



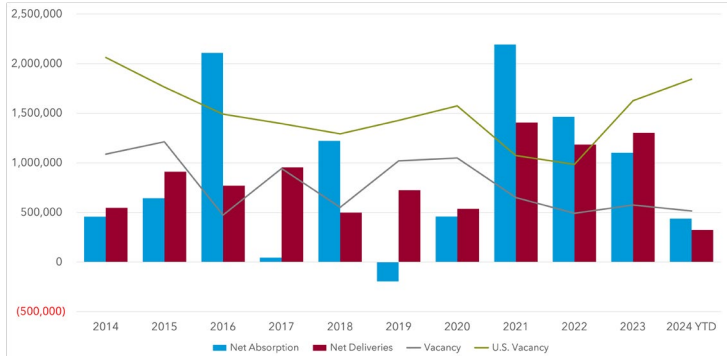
INDUSTRIAL MARKET OVERVIEW

CAMP PERRET, *Vice President*

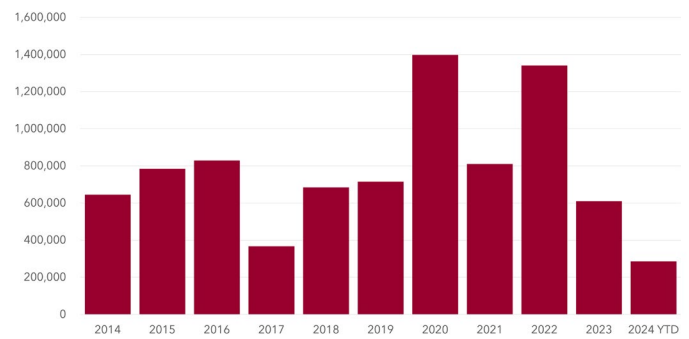
Demand in the Madison Industrial Market remains strong. Vacancy rates are at 2.7% which is lower than the national average of 6.3%. This low inventory continues to push rental rates up, giving landlords pricing power. Positive net absorption shows that the need for industrial space remains. Financing rates and construction costs continue to dampen new construction starts and as well as sale volumes. If the Fed lowers interest rates as expected, we may see increased volume in both sales and construction starts since the market clearly needs further industrial space.

MARKET INDICATORS	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023
▲ 12 Mo. Net Absorption SF	1,279,216	1,101,261	1,687,231	1,773,477	1,413,765
▼ Vacancy Rate	2.7%	2.9%	3.0%	1.8%	2.4%
▲ Avg NNN Asking Rate PSF	\$7.73	\$7.71	\$7.63	\$7.56	\$7.46
▼ SF Under Construction	285,964	610,447	851,775	1,805,978	1,598,986
▲ Inventory SF	76,778,027	76,453,544	76,301,044	75,321,849	75,215,358

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
400 Interpane Lane Deerfield, WI	112,809 SF	\$6,360,000 \$56.38 PSF	Three Leaf Partners Wisconsin Center District	Class C
123 E. Cottage Grove Road Cottage Grove, WI	20,600 SF	\$2,300,000 \$111.65 PSF	Village of Cottage Grove David Hensiak	Class C
205 Water Street Mineral Point, WI	14,936 SF	\$425,000 \$28.45 PSF	Firehouse Rentals LLC M. Gregory Merrick	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
200 Interstate Boulevard Edgerton, WI	300,300 SF	Arton Properties	Save-A-Lot	Grocery Stores
5525 Tradesmen Drive Madison, WI	65,582 SF	Acky-Likewise Tradesmen 1 LLC	Goodwill Industries	Retailer
5525 Tradesmen Drive Madison, WI	39,512 SF	Acky-Likewise Tradesmen 1 LLC	OnTrac	Services

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