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SUMMARY OF TERMS

INTEREST OFFERED

Marcus & Millichap has been selected to exclusively market the sale of Mead Self Storage.

TERMS OF SALE

Mead Self Storage is offered on an Open Bid basis free and clear of existing debt.

CALL FOR OFFERS: FIRST COME, FIRST SERVED

All offers should be submitted in a Letter of Intent format. Seller reserves the right to sell prior to call for offers should a compelling offer be received.

INVESTOR IDENTIFICATION

The purchasing entity should identify the owner thereof and include a resume outlining their relevant ownership and/or management experience of comparable properties, as well as a statement for proof of funds.

PROPERTY TOURS

Prospective purchasers are encouraged to visit the subject property prior to submitting offers. However, all property tours must be arranged with the Marcus & Millichap listing agents. Please do not contact the on-site management without prior approval.



MEAD SELF STORAGE LAS VEGAS, NEVADA

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Marcus & Millichap







PRICING ANALYSIS MEAD SELF STORAGE 1945 NORTH WALNUT ROAD, LAS VEGAS, NEVADA 89115

LIST PRICE: \$3,550,000

PRO FORMA END OF YEAR 1 CAP RATE: 6.00%

VITAL DATA	
TOTAL RENTABLE UNITS	229
RENTABLE SQUARE FEET	18,475
ADJUSTED T12 THRU FEBRUARY 29, 2024 NOI	\$157,615
ADJUSTED T12 THRU FEBRUARY 29, 2024 CAP RATE	4.44%
PRO FORMA END OF YEAR 1 NOI	\$213,007
PRO FORMA END OF YEAR 1 CAP RATE	6.00%
LEVERAGED 5 YEAR IRR	21.39%
PRICE PER SQUARE FOOT	\$192.16
PHYSICAL OCCUPANCY (SF) AS OF FEBRUARY 29, 2024	90.28%
ECONOMIC OCCUPANCY THRU FEBRUARY 29, 2024	95.83%

Marcus & Millichap

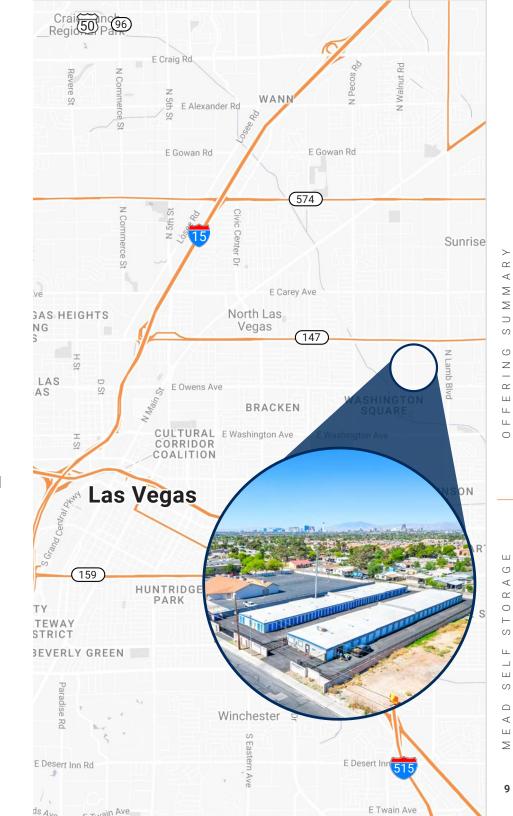
INVESTMENT HIGHLIGHTS

MANAGEMENT UPSIDE // The owner has struggled to find good, consistent management for the site. The owner is on their second management company in their time of ownership. The property has been operated by remote management companies that failed to drive occupancy and keep rents in line with the market. For both management companies, this was their only property in the region, making remote management and staffing difficult.

BELOW MARKET RENTS // Non-climate drive-up units are extremely below market average rental rates. The comparable properties feature facilities of a similar vintage and within a five-mile trade area. The subject property is anywhere from 26 percent to 93 percent below market average, depending on unit size. *(April Occupancy Statistics Report)

RECENTLY COMPLETED CAPEX // The owner recently removed and replaced all asphalt drives, installed a new security camera system, and five entry keypads, updated the security lighting, replaced the rolling gates, and increased the fence height. As needed and as units are available the owner has been replacing wooden roll-up doors with steel doors.

STRONG DEMOGRAPHICS // The property is in a densely populated area of Las Vegas, on Route 147, serving 35,000 vehicles per day. Within the three-mile radius, there are just under 225,000 residents with a five-year projected growth rate of 2.26 percent. There is one new development project in the trade area, 3.8 miles from the subject property. The current supply is 8.10 square feet per capita.



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PROPERTY DESCRIPTION

BUILDING LAYOUTThe building layout consists of two single-story buildings, metal and wooden roll-up doors, leasing office,

and two access gates. There are a total of 229 units, 90 interior units, and 139 drive-up units for a total of

18,475 net rentable square feet.

ELEVATORS No

YEARS BUILT 1984

ASSESOR PARCEL NUMBERS 140-19-302-002

TOTAL ACREAGE 1.14 Acres

EXPANSION OPPORTUNITY No

DRIVING SURFACE Asphalt

LEASING OFFICEThere is a leasing office on-site that is not currently utilized but available for future management.

AMENITIES AND FEATURES Recently improved asphalt drive aisles, security lighting, individually key coded access, and security

fences. Units are available for rent on-site via their website or remotely through third-party management.

CLIMATE CONTROLLED SPACEThe property does not offer climate-controlled space, but 39 percent of the units are interior hallway units.

SECURITY Perimeter fencing and lighting, digital video surveillance, and individual key code access.

THIRD PARTY MANAGEMENT Managed by Cubix Asset Management.

LOCATION Mead Storage is located between the North Las Vegas and Sunrise Manor areas of greater Las Vegas,

both densely populated suburbs with a mix of residential, industrial, and commercial real estate. The property is just off Lake Mead Blvd. (SR 147) and nearby multiple apartment and townhome communities.

TRAFFIC COUNT 35,000 vehicles per day on Lake Mead Blvd (State Route 147).

THREE MILE DEMOS Population // 224,934 Households // 66,082 Average Household Income // \$48,200

FIVE YEAR POPULATION GROWTH 2.26 Percent

THREE MILE NRSF PER CAPITA 8.10 Square Feet







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INDIVIDUAL PROPERTY ANA

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CURRENT UNIT MIX

STORAGE UNITS

DIM	(FT)	ONS	DESCRIPTION	UNIT SQ FT	TOTAL UNITS	TOTAL SQ FT	CURRENT RENT/MONTH	GROSS POTENTIAL MONTHLY RENT	GROSS POTENTIAL ANNUAL RENT
5	Х	5	Interior	25	18	450	\$27.00	\$486.00	\$5,832.00
5	Χ	5	Drive-Up	25	9	225	\$31.00	\$279.00	\$3,348.00
5	Х	10	Interior	50	40	2,000	\$30.00	\$1,200.00	\$14,400.00
5	Х	10	Drive-Up	50	66	3,300	\$35.00	\$2,310.00	\$27,720.00
10	Х	8	Interior	80	26	2,080	\$92.00	\$2,392.00	\$28,704.00
10	Х	10	Interior	100	6	600	\$70.00	\$420.00	\$5,040.00
10	Х	10	Drive-Up	100	28	2,800	\$78.00	\$2,184.00	\$26,208.00
10	Х	17	Drive-Up	170	6	1,020	\$151.00	\$906.00	\$10,872.00
10	Х	20	Drive-Up	200	30	6,000	\$172.00	\$5,160.00	\$61,920.00
			TOTAL STORAGE	80.68 AVG unit/sf	229	18,475	\$0.83 sf/mo	\$15,337.00	\$184,044.00

INCOME & EXPENSES

INCOME	SELLER AC ENDING FEBRU		-	ADJUSTED T G FEBRUARY			RO FORMA O OF YEAR	
Gross Potential Rental Income ¹	\$198	,877 \$10.769	SF.	\$198,877	\$10.76SF		\$278,428	\$15.07SF
Economic Vacancy	(4.2%) (8,2	92) \$0.45S	F (4.2%)	(8,292)	\$0.45SF	(15.0%)	(41,764)	\$2.26SF
Physical Vacancy	(9.7%)		(9.7%)			(5.0%)		
Effective Gross Rental Income	\$190	,585 \$10.32	SF.	\$190,585	\$10.32SF		\$236,664	\$12.81SF
Late Fees and Other Income	13,5	591 0.74SF		13,591	0.74SF		14,134	0.77SF
Admin Fees	4,2	90 0.23SF	:	4,290	0.23SF		4,462	0.24SF
Cell Tower Income	31,4	1.70SF	:	31,407	1.70SF		32,349	1.75SF
Tenant Insurance Commission	15,7	163 0.82SF	:	15,163	0.82SF		15,770	0.85SF
Effective Gross Income ²	\$255	,036 \$13.80	SF.	\$255,036	\$13.80SF		\$303,378	\$16.42SF

EXPENSES		ER ACTUA FEBRUARY			ADJUSTED EXPENSES			PRO FORMA ID OF YEAR	
Real Estate Taxes ³		\$8,665	\$0.47SF		\$8,665	\$0.47SF		\$9,098	\$0.49SF
Insurance ⁴		4,619	0.25SF		4,619	0.25SF		4,757	0.26SF
Advertising and Marketing ⁵		22,350	1.21SF		22,350	1.21SF		12,000	0.65SF
Utilities and Trash		8,242	0.45SF		8,242	0.45SF		8,489	0.46SF
Telephone and Communications		369	0.02SF		369	0.02SF		380	0.02SF
On-Site Management Costs ⁶		5,400	0.29SF		30,000	1.62SF		30,900	1.67SF
Off-Site Management Fees ⁶	8.83%	22,510	1.22SF	0.00%	-	0.00SF	0.00%	-	0.00SF
Credit Card Merchant Fees ⁷	2.27%	5,779	0.31SF	2.27%	5,779	0.31SF	2.25%	6,826	0.37SF
Office and Administrative Costs		4,662	0.25SF		4,662	0.25SF		4,802	0.26SF
Repairs and Maintenance ⁸		22,595	1.22SF		5,543	0.30SF		5,709	0.31SF
Contract Services ⁹		-	0.00SF		2,771	0.15SF		2,854	0.15SF
Computer Software		1,611	0.09SF		1,611	0.09SF		1,659	0.09SF
Call Center		2,812	0.15SF		2,812	0.15SF		2,897	0.16SF
Total Operating Expenses ¹⁰	43.0%	\$109,612	\$5.93SF	38.2%	\$97,421	\$5.27SF	29.8%	\$90,371	\$4.89SF
NET OPERATING INCOME		\$145,424	\$7.87SF		\$157,615	\$8.53SF		\$213,007	\$11.53SF

FOOTNOTES:

- 1. Seller Actual Column Gross Potential Rental Income is based the month end Gross Potential over the Trailing 12 Months. Pro Forma EOY1 Gross Potential Rental Income is based 40 percent.
- 2. Pro Forma Effective Gross Income is based on increasing the gross potential rents 40 percent in year 1, normalizing economic vacancy to 15 percent, increasing physical occupancy to 97 percent, and growing other income by 4 percent.
- 3. Real Estate Taxes have been adjusted to the 8 percent cap in year 1 and year 2.
- 4. Insurance was not included on the income statement and is estimated at \$0.25 per SF per year.
- 5. Pro Forma EOY2 Advertising and Marketing has been adjusted to \$12,000 per year.
- 6. On-Site Management Costs and Off-Site Management Costs have been consolidated and adjusted to \$30,000 per year.
- 7. Pro Forma Credit Card Merchant Fees have been adjusted to 2 percent of EGI.
- 8. Repairs and Maintenance have been adjusted to \$0.30 per SF per Year.
- 9. Contract Services have been adjusted to \$0.15 per SF per Year.
- 10. Expenses have been increased by 3 percent per year unless noted above.

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5 YEAR CASHFLOW

	ADJUSTED T12	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Physical Occupancy (%)	90.28%	95.00%	95.00%	95.00%	95.00%	95.00%
Economic Occupancy(%)	95.83%	85.00%	87.00%	87.00%	87.00%	87.00%
Percent of Rental Growth YOY	-	40.00%	12.00%	8.00%	6.00%	6.00%
Effective Gross Rental Income Growth	-	24.18%	14.64%	8.00%	6.00%	6.00%
Other Income Annual Escalations (%)		4.00%	4.00%	4.00%	4.00%	4.00%
Expense Annual Escalations (%)	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Expenses/EGI(%)	38.20%	29.79%	27.67%	26.70%	26.11%	25.54%
Gross Potential Rent Rate (Total SF/Month)	\$0.90SF	\$1.26SF	\$1.41SF	\$1.52SF	\$1.61SF	\$1.71SF
Realized Rent Rate (Occupied SF/Month)	\$0.95SF	\$1.12SF	\$1.29SF	\$1.39SF	\$1.47SF	\$1.56SF
Income						
Gross Potential Rental Income	\$198,877	\$278,428	\$311,839	\$336,786	\$356,994	\$378,413
Economic Vacancy	(8,292)	(41,764)	(40,539)	(43,782)	(46,409)	(49,194)
Effective Gross Rental Income	\$190,585	\$236,664	\$271,300	\$293,004	\$310,584	\$329,220
Late Fees and Other Income	13,591	14,134	14,699	15,287	15,899	16,535
Admin Fees	4,290	4,462	4,640	4,826	5,019	5,220
Cell Tower Income	31,407	32,349	33,319	34,319	35,348	36,409
Tenant Insurance Commission	15,163	15,770	16,401	17,057	17,739	18,448
Effective Gross Income	\$255,036	\$303,378	\$340,360	\$364,493	\$384,590	\$405,831
Expenses						
Real Estate Taxes	\$8,665	\$9,098	\$9,826	\$10,121	\$10,425	\$10,737
Insurance	4,619	4,757	4,900	5,047	5,198	5,354
Advertising and Marketing	22,350	12,000	12,360	12,731	13,113	13,506
Utilities and Trash	8,242	8,489	8,744	9,006	9,277	9,555
Telephone and Communications	369	380	391	403	415	427
On-Site Management Costs	30,000	30,900	31,827	32,782	33,765	34,778
Off-Site Management Fees	-	-	-	-	-	-
Credit Card Merchant Fees	5,779	6,826	7,658	8,201	8,653	9,131
Office and Administrative Costs	4,662	4,802	4,946	5,094	5,247	5,404
Repairs and Maintenance	5,543	5,709	5,880	6,056	6,238	6,425
Contract Services	2,771	2,854	2,940	3,028	3,119	3,213
Computer Software	1,611	1,659	1,709	1,760	1,813	1,867
Call Center	2,812	2,897	2,984	3,073	3,165	3,260
Total Expenses	\$97,421	\$90,371	\$94,165	\$97,303	\$100,428	\$103,659
NET OPERATING INCOME	\$157,615	\$213,007	\$246,195	\$267,190	\$284,162	\$302,172
Debt Service	(146,531)	\$(146,531)	\$(146,531)	\$(146,531)	\$(146,531)	\$(146,531)
Before Tax Net Cash Flow After Debt Service	11,084	\$66,476	\$99,664	\$120,659	\$137,630	\$155,641
Cash-on-Cash Return (%)	0.86%	5.13%	7.69%	9.31%	10.62%	12.01%

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15 YEAR IRR

Hold Time Period		5 Years
Estimated Sale Price		\$3,550,116
NOI (Year 1)		\$213,007
Cap Rate (Year 1)		6.00%
Loan Amount		\$2,254,324
Down Payment		\$1,295,792
Closing Costs (1%)		\$35,501
Total Investment		\$1,331,294
Net Cash Flow		¢500.071
Net Sales Income		\$580,071
Total Proceeds		\$2,685,534
Cost of Investment		\$3,265,605
Return on Investment		\$1,331,294 \$1,934,311
ROI (%)		145.3%
Terminal Cap Rate	5.75%	\$5,255,168
Less Cost of Sale @	6.00%	\$315,310
Sale Proceeds		\$4,939,858
Loan Payoff		\$2,254,324
Net Sales Proceeds		\$2,685,534
Loan Info		
Amortization		Interest Only
Term		5 Years
Interest Rate		6.50%
LTV		64%
Debt Yield Ratio (In Place		6.99%
DCR (In Place)		0.92
DCR (Stabilized)		1.25
Annual Debt Service		\$146,531
Internal Rate of Return		
Unleveraged IRR		13.25%
Leveraged IRR		21.39%

TAILORED SOLUTIONS FOR COMPLEX LANDSCAPES

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OVER 350
CAPITAL
SOURCES



MEAD SELF STORAGE





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MARKET COMPETITION

					NON-CLIMATE CONTROLLED DRIVE UP			IN	TERIOR UN	ITS	
•	PROPERTY NAME	NRSF	YEAR BUILT	DISTANCE FROM SUBJECT	5X5	5X10	10X10	10X20	5X5	5X10	10X10
1	CubeSmart Self Storage 4490 E Lake Mead Blvd., Las Vegas, NV 89115	86,645	1984	1.10 Miles	\$39	\$45	\$77	\$200	Not Offered	Not Offered	Not Offered
2	Right Space Storage 1675 N Lamb Blvd., Las Vegas, NV 89115	73,928	1987	0.80 Miles	Info Not Available	\$51	\$114	\$176	Not Offered	Not Offered	Not Offered
3	CubeSmart Self Storage 1441 N Nellis Blvd., Las Vegas, NV 89110	132,104	1954	2.10 Miles	\$53	\$77	\$125	\$180	\$80	Info Not Available	Info Not Available
4	Right Space Storage 2600 Vegas Dr., Las Vegas, NV 89106	66,018	1999	5.20 Miles	\$54	\$80	\$136	\$239	Info Not Available	\$82	\$137
5	Extra Space Storage 2824 E Evans Ave., North Las Vegas, NV 89030	169,906	1978	2.10 Miles	Sold Out	Sold Out	\$118	\$212	Sold Out	\$78	\$118
6	AAA Storage 2647 N Las Vegas Blvd. #B, North Las Vegas, NV 89030	67,995	1979	2.20 Miles	Not Offered	\$85	\$150	\$290	Not Offered	Not Offered	Not Offered
				Highest Rent	\$54	\$85	\$150	\$290	\$80	\$82	\$137
				Lowest Rent	\$39	\$45	\$77	\$176	\$80	\$78	\$118
				Comp Average	\$49	\$68	\$120	\$216	\$80	\$80	\$128
SUBJECT	Mead Self Storage 1945 N Walnut Rd., Las Vegas, NV 89115	18,475	1984	-	\$31	\$35	\$78	\$172	\$27	\$30	\$70
		KEY: Upside	e Potential		57% Below Market Average	93% Below Market Average	54% Below Market Average	26% Below Market Average	196% Below Market Average	167% Below Market Average	82% Below Market Average

	NEW CONSTRUCTION	ADDRESS	STATUS	DISTANCE From Subject	ESTIMATED Square footage	FORCASTED COMPLETION DATE
1	Las Vegas Boulevard Mini Storage	3915 Puebla Street, Las Vegas, NV 89115	Planned - New Build	3.80 Miles	N/A	N/A

DISCLAIMER: The rental rates in this study were derived from online sources on April 16, 2024 and reflect current web pricing. Due to market fluctuations, rates may have changed since this study was performed. Buyer must perform his or her own due diligence to ensure the accuracy of this information.











METRO OVERVIEW LAS VEGAS, NEVADA

LAS VEGAS

Las Vegas is considered one of the top entertainment cities of the world, thanks to its abundance of resorts, restaurants, shopping and entertainment options. While casinos temporarily closed during the health crisis and there were sweeping convention cancellations, event attendance and both mid-week and weekend visitor volumes have nearly returned to pre-pandemic levels. In addition to temporary stays, the Las Vegas-Henderson-Paradise MSA is one of the fastest-growing metros in the nation, with a population of more than 2.3 million. The metro has become a fully diversified economy, with logistics groups, tech firms and manufacturing all taking advantage of Las Vegas' low cost of business and proximity to major West Coast markets. The 3.2 million-square-foot Las Vegas Convention Center is one of the largest in the world, attracting a host of industry events

NELL-PAYING JOBS

Office-using positions, most of them within the professional and business services sector, accounted for nearly 22 percent of the metro's job count at the onset of 2024



STRONG POPULATION GAINS

The metro continues to draw new residents with its warm climate, regional affordability and proximity to California markets. Over the next five years, Las Vegas' populace is forecast to increase by nearly six percent.



VAST TOURISM INDUSTRY

Tourism volumes in 2023 set airport and gaming records as Las Vegas welcomed 40.8 million visitors, a 5.2 percent increase from 2022.



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ECONOMY

- Home to some of the nation's largest hotels and a growing roster of sporting events, tourism and entertainment are the most significant drivers of the economy. However, the area has diversified into distribution, back-office operations and manufacturing.
- The metro's business-friendly environment, access to Western markets, growing labor force and availability of high-speed data is attracting tech companies.

MAJOR AREA EMPLOYERS
Zappos, LLC
Wynn Resorts
Station Casinos
MGM Resorts
Las Vegas Sands LLC
Caesars Entertainment
The Valley Health System
Dignity Health
UnitedHealthcare of Nevada



DEMOGRAPHICS

- ullet The population will expand by more than 135,000 residents over the next five years, resulting in the formation of 56,000 households.
- The homeownership rate of 49 percent is well below the national rate, creating a strong rental market. Entering 2024, apartment vacancy stood at 7.4 percent.
- Roughly 24 percent of the population ages 25 and older have attained a bachelor's degree, and eight percent also hold a graduate or professional degree.











DEMOGRAPHICS

In 2023, the population in your selected geography was 465,084. The population has changed by 6.34 percent since 2010. It is estimated that the population will be 482,879 five years from now, which represents a change of 3.83 percent from the current year. The current population is 50.92 percent male and 49.0 percent female. The median age of the population is 33.5, compare this to the Entire US average which is 38.7. The population density in your area is 5,917.96 people per square mile.

POPULATION 🔠	1 MILE	3 MILES	5 MILES
2010 Population	32,328	208,491	437,346
2020 Population	33,312	214,277	468,289
2023 Population	34,944	217,882	465,084
2028 Population	36,184	225,291	482,879
2023 Daytime Population	17,934	162,474	438,812

HOUSING UNITS 🏡	1 MILE	3 MILES	5 MILES
2010 Owner Occupied Housing Units	47.4%	43.2%	48.0%
2010 Renter Occupied Housing Units	52.6%	56.8%	52.0%
2010 Vacant	13.8%	14.3%	14.5%
2020 Owner Occupied Housing Units	42.0%	35.9%	40.3%
2020 Renter Occupied Housing Units	53.6%	57.8%	53.0%
2020 Vacant	4.4%	6.4%	6.6%
2023 Owner Occupied Housing Units	43.1%	39.2%	43.4%
2023 Renter Occupied Housing Units	56.9%	60.8%	56.6%
2023 Vacant	4.3%	6.3%	6.6%
2028 Owner Occupied Housing Units	42.9%	39.0%	43.1%
2028 Renter Occupied Housing Units	57.1%	61.0%	56.9%
2028 Vacant	3.1%	5.2%	5.5%

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2010 Households	8,503	59,006	136,470
2020 Households	9,778	65,577	153,115
2023 Households	9,983	67,006	156,742
2028 Households	10,438	70,077	164,429
2023 Average HH Size	3.585200	3.232800	2.960700

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
\$ 0 - \$ 14,999	17.1%	20.6%	17.7%
\$ 15,000 - \$24,999	11.9%	13.7%	12.2%
\$ 25,000 - \$34,999	14.3%	13.0%	11.9%
\$ 35,000 - \$49,999	16.7%	14.7%	14.3%
\$ 50,000 - \$74,999	19.1%	18.1%	18.9%
\$ 75,000 - \$99,999	11.9%	9.9%	11.0%
\$100,000 - \$124,999	4.6%	4.7%	6.2%
\$125,000 - \$149,999	2.2%	2.6%	3.2%
\$150,000 - \$200,000	1.4%	1.7%	2.7%
\$200,000 to \$249,999	0.3%	0.4%	0.8%
\$250,000 +	0.7%	0.8%	1.1%
Median HH Income	\$40,481	\$37,426	\$42,974
Per Capita Income	\$14,836	\$16,255	\$20,051
Average HH Income	\$51,762	\$51,237	\$58,373

