



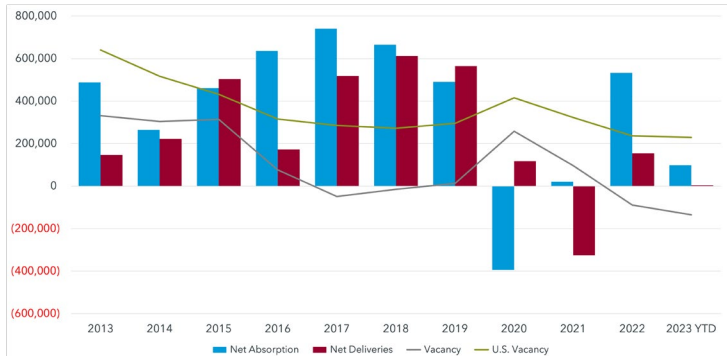
RETAIL MARKET OVERVIEW

CAMP PERRET, *Vice President*

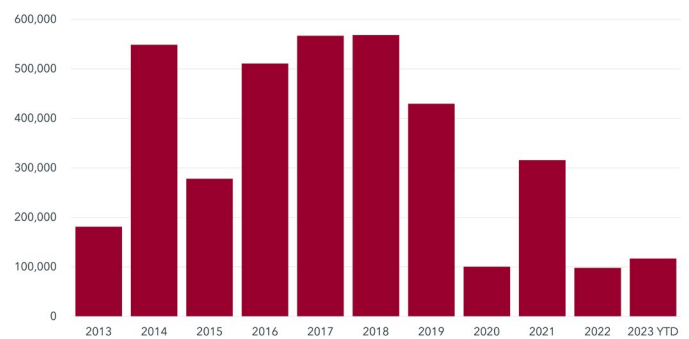
Demand in the Madison retail market remains solid due to strong demographics, including above-average median household incomes, low unemployment rates, and soaring population growth. Vacancy rates are compressed at 2.3% forcing market rents to inch up year-over-year. Square footage of retail under construction more than doubled in Q3. Sales volume dipped due in large part to increasing interest rates, yet average sales prices increased in Q3. Overall, the market is trending in a positive direction.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▼ 12 Mo. Net Absorption SF	363,980	406,292	547,976	532,316	338,926
◀▶ Vacancy Rate	2.3%	2.3%	2.4%	2.6%	2.9%
▲ Avg NNN Asking Rate PSF	\$16.89	\$16.85	\$16.65	\$16.65	\$16.57
▲ SF Under Construction	167,000	81,582	76,582	102,236	237,225
▲ Inventory SF	41,334,598	41,320,016	41,308,016	41,330,762	41,214,442

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
6655 McKee Road Madison, WI	54,718 SF	\$9,259,969 \$169.23 PSF	NETSTREIT Corporation Sandor Development Company	Single-Tenant
638-660 S. Gammon Road Madison, WI	26,883 SF	\$2,550,000 \$94.85 PSF	Gammon Rd LLC Gammon Place Investments LLC	Multi-Tenant
2127 E. Springs Drive Madison, WI	23,000 SF	\$3,800,000 \$165.22 PSF	Goodwill Industries 2127 Goodwill Springs LLC	Single Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5403 E. Park Boulevard Madison, WI	9,500 SF	Urban Land Interests	Undisclosed	Undisclosed
6654-6692 Odana Road Madison, WI	6,531 SF	Apex Property Management	Undisclosed	Undisclosed
2014-2018 S. Stoughton Road Madison, WI	6,088 SF	Facility Gateway Corporation	Undisclosed	Undisclosed

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