



PASEO PROFESSIONAL BUILDING

130 S Euclid Ave • Pasadena, CA 91101

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FINANCIAL ANALYSIS



TENANT SUMMARY

As of June,2019

FINANCIAL ANALYSIS

Tenant Name	Suite	Lease Dates Comm.	Exp.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase
#1-L1	1	11/16/17	1/1/20	\$1,200	\$14,400	\$15,600	Jun-2020	\$1,300
#1-L2	1	6/1/17	6/1/20	\$915	\$10,980	\$22,800	Jun-2020	\$1,900
#1-L3+R-1	1	6/1/17	6/1/20	\$1,800	\$21,600	\$22,800	Jun-2020	\$1,900
#2	2	9/15/17	10/1/19	\$3,328	\$39,936	\$42,000	Jun-2020	\$3,500
#3-L1	3	3/15/18	5/1/20	\$1,100	\$13,200	\$16,800	Jun-2020	\$1,400
#3-L2	3	1/1/19	1/1/20	\$950	\$11,400	\$16,800	Jun-2020	\$1,400
#3-R1	3	3/1/15	6/1/20	\$960	\$11,520	\$16,800	Jun-2020	\$1,400
#4-L1	4	4/1/18	4/1/20	\$1,250	\$15,000	\$16,800	Jun-2020	\$1,400
#4-L2	4	1/1/11	5/1/20	\$1,250	\$15,000	\$16,800	Jun-2020	\$1,400
#4-R1	4	2/1/19	2/1/20	\$500	\$6,000	\$16,800	Jun-2020	\$1,400
#5-L (Vacant)	5			\$1,900	\$22,800	\$22,800		
#5-R	5	5/8/19	5/8/20	\$1,375	\$16,500	\$22,800	Jun-2020	\$1,900
#6-R1	6	1/1/19	1/1/20	\$1,425	\$17,100	\$21,600	Jun-2020	\$1,800
#6-R2 (Vacant)	6			\$1,800	\$21,600	\$21,600		
#7	7	1/1/15	1/1/20	\$1,872	\$22,464	\$26,400	Jun-2020	\$2,200
#8-L1	8	8/1/18	8/1/19	\$1,150	\$13,800	\$20,400	Jun-2020	\$1,700
#8-L2	8	8/24/93	4/1/20	\$1,150	\$13,800	\$20,400	Jun-2020	\$1,700
#8-R1	8	2/1/19	2/1/20	\$1,150	\$13,800	\$20,400	Jun-2020	\$1,700
#8-R2	8	3/1/19	3/1/20	\$1,100	\$13,200	\$20,400	Jun-2020	\$1,700
#8-R3	8	2/15/19	3/1/20	\$900	\$10,800	\$20,400	Jun-2020	\$1,700
Total				\$27,075	\$324,900	\$421,200		

OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF	Notes
Scheduled Base Rental Income	324,900	41.49	421,200	53.79	
Garage Storage	10,740	1.37	10,740	1.37	[1]
Diamond Parking	12,480	1.59	12,480	1.59	[2]
Potential Gross Revenue	348,120	44.46	444,420	56.76	
General Vacancy	(16,245) 5.0%	(2.07)	(21,060) 5.0%	(2.69)	
Effective Gross Revenue	\$331,875	\$42.39	\$423,360	\$54.07	

Operating Expenses	Current	Per SF	Pro Forma	Per SF	
Maintenance	3,750	0.48	3,750	0.48	[3]
Trash	1,278	0.16	1,278	0.16	[4]
Repair	3,915	0.50	3,915	0.50	[5]
Gardener	1,200	0.15	1,200	0.15	[6]
Water & Power	3,458	0.44	3,458	0.44	[7]
Insurance	2,455	0.31	2,455	0.31	[8]
Real Estate Taxes	52,539	6.71	52,539	6.71	[9]
Management Fee	16,102 4.9%	2.06	20,676 4.9%	2.64	
Total Expenses	\$84,697	\$10.82	\$89,271	\$11.40	
Expenses as % of EGR	25.5%		21.1%		
Net Operating Income	\$247,179	\$31.57	\$334,089	\$42.67	

Notes and assumptions to the above analysis are on the following page.

Notes to Operating Statement

- [1] Owner provided P&L
- [2] Owner provided P&L
- [3] Owner provided P&L
- [4] Owner provided P&L
- [5] Owner provided P&L
- [6] Owner provided P&L
- [7] Owner provided P&L
- [8] Owner provided P&L
- [9] 1.106083% of the purchase price

PRICING DETAIL

Summary	
Price	\$4,750,000
Down Payment	\$1,693,375
Down Payment %	36%
Number of Suites	20
Price Per SqFt	\$606.64
Total Gross SF	7,830 SF
Lot Size	0.45 Acres
Year Built/Renovated	1937
Occupancy	

Returns	Current	Pro Forma
CAP Rate	5.20%	7.03%
Cash-on-Cash	3.51%	8.64%
Debt Coverage Ratio	1.32	1.78

Financing	1st Loan
Loan Amount	\$3,087,500
Loan Type	New
Interest Rate	4.50%
Amortization	30 Years
Year Due	2024

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

Operating Data

Income		Current		Pro Forma
Scheduled Base Rental Income		\$324,900		\$421,200
Other Income		\$23,220		\$23,220
Potential Gross Revenue		\$348,120		\$444,420
General Vacancy	5.0%	(\$16,245)	5.0%	(\$21,060)
Effective Gross Revenue		\$331,875		\$423,360
Less: Operating Expenses	25.5%	(\$84,697)	21.1%	(\$89,271)
Net Operating Income		\$247,179		\$334,089
Cash Flow		\$247,179		\$334,089
Debt Service		(\$187,727)		(\$187,727)
Net Cash Flow After Debt Service	3.51%	\$59,452	8.64%	\$146,362
Principal Reduction		\$49,808		\$52,097
Total Return	6.45%	\$109,260	11.72%	\$198,459

Operating Expenses	Current	Pro Forma
CAM	\$13,601	\$13,601
Insurance	\$2,455	\$2,455
Real Estate Taxes (1.10608%)	\$52,539	\$52,539
Management Fee	\$16,102	\$20,676
Total Expenses	\$84,697	\$89,271
Expenses/Suite	\$4,235	\$4,464
Expenses/SF	\$10.82	\$11.40

MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

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 1,678 debt and equity financings in 2018



National platform operating within the firm's brokerage offices



\$6.24 billion billion total national volume in 2018



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**

INVESTMENT OVERVIEW



INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present 130 South Euclid Ave, a multi-tenant office building consisting of three separate structures, in Old Town Pasadena. Preserved in historic charm and in the heart of the business district, the 7,830 square foot property consists of 20 separate office suites.

This asset rests on a 19,382 SF lot (0.45 Acres) and is an ideal opportunity for an owner user / investor to capitalize on the cash flow potential of the property. The property currently has two vacant and 18 fully occupied suites on one-year leases. Additional income is also generated from on-site parking (managed by Diamond Parking Services) and three garages.

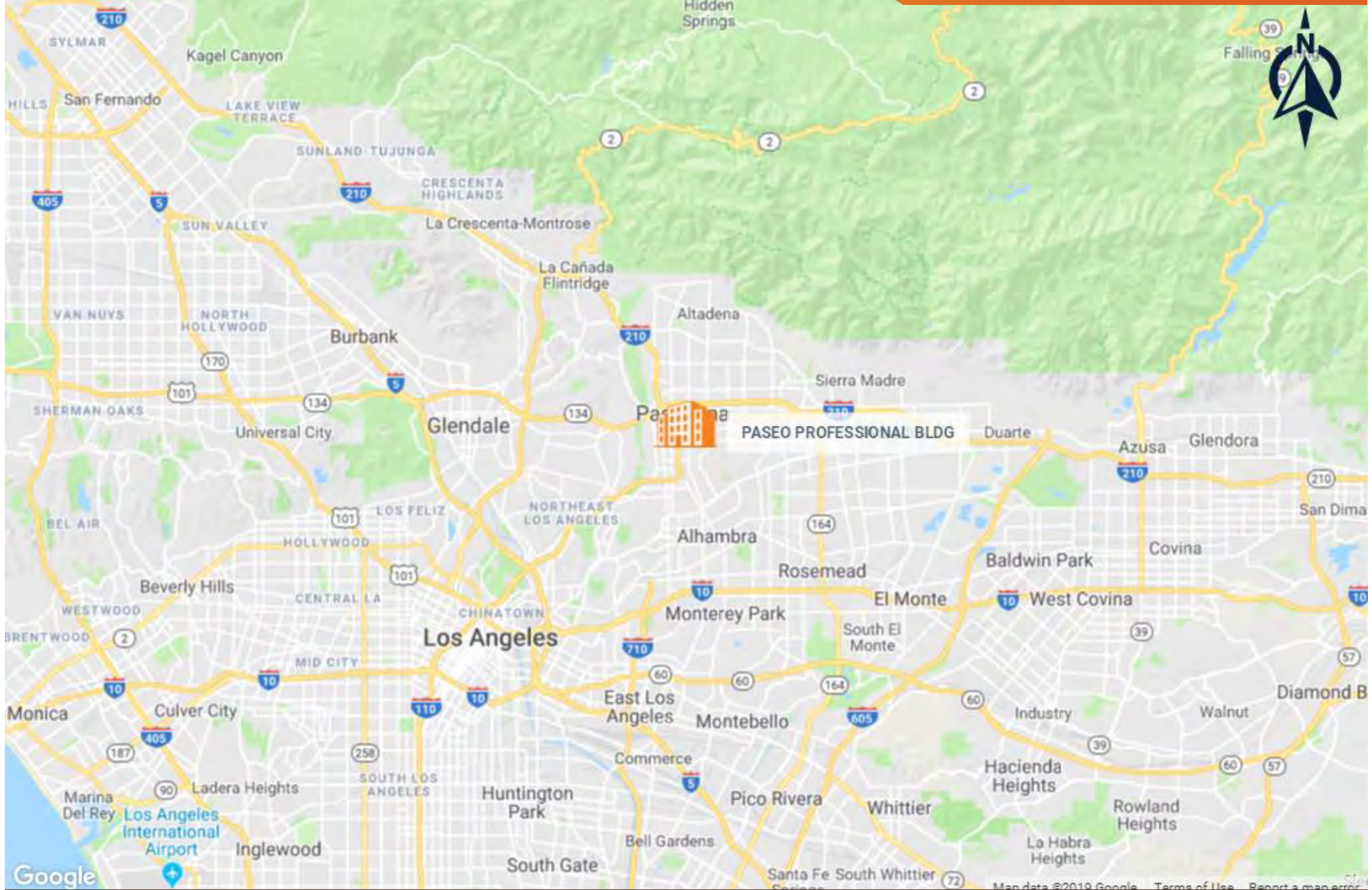
SBA financing is available.

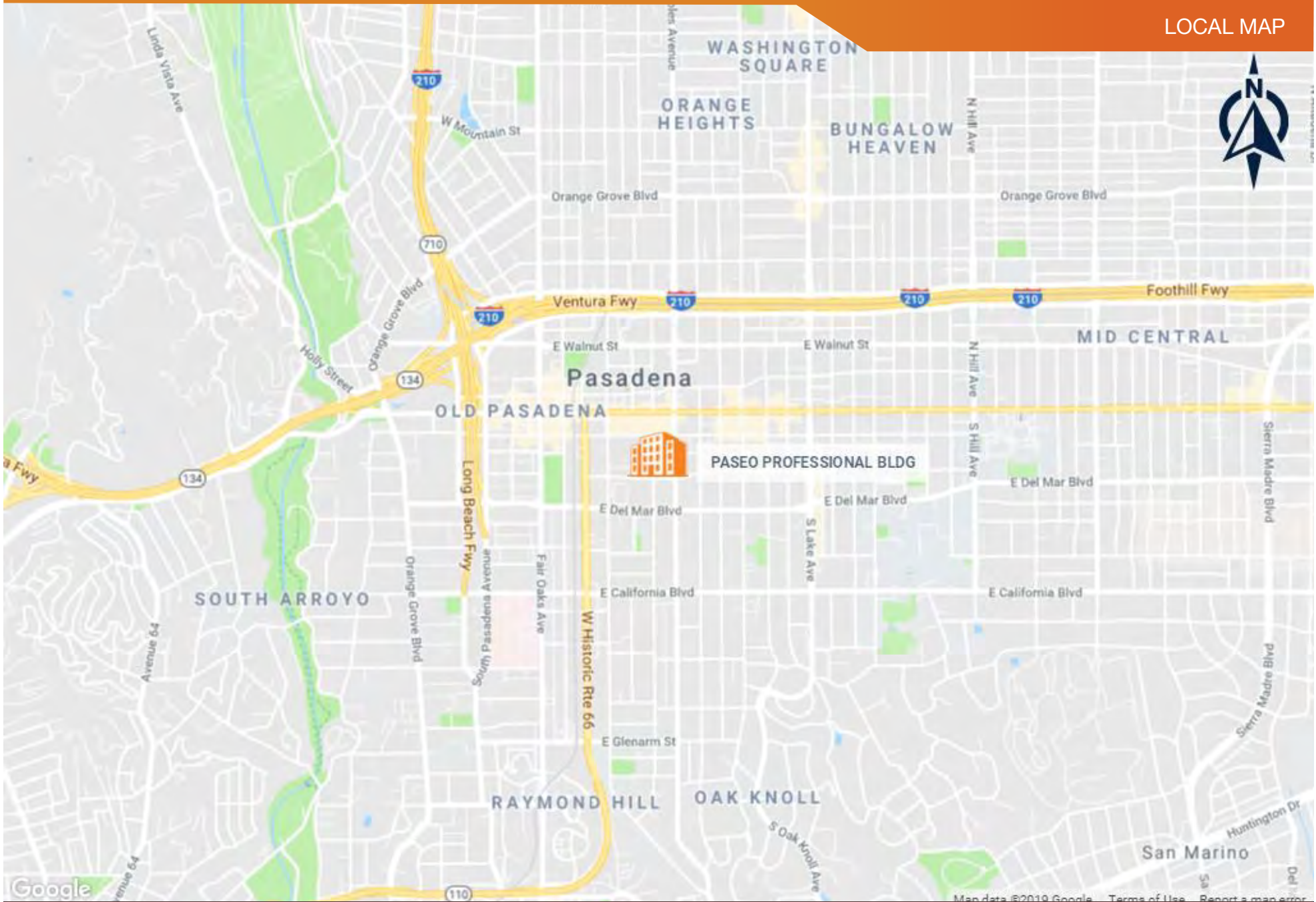
130 S Euclid is situated in a prime location of downtown Pasadena, less than 5 minutes walking from Pasadena Civic Auditorium and the premier dining and shopping destination of The Paseo; less than a mile from Pasadena City Hall, the premier dining and shopping of Old Pasadena, and many other thriving businesses. Old Town Pasadena showcases nearly 150 years of development, change and the care of many stakeholders. Today, the historic streets, alleyways, rustic brick facades, and architectural accents of Pasadena's original business district create an authentic streetscape of open-air eateries, specialty boutiques, galleries, theaters, and much more. A skillful blend of old and new has reclaimed the heritage of Pasadena's early downtown charm.

INVESTMENT HIGHLIGHTS

- Rare Opportunity in Prime Pasadena
- Multi-Tenant Office Building With Significant Upside Potential
- Features 20 Office Units (18 Fully Occupied With Year Long Leases & 2 Vacant)
- SBA Financing Available
- Additional Income From Three Garages And On-Site Parking Managed by Diamond
- Less than 5 minutes walking from The Paseo, Pasadena Civic Auditorium
- Less than a mile from Old Pasadena
- Walk Score of 93, Walker's Paradise























- 20 Private Office Suites In Prime Pasadena Location
- Additional Garage & Parking Income
- Great Upside Potential
- Minutes From More Than 200 Diverse Specialty Boutiques And Exclusive National Retailers.

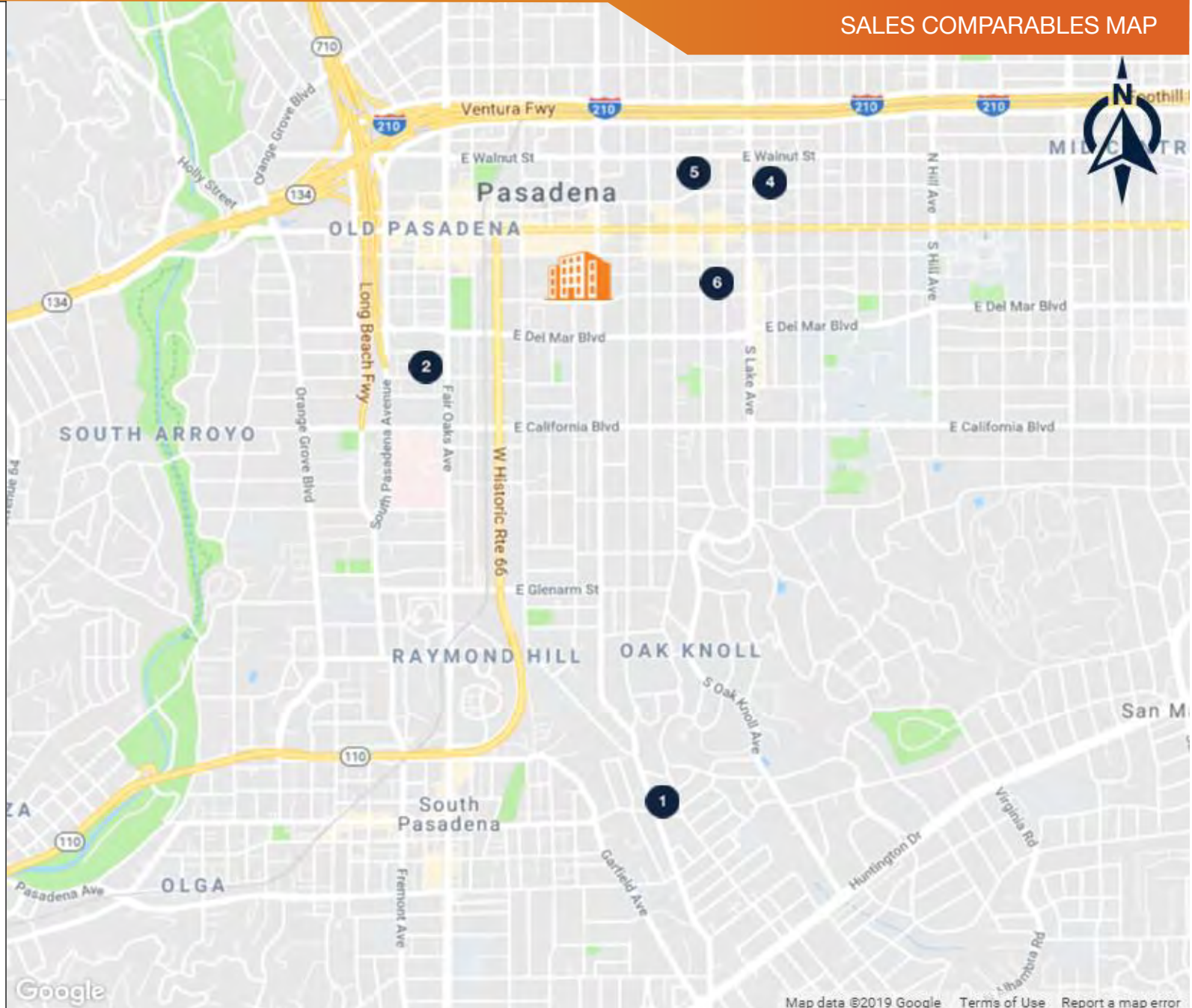
MARKET COMPARABLES





PASEO PROFESSIONAL BLDG
130 S Euclid Ave

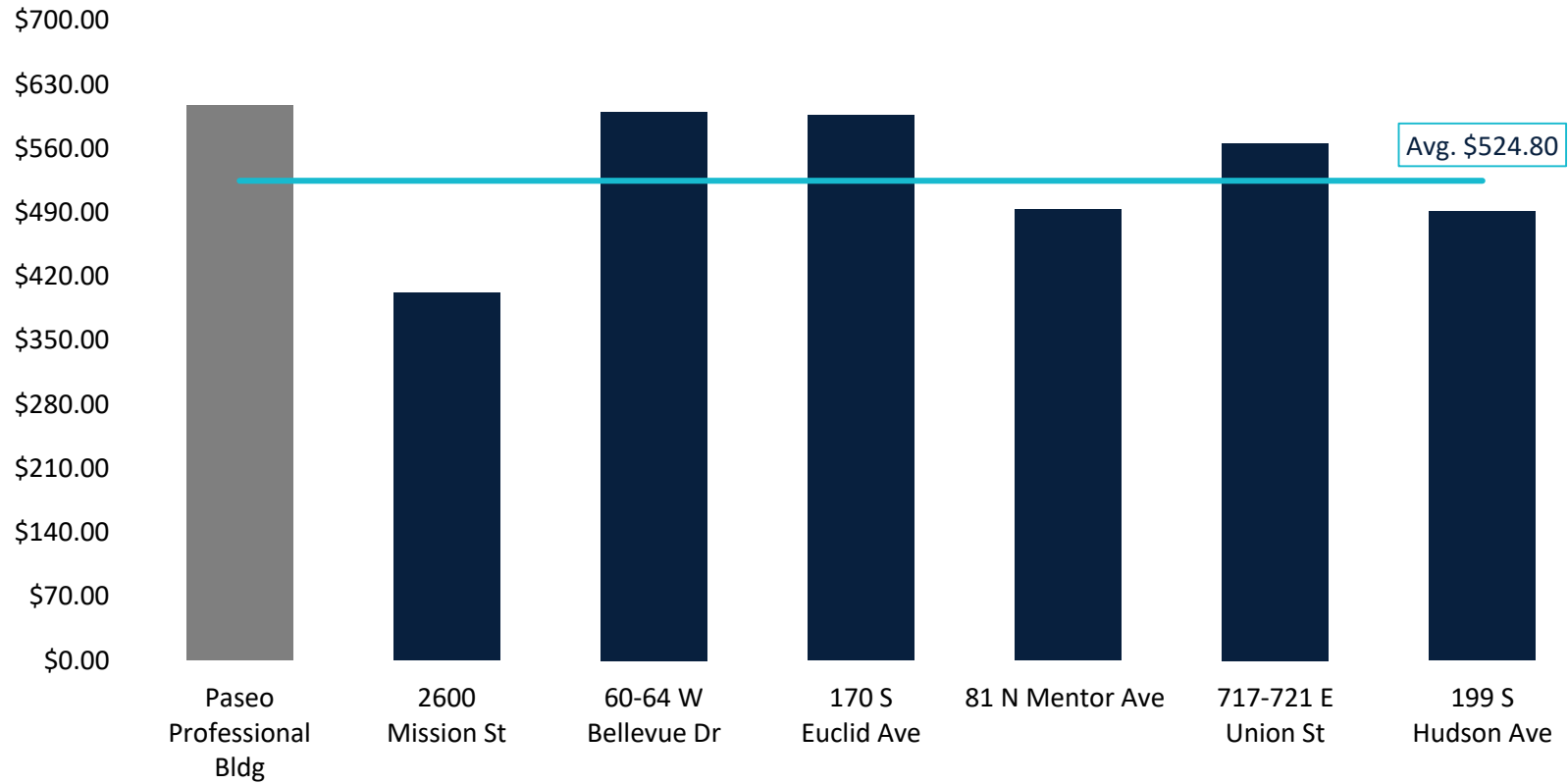
- 1 2600 Mission St
- 2 60-64 W Bellevue Dr
- 3 170 S Euclid Ave
- 4 81 N Mentor Ave
- 5 717-721 E Union St
- 6 199 S Hudson Ave



● SALES COMPARABLES

SALES COMPARABLES SALES COMPS AVG

Average Price Per Square Foot



SALES COMPARABLES

PASEO PROFESSIONAL BLDG
130 S Euclid Ave, Pasadena, CA, 91101



Asking Price	\$4,750,000
Price/SF	\$606.64
Current CAP Rate	5.20%
Pro Forma CAP Rate	7.03%
Year Built	1937
Rentable SF	7,830

2600 Mission St, San Marino, CA, 91108



Close of Escrow	11/5/2018
Sales Price	\$6,800,000
Rentable SF	16,907
Price/SF	\$402.20
Year Built	1980
Parking Ratio	4.00

60-64 W Bellevue Dr, Pasadena, CA, 91105



Close of Escrow	10/4/2018
Sales Price	\$2,689,000
Rentable SF	4,480
Price/SF	\$600.22
Year Built	1986

SALES COMPARABLES

170 S Euclid Ave, Pasadena, CA, 91101



Close of Escrow	9/13/2018
Sales Price	\$3,100,000
Rentable SF	5,201
Price/SF	\$596.04
Year Built	1958

81 N Mentor Ave, Pasadena, CA, 91106



Close of Escrow	2/7/2018
Sales Price	\$1,925,000
Rentable SF	3,902
Price/SF	\$493.34
Year Built	1952

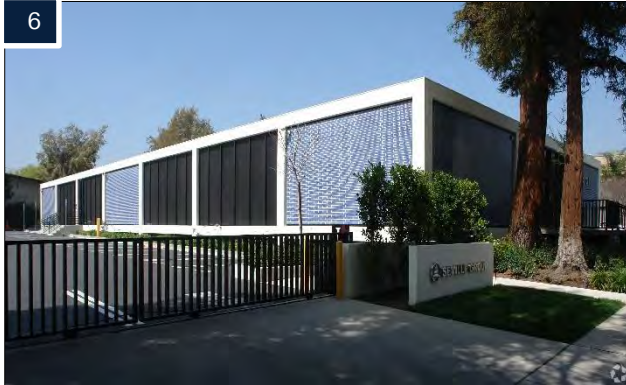
717-721 E Union St, Pasadena, CA, 91101



Close of Escrow	2/1/2018
Sales Price	\$3,150,000
Rentable SF	5,567
Price/SF	\$565.83
Year Built	1954

SALES COMPARABLES

199 S Hudson Ave, Pasadena, CA, 91101



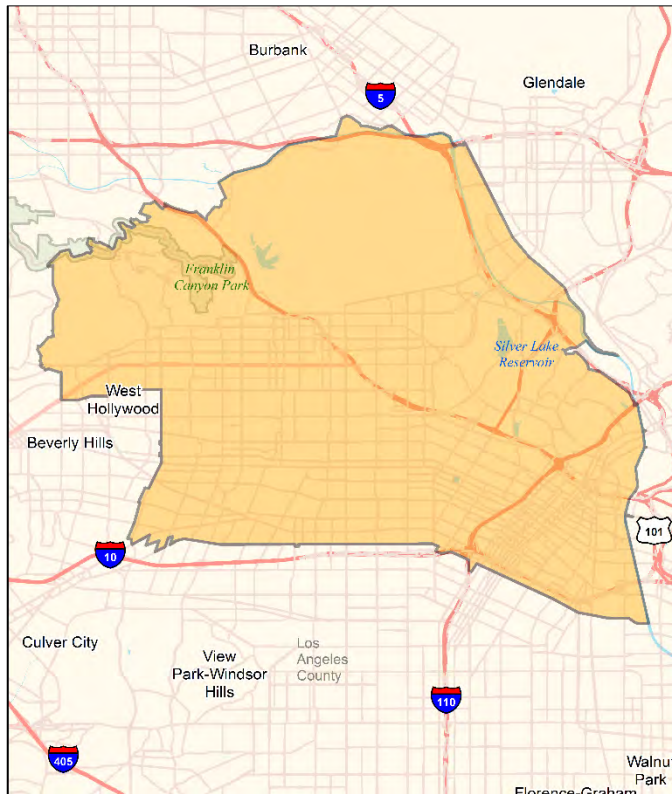
Close of Escrow	1/23/2018
Sales Price	\$5,800,000
Rentable SF	11,808
Price/SF	\$491.19
Year Built	1967
Parking Ratio	3.56

MARKET OVERVIEW



GREATER DOWNTOWN LOS ANGELES OVERVIEW

Greater Downtown Los Angeles consists of the Downtown, Mid-Wilshire and Hollywood submarkets. The continued revitalization of the market will boost population gains. The population base of 822,000 people will expand as more than 11,000 citizens are added over the next five years, filling new residential projects. Downtown houses numerous corporations, retail and entertainment venues that draw commuters into the city daily.



METRO HIGHLIGHTS



DOWNTOWN RENAISSANCE

The downtown area is undergoing a major renaissance due to the light rail and mixed-use projects such as L.A. Live attracting businesses and residents.



RAPID HOUSEHOLD GROWTH

Household formation will increase briskly during the next five years with the addition of 12,100 households.



ROBUST HEALTH SECTOR

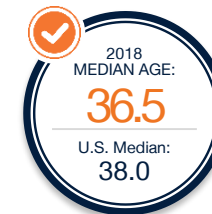
Healthcare provides a large number of jobs in the downtown area, employing thousands of workers and supported by public healthcare initiatives.



ECONOMY

- Major employers in the market include Farmers Insurance, Kaiser Permanente, Paramount Pictures, Deloitte, Ernst & Young, University of Southern California and Transamerica Insurance.
- Building conversions and mixed-use developments that include housing are bringing residents back into the area. Young, urban professionals desiring shorter commutes and downsizing households seeking to live near amenities are absorbing these units.
- A well-educated population provides companies with a skilled workforce. Roughly 38 percent of people age 25 and older hold a bachelor's degree; among those residents, 11 percent also have earned a graduate or professional degree.

DEMOGRAPHICS



* Forecast

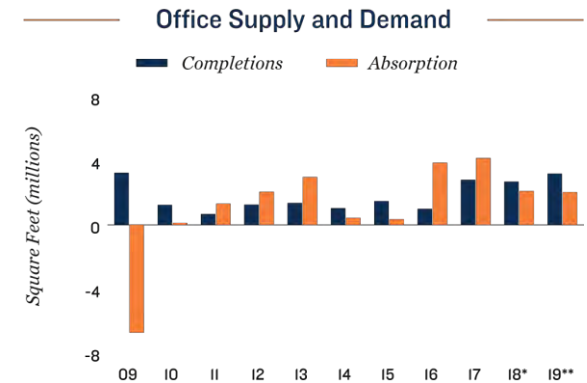
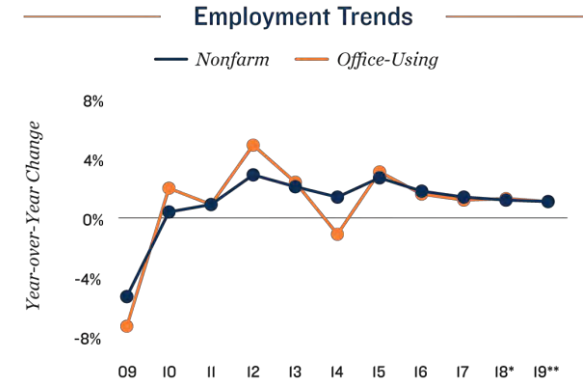
Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

LOS ANGELES METRO AREA

Company Expansions Warrant Cycle-High Construction; Investors Scour Employment Hubs for Quality Listings

Demand for creative office space sparks large-scale redevelopment. Widespread payroll growth by tech, media and entertainment firms have equated to the absorption of more than 10 million square feet of office space in Los Angeles County over the past three years. Westside Cities, which comprise Silicon Beach, have represented an area of leasing activity, yet demand for available floor plans has spilled over into Greater Downtown Los Angeles, allowing vacancy to compress by triple-digit basis points over the past year. Tenants’ increased desire for creative office space in both regions has prompted a wave of mixed-use redevelopment projects. The conversions of the former Broadway Trade Center and LA Terminal Market in downtown Los Angeles and the renovation of Laurel Plaza in North Hollywood account for roughly 1 million square feet of new office space in 2019. In Silicon Beach, the redevelopment of a Sears in Santa Monica and two transit-oriented projects in Culver City contribute an additional 400,000 square feet of space.

Buyer pool for upper-tier properties swells. Class A and B vacancy rates sit at 10-year lows entering 2019, attracting new sources of capital to Los Angeles County. For local institutional firms and wealthy individual buyers, an influx of out-of-town investors translates to heightened competition for well-leased, high-quality properties in Westside Cities and South Bay. In these regions, out-of-state buyers are targeting either 1980s- or post-2000-built Class A buildings and Class B assets of older vintages. In the tech hubs of Santa Monica and Playa Vista, these properties provide investors with mid-2 to 4 percent first-year returns, while similar buildings in Long Beach and El Segundo are obtainable at low-5 percent minimum yields. Overall buyer pool expansion is influencing more investors to target Class B and C assets with vacancy issues throughout the metro, confident that a lack of available lower-priced floor plans will allow them to fill empty spaces.



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

LOS ANGELES METRO AREA

2019 Market Forecast

- Employment up 1.1%

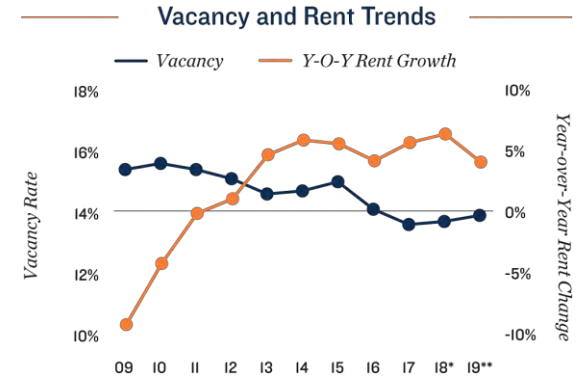
Los Angeles County’s employment base expands by 50,000 positions in 2019 after employers created 55,000 jobs last year.
- Construction 3.2 million sq. ft.

Development remains robust as annual delivery volume surpasses 2.5 million square feet for a third consecutive year.
- Vacancy up 20 bps

Net absorption of 2 million square feet of office space will prevent a sizable increase in vacancy as 2019 vacancy reaches 13.9 percent. In 2018, metro vacancy rose 10 basis points.
- Rent up 4.0%

The metro’s average asking rent will climb to \$40.70 per square foot, marking a moderation in rate growth following the previous five-year average increase of 5.5 percent.
- Investment

Investors that execute office conversions continue to target older industrial properties in the Westside Cities, yet fewer opportunities in this region push more of these buyers to Greater Downtown Los Angeles and South Bay.



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

Created on June 2019

POPULATION	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Population	39,916	207,242	541,486
■ 2018 Estimate			
Total Population	37,239	203,332	536,513
■ 2010 Census			
Total Population	34,006	194,728	516,452
■ 2000 Census			
Total Population	29,265	190,440	515,000
■ Current Daytime Population			
2018 Estimate	86,206	238,179	507,940
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Households	21,263	83,582	199,800
■ 2018 Estimate			
Total Households	19,648	80,874	195,308
Average (Mean) Household Size	1.88	2.46	2.70
■ 2010 Census			
Total Households	17,760	76,415	185,893
■ 2000 Census			
Total Households	14,810	72,804	180,802
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2018 Estimate			
\$200,000 or More	10.26%	13.90%	11.23%
\$150,000 - \$199,999	8.63%	9.36%	8.40%
\$100,000 - \$149,000	14.87%	16.43%	16.22%
\$75,000 - \$99,999	13.40%	12.51%	12.54%
\$50,000 - \$74,999	16.06%	14.98%	15.85%
\$35,000 - \$49,999	8.35%	8.98%	10.33%
\$25,000 - \$34,999	6.00%	6.19%	7.22%
\$15,000 - \$24,999	6.35%	6.85%	8.01%
Under \$15,000	12.28%	9.89%	9.70%
Average Household Income	\$105,321	\$123,070	\$110,535
Median Household Income	\$70,546	\$78,971	\$72,330
Per Capita Income	\$56,120	\$49,309	\$40,516

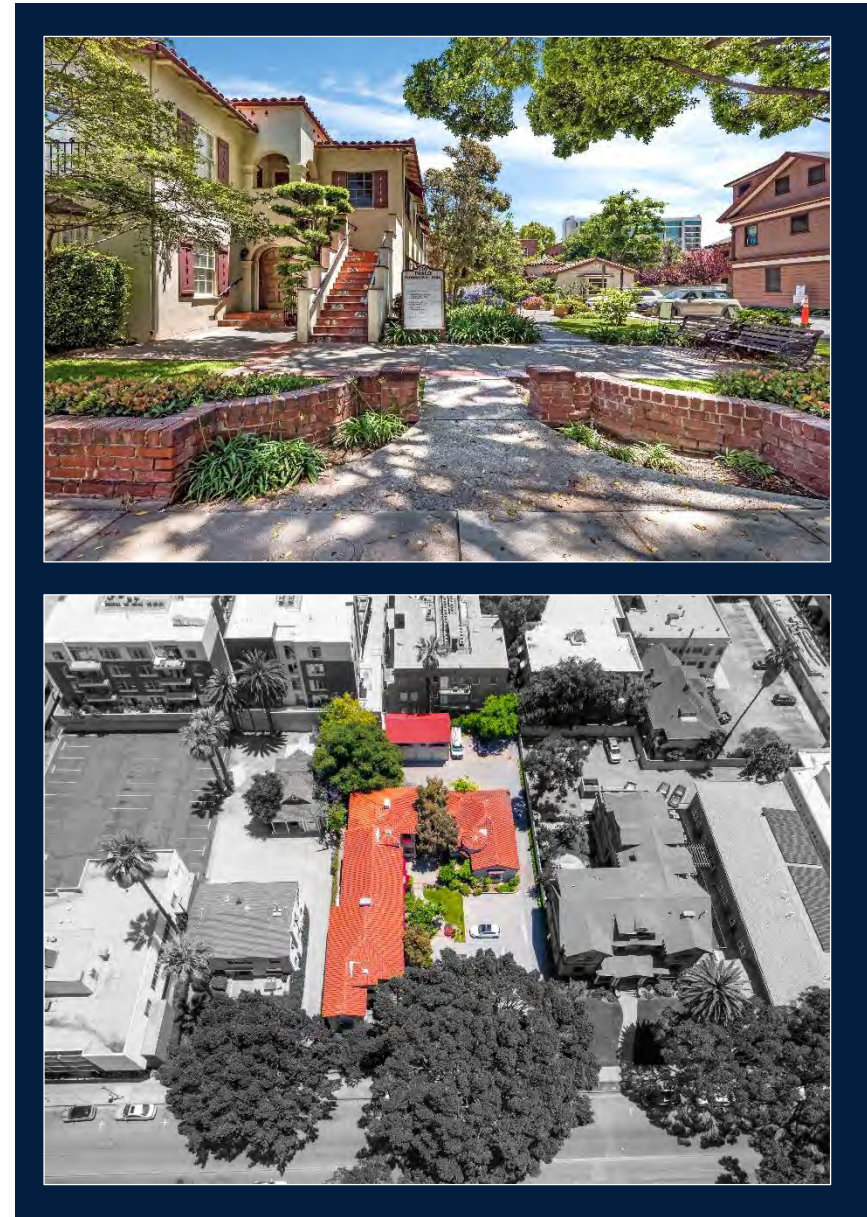
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2018 Estimate Total Population	37,239	203,332	536,513
Under 20	14.66%	21.15%	21.68%
20 to 34 Years	33.94%	22.50%	21.02%
35 to 39 Years	10.61%	7.48%	7.07%
40 to 49 Years	13.23%	14.11%	14.06%
50 to 64 Years	14.19%	19.50%	20.40%
Age 65+	13.37%	15.26%	15.77%
Median Age	35.58	39.23	40.17
■ Population 25+ by Education Level			
2018 Estimate Population Age 25+	29,399	148,368	387,896
Elementary (0-8)	4.72%	6.19%	6.84%
Some High School (9-11)	4.12%	5.41%	6.83%
High School Graduate (12)	9.70%	13.74%	17.31%
Some College (13-15)	13.85%	15.93%	17.04%
Associate Degree Only	5.84%	6.38%	6.96%
Bachelors Degree Only	31.47%	27.69%	24.96%
Graduate Degree	28.50%	22.76%	17.26%



Source: © 2018 Experian

Created on June 2019

POPULATION BY TRANSPORTATION TO WORK	1 Miles	3 Miles	5 Miles
■ 2018 Estimate Total Population			
Bicycle	3.02%	1.50%	0.90%
Bus or Trolley Bus	3.64%	3.68%	4.82%
Carpooled	6.64%	9.19%	10.47%
Drove Alone	63.64%	71.73%	73.14%
Ferryboat	0.00%	0.00%	0.00%
Motorcycle	0.34%	0.33%	0.28%
Other Means	1.25%	1.07%	0.83%
Railroad	0.84%	0.38%	0.24%
Streetcar or Trolley Car	0.03%	0.09%	0.07%
Subway or Elevated	2.89%	1.54%	0.97%
Taxicab	0.06%	0.06%	0.05%
Walked	12.82%	5.02%	3.34%
Worked at Home	4.85%	5.42%	4.90%
POPULATION BY TRAVEL TIME TO WORK	1 Miles	3 Miles	5 Miles
■ 2018 Estimate Total Population			
Under 15 Minutes	30.53%	23.08%	19.57%
15 - 29 Minutes	30.10%	33.00%	32.67%
30 - 59 Minutes	21.73%	23.77%	27.47%
60 - 89 Minutes	7.71%	7.87%	8.26%
90 or More Minutes	2.14%	2.28%	2.59%
Worked at Home	4.85%	5.42%	4.90%
Average Travel Time in Minutes	28	30	32



Source: © 2018 Experian



Population

In 2018, the population in your selected geography is 37,239. The population has changed by 27.25% since 2000. It is estimated that the population in your area will be 39,916.00 five years from now, which represents a change of 7.19% from the current year. The current population is 48.90% male and 51.10% female. The median age of the population in your area is 35.58, compare this to the US average which is 37.95. The population density in your area is 11,851.51 people per square mile.



Households

There are currently 19,648 households in your selected geography. The number of households has changed by 32.67% since 2000. It is estimated that the number of households in your area will be 21,263 five years from now, which represents a change of 8.22% from the current year. The average household size in your area is 1.88 persons.



Income

In 2018, the median household income for your selected geography is \$70,546, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 76.04% since 2000. It is estimated that the median household income in your area will be \$84,197 five years from now, which represents a change of 19.35% from the current year.

The current year per capita income in your area is \$56,120, compare this to the US average, which is \$32,356. The current year average household income in your area is \$105,321, compare this to the US average which is \$84,609.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 52.18% White, 7.39% Black, 0.10% Native American and 24.38% Asian/Pacific Islander. Compare these to US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 26.35% of the current year population in your selected area. Compare this to the US average of 18.01%.



Housing

The median housing value in your area was \$539,248 in 2018, compare this to the US average of \$201,842. In 2000, there were 3,237 owner occupied housing units in your area and there were 11,573 renter occupied housing units in your area. The median rent at the time was \$692.



Employment

In 2018, there are 65,666 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 78.89% of employees are employed in white-collar occupations in this geography, and 21.20% are employed in blue-collar occupations. In 2018, unemployment in this area is 5.67%. In 2000, the average time traveled to work was 28.00 minutes.

Source: © 2018 Experian

