

# Capital Market Predictions

## 2018 Capital Market Predictions – Ben Adank, SARA Investment Real Estate

- Total transactions as measured by number of deals will be flat year over year – **FALSE (15% INCREASE IN # DEALS FROM 2017 TO 2018 STATEWIDE)**
- Cap Rates will remain stable as non-Wisconsin based money continues to find its way here – **MOSTLY TRUE**
- At least one significant office portfolio sale will occur between Milwaukee and Madison. – **TRUE (IN EARLY 2019)**

## 2020 Capital Market Predictions – Adam Connor, Colliers International

- Cap rates will remain flat for 2020
- Transaction volume will be down vs 2019 – but not by much
- Infrastructure investment continue to spur more development
- There will be some record cap rates hit for Net-Lease and apartments in Q1 and Q2 2020