



Office Market Overview (Over 15,000 SF)

In the latest edition of our market overview, we are reporting office sales (over 15,000 square feet) throughout Hillsborough, Manatee, Pinellas, Pasco, Polk, Orange, Osceola, Sarasota, and Seminole Counties. These sales have occurred during 2005. Overall, we have tracked 122 office building sales. Specifically, these sales range in price from \$31.37 per square foot to \$770.01 per square foot, with an average sale price of \$128.39 per square foot. The overall capitalization rates range from 4.50 percent to 10.83 percent with an average capitalization rate of 8.07 percent.

Tampa Bay MSA— In 2005 positive trends continued within the Office Market for the Tampa Bay region, as market activity was denoted by increased occupancy, increased lease rates, and increased net absorption. Our sources reveal an average lease rate for office properties of \$18.25 per square foot, while Class A office space leases for \$20.28 per square foot. The current vacancy rate for the Tampa Bay region is

12.95 percent which is approximately 1.2 percent down from 2004.

Of the 122 office sales we tracked, 77 were located within the Tampa Bay MSA. These sales ranged from \$31.37 to \$770.01 per square foot with an average sale price of \$121.11 per square foot. Capitalization rates ranged from 4.50 percent to 10.83 percent with an average of 7.94 percent.

Overall, the Tampa Bay Office Market continues to provide a suitable climate for business and economic growth. This trend is expected to continue in 2006.

Orlando MSA — The Orlando MSA Office Market has continued on its path toward growth and higher occupancy. The total market vacancy was 12.14 percent which is 1.2 percent lower than 2004. The average rental rate increased by 17 cents (Third Quarter) to \$19.74 per
(continued on back page)

Office Markets at a Glance					
Market	Overall Vacancy	Class A Vacancy	Net Absorption	Overall Lease Rates	Class A Lease Rates
Tampa	↓	↓	↑	↑	↑
Orlando	↓	↓	↑	↑	↑

Meet John Miller

John Miller has focused on office properties since joining Beshears & Associates in January, 2003. John graduated from The Florida State University with a Bachelor of Science degree in Real Estate and Finance. Prior to joining our firm, John was a Commercial Associate for SunTrust Bank. In his free time, John enjoys running, swimming and playing basketball. John and his wife Renee recently welcomed their first child.



About Our Firm

Beshears & Associates is a commercial real estate appraisal firm specializing in Commercial Property Valuation, Petroleum Valuation, Consulting, and Feasibility Studies. Our firm works throughout the State of Florida from our office on Florida's West Coast. Additionally, we produce a newsletter on the Apartment, Industrial, Office, Gas & Service Stations, and Retail markets. Visit our web site for previous newsletters. If you have questions or would like to be added to our mailing list, please visit our web site www.Beshears.net.

610 S. Albany Avenue
Tampa, Florida 33606
813-254-2885
813-254-0193 fax

DBeshears@Beshears.net
www.Beshears.net

UPCOMING ISSUES:

- February — Apartments (Over 100 Units)
- April — Single-Tenant Retail
- June — Multi-Tenant Retail (over 30,000 sf)

Name	City	Year Built	RSF	Sale Date	\$/RSF	Cap Rate
Central Boulevard	Orlando	1927	22,159	Dec-2005	\$381.11	
Southpoint Office Center	Tampa	1986	63,484	Nov-2005	\$121.92	
The Exchange	Maitland	1985	60,620	Nov-2005	\$128.67	
Southern Community Bank	Orlando	1967	129,205	Nov-2005	\$157.11	
Special Data Processing	Clearwater	1985	192,099	Oct-2005	\$128.18	
Maitland Building	Altamonte Springs	1980	20,399	Oct-2005	\$99.59	
Race Track Road	Tampa	2001	42,585	Oct-2005	\$123.66	
MacDill Federal Credit	Tampa	1984	60,000	Oct-2005	\$99.42	
Wachovia Tower	Orlando	1983	265,000	Oct-2005	\$208.87	
Maitland Center	Maitland	1984	117,398	Oct-2005	\$104.35	
Ringling Building	Sarasota	1974	16,053	Oct-2005	\$770.01	
Tech Data Building II	Clearwater	1988	110,000	Sep-2005	\$84.55	
66th Street	St. Petersburg	1981	74,475	Sep-2005	\$69.82	
BB&T Bank Center	St. Petersburg	1974	73,345	Sep-2005	\$57.41	
66th Street	Clearwater	1983	35,794	Sep-2005	\$142.48	
Gulf to Bay	Clearwater	1986	21,454	Sep-2005	\$130.98	
Palm Court	Tampa	1989	61,897	Sep-2005	\$113.09	
Lakeview at Hidden River	Tampa	1989	125,384	Sep-2005	\$143.56	
International @ Netpark	Tampa	1999	919,405	Sep-2005	\$36.44	
Lake Eleanor	Orlando	1972	38,137	Sep-2005	\$73.29	
Maitland Center	Maitland	1985	244,271	Sep-2005	\$116.33	
Celebration Center	Celebration	2001	125,565	Sep-2005	\$191.93	
Central Florida Research	Orlando	2005	197,594	Sep-2005	\$163.56	7.95%
Maitland Promenade Two	Orlando	2001	233,352	Sep-2005	\$190.24	
Garden Avenue Station	Clearwater	1983	16,300	Sep-2005	\$88.96	
Gandy Boulevard	St. Petersburg	1981	15,188	Sep-2005	\$85.59	
Tampa Tribune Building	Tampa	1986	16,600	Sep-2005	\$169.28	
HIBC	Lake Mary	1996	33,295	Aug-2005	\$135.16	
McMullen Booth	Clearwater	1987	69,156	Aug-2005	\$154.43	
Spring Center	Altamonte Springs	1984	29,000	Aug-2005	\$93.38	
Wekiva Oaks Center	Longwood	1987	33,619	Aug-2005	\$133.85	6.71%
Main Plaza	Sarasota	1988	239,020	Aug-2005	\$166.93	7.28%
Grand Plaza South	Tampa	1986	135,000	Aug-2005	\$89.19	8.90%
Upper Park	Orlando	2005	160,104	Aug-2005	\$179.26	
Augusta National	Orlando	1990	30,000	Aug-2005	\$195.67	
Center of Osceola	Kissimmee	1989	19,614	Aug-2005	\$191.19	
Colonial Building	Orlando	1959	15,956	Aug-2005	\$150.41	
Douglas Point	Altamonte Springs	1983	16,400	Aug-2005	\$128.05	
Florida Avenue	Tampa	1927	16,674	Aug-2005	\$44.98	
10th Street	Haines City	1966	22,000	Jul-2005	\$44.32	
Skyline Drive	Lake Mary	1990	97,125	Jul-2005	\$58.69	
Heathrow International	Lake Mary	2001	192,159	Jul-2005	\$121.20	
Crown Bank Plaza	Lakeland	1974	72,000	Jul-2005	\$91.67	7.03%
King Palm	Tampa	1982	488,391	Jul-2005	\$95.77	
Sabal Business Center 6	Tampa	1988	96,346	Jul-2005	\$110.02	
Sabal Business Center 2-7	Tampa	1985	234,861	Jul-2005	\$96.76	
Sabal Pavilion 1	Tampa	1998	120,500	Jul-2005	\$188.59	
One Urban Centre	Tampa	1986	533,022	Jul-2005	\$197.43	6.50%
Alltel Building	Maitland	1985	62,000	Jul-2005	\$92.80	
Underwood 77 Medical	Orlando	1984	21,572	Jul-2005	\$292.05	
AmSouth Bank Center	Orlando	1986	239,788	Jul-2005	\$217.48	
66th Street	St. Petersburg	1972	19,424	Jul-2005	\$75.94	
28th Street	St. Petersburg	1988	40,030	Jun-2005	\$62.45	
Skyline Professional	St. Petersburg	1960	31,000	Jun-2005	\$101.61	
Crum Plaza	Clearwater	1979	28,854	Jun-2005	\$128.23	
Wood Street	Sarasota	1986	51,808	Jun-2005	\$177.48	6.31%
Pirate Square	Treasure Island	1972	21,466	Jun-2005	\$256.22	
Pinebrook Commerce	Tampa	2000	58,890	Jun-2005	\$131.77	
Highwoods Preserve IV	Tampa	2000	243,946	Jun-2005	\$100.43	
Florida Bank Plaza	Tampa	1964	66,429	Jun-2005	\$63.23	
Park at Bay Plaza	Tampa	1974	149,432	Jun-2005	\$62.90	
Lake Eleanor	Orlando	1984	30,858	Jun-2005	\$181.48	
Maitland Forum	Maitland	1985	266,881	Jun-2005	\$93.67	
Holiday Tower	Holiday	1971	32,245	Jun-2005	\$116.30	

Name	City	Yr. Built	RSF	Sale Date	Price/SF	Cap Rate
Maitland 200	Maitland	1982	205,726	Jun-2005	\$143.88	8.48%
Southpoint Executive	Maitland	1990	135,911	Jun-2005	\$142.00	
East Orlando Medical	Orlando	1988	19,152	Jun-2005	\$117.48	7.80%
Estapona Circle Fern Park	Fern Park	1988	47,500	May-2005	\$96.16	10.00%
Baymont-Agra Building	Clearwater	1980	32,234	May-2005	\$120.99	8.50%
Discovery Drive	Orlando	1999	364,214	May-2005	\$71.38	
Armstrong Building	Orlando	1999	34,623	May-2005	\$140.08	
Central Avenue	St. Petersburg	1979	19,500	May-2005	\$97.44	
US Air Building	Orlando	1986	15,247	May-2005	\$108.22	
Hyde Park	Tampa	1952	16,100	May-2005	\$204.97	
R.E. Crawford Building	Sarasota	2002	18,000	May-2005	\$212.50	
Belle Haven Building	Sarasota	1926	15,000	Apr-2005	\$250.00	
Brandon Boulevard	Brandon	1949	18,000	Apr-2005	\$166.67	
Memorial Highway	Tampa	1988	18,972	Apr-2005	\$82.49	
Parsons Avenue	Brandon	1982	15,000	Apr-2005	\$83.33	
Highway 19	Clearwater	1971	23,402	Apr-2005	\$68.37	
Crownpoint Business Park	Largo	1987	29,842	Apr-2005	\$72.05	
Gateway Gaspar	St. Petersburg	1967	65,423	Apr-2005	\$95.53	
Mangrove Bay	Clearwater	1987	213,768	Apr-2005	\$96.65	
Premier Point North	Altamonte Springs	1983	101,748	Apr-2005	\$95.09	8.10%
Cornerstone Centre D	Palm Harbor	1993	26,070	Apr-2005	\$164.94	
Armstrong Building	Orlando	1999	34,623	Apr-2005	\$93.27	
American Pioneer 3	Orlando	1985	74,200	Apr-2005	\$101.08	
Colonial Drive	Winter Haven	2000	30,297	Apr-2005	\$184.84	
Summit Park I & II	Orlando	1994	272,000	Apr-2005	\$167.14	6.40%
Ellis Building	Sarasota	1967	130,189	Mar-2005	\$103.70	10.60%
Florida Avenue	Tampa	1994	31,543	Mar-2005	\$168.02	
Bayshore Office Building	Bradenton	1973	20,010	Mar-2005	\$55.20	
Telecom drive	Tampa	1988	47,164	Mar-2005	\$120.85	8.50%
Parc Centre I	Tampa	1974	145,534	Mar-2005	\$70.09	9.20%
Hillsborough Avenue	Tampa	1956	34,977	Mar-2005	\$42.89	
Baldwin Office Park	Orlando	1957	42,422	Mar-2005	\$60.06	
US Highway 19	Holiday	1970	17,400	Mar-2005	\$49.43	
Tamiami Trail	North Port	1992	38,632	Feb-2005	\$59.31	
Florida Central Parkway	Longwood	1996	57,397	Feb-2005	\$47.48	
Central Avenue	St. Petersburg	1973	81,300	Feb-2005	\$31.37	
Central Avenue	St. Petersburg	1968	53,900	Feb-2005	\$47.31	
Gandy Center	Pinellas Park	1987	47,520	Feb-2005	\$82.07	6.33%
Northside Office	Clearwater	1986	84,970	Feb-2005	\$105.92	6.00%
Amerilife Tower	Clearwater	1974	94,398	Feb-2005	\$70.98	
Freedom Savings	Dunedin	1985	22,000	Feb-2005	\$154.55	8.50%
Renaissance Park	Tampa	1997	611,546	Feb-2005	\$112.55	4.50%
Contractors of Bradenton	Bradenton	1985	32,400	Feb-2005	\$69.44	
Park Place at Metrowest	Orlando	1990	22,612	Feb-2005	\$154.79	9.69%
Legal Building	Tierra Verde	1965	18,000	Feb-2005	\$101.36	
Laurel Street	Tampa	1979	15,050	Feb-2005	\$132.89	
Tides at Feather Sound	Clearwater	1999	157,379	Jan-2005	\$158.14	
21st Street	Tampa	1965	24,000	Jan-2005	\$103.33	
Westshore Place I & II	Tampa	1987	370,994	Jan-2005	\$147.99	
400 Ashley Plaza	Tampa	1988	515,965	Jan-2005	\$68.80	10.10%
University Business Park	Tampa	1988	101,198	Jan-2005	\$99.41	
Orlando Central Park	Orlando	1968	65,000	Jan-2005	\$74.12	9.47%
Winter Park Professional	Winter Park	1995	18,641	Jan-2005	\$236.04	
Rosalind Avenue	Orlando	1969	17,627	Jan-2005	\$205.65	
Henderson Pointe	Tampa	1974	16,548	Jan-2005	\$187.33	
BB & T	St. Petersburg	1973	15,010	Jan-2005	\$181.61	
Falcon Square	Lakeland	1996	19,000	Jan-2005	\$82.89	10.83%
Central Florida Cardiology	Orlando	1962	15,000	Jan-2005	\$100.00	
Minimum		1926	15,000		\$31.37	4.50%
Maximum		2005	919,405		\$770.01	10.83%
Average		1982	99,578		\$128.39	8.07%

The above information has been obtained from sources believed reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee or representation about it. It is your responsibility to independently confirm its accuracy and completeness before relying on this information.

Sources: Marcus & Millichap, Cushman & Wakefield, CB Richard Ellis, Florida Business Journal, Florida Trend, Costar, John Miller, Beshears & Associates 813-254-2885 x 206.

Professional Staff

David W. Beshears, MAI, — Owner — holds a B.S. degree in Marketing and Real Estate from The Florida State University. Dave is a State-Certified General Appraiser in Florida and Georgia.

Chris J. Kohler – Senior Appraiser – holds a B.S. degree in Real Estate and Finance from The Florida State University. Chris is a State-Certified General Appraiser.

Randall J. Planthaber – Senior Appraiser – holds a B.S. degree in Real Estate and Finance from The Florida State University. Randall is a State-Registered Trainee Appraiser.

Mike W. Nelson – Associate Appraiser – holds a B.S. degree in Real Estate and a B.A. degree in Spanish and Finance from The Florida State University. Mike is a State-Registered Trainee Appraiser.

John N. Miller – Associate Appraiser – holds a B.S. degree in Real Estate and Finance from The Florida State University. John is a State-Registered Trainee Appraiser.

John D. Cordova – Associate Appraiser – holds a M.S. degree in Sports Administration from The University of Florida and a B.S. degree in Finance from The University of Florida. John is State-Registered Trainee Appraiser.

Rita Cortez – Analyst – holds a B.S. degree in Business Administration from The University of South Florida.

Stephen Palinkas — Analyst — holds a B.S. degree in Marketing from The University of South Florida.

Lara Leigh Beckwith—Analyst – holds a B.S. degree in Real Estate and Marketing from The Florida State University.

Jeff Wayman — Analyst — holds a B.A. degree in English from The University of South Florida.

Regina Forbes – Senior Review Appraiser – holds a B.S. degree in Finance from The University of Florida. Regina is a State-Certified General Appraiser.

Valerie Nash Gregory – Senior Market Analyst – holds a B.S. degree in Consumer Economics from The University of Georgia. Valerie is a State-Certified General Appraiser.

Beshears & Associates specializes in:

Commercial Property Valuation— Our firm ranges from the valuation of individual properties to large, diverse national portfolios. Property types appraised include: apartments, condominiums, hotels, industrial, office, retail properties, and service stations. In addition, we have extensive experience appraising unique property types including Heavy Manufacturing Facilities, Port Properties, Railroads, and other specialized industrial properties.

Petroleum Valuation Group—Our firm specializes in the appraisal of auto facilities. We have appraised over 275 auto service facilities throughout Florida and the Midwest. Assignments include large portfolios of convenience stores and self-service gas stations as well as tire and service center facilities. We have appraised proposed super-pumper service stations and convenience stores as well as smaller, older service stations, truck stops and truck repair facilities. Our firm analyzes the real estate, and equipment and separates business valuation components.

Consulting & Feasibility Services—Our unique commercial real estate experience allows us to provide a wide range of comprehensive consulting services. Previous consulting assignments include a disposition and sale strategy for a 1,000 acre office park; determining alternative development strategies for a 450 acre mixed-use park; student housing feasibility studies at major universities as well as low income housing feasibility studies to determine if additional housing units were needed.

Geographic Coverage—Our centrally located Tampa office allows our firm to cover the entire State of Florida. Approximately 90% of our work is contained from Naples to Tallahassee along the I-75 corridor and east along the Interstate 4 corridor to Orlando and the Space Coast. Our firm has appraised properties throughout the State of Florida, with occasional assignments throughout the United States.

Office Market Overview (Over 15,000 SF) (continued from Page 1)

square foot for full service leases. Rental rates have steadily increased during 2005 and this trend is expected to continue in 2006.

Of the 122 sales we tracked, 45 were located in the Orlando MSA. These sales ranged from \$44.32 to \$381.11 per square foot with an average price per square foot of \$134.26. Capitalization rates ranged from 6.40 percent to 9.67 percent with an average of 8.08 percent and a median of 8.00 percent.

Overall, the Orlando MSA Office Market is strong and is expected to remain strong throughout 2006 with increasing lease rates, low vacancy rates and a positive net absorption.

The following tables outline vacancy, availability and net absorption for the Tampa Bay and Orlando MSA's.

Source: CB Richard Ellis 3rd Quarter 2005.

