

Detroit

**Vol. 49
FIRST QUARTER 2006**

ANALYZES:

CBD Office
Suburban Office
Industrial
Retail
Apartments

REPORTS:

Property Prices
Property Rents
Market Forecasts (NEW)
Demographic Highlights
Local Economy
Labor Force Characteristics
Educational Achievement
Tax Structure
Housing & Living Costs
Quality of Life Factors

A publication of the NATIONAL REAL ESTATE INDEX

REPORT FORMAT

Vol. 49

Metro Market Outlook ("MMO") replaces the previous Metro Market Facts publication. While maintaining the basic "facts" components of the previous report, the new MMO has been reorganized to place the pertinent real estate information and commentary up front and adds a new **market forecast component**—hence the new name. MMO is now organized into two primary parts as follows:

Part 1—Real Estate Facts and Forecast presents an overview of key real estate facts including values, rents, cap rates, inventory, vacancy and absorption trends and includes a new section presenting a look-ahead forecast for the market, by property sector.

- Section I:** Local market price, and capitalization rate trends for the preceding 12 months.
- Section II:** Review of rent facts and trends for the local market by property sectors.
- Section III:** Inventory, vacancy, absorption and sales information for various property sectors.
- Section IV:** Market forecasts projecting a ranking of the investment potential for the market, by property sector, as compared to national averages. (This is a new section.)

Part 2—Metro Market Facts provides an in-depth look (generally in a tabular format) at the key economic, demographic, public policy, and quality of life factors that can affect the demand for real estate.

- Section V:** Snapshot highlighting the key economic, demographic and real estate-related findings.
- Section VI:** Local economic base and current labor force and job formation trends.
- Section VII:** Provides various educational costs and parameters.
- Section VIII:** Explores local living costs.
- Section IX:** Reports other important factors, including retail sales trends and international trade.
- Section X:** Local and state fiscal policies, including taxes and federal spending.
- Section XI:** Summarizes several key quality-of-life considerations.



Dynamic Reporting available where this symbol appears.

The National Real Estate Index has constructed a web-based interactive Dynamic Reporting tool that allows our premium service customers to customize their reported data in a wide variety of charting and graphing formats. The functionality is available to all full-year and enterprise-level subscribers.

For additional information on how to receive these services and pricing, please contact paul.wildes@nrei.info or call (800) 992-7257.

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DETROIT: MARKET DEFINITION

The tenth-largest city in the nation, Detroit has long been known for being the center of major U.S. auto manufacturing. Government and the health-care industry have now surpassed the auto industry in terms of employment, though. The Detroit area is home to such corporations as General Motors, Ford Motor Company, Kellogg, Kmart, Dow Chemicals and the Herman Miller National Design Center.



OLD DEFINITION

Detroit PMSA Includes:

Lapeer County	Oakland County
Macomb County	St. Clair County
Monroe County	Wayne County

NEW DEFINITION*

Detroit-Warren-Livonia MSA Includes:

Lapeer County	Oakland County
Livingston County	St. Clair County
Macomb County	Wayne County

METRO MARKET OUTLOOK— REGIONS/LOCAL MARKETS

PACIFIC/NORTHWEST

Oakland-East Bay
Portland
Sacramento
San Francisco
San Jose
Seattle
Honolulu

PACIFIC/SOUTHWEST

Albuquerque
Las Vegas
Los Angeles
Orange County
Phoenix
Riverside-San Bernardino
San Diego

PLAINS/WEST

Austin
Dallas-Ft. Worth
Denver
Oklahoma City
Salt Lake City

FLORIDA/GULF COAST

Ft. Lauderdale
Houston
Jacksonville
Miami
Orlando
Tampa-St. Petersburg
West Palm Beach

SOUTHEAST

Atlanta
Charlotte
Greenville-Spartanburg
Memphis
Nashville
Raleigh-Durham

MID-ATLANTIC

Baltimore
Central New Jersey
Philadelphia
Washington

NORTHEAST

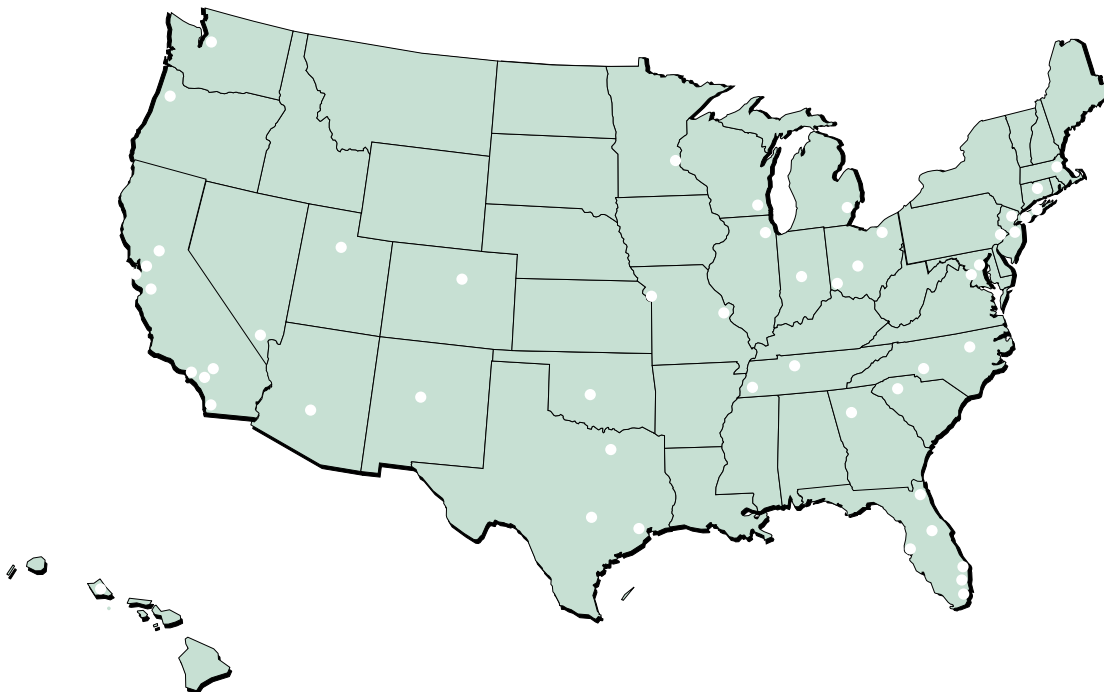
Boston
Hartford
New York/Nassau-Suffolk
Northern New Jersey

EAST CENTRAL

Cincinnati
Cleveland
Columbus
Detroit
Indianapolis

WEST CENTRAL

Chicago
Kansas City
Milwaukee
Minneapolis-St. Paul
St. Louis



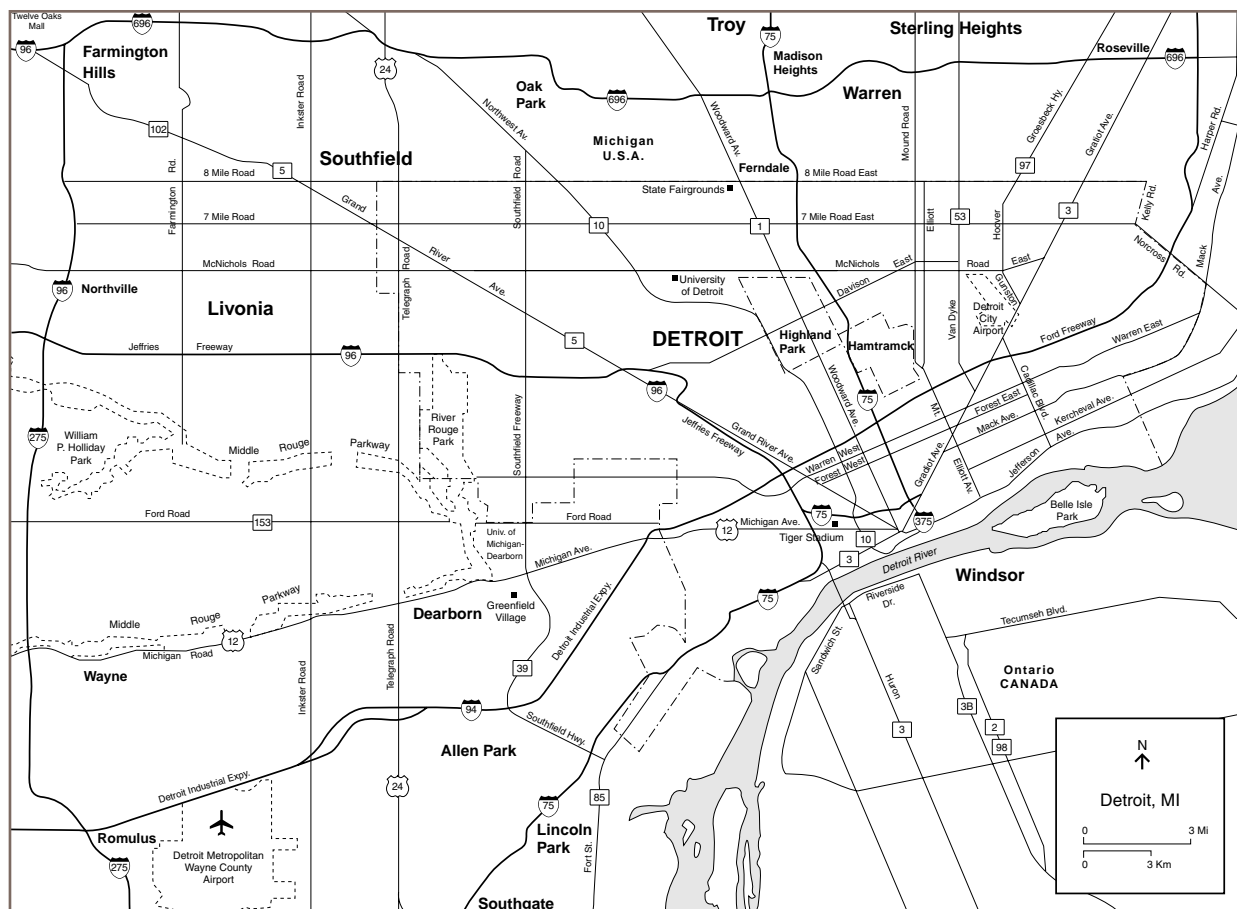
DETROIT: METROPOLITAN MAP

Land Area of Detroit PMSA:

4,466 sq. miles

Population Density (2003):

999 people per sq. mile



DETROIT: MARKET TRENDS SUMMARY

CBD OFFICE

Detroit's downtown office sector has a \$17.49 per square foot effective rent for Class A office, which is 0.9% higher than last quarter and 0.5% lower than last year. This metro has a \$105.31 per square foot average price for CBD office, which is 0.4% higher than last quarter and 1.3% lower than last year. The metro has a 26.6% CBD office vacancy rate, which is 1.9% higher than last quarter and 2.3% higher than last year.

SUBURBAN OFFICE

The metro of Detroit has a \$19.25 per square foot effective rent for Class A suburban office, which is 1.1% lower than last quarter and 2.2% lower than last year. This metro has a \$139.81 per square foot average price for suburban office, which is 0.3% lower than last quarter and 0.2% lower than last year. The metro has a 21.8% suburban office vacancy rate, which is 0.3% lower than last quarter and 0.4% lower than last year.

WAREHOUSE

The metro of Detroit has a \$5.07 per square foot effective rent for warehouse, which is 0.4% higher than last quarter and 0.2% lower than last year. This metro has a \$41.36 per square foot average price for warehouse, which is 1.3% higher than last quarter and 4.2% higher than last year. The metro has a 10.7% vacancy, which is 1.1% higher than last quarter and 1.5% lower than last year.

RETAIL

The metro of Detroit has a \$16.80 per square foot effective rent for Class A unenclosed shopping centers, which is 1.1% higher than last quarter and 1.9% lower than last year. This metro has a \$135.15 per square foot average price for shopping centers, which is 1.8% higher than last quarter and 3.3% higher than last year.

APARTMENT

The metro of Detroit has a \$10.67 per square foot effective rent for Class A apartments, which is 1.0% lower than last quarter and 1.6% lower than last year. This metro has a \$80.15 per square foot average price for apartments, which is 1.0% lower than last quarter and 2.8% lower than last year.

Source: NREI *Rent Monitor*; *Value Monitor*; and *Metro Market Outlook*, Section III. Historical data taken from prior quarter and year-ago NREI *Metro Market Facts* reports.

Real Estate Facts & Forecast



I. VALUE FACTS & TRENDS

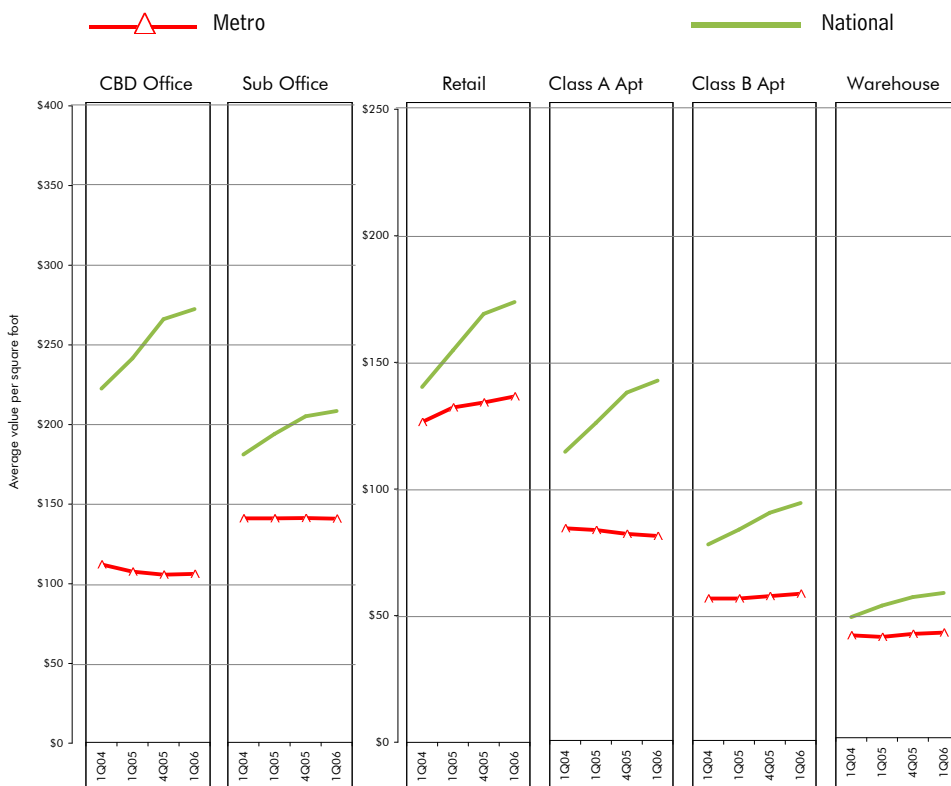
A. Current Property Values/Cap Rates

	CBD OFFICE		SUBURBAN OFFICE		WAREHOUSE		RETAIL		CLASS A APARTMENT		CLASS B APARTMENT	
	Price S/F	Cap Rate	Price S/F	Cap Rate	Price S/F	Cap Rate	Price S/F	Cap Rate	Price S/F	Cap Rate	Price S/F	Cap Rate
National	\$270.88	6.8%	\$207.17	7.0%	\$57.02	7.5%	\$172.06	7.1%	\$141.04	6.0%	\$93.08	7.0%
East Central Region	125.19	9.0	133.29	7.8	39.03	8.6	126.29	7.9	78.32	7.5	54.29	8.1
Metro Area												
1 Q. '06	105.31	9.5	139.81	8.0	41.36	9.2	135.15	8.0	80.15	8.1	57.53	8.2
4 Q. '05	104.86	9.5	140.24	8.0	40.84	9.3	132.78	8.1	80.98	8.1	56.59	8.2
1 Q. '05	106.69	9.4	140.08	8.0	39.70	9.6	130.85	8.4	82.45	8.0	55.59	8.3



Source: NREI Value Monitor.

B. Value Trends—Change in Price Per Square Foot



Source: NREI Value Monitor.

I. VALUE FACTS & TRENDS

C. Other Property Class Values—Most Recent Period

PROPERTY SECTOR	PRICE PER SF	PROPERTY SECTOR	PRICE PER SF
Class B Suburban Office	\$108.43	Class A Flex Business Campus	\$60.88
Class C Suburban Office	47.54	Class A R&D	150.86
Class C Apartment	42.44	Class B R&D	74.98

Source: NREI Value Monitor.

D. Local Market Property Value Rankings

1st Qtr. 2006 - Rankings
(#1 is highest rank, #61 is lowest)

	CBD OFFICE	SUBURBAN OFFICE	WAREHOUSE	RETAIL	CLASS A APARTMENT	CLASS B APARTMENT
Rank out of 61 Markets*	57	44	40	41	48	45

*The figures above denote the local market ranking for the corresponding property sector among the 61 metropolitan areas (plus Manhattan Downtown/New York City for CBD Office, Class A and Class B Apartment) analyzed by the NREI Value Monitor. A ranking of "1" designates the highest value per square foot for Class A space (except for Class B Apartment) for the corresponding property sector among all markets for the noted time period.

Source: NREI Value Monitor.

I. VALUE FACTS & TRENDS

E. Value Growth—Change in Price Per Square Foot

	CBD OFFICE	SUBURBAN OFFICE	WAREHOUSE	RETAIL	CLASS A APARTMENT	CLASS B APARTMENT
% CHANGE FROM <u>QUARTER AGO</u>						
Detroit	+0.4%	-0.3%	+1.3%	+1.8%	-1.0%	+1.7%
National Average	+2.4%	+1.6%	+3.1%	+2.8%	+3.5%	+4.3%
% CHANGE FROM <u>YEAR AGO</u>						
Detroit	-1.3%	-0.2%	+4.2%	+3.3%	-2.8%	+3.5%
National Average	+12.8%	+7.5%	+9.6%	+12.3%	+13.3%	+12.6%
% CHANGE FROM <u>TWO YEARS AGO</u>						
Detroit	-5.3%	-0.2%	+2.6%	+8.0%	-3.6%	+3.4%
National Average	+22.5%	+15.1%	+20.0%	+23.9%	+24.7%	+21.2%

Source: NREI Value Monitor.

II. RENT FACTS & TRENDS

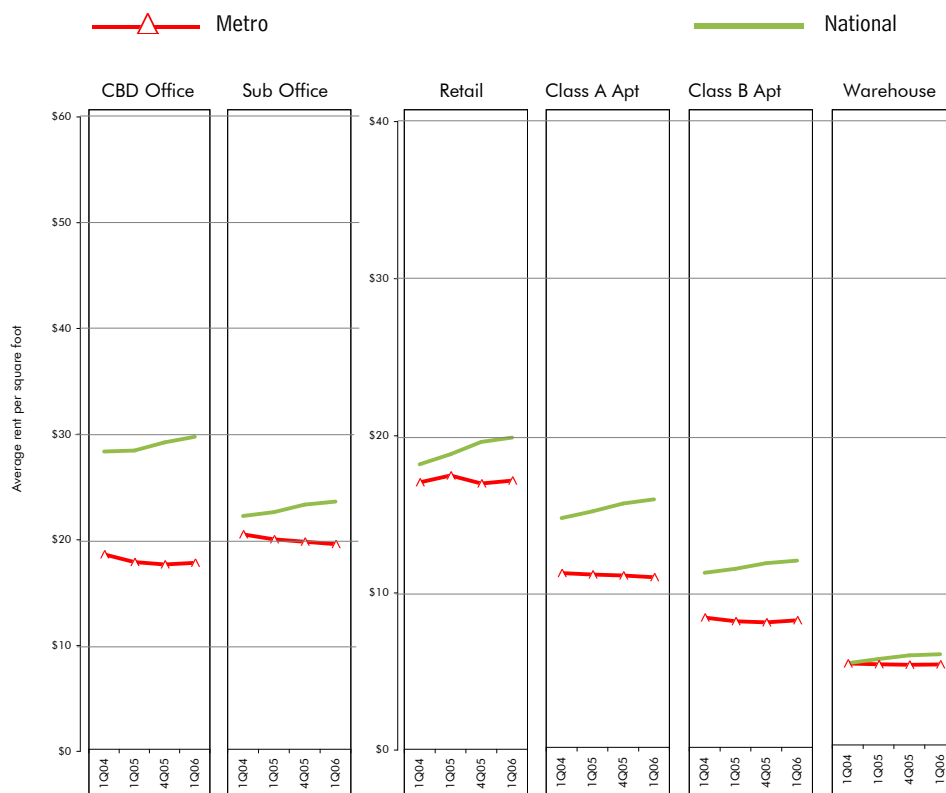
A. Current Property Rents

	CBD OFFICE			SUBURBAN OFFICE			WAREHOUSE			RETAIL			CLASS A APARTMENT			CLASS B APARTMENT		
	Asking sf	Effective sf	Free %	Asking sf	Effective sf	Free %	Asking sf	Effective sf	Free %	Asking sf	Effective sf	Free %	Asking sf	Effective sf	Free %	Asking sf	Effective sf	Free %
National	\$30.13	\$29.31	2.9%	\$23.93	\$23.24	3.0%	\$5.86	\$5.71	2.7%	\$19.75	\$19.49	1.4%	\$15.93	\$15.56	2.7%	\$11.98	\$11.71	2.6%
East Central Region	20.72	19.92	3.9	19.23	18.39	4.4	4.58	4.42	3.6	15.67	15.37	1.9	10.70	10.11	5.5	8.17	7.81	4.4
Metro Area																		
1 Q. '06	18.16	17.49	3.7	20.16	19.25	4.5	5.30	5.07	4.4	17.13	16.80	1.9	11.55	10.67	7.6	8.48	7.97	6.0
4 Q. '05	18.20	17.34	4.7	20.45	19.47	4.8	5.29	5.05	4.6	17.01	16.62	2.3	11.55	10.78	6.7	8.45	7.84	7.2
1 Q. '05	18.59	17.57	5.5	20.95	19.69	6.0	5.30	5.08	4.2	17.36	17.12	1.4	11.62	10.84	6.7	8.51	7.91	7.1



Source: NREI Rent Monitor.

B. Rent Trends/Change in Rent Per Square Foot



Source: NREI Rent Monitor.

II. RENT FACTS & TRENDS

C. Local Market Property Rent Rankings

1st Qtr. 2006 - Rankings
(#1 is highest rank, #61 is lowest)

	CBD OFFICE	SUBURBAN OFFICE	WAREHOUSE	RETAIL	CLASS A APARTMENT	CLASS B APARTMENT
Rank out of 61 Markets*	57	39	34	37	36	44

*The figures above denote the local market ranking for the corresponding property sector among the 61 metropolitan areas (plus Manhattan Downtown/New York City for CBD office, Class A and Class B Apartment) analyzed by the NREI Rent Monitor. A ranking of "1" designates the highest effective rent per square foot for Class A space (except for Class B Apartment) for the corresponding property sector among all markets for the noted time period.

Source: NREI Rent Monitor.

D. Rent Growth/Change in Rent Per Square Foot

	CBD OFFICE	SUBURBAN OFFICE	WAREHOUSE	RETAIL	CLASS A APARTMENT	CLASS B APARTMENT
% CHANGE FROM QUARTER AGO						
Detroit	+0.9%	-1.1%	+0.4%	+1.1%	-1.0%	+1.7%
National Average	+1.8%	+1.3%	+1.2%	+1.4%	+1.7%	+1.4%
% CHANGE FROM YEAR AGO						
Detroit	-0.5%	-2.2%	-0.2%	-1.9%	-1.6%	+0.8%
National Average	+4.6%	+4.4%	+5.5%	+5.6%	+5.1%	+4.6%
% CHANGE FROM TWO YEARS AGO						
Detroit	-4.4%	-4.5%	-1.2%	+0.7%	-2.4%	-2.1%
National Average	+4.9%	+6.2%	+10.9%	+9.4%	+8.2%	+6.9%

Source: NREI Rent Monitor.

III. INVENTORY/VACANCY/ ABSORPTION & SALES

A. Office

METRO SUBMARKETS	INVENTORY	VACANCY	ABSORPTION	CONSTRUCTION
Ann Arbor	4,245,644	12.9%	37,124	0
Auburn Hills	1,076,794	16.7%	(19,409)	0
Birmingham/Bloomfield	3,785,812	14.0%	7,740	0
Dearborn	3,550,413	17.6%	7,357	0
Farmington/W. Bloomfield	5,635,999	15.7%	121,581	0
I-275 Corridor	4,853,440	19.7%	51,408	0
Rochester	749,867	27.5%	(10,850)	0
Southfield	16,076,281	28.1%	(11,516)	84,000
Troy	13,586,410	22.9%	(37,066)	0
Macomb	1,437,431	24.2%	16,527	0
Other	2,210,293	27.3%	(8,679)	0
<i>Suburban</i>	<i>56,998,164</i>	<i>21.8%</i>	<i>154,217</i>	<i>84,000</i>
<i>Downtown</i>	<i>15,228,040</i>	<i>26.6%</i>	<i>(75,005)</i>	<i>286,000</i>
Market Total	72,226,204	22.6%	79,212	370,000

Reported as of first quarter 2006.



Source: CB Richard Ellis (Detroit).

B. Industrial

METRO SUBMARKETS	INVENTORY	AVAILABILITY	CONSTRUCTION
Macomb Co.	97,819,927	9.4%	192,050
I-75 Corridor	77,432,120	9.1%	274,331
Southeast Oakland Co.	14,066,119	7.1%	0
Northwest Suburbs	56,799,285	10.3%	960,000
Western Wayne Co.	86,437,231	9.7%	160,199
Downriver	69,678,218	8.9%	820,000
Detroit	118,976,186	12.2%	280,000
Washtenaw Co.	20,462,065	6.9%	80,000
Market Total	548,709,217	10.7%	2,766,580

Reported as of first quarter 2006.



Source: CB Richard Ellis (Detroit).

III. INVENTORY/VACANCY/ ABSORPTION & SALES

C. Metropolitan Retail Sales Trends

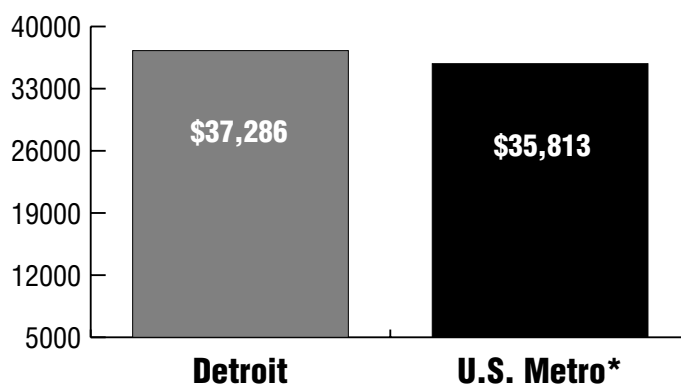
Metropolitan Retail Sales -- % Change from Prior Year
(August 2005)

	MONTH	FYTD
Detroit-Warren-Livonia	(6.7%)	(5.1%)
National	2.0%	2.1%

This data reflects same-store sales at major department stores during the current month and fiscal year to date (beginning in February) compared to the same period one year ago.

Source: International Council of Shopping Centers, New York, NY.

D. Metropolitan Average Retail Sales Per Household



*The U.S. Metro figure represents the average retail sales per household of 323 metropolitan areas; \$34,036 is the average retail sales per household nationwide.

Market Rank: 28*

*Ranking of 57 metropolitan areas, with the #1 ranking representing the highest amount of retail sales per household.

Source: Sales & Marketing Management: 2003 Survey of Buying Power.

IV. MARKET FORECAST

A. Market•Score by Sector

SECTOR / MARKET	RELATIVE INVESTMENT POTENTIAL*	CURRENT QUARTER	RANK	QUARTER AGO	RANK	YEAR AGO	RANK	TWO YEARS AGO	RANK
CBD OFFICE									
Detroit	FAIR	66	67	64	63	65	67	68	63
East Central Region	AVERAGE	75		70		73		74	
National Median	AVERAGE	83		83		84		80	
SUBURBAN OFFICE									
Detroit	FAIR	73	63	73	60	73	40	73	56
East Central Region	FAIR	74		73		73		73	
National Median	AVERAGE	84		84		82		80	
INDUSTRIAL									
Detroit	AVERAGE	79	58	80	52	77	48	80	39
East Central Region	AVERAGE	81		80		79		80	
National Median	AVERAGE	84		83		83		82	
RETAIL									
Detroit	AVERAGE	82	43	81	48	81	41	77	54
East Central Region	AVERAGE	80		80		78		81	
National Median	AVERAGE	85		83		83		83	
APARTMENT									
Detroit	AVERAGE	77	61	77	62	78	51	78	42
East Central Region	AVERAGE	77		78		77		77	
National Median	AVERAGE	85		84		82		80	
HOSPITALITY									
Detroit	AVERAGE	75	51	76	61	77	57	76	52
East Central Region	FAIR	72		76		77		76	
National Median	GOOD	87		86		84		82	

The figures shown in the shaded fields above are Market•Scores corresponding to the noted property sector, market, and time period. Regional and national figures reflect the median score. The rankings are out of 66 metropolitan areas, with the #1 ranking representing the highest score.

Market•Score is a proprietary rating system developed in 1992 by Global Real Analytics to evaluate the relative economic strength of local property markets. Utilizing numerous real estate, economic, and demographic data factors, Market•Score identifies those markets likely to exhibit the strongest real estate performance within each respective property sector in the two succeeding years following each forecast period. See "Investment Potential" at the end of this publication for additional information on Market•Score, and property sector definitions.

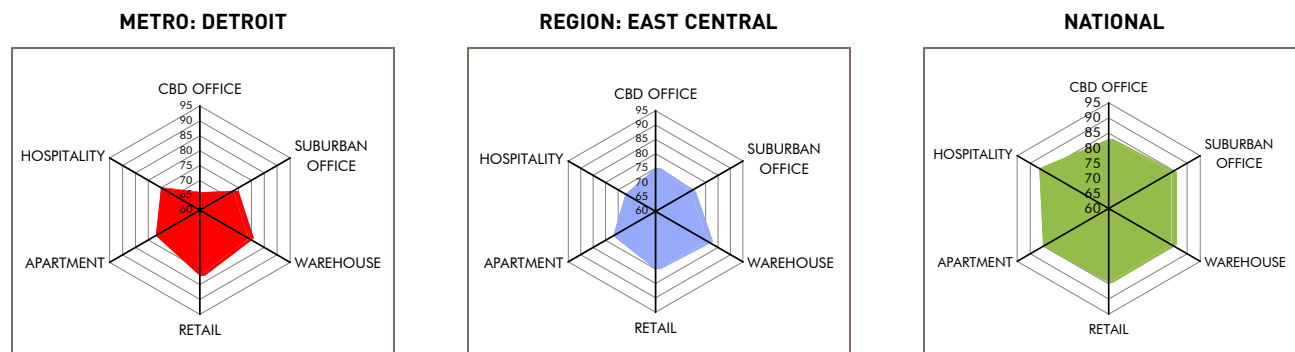
*INVESTMENT POTENTIAL

Rating	Score
Excellent	93+
Good	86-92
Average	75-85
Fair	65-74
Speculative	Below 65



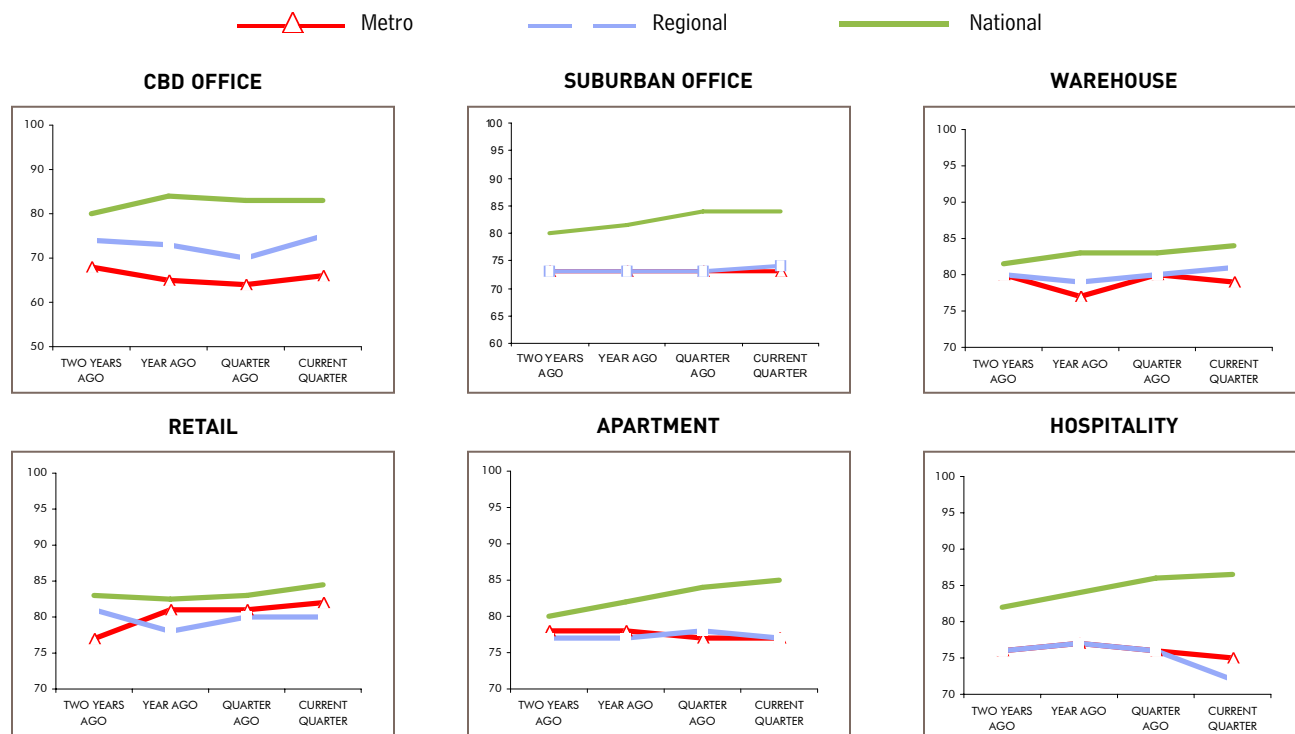
IV. MARKET FORECAST

B. Current Market•Scores



The "radar" graphs shown above indicate the current Market•Score rating for the indicated metro, as well as regional and national medians. Each graph contains six axes, representing the noted property sector, ranging from 60 to 95. Generally, the larger a shaded area is, the better the real estate performance is forecast to be. Simple visual comparison can be made among the indicated metro, regional, and national Market•Scores.

C. Market•Score Trends



The six graphs shown above are Market•Scores corresponding to the noted property sector, market, and time period. Market•Score is a proprietary rating system developed in 1992 by Global Real Analytics to evaluate the relative economic strength of local property markets. Utilizing numerous real estate, economic, and demographic data factors, Market•Score identifies those markets likely to exhibit the strongest real estate performance within each respective property sector in the two succeeding years following each forecast period. See "Investment Potential" at the end of this publication for additional information on Market•Score, and property sector definitions.

IV. MARKET FORECAST

D. Market Outlook Summary

CBD OFFICE

There is little good news to report on the abysmal state of the Detroit CBD office sector. Vacancy is among the nation's highest and absorption is among the nation's lowest. Job losses continue and rents are plummeting. The good news? At press time the Tigers had the best record in major league baseball.

SUBURBAN OFFICE

There is some measurable absorption of space in Detroit's suburban office market. However, rents continue to spiral downward and the market's vacancy rate is showing no signs of shrinking. The current negative job growth does not help this abysmal real estate market..

WAREHOUSE

Rents continue to show negative growth for Detroit industrial property. There is still some positive absorption and vacancy has edged downward slightly.

RETAIL

There is not a lot of retail inventory in the Detroit market, which is good news. The bad news is that Detroit's job growth is lacking and population growth is stagnant. Vacancy is extremely high and rents have been negative.

APARTMENT

Vacancy rates have shown some improvement in this dismal apartment market. Rents are falling and there is little cause for optimism when looking at market drivers like growth in employment and population. One bit of good news is that Detroit does show a reasonably good immigration trend. The other bit of good news is that there is no significant new supply in the pipeline.

Metro Market Facts

V. DEMOGRAPHICS

A. Metro Population

	DETROIT	UNITED STATES
Population — 2005:	4,488,300	296,410,400
% Growth—2000–2005:	0.8%	5.3%
% Growth—1990–2000:	4.9%	13.4%



Source: U.S. Census Bureau.

B. County Population Growth

COUNTY	2005 POPULATION	% GROWTH 1990–2000	% GROWTH 2000–2005
Lapeer	93,361	18.1	4.7
Livingston	181,517	37.1	12.0
Macomb	829,453	10.3	4.0
Oakland	1,214,361	10.4	1.4
Saint Clair	171,426	13.1	3.8
Wayne	1,998,217	(2.5)	(2.1)

Source: U.S. Census Bureau.

C. State Population Growth

	2005 POPULATION	ACTUAL % GROWTH 1990–2005	STATE RANKING*	PROJECTED % GROWTH 2005–2025	STATE RANKING*
Michigan	10,120,900	8.9	39	5.9	36
United States	296,410,400	19.1	N/A	17.9	N/A

*Ranking of all 50 states, plus the District of Columbia, with the #1 ranking representing the highest state population percentage growth.

Source: U.S. Census Bureau.

V. DEMOGRAPHICS

D. Area Cities With At Least 50,000 Residents

CITY	2004 POPULATION	% GROWTH 1990-2000	% GROWTH 2000-2004
Canton*	84,654	35.2	10.1
Clinton*	95,950	11.5	0.2
Dearborn	95,470	9.8	(2.4)
Dearborn Heights	56,828	(4.0)	(2.5)
Detroit	900,198	(7.8)	(5.0)
Farmington Hills	80,787	10.1	(1.6)
Livonia	98,936	(0.3)	(1.6)
Macomb*	66,477	125.9	29.5
Novi	51,934	43.9	9.4
Pontiac	67,582	(4.8)	(0.2)
Redford*	50,164	(5.1)	(2.8)
Rochester Hills	69,480	11.4	0.8
Royal Oak	58,573	(6.5)	(2.4)
Shelby*	68,334	34.7	4.3
Southfield	77,491	3.5	(1.1)
St. Clair Shores	61,864	(7.6)	(2.0)
Sterling Heights	127,476	5.8	2.3
Taylor	65,383	(6.9)	(0.8)
Troy	81,432	11.2	0.5
Warren	136,118	(4.7)	(1.6)
Waterford*	72,007	8.2	(0.2)
West Bloomfield*	65,493	19.2	0.8
Westland	86,316	2.7	(0.5)

*These communities are technically defined as townships.

Source: U.S. Census Bureau.

E. Household & Population Composition

	DETROIT METRO	UNITED STATES METRO*
Median Household Size:	2.6	2.7
Median Age:	36.4	35.8
% of Population Under 5	7.0	7.5
% of Population 35 - 54	29.6	28.0
% of Population Over 64	11.9	12.8

*Average of U.S. metropolitan areas, not entire U.S.

V. DEMOGRAPHICS

F. Metropolitan % Population Gain (1990-2005)

POPULATION GROWTH

(% Gain/Loss, April 1990-July 2005)

Las Vegas	126.2%	Greenville-Spartanburg	22.8%
Phoenix	72.7	Miami	22.7
Austin	71.6	Central New Jersey	20.0
Atlanta	60.2	UNITED STATES	19.1
Raleigh-Durham	58.0	Oklahoma City	19.1
Orlando	57.8	Kansas City	19.0
Riverside-San Bernardino	51.0	Memphis	18.1
Charlotte	48.5	San Diego	17.4
Dallas-Ft. Worth	47.2	Oakland-East Bay	17.0
West Palm Beach	46.9	Chicago	15.4
Fort Lauderdale	41.6	San Jose	14.4
Denver	40.8	St. Louis	12.4
Houston	40.2	Cincinnati	12.2
Portland	37.5	Los Angeles	12.1
Salt Lake City	35.8	Baltimore	11.5
Nashville	35.7	New York	10.4
Sacramento	35.5	Newark-No. New Jersey	9.8
Jacksonville	34.9	Boston	9.5
Albuquerque	33.1	Honolulu	8.3
Tampa-St. Petersburg	28.0	Nassau-Suffolk	7.6
Indianapolis	26.8	Philadelphia	7.1
Washington	26.5	Detroit	6.6
Seattle	25.2	Milwaukee	6.3
Columbus	24.4	Hartford	5.7
Orange County	24.0	San Francisco	5.1
Minneapolis-St. Paul	23.8	Cleveland	1.1

Source: U.S. Census Bureau.

V. DEMOGRAPHICS

G. International Immigration to Metropolitan Areas

TOTAL INTERNATIONAL IMMIGRATION: (2001-2004)

	(000s)		(000s)
New York/Nassau-Suffolk	570.5	Las Vegas	41.8
Los Angeles	400.7	Sacramento	40.0
Chicago	222.7	Orlando	39.9
Dallas-Ft. Worth	184.4	Austin	37.5
Houston	166.7	Tampa-St. Petersburg	36.9
Miami	165.7	Raleigh-Durham	35.3
Washington	156.7	West Palm Beach	32.7
Atlanta	114.3	Salt Lake City	29.1
Orange County	111.6	Charlotte	26.9
Phoenix	106.3	Baltimore	21.2
Boston	105.1	Columbus	19.4
San Jose	102.3	Kansas City	18.5
Oakland-East Bay	85.2	St. Louis	17.6
San Francisco	72.4	Honolulu	17.0
San Diego	69.9	Nashville	16.1
Seattle	67.4	Hartford	15.9
Denver	65.6	Milwaukee	15.8
Central New Jersey	65.0	Cleveland	15.4
Fort Lauderdale	65.0	Oklahoma City	13.1
Riverside-San Bernardino	62.2	Indianapolis	13.1
Philadelphia	60.0	Cincinnati	11.1
Newark-No. New Jersey	59.0	Greenville-Spartanburg	9.1
Detroit	57.3	Albuquerque	8.8
Minneapolis-St. Paul	46.4	Memphis	8.5
Portland	44.2	Jacksonville	8.4

Source: U.S. Census Bureau.

V. DEMOGRAPHICS

H. Domestic Migration to Metropolitan Areas

TOTAL DOMESTIC MIGRATION: (2001-2004)

	(000s)		(000s)
Riverside-San Bernardino	325.8	Baltimore	(0.9)
Phoenix	194.4	Memphis	(2.5)
Las Vegas	168.5	Cincinnati	(9.0)
Tampa-St. Petersburg	145.6	St. Louis	(11.3)
Atlanta	124.1	Minneapolis-St. Paul	(12.2)
Orlando	119.8	Washington	(16.5)
Sacramento	118.7	Denver	(20.1)
West Palm Beach	72.4	Honolulu	(20.6)
Dallas-Ft. Worth	68.5	Seattle	(31.2)
Jacksonville	63.9	Salt Lake City	(32.8)
Charlotte	62.1	Milwaukee	(33.5)
Raleigh-Durham	49.9	Philadelphia	(34.6)
Houston	48.8	Cleveland	(49.2)
Austin	47.4	Newark-No. New Jersey	(57.6)
Portland	33.4	San Diego	(59.2)
Fort Lauderdale	30.7	Orange County	(91.5)
Nashville	28.6	Oakland-East Bay	(97.2)
Indianapolis	27.1	Detroit	(106.8)
Albuquerque	19.3	Miami	(126.1)
Kansas City	12.7	San Francisco	(146.7)
Central New Jersey	11.0	Boston	(167.4)
Greenville-Spartanburg	9.8	San Jose	(174.3)
Oklahoma City	6.6	Chicago	(257.9)
Columbus	5.3	Los Angeles	(379.6)
Hartford	4.4	New York/Nassau-Suffolk	(800.7)

Source: U.S. Census Bureau.

VI. EMPLOYMENT AND LABOR FORCE CHARACTERISTICS

A. Job Formation

Metropolitan Area

Employment Growth (Loss)—% 12-Month (Ending in March):	(0.8%)
Total Number of Net New Jobs, 12 Months (Ending in March):	(17,100)
% Unemployed, March 2006:	7.6%
% Unemployed, 12 Months Before:	7.8%

National

Employment Growth (Loss)—% 12-Month (Ending in March):	1.6%
% Unemployed, March 2006:	4.8%
% Unemployed, March 2005:	5.4%



Source: Bureau of Labor Statistics.

B. Economic Base—Employment By Sectors

SECTOR	% GROWTH FROM PRIOR YEAR		% OF TOTAL EMPLOYMENT	
	METRO	NATIONAL	METRO	NATIONAL
Services	0.1	1.9	28.2	29.0
Business Services	(0.2)	2.8	18.1	12.7
Financial Activities	0.6	2.3	5.9	6.1
Government	(1.3)	0.7	11.9	16.6
Retail Trade	0.0	0.9	10.8	11.2
Wholesale Trade	(1.6)	1.7	4.6	4.3
Transportation/Public Utilities	(0.8)	1.1	3.2	3.7
Manufacturing	(3.6)	(0.4)	13.7	10.5
Construction & Mining	(2.5)	4.5	3.7	5.3

Note: The Department of Labor recently revised the industry classification system (from SIC to NAICS). One of the most significant changes was the establishment of "business services" as a separate category (instead of a sub-set of the "services" sector). In addition, the "FIRE" sector is now known as "financial activities".

Source: Bureau of Labor Statistics.

VI. EMPLOYMENT AND LABOR FORCE CHARACTERISTICS

C. Metropolitan % Total Employment Gain (10-Year Change)

JOB GROWTH

(% Gain/Loss, March 1996-March 2006)

Las Vegas	70.8%	Indianapolis	15.5%
Riverside-San Bernardino	54.2	Portland	15.2
Orlando	44.1	Baltimore	14.6
Phoenix	43.2	UNITED STATES	13.6
West Palm Beach	40.1	Nassau-Suffolk	13.5
Sacramento	32.7	Columbus	13.1
Austin	32.5	Minneapolis-St. Paul	12.6
Fort Lauderdale	30.5	Miami	12.4
San Diego	30.5	Philadelphia	11.8
Washington	28.6	Cincinnati	11.6
Tampa-St. Petersburg	28.0	Honolulu	11.1
Orange County	27.7	Memphis	10.7
Jacksonville	24.7	Greenville-Spartanburg	10.1
Salt Lake City	23.7	Newark-No. New Jersey	9.0
Charlotte	23.6	New York	8.5
Dallas-Ft. Worth	23.2	Kansas City	8.2
Atlanta	22.6	Los Angeles	7.4
Houston	22.3	St. Louis	7.2
Raleigh-Durham	21.0	Boston	6.7
Central New Jersey	19.8	Hartford	3.8
Nashville	19.5	Chicago	3.3
Seattle	19.1	Milwaukee	1.9
Denver	18.2	San Francisco	0.9
Albuquerque	17.9	Cleveland	(0.5)
Oakland-East Bay	16.0	San Jose	(0.9)
Oklahoma City	15.9	Detroit	(2.5)

Source: U.S. Government, Bureau of Labor Statistics.

VI. EMPLOYMENT AND LABOR FORCE CHARACTERISTICS

D. Average Annual Wages—Select Occupations

POSITION	METRO AVERAGE	% OF NATIONAL AVG.	NATIONAL AVERAGE
Accountant	\$62,610	110.1%	\$56,880
Secretary	\$29,120	107.2%	\$27,160
Computer Systems Analysts	\$71,890	105.1%	\$68,370
Computer Programmer	\$65,610	99.5%	\$65,910
Electrical Engineer	\$73,320	98.8%	\$74,220
Machinist	\$42,580	122.4%	\$34,790

Source: Bureau of Labor Statistics, Occupational Employment Statistics, May 2004.

E. Production Wages & Union Membership

	AVERAGE ANNUAL WAGE*	NATIONAL RANK (OUT OF 51)	% WORKERS IN UNION	NATIONAL RANK (OUT OF 51)
Michigan	\$35,840	3	21.6%	3
U.S. Average	\$29,280	--	12.5%	--

*Average annual wage is for production workers only. The #1 ranking represents the highest average wage and the largest percentage of unionized workers.

Source(s): U.S. Dept. of Labor/wage figures (2004); U.S. Census Bureau/union membership (2004).

VI. EMPLOYMENT AND LABOR FORCE CHARACTERISTICS

F. State Workers' Compensation Costs

Workers' Compensation Costs
The average cost per \$100 of payroll
(2005)

	RATE*	INDEX**	2005 RATING***	2004 RATING
Michigan	\$4.13	1.00	25	32

*This is the rate for a prototypical manufacturer, based on the manual rate, taxes and assessments, payroll distribution, premium discounts, experience rating, and any other weighted adjustments that were made in order to produce a non-biased countrywide comparison.

**The base rate (or national average) for this Index is \$4.12.

***The rating is based on an analysis of 45 states with #1 representing the lowest average rate.

Source: Actuarial & Technical Solutions, Inc. (516) 471-8655.

G. State Minimum Wage/Overtime Status

Current State Minimum Wage* \$5.15

State Overtime Standard** 40-hour week

*The federal minimum wage increased to \$5.15 in September 1997. The federal rate sets the floor under which states cannot go. Some states, however, have lower rates for a minority of workers who are not covered by the Fair Labor Standards Act. Some states also have temporary lower rates and "subminimum wages" for certain groups of workers, e.g., minors and/or beginning employees.

**Federal law stipulates the payment of overtime to all private employees except supervisors, salaried professionals and unionized workers after 40 hours of labor in a given week.

Source: U.S. Department of Labor.

VII. EDUCATION

A. Educational Levels

	% OF ADULTS WHO GRADUATED FROM HIGH SCHOOL	% OF ADULTS WHO GRADUATED FROM 4-YEAR COLLEGE/UNIVERSITY
Detroit	86.2	24.3
U.S. Average	84.1	26.7



Source: U.S. Census Bureau, March 2002.

B. Educational Expenditures and Salaries

	PER-PUPIL EXPENDITURES	RANK (OUT OF 51)	TEACHER SALARIES	RANK (OUT OF 51)	STUDENT: TEACHER RATIO	RANK (OUT OF 51)
Michigan	\$8,671	21	\$54,412	6	18.0	7
U.S. Average	\$8,248	--	\$46,752	--	15.8	--

These figures represent statewide (and national) averages and are based on actual enrollment. The rankings include all 50 states, plus the District of Columbia. For expenditures and salaries, #1 represents the highest dollar amount; #1 also represents the highest student-teacher ratio.

Source: National Education Association, Rankings of the States, June 2005 Update.

VII. EDUCATION

C. Graduate Education

Academic Rankings of Local Graduate Programs

UNIVERSITY	BIOLOGICAL SCIENCES	ENGINEERING	GENERAL SCIENCES/OTHER
N/A	N/A	N/A	N/A

Source: National Academy of Sciences, Research-Doctorate Programs in the United States, 1995 (this report is updated every ten years). The NAS reviewed more than 3,600 doctoral programs in 41 fields at 274 universities for the 1993 academic year. Criteria included the academic quality of each school's faculty, the effectiveness of the school's teaching, and the level of its research. For programs that were ranked at 100 or more schools, we have listed the top 20 universities; for programs that were ranked at fewer than 100 schools, we have listed the top 10. The top universities are shown with their respective national ratings for each discipline. We have included 21 of 41 fields. Please note that the NAS did not include graduate business programs in its study.

D. University R&D Expenditures

	FEDERAL R&D EXPENDITURES (\$\$ IN MIL.)	% OF LEADING SCHOOL *	TOTAL R&D EXPENDITURES (\$\$ IN MIL.)	% OF LEADING SCHOOL *
Oakland Univ.	\$2.5	1.2	\$4.2	1.6
Wayne State Univ.	\$23.2	10.8	\$51.5	19.2

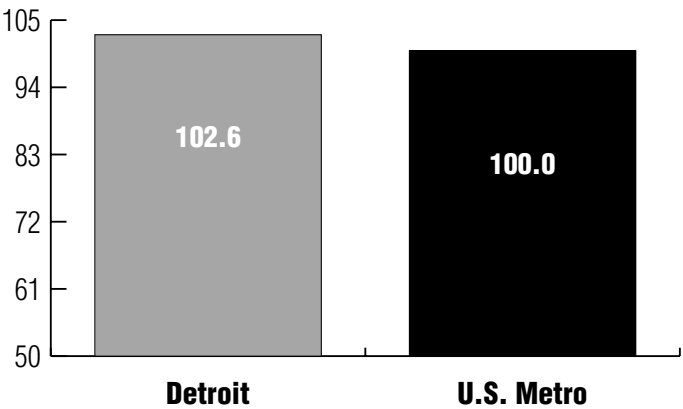
*The percentage column reflects the amount spent by the local institution(s) relative to the amount expended at the top spending institution in each of the two categories.

Source: National Academy of Sciences, Research-Doctorate Programs in the United States, 1995 (this report is updated every ten years). These amounts reflect the average annual expenditures from 1986 to 1992 (based on 1988 dollars).

VIII. HOUSING & LIVING COSTS

A. Overall Cost of Living (Index)

Metropolitan Cost of Living Index*
(3rd Qtr. 2005)**

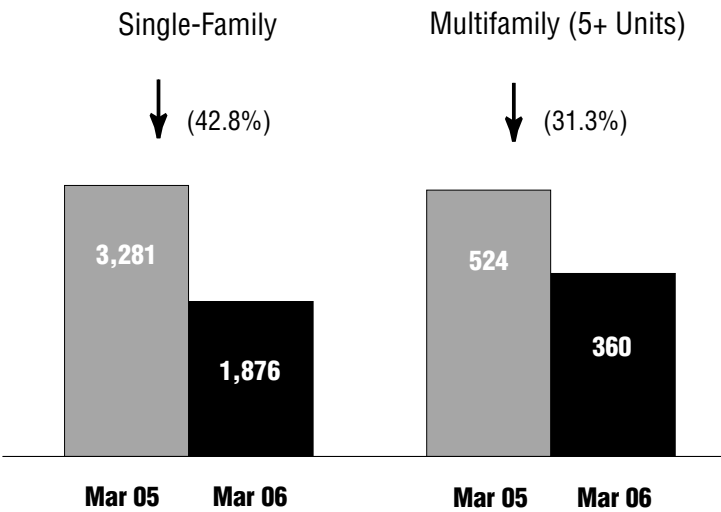


*The ACCRA Cost of Living Index measures relative prices for consumer goods and services in participating areas. Housing is an important component of the Index. The average for all participating areas is 100. Each area's number is read as a percentage of that average.

**This is the most recent data available for this metropolitan area.

Source: ACCRA Cost of Living Index, Louisville, KY, (502) 897-2890.

B. Metropolitan Housing Permits



Local Data: Figures represent total permits granted year-to-date in the Detroit-Warren-Livonia MSA.

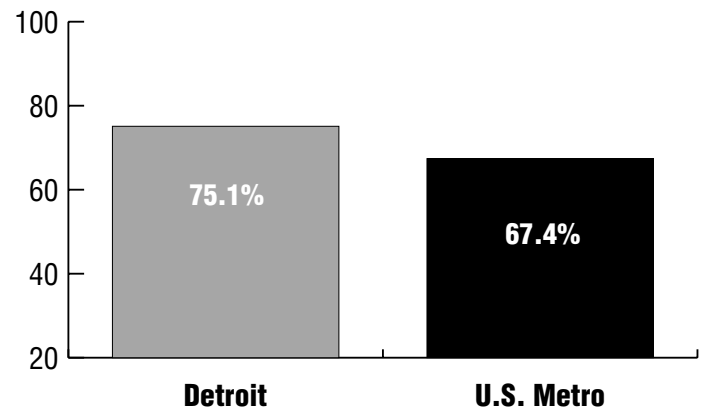
U.S. Data: The percent changes in single-family and multifamily permits nationwide were 2.4% and 19.3%, respectively.

Source: U.S. Census Bureau.

VIII. HOUSING & LIVING COSTS

C. Homeownership

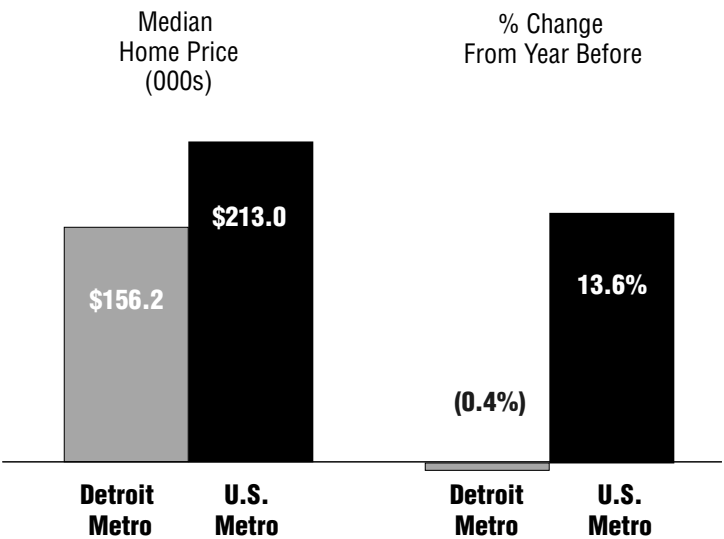
% of Households Owning Residences (2005)



Source: U.S. Census Bureau. Homeownership rates represent metropolitan averages as of year-end 2005.

D. Single Family Home Costs

Fourth Quarter 2005*



*This is the most recent data available.

Source: National Association of Realtors®.

VIII. HOUSING & LIVING COSTS

E. Local Utility Costs

	COMMERCIAL ELECTRIC (10,000 KWH PER MO.)	INDUSTRIAL ELECTRIC (650,000 KWH PER MO.)	RESIDENTIAL TOTAL (1,000 KWH PER MO.)
Detroit	\$950	\$33,835	\$94
U.S. Average	\$844	\$36,401	\$87

These numbers reflect the bundled rates (i.e., the combined cost of generation, transmission, delivery, and any transfer fees) that were in effect in January 2004. The kwh per mo. figures are based on consumption rather than demand.

Source: Edison Electric Institute, Typical Bills and Average Rates Report, Winter 2004.

F. Health Insurance Coverage & Costs

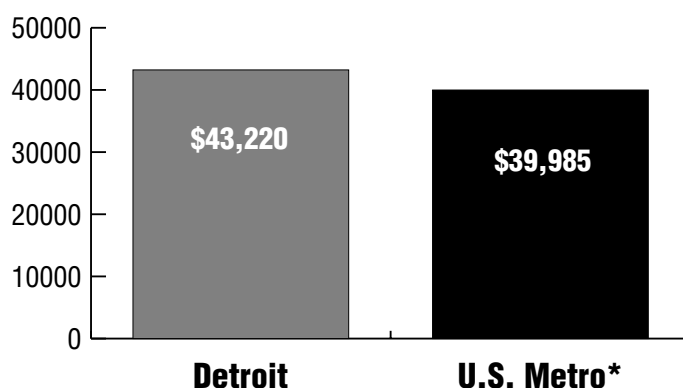
	% OF POP. COVERED BY HEALTH INSURANCE	RANK (OUT OF 51)	ANNUAL PER CAPITA HEALTH CARE EXPENDITURES	RANK (OUT OF 51)
Michigan	89.1	19	\$3,815	32
U.S.	84.4	--	\$4,037	--

The #1 ranking represents the highest percentage of population covered by health insurance and the highest per capita personal health care expenditures.

Source: Health Insurance: Bureau of Labor Statistics and U.S. Census Bureau (2003). Health Care Expenditures: Centers for Medicare and Medicaid Services (1998).

IX. OTHER ECONOMIC INDICATORS

A. Metropolitan Median Household Income



*The U.S. Metro figure represents the median income of 323 metropolitan areas; \$38,035 is the median income nationwide.

Market Rank: 23*

*Ranking of 57 metropolitan areas, with the #1 ranking representing the highest median household income.

Source: Sales & Marketing Management: 2003 Survey of Buying Power.

B. High-Tech Industry Employment

	NUMBER OF ESTABLISHMENTS (2001)	RANK (OUT OF 51)	NUMBER OF EMPLOYEES (2002)	RANK (OUT OF 51)	HIGH-TECH EMPLOYMENT GROWTH (2001-2002)	RANK (OUT OF 51)
Michigan	10,191	12	190,982	10	[5.4%]	15

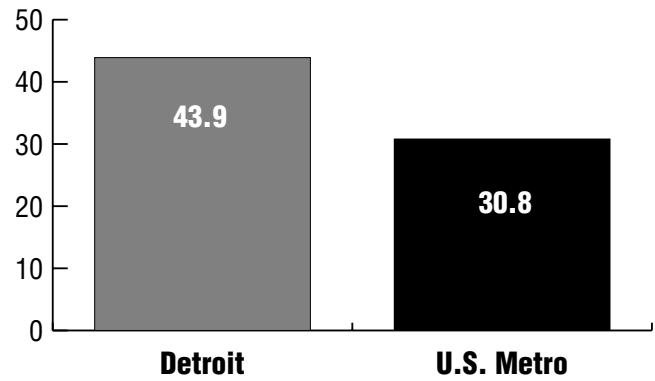
The #1 ranking represents the highest amount in each category.

Source: Cyberstates 2003, American Electronics Association.

IX. OTHER ECONOMIC INDICATORS

C. Metropolitan Area Patents

Patents Per 100,000 Residents (1999)



Market Rank: 16*

*Ranking of 52 metropolitan areas, with the #1 ranking representing the largest number of per capita patents.

Source: Dept. of Commerce, Patent & Trademark Office, April 2000.

D. Major Airport Activity

Detroit – Wayne County Metropolitan

	TOTAL (2005)	% CHANGE FROM 2004	NATIONAL RANK*	WORLD RANK*
Passengers (in millions)	36.4	3.4%	11	20
Cargo (in thousands –metric tons)	224.9	0.1%	28	78

*Ranking of 142 national and 843 international airports, with the #1 ranking representing the largest number of passengers and the largest amount of cargo.

Source: Airports Council International, Geneva, Switzerland.

IX. OTHER ECONOMIC INDICATORS

E. International Trade

International Trade Volume

	IMPORT	EXPORT	TOTAL
Detroit (Part of the Detroit, MI Customs District)			
January-March 2006 (\$\$\$ in billions)	\$32.3	\$27.7	\$60.0
% Change (from year ago)	10.2%	9.0%	9.6%
Total U.S.			
January-March 2006 (\$\$\$ in billions)	\$435.1	\$244.8	\$679.9
% Change (from year ago)	14.3%	14.2%	14.2%

Source: Dept. of Commerce, Foreign Trade Division.

F. Gross State Product

	1994	2004	% CHANGE 1994-2004
Michigan Ranking* (out of 51)	9	9	--
Michigan Total (\$\$\$ in billions)	\$267.9	\$346.0	29.2%
U.S. Total (\$\$\$ in billions)	\$7,538.5	\$10,720.3	42.2%

*Ranking of all 50 states (plus the District of Columbia), with the #1 ranking representing the highest dollar amount.

Note: While the dollar amounts are no longer inflation-adjusted, they are "chain-weighted" to make them comparable to the specified 1996 base period.

Source: U.S. Dept. of Commerce, Bureau of Economic Analysis.

IX. OTHER ECONOMIC INDICATORS

G. Gross Metropolitan Product

GMP
(\$\$ in billions)

	2004	RANK (OUT OF 100)	% CHANGE (FROM 2003)
Detroit	\$176.0	12	2.9%

*Ranking of 100 metropolitan areas, with the #1 ranking representing the highest dollar amount.

Source: U.S. Conference of Mayors.

X. TAXES AND EXPENDITURES

A. State Tax Rates/Employer Expenses

TAX	RATE
Business Taxes:	
Corporate Income/Franchise	1.9%*
Unemployment Insurance	2.7%
Individual Taxes:	
Sales/Use	6.0%
Food Exemption	Yes
Cigarette Tax (per package)	\$2.00
Personal Income Rates	3.9%
State Taxes Paid in 2004—Percentage of Personal Income:	
Local	7.7%
United States	6.5%

The above data reflects our best efforts. All recent changes at the local/state level may not have been captured.

*This tax is scheduled to be repealed in tax year 2010.

Source(s): Tax Foundation; Federation of Tax Administrators; and INDEX research.

B. Local Residential Property Taxes

2002 Residential Property Tax Rate
(Per \$100 Valuation)

LOCATION	EFFECTIVE RATE	RANK* (OUT OF 58)
Detroit CMP	\$1.53	39

* The residential property tax ranking is based on a comparison of 58 metropolitan areas analyzed by the National Real Estate Index. Markets are rated in ascending order. (Number 58 denotes the highest tax rate in the study.)

Important: Please be aware that because of the wide disparities in tax rates, assessment ratios, and assessment periods from jurisdiction to jurisdiction (even within some metropolitan areas), the rates reported represent approximations only. In large cities where a range of residential tax rates is applied, we have used Runzheimer's composite tax rate (CMP).

Source: Runzheimer International, Rochester, WI. Runzheimer International, a management consulting firm specializing in transportation, travel and living costs, provided the effective residential property tax rate. For more information on employee relocation, moving costs, and travel expenses, contact Runzheimer at 1-800-558-1702.

X. TAXES AND EXPENDITURES

C. Local Commercial Property Taxes

2002 COMMERCIAL PROPERTY TAX RATE
(PER \$100 VALUATION)

CITY	BASIC RATE	EFFECTIVE RATE	RANK** (OUT OF 85)
Detroit*	\$8.26	\$4.13	80
Troy*	\$4.73	\$2.37	53

*Taxes on intangible property were completely phased out in January 1998.

**The commercial property tax ranking is based on a comparison of 85 communities analyzed by the National Real Estate Index. Markets are rated in ascending order. (Number 85 denotes the highest tax rate in the study.)

Except where noted, inventory and intangible property are completely (or largely) exempt from taxation, and tangible personal property is taxed at rates and assessment ratios comparable to those for real property.

Important: Please be aware that because of the wide disparities in tax rates, assessment ratios, and assessment periods from jurisdiction to jurisdiction (even within some metropolitan areas), the rates reported represent approximations only. Actual tax assessments could vary substantially, depending on property class, age and location.

Source: Basic tax rates (and assessment ratios) were provided by Vertex Inc., Berwyn, PA, (800) 355-3500. The "effective" rates factor in the proportion of property value assessed for taxation purposes, and were calculated by the National Real Estate Index staff. Where a range of basic rates applied, the median was utilized.

D. Tourism & Entertainment Taxes

	HOTEL TAX	RESTAURANT TAX	CAR RENTAL TAX*
Detroit	15.00%**	6.00%	17.50%**
Average of 50 Surveyed Cities	12.36%	7.29%	8.40%

The above data reflects our best efforts. All recent changes at the local/state level may not have been captured.

*This is the basic rate. It does include local surcharges.

**These taxes were recently increased to help fund two new sports facilities.

Source: Travel Industry Association of America, Washington, DC.

X. TAXES AND EXPENDITURES

E. State Tax Revenue

State Tax Revenue
July 2005-Dec. 2005
(\$\$ in millions)

	PERSONAL INCOME	CORPORATE INCOME	SALES	TOTAL *	% CHANGE FROM YEAR AGO
Michigan	\$3,331	\$928	\$4,084	\$10,960	3.1%
U.S.	\$106,248	\$18,927	\$102,604	\$274,149	8.2%

The fiscal year begins on July 1 for all 50 states except Alabama (Oct 1), Michigan (Oct 1), New York (April 1), and Texas (Sept 1).

*Figures reflect total tax revenue reported for the state's general fund.

Source: Nelson A. Rockefeller Institute of Government, State Revenue Report.

F. Federal Spending Per Capita

	TOTAL FEDERAL SPENDING	NATIONAL RANK*	% CHANGE FROM YEAR AGO
Michigan	\$5,741	45	3.2%
Macomb County	\$6,218	--	4.6%
Oakland County	\$4,085	--	4.5%
Wayne County	\$6,540	--	4.9%
U.S. Average	\$6,910	--	2.9%

*Ranking based on all 50 states, plus the District of Columbia, with the #1 ranking representing the highest dollar amount.

Source: U.S. Census Bureau, Consolidated Federal Funds Report for Fiscal Year 2003.

XI. QUALITY OF LIFE

A. State Livability Index

	2005 INDEX RATING*	2005 RANK**	2004 RANK**
Michigan	24.47	28	34

*The livability index rating reflects an average of ratings for 44 categories including crime rate, unemployment rate, hazardous waste sites, quality of infrastructure (e.g., roads, bridges, etc.), high school graduation rate, spending on the arts, and tax burden. The scale is 1 to 50, with 50 being the best possible.

**The ranking is based on all 50 states, with the #1 ranking representing the highest livability rating.

Source: The Morgan Quitno Press, (800) 457-0724.

B. Crime Rate

Crime Per 100,000 Inhabitants—2004

	VIOLENT	% CHANGE FROM 2003	PROPERTY	% CHANGE FROM 2003
Detroit-Livonia-Dearborn	992.1	N/A	4,569.9	N/A
U.S. Metro Average	465.5	(9.9)	3,517.1	(7.0)

Source: Federal Bureau of Investigation, Crime in the United States.

XI. QUALITY OF LIFE

C. Climate

Average Temperature (Fahrenheit)

	High	Low
Winter	31	16
Spring	58	37
Summer	82	59
Autumn	63	41

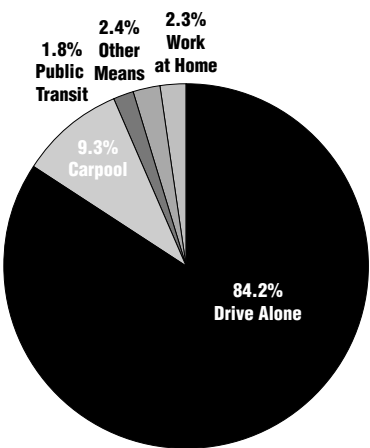
Average Annual Precipitation: 31 inches

Elevation: 664 ft

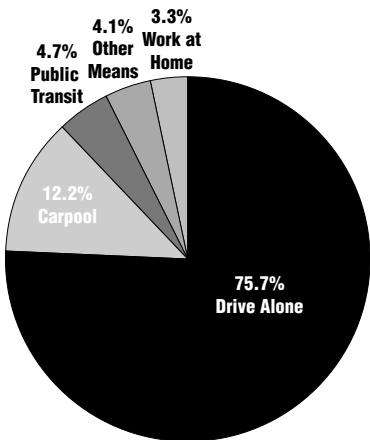
% of Sunny Days Per Year: 53%

D. Mode of Travel to Work

Local Metro*



U.S. Average



*Data is for the Detroit-Ann Arbor-Flint CMSA.

Source: U.S. Census Bureau, American FactFinder: Journey to Work, 2000.

XI. QUALITY OF LIFE

E. Congestion Index

	CONGESTION CONGESTION COST TOTAL (\$\$ IN MILLIONS)	WASTED FUEL COST PER PEAK TRAVELER	DELAY PER PEAK TRAVELER (GALLONS)	PER PEAK TRAVELER (HOURS)
Detroit	\$2,019.0	\$955	34	57
Current Ranking*	9	8	8	8
Previous Year's Ranking	10	11	9	9

*The ranking compares this city to the 84 others in the study, with the #1 rankings representing the highest cost, largest amount of fuel wasted, and longest delay. All data is annual and is for the year 2003. The "congestion cost" includes the value of the extra travel time as well as the wasted fuel costs. "Peak travelers" include those beginning their travel using a motorized mode during the peak periods (6 to 9 a.m. and 4 to 7 p.m.). Significant ranking changes can occur due to the tight "bunching" of values among some metropolitan areas.

Source: Texas Transportation Institute, Texas A&M University, 2005 Urban Mobility Report, (979) 845-1713, <http://mobility.tamu.edu>.

F. Major Professional Athletic Franchises

NATIONAL FOOTBALL LEAGUE

Detroit Lions

MAJOR LEAGUE BASEBALL

Detroit Tigers

NATIONAL BASKETBALL ASSOCIATION

Detroit Pistons

NATIONAL HOCKEY LEAGUE

Detroit Red Wings

METHODOLOGY

The National Real Estate Index (INDEX) maintains proprietary databases and reports benchmark averages for large income-producing properties leased, bought and sold nationwide.

Property Prices, Rents, and Cap Rate Data

The price, rent, and cap rate data that appear in *Metro Market Facts* are from the INDEX's *Value Monitor* and *Rent Monitor* publications.

The INDEX *Value Monitor* compiles and reports average sale prices and capitalization rates for Class A properties in 61 local and nine regional markets throughout the United States. Prices and capitalization ("cap") rates for the Class A CBD (i.e., "downtown") office, suburban office, warehouse/distribution, anchored unenclosed shopping center, and apartment sectors are reported. In addition, Class B apartment values and cap rates are compiled in all markets as well. The INDEX *Rent Monitor* compiles and reports average rents in the same market areas and property sectors as its *Value Monitor* counterpart.

Value Monitor Property Prices: Generally, the average property prices that appear for each of the 61 regularly-reported local markets in the *Value Monitor* (and *Market History Report*) are derived from current or historical property sales transactions in the underlying local markets. Nationwide, the National Real Estate Index typically compiles more than 1,500 transactions of large improved properties each period, many of which are utilized to formulate local market benchmark prices. In any given period, a number of local market property prices are derived solely from property sales. Typically, in such cases, benchmark prices will reflect activity over more than one period (i.e., a "rolling quarter" average).

In those markets and property sectors where there is inadequate current investment activity to justify reporting a pure transaction-based price, the benchmark value is formulated based on historical sales data and current market factors, including the operating performance of "like-kind" properties within the respective market and property sector. We realize, of course, that this necessitates an element of "informed judgment" but disparities in local market size and liquidity over time sometimes dictate a modified, "hybrid" approach.

Value Monitor Cap Rates: Like the prices, the market benchmark capitalization rates are based on current or historical property sales. The cap rate data reported in the *Value Monitor* is intended to reflect recent operating income, rather than forward-looking (i.e., "pro forma") performance. Where the data are available, the cap rates incorporate property-level operating income on consummated sales within the respective marketplaces. However, in many instances, these data either are not available, or the "robustness" of the reported income data is questionable. In those cases, cap rates are derived from the average benchmark property price (which is based on current period or historical transactions) and a representative market-wide operating income proxy for that property type. Because of these data-based qualifications, the cap rates are the most volatile of the data reported by the INDEX and, therefore, are perhaps most useful in determining market directions and trends.

Rent Monitor Gross Rents: Except for retail, stated rents reflect all occupancy costs. Because reported rents exclude rent concessions, if any, reported rents are therefore **effective gross rents**. Reported *retail* rents include in-lying small shop space only and are *triple net*. *Warehouse rents* reflect lease rates for *warehouse space only*.

In essence, the INDEX *Rent Monitor* attempts to formulate a "same store" rent and free rent benchmark for each local market and property type reported. In order to monitor rental rate trends, the INDEX surveys "prototype" or "tracked" properties that conform to certain standards that are discussed in greater depth in each *Rent Monitor* publication. In general, however, these properties are high quality, have current construction materials and techniques, and are aesthetically modern and attractive. The buildings are representative of local market conditions, and have stabilized operations. Most Class A survey properties are 15 years old or less.

Note: As for most statistical data services, previously-reported data is revised as needed to reflect the receipt of new data. We believe this approach helps assure the most reliable data over the long-term. In particular, *all* data reported in the current period should be considered preliminary.

Because the rent figures represent quoted rates (after concessions) on space currently available (rather than the total rental income for all buildings surveyed), prices, rents, and cap rates may not always appear "internally" consistent. Reported price and rent trends are sometime modified by independent market surveys conducted by the INDEX research staff. As noted above, where there are too few transactions to constitute a statistically-significant sample or the underlying data for the transactions are incomplete, the performance of prototype properties is used to supplement the transaction data in deriving average values and cap rates.

For Additional Price, Rent and Cap Rate Information: The INDEX *Value Monitor* and *Rent Monitor* publications report price, rent and cap rate benchmarks each quarter for 61 leading U.S. markets, as well as property values in many other local markets and property sectors (in the *Value Monitor*). For more information on these publications, please see our website (www.nrei.info) or phone (800) 992-7257.

Other Data

To provide a more comprehensive picture of the current market conditions in each local market, *Metro Market Outlook* reports a wide range of real estate, demographic and economic data. These data are selected from a variety of secondary sources. Please see the citation that accompanies each chart for the source of the data employed.



MARKET•SCORE METHODOLOGY/ RATING EXPLANATION

The National Real Estate Index uses a proprietary model, created by Global Real Analytics, LLC for analyzing the real estate investment potential in 66 metropolitan markets nationwide. Market•Score evaluates the potential performance over a two-year horizon for 24 property sector classes of which Class A Central Business District (CBD) office, suburban office, warehouse, retail (unenclosed grocery-anchored shopping centers only), Class A apartment, and Class B apartment are presented in Metro Market Outlook. The rankings are based on key econometric and real estate-related data, portions of which are derived from our extensive proprietary property database.

Investment Potential Ratings: The investment potential is expressed both on a five-point continuum (i.e., "Rating") and on a numerical scale of 60-100 (i.e., "Score") that reflect our view of the comparative total return potential of properties in the respective sector/market for the succeeding two years. The investment score is based, first and foremost, on the rental prospects, as well as on a number of documentable (but not necessarily quantifiable) variables that impact the prospects for future price appreciation of real estate in local markets. Potential rental changes are formulated using a proprietary model of documentable and quantifiable economic, demographic, and real estate trends. Naturally, the variables employed vary from property sector to sector, but among the variables included are vacancy, construction, rental rate trends, job growth and related absorption, the distribution of employment within local markets, population and household growth, and household income.

Among the "clusters" of factors that supplement the rental prospects in the total return calculus are: (1) obstacles to construction; (2) corporate location preferences; (3) labor costs and quality; (4) the relationship between government and business, as well as corporate taxes; (5) the quality of life; (6) infrastructure and market access; and, finally, (7) current property values.

These factors are assessed weights in the overall model based on their relative importance and the extent to which they characterize the respective market in question. The continuum for investment prospects are shown below. The "rating" and "score" columns correspond as follows:

Investment Potential	
Rating	Score
Excellent	93+
Good	86-92
Average	75-85
Fair	65-74
Speculative	Below 65

General Observations and Model Limitations: As is appropriate for any comprehensive market analysis and rating, a clarification as to what the data purports to measure, as well as the potential pitfalls, is in order. First and foremost, the investment performance ratings reported in Market•Score are comparative. That is, we are attempting only to identify those markets that offer superior total return potential relative to other real estate markets. What absolute level of return will be achieved, or how the performance of any local real estate market will compare to that of financial assets such as stocks and bonds, is not analyzed here.

Second, like other analysts, we cannot forecast major exogenous events that may impact performance. The model's emphasis on analyzing comparative rather than absolute returns, however, should mitigate somewhat the prospective impact of major external macroeconomic or political events, should they occur.

Third, we have purposely chosen to emphasize documentable data, thereby largely eschewing forecasts (especially long-term ones) from third parties. We acknowledge that our emphasis on documentable trends may cause some readers to perceive a conservative bias in our strategic model. Consequently, all markets are ranked and "scored" each quarter.

ADDITIONAL DATA RESOURCES/WEB LINKS

Links to the following resources are presented as an informational service to NREI subscribers. The NREI does not endorse, support, or opine as to the accuracy or usefulness of any of the data or information found at these independent links.

CB Richard Ellis Local Market Reports

<http://www.cbre.com/Research/Market+Reports/Local+Reports+Worldwide/globalresearch.htm>

CB Richard Ellis U.S. National Vacancy Reports

<http://www.cbre.com/Research/Market+Reports/US+Vacancy+Reports/default.htm>

Detroit Regional Chamber of Commerce

<http://www.detroitchamber.com/>

Detroit Metro Convention and Visitors Bureau

<http://www.visitdetroit.com/>

Detroit - City Data

<http://www.city-data.com/city/Detroit-Michigan.html>

PUBLISHER

GLOBAL REAL ANALYTICS

Richard Wollack
Chairman & CEO

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Global Forecasting

Lawrence Souza
Chief Economist &
Managing Director—
Index Services

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Kaom Te
Analyst, Information
Systems

Morena Hopkins
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