



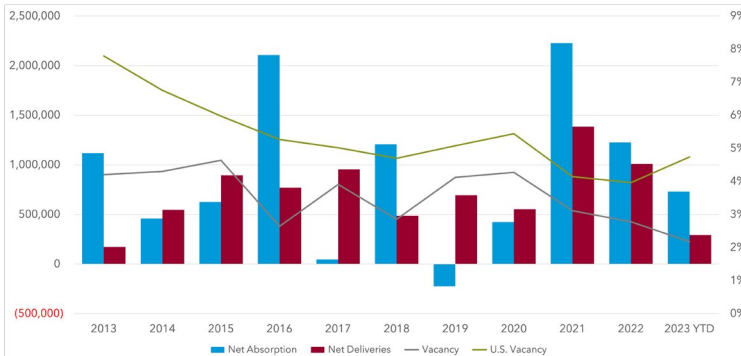
INDUSTRIAL MARKET OVERVIEW

CAMP PERRET, Vice President

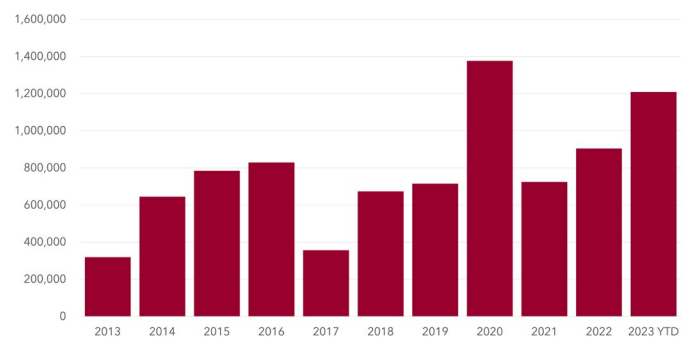
The demand in the Madison industrial market remains strong. Vacancy rates continue to decline; now at an all-time low of 1.9%. Rental rates continue to climb due to lack of inventory. While construction starts were up again in Q2, the market is underbuilding compared to its peers. Inventory expansion was a mere 1.4% year-over-year. Sales activity continues to be muted by a number of factors, including elevated interest rates and lack of available properties for sale. The market's strong demographics, including above-average median household incomes, low unemployment rates, and soaring population growth, will continue to power industrial demand into the foreseeable future.

MARKET INDICATORS	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022
▲ 12 Mo. Net Absorption SF	1,910,104	1,376,265	1,227,037	1,176,704	1,395,841
▼ Vacancy Rate	1.9%	2.5%	2.8%	3.4%	3.0%
▲ Avg NNN Asking Rate PSF	\$7.43	\$7.36	\$7.24	\$7.14	\$7.02
▲ SF Under Construction	1,209,040	982,048	904,536	1,072,119	1,123,317
▲ Inventory SF	74,132,035	74,025,544	73,838,556	73,475,273	73,052,952

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
150 Business Park Drive Sun Prairie, WI	179,526 SF	\$8,000,000 \$44.56 PSF	Business Park Property Group LLC Guardian Industries	Class B
240 Birdsey Street Columbus, WI	40,140 SF	\$911,000 \$22.70 PSF	Birdsey Warehouse Group LLC GAR Real Estate LLC	Class B
908 Stewart Street Madison, WI	35,000 SF	\$2,940,000 \$84.00 PSF	Grindstone Management LLC JP Madison Partners LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6002 Femrite Drive Madison, WI	93,156 SF	Undisclosed	Undisclosed	Undisclosed
129 Railroad Street Sun Prairie, WI	3,000 SF	Infinite Pursuit Investments	Amanda	Undisclosed
318 Locust Drive Verona, WI	2,850 SF	Undisclosed	Yotrio Corporation	Retailer

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