

Market

# Trends

# Q4 2024

## Milwaukee - Industrial



# REDI MOODY'S



# MARKET TRENDS

Q4 2024 | Milwaukee | Industrial

## Employment

	<u>Current</u>	<u>Y-o-Y</u>
Employment	804,080	
Area Unemployment	3.0	
U.S. Unemployment	4.2	
Industrial Jobs	113,300	

Source: BLS

\*Employment figures and area unemployment are based on Milwaukee MSA data.

## Market Recap

### All Properties

Total Inventory <small>(sf)</small>	388,276,167
Total # of Bldgs <small>(tracked)</small>	5,433
Absorption	(177,192)
Vacancy	5.6%
Asking Rate <small>(NNN)</small>	\$6.70
New Construction <small>(sf)</small>	3,751,633

### Multi-tenant Properties

Total Inventory <small>(sf)</small>	100,047,762
Total # of Bldgs <small>(tracked)</small>	1,248
Absorption	(168,496)
Vacancy	14.9%
Asking Rate <small>(NNN)</small>	\$6.65

## Economic Overview

According to the Bureau of Labor Statistics (BLS), the unemployment rate for the Milwaukee metropolitan statistical area (MSA) decreased 10 basis points to 3.0% compared to 3.1% in November 2023. The unemployment rate for the US was at 4.2% in November 2024 which increased 50 basis points from last year. State of Wisconsin unemployment was 2.9% for this quarter. The Milwaukee MSA saw a increase in job growth while manufacturing jobs decreased by 1,300 jobs during the same period.

## Market Overview

The Milwaukee Industrial market consists of 388.2 msf of space in eight counties across Southeastern Wisconsin. Southeastern Wisconsin posted (177,200) sf negative absorption in Q4 2024 for all properties, bringing the YTD to 2.7 msf positive absorption. Multi-tenant properties had (168,500) sf negative absorption bringing the YTD to 871,000 sf positive absorption. The year ended with a vacancy rate of 5.6% for all properties and 14.9% for multi-tenant properties. The average asking lease rates for SE Wisconsin has increased from \$6.24 last year to \$6.70 psf NNN for Q4 2024. To date, there are 29 properties totaling 3.7 msf of new construction projects throughout the market. Thirty two properties with 3.7 msf were delivered this year.

## Market Highlights

Kenosha County led the way in positive absorption with 316,000 sf resulting from Eli Lilly purchasing a 324,000 sf property. Waukesha County experienced (441,700) sf negative absorption led by Process Logistics vacating 136,600 sf . At the close of Q4 2024 the market had 58 lease transactions totaling 1.1 msf of leasing activity. Seventy one properties sold topping \$210.2 million with 3.4 msf during Q4 2024.

# Market Overview (Multi and Single Tenant)

## Total

Property Type	# of Bldgs	Inventory	Total Available (sf)	Total Vacant (sf)	Total Absorption (sf)	YTD Total Absorption (sf)	Vacancy Rate
Flex/R&D	295	13,219,387	1,634,167	1,092,802	(156,535)	(64,910)	8.3%
Manufacturing	2,175	176,728,563	8,611,560	5,471,767	(189,038)	(390,592)	3.1%
Warehouse Distribution	798	132,746,380	13,893,324	12,428,585	220,055	3,467,284	9.4%
Warehouse Office	2,165	65,581,837	4,008,787	2,643,236	(51,674)	(233,086)	4.0%
<b>Grand Total</b>	<b>5,433</b>	<b>388,276,167</b>	<b>28,147,838</b>	<b>21,636,390</b>	<b>(177,192)</b>	<b>2,778,696</b>	<b>5.6%</b>

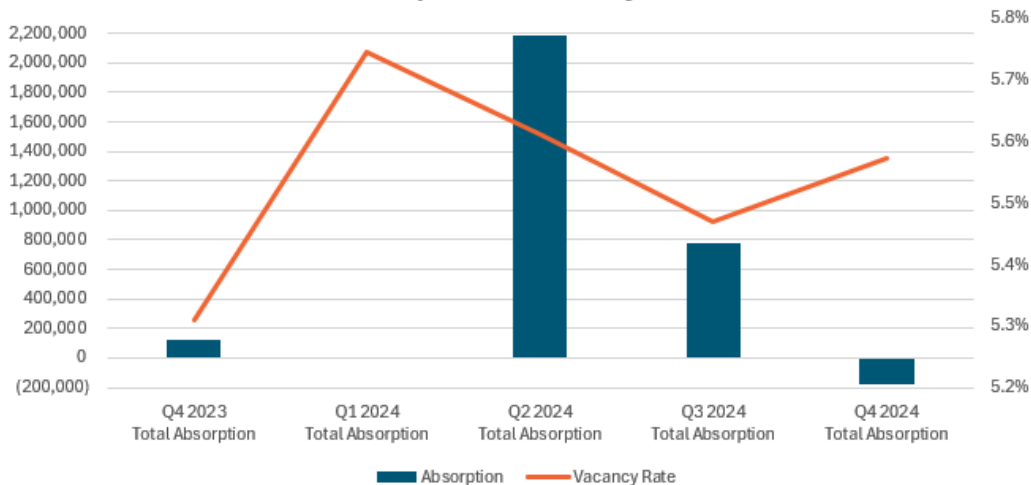
## Direct

Property Type	# of Bldgs	Inventory	Direct Available (sf)	Direct Vacant (sf)	Direct Absorption (sf)	YTD Direct Absorption (sf)	Vacancy Rate
Flex/R&D	295	13,219,387	1,305,542	1,086,650	(156,535)	(70,010)	8.2%
Manufacturing	2,175	176,728,563	8,422,624	5,411,797	(189,038)	(390,592)	3.1%
Warehouse Distribution	798	132,746,380	13,120,666	12,204,057	287,895	3,553,212	9.2%
Warehouse Office	2,165	65,581,837	3,677,685	2,438,961	(30,203)	(147,799)	3.7%
<b>Grand Total</b>	<b>5,433</b>	<b>388,276,167</b>	<b>26,526,517</b>	<b>21,141,465</b>	<b>(87,881)</b>	<b>2,944,811</b>	<b>5.4%</b>

## Sublease

Property Type	# of Bldgs	Inventory	Sublease Available (sf)	Sublease Vacant (sf)	Sublease Absorption (sf)	YTD Sublease Absorption (sf)	Vacancy Rate
Flex/R&D	295	13,219,387	328,625	6,152	0	5,100	0.0%
Manufacturing	2,175	176,728,563	188,936	59,970	0	0	0.0%
Warehouse Distribution	798	132,746,380	772,658	224,528	(67,840)	(85,928)	0.2%
Warehouse Office	2,165	65,581,837	331,102	204,275	(21,471)	(85,287)	0.3%
<b>Grand Total</b>	<b>5,433</b>	<b>388,276,167</b>	<b>1,621,321</b>	<b>494,925</b>	<b>(89,311)</b>	<b>(166,115)</b>	<b>0.1%</b>

Absorption and Vacancy Rate



# Market Statistics by County (Multi and Single Tenant)

County	Property Type	# of Bldgs	Inventory	Total Available (sf)	Total Vacant (sf)	Total Absorption (sf)	YTD Total Absorption (sf)	Vacancy Rate
Kenosha	Flex/R&D	8	682,599	251,823		0	0	0.0%
	Manufacturing	105	8,076,609	538,641	217,677	(8,000)	79,558	2.7%
	Warehouse Distribution	112	42,082,743	6,708,417	6,496,276	323,970	2,427,559	15.4%
	Warehouse Office	70	2,935,539	239,492	35,016	0	(35,016)	1.2%
	<b>Subtotal</b>	<b>295</b>	<b>53,777,490</b>	<b>7,738,373</b>	<b>6,748,969</b>	<b>315,970</b>	<b>2,472,101</b>	<b>12.5%</b>
Milwaukee	Flex/R&D	59	3,126,870	666,746	596,446	(356)	(2,484)	19.1%
	Manufacturing	664	60,199,663	5,517,180	4,360,857	(83,855)	(714,611)	7.2%
	Warehouse Distribution	287	35,595,620	3,134,220	2,612,893	49,722	160,379	7.3%
	Warehouse Office	700	24,031,501	2,360,322	1,637,643	(20,297)	(381,559)	6.8%
	<b>Subtotal</b>	<b>1,710</b>	<b>122,953,654</b>	<b>11,678,468</b>	<b>9,207,839</b>	<b>(54,786)</b>	<b>(938,275)</b>	<b>7.5%</b>
Ozaukee	Flex/R&D	23	707,756	79,298	72,898	(16,506)	(18,062)	10.3%
	Manufacturing	118	9,133,955	155,507	175,001	(17,295)	54,001	1.9%
	Warehouse Distribution	16	2,150,875	24,000		0	6,001	0.0%
	Warehouse Office	67	2,394,976	107,820	28,420	0	30,000	1.2%
	<b>Subtotal</b>	<b>224</b>	<b>14,387,562</b>	<b>366,625</b>	<b>276,319</b>	<b>(33,801)</b>	<b>71,940</b>	<b>1.9%</b>
Racine	Flex/R&D	12	657,168	15,760	12,916	7,494	19,526	2.0%
	Manufacturing	189	17,425,319	69,026	38,545	0	(10,725)	0.2%
	Warehouse Distribution	82	14,802,167	2,466,032	2,451,702	17,150	324,818	16.6%
	Warehouse Office	143	4,730,062	517,600	449,690	0	(6,510)	9.5%
	<b>Subtotal</b>	<b>426</b>	<b>37,614,716</b>	<b>3,068,418</b>	<b>2,952,853</b>	<b>24,644</b>	<b>327,109</b>	<b>7.9%</b>
Sheboygan	Flex/R&D	1	30,720		5,000	0	0	16.3%
	Manufacturing	152	19,791,176	403,062	341,858	13,471	13,471	1.7%
	Warehouse Distribution	34	5,132,236	184,029		0	0	0.0%
	Warehouse Office	90	2,347,672	110,970	4,625	0	0	0.2%
	<b>Subtotal</b>	<b>277</b>	<b>27,301,804</b>	<b>698,061</b>	<b>351,483</b>	<b>13,471</b>	<b>13,471</b>	<b>1.3%</b>
Walworth	Flex/R&D	4	94,396			0	0	0.0%
	Manufacturing	127	9,746,735	313,709	19,336	0	103,000	0.2%
	Warehouse Distribution	30	3,135,417			0	0	0.0%
	Warehouse Office	76	2,165,145	108,335	88,665	(9,715)	(48,665)	4.1%
	<b>Subtotal</b>	<b>237</b>	<b>15,141,693</b>	<b>422,044</b>	<b>108,001</b>	<b>(9,715)</b>	<b>54,335</b>	<b>0.7%</b>
Washington	Flex/R&D	15	528,613	47,976	47,976	(20,526)	(20,526)	9.1%
	Manufacturing	231	14,790,839	341,292	120,140	17,005	12,800	0.8%
	Warehouse Distribution	79	11,014,428	655,937	655,937	0	358,544	6.0%
	Warehouse Office	187	5,050,722	233,819	167,615	12,308	267,160	3.3%
	<b>Subtotal</b>	<b>512</b>	<b>31,384,602</b>	<b>1,279,024</b>	<b>991,668</b>	<b>8,787</b>	<b>617,978</b>	<b>3.2%</b>
Waukesha	Flex/R&D	173	7,391,265	572,564	357,566	(126,641)	(43,364)	4.8%
	Manufacturing	589	37,564,267	1,273,143	198,353	(110,364)	71,914	0.5%
	Warehouse Distribution	158	18,832,894	720,689	211,777	(170,787)	189,983	1.1%
	Warehouse Office	832	21,926,220	330,429	231,562	(33,970)	(58,496)	1.1%
	<b>Subtotal</b>	<b>1,752</b>	<b>85,714,646</b>	<b>2,896,825</b>	<b>999,258</b>	<b>(441,762)</b>	<b>160,037</b>	<b>1.2%</b>
<b>Grand Total</b>		<b>5,433</b>	<b>388,276,167</b>	<b>28,147,838</b>	<b>21,636,390</b>	<b>(177,192)</b>	<b>2,778,696</b>	<b>5.6%</b>

# Vacancy Rates by County (Multi and Single Tenant)

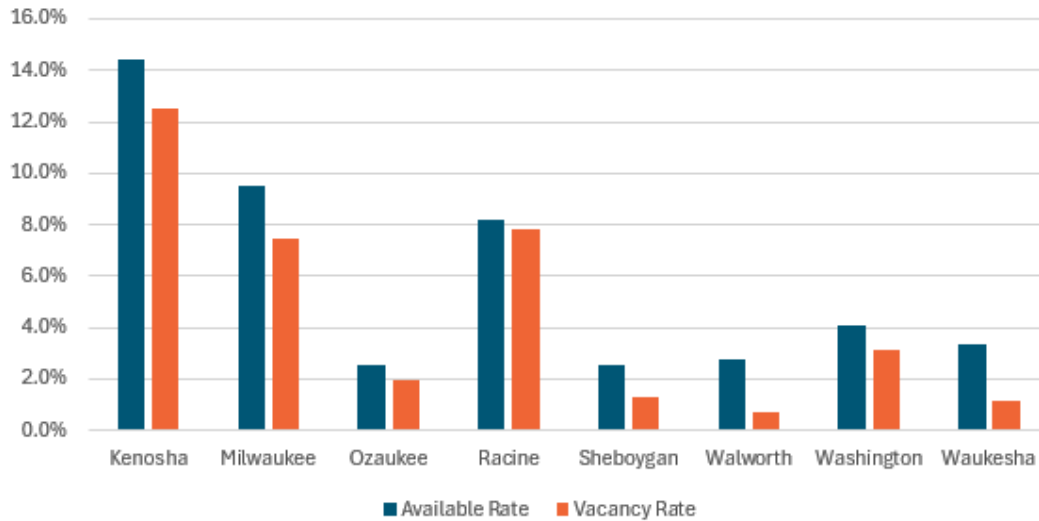
County	Property Type	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024
		Vacancy Rate	Vacancy Rate	Vacancy Rate	Vacancy Rate	Vacancy Rate
Kenosha	Flex/R&D	0.0%	0.0%	0.0%	0.0%	0.0%
	Manufacturing	3.1%	3.1%	2.6%	2.6%	2.7%
	Warehouse Distribution	18.5%	17.7%	16.2%	16.2%	15.4%
	Warehouse Office	0.0%	0.0%	1.2%	1.2%	1.2%
	<b>Subtotal</b>	<b>14.9%</b>	<b>14.2%</b>	<b>13.1%</b>	<b>13.1%</b>	<b>12.5%</b>
Milwaukee	Flex/R&D	18.5%	19.3%	19.0%	19.1%	19.1%
	Manufacturing	6.1%	7.0%	7.4%	7.1%	7.2%
	Warehouse Distribution	6.6%	7.2%	7.6%	6.9%	7.3%
	Warehouse Office	4.8%	6.2%	6.5%	6.7%	6.8%
	<b>Subtotal</b>	<b>6.3%</b>	<b>7.2%</b>	<b>7.5%</b>	<b>7.3%</b>	<b>7.5%</b>
Ozaukee	Flex/R&D	2.7%	4.4%	5.5%	8.0%	10.3%
	Manufacturing	1.1%	1.7%	1.5%	1.7%	1.9%
	Warehouse Distribution	0.3%	0.3%	0.0%	0.0%	0.0%
	Warehouse Office	2.4%	1.2%	1.2%	1.2%	1.2%
	<b>Subtotal</b>	<b>1.3%</b>	<b>1.5%</b>	<b>1.4%</b>	<b>1.7%</b>	<b>1.9%</b>
Racine	Flex/R&D	4.9%	4.5%	3.1%	3.1%	2.0%
	Manufacturing	0.2%	0.2%	0.5%	0.2%	0.2%
	Warehouse Distribution	16.9%	18.7%	17.6%	16.7%	16.6%
	Warehouse Office	9.4%	9.4%	9.5%	9.5%	9.5%
	<b>Subtotal</b>	<b>7.9%</b>	<b>8.7%</b>	<b>8.4%</b>	<b>7.9%</b>	<b>7.9%</b>
Sheboygan	Flex/R&D	16.3%	16.3%	16.3%	16.3%	16.3%
	Manufacturing	1.6%	1.6%	1.6%	1.6%	1.7%
	Warehouse Distribution	0.0%	0.0%	0.0%	0.0%	0.0%
	Warehouse Office	0.2%	0.2%	0.2%	0.2%	0.2%
	<b>Subtotal</b>	<b>1.2%</b>	<b>1.2%</b>	<b>1.2%</b>	<b>1.2%</b>	<b>1.3%</b>
Walworth	Flex/R&D	0.0%	0.0%	0.0%	0.0%	0.0%
	Manufacturing	0.2%	0.2%	0.2%	0.2%	0.2%
	Warehouse Distribution	0.0%	0.0%	0.0%	0.0%	0.0%
	Warehouse Office	1.8%	3.6%	3.6%	3.6%	4.1%
	<b>Subtotal</b>	<b>0.4%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.6%</b>	<b>0.7%</b>
Washington	Flex/R&D	5.2%	5.2%	5.2%	5.2%	9.1%
	Manufacturing	0.9%	0.9%	0.9%	0.9%	0.8%
	Warehouse Distribution	1.8%	7.1%	6.4%	6.0%	6.0%
	Warehouse Office	2.0%	3.2%	3.6%	3.6%	3.3%
	<b>Subtotal</b>	<b>1.4%</b>	<b>3.5%</b>	<b>3.3%</b>	<b>3.2%</b>	<b>3.2%</b>
Waukesha	Flex/R&D	2.2%	2.2%	2.4%	3.1%	4.8%
	Manufacturing	0.6%	0.5%	0.3%	0.2%	0.5%
	Warehouse Distribution	1.7%	1.6%	0.6%	0.2%	1.1%
	Warehouse Office	0.8%	1.0%	0.8%	0.9%	1.1%
	<b>Subtotal</b>	<b>1.0%</b>	<b>1.0%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>1.2%</b>
<b>Grand Total</b>		<b>5.3%</b>	<b>5.7%</b>	<b>5.6%</b>	<b>5.5%</b>	<b>5.6%</b>

# Lease Rates by County (Multi and Single Tenant)

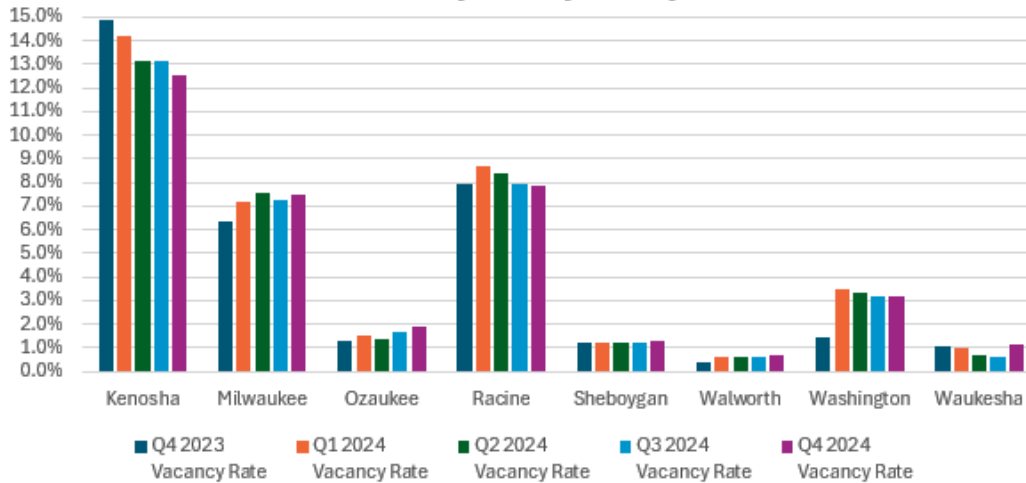
County	Property Type	Q4 2023 Lease Rate	Q1 2024 Lease Rate	Q2 2024 Lease Rate	Q3 2024 Lease Rate	Q4 2024 Lease Rate
Kenosha	Flex/R&D					
	Manufacturing					\$6.00
	Warehouse Distribution	\$6.25	\$6.25	\$5.88	\$6.25	\$6.25
	Warehouse Office					
	<b>Subtotal</b>	<b>\$6.25</b>	<b>\$6.25</b>	<b>\$5.88</b>	<b>\$6.25</b>	<b>\$6.13</b>
Milwaukee	Flex/R&D	\$7.07	\$7.04	\$7.04	\$6.87	\$6.87
	Manufacturing	\$4.89	\$4.82	\$5.29	\$5.34	\$5.18
	Warehouse Distribution	\$5.33	\$5.96	\$6.30	\$5.71	\$5.64
	Warehouse Office	\$5.73	\$5.99	\$6.00	\$6.13	\$6.16
	<b>Subtotal</b>	<b>\$5.65</b>	<b>\$5.79</b>	<b>\$5.99</b>	<b>\$5.93</b>	<b>\$5.88</b>
Ozaukee	Flex/R&D	\$9.17	\$10.38	\$9.60	\$10.02	\$10.02
	Manufacturing	\$11.54	\$3.50	\$5.00	\$4.63	\$4.63
	Warehouse Distribution	\$5.50	\$5.50			
	Warehouse Office	\$7.75	\$8.38	\$8.38	\$8.38	\$8.38
	<b>Subtotal</b>	<b>\$8.58</b>	<b>\$8.41</b>	<b>\$8.81</b>	<b>\$8.26</b>	<b>\$8.26</b>
Racine	Flex/R&D					
	Manufacturing	\$4.98	\$6.59	\$7.25	\$7.75	\$7.75
	Warehouse Distribution	\$5.25	\$5.25	\$5.25	\$5.25	\$5.25
	Warehouse Office			\$7.39	\$9.50	\$8.50
	<b>Subtotal</b>	<b>\$5.05</b>	<b>\$6.37</b>	<b>\$7.00</b>	<b>\$7.56</b>	<b>\$7.55</b>
Sheboygan	Flex/R&D					
	Manufacturing	\$5.64	\$5.75	\$5.75	\$5.75	\$5.75
	Warehouse Distribution					
	Warehouse Office	\$5.70	\$5.70	\$5.70	\$5.70	\$5.70
	<b>Subtotal</b>	<b>\$5.66</b>	<b>\$5.73</b>	<b>\$5.73</b>	<b>\$5.73</b>	<b>\$5.73</b>
Walworth	Flex/R&D					
	Manufacturing	\$4.25	\$4.25	\$4.44	\$4.44	\$4.44
	Warehouse Distribution	\$5.50	\$5.50			
	Warehouse Office	\$8.50	\$5.25	\$5.25	\$4.75	\$6.07
	<b>Subtotal</b>	<b>\$5.63</b>	<b>\$4.70</b>	<b>\$4.60</b>	<b>\$4.50</b>	<b>\$5.14</b>
Washington	Flex/R&D	\$5.13	\$5.50	\$5.50	\$5.50	\$5.88
	Manufacturing	\$4.56	\$5.24	\$5.49	\$5.07	\$5.14
	Warehouse Distribution					
	Warehouse Office	\$6.26	\$6.87	\$8.60	\$7.86	\$8.50
	<b>Subtotal</b>	<b>\$5.25</b>	<b>\$5.78</b>	<b>\$6.53</b>	<b>\$6.41</b>	<b>\$6.42</b>
Waukesha	Flex/R&D	\$7.71	\$8.66	\$8.84	\$8.67	\$8.54
	Manufacturing	\$5.36	\$6.65		\$7.96	\$6.42
	Warehouse Distribution	\$8.04	\$7.74	\$7.74	\$7.10	\$7.33
	Warehouse Office	\$6.71	\$7.06	\$7.29	\$7.21	\$7.28
	<b>Subtotal</b>	<b>\$7.31</b>	<b>\$8.11</b>	<b>\$8.28</b>	<b>\$8.01</b>	<b>\$7.77</b>
<b>Grand Total</b>		<b>\$6.24</b>	<b>\$6.62</b>	<b>\$6.81</b>	<b>\$6.76</b>	<b>\$6.70</b>

# Multi and Single Tenant

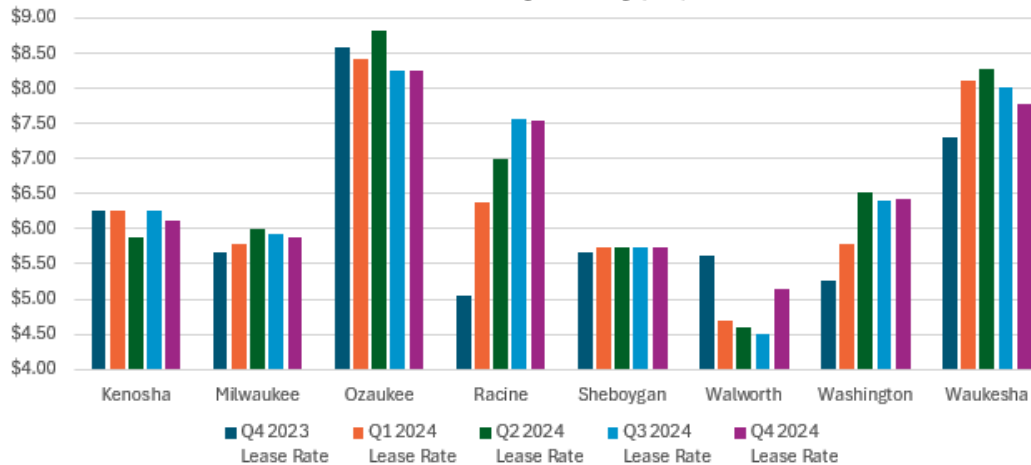
## Available and Vacancy Rates



## Vacancy Rate by County



## Lease Rates by County (NNN)



# Market Overview (Multi-Tenant)

## Total

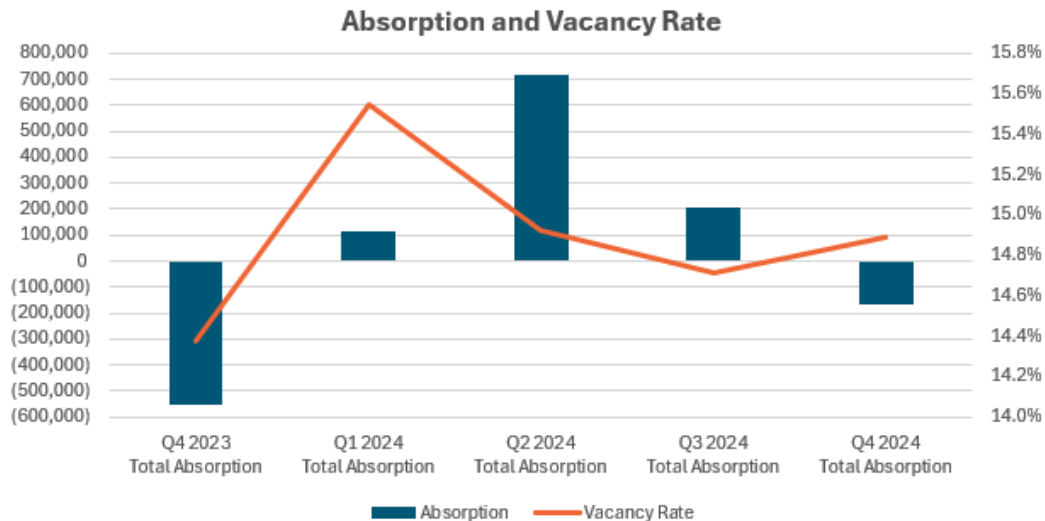
Property Type	# of Bldgs	Inventory	Total Available (sf)	Total Vacant (sf)	Total Absorption (sf)	YTD Total Absorption (sf)	Vacancy Rate
Flex/R&D	230	9,880,183	1,269,016	788,909	(17,442)	(82,477)	8.0%
Manufacturing	172	20,028,029	3,413,189	2,381,272	(13,401)	(557,417)	11.9%
Warehouse Distribution	246	46,197,609	10,638,176	9,762,476	(75,776)	1,574,012	21.1%
Warehouse Office	600	23,941,941	2,840,026	1,966,343	(61,877)	(62,898)	8.2%
<b>Grand Total</b>	<b>1,248</b>	<b>100,047,762</b>	<b>18,160,407</b>	<b>14,899,000</b>	<b>(168,496)</b>	<b>871,220</b>	<b>14.9%</b>

## Direct

Property Type	# of Bldgs	Inventory	Direct Available (sf)	Direct Vacant (sf)	Direct Absorption (sf)	YTD Direct Absorption (sf)	Vacancy Rate
Flex/R&D	230	9,880,183	947,791	782,757	(17,442)	(84,877)	7.9%
Manufacturing	172	20,028,029	3,224,253	2,381,272	(13,401)	(557,417)	11.9%
Warehouse Distribution	246	46,197,609	10,228,294	9,609,836	(7,936)	1,588,052	20.8%
Warehouse Office	600	23,941,941	2,645,439	1,794,068	(40,406)	22,389	7.5%
<b>Grand Total</b>	<b>1,248</b>	<b>100,047,762</b>	<b>17,045,777</b>	<b>14,567,933</b>	<b>(79,185)</b>	<b>968,147</b>	<b>14.6%</b>

## Sublease

Property Type	# of Bldgs	Inventory	Sublease Available (sf)	Sublease Vacant (sf)	Sublease Absorption (sf)	YTD Sublease Absorption (sf)	Vacancy Rate
Flex/R&D	230	9,880,183	321,225	6,152	0	2,400	0.1%
Manufacturing	172	20,028,029	188,936		0	0	0.0%
Warehouse Distribution	246	46,197,609	409,882	152,640	(67,840)	(14,040)	0.3%
Warehouse Office	600	23,941,941	194,587	172,275	(21,471)	(85,287)	0.7%
<b>Grand Total</b>	<b>1,248</b>	<b>100,047,762</b>	<b>1,114,630</b>	<b>331,067</b>	<b>(89,311)</b>	<b>(96,927)</b>	<b>0.3%</b>





# Market Statistics by County (Multi-Tenant)

County	Property Type	# of Bldgs	Inventory	Total Available (sf)	Total Vacant (sf)	Total Absorption (sf)	YTD Total Absorption (sf)	Vacancy Rate
Kenosha	Flex/R&D	7	652,311	251,823		0	0	0.0%
	Manufacturing	6	1,333,434	417,480	96,516	0	38,558	7.2%
	Warehouse Distribution	39	13,759,126	5,548,982	5,548,982	0	546,546	40.3%
	Warehouse Office	11	657,354	239,492	35,016	0	(35,016)	5.3%
	<b>Subtotal</b>	<b>63</b>	<b>16,402,225</b>	<b>6,457,777</b>	<b>5,680,514</b>	<b>0</b>	<b>550,088</b>	<b>34.6%</b>
Milwaukee	Flex/R&D	47	2,339,828	501,946	431,646	(356)	(2,484)	18.4%
	Manufacturing	66	11,116,023	2,375,857	2,007,132	46,394	(617,803)	18.1%
	Warehouse Distribution	100	14,403,838	2,468,473	2,159,593	(25,086)	232,679	15.0%
	Warehouse Office	207	10,192,128	1,656,107	1,103,743	(62,216)	(259,895)	10.8%
	<b>Subtotal</b>	<b>420</b>	<b>38,051,817</b>	<b>7,002,383</b>	<b>5,702,114</b>	<b>(41,264)</b>	<b>(647,503)</b>	<b>15.0%</b>
Ozaukee	Flex/R&D	20	651,398	79,298	72,898	(16,506)	(18,062)	11.2%
	Manufacturing	11	1,325,247	7,099	52,474	(17,295)	47,503	4.0%
	Warehouse Distribution	2	474,845			0	6,001	0.0%
	Warehouse Office	20	965,993	38,960	18,960	0	30,000	2.0%
	<b>Subtotal</b>	<b>53</b>	<b>3,417,483</b>	<b>125,357</b>	<b>144,332</b>	<b>(33,801)</b>	<b>65,442</b>	<b>4.2%</b>
Racine	Flex/R&D	6	308,780	15,760	12,916	7,494	19,526	4.2%
	Manufacturing	11	1,291,078	60,053	20,675	0	(5,175)	1.6%
	Warehouse Distribution	30	6,764,272	1,585,071	1,311,080	17,150	363,376	19.4%
	Warehouse Office	27	1,518,388	464,100	449,690	0	(6,510)	29.6%
	<b>Subtotal</b>	<b>74</b>	<b>9,882,518</b>	<b>2,124,984</b>	<b>1,794,361</b>	<b>24,644</b>	<b>371,217</b>	<b>18.2%</b>
Sheboygan	Flex/R&D	1	30,720		5,000	0	0	16.3%
	Manufacturing	9	840,674	100,800	100,800	0	0	12.0%
	Warehouse Distribution	3	725,595	184,029		0	0	0.0%
	Warehouse Office	12	434,146	4,625	4,625	0	0	1.1%
	<b>Subtotal</b>	<b>25</b>	<b>2,031,135</b>	<b>289,454</b>	<b>110,425</b>	<b>0</b>	<b>0</b>	<b>5.4%</b>
Walworth	Flex/R&D	3	55,027			0	0	0.0%
	Manufacturing	3	82,001	40,294		0	0	0.0%
	Warehouse Distribution	5	523,862			0	0	0.0%
	Warehouse Office	9	408,412	9,715	34,715	(9,715)	(9,715)	8.5%
	<b>Subtotal</b>	<b>20</b>	<b>1,069,302</b>	<b>50,009</b>	<b>34,715</b>	<b>(9,715)</b>	<b>(9,715)</b>	<b>3.2%</b>
Washington	Flex/R&D	10	429,042	47,976	47,976	(20,526)	(20,526)	11.2%
	Manufacturing	18	717,380	59,000	39,000	0	0	5.4%
	Warehouse Distribution	19	4,174,221	655,937	655,937	0	110,534	15.7%
	Warehouse Office	60	1,883,885	221,116	164,912	0	252,160	8.8%
	<b>Subtotal</b>	<b>107</b>	<b>7,204,528</b>	<b>984,029</b>	<b>907,825</b>	<b>(20,526)</b>	<b>342,168</b>	<b>12.6%</b>
Waukesha	Flex/R&D	136	5,413,077	372,213	218,473	12,452	(60,931)	4.0%
	Manufacturing	48	3,322,192	352,606	64,675	(42,500)	(20,500)	1.9%
	Warehouse Distribution	48	5,371,850	195,684	86,884	(67,840)	314,876	1.6%
	Warehouse Office	254	7,881,635	205,911	154,682	10,054	(33,922)	2.0%
	<b>Subtotal</b>	<b>486</b>	<b>21,988,754</b>	<b>1,126,414</b>	<b>524,714</b>	<b>(87,834)</b>	<b>199,523</b>	<b>2.4%</b>
<b>Grand Total</b>		<b>1,248</b>	<b>100,047,762</b>	<b>18,160,407</b>	<b>14,899,000</b>	<b>(168,496)</b>	<b>871,220</b>	<b>14.9%</b>

# Vacancy Rates by County (Multi-Tenant)

County	Property Type	Q4 2023 Vacancy Rate	Q1 2024 Vacancy Rate	Q2 2024 Vacancy Rate	Q3 2024 Vacancy Rate	Q4 2024 Vacancy Rate
Kenosha	Flex/R&D	0.0%	0.0%	0.0%	0.0%	0.0%
	Manufacturing	10.1%	10.1%	7.2%	7.2%	7.2%
	Warehouse Distribution	44.3%	41.8%	40.3%	40.3%	40.3%
	Warehouse Office	0.0%	0.0%	5.3%	5.3%	5.3%
	<b>Subtotal</b>	<b>38.0%</b>	<b>35.9%</b>	<b>34.6%</b>	<b>34.6%</b>	<b>34.6%</b>
Milwaukee	Flex/R&D	17.7%	18.7%	18.3%	18.4%	18.4%
	Manufacturing	12.4%	18.0%	18.2%	18.3%	18.1%
	Warehouse Distribution	15.5%	15.3%	15.4%	14.8%	15.0%
	Warehouse Office	7.1%	9.5%	9.5%	10.2%	10.8%
	<b>Subtotal</b>	<b>12.5%</b>	<b>14.8%</b>	<b>14.8%</b>	<b>14.8%</b>	<b>15.0%</b>
Ozaukee	Flex/R&D	2.9%	4.8%	6.0%	8.7%	11.2%
	Manufacturing	7.5%	7.6%	6.0%	2.7%	4.0%
	Warehouse Distribution	1.3%	1.3%	0.0%	0.0%	0.0%
	Warehouse Office	5.1%	2.0%	2.0%	2.0%	2.0%
	<b>Subtotal</b>	<b>5.1%</b>	<b>4.6%</b>	<b>4.0%</b>	<b>3.2%</b>	<b>4.2%</b>
Racine	Flex/R&D	10.5%	9.5%	6.6%	6.6%	4.2%
	Manufacturing	1.2%	1.6%	1.6%	1.6%	1.6%
	Warehouse Distribution	22.1%	24.3%	21.6%	19.6%	19.4%
	Warehouse Office	29.2%	29.2%	29.6%	29.6%	29.6%
	<b>Subtotal</b>	<b>20.0%</b>	<b>21.6%</b>	<b>19.8%</b>	<b>18.4%</b>	<b>18.2%</b>
Sheboygan	Flex/R&D	16.3%	16.3%	16.3%	16.3%	16.3%
	Manufacturing	12.0%	12.0%	12.0%	12.0%	12.0%
	Warehouse Distribution	0.0%	0.0%	0.0%	0.0%	0.0%
	Warehouse Office	1.1%	1.1%	1.1%	1.1%	1.1%
	<b>Subtotal</b>	<b>5.4%</b>	<b>5.4%</b>	<b>5.4%</b>	<b>5.4%</b>	<b>5.4%</b>
Walworth	Flex/R&D	0.0%	0.0%	0.0%	0.0%	0.0%
	Manufacturing	0.0%	0.0%	0.0%	0.0%	0.0%
	Warehouse Distribution	0.0%	0.0%	0.0%	0.0%	0.0%
	Warehouse Office	6.1%	6.1%	6.1%	6.1%	8.5%
	<b>Subtotal</b>	<b>2.3%</b>	<b>2.3%</b>	<b>2.3%</b>	<b>2.3%</b>	<b>3.2%</b>
Washington	Flex/R&D	6.4%	6.4%	6.4%	6.4%	11.2%
	Manufacturing	5.4%	5.4%	5.4%	5.4%	5.4%
	Warehouse Distribution	5.1%	18.3%	16.8%	15.7%	15.7%
	Warehouse Office	4.9%	7.7%	9.7%	8.9%	8.8%
	<b>Subtotal</b>	<b>5.2%</b>	<b>13.6%</b>	<b>13.2%</b>	<b>12.4%</b>	<b>12.6%</b>
Waukesha	Flex/R&D	2.9%	3.0%	3.3%	4.3%	4.0%
	Manufacturing	1.3%	0.7%	0.7%	0.7%	1.9%
	Warehouse Distribution	6.1%	5.0%	1.7%	0.4%	1.6%
	Warehouse Office	1.5%	2.3%	1.8%	2.1%	2.0%
	<b>Subtotal</b>	<b>2.9%</b>	<b>2.9%</b>	<b>2.0%</b>	<b>2.0%</b>	<b>2.4%</b>
<b>Grand Total</b>		<b>14.4%</b>	<b>15.6%</b>	<b>14.9%</b>	<b>14.7%</b>	<b>14.9%</b>

# Lease Rates by County (Multi-Tenant)

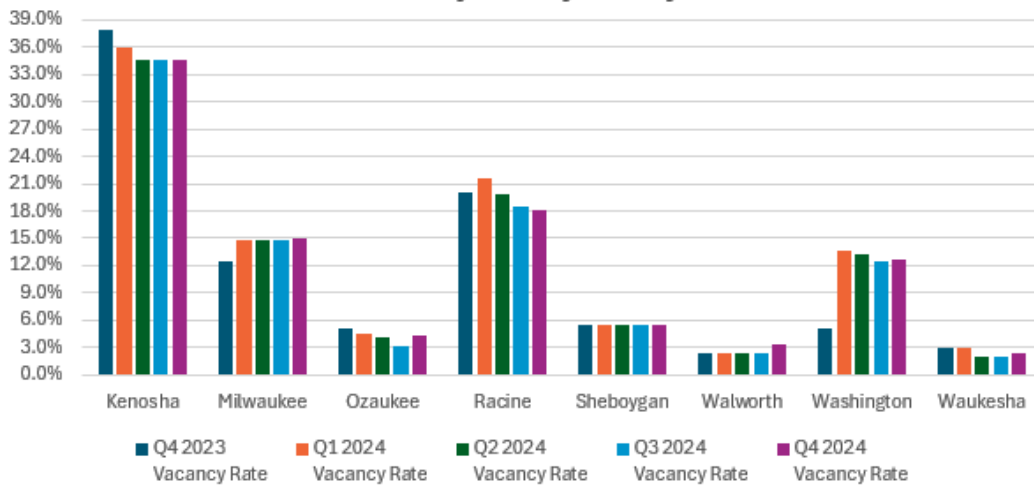
County	Property Type	Q4 2023 Lease Rate	Q1 2024 Lease Rate	Q2 2024 Lease Rate	Q3 2024 Lease Rate	Q4 2024 Lease Rate
Kenosha	Flex/R&D					
	Manufacturing					
	Warehouse Distribution	\$6.25	\$6.25	\$5.88	\$6.25	\$6.25
	Warehouse Office					
	<b>Subtotal</b>	<b>\$6.25</b>	<b>\$6.25</b>	<b>\$5.88</b>	<b>\$6.25</b>	<b>\$6.25</b>
Milwaukee	Flex/R&D	\$7.07	\$7.04	\$7.04	\$6.87	\$6.87
	Manufacturing	\$3.85	\$3.96	\$4.36	\$4.36	\$4.55
	Warehouse Distribution	\$5.33	\$5.83	\$6.27	\$5.57	\$5.45
	Warehouse Office	\$5.18	\$5.50	\$5.33	\$5.45	\$5.39
	<b>Subtotal</b>	<b>\$5.27</b>	<b>\$5.53</b>	<b>\$5.60</b>	<b>\$5.45</b>	<b>\$5.42</b>
Ozaukee	Flex/R&D	\$9.17	\$10.38	\$9.60	\$10.02	\$10.02
	Manufacturing	\$11.54	\$3.50	\$5.00	\$5.00	\$5.00
	Warehouse Distribution	\$5.50	\$5.50			
	Warehouse Office	\$8.75	\$10.00	\$10.00	\$10.00	\$10.00
	<b>Subtotal</b>	<b>\$8.88</b>	<b>\$8.64</b>	<b>\$9.07</b>	<b>\$9.18</b>	<b>\$9.18</b>
Racine	Flex/R&D					
	Manufacturing	\$6.50	\$6.50	\$6.50	\$6.50	\$6.50
	Warehouse Distribution	\$5.25	\$5.25	\$5.25	\$5.25	\$5.25
	Warehouse Office			\$7.83	\$9.50	\$8.50
	<b>Subtotal</b>	<b>\$5.88</b>	<b>\$5.88</b>	<b>\$6.53</b>	<b>\$7.08</b>	<b>\$7.19</b>
Sheboygan	Flex/R&D					
	Manufacturing	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75
	Warehouse Distribution					
	Warehouse Office	\$5.70	\$5.70	\$5.70	\$5.70	\$5.70
	<b>Subtotal</b>	<b>\$5.73</b>	<b>\$5.73</b>	<b>\$5.73</b>	<b>\$5.73</b>	<b>\$5.73</b>
Walworth	Flex/R&D					
	Manufacturing	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75
	Warehouse Distribution					
	Warehouse Office					\$6.95
	<b>Subtotal</b>	<b>\$2.75</b>	<b>\$2.75</b>	<b>\$2.75</b>	<b>\$2.75</b>	<b>\$4.85</b>
Washington	Flex/R&D	\$5.13	\$5.50	\$5.50	\$5.50	\$5.88
	Manufacturing	\$3.63	\$3.63	\$3.63	\$3.63	\$3.63
	Warehouse Distribution					
	Warehouse Office	\$6.92	\$7.80	\$8.60	\$8.50	\$8.50
	<b>Subtotal</b>	<b>\$5.22</b>	<b>\$5.64</b>	<b>\$6.29</b>	<b>\$6.25</b>	<b>\$6.36</b>
Waukesha	Flex/R&D	\$7.71	\$8.50	\$8.65	\$8.52	\$8.39
	Manufacturing	\$5.36	\$6.65			\$5.69
	Warehouse Distribution	\$8.04	\$7.74	\$7.74	\$7.68	\$7.68
	Warehouse Office	\$6.66	\$7.16	\$7.45	\$7.12	\$7.33
	<b>Subtotal</b>	<b>\$7.37</b>	<b>\$8.06</b>	<b>\$8.24</b>	<b>\$8.03</b>	<b>\$7.78</b>
<b>Grand Total</b>		<b>\$6.19</b>	<b>\$6.69</b>	<b>\$6.78</b>	<b>\$6.64</b>	<b>\$6.65</b>

# Multi-Tenant

## Available and Vacancy Rates



## Vacancy Rate by County

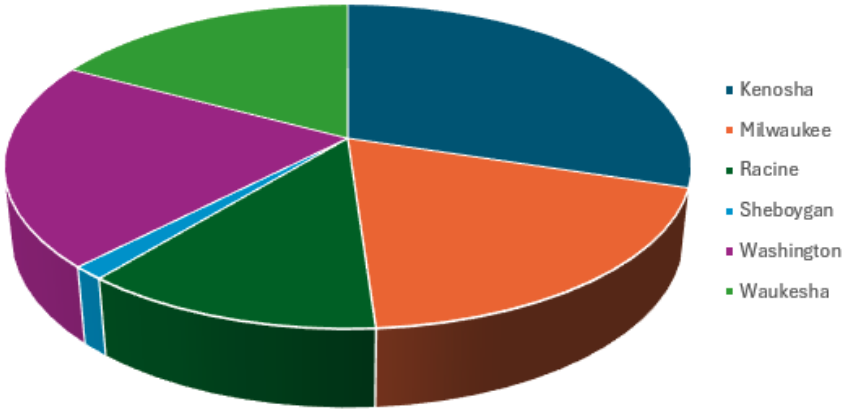


## Lease Rates by County (NNN)



# New Developments

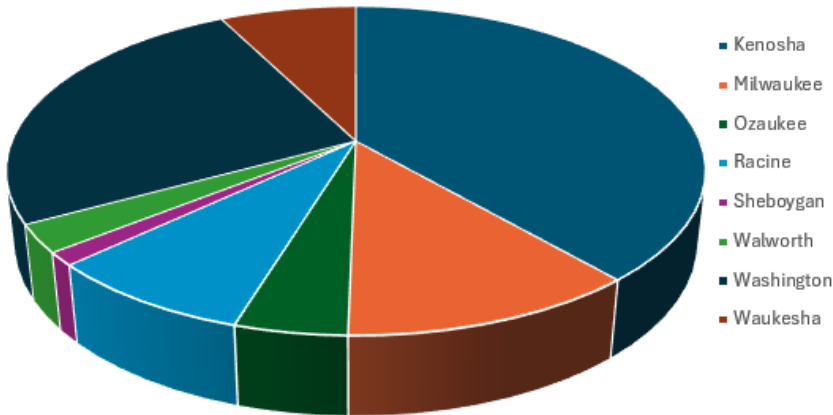
Under Construction (sf)



County	Bldg (sf)
Kenosha	1,119,331
Milwaukee	715,305
Racine	452,352
Sheboygan	49,500
Washington	770,650
Waukesha	644,495
<b>Grand Total</b>	<b>3,751,633</b>

# Year to Date Deliveries

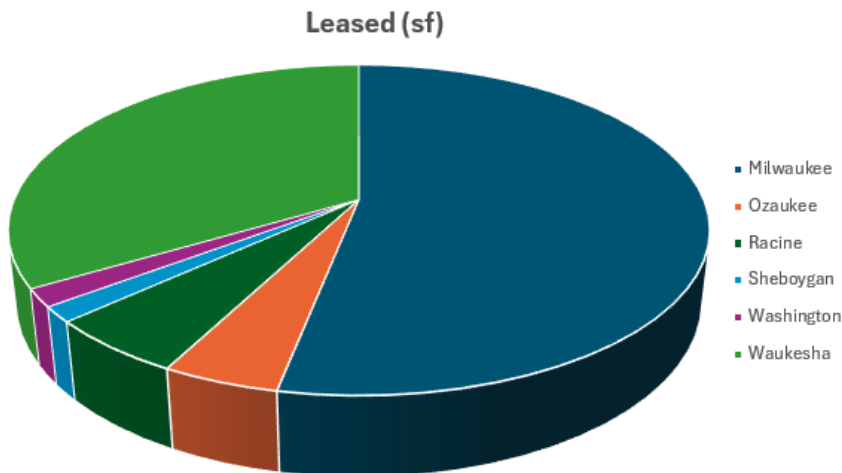
YTD Delivered (sf)



County	Bldg (sf)
Kenosha	1,449,000
Milwaukee	439,495
Ozaukee	165,868
Racine	311,360
Sheboygan	48,203
Walworth	103,000
Washington	956,302
Waukesha	281,438
<b>Grand Total</b>	<b>3,754,666</b>

# Leasing Activity

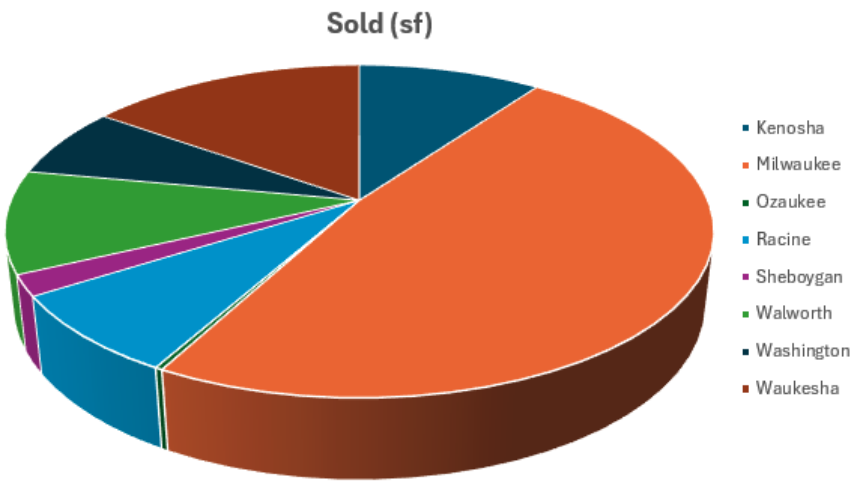
Property	Size (sf)	County	Tenant	Landlord
445 W Oklahoma Ave	252,250	Milwaukee	TransPak	REX Properties LLC
11800 W Burleigh St	153,073	Milwaukee	Harley Davidson	Phoenix Investors
14900 Shawn Cir	59,970	Waukesha	Pickleball Kingdom	Marjean Lane Falls LLC
W232N5700 Waukesha Ave	46,162	Waukesha	Drexel Building Supply	J Fleischman Solutions LLC
Franklin Business Center 9705 S Oakwood Park Dr	44,242	Milwaukee	EST Logistics	FSIC Franklin Land LLC



County	Leased (sf)
Milwaukee	600,174
Ozaukee	51,799
Racine	63,150
Sheboygan	17,010
Washington	19,679
Waukesha	378,146
<b>Grand Total</b>	<b>1,129,958</b>

# Sales Activity

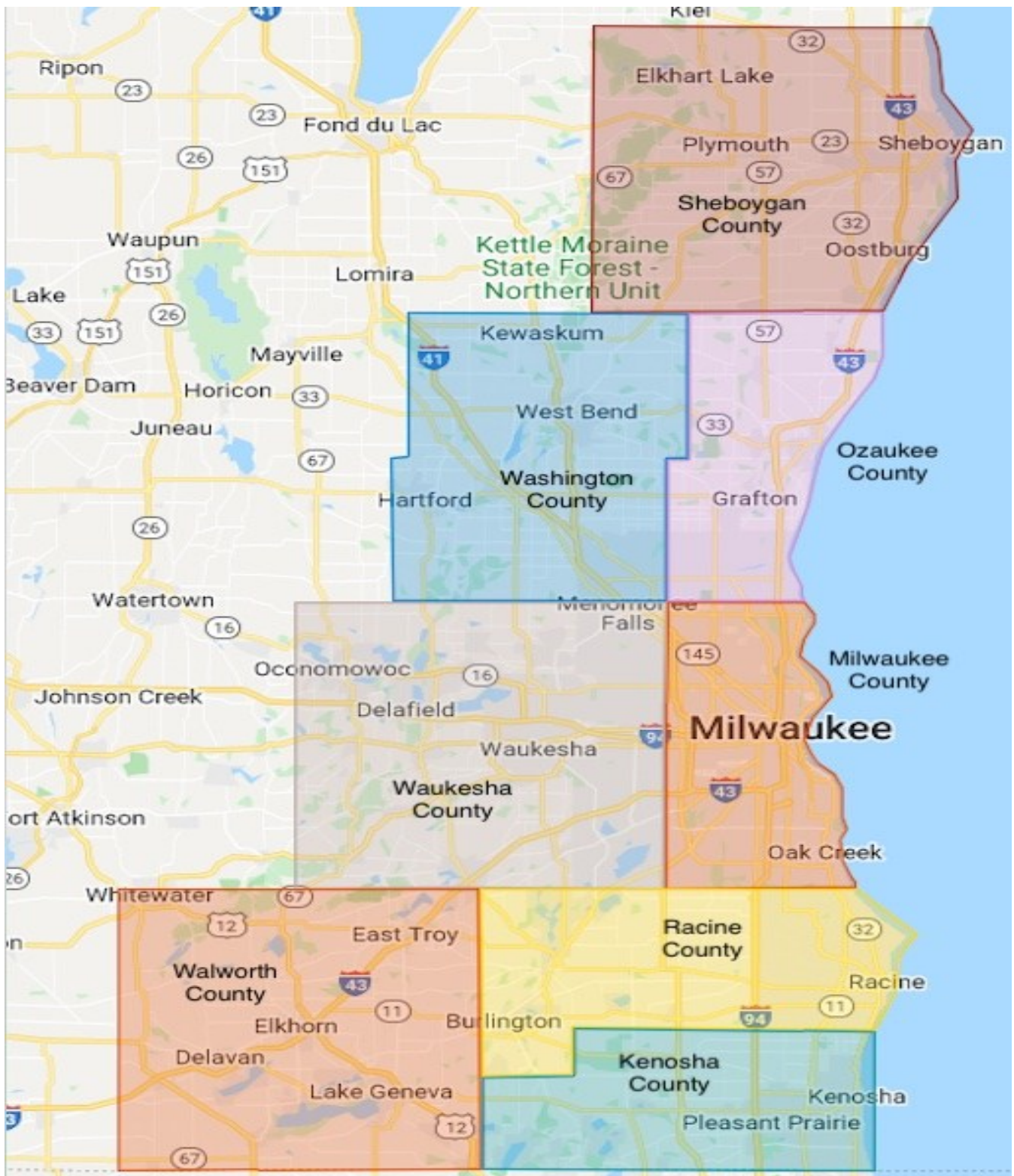
Property	Price	County	Buyer	Seller
Bristol Business Park 10121 136th Ave	\$40,800,000	Kenosha	Eli Lilly and Company	Bristol L8 LLC
1700 Leider Dr	\$11,954,632	Racine	CTE Properties LLC	CTEC, LLC
5100 W Brown Deer Rd	\$9,560,000	Milwaukee	Traffic and Parking Control Co LLC	Tapco LLC
100 Wisconsin St	\$9,550,000	Walworth	3LP Walworth Industrial LLC	Walworth WI LLC
900 Walnut Ridge Dr	\$6,750,000	Waukesha	Sentinel Merative, LLC	Merge WI LLC



County	Sold (sf)
Kenosha	345,930
Milwaukee	1,663,413
Ozaukee	10,058
Racine	271,081
Sheboygan	70,420
Walworth	346,619
Washington	239,797
Waukesha	525,897
<b>Grand Total</b>	<b>3,473,215</b>



# Market County Map



Images courtesy of Google maps



# Methodology

The Milwaukee market consists of all industrial existing buildings 10,000 sf or larger in Southeast Wisconsin. The geographic area includes Milwaukee, Waukesha, Ozaukee, Washington, Sheboygan, Walworth, Racine and Kenosha counties. Property types included in the tracked set consist of Flex/R&D, Manufacturing, Warehouse/Office and Warehouse/Distribution. The tracked set does not include self-storage facilities and non-conforming property types such as grain elevators or fuel storage facilities. Statistically, net absorption will be calculated based on when a tenant occupies their new space or space is vacated during the current quarter. Asking lease rates are based on an average asking rate and noted on a NNN basis.

**The Milwaukee tracked set consists of an inventory of buildings considered to be competitive by the brokerage community. All buildings within the competitive tracked set have been reviewed and verified by members of the Advisory Boards for each market area.**

# Terminology

Direct Vacant (sf)	The total vacant square footage in a building marketed by an agent representing the landlord
Inventory	The total square footage (sf) of all tracked single and multi-tenant industrial buildings 10,000 sf or larger
Net Absorption	The net change in when a tenant occupies their new space or space is vacated from quarter to quarter, expressed in square feet.
Property Type	The classification of a property based on the specific use
Sublease (sf)	Space available for lease by a tenant for part or all of a leased premises, with the original tenant retaining some right or interest under the original lease. Space is only considered vacant if unoccupied
Total Available (sf)	Total of all space within a building marketed for lease, which can be occupied or vacant, direct or sublease
Total Vacant (sf)	Total of all unoccupied space within a building marketed for lease, which can be direct or sublease
Average Asking Rate	The average asking lease rate expressed as a per square foot value in NNN terms

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