

**EGS Commercial Real Estate**  
Industrial Totals by Submarket  
3rd Quarter 2013

**Birmingham**

	# Buildings	Total SF	Available SF	% Occupied	YTD Absorption	Quarterly Absorption	Sublease Available SF	Leasing Activity SF	Average Weighted Rental Rates
<b>Total Market</b>									
Total Central	71	4,180,504	754,815	81.9%	60,175	47,385	0	73,300	\$3.34
Total Eastern	16	1,247,100	192,000	84.6%	23,852	24,952	28,600	24,952	\$4.37
Total Oxmoor Valley	47	2,666,564	474,267	82.2%	105,012	(6,505)	77,825	9,830	\$5.80
Total Southern	77	3,948,003	451,790	88.6%	(88,894)	11,285	0	48,925	\$4.84
Total Southwestern	24	2,248,677	440,272	80.4%	(3,000)	0	5,000	0	\$4.01
<b>TOTAL</b>	<b>235</b>	<b>14,290,848</b>	<b>2,313,144</b>	<b>83.8%</b>	<b>97,145</b>	<b>77,117</b>	<b>111,425</b>	<b>157,007</b>	<b>\$4.35</b>
<b>Central</b>									
Bulk Distribution	47	3,469,306	640,297	81.5%	64,214	54,750	0	54,750	\$2.93
Office/Warehouse	9	277,635	48,175	82.6%	1,100	(7,150)	0	15,750	\$3.80
Service Center	15	433,563	66,343	84.7%	(5,139)	(215)	0	2,800	\$7.01
	71	4,180,504	754,815	81.9%	60,175	47,385	0	73,300	\$3.34
<b>Eastern</b>									
Bulk Distribution	8	1,012,400	170,500	83.2%	11,052	11,052	28,600	11,052	\$4.11
Office/Warehouse	6	201,550	19,550	90.3%	5,000	10,000	0	10,000	\$6.31
Service Center	2	33,150	1,950	94.1%	7,800	3,900	0	3,900	\$7.00
	16	1,247,100	192,000	84.6%	23,852	24,952	28,600	24,952	\$4.37
<b>Oxmoor Valley</b>									
Bulk Distribution	16	1,658,741	223,229	86.5%	74,405	0	77,825	0	\$4.32
Office/Warehouse	17	447,650	87,493	80.5%	22,940	0	0	0	\$7.94
Service Center	14	560,173	163,545	70.8%	7,667	(6,505)	0	9,830	\$6.67
	47	2,666,564	474,267	82.2%	105,012	(6,505)	77,825	9,830	\$5.80
<b>Southern</b>									
Bulk Distribution	10	2,431,184	293,000	87.9%	(20,000)	0	0	0	\$3.85
Office/Warehouse	55	1,329,956	147,590	88.9%	(61,694)	13,285	0	48,925	\$6.58
Service Center	12	186,863	11,200	94.0%	(7,200)	(2,000)	0	0	\$7.79
	77	3,948,003	451,790	88.6%	(88,894)	11,285	0	48,925	\$4.84
<b>Southwestern</b>									
Bulk Distribution	7	1,846,570	325,700	82.4%	18,400	0	0	0	\$3.25
Office/Warehouse	16	380,792	97,257	74.5%	(21,400)	0	5,000	0	\$6.01
Service Center	1	21,315	17,315	18.8%	0	0	0	0	\$7.00
	24	2,248,677	440,272	80.4%	(3,000)	0	5,000	0	\$4.01

**EGS Commercial Real Estate**  
Industrial Totals by Property Type  
3rd Quarter 2013

**Birmingham**

	# Buildings	Total SF	Available SF	% Occupied	YTD Absorption	Quarterly Absorption	Sublease Available SF	Leasing Activity SF	Average Weighted Rental Rates
<b>Total Market</b>									
Bulk Distribution	88	10,418,201	1,652,726	84.1%	148,071	65,802	106,425	65,802	\$3.46
Office/Warehouse	88	2,637,583	400,065	84.8%	(54,054)	16,135	5,000	74,675	\$6.39
Service Center	44	1,235,064	260,353	78.9%	3,128	(4,820)	0	16,530	\$6.83
<b>TOTAL</b>	<b>220</b>	<b>14,290,848</b>	<b>2,313,144</b>	<b>83.8%</b>	<b>97,145</b>	<b>77,117</b>	<b>111,425</b>	<b>157,007</b>	<b>\$4.35</b>
<b>Bulk Distribution</b>									
Central	47	3,469,306	640,297	81.5%	64,214	54,750	0	54,750	\$2.93
Eastern	8	1,012,400	170,500	83.2%	11,052	11,052	28,600	11,052	\$4.11
Oxmoor Valley	16	1,658,741	223,229	86.5%	74,405	0	77,825	0	\$4.32
Southern	10	2,431,184	293,000	87.9%	(20,000)	0	0	0	\$3.85
Southwestern	7	1,846,570	325,700	82.4%	18,400	0	0	0	\$3.25
	88	10,418,201	1,652,726	84.1%	148,071	65,802	106,425	65,802	\$3.46
<b>Office/Warehouse</b>									
Central	9	277,635	48,175	82.6%	1,100	(7,150)	0	15,750	\$3.80
Eastern	6	201,550	19,550	90.3%	5,000	10,000	0	10,000	\$6.31
Oxmoor Valley	17	447,650	87,493	80.5%	22,940	0	0	0	\$7.94
Southern	55	1,329,956	147,590	88.9%	(61,694)	13,285	0	48,925	\$6.58
Southwestern	16	380,792	97,257	74.5%	(21,400)	0	5,000	0	\$7.00
	103	2,637,583	400,065	84.8%	(54,054)	16,135	5,000	74,675	\$6.39
<b>Service Center</b>									
Central	15	433,563	66,343	84.7%	(5,139)	(215)	0	2,800	\$7.01
Eastern	2	33,150	1,950	94.1%	7,800	3,900	0	3,900	\$7.00
Oxmoor Valley	14	560,173	163,545	70.8%	7,667	(6,505)	0	9,830	\$6.67
Southern	12	186,863	11,200	94.0%	(7,200)	(2,000)	0	0	\$7.79
Southwestern	1	21,315	17,315	18.8%	0	0	0	0	\$7.00
	44	1,235,064	260,353	78.9%	3,128	(4,820)	0	16,530	\$6.83