



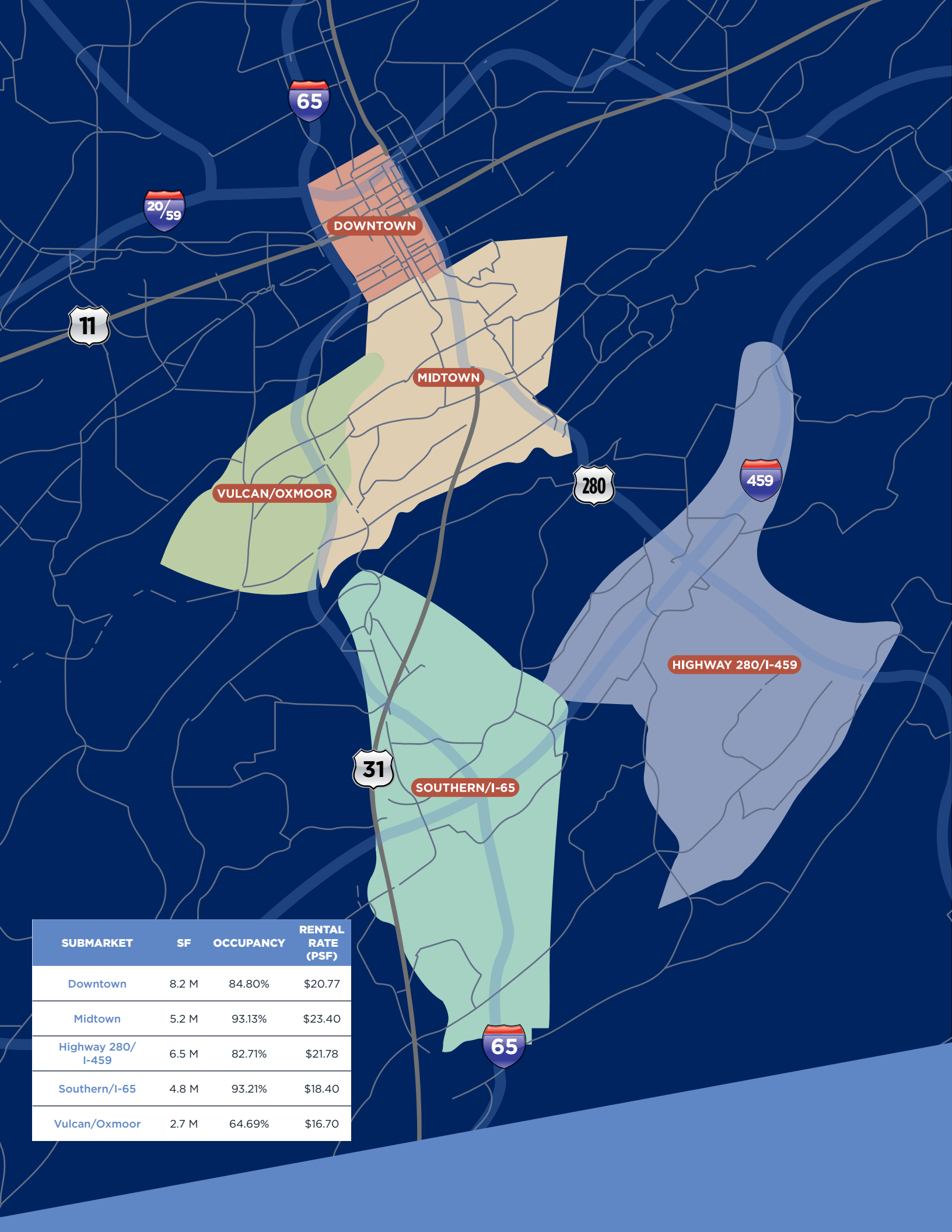
Graham & Co

# OFFICE MARKET SURVEY

BIRMINGHAM, AL

A photograph of a modern, multi-story office building with a grey concrete frame and large glass windows. The building is surrounded by lush green trees and landscaping. In the foreground, a wooden walkway with a railing leads towards the building. The sky is blue with scattered white clouds.

2022



SUBMARKET	SF	OCCUPANCY	RENTAL RATE (PSF)
Downtown	8.2 M	84.80%	\$20.77
Midtown	5.2 M	93.13%	\$23.40
Highway 280/ I-459	6.5 M	82.71%	\$21.78
Southern/I-65	4.8 M	93.21%	\$18.40
Vulcan/Oxmoor	2.7 M	64.69%	\$16.70





# OFFICE OVERVIEW



Graham & Co



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## BIRMINGHAM OFFICE MARKET OVERVIEW

In 2021 Birmingham's office market outperformed the 6 previous years and shifted the trend to positive by posting 150,781 SF of overall absorption. Overall occupancy increased by 0.42% to 85.40%.

There were 6 large, class-A office building sales in 2021, the 2 largest in the CBD; both One Federal Place and Renasant Place traded to out-of-state investors.

Leasing activity was healthy with more than 70 significant leases reported in 2021, 13 of those were new leases greater than 10,000 square feet. The CBD, Highway 280/I-459, and Southern/I-65

submarkets all had positive absorption for the year.

Rental rates continued an upward trend, increasing from 0.27% in the Vulcan Oxmoor submarket to 2.78% in Midtown. The overall market rate was \$20.69 psf, an increase of 1.12% from the previous year.

Availability of space has been getting tighter in the two highest performing submarkets. The Midtown and Southern/I-65 submarkets had only a few blocks of space greater than 10,000 sf remaining between them. Each of these submarkets posted occupancy levels above 93% in 2021.

#### FUTURE

Birmingham continues to garner national attention for its top-rated employers, affordable cost of living, and ability to attract tech-related entrepreneurial start-ups. With more companies returning to in-office work, and an ability to attract different types of investors, the Birmingham office market is well positioned for opportunities in 2022.

**[27.5 MILLION SF TOTAL]**  
**SINGLE TENANT 9,158,535**  
**MULTI-TENANT 18,421,428**

**OVERALL OCCUPANCY**  
**85.40%**  
**↑ 0.42%**  
**PERCENT**

**RENTAL RATE**  
**\$20.69**  
**PER SF**  
**↑ 1.12%**  
**PERCENT**

## 2021 AVERAGES:

**MULTI-TENANT: OVERALL:**  
**Occupancy 80.27% 85.40%**

**Rate PSF \$21.55 \$20.69**





# DOWNTOWN MARKET



**MULTI-TENANT: OVERALL:**  
**Occupancy 76.75% 84.80%**

**Rate PSF \$21.74 \$20.77**

**[8.2 MILLION SF TOTAL]**  
**SINGLE TENANT 2,845,200**  
**MULTI-TENANT 5,375,229**

Overall occupancy levels in the Central Business District increased by 0.97% to 84.80%. Overall rental rates increased 1.30% from the prior year to \$20.77 psf.

Leasing activity in the CBD remained steady with 9 reported new significant leases. Shipt expanded by 51,000 sf in its office tower, and the Denham Building added Luckie & Company to its tenant roster with 15,644 sf leased.

The CBD had 8 significant office sales, 2 of which were the largest class-A assets sold in Birmingham in 2021. One Federal Place, 311,650 sf, sold for \$67,000,000 (\$214.98 psf) and Renasant Place, 284,000 sf, sold for \$16,750,000 (\$60.25 psf), each to out-of-state investors.

The CBD continues to hum with activity from redevelopments, dining options, sports venues, and entertainment destinations, all drawing in patrons, and signaling continued progress for the downtown submarket.

**OVERALL OCCUPANCY** **RENTAL RATE**  
**84.80%** **\$20.77**  
**↑ 0.97%** **PER SF**  
**PERCENT** **↑ 1.30%**  
**PERCENT**



## SIGNIFICANT LEASES - DOWNTOWN MARKET

BUILDING	SF	TENANT	RENEWAL/LEASE
Shipt Tower	51,000	Shipt	Expansion
Financial Center	18,298	Christian & Small, LLP	Renewal
Denham Building	15,644	Luckie & Company	New
Two North Twentieth	11,620	Growth Capital Partners	New
Shipt Tower	10,521	Trustmark National Bank	New
Shipt Tower	9,682	Morris Bart & Associates, LLC	Renewal
Colonial Plaza	8,588	Birmingham Urban League, Inc.	New
Financial Center	7,974	Trustee of Bankruptcy Court	Renewal
1904 1st Avenue North	6,500	Linq	New
The Stockyard	6,295	Fetch Rewards	New
Denham Building	5,077	iHeartMedia	New



## SIGNIFICANT SALES - DOWNTOWN MARKET

DATE	BUILDING	SF	PSF	PRICE	BUYER
5/1	One Federal Place	311,650	\$214.98	\$67,000,000	Glenfield Capital
10/15	1801 4th Avenue North	52,467	\$200.13	\$10,500,000	AL I FGF, LLC
10/15	2121 2nd Avenue North	26,000	\$138.46	\$3,600,000	HCP Peppermint, LLC
8/16	2205 Morris Avenue	6,700	\$129.10	\$865,000	TJB Holdings Group Alabama LLC
9/24	2017 2nd Avenue North	7,000	\$123.57	\$865,000	HCP Monarch, LLC
6/18	2323 2nd Avenue North	21,840	\$120.19	\$2,625,000	The Hoffice on Second, LLC
7/1	115 Richard Arrington Jr. Blvd. North	10,800	\$94.91	\$1,025,000	RW Properties Birmingham, LLC
6/1	Renasant Place	284,000	\$58.98	\$16,750,000	Eightfold Real Estate Capital
12/28	2101 6th Ave. N. (Colonial Plaza)	197,192	\$41.58	\$8,200,000	North Plaza AL, LLC
6/9	1616 3rd Ave. N.	14,000	\$24.64	\$345,000	Dorris Ross & Wiggins, LLC



# MIDTOWN MARKET

**MULTI-TENANT: OVERALL:**  
**Occupancy 91.62% 93.13%**

**Rate PSF \$24.15 \$23.40**

**600 UNIVERSITY PARK PLACE**  
600 UNIVERSITY PARK PLACE



**[5.2 MILLION SF TOTAL]  
SINGLE TENANT 935,050  
MULTI-TENANT 4,273,482**

Midtown's overall occupancy of 93.13% in 2021 was a dip of -1.05% from the previous year. The overall rental rate of \$23.40 psf was the sharpest increase posted across all submarkets, spiking 2.78% from the prior year.

Midtown had healthy leasing activity during 2021. Of the 22 significant leases reported, nearly one third were new. Lakeshore Park Plaza was home to the largest new lease reported in the submarket; Southern Veterinary Partners leased 37,015 sf in the class-A office building.

Brookwood Office Center, 169,500 sf, sold for \$55,000,000 (\$324.48 psf) in 2021; the class-A office building had posted 100% occupancy since its delivery to the market in 2007. Midtown was also home to the highest value per square foot office sale across the submarkets. The boutique office connected to luxury townhomes at 30 Dexter Avenue, 1,950 sf, sold for \$950,000 (\$487.18 psf).

Midtown remains one of the most desirable submarkets in Birmingham. Its popularity is attributed partly to its location with easy access to the metro area and proximity to the neighborhoods of many city leaders and corporate decision makers.

**OVERALL OCCUPANCY**  
**93.13%**  
↓ **1.05%**  
**PERCENT**

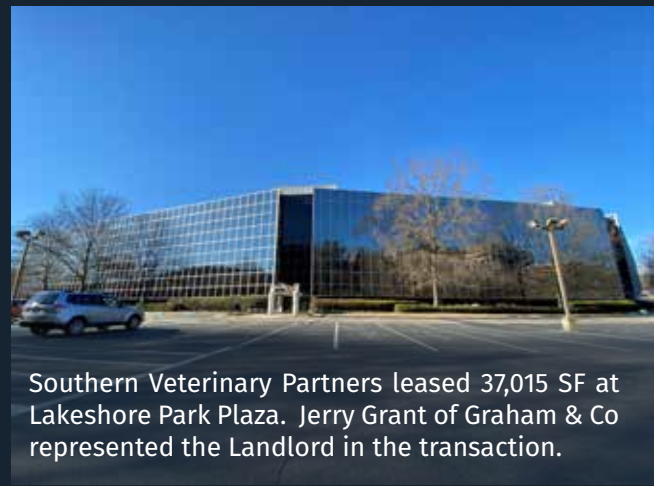
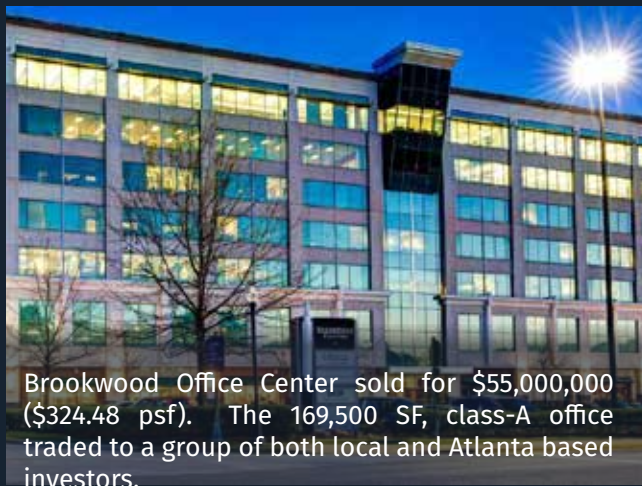
**RENTAL RATE**  
**\$23.40**  
↑ **2.78%**  
**PER SF PERCENT**





## SIGNIFICANT LEASES - MIDTOWN MARKET

BUILDING	SF	TENANT	RENEWAL/LEASE
Lakeshore Park Plaza	37,015	Southern Veterinary Partners	New
Synovus Center	27,807	Wallace, Jordon, Ratliff & Brandt, LLC	Renewal
Plaza Building	25,000	Alabama Public Television	Renewal
Synovus Center	23,707	Stifel	Renewal
110 Office Park Drive	23,280	Pearce, Bevill, Leesburg, Moore, PC	Renewal
12 Office Park Circle	18,300	Rheumatology Associates, PC	New
BB&T Building	17,523	Spectrum Southeast, LLC	Renewal
2311 Highland Avenue South	15,259	New York Life	Renewal
Synovus Center	15,229	Marsh, Rickard and Bryan, PC	Renewal
500 Office Park Drive	13,375	CSL Financial, LLC	Renewal
2222 Arlington Avenue	12,000	Shipshape	New
880 Montclair	10,114	Total Quality Logistics	New
110 Building	10,060	Pearce, Bevill, Leesburg, Moore, PC	Renewal
Synovus Center	9,236	SummitMedia, LLC	New
110 Building	8,864	Wiregrass Construction Company, Inc.	New
2101 Highland Avenue	8,000	New Capital Partners	Renewal
201 Office Park Dr	6,903	The Lincoln National Life Insurance Company	Renewal
Lakeshore Park Plaza	6,894	Burns & Wilcox	New
Lakeshore Park Plaza	6,829	Johnson Development, LLC	Renewal
105 Euclid Avenue	6,000	RealtySouth	Renewal
Lakeshore Park Plaza	5,914	Schneider Electric USA, Inc.	Renewal
3004-3008 Clairmont Avenue South	5,800	Martin Advertising, Inc.	Renewal



## SIGNIFICANT SALES - MIDTOWN MARKET

DATE	BUILDING	SF	PSF	PRICE	BUYER
4/15	30 Dexter Avenue	1,950	\$487.18	\$950,000	OG Capital
11/12	Brookwood Office Center	169,500	\$324.48	\$55,000,000	569 Shades Creek, LP
8/11	525 Office Park Drive	5,870	\$252.13	\$1,480,000	Orchid House, LLC
6/3	500 Office Park Drive East	23,126	\$118.91	\$2,750,000	B.L. Harbert International LLC
3/23	4628 Montevallo Road	7,282	\$116.73	\$850,000	Message Point Media of Alabama
3/16	2222 Arlington Avenue South	55,000	\$90.91	\$5,000,000	Arlington Redevelopments, LLC
2/12	701 37th Street South	18,636	\$64.39	\$1,200,000	Highlander Building, LLC
10/29	1776 Independence Court	22,104	\$42.98	\$950,000	Poss Properties, LLC



Synovus Center's leasing included three larger tenant renewals in 2021 that totaled 66,743 SF. Charles Simpson of Graham & Co represented the Landlord in the transactions.

# HIGHWAY 280 | I-459 MARKET



**MULTI-TENANT: OVERALL:**  
**Occupancy 76.34% 82.71%**

**Rate PSF \$22.40 \$21.78**

**MEADOW BROOK 2700**  
2700 CORPORATE PKWY.



The Highway 280/I-459 submarket reached overall occupancy of 82.71%, an increase of 0.54% from the prior year. The overall rental rate reached \$21.78 psf, a slight increase of 0.34% from the previous year.

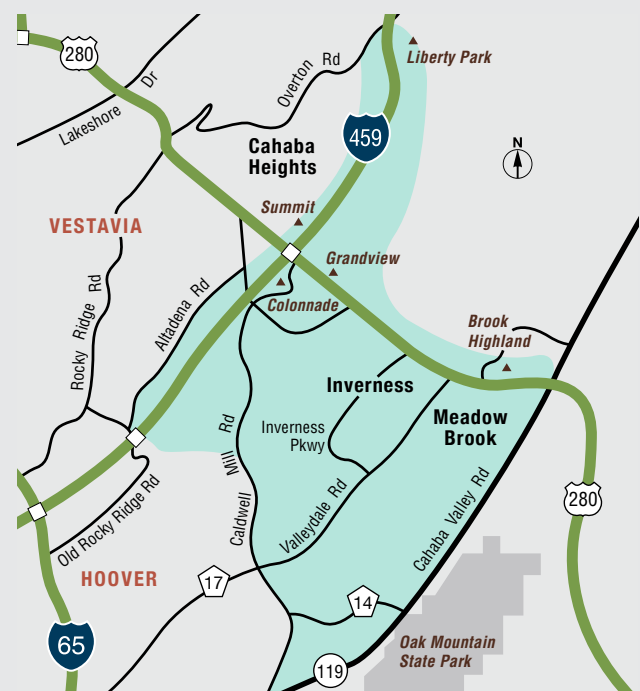
The submarket had 27 significant leases reported in 2021, more than half were new. 5 of those new tenants taking spaces greater than 10,000 sf included Midsouth Paving, Inc.'s lease of 15,603 sf at Meadow Brook 2700 and GCI, Inc.'s lease of 13,843 sf at 1900 International Park.

5 of the 14 class-A office sales in 2021 happened in this submarket. Those included Blue Lake Center, 166,779 sf, purchased by an out-of-state investment group for \$19,400,000 (\$116.32 psf), 2550 Acton Ridge, 58,918 sf, purchased by a local investment group for \$8,100,000 (\$137.48 psf), and 200 Missionary Ridge, 64,000 sf, also purchased by local investment group for \$3,100,000 (\$48.44 psf).

Its retail offerings along the 280 corridor, proximity to residential neighborhoods, and class-A office product continue to make this submarket desirable for office tenants and investors.

**[6.5 MILLION SF TOTAL]**  
**SINGLE TENANT 1,772,251**  
**MULTI-TENANT 4,814,411**

**OVERALL OCCUPANCY** **RENTAL RATE**  
**82.71%** **\$21.78**  
**↑ 0.54%** **PER SF**  
**PERCENT** **↑ 0.34%**  
**PERCENT**



## SIGNIFICANT LEASES - HIGHWAY 280 | I-459 MARKET

BUILDING	SF	TENANT	RENEWAL/LEASE
Acton Ridge	42,284	Avanti Polar Lipids, Inc.	New
Meadow Brook 2700	27,600	Global Radar Acquisition, LLC	Renewal
Two Perimeter Park	22,849	Molecular Designs	New
Meadow Brook 2700	15,603	Midsouth Paving, Inc.	New
1900 International Park	13,843	CGI, Inc.	New
10 Inverness Center	12,017	T-Mobile South, LLC	Renewal
The Summit	11,886	Brownell Travel	Renewal
Blue Lake Center	10,954	RealtySouth	New
Meadow Brook 2700	10,689	SummitMedia, LLC	Renewal
Blue Lake Center	10,485	Valent Group	Renewal
Grandview II	10,371	Gresham Smith	Renewal
The Summit - 240 Summit Blvd.	9,560	Sono Bello	New
31 Inverness Center	8,250	Mezrano Law Firm	New
Grandview II	8,192	ClearChoice Management Services, LLC	New
22 Inverness Center	8,000	Alden Systems	Renewal/Relocation
Grandview II	7,648	The Office of the Comptroller of the Currency	Renewal
3500 Colonnade	6,987	EverSource Wealth Advisors	New
Grandview II	6,926	Savela & Associates, Inc.	Renewal
Two Perimeter Park	6,722	Assurance Scientific Laboratories	New
10 Inverness Center Parkway	6,088	Interlinc Mortgage Services, LLC	Renewal
31 Inverness Center	5,900	Scott, Sullivan, Streetman & Fox, PC	New
Blue Lake Center	5,732	Morris Haynes Attorneys at Law	New
Meadow Brook 1200	5,580	Dominion Management	Renewal
Two Perimeter Park South	5,543	Sedgwick Claims Management Services, Ltd.	Renewal
3800 Colonnade	5,470	Lockton Companies	New
Meadow Brook 1200	5,357	Intelli-Mark Technologies, Inc.	New
Blue Lake Center	5,177	Alabama Trucking Association, Inc.	New

## SIGNIFICANT SALES - HIGHWAY 280 | I-459 MARKET

DATE	BUILDING	SF	PSF	PRICE	BUYER
11/17	5101 Cyrus Circle	9,381	\$460.54	\$4,320,292	TM Medical Properties Hoover, LP
7/7	2801 Old 280 Court	6,222	\$401.80	\$2,500,000	UAB Callahan Eye Hospital Authority, LLC
3/16	202 Inverness Center Drive	20,019	\$358.48	\$7,176,355	Inverness Center Properties, LLC
8/19	3570 Grandview Parkway	34,436	\$268.61	\$9,250,000	HRT of Alabama
5/14	3975 Asbury Road	5,300	\$216.98	\$1,150,000	LMS Cahaba Heights Office, LLC
9/8	246 Inverness Center Drive	3,600	\$204.17	\$735,000	Icon Realty, LLC
7/13	2201 Cahaba Valley Drive	4,006	\$187.22	\$750,000	Rogers Family Properties, LLC
7/12	160 Village Street	8,994	\$138.98	\$1,250,000	Village Street Holdings, LLC
12/27	2550 Acton Road	58,918	\$137.48	\$8,100,000	Acton Road Eat, LLC
8/4	1100 Corporate Drive (100)	8,000	\$131.25	\$1,050,000	New Day Advisors, LLC
12/7	Blue Lake Center	166,779	\$116.32	\$19,400,000	TSO Blue Lake, LP c/o The Simpson Organization, Inc.
4/30	4518 Valleydale Road	10,854	\$101.35	\$1,100,000	CS Equity Partners, LLC
12/30	200 Missionary Ridge	64,000	\$48.44	\$3,100,000	Lifeline Children's Services, Inc.



Missionary Ridge sold to a local investment group. The 64,000 SF, class-A office traded for \$3,100,000 (\$48.44 psf). Jerry Grant of Graham & Co represented the Purchaser.



2550 Acton Road sold to a local investment group. The 58,918 SF, class-A office traded for \$8,100,000 (\$137.48 psf).



Blue Lake Center, sold to an Atlanta based investment group. The 166,779 SF, class-A office traded for \$19,400,000 (\$116.21 psf).



# SOUTHERN | I-65 MARKET



**MULTI-TENANT:** **OVERALL:**  
**Occupancy 84.48% 93.21%**

**Rate PSF \$18.42 \$18.40**



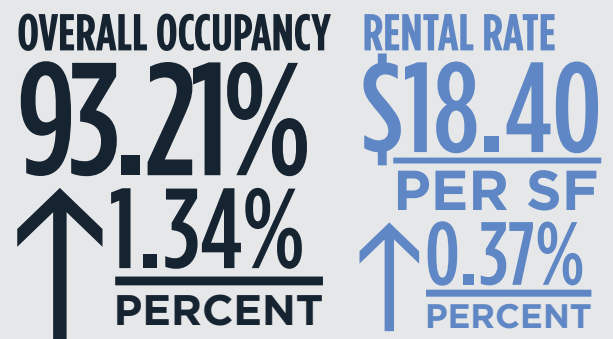
**[4.8 MILLION SF TOTAL]  
SINGLE TENANT 2,730,813  
MULTI-TENANT 2, 125,155**

The Southern/I-65 submarket took the lead as the strongest performing in 2021. Overall occupancy reached 93.21%, up 1.34% from 2020. The overall rental rate increased by 0.37% to \$18.40 psf.

There were 9 reported significant lease transactions, almost half of those were new. Yates Construction expanded its presence by adding 17,033 sf at Woods Point I, and Soleo Health, Inc. renewed and expanded at Riverchase Center with its lease of 8,246 sf.

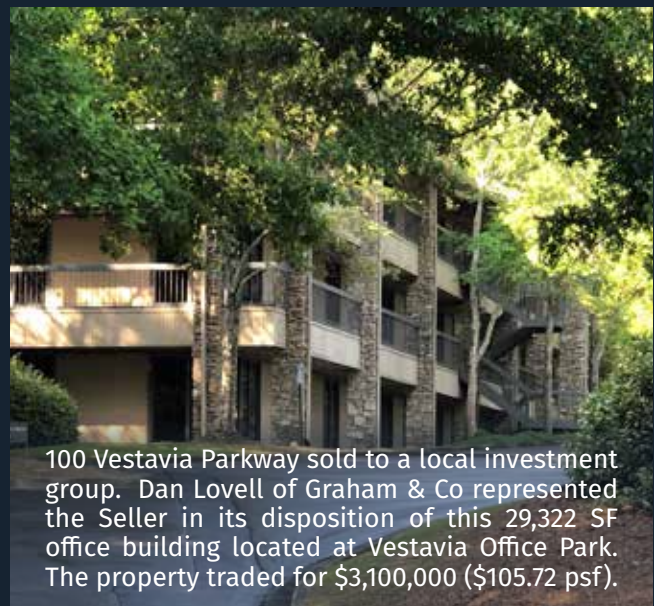
There were 10 tracked office sales in the Southern/I-65 submarket, 4 of those were class-A assets. The Chambers Building at Highpoint Office Center, 34,313 sf, sale price \$2,700,000 (\$78.69 psf), 100 Vestavia Parkway, 29,322 sf, sale price \$3,100,000 (\$105.72 psf), and 300 Riverchase Parkway East, 27,204 sf, sale price \$3,550,000 (\$130.50 psf), all traded to local investment groups or owner/users.

Easily accessible by both I-65 and I-459, many of the Southern/I-65 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 - SOUTHERN | I-65 MARKET

BUILDING	SF	TENANT	RENEWAL/LEASE
Woods Point I	17,033	Yates Construction	Expansion
Riverchase Center	14,607	Wide Orbit	Renewal
Riverchase Center	10,961	BioHorizons	Renewal
Offices at 3000 Riverchase	8,556	SecurIT	New
Riverchase Center	8,246	Soleo Health, Inc.	Renewal/Expansion
Walker Building @ Highpoint	7,890	Carr, Allison, Oliver & Sisson, PC	Renewal
Riverchase Center	7,640	Option Care Health	Renewal
River Ridge Centre	6,339	Alabama Department of Mental Health	New





## SIGNIFICANT SALES - SOUTHERN | I-65 MARKET

DATE	BUILDING	SF	PSF	PRICE	BUYER
8/17	2720 John Hawkins Parkway	4,458	\$358.91	\$1,600,000	NWF Acquisitions, LLC
8/19	Greenway Business Park	21,283	\$156.07	\$3,321,700	KRE HCRE AL Owner, LLC
8/3	2201 Providence Park (200 & 250)	2,964	\$134.95	\$400,000	Nix, Mashburn
11/1	300 Riverchase Parkway East	27,204	\$130.50	\$3,550,000	Betre 6 Management, LLC
2/1	2500 Southlake Park	10,000	\$110.00	\$1,100,000	Bishop Creek Investors, LLC
6/15	100 Vestavia Parkway	29,322	\$105.72	\$3,100,000	Red Rock Owners, LLC
1/22	511 Mineral Trace	20,750	\$91.57	\$1,900,000	FY Family Properties, LLC
4/26	Southlake Center	40,000	\$85.00	\$3,400,000	APEX Roofing & Restoration
5/14	Chambers Building @ Highpoint	34,313	\$78.69	\$2,700,000	Chambers Vestavia, LLC and BLE Brighton, LLC
7/15	5201 Princeton Way	73,909	\$71.03	\$5,250,000	Revere 21 Enterprises, LLC



The Chambers Building at Highpoint Office Center sold to a local investment group. This 34,313 SF office building traded for \$2,700,000 (\$78.69 psf). Walter Brown and Matt Gilchrist, both of Graham & Co, represented the Seller.

# VULCAN | OXMOOR MARKET



**MULTI-TENANT: OVERALL:**  
**Occupancy 69.60% 65.96%**

**Rate PSF \$16.34 \$16.70**

**OXMOOR OFFICE BUILDING**  
801 TOM MARTIN DRIVE



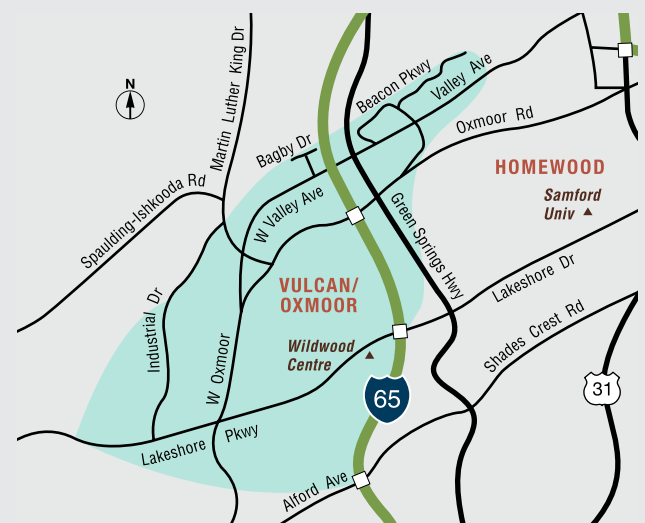
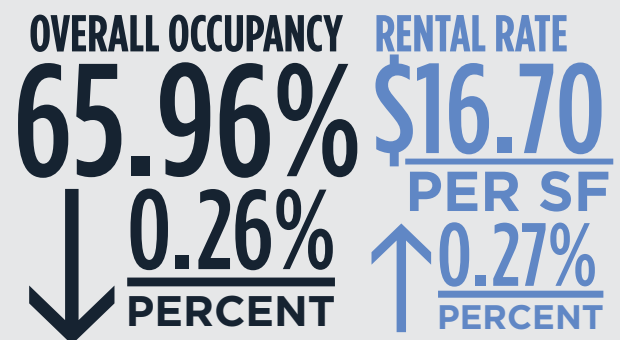
Birmingham's smallest submarket, Vulcan/Oxmoor, had another slight dip in overall occupancy of 0.26%, dropping to 64.96% in 2021. The overall rental rate ticked up slightly to \$16.70 psf, an increase of 0.27% from the previous year.

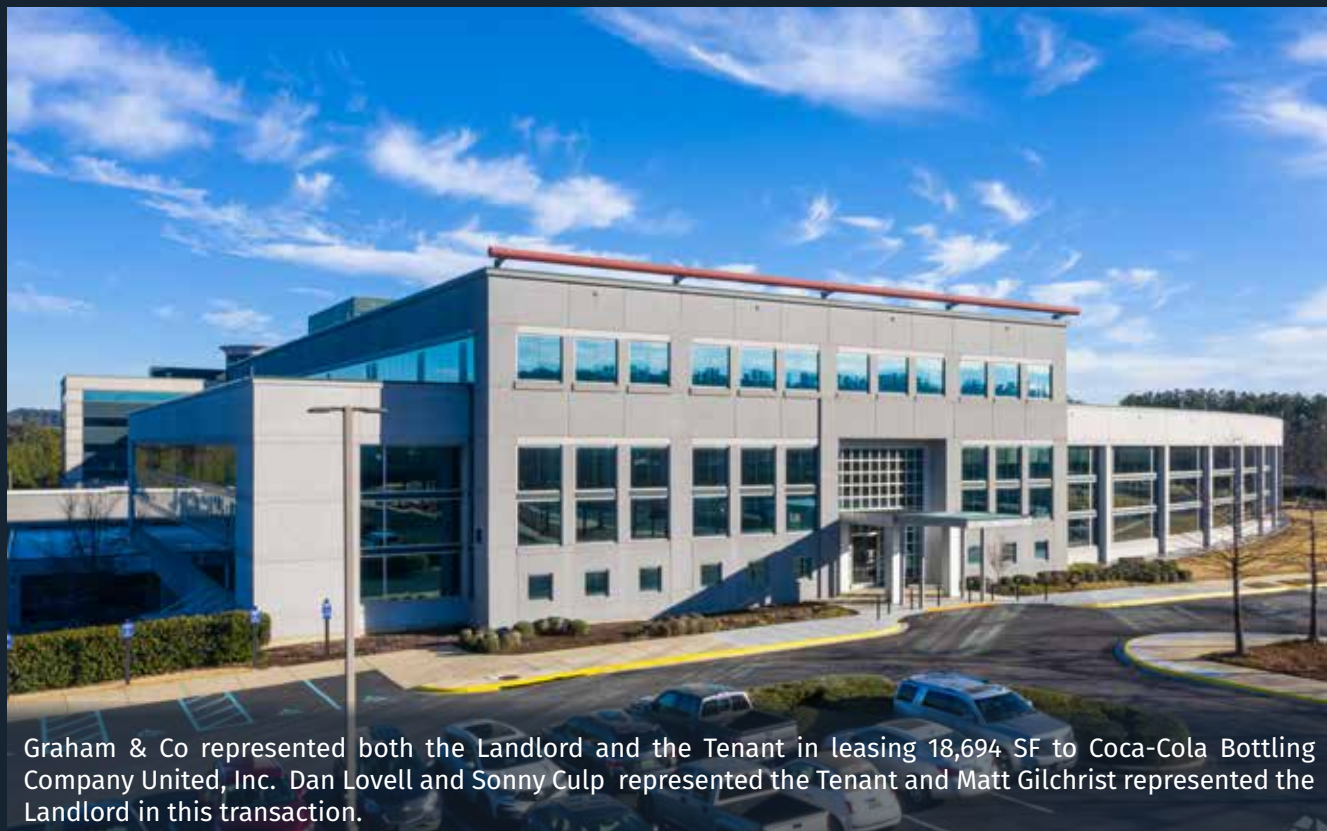
One of the submarket's class-A office parks continued to grow its tenant roster. Patriot Midtown Park added Coca-Cola Bottling Company United, Inc. with its lease of 18,694 SF at 200 Wildwood Parkway. Further down Lakeshore Parkway, Lakeshore Crossings added 2 new tenants; Guardian Pharmacy of Birmingham leased 12,120 sf, and Vinebrook Homes leased 8,352 sf.

There were 3 tracked office sales in the Vulcan/Oxmoor submarket in 2021. Sale prices ranged from \$20.49 psf to \$82.56 psf.

This submarket is very well located with easy access to the I-65 corridor, and the City of Homewood has expressed interest in further improvements to the area which would enhance the economic landscape of the neighborhood.

**[2.7 MILLION SF TOTAL]**  
**SINGLE TENANT 875,221**  
**MULTI-TENANT 1,833,151**





Graham & Co represented both the Landlord and the Tenant in leasing 18,694 SF to Coca-Cola Bottling Company United, Inc. Dan Lovell and Sonny Culp represented the Tenant and Matt Gilchrist represented the Landlord in this transaction.

## SIGNIFICANT SALES - VULCAN | OXMOOR MARKET

DATE	BUILDING	SF	PSF	PRICE	BUYER
8/27	85 Bagby Drive	39,969	\$82.56	\$3,300,000	85 Capital Partners, LLC
9/24	320 Beacon Parkway West	23,377	\$55.59	\$1,299,493	The Jeff Garret Living Trust
1/21	75 Bagby Drive	52,710	\$20.49	\$1,080,000	75 Capital Partners, LLC

## SIGNIFICANT LEASES - VULCAN | OXMOOR MARKET

BUILDING	SF	TENANT	RENEWAL/LEASE
Patriot Midtown Park	18,694	Coca-Cola Bottling Company United, Inc.	New
Lakeshore Crossings	12,120	Guardian Pharmacy of Birmingham	New
Lakeshore Crossings	8,352	VineBrook Homes	New





# GRAHAM OFFICE SERVICES



Graham & Co

# OFFICE SERVICES



**DEVELOPMENT**



**BROKERAGE**



**INVESTMENT  
SALES**

**Graham & Company has a market-leading office platform with bolstered development capabilities. Graham's client-centric philosophy and growth-oriented approach as well as a shared culture of teamwork, integrity, and service position it to offer "best-in-class" real estate services.**





## DEVELOPMENT/CONSULTING

Graham & Company's development group assembles and works closely with teams of architects, engineers, and contractors to create both build-to-suit as well as speculative developments. Graham's development group also procures financing, negotiates leases, and establishes property management systems for its development projects. Graham has been involved in the development of industrial properties, office buildings, office/service centers, and office building rehabilitation projects throughout the Southeast.

## BROKERAGE

Graham & Company's brokerage division provides sales and leasing services in five key sectors of commercial real estate: office, industrial, land, retail, and investment. Graham agents consistently rank among the best in their prospective markets. However, it's not the numbers that reflect the Graham way, it's the ability to examine each deal through the eyes and sensibilities of its clients that separates Graham from the other industry leaders.



## INVESTMENT SALES

In addition to brokerage and development, Graham & Co offers investment sales services. Our in-house team has the experience and capability to produce quality offering memorandums, actively market assets for sale, source potential investors, and successfully navigate the closing process. Graham has a track record of success in marketing class-A office properties.

# PROPERTY MANAGEMENT



## PROPERTY MANAGEMENT & LANDLORD LEASING

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.

In addition to Graham's focus on first class service to both property owners and tenants, Graham places a high value on long-term relationships. The foundations of the company were built upon local and national relationships, and many of those relationships continue to exist and thrive after more than forty years. While service activities may vary between different properties, our personnel are trained, and each performance is measured to ensure delivery of "best-in-class" property management. Graham & Company currently performs property management and/or leasing services for more than 14.6 million sf of industrial, office, and retail properties.





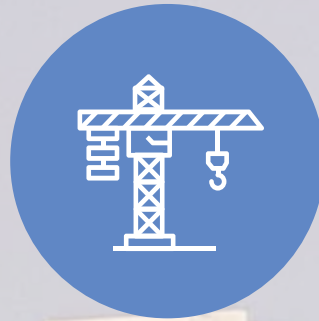
**HISTORIC FEDERAL RESERVE**

# CORPORATE SERVICES



## Brokerage

Representing clients in the negotiation, structuring, and execution of leases



## Build-to-Suit Process

Develop custom properties and facilities to meet our client's needs



## Construction Management

Consulting, oversight, and project management of various build outs/ construction projects



## Valuation Services

Broker opinions of value, and other financial models to better help you make wise and advantageous real estate decisions





## Facilities Management

Lease administration, portfolio management, site management, etc.



## Strategic Planning

Developing plans to harmonize strategic business goals with property and facility decisions



## Real Estate Tax Consulting

Negotiating appropriate tax valuations for existing or new properties



## Debt Solutions

Leveraging debt relations to negotiate optimal terms for new acquisitions or existing properties

**Graham & Company serves corporate and institutional clients by offering a comprehensive platform of real estate services across geographic locations and property types.**



# GRAHAM TRANSACTIONS & AVAILABILITIES

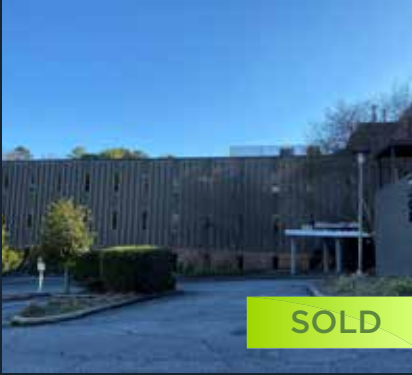




Graham & Co



# GRAHAM TRANSACTIONS



**SOLD**

**500 Mt. Bk. Office Park East**  
**23,126 SF OFFICE CONDO**  
 Dan Lovell and Jerry Grant, both of Graham & Co, represented the Seller in its disposition of this office condo located in Mountain Brook Office Park. The property sold for \$2,750,000 (\$118.91psf).



**SOLD**

**2500 Southlake Park**  
**10,000 SF OFFICE CONDO**  
 Sam Carroll of Graham & Co represented the Seller in its disposition of this 2-story office condo located in the Southern/I-65 submarket. The property sold for \$1,100,000 (\$110.00 psf).



**SOLD**

**Crossroads @ Greystone**  
**44,800 SF RETAIL CENTER**  
 Bo Grisham of Graham & Co represented the Seller in its disposition of this well-located retail center on the Highway 280 corridor. The property sold for \$3,868,000 (\$86.34 psf).



**SOLD**

**2201 Cahaba Valley Drive**  
**4,006 SF OFFICE BUILDING**  
 Matt Gilchrist of Graham & Co represented the Seller in its disposition of this multi-tenant office building located in the Southern/I-65 submarket. The property sold for \$750,000 (\$187.22 psf).



**SOLD**

**511 Mineral Trace**  
**20,750 SF OFFICE /FLEX BUILDING**  
 Dan Lovell of Graham & Co represented the Purchaser in its acquisition of this Trace Crossings office/flex building. The property sold for \$1,900,000 (\$91.57 psf).



**SOLD**

**5201 Princeton Way 73,909 SF REDEVELOPMENT**  
 Walter Brown and Ogden Deaton, both of Graham & Co, represented the Seller and Purchaser of this redevelopment site to be used for its new corporate HQ. The property sold for \$5,250,000 (\$71.03 psf).

# AVAILABILITIES



## Chase Park South

LEASE

**400 Chase Park South, Hoover, AL**  
**Rental Rate: \$15.00/SF, Full Service**

**Space:** Up to 16,476 SF Available

- Exterior facing entrances
- Ample parking near front door
- Well manicured landscaping

**Contact:** Bo Grisham



## 3 Riverchase Ridge

LEASE

**3 Riverchase Ridge, Hoover, AL**  
**Rental Rate: \$16.50/SF, Net**

**Space:** 5,500 SF Available

- Free standing office building
- High-end finishes
- Great access to I-65 & Highway 31
- Convenient to shopping, hotels, banks, restaurants, and residential

**Contacts:** Sam Carroll, SIOR  
 Matt Gilchrist



## Lakeshore Park Plaza

LEASE

**2204 Lakeshore Drive, Homewood, AL**  
**Rental Rate: \$27.50/SF, Full Service**

**Space:** 9,853 SF Available

- Class-A suburban office building
- Surface parking; leased covered parking
- Near to lodging, dining, and retail

**Contact:** Jerry Grant, CCIM



## Patriot Midtown Park

LEASE

**200 Wildwood Parkway, Homewood, AL**  
**Rental Rate: \$21.50/SF, Full Service**

**Space:** 47,719 SF Available

- Walkable, scenic campus
- State-of-the-art conference facilities
- Abundant surface parking and deck parking

**Contact:** Dan Lovell, SIOR, LEED AP  
 Matt Gilchrist



## Oxmoor Office Building

SALE/LEASE

**801 Tom Martin Drive, Birmingham, AL**  
**Rental Rate: \$17.50/SF, Full Service**

**Sale Price:** \$6,500,000

**Space:** 91,061 SF Available

- New roof, HVAC systems, & new controls
- Well maintained
- Open floor plan

**Contacts:** Sam Carroll, SIOR  
 Matt Gilchrist



## New Medical Office Building

LEASE

**10 Meadowview Drive, Birmingham, AL**  
**Rental Rate: \$28.50/SF, Full Service**

**Space:** 2,500 SF Available

- 4.5/1,000 SF Parking ratio
- High visibility from Hwy. 280
- Close proximity to hotels, banks, restaurants, and shopping

**Contacts:** Matt Gilchrist  
 Sam Carroll, SIOR

# AVAILABILITIES



## Historic Federal Reserve

LEASE

1801 5th Avenue North, Birmingham, AL

Rental Rate: \$31.50/SF, Full Service

Space: 3,857 SF Available

- On-site surface parking
- On-site Urban Cookhouse restaurant and The Studio workout facility with gym, locker rooms, and showers
- Lobby security guard

Contact: Charles H. Simpson



## International Park

LEASE

1900 International Park Drive, Birmingham, AL

Rental Rate: \$22.50/SF, Full Service

Space: : Up to 12,989 SF Available

- Walkable, scenic campus
- 717 total parking spaces (Shared with neighboring building)
- Parking ratio: 3.4 per 1,000 SF

Contacts: Sam Carroll, SIOR  
Matt Gilchrist



## The Woodward Building

LEASE

1927 1st Avenue North, Birmingham, AL

Rental Rate: \$17.50/SF, Full Service

Space: Up to 8,800 SF Available

- Prominent skyline building signage available
- Attached private parking deck
- Free visitor parking

Contacts: Sam Carroll, SIOR  
Matt Gilchrist



## 110 Building

LEASE

110 Office Park Drive, Mountain Brook, AL

Rental Rate: \$22.50/SF, Full Service

Space: Up to 5,583 SF Available

- City of Mountain Brook, no city occupational taxes
- Convenient to major transportation arteries and heavy retail areas

Contact: Dan Lovell, SIOR, LEED AP



## The Post

SALE/LEASE

317 North 20th Street, Birmingham, AL

Rental Rate: \$22.00/SF, Full Service

Sale Price: \$2,975,000

Space: Up to 19,479 Available

- Additional +/- 4,000 SF for lease, facing 4th Ave. N.
- Convenient BPA parking deck across the street
- Lease to own opportunity
- Walking distance to numerous retail destinations and green space

Contact: Jerry Grant, CCIM



## Grandview II

LEASE

3595 Grandview Parkway, Birmingham, AL

Rental Rate: \$24 - \$25.50/SF, Full Service

Space: Up to 11,859 SF Available

- Class-A suburban office building
- Free surface parking
- Easy access to major transportation arteries

Contacts: Sam Carroll, SIOR  
Matt Gilchrist



# AVAILABILITIES



**2728 @ SoHo**

LEASE

**2728 19th Place South, Homewood, AL**

Rental Rate: \$26.50/SF, Full Service

Space: 10,000 SF Available

- Easy access to Hwy. 31 and Red Mountain Expressway
- Highly desirable Midtown submarket
- City of Homewood - no occupational taxes

Contact: Charles H. Simpson



**3900 Montclair Road**

LEASE

**3900 Montclair Road, Mountain Brook, AL**

Rental Rate: \$22.00/SF, Full Service

Space: Up to 2,800 SF Available

- Post office on-site
- Excellent visibility from Montclair Rd.
- Easy access to shopping, banks, and other retail amenities

Contact: Bo Grisham



**600 University Park Place**

LEASE

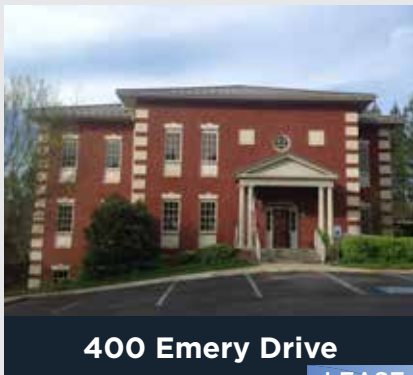
**600 University Park Place, Homewood, AL**

Rental Rate: \$27.00/SF, Full Service

Space: Up to 3,185 SF Available

- Highly desirable Midtown location
- Easy access to city center & major transportation arteries
- Close proximity to hotels, banks, restaurants, and shopping

Contact: Jerry Grant, CCIM



**400 Emery Drive**

LEASE

**400 Emery Drive, Hoover, AL**

Rental Rate: \$22.50/SF, Net Janitorial

Space: Up to 3,504 SF Available

- Convenient access to Highway 150 & I-459
- Close to Riverchase Galleria, restaurants, hotels, banks, and residential
- No city occupational taxes

Contacts: Walter Brown, SIOR  
Sam Carroll, SIOR



**157 Resource Center**

LEASE

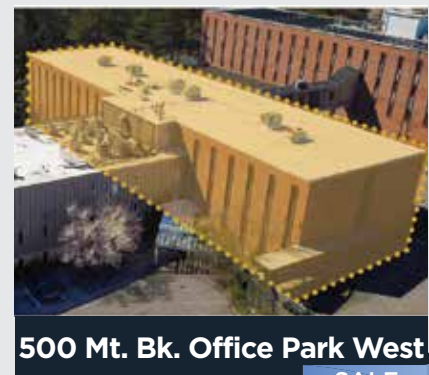
**2700 Corporate Parkway, Birmingham, AL**

Rental Rate: \$21.00/SF, Full Service

Space: Up to 9,112 SF Available

- Excellent access to major transportation arteries
- Abundant retail amenities nearby
- Class-A suburban office park

Contacts: Sam Carroll, SIOR  
Jerry Grant, CCIM



**500 Mt. Bk. Office Park West**

SALE

**500 Office Park Drive, Mountain Brook, AL**

Call for Pricing

Space: 38,947 SF Available

- New roof 2021
- Remodeled restrooms
- Entrance lobby elevator updated in 2020
- Quality, well established tenant mix

Contacts: Dan Lovell, SIOR, LEED AP  
Jerry Grant, CCIM



# ABOUT GRAHAM & CO



Graham & Co



## GRAHAM &amp; CO - BIRMINGHAM



Theresa Baker



Jack Brown, SIOR



Walter Brown, SIOR



Sam Carroll IV, SIOR



Eleanor Caver



John Coleman, SIOR



Charlie Crane



Sonny Culp, SIOR



Ogden Deaton, SIOR



Joel Dorning



Matt Gilchrist



Henry Graham



Matthew Graham



Mike Graham, CPM, SIOR



Steve Graham, MAI, CRE



Jerry Grant, CCIM



Bo Grisham



Wesley Hall



Micia Hardaway



Janice Ivy



Jacob Kines



Lauren Limbaugh



Dan Lovell, SIOR, LEED AP



Thomas Michael



Christie Neely



Susan Plate



Nicole Predhomme



Joelle Rogers



Blanch Rogers



Allie Rovi



Matt Rowan



Hayden Scott, MAI



Adam Self



Charles H. Simpson



Crosby Taylor



Jordan Tubb, SIOR



David Walker



Tana Welch



Leslie Williamson

## ABOUT GRAHAM & COMPANY

Founded in 1978, Graham & Co is a full-service commercial real estate firm based in Birmingham, with offices in Birmingham and Huntsville, Alabama and the Gulf Coast, Florida. The company offers professional services including sales, leasing, property management, corporate services, 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

At Graham & Co we recognize that our clients can enhance the value of their property, business, and/or investment if the community in which they live, and work is vibrant and healthy. Graham and its employees continue to give back to the community in a number of ways including volunteering 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 IREM-Institute of Real Estate Management  
 CCIM-Certified Commercial Investment Member LEED-Leadership in Energy and Environmental Design  
 CRE-Counselors of Real Estate ULI-Urban Land Institute

## GRAHAM & COMPANY PERSONNEL (BIRMINGHAM)

### PRINCIPALS

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

### INDUSTRIAL GROUP

Jack Brown, SIOR  
 John Coleman, SIOR  
 Sonny Culp, SIOR  
 Ogden Deaton, SIOR  
 Joelle Rogers  
 Allie Rovi  
 Jordan Tubb, SIOR

### INVESTMENT

Matthew Graham

### MARKET RESEARCH ANALYST

Matt Rowan

### DEVELOPMENT

Henry Graham II  
 Crosby Taylor

### CORPORATE SERVICES

Hayden Scott, MAI

### FINANCE

Theresa Baker  
 Charlie Crane  
 Micia Hardaway  
 Janice Ivy  
 David Walker, CFO  
 Tana Welch

### OFFICE GROUP

Walter Brown, SIOR  
 Sam Carroll IV, SIOR  
 Bo Grisham  
 Jerry Grant, CCIM  
 Matt Gilchrist  
 Lauren Limbaugh  
 Dan Lovell, SIOR, LEED AP  
 Charles H. Simpson

### HUMAN RESOURCES AND CLIENT SERVICES MANAGER

Christie Neely

### SENIOR GRAPHIC DESIGNER

Joel Dorning

### RECEPTION

Eleanor Caver  
 Susan Plate

### PROPERTY MANAGEMENT

Wesley Hall  
 Jacob Kines  
 Thomas Michael  
 Nicole Predhomme  
 Blanch Rogers  
 Adam Self  
 Leslie Williamson

### HUNTSVILLE OFFICE

Jason Beach  
 Tyler Fanning, SIOR  
 Erika Harless  
 Pam McCabe  
 Jeremy Pope, CCIM, SIOR  
 Bart Smith, CCIM, SIOR  
 George Twitty, Jr.  
 John Williams

### GULF COAST OFFICE

Jason Carnes  
 Kevin Williams, CCIM



# 2022 OFFICE MARKET SURVEY

## **GRAHAM & CO**

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**Graham**&Co