The Huntsville commercial real estate market was resilient throughout the COVID-19 outbreak of 2020. While all sectors were immediately impacted by the rolling and confusing shutdowns, the market has stabilized and recovered quite well in a short period of time.

The number of employees working from home increased dramatically in 2020 and this change might have lasting effects as companies re-think their office operations. The Huntsville office market still managed to net positive absorption of 972,501 sf and a vacancy rate of 9.26%, the lowest in several years. Most of the positive activity has taken place at the Redstone Gateway project.

The increase in e-commerce distribution during the pandemic accelerated the industrial sector as more projects, including a 1.1 million sf Amazon Distribution Center, were announced to the area. The vacancy rate (4.98%) is at the lowest level in more than a decade. The industrial sector has seen 2.5 million sf of positive absorption in the last two years and construction is booming with greater than one-million sf of new, speculative space under construction to help meet the demands of a growing industrial base.

Land prices continue to escalate across all sectors. Prices in the CBD remain above $50 psf as the area remains a prime spot for renovation and/or new construction. Industrial land prices have increased dramatically in the Greenbrier area, catching up with the spike in activity. Retail and multi-family land prices remain strong.
INDUSTRIAL OVERVIEW
HUNTSVILLE INDUSTRIAL OVERVIEW

Vacancy for Huntsville’s industrial market decreased in 2020 to 4.98%, marking the lowest rate the Huntsville Industrial market has seen since 2008.

Vacancy is still above the national rate of 4.60%. Average rental rates nationwide increased 6.3% to $8.24 per sf while the Huntsville market also saw an increase in rents. Asking rates for new Class-A industrial office are close to $7.00 per sf. Low supply and high costs of new construction will continue to drive rents upward.

New construction for industrial buildings increased sharply to 264 million sf, up 9.55% over 2019. More than 1,000,000 sf of non-user owned industrial products were announced or under construction in the Huntsville market.

The Huntsville market had positive absorption of 1.2 million sf in 2020, which equates to a net positive absorption of three million sf in the last two years. Nationwide absorption was 223 million sf with 104 million sf absorbed in the 4th quarter. Nationally, 48 transactions were completed for facilities of one million sf or more.

Land prices for industrial projects continue to increase, especially in the Greenbrier and Spacegate areas. Land is now selling for more than $50k per acre in most submarkets.

The investment market for industrial product was again one of the top performing sectors with an average national cap rate of 6.25%. Investors are searching beyond the large, Tier I and II cities for investment deals and that has lowered cap rates in Tier III cites like Huntsville. In fact, there were a couple of industrial trades in the Huntsville market in 2020 that were sold for below a 7% cap. The outlook remains bullish for the industrial sector as finance rates remain low and demand for the e-commerce product remains high.
ANNOUNCEMENTS OF NOTE IN 2020:
The Covid-19 Pandemic increased the demand and needs for e-commerce companies and buildings. The expected industrial absorption for 2022 is 333 million sf which is triple the absorption now. The Huntsville market, coupled with the growth around the Mazda Toyota plant, is now beginning to feel the impact of these changes.

- More than 1.2 million sf of speculative industrial space was announced or under construction, with greater than 750k sf in the Greenbrier submarket.
- Prices have increased for new construction which will drive rental rates up.
- Huntsville has many new developers and owners in the market now.

INDUSTRIAL ABSORPTION
2020: 1,272,271 SQUARE FEET ↓ 327,729 SQUARE FEET

<table>
<thead>
<tr>
<th>YEAR</th>
<th>SQUARE FEET</th>
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<tr>
<td>2016</td>
<td>1,272,271</td>
</tr>
<tr>
<td>2017</td>
<td>0</td>
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<td>2018</td>
<td>327,729</td>
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<td>2020</td>
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VACANCY RATES

<table>
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<tr>
<th>MARKET</th>
<th>SINGLE TENANT</th>
<th>MULTI TENANT</th>
<th>OVERALL</th>
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<tbody>
<tr>
<td>Jetplex</td>
<td>11.31%</td>
<td>2.32%</td>
<td>8.39%</td>
</tr>
<tr>
<td>North</td>
<td>Central</td>
<td>0.73%</td>
<td>0.07%</td>
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<tr>
<td>Chase</td>
<td>6.63%</td>
<td>1.89%</td>
<td>6.48%</td>
</tr>
<tr>
<td>Greenbrier</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
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</table>

INDUSTRIAL ABSORPTION

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<th></th>
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<tbody>
<tr>
<td>Single Tenant</td>
<td>20,922,702 SF</td>
<td>996,203 SF</td>
<td>5.70%</td>
<td>5%</td>
<td>7.87%</td>
<td>4.72%</td>
<td>4.70%</td>
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<tr>
<td>Multi-Tenant</td>
<td>4,876,575 SF</td>
<td>445,430 SF</td>
<td>1.89%</td>
<td>9.40%</td>
<td>6.87%</td>
<td>10.20%</td>
<td>14.28%</td>
</tr>
<tr>
<td>Total Industrial</td>
<td>25,799,277 SF</td>
<td>1,441,633 SF</td>
<td>4.98%</td>
<td>5.84%</td>
<td>7.64%</td>
<td>5.97%</td>
<td>6.86%</td>
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</tbody>
</table>
JETPLEX INDUSTRIAL MARKET
Vacancy for Jetplex Industrial Park increased slightly in 2020 to 8.39%, up from the previous year’s 7.10% rate. Vacancy for the Jetplex area remains low with the largest vacancy found in the former 796k sf Remington plant.

Jetplex Industrial Park is Huntsville’s largest industrial base, representing 43% of the Huntsville industrial market, and comprised of several smaller markets that surround Huntsville International Airport and the Intermodal Center. Jetplex Industrial Park contains 1,470 acres and offers Foreign Trade Zone #83, U.S. Customs Port of Entry and interstate access via I-565. Jetplex South Industrial Park contains 1,400 acres and is located just south of Jetplex Industrial Park. Lowe Industrial Park is a 900-acre park originally designed to encompass the growth of Intergraph Corporation.

[ 11.2 MILLION SF TOTAL ]
OVERALL VACANCY  8.39%
SINGLE TENANT     11.21%
MULTI-TENANT     2.32%

Recent developments in the Jetplex Industrial Market:

- The 550,000 sf former Navistar plant is now 100% leased. The building was vacated in 2017 and sold to an out of town investor.
- Remington exited their 796,000 sf building on Wall Triana Highway. The 200 year old firearm manufacturing company declared bankruptcy and vacated buildings in Huntsville, AL and Madison, North Carolina.
- Shamrock Investors began construction on a 116,000 sf building on James Record Road. The building offers 32-foot clear ceilings and is located 1.5 miles from I-565.

Major area tenants include: Navistar, Kohler, SES, & Georgia Pacific.
NORTH/CENTRAL INDUSTRIAL MARKET

Facebook Huntsville Data Center
Vacancy for the North/Central Huntsville industrial market fell sharply to 0.17% in 2020, down from the 7.20% posted in 2019. Several large blocks of space were leased, and a couple of buildings that were under construction were completed and occupied. The North/Central Huntsville industrial market is comprised of 5.37 million sf and represents 21% of the total Huntsville industrial market.

North Huntsville Industrial Park added several large buildings to its inventory, including the 900,000 sf Facebook data center and the 136,000 sf Aerojet facility. The area provides good access to North Alabama and Southern Tennessee. The tenant mix in the area consists of companies in the automobile industry, defense, and local and national service companies.

Current occupancy is driven by the leasing activity, with the recent success of large blocks of space.

Recent developments in the North/Central Industrial Market:

- The 300 Diamond Drive building was leased by Kohler and SAIC. The building is 300,000 sf and is now 100% leased.
- Blue Origin opened its new 350,000 sf rocket engine manufacturing plant in Cummings Research Park West. The building was built to provide the main engines for the Vulcan Centaur that the United Launch Alliance is building in Decatur, Alabama.
- Yulista occupied space at its new 126,000 sf facility at Redstone Gateway. The new building will be used for warehouse and distribution, including some space for kitting operations.

Major area tenants include: Toyota, Aerojet Rocketdyne, Blue Origin, and Dynetics.
CHASE INDUSTRIAL MARKET

120, 130, and 150 Vintage Drive
Vacancy in Chase Industrial Park held steady at 6.48% in 2020. A large block of space, the 1.3 million sf former Cinram building, will be added to the market in August of 2021; vacancy numbers are expected to increase drastically by EOY 2021.

Chase represents 22% of the entire Huntsville industrial market and was developed by the Madison County Commission. Chase Industrial Park is comprised mostly of single tenant employers. Situated on 1,700 acres in northeast Huntsville, only 50 acres remain available for new development. Products manufactured in the park include automobile supplies, plastic products, and home building supplies.

Recent developments in the Chase Industrial Park:

- The 1.3 million sf former Cinram plant on Moores Mill Road was put on the market for $43,000,000 or $31.57 per sf. The building sits on 161 acres, is fully air conditioned and has more than 600k sf of 42-foot clear warehouse space.
- 130 Vintage Drive building, a 277,883 sf industrial building that was formerly part of the Qualitest Campus, sold for $19,900,000 or a 6.75% cap rate. The building is currently leased by Leidos.

Major area tenants include: J and J South Central, Cinram, PPG Industries, Mitchell Plastics, Hart & Cooley, Kommerling, and Schwarze Industries.
GREENBRIER INDUSTRIAL MARKET

Mazda/Toyota Manufacturing USA Plant.
The Greenbrier area is in an ideal location for companies that have logistic and transportation needs in the North Alabama and Southeastern markets. Interstate I-65 and I-565 intersect near Greenbrier and serve as a key access point for companies in the automotive, services and defense industries. Rail access is available in the area. Vacancy is currently at 0%. Several new construction projects, including the Mazda Toyota plant, will raise the total sf in the area to more than 6 million sf in a couple of years. Most companies located in the area are generally in the automotive, services, and transportation industries.

Recent developments in the Greenbrier Industrial Park:

- Hollingsworth Companies held a groundbreaking for a new 404,738 sf industrial building in SouthPoint Business Park. This is the 11th building developed in the park which, once completed, will have more than 1.9 million sf of industrial space.
- The TPA Group announced plans to build a 213,000 sf building on Mooresville Road. The building is estimated for completion in September and will offer 32’ clear height and excess land for outside storage or truck parking.
- Intersect Development Group closed on a 47-acre tract of land on which it will build a planned 400,000 sf industrial park. The first building will be 144,500 sf and construction is expected to be completed in 2021.

Major area tenants include: GE Aviation, Target, Fed Ex.
OFFICE OVERVIEW
HUNTSVILLE OFFICE OVERVIEW

Vacancy rates for the Huntsville office market fell slightly in 2020 to 9.26%, down from the prior year’s 10.40%. Vacancy has fallen now for five straight years from the 19.31% registered in 2015.

Several new office construction projects are underway in the CRP submarket as part of a consolidation effort for defense related companies.

The office market had positive absorption of 972,501 sf in 2020. The Huntsville market has experienced more than 2.6 million sf of positive absorption since 2017. Most of the newly leased space is located in Redstone Gateway and Cummings Research Park (CRP). The Redstone Gateway project has grown to more than 1.3 million sf of office, industrial, and retail space.

Vacancies were down in the Jetplex/Madison and CRP submarkets, but up in the Central Business District (CBD). CRP is the area’s largest submarket, and vacancy fell to 6.99% from the prior year’s rate of 8.14%. The CBD vacancy increased to 14.5% while the Jetplex/Madison market decreased to 14.06%. Most vacancies in all three submarkets are located in older, Class-C buildings that might be candidates for a redevelopment project.

New construction in Huntsville has been active in all sectors, especially in the Redstone Gateway development. A couple of new office building projects were announced for the CBD, and several redevelopment projects are underway that include a large office component.

Rental rates have increased in the Huntsville market for Class-A and B space. Class-A space now leases in the low to mid $20.00 psf range (full service) while Class-B space generally leases in the $18.50 psf to low $20.00 psf range. Annual rent increases average 2% to 3% and free rent is not being offered as much as in the past.
Office Announcements of Note in 2020

Redstone Arsenal was selected as the preferred headquarters for the new Space Command program. Huntsville was chosen over six other sites that compared infrastructure, community support, and costs. The decision is pending results from an environmental impact analysis. The project would employ 1,400 people once fully operational. Redstone Arsenal employs more than 40,000 employees to serve 65 various federal agencies on the base.

The Redstone Gateway project has grown dramatically during the last three years and now has more than 1.3 million sf of office, warehouse, and retail space on its campus. The project has fourteen properties and is 100% leased at this time. The average age of the buildings is five years old. Three new building projects are under development that will offer 156k sf of space once completed. The tenant mix includes Boeing, Yulista, DRS, Cummings Aerospace, and Spaces.
CENTRAL BUSINESS DISTRICT
OFFICE MARKET
The Huntsville downtown/central business district (CBD) office market consists of approximately three and half million sf and is dominated by the business and health sectors including law firms, banking, accounting, and real estate companies. City, county, and government employees also make the CBD their home.

Vacancy in the CBD increased slightly to 14.55%, up from the previous year’s 14.13% rate. Construction has been active with four new hotels, two multi-family projects, two new office buildings, and a large parking deck slated to be complete by 2022. The need for additional Class-A office space is beginning to be met with a couple of new office building offerings. Land prices continue to appreciate with recent sales over $50 psf.

**Recent developments in the Central Business District Office Market:**

- The 67,000 sf Redstone Federal Credit Union building on Davis Circle completed construction in late 2020. The building will be home to Redstone's mortgage, insurance, and investment services business units.
- The two Wells Fargo buildings located on Franklin Street and Madison Street were sold to a local investment group. Wells Fargo will remain in the office building. The owners will look for a new tenant to backfill the existing branch building.
- The former Law Library located at 205 Eastside Square sold to a local LLC for $128 per sf. The building is 12,600 sf and features three floors of open office space and a basement.
- The 220,000 sf Lincoln Mill was purchased by a local team of investors and will undergo a redevelopment project that will include painting, additional parking and lighting, updated elevators, and other tenant specific improvements. The building was originally built in 1900 and was the office to many of the early NASA engineers.

**Major area tenants include:** Regions Bank, Bryant Bank, The City of Huntsville, BB&T, Lanier Ford Attorneys at Law, Bradley, and Huntsville Hospital.
JETPLEX/MADISON OFFICE MARKET
Vacancy for the Jetplex/Madison office market decreased in 2020 to 14.06%, down from the previous year’s 20.15% rate. Vacancy rates in Madison have now dropped five years in a row.

Madison is one of the fastest growing cities in the state of Alabama and the demand for medical and business services remains strong. Many medically related office and financial services buildings have been built in the Madison market in the last three years. Both Crestwood and Huntsville Hospital have a presence in Madison.

Recent developments in the Jetplex/Madison Office Market:

- The multi-use development along Highway 72 has plans for a 350,000 sf medical office building. Retail, multi-family, and residential construction has already begun at the development.

- Development on County Line Road continues to accelerate with a large amount of announced retail transactions and a new 10,000 sf medical building under construction. 12205 County Line Road, a 25,400 sf medical building constructed in 2008 sold for $130 per sf.

Major area tenants include: Palco, Intergraph, Boeing, Huntsville Hospital, and Progress Bank.
Established in 1962, Cummings Research Park (CRP) is one of the largest and most-respected research parks in the world. Since its inception CRP has grown to become the second-largest science and technology park in the U.S. and fourth-largest in the world.

CRP, as shown here, encompasses 3,843 acres and includes nearly 12 million square feet of administration, laboratory, research and development, classroom and manufacturing space.

Approx. 310 acres of land are available for development in CRP West. In order to stimulate economic development and investment, the price of land per acre in CRP is significantly lower than adjacent property, providing an attractive incentive for new and expanding companies.

Land parcels in CRP West range from four acres (minimum) to 18 acres, but may also be reconfigured to meet company requirements. For each parcel, the City of Huntsville will complete basic site preparation including road access, curbing, drainage, telecommunications, and utilities to the site.

CummingsResearchPark.com
CUMMINGS RESEARCH PARK
OFFICE MARKET

Redstone Gateway
The Cummings Research Park (CRP) submarket remained steady as vacancy rates decreased to 6.99% down from the previous year’s 8.14%. Multi-tenant vacancy increased to 13.13% while single tenant vacancy fell to 4.25%.

Many companies in CRP are defense-related and depend on the government for the funding of military projects. Many of the companies in CRP have expanded their footprint in the last three years, and money allocated for defense programs has improved.

CRP is the largest office market in Huntsville with more than twelve million sf, representing greater than 70% of the total Huntsville office market. Cummings Research Park is the second largest research park in the United States, encompassing 3,843 acres. Only 430 acres remain for future development. The range of companies in the park includes Fortune 500 companies, local entrepreneurial start-ups, biotechnology and defense related firms.

Most companies in CRP act in a support role to meet various demands for military installations located on Redstone Arsenal. Redstone is home to the U.S. Army Aviation and Missile Command (AMCOM), the Space and Missile Defense Command, numerous Program Executive Offices (PEO), and major components of the Defense Intelligence Agency and the Missile Defense Agency.

Recent developments in the Jetplex/Madison Office Market:

- The plans for the new 8,000 capacity amphitheater development were approved. Construction will begin in 2021 with plans to be opened in 2022. The amphitheater is a key component for the MidCity Development which now includes Topgolf, Dave & Buster’s, REI Co-Op, and the newly announced Trader Joe’s.

- A six-property office portfolio sold for $83 million to an out of town investment group. The portfolio consists of more than one million sf of Class-A and B office space and includes the Northrop Grumman building in CRP and the Regions building in the CBD. The buildings were 97% occupied at the time of the sale.

- Yulista moved into its new headquarter buildings in Redstone Gateway. The company consolidated multiple office and industrial locations in CRP and Jetplex into more than 364,000 sf of newly built office, R & D, and warehouse space at Redstone Gateway.

- Construction for the Alabama School of Cyber Technology and Engineering (ASCTE) began at the intersection of Bradford Drive and Wynn Drive. The school will open at Oakwood University in the fall of 2021, then move into the new facility upon completion which is slated for summer of 2022. ASCTE is a state-level magnet school that will specialize in the integration of cyber technology and engineering.

Major area tenants include: Dynetics, Adtran, Northrop Grumman, Lockheed Martin, and numerous other high-tech companies.
Graham & Company has a market-leading office platform with bolstered development capabilities. Graham’s client-centric philosophy and growth-oriented approach as well as a shared culture of teamwork, integrity, and service position it to offer “best-in-class” real estate services.
DEVELOPMENT/CONSULTING
Graham & Company’s development group assembles and works closely with teams of architects, engineers, and contractors to create both build-to suit as well as speculative developments. Graham’s development group also procures financing, negotiates leases, and establishes property management systems for its development projects. Graham has been involved in the development of industrial properties, office buildings, office/service centers, and office building rehabilitation projects throughout the Southeast.

BROKERAGE
Graham & Company’s brokerage division provides sales and leasing services in four key sectors of commercial real estate: office, industrial, land, and investment. Graham agents consistently rank among the best in their prospective markets. However, it’s not the numbers that reflect the Graham way, it’s the ability to examine each deal through the eyes and sensibilities of its clients that separates Graham from the other industry leaders.

INVESTMENT SALES
In addition to brokerage and development, Graham & Company offers investment sales services. Our in-house team has the experience and capability to produce quality offering memorandums, actively market assets for sale, source potential investors, and successfully navigate the closing process.
CORPORATE SERVICES

Brokerage
Representing clients in the negotiation, structuring, and execution of leases

Build-to-Suit Process
Develop custom properties and facilities to meet our client’s needs

Construction Management
Consulting, oversight, and project management of various build outs/construction projects

Valuation Services
Broker opinions of value, and other financial models to better help you make wise and advantageous real estate decisions
Graham & Company serves corporate and institutional clients by offering a comprehensive platform of real estate services across geographic locations and property types.

**Facilities Management**
Lease administration, portfolio management, site management, etc.

**Strategic Planning**
Developing plans to harmonize strategic business goals with property and facility decisions.

**Real Estate Tax Consulting**
Negotiating appropriate tax valuations for existing or new properties.

**Debt Solutions**
Leveraging debt relations to negotiate optimal terms for new acquisitions or existing properties.
GRAHAM TRANSACTIONS

**2308 Meridian Street**
Huntsville, AL
**160,000 SF**
Graham represented the buyer in purchasing this multi-building storage warehouse facility.

*George Twitty, Jr.*

**130 Vintage Drive**
Huntsville, AL
**277,883 SF**
Graham represented both the landlord and tenant in leasing this industrial facility.

*Bart Smith, CCIM, SIOR*

*Jeremy D. Pope, CCIM, SIOR*

**3414 Governors Drive**
Huntsville, AL
**9,806 SF**
Graham represented Performance Drone Works in leasing office space at Stovehouse.

*Bart Smith, CCIM, SIOR*

**2313 Whitesburg Drive**
Huntsville, AL
**4,000 SF**
Graham represented the buyer in purchasing this facility for medical use.

*George Twitty, Jr.*

**912 Winchester Road**
Huntsville, AL
**10,952 SF**
Graham represented the owner in the disposition of this industrial facility.

*George Twitty, Jr.*

**5323 Endeavor Way**
Tanner, AL
**252,800 SF**
Graham represented Custom Assembly in its lease of this industrial facility.

*Jeremy D. Pope, CCIM, SIOR*
2094/2100 Fisher Street
Huntsville, AL
16,421 SF
Graham represented the owner in the disposition of this industrial facility.
*George Twitty, Jr.*

355 Quality Circle
Huntsville, AL
58,883 SF
Graham represented Dynetics in leasing this industrial facility.
*Bart Smith, CCIM, SIOR*

409 Madison Street & 408 Franklin Street, Huntsville, AL
17,816 SF
Graham represented the owner in the disposition of this office facility in downtown Huntsville.
*Bart Smith, CCIM, SIOR
*Tyler Fanning, SIOR*

1000 James Record Road
Huntsville, AL
124,097 SF
Graham represented the landlord in leasing this industrial facility to UPS.
*Jeremy D. Pope, CCIM, SIOR*

905 James Record Road
Huntsville, AL
67,285 SF
Graham represented the landlord in leasing this industrial space to JIT Services.
*Jeremy D. Pope, CCIM, SIOR*

905 James Record Road
Huntsville, AL
49,325 SF
Graham represented the landlord in leasing this industrial space to High Sec Labs.
*Jeremy D. Pope, CCIM, SIOR*
1241 Gnat Pond Road
Leighton, AL
47,500 SF
Graham represented the owner in the disposition of this industrial facility.
Jeremy D. Pope, CCIM, SIOR

495 Production Avenue
Madison, AL
19,200 SF
Graham represented the landlord in leasing this space to GigaParts.
Jeremy D. Pope, CCIM, SIOR

25025 Chase Farm Boulevard,
Madison, AL
8.74 Acres
Graham represented Penske in purchasing this industrial land site in the Greenbrier area.
Tyler Fanning, SIOR

Oakwood Road
Huntsville, AL
2.35 Acres
Graham represented the buyer in purchasing this land site.
Tyler Fanning, SIOR
AVAILABILITIES

MERIDIAN STREET
HUNTSVILLE, AL

AVAILABILITY: 5,000 SF - 50,000 SF
• Storage warehouse facility
• Yard space available

George Twitty, Jr.
georgett@grahamcompany.com

LEASE

140 SPARKMAN DRIVE
HUNTSVILLE, AL

AVAILABILITY: Up to 219,000 SF
• Industrial/flex campus within Cummings Research Park East
• Located within an Opportunity Zone

Bart Smith, CCIM, SIOR
barts@grahamcompany.com
Tyler Fanning, SIOR
tylerf@grahamcompany.com

LEASE

670 DISCOVERY DRIVE
HUNTSVILLE, AL

AVAILABILITY: 38,000 SF
• Located within Cummings Research Park West
• Situated on a 10-acre campus
• Additional pad site available

Bart Smith, CCIM, SIOR
barts@grahamcompany.com
Tyler Fanning, SIOR
tylerf@grahamcompany.com

LEASE

150 VINTAGE DRIVE
HUNTSVILLE, AL

AVAILABILITY: 269,981 SF
• Fully conditioned facility within Chase Industrial Park
• State-of-the-art cross dock facility
• 31’ clear height

Jeremy D. Pope, CCIM, SIOR
jeremyp@grahamcompany.com
SALE/LEASE

RUNWAY DISTRIBUTION

150 VINTAGE DRIVE
HUNTSVILLE, AL

RUNWAY DISTRIBUTION

23366 BIBB GARRETT ROAD
TANNER, AL

AVAILABILITY: Up to 305,760 SF
• Class-A industrial facility at the NW corner of I-65 & I-565
• Expandable by 200,000 SF
• Custom TI packages and incentives available

Bart Smith, CCIM, SIOR
barts@grahamcompany.com
Jeremy D. Pope, CCIM, SIOR
jeremyp@grahamcompany.com

LEASE
**MADISON BOULEVARD**
**MADISON, AL**

**AVAILABILITY:** 8.3 Contiguous Acres
- Convenient ingress/egress via traffic signal at Research Boulevard
- Highly visible location with frontage on Madison Boulevard
- Close proximity to Town Madison

**Tyler Fanning, SIOR**
tylerf@grahamcompany.com

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**135 WESTCHESTER DRIVE**
**MADISON, AL**

**AVAILABILITY:** 25,000 SF
- New and planned construction in the Jetplex area
- Located off Madison Blvd. just west of Wall Triana Hwy.

**Jeremy D. Pope, CCIM, SIOR**
jeremyp@grahamcompany.com

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**240 HIGHWAY 31**
**HARTSELLE, AL**

**AVAILABILITY:** 10,000 or 16,000 SF
- Retail opportunity
- Highly visible location with access from Hwy. 31 and Hwy. 36

**George Twitty, Jr.**
georgetj@grahamcompany.com

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**HIGHWAY 67 LAND**
**PRICEVILLE, AL**

**AVAILABILITY:** 20 Acres
- Excellent visibility along Hwy. 67
- Less than 1 mile from I-65

**George Twitty, Jr.**
georgetj@grahamcompany.com

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**600 COLLEGE STREET**
**ALBERTVILLE, AL**

**AVAILABILITY:** 17,766 SF
- Two-story office building less than 1 mile from Hwy. 431
- 3-phase power with 100 Kilowatt natural gas generator

**Tyler Fanning, SIOR**
tylerf@grahamcompany.com
565 LOGISTICS CENTER
HUNTSVILLE, AL
AVAILABILITY: Up to 144,750 SF
• Planned construction in the Greenbrier area; available 3Q 2021
• 32’ clear height
• 30 dock doors
Jeremy D. Pope, CCIM, SIOR
jeremyp@grahamcompany.com

PRODUCTION COURT
MADISON, AL
AVAILABILITY: 3 Acres
• Build-to-Suit opportunity
• Located in the Jetplex area
Jeremy D. Pope, CCIM, SIOR
jeremyp@grahamcompany.com

2860 DENTON ROAD
TUSCUMBIA, AL
AVAILABILITY: 10,487 SF
• Office/warehouse facility with 10-ton crane
• 1,200 amp 3-phase power
• Fenced yard area
George Twitty, Jr.
georget@grahamcompany.com

296 NICK FITCHEARD ROAD
HUNTSVILLE, AL
AVAILABILITY: 10,000 SF
• New construction in the Spacegate area
• 2 dock doors; 1 drive-in door
• 18’ - 21’ ceiling height
Jeremy D. Pope, CCIM, SIOR
jeremyp@grahamcompany.com

13800 MOORESVILLE ROAD
ATHENS, AL
AVAILABILITY: 60,000 SF
• Convenient access to Hwy. 72, I-65 & I-565
• Dock high and ground level loading
• Ample land to accommodate yard requirements
Jeremy D. Pope, CCIM, SIOR
jeremyp@grahamcompany.com

HIGHWAY 72 EAST LAND
HUNTSVILLE, AL
AVAILABILITY: 28 Acres
• Within the Huntsville city limits; zoned R2A (multi-family)
• Approved for 408 units
Bart Smith, CCIM, SIOR
barts@grahamcompany.com
GRAHAM & CO – HUNTSVILLE

BART SMITH, CCIM, SIOR
MANAGING BROKER
barts@grahamcompany.com

JOINED GRAHAM & COMPANY: 2002

AFFILIATIONS/HONORS:
- Certified Commercial Investment Member (CCIM) designation
- Society of Industrial & Office Realtors (SIOR) designation
- Alabama Commercial Real Estate Center (ACRE), Leadership Council
- Alabama CCIM Chapter, President of Board of Directors
- Huntsville Rotary Club
- Huntsville Land Trust – Board Member
- First Methodist Church – Board of Trustees

CLIENTS INCLUDE:
- Sanmina-SCI
- Northrop Grumman
- Cisco
- COPT
- Stanley Corporation
- Wells Fargo Securities
- DirecTV
- ATK
- MITRE
- Dynetics
- AEGON
- Orbital Sciences
- Booz Allen Hamilton
- MetLife
- Rockwell Collins

JEREMY D. POPE, CCIM, SIOR
SENIOR VICE PRESIDENT
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JOINED GRAHAM & COMPANY: 2000

AFFILIATIONS/HONORS:
- Certified Commercial Investment Member (CCIM) designation
- Society of Industrial & Office Realtors (SIOR) designation
- Member NAIOP – AL Chapter
- Huntsville/Madison County Convention & Visitors Bureau, Board Member

CLIENTS INCLUDE:
- AZ Technology
- Boneal Aerospace
- Custom Assembly
- Kaman International
- Parksite
- Space & Rocket Center
- 9 Round Fitness
- Intergraph
- Huntsville Hospital
- Kuehne & Nagel
- Harris Corporation
- International Truck & Engine

TYLER FANNING, SIOR
VICE PRESIDENT
tylerf@grahamcompany.com

JOINED GRAHAM & COMPANY: 2007

AFFILIATIONS/HONORS:
- Society of Industrial & Office Realtors (SIOR) designation
- CCIM Candidate (Certified Commercial Investment Member)
- Huntsville Rotaract Club, Member
- Huntsville Committee of 100 Young Professionals Initiative, Member
- Huntsville High School Wrestling Coach

CLIENTS INCLUDE:
- MITRE
- Prometric
- PNC Bank
- Aerospace Corporation
- Stephen Gould Corporation
- Wells Fargo Securities
- Southern Research
- DRS
- LBYD Engineering

GEORGE TWITTY, JR.
VICE PRESIDENT
georget@grahamcompany.com

JOINED GRAHAM & COMPANY: 2018

AFFILIATIONS/HONORS:
- Alabama Real Estate Salespersons License – 2018

CLIENTS INCLUDE:
- Sanmina-SCI
- Northrop Grumman
- Cisco
- COPT
- Stanley Corporation
- Wells Fargo Securities
- DirecTV
- ATK
- MITRE
- Dynetics
- AEGON
- Orbital Sciences
- Booz Allen Hamilton
- MetLife
- Rockwell Collins
ERIKA HARLESS
REAL ESTATE ASSISTANT
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JOINED GRAHAM & COMPANY: 2004

BLANCH ROGERS
PROPERTY MANAGER
blanchr@grahamcompany.com
JOINED GRAHAM & COMPANY: 2014

JASON BEACH
BUILDING ENGINEER
jasonb@grahamcompany.com
JOINED GRAHAM & COMPANY: 2020

JOHN WILLIAMS
BUILDING ENGINEER
johnw@grahamcompany.com
JOINED GRAHAM & COMPANY: 2020
ABOUT GRAHAM & COMPANY

Founded in 1978, Graham & Co is a full-service commercial real estate firm based in Birmingham, with offices in Birmingham and Huntsville, Alabama and the Gulf Coast, Florida. The company offers professional services including sales, leasing, property management, corporate services, consulting, investment, and development. In response to client demand, Graham has systematically extended its range of services and geographic reach, now serving clients throughout Alabama and several surrounding states.

COMMUNITY INVOLVEMENT

At Graham & Co we recognize that our clients can enhance the value of their property, business, and/or investment if the community in which they live, and work is vibrant and healthy. Graham and its employees continue to give back to the community in a number of ways including volunteering time and energy in support of a variety of community and social causes.

AFFILIATIONS

NAIOP—Commercial Real Estate Development Association
SIOR—Society of Industrial & Office Realtors
CCIM—Certified Commercial Investment Member
CRE—Counselors of Real Estate
IREM—Institute of Real Estate Management
LEED—Leadership in Energy and Environmental Design
ULI—Urban Land Institute

GRAHAM & COMPANY PERSONNEL

PRINCIPALS
Mike Graham, CPM, SIOR
Steve Graham, MAI, CRE

INDUSTRIAL GROUP
Jack Brown, SIOR
John Coleman, SIOR
Sonny Culp, SIOR
Ogden Deaton, SIOR
Courtney DeShazo
Joelle Rogers
Jordan Tubb, SIOR

INVESTMENT
Matthew Graham

MARKET RESEARCH ANALYST
Matt Rowan

DEVELOPMENT
Henry Graham II

CORPORATE SERVICES
Hayden Scott, MAI

FINANCE
Charlie Crane
Micia Hardaway
Janice Ivy
David Walker, CFO
Tana Welch

OFFICE GROUP
Walter Brown, SIOR
Sam Carroll IV, SIOR
Bo Grisham
Jerry Grant, CCIM
Matt Gilchrist
Lauren Limbaugh
Dan Lovell, SIOR, LEED AP
Charles H. Simpson

CLIENT SERVICES MANAGER
Christie Neely

GRAPHIC DESIGN
Joel Dorning

PROPERTY MANAGEMENT
Theresa Baker
Jacob Kines
Thomas Michael
Edward Nobinger, PA, FMA, CFM
Leslie Williamson

HUNTSVILLE OFFICE
Jason Beach
Tyler Fanning, SIOR
Erika Harless
Jeremy Pope, CCIM, SIOR
Blanch Rogers
Bart Smith, CCIM, SIOR
George Twitty, Jr.
John Williams

GULF COAST OFFICE
Jason Carnes
Kevin Williams, CCIM

RECEPTION
Eleanor Caver
Susan Plate
HUNTSVILLE | ALABAMA
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