



Northeast WI Industrial Market Report

Q12022

PREPARED BY

NAIPfefferle

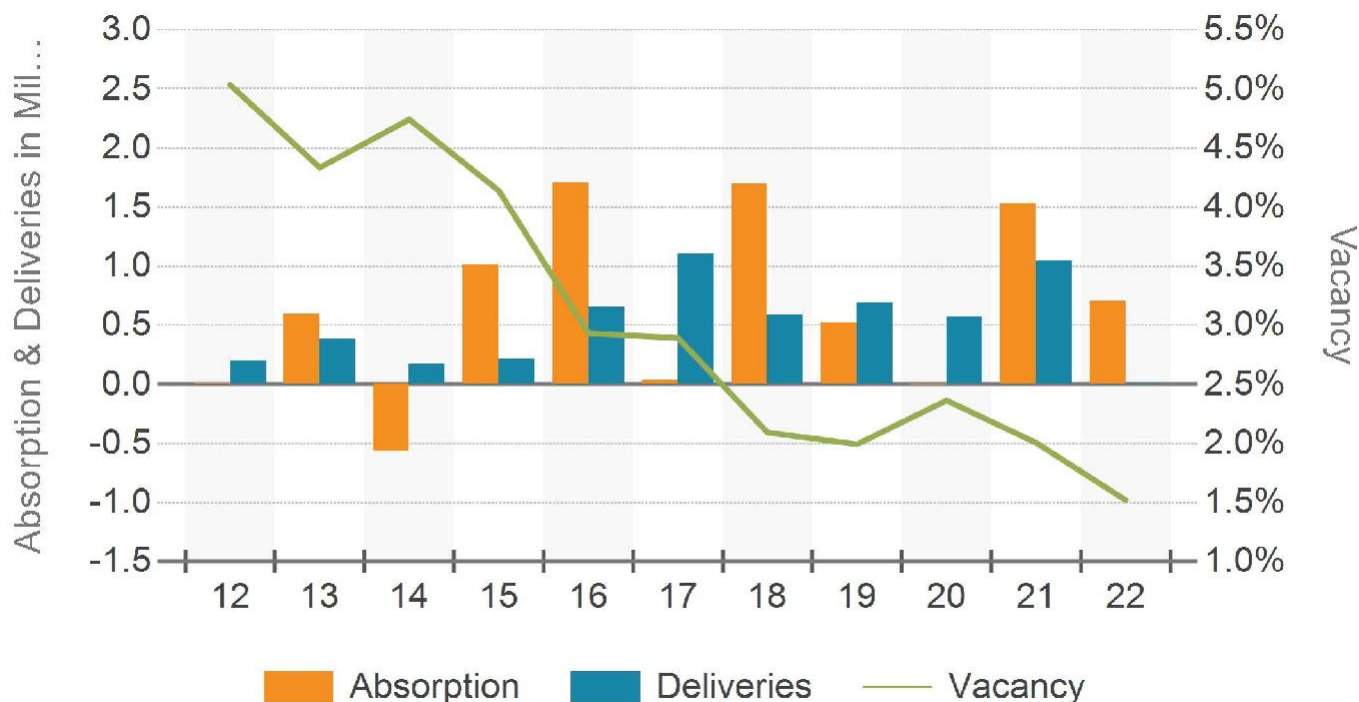
Manny Vasquez
Vice President - Business Development



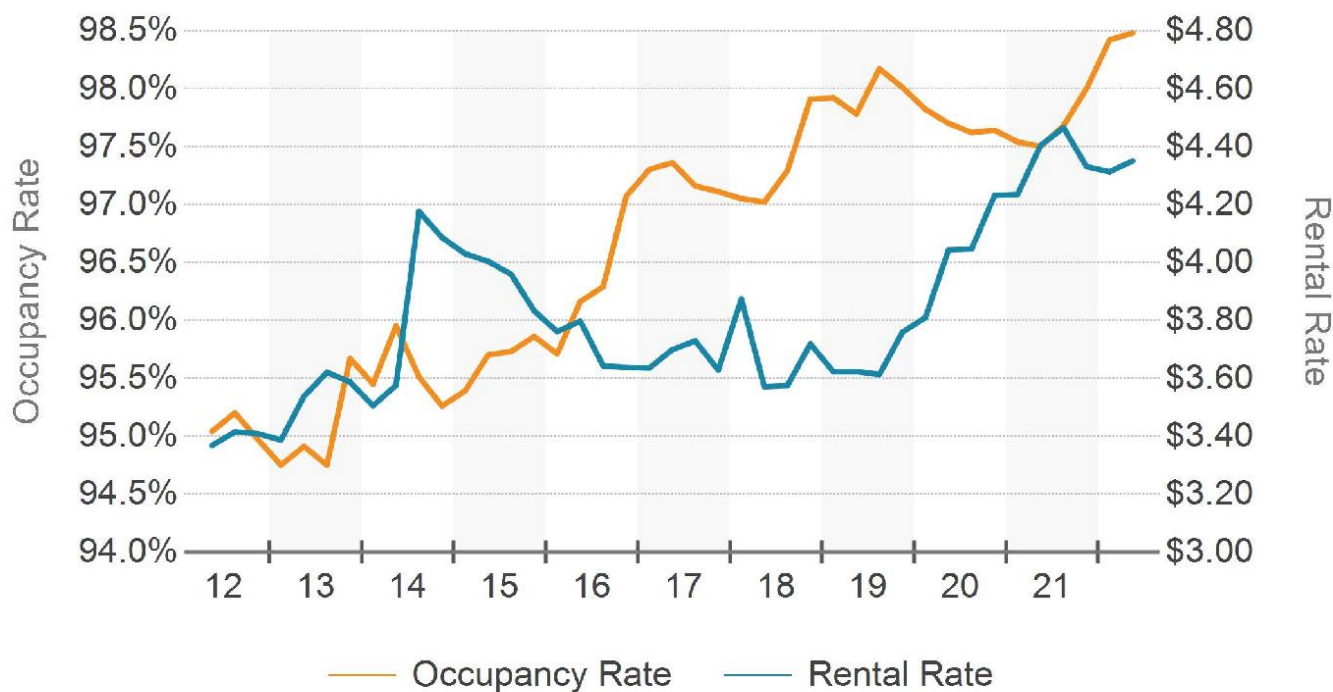
Overview

Northeast WI Industrial Q12022

ABSORPTION, DELIVERIES, VACANCY



OCCUPANCY & RENTAL RATES



VACANCY & RENTAL RATES



SUMMARY STATISTICS

Availability	Survey	5-Year Avg
Rent Per SF	\$4.35	\$3.88
Vacancy Rate	1.5%	2.4%
Vacant SF	2,169,850	3,345,553
Availability Rate	2.5%	4.0%
Available SF	3,547,766	5,676,111
Sublet SF	0	19,882
Months on Market	11.4	8.7

Inventory	Survey	5-Year Avg
Existing Buildings	3,286	3,267
Existing SF	142,949,044	141,285,312
12 Mo. Const. Starts	91,140	585,850
Under Construction	103,000	715,269
12 Mo. Deliveries	281,714	751,074

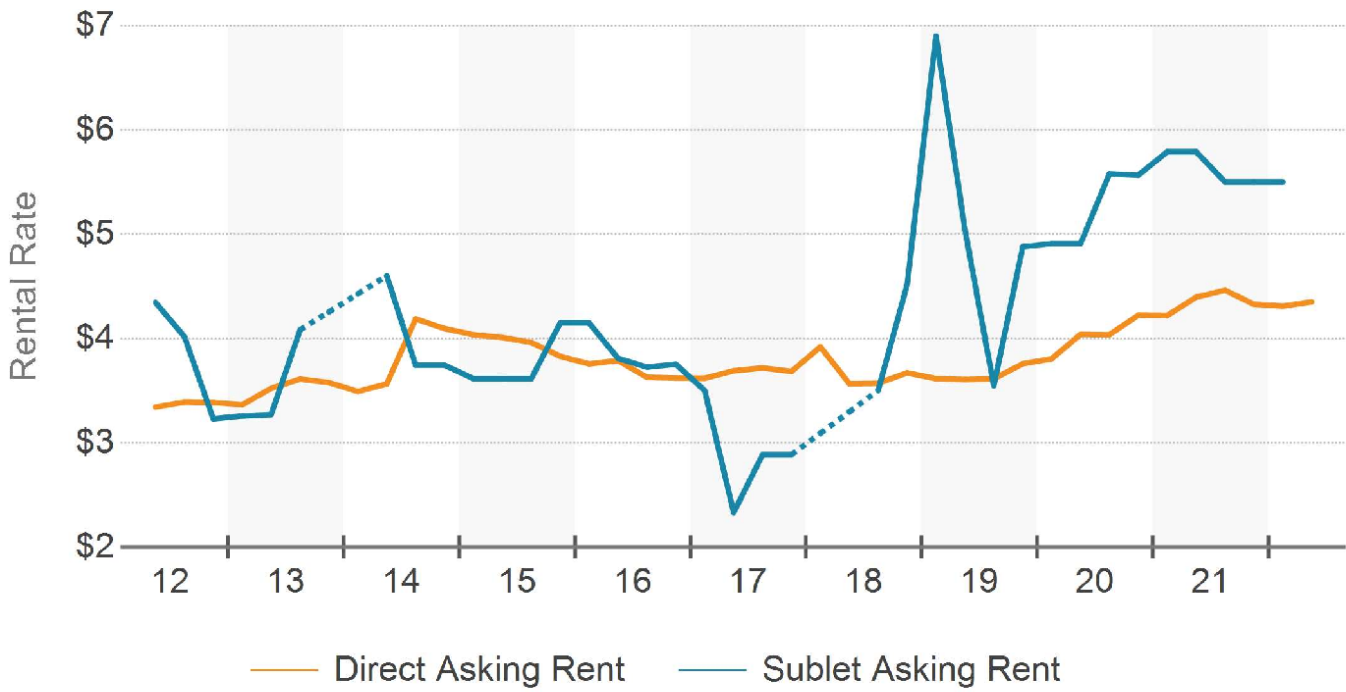
Demand	Survey	5-Year Avg
12 Mo. Absorption SF	1,520,514	975,579
12 Mo. Leasing SF	2,482,107	2,130,018

Sales	Past Year	5-Year Avg
Sale Price Per SF	\$49	\$35
Asking Price Per SF	\$48	\$37
Sales Volume (Mil.)	\$407	\$215
Cap Rate	9.2%	8.9%

ASKING RENT PER SF



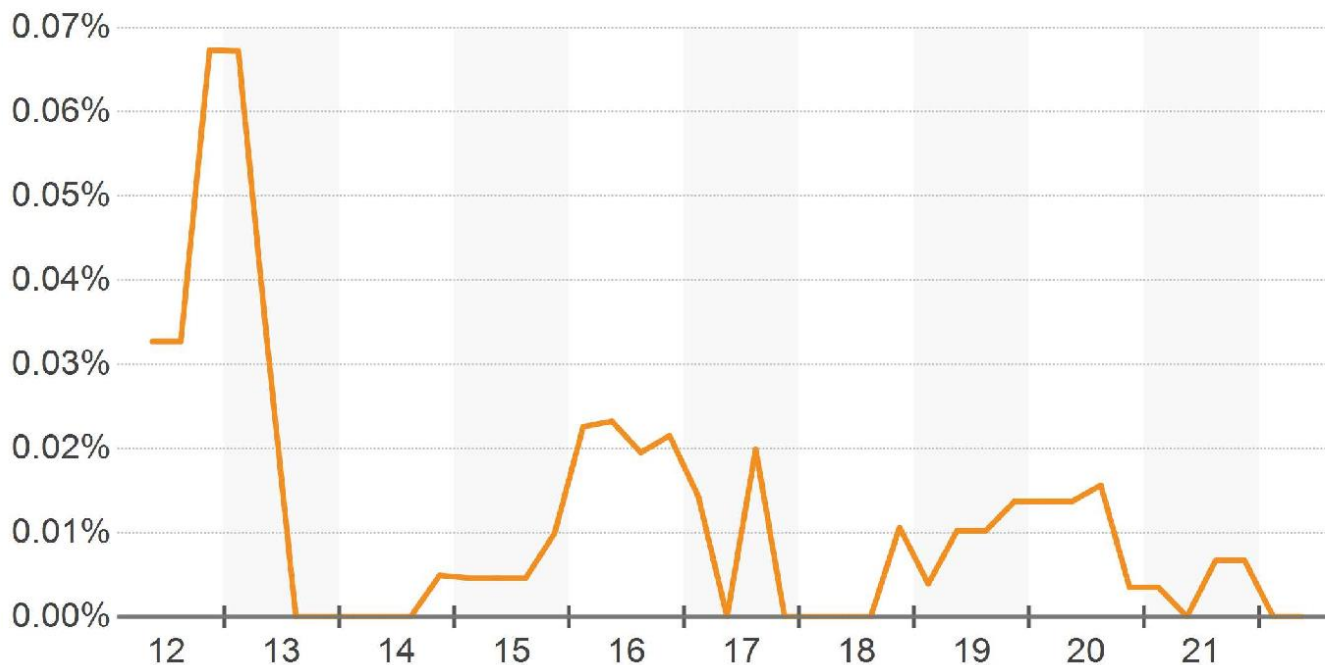
DIRECT & SUBLET RENTAL RATES



VACANCY RATE



SUBLEASE VACANCY RATE



AVAILABILITY RATE



AVAILABILITY & VACANCY RATE



OCCUPANCY RATE



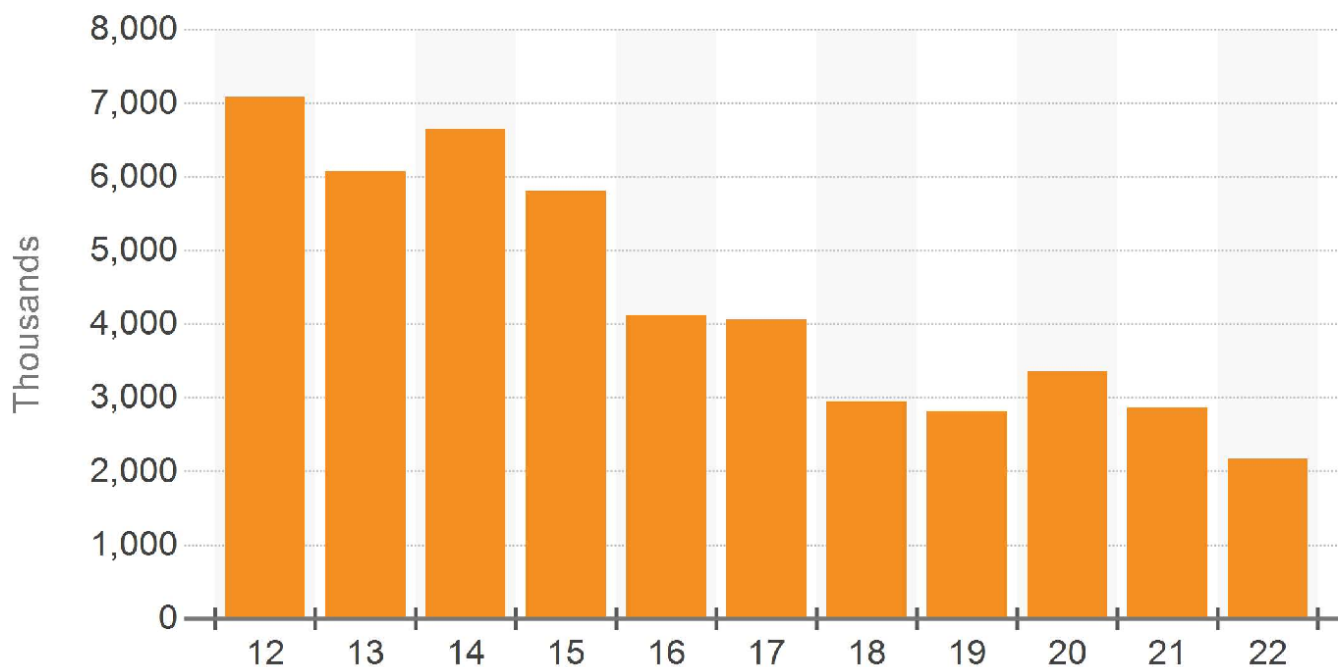
PERCENT LEASED RATE



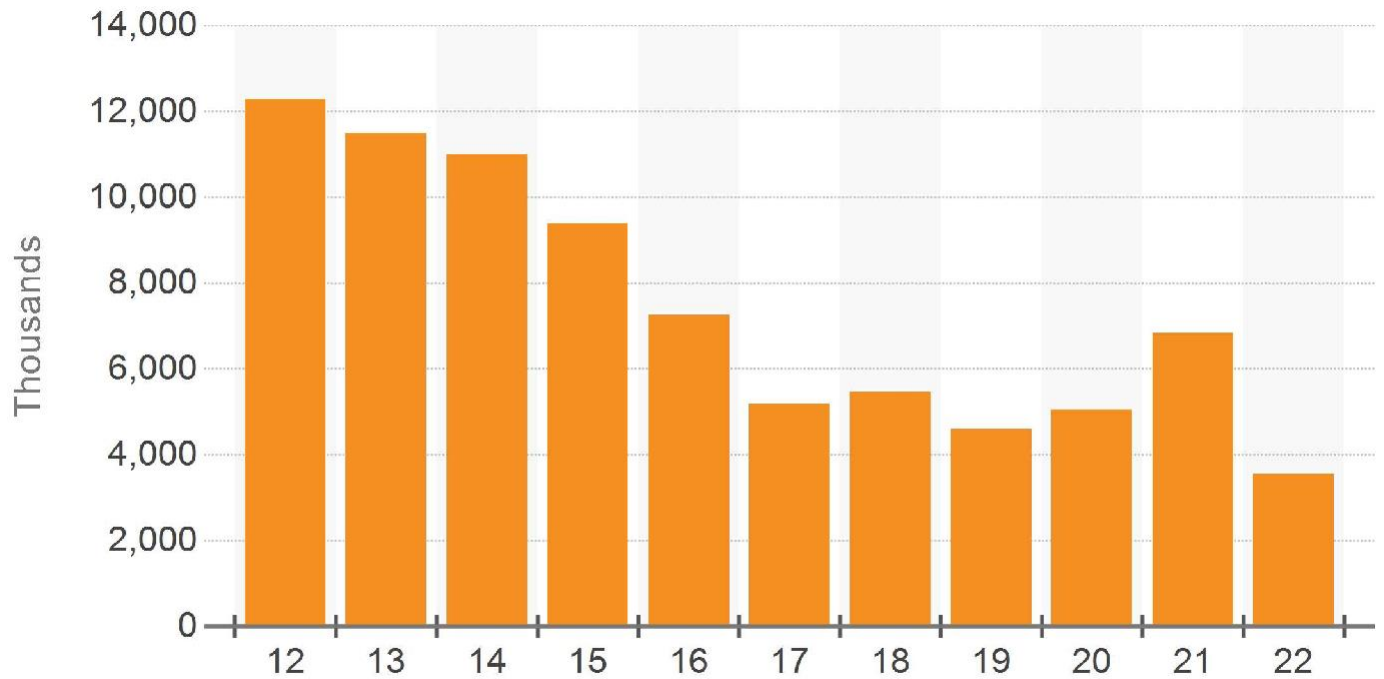
OCCUPANCY & PERCENT LEASED



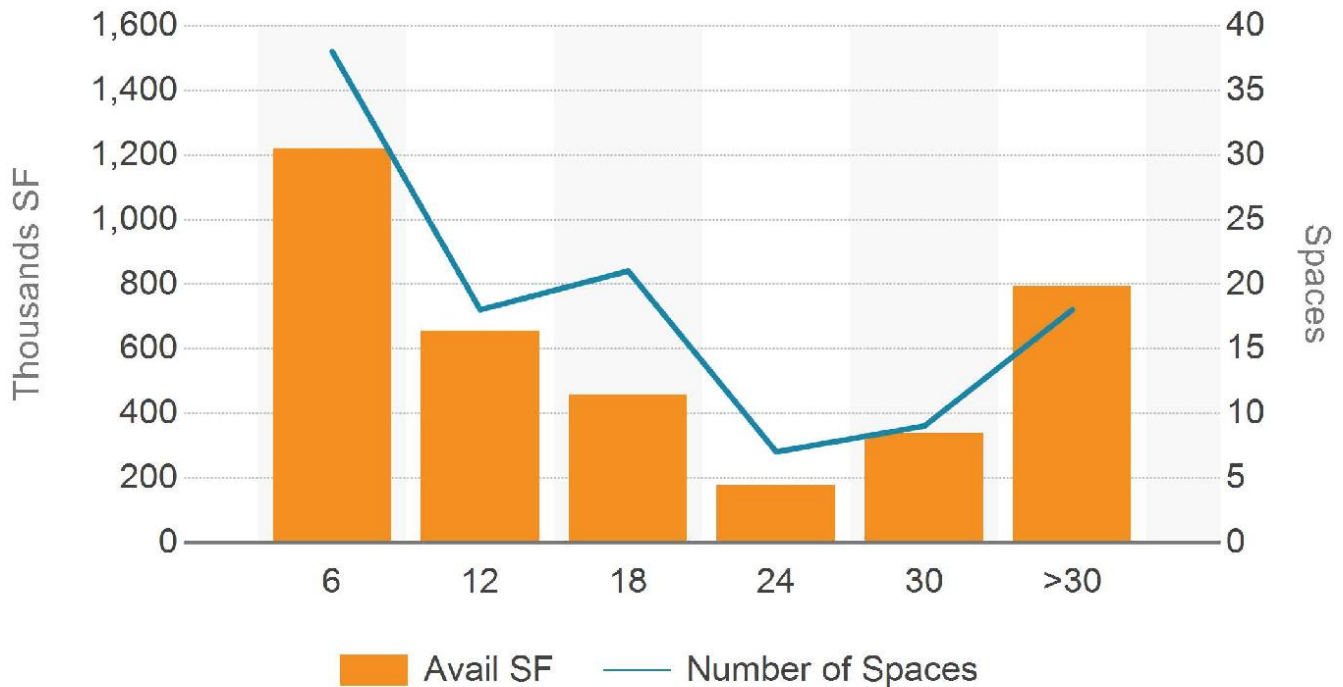
VACANT SF



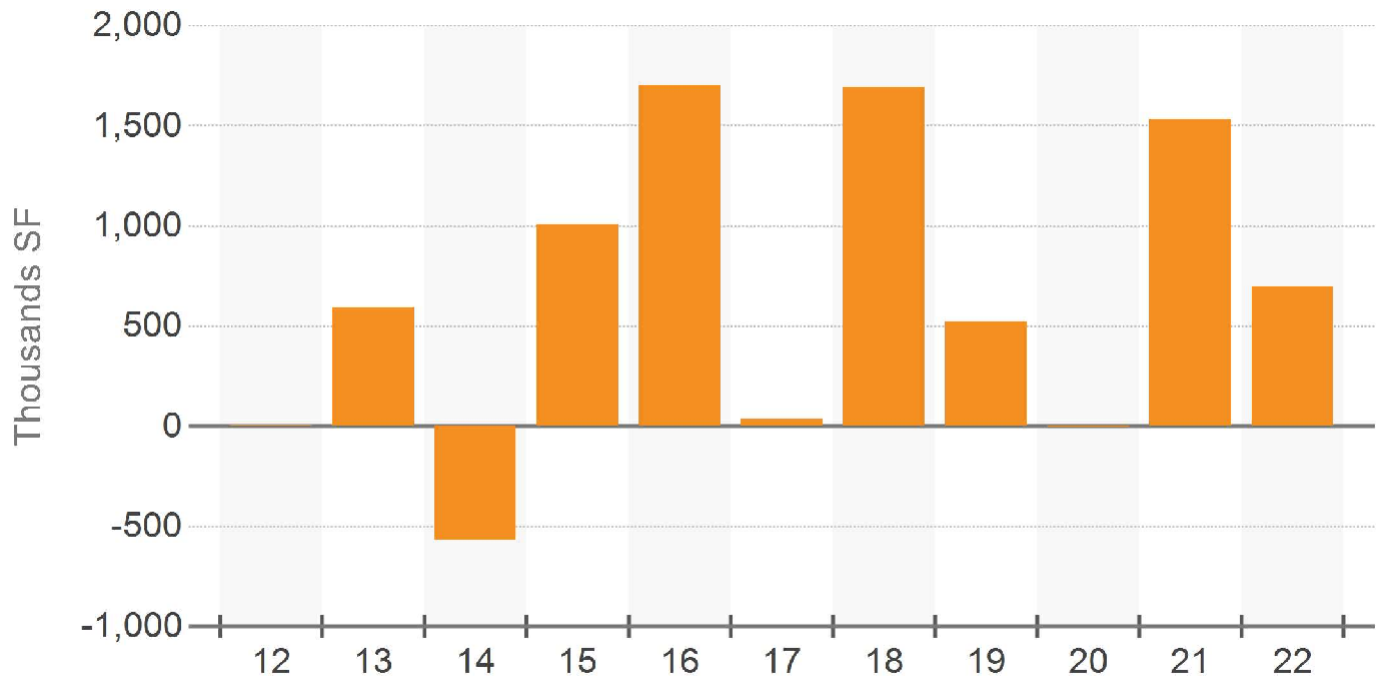
AVAILABLE SF



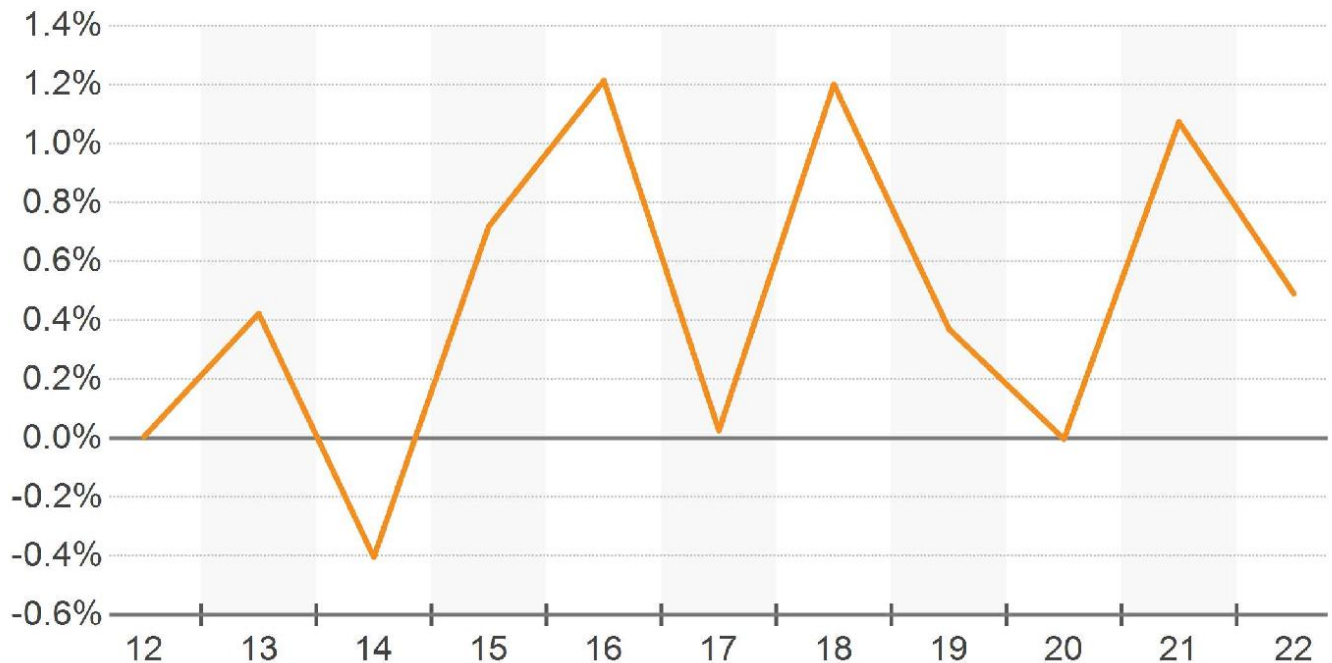
MONTHS ON MARKET DISTRIBUTION



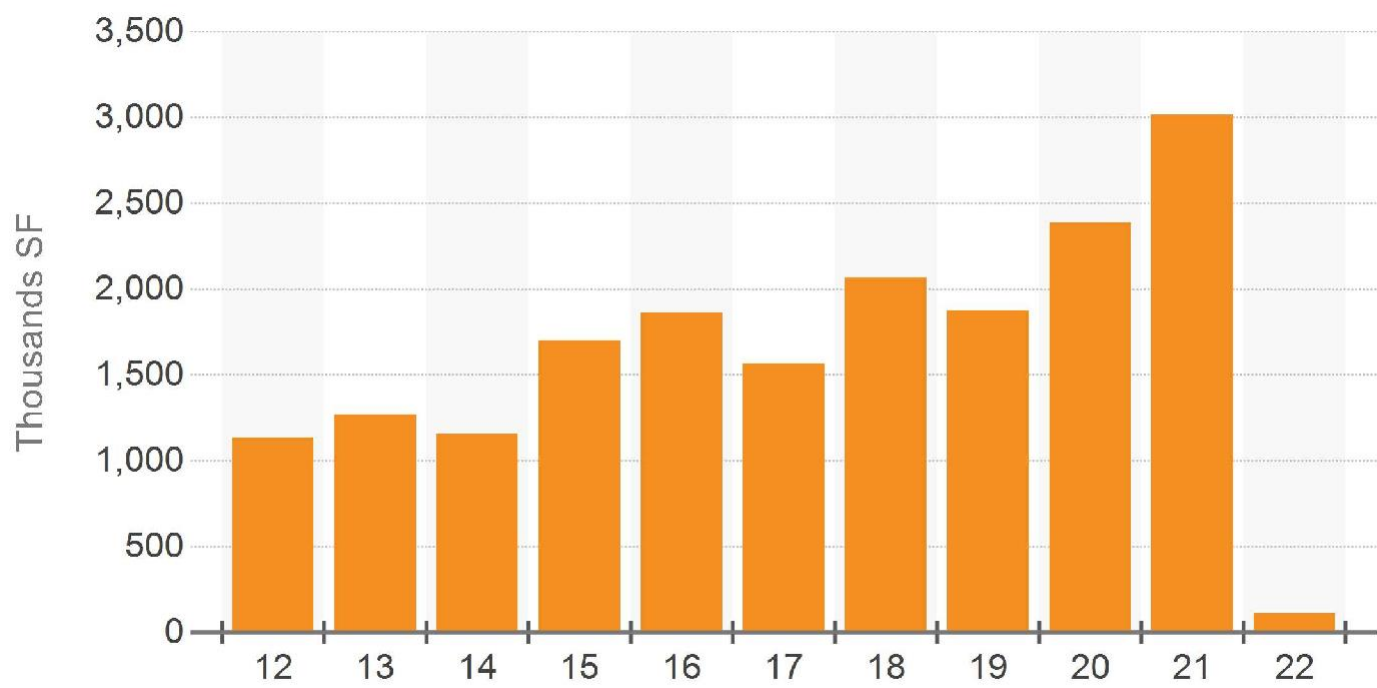
NET ABSORPTION



NET ABSORPTION AS % OF INVENTORY



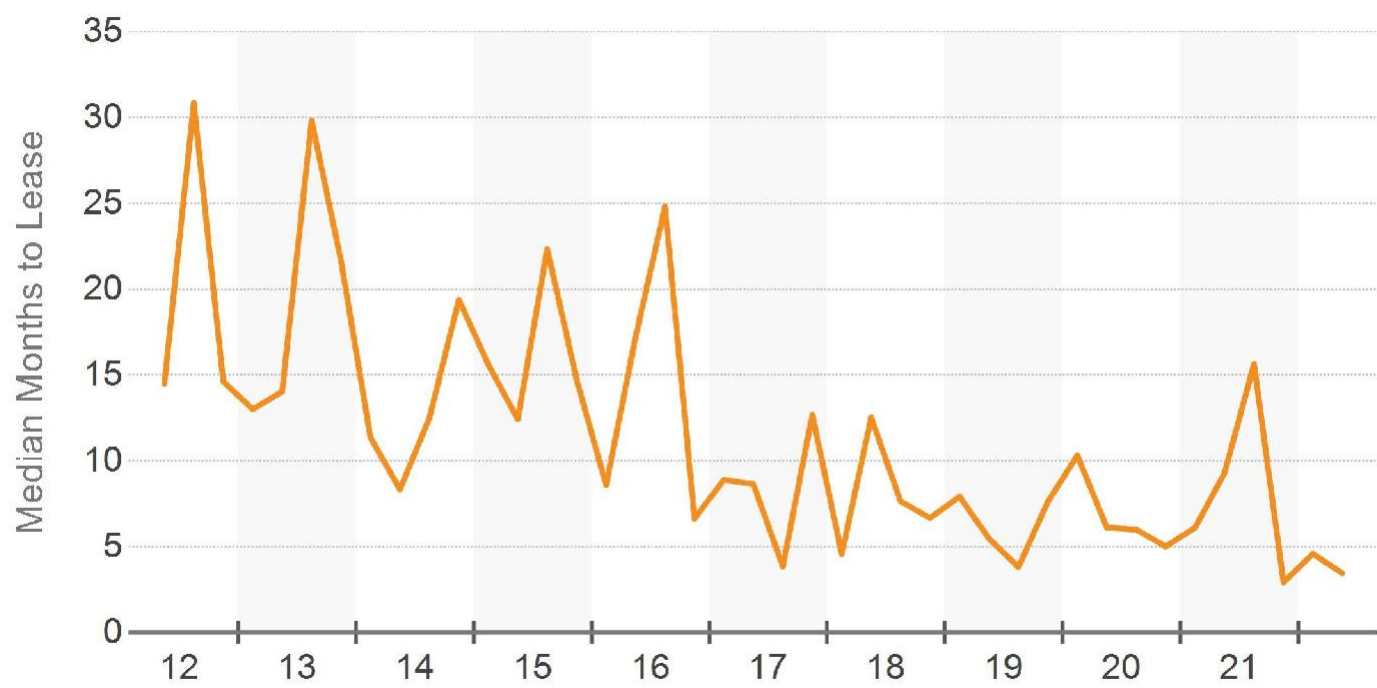
LEASING ACTIVITY



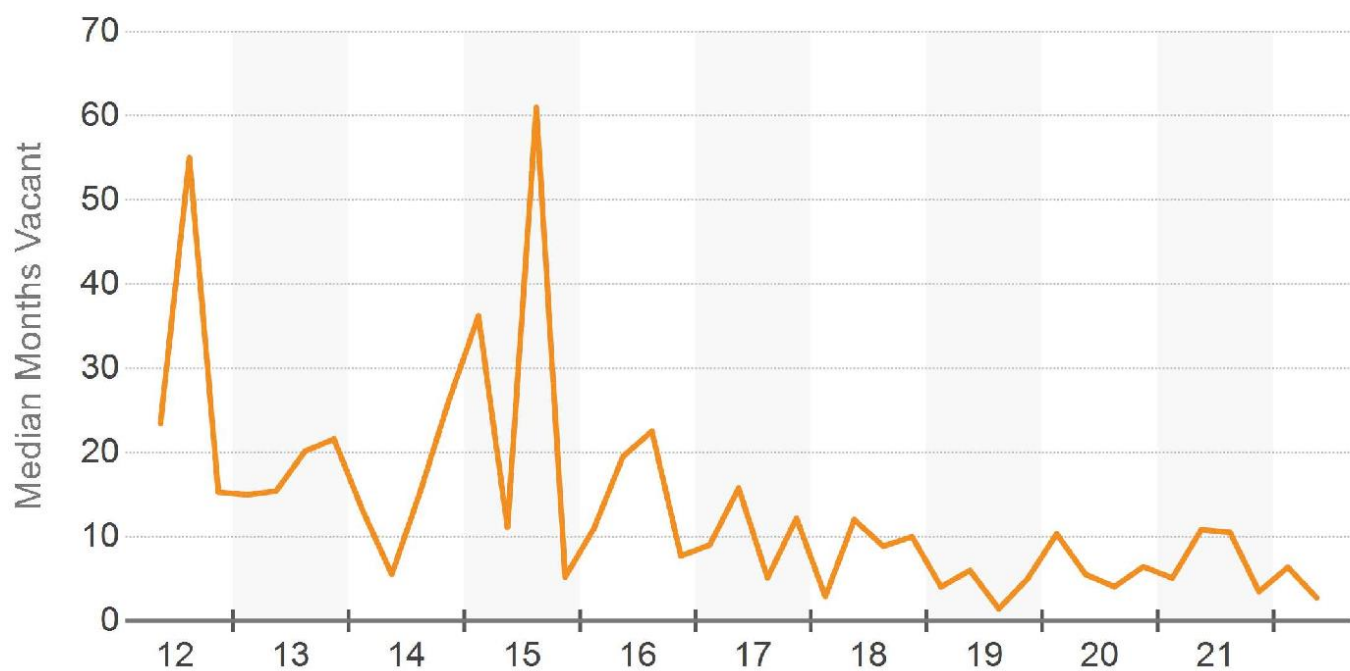
MONTHS ON MARKET



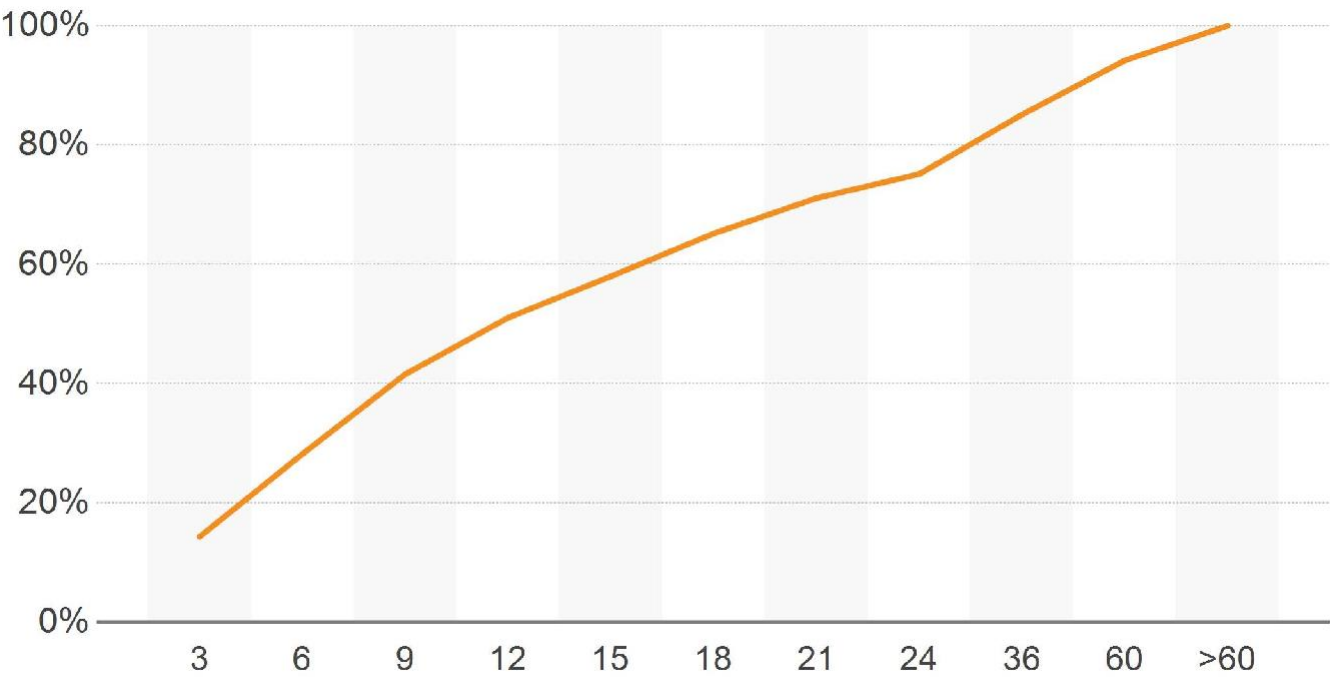
MONTHS TO LEASE



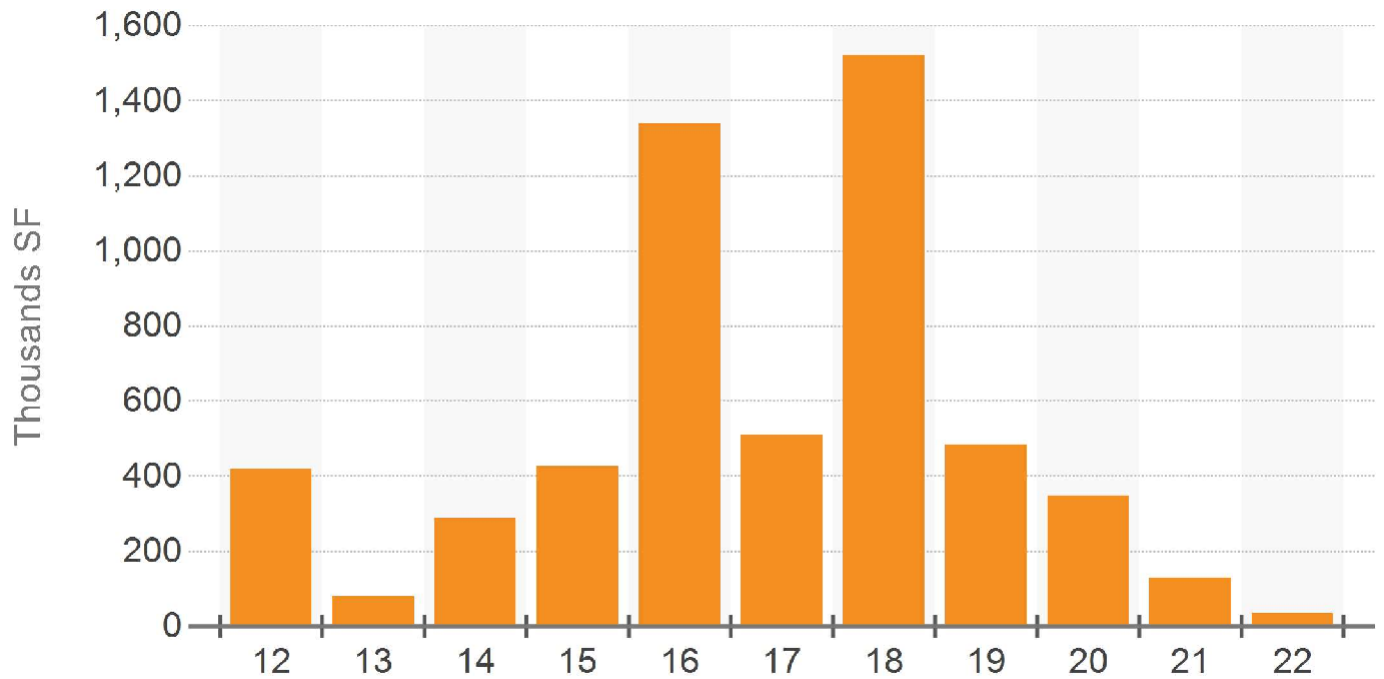
MONTHS VACANT



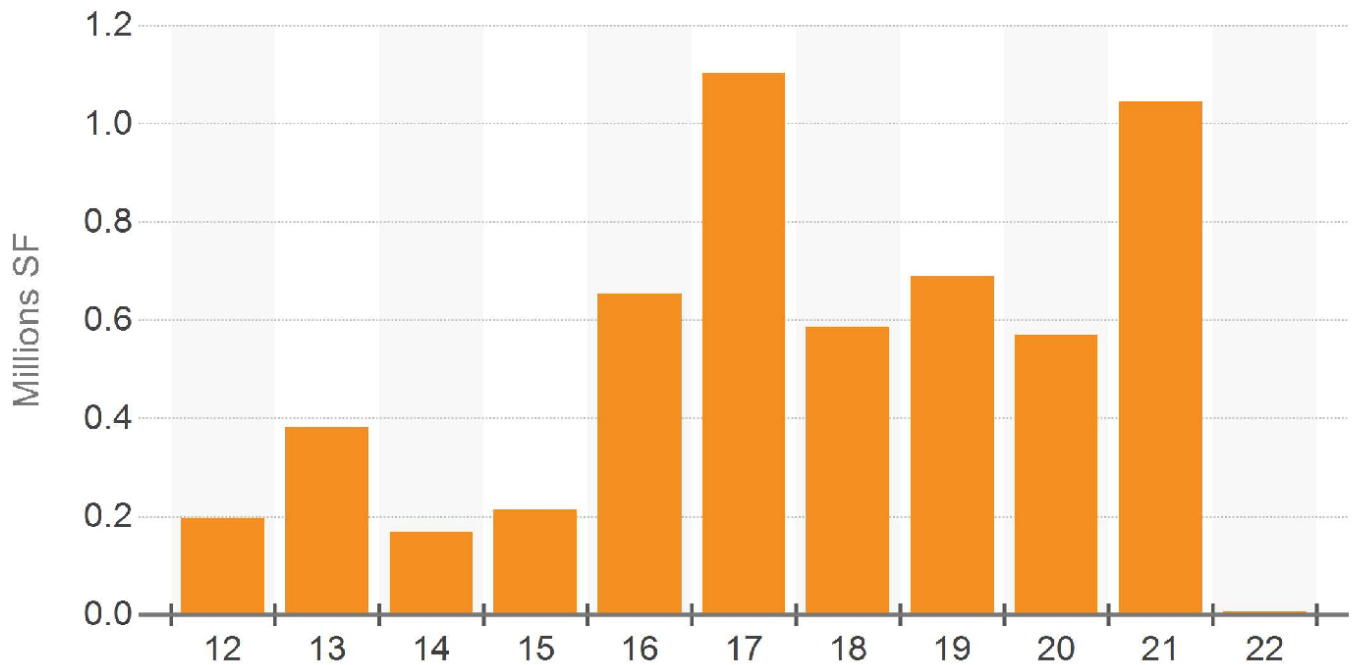
PROBABILITY OF LEASING IN MONTHS



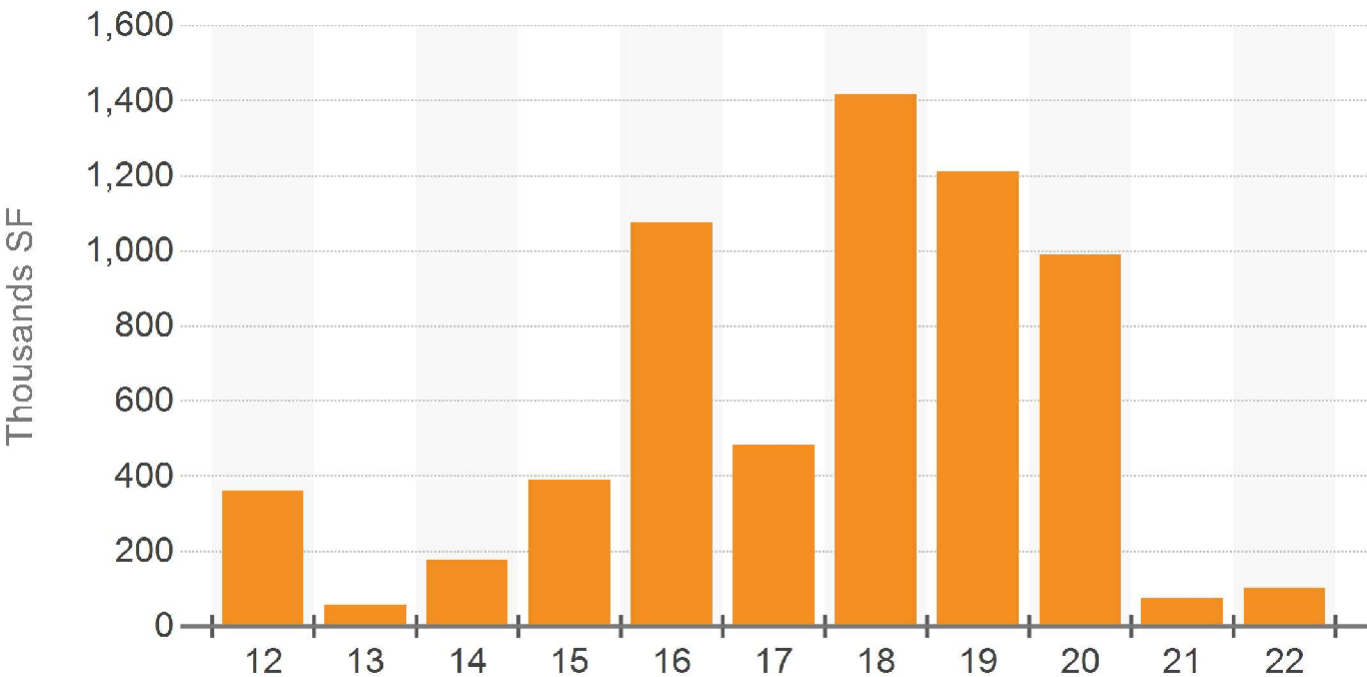
CONSTRUCTION STARTS



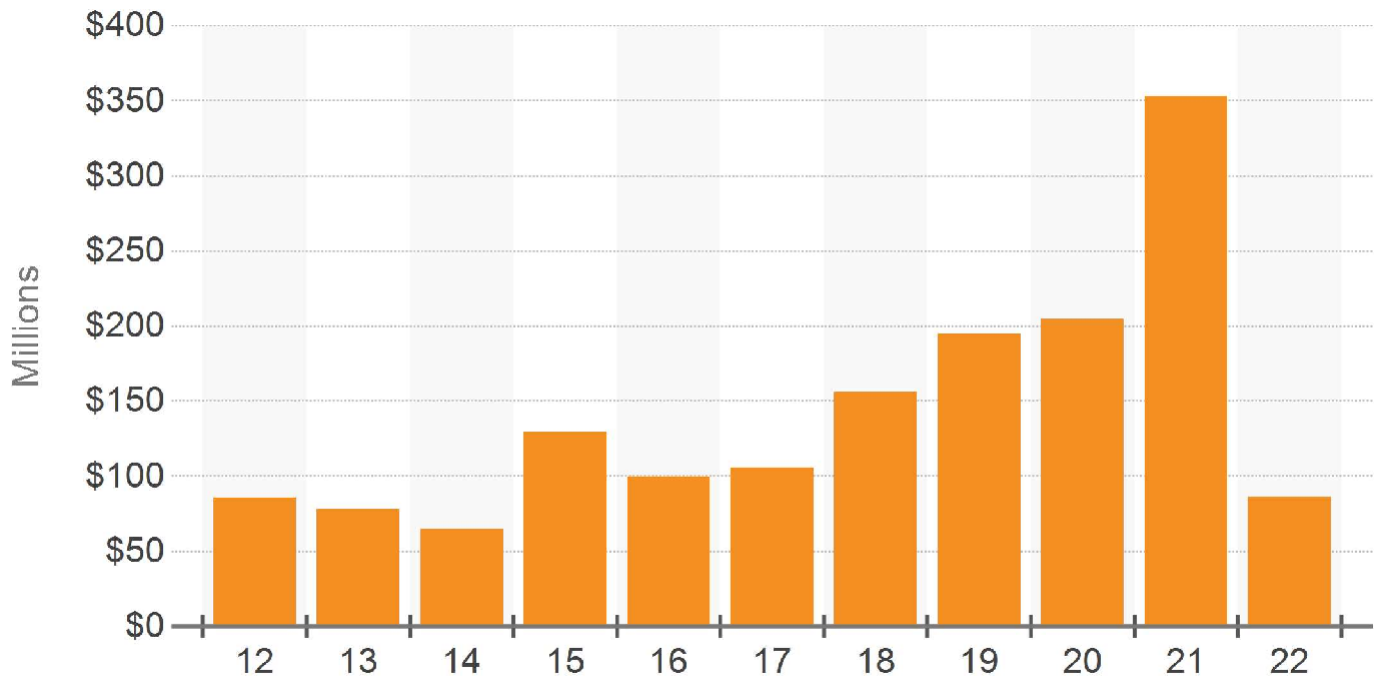
CONSTRUCTION DELIVERIES



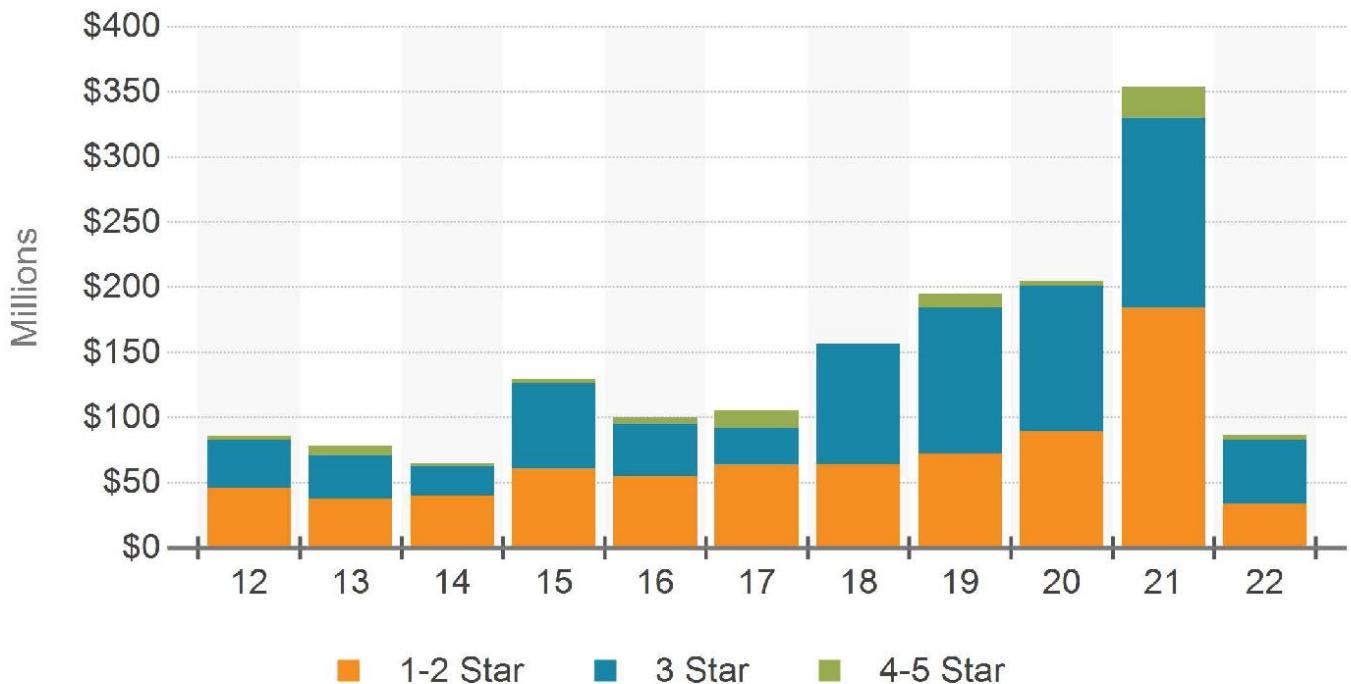
UNDER CONSTRUCTION



SALES VOLUME



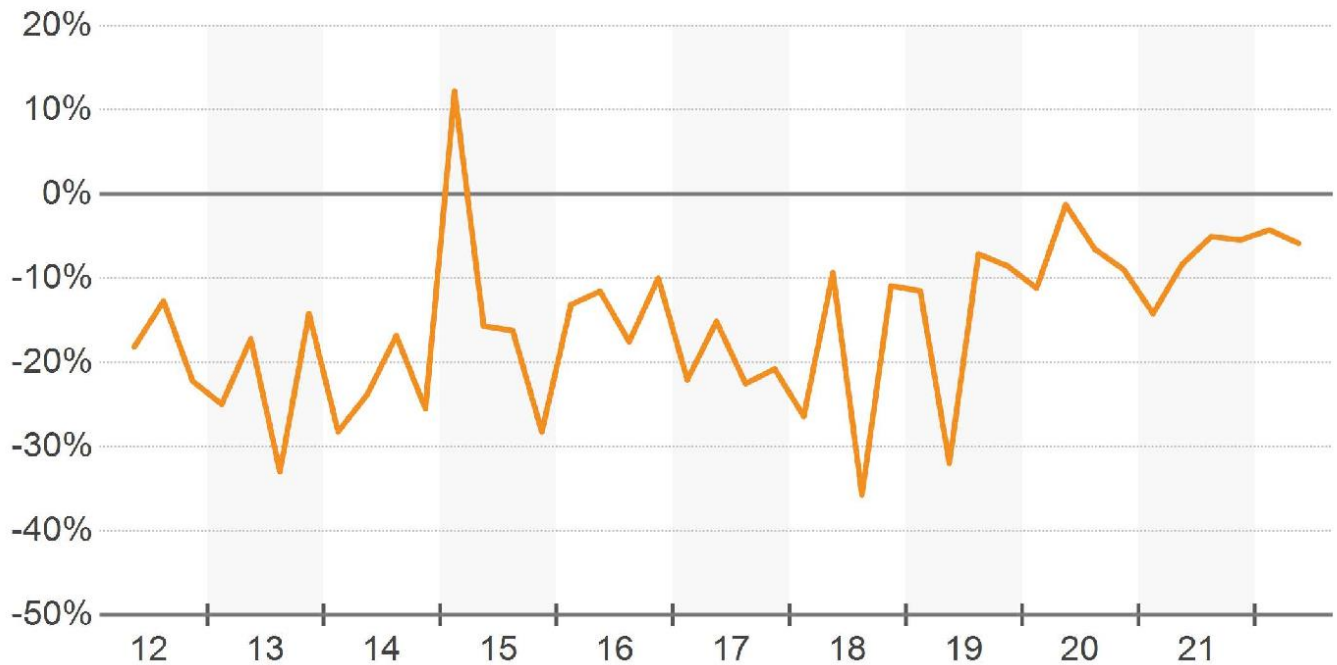
SALES VOLUME BY STAR RATING



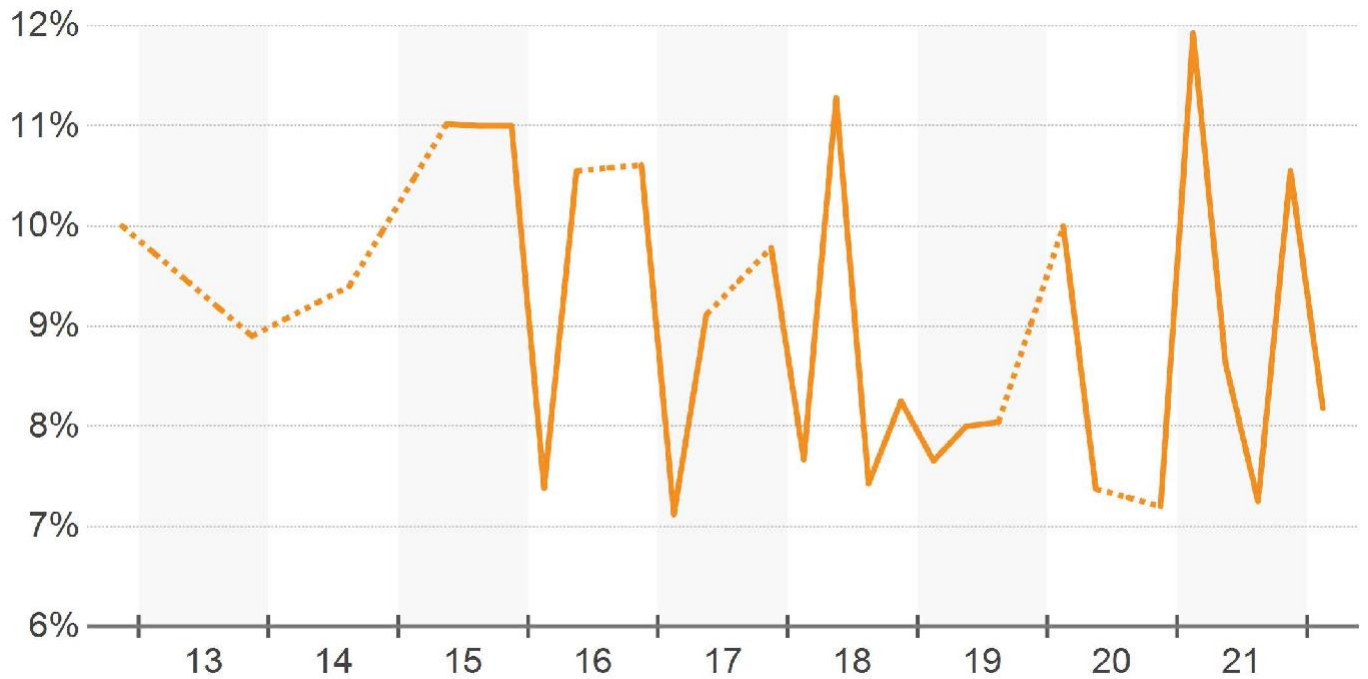
AVERAGE SALE PRICE PER SF



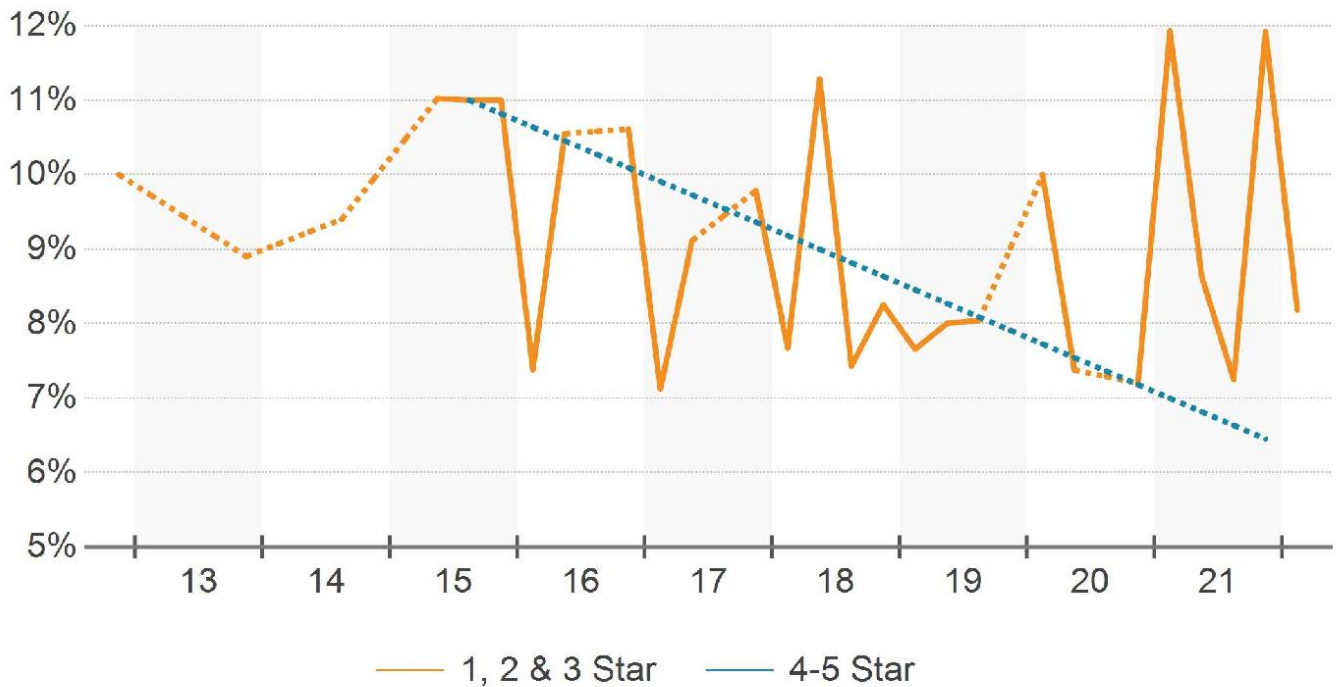
SALE TO ASKING PRICE DIFFERENTIAL



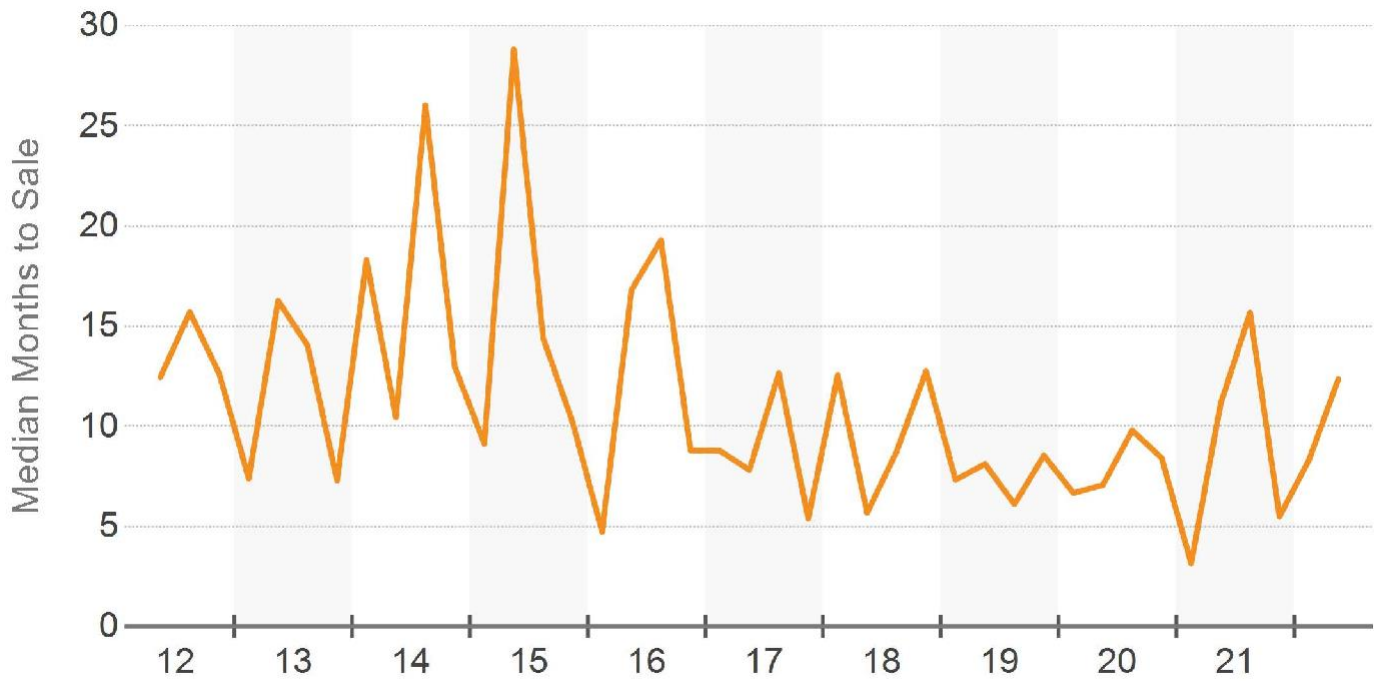
CAP RATE



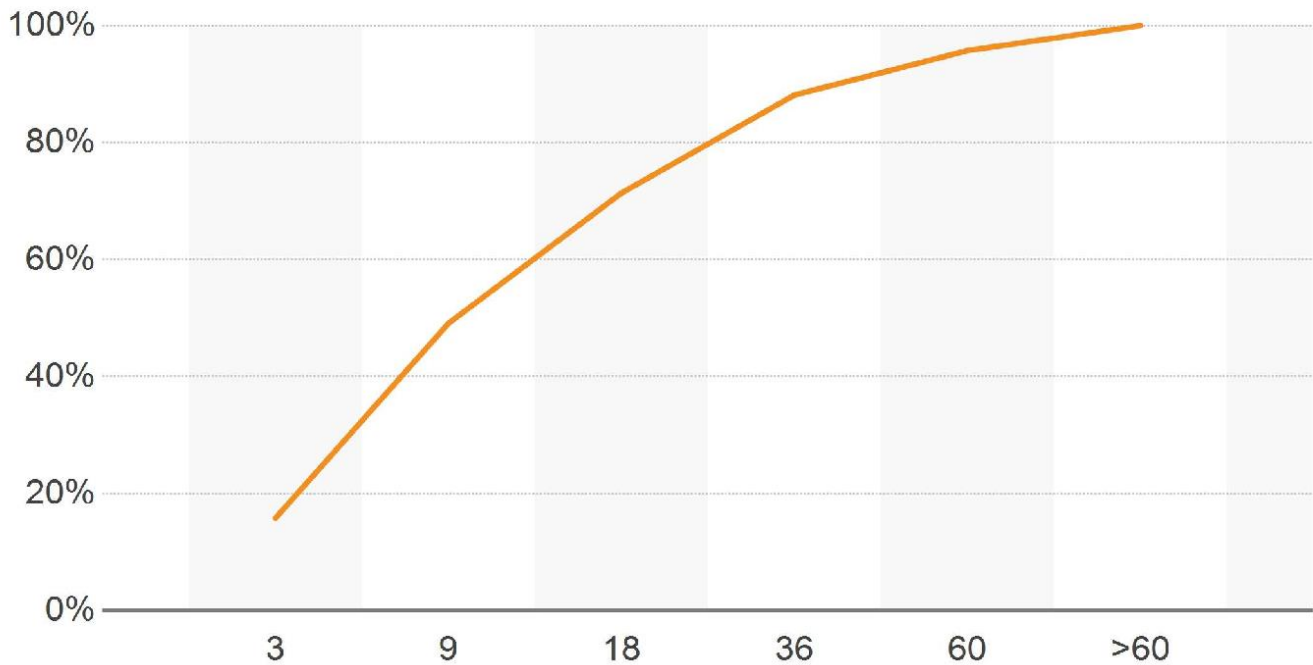
CAP RATE BY STAR RATING



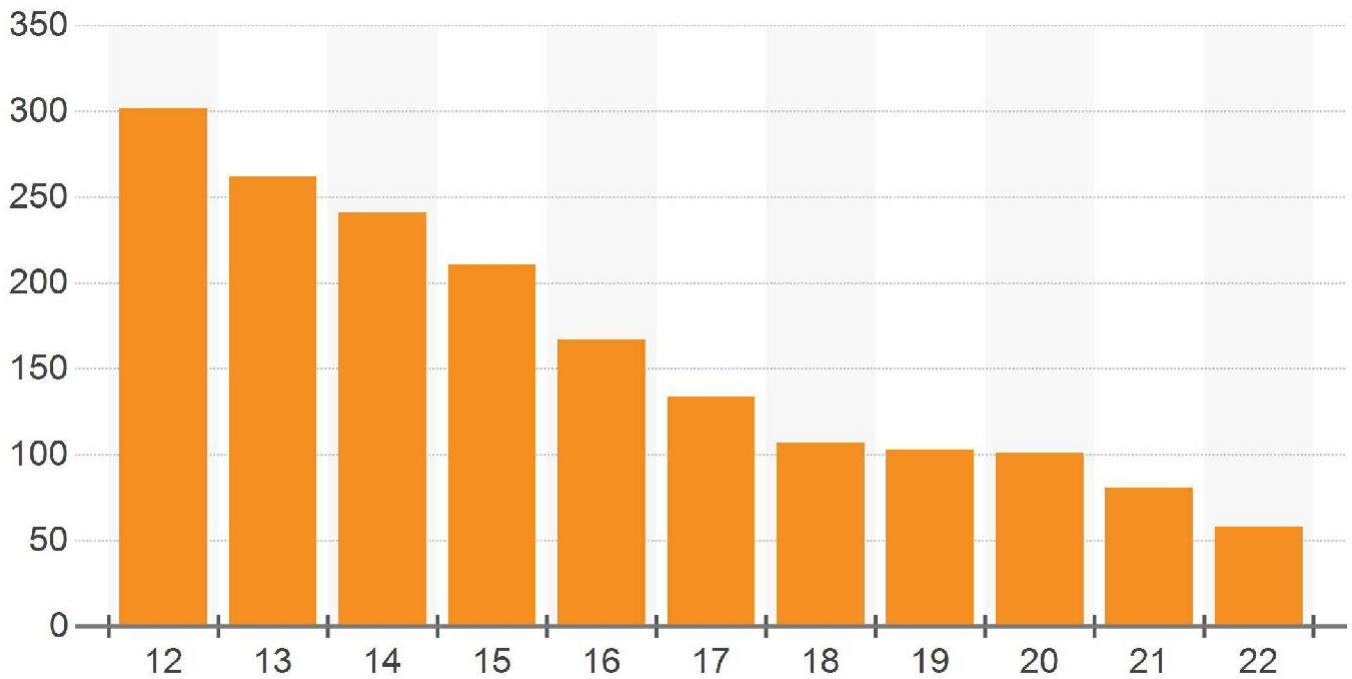
MONTHS TO SALE



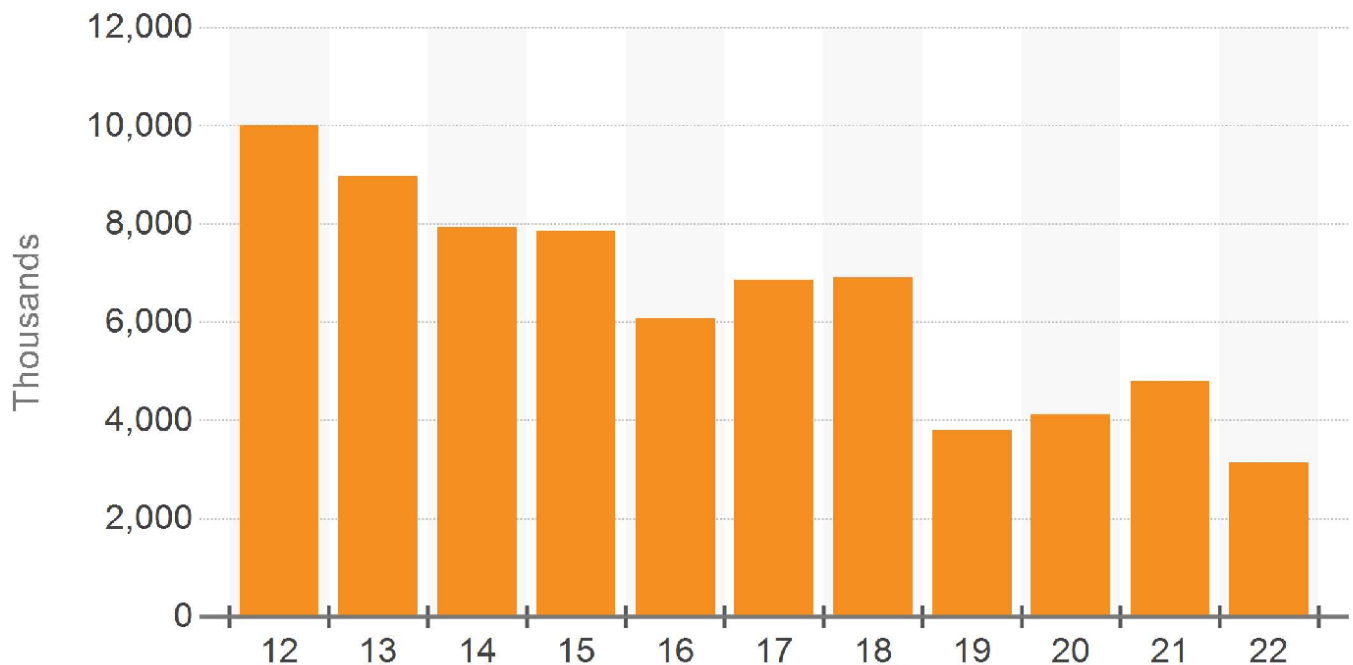
PROBABILITY OF SELLING IN MONTHS



FOR SALE TOTAL LISTINGS



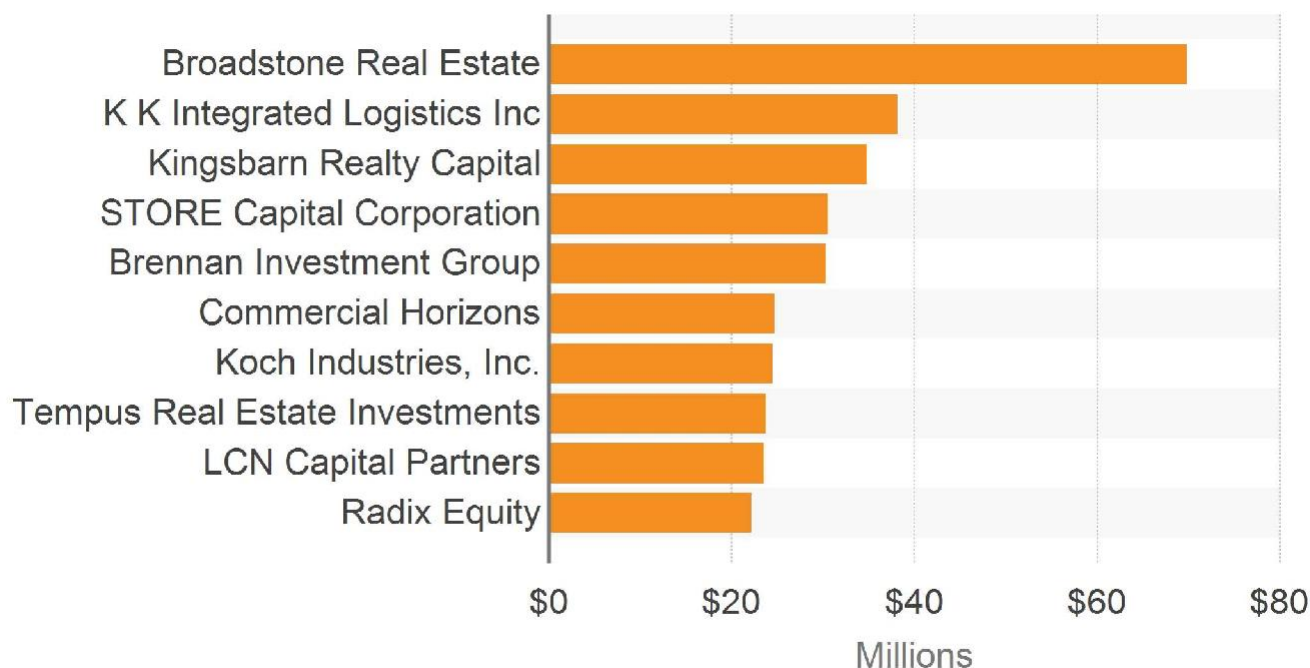
FOR SALE TOTAL SF



ASKING PRICE PER SF



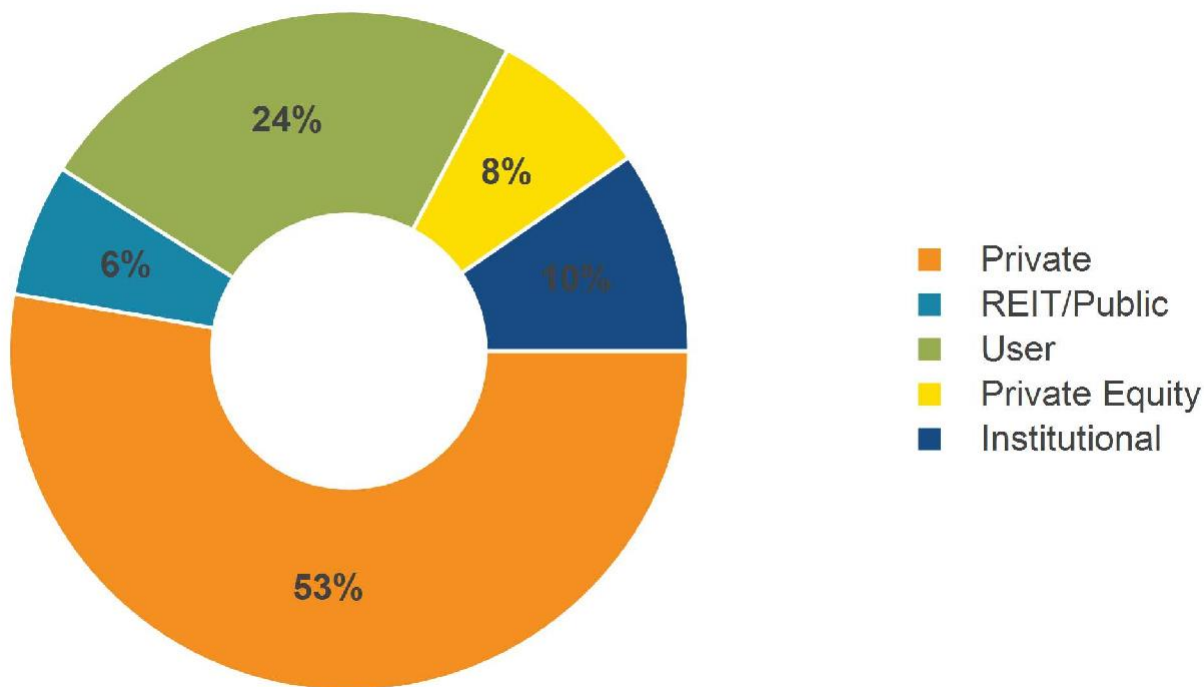
TOP BUYERS



TOP SELLERS



SALES VOLUME BY BUYER TYPE



SALES VOLUME BY SELLER TYPE

