

CoStar Industrial Statistics

Third Quarter 2018

Milwaukee Industrial Market



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IMPORTANT FEATURE ANNOUNCEMENT

New Market Reports Now Available

Market Reports have received a major upgrade.

The new reports are dynamic: You can now run a report anytime.
They also incorporate many more markets and submarkets,
and include five-year forecasts for several KPIs.

These new reports can be found at the Markets & Submarkets
link on CoStar.com under the Analytics menu.

The final publication of this legacy report will be Year-End 2018.



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Methodology

The CoStar Industrial Statistics calculates Industrial statistics using CoStar Group's base of existing, under construction and under renovation Industrial buildings in each given metropolitan area. All Industrial building types are included, including warehouse, flex / research & development, distribution, manufacturing, industrial showroom, and service buildings, in both single-tenant and multi-tenant buildings, including owner-occupied buildings. CoStar Group's global database includes approximately 119 billion square feet of coverage in 5.4 million properties. All rental rates reported in the CoStar Industrial Report are calculated using the quoted rental rate for each property.

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CoStar Group, Inc.

1331 L ST NW • Washington, DC 20005 • (800) 204-5960 • www.costar.com • NASDAQ: CSGP

Terms & Definitions

Availability Rate: The ratio of available space to total rentable space, calculated by dividing the total available square feet by the total rentable square feet.

Available Space: The total amount of space that is currently being marketed as available for lease in a given time period. It includes any space that is available, regardless of whether the space is vacant, occupied, available for sublease, or available at a future date.

Build-to-Suit: A term describing a particular property, developed specifically for a certain tenant to occupy, with structural features, systems, or improvement work designed specifically for the needs of that tenant. A build-to-suit can be leased or owned by the tenant. In a leased build-to-suit, a tenant will usually have a long term lease on the space.

Buyer: The individual, group, company, or entity that has purchased a commercial real estate asset.

Cap Rate: Short for capitalization rate. The Cap Rate is a calculation that reflects the relationship between one year's net operating income and the current market value of a particular property. The Cap Rate is calculated by dividing the annual net operating income by the sales price (or asking sales price).

CBD: Abbreviation for Central Business District. (See also: Central Business District)

Central Business District: The designations of Central Business District (CBD) and Suburban refer to a particular geographic area within a metropolitan statistical area (MSA) describing the level of real estate development found there. The CBD is characterized by a high density, well organized core within the largest city of a given MSA.

Class A: A classification used to describe buildings that generally qualify as extremely desirable investment-grade properties and command the highest rents or sale prices compared to other buildings in the same market. Such buildings are well located and provide efficient tenant layouts as well as high quality, and in some buildings, one-of-a-kind floor plans. They can be an architectural or historical landmark designed by prominent architects. These buildings contain a modern mechanical system, and have above-average maintenance and management as well as the best quality materials and workmanship in their trim and interior fittings. They are generally the most attractive and eagerly sought by investors willing to pay a premium for quality.

Class B: A classification used to describe buildings that generally qualify as a more speculative investment, and as such, command lower rents or sale prices compared to Class A properties. Such buildings offer utilitarian space without special attractions, and have ordinary design, if new or fairly new; good to excellent design if an older non-landmark building. These buildings typically have average to good maintenance, management and tenants. They are less appealing to tenants than Class A properties, and may be deficient in a number of respects including floor plans, condition and facilities. They lack prestige and must depend chiefly on a lower price to attract tenants and investors.

Class C: A classification used to describe buildings that generally qualify as no-frills, older buildings that offer basic space and command lower rents or sale prices compared to other buildings in the same market. Such buildings typically have below-average maintenance and management, and could have mixed or low tenant prestige, inferior elevators, and/or mechanical/electrical systems. These buildings lack prestige and must depend chiefly on a lower price to attract tenants and investors.

Construction Starts: Buildings that began construction during a specific period of time. (See also: Deliveries)

Contiguous Blocks of Space: Space within a building that is, or is able to be joined together into a single contiguous space.

Deliveries: Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certifi-

cate of occupancy must have been issued for the property.

Delivery Date: The date a building completes construction and receives a certificate of occupancy.

Developer: The company, entity or individual that transforms raw land to improved property by use of labor, capital and entrepreneurial efforts.

Direct Space: Space that is being offered for lease directly from the landlord or owner of a building, as opposed to space being offered in a building by another tenant (or broker of a tenant) trying to sublet a space that has already been leased.

Existing Inventory: The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

Flex Building: A type of building designed to be versatile, which may be used in combination with office (corporate headquarters), research and development, quasi-retail sales, and including but not limited to industrial, warehouse, and distribution uses. A typical flex building will be one or two stories with at least half of the rentable area being used as office space, have ceiling heights of 16 feet or less, and have some type of drive-in door, even though the door may be glassed in or sealed off.

Full Service Rental Rate: Rental rates that include all operating expenses such as utilities, electricity, janitorial services, taxes and insurance.

Gross Absorption: The total change in occupied space over a given period of time, counting space that is occupied but not space that is vacated by tenants. Gross absorption differs from leasing activity, which is the sum of all space leased over a certain period of time. Unless otherwise noted Gross Absorption includes direct and sublease space.

Growth in Inventory: The change in size of the existing square footage in a given area over a given period of time, generally due to the construction of new buildings.

Industrial Building: A type of building adapted for such uses as the assemblage, processing, and/or manufacturing of products from raw materials or fabricated parts. Additional uses include warehousing, distribution, and maintenance facilities. The primary purpose of the space is for storing, producing, assembling, or distributing product.

Landlord Rep: (Landlord Representative) In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the owner/landlord is referred to as the Landlord Rep.

Leased Space: All the space that has a financial lease obligation. It includes all leased space, regardless of whether the space is currently occupied by a tenant. Leased space also includes space being offered for sublease.

Leasing Activity: The volume of square footage that is committed to and signed under a lease obligation for a specific building or market in a given period of time. It includes direct leases, subleases and renewals of existing leases. It also includes any pre-leasing activity in planned, under construction, or under renovation buildings.

Market: Geographic boundaries that serve to delineate core areas that are competitive with each other and constitute a generally accepted primary competitive set of areas. Markets are building-type specific, and are non-overlapping contiguous geographic designations having a cumulative sum that matches the boundaries of the entire Region (See also: Region). Markets can be further subdivided into Submarkets. (See also: Submarkets)

Multi-Tenant: Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different

tenant needs. (See also: Tenancy).

Net Absorption: The net change in occupied space over a given period of time. Unless otherwise noted Net Absorption includes direct and sublease space.

Net Rental Rate: A rental rate that excludes certain expenses that a tenant could incur in occupying office space. Such expenses are expected to be paid directly by the tenant and may include janitorial costs, electricity, utilities, taxes, insurance and other related costs.

New Space: Sometimes called first generation space, refers to space that has never been occupied and/or leased by a tenant.

Occupied Space: Space that is physically occupied by a tenant. It does not include leased space that is not currently occupied by a tenant.

Office Building: A type of commercial building used exclusively or primarily for office use (business), as opposed to manufacturing, warehousing, or other uses. Office buildings may sometimes have other associated uses within part of the building, i.e., retail sales, financial, or restaurant, usually on the ground floor.

Owner: The company, entity, or individual that holds title on a given building or property.

Planned/Proposed: The status of a building that has been announced for future development but not yet started construction.

Preleased Space: The amount of space in a building that has been leased prior to its construction completion date, or certificate of occupancy date.

Price/SF: Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

Property Manager: The company and/or person responsible for the day-to-day operations of a building, such as cleaning, trash removal, etc. The property manager also makes sure that the various systems within the building, such as the elevators, HVAC, and electrical systems, are functioning properly.

Quoted Rental Rate: The asking rate per square foot for a particular building or unit of space by a broker or property owner. Quoted rental rates may differ from the actual rates paid by tenants following the negotiation of all terms and conditions in a specific lease.

RBA: Abbreviation for Rentable Building Area. (See also: Rentable Building Area)

Region: Core areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are further divided into market areas, called Markets. (See also: Markets)

Relet Space: Sometimes called second generation or direct space, refers to existing space that has previously been occupied by another tenant.

Rentable Building Area: (RBA) The total square footage of a building that can be occupied by, or assigned to a tenant for the purpose of determining a tenant's rental obligation. Generally RBA includes a percentage of common areas including all hallways, main lobbies, bathrooms, and telephone closets.

Rental Rates: The annual costs of occupancy for a particular space quoted on a per square foot basis.

Sales Price: The total dollar amount paid for a particular property at a particular point in time.

Sales Volume: The sum of sales prices for a given group of buildings in a given time period.

Seller: The individual, group, company, or entity that sells a particular commercial real estate asset.

SF: Abbreviation for Square Feet.

Single-Tenant: Buildings that are occupied, or intended to be occupied by a single tenant. (See also: Build-to-suit and Tenancy)

Sublease Space: Space that has been leased by a tenant and is being offered for lease back to the market by the tenant with the lease obligation. Sublease space is sometimes referred to as sublet space.

Submarkets: Specific geographic boundaries that serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted primary competitive set, or peer group. Submarkets are building type specific (office, industrial, retail, etc.), with distinct boundaries dependent on different factors relevant to each building type. Submarkets are non-overlapping, contiguous geographic designations having a cumulative sum that matches the boundaries of the Market they are located within (See also: Market).

Suburban: The Suburban and Central Business District (CBD) designations refer to a particular geographic area within a metropolitan statistical area (MSA). Suburban is defined as including all office inventory not located in the CBD. (See also: CBD)

Tenancy: A term used to indicate whether or not a building is occupied by multiple tenants (See also: Multi-tenant) or a single tenant. (See also: Single-tenant)

Tenant Rep: Tenant Rep stands for Tenant Representative. In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the tenant is referred to as a Tenant Rep.

Time On Market: A measure of how long a currently available space has been marketed for lease, regardless of whether it is vacant or occupied.

Under Construction: Buildings in a state of construction, up until they receive their certificate of occupancy. In order for CoStar to consider a building under construction, the site must have a concrete foundation in place. Abbreviated UC.

Vacancy Rate: A measurement expressed as a percentage of the total amount of physically vacant space divided by the total amount of existing inventory. Under construction space generally is not included in vacancy calculations.

Vacant Space: Space that is not currently occupied by a tenant, regardless of any lease obligation that may be on the space. Vacant space could be space that is either available or not available. For example, sublease space that is currently being paid for by a tenant but not occupied by that tenant, would be considered vacant space. Likewise, space that has been leased but not yet occupied because of finish work being done, would also be considered vacant space.

Weighted Average Rental Rate: Rental rates that are calculated by factoring in, or weighting, the square footage associated with each particular rental rate. This has the effect of causing rental rates on larger spaces to affect the average more than that of smaller spaces. The weighted average rental rate is calculated by taking the ratio of the square footage associated with the rental rate on each individual available space to the square footage associated with rental rates on all available spaces, multiplying the rental rate by that ratio, and then adding together all the resulting numbers. Unless specifically specified otherwise, rental rate averages include both Direct and Sublet available spaces.

Year Built: The year in which a building completed construction and was issued a certificate of occupancy.

YTD: Abbreviation for Year-to-Date. Describes statistics that are cumulative from the beginning of a calendar year through whatever time period is being studied.

Milwaukee Industrial Market



Overview

Milwaukee's Vacancy at 4.0%

Net Absorption Negative (290,378) SF in the Quarter

The Milwaukee Industrial market ended the third quarter 2018 with a vacancy rate of 4.0%. The vacancy rate was up over the previous quarter, with net absorption totaling negative (290,378) square feet in the third quarter. Vacant sublease space decreased in the quarter, ending the quarter at 56,015 square feet. Rental rates ended the third quarter at \$4.63, an increase over the previous quarter. A total of three buildings delivered to the market in the quarter totaling 295,670 square feet, with 937,198 square feet still under construction at the end of the quarter.

Absorption

Net absorption for the overall Milwaukee Industrial market was negative (290,378) square feet in the third quarter 2018. That compares to positive 300,790 square feet in the second quarter 2018, positive 123,807 square feet in the first quarter 2018, and positive 844,777 square feet in the fourth quarter 2017.

Tenants moving out of large blocks of space in 2018 include: G And R Integration Services Inc moving out of (148,000) square feet at 3535 S Oakes Road, Seller's Absorbent Materials Inc moving out of (98,927) square feet at 7300 N 60th Street, and E. R. Wagner Manufacturing Co moving out of (98,600) square feet at 4611 N 32nd Street.

Tenants moving into large blocks of space in 2018 include: Quad Packaging, Inc moving into 162,861 square feet at 4620 W Oakwood Park Drive, Zero Zone Inc moving into 99,740 square feet at W277N2837 Duplainville Road, and Forward Error moving into 95,136 square feet at 10651 S Oakview Parkway.

The Flex building market recorded net absorption of posi-

tive 95,064 square feet in the third quarter 2018, compared to positive 61,565 square feet in the second quarter 2018, negative (9,656) in the first quarter 2018, and negative (160,210) in the fourth quarter 2017.

The Warehouse building market recorded net absorption of negative (385,442) square feet in the third quarter 2018 compared to positive 239,225 square feet in the second quarter 2018, positive 133,463 in the first quarter 2018, and positive 1,004,987 in the fourth quarter 2017.

Vacancy

The Industrial vacancy rate in the Milwaukee market area increased to 4.0% at the end of the third quarter 2018. The vacancy rate was 3.8% at the end of the second quarter 2018, 3.7% at the end of both the first quarter 2018 and the end of the fourth quarter 2017.

Flex projects reported a vacancy rate of 2.9% at the end of the third quarter 2018, 3.1% at the end of the second quarter 2018, 3.2% at the end of both the first quarter 2018 and the end of the fourth quarter 2017.

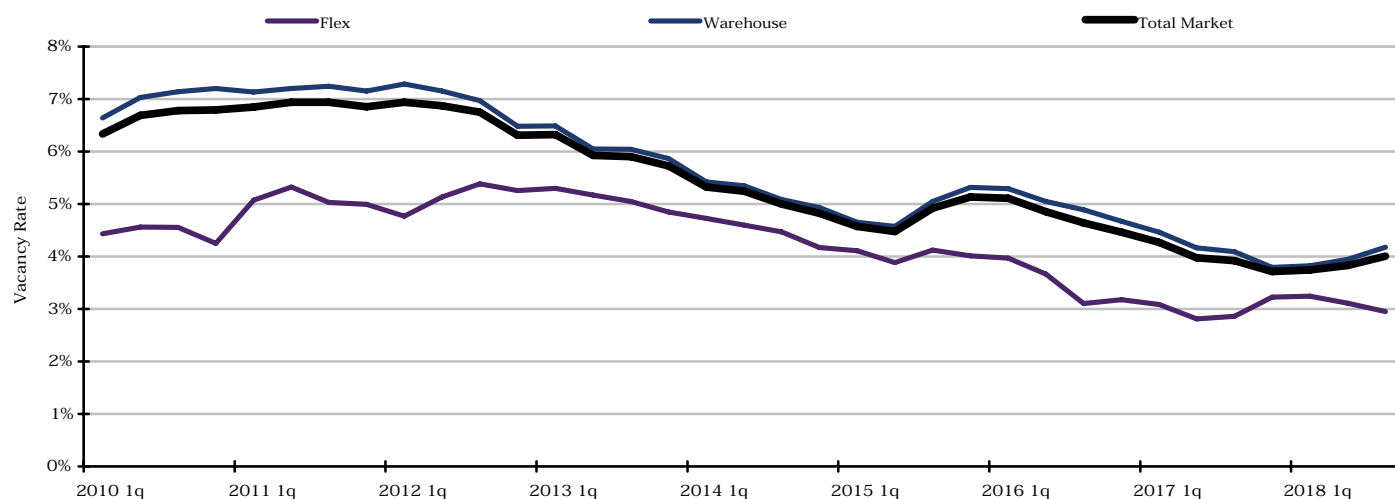
Warehouse projects reported a vacancy rate of 4.2% at the end of the third quarter 2018, 3.9% at the end of second quarter 2018, 3.8% at the end of both the first quarter 2018 and the end of the fourth quarter 2017.

Largest Lease Signings

The largest lease signings occurring in 2018 included: the 162,861-square-foot lease signed by Quad Packaging, Inc at 4620 W Oakwood Park Drive in the Milwaukee County market; the 99,740-square-foot deal signed by Zero Zone Inc. at

Vacancy Rates by Building Type

2006-2018



Source: CoStar Property®

W277N2837 Duplainville Road in the Milwaukee County market; and the 68,750-square-foot lease signed by Real Flame Company, Inc. at 3030 S Sylvania Avenue in the Milwaukee County market.

Sublease Vacancy

The amount of vacant sublease space in the Milwaukee market decreased to 56,015 square feet by the end of the third quarter 2018, from 105,413 square feet at the end of the second quarter 2018. There was 118,742 square feet vacant at the end of the first quarter 2018 and 103,061 square feet at the end of the fourth quarter 2017.

Milwaukee's Flex projects reported vacant sublease space of 15,268 square feet at the end of third quarter 2018, down from the 17,668 square feet reported at the end of the second quarter 2018. There were 10,016 square feet of sublease space vacant at the end of the first quarter 2018, and 18,016 square feet at the end of the fourth quarter 2017.

Warehouse projects reported decreased vacant sublease space from the second quarter 2018 to the third quarter 2018. Sublease vacancy went from 87,745 square feet to 40,747 square feet during that time. There was 108,726 square feet at the end of the first quarter 2018, and 85,045 square feet at the end of the fourth quarter 2017.

Rental Rates

The average quoted asking rental rate for available Industrial space was \$4.63 per square foot per year at the end of the third quarter 2018 in the Milwaukee market area. This represented a 5.5% increase in quoted rental rates from the end of the second quarter 2018, when rents were reported at \$4.39 per square foot.

The average quoted rate within the Flex sector was \$7.65 per square foot at the end of the third quarter 2018, while Warehouse rates stood at \$4.31. At the end of the second quarter 2018, Flex rates were \$7.27 per square foot, and Warehouse

rates were \$4.13.

Deliveries and Construction

During the third quarter 2018, three buildings totaling 295,670 square feet were completed in the Milwaukee market area. This compares to five buildings totaling 618,850 square feet that were completed in the second quarter 2018, three buildings totaling 274,000 square feet completed in the first quarter 2018, and 179,141 square feet in three buildings completed in the fourth quarter 2017.

There were 937,198 square feet of Industrial space under construction at the end of the third quarter 2018.

Some of the notable 2018 deliveries include: 11905 Meridian Drive, a 307,850-square-foot facility that delivered in second quarter 2018 and is now 0% occupied, and Centerpoint Distribution Center - Building B, a 153,300-square-foot building that delivered in third quarter 2018 and is now 100% occupied.

The largest projects underway at the end of third quarter 2018 were W130 N8675 Old Orchard Road, a 200,000-square-foot building with 0% of its space pre-leased, and 6051 S Moorland Road, a 192,800-square-foot facility that is 0% pre-leased.

Inventory

Total Industrial inventory in the Milwaukee market area amounted to 329,845,797 square feet in 7,992 buildings as of the end of the third quarter 2018. The Flex sector consisted of 45,706,593 square feet in 1,352 projects. The Warehouse sector consisted of 284,139,204 square feet in 6,640 buildings. Within the Industrial market there were 689 owner-occupied buildings accounting for 60,841,864 square feet of Industrial space.

Sales Activity

Tallying industrial building sales of 15,000 square feet or larger, Milwaukee industrial sales figures fell during the second quarter 2018 in terms of dollar volume compared to the first quarter of 2018.

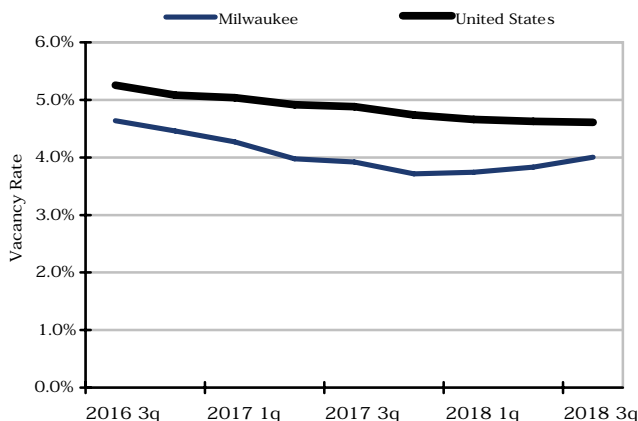
In the second quarter, 32 industrial transactions closed with a total volume of \$95,468,356. The 32 buildings totaled 1,979,544 square feet and the average price per square foot equated to \$48.23 per square foot. That compares to 27 transactions totaling \$100,930,300 in the first quarter. The total square footage was 3,682,214 for an average price per square foot of \$27.41.

Total year-to-date industrial building sales activity in 2018 is down compared to the previous year. In the first six months of 2018, the market saw 59 industrial sales transactions with a total volume of \$196,398,656. The price per square foot has averaged \$34.69 this year. In the first six months of 2017, the market posted 49 transactions with a total volume of \$202,315,950. The price per square foot averaged \$40.40.

Cap rates have been lower in 2018, averaging 7.95%, compared to the first six months of last year when they aver-

U.S. Vacancy Comparison

Past 9 Quarters



Source: CoStar Property®

Milwaukee Industrial Market



Overview

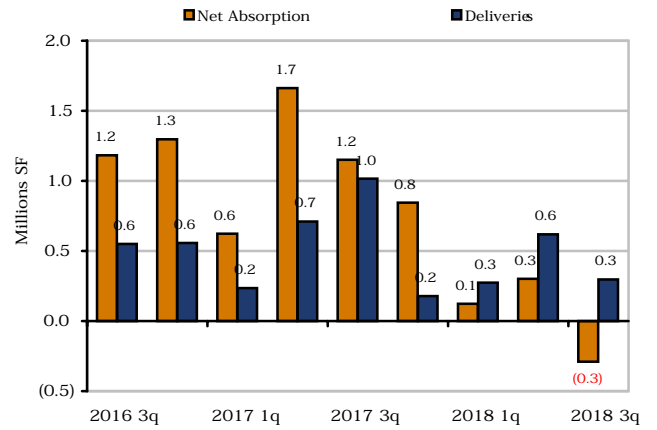
aged 8.74%.

One of the largest transactions that has occurred within the last four quarters in the Milwaukee market is the sale of 1201 Green Valley Rd in Beaver Dam. This 342,000-square-foot industrial building sold for \$37,500,000, or \$109.65 per square foot. The property sold on 12/15/2017.

Report compiled by Conor Rector, CoStar Research Manager

Absorption & Deliveries

Past 9 Quarters



Source: CoStar Property®

CoStar Submarket Clusters & Submarkets

In analyzing metropolitan areas, CoStar has developed geographic designations to help group properties together, called Markets, Submarket Clusters and Submarkets. Markets are the equivalent of metropolitan areas, or areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Markets are then divided into Submarket Clusters, which are core areas within a metropolitan area that are known to be competitive with each other in terms of attracting and keeping tenants. Markets are then further subdivided into smaller units called Submarkets, which serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted competitive set, or peer group.

Submarket Clusters	Submarkets			
Dodge County Ind	Dodge East Ind	Dodge West Ind		
Downtown Ind	Downtown East Ind	Downtown West Ind	Third Ward/Walkers Pt Ind	
Fond du Lac County Ind	Fond du Lac Ind			
Milwaukee County Ind	Mayfair/Wauwatosa Ind Milwaukee SE Ind West Allis Ind	Milwaukee East Ind Milwaukee West Ind	Milwaukee Near SW Ind North Shore Ind	Milwaukee NW Ind SW Outlying Milwaukee Ind
Ozaukee County Ind	North Ozaukee Ind	SE Ozaukee/I-43 Corr Ind	SW Ozaukee Ind	
Racine County Ind	Racine East Ind	Racine West Ind		
Sheboygan County Ind	Outlying Sheboygan Ind	Sheboygan Ind		
Walworth County Ind	Walworth East Ind	Walworth West Ind		
Washington County Ind	North Washington Ind	Washington East Ind	Washington West Ind	
Waukesha County Ind	Brookfield/New Berlin Ind North/Sussex Ind	Central Waukesha Ind SE/Muskego Ind	NE/Delafield Ind SW/Mukwonago Ind	NE/Menomonee Falls Ind

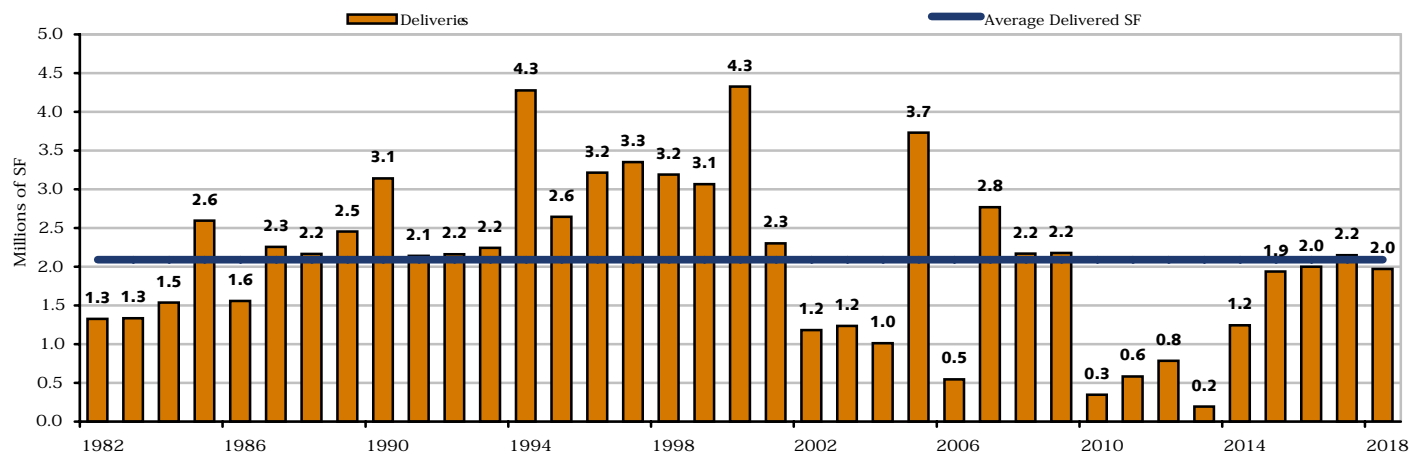
Milwaukee Industrial Market



Inventory & development

Historical Deliveries

1982 - 2018



Source: CoStar Property® * Future deliveries based on current under construction buildings.

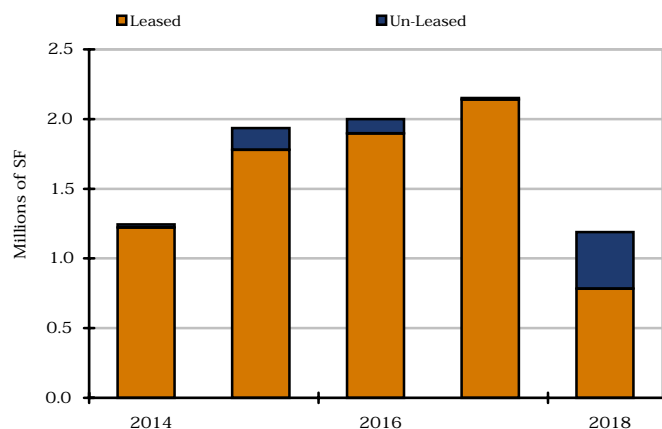
CONSTRUCTION ACTIVITY Markets Ranked by Under Construction RBA

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
Waukesha County Ind	2	392,800	0	0.0%	35,863	196,400
Milwaukee County Ind	2	236,500	104,500	44.2%	44,172	118,250
Sheboygan County Ind	1	175,000	175,000	100.0%	45,725	175,000
Walworth County Ind	1	100,000	0	0.0%	33,140	100,000
Racine County Ind	1	23,000	5,750	25.0%	39,246	23,000
Fond du Lac County Ind	1	9,898	9,898	100.0%	53,591	9,898
Dodge County Ind	0	0	0	0.0%	69,385	0
Downtown Ind	0	0	0	0.0%	47,626	0
Ozaukee County Ind	0	0	0	0.0%	40,501	0
Washington County Ind	0	0	0	0.0%	38,227	0
Totals	8	937,198	295,148	31.5%	41,272	117,150

Source: CoStar Property®

Recent Deliveries

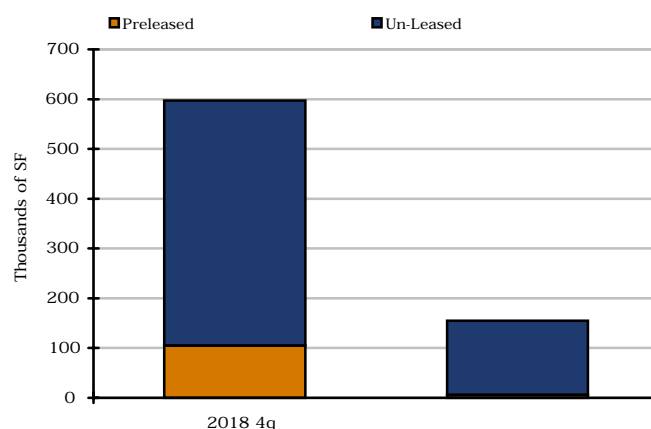
Leased & Un-Leased SF in Deliveries Since 2014



Source: CoStar Property®

Future Deliveries

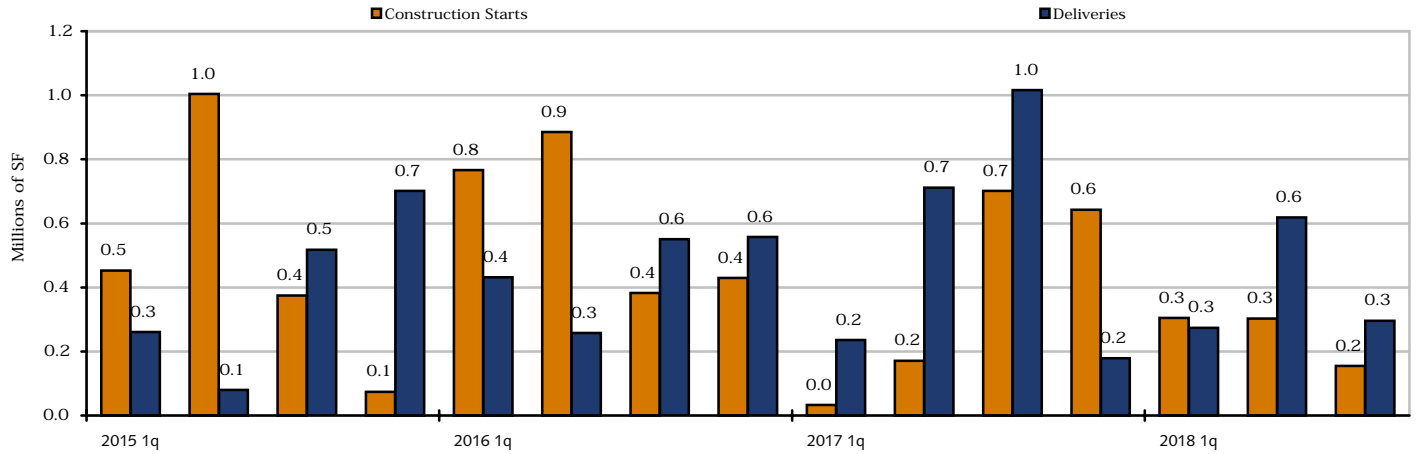
Preleased & Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

Historical Construction Starts & Deliveries

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

RECENT DELIVERIES BY PROJECT SIZE Breakdown of Year-to-Date Development Based on RBA of Project

Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	4	91,370	66,520	72.8%	\$5.00	15,000	76,370
50,000 SF - 99,999 SF	0	0	0	0.0%	\$0.00	0	0
100,000 SF - 249,999 SF	6	789,300	717,300	90.9%	\$5.39	118,000	671,300
250,000 SF - 499,999 SF	1	307,850	0	0.0%	\$0.00	0	307,850
>= 500,000 SF	0	0	0	0.0%	\$0.00	0	0

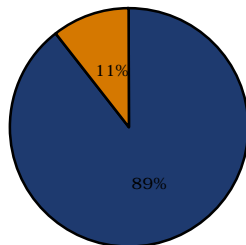
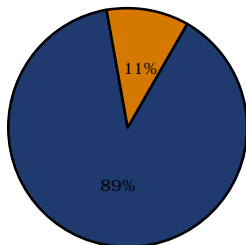
Source: CoStar Property®

Recent Development by Tenancy

Based on RBA Developed for Single & Multi-Tenant Use

2018 Deliveries

Currently Under Construction



■ Multi ■ Single

■ Multi ■ Single

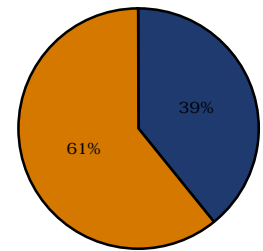
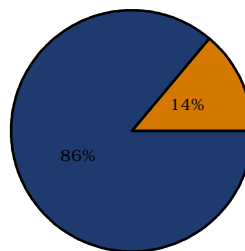
Source: CoStar Property®

Existing Inventory Comparison

Based on Total RBA

By Building Type

By Tenancy Type



■ Flex ■ Warehouse

■ Multi ■ Single

Source: CoStar Property®

Milwaukee Industrial Market



Inventory & development

Select Year-to-Date Deliveries

Based on Project Square Footage

<p>1. 11905 Meridian Dr</p> <p>Submarket: Racine County Industrial Market RBA: 307,850 Occupied: 0% Quoted Rate: Negotiable Grnd Brk Date: Third Quarter 2017 Deliv Date: Second Quarter 2018 Leasing Co: Newmark Knight Frank Developer: Land & Lakes Development Co.</p>	<p>2. 5201 International Dr</p> <p>Submarket: Milwaukee County Industrial Market RBA: 153,300 Occupied: 100% Quoted Rate: \$5.50 Grnd Brk Date: Fourth Quarter 2017 Deliv Date: Third Quarter 2018 Leasing Co: CenterPoint Properties Developer: CenterPoint Properties</p>	<p>3. 10301 Enterprise Way</p> <p>Submarket: Racine County Industrial Market RBA: 137,000 Occupied: 100% Quoted Rate: N/A Grnd Brk Date: Fourth Quarter 2017 Deliv Date: First Quarter 2018 Leasing Co: Unknown Developer: Unknown</p>
<p>4. 10651 S Oakview Pky</p> <p>Submarket: Milwaukee County Industrial Market RBA: 137,000 Occupied: 100% Quoted Rate: \$5.25 Grnd Brk Date: Third Quarter 2017 Deliv Date: Second Quarter 2018 Leasing Co: The Dickman Company, Inc. Developer: The Dickman Company, Inc.</p>	<p>5. 13448 Deback Ln</p> <p>Submarket: Racine County Industrial Market RBA: 124,000 Occupied: 100% Quoted Rate: N/A Grnd Brk Date: Third Quarter 2017 Deliv Date: Second Quarter 2018 Leasing Co: Norco Manufacturing Developer: WISPARK LLC</p>	<p>6. N17W23665 W Bluemound Rd</p> <p>Submarket: Waukesha County Industrial Market RBA: 120,000 Occupied: 40% Quoted Rate: \$5.25 Grnd Brk Date: Fourth Quarter 2017 Deliv Date: Third Quarter 2018 Leasing Co: The Barry Company Developer: Briohn Building Corporation</p>
<p>7. 10303 S Oakview Pky</p> <p>Submarket: Milwaukee County Industrial Market RBA: 118,000 Occupied: 100% Quoted Rate: N/A Grnd Brk Date: Third Quarter 2017 Deliv Date: First Quarter 2018 Leasing Co: Level Up Construction Developer: WISPARK LLC</p>	<p>8. 1151 Universal Blvd</p> <p>Submarket: Walworth County Industrial Market RBA: 35,000 Occupied: 29% Quoted Rate: \$5.00 Grnd Brk Date: Fourth Quarter 2017 Deliv Date: Second Quarter 2018 Leasing Co: NAI MLG Commercial Developer: Unknown</p>	<p>9. 1837 Superior Ave</p> <p>Submarket: Sheboygan County Industrial Market RBA: 22,370 Occupied: 100% Quoted Rate: N/A Grnd Brk Date: Fourth Quarter 2017 Deliv Date: Third Quarter 2018 Leasing Co: Unknown Developer: Unknown</p>
<p>10. 3655 Kettle Ct E</p> <p>Submarket: Waukesha County Industrial Market RBA: 19,000 Occupied: 100% Quoted Rate: N/A Grnd Brk Date: First Quarter 2017 Deliv Date: First Quarter 2018 Leasing Co: Design 2 Construct Developer: Design 2 Construct</p>	<p>11. 10539 N Commerce St</p> <p>Submarket: Ozaukee County Industrial Market RBA: 15,000 Occupied: 100% Quoted Rate: N/A Grnd Brk Date: Third Quarter 2017 Deliv Date: Second Quarter 2018 Leasing Co: A&V WaterJet Tech Inc Developer: WS Development LLC</p>	

Select Top Under Construction Properties

Based on Project Square Footage

- | | | |
|---|--|---|
| <p>1. W130 N8675 Old Orchard Rd</p> <p>Submarket: Waukesha County Industrial Market
 RBA: 200,000
 Preleased: 0%
 Quoted Rate: \$4.95
 Grnd Brk Date: First Quarter 2018
 Deliv Date: Fourth Quarter 2018
 Leasing Co: The Dickman Company, Inc.
 Developer: Unknown</p> | <p>2. 6051 S Moorland Rd</p> <p>Submarket: Waukesha County Industrial Market
 RBA: 192,800
 Preleased: 0%
 Quoted Rate: \$5.50
 Grnd Brk Date: Second Quarter 2018
 Deliv Date: Fourth Quarter 2018
 Leasing Co: Cushman & Wakefield Boerke
 Developer: Unknown</p> | <p>3. 35 S Business Park Dr</p> <p>Submarket: Sheboygan County Industrial Market
 RBA: 175,000
 Preleased: 100%
 Quoted Rate: N/A
 Grnd Brk Date: Fourth Quarter 2017
 Deliv Date: Third Quarter 2018
 Leasing Co: Village Of Oostburg
 Developer: Unknown</p> |
| <p>4. 102 W Oakview Pky</p> <p>Submarket: Milwaukee County Industrial Market
 RBA: 132,000
 Preleased: 0%
 Quoted Rate: \$5.50
 Grnd Brk Date: Third Quarter 2018
 Deliv Date: First Quarter 2019
 Leasing Co: Cushman & Wakefield Boerke
 Developer: HSA Commercial Real Estate</p> | <p>5. 500 W Opus Dr</p> <p>Submarket: Milwaukee County Industrial Market
 RBA: 104,500
 Preleased: 100%
 Quoted Rate: N/A
 Grnd Brk Date: First Quarter 2018
 Deliv Date: Fourth Quarter 2018
 Leasing Co: Setzer Properties Mke Llc
 Developer: Unknown</p> | <p>6. Badger IV</p> <p>Submarket: Walworth County Industrial Market
 RBA: 100,000
 Preleased: 0%
 Quoted Rate: \$4.45
 Grnd Brk Date: Second Quarter 2018
 Deliv Date: Fourth Quarter 2018
 Leasing Co: Coldwell Banker Commercial McGuire
 Developer: Unknown</p> |
| <p>7. 4731 E Frontage Rd</p> <p>Submarket: Racine County Industrial Market
 RBA: 23,000
 Preleased: 25%
 Quoted Rate: Negotiable
 Grnd Brk Date: Third Quarter 2018
 Deliv Date: First Quarter 2019
 Leasing Co: M&M Express, Inc.
 Developer: M&M Express, Inc.</p> | <p>8. 6252 W Pioneer Rd</p> <p>Submarket: Fond du Lac County Industrial Market
 RBA: 9,898
 Preleased: 100%
 Quoted Rate: N/A
 Grnd Brk Date: Second Quarter 2018
 Deliv Date: Third Quarter 2018
 Leasing Co: Brunswick Corporation
 Developer: Unknown</p> | |

Milwaukee Industrial Market



Figures at a Glance

Flex Market Statistics

Third Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Dodge County Ind	51	2,285,506	1,156	1,156	0.1%	17,753	0	0	\$10.92
Downtown Ind	14	404,085	22,728	22,728	5.6%	(22,728)	0	0	\$17.00
Fond du Lac County Ind	23	747,179	5,992	5,992	0.8%	5,857	0	0	\$6.61
Milwaukee County Ind	462	19,901,237	681,412	681,412	3.4%	(14,005)	0	0	\$6.85
Ozaukee County Ind	115	3,513,686	89,235	89,235	2.5%	(44,680)	0	0	\$7.63
Racine County Ind	40	1,537,016	62,530	62,530	4.1%	(3,360)	0	0	\$4.24
Sheboygan County Ind	23	550,475	16,250	16,250	3.0%	23,030	22,370	0	\$7.36
Walworth County Ind	23	420,894	16,920	16,920	4.0%	(11,920)	0	0	\$10.19
Washington County Ind	120	3,379,971	51,777	51,777	1.5%	300	0	0	\$6.92
Waukesha County Ind	481	12,966,544	384,771	400,039	3.1%	196,726	0	0	\$8.67
Totals	1,352	45,706,593	1,332,771	1,348,039	2.9%	146,973	22,370	0	\$7.65

Source: CoStar Property®

Warehouse Market Statistics

Third Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Dodge County Ind	178	13,603,617	772,457	772,457	5.7%	44,170	0	0	\$3.67
Downtown Ind	166	8,168,625	445,991	445,991	5.5%	(74,330)	0	0	\$8.92
Fond du Lac County Ind	133	7,612,947	372,060	372,060	4.9%	(164,560)	0	9,898	\$3.55
Milwaukee County Ind	2,265	100,555,345	5,340,215	5,361,668	5.3%	281,368	408,300	236,500	\$3.94
Ozaukee County Ind	202	9,325,064	358,087	358,087	3.8%	120,902	15,000	0	\$3.96
Racine County Ind	813	31,939,633	2,138,395	2,138,395	6.7%	(126,163)	568,850	23,000	\$4.45
Sheboygan County Ind	331	15,636,296	495,281	495,281	3.2%	(177,681)	0	175,000	\$4.81
Walworth County Ind	386	13,133,210	391,597	391,597	3.0%	27,724	35,000	100,000	\$3.90
Washington County Ind	421	17,300,822	243,961	243,961	1.4%	(3,686)	0	0	\$4.76
Waukesha County Ind	1,745	66,863,645	1,262,343	1,281,637	1.9%	59,502	139,000	392,800	\$5.20
Totals	6,640	284,139,204	11,820,387	11,861,134	4.2%	(12,754)	1,166,150	937,198	\$4.31

Source: CoStar Property®

Total Industrial Market Statistics

Third Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Dodge County Ind	229	15,889,123	773,613	773,613	4.9%	61,923	0	0	\$3.72
Downtown Ind	180	8,572,710	468,719	468,719	5.5%	(97,058)	0	0	\$9.78
Fond du Lac County Ind	156	8,360,126	378,052	378,052	4.5%	(158,703)	0	9,898	\$3.65
Milwaukee County Ind	2,727	120,456,582	6,021,627	6,043,080	5.0%	267,363	408,300	236,500	\$4.16
Ozaukee County Ind	317	12,838,750	447,322	447,322	3.5%	76,222	15,000	0	\$4.72
Racine County Ind	853	33,476,649	2,200,925	2,200,925	6.6%	(129,523)	568,850	23,000	\$4.44
Sheboygan County Ind	354	16,186,771	511,531	511,531	3.2%	(154,651)	22,370	175,000	\$4.94
Walworth County Ind	409	13,554,104	408,517	408,517	3.0%	15,804	35,000	100,000	\$4.01
Washington County Ind	541	20,680,793	295,738	295,738	1.4%	(3,386)	0	0	\$5.07
Waukesha County Ind	2,226	79,830,189	1,647,114	1,681,676	2.1%	256,228	139,000	392,800	\$5.80
Totals	7,992	329,845,797	13,153,158	13,209,173	4.0%	134,219	1,188,520	937,198	\$4.63

Source: CoStar Property®



Milwaukee Industrial Market

Figures at a Glance

Flex Submarket Statistics

Third Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Brookfield/New Berli.	95	2,549,634	82,364	82,364	3.2%	31,202	0	0	\$8.78
Central Waukesha Ind	226	6,272,584	192,686	207,954	3.3%	64,475	0	0	\$9.34
Dodge East Ind	13	707,854	0	0	0.0%	0	0	0	\$0.00
Dodge West Ind	38	1,577,652	1,156	1,156	0.1%	17,753	0	0	\$10.92
Downtown East Ind	2	29,780	0	0	0.0%	0	0	0	\$0.00
Downtown West Ind	3	75,543	22,728	22,728	30.1%	(22,728)	0	0	\$17.00
Fond du Lac Ind	23	747,179	5,992	5,992	0.8%	5,857	0	0	\$6.61
Mayfair/Wauwatosa In.	23	3,168,112	36,198	36,198	1.1%	35,174	0	0	\$10.13
Milwaukee East Ind	38	2,919,323	105,000	105,000	3.6%	17,300	0	0	\$14.22
Milwaukee Near SW In.	16	623,977	85,819	85,819	13.8%	2,378	0	0	\$5.26
Milwaukee NW Ind	312	11,010,661	284,392	284,392	2.6%	(24,491)	0	0	\$6.58
Milwaukee SE Ind	26	781,017	98,348	98,348	12.6%	2,780	0	0	\$4.63
Milwaukee West Ind	8	286,168	11,265	11,265	3.9%	0	0	0	\$9.50
NE/Delafield Ind	39	1,242,720	16,650	16,650	1.3%	13,285	0	0	\$6.26
NE/Menomonee Falls I.	86	1,926,518	21,748	21,748	1.1%	88,057	0	0	\$7.53
North Ozaukee Ind	92	2,583,523	49,080	49,080	1.9%	(32,904)	0	0	\$9.88
North Shore Ind	1	8,190	0	0	0.0%	0	0	0	\$0.00
North Washington Ind	57	1,121,988	4,000	4,000	0.4%	(4,000)	0	0	\$5.64
North/Sussex Ind	7	235,648	12,752	12,752	5.4%	0	0	0	\$10.06
Outlying Sheboygan I.	8	212,791	0	0	0.0%	0	0	0	\$0.00
Racine East Ind	28	1,308,091	55,865	55,865	4.3%	(3,365)	0	0	\$4.17
Racine West Ind	12	228,925	6,665	6,665	2.9%	5	0	0	\$5.58
SE Ozaukee/I-43 Corr.	6	327,331	3,315	3,315	1.0%	0	0	0	\$5.53
SE/Muskego Ind	14	440,961	58,571	58,571	13.3%	(293)	0	0	\$7.33
Sheboygan Ind	15	337,684	16,250	16,250	4.8%	23,030	22,370	0	\$7.36
SW Outlying Milwauke.	13	395,764	23,495	23,495	5.9%	(14,505)	0	0	\$11.50
SW Ozaukee Ind	17	602,832	36,840	36,840	6.1%	(11,776)	0	0	\$7.00
SW/Mukwonago Ind	14	298,479	0	0	0.0%	0	0	0	\$0.00
Third Ward/Walkers P.	9	298,762	0	0	0.0%	0	0	0	\$0.00
Walworth East Ind	14	318,685	12,600	12,600	4.0%	(7,600)	0	0	\$11.72
Walworth West Ind	9	102,209	4,320	4,320	4.2%	(4,320)	0	0	\$7.50
Washington East Ind	24	955,619	47,777	47,777	5.0%	4,300	0	0	\$6.76
Washington West Ind	39	1,302,364	0	0	0.0%	0	0	0	\$7.94
West Allis Ind	25	708,025	36,895	36,895	5.2%	(32,641)	0	0	\$5.86
Totals	1,352	45,706,593	1,332,771	1,348,039	2.9%	146,973	22,370	0	\$7.65

Source: CoStar Property®

Milwaukee Industrial Market



Figures at a Glance

Warehouse Submarket Statistics

Third Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Brookfield/New Berli.	362	12,429,077	195,583	195,583	1.6%	(1,677)	0	0	\$5.10
Central Waukesha Ind	538	19,086,000	564,406	564,406	3.0%	90,365	120,000	0	\$5.36
Dodge East Ind	57	7,107,852	400,000	400,000	5.6%	24,700	0	0	\$4.70
Dodge West Ind	121	6,495,765	372,457	372,457	5.7%	19,470	0	0	\$3.54
Downtown East Ind	2	26,618	0	0	0.0%	0	0	0	\$0.00
Downtown West Ind	39	1,101,239	73,000	73,000	6.6%	13,000	0	0	\$11.04
Fond du Lac Ind	133	7,612,947	372,060	372,060	4.9%	(164,560)	0	9,898	\$3.55
Mayfair/Wauwatosa In.	65	4,735,080	470,376	470,376	9.9%	10,800	0	0	\$4.60
Milwaukee East Ind	133	5,578,311	704,228	704,228	12.6%	(82,240)	0	0	\$2.36
Milwaukee Near SW In.	308	13,383,637	275,502	275,502	2.1%	4,339	0	0	\$4.16
Milwaukee NW Ind	513	22,874,455	1,210,503	1,210,503	5.3%	64,825	0	0	\$3.48
Milwaukee SE Ind	551	27,423,659	1,863,649	1,873,402	6.8%	(59,416)	408,300	236,500	\$4.34
Milwaukee West Ind	246	9,737,121	548,777	548,777	5.6%	25,067	0	0	\$2.97
NE/Delafield Ind	176	8,520,467	71,821	71,821	0.8%	8,505	19,000	0	\$4.80
NE/Menomonee Falls I.	364	13,802,431	135,956	155,250	1.1%	(45,952)	0	200,000	\$5.18
North Ozaukee Ind	152	6,793,892	355,841	355,841	5.2%	99,148	0	0	\$3.97
North Shore Ind	3	211,063	0	0	0.0%	0	0	0	\$0.00
North Washington Ind	105	4,877,060	122,022	122,022	2.5%	17,176	0	0	\$4.53
North/Sussex Ind	91	5,182,800	195,296	195,296	3.8%	9,872	0	0	\$4.78
Outlying Sheboygan I.	126	6,043,659	63,260	63,260	1.0%	(48,260)	0	175,000	\$2.94
Racine East Ind	609	27,390,804	2,121,545	2,121,545	7.7%	(168,032)	568,850	23,000	\$4.33
Racine West Ind	204	4,548,829	16,850	16,850	0.4%	41,869	0	0	\$7.52
SE Ozaukee/I-43 Corr.	3	55,020	0	0	0.0%	0	0	0	\$0.00
SE/Muskego Ind	157	6,025,893	99,281	99,281	1.6%	(59,711)	0	192,800	\$5.44
Sheboygan Ind	205	9,592,637	432,021	432,021	4.5%	(129,421)	0	0	\$5.09
SW Outlying Milwauke.	151	5,192,896	83,998	83,998	1.6%	151,225	0	0	\$5.38
SW Ozaukee Ind	47	2,476,152	2,246	2,246	0.1%	21,754	15,000	0	\$3.66
SW/Mukwonago Ind	57	1,816,977	0	0	0.0%	58,100	0	0	\$4.03
Third Ward/Walkers P.	125	7,040,768	372,991	372,991	5.3%	(87,330)	0	0	\$7.76
Walworth East Ind	155	5,067,770	176,807	176,807	3.5%	11,500	0	0	\$4.25
Walworth West Ind	231	8,065,440	214,790	214,790	2.7%	16,224	35,000	100,000	\$3.71
Washington East Ind	275	10,121,312	94,789	94,789	0.9%	(25,704)	0	0	\$5.15
Washington West Ind	41	2,302,450	27,150	27,150	1.2%	4,842	0	0	\$4.25
West Allis Ind	295	11,419,123	183,182	194,882	1.7%	166,768	0	0	\$4.14
Totals	6,640	284,139,204	11,820,387	11,861,134	4.2%	(12,754)	1,166,150	937,198	\$4.31

Source: CoStar Property®



Milwaukee Industrial Market

Figures at a Glance

Flex Market Statistics

Third Quarter 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 3q	1,352	45,706,593	1,332,771	1,348,039	2.9%	95,064	1	22,370	0	0	\$7.65
2018 2q	1,351	45,684,223	1,403,065	1,420,733	3.1%	61,565	0	0	1	22,370	\$7.27
2018 1q	1,351	45,684,223	1,472,282	1,482,298	3.2%	(9,656)	0	0	1	22,370	\$7.22
2017 4q	1,351	45,684,223	1,454,626	1,472,642	3.2%	(160,210)	1	6,200	1	22,370	\$7.11
2017 3q	1,350	45,678,023	1,281,689	1,306,232	2.9%	(22,343)	0	0	1	6,200	\$6.90
2017 2q	1,350	45,678,023	1,283,889	1,283,889	2.8%	135,644	2	11,715	1	6,200	\$7.22
2017 1q	1,348	45,666,308	1,407,818	1,407,818	3.1%	40,584	0	0	2	11,715	\$6.92
2016	1,347	45,579,308	1,445,602	1,448,402	3.2%	698,506	3	137,860	1	7,315	\$6.84
2015	1,342	45,246,845	1,814,445	1,814,445	4.0%	250,063	5	214,301	3	209,500	\$6.95
2014	1,338	45,060,474	1,713,194	1,878,137	4.2%	307,357	0	0	3	188,069	\$6.92
2013	1,338	45,060,474	2,020,551	2,185,494	4.9%	141,417	0	0	0	0	\$6.82
2012	1,339	45,105,207	2,284,701	2,371,644	5.3%	(78,223)	2	43,206	0	0	\$6.56
2011	1,337	45,062,001	2,237,375	2,250,215	5.0%	(363,922)	2	71,997	1	40,606	\$6.79
2010	1,336	45,091,837	1,903,289	1,916,129	4.2%	73,513	1	2,600	3	74,569	\$7.18
2009	1,335	45,089,237	1,956,469	1,987,042	4.4%	3,258	5	188,162	0	0	\$6.67
2008	1,329	44,872,915	1,720,622	1,773,978	4.0%	292,018	3	91,630	5	188,162	\$7.06

Source: CoStar Property®

Warehouse Market Statistics

Third Quarter 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 3q	6,640	284,139,204	11,820,387	11,861,134	4.2%	(385,442)	2	273,300	8	937,198	\$4.31
2018 2q	6,638	283,865,904	11,114,647	11,202,392	3.9%	239,225	5	618,850	8	1,055,498	\$4.13
2018 1q	6,633	283,247,054	10,714,041	10,822,767	3.8%	133,463	3	274,000	10	1,371,650	\$4.12
2017 4q	6,630	283,012,894	10,646,525	10,731,570	3.8%	1,004,987	2	172,941	11	1,341,150	\$4.14
2017 3q	6,629	282,844,753	11,458,471	11,568,416	4.1%	1,172,864	6	1,016,159	8	893,791	\$4.10
2017 2q	6,624	281,832,180	11,678,156	11,728,707	4.2%	1,527,472	7	699,360	9	1,208,100	\$4.27
2017 1q	6,616	281,124,820	12,452,993	12,548,819	4.5%	581,850	5	235,775	15	1,742,519	\$4.24
2016	6,615	281,121,545	13,080,243	13,127,394	4.7%	3,014,457	17	1,572,861	17	1,949,882	\$4.16
2015	6,604	279,866,161	14,848,216	14,886,467	5.3%	(128,783)	17	1,345,954	11	1,081,372	\$4.10
2014	6,590	278,857,142	13,743,665	13,748,665	4.9%	2,790,539	10	1,170,878	8	756,470	\$4.10
2013	6,584	278,669,344	16,337,466	16,351,406	5.9%	414,348	3	175,448	6	714,304	\$4.00
2012	6,595	280,050,951	18,101,361	18,147,361	6.5%	1,874,912	7	691,632	2	153,560	\$4.02
2011	6,594	280,064,103	19,864,933	20,035,425	7.2%	409,811	9	506,928	6	615,342	\$3.95
2010	6,591	279,773,943	19,958,740	20,155,076	7.2%	(1,917,588)	5	265,293	7	349,096	\$4.04
2009	6,582	279,523,917	17,906,712	17,987,462	6.4%	(1,063,783)	12	1,467,768	5	103,980	\$4.02
2008	6,569	278,238,045	15,596,663	15,637,807	5.6%	2,911,486	18	1,267,128	12	1,376,768	\$4.15

Source: CoStar Property®

Total Industrial Market Statistics

Third Quarter 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 3q	7,992	329,845,797	13,153,158	13,209,173	4.0%	(290,378)	3	295,670	8	937,198	\$4.63
2018 2q	7,989	329,550,127	12,517,712	12,623,125	3.8%	300,790	5	618,850	9	1,077,868	\$4.39
2018 1q	7,984	328,931,277	12,186,323	12,305,065	3.7%	123,807	3	274,000	11	1,394,020	\$4.38
2017 4q	7,981	328,697,117	12,101,151	12,204,212	3.7%	844,777	3	179,141	12	1,363,520	\$4.41
2017 3q	7,979	328,522,776	12,740,160	12,874,648	3.9%	1,150,521	6	1,016,159	9	899,991	\$4.35
2017 2q	7,974	327,510,203	12,962,045	13,012,596	4.0%	1,663,116	9	711,075	10	1,214,300	\$4.53
2017 1q	7,964	326,791,128	13,860,811	13,956,637	4.3%	622,434	5	235,775	17	1,754,234	\$4.46
2016	7,962	326,700,853	14,525,845	14,575,796	4.5%	3,712,963	20	1,710,721	18	1,957,197	\$4.36
2015	7,946	325,113,006	16,662,661	16,700,912	5.1%	121,280	22	1,560,255	14	1,290,872	\$4.33
2014	7,928	323,917,616	15,456,859	15,626,802	4.8%	3,097,896	10	1,170,878	11	944,539	\$4.33
2013	7,922	323,729,818	18,358,017	18,536,900	5.7%	555,765	3	175,448	6	714,304	\$4.24
2012	7,934	325,156,158	20,386,062	20,519,005	6.3%	1,796,689	9	734,838	2	153,560	\$4.23
2011	7,931	325,126,104	22,102,308	22,285,640	6.9%	45,889	11	578,925	7	655,948	\$4.14
2010	7,927	324,865,780	21,862,029	22,071,205	6.8%	(1,844,075)	6	267,893	10	423,665	\$4.24
2009	7,917	324,613,154	19,863,181	19,974,504	6.2%	(1,060,525)	17	1,655,930	5	103,980	\$4.20
2008	7,898	323,110,960	17,317,285	17,411,785	5.4%	3,203,504	21	1,358,758	17	1,564,930	\$4.40

Source: CoStar Property®

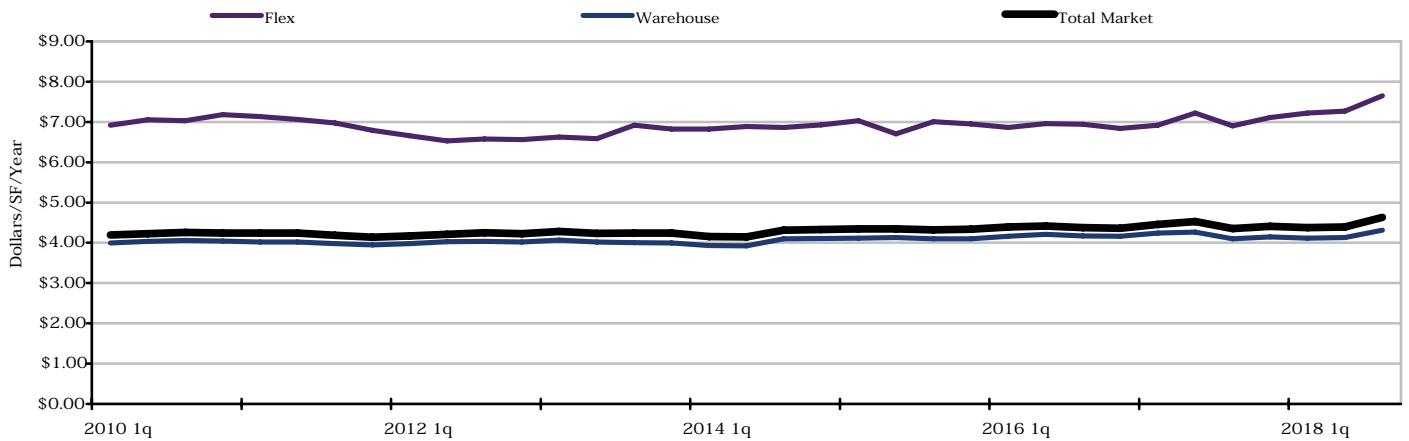
Milwaukee Industrial Market



Leasing Activity

Historical Rental Rates

Based on Quoted Rental Rates



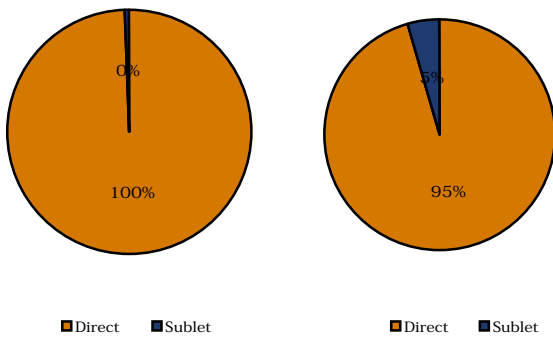
Source: CoStar Property®

Vacancy by Available Space Type

Percent of All Vacant Space in Direct vs. Sublet

Milwaukee

United States



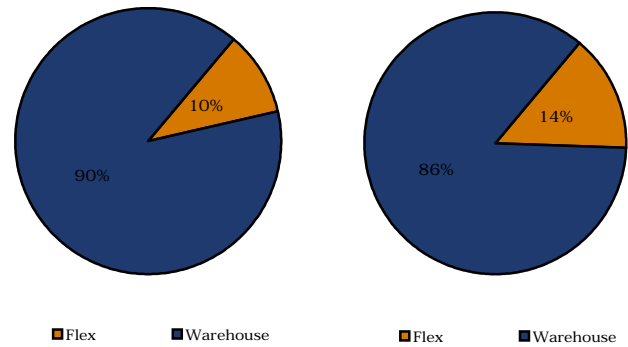
Source: CoStar Property®

Vacancy by Building Type

Percent of All Vacant Space by Building Type

Milwaukee

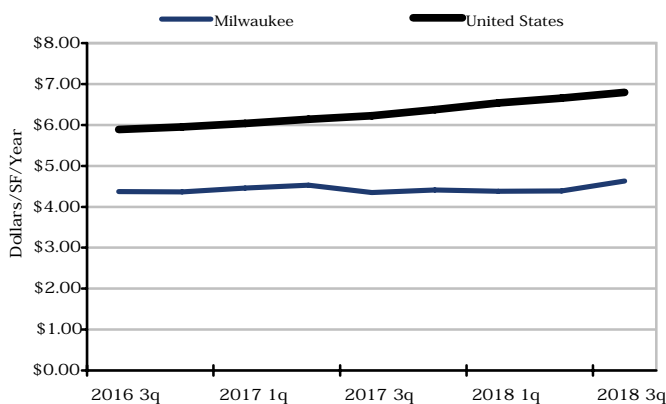
United States



Source: CoStar Property®

U.S. Rental Rate Comparison

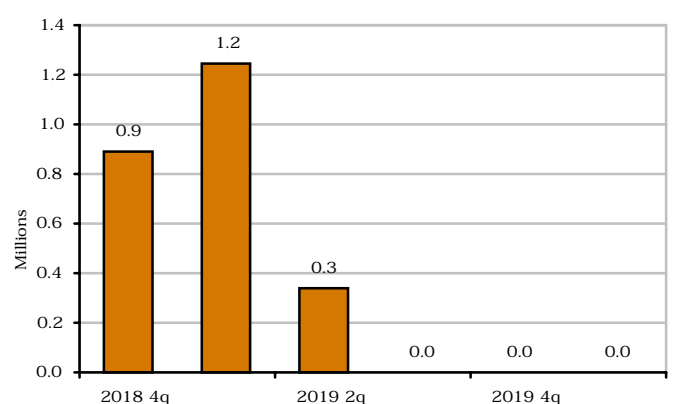
Based on Average Quoted Rental Rates



Source: CoStar Property®

Future Space Available

Space Scheduled to be Available for Occupancy*



Source: CoStar Property®

* Includes Under Construction Space



Milwaukee Industrial Market

Leasing Activity

Select Top Industrial Leases Based on Leased Square Footage For Deals Signed in 2018

Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1 Zilber Industrial I	SWOutlyingMilwaukeeInd	162,861	1st	Quad Packaging, Inc	Unknown	Zilber Property Group
2 W277N2837 Duplainville Rd	Central Waukesha Ind	99,740	1st	Zero Zone, Inc	Unknown	Judson & Associates, S.C.
3 820 E Washington St*	North Washington Ind	84,000	2nd	Serigraph, Inc	Unknown	American Commercial Real Estate
4 Zilber Industrial I	NE/Menomonee Falls Ind	78,260	1st	Anixter, Inc.	Unknown	Zilber Property Group
5 Yorkville Business Center - Building 1*	Racine East Ind	68,750	2nd	Real Flame Company, Inc.	Direct Deal	Lee&Associates;Cushman&Wakefie
6 TransMetro Center	Milwaukee NW Ind	65,000	3rd	Milwaukee Electric Tool Corp	Unknown	Dunne Commercial Properties
7 Brown Deer Business Park - Building 2*	Milwaukee NW Ind	58,543	2nd	Kleen Test Products	Unknown	NAI MLG Commercial
8 4837 W Woolworth Ave	Milwaukee NW Ind	51,700	1st	The Community Warehouse, Inc.	NAI MLG Commercial	Founders 3
9 N94W14444 Garwin-Mace Dr	NE/Menomonee Falls Ind	42,590	1st	Connected Technology Solutions	NAI MLG Commercial	The Dickman Company, Inc.
10 Yellow Rose Distribution Center	SWOutlyingMilwaukeeInd	42,000	2nd	Allstates Trucking, Inc.	Unknown	Exeter Property Group LLC; Exeter P
11 10651 S Oakview Pky	Milwaukee SE Ind	41,864	3rd	Wayfair	Unknown	The Dickman Company, Inc.
12 1615 Grebby St	Walworth West Ind	40,000	1st	The Pallet Builder, Inc	Direct Deal	Coldwell Banker Commercial McGuire
13 16675 W Glendale Dr	Brookfield/New Berlin Ind	40,000	1st	Central Equipment Supply	Unknown	N/A
14 3015 N114th St	Mayfair/Wauwatosa Ind	39,474	3rd	Extra Space Storage	Unknown	HSA Commercial Real Estate
15 4041 N 35th St	Milwaukee NW Ind	37,800	2nd	Remedy Solution Services	Direct Deal	PARADIGM Real Estate
16 2755 S160th St*	Brookfield/New Berlin Ind	30,360	1st	Anderson Seal, Inc.	Unknown	N/A
17 6724 S13th St	Milwaukee SE Ind	26,000	1st	United Process Controls	NAI MLG Commercial	The Dickman Company, Inc.
18 2801 Carlisle Ave	Racine East Ind	20,000	2nd	Hiram Power Electric, LLC	Unknown	The Dickman Company, Inc.
19 Wells Street Plastics	Walworth East Ind	19,370	3rd	Anderson Manufacturing	The Dickman Company, Inc.	ICI Commercial
20 2805 S160th St	Brookfield/New Berlin Ind	18,144	2nd	MCT of Wisconsin, Inc.	Unknown	The Dickman Company, Inc.
21 4700 W Ryan Rd	SWOutlyingMilwaukeeInd	16,585	2nd	MIMAKI	Cresa	N/A
22 6228 W State St	Milwaukee West Ind	16,000	1st	Beyond Vision	Founders 3	CBRE
23 N53W24950 S Corporate Cir	North/Sussex Ind	14,100	2nd	BGI	Unknown	NAI MLG Commercial

Source: CoStar Property®

* Renewal

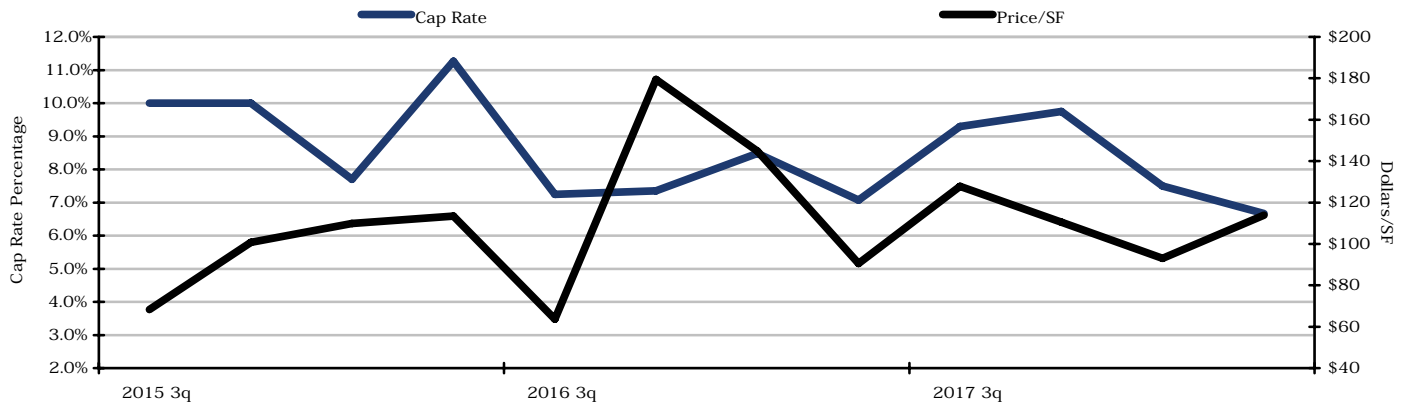
Milwaukee Industrial Market



Sales Activity

The Optimist Sales Index

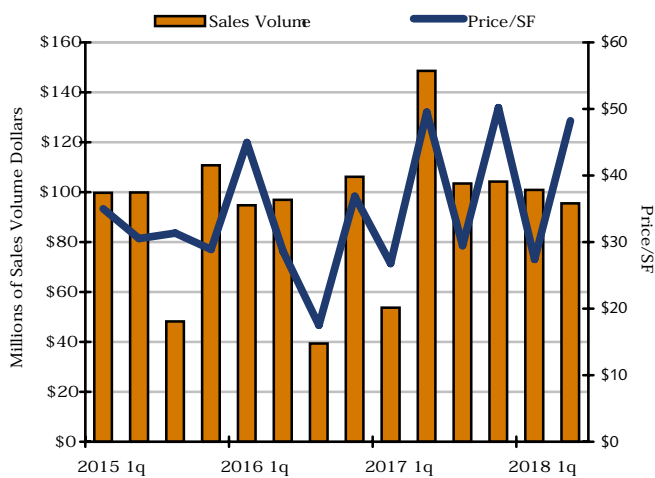
Average of Two Highest Price/SF's and Two Lowest Cap Rates Per Quarter



Source: CoStar COMPS®

Sales Volume & Price

Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

Sales Analysis by Building Size

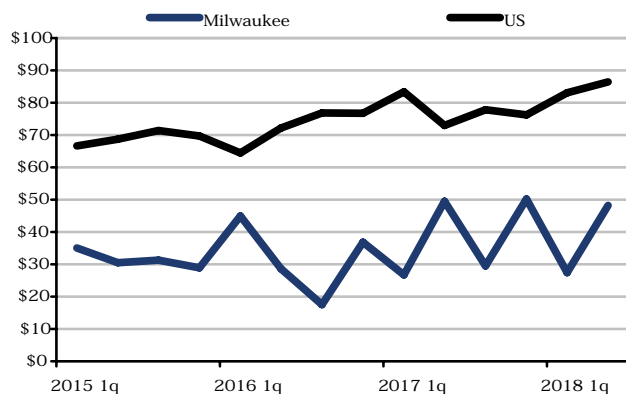
Based on Industrial Bldg Sales From July 2017 - June 2018

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 25,000 SF	35	628,802	\$45,423,030	\$ 72.24	8.32%
25K-99K SF	73	3,561,109	\$156,866,400	\$ 44.05	9.18%
100K-249K SF	19	2,800,370	\$102,125,856	\$ 36.47	6.03%
>250K SF	6	4,388,076	\$110,960,000	\$ 25.29	10.00%

Source: CoStar COMPS®

U.S. Price/SF Comparison

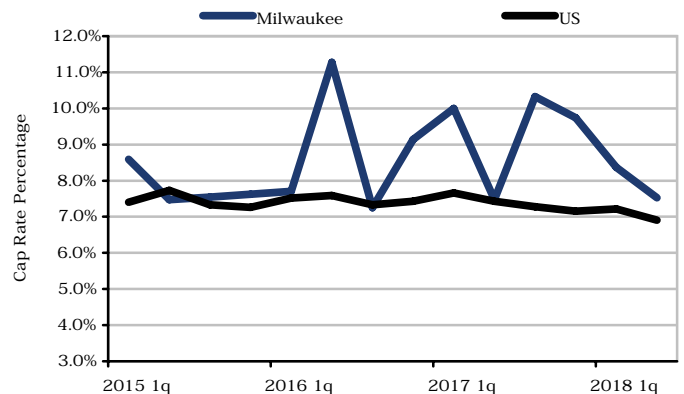
Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

U.S. Cap Rate Comparison

Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

Select Top Sales

Based on Sales from July 2017 Through September 2018

1. 1201 Green Valley Rd



Beaver Dam

Price: **\$37,500,000**
 Price/SF: **\$109.65**
 Cap Rate: **N/A**
 RBA: **342,000**
 Date: **12/15/2017**
 Year Built: **N/A**
 Buyer: **Pinnacle Foods Inc.**
 Seller: **Ryder System, Inc.**

2. 11800 W Burleigh St



Wauwatosa

Price: **\$31,250,000**
 Price/SF: **\$15.45**
 Cap Rate: **N/A**
 RBA: **2,022,825**
 Date: **3/13/2018**
 Year Built: **1958**
 Buyer: **Phoenix Investors, LLC**
 Seller: **JCPenney Company, Inc.**

3. Mitchell Industrial Park



Cudahy

Price: **\$30,585,000**
 Price/SF: **\$34.71**
 Cap Rate: **10%**
 RBA: **881,251**
 Date: **8/22/2017**
 Year Built: **1978**
 Buyer: **Oak Realty Group, Inc.**
 Seller: **CrossLake Partners**

4. Foxconn



Mount Pleasant

Price: **\$13,667,356**
 Price/SF: **\$87.70**
 Cap Rate: **N/A**
 RBA: **155,844**
 Date: **4/25/2018**
 Year Built: **2016**
 Buyer: **James Campbell Company LLC**
 Seller: **The Opus Group**

5. Canal Street Commerce Center



Milwaukee

Price: **\$11,750,000**
 Price/SF: **\$80.19**
 Cap Rate: **N/A**
 RBA: **146,532**
 Date: **10/5/2017**
 Year Built: **2007**
 Buyer: **LCM Funds Real Estate, LLC.**
 Seller: **Jeffrey J Ziegler**

6. RidgeView Business Center VI



Waukesha

Price: **\$8,630,000**
 Price/SF: **\$110.64**
 Cap Rate: **N/A**
 RBA: **78,000**
 Date: **5/11/2018**
 Year Built: **2014**
 Buyer: **GFP Alliance Hialeah**
 Seller: **Noble Properties**

7. XPEDX



Pewaukee

Price: **\$8,449,200**
 Price/SF: **\$51.21**
 Cap Rate: **N/A**
 RBA: **165,000**
 Date: **2/1/2018**
 Year Built: **1997**
 Buyer: **Veritiv Corporation**
 Seller: **International Paper Company**

8. 4107 W Orchard St



Milwaukee

Price: **\$7,900,000**
 Price/SF: **\$35.11**
 Cap Rate: **N/A**
 RBA: **225,000**
 Date: **9/19/2018**
 Year Built: **1942**
 Buyer: **FOUR HORIZONS XARIN LIMITED,**
 Seller: **LLP**
Reich Brothers

9. 1343 27th St



Caledonia

Price: **\$4,316,000**
 Price/SF: **\$80.40**
 Cap Rate: **N/A**
 RBA: **53,680**
 Date: **5/8/2018**
 Year Built: **2015**
 Buyer: **STAG Industrial, Inc.**
 Seller: **Jon Hendersen Real Estate**

Milwaukee Industrial Market

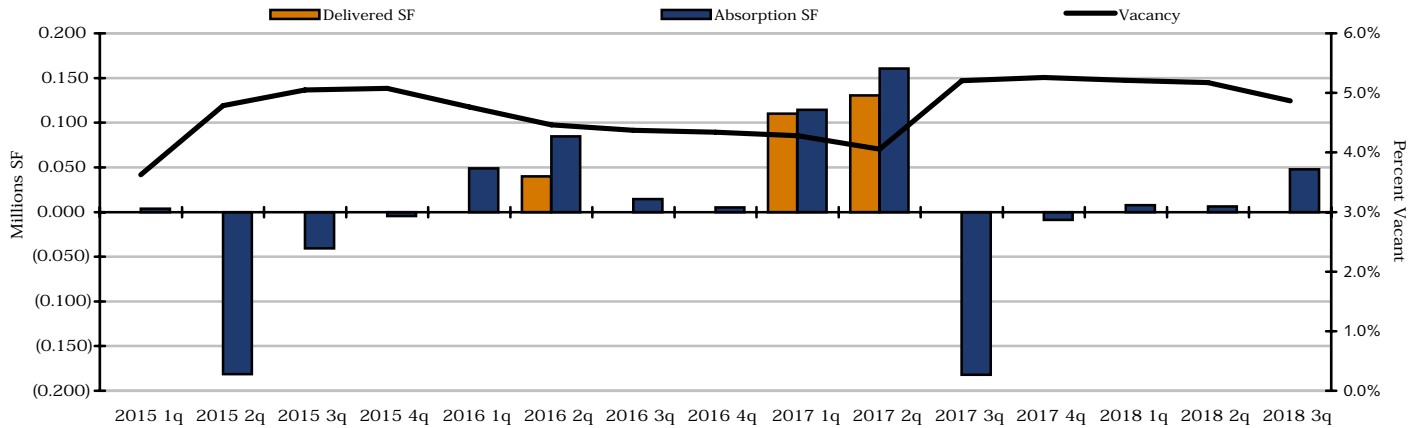


Dodge County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

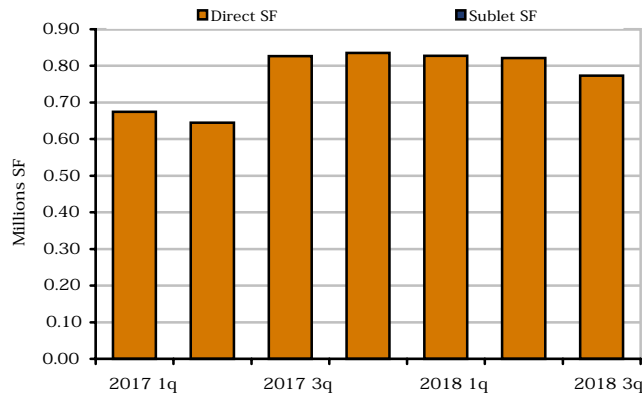
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

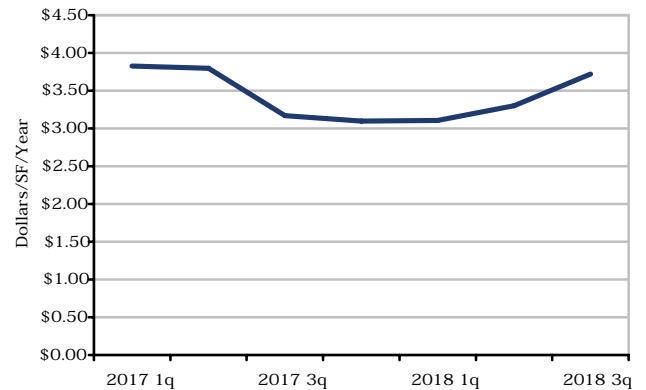
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	229	15,889,123	773,613	4.9%	47,958	0	0	0	0	\$3.72
2018 2q	229	15,889,123	821,571	5.2%	6,210	0	0	0	0	\$3.30
2018 1q	229	15,889,123	827,781	5.2%	7,755	0	0	0	0	\$3.11
2017 4q	229	15,889,123	835,536	5.3%	(8,869)	0	0	0	0	\$3.10
2017 3q	229	15,889,123	826,667	5.2%	(182,238)	0	0	0	0	\$3.17
2017 2q	229	15,889,123	644,429	4.1%	160,700	1	130,600	0	0	\$3.80
2017 1q	228	15,758,523	674,529	4.3%	114,500	1	110,000	1	130,600	\$3.83
2016 4q	227	15,648,523	679,029	4.3%	5,244	0	0	2	240,600	\$4.04
2016 3q	227	15,648,523	684,273	4.4%	14,360	0	0	2	240,600	\$3.90
2016 2q	227	15,648,523	698,633	4.5%	84,665	1	40,000	2	240,600	\$3.88
2016 1q	226	15,608,523	743,298	4.8%	49,052	0	0	3	280,600	\$3.91
2015 4q	226	15,608,523	792,350	5.1%	(4,300)	0	0	1	40,000	\$3.91
2015 3q	226	15,608,523	788,050	5.0%	(40,800)	0	0	1	40,000	\$3.93
2015 2q	226	15,608,523	747,250	4.8%	(181,504)	0	0	0	0	\$4.49
2015 1q	226	15,608,523	565,746	3.6%	3,600	0	0	0	0	\$4.60
2014 4q	226	15,608,523	569,346	3.6%	0	0	0	0	0	\$4.54

Source: CoStar Property®



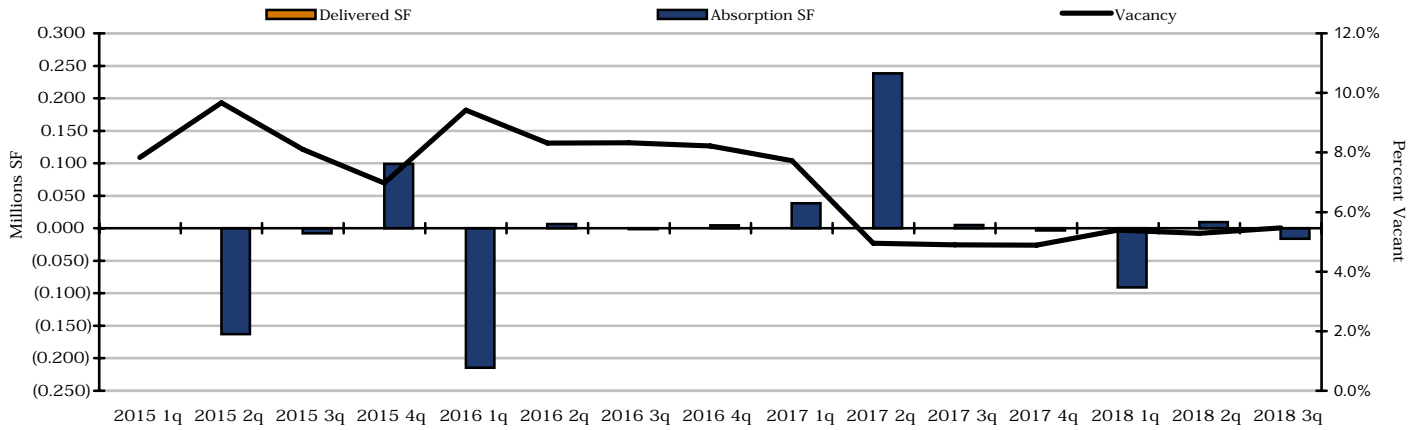
Milwaukee Industrial Market

Downtown Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

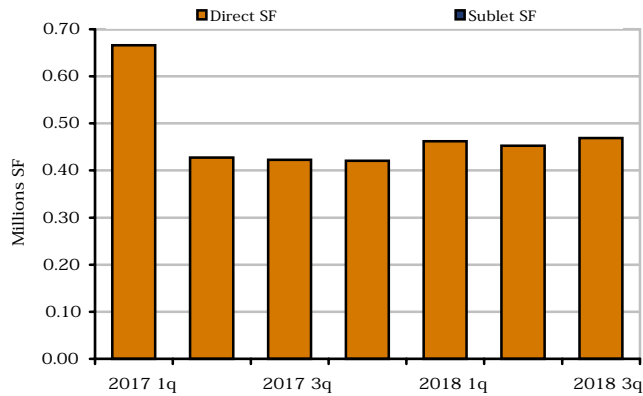
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

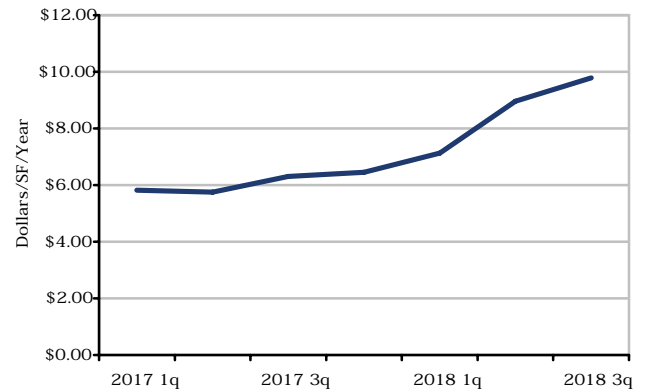
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	180	8,572,710	468,719	5.5%	(15,900)	0	0	0	0	\$9.78
2018 2q	180	8,572,710	452,819	5.3%	9,619	0	0	0	0	\$8.96
2018 1q	180	8,572,710	462,438	5.4%	(90,777)	0	0	0	0	\$7.13
2017 4q	181	8,622,050	421,001	4.9%	(3,413)	0	0	0	0	\$6.45
2017 3q	182	8,626,850	422,388	4.9%	5,176	0	0	0	0	\$6.31
2017 2q	182	8,626,850	427,564	5.0%	238,415	0	0	0	0	\$5.75
2017 1q	182	8,626,850	665,979	7.7%	38,726	0	0	0	0	\$5.82
2016 4q	183	8,631,850	709,705	8.2%	4,674	0	0	0	0	\$4.76
2016 3q	184	8,636,708	719,237	8.3%	(1,408)	0	0	0	0	\$4.50
2016 2q	184	8,636,708	717,829	8.3%	6,591	0	0	0	0	\$4.53
2016 1q	185	8,735,608	823,320	9.4%	(214,700)	0	0	0	0	\$4.30
2015 4q	185	8,735,608	608,620	7.0%	99,076	0	0	0	0	\$4.39
2015 3q	185	8,735,608	707,696	8.1%	(7,800)	0	0	0	0	\$3.83
2015 2q	186	8,895,608	859,896	9.7%	(162,800)	0	0	0	0	\$3.99
2015 1q	186	8,895,608	697,096	7.8%	0	0	0	0	0	\$3.95
2014 4q	186	8,895,608	697,096	7.8%	(16,500)	0	0	0	0	\$4.09

Source: CoStar Property®

Milwaukee Industrial Market

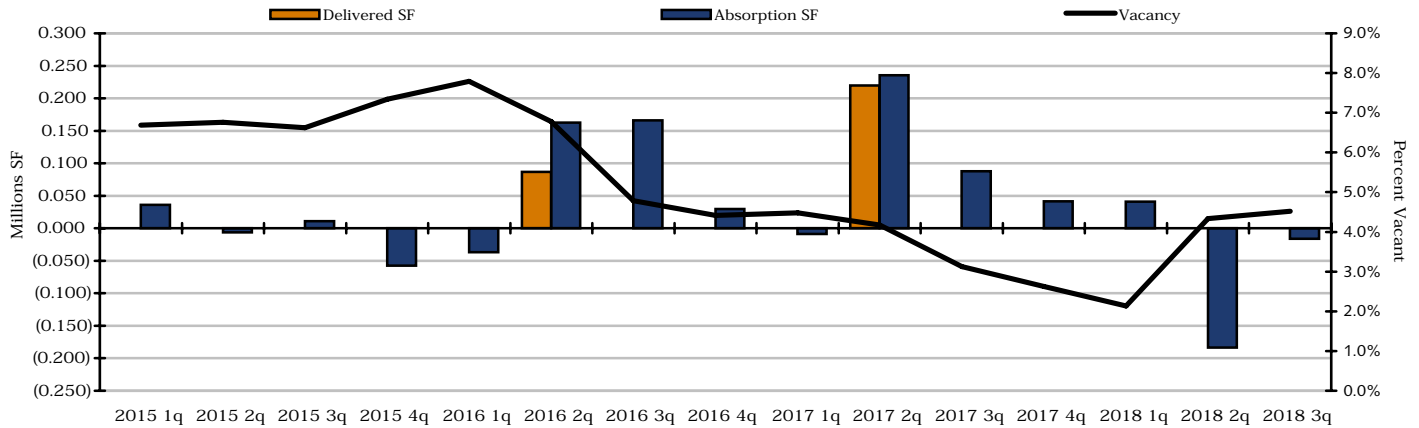


Fond du Lac County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

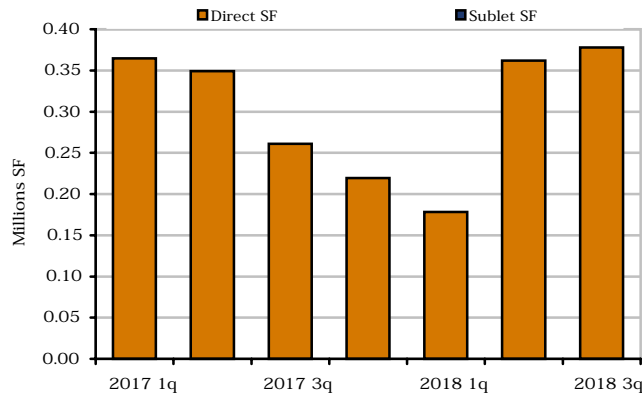
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

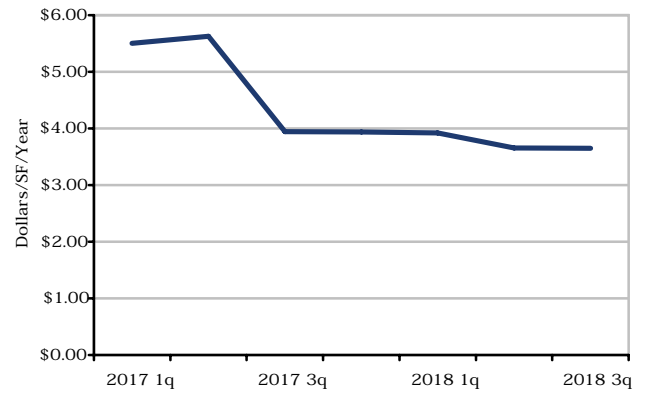
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	156	8,360,126	378,052	4.5%	(15,960)	0	0	1	9,898	\$3.65
2018 2q	156	8,360,126	362,092	4.3%	(183,743)	0	0	1	9,898	\$3.65
2018 1q	156	8,360,126	178,349	2.1%	41,000	0	0	0	0	\$3.92
2017 4q	156	8,360,126	219,349	2.6%	41,708	0	0	0	0	\$3.94
2017 3q	156	8,360,126	261,057	3.1%	87,925	0	0	0	0	\$3.94
2017 2q	156	8,360,126	348,982	4.2%	235,260	2	219,600	0	0	\$5.63
2017 1q	154	8,140,526	364,642	4.5%	(8,742)	0	0	2	219,600	\$5.50
2016 4q	153	8,053,526	355,900	4.4%	29,720	0	0	2	219,600	\$5.01
2016 3q	153	8,053,526	385,620	4.8%	166,100	0	0	2	219,600	\$5.06
2016 2q	154	8,140,526	551,720	6.8%	162,850	1	87,000	0	0	\$6.38
2016 1q	153	8,053,526	627,570	7.8%	(36,600)	0	0	1	87,000	\$6.49
2015 4q	153	8,053,526	590,970	7.3%	(57,310)	0	0	1	87,000	\$6.43
2015 3q	153	8,053,526	533,660	6.6%	10,998	0	0	1	87,000	\$8.89
2015 2q	153	8,053,526	544,658	6.8%	(6,273)	0	0	1	87,000	\$9.12
2015 1q	153	8,053,526	538,385	6.7%	35,840	0	0	1	87,000	\$9.53
2014 4q	153	8,053,526	574,225	7.1%	67,056	1	6,404	0	0	\$10.02

Source: CoStar Property®



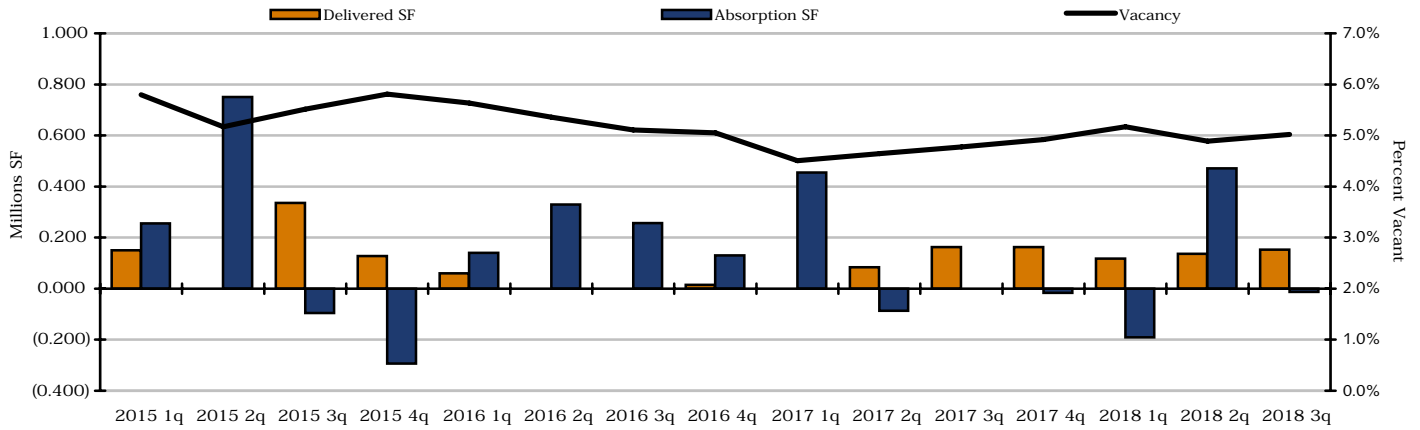
Milwaukee Industrial Market

Milwaukee County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

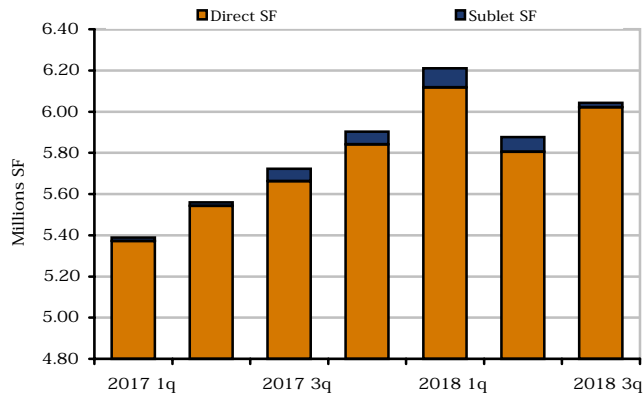
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

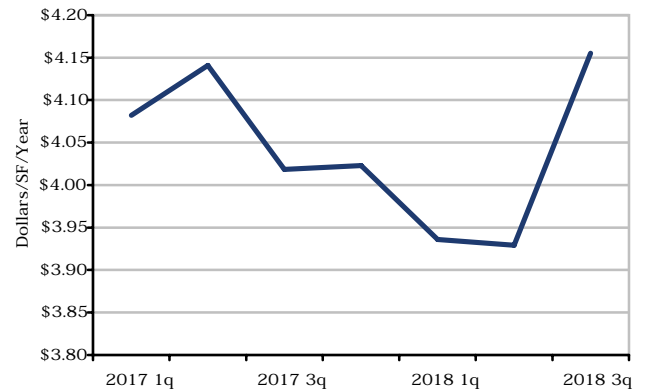
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	2,727	120,456,582	6,043,080	5.0%	(12,510)	1	153,300	2	236,500	\$4.16
2018 2q	2,726	120,303,282	5,877,270	4.9%	470,778	1	137,000	2	257,800	\$3.93
2018 1q	2,725	120,166,282	6,211,048	5.2%	(190,905)	1	118,000	3	394,800	\$3.94
2017 4q	2,724	120,048,282	5,902,143	4.9%	(16,450)	1	162,861	3	408,300	\$4.02
2017 3q	2,723	119,885,421	5,722,832	4.8%	(380)	2	163,000	3	417,861	\$4.02
2017 2q	2,721	119,722,421	5,559,452	4.6%	(86,821)	1	83,640	3	325,861	\$4.14
2017 1q	2,720	119,638,781	5,388,991	4.5%	455,174	0	0	3	246,640	\$4.08
2016 4q	2,722	119,849,581	6,054,965	5.1%	130,080	1	15,360	3	246,640	\$4.02
2016 3q	2,720	119,786,041	6,121,505	5.1%	257,294	0	0	3	93,540	\$4.04
2016 2q	2,722	119,830,041	6,422,799	5.4%	329,964	0	0	3	93,540	\$4.04
2016 1q	2,722	119,830,041	6,752,763	5.6%	140,092	1	60,000	0	0	\$4.05
2015 4q	2,723	119,900,260	6,963,074	5.8%	(293,312)	2	128,160	1	60,000	\$4.03
2015 3q	2,723	119,837,873	6,607,375	5.5%	(95,173)	2	335,114	3	188,160	\$3.98
2015 2q	2,721	119,502,759	6,177,088	5.2%	751,015	0	0	4	470,114	\$3.95
2015 1q	2,721	119,502,759	6,928,103	5.8%	255,002	2	150,676	4	470,114	\$3.98
2014 4q	2,719	119,352,083	7,032,429	5.9%	736,254	0	0	6	620,790	\$3.97

Source: CoStar Property®

Milwaukee Industrial Market

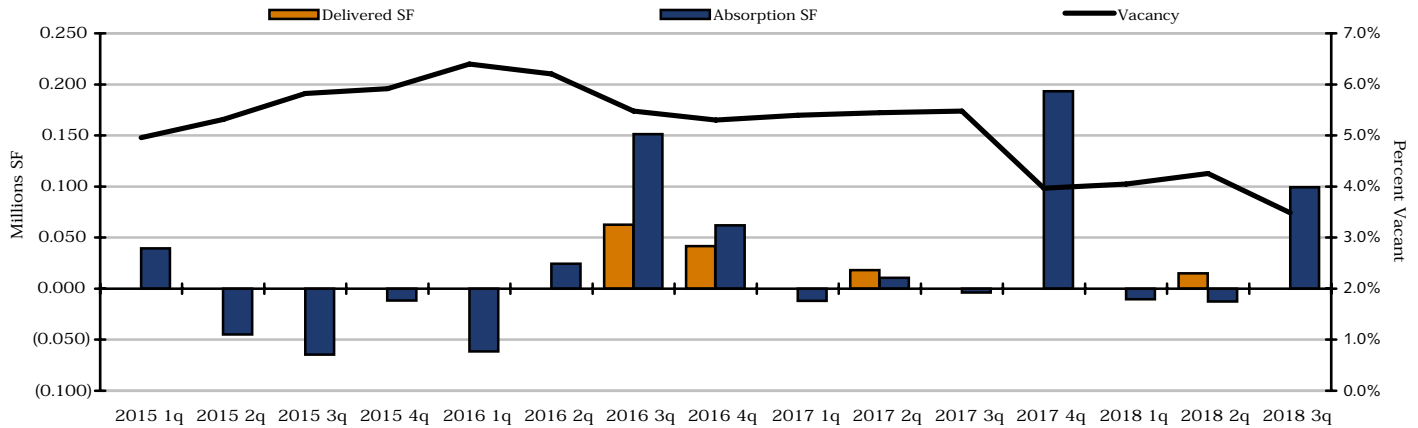


Ozaukee County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

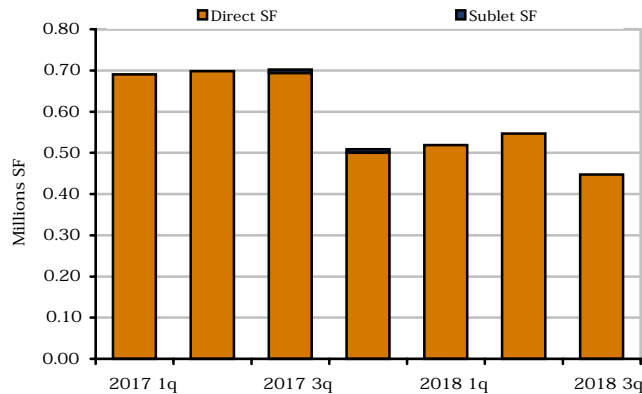
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

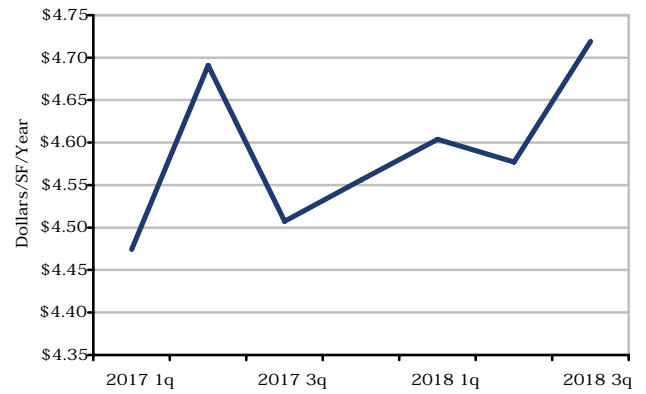
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	317	12,838,750	447,322	3.5%	99,329	0	0	0	0	\$4.72
2018 2q	317	12,838,750	546,651	4.3%	(12,700)	1	15,000	0	0	\$4.58
2018 1q	316	12,823,750	518,951	4.0%	(10,407)	0	0	1	15,000	\$4.60
2017 4q	315	12,814,250	508,544	4.0%	193,269	0	0	1	15,000	\$4.56
2017 3q	315	12,814,250	701,813	5.5%	(3,700)	0	0	1	15,000	\$4.51
2017 2q	315	12,814,250	698,113	5.4%	10,526	1	18,000	0	0	\$4.69
2017 1q	314	12,796,250	690,639	5.4%	(12,000)	0	0	1	18,000	\$4.47
2016 4q	314	12,796,250	678,639	5.3%	61,954	1	41,657	1	18,000	\$4.34
2016 3q	313	12,754,593	698,936	5.5%	151,232	1	62,500	2	59,657	\$4.60
2016 2q	312	12,692,093	787,668	6.2%	24,339	0	0	1	62,500	\$4.58
2016 1q	312	12,692,093	812,007	6.4%	(61,488)	0	0	1	62,500	\$4.49
2015 4q	312	12,692,093	750,519	5.9%	(11,580)	0	0	1	62,500	\$3.95
2015 3q	312	12,692,093	738,939	5.8%	(64,488)	0	0	0	0	\$3.96
2015 2q	312	12,692,093	674,451	5.3%	(44,960)	0	0	0	0	\$3.93
2015 1q	312	12,692,093	629,491	5.0%	39,569	0	0	0	0	\$3.93
2014 4q	312	12,692,093	669,060	5.3%	7,365	0	0	0	0	\$3.92

Source: CoStar Property®



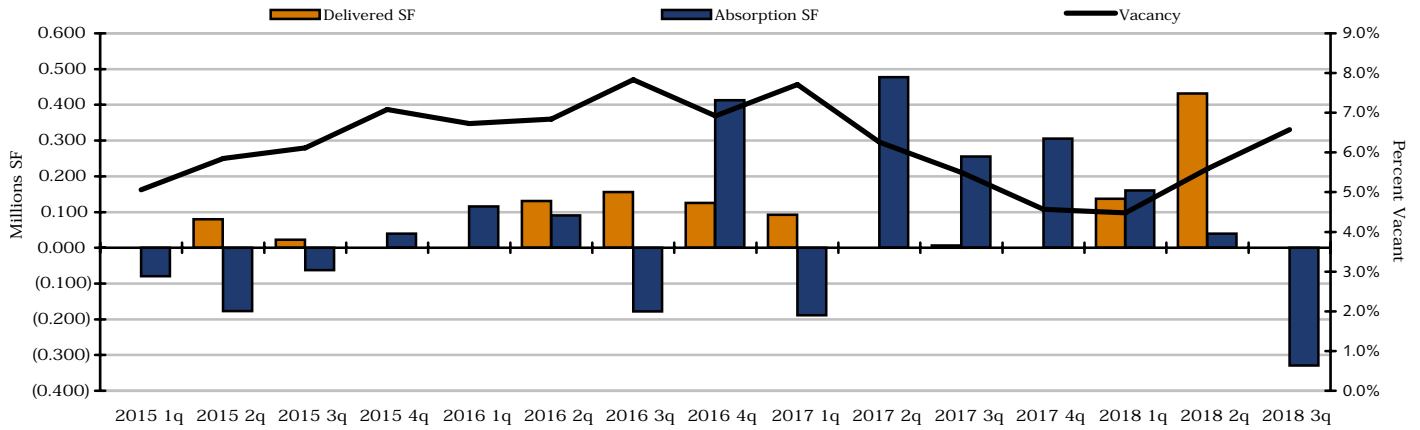
Milwaukee Industrial Market

Racine County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

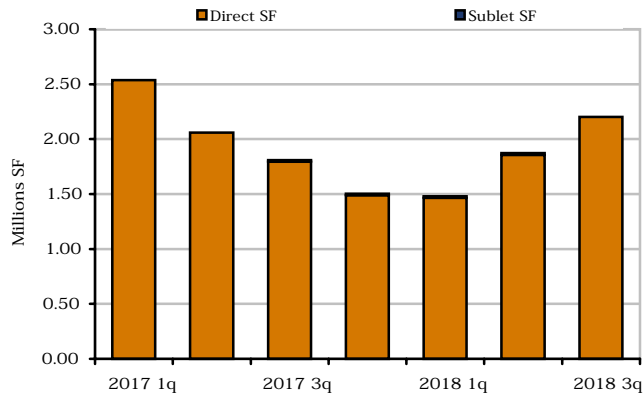
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

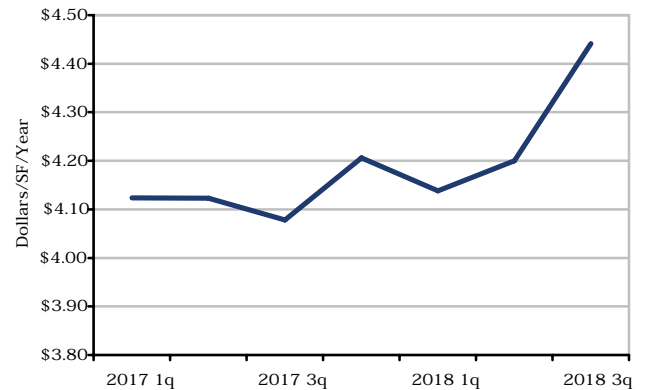
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	853	33,476,649	2,200,925	6.6%	(329,150)	0	0	1	23,000	\$4.44
2018 2q	853	33,476,649	1,871,775	5.6%	39,301	2	431,850	0	0	\$4.20
2018 1q	851	33,044,799	1,479,226	4.5%	160,326	1	137,000	2	431,850	\$4.14
2017 4q	850	32,907,799	1,502,552	4.6%	305,806	0	0	3	568,850	\$4.21
2017 3q	850	32,907,799	1,808,358	5.5%	255,425	1	6,812	2	431,850	\$4.08
2017 2q	850	32,904,573	2,060,557	6.3%	477,181	0	0	1	6,812	\$4.12
2017 1q	850	32,904,573	2,537,738	7.7%	(188,361)	3	92,775	1	6,812	\$4.12
2016 4q	848	32,828,498	2,273,302	6.9%	412,722	1	125,902	3	92,775	\$4.21
2016 3q	847	32,702,596	2,560,122	7.8%	(177,981)	1	155,844	4	218,677	\$4.18
2016 2q	846	32,546,752	2,226,297	6.8%	90,540	2	131,122	3	311,521	\$4.30
2016 1q	843	32,409,130	2,179,215	6.7%	115,330	0	0	5	419,368	\$4.23
2015 4q	843	32,409,130	2,294,545	7.1%	39,240	0	0	3	137,622	\$4.09
2015 3q	842	32,033,222	1,957,877	6.1%	(62,545)	1	22,416	1	375,908	\$3.89
2015 2q	841	32,010,806	1,872,916	5.9%	(176,678)	2	80,089	2	398,324	\$3.92
2015 1q	839	31,930,717	1,616,149	5.1%	(79,134)	0	0	3	102,505	\$3.78
2014 4q	840	32,313,717	1,920,015	5.9%	(350,676)	1	132,000	1	53,680	\$3.69

Source: CoStar Property®

Milwaukee Industrial Market

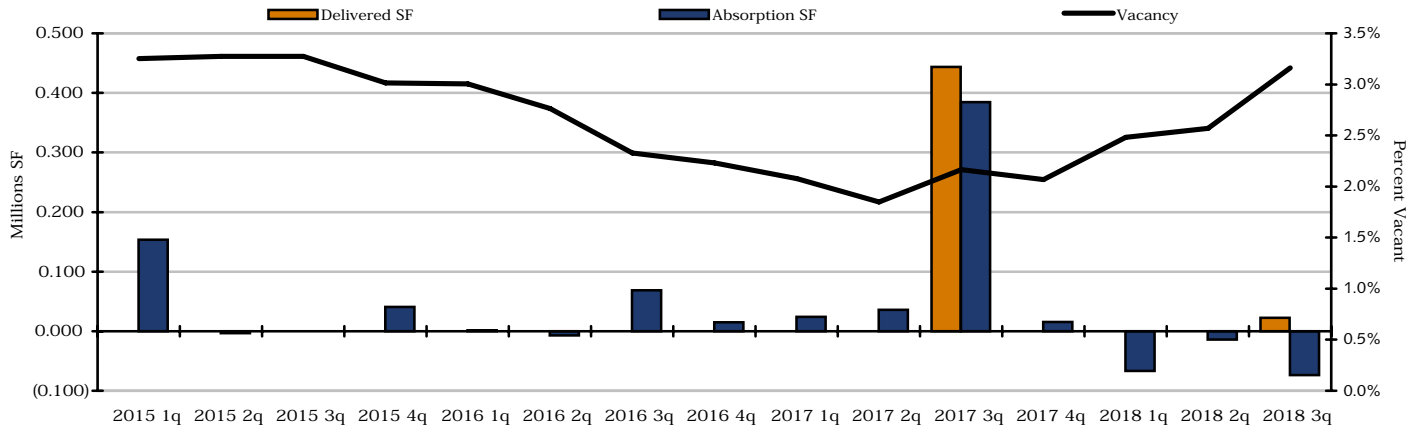


Sheboygan County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

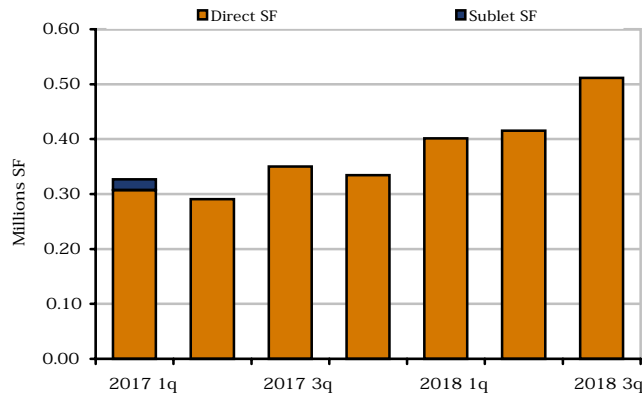
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

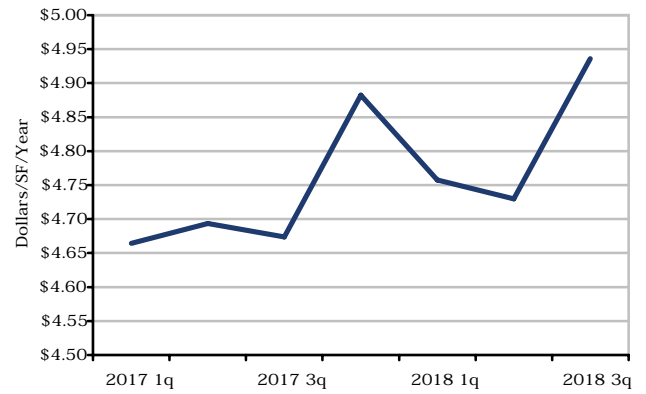
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	354	16,186,771	511,531	3.2%	(73,647)	1	22,370	1	175,000	\$4.94
2018 2q	353	16,164,401	415,514	2.6%	(14,200)	0	0	2	197,370	\$4.73
2018 1q	353	16,164,401	401,314	2.5%	(66,804)	0	0	2	197,370	\$4.76
2017 4q	353	16,164,401	334,510	2.1%	15,500	0	0	2	197,370	\$4.88
2017 3q	353	16,164,401	350,010	2.2%	384,402	1	443,747	0	0	\$4.67
2017 2q	352	15,720,654	290,665	1.8%	36,150	0	0	1	443,747	\$4.69
2017 1q	352	15,720,654	326,815	2.1%	24,110	0	0	1	443,747	\$4.66
2016 4q	352	15,720,654	350,925	2.2%	14,878	0	0	1	443,747	\$4.63
2016 3q	352	15,720,654	365,803	2.3%	68,875	0	0	1	443,747	\$4.61
2016 2q	352	15,720,654	434,678	2.8%	(6,878)	0	0	1	443,747	\$4.55
2016 1q	353	15,766,654	473,800	3.0%	1,411	0	0	0	0	\$4.44
2015 4q	353	15,766,654	475,211	3.0%	40,838	0	0	0	0	\$4.43
2015 3q	353	15,766,654	516,049	3.3%	0	0	0	0	0	\$4.46
2015 2q	353	15,766,654	516,049	3.3%	(3,064)	0	0	0	0	\$4.39
2015 1q	353	15,766,654	512,985	3.3%	153,400	0	0	0	0	\$4.39
2014 4q	353	15,766,654	666,385	4.2%	55,689	0	0	0	0	\$3.91

Source: CoStar Property®



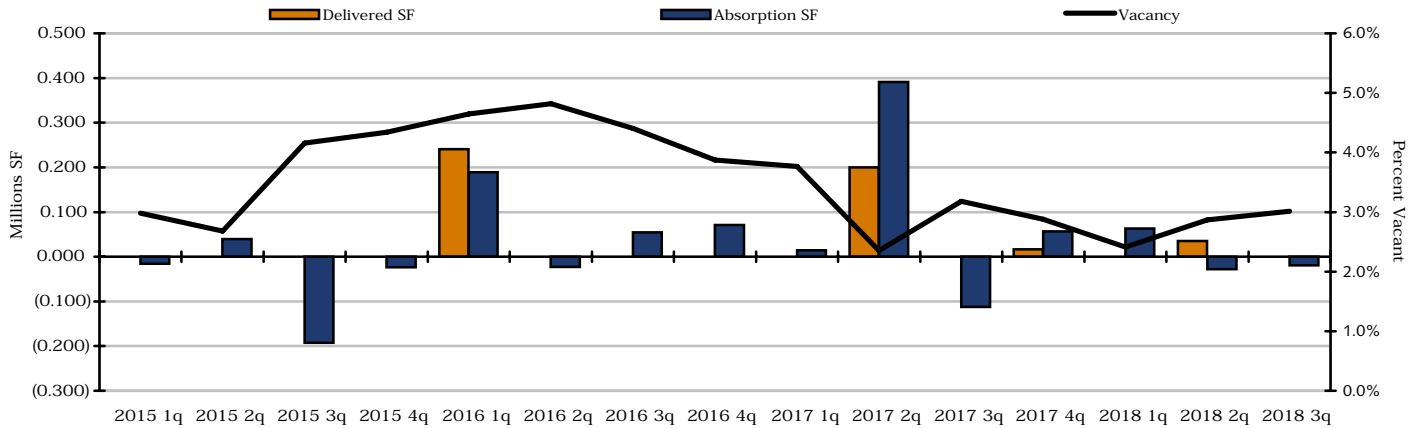
Milwaukee Industrial Market

Walworth County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

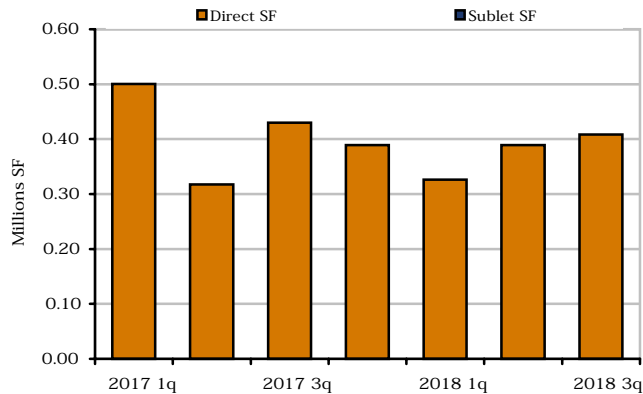
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

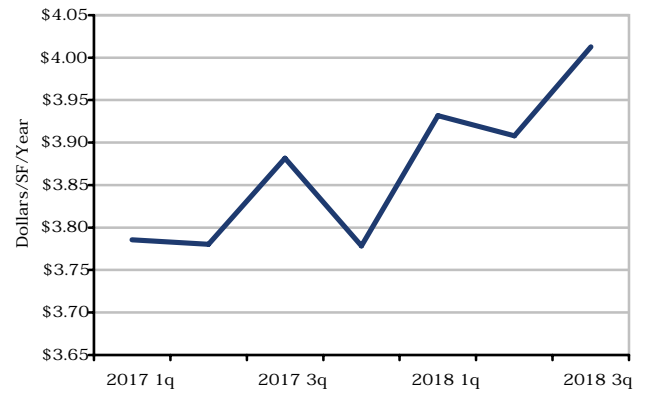
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	409	13,554,104	408,517	3.0%	(19,400)	0	0	1	100,000	\$4.01
2018 2q	409	13,554,104	389,117	2.9%	(28,036)	1	35,000	1	100,000	\$3.91
2018 1q	408	13,519,104	326,081	2.4%	63,240	0	0	1	35,000	\$3.93
2017 4q	408	13,519,104	389,321	2.9%	56,698	2	16,280	1	35,000	\$3.78
2017 3q	406	13,502,824	429,739	3.2%	(112,091)	0	0	2	16,280	\$3.88
2017 2q	406	13,502,824	317,648	2.4%	390,914	1	200,000	2	16,280	\$3.78
2017 1q	404	13,294,824	500,562	3.8%	14,177	0	0	2	208,000	\$3.79
2016 4q	404	13,294,824	514,739	3.9%	70,900	0	0	2	208,000	\$4.01
2016 3q	404	13,294,824	585,639	4.4%	54,833	0	0	1	200,000	\$3.93
2016 2q	404	13,294,824	640,472	4.8%	(22,745)	0	0	1	200,000	\$4.05
2016 1q	404	13,294,824	617,727	4.6%	189,407	1	240,907	1	200,000	\$4.18
2015 4q	403	13,053,917	566,227	4.3%	(23,738)	0	0	2	440,907	\$4.17
2015 3q	403	13,053,917	542,489	4.2%	(192,710)	0	0	1	240,907	\$4.18
2015 2q	403	13,053,917	349,779	2.7%	39,313	0	0	1	240,907	\$4.51
2015 1q	403	13,053,917	389,092	3.0%	(15,604)	0	0	0	0	\$4.51
2014 4q	403	13,053,917	373,488	2.9%	2,200	0	0	0	0	\$4.65

Source: CoStar Property®

Milwaukee Industrial Market

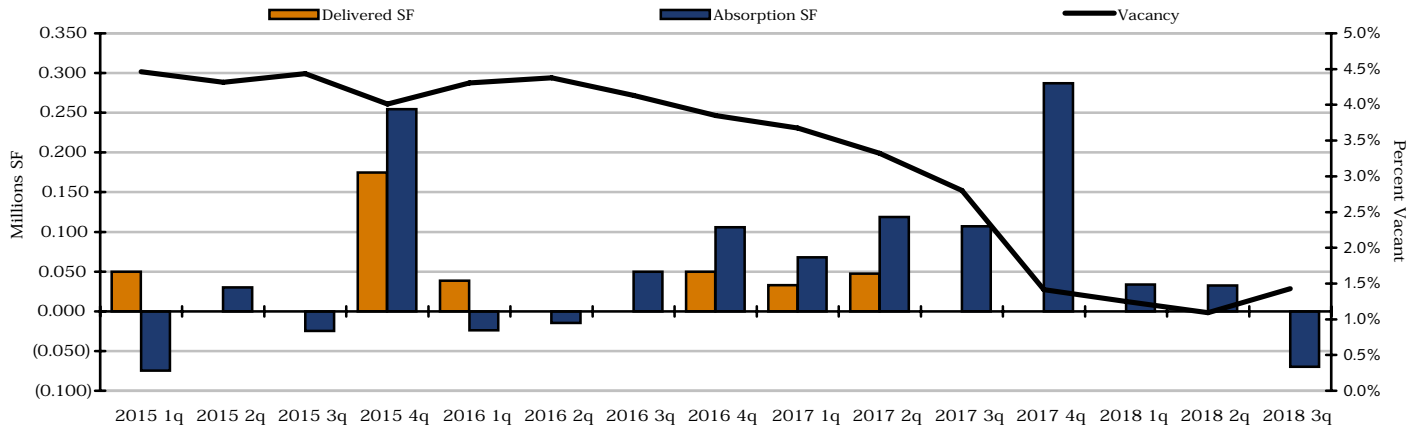


Washington County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

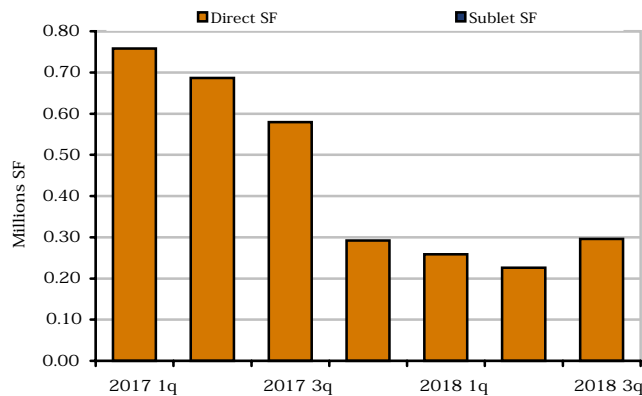
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

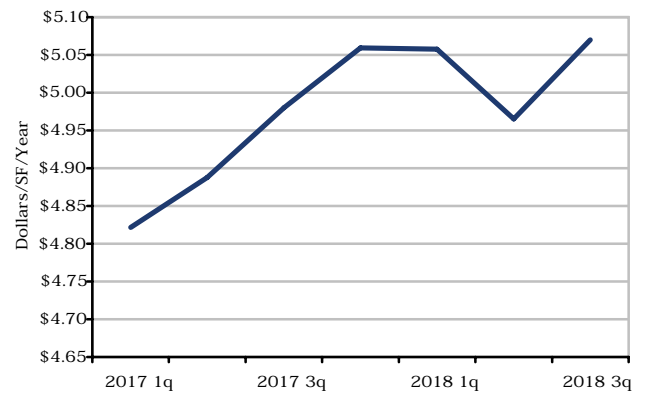
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	541	20,680,793	295,738	1.4%	(69,774)	0	0	0	0	\$5.07
2018 2q	541	20,680,793	225,964	1.1%	32,552	0	0	0	0	\$4.97
2018 1q	541	20,680,793	258,516	1.3%	33,836	0	0	0	0	\$5.06
2017 4q	541	20,680,793	292,352	1.4%	287,057	0	0	0	0	\$5.06
2017 3q	541	20,680,793	579,409	2.8%	107,270	0	0	0	0	\$4.98
2017 2q	541	20,680,793	686,679	3.3%	118,880	1	47,520	0	0	\$4.89
2017 1q	540	20,633,273	758,039	3.7%	68,176	1	33,000	1	47,520	\$4.82
2016 4q	539	20,600,273	793,215	3.9%	106,062	1	50,000	2	80,520	\$4.56
2016 3q	538	20,550,273	849,277	4.1%	49,944	0	0	3	130,520	\$4.52
2016 2q	538	20,550,273	899,221	4.4%	(14,406)	0	0	2	97,520	\$4.33
2016 1q	538	20,550,273	884,815	4.3%	(23,665)	1	38,635	2	97,520	\$4.22
2015 4q	537	20,511,638	822,515	4.0%	254,489	6	174,616	1	38,635	\$4.11
2015 3q	531	20,337,022	902,388	4.4%	(24,609)	0	0	7	213,251	\$4.15
2015 2q	531	20,337,022	877,779	4.3%	29,945	0	0	7	213,251	\$4.21
2015 1q	531	20,337,022	907,724	4.5%	(74,765)	1	50,000	1	31,800	\$4.14
2014 4q	530	20,287,022	782,959	3.9%	359,813	1	155,000	1	50,000	\$4.16

Source: CoStar Property®



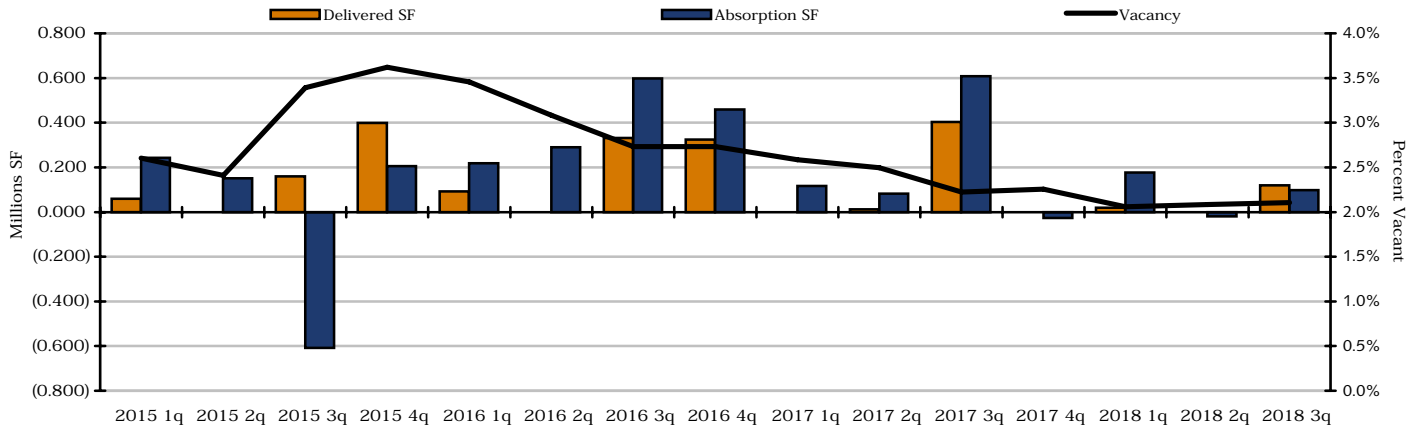
Milwaukee Industrial Market

Waukesha County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

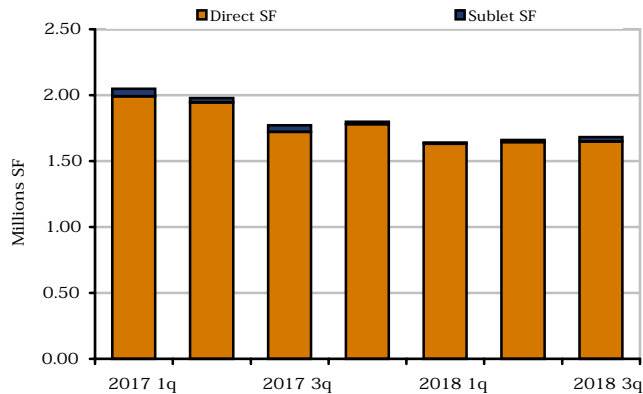
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 3q	2,226	79,830,189	1,681,676	2.1%	98,676	1	120,000	2	392,800	\$5.80
2018 2q	2,225	79,710,189	1,660,352	2.1%	(18,991)	0	0	3	512,800	\$5.66
2018 1q	2,225	79,710,189	1,641,361	2.1%	176,543	1	19,000	2	320,000	\$5.71
2017 4q	2,224	79,691,189	1,798,904	2.3%	(26,529)	0	0	2	139,000	\$5.65
2017 3q	2,224	79,691,189	1,772,375	2.2%	608,732	2	402,600	1	19,000	\$5.42
2017 2q	2,222	79,288,589	1,978,507	2.5%	81,911	2	11,715	3	421,600	\$5.52
2017 1q	2,220	79,276,874	2,048,703	2.6%	116,674	0	0	5	433,315	\$5.31
2016 4q	2,220	79,276,874	2,165,377	2.7%	459,445	4	324,586	2	407,315	\$5.23
2016 3q	2,215	78,805,865	2,153,813	2.7%	598,319	3	331,868	6	478,324	\$5.25
2016 2q	2,212	78,473,997	2,420,264	3.1%	290,386	0	0	8	802,877	\$5.25
2016 1q	2,212	78,473,997	2,710,650	3.5%	218,571	1	92,340	4	478,291	\$5.23
2015 4q	2,211	78,381,657	2,836,881	3.6%	206,062	3	399,115	4	424,208	\$5.18
2015 3q	2,208	77,982,542	2,643,828	3.4%	(608,229)	2	160,000	6	773,433	\$5.23
2015 2q	2,206	77,822,542	1,875,599	2.4%	150,907	0	0	6	651,455	\$5.29
2015 1q	2,206	77,822,542	2,026,506	2.6%	243,362	1	60,069	4	445,450	\$5.41
2014 4q	2,206	77,894,473	2,341,799	3.0%	57,536	0	0	3	220,069	\$5.34

Source: CoStar Property®