



# Retail Market Report

## Q42022

### Appleton, Green Bay, Sheboygan & Wausau

PREPARED BY

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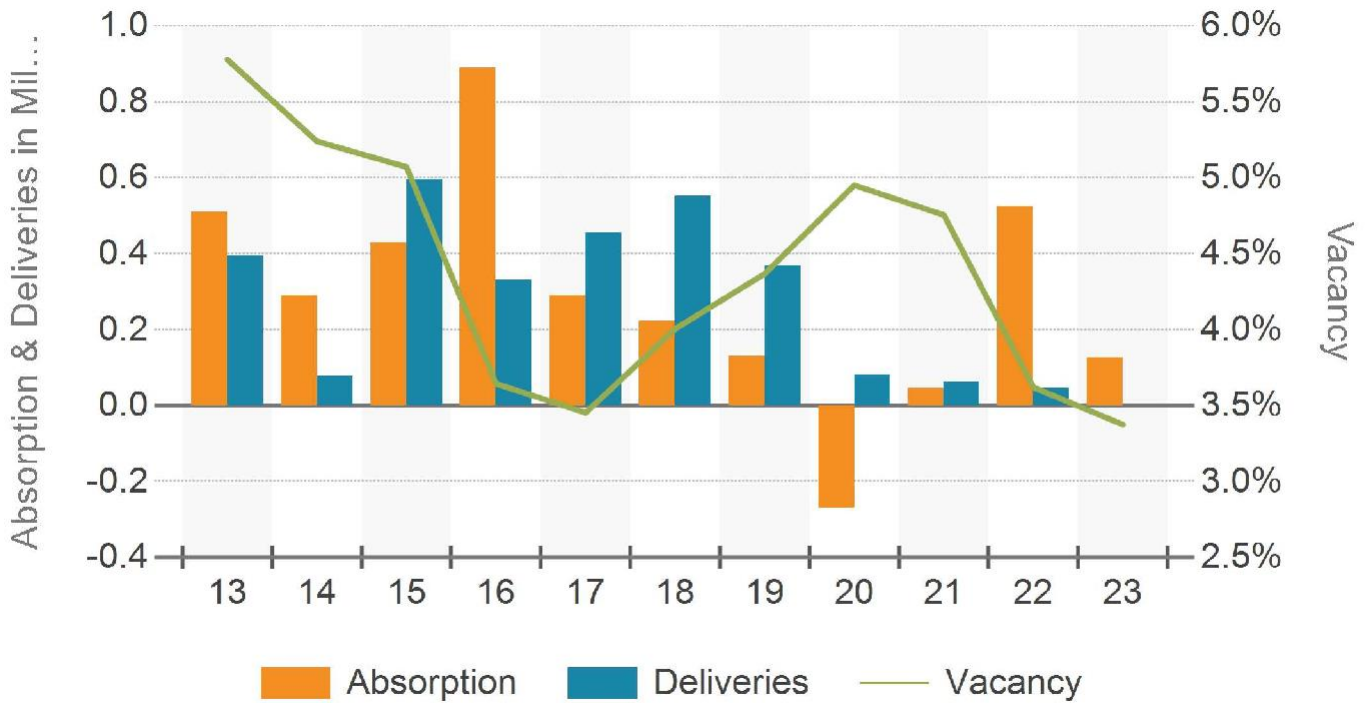
**NAI**Pfefferle

Manny Vasquez

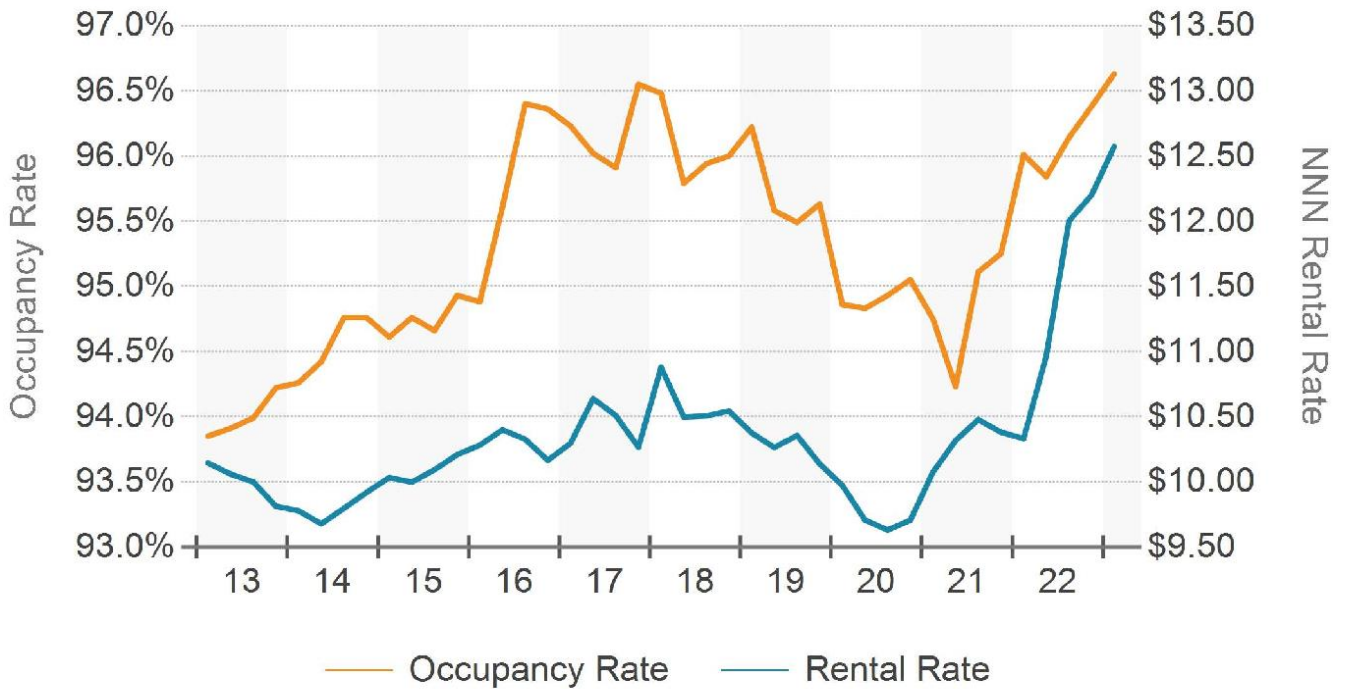
Vice President - Business Development



ABSORPTION, DELIVERIES, VACANCY

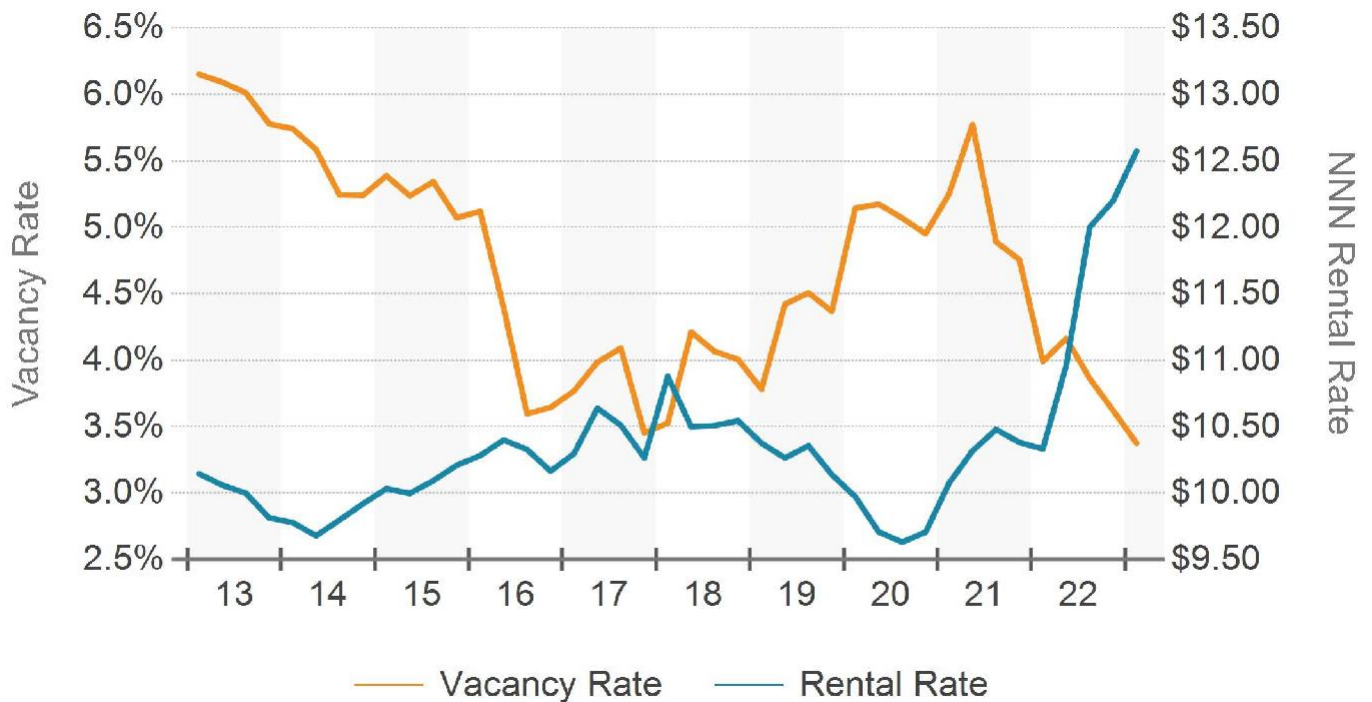


OCCUPANCY & RENTAL RATES





### VACANCY & RENTAL RATES



### SUMMARY STATISTICS

Availability	Survey	5-Year Avg
NNN Rent Per SF	\$12.57	\$10.48
Vacancy Rate	3.4%	4.5%
Vacant SF	1,736,202	2,300,656
Availability Rate	4.5%	7.0%
Available SF	2,332,316	3,591,746
Sublet SF	54,895	121,910
Months on Market	16.4	13.5

Inventory	Survey	5-Year Avg
Existing Buildings	4,037	4,026
Existing SF	51,466,635	51,385,367
12 Mo. Const. Starts	19,460	175,119
Under Construction	17,000	151,926
12 Mo. Deliveries	44,836	221,428

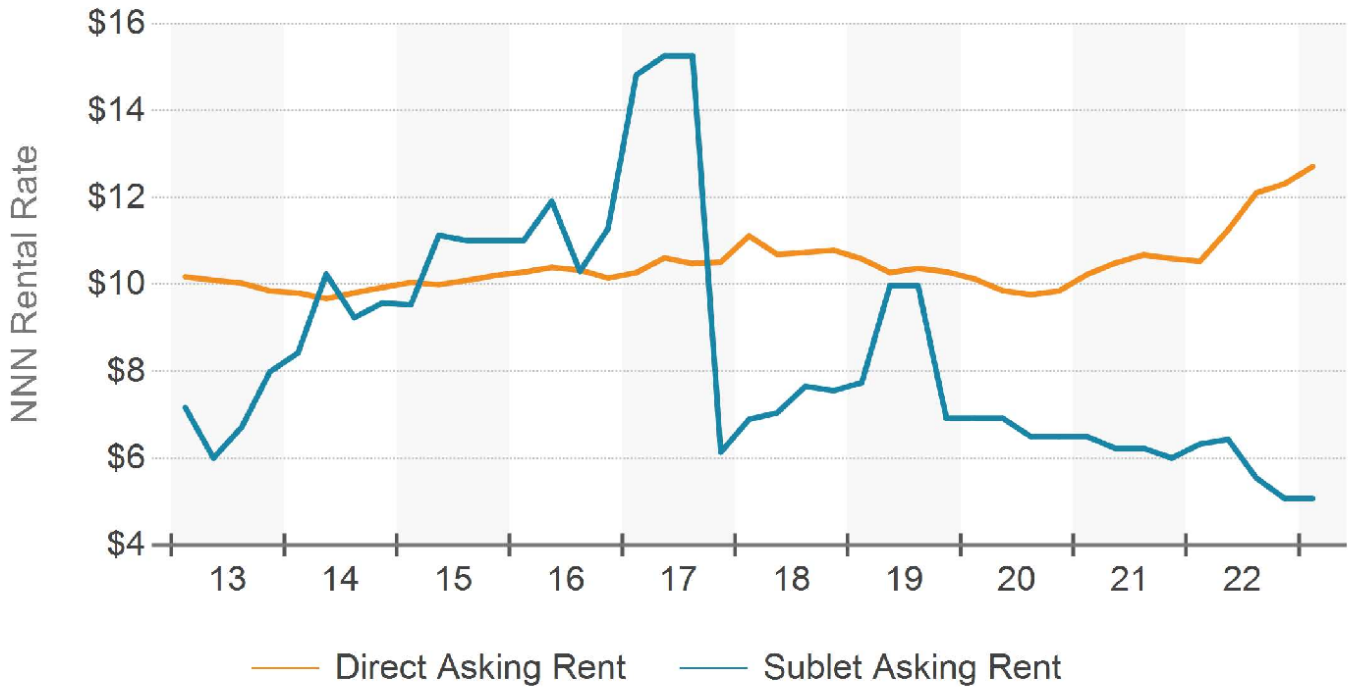
Demand	Survey	5-Year Avg
12 Mo. Absorption SF	532,178	130,298
12 Mo. Leasing SF	546,033	709,813

Sales	Past Year	5-Year Avg
Sale Price Per SF	\$122	\$86
Asking Price Per SF	\$185	\$122
Sales Volume (Mil.)	\$319	\$243
Cap Rate	6.7%	7.5%

## NNN ASKING RENT PER SF



## DIRECT & SUBLET RENTAL RATES



## VACANCY RATE



## SUBLEASE VACANCY RATE



## AVAILABILITY RATE



## AVAILABILITY & VACANCY RATE



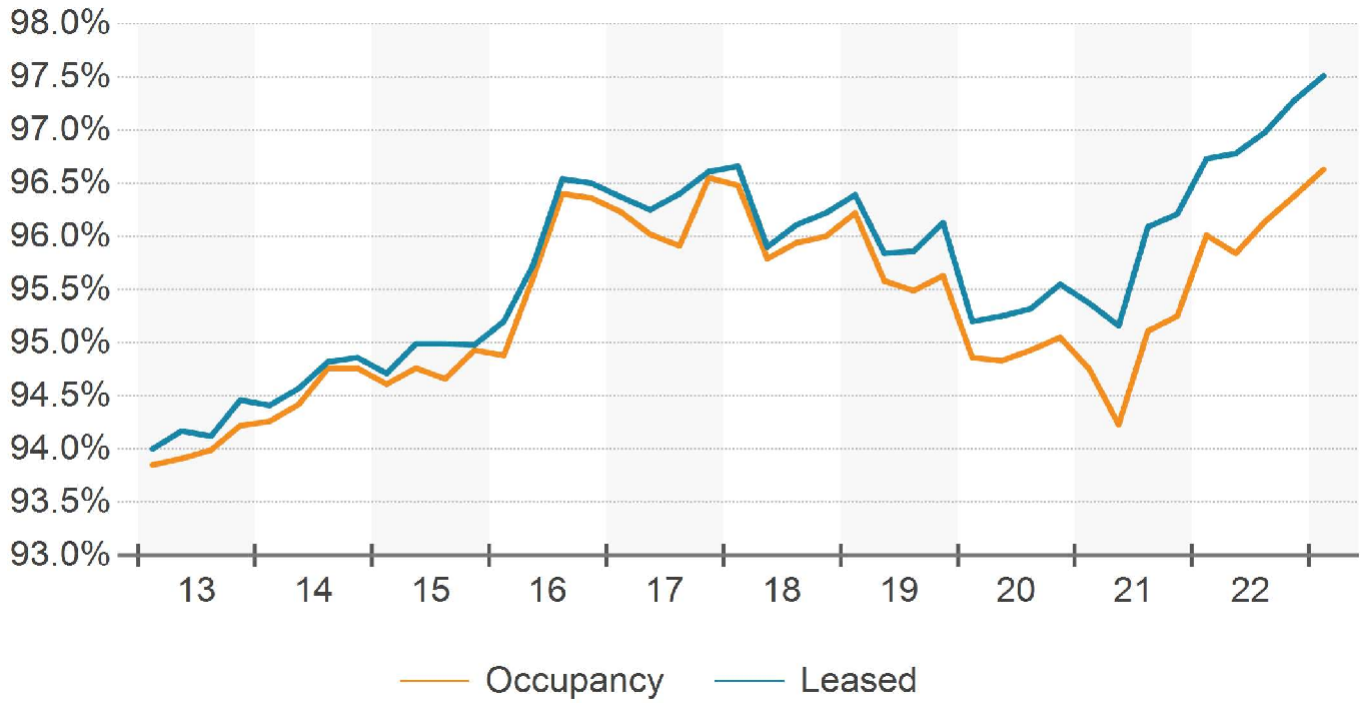
### OCCUPANCY RATE



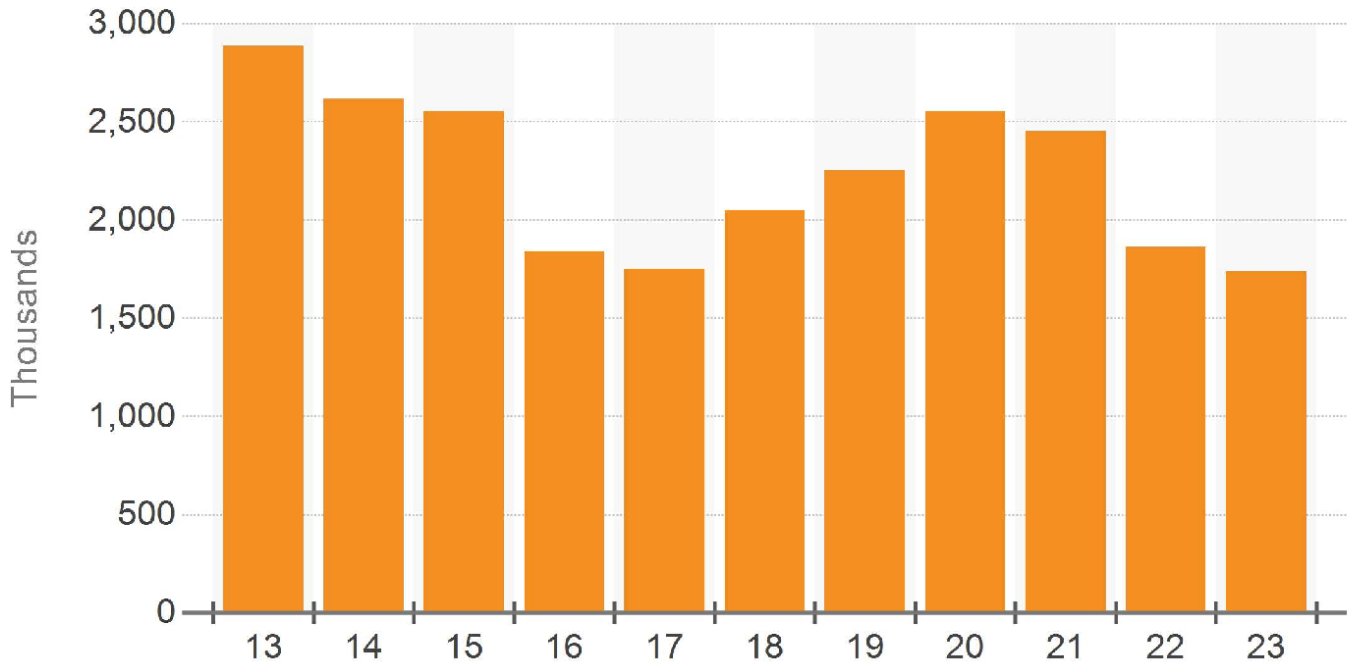
### PERCENT LEASED RATE



## OCCUPANCY & PERCENT LEASED

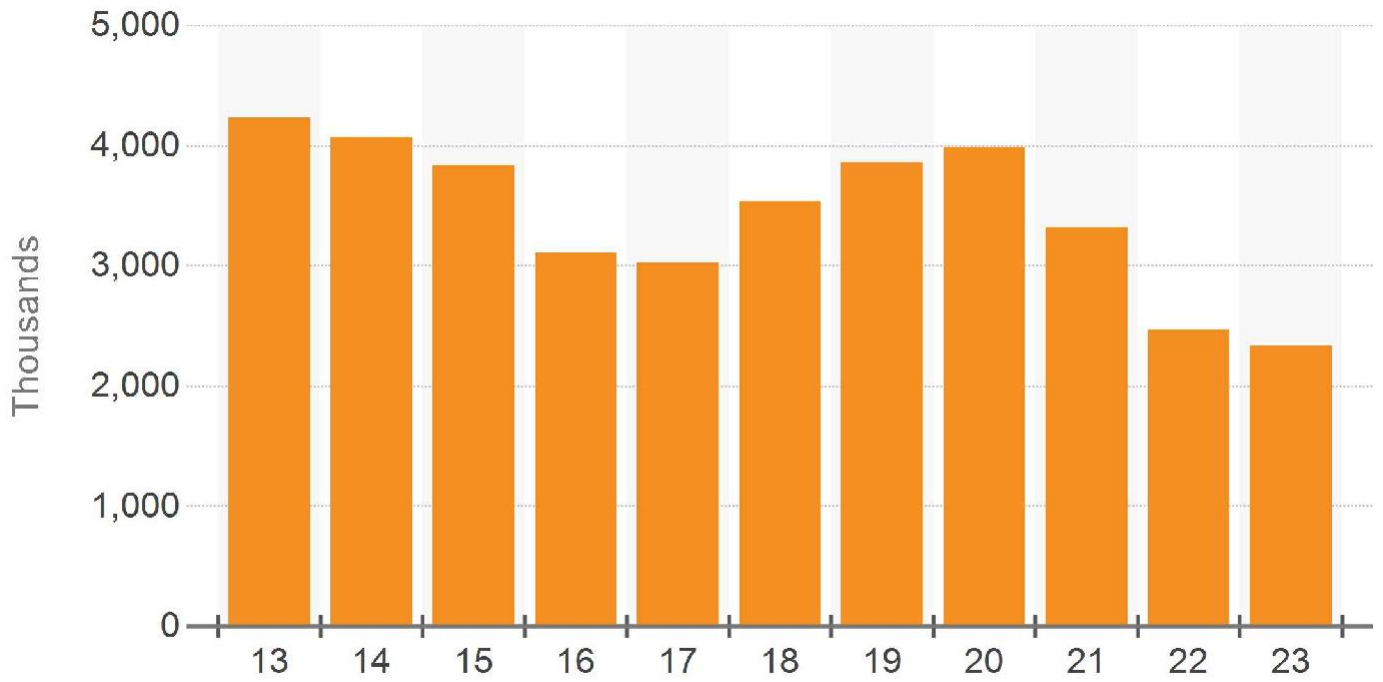


## VACANT SF





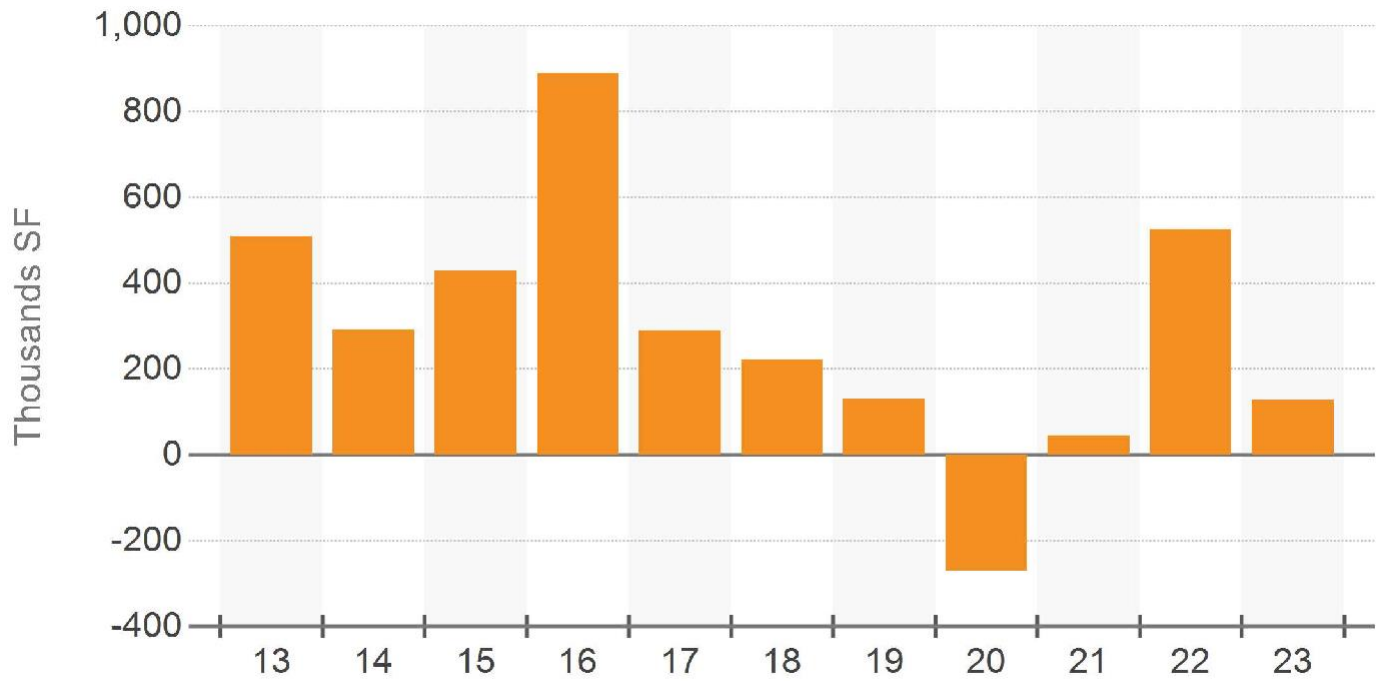
## AVAILABLE SF



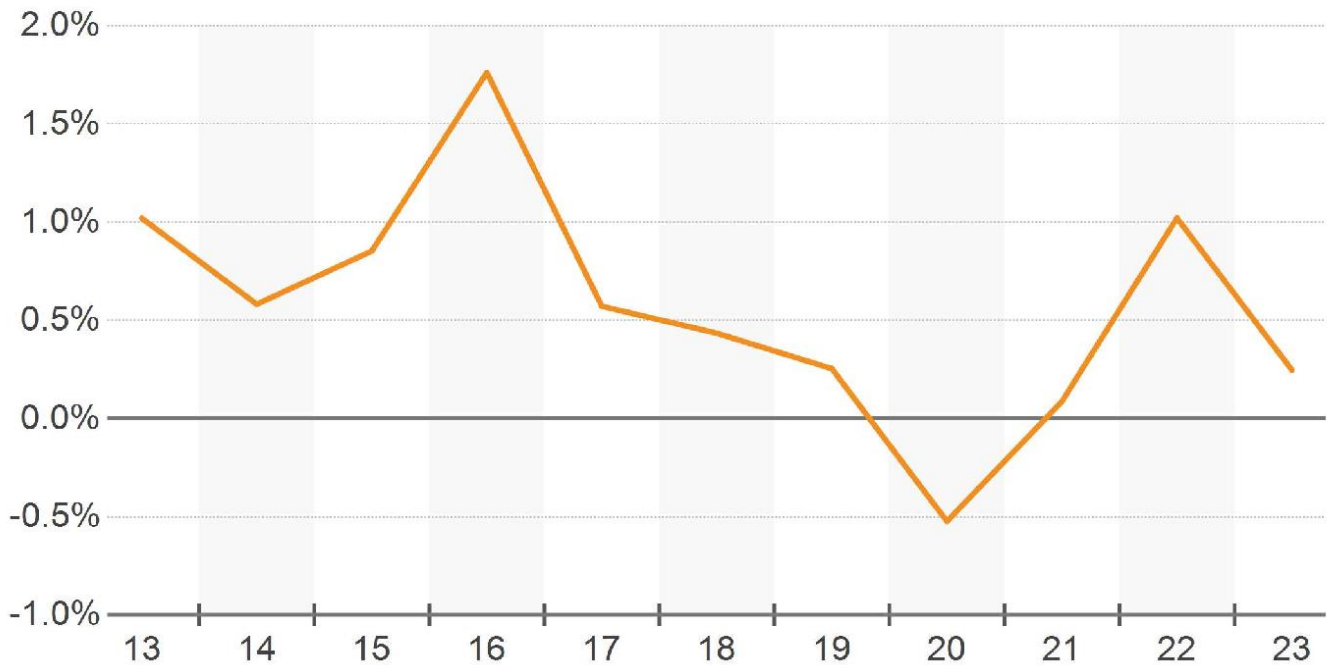
## MONTHS ON MARKET DISTRIBUTION



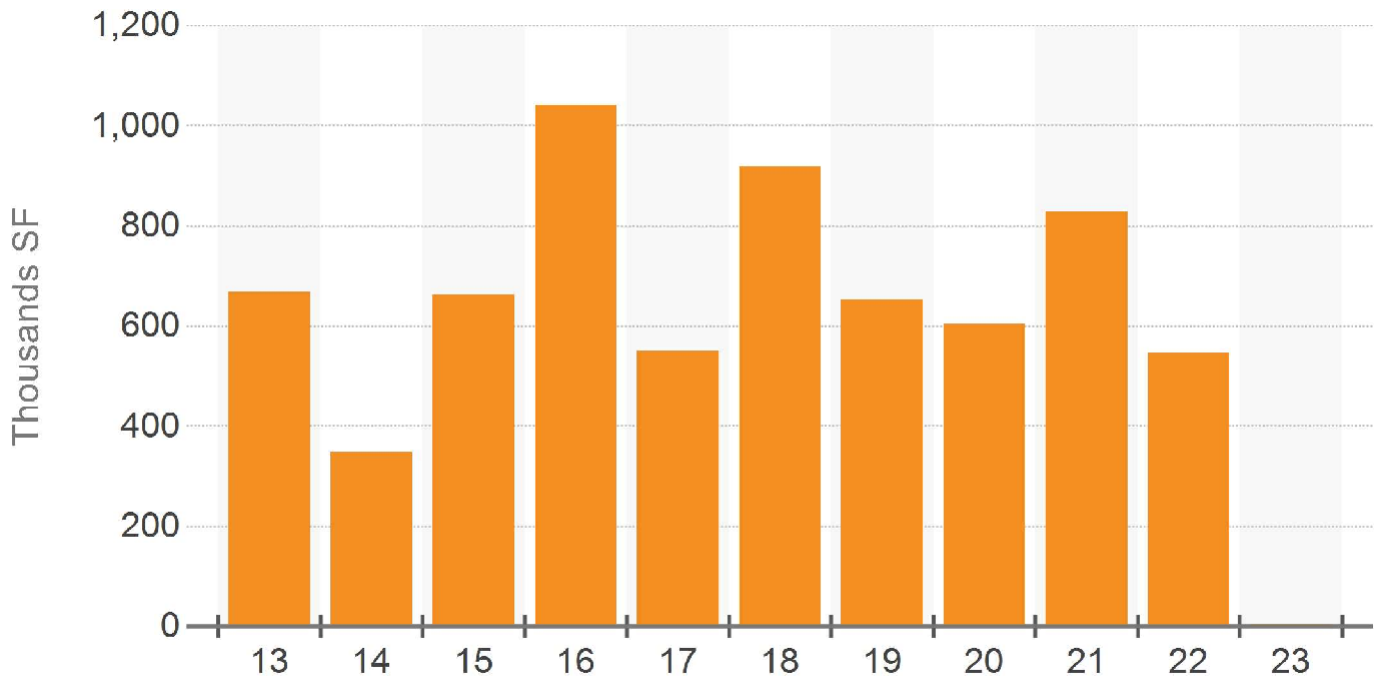
## NET ABSORPTION



## NET ABSORPTION AS % OF INVENTORY



## LEASING ACTIVITY



## MONTHS ON MARKET



## MONTHS TO LEASE

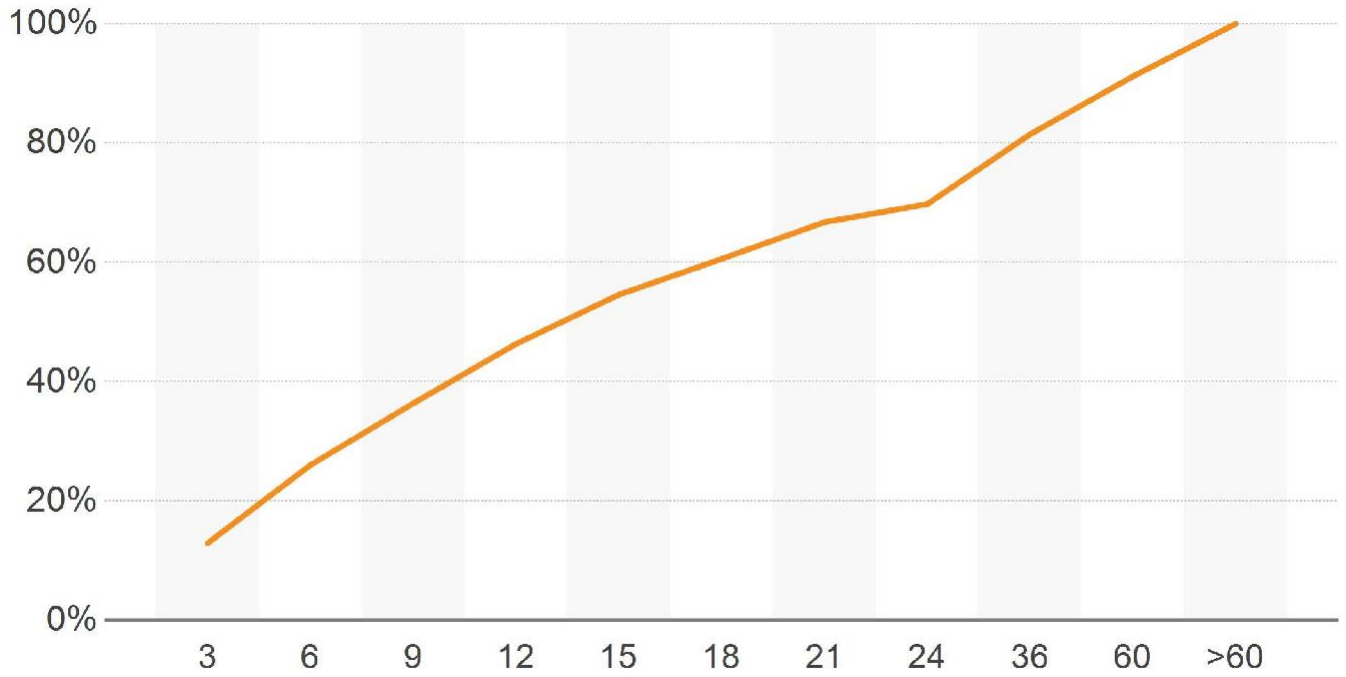


## MONTHS VACANT

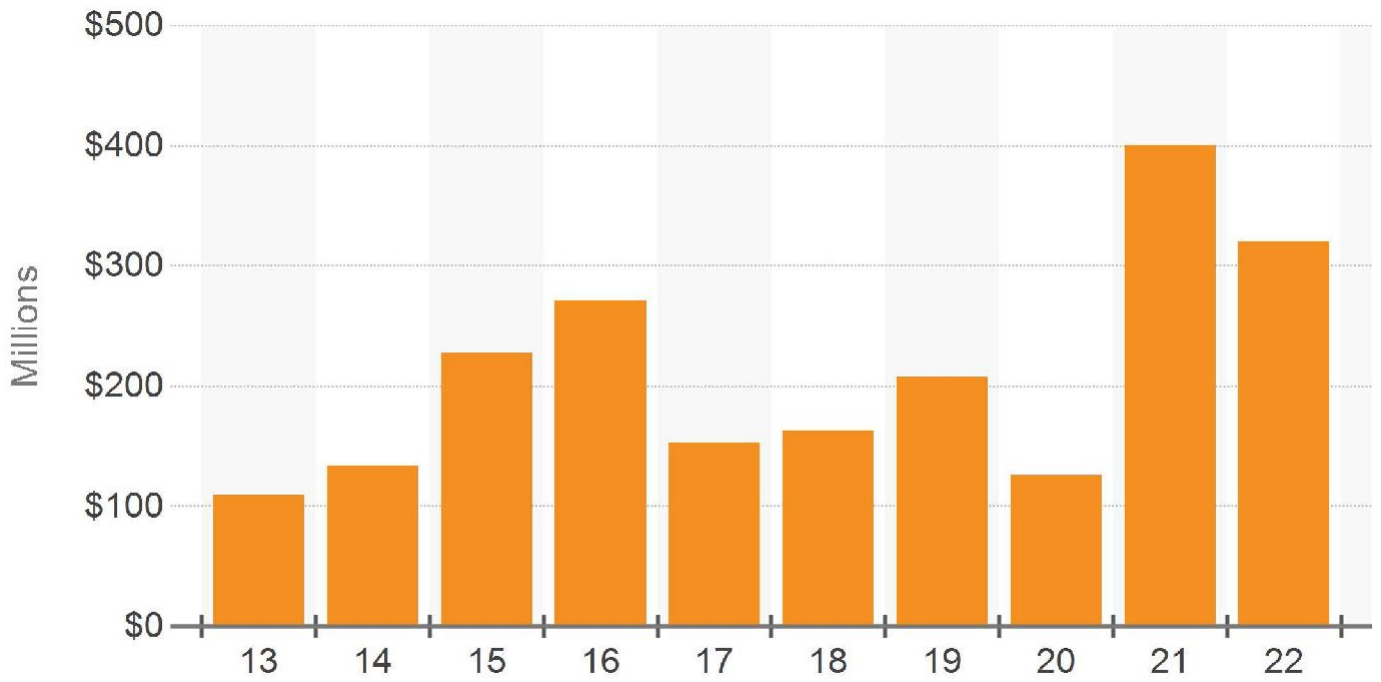




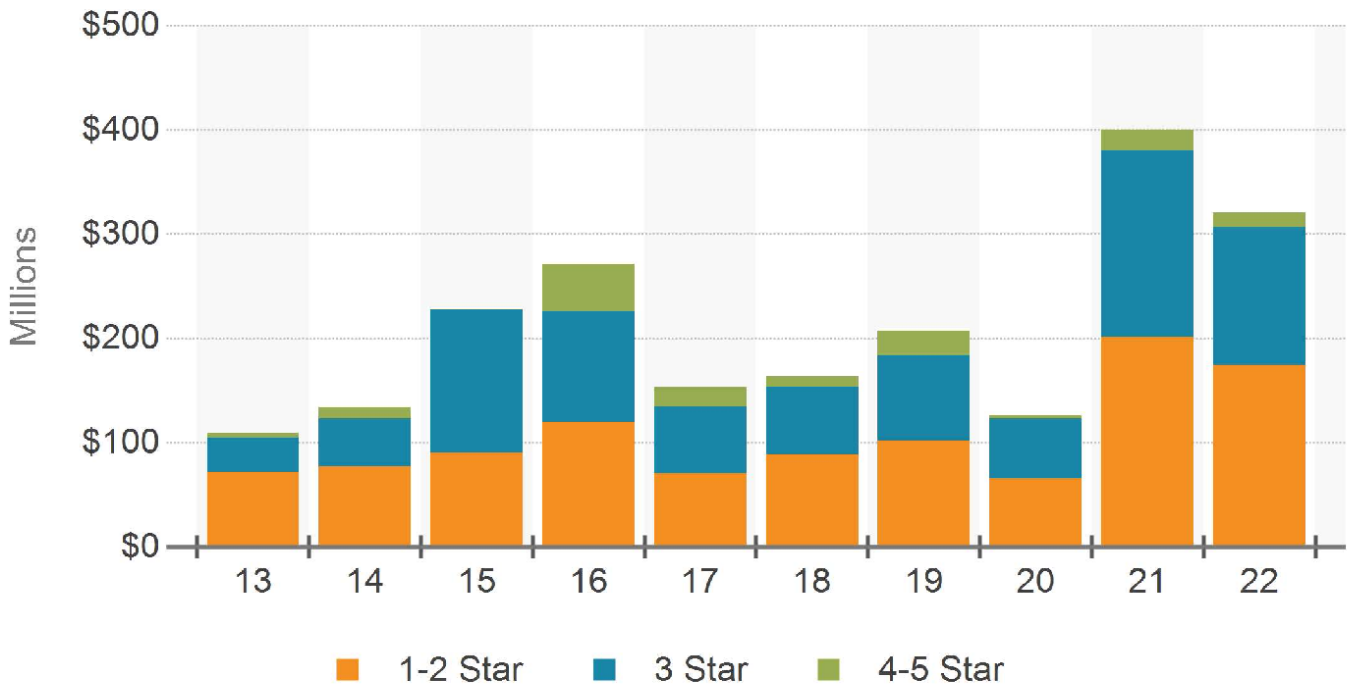
## PROBABILITY OF LEASING IN MONTHS



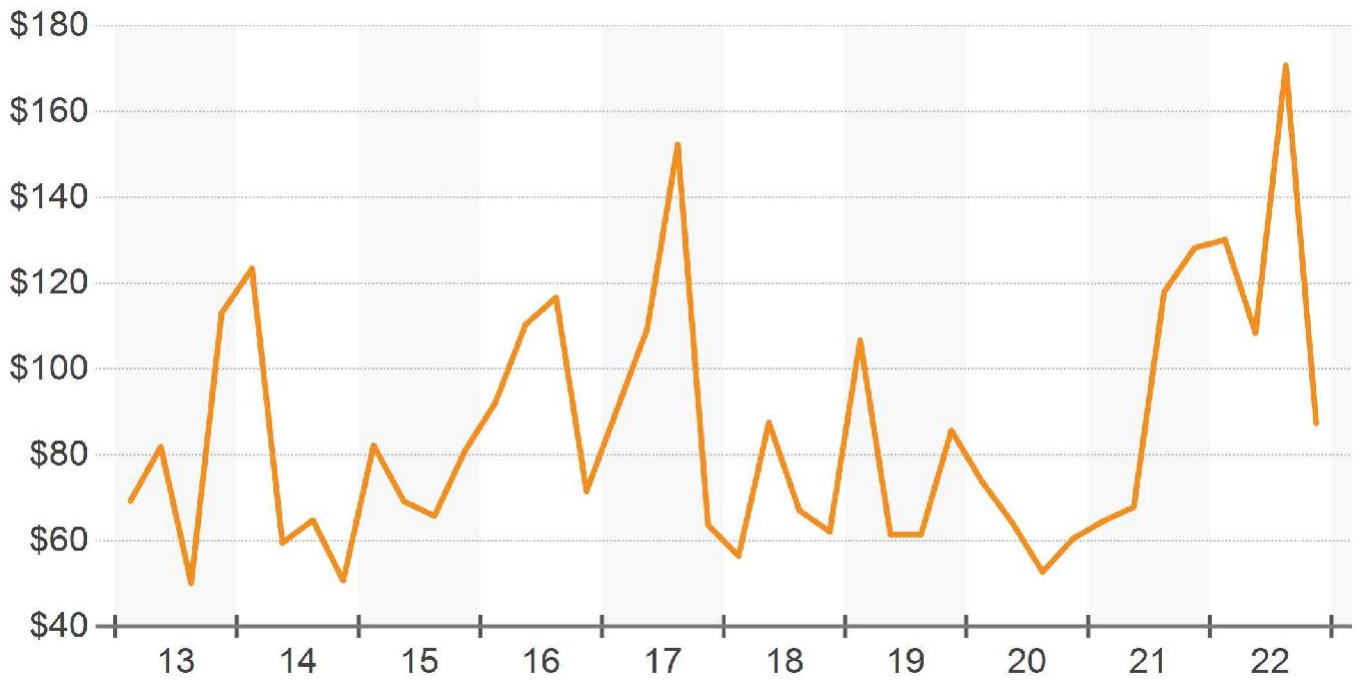
## SALES VOLUME



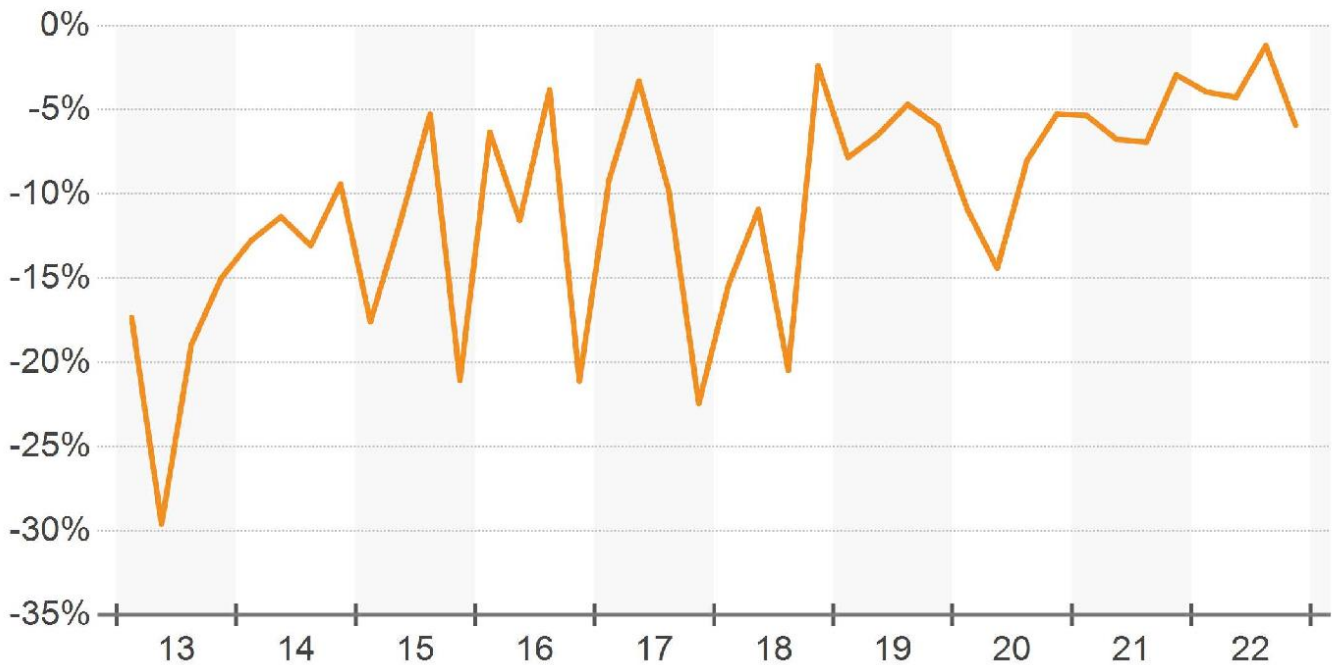
## SALES VOLUME BY STAR RATING



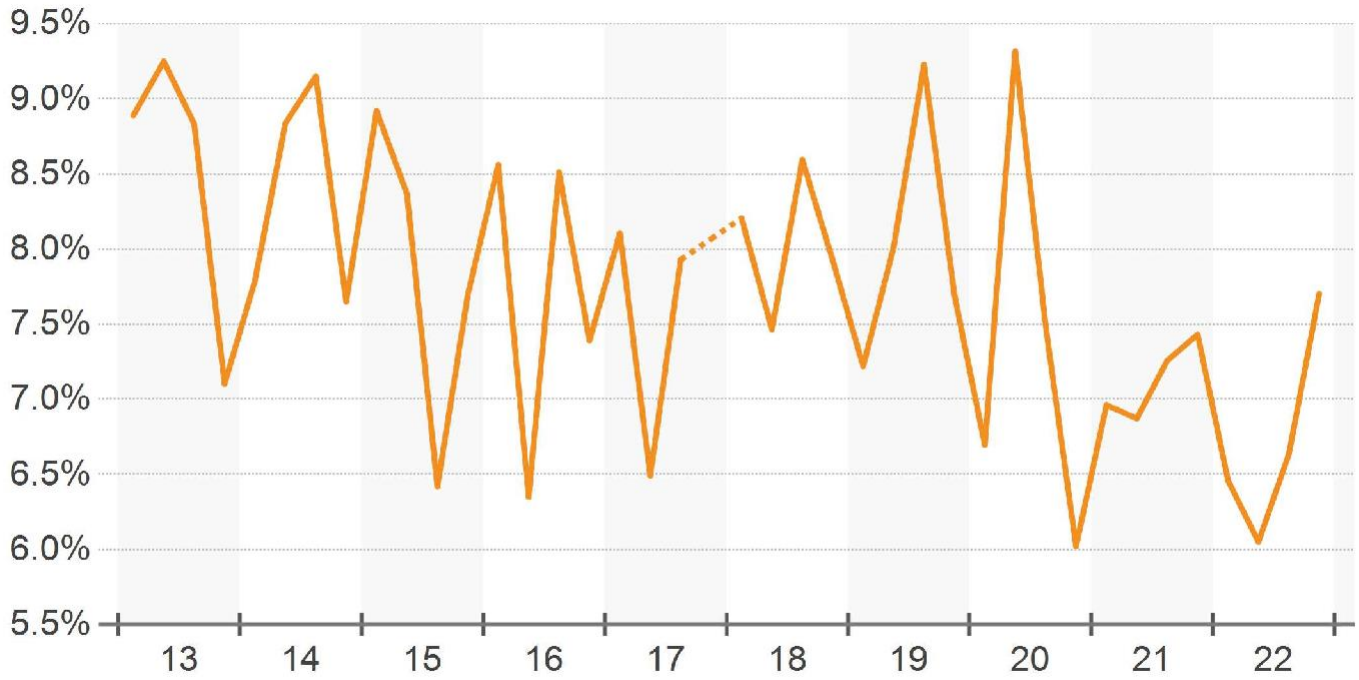
## AVERAGE SALE PRICE PER SF



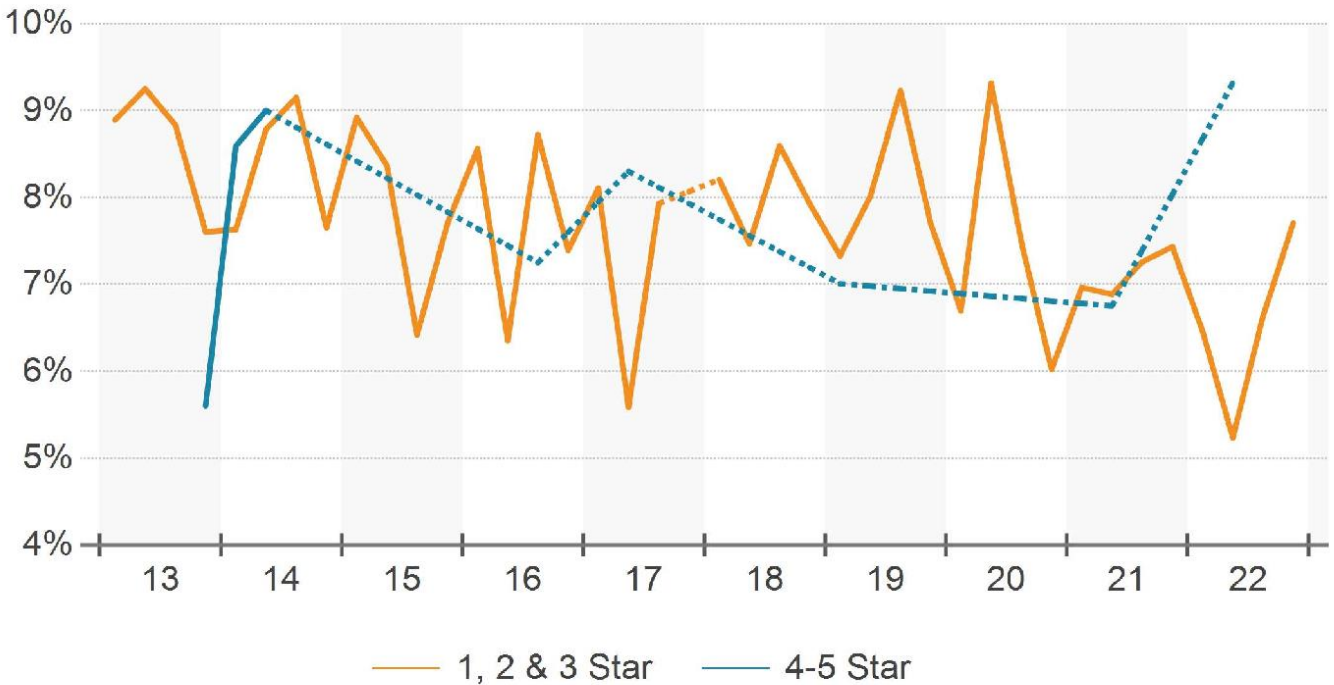
## SALE TO ASKING PRICE DIFFERENTIAL



## CAP RATE

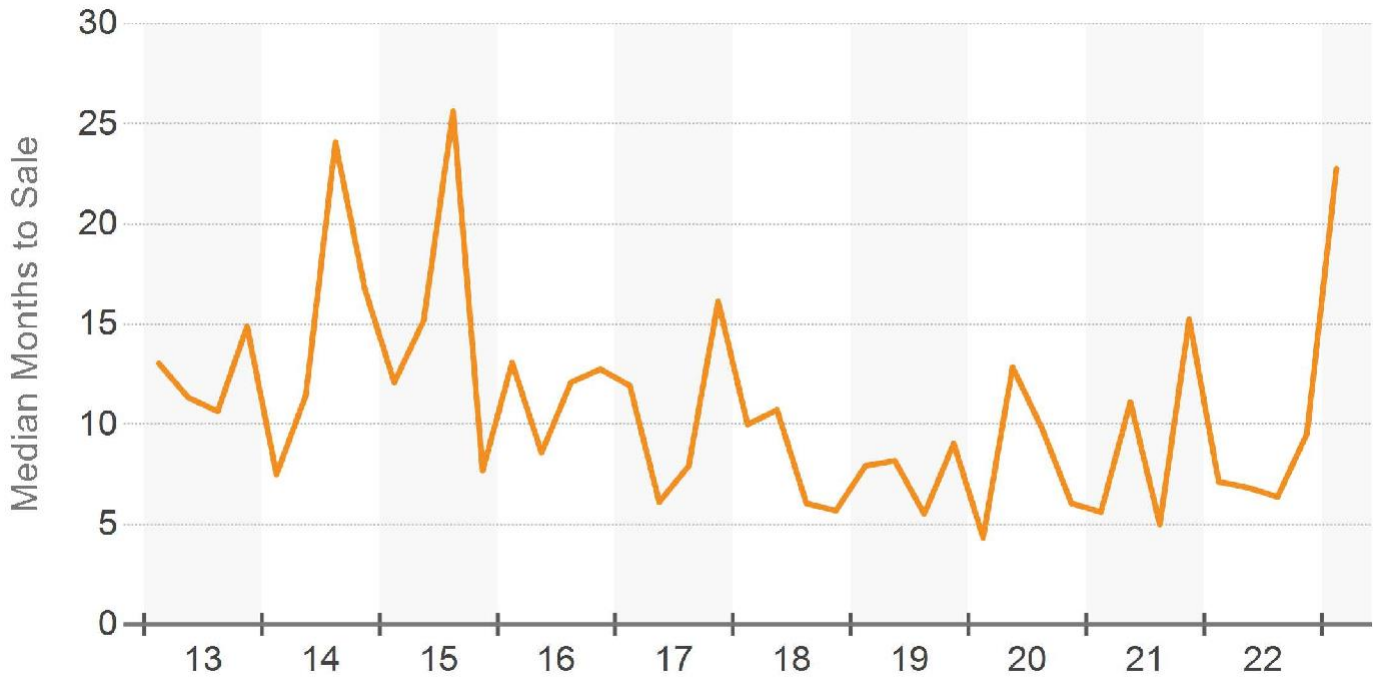


## CAP RATE BY STAR RATING

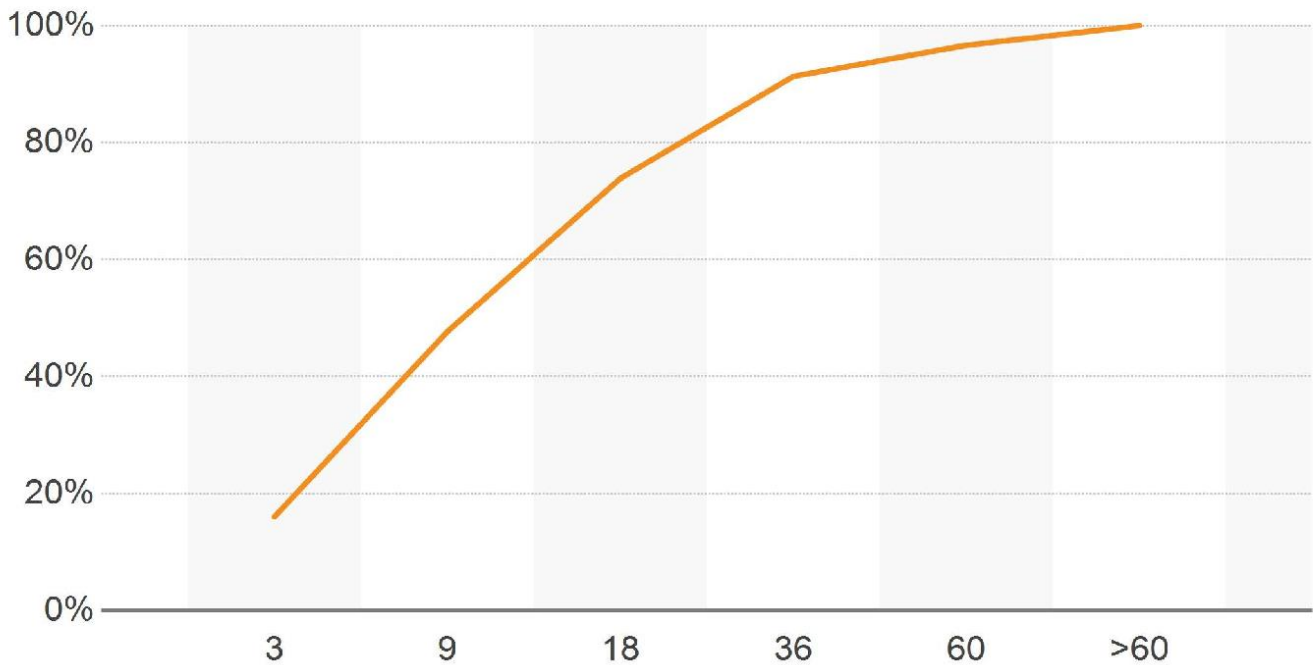




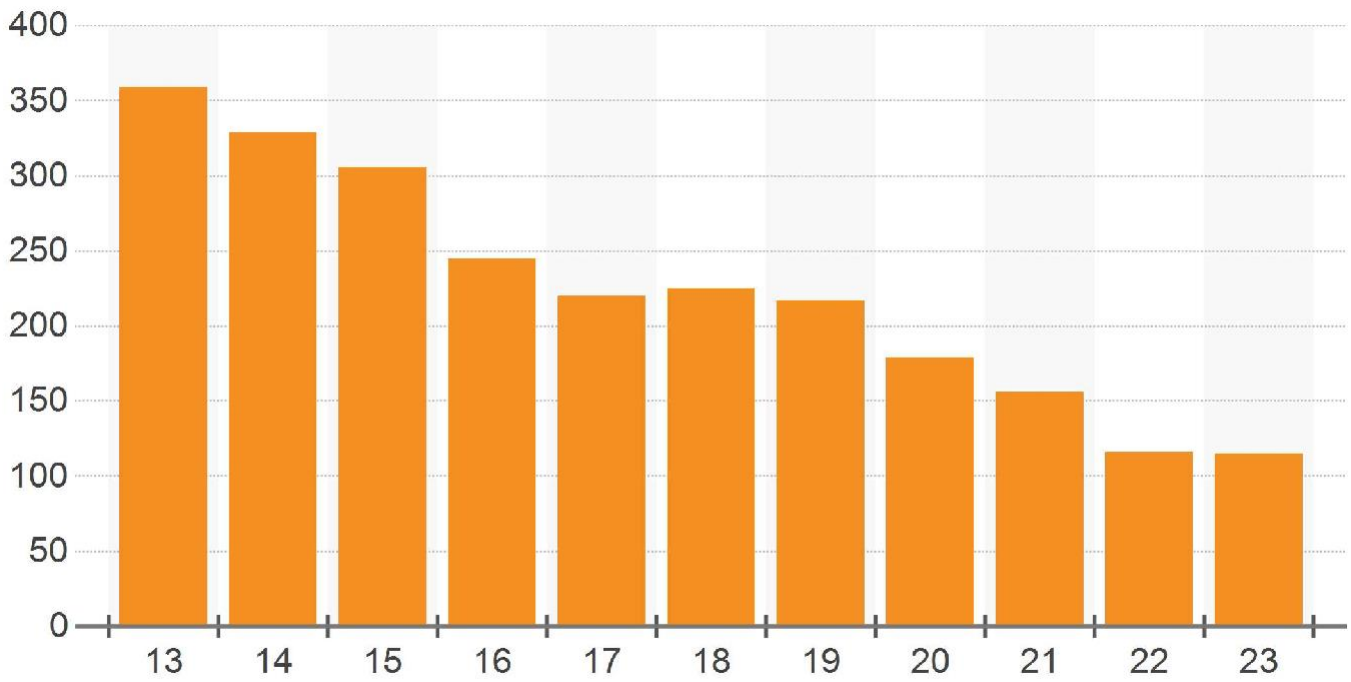
## MONTHS TO SALE



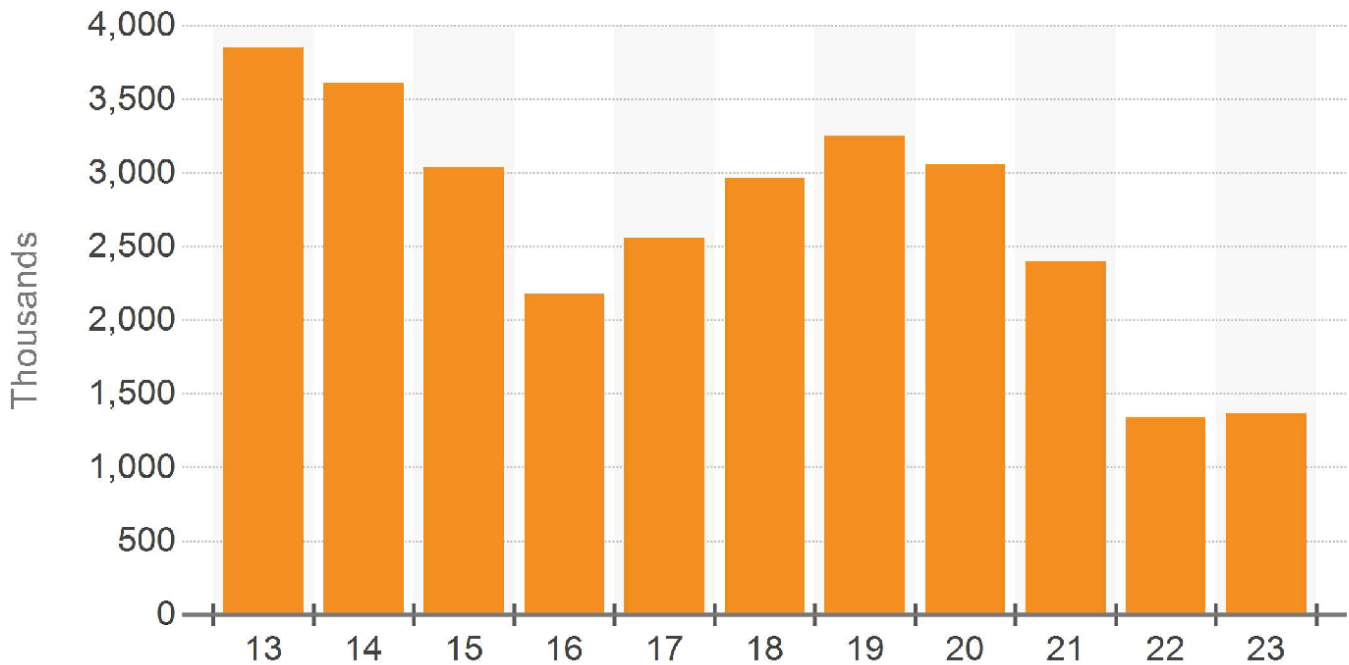
## PROBABILITY OF SELLING IN MONTHS



### FOR SALE TOTAL LISTINGS



### FOR SALE TOTAL SF



### ASKING PRICE PER SF

