Office Market Report

Milwaukee Market

PREPARED BY

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CoStar™

OFFICE MARKET REPORT

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Overview

Milwaukee Office

12 Mo Deliveries in SF	12 Mo Net Absorption in SF	Vacancy Rate	12 Mo Rent Growth
391 K	17.9 K	8.3%	0.5%

Poor net migration and below-average job growth do not bode well for the office market, but fundamentals in 2019 are fairly strong. The supply pipeline is moderate, with several new proposals cropping up in Downtown East, but the majority of space underway is build-to-suit. Vacancy is still near this cycle's low point, which was at the end of 2018. Consequently, there should be a little slack in the market for the limited available space underway. The combination of limited supply and tight vacancy has not translated to strong rent growth in recent quarters. Since the start of 2018, rents have hardly grown. On the investment side, sales volume continues to be strong, with most properties trading between local and regional investors. This year is off to a strong start, with over 3% of inventory trading just four months into the year.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	19,460,961	10.1%	$25.41	15.3%	124,100	45,667	666,864
3 Star	34,696,754	8.9%	$18.06	13.6%	67,451	0	277,600
1 & 2 Star	21,041,940	5.6%	$16.45	9.2%	(30,735)	0	0
Market	**75,199,655**	**8.3%**	**$19.56**	**12.8%**	**160,816**	**45,667**	**944,464**

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.4%	9.8%	8.7%	11.9%	2011 Q2	7.7%	2017 Q4
Net Absorption SF	17.9 K	436,691	262,691	1,779,630	2017 Q4	(798,724)	2011 Q2
Deliveries SF	391 K	533,478	537,470	1,561,284	2017 Q4	95,607	2012 Q1
Rent Growth	0.5%	0.9%	0.3%	5.3%	2017 Q4	-5.5%	2010 Q1
Sales Volume	$358 M	$330.4M	N/A	$627.4M	2017 Q2	$84.6M	2010 Q2

Milwaukee's vacancies have remained compressed thanks to solid demand coupled with limited new supply, most of it build-to-suit. Job growth has generally underperformed the national average, and the strongest growth is in retail and trade, transportation, and utilities, sectors that do not generate much office absorption. Financial services employment pulled back severely on the back of layoffs and a hiring freeze at Northwestern Mutual, although the post-election jump in interest rates helped that sector rebound in 2018. The good news is that professional and business services employment is expected to pick up over the forecast, which bodes well for office demand. Moreover, Foxconn's announcement to build a new factory in southeast Wisconsin and add 3,000 jobs by 2020 should incite additional office demand as well. With limited spec development and most construction driven by build-to-suits, sudden vacancy increases are unlikely.

Leasing in 19Q1 was slower than normal, with only a handful of move-ins that were over 10,000 SF. For instance, Heartland Advisors signed to take 13,656 SF when it moves to 790 N Water St. in 2020. Ziegler signed on to occupy about 10,000 SF at 250 E Wisconsin Ave., and in 19Q2, Mortenson Company signed a lease to occupy about 21,000 SF at 115 S 84th St. The lack of larger moves is inhibiting market fundamentals from shining, as net absorption in 19Q1 ended up being negative. Fortunately, the supply pipeline is ripe with build-to-suit construction, meaning there are opportunities for a surge in absorption later in the year.

Milwaukee tenants continue to show a proclivity to locate downtown. The list of Milwaukee corporations that have made the move downtown from the suburbs continues to grow; Bank of America consolidated several suburban offices in a move to the 833 East building downown, Bader Rutter moved 220 workers to its new HQ at 1433 N Water St. in 2017, and WageWorks moved 150 workers from suburban Mequon, leasing the top two floors of the CityCenter at 735 building. Other notable suburban to downtown moves include Litchfield & Cavo moving from Brookfield to 250 E Wisconsin; Badger Liquor taking 24,000 SF at Schlitz Park's RiverCenter building, moving 100 employees to the new location from West Allis; and Brookfield-based Hammes Company building its new HQ downtown.

Additional projects are being completed downtown, providing tenants even more reasons to make the move. Milwaukee's Streetcar, known as The Hop, began testing earlier in 2019. The route will come within a quarter mile of 90% of the occupied office and retail space and all 20 of Milwaukee's top employers. Also, the new Milwaukee Bucks Arena (Fiserv Forum) was a $500 million project that completed last summer. Both projects should help give Milwaukee's downtown more of a live/work/play vibe, and businesses opportunistic enough to locate in the area will open themselves to a larger talent pool.

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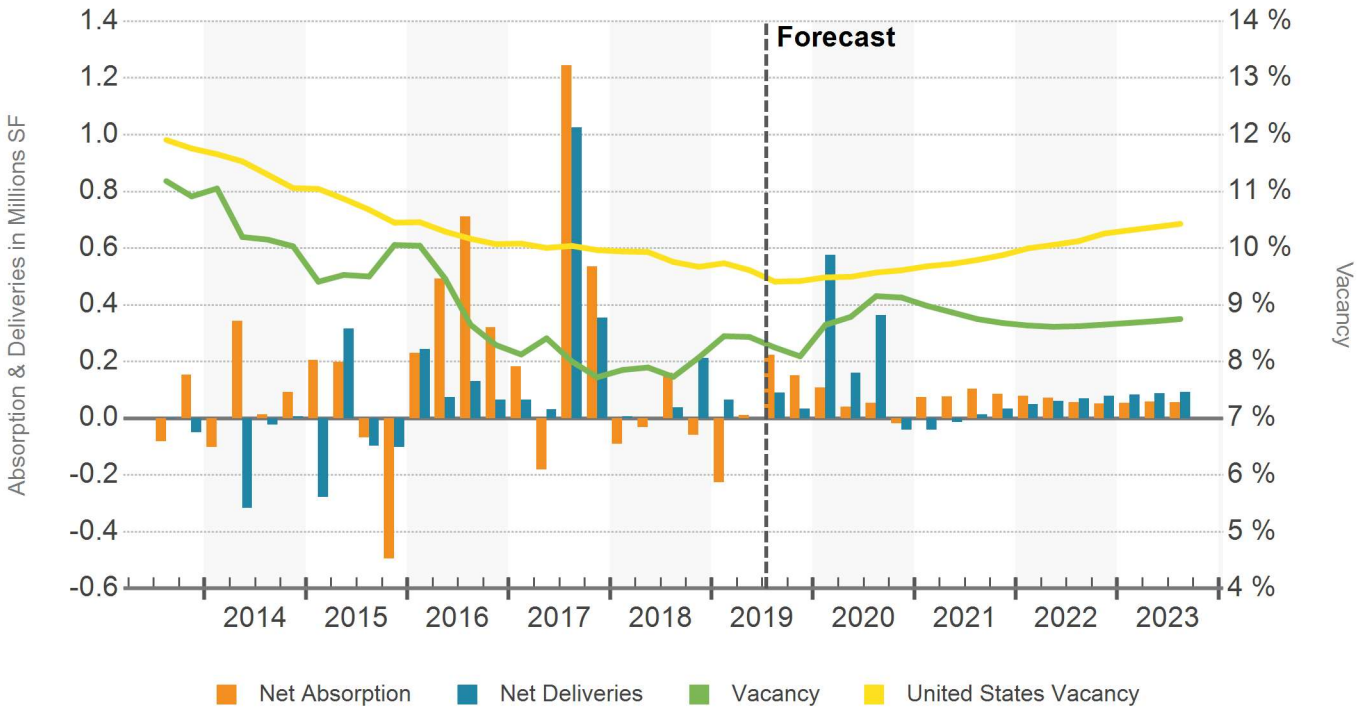
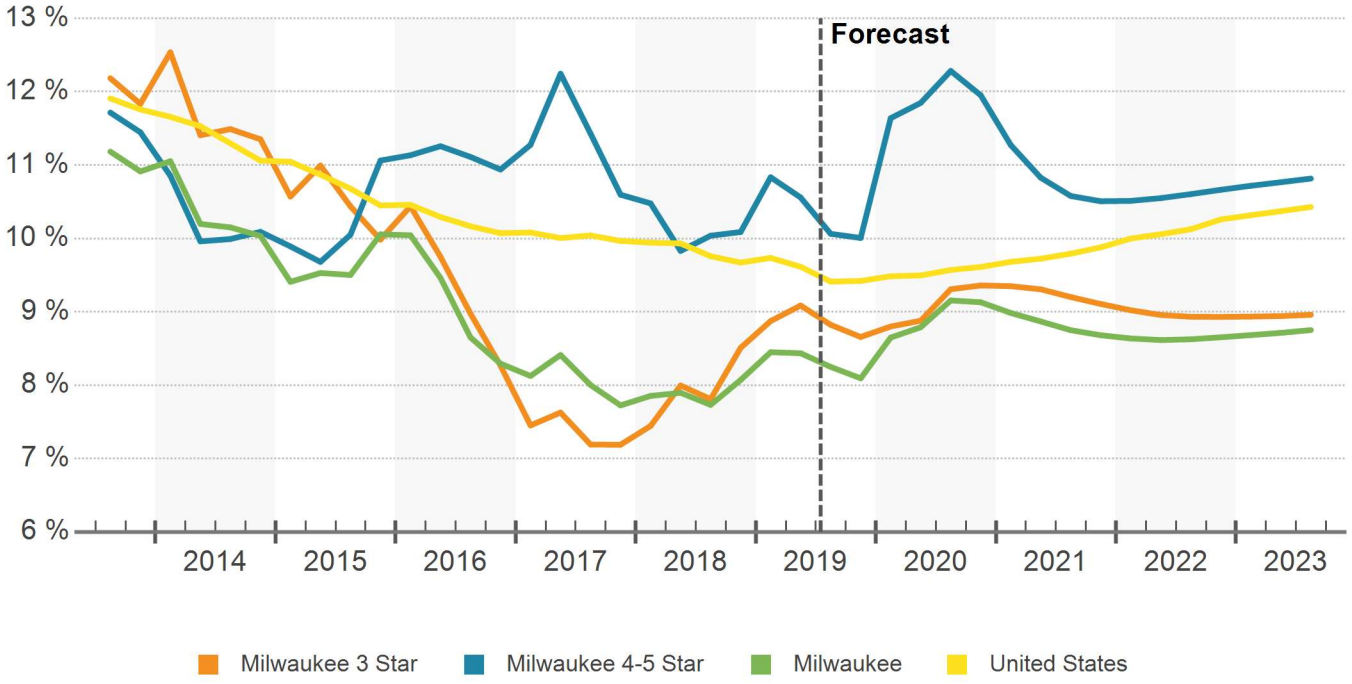
NET ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



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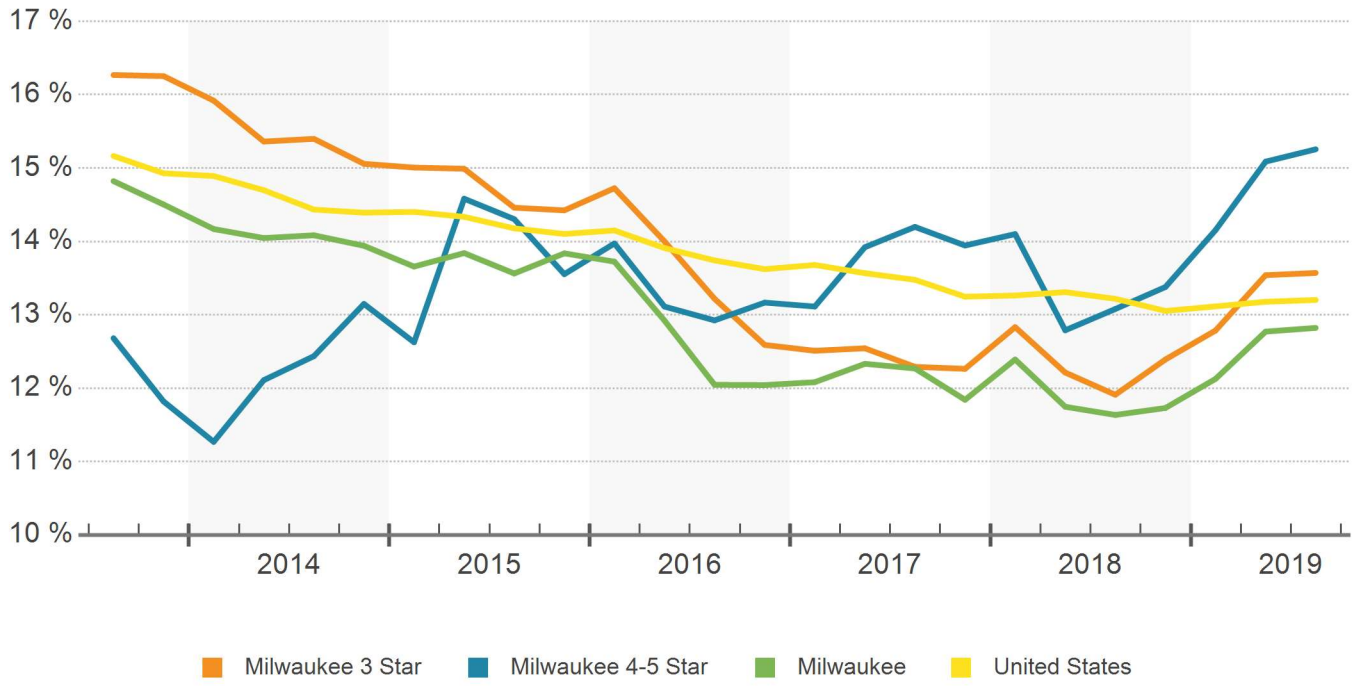
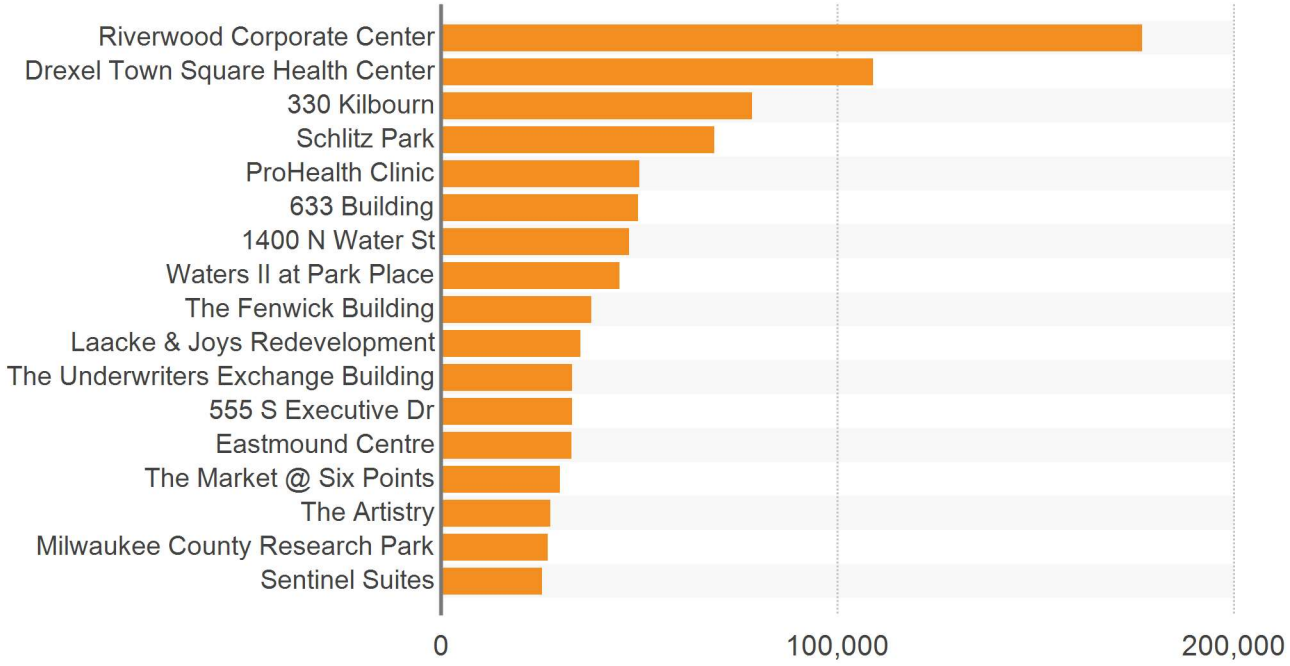
AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Riverwood Corporate Center	Central Waukesha	176,958	0	0	0	176,958	0	176,958
Drexel Town Square Health Cen…	Milwaukee SE	109,000	0	0	0	0	0	109,000
330 Kilbourn	Downtown East	495,240	53,669	18,714	58,268	583	0	78,417
Schlitz Park	Downtown West	439,992	0	0	0	60,000	0	68,882
ProHealth Clinic	Brookfield/New Berlin	50,000	0	0	0	0	0	50,000
633 Building	Downtown West	424,295	55,109	(3,169)	0	1,445	0	49,747
1400 N Water St	Downtown East	78,576	31,186	(31,186)	0	0	0	47,390
Waters II at Park Place	Milwaukee NW	45,000	0	45,000	0	0	0	45,000
The Fenwick Building	Milwaukee East	37,909	0	0	37,909	0	0	37,909
Laacke & Joys Redevelopment	Downtown East	110,000	9,889	(522)	0	0	0	35,106
The Underwriters Exchange Buil…	Downtown East	50,359	0	0	0	0	0	33,043
555 S Executive Dr	Brookfield/New Berlin	83,301	0	0	0	0	0	33,000
Eastmound Centre	Central Waukesha	39,900	0	0	0	0	0	32,960
The Market @ Six Points	West Allis	30,000	0	30,000	0	0	0	30,000
The Artistry	Third Ward/Walkers Pt	85,580	0	27,556	0	0	0	27,556
Milwaukee County Research Park	Mayfair/Wauwatosa	115,893	0	0	26,877	0	0	26,877
Sentinel Suites	Downtown East	30,848	0	0	0	0	0	25,483
Subtotal Primary Competitors		**2,402,851**	**149,853**	**86,393**	**123,054**	**238,986**	**0**	**907,328**
Remaining Milwaukee Market		72,796,804	6,074,242	(312,075)	(112,578)	(78,170)	0	(889,455)
Total Milwaukee Market		**75,199,655**	**6,224,095**	**(225,682)**	**10,476**	**160,816**	**0**	**17,873**

TOP OFFICE LEASES PAST 12 MONTHS

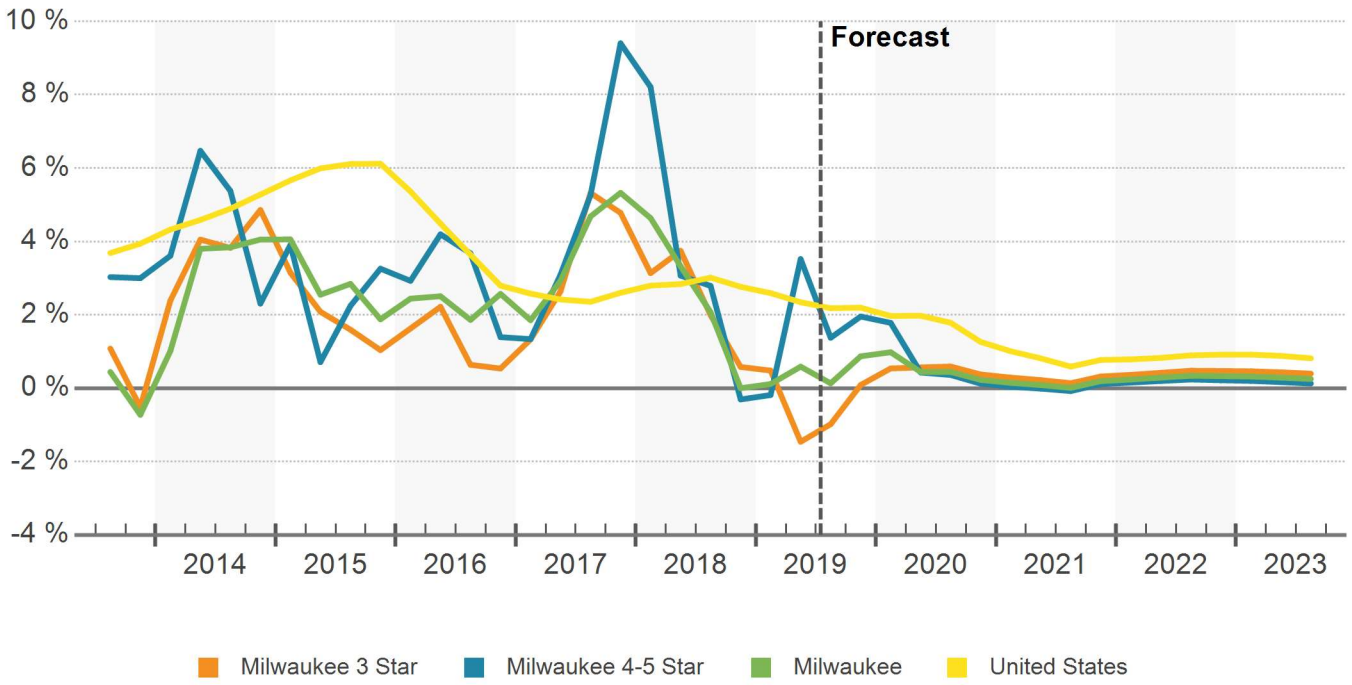
Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
Schlitz Park	Downtown West	60,000	Q4 18	NGI	-	Founders 3
Parkland Center	Milwaukee NW	30,000	Q4 18	Equiniti	Savills Studley Palo…	Griffin Capital Corp
Parkland Center	Milwaukee NW	30,000	Q3 18	-	-	Founders 3
10401 Innovation Dr	Mayfair/Wauwatosa	28,000	Q2 19	-	-	Irgens Partners
10401 Innovation Dr	Mayfair/Wauwatosa	28,000	Q3 18	Sanank Accounting	-	Irgens Partners
Willow Tree Distribution Center	SE/Muskego	26,000	Q1 19	-	-	CBRE
4000 W Brown Deer Rd	Milwaukee NW	25,746	Q4 18	First Citizens Bank	-	-
334 W Brown St	Milwaukee East	21,740	Q2 19	-	Colliers International	Cushman & Wakefield |…
Honey Creek Corporate Center	Mayfair/Wauwatosa	21,684	Q2 19	Mortenson Company	-	Greywolf Partners Inc.
Schlitz Park	Downtown West	16,678	Q4 18	CM2H Hill	-	Schlitz Park
1400 N Water St	Downtown East	15,677	Q2 19	Bradley Foundation	-	-
The Factory Office Suites at The Fort…	Downtown West	15,296	Q2 19	-	-	CBRE
BMO Tower	Downtown East	13,656	Q1 19	Heartland Advisors	-	-
600 N Broadway	Downtown East	13,102	Q2 19	-	-	JLL
Ridgeview Corporate Park *	Central Waukesha	11,788	Q3 18	Acosta Sales & Marketing	JLL	JLL
Crossroads Corporate Center	Brookfield/New Berlin	10,661	Q4 18	Americredit	-	CBRE
250 E Wisconsin Ave. *	Downtown East	10,347	Q2 19	-	-	JLL
Sendik's Towne Centre *	Brookfield/New Berlin	10,257	Q4 18	Briohn Building Corp	-	-
The Tannery *	Third Ward/Walkers Pt	9,700	Q3 18	Core Creative, Inc.	-	Founders 3
250 E Wisconsin Ave.	Downtown East	9,686	Q1 19	Ziegler	-	-
833 East	Downtown East	9,452	Q1 19	-	-	Colliers International;Irg…
Waukesha East Commerce Center *	Central Waukesha	8,000	Q1 19	Dairyland Group	-	-
411 East Wisconsin Center *	Downtown East	7,779	Q3 18	Cleary Gull Holdings	-	-
400 S Executive Dr	Brookfield/New Berlin	7,749	Q2 19	Konecranes Inc	-	Founders 3
Oak Creek Technology Center	Milwaukee SE	7,500	Q4 18	-	-	St. John Properties
Pewaukee Business Park	Central Waukesha	7,467	Q2 19	Cesa #1	-	Transwestern
Summit Place *	West Allis	7,372	Q3 18	Disability Rights Wisconsin	Cresa	Summit City Realty, LLC
321 N Main St	North Washington	6,970	Q2 19	Kelle Moraine YMCA	-	Founders 3
9120-9130 W Loomis Rd *	SW Outlying Milwaukee	6,915	Q3 18	Bubon & Associates Ortho…	Colliers International	-
Bishops Woods	Brookfield/New Berlin	6,826	Q1 19	-	-	Newmark Knight Frank
Hartland Professional	NE/Delafield	6,825	Q4 18	The Prestwick Group	-	Judson & Associates, S…
RidgeView Office Center	Central Waukesha	6,780	Q1 19	-	-	JLL
Milwaukee County Research Park	Mayfair/Wauwatosa	6,609	Q1 19	My Choice	-	JLL
Waukesha East Commerce Center *	Central Waukesha	6,581	Q1 19	14 West	-	-
Riverwood Corporate Center	Central Waukesha	6,523	Q4 18	-	-	Colliers International
Milwaukee County Research Park	Mayfair/Wauwatosa	6,453	Q2 19	-	-	Irgens Partners
The Forum	Mayfair/Wauwatosa	6,354	Q4 18	-	-	Transwestern
New Berlin Industrial Park	Brookfield/New Berlin	6,340	Q1 19	-	-	Colliers International
Crossroads Corporate Center	Central Waukesha	6,187	Q1 19	-	-	JLL
Crossroads Corporate Center *	Central Waukesha	6,160	Q1 19	EON Clinics	-	-

*Renewal

Rent growth in 19Q1 was hardly positive, and projected growth for the year as a whole is less than 1%. The good news is that supply-side competition should be fairly low in 2019, potentially providing landlords with a lack of competition that can enable stronger escalations. Coming out of the Great Recession, sluggish job growth made it difficult to push rents despite vacancy being below the national average. Rent growth had been better between 2014 and 2017, before the more recent fallout in 2018–19.

The 4 & 5 Star segment continues to outperform the remaining office inventory. Rents for 3 Star properties actually declined during 19Q1, whereas 4 & 5 Star saw modest gains. The issue is that only about 25% of inventory is 4 & 5 Star, versus close to 50% for 3 Star inventory. So while 3 Star inventory has more say in which direction rents move, 4 & 5 Star buildings are what's in the pipeline. Therefore, the slow but continued shift from vastly 3 Star to more 4 & 5 Star buildings could help future rent growth in Milwaukee. Office spaces rated 3 Star are prime for refurbishment, as well, another means to push rents more than what we have seen since 2017.

MARKET RENT GROWTH (YOY)



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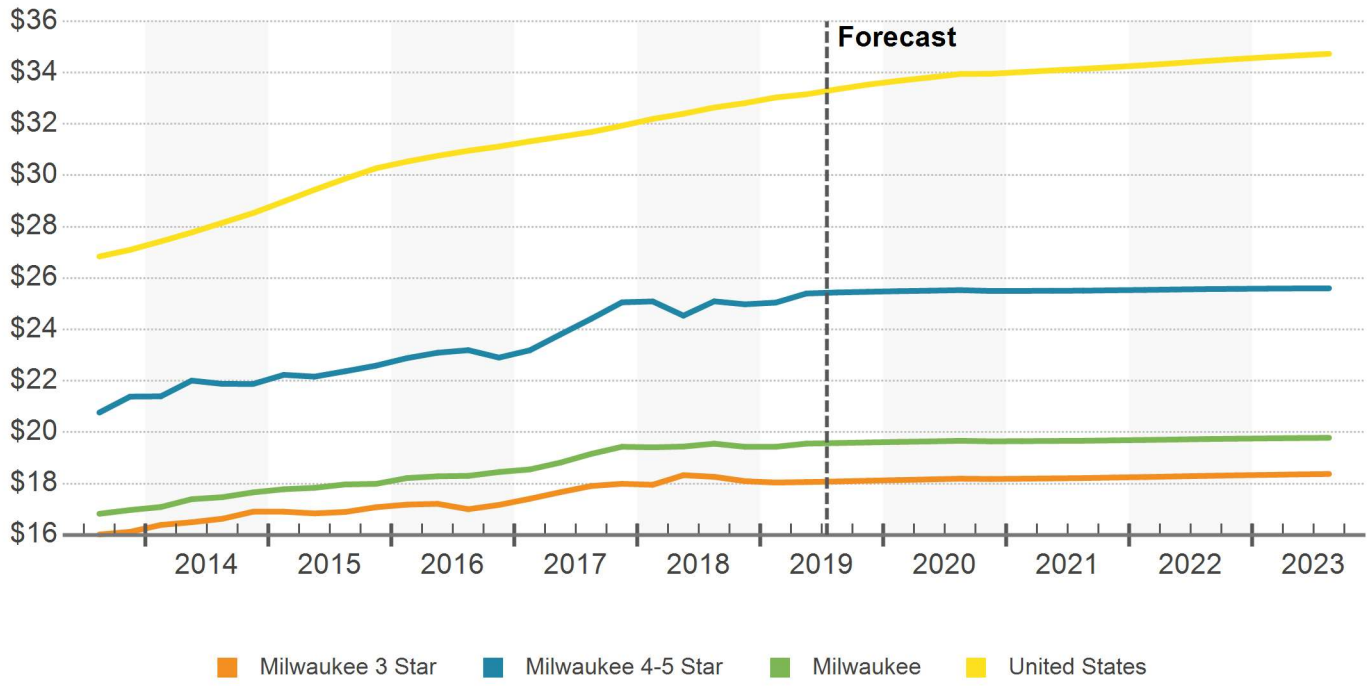
MARKET RENT PER SQUARE FOOT



4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
Milwaukee	$0.71	$2.24	$0.20	$2.80	$5.96	**$11.91**
Downtown	$0.64	$1.40	$0.29	$3.00	$5.59	**$10.92**
Milwaukee County	$0.79	$2.24	$0.17	$3.27	$5.69	**$12.16**
Ozaukee County	$0.69	$2.70	$0.17	$2.21	$6.63	**$12.40**
Washington County	$0.69	$2.70	$0.17	$3.40	$6.63	**$13.59**
Waukesha County	$0.71	$2.76	$0.17	$2.27	$6.31	**$12.22**

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
Milwaukee	$0.61	$1.43	$0.15	$2.55	$4.49	**$9.23**
Downtown	$0.49	$1.09	$0.17	$2.52	$3.50	**$7.77**
Milwaukee County	$0.67	$1.79	$0.15	$2.92	$3.89	**$9.42**
Ozaukee County	$0.63	$1.21	$0.14	$3.15	$5.51	**$10.64**
Washington County	$0.63	$1.20	$0.14	$2.84	$5.47	**$10.28**
Waukesha County	$0.59	$1.25	$0.13	$1.98	$5.23	**$9.18**

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

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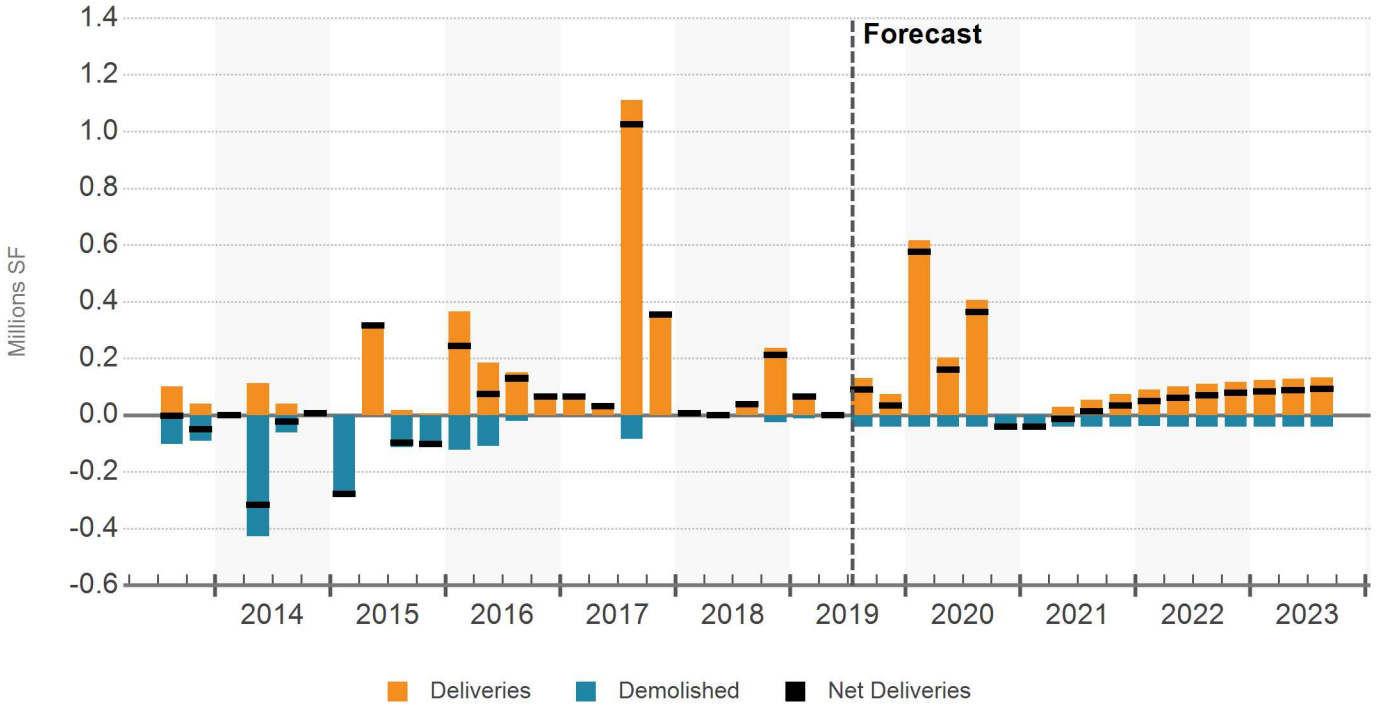
1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
Milwaukee	$0.63	$1.50	$0.14	$2.34	$2.62	**$7.23**
Downtown	$0.51	$1.06	$0.17	$2.51	$2.66	**$6.91**
Milwaukee County	$0.67	$1.76	$0.15	$2.56	$2.31	**$7.45**
Ozaukee County	$0.60	$1.16	$0.14	$2.23	$2.87	**$7.00**
Washington County	$0.62	$1.19	$0.14	$1.90	$2.95	**$6.80**
Waukesha County	$0.60	$1.24	$0.13	$1.98	$3.06	**$7.01**

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

New construction has been limited this cycle. The largest under-construction project is BMO Harris Bank's 25-story, 380,000-SF tower, which will serve to consolidate multiple office locations for its 3,000 employees in Downtown East. Construction began in early 2018 and is expected to complete in 2019. While this is the largest under-construction project, it is not the only one in the Downtown East Submarket. Mackie Flats is underway on its 5 Star, 153,000-SF office building at 511 N Broadway. The project is anticipated to complete in 2020 and is currently seeking preleasing from a tenant looking to locate in Milwaukee's up-and-coming downtown neighborhood. However, overall new supply in 2019 won't be breaking any records, nor will it be as strong of a supply year as 2017, when nearly 1.5 million SF delivered.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

		Under Construction Inventory					Average Building Size		
No.	Submarket	Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Downtown East	2	544	274	50.3%	2	102,284	271,909	1
2	Milwaukee SE	2	242	121	50.2%	3	17,603	120,824	2
3	Mayfair/Wauwatosa	1	84	66	78.5%	1	32,088	84,000	3
4	SE Ozaukee/I-43 Corr	1	75	0	0%	4	14,420	75,000	4
5	Brookfield/New Berlin	0	-	-	-	-	25,180	-	-
6	Central Waukesha	0	-	-	-	-	21,984	-	-
7	Downtown West	0	-	-	-	-	119,536	-	-
8	Milwaukee East	0	-	-	-	-	21,157	-	-
9	Milwaukee Near SW	0	-	-	-	-	12,541	-	-
10	Milwaukee NW	0	-	-	-	-	20,375	-	-
	All Other	0	-	-	-		17,278	-	
Totals		**6**	**944**	**461**	**48.8%**		**25,234**	**157,411**	

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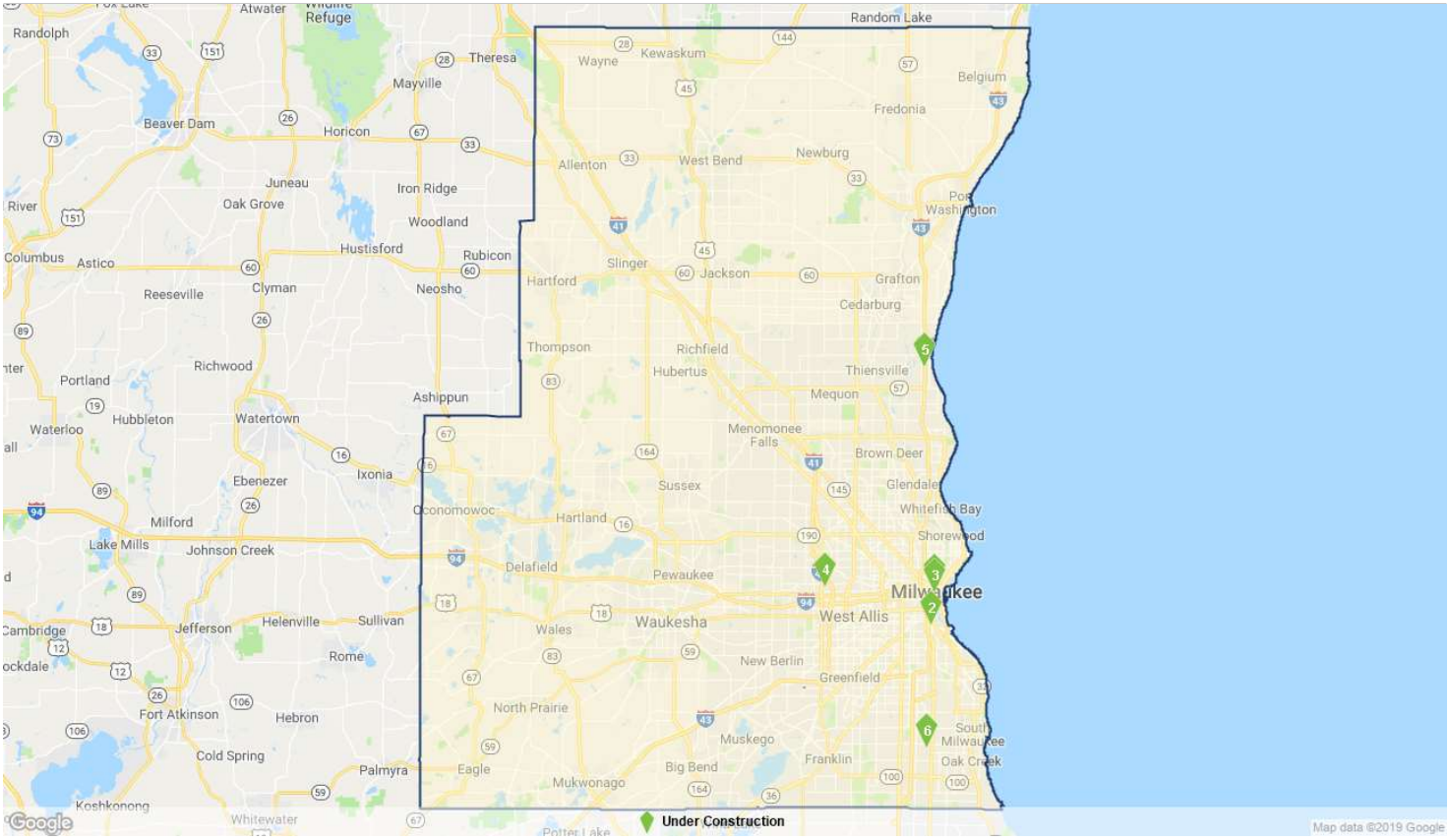
Under Construction Properties

Milwaukee Office

Properties	Square Feet	Percent of Inventory	Preleased
6	944,464	1.3%	48.8%

UNDER CONSTRUCTION PROPERTIES



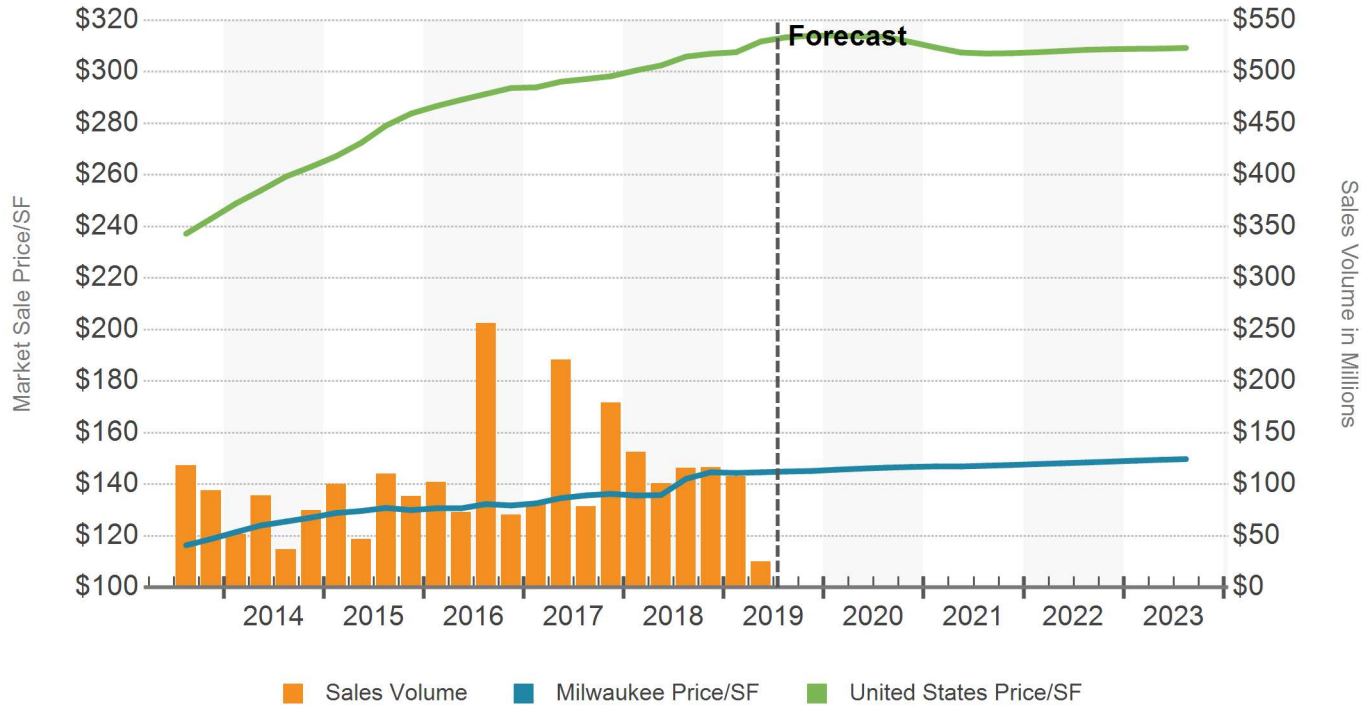
UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	**BMO Tower** 790 N Water St	★★★★★	380,817	25	Mar-2018	Dec-2019	Irgens Partners Irgens Partners
2	**R1ver Building 1** 1 W Becher St	★★★★★	202,047	8	May-2019	Apr-2020	Michels Corporation -
3	**Huron Building** 503-525 N Broadway	★★★☆☆	163,000	11	May-2019	Jun-2020	- -
4	**10401 Innovation Dr**	★★★★☆	84,000	3	Nov-2018	Aug-2019	- Irgens Partners
5	**The Pointe at East Mequ…** 12100 N Corporate Pky	★★★☆☆	75,000	1	Jan-2019	Oct-2019	Irgens -
6	**Zund America HQ** Oakfield Dr	★★★☆☆	39,600	-	May-2019	Feb-2020	- Zund America, Inc.

Investment activity continues to pick up across the Milwaukee metro, where 3 Star offices are being targeted by primarily local investors for extensive renovations. In 19Q1, several of such transactions occurred. The highest priced of them was the deal at 101-111 W Michigan St., where the 150,000-SF office building sold for $14.4 million ($96/SF). The 3 Star building was constructed in 1964 before undergoing renovations in 1998. The buyer, Klein Development, pulled permits to remove asbestos from the office buildings as a precursor to a potential renovation. It has also been rumored that Rexnord Corporation is consolidating offices and views this space as a potential destination.

Also in 19Q1, the 39,700-SF medical office building at 2000 E Layton Ave. sold for $13,326,000 ($335.96/SF). The transaction highlights the increase in price per SF of medical office buildings versus nonmedical offices. The average transactional price per SF in Milwaukee is about $120/SF in 2019, and deals like this one are keeping the average over $100/SF. Moreover, while only about 12% of 2019's deals have been for medical office buildings, there has generally been an uptick in the developent and subsequent purchase of such assets. In 2018, about 20% of all transactions involved a medical office building. Should this increase in investment activity within the medical office building segment continue, expect to see pricing climb.

SALES VOLUME & MARKET SALE PRICE PER SF

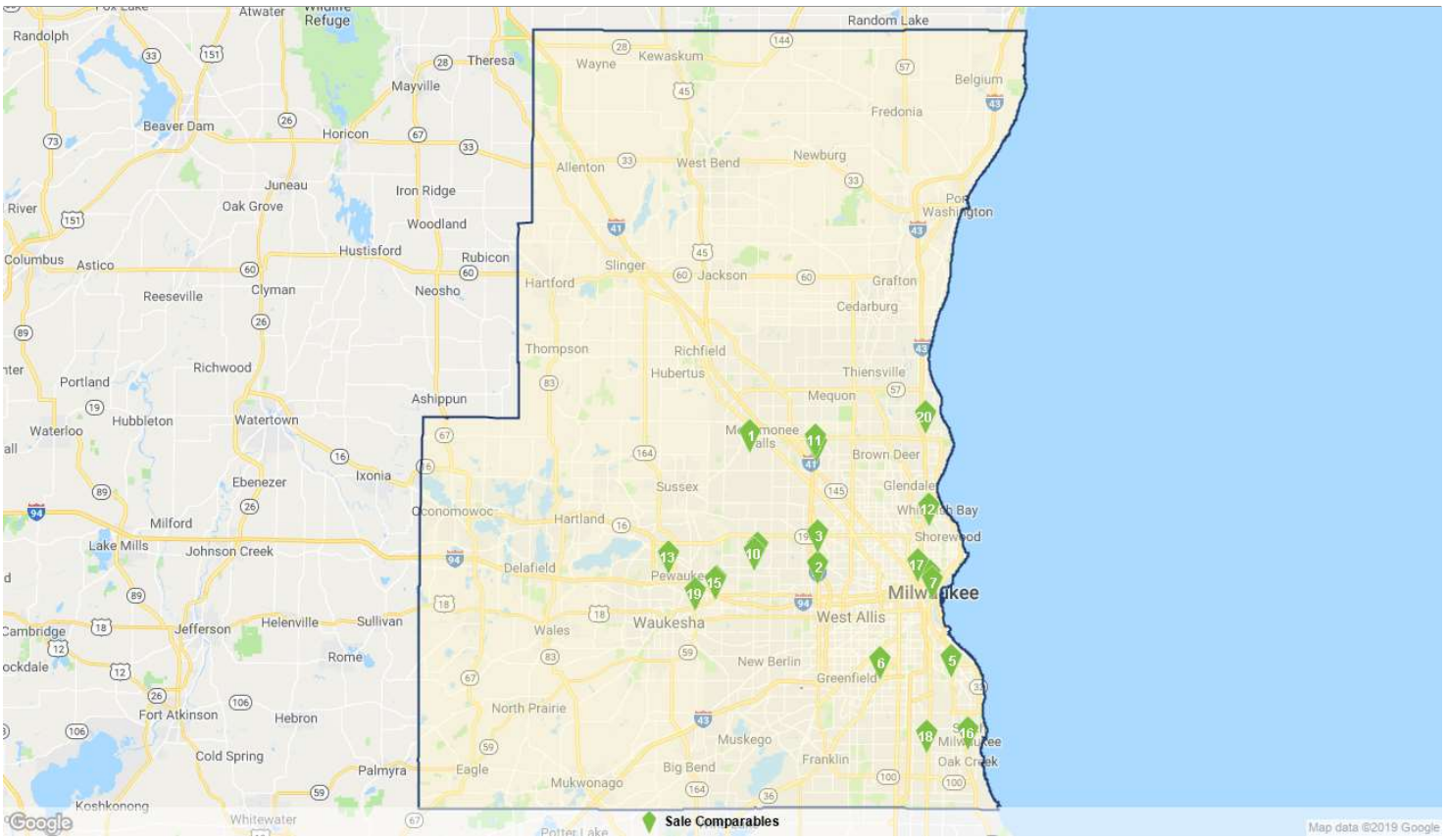


Sales Past 12 Months

Milwaukee Office

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
163	9.1%	$153	8.9%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	$44,000	$3,280,928	$586,000	$68,900,000
Price Per SF	$7.33	$153	$83	$517
Cap Rate	4.7%	9.1%	9.5%	11.7%
Time Since Sale in Months	0.2	6.6	6.5	12.0
Property Attributes	**Low**	**Average**	**Median**	**High**
Building SF	1,034	28,483	9,038	439,992
Stories	1	2	2	12
Typical Floor SF	700	12,231	6,250	146,664
Vacancy Rate At Sale	0%	8.9%	0%	100%
Year Built	1853	1964	1973	2019
Star Rating	★☆☆☆☆	★★☆☆☆ 2.4	★★☆☆☆	★★★★☆

Sales Past 12 Months

Milwaukee Office

RECENT SIGNIFICANT SALES

		Property				Sale			
	Property Name - Address	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1	**Froedtert Health Menom...** W180N8000 Town Hall Rd	★★★★☆	2012	145,000	0%	8/30/2018	$68,900,000	$475	-
2	**Tosa Health Center** 1155 N Mayfair Rd	★★★☆☆	-	104,049	0%	12/19/2018	$53,805,000	$517	-
3	**2999 N Mayfair Rd**	★★★★☆	2011	60,800	0%	10/19/2018	$28,800,000	$474	-
4	**101-111 W Michigan St**	★★★☆☆	1964	150,000	0%	2/20/2019	$14,400,000	$96	-
5	**2000 E Layton Ave**	★★★☆☆	-	39,666	0%	1/17/2019	$13,326,000	$336	-
6	**4448 W Loomis Rd**	★★★☆☆	1998	23,188	0%	1/17/2019	$10,974,000	$473	-
7	**Marine Terminal Building** 333 E Erie St	★★★☆☆	2006	41,353	0%	12/5/2018	$10,450,000	$253	7.5%
8	**Elmbrook Medical Arts C...** 17000 W North Ave	★★★☆☆	1972	49,000	12.2%	1/8/2019	$10,400,000	$212	-
9	**Liberty II** 11100 W Liberty Dr	★★☆☆☆	2004	88,259	0%	2/20/2019	$9,521,824	$108	-
10	**Calhoun Health Center** 1905 N Calhoun Rd	★★★☆☆	2016	23,600	7.6%	12/19/2018	$8,924,700	$378	-
11	**Park Place II** 7800 N 113th St	★★☆☆☆	1991	80,569	0%	2/20/2019	$8,122,104	$101	-
12	**River Woods Office Buil...** 377 W River Woods Pky	★★★★☆	2004	43,740	15.7%	8/15/2018	$7,600,000	$174	-
13	**AT&T Pewaukee** N17W24300 Riverwood Dr	★★★★☆	-	176,958	100%	6/19/2019	$7,400,000	$42	-
14	**Crossroads VIIB** 20935 Swenson Dr	★★★★☆	1992	71,276	3.0%	2/20/2019	$7,167,408	$101	-
15	**Crossroads VIIA** 20975 Swenson Dr	★★★★☆	1990	72,170	35.3%	2/20/2019	$6,812,219	$94	-
16	**3611 S Chicago Ave**	★★★☆☆	2006	18,804	0%	1/17/2019	$5,900,000	$314	-
17	**Pabst Boiler House Buil...** 1243 N 10th St	★★★☆☆	1892	40,774	12.7%	9/19/2018	$5,720,000	$140	7.0%
18	**8375 S Howell Ave**	★★★☆☆	2008	20,000	0%	1/17/2019	$5,000,000	$250	-
19	**Dental Associates** 1211 Dolphin Ct	★★★★☆	2017	21,571	0%	8/2/2018	$4,640,000	$215	-
20	**Bayside Woods** 8989 N Port Washington Rd	★★★☆☆	1987	36,995	12.3%	9/26/2018	$4,475,000	$121	-

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The financial services and professional and business services sectors picked up in 2018, but not without headwinds. The low-interest-rate environment led Northwestern Mutual to initiate a hiring freeze and announce layoffs, although it did affirm its commitment to the metro, citing the $450 million headquarters it has underway downtown. JPMorgan Chase and Anchor Bank added pain to the financial sector, laying off 135 and 140 people respectively. Finally, deflationary pressure is hurting grocery stores and food manufacturers. Southern Wisconsin Foods, ConAgra Foods, Piggly Wiggly, Sentry, TreeHouse Private Brands, Tyson Foods, Monsanto, and Kraft Heinz announced local layoffs within the past few years.

The principal strength of Milwaukee is its low cost of doing business, relative to Chicago. Outside of higher wages and rent, Chicago's high taxes are the primary culprit for its higher cost of doing business. In 2016, a $225 million tax hike took effect, magnifying the difference. Corporations responded by moving into Wisconsin, and Kenosha County in particular. Gold Standard Baking is the latest company to cross the border, despite the fact that locating the property in Illinois makes more sense logistically. The $42 million facility could support 300 jobs at full capacity. Other companies to move across the border include Vonco Products and Colbert Packaging, both packaging companies.

A high density of college-educated workers has fueled the area's national concentration of education- and healthcare-related employment. This does not just involve area hospitals and universities but extends to firms like GE Healthcare, which has 5,900 local employees who create cutting-edge medical technologies such as million-dollar MRI machines. Manufacturing employment, which makes up 14.3% of local jobs (nationally it accounts for only 8.7%), has been a drag on the local economy principally because automation has replaced routine-production workers, although a globalized economy and the rise of off-shoring play a role as well.

Numerous Fortune 1,000 companies headquartered in Milwaukee round out the economic picture. These companies include Johnson Controls, Northwestern Mutual, Kohl's, Harley-Davidson, and WEC Energy Group. There's also a notable concentration of financial institutions specializing in mutual funds and transaction processing, and a number of paper manufacturers, publishers, and printing companies. Milwaukee also serves as the headquarters of American Signal Corp., the Koss Corp., Harken, Lesaffre Yeast Corp., Master Lock, and Manpower.

MILWAUKEE EMPLOYMENT BY INDUSTRY IN THOUSANDS

	Current Jobs		Current Growth		10 Yr Historical		5 Yr Forecast	
NAICS Industry	**Jobs**	**LQ**	**Market**	**US**	**Market**	**US**	**Market**	**US**
Manufacturing	119	1.6	0.63%	1.42%	0.31%	0.83%	0.75%	0.00%
Trade, Transportation and Utilities	149	0.9	1.12%	0.85%	0.24%	1.14%	0.14%	0.49%
Retail Trade	79	0.9	-1.11%	-0.19%	0.31%	0.84%	0.25%	0.38%
Financial Activities	52	1.0	1.07%	1.01%	-0.80%	0.99%	0.04%	0.35%
Government	85	0.6	0.68%	0.43%	-0.74%	-0.03%	0.44%	0.77%
Natural Resources, Mining and Construction	33	0.7	0.10%	3.18%	0.91%	2.05%	0.28%	0.26%
Education and Health Services	176	1.2	3.07%	2.31%	1.92%	2.12%	0.14%	0.55%
Professional and Business Services	128	1.0	-0.49%	2.27%	1.96%	2.61%	0.65%	1.00%
Information	13	0.8	-1.68%	-0.92%	-2.23%	0.00%	0.57%	0.56%
Leisure and Hospitality	-	0.0	-	0.27%	-	1.30%	-	0.00%
Other Services	49	1.4	2.61%	1.30%	1.17%	0.98%	0.06%	0.30%
Total Employment	**885**	**1.0**	**1.31%**	**1.57%**	**0.80%**	**1.42%**	**0.32%**	**0.56%**

Source: Oxford Economics
LQ = Location Quotient

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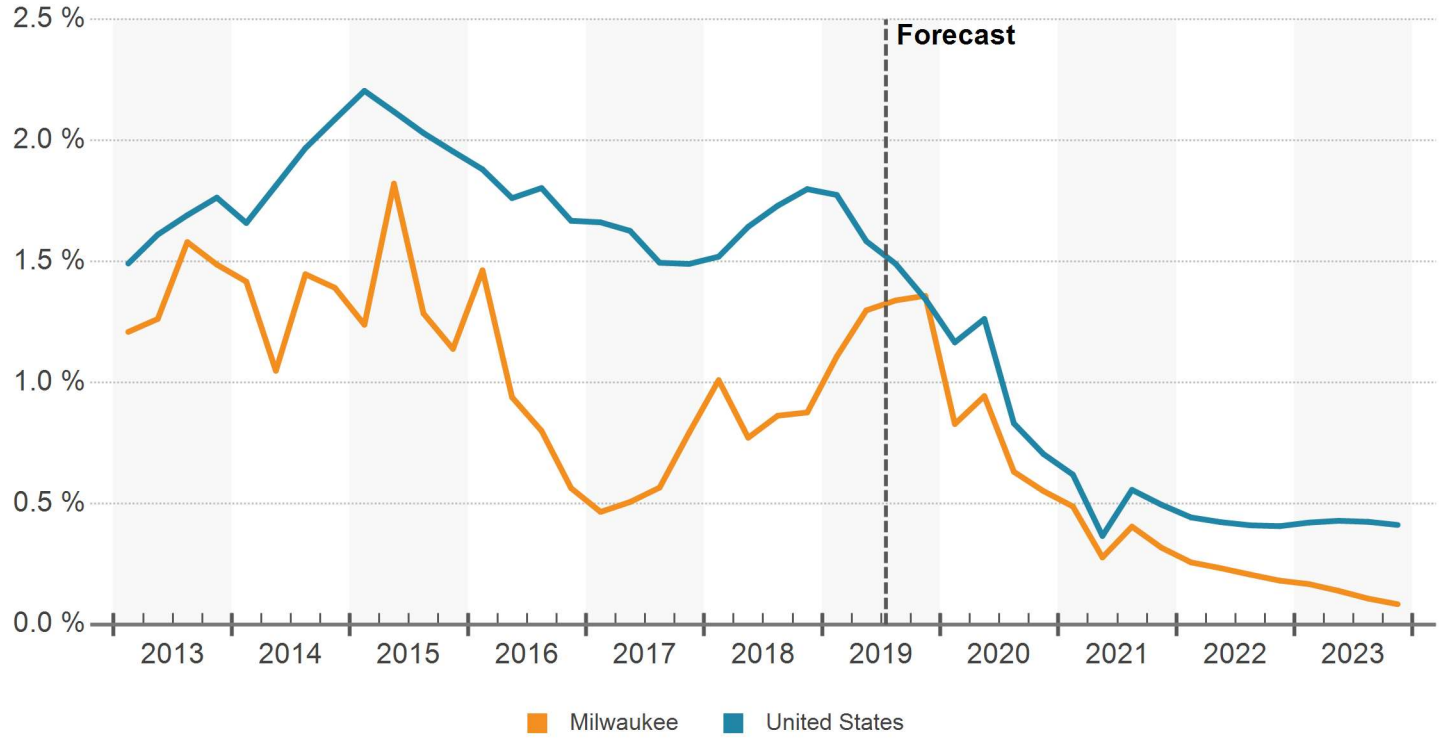
YEAR OVER YEAR JOB GROWTH



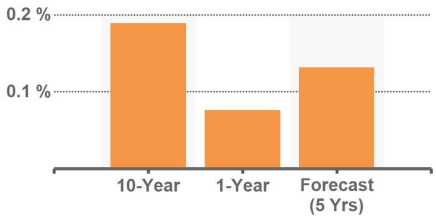
Source: Oxford Economics

DEMOGRAPHIC TRENDS

	Current Level		Current Change		10-Year Change		Forecast Change (5 Yrs)	
Demographic Category	**Metro**	**U.S.**	**Metro**	**U.S.**	**Metro**	**U.S.**	**Metro**	**U.S.**
Population	1,578,114	329,080,031	0.1%	0.6%	0.2%	0.7%	0.1%	0.7%
Households	625,150	121,197,102	-0.1%	0.5%	0.2%	0.6%	0%	0.6%
Median Household Income	$62,584	$63,572	3.5%	3.3%	1.6%	2.2%	4.3%	4.4%
Labor Force	825,948	163,295,516	-0.2%	0.9%	0.2%	0.6%	0.3%	0.6%
Unemployment	2.9%	3.6%	-0.3%	-0.3%	-0.6%	-0.6%	-	-

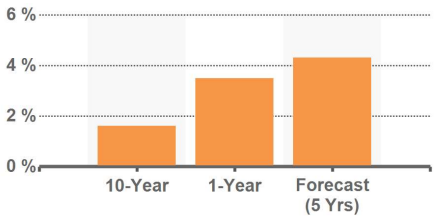
Source: Oxford Economics

POPULATION GROWTH



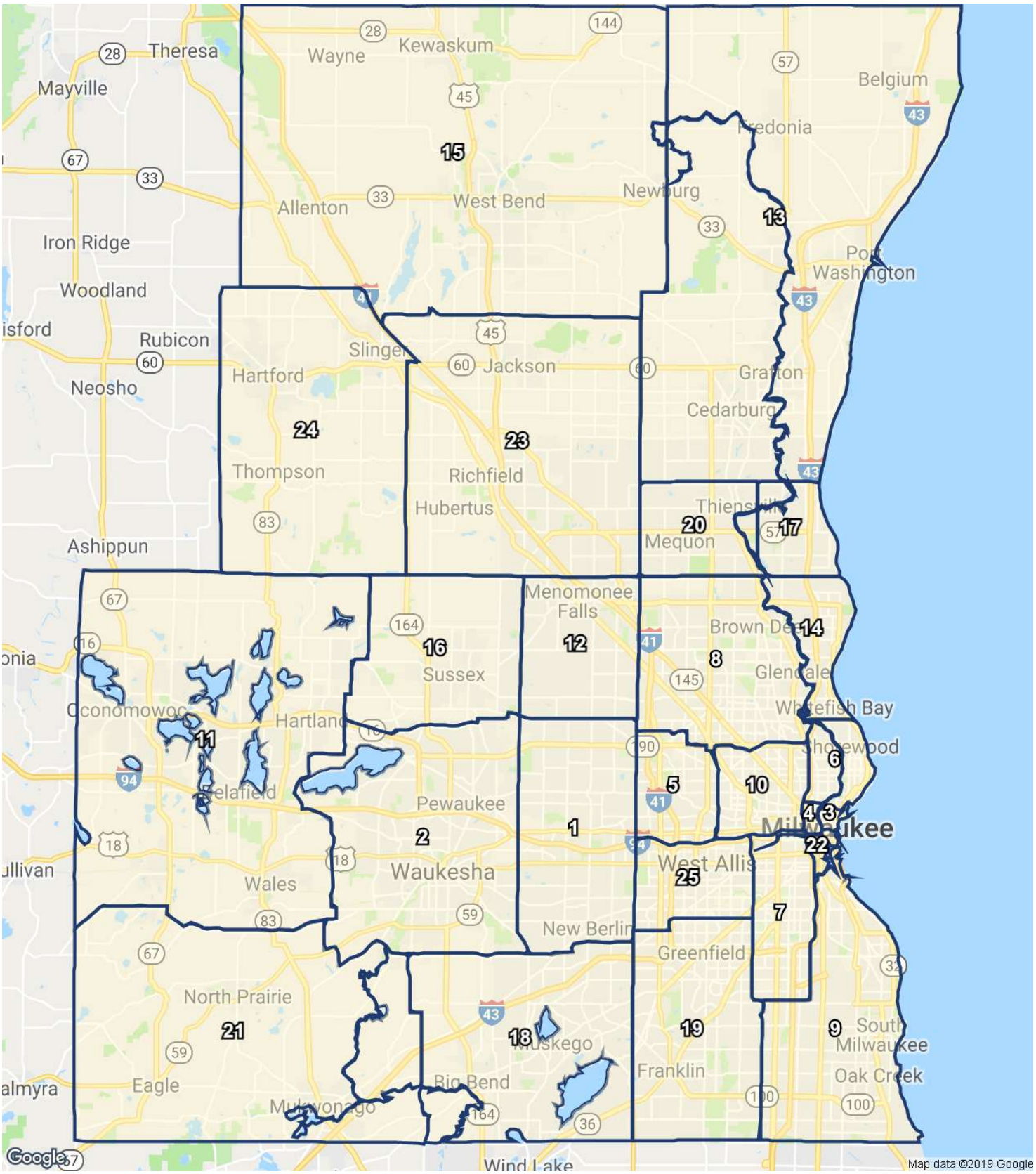
LABOR FORCE GROWTH

INCOME GROWTH



Source: Oxford Economics

MILWAUKEE SUBMARKETS



SUBMARKET INVENTORY

		Inventory				12 Month Deliveries				Under Construction			
No.	Submarket	Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Brookfield/New Berlin	284	7,151	9.5%	2	2	65	0.9%	3	0	-	-	-
2	Central Waukesha	298	6,551	8.7%	4	0	0	0%	-	0	-	-	-
3	Downtown East	127	12,990	17.3%	1	1	79	0.6%	2	2	544	4.2%	1
4	Downtown West	58	6,933	9.2%	3	0	0	0%	-	0	-	-	-
5	Mayfair/Wauwatosa	183	5,872	7.8%	5	0	0	0%	-	1	84	1.4%	3
6	Milwaukee East	158	3,343	4.4%	9	1	18	0.5%	7	0	-	-	-
7	Milwaukee Near SW	132	1,655	2.2%	13	0	0	0%	-	0	-	-	-
8	Milwaukee NW	262	5,338	7.1%	6	1	45	0.8%	5	0	-	-	-
9	Milwaukee SE	171	3,010	4.0%	10	1	109	3.6%	1	2	242	8.0%	2
10	Milwaukee West	150	2,644	3.5%	12	0	0	0%	-	0	-	-	-
11	NE/Delafield	136	1,553	2.1%	14	0	0	0%	-	0	-	-	-
12	NE/Menomonee Falls	75	2,737	3.6%	11	0	0	0%	-	0	-	-	-
13	North Ozaukee	116	987	1.3%	19	0	0	0%	-	0	-	-	-
14	North Shore	70	1,351	1.8%	16	0	0	0%	-	0	-	-	-
15	North Washington	79	1,215	1.6%	17	0	0	0%	-	0	-	-	-
16	North/Sussex	14	119	0.2%	25	0	0	0%	-	0	-	-	-
17	SE Ozaukee/I-43 Corr	80	1,154	1.5%	18	0	0	0%	-	1	75	6.5%	4
18	SE/Muskego	34	545	0.7%	21	0	0	0%	-	0	-	-	-
19	SW Outlying Milwaukee	139	1,459	1.9%	15	1	46	3.1%	4	0	-	-	-
20	SW Ozaukee	33	225	0.3%	24	0	0	0%	-	0	-	-	-
21	SW/Mukwonago	40	257	0.3%	23	0	0	0%	-	0	-	-	-
22	Third Ward/Walkers Pt	81	3,353	4.5%	8	0	0	0%	-	0	-	-	-
23	Washington East	54	648	0.9%	20	0	0	0%	-	0	-	-	-
24	Washington West	33	407	0.5%	22	0	0	0%	-	0	-	-	-
25	West Allis	173	3,699	4.9%	7	1	30	0.8%	6	0	-	-	-

SUBMARKET RENT

		Gross Asking Rent		12 Month Asking Rent		Annualized Quarterly Rent	
No.	Submarket	Per SF	Rank	Growth	Rank	Growth	Rank
1	Brookfield/New Berlin	$17.65	13	-0.3%	15	0%	16
2	Central Waukesha	$18.58	9	0%	8	0.1%	10
3	Downtown East	$23.81	1	2.1%	1	0.3%	8
4	Downtown West	$20.17	5	-0.6%	18	0.3%	7
5	Mayfair/Wauwatosa	$20.55	4	0.8%	4	0.4%	6
6	Milwaukee East	$19.65	6	-0.1%	10	-0.1%	17
7	Milwaukee Near SW	$17.35	15	-0.2%	13	0%	11
8	Milwaukee NW	$17.81	12	0%	7	0%	12
9	Milwaukee SE	$18.62	8	1.4%	3	0.6%	3
10	Milwaukee West	$16.99	17	-0.7%	22	0%	13
11	NE/Delafield	$16.19	23	-0.7%	20	-0.2%	22
12	NE/Menomonee Falls	$20.66	3	2.0%	2	0.2%	9
13	North Ozaukee	$16.48	21	0%	9	0.5%	5
14	North Shore	$17.42	14	-0.7%	21	-0.1%	20
15	North Washington	$19.16	7	-0.2%	12	-0.1%	19
16	North/Sussex	$15.47	24	-0.6%	19	1.8%	1
17	SE Ozaukee/I-43 Corr	$16.69	20	-0.9%	23	0.5%	4
18	SE/Muskego	$16.47	22	-0.3%	14	-0.4%	25
19	SW Outlying Milwaukee	$18.08	10	0%	6	0%	15
20	SW Ozaukee	$16.90	18	-0.2%	11	-0.3%	24
21	SW/Mukwonago	$14.67	25	-1.1%	25	-0.2%	21
22	Third Ward/Walkers Pt	$20.83	2	-0.4%	16	0%	14
23	Washington East	$17.83	11	-0.5%	17	1.4%	2
24	Washington West	$16.75	19	-1.0%	24	-0.3%	23
25	West Allis	$17.13	16	0.6%	5	-0.1%	18

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SUBMARKET VACANCY & NET ABSORPTION

		Vacancy			12 Month Net Absorption			
No.	Submarket	SF	Percent	Rank	SF	% of Inv	Rank	Construct. Ratio
1	Brookfield/New Berlin	812,796	11.4%	22	(12,162)	-0.2%	18	-
2	Central Waukesha	551,601	8.4%	19	172,493	2.6%	2	-
3	Downtown East	978,621	7.5%	16	178,044	1.4%	1	0.4
4	Downtown West	1,300,024	18.8%	24	(272,621)	-3.9%	25	-
5	Mayfair/Wauwatosa	451,408	7.7%	17	(12,260)	-0.2%	19	-
6	Milwaukee East	115,219	3.4%	8	31,351	0.9%	5	-
7	Milwaukee Near SW	21,991	1.3%	3	7,819	0.5%	7	-
8	Milwaukee NW	527,199	9.9%	21	(91,450)	-1.7%	24	-
9	Milwaukee SE	139,151	4.6%	11	80,725	2.7%	3	1.4
10	Milwaukee West	16,920	0.6%	2	29,769	1.1%	6	-
11	NE/Delafield	64,739	4.2%	10	6,790	0.4%	9	-
12	NE/Menomonee Falls	72,665	2.7%	6	371	0%	11	-
13	North Ozaukee	36,268	3.7%	9	7,688	0.8%	8	-
14	North Shore	82,777	6.1%	12	(8,592)	-0.6%	17	-
15	North Washington	27,253	2.2%	5	(5,100)	-0.4%	16	-
16	North/Sussex	7,677	6.5%	13	(3,526)	-3.0%	15	-
17	SE Ozaukee/I-43 Corr	76,793	6.7%	14	(15,880)	-1.4%	20	-
18	SE/Muskego	2,443	0.4%	1	(2,018)	-0.4%	14	-
19	SW Outlying Milwaukee	126,272	8.7%	20	76,774	5.3%	4	0.6
20	SW Ozaukee	46,906	20.8%	25	(40,016)	-17.8%	22	-
21	SW/Mukwonago	4,300	1.7%	4	130	0.1%	12	-
22	Third Ward/Walkers Pt	275,404	8.2%	18	(73,228)	-2.2%	23	-
23	Washington East	45,829	7.1%	15	1,122	0.2%	10	-
24	Washington West	11,358	2.8%	7	(1,003)	-0.2%	13	-
25	West Allis	428,481	11.6%	23	(37,345)	-1.0%	21	-

Supply & Demand Trends

Milwaukee Office

OVERALL SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2023	76,938,480	357,441	0.5%	251,125	0.3%	1.4
2022	76,581,039	257,152	0.3%	258,572	0.3%	1.0
2021	76,323,887	(9,103)	0%	337,803	0.4%	-
2020	76,332,990	1,056,286	1.4%	182,285	0.2%	5.8
2019	75,276,704	186,716	0.2%	157,872	0.2%	1.2
YTD	75,199,655	109,667	0.1%	(54,390)	-0.1%	-
2018	75,089,988	256,572	0.3%	(22,993)	0%	-
2017	74,833,416	1,476,288	2.0%	1,779,630	2.4%	0.8
2016	73,357,128	511,312	0.7%	1,752,811	2.4%	0.3
2015	72,845,816	(162,160)	-0.2%	(162,310)	-0.2%	-
2014	73,007,976	(332,529)	-0.5%	346,110	0.5%	-
2013	73,340,505	81,983	0.1%	(11,930)	0%	-
2012	73,258,522	82,477	0.1%	811,544	1.1%	0.1
2011	73,176,045	29,941	0%	(554,111)	-0.8%	-
2010	73,146,104	100,004	0.1%	(505,994)	-0.7%	-
2009	73,046,100	560,787	0.8%	420,967	0.6%	1.3
2008	72,485,313	899,756	1.3%	474,219	0.7%	1.9
2007	71,585,557	1,133,654	1.6%	1,307,194	1.8%	0.9

4 & 5 STAR SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2023	21,643,451	511,470	2.4%	420,649	1.9%	1.2
2022	21,131,981	412,012	2.0%	335,520	1.6%	1.2
2021	20,719,969	154,144	0.7%	434,806	2.1%	0.4
2020	20,565,825	1,020,864	5.2%	518,815	2.5%	2.0
2019	19,544,961	174,667	0.9%	172,853	0.9%	1.0
YTD	19,460,961	90,667	0.5%	73,281	0.4%	1.2
2018	19,370,294	187,576	1.0%	266,138	1.4%	0.7
2017	19,182,718	1,535,571	8.7%	1,433,439	7.5%	1.1
2016	17,647,147	598,940	3.5%	554,385	3.1%	1.1
2015	17,048,207	316,856	1.9%	119,199	0.7%	2.7
2014	16,731,351	91,009	0.5%	307,608	1.8%	0.3
2013	16,640,342	214,782	1.3%	89,539	0.5%	2.4
2012	16,425,560	247,000	1.5%	383,855	2.3%	0.6
2011	16,178,560	142,303	0.9%	(172,611)	-1.1%	-
2010	16,036,257	34,108	0.2%	(200,339)	-1.2%	-
2009	16,002,149	232,500	1.5%	215,339	1.3%	1.1
2008	15,769,649	559,419	3.7%	698,555	4.4%	0.8
2007	15,210,230	413,950	2.8%	521,352	3.4%	0.8

Supply & Demand Trends

Milwaukee Office

3 STAR SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2023	34,989,394	7,147	0%	2,309	0%	3.1
2022	34,982,247	5,761	0%	66,570	0.2%	0.1
2021	34,976,486	2,132	0%	90,148	0.3%	0
2020	34,974,354	202,600	0.6%	(60,363)	-0.2%	-
2019	34,771,754	105,000	0.3%	44,463	0.1%	2.4
YTD	34,696,754	30,000	0.1%	(105,228)	-0.3%	-
2018	34,666,754	76,070	0.2%	(387,176)	-1.1%	-
2017	34,590,684	(56,828)	-0.2%	321,029	0.9%	-
2016	34,647,512	47,424	0.1%	637,394	1.8%	0.1
2015	34,600,088	(324,543)	-0.9%	185,609	0.5%	-
2014	34,924,631	(344,512)	-1.0%	(135,514)	-0.4%	-
2013	35,269,143	(122,119)	-0.3%	(22,732)	-0.1%	-
2012	35,391,262	(111,445)	-0.3%	247,621	0.7%	-
2011	35,502,707	23,587	0.1%	(369,643)	-1.0%	-
2010	35,479,120	67,054	0.2%	(32,383)	-0.1%	-
2009	35,412,066	291,081	0.8%	275,027	0.8%	1.1
2008	35,120,985	236,515	0.7%	(85,510)	-0.2%	-
2007	34,884,470	634,183	1.9%	671,683	1.9%	0.9

1 & 2 STAR SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2023	20,305,635	(161,176)	-0.8%	(171,833)	-0.8%	-
2022	20,466,811	(160,621)	-0.8%	(143,518)	-0.7%	-
2021	20,627,432	(165,379)	-0.8%	(187,151)	-0.9%	-
2020	20,792,811	(167,178)	-0.8%	(276,167)	-1.3%	-
2019	20,959,989	(92,951)	-0.4%	(59,444)	-0.3%	-
YTD	21,041,940	(11,000)	-0.1%	(22,443)	-0.1%	-
2018	21,052,940	(7,074)	0%	98,045	0.5%	-
2017	21,060,014	(2,455)	0%	25,162	0.1%	-
2016	21,062,469	(135,052)	-0.6%	561,032	2.7%	-
2015	21,197,521	(154,473)	-0.7%	(467,118)	-2.2%	-
2014	21,351,994	(79,026)	-0.4%	174,016	0.8%	-
2013	21,431,020	(10,680)	0%	(78,737)	-0.4%	-
2012	21,441,700	(53,078)	-0.2%	180,068	0.8%	-
2011	21,494,778	(135,949)	-0.6%	(11,857)	-0.1%	-
2010	21,630,727	(1,158)	0%	(273,272)	-1.3%	-
2009	21,631,885	37,206	0.2%	(69,399)	-0.3%	-
2008	21,594,679	103,822	0.5%	(138,826)	-0.6%	-
2007	21,490,857	85,521	0.4%	114,159	0.5%	0.7

Rent & Vacancy

Milwaukee Office

OVERALL RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2023	$19.79	113	0.2%	1.8%	6,735,326	8.8%	0.1%
2022	$19.75	113	0.3%	1.6%	6,626,321	8.7%	0%
2021	$19.68	113	0.2%	1.3%	6,625,060	8.7%	-0.4%
2020	$19.64	113	0.2%	1.1%	6,969,130	9.1%	1.0%
2019	$19.60	112	0.9%	0.9%	6,091,993	8.1%	0%
YTD	$19.56	112	0.6%	0.6%	6,224,095	8.3%	0.2%
2018	$19.43	111	0%	0%	6,060,038	8.1%	0.3%
2017	$19.43	111	5.3%	0%	5,780,473	7.7%	-0.6%
2016	$18.45	106	2.6%	-5.1%	6,083,815	8.3%	-1.8%
2015	$17.99	103	1.9%	-7.4%	7,325,314	10.1%	0%
2014	$17.66	101	4.1%	-9.1%	7,325,164	10.0%	-0.9%
2013	$16.97	97	-0.7%	-12.7%	8,003,803	10.9%	0.1%
2012	$17.09	98	1.7%	-12.0%	7,909,890	10.8%	-1.0%
2011	$16.81	96	2.2%	-13.5%	8,638,957	11.8%	0.8%
2010	$16.44	94	-1.3%	-15.4%	8,054,905	11.0%	0.8%
2009	$16.66	95	-4.5%	-14.2%	7,448,907	10.2%	0.1%
2008	$17.45	100	1.3%	-10.2%	7,309,087	10.1%	0.5%
2007	$17.23	99	-0.2%	-11.3%	6,883,550	9.6%	-0.4%

4 & 5 STAR RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2023	$25.60	123	0.1%	2.2%	2,343,829	10.8%	0.2%
2022	$25.58	123	0.2%	2.1%	2,253,234	10.7%	0.2%
2021	$25.53	123	0.1%	1.9%	2,176,956	10.5%	-1.4%
2020	$25.50	123	0.1%	1.8%	2,457,786	12.0%	1.9%
2019	$25.47	123	2.0%	1.6%	1,955,738	10.0%	-0.1%
YTD	$25.41	122	1.7%	1.4%	1,971,315	10.1%	0%
2018	$24.98	120	-0.3%	-0.3%	1,953,929	10.1%	-0.5%
2017	$25.06	121	9.4%	0%	2,032,491	10.6%	-0.3%
2016	$22.90	110	1.4%	-8.6%	1,930,359	10.9%	-0.1%
2015	$22.59	109	3.3%	-9.8%	1,885,804	11.1%	1.0%
2014	$21.88	105	2.3%	-12.7%	1,688,147	10.1%	-1.4%
2013	$21.39	103	3.0%	-14.7%	1,904,746	11.4%	0.6%
2012	$20.76	100	3.4%	-17.1%	1,779,503	10.8%	-1.0%
2011	$20.08	97	5.0%	-19.9%	1,916,358	11.8%	1.9%
2010	$19.13	92	0.4%	-23.7%	1,601,444	10.0%	1.4%
2009	$19.05	92	-8.3%	-24.0%	1,366,997	8.5%	0%
2008	$20.77	100	3.2%	-17.1%	1,349,836	8.6%	-1.2%
2007	$20.14	97	3.0%	-19.6%	1,488,972	9.8%	-1.0%

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3 STAR RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2023	$18.39	108	0.4%	1.6%	3,128,873	8.9%	0%
2022	$18.32	108	0.5%	1.2%	3,124,126	8.9%	-0.2%
2021	$18.23	107	0.3%	0.8%	3,185,037	9.1%	-0.3%
2020	$18.18	107	0.4%	0.5%	3,273,113	9.4%	0.7%
2019	$18.11	107	0.1%	0.1%	3,010,149	8.7%	0.1%
YTD	$18.06	106	-0.2%	-0.2%	3,084,849	8.9%	0.4%
2018	$18.09	107	0.6%	0%	2,949,621	8.5%	1.3%
2017	$17.99	106	4.8%	-0.6%	2,486,375	7.2%	-1.1%
2016	$17.17	101	0.5%	-5.1%	2,864,232	8.3%	-1.7%
2015	$17.08	101	1.0%	-5.6%	3,454,202	10.0%	-1.4%
2014	$16.90	100	4.9%	-6.6%	3,964,354	11.4%	-0.5%
2013	$16.12	95	-0.5%	-10.9%	4,173,352	11.8%	-0.2%
2012	$16.20	95	0.1%	-10.4%	4,272,739	12.1%	-1.0%
2011	$16.18	95	1.3%	-10.6%	4,631,805	13.0%	1.1%
2010	$15.97	94	-3.8%	-11.7%	4,238,575	11.9%	0.3%
2009	$16.60	98	-2.3%	-8.3%	4,139,138	11.7%	-0.1%
2008	$16.98	100	0.4%	-6.1%	4,123,084	11.7%	0.8%
2007	$16.92	100	0.4%	-6.5%	3,801,059	10.9%	-0.3%

1 & 2 STAR RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2023	$16.56	110	0.1%	0.7%	1,262,624	6.2%	0.1%
2022	$16.54	110	0.2%	0.5%	1,248,961	6.1%	0%
2021	$16.50	110	0.1%	0.3%	1,263,067	6.1%	0.2%
2020	$16.48	110	0.1%	0.2%	1,238,231	6.0%	0.6%
2019	$16.47	109	0.7%	0.1%	1,126,106	5.4%	-0.1%
YTD	$16.45	109	0.6%	0%	1,167,931	5.6%	0.1%
2018	$16.35	109	-0.6%	-0.6%	1,156,488	5.5%	-0.5%
2017	$16.45	109	0.8%	0%	1,261,607	6.0%	-0.1%
2016	$16.32	108	8.1%	-0.8%	1,289,224	6.1%	-3.2%
2015	$15.10	100	1.5%	-8.2%	1,985,308	9.4%	1.5%
2014	$14.87	99	5.0%	-9.6%	1,672,663	7.8%	-1.2%
2013	$14.16	94	-6.0%	-13.9%	1,925,705	9.0%	0.3%
2012	$15.06	100	2.3%	-8.4%	1,857,648	8.7%	-1.1%
2011	$14.73	98	0.4%	-10.5%	2,090,794	9.7%	-0.5%
2010	$14.66	97	1.1%	-10.9%	2,214,886	10.2%	1.3%
2009	$14.50	96	-3.7%	-11.9%	1,942,772	9.0%	0.5%
2008	$15.05	100	0.6%	-8.5%	1,836,167	8.5%	1.1%
2007	$14.96	99	-5.1%	-9.0%	1,593,519	7.4%	-0.2%

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Sale Trends

OVERALL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2023	-	-	-	-	-	-	$150.10	153	8.1%
2022	-	-	-	-	-	-	$148.85	152	8.1%
2021	-	-	-	-	-	-	$147.51	150	8.1%
2020	-	-	-	-	-	-	$146.76	149	8.0%
2019	-	-	-	-	-	-	$145.18	148	8.0%
YTD	79	$132.9 M	3.6%	$2,410,662	$105.58	9.5%	$144.21	147	7.9%
2018	167	$463.5 M	5.3%	$3,646,759	$152.15	8.4%	$144.71	147	7.9%
2017	170	$558.2 M	8.2%	$4,563,456	$105.73	7.9%	$136.32	139	7.9%
2016	165	$502.2 M	6.6%	$3,424,244	$104.88	7.9%	$131.83	134	8.0%
2015	142	$345.9 M	5.2%	$2,831,393	$101.22	8.1%	$130.02	132	8.0%
2014	110	$252.4 M	4.4%	$2,491,484	$78.82	8.0%	$127.11	129	7.9%
2013	111	$292.4 M	3.8%	$2,964,082	$116.61	7.5%	$118.82	121	8.2%
2012	133	$289.7 M	5.0%	$2,807,199	$105.99	9.1%	$116.06	118	8.4%
2011	90	$161.3 M	3.2%	$2,079,868	$76.43	9.9%	$111.36	113	8.6%
2010	80	$147.1 M	2.2%	$2,162,250	$97.81	8.7%	$98.39	100	9.4%
2009	93	$182.0 M	2.4%	$2,177,212	$111.08	8.6%	$85.11	87	10.4%
2008	97	$282.0 M	3.2%	$3,307,320	$122.05	8.2%	$98.25	100	9.7%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

4 & 5 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2023	-	-	-	-	-	-	$204.24	154	7.7%
2022	-	-	-	-	-	-	$202.94	153	7.7%
2021	-	-	-	-	-	-	$201.49	152	7.6%
2020	-	-	-	-	-	-	$200.89	152	7.6%
2019	-	-	-	-	-	-	$199.12	150	7.5%
YTD	3	$21.4 M	1.6%	$7,126,542	$66.73	-	$198.21	150	7.5%
2018	10	$198.0 M	5.1%	$24,744,288	$277.38	6.0%	$200.28	151	7.4%
2017	8	$235.9 M	9.6%	$33,694,492	$129.45	7.3%	$186.51	141	7.5%
2016	10	$301.3 M	11.5%	$30,129,397	$148.52	8.3%	$180.45	136	7.6%
2015	8	$110.7 M	5.2%	$13,834,600	$124.51	8.1%	$177.51	134	7.6%
2014	4	$94.4 M	5.0%	$23,591,875	$112.00	7.5%	$173.63	131	7.5%
2013	6	$58.9 M	3.5%	$9,824,033	$100.95	7.7%	$162.16	122	7.8%
2012	7	$98.7 M	4.4%	$32,913,600	$265.08	8.0%	$160.48	121	7.8%
2011	5	$48.7 M	2.9%	$9,744,383	$104.77	9.4%	$153.62	116	8.1%
2010	1	$80.2 M	2.7%	$80,200,000	$184.13	8.7%	$135.92	103	8.8%
2009	-	-	-	-	-	-	$115.31	87	9.9%
2008	4	$85.0 M	4.3%	$28,341,700	$129.07	7.5%	$132.39	100	9.3%

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Sale Trends

Milwaukee Office

3 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2023	-	-	-	-	-	-	$141.49	150	8.2%
2022	-	-	-	-	-	-	$140.08	148	8.2%
2021	-	-	-	-	-	-	$138.62	147	8.2%
2020	-	-	-	-	-	-	$137.68	146	8.1%
2019	-	-	-	-	-	-	$135.92	144	8.1%
YTD	30	$78.4 M	5.0%	$4,109,133	$149.94	9.5%	$134.74	142	8.0%
2018	58	$224.0 M	6.1%	$4,572,176	$131.56	7.8%	$135.05	143	7.9%
2017	64	$248.4 M	7.9%	$5,486,727	$112.33	7.9%	$126.66	134	8.1%
2016	52	$137.9 M	5.3%	$3,082,009	$75.59	7.2%	$122.96	130	8.1%
2015	41	$192.5 M	6.2%	$5,648,951	$103.26	7.8%	$122.46	129	8.0%
2014	36	$121.7 M	4.5%	$3,680,907	$77.51	8.2%	$120.32	127	8.0%
2013	28	$189.6 M	4.4%	$8,206,823	$145.41	7.5%	$112.75	119	8.2%
2012	42	$165.7 M	5.8%	$4,731,251	$90.24	9.5%	$109.33	116	8.4%
2011	31	$65.2 M	2.7%	$2,960,008	$81.56	9.7%	$105.22	111	8.6%
2010	24	$37.2 M	2.0%	$2,495,178	$63.19	-	$92.80	98	9.4%
2009	27	$117.1 M	2.7%	$5,266,071	$134.42	8.8%	$81.42	86	10.4%
2008	40	$133.9 M	2.9%	$4,470,718	$133.47	8.1%	$94.61	100	9.7%

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1 & 2 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2023	-	-	-	-	-	-	$111.94	157	8.4%
2022	-	-	-	-	-	-	$110.97	156	8.4%
2021	-	-	-	-	-	-	$109.97	155	8.4%
2020	-	-	-	-	-	-	$109.38	154	8.3%
2019	-	-	-	-	-	-	$108.29	152	8.3%
YTD	46	$33.1 M	3.1%	$1,004,038	$79.71	9.5%	$107.68	151	8.2%
2018	99	$41.5 M	4.1%	$587,820	$65.94	9.2%	$106.88	150	8.2%
2017	98	$74.0 M	7.3%	$1,056,821	$59.35	8.1%	$103.71	146	8.2%
2016	103	$63.0 M	4.7%	$655,088	$67.36	8.3%	$99.44	140	8.3%
2015	93	$42.7 M	3.7%	$533,610	$64.30	8.5%	$96.54	136	8.3%
2014	70	$36.3 M	3.9%	$559,413	$46.00	-	$93.31	131	8.3%
2013	77	$43.9 M	3.0%	$619,984	$70.84	7.5%	$86.89	122	8.7%
2012	84	$25.3 M	4.2%	$381,644	$48.20	8.4%	$84.20	118	8.8%
2011	54	$47.4 M	4.2%	$943,757	$56.00	10.9%	$80.58	113	9.1%
2010	55	$29.7 M	2.3%	$571,889	$61.93	8.7%	$71.30	100	9.9%
2009	66	$64.9 M	3.7%	$1,063,197	$84.57	8.5%	$61.97	87	11.0%
2008	53	$63.1 M	3.0%	$1,214,211	$97.26	9.2%	$71.18	100	10.3%

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