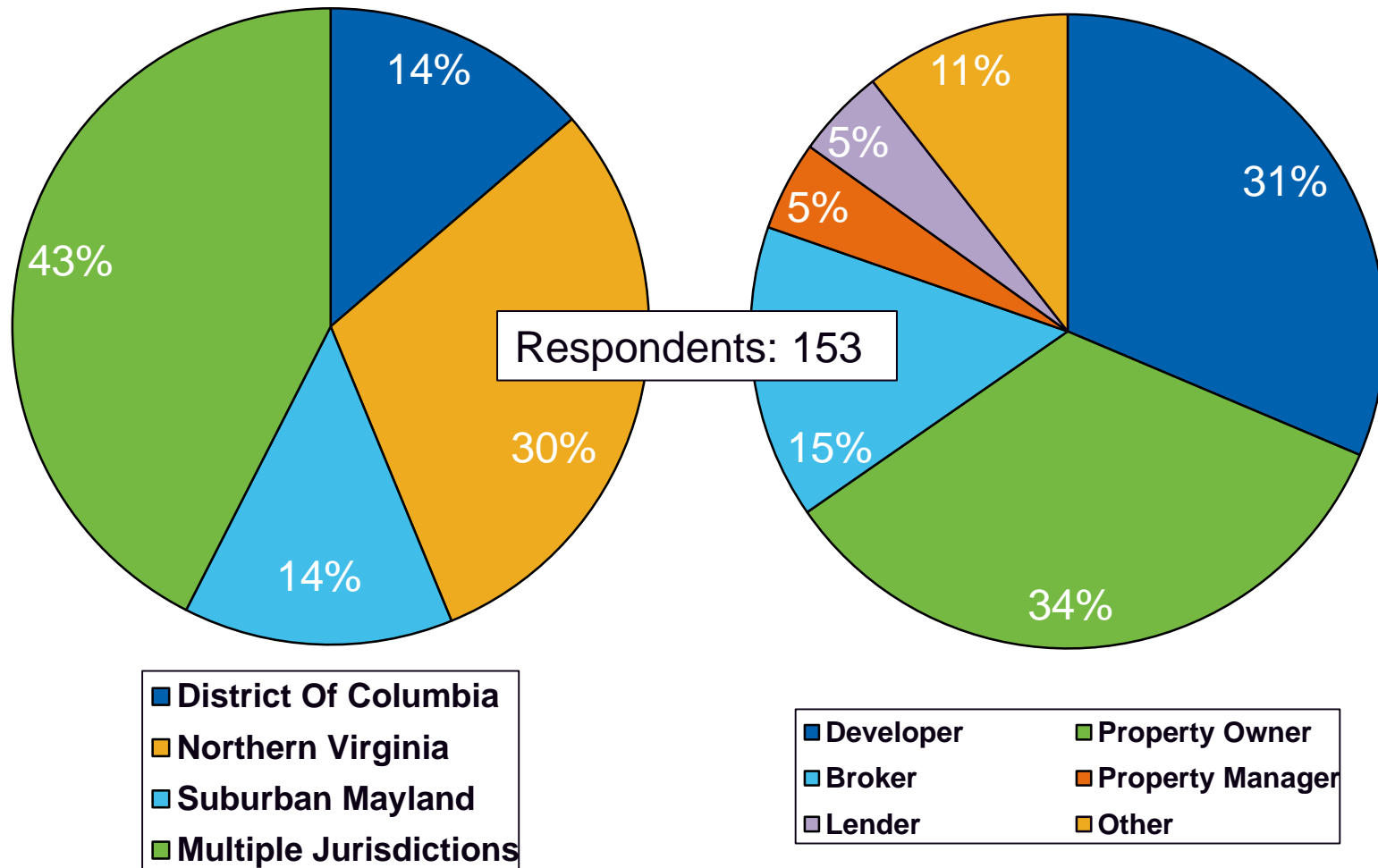
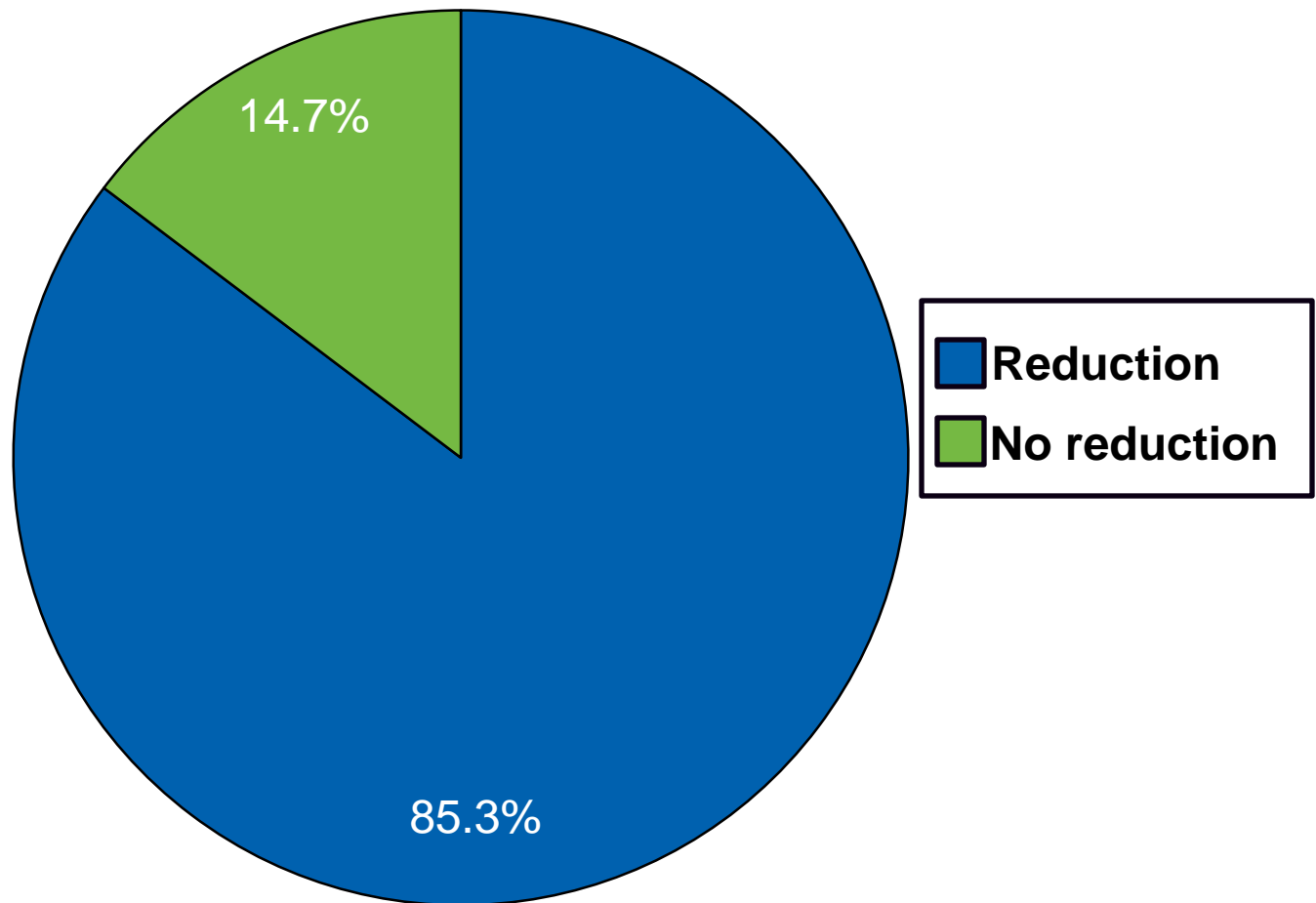


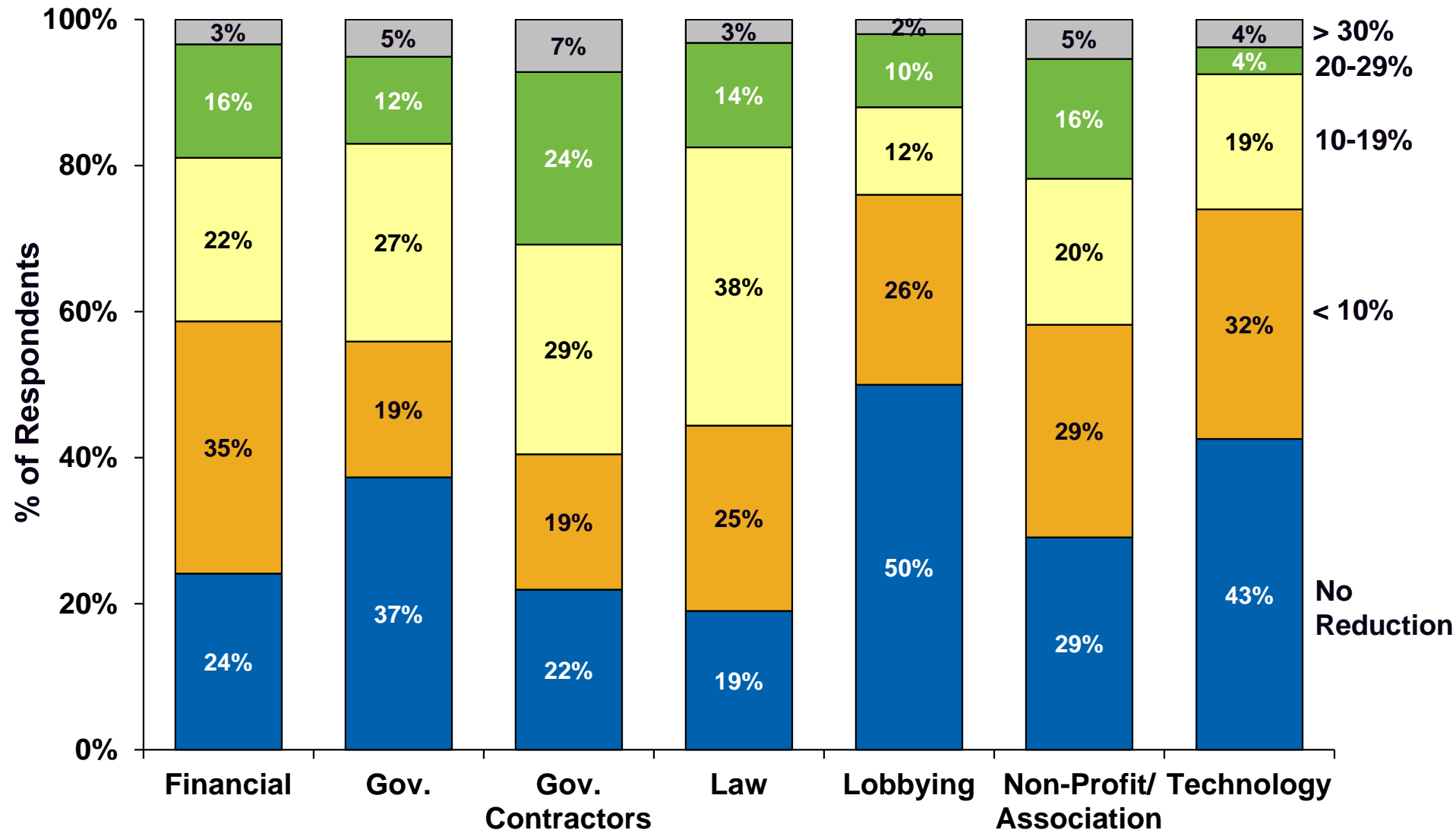
Survey Respondents by Location and Area of Industry Specialization



Respondents Reporting Tenants Reducing Square Footage With Their Lease Deals (Renewals or Moves) In the Last Five Years



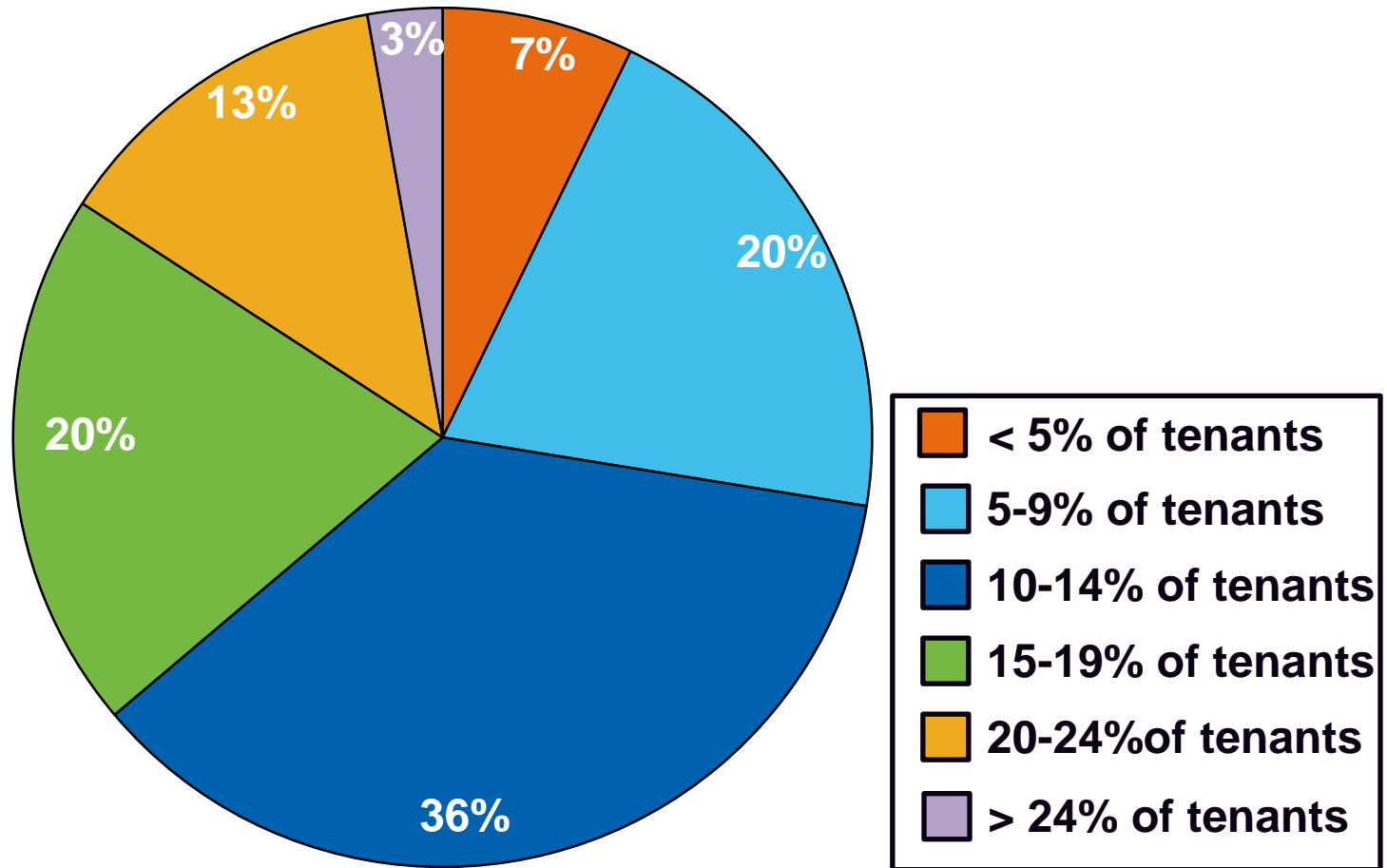
Respondents' Estimates of Reductions in Office Space Leased by Industry In the Last Five Years



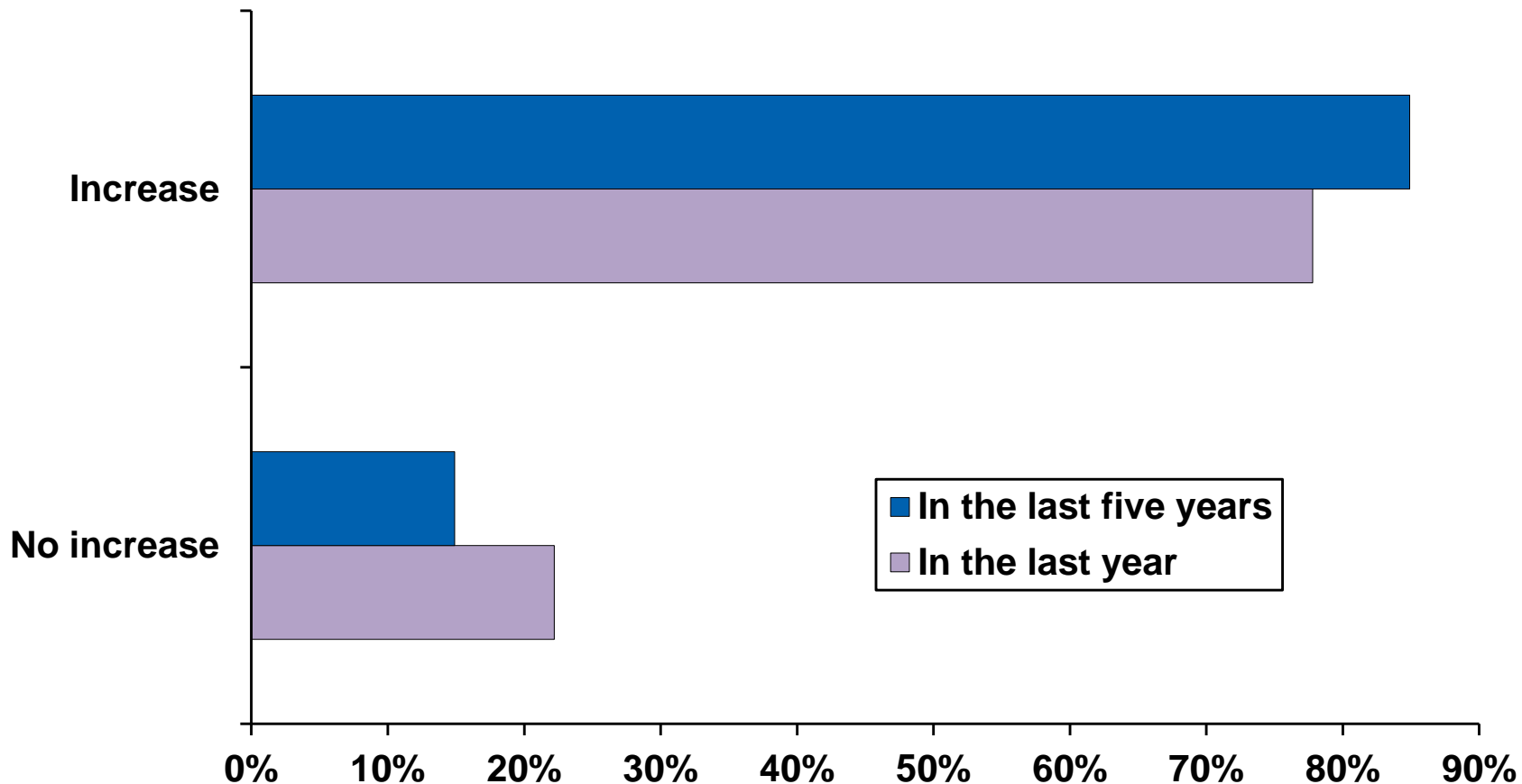
Source: Delta Associates; May 2012.

Note: Totals may not sum to 100% due to rounding.

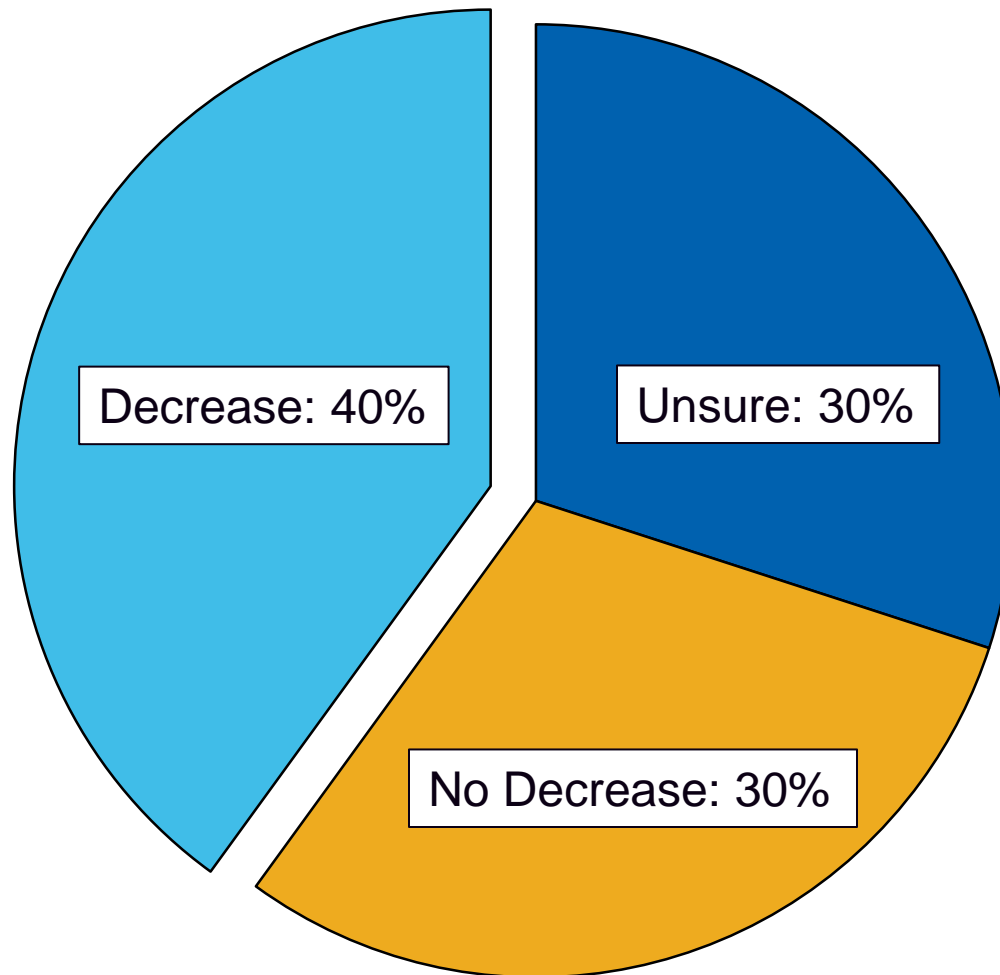
Respondents' Estimate of the Percent of Tenants Currently Using a Hoteling or Teleworking Model



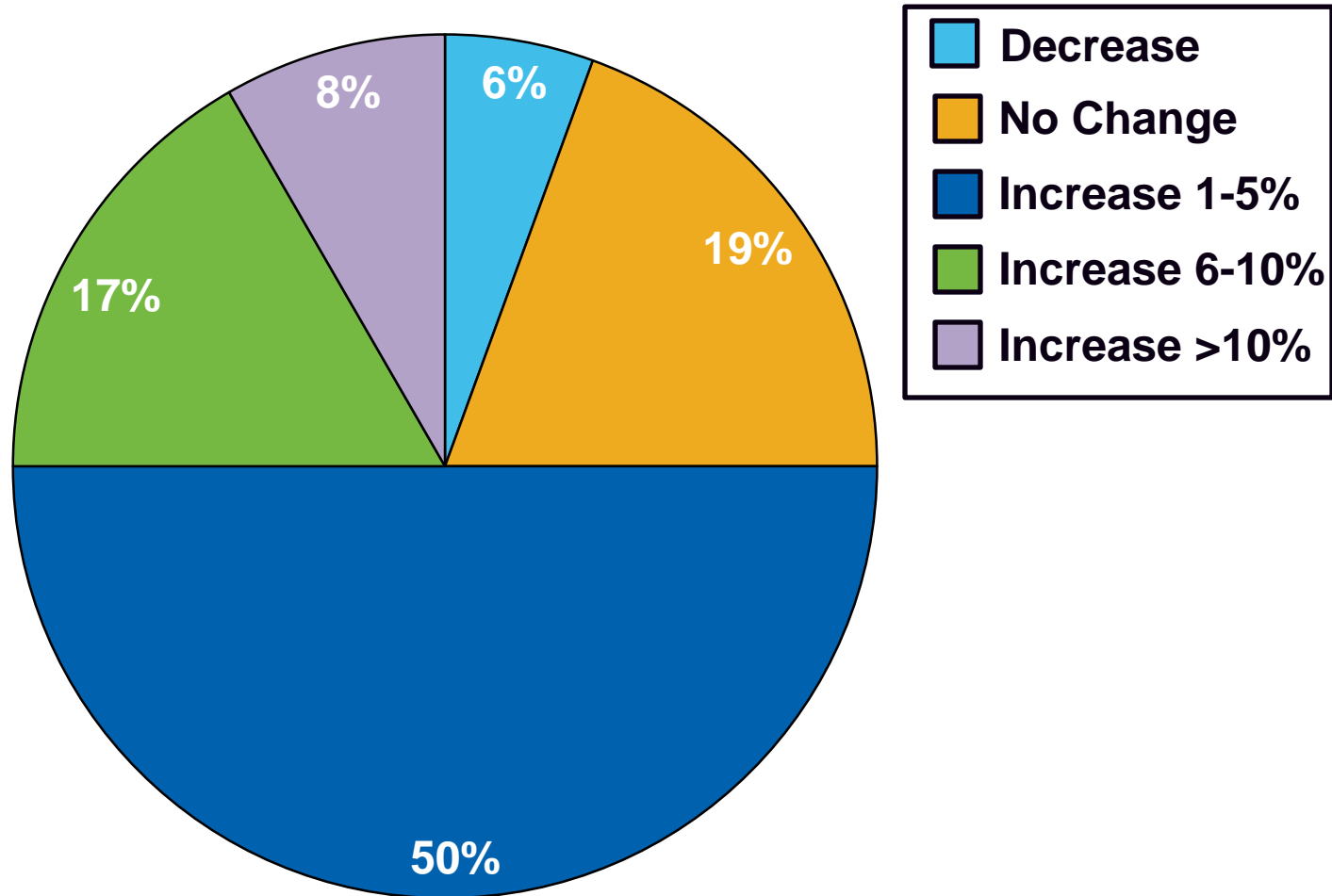
Respondents Believing the Number of Companies Implementing Hoteling or Teleworking Programs Increased In the Washington Metro Area



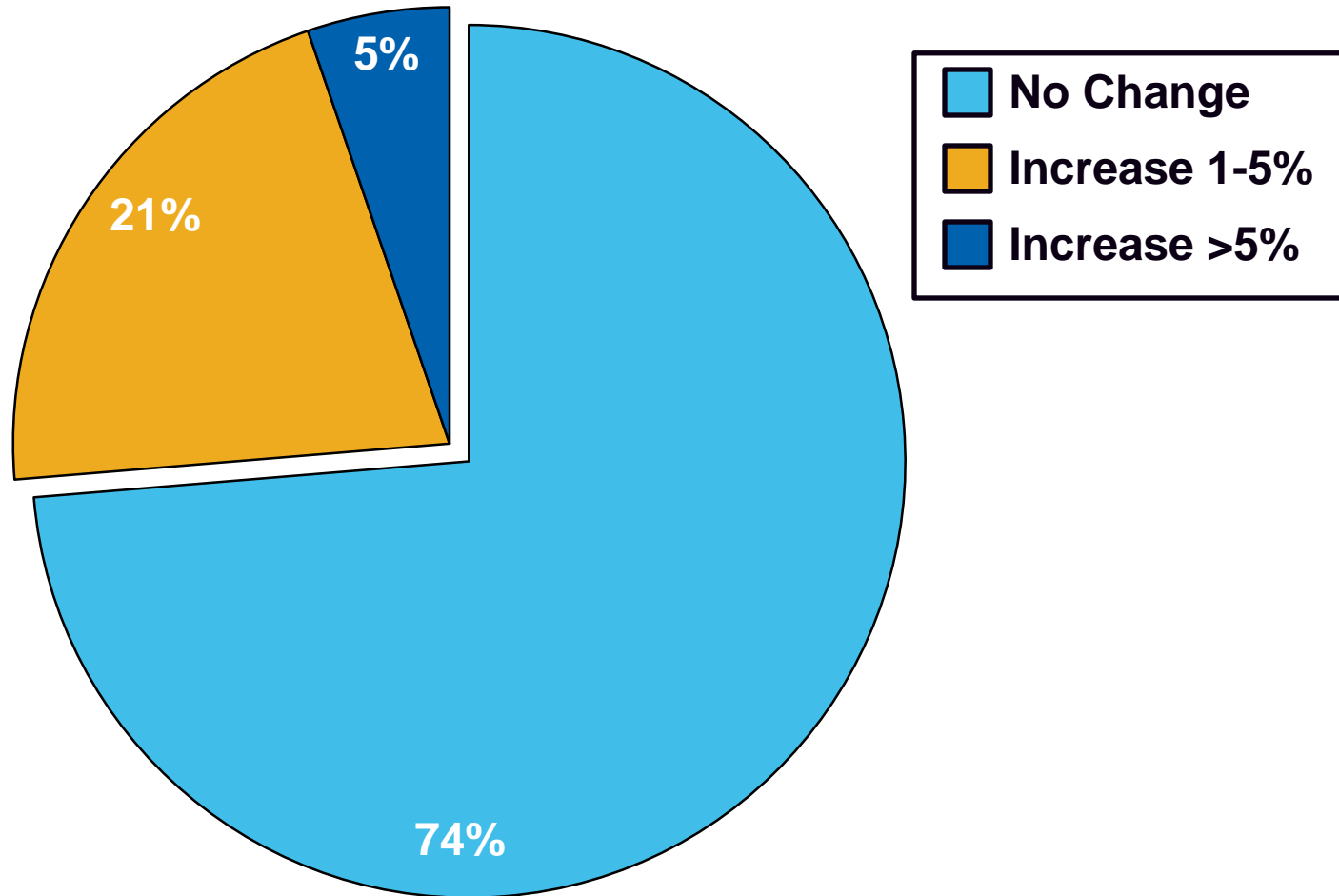
Respondents Believing There Has Been a Decrease In The SF Leased Per Workstation



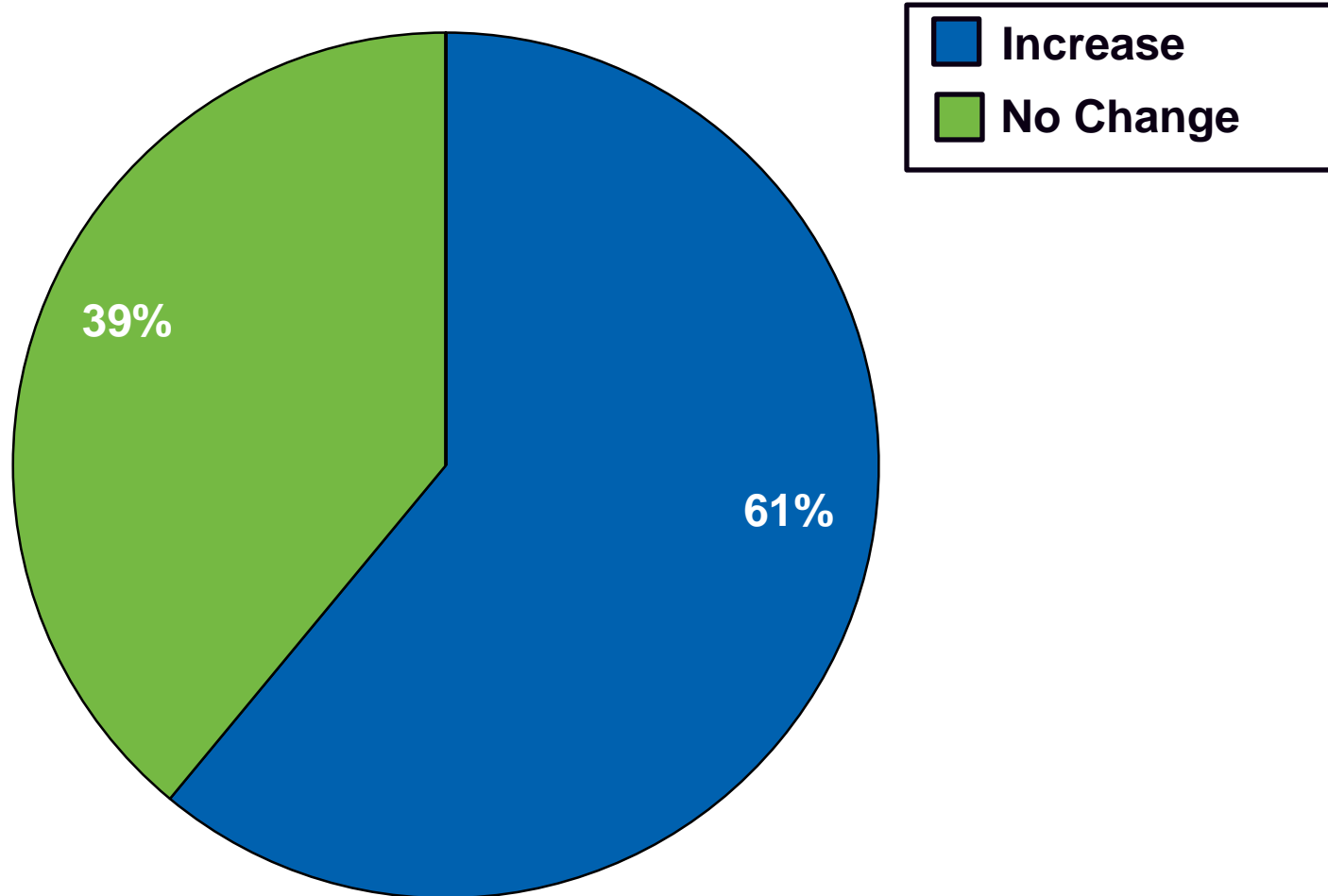
With the Amount of Space Per Employee Decreasing, How are Costs Associated With Heating/Cooling Systems Affected?



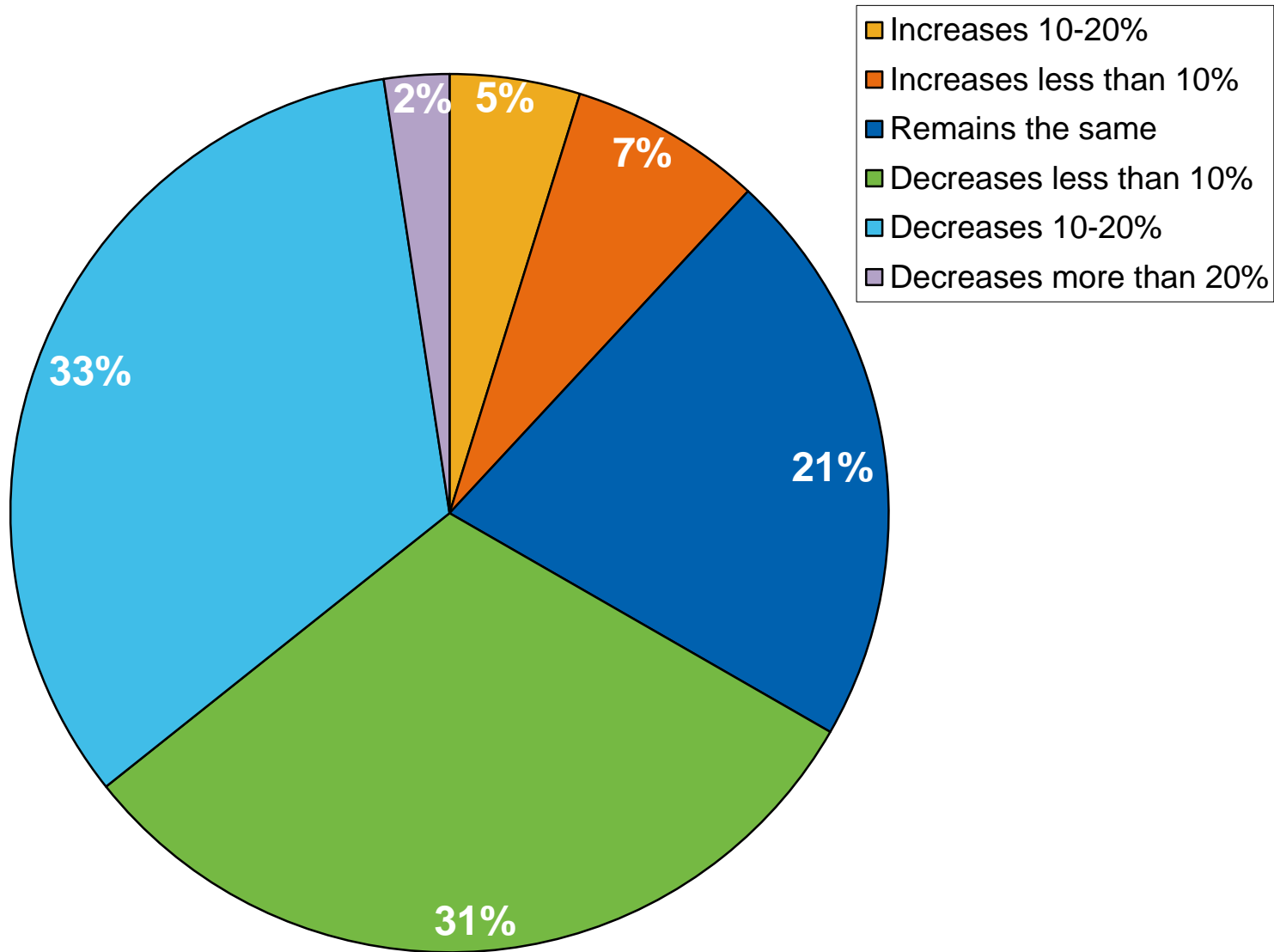
With the Amount of Space Per Employee Decreasing And More Workers In A Building, How Is The Level of Demand for First Floor Retail Affected?



With the Amount of Space Per Employee Decreasing, Has There Been an Increase in Demand for Parking?



The Effect on Revenue Stream if Tenants Downsize Leased Space



Source: Delta Associates; May 2012.

Note: Totals may not sum to 100% due to rounding