

EGS Commercial Real Estate
 Industrial Totals by Submarket
 1st Quarter 2011

Birmingham

	# Buildings	Total SF	Available SF	% Occupied	YTD Absorption	Quarterly Absorption	Sublease Available SF	Average Weighted Rental Rates
Total Market								
Total Central	73	4,197,328	717,408	82.9%	(59,155)	(59,155)	1,750	\$3.08
Total Eastern	16	1,247,100	213,634	82.9%	12,748	12,748	0	\$4.05
Total Oxmoor Valley	47	2,666,564	523,949	80.4%	(759)	(759)	65,574	\$5.37
Total Southern	77	3,947,937	767,672	80.6%	984	984	209,600	\$4.64
Total Southwestern	24	2,248,677	732,695	67.4%	106,700	106,700	0	\$3.89
TOTAL	237	14,307,606	2,955,358	79.3%	60,518	60,518	276,924	\$4.16
Central								
Bulk Distribution	47	3,469,306	621,991	82.1%	(59,855)	(59,855)	0	\$2.70
Office/Warehouse	9	277,635	35,299	87.3%	4,500	4,500	0	\$4.19
Service Center	17	450,387	60,118	86.7%	(3,800)	(3,800)	1,750	\$6.30
	73	4,197,328	717,408	82.9%	(59,155)	(59,155)	1,750	\$3.08
Eastern								
Bulk Distribution	8	1,012,400	192,184	81.0%	17,548	17,548	0	\$3.73
Office/Warehouse	6	201,550	9,750	95.2%	(4,800)	(4,800)	0	\$6.20
Service Center	2	33,150	11,700	64.7%	0	0	0	\$7.38
	16	1,247,100	213,634	82.9%	12,748	12,748	0	\$4.05
Oxmoor Valley								
Bulk Distribution	16	1,658,741	298,481	82.0%	(15,600)	(15,600)	63,200	\$4.36
Office/Warehouse	17	447,650	74,000	83.5%	0	0	0	\$6.89
Service Center	14	560,173	151,468	73.0%	14,841	14,841	2,374	\$6.62
	47	2,666,564	523,949	80.4%	(759)	(759)	65,574	\$5.37
Southern								
Bulk Distribution	10	2,431,118	549,450	77.4%	0	0	200,000	\$4.15
Office/Warehouse	55	1,329,956	196,372	85.2%	2,484	2,484	9,600	\$5.69
Service Center	12	186,863	21,850	88.3%	(1,500)	(1,500)	0	\$7.43
	77	3,947,937	767,672	80.6%	984	984	209,600	\$4.64
Southwestern								
Bulk Distribution	7	1,846,570	636,580	65.5%	100,100	100,100	0	\$3.48
Office/Warehouse	16	380,792	74,800	80.4%	6,600	6,600	0	\$6.18
Service Center	1	21,315	21,315	0.0%	0	0	0	\$7.95
	24	2,248,677	732,695	67.4%	106,700	106,700	0	\$3.89

EGS Commercial Real Estate
 Industrial Totals by Property Type
 1st Quarter 2011

Birmingham

	# Buildings	Total SF	Available SF	% Occupied	YTD Absorption	Quarterly Absorption	Sublease Available SF	Average Weighted Rental Rates
Total Market								
Bulk Distribution	88	10,418,135	2,298,686	77.9%	42,193	42,193	263,200	\$3.57
Office/Warehouse	88	2,637,583	390,221	85.2%	8,784	8,784	9,600	\$5.89
Service Center	46	1,251,888	266,451	78.7%	9,541	9,541	4,124	\$6.76
TOTAL	222	14,307,606	2,955,358	79.3%	60,518	60,518	276,924	\$4.16
Bulk Distribution								
Central	47	3,469,306	621,991	82.1%	(59,855)	(59,855)	0	\$2.70
Eastern	8	1,012,400	192,184	81.0%	17,548	17,548	0	\$3.73
Oxmoor Valley	16	1,658,741	298,481	82.0%	(15,600)	(15,600)	63,200	\$4.36
Southern	10	2,431,118	549,450	77.4%	0	0	200,000	\$4.15
Southwestern	7	1,846,570	636,580	65.5%	100,100	100,100	0	\$3.48
TOTAL	88	10,418,135	2,298,686	77.9%	42,193	42,193	263,200	\$3.57
Office/Warehouse								
Central	9	277,635	35,299	87.3%	4,500	4,500	0	\$4.19
Eastern	6	201,550	9,750	95.2%	(4,800)	(4,800)	0	\$6.20
Oxmoor Valley	17	447,650	74,000	83.5%	0	0	0	\$6.89
Southern	55	1,329,956	196,372	85.2%	2,484	2,484	9,600	\$5.69
Southwestern	1	21,315	21,315	0.0%	0	0	0	\$7.95
TOTAL	88	2,278,106	336,736	85.2%	2,184	2,184	9,600	\$5.89
Service Center								
Central	17	450,387	60,118	86.7%	(3,800)	(3,800)	1,750	\$6.30
Eastern	2	33,150	11,700	64.7%	0	0	0	\$7.38
Oxmoor Valley	14	560,173	151,468	73.0%	14,841	14,841	2,374	\$6.62
Southern	12	186,863	21,850	88.3%	(1,500)	(1,500)	0	\$7.43
Southwestern	1	21,315	21,315	0.0%	0	0	0	\$7.95
TOTAL	46	1,230,573	245,136	80.1%	9,541	9,541	4,124	\$6.76