Marcus & Millichap

Offering Memorandum



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615-619 MORRIS AVENUE Springfield , NJ ACT ID Z0280584



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Marcus & Millichap



EXECUTIVE SUMMARY

VITAL DATA								
			CURRENT	YEAR 1				
Price	\$990,000	CAP Rate	5.39%	8.00%				
Loan Amount	\$742,500	Net Operating Income Net Cash Flow	\$53,403	\$79,203				
Loan Type	Proposed New	After Debt Service	1.05% / \$2,606	11.48% / \$28,406				
Interest Rate / Amortization	4.75% / 25 Years	Total Return	7.49% / \$18,540	18.23% / \$45,113				
Total Rentable SF	6,175							
Price/SF	\$160.32							

UNIT MIX								
UNIT COUNT	UNIT TYPE	AVG. SF	CURRENT AVG. RENTS	AVG. RENTS/SF	MONTHLY INCOME	POTENTIAL RENTS	AVG. RENTS/SF	MONTHLY INCOME
1	2 Bedroom Apartment	900	\$1,400	\$1.56	\$1,400	\$1,400	\$1.56	\$1,400
1	Studio	700	\$1,000	\$1.43	\$1,000	\$1,150	\$1.64	\$1,150
SUITE COUNT	TYPE	TOTAL GLA	CURRENT REM	NT RANGE		MONTHLY OME		ORMA Y INCOME
3	Retail	2,975	\$650 - \$3	,150	\$4,	720	\$4,	720
1	Office	1,600			\$	80	\$2,	000



MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES
Energy Capital Partners II LLC	5,701
Overlook Hospital Association	3,198
Obgyn	2,700
Investors Bancorp Mhc	1,942
Merck	1,854
Lucent	1,700
Sogimex	1,375
Aip US	1,261
Board of Education	1,200
D&B	1,177
Union Hospital	1,163
CIT	1,073

DEMOGRAPHICS

2017 Estimate Pop 2010 Census Pop 2017 Estimate HH 2010 Census HH Median HH Income Per Capita	1-Miles 14,217 13,638 5,700 5,430 \$102,746		5-Miles 329,646 319,848 119,775 115,365 \$92,458
Median HH			
	\$66,383	\$63,990	\$53,016
Average HH Income	\$165,570	\$175,318	\$145,485

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to exclusively list a three-tenant retail building and a mixed-use commercial and apartment building located in Springfield (Union County), New Jersey. The subject property is 100 percent occupied and leased by tenants who have been in the same location for numerous years. The buildings are situated on a combined .36 acre lot with 6,250 +/-rentable square feet. The buildings are located in the heart of town with immediate access to Interstate 78, Route 24 and Morris Turnpike. The subject property is within proximity to numerous educational institutions, retail shopping centers, and residential communities such as the Short Hills Club Village, the Enclave at Short Hills, Short Hills Terrace Apartments, and Garden Communities.

Springfield is a township located in Union County, New Jersey. The subject property is approximately 18 miles southwest of Midtown Manhattan in New York City. NJ Transit offers bus service to Port Authority Bus Terminal in Midtown Manhattan, NY along with service to Newark Penn Station. Rail service is available in the neighboring municipalities of Millburn and Short Hills.

Within a five-mile radius of Springfield, the average household income is \$145,485 among the 331,388 individuals who reside within a five-mile radius of the subject property.

The asking price of \$990,000 represents a 5.39 percent cap rate.

INVESTMENT HIGHLIGHTS

- Retail Building with 3 Units & Mixed-Use Building with 2 Apartment Units + 1 Medical Office
- Excellent Demographics; Average Household Income of \$145,485
 within 5-mile Radius
- Located on Morris Avenue (Main Artery in the Region)
- Immediate Access to Route 24, Interstate 78, and Morris Turnpike
- Below Market Apartment Rents
- Retail Tenants Responsible for CAM Expenses



PROPERTY OVERVIEW

Springfield is a township located in Union County, New Jersey. The subject property is approximately 18 miles southwest of Midtown Manhattan in New York City. The boroughs that share its borders with Springfield Millburn, Union Township, Kenilworth, Westfield, Cranford, Mountainside, and Summit. Some of the major road that pass through or near Springfield are the Garden State Parkway, Interstate-78, Route, Route 22, CR-509 and CR-577. NJ Transit offers bus service to Port Authority Bus Terminal in Midtown Manhattan, NY along with service to Newark Penn Station. Rail service is available in the neighboring municipalities of Millburn and Short Hills.



OFFERING SUMMARY

PROPERTY SUMMARY

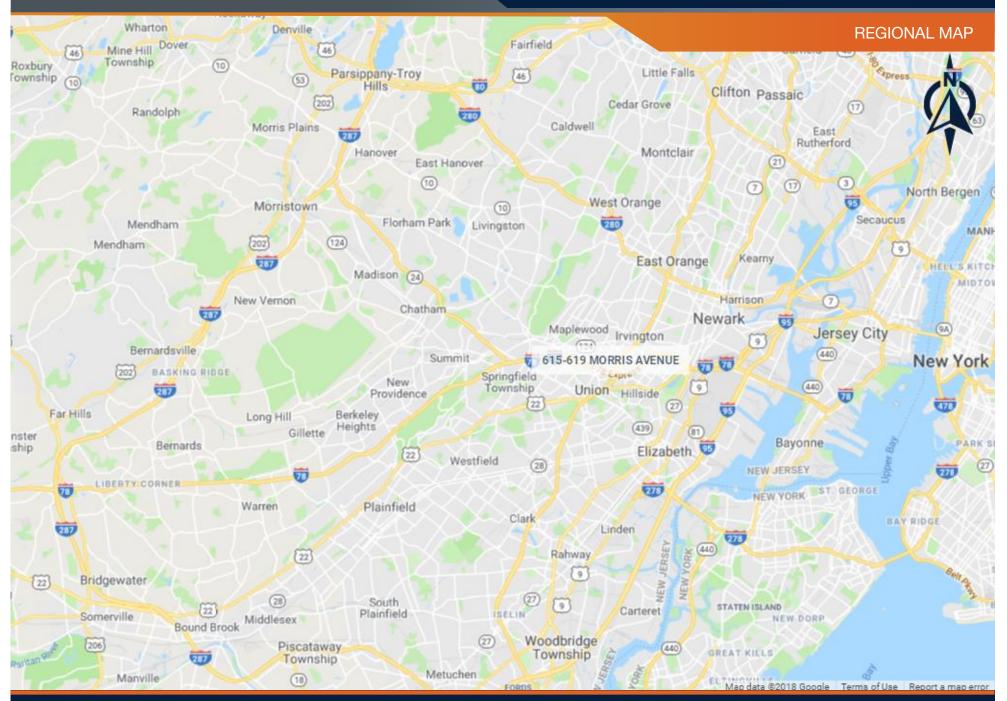
	THE OFFERING
Property	615 & 619 Morris Avenue
Price	\$990,000
Property Address	615-619 Morris Avenue, Springfield, NJ
	SITE DESCRIPTION
Number of Units	6
Total Rentable Square	6.175
Feet	5,115
Lot Size	0.36 acre(s)

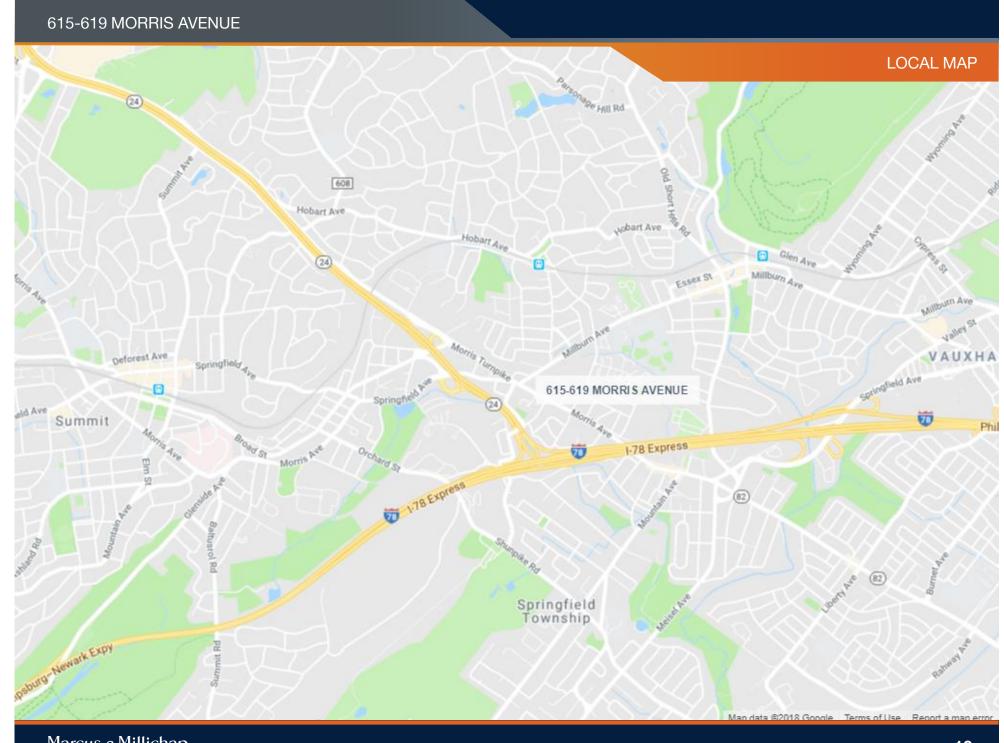
EXISTING FINANCING
None
ROPOSED FINANCING
\$742,500
Proposed New
4.75%
25 Years
5 Years
75%
1.05



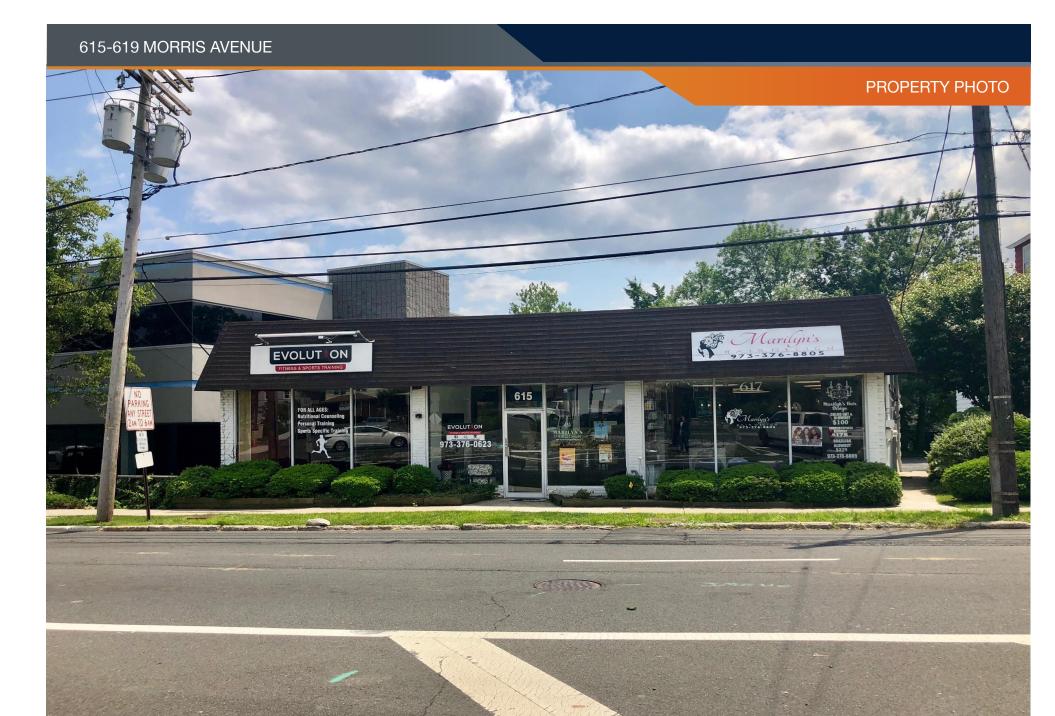


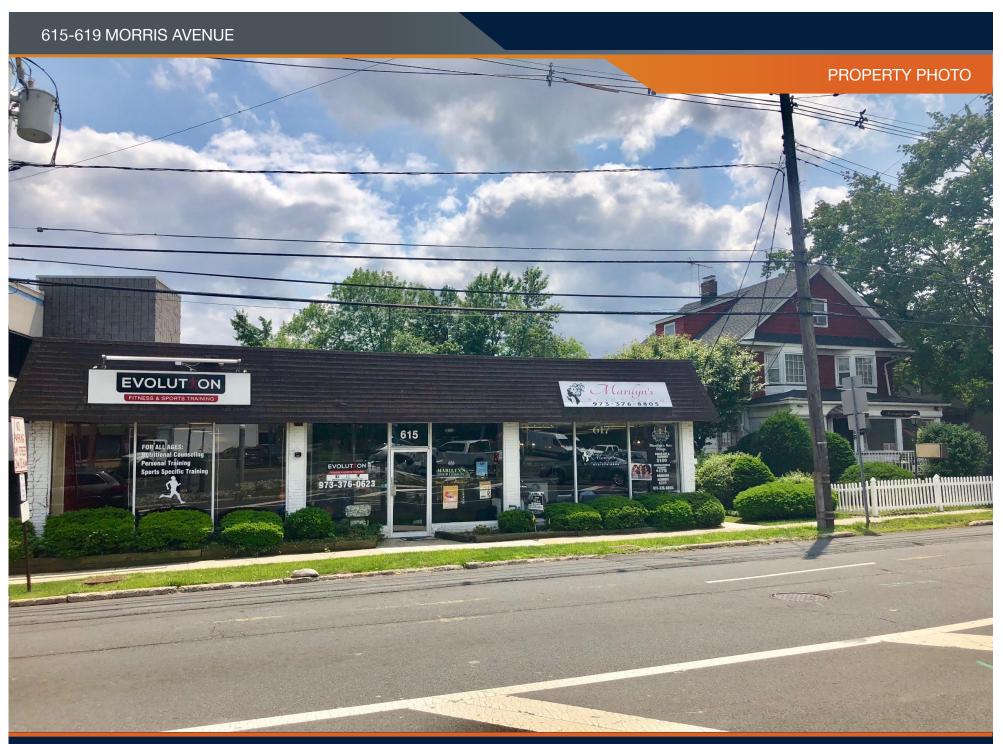
615-619 MORRIS AVENUE

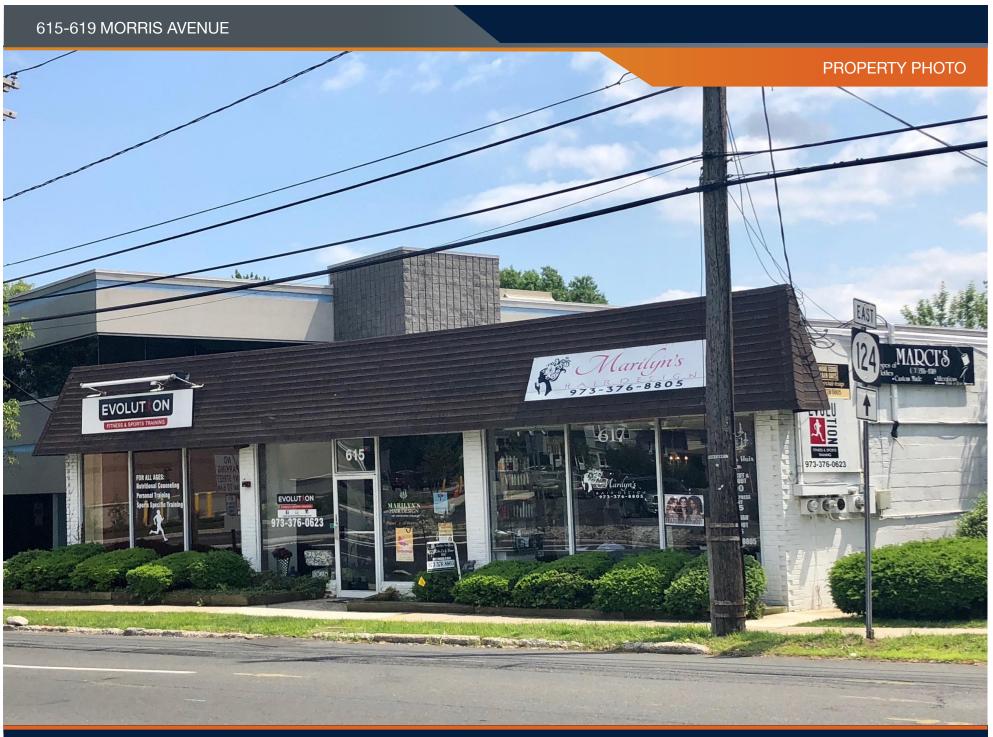


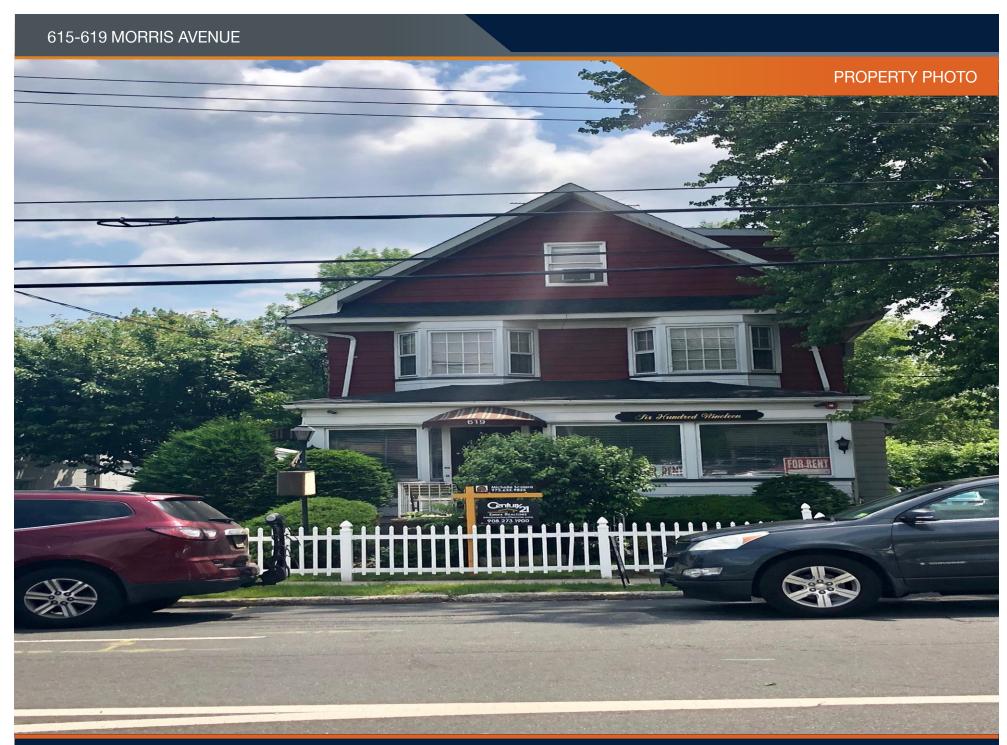


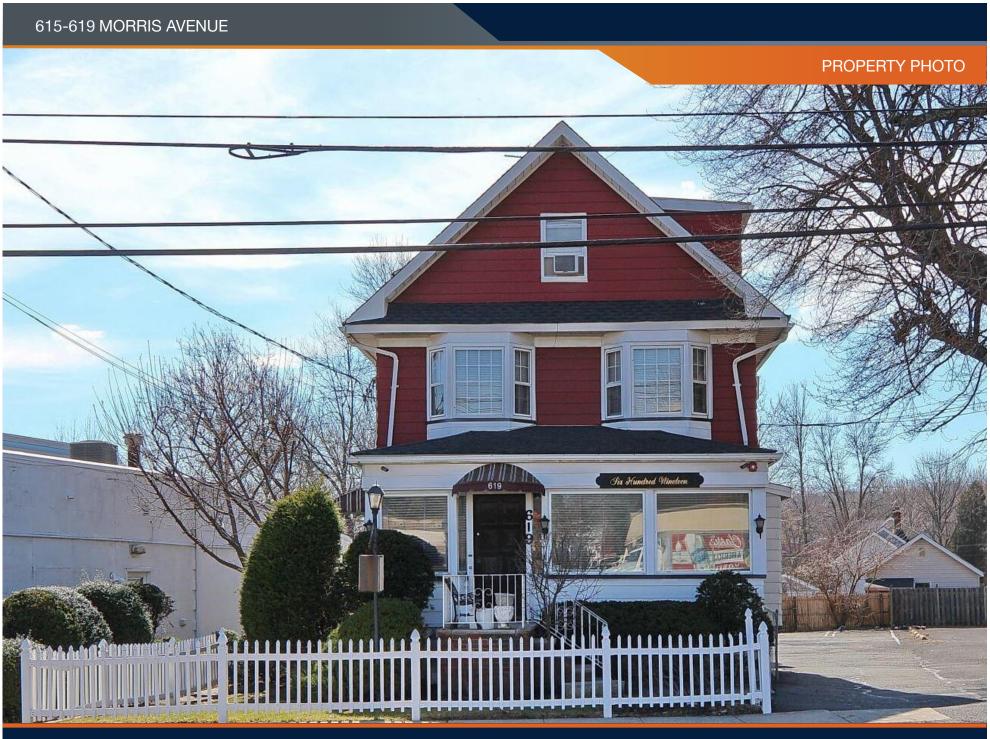






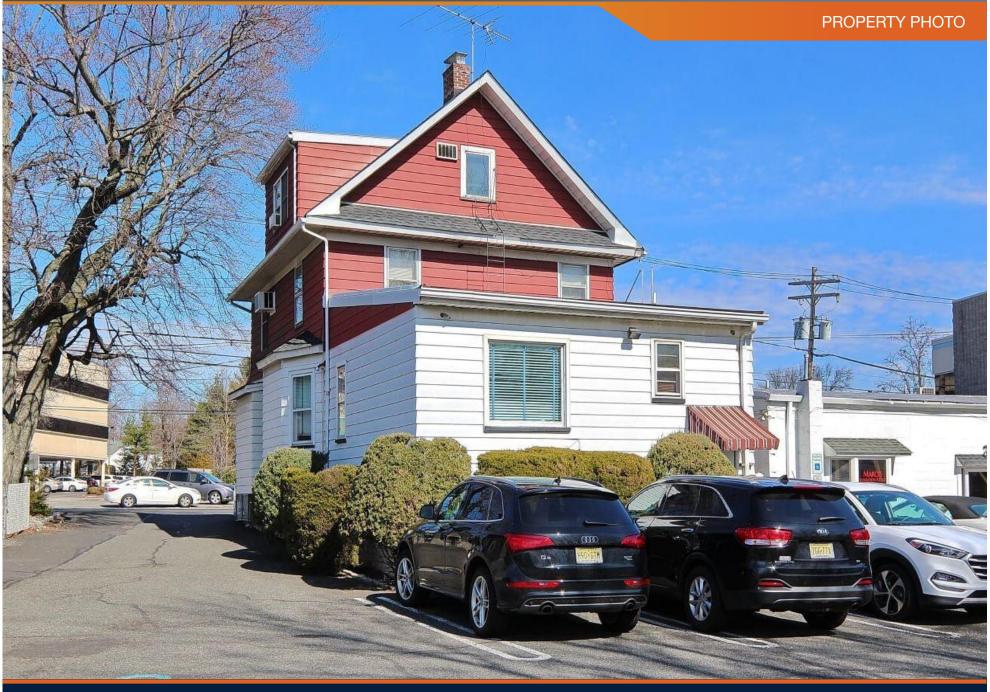




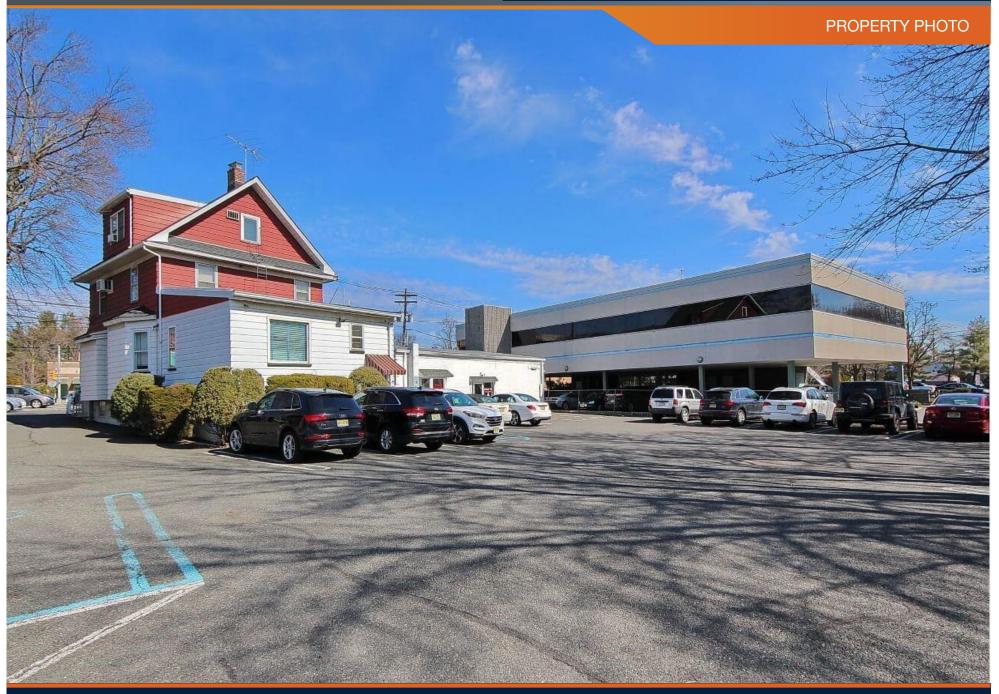


615-619 MORRIS AVENUE





615-619 MORRIS AVENUE

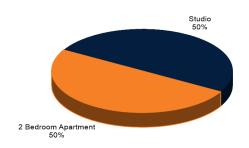


RENT ROLL SUMMARY

As of May,2017

Multifamily				Scheduled		Potential			
Unit Type	# of Units	Ava Sa Feet	Average Rent	Average Rent / SF	Monthly Income	Average Rent	Average Rent / SF	Monthly Income	
2 Bedroom Apartment	1	900	\$1,400	\$1.56	\$1,400	\$1,400	\$1.56	\$1,400	
Studio	1	700	\$1,000	\$1.43	\$1,000	\$1,150	\$1.64	\$1,150	
Totals/Weighted Averages	2	800	\$1,200	\$1.50	\$2,400	\$1,275	\$1.59	\$2,550	

Unit Distribution





RENT ROLL SUMMARY

As of May,2017

Commercial				%		Don't in an				Description of	Renewal Options
Tenant Name	Туре	Suite	Square Feet	Bldg Share	Lease Term	Rent per Sq. Ft.	Total Rent Per Month	Changes on	Changes to	Operating Expense Reimbursements	and Option Year Rental Information
Evolution Fitness	Retail	615	1,775	28.74%	10/1/15 to 9/30/18	\$21.30	\$3,150	Oct-2018	N/A	Pay Pro Rata Portion of CAM Expenses	N/A
Marilyn's Hair Salon	Retail	617A	550	8.91%	8/1/17 to 7/31/19	\$20.07	\$920	Aug-2019	\$938	Pay Pro Rata Portion of CAM Expenses	5 - (2) Year Options with Rental Equaling FMV
Marci's Custom Clothing	Retail	617B	650	10.53%	12/1/17 to 11/30/20	\$12.00	\$650	Dec-2019	\$662	Pay Pro Rata Portion of CAM Expenses	1 - (3) Year Options with 2% Annual Increases
Vacant Office	Office	619	1,600	25.91%	N/A to N/A	\$0.00	\$0	N/A	\$2,000		Recently Renovated
Subtotal	Retail	3	2,975	48.18%			\$4,720				
Subtotal	Office	1	1,600	25.91%			\$0				
Total			4,575				\$4,720				
Occupancy	Retail:	100.00%			Office:	0.00%					
Total Annualized Rent		4					\$56,640				



OPERATING STATEMENT

Income	Current		Year 1		Notes	Per Unit	Per SF
/lultifamily							
Gross Scheduled Rent	28,800		30,600			15,300	19.13
Vacancy	0	0.0%	0	0.0%			
Effective Gross Income	\$28,800		\$30,600			\$15,300	\$19.13
Retail							
Gross Scheduled Rent	56,640		56,640				19.04
Expense Reimbursements	6,571		6,571				2.21
Effective Gross Income	\$63,211		\$63,211				\$21.25
Office							
Gross Scheduled Rent	0		24,000				15.00
Effective Gross Income	\$0		\$24,000				\$15.00
Combined EGI	\$92,011		\$117,811				\$19.08
Expenses	Current	% of CEGI	Year 1	% of CEGI	Notes		Per SF
Real Estate Taxes	26,213	28.5%	26,213	22.3%			4.25
Insurance	10,355	11.3%	10,355	8.8%			1.68
Heat & Electric	600	0.7%	600	0.5%			0.10
Landscaping	720	0.8%	720	0.6%			0.12
Water	720	0.8%	720	0.6%			0.12
Total Expenses	\$38,608		\$38,608				\$6.25
		42.0%		32.8%			
Expenses as % of Combined EGI							

^{[1] 619} Morris Avenue - Medical Office Space & 2 Bedroom Apartment Renovated in 2018

PRICING DETAIL

Summary		
Price	\$990,000	
Down Payment	\$247,500	25%
# of Apartment Units	2	
# of Commercial Suites	4	
Price Per SqFt	\$160.32	
Lot Size (SqFt)	15,886	
Rentable SqFt	6,175	
Approx. Year Built	N/A	

	Current	Year 1
CAP Rate	5.39%	8.00%
Cash-on-Cash	1.05%	11.48%
Debt Coverage Ratio	1.05	1.56

Financing	1st Loan
Loan Amount	\$742,500
Loan Type	New Loan
Interest Rate	4.75%
Amortization	25 Years
Year Due	2023

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

# Of Suites	Туре	GLA	Current Rent	Pro Forma Rent
3	Retail	2,975	\$4,720	\$4,720
1	Office	1,600	\$0	\$2,000

# Of Units	Unit Type	SqFt/Unit	Current Rents	Market Rents
1	2 Bedroom Apartment	900	\$1,400	\$1,400
1	Studio	700	\$1,000	\$1,150
0				
0				

Income		Current		Year 1
Multifamily				
Gross Scheduled Rent		\$28,800		\$30,600
All Other Income		\$0		\$0
Vacancy	0.0%	\$0	0.0%	\$0
Effective Gross Income		\$28,800		\$30,600
Commercial Suites				
Gross Scheduled Rent		\$56,640		\$80,640
Expense Reimbursements		\$6,571		\$6,571
All Other Income		\$0		\$0
Vacancy	0.0%	\$0	0.0%	\$0
Effective Gross Income		\$63,211		\$87,211
Combined Effective Gross Income	e (CEGI)	\$92,011		\$117,811
Less: Expenses		(\$38,608)		(\$38,608
Net Operating Income		\$53,403		\$79,203
Tenant Improvements		\$0		\$0
Leasing Commissions		\$0		\$0
Capital Expenditures		\$0		\$0
Cash Flow		\$53,403		\$79,203
		(\$50,797)		(\$50,797

Expenses	Current	Year 1
Real Estate Taxes	\$26,213	\$26,213
Insurance	\$10,355	\$10,355
Utilities - Combined	\$2,040	\$2,040
Operating Expenses - Combined	\$0	\$0
Operating Reserves	\$0	\$0
Management Fee	\$0	\$0
Total Expenses	\$38,608	\$38,608
Expenses/SF	\$6.25	\$6.25

1.05%

7.49%

\$2,606

\$15,934

\$18,540

11.48%

18.23%

Net Cash Flow After Debt Service

Principal Reduction

Total Return

\$28,406

\$16,708

\$45,113

MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

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We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues to the benefit of our clients.



Closed 1,707 debt and equity financings in 2017



National platform operating within the firm's brokerage offices



\$5.63 billion total national volume in 2017



Access to more capital sources than any other firm in the industry

WHY MMCC?

Optimum financing solutions to enhance value

Our ability to enhance buyer pool by expanding finance options

Our ability to enhance seller control

- Through buyer qualification support
- Our ability to manage buyers finance expectations
- Ability to monitor and manage buyer/lender progress, insuring timely, predictable closings
- By relying on a world class set of debt/equity sources and presenting a tightly underwritten credit file



NORTHERN NEW JERSEY

OVERVIEW

Northern New Jersey consists of Bergen, Hudson, Passaic, Essex, Morris and Union counties. The region contains roughly 4 million residents in more than 200 municipalities. Bergen county is home to nearly 1 million people, while Essex County, which includes the city of Newark, has approximately 805,000 citizens. The region is bordered to the east by the Hudson River and New York City, to the south by Middlesex and Somerset counties, to the west by Warren and Sussex counties, and to the north by New York state. A large portion of the area is almost fully developed and densely populated. The region is a part of the New York metro and is linked to the city by the George Washington Bridge, the Lincoln Tunnel, the Holland Tunnel, several ferries and commuter rail tunnels.

METRO HIGHLIGHTS



DIVERSE INDUSTRIES

Pharmaceuticals, healthcare and finance are a few of the segments that contribute to the metro's economic base.



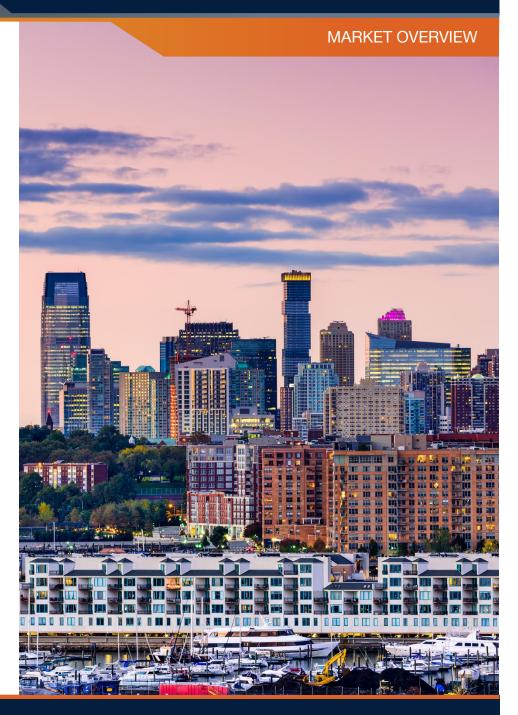
LARGE LABOR POOL

The region's diverse and highly skilled labor and access to workers in other nearby metros draw businesses.



UNIQUE ECONOMY

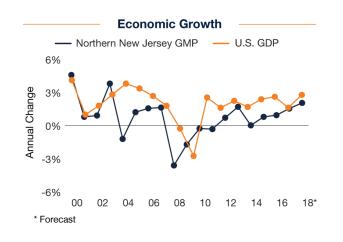
Northern New Jersey has its own economic drivers and is connected to New York City's robust economy.



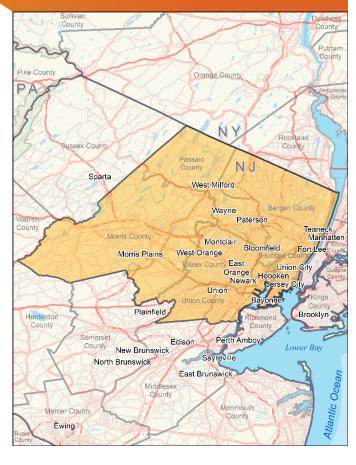
ECONOMY

- Northern New Jersey is home to numerous Fortune 500 companies including Prudential Financial, Merck, PBF Energy and Honeywell International.
- The airline industry accounts for a significant share of jobs in the region. United Airlines has a major presence at Newark Liberty International Airport.
- Trade is a key employment sector. Vehicle imports account for a substantial amount of the Port Newark-Elizabeth Marine Terminal's business.
- Spillover from Wall Street bolsters finance jobs in Essex, Hudson and Bergen counties.

MAJOR AREA EMPLOYERS
Prudential Financial
UAL (United Continental Holdings)
JPMorgan Chase & Co.
Hackensack University Medical Center
Bank of America
Englewood Hospital Association
Novartis Pharmaceuticals Corp.
St. Joseph's Hospital and Medical Center
Valley Health Systems
RWJBarnabas Health



MARKET OVERVIEW



SHARE OF 2017 TOTAL EMPLOYMENT























DEMOGRAPHICS

- Northern New Jersey will add nearly 38,000 people and approximately 36,300 households over the next five years, generating demand for housing.
- The homeownership rate of 54 percent is below the national rate of 64 percent, maintaining a strong rental market.
- Approximately 38 percent of residents hold a bachelor's degree, including 14 percent who have also obtained a graduate or professional degree.

2017 Population by Age

6% 0-4 YEARS 19% 5-19 YEARS 2

6% 20-24 YEARS 27% 25-44 YEARS

27% 45-64 YEARS

6 14











QUALITY OF LIFE

Northern New Jersey offers a variety of amenities and cultural activities. Sports and entertainment are available in East Rutherford at the Meadowlands. The MetLife Stadium is home to the Giants and Jets of the NFL. The Prudential Center, also known as the Rock, is an indoor arena in downtown Newark where the Devils (NHL) and Seton Hall University play. Downtown Newark also houses the New Jersey Performing Arts Center and Bears and Eagles Riverfront Stadium, home of the Newark Bears, a minor-league baseball team. Numerous community colleges and universities are located in the metro, including Seton Hall University, the Newark campus of Rutgers University, Stevens Institute of Technology and Bergen Community College.

* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau





























Morris Museum



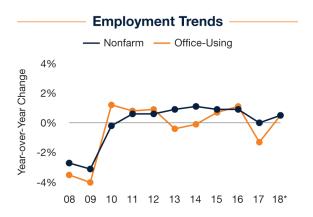




Investors Reposition Assets to Attract Tenants As Asking Rents Climb to New Highs

Vacancy declines as companies assume larger footprints. Economic expansion persists in Northern New Jersey as the unemployment rate remains below 2 percent. The extremely tight labor market is motivating employers to attract new talent by relocating to updated facilities with more amenities, expanding their office needs. Developers are also bringing new space online. A couple of sizable build-to-suit construction projects will come to fruition in 2018, including LG Electronics' long-anticipated North American headquarters. Meanwhile, lower-tier office space is being converted into apartments or mixed-use projects. Demand for high-quality office space combined with a slight reduction in stock will prompt vacancy to tick down for the fifth consecutive year. By raising the rent on older properties through renovation and removing other low-rent buildings from the supply pool, average marketed rent will appreciate this year after dipping in 2017.

Building and location-specific features prove important. Private institutions from New Jersey and New York are seeking assets that are well positioned for renovation and upgrades, as amenities play an evermore important role in attracting office tenants to the region. Locations near transportation centers are highly coveted. The proximity of Newark Penn Station adds appeal to the speculative office renovation underway within the old Newark Warehouse Company Building. Higher initial returns than found in Manhattan or other neighboring New York City boroughs will draw capital as well. While cap rates in Hoboken and Jersey City lie in the mid-5 to mid-6 percent range, yields on inland properties are as much as 200 basis points higher. These greater first-year returns can be obtained for much lower entry-costs, particularly with structures located in the cities of Parsippany and Morristown.





^{*} Forecast Sources: Marcus & Millichap Research Services; BLS; CoStar Group, Inc.



2018 Market Forecast

NOPI Rank 46, down 3 places



Northern New Jersey will fall three places on the NOPI amid slow rent and employment growth.

Employment up 0.5%



The regional labor force will expand by 10,000 positions this year, and 2,500 of those will be jobs in offices. Last year 7,000 office-based roles vacated the area as some businesses relocated to Manhattan.

Construction 920,000 sq. ft.



Developers will top last year's completions by 420,000 additional square feet. Two of the four main upcoming arrivals are designated as medical office structures.

Vacancy down 10 bps



Continued positive absorption leads to a modest decline in the vacancy rate to 16.6 percent. In 2017 vacancy fell by 40 basis points.

Rent up 0.7%



An influx of new and renovated office space supports modest asking rent growth this year to \$26.42 per square foot.

Investment



Investors prioritizing tenant stability may wish to look toward medical office buildings, which serve the area's already large and growing healthcare sector.





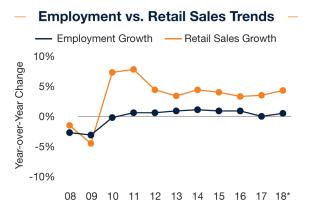
^{*} Forecast Sources: Marcus & Millichap Research Services; CoStar Group, Inc.; Real Capital Analytics



Boost in Residential Growth Favors Retail Sales, Allows Investors to Diversify

New completions outpace demand. A cycle-high level of household formations fuel demand for necessity-based neighborhood retailers across Northern New Jersey. Developers are responding by constructing three major shopping centers in Morris and Union counties. These projects are benefiting from nationally recognized anchor tenants such as Whole Foods. Yet, store closures in many malls and big boxes are occurring, creating opportunity for developers to reorient the space toward services or entertainment and in some cases redevelop it for multi-tenant use. In the short term, however, shuttered stores will prompt net absorption to fall short of supply, ticking the vacancy rate up this year. As vacancy still remains low and household formations create more demand, average marketed rent will improve this year, recovering from the slight decline suffered in 2017.

Grocery and convenience retailers garner strong appeal; high yields found farther inland. Limited new construction mixed with a favorable 5 percent vacancy rate offer an appealing landscape for investors. Among the rising number of sellers in the market, some are interested in transitioning to less-management-intensive holdings such as single-tenant properties. Purveyors of necessities are especially popular tenants in such scenarios, as trades of properties that house national grocery or drugstore chains feature cap rates in the low-5 or even high-4 percent range. Assets investors have favored for long-term holds include those with stable tenants located in the denser residential areas of Bergen and Hudson counties. For investors seeking higher initial returns, multi-tenant assets situated in Morris, Union, and Passaic counties offer numerous opportunities. Buildings in those counties with locally known establishments, including bars, restaurants and hairdressers, change hands with yields 50 to 100 basis points above the market average of mid-6 percent.





^{*} Forecast Sources: Marcus & Millichap Research Services; BLS; CoStar Group, Inc.



2018 Market Forecast

NRI Rank 39, down 3 places



Widening vacancy causes Northern New Jersey to drop three spots in the NRI.

Employment up 0.5%



Payrolls will expand by 10,000 positions in 2018, readily outpacing the 800 jobs that joined last year.

Construction 550,000 sq. ft.



Delivery volume expands by a modest 1.5 percent. Approximately 90 percent of completions are concentrated in Bergen, Morris and Union counties.

Vacancy up 20 bps



With new supply exceeding demand, the regional vacancy rate rises to 5.1 percent. Premium locales such as Hudson County continue to feature extremely low vacancy below 2 percent.

Rent up 1.2%



The average asking rent increases to \$25.87 per square foot, reversing course from the 0.4 percent decline posted last year.

Investment



Union and Morris counties, which have a growing number of households, provide tremendous upside potential for both new assets and older shopping centers that are updating their facilities to sign new tenants.





^{*} Forecast Sources: Marcus & Millichap Research Services; CoStar Group, Inc.; Real Capital Analytics

DEMOGRAPHICS

Created on June 2018

POPULATION	1 Miles	3 Miles	5 Miles
2022 Projection			_
Total Population	14,495	91,995	331,388
2017 Estimate			
Total Population	14,217	91,772	329,646
■ 2010 Census			
Total Population	13,638	88,704	319,848
■ 2000 Census			
Total Population	12,676	85,653	314,618
Daytime Population			
2017 Estimate	16,601	115,946	335,927
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
2022 Projection			_
Total Households	5,847	33,771	121,377
2017 Estimate			
Total Households	5,700	33,461	119,775
Average (Mean) Household Size	2.50	2.73	2.72
■ 2010 Census			
Total Households	5,430	32,103	115,365
■ 2000 Census			
Total Households	5,211	32,026	114,827

HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
2017 Estimate			
\$250,000 or More	15.76%	17.28%	12.07%
\$200,000 - \$249,999	6.41%	8.29%	7.07%
\$150,000 - \$199,000	9.74%	10.14%	10.05%
\$100,000 - \$149,000	19.46%	17.63%	17.49%
\$75,000 - \$99,999	11.08%	11.02%	11.66%
\$50,000 - \$74,999	14.46%	13.12%	13.82%
\$35,000 - \$49,999	8.48%	7.89%	8.50%
\$25,000 - \$34,999	4.99%	4.82%	6.39%
\$15,000 - \$24,999	5.72%	5.26%	6.72%
Under \$15,000	3.88%	4.56%	6.25%
Average Household Income	\$165,570	\$175,318	\$145,485
Median Household Income	\$102,746	\$107,404	\$92,458
Per Capita Income	\$66,383	\$63,990	\$53,016



Population

In 2017, the population in your selected geography is 329,646. The population has changed by 4.78% since 2000. It is estimated that the population in your area will be 331,388.00 five years from now, which represents a change of 0.53% from the current year. The current population is 48.01% male and 51.99% female. The median age of the population in your area is 40.76, compare this to the US average which is 37.83. The population density in your area is 4,190.26 people per square mile.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 61.75% White, 23.03% Black, 0.03% Native American and 9.04% Asian/Pacific Islander. Compare these to US averages which are: 70.42% White, 12.85% Black, 0.19% Native American and 5.53% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 11.94% of the current year population in your selected area. Compare this to the US average of 17.88%.



Households

There are currently 119,775 households in your selected geography. The number of households has changed by 4.31% since 2000. It is estimated that the number of households in your area will be 121,377 five years from now, which represents a change of 1.34% from the current year. The average household size in your area is 2.72 persons.



Housing

The median housing value in your area was \$430,935 in 2017, compare this to the US average of \$193,953. In 2000, there were 81,227 owner occupied housing units in your area and there were 33,600 renter occupied housing units in your area. The median rent at the time was \$770.



Income

In 2017, the median household income for your selected geography is \$92,458, compare this to the US average which is currently \$56,286. The median household income for your area has changed by 31.09% since 2000. It is estimated that the median household income in your area will be \$104,904 five years from now, which represents a change of 13.46% from the current year.

The current year per capita income in your area is \$53,016, compare this to the US average, which is \$30,982. The current year average household income in your area is \$145,485, compare this to the US average which is \$81,217.



Employment

In 2017, there are 173,348 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 74.68% of employees are employed in white-collar occupations in this geography, and 25.12% are employed in blue-collar occupations. In 2017, unemployment in this area is 4.64%. In 2000, the average time traveled to work was 35.00 minutes.

Source: © 2017 Experian

