



IMPERIAL PLAZA | STATE OF ILLINOIS ANCHORED RETAIL CENTER

8600-8634 S Pulaski Avenue • Chicago, IL 60652

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IMPERIAL PLAZA | STATE OF ILLINOIS ANCHORED RETAIL CENTER
Chicago, IL
ACT ID ZAA0370812

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INVESTMENT OVERVIEW



EXECUTIVE SUMMARY

VITAL DATA					
				YEAR 1	YEAR 2
Price	\$3,777,000	CAP Rate		9.25%	10.16%
Down Payment	30% / \$1,133,100	Net Operating Income		\$349,361	\$383,909
Loan Amount	\$2,643,900	Net Cash Flow After Debt Service		15.66% / \$177,485	18.71% / \$212,033
Loan Type	Proposed New	Total Return		21.02% / \$238,169	24.30% / \$275,346
Interest Rate / Amortization	4.25% / 25 Years				
Gross Leasable Area (GLA)	29,336 SF				
Price/SF	\$128.75				
Current Occupancy	96.76%				
Year Built / Renovated	1988				
Lot Size	1.32 acre(s)				

MAJOR TENANTS			
TENANT	GLA	LEASE EXPIRATION	LEASE TYPE
State of Illinois - Dept of Human Services	7,150	11/30/2021	Gross
State of Illinois	4,602	11/30/2021	Gross
State of Illinois	1,991	11/30/2021	Gross
Brian J French DPM	2,000	3/31/2021	Gross
Chicago Bone & Joint	4,000	12/31/2024	Gross
Midwest Kidney Center	1,000	10/31/2023	Gross
Total Indulgence Day Spa	2,660	6/30/2022	Gross



MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES
Little Company Mary Hospital	3,900
Prestige Maintenance USA	2,391
Little Co of Marys Hospital	2,000
Pactiv LLC	1,613
US Post Office	1,539
Ford	1,518
Holy Cross Hospital	1,380
Walgreens	1,091
McDonalds	1,075
Walmart	1,015
JT Company Inc	1,000
Tootsie Roll Company Inc	1,000

DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2018 Estimate Pop	26,670	213,790	627,156
2010 Census Pop	26,449	212,075	623,200
2018 Estimate HH	8,831	71,275	208,459
2010 Census HH	8,715	70,407	206,499
Median HH Income	\$62,703	\$62,328	\$51,214
Per Capita Income	\$24,392	\$25,888	\$22,426
Average HH Income	\$73,494	\$77,170	\$67,150

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present an opportunity to purchase the fee simple interest in Imperial Plaza, a multi-tenant retail center located at the intersection of Pulaski, Columbus, and 87th Street in Chicago's Ashburn neighborhood. The property's anchor tenant is the State of Illinois Department of Human Services (IDHS) and their long history of occupancy in Imperial Plaza demonstrates the mission critical nature of this location to the state. IDHS currently leases three large suites, indicating that their footprint has expanded over their tenancy. The balance of the tenants are either medical or service oriented, making the tenancy e-commerce resistant. The property is currently 96.3% leased, with one vacant endcap unit that has better exposure to the 62,800 cars that pass by the plaza daily than any other suite located in the property.

There are strong synergies between the tenants and the surrounding Ashburn neighborhood. The family who originally developed the plaza has operated and cash-flowed the property for about 30 years. The building is well maintained, and there is no known deferred maintenance.

This is an opportunity to purchase a well occupied, strategically positioned retail center with abundant cash flow in place. The ability to lease up the endcap unit will move the in-place cap rate from a 9.25% cap to a 10.16% cap rate. The going in cash-on-cash return is over 15%, and you have the ability to push your cash on cash return to about 19%.

Please contact Marcus & Millichap if you have further interest in Imperial Plaza.

INVESTMENT HIGHLIGHTS

- In place cap rate of 9.25%, with an initial cash on cash return of over 15%
- Well-sighted | Exposure to 60,000+ vehicles per day
- Located at the intersection of three major thoroughfares
- Long-term occupancy by the State of Illinois Department of Human Services
- 96% occupied with the most attractive and leasable endcap space currently available
- Over 210,000 people reside within a 3 mile radius



VEHICLES PER DAY

SW HWY: 19,100

PULASKI RD: 23,400

87TH STREET: 24,500

TOTAL: 64,000

Downtown Chicago

SUBJECT PROPERTY
IMPERIAL PLAZA



S PULASKI RD
23,400 VPD

SW HWY 19,100 VPD

87TH STREET 24,500 VPD

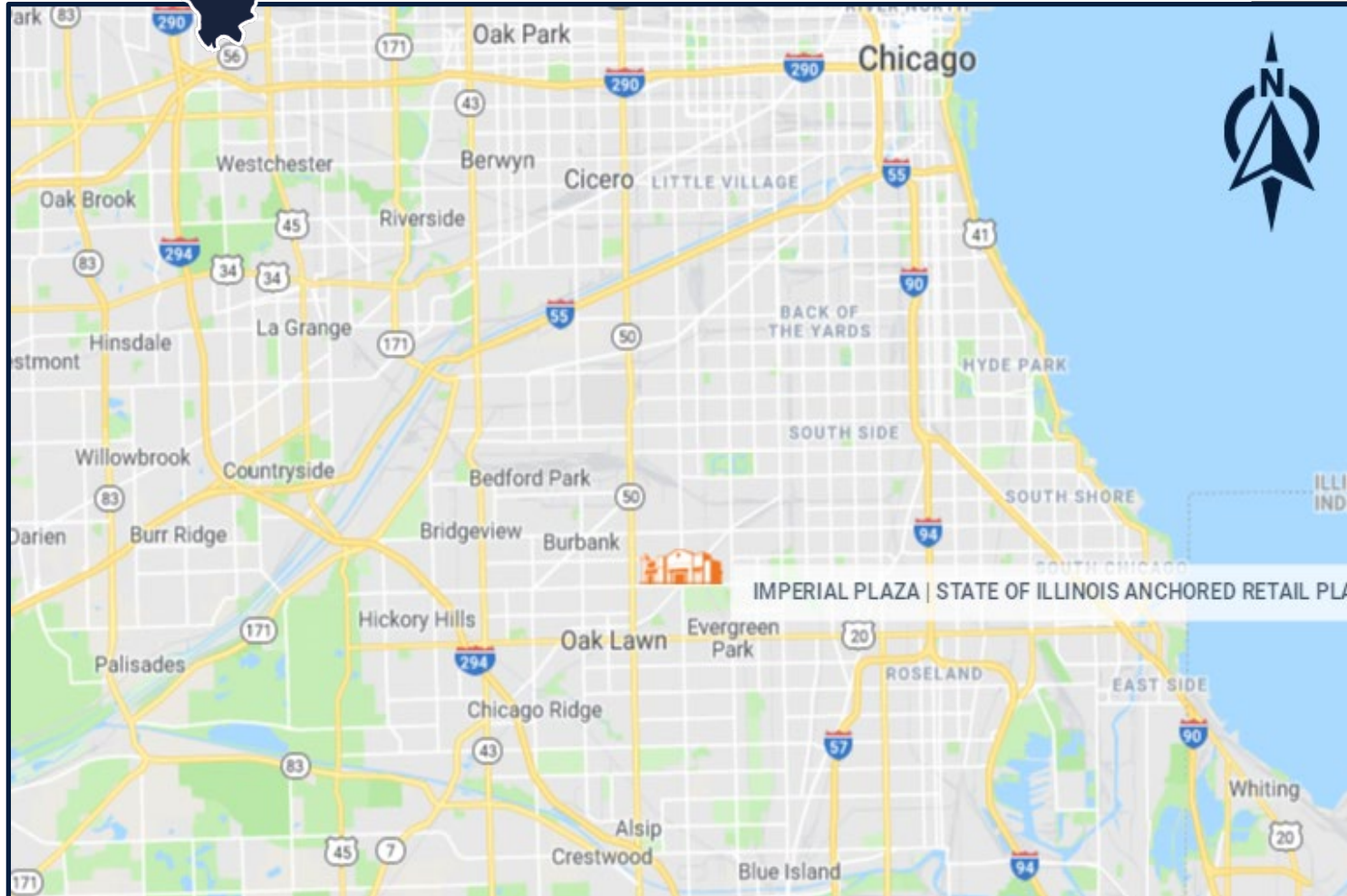
87TH STREET 24,500 VPD

SW HWY 19,100 VPD

S PULASKI RD 23,400 VPD



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CLOSE PROXIMITY TO:



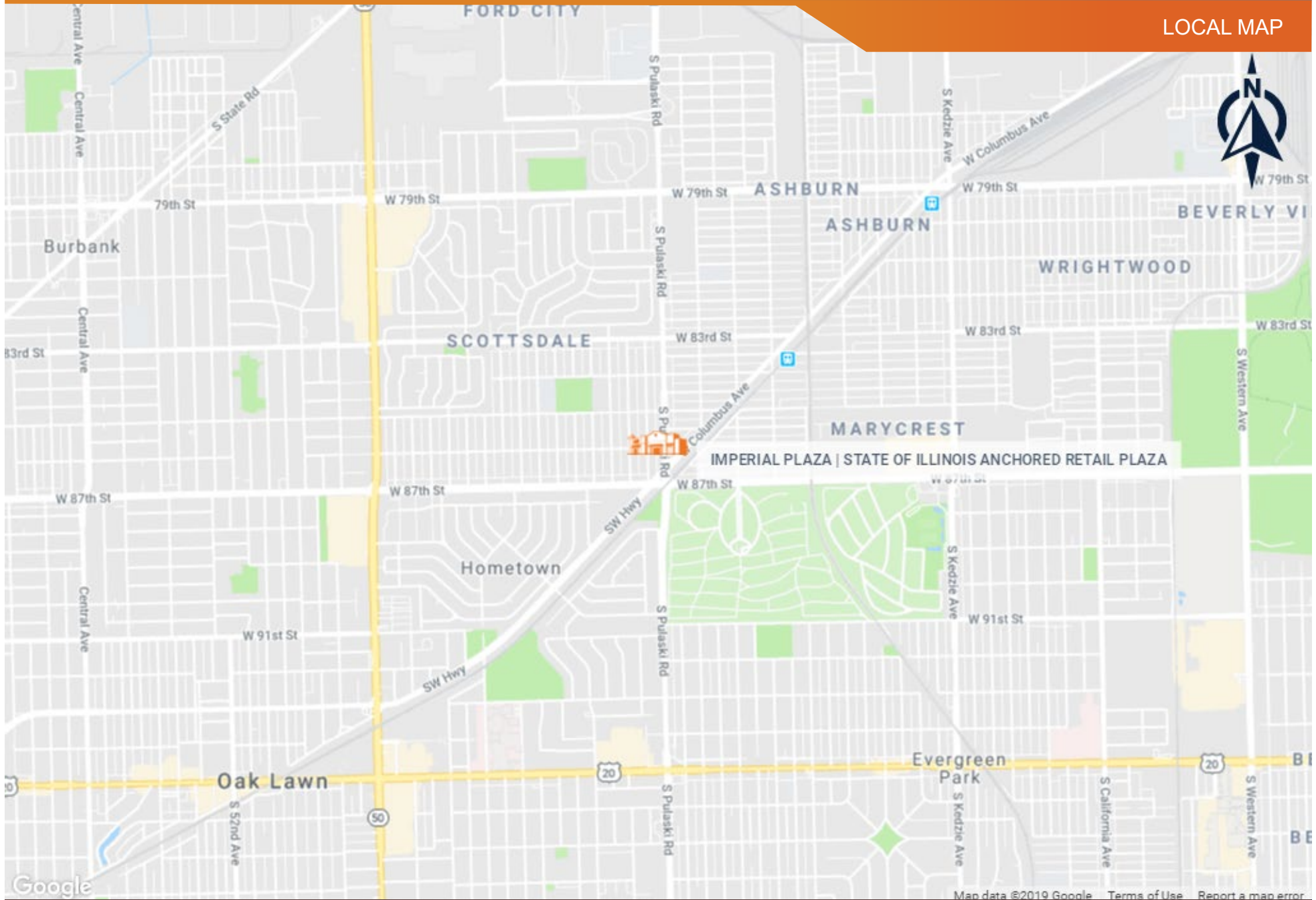
Railroad



Public Transportation



Airport





Marcus & Millichap closes more transactions than any other brokerage firm.



FINANCIAL ANALYSIS

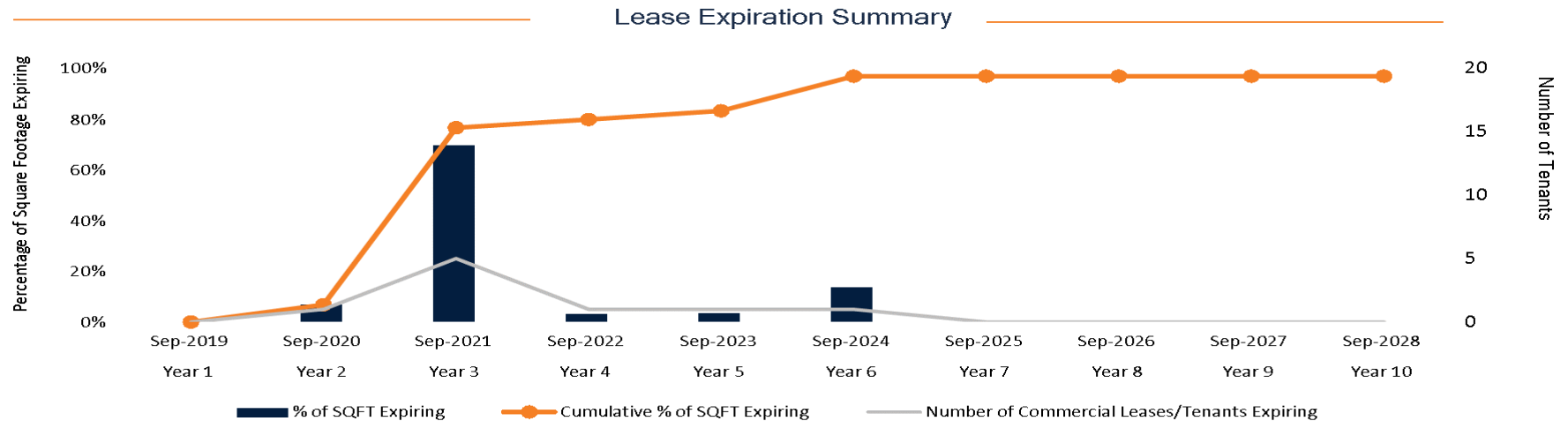


TENANT SUMMARY

As of September, 2019

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Changes on	Changes to	Lease Type	Expense Reimbursements	Renewal Options and Option Year Rental Information
				Comm.	Exp.								
State of Illinois - Dept of Human Services	8600	7,150	24.4%	1/1/89	11/30/21	\$18.31	\$10,910	\$130,917	N/A	N/A	Gross	\$0	
State of Illinois	Upstairs	4,602	15.7%	1/1/89	11/30/21	\$18.31	\$7,022	\$84,263	N/A	N/A	Gross	\$0	
State of Illinois	8614	1,991	6.8%	1/1/89	11/30/21	\$18.31	\$3,038	\$36,455	N/A	N/A	Gross	\$0	
Brian J French DPM	8620	2,000	6.8%	10/1/16	3/31/21	\$24.40	\$4,067	\$48,804	Jul-2020	\$50,004	Gross	\$0	
Chicago Bone & Joint	8624	4,000	13.6%	1/1/19	12/31/24	\$25.93	\$8,443	\$101,311	Jan-2020	\$106,380	Gross	\$0	1 - 5YR
Midwest Kidney Center	8632	1,000	3.4%	11/1/13	10/31/23	\$32.16	\$2,680	\$32,162	Oct-2020	\$33,770	Gross	\$0	
Total Indulgence Day Spa	8620	2,660	9.1%	7/1/19	6/30/22	\$16.69	\$3,700	\$44,400	Jul-2020	\$45,732	Gross	\$0	
Dazed & Amazed Creations	8622	950	3.2%	7/1/19	9/30/22	\$15.79	\$1,250	\$15,000	Jul-2020	\$15,450	Gross	\$0	
National Women Veterans United	Basement	4,033	13.7%	7/1/19	6/30/22	\$7.44	\$2,500	\$30,000	Jul-2020	\$31,500	Gross	\$0	1 - 3YR
Vacant	8634	950	3.2%			\$0.00	\$0	\$0	Aug-2020	\$24,996	Gross	\$0	
Total		29,336				\$18.44	\$43,609	\$523,312				\$0	
		Occupied Tenants: 9		Unoccupied Tenants: 1		Occupied GLA: 96.80%		Unoccupied GLA: 3.20%					

The State of Illinois Department of Human Services has an ongoing right to terminate with 90 days notice.



OPERATING STATEMENT

Income	Year 1	Per SF	Year 2	Per SF	Notes
Scheduled Base Rental Income	527,436	18.58	563,366	19.20	
Expense Reimbursement Income					
Total Reimbursement Income	\$0	0.0%	\$0	0.0%	\$0.00
Effective Gross Revenue	\$527,436	\$17.98	\$563,366	\$19.20	
Operating Expenses	Year 1	Per SF	Year 2	Per SF	Notes
Common Area Maintenance (CAM)					
Electric	1,778	0.06	1,814	0.06	
Water	4,896	0.17	4,994	0.17	
Gas	765	0.03	780	0.03	
Supplies	1,547	0.05	1,577	0.05	
Parking Lot Maintenance	4,590	0.16	4,682	0.16	
Snow Removal	26,010	0.89	26,530	0.90	
Insurance	11,169	0.38	11,392	0.39	
Real Estate Taxes	108,960	3.71	108,960	3.71	
Management Fee	18,360	3.5%	18,727	3.3%	
Other Expenses - Non Reimbursable	0	0.00	0	0.00	
Total Expenses	\$178,075	\$6.07	\$179,457	\$6.12	
Expenses as % of EGR	33.8%		31.9%		
Net Operating Income	\$349,361	\$11.91	\$383,909	\$13.09	

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

PRICING DETAIL

Summary		
Price	\$3,777,000	
Down Payment	\$1,133,100	30%
Number of Suites	10	
Price Per SqFt	\$128.75	
Gross Leasable Area (GLA)	29,336 SF	
Lot Size	1.32 Acres	
Year Built/Renovated	1988	
Occupancy	96.76%	

Returns	Year 1	Year 2
CAP Rate	9.25%	10.16%
Cash-on-Cash	15.66%	18.71%
Debt Coverage Ratio	2.03	2.23

Financing	1st Loan
Loan Amount	\$2,643,900
Loan Type	New
Interest Rate	4.25%
Amortization	25 Years
Year Due	2024

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

Operating Data				
Income		Year 1		Year 2
Scheduled Base Rental Income		\$527,436		\$563,366
Total Reimbursement Income	0.0%	\$0	0.0%	\$0
Other Income		\$0		\$0
Potential Gross Revenue		\$527,436		\$563,366
General Vacancy		\$0		\$0
Effective Gross Revenue		\$527,436		\$563,366
Less: Operating Expenses	33.8%	(\$178,075)	31.9%	(\$179,457)
Net Operating Income		\$349,361		\$383,909
Tenant Improvements		\$0		\$0
Leasing Commissions		\$0		\$0
Capital Expenditures		\$0		\$0
Cash Flow		\$349,361		\$383,909
Debt Service		(\$171,876)		(\$171,876)
Net Cash Flow After Debt Service	15.66%	\$177,485	18.71%	\$212,033
Principal Reduction		\$60,683		\$63,313
Total Return	21.02%	\$238,169	24.30%	\$275,346
Operating Expenses		Year 1		Year 2
CAM		\$39,586		\$40,377
Insurance		\$11,169		\$11,392
Real Estate Taxes		\$108,960		\$108,960
Management Fee		\$18,360		\$18,727
Other Expenses - Non Reimbursable		\$0		\$0
Total Expenses		\$178,075		\$179,457
Expenses/SF		\$6.07		\$6.12

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

MARKET OVERVIEW



CHICAGO OVERVIEW

Chicago-Naperville-Elgin is one of the largest metros in the nation. Also known as the Greater Chicagoland area, it is bounded to the east by Lake Michigan, expands over a 5,000-square-mile region in northeastern Illinois and extends into Wisconsin and Indiana. The metro houses 9.6 million people and comprises 14 counties. The city of Chicago contains 2.7 million residents. The greatest growth during the past 20 years occurred in the western portion of the region. In recent years, however, businesses are relocating back into the city to attract young workers, supporting the development of high-rise residential towers in the downtown Chicago.

METRO HIGHLIGHTS



THIRD-LARGEST METROPOLITAN AREA

The metro population trails only New York City and Los Angeles in size. It will expand to nearly 9.9 million residents by 2023.



WEALTH OF INTELLECTUAL CAPITAL

The number of corporate headquarters in Chicago is second only to New York City. There are 34 Fortune 500 companies based locally.



LARGE, DIVERSE EMPLOYMENT BASE

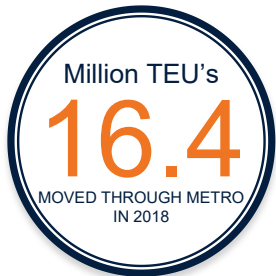
The Chicago metro employs nearly 4.8 million workers in an array of industries, including a growing tech sector.





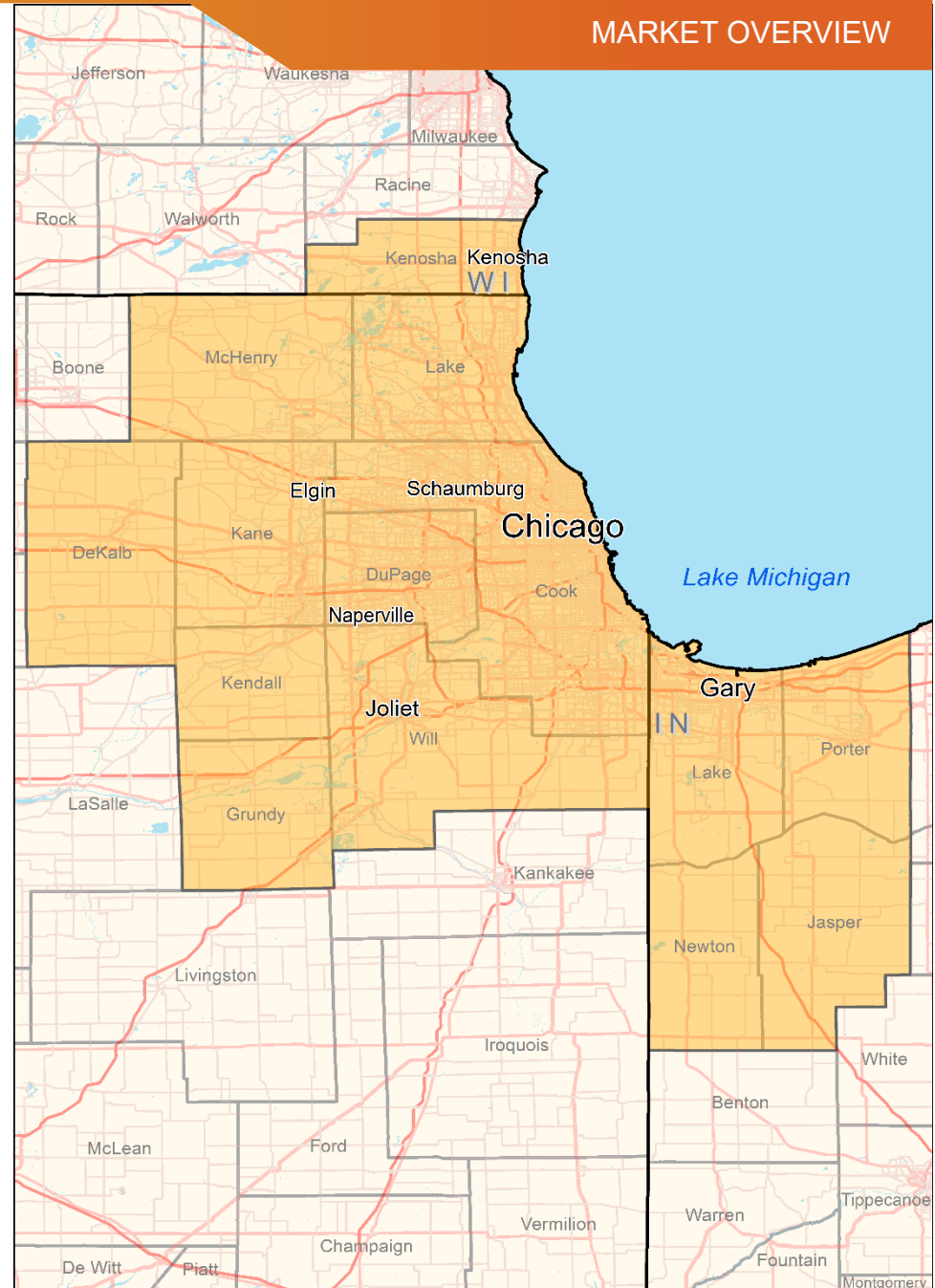
TRANSPORTATION

- The region's transit network ranks among the largest and most efficient in the world.
- The vast network of freeways, centralized location, a large rail-truck intermodal facility, and the Port of Chicago contribute to the metro's position as a major distribution and logistics hub.
- Chicago is the nation's premier freight rail hub, with four carriers — BNSF, Union Pacific, CSX, and Norfolk Southern — that service the region.
- Amtrak routes originate from Union Station, while the Metra commuter rail and the Chicago L provide passenger service throughout the metro area and beyond.
- International airports include O'Hare, Midway and Gary/Chicago. Seven smaller airports also provide air service for the region.



Roughly
40%

OF ILLINOIS RESIDENTS LIVE IN THE SUBURBS OF CHICAGO, MANY OF WHOM COMMUTE INTO THE CITY FOR WORK



ECONOMY

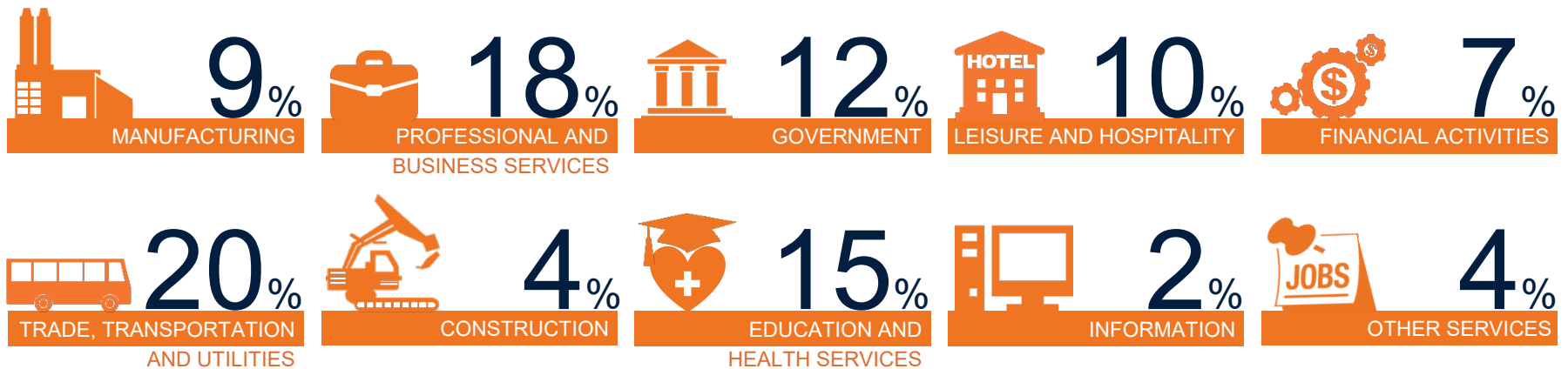
- The metro has one of the biggest economies in the nation and is buoyed by its distribution, finance, manufacturing operations and growing high-tech sectors.
- Fortune 500 companies headquartered in the metro include Boeing, Walgreens, Allstate and McDonald's.
- The area is a major global tourist and convention destination. Last year, a record 57.6 million people visited the metro, supporting 150,600 jobs.
- Large tech firms such as Amazon, Groupon and Google attract startup companies.
- The workforce is considered one of the most diverse and well trained among major U.S. metros.

MAJOR AREA EMPLOYERS

Amazon.com, Inc.
Advocate Aurora Health
Walmart
Northwestern University
United Continental Holdings Inc.
Allstate Corp.
Walgreens Boots Alliance, Inc.
Abbott Labs
JPMorgan Chase
AT&T



SHARE OF 2018 TOTAL EMPLOYMENT



CHICAGO METRO AREA

Retailers Increasingly Consider Chicago For New Concept Launches

Retailers targeting Chicago for their flagship stores. Rising household incomes supported by corporate expansions are giving consumers increased discretionary income and attracting retailers to the Chicago metro. New York & Co. opened its largest flagship store on State Street earlier this year. Additionally, Amazon opened one of its convenience stores in the metro at the end of September. Several other retailers are considering opening flagship stores within the market, including Google and Funko, a company that manufactures pop culture items. Expansions like these will continue to bode well for vacancy improvement. Presently, the rate fell for a fourth consecutive year during the past 12 months ending in June amid strong net absorption.

Demand outpaces supply in the suburbs. Construction of retail space is beginning to moderate after several years of elevated development. The bulk of completions remain in the suburbs. Despite heightened deliveries here, strong net absorption continues to sustain demand for retail space, dropping vacancy at a faster pace than the metro average and supporting healthy rent growth. Moving forward, completions will remain concentrated in outlying areas, though supply additions will likely have a minimal impact on vacancy as much of the space is pre-leased or built-to-suit.

Retail 2018 Outlook

2.0 million sq. ft. will be completed

Construction:

Development slows moderately from the 2.3 million square feet completed in 2017. More than half of this year's deliveries are single-tenant properties.

40 basis point decrease in vacancy

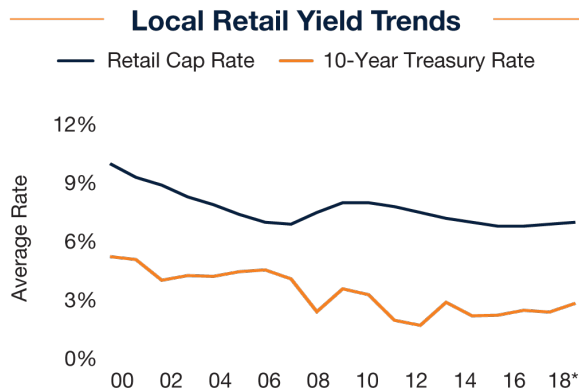
Vacancy:

Net absorption of 3.5 million square feet will tick vacancy down 40 basis points in 2018 to 6.2 percent. Last year, the rate also fell 40 basis points.

3.4% increase in asking rents

Rents:

The average asking rent picks up from the 0.9 percent increase recorded in the prior year, reaching \$17.60 per square foot in 2018.



Investment Trends

- Buyers in the \$1 million to \$10 million price tranche are leading transaction velocity in Chicago, with both out-of-state and local investors bidding for available assets. Buyers from California are particularly active targeting properties upward of 200 basis points higher than their home markets. First-year yields for retail assets overall averaged in the low-7 percent band during the past 12 months.
- Demand picked up considerably in the Northwest City submarket with the number of sales rising 20 percent in the area during the past 12 months. Heightened demand in the submarket lifted the average price 4 percent to \$380 per square foot. Here, cap rates averaged in the low-7 to mid-7 percent range based on property type and location.
- Buyers remain interested in multi-tenant assets as these buildings change hands with first-year returns in the mid-7 to low-8 percent band.

* Cap rates trailing 12 months through 2Q18; 10-Year Treasury up to June 29. Sources: CoStar Group, Inc.; Real Capital Analytics

Created on August 2019

POPULATION	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Population	26,273	210,572	612,331
■ 2018 Estimate			
Total Population	26,670	213,790	627,156
■ 2010 Census			
Total Population	26,449	212,075	623,200
■ 2000 Census			
Total Population	24,899	211,230	648,777
■ Current Daytime Population			
2018 Estimate	22,185	172,943	483,665
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Households	8,841	71,365	208,182
■ 2018 Estimate			
Total Households	8,831	71,275	208,459
Average (Mean) Household Size	3.02	2.95	2.97
■ 2010 Census			
Total Households	8,715	70,407	206,499
■ 2000 Census			
Total Households	8,821	72,247	215,648
■ Occupied Units			
2023 Projection	8,841	71,365	208,182
2018 Estimate	9,154	74,982	227,393
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2018 Estimate			
\$150,000 or More	6.99%	8.82%	6.50%
\$100,000 - \$149,000	16.89%	16.03%	12.89%
\$75,000 - \$99,999	17.78%	15.61%	13.16%
\$50,000 - \$74,999	18.17%	18.86%	18.39%
\$35,000 - \$49,999	11.29%	12.30%	13.82%
Under \$35,000	28.88%	28.38%	35.24%
Average Household Income	\$73,494	\$77,170	\$67,150
Median Household Income	\$62,703	\$62,328	\$51,214
Per Capita Income	\$24,392	\$25,888	\$22,426

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$73,517	\$72,846	\$64,952
■ Consumer Expenditure Top 10 Categories			
Housing	\$20,657	\$20,443	\$18,462
Shelter	\$12,637	\$12,497	\$11,314
Transportation	\$11,756	\$11,823	\$10,397
Food	\$8,012	\$7,904	\$7,047
Personal Insurance and Pensions	\$6,522	\$6,423	\$5,437
Health Care	\$4,967	\$4,983	\$4,438
Utilities	\$4,116	\$4,108	\$3,765
Entertainment	\$3,641	\$3,695	\$3,099
Apparel	\$2,119	\$2,100	\$1,834
Household Furnishings and Equipment	\$1,745	\$1,715	\$1,493
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2018 Estimate Total Population	26,670	213,790	627,156
Under 20	28.42%	27.22%	28.16%
20 to 34 Years	20.28%	19.92%	20.95%
35 to 39 Years	6.46%	6.33%	6.47%
40 to 49 Years	13.52%	12.91%	12.57%
50 to 64 Years	18.80%	19.88%	18.61%
Age 65+	12.53%	13.74%	13.24%
Median Age	36.01	37.26	35.68
■ Population 25+ by Education Level			
2018 Estimate Population Age 25+	17,309	141,182	406,981
Elementary (0-8)	5.42%	6.51%	7.65%
Some High School (9-11)	5.93%	7.58%	9.98%
High School Graduate (12)	31.97%	30.46%	32.34%
Some College (13-15)	25.25%	22.84%	22.55%
Associate Degree Only	9.35%	7.32%	7.09%
Bachelors Degree Only	14.15%	15.34%	12.16%
Graduate Degree	6.82%	8.61%	6.46%

Source: © 2018 Experian



Population

In 2018, the population in your selected geography is 26,670. The population has changed by 7.11% since 2000. It is estimated that the population in your area will be 26,273.00 five years from now, which represents a change of -1.49% from the current year. The current population is 48.16% male and 51.84% female. The median age of the population in your area is 36.01, compare this to the US average which is 37.95. The population density in your area is 8,473.40 people per square mile.



Households

There are currently 8,831 households in your selected geography. The number of households has changed by 0.11% since 2000. It is estimated that the number of households in your area will be 8,841 five years from now, which represents a change of 0.11% from the current year. The average household size in your area is 3.02 persons.



Income

In 2018, the median household income for your selected geography is \$62,703, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 28.43% since 2000. It is estimated that the median household income in your area will be \$74,351 five years from now, which represents a change of 18.58% from the current year.

The current year per capita income in your area is \$24,392, compare this to the US average, which is \$32,356. The current year average household income in your area is \$73,494, 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: 56.02% White, 22.20% Black, 0.01% Native American and 1.13% 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 41.24% of the current year population in your selected area. Compare this to the US average of 18.01%.



Housing

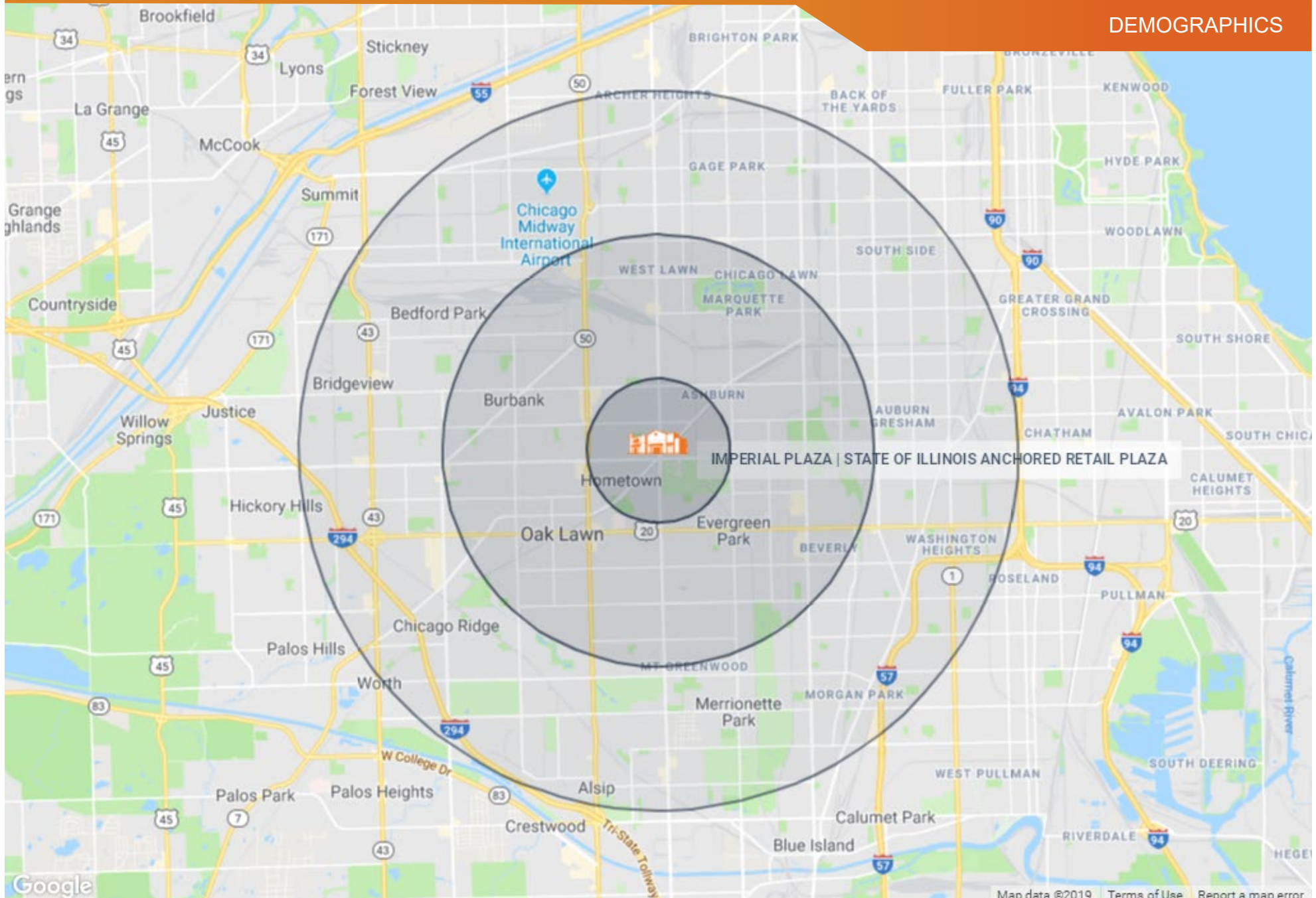
The median housing value in your area was \$170,714 in 2018, compare this to the US average of \$201,842. In 2000, there were 7,836 owner occupied housing units in your area and there were 986 renter occupied housing units in your area. The median rent at the time was \$537.



Employment

In 2018, there are 5,422 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 58.23% of employees are employed in white-collar occupations in this geography, and 41.91% are employed in blue-collar occupations. In 2018, unemployment in this area is 5.47%. In 2000, the average time traveled to work was 40.00 minutes.

Source: © 2018 Experian



EXCLUSIVELY LISTED BY

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