

# VILLAGE GREEN SHOPPING CENTER CLEVELAND, OHIO

## RETAIL INVESTMENT OFFERING



*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



# VILLAGE GREEN SHOPPING CENTER CLEVELAND, OHIO

*Exclusive Offering By:*

**Kyle Hartung**  
**Director of Investment Sales**  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



**PLEASE REVIEW THIS INFORMATION CAREFULLY**

**- Disclaimer -**

The information contained herein has been obtained from sources believed to be reliable. Goodman Real Estate Services Group LLC and its agents, associates, and employees make no guarantee, warranty or representation about it. The information may be subject to changes in price, financing, leases, or other errors and omissions without prior notice. Evaluating retail investment opportunities requires careful due diligence and information gathering, which is why we suggest that you and your advisors conduct your own careful investigation of the property.

# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

## TABLE OF CONTENTS

*Exclusive Offering By:*

**Kyle Hartung**  
**Director of Investment Sales**  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



### SECTION I - THE PROPERTY

|                       |       |
|-----------------------|-------|
| INVESTMENT HIGHLIGHTS | Pg. 1 |
| PROPERTY DESCRIPTION  | Pg. 2 |
| PROPERTY PHOTOS       | Pg. 3 |
| PROPERTY PHOTOS       | Pg. 4 |

### SECTION II - PERFORMANCE AND TENANCY

|                           |      |
|---------------------------|------|
| 2013 PROJECTED NOI BUDGET | Pg.5 |
| 2013 RENT ROLL            | Pg.6 |
| TENANT INFORMATION        | Pg.7 |
| FUTURE DEVELOPMENT        | Pg.8 |

### SECTION III - MARKET OVERVIEW

|              |           |
|--------------|-----------|
| AERIAL       | Pg. 9     |
| REGIONAL MAP | Pg. 10    |
| CITY MAP     | Pg. 11    |
| DEMOGRAPHICS | Pg. 12-14 |

# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

THE PROPERTY  
INVESTMENT HIGHLIGHTS **1**

*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



### NAME

### LOCATION

### CITY/STATE

### GLA

### PARCELS

### ACREAGE

### PERCENT LEASED

### LEASE TYPE

### NOI (Based on 2012 Expenses)

### PRICE

### CAP RATE

### DEBT AT CLOSING

### CASH ON CASH RETURN (YEAR 1 PROJECTED)

### VILLAGE GREEN SHOPPING CENTER

**18235 EUCLID AVENUE**

**CLEVELAND, OHIO**

**46,301 SF**

**1**

**4.4059**

**76.24%**

**Tenants reimburse their pro-rata share  
of common area maintenance, taxes,  
and insurance**

**\$197,275.00**

**\$2,300,000**

**8.57%**

**NONE**

**14.04%**

**(assumes new \$1,725,000 loan, down  
payment of \$575,000 (25%), 25-year  
amortization at 4.625% flat annual  
rate)**



# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

THE PROPERTY  
PROPERTY DESCRIPTION **2**

*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



- For sale is the 100% fee-simple interest in the Save-A-Lot and Key Bank anchored Village Green Shopping Center located in Cleveland, Ohio. This grocery-anchored property contains 46,301 square feet of well-positioned retail space prominently situated on Euclid Avenue. Notable tenants include a brand new Save-A-Lot grocery store, Key Bank, Pizza Hut, Rent-A-Center and Checksmart, among other local retailers. The property boasts recently-updated facades, brick construction, fully signalized entrance, and prominent pylon signage. Additionally, the sale of the shopping center includes a future buildable pad site near Key Bank, providing significant upside potential to the purchaser of this property.
- Due to its prominent location on the heavily-trafficked Euclid Avenue business corridor, Village Green Shopping Center has remained the hub of daily needs shopping serving its surrounding community for many years. The property is easily accessible from the east and west via Euclid Avenue, and to residents north and south of the property via Highland Road and Green Road. Situated on the outside of the City of Cleveland, but also just blocks from many surrounding suburbs, the property is able to draw its customer base from the densely-populated communities of Cleveland, Euclid, Richmond Heights, South Euclid, Cleveland Heights, and East Cleveland. There are nearly 110,000 people living within only three miles of the site, which leads to the success of Village Green's tenants and ease of leasing.
- The City of Cleveland is located in Northeast Ohio along Lake Erie, and is accessed by Interstate 71 from the south, and the Ohio Turnpike (Interstate 80) and Interstate 90 from the east and west. The Village Green Shopping Center is located approximately 15 minutes east of downtown Cleveland, allowing nearby residents to easily commute to and from downtown. The area has seen growth in recent years with the new development, adjacent to the shopping center, of the Cornerstone apartment community, with 50 garden-style residential units.

# VILLAGE GREEN SHOPPING CENTER CLEVELAND, OHIO

THE PROPERTY  
PROPERTY PHOTOS **3**

*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com





# VILLAGE GREEN SHOPPING CENTER CLEVELAND, OHIO

THE PROPERTY  
PROPERTY PHOTOS **4**

*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

PERFORMANCE AND TENANCY  
2013 NOI BUDGET

5

*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



2013 NOI Budget  
(based on 2012 actual expenses)

### INCOME

#### Annual Rental Income

|                              |             |
|------------------------------|-------------|
| Sav-A-Lot                    | \$76,000.00 |
| Rent-A-Center                | \$33,102.00 |
| KeyBank                      | \$14,400.00 |
| Checksmart                   | \$27,456.00 |
| Green Lite Beverage          | \$23,796.00 |
| Cyber Hot Spot               | \$24,000.00 |
| Pizza Hut of America, Inc.   | \$13,440.00 |
| Gold Max                     | \$13,440.00 |
| Ohio Mills Corp. (bin)       | \$600.00    |
| Child Disease Research (bin) | \$1,200.00  |
| Vacant 11,000 Square Feet    | \$0.00      |

#### Reimbursed Expenses

\$82,158.00

**Effective Gross Income (EGI) \$309,592.00**

### OPERATING EXPENSES

|                                      |             |
|--------------------------------------|-------------|
| Utilities                            | \$8,200.00  |
| Landscaping                          | \$3,500.00  |
| Security                             | \$22,002.00 |
| Sweeping                             | \$9,260.00  |
| Snow Removal                         | \$7,000.00  |
| Insurance                            | \$8,450.00  |
| Real Estate Tax                      | \$38,007.00 |
| Management Fee (3% EGI)              | \$8,953.00  |
| Repairs and Maintenance (\$0.15 psf) | \$6,945.00  |

**Total Operating Expenses \$112,317.00**

**Net Operating Income \$197,275.00**

**Value at 8.57% Cap Rate \$2,300,000.00**



# VILLAGE GREEN SHOPPING CENTER CLEVELAND, OHIO

## PERFORMANCE AND TENANCY RENT ROLL **6**

| <b>Tenant Name</b>             | <b>Sq. Ft.</b>  | <b>Lease<br/>Start Date</b> | <b>Lease<br/>Expiration</b> | <b>Base Rent<br/>Eff. Date</b> | <b>Base Rent<br/>Per SF</b> | <b>Annual \$</b> | <b>Lease Type</b> | <b>Options</b> | <b>Eff. Date</b>              | <b>Term</b>                   | <b>Annual Rent</b>                |
|--------------------------------|-----------------|-----------------------------|-----------------------------|--------------------------------|-----------------------------|------------------|-------------------|----------------|-------------------------------|-------------------------------|-----------------------------------|
| Moran Foods,<br>dba Save-A-Lot | 18,058          | 5/4/12                      | 5/3/18                      | 5/4/12                         | \$4.21                      | \$76,000         | NNN               | 3              | 5/4/18<br>5/4/23<br>5/4/28    | 5 years<br>5 years<br>5 years | \$83,600<br>\$91,960<br>\$101,156 |
| Rent-A-Center                  | 7,356           | 10/1/06                     | 7/31/17                     | 7/31/12                        | \$4.50                      | \$33,102         | NNN               | 1              | 8/1/13                        | 5 years                       | \$36,412.20                       |
| Key Corporation                | Ground<br>Lease | 2/1/07                      | 1/31/17                     | 2/1/12                         | \$1,200/mo                  | \$14,400         | Ground Lease      | 2              | 2/1/17<br>2/1/22              | 5 years<br>5 years            | \$16,800<br>\$19,200              |
| Checksmart                     | 2,080           | 4/1/06                      | 4/30/18                     | 5/1/13                         | \$13.20                     | \$27,456         | NNN               | 1              | 5/1/18                        | 5 years                       | \$30,201                          |
| Greenlite Beverage &<br>Liquor | 2,600           | 7/1/06                      | 6/30/16                     | 7/1/11                         | \$9.15                      | \$23,796         | NNN               | 1              | 7/1/16                        | 5 years                       | \$26,175                          |
| Cyber Hot Spot                 | 2,600           | 7/15/12                     | 7/14/13                     | 7/15/12                        | \$9.23                      | \$24,000         | NNN               | None           |                               |                               |                                   |
| Pizza Hut of America, Inc.     | 1,263           | 9/21/11                     | 9/20/16                     | 9/21/11                        | \$10.64                     | \$13,440         | NNN               | 3              | 9/21/16<br>9/21/21<br>9/21/26 | 5 years<br>5 years<br>5 years | \$14,784<br>\$16,272<br>\$16,727  |
| Gold Max                       | 1,344           | 5/24/12                     | 6/14/15                     | 6/15/12                        | \$10.00                     | \$13,440         | NNN               | 1              | 6/15/15                       | 3 years                       | \$14,784                          |
| Vacant                         | 11,000          | TBD                         | TBD                         | TBD                            | \$3.00                      | \$33,000         | NNN               |                |                               |                               |                                   |
| Ohio Mills Corporation         | GL              | 10/1/12                     | 9/30/13                     | 10/1/12                        | NA                          | \$600            | Gross             | None           |                               |                               |                                   |
| Child Disease Research         | GL              | 9/1/12                      | 8/31/13                     | 9/1/12                         | NA                          | \$1,200          | Gross             | None           |                               |                               |                                   |

*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

PERFORMANCE AND TENANCY  
TENANT INFORMATION **7**

*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



### Save-A-Lot

Save-A-Lot is one of the leading discount grocery store chains in the United States and a wholly-owned subsidiary of SUPERVALU, INC. (NYSE: SVU), which is a publicly traded fortune 100 company. Save-A-Lot stores are located in suburban, urban, and rural areas throughout the U.S. There are currently over 1,300 Save-A-Lot grocery stores between Maine and California.



### KeyBank

KeyBank is headquartered in Cleveland, Ohio, and as of March 2012 had \$87 Billion in assets. KeyBank is a publicly-traded company (NYSE: KEY) with 1,059 full service bank branches and over 1,500 ATM's. The company offers community banking in 14 states, has corporate banking offices throughout the United States, and continues to grow through expansion and acquisition.



### Rent-A-Center

Rent-A-Center is one of the nation's largest chains offering rental/purchase programs for name-brand furniture, electronics, appliances, and computers. They are publicly traded (NYSE: RCII) and currently have retail locations in all 50 states, Washington DC, Canada, Mexico, and Puerto Rico. They currently have 3,050 stores and 18,300 employees.



### Pizza Hut of America, Inc.

Pizza Hut is a subsidiary of Yum! Brands, Inc. (NYSE: YUM), the world's largest restaurant chain. There are currently over 7,200 Pizza Hut restaurants in the United States alone, and 5,600 more in 90 countries and territories outside of the United States, making them one of the most geographically expansive and most recognizable pizza brands in the world. Pizza Hut has been churning out pizzas since the 1960's.

# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

PERFORMANCE AND TENANCY  
FUTURE DEVELOPMENT 8

*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



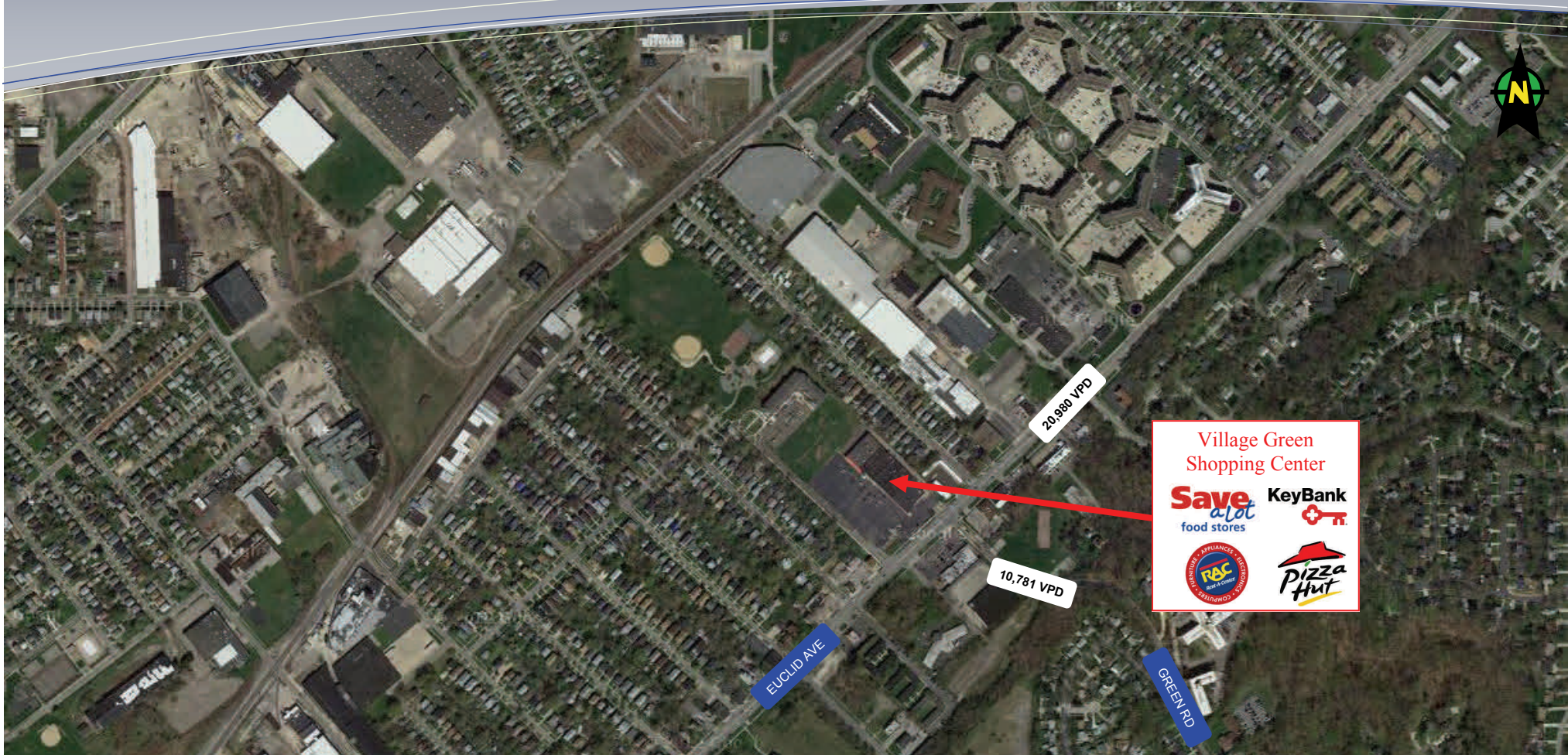
The shopping center is situated on a 4.4059 acre parcel of land that has additional outparcel space available for ground lease, sale, or build-to-suit. This area can feature prominent pylon signage on Euclid Avenue, direct access to Euclid Avenue via Green Road and the western Cornerstone entrance, and visibility to Euclid Avenue and the rest of the shopping center. This buildable area of the parking lot adds additional future upside to this property as there is no land value attributed to this in the asking price.





# VILLAGE GREEN SHOPPING CENTER CLEVELAND, OHIO

MARKET OVERVIEW **9**  
AERIAL PHOTO



*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com





# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

MARKET OVERVIEW  
REGIONAL MAP **10**



*Exclusive Offering By:*

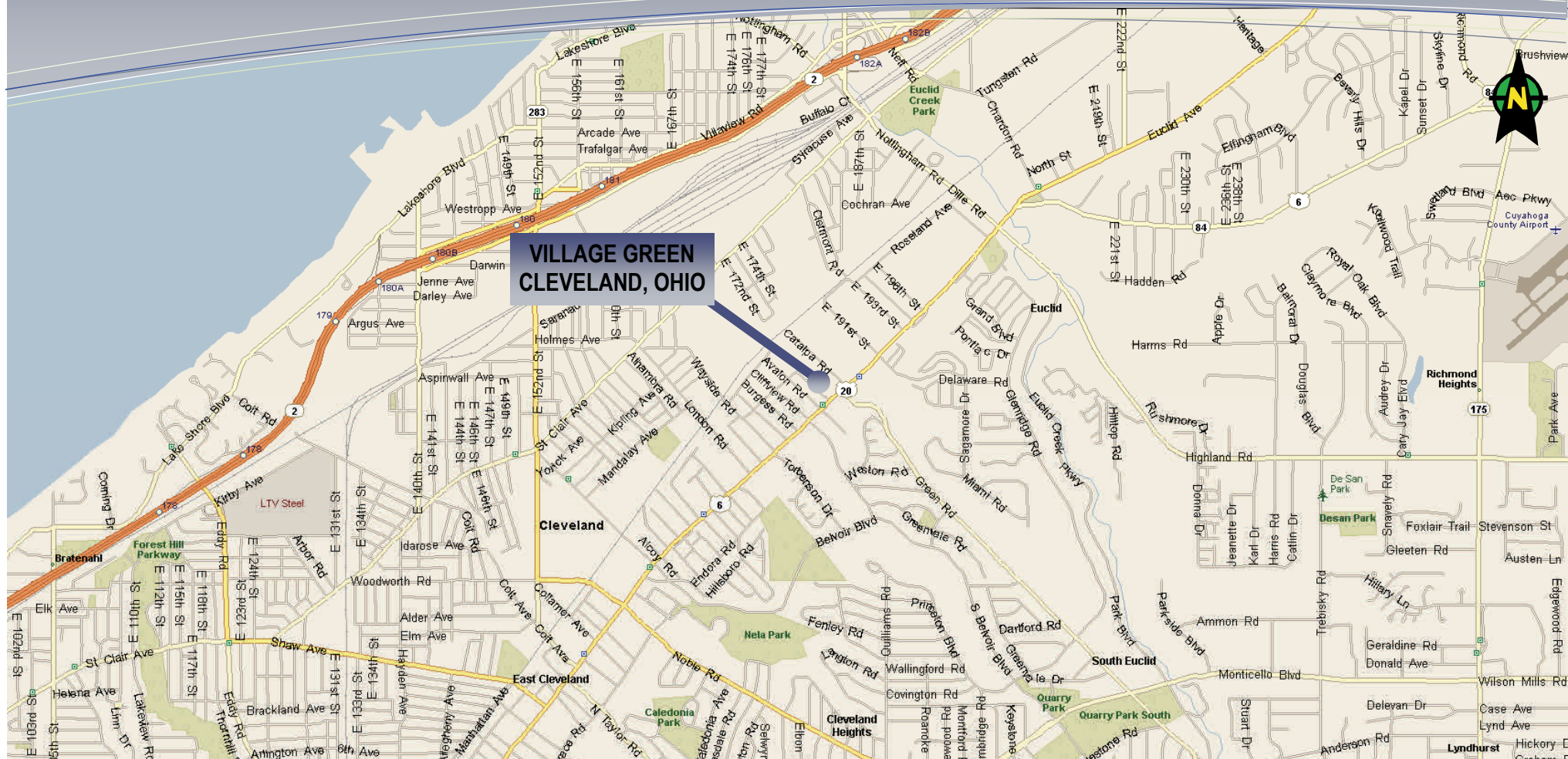
**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

**Goodman Real Estate Services Group LLC**  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



# VILLAGE GREEN SHOPPING CENTER CLEVELAND, OHIO

MARKET OVERVIEW  
CITY MAP **11**



*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

**Goodman Real Estate Services Group LLC**  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com





# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

## MARKET OVERVIEW

### DEMOGRAPHICS

12

*Exclusive Offering By:*

**Kyle Hartung**  
**Director of Investment Sales**  
 kyle@goodmanrealestate.com  
 216.381.8200 Ext. 205

**Goodman Real Estate Services  
 Group LLC**  
 The Offices at Legacy Village  
 25333 Cedar Road  
 Suite 305  
 Cleveland, Ohio 44124  
 www.goodmanrealestate.com



| Village Green Shopping Center |  | 1 Mile Radius | 3 Mile Radius | 5 Mile Radius | 7 Mile Radius |
|-------------------------------|--|---------------|---------------|---------------|---------------|
| POPULATION                    | 2012 Estimated Population                  | 13,750        | 108,765       | 259,932       | 415,313       |
|                               | 2017 Projected Population                  | 13,323        | 105,333       | 252,084       | 403,580       |
|                               | 2010 Census Population                     | 13,944        | 110,331       | 263,512       | 420,668       |
|                               | 2000 Census Population                     | 16,262        | 132,650       | 309,575       | 487,414       |
|                               | Historical Annual Growth 2000 to 2012      | -1.3%         | -1.5%         | -1.3%         | -1.2%         |
|                               | Projected Annual Growth 2012 to 2017       | -0.6%         | -0.6%         | -0.6%         | -0.6%         |
| HOUSEHOLDS                    | 2012 Est. Households                       | 6,509         | 50,390        | 115,582       | 186,230       |
|                               | 2017 Proj. Households                      | 6,715         | 51,971        | 119,139       | 191,720       |
|                               | 2010 Census Households                     | 6,415         | 49,664        | 113,951       | 183,728       |
|                               | 2000 Census Households                     | 6,920         | 56,173        | 128,108       | 203,325       |
|                               | Historical Annual Growth 2000 to 2012      | -0.5%         | -0.9%         | -0.8%         | -0.7%         |
|                               | Projected Annual Growth 2012 to 2017       | 0.6%          | 0.6%          | 0.6%          | 0.6%          |
| INCOME                        | 2012 Est. HH Income \$200,000 or More      | 0.5%          | 2.0%          | 3.3%          | 4.1%          |
|                               | 2012 Est. HH Income \$150,000 to \$199,999 | 0.3%          | 1.1%          | 2.0%          | 2.2%          |
|                               | 2012 Est. HH Income \$100,000 to \$149,999 | 3.5%          | 6.9%          | 8.8%          | 8.9%          |
|                               | 2012 Est. HH Income \$75,000 to \$99,999   | 7.5%          | 9.0%          | 9.6%          | 9.1%          |
|                               | 2012 Est. HH Income \$50,000 to \$74,999   | 14.7%         | 15.7%         | 16.3%         | 15.7%         |
|                               | 2012 Est. HH Income \$35,000 to \$49,999   | 16.5%         | 15.1%         | 14.3%         | 14.3%         |
|                               | 2012 Est. HH Income \$25,000 to \$34,999   | 13.5%         | 11.7%         | 11.3%         | 11.4%         |
|                               | 2012 Est. HH Income \$15,000 to \$24,999   | 17.9%         | 15.3%         | 14.0%         | 13.9%         |
|                               | 2012 Est. HH Income \$0 to \$14,999        | 25.5%         | 23.3%         | 20.5%         | 20.4%         |
|                               | 2012 Est. Average Household Income         | \$34,210      | \$45,694      | \$54,908      | \$58,723      |
|                               | 2012 Est. Median HH Income                 | \$30,824      | \$38,838      | \$45,592      | \$48,322      |
|                               | 2012 Est. Per Capita Income                | \$16,723      | \$21,446      | \$24,955      | \$26,940      |
|                               | 2012 Est. Population 0 to 9 Years          | 11.7%         | 11.4%         | 11.8%         | 11.8%         |
| AGE                           | 2012 Est. Population 10 to 19 Years        | 13.4%         | 13.4%         | 13.8%         | 13.4%         |
|                               | 2012 Est. Population 20 to 29 Years        | 12.3%         | 11.1%         | 13.9%         | 13.2%         |
|                               | 2012 Est. Population 30 to 44 Years        | 16.4%         | 17.3%         | 17.4%         | 17.2%         |
|                               | 2012 Est. Population 45 to 59 Years        | 24.1%         | 22.8%         | 21.1%         | 21.2%         |
|                               | 2012 Est. Population 60 to 74 Years        | 15.6%         | 15.6%         | 14.1%         | 14.4%         |
|                               | 2012 Est. Population 75 Years Plus         | 6.5%          | 8.4%          | 8.0%          | 8.9%          |
|                               | 2012 Est. Median Age                       | 39.8          | 41.0          | 38.6          | 39.6          |

Please be advised that the Demographics are based on the 1990-2000 Census, 2006 Estimates, and 2011 Projections.



# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

### MARKET OVERVIEW

### DEMOGRAPHICS

13

*Exclusive Offering By:*

**Kyle Hartung**  
**Director of Investment Sales**  
 kyle@goodmanrealestate.com  
 216.381.8200 Ext. 205

**Goodman Real Estate Services**  
**Group LLC**  
 The Offices at Legacy Village  
 25333 Cedar Road  
 Suite 305  
 Cleveland, Ohio 44124  
 www.goodmanrealestate.com



| Village Green Shopping Center |  | 1 Mile Radius | 3 Mile Radius | 5 Mile Radius | 7 Mile Radius |
|-------------------------------|--|---------------|---------------|---------------|---------------|
| EDUCATION (25 YRS+)           | 2012 Est. Adult Population (25 Years or Older) | 9,414         | 75,416        | 173,443       | 281,296       |
|                               | 2012 Est. Elementary (0 to 8)                  | 5.7%          | 3.5%          | 3.0%          | 3.3%          |
|                               | 2012 Est. Some High School (9 to 11)           | 10.2%         | 11.2%         | 9.4%          | 10.2%         |
|                               | 2012 Est. High School Graduate (12)            | 32.3%         | 30.4%         | 27.8%         | 27.6%         |
|                               | 2012 Est. Some College (13 to 16)              | 29.8%         | 25.4%         | 23.2%         | 22.2%         |
|                               | 2012 Est. Associate Degree Only                | 8.4%          | 7.1%          | 6.7%          | 6.6%          |
|                               | 2012 Est. Bachelor Degree Only                 | 9.0%          | 12.7%         | 16.3%         | 16.3%         |
|                               | 2012 Est. Graduate Degree                      | 4.7%          | 9.7%          | 13.6%         | 13.8%         |
| HOUSING                       | 2012 Est. Total Housing Units                  | 7,949         | 60,861        | 136,729       | 219,377       |
|                               | 2012 Est. Owner Occupied Percent               | 32.5%         | 43.4%         | 45.4%         | 44.2%         |
|                               | 2012 Est. Renter Occupied Percent              | 49.3%         | 39.4%         | 39.2%         | 40.7%         |
|                               | 2012 Est. Vacant Housing Percent               | 18.1%         | 17.2%         | 15.5%         | 15.1%         |
| HOMES BUILT BY YEAR           | 2010 Homes Built 2005 or later                 | 1.6%          | 1.5%          | 1.9%          | 2.1%          |
|                               | 2010 Homes Built 2000 to 2004                  | 2.2%          | 2.6%          | 2.6%          | 2.9%          |
|                               | 2010 Homes Built 1990 to 1999                  | 5.0%          | 5.4%          | 5.9%          | 6.4%          |
|                               | 2010 Homes Built 1980 to 1989                  | 4.2%          | 5.0%          | 5.2%          | 5.8%          |
|                               | 2010 Homes Built 1970 to 1979                  | 9.9%          | 10.2%         | 9.8%          | 10.6%         |
|                               | 2010 Homes Built 1960 to 1969                  | 14.8%         | 12.0%         | 11.5%         | 12.0%         |
|                               | 2010 Homes Built 1950 to 1959                  | 23.3%         | 20.5%         | 20.8%         | 20.5%         |
|                               | 2010 Homes Built Before 1949                   | 39.1%         | 42.7%         | 42.2%         | 39.7%         |
| HOME VALUES                   | 2010 Home Value \$1,000,000 or More            | 0.3%          | 0.3%          | 0.4%          | 0.5%          |
|                               | 2010 Home Value \$500,000 to \$999,999         | 0.4%          | 0.8%          | 1.3%          | 2.3%          |
|                               | 2010 Home Value \$400,000 to \$499,999         | 0.2%          | 0.5%          | 1.6%          | 2.3%          |
|                               | 2010 Home Value \$300,000 to \$399,999         | 1.1%          | 1.8%          | 3.6%          | 4.7%          |
|                               | 2010 Home Value \$200,000 to \$299,999         | 4.6%          | 7.8%          | 11.8%         | 13.1%         |
|                               | 2010 Home Value \$150,000 to \$199,999         | 8.9%          | 14.7%         | 17.6%         | 16.8%         |
|                               | 2010 Home Value \$100,000 to \$149,999         | 24.9%         | 33.7%         | 30.8%         | 28.8%         |
|                               | 2010 Home Value \$50,000 to \$99,999           | 54.0%         | 32.8%         | 26.1%         | 24.5%         |
|                               | 2010 Home Value \$25,000 to \$49,999           | 3.6%          | 4.8%          | 4.3%          | 4.5%          |
|                               | 2010 Home Value \$0 to \$24,999                | 2.1%          | 2.7%          | 2.5%          | 2.7%          |
|                               | 2010 Median Home Value                         | \$94,099      | \$116,170     | \$137,392     | \$149,054     |
|                               | 2010 Median Rent                               | \$553         | \$551         | \$595         | \$604         |

Please be advised that the Demographics are based on the 2000-2010 Census, 2011 Estimates, and 2016 Projections.



# VILLAGE GREEN SHOPPING CENTER

## CLEVELAND, OHIO

### MARKET OVERVIEW DEMOGRAPHICS

14

*Exclusive Offering By:*

**Kyle Hartung**  
Director of Investment Sales  
kyle@goodmanrealestate.com  
216.381.8200 Ext. 205

Goodman Real Estate Services  
Group LLC  
The Offices at Legacy Village  
25333 Cedar Road  
Suite 305  
Cleveland, Ohio 44124  
www.goodmanrealestate.com



| Village Green Shopping Center |  | 3 Mile Radius | 5 Mile Radius | 7 Mile Radius | 10 Mile Radius |
|-------------------------------|--|---------------|---------------|---------------|----------------|
| LABOR FORCE                   | 2011 Est. Labor: Population Age 16+                  | 10,986        | 86,667        | 210,301       | 334,997        |
|                               | 2011 Est. Civilian Employed                          | 54.7%         | 57.1%         | 58.1%         | 56.3%          |
|                               | 2011 Est. Civilian Unemployed                        | 8.6%          | 6.4%          | 5.9%          | 6.4%           |
|                               | 2011 Est. in Armed Forces                            | -             | -             | -             | -              |
|                               | 2011 Est. not in Labor Force                         | 36.7%         | 36.6%         | 35.9%         | 37.3%          |
|                               | 2011 Labor Force: Males                              | 44.3%         | 45.1%         | 45.5%         | 45.3%          |
|                               | 2011 Labor Force: Females                            | 55.7%         | 54.9%         | 54.5%         | 54.7%          |
| OCCUPATION                    | 2000 Occupation: Population Age 16+                  | 6,481         | 56,785        | 136,773       | 209,097        |
|                               | 2000 Mgmt, Business, & Financial Operations          | 9.8%          | 11.0%         | 12.6%         | 13.0%          |
|                               | 2000 Professional & Related                          | 14.8%         | 19.9%         | 24.4%         | 24.5%          |
|                               | 2000 Service   | 21.4%         | 18.8%         | 16.6%         | 16.4%          |
|                               | 2000 Sales and Office                                | 27.7%         | 27.7%         | 27.5%         | 27.2%          |
|                               | 2000 Farming, Fishing, and Forestry                  | -             | -             | -             | -              |
|                               | 2000 Construction, Extraction, & Maintenance         | 6.2%          | 5.9%          | 5.1%          | 5.1%           |
|                               | 2000 Production, Transport, & Material Moving        | 20.0%         | 16.7%         | 13.8%         | 13.7%          |
|                               | 2000 Percent White Collar Workers                    | 52.3%         | 58.6%         | 64.5%         | 64.7%          |
|                               | 2000 Percent Blue Collar Workers                     | 47.7%         | 41.4%         | 35.5%         | 35.3%          |
| CONSUMER EXPENDITURE          | 2011 Est. Total Household Expenditure                | \$221 M       | \$2.03 B      | \$5.15 B      | \$8.73 B       |
|                               | 2011 Est. Apparel                                    | \$10.5 M      | \$97.0 M      | \$246 M       | \$418 M        |
|                               | 2011 Est. Contributions & Gifts                      | \$12.7 M      | \$122 M       | \$323 M       | \$564 M        |
|                               | 2011 Est. Education & Reading                        | \$5.67 M      | \$53.8 M      | \$141 M       | \$245 M        |
|                               | 2011 Est. Entertainment                              | \$12.1 M      | \$112 M       | \$285 M       | \$484 M        |
|                               | 2011 Est. Food, Beverages & Tobacco                  | \$37.0 M      | \$333 M       | \$832 M       | \$1.40 B       |
|                               | 2011 Est. Furnishings & Equipment                    | \$9.13 M      | \$86.4 M      | \$222 M       | \$379 M        |
|                               | 2011 Est. Health Care & Insurance                    | \$16.7 M      | \$150 M       | \$375 M       | \$631 M        |
|                               | 2011 Est. Household Operations & Shelter & Utilities | \$66.4 M      | \$610 M       | \$1.54 B      | \$2.62 B       |
|                               | 2011 Est. Miscellaneous Expenses                     | \$3.89 M      | \$35.0 M      | \$87.6 M      | \$147 M        |
|                               | 2011 Est. Personal Care                              | \$3.26 M      | \$29.8 M      | \$75.1 M      | \$127 M        |
|                               | 2011 Est. Transportation                             | \$43.8 M      | \$404 M       | \$1.02 B      | \$1.71 B       |