

Henry Ford Hospital Medical Office Buildings  
3323-3333 Biddle Avenue | Wyandotte, MI

Capital Markets | Investment Properties

**CBRE**

## Affiliated Business Disclosure and Confidentiality Agreement

CBRE, Inc. operates within a global family of companies with many subsidiaries and/or related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates may represent various clients with competing interests in the same transaction. For example, this Memorandum may be received by our Affiliates, including CBRE Investors, Inc. or Trammell Crow Company. Those, or other, Affiliates may express an interest in the property described in this Memorandum (the "Property") may submit an offer to purchase the Property and may be the successful bidder for the Property. You hereby acknowledge that possibility and agree that neither CBRE, Inc. nor any involved Affiliate will have any obligation to disclose to you the involvement of any Affiliate in the sale or purchase of the Property. In all instances, however, CBRE, Inc. will act in the best interest of the client(s) it represents in the transaction described in this Memorandum and will not act in concert with or otherwise conduct its business in a way that benefits any Affiliate to the detriment of any other offeror or prospective offeror, but rather will conduct its business in a manner consistent with the law and any fiduciary duties owed to the client(s) it represents in the transaction described in this Memorandum.

This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property.

This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of the Owner and CBRE, Inc. Therefore, all projections, assumptions and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements are approximations. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In this Memorandum, certain documents, including leases and other materials, are described in summary form.

These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of this Memorandum in any manner.

Neither the Owner or CBRE, Inc. nor any of their respective directors, officers, Affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Memorandum or use of its contents; and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or CBRE, Inc. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return this Memorandum to CBRE, Inc.

## Table of Contents

|                   |    |
|-------------------|----|
| Executive Summary | 3  |
| Market Overview   | 11 |
| Sale Comparables  | 20 |
| Rent Comparables  | 24 |
| Financials        | 28 |



HENRY FORD  
*Wyandotte*  
*Physical*  
*Rehabilitation*

3323

A HENRY FORD WYANDOTTE  
HOSPITAL SITE

Executive Summary

**CBRE**

## INVESTMENT HIGHLIGHTS

### Stabilized Asset

Currently 100% occupied with 82% occupied by Henry Ford Hospital with a Standard & Poor's Credit Rating of A- / stable.

Buildings are being offered free and clear of existing financing.

### Excellent Location

Close proximity to major roadways including Eureka Road and Fort Street with direct frontage along Biddle Avenue.

Located within blocks of two bus stops along the Crosstown and Community Routes.

Less than one mile from the Henry Ford Wyandotte Hospital, a 306-bed hospital.

### Solid Demographics

Average household income of \$53,000 within a three-mile radius.

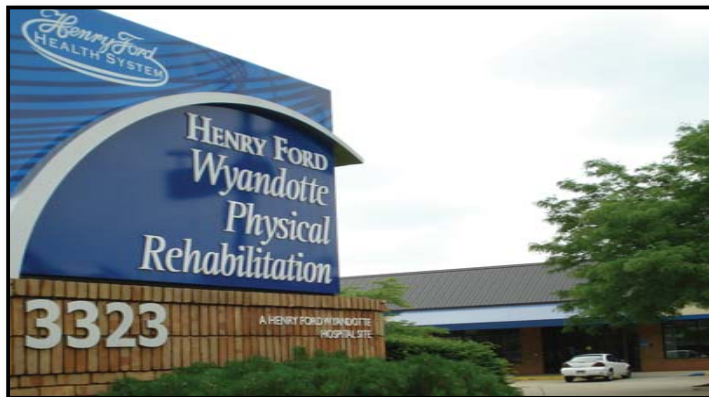


## THE OFFERING

CBRE, Inc. has been retained by current ownership as the exclusive marketing advisor for the disposition of the Henry Ford Hospital Medical Office Buildings located at 3323-3333 Biddle Avenue in Wyandotte, Michigan.

## INVESTMENT SUMMARY

The property consists of two separate medical office buildings situated on one parcel totaling 1.52 acres. The first building, located at 3323 Biddle, is 7,500 square feet and 100% leased to Henry Ford Hospital Physical Rehabilitation Center through May, 2021. The second building is located at 3333 Biddle and is a two-tenant medical office building consisting of 9,000 square feet in size. The second building is also 100% occupied by two tenants with 67% occupied by Henry Ford Wyandotte Hospital and 33% occupied by Dr. Stephen Watts, a Gastroenterologist. All three tenants are on NNN leases in which they are responsible for reimbursing the landlord for the their pro rata share of real estate taxes, insurance and all common area maintenance (CAM).



The Henry Ford Medical Office Buildings are located in Wyandotte, which is approximately 10 miles southwest of downtown Detroit. The Detroit Urban Area, which serves as the core of the Metropolitan Statistical Area, ranks as the 12th most populous of the United States. This urbanized area covers parts of the counties of Wayne, Oakland, and Macomb. These counties are sometimes referred to informally as the Detroit Tri-County Area, and had a population of 3,863,888 as of the 2010 census.

This dense demographic area has over 160,000 people within a five mile radius, which allows the tenant a strong, neighborhood client base. The asset allows an investor a rare opportunity to purchase a property that is 100% occupied with 82% occupied by Henry Ford Hospital with a Standard & Poor's credit rating of A- / Stable.

## OFFERING SUMMARY

The Henry Ford Hospital Medical Office Buildings are being offered at \$2,727,500 or a cap rate of 8.00 percent and a price per square foot of \$165.30.



## PROPERTY SUMMARY

**ADDRESS:** Henry Ford Hospital Medical Office Buildings  
3323-3333 Biddle Avenue  
Wyandotte, MI 48192

**OFFERING PRICE:** \$2,727,500

**OFFERING PRICE PER SF:** \$165.30

**OFFERING CAP RATE:** 8.00%

**BUILDING SIZE:** 16,500 Square Feet

**LAND AREA:** 1.52 Acres

**OCCUPANCY:** 100%

**YEAR BUILT/ YEAR RENOVATED:** 1980/2011

**ZONING:** Commercial

**NUMBER OF TENANTS:** Two Tenants



## PROPERTY SPECIFICATIONS

**PROPERTY:** Henry Ford Hospital Medical Office Buildings  
3323-3333 Biddle Avenue  
Wyandotte, MI 48192

**COUNTY:** Wayne

**PARCEL NUMBER:** 57-020-01-0009-301

**BUILDING SIZE:** Building 3323: 7,500 Square Feet  
Building 3333: 9,000 Square Feet

**NUMBER OF FLOORS:** One

**PARKING:** Asphalt paved

**FRONTAGE:** Along Biddle Avenue

**EXTERIOR WALLS:** Brick

**ROOF:** Rubber Membrane

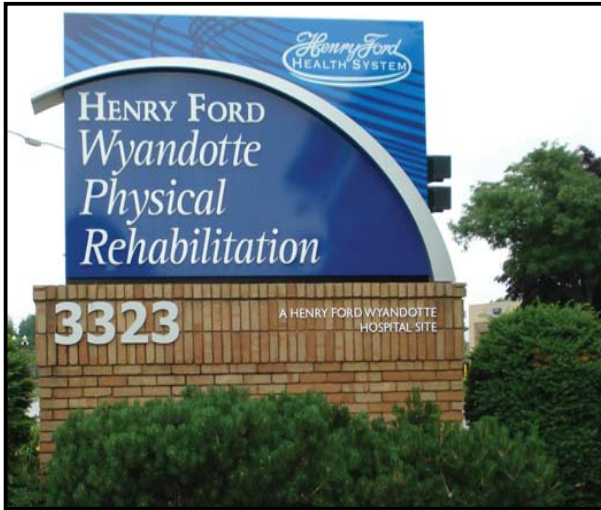
**STRUCTURE:** Structural Steel

**FOUNDATION:** Poured Concrete

**UTILITIES:** All to Site

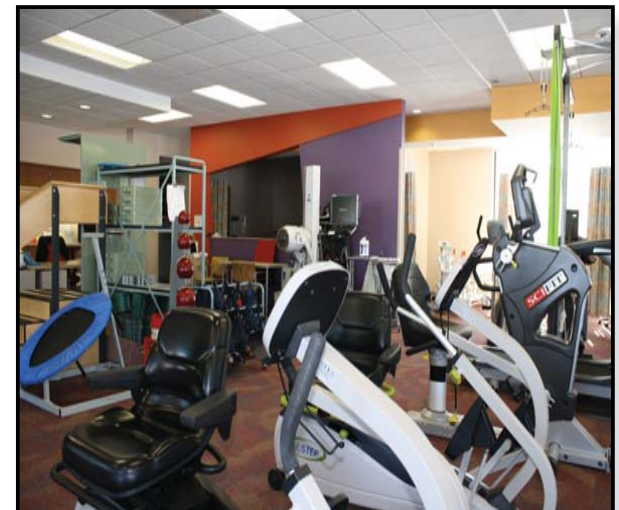
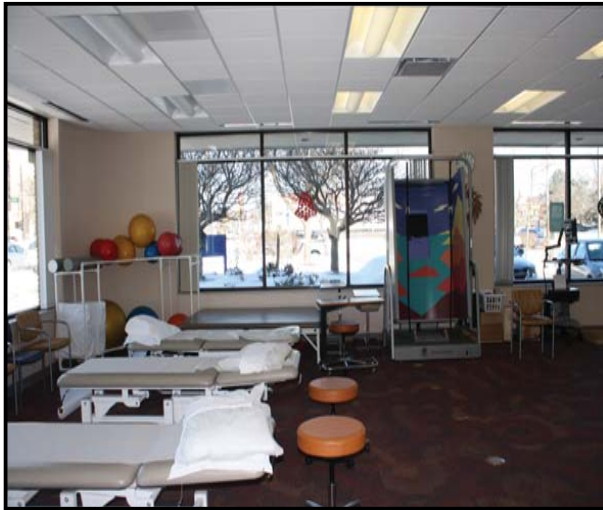


Photos





Photos



Photos





HENRY FORD  
*Wyandotte*  
*Physical*  
*Rehabilitation*

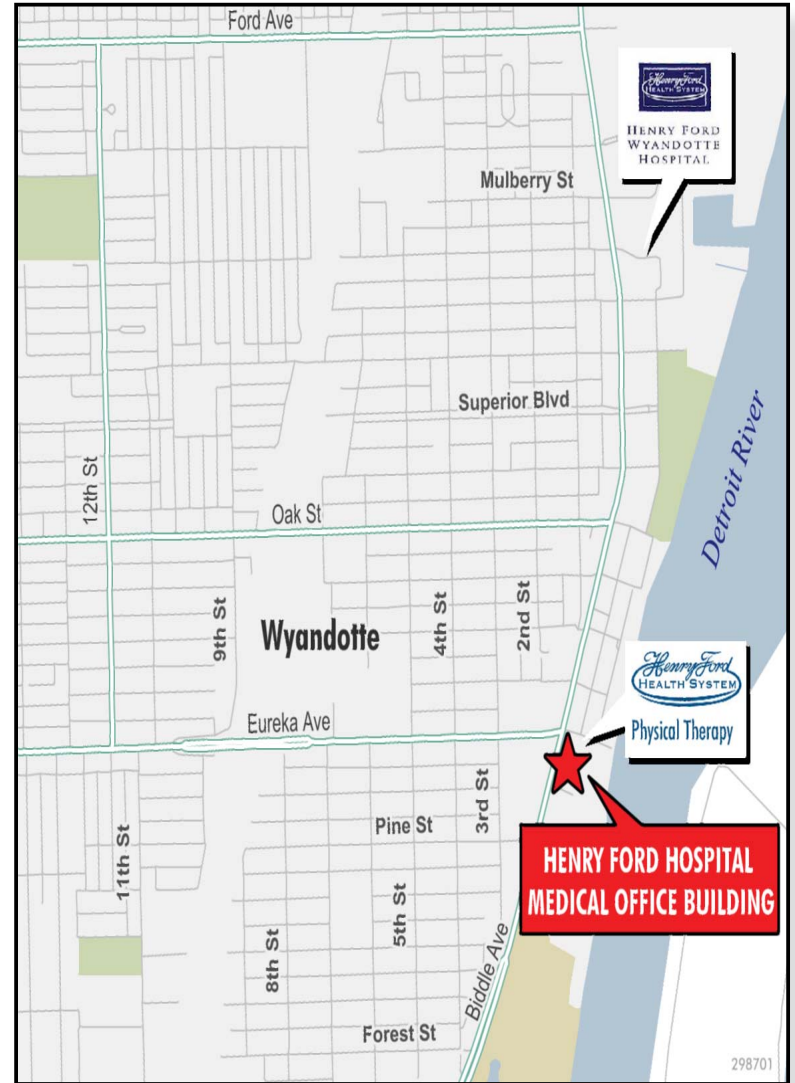
3323

A HENRY FORD WYANDOTTE  
HOSPITAL SITE

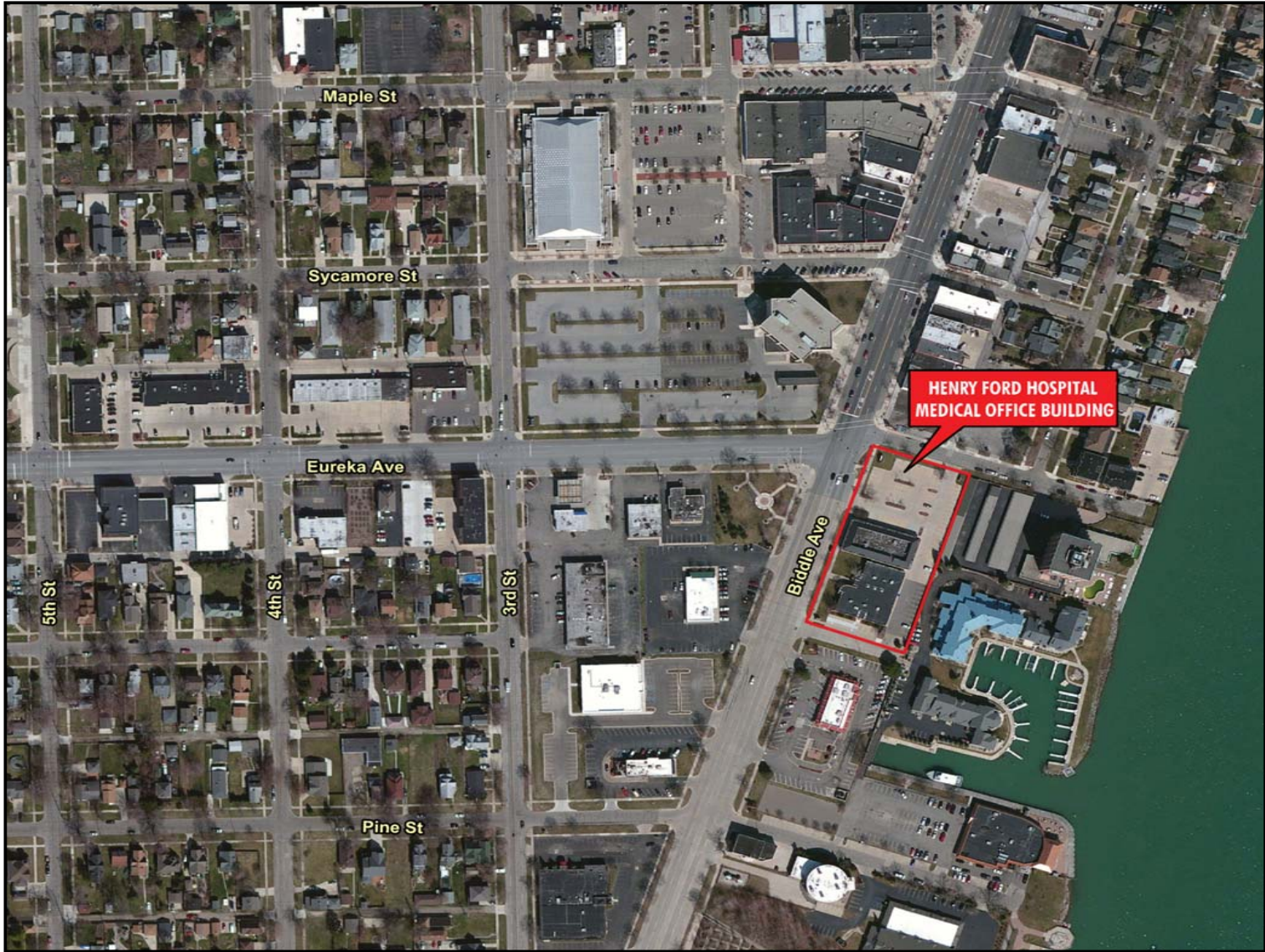
Market Overview

**CBRE**

Location Maps



Aerial/Map



## MARKET OVERVIEW

### Location Overview

The subject property is along the west side of Biddle Avenue, just south of Eureka Road. The property is surrounded by many local, retail and national retail establishments as well as single family homes.

### City of Wyandotte

The City of Wyandotte is often described as the “Heart of Downriver.” The Downriver area comprises of the following communities: Allen Park, Brownstown Township, Ecorse, Flat Rock, Gibraltar, Grosse Ile, Huron Charter Township, Lincoln Park, Melvindale, River Rouge, Riverview, Rockwood, Romulus, Southgate, Taylor, Trenton, Woodhaven, and Wyandotte; due to their location south of Detroit and along the Detroit River.

Wyandotte is surrounded by Southgate to the west, the Detroit River and Ontario, Canada to the east, Ecorse to the north and Riverview to the south. The city is a waterfront community known for architecture, downtown district and a variety of cultural offerings. Wyandotte is less than 10 miles from downtown Detroit and is considered to be part of the Detroit MSA.

### Metro Detroit

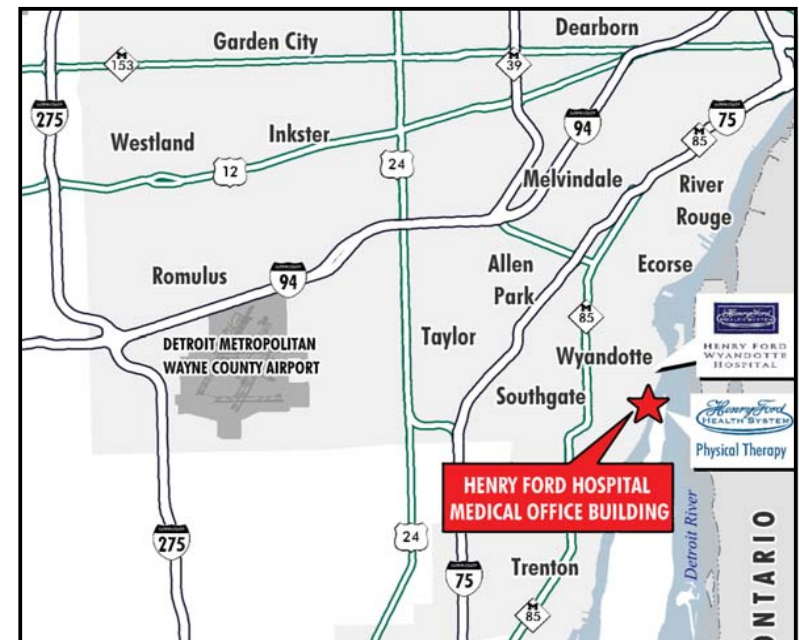
Detroit is the largest city in the state of Michigan. It is the major city among the primary cultural, financial, and transportation centers in the Metro Detroit area, a region of 5.2 million people. Detroit serves as a major port on the Detroit River connecting the Great Lakes systems to the Saint Lawrence Seaway.

The Detroit Metro area covers Southeast Michigan centered on the city of Detroit which shares an international border with Windsor, Ontario. As a major metropolitan area, it is known for its automotive heritage, arts, entertainment, and popular music and sports legacies. The area includes a vast variety of natural landscapes, parks, and beaches with a unique recreational coastline linking the Great Lakes, unlike competitive states such as Indiana, Pennsylvania, and other industrial manufacturing oriented states.

The Detroit Urban Area, which serves as the core of the Metropolitan Statistical Area, ranks as the 12th most populous of the United States. This urbanized area covers parts of the counties of Wayne, Oakland, and Macomb. These counties are sometimes referred to informally as the Detroit Tri-County Area, and had a population of 3,863,888 as of the 2010 census with an area of 1,967 square miles.

### Wayne County

The property is located in Wayne County, which is the 13th most populous county in the United States. The county seat is Detroit, the largest city in Michigan. Wayne County is located in southeastern Michigan, encompassing approximately 623 square miles. It is made up of 34 cities, including the city of Detroit, nine townships and 41 public school districts and its population consists of approximately two million.



## DEMOGRAPHIC PROFILE

|                   | 3323 Biddle Ave<br>1 mile radius   | 3323 Biddle Ave<br>3 mile radius | 3323 Biddle Ave<br>5 mile radius |           |
|-------------------|------------------------------------|----------------------------------|----------------------------------|-----------|
| <b>POPULATION</b> | 2013 Estimated Population          | 7,390                            | 66,352                           | 160,704   |
|                   | 2018 Projected Population          | 6,946                            | 63,452                           | 154,185   |
|                   | 2010 Census Population             | 7,687                            | 68,269                           | 165,080   |
|                   | 2000 Census Population             | 8,475                            | 72,887                           | 175,416   |
|                   | Growth 2010-2013                   | -3.86%                           | -2.81%                           | -2.65%    |
|                   | Growth 2013-2018                   | -6.01%                           | -4.37%                           | -4.06%    |
| <b>POPULATION</b> | 2013 Estimated Median Age          | 41.74                            | 41.02                            | 40.72     |
|                   | 2013 Estimated Average Age         | 41.10                            | 40.73                            | 40.48     |
| <b>HOUSEHOLDS</b> | 2013 Estimated Households          | 3,333                            | 27,618                           | 66,179    |
|                   | 2018 Projected Households          | 3,147                            | 26,535                           | 63,786    |
|                   | 2010 Census Households             | 3,452                            | 28,289                           | 67,704    |
|                   | 2000 Census Households             | 3,795                            | 30,083                           | 71,499    |
|                   | Growth 2010-2013                   | -3.44%                           | -2.37%                           | -2.25%    |
|                   | Growth 2013-2018                   | -5.58%                           | -3.92%                           | -3.62%    |
| <b>HOUSEHOLDS</b> | 2013 Est. Average Household Size   | 2.20                             | 2.37                             | 2.41      |
| <b>INCOME</b>     | 2013 Est. Median Household Income  | \$37,156                         | \$43,171                         | \$41,614  |
|                   | 2018 Prj. Median Household Income  | \$35,993                         | \$42,110                         | \$40,680  |
|                   | 2000 Cen. Median Household Income  | \$38,005                         | \$45,689                         | \$44,962  |
|                   | 2013 Est. Average Household Income | \$50,656                         | \$52,791                         | \$52,875  |
| <b>INCOME</b>     | 2013 Estimated Per Capita Income   | \$22,848                         | \$21,974                         | \$21,774  |
| <b>HOUSING</b>    | 2013 Estimated Housing Units       | 3,756                            | 30,036                           | 72,752    |
|                   | 2013 Estimated Occupied Units      | 3,333                            | 27,618                           | 66,179    |
|                   | 2013 Estimated Vacant Units        | 423                              | 2,418                            | 6,574     |
|                   | 2013 Est. Owner Occupied Units     | 1,865                            | 20,467                           | 47,640    |
|                   | 2013 Est. Renter Occupied Units    | 1,468                            | 7,152                            | 18,539    |
|                   | 2013 Est. Median Housing Value     | \$86,676                         | \$85,530                         | \$85,260  |
|                   | 2013 Est. Average Housing Value    | \$97,677                         | \$96,813                         | \$101,773 |

## DEMOGRAPHIC PROFILE

|                                      | 3323 Biddle Ave<br>1 mile radius                       | 3323 Biddle Ave<br>3 mile radius | 3323 Biddle Ave<br>5 mile radius |                |
|--------------------------------------|--|----------------------------------|----------------------------------|----------------|
| <b>INCOME</b>                        | <b>2013 Estimated Households</b>                       | <b>3,333</b>                     | <b>27,618</b>                    | <b>66,179</b>  |
|                                      | - Income Less than \$15,000                            | 583 (17.5%)                      | 3,927 (14.2%)                    | 10,373 (15.7%) |
|                                      | - Income \$15,000 - \$24,999                           | 589 (17.7%)                      | 3,747 (13.6%)                    | 9,213 (13.9%)  |
|                                      | - Income \$25,000 - \$34,999                           | 421 (12.6%)                      | 3,521 (12.7%)                    | 8,482 (12.8%)  |
|                                      | - Income \$35,000 - \$49,999                           | 441 (13.2%)                      | 4,622 (16.7%)                    | 10,756 (16.3%) |
|                                      | - Income \$50,000 - \$74,999                           | 598 (17.9%)                      | 5,987 (21.7%)                    | 13,160 (19.9%) |
|                                      | - Income \$75,000 - \$99,999                           | 351 (10.5%)                      | 2,852 (10.3%)                    | 6,547 (9.9%)   |
|                                      | - Income \$100,000 - \$124,999                         | 165 (5.0%)                       | 1,614 (5.8%)                     | 3,927 (5.9%)   |
|                                      | - Income \$125,000 - \$149,999                         | 76 (2.3%)                        | 689 (2.5%)                       | 1,676 (2.5%)   |
|                                      | - Income \$150,000 - \$199,999                         | 73 (2.2%)                        | 426 (1.5%)                       | 1,361 (2.1%)   |
|                                      | - Income \$200,000 - \$249,999                         | 16 (.5%)                         | 105 (.4%)                        | 304 (.5%)      |
|                                      | - Income \$250,000 - \$499,999                         | 18 (.5%)                         | 110 (.4%)                        | 325 (.5%)      |
|                                      | - Income Over \$500,000                                | 2 (.1%)                          | 19 (.1%)                         | 55 (.1%)       |
|                                      | 2013 Est. Average Household Income                     | \$50,656                         | \$52,791                         | \$52,875       |
| 2018 Prj. Average Household Income   | \$49,564   | \$51,623                         | \$51,698                         |                |
| 2000 Cen. Avg. Household Income      | \$46,253   | \$54,078                         | \$55,634                         |                |
| <b>HOUSEHOLD SIZE</b>                | <b>2013 Estimated Households</b>                       | <b>3,333</b>                     | <b>27,618</b>                    | <b>66,179</b>  |
|                                      | - 1 Person Household                                   | 1,364 (40.9%)                    | 8,728 (31.6%)                    | 20,869 (31.5%) |
|                                      | - 2 Person Household                                   | 914 (27.4%)                      | 8,715 (31.6%)                    | 20,669 (31.2%) |
|                                      | - 3 Person Household                                   | 466 (14.0%)                      | 4,608 (16.7%)                    | 10,616 (16.0%) |
|                                      | - 4 Person Household                                   | 343 (10.3%)                      | 3,402 (12.3%)                    | 8,142 (12.3%)  |
|                                      | - 5 Person Household                                   | 154 (4.6%)                       | 1,412 (5.1%)                     | 3,700 (5.6%)   |
|                                      | - 6 Person Household                                   | 56 (1.7%)                        | 524 (1.9%)                       | 1,401 (2.1%)   |
|                                      | - 7 or More Person Household                           | 35 (1.1%)                        | 230 (.8%)                        | 781 (1.2%)     |
| 2013 Est. Average Household Size     | 2.20   | 2.37                             | 2.41                             |                |
| <b>VEHICLES</b>                      | <b>2013 Estimated Households by Number of Vehicles</b> | <b>3,333</b>                     | <b>27,618</b>                    | <b>66,179</b>  |
|                                      | - Households with No Vehicles                          | 451 (13.5%)                      | 2,369 (8.6%)                     | 6,405 (9.7%)   |
|                                      | - Households with 1 Vehicle                            | 1,466 (44.0%)                    | 11,209 (40.6%)                   | 27,584 (41.7%) |
|                                      | - Households with 2 Vehicles                           | 986 (29.6%)                      | 9,959 (36.1%)                    | 22,510 (34.0%) |
|                                      | - Households with 3 Vehicles                           | 280 (8.4%)                       | 2,953 (10.7%)                    | 6,965 (10.5%)  |
|                                      | - Households with 4 Vehicles                           | 115 (3.5%)                       | 776 (2.8%)                       | 2,022 (3.1%)   |
|                                      | - Households with 5+ Vehicles                          | 35 (1.1%)                        | 352 (1.3%)                       | 693 (1.0%)     |
| 2013 Est. Average Number of Vehicles | 1.48   | 1.63                             | 1.60                             |                |



## DEMOGRAPHIC PROFILE

|                             | 3323 Biddle Ave<br>1 mile radius                                   | 3323 Biddle Ave<br>3 mile radius | 3323 Biddle Ave<br>5 mile radius |                 |
|-----------------------------|--|----------------------------------|----------------------------------|-----------------|
| <b>RACE &amp; ETHNICITY</b> | <b>2013 Estimated Population by Race and Origin</b>                | <b>7,390</b>                     | <b>66,352</b>                    | <b>160,704</b>  |
|                             | - White Population   | 6,986 (94.5%)                    | 61,096 (92.1%)                   | 134,177 (83.5%) |
|                             | - Black Population   | 122 (1.7%)                       | 1,939 (2.9%)                     | 16,061 (10.0%)  |
|                             | - Asian Population   | 57 (.8%)                         | 428 (.6%)                        | 1,523 (.9%)     |
|                             | - Pacific Islander Population                                      | 0                                | 16 (.0%)                         | 42 (.0%)        |
|                             | - American Indian and Alaska Native                                | 57 (.8%)                         | 393 (.6%)                        | 887 (.6%)       |
|                             | - Other Race Population  | 48 (.6%)                         | 1,165 (1.8%)                     | 4,295 (2.7%)    |
|                             | - Two or More Races Population                                     | 121 (1.6%)                       | 1,315 (2.0%)                     | 3,719 (2.3%)    |
|                             | - Hispanic Population  | 370 (5.0%)                       | 4,697 (7.1%)                     | 14,348 (8.9%)   |
|                             | - White Non-Hispanic Population                                    | 6,696 (90.6%)                    | 58,043 (87.5%)                   | 125,709 (78.2%) |
| <b>AGE</b>                  | <b>2013 Estimated Population by Age</b>                            | <b>7,390</b>                     | <b>66,352</b>                    | <b>160,704</b>  |
|                             | - Aged 0 to 4 Years  | 381 (5.2%)                       | 3,642 (5.5%)                     | 9,146 (5.7%)    |
|                             | - Aged 5 to 9 Years  | 387 (5.2%)                       | 3,676 (5.5%)                     | 9,208 (5.7%)    |
|                             | - Aged 10 to 14 Years  | 430 (5.8%)                       | 3,974 (6.0%)                     | 10,146 (6.3%)   |
|                             | - Aged 15 to 17 Years  | 271 (3.7%)                       | 2,543 (3.8%)                     | 6,523 (4.1%)    |
|                             | - Aged 18 to 20 Years  | 280 (3.8%)                       | 2,503 (3.8%)                     | 6,197 (3.9%)    |
|                             | - Aged 21 to 24 Years  | 393 (5.3%)                       | 3,479 (5.2%)                     | 8,510 (5.3%)    |
|                             | - Aged 25 to 34 Years  | 909 (12.3%)                      | 8,194 (12.3%)                    | 19,279 (12.0%)  |
|                             | - Aged 35 to 44 Years  | 979 (13.2%)                      | 8,769 (13.2%)                    | 20,328 (12.6%)  |
|                             | - Aged 45 to 54 Years  | 1,165 (15.8%)                    | 10,001 (15.1%)                   | 23,628 (14.7%)  |
|                             | - Aged 55 to 64 Years  | 1,015 (13.7%)                    | 9,015 (13.6%)                    | 21,913 (13.6%)  |
|                             | - Aged 65 to 74 Years  | 604 (8.2%)                       | 5,209 (7.9%)                     | 12,894 (8.0%)   |
|                             | - Aged 75 to 84 Years  | 383 (5.2%)                       | 3,516 (5.3%)                     | 8,573 (5.3%)    |
| - Aged 85 Years and Older   | 193 (2.6%)   | 1,830 (2.8%)                     | 4,359 (2.7%)                     |                 |
| 2013 Estimated Median Age   | 41.74  | 41.02                            | 40.72                            |                 |
| 2013 Estimated Average Age  | 41.10  | 40.73                            | 40.48                            |                 |
| <b>EDUCATION</b>            | <b>2013 Estimated Population Over 25 by Educational Attainment</b> | <b>5,247</b>                     | <b>46,535</b>                    | <b>110,974</b>  |
|                             | - Less than 9th Grade  | 120 (2.3%)                       | 1,717 (3.7%)                     | 4,356 (3.9%)    |
|                             | - High School - No Diploma   | 482 (9.2%)                       | 4,482 (9.6%)                     | 11,539 (10.4%)  |
|                             | - High School Diploma  | 2,115 (40.3%)                    | 18,331 (39.4%)                   | 41,285 (37.2%)  |
|                             | - Some College   | 1,220 (23.3%)                    | 11,631 (25.0%)                   | 27,471 (24.8%)  |
|                             | - Associate Degree   | 427 (8.1%)                       | 3,636 (7.8%)                     | 8,061 (7.3%)    |
|                             | - Bachelor's Degree  | 579 (11.0%)                      | 4,466 (9.6%)                     | 11,822 (10.7%)  |
|                             | - Master's Degree  | 258 (4.9%)                       | 1,783 (3.8%)                     | 5,041 (4.5%)    |
|                             | - Professional Degree  | 44 (.8%)                         | 383 (.8%)                        | 1,013 (.9%)     |
|                             | - Doctoral Degree  | 4 (.1%)                          | 107 (.2%)                        | 386 (.3%)       |

## DEMOGRAPHIC PROFILE

|   | 3323 Biddle Ave<br>1 mile radius | 3323 Biddle Ave<br>3 mile radius | 3323 Biddle Ave<br>5 mile radius |
|---|----------------------------------|----------------------------------|----------------------------------|
| <b>HOUSING VALUE</b>  |                                  |                                  |                                  |
| <b>2013 Estimated Owner Occupied Units by Housing Value</b> | <b>1,865</b>                     | <b>20,467</b>                    | <b>47,640</b>                    |
| - Valued Less than \$20,000                                 | 75 (4.0%)                        | 612 (3.0%)                       | 1,616 (3.4%)                     |
| - Valued \$20,000 - \$39,999                                | 155 (8.3%)                       | 1,164 (5.7%)                     | 3,725 (7.8%)                     |
| - Valued \$40,000 - \$59,999                                | 239 (12.8%)                      | 2,914 (14.2%)                    | 6,961 (14.6%)                    |
| - Valued \$60,000 - \$79,999                                | 331 (17.7%)                      | 4,248 (20.8%)                    | 9,166 (19.2%)                    |
| - Valued \$80,000 - \$99,999                                | 390 (20.9%)                      | 4,576 (22.4%)                    | 8,499 (17.8%)                    |
| - Valued \$100,000 - \$149,999                              | 443 (23.8%)                      | 5,152 (25.2%)                    | 11,739 (24.6%)                   |
| - Valued \$150,000 - \$199,999                              | 114 (6.1%)                       | 1,086 (5.3%)                     | 3,322 (7.0%)                     |
| - Valued \$200,000 - \$299,999                              | 98 (5.3%)                        | 455 (2.2%)                       | 1,677 (3.5%)                     |
| - Valued \$300,000 - \$399,999                              | 18 (1.0%)                        | 160 (.8%)                        | 547 (1.1%)                       |
| - Valued \$400,000 - \$499,999                              | 0                                | 21 (.1%)                         | 105 (.2%)                        |
| - Valued \$500,000 - \$749,999                              | 0                                | 44 (.2%)                         | 161 (.3%)                        |
| - Valued \$750,000 - \$999,999                              | 0                                | 7 (.0%)                          | 19 (.0%)                         |
| - Valued More than \$1,000,000                              | 0                                | 28 (.1%)                         | 103 (.2%)                        |
| 2013 Est. Median Housing Value                              | \$86,676                         | \$85,530                         | \$85,260                         |
| 2013 Est. Average Housing Value                             | \$97,677                         | \$96,813                         | \$101,773                        |
| <b>HOUSING TYPE</b>   |                                  |                                  |                                  |
| <b>2013 Estimated Housing Units by Housing Type</b>         | <b>3,756</b>                     | <b>30,036</b>                    | <b>72,752</b>                    |
| - 1 Unit Detached   | 2,244 (59.7%)                    | 23,047 (76.7%)                   | 53,933 (74.1%)                   |
| - 1 Unit Attached   | 153 (4.1%)                       | 667 (2.2%)                       | 2,649 (3.6%)                     |
| - 2 Units   | 430 (11.4%)                      | 1,214 (4.0%)                     | 2,455 (3.4%)                     |
| - 3-4 Units   | 166 (4.4%)                       | 915 (3.0%)                       | 2,376 (3.3%)                     |
| - 5-19 Units  | 346 (9.2%)                       | 2,398 (8.0%)                     | 6,473 (8.9%)                     |
| - 20-49 Units   | 127 (3.4%)                       | 537 (1.8%)                       | 1,486 (2.0%)                     |
| - 50+ Units   | 282 (7.5%)                       | 1,109 (3.7%)                     | 2,961 (4.1%)                     |
| - Mobile Home Units   | 7 (.2%)                          | 146 (.5%)                        | 415 (.6%)                        |
| - Other Units   | 1 (.0%)                          | 3 (.0%)                          | 5 (.0%)                          |
| <b>UNIT BUILT</b>   |                                  |                                  |                                  |
| <b>2013 Estimated Housing Units by Year Structure Built</b> | <b>3,756</b>                     | <b>30,036</b>                    | <b>72,752</b>                    |
| - Structure Built 2005 or Later                             | 72 (1.9%)                        | 330 (1.1%)                       | 909 (1.2%)                       |
| - Structure Built 2000 to 2004                              | 140 (3.7%)                       | 460 (1.5%)                       | 1,769 (2.4%)                     |
| - Structure Built 1990 to 1999                              | 198 (5.3%)                       | 1,122 (3.7%)                     | 3,575 (4.9%)                     |
| - Structure Built 1980 to 1989                              | 85 (2.3%)                        | 869 (2.9%)                       | 3,124 (4.3%)                     |
| - Structure Built 1970 to 1979                              | 322 (8.6%)                       | 2,993 (10.0%)                    | 8,424 (11.6%)                    |
| - Structure Built 1960 to 1969                              | 421 (11.2%)                      | 3,267 (10.9%)                    | 9,521 (13.1%)                    |
| - Structure Built 1950 to 1959                              | 475 (12.6%)                      | 10,219 (34.0%)                   | 23,580 (32.4%)                   |
| - Structure Built 1940 to 1949                              | 519 (13.8%)                      | 5,894 (19.6%)                    | 11,667 (16.0%)                   |
| - Structure Built 1939 or Earlier                           | 1,526 (40.6%)                    | 4,883 (16.3%)                    | 10,184 (14.0%)                   |
| 2013 Est. Median Year Structure Built                       | 1947                             | 1954                             | 1956                             |

## DEMOGRAPHIC PROFILE

|                       | 3323 Biddle Ave<br>1 mile radius                                   | 3323 Biddle Ave<br>3 mile radius | 3323 Biddle Ave<br>5 mile radius |                |
|-----------------------|--|----------------------------------|----------------------------------|----------------|
| <b>SEX</b>            | <b>2013 Estimated Population by Sex</b>                            | <b>7,390</b>                     | <b>66,352</b>                    | <b>160,704</b> |
|                       | - Male   | 3,646 (49.3%)                    | 32,270 (48.6%)                   | 77,473 (48.2%) |
|                       | - Female   | 3,744 (50.7%)                    | 34,083 (51.4%)                   | 83,231 (51.8%) |
| <b>MARITAL STATUS</b> | <b>2013 Estimated Pop. over 15 by Marital Status</b>               | <b>6,192</b>                     | <b>55,060</b>                    | <b>132,204</b> |
|                       | - Male: Never Married  | 1,084 (17.5%)                    | 9,318 (16.9%)                    | 23,168 (17.5%) |
|                       | - Male: Married Spouse Absent                                      | 148 (2.4%)                       | 962 (1.7%)                       | 1,882 (1.4%)   |
|                       | - Male: Married Spouse Present                                     | 1,277 (20.6%)                    | 11,933 (21.7%)                   | 27,714 (21.0%) |
|                       | - Male: Widowed  | 86 (1.4%)                        | 987 (1.8%)                       | 2,458 (1.9%)   |
|                       | - Male: Divorced   | 413 (6.7%)                       | 3,260 (5.9%)                     | 7,705 (5.8%)   |
|                       | - Female: Never Married  | 1,021 (16.5%)                    | 8,039 (14.6%)                    | 20,261 (15.3%) |
|                       | - Female: Married Spouse Absent                                    | 112 (1.8%)                       | 974 (1.8%)                       | 2,451 (1.9%)   |
|                       | - Female: Married Spouse Present                                   | 1,116 (18.0%)                    | 11,844 (21.5%)                   | 27,611 (20.9%) |
|                       | - Female: Widowed  | 413 (6.7%)                       | 3,732 (6.8%)                     | 8,896 (6.7%)   |
| - Female: Divorced    | 522 (8.4%)   | 4,009 (7.3%)                     | 10,056 (7.6%)                    |                |
| <b>GQ</b>             | <b>2013 Estimated Population in Group Quarters</b>                 | <b>64</b>                        | <b>721</b>                       | <b>1,044</b>   |
|                       | - Institutional Group Quarters                                     | 0                                | 594 (82.4%)                      | 752 (72.0%)    |
|                       | - Non-Institutional Group Quarters                                 | 64 (100%)                        | 127 (17.6%)                      | 292 (28.0%)    |
| <b>MOVED IN</b>       | <b>2013 Estimated Occupied Housing Units by Year Occ. Moved In</b> | <b>3,333</b>                     | <b>27,618</b>                    | <b>66,179</b>  |
|                       | - Moved In 2005 or Later   | 1,534 (46.0%)                    | 8,894 (32.2%)                    | 21,983 (33.2%) |
|                       | - Moved In 2000-2004   | 621 (18.6%)                      | 4,289 (15.5%)                    | 10,248 (15.5%) |
|                       | - Moved In 1990-1999   | 581 (17.4%)                      | 5,799 (21.0%)                    | 13,379 (20.2%) |
|                       | - Moved In 1980-1989   | 223 (6.7%)                       | 2,937 (10.6%)                    | 6,967 (10.5%)  |
|                       | - Moved In 1970-1979   | 152 (4.6%)                       | 2,180 (7.9%)                     | 5,451 (8.2%)   |
|                       | - Moved In 1969 or Earlier   | 222 (6.7%)                       | 3,519 (12.7%)                    | 8,151 (12.3%)  |



HENRY FORD  
*Wyandotte*  
*Physical*  
*Rehabilitation*

3323

A HENRY FORD WYANDOTTE  
HOSPITAL SITE

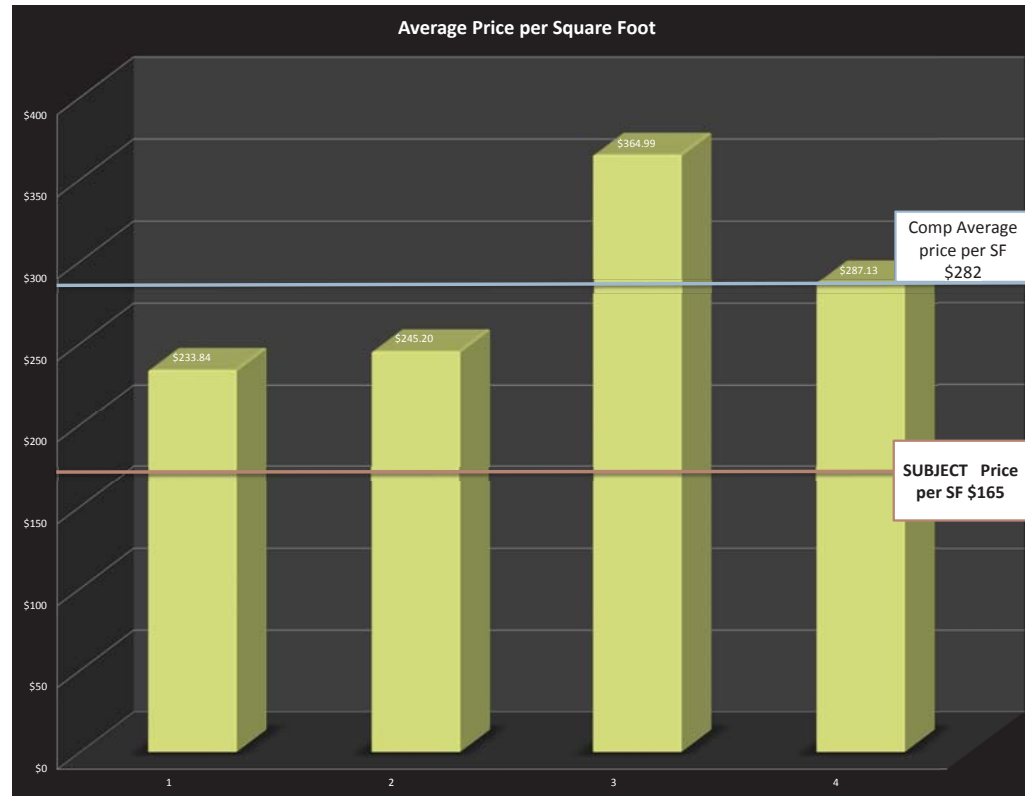
Sale Comparables

**CBRE**

## SALES COMPARABLES

|   |   | Building Name<br>Address  | Year<br>Built  | Building<br>Size (SF) | Sale Date | Sales Price | Price/SF | Occupancy<br>at Sale | Cap<br>Rate | Comments   |
|---|---|---|----------------|-----------------------|-----------|-------------|----------|----------------------|-------------|--|
| ★ |    | Henry Ford Hospital Medical<br>Office Building<br>3323-3333 Biddle<br>Wyandotte, MI | 1980           | 16,500                |           | \$2,727,500 | \$165.30 | 100%                 | 8.00%       | The Henry Ford Hospital Medical Office Building is currently 100% occupied. Henry Ford has a credit rating of A- / Stable according to Standard & Poor's.  |
| 1 |    | DaVita Dialysis<br>2622 Hearland Blvd<br>Ionia, MI                                  | 2006           | 5,880                 | 5/1/2013  | \$1,375,000 | \$233.84 | 100%                 | 8.73%       | The property is leased to DaVita Dialysis, which currently has a BB- credit rating from S&P and Ba3 from Moody's. DaVita signed a 15-year lease, which commenced in June of 2007 (9 years remain). The base rental rate was \$17.61 PSF, which increases by 2.5% annually. The current rental rate is \$20.42 PSF on a NNN basis. The tenant is responsible for taxes, insurance, and common area maintenance. The landlord is responsible for roof and structure. |
| 2 |    | West Oaks Medical Center<br>33200 West 14 Mile Road<br>West Bloomfield, MI          | 1973 /<br>1998 | 36,705                | 3/1/2013  | \$9,000,000 | \$245.20 | 100%                 | 8.11%       | The building improvements were completed in 1974 and renovated in 1998. Currently the comparable is in good overall condition. The comparable sold in March of 2013 for a reported consideration of \$9,000,000 or \$245 per square foot. The comparable was part of a two property portfolio sale which totaled \$21,000,000 and provided an overall capitalization rate of 8.11%.  |
| 3 |   | Fresenius Medical Care<br>128 North Elm Avenue<br>Jackson, MI                       | 2008           | 8,500                 | 6/1/2012  | \$3,102,420 | \$364.99 | 100%                 | 8.00%       | The buyer purchased the property on an 8.0% capitalization rate on the current year rent. The lease commenced in March of 2008 with a term of 15 years (11 years remain). There are three five year options. Motivation for the buyer is long term.  |
| 4 |  | Northwest Detroit Dialysis Center<br>25664 Lahser Road<br>Southfield, MI            | 2002           | 10,100                | 3/1/2012  | \$2,900,000 | \$287.13 | 100%                 | 8.19%       | The property is 100% leased by Northwest Detroit Dialysis Center, which is a co-partnership between Henry Ford Health System (credit rated) and Sinai Hospital of Greater Detroit. The co-partnership has guaranteed 75% of the obligations of the lease. The lease commenced in September 2003 for 20 years, and is flat over the base lease term. The lease contains four, five-year renewal options. The landlord is responsible for roof and structure.        |
|   |   |   |                |                       |           |             | \$282.79 | 100%                 | 8.26%       |  |

## SALES COMPARABLES



## PRICE PER SQUARE FOOT ANALYSIS

The average price per square foot of \$282 for comparable medical office buildings, the subject property, priced at \$165, is priced below the market average.

## SALES COMPARABLES



## CAP RATE ANALYSIS

With an average cap rate of 8.26 percent for comparable medical office building sales, the subject property, priced at a cap rate of 8.00 percent is priced in line with the market.



HENRY FORD  
*Wyandotte*  
*Physical*  
*Rehabilitation*

3323

A HENRY FORD WYANDOTTE  
HOSPITAL SITE

Rent Comparables

**CBRE**



## RENT COMPARABLES

|   | Building Name<br>Address  | Building<br>Size (SF) | Year Built | Current<br>Occupancy | Lease Dates          | Lease Term<br>(Months) | Signed SF | Signed<br>Rental Rate | Expense<br>Recovery<br>Type | Comments  |
|---|---|-----------------------|------------|----------------------|----------------------|------------------------|-----------|-----------------------|-----------------------------|---|
| ★ | Henry Ford Hospital Medical<br>Office Building<br>3323-3333 Biddle<br>Wyandotte, MI | 16,500                | 1980       | 100%                 |                      |                        | 16,500    | \$15.34               | NNN                         | The Henry Ford Hospital Medical Office Building is currently 100% occupied. Henry Ford has a credit rating of A- / Stable according to Standard & Poor's.   |
| 1 | Dearborn Town Center<br>4700 Schaefer<br>Dearborn, MI                               | 144,477               | 2009       | 100%                 | 11/2010 -<br>10/2020 | 120                    | 16,924    | \$25.67               | NNN                         | Oakwood Hospital has master leased the building on a 20 year term at a rate of \$24.63/SF absolute net with 2.5% annual rental rate increases. Oakwood will sublease out space within the facility for space not needed by the hospital with all leases commencing in November 2011. Currently, Oakwood plans to utilize 103,106 square feet of space with Midwest Health Care leasing 16,924, University Physician Group leasing 10,682 square feet, King's Pharmacy leasing 3,690 square feet and a deli leasing 2,377 square feet. |
| 2 | DaVita Dialysis & Concentra Health<br>2670 East Jefferson Avenue<br>Detroit, MI     | 3,681                 | 1997       | 90%                  | 2/2013 -<br>1/2023   | 120                    | 7,389     | \$18.50               | NNN                         | Concentra Health recently moved into their suite after signing a 10 year term at a rate of \$18.50/SF with \$0.30/SF per year increases. It should be noted that the tenant has the right to go dark after 36 months and can terminate the lease at month 80.   |
| 3 | Henry Ford Macomb Hospital MOB<br>16151 19 Mile Road<br>Clinton Township, MI        | 94,116                | 2004       | 100%                 | 3/2012 -<br>2/2022   | 120                    | 2,351     | \$18.25               | NNN                         | The majority of space (93.2%) is leased by Henry Ford Macomb. In addition to the leases referenced Henry Ford leases 17,454 SF of general office space in the basement at a rate of \$14.25/SF with \$0.50/SF increases annually. There is an ATM lease for \$250/month within the building as well. Tenant received \$45.00 per square foot in tenant improvements.  |
| 4 | Infinity Health Building<br>28455 Haggerty Road<br>Novi, MI                         | 36,338                | 2005       | 85%                  | 3/2011 -<br>2/2016   | 65                     | 4,020     | \$22.39               | NNN                         | The tenant, the Michigan Cancer Center is on a five year lease for \$22.39 per square foot. And did not receive any free rent or tenant improvements. The property is in good overall condition and is located on a 4 acre site. The property is considered to be a Class B property in this market.  |

## RENT COMPARABLES

|                         | Building Name<br>Address  | Building<br>Size (SF) | Year Built | Current<br>Occupancy | Lease Dates         | Lease Term<br>(Months) | Signed SF | Signed<br>Rental Rate | Expense<br>Recovery<br>Type | Comments   |
|-------------------------|---|-----------------------|------------|----------------------|---------------------|------------------------|-----------|-----------------------|-----------------------------|--|
| ★                       | Henry Ford Hospital Medical<br>Office Building<br>3323-3333 Biddle<br>Wyandotte, MI | 16,500                | 1980       | 100%                 |                     |                        | 16,500    | \$15.34               | NNN                         | The Henry Ford Hospital Medical Office Building is currently 100% occupied. Henry Ford has a credit rating of A- / Stable according to Standard & Poor's.  |
| 5                       | Oakwood Medical Office/Surgical Center<br>18100 Oakwood Boulevard<br>Dearborn, MI   | 102,968               | 2005       | 100%                 | 1/2010 -<br>12/2019 | 120                    | 1,144     | \$20.50               | NNN                         | The tenant, Oakwood Healthcare, is on a 10 year lease in which they received three months of free rent and \$50.00 per square foot in tenant improvements. The building is located across the street from Oakwood Hospital Dearborn and is anchored by the Dearborn Surgery Center (29% of space) and Oakwood Hospital (22.4% of space).   |
| 6                       | North Macomb Medical Building<br>15979 Hall Road<br>Macomb Township, MI             | 64,515                | 2005       | 91%                  | 8/2012 -<br>7/2022  | 120                    | 4,101     | \$18.00               | NNN                         | The tenant signed a lease for the lower level at \$18.00 per square foot with annual escalations of 3%. The tenant received \$50.00 per square foot in tenant improvements.  |
| 7                       | Wyandotte Neurology Center<br>1848 Biddle Avenue<br>Wyandotte, MI                   | 11,893                | 2005       | 58%                  | On Market           | N/A                    | 5,000     | \$20.00               | NNN                         | This comparable is a Class B suburban medical office building located in Wyandotte, Wayne County, Michigan. This property was developed in 2005 and contains 11,863 square feet of net rentable area. The building is currently bank owned. According to the broker, he anticipates a \$25-35 per SF tenant improvement allowance will be necessary to achieve the asking rental rate. |
| All Comparable Averages |   |                       |            | 89%                  |                     |                        |           | \$20.47               |                             |  |

## RENT COMPARABLES



## RENT COMPARABLE ANALYSIS

With an average rental rate of \$20.47 per square foot NNN, the subject property, which is currently operating at an average rental rate of \$15.34 per square foot NNN, is operating at a rental rate that is below the average medical office comparables.



HENRY FORD  
*Wyandotte*  
*Physical*  
*Rehabilitation*

3323

A HENRY FORD WYANDOTTE  
HOSPITAL SITE

Financials  
**CBRE**

## FINANCIAL ANALYSIS

### FINANCIAL OVERVIEW

|                               |   |
|-------------------------------|---|
| <b>ASKING PRICE:</b>          | \$2,727,500   |
| <b>DOWN PAYMENT</b>           | 35% / \$954,625   |
| <b>PRICE PER SQUARE FOOT:</b> | \$165.30  |
| <b>CAP RATE:</b>              | 8.00%   |
| <b>FINANCING:</b>             | The asset is being offered free and clear of existing financing |

### PROPERTY OVERVIEW

|                                      |  |
|--------------------------------------|--|
| <b>PROPERTY:</b>                     | Henry Ford Hospital Medical Office Buildings<br>3323-3333 Biddle Avenue<br>Wyandotte, MI 48192 |
| <b>BUILDING SIZE:</b>                | 16,500 Square Feet   |
| <b>PROPERTY TYPE:</b>                | Multi-Tenant Medical Office Buildings  |
| <b>YEAR BUILT / YEAR RENOVATED :</b> | 1980/2011  |
| <b>PARCEL SIZE:</b>                  | 1.52 Acres   |
| <b>TYPE OF OWNERSHIP:</b>            | Fee Simple   |
| <b>CURRENT OCCUPANCY:</b>            | 100%   |



## FINANCIAL ANALYSIS CONTINUED

### INCOME ESTIMATES

**RENTAL INCOME:** The rental includes income from both Henry Ford leases as well as Dr. Watts from 9/1/2014 - 8/30/2015.

**EXPENSE REIMBURSEMENT:** The expense reimbursement income is based on Henry Ford and Dr. Watts reimbursing for all operating expenses.

**HENRY FORD HVAC AND ARCHITECTURAL FEE REIMBURSEMENT** The analysis has not included any additional income / reimbursement from Henry Ford (on 3323 Biddle) reimbursing the landlord for amortized HVAC replacement (2012) or their reimbursement for architectural fees. The analysis has assumed that the tenant will continue paying the landlord following the sale, based on their current agreement.

### EXPENSE ESTIMATES

**REAL ESTATE TAXES:** Estimated based on the 2013 SEV of \$891,300 (same as the 2013 taxable value) and the 2013 non-homestead millage rate of 70.3369 for a total tax expense of \$62,691. Due to the fact that both buildings are on the same parcel, 3323 is charged for 45.45% of the tax bill and 3333 is charged for 54.55% of the tax bill.

**COMMON AREA MAINTENANCE AND INSURANCE:** Estimated based on the 2012 and 2013 Income and Expense Statement and adjusted 2% to account for 2014 expenses.

**SNOW REMOVAL** Has not been included due to the fact that Henry Ford procures and pays directly.

**MANAGEMENT FEE:** Estimated at 5.0%.

**VACANCY FACTOR:** Estimated at 5.0% based on the multi tenant building (3333 Biddle) building only.

**CAPITAL RESERVES:** Estimated at \$0.25 per square foot.



## FINANCIALS - RENT ROLL

| Henry Ford Hospital Medical Office Building<br>As of June, 2014                 |                           |                       |                   |               |   |                                    |                                      |
|---|---------------------------|-----------------------|-------------------|---------------|---|------------------------------------|--------------------------------------|
| Tenant Name<br>Type & Suite Number<br>Lease Dates & Term                        | Floor SF<br>Bldg<br>Share | Annual<br>Rental Rate | Per SF<br>Rate    | Changes<br>On | Changes<br>To                               | Expense<br>Reimbursement<br>Method | Renewals / Comments                  |
| <b><u>Building: 3323 Biddle - Single Tenant</u></b>                             |                           |                       |                   |               |   |                                    |                                      |
| 1 Henry Ford Hospital Wyandotte Physical Rehabilitation<br>6/1/2011 - 5/31/2021 | 7,500<br>45.45%           | \$114,750             | \$15.30           | 6/1/2015      | \$15.76                                     | NNN                                | None Remaining.                      |
| Just Under 7 Years Remain   |                           |                       |                   | 6/1/2016      | \$16.23                                     |                                    |                                      |
|   |                           |                       |                   | 6/1/2017      | \$16.72                                     |                                    |                                      |
|   |                           |                       |                   | 6/1/2018      | \$17.22                                     |                                    |                                      |
|   |                           |                       |                   | 6/1/2019      | \$17.74                                     |                                    |                                      |
|   |                           |                       |                   | 6/1/2020      | \$18.27                                     |                                    |                                      |
| <b><u>Building: 3333 Biddle - Multi-Tenant</u></b>                              |                           |                       |                   |               |   |                                    |                                      |
| 2 Henry Ford Wyandotte Hospital Offices<br>1/1/2005 - 12/31/2019                | 6,000<br>36.36%           | \$75,996              | \$12.67           | 1/1/2015      | \$13.05                                     | NNN                                | None Remaining.                      |
| 5 Years Remain  |                           |                       |                   | 1/1/2016      | \$13.44                                     |                                    |                                      |
|   |                           |                       |                   | 1/1/2017      | \$13.84                                     |                                    |                                      |
|   |                           |                       |                   | 1/1/2018      | \$14.26                                     |                                    |                                      |
|   |                           |                       |                   | 1/1/2019      | \$14.68                                     |                                    |                                      |
|   |                           |                       |                   | 1/1/2020      | \$15.12                                     |                                    |                                      |
|   |                           |                       |                   | 1/1/2021      | \$15.58                                     |                                    |                                      |
| 3 Dr. Stephen Watts<br>7/14/2004 - 8/31/2018                                    | 3,000<br>18.18%           | \$60,000              | \$20.00           | -             | -   | NNN                                | One, Three-year option<br>remaining. |
| 4+ Years Remain   |                           |                       |                   |               |   |                                    |                                      |
| Total Occupied Square Feet  |                           | 16,500                | Current Occupancy | 100.00%       | Average Rental Rate on NNN Basis<br>\$15.99 |                                    |                                      |
| Total Available Square Feet   |                           | 0                     | Current Vacancy   | 0.00%         |   |                                    |                                      |
| Total Square Footage  |                           | 16,500                |                   |               |   |                                    |                                      |

## FINANCIALS - INCOME & EXPENSES

| Henry Ford Hospital Medical Office Building   |                       |          |  |                  |                |
|---|-----------------------|----------|--|------------------|----------------|
| Year One Cash Flow Estimates  |                       |          |  |                  |                |
|   | Price                 |          |  | \$2,727,500      |                |
|   | Down Payment          | 35%      |  | \$954,625        |                |
|   | Financing             |          |  | \$1,772,875      |                |
|   | Rentable Square Feet  |          |  | 16,500           |                |
|   | Price per Square Foot |          |  | \$165.30         |                |
|   | CAP Rate              |          |  | 8.00%            |                |
| Income  |                       |          |  | 9/2014 - 8/2015  | Per SF         |
| Base Rent   |                       |          |  |                  |                |
| 3323 Biddle (Henry Ford Wyandotte Physical Rehabilitation STNL)                       | 45%                   | 7,500 SF |  | \$115,608        | \$15.41        |
| 3333 Biddle (Henry Ford Medical Office & Dr. Stephen Watts Multi-Tenant Building)     | 55%                   | 9,000 SF |  | \$137,532        | \$15.28        |
| Total Base Rent   |                       |          |  | \$253,140        | \$15.34        |
| Scheduled Base Rental Revenue   |                       |          |  | \$253,140        | \$15.34        |
| Expense Reimbursement Revenue   |                       |          |  |                  |                |
| Common Area Maintenance   |                       |          |  | \$77,378         | \$4.69         |
| Real Estate Taxes   |                       |          |  | \$62,690         | \$3.80         |
| Insurance   |                       |          |  | \$5,608          | \$0.34         |
| Management Fee  |                       |          |  | \$0              | \$0.00         |
| Total Expense Reimbursement Revenue   |                       |          |  | \$145,673        | \$8.83         |
| Gross Potential Income  |                       |          |  | \$398,813        | \$24.17        |
| Vacancy/Collection Allowance (5% Applied to 3333 Biddle / Multi-Tenant Building Only) | 2.9%                  |          |  | (\$11,566)       | (\$0.70)       |
| Effective Gross Income  |                       |          |  | \$387,247        | \$23.47        |
| Operating Expense Estimates   |                       |          |  |                  |                |
| Common Area Expenses  |                       |          |  | \$77,378         | \$4.69         |
| Real Estate Taxes   |                       |          |  | \$62,690         | \$3.80         |
| Property Insurance  |                       |          |  | \$5,605          | \$0.34         |
| Total Common Area Expenses (Estimates)  |                       |          |  | \$145,673        | \$8.83         |
| Management Fee  | 5.0%                  |          |  | \$19,362         | \$1.17         |
| Replacement Reserve   | \$0.25                |          |  | \$4,125          | \$0.25         |
| Total Expenses  |                       |          |  | \$169,160        | \$10.25        |
| <b>Net Operating Income</b>   |                       |          |  | <b>\$218,087</b> | <b>\$13.22</b> |
| Net Cash Flow Before Debt Service   |                       |          |  | \$218,087        | \$13.22        |
| Debt Service - Proposed Financing   |                       |          |  | (\$122,657)      | (\$7.43)       |
| Debt Service Coverage Ratio   |                       |          |  | 1.78             |                |
| Net Cash Flow After Debt Service  |                       |          |  | \$95,430         | \$5.78         |
| <b>Year One Cash on Cash Return</b>   |                       |          |  | <b>10.00%</b>    |                |
| Principal Reduction   |                       |          |  | \$27,868         | \$1.69         |
| Total Return  |                       |          |  | \$123,298        | \$7.47         |
| <b>Year One Total Return</b>  |                       |          |  | <b>12.92%</b>    |                |



## CBRE, Inc. | Exclusive Agent

### BILL O'CONNOR

Senior Vice President  
+1 248 351 2045  
bill.oconnor@cbre.com

### DAVID HESANO

Vice President  
+1 248 351 2014  
david.hesano@cbre.com

CBRE © 2014 All Rights Reserved. All information included in this proposal pertaining to CBRE including but not limited to its operations, employees, technology and clients are proprietary and confidential, and are supplied with the understanding that they will be held in confidence and not disclosed to third parties without the prior written consent of CBRE. This letter/proposal is intended solely as a preliminary expression of general intentions and is to be used for discussion purposes only. The parties intend that neither shall have any contractual obligations to the other with respect to the matters referred herein unless and until a definitive agreement has been fully executed and delivered by the parties. The parties agree that this letter/proposal is not intended to create any agreement or obligation by either party to negotiate a definitive lease/purchase and sale agreement and imposes no duty whatsoever on either party to continue negotiations, including without limitation any obligation to negotiate in good faith or in any way other than at arm's length. Prior to delivery of a definitive executed agreement, and without any liability to the other party, either party may (1) propose different terms from those summarized herein, (2) enter into negotiations with other parties and/or (3) unilaterally terminate all negotiations with the other party hereto.

This information has been obtained from sources believed reliable. We have not verified it and make no guarantee, warranty or representation about it. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs.

**CBRE**