The 2013 Huntsville Commercial Real Estate Market performed well in the industrial sector but lost ground in the office and retail sectors.

The industrial market improved again in 2013 as vacancy fell to 10.03%. Several large blocks of space were leased in the first quarter by companies involved in the housing sector. This is a welcome sign as much of the sector’s previous improvement was related to increased use by defense companies. The outlook for industrial looks positive for the area, as housing growth directly impacts industrial usage.

Office market vacancy increased dramatically to 15.47% in 2013. Budget cuts and sequestration negatively impacted defense contractors that are so vital to the Huntsville market. The outlook for office remains cautious as defense companies continue to be uncertain about future growth plans.

Vacancy rate for the retail sector increased to 10.27%, up slightly from 9.05% in 2012. Most vacancies are concentrated in older buildings or in one of the area’s large malls. Aggressive growth and new project announcements continue in the Madison/Hwy 72 and Jones Valley markets. Retail should remain strong in 2014.
HUNTSVILLE INDUSTRIAL MARKET OVERVIEW

**INDUSTRIAL:** The vacancy rate for the Huntsville industrial market fell to 10.03% in 2013, down from 11.62% in 2012. Huntsville’s vacancy rate remains below the national average of 11.30%.

The national industrial market has experienced steady, positive improvement since 2010. The national vacancy average declined in 2013, and has now dropped for 14 consecutive quarters. The recovery has been felt nationwide as 48 of 61 markets reported declines in availability. Most national forecasts predict continued strength in the industrial market and expect vacancy rates to fall another 30 basis points in 2014.

The Huntsville industrial market experienced positive absorption for the second straight year with a net 618,000 sf of industrial inventory leased. Most of the leasing increase was related to recovery in the housing industry. Several large leases in the Jetplex market were signed by companies involved in the housing industry, demonstrating some economic diversity in the local market, as much of the leasing growth in 2012 was related to increased leasing activity by defense companies.

New construction for large industrial buildings was almost nonexistent again for 2013. New construction is underway, however, for buildings in the 5,000 to 15,000 sf range in the Spacegate area and along Madison Boulevard.

**Industrial Announcements of Note:**
- **Science and Engineering Services, Inc. (SES)** purchased the former Goodyear Dunlop plant in Jetplex Industrial Park. The 1.2 million sf facility consists of hangar space, which SES uses to modify rotary-wing aircraft, as well as office space for training and logistics support.
- **Radiance Technologies** purchased the former Lampi building at 7272 Governors West to implement its new Rapid Production Facility. The facility will be used to support and perform engineering solutions and prototype work with NASA’s Marshall Space Flight Center. Radiance was awarded two contracts with the Marshall Space Flight Center and the U.S. Army Space and Missile Defense Command/Army Forces Strategic Command in 2013.
The overall vacancy rate for Jetplex Industrial Park was 13.02% in 2013, a decrease from the 15.16% in 2012 and the 16.15% in 2011. Most vacancy in Jetplex consists of large blocks of space.

Jetplex Industrial Park is Huntsville’s largest industrial base and represents 58% of the Huntsville industrial market. Jetplex Industrial Park is comprised of several smaller markets that surround the Huntsville International Airport and the Intermodal Center. Jetplex Industrial Park contains 1,470 acres and offers Foreign Trade Zone #83, U.S. Customs Port of Entry and interstate access via I-565. Jetplex South Industrial Park contains 1,400 acres and is located just south of Jetplex Industrial Park. Lowe Industrial Park is a 900-acre park originally designed to encompass the growth of Intergraph Corporation.

Recent Developments:

- **CDS/John Blue Company** purchased 165 Electronics Boulevard. The 63,000 sf facility offers 22’ clear ceiling height and concrete tilt-up construction.
- **Georgia Pacific** expanded into an additional 26,000 sf at the Airport Distribution Center II facility. The 208,000 sf building was constructed in 2009.
- **Kohler Company** leased 100,000 sf on Cochran Road. Kohler manufactures toilets, showers, sinks, faucets and other kitchen and bathroom products.
- **NFI/National Distribution Centers** leased over 200,000 sf at the former Goodyear Dunlop plant, now owned by SES.

Major Area Tenants Include:
Yulista, Navistar, SES, Georgia Pacific, Kohler and National Distribution Centers.
The vacancy rate for the North Huntsville industrial market was 7.62% in 2013, a decrease from the previous year’s rate of 8.11%.

The North Huntsville industrial market is comprised of just over 2.9 million sf and represents 13.5% of the total Huntsville industrial market. Most buildings in this market have a smaller footprint than buildings in Jetplex or Chase industrial parks.

Many buildings in this market have been recently constructed and are located along the Highway 53 corridor, providing good access to North Alabama and Southern Tennessee. The centralized location and ease of access have made the market a very attractive location for light industrial users with growing needs in the Tennessee Valley. The tenant mix in the North Huntsville area consists of companies in the automobile industry, local and national service companies and defense companies.

Recent Developments:
- **Toyota** announced that it will invest $150 million in its Huntsville engine plant to boost machining capacity and parts production for its V6 engines.
- **Amtec** leased 10,000 sf on Research Park Drive. The building is located in Spacegate and will be used to help fill Amtec’s light manufacturing and warehousing requirements.

Major Area Tenants Include:
Toyota, Ferguson, Amtec, Waste Management and Raytheon.
The vacancy rate rose slightly for Chase Industrial Park from 1.40% in 2012 to 1.59% in 2013. Chase represents 22% of the entire Huntsville industrial market.

Chase Industrial Park, a development of the Madison County Commission, is a 1,700-acre park located in northeast Huntsville. Chase Park is comprised almost exclusively of single tenant employers. Only 50 acres remain available in the park for new development. Products manufactured in the park include medical instruments, DVDs, copper and plastic products and pharmaceuticals.

**Recent Developments:**
- **Maven Packaging Supplies** leased 3310 Stanwood Drive, a 23,000 sf industrial building. Maven is a packaging, industrial and janitorial supply company that also manufactures customized industrial and military wood products, packaging materials and foam insert cushioning.
- **Kommerling** purchased the former Accellent building at 3415 Stanwood Drive. The 44,000 sf facility offers manufacturing and office space.

**Major Area Tenants Include:**
J and J South Central, Qualitest Pharmaceuticals, Kommerling, PPG Industries, Cinram, Schwarze Industries, Available Plastics, Hart & Cooley and Bruderer.
HUNTSVILLE OFFICE MARKET OVERVIEW

Office: Huntsville office market vacancy increased significantly in 2013 to 15.47%, well above the 2012 vacancy rate of 12.55%. The national vacancy rate fell to 14.8% from the previous year’s 15.4%. This decrease marks the first time in many years that Huntsville’s office vacancy has been above the national average.

2013 marked the third consecutive year the vacancy rate has increased and represents a dramatic rise over 2011’s vacancy rate of 8.71%. 2013 also marked the second consecutive year that Huntsville has seen double digit vacancy rates. Absorption for the office sector was negative 704,000 sf.

Continued slowdown in defense spending and uncertainty surrounding the recent sequestration has negatively impacted the office market in Huntsville. The Cummings Research Park (CRP) submarket has been greatly affected, with most defense firms downsizing to save costs. Overall vacancy in CRP increased to 11.89%, up substantially from 2012’s 8.94%. Multi-tenant vacancy in CRP rose from 17.96% in 2012 to 22.78% in 2013. This negative trend will hopefully slow in 2014 as most companies have already markedly downsized their space needs.

The Huntsville office market grew by just over 570,000 sf in 2013, most of which is located at Redstone Gateway. New office construction on Redstone Arsenal has slowed after almost 2 million sf of new office space was constructed to serve the BRAC movements.

Office Announcements of Note:
- Boeing moved into its new location at Redstone Gateway. The three-building, 363,000 sf project houses over 1,400 Boeing employees.
- Construction for the Twickenham Square project continued and is scheduled to be completed in mid-2014. The office portion of the project will be a Class A, five-story, 100,000 sf office building. Huntsville Hospital will be the largest tenant.
- Propst Properties purchased the 90,000 sf BB&T building at 305 Church Street. The Class A building is 100% leased.
The Huntsville downtown office market consists of approximately 3 million sf and is dominated by the business services sector including law firms, banking, accounting and real estate companies. City, county and government employees also make the downtown Central Business District (CBD) their home.

Vacancy in the downtown submarket decreased in 2013 to 17.93%, down from the previous year’s rate of 21.98%. The downtown office market has experienced an increase in transactions as several new projects are under construction. These projects consist of new buildings and redevelopment of existing buildings that were once used for retail or other uses.

Recent Developments:
- **National Bank of Commerce (NBC)** completed construction on its new 14,000 sf facility. The building is located on Meridian Street and will serve as headquarters for the Huntsville area.
- **City Scapes, LLC** sold the Terry Hutchens annex building for $1.625 million to Venti Properties, LLC. The 20,120 sf building is located at 107 Jefferson Street and offers multi-tenant office space in the downtown Huntsville market.
- An 11,216 sf building at 3005 L & N Drive sold for $793,000. This two-story office building is adjacent to the new WalMart location that is under construction on South Parkway.

Major Area Tenants Include:
PNC Bank, the City of Huntsville, Alabama Media Group, Lanier Ford, Bradley Arant Boult Cummings and Huntsville Hospital.
Vacancy for the Jetplex/Madison office market increased dramatically in 2013 to an overall rate of 31.35%, a sharp increase over the 12.3% rate in 2012. Intergraph and Boeing remain the largest office tenants within the market.

Demand in the medical and business services office sectors has increased dramatically in Madison over the last five years. Growth is expected to continue in both sectors as Madison grew by 46% according to the 2010 Census and is one of the fastest growing cities in Alabama. The new Madison Hospital, completed in 2011, should spur further medical development in the area.

**New Developments:**

- **Intergraph®** has begun construction on its new 250,000 sf headquarters facility. Scheduled for completion in summer 2014, the building will house Intergraph’s 1,100 employees under one roof.
- **Boeing** vacated several large blocks of office space in the Jetplex submarket. The majority of space was relocated to Redstone Gateway.
- **Progress Bank** opened an office in North Madison along Highway 72. This new 45,000 sf Class A, multi-tenant building is located adjacent to the new Madison Hospital complex.
- Construction was completed on the Crestwood-Madison facility. The 28,000 sf two-story office building is located on Hughes Road.

**Major Area Tenants Include:**

Intergraph®, Madison Hospital, Progress Bank and Avnet.

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**INTERGRAPH®**

Intergraph® is a leading global provider of engineering and geospatial software, with business and government clients in more than 60 countries.
Cummings Research Park (CRP) office vacancy rose to 11.89% in 2013, an increase over 2012’s vacancy number of 8.94%. The multi-tenant vacancy reached 22.78%, a substantial increase from the previous year’s 17.96%. Vacancy rates were highest in Class B and Class C buildings, and some properties have been suffering vacancy rates not seen in at least a decade.

Three factors triggered this large increase in vacancy: 1) reduction in defense spending, 2) large amount of new construction on Redstone Arsenal, and 3) the threat of sequestration.

Most companies in CRP act in a support role to meet the various demands for the military installations located on Redstone Arsenal. Redstone is home to the U.S. Army Aviation and Missile Command (AMCOM), the Space and Missile Defense Command, numerous Program Executive Offices (PEO), and major components of the Defense Intelligence Agency and the Missile Defense Agency.

Cummings Research Park is the second largest research park in the United States. The park encompasses 3,843 acres and includes over 12 million sf of office space. This market represents over 70% of the total Huntsville office market. Only 430 acres remain for future development. The park mix ranges from Fortune 500 companies to local entrepreneurial start-ups to award-winning small businesses.
Recent Developments in the CRP Market:

- **Wyle** opened its new 120,000 sf facility in October. The three-story, $18.75 million dollar project is located on Bob Heath Drive and will act as Wyle’s Huntsville headquarters building.

- **Davidson Technologies** broke ground on a $3.5 million dollar, 22,000 sf addition to its existing headquarters building. Davidson will be capable of employing an additional 100 employees in the expansion space.

- **CFD Research Corporation** moved to its new location at the Hudson Alpha institute for Biotechnology. CFD now leases 28,000 sf at the facility and will house 80 employees.

- **Engility** leased 6,500 sf at the Bridge Street office building.

- **Cummings Research** signed a contract to purchase 10 acres in Cummings Research Park for a new corporate headquarters building. The land was purchased for $65,000 an acre.

- **Synapse Wireless** leased 40,000 sf in the SAIC facility on Odyssey Drive. The company outgrew its former location and moved into the 100,000 sf building in late 2013.

- **Boeing** vacated a 123,000 building on Explorer Boulevard. This was part of Boeing’s consolidation plans that included leasing 350,000 sf at the Redstone Gateway project.

**Major Area Tenants Include:**
SAIC, Yulista, AEgis Technologies, ADTRAN, CSC, Northrop Grumman, Dynetics, Lockheed Martin, BAE Systems, Camber Corporation, Boeing, Wyle and numerous other high-tech companies.
CUMMINGS RESEARCH PARK
Center of Attention... HUNTSVILLE, ALABAMA

CRP WEST

CRP EAST

Established in 1983, Cummings Research Park (CRP) is one of the largest and most experienced research parks in the world. Since its inception CRP has grown to become the second-largest science and technology park in the U.S. and fourth-largest in the world.

CRP is a master-planned, 800-acre complex that includes more than 18 million square feet of office buildings, laboratories, research and development, and corporate manufacturing space.

Approximately 450 acres of land are available for development in CRP West, with the primary goal of stimulating economic development, growth, and investment. The size of land per acre in CRP West is significantly lower than adjacent property, and a leading location for new and expanding companies.

Land parcels in CRP West range from five acres (minimum) to 10 acres, but may be subdivided to meet company requirements. For more information, the City of Huntsville will complete site preparation including road access, grading, drainage, telecommunications, and utility in the site.

For more information contact John Forthofer at 205.898.1205 or jforthofer@ Huntsville.org

Visit us at www.HSVChamber.org

CUMMINGS RESEARCH PARK

U.S. Space & Rocket Center

B R I D G E S T R E E T
TOWN CENTRE

U.S. Space & Rocket Center

Owner

CRP WEST

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The 2013 retail market performed well nationally as the vacancy rate dropped to 10.4%, well off the historical high suffered in the third quarter of 2013. Huntsville retail vacancy increased slightly to 10.27% in 2013 from the previous year’s 9.05%.

According to Reis, Inc. the national construction activity in retail in the 4th quarter of 2013 was the highest since the 4th quarter of 2011, and net absorption was the highest since 4th quarter of 2007. This positive absorption was a welcome sign for investors and developers as demand outpaced existing inventory leading to the need for new development.

The Huntsville market saw a slight slowdown in construction activity from 2012 to 2013, but several new projects announced in 2013 should push those numbers higher again. The Huntsville retail market did suffer negative absorption in 2013, but this trend should be short-lived.

Rents improved slightly on a national level. The average quoted rent was $14.59 psf in the 4th quarter of 2013, a modest growth from the first quarter quoted rate of $14.50. Retail recovery has been a slow one as retail is heavily dependent on the labor market, and job and wage growth have been stagnant.

The Huntsville retail market performed extremely well in two areas: the Highway 72/Madison market and the Jones Valley market. These two markets are below 6% vacancy and have added the largest amount of square footage to the market. The Madison market had well over 400,000 sf come online at near 100% occupancy in the last two years.

Vacancy for Huntsville’s largest retail market, University Drive, increased to 16.57% in 2013. The vacancy rate for this submarket was Huntsville’s highest as several large blocks of space remained unfilled. Madison Square Mall, for example, has over 165,000 sf available, with vacancy to greatly increase in 2014 as Belk exits the building for its new Bridge Street Town Centre location.

Jones Valley remained the best performing retail market at 2.80% vacancy. Several new projects are planned for this market in 2014 and will add over 200,000 sf of inventory.

Both North and South Huntsville vacancies grew in 2013. Several factors could help these markets experience some positive growth in 2014. The road construction projects on North and South Memorial Parkway have been completed and consumers now have easier access to these properties. A new Grissom High School is being constructed near South Memorial Parkway which should revitalize that area’s retail needs.

<table>
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<th>RETAIL MARKET</th>
<th>TOTAL SF</th>
<th>VACANT SF</th>
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<th>2011</th>
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<tr>
<td>UNIVERSITY WEST</td>
<td>3,856,040 SF</td>
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<td>HIGHWAY 72/MADISON</td>
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<td>160,469 SF</td>
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<td>JONES VALLEY/HAMPTON COVE</td>
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<td>54,660 SF</td>
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<td>SOUTH HUNTSVILLE</td>
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<td>NORTH HUNTSVILLE/HARVEST</td>
<td>1,888,443 SF</td>
<td>276,055 SF</td>
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<td>11.31%</td>
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<td>TOTAL RETAIL</td>
<td>12,636,706 SF</td>
<td>1,298,334 SF</td>
<td>10.80%</td>
<td>9.87%</td>
<td>9.05%</td>
<td>10.27%</td>
</tr>
</tbody>
</table>
ACADEMY SPORTS + OUTDOORS
Academy Sports, located at 7506 Highway 72 West in Madison, is a premier sports, outdoor and lifestyle retailer.

BELK
The 172,000 sf Belk flagship store at Bridge Street is scheduled to open in Fall 2014.

2013 Activity:
- The former Hardee’s building, located on Governors Drive across from Huntsville Hospital, was sold to Complete Care, LLC and is being redeveloped for a healthcare facility.
- Hampton Place Shopping Center located at 6727 Highway 431 South was sold to a local investor. The 26,250 sf multi-tenant building was built in 2003.
- Madison Centre, located at 8000 Madison Boulevard, was purchased for a 7.8% cap rate in 2013. The 64,837 sf building was built in 1997.
- The Books-A-Million/Toys “R” Us building, at the intersection of University Drive and Memorial Parkway, sold for $2,500,000. The 80,000 sf building is partially leased by Books-A-Million.
- 3020 South Memorial Parkway was purchased for $6.2 million. The multi-tenant, 54,292 sf building is 100% leased. Tenants include Honey Baked Ham, Great Spirits and Ashley’s Furniture.
- The 82,392 sf multi-tenant building at 5900 University Drive was sold for a 7.75% cap rate. The building is 100% leased. Tenants include Earth Fare, Guitar Center and Jo-Ann Fabric and Craft.
- Waddell Plaza, a 19,920 sf building located at 6290 University Drive, was sold for $3.1 million. The building is 100% leased. Tenants include Batteries Plus, Wolf Camera and Bedzzz Express.
Announcements of Note:

- **Developer Charles Sealy** proposed a $30 million mixed-use project at the northwest intersection of Holmes Avenue and Jefferson Street. The plan calls for 200 loft apartments and 20,000 sf of retail and restaurant space and on-site parking.

- Construction began on the new 151,000 sf **Walmart Supercenter** at 3031 Memorial Parkway. Some existing retail space, including Ethan Allen, was demolished to make room for the new development.

- The new 172,000 sf flagship **Belk** location at Bridge Street began construction. Four additional buildings totaling 50,000 sf will be constructed around the Belk location.

- **Holiday Inn** in downtown Huntsville closed in December. The City of Huntsville owns the property and will solicit for redevelopment proposals. The 270-room Holiday Inn opened in 1975.

- **Corporate Office Properties Trust** announced that it will build a **Marriott TownePlace Suites** hotel on a 3.1 acre parcel in Redstone Gateway. The developer is expected to break ground in the 2nd quarter of 2014.

- **GBT Realty** was selected to develop a new retail project on a 25-acre site at the corner of Airport Road and Memorial Parkway. Nashville-based GBT also developed the Target Center and the Academy Sports + Outdoors in Madison.

- **Waffle House** will be opening 2 new locations in Huntsville: 408 Pratt Ave (the former Sonic location) and 11500 South Memorial Parkway.
Recent Graham Activities

**6820 Moquin Drive**

**30,810 SF – 6820 Moquin Drive**  
Huntsville, AL  
Graham represented Northrop Grumman in its lease of office space in Cummings Research Park.  
*Agent: Bart Smith, CCIM, SIOR*

**246,000 SF – 248 Dunlop Boulevard**  
Huntsville, AL  
Graham represented National Distribution Centers in its lease of space at 248 Dunlop Boulevard.  
*Agent: Jeff Wilke, CCIM, SIOR, LEED AP*

**201 Electronics Boulevard**

**59,582 SF – 201 Electronics Boulevard**  
Huntsville, AL  
Graham represented Northrop Grumman in its lease of office space within Jetplex Industrial Park.  
*Agent: Jeremy Pope, CCIM, SIOR*

**248 Dunlop Boulevard**

**246,000 SF – 248 Dunlop Boulevard**  
Huntsville, AL  
Graham represented Synapse Wireless in its lease of office space within Cummings Research Park.  
*Agent: Jeremy Pope, CCIM, SIOR*

**6723 Odyssey Drive**

**49,599 SF – 6723 Odyssey Drive**  
Huntsville, AL  
Graham represented Northrop Grumman in its lease of office space within Cummings Research Park.  
*Agent: Jeremy Pope, CCIM, SIOR*

**Executive Plaza**

**28,687 SF – Executive Plaza**  
555 Sparkman Drive  
Huntsville, AL  
Graham represented the owner in leasing space to Tec Masters.  
*Agent: Tyler Fanning*

**Airport Distribution Center II**

**26,000 SF – Airport Distribution Center II**  
265 Short Pike Road, Huntsville, AL  
Graham represented both the landlord and tenant in Georgia-Pacific’s lease of this industrial facility.  
*Agents: Jeremy Pope, CCIM, SIOR & Jeff Wilke, CCIM, SIOR, LEED AP*
Recent Graham Activities

**3310 Stanwood Boulevard**

23,000 SF – 3310 Stanwood Boulevard
Huntsville, AL
Graham represented the owner in leasing this industrial facility to Maven Packaging.
Agent: **Jeff Wilke, CCIM, SIOR, LEED AP**

**165 Electronics Boulevard**

63,334 SF – 165 Electronics Boulevard
Huntsville, AL
Graham represented the owner in the disposition of this industrial facility to CDS/John Blue Company.
Agent: **Jeff Wilke, CCIM, SIOR, LEED AP**

**1112 Brooks Street**

92,000 SF – 1112 Brooks Street
Decatur, AL
Graham represented the owner in the disposition of this former Eaton Hydraulics industrial facility.
Agent: **Jeremy Pope, CCIM, SIOR**

**4025 Pepperwood Circle**

1,989 SF – 4025 Pepperwood Circle
Huntsville, AL
Graham represented Platinum Mortgage in its lease of office space.
Agent: **Jeff Wilke, CCIM, SIOR, LEED AP**

**3610 Meridian Street**

58,000 SF – 3610 Meridian Street
Huntsville, AL
Graham represented the owner in the disposition of this industrial facility.
Agent: **Jeremy Pope, CCIM, SIOR**

**810 Shoney Drive**

2,147 SF – 810 Shoney Drive
Huntsville, AL
Graham represented the owner in leasing space to South Huntsville Dentistry.
Agents: **Jeff Wilke, CCIM, SIOR, LEED AP & Tyler Fanning**
2,861 SF – 200 Clinton Avenue
Huntsville, AL
Graham represented MetLife in its lease of office space in downtown Huntsville.
Agent: **Bart Smith, CCIM, SIOR**

1,198 SF – 200 Pratt Avenue
Huntsville, AL
Graham represented the landlord in leasing this office space to Bud Cramer & Associates.
Agent: **Jeff Wilke, CCIM, SIOR, LEED AP**

14,299 SF – 201 Green Street
Athens, AL
Graham represented the owner in the disposition of this office building.
Agent: **Jeff Wilke, CCIM, SIOR, LEED AP**

247 Acres – Old Winchester Road
New Market, AL
Graham represented the owner in the disposition of this mountain farm.
Agent: **Tyler Fanning**

1,291 SF – Central Park Village
900 Bob Wallace Avenue
Huntsville, AL
Graham represented the owner in H&R Block’s long-term lease at Central Park Village.
Agent: **Tyler Fanning**

15,265 SF – 355 Quality Circle
Huntsville, AL
Graham represented both the landlord and the tenant in leasing space to Orbital Sciences Corporation.
Agents: **Jeremy Pope, CCIM, SIOR & Tyler Fanning**
For Sale or Lease

JETPLEX CENTER
2995 WALL TRIANA HIGHWAY, HUNTSVILLE, AL

➤ AVAILABLE FOR LEASE: Up to 57,520 SF Contiguous Space
  • Located in Jetplex Industrial Park
  • 19’ clear ceiling height
  • Dock high loading

Contact: Jeremy Pope, CCIM, SIOR
jeremyp@grahamcompany.com

EXECUTIVE PLAZA
555 SPARKMAN DRIVE, HUNTSVILLE, AL

➤ AVAILABLE FOR LEASE: Up to 15,280 SF Contiguous Space
  • Located in Cummings Research Park East
  • Flexible office plans with single office suites available
  • Ample surface parking

Contact: Tyler Fanning
tylerf@grahamcompany.com

103 WYNN DRIVE
HUNTSVILLE, AL

➤ AVAILABLE: 232,054 SF
  • Industrial/Manufacturing facility in Cummings Research Park East
  • Situated on 35 acres with surplus land available for expansion
  • 100% conditioned facility

Contact: Jeremy Pope, CCIM, SIOR
jeremyp@grahamcompany.com

5848 RESEARCH PARK BOULEVARD, SUITE 200
HUNTSVILLE, AL

➤ AVAILABLE FOR LEASE: 10,000 SF
  • 100% conditioned facility in the Spacegate area
  • 24’-28’ ceiling height
  • Space consists of 5,000 sf office and 5,000 sf warehouse

Contact: Jeremy Pope, CCIM, SIOR
jeremyp@grahamcompany.com

5549 ENDEAVOR WAY
TANNER, AL

➤ AVAILABLE FOR SALE OR LEASE: 130,560 SF
  • Class-A industrial facility in South Point Industrial Park
  • 32’ sidewalls; 40’ maximum height
  • 10 dock doors; 1 drive-in door

Contacts: Bart Smith, CCIM, SIOR
barts@grahamcompany.com

Jeff Wilke, CCIM, SIOR, LEED AP
jeffw@grahamcompany.com
For Sale or Lease

3304, 3325, 3411 TRIANA BOULEVARD
HUNTSVILLE, AL
► AVAILABLE FOR SALE: 61,700 SF
• Investment opportunity within the HUB Zone
• Only one mile to Redstone Arsenal
• 3 buildings situated on 8.75 acres
Contact: Jeff Wilke, CCIM, SIOR, LEED AP
jeffw@grahamcompany.com

124 JETPLEX BOULEVARD
HUNTSVILLE, AL
► AVAILABLE FOR LEASE: 60,000 SF
• Located in Jetplex Industrial Park
• Includes 30,000 sf of SCIF space
• Ideal for cubicle or workstation environments
Contacts: Jeremy Pope, CCIM, SIOR
jeremyp@grahamcompany.com
Bart Smith, CCIM, SIOR
barts@grahamcompany.com

QUALITY CIRCLE
355 QUALITY CIRCLE, HUNTSVILLE, AL
► AVAILABLE FOR LEASE: 20,000 SF to 57,899 SF
• LEED certified flex space
• Located in Thornton Research Park
Contacts: Jeremy Pope, CCIM, SIOR
jeremyp@grahamcompany.com
Tyler Fanning
tylerf@grahamcompany.com

COUNTY LINE ROAD LAND
MADISON, AL
► AVAILABLE FOR SALE: 4 ACRES
• Convenient to Madison Boulevard, I-565 and Highway 72
• Frontage available on County Line Road
Contact: Jeff Wilke, CCIM, SIOR, LEED AP
jeffw@grahamcompany.com

11611 SOUTH MEMORIAL PARKWAY
HUNTSVILLE, AL
► AVAILABLE FOR SALE: 11,000 SF
• Prime redevelopment opportunity in South Huntsville
• Excellent visibility and frontage on Memorial Parkway
• Very convenient to Redstone Arsenal
Contacts: Jeff Wilke, CCIM, SIOR, LEED AP
jeffw@grahamcompany.com
Tyler Fanning
tylerf@grahamcompany.com
REDSTONE Gateway
7200 REDSTONE GATEWAY, HUNTSVILLE, AL

► AVAILABLE FOR LEASE: 62,366 SF
• LEED certified flex office in master-planned park
• Located just outside the main entrance of Redstone Arsenal

Contacts:
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MADISON BUSINESS PARK SOUTH
DUNLOP BOULEVARD, HUNTSVILLE, AL

► AVAILABLE FOR LEASE: 13,000 SF to 72,000 SF
• Efficient office park with immediate access to I-565 and Highway 20
• Office and high-bay warehouse space available
• Convenient to Redstone Arsenal and Cummings Research Park

Contact:
Jeremy Pope, CCIM, SIOR  
jeremyp@grahamcompany.com

7531 Bailey Cove
HUNTSVILLE, AL

► AVAILABLE FOR LEASE: 1,200 SF
• Excellent location in Jones Valley
• Street front signage available
• Ideal for office/medical office or retail use

Contacts:
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1015 A CLEANER WAY
HUNTSVILLE, AL

► AVAILABLE FOR SALE OR LEASE: 4,030 SF
• 100% conditioned office and training facility
• Fenced-in yard area with storage sheds
• Ample surface parking and additional room for expansion

Contact:
Bart Smith, CCIM, SIOR  
barts@grahamcompany.com

1000 JAMES RECORD ROAD
HUNTSVILLE, AL

► AVAILABLE FOR LEASE: 359,304 SF
• Former Chesebrough-Ponds facility is well suited for industrial use
• Situated on 40.3 acres, allowing for expansion
• Norfolk Southern rail spur

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JOINED GRAHAM & COMPANY:  2002  
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• Society of Industrial & Office Realtors (SIOR) designation  
• Huntsville Rotary Club, Member  
CLIENTS INCLUDE:  
• Sanmina-SCI • Northrop Grumman • Cisco • COPT  
• Stanley Corporation • Wells Fargo Securities • DirecTV  
• ATK • MITRE • Dynetics • AEGON • Orbital Sciences

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JOINED GRAHAM & COMPANY:  2000  
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• Economic Development Association of Alabama (EDAA), Member  
• United States Green Building Council, Member  
CLIENTS INCLUDE:  
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• Stanley Corporation • Wells Fargo Securities • DirecTV  
• ATK • MITRE • Dynetics • AEGON • Orbital Sciences

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• Huntsville Rotary Club, Member  
MADISON COUNTY LEADERSHIP BOARD  
HUNTSVILLE COMMITTEE OF 100, BOARD MEMBER  
DOWNTOWN 47, BOARD MEMBER  
AIDS ACTION COALITION, BOARD MEMBER  
HUDSON ALPHA CONNECTIONS COMMITTEE  
MADISON COUNTY HIGH SCHOOL LEADERSHIP BOARD  
CLIENTS INCLUDE:  
• Tyco • Owens Corning • Intergraph • Huntsville Hospital  
• Kuehne & Nagel • Harris Corporation • Siemens  
• Willbrook Solutions • Wolseley • Ferguson • Continental  
• International Truck & Engine • Synapse Wireless

TYLER FANNING  
ASSOCIATE  
tylerf@grahamcompany.com  
JOINED GRAHAM & COMPANY:  2007  
AFFILIATIONS/HONORS:  
• CCIM Candidate (Certified Commercial Investment Member)  
• Huntsville Rotary Club, Member  
• Huntsville Committee of 100 Young Professionals Initiative, Member  
• Huntsville High School Wrestling Coach  
CLIENTS INCLUDE:  
• MITRE • Prometric • PNC Bank • Aerospace Corporation  
• Stephen Gould Corporation • Wells Fargo Securities  
• Southern Research • DRS • LYBD Engineering
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JOINED GRAHAM & COMPANY: 2000

AFFILIATIONS/HONORS:
• Member of Building Owners and Managers Association International (BOMA)
• Real Property Administrator (RPA) designation
• Facilities Management Administrator (FMA) designation

AREAS OF EXPERTISE:
• Real Estate Management
• Customer Service & Administration
• Environmental Health and Safety
• Facilities Planning and Project Management
• Design and Operations of Building Systems

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JOINED GRAHAM & COMPANY: 2014

AFFILIATIONS/HONORS:
• Member of Building Owners and Managers Association International (BOMA)
• Member of International Council of Shopping Centers (ICSC)

AREAS OF EXPERTISE:
• Tenant relations
• Customer Service & Administration

ERIKA HARLESS
REAL ESTATE ASSISTANT

BETH ROGERS
RECEPTIONIST

SCOTT BOWMAN
JASON GRONCZNIAK

STEVEN HOLCOMB
JOHN NICHOL

CHRIS NICHOLS
TERRELL WEST
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 Gulf Coast, Florida, the company offers professional services including sales, leasing, property management, 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.

AFFILIATIONS

NAIOP—National Association of Industrial & Office Properties
LEED—Leadership in Energy and Environmental Design
SIOR—Society of Industrial & Office Realtors
ICSC—International Council of Shopping Centers
CCIM—Certified Commercial Investment Member
CRE®—Counselors of Real Estate
IREM—Institute of Real Estate Management
BOMA—Building Owners and Managers Association
Appraisal Institute

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MEASURE US BY OUR ACTIONS

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Erika Harless

RECEPTIONIST

Beth Rogers

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Mike Graham, President

BUILDING ENGINEERS
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Jason Gronczeniak
Steven Holcomb
John Nichol
Chris Nichols
Terrell West

INDIVIDUAL MEMBERSHIPS

SIOR
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IREM