent per SF (2018)	\$4.65	\$4.18	\$5.23	\$6.00	\$5.47
All Service Rent CAGR	4.5%	4.7%	3.0%	3.5%	3.8%
2018 Inventory SF (Built Since 2000)	289,396	1,593,288	11,209	52,160	586,773
Share of Inventory Built Since 2000	2.1%	19.1%	0.2%	2.6%	16.2%
2018 Inventory SF (Built Since 2010)	275,000	300,000	0	16,400	160,272
Share of Inventory Built Since 2010	2.0%	3.6%	0.0%	0.8%	4.4%
All Service Rent per SF (2018) - Post 2000 Buildings	--	\$5.96	--	--	\$10.87
All Service Rent Premium - Post 2000 Buildings	--	42.7%	--	--	98.6%
All Service Rent Premium \$	--	\$1.78	--	--	\$5.40

Single Family Home Transactions – SEGMENT 1

- Average single-family improved home values in Segment 1 have decreased over the period after peaking in 2014 at ~\$89,900 and in 2017 at ~\$84,900.
- Along with transaction price, transaction volume is also decreasing in Segment 1 since peaks in 2014 (41) and 2017 (44).
 - Segment 1 has seen the sale of 24 single-family homes annually since 2010.

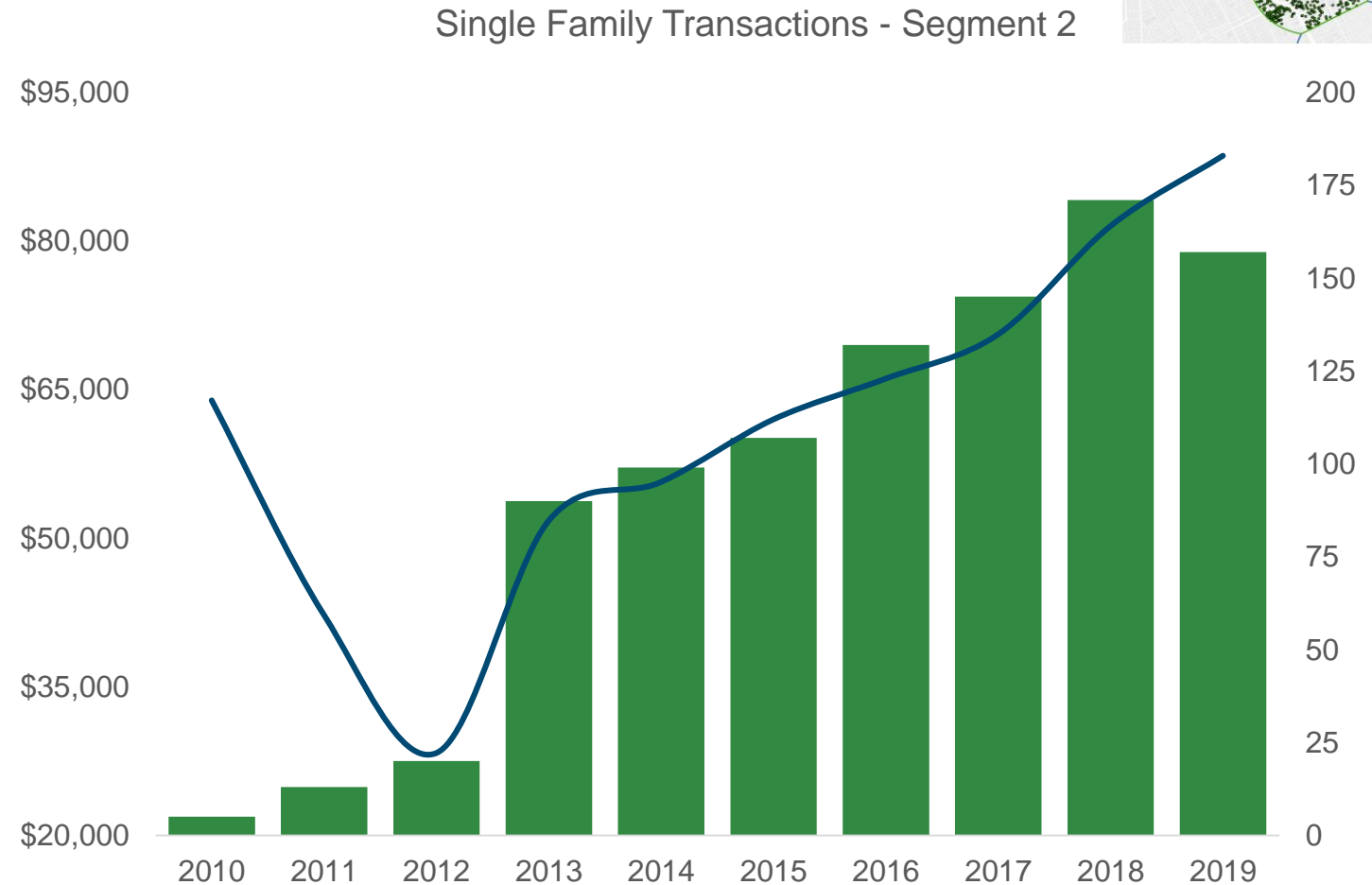


*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

Single Family Home Transactions – SEGMENT 2



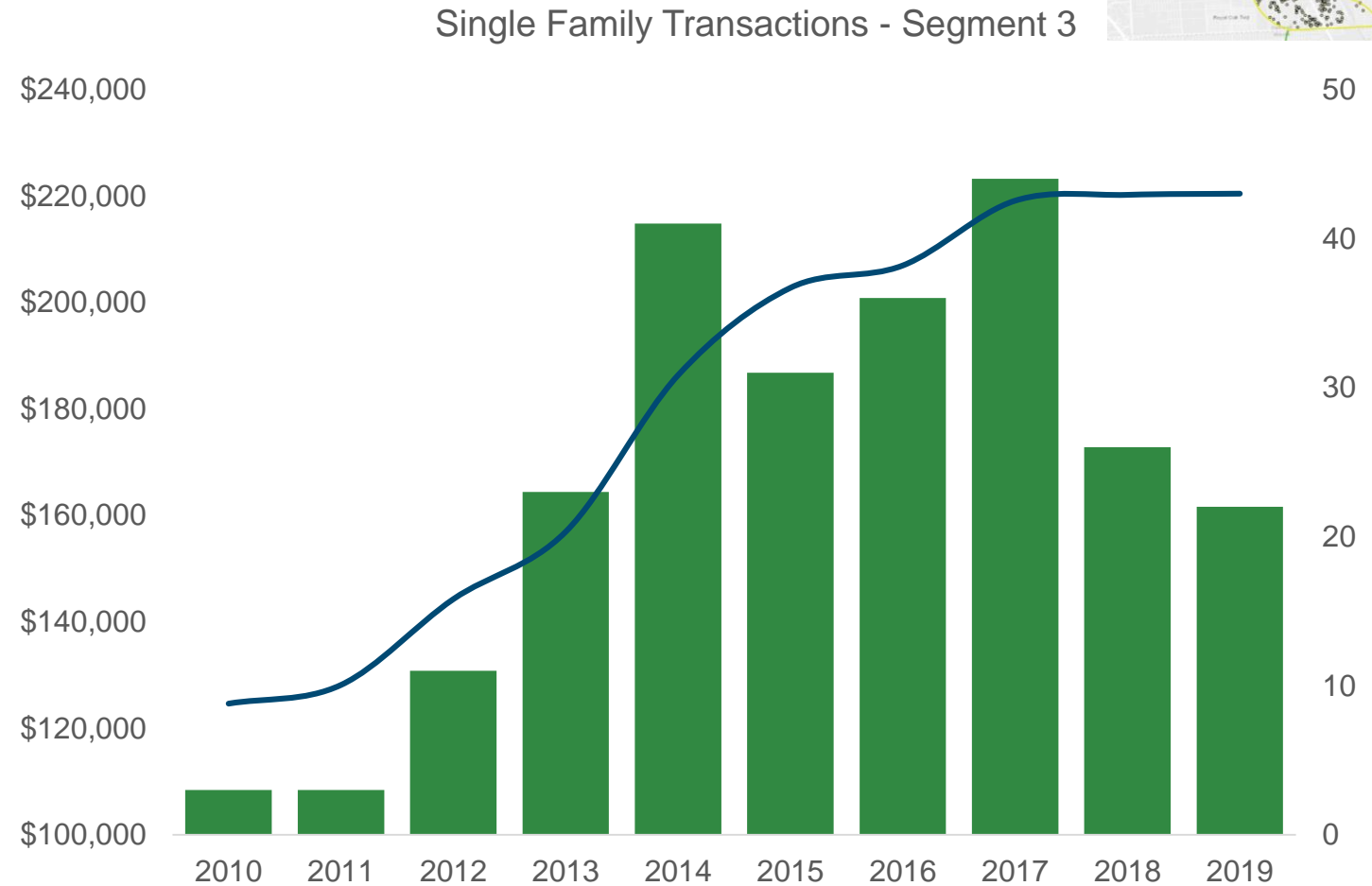
- Average single-family improved home values have steadily increased since 2013 in Segment 2.
 - Growing by 9.4% annually from ~\$51,800 in 2013 to ~\$88,600 in 2019.
- Segment 2 has seen the highest single-family transaction volume along the corridor.
 - Annually, Segment 2 has seen the sale of 94 single-family homes since 2010, but the trend has accelerated to 129 annual home sales since 2013.



*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

Single Family Home Transactions – SEGMENT 3

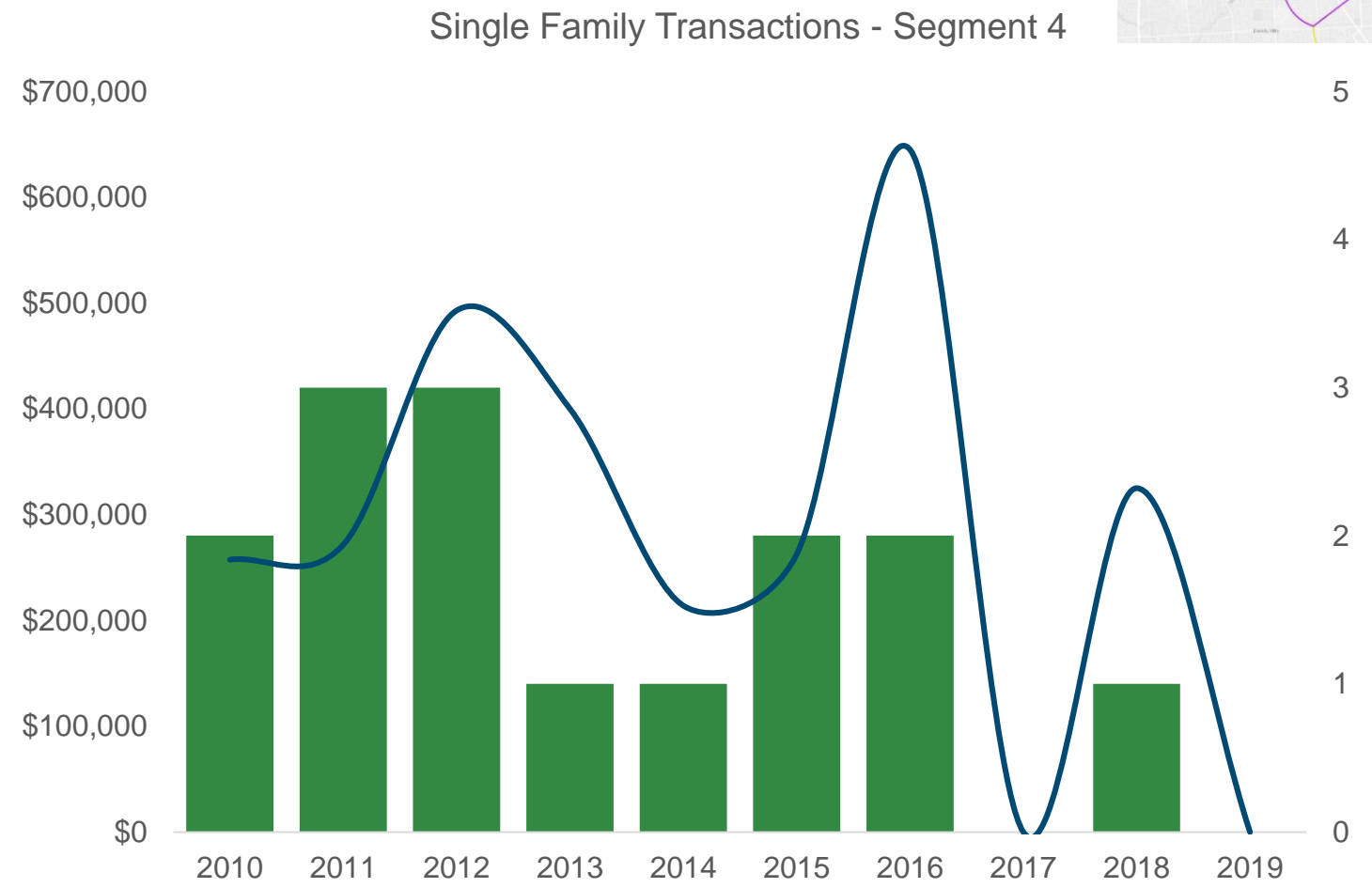
- Average single-family improved home values have increased in Segment 3 over the period, stabilizing between 2017 and 2019.
 - Average transaction value has grown by 6.5% annually over the period, or from ~\$124,600 in 2010 to ~\$220,400 in 2019.
- Segment 3 has seen the second highest transaction volume along the corridor, behind Segment 2.
 - Segment 3 has seen the sale of 42 single-family homes annually since 2010.



*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

Single Family Home Transactions – SEGMENT 4

- While the volume of single-family transactions has been negligible in Segment 4, the average transaction price over the period is the highest along corridor at ~\$370,900.
- Since 2010, only 15 single-family, arms-length transactions have occurred in Segment 4.

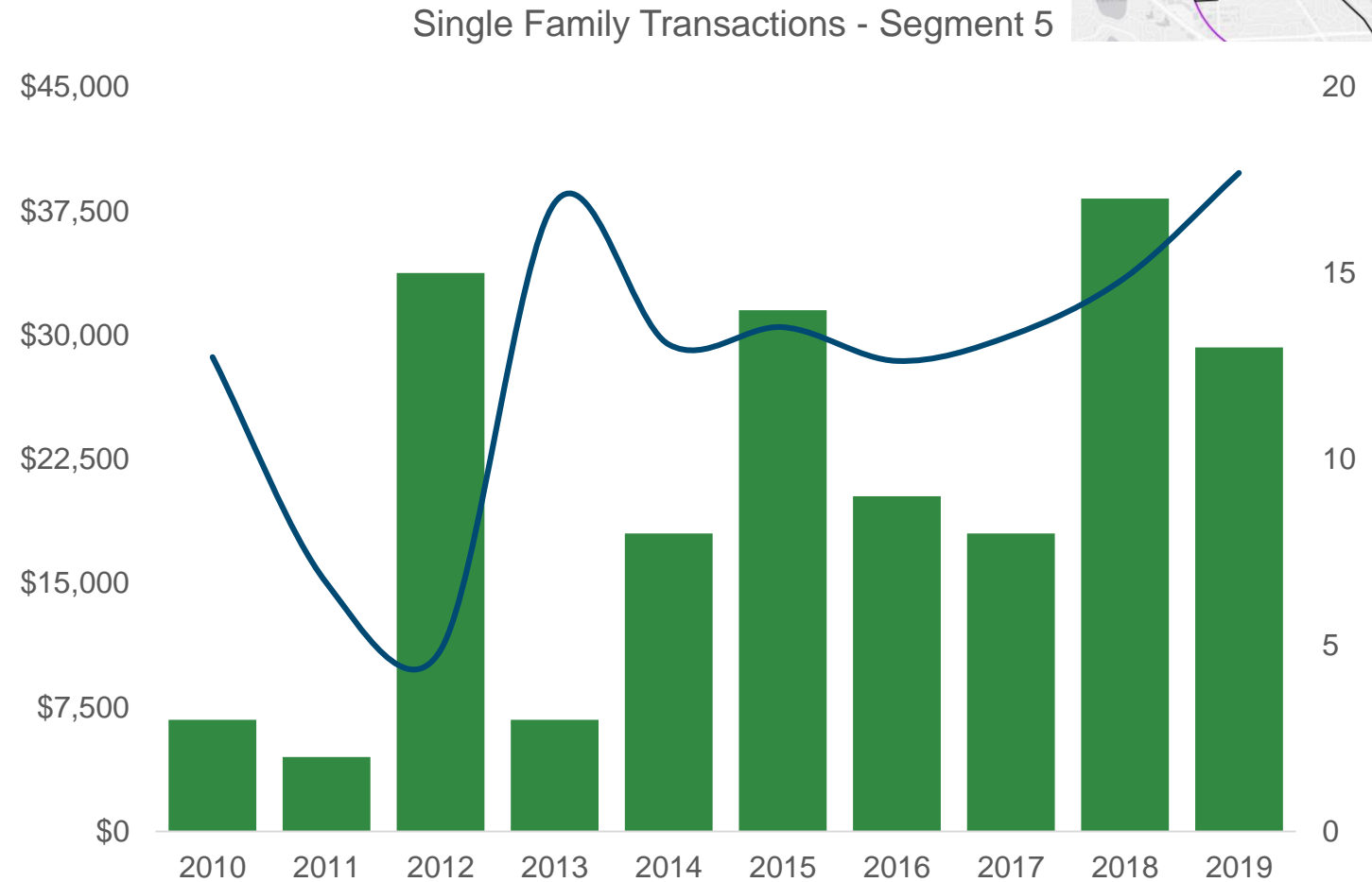


*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

Single Family Home Transactions – SEGMENT 5



- Average single-family improved home values within Segment 5 are lowest along corridor, but have seen accelerated growth since 2016.
 - Average transaction value has increased by 11.9% annually since 2016 and the average transaction price has reached ~\$39,800 as of 2019.
- Since 2010, there have been 92 single-family improved transactions in Segment 5.
 - Resulting in ~9 annual transactions.

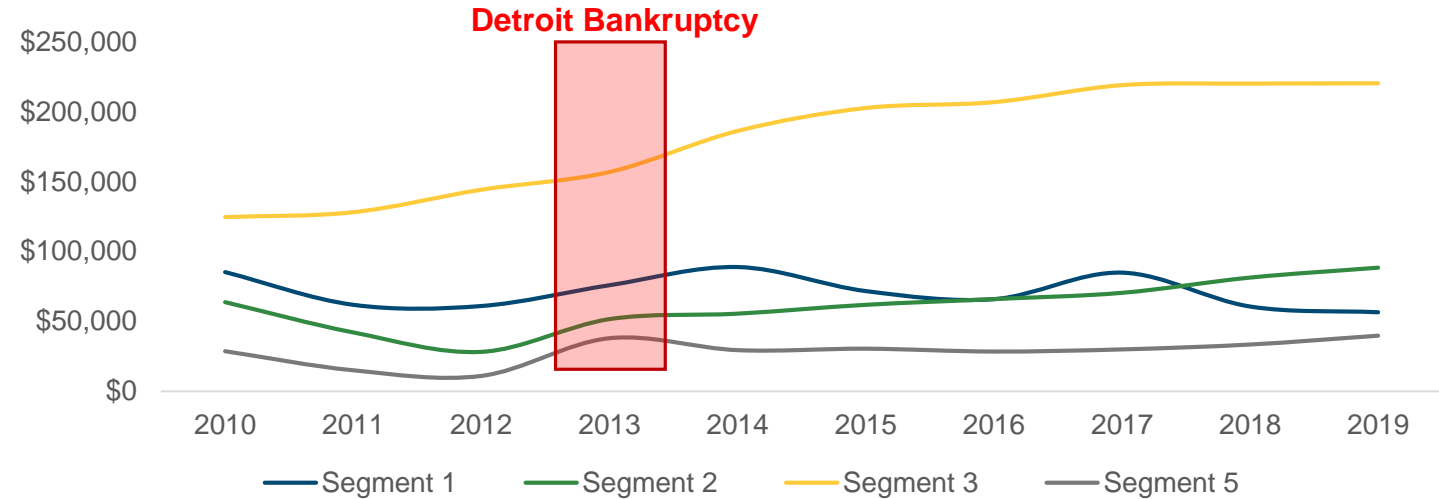


*Single Family, Residential-Improved, Valid Arms Length Sales ONLY

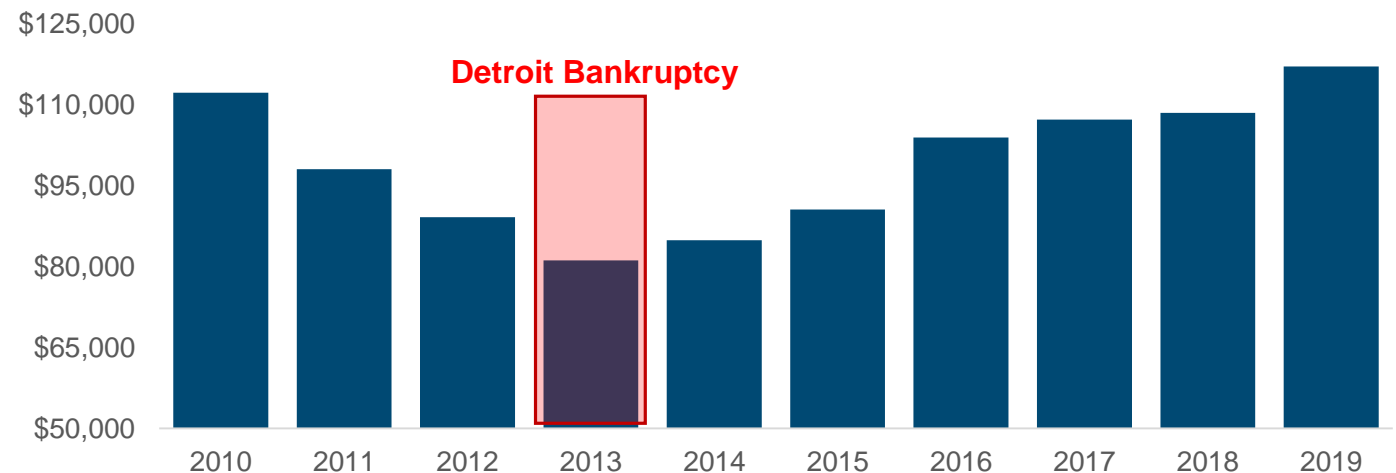
Single Family Home Transactions – Woodward Summary

- Approximately 30% of the single-family improved transactions in Segment 2 (between 2010 and 2019) were by corporations. Similarly, approximately 20% of the transactions in Segment 1 over the same period were by corporations.
 - 98% of corridor-wide corporate transactions were in Segment 1 & 2 signaling speculative buying.
- The average transaction price for corridor-wide single family improved properties bottomed in 2013 at ~\$81,150 – coinciding with Detroit's bankruptcy.
 - Since 2013, the average corridor-wide single family improved sale price has grown by 6.3% annually and has reached ~\$117,100.

Average Single Family Residential-Improved Transaction Value

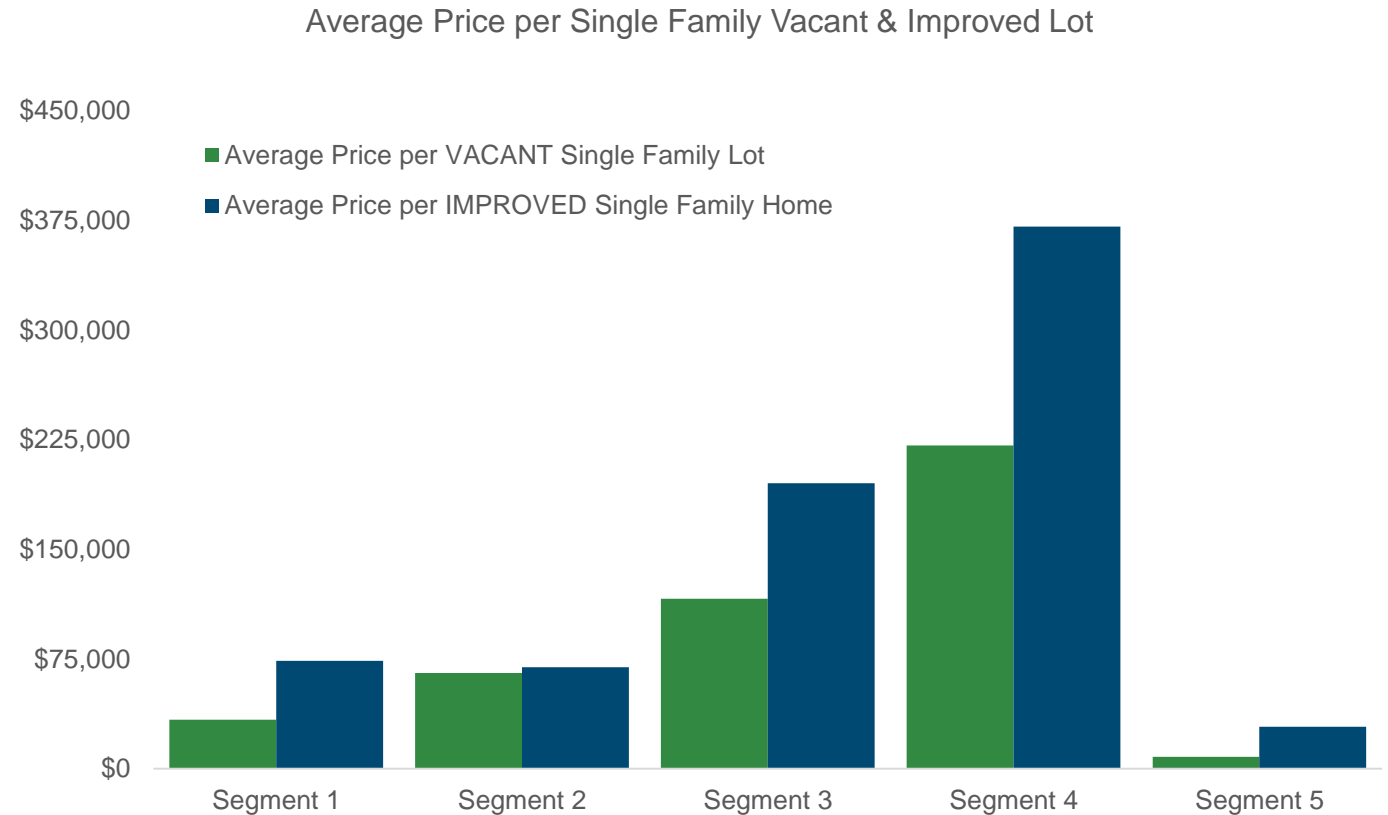


Corridor-Wide Average Annual Single Family Transaction Value



Woodward Corridor – Single Family Transactions

- Negligible premium for an improved single-family lot in Segment 2 suggests a lack of quality housing within this segment.
- In tandem with other real estate trends, single family home values step up as one moves north along the corridor, peaking in Segment 4 at ~\$370,900 per home and ~\$221,100 per lot.
- Single family homes in Pontiac are discounted compared to homes across the corridor with lots and improved homes selling at 19% of the corridor-wide average.



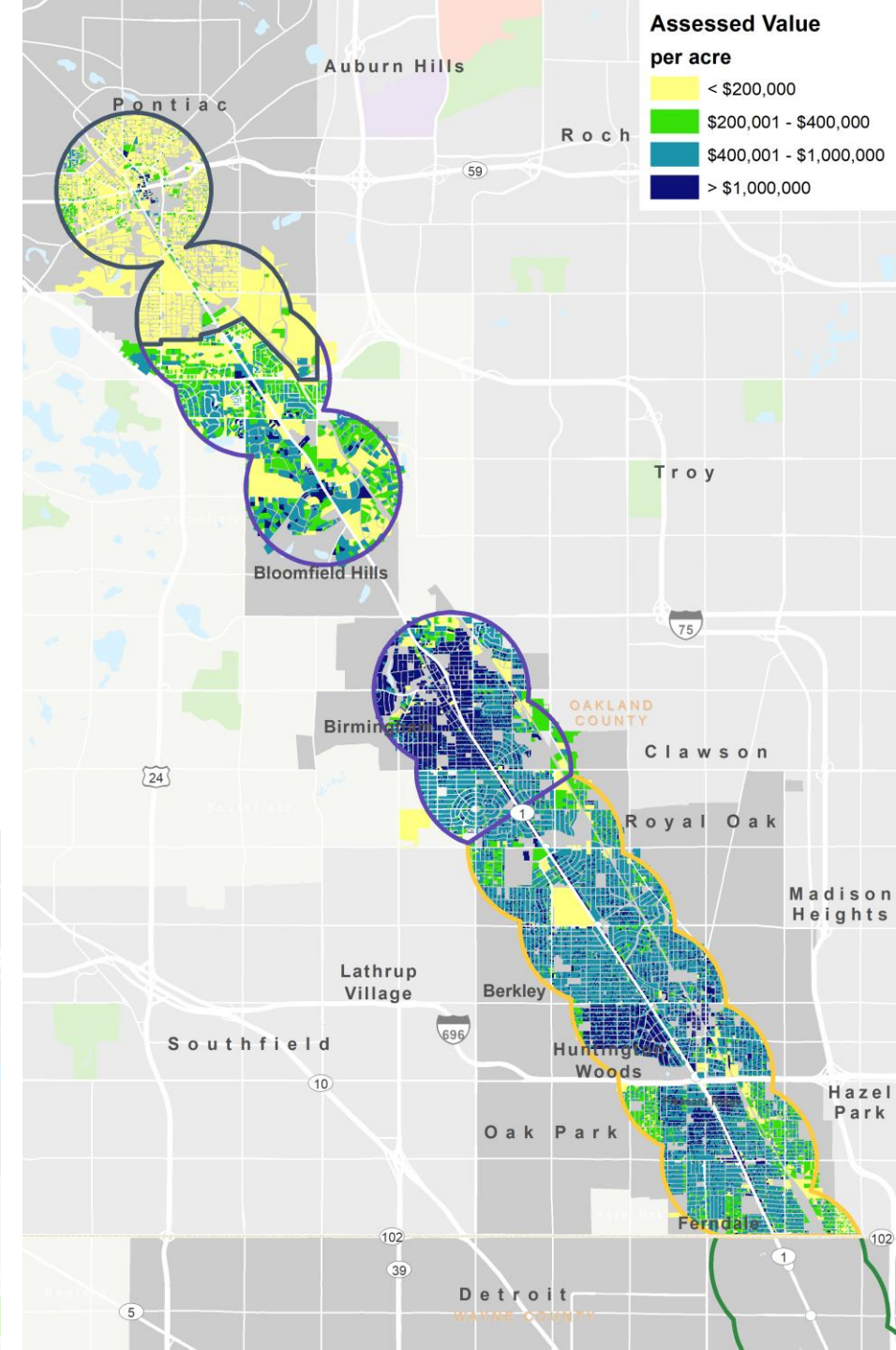
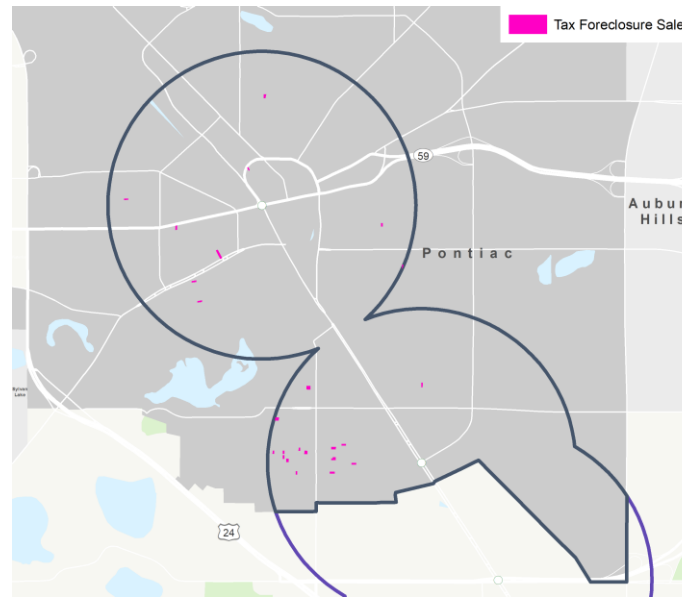
APPENDIX

WOODWARD CORRIDOR: LAND USE

Parcels – Oakland County

Woodward Corridor *Segments*

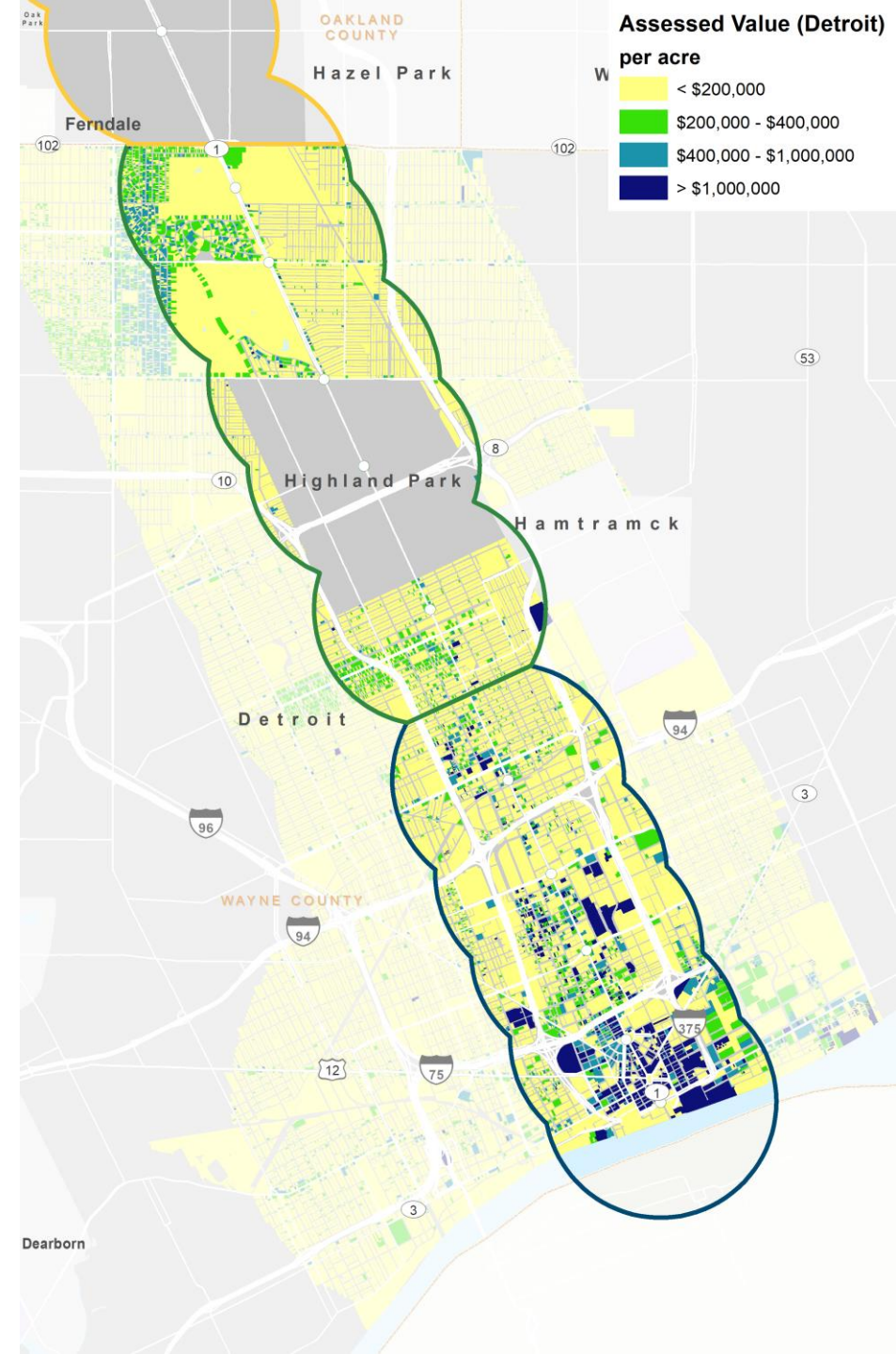
- Assessed value = half market value
- 2 tax foreclosure sales in Segment 3
 - Vacant residential
- 33 tax foreclosure sales in Segment 5
 - 27 vacant residential
 - 5 improved residential
 - 1 business



Parcels – Detroit

Woodward Corridor *Segments*

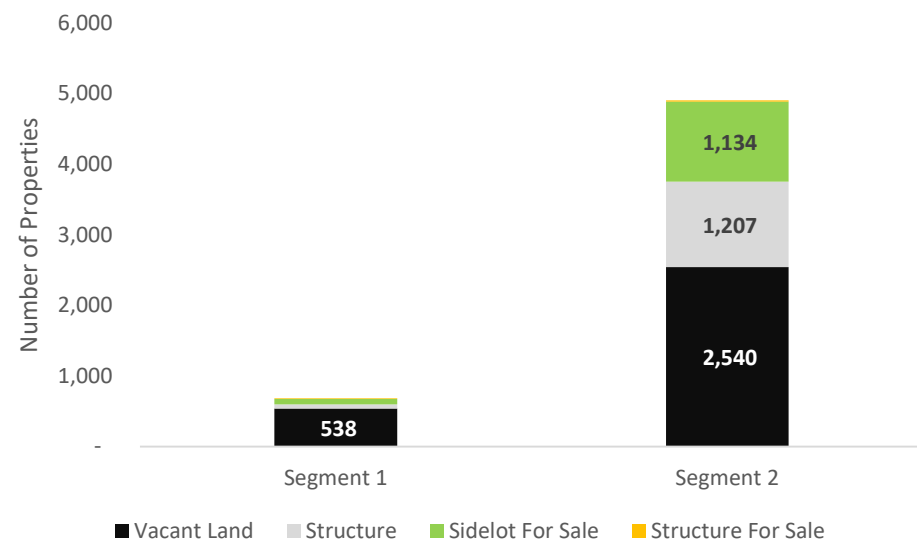
- Taxable value = half market value



Detroit Land Bank Inventory

Woodward Corridor *Segments*

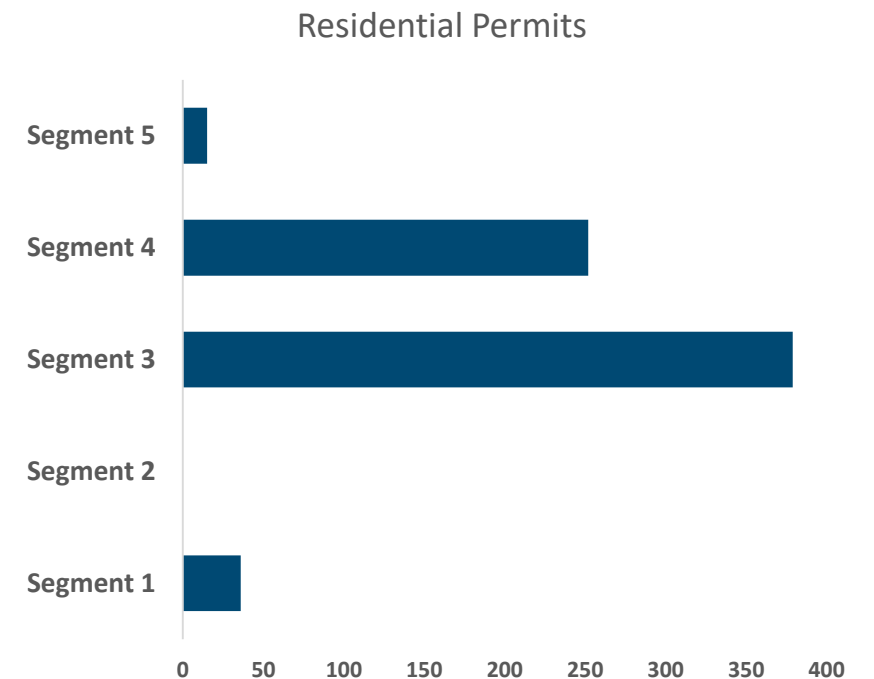
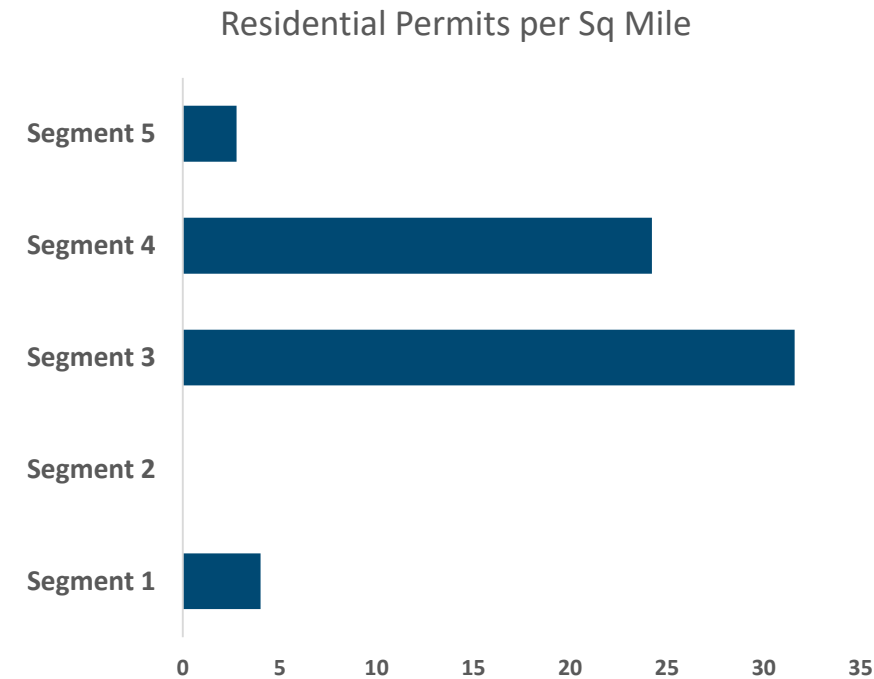
- Segment 1: 680 properties
- Segment 2: 4,900 properties



Residential Permits

Woodward Corridor *Segments*

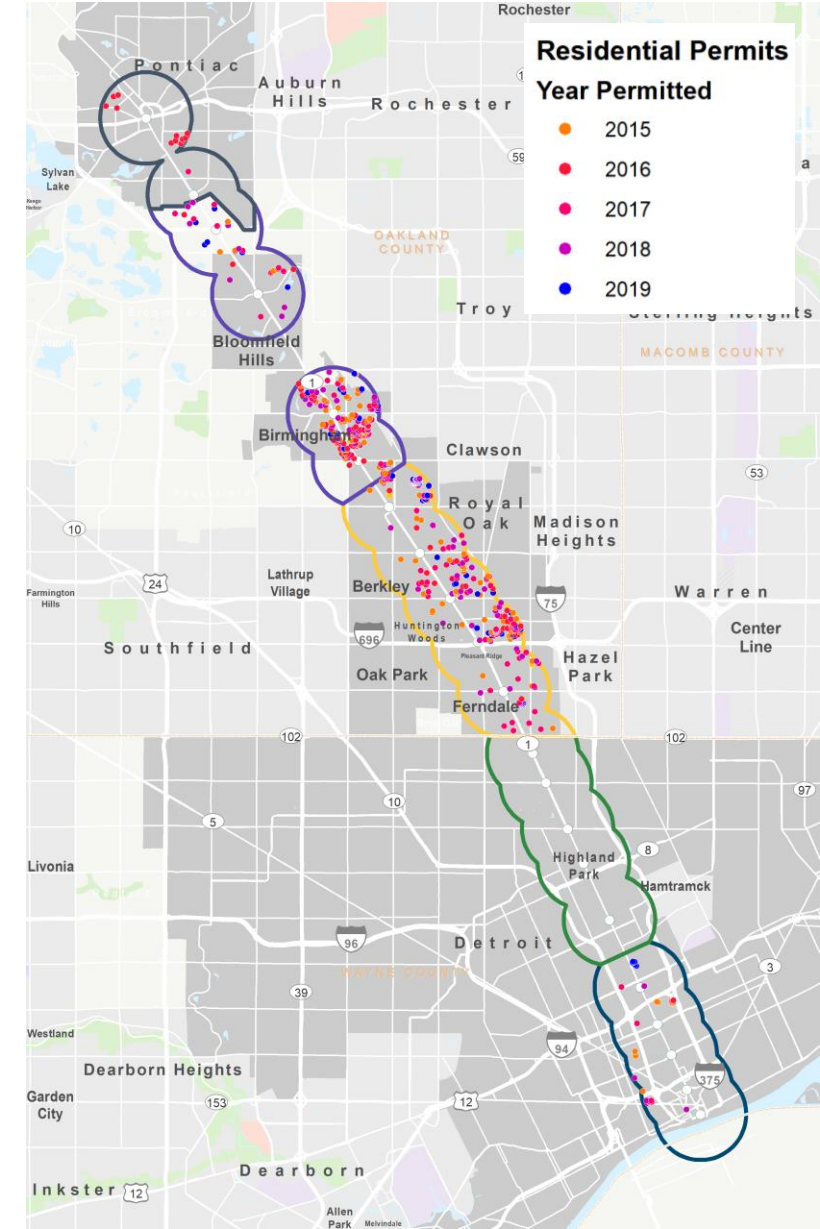
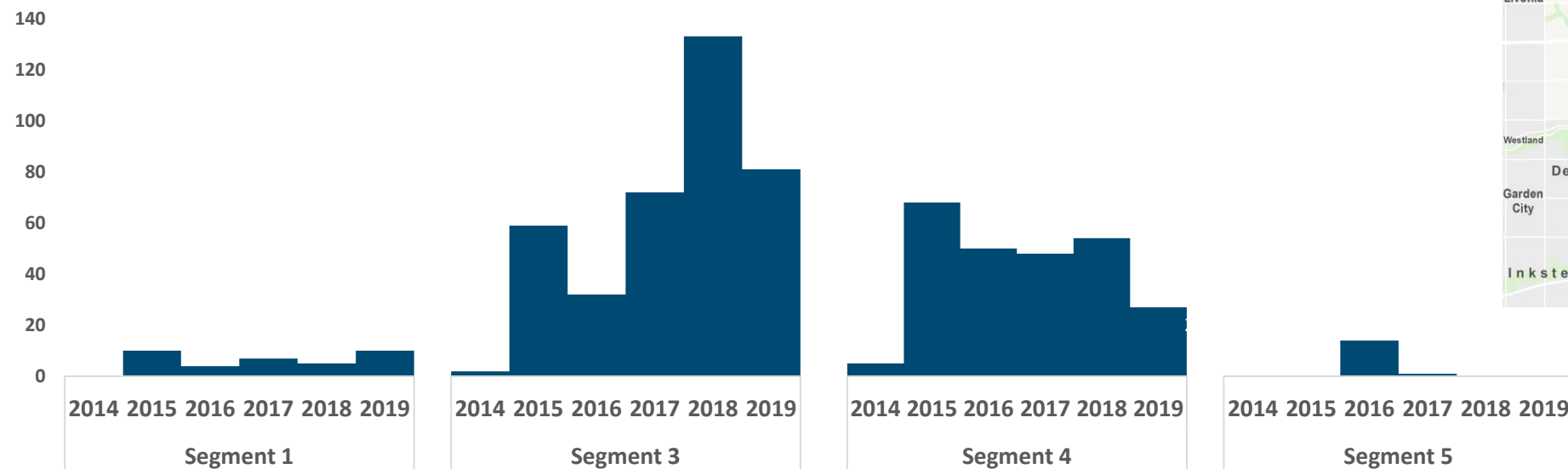
- Database includes new residential construction permits issued between 2014 and 2019
 - Charts show the number of permits issued by segment, both density and count
 - Only substantial activity has been occurring in Segment 3 and Segment 4
- (Note that commercial multi-family activity is included in a separate dataset)



Residential Permits

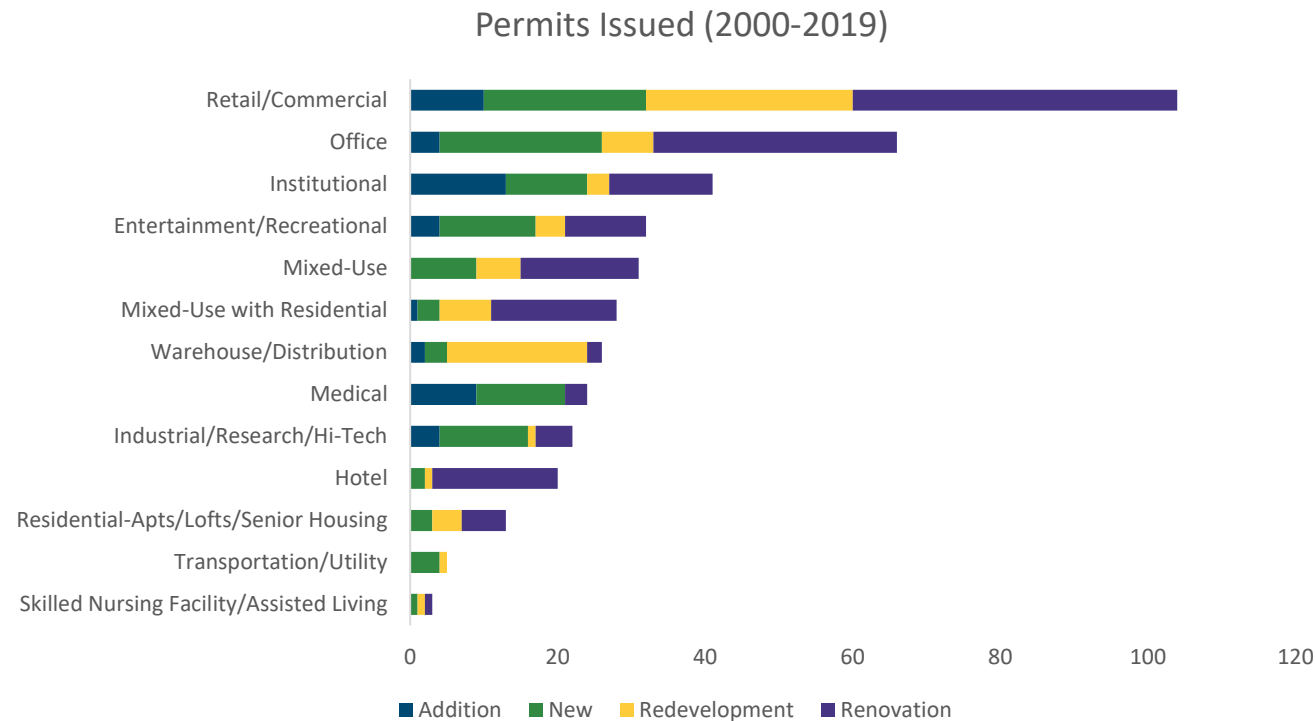
Woodward Corridor *Segments*

- Charts show the number of permits issued per year
- Rising activity in Segment 3, tapering in Segment 4
 - Interesting trend in context with single-family improved transactions – especially within Segments 3 & 4.

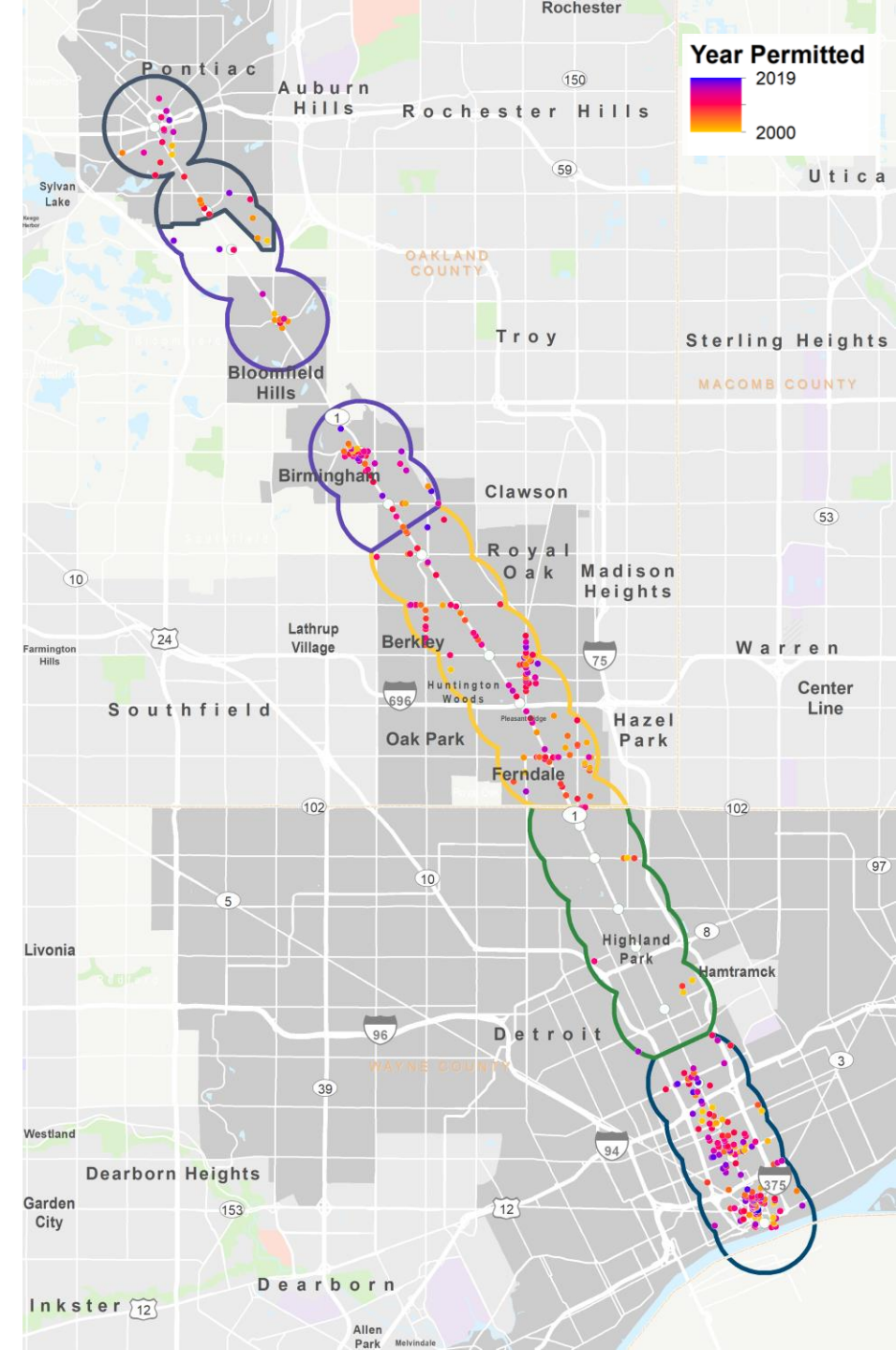


Commercial / Institutional Permits *Woodward Corridor*

- Dataset includes projects built or under construction 2000-2019

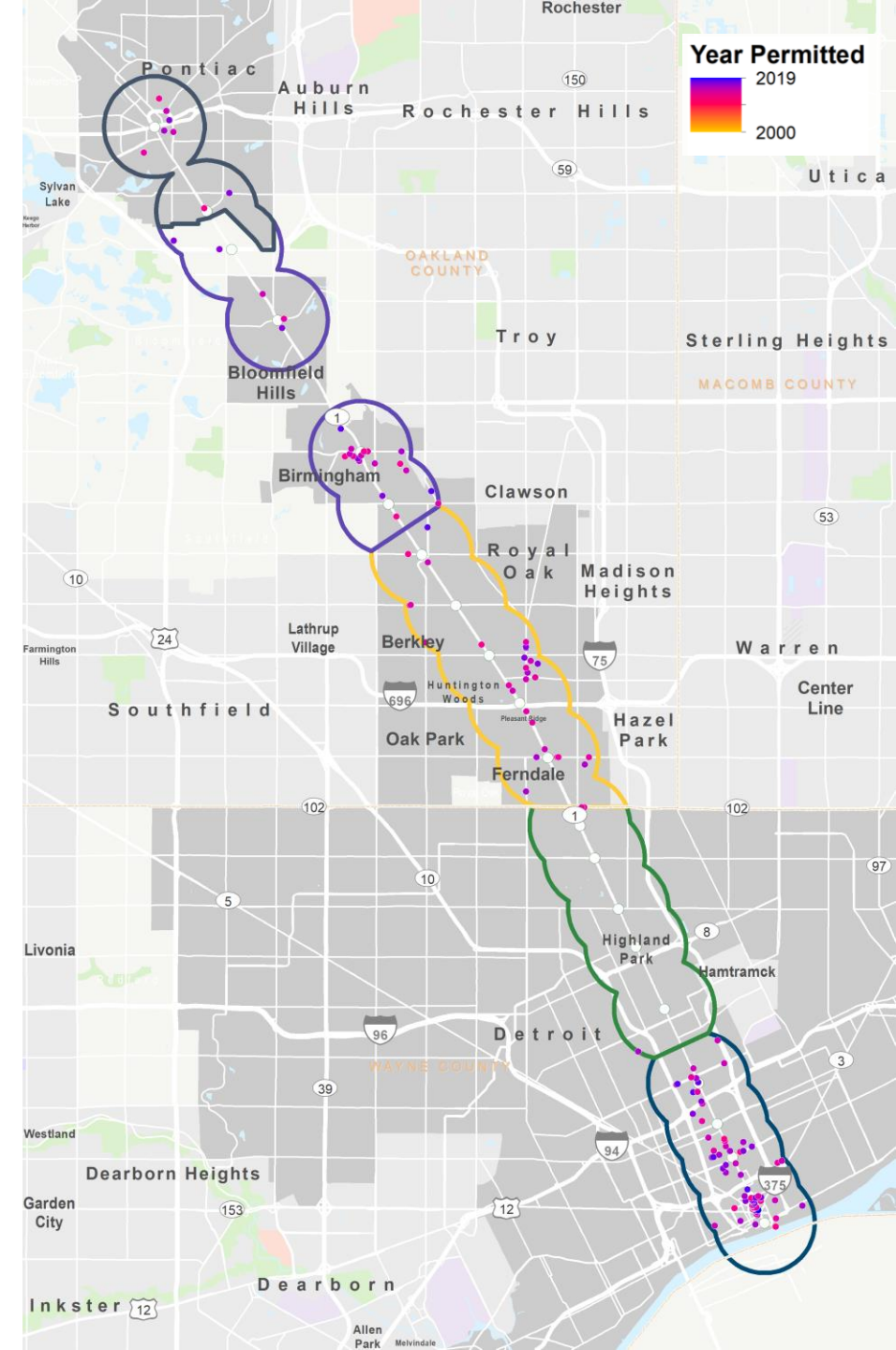
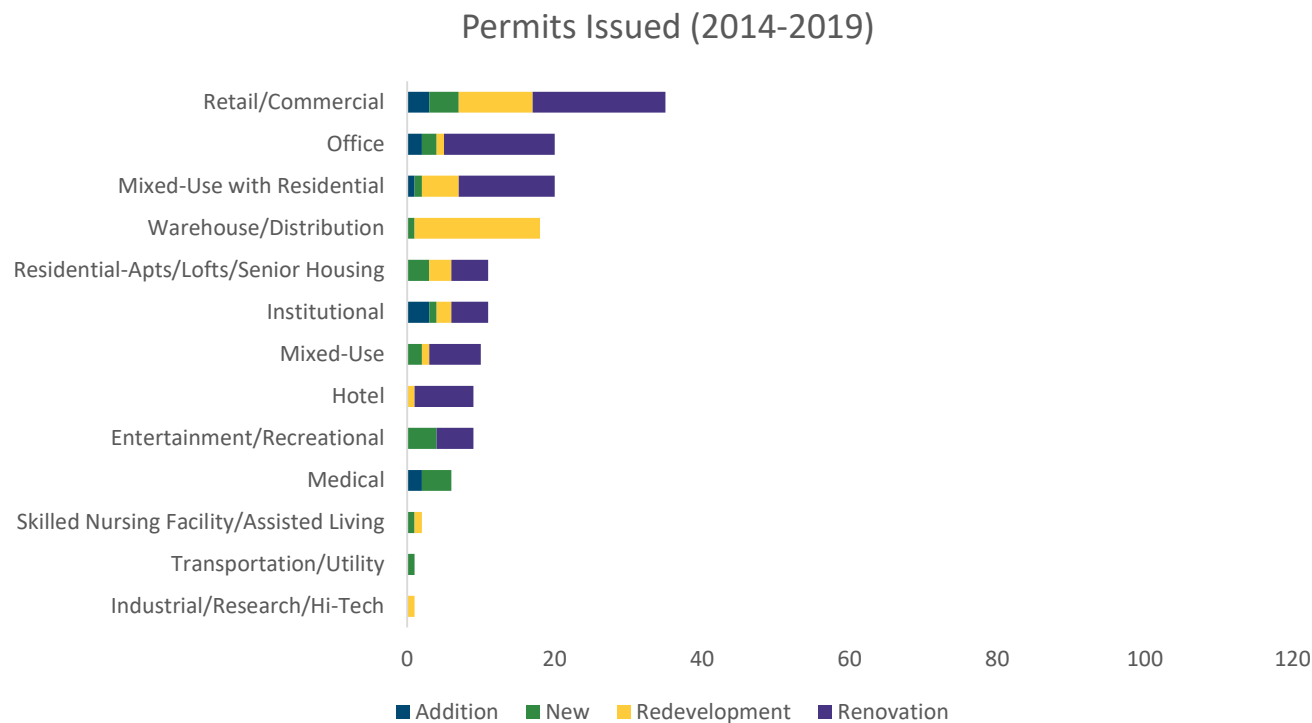


Source: Multiple Sources, Respective Corridor Municipalities



Commercial / Institutional Permits *Woodward Corridor*

- Dataset includes projects built or under construction 2014-2019

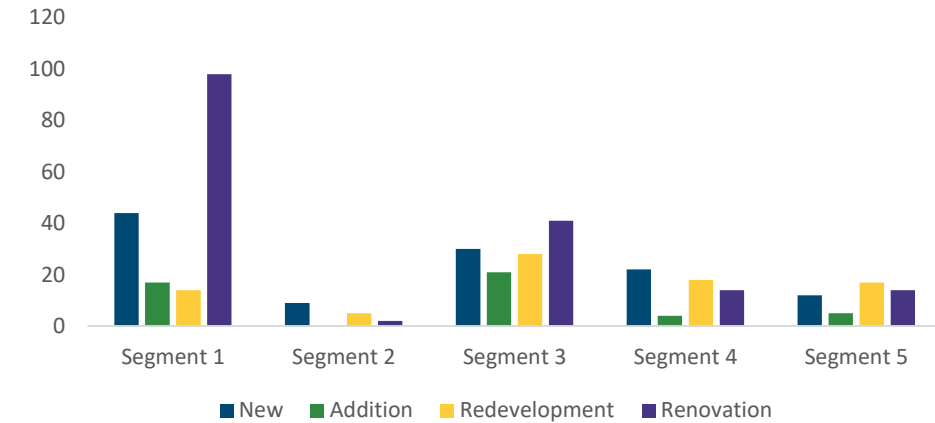


Commercial / Institutional Permits

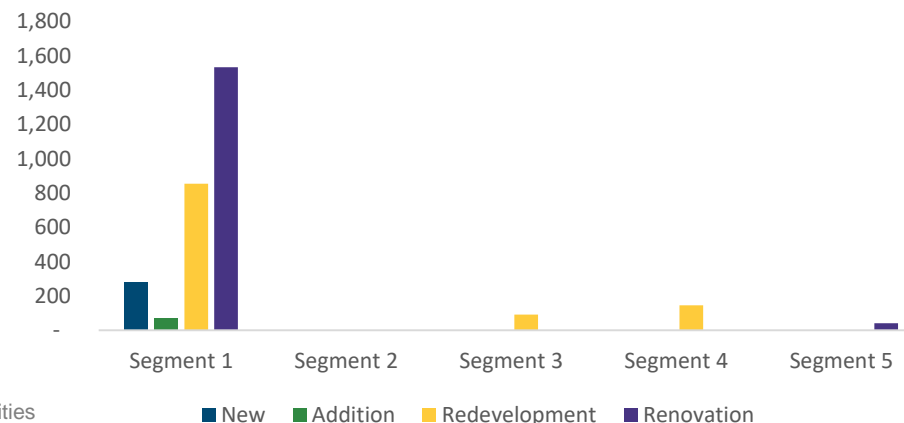
Woodward Corridor *Segments*

- Segment 1 captured the most new construction activity and renovations
- All new multi-family permits in Segment 1
 - 278 new units
 - Significant amount of redeveloped/renovated multi-family (combined 2,700 across corridor)

Number of Permits
(2000-2019)



Residential Units
(2000-2019)



Floor Space
(2000-2019)

