



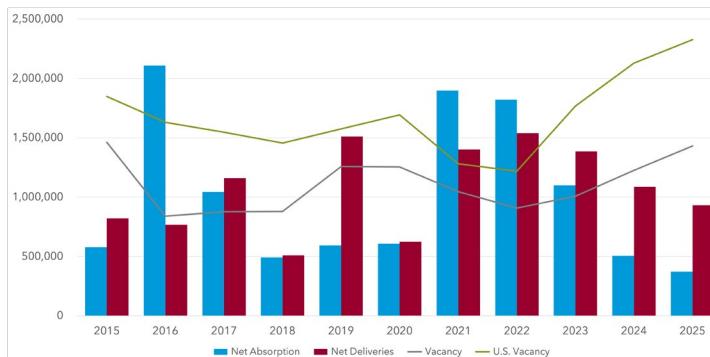
### INDUSTRIAL MARKET OVERVIEW

CHRIS ETMANCZYK, Principal

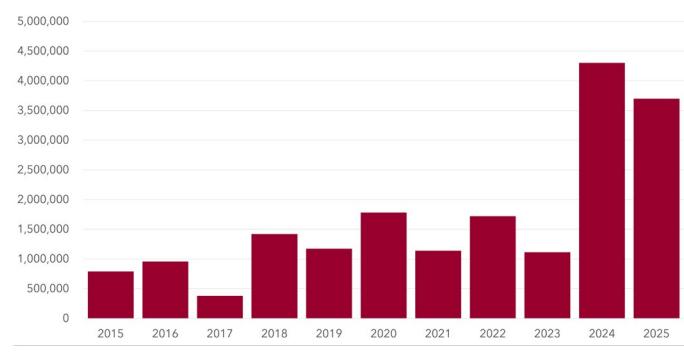
Demand in the Madison industrial market remains robust, as evidenced by a vacancy rate of 4.6%, significantly below the national average of 7.4%. Ongoing inventory constraints continue to limit leasing activity, with demand consistently outpacing available supply. Construction starts have remained flat, and limited speculative development is anticipated in the near term, further reinforcing supply-side constraints. Investment activity has strengthened accordingly, with industrial sales volume increasing 42% year over year, reflecting heightened buyer interest and sustained confidence in the sector's fundamentals.

MARKET INDICATORS	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
▲ 12 Mo. Net Absorption SF	372,832	84,969	207,572	391,236	506,249
▲ Vacancy Rate	4.6%	4.3%	4.3%	4.2%	3.9%
▼ Avg NNN Asking Rate PSF	\$8.00	\$8.03	\$7.98	\$7.95	\$7.88
◀ ▶ Sale Price PSF	\$76.00	\$76.00	\$76.00	\$77.00	\$76.00
◀ ▶ Cap Rate	8.8%	8.8%	8.8%	8.7%	8.7%
▼ Under Construction SF	3,698,018	4,115,173	4,087,400	3,931,636	4,300,498
▲ Inventory SF	79,268,186	78,806,186	78,806,186	78,719,950	78,335,688

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
805 Uniek Drive Waunakee, WI	240,950 SF	\$14,000,000 \$56.61 PSF	Greenmont Group Neiss Real Estate Management	Class A
350 17th Street Monroe, WI	205,321 SF	\$11,643,750 \$56.71 PSF	Essential Properties Realty Trust RR Donnelley	Class C
2701 S. Stoughton Road Madison, WI	158,500 SF	\$7,500,000 \$47.32 PSF	EK Machine, Inc. Weir ESCO Corp	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2417 W. Badger Road Madison, WI	101,300 SF	Elizabeth Props	Accuray, Inc.	Manufacturing
3204 Ohmeda Drive Madison, WI	65,254 SF	Undisclosed	Undisclosed	Undisclosed
1824 Haynes Drive Sun Prairie, WI	54,337 SF	Zilber Property Group	Helm Group Inc.	Professional, Scientific, and Technical Services



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