

# THE ELLINGTON

retail



Northeast Corner of Woodward & Mack Avenues  
Detroit (Midtown District), Michigan



# INVESTMENT HIGHLIGHTS

## SUBJECT OFFERING

Mid-America Real Estate Corporation has been retained by the owner to sell the fee simple interest in The Ellington Retail, a Whole Foods anchored shopping center, together with a leasehold interest in the adjacent parking structure. The subject offering is situated in Detroit's Midtown neighborhood and caters to the area's dense, fast-growing residential population base, students, hospital workers, and tourists.

ADDRESS	3670 Woodward Avenue & 115 Mack Avenue Detroit (Midtown), Michigan
GLA	34,431 SF
LOT SIZE	3.29 acres
ANCHOR	Whole Foods
GROUND FLOOR TENANTS	Bank of America, Chase Bank ATM, FedEx Office, Great Expressions Dental, Pure Barre, Qargo Coffee
OCCUPANCY	100%
AVERAGE TENANT TENURE	11.9 years
PARKING	<b>Surface</b> – 127 spaces (fee simple owner) <b>Garage</b> – 954 spaces under operational control (of which 254 under leasehold interest)
YEAR BUILT	2006 (Street Retail) / 2013 (Whole Foods) *Whole Foods added an additional 340 square feet of space in 2020
TRAFFIC COUNTS	Woodward Avenue (M-1) – 22,200 VPD Mack Avenue – 16,000 VPD

Net Operating Income – Retail	\$640,073
Net Operating Income – Parking Garage	\$330,246
Net Operating Income – Combined	\$970,319



# KEY FEATURES



## DYNAMIC GROCERY-ANCHORED CENTER

The subject offering provides a unique opportunity to acquire The Ellington, a master planned commercial development anchored by freestanding Whole Foods Market grocery store, with 12,585 square feet of commercial space situated on the ground floor of The Ellington Lofts (55 residential units). Whole Foods has been operating at The Ellington for over 10 years, representing the company's only location in the city limits of Detroit, and per Placer.Ai is the #1 ranked store in Michigan based on visits per square foot. The 12,585 square feet of street level retail has a dynamic service-oriented tenant lineup comprised of health and wellness, coffee, and financial services users.



## 100% OCCUPANCY | RECENT LEASING VELOCITY

The Ellington Retail is 100% leased to a strong lineup of national tenants including Whole Foods (Anchor), Bank of America, Chase Bank ATM, FedEx Office, Great Expressions Dental, Pure Barre, and Qargo Coffee. The subject property has experienced excellent leasing velocity, with Pure Barre and Qargo Coffee both signing new 10-year leases in 2023, spaces which were filled within months of turning over.



## ADJACENT PARKING STRUCTURE

The subject offering includes the leasehold interest until 2102 in 254 parking spaces that are part of the adjacent 954 space parking structure owned by Wayne State University. Long-term parking agreements are in place with Wayne State University, Whole Foods and The Ellington Lofts (residential). In addition, the parking structure is a convenient destination for transient and event parking, given the proximity to three major sports stadiums, Orchestra Hall, and Wayne State University. The parking structure accounted for \$330,246 of net income to the center in 2023.



## EXCELLENT ACCESS & VISIBILITY

The subject offering is situated at the lighted corner of Woodward and Mack Avenues, two major thoroughfares throughout Detroit with a total of 38,200 vehicles passing through the intersection each day. The QLine light rail system runs along Woodward Avenue, parallel to the property's western border. The rail system has two stops at MLK Boulevard and Mack Ave, just steps away from The Ellington Retail, providing immediate pedestrian access to the shopping center. The circulating 6.6-mile route caters to over 1 million riders per year and connects the Midtown, New Center, and North End Districts to Downtown Detroit. Each tenant in the development enjoys strong visibility with prominent signage along Woodward Avenue, and the site is accessible via four points of ingress/egress.



## DESIRABLE DEMOGRAPHIC PROFILE

within 1.5 miles

Population



40,457

Daytime Population



136,685

Households



22,344

Average HH Income



\$66,282

Median Home Value



\$324,165

Median Age



33.7

Population Growth 2024- 2029



2.8%

HH Growth 2024-2029



4.9%

Detroit MSA



4.3M PEOPLE



### CONCENTRATED UNIVERSITY, CULTURAL, AND MEDICAL HUB

Michigan’s 3rd largest university, Wayne State University, is located immediately to the northwest of The Ellington. The school offers approximately 350 programs to more than 24,000 graduate and undergraduate students. Wayne State’s Eugene Applebaum College of Pharmacy and Health Sciences is located across John R Street from the subject property and has an enrollment of approximately 900 students and is ranked as one of the top 40 pharmacy programs in the country (US News). The world-renowned Orchestra Hall, home of the Detroit Symphony Orchestra and the Detroit School of Arts and Ford Theatre for Performing Arts are located directly across Woodward Avenue. The \$122 million arts center was completed in 2005 and enrolls 500 high school students. Additionally, Detroit Medical Center (DMC) is located just northeast of the subject and is the largest healthcare provider in southeast Michigan, with more than 2,000 licensed beds and nearly 3,000 affiliated physicians. DMC is a leading academically integrated system that employs and trains 1,000 physicians per year as residents and fellows.



### PROFESSIONAL SPORTS EPICENTER

The Ellington is ideally positioned at a “Main & Main” location in the area, the intersection of Mack Avenue and Woodward Avenue. Woodward is known as “Detroit’s Main Street”, connecting downtown Detroit to its northern suburbs of Highland Park, Ferndale, Royal Oak, Birmingham, and Bloomfield Hills, among others. Mack Avenue is one of the major east-west corridors in the city, connecting The Ellington to the DMC campus and a full interchange with I-75 to the east and The Lodge Freeway (M-10) to the west. With the Piston’s move from Auburn Hills to downtown Detroit in 2017, all four major league Detroit teams are now playing along the Woodward corridor. The Red Wings and Pistons at Little Caesars Arena, Tigers at Comerica Park, and the Lions at Ford Field (adjacent to Comerica Park) all within ¾ mile of The Ellington. The stadiums cater to fans year-round with a combined drawing power of 9 million annual visitors (Placer.AI).



### RESIDENTIAL GROWTH

Midtown and the surrounding areas of Brush Park and the Cass Corridor have experienced monumental growth since 2010, adding nearly 4,000 residents in the area within a 1.5-mile radius of The Ellington Retail, an increase of 22% and 1,000 residents since 2020, a 3% increase. Population growth has been accompanied by a strong increase in residential development, as 6,081 residential units have been added since 2010, and a further 1,000 residential units are planned to be completed by 2025. The Midtown District is expected to continue its growth, with an estimated 3% increase in population and 5% increase in households over the next five years.



# LEASING PLAN



John R Street - 10,300 VPD



TENANT NAME	UNIT	SQUARE FEET
Bank of America	100	3,187
Qargo Coffee	101	1,773
Pure Barre	103	1,485
Whole Foods	105	21,846
FedEx Office	110	3,760
Great Expressions Dental	115	2,380
Chase Bank ATM	990	N/A
<b>Total</b>		<b>34,431</b>



Mack Avenue - 16,000 VPD

FUTURE DEVELOPMENT →



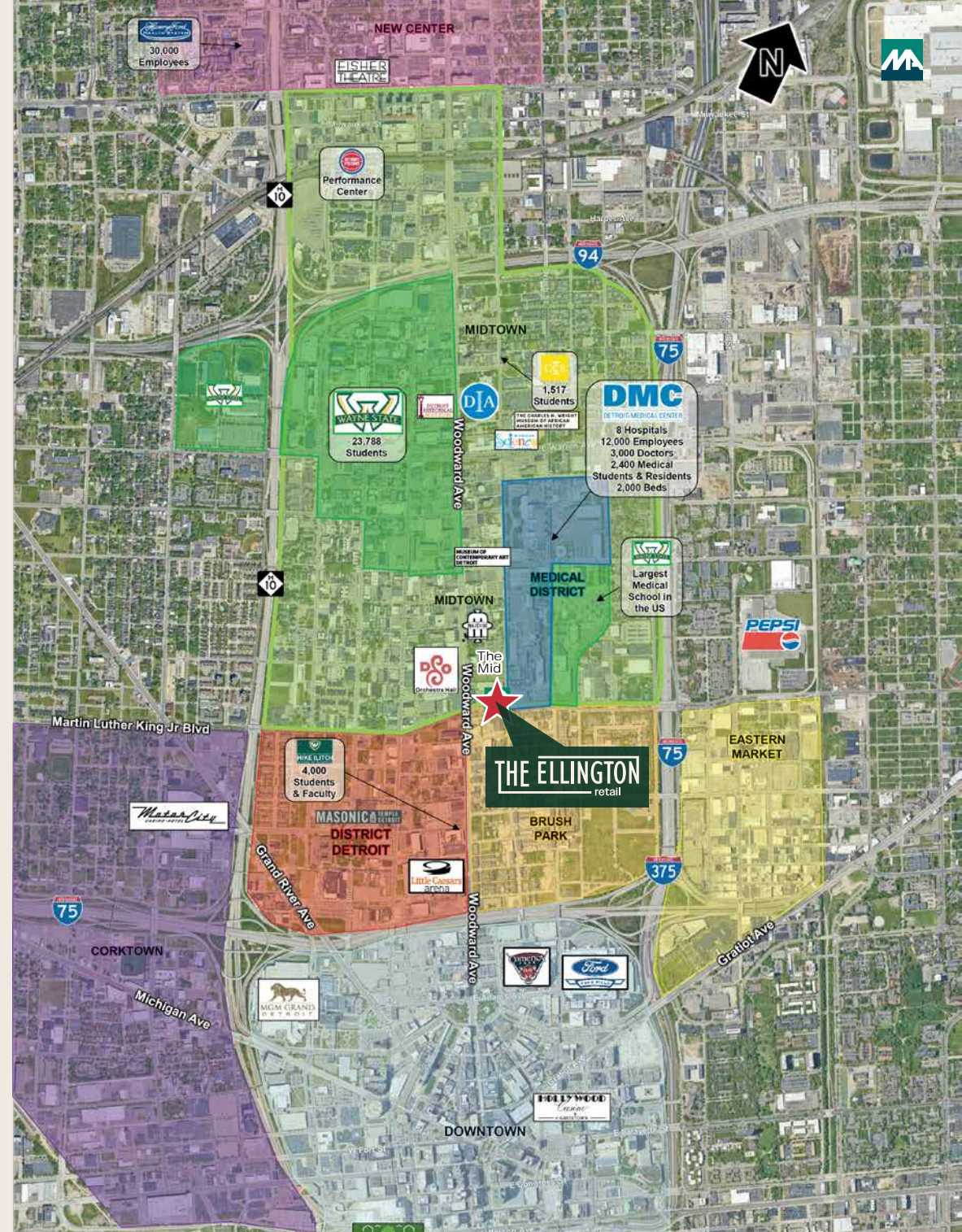
Woodward Avenue (M-1) - 22,200 VPD



**QLINE**  
MLK / MACK Station

# LOCATION & MARKET

- The Ellington is located in the heart of the Midtown District – Detroit, Michigan. Detroit’s Midtown District is located 2 miles north of the downtown central business district. The neighborhood is home to Detroit’s top medical campuses, major arts & culture establishments, leading educational institutions, and a dynamic mix of small businesses.
- The shopping center sits on a highly visible corner with frontage on Woodward Avenue, Detroit’s main thoroughfare, with direct on-site access to the QLine. Woodward Avenue is host to a dynamic trade area comprised of medical, education, and entertainment aspects including major destinations such as The Detroit Medical Center, Children’s Hospital of Michigan, The John D. Dingell VA Medical Center, Wayne State University – Main Campus, Wayne State University – School of Medicine, Wayne State University – School of Pharmacy, and three professional sports stadiums; Ford Field (Detroit Lions), Little Caesars Arena (Detroit Pistons and Red Wings) and Comerica Park (Detroit Tigers).
- The strong presence of educational and medical facilities in Midtown provides the neighborhood with a large, and talented employment base. Three major employers – Wayne State University (24,000+ students and 8,600 employees), Detroit Medical Center (12,000+ employees), and Henry Ford Hospital (32,000 employees), are each located with proximity to The Ellington Retail.





- The neighborhood’s cultural significance is evident along Woodward Avenue, with world-class offerings that include The Detroit Institute of Arts, The Detroit Historical Museum, The Charles H. Wright Museum of African American History, and the Michigan Science Center. The Detroit Institute of Art was recognized in 2024 as the nation’s best art museum by USA Today. Entertainment venues also populate the area, with world-famous Orchestra Hall, The Cube, The Majestic Theater, Fox theatre, The Fillmore, and Detroit Opera House, all within walking distance of The Ellington Retail.
- Midtown draws residents and visitors alike to some of Detroit’s most popular dining options such as Selden Standard, Grey Ghost, The Block, HopCat, and The Eagle as well as long-standing Detroit classics that include The Whitney and Motor City Brewing Works. With proximity to the city’s sport teams, Midtown features a high density of sports bars available to fans, including Harry’s Detroit, The Mixing Board, Second Best, and The PointsBet Sports Bar, located in the Little Caesars Arena.
- The historic Cass Corridor is located one block west of The Ellington Retail. Situated along Cass Avenue, the namesake Cass Corridor has a history that dates back to the late 19th century, known as one of Detroit’s most affluent area’s at the time, home to sprawling Victorian-style mansions. Mansions were turned into treatment facilities during the great depression and an art district in the 1960’s/70’s given the strong student population from Wayne State University, The College for Creative Studies, and The Detroit Institute of Arts. Today, the corridor is home to a swath of restaurants, old and new, including The Statler, The Lone Goat, Basan Detroit, Symposia, Effin Egg, and Vecino. Cass Technical High School, Detroit’s largest high school, is also located in the corridor, with a total enrollment of 2,395 students. New development in the area includes a four-story senior living facility at 440 Martin Luther King Jr. Blvd, set to provide 49 additional apartment units to the growing corridor.
- Midtown Detroit is surrounded by freeway systems I-75 (Fisher Freeway) to the south, I-75 (Walter P. Chrysler Freeway) to the east, and I-94 (E Edsel Ford Freeway) to the north. These highway systems allow direct access to Downtown Detroit and the 620,000 residents in the surrounding 200 neighborhoods of Detroit.
- The Ellington Retail is less than one mile from four interchanges between I-75, I-94, and MI-10, three of the most travelled roadways in the city. Woodward Avenue serves as an interior route for the highway systems, offering access to Midtown via off ramps to the north (I-94) and south (I-75).



- Since 2010, the population within a 1.5-mile radius of the subject offering has grown by 22% and is expected to grow an additional 3% by 2029. This growth comes from intense multi-family residential development in the Midtown area, including Six55 Willis (36 apartments) built in 2023, The Freelon at Sugar Hill (68 apartments) built in 2022, The Residences at City Modern (400 total units comprised of apartments, townhomes, and single-family homes) built in 2022, Fourth and Selden (26 condominiums) built in 2021, and The Scott at Brush Park (199 apartments) built in 2017. Additional residential projects along Woodward Avenue are currently under construction, estimated to increase the number of households in a one-mile radius by 6% over the next five years. Midtown’s residential rental occupancy is currently at an exceptional 94%.
- The following table summarizes the demographic profile of Midtown and surrounding neighborhoods of downtown Detroit, where the daytime population is more than double the resident population.

DEMOGRAPHIC PROFILE			
DISTANCE FROM SUBJECT:	0.5 MILES	1 MILE	1.5 MILES
2024 Population	7,709	21,479	40,457
Forecasted 2029 Population	7,994	21,969	41,570
% Change 2024 to 2029	3.7%	2.3%	2.8%
2024 Households	4,222	10,987	22,344
Forecasted 2029 Households	4,478	11,603	23,437
% Change 2024 to 2029	6.1%	5.6%	4.9%
2024 Median Home Value	\$453,636	\$399,440	\$324,165
2024 Daytime Demographics	21,427	55,516	136,685
2024 Average Household Income	\$54,052	\$57,622	\$66,282
2024 Median Household Income	\$25,500	\$28,662	\$38,497
2024 Per Capita Income	\$30,411	\$30,173	\$37,637
2024 Median Age	33.7	31.5	33.7



**Comerica Park**

- Detroit Tigers
- 3.2M visits per year

Placer.ai

WINDSOR, CANADA

**HUDSONS**  
DETROIT

**GM**  
FUTURE  
International  
HQ

**HUNTINGTON**  
PLACE

**DTE**  
HQ

meijer

DETROIT RIVER U.S. - Canada Border

**BlueCross**  
**BlueShield**

**Huntington**  
TOWER

**Global**  
HQ

**MGM GRAND**  
DETROIT

**FULL**  
**INTERCHANGE**

375 75

119,000 VPD

**AC**  
HOTELS

Opening  
Q2 - 2025  
(156 rooms)

**WAYNE STATE**  
UNIVERSITY  
Mike Ilitch  
School of  
Business

**Little Caesars**  
arena

- Detroit Pistons & Redwings
- 3 million visits per year

Placer.ai

**Ford**  
FORD FIELD

- Detroit Lions
- 2.5M visits per year

Placer.ai

**THE SCOTT**  
**AT BRUSH PARK**

VIP Nails & Spa  
Empire  
Sugar  
Citizens Bank

75 I-75 (63,800 VPD)

**WOODWARD WEST**  
(204 apartments)

**SUGARINGNYC**  
ORGANIC HAIRING & LASH STUDIO

**LUXE REDUX**  
Spa

**THE EAGLE**

**CASS TECHNICAL**  
**HIGH SCHOOL**  
(2,395 students)

**FUTURE DEVELOPMENT SITE**  
**THE CITY CLUB APARTMENTS**

- (344 apartments)
- \$100 million Mixed-Use Development
- Ground floor retail space

**ORCHESTRA PLACE**

**TREK**  
**Comerica**  
**Real Estate One**

**DETROIT SCHOOL OF ARTS & FORD**  
**THEATRE FOR PERFORMING ARTS**  
(500 students)

MACK AVENUE (16,000 VPD)

JOHN R STREET (10,300 VPD)

WOODWARD AVENUE (22,200 VPD)

CASS AVENUE

**WAYNE STATE**  
UNIVERSITY  
College  
of Pharmacy

**DETROIT**  
**SYMPHONY**  
**ORCHESTRA**

3909 WOODWARD

**flagstar**  
xfinitymobile COMCAST

**CHILDREN'S HOSPITAL OF DETROIT**

- 227 beds
- #2 ranked Children's Hospital in Michigan

**FUTURE DEVELOPMENT SITE**  
**THE MID DETROIT**

- (225- room hotel)
- (240 apartments and condominiums)
- \$377 million Mixed-Use Development

**THE ELLINGTON**  
retail

**WHOLE FOODS**  
MARKET

**BANK OF AMERICA**

**pure barre** **FedEx Office**  
Print & Ship Center

**DMC** HARPER UNIVERSITY  
DETROIT MEDICAL CENTER HOSPITAL (400 beds)



# PROPERTY DESCRIPTION

- The Ellington consists of 34,431 square feet of retail space, comprised of 12,585 square feet of ground floor retail (constructed in 2006) and a 21,846 square foot freestanding Whole Foods (constructed in 2013). The subject offering is situated on 3.29 acres of land. The offering also includes the leasehold interest of 254 parking spaces in the adjacent 954-space Wayne State University parking structure, which are leased to retail and residential tenants and used for event parking.
- Whole Foods has 20 reserved parking spaces within the adjacent structure, and access to 187 spaces for overflow parking. Their parking agreement runs concurrently with their retail lease. The Ellington Lofts leases 58 spaces in the parking structure, with an agreement running through 2052. Additional spaces in the structure are leased by FedEx Office (11 spaces), Qargo Coffee (5 spaces), and Great Expressions Dental (5 spaces).
- The subject property features ample parking with 335 parking spaces (9.5 spaces per 1,000 SF) when including spaces in the parking structure reserved by retail tenants and 127 spaces (3.6 per 1,000 SF) excluding the spaces in the parking structure reserved by retail tenants. The large parking field is a rarity in a dense urban area such as Detroit.
- The subject offering benefits from a built-in customer base, with 55 residential units in The Ellington Lofts located directly above the retail portion of the offering.



## TENANCY

- The Ellington Retail is 100% leased to a solid line-up of national tenants including Whole Foods, Bank of America, Chase Bank ATM, FedEx Office, Great Expressions Dental, Pure Barre, and Qargo Coffee.
- The Whole Foods at The Ellington Retail is the grocer's only location in Detroit, with the nearest competing store located 15 miles to the north in the northern suburb of Birmingham. Additionally, the location is the #1 ranked Whole Foods in the state of Michigan based on visits per square foot, according to Placer.Ai. Visits to the location have continued to grow annually, with an 11% increase in foot traffic since 2023 and a 17% increase since 2022.
- The subject offering has experienced incredible leasing velocity in 2023 and 2024, with Qargo Coffee and Pure Barre each signing new 10-year leases in 2023. Bank of America renewed their lease for 5 years in 2024 and FedEx Office and Great Expressions Dental each renewed their leases for 5 years in 2023.
- 91% of the tenant line-up based on square footage has been operating at the shopping center for more than 10 years and Bank of America has been operating at The Ellington Retail since construction in 2006.



**UNIVERSITY PREPARATORY ACADEMY** (571 students)

**MACCABEES BUILDING**  
CHASE  
Michigan First CREDIT UNION  
WAYNE STATE UNIVERSITY

**HQ AMERICAN AXLE & MANUFACTURING**

**HENRY FORD HEALTH + MICHIGAN STATE UNIVERSITY**  
Health Sciences  
Future of Health **DEVELOPMENT**

Henry Ford HEALTH SYSTEM  
(877 beds)

**FISHER BUILDING**

**CADILLAC PALACE THEATRE**

**PARK SHELTON SHOPS**  
kw KELLER WILLIAMS  
CHARTREUSE ESTATE & CO. REALTORS  
State Farm

**HAMTRAMCK**

**GM FACTORY ZERO**

**FULL INTERCHANGE**  
10 94  
(193,800 VPD)

**I-94 (130,000 VPD)**

**FULL INTERCHANGE**  
75 94  
(216,300 VPD)

**UNIVERSITY FOODS**

WAYNE STATE UNIVERSITY

WAYNE STATE UNIVERSITY  
Medical Center

**M-10 (86,300 VPD)**

**STUDIO ONE**  
Walgreens AT&T  
BLICK art materials The UPS Store

**DIA** DETROIT INSTITUTE OF ARTS

**FOOD PRIDE MARKET**

WAYNE STATE UNIVERSITY  
School of Medicine

**LEXUS VELODROME**

**FUTURE DEVELOPMENT SITE THE MID DETROIT**  
• (225-room hotel)  
• (240 apartments and condominiums)  
• \$377 million Mixed-Use Development

**DMC HARPER UNIVERSITY HOSPITAL** (400 beds)  
DETROIT MEDICAL CENTER

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**3909 WOODWARD**  
flagstar  
xfinitymobile COMCAST

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**WOODWARD WEST** (204 apartments)

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TREK Real Estate One  
Comerica

**THE ELLINGTON** retail  
WHOLE FOODS MARKET  
BANK OF AMERICA  
pure barre FedEx Office Print & Ship Center

**BENJAMIN CARSON HIGH SCHOOL OF SCIENCE AND MEDICINE** (206 students)

**SUGARINGNYC** ORGANIC WAXING & LASH STUDIO  
LUXE REDUX  
THE EAGLE  
THE EAGLE

**AC HOTELS**  
Opening Q2 - 2025 (156 rooms)

**THE SCOTT AT BRUSH PARK**  
VIP Nails & Spa  
Empire  
FOR THE LOVE OF SUGAR  
Citizens Bank

*For further information contact owner's exclusive representatives.*

**THE ELLINGTON**  
retail



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