

MICHAEL S. CLAPP, MAI, CRE

REAL ESTATE APPRAISER/CONSULTANT

2990 BETHESDA PLACE, SUITE 603-C, WINSTON-SALEM, NC 27103 TEL. (336) 760-3163 FAX (336) 760-9228

WINSTON-SALEM OFFICE BUILDING SURVEY JANUARY 2016

Attached is our forty-seventh survey of a sample of major office buildings in Winston-Salem. We very much appreciate your continued cooperation in our effort to report meaningful trends in our marketplace.

Fifty-eight office buildings, most of which are multi-tenant, ranging in size from 16,500 square feet to almost 550,000 square feet are included in the survey. The total amount of space surveyed is 5,187,702 square feet. A total of 735,149 square feet is vacant, resulting in a market-wide vacancy of 14.2%. This is up from 13.2% in July 2015. Despite the increase vacancy continues to decline over time since peaking at 22.0% in July of 2009. The overall average asking rent in January 2016 is \$17.60 per square foot, up slightly from \$17.56 in July 2015.

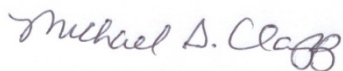
Highlights of the January 2016 survey include the following.

- Vacancy in the Class A market jumped to 11.5% in January 2016 versus 9.5% in July 2015.
- Vacancy in the Class B increased ever so slightly from 16.3% in July 2015 to 16.5% in January 2016.
- The market-wide weighted average asking rent was \$17.60 in January 2016, up slightly from \$17.56 in July 2015.
- The weighted average asking rent in the Class A market declined to \$21.11 in January 2016 versus \$21.18 in July 2015.
- Asking rents in the Class B market rose by \$.15 moving to \$14.61 in January 2016 from \$14.46 in July 2015.
- Please note that the rents reported in the survey are asking rents and not actual rents. Actual rents are most likely lower than the asking rents. Rent concessions are present in both submarkets, another reason why it is likely actual rents are lower than asking rents.

Once again, thank you for your continued participation and interest.

Sincerely,

MICHAEL S. CLAPP & ASSOCIATES, INC.



**WINSTON-SALEM OFFICE BUILDING SURVEY
OFFICE SUBMARKETS, VACANCIES AND ASKING RENTS
JANUARY 2016**

| | Downtown | North | West | Total |
|-------------------|-----------------|-----------------|-----------------|-----------------|
| Buildings | 11 | 22 | 25 | 58 |
| Rentable SF | 2,239,726 | 1,685,140 | 1,262,836 | 5,187,702 |
| Vacant SF | 364,761 | 212,679 | 157,709 | 735,149 |
| Percent Vacant | 16.3% | 12.6% | 12.5% | 14.2% |
| Asking Rents* | | | | |
| Range | \$12.00-\$25.00 | \$10.50-\$18.00 | \$12.00-\$22.00 | \$10.50-\$25.00 |
| Weighted Avg. | \$18.83 | \$14.75 | \$19.23 | \$17.60 |
| Vacancy By Class | | | | |
| Class A | | | | |
| Buildings | 6 | 1 | 15 | 22 |
| Rentable SF | 1,537,201 | 90,264 | 756,928 | 2,384,393 |
| Vacant SF | 199,188 | 0 | 74,396 | 273,584 |
| Percent Vacant | 13.0% | 0.0% | 9.8% | 11.5% |
| Avg. Asking Rent* | \$21.66 | \$17.50 | \$20.43 | \$21.11 |
| Class B | | | | |
| Buildings | 5 | 21 | 10 | 36 |
| Rentable SF | 702,525 | 1,594,876 | 505,908 | 2,803,309 |
| Vacant SF | 165,573 | 212,679 | 83,313 | 461,565 |
| Percent Vacant | 23.6% | 13.3% | 16.5% | 16.5% |
| Avg. Asking Rent* | \$12.63 | \$14.59 | \$17.44 | \$14.61 |

* Full Service Asking Rents and Not Actual Rents
Inc.

Source: Michael S. Clapp & Associates,
Inc.

• **Rents**

The market-wide weighted average asking rent per square foot increased by \$.04 over the past six months to \$17.60 as of January 2016.

Asking rents in the Downtown submarket decreased by \$.01 per square foot from \$18.84 in July 2015 to \$18.83 in January 2016. Asking rents in the North submarket increased a strong \$.19 to \$14.75 from \$14.56 in July 2015. The West submarket experienced a decline of \$.02 per square foot, decreasing from \$19.25 in July 2015 to \$19.23 in January 2016.

The weighted average asking rent in the Class A showed a decline of \$.07 per square foot from \$21.18 in July 2015 to \$21.11 in January 2016. Asking rents in the Class B market increased by \$.15 to \$14.61 over the same period.

- **Vacancies**

Market-wide vacancy increased by 100 basis points from 13.2% in July 2015 to 14.2% in January 2016. Vacancy in the Class A market stands at 11.5% as of January 2016, up from the preceding period of 9.5%. The Class B vacancy increased slightly from 16.3% in July 2015 to 16.5% in January 2016.

- **Concessions**

Concessions are negotiable for both Class A and Class B space.

- **Average Asking Rents/Vacancy by Submarket and by Building Classification**

Please refer to the tables on the following pages for rent and vacancy trends by submarket and building classification.

Since January 2011 Class A rents have shown a steady upward trend from \$19.54 per square foot to the January 2016 level of \$21.11 per square foot although they have leveled out recently. Class A vacancy has declined from 15.2% in January 2011 to the January 2016 level of 11.5%.

Class B rents in January 2011 stood at \$13.71 per square foot. They have steadily increased over time to the January 2016 level of \$14.61. Vacancy over that same period declined from 27.1% to the current level of 16.5%.

- **Conclusions**

Class A vacancy has improved significantly over the past five years (despite the recent increase) and now stands at 11.5%. Vacancies in Class B space remain high (16.5%) but have shown significant improvement since January 2011. Asking rents in the Class A market have shown an increase over time although they seem to have plateaued recently. Class B rents, on the other hand, continue to show a steady upward trend. Again, these are asking rents and actual rents are likely to be lower.

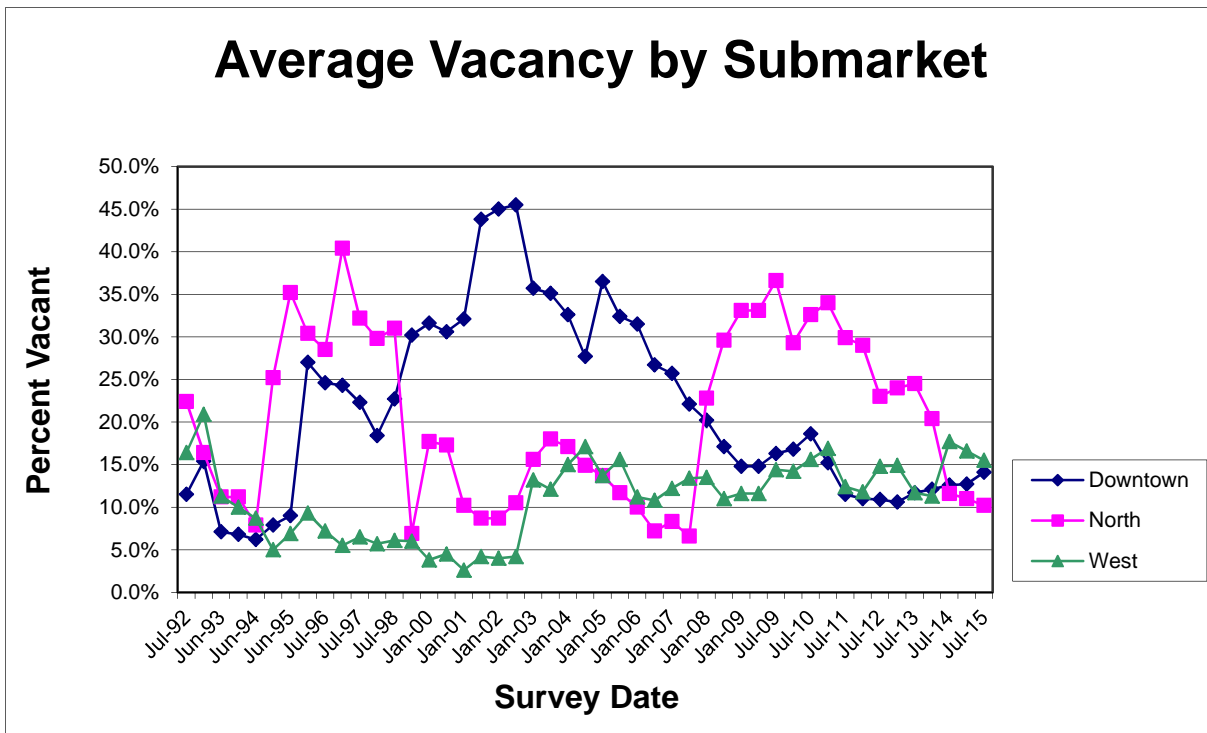
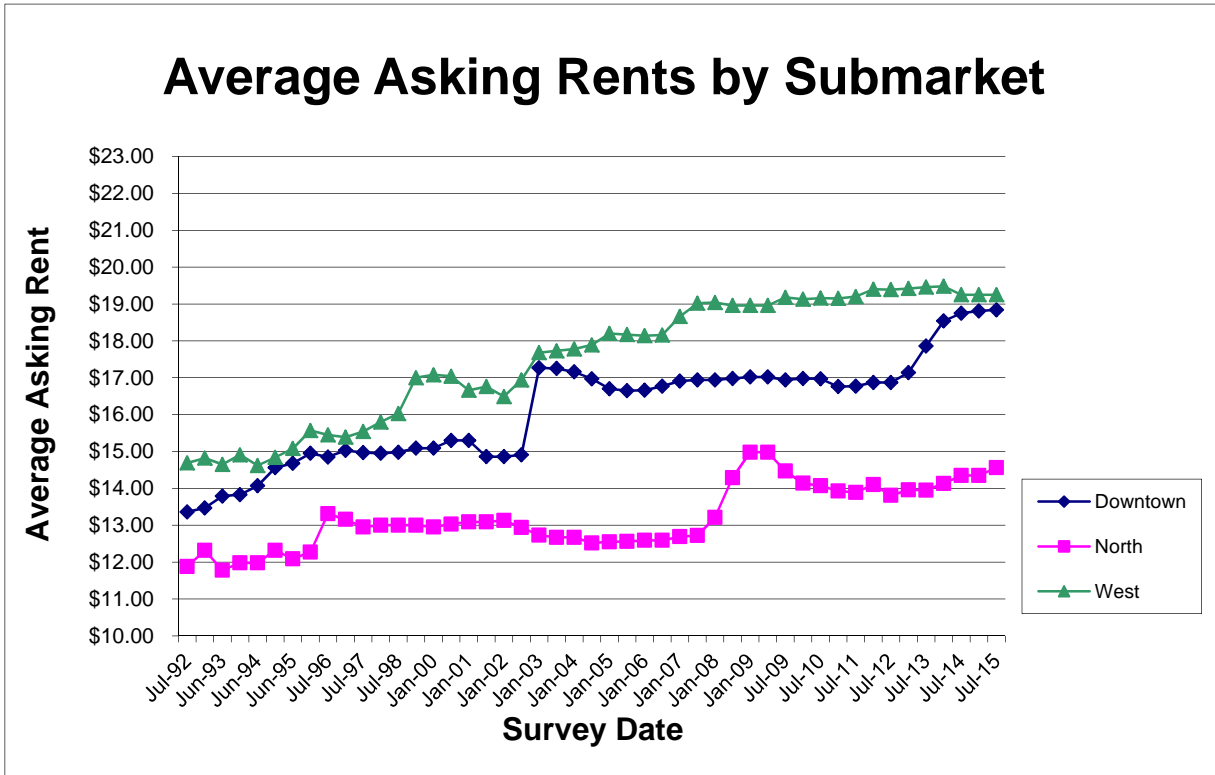
AVERAGE ASKING RENTS/VACANCY BY SUBMARKET

| Survey | Downtown | | North | | West | | Overall | |
|--------|----------|-------|----------|-------|----------|-------|----------|-------|
| | Date | Rent | Vacancy | Rent | Vacancy | Rent | Vacancy | Rent |
| Jul-92 | \$ 13.36 | 11.5% | \$ 11.88 | 22.4% | \$ 14.69 | 16.4% | \$ 13.71 | 14.1% |
| Jan-93 | \$ 13.47 | 15.4% | \$ 12.32 | 16.4% | \$ 14.82 | 20.9% | \$ 13.75 | 17.1% |
| Jun-93 | \$ 13.79 | 7.1% | \$ 11.78 | 11.2% | \$ 14.65 | 11.3% | \$ 13.82 | 8.8% |
| Jan-94 | \$ 13.83 | 6.8% | \$ 11.98 | 11.2% | \$ 14.91 | 10.0% | \$ 13.96 | 8.3% |
| Jun-94 | \$ 14.07 | 6.2% | \$ 11.98 | 7.9% | \$ 14.62 | 8.7% | \$ 14.00 | 7.2% |
| Jan-95 | \$ 14.56 | 7.9% | \$ 12.32 | 25.2% | \$ 14.84 | 5.0% | \$ 14.41 | 8.8% |
| Jun-95 | \$ 14.68 | 9.0% | \$ 12.09 | 35.2% | \$ 15.08 | 6.9% | \$ 14.53 | 11.1% |
| Jan-96 | \$ 14.95 | 27.0% | \$ 12.27 | 30.4% | \$ 15.57 | 9.3% | \$ 14.93 | 20.7% |
| Jul-96 | \$ 14.85 | 24.6% | \$ 13.31 | 28.5% | \$ 15.45 | 7.2% | \$ 14.74 | 19.4% |
| Jan-97 | \$ 15.03 | 24.3% | \$ 13.16 | 40.4% | \$ 15.39 | 5.5% | \$ 14.77 | 21.1% |
| Jul-97 | \$ 14.97 | 22.3% | \$ 12.95 | 32.2% | \$ 15.54 | 6.5% | \$ 14.75 | 19.0% |
| Jan-98 | \$ 14.95 | 18.4% | \$ 13.00 | 29.8% | \$ 15.80 | 5.7% | \$ 14.84 | 16.3% |
| Jul-98 | \$ 14.98 | 22.7% | \$ 13.00 | 31.0% | \$ 16.03 | 6.1% | \$ 14.94 | 18.7% |
| Jul-99 | \$ 15.09 | 30.2% | \$ 13.00 | 6.9% | \$ 17.00 | 6.0% | \$ 15.32 | 16.9% |
| Jan-00 | \$ 15.09 | 31.6% | \$ 12.95 | 17.7% | \$ 17.08 | 3.8% | \$ 15.20 | 19.0% |
| Jul-00 | \$ 15.30 | 30.6% | \$ 13.03 | 17.3% | \$ 17.04 | 4.5% | \$ 15.32 | 18.5% |
| Jan-01 | \$ 15.30 | 32.1% | \$ 13.09 | 10.2% | \$ 16.66 | 2.6% | \$ 15.18 | 16.9% |
| Jul-01 | \$ 14.86 | 43.8% | \$ 13.09 | 8.7% | \$ 16.76 | 4.2% | \$ 15.05 | 19.0% |
| Jan-02 | \$ 14.86 | 45.0% | \$ 13.13 | 8.7% | \$ 16.49 | 4.0% | \$ 14.90 | 19.9% |
| Jul-02 | \$ 14.91 | 45.5% | \$ 12.94 | 10.5% | \$ 16.94 | 4.2% | \$ 15.03 | 20.7% |
| Jan-03 | \$ 17.27 | 35.7% | \$ 12.73 | 15.6% | \$ 17.68 | 13.2% | \$ 16.30 | 23.5% |
| Jul-03 | \$ 17.25 | 35.1% | \$ 12.67 | 18.0% | \$ 17.73 | 12.1% | \$ 16.29 | 23.5% |
| Jan-04 | \$ 17.16 | 32.6% | \$ 12.67 | 17.1% | \$ 17.78 | 15.0% | \$ 16.27 | 23.1% |
| Jul-04 | \$ 16.97 | 27.7% | \$ 12.52 | 14.9% | \$ 17.89 | 17.1% | \$ 16.21 | 21.0% |
| Jan-05 | \$ 16.70 | 36.5% | \$ 12.55 | 13.7% | \$ 18.20 | 13.7% | \$ 16.30 | 25.7% |
| Jul-05 | \$ 16.65 | 32.4% | \$ 12.56 | 11.7% | \$ 18.17 | 15.6% | \$ 16.26 | 23.7% |
| Jan-06 | \$ 16.66 | 31.5% | \$ 12.59 | 10.0% | \$ 18.14 | 11.2% | \$ 16.31 | 21.3% |
| Jul-06 | \$ 16.77 | 26.7% | \$ 12.59 | 7.2% | \$ 18.16 | 10.8% | \$ 16.37 | 18.2% |
| Jan-07 | \$ 16.91 | 25.7% | \$ 12.69 | 8.3% | \$ 18.66 | 12.2% | \$ 16.56 | 18.2% |
| Jul-07 | \$ 16.94 | 22.1% | \$ 12.72 | 6.6% | \$ 19.02 | 13.4% | \$ 16.68 | 16.4% |
| Jan-08 | \$ 16.94 | 20.2% | \$ 13.21 | 22.8% | \$ 19.04 | 13.5% | \$ 16.48 | 19.1% |
| Jul-08 | \$ 16.98 | 17.1% | \$ 14.29 | 29.6% | \$ 18.96 | 11.0% | \$ 16.68 | 19.3% |
| Jan-09 | \$ 17.02 | 14.8% | \$ 14.98 | 33.1% | \$ 18.96 | 11.6% | \$ 16.94 | 19.3% |
| Jan-09 | \$ 17.02 | 14.8% | \$ 14.98 | 33.1% | \$ 18.96 | 11.6% | \$ 16.94 | 19.3% |
| Jul-09 | \$ 16.94 | 16.3% | \$ 14.47 | 36.6% | \$ 19.18 | 14.4% | \$ 16.79 | 22.0% |
| Jan-10 | \$ 16.98 | 16.8% | \$ 14.14 | 29.3% | \$ 19.13 | 14.2% | \$ 16.73 | 19.8% |
| Jul-10 | \$ 16.97 | 18.6% | \$ 14.07 | 32.6% | \$ 19.16 | 15.6% | \$ 16.72 | 21.9% |
| Jan-11 | \$ 16.76 | 15.2% | \$ 13.93 | 34.0% | \$ 19.15 | 16.9% | \$ 16.58 | 21.3% |
| Jul-11 | \$ 16.77 | 11.5% | \$ 13.89 | 29.9% | \$ 19.20 | 12.4% | \$ 16.58 | 17.2% |
| Jan-12 | \$ 16.87 | 11.0% | \$ 14.10 | 29.0% | \$ 19.40 | 11.8% | \$ 16.71 | 16.6% |
| Jul-12 | \$ 16.87 | 10.9% | \$ 13.81 | 23.0% | \$ 19.39 | 14.8% | \$ 16.63 | 15.6% |
| Jan-13 | \$ 17.14 | 10.6% | \$ 13.96 | 24.0% | \$ 19.42 | 14.9% | \$ 16.80 | 15.8% |
| Jul-13 | \$ 17.86 | 11.7% | \$ 13.95 | 24.5% | \$ 19.46 | 11.7% | \$ 17.11 | 15.6% |
| Jan-14 | \$ 18.54 | 12.1% | \$ 14.13 | 20.4% | \$ 19.48 | 11.3% | \$ 17.45 | 14.4% |
| Jul-14 | \$ 18.75 | 12.6% | \$ 14.35 | 11.6% | \$ 19.25 | 17.7% | \$ 17.48 | 13.5% |
| Jan-15 | \$ 18.81 | 12.7% | \$ 14.35 | 11.0% | \$ 19.25 | 16.6% | \$ 17.50 | 13.0% |
| Jul-15 | \$ 18.84 | 14.1% | \$ 14.56 | 10.2% | \$ 19.25 | 15.5% | \$ 17.56 | 13.2% |
| Jan-16 | \$ 18.83 | 16.3% | \$ 14.75 | 12.6% | \$ 19.23 | 12.5% | \$ 17.60 | 14.2% |

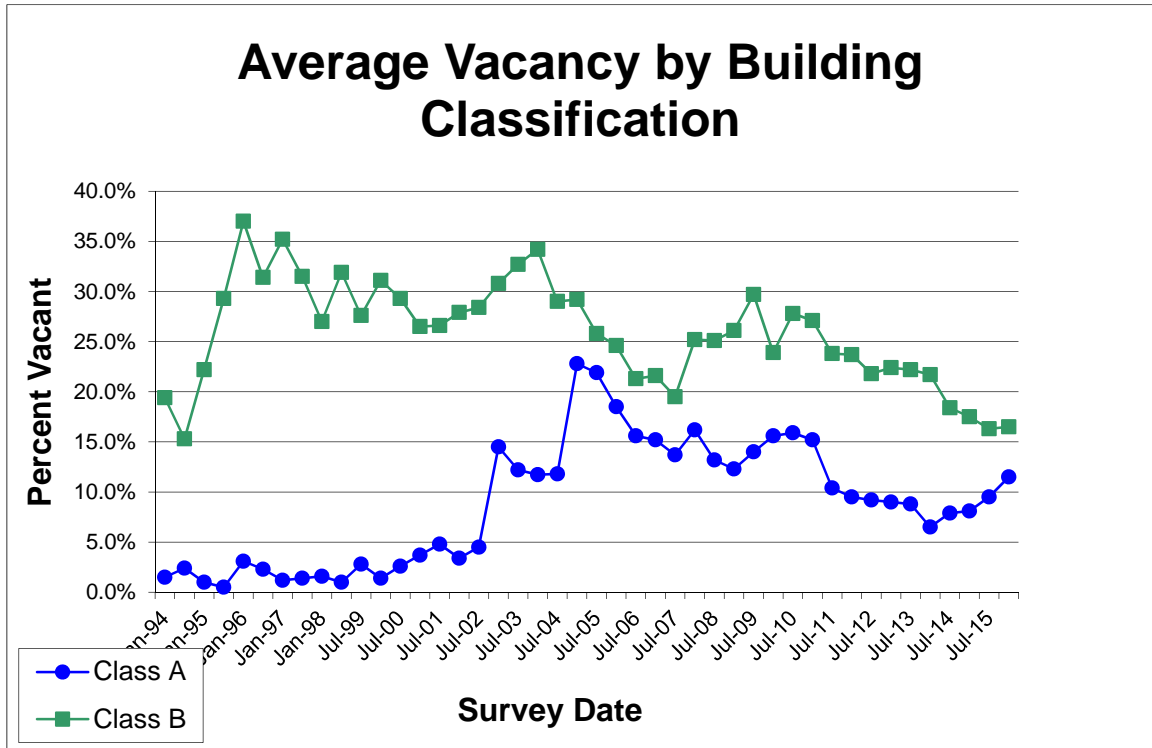
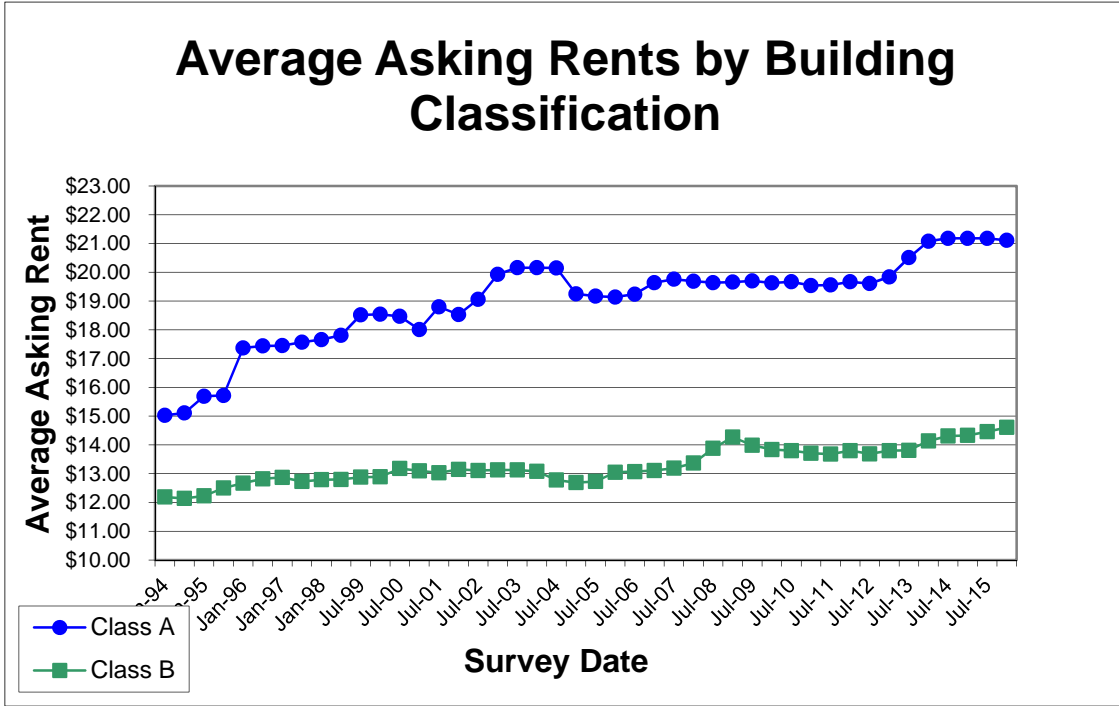
**AVERAGE ASKING RENTS/VACANCY BY BUILDING
CLASSIFICATION**

| Survey Date | Class A | | Class B | |
|----------------|----------|---------|----------|---------|
| | Rent | Vacancy | Rent | Vacancy |
| Jan-94 | \$ 15.03 | 1.5% | \$ 12.19 | 19.4% |
| Jun-94 | \$ 15.11 | 2.4% | \$ 12.14 | 15.3% |
| Jan-95 | \$ 15.69 | 1.0% | \$ 12.23 | 22.2% |
| Jun-95 | \$ 15.72 | 0.5% | \$ 12.50 | 29.3% |
| Jan-96 | \$ 17.37 | 3.1% | \$ 12.67 | 37.0% |
| Jun-96 | \$ 17.44 | 2.3% | \$ 12.82 | 31.4% |
| Jan-97 | \$ 17.45 | 1.2% | \$ 12.87 | 35.2% |
| Jul-97 | \$ 17.57 | 1.4% | \$ 12.73 | 31.5% |
| Jan-98 | \$ 17.66 | 1.6% | \$ 12.79 | 27.0% |
| Jul-98 | \$ 17.81 | 1.0% | \$ 12.80 | 31.9% |
| Jul-99 | \$ 18.52 | 2.8% | \$ 12.88 | 27.6% |
| Jan-00 | \$ 18.54 | 1.4% | \$ 12.89 | 31.1% |
| Jul-00 | \$ 18.47 | 2.6% | \$ 13.18 | 29.3% |
| Jan-01 | \$ 18.01 | 3.7% | \$ 13.10 | 26.5% |
| Jul-01 | \$ 18.80 | 4.8% | \$ 13.03 | 26.6% |
| Jan-02 | \$ 18.53 | 3.4% | \$ 13.15 | 27.9% |
| Jul-02 | \$ 19.06 | 4.5% | \$ 13.11 | 28.4% |
| Jan-03 | \$ 19.93 | 14.5% | \$ 13.13 | 30.8% |
| Jul-03 | \$ 20.16 | 12.2% | \$ 13.13 | 32.7% |
| Jan-04 | \$ 20.16 | 11.7% | \$ 13.08 | 34.2% |
| Jul-04 | \$ 20.15 | 11.8% | \$ 12.78 | 29.0% |
| Jan-05 | \$ 19.25 | 22.8% | \$ 12.69 | 29.2% |
| Jul-05 | \$ 19.17 | 21.9% | \$ 12.73 | 25.8% |
| Jan-06 | \$ 19.14 | 18.5% | \$ 13.05 | 24.6% |
| Jul-06 | \$ 19.24 | 15.6% | \$ 13.07 | 21.3% |
| Jan-07 | \$ 19.64 | 15.2% | \$ 13.11 | 21.6% |
| Jul-07 | \$ 19.76 | 13.7% | \$ 13.19 | 19.5% |
| Jan-08 | \$ 19.69 | 16.2% | \$ 13.37 | 25.2% |
| Jul-08 | \$ 19.64 | 13.20% | \$ 13.88 | 25.1% |
| Jan-09 | \$ 19.66 | 12.30% | \$ 14.27 | 26.1% |
| Jul-09 | \$ 19.70 | 14.00% | \$ 13.99 | 29.7% |
| Jan-10 | \$ 19.63 | 15.60% | \$ 13.84 | 23.9% |
| Jul-10 | \$ 19.67 | 15.90% | \$ 13.80 | 27.8% |
| Jan-11 | \$ 19.54 | 15.20% | \$ 13.71 | 27.1% |
| Jul-11 | \$ 19.56 | 10.40% | \$ 13.68 | 23.8% |
| Jan-12 | \$ 19.67 | 9.50% | \$ 13.80 | 23.7% |
| Jul-12 | \$ 19.61 | 9.20% | \$ 13.69 | 21.8% |
| Jan-13 | \$ 19.84 | 9.00% | \$ 13.80 | 22.4% |
| Jul-13 | \$ 20.51 | 8.80% | \$ 13.81 | 22.2% |
| Jan-14 | \$ 21.08 | 6.50% | \$ 14.14 | 21.7% |
| Jul-14 | \$ 21.18 | 7.90% | \$ 14.31 | 18.4% |
| Jan-15 | \$ 21.18 | 8.10% | \$ 14.33 | 17.5% |
| Jul-15 | \$ 21.18 | 9.50% | \$ 14.46 | 16.3% |
| Jan-16 | \$ 21.11 | 11.50% | \$ 14.61 | 16.5% |

GRAPHICAL ANALYSIS OF DATA JANUARY 2016



GRAPHICAL ANALYSIS OF DATA JANUARY 2016



WINSTON-SALEM OFFICE SURVEY JANUARY 2016
Michael S. Clapp, MAI, CRE

| Building Name | Address | Year Built Renovated | Size Rentable | SF Vacant | Percent Vacant | Asking Lease Rate | Class | Services Included | Original Term | Rent Escalation Clauses | Pass Throughs | Tenant Impt. Allowances | Concessions |
|------------------------|------------------------|-------------------------|------------------|----------------|-------------------|----------------------|-------|----------------------|------------------|-------------------------------|------------------|-------------------------------|-------------|
| Downtown | | | | | | | | | | | | | |
| 8 W. Third | 8 W. Third St. | 1911/1983 | 74,481 | 6,455 | 8.7% | \$14.00 | B | Full | 3 | Yes | Yes | Yes | Yes |
| Winston Tower Main | 301 N. Main St. | 1969/2003 | 411,827 | 128,814 | 31.3% | \$12.50 | B | Full | 3-5 | Yes | Base Year | Yes | Nego. |
| BB&T Financial Center | 200 W. Second St. | 1987 | 240,187 | 0 | 0.0% | \$20.00 | A | Full | 1 - 5 | Yes | Yes | Nego. | Nego. |
| Century Plaza | 100 N. Cherry St. | 2001 | 65,578 | 9,226 | 14.1% | \$18.00 | A | Full | 5 | CPI | \$4.75 | \$18/sf | None |
| Liberty Plaza, LLC | 102 W. Third St. | 1973/1987 | 172,513 | 19,109 | 11.1% | \$12.50 | B | Full | 3-5 | Yes | Yes | Yes | Nego. |
| One W. Fourth Street | One W. Fourth St. | 2002 | 431,781 | 86,368 | 20.0% | \$24.00 | A | Full | 5-10 | Yes | Nego. | Nego. | Nego. |
| 751 West Fourth | 751 West Fourth St. | 2014 | 47,558 | 5,500 | 11.6% | \$25.00 | A | Full | Nego. | Yes | Yes | Yes | Nego. |
| Chatham Building | 301 W. Fourth St. | 1932/1987 | 27,000 | 1,500 | 5.6% | \$12.00 | B | Full | Nego. | CPI | Yes | Nego. | Nego. |
| The Park Building | 101 N. Cherry St. | 1998 | 206,000 | 40,000 | 19.4% | \$19.50 | A | Full | 5 | Yes | Nego. | Nego. | None |
| Wells Fargo Center | 100 N. Main St. | 1995 | 546,097 | 58,094 | 10.6% | \$21.50 | A | Full | 5 | Yes | Nego. | Nego. | Nego. |
| 633 W. Fourth St. | 633 W. Fourth St. | 1928/1984 | 16,704 | 9,695 | 58.0% | \$12.00 | B | Full | 3 | None | No | \$3-\$5 | None |
| Sub Total | | | 2,239,726 | 364,761 | 16.3% | \$18.83 | | | | | | | |
| North | | | | | | | | | | | | | |
| Republic Square | 4025 University Pkwy. | 1979/1998 | 24,248 | 0 | 0.0% | \$12.00 | B | Full | 1-5 | Yes | No | TBD | None |
| Republic Square | 4035 University Pkwy. | 1979/1995 | 36,900 | 2,241 | 6.1% | \$12.00 | B | Full | 1-5 | Yes | No | TBD | Nego. |
| Republic Square | 4045 University Pkwy. | 1979/1995 | 25,480 | 0 | 0.0% | \$13.00 | B | Full | 1-5 | Yes | Yes | TBD | None |
| Republic Square | 7820 North Point Blvd. | 1977/2002 | 29,355 | 5,216 | 17.8% | \$12.00 | B | Full | 1-5 | Yes | No | TBD | None |
| Republic Square | 7830 North Point Blvd. | 1977/2002 | 27,996 | 7,097 | 25.4% | \$12.00 | B | Full | 1-5 | Yes | No | TBD | None |
| 8064 North Point | 8064 North Point Blvd. | 1983/2004 | 25,000 | 7,000 | 28.0% | \$11.50 | B | Full | 3 | 2.5% | No | \$3/sf | None |
| University Com. Center | 7990 North Point Blvd. | 1985/1997 | 36,939 | 24,183 | 65.5% | \$10.50 | B | Full | 3-5 | 3% | Yes | Nego. | Nego. |
| 7996 North Point | 7996 North Point Blvd. | 1986/1997 | 32,948 | 17,511 | 53.1% | \$10.50 | B | Full | 3-5 | 3% | Yes | Nego. | Nego. |
| 8025 North Point | 8025 North Point Blvd. | 1975/2004 | 65,000 | 7,000 | 10.8% | \$11.00 | B | Full | 3 | 2.5% | No | \$3/sf | None |
| University Corp. Ctr. | 1100 Reynolds Blvd. | 1977/2001 | 400,000 | 9,000 | 2.3% | \$18.00 | B | Full | 5-10 | Yes | No | Nego. | Nego. |
| BB&T University Ctr. | 2400 Reynolda Rd. | 1963/2011 | 201,792 | 40,228 | 19.9% | \$16.00 | B | Full | 5-10 | Yes | No | Nego. | Nego. |
| 150 Oak Plaza | 150 Oak Plaza Blvd. | 2000 | 37,500 | 0 | 0.0% | \$17.50 | B | Full | Nego. | Nego. | Nego. | Nego. | Nego. |
| 4964 University Pkwy. | 4964 University Pkwy. | 1991/2000 | 36,800 | 0 | 0.0% | \$11.50 | B | Full | 3 | 2.5% | No | Nego. | None |
| 470 Hanes Mill Road | 470 Hanes Mill Road | 1985/2007 | 60,000 | 13,000 | 21.7% | \$12.00 | B | Full | 3 | 2.5% | No | Nego. | Nego. |
| 5620 Madison Park | 5620 University Pkwy. | 1983/2007 | 43,125 | 0 | 0.0% | \$14.50 | B | Full | Nego. | 3.0% | Base Yr. | Nego. | None |
| 5630 Madison Park | 5630 University Pkwy. | 1983 | 71,674 | 0 | 0.0% | \$14.50 | B | Full | Nego. | 3.0% | Base Yr. | Nego. | None |
| 5635 Madison Park | 5635 University Pkwy. | 1986 | 45,203 | 45,203 | 100.0% | \$14.50 | B | Full | Nego. | 3.0% | Base Yr. | Nego. | None |
| 5640 Madison Park | 5640 University Pkwy. | 1985 | 83,797 | 0 | 0.0% | \$14.50 | B | Full | Nego. | 3.0% | Base Yr. | Nego. | None |
| 5644 Madison Park | 5644 University Pkwy. | 1987 | 86,013 | 0 | 0.0% | \$14.50 | B | Full | 5 | 3.0% | Base Yr. | Nego. | Nego. |
| 5650 Madison Park | 5650 University Pkwy. | 1984 | 61,106 | 0 | 0.0% | \$14.50 | B | Full | 5 | 3.0% | Base Yr. | Nego. | Nego. |
| 190 Oak Plaza | 190 Oak Plaza Blvd. | 1997 | 90,264 | 0 | 0.0% | \$17.50 | A | Full | Nego. | 2.0% | No | \$10/sf | Nego. |
| 450 W. Hanes Mill Road | 450 W. Hanes Mill Rd. | 1988 | 164,000 | 35,000 | 21.3% | \$11.50 | B | Full | 3 | 2.5% | No | Nego. | Nego. |
| Sub Total | | | 1,685,140 | 212,679 | 12.6% | \$14.75 | | | | | | | |

WINSTON-SALEM OFFICE SURVEY JANUARY 2016
Michael S. Clapp, MAI, CRE

| Building Name | Address | Year Built Renovated | Size Rentable | SF Vacant | Percent Vacant | Asking Lease Rate | Class | Services Included | Original Term | Rent Escalation Clauses | Pass Throughs | Tenant Impt. Allowances | Concessions |
|--|--------------------------|-------------------------|------------------|----------------|-------------------|----------------------|-------|----------------------|------------------|-------------------------------|------------------|-------------------------------|-------------|
| West | | | | | | | | | | | | | |
| 101 Stratford | 101 S. Stratford Rd. | 1986/1999 | 77,261 | 3,937 | 5.1% | \$21.00 | A | Full | 5 | 3% | Yes | Nego. | Nego. |
| 370 Knollwood | 370 Knollwood St. | 1995 | 86,335 | 0 | 0.0% | \$22.00 | A | Full | 5 | CPI or 3% | Yes | Nego. | Nego. |
| 380 Knollwood | 380 Knollwood St. | 1990/2006 | 136,976 | 29,251 | 21.4% | \$22.00 | A | Full | 5 | 3% | Yes | Nego. | Nego. |
| Stratford Oaks | 514 S. Stratford Rd. | 2012 | 63,512 | 1,871 | 2.9% | \$17.00 | B | Full | 3 | CPI | Yes | Nego. | None |
| Highland Plaza | 2150 Country Club Rd. | 1971/2008 | 58,161 | 3,998 | 6.9% | \$20.50 | B | Full | Nego. | Nego. | Nego. | Nego. | Nego. |
| Frontis Plaza | 2000 Frontis Plaza | 1986/2010 | 52,685 | 2,011 | 3.8% | \$18.50 | A | Full | 5 | 3% | Yes | Nego. | Nego. |
| Consolidated Center I | 3330 Healy Drive | 1983/2015 | 40,388 | 6,772 | 16.8% | \$16.50 | B | Full | 5 | 3% | Yes | Nego. | Nego. |
| Consolidated Center II | 3334 Healy Drive | 1985/2010 | 63,033 | 40,000 | 63.5% | \$16.00 | B | Full | 5 | 3% | Yes | Nego. | Nego. |
| Consolidated Center III | 1381 Old Mill Circle | 1989 | 50,700 | 1,271 | 2.5% | \$16.00 | B | Full | 5 | 3% | Yes | Nego. | Nego. |
| Consolidated Center IV | 1399 Ashleybrook Lane | 1990 | 30,910 | 9,459 | 30.6% | \$15.50 | B | Full | 5 | 3% | Yes | Nego. | Nego. |
| 3410 Healy Drive | 3410 Healy Drive | 1983 | 22,500 | 5,000 | 22.2% | \$12.00 | B | Full | 1-3 | No | No | None | Nego. |
| Park West I | 3600 Country Club Rd. | 1989 | 16,964 | 0 | 0.0% | \$18.00 | A | Full | 3-5 | Yes | Yes | TBD | None |
| Park West II | 4400 Silas Creek Pkwy. | 1989 | 25,022 | 0 | 0.0% | \$18.00 | A | Full | 3-5 | Yes | Yes | TBD | None |
| Greentree Center I | 1400 Westgate Ctr. Dr. | 1995 | 33,000 | 7,362 | 22.3% | \$16.75 | A | Full | 3-7 | CPI | No | \$30/sf | Nego. |
| Greentree Center II | 1551 Westbrook Plaza Dr. | 1997 | 21,000 | 2,556 | 12.2% | \$16.75 | A | Full | 3-7 | CPI | No | Nego. | Nego. |
| Greentree Center III | 1590 Westgate Ctr. Dr. | 2000 | 16,500 | 2,908 | 17.6% | \$16.75 | A | Full | 3-7 | CPI | No | Nego. | Nego. |
| 145 Kimel Park | 145 Kimel Park Dr. | 2004 | 60,600 | 0 | 0.0% | \$20.00 | A | Full | 5 | CPI | No | \$25/sf | Nego. |
| 1605 Westbrook Plaza | 1605 Westbrook Plaza | 2001 | 36,735 | 8,791 | 23.9% | \$17.00 | A | Full | 3-5 | Nego. | None | Nego. | Nego. |
| 110 Oakwood Drive | 110 Oakwood Drive | 2002 | 113,850 | 2,288 | 2.0% | \$22.00 | A | Full | 5 | Yes | 2011 Base | Nego. | None |
| Stratford Ex Park - A&B | 1100 Stratford Rd. | 1969/2012 | 20,000 | 0 | 0.0% | \$18.00 | B | Full | 3-5 | 3% | No | TBD | None |
| Stratford Ex Park - C | 1100 Stratford Rd. | 1969/2012 | 40,540 | 14,942 | 36.9% | \$17.00 | B | Full | 3-5 | 3% | No | TBD | None |
| Two Piedmont Plaza | 2000 W. First Street | 1971/2002 | 116,164 | 0 | 0.0% | \$19.50 | B | Full | 5 | CPI | No | Yes | None |
| Westbrook Corporate Ctr. | 1665 Westbrook Plaza | 2006 | 26,000 | 3,618 | 13.9% | \$21.00 | A | Full | 5 | CPI | No | \$30/sf | None |
| 175 Kimel Park Drive | 175 Kimel Park Drive | 1997 | 24,000 | 1,674 | 7.0% | \$21.00 | A | Full | 5 | CPI | No | \$35/sf | None |
| 1255 Creekshire Way | 1255 Creekshire Way | 2008 | 30,000 | 10,000 | 33.3% | \$21.00 | A | Full | 5 | CPI | No | \$30/sf | None |
| Sub Total | | | 1,262,836 | 157,709 | 12.5% | \$19.23 | | | | | | | |
| GRAND TOTAL | | | 5,187,702 | 735,149 | 14.2% | \$17.60 | | | | | | | |
| Note: The quoted rent for 150 Oak Plaza is \$12.00/sf net. For purposes of the survey, \$5.50/sf has been added to cover expenses resulting in a gross rent of \$17.50/sf. | | | | | | | | | | | | | |
| Source: Michael S. Clapp & Associates, 2990 Bethesda Place, Suite 603-C, Winston-Salem, NC 27103 (336-760-3163) www.michaelclappappraisals.com | | | | | | | | | | | | | |