“Our industry is in a constant state of change. Avadian Credit Union has looked to Graham & Company to assist in meeting our real estate needs as we strive to be at the forefront of those changes.”
Linda Cencula, President/CEO • AVADIAN CREDIT UNION

“As our practice has grown to five locations throughout the Birmingham area we needed help managing our growth and more importantly our expenses. The Office Team at Graham & Company has been successful in saving our firm money and providing much needed expert advice regarding our real estate needs.”
Garry S. Grayson, M.D. • GRAYSON & ASSOCIATES, PC
In 2016, the overall Birmingham Office Market posted -519,151 sf of absorption. While this number seems high, it represents less than 2% of the total market. The majority of this decline can primarily be attributed to three tenants vacating large spaces. Despite this setback, confidence in the market remains high with new developments in the pipeline, redevelopments beginning to come to fruition, and local companies continuing to grow.

The Central Business District was the strongest performing submarket in 2016, posting over 60,000 sf of positive absorption.

During 2016, there was more than $450 million in building sales over 25,000 sf. The largest sale transaction of the year was the recently leased, 669,438 sf, "Red Roof" buildings at the Colonnade. These two buildings sold to an out-of-state investor for $131 million. Additionally, Grandview II traded twice during the year, and the Financial Center was sold to a local firm. In all, there were eight office buildings over 100,000 sf that changed hands in 2016, continuing a record trend of Class A office sales.

FUTURE

Continued momentum in the CBD and more office space coming online in the suburbs will drive the office market in coming years. Additionally, as the revised Historic Tax Credit passes the legislature, we can expect more redevelopment projects in the city’s center for years to come.

BIRMINGHAM OFFICE MARKET OVERVIEW

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Birmingham’s Central Business District had another notable year in 2016, continuing the resurgence that it has been experiencing over the past several years. In 2016, multi-tenant occupancy levels in the CBD submarket rose by 1.36% to 82.45%. Overall rental rates remained relatively flat, averaging $19.69 psf. This represents a 0.29% increase over the prior year.

The most significant transaction in the CBD during 2016 was the sale of the Financial Center, located at 505 20th Street North. Daniel Corporation led a partnership that purchased the Class A office and occupies 12,559 sf of the 311,000 sf building. Also making headlines, the historic Federal Reserve Building, purchased by a local investor in 2014, has been extensively renovated. Hand Arendall leased 22,909 sf in 2016. Graham & Co/GCP leased 19,289 sf in 2017, with plans to relocate to the CBD later this year.

We foresee the submarket continuing to improve during coming years as downtown Birmingham continues to experience its renaissance. This improvement will only be accelerated as the Historic Tax Credit program is revived, and more older buildings in the city’s center are brought back to life.
## Significant Leases

<table>
<thead>
<tr>
<th>Building</th>
<th>SF</th>
<th>Tenant</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regions Harbert Plaza</td>
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<td>John Hand Building</td>
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<td>Federal Reserve Building</td>
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<td>Parisian Building</td>
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<td>Action, Inc.</td>
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<tr>
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<td>Financial Center</td>
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<td>Financial Center</td>
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<td>Gray Building</td>
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## Significant Sales

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<thead>
<tr>
<th>Date</th>
<th>Building</th>
<th>SF</th>
<th>Price</th>
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<th>Buyer</th>
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<td>Financial Center</td>
<td>311,000</td>
<td>$31,000,000</td>
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<td>615 North 1st Street</td>
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<td>Aarav &amp; Niam, LLC</td>
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<td>2113-2117 1st Avenue North</td>
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<td>9,000</td>
<td>$687,500</td>
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<td>Hallett Johnson</td>
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</table>

## Multi-Tenant Occupancy

- 2016 Overall Averages: Occupancy 88.79% • Rate PSF $19.69

## Multi-Tenant Rate PSF

- 2010: $19.85
- 2011: $19.73
- 2012: $20.07
- 2013: $20.11
- 2014: $20.05
- 2015: $20.20
- 2016: $20.28
For the second consecutive year, the Midtown submarket saw a dip in multi-tenant occupancy. 2016’s decrease of 16,916 sf was significantly less dramatic of a drop over 2015. Rental rates increased moderately despite the increase in available space. While the submarket lost ground in 2016, Midtown still posted healthy overall occupancy of 92.94%.

Midtown was one of the only submarkets to see any new office development, with two projects breaking ground during the year. The first development is a 100,000 sf office building located on the northern periphery of Homewood. ServisFirst Bank will be relocating its headquarters to the facility upon completion in the fall of 2017.

An additional major development is a 40,000 sf, Class A office building, Pump House Plaza, along the Highway 280 corridor, new headquarters for First US Bank. At the time of publication, there is still space available for lease in the building.

The Midtown submarket continues to be a desirable location with easy access to the city center and close proximity to the Over-the-Mountain neighborhoods and amenities.

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<table>
<thead>
<tr>
<th>Building</th>
<th>SF</th>
<th>Tenant</th>
<th>Comments</th>
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<tbody>
<tr>
<td>First Commercial Bank Building</td>
<td>76,338</td>
<td>Synovus Financial Corp.</td>
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<td>Brookwood Place</td>
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<td>Starnes Davis Florie, LLP</td>
<td>Renewal</td>
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<tr>
<td>First Commercial Bank Building</td>
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<td>Stifel</td>
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<td>880 Building</td>
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<td>Lloyd, Gray, Whitehead &amp; Monroe</td>
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<td>BB&amp;T Bank Building</td>
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<td>Marcus Cable of Alabama, LLC</td>
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<td>Southbridge</td>
<td>17,012</td>
<td>Regus</td>
<td>Renewal</td>
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<td>BB&amp;T Bank Building</td>
<td>15,117</td>
<td>First Protective Life</td>
<td>New Lease</td>
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<tr>
<td>Lakeshore Park Plaza</td>
<td>14,246</td>
<td>Dent Moses, LLP</td>
<td>New Lease</td>
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<td>500 Mountain Brook Office Park</td>
<td>13,375</td>
<td>CSL Financial, LLC</td>
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<td>201 Office Park</td>
<td>11,601</td>
<td>Dermatology &amp; Laser of Alabama, PC</td>
<td>Renewal/Expansion</td>
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<td>Lakeshore Park Plaza</td>
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<td>Telvent DTN, LLC</td>
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<td>Lakeshore Park Plaza</td>
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<td>Liv Development, LLC</td>
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<td>Lakeshore Park Plaza</td>
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<td>Johnson Development, LLC</td>
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<td>Lakeshore Park Plaza</td>
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<td>GSA</td>
<td>New Lease</td>
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### Significant Sales

<table>
<thead>
<tr>
<th>Date</th>
<th>Building</th>
<th>SF</th>
<th>Price</th>
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<th>Buyer</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/16</td>
<td>Shades Cahaba Office Building</td>
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<td>Oakworth Capital Bank</td>
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<td>8/16</td>
<td>Brookwood Office Center</td>
<td>169,500</td>
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<td>9/16</td>
<td>2921 2nd Avenue South</td>
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<td>Former Kassouf &amp; Co Office Building</td>
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<td>Dunn Real Estate, LLC</td>
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<td>11/16</td>
<td>2320 Highland Avenue South</td>
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<td>Old Gray Building Eat, LLC</td>
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<td>Magnolia Office Park Three</td>
<td>170,000</td>
<td>$18,000,000</td>
<td>$105.88</td>
<td>Pensacola Development Associates, LLC</td>
</tr>
</tbody>
</table>

### Multi-Tenant Occupancy and Rate PSF

**2016 Overall Averages:**
- Occupancy: 92.94%
- Rate PSF: $21.81
After three years of positive absorption in the Highway 280/I-459 submarket, there is now more than 200,000 sf of newly vacated space available in the area, primarily attributed to two companies moving large amounts of office space to other submarkets. Overall occupancy levels fell by 3.4% to 87.19%.

Conversely, we are just now beginning to see the impact of the new Grandview Medical Center on the surrounding neighborhood, including new ancillary medical office developments that are underway along Cahaba River Road. Additionally, Southern Company signed a long-term lease to fill the two long-vacant Red Roof buildings at The Colonnade totaling 669,438 sf.

Investor interest in this submarket has spiked over the past few years and there were three large sale transactions in 2016. The Grandview II office building also traded to a out-of-state investor. Lastly, the newly vacated 2000 International Park building sold speculatively; this shows confidence in the submarket amongst investors. Expect this submarket to grow and vacancy rates to decline in the coming years.
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<table>
<thead>
<tr>
<th>BUILDING</th>
<th>SF</th>
<th>TENANT</th>
<th>COMMENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>COLONNADE OFFICE TOWERS NORTH &amp; SOUTH</td>
<td>669,438</td>
<td>SOUTHERN COMPANY</td>
<td>NEW LEASE</td>
</tr>
<tr>
<td>MEADOW BROOK 1200</td>
<td>15,879</td>
<td>UPSTREAM REHAB</td>
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<tr>
<td>1900 INTERNATIONAL PARK</td>
<td>13,843</td>
<td>WARREN AVERETT COMPANIES, LLC</td>
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<td>GRANDVIEW II</td>
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<td>ONE PERIMETER PARK SOUTH</td>
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<td>GRANDVIEW II</td>
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<td>GRANDVIEW II</td>
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<td>GRESHAM SMITH AND PARTNERS</td>
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<td>RIVERHILLS BUSINESS PARK</td>
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<td>SELECT PHYSICAL THERAPY HOLDINGS, INC.</td>
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<td>TWO PERIMETER PARK SOUTH</td>
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<td>3425 COLONNADE PARKWAY</td>
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<td>GRANDVIEW II</td>
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<td>KELLER WILLIAMS</td>
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<td>BLUE LAKE CENTER</td>
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<td>RXBENEFITS, INC.</td>
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<td>1800 INTERNATIONAL PARK</td>
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<td>BLUE LAKE CENTER</td>
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<td>1500 URBAN CENTER</td>
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<td>22 INVERNESS CENTER</td>
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<td>BYERS ENGINEERING</td>
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## Significant Sales

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<tr>
<th>DATE</th>
<th>BUILDING</th>
<th>SF</th>
<th>PRICE</th>
<th>PSF</th>
<th>BUYER</th>
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<td>2224 CAHABA VALLEY DRIVE</td>
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<td>1100 CORPORATE DRIVE</td>
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<td>$131,590,000</td>
<td>$196.57</td>
<td>GRIFFIN CAPITAL CORPORATION</td>
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## Multi-Tenant Occupancy & Rate PSF

2016 Overall Averages: Occupancy 87.19% • Rate PSF $20.46
The Southern/I-65 submarket saw a slight dip in occupancy during 2016. Overall, the submarket lost 100,598 sf of space and occupancy decreased to 92.84%. Rental rates experienced a slight increase for both single and multi-tenant properties. Over the past five years, this submarket has remained stable and we expect this trend to continue.

Two of the most notable transactions in the Southern/I-65 submarket for 2016 were the sale of Chase Corporate Center, a 211,335 sf, Class A office building purchased by a private equity firm out of Nashville, TN for $35 million and eight buildings of Riverchase Center that were purchased by PointOne Holdings, a national investment firm for $30 million.

Easily accessible by both I-65 and I-459, many of the Southern submarket buildings are surrounded by lush wooded areas, nice landscaping and rolling terrain, all of which contribute to the area’s reputation as a convenient and desirable place to work.
### Significant Leases

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<thead>
<tr>
<th>Building</th>
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<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>2120 Data Drive</td>
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<td>Renasant Corporation</td>
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<td>400 Vestavia Parkway</td>
<td>7,890</td>
<td>Carr Allison</td>
<td>Renewal/Expansion</td>
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<td>Vestavia Hills City Center</td>
<td>6,935</td>
<td>Swaid Clinic</td>
<td>New Lease</td>
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<tr>
<td>2919 John Hawkins Parkway</td>
<td>6,723</td>
<td>Homebridge Financial Services, Inc.</td>
<td>New Lease</td>
</tr>
<tr>
<td>5336 Stadium Trace Parkway</td>
<td>6,187</td>
<td>Campbell Law, PC</td>
<td>New Lease</td>
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<tr>
<td>3 Riverchase Ridge</td>
<td>5,500</td>
<td>CDG Engineers &amp; Associates, Inc.</td>
<td>New Lease</td>
</tr>
<tr>
<td>The Grove</td>
<td>5,000</td>
<td>Marcus Cable of Alabama, LLC</td>
<td>New Lease</td>
</tr>
<tr>
<td>Vestavia Hills City Center</td>
<td>5,000</td>
<td>Summit Media</td>
<td>Renewal</td>
</tr>
<tr>
<td>2700 Pelham Pkwy</td>
<td>5,000</td>
<td>Oak Mountain Emporium</td>
<td>New Lease</td>
</tr>
<tr>
<td>120 Applegate Court</td>
<td>4,500</td>
<td>LED Solutions, LLC</td>
<td>New Lease</td>
</tr>
<tr>
<td>Galleria Tower</td>
<td>4,260</td>
<td>Marcus Cable of Alabama, LLC</td>
<td>New Lease</td>
</tr>
</tbody>
</table>

### Significant Sales

<table>
<thead>
<tr>
<th>Date</th>
<th>Building</th>
<th>SF</th>
<th>Price</th>
<th>PSF</th>
<th>Buyer</th>
</tr>
</thead>
<tbody>
<tr>
<td>2/16</td>
<td>Chase Corporate Center</td>
<td>211,335</td>
<td>$35,000,000</td>
<td>$165.61</td>
<td>Chase Corporate Center, LLC</td>
</tr>
<tr>
<td>4/16</td>
<td>Riverchase Center</td>
<td>320,409</td>
<td>$30,000,000</td>
<td>$93.63</td>
<td>Pointone Holdings &amp; Adler Kawa Real Estate Advisors</td>
</tr>
<tr>
<td>5/16</td>
<td>Southlake Plaza</td>
<td>27,000</td>
<td>$2,581,600</td>
<td>$95.61</td>
<td>Southlake Plaza Property, LLC</td>
</tr>
<tr>
<td>6/16</td>
<td>3825 Lorna Road</td>
<td>24,443</td>
<td>$3,100,000</td>
<td>$126.83</td>
<td>Shamrock Investments, LLC</td>
</tr>
<tr>
<td>7/16</td>
<td>Cahaba Building I</td>
<td>8,455</td>
<td>$833,900</td>
<td>$98.63</td>
<td>Cemellia Realty Holdings, LLC</td>
</tr>
<tr>
<td>7/16</td>
<td>1313 Alford Avenue</td>
<td>4,080</td>
<td>$492,500</td>
<td>$120.71</td>
<td>Three 7 Capital, LLC</td>
</tr>
<tr>
<td>7/16</td>
<td>Fresenius Kidney Care Hoover</td>
<td>8,500</td>
<td>$2,430,000</td>
<td>$285.88</td>
<td>Rockwell Debt-Free Properties, Inc</td>
</tr>
<tr>
<td>9/16</td>
<td>300 Applegate Lane</td>
<td>10,000</td>
<td>$580,000</td>
<td>$58.00</td>
<td>RAS, LLC</td>
</tr>
</tbody>
</table>

### Multi-Tenant Occupancy

- 2010: 82.7%
- 2011: 82.7%
- 2012: 85.4%
- 2013: 84.4%
- 2014: 90.2%
- 2015: 86.6%
- 2016: 85.9%

### Multi-Tenant Rate PSF

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$17.14</td>
<td>$17.20</td>
<td>$17.22</td>
<td>$17.27</td>
<td>$17.52</td>
<td>$17.68</td>
<td>$17.92</td>
</tr>
</tbody>
</table>

2016 Overall Averages: Occupancy 92.84% • Rate PSF $18.15
Birmingham’s smallest submarket had a challenging year with more than 260,000 sf of new space coming available and overall occupancy dropping to 71.41%. This performance can be attributed mostly to Wells Fargo’s planned vacating of its space at 200-220 Wildwood Parkway office campus.

The Vulcan/Oxmoor submarket had positive activity during 2016. The Tower Building, formerly the headquarters of Drummond Company, was recently renovated to attract local technology firms and has signed several leases to growing start-ups. One of the most notable sale transactions for the year was the sale of the University Building at 85 Bagby Dr. The property was recently renovated by a local investor and leased up to 88% at the time of sale.

The City of Homewood has expressed interest in further improvements to the area which would enhance the economic landscape of the neighborhood.

**Significant Leases**

<table>
<thead>
<tr>
<th>BUILDING</th>
<th>SF</th>
<th>TENANT</th>
<th>COMMENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>GRAND TWIN TOWERS</td>
<td>44,755</td>
<td>DEPARTMENT OF REHABILITATION</td>
<td>RENEWAL</td>
</tr>
<tr>
<td>BEACON CENTER</td>
<td>8,494</td>
<td>SINCLAIR COMMUNICATIONS, LLC DBA WTTO-TV</td>
<td>RENEWAL</td>
</tr>
<tr>
<td>128 W PARK DRIVE</td>
<td>8,205</td>
<td>RES-CARE ALABAMA, INC.</td>
<td>NEW LEASE</td>
</tr>
<tr>
<td>301 BEACON PARKWAY</td>
<td>2,369</td>
<td>PROFESSIONAL FIREFIGHTERS OF ALABAMA</td>
<td>NEW LEASE</td>
</tr>
</tbody>
</table>

**Significant Sales**

<table>
<thead>
<tr>
<th>DATE</th>
<th>BUILDING</th>
<th>SF</th>
<th>PRICE</th>
<th>PSF</th>
<th>BUYER</th>
</tr>
</thead>
<tbody>
<tr>
<td>6/16</td>
<td>GRAND TWIN EAST &amp; WEST</td>
<td>90,528</td>
<td>$5,060,000</td>
<td>$55.89</td>
<td>TOWER INVESTMENTS, INC.</td>
</tr>
<tr>
<td>6/16</td>
<td>324 COMMONS DRIVE</td>
<td>15,030</td>
<td>$815,000</td>
<td>$54.22</td>
<td>MCA HOLDINGS, LLC</td>
</tr>
<tr>
<td>9/16</td>
<td>475 GREENSPRINGS HWY</td>
<td>3,188</td>
<td>$605,000</td>
<td>$189.77</td>
<td>AVADIAN CREDIT UNION</td>
</tr>
<tr>
<td>12/16</td>
<td>UNIVERSITY BUILDING</td>
<td>39,969</td>
<td>$1,625,000</td>
<td>$40.66</td>
<td>CAIYHEN BUILDING, LLC</td>
</tr>
</tbody>
</table>
Steve Graham, Chairman of Graham & Company, coordinates the company’s appraisal/consulting and asset management services. He is widely respected for his skills in commercial real estate appraisal and consulting. He is a member of the Appraisal Institute (MAI) and holds the Counselor of Real Estate (CRE) designation.

Steve is a graduate of the University of the South and earned a law degree from Samford University’s Cumberland School of Law.

Mike Graham, President of Graham & Company, heads the company’s commercial real estate division, which includes sales, leasing and development activities. Active in the development community, Mike earned the prestigious SIOR designation from the Society of Industrial & Office Realtors; he has served as National Chairman of several committees. He is also a former president of the Alabama chapters of SIOR, Institute of Real Estate Management (IREM), and NAIOP Commercial Real Estate Development Association.

Mike is a graduate of the University of the South and holds a Masters in Business Administration (MBA) from Emory University.

DAN LOVELL, SIOR, LEED AP | dani@grahamcompany.com
DIRECTOR, OFFICE GROUP | JOINED GRAHAM: 1991

AFFILIATIONS/HONORS
• SIOR Office Specialist designation since 1997
• LEED AP, certified 2008
• BBVA Compass Bank Board of Directors – Current
• 2003 President of NAIOP – AL Chapter
• *Birmingham Business Journal* “Top 40 Under 40” 2003
• Birmingham Association of Realtors Commercial Real Estate Club of Excellence 2008 Top Producer – Investment Division
• Birmingham Metropolitan Development Board (Board Member, 2003)

CLIENTS INCLUDE
• Carr Allison • Southlake Orthopaedics • BBVA Compass
• Hand Arendall • Friedman Dazzio • Grayson & Associates
• Dixon Hughes Goodman • Cadence Bank • CW Capital
• Cisco Systems • Amsher Collection Services

WALTER BROWN, SIOR | walterb@grahamcompany.com
VICE PRESIDENT, OFFICE GROUP | JOINED GRAHAM: 1999

AFFILIATIONS/HONORS
• Birmingham Association of Realtors Commercial Real Estate Club of Excellence 2007 Vulcan Award
• 2008 Producer – Sales & Leasing
• SIOR Office Specialist designation since 2008
• Member NAIOP – AL Chapter, 2008 Office Broker of the Year
• *Birmingham Business Journal* “Deals of the Year” 2008 for Lakeshore Crossings
• Earned Certificate for Regional & Urban Planning
• Homewood Rotary Club Board of Directors
• Homewood Chamber of Commerce Board Member
• Community Service Award – Graham & Company

CLIENTS INCLUDE
• Warren Averett • DRA Advisors, LLC • JP Morgan Chase
• Ferguson, Frost & Dodson, LLP • Baptist Health Centers
• Miller, Christie & Kinney, P.C. • Avadian Credit Union
• Oakstone Publishing • Hatch Mott MacDonald

MIKE GRAHAM, CPM, SIOR

STEVE GRAHAM, MAI, CRE

Christie Neely
Client Services Manager

Matt Rowan
Market Research Analyst
SAM CARROLL, SIOR | samc@grahamcompany.com  
VICE PRESIDENT, OFFICE GROUP | JOINED GRAHAM: 2002

AFFILIATIONS/HONORS
• SIOR Office Specialist designation since 2008
• Birmingham Business Journal “Top 40 Under 40” 2008

CLIENTS INCLUDE
• Charter Communications • CRST Logistics • IBML • Tyco
• PNC Bank • Lloyd, Gray, Whitehead & Monroe, PC • ADT
• Hollis & Wright, PC • Doozer Software • CenturyLink
• CW Capital • APAC Mid-South • Shamrock Investments

MATT GILCHRIST, SIOR | mattg@grahamcompany.com  
ASSOCIATE, OFFICE GROUP | JOINED GRAHAM: 2014

AFFILIATIONS/HONORS
• Member NAIOP – AL Chapter
• Phoenix Club Member
• Fellows Program Member
• Exceptional Foundation, Junior Board Member
• Completed SIOR designation classes 2015

CLIENTS INCLUDE
• FoodSource Lures • Jefferson County • My Office Products
• Plexius Info • Shapiro & Ingle • PNC Bank, NA • HP Hotels
• Forestry Environmental Services • Northwestern Mutual
• McConnell White and Terry • Mercy Medical • Bell Media

JERRY L. GRANT, CCIM | jerryg@grahamcompany.com  
VICE PRESIDENT, OFFICE GROUP | JOINED GRAHAM: 2015

AFFILIATIONS/HONORS
• CCIM designation (Certified Commercial Investment Member)
• Member NAIOP – AL Chapter, 2009 Office Broker of the Year, Past President and Current National Board Member
• Birmingham Commercial Realtors Council (BCRC), Vice President

CLIENTS INCLUDE
• Nexity Bank/Alostar Bank • Lord Baltimore Properties
• PNC Bank, NA • Greenfield Partners • Noland Health
• Legacy Federal • Lubar Adler • Cousins Properties, Inc.
• Wells Real Estate Funds • Samford University

J. ERIC GETTY, JD | ericg@grahamcompany.com  
VICE PRESIDENT, OFFICE GROUP | JOINED GRAHAM: 2016

AFFILIATIONS/HONORS
• Licensed Real Estate Agent – AL
• Alabama State Bar
• Birmingham Bar Association
• Member NAIOP – AL Chapter
• KidOne Transport Board of Directors

In addition to assisting businesses and individuals with their office space needs, Eric spends significant time identifying real estate acquisition opportunities in dynamic southeastern markets for our equity partners.

WILSON YEILDING, MBA | wilsony@grahamcompany.com  
ASSOCIATE, OFFICE GROUP | JOINED GRAHAM: 2016

AFFILIATIONS/HONORS
• Open Hands Overflowing Hearts, Junior Board Member
• Phoenix Club Member
• Camp Winnataska

CLIENTS INCLUDE
• Samford University

HENRY V. GRAHAM II | henryg@grahamcompany.com  
VICE PRESIDENT OF DEVELOPMENT | JOINED GRAHAM: 2013

AFFILIATIONS/HONORS
• Licensed Real Estate Agent – AL
• Member NAIOP – AL Chapter

Armed with past experience in asset and financial performance tracking, construction management, property management and brokerage – today Henry works directly with Mike Graham to spearhead Graham & Company’s development efforts. As the footprint of both Graham & Company and Graham Commercial Properties continues to expand, Henry focuses on creating personal relationships that can lead to build-to-suits, redevelopment opportunities and speculative projects across the Southeast.
AFFILIATIONS/HONORS
- Member of Building Owners and Managers Association International (BOMA)
- Member International Council of Shopping Centers (ICSC)
- Member Commercial Real Estate Women (CREW)
- Federal Protective Service Contract Suitability Adjudication Program - Security Clearance designation

CONCENTRATION
Supervising operations of a growing portfolio of over 11 million sf in Birmingham, Huntsville, Montgomery, Gulf Coast and Jacksonville, FL.

PROPERTIES MANAGED
- 101 1st Avenue North
- Interstate Park
- Lorna Lane
- SCP Cahaba Valley
- Ruff and Tuff Complex
- Terrebonne
- Star Enterprises
- MX 2800
- Moody Commerce Park
- Champions
- Gold Nugget

STACEY R. WADSWORTH, | stacey.wadsworth@gcprei.com
DIRECTOR OF PROPERTY MANAGEMENT | JOINED GRAHAM: 2011

AFFILIATIONS/HONORS
- Member of Building Owners and Managers Association International (BOMA)
- Member of International Council of Shopping Centers (ICSC)
- Member of National Parks Conversation Association (NPCA)
- Corporate Member of Homewood Chamber of Commerce
- Licensed Real Estate Agent - Alabama

PROPERTIES MANAGED
- Grandview II
- Medstone Professional Building
- Shelby Commerce Park
- US Attorney’s Building

BETH GRESHAM, | beth.gresham@gcprei.com
PROPERTY MANAGER | JOINED GRAHAM: 2011

F. CRAIG JACKSON, | craig.jackson@gcprei.com
PROPERTY MANAGER | JOINED GRAHAM: 1998

AFFILIATIONS/HONORS
- Member of Building Owners and Managers Association International (BOMA)
- Supervisor of Graham & Co’s community service LEAD crew since 1995
- Member of National Parks Conversation Association (NPCA)
- Corporate Member of Homewood Chamber of Commerce
- Licensed Real Estate Agent - Alabama

PROPERTIES MANAGED
- 101 1st Avenue North
- Interstate Park
- Lorna Lane
- SCP Cahaba Valley
- Ruff and Tuff Complex
- Terrebonne
- Star Enterprises
- MX 2800
- Moody Commerce Park
- Champions
- Gold Nugget

SAM WARBINGTON, CSM | sam.warbington@gcprei.com
PROPERTY MANAGER | JOINED GRAHAM: 2014

AFFILIATIONS/HONORS
- Member of Building Owners and Managers Association International (BOMA)
- Member of International Council of Shopping Centers (ICSC) (CSM) designation since 1984
- Licensed Real Estate Agent - AL

PROPERTIES MANAGED
- Airport Highway Park
- Samford University
- Stagg Birmingham
- Mercedes-Benz Vance LLC
- BN Park
- 3535 Colonnade Parkway
- Stagg Birmingham
- Vanderbilt Distribution Center
- Gazelle (Phases I-III)
13,375 SF OFFICE SPACE
Graham represented both the landlord and the tenant in the lease of 13,375 sf to CSL Financial, LLC in this Midtown location.

22,909 SF OFFICE SPACE
Graham represented Hand Arendall in its lease of 22,909 sf in this newly renovated, historic, class A office building located in the CBD.

18,818 SF OFFICE SPACE
Graham represented Lloyd Gray Whitehead & Monroe in its lease of 18,818 sf in this class A office building located on Montclair Road.

13,843 SF OFFICE SPACE
Graham represented Warren Averett in its lease of 13,843 sf at this Class A office located just off I-459.

14,246 SF OFFICE SPACE
Graham represented the Landlord in the lease renewal & expansion of 14,246 sf to Dent Moses, LLP at this Class A, Midtown office building.

10,602 SF OFFICE SPACE
Graham represented the Landlord in the lease of 10,602 sf to Renasant Corporation at this office building located in Hoover.
SUBLEASE OPPORTUNITY IN THE CBD
PNC BANK BUILDING, 1927 1ST AVENUE NORTH, BIRMINGHAM, AL
► AVAILABLE: 24,170 SF
• Space is well built for legal or professional firm
• Covered parking available; free visitor parking
• 24-Hour security in lobby

Contacts:
Sam Carroll, SIOR
samc@grahamcompany.com
Matt Gilchrist
mattg@grahamcompany.com

600 UNIVERSITY PARK PLACE
CLASS A SUBURBAN OFFICE BUILDING, HOMEWOOD, AL
► AVAILABLE: 20,519 SF
• 24 Hour secured card access
• Easy access to major transportation arteries I-65 and Highway 31
• Close proximity to an array of retail amenities

Contacts:
Jerry Grant, CCIM
jerryg@grahamcompany.com
Wilson Yeilding, MBA
wilsony@grahamcompany.com

WILDWOOD OFFICES
CLASS A SUBURBAN OFFICE BUILDING, BIRMINGHAM, AL
► AVAILABLE: 288,512 SF
• 2,765 Surface spaces and covered parking spaces
• Excellent access to I-65, downtown Birmingham and the entire Midtown area
• Adjacent to multiple choices for lodging, dining and retail
• Large floor plates

Contact:
Dan Lovell, SIOR, LEED AP
dani@grahamcompany.com

750 LAKESHORE PARKWAY
BIRMINGHAM, AL
► AVAILABLE: 20,000 — 135,000 SF
• On-site auditorium
• Free parking for up to 740 employees and visitors
• Walking path adjacent to building

Contacts:
Dan Lovell, SIOR, LEED AP
dani@grahamcompany.com
John Coleman, SIOR
johnc@grahamcompany.com

MEADOW BROOK 2700
CLASS A SUBURBAN OFFICE BUILDING, HOOVER, AL
► AVAILABLE: 8,053 SF
• U.S. Post Office within corporate park
• Daycare Center within corporate park
• Nearby access to walking/jogging path around three lakes
• Excellent access to major transportation arteries

Contacts:
Jerry Grant, CCIM
jerryg@grahamcompany.com
Sam Carroll, SIOR
samc@grahamcompany.com
For Sale or Lease

RIVERCHASE OFFICE BUILDING FOR SALE
300 CHASE PARK SOUTH, HOOVER, AL
▶ AVAILABLE: 19,090 SF & ± 1.75 AC
• Shelby County, no occupational tax
• Close proximity to retail amenities
• Building generator can be purchased

Contacts:
Sam Carroll, SIOR
samlc@grahamcompany.com
Matt Gilchrist
mattg@grahamcompany.com

WEST OXMOOR TOWER
11 WEST OXMOOR ROAD, BIRMINGHAM, AL
▶ AVAILABLE: 90,000 SF For Sale; 71,825 SF For Lease
• Great views
• Substantial high-end renovations were recently completed including: new lobby with decorative stone columns, hardwood floor and LED lighting fixtures; new elevator cabs; all 12 restrooms renovated with new granite countertops, mirrors and fixtures

Contacts:
Sam Carroll, SIOR
samlc@grahamcompany.com
Matt Gilchrist
mattg@grahamcompany.com

GREYSTONE OFFICE BUILDING
100 VILLAGE STREET, BIRMINGHAM, AL
▶ AVAILABLE: 15,000 SF Office Building & ± 2.54 AC
• Building A: ± 6,600 sf
• Building B: ± 5,500 sf
• Building C (Garage): ± 2,900 sf
• Built 1996
• Close proximity to Hwy. 280 and an array of retail amenities

Contact:
Walter Brown, SIOR
walterb@grahamcompany.com

LAKESHORE PARK PLAZA
2204 LAKESHORE DRIVE, HOMEWOOD, AL
▶ AVAILABLE: 55,979 SF
• Near to lodging, dining and retail
• Nearby paved activity trail
• Fitness center
• On-site deli

Contact:
Jerry Grant, CCIM
jerryg@grahamcompany.com

500 OFFICE PARK
500 MOUNTAIN BROOK OFFICE PARK
CLASS A SUBURBAN OFFICE BUILDING, MOUNTAIN BROOK, AL
▶ AVAILABLE: 8,224 SF
• New building conference room and remodeled restrooms (2015)
• Prominent location in Mountain Brook Office Park on Highway 280
• Easy access to Elton B. Stephens Expressway, Highway 31 and I-459

Contact:
Jerry Grant, CCIM
jerryg@grahamcompany.com
Over the past twenty-five plus years, Graham & Company has consistently achieved increasing sales volumes and typically participates in many of the Birmingham area’s largest real estate transactions. The company’s strong performance is due in no small part to the ongoing presence of a professional staff of dedicated and talented real estate specialists.

Graham & Company enjoys a stellar reputation in the leasing and management of office space. In response to client demand, Graham has systematically extended both its range of services and geographic reach, serving clients throughout Alabama, Florida and several surrounding states. Graham agents and staff are encouraged to pursue prestigious professional designations such as SIOR, CCIM, CPM and RPA to enhance service by keeping abreast of industry trends. Along with other affiliations, these memberships also provide a nationwide network of key industry contacts.

To meet the needs of office users and investors, Graham & Company offers a full range of services, including brokerage, tenant representation and affiliate company, GCP (Graham Commercial Properties), provides best in class property management services. Graham & Company also represents clients in the acquisition or disposition of investment-grade office properties.

In aggressively expanding its office component, Graham has developed strong relationships with local, regional and national clients – among them such notable names as LNR Partners, ADT, Cisco Systems, Coca-Cola, State Farm Insurance, Avadian Credit Union and SouthernLINC.

Combining expert service with an unwavering commitment to integrity and fairness, Graham’s professional staff enjoys the respect of Birmingham’s commercial and financial communities, as well as that of business recruitment allies like the Alabama Department of Commerce and the Birmingham Business Alliance.
customers – a combination that places Graham & Company in a unique position to provide the fullest possible range of expertise.

Ultimately, the income-producing capacity of any property is proportional to the ability to attract and retain tenants. Graham & Company is experienced in the disposition of properties under tax-deferred exchanges. Our agents have strategic relationships with attorneys and escrow agents necessary to comply with exchange requirements.

Should a client or investment group have a specific property need or a desire to build-to-suit, Graham & Company’s development services group has the experience and expertise to navigate the complicated building process to fruition. Development services entail procuring a suitable site with appropriate financing, assembling a team of architects, engineers and contractors, monitoring and managing the building process, negotiating leases for speculative buildings and establishing on-going property management services.

In accordance with Graham & Company’s mission to create value for its clients, the investment and development divisions strive to identify or create opportunities and complete transactions of mutual benefit to owners and tenants.

CORPORATE SERVICES
Graham & Company provides a full array of corporate real estate services. Our Company will form strategic partnerships with select partners and pursue limited corporate relationships where we add value and have a mutually beneficial economic impact with our partners. Graham & Company will be your single point of contact for all your corporate real estate requirements.

Graham & Company’s experienced team provides comprehensive commercial real estate services including investment, development, appraisals, sales, property management (GCP) and leasing of office, industrial, medical and retail spaces.

GRAHAM & COMPANY • CORPORATE SERVICES

• Disposition | Acquisition • Build-to-Suit | Development • Sale Leasebacks • Lease Transaction Services
• Lease Administration • Property Management (GCP) • Appraisal Services • Construction | Project Management

Graham & Company Locations

Selected Graham & Company Transaction History
ABOUT GRAHAM & COMPANY

Founded in 1978, Graham & Company is a full-service commercial real estate firm based in Birmingham. With offices in Birmingham and Huntsville, Alabama and Jacksonville and the Gulf Coast, Florida, the company offers professional services including sales, leasing, property management (GCP), appraisal, consulting, investment and development. In response to client demand, Graham has systematically extended its range of services and geographic reach, now serving clients throughout Alabama and several surrounding states.

COMMUNITY INVOLVEMENT

Part of making Birmingham a better place to work includes teaching the next generation about commercial real estate. Graham & Company annually sponsors a community service program known as LEAD (Leadership, Experience, Attitude, Determination). Through this program, we hire inner-city students from local high schools to spend a summer gaining experience and developing work skills in the commercial real estate industry. Also, Graham & Company employees volunteer their time and energy in support of a variety of community and social causes.

AFFILIATIONS

NAIOP—Commercial Real Estate Development Association  
SIOR—Society of Industrial & Office Realtors  
CCIM—Certified Commercial Investment Member  
CRE—Counselors of Real Estate  
IREM—Institute of Real Estate Management  
LEED—Leadership in Energy and Environmental Design  
Appraisal Institute

GRAHAM & COMPANY PERSONNEL – BIRMINGHAM

PRINCIPALS
Steve Graham, MAI, CRE
Mike Graham, CPM, SIOR

COMMERCIAL/OFFICE GROUP
Dan Lovell, SIOR, LEED AP  – Director
Walter Brown, SIOR
Sam Carroll, SIOR
Jerry L. Grant, CCIM
Matt Gilchrist
J. Eric Getty, JD
Wilson Yeilding, MBA

COMMERCIAL/INDUSTRIAL GROUP
Jack Brown, SIOR
John Coleman, SIOR
Sonny Culp, SIOR
Ogden S. Deaton, SIOR
Jordan W. Tubb
Courtney DeShazo  – Marketing Coordinator
Joelle Rogers  – Industrial Real Estate Asst.

VICE PRESIDENT OF DEVELOPMENT
Henry Graham II

COMMERCIAL APPRAISALS
Hayden L. Scott, MAI  – Director, Valuation Group

MARKET RESEARCH
Matt Rowan

GRAPHIC DESIGN
Josie Coffman

HUNTSVILLE OFFICE MANAGING BROKER
Bart Smith, CCIM, SIOR

JACKSONVILLE OFFICE MANAGING BROKER
Peter Crolius, SIOR

GULF COAST OFFICE MANAGING BROKERS
Jason Carnes
Kevin Williams, CCIM

CLIENT SERVICES MANAGER
Christie Neely