INDUSTRIAL SECTOR

2004 Overview and Forecast for 2005

TRENDS

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2005 Industrial Trends Committee

Marc Barker, CCIM, SIOR, Chairman, NAI Latter & Blum Industrial Sales & Leasing

David Lakvold, MAI, SRA, The Lakvold Group, L.L.C.

Todd Pevey, MBA, MIE Properties

Branden Barker, Latter & Blum Property Management

Benjamin N. Graham, NAI Latter & Blum

2005 Industrial Trends Committee

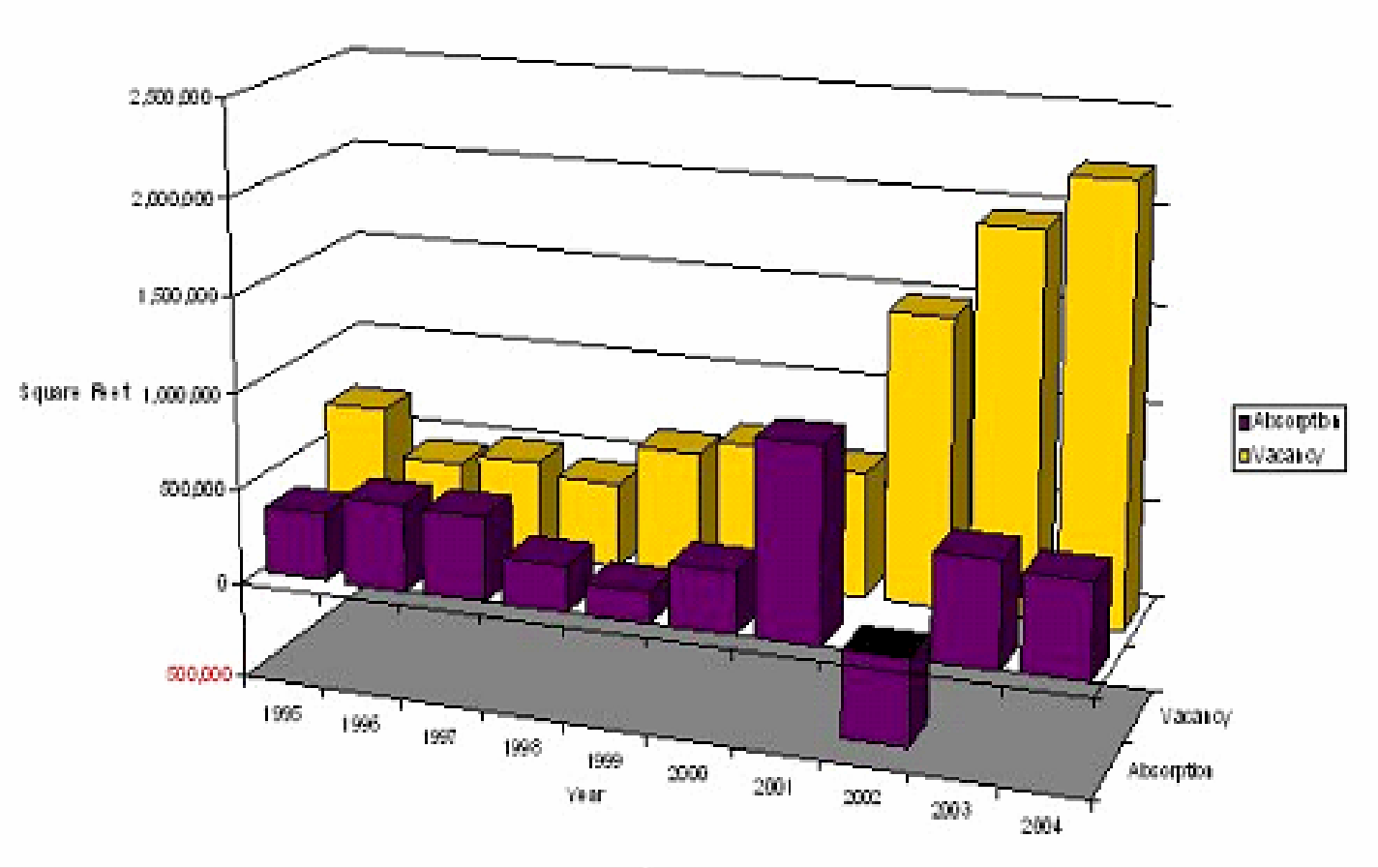
Industrial RE Market: 2004 Overview

- Continued in a slight downward pattern
- Petrochemical plants began to recover
- Slow Office/Warehouse leasing
- Industrial vacant space increased from 10.08% to 11.04%

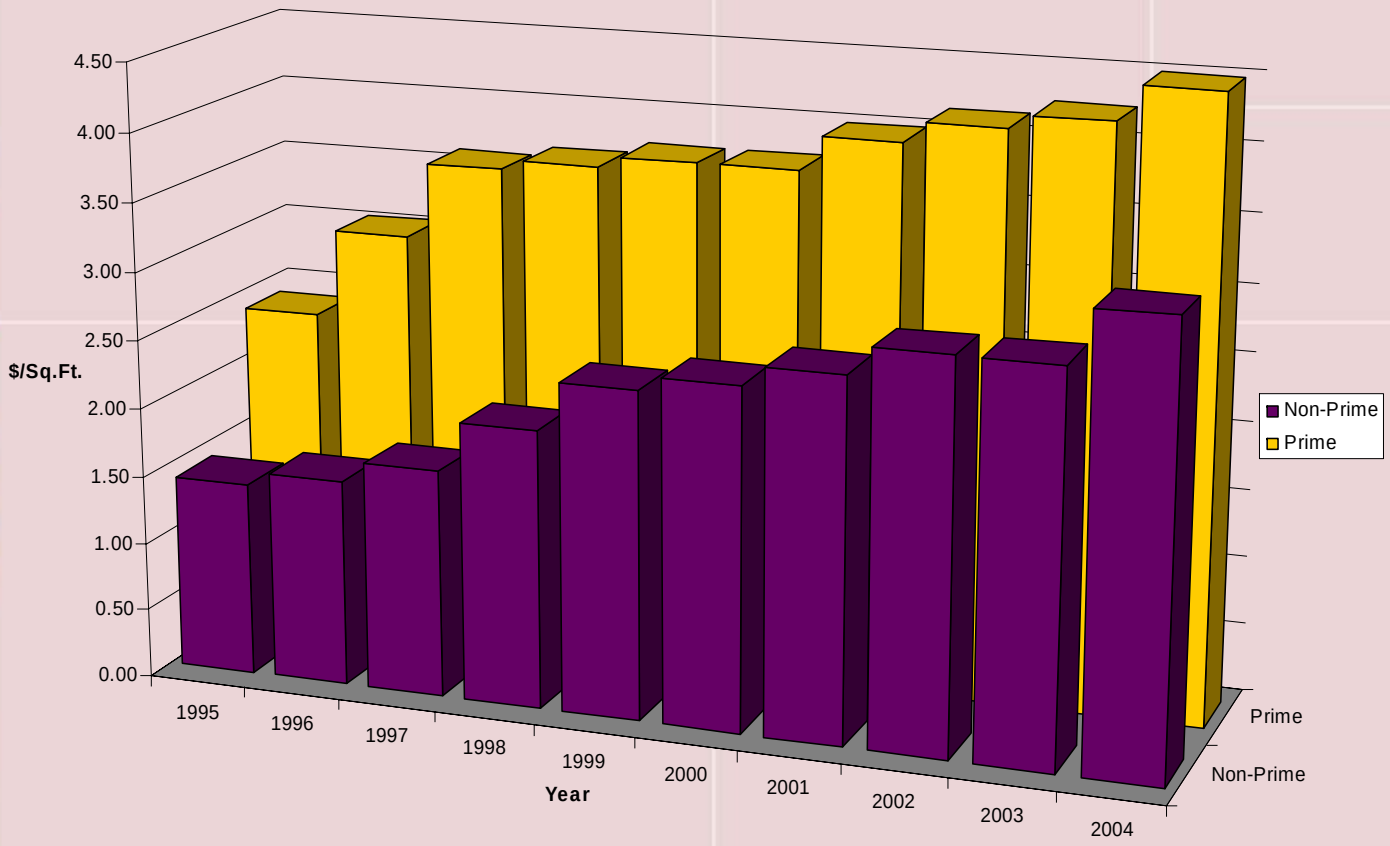
Industrial RE Market: 2005 Forecast

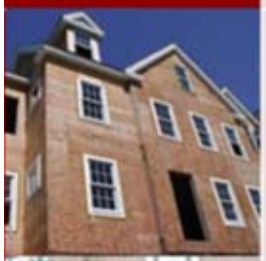
- Market improving over 2004
- Increases in petrochemical plant production
- Lease rates and land values should remain basically the same
- New plant and plant expansions announced by Shintech and others

Industrial Inventory – Vacancy & Absorption

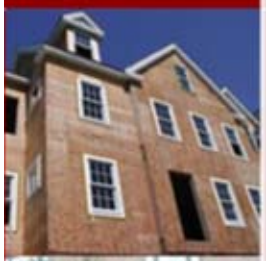


Prime & Non-Prime Land Values



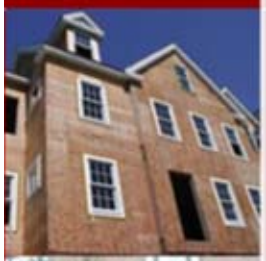


Sun Plus Distribution Center

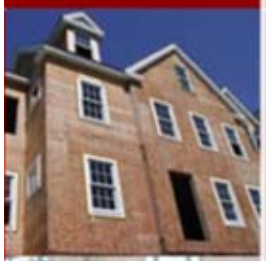


Port Property

Exxon-Mobil Whse. Site Pre-Construction

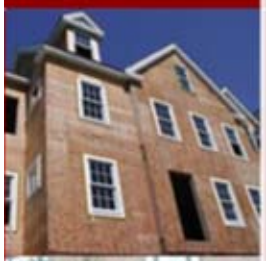


Exxon-Mobil Completed Warehouse

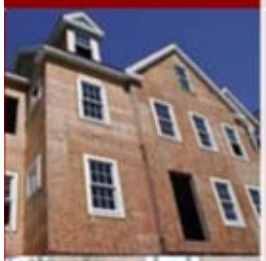


Sealy & Company Baton Rouge #4

DSM Elastomers – Scheduled for Demo



Barringer Foreman – Phase I



Barringer Foreman – Phase II

Shintech – Ashland Chemical Acquisition

Conclusion