

An aerial photograph of the New Orleans skyline is shown in the background. A large yellow rectangular box is overlaid on the left side of the image, containing the title text. The skyline includes various skyscrapers and the Louisiana Superdome, with a dense green forest in the foreground.

2018 GREATER NEW ORLEANS ANNUAL OFFICE MARKET REPORT

2018 OFFICE MARKET OVERVIEW

Corporate Realty, Inc. is proud to present our seventh annual Greater New Orleans Office Market Report.

We publish this report to give the reader a broad understanding of the Greater New Orleans office market as well as specific information about occupancy and rental rates of each office building that contains at least 20,000 rentable square feet (rsf). With data from 2012 - 2018, this report offers a snapshot of the current market and analyzes market trends. Most graphs in this report feature data from 2013, 2017 and 2018 to illustrate both immediate and long-term change.

In addition to this annual report, Corporate Realty publishes quarterly reports of the office market compiled by Bruce Sossaman. These reports can be found alongside previous annual reports at corp-realty.com.

Corporate Realty agents are consistently involved in the largest, most complex and most demanding real estate transactions and management assignments in this region, and we pride ourselves on having the top real estate professionals in the market.

To find out more about us and our services, visit us at corp-realty.com.

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GREATER NEW ORLEANS MARKET OVERVIEW

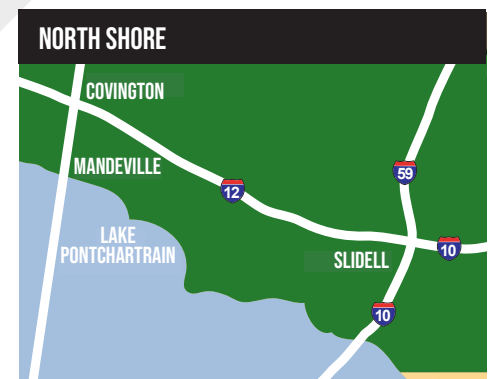
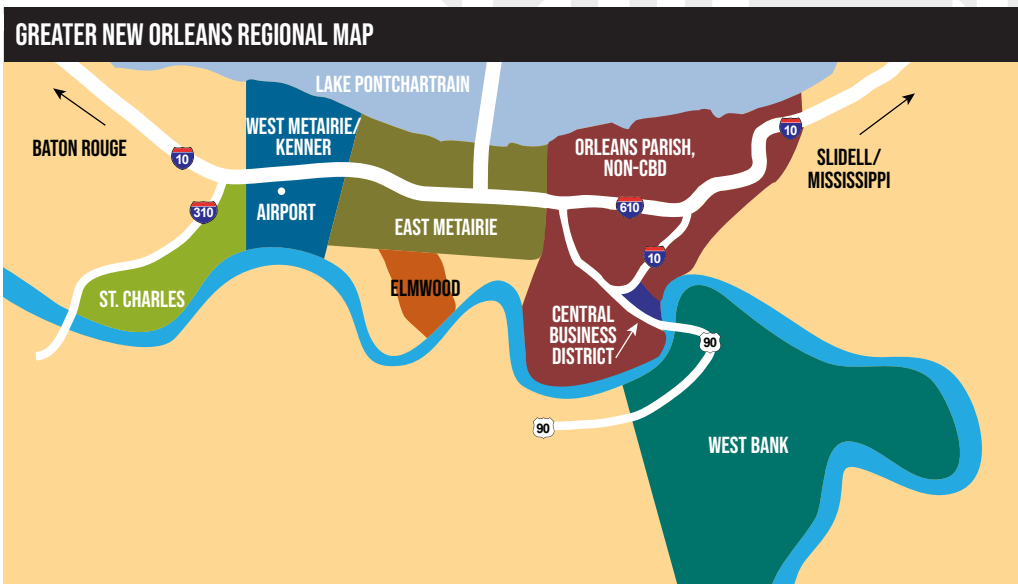


MICHAEL J. SIEGEL, PRESIDENT

2018 was another good-to-great year for commercial real estate in New Orleans in general.

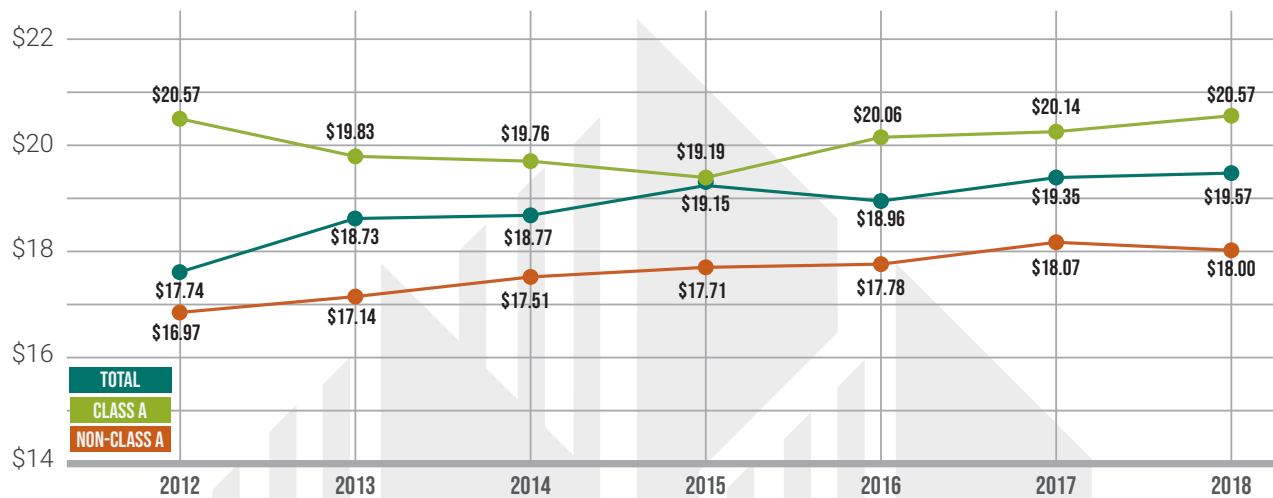
The multi-family market remained very strong with a number of projects under construction with many more on the drawing boards and likely to start in the next few years. The hotel market across the city was also extremely healthy with steady occupancy rates and growing ADRs (average daily rates). Several new hotels are under construction in the CBD, most notably the Four Seasons (in the former World Trade Center office building) and the Maison de la Luz (in the former Stone Pigman building at 546 Carondelet st). The industrial market has also been steady with virtually no new product and consistent demand. Retail development activity remains very strong with rental rates allowing for new construction. There is very positive demand in not only the suburban retail market, but also along Magazine Street uptown and even some new retail tenant demand in downtown New Orleans.

The only major commercial sector that has not shown real growth over the past decade is the New Orleans office market. That is not to say that the market has not shown some improvement and had some successes. The suburban office market has seen rents increase by a couple of dollars per square foot over the past decade. While there is more vacancy now than in the past few years, the suburban office market remains well-leased, diversified in terms of tenant mix, and has gradually increasing rents. The most positive aspect of the CBD office market, however, is that it has now reached equilibrium. The market has experienced close to two decades of a diminishing supply of office space due to demand from other sectors, primarily apartments, condominiums, and hotels. The end result is now a smaller but reasonably well-leased (87.36%) CBD Class A office market. The missing ingredient necessary for meaningful growth in CBD office rates is now new tenant demand; very simply, New Orleans needs more white-collar jobs to fill the vacant office space and allow landlords to increase rents. The region needs to build on its successes with DXC Technologies, GE, Accruent, Lucid, and others and attract more office space users to New Orleans. Business leaders need to take advantage of these successes and New Orleans' overall image on the national stage and proactively pursue companies to establish new offices in New Orleans. If this is accomplished, the benefit will not only be to the office market but to the apartment, condominium, retail, and hospitality sectors. More white collar jobs mean more people working and living in New Orleans and more money being spent throughout the community.

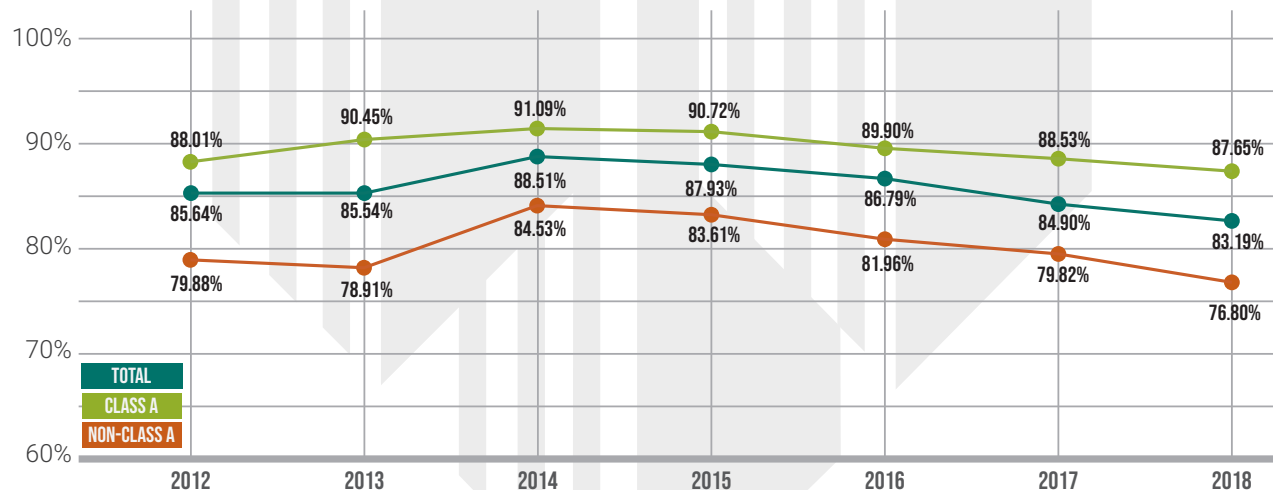


GREATER NEW ORLEANS OFFICE MARKET TRENDS

TOTAL AVERAGE RENTAL RATES

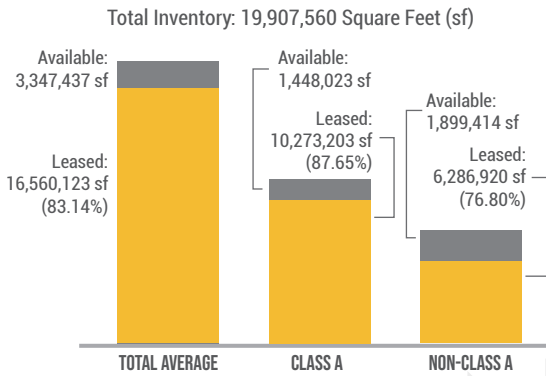


TOTAL AVERAGE OCCUPANCY RATES

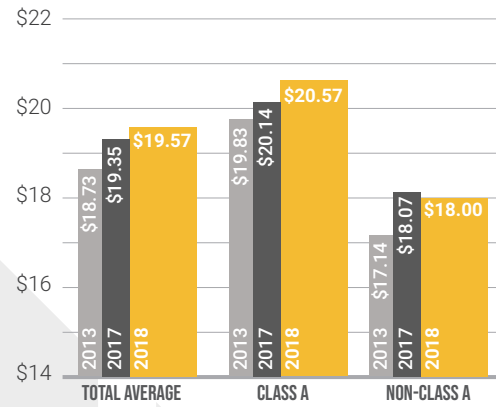


Note: The data was first collected for all submarkets in 2013.

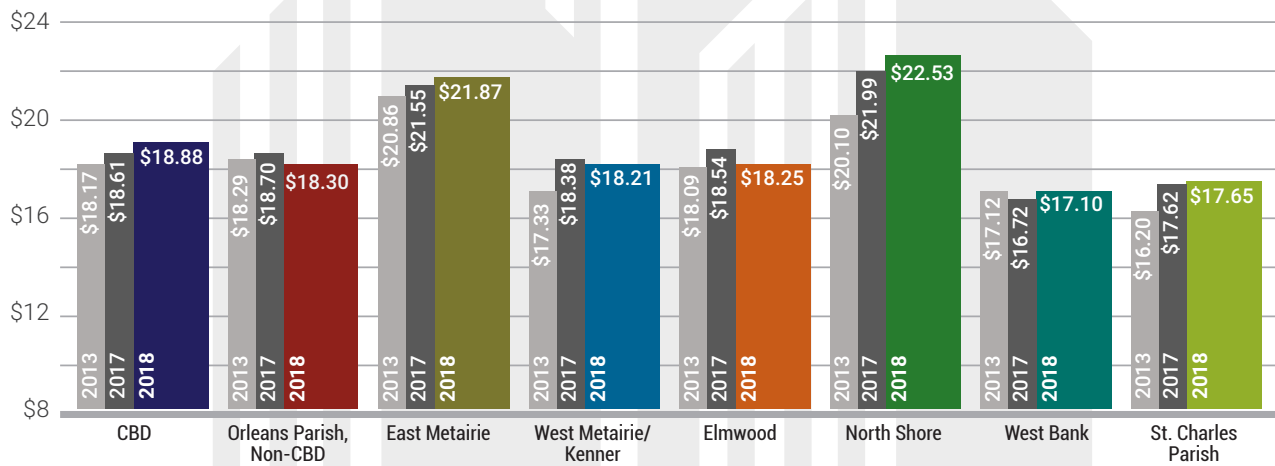
2018 TOTAL INVENTORY/TOTAL LEASED



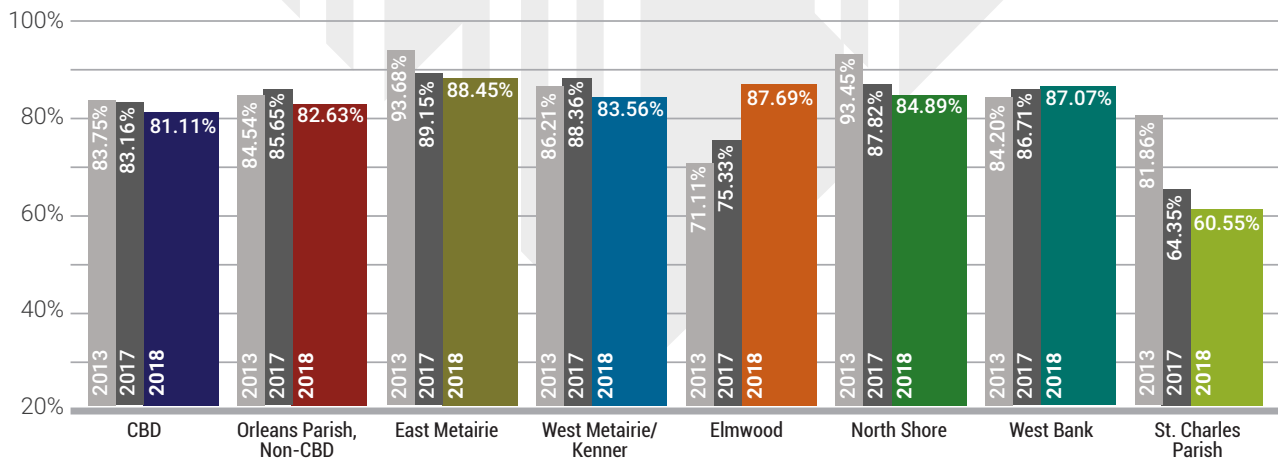
2018 TOTAL AVERAGE RENTAL RATES



2018 AVERAGE RENTAL RATES FOR SUBMARKETS (CLASS A & NON-CLASS A COMBINED)



2018 TOTAL COMBINED OCCUPANCY RATES FOR SUBMARKETS (CLASS A & NON-CLASS A COMBINED)



CENTRAL BUSINESS DISTRICT



The downtown New Orleans office market in 2018 was, as in past years, steady. Overall occupancy in the Class A buildings fell a minuscule 0.38% from 2017 to 87.36% in 2018. Quoted rates inched upwards. No major office buildings in the CBD sold in 2018. There were no new announcements of tenants moving into the market, no significant mergers of law firms or major collapses, and no multi-floor move-outs either.

In 2017, Hancock Whitney Bank announced a relocation of their office from the historic Whitney Bank Building to One Shell Square, which has since been renamed the Hancock Whitney Center. The company moved in 2018, allowing for their former building to be redeveloped. All tenants in the building were given notice to relocate no later than the spring of 2019. Many of these tenants are small, but have nonetheless relocated, or committed to relocations, into Class A properties. The largest of the displaced tenants, Helis Oil & Gas, will be moving to Place St. Charles in May of 2019. The Whitney Bank Building, a Non-Class A property, will be redeveloped into something other than an office building (most likely a hotel) in the coming years.

The Non-Class A CBD market in New Orleans has been reduced to approximately 2.3 million square feet (sf) as buildings are redeveloped into apartments or hotels. There is little demand for Non-Class A office space in downtown New Orleans as rates are highly affordable in the Class A properties, and the price differential is generally insignificant. The occupancy rate for Non-Class A buildings continues to decrease. The addition of the Four Winds* at 0% occupancy had a real impact on this rate.

The city has plans to redevelop Duncan Plaza, the park adjacent to City Hall which is diagonally across from the rear of the 1515 Poydras Building. Such a redevelopment could make this immediate area more attractive. Additionally, the bid for the redevelopment of Charity Hospital, which sits adjacent to this area, has been awarded and could be a catalyst for future demand. Unfortunately, these two redevelopment projects are still three to five years from completion, so the impact to the office buildings in the Superdome area office market will not be near-term.

**Note: The office space component of the Four Winds at 210 Baronne St. was added to the report this year. This mixed-use building was formerly the FNBC Building. 106,750 sf of office space became available in 2018.*

Pictured: First Bank and Trust Tower



BENNETT K. DAVIS

Co-working concepts continue to show interest in New Orleans. In 2017, the Domain Companies opened The Shop in the Contemporary Arts Center, and other co-working companies have been poking around the market for the last few years, but none have pulled the trigger yet. The dearth of non-traditional office buildings, which co-working spaces seem to desire, is making it difficult for these tenants to enter the marketplace. A shift of focus to more traditional office buildings could open the floodgates for the co-working community in New Orleans.

SIGNIFICANT LEASES OF 2018

400 POYDRAS TOWER

Irwin Fritchie renewed 43,646 square feet
Accruent leased 22,597 square feet

ENERGY CENTRE

Chaffe McCall renewed 37,762 square feet

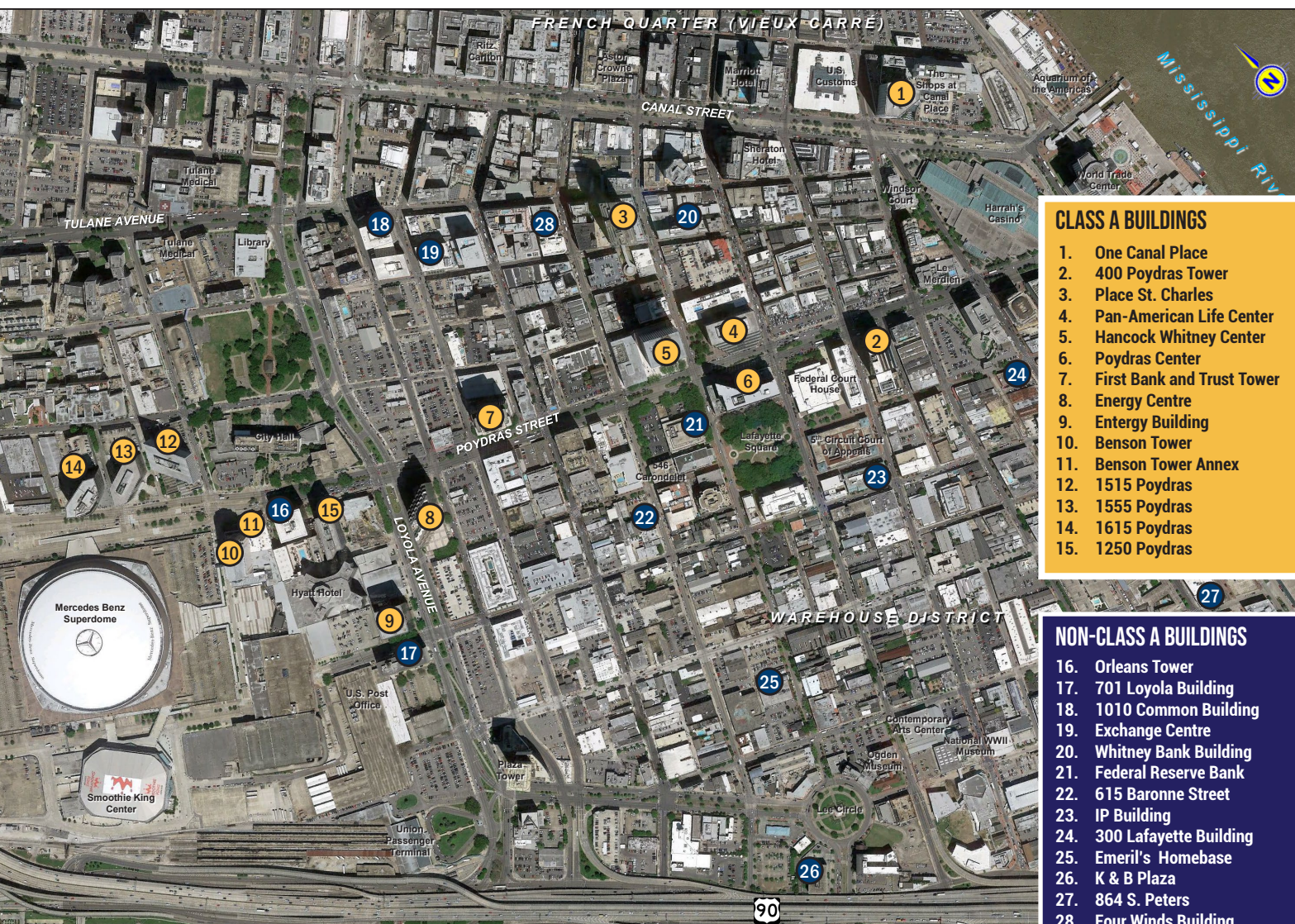
PLACE ST. CHARLES

Gordon Arata renewed 28,368 square feet
Helis Oil & Gas leased 24,633 square feet

THE HANCOCK WHITNEY CENTER

Liskow & Lewis renewed 75,477 square feet

CENTRAL BUSINESS DISTRICT OFFICE SUBMARKET



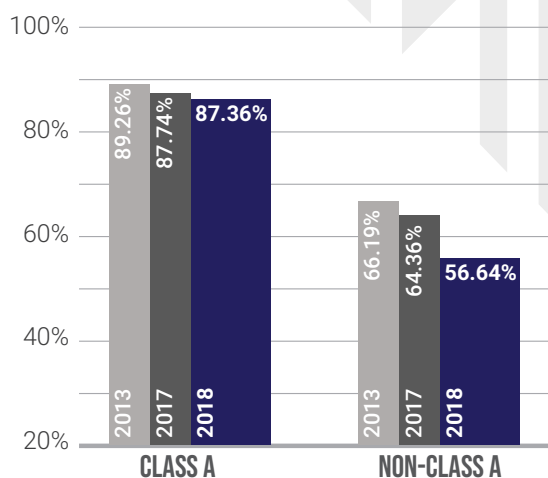
CLASS A BUILDINGS

1. One Canal Place
2. 400 Poydras Tower
3. Place St. Charles
4. Pan-American Life Center
5. Hancock Whitney Center
6. Poydras Center
7. First Bank and Trust Tower
8. Energy Centre
9. Entergy Building
10. Benson Tower
11. Benson Tower Annex
12. 1515 Poydras
13. 1555 Poydras
14. 1615 Poydras
15. 1250 Poydras

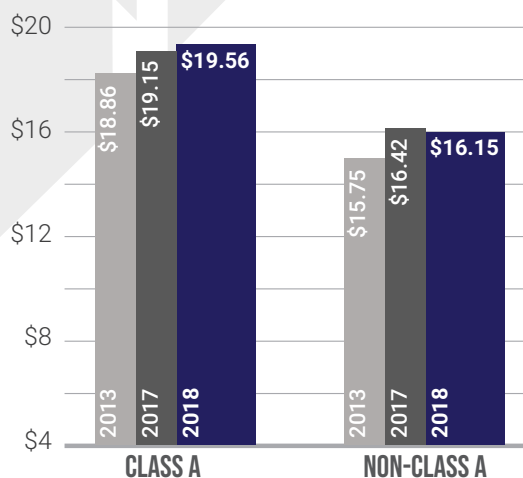
NON-CLASS A BUILDINGS

16. Orleans Tower
17. 701 Loyola Building
18. 1010 Common Building
19. Exchange Centre
20. Whitney Bank Building
21. Federal Reserve Bank
22. 615 Baronne Street
23. IP Building
24. 300 Lafayette Building
25. Emeril's Homebase
26. K & B Plaza
27. 864 S. Peters
28. Four Winds Building

2018 OCCUPANCY



2018 AVERAGE RENTAL RATES



CENTRAL BUSINESS DISTRICT CLASS A

| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | TOTAL RENTABLE SF | TOTAL RENTABLE SF AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|---|--------------------------|------------------------|----------------------|--------------------------------|-------------------|--------------------|--|--------------------------------|
| Hancock Whitney Center (formerly One Shell Square) 701 Poydras St. | 1972 | 31 | 1,256,991 | 90,225 | 93% | \$18.50 - \$20.00 | 50,000 | 0 |
| Place St. Charles 201 St. Charles Ave. | 1985 | 52 | 1,004,484 | 89,828 | 91% | \$21.00 - \$22.00 | 14,774 | 4,308 |
| Energy Centre 1100 Poydras St. | 1984 | 39 | 761,500 | 73,758 | 90% | \$19.50 - \$21.50 | 13,689 | 0 |
| Pan-American Life Center 601 Poydras St. | 1980 | 28 | 671,883 | 109,322 | 84% | \$19.00 | 38,160 | 27,231 |
| One Canal Place 365 Canal St. | 1979 | 32 | 630,581 | 105,896 | 83% | \$18.50 - \$19.50 | 30,000 | 3,624 |
| 400 Poydras Tower 400 Poydras St. | 1983 | 32 | 608,608 | 59,608 | 90% | \$17.50 - \$19.00 | 22,594 | 0 |
| First Bank and Trust Tower 909 Poydras St. | 1987 | 36 | 545,157 | 53,959 | 90% | \$18.50 - \$19.50 | 12,900 | 0 |
| Benson Tower 1450 Poydras St. | 1989/ 2011 | 26 | 540,208 | 12,959 | 98% | \$20.00 - \$22.00 | 12,959 | 0 |
| 1515 Poydras | 1983 | 27 | 529,474 | 222,724 | 58% | \$19.00 - \$20.00 | 60,000 | 0 |
| Entergy Building 639 Loyola Ave. | 1983 | 28 | 526,041 | 7,166 | 99% | \$20.00 | 2,081 | 0 |
| 1615 Poydras | 1984 | 23 | 509,565 | 50,982 | 90% | \$18.00 | 7,379 | 0 |
| 1555 Poydras | 1982 | 22 | 467,671 | 206,737 | 56% | \$19.00 - \$20.00 | 132,000 | 0 |
| Poydras Center 650 Poydras St. | 1983 | 28 | 453,256 | 44,466 | 90% | \$18.00 - \$19.50 | 12,515 | 0 |
| 1250 Poydras | 1980 | 24 | 422,899 | 15,644 | 96% | \$19.50 - \$20.00 | 3,833 | 0 |
| Benson Tower Annex 1400 Poydras St. | 1989/ 2016 | 3 | 115,000 | 0 | 100% | N/A | 0 | 0 |
| TOTAL CLASS A | | | 9,043,318 | 1,143,274 | 87.36% | \$19.56 | | |

CENTRAL BUSINESS DISTRICT NON-CLASS A

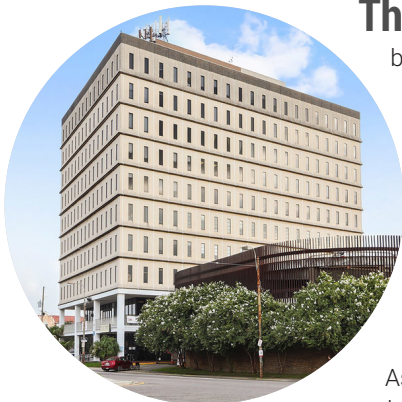
| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | TOTAL RENTABLE SF | TOTAL RENTABLE SF AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|---|--------------------------|------------------------|----------------------|--------------------------------|-------------------|--------------------|--|--------------------------------|
| 1010 Common Building* 1010 Common St. | 1971 | 31 | 512,593 | 410,074 | 20% | \$16.00 | 84,863 | 0 |
| Orleans Tower 1340 Poydras St. | 1977 | 21 | 378,895 | 102,056 | 73% | \$14.50 - \$15.50 | 39,370 | 0 |
| Exchange Centre 935 Gravier St. | 1983 | 21 | 335,274 | 117,747 | 67% | \$15.50 - \$17.00 | 40,000 | 10,739 |
| Whitney Bank Building** 228 St. Charles Ave. | 1910/ 1996 | 14 | 339,504 | 164,752 | 50% | \$16.50 | 0 | 0 |
| 701 Loyola Ave. Building 701 Loyola Ave. | 1964 | 14 | 234,067 | 74,409 | 68% | \$13.50 | 18,723 | 0 |
| The Federal Reserve Bank 525 St. Charles Ave. | 1966 | 5 | 100,000 | 3,430 | 97% | \$18.00 | 3,430 | 0 |
| IP Building 643 Magazine St. | 1900 | 4 | 83,974 | 8,825 | 89% | \$18.00 - \$18.50 | 3,454 | 972 |
| K&B Plaza 1055 St. Charles Ave. | 1962 | 7 | 70,000 | 70,000 | 100% | \$20.00 - \$21.00 | 0 | 0 |
| Emeril's Homebase 839 St. Charles Ave. | 1910/ 1996 | 3 | 43,403 | 9,512 | 78% | \$17.00 - \$18.50 | 2,321 | 0 |
| 864 S. Peters St. | 1983 | 5 | 39,815 | 3,790 | 90% | \$25.00 | 3,790 | 0 |
| 615 Baronne St. | 2016 | 3 | 25,096 | 0 | 100% | \$17.50 | 0 | 0 |
| 300 Lafayette Building 300 Lafayette St. | 1910/ 1984 | 3 | 20,000 | 0 | 100% | \$18.00 | 0 | 0 |
| Four Winds Building *** 210 Baronne St. | 1927/ 2016 | 19 | 106,750 | 106,750 | 0% | N/A | 106,750 | 0 |
| TOTAL NON-CLASS A | | | 2,309,371 | 1,001,345 | 56.64% | \$16.15 | | |
| TOTAL/AVERAGE OF THE CBD | | | 11,352,689 | 2,144,619 | 81.11% | \$18.88 | | |

* The landlord is only marketing 91,626 sf of the building as office space. The remainder is being held back for potential non-office redevelopment.

** In early 2019, the Whitney Bank Building will be completely vacant. It is under contract to be sold and converted to an alternate use.

*** The 106,750 sf of office space is located on floors 1-5 only. Floors 6-19 contain multi-family units.

ORLEANS PARISH, NON-CBD



The Orleans Parish, Non-CBD submarket is a hodgepodge of smaller buildings found throughout the city. These buildings generally fall into a few clusters around Canal Street in Mid-City, the University of New Orleans, and New Orleans East, but smaller office buildings can be found almost everywhere in the city. While a relatively small amount of the office space available outside of the CBD comes from repurposed homes or other small structures, this report only includes buildings that are greater than 20,000 sf.

This submarket includes a diverse set of buildings. Characteristics they have in common are that they are generally smaller and often stand alone. Additionally, the properties provide easier access for tenants (and their guests) with free parking on site and street parking as well.

As the Orleans Parish CBD continues to become more dense parking becomes more expensive and access becomes more difficult. These changes are inspiring smaller office tenants to look for non-traditional options outside of the CBD. However, the landlords of the buildings in this submarket have little flexibility in how they subdivide their space, and little appetite for contributing to tenant improvements. As such, tenants generally have to find office suites that work “as is” or be willing to finance any necessary work themselves.

Notwithstanding increased demand, there has been minimal new office construction in this submarket, and nothing built in the past year greater than 20,000 sf. In the summer of 2018, the city modified the ordinance to make it easier for non-conforming buildings in residential neighborhoods to be used commercially. This may create more office inventory as developers and owner-operators could decide to redevelop some of these properties.

Note: Tulane Tower at 2601 Tulane Ave. was added to this report this year.

Note: All Orleans Parish, non-CBD buildings are Non-Class A.

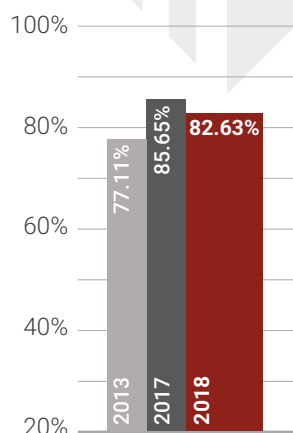
Pictured: Tulane Tower



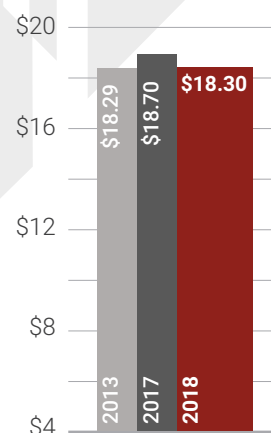
ANDREA HUSEMAN

Opportunity Zones are a new community development program which provides a federal tax incentive for investors to re-invest capital gains into designated census tracts called Opportunity Funds. A number of these designated areas cover the Orleans Parish, non-CBD submarket. It will be interesting to see how this program impacts this submarket.

2018 OCCUPANCY



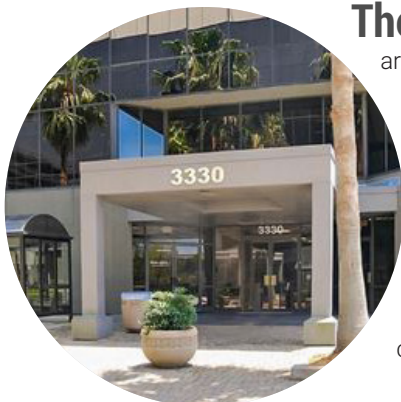
2018 AVERAGE RENTAL RATES



ORLEANS PARISH, NON-CBD

| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | TOTAL RENTABLE SF | TOTAL RENTABLE SF AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|--|--------------------------|------------------------|----------------------|--------------------------------|-------------------|--------------------|--|--------------------------------|
| 1215 Prytania Building 1215 Prytania St. | 1952 | 5 | 119,269 | 6,500 | 95% | \$12.00 - \$16.00 | 1,600 | 0 |
| Executive Plaza 10001 Lake Forest Blvd. | 1974 | 11 | 114,650 | 42,000 | 63% | \$14.00 | 10,500 | 0 |
| Center for Energy Resources Management* 2045 Lakeshore Dr. | 2002 | 5 | 104,506 | 41,082 | 61% | \$20.00 - \$22.00 | 28,989 | 0 |
| Information Technology Ctr #1* 2219 Lakeshore Dr. | 2002 | 5 | 103,943 | 23,789 | 77% | \$22.00 - \$25.00 | 13,323 | 0 |
| Information Technology Ctr #2* 2233 Lakeshore Dr. | 1998 | 5 | 103,943 | 0 | 100% | N/A | 0 | 0 |
| Information Technology Ctr #3* 2251 Lakeshore Dr. | 1999 | 5 | 103,943 | 0 | 100% | N/A | 0 | 0 |
| Information Technology Ctr #4* 2285 Lakeshore Dr. | 2000 | 5 | 103,943 | 0 | 100% | N/A | 0 | 0 |
| Tulane Tower 2601 Tulane Ave. | 1971 | 10 | 89,376 | 28,754 | 68% | \$16.00 - \$20.00 | 9,200 | 0 |
| Advanced Technology Center* 2021 Lakeshore Dr. | 2001 | 5 | 78,500 | 43,396 | 45% | \$21.00 - \$23.50 | 12,561 | 0 |
| Mid-City Center 320 N. Carrollton Ave. | 1925/ 2006 | 2 | 48,000 | 0 | 100% | \$20.00 | 0 | 0 |
| 1231 Prytania Building 1231 Prytania St. | 1967 | 6 | 39,000 | 7,500 | 81% | \$16.00 - \$18.00 | 2,500 | 0 |
| Smith Lupo Center 145 Robert E. Lee Blvd. | 1971/ 2006 | 5 | 38,000 | 0 | 100% | N/A | 0 | 0 |
| Norman Mayer Memorial Bldg. 2515 Canal St. | 1957/ 2006 | 4 | 34,594 | 0 | 100% | N/A | 0 | 0 |
| 101 W. Robert E. Lee Blvd. | 1982/ 2008 | 4 | 33,380 | 0 | 100% | \$18.00 | 0 | 0 |
| 4640 S. Carrollton Ave. | 1950 | 2 | 26,142 | 5,307 | 80% | \$18.00 - \$20.00 | 3,605 | 0 |
| Lake Willow Professional Bldg. 7240 Crowder Blvd. | 1980/ 2011 | 4 | 24,000 | 4,045 | 83% | \$12.50 | 3,160 | 0 |
| TOTAL/AVERAGE OF ORLEANS PARISH, NON-CBD | | | 1,165,189 | 202,373 | 82.63% | \$18.30 | | |

* These buildings are part of the University of New Orleans (UNO) Technology Park.



The East Metairie office submarket, the second largest in the metro area, continues to be one of the strongest submarkets in both occupancy and rental rates. The stalled energy sector limits growth in this submarket, but the lower (and often free) parking costs, and the submarket's central location help it attract tenants.

The market has seen rental rate increases for short-term renewals (one to three years) as some tenants look for flexibility and in exchange landlords seek rents above quoted market rents. While this trend is increasing the landlord revenue, it does not necessarily show up in this report, which tracks quoted rental rates. The increase in quoted rental rates in this market is due in part to landlords trying to keep up with increased operating costs and build-out costs.

Current development is driven by medical users and mini-storage. With the construction by LCMC Health of a 48,000 square foot medical center at 2121 Ridgelake Drive, the area in the vicinity of the Galleria is becoming a medical hub. This new project joins other medical buildings including Crescent City Surgical Center, the recently built Galleria Medical Office Building, and the Children's Hospital medical building at 3040 33rd Street.

In April 2018, Executive Tower, a 185,463 square foot Non-Class A office building, was sold by Security National Properties to Provident Realty Advisors and Property One. The building was 81% leased at the time of the sale, and the approximate cost was \$98 per square foot. The rents in place at the time of the sale were considered below market, so there is possibility of upside for the purchaser by increasing rental rates.

Pictured: Causeway Plaza II



BRUCE SOSSAMAN

Current rental rates do not support ground-up development of a larger Class A or Non-Class A office building in this submarket. Construction of office space is limited to owner-occupied buildings, and any speculative office construction will be confined to smaller buildings in niche areas such as Old Metairie, which command premium rates.

SIGNIFICANT LEASES OF 2018

ONE LAKEWAY CENTER

General Services Administration renewed 10,888 square feet
Engineering & Inspections Services, LLC leased 10,584 square feet
USA Technologies leased 7,745 square feet

HERITAGE PLAZA

Audubon Companies renewed 32,000 square feet
Arthur J. Gallagher & Co. renewed and expanded to 14,765 square feet
Geocent renewed and expanded to 13,310 square feet

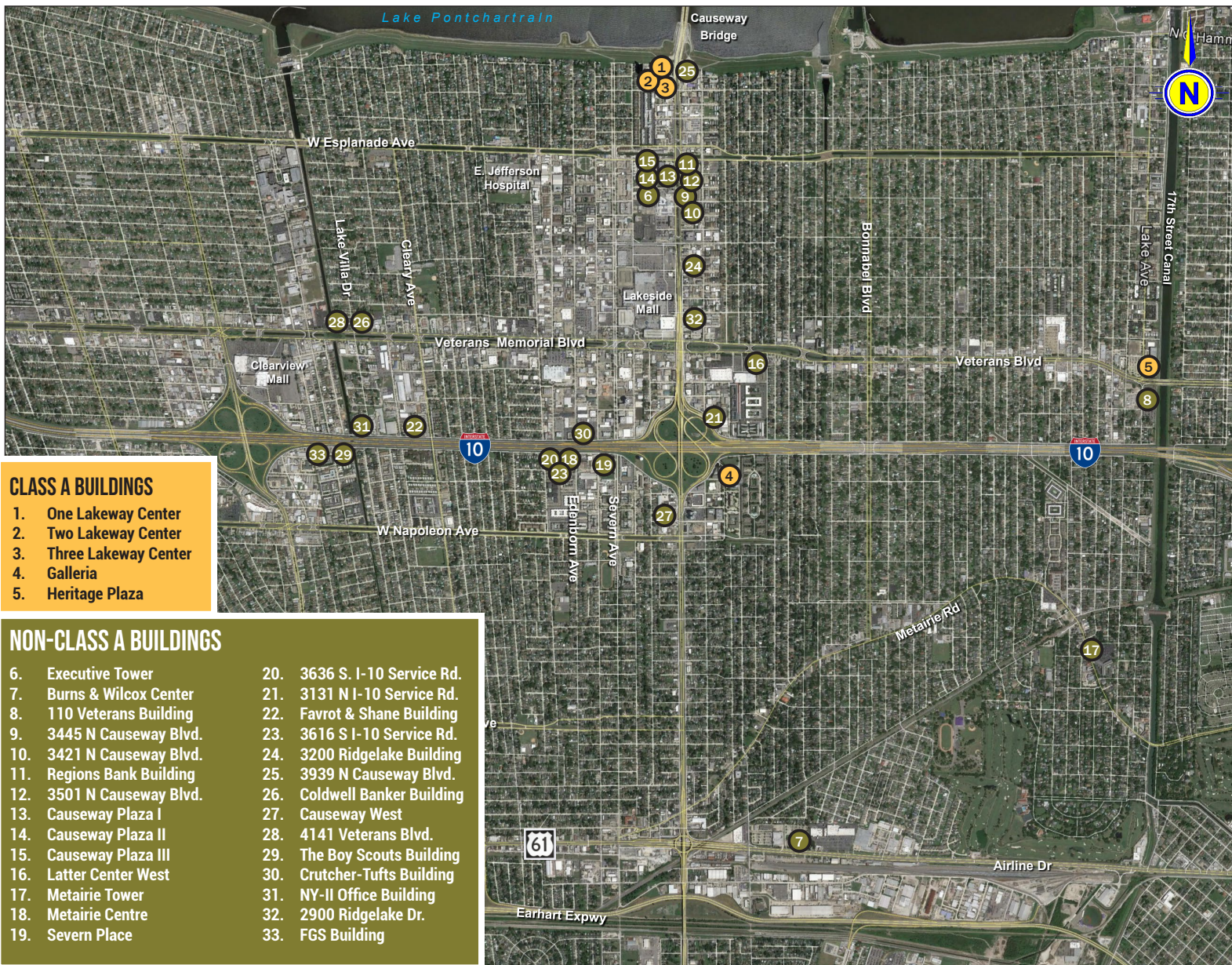
GALLERIA

Landmark Health leased 7,355 square feet

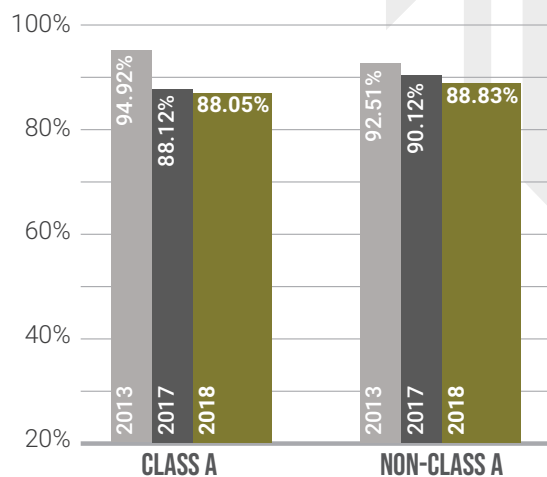
CAUSEWAY PLAZA II

OutSolve leased 10,197 square feet

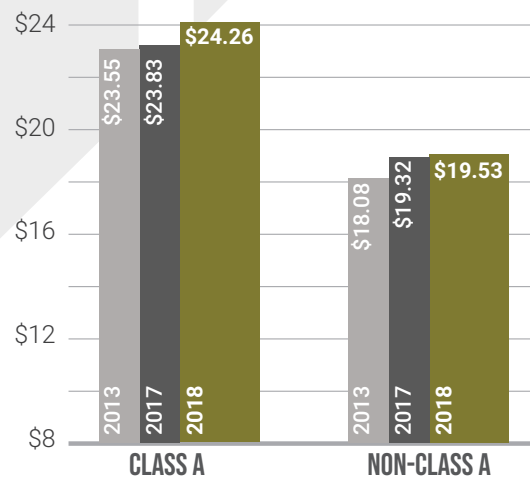
EAST METAIRIE OFFICE SUBMARKET



2018 OCCUPANCY



2018 AVERAGE RENTAL RATES



EAST METAIRIE

| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | BUILDING CLASS | TOTAL RENTABLE SF | TOTAL RENTABLE SF AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|--|--------------------------|------------------------|-------------------|----------------------|--------------------------------|-------------------|--------------------|---|--------------------------------|
| Three Lakeway Center 3838 N. Causeway Blvd. | 1987 | 34 | A | 471,745 | 29,019 | 94% | \$24.00 - \$25.00 | 8,901 | 0 |
| Galleria One Galleria Blvd. | 1986 | 22 | A | 465,985 | 74,156 | 84% | \$25.00 | 34,324 | 0 |
| Two Lakeway Center 3850 N. Causeway Blvd. | 1984 | 19 | A | 449,309 | 74,989 | 83% | \$24.00 - \$24.50 | 16,409 | 0 |
| Heritage Plaza 111 Veterans Blvd. | 1983 | 18 | A | 353,003 | 17,040 | 95% | \$23.00 | 6,473 | 0 |
| One Lakeway Center 3900 N. Causeway Blvd. | 1981 | 14 | A | 300,816 | 48,697 | 84% | \$24.00 - \$24.50 | 26,049 | 7,909 |
| Executive Tower 3500 N. Causeway Blvd. | 1972 | 14 | Non-A | 185,463 | 25,436 | 86% | \$19.50 | 12,854 | 0 |
| 110 Veterans Building 110 Veterans Blvd. | 1972 | 5 | Non-A | 129,000 | 3,113 | 98% | \$20.50 | 3,113 | 0 |
| 3445 N. Causeway Blvd. | 1969 | 10 | Non-A | 127,887 | 31,342 | 75% | \$19.00 | 14,000 | 0 |
| 3421 N. Causeway Blvd. | 1973 | 10 | Non-A | 125,243 | 18,155 | 86% | \$18.50 | 6,361 | 0 |
| Burns & Wilcox Center 2121 Airline Dr. | 1987 | 6 | Non-A | 123,360 | 6,834 | 94% | \$22.00 - \$23.00 | 4,884 | 0 |
| Regions Bank Building 3525 N. Causeway Blvd. | 1970 | 10 | Non-A | 123,000 | 40,327 | 67% | \$16.50 | 6,318 | 0 |
| 3501 N. Causeway Blvd. | 1973 | 10 | Non-A | 112,741 | 28,162 | 75% | \$19.50 | 11,500 | 2,800 |
| Causeway Plaza I 3510 N. Causeway Blvd. | 1982 | 6 | Non-A | 108,718 | 2,926 | 97% | \$21.00 | 2,926 | 0 |
| Causeway Plaza II 3330 W. Esplanade Ave. | 1982 | 6 | Non-A | 108,718 | 0 | 100% | \$21.00 | 0 | 1,250 |
| Causeway Plaza III 3300 W. Esplanade Ave. | 1983 | 6 | Non-A | 108,718 | 5,781 | 95% | \$21.00 | 5,781 | 0 |
| Latter Center West 2800 Veterans Blvd. | 1978 | 3 | Non-A | 96,979 | 4,497 | 95% | \$20.00 - \$22.00 | 2,352 | 0 |
| Metairie Tower 433 Metairie Rd. | 1970 | 6 | Non-A | 95,083 | 550 | 99% | \$21.00 - \$21.50 | 1,199 | 0 |

EAST METAIRIE (CONTINUED)

| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | BUILDING CLASS | TOTAL RENTABLE SF | TOTAL RENTABLE SF AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|--|--------------------------|------------------------|-------------------|----------------------|--------------------------------|-------------------|--------------------|---|--------------------------------|
| Metairie Centre 2424 Edenborn Ave. | 1986 | 6 | Non-A | 90,637 | 9,291 | 90% | \$19.50 | 3,025 | 0 |
| Severn Place 2450 Severn Ave. | 1982 | 5 | Non-A | 86,219 | 0 | 100% | \$19.75 | 0 | 0 |
| 3636 S. I-10 Service Rd. | 1980 | 3 | Non-A | 60,000 | 2,500 | 96% | \$18.50 | 12,029 | 1,000 |
| 3131 N. I-10 Service Rd. | 1979 | 4 | Non-A | 48,250 | 6,529 | 86% | \$18.50 | 6,529 | 0 |
| Favrot & Shane Building 3925 N. I-10 Service Rd. | 1981 | 2 | Non-A | 44,992 | 7,441 | 83% | \$18.25 - \$21.00 | 4,156 | 0 |
| 3616 S. I-10 Service Rd. | 1979 | 2 | Non-A | 40,000 | 0 | 100% | N/A | 0 | 0 |
| 3200 Ridgelake Building 3200 Ridgelake Dr. | 1981 | 4 | Non-A | 40,000 | 3,820 | 90% | \$16.00 | 2,786 | 0 |
| 3939 N. Causeway Blvd. | 1979 | 4 | Non-A | 40,000 | 0 | 100% | \$21.00 | 0 | 0 |
| Coldwell Banker Building 4051 Veterans Blvd. | 1970 | 4 | Non-A | 40,000 | 3,538 | 91% | \$14.00 - \$15.00 | 2,086 | 0 |
| Causeway West 3229 36th St. | 1974 | 2 | Non-A | 40,000 | 20,000 | 50% | \$17.50 | 20,000 | 0 |
| 4141 Veterans Blvd. | 1969 | 3 | Non-A | 32,755 | 0 | 100% | \$19.50 | 0 | 0 |
| The Boy Scouts Building 4200 S. I-10 Service Rd. | 1984 | 2 | Non-A | 31,947 | 2,600 | 92% | \$14.50 | 2,600 | 0 |
| Crutcher-Tufts Building 3545 N. I-10 Service Rd. | 1970 | 3 | Non-A | 30,940 | 9,612 | 67% | \$18.75 | 9,612 | 0 |
| NY-II Office Building 2750 Lake Villa Dr. | 1985 | 3 | Non-A | 30,114 | 3,628 | 88% | \$18.75 | 2,835 | 0 |
| 2900 Ridgelake Dr. | 1982 | 4 | Non-A | 30,000 | 0 | 100% | N/A | 0 | 0 |
| FGS Building 4300 S. I-10 Service Rd | 1981 | 2 | Non-A | 25,026 | 4,435 | 82% | \$16.00 - \$22.50 | 2,195 | 0 |
| TOTAL CLASS A | | | | 2,040,858 | 243,901 | 88.05% | \$24.26 | | |
| TOTAL NON-CLASS A | | | | 2,152,872 | 240,517 | 88.83% | \$19.53 | | |
| TOTAL/AVERAGE OF EAST METAIRIE | | | | 4,193,324 | 484,418 | 88.45% | \$21.87 | | |

WEST METAIRIE/KENNER



Occupancy and rental rates

have remained constant in the West Metairie / Kenner submarket since no major new transactions occurred in 2018. A few larger unleased suites make up a sizable portion of the vacancy in this submarket. These spaces include a 17,000 rsf call center space at 2400 Veterans Blvd., an 8,000 rsf vacant space on the first floor of Riverside I, and a 19,000 rsf space in Riverside II that is being actively marketed, as Uni-Tech, the current tenant, will relocate to the Esplanade Mall in April 2019.

The owners of the Esplanade Mall are considering plans to redevelop all or part of the site as a mixed-use project. They are exploring a number of options including using the 278,208 sf former Macy's building as Kenner's City Hall. The office market may be impacted if the landlord moves forward with any of these plans.

Note: All West Metairie/Kenner buildings are Non-Class A.

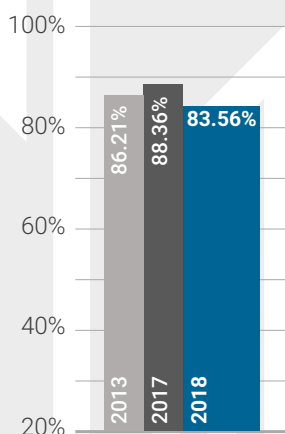
Pictured: 6660 Riverside Dr.



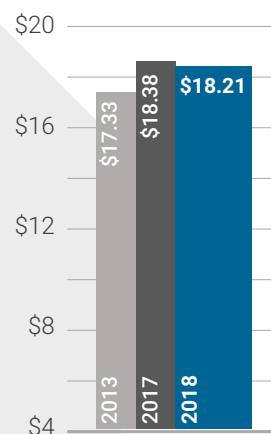
JEFF COHN

The buildings in this submarket normally compete with the Non-Class A buildings in East Metairie, but these larger vacant spaces are also competing with similarly sized spaces in Elmwood, which generally offer more parking at a lower cost. As the Elmwood submarket absorbs vacancy, activity may pick up in West Metairie / Kenner.

2018 OCCUPANCY



2018 AVERAGE RENTAL RATES



| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | TOTAL RENTABLE SF | TOTAL RENTABLE SQUARE FEET AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|--|--------------------------|------------------------|----------------------|--|-------------------|--------------------|--|--------------------------------|
| 2400 Veterans Blvd. | 1982/ 2014 | 5 | 133,195 | 25,938 | 81% | \$18.50 | 17,664 | 0 |
| Riverside II 6620 Riverside Dr. | 1983 | 3 | 58,057 | 17,050 | 71% | \$17.50 | 7,350 | 0 |
| 2200 Veterans Building 2200 Veterans Blvd. | 1985 | 2 | 44,874 | 3,441 | 92% | \$16.50 - \$21.00 | 2,279 | 0 |
| Riverside I 6660 Riverside Dr. | 1980 | 3 | 32,181 | 1,509 | 95% | \$17.50 | 1,509 | 0 |
| Metairie Bank Building 7809 Airline Dr. | 1967 | 3 | 23,250 | 0 | 100% | N/A | 0 | 0 |
| TOTAL/AVERAGE OF WEST METAIRIE/KENNER | | | 291,557 | 47,938 | 83.56% | \$18.21 | | |

Elmwood includes some of the largest contiguous space available in the region.

The 56,000 sf building at 990 N. Corporate Park Blvd. sold in 2018 to new owners who increased the occupancy level from 0% to 62% over the course of the year.

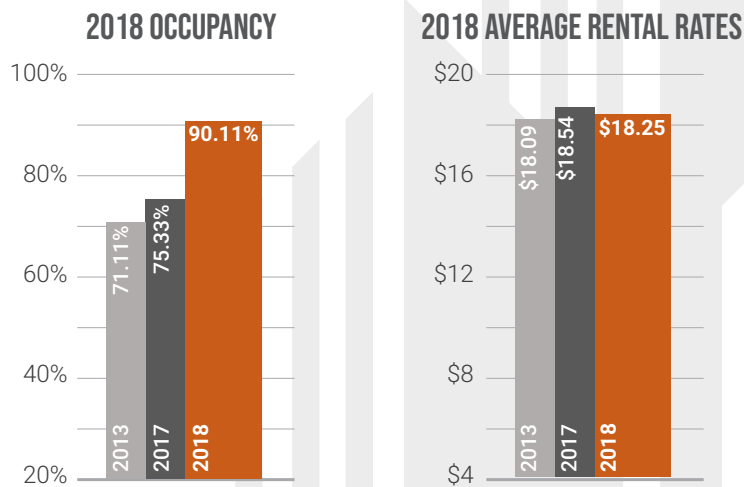
The owner of 5401 Jefferson Highway also made progress in 2018. This building was originally built for a single tenant, but the present owner has been redeveloping it for multiple tenants and signed a lease this past year with Bioscrip for 15,000 sf.

The costs of renovating the aging office buildings in this submarket, increasing costs to operate the properties, and tenants' desire to have flexibility in lease term (with cancellation options on longer-term leases) have kept rental rates mostly static.



Note: All Elmwood buildings are Non-Class A.

Pictured: 1333 S. Clearview Parkway



This former rail yard and industrial park continues to develop into a true mixed-use neighborhood with increasing retail and residential options. The anchor of this transformation is the redevelopment of the 43-year-old Elmwood Shopping Center, which will include 500 apartment units and new retail.



COLLEEN LEWIS

| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | TOTAL RENTABLE SF | TOTAL RENTABLE SQUARE FEET AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|--|--------------------------|------------------------|----------------------|--|-------------------|--------------------|--|--------------------------------|
| Elmwood Tower 1201 Elmwood Park Blvd. | 1982 | 10 | 205,313 | 0 | 100% | N/A | 0 | 0 |
| 5401 Jefferson Hwy. | 1982 | 1 | 100,000 | 5,000 | 95% | \$16.00 | 5,000 | 0 |
| 880 Commerce Rd. West | 1979 | 5 | 93,629 | 21,876 | 77% | \$18.50 | 13,353 | 0 |
| 800 Commerce Rd. West | 1979 | 5 | 91,628 | 16,350 | 82% | \$19.50 | 5,273 | 0 |
| 1333 S. Clearview Pkwy. | 1974 | 5 | 90,000 | 0 | 100% | \$18.50 | 0 | 0 |
| 990 N. Corporate Park Rd. | 1979 | 3 | 56,065 | 21,527 | 62% | \$18.50 | 18,400 | 0 |
| 800 Commerce Rd. East | 1979 | 3 | 53,024 | 17,675 | 67% | N/A | 17,675 | 0 |
| 824 Elmwood Park Blvd. | 1984 | 2 | 39,600 | 7,343 | 81% | \$18.50 - \$20.50 | 1,803 | 0 |
| TOTAL/AVERAGE OF ELMWOOD | | | 729,259 | 72,096 | 90.11% | \$18.25 | | |

NORTH SHORE



The North Shore commercial office market was stronger in 2018 than 2017. Most of the buildings tracked in this report experienced better occupancy stability with less negative impact from the oil and gas industry. Another positive sign of growth in the North Shore commercial office building market was a surge in commercial construction permits of 16.5% in the first six months of 2018 over 2017.

Specific examples of improved economic growth on the North Shore include the strength in occupancy of Northpark Corporate Center (100%) and Northpark II (100%), together accounting for more than 170,000 sf of Class A space. There are also several new stand-alone properties that have been built as single tenant properties and are not listed in this report, such as the new location for Raymond James (due for completion in 2019).

Versailles Business Center and Wadsworth Estates, LLC are both long-term developments that will shape this submarket. The developers of Wadsworth have not created any office projects to date. Versailles has been successful with one new office building (a single-tenant corporate headquarters for Globalstar) and is poised to develop additional sites in 2019.

Note: 300 Holiday Square Blvd., Zen-Noh Grain Building, and Northlake Corporate Center have been added to the report.

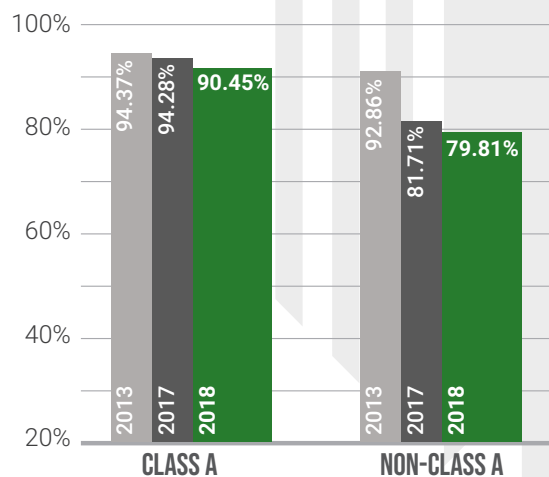
Pictured: Northpark Corporate Center



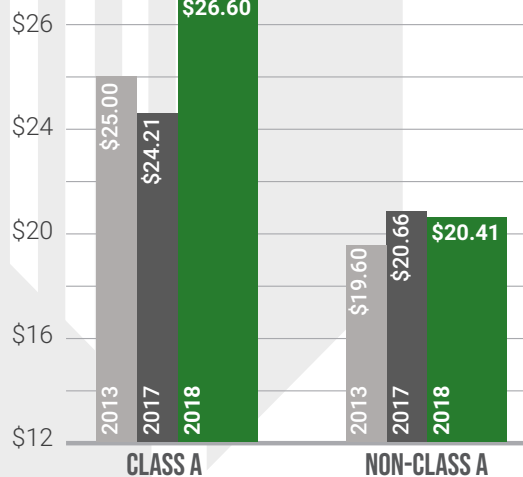
RANDALL R. WHITE

The North Shore has seen significant growth in construction of medical office space, a market segment that is not included in this report. The increased trend in MOB's (medical office buildings) generates a positive economic impact on the overall economic health of North Shore communities.

2018 OCCUPANCY



2018 AVERAGE RENTAL RATES



| BUILDING NAME | YEAR BUILT/ REMODELED | NO. OF FLOORS | BUILDING CLASS | TOTAL RENTABLE SF | TOTAL RENTABLE SF AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|---|--------------------------|------------------|-------------------|----------------------|--------------------------------|-------------------|--------------------|---|--------------------------------|
| Chevron Building 1001 Northpark Blvd. | 2009 | 4 | A | 290,500 | 0 | 100% | N/A | 0 | 0 |
| Cypress Bend Office Building 1001 Ochsner Blvd. | 2009 | 4 | A | 105,157 | 5,800 | 94% | \$30.00 | 0 | 0 |
| Northpark Corporate Center 109 Northpark Blvd. | 1986 | 5 | A | 103,222 | 0 | 100% | N/A | 0 | 0 |
| Gray Insurance Building 1625 West Causeway Approach | 2006 | 2 | A | 55,000 | 0 | 100% | \$24.00 - \$25.00 | 0 | 0 |

NORTH SHORE

| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | BUILDING CLASS | TOTAL RENTABLE SF | TOTAL RENTABLE SF AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|---|--------------------------|------------------------|-------------------|----------------------|--------------------------------|-------------------|--------------------|---|--------------------------------|
| Offices at River Chase 16564 E. Brewster Rd. | 2017 | 2 | A | 42,671 | 28,000 | 34% | \$21.50 | 16,000 | 0 |
| 300 Holiday Square Blvd. | 2007 | 3 | A | 40,500 | 27,048 | 33% | \$24.00 - \$28.00 | 27,048 | 0 |
| 1010 W. Gause Blvd. | 1968 | 2 | Non-A | 100,000 | 42,000 | 58% | \$20.00 | 42,000 | 0 |
| Northpark Corporate II 103 Northpark Blvd. | 1998 | 3 | Non-A | 69,905 | 0 | 100% | N/A | 0 | 0 |
| Bodet Place I 1155 Hwy 190 E. Service Rd. | 2016 | 4 | Non-A | 50,000 | 0 | 100% | N/A | 0 | 0 |
| Resource Bank Building 5100 Village Walk | 2001 | 3 | Non-A | 43,405 | 7,359 | 83% | \$19.00 | 7,359 | 0 |
| Capital One Building 3840 Emerald Rd. | N/A | 4 | Non-A | 40,268 | 20,000 | 50% | \$22.00 | 20,000 | 0 |
| 830 West Causeway Approach | 2006 | 2 | Non-A | 40,000 | 0 | 100% | N/A | 0 | 0 |
| Zen-Noh Grain Building 1127 Hwy 190 East Service Rd. | 2002 | 3 | Non-A | 39,000 | 0 | 100% | N/A | 0 | 0 |
| Greengate One Office Building 1330 Greengate Dr. | 2014 | 3 | Non-A | 36,908 | 0 | 100% | \$21.00 | 0 | 0 |
| Greengate Two Office Building 1404 Greengate Dr. | 2016 | 3 | Non-A | 35,386 | 17,500 | 51% | \$20.00 | 12,000 | 0 |
| 800 N. Causeway | 2001 | 2 | Non-A | 31,100 | 8,100 | 74% | \$16.00 | 4,700 | 0 |
| Loop Building 137 Northpark Blvd. | 2009 | 2 | Non-A | 30,000 | 0 | 100% | N/A | 0 | 0 |
| 205 Holiday Blvd. | 1988 | 2 | Non-A | 28,885 | 25,885 | 10% | \$18.00 | 25,885 | 0 |
| Northlake Corporate Center 1001 Hwy 190 East Service Rd. | 2008 | 2 | Non-A | 28,000 | 15,776 | 44% | \$21.00 | 14,000 | 0 |
| No. 2 Sanctuary Blvd. Building 2 Sanctuary Blvd. | 1998 | 3 | Non-A | 21,000 | 0 | 100% | \$23.00 | 0 | 0 |
| No. 3 Sanctuary Blvd. Building 3 Sanctuary Blvd. | 2000 | 3 | Non-A | 21,000 | 0 | 100% | \$23.00 | 0 | 0 |
| No. 4 Sanctuary Blvd. Building 4 Sanctuary Blvd. | 2004 | 3 | Non-A | 21,000 | 0 | 100% | \$23.00 | 0 | 0 |
| No. 5 Sanctuary Blvd. Building 5 Sanctuary Blvd. | 2006 | 3 | Non-A | 21,000 | 0 | 100% | \$23.00 | 0 | 0 |
| The Allstate Building 111 Park Place | 1998 | 1 | Non-A | 20,153 | 0 | 100% | \$22.00 | 0 | 0 |
| 2050 E. Gause Blvd. | 2006 | 2 | Non-A | 20,000 | 4,117 | 79% | \$19.00 | 4,117 | 0 |
| TOTAL CLASS A | | | | 637,050 | 60,848 | 90.45% | \$26.60 | | |
| TOTAL NON-CLASS A | | | | 697,010 | 140,737 | 79.81% | \$20.41 | | |
| TOTAL/AVERAGE OF NORTH SHORE | | | | 1,334,060 | 201,585 | 84.89% | \$22.53 | | |

WEST BANK



Removing the recent occupancy swings of the 108,889 sf Westpark Office Building, the third largest building in this submarket, which went from 100% occupied in 2014 to 100% vacant in 2015 back to 100% occupied in 2016, shows that the West Bank is a stable and steady market. There continues to be limited activity from smaller tenants moving in the course of normal business operations, but nothing that points to a larger trend.

Note: Timbers Office Building has been renamed 2401 Westbend Parkway.

Note: All West Bank buildings are Non-Class A.

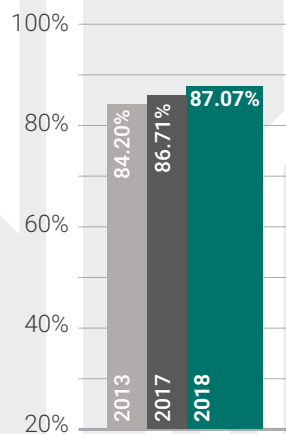
Pictured: 2401 Westbend Parkway



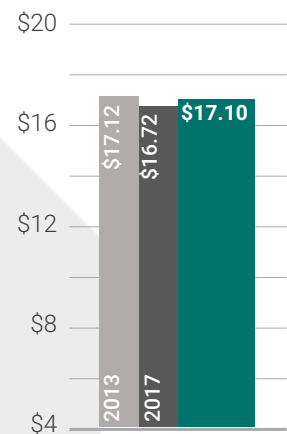
AUSTIN LAVIN

Even though the West Bank is close to the New Orleans CBD, and relatively accessible from the East Bank Jefferson Parish submarkets, the Mississippi River remains a barrier keeping most regional prospects from targeting opportunities in this submarket.

2018 OCCUPANCY



2018 AVERAGE RENTAL RATES



| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | TOTAL RENTABLE SF | TOTAL RENTABLE SF AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|--|--------------------------|---------------------|----------------------|--------------------------------|-------------------|--------------------|---|--------------------------------|
| Oakwood Corporate Center 401 Whitney Ave. | 1985 | 6 | 132,550 | 21,324 | 84% | \$19.00 - \$20.00 | 8,028 | 0 |
| 2401 Westbend Parkway | 1985 | 5 | 128,163 | 15,890 | 88% | \$14.00 | 4,500 | 0 |
| Westpark Office Building 1 Seine Ct. | 1983 | 6 | 108,889 | 0 | 100% | \$18.00 | 0 | 0 |
| Manhattan Place 2439 Manhattan Blvd. | 1978 | 5 | 62,066 | 4,463 | 93% | \$18.00 | 2,400 | 0 |
| 2550 Belle Chasse Hwy. | 1983 | 3 | 45,000 | 4,700 | 89% | \$16.00 | 4,700 | 0 |
| Stone Plaza 1601 Belle Chasse Hwy. | 1984 | 3 | 32,653 | 0 | 100% | \$17.50 | 0 | 0 |
| Mac Arthur Professional Bldg. 3712 Mac Arthur Blvd. | 1971 | 2 | 27,766 | 1,000 | 96% | \$18.00 | 1,000 | 0 |
| Cypress Park 405 Gretna Blvd. | 1976 | 2 | 24,248 | 14,549 | 40% | \$15.00 | 6,000 | 0 |
| Marrero Land Office Plaza 5201 Westbank Expy. | 1971 | 4 | 23,310 | 7,411 | 68% | \$15.00 - \$18.00 | 3,811 | 0 |
| TOTAL/AVERAGE OF WEST BANK | | | 584,645 | 75,566 | 87.07% | \$17.10 | | |

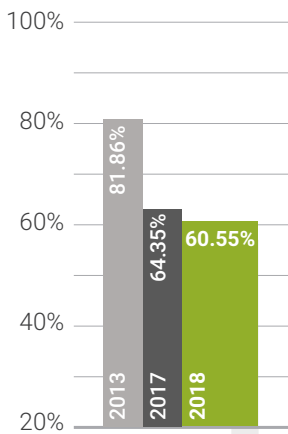
The office market in St. Charles Parish is limited so the loss of a few tenants has a meaningful impact on occupancy rates. Most of the activity centered around land sales for industrial build-to-suit projects, but one new office building is being planned for the Riverlands Insurance Company. The 15,000 sf building will be built on River Road across from the Diamond Paper Company in Destrehan. The actual start and completion dates have yet to be determined, and the building will have little if any effect on the office market there, as Riverlands is the sole tenant and will have no excess space to lease to third parties.

Note: All St. Charles Parish buildings are Non-Class A.

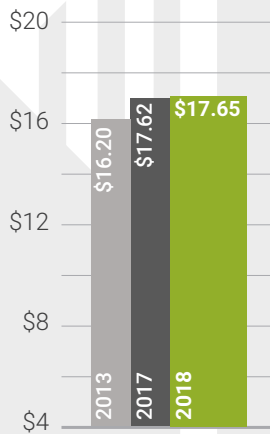


Pictured: Two James Park

2018 OCCUPANCY



2018 AVERAGE RENTAL RATES



All eyes continue to be on the new Louis Armstrong New Orleans International Airport, scheduled for completion in mid-2019. The re-purposing of the existing airport is expected to encourage new growth in distribution and industrial uses in St. Charles Parish.



DONNA WHALEN LITTLE

| BUILDING NAME | YEAR BUILT/ REMODELED | NUMBER OF FLOORS | TOTAL RENTABLE SF | TOTAL RENTABLE SF AVAILABLE | PERCENT LEASED | QUOTED RENTAL RATE | LARGEST CONTIGUOUS BLOCK AVAILABLE | SUBLEASE SPACE AVAILABLE |
|---|--------------------------|---------------------|----------------------|--------------------------------|-------------------|--------------------|---|--------------------------------|
| Kongsberg Maritime Bldg. 145 James Drive East | 1981 | 3 | 84,000 | 28,000 | 67% | \$19.75 | 28,000 | 0 |
| Two James Park 120 Mallard St. | 1981 | 3 | 53,520 | 7,782 | 85% | \$16.50 | 4,160 | 0 |
| One James Park 100 James Dr. | 1980 | 3 | 43,055 | 36,597 | 15% | \$17.00 | 16,243 | 0 |
| Campus Centre 104 Campus Dr. E. | 1982 | 2 | 26,066 | 6,550 | 75% | \$17.00 | 4,865 | 0 |
| 160 James Dr. E. | 1981 | 1 | 25,772 | 9,340 | 64% | \$16.50 | 9,340 | 0 |
| Five James Park 110 James Dr. W. | 1983 | 2 | 24,018 | 12,898 | 46% | \$16.00 | 7,338 | 0 |
| TOTAL/AVERAGE OF ST. CHARLES PARISH | | | 256,431 | 101,167 | 60.55% | \$17.65 | | |

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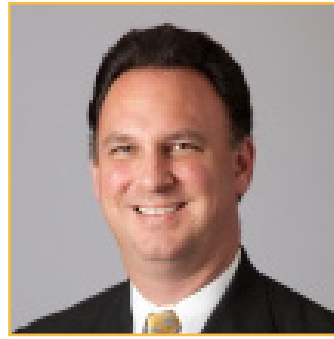
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