



# Northeast WI Retail Market Report

## Q12022

PREPARED BY

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**NAI**Pfefferle

Manny Vasquez

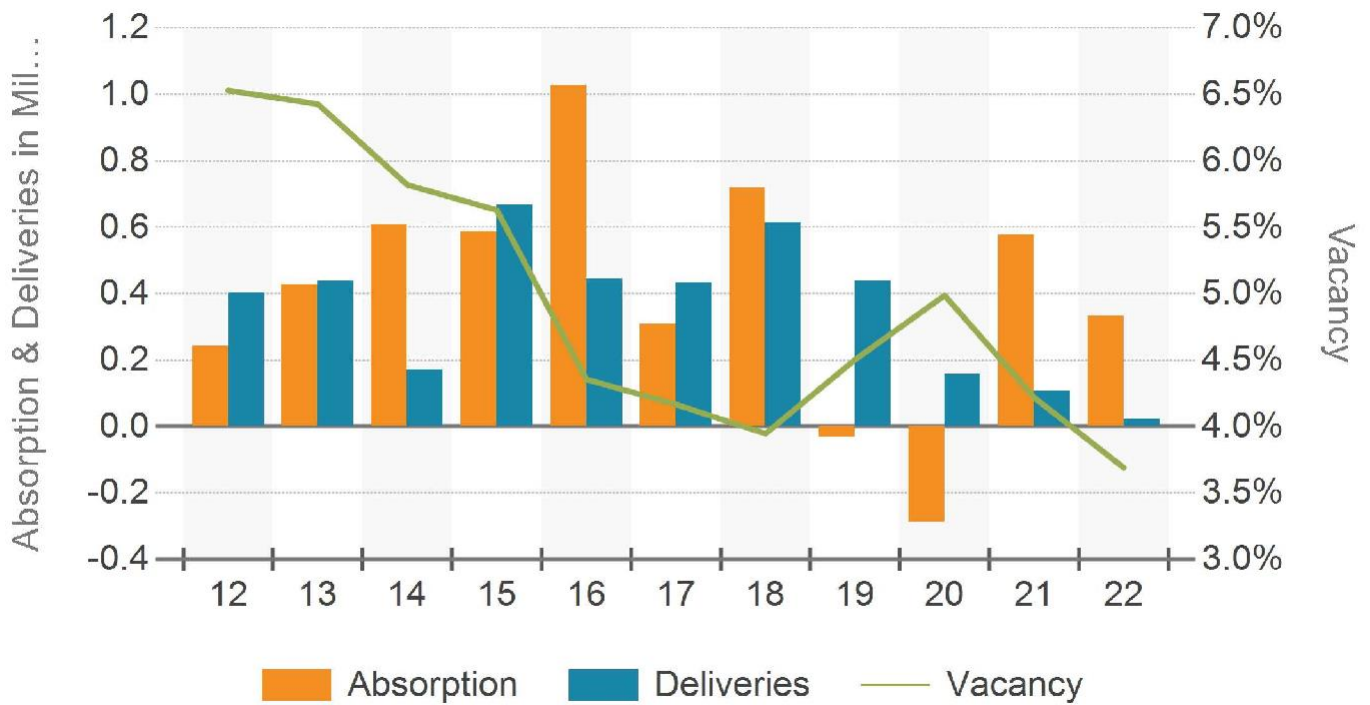
Vice President - Business Development



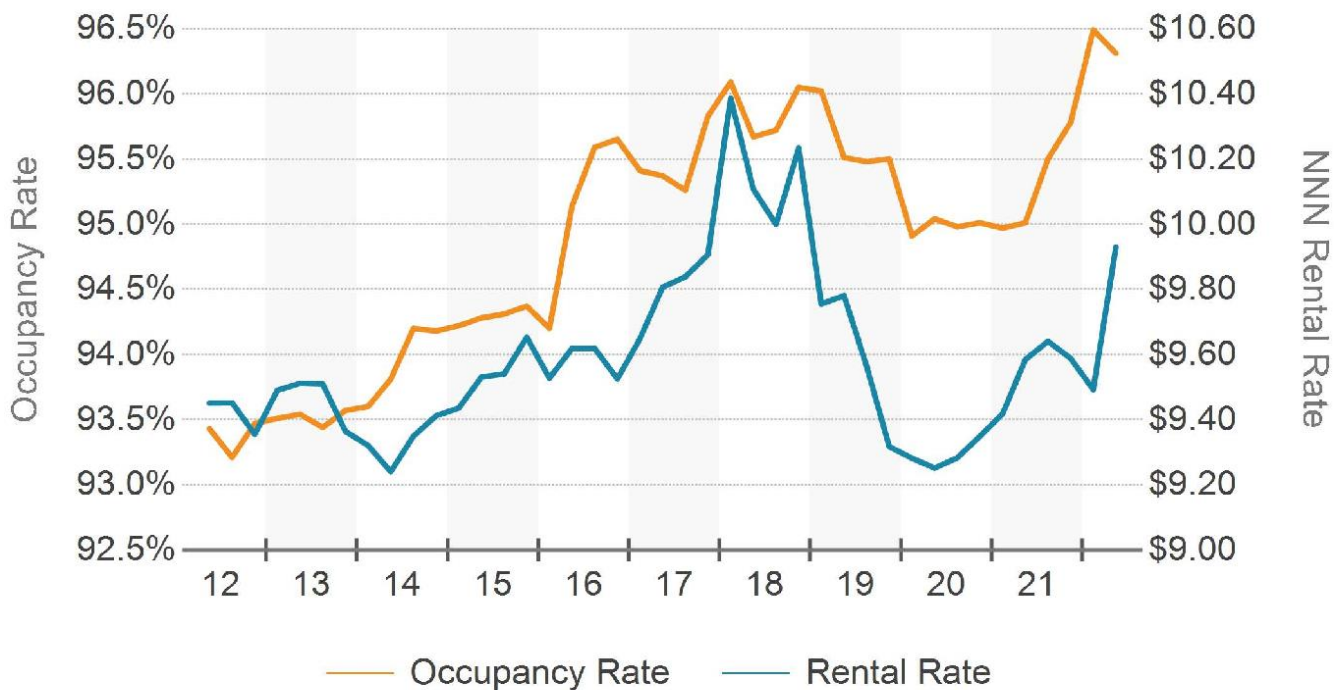
# Overview

Northeast WI Retail Q1 2022

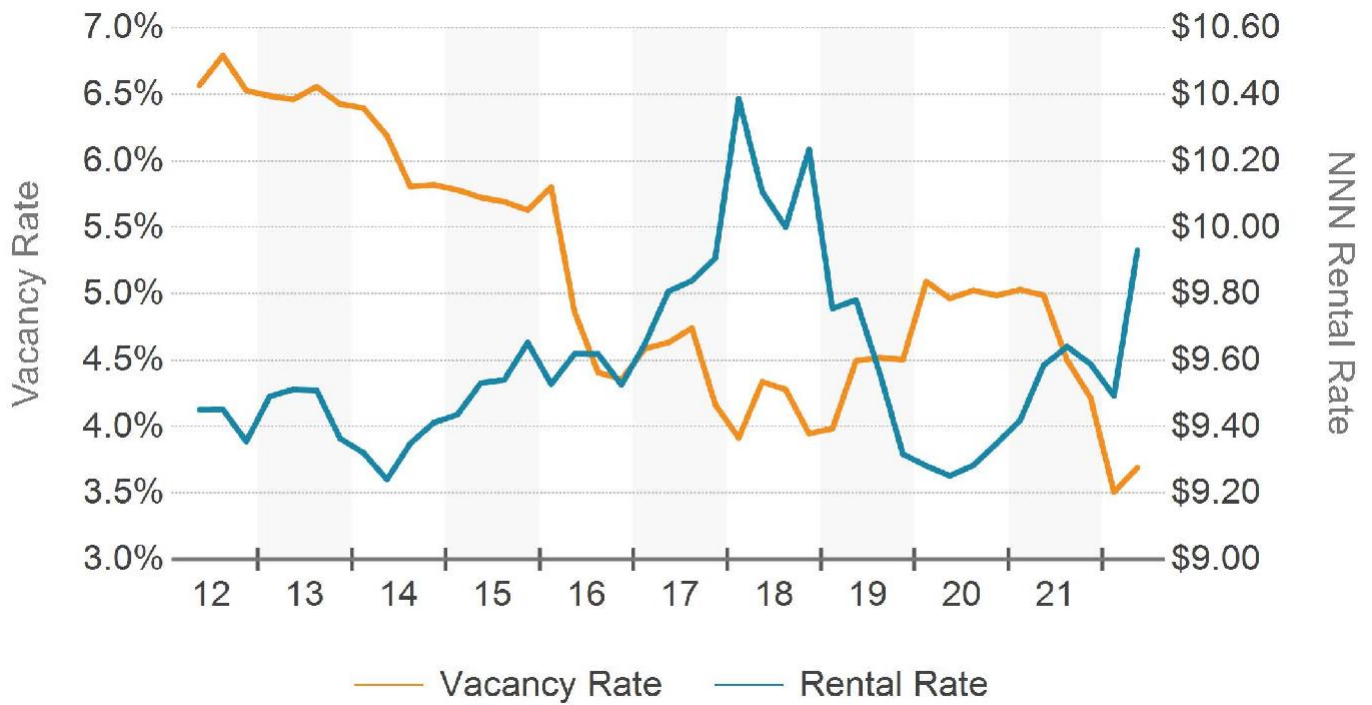
## ABSORPTION, DELIVERIES, VACANCY



## OCCUPANCY & RENTAL RATES



## VACANCY & RENTAL RATES



## SUMMARY STATISTICS

Availability	Survey	5-Year Avg
NNN Rent Per SF	\$9.93	\$9.65
Vacancy Rate	3.7%	4.5%
Vacant SF	2,889,873	3,500,794
Availability Rate	6.3%	7.4%
Available SF	4,954,028	5,773,220
Sublet SF	126,579	203,458
Months on Market	19.5	13.5

Inventory	Survey	5-Year Avg
Existing Buildings	7,238	7,204
Existing SF	78,326,887	77,552,637
12 Mo. Const. Starts	31,504	267,705
Under Construction	10,109	235,299
12 Mo. Deliveries	104,877	357,144

Demand	Survey	5-Year Avg
12 Mo. Absorption SF	1,062,875	381,488
12 Mo. Leasing SF	700,198	857,345

Sales	Past Year	5-Year Avg
Sale Price Per SF	\$96	\$80
Asking Price Per SF	\$122	\$108
Sales Volume (Mil.)	\$645	\$319
Cap Rate	7.0%	7.5%



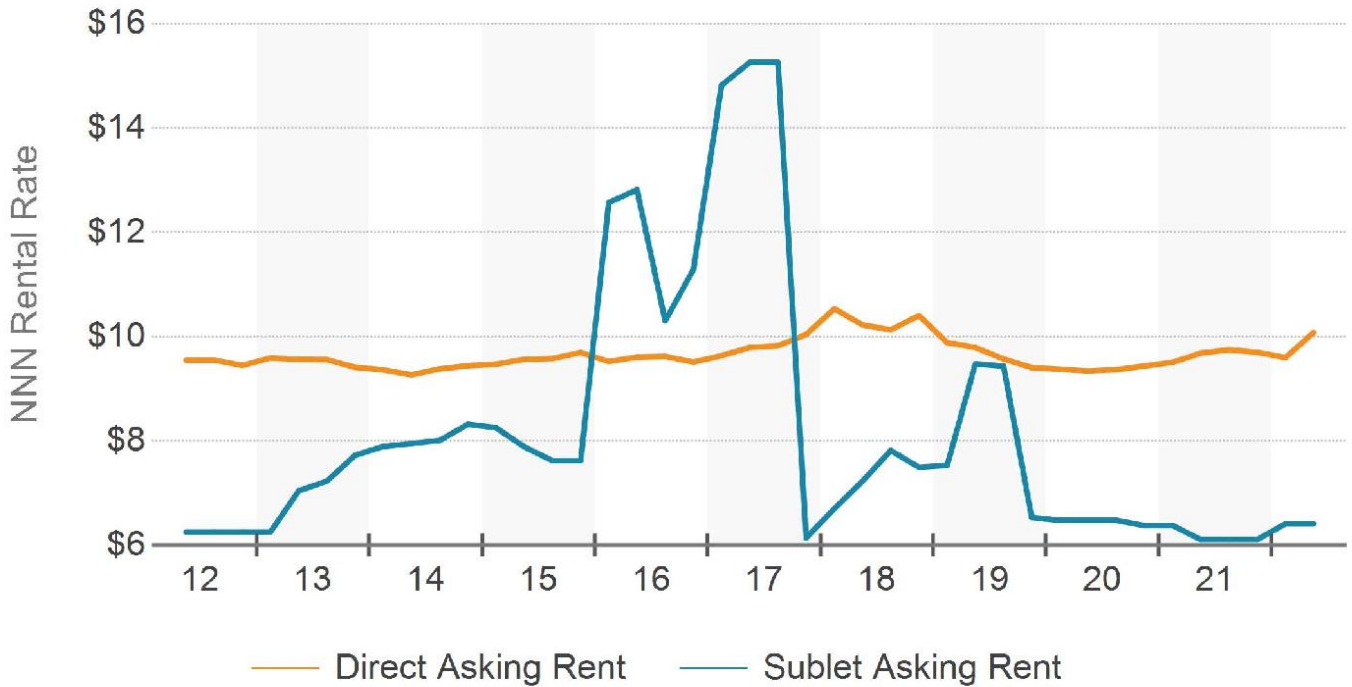
# Rental Rates

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## NNN ASKING RENT PER SF



## DIRECT & SUBLET RENTAL RATES



## VACANCY RATE



## SUBLEASE VACANCY RATE



## AVAILABILITY RATE



## AVAILABILITY & VACANCY RATE



## OCCUPANCY RATE



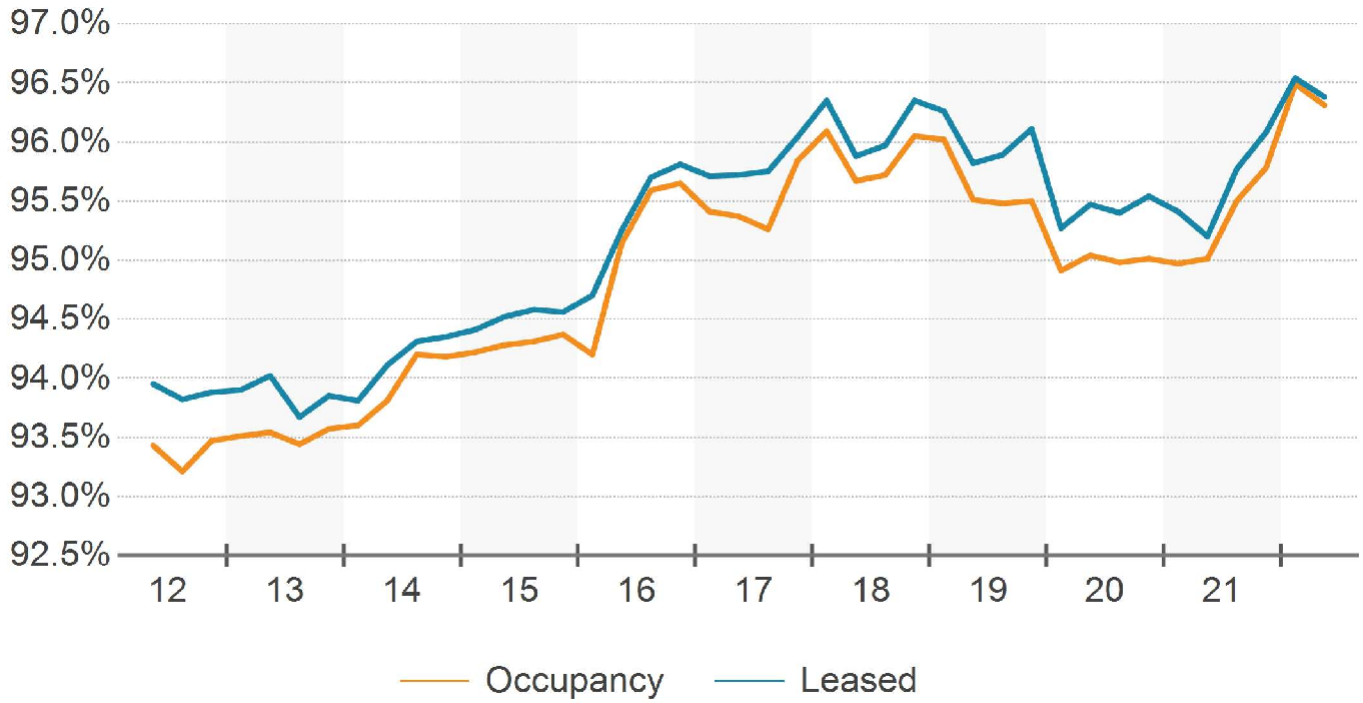
## PERCENT LEASED RATE



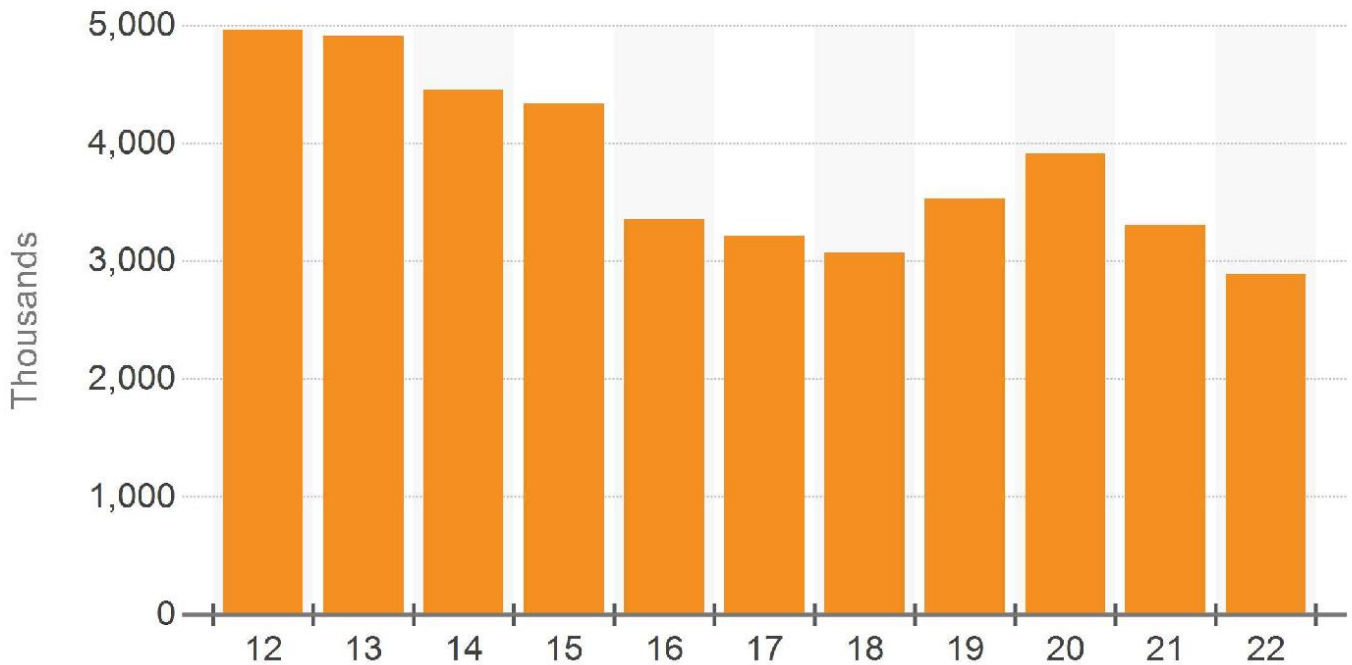
# Vacancy & Availability

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## OCCUPANCY & PERCENT LEASED

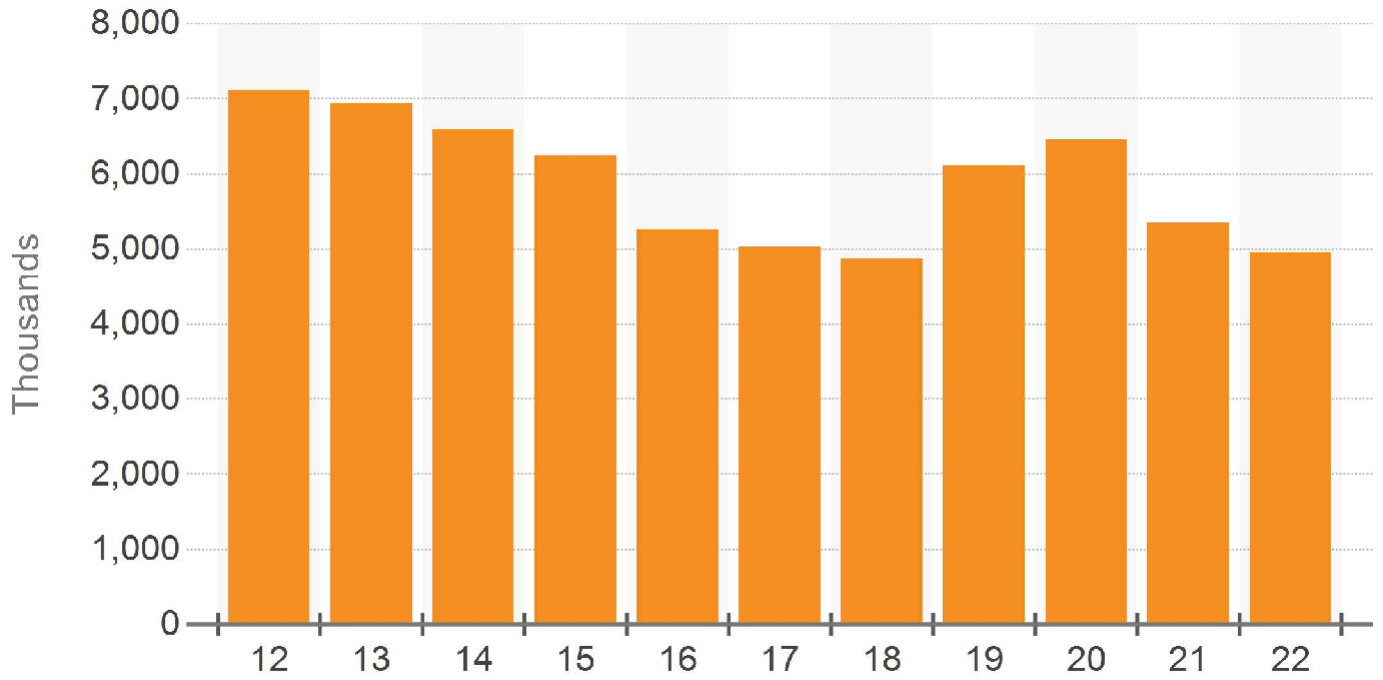


## VACANT SF

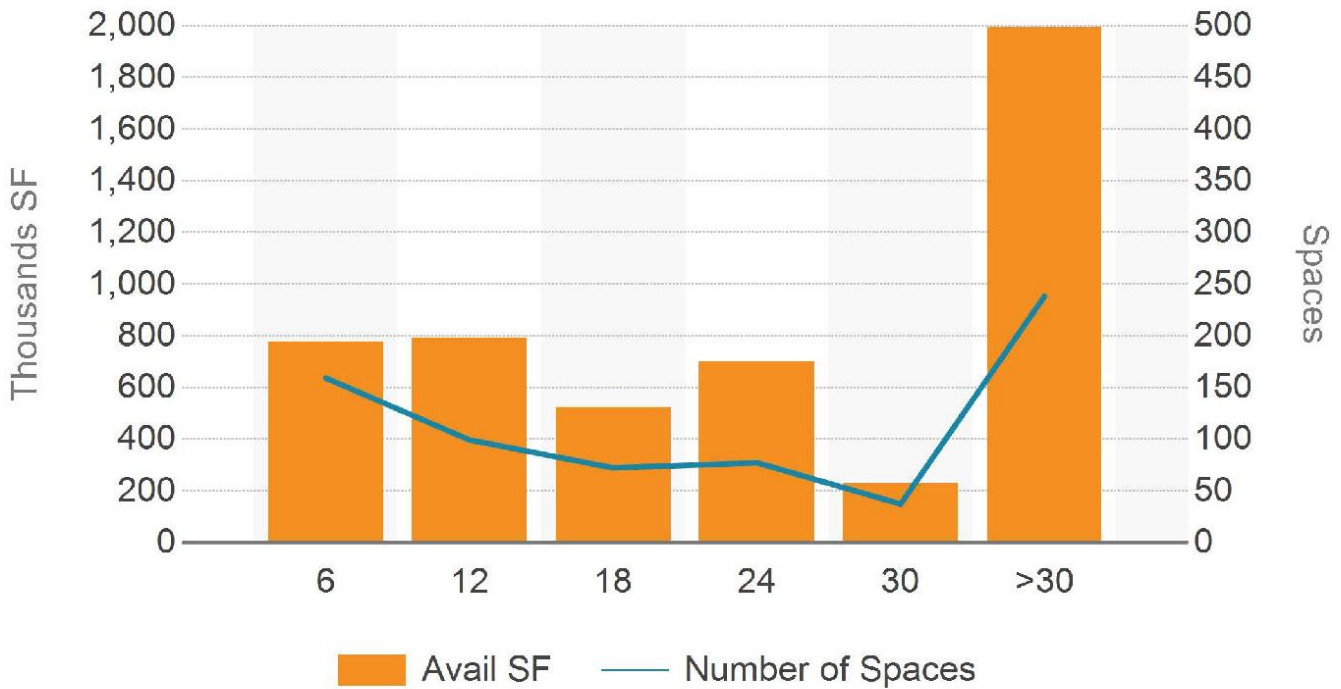




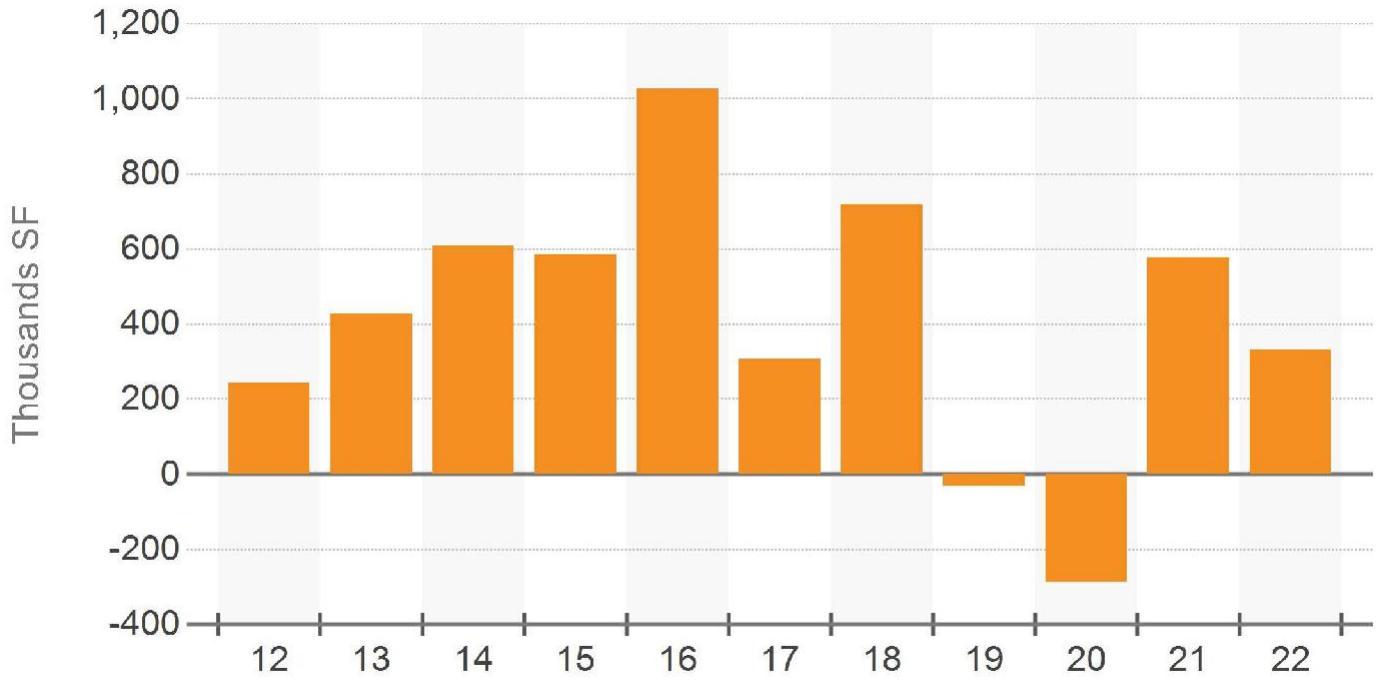
## AVAILABLE SF



## MONTHS ON MARKET DISTRIBUTION



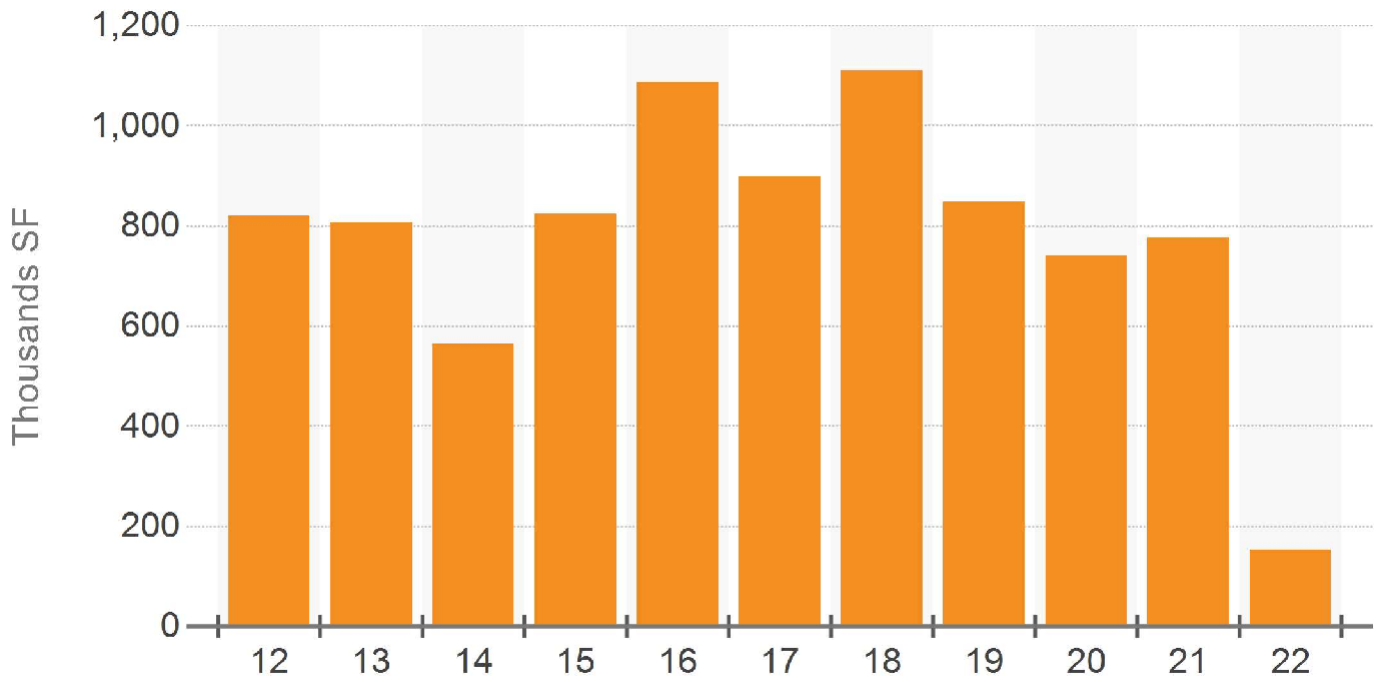
## NET ABSORPTION



## NET ABSORPTION AS % OF INVENTORY



## LEASING ACTIVITY



## MONTHS ON MARKET



## MONTHS TO LEASE

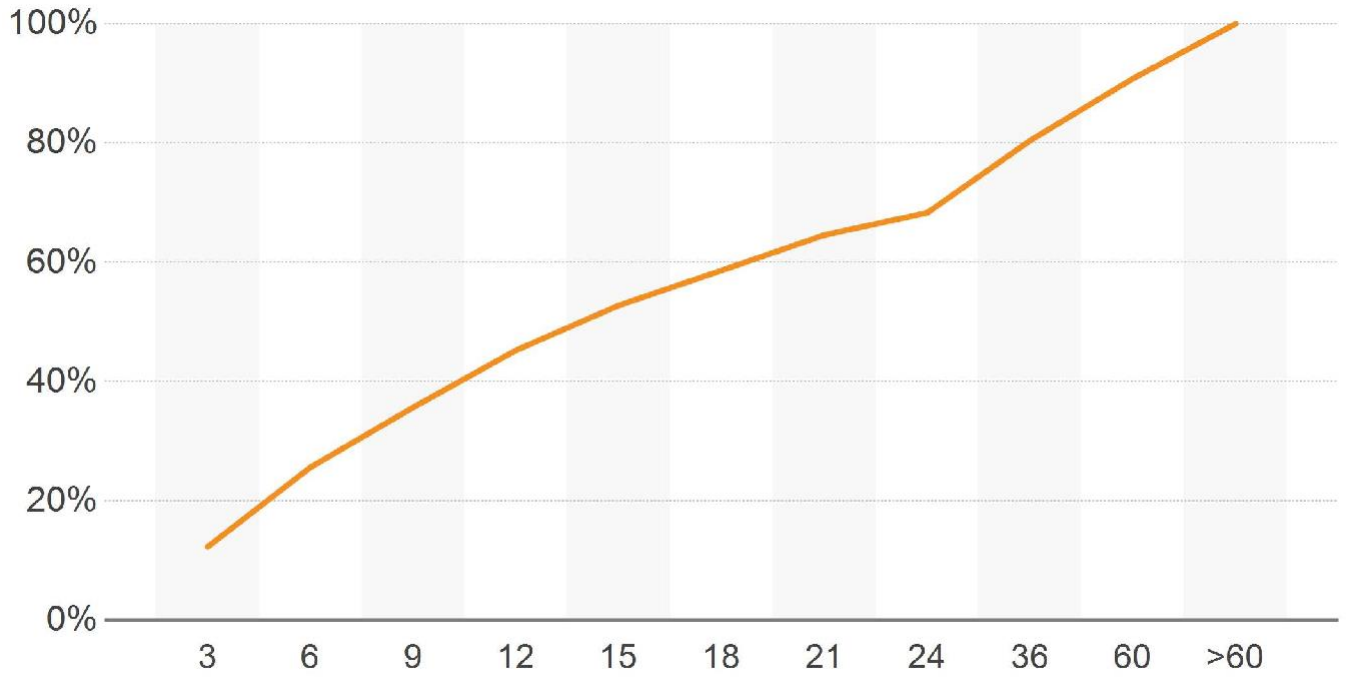


## MONTHS VACANT

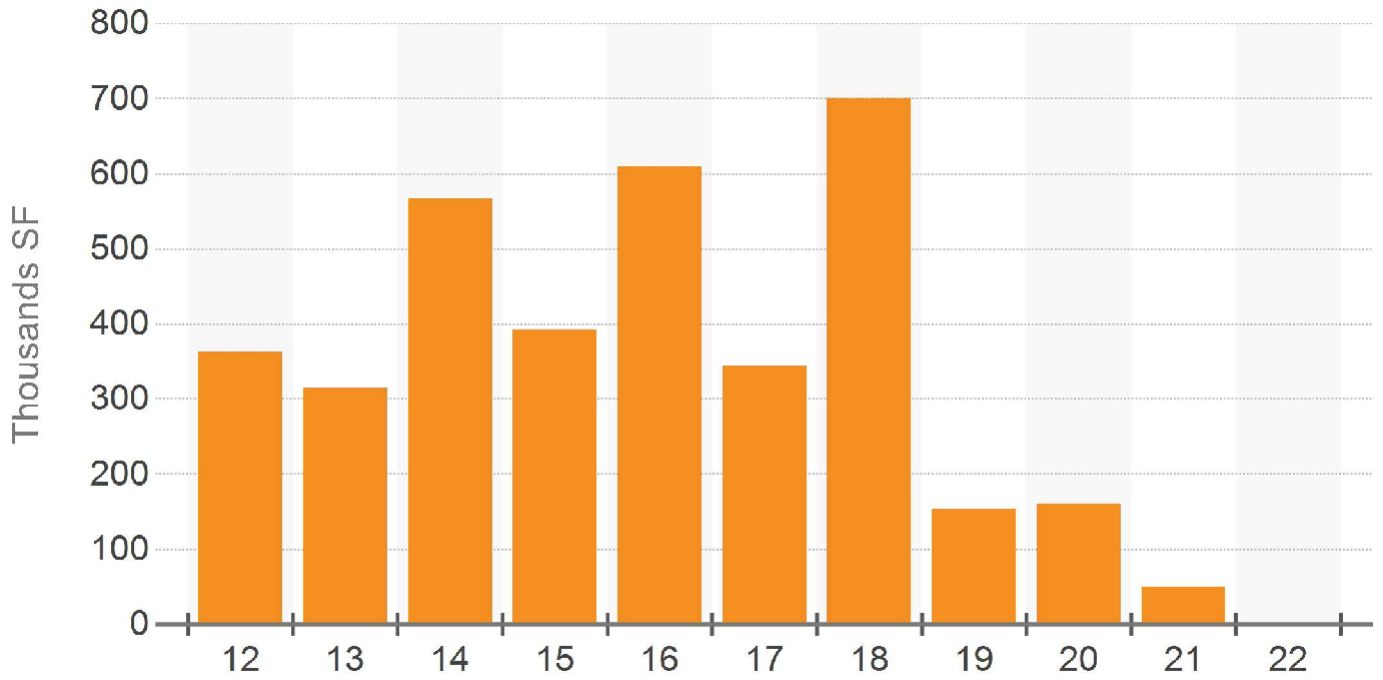




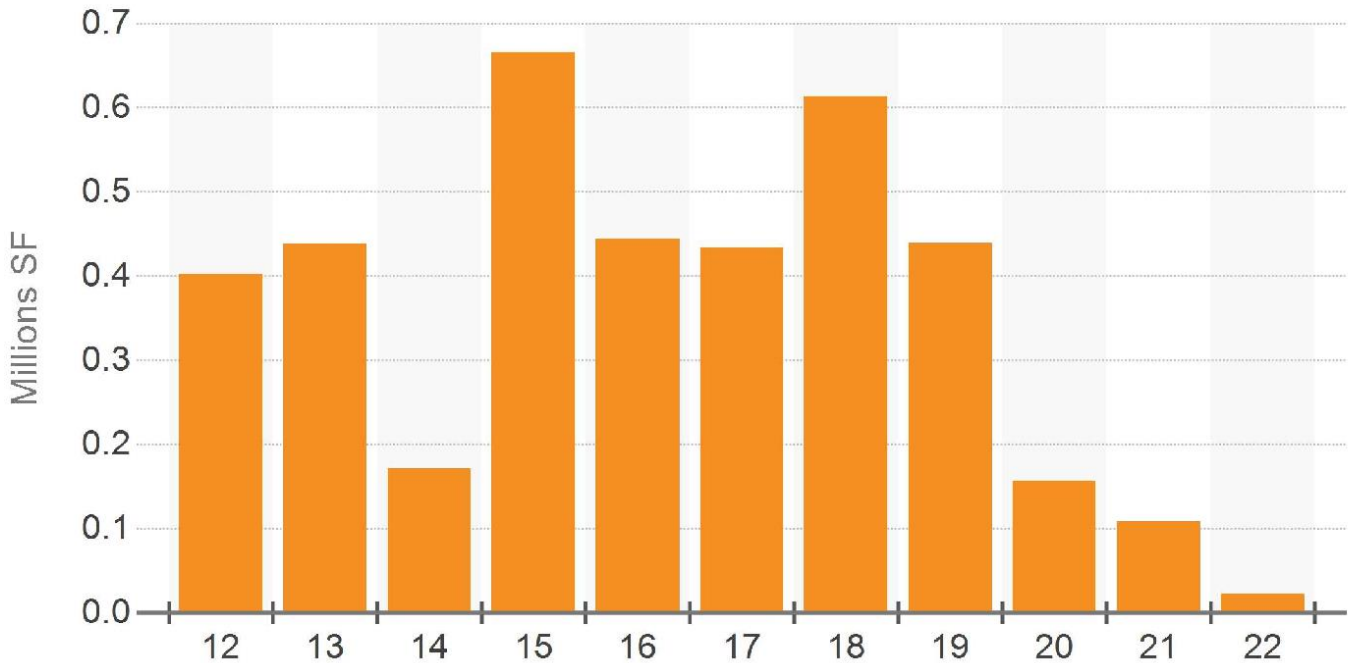
## PROBABILITY OF LEASING IN MONTHS



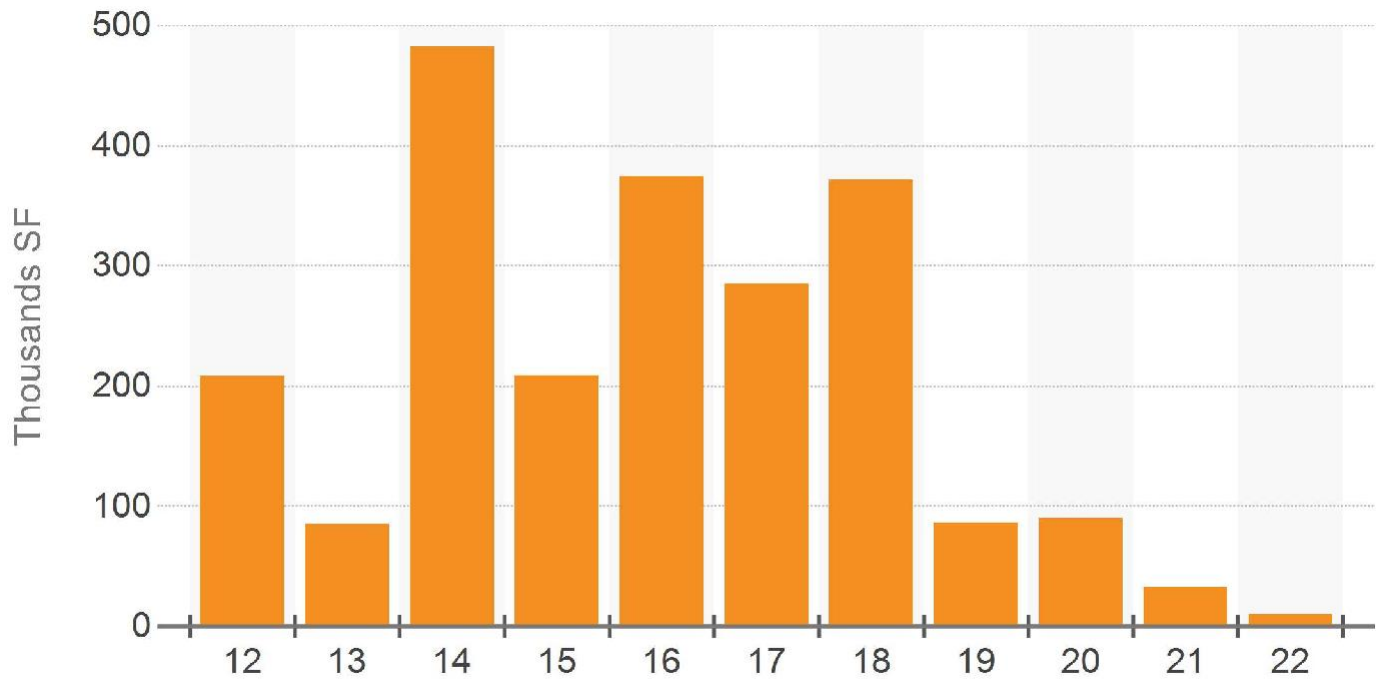
## CONSTRUCTION STARTS



## CONSTRUCTION DELIVERIES



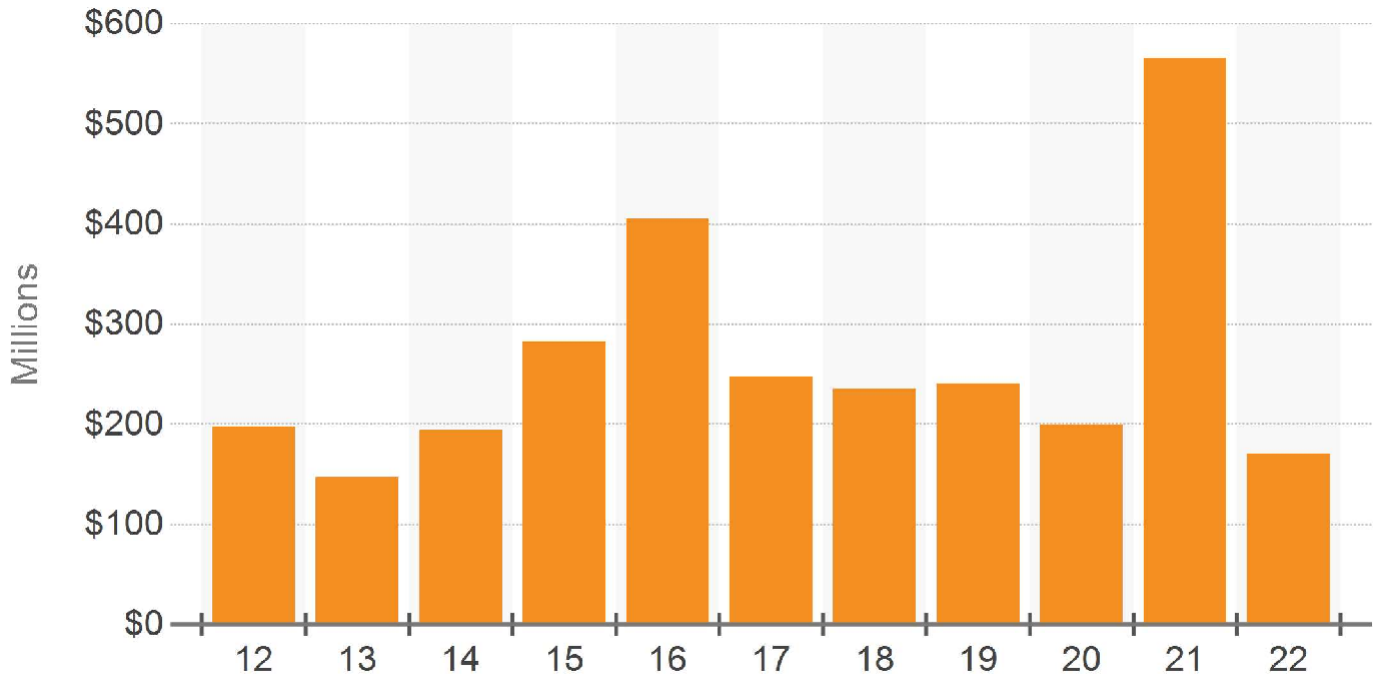
## UNDER CONSTRUCTION



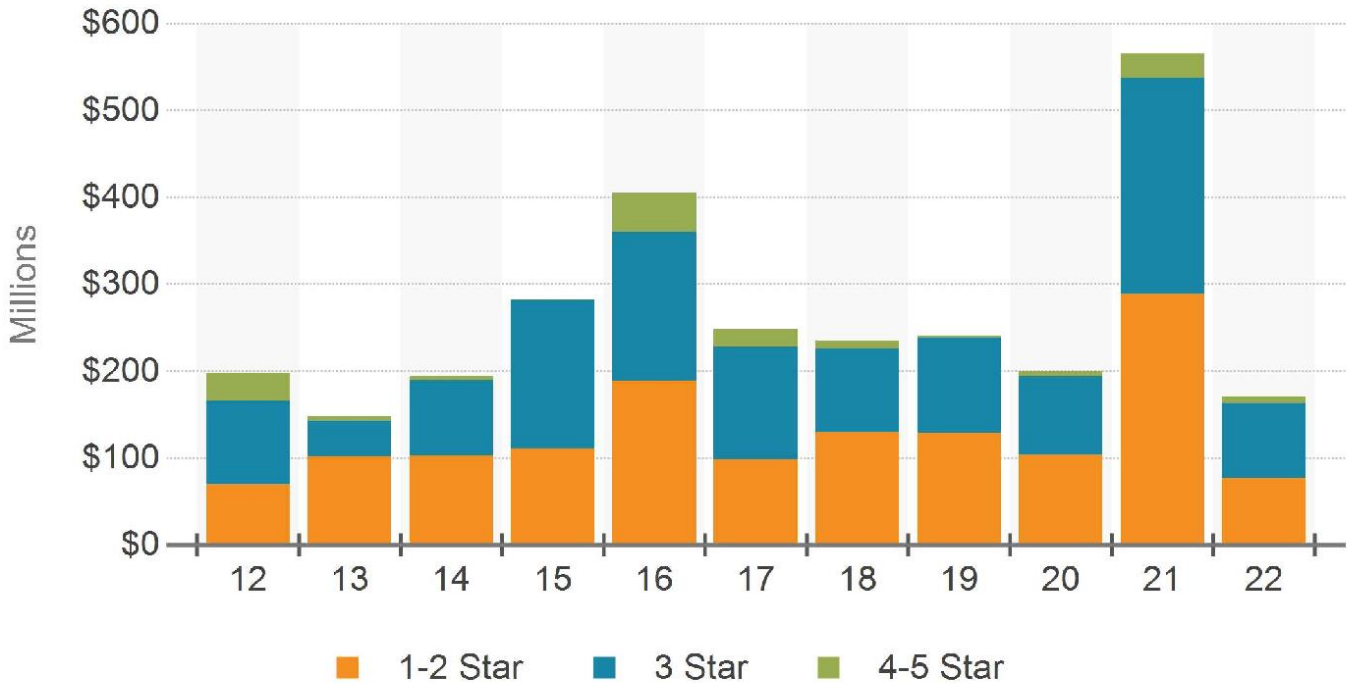
# Sales Volume

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## SALES VOLUME



## SALES VOLUME BY STAR RATING





## AVERAGE SALE PRICE PER SF



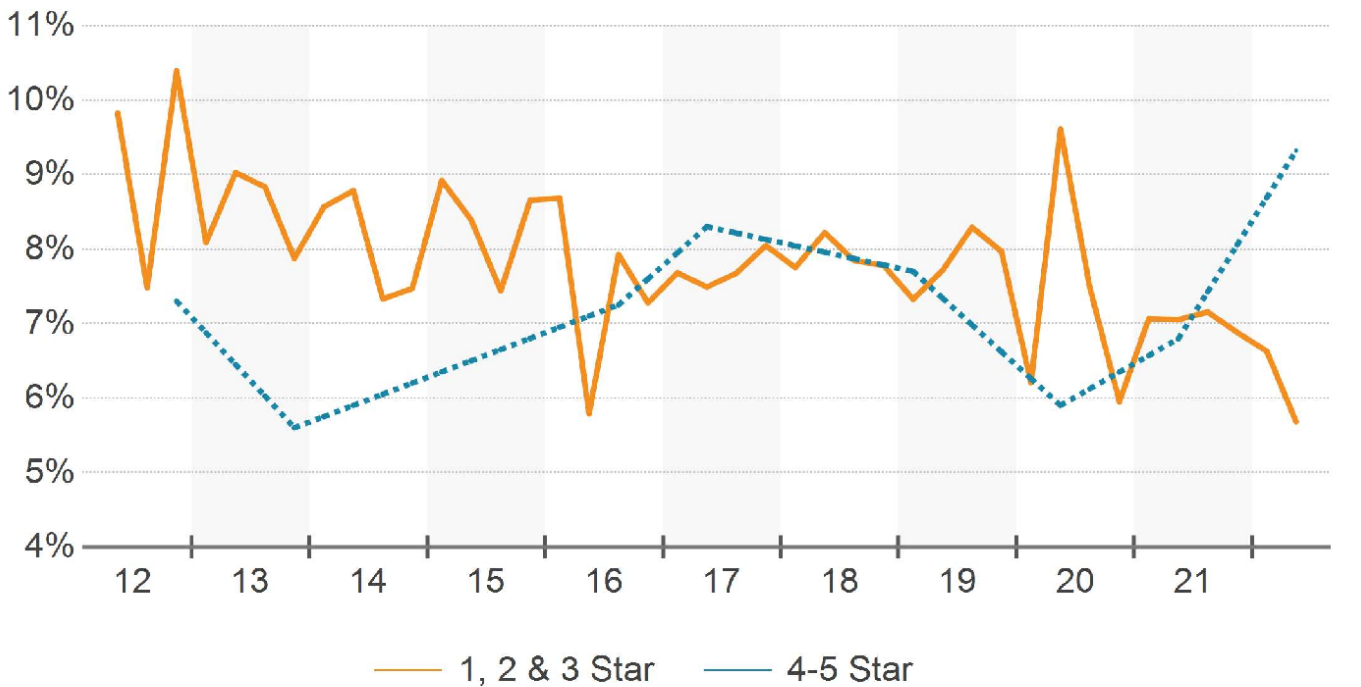
## SALE TO ASKING PRICE DIFFERENTIAL



## CAP RATE



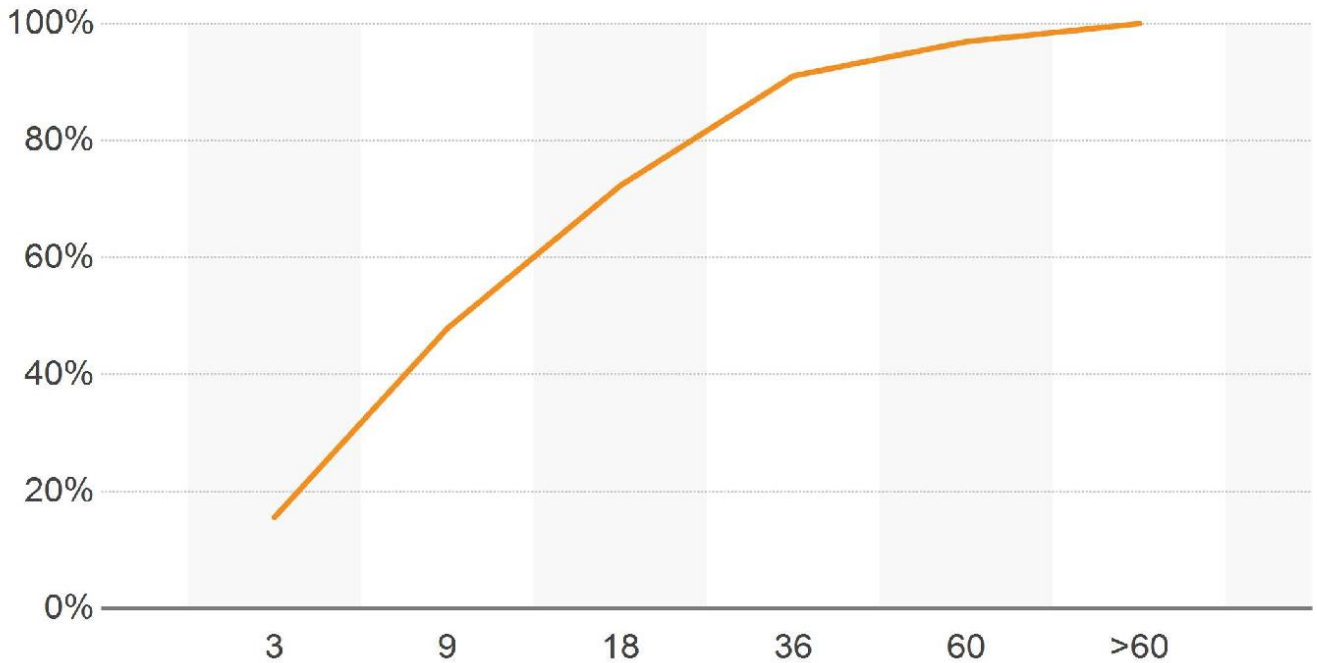
## CAP RATE BY STAR RATING



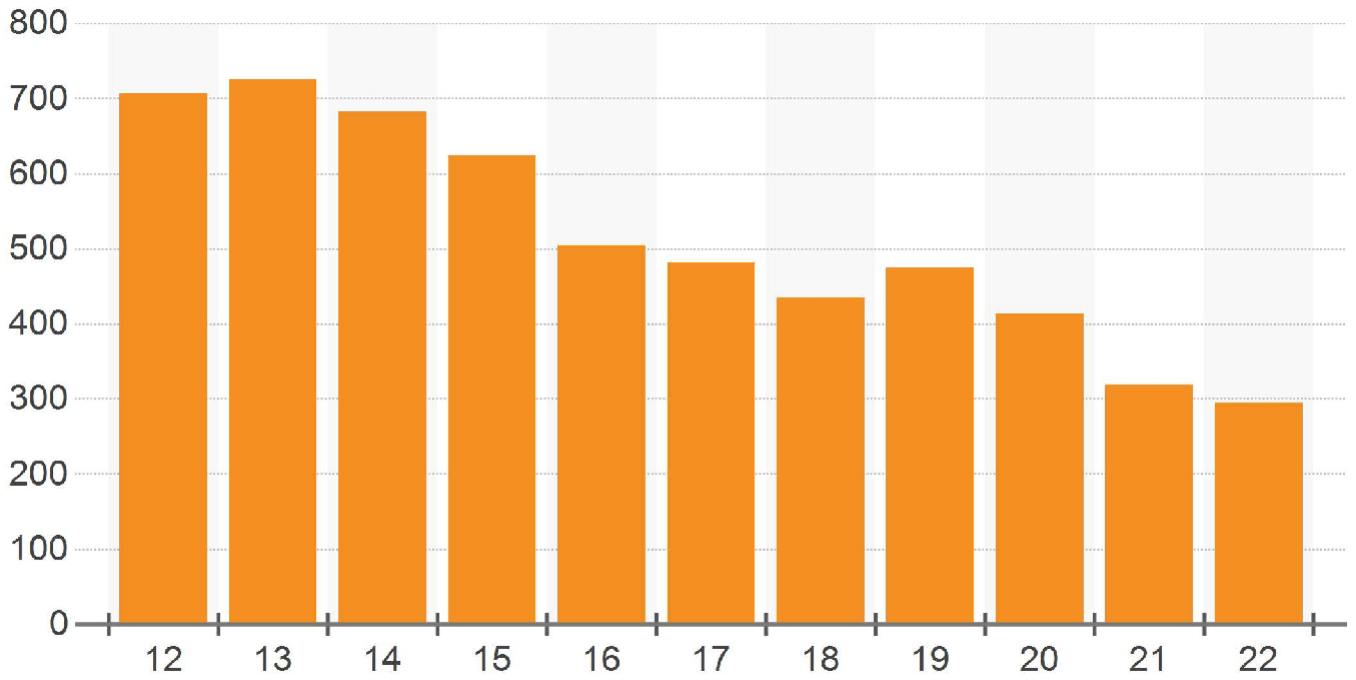
## MONTHS TO SALE



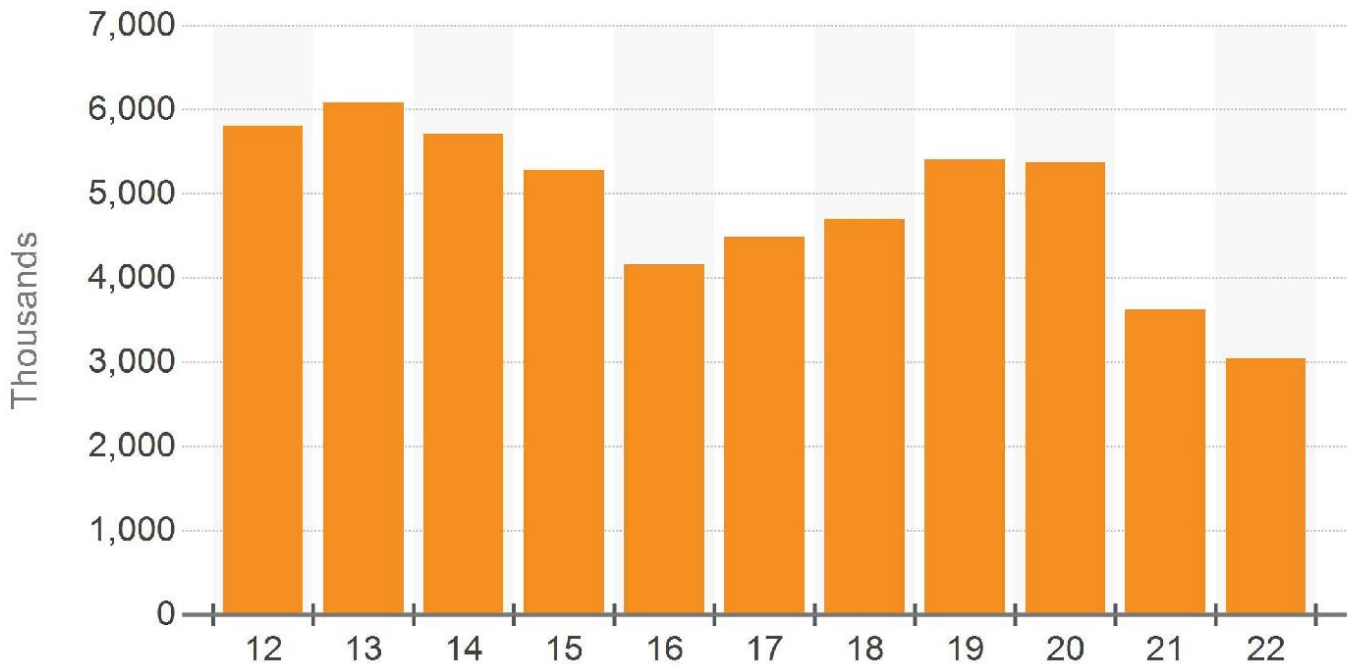
## PROBABILITY OF SELLING IN MONTHS



### FOR SALE TOTAL LISTINGS

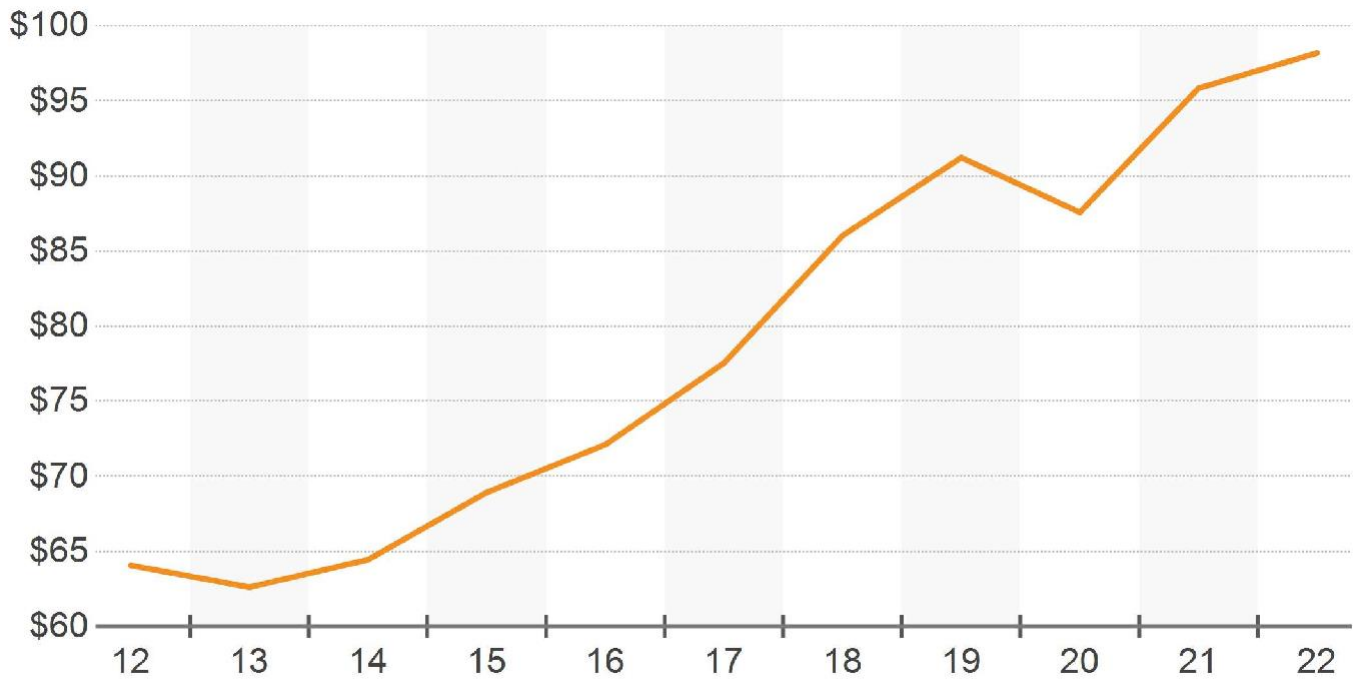


### FOR SALE TOTAL SF





### ASKING PRICE PER SF



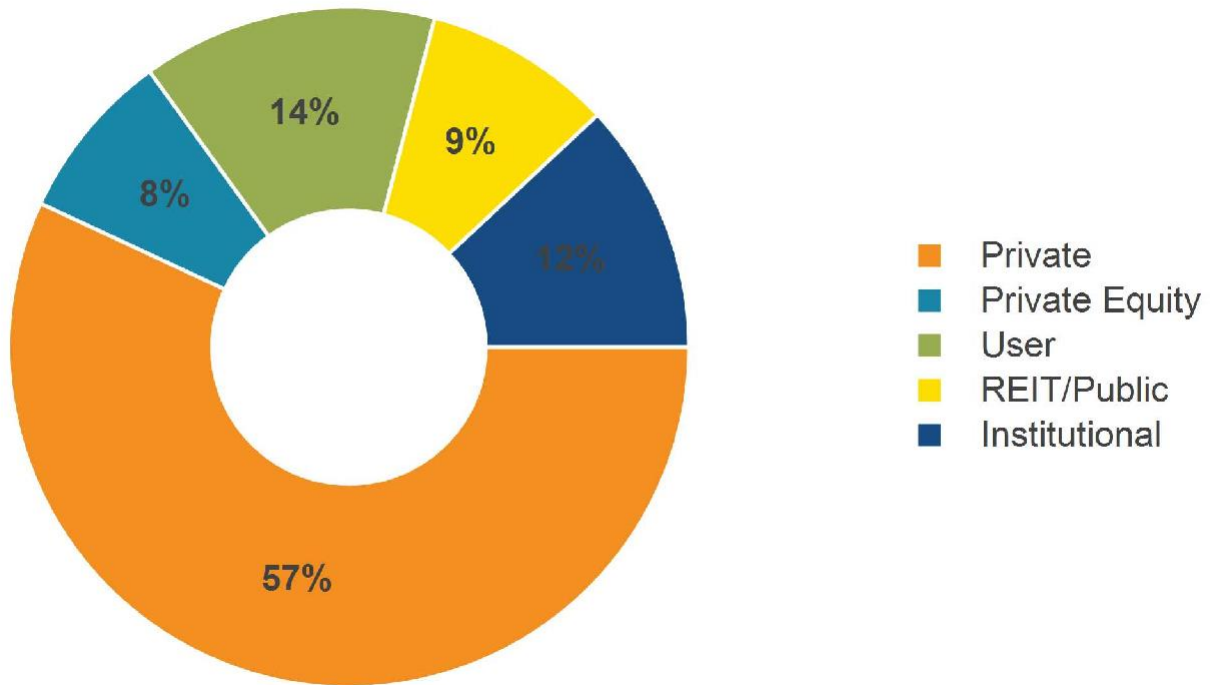
## TOP BUYERS



## TOP SELLERS



## SALES VOLUME BY BUYER TYPE



## SALES VOLUME BY SELLER TYPE

