



INDUSTRIAL INDICATORS

Market Size
257,235,459

Building Count
3,538

Absorption
550,229

YTD Absorption
550,229

Vacancy
8.28%

Rental Rate
\$7.11

1ST QUARTER SUMMARY

While Baltimore might have a hard time attracting office tenants from outside the area, the same cannot be said about the industrial sector. The Baltimore industrial market has remained strong as large industrial tenants continue to make their way into the region. More than 75% of all space that is under construction already has commitments. Currently, there are 14 properties under construction that total over 4.4 million sf. The first quarter saw the delivery of 860,000 sf; however, that was counteracted by more than 793,000 sf of old industrial being demolished. The first quarter also saw over 2.6 million sf of leasing activity, down from 1Q2020's 3.4 million and prior to the onset of the pandemic. Baltimore industrial is also drawing out-of-the-market investors to the area. In January, CBRE Global Investors of Los Angeles acquired the 1.3 million sf Mid-Atlantic Distribution Center in Aberdeen for \$108/sf, both properties were fully leased at the time of sale. Flex properties have seen a rise in vacancy compared to a year ago; however, first quarter did see a positive absorption 107,000 sf. Flex rental rates and sale prices are also on the rise. Over 665,485 sf of new flex space leases were signed during the first quarter. As far as new construction, flex inventory is not flooding the market; only 205,782 sf is currently under construction.

THE NUMBERS	MARKET SIZE	DIRECT VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Annapolis/Route 2	5,845,024	9.82%	11.19%	12.46%	79,859	79,859	\$14.03	\$13.69	\$12.94
Baltimore City	5,321,759	13.53%	13.67%	9.69%	7,434	7,434	\$13.49	\$13.09	\$11.67
Baltimore County East	3,956,089	8.64%	6.71%	6.79%	-76,410	-76,410	\$13.86	\$14.50	\$12.95
Baltimore County West	4,728,976	5.94%	7.17%	8.50%	57,965	57,965	\$8.62	\$8.64	\$8.45
BWI Corridor	9,405,346	7.84%	8.49%	6.50%	60,831	60,831	\$12.10	\$11.68	\$11.34
Carroll County	1,608,511	17.01%	20.39%	16.87%	54,375	54,375	\$11.04	\$10.78	\$9.02
Columbia	8,463,416	5.00%	5.13%	5.22%	11,064	11,064	\$14.46	\$14.38	\$14.39
Harford & Cecil Counties	2,904,623	8.09%	7.48%	8.38%	-17,675	-17,675	\$10.46	\$10.04	\$10.15
I-83 Corridor	5,127,622	6.17%	5.14%	3.17%	-52,779	-52,779	\$10.51	\$10.22	\$9.24
Reisterstown Rd	2,977,802	12.98%	12.39%	10.96%	-17,402	-17,402	\$9.96	\$9.90	\$11.16
Flex Totals	50,339,168	8.52%	8.73%	7.88%	107,262	107,262	\$12.26	\$12.08	\$11.56
Annapolis Route 2	9,917,646	9.38%	8.88%	13.25%	-49,502	-49,502	\$5.72	\$5.42	\$4.86
Baltimore City	47,544,509	4.25%	4.17%	4.84%	-39,622	-39,622	\$5.86	\$5.87	\$5.00
Baltimore County East	32,178,164	12.03%	12.16%	17.71%	43,434	43,434	\$5.33	\$5.12	\$5.29
Baltimore County West	9,674,270	7.87%	8.01%	7.09%	12,754	12,754	\$3.94	\$3.84	\$3.74
BWI Corridor	42,634,612	5.58%	6.79%	7.34%	516,712	516,712	\$6.79	\$6.75	\$7.08
Carroll County	8,820,275	1.40%	2.48%	3.43%	95,035	95,035	\$5.51	\$5.85	\$6.16
Columbia	5,156,597	5.99%	2.14%	2.92%	-198,266	-198,266	\$6.99	\$7.00	\$6.57
Harford & Cecil Counties	43,279,072	14.32%	12.54%	7.23%	-18,112	-18,112	\$5.17	\$5.06	\$4.47
I-83 Corridor	5,982,664	3.62%	5.07%	2.73%	87,284	87,284	\$8.91	\$7.71	\$8.45
Reisterstown Rd	1,708,482	11.58%	11.18%	11.46%	-6,750	-6,750	\$9.43	\$9.22	\$8.79
Warehouse Totals	206,896,291	8.22%	8.05%	8.27%	442,967	442,967	\$5.86	\$5.76	\$5.54
Totals	257,235,459	8.28%	8.19%	8.19%	550,229	550,229	\$7.11	\$7.00	\$6.73

ITEMS TO NOTE:

A fully leased, cold storage facility located at 6740 Dorsey Road sold for \$19 million. The demand for cold storage facilities has been accelerated by the growing trend of grocery delivery and a new need for cold storage for the COVID-19 vaccines.

Hungry Harvest, a farm to doorstep produce delivery service, leased 62,751 sf at 1905 Clarkson Way in Landover. The location is a cold storage facility with a second floor mezzanine for offices and storage. Hungry Harvest is expanding from the Maryland Food Center in Jessup.

Demolition and site preparation has started at The Harbor Logistics Center at 1701 E. Patapsco Ave., in Curtis Bay. The center will consist of approximately 900,000 sf of industrial space and the first warehouse is scheduled to be delivered 1Q2022.

High Street Logistics Properties acquired 7270 Park Circle Drive and 7222 Parkway Drive for over \$27 million. Located within the Parkway Industrial Center, the two industrial buildings total over 270,000 sf and sold for \$102.7/sf.

One of the largest commercial property-assessed clean energy (C-PACE) loans in Maryland has been secured by Garver Development Group. The \$3 million loan will be used to convert 1323 Greenwood Road, the former Port City Press, into a self-storage facility that will also contain light industrial and warehouse space.

Merritt Properties acquired the 432,000 sf manufacturing plant that was home to General Motors. The company plans to demolish the building located at 10301 Philadelphia Road and redevelop the 56-acre site.

Amazon leased its third warehouse at Tradepoint Atlantic adding another 520,000 sf to the more than 1.85 million square feet they have already leased at Tradepoint Atlantic.

A 313,000 sf warehouse on 17 acres in Halethorpe sold to the international boutique investment group Aminim Group based in Jerusalem. The facility is located off Interstates 95 and 695 at 2209 Sulphur Spring Road.

INDUSTRIAL OVERVIEW (WAREHOUSE)

FIRST QUARTER | 2021



WAREHOUSE INDICATORS

Market Size
206,896,291

Building Count
2,344

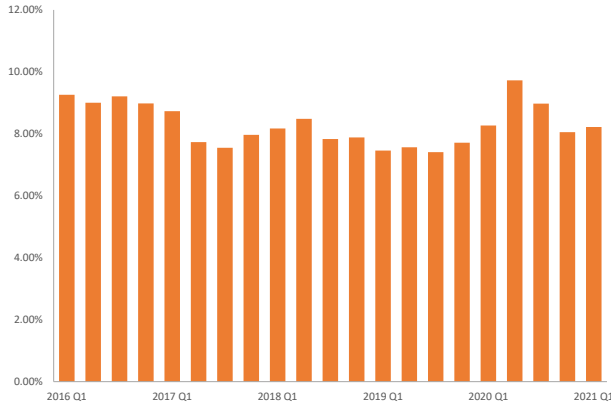
Absorption
442,967

YTD Absorption
442,967

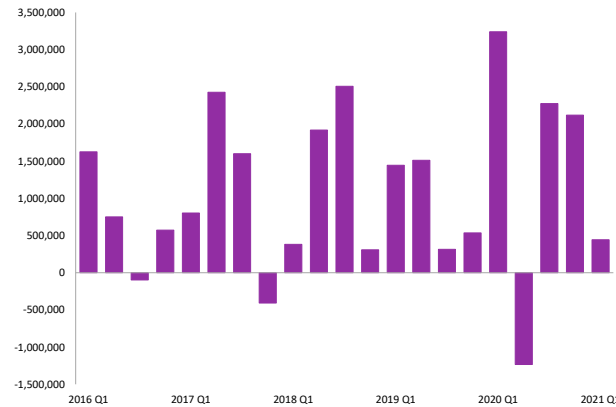
Vacancy
8.22%

Rental Rate
\$5.86

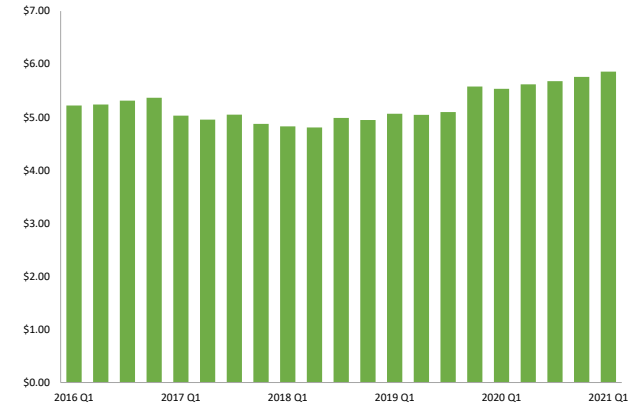
DIRECT VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Direct Vacancy

1	Carroll County	1.40%
2	I-83 Corridor	3.62%
3	Baltimore City	4.25%

Highest Direct Vacancy

1	Harford Cecil Counties	14.32%
2	Baltimore County East	12.03%
3	Reisterstown Road	11.58%

Most Change vs. Prior Quarter

-	I-83 Corridor	-1.46%
+	Columbia	3.84%

Lowest Net Absorption

1	Columbia	-198,266
2	Annapolis Route 2	-49,502
3	Baltimore City	-39,622

Highest Net Absorption

1	BWI Corridor	516,712
2	Carroll County	95,035
3	I-83 Corridor	87,284

Most Absorption, Year-to-Date

-	Columbia	-198,266
+	BWI Corridor	516,712

Cheapest Rates

1	Baltimore County West	\$3.94
2	Harford Cecil Counties	\$5.17
3	Baltimore County East	\$5.33

Most Expensive Rates

1	Reisterstown Road	\$9.43
2	I-83 Corridor	\$8.91
3	Columbia	\$6.99

Most Change vs. Prior Quarter

-	Carroll County	-\$0.34
+	I-83 Corridor	\$1.20

LEASE TRANSACTIONS

Location	Region	Tenant	Leased ▼
1500 Woodley Rd.	Harford County	Wayfair	1,200,000
626 Hamover Pike	Carroll County	Terminal Corporation	75,000
6050 Shipyard Rd.	Baltimore Co. East	BMW	75,000
8750 Larkin Rd.	BWI Corridor	Shearer Logistics	70,000

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size ▼
531 & 521 Chelsea Rd.	Harford County	\$73,401,007	\$111.93	655,800
10301 Philadelphia Rd.	Baltimore Co. East	\$34,500,000	\$79.78	423,423
6740 Dorsey Rd.	BWI Corridor	\$19,000,000	\$158.09	120,186
9420 Gerwig Ln.	Columbia	\$19,000,000	\$101.65	186,916

* Renewal

INDUSTRIAL OVERVIEW (FLEX)

FIRST QUARTER | 2021



FLEX INDICATORS

Market Size
50,339,168

Building Count
1,194

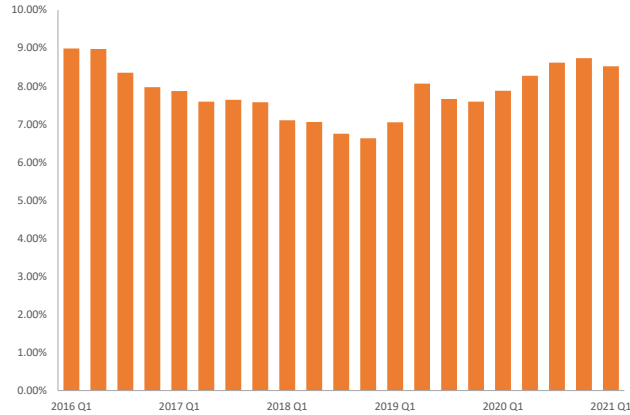
Absorption
107,262

YTD Absorption
107,262

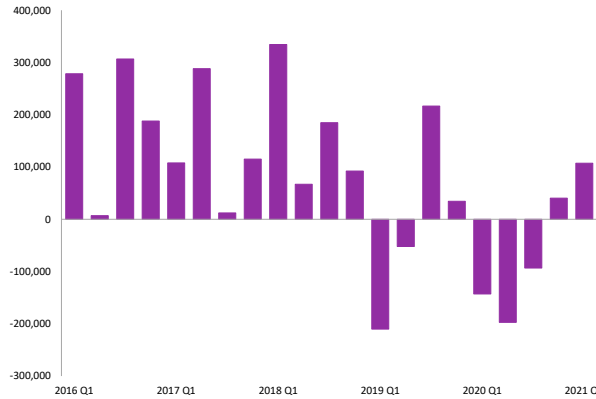
Vacancy
8.52%

Rental Rate
\$12.26

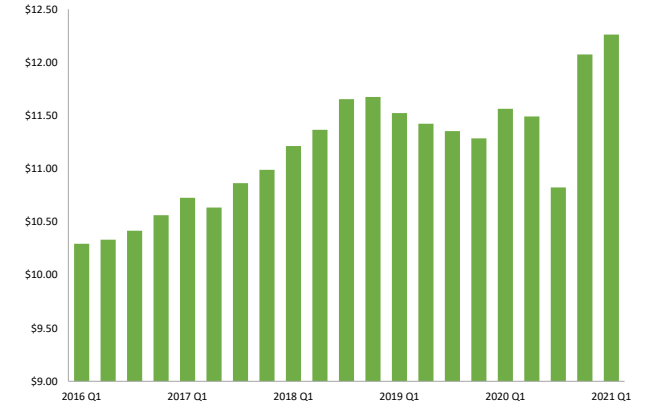
DIRECT VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Direct Vacancy

1	Columbia	5.00%
2	Baltimore County West	5.94%
3	I-83 Corridor	6.17%

Highest Direct Vacancy

1	Carroll County	17.01%
2	Baltimore City	13.53%
3	Reisterstown Road	12.98%

Most Change vs. Prior Quarter

-	Carroll County	-3.38%
+	Baltimore County East	1.93%

Lowest Net Absorption

1	Baltimore County East	-76,410
2	I-83 Corridor	-52,779
3	Harford Cecil Counties	-17,675

Highest Net Absorption

1	Annapolis Route 2	79,859
2	BWI Corridor	60,831
3	Baltimore County West	57,965

Most Absorption, Year-to-Date

-	Baltimore County East	-76,410
+	Annapolis Route 2	79,859

Cheapest Rates

1	Baltimore County West	\$8.62
2	Reisterstown Road	\$9.96
3	Harford Cecil Counties	\$10.46

Most Expensive Rates

1	Columbia	\$14.46
2	Annapolis Route 2	\$14.03
3	Baltimore County East	\$13.86

Most Change vs. Prior Quarter

-	Baltimore County East	-\$0.64
+	Harford Cecil Counties	\$0.42

LEASE TRANSACTIONS

Location	Region	Tenant	Leased
451 Defense Hwy.	Annapolis	Thrive Gym	23,991
7522 Connelley Dr.	BWI Corridor	Anatomy Gift Registry	16,500
9198 Red Branch Rd.	Columbia	A+ Carpet & Flooring	9,616
9108 Guilford Rd.	Columbia	Electronics Department Corp	6,803

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size
7101 Riverwood Dr.	Columbia	\$9,100,000	\$212.36	42,852
Business Pky & Airport Dr.	Carroll County	\$8,000,000	\$71.75	111,493
109 Cockeysville Rd.	I-83 Corridor	\$1,650,000	\$88.97	18,545
107 Industry Ln.	Harford County	\$900,000	\$73.78	12,199

* Renewal

INDUSTRIAL OVERVIEW (DC METRO)

FIRST QUARTER | 2021



INDUSTRIAL INDICATORS

Market Size
106,508,517

Building Count
2,276

Absorption
443,335

YTD Absorption
443,335

Vacancy
6.24%

Rental Rate
\$10.68

THE NUMBERS

MARKET SIZE

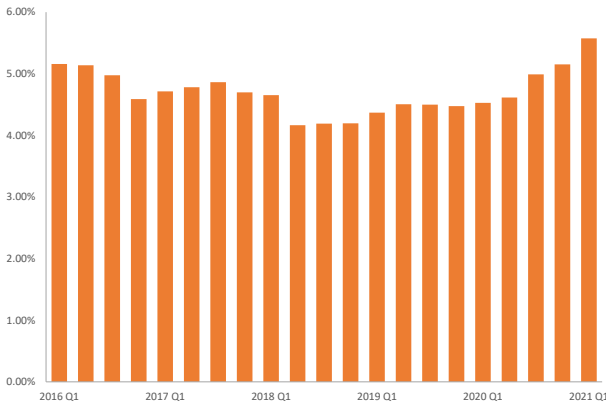
DIRECT VACANCY %

ABSORPTION

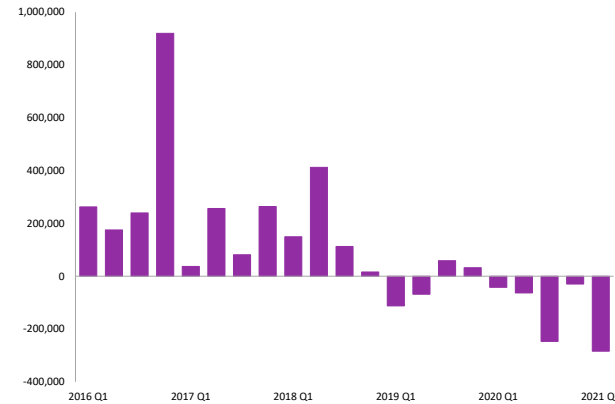
RENTAL RATES

		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Frederick Co.	13,219,927	2.96%	4.95%	5.18%	261,388	261,388	\$7.95	\$7.30	\$6.76
Montgomery Co. North	5,509,551	3.39%	3.32%	6.92%	-3,668	-3,668	\$12.32	\$12.27	\$11.94
Montgomery Co.; Rockville/Bethesda	6,692,607	6.59%	5.89%	4.12%	-46,790	-46,790	\$12.87	\$12.49	\$12.19
Prince George's Co.	49,794,488	6.54%	6.55%	5.28%	1,530	1,530	\$8.08	\$8.06	\$7.45
Silver Spring	1,740,716	3.13%	3.37%	3.30%	4,080	4,080	\$13.39	\$13.57	\$12.04
Warehouse Totals	76,957,289	5.63%	5.91%	5.23%	216,540	216,540	\$8.90	\$8.74	\$8.17
Frederick Co.	6,427,371	7.47%	7.55%	9.10%	4,901	4,901	\$10.52	\$10.65	\$10.64
Montgomery Co. North	7,625,287	9.78%	11.86%	10.77%	158,789	158,789	\$22.38	\$22.94	\$16.07
Montgomery Co.; Rockville/Bethesda	4,834,219	5.62%	6.36%	6.54%	35,964	35,964	\$14.93	\$15.13	\$14.77
Prince George's Co.	9,073,522	7.49%	7.39%	7.70%	-9,585	-9,585	\$13.00	\$12.81	\$10.89
Silver Spring	1,590,829	8.45%	10.76%	2.43%	36,726	36,726	\$15.52	\$15.28	\$15.10
Flex Totals	29,551,228	7.82%	8.59%	8.31%	226,795	226,795	\$15.33	\$15.47	\$13.02
Totals	106,508,517	6.24%	6.66%	6.09%	443,335	443,335	\$10.68	\$10.61	\$9.52

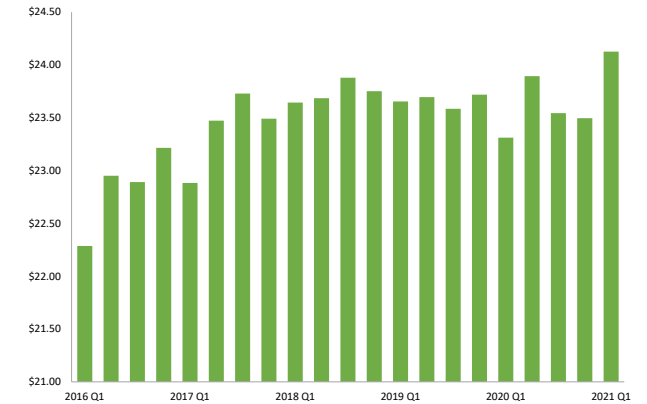
DIRECT VACANCY



NET ABSORPTION



RENTAL RATES



INDUSTRIAL OVERVIEW (DC METRO)

FIRST QUARTER | 2021



WAREHOUSE (DC METRO)

Market Size
76,957,289

Building Count
1,636

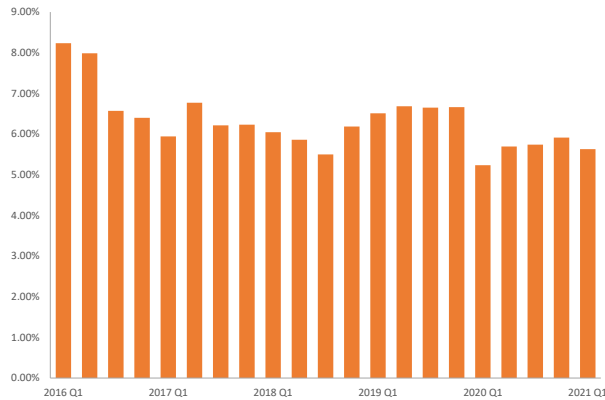
Absorption
216,540

YTD Absorption
216,540

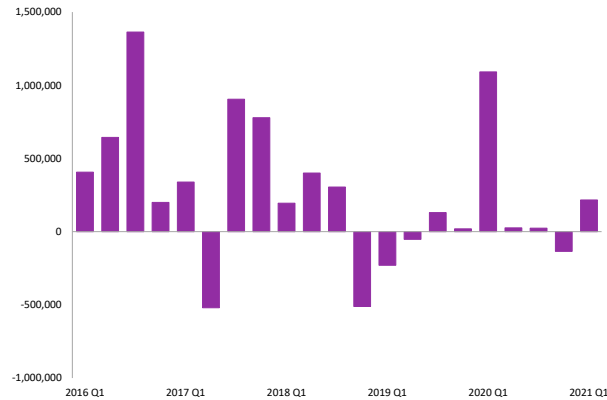
Vacancy
5.63%

Rental Rate
\$8.90

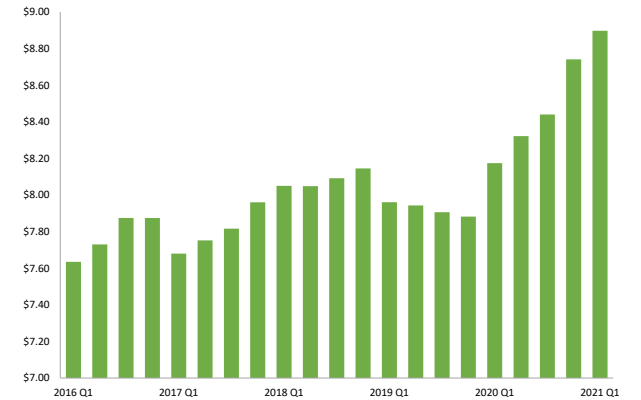
DIRECT VACANCY



NET ABSORPTION



RENTAL RATES



FLEX (DC METRO)

Market Size
29,551,228

Building Count
640

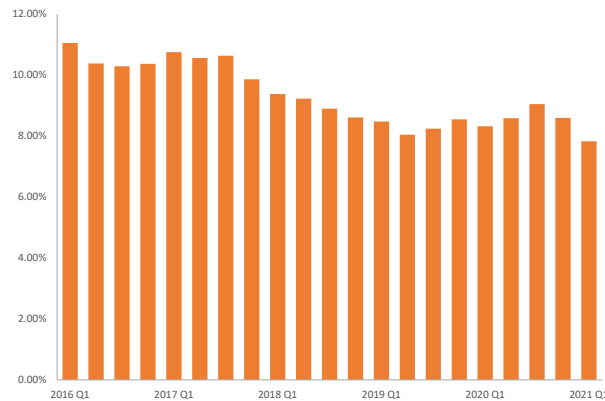
Absorption
226,795

YTD Absorption
226,795

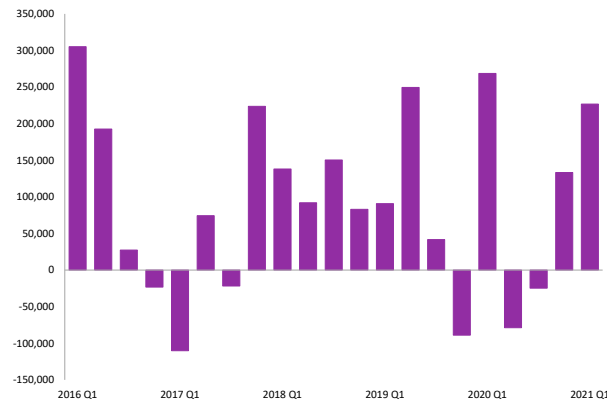
Vacancy
7.82%

Rental Rate
\$15.33

DIRECT VACANCY



NET ABSORPTION



RENTAL RATES

