



Commercial Real Estate Services  
Since 1921

# The Barry Company: Quarterly Report July-September 2021





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# President's Note

## History Made

This quarter, we are continuing to see historic demand and growth in the commercial real estate market. History in the making has been a theme consistent throughout more than just the market this past quarter. We watched from a block away as the Milwaukee Bucks took home the championship trophy for the first time in almost 50 years, and the victory parade passed right by our office before making its way back to the Fiserv Forum.

A little over a month later, the Barry Company achieved our own historical accolades at the annual awards dinner hosted by the Milwaukee County Historical Society. We received a plaque and were formally recognized for our 100th year in business. Neither the Barry Company nor the city of Milwaukee would be the same without each other's contributions over the years and receiving this recognition at an event to raise money and further preserve Milwaukee's history was a fitting culmination.

In addition to our recognition, one of our listings of three buildings received certification as official Milwaukee landmarks. The property consists of the Lion, Hawley and Bloodgood historic homes that have been connected and are now available for lease as office space. This well-deserved designation cements the houses as fundamental building blocks in the story of Milwaukee's past.

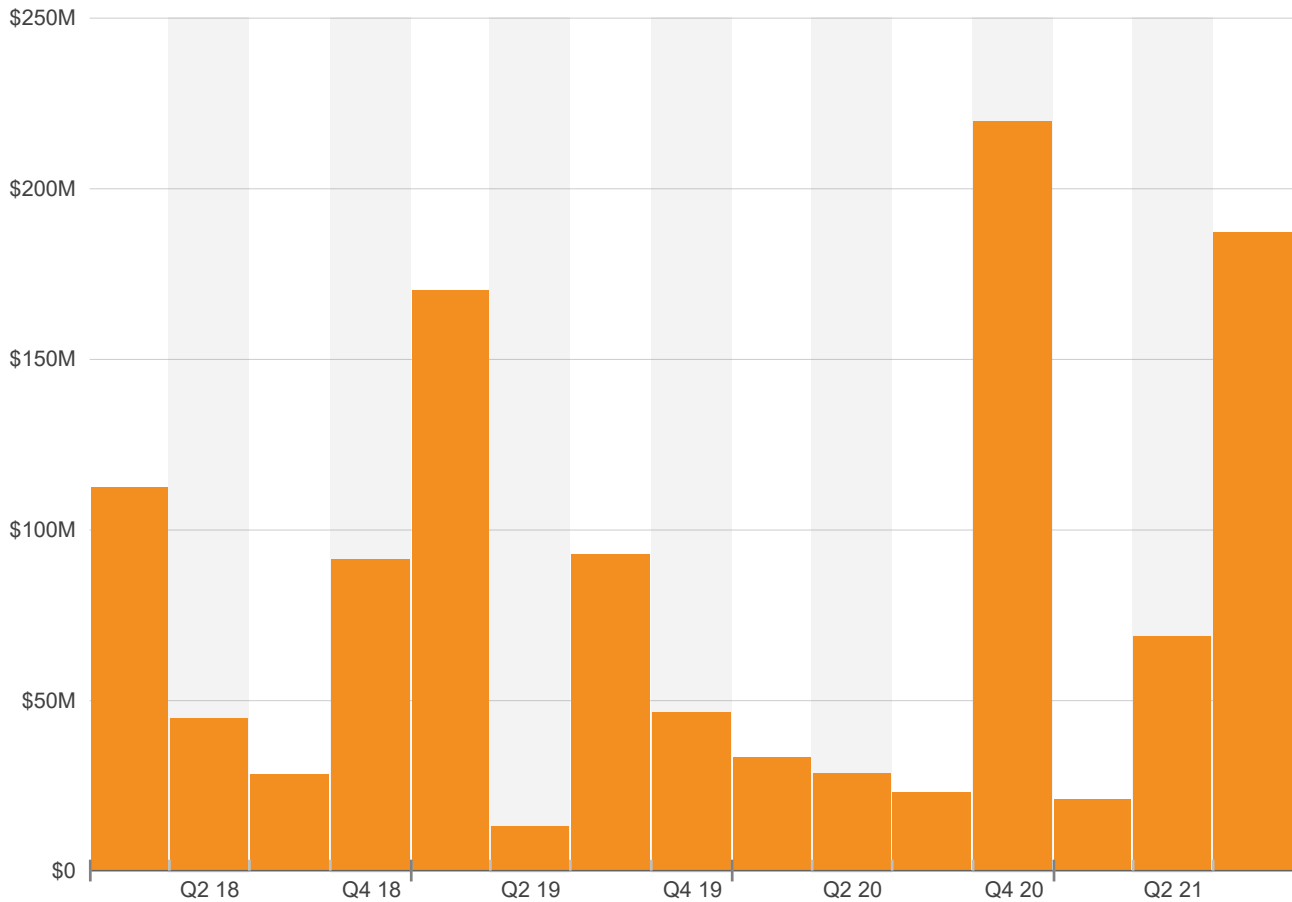
As a family-owned company for three generations, the Barry Company understands that looking to momentous occasions in the past is crucial to building a profitable future. This quarter, we were fortunate to have taken part in several of those moments, both within our company and throughout the market, that we will look back on fondly for years to come.



**James T. Barry III**  
*President*

# Market Insights

## Sales Volume



## Multi and Single Tenant Q3 2021 - Milwaukee

Source: CoStar

Property Type	Sales Volume	Number of Sales	Amount Sold	Market Cap Rate	Asset Value
Industrial	\$156M	69	3.1M SF	8.3%	\$14.2B
Office	\$200M	35	909,000 SF	8.2%	\$12.1B
Multi-Family	\$97.2M	12	680 Units	6.7%	\$13.3B
Retail	\$147M	78	1.2M SF	8.0%	\$14.0B
<b>Grand Total</b>	<b>\$600M</b>	<b>194</b>	<b>NA</b>	<b>NA</b>	<b>\$53.6B</b>

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# Recent Transactions



3850 N. Holton St.  
Milwaukee  
Partial Lease: July 5



709 Milwaukee St. Suite B  
Delafield  
Lease Renewed: July 27



404 Pilot Ct.  
Waukesha  
Sold: Aug. 23

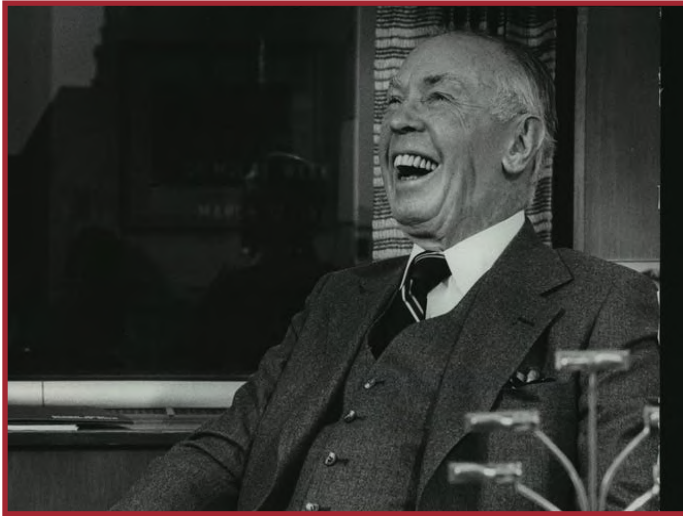


11600 W Dixon St.  
West Allis  
Sold: Sept. 15

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# Celebrating our History



## Early Days

James T. Barry Sr. founded the company in 1921. He initially focused on selling foreclosed properties during the Great Depression, then moved to commercial brokerage in the 1940s.



## All in the Family

James T. Barry Jr. (left) took over day-to-day operations in 1964. Under his leadership, the Barry Company sold-out the New Berlin and Moorland Industrial Parks, as well as the Bishops Woods Office Park. James T. Barry III joined the company in 1993, and is the current president.



## Lasting Legacy

Today, brothers Kevin (left), James III (center), and David (right) lead a team of award-winning brokers who continue the Barry Company legacy of world-class service in brokerage, consultation and research.