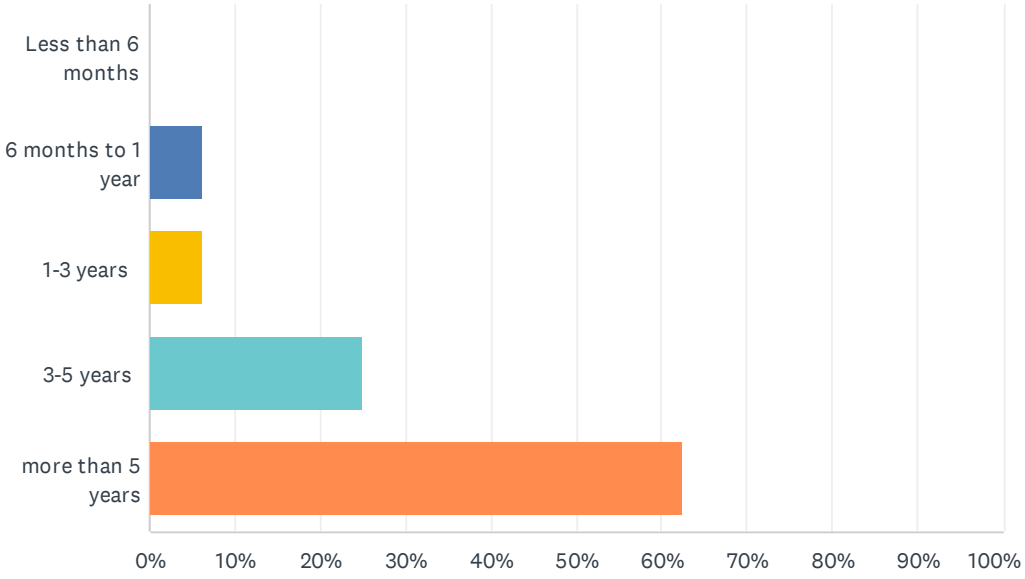
Q1 How long have you been a CARW member?

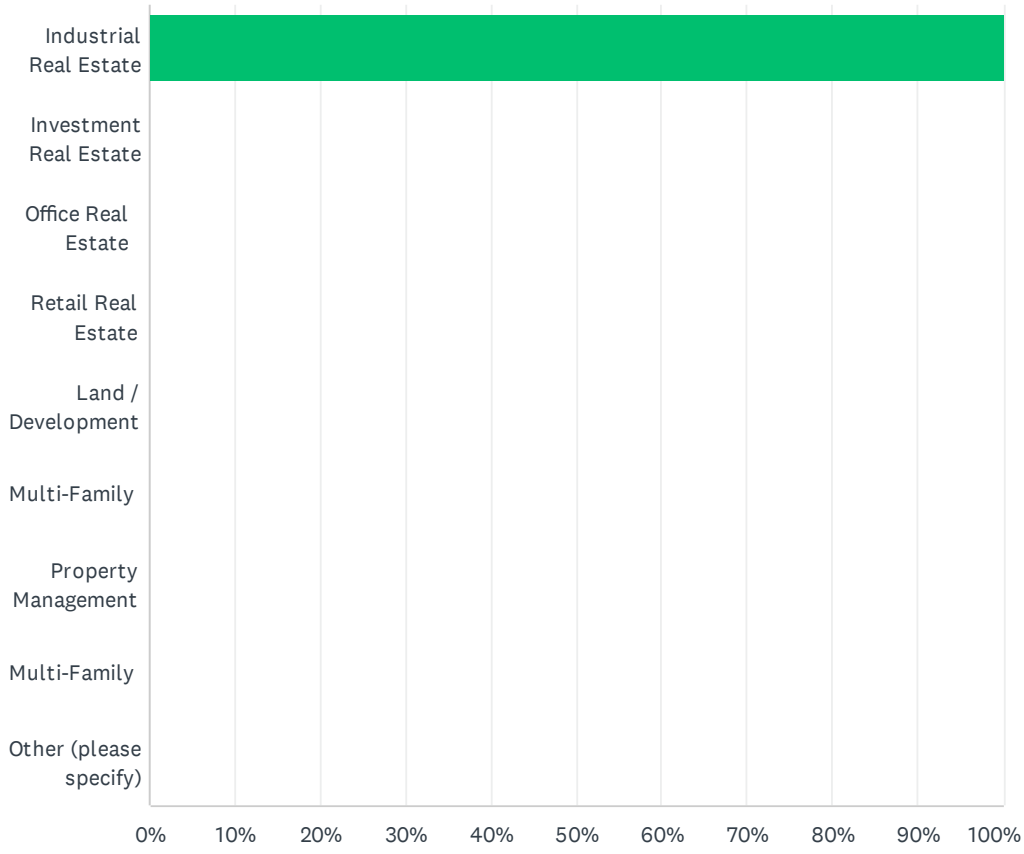
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Less than 6 months	0.00%	0
6 months to 1 year	6.25%	1
1-3 years	6.25%	1
3-5 years	25.00%	4
more than 5 years	62.50%	10
TOTAL		16

Q2 What is the main area of commercial real estate you engage in? (choose only one)

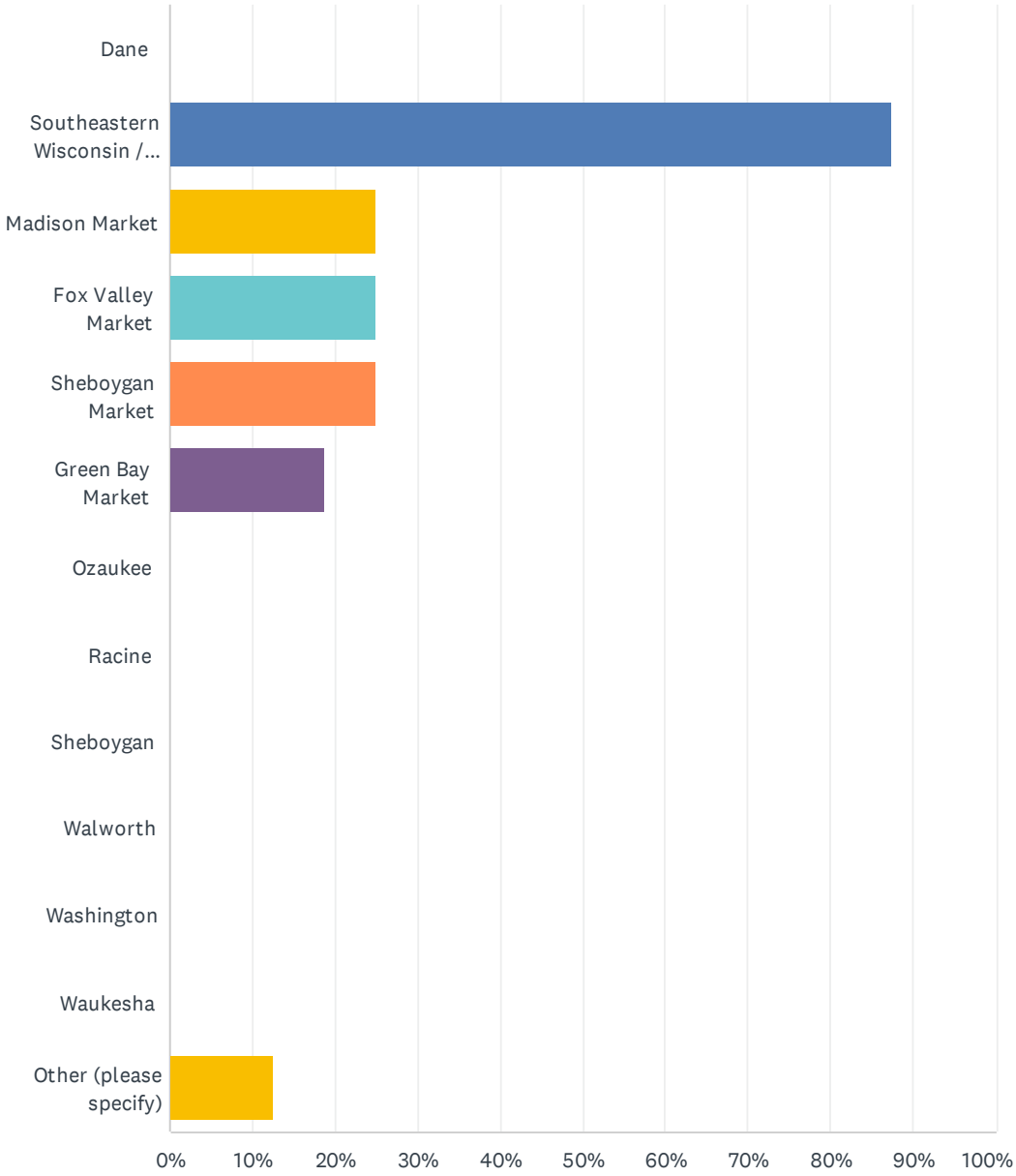
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Industrial Real Estate	100.00%	16
Investment Real Estate	0.00%	0
Office Real Estate	0.00%	0
Retail Real Estate	0.00%	0
Land / Development	0.00%	0
Multi-Family	0.00%	0
Property Management	0.00%	0
Multi-Family	0.00%	0
Other (please specify)	0.00%	0
TOTAL		16

Q3 In which geographic Market(s) do you conduct your real estate activity? (check all that apply)

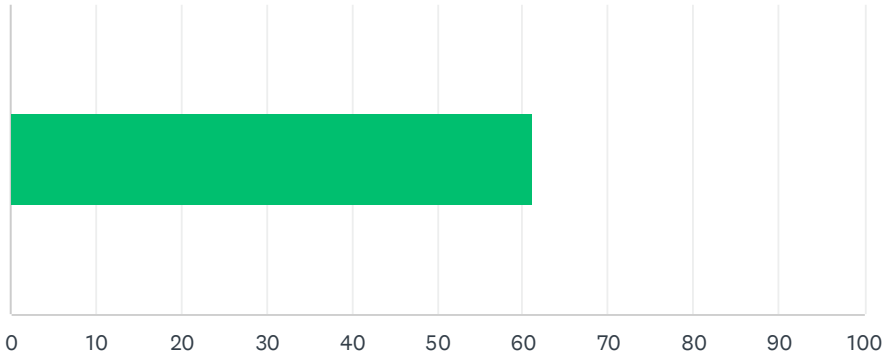
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Dane	0.00%	0
Southeastern Wisconsin / Milwaukee / Waukesha (7-County Region)	87.50%	14
Madison Market	25.00%	4
Fox Valley Market	25.00%	4
Sheboygan Market	25.00%	4
Green Bay Market	18.75%	3
Ozaukee	0.00%	0
Racine	0.00%	0
Sheboygan	0.00%	0
Walworth	0.00%	0
Washington	0.00%	0
Waukesha	0.00%	0
Other (please specify)	12.50%	2
Total Respondents: 16		

Q4 On a scale of 1 to 10, how strong is the current commercial real estate market (1=very weak, 10=very strong)

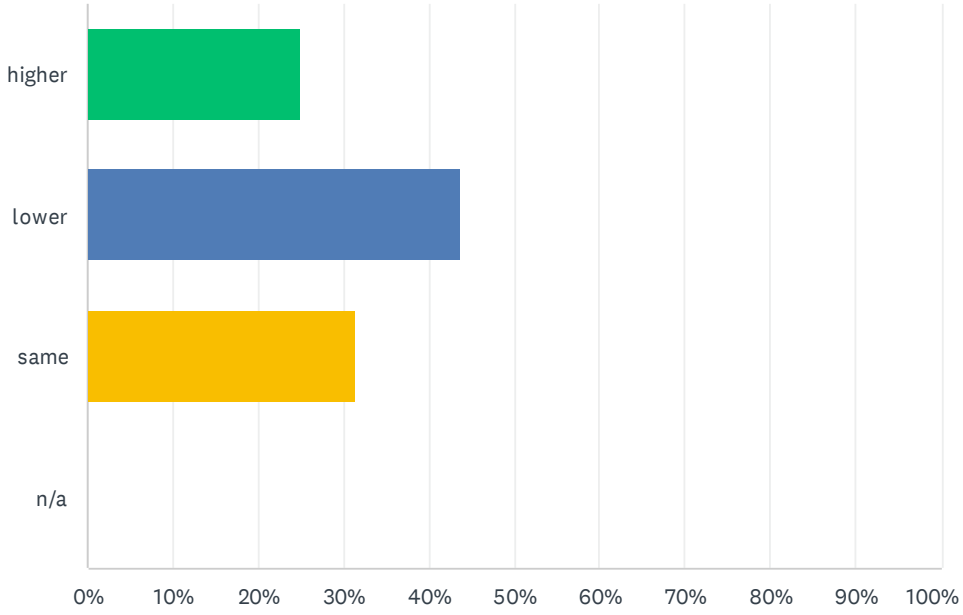
Answered: 16 Skipped: 0



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	61	980	16
Total Respondents: 16			

Q5 How does current leasing activity compare to the past six months?

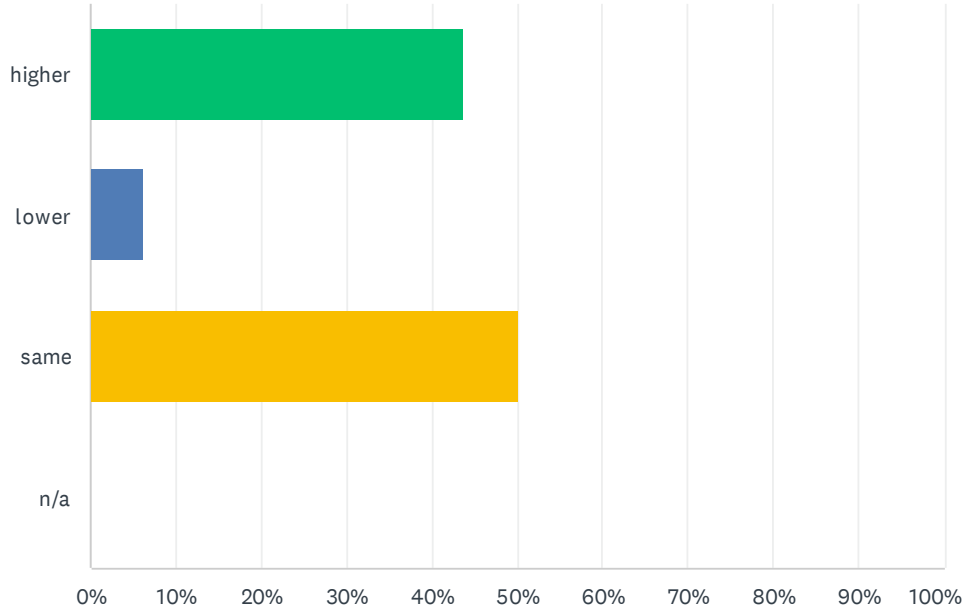
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
higher	25.00%	4
lower	43.75%	7
same	31.25%	5
n/a	0.00%	0
TOTAL		16

Q6 How do current rents compare to the past six months?

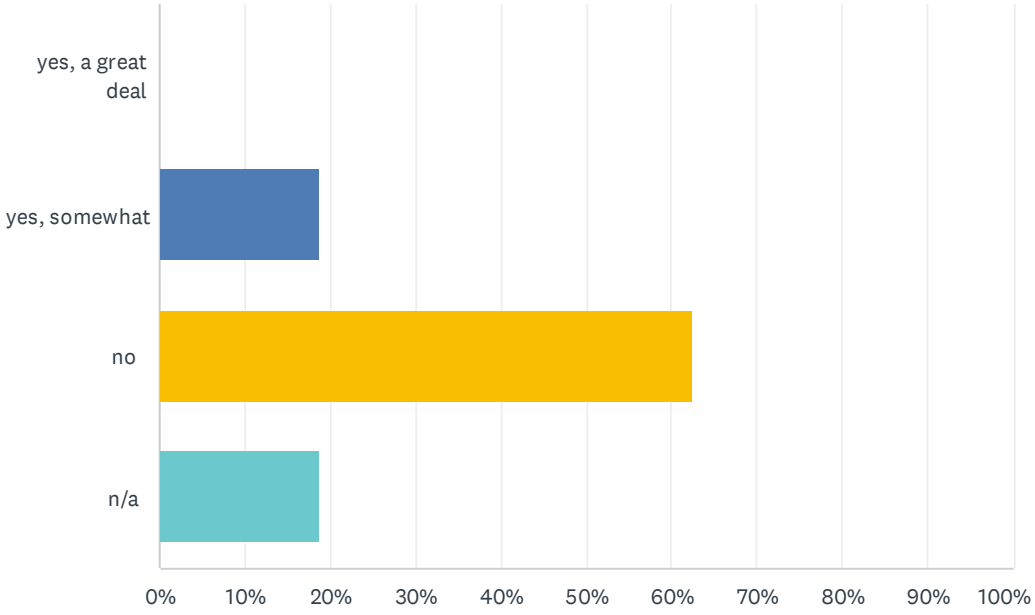
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
higher	43.75%	7
lower	6.25%	1
same	50.00%	8
n/a	0.00%	0
TOTAL		16

Q7 Are you currently discounting rents?

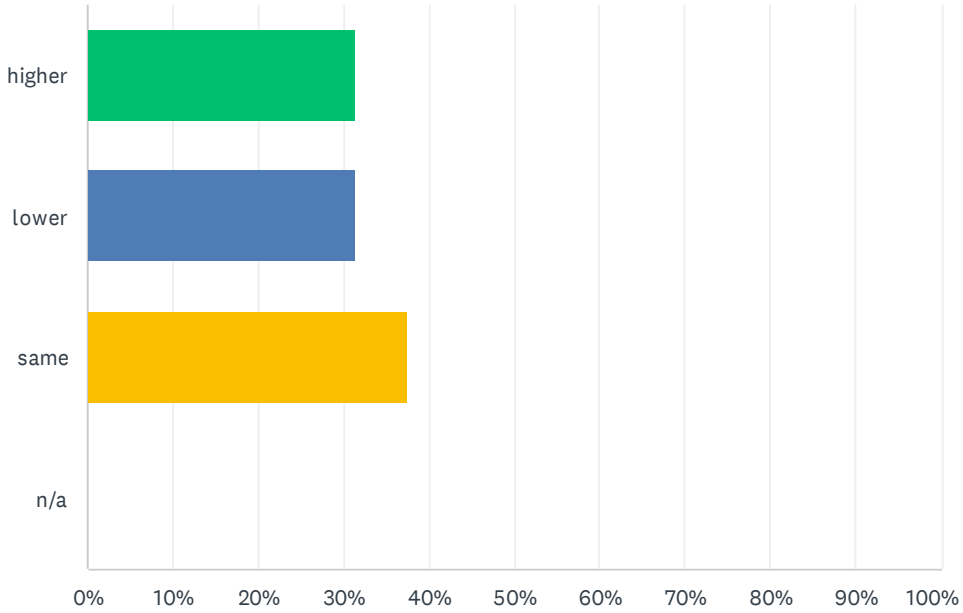
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
yes, a great deal	0.00%	0
yes, somewhat	18.75%	3
no	62.50%	10
n/a	18.75%	3
TOTAL		16

Q8 How does the current availability of space compare to the past six months?

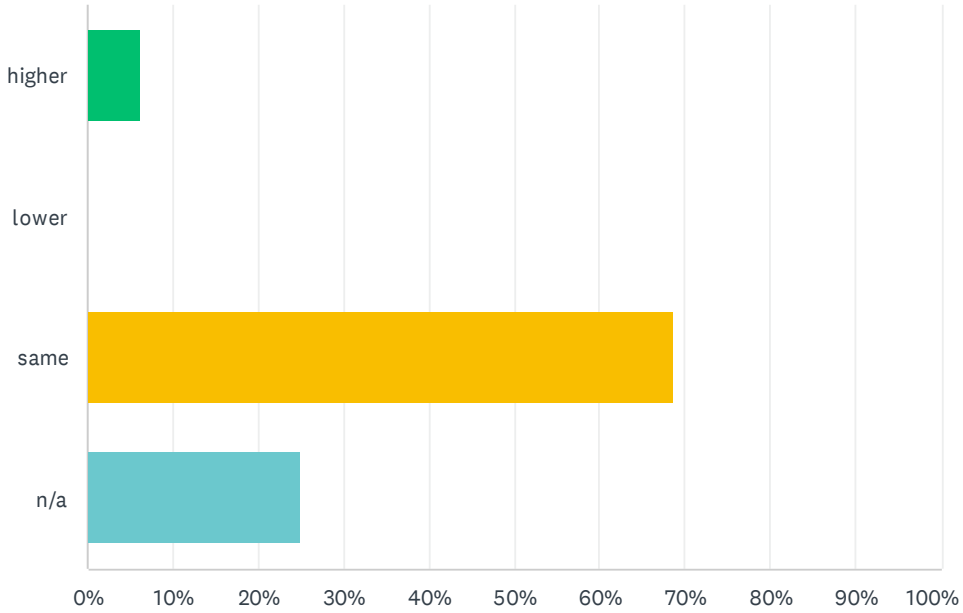
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
higher	31.25%	5
lower	31.25%	5
same	37.50%	6
n/a	0.00%	0
TOTAL		16

Q9 How does current sublease space availability compare to the past six months?

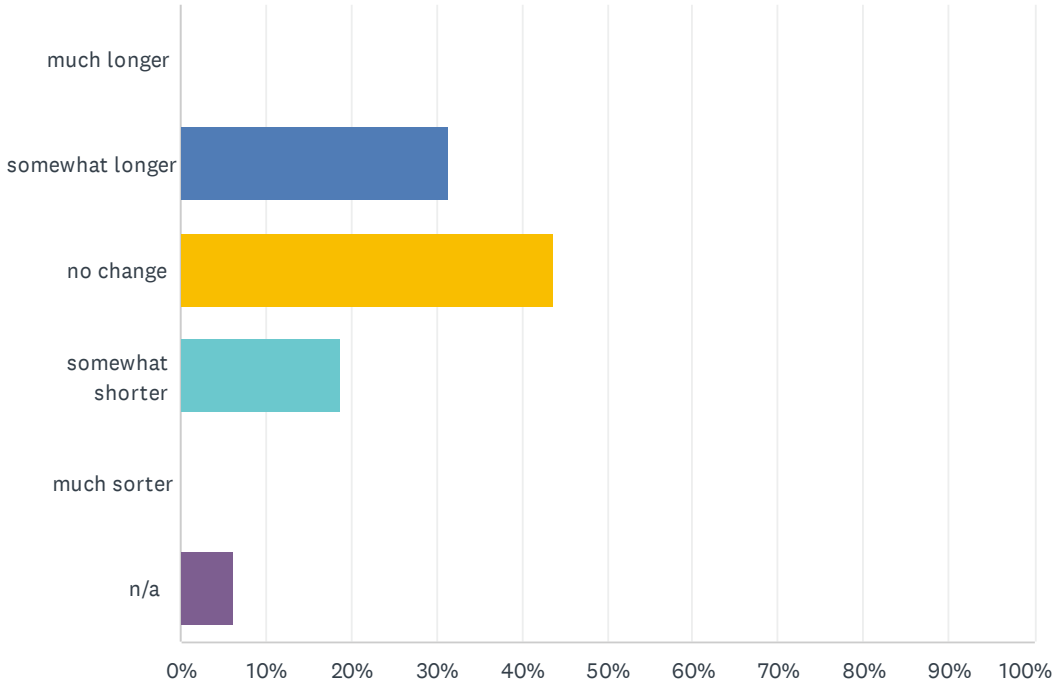
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
higher	6.25%	1
lower	0.00%	0
same	68.75%	11
n/a	25.00%	4
TOTAL		16

Q10 For leasing, describe lease term lengths as compared to the past six months?

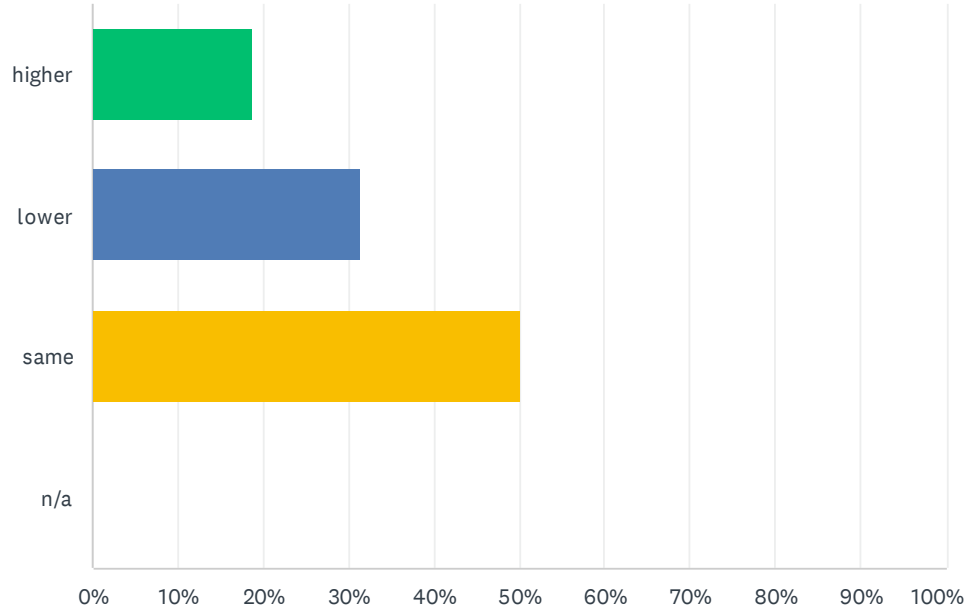
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
much longer	0.00%	0
somewhat longer	31.25%	5
no change	43.75%	7
somewhat shorter	18.75%	3
much sorter	0.00%	0
n/a	6.25%	1
TOTAL		16

Q11 How do current vacancies compare to the past six months?

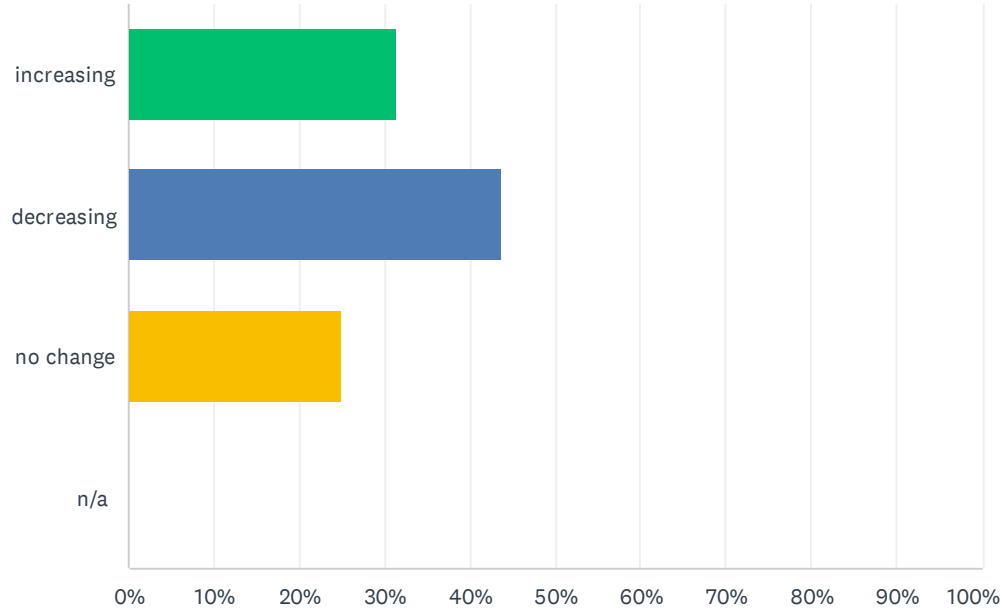
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
higher	18.75%	3
lower	31.25%	5
same	50.00%	8
n/a	0.00%	0
TOTAL		16

Q12 How is development activity compared to the past six months?

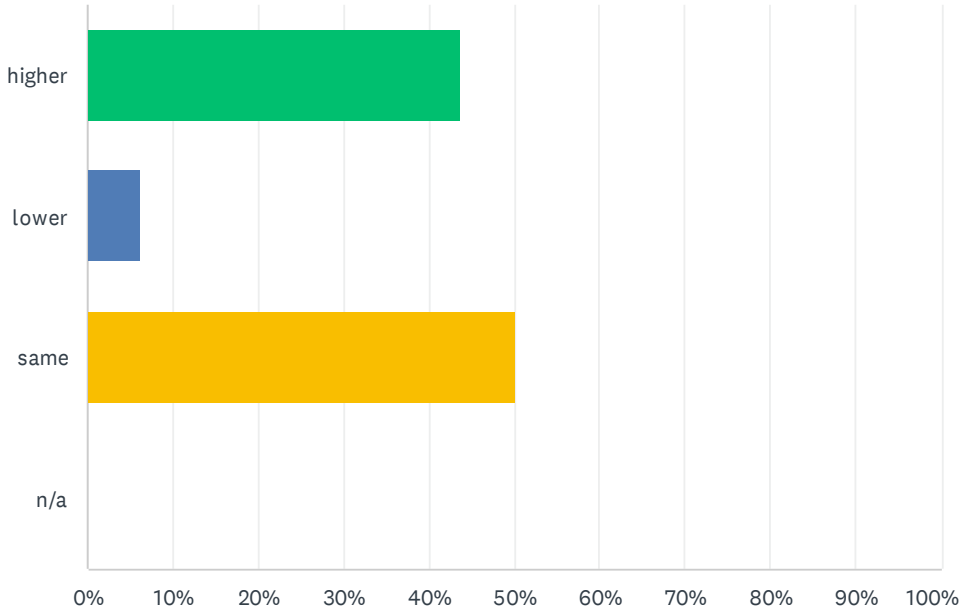
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
increasing	31.25%	5
decreasing	43.75%	7
no change	25.00%	4
n/a	0.00%	0
TOTAL		16

Q13 How do current site acquisition costs and cost of construction compare to the past six months?

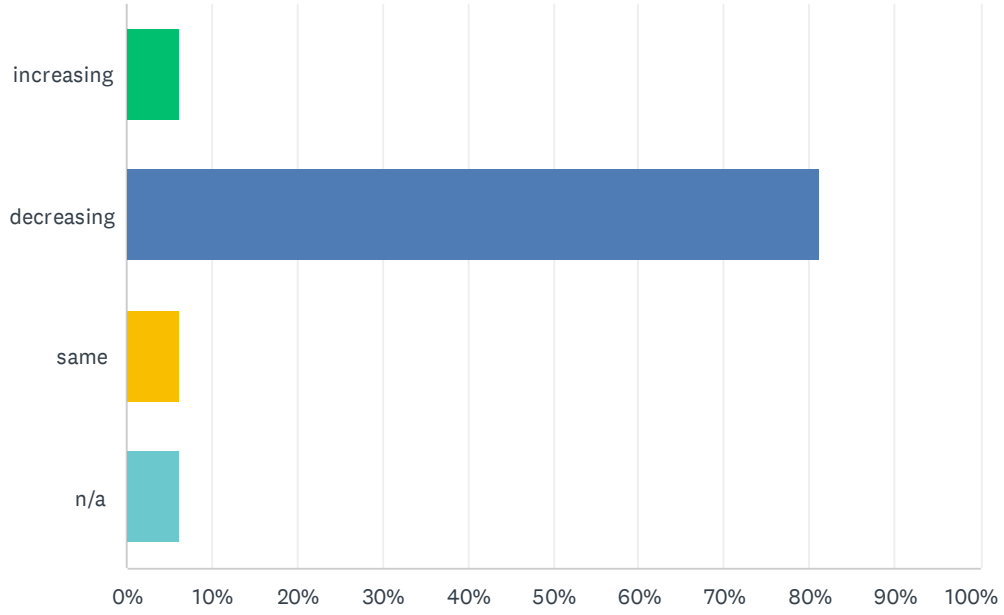
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
higher	43.75%	7
lower	6.25%	1
same	50.00%	8
n/a	0.00%	0
TOTAL		16

Q14 How does current investor activity compare to the past six months?

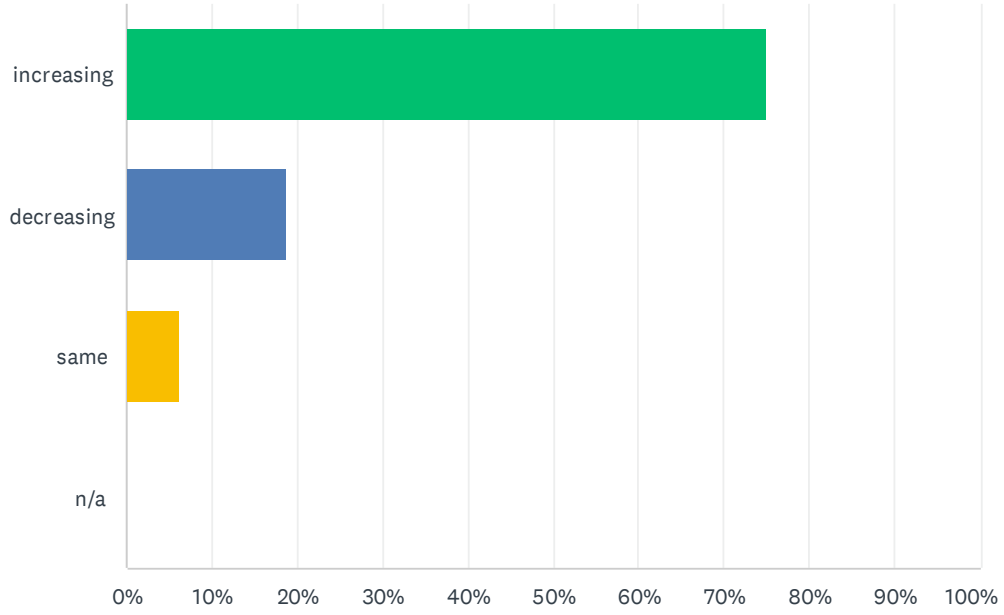
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
increasing	6.25%	1
decreasing	81.25%	13
same	6.25%	1
n/a	6.25%	1
TOTAL		16

Q15 How do current cap rates compare to cap rates the past six months?

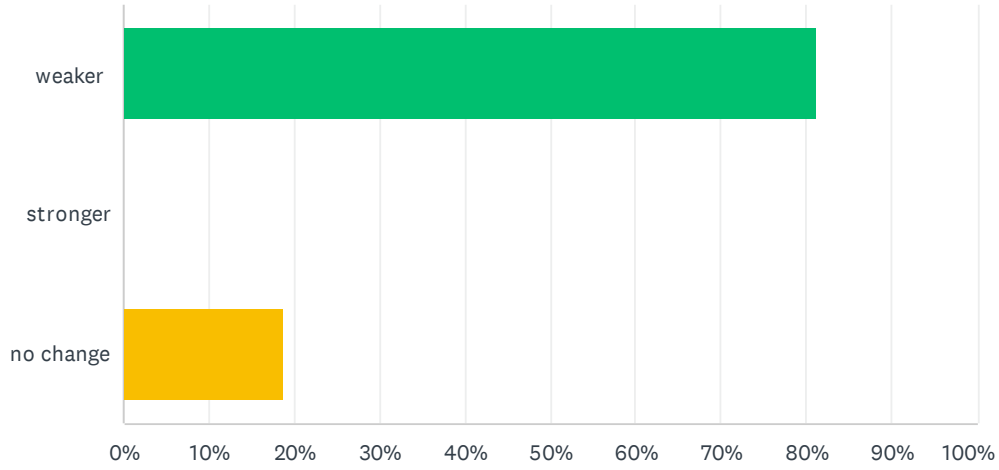
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
increasing	75.00%	12
decreasing	18.75%	3
same	6.25%	1
n/a	0.00%	0
TOTAL		16

Q16 How do the economic conditions today compare to the past six months?

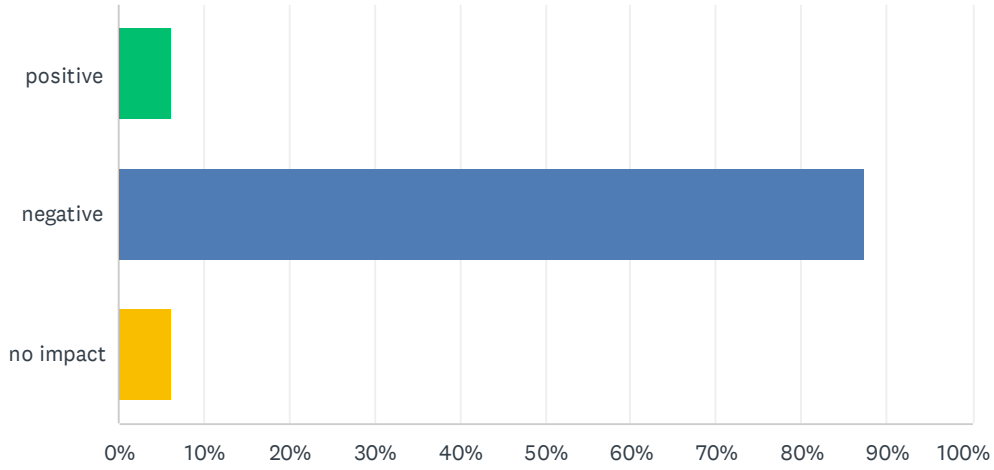
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
weaker	81.25%	13
stronger	0.00%	0
no change	18.75%	3
TOTAL		16

Q17 What impact do you expect the economy to have on the market in the upcoming quarter?

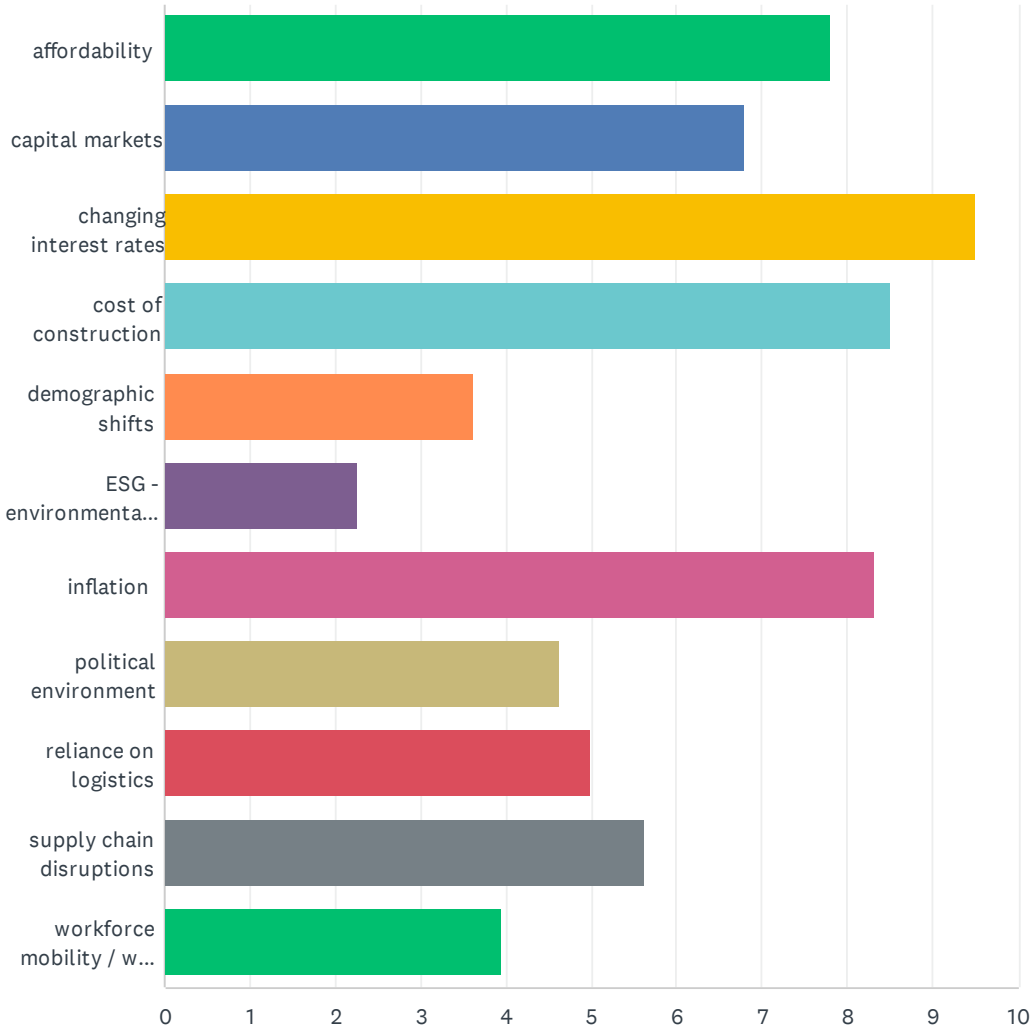
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
positive	6.25%	1
negative	87.50%	14
no impact	6.25%	1
TOTAL		16

Q18 Rank the following issues in terms of impact on commercial real estate over the next six months. 1= most impactful, 11 = least impactful

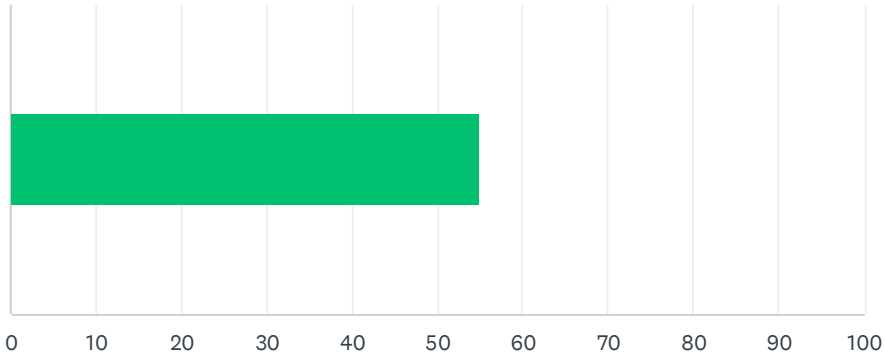
Answered: 16 Skipped: 0



	1	2	3	4	5	6	7	8	9	10	11
affordability	31.25% 5	6.25% 1	12.50% 2	12.50% 2	6.25% 1	6.25% 1	12.50% 2	0.00% 0	0.00% 0	6.25% 1	6.25% 1
capital markets	6.25% 1	6.25% 1	18.75% 3	25.00% 4	0.00% 0	12.50% 2	12.50% 2	6.25% 1	0.00% 0	6.25% 1	6.25% 1
changing interest rates	37.50% 6	18.75% 3	25.00% 4	6.25% 1	6.25% 1	0.00% 0	6.25% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0
cost of construction	0.00% 0	50.00% 8	18.75% 3	0.00% 0	6.25% 1	18.75% 3	0.00% 0	6.25% 1	0.00% 0	0.00% 0	0.00% 0
demographic shifts	0.00% 0	0.00% 0	0.00% 0	6.25% 1	6.25% 1	6.25% 1	6.25% 1	12.50% 2	31.25% 5	25.00% 4	6.25% 1
ESG - environmental, social and governance	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	6.25% 1	6.25% 1	12.50% 2	6.25% 1	18.75% 3	50.00% 8
inflation	25.00% 4	12.50% 2	12.50% 2	6.25% 1	18.75% 3	12.50% 2	12.50% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0
political environment	0.00% 0	0.00% 0	0.00% 0	12.50% 2	12.50% 2	0.00% 0	18.75% 3	25.00% 4	25.00% 4	0.00% 0	6.25% 1
reliance on logistics	0.00% 0	6.25% 1	6.25% 1	6.25% 1	0.00% 0	18.75% 3	12.50% 2	18.75% 3	18.75% 3	12.50% 2	0.00% 0
supply chain disruptions	0.00% 0	0.00% 0	6.25% 1	25.00% 4	12.50% 2	12.50% 2	6.25% 1	12.50% 2	12.50% 2	12.50% 2	0.00% 0
workforce mobility / work from home / anywhere	0.00% 0	0.00% 0	0.00% 0	0.00% 0	31.25% 5	6.25% 1	6.25% 1	6.25% 1	6.25% 1	18.75% 3	25.00% 4

Q19 On a scale of 1 to 10, how optimistic are you about the commercial real estate market over the next 6 months? (1=very pessimistic / not optimistic, 10=very optimistic)

Answered: 16 Skipped: 0



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	55	879	16
Total Respondents: 16			

Q20 Other Comments?

Answered: 2 Skipped: 14

Q21 Please share your name and email address to receive results two weeks prior to release (optional):

Answered: 9 Skipped: 7

ANSWER CHOICES	RESPONSES	
Name	100.00%	9
email address	100.00%	9