



Northeast WI Industrial Market Report

Q32022

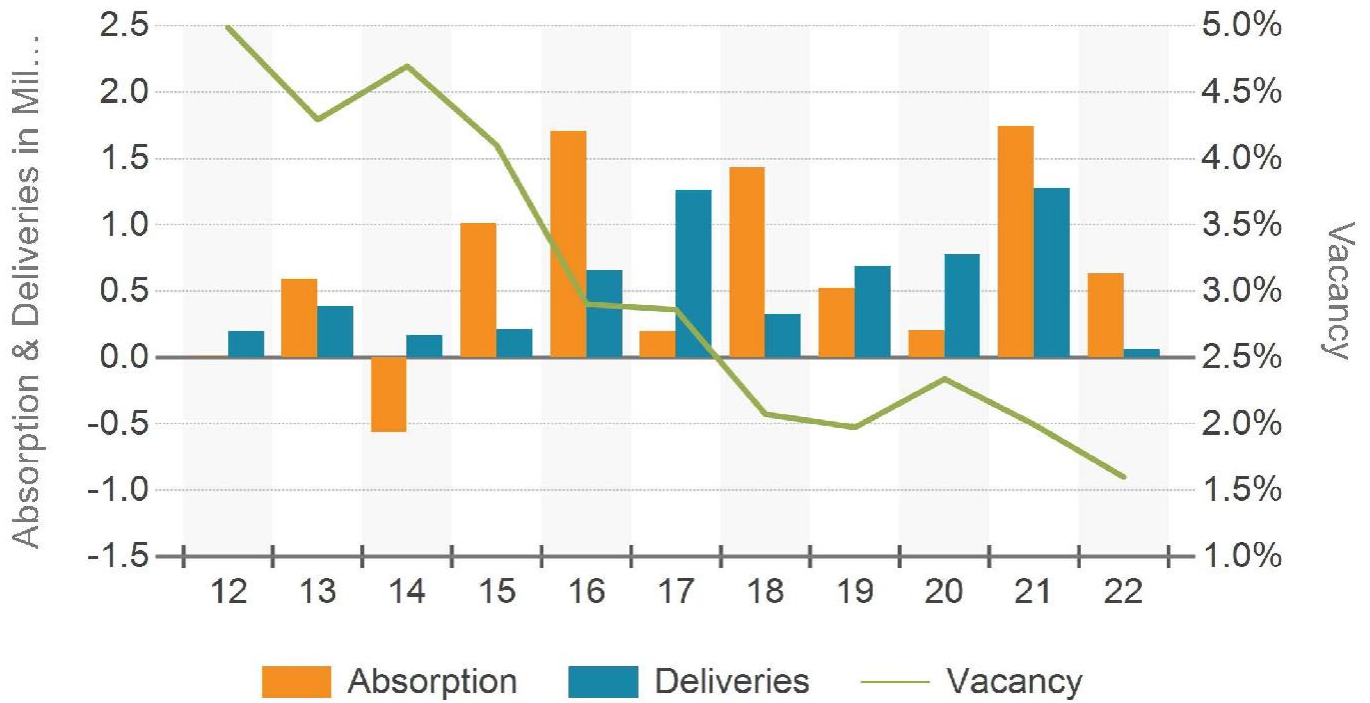
PREPARED BY

NAIPfefferle

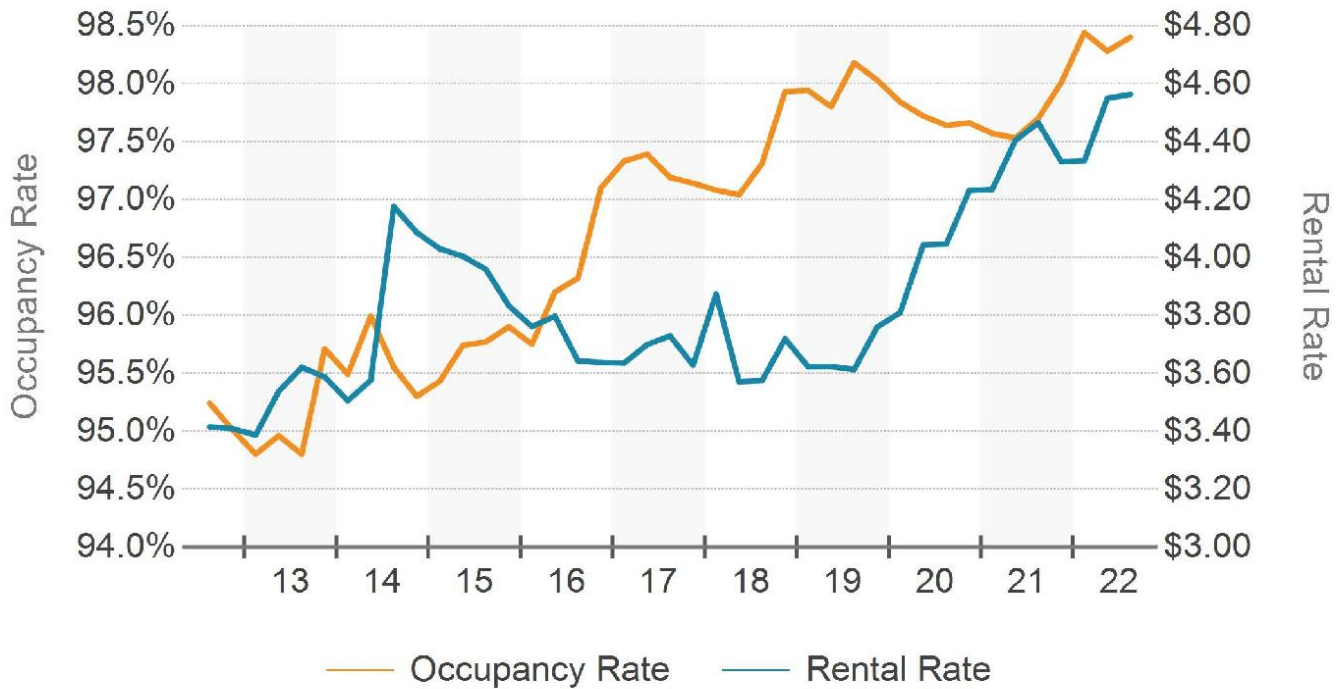
Manny Vasquez

Vice President - Business Development

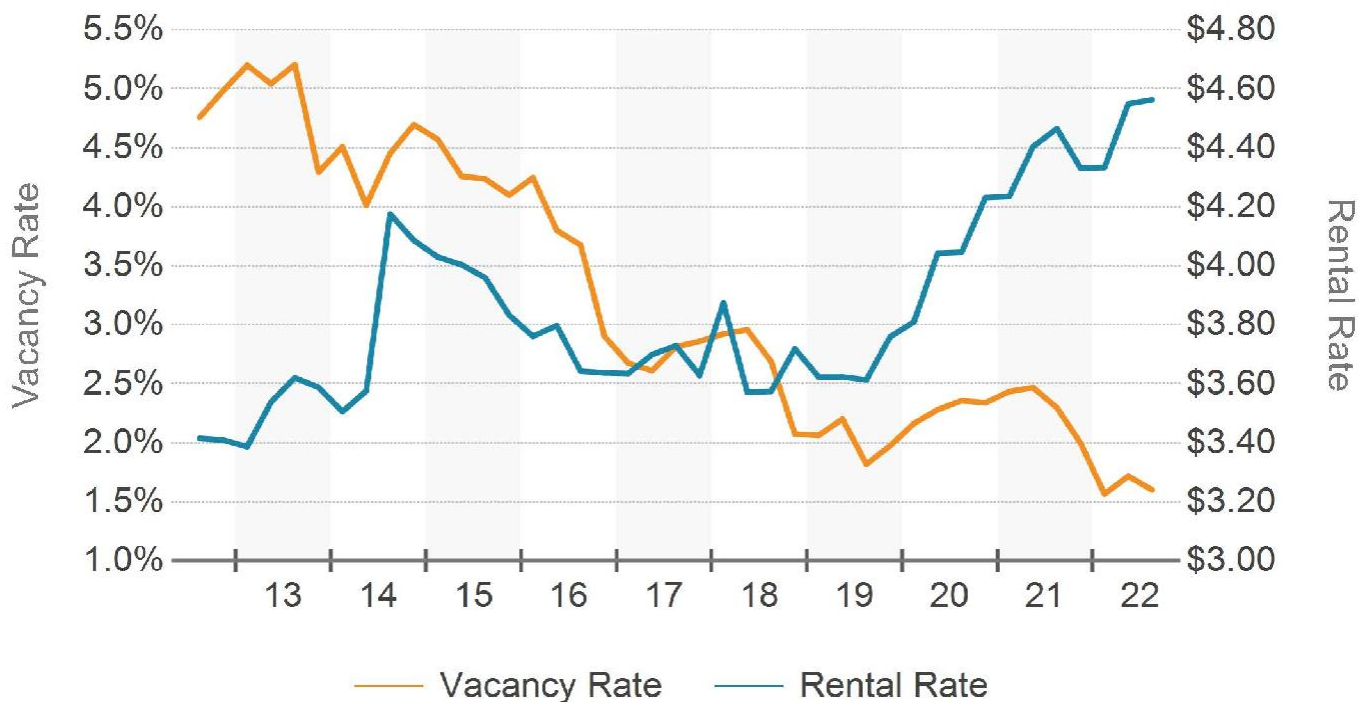
ABSORPTION, DELIVERIES, VACANCY



OCCUPANCY & RENTAL RATES



VACANCY & RENTAL RATES



SUMMARY STATISTICS

Availability	Survey	5-Year Avg
Rent Per SF	\$4.56	\$3.93
Vacancy Rate	1.6%	2.3%
Vacant SF	2,316,871	3,287,256
Availability Rate	3.4%	3.8%
Available SF	4,945,365	5,495,960
Sublet SF	4,700	17,023
Months on Market	5.7	8.6

Inventory	Survey	5-Year Avg
Existing Buildings	3,308	3,275
Existing SF	144,929,696	142,738,495
12 Mo. Const. Starts	146,278	599,357
Under Construction	869,529	713,939
12 Mo. Deliveries	107,274	692,310

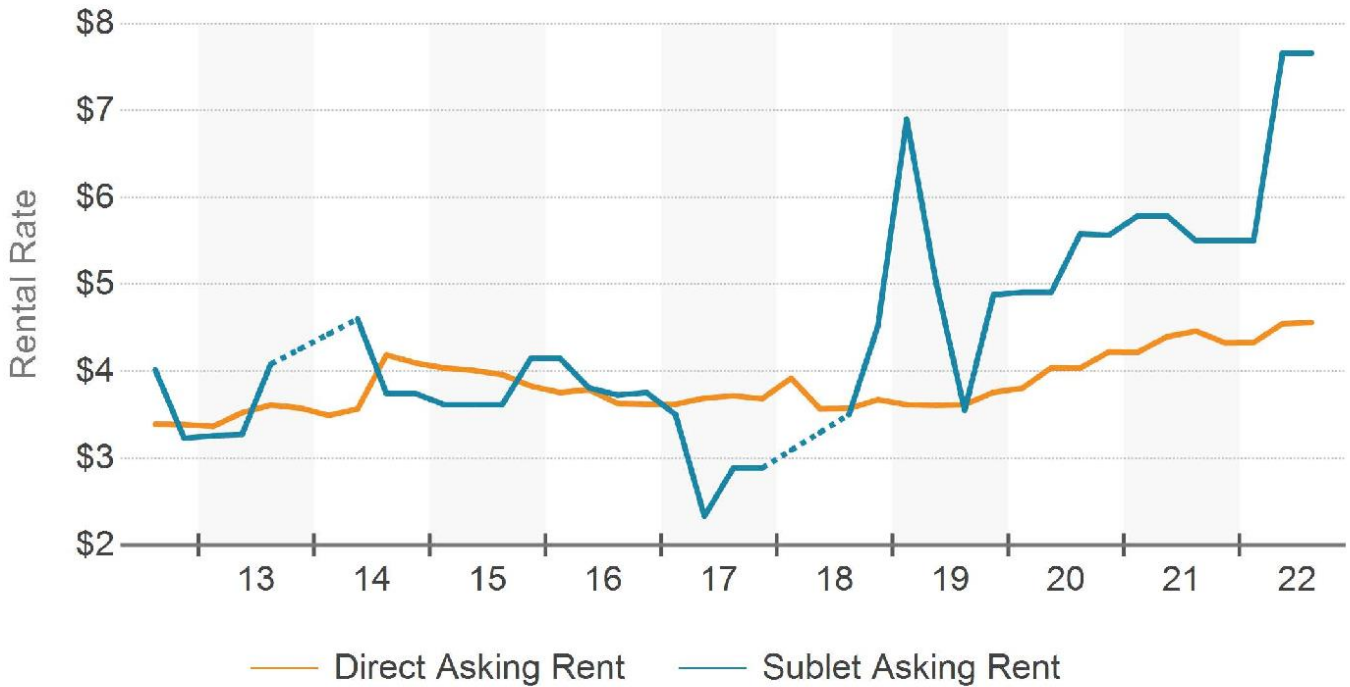
Demand	Survey	5-Year Avg
12 Mo. Absorption SF	1,238,729	853,995
12 Mo. Leasing SF	3,059,520	2,238,929

Sales	Past Year	5-Year Avg
Sale Price Per SF	\$51	\$37
Asking Price Per SF	\$48	\$38
Sales Volume (Mil.)	\$464	\$236
Cap Rate	9.5%	8.9%

ASKING RENT PER SF



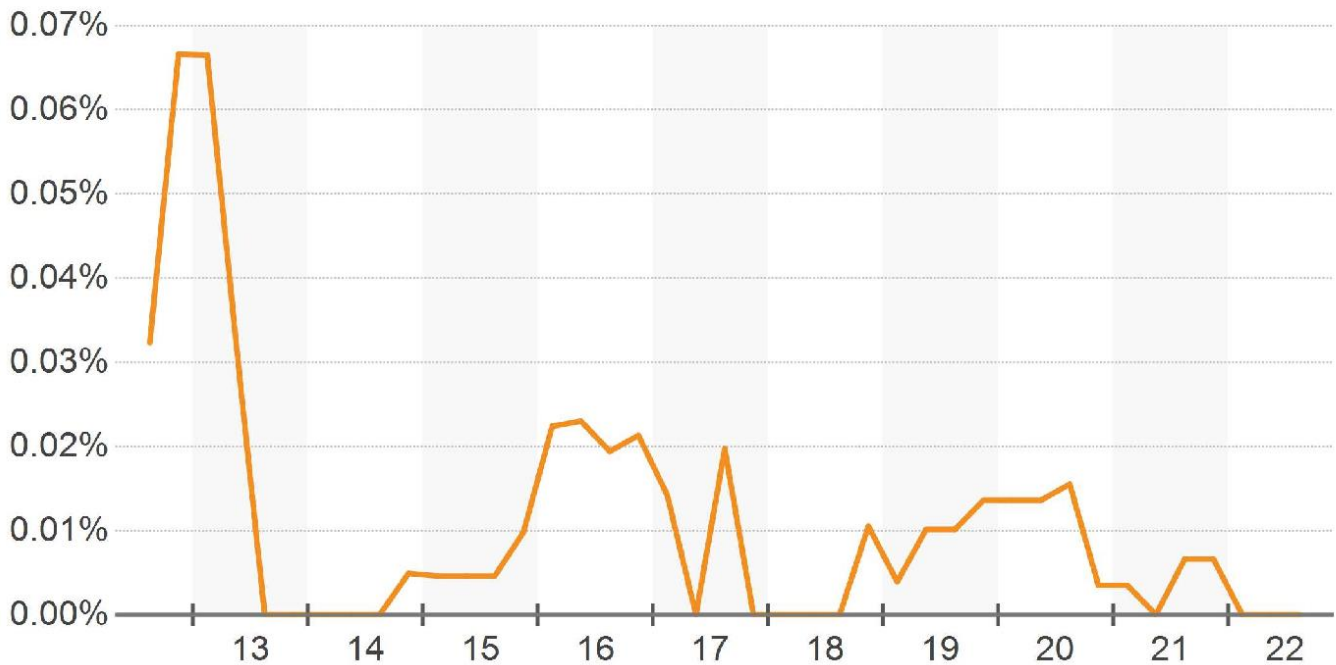
DIRECT & SUBLET RENTAL RATES



VACANCY RATE



SUBLEASE VACANCY RATE



AVAILABILITY RATE



AVAILABILITY & VACANCY RATE



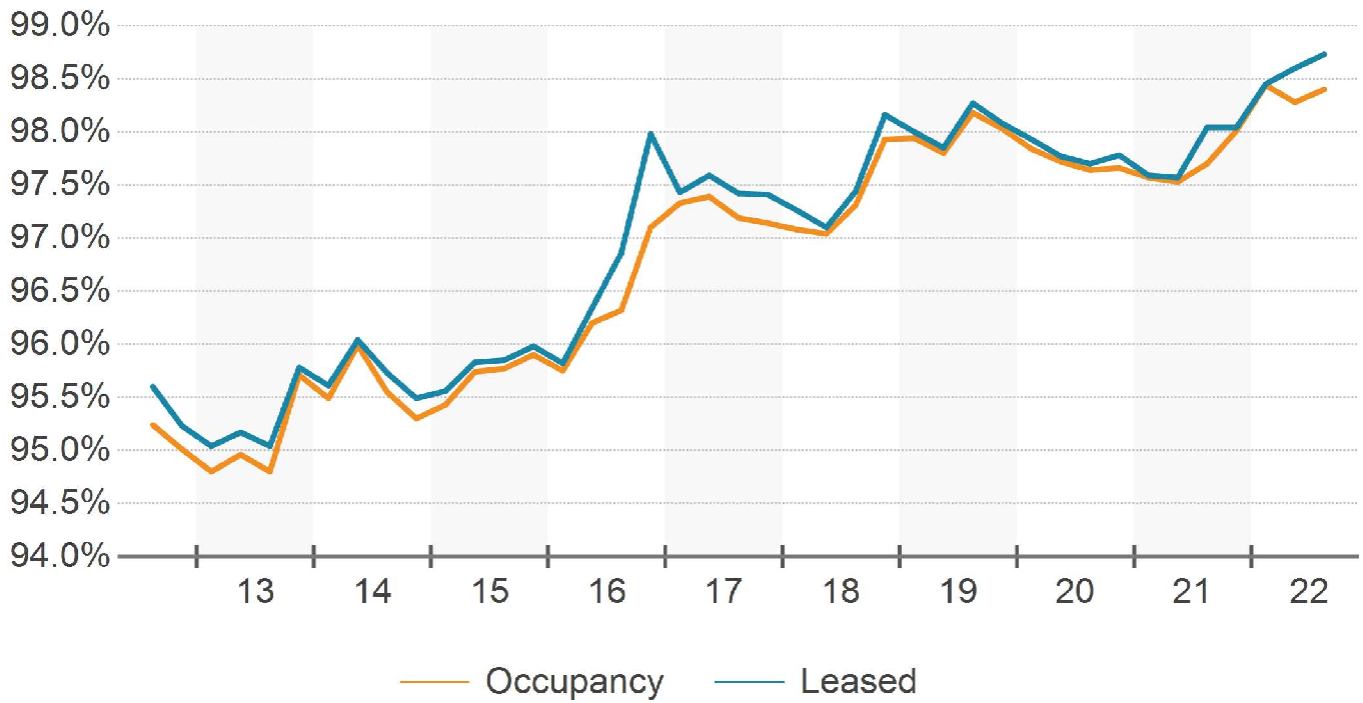
OCCUPANCY RATE



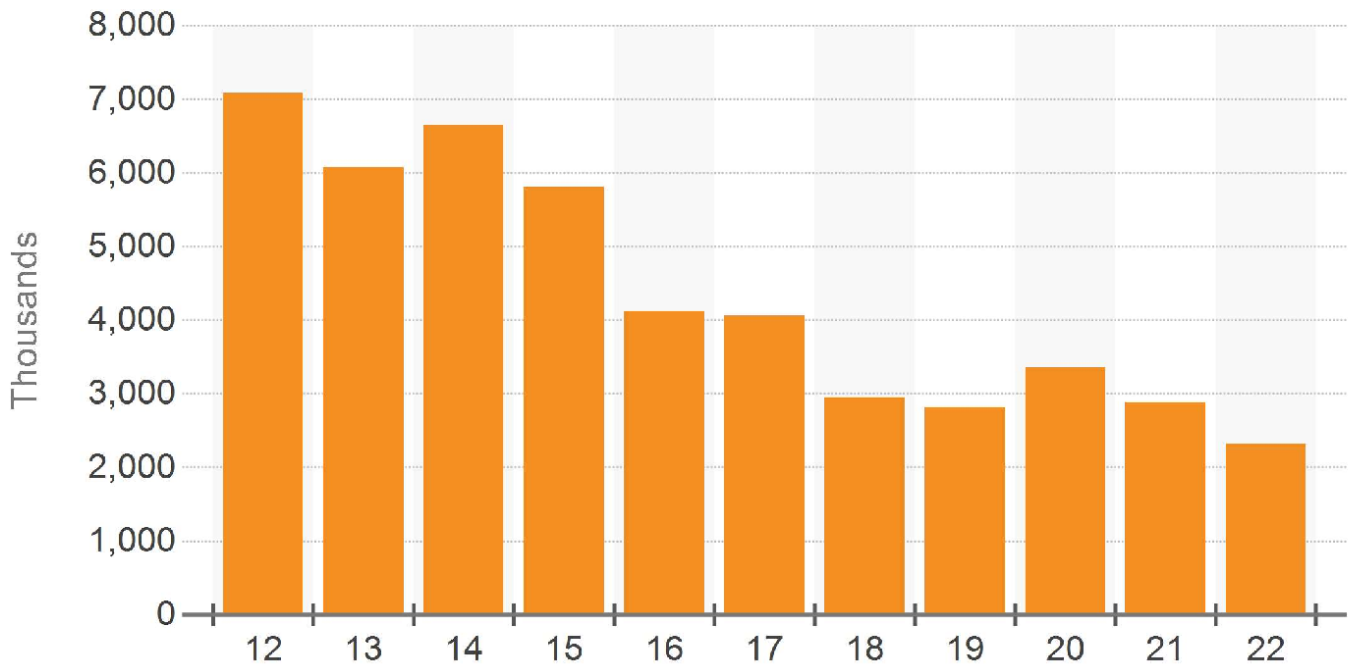
PERCENT LEASED RATE



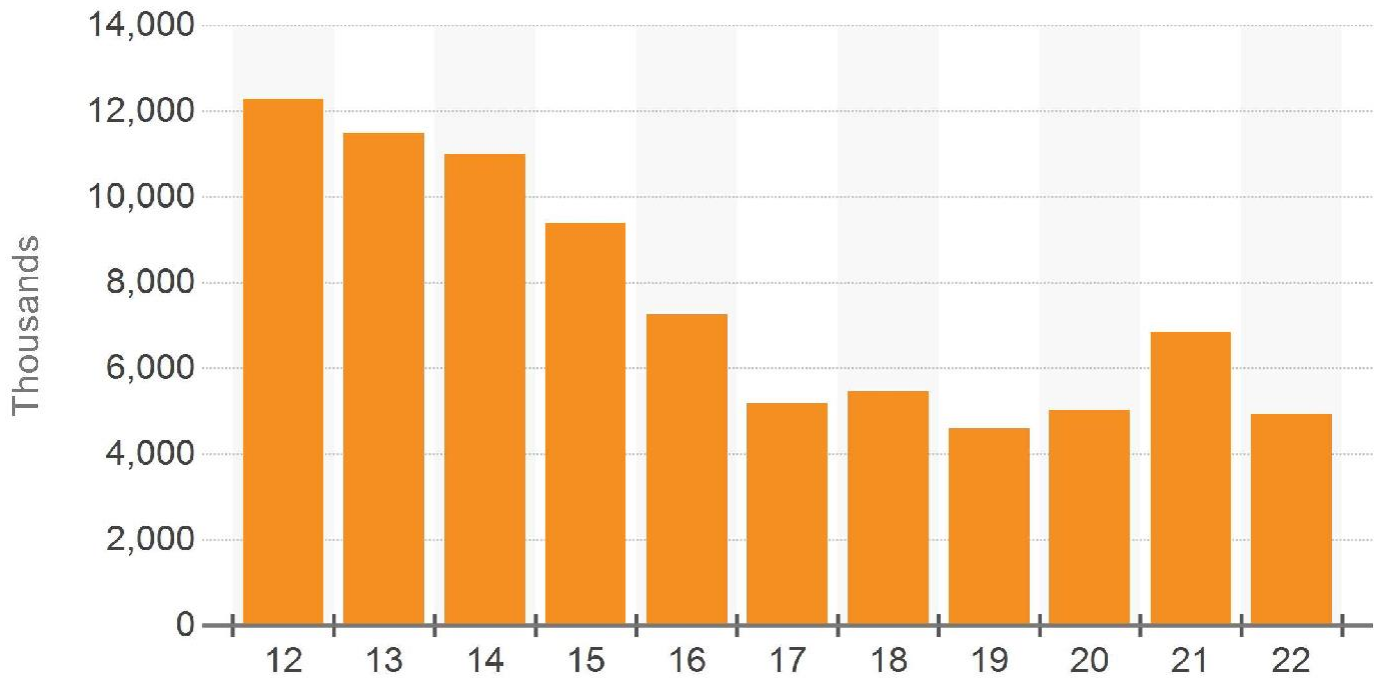
OCCUPANCY & PERCENT LEASED



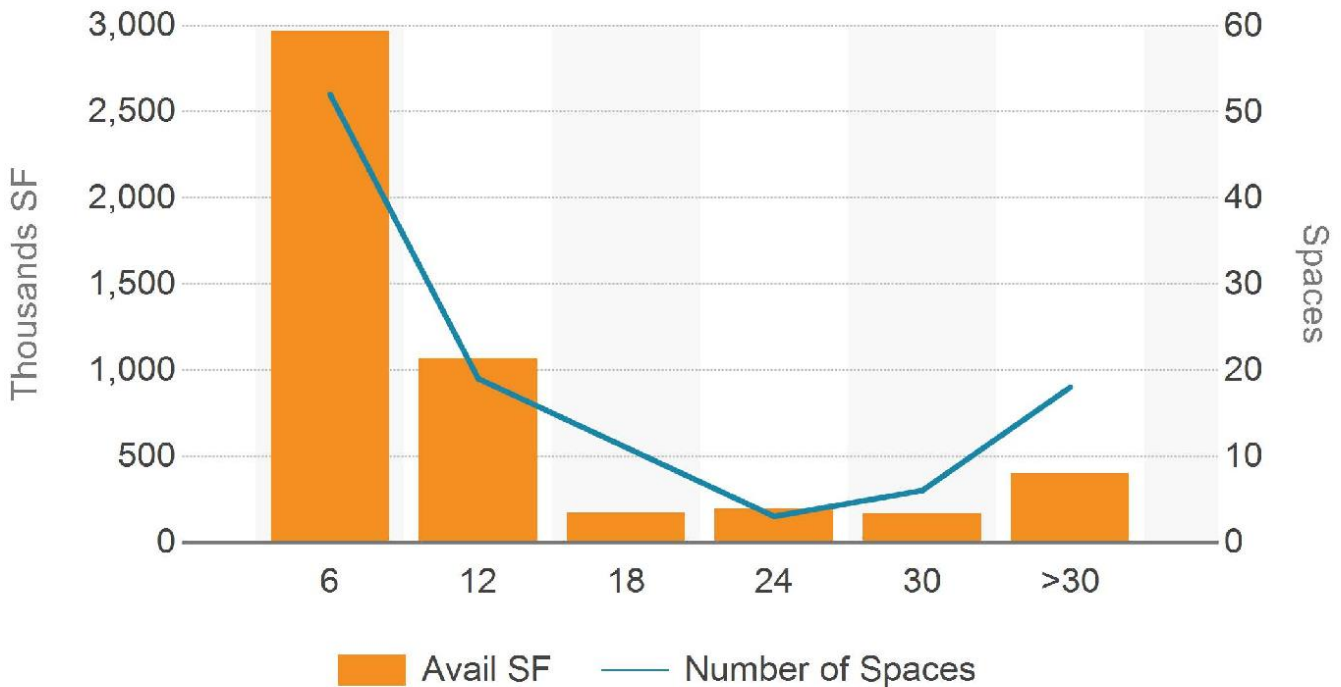
VACANT SF



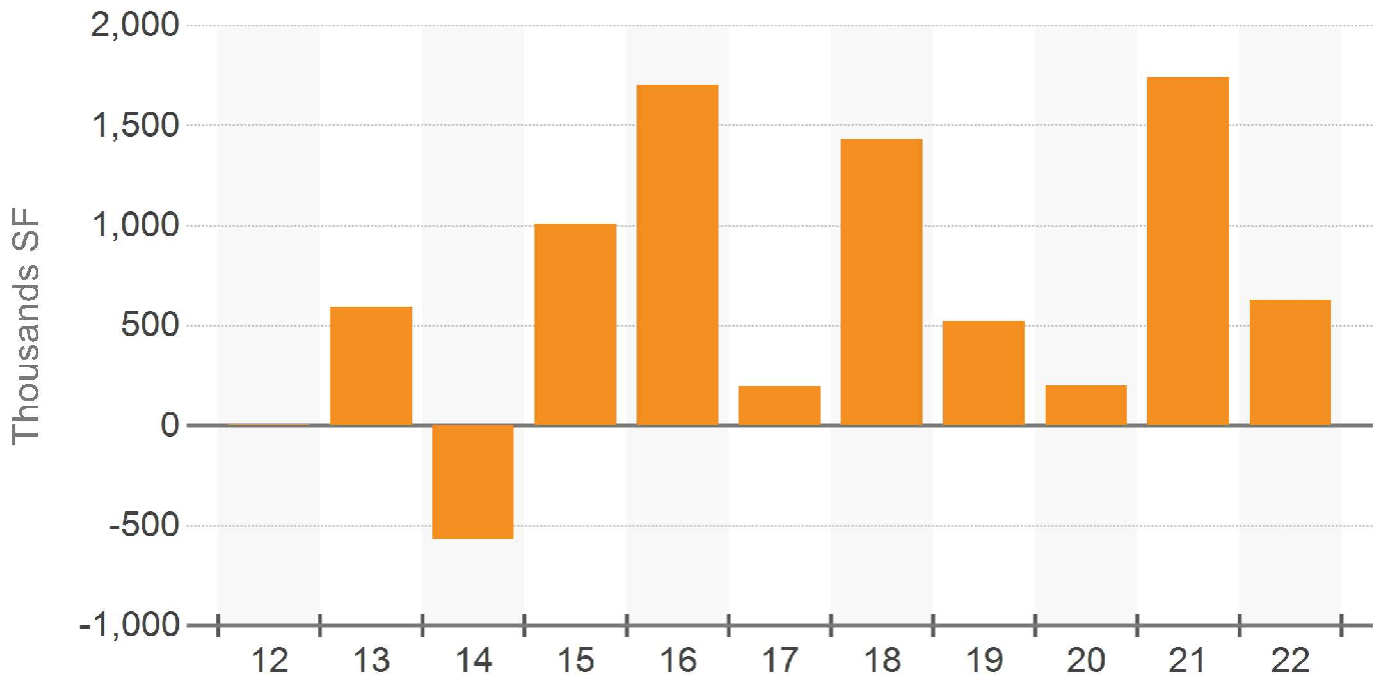
AVAILABLE SF



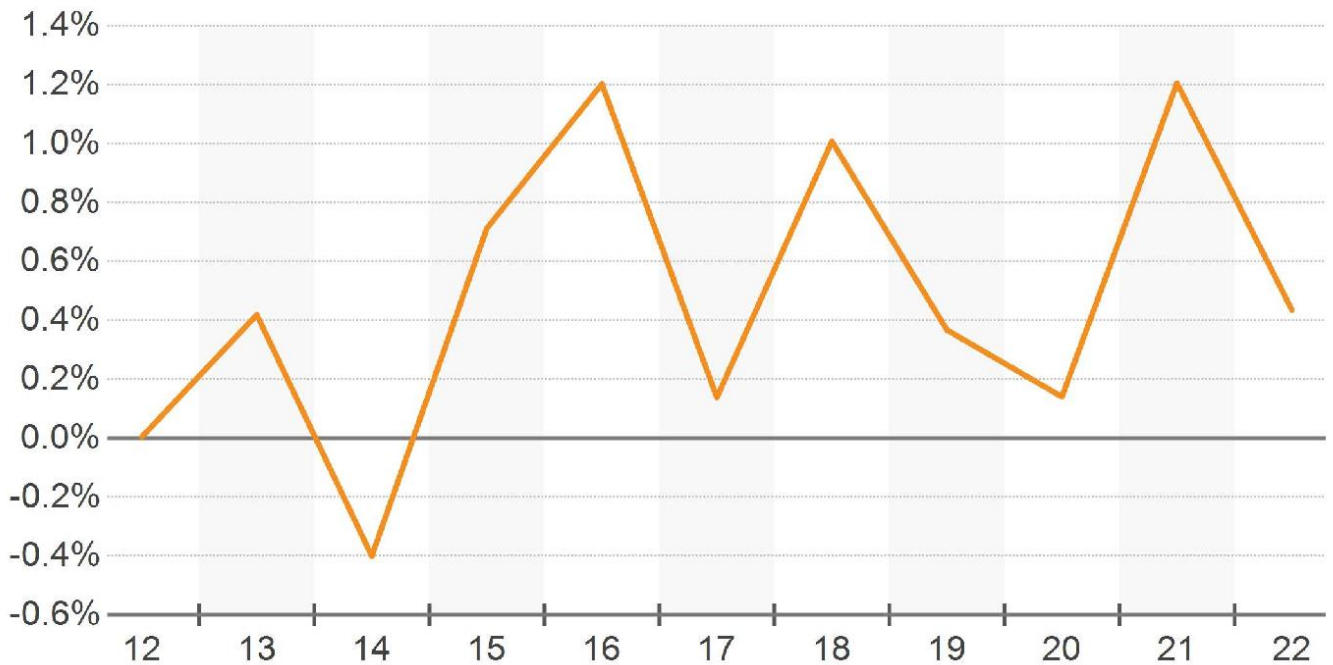
MONTHS ON MARKET DISTRIBUTION



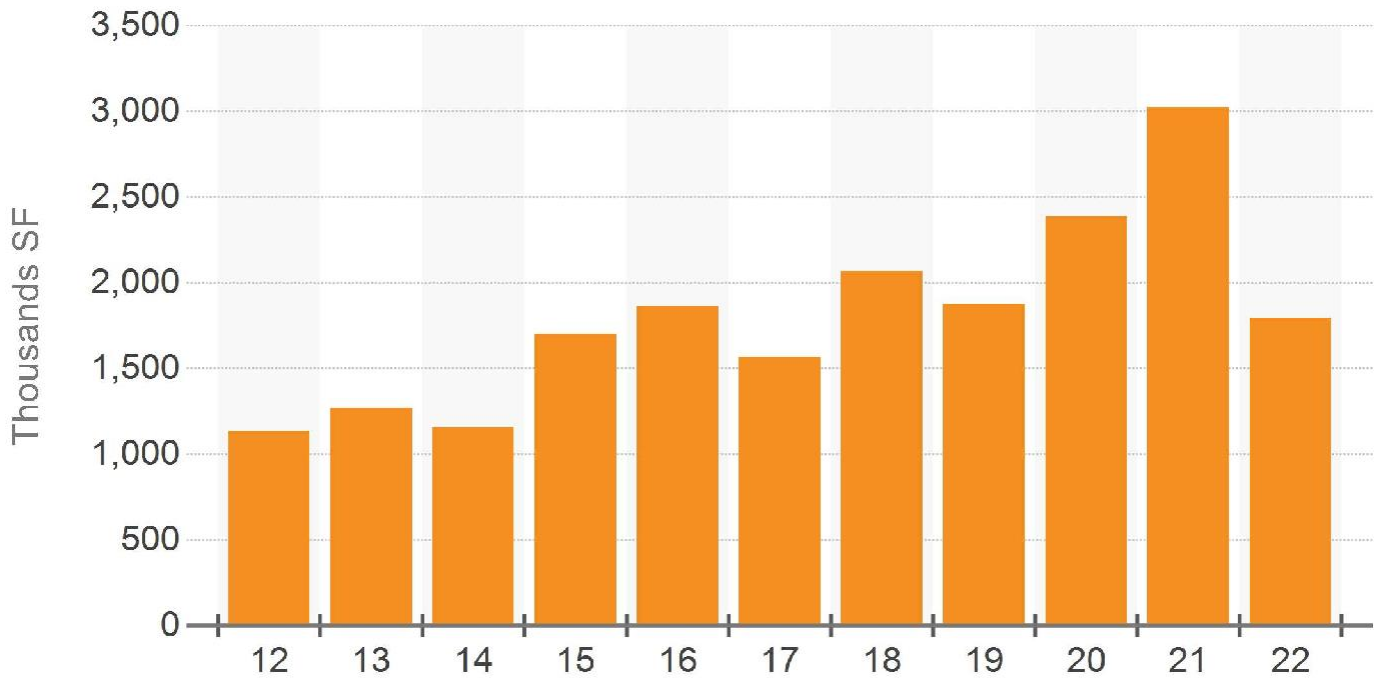
NET ABSORPTION



NET ABSORPTION AS % OF INVENTORY



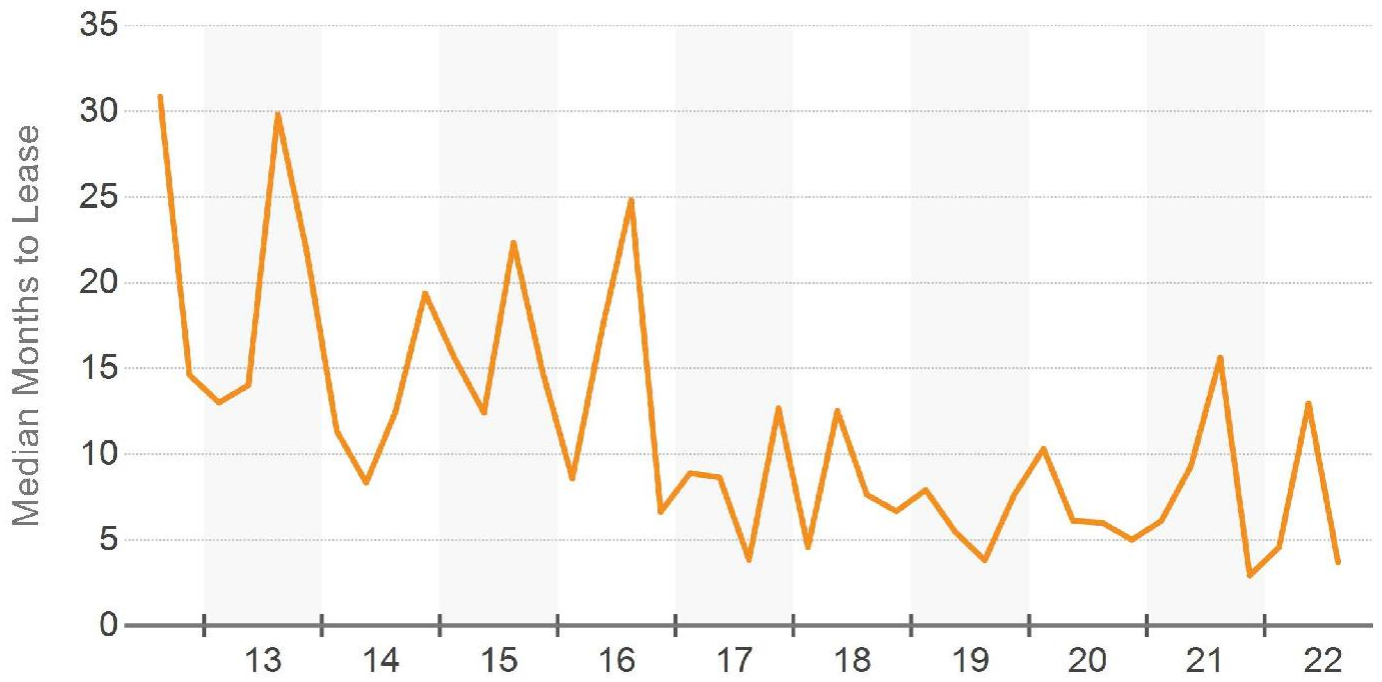
LEASING ACTIVITY



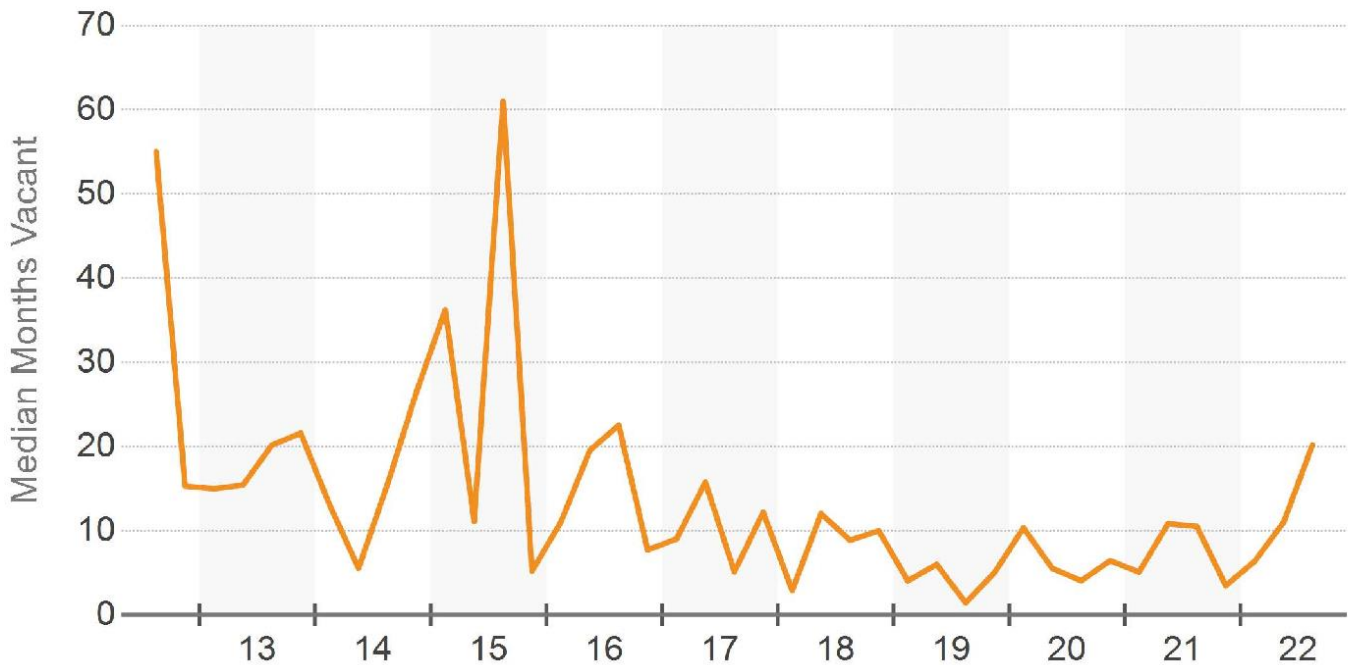
MONTHS ON MARKET



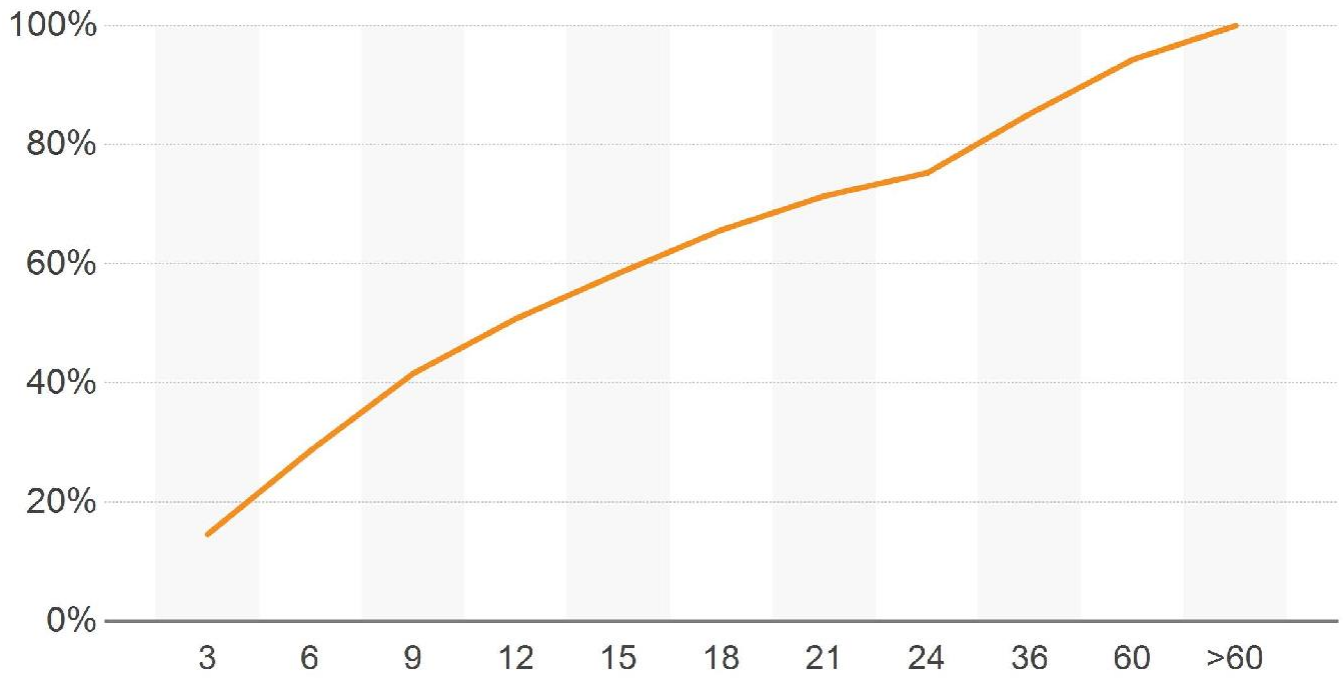
MONTHS TO LEASE



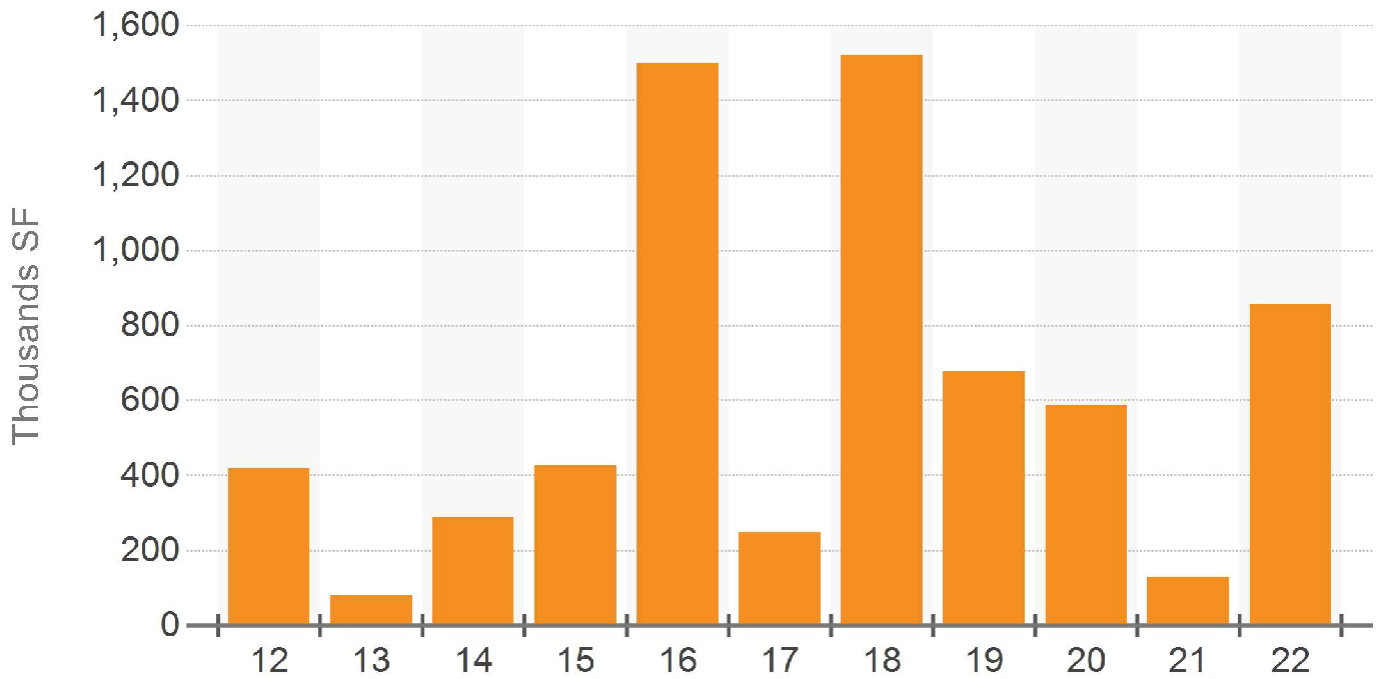
MONTHS VACANT



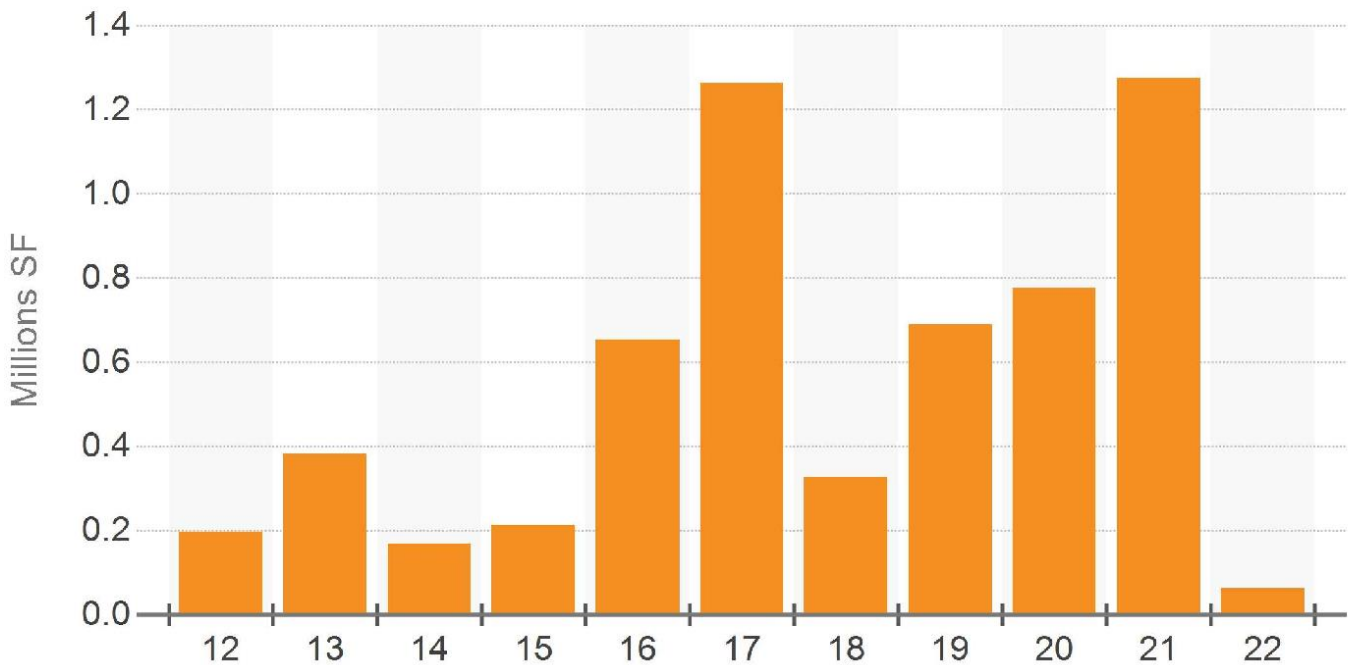
PROBABILITY OF LEASING IN MONTHS



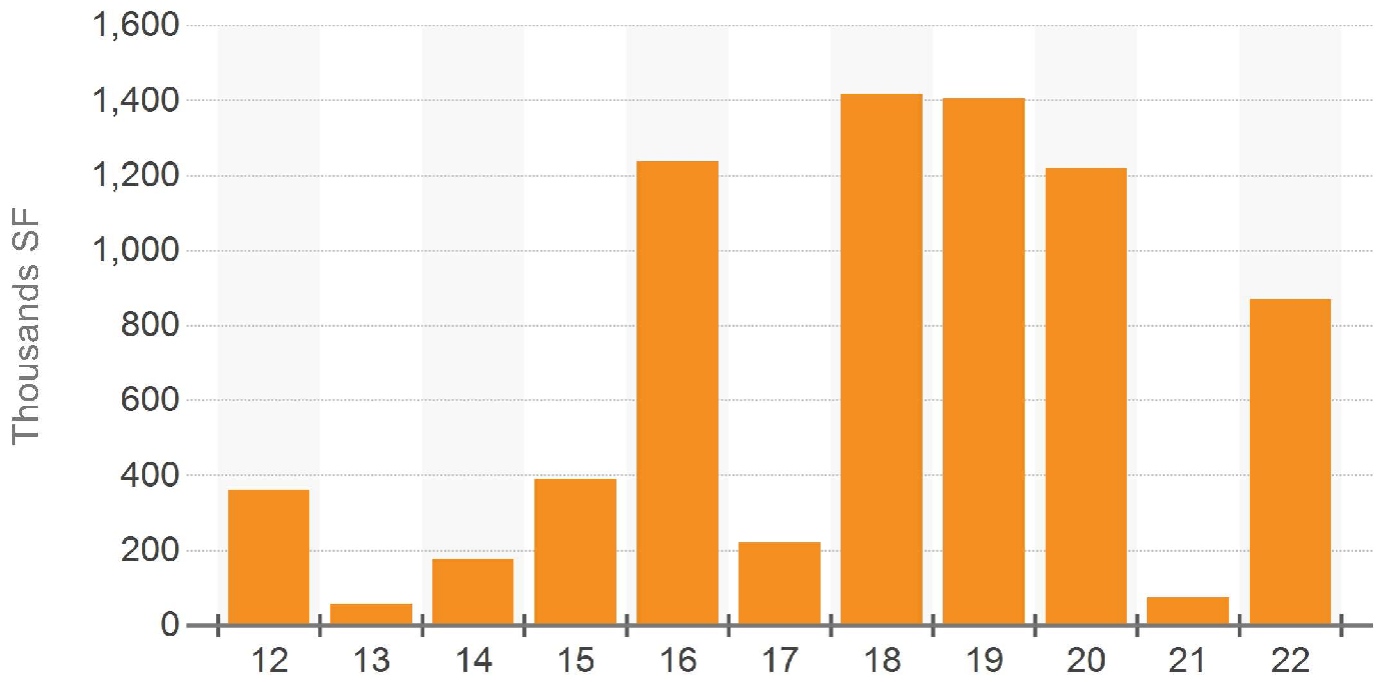
CONSTRUCTION STARTS



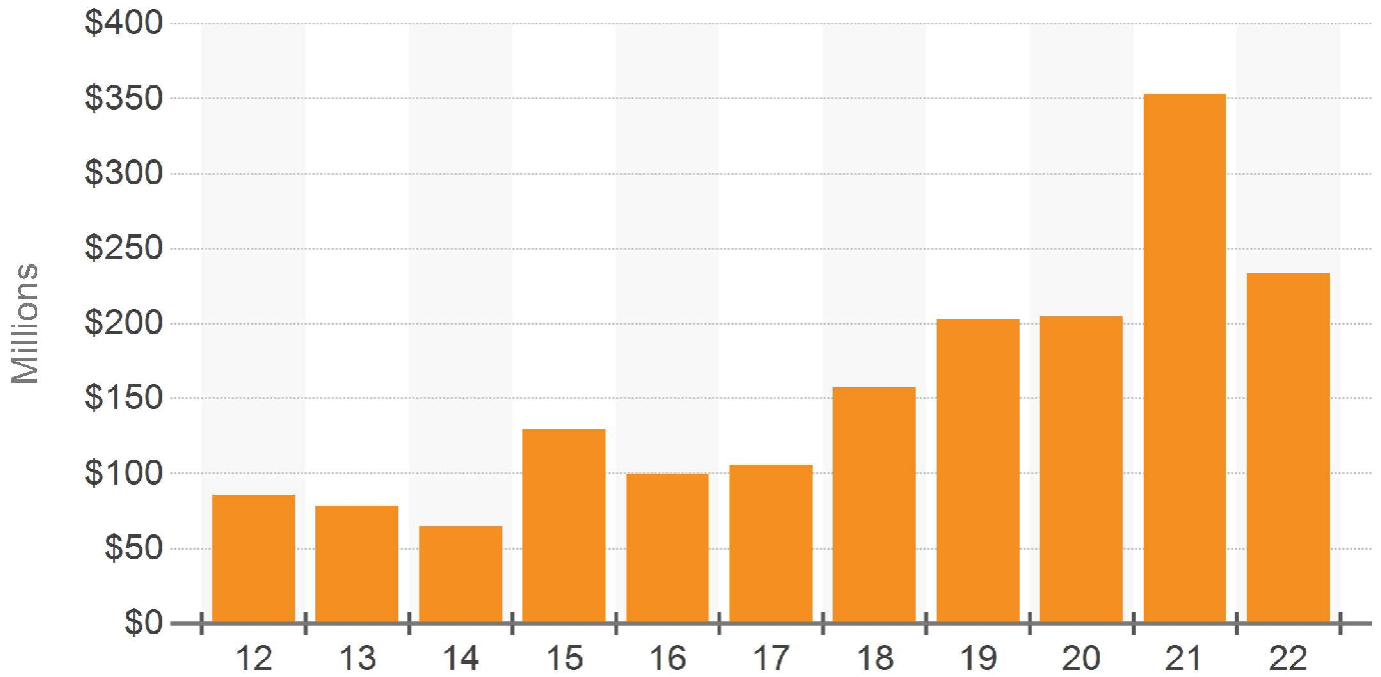
CONSTRUCTION DELIVERIES



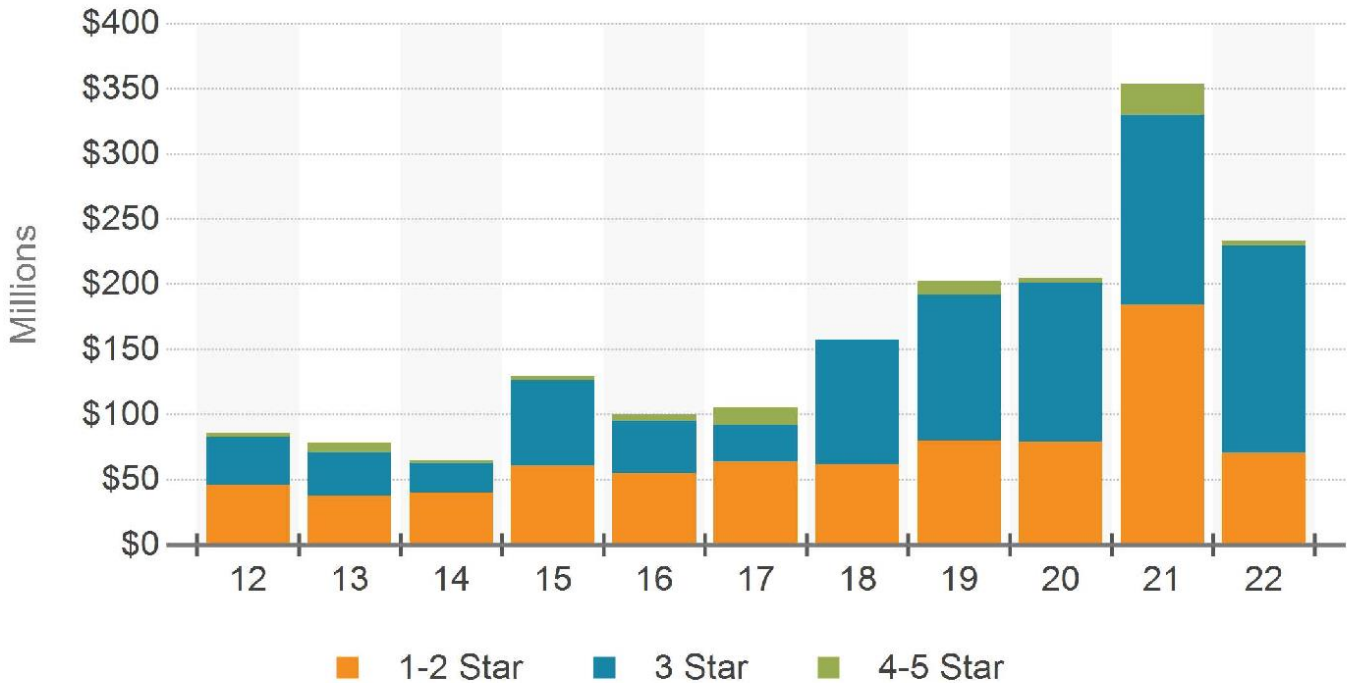
UNDER CONSTRUCTION



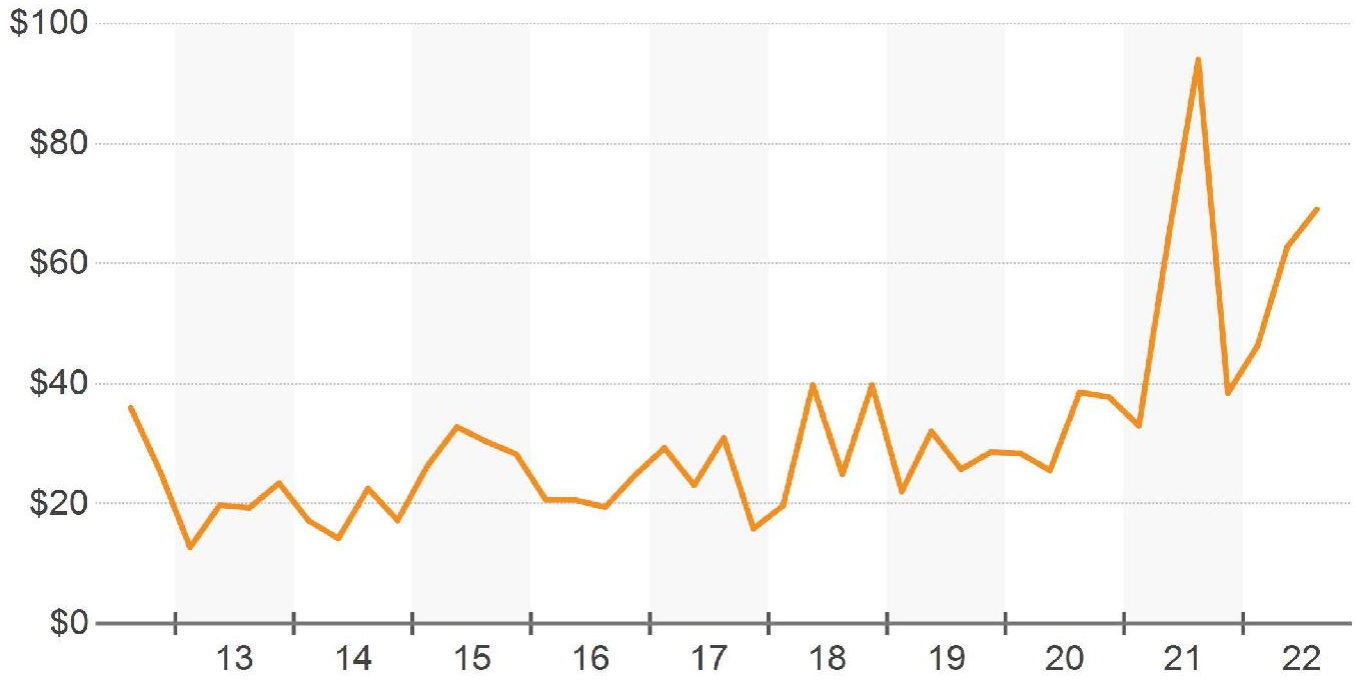
SALES VOLUME



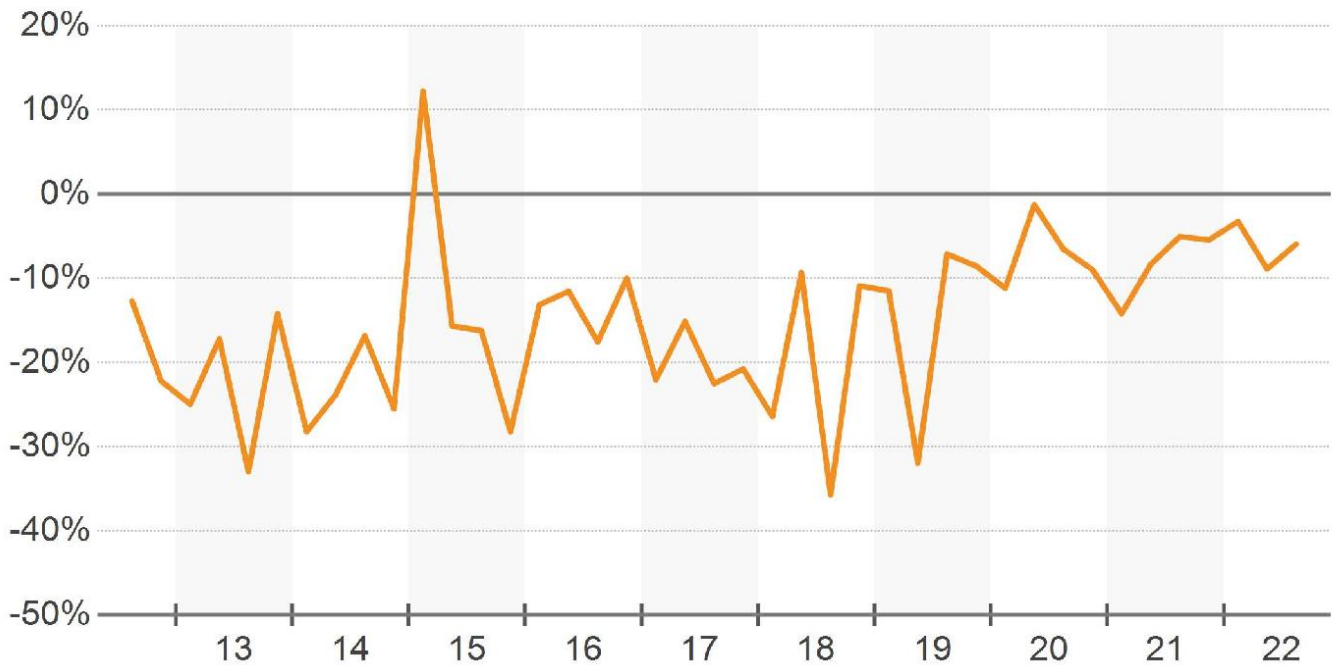
SALES VOLUME BY STAR RATING



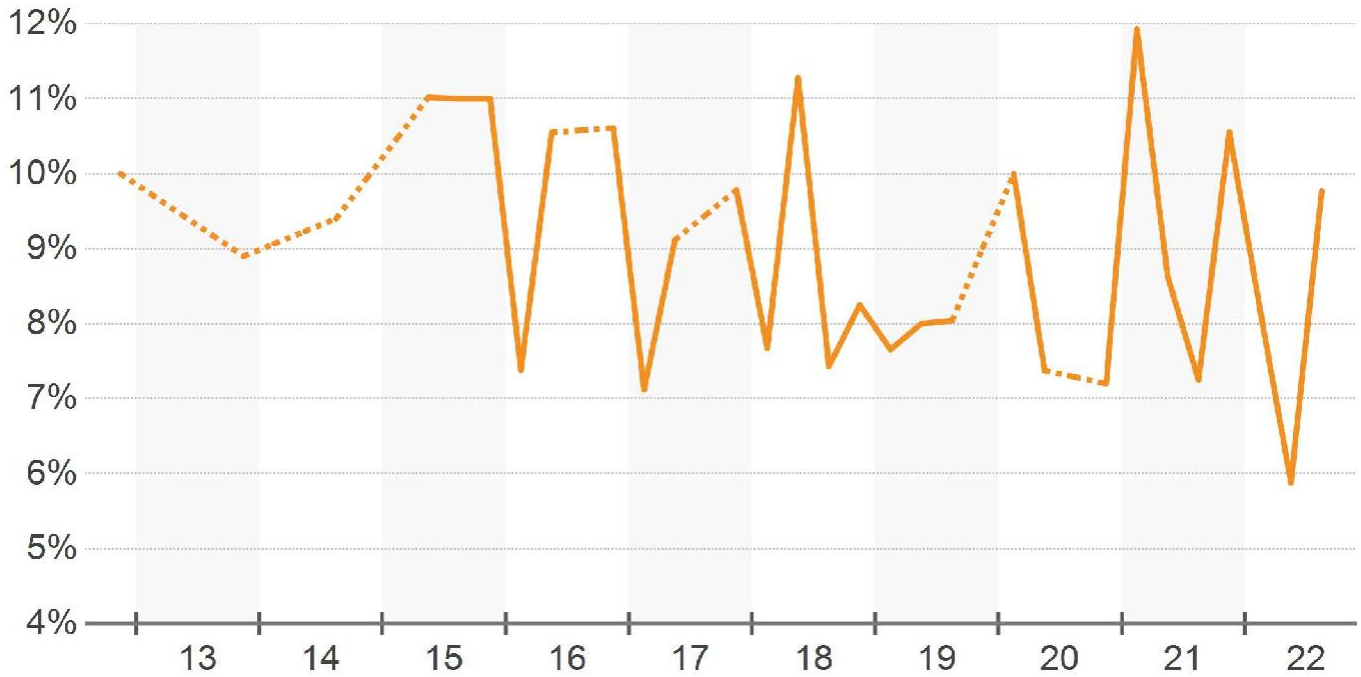
AVERAGE SALE PRICE PER SF



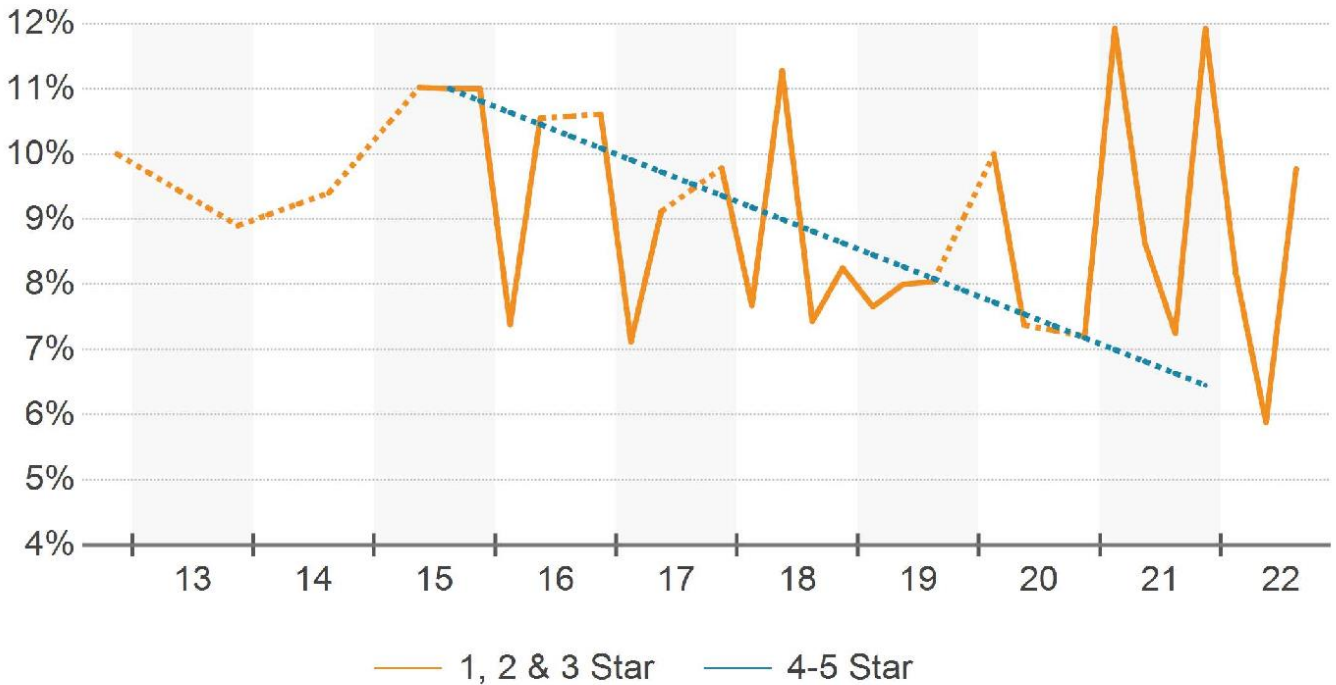
SALE TO ASKING PRICE DIFFERENTIAL



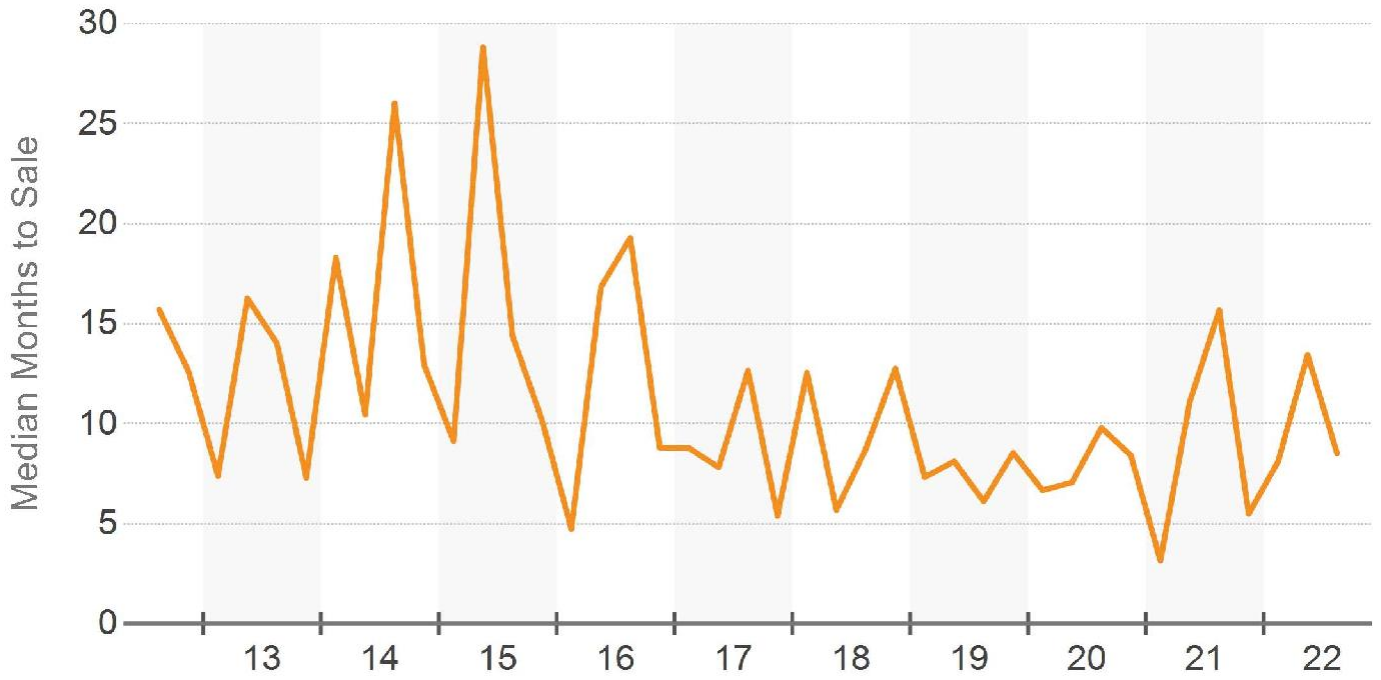
CAP RATE



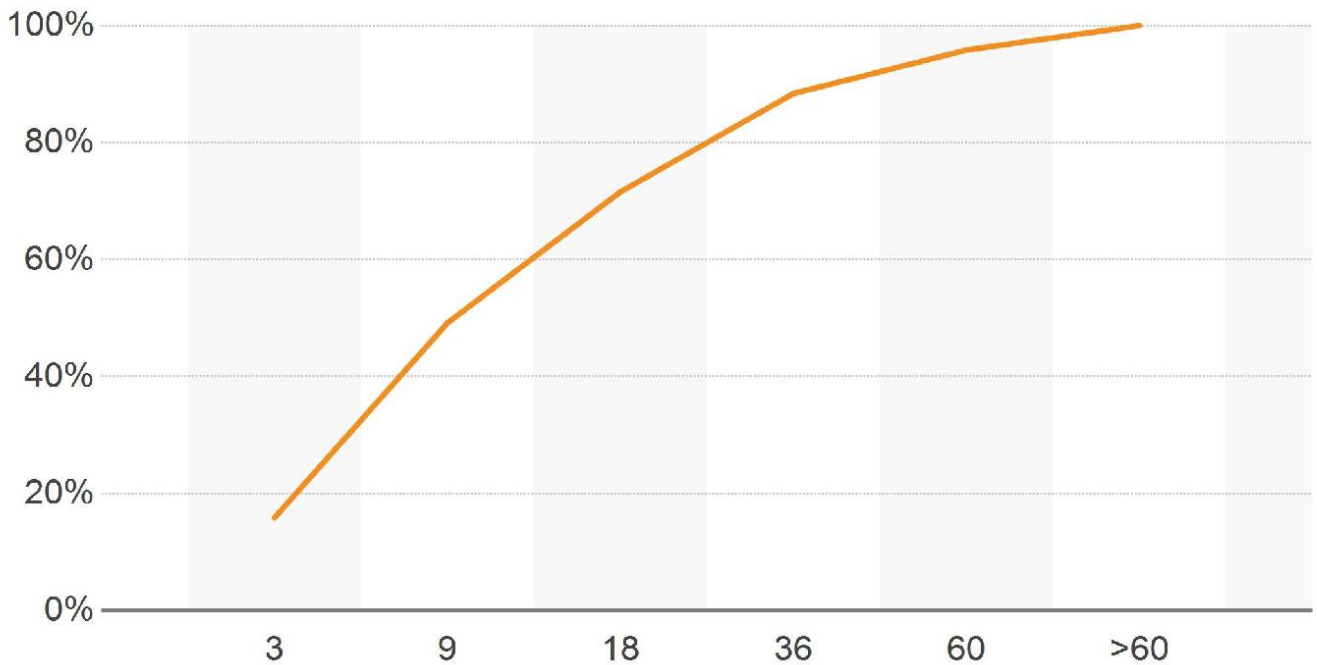
CAP RATE BY STAR RATING



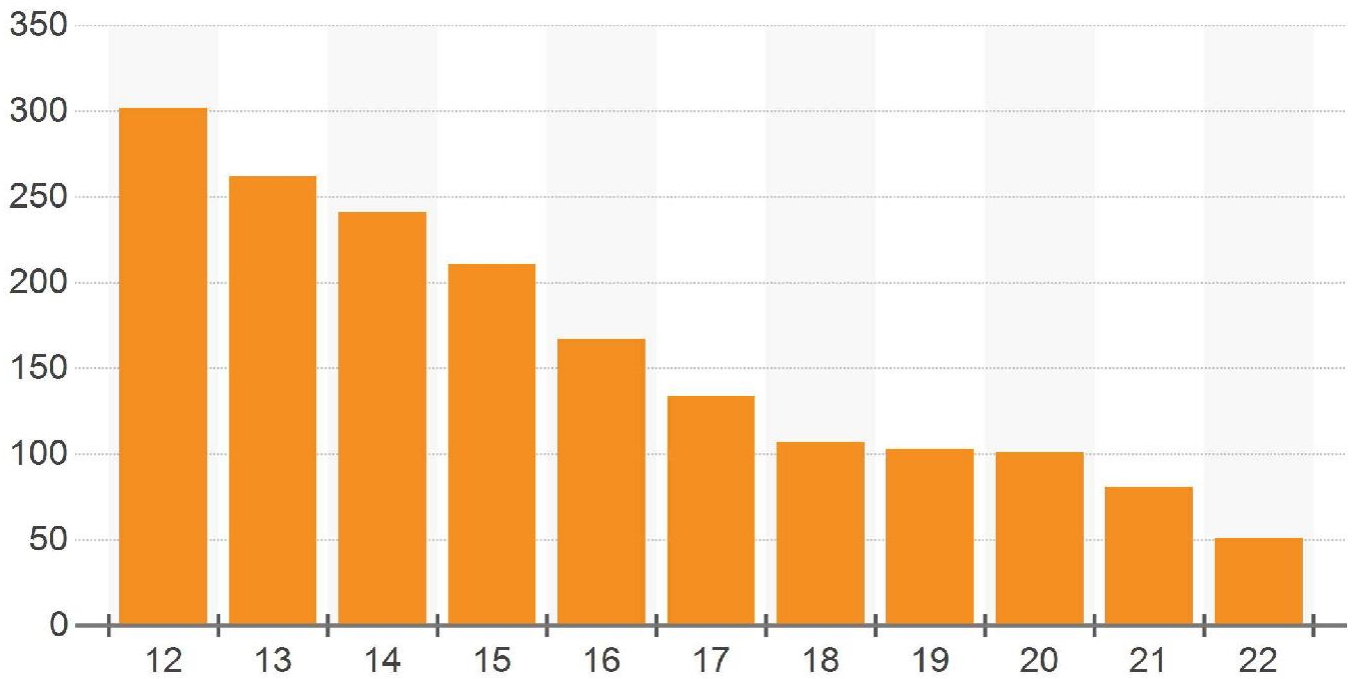
MONTHS TO SALE



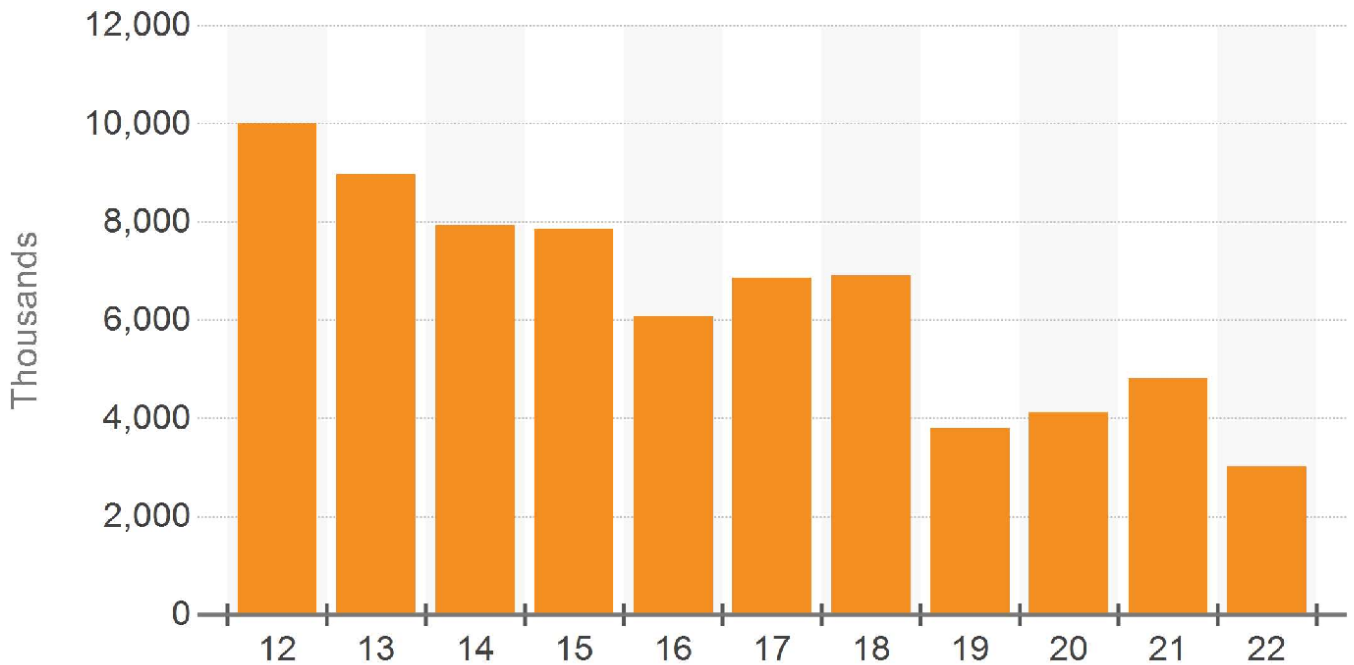
PROBABILITY OF SELLING IN MONTHS



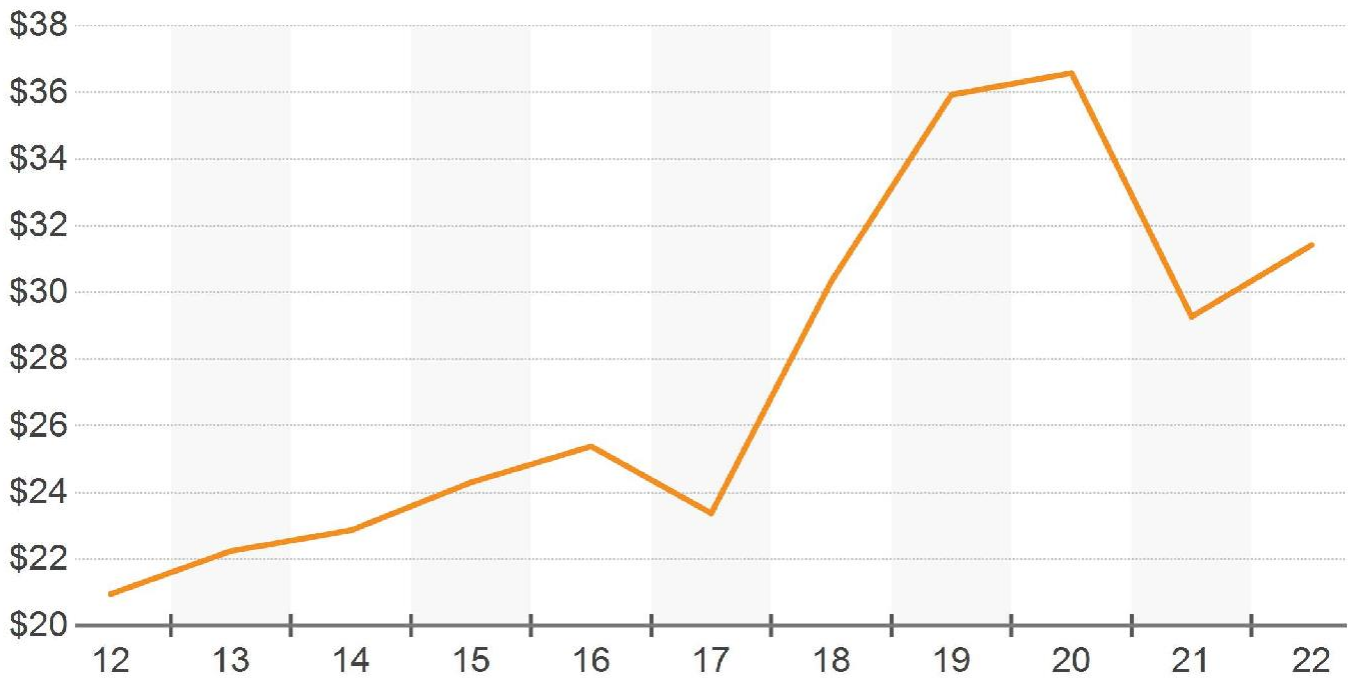
FOR SALE TOTAL LISTINGS



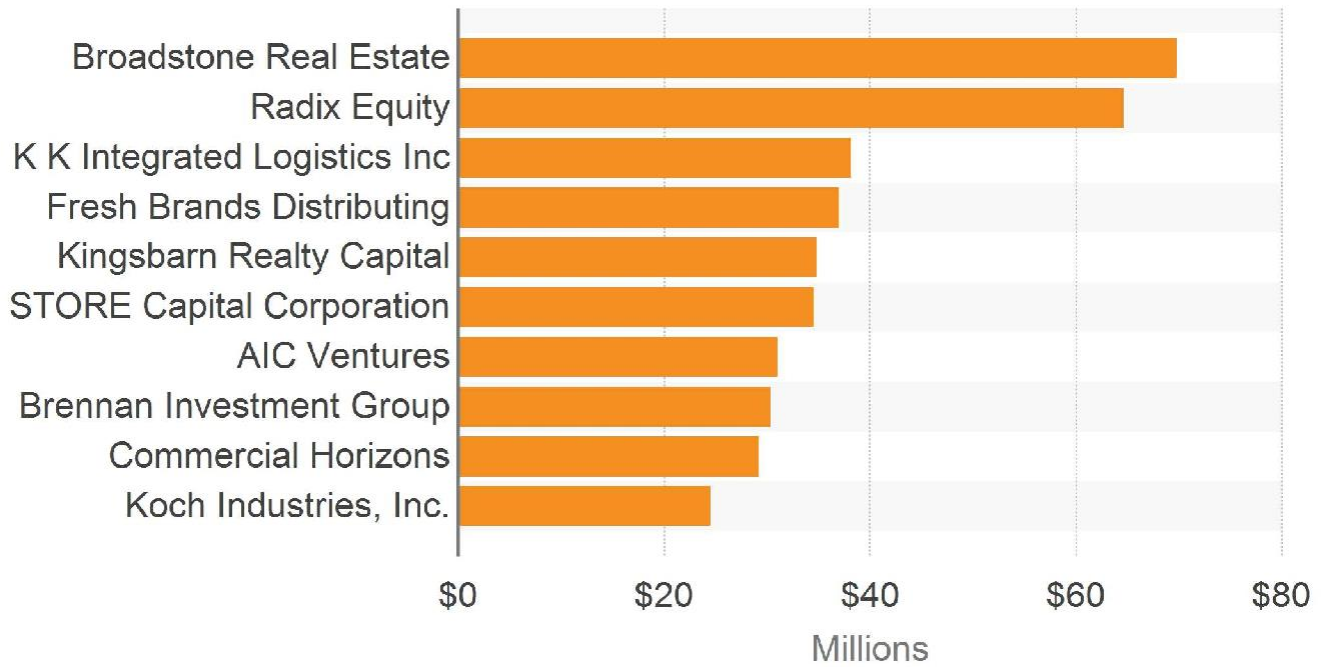
FOR SALE TOTAL SF



ASKING PRICE PER SF



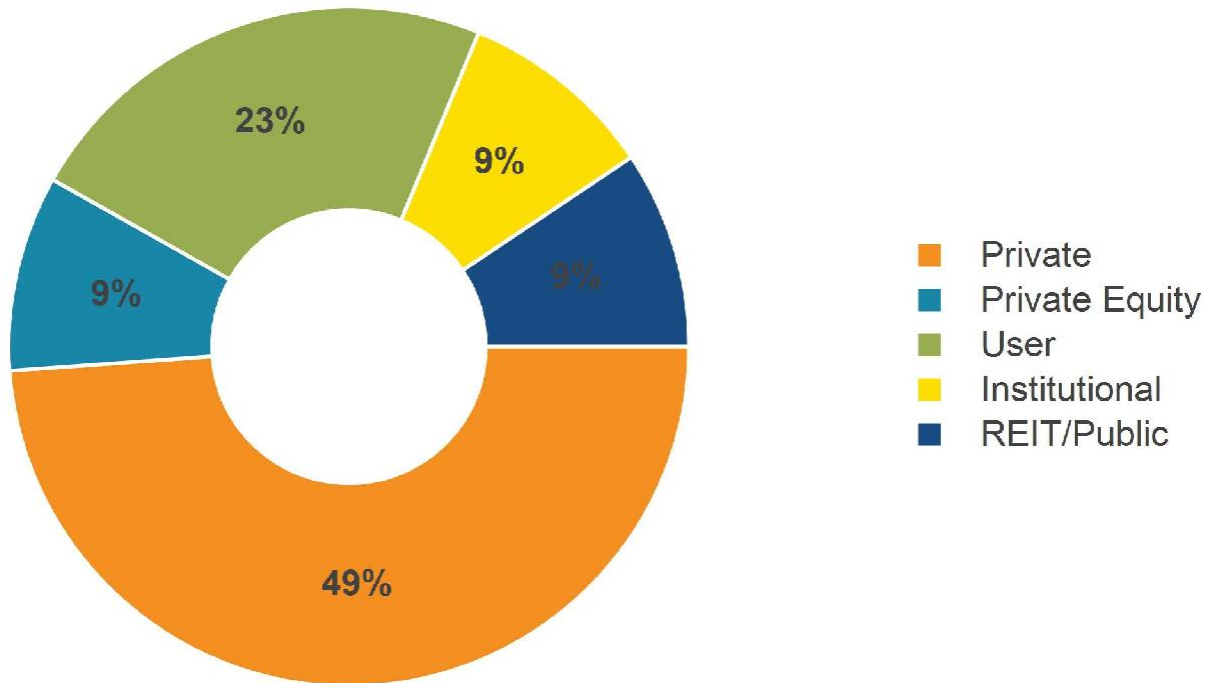
TOP BUYERS



TOP SELLERS



SALES VOLUME BY BUYER TYPE



SALES VOLUME BY SELLER TYPE

