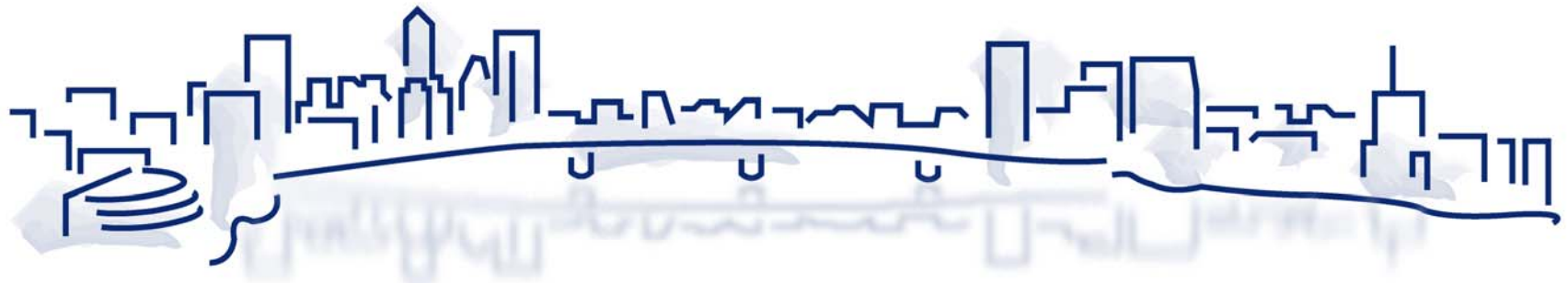




KING Commercial
Realty of
Florida, Inc.

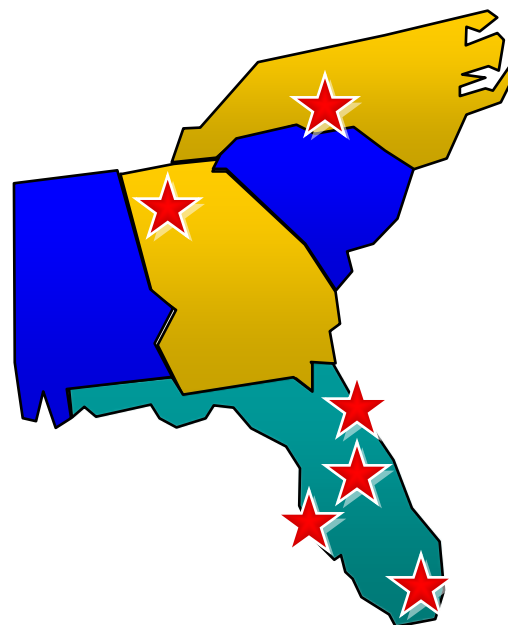


Jacksonville
Industrial Real Estate Market
2007

Jeff L. Graham, SIOR, President



- Southeast Market Comparison
- Jacksonville Metro Industrial Market
- Submarket Profiles



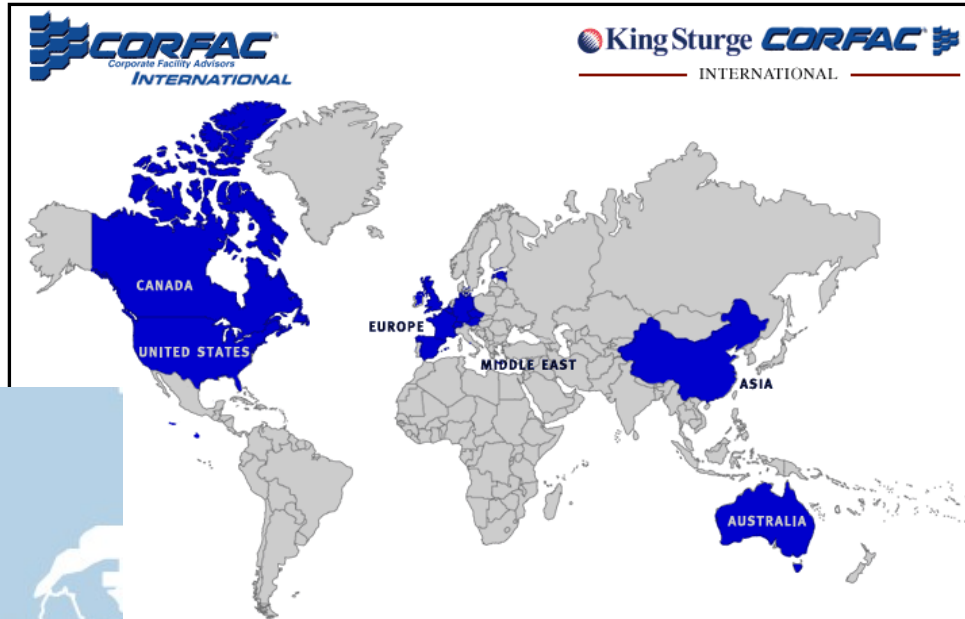


- King Realty/CORFAC International: 1980
- King Commercial Realty, Jacksonville:
1998
- Industrial Real Estate Brokerage
- Local expert knowledge with global reach

Locally Owned, Globally Connected **KING**

CORFAC
International

In 2006, CORFAC firms completed 10,951 transactions totaling over 1 billion square feet in valued at **\$27 billion dollars**



Over **3,800** real estate professionals worldwide.



Jacksonville Team



Jeff Graham, SIOR



Bob Hillis



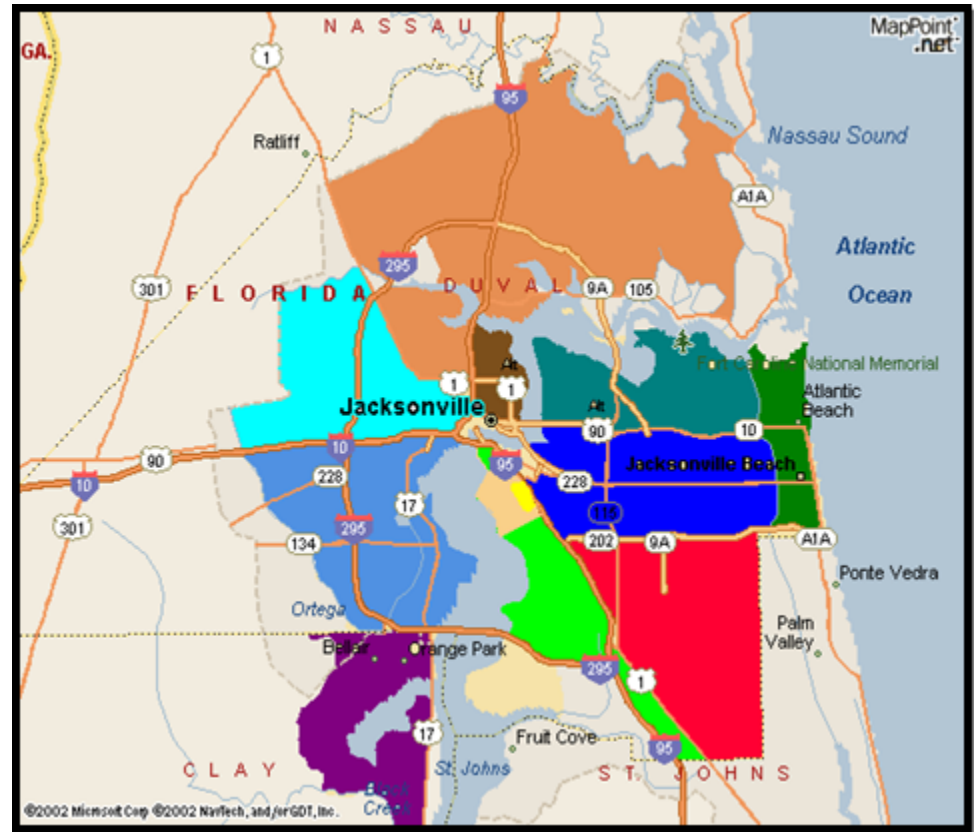
Joseph Russell

Market Information

KING

CORFAC
International

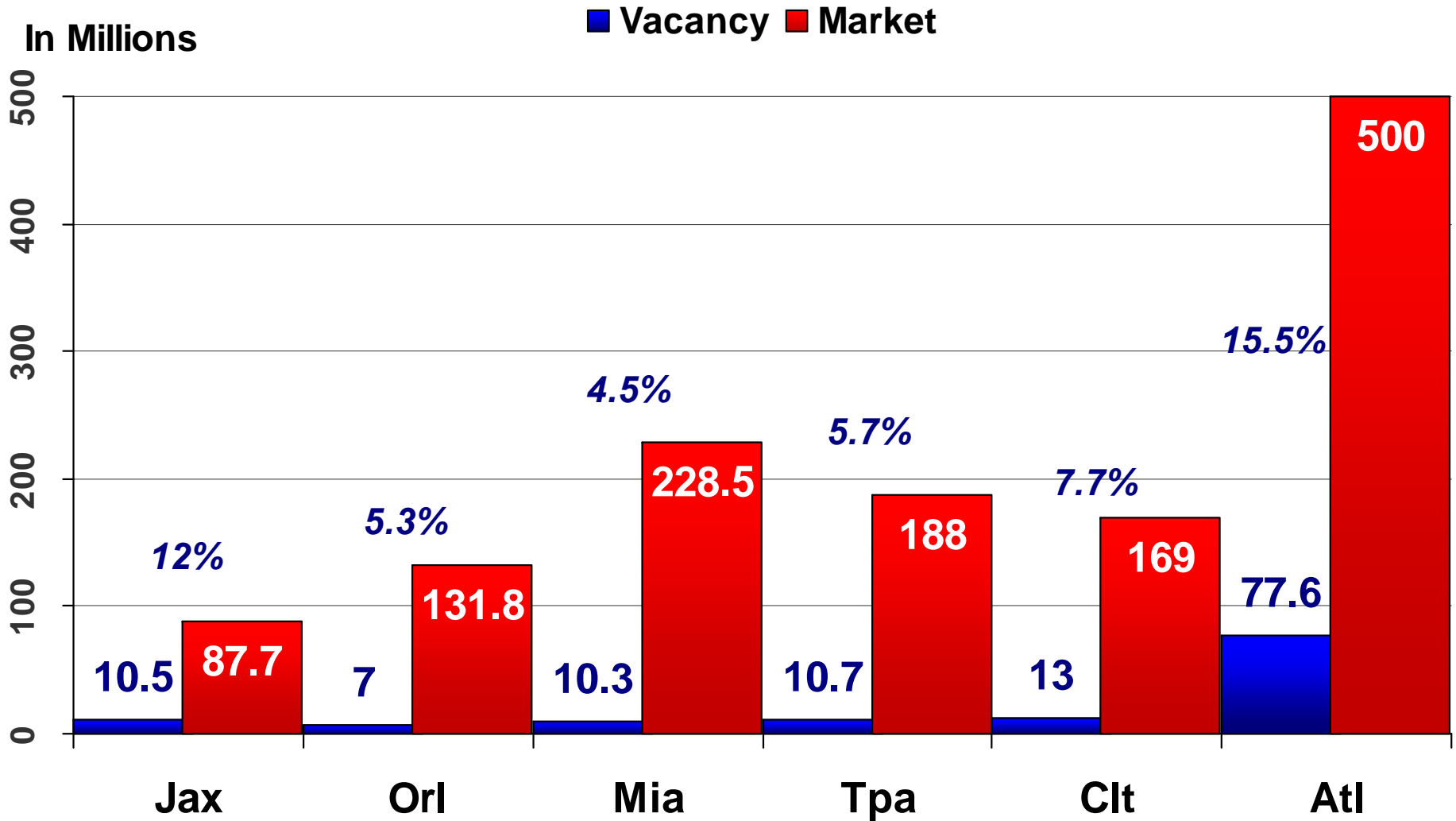
- PinPointsm Technology
 - 88 million sq. ft.
 - 12 sub-markets
 - 2,037 buildings
 - 4,724 users
- Custom designed
 - Inventory every quarter
 - Shared relationship
 - First-party data





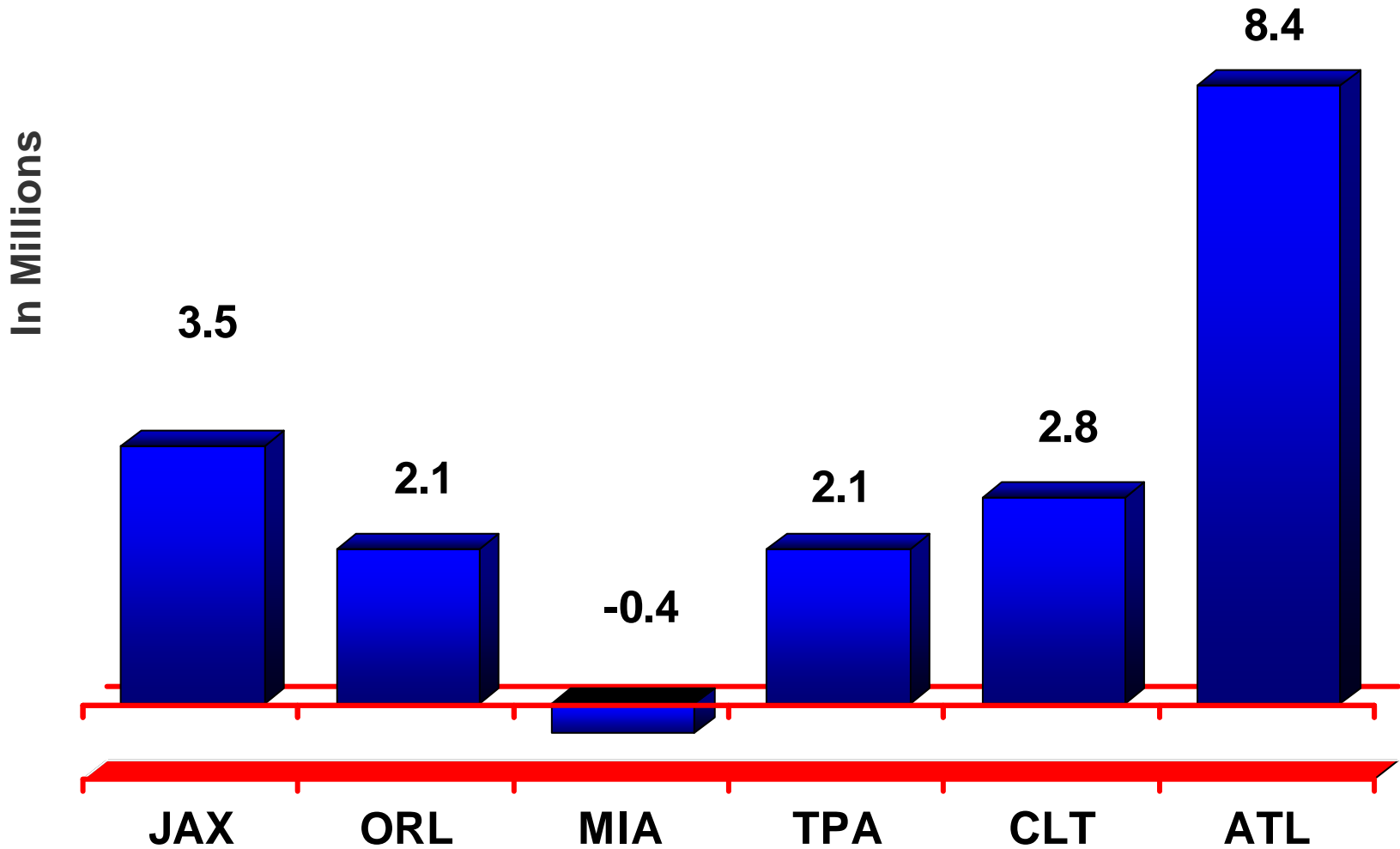
- **Availability**
 - Vacant or available space
- **Activity**
 - Square feet of signed transactions
- **Net Absorption**
 - Net results of activity (calculated by spaces vacated and spaces occupied)
- **Deals**
 - Actual number of transactions

Regional Comparison Inventory & Vacancy





Regional Absorption 2007





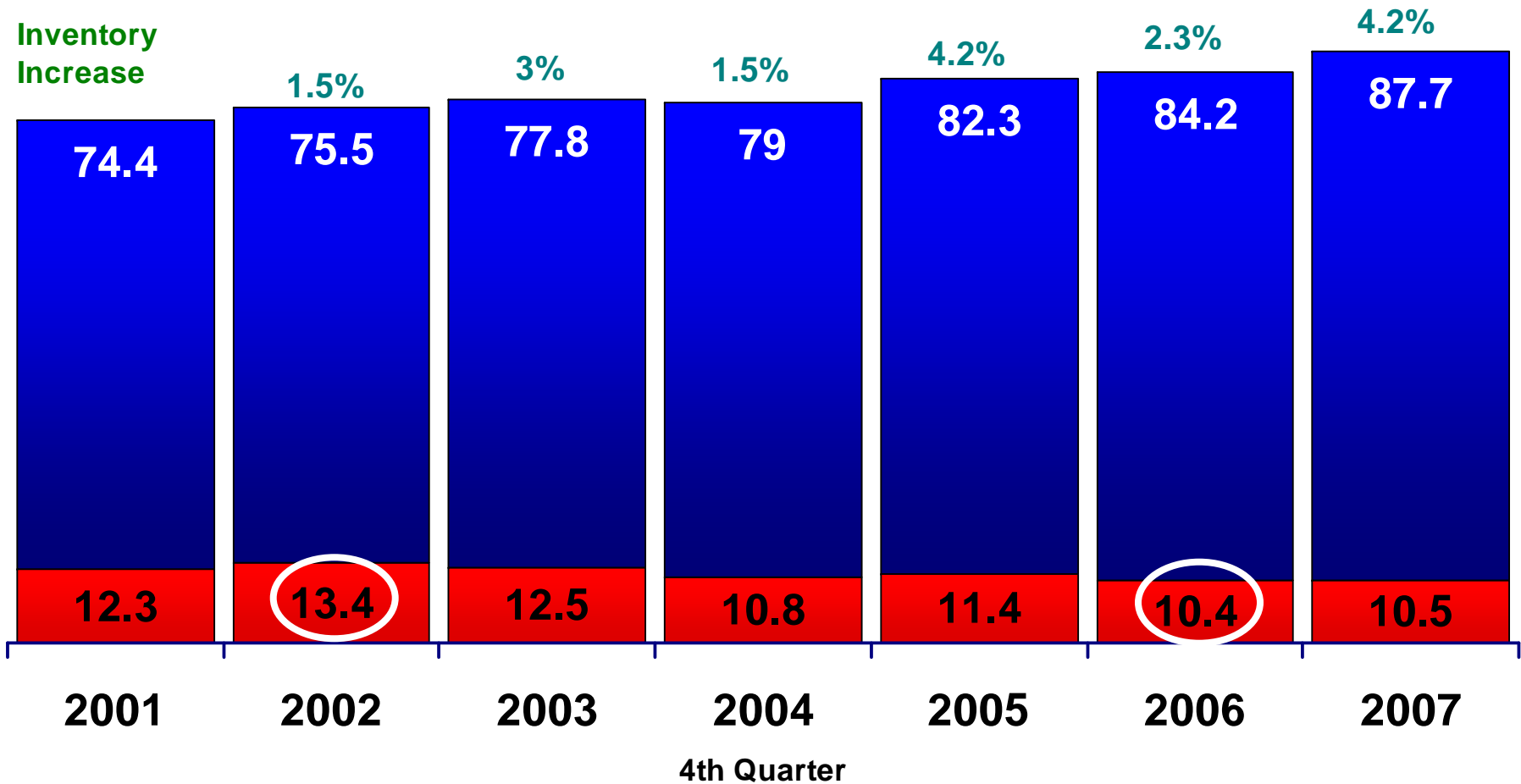
Jacksonville Inventory



In Millions

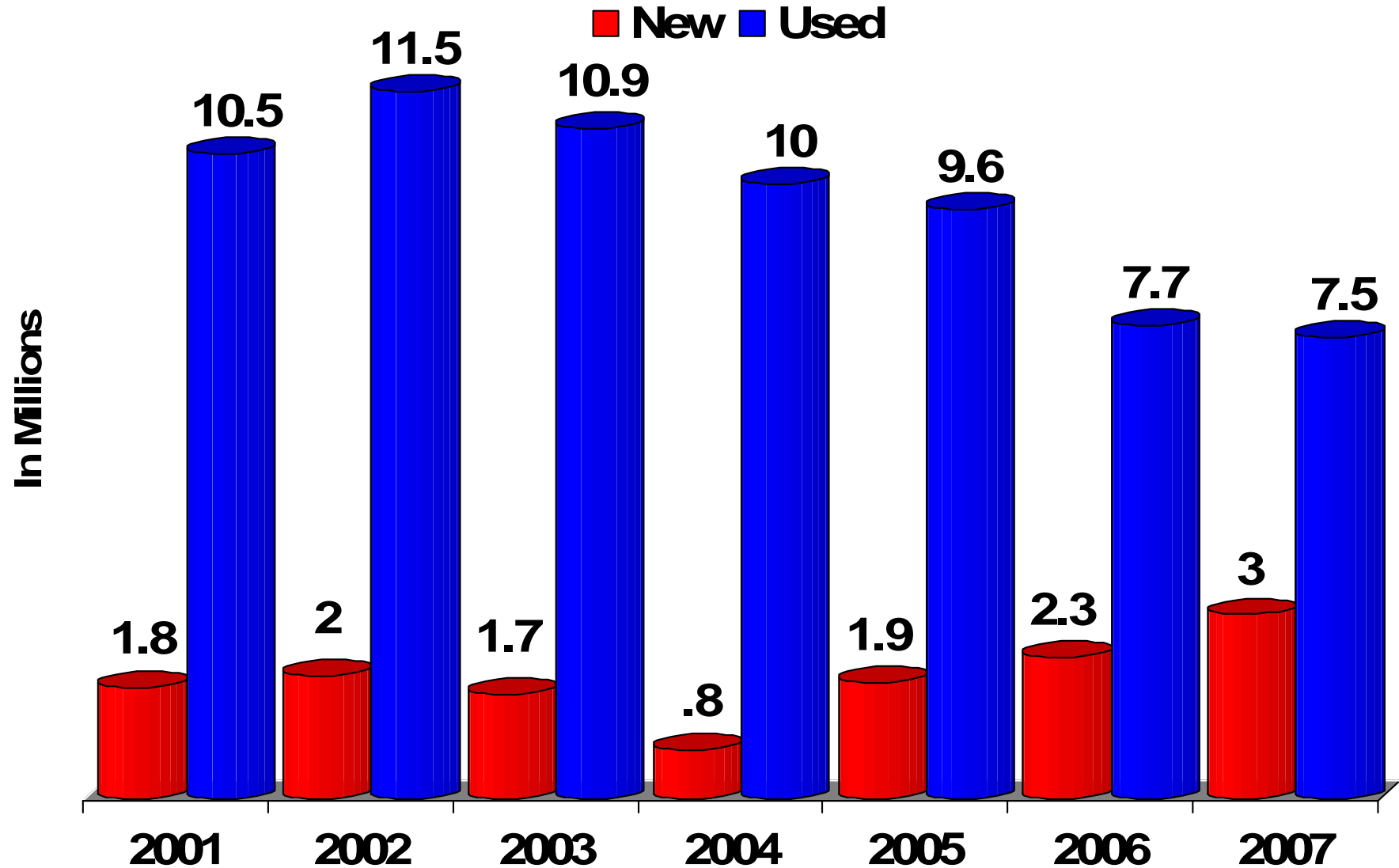
■ Vacancy ■ Total Inventory

Inventory Increase





Vacancy New vs. Used Space

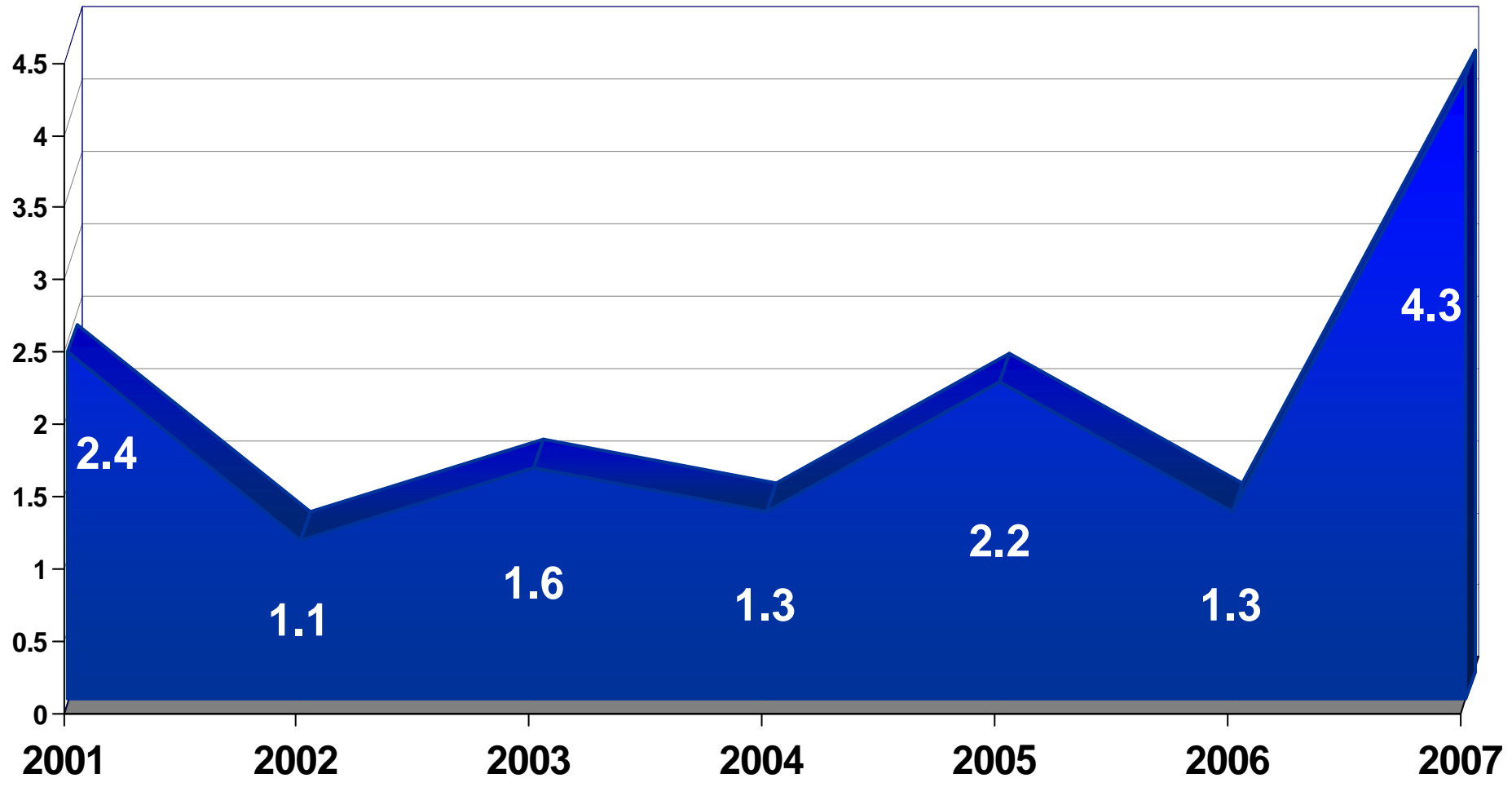




New Construction

King

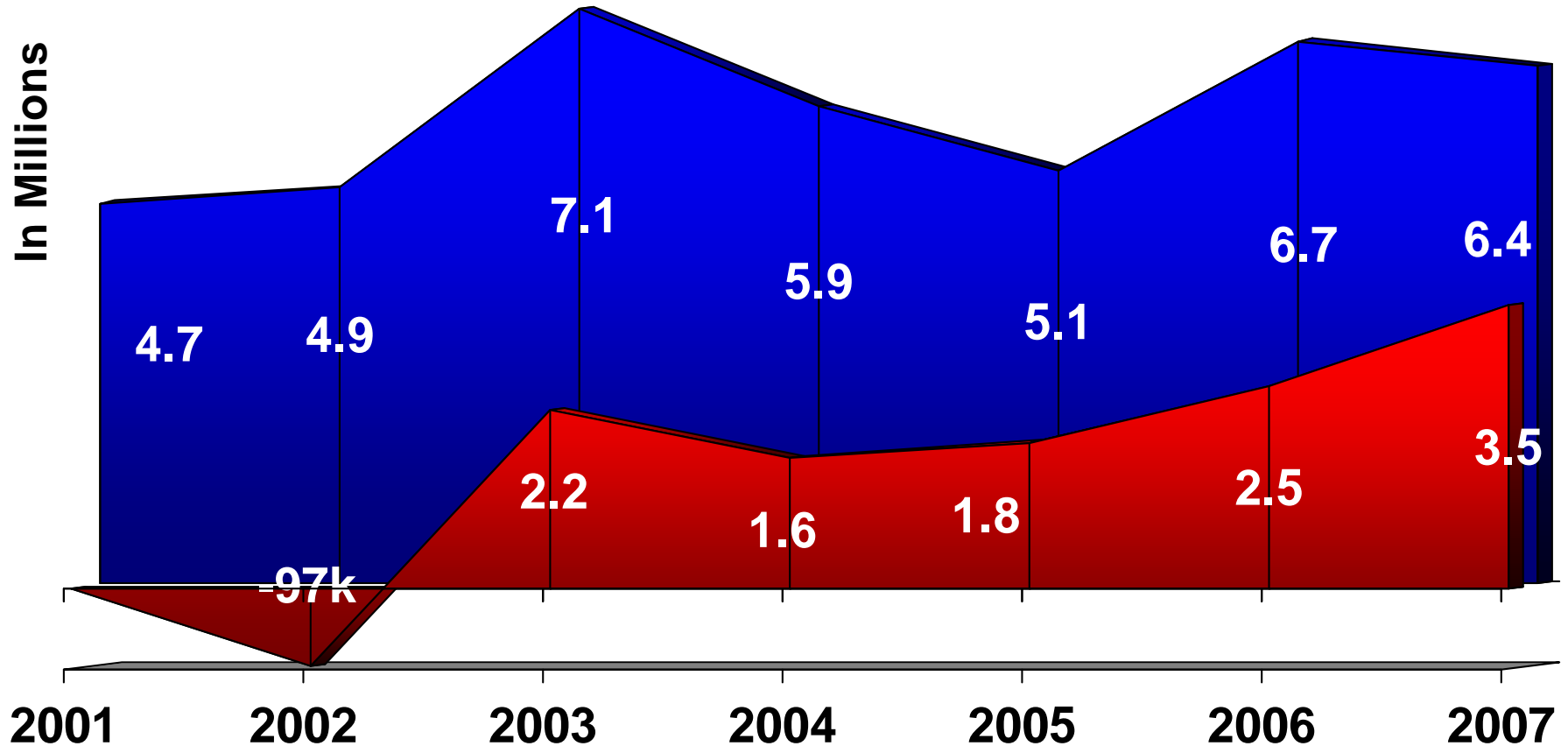
CORFAC
International



Activity & Absorption

■ Absorption ■ Activity

In Millions

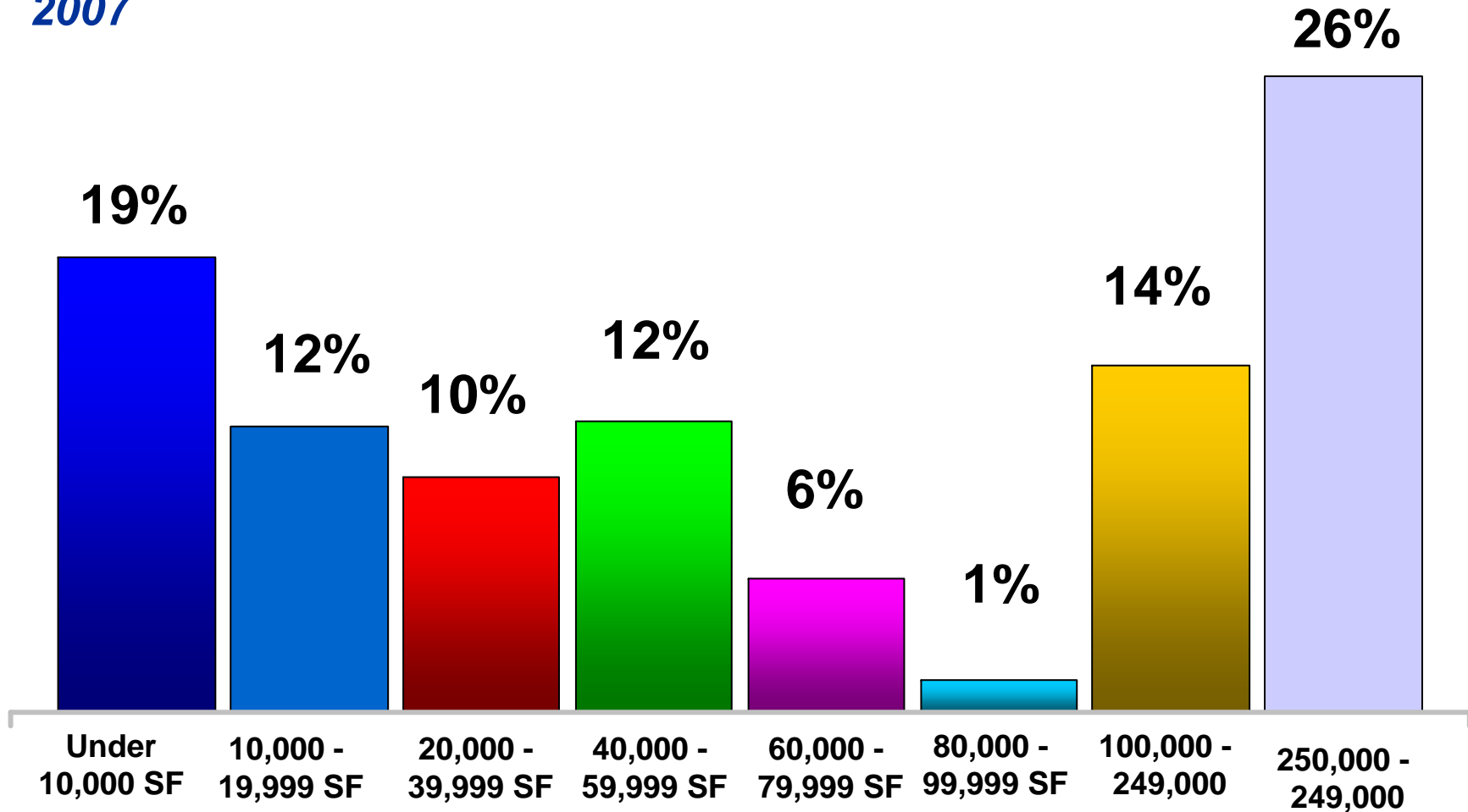




Square Feet Leased

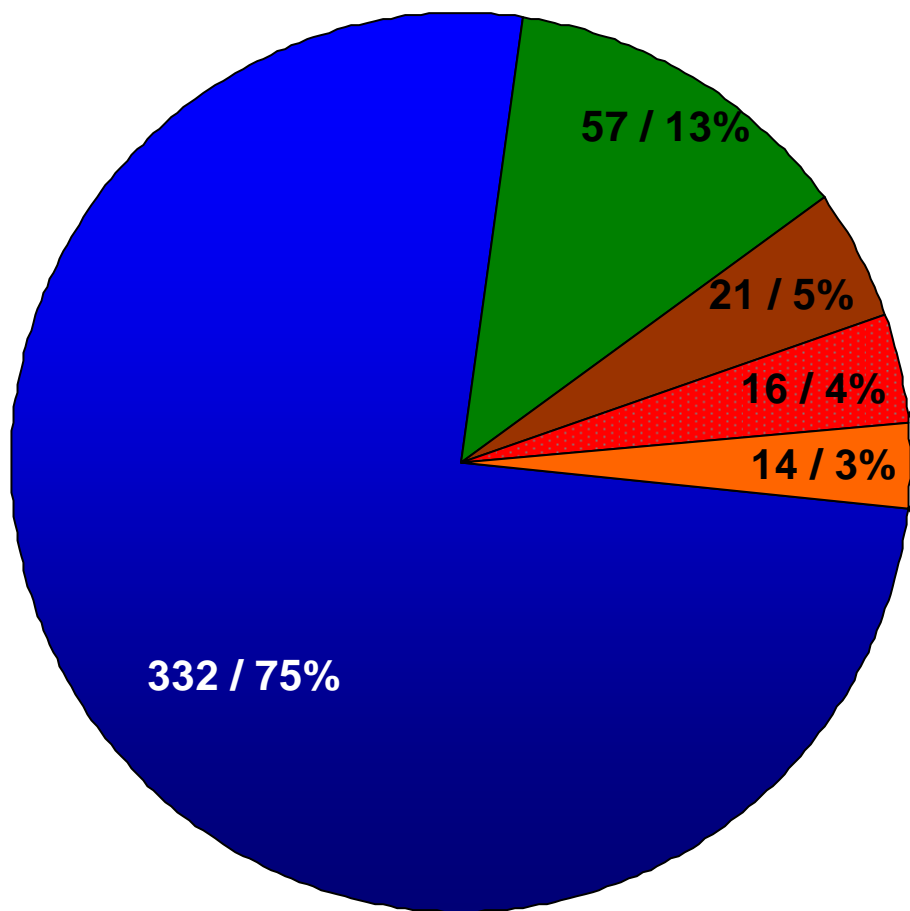


2007

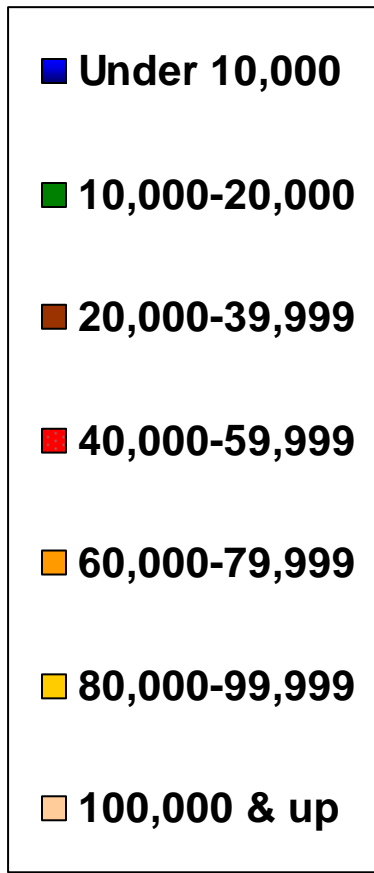




Deals Completed

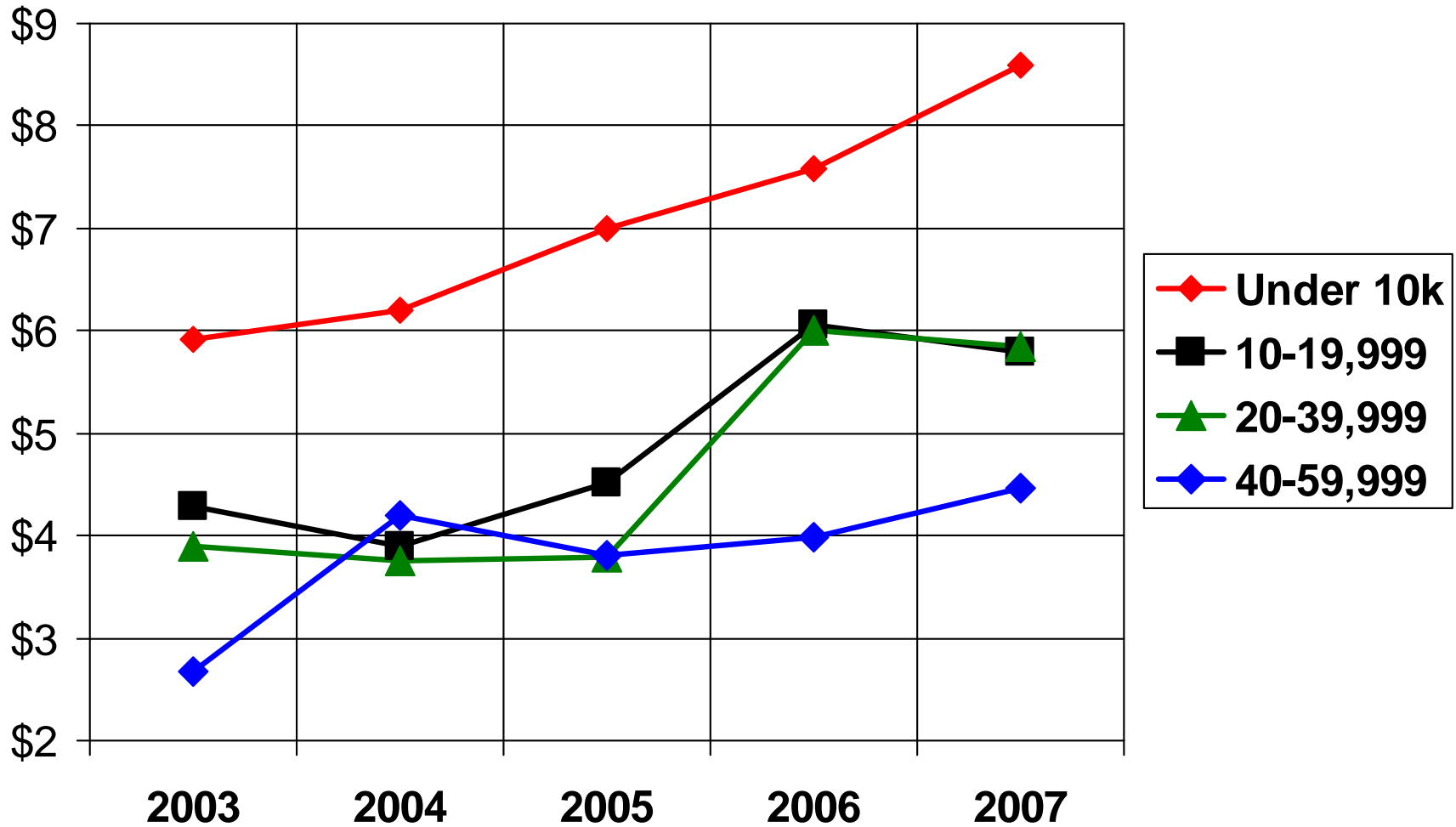


Square Feet



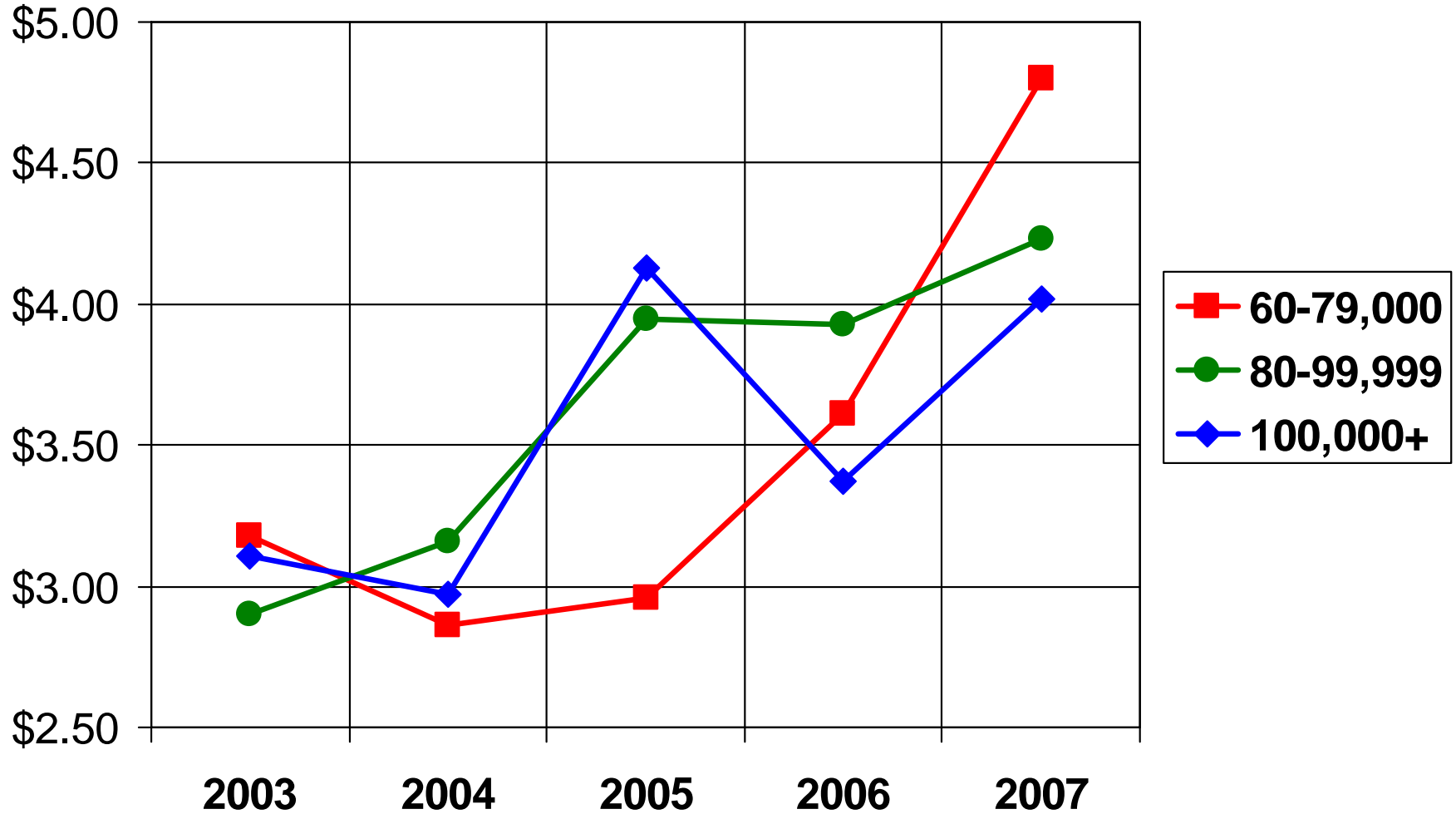


Average Lease Rates





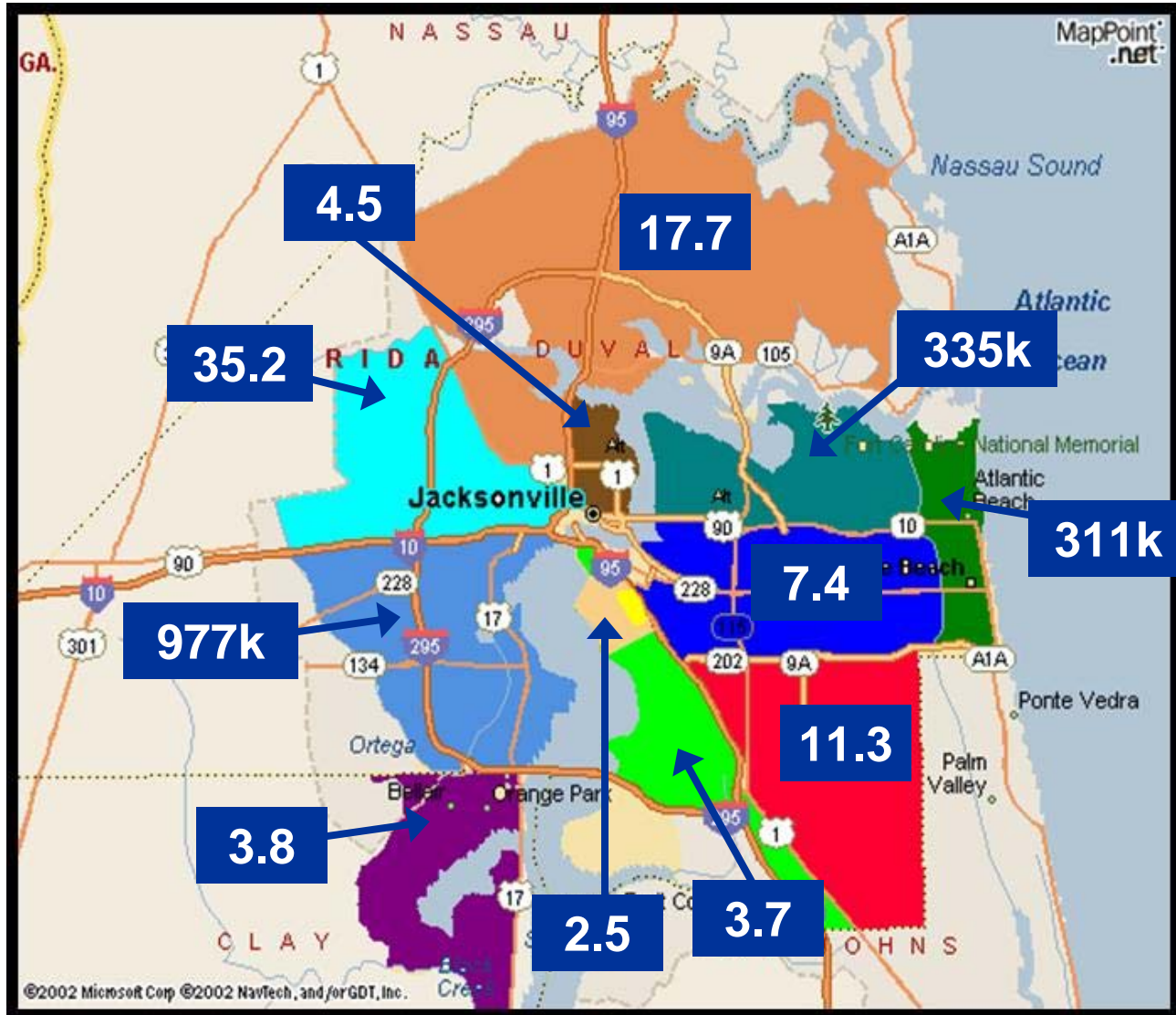
Average Lease Rates



Sub-Market Size Square Feet

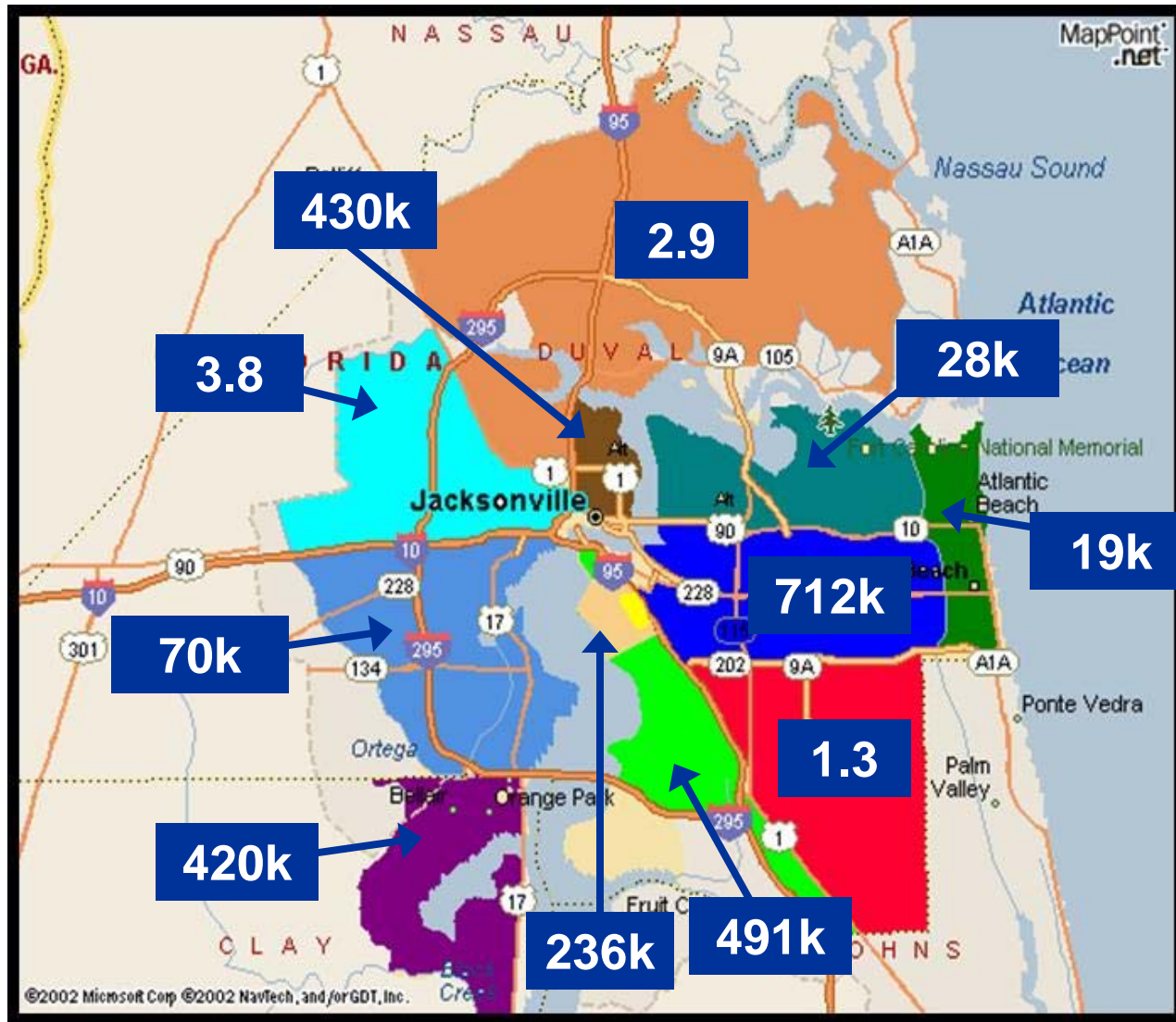
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Sub-Market Vacancy

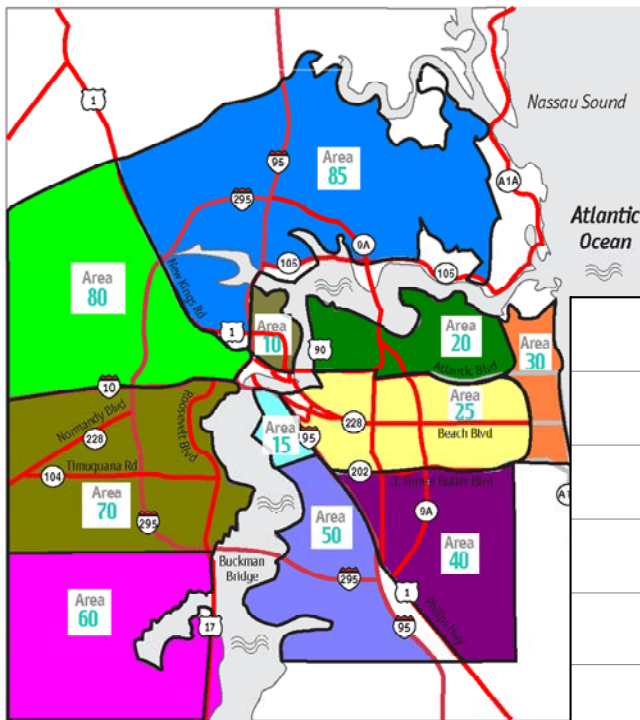




Sub-Market Average Deal

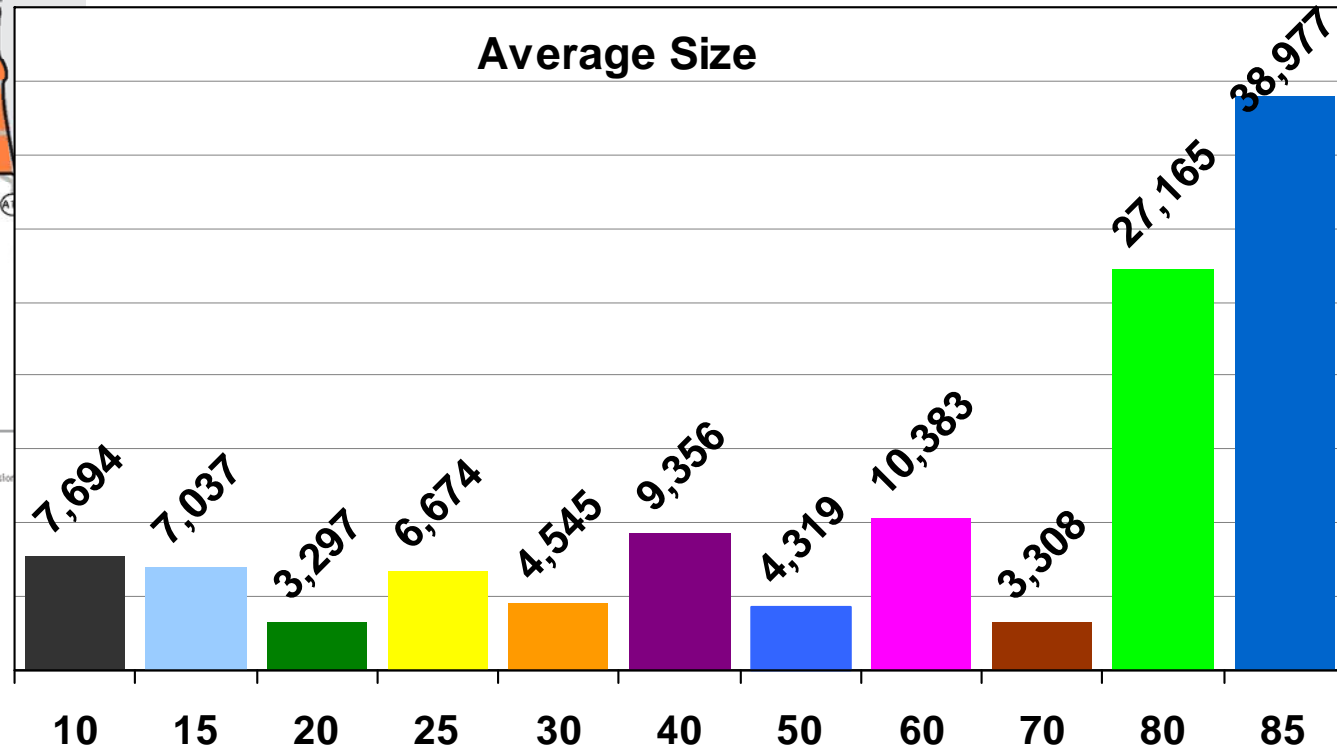


Jacksonville Industrial Sub - Markets

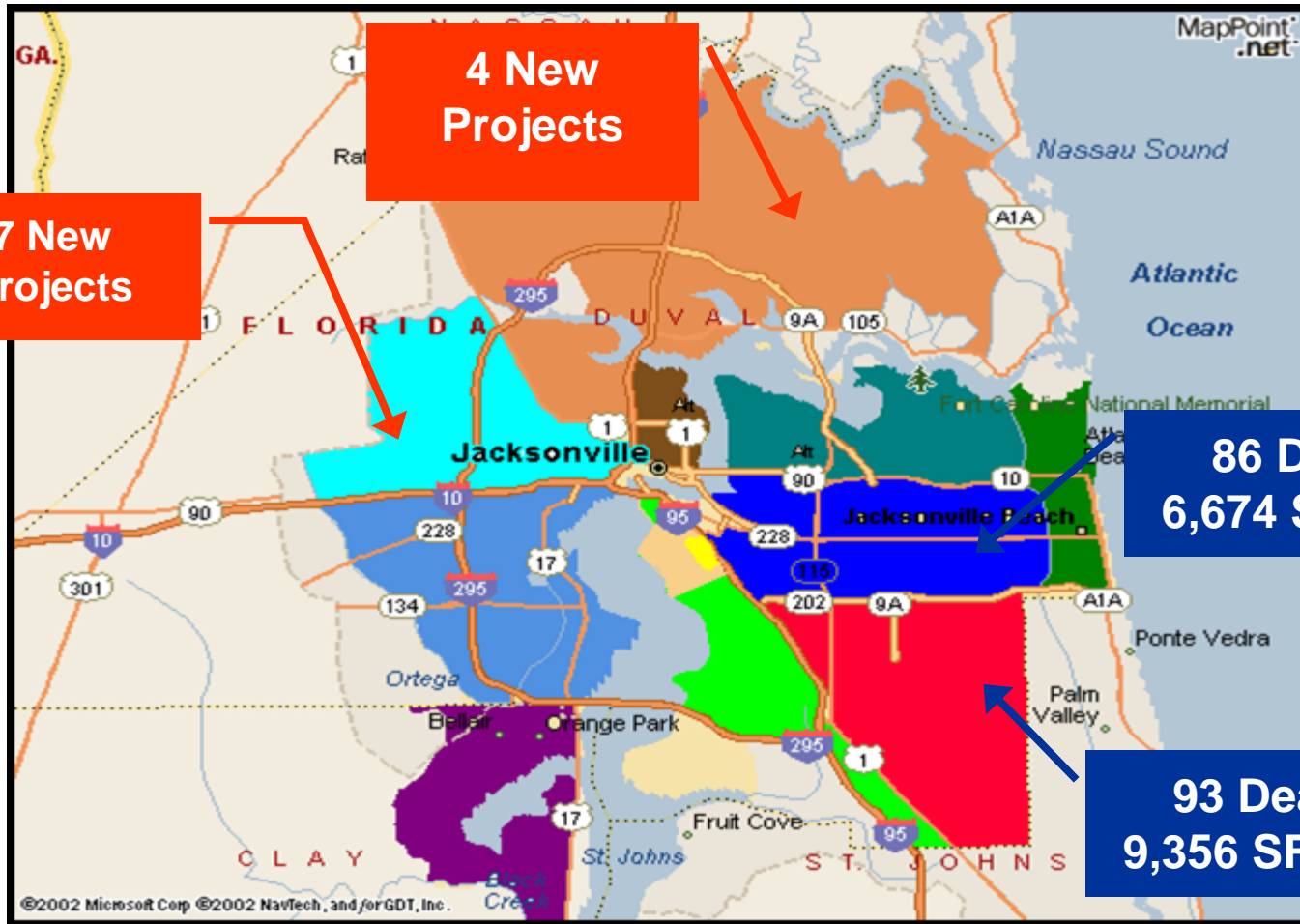


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Every effort has been made to provide accurate information, but no liability is assumed for errors and omissions.



Hot Markets



For Lease

Leased



Largest Deals



■ Samsonite	817,600
■ Sears Logistics Services	815,000
■ Unilever	772,210
■ PSS World Medical	185,314
■ Global Tissue Group	168,201
■ Jansen Civil Construction	155,459
■ Owens & Minor, Inc.	136,209
■ Lee & Cates	128,090
■ Johnson Supply	119,178
■ Wholesale Building Products	83,500



Largest Deals

■ HHGregg	71,760
■ ICS Logistics	71,588
■ Premier Sydell	70,200
■ Carroll Tire	65,200
■ RGH Enterprises	63,901
■ Alternative Packaging	57,831
■ Victory Packaging	54,000
■ Saia Motor Freight	53,274
■ Whaley Steel	53,000
■ MMFX Steel Corporation	51,989



	2005	2006	2007
■ Vacancy	↓↓	↓↓	↑↑
■ Absorption	↑↑	↑↑	↑↑
■ Activity	↓↓	↑↑	↓↓
■ New Construction	↑↑	↓↓	↑↑



■ Lease Rates

	2004	2005	2006	2007
– Smaller Space	↑↑	↑↑	↑↑	↑↑
– Larger (Used)	↓↓	↑↑	↑↑	↑↑
– Larger (New)	↑↑	↑↑	↑↑	↑↑



Q & A

