



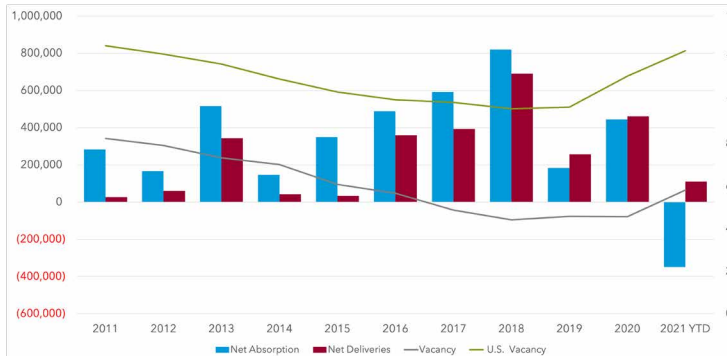
### OFFICE MARKET OVERVIEW

CAMP PERRET, *Vice President*

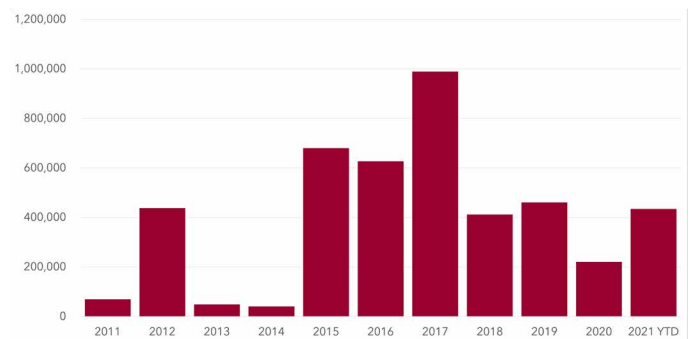
The Madison Office market remains steady due to low vacancies, affordable lease rates and build-to-suit construction projects coupled with a strong economy. The Madison vacancy rate of 5.8%, one of the lowest in the country, is well below the national average of 12.4%. With workers slowly returning to their office spaces, the low unemployment rate of 3.8% and few office closures in the market, the forecast for leasing and sales activity in the office segment is positive.

MARKET INDICATORS	Q2 2021	Q1 2021	Q4 2020	Q3 2020	Q2 2020
▼ 12 Mo. Net Absorption SF	(374,149)	(124,573)	444,509	621,897	656,560
▲ Vacancy Rate	5.8%	5.6%	4.6%	4.1%	4.1%
▲ Avg NNN Asking Rate	\$21.69	\$21.63	\$21.52	\$21.79	\$22.07
▲ SF Under Construction	434,248	207,736	220,736	287,960	253,388
▲ Inventory SF	36,421,285	36,415,797	36,310,797	36,167,897	36,167,897

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
101 Alpine Parkway Oregon, WI	20,400 SF	\$3,000,000 \$147.06 PSF	Village of Oregon One Community Bank	Class B
4801 Biltmore Lane Madison, WI	18,454 SF	\$2,380,000 \$128.97 PSF	Girl Scouts Wisconsin-Badgerland Council SLJ II, LLC	Class A
8500 Greenway Boulevard Middleton, WI	13,700 SF	\$1,895,000 \$138.32 PSF	Derek Card Eagle Ridge Associates, LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5525 Nobel Drive Madison, WI	21,447 SF	Avante Properties	Undisclosed	Undisclosed
131 W. Wilson Street Madison, WI	8,561 SF	Philip R. Coon	Undisclosed	Undisclosed
1800 Deming Way Middleton, WI	6,310 SF	Compass Properties	Iteris	Manufacturing

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