

# For Sale/Lease

760 Pilot House Drive  
Oyster Point Business Park  
Newport News, Virginia



**FOR ADDITIONAL INFORMATION, PLEASE CONTACT:**

**Campana Waltz Commercial Real Estate West**

**Ron A. Campana, Jr.**

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Williamsburg, Virginia 23185

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**Campana**  
Waltz WEST  
Commercial Real Estate

**FOR SALE / LEASE**  
**760 Pilot House Drive**  
**Oyster Point Business Park**  
**Newport News, Virginia**

**Location:** 760 Pilot House Drive  
Newport News, Virginia 23606

**Description:** 10,640 Foot Office Building which is centrally located. The Property exemplifies a modern designed interior and exterior and features mezzanine levels with front view and operable windows.

The Property is centrally located in Oyster Point Business Park, in Newport News, Virginia. Newport News is the largest city on the Hampton Roads Peninsula positioned along I-64 between the Richmond Metro Area and the cities of Virginia Beach and Norfolk.

**Building Size:** Approximately 10,640 Square Feet

**Sales Price:** **\$1,550,000.00** (\$145.68/ Square Foot)

**Projected NOI:** **6.2%**

**Lease Rate:** **\$15.00 / Square Foot** (Rental rate is inclusive of Utilities, Condominium Fees, and Real Estate Taxes).

**Available Suites:** **Suite B: 1,745 SF**

**Parking:** Ample

**Built:** 2003

**Land Acreage:** 1.31

**Zoning:** C-4 Oyster Point Business District. Multiple allowable uses by right.

**General Information:**

- Rare opportunity
- Well established area

**Also included:**

- Floor Plan
- Site Plan
- Additional Pictures
- Aerial Maps
- Location Map
- Demographic Information

**For Additional Information, Please Contact:**



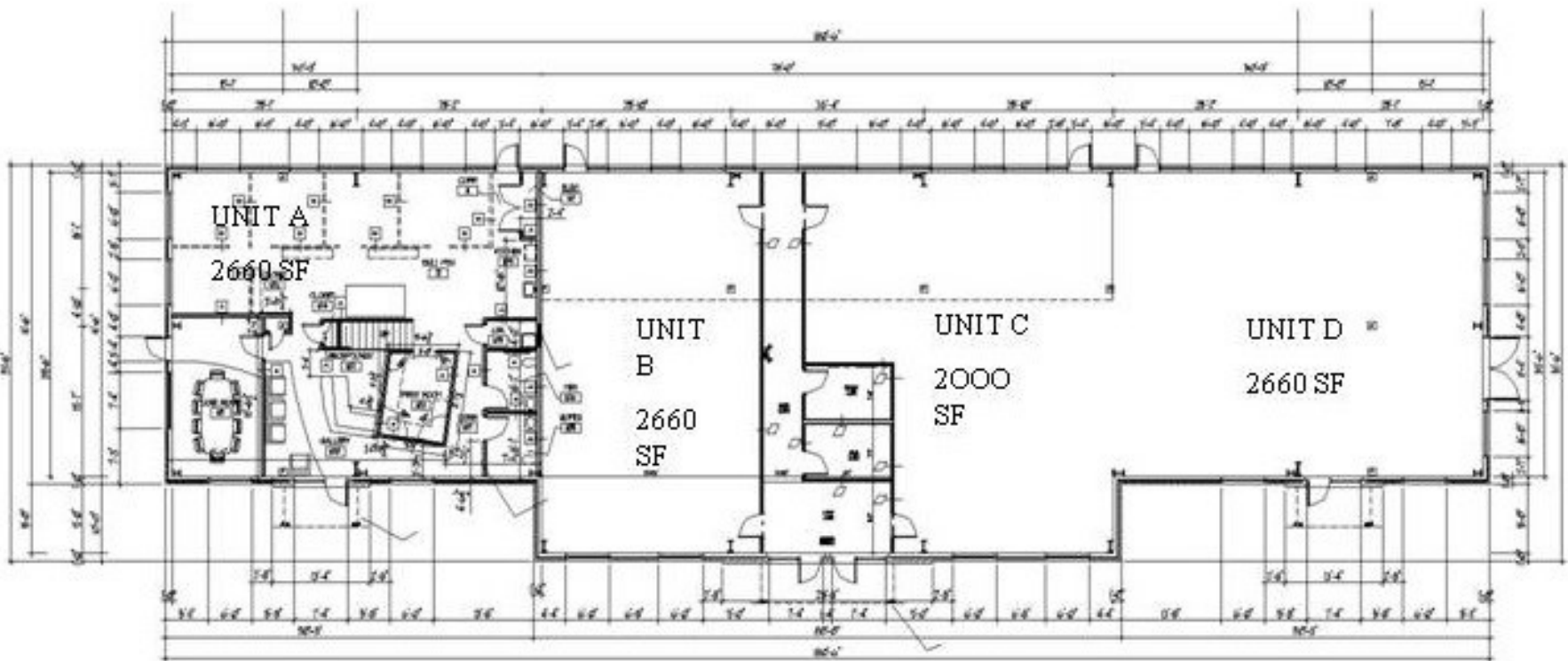
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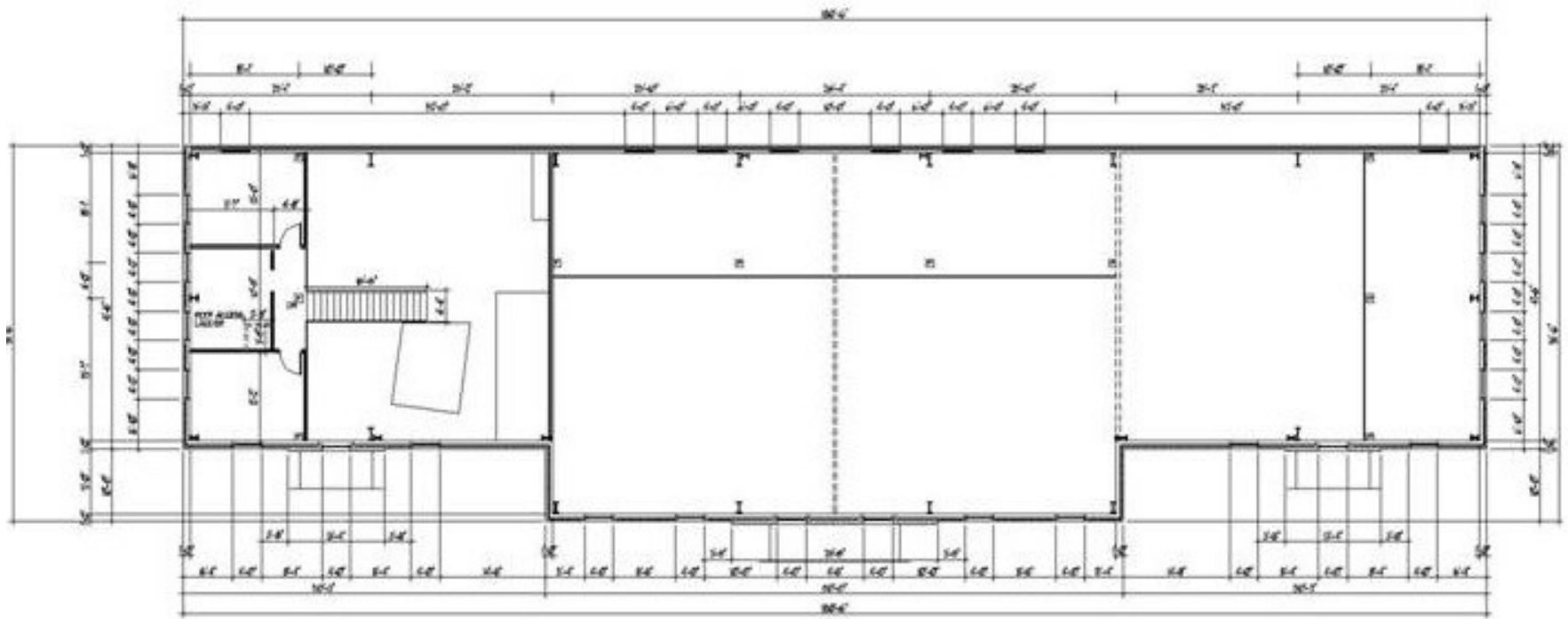
760 Pilot House Drive  
Newport News, Virginia



First Floor Plan  
Not to scale.  
For illustration purposes only.

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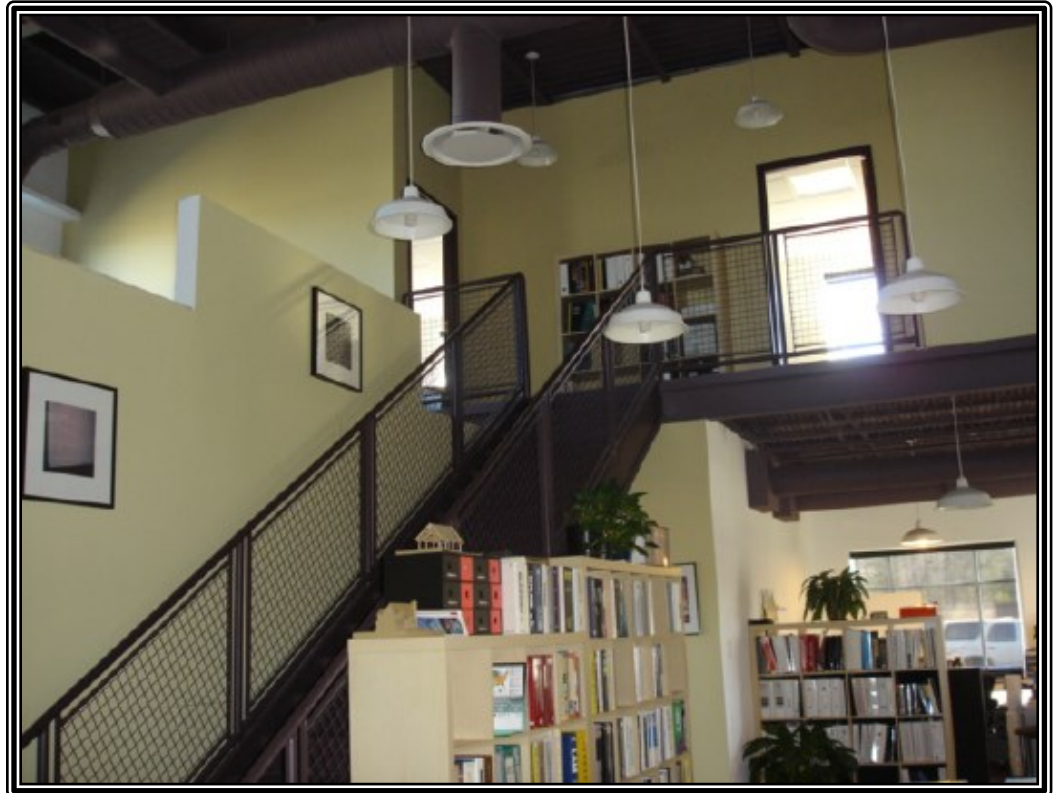
760 Pilot House Drive  
Newport News, Virginia



Second Floor Plan  
Not to scale.  
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# 760 Pilot House Drive Newport News, Virginia



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# 760 Pilot House Drive, Newport News, Virginia



## OVER SITE PLAN

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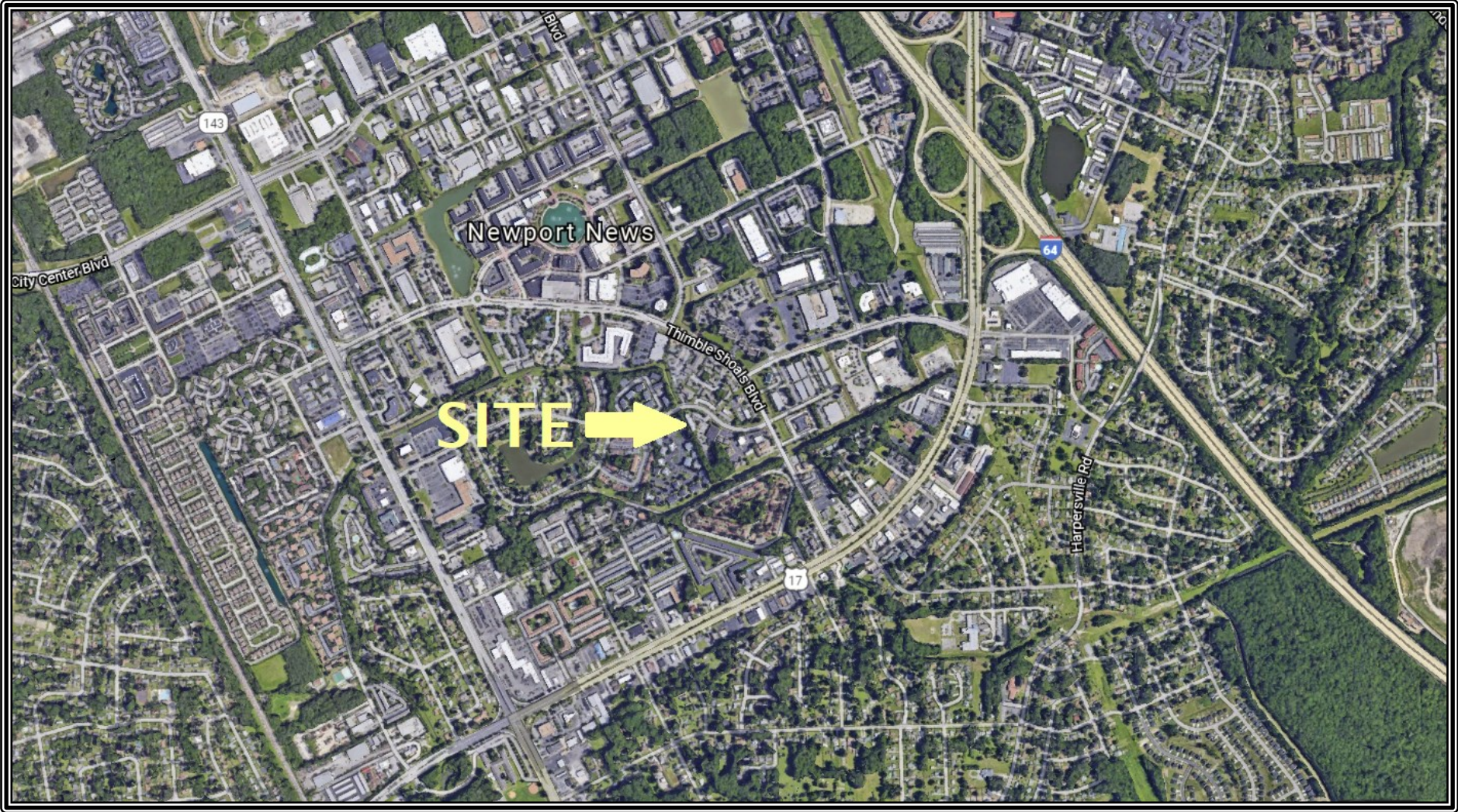


## 760 Pilot House Drive, Newport News, Virginia



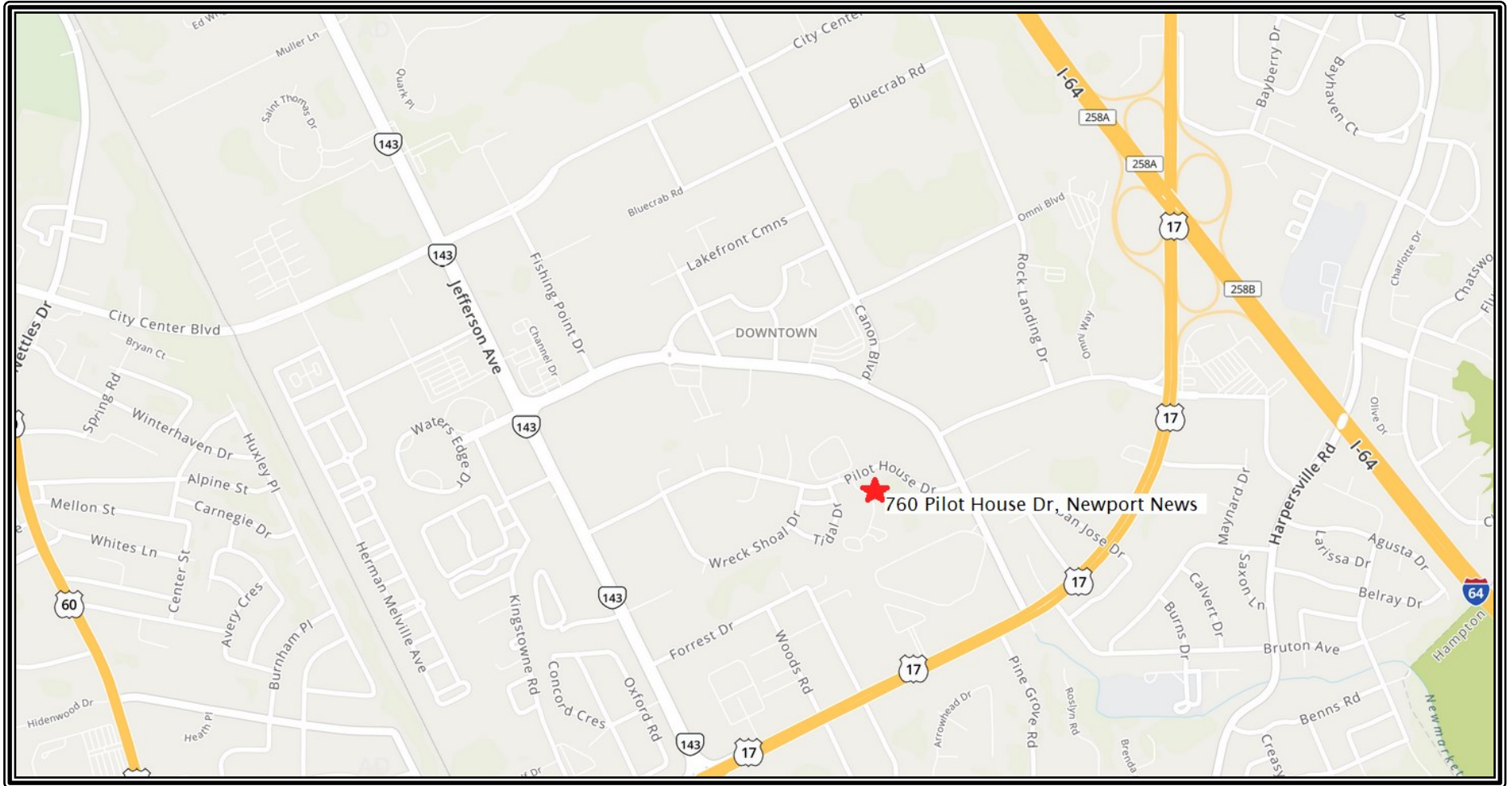
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760 Pilot House Drive  
Newport News, Virginia



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# 760 Pilot House Drive, Newport News, Virginia



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# 760 Pilot House Drive Newport News, Virginia



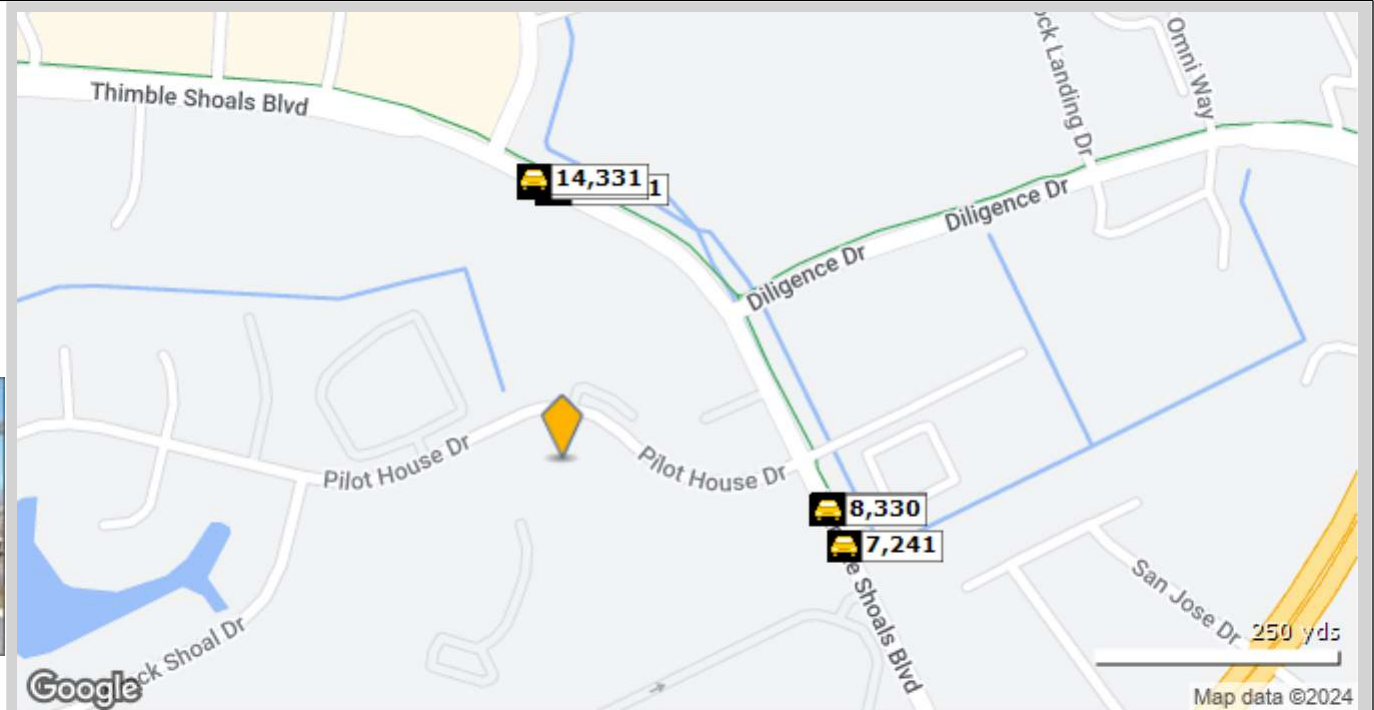
The property is outlined in blue.  
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# Traffic Count Report

760 Pilot House Dr, Newport News, VA 23606

Building Type: **Class B Office**  
 Class: **B**  
 RBA: **10,640 SF**  
 Typical Floor: **5,320 SF**  
 Total Available: **1,745 SF**  
 % Leased: **100%**  
 Rent/SF/Yr: **\$15.00**



	Street	Cross Street	Cross Str Dist	Count Year	Avg Daily Volume	Volume Type	Miles from Subject Prop
1	Thimble Shoals Blvd	Pilot House Dr	0.03 NW	2018	7,666	MPSI	.16
2	Thimble Shoals Blvd	Pilot House Dr	0.03 NW	2022	8,103	MPSI	.16
3	Thimble Shoals Blvd	Canon Blvd	0.04 NW	2022	14,292	MPSI	.16
4	Thimble Shoals Blvd	Pilot House Dr	0.03 NW	2020	8,330	MPSI	.16
5	Thimble Shoals Blvd	Canon Blvd	0.04 NW	2018	15,791	MPSI	.16
6	Thimble Shoals Blvd	Canon Blvd	0.04 NW	2020	14,761	MPSI	.16
7	Thimble Shoals Blvd	Canon Blvd	0.03 NW	2022	16,332	MPSI	.17
8	Thimble Shoals Blvd	Canon Blvd	0.03 NW	2020	16,743	MPSI	.17
9	Thimble Shoals Blvd	Canon Blvd	0.03 NW	2018	14,331	MPSI	.17
10	Thimble Shoals Blvd	Pilot House Dr	0.06 NW	2018	7,241	MPSI	.18

# Demographic Trend Report

1 Mile Radius

760 Pilot House Dr, Newport News, VA 23606

Building Type: **Class B Office**      Total Available: **1,745 SF**  
 Class: **B**      % Leased: **100%**  
 RBA: **10,640 SF**      Rent/SF/Yr: **\$15.00**  
 Typical Floor: **5,320 SF**



Description	2010	2023	2028
<b>Population</b>	<b>9,857</b>	<b>10,773</b>	<b>11,189</b>
Age 0 - 4	715 7.25%	773 7.18%	730 6.52%
Age 5 - 9	497 5.04%	740 6.87%	754 6.74%
Age 10 - 14	434 4.40%	646 6.00%	724 6.47%
Age 15 - 19	479 4.86%	600 5.57%	665 5.94%
Age 20 - 24	1,213 12.31%	661 6.14%	645 5.76%
Age 25 - 29	1,303 13.22%	814 7.56%	708 6.33%
Age 30 - 34	850 8.62%	974 9.04%	832 7.44%
Age 35 - 39	602 6.11%	966 8.97%	930 8.31%
Age 40 - 44	558 5.66%	817 7.58%	913 8.16%
Age 45 - 49	635 6.44%	625 5.80%	793 7.09%
Age 50 - 54	566 5.74%	550 5.11%	654 5.85%
Age 55 - 59	475 4.82%	567 5.26%	577 5.16%
Age 60 - 64	353 3.58%	561 5.21%	550 4.92%
Age 65 - 69	287 2.91%	470 4.36%	507 4.53%
Age 70 - 74	246 2.50%	366 3.40%	426 3.81%
Age 75 - 79	210 2.13%	264 2.45%	322 2.88%
Age 80 - 84	183 1.86%	177 1.64%	220 1.97%
Age 85+	251 2.55%	201 1.87%	240 2.14%
<b>Age 15+</b>	<b>8,211 83.30%</b>	<b>8,613 79.95%</b>	<b>8,982 80.28%</b>
<b>Age 20+</b>	<b>7,732 78.44%</b>	<b>8,013 74.38%</b>	<b>8,317 74.33%</b>
<b>Age 65+</b>	<b>1,177 11.94%</b>	<b>1,478 13.72%</b>	<b>1,715 15.33%</b>
<b>Median Age</b>	<b>32</b>	<b>36</b>	<b>38</b>
<b>Average Age</b>	<b>35.70</b>	<b>37.00</b>	<b>38.10</b>
<b>Population By Race</b>	<b>9,857</b>	<b>10,773</b>	<b>11,189</b>
White	5,932 60.18%	6,062 56.27%	6,298 56.29%
Black	3,140 31.86%	3,681 34.17%	3,824 34.18%
Am. Indian & Alaskan	59 0.60%	71 0.66%	72 0.64%
Asian	302 3.06%	412 3.82%	427 3.82%
Hawaiian & Pacific Islander	44 0.45%	68 0.63%	73 0.65%
Other	370 3.75%	480 4.46%	496 4.43%

# Demographic Trend Report

1 Mile Radius

760 Pilot House Dr, Newport News, VA 23606

Description	2010	2023	2028
<b>Population by Race (Hispanic)</b>	<b>1,199</b>	<b>1,672</b>	<b>1,734</b>
White	814 67.89%	1,146 68.54%	1,185 68.34%
Black	248 20.68%	319 19.08%	332 19.15%
Am. Indian & Alaskan	29 2.42%	41 2.45%	42 2.42%
Asian	11 0.92%	14 0.84%	15 0.87%
Hawaiian & Pacific Islander	31 2.59%	54 3.23%	59 3.40%
Other	66 5.50%	98 5.86%	101 5.82%
<b>Household by Household Income</b>	<b>4,540</b>	<b>5,030</b>	<b>5,251</b>
<\$25,000	1,018 22.42%	1,157 23.00%	1,224 23.31%
\$25,000 - \$50,000	1,450 31.94%	1,370 27.24%	1,403 26.72%
\$50,000 - \$75,000	978 21.54%	1,229 24.43%	1,297 24.70%
\$75,000 - \$100,000	674 14.85%	545 10.83%	554 10.55%
\$100,000 - \$125,000	184 4.05%	402 7.99%	435 8.28%
\$125,000 - \$150,000	113 2.49%	103 2.05%	106 2.02%
\$150,000 - \$200,000	59 1.30%	159 3.16%	169 3.22%
\$200,000+	64 1.41%	65 1.29%	63 1.20%
<b>Average Household Income</b>	<b>\$55,773</b>	<b>\$59,439</b>	<b>\$59,306</b>
<b>Median Household Income</b>	<b>\$46,806</b>	<b>\$49,868</b>	<b>\$49,983</b>

# Demographic Summary Report

760 Pilot House Dr, Newport News, VA 23606

Building Type: **Class B Office**      Total Available: **1,745 SF**  
 Class: **B**      % Leased: **100%**  
 RBA: **10,640 SF**      Rent/SF/Yr: **\$15.00**  
 Typical Floor: **5,320 SF**



Radius	1 Mile	3 Mile	5 Mile
<b>Population</b>			
2028 Projection	11,189	89,539	182,579
2023 Estimate	10,773	87,027	177,850
2010 Census	9,857	83,578	172,770
Growth 2023 - 2028	3.86%	2.89%	2.66%
Growth 2010 - 2023	9.29%	4.13%	2.94%
<b>2023 Population by Hispanic Origin</b>	1,672	8,060	15,496
<b>2023 Population</b>	10,773	87,027	177,850
White	6,062 56.27%	53,884 61.92%	101,117 56.86%
Black	3,681 34.17%	24,295 27.92%	59,204 33.29%
Am. Indian & Alaskan	71 0.66%	469 0.54%	990 0.56%
Asian	412 3.82%	4,125 4.74%	7,963 4.48%
Hawaiian & Pacific Island	68 0.63%	231 0.27%	393 0.22%
Other	480 4.46%	4,024 4.62%	8,182 4.60%
U.S. Armed Forces	358	2,932	6,016
<b>Households</b>			
2028 Projection	5,252	35,532	73,461
2023 Estimate	5,030	34,444	71,411
2010 Census	4,540	33,130	69,522
Growth 2023 - 2028	4.41%	3.16%	2.87%
Growth 2010 - 2023	10.79%	3.97%	2.72%
Owner Occupied	1,603 31.87%	18,918 54.92%	39,631 55.50%
Renter Occupied	3,428 68.15%	15,525 45.07%	31,780 44.50%
<b>2023 Households by HH Income</b>	5,030	34,444	71,411
Income: <\$25,000	1,157 23.00%	5,168 15.00%	11,432 16.01%
Income: \$25,000 - \$50,000	1,370 27.24%	7,142 20.74%	14,412 20.18%
Income: \$50,000 - \$75,000	1,229 24.43%	6,812 19.78%	14,183 19.86%
Income: \$75,000 - \$100,000	545 10.83%	5,421 15.74%	10,743 15.04%
Income: \$100,000 - \$125,000	402 7.99%	3,598 10.45%	7,089 9.93%
Income: \$125,000 - \$150,000	103 2.05%	2,267 6.58%	4,480 6.27%
Income: \$150,000 - \$200,000	159 3.16%	2,066 6.00%	4,468 6.26%
Income: \$200,000+	65 1.29%	1,970 5.72%	4,604 6.45%
<b>2023 Avg Household Income</b>	\$59,439	\$85,213	\$86,283
<b>2023 Med Household Income</b>	\$49,868	\$68,137	\$67,296



# Demographic Market Comparison Report

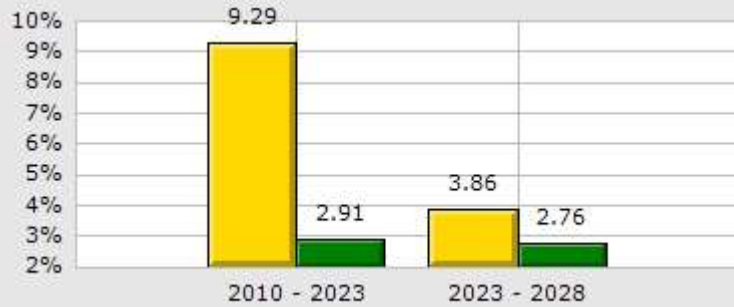
1 mile radius

760 Pilot House Dr, Newport News, VA 23606

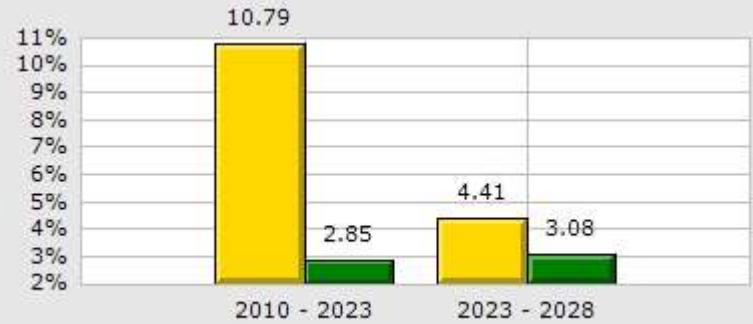
Type: **Class B Office**  
 County: **Newport News**

■ 1 Mile  
■ County

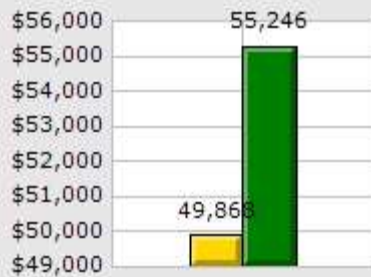
## Population Growth



## Household Growth



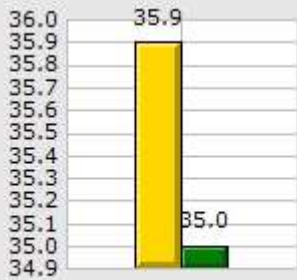
## 2023 Med Household Inc



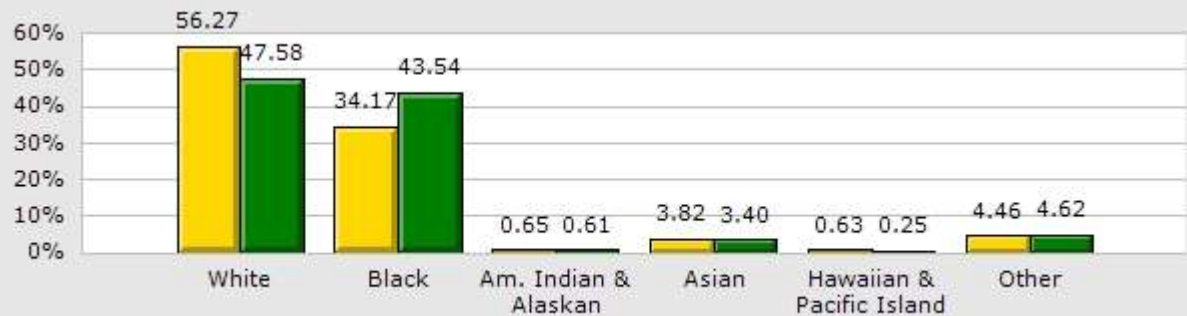
## 2023 Households by Household Income



## 2023 Median Age



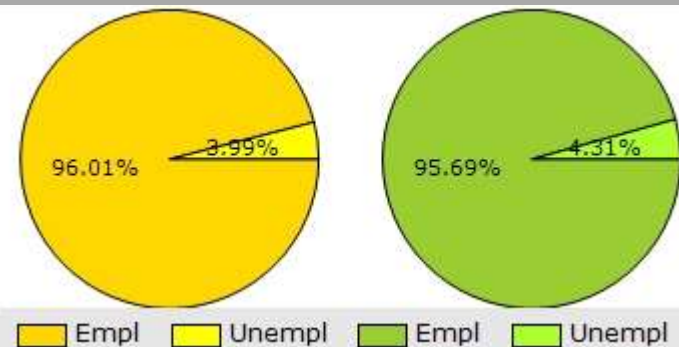
## 2023 Population by Race



## 2023 Renter vs. Owner



## 2023 Employed vs. Unemployed



# Demographic Market Comparison Report

1 mile radius

760 Pilot House Dr, Newport News, VA 23606

Type: **Class B Office**  
 County: **Newport News**

	1 Mile		County	
<b>Population Growth</b>				
Growth 2010 - 2023	9.29%		2.91%	
Growth 2023 - 2028	3.86%		2.76%	
Empl	5,507	96.01%	86,999	95.69%
Unempl	229	3.99%	3,921	4.31%
<b>2023 Population by Race</b>				
	<b>10,773</b>		<b>185,970</b>	
White	6,062	56.27%	88,479	47.58%
Black	3,681	34.17%	80,977	43.54%
Am. Indian & Alaskan	70	0.65%	1,136	0.61%
Asian	412	3.82%	6,330	3.40%
Hawaiian & Pacific Island	68	0.63%	462	0.25%
Other	480	4.46%	8,586	4.62%
<b>Household Growth</b>				
Growth 2010 - 2023	10.79%		2.85%	
Growth 2023 - 2028	4.41%		3.08%	
Renter Occupied	3,428	68.14%	36,323	49.98%
Owner Occupied	1,603	31.86%	36,358	50.02%
<b>2023 Households by Household Income</b>				
	<b>5,030</b>		<b>72,681</b>	
Income <\$25K	1,157	23.00%	16,044	22.07%
Income \$25K - \$50K	1,370	27.24%	17,061	23.47%
Income \$50K - \$75K	1,229	24.43%	14,765	20.31%
Income \$75K - \$100K	545	10.83%	9,354	12.87%
Income \$100K - \$125K	402	7.99%	6,546	9.01%
Income \$125K - \$150K	103	2.05%	3,110	4.28%
Income \$150K - \$200K	159	3.16%	3,314	4.56%
Income \$200K+	65	1.29%	2,487	3.42%
2023 Med Household Inc	\$49,868		\$55,246	
2023 Median Age	35.90		35.00	

# Demographic Detail Report

760 Pilot House Dr, Newport News, VA 23606

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2023 Estimate	10,773	87,027	177,850
2010 Census	9,857	83,578	172,770
Growth 2023 - 2028	3.86%	2.89%	2.66%
Growth 2010 - 2023	9.29%	4.13%	2.94%
<b>2023 Population by Age</b>			
	<b>10,773</b>	<b>87,027</b>	<b>177,850</b>
Age 0 - 4	773 7.18%	5,833 6.70%	11,611 6.53%
Age 5 - 9	740 6.87%	5,685 6.53%	11,403 6.41%
Age 10 - 14	646 6.00%	5,408 6.21%	11,045 6.21%
Age 15 - 19	600 5.57%	5,481 6.30%	11,299 6.35%
Age 20 - 24	661 6.14%	6,153 7.07%	12,558 7.06%
Age 25 - 29	814 7.56%	6,661 7.65%	13,285 7.47%
Age 30 - 34	974 9.04%	6,853 7.87%	13,565 7.63%
Age 35 - 39	966 8.97%	6,461 7.42%	12,874 7.24%
Age 40 - 44	817 7.58%	5,617 6.45%	11,335 6.37%
Age 45 - 49	625 5.80%	4,668 5.36%	9,547 5.37%
Age 50 - 54	550 5.11%	4,544 5.22%	9,419 5.30%
Age 55 - 59	567 5.26%	5,041 5.79%	10,574 5.95%
Age 60 - 64	561 5.21%	5,192 5.97%	10,923 6.14%
Age 65 - 69	470 4.36%	4,468 5.13%	9,399 5.28%
Age 70 - 74	366 3.40%	3,490 4.01%	7,373 4.15%
Age 75 - 79	264 2.45%	2,439 2.80%	5,192 2.92%
Age 80 - 84	177 1.64%	1,552 1.78%	3,312 1.86%
Age 85+	201 1.87%	1,482 1.70%	3,137 1.76%
Age 65+	1,478 13.72%	13,431 15.43%	28,413 15.98%
<b>Median Age</b>	<b>35.90</b>	<b>36.10</b>	<b>36.60</b>
<b>Average Age</b>	<b>37.00</b>	<b>37.70</b>	<b>38.10</b>

# Demographic Detail Report

760 Pilot House Dr, Newport News, VA 23606						
Radius	1 Mile		3 Mile		5 Mile	
<b>2023 Population By Race</b>	<b>10,773</b>		<b>87,027</b>		<b>177,850</b>	
White	6,062	56.27%	53,884	61.92%	101,117	56.86%
Black	3,681	34.17%	24,295	27.92%	59,204	33.29%
Am. Indian & Alaskan	71	0.66%	469	0.54%	990	0.56%
Asian	412	3.82%	4,125	4.74%	7,963	4.48%
Hawaiian & Pacific Island	68	0.63%	231	0.27%	393	0.22%
Other	480	4.46%	4,024	4.62%	8,182	4.60%
<b>Population by Hispanic Origin</b>	<b>10,773</b>		<b>87,027</b>		<b>177,850</b>	
Non-Hispanic Origin	9,101	84.48%	78,967	90.74%	162,355	91.29%
Hispanic Origin	1,672	15.52%	8,060	9.26%	15,495	8.71%
<b>2023 Median Age, Male</b>	<b>35.20</b>		<b>34.80</b>		<b>35.10</b>	
<b>2023 Average Age, Male</b>	<b>35.80</b>		<b>36.50</b>		<b>36.90</b>	
<b>2023 Median Age, Female</b>	<b>36.70</b>		<b>37.40</b>		<b>38.10</b>	
<b>2023 Average Age, Female</b>	<b>38.10</b>		<b>38.90</b>		<b>39.40</b>	
<b>2023 Population by Occupation Classification</b>	<b>8,493</b>		<b>69,001</b>		<b>141,520</b>	
Civilian Employed	5,507	64.84%	42,494	61.58%	86,342	61.01%
Civilian Unemployed	229	2.70%	1,583	2.29%	3,374	2.38%
Civilian Non-Labor Force	2,412	28.40%	22,138	32.08%	46,049	32.54%
Armed Forces	345	4.06%	2,786	4.04%	5,755	4.07%
<b>Households by Marital Status</b>						
Married	1,557		15,944		32,232	
Married No Children	1,003		9,049		18,708	
Married w/Children	554		6,895		13,524	
<b>2023 Population by Education</b>	<b>7,948</b>		<b>62,453</b>		<b>127,640</b>	
Some High School, No Diploma	648	8.15%	4,109	6.58%	8,820	6.91%
High School Grad (Incl Equivalency)	2,020	25.42%	13,782	22.07%	29,631	23.21%
Some College, No Degree	2,643	33.25%	19,324	30.94%	40,358	31.62%
Associate Degree	594	7.47%	3,984	6.38%	7,704	6.04%
Bachelor Degree	1,158	14.57%	11,753	18.82%	23,301	18.26%
Advanced Degree	885	11.13%	9,501	15.21%	17,826	13.97%

## Demographic Detail Report

760 Pilot House Dr, Newport News, VA 23606						
Radius	1 Mile		3 Mile		5 Mile	
<b>2023 Population by Occupation</b>	<b>10,213</b>		<b>79,104</b>		<b>161,496</b>	
Real Estate & Finance	186	1.82%	2,156	2.73%	4,177	2.59%
Professional & Management	2,672	26.16%	22,968	29.04%	45,311	28.06%
Public Administration	462	4.52%	4,355	5.51%	8,679	5.37%
Education & Health	1,439	14.09%	10,372	13.11%	20,179	12.50%
Services	978	9.58%	6,736	8.52%	13,815	8.55%
Information	132	1.29%	882	1.11%	1,271	0.79%
Sales	1,325	12.97%	9,380	11.86%	18,603	11.52%
Transportation	104	1.02%	375	0.47%	1,226	0.76%
Retail	641	6.28%	4,192	5.30%	8,689	5.38%
Wholesale	80	0.78%	925	1.17%	1,851	1.15%
Manufacturing	771	7.55%	5,492	6.94%	11,695	7.24%
Production	647	6.34%	4,670	5.90%	10,599	6.56%
Construction	493	4.83%	3,445	4.36%	7,984	4.94%
Utilities	155	1.52%	1,320	1.67%	3,287	2.04%
Agriculture & Mining	0	0.00%	129	0.16%	216	0.13%
Farming, Fishing, Forestry	0	0.00%	80	0.10%	209	0.13%
Other Services	128	1.25%	1,627	2.06%	3,705	2.29%
<b>2023 Worker Travel Time to Job</b>	<b>5,534</b>		<b>43,746</b>		<b>89,261</b>	
<30 Minutes	3,970	71.74%	32,010	73.17%	64,322	72.06%
30-60 Minutes	1,358	24.54%	9,755	22.30%	20,486	22.95%
60+ Minutes	206	3.72%	1,981	4.53%	4,453	4.99%
<b>2010 Households by HH Size</b>	<b>4,540</b>		<b>33,130</b>		<b>69,521</b>	
1-Person Households	1,714	37.75%	9,398	28.37%	19,570	28.15%
2-Person Households	1,465	32.27%	10,919	32.96%	23,121	33.26%
3-Person Households	694	15.29%	5,903	17.82%	12,423	17.87%
4-Person Households	406	8.94%	4,338	13.09%	9,029	12.99%
5-Person Households	169	3.72%	1,785	5.39%	3,639	5.23%
6-Person Households	49	1.08%	544	1.64%	1,183	1.70%
7 or more Person Households	43	0.95%	243	0.73%	556	0.80%
<b>2023 Average Household Size</b>	<b>2.10</b>		<b>2.40</b>		<b>2.40</b>	
<b>Households</b>						
2028 Projection	5,252		35,532		73,461	
2023 Estimate	5,030		34,444		71,411	
2010 Census	4,540		33,130		69,522	
Growth 2023 - 2028	4.41%		3.16%		2.87%	
Growth 2010 - 2023	10.79%		3.97%		2.72%	

# Demographic Detail Report

760 Pilot House Dr, Newport News, VA 23606			
Radius	1 Mile	3 Mile	5 Mile
<b>2023 Households by HH Income</b>	<b>5,030</b>	<b>34,444</b>	<b>71,411</b>
<\$25,000	1,157 23.00%	5,168 15.00%	11,432 16.01%
\$25,000 - \$50,000	1,370 27.24%	7,142 20.74%	14,412 20.18%
\$50,000 - \$75,000	1,229 24.43%	6,812 19.78%	14,183 19.86%
\$75,000 - \$100,000	545 10.83%	5,421 15.74%	10,743 15.04%
\$100,000 - \$125,000	402 7.99%	3,598 10.45%	7,089 9.93%
\$125,000 - \$150,000	103 2.05%	2,267 6.58%	4,480 6.27%
\$150,000 - \$200,000	159 3.16%	2,066 6.00%	4,468 6.26%
\$200,000+	65 1.29%	1,970 5.72%	4,604 6.45%
<b>2023 Avg Household Income</b>	<b>\$59,439</b>	<b>\$85,213</b>	<b>\$86,283</b>
<b>2023 Med Household Income</b>	<b>\$49,868</b>	<b>\$68,137</b>	<b>\$67,296</b>
<b>2023 Occupied Housing</b>	<b>5,031</b>	<b>34,443</b>	<b>71,411</b>
Owner Occupied	1,603 31.86%	18,918 54.93%	39,631 55.50%
Renter Occupied	3,428 68.14%	15,525 45.07%	31,780 44.50%
<b>2010 Housing Units</b>	<b>5,758</b>	<b>38,123</b>	<b>78,367</b>
1 Unit	1,844 32.03%	24,506 64.28%	49,639 63.34%
2 - 4 Units	747 12.97%	2,871 7.53%	5,758 7.35%
5 - 19 Units	1,638 28.45%	6,962 18.26%	16,316 20.82%
20+ Units	1,529 26.55%	3,784 9.93%	6,654 8.49%
<b>2023 Housing Value</b>	<b>1,603</b>	<b>18,918</b>	<b>39,631</b>
<\$100,000	121 7.55%	1,085 5.74%	2,687 6.78%
\$100,000 - \$200,000	884 55.15%	5,583 29.51%	12,686 32.01%
\$200,000 - \$300,000	465 29.01%	6,613 34.96%	11,999 30.28%
\$300,000 - \$400,000	117 7.30%	3,499 18.50%	6,846 17.27%
\$400,000 - \$500,000	16 1.00%	1,502 7.94%	3,085 7.78%
\$500,000 - \$1,000,000	0 0.00%	508 2.69%	1,955 4.93%
\$1,000,000+	0 0.00%	128 0.68%	373 0.94%
<b>2023 Median Home Value</b>	<b>\$176,979</b>	<b>\$242,204</b>	<b>\$237,024</b>
<b>2023 Housing Units by Yr Built</b>	<b>5,781</b>	<b>38,895</b>	<b>80,547</b>
Built 2010+	854 14.77%	3,772 9.70%	6,717 8.34%
Built 2000 - 2010	1,024 17.71%	3,744 9.63%	8,222 10.21%
Built 1990 - 1999	523 9.05%	8,583 22.07%	15,230 18.91%
Built 1980 - 1989	1,178 20.38%	6,431 16.53%	13,734 17.05%
Built 1970 - 1979	766 13.25%	5,081 13.06%	11,903 14.78%
Built 1960 - 1969	748 12.94%	5,531 14.22%	12,559 15.59%
Built 1950 - 1959	508 8.79%	4,272 10.98%	8,304 10.31%
Built <1949	180 3.11%	1,481 3.81%	3,878 4.81%
<b>2023 Median Year Built</b>	<b>1985</b>	<b>1984</b>	<b>1982</b>

## AGENCY DISCLOSURE

In a real estate transaction, when the Agent represents the: Seller/Landlord:

then an Agent under a listing agreement with a seller acts as the agent for the seller. The listing company and all of its broker/agents, and the selling company and all of its agents as subagents of the seller, would owe their fiduciary duties to the seller. The broker and broker's agents may still provide buyer/tenants, as customers, with information about properties and available financing, may show them properties, and may assist them in preparing an offer to purchase, option or lease a particular property.

Buyer/Tenant:

then an Agent under a contract with a buyer acts as the agent for that buyer only, as a "Buyer/Broker/Agent," and the Agent is not the seller's agent, even if the Purchase Contract provides that the Seller or the Listing Broker will pay the Agent for the services rendered to the buyer/tenant. An Agent acting as the buyer's/tenant's agent must disclaim sub agency if offered and must disclose the Buyer/Tenant Broker/Agent relationship when dealing with the seller's/landlord's Agent or the Seller/Landlord. The Buyer/Tenant Broker/Agent owes its fiduciary duties to the buyer/tenant.

Buyer and Seller (Acting as a Dual Agent):

then an Agent, either acting directly or through one or more of the brokerage firm's other Agents, may be the Agent of both the buyer and the seller, but only if the scope of the agency is limited by a written agreement and only with the express knowledge and written consent of both the buyer and the seller. An Agent representing both the buyer and the seller must disclose all information regarding the agency relationship, including the limitation on the Agent's ability to represent either party fully and exclusively. The Agent must not disclose to either party, without the prior consent of the party adversely affected by the disclosure, any information obtained within the confidentiality and trust of the fiduciary relationship. As an example, the Agent must not tell the buyer that the seller will accept a price lower than the listing price, nor tell the seller that the buyer will pay a price offered, without the prior consent of the party adversely affected by the disclosure.

C & W Real Estate, LLC., d/b/a Campana Waltz Commercial Real Estate West is the \_\_\_ Listing Broker, \_\_\_ Buyer Broker, Dual Agent for the property submitted in this information package.

Acknowledged by:

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C & W Real Estate, LLC., d//b/a Campana Waltz Commercial Real Estate West