



## INDUSTRIAL INDICATORS

Market Size  
**257,899,160**

Building Count  
**3,539**

Absorption  
**866,074**

YTD Absorption  
**1,426,430**

Vacancy  
**7.97%**

Rental Rate  
**\$7.28**

## 2ND QUARTER SUMMARY

The industrial market continues to prove resilient and thrive in Baltimore and the surrounding region. The demand for e-commerce and logistics expansions remains, fueled by one of the few opportunities driven by the pandemic – increased online shopping, an activity not expected to fade even as mandates are lifted. In the first two quarters of 2021, 434 lease deals were signed compared to 348 the same time last year. The industrial pipeline remains robust; over half the space that is under construction is already pre-leased, and we do not anticipate a spike in vacancy as the buildings deliver. We continue to see overall rental rates increase slightly with flex buildings getting almost double the rent in the same submarkets as their industrial counterparts. In the past five years the inventory of industrial/flex properties has increased by nearly 20.5 million square feet; however, the space available for lease has dropped from 11.9% to 9.5%. Looking back 10 years, the average sale price of industrial/flex space was \$62/sf in the Baltimore Metropolitan Area. Currently, the average price is \$112/sf.

THE NUMBERS	MARKET SIZE	DIRECT VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Annapolis/Route 2	5,814,991	11.45%	9.81%	11.65%	24,515	106,550	\$13.60	\$14.04	\$12.57
Baltimore City	5,319,487	12.62%	12.70%	10.73%	4,258	11,692	\$14.84	\$13.49	\$12.26
Baltimore County East	3,952,935	7.41%	8.64%	6.59%	48,922	-27,488	\$14.82	\$13.86	\$12.00
Baltimore County West	4,729,736	6.32%	6.05%	9.08%	-12,401	50,064	\$9.05	\$8.62	\$8.16
BWI Corridor	9,359,986	7.50%	7.92%	7.58%	77,934	170,227	\$11.96	\$11.70	\$13.16
Carroll County	1,608,511	14.75%	17.01%	18.50%	36,418	90,793	\$11.55	\$11.23	\$9.40
Columbia	8,401,657	5.70%	5.04%	4.96%	-55,842	-44,778	\$14.53	\$14.54	\$14.67
Harford & Cecil Counties	2,886,571	7.84%	7.98%	7.67%	42,986	25,311	\$10.31	\$10.46	\$9.32
I-83 Corridor	5,200,151	7.31%	5.94%	3.87%	-71,712	-116,991	\$9.90	\$10.25	\$9.32
Reisterstown Rd	2,973,753	13.57%	14.93%	12.57%	40,332	22,930	\$9.99	\$9.90	\$9.79
<b>Flex Totals</b>	<b>50,247,778</b>	<b>8.67%</b>	<b>8.55%</b>	<b>8.27%</b>	<b>135,410</b>	<b>288,310</b>	<b>\$12.40</b>	<b>\$12.17</b>	<b>\$11.75</b>
Annapolis Route 2	9,983,746	7.38%	6.28%	10.58%	-48,201	-97,703	\$5.92	\$6.18	\$5.62
Baltimore City	48,252,008	4.53%	4.50%	4.38%	-18,566	-96,754	\$5.77	\$5.51	\$5.06
Baltimore County East	32,200,892	12.28%	11.95%	20.77%	-104,440	-63,151	\$5.59	\$5.42	\$4.59
Baltimore County West	9,647,005	9.30%	7.90%	5.63%	-134,928	-122,174	\$4.71	\$4.54	\$3.74
BWI Corridor	42,698,329	3.95%	5.57%	8.49%	691,843	1,208,555	\$7.11	\$6.95	\$7.24
Carroll County	8,820,275	1.42%	1.40%	3.97%	-1,241	93,794	\$5.51	\$5.51	\$5.80
Columbia	5,152,634	5.85%	5.99%	1.74%	7,254	-191,012	\$7.04	\$6.99	\$6.59
Harford & Cecil Counties	43,349,488	13.54%	14.32%	11.43%	349,682	331,570	\$5.41	\$5.37	\$5.48
I-83 Corridor	5,843,983	3.92%	3.70%	3.74%	-12,739	74,545	\$9.02	\$8.91	\$7.34
Reisterstown Rd	1,703,022	11.70%	11.82%	11.76%	2,000	450	\$9.34	\$9.44	\$8.79
<b>Warehouse Totals</b>	<b>207,651,382</b>	<b>7.79%</b>	<b>8.11%</b>	<b>9.54%</b>	<b>730,664</b>	<b>1,138,120</b>	<b>\$6.04</b>	<b>\$5.91</b>	<b>\$5.65</b>
<b>Totals</b>	<b>257,899,160</b>	<b>7.97%</b>	<b>8.20%</b>	<b>9.29%</b>	<b>866,074</b>	<b>1,426,430</b>	<b>\$7.28</b>	<b>\$7.13</b>	<b>\$6.85</b>

## ITEMS TO NOTE:

The Goddard School signed a new lease for 13,560 sf at 304 Harry S Truman Pky in Annapolis Technology Park, a single-story building containing 34,560 sf of flex/R&D.

Mygrant Glass, one of the largest independent wholesale distributors of auto glass and supplies, has acquired its first location in the Baltimore area at 6620 Amberton Dr. in Elkridge for \$7.5 million. They previously leased space in Baltimore City. The deal comes out to \$126 per square foot.

Fundrise finalized a deal to acquire World Depot's newly leased warehouse in greater Baltimore. The company paid \$34.22 million to acquire 7980 Tar Bay Dr. in Jessup, a sale price more than double what High Street Logistics Properties and Angelo, Gordon & Co. paid for the property just last year (\$15.6 million).

Merritt Properties acquired 16 acres of land at 1900 Sulphur Spring Rd., in Arbutus for the development of a light industrial park to be renamed the Beltway Business Interchange. The park will have two buildings totaling 111,300 sf.

Mid-Atlantic Commercial Center located at 7600 Assateague Dr. sold for \$125 million. The fully leased building is anchored by Domino Sugar and sold just 14 months ago for \$88 million, a \$37 million gain for seller Grandview Partners. The buyer was Bentall Green Oak, who bought the property for an unnamed institutional investor.

Commercial Utilities is relocating from Hanover to 614 W. Patapsco Ave. in Baltimore City. The new location features a 2.72 acre storage yard and two buildings totaling nearly 10,000 sf.

1200 Stoney Run Rd. in Hanover sold for \$21,100,000. The 13.61 acre, industrial-zoned land is 100% leased to an investment-grade tenant on a long-term lease. The land has future industrial development potential.

Trammell Crow and joint venture partner Diamond Realty Investments are set to begin phase one of Elkton Commerce Center, a planned 299 acre logistics park located off Route 40 near Interstate 95. The 766,080 sf warehouse is scheduled to be completed by early 2022.

# INDUSTRIAL OVERVIEW (WAREHOUSE)

SECOND QUARTER | 2021



## WAREHOUSE INDICATORS

Market Size  
207,651,382

Building Count  
2,345

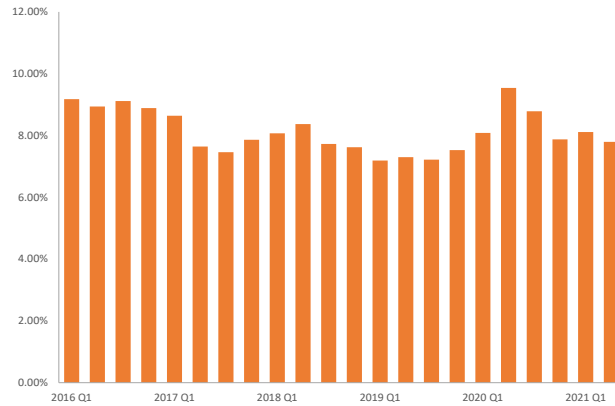
Absorption  
730,664

YTD Absorption  
1,138,120

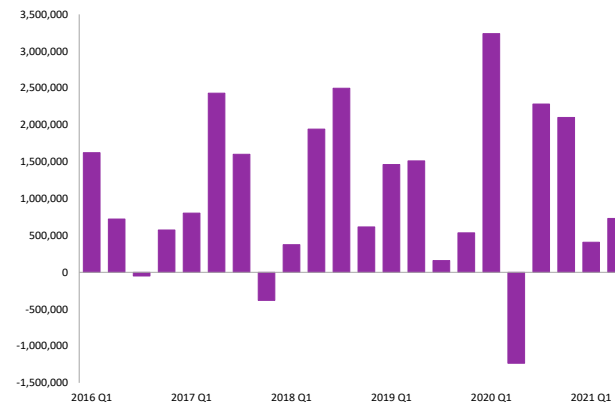
Vacancy  
7.79%

Rental Rate  
\$6.04

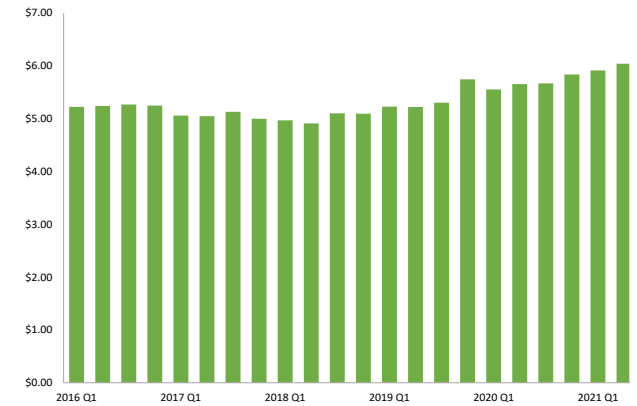
## DIRECT VACANCY



## NET ABSORPTION



## RENTAL RATES



### Lowest Direct Vacancy

1	Carroll County	1.42%
2	I-83 Corridor	3.92%
3	BWI Corridor	3.95%

### Highest Direct Vacancy

1	Harford Cecil Counties	13.54%
2	Baltimore County East	12.28%
3	Reisterstown Road	11.70%

### Most Change vs. Prior Quarter

-	BWI Corridor	-1.62%
+	Baltimore County West	1.40%

### Lowest Net Absorption

1	Baltimore County West	-134,928
2	Baltimore County East	-104,440
3	Annapolis Route 2	-48,201

### Highest Net Absorption

1	BWI Corridor	691,843
2	Harford Cecil Counties	349,682
3	Columbia	7,254

### Most Absorption, Year-to-Date

-	Columbia	-191,012
+	BWI Corridor	1,208,555

### Cheapest Rates

1	Baltimore County West	\$4.71
2	Harford Cecil Counties	\$5.41
3	Carroll County	\$5.51

### Most Expensive Rates

1	Reisterstown Road	\$9.34
2	I-83 Corridor	\$9.02
3	BWI Corridor	\$7.11

### Most Change vs. Prior Quarter

-	Annapolis Route 2	-\$0.26
+	Baltimore City	\$0.26

## LEASE TRANSACTIONS

Location	Region	Tenant	Leased
1650 Sparrows Point Blvd.	Baltimore County East	Amazon	520,000
7605 Dorsey Run Rd.	BWI Corridor	Imperial Dade	127,050
8251 Preston Ct.	BWI Corridor	Cavalier Logistics	118,300
1800 Sparrows Point Blvd.	Baltimore County East	Arnold Packaging	91,200

## SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size
7600 Assateague Dr.	BWI Corridor	\$125,000,000	\$146.45	853,520
7980 Tarbay Dr.	BWI Corridor	\$34,218,000	\$168.05	203,615
6620 Amberton Dr.	BWI Corridor	\$7,125,000	\$126.09	56,509
7222 Parkway Dr.	BWI Corridor	\$6,910,000	\$119.97	57,600

\* Renewal



## FLEX INDICATORS

Market Size  
50,247,778

Building Count  
1,194

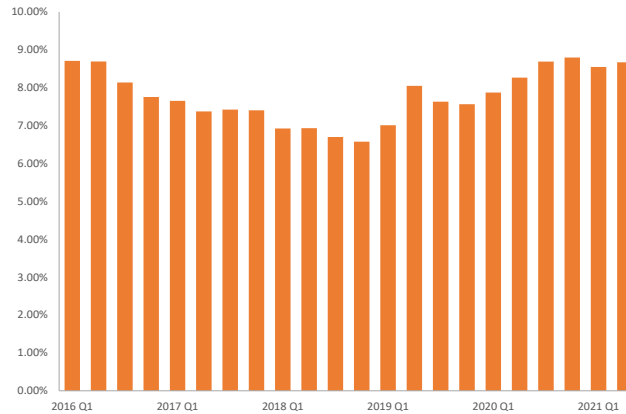
Absorption  
135,410

YTD Absorption  
288,310

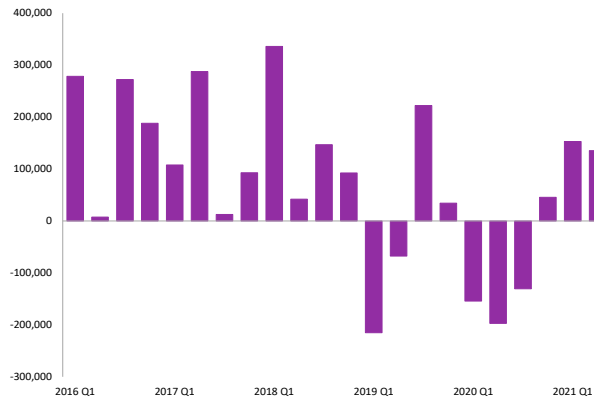
Vacancy  
8.67%

Rental Rate  
\$12.40

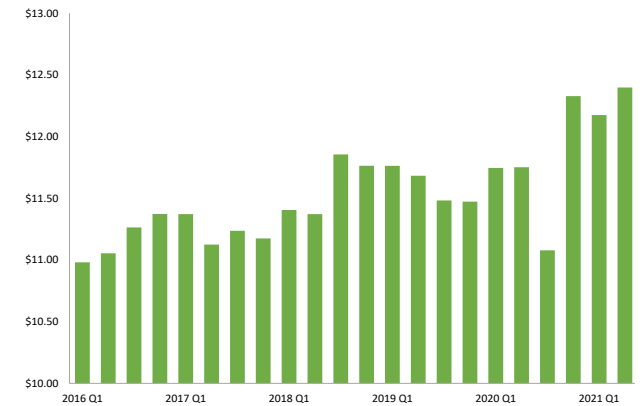
## DIRECT VACANCY



## NET ABSORPTION



## RENTAL RATES



### Lowest Direct Vacancy

1	Columbia	5.70%
2	Baltimore County West	6.32%
3	I-83 Corridor	7.31%

### Highest Direct Vacancy

1	Carroll County	14.75%
2	Reisterstown Road	13.57%
3	Baltimore City	12.62%

### Most Change vs. Prior Quarter

-	Carroll County	-2.26%
+	Annapolis Route 2	1.64%

### Lowest Net Absorption

1	I-83 Corridor	-71,712
2	Columbia	-55,842
3	Baltimore County West	-12,401

### Highest Net Absorption

1	BWI Corridor	77,934
2	Baltimore County East	48,922
3	Harford Cecil Counties	42,986

### Most Absorption, Year-to-Date

-	I-83 Corridor	-116,991
+	BWI Corridor	170,227

### Cheapest Rates

1	Baltimore County West	\$9.05
2	I-83 Corridor	\$9.90
3	Reisterstown Road	\$9.99

### Most Expensive Rates

1	Baltimore City	\$14.84
2	Baltimore County East	\$14.82
3	Columbia	\$14.53

### Most Change vs. Prior Quarter

-	Annapolis Route 2	-\$0.44
+	Baltimore City	\$1.35

## LEASE TRANSACTIONS

Location	Region	Tenant	Leased
6155 Guardian Gateway	Harford County	Defense Industry Tenant	42,120
7090 Golden Ring Rd.	Baltimore Co. East	Rosedale Center Middle HS	30,827
1811 Portal St.	Baltimore SE	Supreme Discounters	30,000
1100 N Chester St.	Baltimore NE	Outlook OVFX	27,000

## SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size
8989 Herrmann Dr.	Columbia	\$6,200,000	\$153.90	40,285
1420 Joh Ave.	Baltimore NE	\$5,787,000	\$323.66	17,880
9014 Junction Dr.	BWI Corridor	\$2,250,000	\$150.00	15,000
1490 Annapolis Rd.	BWI Corridor	\$2,020,000	\$191.54	10,546

\* Renewal

# INDUSTRIAL OVERVIEW (DC METRO)

SECOND QUARTER | 2021



## INDUSTRIAL INDICATORS

Market Size  
**106,924,336**

Building Count  
**2,275**

Absorption  
**127,716**

YTD Absorption  
**675,725**

Vacancy  
**6.13%**

Rental Rate  
**\$10.71**

## THE NUMBERS

### MARKET SIZE

### DIRECT VACANCY %

### ABSORPTION

### RENTAL RATES

		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Frederick Co.	13,264,407	2.12%	2.67%	5.26%	73,329	435,821	\$7.86	\$7.49	\$7.01
Montgomery Co. North	5,509,551	3.43%	3.39%	6.21%	-2,077	-5,745	\$12.15	\$12.31	\$11.94
Montgomery Co.; Rockville/Bethesda	6,692,285	5.82%	6.59%	5.72%	51,581	4,791	\$13.17	\$12.87	\$12.48
Prince George's Co.	50,139,712	6.76%	6.47%	5.84%	3,560	1,372	\$8.50	\$8.11	\$7.57
Silver Spring	1,740,716	3.62%	3.13%	3.46%	-8,397	-4,317	\$13.39	\$13.39	\$13.86
<b>Warehouse Totals</b>	<b>77,346,671</b>	<b>5.57%</b>	<b>5.53%</b>	<b>5.70%</b>	<b>117,996</b>	<b>431,922</b>	<b>\$9.16</b>	<b>\$8.84</b>	<b>\$8.35</b>
Frederick Co.	6,428,693	7.51%	7.47%	9.04%	-2,598	2,303	\$10.59	\$10.53	\$10.53
Montgomery Co. North	7,632,998	10.50%	9.07%	10.05%	-109,606	49,183	\$20.35	\$20.31	\$17.07
Montgomery Co.; Rockville/Bethesda	4,848,753	5.22%	5.63%	7.76%	19,978	55,942	\$14.31	\$14.59	\$14.93
Prince George's Co.	9,076,392	6.40%	7.39%	7.76%	90,064	87,767	\$13.03	\$12.78	\$11.57
Silver Spring	1,590,829	7.70%	8.45%	3.42%	11,882	48,608	\$15.73	\$15.62	\$15.23
<b>Flex Totals</b>	<b>29,577,665</b>	<b>7.58%</b>	<b>7.61%</b>	<b>8.39%</b>	<b>9,720</b>	<b>243,803</b>	<b>\$14.74</b>	<b>\$14.68</b>	<b>\$13.50</b>
<b>Totals</b>	<b>106,924,336</b>	<b>6.13%</b>	<b>6.11%</b>	<b>6.44%</b>	<b>127,716</b>	<b>675,725</b>	<b>\$10.71</b>	<b>\$10.46</b>	<b>\$9.78</b>

## FLEX TRANSACTIONS

### LEASE

Location	Region	Tenant	Leased
4910-4931 Executive Way	Frederick	Ellume	116,800
12201 Indian Creek Ct	Prince George's Co. N	Beltway Glazing	21,061
4907 International Blvd	Frederick	Tablet Express	12,600

### SALE

Location	Region	Price	PSF	Bldg. Size
9615 Medical Center Dr	Montgomery Co. S	\$40,250,000	\$614.23	65,529
10236 Southard Dr	Prince George's Co.	\$3,786,750	\$165.00	22,950
11961 Tech Rd	Silver Spring N	\$5,425,000	\$169.53	32,000

## WAREHOUSE TRANSACTIONS

### LEASE

Location	Region	Tenant	Leased
14301 Mattawoman Dr	Prince George's S	XPO Logistics Inc	393,440
1901 Stanford Ct	Prince George's N	TriMark Adams-Burch	88,861
716 Ritchie Rd	Prince George's N	Peloton	84,835

### SALE

Location	Region	Price	PSF	Bldg. Size
7101 Geoffrey Way	Frederick County	\$52,457,910	\$114.15	459,536
1901 Stanford Ct	Prince George's Co.	\$12,660,500	\$142.48	88,861
7910 Penn Randal Pl	Montgomery Co. S	\$3,690,000	\$190.21	19,400

# INDUSTRIAL OVERVIEW (DC METRO)

SECOND QUARTER | 2021



## WAREHOUSE (DC METRO)

Market Size  
**77,346,671**

Building Count  
**1,638**

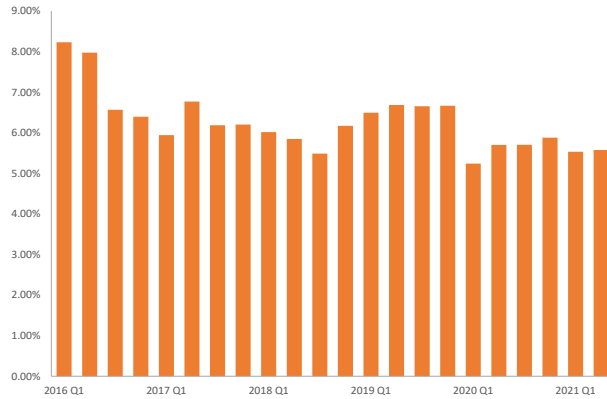
Absorption  
**117,996**

YTD Absorption  
**431,922**

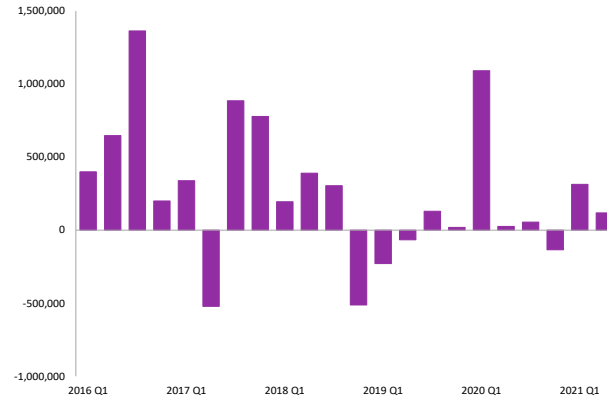
Vacancy  
**5.57%**

Rental Rate  
**\$9.16**

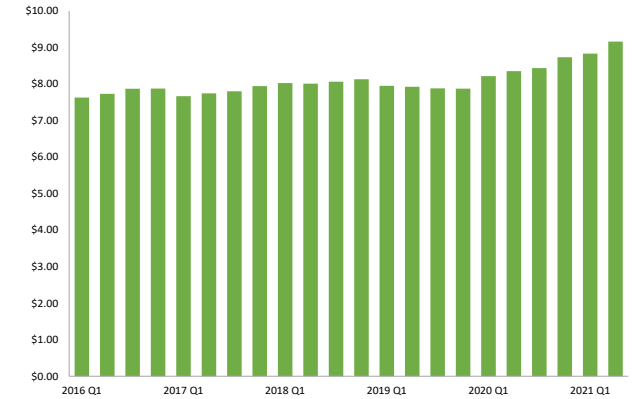
### DIRECT VACANCY



### NET ABSORPTION



### RENTAL RATES



## FLEX (DC METRO)

Market Size  
**29,577,665**

Building Count  
**637**

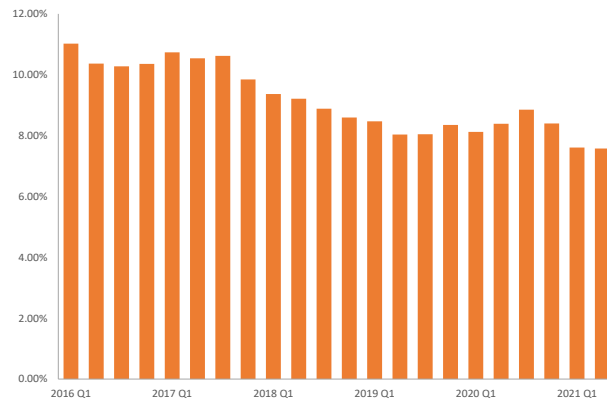
Absorption  
**9,720**

YTD Absorption  
**243,803**

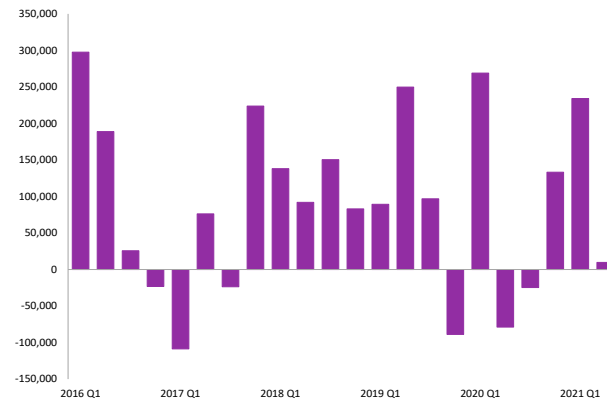
Vacancy  
**7.58%**

Rental Rate  
**\$14.74**

### DIRECT VACANCY



### NET ABSORPTION



### RENTAL RATES

