Industrial Market Review

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MARKET IN BALANCE: SUPPLY AND DEMAND

DRILL DOWN TO FIND THE BRIGHT SPOTS

- Class A distribution vacancy less than 5%
- Suffolk at 13% vacancy, 3rd straight year of improvement
- Greenbrier stabilizing at ~8% vacancy
- Norfolk Industrial Park at ~8% vacancy
- Oyster Point averaged 3.7% vacancy over the last 5 years...

SUBMARKETS THAT FARED WELL...

TIME TO BUY?

2012 BIG WINS

- Container volume through the Port
- Indian River Distribution Center, Chesapeake
- 2700 International Parkway, Virginia Beach
- Regional Commerce Center, Suffolk
- Panama Canal Expansion

2013: BIG THINGS AHEAD