



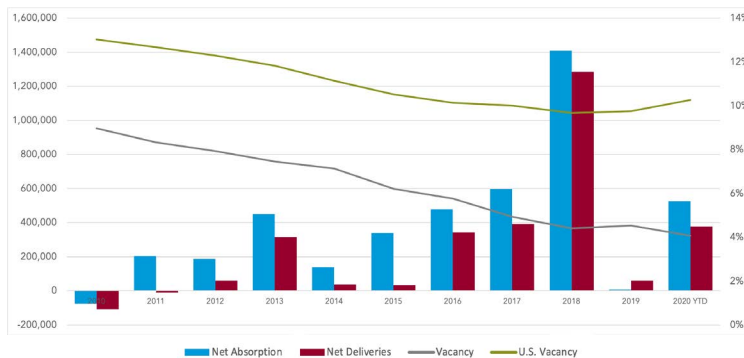
OFFICE MARKET OVERVIEW

CAMP PERRET, Associate

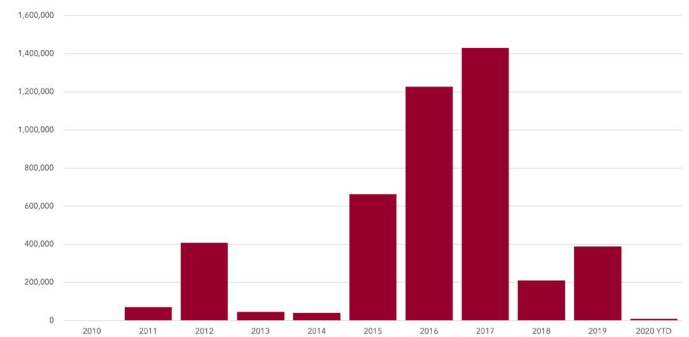
The Madison Office Market remained stable through Q2 2020. Vacancy rates continued to be compressed due to sustained demand and few new deliveries. Rents remained flat. While the market may see some corrections due to the coronavirus and the subsequent rise in telecommuting, the extent of any adjustments remains uncertain. Positively, unemployment numbers that peaked in April are already declining and continue to be lower than the nation average. The economy of the State Capitol, with concentrations in government, education, technology, and health care, all office-use driven, is forecasted to begin its recovery in the second half of 2020.

MARKET INDICATORS	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019
▲ Net Absorption	644,205 SF	317,638 SF	7,329 SF	163,977 SF	435,274 SF
▼ Vacancy Rate	4.0%	4.3%	4.5%	4.7%	4.7%
▲ Avg NNN Asking Rate	\$22.67 PSF	\$22.58 PSF	\$22.32 PSF	\$22.34 PSF	\$21.97 PSF
▼ Under Construction	9,534 SF	89,578 SF	388,218 SF	411,218 SF	345,044 SF
▲ Inventory	35,797,400 SF	35,717,356 SF	35,418,716 SF	35,395,716 SF	35,395,716 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
706 Ridge Rd Mineral Point, WI	31,110 SF	Undisclosed	Undisclosed Christine M. Lang	Class B
3624 Pioneer Rd Verona, WI	16,644 SF	\$1,100,000 \$66.09 PSF	Capitol Real Estate Advanced Building Corp	Class B
115 E. Conant St Portage, WI	7,800 SF	\$570,000 \$73.08 PSF	Undisclosed Amanda Van Wie	Class c

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8401 Greenway Blvd Middleton, WI	15,170 SF	Artis Real Estate Inv Trust	Westwood Professional Services	Engineers/Architects
597-605 Science Dr Madison, WI	8,232 SF	University Research Park, Inc.	Nimble Therapeutics	Medical
17 S. Fairchild St Madison, WI	5,450 SF	Mullins Group	100state	Real Estate