



## INDUSTRIAL INDICATORS

Market Size  
**256,483,657**

Building Count  
**3,536**

Absorption  
**1,778,301**

YTD Absorption  
**5,563,785**

Vacancy  
**8.01%**

Rental Rate  
**\$7.13**

## 4TH QUARTER SUMMARY

During the 4th Quarter, the industrial market continued to weather the pandemic storm relatively unscathed. According to the Commercial Observer, “If there’s one undisputed commercial real estate winner during this god awful pandemic, it’s warehouse/industrial space.” This can be attributed to our society’s ever-growing need for warehouse space and storage facilities, a demand that has only intensified during the pandemic. More consumers are shifting to online modalities in order to purchase goods, vastly increasing the need for e-commerce entities like Amazon to acquire more industrial real estate for manufacturing and last-mile delivery sites—the e-commerce beast opened 100 warehouses nationwide in the month of September alone. According to GlobeSt, the pandemic has not only stabilized but accelerated the need for industrial space. We could see an increased demand for more domestic production facilities as a result of pandemic-induced global supply chain disruptions as well, which means an increased need for warehouses for reshoring and nearshoring goods. Looking specifically at the submarkets below, the Baltimore Metropolitan Market saw 15 new industrial buildings deliver during 2020 adding a total of just over 3.56 million sf. Baltimore’s industrial market remains highly attractive given its easy access to major transportation corridors and the Port of Baltimore. Year-to-date absorption was a positive 5.2 million sf at a time when it feels like everything else is vacant.

THE NUMBERS	MARKET SIZE	DIRECT VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Annapolis Route 2	5,847,018	11.20%	11.40%	10.70%	48,338	7,656	\$13.82	\$13.19	\$12.69
Baltimore City	5,547,109	13.10%	11.70%	7.90%	-79,827	-288,113	\$13.09	\$13.68	\$11.70
Baltimore County East	4,003,258	6.60%	7.10%	6.80%	19,674	8,748	\$14.50	\$14.50	\$13.27
Baltimore County West	4,728,976	7.00%	7.80%	7.50%	38,868	53,484	\$8.32	\$8.13	\$7.65
BWI Corridor	17,922,576	7.40%	7.40%	6.50%	61,630	102,412	\$13.82	\$13.91	\$13.25
Carroll County	1,608,511	20.40%	19.30%	17.00%	-18,319	-31,085	\$10.97	\$10.41	\$9.35
Harford/Cecil County	2,849,713	7.20%	7.10%	8.00%	-2,791	22,548	\$10.04	\$9.99	\$10.35
I-83 Corridor	5,115,622	5.00%	4.10%	2.90%	-47,611	-110,236	\$10.22	\$9.52	\$9.47
Reisterstown Rd	2,997,802	12.90%	12.30%	1.40%	-16,811	-18,003	\$9.84	\$9.75	\$9.84
<b>Flex Totals</b>	<b>50,620,585</b>	<b>8.85%</b>	<b>8.66%</b>	<b>7.01%</b>	<b>3,151</b>	<b>-252,589</b>	<b>\$12.38</b>	<b>\$11.14</b>	<b>\$11.62</b>
Annapolis Route 2	9,971,137	9.50%	9.00%	10.10%	8,769	427,326	\$6.57	\$6.66	\$5.36
Baltimore City	47,608,558	3.80%	4.40%	4.90%	273,355	536,668	\$5.66	\$5.28	\$5.17
Baltimore County East	32,174,058	10.80%	13.40%	14.80%	825,167	4,473,319	\$5.21	\$4.46	\$5.46
Baltimore County West	9,682,661	8.40%	8.30%	6.20%	-10,483	-218,909	\$4.21	\$3.82	\$4.47
BWI Corridor	47,749,423	6.30%	7.90%	7.10%	743,572	412,604	\$6.84	\$7.04	\$7.01
Carroll County	8,800,275	2.50%	4.00%	2.80%	128,725	101,593	\$5.75	\$5.77	\$6.29
Harford/Cecil County	42,185,814	12.80%	12.60%	5.70%	-95,041	-19,269	\$5.21	\$5.18	\$4.91
I-83 Corridor	5,982,664	5.10%	3.20%	2.40%	-112,053	-162,087	\$7.71	\$7.42	\$8.46
Reisterstown Rd	1,708,482	5.10%	5.80%	3.00%	13,139	-34,871	\$9.22	\$9.28	\$6.76
<b>Warehouse Totals</b>	<b>205,863,072</b>	<b>7.80%</b>	<b>8.66%</b>	<b>7.26%</b>	<b>1,775,150</b>	<b>5,516,374</b>	<b>\$5.84</b>	<b>\$5.65</b>	<b>\$5.72</b>
<b>Totals</b>	<b>256,483,657</b>	<b>8.01%</b>	<b>8.66%</b>	<b>7.21%</b>	<b>1,778,301</b>	<b>5,263,785</b>	<b>\$7.13</b>	<b>\$6.96</b>	<b>\$6.89</b>

## ITEMS TO NOTE:

Activity at Tradepoint Atlantic doesn’t show signs of slowing down. Since 2018 over 6.6 million sf of industrial space has been constructed with tenants including Amazon, Home Depot, & Under Armour. Currently there is over 2.2 million sf under construction and 82% has already been released.

McCormick & Company chose Tradepoint Atlantic as the site for the company’s new state of the art, 1.8 million sf distribution center. The company anticipates completion of the project by the second quarter of 2022.

Domino Sugar will not be leaving Baltimore any time soon as they plan to invest \$21M to build four new silos capable of storing 3.5M pounds of sugar each.

The national discount chain T.J. Maxx has inked a deal for a 205,306 sf warehouse in the Mid-Atlantic Commerce Center at 7600 Assateague Drive, a busy warehouse hub in Jessup. The facility will service T.J. Maxx stores and e-commerce in the mid-Atlantic region and is located off Interstate 95. T.J. Maxx has a total of 1,272 stores in the U.S. and eight other countries.

Amazon.com Inc. opened a new 300,000 sf sorting center in Aberdeen amid an e-commerce boom. The facility at 913 Old Philadelphia Road is the company’s third sorting center in the State.

Garver Development purchased 1323 Greenwood Road, a 177,000 sf industrial building that was previously home to Connecticut-based printing company, Port City Press. Garver’s plans include redeveloping the facility into branded self-storage.

The Covid-19-related surge in online grocery delivery is spurring California’s Imperfect Foods to expand into a second warehouse two years after it first opened up in Severn. The subscription grocery service signed a lease for an 110,000 sf warehouse in Hanover at 7481 Coca Cola Drive.

# INDUSTRIAL OVERVIEW (WAREHOUSE)

FOURTH QUARTER | 2020



## WAREHOUSE INDICATORS

Market Size  
205,863,072

Building Count  
2,342

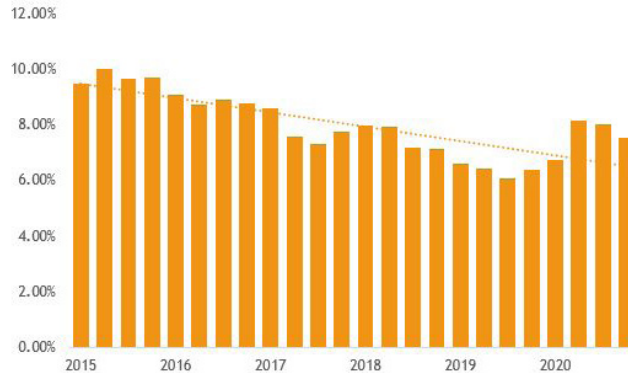
Absorption  
1,775,150

YTD Absorption  
5,516,374

Vacancy  
7.80%

Rental Rate  
\$5.84

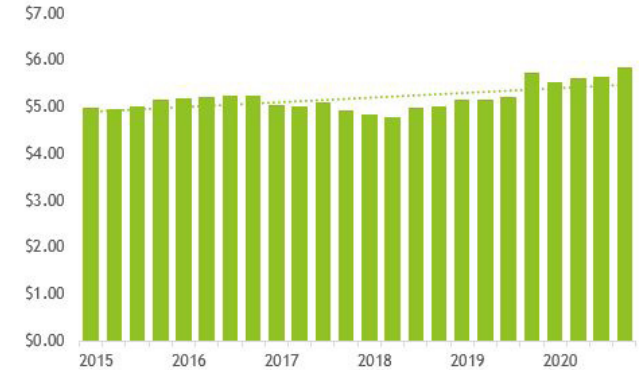
## DIRECT VACANCY



## NET ABSORPTION



## RENTAL RATES



### Lowest Direct Vacancy

1	Carroll County	2.50%
2	Baltimore City	3.80%
3	I-83 Corridor	5.10%

### Highest Direct Vacancy

1	Harford/Cecil County	12.80%
2	Baltimore County East	10.80%
3	Annapolis Route 2	9.50%

### Most Change vs. Prior Quarter

-	Baltimore County East	2.60%
+	I-83 Corridor	1.90%

### Lowest Net Absorption

1	I-83 Corridor	-112,053
2	Harford/Cecil County	-95,041
3	Baltimore County West	-10,483

### Highest Net Absorption

1	Baltimore County East	825,167
2	BWI Corridor	743,572
3	Baltimore City	273,355

### Most Absorption, Year-to-Date

-	Baltimore County West	-218,909
+	Baltimore County East	4,473,319

### Cheapest Rates

1	Baltimore County West	\$4.21
2	Harford/Cecil County	\$5.21
3	Baltimore County East	\$5.21

### Most Expensive Rates

1	Reisterstown Road	\$9.22
2	I-83 Corridor	\$7.71
3	BWI Corridor	\$6.84

### Most Change vs. Prior Quarter

-	BWI Corridor	\$0.20
+	Baltimore County East	\$0.75

## LEASE TRANSACTIONS

Location	Region	Tenant	Leased ▼
7021 Tradepoint Ave.	Baltimore Co. East	McCormick & Co. Inc	1,802,362
601 Chelsea Rd.	Harford/Cecil Co.	Rite Aid Distribution	890,000
8024 Telegraph Rd.	BWI Corridor	Nash Finch Company	361,872
8415 Kelso Dr.	Baltimore Co. East	Satellite Logistics Group, LLC*	144,500

## SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size ▼
8416 Kelso Dr. (4 Properties)	Baltimore Co. East	\$164,200,000	\$122.95	1,335,487
102 Fulfillment Dr.	Harford County	\$28,600,000	\$136.19	210,000
700 Evelyn Ave.	BWI Corridor	\$8,400,000	\$46.64	180,118
8004 Stansbury Rd.	Baltimore Co. East	\$5,280,000	\$40.42	130,640

\* Renewal



## FLEX INDICATORS

Market Size  
**50,620,585**

Building Count  
**1,194**

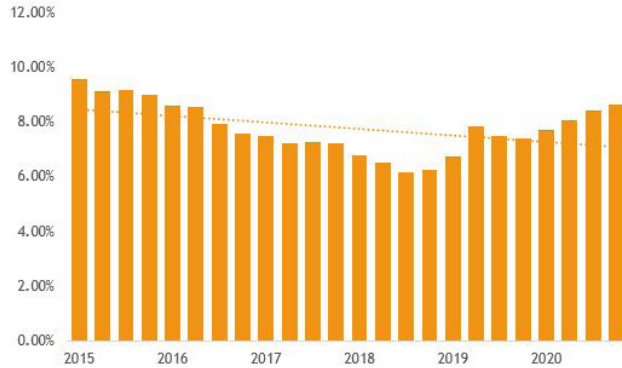
Absorption  
**3,151**

YTD Absorption  
**-252,589**

Vacancy  
**8.85%**

Rental Rate  
**\$12.38**

## DIRECT VACANCY



## NET ABSORPTION



## RENTAL RATES



### Lowest Direct Vacancy

1	I-83 Corridor	5.00%
2	Baltimore County East	6.60%
3	Baltimore County West	7.00%

### Highest Direct Vacancy

1	Carroll County	20.40%
2	Baltimore City	13.10%
3	Reisterstown Road	12.90%

### Most Change vs. Prior Quarter

-	Baltimore County West	0.80%
+	Baltimore City	1.40%

### Lowest Net Absorption

1	Baltimore City	-79,827
2	I-83 Corridor	-47,611
3	Carroll County	-18,319

### Highest Net Absorption

1	BWI Corridor	61,630
2	Annapolis Route 2	48,338
3	Baltimore County West	38,868

### Most Absorption, Year-to-Date

-	Baltimore City	-288,113
+	BWI Corridor	102,412

### Cheapest Rates

1	Baltimore County West	\$8.32
2	Reisterstown Road	\$9.84
3	Harford/Cecil County	\$10.04

### Most Expensive Rates

1	Baltimore County East	\$14.50
2	BWI Corridor	\$13.82
3	Annapolis Route 2	\$13.82

### Most Change vs. Prior Quarter

-	Baltimore City	\$0.59
+	I-83 Corridor	\$0.70

## LEASE TRANSACTIONS

Location	Region	Tenant	Leased
805 Pinnacle Dr.	BWI Corridor	VCS Fire & Security	20,207
100 Cockeysville Rd.	I-83 Corridor	SDR Certified Collision Center	12,307
9050 Red Branch Rd.	Columbia	Chesapeake Bay Movers, Inc.	10,000
8520 Corridor Rd.	BWI Corridor	Continental Pools	8,080

## SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size
6308 Blair Hill Ln.	Towson	\$1,590,000	136.50	11,648
1400 Parker Rd.	Baltimore Co. West	\$1,510,000	115.80	13,040
9590 Lynn Buff Ct.	I-83 Corridor	\$1,328,000	132.80	10,000
1612 Professional Blvd.	Route 2 Corridor	\$1,125,000	150.00	7,500

\* Renewal