

EGS Commercial Real Estate

Industrial Totals by Submarket

1st Quarter 2008

Birmingham

	# Buildings	Total SF	Available SF	% Occupied	YTD Absorption	Quarterly Absorption	Average Weighted Rental Rates
Total Market							
Total Central	73	4,199,028	294,740	93.0%	47,530	47,530	\$3.34
Total Eastern	17	1,224,300	198,650	83.8%	2,563	2,563	\$4.38
Total Oxmoor Valley	52	2,723,744	209,941	92.3%	(15,377)	(15,377)	\$5.47
Total Southern	61	3,762,587	391,728	89.6%	29,710	29,710	\$5.14
Total Southwestern	18	2,227,362	887,020	60.2%	15,150	15,150	\$4.44
TOTAL	221	14,137,021	1,982,079	86.0%	79,576	79,576	\$4.61
Central							
Bulk Distribution	46	3,417,006	250,088	92.7%	54,350	54,350	\$2.76
Office/Warehouse	9	277,635	6,400	97.7%	(3,400)	(3,400)	\$3.25
Service Center	18	504,387	38,252	92.4%	(3,420)	(3,420)	\$7.09
	73	4,199,028	294,740	93.0%	47,530	47,530	\$3.34
Eastern							
Bulk Distribution	8	954,400	174,400	81.7%	(4,662)	(4,662)	\$4.10
Office/Warehouse	6	201,550	16,150	92.0%	7,425	7,425	\$5.39
Service Center	3	68,350	8,100	88.1%	(200)	(200)	\$8.52
	17	1,224,300	198,650	83.8%	2,563	2,563	\$4.38
Oxmoor Valley							
Bulk Distribution	16	1,658,741	37,602	97.7%	(16,352)	(16,352)	\$5.47
Office/Warehouse	20	504,830	54,105	89.3%	(1,605)	(1,605)	\$5.68
Service Center	16	560,173	118,234	78.9%	2,580	2,580	\$6.84
	52	2,723,744	209,941	92.3%	(15,377)	(15,377)	\$5.47
Southern							
Bulk Distribution	9	2,277,118	265,750	88.3%	39,000	39,000	\$4.16
Office/Warehouse	45	1,251,206	107,228	91.4%	(2,090)	(2,090)	\$7.01
Service Center	7	234,263	18,750	92.0%	(7,200)	(7,200)	\$8.51
	61	3,762,587	391,728	89.6%	29,710	29,710	\$5.14
Southwestern							
Bulk Distribution	7	1,846,570	729,230	60.5%	0	0	\$3.72
Office/Warehouse	11	380,792	157,790	58.6%	15,150	15,150	\$7.77
	18	2,227,362	887,020	60.2%	15,150	15,150	\$4.44

EGS Commercial Real Estate

Industrial Totals by Property Type

1st Quarter 2008

Birmingham

	# Buildings	Total SF	Available SF	% Occupied	YTD Absorption	Quarterly Absorption	Average Weighted Rental Rates
Total Market							
Bulk Distribution	86	10,153,835	1,457,070	85.7%	72,336	72,336	\$3.73
Office/Warehouse	91	2,616,013	341,673	86.9%	15,480	15,480	\$7.00
Service Center	44	1,367,173	183,336	86.6%	(8,240)	(8,240)	\$7.14
TOTAL	221	14,137,021	1,982,079	86.0%	79,576	79,576	\$4.61
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