



2007 Real Estate Planning Guide

Date: January 31, 2007

Classification	Low Rental Rates	High Rental Rates	Effective Average Rental Rates	Vacancy Rate
<i>Downtown Office — Full Service Rates</i>				
New Construction (AAA)	N/A	N/A	N/A	N/A
Class A (Prime)	\$21.00	\$25.20	\$23.00	15.4%
Class B (Secondary)	\$19.20	\$22.20	\$20.10	13.0%
<i>Suburban Office — Full Service Rates</i>				
New Construction (AAA)	\$25.20	\$31.80	\$27.00	28%
Class A (Prime)	\$21.00	\$31.80	\$23.40	16.9%
Class B (Secondary)	\$18.60	\$22.20	\$20.70	11.2%
<i>Industrial Space — Net (Triple Net) Rates</i>				
Bulk Warehouse	\$3.48	\$4.40	\$3.90	5.7%
Manufacturing	\$4.80	\$8.80	\$6.15	5.5%
High Tech/R&D	\$10.80	\$15.50	\$13.80	9%
<i>Retail Space — Full Service Rates</i>				
Downtown (High Street Shops)	\$18.00	\$33.00	\$25.25	10%
Neighborhood Service Centers (Retail Units in Parks)	\$18.20	\$38.00	\$26.75	6.1%
Community Power Centers (Big Box)	\$22.25	\$33.40	\$28.00	5.7%
Regional Malls	\$22.00	\$43.00	\$32.00	4%

Development Land

Classification	Low	High
Office in CBD	\$40.00/SF	\$60.00/SF
Land In Office Parks/Acre	\$435,600.00	\$784,080.00
Land In Industrial Parks/Acre	\$95,800.00	\$304,920.00
Office/Industrial Land—Non Park/Acre	\$435,000.00	\$784,000.00
Retail/Commercial Land/Acre	\$609,840.00	\$1,306,800.00
Residential/Acre	\$175,000.00	\$653,400.00