

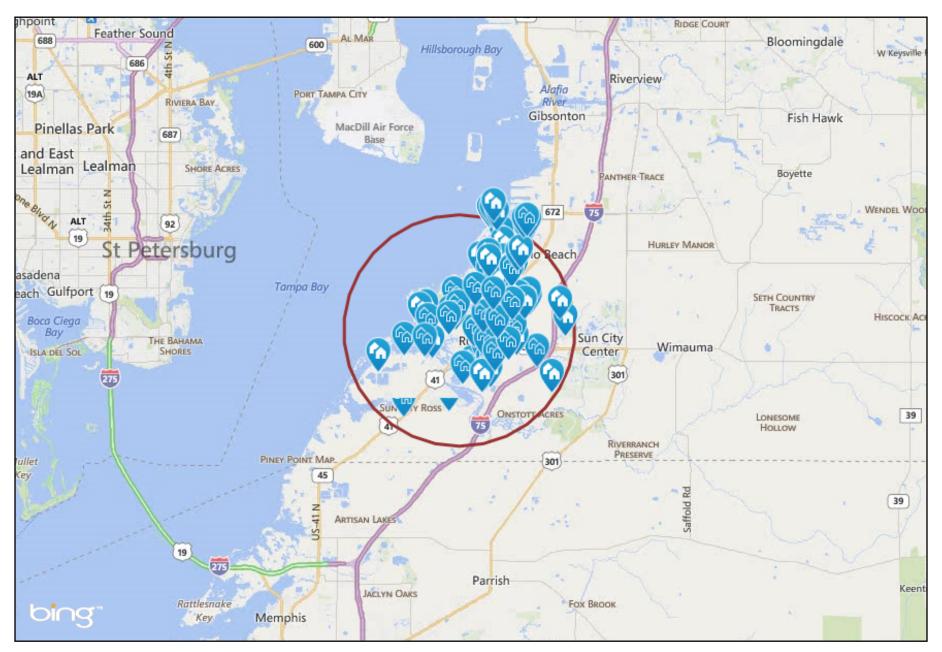
# **Target Market Area Analysis Report**

Ruskin, FL (Hillsborough County)

5/27/2015



### **Active & Future Subdivisions**





### **Recorded Closings by Housing Type**

Ruskin, FL (Hillsborough County)

Date Range: 5/1/2014 - 4/30/2015

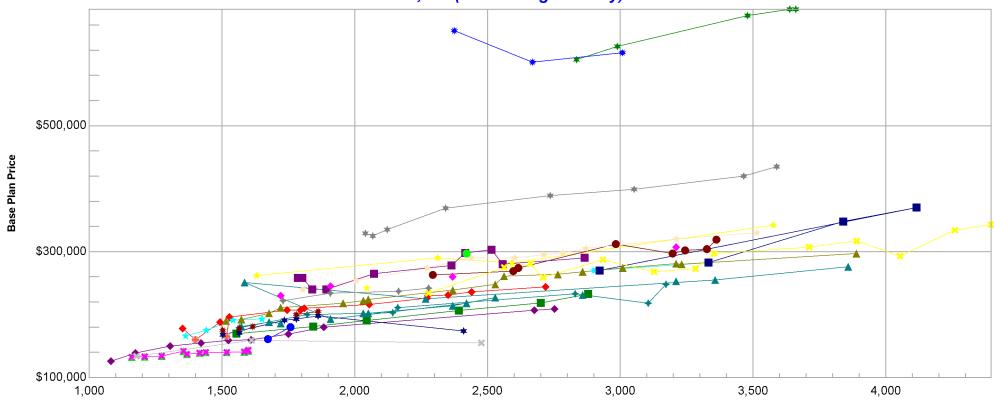
	Single Family					TH/Plex/Other					Condomi	nium		Other/ Unknown	n Total				
Transaction Type	Count	Med Price	Med SF	\$/SF	MedLotSF	Count	Med Price	Med SF	\$/SF	Count	Med Price	Med SF	\$/SF	Count	Count	Med Price	Med SF	\$/SF	MedLotSF
New	288	\$219,745	2,274	\$98.0	6,724	75	\$186,000	1,517	\$115.0					19	382	\$213,000	2,110	\$101.0	6,724
Regular Resale	434	\$190,050	1,932	\$99.5	8,208	71	\$182,500	1,593	\$121.0	157	\$89,700	1,284	\$71.0	49	711	\$165,000	1,648	\$96.0	8,208
Foreclosure	200	n/a	1,906		7,517	13	n/a	1,612		18	n/a	1,200		15	246	n/a	1,813		7,517
REO Sale	142	\$145,000	1,852	\$77.0	7,940	10	\$179,000	1,855	\$115.0	22	\$77,900	1,125	\$56.0	15	189	\$143,000	1,738	\$77.0	7,940
Selection Totals	1,064	\$199,900	2,007	\$97.0	7,700	169	\$182,000	1,523	\$118.5	197	\$88,800	1,260	\$71.0	98	1,528	\$181,300	1,807	\$97.0	7,700





### **Target Market Trends**

### **Base Plan Price vs. Square Footage**



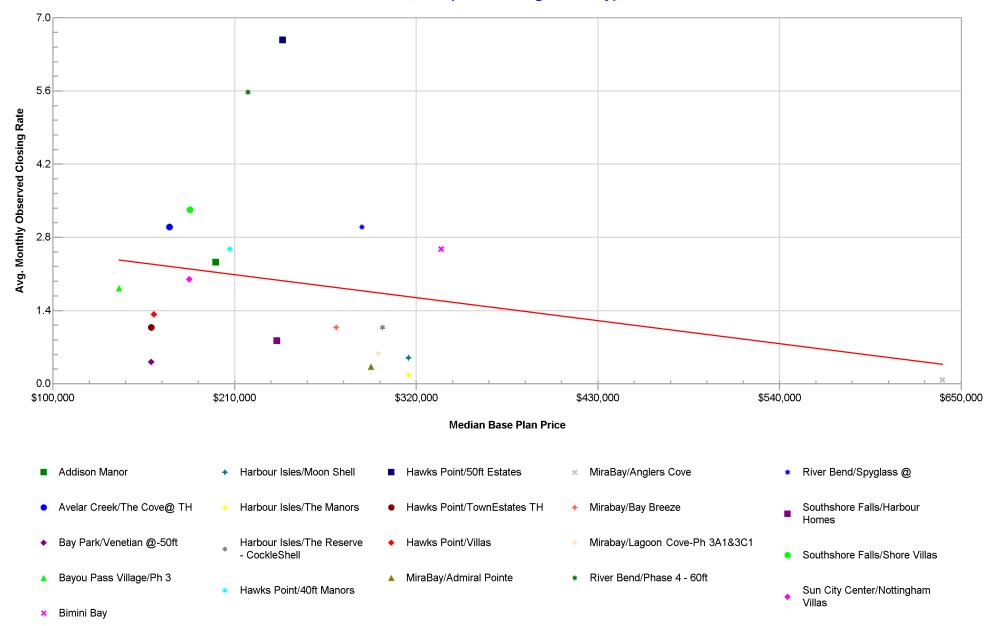
- Addison Manor-D.R. Horton
- Avelar Creek/The Cove@ TH-D.R. Horton
- ◆ Bay Park/Venetian @-50ft-Center Pointe Homes
- ▲ Bayou Pass Village/Ph 3-Florida Home Partnership
- X Bayou Pass Village/Ph 4&5-Florida Home Partnership
- Bayridge-Centex Homes
- Bimini Bay-D.R. Horton
- \* Bimini Bay-Schmidt Bros. Custom Homes
- \* Harbour Isles/Moon Shell-Suarez Housing

- Harbour Isles/The Manors-Suarez Housing
- Harbour Isles/The Reserve CockleShell-K. Hovnani
- Hawks Point/40ft Manors-Lennar Homes
- ▲ Hawks Point/50ft Estates-Lennar Homes
- × Hawks Point/TownEstates TH-Lennar Homes
- Hawks Point/Villas-Lennar Homes
- MiraBay/Admiral Pointe-Ryland Homes
- ★ MiraBay/Anglers Cove-Cardel Homes
- MiraBay/Anglers Cove-Neal Communities

- Mirabay/Bay Breeze-WestBay Homes
- Mirabay/Lagoon Cove-Ph 3A1&3C1-WestBay Homes
- River Bend/Phase 3A-Lennar Homes
- ▲ River Bend/Phase 4 60ft-Lennar Homes
- × River Bend/Spyglass @-Lennar Homes
- ♦ Southshore Falls/Harbour Homes-Del Webb
- Southshore Falls/Shore Villas-Del Webb
- ★ Sun City Center/Nottingham Villas-Minto Builders
- \* Sun City Center/Oakley Green-Minto Builders

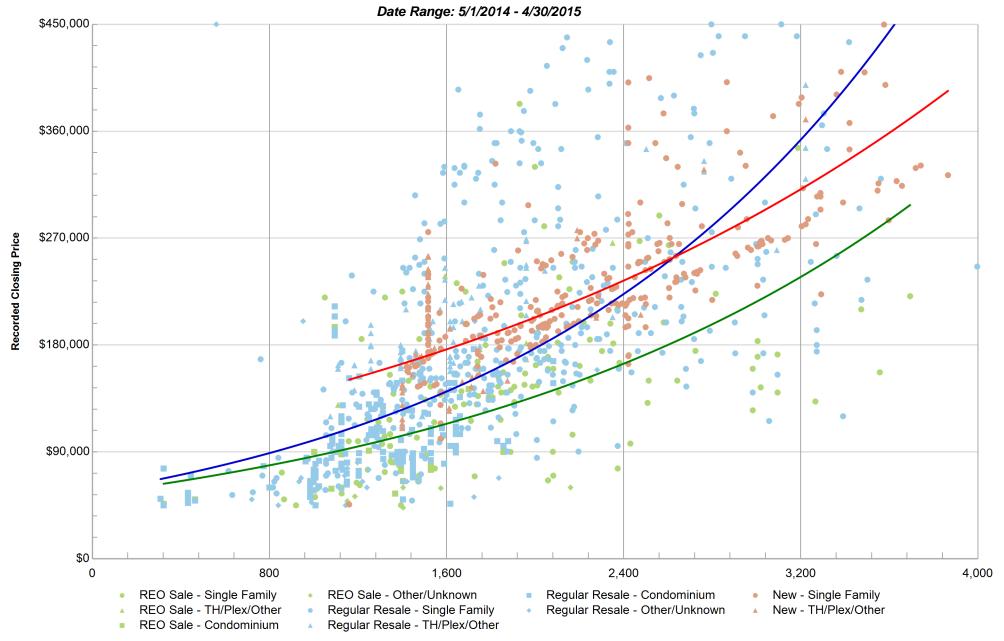
# **Target Market Trends**

### **Observed Closings vs. Base Plan Price**



# **O** insight

### **Recorded Closing Price vs. Square Footage (XY Scatter)**







# Project Statistics Ruskin, FL (Hillsborough County)

Survey Data: Lifetime to Date (As of 3/31/15)											2Q14 - 1Q15			*Public Data:	5/1/2014 to 4	/30/2015		
Subdivision Name Builder	Postal City	Housing Type	g Status	Act S Qtr	Lot Size	Total Units	Fut	VDL	Observed Closings		Base Plan Price Range	Recorded Closings		Closing Price Range	Closing Avg Price	Avg SqFt	Avg \$/SF	Avg Lot Size
Addison Manor D.R. Horton	Ruskin	SF	Act	2Q10	50'	115	0	0	110	1.83	\$169-\$232	22	1.83	\$180-\$220	\$197,915	2,210	\$90.12	6,607
Apollo Beach	Apollo Beach	SF	Act	1Q86	100'	151	0	11	140	0.40								
Apollo Key Village	Apollo Beach	SF	Act	2Q05	40'	26	0	12	13	0.11								
Avelar Creek/The Cove@ TH D.R. Horton	Ruskin	TH	Act	4Q13	20'	99	0	38	44	2.44	\$160-\$180	27	2.25	\$155-\$190	\$172,028	1,734	\$99.17	2,567
Bay Park/Tremont @	Ruskin	TH	Act	2Q07	18'	40	0	32	8	0.08								
Bay Park/Venetian @-50ft Center Pointe Homes	Ruskin	SF	Act	4Q05	50'	171	0	6	159	1.39	\$126-\$209	4	0.33	\$146-\$172	\$161,575	1,732	\$93.46	6,518
Bay Park/Wellington North @ CENTER POINTE HOMES LLC	Ruskin	SF	Act	4Q10	40'	25	0	24	0	0.00		1	0.08	\$147	\$147,000	1,555	\$94.53	5,750
Bay Vista-SEH	Apollo Beach	SF	Act	3Q01	52'	19	0	5	14	0.08								
Bayou Pass Village/Ph 3 Florida Home Partnership	Ruskin	SF	Act	2Q10	50'	168	0	11	125	2.08	\$132-\$143	2	0.17	\$46-\$146	\$95,850	1,320	\$69.02	5,614
Bayou Pass Village/Ph 4&5 Florida Home Partnership	Ruskin	SF	Act	4Q13	50'	356	198	154	0	0.00	\$132-\$143	2	0.17	\$145-\$148	\$146,500	1,485	\$98.65	5,350
Bayridge Centex Homes	Ruskin	SF	Act	1Q15	50'	110	0	109	0	0.00	\$179-\$248							
Bimini Bay D.R. Horton Schmidt Bros. Custom Homes	Apollo Beach	SF	Act	3Q05	50'	157	0	29	115	0.98	\$240-\$342 \$325-\$435	22	1.83	\$215-\$450	\$304,276	2,702	\$113.09	6,957
Total											\$240-\$435	22	1.83	\$215-\$450	\$304,276	2,702	\$113.09	6,957
Brisa Del Mar TH MM & A Construction (FL)	Apollo Beach	TH	Act	4Q06	24'	44	0	13	24	0.24		2	0.17	\$328-\$370	\$348,950	2,993	\$116.76	2,100
Golf & Sea Village	Apollo Beach	SF	Act	1Q86	80'	109	0	7	102	0.27								
Harbour Isles/80ft	Apollo Beach	SF	Act	2Q06	80'	95	0	1	94	0.87								
Harbour Isles/Moon Shell Suarez Housing	Apollo Beach	SF	Act	2Q10	70'	19	0	1	15	0.25	\$270-\$370	5	0.42	\$279-\$323	\$306,220	3,379	\$91.01	10,478
Hawks Point/40ft Manors Lennar Homes	Ruskin	SF	Act	3Q07	40'	334	103	64	134	1.44	\$154-\$244	41	3.42	\$158-\$282	\$194,344	1,618	\$121.20	
Hawks Point/50ft Estates Lennar Homes	Ruskin	SF	Act	2Q07	50'	321	0	101	186	1.94	\$190-\$297	38	3.17	\$101-\$266	\$213,555	2,181	\$97.13	6,522
Hawks Point/TownEstates TH	Ruskin	TH	Act	1Q08	16'	94	0	0	86	0.99								

<sup>\*</sup>Property transaction information is collected by third party data providers from public data sources. The information is deemed to be reliable but its accuracy cannot be guaranteed.





# Project Statistics Ruskin, FL (Hillsborough County)

	Sur	vey Data	ı: Life	time to [	Date (As of 3	/31/15)					2Q14 - 1Q15			*Public Data:	5/1/2014 to 4	/30/2015		
Subdivision Name Builder	Postal City	Housing Type	Statu	Act s Qtr	Lot Size	Total Units	Fut	VDL	Observed Closings		Base Plan Price Range	Recorded Closings	Clos Rate	Closing Price Range	Closing Avg Price	Avg SqFt	Avg \$/SF	Avg Lot Size
Lennar Homes											\$134-\$165	14	1.17	\$125-\$206	\$152,229	1,781	\$85.52	3,686
Hawks Point/Villas Lennar Homes	Ruskin	2-Plex	Act	3Q12	26'	38	0	0	36	1.09	\$154-\$165	29	2.42	\$110-\$255	\$187,452	1,475	\$126.19	5,572
Heathers Cove	Ruskin	SF	Act	2Q09	230'	8	0	8	0	0.00								
Hemingway Estates	Apollo Beach	SF	Act	1Q06	50'	44	0	20	24	0.22								
Little Harbor/Antigua Cove	Ruskin	SF	Act	3Q07	60'-70'	105	0	98	7	0.08								
Little Harbor/TH	Ruskin	TH	Act	2Q04	16'	154	0	0	140	1.06								
Lost River Preserve	Ruskin	SF	Act	4Q04	200'-220'	83	0	75	8	0.06								
Marina Village	Apollo Beach	SF	Act	1Q98	50'	30	0	16	14	0.07								
MiraBay/Admiral Pointe Ryland Homes	Apollo Beach	SF	Act	2Q14	50'-60'	84	0	74	4	0.33	\$240-\$330	3	0.30	\$299-\$350	\$326,530	2,808	\$112.13	6,900
MiraBay/Anglers Cove Cardel Homes Neal Communities Total	Apollo Beach	SF	Act	1Q06	80'	49	0	29	18	0.16	\$605-\$685 \$601-\$651 <b>\$601-\$685</b>	1	0.08	\$800 <b>\$800</b>	\$800,000 \$800,000	4,755 <b>4,755</b>	\$168.24 <b>\$168.24</b>	
Mirabay/Bay Breeze Cardel Homes WestBay Homes	Apollo Beach	SF	Act	2Q09	40'	134	0	74	54	0.75	\$240-\$303	1 9	0.08 0.75	\$333 \$239-\$405	\$332,700 \$323,622	1,821 2,479	\$182.70 \$130.48	7,125 5,234
Total Mirabay/Bay Estates	Apollo Beach	SF	Λct	1Q04	100'	44	0	4	39	0.29	\$240-\$303	10	0.42	\$239-\$405	\$324,530	2,413	\$135.71	5,423
Mirabay/Bay Estates Preserve	Apollo Beach			2Q09	100'	44	0	44	0	0.23								
Mirabay/Baycrest Isle	Apollo Beach			2Q09	80'	54	0	54	0	0.00								
Mirabay/Compass Pointe	Apollo Beach		Act	3Q06		95	34	50	11	0.10								
Mirabay/Fisherman's Cove	Apollo Beach			3Q05	80'	46	0	7	39	0.33								
Mirabay/Harbor Isle Model Site	Apollo Beach			2Q03	60'	25	0	4	21	0.15		!						
Mirabay/Lagoon Cove-Ph 3A1&3C1 WestBay Homes	•		Act		60'	91	0	0	90	0.67	\$297	3	0.25	\$298-\$401	\$353,933	2,270	\$155.60	8,220
Mirabay/Marsh Isle	Apollo Beach	SF	Act	3Q04	80'	49	0	5	43	0.33					•			
Mirabay/Skimmer Isle	Apollo Beach			2Q03	80'-100'	19	0	3	16	0.11								
Mustique Bay	Apollo Beach		Act		100'	9	0	4	5	0.03								
River Bend/Phase 3A Lennar Homes	Ruskin	SF	Act	1Q06	70'	64	0	0	61	0.55	\$230-\$307							

<sup>\*</sup>Property transaction information is collected by third party data providers from public data sources. The information is deemed to be reliable but its accuracy cannot be guaranteed.





# Project Statistics Ruskin, FL (Hillsborough County)

	Surv	ey Data	a: Lifet	ime to [	Date (As of	3/31/15)					2Q14 - 1Q15			*Public Data:	5/1/2014 to 4	/30/2015	;	
Subdivision Name Builder		lousing Type	Status	Act Qtr	Lot Size	Total Units	Fut		Observed Closings		Base Plan Price Range	Recorded Closings		Closing Price Range	Closing Avg Price	Avg SqFt	Avg \$/SF	Avg Lot Size
River Bend/Phase 4 - 60ft Lennar Homes	Ruskin	SF	Act	4Q06	60'	220	0	0	219	2.15	\$175-\$276	61	5.08	\$164-\$350	\$216,152	2,324	\$93.74	7,853
River Bend/Spyglass @ Lennar Homes	Ruskin	SF	Act	4Q06	60'-70'	99	0	7	70	0.69	\$225-\$343	34	2.83	\$219-\$369	\$271,426	3,102	\$87.62	12,266
Southshore Falls/Harbour Homes Centex Homes Del Webb	Apollo Beach	SF	Act	3Q04	50'	305	0	8	292	2.26	\$216-\$242	24	2.00	\$160-\$284	\$204,792	1,838	\$118.10	4,498
Total											\$216-\$242	24	2.00	\$160-\$284	\$204,792	1,838	\$118.10	4,498
Southshore Falls/Shore Villas Centex Homes Del Webb	Apollo Beach	2-Plex	Act	3Q04	39'	328	0	44	271	2.10	\$160-\$193	21	1.75	\$162-\$212	\$186,686	1,481	\$114.83	4,257
Total											\$160-\$193	21	1.75	\$162-\$212	\$186,686	1,481	\$114.83	4,257
Sun City Center/Oakley Green Minto Builders	Sun City Cente	2-Plex	Act	2Q07	30'	126	0	0	120	1.25	\$168-\$205	4	0.33	\$245-\$316	\$271,675	1,715	\$149.82	2,400
Treviso	Apollo Beach	SF	Act	3Q04	57'	14	0	8	6	0.05								
Vil @ Cypress Crk/La Paloma Miller Florida Homes	Sun City Cente	SF	Act	2Q88	80'-85'	135	0	37	95	0.29		3	0.25	\$374-\$441	\$406,667			11,599
Vil @ Cypress Crk/Ventana Villag Miller Florida Homes	Sun City Cente	SF	Act	4Q87	70'	226	0	25	199	0.60		2	0.17	\$264-\$282	\$273,250	2,348	\$116.40	7,738
Selections Total						5,175	335	1,316	3,271		\$126-\$685	375	1.26	\$46-\$800	\$221,439	2,154	\$104.45	6,640



# **Future Lot Inventory**

# **Future Lot Inventory Report**

		•		_		Platting	g Dates	V	C	F!	F	C44	Ct
Subdivision Section	County Developer	Qtr Active	Lot Size	Lot Dim	Future Lots	Prelim	Record	Land	Survey Stakes	Equip on site	Exca- vation	Street Paving	Streets in
19th Ave NE													
Future Pending	*Schwenk Properties LLC	Future	5,500 sf	50x110	165			165	0	0	0	0	0
19th Ave NW													
SF Future Pending	*Pipray Development Corp	Future	6,000 sf	60x100	32			32	0	0	0	0	0
21st Ave SW & 24th Ave SW Ruskin													
SF Future Pending	*WES Investments	Future	5,500 sf	50x110	300			300	0	0	0	0	0
30th St (Ruskin)													
SF Future Pending	*Hills & Assoc	Future	48,400 sf	220x220	26			26	0	0	0	0	0
Bay Park/Glencove TH													
TH Ph 1 Future	*Metro Development Group	Future	1,350 sf	18x75	114	11/27/07	11/28/07	0	0	0	114	0	0
Bayou Pass Village/Ph 4&5													
Ph 5 Future Pending	*Habitat For Humanity	Future	5,500 sf	50x110	198			198	0	0	0	0	0
Belmont Glen													
Future Pending	*REDUS TRG LLC	Future	6,600 sf	60x110	75			75	0	0	0	0	0
Bridlepath Estates													
Future Pending	*Farmland Reserve	Future	20,000 sf	100x200	84			84	0	0	0	0	0
Brighton Park													
SF Future pending	*EB 138 Investments	Future	6,600 sf	60x110	230			230	0	0	0	0	0
Calusa Bay													
Phase 1 future	*M & I Regional Properties	Future	21,000 sf	75x280	39	12/01/05	12/12/05	0	39	0	0	0	0
College Ave TH													
TH Future Pending	*Artesian Farms	Future		0x0	86			86	0	0	0	0	0
Council Property TH													
TH Future Pending	*Kim Lee Te	Future		0x0	126			126	0	0	0	0	0
Hampton Bay TH													
Future Pending	*AFB Development	Future		0x0	76			76	0	0	0	0	0
Hawks Point/40ft Manors													
Ph 1D2 Future	*Lennar Homes	Future	4,400 sf	40x110	103		06/18/14	103	0	0	0	0	0
Lakeview													
SF Future Pending	*First Mandalay Development	Future		0x0	16			16	0	0	0	0	0
Little Manatee Reserve													
SF Future Pending	*Landmark Engineering/SWW Inc	Future	8,250 sf	75x110	22			22	0	0	0	0	0

# **Future Lot Inventory**

# **Future Lot Inventory Report**

		•			• •								
Subdivision Section	County Developer	Qtr Active	Lot Size	Lot Dim	Future Lots	Platting Prelim	Dates Record	Vacant Land	Survey Stakes	Equip on site	Exca-	Street Paving	Streets in
Manatee Bay	201010001	7,00,00	0.20				1100014	Lana	Otanoo	011 0110	vation	- uvilly	
SF Future Pending	*South Bay CDD Holdings INC	Future	6,000 sf	50x120	332			332	0	0	0	0	0
Mirabay/Compass Pointe													
Club Future Pending	*Newland Communities	Future		0x0	34			0	0	0	34	0	0
Mirabay/Future													
Future Pending	*Newland Communities	Future		0x0	183			183	0	0	0	0	0
Mixon Parcel TH													
TH Future pending	*Bellaire Capital Group	Future		0x0	80			80	0	0	0	0	0
River Oaks													
Ph 2 Future	*CLB Enterprises	Future	60,000 sf	100x600	6	09/18/06	11/07/06	0	6	0	0	0	0
Ph 3 Future	*CLB Enterprises	Future	64,200 sf	150x428	5	12/15/06	05/24/07	5	0	0	0	0	0
Subdivision Totals				100'-150'	11	0	11	5	6	0	0	0	0
Ruskin Heights													
SF Future Pending	*Coluar Investments LLC	Future	6,050 sf	55x110	57			57	0	0	0	0	0
Ruskin TH													
Future Pending	*High Point Development	Future		0x0	101			101	0	0	0	0	0
Shell Point/SF													
SF Future Pending	*M/I Homes	Future	5,500 sf	50x110	321			321	0	0	0	0	0
Subdivision Totals				50'-65'	448	448	0	448	0	0	0	0	0
Shell Point/TH													
TH Future Pending	*M/I Homes	Future	1,200 sf	20x60	222			222	0	0	0	0	0
Sherwood Manor													
SF Future Pending	*Burcaw & Assoc/Byrd Corp	Future		0x0	316			316	0	0	0	0	0
Spencer Creek													
Future Pending	*K. Hovnanian Homes	Future	5,500 sf	50x110	450			450	0	0	0	0	0
Sun Bay Village TH													
Future Pending	*W. Barnett Enterprises	Future		0x0	37			37	0	0	0	0	0
The Shores TH													
TH future pending	*Pittway Inc.	Future		0x0	78			78	0	0	0	0	0
Veneto Shores													
SF Future	*Tillman & Assoc.	Future	7,644 sf	42x182	16	03/14/07	03/15/07	16	0	0	0	0	0



# **Future Lot Inventory**

# **Future Lot Inventory Report**

Subdivision	County	Qtr	Lot	Lot	Future	Platting Dates		Vacant	Survey	Equip	Exca-	Street	Streets
Section	Developer	Active	Size	Dim	Lots	Prelim	Record	Land	Stakes	on site		Paving	in
Villemaire & 19th Ave NE													
Future Pending	*Cheap Homes USA	Future	5,500 sf	50x110	67			0	0	0	67	0	0
Winding Creek													
SF Future Pending	*Genesis Group	Future	6,600 sf	60x110	234			234	0	0	0	0	0
Wynmere East													
Future Pending	*Schwenk Properties LLC	Future	5,500 sf	50x110	360			0	0	360	0	0	0
Wynnmere West													
Ph 1 Future	*LGI Homes	Future	5,500 sf	50x110	137		01/14/15	137	0	0	0	0	0
Se	lection Totals				4,855	4,435	420	4,235	45	360	215	0	0



Closing (Observed)

) when a home was considered housing inventory previously and is observed as an occupied home for the first time.

- Quarterly Closings (Qtr Close) the past three month rate at which homes are being occupied.
- Annual Closings the past twelve-month rate (last 4-quarters) at which homes are being occupied.

Developer

the company listed on the plat; will develop the raw land into residential lots.

**Future Lots (FUT)** 

are lots that are planned but have not yet developed with any or all infrastructure such as streets and utilities.

- (Proposed) Vacant Land the site remains untouched.
- Survey Stakes Survey flags are found on the site.
- Equipment on Site large machines used to excavate the land and create the section are found on-site.
- Excavation lot grading, street excavation and utility work currently underway.
- Street Paving streets are currently being poured, and are not accessible.
- Streets In streets appear to be poured for the entire section, but are not accessible to verify.

**Housing Type** 

the configuration of the housing units within a subdivision, such as a townhouse, duplex, etc. These terms are used for descriptive purposes as opposed to legal definitions.

Lot Size

the dimensions of the lots within a section. The reported lot size is the average lot size for a given section. Because a subdivision may have many sections, the subdivision lot frontage is reported as a range of all sections within it.

**Platting dates** 

related to future development approval dates with the county.

- Preliminary when the county reviews the development plan the first time.
- Record when a county give final approval for the development.

Base Plan Price Range the low and high base price range (in thousands) of the homes offered in the subdivision. This information is gathered during the survey from brochures, field research, and public records. Base price ranges are estimated when no information is available. Estimates occur most often in custom subdivisions where the information cannot be obtained.

Status

indicated the current building status of a subdivision or section. There are three possibilities at each level:

- Future submitted for consideration to the municipality for development approval/zoning. Lots are not ready for homes to be constructed upon them.
- Active lots have been developed and home building can occur. ActqQyy where the q is the quarter and yy is the year. This is the earliest quarter in which the lots became available for home construction.

**Subdivision** 

a parcel of land containing a collection of lots platted as sections and marketed under one name. A subdivision typically shares common amenities and entry monuments. A subdivision may contain one or more builders, sections, and lots sizes.

Sub Area

a further geographical division of the market area. A Submarket usually has some geographical significance to the market area, such as a city name or area of town (Uptown). Some markets do not require additional geographical division, therefore the Submarket is omitted.

**Total Lots** 

is the sum of all lots in the section or subdivision. Also the same as sum of all Occupied, Models, Finished Vacant Homes, Homes Under Construction, Vacant Developed Lots, and Future Lots.

**Total Units** 

the total number of lots including Built Out and Future Lots.

Vacant Developed Lots (VDL Inv)

are the lots on a recorded plat with streets and utilities in place, ready for a home to be built.





### **Metrostudy Residential Survey Data**

Metrostudy maintains the country's largest primary housing market database. Our research methodology requires the monitoring of all new home subdivisions throughout the municipal approval process, the development cycle of raw land into subdivided lots, the construction of new homes and finally observing the first time the homes are occupied. Metrostudy tracks residential subdivisions that offer single family detached homes, attached townhomes and condominiums that are for sale from the builder/developer to the first homebuyer.

Our residential survey data is updated quarterly. Each quarter, our researchers drive the streets of every platted and developed new home subdivision; visually inspect every home site, and record primary data on the housing activity. We provide a complete and accurate census of undeveloped (but planned) lots; vacant developed lots, housing starts and closings, floor plan offerings and pricing.

### **Public Record Data**

Metrostudy aggregates, cleanses, and synthesizes public tax assessor and recorder deed data across the country to provide property transaction information nationwide. Our public record data is updated on a monthly basis. The data provided is deemed reliable but its accuracy cannot be guaranteed due to timing of data delivery, omissions, and errors in the collection or keying of data.

### **About Metrostudy**

Metrostudy, a Hanley Wood company, provides unparalleled insight to help you to decide where to invest capital, how to manage risk, and how to develop targeted leads to increase sales. Builders, developers, banks, manufacturers, retailers, and many other industries rely on Metrostudy's data and analytics tools and our research and consulting services teams to support strategic business decisions at the local, regional, and national market level.

We are researchers. We are data crunchers. We are consultants. We are experts. In short, we are your best business partner when it comes to making decisions about anything housing or development nationwide.

Contact us to learn more about our services that can help you build your business.



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