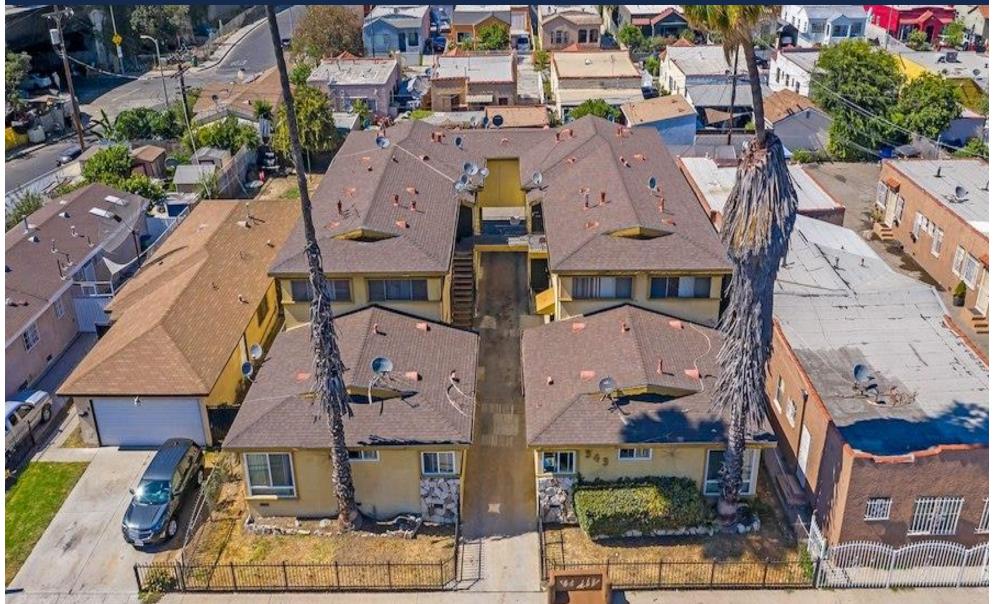
Marcus Millichap LAAA Team

Offering Memorandum



343 W 89TH ST Los Angeles, CA 90003

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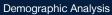
343 W 89TH ST Los Angeles, CA ACT ID ZAC0120635



Expertise | Execution | Excellence

TABLE OF CONTENTS

	SECTION
INVESTMENT OVERVIEW	01
Offering Summary	
Regional Map	
Local Map	
Aerial Photo	
FINANCIAL ANALYSIS	02
Rent Roll Summary	
Rent Roll Detail	
Operating Statement	
Notes	
Pricing Detail	
Acquisition Financing	
MARKET COMPARABLES	03
Sales Comparables	
Rent Comparables	
MARKET OVERVIEW	04
Domographia Analysia	





3

INVESTMENT OVERVIEW



OFFERING SUMMARY

EXECUTIVE SUMMARY

		VITAL DATA		
Price	\$2,650,000		CURRENT	PRO FORMA
Down Payment	30% / \$795,000	CAP Rate	4.93%	7.37%
Loan Amount	\$1,855,000	GRM	13.12	9.76
Loan Type	Proposed New	Net Operating Income	\$130,548	\$195,293
Interest Rate / Amortization	3.35% / 30 Years	Net Cash Flow After Debt Service	4.08% / \$32,445	12.23% / \$97,190
Price/Unit	\$265,000	Total Return	8.67% / \$68,963	16.97% / \$134,950
Price/SF	\$337.11			
Number of Units	10			
Rentable Square Feet	7,861			
Year Built	1964			
Lot Size	0.24 acre(s)			

UNIT MIX					
NUMBER OF UNITS	UNIT TYPE	APPROX. SQUARE FEET			
10	2 Bed / 1 Bath Section 8				

10



Total

PROPOSED FINANCING	
First Trust Deed	
Loan Amount	\$1,855,000
Loan Type	Proposed New
Interest Rate	3.35%
Amortization	30 Years
Loan Term	5 Years
Loan to Value	70%
Debt Coverage Ratio	1.33

7,861

MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES
Los Angeles Dept Wtr & Pwr	4,657
Factory 2-U Acquisition LLC	2,500
Parks & Recreation Dept	2,449
Centinela Hospital Medical Ctr	1,500
McDonalds	1,482
Servicon Systems Inc	1,472
University Southern California	1,388
Charles Drew Univ Mdcine Scnce	1,381
Police Dept	1,363
Public Social Services	1,352
Charles R Drew University	1,243
Spacex	1,215

DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2020 Estimate Pop	65,270	440,834	1,162,855
2010 Census Pop	62,833	429,004	1,136,647
2020 Estimate HH	16,828	116,719	314,869
2010 Census HH	16,057	112,569	304,511
Median HH Income	\$34,421	\$42,078	\$44,223
Per Capita Income	\$12,407	\$15,326	\$16,711
Average HH Income	\$47,724	\$57,481	\$60,707

INVESTMENT OVERVIEW

The LAAA Team of Marcus & Millichap is proud to present this 10-unit apartment building located at 343 West 89th Street in the 90003 zip code of Los Angeles. With close proximity to the 110 Freeway, as well as main thoroughfares like Manchester Avenue, the subject property provides an easy commute to downtown L.A. and beach cities to the West for the residents' enjoyment.

The 7,861 square foot property sits on a double lot that measures 10,500 square feet and with a very attractive unit mix of all 2 Bedroom / 1 Bathroom units, making it perfect for families and/or tenants living with roommates. The property also provides ample on-site parking for tenants in the rear of the building. The property is currently 100% occupied and with all Section 8 tenants, providing the investor with strong, secure cash flow which can be hard to come by in this post-pandemic era!

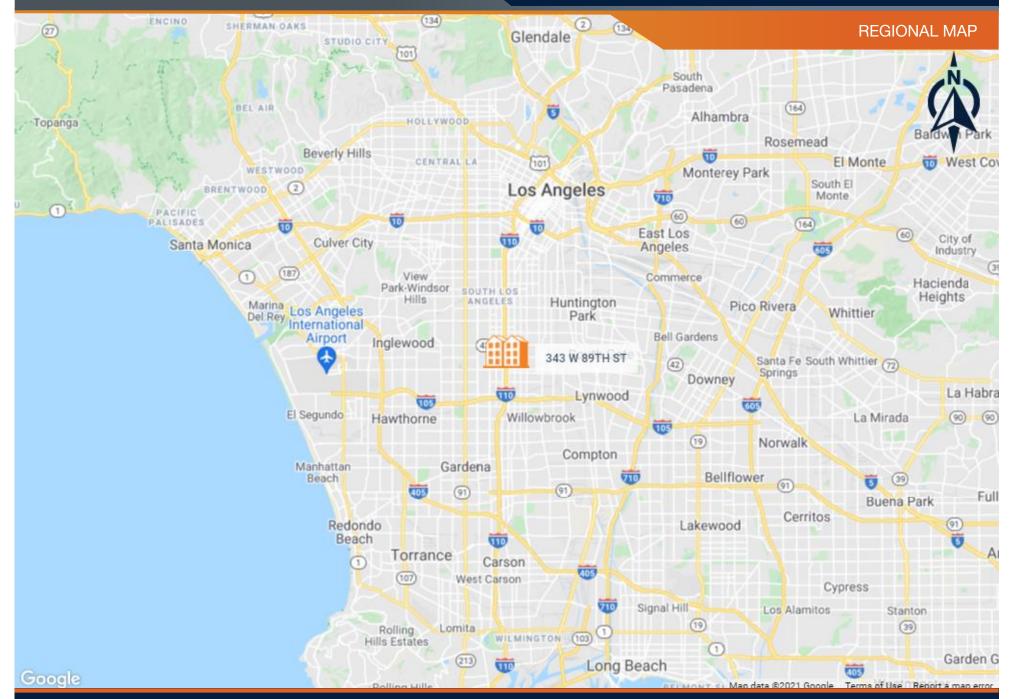
The property is purely value-add, so a new investor can add significant value to the asset by making simple touch-ups and renovations to improve the systems and aesthetics of the property.

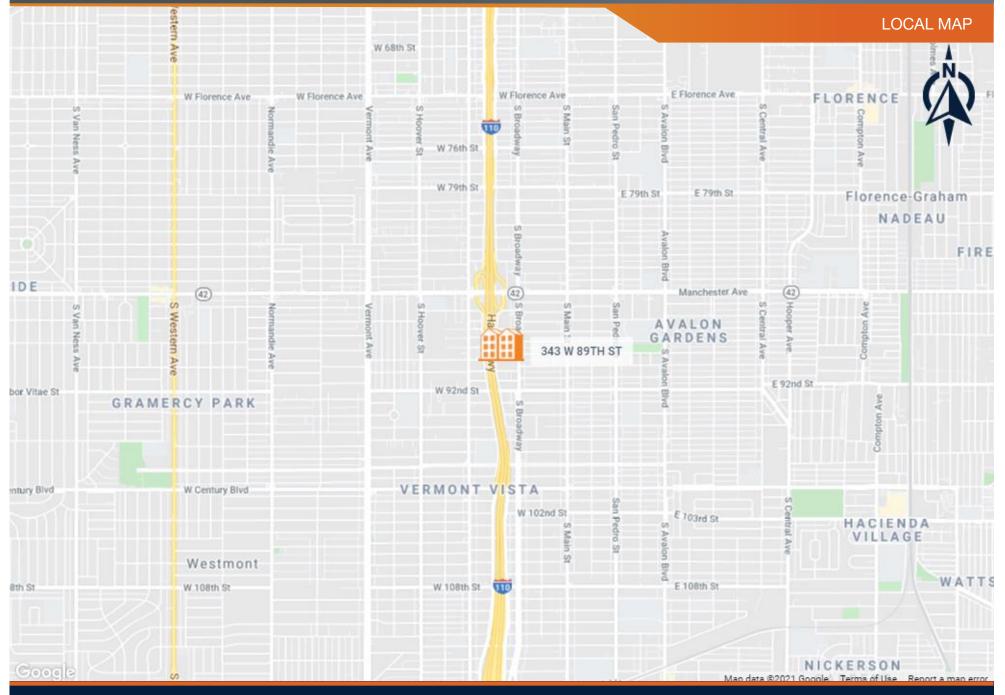
Another way an investor could create additional value would be to add ADU's onto the rear parking lot. The new ADU program that was rolled out state-wide at the beginning of 2020 has offered investors an easy road map to increase income, and the ease in which investors are able to get plans for ADU's permitted and approved has alleviated potential suitors a lot of the stresses that come along with developing and dealing with the city.

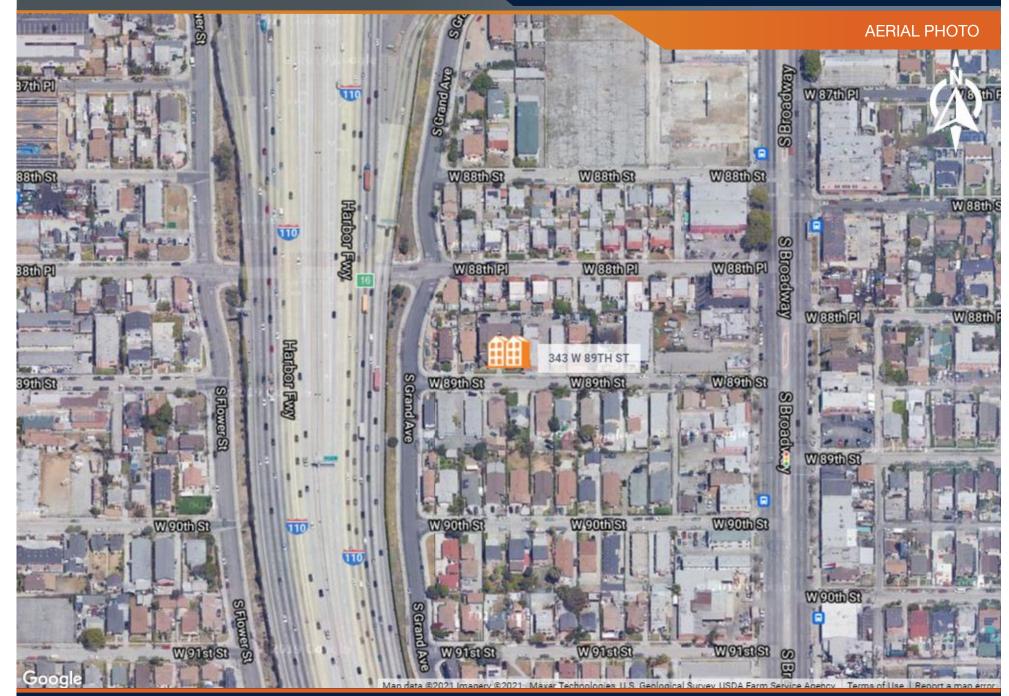
INVESTMENT HIGHLIGHTS

- Built in 1964
- Attractive Mix of All 2 Bedrooms
- Huge Opportunity for ADU's
- Significant Upside in Rents
- All Units Section 8
- Ample On-Site Parking
- Proximate to Major Freeways



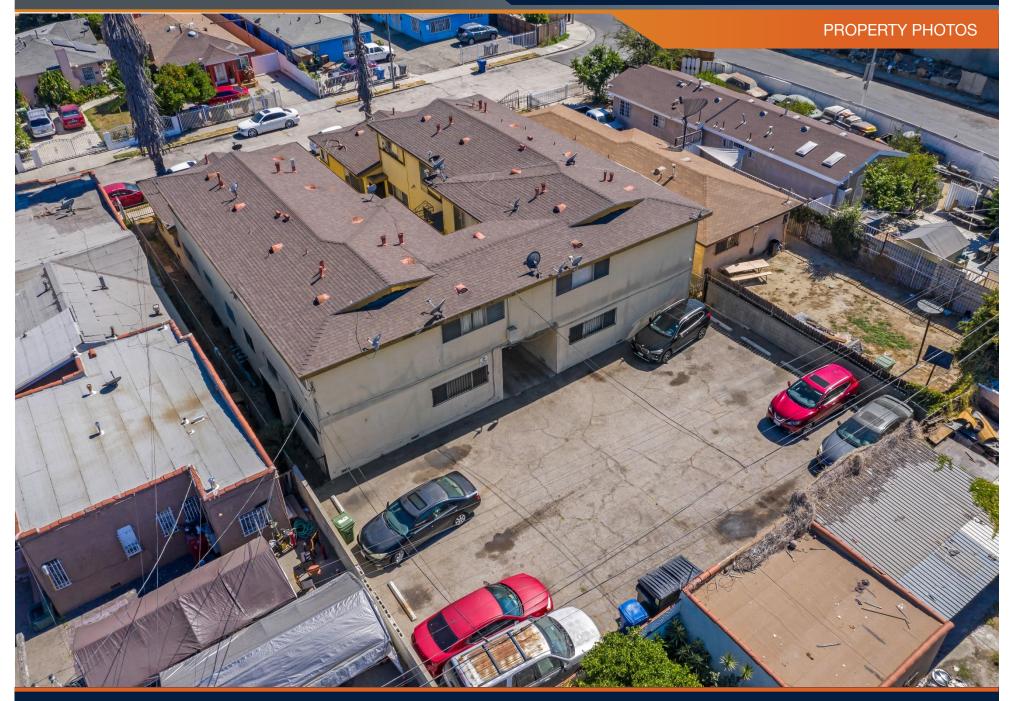


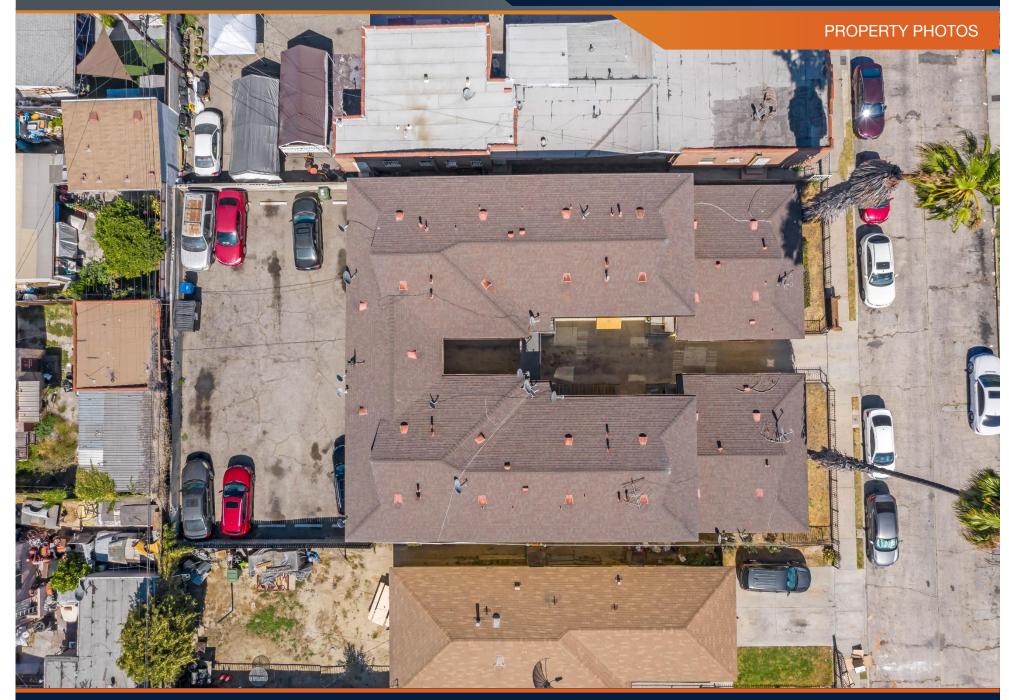


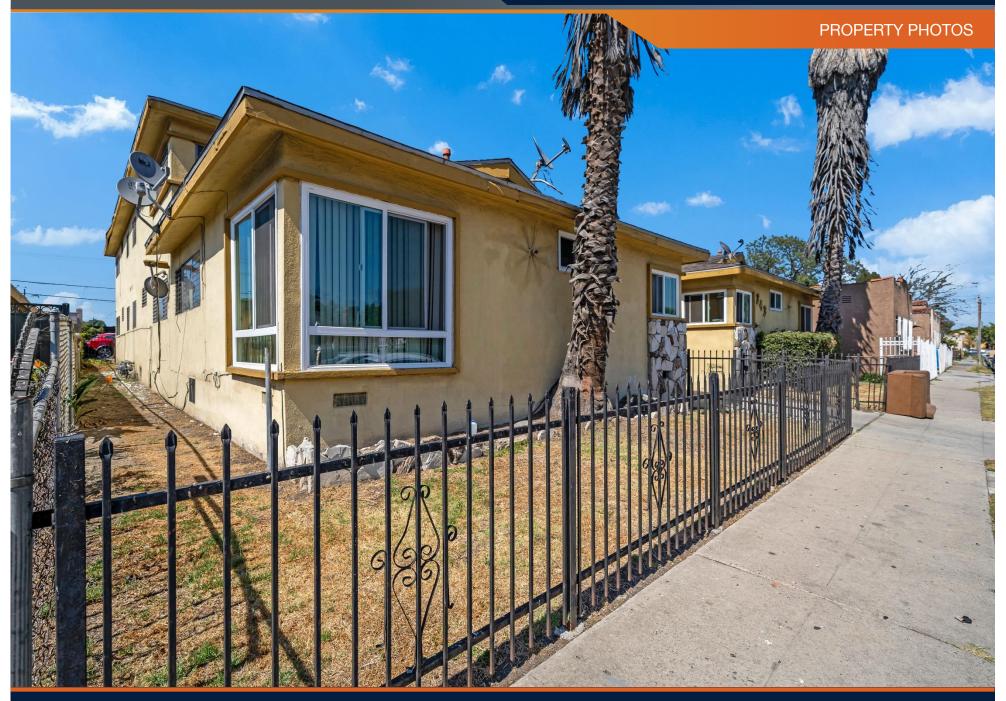


PROPERTY PHOTOS

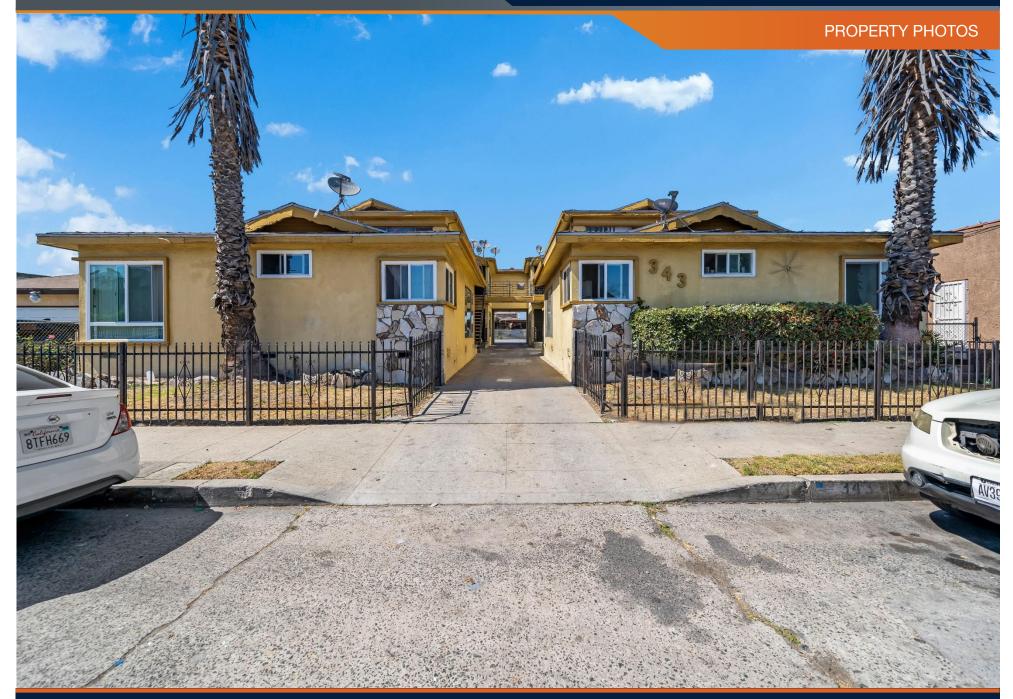


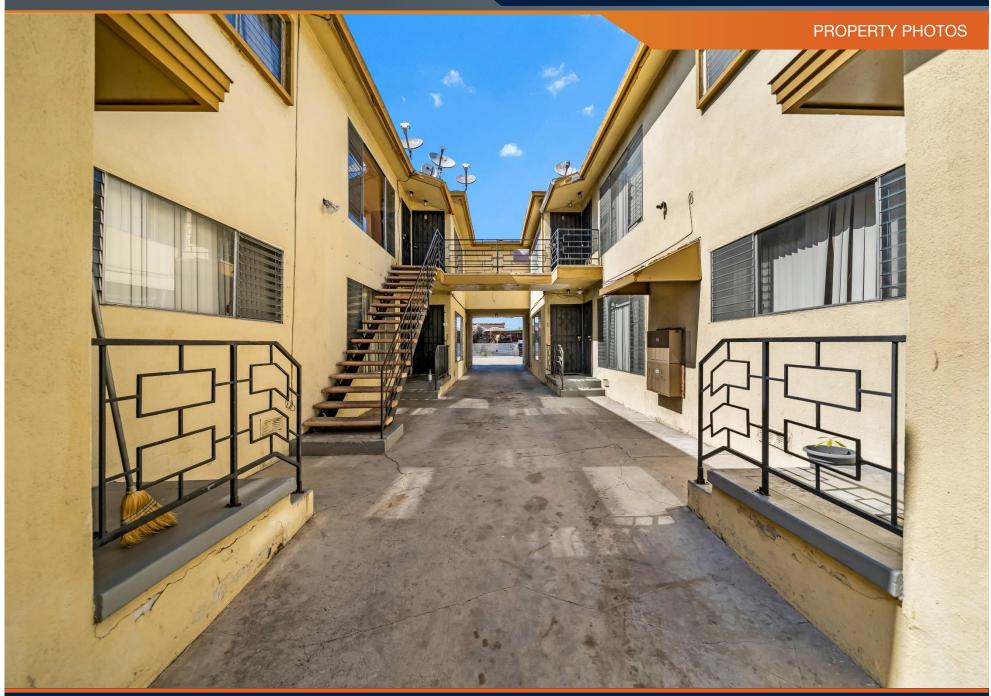






Millichap & Millichap







FINANCIAL ANALYSIS



RENT ROLL SUMMARY

FINANCIAL ANALYSIS

As of July,2021

				Current				Potential	
	# of	Avg Sq	Rental	Average	Average	Monthly	Average	Average	Monthly
Unit Type	Units	Feet	Range	Rent	Rent / SF	Income	Rent	Rent / SF	Income
2 Bed / 1 Bath Section 8	10	N/A	\$1,239 - \$2,018	\$1,684	N/A	\$16,836	\$2,263	N/A	\$22,630
Totals/Weighted Averages	10	786		\$1,684	\$2.14	\$16,836	\$2,263	\$2.88	\$22,630
Gross Annualized Rents				\$202,032			\$271,560		

Notes:



RENT ROLL DETAIL

As of July,2021

Unit	Unit Type		Current Rent / Month	Current Rent / SF/ Month	Potential Rent / Month	Potential Rent/ SF/ Month
1	2 Bed / 1 Bath Section 8		\$1,950	\$0.00	\$2,263	\$0.00
2	2 Bed / 1 Bath Section 8		\$1,600	\$0.00	\$2,263	\$0.00
3	2 Bed / 1 Bath Section 8		\$1,750	\$0.00	\$2,263	\$0.00
4	2 Bed / 1 Bath Section 8		\$1,239	\$0.00	\$2,263	\$0.00
5	2 Bed / 1 Bath Section 8		\$1,600	\$0.00	\$2,263	\$0.00
6	2 Bed / 1 Bath Section 8		\$2,018	\$0.00	\$2,263	\$0.00
7	2 Bed / 1 Bath Section 8		\$1,873	\$0.00	\$2,263	\$0.00
8	2 Bed / 1 Bath Section 8		\$1,604	\$0.00	\$2,263	\$0.00
9	2 Bed / 1 Bath Section 8		\$1,872	\$0.00	\$2,263	\$0.00
10	2 Bed / 1 Bath Section 8		\$1,330	\$0.00	\$2,263	\$0.00
Total		Square Feet: 7,861	\$16,836	\$2.14	\$22,630	\$2.88

FINANCIAL ANALYSIS

OPERATING STATEMENT

Income	Current		Pro Forma	Notes	Per Unit	Per SF
Gross Current Rent	202,032		271,560		27,156	34.55
Physical Vacancy	(6,061)	3.0%	(8,147)	3.0%	(815)	(1.04)
Total Vacancy	(\$6,061)	3.0%	(\$8,147)	3.0%	(\$815)	(\$1)
Effective Rental Income	195,971		263,413		26,341	33.51
Other Income						
Laundry Income	1,200		1,200	[10]	120	0.15
Total Other Income	\$1,200		\$1,200		\$120	\$0.15
Effective Gross Income	\$197,171		\$264,613		\$26,461	\$33.66

Expenses	Current		Pro Forma	Notes	Per Unit	Per SF
Real Estate Taxes	33,125		33,125	[1]	3,313	4.21
Insurance	3,931		3,931	[2]	393	0.50
Utilities	7,200		7,200	[3]	720	0.92
Trash Removal	3,000		3,000	[4]	300	0.38
Repairs & Maintenance	5,000		5,000	[5]	500	0.64
Landscaping	1,500		1,500	[6]	150	0.19
Pest Control	480		480	[7]	48	0.06
General & Administrative	2,000		2,000	[8]	200	0.25
Operating Reserves	2,500		2,500	[9]	250	0.32
Management Fee	7,887	4.0%	10,585	4.0%	1,058	1.35
Total Expenses	\$66,623		\$69,321		\$6,932	\$8.82
Expenses as % of EGI	33.8%		26.2%			
Net Operating Income	\$130,548		\$195,293		\$19,529	\$24.84

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

NOTES

Notes to Operating Statement	
------------------------------	--

- [1] 1.25% of purchase price
- [2] Estimated \$0.50 per SF
- [3] Estimated \$60 per unit per month
- [4] Estimated \$250 per month
- [5] Estimated \$500 per unit per year
- [6] Estimated \$125 per month
- [7] Estimated \$40 per month
- [8] Estimated \$200 per unit per year
- [9] Estimated \$250 per unit per year
- [10] Estimated \$10 per unit per month

FINANCIAL ANALYSIS

PRICING DETAIL

Summary		
Price	\$2,650,000	
Down Payment	\$795,000	30%
Number of Units	10	
Price Per Unit	\$265,000	
Price Per SqFt	\$337.11	
Gross SqFt	7,861	
Lot Size	0.24 Acres	
Approx. Year Built	1964	

Returns	Current	Pro Forma
CAP Rate	4.93%	7.37%
GRM	13.12	9.76
Cash-on-Cash	4.08%	12.23%
Debt Coverage Ratio	1.33	1.99

Financing	1st Loan	
Loan Amount	\$1,855,000	
Loan Type	New	
Interest Rate	3.35%	
Amortization	30 Years	
Year Due	2026	

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

# Of Units	Unit Type	SqFt/Unit	Scheduled Rents	Market Rents
10	2 Bed / 1 Bath Section 8	0	\$1,684	\$2,263

Operating Data

Income		Current		Pro Forma
Gross Scheduled Rent		\$202,032		\$271,560
Less: Vacancy/Deductions	3.0%	\$6,061	3.0%	\$8,147
Total Effective Rental Income		\$195,971		\$263,413
Other Income		\$1,200		\$1,200
Effective Gross Income		\$197,171		\$264,613
Less: Expenses	33.8%	\$66,623	26.2%	\$69,321
Net Operating Income		\$130,548		\$195,293
Cash Flow		\$130,548		\$195,293
Debt Service		\$98,103		\$98,103
Net Cash Flow After Debt Service	4.08%	\$32,445	12.23%	\$97,190
Principal Reduction		\$36,518		\$37,760
Total Return	8.67%	\$68,963	16.97%	\$134,950

Expenses	Current	Pro Forma
Real Estate Taxes	\$33,125	\$33,125
Insurance	\$3,931	\$3,931
Utilities	\$7,200	\$7,200
Trash Removal	\$3,000	\$3,000
Repairs & Maintenance	\$5,000	\$5,000
Landscaping	\$1,500	\$1,500
Pest Control	\$480	\$480
General & Administrative	\$2,000	\$2,000
Operating Reserves	\$2,500	\$2,500
Management Fee	\$7,887	\$10,585
Total Expenses	\$66,623	\$69,321
Expenses/Unit	\$6,662	\$6,932
Expenses/SF	\$8.48	\$8.82

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 for the benefit of our clients.



Closed 1,943 debt and equity financings in 2020



National platform operating within the firm's brokerage offices



\$ 7.7 billion total national volume in 2020



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

WHY MMCC?

Optimum financing solutions to enhance value

Enhanced control through investor qualification support

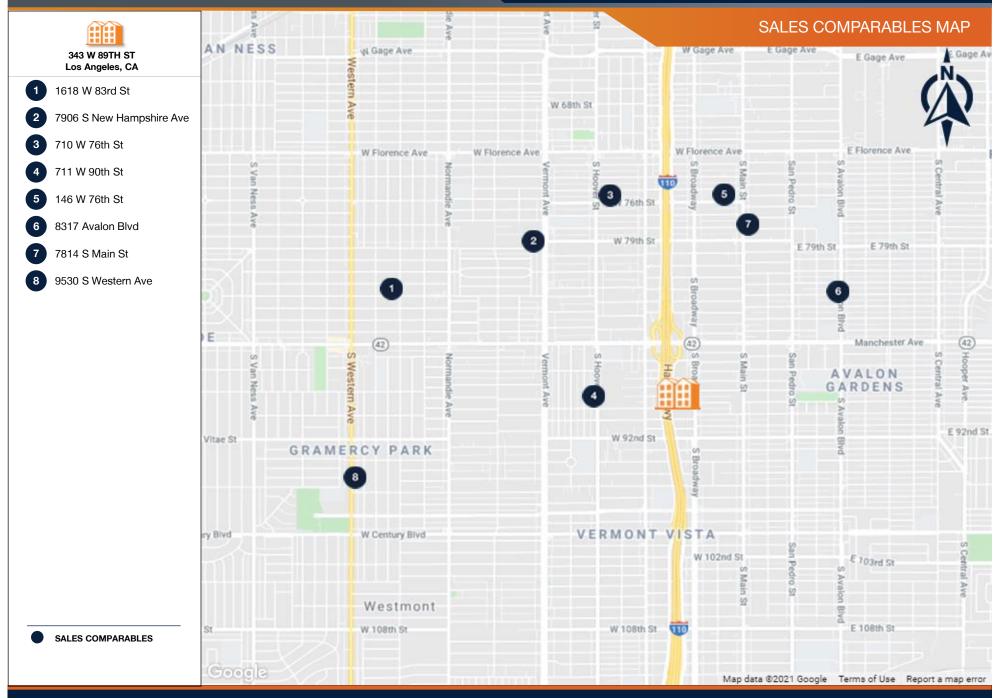
Enhanced control through MMCC's ability to qualify investor finance contingencies

Enhanced control through quickly identifying potential debt/equity sources, processing, and closing buyer's finance alternatives

Enhanced control through MMCC's ability to monitor investor/due diligence and underwriting to ensure timely, predictable closings

COMPARABLES





343 W 89TH ST Sales comparables Sales comps avg Sales comparables Average Cap Rate Avg. 5.02% 4.8 Avg. 5.02% 3.6 Avg. 5.02% 3.0 Avg. 5.02% 2.4 Avg. 5.02%

711

W 90th St

146

W 76th St

8317 Avalon

Blvd

7814

S Main St

9530 S

Western Ave

Average GRM

343

W 89th St

1618

W 83rd St

7906 S New

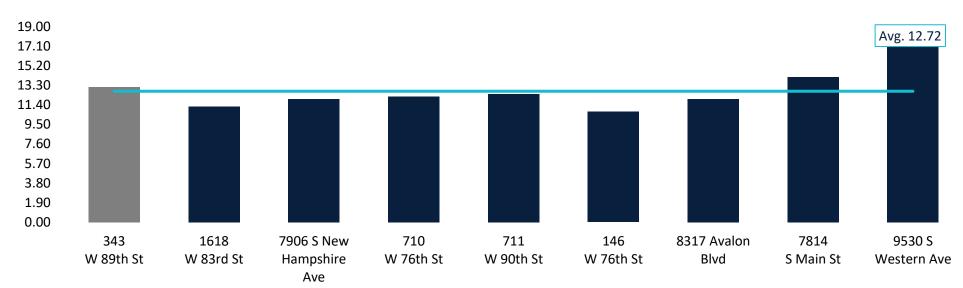
Hampshire

Ave

710

W 76th St

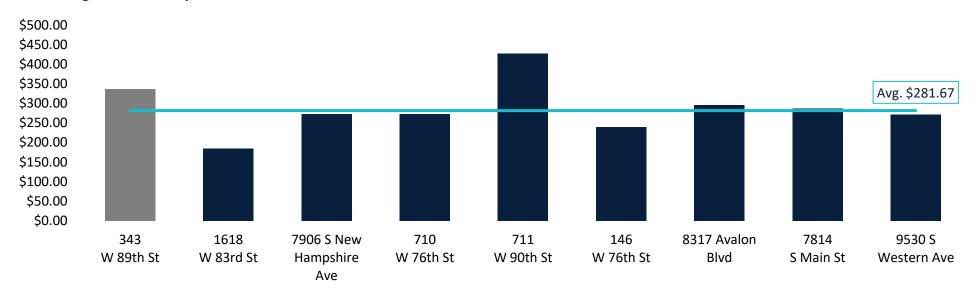
1.2 0.6 0.0





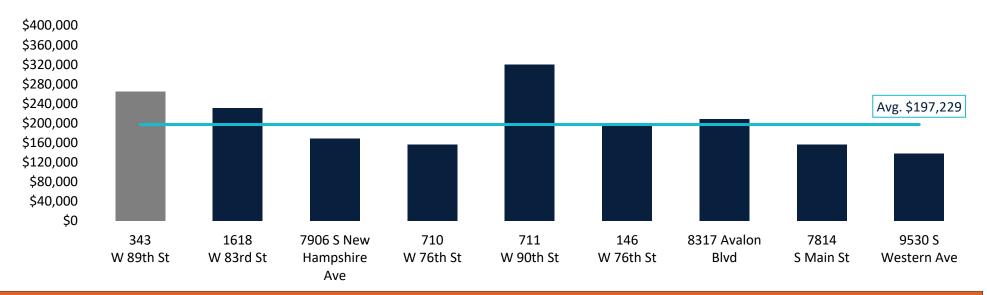
Average Price Per Square Foot

SALES COMPARABLES



SALES COMPS AVG

Average Price Per Unit



SALES COMPARABLES





		Units		Unit Type
Offering Price:	\$2,650,000	10	2 Bed	1 Bath Section 8
Price/Unit:	\$265,000			
Price/SF:	\$337.11			
CAP Rate:	4.93%			
GRM:	13.12			
Total No. of Units:	10			
Year Built:	1964			

Underwriting Criteria			
Income	\$197,171	Expenses	\$66,623
NOI	\$130,548	Vacancy	(\$6,061)

1618 W 83RD ST 1618 W 83rd St, Los Angeles, CA, 90047



		Units	Unit Type
Close Of Escrow:	12/30/2020	8	3 Bdr 2 Bath
Sales Price:	\$1,850,000		
Price/Unit:	\$231,250		
Price/SF:	\$185.50		
CAP Rate:	5.52%		
GRM:	11.24		
Total No. of Units:	8		
Year Built:	1947		

Underwriting Criteria			
	Income	\$164,609	
	NOI	\$102,057	

7906 S NEW HAMPSHIRE AVE

7906 S New Hampshire Ave, Los Angeles, CA, 90044



		Units	Unit Type
Close Of Escrow:	4/1/2021	6	1 Bdr 1 Bath
Sales Price:	\$1,012,500		
Price/Unit:	\$168,750		
Price/SF:	\$273.35		
CAP Rate:	5.19%		
GRM:	11.96		
Total No. of Units:	6		
Year Built:	1938		

Underwriting C	iteria
Income	\$84,684
NOI	\$52,504

SALES COMPARABLES

710 W 76TH ST 710 W 76th St, Los Angeles, CA, 90044



		Units	Unit Type
Close Of Escrow:	2/26/2021	5	1 Bdr 1 Bath
Sales Price:	\$780,000		
Price/Unit:	\$156,000		
Price/SF:	\$272.35		
CAP Rate:	5.07%		
GRM:	12.22		
Total No. of Units:	5		
Year Built:	1924		

Underwritin	g Criteria	
Income	\$63,837	_
NOI	\$39,579	

711 W 90TH ST 711 W 90th St, Los Angeles, CA, 90044



		Units	Unit Type
Close Of Escrow:	11/23/2020	3	2 Bdr 1 Bath
Sales Price:	\$1,600,000	1	3 Bdr 1 Bath
Price/Unit:	\$320,000	1	3 Bdr 2 Bath
Price/SF:	\$427.12		
CAP Rate:	4.98%		
GRM:	12.46		
Total No. of Units:	5		
Year Built:	1923		

Underwriting C	riteria
Income	\$128,400
NOI	\$79,608

146 W 76TH ST 146 W 76th St, Los Angeles, CA, 90003



		Units	Unit Type
Close Of Escrow:	3/31/2021	5	2 Bdr 1 Bath
Sales Price:	\$1,000,000		
Price/Unit:	\$200,000		
Price/SF:	\$239.69		
CAP Rate:	5.78%		
GRM:	10.72		
Total No. of Units:	5		
Year Built:	1922		

Underwritin	g Criteria	
Income	\$93,300	
NOI	\$57,846	

SALES COMPARABLES

8317 AVALON BLVD 8317 Avalon Blvd, Los Angeles, CA, 90003



		Units	Unit Type
Close Of Escrow:	9/1/2020	1	Studio 1 Bath
Sales Price:	\$1,250,000	1	1 Bdr 1 Bath
Price/Unit:	\$208,333	4	2 Bdr 1 Bath
Price/SF:	\$295.44		
CAP Rate:	5.58%		
GRM:	11.98		
Total No. of Units:	6		
Year Built:	1939		

Underwritin	g Criteria	
Income	\$104,352	
NOI	\$69,753	

7814 S MAIN ST 7814 S Main St, Los Angeles, CA, 90003



		Units	Unit Type
Close Of Escrow:	4/1/2021	4	1 Bdr 1 Bath
Sales Price:	\$780,000	1	2 Bdr 1 Bath
Price/Unit:	\$156,000		
Price/SF:	\$287.61		
CAP Rate:	4.38%		
GRM:	14.12		
Total No. of Units:	5		
Year Built:	1927		

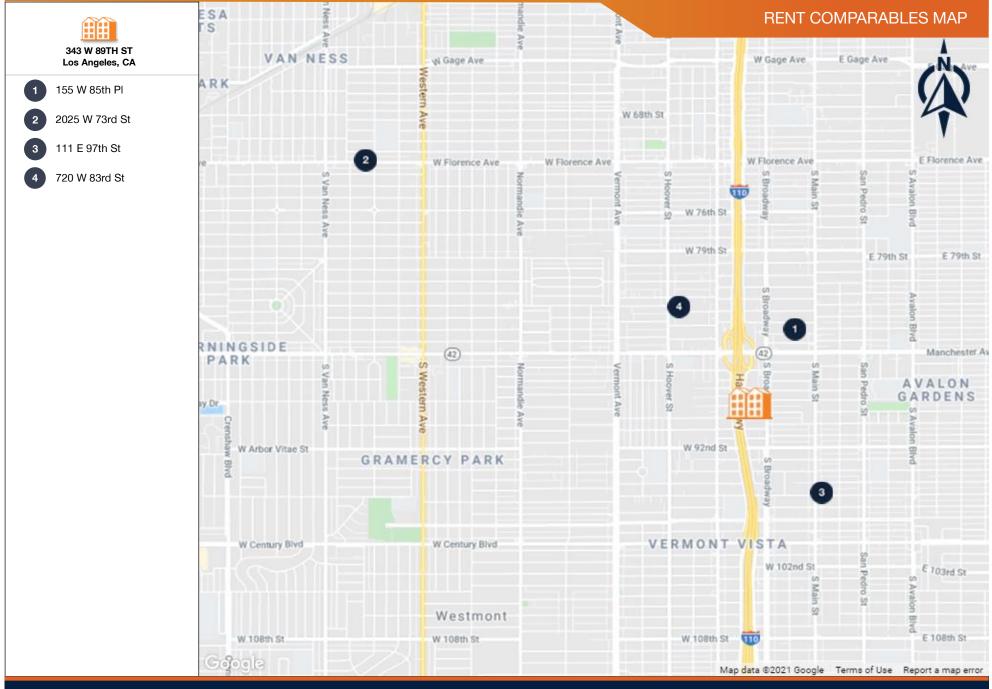
Underwriting Criteria	
Income	\$55,224
NOI	\$34,180

9530 S WESTERN AVE 9530 S Western Ave, Los Angeles, CA, 90047



		Units	Unit Type
Close Of Escrow:	11/13/2020	8	1 Bdr 1 Bath
Sales Price:	\$1,100,000		
Price/Unit:	\$137,500		
Price/SF:	\$272.28		
CAP Rate:	3.63%		
GRM:	17.07		
Total No. of Units:	8		
Year Built:	1958		

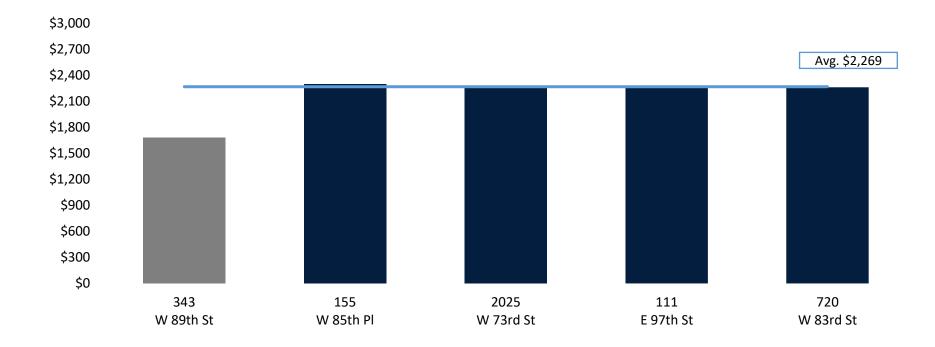
	Underwriting C	iteria
	Income	\$64,440
	NOI	\$39,953



RENT COMPARABLES

AVERAGE RENT - MULTIFAMILY

2 Bedroom



RENT COMPARABLES



Unit Type	Units	SF	Rent	Rent/SF
2 Bed 1 Bath Section 8	10		\$1,684	\$0.00
Total/Avg.	10		\$1,684	

155 W 85TH PL 155 W 85th Pl, Los Angeles, CA, 90003



Unit Type	Units	SF	Rent	Rent/SF
2 Bdr 1 Bath	1		\$2,300	
Total/Avg.	1		\$2,300	

2025 W 73RD ST 2025 W 73rd St, Los Angeles, CA, 90047



Unit Type	Units	SF	Rent	Rent/SF
2 Bdr 1 Bath	1	1,000	\$2,250	\$2.25
Total/Avg.	1	1,000	\$2,250	\$2.25

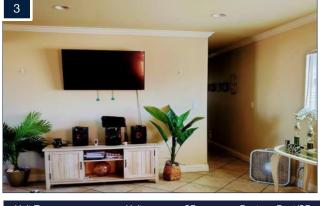
YEAR BUILT: 1964

YEAR BUILT: 1964

YEAR BUILT: 1928

RENT COMPARABLES

111 E 97TH ST 111 E 97th St, Los Angeles, CA, 90003



Unit Type	Units	SF	Rent	Rent/SF	
2 Bdr 1 Bath	1	946	\$2,263	\$2.39	
Total/Avg.	1	946	\$2,263	\$2.39	

720 W 83RD ST 720 W 83rd St, Los Angeles, CA, 90044



Unit Type	Units	SF	Rent	Rent/SF
2 Bdr 1 Bath	1	800	\$2,263	\$2.83
Total/Avg.	1	800	\$2,263	\$2.83

YEAR BUILT: 1950

YEAR BUILT: 1947

MARKET OVERVIEW



Created on July 2021

POPULATION	1 Miles	3 Miles	5 Miles
2025 Projection			
Total Population	67,118	450,160	1,182,374
2020 Estimate			
Total Population	65,270	440,834	1,162,855
2010 Census			
Total Population	62,833	429,004	1,136,647
2000 Census			
Total Population	56,981	400,679	1,099,657
 Daytime Population 			
2020 Estimate	34,160	272,705	868,107
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
2025 Projection			
Total Households	17,308	119,166	320,679
2020 Estimate			
Total Households	16,828	116,719	314,869
Average (Mean) Household Size	3.80	3.69	3.58
2010 Census			
Total Households	16,057	112,569	304,511
2000 Census			
Total Households	15,032	107,674	297,199
Growth 2015-2020	2.85%	2.10%	1.85%
HOUSING UNITS	1 Miles	3 Miles	5 Miles
 Occupied Units 			
2025 Projection	17,308	119,166	320,679
2020 Estimate	18,314	125,028	332,824
Owner Occupied	4,255	44,509	111,232
Renter Occupied	12,573	72,210	203,638
Vacant	1,486	8,309	17,955
Persons In Units			
2020 Estimate Total Occupied Units	16,828	116,719	314,869
1 Person Units	17.85%	18.19%	19.16%
2 Person Units	16.58%	18.39%	19.07%
3 Person Units	15.18%	15.56%	15.88%
4 Person Units	15.81%	15.46%	15.63%
5 Person Units	13.05%	12.38%	12.05%
6+ Person Units	21.53%	20.02%	18.22%

Source: © 2020 Experian

Marcus & Millichap

DEMOGRAPHICS

HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
2020 Estimate			
\$200,000 or More	0.83%	1.45%	2.02%
\$150,000 - \$199,000	1.64%	2.98%	3.05%
\$100,000 - \$149,000	6.68%	10.39%	10.39%
\$75,000 - \$99,999	9.57%	11.32%	11.67%
\$50,000 - \$74,999	16.08%	16.85%	17.83%
\$35,000 - \$49,999	14.47%	14.10%	14.56%
\$25,000 - \$34,999	12.14%	11.24%	11.34%
\$15,000 - \$24,999	16.72%	13.31%	12.93%
Under \$15,000	21.86%	18.36%	16.21%
Average Household Income	\$47,724	\$57,481	\$60,707
Median Household Income	\$34,421	\$42,078	\$44,223
Per Capita Income	\$12,407	\$15,326	\$16,711
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
Population By Age			
2020 Estimate Total Population	65,270	440,834	1,162,855
Under 20	35.21%	32.69%	31.12%
20 to 34 Years	25.67%	24.66%	25.03%
35 to 39 Years	7.05%	6.80%	7.00%
40 to 49 Years	11.78%	12.27%	12.53%
50 to 64 Years	13.59%	15.05%	15.38%
Age 65+	6.69%	8.52%	8.97%
Median Age	28.53	30.21	31.03
Population 25+ by Education Level	·		
2020 Estimate Population Age 25+	36,983	261,505	706,091
Elementary (0-8)	21.87%	20.29%	19.89%
Some High School (9-11)	18.53%	16.45%	15.77%
High School Graduate (12)	26.87%	25.87%	24.89%
Some College (13-15)	16.26%	18.02%	18.29%
Associate Degree Only	4.51%	5.24%	5.36%
Bachelors Degree Only	4.67%	6.45%	7.72%
Graduate Degree	0.94%	2.25%	2.95%
Population by Gender			
2020 Estimate Total Population	65,270	440,834	1,162,855
Male Population	48.84%	48.35%	48.63%
Female Population	51.16%	51.65%	51.37%



Population

In 2020, the population in your selected geography is 65,270. The population has changed by 14.55% since 2000. It is estimated that the population in your area will be 67,118.00 five years from now, which represents a change of 2.83% from the current year. The current population is 48.84% male and 51.16% female. The median age of the population in your area is 28.53, compare this to the US average which is 38.21. The population density in your area is 20,773.28 people per square mile.



Households

There are currently 16,828 households in your selected geography. The number of households has changed by 11.95% since 2000. It is estimated that the number of households in your area will be 17,308 five years from now, which represents a change of 2.85% from the current year. The average household size in your area is 3.80 persons.



Income

In 2020, the median household income for your selected geography is \$34,421, compare this to the US average which is currently \$62,990. The median household income for your area has changed by 70.11% since 2000. It is estimated that the median household income in your area will be \$37,702 five years from now, which represents a change of 9.53% from the current year.

The current year per capita income in your area is \$12,407, compare this to the US average, which is \$34,935. The current year average household income in your area is \$47,724, compare this to the US average which is \$90,941.





Race and Ethnicity

The current year racial makeup of your selected area is as follows: 27.23% White, 27.93% Black, 0.07% Native American and 0.23% Asian/Pacific Islander. Compare these to US averages which are: 69.84% White, 12.88% Black, 0.20% Native American and 5.75% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 70.89% of the current year population in your selected area. Compare this to the US average of 18.38%.



Housing

The median housing value in your area was \$349,577 in 2020, compare this to the US average of \$221,068. In 2000, there were 4,362 owner occupied housing units in your area and there were 10,670 renter occupied housing units in your area. The median rent at the time was \$501.

1	JOB	s

Employment

In 2020, there are 6,977 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 36.21% of employees are employed in white-collar occupations in this geography, and 64.34% are employed in blue-collar occupations. In 2020, unemployment in this area is 5.20%. In 2000, the average time traveled to work was 39.00 minutes.



