



RETAIL INDICATORS

Market Size
117,507,352

Building Count
4,496

Absorption
416,650

YTD Absorption
470,612

Vacancy
6.09%

Rental Rate
\$19.90

2ND QUARTER SUMMARY

As we anticipated, the summer sun has brought some much-needed light to the retail market and its recovery. All of the Baltimore submarkets saw a decrease in vacancy this quarter except for two; a stark comparison to last quarter when only six of the 14 markets saw positive absorption. For Q2 2021, over 400,000 sf was leased and four retail buildings delivered totaling over 36,000 sf. This positivity is following several quarters of negative absorption with the ongoing closure of brick-and-mortar stores and several large retailers going out of business or closing locations. The future looks more optimistic for the industry, property values, and most importantly, retailer sales performance. With many retailers reporting dramatic growth in customer volume and average sales transactions, the industry is experiencing a resurgence in new prospects, growth in new leasing deals, and early interest in future developments. Although, average renewal rents continue to trail pre-pandemic levels, and new asking rents have maintained consistent levels, which is guiding both Landlords and Tenants to compromise in final terms for their equal, future success. Landlords continue to practice “retention” of their portfolio Tenants over more aggressive rental growth. With an overall vacancy rate of core retail properties tracked at 6%, we expect the remainder of 2021 to show continued stability as retailers work aggressively on rebounding sales volumes, even with an ongoing challenge in employment hiring and rising operating costs.

ITEMS TO NOTE:

Luxury retailer Soigne to relocate from Boston to Fells Point. Soigné Luxury Accessories will open at 1643 Thames St. Soigné Luxury Accessories is among the first retailers to open in the historic waterfront community since the pandemic.

Welcome Home Chestertown, a kitchen and pantry specialty retail store located in Chestertown, Maryland, expanded as Welcome Home Annapolis, now situated in the heart of downtown Annapolis at 64 State Circle.

Greenberg Gibbons announced that Snap Fitness will join the West Street building it owns and manages at Annapolis Town Center in Parole, MD.

Lidl plans to demolish Bel-Garden Bi-Rite at 5950 Belair Rd. to make way for a new location. The current building, located near the city-county line in Northeast Baltimore housed a family-owned grocery store for the past 60 years.

Baltimore in a Box Ice Cream opened at 1004 W 36th St. in Hampden (formerly the Hon Café gift shop). The ice cream shop will add to the Avenue’s dessert options.

After 94 years as a Highlandtown institution, G&A Restaurant will venture into Baltimore County, opening a new location in White Marsh at 11550 Philadelphia Rd. later this year.

Global Food, a Sterling, Virginia-based grocer with locations across suburban Washington, D.C., signed a 36,360 sf lease at the Meadows Shopping Center in Woodlawn for its first store in greater Baltimore and is expected to open this fall.

Carroll County brewery 1623 Brewing Company has expanded its space by more than 40% with the signing of an additional 7,821 sf at Liberty Exchange. The expansion will fuel the tripling of brewing capacity from 5,000 to 15,000 barrels annually.

Baltimore’s Mosaic Realty Partners paid \$8.1 million to acquire the Owings Mills Retail Center, a 22,782 sf strip center located at 9400-9424 Reisterstown Rd. The deal comes out to about \$413 per square foot.

THE NUMBERS	MARKET SIZE	DIRECT VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Annapolis	5,169,909	11.27%	11.45%	12.05%	9,126	-6,197	\$29.41	\$29.79	\$30.24
Baltimore City	19,940,215	4.47%	5.20%	4.76%	146,862	115,625	\$16.02	\$15.28	\$15.19
Baltimore County East	15,097,191	7.17%	7.60%	6.77%	75,098	22,042	\$15.17	\$15.52	\$17.98
Baltimore County West	7,314,873	5.52%	5.64%	5.45%	9,135	-1,223	\$20.81	\$20.62	\$18.85
BWI Corridor	9,601,500	3.59%	3.07%	2.97%	-42,164	-34,674	\$23.17	\$23.40	\$23.38
Carroll County	6,882,607	4.64%	4.85%	3.56%	14,391	2,412	\$15.30	\$14.89	\$14.33
Cecil County	3,014,885	5.03%	4.85%	4.99%	-5,457	22,401	\$14.31	\$14.23	\$14.64
Columbia	10,204,722	5.47%	5.64%	3.83%	24,427	66,262	\$29.26	\$28.99	\$27.87
Harford County	10,462,711	7.49%	8.56%	7.55%	111,323	125,383	\$18.74	\$18.94	\$18.63
Howard County West	806,070	4.30%	5.44%	5.61%	9,193	10,393	\$33.27	\$33.12	\$34.75
I-83 Corridor	5,220,622	6.52%	6.85%	6.90%	17,052	72,894	\$22.32	\$23.59	\$24.60
Reisterstown Rd Corridor	7,747,528	7.56%	7.84%	8.03%	31,150	33,448	\$17.44	\$18.14	\$19.97
Route 2 Corridor	10,797,573	7.33%	7.40%	6.86%	7,764	69,816	\$18.51	\$18.83	\$19.02
Towson	5,246,946	5.43%	5.60%	3.37%	8,750	-27,970	\$26.99	\$25.79	\$22.43
Totals/Averages	117,507,352	6.09%	6.41%	5.79%	416,650	470,612	\$19.90	\$19.89	\$19.98



RETAIL INDICATORS

Market Size
117,507,352

Building Count
4,496

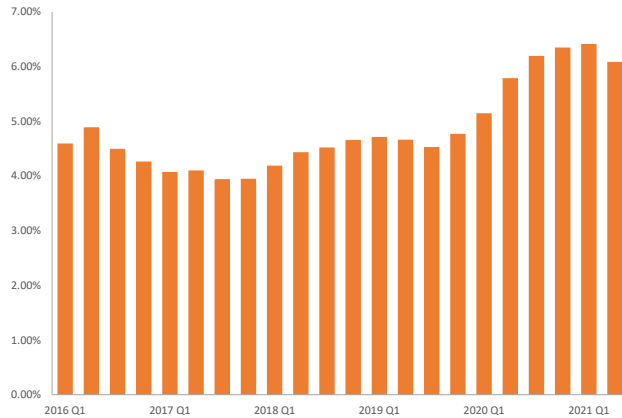
Absorption
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YTD Absorption
470,612

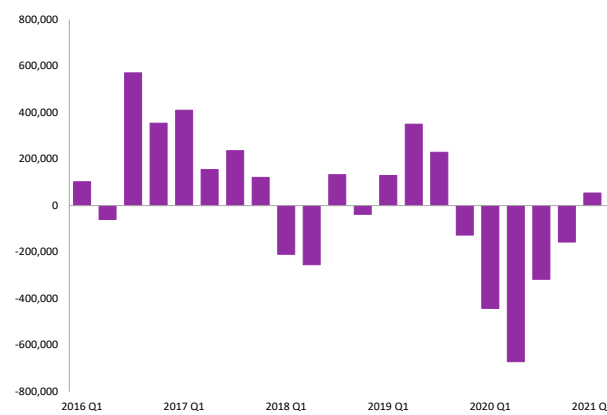
Vacancy
6.09%

Rental Rate
\$19.90

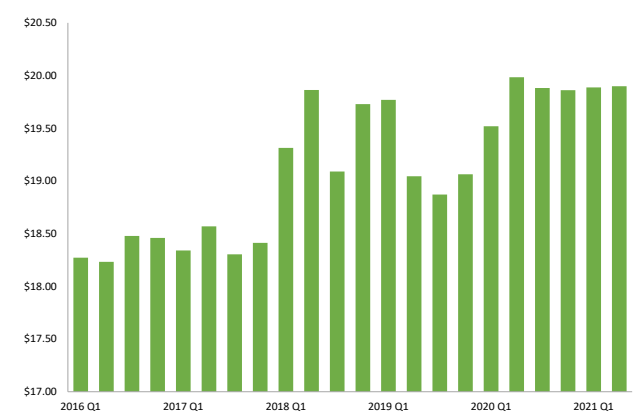
DIRECT VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Direct Vacancy

1	BWI	3.59%
2	Howard County West	4.30%
3	Baltimore City	4.47%

Highest Direct Vacancy

1	Annapolis	11.27%
2	Reisterstown Rd Corridor	7.56%
3	Harford County	7.49%

Most Change vs. Prior Quarter

-	Howard County West	-1.14%
+	BWI	0.52%

Lowest Net Absorption

1	BWI	-42,164
2	Cecil County	-5,457
3	Route 2 Corridor	7,764

Highest Net Absorption

1	Baltimore City	146,862
2	Harford County	111,323
3	Baltimore County East	75,098

Most Absorption, Year-to-Date

-	BWI	-34,674
+	Harford County	125,383

Cheapest Rates

1	Cecil County	\$14.31
2	Baltimore County East	\$15.17
3	Carroll County	\$15.30

Most Expensive Rates

1	Howard County West	\$33.27
2	Annapolis	\$29.41
3	Columbia	\$29.26

Most Change vs. Prior Quarter

-	I-83 Corridor	-\$1.27
+	Towson	\$1.20

LEASE TRANSACTIONS

Location	Region	Tenant	Leased
3401-94 Laurel Fort Meade Rd.	BWI Corridor	Global Food	58,317
2500 Riva Rd.	Annapolis	Amazon	40,103
1401 Pulaski Hwy.	Harford County	Harford County Health Dept	39,056
6600-6658 Security Blvd.	Baltimore Co. West	Global Food	36,360

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size
9404 Reisterstown Rd.	Reisterstown Rd Cor.	\$8,100,000	\$413.27	19,600
3411-3445 Clifton Ave.	Baltimore City	\$6,200,000	\$131.72	47,070
500-502 Ritchie Hwy.	Route 2 Corridor	\$5,375,000	\$199.84	26,896
12272 Clarksville Pike	Howard County West	\$4,100,000	\$390.40	10,502

* Renewal

RETAIL OVERVIEW (DC METRO)

SECOND QUARTER | 2021



OFFICE INDICATORS

Market Size
80,662,424

Building Count
2,774

Absorption
76,370

YTD Absorption
-262,384

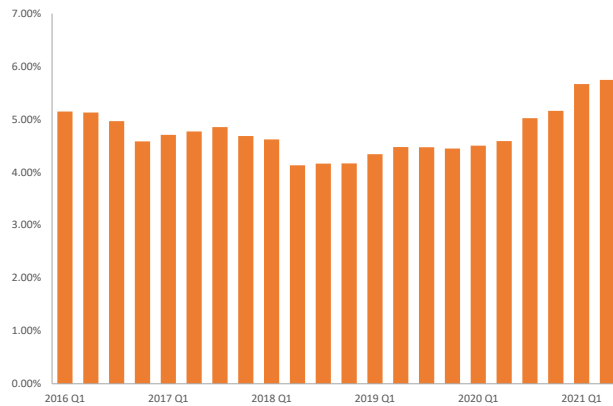
Vacancy
5.75%

Rental Rate
\$24.95

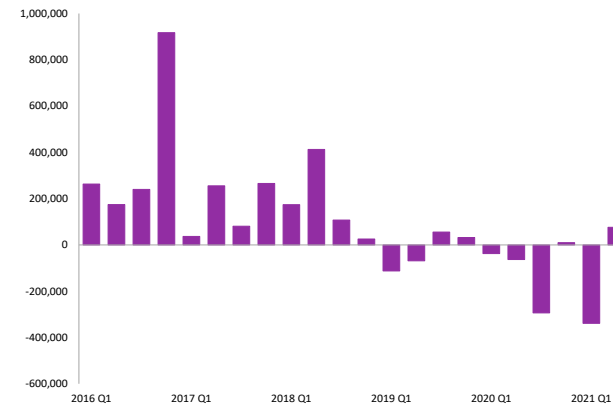
THE NUMBERS

	MARKET SIZE	DIRECT VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Frederick Co.	12,076,497	8.53%	8.77%	7.62%	87,280	75,718	\$18.01	\$18.59	\$18.23
Montgomery Co. North	10,571,001	3.50%	3.31%	3.11%	42,732	54,969	\$25.86	\$25.18	\$26.01
Montgomery Co. South; Rockville/Bethesda	17,672,437	5.33%	5.23%	4.92%	-16,469	-31,177	\$30.84	\$30.32	\$32.41
Prince George's Co. North	22,550,445	5.85%	5.87%	4.38%	4,795	-108,045	\$22.73	\$21.50	\$20.13
Prince George's Co. South	12,132,827	3.95%	4.03%	2.85%	28,847	-31,859	\$26.43	\$26.31	\$20.88
Silver Spring North/29	3,074,303	12.23%	10.02%	4.91%	-68,015	-229,120	\$24.89	\$25.58	\$25.12
Silver Spring South	2,584,914	4.63%	4.52%	3.98%	-2,800	7,130	\$25.78	\$25.76	\$28.61
Totals	80,662,424	5.75%	5.67%	4.59%	76,370	-262,384	\$24.95	\$24.50	\$23.89

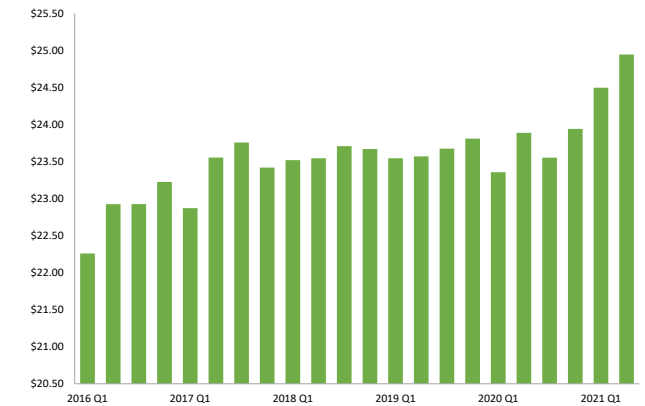
DIRECT VACANCY



NET ABSORPTION



RENTAL RATES



LEASE TRANSACTIONS

Location	Region	Tenant	Leased
13450-13472 Baltimore Ave.	Prince George's Co. N	Urban Air Adventure Park	40,000
4201-4255 Branch Ave.	Prince George's Co. S	BSW Beauty	16,023
9321-9463 Annapolis Rd.	Prince George's Co. N	Dollar Tree	15,235

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size
16520 Ballpark Rd.	Prince George's Co.	\$30,250,000	\$278.72	108,532
12028 Cherry Hill Rd.	N Silver Spring	\$16,000,000	\$247.58	64,626
10233-10315 Kensington Pky.	Montgomery County S	\$7,000,000	\$210.04	33,327