Real Estate

Sentiment Index Presentation
For the Atlanta area only, what grade would you give the current overall economy?
For the Atlanta area only, what grade would you project for the overall economy six months out?
For the Atlanta area only, what grade would you give the current overall real estate market?

- Failing: 0%
- Poor: 69%
- Fair: 27%
- Good: 4%
- Excellent: 0%
For the Atlanta area only, what grade would you project for the overall real estate market six months out?

- Failing: 0%
- Poor: 35%
- Fair: 58%
- Good: 8%
- Excellent: 0%
For the Atlanta area only, what grade would you give the current overall office market?

- Failing: 12%
- Poor: 62%
- Fair: 23%
- Good: 4%
- Excellent: 0%
For the Atlanta area only, what grade would you project for the overall office market six months ...
For the Atlanta area only, where do you see class A office building occupancy rates going in the next six months?
For the Atlanta area only, where do you see class A office building rental rates going in the next six months?
For the Atlanta area only, where do you see class B office building occupancy rates going in the next six months?

- Moving significantly down: 42%
- Moving slightly down: 35%
- Steady, No change: 23%
- Moving slightly up: (23% as indicated in the chart but not clearly visible in the text)
- Moving significantly up: (0% as indicated in the chart but not clearly visible in the text)
For the Atlanta area only, where do you see class B office building rental rates going in the next six months?

- Moving significantly down: 0%
- Moving slightly down: 58%
- Steady, No change: 38%
- Moving slightly up: 4%
- Moving significantly up: 0%
For the Atlanta area only, when do you see commercial real estate markets stabilizing?

![Chart showing responses to the question about when commercial real estate markets in Atlanta will stabilize.]

- More than two years out: 35%
- Two years out: 46%
- One year out: 15%
- Six months out: 4%
- Already stabilized: 4%

Source: Georgia State University, J. Mack Robinson College of Business
For the Atlanta area only, when do you see the residential real estate market stabilizing?

![Bar chart showing the percentage of respondents for different time frames.]

- More than two years out: 42%
- Two years out: 27%
- One year out: 23%
- Six months out: 4%
- Already stabilized: 4%
For the overall real estate market in Atlanta, which area holds the best investment potential over the next six months?

- Suburban South Side: 12%
- Downtown: 12%
- Midtown: 54%
- Buckhead: 15%
- Suburban North Side: 19%
For the overall real estate market in Atlanta, what property type holds the best investment potential over the next six months?

- Mixed Use: 4
- Retail: 15
- Industrial: 12
- Office: 4
- Multi-Family Residential: 46
- Single-Family Residential: 4
- Land: 15
Where do you see interest rates moving in the next six months?

- Moving significantly down: 15%
- Moving slightly down: 15%
- Steady, No change: 42%
- Moving slightly up: 42%
- Moving significantly up: 0%
Where do you see cap rates moving in the next six months?
When will liquidity return to the commercial real estate debt markets?

- More than twenty-four months: 19
- Twenty-four months: 15
- Eighteen months: 19
- Twelve months: 23
- Six months: 23
Which source of capital do you expect to be the most active when liquidity returns to commercial real estate?

- Pension Funds: 8
- Life Insurance Companies: 12
- Foreign Investors: 23
- Private Equity Funds: 46
- Private REITs: 12
- Public REITs: 23
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<th>Question / Item</th>
<th>Oct-08</th>
<th>Apr-09</th>
<th>Oct-09</th>
<th>Apr-10</th>
<th>Oct-10</th>
<th>% Change</th>
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<td>Overall Real Estate Market</td>
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<td>33</td>
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<td>29</td>
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<td>Overall Real Estate Market - Six months from now</td>
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<td>Overall Office Market</td>
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<td>Class A Office Occupancy - Six months from now</td>
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<td>Commercial Market Stability Outlook</td>
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<td>Residential Market Stability Outlook</td>
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<td>Caprate Outlook</td>
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<td>Liquidity Outlook</td>
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**Index** 35 34 31 34 39 15.8%

Red = Negative, White = Neutral, Green = Positive