



### SIGNIFICANT LEASE DEALS

Address	Submarket/City	Square Feet	Tenant
4501-4505 Helgesen Dr	Madison	44,800	Badger Metals
817 Plaenert Dr	Madison	27,190	Not Disclosed
5004-5048 Tradewinds Pky	Madison	16,950	Amazon.com Services LLC

### SIGNIFICANT BUILDING SALES

Address	Sale Value	PPSF	SF	Buyer
Submarket/City	Type of Sale	Cap Rate	Class	Seller
801 W. Commerce St	\$2,500,000	\$14.79	168,979	Seneca Foods
Cambria	Corp/User	-	Class B	Del Monte Corporation
2901 Progress Rd	\$4,452,189	\$57.23	77,801	Yumbutter
Madison	Owner/User	-	Class C	D&K Management
4160 Reardon Rd	\$1,486,250	\$30.56	48,640	Paul Wochinske
DeForest	Owner/User	-	Class C	Bridgestone Americas

### LARGEST DELIVERIES


Address	Submarket/City	SF	Developer
None to Report	-	-	-
-	-	-	-
-	-	-	-


### LARGEST UNDER CONSTRUCTION

Address	Submarket/City	SF	Delivery Date
2875 Innovation Way	Sun Prairie	137,000	May 2020
Whalen & Liberty Dr	Verona	48,000	Nov 2020
6361 N. Towne Dr	Windsor	21,000	May 2020

### TOTAL INDUSTRIAL MARKET STATISTICS

	Vacancy Rate	Avg. SF Rental Rates GRS	Net SF Absorption	SF Inventory	SF Under Construction
Q4 2019	4.20%	\$4.59	(354,321)	55,883,229	206,000
Q3 2019	3.50%	\$4.72	(67,510)	55,883,229	158,000
Q2 2019	3.40%	\$4.57	184,574	55,873,854	9,375
Q1 2019	3.60%	\$4.61	(167,125)	55,780,354	102,875
Q4 2018	3.30%	\$4.61	(44,272)	55,768,354	114,875

 **(354,321)** NET ABSORPTION SF

 **4.20%** VACANCY  
2,550,510 SF

 **\$4.59** AVG. ASKING RATE PSF NET

 **0** DELIVERIES  
0 Buildings

 **206,000** UNDER CONSTRUCTION  
3 Buildings

#### CAMP PERRET, Associate

The Madison Industrial Market continues to be strong with consistent demand leading to low vacancy rates. The slight increase in vacancy rates and nominal decrease in rental rates in Q4 is a short-term reflection of deliveries made in Q1 and Q2. While deliveries slowed in Q4, the construction pipeline increased. Industrial employment continues to increase, necessitating the need for continued growth in this real estate sector.