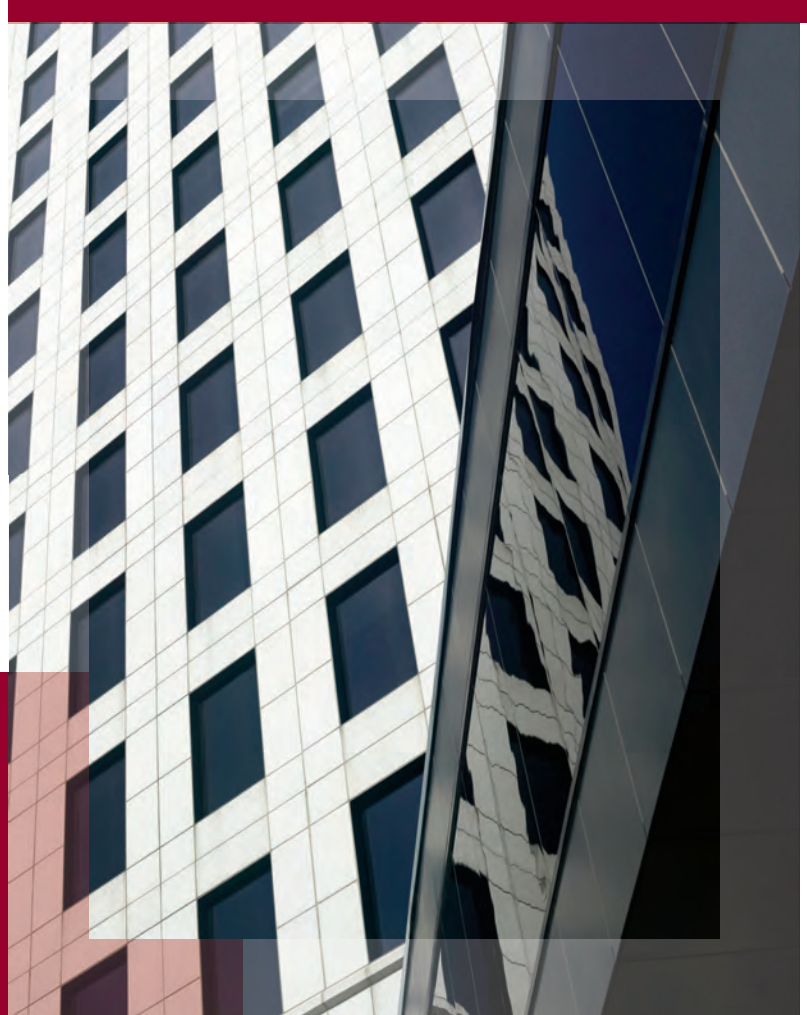




25th Annual Report



2012

Roanoke's Original

Market Survey

Roanoke, Virginia

540-982-2444

www.poecronk.com

2012 ROANOKE OFFICE MARKET REPORT

BUILDING NAME	NET LEASABLE SQUARE FOOTAGE	TOTAL AVAILABLE	OWNER OCCUPIED	PERCENT OCCUPIED	YEAR BUILT	RENTAL RATE
CENTRAL BUSINESS DISTRICT						
AMERICAN ELECTRIC POWER COMPANY	112,000	0	112,000	100%	1949	NA
ANTHEM BLUE CROSS AND BLUE SHIELD	163,500	0	163,500	100%	1980	NA
BANK OF AMERICA BUILDING	27,085	8,000	0	70%	**1980	12.00
BB&T BUILDING	120,976	23,500	0	81%	1973	20.25
TAP BUILDING	18,000	0	18,000	100%	1971	NA
CARILION ADMINISTRATIVE SERVICES BUILDING	205,765	14,000	127,790	93%	1973	15.00
CHAMBER OF COMMERCE BUILDING	18,000	0	10,200	100%	**1995	11.50
COMMUNITY MEDICAL BUILDING	44,733	0	44,733	100%	1990	18.00
COULTER BUILDING	45,000	9,654	37,000	79%	**1987	16.50
CRYSTAL TOWER	49,837	0	0	100%	1931	NA
ELM PLAZA	20,000	0	20,000	100%	1972	NA
FAMILY SERVICES	17,949	0	17,949	100%	1963	NA
FIRST CAMPBELL SQUARE	88,000	7,600	600	91%	**1988	17.50
FIRST CITIZENS BANK BUILDING	61,000	0	54,000	100%	1980	NA
FRANKLIN PLAZA	138,651	60,831	0	56%	1984	22.00
JEFFERSON PLAZA	35,890	0	25,299	100%	1975	20.22
LIBERTY TRUST BUILDING	27,190	6,848	0	75%	**1985	15.00
MARKETPLACE CENTER	32,000	5,200	0	84%	**1990	13.00 - 24.00
NORFOLK & SOUTHERN TOWER	215,000	0	215,000	100%	1993	NA
PROFESSIONAL ARTS BUILDING	44,505	1,564	0	96%	**1986	16.00
ROANOKE TIMES	178,000	0	178,000	100%	1989	NA
SEVEN - O - SEVEN BUILDING	37,002	7,000	30,000	81%	1964	16.00
SHENANDOAH BUILDING	57,183	1,749	0	97%	1911	12.50
SPECTRUM	20,000	750	12,000	96%	**2000	14.00
STONE PRINTING BUILDING	47,960	0	0	100%	**2000	NA
SUNTRUST PLAZA	139,057	0	0	100%	1978	18.50
THE TOWER	218,503	29,740	0	86%	1991	24.50
THOMAS B. MASON BUILDING	44,541	7,049	0	84%	**1995	16.00 - 18.00
VALLEY BANK BUILDING	41,950	6,513	0	84%	**1997	15.25
VERIZON	220,000	0	220,000	100%	1939	NA
15 EAST SALEM AVENUE	16,700	3,599	7,500	78%	**1996	16.50
109 NORFOLK AVE	17,004	12,513	0	26%	**2005	*12.00 - 13.00
129 CAMPBELL AVENUE	15,000	0	0	100%	**1995	14.50
112-120 KIRK AVE	12,645	5,717	1,833	55%	1942	NA
TOTAL SQUARE FOOTAGE (CBD)	2,550,626	211,827	1,295,404	92%		

SUBURBAN BUSINESS DISTRICT — SOUTH

AECOM	32,800	0	0	100%	**2009	NA
ALLSTATE INSURANCE	181,269	0	181,269	100%	1969	NA
ANDERSON & REED BUILDING	11,200	0	11,200	100%	1992	NA
TMEIC	145,263	0	0	100%	1984	NA
ATLANTIC MUTUAL	48,000	0	0	100%	2006	NA
BLUE RIDGE BEHAVIORAL HEALTHCARE	50,000	0	0	100%	1960	NA
BOONE HOMES OFFICE COMPLEX	27,513	4,720	2,740	83%	1990	15.25 - 16.00
BRAMBLETON CORPORATE CENTER	24,000	900	800	96%	**1987	8.00 - 9.75
BRANDON OFFICE PARK	35,598	6,924	0	81%	1970	12.50
BROWN EDWARDS & COMPANY BUILDING	14,000	0	14,000	100%	**1991	NA
CAMBRIDGE PROFESSIONAL BUILDING	41,367	11,500	1,020	72%	1990	24.00
CARILION BRAMBLETON CENTER	32,158	12,617	19,541	61%	**1990	22.16
CARILION BUILDING	24,000	0	24,000	100%	1963	NA
CARILION SERVICES	17,617	0	17,617	100%	1954	NA
CAVE SPRING PROFESSIONAL CENTER	34,265	7,605	4,272	78%	1986	*9.50 - 16.00
COLONADE CORPORATE CENTER I	58,000	5,300	0	91%	1988	15.50
COLONADE CORPORATE CENTER II	50,000	2,300	0	95%	1989	15.50
CONSULTANTS IN CARDIOLOGY	40,000	0	40,000	100%	2006	NA
EXECUTIVE PARK AT PHEASANT RIDGE #1	39,000	0	0	100%	1998	18.00
EXECUTIVE PARK AT PHEASANT RIDGE #2	39,000	2,189	0	94%	1998	18.00
EXECUTIVE PARK AT PHEASANT RIDGE #3	39,000	2,471	9,393	94%	2000	18.00
FOUNTAIN SQUARE	24,000	9,400	0	61%	1973	*9.50 - 10.00
FOUR NINETEEN OFFICE CENTER	12,000	0	0	100%	1990	NA
FRALIN & WALDRON OFFICE PARK A	12,648	0	0	100%	1972	N/A



BUILDING NAME	NET LEASABLE SQUARE FOOTAGE	TOTAL AVAILABLE	OWNER OCCUPIED	PERCENT OCCUPIED	YEAR BUILT	RENTAL RATE
FRALIN & WALDRON OFFICE PARK B	20,500	1,717	6,944	92%	1978	15.25
FRALIN & WALDRON OFFICE PARK C	20,470	2,243	0	89%	1978	15.25
FRALIN & WALDRON OFFICE PARK D	12,041	0	0	100%	1989	15.25
FRALIN & WALDRON OFFICE PARK E	30,128	0	30,128	100%	1990	N/A
FRALIN & WALDRON OFFICE PARK F	55,042	5,384	0	90%	1993	15.00 - 18.00
LA PREMIERE	20,000	3,000	700	85%	1990	13.50
LEE-HI BUSINESS CENTER	116,000	43,000	0	63%	1961	*8.50
MCCLANAHAN BUILDING	26,337	11,358	14,979	57%	1972	18.12
MCVITTY EXECUTIVE CENTER	56,574	3,236	34,113	94%	2001	15.00
MOSS & ROCOVICH	10,000	0	10,000	100%	1986	NA
NEWBERRY MALL	30,000	0	30,000	100%	**1990	NA
ONE BEACON INSURANCE	33,273	0	0	100%	2005	NA
PENN FOREST CORPORATE CENTER	34,448	8,443	0	75%	1984	15.25
RIDGEWOOD HILLS CORPORATE CENTER	30,000	0	10,000	100%	2003	20.00 - 22.00
RIVERSIDE CENTER BUILDING # 1	100,000	30,555	45,388	69%	2006	27.84
SHENANDOAH LIFE INSURANCE	80,000	0	80,000	100%	**2000	NA
SOUTHPARK OFFICE BUILDING	31,786	1,023	0	97%	1974	15.00
STRATFORD PARK OFFICE BUILDING	40,000	15,000	4,000	63%	1970	10.00
TANGLEWOOD EXECUTIVE PARK BUILDING	25,083	14,993	0	40%	1988	16.00
TANGLEWOOD WEST OFFICE BUILDING	54,000	7,070	0	87%	1974	12.50
THE EXECUTIVE CENTER	13,500	0	0	100%	1988	14.00
VALLEY ORTHOPEDIC BUILDING	15,309	0	0	100%		NA
VALLEY NEPHROLOGY	13,916	0	13,916	100%	1972	NA
WINDSOR HILLS EXECUTIVE CENTER	19,542	3,177	10,000	84%	2007	18.00
1202 FRANKLIN ROAD	12,500	12,500	0	0%	1972	*9.50
2706 OGDEN ROAD	18,000	18,000	0	0%	1973	20.00
TOTAL SQUARE FOOTAGE (SOUTH)	1,951,147	246,625	616,020	87%		

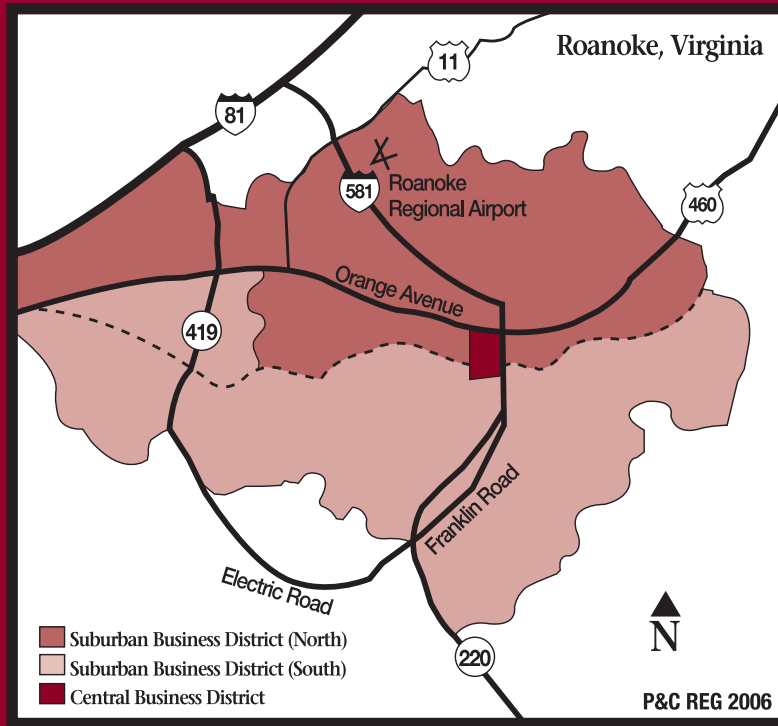
SUBURBAN BUSINESS DISTRICT — NORTH

FORMER ADVANCE AUTO PARTS BUILDING	49,455	49,455	0	0%	1980	*10.50
BOWERS BUILDING	15,701	0	4,425	100%	1967	9.00
BRAMMER VILLAGE	95,000	4,800	2,700	95%	1988	*13.00
CARILION NORTH ROANOKE CENTER	14,165	0	14,165	100%	1993	23.39
CENTURY BUSINESS CENTER	51,917	10,991	0	79%	1987	*10.50 - 12.50
EXECUTIVE PARK	54,000	12,718	0	76%	1978	*10.50 - 12.50
HERSHBERGER PLAZA	11,791	0	11,791	100%	1984	*11.00
JEFFERSON NATIONAL FOREST BUILDING	25,000	0	0	100%	1993	NA
KROGER OFFICE BUILDING	57,850	0	57,850	100%	1984	NA
LANDMARK BUILDING	14,200	6,949	0	51%	1971	*10.50
NORTHPARK BUSINESS CENTER	34,603	7,025	0	80%	1989	*13.50
PETERS CREEK PLAZA	36,476	16,000	17,122	56%	1968	20.10
TECH FEDERAL	14,000	0	14,000	100%	1991	NA
THE PARK AT VALLEYPONTE	84,067	14,341	0	83%	1989	*13.50
VALLEY CENTRE BUSINESS PARK BLDG. A	10,500	4,520	0	57%	1998	*6.00 - 12.00
VALLEY CENTRE BUSINESS PARK BLDG. B	15,200	4,500	0	70%	2000	*6.00 - 12.00
VALLEY COURT	155,606	29,383	0	81%	1984	*12.50
VALLEY PARK CENTER BLDG. A	17,425	0	0	100%	1998	*13.50
VALLEY PARK CENTER BLDG. B	38,455	9,298	0	76%	1989	*13.50
VALLEY VIEW MEDICAL CENTER	58,407	0	0	100%	1987	17.00 - 20.00
VERIZON	62,525	0	0	100%	1991	NA
WOODHAVEN OFFICE PARK	11,665	780	0	93%	1998	*9.00 - 11.00
TOTAL SQUARE FOOTAGE (NORTH)	928,008	170,760	122,053	82%		
GRAND TOTAL (ALL AREAS)	5,429,781	629,212	2,033,477	88%		

* Tenant pays Utilities & Janitorial

** Rehabilitation Date

All information furnished in this survey was collected prior to January 1, 2012. It is from sources we deem reliable; however, no warranty or representation is made to its accuracy and it is subject to errors, omissions, changes in rental rates, occupancy and other conditions. This survey is for informational purposes only, and it is not to be considered an offering for lease.



10 S. Jefferson Street, Suite 1200 • Roanoke, Virginia
 540-982-2444 • Fax: 540-342-8549
<http://www.poecronk.com>
 e-mail: pcfirm@poecronk.com

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