

An architectural rendering of a three-story brick building with a rooftop garden. The ground floor features a storefront for 'NORTHVILLE BAR & GRILLE' with large windows and an outdoor seating area with white umbrellas. The second and third floors have smaller windows and a balcony with a glass railing and plants. A semi-transparent green and white graphic overlay is positioned in the foreground, partially obscuring the building's lower levels.

RETAIL DEMAND REPORT DOWNTOWN NORTHVILLE

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SEPTEMBER 2021

DOWNTOWN NORTHVILLE OVERVIEW

Northville is a city in Oakland and Wayne counties in the state of Michigan. The city is a distinctive community of approximately 6,000 residents located on the western edge of Metro Detroit. Incorporated as a village in 1867, it later became a city in 1955. City roads are well laid out with easy access to nearby major freeways, including I-275, M-14, I-696, and I-96. and is a short 30-minute drive to both the city of Detroit (11 miles) and Ann Arbor (17 miles).

Northville is a lively city, with a 150-year old history. It offers beautiful neighborhoods, a vibrant business district, first-rate schools and city services, historic buildings and settings, and plenty of parks and trails for relaxing, enjoying nature and staying active.

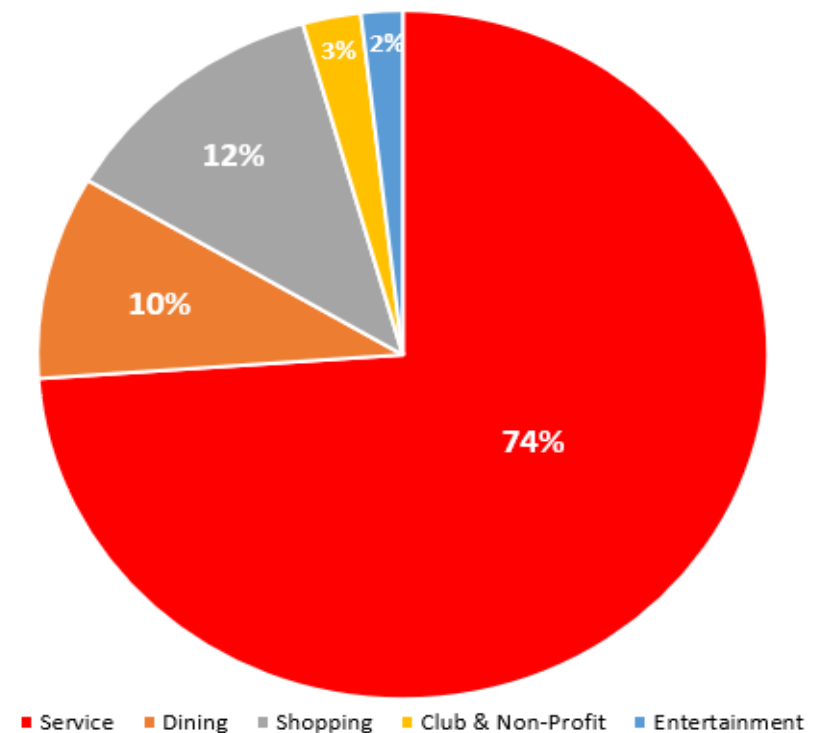
Specialty shops, art galleries, theaters, restaurants and intriguing landmarks abound in the walkable downtown. Events ranging from outdoor markets to parades and concerts draw thousands of visitors throughout the year. People gather for events and take a break at Town Square, which has free wifi, tables and chairs set up year-round, oversize games, and a stage.

The city has a great amount of green space with numerous parks and trails - many with woods, ponds, and rivers. City roads have plenty of bike lanes for leisure and serious cyclists. A marked path guides bicyclists from Northville to nearby Maybury State Park and to the 30 miles of trails that line Hines Park.

Northville also has a thriving business community with a blend of professional services, retail and cultural venues. The City's major employers are the Northville Public Schools, Kroger, and Jack Doheny Supply.

Retail Businesses	272
Retail/Mixed Use Buildings	61
Retail/Mixed Use Area (SF)	429,787 SF
Current Vacant Area (SF)	7,980
Current Occupancy	98.1%
Historical Occupancy (10 Year Avg.)	95.1%

DOWNTOWN NORTHVILLE RETAIL (BY STORE TYPE)



DOWNTOWN NORTHVILLE RETAIL DEMAND FORECAST

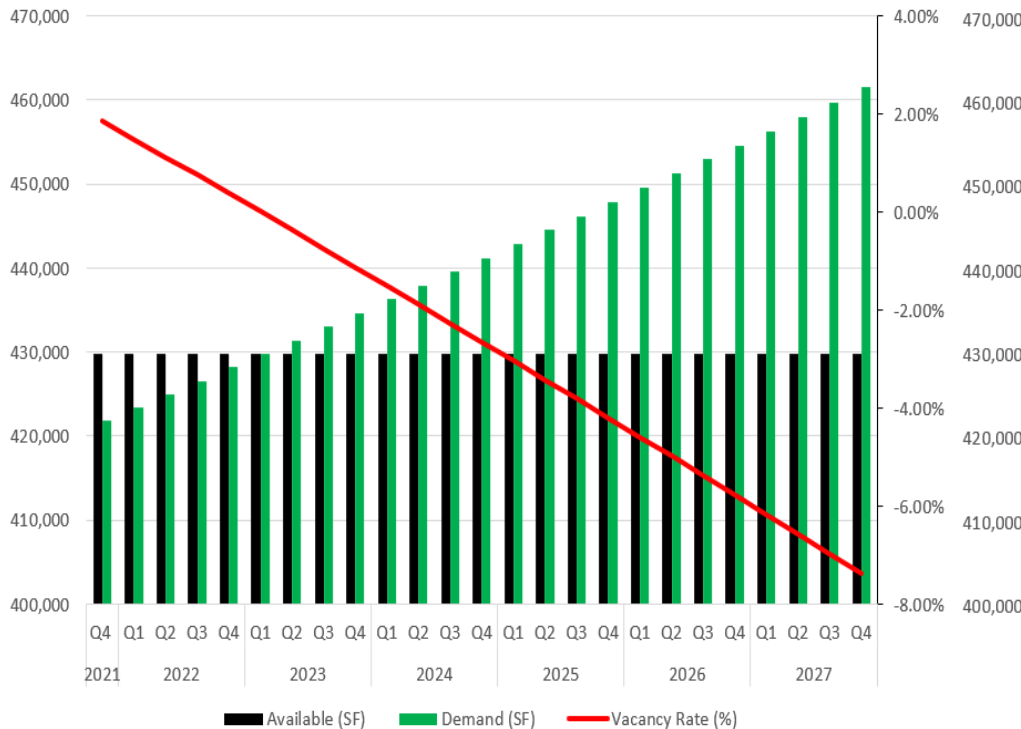
Historically, downtown commercial space is approximately 98% occupied with an annual retail demand growth rate of around 1.5%. Hunter Pasteur Homes plans to develop the current “Northville Downs” 48+ acre site with a mixed-use development consisting of single-family residential homes, multifamily rental units, for sale townhomes, row housing, and approximately 17,000 SF of commercial space, with an estimated delivery date of Q4, 2024. Our analysis also takes into consideration an additional 12,000 SF of commercial space at the 456 East Cady Street mixed use development planned for Q3 2023 delivery.

Based upon historical analytics, retail demand growth, absorption, and estimated population growth rate, our opinion is that the 17,000 SF of commercial retail space being delivered in the “Northville Downs” development will be absorbed within three (3) years of delivery.

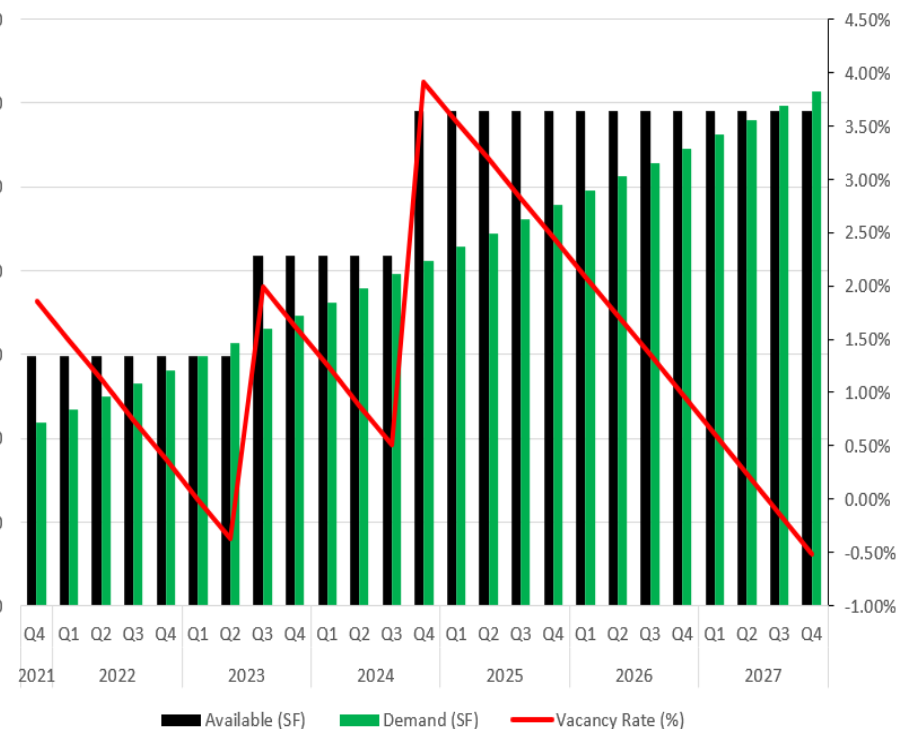
Proposed Retail (SF)	29,234
Delivery	Q3 2023 Q4 2024
Annual Retail Demand Growth Assumption	1.50%*
Quarterly Retail Demand Growth Assumption	0.38%
Supply Deficit Forecast (Existing Retail Inventory)	Q2 2023
Supply Deficit Forecast (29,234 SF Additional Retail)	Q3 2027

*Growth assumption based off historical population growth

RETAIL DEMAND FORECAST (EXISTING INVENTORY)



RETAIL DEMAND FORECAST (29,234 SF ADDITIONAL RETAIL)



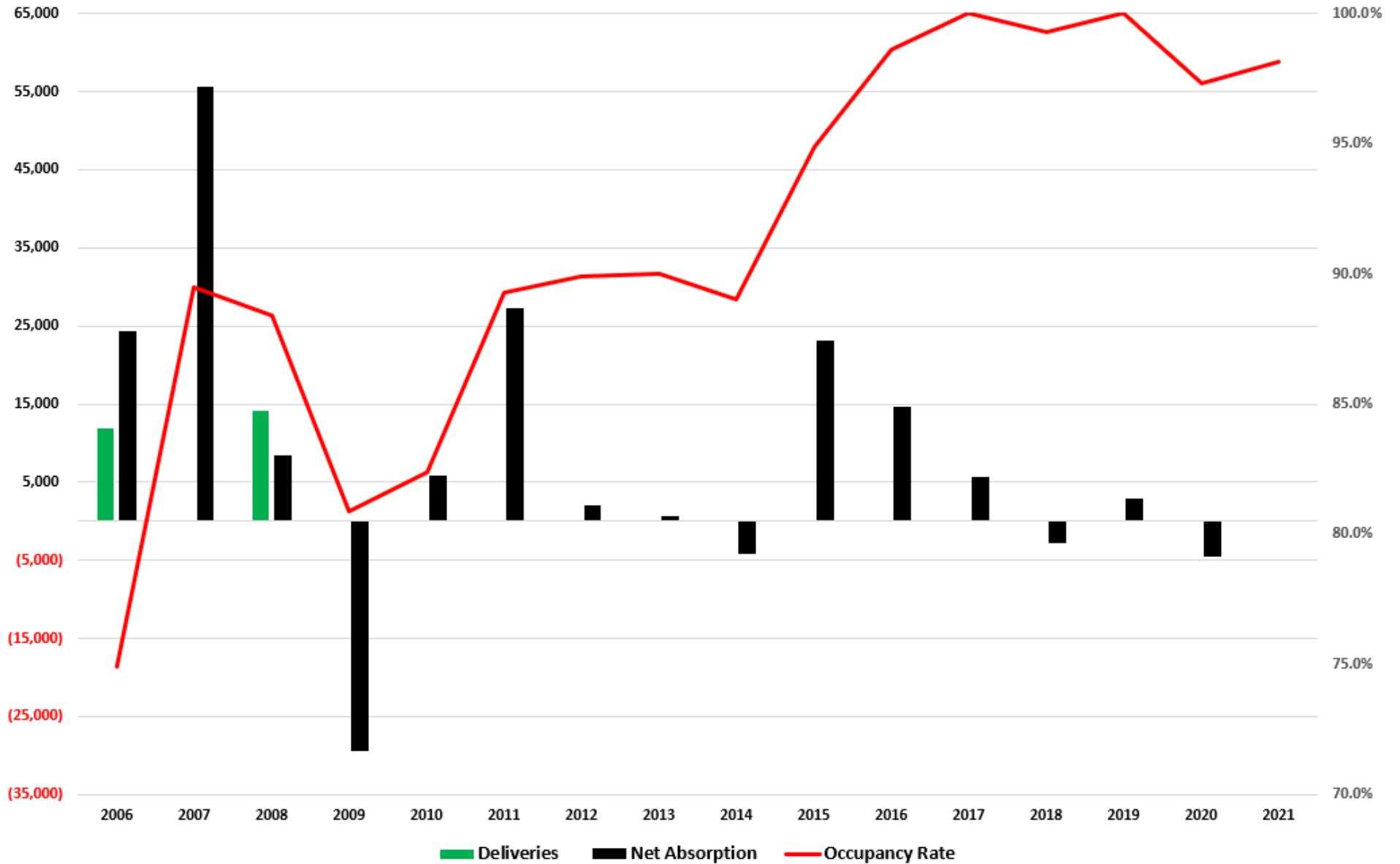
APPENDIX A — DOWNTOWN NORTHVILLE RETAIL STATISTICS

Submarket	# Building	Inventory (SF)	Net Abs. (SF)	Leasing Volume	Total Vav (%)	Overall Occ. (%)	SF Delivered	Avg. Asking Rent (NNN)
2021 YTD	60	429,787	-	3,466	1.86%	98.1%	-	\$18.16
2020	61	429,787	(4,447)	2,290	2.66%	97.3%	-	\$18.16
2019	61	429,787	2,850	-	0.00%	100.0%	-	N/A
2018	61	429,787	(2,850)	4,249	0.70%	99.3%	-	\$26.04
2017	61	429,787	5,600	5,162	0.00%	100.0%	-	\$19.00
2016	61	429,787	14,660	8,231	1.40%	98.6%	-	\$21.40
2015	61	429,787	23,160	8,536	5.10%	94.9%	-	\$16.65
2014	61	429,787	(4,100)	19,160	11.00%	89.0%	-	\$15.76
2013	61	429,787	740	10,031	10.00%	90.0%	-	\$15.76
2012	61	429,787	2,042	7,242	10.10%	89.9%	-	\$15.79
2011	61	429,787	27,309	3,255	10.70%	89.3%	-	\$15.91
2010	61	429,787	5,892	12,741	17.60%	82.4%	-	\$15.96
2009	61	429,787	(29,371)	4,153	19.10%	80.9%	-	\$15.80
2008	61	429,787	8,450	2,655	11.60%	88.4%	14,300	\$16.53
2007	60	415,487	55,585	4,417	10.50%	89.5%	-	\$20.02
2006	60	415,487	24,336	-	25.10%	74.9%	11,910	\$19.37

Source: Costar, Northville DDA



APPENDIX B — DOWNTOWN NORTHVILLE RETAIL OCCUPANCY & ABSORPTION



Source: Costar, Northville DDA



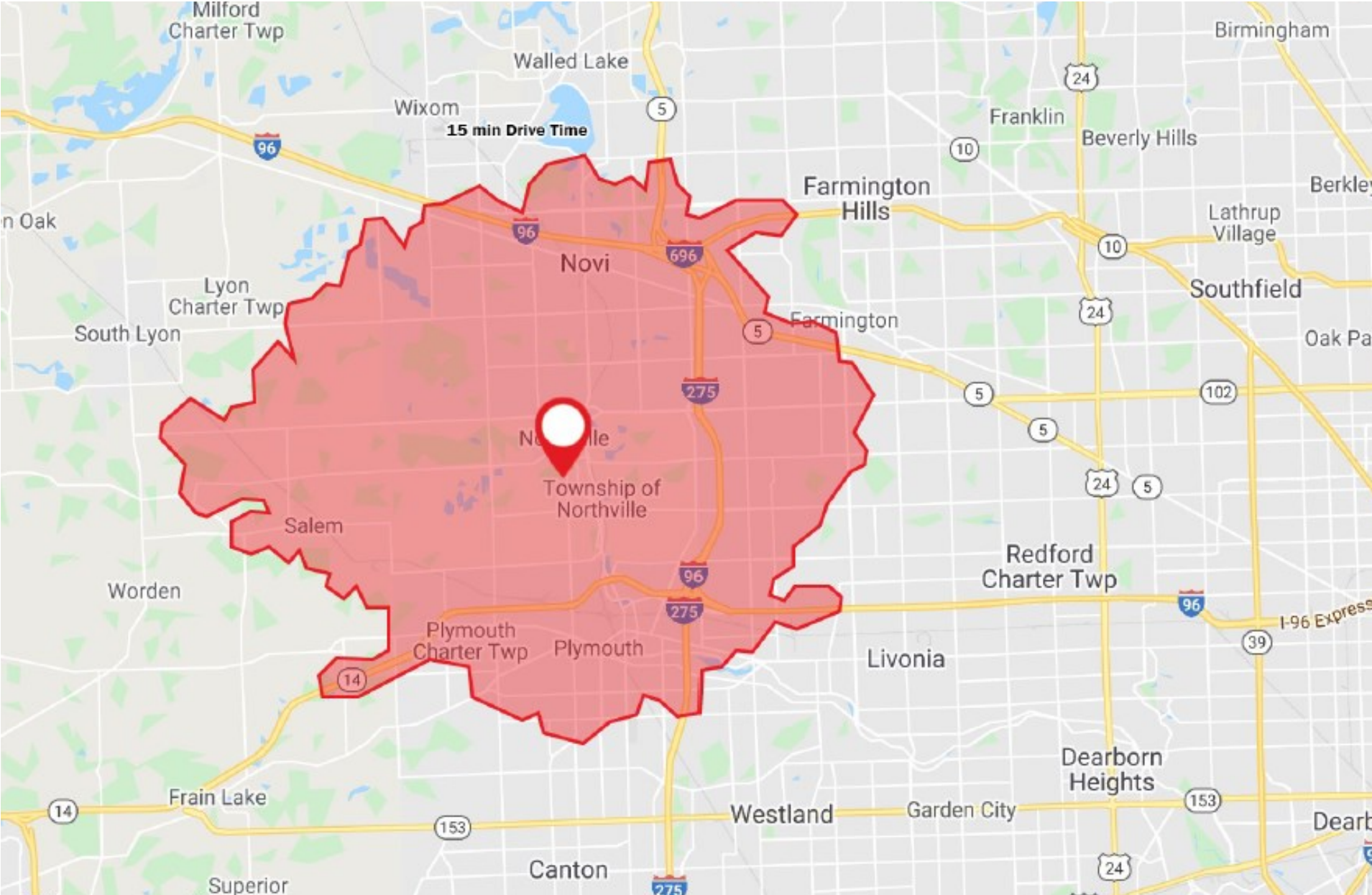
APPENDIX C — POPULATION STATISTICS

Municipality/Trade Area	2010 Population	2020 Population	Total Growth %	Annual Growth Rate %
Northville Township	28,497	31,758	10.27%	1.03%
Northville City	5,970	6,119	2.44%	0.24%
Northville Total	34,467	37,877	9.00%	0.90%
Downtown Northville Trade Area	163,206	171,661	5.18%	0.52%

Source: U.S. Census Bureau



APPENDIX D — DOWNTOWN NORTHVILLE RETAIL TRADE AREA



Source: Sites USA, U.S. Census Bureau



APPENDIX E — RETAIL DEMAND FORECAST STATISTICS

RETAIL DEMAND FORECAST (29,234 SF ADDITIONAL RETAIL)

	2021	2022				2023				2024				2025				2026				2027				
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Available (SF)	429,787	429,787	429,787	429,787	429,787	429,787	429,787	441,787	441,787	441,787	441,787	441,787	441,787	459,111	459,111	459,111	459,111	459,111	459,111	459,111	459,111	459,111	459,111	459,111	459,111	459,111
Vacancy Rate (%)	1.86%	1.49%	1.12%	0.75%	0.38%	0.00%	-0.37%	1.99%	1.62%	1.25%	0.88%	0.51%	3.90%	3.54%	3.18%	2.82%	2.45%	2.09%	1.72%	1.35%	0.98%	0.61%	0.24%	-0.13%	-0.51%	
Demand (SF)	421,807	423,389	424,976	426,570	428,170	429,775	431,387	433,005	434,629	436,258	437,894	439,536	441,185	442,839	444,500	446,167	447,840	449,519	451,205	452,897	454,595	456,300	458,011	459,729	461,453	

*Additional 12,000 SF of commercial space will become available (Foundry Flask)

*Additional 17,234 SF of commercial space will become available

RETAIL DEMAND FORECAST (EXISTING INVENTORY)

	2021	2022				2023				2024				2025				2026				2027				
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Available (SF)	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787	429,787
Vacancy Rate (%)	1.86%	1.49%	1.12%	0.75%	0.38%	0.00%	-0.37%	-0.75%	-1.13%	-1.51%	-1.89%	-2.27%	-2.65%	-3.04%	-3.42%	-3.81%	-4.20%	-4.59%	-4.98%	-5.38%	-5.77%	-6.17%	-6.57%	-6.97%	-7.37%	
Demand (SF)	421,807	423,389	424,976	426,570	428,170	429,775	431,387	433,005	434,629	436,258	437,894	439,536	441,185	442,839	444,500	446,167	447,840	449,519	451,205	452,897	454,595	456,300	458,011	459,729	461,453	



THE FRIEDMAN DIFFERENCE

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While we are skilled in all aspects of the real estate business, we are especially adept in the field of crisis management. For nearly three decades, our property specialists have assisted banks, special servicers, private owners and a litany of financial institutions in evaluating, securing, protecting, managing, repositioning, and ultimately liquidating their distressed assets. Over the past 30 years, we have closed on over \$10 Billion in asset sales, and in turn have developed invaluable relationships within the industry, from hedge funds and financial firms to local and regional owners, developers, buyers and individual investors who rely upon Friedman's diverse spectrum of services.

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With a presence in 32 of the 50 states and a steady progression toward a representation in the entire continental United States, we are continually growing, evolving, and bettering ourselves to provide our clients the excellent experience they have come to expect.

Friedman uses a more intelligent and informed approach in our underwriting process; while many firms simply run numbers from rent rolls and operating expenses, we take into account our research and extensive market/management knowledge of the surrounding marketplace to benchmark against comparable assets. Friedman currently maintains branch offices in seven states, with more expected to open soon.

BROKERAGE Acquisitions & Dispositions Tenant & Landlord Representation	CONSTRUCTION & DESIGN Space Planning & Interior Design Construction & Project Management	FACILITY MANAGEMENT & ADVISORY SERVICES Risk Management Research & Valuation Portfolio & Operations Planning	COMMERCIAL & MULTI-FAMILY MANAGEMENT Asset Management Budgeting & Accounting
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More than just a broker, Friedman's deep operational expertise and market knowledge combines to offer our clients the highest level of service. We are able to help stabilize assets through expert property management to achieve maximum operational efficiency. Our brokerage team is able to add value through an aggressive leasing plan, recommending every transaction with the Owner's goals in mind. Our team of in-house analysts and market experts dig into every assignment to understand the tangible and intangible factors that impact the value of your asset in order to provide an accurate in-place and stabilized valuation, along with a realistic disposition plan. And finally, our experienced team of Investment Specialists and best-in-class Marketing Team have a proven track record of selling assets both traditionally and at auction.



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