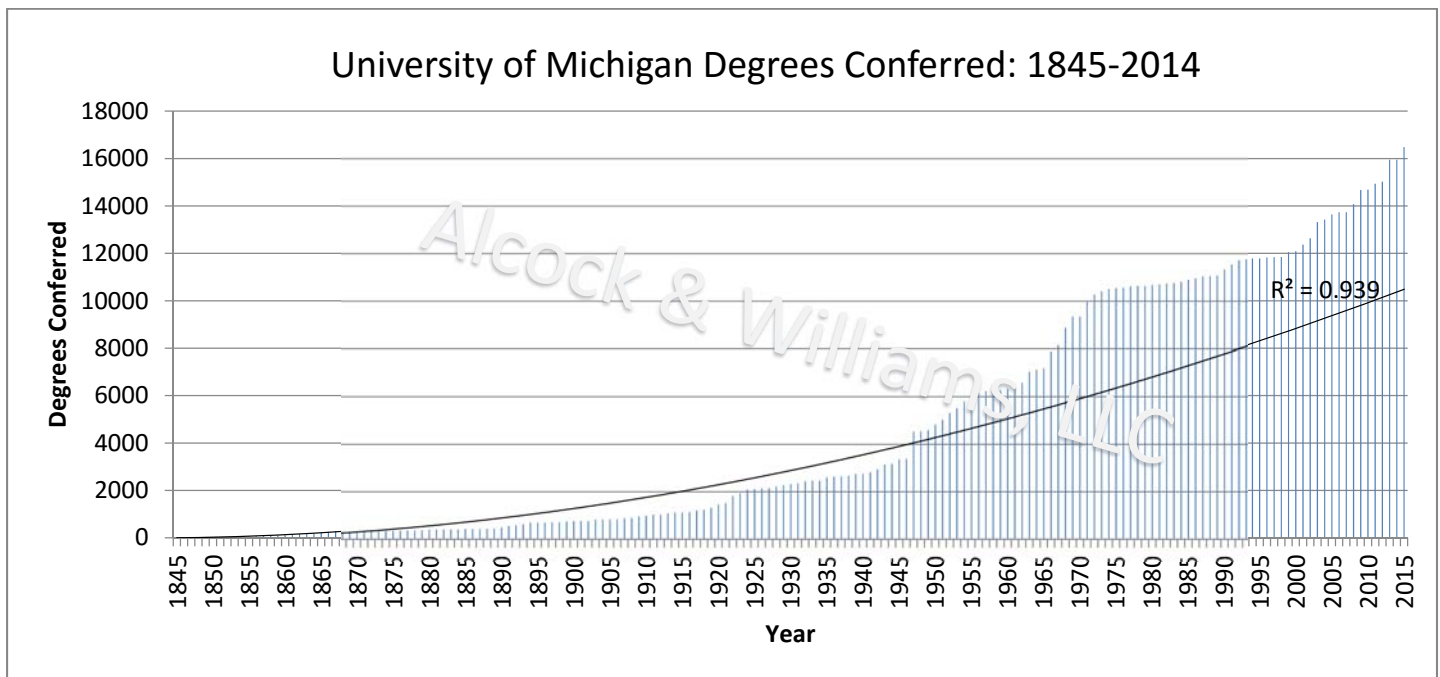


## Focused Research and Demographics

Known for compiling original source data, Alcock & Williams, LLC, and its two principals lead the way in comprehensive supply surveys of the local market. Examples include:

- First to compile a comprehensive office space inventory and vacancy survey of the Ann Arbor office market later adopted by area brokerage firms
- Compiler of long-term county-wide residential subdivision absorption rates and unit inventory databases
- First to articulate a consistent land value indicator for mid-rise mixed-use projects in the rezoned high-density downtown and campus area of Ann Arbor

Alcock & Williams, LLC, develops market supply and demand metrics based on University of Michigan capital development and enrollment trends not found through national data compiler services.



The Ann Arbor and Washtenaw County economy has its foundation in the core jobs of the University of Michigan. Core jobs are defined as those jobs producing a product exported out of the local economy and acts as a multiplier to non-core jobs in that same economy. In a major university city such as Ann Arbor, a primary portion of core jobs produce and export degrees conferred to students. In essence, the majority of graduates leave the community to become a productive part of an external economy. Thus, the trend of degrees conferred should offer insight into the core productive output of Ann Arbor.

Give Alcock & Williams, LLC, a call today at (734) 747-7400 to receive a detailed interpretation of the provided chart and why it has exceeded the trend line for more than a half century up to the present period.