

REDUCE YOUR REAL ESTATE COSTS

	YES	NO
BUSINESS		
● Do you expect your business revenue to expand or contract?	<input type="checkbox"/>	<input type="checkbox"/>
● Are you looking to consolidate facilities?	<input type="checkbox"/>	<input type="checkbox"/>
● Are you experiencing capital constraints?	<input type="checkbox"/>	<input type="checkbox"/>
● Do you anticipate staff reductions?	<input type="checkbox"/>	<input type="checkbox"/>
● Do you currently have employee recruitment and retention problems?	<input type="checkbox"/>	<input type="checkbox"/>
● Is your facility location challenging for employee commuting?	<input type="checkbox"/>	<input type="checkbox"/>
LEASE		
● Does your lease allow for: Right of first offer?	<input type="checkbox"/>	<input type="checkbox"/>
Expansion space?	<input type="checkbox"/>	<input type="checkbox"/>
Termination options?	<input type="checkbox"/>	<input type="checkbox"/>
Renewal options?	<input type="checkbox"/>	<input type="checkbox"/>
Contraction options?	<input type="checkbox"/>	<input type="checkbox"/>
● Does your lease expire within the next four years?	<input type="checkbox"/>	<input type="checkbox"/>
● Do you have excess space?	<input type="checkbox"/>	<input type="checkbox"/>
● Does your square footage per employee exceed benchmarks?	<input type="checkbox"/>	<input type="checkbox"/>
● Do you anticipate a change in workspace layout?	<input type="checkbox"/>	<input type="checkbox"/>
BUILDING		
● Is the anchor tenant moving?	<input type="checkbox"/>	<input type="checkbox"/>
● Is there substantial vacancy in the building?	<input type="checkbox"/>	<input type="checkbox"/>
● Is the building for sale or refinanced?	<input type="checkbox"/>	<input type="checkbox"/>
● Is the building's technology and infrastructure insufficient?	<input type="checkbox"/>	<input type="checkbox"/>
● Has the building been recently renovated?	<input type="checkbox"/>	<input type="checkbox"/>

If you answer "yes" to any of these questions, there is an opportunity to improve your real estate situation today. We can help you evaluate your current and future real estate needs, and then provide you with strategic, unique, creative and cost-saving solutions.

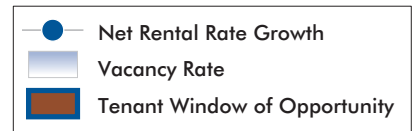
We would like to provide you with a complimentary evaluation of your real estate situation. Please call us.

CB Richard Ellis
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Building D, Suite 300
Greenville, DE 19807

John Kaczowka Daniel Reeder
302.661.6709 302.661.6707

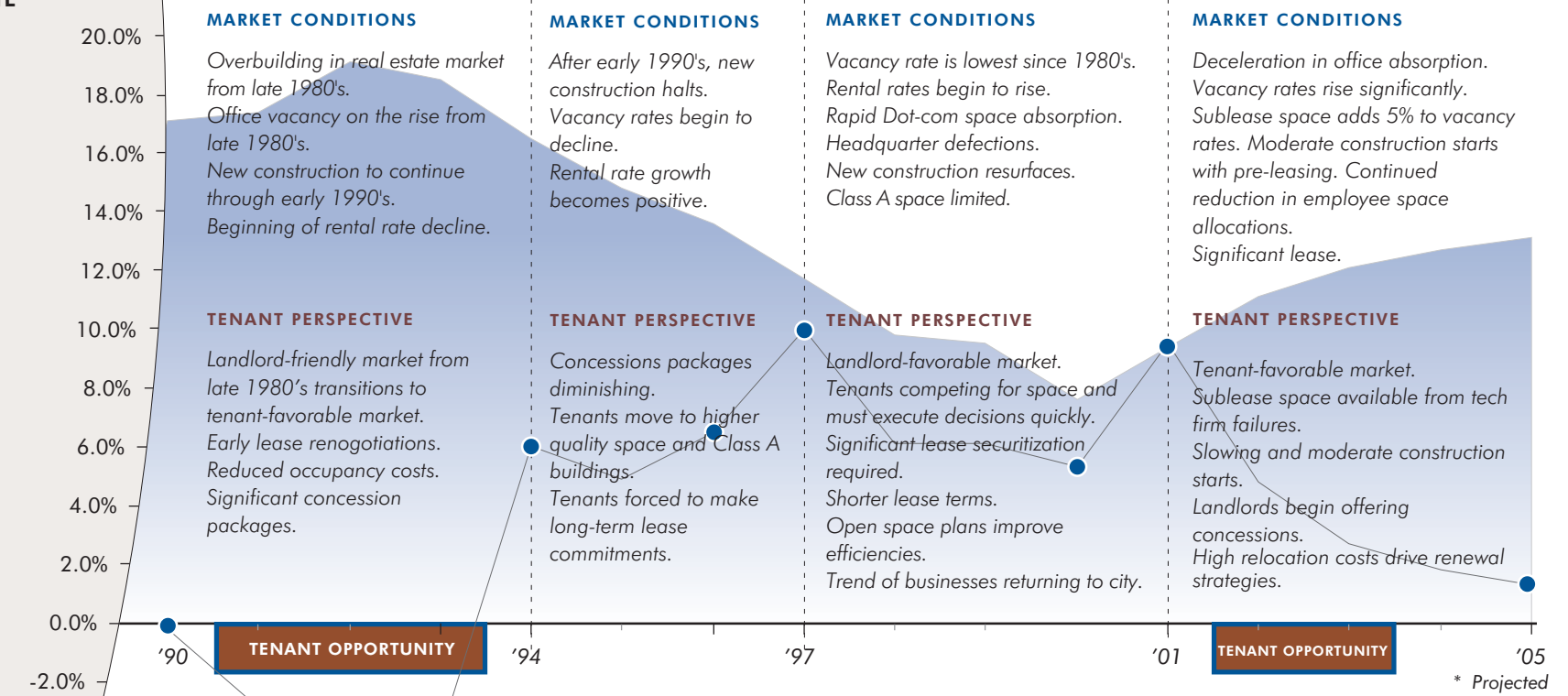


NOW IS THE TIME



TIMELINE	1990-1993	1994-1996	1997-2000	2001-2005*
SQ. FOOTAGE PER EMPLOYEE	212 sf	209 sf	195 sf	193 sf
ECONOMIC CONDITIONS	Gulf war and recession in 1990-1991. Petroleum prices peak. General decline in business and consumer confidence. Slow recovery begins in 1992. Tightened financial lending standards.	Business expansions. Development and growth of public markets.	"New economy." Dot.com explosion. Unemployment rates are low. Manufacturing begins to slow. Stock market volatility begins.	Economic slow-down or recession? Forecast slow recovery. Dot-com fallout. Continued low unemployment rate but negative employment growth. Tighter financial conditions and capital constraints.

NET RENTAL RATE GROWTH AND VACANCY RATE



Source: Torto-Wheaton Research

DEFIANT RE-AREA REAL ESTATE TRENDS