



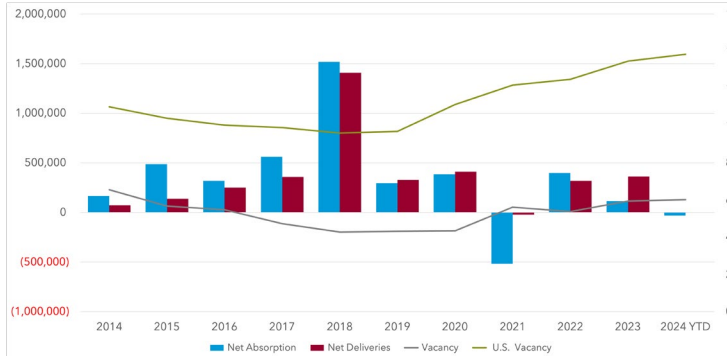
OFFICE MARKET OVERVIEW

CAMP PERRET, *Vice President*

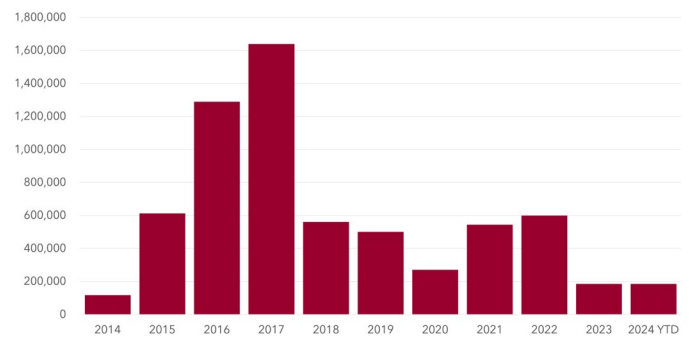
The Madison Office Market, with 6% vacancy, is far below the national average of 13%. This stability is due in part to the number of solid employers such as the State of Wisconsin and the University of Wisconsin along with thriving healthcare and biotech firms. With an unemployment rate of just 2.3% in Madison, there is still a need for office space for growing companies. Vacancy rates and rental rates are expected to remain flat for the near future. Sale volumes declined, in part due to rising interest rates. Despite slower leasing and sale rates, the market remains steady.

MARKET INDICATORS	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023
▲ 12 Mo. Net Absorption SF	148,628	114,666	(4,972)	19,120	147,969
▲ Vacancy Rate	6.0%	5.9%	6.0%	5.7%	5.5%
◀ ▶ Avg NNN Asking Rate PSF	\$23.12	\$23.12	\$23.06	\$23.04	\$22.97
◀ ▶ SF Under Construction	185,013	185,013	342,013	418,013	599,013
▲ Inventory SF	40,272,778	40,264,778	40,107,778	40,082,178	39,901,178

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5721 Odana Road Madison, WI	27,588 SF	\$5,013,734 \$181.74 PSF	Baxter Auto Group JBA Odana Road LLC	Class B
426 S. Yellowstone Drive Madison, WI	19,520 SF	\$2,450,000 \$125.51 PSF	MSP Real Estate, Inc. Park Towne Development Corp.	Class B
170 Bus Park Circle Stoughton, WI	18,000 SF	\$1,150,000 \$63.89 PSF	Fantasia Venture LLC Compliant Pharmacy Alliance Coop	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
10 E. Doty Street Madison, WI	15,316 SF	Urban Land Interests	Undisclosed	Undisclosed
4916 E. Broadway Madison, WI	14,350 SF	Facility Gateway Corporation	Undisclosed	Undisclosed
525 Junction Road Madison, WI	6,489 SF	Artis REIT	Home Instead	Service

