

BizTimesMedia Presents:

COMMERCIAL REAL ESTATE AND DEVELOPMENT CONFERENCE

CARW MEMBER MARKET SURVEY **Exclusive to BizTimes**

Tracy Johnson
CARW
President & CEO

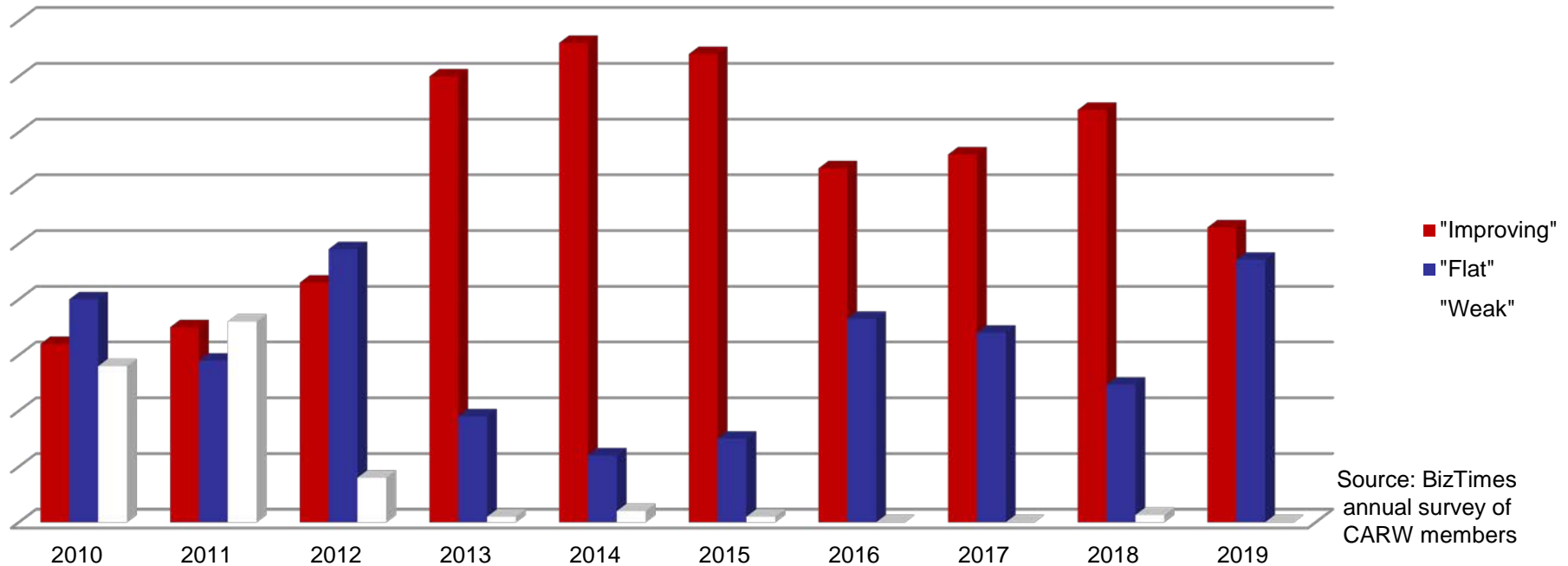
CARW MEMBER MARKET SURVEY

What is your impression of the condition of the current real estate market?

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Weak	28%	36%	8%	1%	2%	1%	0%	0%	1%	0%
Flat	40%	29%	49%	18%	12%	15%	36%	34%	25%	47%
Improving	32%	35%	43%	80%	86%	84%	64%	66%	74%	53%

CARW MEMBER MARKET SURVEY

What is your impression of the condition of the current real estate market since 2010



Source: BizTimes annual survey of CARW members

CARW MEMBER MARKET SURVEY

Do you believe the SE WI
CRE market will improve in 2020?

	2012	2013	2014	2015	2016	2017	2018	2019
Yes	65%	82%	89%	95%	88%	70%	88%	62%
No	35%	18%	11%	5%	12%	30%	12%	38%

CARW MEMBER MARKET SURVEY

How would you describe the current condition of the capital markets for development?

	2012	2013	2014	2015	2016	2017	2018	2019
Declining	2%	0%	1%	0%	4%	1%	1%	1%
Flat	55%	40%	22%	23%	53%	55%	40%	53%
Improving	43%	60%	77%	72%	44%	44%	59%	45%

CARW MEMBER MARKET SURVEY

How would you describe the outlook for the SE WI **Office** market?

	2013	2014	2015	2016	2017	2018	2019
Declining	12%	4%	6%	4%	0%	4%	4%
Flat	65%	53%	41%	32%	57%	47%	62%
Improving	23%	43%	53%	64%	42%	49%	34%

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How would you describe the outlook for the SE WI **Industrial** market?

	2013	2014	2015	2016	2017	2018	2019
Declining	3%	0%	0%	3%	1%	0%	1%
Flat	25%	13%	10%	14%	17%	10%	26%
Improving	72%	87%	90%	83%	83%	90%	73%

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How would you describe the outlook for the SE WI **Retail** market?

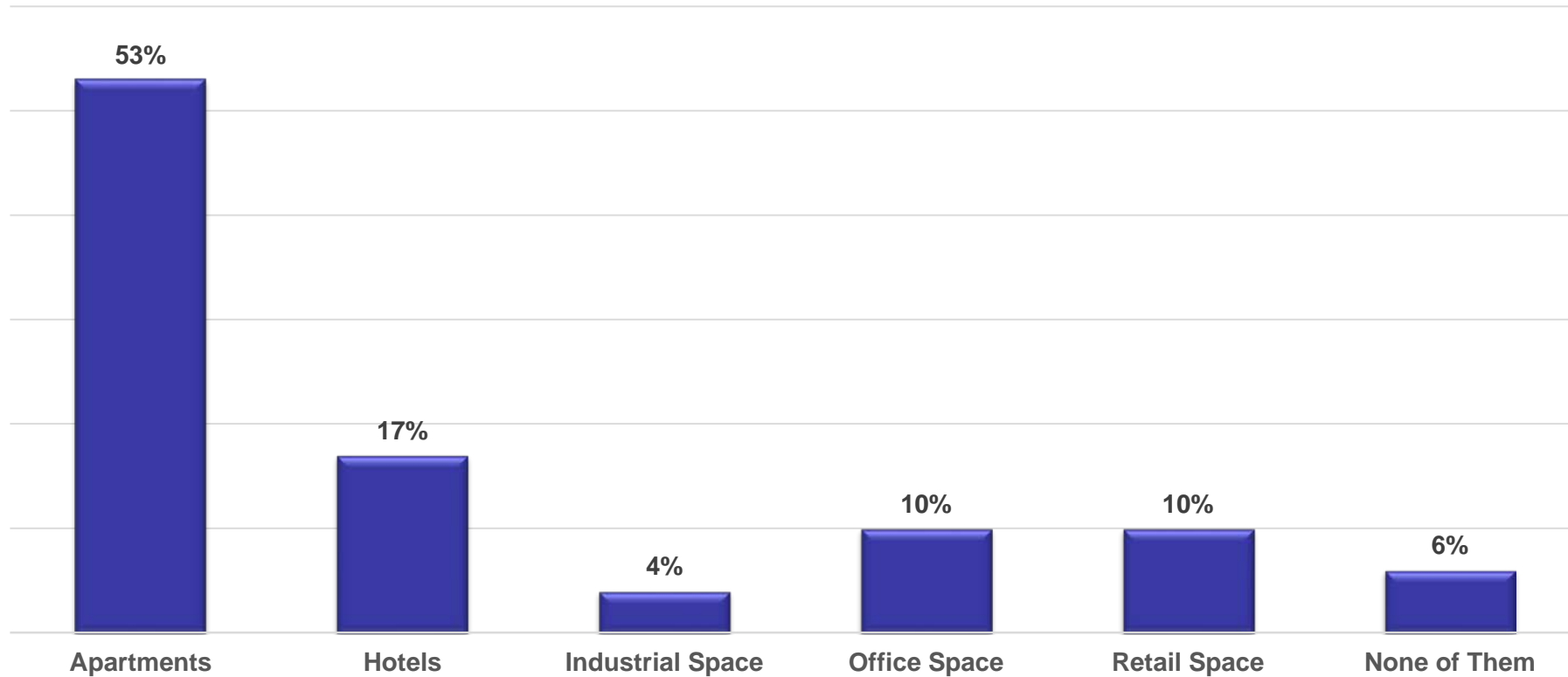
	2013	2014	2015	2016	2017	2018	2019
Declining	4%	0%	0%	0%	16%	15%	23%
Flat	43%	23%	29%	19%	44%	42%	53%
Improving	53%	77%	71%	81%	40%	43%	24%

CARW MEMBER MARKET SURVEY



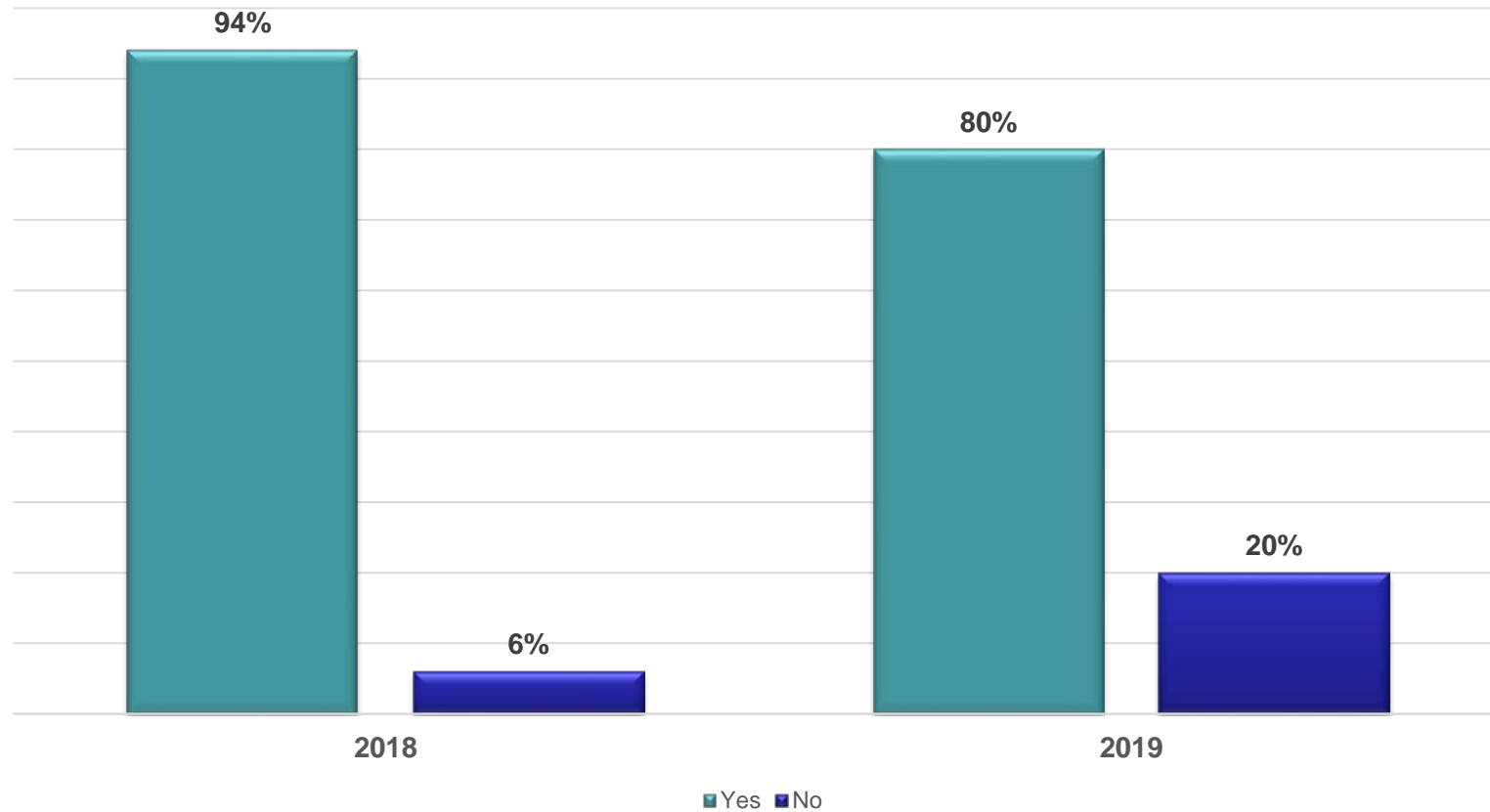
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Which of these real estate sectors in metro Milwaukee are most in danger of being over-developed?



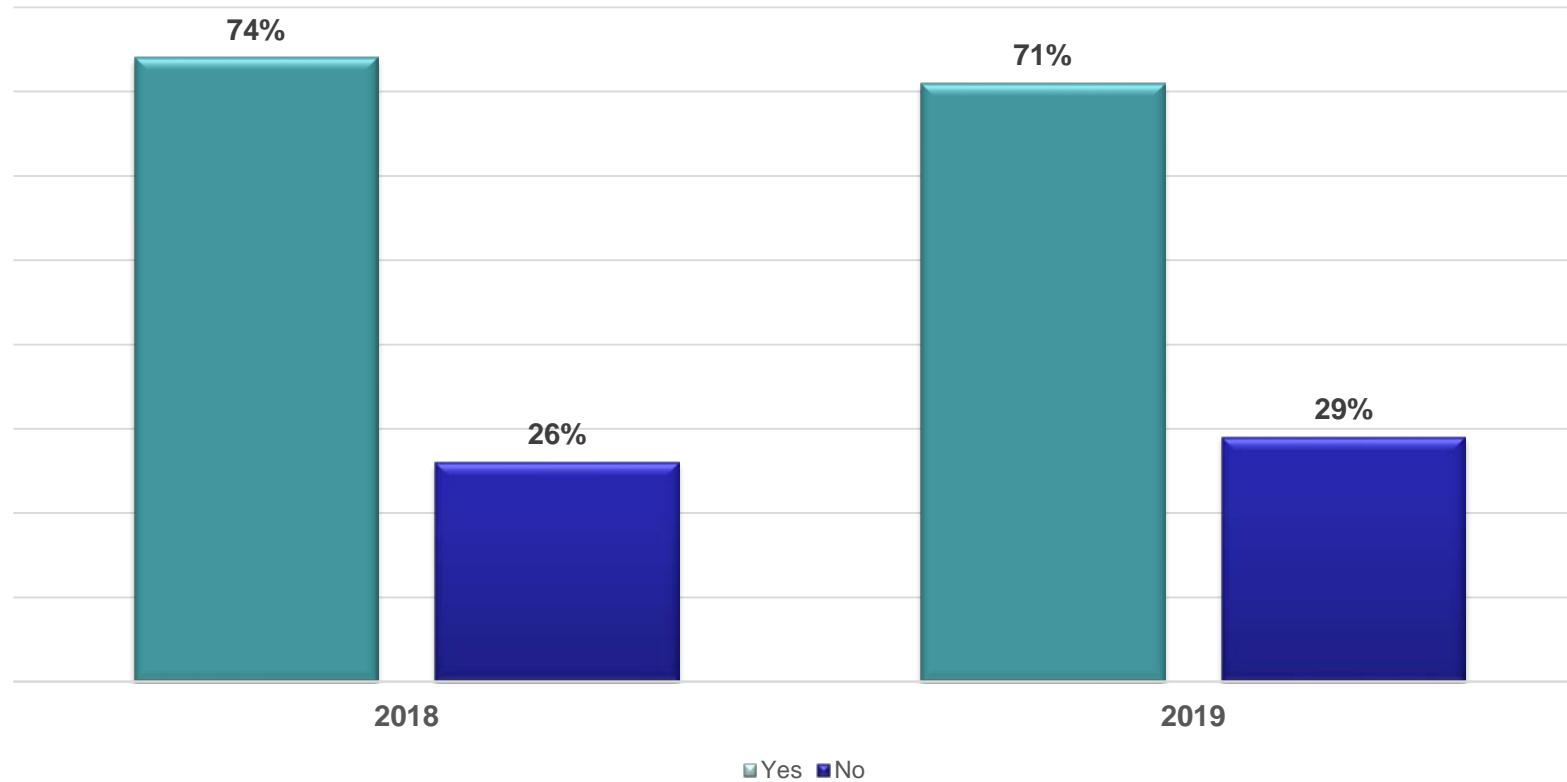
CARW MEMBER MARKET SURVEY

Will the Foxconn project in Racine County be a Success for the State and its economy



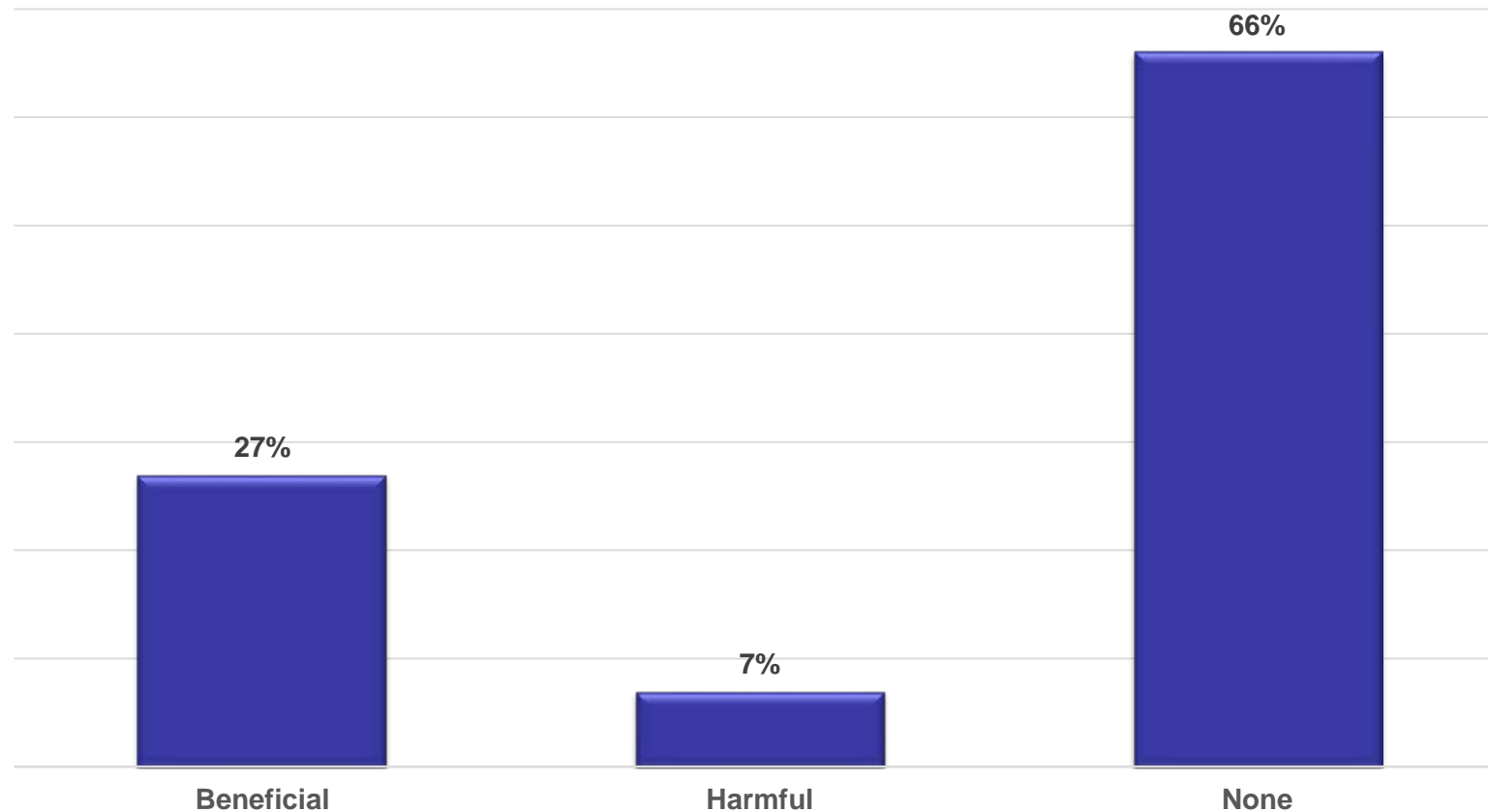
CARW MEMBER MARKET SURVEY

Should the Wisconsin Center in downtown Milwaukee be expanded at taxpayer expense?



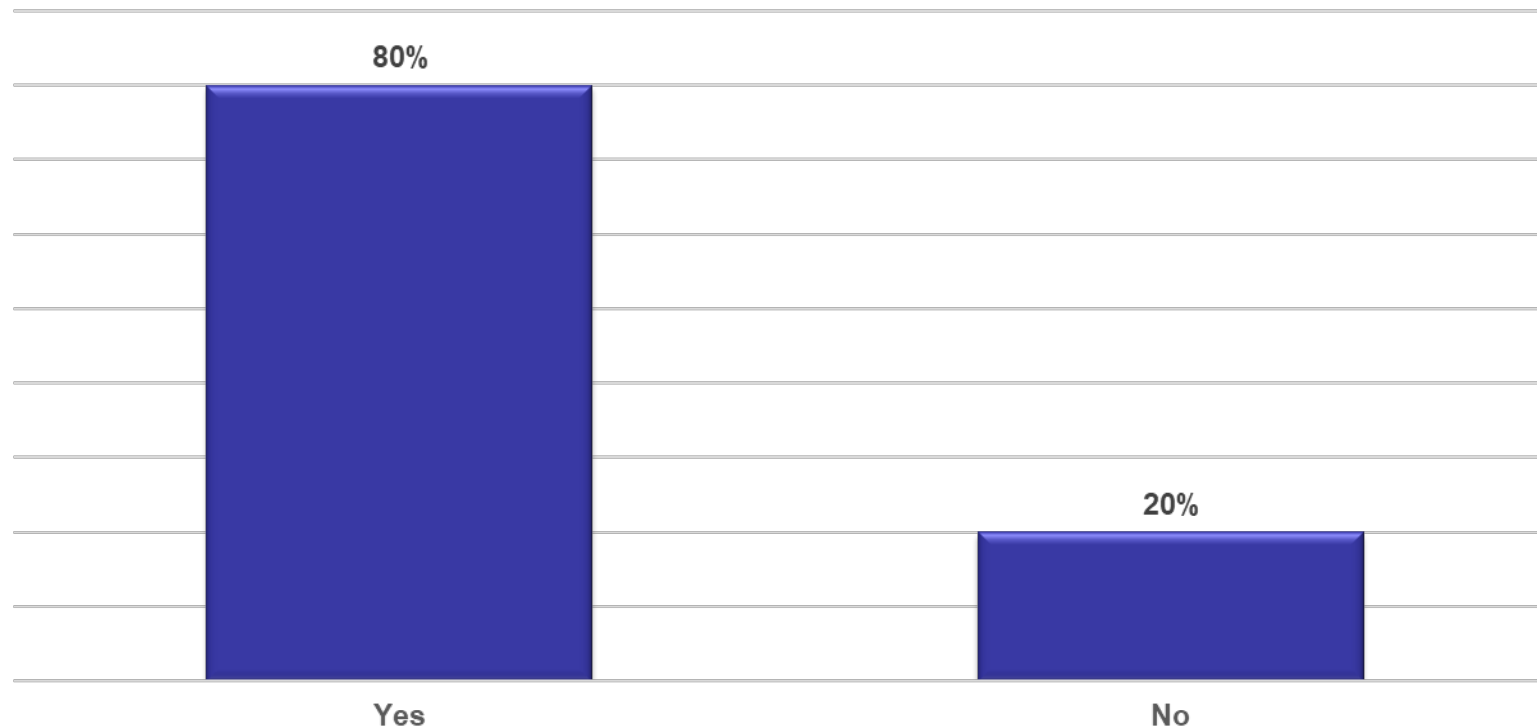
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What effect is the Milwaukee Streetcar having on the downtown real estate market?



CARW MEMBER MARKET SURVEY

Will the attention that Milwaukee receives from hosting the Democratic National Convention help attract more investment development to the area?



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