

# LAKEWOOD PLACE - RARE SERVICE ORIENTED RETAIL OFFERING

Lakewood, Ohio

OFFERING MEMORANDUM



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Goodman Real Estate Services Group is the Northern Ohio partner of ChainLinks Retail Advisors, the nation's leading retail-focused real estate services and commercial property brokerage organization.

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# INVESTMENT SUMMARY



## PROPERTY

## LAKWOOD PLACE SHOPPING CENTER

### ADDRESS

15000-15016 Detroit Avenue  
Lakewood, Ohio 4410

### PROPERTY TYPE

Market Dominant Service-Oriented Strip Center

### SUBTYPE

Internet Resistant

### TENANTS

**Restaurant:** Potbelly, Dave's Hot Chicken, Beyond Juicery, Battr

**Health and Beauty:** Cycle Fly, Great Clips

**Medical:** Lakewood Optical

### MARKET

Cleveland, Ohio MSA

### POPULATION

2,058,844

### YEAR RENOVATED

2007 – Complete Renovation to Studs

### BUILDING SIZE

14,568 Square Feet

### LAND SIZE

0.54 Acres

### 3 MILE POPULATION

118,662

### 3 MILE AVG HH INCOME

\$76,464

### PERCENT LEASED

100%

### NET OPERATING INCOME (IN-PLACE)

\$411,040

### UNDERWRITTEN NOI (INCLUDES 5% VACANCY)

\$384,075

### CAP RATE

7%



# INVESTMENT HIGHLIGHTS

Unique Opportunity to Acquire a Retail Strip in Lakewood, Ohio

Over 100,000 People in 3 Miles with Average HH Income \$76,464

New Tenants Include Potbelly, Dave's Hot Chicken, Beyond Juicery

Average Term Remaining is 6.5 Years with Staggered Option Dates

**Rare Offering**

**Incredible Demographics**

**Internet Proof Retail**

**Advantageous Leases**

## INVESTMENT HIGHLIGHTS

**Conservative Underwriting**

**High Traffic**

**Heavy Retail Area**

**Newer Construction**

Actual NOI is \$27,242 HIGHER Than Underwritten NOI, Providing Immediate Bonus Cash Flow

Over 12,000 Daily Vehicles on Detroit Road Directly in Front of the Property

Surrounded by Starbucks, Chipotle, Panera, Marc's Grocery, Cleveland Clinic

Building Underwent Complete Redevelopment in 2007

# PROPERTY DESCRIPTION



## PROPERTY DESCRIPTION

For sale to qualified investors is a rare opportunity to acquire a service-oriented, internet proof strip center located in Lakewood, Ohio. The property is located on Detroit Road across the street from The Cleveland Clinic, Marc's Grocery, Starbucks and Chipotle, in one of the most dynamic retail and residential markets in all of Ohio. One of the most densely-populated, high-income markets in the state, there are over 100,000 people living within only 3 miles of the property earning average household incomes over \$75,000. Due to the highly-educated, dense population base also in close proximity to downtown Cleveland, Lakewood is home to numerous national, regional, and local retailers, and features the highest concentration of restaurants in Northeast Ohio. The building itself was completely remodeled in 2007 including roof, mechanical, facades, parking, and more. It is situated in the center of this market and shares the signalized entrance to Marc's Grocery, one of the only traditional retail centers in the area. The property has an excellent tenant mix including Great Clips, Potbelly, Dave's Hot Chicken, Cycle Fly, Beyond Juice, Lakewood Optical, and newest tenant, Battr. Featuring long-term triple net leases with service-oriented tenants and staggered lease terms, the property is poised to provide the investor with stable cash flow for years to come.

## LAKEWOOD, OHIO

The City of Lakewood, Ohio, is a western suburb of Cleveland along the shores of Lake Erie and with quick 10-minute access to downtown Cleveland. Nearly 52,000 people live within the 5.53 square mile community, making one of the densest population bases in all of Ohio. Lakewood's economy is large, diverse, and local. It is made up of primarily small businesses that are agile and thriving, and is supplemented by the most dynamic restaurant scene in Cleveland. Lakewood's largest collective employers are small businesses – 75% of the 12,000 workers in Lakewood are employed by small businesses. 100 small businesses have either opened or gone through a major renovation in the last 4 years. Additionally, since 2008, Lakewood has seen a total private commercial investment of upwards of \$100 Million.

## CLEVELAND, OHIO

Cleveland is a major city in the U.S. state of Ohio and the county seat of Cuyahoga County. Greater Cleveland is ranked as the 32nd largest metropolitan area in the U.S., with 2,055,612 people. The city is located on the southern shore of Lake Erie and was founded in 1796 near the mouth of the Cuyahoga River. It became a manufacturing center due to its location on both the river and lake shore, as well as being connected to numerous canals and railroad lines. As Cleveland continues to evolve and grow, the economy relies on diversified sectors such as manufacturing, financial services, healthcare, entertainment and biotechnology. Over the last 5 years, Cleveland has added over \$5 billion worth of new construction, including 1,500 hotel rooms, converting 1 million square feet of commercial space into 3,300 residential units and added 350,000 square feet of prime office space. The city is home to some of the best hospitals in the U.S., including The Cleveland Clinic, University Hospital and MetroHealth. Additionally, the city is home to Playhouse Square, the second largest performing arts center in the U.S. behind New York City's Lincoln Center.



# PROPERTY PHOTOS



# PROPERTY PHOTOS



# PROPERTY PHOTOS



# PROPERTY PHOTOS



# PROPERTY PHOTOS



# PROPERTY PHOTOS



# PARCEL MAP

**PARCEL #**  
312-14-116



# SITE PLAN



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# NOI BUDGET

## VALUATION SUMMARY | 2025 PROFORMA

### INCOME

Actual Occupancy: 100%

### BASE RENTAL INCOME

Projection: 95%

TENANT	SIZE (SF)	ANNUAL RENT	RENT PSF
PotBelly	1,826	\$60,258.00	\$33.00
Dave's Hot Chicken	3,461	\$103,830.00	\$30.00
Dave's Storage	1,500	\$9,000.00	\$6.00
Beyond Juicery	1,800	\$49,050.00	\$27.25
Cycle Fly	1,975	\$58,350.00	\$29.54
Great Clips	1,146	\$38,391.00	\$33.50
Lakewood Optical	1,178	\$36,518.00	\$31.00
Battr	1,682	\$52,983.00	\$31.50
<b>Total</b>	<b>14,568</b>	<b>\$408,380.00</b>	<b>\$27.72</b>
<b>GLA For CAM</b>	<b>13,068</b>		

### REIMBURSED EXPENSES

**2025**

Property Taxes	\$55,655.00
Insurance	\$5,348.00
Common Area Maintenance	\$50,199.00
Management	\$13,232.19
Admin	\$6,472.13
<b>Total</b>	<b>\$130,906.32</b>

<b>Gross Rent</b>	<b>\$408,380.00</b>
<b>Expense Reimbursements</b>	<b>\$130,906.32</b>
<b>Less 5% Vacancy Factor</b>	<b>\$26,964.32</b>
<b>Year 1 Effective Gross Income</b>	<b>\$512,322.01</b>

OPERATING EXPENSES	2025 PROJECTION
Maintenance and Repairs	\$3,790.00
Snow Removal	\$7,980.00
Garbage and Pest Control	\$25,988.00
Utilities	\$12,441.00
Insurance	\$5,348.00
Property Tax	\$55,655.00
Management (3% EGI)	\$15,587.46
Reserves (\$0.10 PSF)	\$1,456.80
<b>Total</b>	<b>\$128,246.26</b>
<b>Year 1 Effective Gross Income</b>	<b>\$512,322.01</b>
<b>Less Expenses</b>	<b>\$128,246.26</b>
<b>Net Operating Income</b>	<b>\$384,075.75</b>
<b>Pricing at 7% Cap Rate</b>	<b>\$5,487,000.00</b>

# RENT ROLL

TENANT NAME	SQUARE FEET	PRO RATA	LEASE TERM		RENTAL RATES		PSF	RECOVERY TYPE	COMMENTS/OPTIONS
			BEGIN	END	BEGIN	ANNUALLY			
Potbelly Sandwich Shop	1,826	13.97%	7-25-2024	11-30-2034	12-1-2024	\$60,258.00	\$33.00	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, management, and 15% admin on CAM.
					12-1-2029	\$66,283.80	\$36.30		Options: Two 5-year options to extend, to be exercised at least 180 days prior to lease expiration.
					Options: Years 11-15 Years 16-20	\$72,912.18 \$80,203.40	\$39.93 \$43.92		HVAC Repairs and Replacement: Tenant's responsibility
Dave's Hot Chicken	3,461	24.68%	7-21-2021	2-28-2032	Current 3-1-2027	\$103,830.00 \$114,213.00	\$30.00 \$33.00	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, management, and 10% admin on CAM.
					Options: 3-1-2032 3-1-2037	\$125,634.30 \$138,197.73	\$36.30 \$39.93		Options: Two 5-year options to extend, to be exercised 180 days prior to lease expiration.
									HVAC Repairs and Replacement: Tenant's responsibility
Basement Area	1,500	NA	4-1-2023	2-28-2032	Current	\$9,000.00	\$6.00	Gross/NA	Basement space: Tenant leases on a gross basis, not part of shopping center GLA.
Beyond Juicery	1,800	13.77%	2-5-2021	10-31-2031	Current 11-1-2026	\$49,050.00 \$53,955.00	\$27.25 \$29.98	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, and 12.5% admin on CAM.
					Options: 11-1-2031 11-1-2036	\$59,350.50 \$65,285.55	\$32.97 \$36.27		Options: Two 5-year options to extend, to be exercised 180 days prior to lease expiration.
									HVAC Repairs and Replacement: Tenant's responsibility
Cycle Fly	1,975	15.11%	9-30-2020	9-30-2030	Current	\$58,350.00	\$29.54	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, management, and 15% admin on CAM.
					Options: 10-1-2030	\$64,185.00	\$32.50		Options: One 5-year option to extend with annual rental increases as shown, to be exercised at least 180 days prior to lease expiration.
									HVAC Repairs and Replacement: Tenant's responsibility
Great Clips	1,146	8.77%	11-1-2007	10-31-2029	11-1-2024	\$38,391.00	\$33.50	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, management, and 10% admin on CAM.
									Options: None
									HVAC Repairs and Replacement: Tenant's responsibility

# RENT ROLL

TENANT NAME	SQUARE FEET	PRO RATA	LEASE TERM		RENTAL RATES		PSF	RECOVERY TYPE	COMMENTS/OPTIONS
			BEGIN	END	BEGIN	ANNUALLY			
Lakewood Optical	1,178	9.01%	1-2-2024	1-31-2029	Current	\$36,518.00	\$31.00	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, management and 15% admin on CAM.
					Options: 2-1-2029	\$40,169.80	\$34.10		Options: One 5-year options to extend, to be at least 180 days prior to the end of the term.  HVAC Repairs and Replacement: Tenant responsibility
Battr	1,682	12.87%	6-9-2025	6-30-2031	9-10-2025	\$52,983.00	\$31.50	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, management, and 15% admin on CAM.
					Year 3	\$54,042.66	\$32.13		Options: One 5-year option to extend with at least 180 days notice.  HVAC Repairs and Replacement: Tenant responsibility
					Year 5	\$55,123.51	\$32.77		
					Options: Year 7	\$56,225.98	\$33.43		
					Year 9	\$57,350.50	\$34.09		
					Year 11	\$58,497.51	\$34.78		

# TENANT INFORMATION



## [WWW.POTBELLY.COM](http://WWW.POTBELLY.COM)

Potbelly Sandwich Works, known as "Potbelly," is one of the most recognizable American sandwich shops, and, as of 2023, reported annual revenue of \$451 Million. In 1971, Peter Hastings started an antique store, Hindsight, in the Lincoln Park neighborhood of Chicago. The store had an old potbelly stove, which Hastings began using to make toasted sandwiches to serve to shoppers. In 1977, the Hindsight store was retooled into a restaurant, Potbelly Sandwich Works. In 1996, Bryant Keil purchased the original store and eventually expanded Potbelly to over 300 stores in several states and the District of Columbia. In August 2013, Potbelly filed an initial public offering with US regulators to raise up to \$75 million. Shares in the company began trading on the NASDAQ Stock Market on October 4, 2013. The market cap shortly after the IPO was approximately \$650,000,000. Currently there are 427 Potbelly locations in the United States, the vast majority of which (90%) are corporate stores.

## DAVE'S HOT CHICKEN®

## [WWW.DAVESHOTCHICKEN.COM](http://WWW.DAVESHOTCHICKEN.COM)

Headquartered in Pasadena, California, Dave's Hot Chicken is an American fast casual restaurant chain specializing in Nashville-style hot chicken. Founded in Los Angeles with a single restaurant in 2017, the chain has rapidly expanded to over 100 locations in 4 countries by 2024. The original location consisted of nothing more than a small street food stand with a portable fryer, a few picnic tables, and a limited menu, and was located in a parking lot in the East Hollywood neighborhood of Los Angeles. Initially the stand sold only one item: a hot chicken combo plate. Following a feature on the food blog Eater Los Angeles the stand's popularity grew substantially, with lines that reportedly at times stretched an entire block. Dave's Hot Chicken has a number of celebrity investors including rapper and actor Drake, actor Samuel L. Jackson, former First Lady of California Maria Shriver, athlete and TV personality Michael Strahan and Boston Red Sox owner Tom Werner.



## [WWW.LAKEWOODOPTICAL.COM](http://WWW.LAKEWOODOPTICAL.COM)

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# TENANT INFORMATION

## BEYOND JUICERY + EATERY

### [WWW.BEYONDJUICERYEATERY.COM](http://WWW.BEYONDJUICERYEATERY.COM)

Beyond Juicery + Eatery is a Michigan-based food, snack, smoothie, and healthy eats concept created in Michigan in 2005. Today, the company touts 47 stores throughout Michigan, Ohio, and Florida, with further growth in the pipeline. In the early 2000's, life-time restauranteurs Mijo Alanis and Pam Vivio began to notice a shocking new trend: while working in Pam's family restaurant, they watched as people traded in their cheeseburgers and french fries for salads and fresh produce. Mijo and Pam were among the first to test the concept in the Michigan market. In 2005, they opened the very first Beyond Juicery + Eatery location in Birmingham, Michigan, delighting its customers with a focus on healthy and fresh ingredients that tasted Beyond good. With the goal to spread their concept across the country, Mijo and Pam jumped at the opportunity to franchise the concept as calls and emails kept coming in from would-be investors. Only a few years later, the concept would feature dozens of stores in multiple states with countless opportunities for future growth.



### [WWW.BATTRSWEETS.COM](http://WWW.BATTRSWEETS.COM)

Battr is Lakewood's soon-to-be newest specialty drink and hand-crafted dessert restaurant and will be the second location for the well-known shop. Battr is committed to handcrafted quality, using the finest ingredients to create chef-inspired twists on both classic favorites and bold new flavors. Their menu features freshly made bubble waffles, handheld crepes, creamy gelato, and expertly crafted espresso drinks, offering a dessert experience that's both innovative and indulgent. The company blends traditional dessert elements from around the world, crafting unique flavor combinations that make every bite unforgettable. As passionate members of the Cleveland food scene, the owners love the city's vibrant energy and diverse culinary landscape. Recognizing a need for fast, high-quality desserts, they created Battr to bring something fresh, exciting, and handcrafted to the city they love.

## cycle fly

### [WWW.CYCLE-FLY.COM](http://WWW.CYCLE-FLY.COM)

Founded in 2020 by Melina Millerleile, Cycle Fly's core mission is that a great workout should lift you up and leave you stronger. The company chose the center of Lakewood for its home due to the density, diversity, and youth of the surrounding neighborhoods. The staff and team of Cycle Fly strive to deliver not only an excellent 45 minute workout, but a transformative & inclusive experience that allows patrons to be their best. They offer strong rides for those trying to reach their next cycling and workout goals, and also those looking to find release along with the beat in a dimly lit studio. Cyclers can expect a great workout along with leaving with a stronger connection to themselves and their community.

## Great Clips®

### [WWW.GREATCLIPS.COM](http://WWW.GREATCLIPS.COM)

Great Clips is a hair salon chain with over 4,100 locations across the United States and Canada. It is headquartered in Bloomington, Minnesota, a suburb of Minneapolis. It last reported system wide revenue of \$1.03 Billion. The first Great Clips salon opened under the name Super Clips near the University of Minnesota campus on September 22, 1982. Great Clips salons specialized in no-frills, low-priced haircuts and found immediate success with their first three salons, which opened over a span of three months. In early 1983, founders Steve Lemmon and David Rubenzer sought out a third partner, Ray Barton, to lead Great Clips' expansion and franchising. The first franchised Great Clips salon opened for business on July 16, 1983, in Brooklyn Center, MN. The company grew from 150 franchised salons in 1988 to 1,000 by 1997. The 2,500th salon was opened in 2006. The first franchisees, Mary Lou Barton (Ray Barton's wife) and Marylu and Roger Ledebuhr are still Great Clips franchisees today.

# PROPERTY AERIAL

LOOKING EAST 

## LAKWOOD PLACE



LAKWOOD  
OPTICAL

**Battr**

Great Clips®

cycle fly

Boon's PIZZA

MELT  
bar & grilled

FIRST FEDERAL  
LAKEWOOD,  
OPERATIONS CENTER

Deagan's  
KITCHEN & BAR

Rozi's  
WINE HOUSE

Aladdin's  
GEIGERS  
SINCE 1932

FIRST FEDERAL  
LAKEWOOD

THE TEA  
LAB

THE VEGAN  
DONUT  
COMPANY

ALBERT  
EINSTEIN  
ACADEMY

DETROIT AVE

12,658 VPD (24)



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FRESH JUICES & SMOOTHIES



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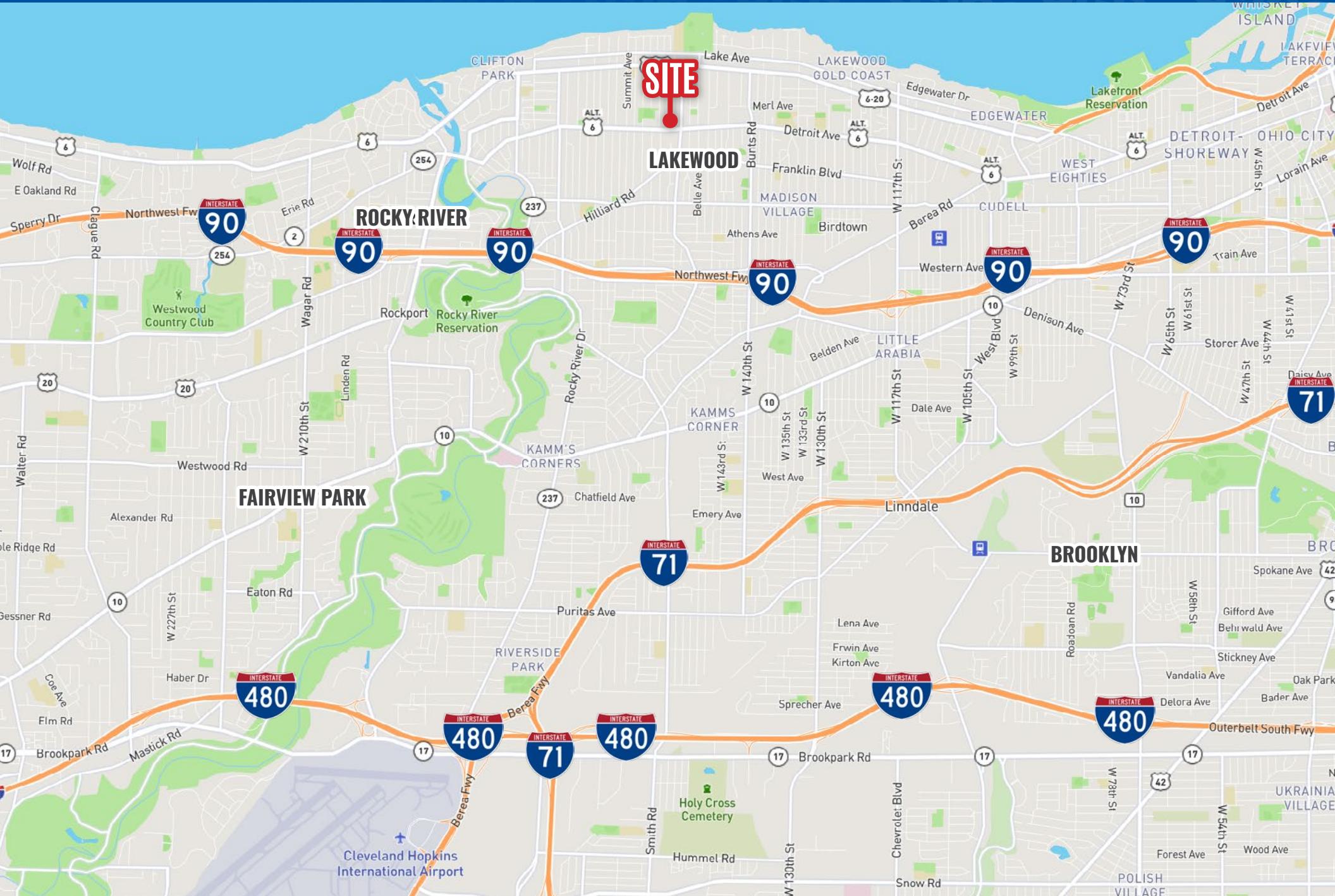
TROPICAL  
XPRESS  
FRESH JUICES & SMOOTHIES



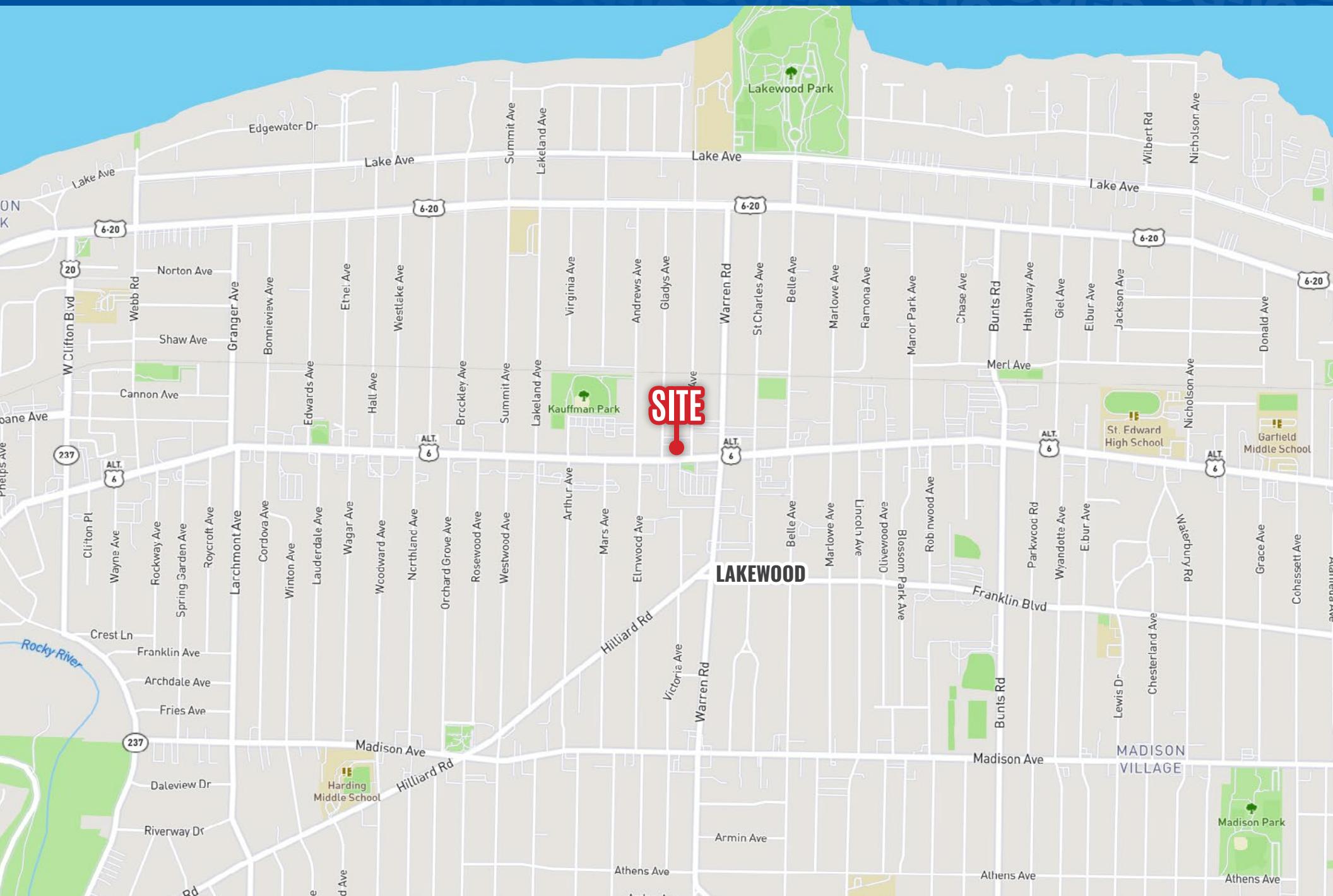
# MARKET AERIAL



# REGIONAL MAP



# LOCAL MAP



# DEMOGRAPHICS

## POPULATION

	1 MILE	3 MILE	5 MILE	7 MILE
<b>Current Year Estimated Population</b>	26,342	118,662	226,307	382,066
<b>5 Year Projected Population</b>	25,261	114,424	222,027	380,080
<b>2020 Census Population</b>	27,307	120,703	229,441	383,247

## HOUSEHOLDS

	1 MILE	3 MILE	5 MILE	7 MILE
<b>Current Year Estimated Households</b>	12,749	56,888	104,335	174,509
<b>5 Year Projected Households</b>	12,219	54,822	102,545	174,952
<b>2020 Census Households</b>	13,177	57,991	105,522	174,466

## AGE

	1 MILE	3 MILE	5 MILE	7 MILE
<b>Est. Population Under 10 Years</b>	11.6%	11.5%	11.6%	11.5%
<b>Est. Population 10-19</b>	9.1%	10.3%	10.9%	10.6%
<b>Est. Population 20-30</b>	13.7%	13.0%	12.7%	13.3%
<b>Est. Population 30-44</b>	28.7%	25.0%	23.6%	23.1%
<b>Est. Population 45-59</b>	15.9%	17.7%	17.8%	17.6%
<b>Est. Population 60-74</b>	14.9%	16.3%	16.8%	17.1%
<b>Est. Population 75 Years or Over</b>	6.0%	6.2%	6.6%	6.8%

## 5 MILE RADIUS DEMOGRAPHICS



**226,307**  
Population



**39**  
Median Age



**2.15**  
Avg. HH Size

## AVERAGE HOUSEHOLD INCOME

1 Mile	<b>\$102,441</b>
3 Mile	<b>\$87,128</b>
5 Mile	<b>\$82,319</b>

## INCOME

	1 MILE	3 MILE	5 MILE	7 MILE
<b>Est. HH Inc \$200,000 or more</b>	5.2%	4.8%	4.8%	4.4%
<b>Est. HH Inc \$150,000 to \$199,999</b>	9.1%	5.9%	5.3%	5.6%
<b>Est. HH Inc \$100,000 to \$149,999</b>	16.3%	12.9%	12.1%	12.7%
<b>Est. HH Inc \$75,000 to \$99,999</b>	11.5%	11.1%	11.3%	12.1%
<b>Est. HH Inc \$50,000 to 74,999</b>	19.5%	19.4%	18.0%	18.4%
<b>Est. HH Inc \$35,000 to \$49,999</b>	13.4%	13.2%	13.9%	13.4%
<b>Est. HH Inc \$25,000 to \$34,999</b>	8.1%	10.1%	10.3%	10.0%
<b>Est. HH Inc \$15,000 to \$24,999</b>	9.1%	10.5%	11.0%	10.6%
<b>Est. HH Inc Under \$15,000</b>	7.8%	12.0%	13.3%	12.9%
<b>Est. Average Household Income</b>	\$85,243	\$76,464	\$75,053	\$75,029
<b>Est. Median Household Income</b>	\$63,528	\$54,766	\$51,946	\$53,995
<b>Est. Per Capita Income</b>	\$41,255	\$36,658	\$34,602	\$34,270

