



>> Kingsley Associates

Q4 2011 Industry Trends - Office

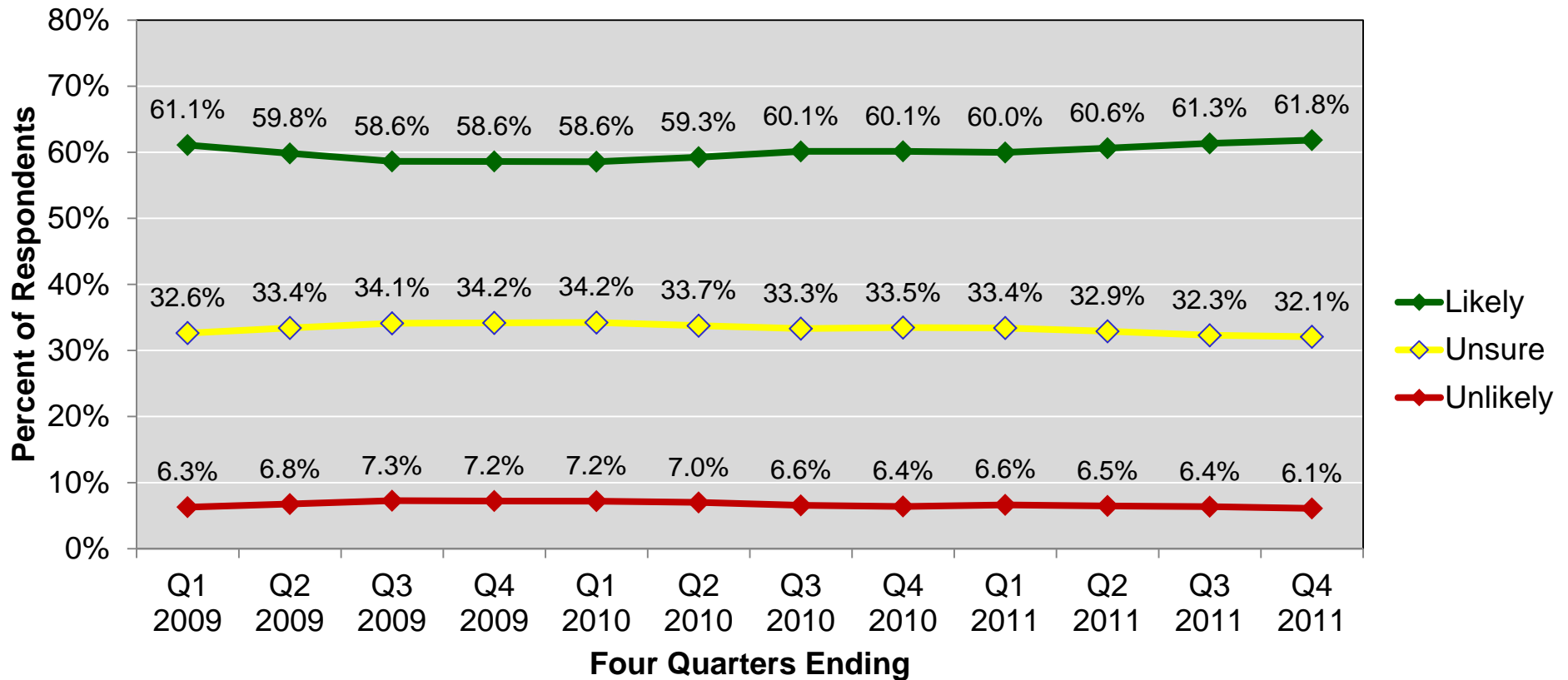
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Peggy Robinson, Vice President of Marketing
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>> Renewal Intent



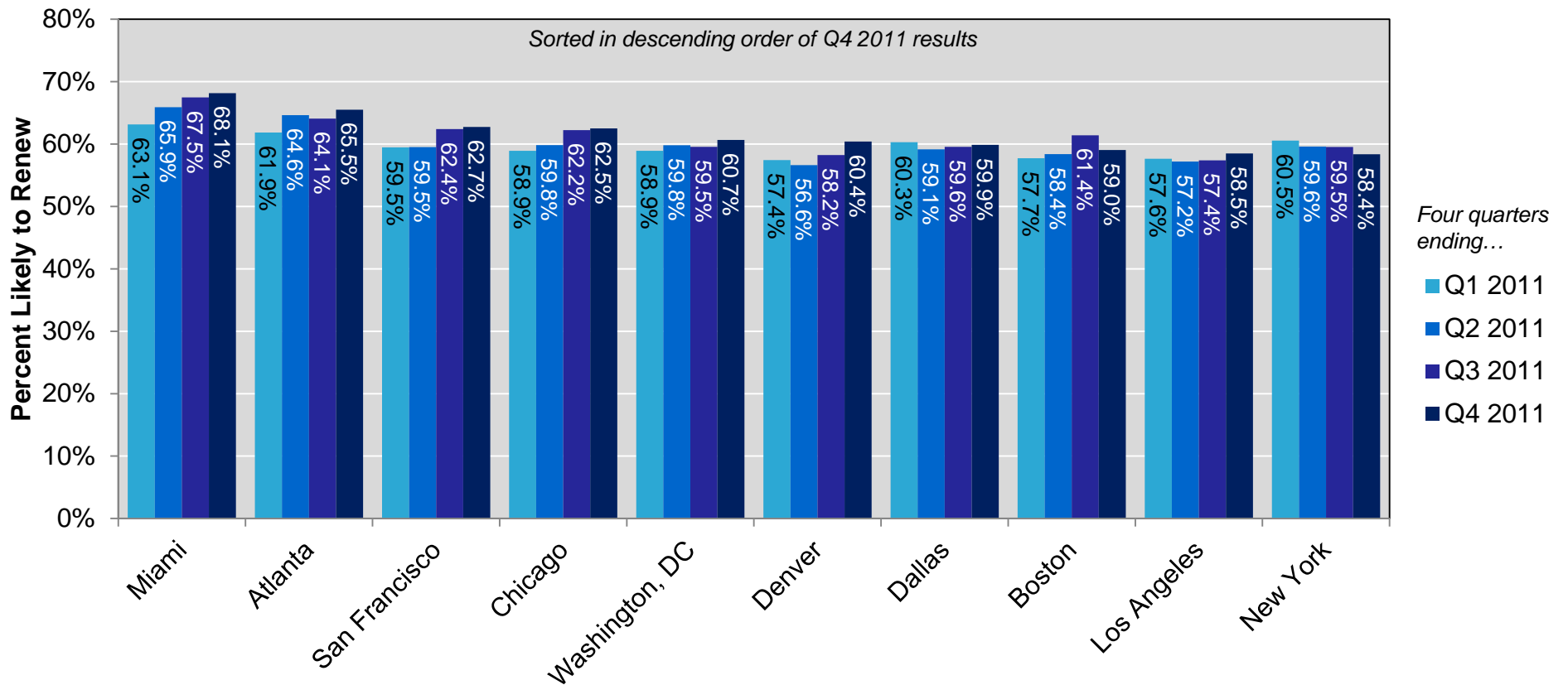
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>> Renewal Intent by Market



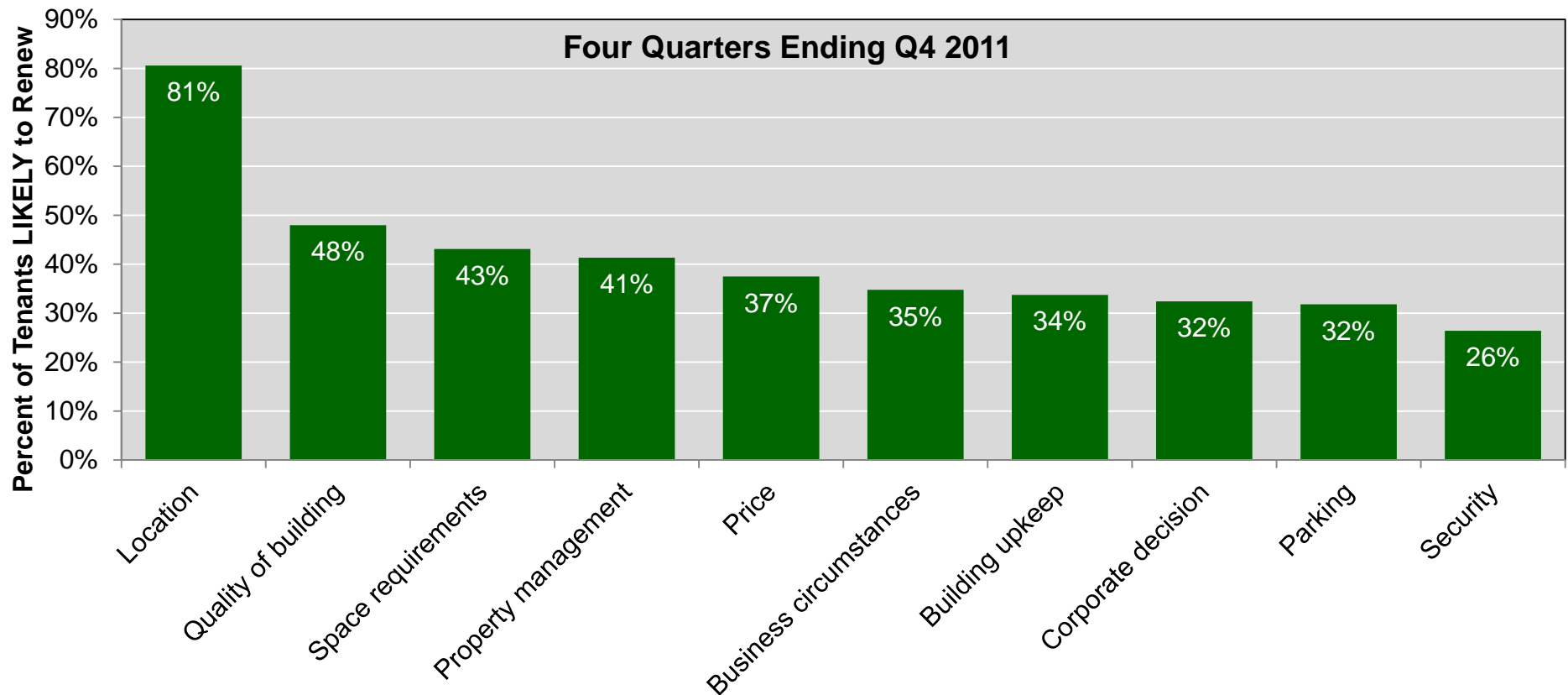
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>> Renewal Decision Factors – Tenants LIKELY to Renew



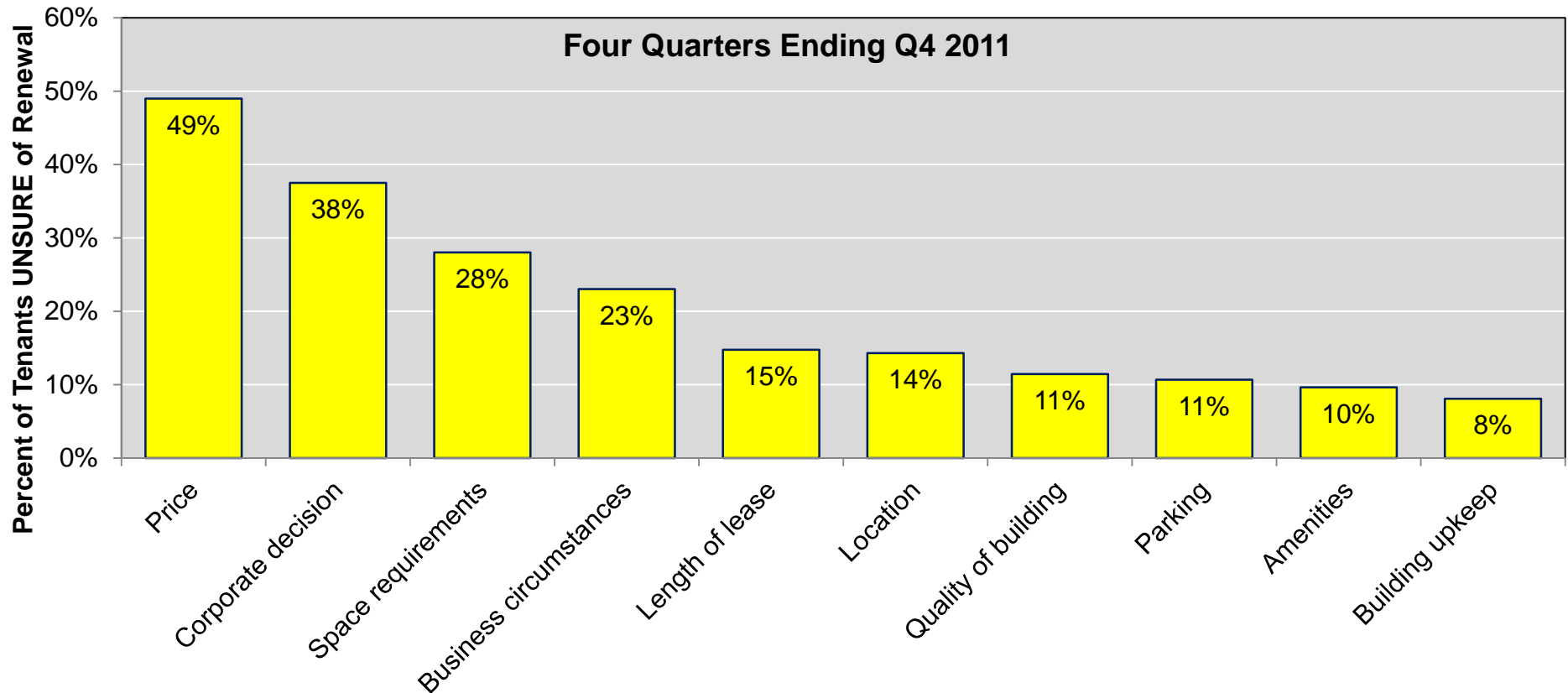
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>> Renewal Decision Factors – Tenants UNSURE of Renewal



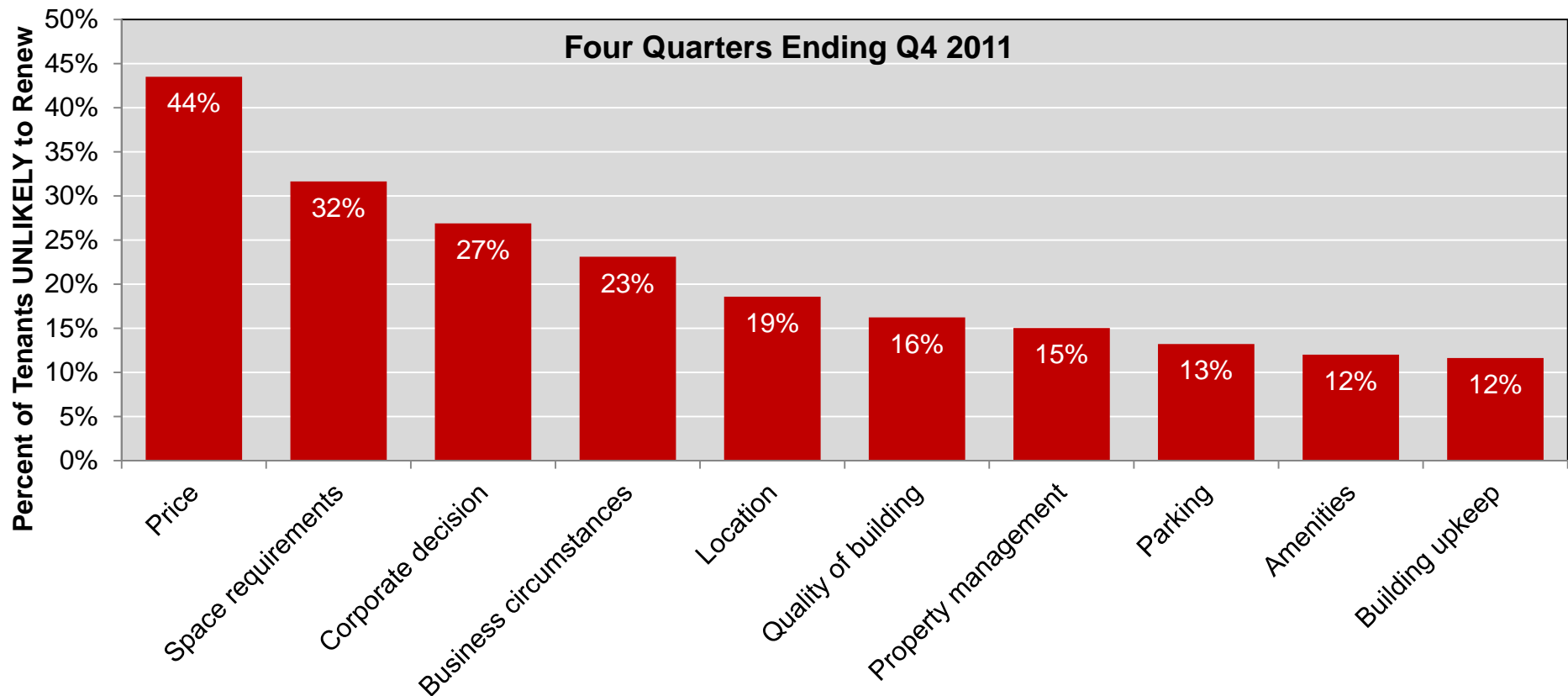
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>> Renewal Decision Factors – Tenants UNLIKELY to Renew



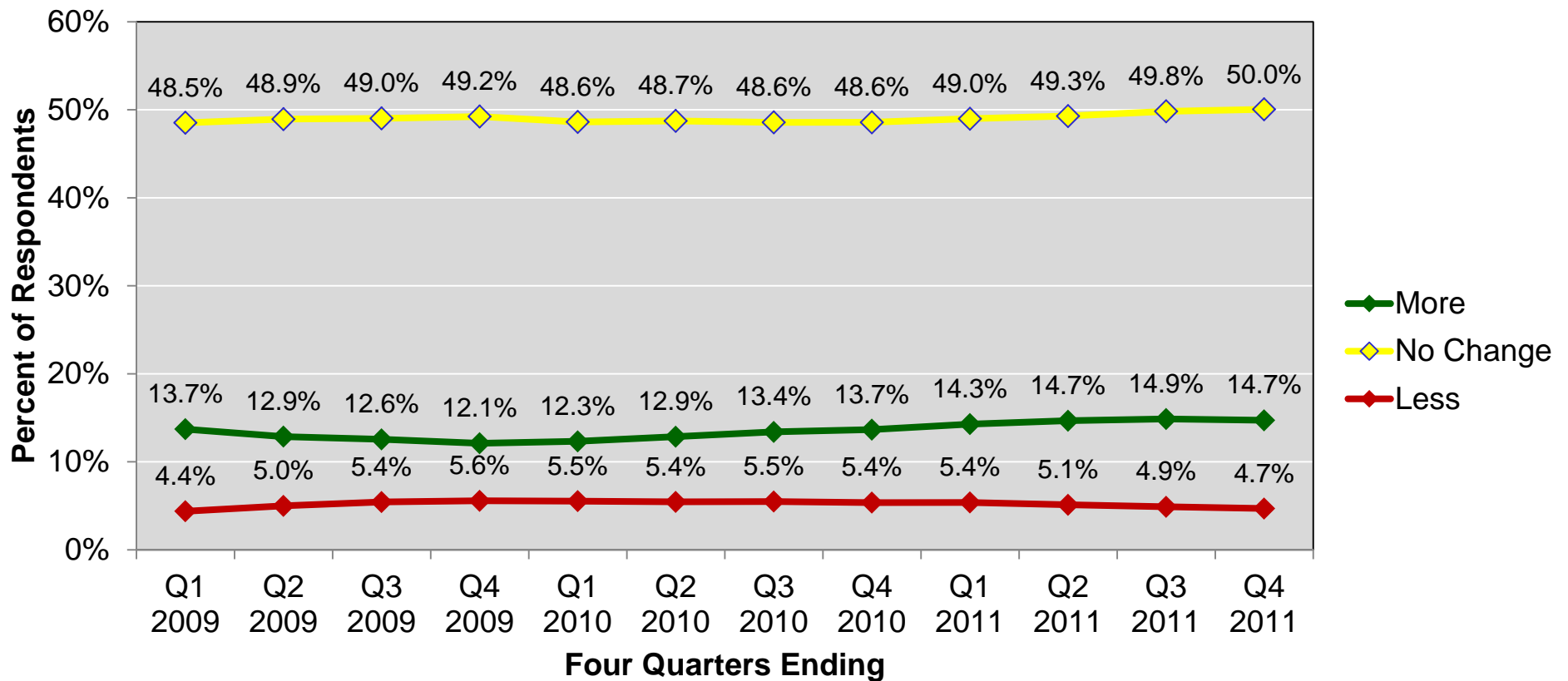
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>> Future Space Needs



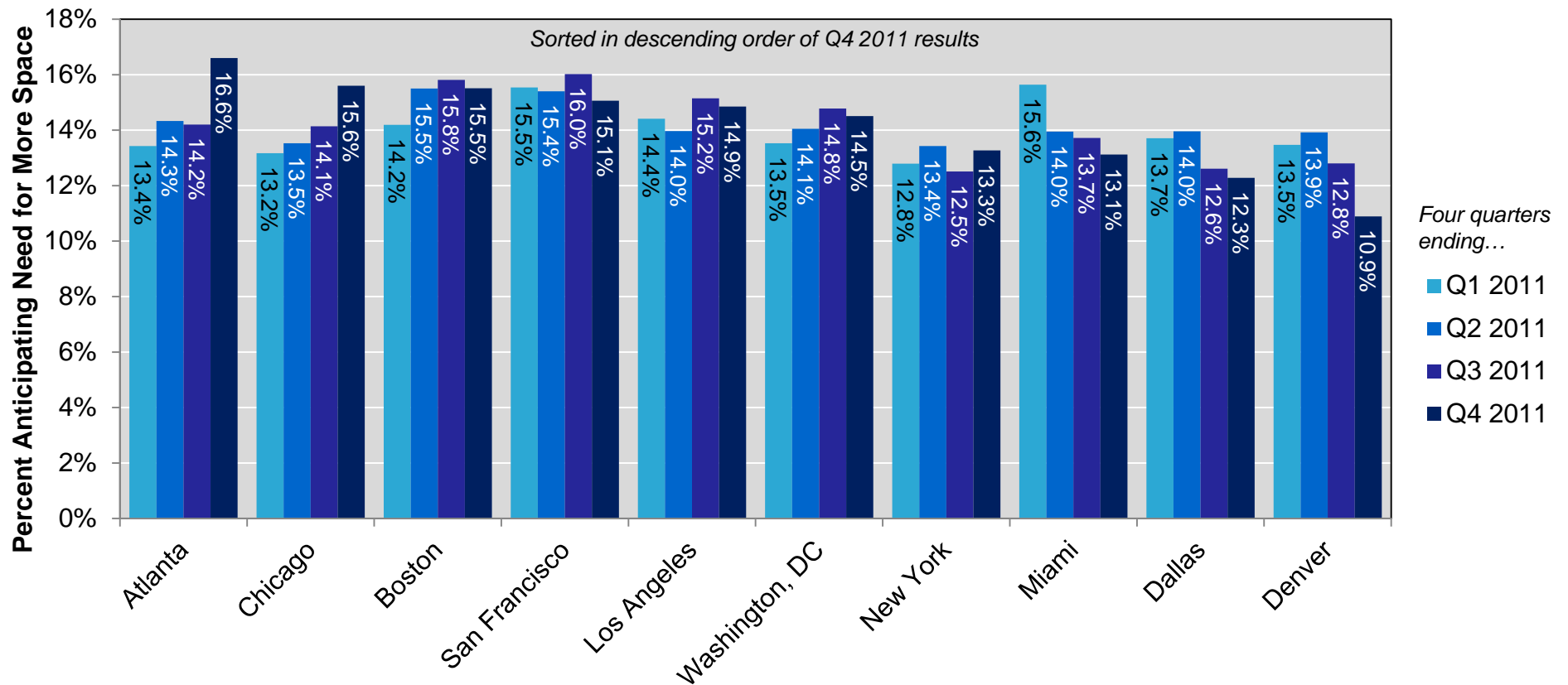
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>> Future Space Needs by Market



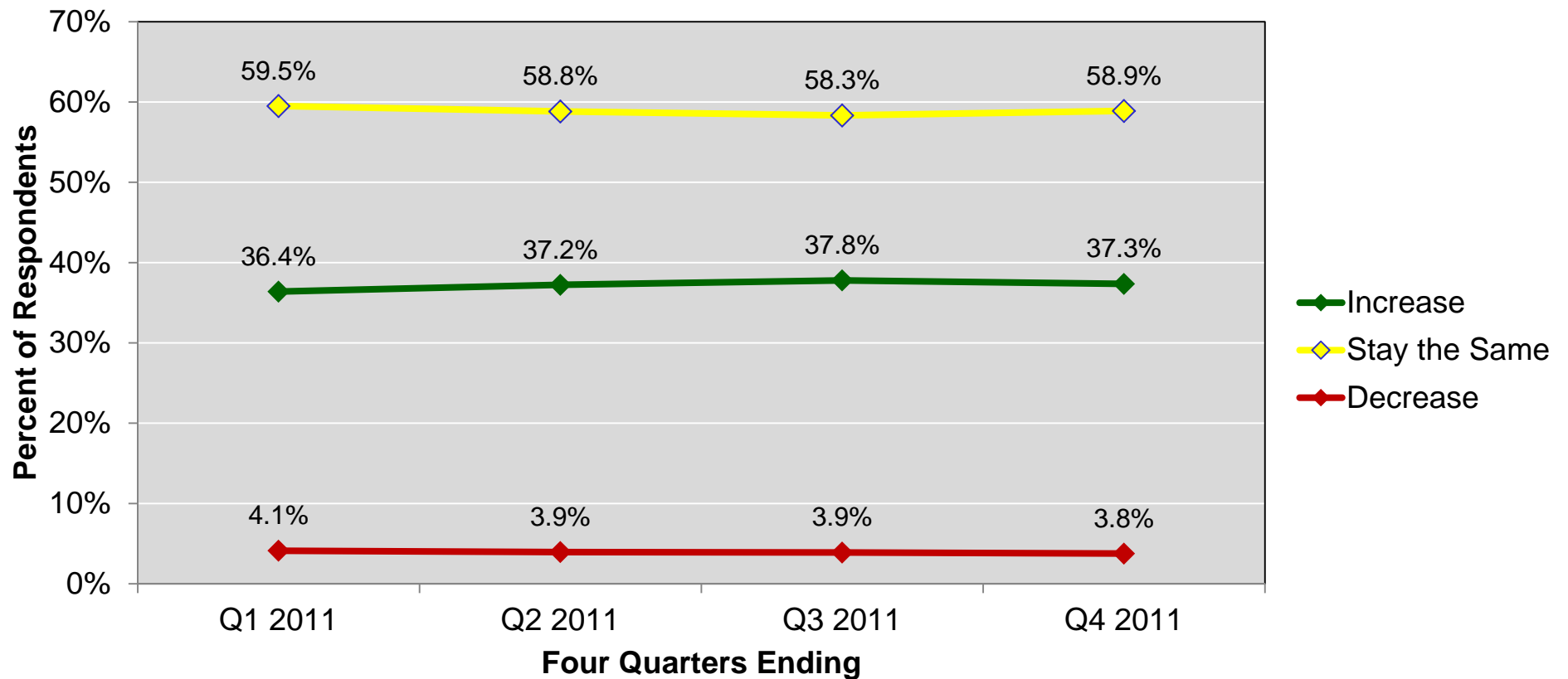
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>> Headcount Growth at Location



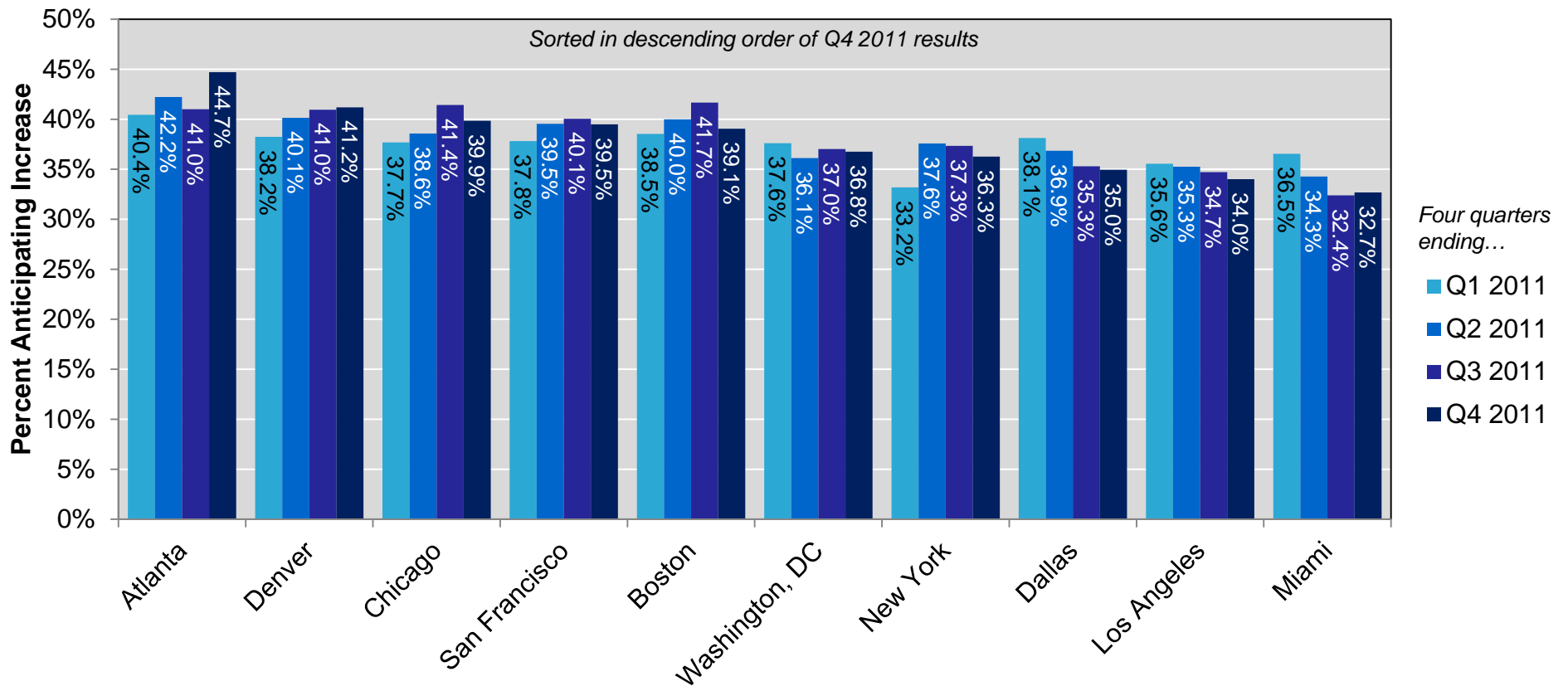
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>> Headcount Growth at Location by Market



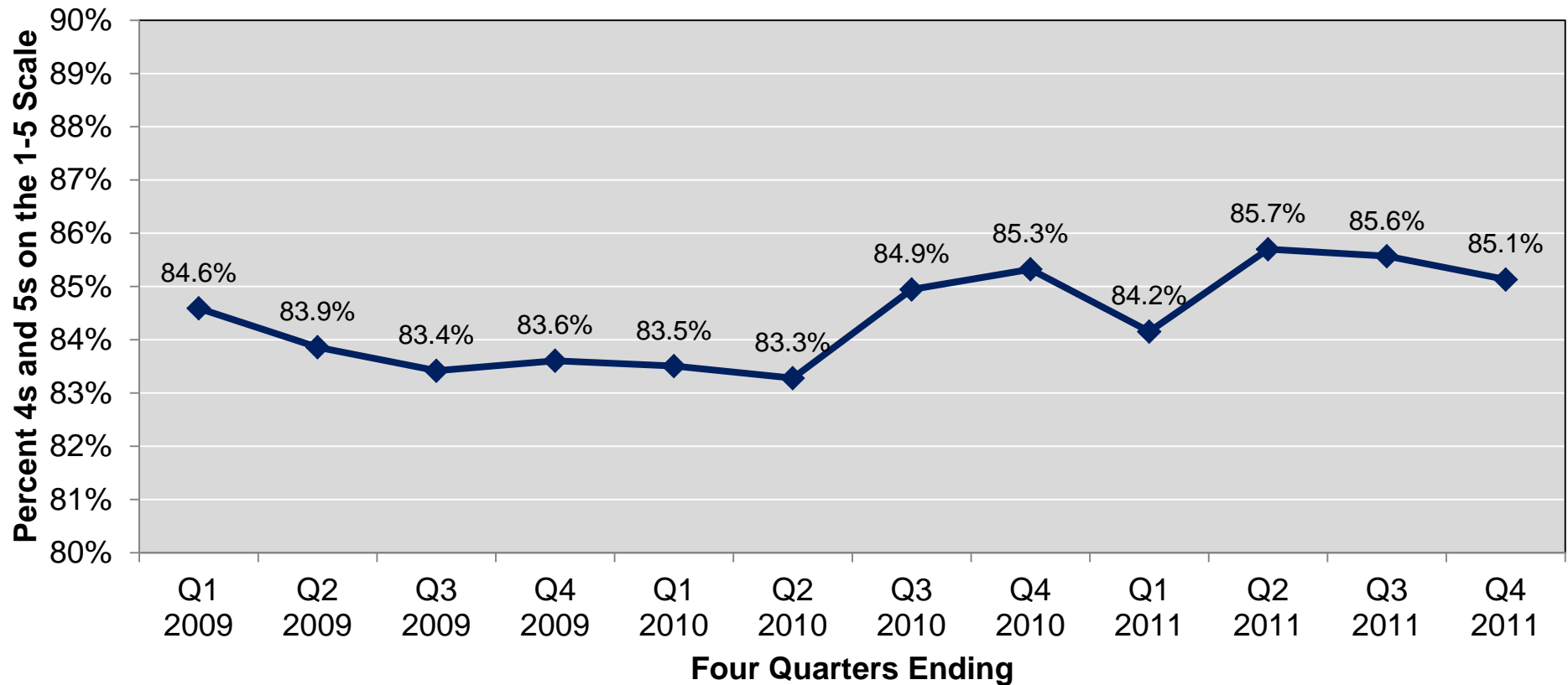
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>> Overall Tenant Satisfaction



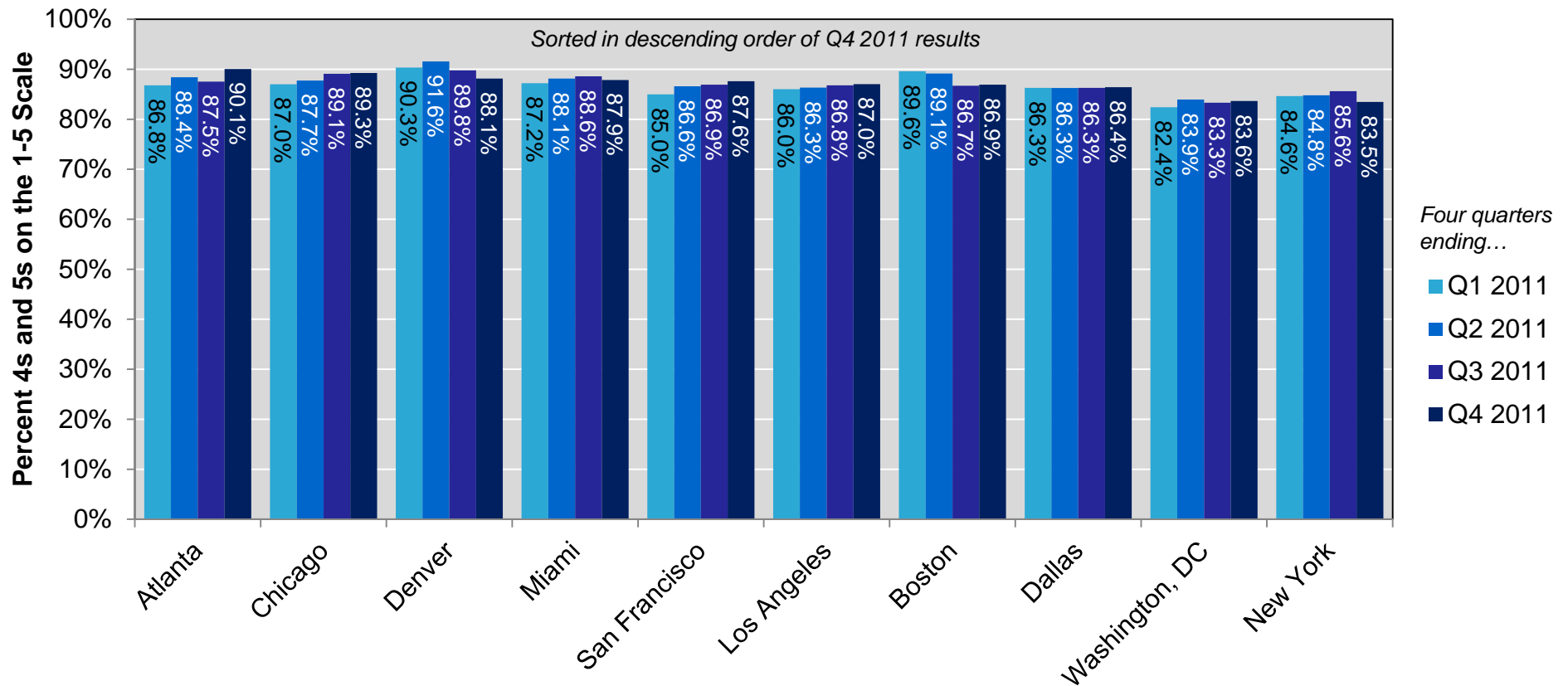
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>> Overall Tenant Satisfaction by Market



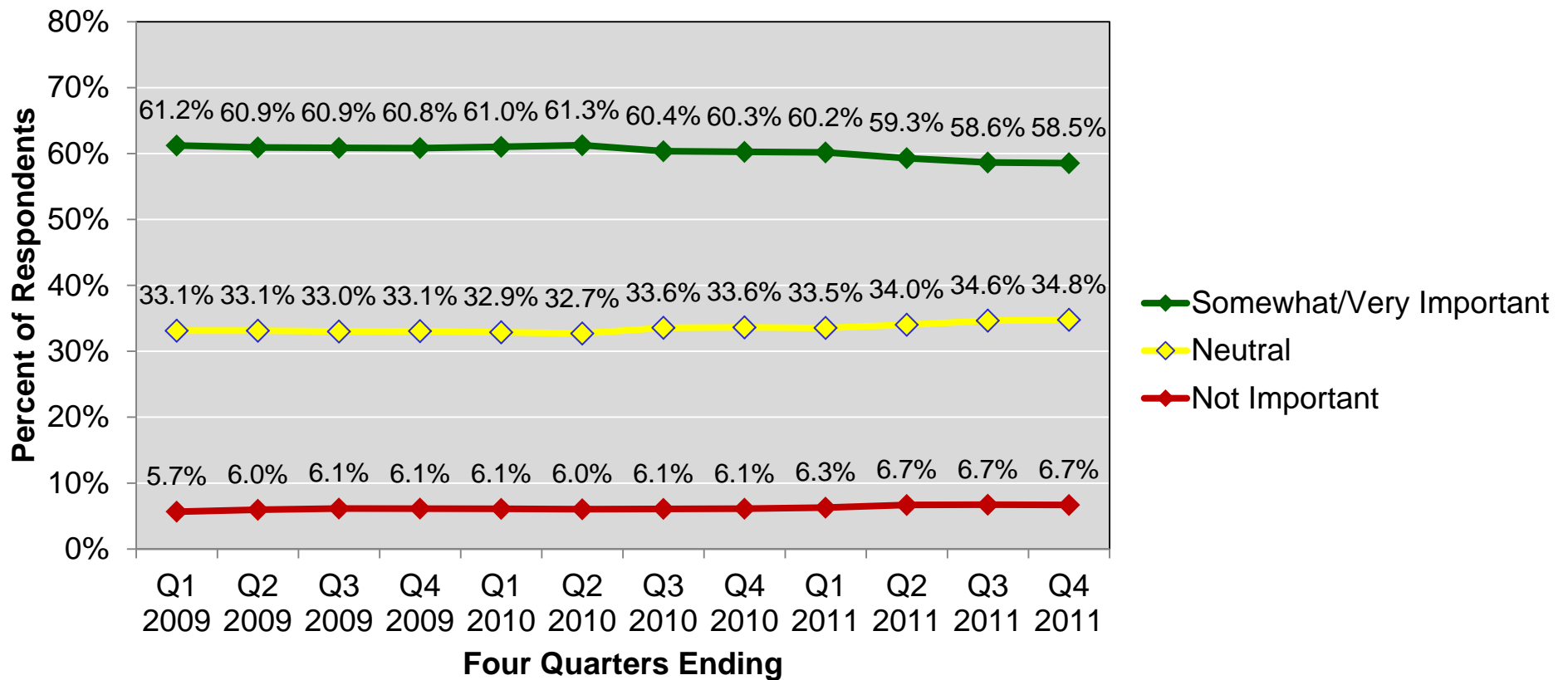
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>> Importance of Green Building Practices



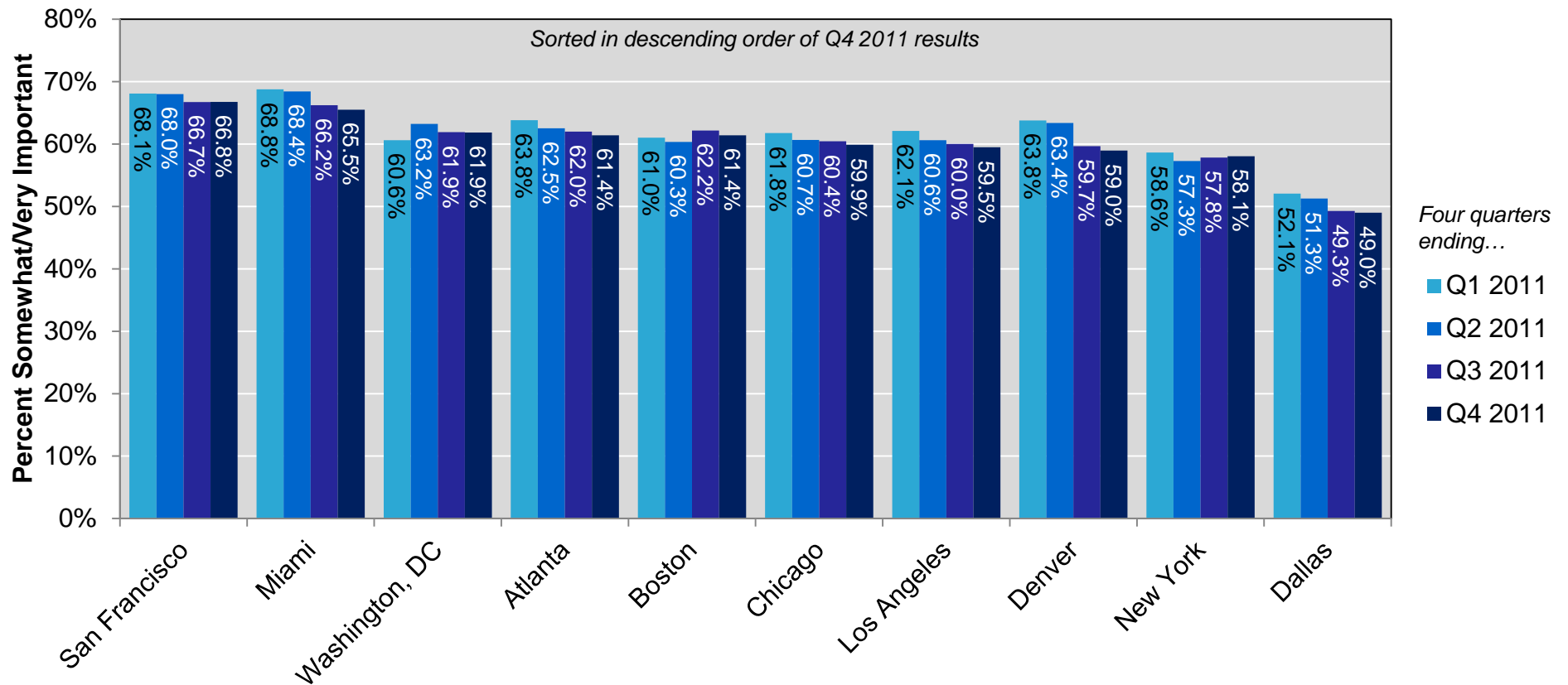
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>> Importance of Green by Market



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