



Demographics & Economics

Population		Unemployment Rate (March 2007)	
Toledo MSA	666,000	Toledo	6.7%
Toledo Growth ¹	0.10%	Ohio	5.5%
National Growth ¹	1.30%	National	4.3%

Household Income & Value			
Per Capita Income	\$31,976	2006 Households	266,000
3-year Job Growth ²	-1.00%	Household Growth ¹	0.26%
Net Migration (2005)	-3,800	Median Home Price	\$116,200

Major Employers	
ProMedica Health Systems	
Mercy Health Partners	
Bowling Green State University	
Daimler Chrysler Corp.	
University of Toledo	

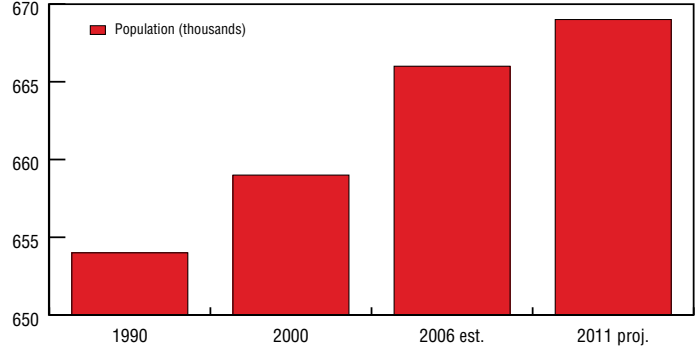
Sources: Bureau of Labor Statistics May 14, 2007 report, NAR, STDB Online, Toledo Chamber of Commerce. "Home Price Analysis Report for Toledo Region – July 2006" ©2006 NATIONAL ASSOCIATION OF REALTORS®. Used with permission. Reproduction, reprinting, or retransmission of this document in any form (electronic media included) is prohibited without written permission.
¹Projected annual growth over 5 years (2006-2011).
²Total cumulative job creation of last 3 years.

Noteworthy Transactions

	Sale Date	Sale Price	SF/Units	\$ Per SF/Unit
Office				
Fairwood Medical Office	Jan. 07	\$1,800,000	26,751	\$67
3737 W Sylvania Ave.	Mar. 07	\$21,399,751	160,000	\$134
Retail				
5060 Monroe St.	Mar. 07	\$1,600,000	7,044	\$227
5210 Monroe St.	Feb. 07	\$6,000,000	44,810	\$134
Apartment				
Olde Towne University Sq.	Feb. 07	\$31,000,000	224	\$138,393
University Hills	Feb. 07	\$10,465,000	156	\$67,083
Hotel				
2 Seagate	Mar. 07	\$7,500,000	212	\$35,377

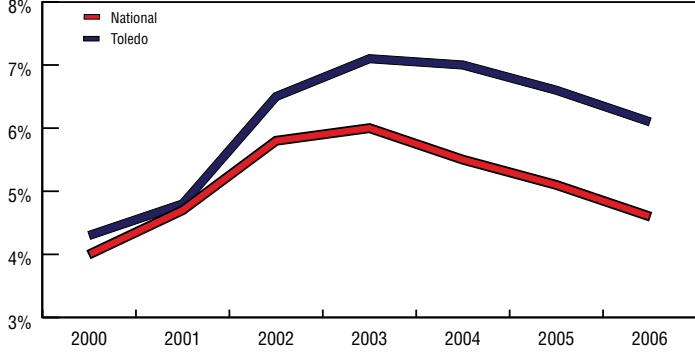
Compiled by RERC for the RERC/CCIM Investment Trends Quarterly report.

Toledo Population Growth



Source: STDB Online

Toledo Unemployment Rate



Source: Bureau of Labor Statistics

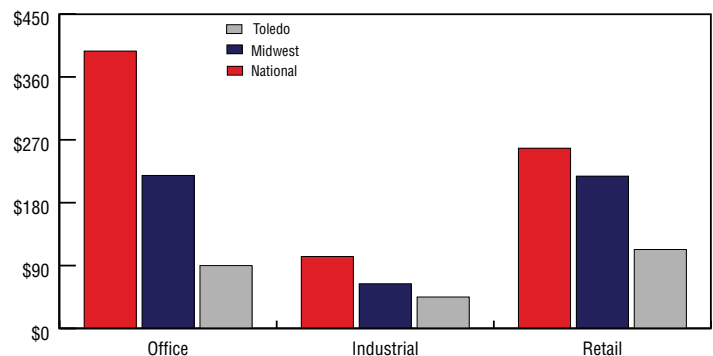
Changes from Previous Quarter	
	Office
Vacancy	↑
Inventory	↑
Asking Rents	↑
Data compiled from various sources, including RERC, Torto Wheaton Research, Grubb & Ellis, CBRE, and Marcus & Millichap.	

Toledo Transaction Breakdown (4/1/06 - 3/31/07)					
	Office	Industrial	Retail	Apartment	Hotel
< \$5 Million					
Volume (Mil)	\$23	\$16	\$38	\$36	–
Size-Weighted Avg.	\$91	\$33	\$86	\$32,061	–
Price-Weighted Avg.	\$111	\$43	\$117	\$36,261	–
Median	\$92	\$31	\$87	\$30,000	–
> \$5 Million					
Volume (Mil)	\$54	\$13	\$18	\$223	\$8
Size-Weighted Avg.	–	–	–	\$57,199	–
Price-Weighted Avg.	–	–	–	\$85,292	–
Median	–	–	–	\$52,481	–
All Transactions					
Volume (Mil)	\$77	\$29	\$56	\$259	\$8
Size-Weighted Avg.	\$69	\$38	\$89	\$51,617	–
Price-Weighted Avg.	\$90	\$45	\$113	\$78,529	–
Median	\$92	\$32	\$88	\$30,990	–
Capitalization Rates % (All Transactions)					
Weighted Average	–	–	–	9.0	–
Median	–	–	–	8.9	–
Source: RERC					

RERC's Take on the Market

- The Toledo area economy is likely to weaken further during the next few years, with recent negative job growth and a higher-than-average unemployment rate.
- Prices for commercial property among all sectors in the area are generally lower than regional and national averages. Capitalization rates for the Toledo apartment market are well above regional and national rates.
- Although prices are generally low for commercial properties in the Toledo area, investors should take note that the area economy is expected to weaken and positive returns may be difficult to come by.

RERC Price-Weighted Average Price Per SF/Unit - 1Q 2007



RERC Weighted Average Cap Rates - 1Q 2007

