

**EGS Commercial Real Estate**  
Industrial Totals by Submarket  
4th 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	798,190	80.9%	16,800	(43,375)	0	0	\$3.33
Total Eastern	16	1,247,100	197,000	84.2%	18,852	(5,000)	28,600	0	\$4.39
Total Oxmoor Valley	47	2,666,564	497,461	81.3%	81,818	(23,194)	77,825	14,708	\$5.67
Total Southern	77	3,948,003	478,630	87.9%	(115,734)	(26,840)	0	2,400	\$4.88
Total Southwestern	24	2,248,677	440,272	80.4%	(3,000)	0	5,000	0	\$4.05
<b>TOTAL</b>	<b>235</b>	<b>14,290,848</b>	<b>2,411,553</b>	<b>83.1%</b>	<b>(1,264)</b>	<b>(98,409)</b>	<b>111,425</b>	<b>17,108</b>	<b>\$4.34</b>
<b>Central</b>									
Bulk Distribution	47	3,469,306	666,072	80.8%	38,439	(25,775)	0	0	\$2.88
Office/Warehouse	9	277,635	48,175	82.6%	1,100	0	0	0	\$3.80
Service Center	15	433,563	83,943	80.6%	(22,739)	(17,600)	0	0	\$6.69
	71	4,180,504	798,190	80.9%	16,800	(43,375)	0	0	\$3.33
<b>Eastern</b>									
Bulk Distribution	8	1,012,400	170,500	83.2%	11,052	0	28,600	0	\$4.11
Office/Warehouse	6	201,550	24,550	87.8%	0	(5,000)	0	0	\$6.15
Service Center	2	33,150	1,950	94.1%	7,800	0	0	0	\$7.00
	16	1,247,100	197,000	84.2%	18,852	(5,000)	28,600	0	\$4.39
<b>Oxmoor Valley</b>									
Bulk Distribution	16	1,658,741	254,959	84.6%	42,675	(31,730)	77,825	0	\$4.36
Office/Warehouse	17	447,650	82,542	81.6%	27,891	4,951	0	9,023	\$7.88
Service Center	14	560,173	159,960	71.4%	11,252	3,585	0	5,685	\$6.63
	47	2,666,564	497,461	81.3%	81,818	(23,194)	77,825	14,708	\$5.67
<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	171,430	87.1%	(85,534)	(23,840)	0	2,400	\$6.42
Service Center	12	186,863	14,200	92.4%	(10,200)	(3,000)	0	0	\$7.73
	77	3,948,003	478,630	87.9%	(115,734)	(26,840)	0	2,400	\$4.88
<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	\$6.20
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	\$4.05

**EGS Commercial Real Estate**  
Industrial Totals by Property Type  
4th 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	1,710,231	83.6%	90,566	(57,505)	106,425	-	\$3.46
Office/Warehouse	88	2,637,583	423,954	83.9%	(77,943)	(23,889)	5,000	11,423	\$6.34
Service Center	44	1,235,064	277,368	77.5%	(13,887)	(17,015)	0	5,685	\$6.73
<b>TOTAL</b>	<b>220</b>	<b>14,290,848</b>	<b>2,411,553</b>	<b>83.1%</b>	<b>(1,264)</b>	<b>(98,409)</b>	<b>111,425</b>	<b>17,108</b>	<b>\$4.34</b>
<b>Bulk Distribution</b>									
Central	47	3,469,306	666,072	80.8%	38,439	(25,775)	0	0	\$2.88
Eastern	8	1,012,400	170,500	83.2%	11,052	0	28,600	0	\$4.11
Oxmoor Valley	16	1,658,741	254,959	84.6%	42,675	(31,730)	77,825	0	\$4.36
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	1,710,231	83.6%	90,566	(57,505)	106,425	0	\$3.46
<b>Office/Warehouse</b>									
Central	9	277,635	48,175	82.6%	1,100	0	0	0	\$3.80
Eastern	6	201,550	24,550	87.8%	0	(5,000)	0	0	\$6.15
Oxmoor Valley	17	447,650	82,542	81.6%	27,891	4,951	0	9,023	\$7.88
Southern	55	1,329,956	171,430	87.1%	(85,534)	(23,840)	0	2,400	\$6.42
Southwestern	16	380,792	97,257	74.5%	(21,400)	0	5,000	0	\$7.00
	103	2,637,583	423,954	83.9%	(77,943)	(23,889)	5,000	11,423	\$6.34
<b>Service Center</b>									
Central	15	433,563	83,943	80.6%	(22,739)	(17,600)	0	0	\$6.69
Eastern	2	33,150	1,950	94.1%	7,800	0	0	0	\$7.00
Oxmoor Valley	14	560,173	159,960	71.4%	11,252	3,585	0	5,685	\$6.63
Southern	12	186,863	14,200	92.4%	(10,200)	(3,000)	0	0	\$7.73
Southwestern	1	21,315	17,315	18.8%	0	0	0	0	\$7.00
	44	1,235,064	277,368	77.5%	(13,887)	(17,015)	0	5,685	\$6.73