



Retail Market Report

Wausau Area | Q22023

PREPARED BY

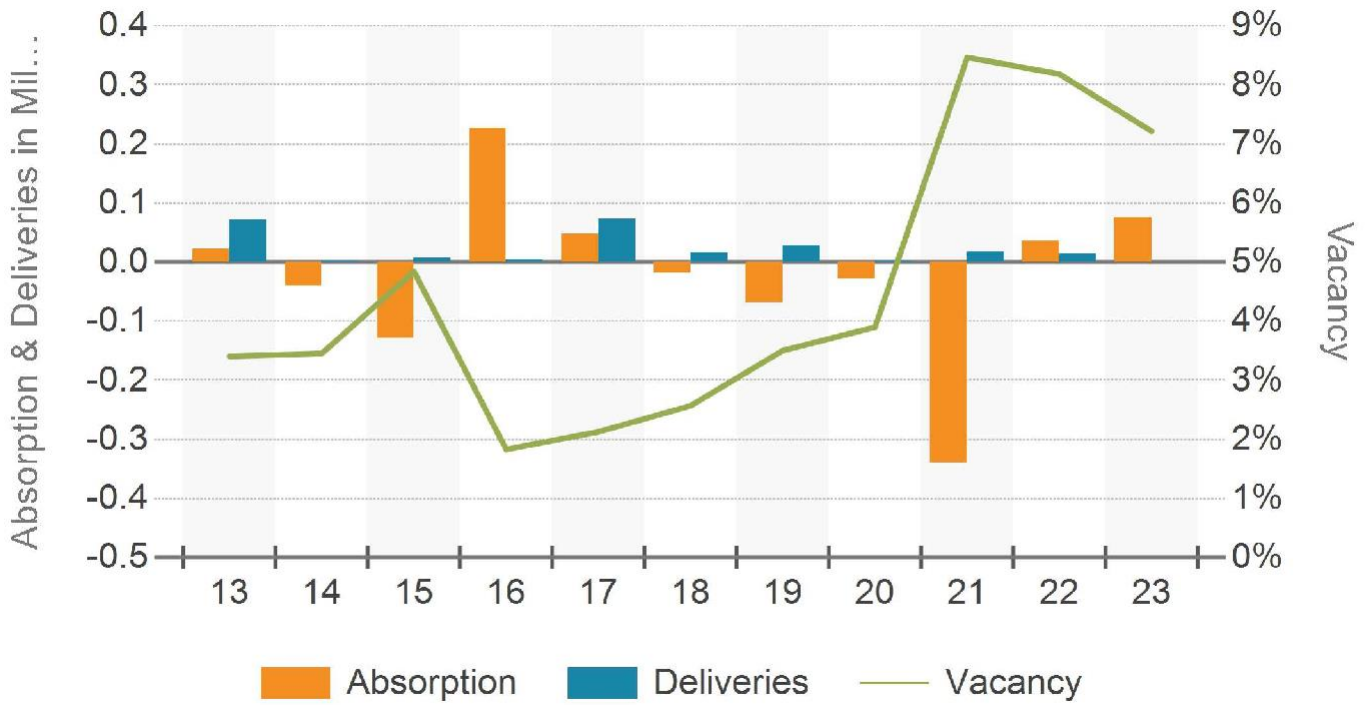
NAIPfefferle

Manny Vasquez

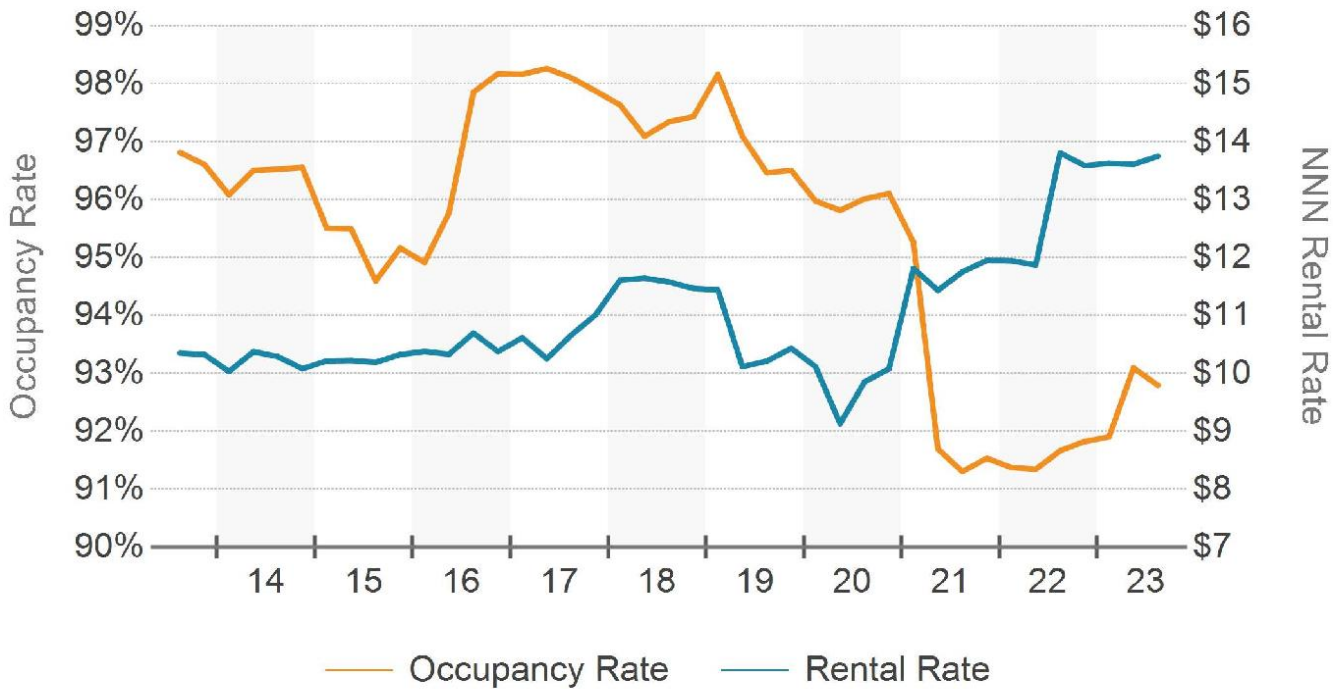
mannyv@naipfefferle.com



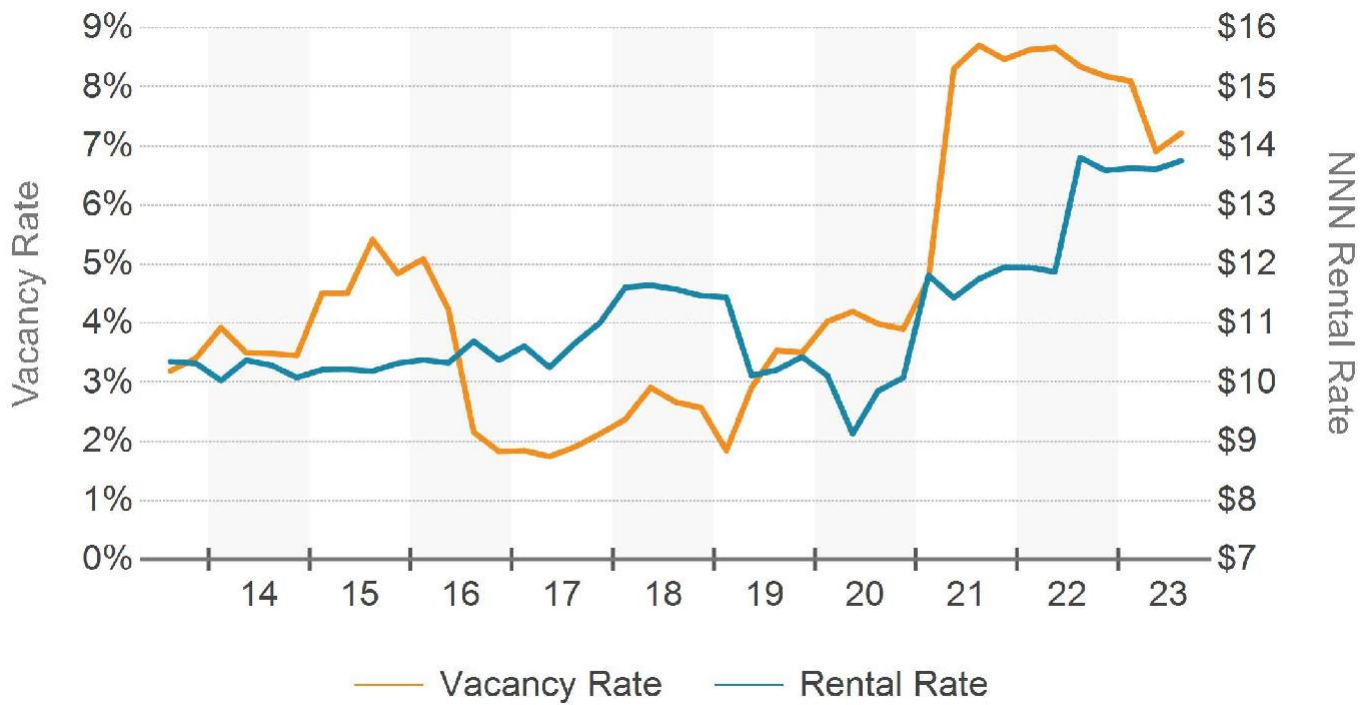
ABSORPTION, DELIVERIES, VACANCY



OCCUPANCY & RENTAL RATES



VACANCY & RENTAL RATES



SUMMARY STATISTICS

Availability	Survey	5-Year Avg
NNN Rent Per SF	\$13.75	\$11.22
Vacancy Rate	7.2%	5.6%
Vacant SF	563,819	437,447
Availability Rate	3.3%	7.0%
Available SF	258,127	545,623
Sublet SF	0	3,449
Months on Market	20.3	15.9

Inventory	Survey	5-Year Avg
Existing Buildings	571	564
Existing SF	7,815,614	7,785,911

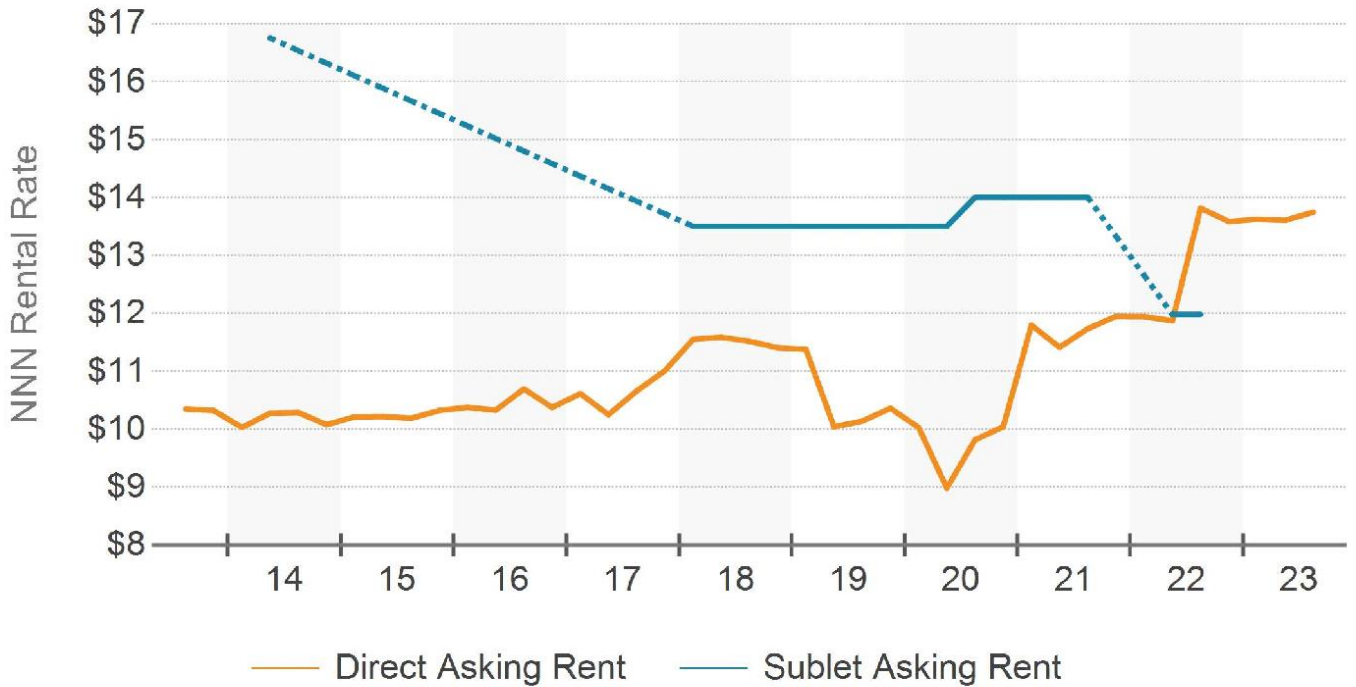
Demand	Survey	5-Year Avg
12 Mo. Absorption SF	113,721	-51,846
12 Mo. Leasing SF	95,786	87,474

Sales	Past Year	5-Year Avg
Sale Price Per SF	\$94	\$103
Asking Price Per SF	\$197	\$145
Sales Volume (Mil.)	\$11	\$36
Cap Rate	5.7%	7.0%

NNN ASKING RENT PER SF



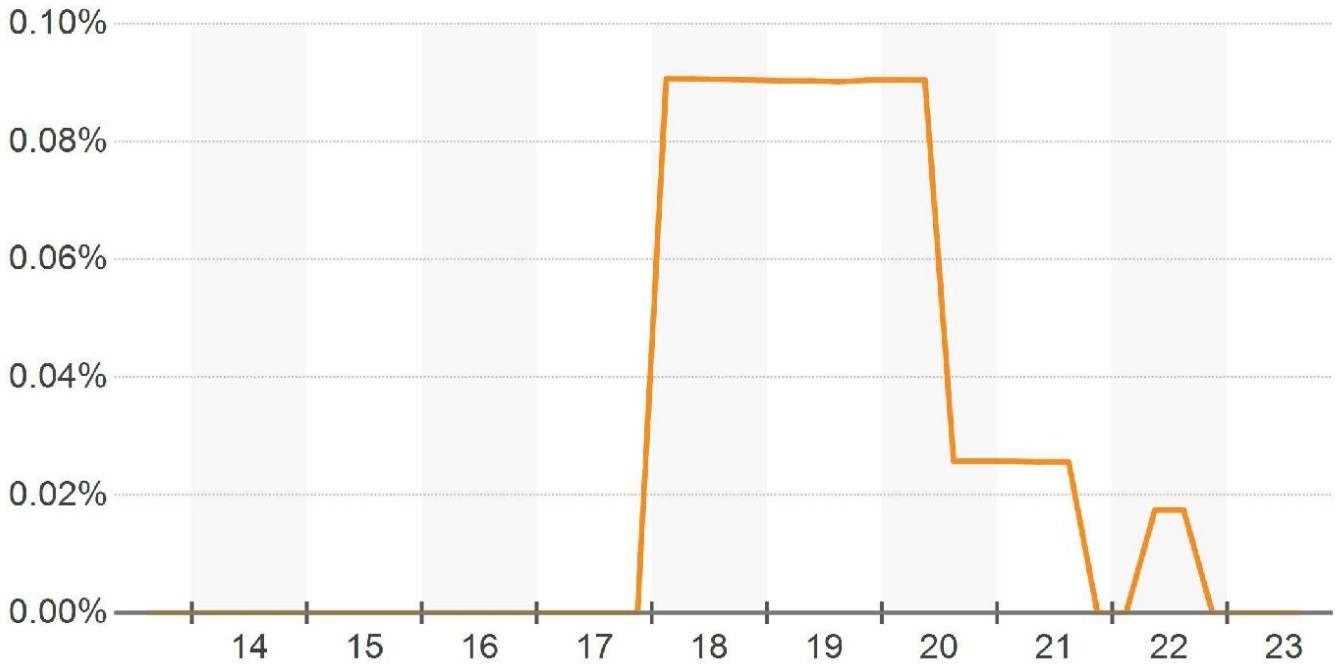
DIRECT & SUBLET RENTAL RATES



VACANCY RATE



SUBLEASE VACANCY RATE



AVAILABILITY RATE



AVAILABILITY & VACANCY RATE



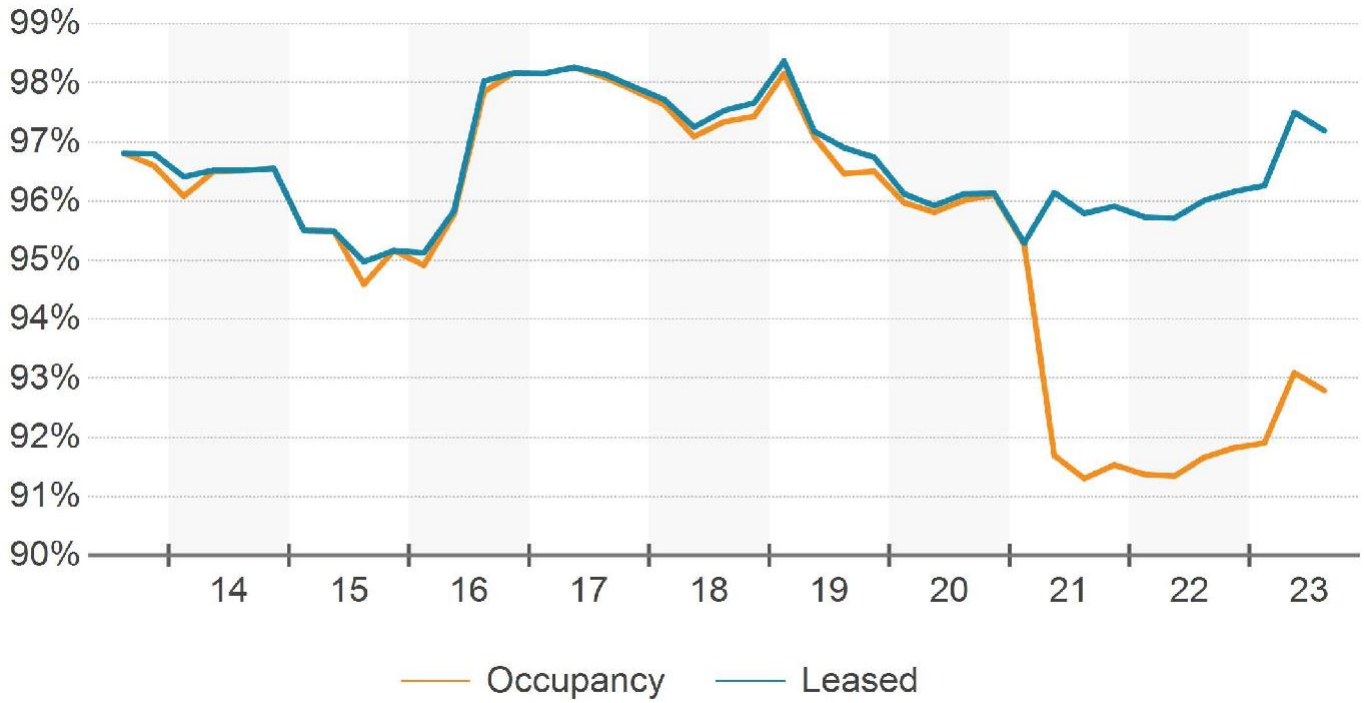
OCCUPANCY RATE



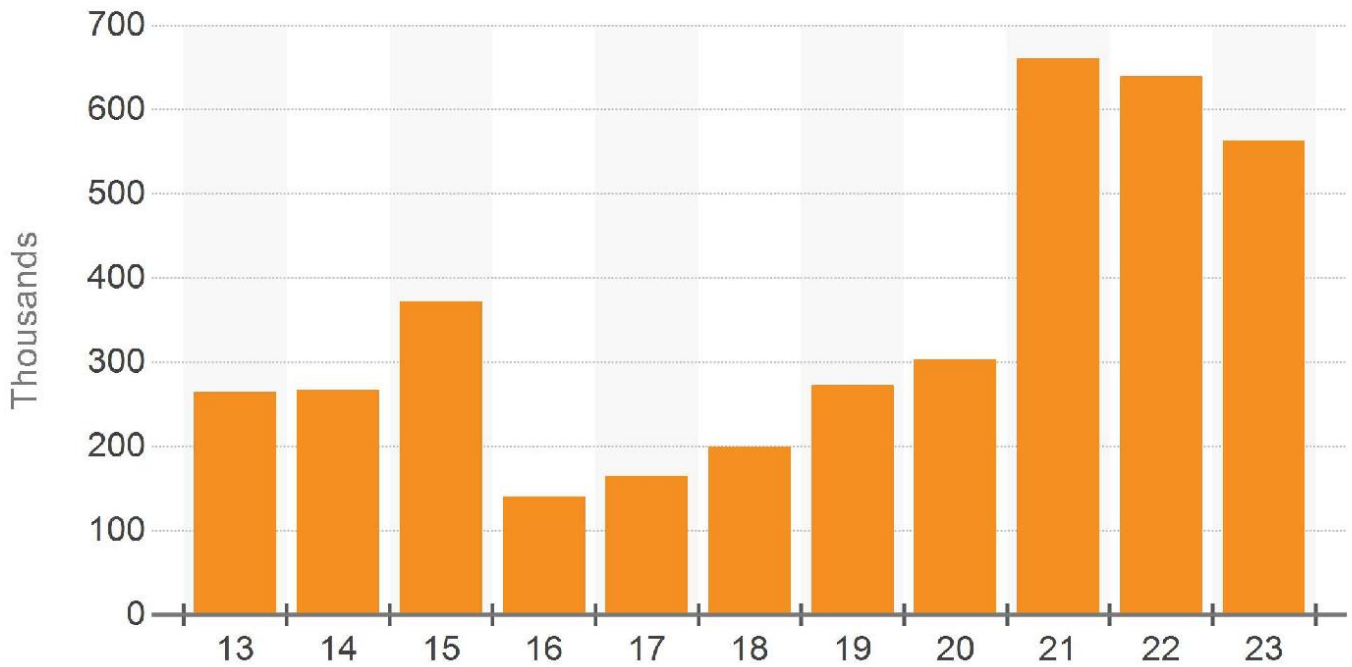
PERCENT LEASED RATE



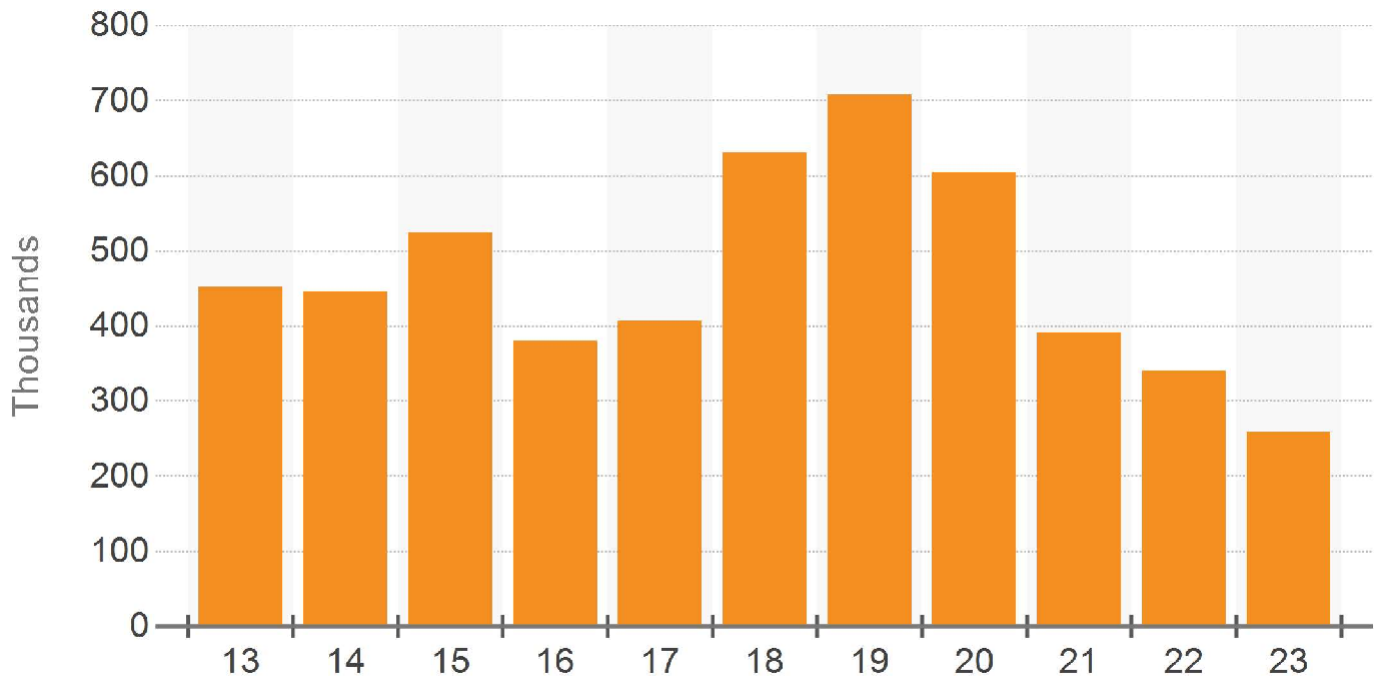
OCCUPANCY & PERCENT LEASED



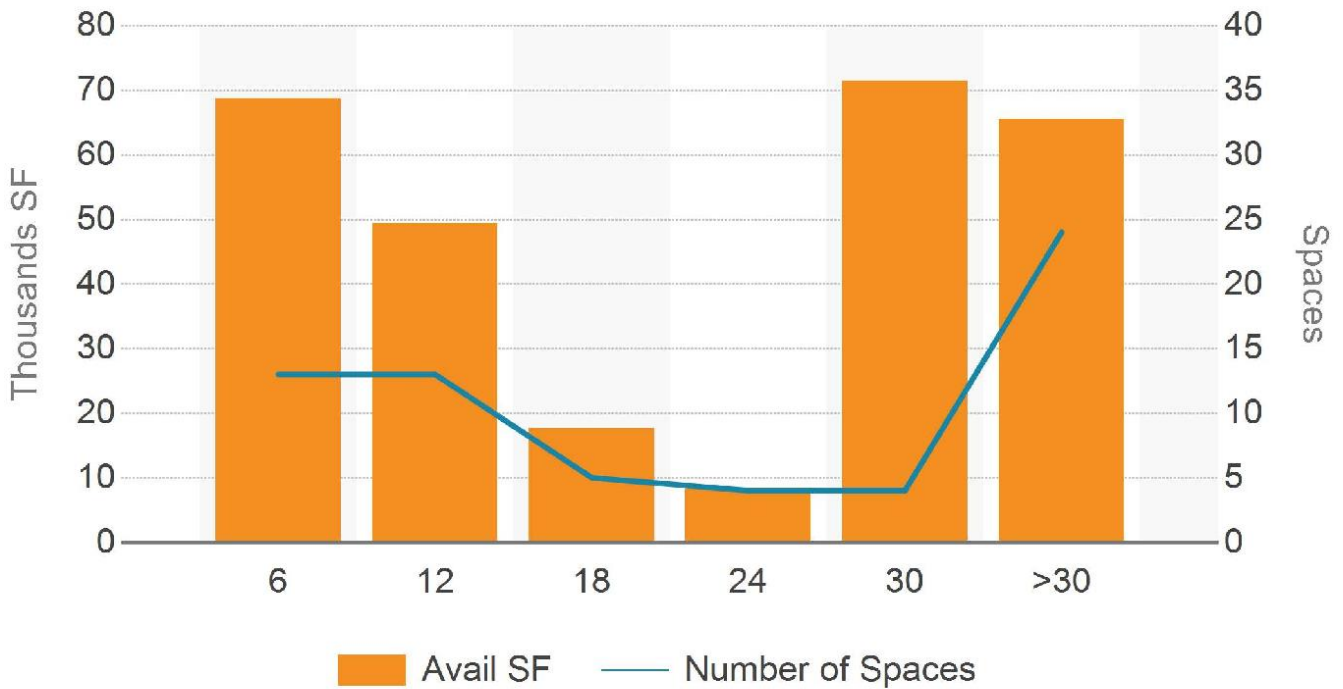
VACANT SF



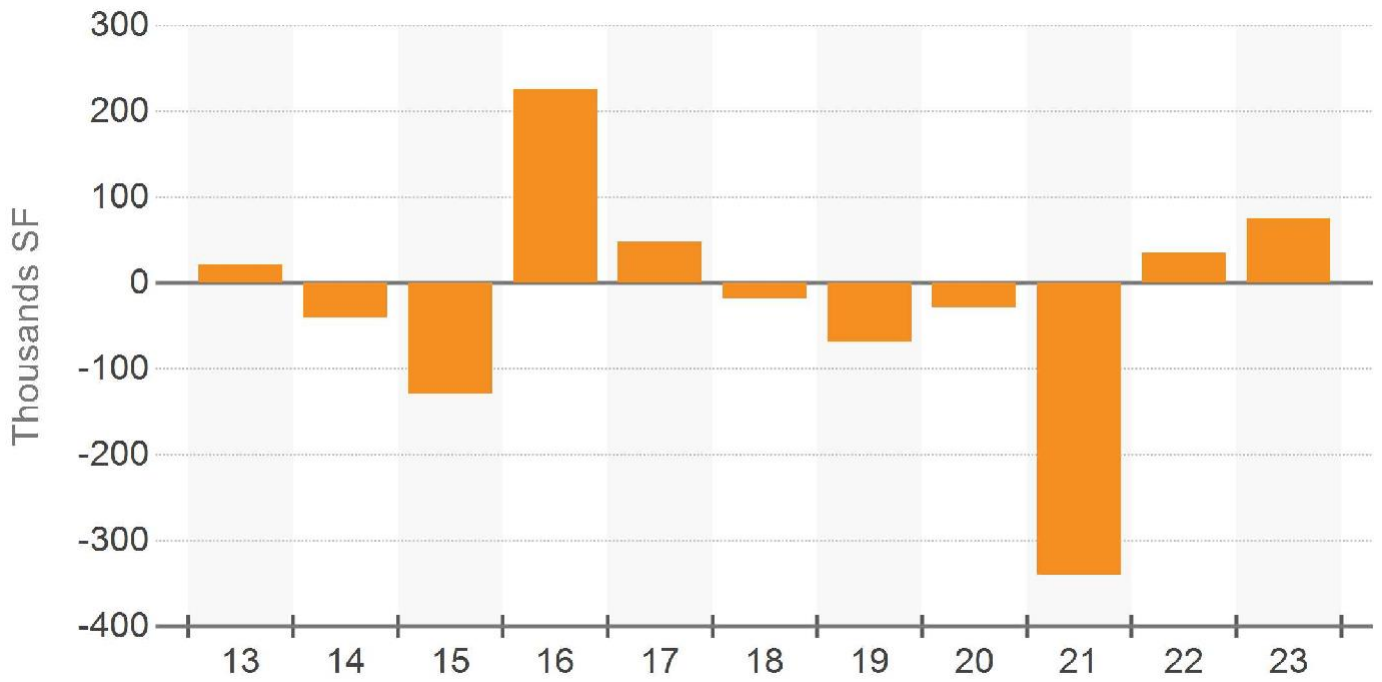
AVAILABLE SF



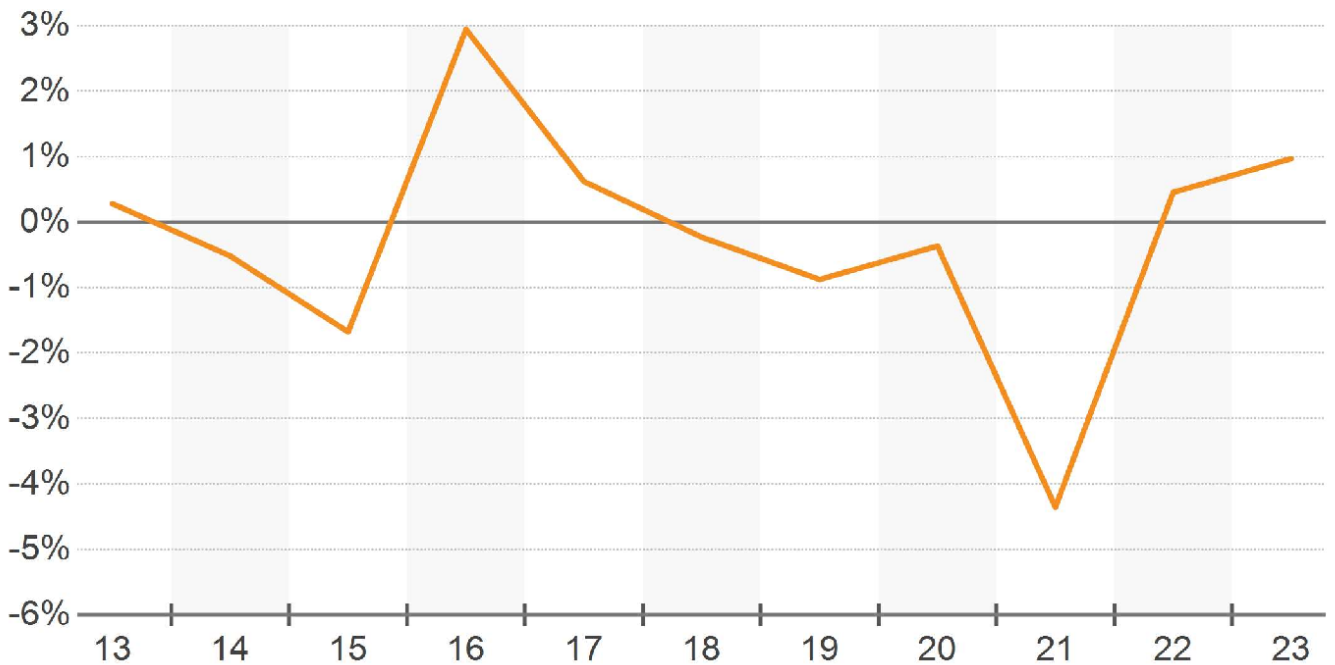
MONTHS ON MARKET DISTRIBUTION



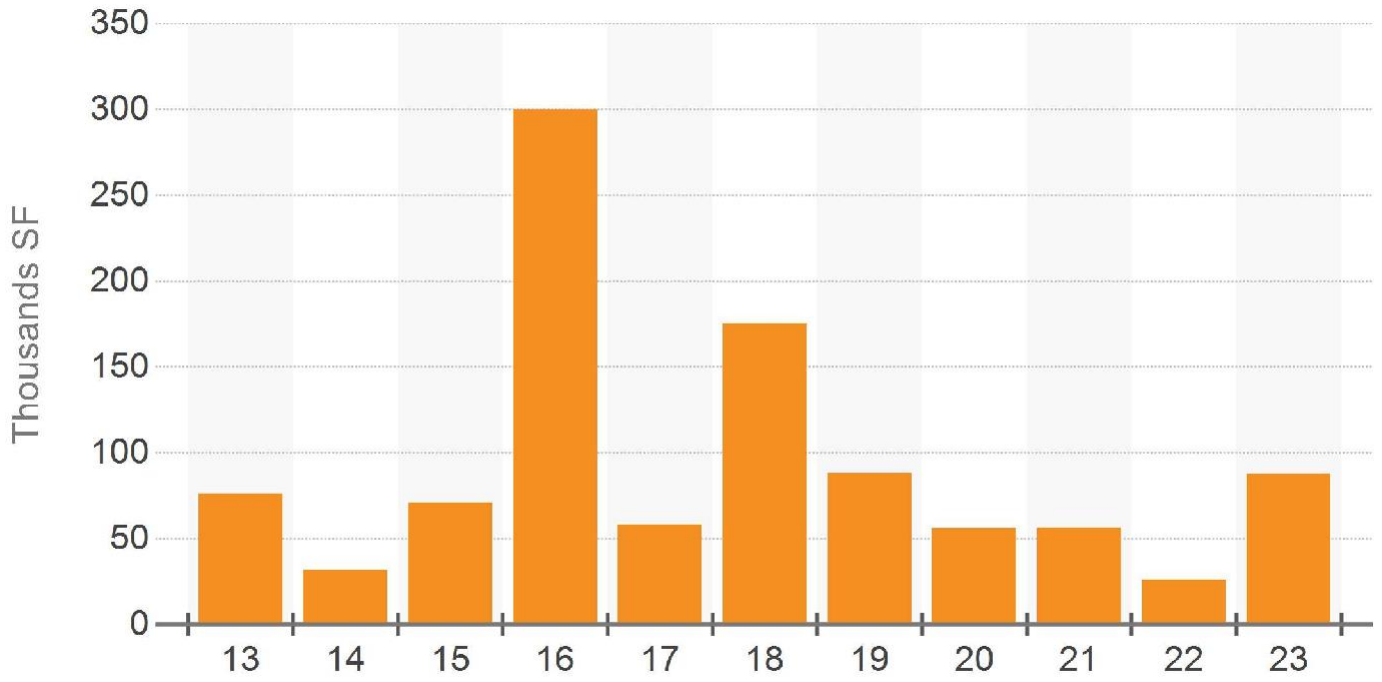
NET ABSORPTION



NET ABSORPTION AS % OF INVENTORY



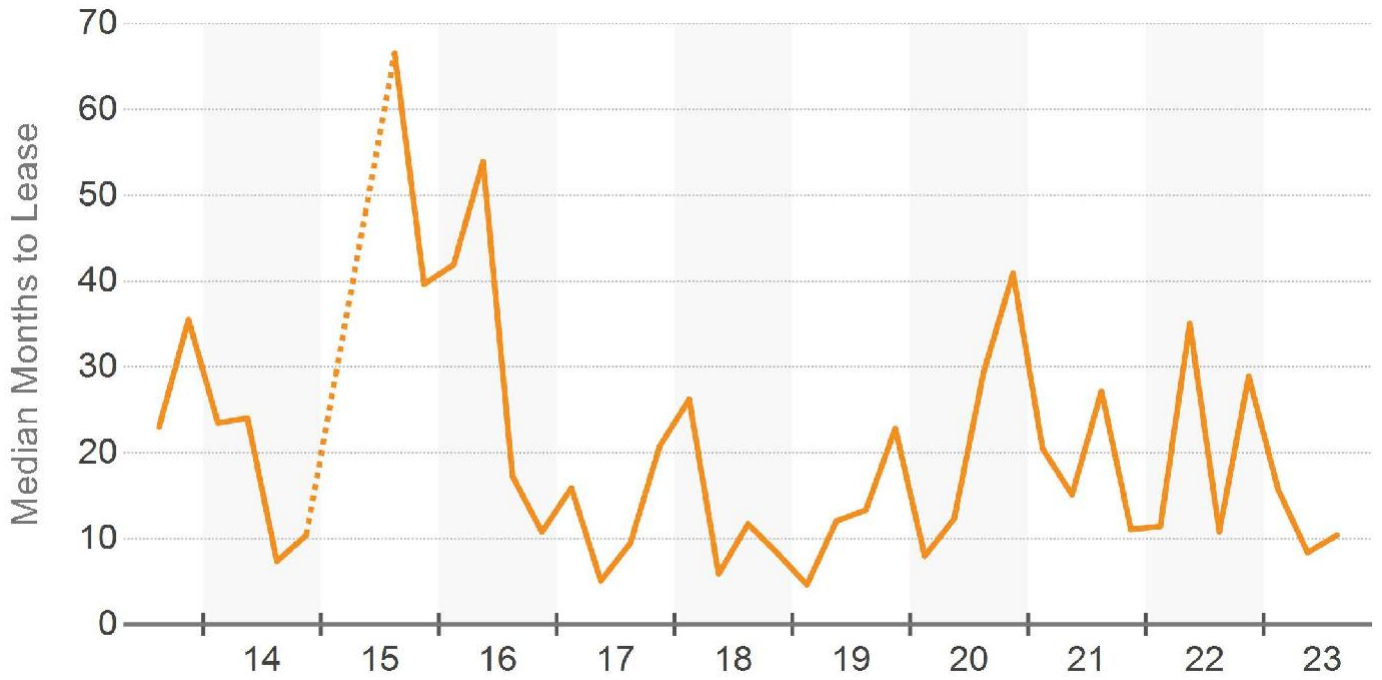
LEASING ACTIVITY



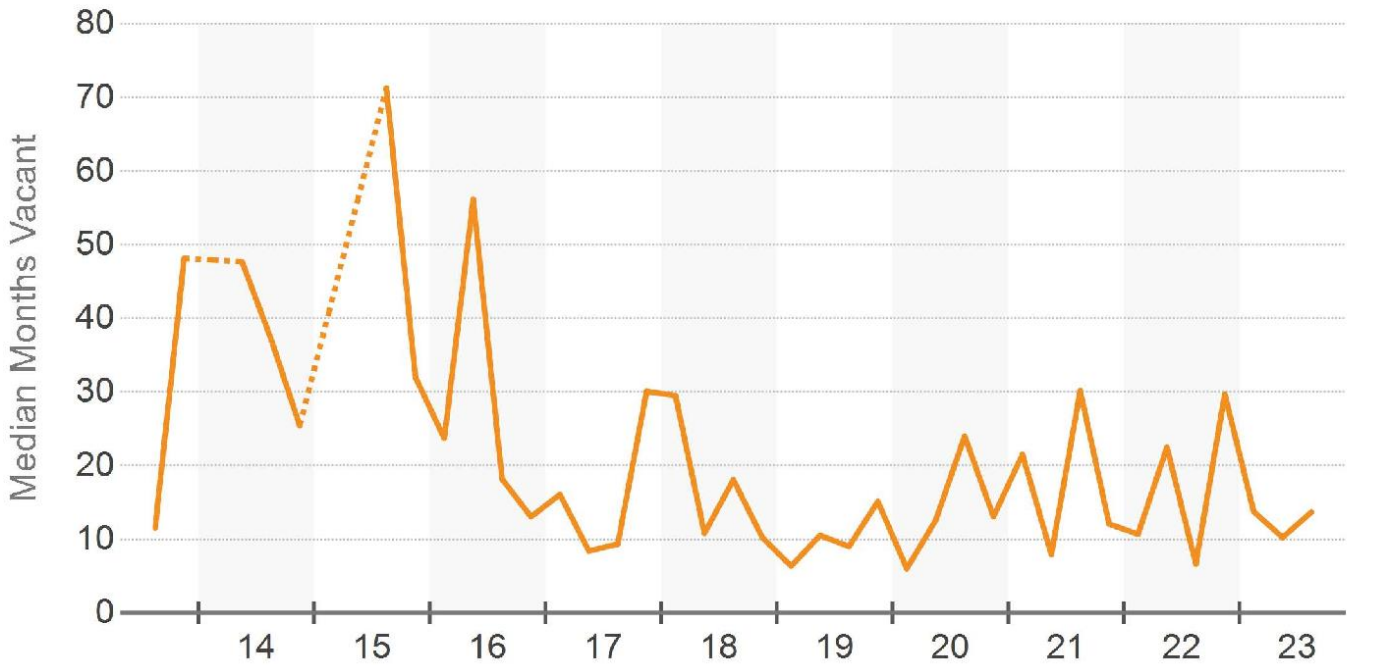
MONTHS ON MARKET



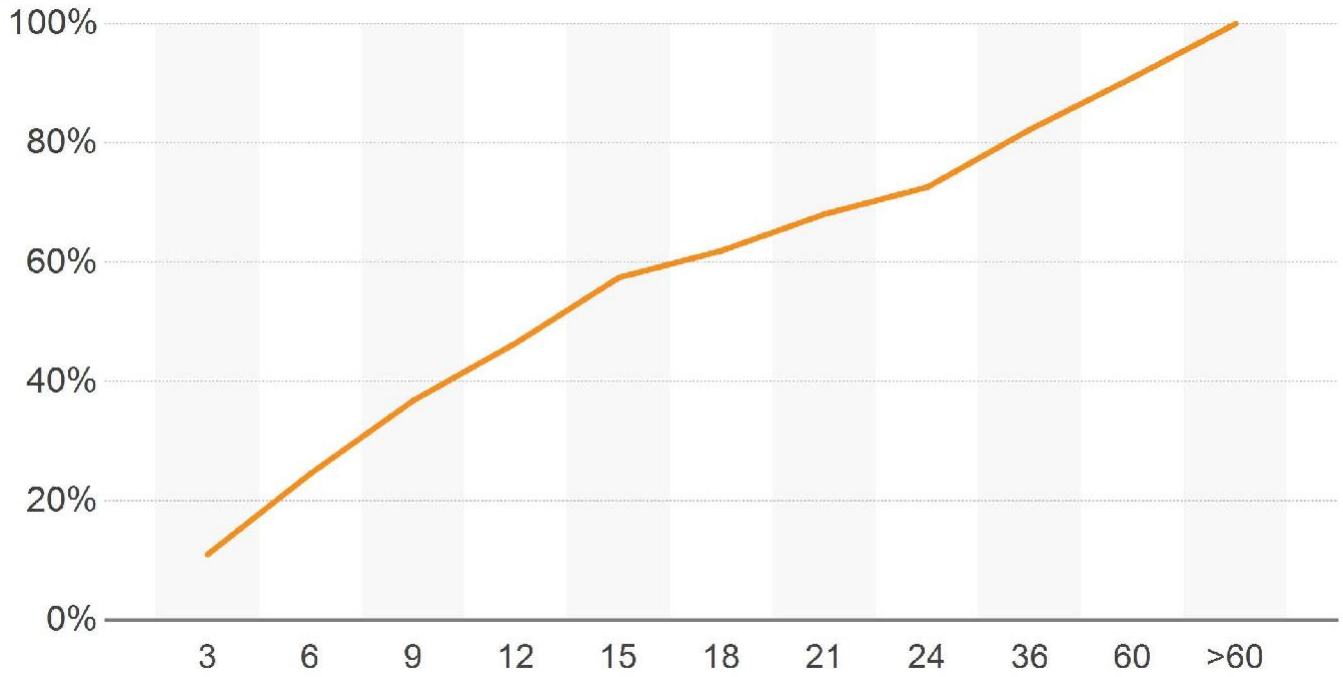
MONTHS TO LEASE



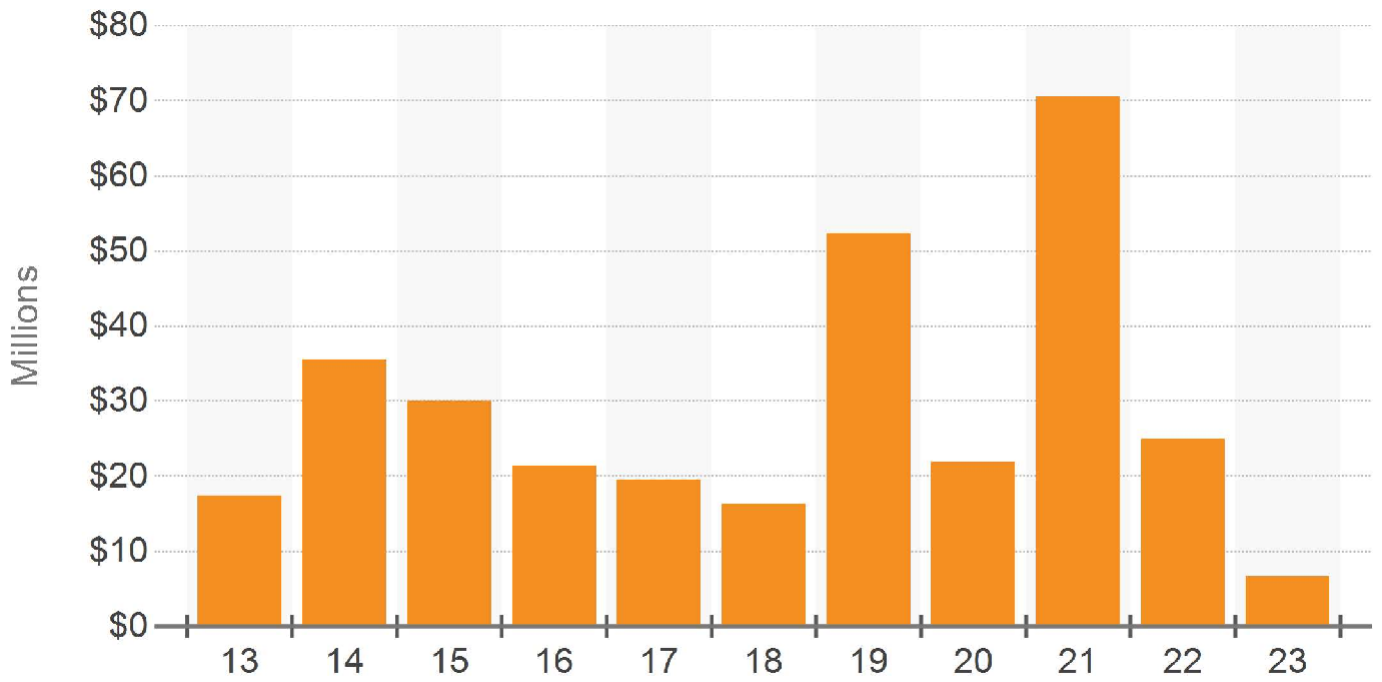
MONTHS VACANT



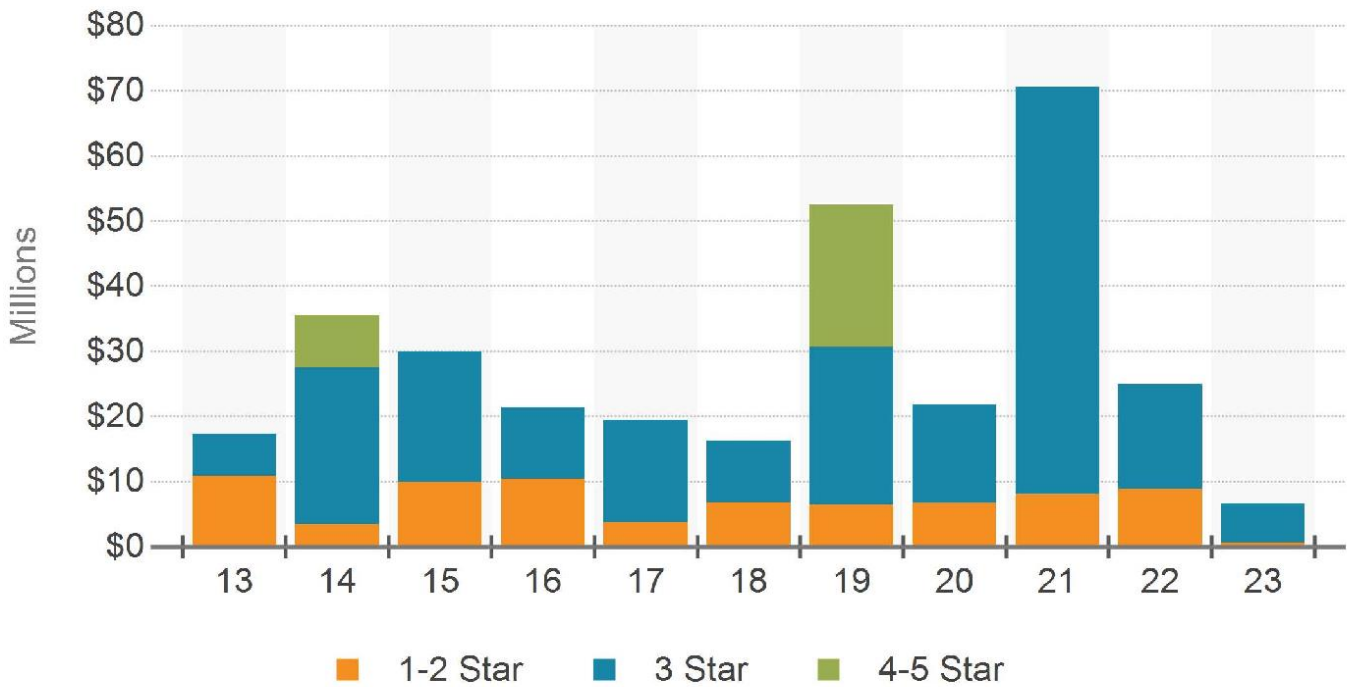
PROBABILITY OF LEASING IN MONTHS



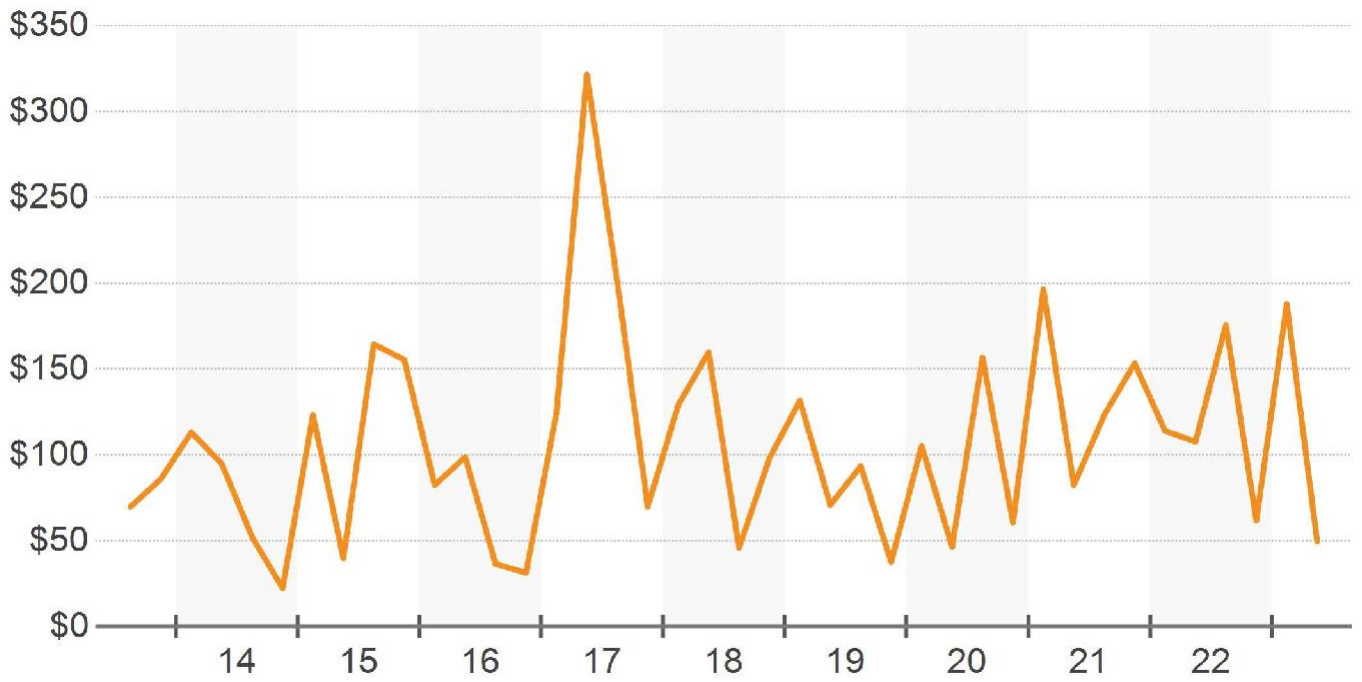
SALES VOLUME



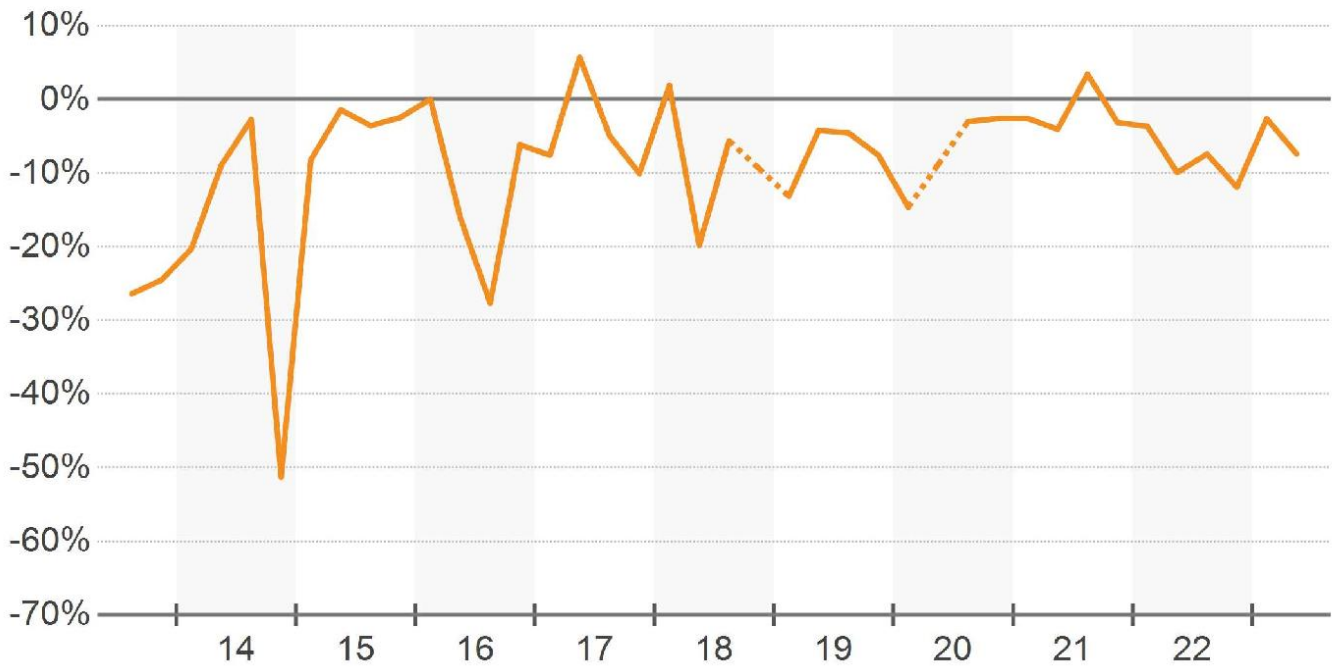
SALES VOLUME BY STAR RATING



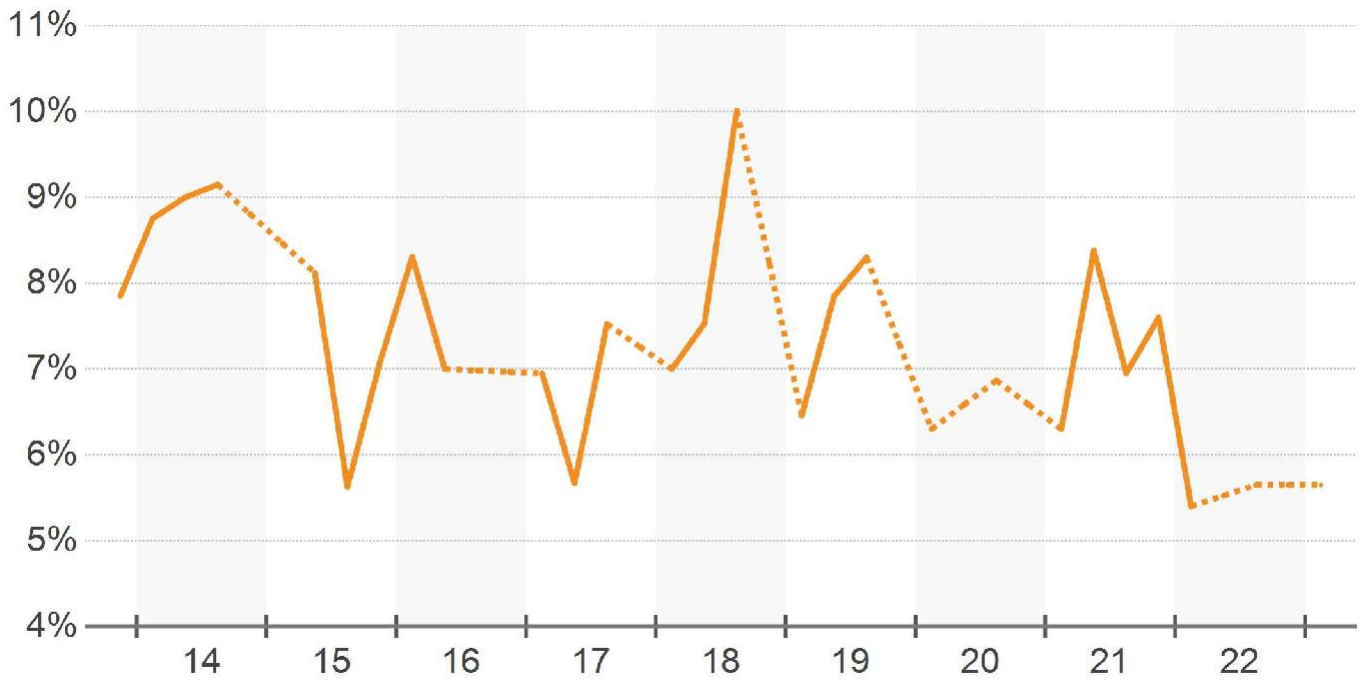
AVERAGE SALE PRICE PER SF



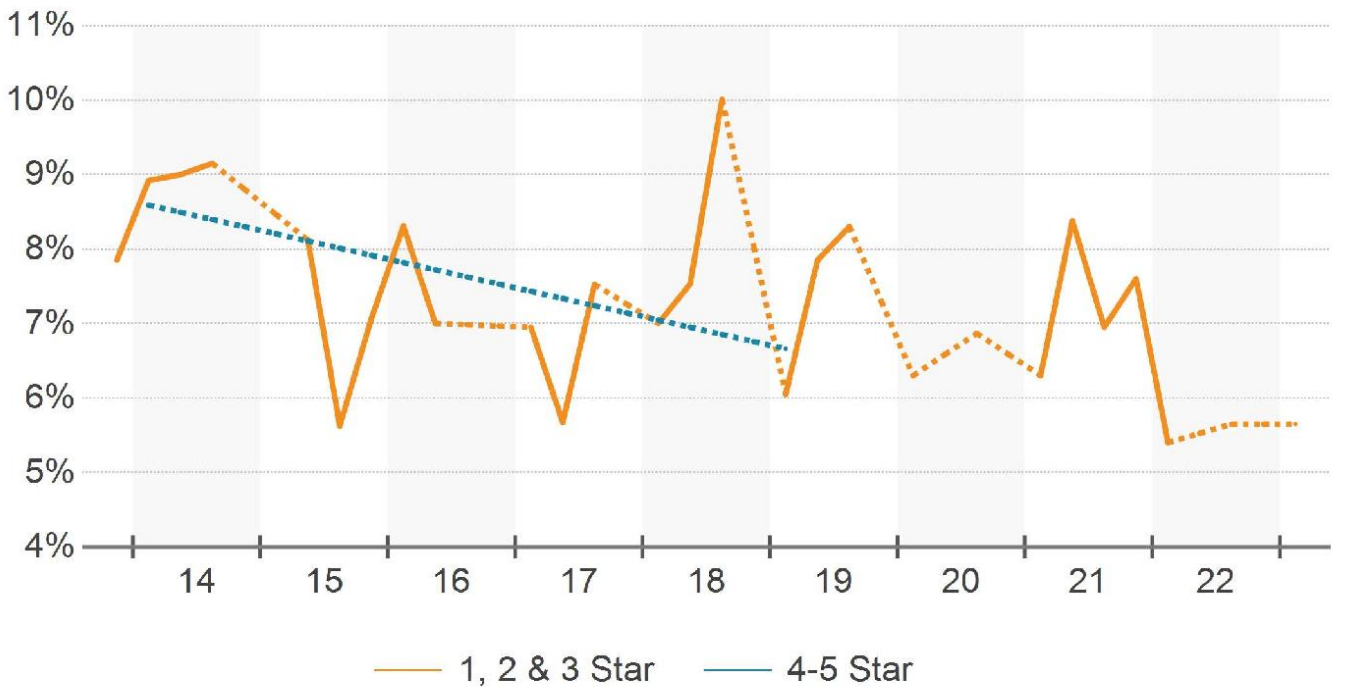
SALE TO ASKING PRICE DIFFERENTIAL



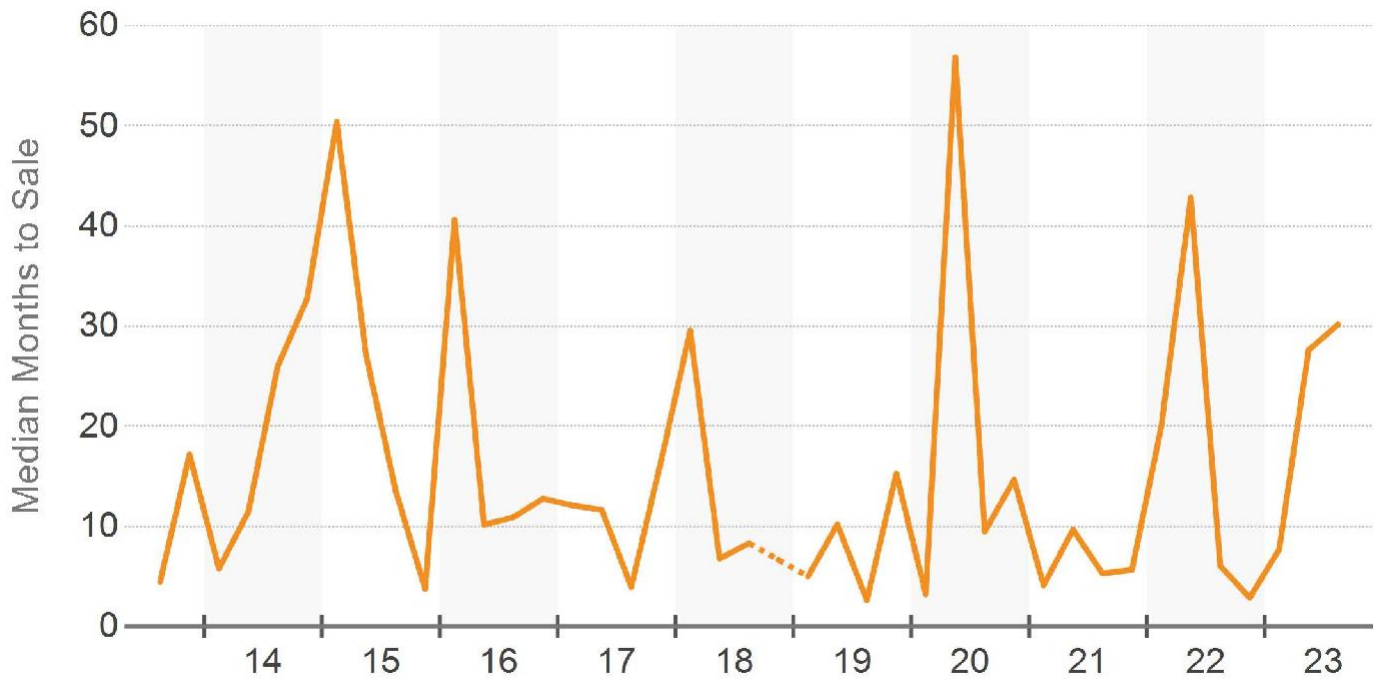
CAP RATE



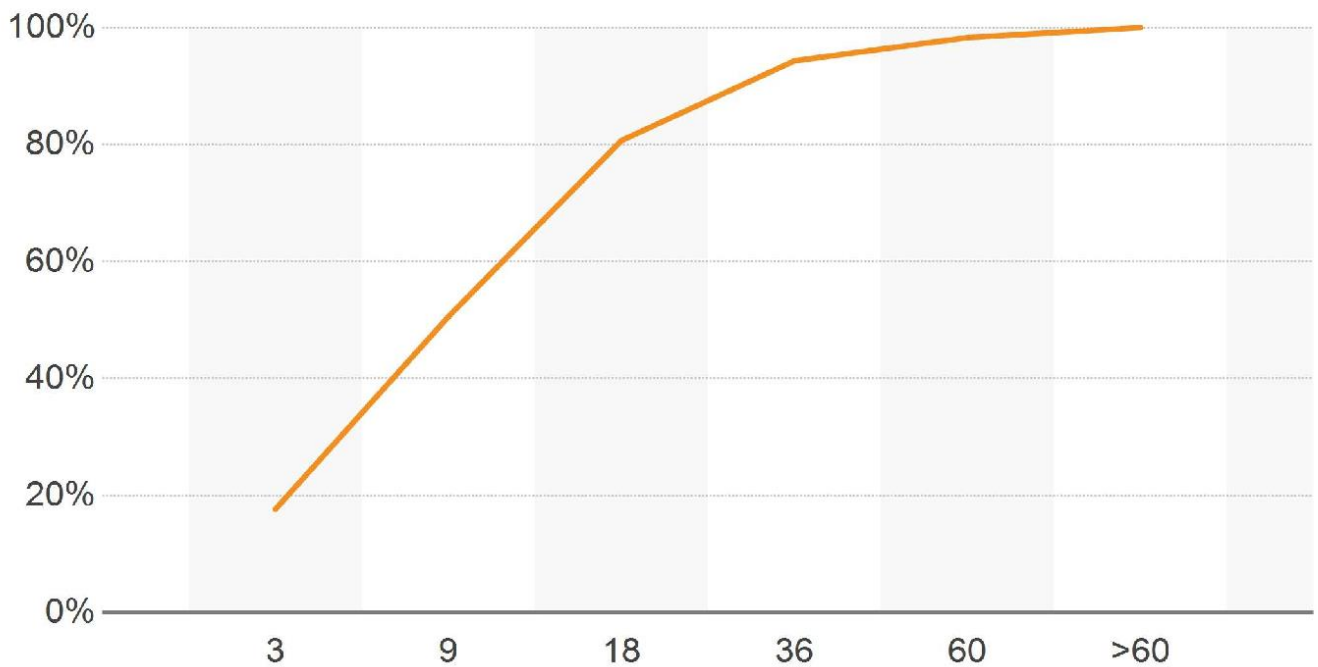
CAP RATE BY STAR RATING



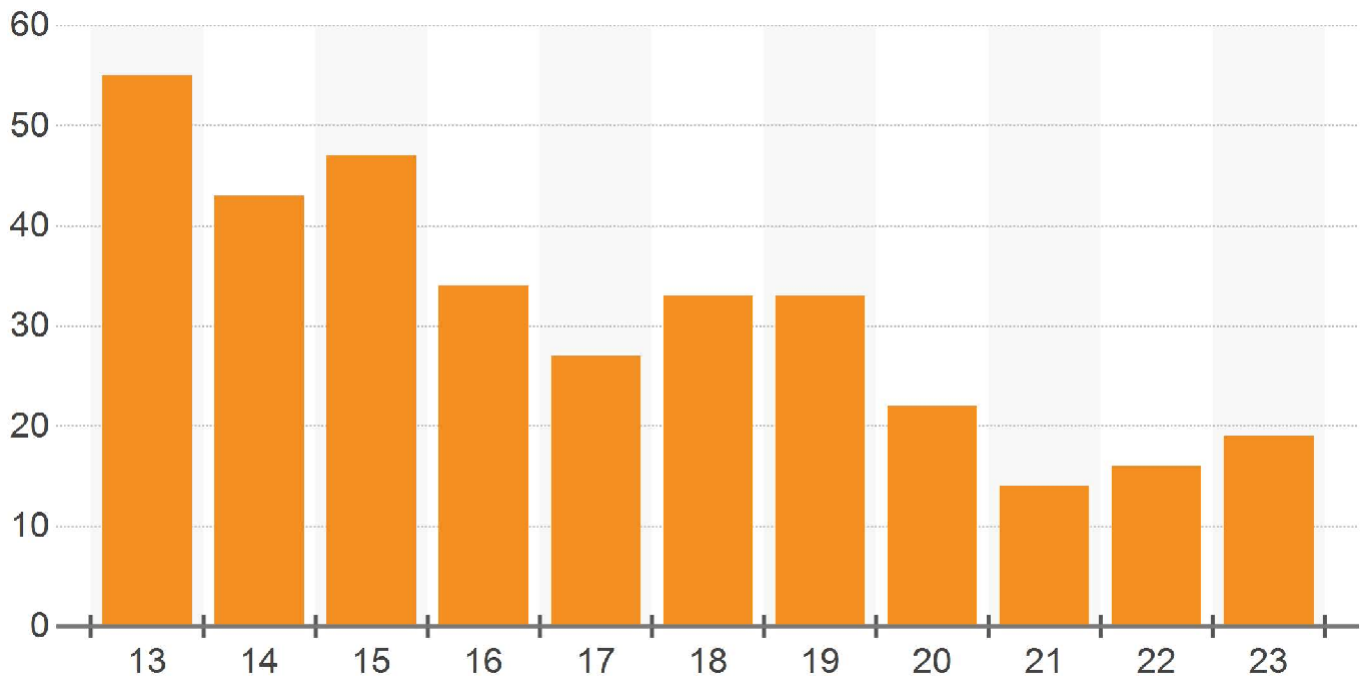
MONTHS TO SALE



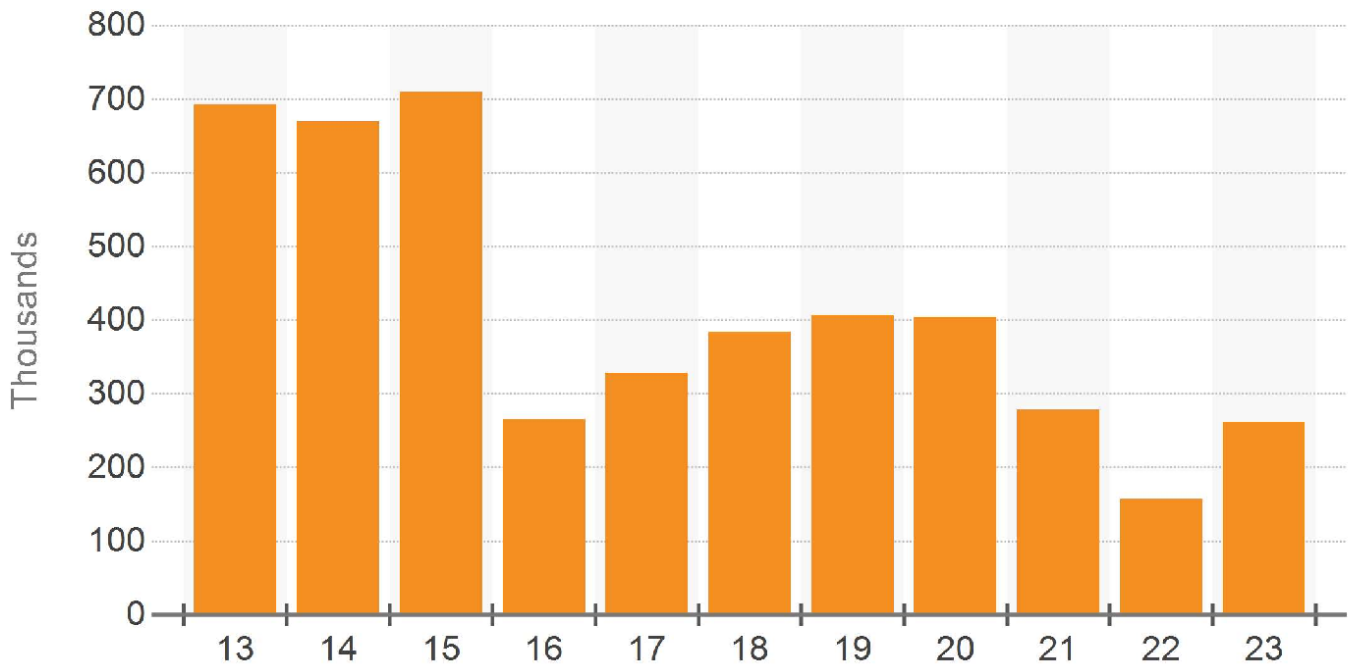
PROBABILITY OF SELLING IN MONTHS



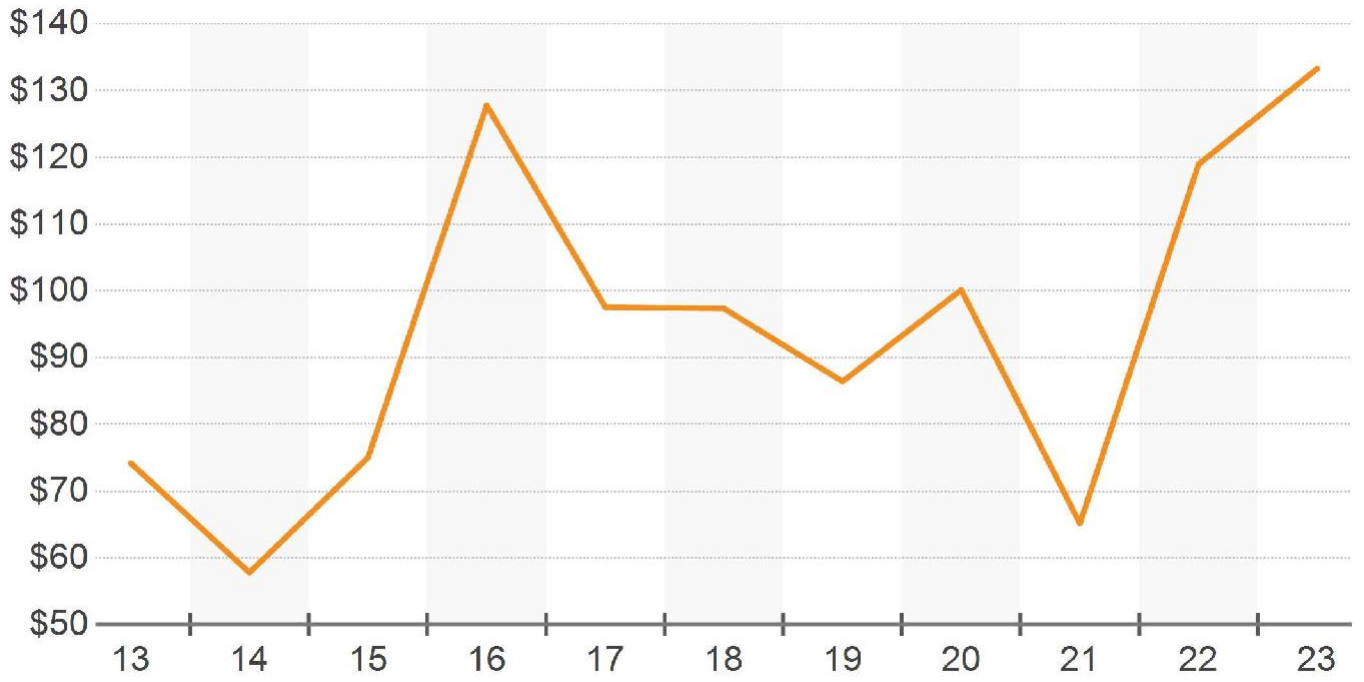
FOR SALE TOTAL LISTINGS



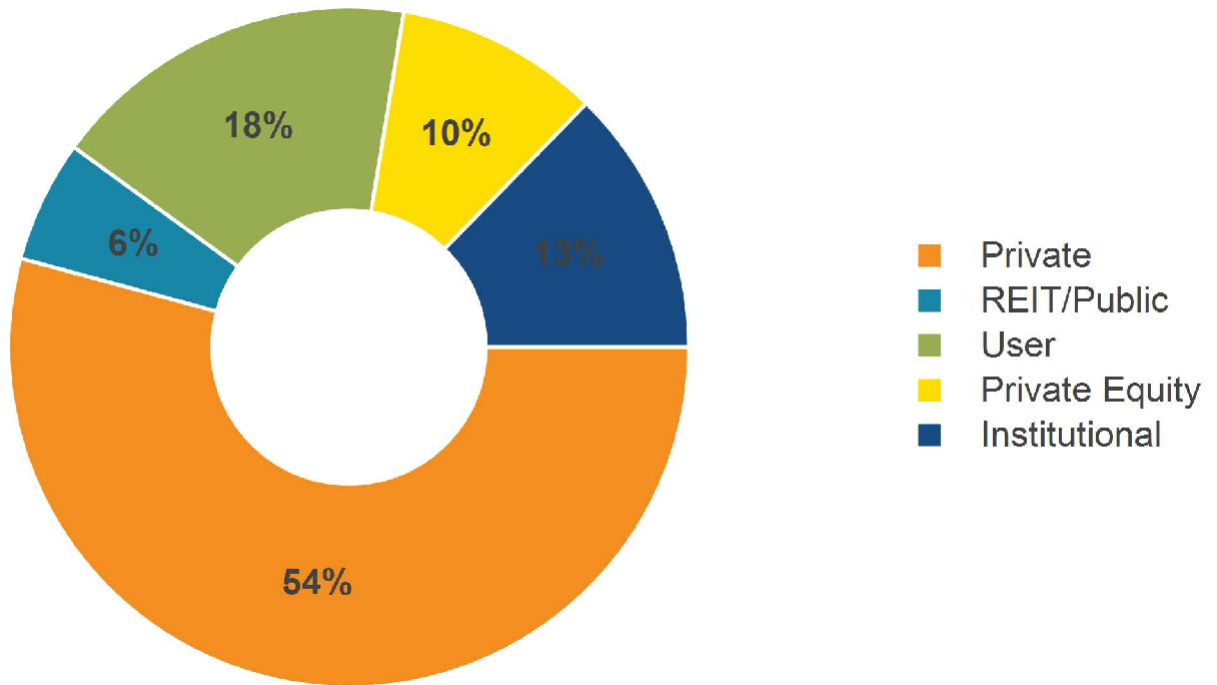
FOR SALE TOTAL SF



ASKING PRICE PER SF



SALES VOLUME BY BUYER TYPE



SALES VOLUME BY SELLER TYPE

