



INDUSTRIAL INDICATORS

Market Size
260,843,991

Building Count
3,560

Absorption
1,055,537

YTD Absorption
2,288,906

Vacancy
7.83%

Rental Rate
\$7.93

3RD QUARTER SUMMARY

Demand for industrial properties has remained steadfast in the Baltimore Market with very few signs pointing to a decrease in activity anytime soon. Currently, the under-construction pipeline exceeds four million square feet and vacancy spikes are not anticipated since 71% of the new inventory is already preleased. Overall, vacancy rates have remained steady with the market average at 7.83% compared to last quarter's 7.79%. Demand for high-quality industrial space continues. One of many examples - Pompeian originally signed a 339,000 sf lease for new construction at Tradepoint Atlantic in the 4th Quarter 2020. As the building was ready to deliver, they listed 119,690 sf for sublease. The Class A warehouse delivered in July and the sublease was signed in September. During the 3rd Quarter, we saw rental rates continue to steadily increase for both industrial and flex properties, both averaging \$1.00 more per square foot compared to this time last year. Sales also remain steady; the largest industrial transaction this quarter in the Baltimore market traded for \$124/sf; the property sold two years ago for \$84 psf. Already a draw to Baltimore for industrial users, the Port of Baltimore could see an uptick in activity anticipating the reconstruction of the Howard Street Tunnel to be completed in 2024. Funding for this project was secured this quarter. The planned improvements would enable double-stacked cargo to be transported.

THE NUMBERS	MARKET SIZE	VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Annapolis/Route 2	5,861,026	9.40%	9.67%	9.14%	16,060	-18,502	\$13.50	\$13.60	\$13.16
Baltimore City	5,151,203	7.94%	9.06%	7.74%	57,806	69,498	\$14.49	\$14.84	\$13.68
Baltimore County East	3,940,426	6.89%	7.25%	7.01%	14,398	-13,090	\$14.90	\$14.82	\$14.50
Baltimore County West	4,729,436	7.00%	6.32%	7.98%	-32,413	17,651	\$8.86	\$9.05	\$8.13
BWI Corridor	9,342,331	8.34%	7.49%	9.02%	-78,830	61,849	\$12.00	\$11.92	\$13.35
Carroll County	1,608,511	14.27%	15.44%	19.26%	18,949	98,577	\$9.55	\$11.55	\$10.41
Columbia	8,397,442	5.61%	5.51%	5.18%	-8,467	-36,601	\$23.61	\$14.53	\$14.34
Harford & Cecil Counties	2,886,571	6.18%	7.84%	7.73%	47,839	73,150	\$10.31	\$10.31	\$9.99
I-83 Corridor	5,201,607	7.22%	7.31%	4.01%	4,808	-112,183	\$10.03	\$9.90	\$9.47
Reisterstown Rd	3,007,953	14.20%	13.57%	14.25%	10,700	33,630	\$9.99	\$9.99	\$9.75
Flex Totals	50,126,506	8.02%	8.06%	8.04%	50,850	173,979	\$13.81	\$12.38	\$12.22
Annapolis Route 2	10,178,547	5.68%	7.03%	5.75%	137,649	61,058	\$10.18	\$10.47	\$6.66
Baltimore City	48,410,844	3.89%	4.69%	4.80%	525,110	324,622	\$6.01	\$5.84	\$5.28
Baltimore County East	33,004,436	13.70%	12.28%	14.65%	232,868	169,617	\$6.06	\$5.59	\$4.46
Baltimore County West	9,649,760	8.37%	8.69%	7.92%	31,123	-33,355	\$5.53	\$4.71	\$3.82
BWI Corridor	43,212,778	4.36%	3.91%	8.37%	-197,329	1,011,672	\$7.51	\$7.11	\$7.15
Carroll County	8,820,275	1.34%	1.42%	3.94%	7,000	100,794	\$5.68	\$5.51	\$5.77
Columbia	5,152,634	9.73%	5.95%	2.80%	-194,566	-390,578	\$6.82	\$7.04	\$6.82
Harford & Cecil Counties	44,700,828	12.69%	13.21%	12.29%	462,953	796,223	\$5.50	\$5.41	\$5.18
I-83 Corridor	5,884,361	4.02%	3.89%	3.25%	-7,755	66,790	\$9.13	\$9.02	\$7.32
Reisterstown Rd	1,703,022	11.25%	11.70%	12.53%	7,634	8,084	\$10.65	\$9.34	\$9.39
Warehouse Totals	210,717,485	7.78%	7.73%	8.75%	1,004,687	2,114,927	\$6.53	\$6.28	\$5.67
Totals	260,843,991	7.83%	7.79%	8.61%	1,055,537	2,288,906	\$7.93	\$7.46	\$6.94

ITEMS TO NOTE:

International military software company, Klas Government Inc., signed a deal for 42,000 sf of office, research, and located at 6155 Guardian Gateway in Aberdeen. The company will manufacture a software and hardware communication system for use by the Army.

Northrop Grumman Corp. broke ground on their new "Hypersonics Center of Excellence." The 60,000 sf facility will be used to produce high-speed missiles and create up to 250 jobs in Elkton.

Roofing, siding, and window distributor ABC Supply Co., Inc., and plumbing, heating, and industrial supply distributor Hajoca Corporation signed leases at 1332 Londontown Blvd., a 373,728 sf warehouse and office project in Eldersburg, taking 36,950 sf and 28,800 sf, respectively.

A 30-acre parcel in White Marsh, located at 11237 Philadelphia Rd, sold to Greenspring Realty Partners. The property is zoned for heavy industrial, the new owner plans to lease the site.

Maryland Department of Health has signed a lease to take 308,220 sf from Prologis at 1040 Swan Creek Drive. Formerly occupied by Under Armour, the sublease was pulled earlier this year and the agency signed a direct five-year deal.

Tonix Pharmaceuticals Holding Corp. signed an agreement to acquire a 48,000 sf R&D facility from Southern Research located 431 Aviation Way

The 890,000 sf Rite-Aid distribution center, located at 601 Chelsea Rd in Aberdeen, changed hands again this quarter for a \$33 million profit.

Amazon.com opened a new delivery station at 2100 Van Deman St. The Baltimore City facility is 72,000 sf and is expected to create several hundred new jobs.

A rare 42-acre parcel on Pulaski Highway in Middle River sold last month for \$15.5M after a bidding war. The buyer has already presented preliminary industrial building plans to Baltimore County Planners.

INDUSTRIAL OVERVIEW (WAREHOUSE)

THIRD QUARTER | 2021



WAREHOUSE INDICATORS

Market Size
210,717,485

Building Count
2,364

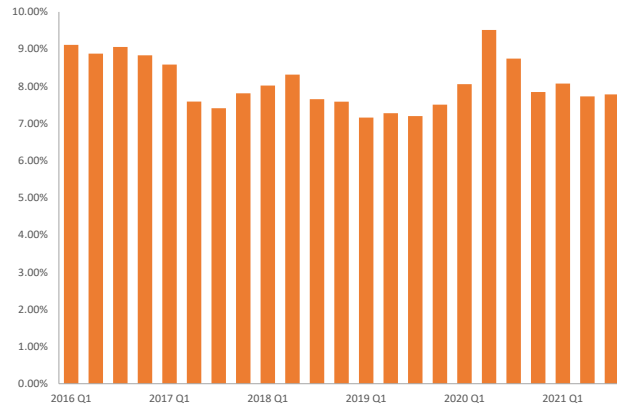
Absorption
1,004,687

YTD Absorption
2,114,927

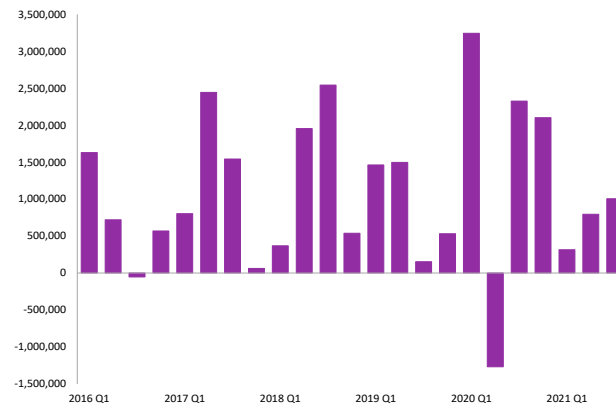
Vacancy
7.78%

Rental Rate
\$6.53

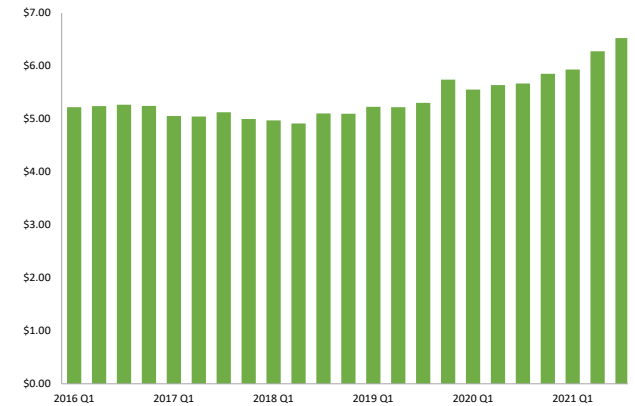
VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Vacancy

1	Carroll County	1.34%
2	Baltimore City	3.89%
3	I-83 Corridor	4.02%

Highest Vacancy

1	Baltimore County East	13.70%
2	Harford Cecil Counties	12.69%
3	Reisterstown Road	11.25%

Most Change vs. Prior Quarter

-	Annapolis Route 2	-1.35%
+	Columbia	3.78%

Lowest Net Absorption

1	BWI Corridor	-197,329
2	Columbia	-194,566
3	I-83 Corridor	-7,755

Highest Net Absorption

1	Baltimore City	525,110
2	Harford Cecil Counties	462,953
3	Baltimore County East	232,868

Most Absorption, Year-to-Date

-	Columbia	-390,578
+	BWI Corridor	1,011,672

Cheapest Rates

1	Harford Cecil Counties	\$5.50
2	Baltimore County West	\$5.53
3	Carroll County	\$5.68

Most Expensive Rates

1	Reisterstown Road	\$10.65
2	Annapolis Route 2	\$10.18
3	I-83 Corridor	\$9.13

Most Change vs. Prior Quarter

-	Annapolis Route 2	-\$0.29
+	Reisterstown Road	\$1.31

LEASE TRANSACTIONS

Location	Region	Tenant	Leased
7020 Tradepoint Ave.	Baltimore County E	Niagara Bottling	603,980
7621 Energy Pky.	Annapolis/Route 2	Ryder Integrated Logistics	222,636
1650 Union Ave.	Baltimore City	MD Department of Health	187,500
1901 Park 100 Dr.	BWI Corridor	Forward Air	82,740

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size
8215 Dorsey Run Rd.	BWI Corridor	\$11,050,000	\$124.95	88,438
7825 Rappahannock Ave.	BWI Corridor	\$10,600,000	\$89.44	118,511
7629/7630 Gambrills Cove Rd.	BWI Corridor	\$9,200,000	\$125.71	731,862
152 Comet Dr.	QA County	\$7,600,000	\$112.25	67,708

* Renewal



FLEX INDICATORS

Market Size
50,126,506

Building Count
1,196

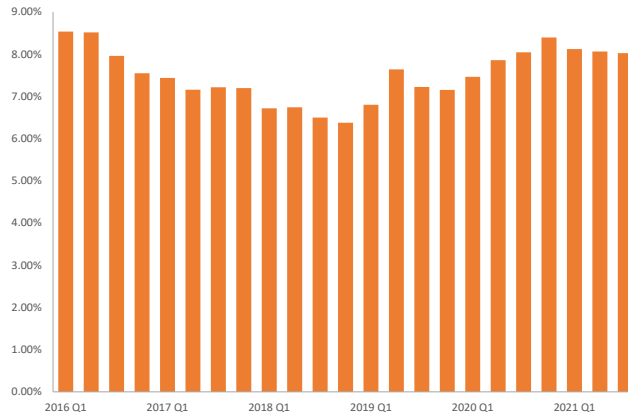
Absorption
50,850

YTD Absorption
173,979

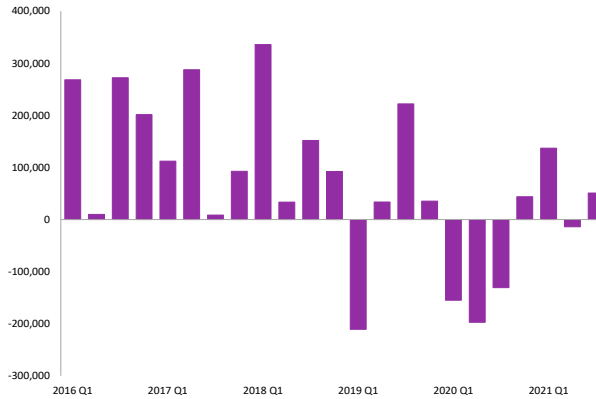
Vacancy
8.02%

Rental Rate
\$13.81

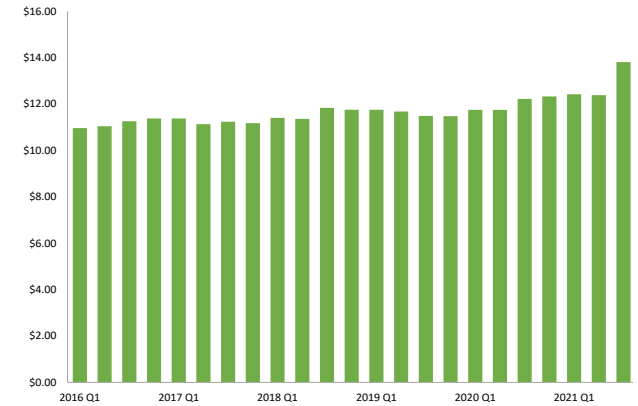
VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Vacancy

1	Columbia	5.61%
2	Harford Cecil Counties	6.18%
3	Baltimore County East	6.89%

Highest Vacancy

1	Carroll County	14.27%
2	Reisterstown Road	14.20%
3	Annapolis Route 2	9.40%

Most Change vs. Prior Quarter

-	Harford Cecil Counties	-1.66%
+	BWI Corridor	0.84%

Lowest Net Absorption

1	BWI Corridor	-78,830
2	Baltimore County West	-32,413
3	Columbia	-8,467

Highest Net Absorption

1	Baltimore City	57,806
2	Harford Cecil Counties	47,839
3	Carroll County	18,949

Most Absorption, Year-to-Date

-	I-83 Corridor	-112,183
+	Carroll County	98,577

Cheapest Rates

1	Baltimore County West	\$8.86
2	Carroll County	\$9.55
3	Reisterstown Road	\$9.99

Most Expensive Rates

1	Columbia	\$23.61
2	Baltimore County East	\$14.90
3	Baltimore City	\$14.49

Most Change vs. Prior Quarter

-	Carroll County	-\$2.00
+	Columbia	\$9.08

LEASE TRANSACTIONS

Location	Region	Tenant	Leased
8880 Gorman Rd.	BWI Corridor	REEF	63,749
9104 Guilford Rd.	Columbia	BYK Gardner USA	18,644
909 Baltimore Blvd.	Carroll County	RMG Trading	13,200
7200 Rutherford Rd.	Baltimore County W	Adler Display	9,864

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size
5601-5607 Metro Dr.	Baltimore City NW	\$9,500,000	\$95.00	100,000
8520 Corridor Rd.	BWI Corridor	\$9,000,000	\$177.00	50,848
1334 Ashton Rd.	BWI Corridor	\$5,345,000	\$143.26	37,309
2700 W Patapsco Ave.	Baltimore City SW	\$2,870,500	\$37.47	76,598

* Renewal

INDUSTRIAL OVERVIEW (DC METRO)

THIRD QUARTER | 2021



INDUSTRIAL INDICATORS

Market Size
107,354,585

Building Count
2,273

Absorption
1,706,910

YTD Absorption
2,548,870

Vacancy
5.06%

Rental Rate
\$11.10

THE NUMBERS

MARKET SIZE

VACANCY %

ABSORPTION

RENTAL RATES

		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Frederick Co.	6,383,592	5.46%	7.43%	8.69%	293,121	295,424	\$11.17	\$10.59	\$10.49
Montgomery Co. North	7,644,293	10.07%	10.49%	10.85%	32,075	81,258	\$19.87	\$20.35	\$20.86
Montgomery Co.; Rockville/Bethesda	4,860,055	5.13%	5.14%	7.69%	806	60,078	\$14.23	\$14.31	\$14.71
Prince George's Co.	9,096,086	6.19%	6.28%	8.00%	8,006	107,028	\$13.22	\$13.04	\$12.18
Silver Spring	1,590,829	5.05%	7.70%	6.74%	42,167	90,775	\$15.80	\$15.73	\$14.71
Flex Totals	29,574,855	6.80%	7.51%	8.77%	376,175	634,563	\$14.80	\$14.78	\$14.64
Frederick Co.	13,542,068	1.47%	1.81%	5.72%	320,822	797,043	\$7.87	\$7.86	\$7.17
Montgomery Co. North	5,954,478	3.57%	3.33%	6.15%	255,565	249,820	\$11.92	\$12.15	\$11.92
Montgomery Co.; Rockville/Bethesda	6,653,224	5.59%	5.81%	5.02%	14,294	22,085	\$13.67	\$13.26	\$12.48
Prince George's Co.	49,889,244	5.19%	6.64%	5.89%	728,034	837,656	\$9.26	\$8.49	\$7.69
Silver Spring	1,740,716	2.93%	3.62%	3.76%	12,020	7,703	\$13.62	\$13.39	\$12.72
Warehouse Totals	77,779,730	4.40%	5.43%	5.76%	1,330,735	1,914,307	\$9.70	\$9.17	\$8.44
Totals	107,354,585	5.06%	6.00%	6.59%	1,706,910	2,548,870	\$11.10	\$10.72	\$10.15

FLEX TRANSACTIONS

LEASE

Location	Region	Tenant	Leased
22513-22521 Gateway Center Dr.	Montgomery County N	Robotic Research	53,600
22601 Gateway Center Dr.	Montgomery County N	Robotic Research	22,126
1341 Hughes Ford Rd.	Frederick County	WZD Enterprises	11,052

SALE

Location	Region	Price	PSF	Bldg. Size
7135 English Muffin Way	Frederick County	\$23,850,000	\$963.05	24,765
10236 Southard Dr.	Prince George's Co.	\$3,786,750	\$165.00	22,950
3880-3886 Roundtree Rd.	Frederick County	\$2,350,000	\$68.51	34,300

WAREHOUSE TRANSACTIONS

LEASE

Location	Region	Tenant	Leased
850 Hampton Park Blvd.	Prince George's Co.	Crane Services	101,400
12000-12038 Old Baltimore Pike	Prince George's Co.	Caffes Steele	19,437
3361 75th Ave.	Prince George's Co.	Quantum Technology	14,400

SALE

Location	Region	Price	PSF	Bldg. Size
605 E Church St.	Frederick County	\$4,750,000	\$98.96	48,000
9416 Doctor Perry Rd.	Montgomery Co. N	\$4,600,000	\$242.11	19,000
14819 Southlawn Ln.	Montgomery Co. S	\$3,500,000	\$109.40	31,992

INDUSTRIAL OVERVIEW (DC METRO)

THIRD QUARTER | 2021



WAREHOUSE (DC METRO)

Market Size
77,779,730

Building Count
1,640

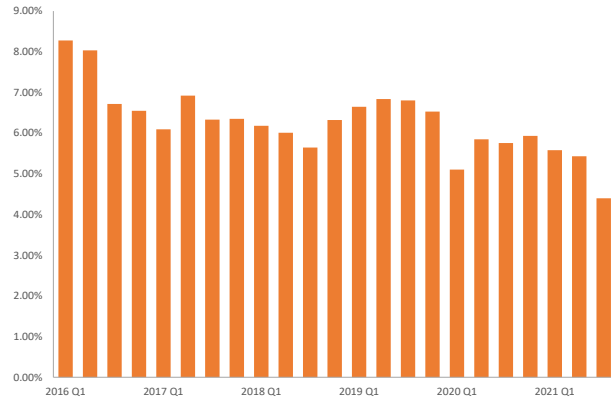
Absorption
1,330,735

YTD Absorption
1,914,307

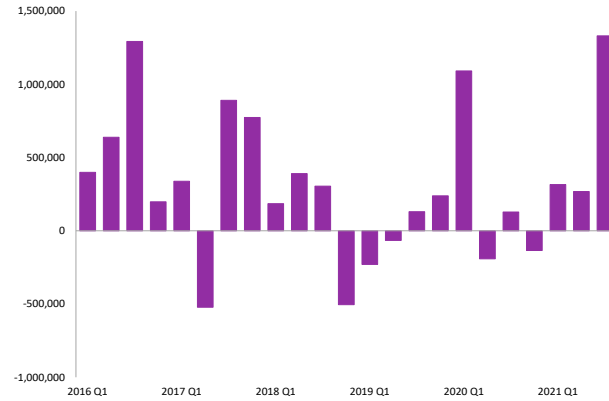
Vacancy
4.40%

Rental Rate
\$9.70

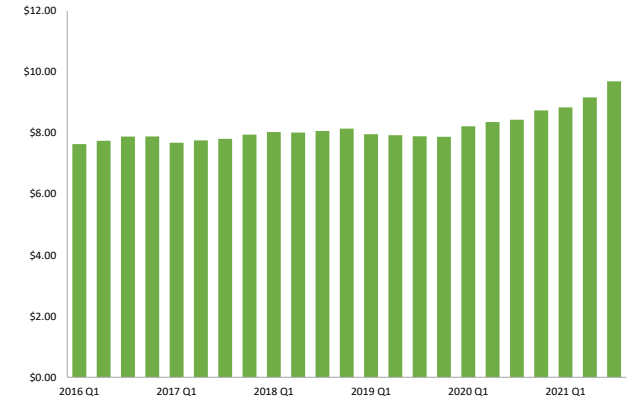
VACANCY



NET ABSORPTION



RENTAL RATES



FLEX (DC METRO)

Market Size
29,574,855

Building Count
633

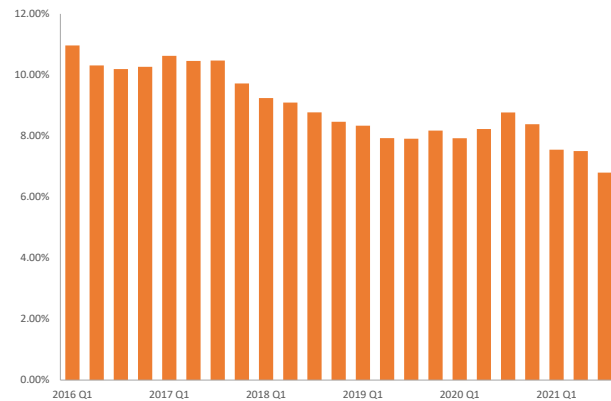
Absorption
376,175

YTD Absorption
634,563

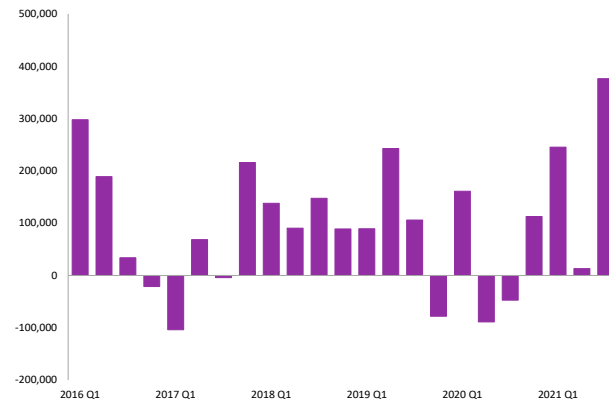
Vacancy
6.80%

Rental Rate
\$14.80

VACANCY



NET ABSORPTION



RENTAL RATES

