

Tax Appeal Consulting & Testimony

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Feasibility & **Market Studies**

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> Forensic & Compliance **Reviews**

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Total Office Market Statistics

Third Quarter 2017

	Existi	ng Inventory		Vacancy		YTD Net	YTD	Under	Quoted
Market	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Bloomfield	793	17,397,834	1,583,420	1,602,366	9.2%	(33,622)	26,470	0	\$21.57
Detroit/The Pointes	1,018	46,107,146	4,182,831	4,182,831	9.1%	771,744	0	602,430	\$20.75
Downriver	473	3,351,482	451,540	454,536	13.6%	(5,744)	0	0	\$16.05
Flint	877	8,707,281	328,292	334,844	3.8%	5,313	4,628	43,500	\$16.54
Livingston/W Oakland	719	8,969,117	519,786	548,606	6.1%	590,554	423,947	25,700	\$21.30
Macomb	1,642	16,596,048	1,494,002	1,495,982	9.0%	(7,185)	26,000	0	\$16.46
North Oakland	779	18,884,071	1,803,110	1,808,560	9.6%	20,764	0	25,696	\$19.17
Royal Oak	623	5,152,818	324,732	324,732	6.3%	(16,919)	25,000	131,288	\$18.53
Southfield	585	23,805,820	4,730,842	4,841,582	20.3%	(60,186)	0	0	\$18.27
Troy	331	18,067,769	2,550,599	2,607,671	14.4%	94,978	40,298	14,129	\$19.42
Washtenaw	876	14,982,750	1,060,813	1,116,187	7.4%	(51,887)	0	105,587	\$22.25
West Wayne	1,711	26,118,525	2,043,935	2,054,408	7.9%	229,558	91,220	160,847	\$17.02
Totals	10,427	208,140,661	21,073,902	21,372,305	10.3%	1,537,368	637,563	1,109,177	\$19.16

Source: CoStar Property®

Construction Activity - Markets Ranked by Under Construction RBA Third Quarter 20											
	_	Under Cons	truction Invent	ory	Average	e Bldg					
				Preleased	All						
Market	# Bldgs	Total RBA	Preleased SF	%	Existing	U/C					
Detroit/The Pointes	5	602,430	555,229	92.2%	45,292	120,486					
West Wayne	2	160,847	142,847	88.8%	15,265	80,423					
Royal Oak	2	131,288	131,288	100.0%	8,271	65,644					
Washtenaw	3	105,587	71,100	67.3%	17,104	35,196					
Flint	2	43,500	20,000	46.0%	9,928	21,750					
Flivingston/W Oakland	2	25,700	19,460	75.7%	12,474	12,850					
North Oakland	2	25,696	24,158	94.0%	24,241	12,848					
Troy	2	14,129	9,286	65.7%	54,585	7,064					
Southfield	0	0	0	0.0%	40,694	0					
Macomb	0	0	0	0	10,107	0					
All Other	0	0	0	0	16,390	0					
Totals	20	1.109.177	973.368	87.8%	19.962	55,459					

Source: Costar

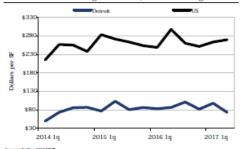
Total Office Market Statistics

Third Quarter 2017

	Existir	ng Inventory		Vacancy		Net	Del	iveries	17 1,035,396 18 945,914		UC Inventory		Quoted
Period	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	# Blds	Total RBA	# Blds	Total RBA	Rates		
2017 3q	10,427	208,140,661	21,073,902	21,372,305	10.3%	315,035	2	101,547	20	1,109,177	\$19.16		
2017 2q	10,426	208,129,114	21,397,378	21,675,793	10.4%	721,057	4	211,518	17	1,035,396	\$18.96		
2017 1q	10,424	207,954,497	21,943,681	22,222,233	10.7%	501,276	5	324,498	18	945,914	\$18.87		
2016 4q	10,422	207,813,325	22,345,401	22,582,337	10.9%	560,524	7	139,087	21	1,239,565	\$18.89		
2016 3q	10,417	207,712,770	22,767,989	23,042,306	11.1%	1,326,286	8	159,040	22	1,163,822	\$18.71		
2016 2q	10,410	207,566,226	23,981,497	24,222,048	11.7%	1,416,329	4	48,726	26	1,040,621	\$18.70		
2016 1q	10,412	207,653,358	25,493,865	25,725,509	12.4%	539,687	5	282,167	23	763,498	\$18.69		
2015	10,410	207,564,751	25,844,263	26,176,589	12.6%	2,709,617	9	468,414	23	810,727	\$18.52		
2014	10,403	207,316,915	28,304,736	28,638,370	13.8%	1,563,220	5	87,408	11	565,757	\$17.73		
2013	10,406	207,935,607	30,432,029	30,820,282	14.8%	1,362,139	8	100,619	4	71,703	\$17.46		
2012	10,407	208,562,288	32,260,918	32,809,102	15.7%	1,041,367	13	254,971	7	94,619	\$17.67		
2011	10,402	208,550,908	33,180,773	33,839,089	16.2%	1,317,870	8	265,626	11	416,853	\$18.14		
2010	10,399	208,300,306	34,043,922	34,906,357	16.8%	100,391	15	356,863	10	631,402	\$18.74		
2009	10,390	208,267,369	33,666,086	34,973,811	16.8%	(2,137,741)	19	336,572	16	534,468	\$18.75		
2008	10,372	207,867,802	31,222,745	32,436,503	15.6%	(905,168)	29	535,913	21	450,314	\$19.34		
2007	10,339	207,195,321	29,789,928	30,858,854	14.9%	1,163,441	58	1,460,204	34	720,818	\$19.78		
Source: C	nStar Prono	rts@											

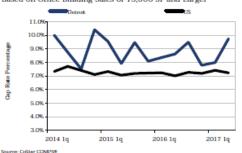
U.S. Price/SF Comparison

Based on Office Building Sales of 15,000 SF and Larger



U.S. Cap Rate Comparison

Based on Office Building Sales of 15,000 SF and Larger



Southeast Michigan — Retail Market

Total Retail Market Statistics

Third Quarter 2017

	Existin	ng Inventory		Vacancy		YTD Net	YTD	Under	Quoted
Market	# Blds	Total GLA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Bloomfield	844	10,596,712	493,852	504,085	4.8%	114,024	53,396	46,000	\$21.57
Detroit/The Point	5,030	31,738,740	1,938,711	1,960,641	6.2%	(33,245)	2,744	296,127	\$14.50
Downriver	1,710	15,398,864	1,010,848	1,010,848	6.6%	377,325	33,570	300,000	\$12.03
Flint	2,440	26,265,584	1,578,279	1,590,654	6.1%	394,728	73,809	24,000	\$10.33
Livingston/W Oak	1,841	23,536,708	1,091,598	1,150,042	4.9%	31,200	73,474	136,582	\$13.96
Macomb	4,215	50,542,734	2,307,335	2,558,613	5.1%	859,635	382,548	64,946	\$11.98
North Oakland	1,901	23,929,183	2,189,216	2,269,366	9.5%	70,506	149,801	10,758	\$13.15
Royal Oak	1,794	11,956,685	693,318	700,688	5.9%	56,043	42,773	14,755	\$14.66
Southfield	404	8,172,621	828,446	830,446	10.2%	59,686	26,479	2,200	\$14.43
Troy	362	8,201,951	172,729	172,729	2.1%	97,924	15,041	15,698	\$22.75
Washtenaw	1,911	18,718,015	636,914	642,614	3.4%	37,117	34,000	10,000	\$14.88
West Wayne	4,732	48,252,023	2,916,261	3,009,097	6.2%	(103,527)	150,755	272,471	\$11.87
Totals	27,184	277,309,820	15,857,507	16,399,823	5.9%	1,961,416	1,038,390	1,193,537	\$13.19

Source: CoStar Property®

Construction Activity - Markets Ranked by Under Construction Square Footage

Third	Quarter	2017
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		Under Cons	truction Invent	tory	Average Bldg Size		
Market	# Bldgs	Total GLA	Preleased SF	Preleased %	All Existing	U/C	
Downriver	1	300,000	300,000	100.0%	9,005	300,000	
Detroit/The Pointes	4	296,127	16,000	5.4%	6,310	74,032	
West Wayne	7	272,471	243,391	89.3%	10,197	38,924	
Livingston/W Oakland	5	136,582	136,582	100.0%	12,785	27,316	
Macomb	6	64,946	24,784	38.2%	11,991	10,824	
Bloomfield	1	46,000	46,000	100.0%	12,555	46,000	
Flint	2	24,000	11,000	45.8%	10,765	12,000	
Troy	1	15,698	4,395	28.0%	22,657	15,698	
Royal Oak	2	14,755	4,006	27.2%	6,665	7,377	
North Oakland	2	10,758	5,447	50.6%	12,588	5,379	
All Other	2	12,200	12,200	0.0%	11,616	6,100	
Totals	33	1,193,537	803,805	67.3%	10,201	36,168	

Source: Costar

Total Retail Market Statistics

Third Quarter 2017

	Existir	ng Inventory		Vacancy		Net	Del	iveries	II OU	nventory	Quoted
Period	# Blds	Total GLA	Direct SF	Total SF	Vac %	Absorption	# Blds	Total GLA	# Blds	Total GLA	Rates
2017 3q	27,184	277,309,820	15,857,507	16,399,823	5.9%	552,184	19	240,751	33	1,193,537	\$13.19
2017 2q	27,167	277,073,947	16,175,545	16,716,134	6.0%	315,424	20	294,299	43	708,297	\$12.90
2017 1q	27,148	276,860,292	16,195,889	16,819,503	6.1%	1,093,808	35	503,340	51	713,378	\$12.73
2016 4q	27,120	276,707,466	17,161,732	17,758,685	6.4%	491,946	31	361,199	69	963,934	\$12.61
2016 3q	27,097	276,455,365	17,196,007	17,998,530	6.5%	1,166,202	22	380,616	82	1,104,752	\$12.22
2016 2q	27,079	276,101,403	17,831,206	18,810,770	6.8%	1,499,871	10	125,955	72	1,235,599	\$12.21
2016 1q	27,079	276,022,029	19,254,052	20,231,267	7.3%	562,743	29	248,793	52	1,107,459	\$11.91
2015	27,055	275,819,579	19,562,303	20,591,560	7.5%	4,470,378	84	1,777,218	62	1,166,523	\$11.79
2014	27,004	274,370,274	22,581,276	23,612,633	8.6%	2,154,646	43	571,840	52	1,440,080	\$11.66
2013	26,980	274,121,652	24,699,550	25,518,657	9.3%	2,039,627	63	1,343,947	29	450,953	\$11.52
2012	26,921	273,121,474	25,646,963	26,558,106	9.7%	1,747,061	40	594,844	50	1,231,157	\$11.56
2011	26,893	272,688,018	26,775,863	27,871,711	10.2%	1,107,639	26	801,661	32	569,486	\$11.62
2010	26,876	272,115,771	26,862,657	28,407,103	10.4%	584,865	28	725,426	25	688,346	\$11.74
2009	26,859	271,491,867	26,506,340	28,368,064	10.4%	(54,826)	69	2,241,216	20	375,689	\$12.42
2008	26,787	269,453,706	24,547,682	26,275,077	9.8%	2,268,789	119	2,062,651	63	1,880,958	\$13.60
2007	26,649	266,975,600	24,860,451	26,065,760	9.8%	3,880,595	135	2,961,385	106	2,019,093	\$13.64

Source: CoStar Property®

U.S. Price/SF Comparison

Based on Retail Building Sales of 15,000 SF and Larger



U.S. Cap Rate Comparison





Southeast Michigan — Industrial Market

Total Industrial Market Statistics

Third Quarter 2017

	Existi	ng Inventory		Vacancy		YTD Net	YTD	Under	Quoted
Market	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Airport/I-275 Ind	3,158	125,466,413	3,364,411	3,519,394	2.8%	234,319	128,000	2,549,127	\$5.17
Detroit Area Ind	1,886	87,802,257	4,147,832	4,197,832	4.8%	307,362	0	0	\$4.23
Downriver Ind	707	50,176,470	1,503,076	1,703,076	3.4%	80,525	0	11,500	\$4.12
East Area Ind	4,153	123,110,795	2,174,363	2,210,813	1.8%	577,784	498,738	569,978	\$5.40
I-96 Corridor Ind	2,121	56,914,653	1,795,544	1,871,127	3.3%	190,845	424,641	233,761	\$7.30
Oakland County NW Ind	1,420	52,755,534	2,651,786	3,025,987	5.7%	(607,899)	108,416	278,005	\$6.96
Royal Oak/Southfield Ind	1,204	20,264,969	1,059,858	1,065,358	5.3%	237,301	575,000	0	\$6.10
Troy Area Ind	1,448	31,051,467	727,781	745,531	2.4%	(74,090)	0	0	\$6.54
Washtenaw Ind	879	31,994,616	796,677	807,647	2.5%	235,012	65,000	120,086	\$8.92
Totals	16,976	579,537,174	18,221,328	19,146,765	3.3%	1,181,159	1,799,795	3,762,457	\$5.58

Source: CoStar Property®

Construction Activity - Markets Ranked by Under Construction RBA Third Quarter 2017

Construction Activity - Markets Ranked by Under Construction RBA Initia Quarter										
	U	Inder Consti	ruction Inventor	y	Si	ze				
Market	# Bldgs	Total RBA	Preleased SF	Preleas	All	U/C				
Airport/I-275	7	2,549,127	1,634,497	64.1%	39,730	364,161				
East Area	9	569,978	405,925	71.2%	29,644	63,331				
Oakland County NW	4	278,005	21,050	7.6%	37,152	69,501				
I-96 Corridor	5	233,761	57,000	24.4%	26,834	46,752				
Washtenaw	3	120,086	84,021	70.0%	36,399	40,029				
Downriver	1	11,500	5,520	48.0%	70,971	11,500				
Royal Oak/Southfield	0	0	0	0.0%	16,831	0				
Troy Area	0	0	0	0.0%	21,444	0				
Detroit Area	0	0	0	0.0%	46,555	0				
Totals	29	3,762,457	2,208,013	58.7%	34,139	129,740				

Source: Costar

Total Industrial Market Statistics

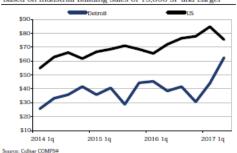
Third Quarter 2017

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	EXISTI	ng Inventory		Vacancy		Net	Dei	iveries	UC II	nventory	Quoted
Period	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	# Blds	Total RBA	# Blds	Total RBA	Rates
2017 3q	16,976	579,537,174	18,221,328	19,146,765	3.3%	1,196,533	6	971,283	29	3,762,457	\$5.58
2017 2q	16,971	578,587,920	18,607,636	19,394,044	3.4%	30,810	7	319,473	30	4,531,039	\$5.50
2017 1q	16,964	578,268,447	18,586,808	19,105,381	3.3%	(46,184)	10	509,039	30	4,734,338	\$5.42
2016 4q	16,954	577,851,008	18,298,714	18,644,958	3.2%	1,098,738	6	494,600	32	3,254,341	\$5.28
2016 3q	16,949	577,378,208	18,899,367	19,270,896	3.3%	1,455,923	10	794,066	32	2,582,921	\$5.26
2016 2q	16,944	577,219,248	20,384,809	20,567,859	3.6%	1,060,596	5	289,679	31	2,830,564	\$5.14
2016 1q	16,942	577,007,913	21,207,769	21,417,120	3.7%	2,588,090	5	461,807	23	1,943,763	\$5.09
2015	16,940	576,595,006	23,481,967	23,592,303	4.1%	10,820,676	22	2,445,626	21	1,966,300	\$4.97
2014	16,924	574,865,297	32,461,751	32,683,270	5.7%	5,007,209	8	728,607	20	2,487,094	\$4.79
2013	16,925	580,073,481	42,674,512	42,898,663	7.4%	6,042,500	4	318,187	11	1,199,385	\$4.61
2012	16,932	587,806,638	56,396,036	56,674,320	9.6%	11,167,344	4	459,312	5	603,187	\$4.45
2011	16,941	589,941,162	68,847,403	69,976,188	11.9%	4,511,833	3	466,336	3	408,475	\$4.35
2010	16,960	594,006,209	76,812,376	78,553,068	13.2%	(5,538,912)	4	363,704	4	751,336	\$4.52
2009	16,967	594,714,550	70,719,397	73,722,497	12.4%	(10,424,893)	10	379,974	3	123,704	\$4.73
2008	16,967	595,140,511	61,192,729	63,723,565	10.7%	4,483,120	22	1,270,445	12	482,678	\$5.05
2007	16,942	593,285,591	64,207,447	66,351,765	11.2%	497,158	38	1,846,439	21	1,812,224	\$5.18

Source: CoStar Property®

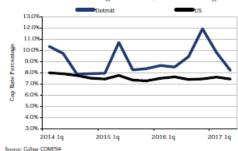
U.S. Price/SF Comparison

Based on Industrial Building Sales of 15,000 SF and Larger



U.S. Cap Rate Comparison

Based on Industrial Building Sales of 15,000 SF and Larger



West Michigan Market

Total Office Market Statistics

Third Quarter 2017

	Existin	g Inventory		Vacancy		Net	Del	iveries	UC II	nventory	Quoted
Period	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	# Blds	Total RBA	# Blds	Total RBA	Rates
2017 3q	6,246	79,922,505	4,206,308	4,315,561	5.4%	152,891	3	57,698	5	484,275	\$13.71
2017 2q	6,243	79,864,807	4,308,626	4,410,754	5.5%	440,880	5	366,777	8	541,973	\$13.18
2017 1q	6,239	79,541,030	4,460,749	4,527,857	5.7%	504,963	1	35,000	12	848,650	\$12.74
2016 4q	6,238	79,495,767	4,951,002	4,987,557	6.3%	107,563	3	107,536	12	713,242	\$12.46
2016 3q	6,235	79,388,231	4,957,936	4,987,584	6.3%	427,929	4	65,995	13	792,844	\$12.93
2016 2q	6,231	79,322,236	5,294,729	5,349,518	6.7%	654,224	4	187,797	12	760,728	\$13.04
2016 1q	6,226	79,126,439	5,718,171	5,807,945	7.3%	418,502	2	298,398	18	966,125	\$12.90
2015	6,229	78,947,662	5,935,320	6,047,670	7.7%	960,850	4	46,693	16	1,099,707	\$12.42
2014	6,226	78,906,524	6,880,477	6,967,382	8.8%	1,182,955	8	166,998	3	172,470	\$11.80
2013	6,220	78,879,993	8,089,344	8,123,806	10.3%	613,757	9	80,120	5	148,735	\$12.04
2012	6,216	79,022,299	8,822,847	8,879,869	11.2%	786,424	12	634,500	9	80,120	\$12.23
2011	6,207	78,443,090	8,976,881	9,087,084	11.6%	636,409	5	242,488	12	634,500	\$12.46
2010	6,205	78,138,805	9,300,252	9,419,208	12.1%	387,680	10	409,420	4	292,483	\$12.61
2009	6,194	77,734,378	9,249,296	9,402,461	12.1%	186,359	13	345,194	9	430,037	\$12.91
2008	6,183	77,387,935	9,128,632	9,242,377	11.9%	1,109,062	19	1,132,056	13	353,182	\$13.19
2007	6,158	76,210,910	9,028,896	9,174,414	12.0%	723,324	35	592,027	22	1,101,690	\$13.76

Source: CoStar Property®

Total Retail Market Statistics

Third Quarter 2017

	Existi	ng Inventory		Vacancy	acancy		De	eliveries	UC II	nventory	Quoted
Period	# Blds	Total GLA	Direct SF	Total SF	Vac %	Absorption	# Blds	Total GLA	# Blds	Total GLA	Rates
2017 3q	14,838	145,304,445	5,030,694	5,287,297	3.6%	140,549	10	98,157	12	297,471	\$10.26
2017 2q	14,827	145,204,764	5,088,994	5,329,689	3.7%	324,562	7	133,379	18	378,738	\$10.04
2017 1q	14,819	145,061,489	5,230,509	5,510,976	3.8%	348,769	14	163,137	24	353,113	\$9.92
2016 4q	14,810	144,938,734	5,453,521	5,744,940	4.0%	136,687	8	183,156	26	289,791	\$9.94
2016 3q	14,803	144,756,691	5,521,952	5,699,584	3.9%	734,454	9	87,927	23	384,131	\$9.78
2016 2q	14,803	144,697,157	6,183,149	6,374,504	4.4%	725,832	6	76,460	22	387,573	\$9.54
2016 1q	14,795	144,601,597	6,815,447	7,004,776	4.8%	293,167	15	236,824	22	300,547	\$9.40
2015	14,783	144,391,788	6,839,377	7,088,134	4.9%	2,642,736	31	1,134,912	29	484,916	\$9.47
2014	14,760	143,467,479	8,535,221	8,806,561	6.1%	2,024,189	15	305,325	12	992,588	\$9.36
2013	14,751	143,217,760	10,304,663	10,581,031	7.4%	1,332,158	25	443,768	6	178,231	\$9.05
2012	14,732	142,859,226	11,221,765	11,554,655	8.1%	753,303	34	568,435	19	388,939	\$9.22
2011	14,695	142,156,428	11,274,186	11,605,160	8.2%	209,459	21	291,195	24	638,983	\$9.21
2010	14,685	141,942,674	11,157,747	11,600,865	8.2%	(55,168)	20	444,230	14	237,328	\$9.34
2009	14,672	141,569,166	10,708,112	11,172,189	7.9%	21,781	27	411,577	13	355,596	\$10.07
2008	14,640	141,121,537	10,298,410	10,746,341	7.6%	169,329	39	624,240	20	358,886	\$10.28
2007	14,593	140,582,961	10,073,476	10,377,094	7.4%	(378,953)	56	761,521	34	577,197	\$10.59

Source: CoStar Property®

Total Industrial Market Statistics

Third Quarter 2017

Total industrial market otatistics											
	Existing Inventory		Vacancy			Net	Deliveries		UC Inventory		Quoted
Period	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	# Blds	Total RBA	# Blds	Total RBA	Rates
2017 3q	8,907	327,680,656	5,931,022	5,938,969	1.8%	411,173	2	37,000	3	161,436	\$3.73
2017 2q	8,905	327,643,656	6,283,142	6,313,142	1.9%	945,560	7	698,952	5	198,436	\$3.71
2017 1q	8,898	326,944,704	6,502,750	6,559,750	2.0%	2,161,667	5	697,124	10	804,388	\$3.77
2016 4q	8,893	326,247,580	7,997,293	8,024,293	2.5%	1,255,334	1	278,844	13	1,363,532	\$3.92
2016 3q	8,891	325,953,736	8,958,783	8,985,783	2.8%	1,603,419	6	776,836	8	1,442,817	\$3.77
2016 2q	8,884	325,143,129	9,743,595	9,778,595	3.0%	1,116,357	2	339,500	13	1,953,424	\$3.61
2016 1q	8,882	324,780,501	10,284,021	10,532,324	3.2%	(101,902)	1	28,800	13	2,147,434	\$3.52
2015	8,881	324,751,701	10,250,319	10,401,622	3.2%	4,723,952	11	1,398,890	8	1,712,124	\$3.45
2014	8,870	323,449,180	13,670,516	13,823,053	4.3%	4,131,782	6	747,756	10	1,505,015	\$3.27
2013	8,864	322,416,106	16,813,561	16,921,761	5.2%	3,325,018	9	550,803	6	1,002,044	\$3.25
2012	8,860	323,082,383	20,887,056	20,913,056	6.5%	1,535,469	7	659,038	6	519,677	\$3.28
2011	8,857	325,530,255	24,862,872	24,896,397	7.6%	3,063,892	1	580,000	6	636,438	\$3.26
2010	8,862	326,314,509	28,453,983	28,744,543	8.8%	(1,131,247)	5	410,080	1	580,000	\$3.26
2009	8,861	326,298,787	26,435,115	27,597,574	8.5%	(2,799,648)	6	203,311	3	325,008	\$3.42
2008	8,856	326,211,362	24,164,015	24,710,501	7.6%	974,455	10	608,346	6	161,914	\$3.39
2007	8,840	326,032,711	24,988,650	25,506,305	7.8%	715,261	24	553,583	12	449,354	\$3.44

Source: CoStar Property®