

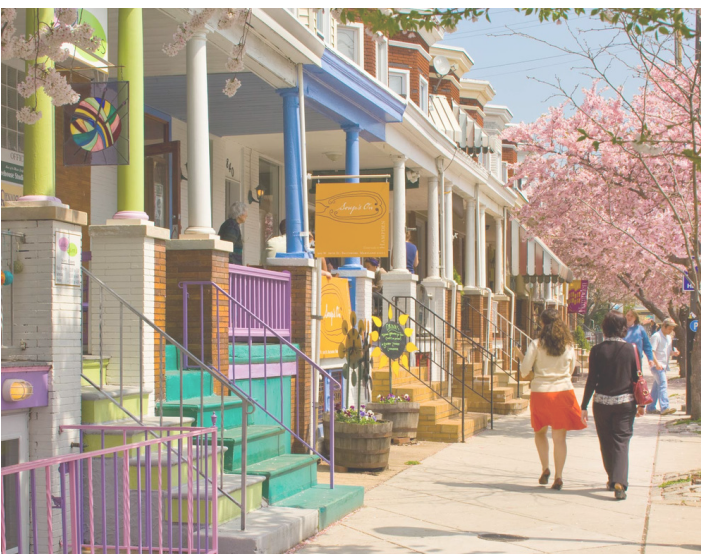
MACKENZIE'S LOCAL OUTLOOK

BALTIMORE & DC METRO
COMMERCIAL REAL ESTATE

MARKET REPORT
1ST QUARTER

2022

ECONOMY | CAPITAL | CONSTRUCTION | OFFICE | RETAIL | INDUSTRIAL





CONTENTS

Economic Factors	1
Capital & Investment Sales	2
Projects & Construction	3
Office Overview	4
Retail Overview	7
Industrial Overview	10
Our Research	15





ECONOMIC INDICATORS*

Employment
3,035,500

Unemployment Rate
5.0%

Consumer Price Index (CPI)
7.9% (YOY)

Maryland Area Employment Growth by Industry Sector (YOY)*

GLOBAL CONFLICT THREATENS U.S. ECONOMIC RECOVERY

Economics thrives on certainty. Demand slopes downward. Economic growth creates jobs. The Federal Reserve raises and lowers interest rates to try to rein in inflation. War and other types of geopolitical conflicts throws the proverbial monkey wrench into the economic models that depend on these metrics. With Russia's invasion of Ukraine in late February, the U.S., along with the rest of the world, is faced with the most significant global threat in modern times. With supply chain issues still an ongoing issue, the conflict only adds to the growing list of issues that threaten the ongoing economic recovery.

This is especially unfortunate for the U.S. as recent metrics have shown resilience across the broader economy. The economy has averaged 620,000 new payroll jobs per month since the start of 2021, and the unemployment rate is down to 3.8%, a rate lower than at any point from 1970-2017. The U.S. economy has now recovered more than 90% of the 22 million jobs lost during the first two months of the pandemic, and at February's pace of hiring, full recovery will be attained by May of this year.

While the demand for workers remains historically high, labor shortages remain a pressing issue. As of January, the U.S. had 11.3 million unfilled jobs, about 57% more than at the start of the pandemic, and there are currently about 0.6 unemployed Americans per unfilled jobs.

Fortunately, Americans who were displaced as a result of the pandemic are finally making their way back into the workforce as covid-related hesitation fades and consumers grapple with higher prices. The nation's labor force expanded by 304,000 persons in February and has now added an astonishing 1.7 million people during 2022's initial two months. The labor force is only 592,000 short of February 2020 level and will conceivably achieve full recovery over the next few months.

According to the latest data from the U.S. Bureau of Labor Statistics, the consumer price index (CPI) for all items rose 7.9% in February on a year-over-year basis. The last time prices rose this quickly was just over 40 years ago in January 1982, when year-over-year inflation reached 8.3%.

These numbers, however, have yet to capture the economic impact of the Russian invasion of Ukraine. Supply chains, which were still recovering from the pandemic, must once again adapt to sever disruptions. Oil and wheat prices have surged, with the former well above \$100 per gallon for the first time in roughly eight years.

This new inflationary pressure comes at a time when the U.S. Federal Reserve Bank is increasing interest rates in an attempt to rein in inflation. At their March meeting, the Fed initiated the first of seven expected rate hikes in 2022, raising the target range of the federal funds rate to 0.25-0.5%. Suppressing inflation without causing economic contraction would have been difficult without geopolitical instability, and now the Fed must navigate a real risk of recession.

0.6%
Manufacturing

0.1%
Education/Health

3.5%
Professional

0.4%
Construction

The State of Maryland's top employing industry as of February 2022 was Government employing 512,800, followed by Trade, Transportation and Utilities, and Professional & Business Services industries at 479,900 and 468,100 respectively.

Contributed by industry partner
Anirban Basu, CEO of Sage Policy Group, Inc.

For more information, please visit <http://www.sagepolicy.com>.





CAPITAL INDICATORS 2021

12-Month Volume
\$3,461.9

Total Square Feet
23,233,006

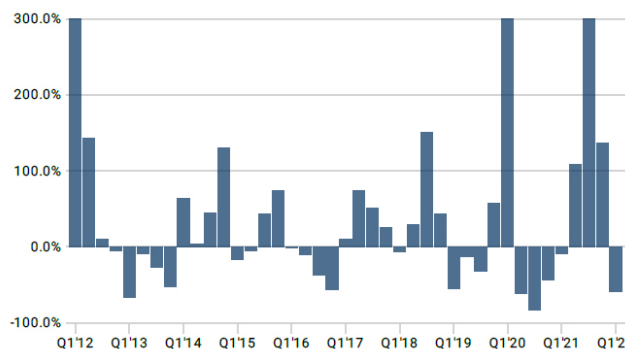
Average Price PSF
\$149/sf

Average Cap Rate
6.0%

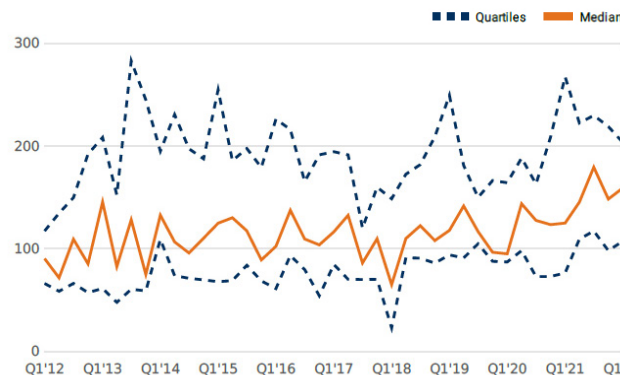
Properties Sold
172

Volume vs. Prior Year
73.1%

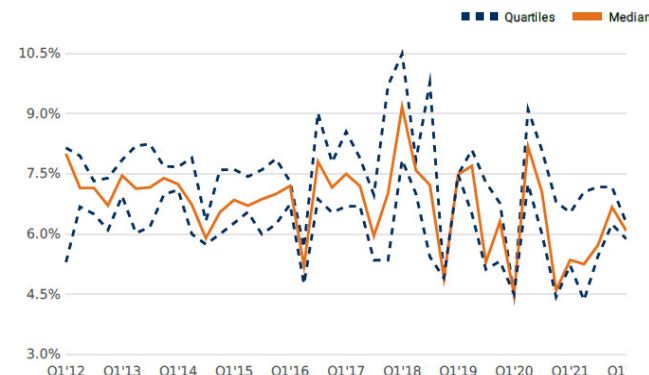
Change In Sales (Year over Year)



Average Sale Price Per Square Foot



Average Cap Rates



- The Fed rose rates by 25 basis points in March with a plan to have six additional rate hikes during the remainder of 2022 (WSJ).
- The 10-yr Treasury rate rose from 1.63% January 1st to 2.32% on March 31 (US Federal Reserve). The yield curve has flattened and is close to inversion between 2- and 10-yr treasury rates.
- Industrial and Multifamily continue to be the preferred asset classes by lenders.
- Capital sources have a bifurcated sentiment on asset type, project size, and construction need due to prior capital allocations, and varying outlook on the effect of rising interest rates and inflation.
- Regional banks continue to be the largest player in the lending area; however, life companies and private equity have become aggressive for the right project.

TOP INVESTMENT 'PLAYERS' BY ACQUISITION/DISPOSITION VOLUME

TOP BUYERS (24 MONTHS ROLLING)

	Base City	Average Price Per Sale	Acquisition Volume (\$m)	Properties
CBRE Investment Mgmt.	Los Angeles, CA	\$112,700,000	\$338,100,000	3
Kite Realty Group	Indianapolis, IN	\$51,300,000	\$307,900,000	6
NGP Capital	McLean, VA	\$290,600,000	\$290,600,000	1
Ventas	Chicago, IL	\$136,000,000	\$272,000,000	2
Armada Hoffer	Virginia Beach, VA	\$245,700,000	\$245,700,000	1

TOP SELLERS (24 MONTHS ROLLING)

	Base City	Average Price Per Sale (\$m)	Disposition Volume (\$m)	Properties
Blackstone	New York, NY	\$62,100,000	\$496,700,000	8
JP Morgan	New York, NY	\$205,000,000	\$410,100,000	2
Retail Properties of America	Oak Brook, IL	\$51,300,000	\$307,900,000	6
CoreCivic	Nashville, TN	\$290,600,000	\$290,600,000	1
Beatty Development	Baltimore, MD	\$245,700,000	\$245,700,000	1

2021 YTD BUYER COMPOSITION

Private Buyers

Privately-controlled business geared toward operating, developing, or investing CRE.

31.4%

3.7%

Listed/REITs

Corporation that combines the capital of many investors to acquire or provide financing.

Institutional Buyers

Investor such as a bank or mutual fund.

47.3%



PROJECT INDICATORS

RBA Under Construction
6,210,533

Count Under Construction
54

RBA Delivered YTD
103,947

Availability
42%

Proposed Buildings
315

Count Under Renovation
29

THE CONSTRUCTION OUTLOOK

The construction industry continues to grapple with skilled labor shortages, rising material prices, and input shortages. Construction spending increased by 1.3% in January and is up 8.2% compared to the same time last year, but these figures do not account for inflation. With construction input prices up more than 20% over the past year, construction spending has likely contracted in real terms.

Residential construction activity continues to outpace the nonresidential segment, with the former up 13.2% over the past year while the latter is up just 3.7%. Given widespread labor shortages, the increased demand for workers for residential construction has pushed wages higher, raising costs for a soft nonresidential sector.

Some nonresidential segments have fared significantly better than others. For instance, manufacturing-related construction spending is up 31.4% year-over-year due to the reshoring of production stemming from geopolitical instability and snarled supply chains. The commercial category, which encompasses warehouses and other distribution facilities, has seen a 16.8% increase in spending over the past year based on increased e-commerce activity. Other nonresidential construction segments have struggled, including lodging, which is down 24.5% year over year, and amusement and recreation, which is essentially flat.

Many contractors mention material shortages as a significant threat, but expectations remain reasonably high. According to Associated Builders and Contractors' Construction Confidence Index, contractors collectively expect their sales, profit margins, and staffing levels to expand over the next six months, and backlog remains elevated, albeit modestly below pre-pandemic levels.

Maryland's construction industry has 3.4% fewer employees than it had before the pandemic and is about 6,000 employees away from full recovery, but the State's construction industry actually lost about 600 jobs in 2021. D.C. has fared somewhat better and is just 300 jobs away from full recovery after gaining jobs throughout 2021.

The region's construction industry largely faces the same issues as the nation at large — labor shortages, rising wages, sky-high material prices, and input shortages — and won't see marked improvement until supply chains improve, commodity prices come down, and more Americans return to the labor force.

QUARTERLY TAKEAWAY

- Industry-wide labor shortages and supply chain issues continue to affect pricing increases and material lead times
- Demand for new industrial space remains strong, showing no signs of slowing down
- Outpatient facilities will continue to lead healthcare construction growth as hospital operators drive to push services closer to the communities that they serve

Contributed by industry partner
Anirban Basu, CEO of Sage Policy Group, Inc.
For more information, please visit <http://www.sagepolicy.com>

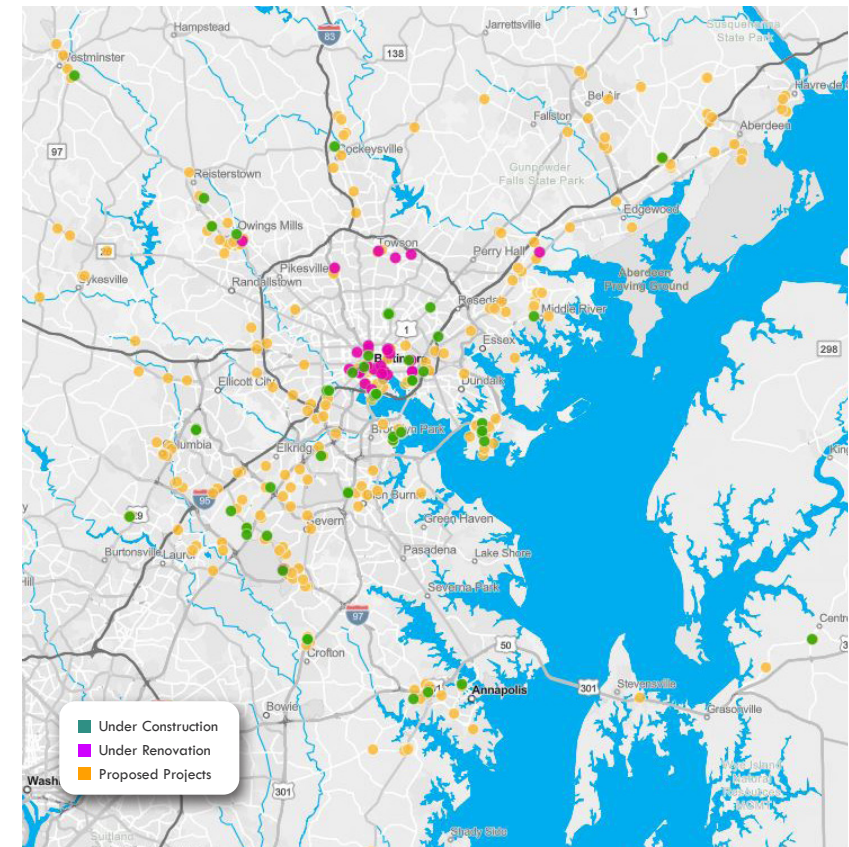
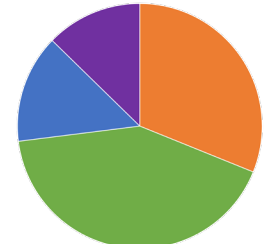
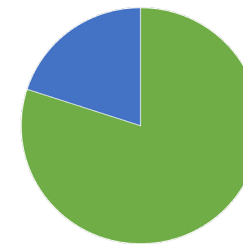
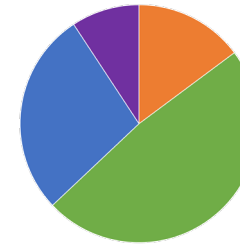
PROPERTY TYPE BREAKDOWN

Legend: Office Retail Warehouse Flex

Under Construction

Deliveries YTD

Proposed Buildings



OFFICE OVERVIEW

FIRST QUARTER | 2022



OFFICE INDICATORS

Market Size
116,543,184

Building Count
2,562

Absorption
-49,083

YTD Absorption
-49,083

Vacancy
12.8%

Rental Rate
\$24.49/sf

Overall, 1st Quarter leasing activity remained relatively unchanged from the 4th Quarter 2021; however, a continued shift in momentum can be felt throughout the region as firms continue to require employees to return to the office, including larger, national firms. For example, on the west coast, tech giants Google, Apple, Meta, and Microsoft – all primarily remote since the onset of the pandemic and until recent weeks - have each set dates requiring employees to return to the office, offering various hybrid options. Office layouts continue to evolve to better provide environments that are more conducive to collaboration, creativity, and direct communication – factors that are lacking from the work-from-home model. Landlords continue to invest in their buildings adding not only amenities, but also experiences that entice tenants to want to make the trek to their office - flexible conference space, individual and group work spaces, social areas, fitness attractions, cafés, and other dining options and outdoor elements. Interest in such features keeps the flight-to-quality in full swing in our region. Most of the Baltimore Metropolitan Area leasing activity continues to be among tenants renewing or relocating, and smaller deals. Medical leasing continues to see an uptick, notably among the mental health community. Baltimore City still struggles with vacancy, the highest area being Baltimore City Southwest followed by the CBD, 25.8% and 24% respectively. 1st Quarter rental rates held steady at \$24.49/sf. The Southern Metro continues to boast the highest rates, averaging \$27.97/sf. Tenant improvement (TI) costs continue to rise putting pressure on landlords to try and achieve longer lease terms; however, most tenants are only seeking three- to five-year terms.

THE NUMBERS	MARKET SIZE	VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Baltimore City CBD	14,202,091	24.0%	23.5%	20.9%	-61,361	-61,361	\$24.18	\$24.18	\$24.79
Baltimore City Midtown	2,903,154	5.7%	6.3%	6.3%	16,909	16,909	\$23.52	\$22.36	\$22.24
Baltimore City NE	1,444,142	2.7%	3.0%	0.8%	4,364	4,364	\$32.17	\$31.31	\$31.37
Baltimore City NW	2,354,088	4.5%	4.5%	3.4%	1,990	1,990	\$24.71	\$25.17	\$28.31
Baltimore City SE	4,126,748	9.8%	8.5%	8.7%	-50,284	-50,284	\$22.36	\$22.87	\$24.02
Baltimore City SW	2,985,185	25.8%	26.0%	24.8%	4,897	4,897	\$23.41	\$23.41	\$23.41
Baltimore City	28,015,408	17.5%	17.1%	15.5%	-83,485	-83,485	\$24.22	\$24.17	\$24.89
Baltimore County East	4,614,213	11.3%	11.6%	13.7%	13,386	13,386	\$22.95	\$23.23	\$23.72
Baltimore County West	9,378,857	6.7%	6.5%	6.5%	-16,231	-16,231	\$19.17	\$19.34	\$19.47
Carroll County	2,399,908	6.1%	6.9%	10.4%	18,366	18,366	\$20.10	\$20.29	\$22.67
Cecil County	853,158	19.4%	17.4%	19.6%	-17,366	-17,366	\$28.99	\$28.99	\$26.35
Harford County	5,030,619	15.5%	17.0%	12.8%	75,529	75,529	\$23.96	\$23.75	\$23.82
I-83 Corridor	10,085,342	12.8%	12.4%	12.2%	-46,887	-46,887	\$22.99	\$22.23	\$22.70
Reisterstown Rd	8,421,276	13.3%	12.9%	13.3%	-34,074	-34,074	\$22.32	\$22.56	\$22.21
Towson	8,447,670	10.1%	10.2%	9.5%	9,389	9,389	\$21.03	\$20.93	\$20.77
Northern Metro	49,231,043	11.2%	11.2%	11.1%	2,112	2,112	\$21.87	\$21.78	\$21.94
Annapolis	5,081,118	10.8%	10.8%	10.2%	1,535	1,535	\$30.60	\$30.84	\$31.20
BWI Corridor	13,449,690	10.1%	11.3%	11.2%	155,404	155,404	\$28.72	\$29.99	\$28.81
Columbia	17,988,068	13.8%	13.0%	12.3%	-141,877	-141,877	\$27.41	\$27.07	\$26.48
Route 2 Corridor	2,777,857	7.0%	7.6%	7.6%	17,228	17,228	\$23.09	\$22.67	\$21.37
Southern Metro	39,296,733	11.7%	11.8%	11.3%	32,290	32,290	\$27.97	\$28.25	\$27.54
Totals	116,543,184	12.8%	12.8%	12.2%	-49,083	-49,083	\$24.49	\$24.54	\$24.53

ITEMS TO NOTE:

The historic Fidelity & Deposit Building located at 210 N Charles St. in Baltimore's CBD sold for \$6 million. The mostly vacant office building will be converted into apartments with street level retail.

The 22,000 sf office building located at 115 West St. in Annapolis sold for \$5.49 million or \$249.32/sf.

ConnectRN is subleasing 16,643 sf at 1 E. Pratt St. in Baltimore City, occupying the former International Youth Foundation space.

CareFirst BlueCross BlueShield signed a 15-year renewal at 1501 S. Clinton St. The 214,000 sf deal is the largest in Baltimore since the pandemic began. The company said that about 60% of the employees will spend one day or less in the office, while 40% of the staff will attend two to three days a week, only 2% are expected to return to the office four to five days a week.

Live Baltimore, a nonprofit that aims to recruit and retain city residents, renovated its headquarters located at 343 N. Charles St. The new office space is the same size but has triple the amount of collaborative spaces, has fewer individual offices, and can accommodate more staff.

Grandview Aviation expanded its new headquarters into almost 18,000 sf at 425 Williams Ct. in Middle River. The private jet charter operators have grown from 65 employees to over 120 in the past year, with plans to hire and additional 100+ people in 2022.

Evergreen Advisors signed a lease to relocate its headquarters to 30 Corporate Center in Columbia. The company signed a 10-year lease for nearly 11,000 sf.

Laureate Education Inc. is one more company that has transitioned to remote work, leaving 103,333 sf at 650 Exeter St. available.

Absolute Care followed the trend of moving out of the city and downsizing to Howard county. The company left 22,000 sf at 1040 Park Ave. in Baltimore for almost 13,000 sf at 10175 Little Patuxent Square in Columbia.



OFFICE INDICATORS

Market Size
116,543,184 sf

Building Count
2,562

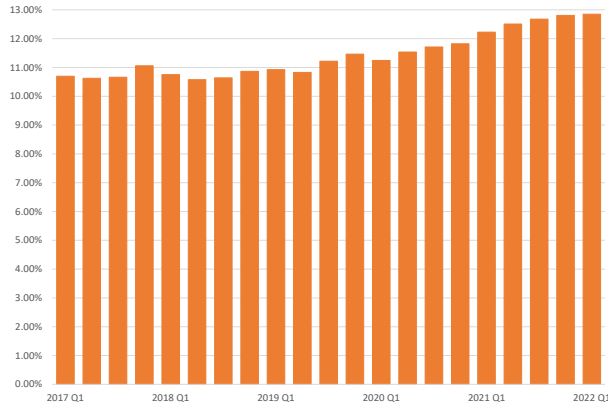
Absorption
-49,083

YTD Absorption
-49,083

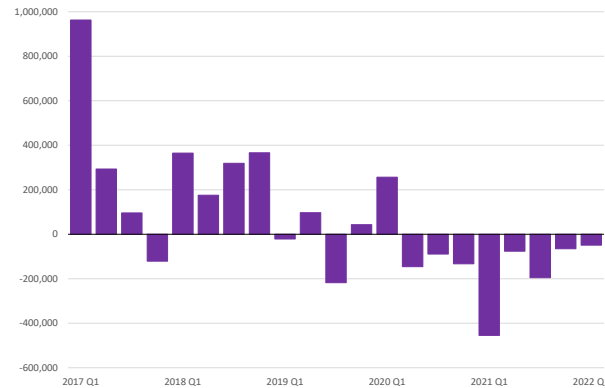
Vacancy
12.8%

Rental Rate
\$24.49/sf

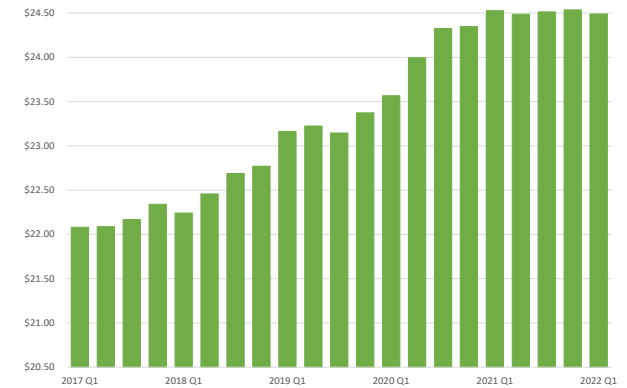
VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Vacancy

1	Baltimore City NE	2.7%
2	Baltimore City NW	4.5%
3	Baltimore City Midtown	5.7%

Highest Vacancy

1	Baltimore City SW	25.8%
2	Baltimore City CBD	24.0%
3	Cecil County	19.4%

Most Change vs. Prior Quarter

-	Harford County	-1.55%
+	Cecil County	+2.00%

Lowest Net Absorption

1	Columbia	-141,877
2	Baltimore City CBD	-61,361
3	Baltimore City SE	-50,284

Highest Net Absorption

1	BWI Corridor	155,404
2	Harford County	75,529
3	Carroll County	18,366

Most Absorption, Year-to-Date

-	Columbia	-141,877
+	BWI Corridor	+155,404

Cheapest Rates

1	Baltimore County West	\$19.17
2	Carroll County	\$20.10
3	Towson	\$21.03

Most Expensive Rates

1	Baltimore City NE	\$32.17
2	Annapolis	\$30.60
3	Cecil County	\$28.99

Most Change vs. Prior Quarter

-	Baltimore City NW	-\$3.60
+	Cecil County	+\$2.64

LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
1501 S Clinton St.*	Baltimore SE	CareFirst BlueCross BlueShield	204,506
10200 Grand Central Ave.	Reisterstown Rd	Gannett - Fleming	20,124
425 Williams Ct.	Baltimore Co. East	Grandview Aviation	17,915
6797 Dorsey Rd.*	BWI Corridor	Parsons Services Co.	16,090

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
210 N Charles St.	CBD Baltimore	\$6,000,000	\$25.86	232,000
115 West St.	Annapolis	\$5,485,000	\$249.32	22,000
6805 Douglas Legum Dr.	BWI Corridor	\$3,875,000	\$189.95	20,400
50 Scott Adam Rd.	I-83 Corridor	\$2,100,000	\$87.76	23,928

* Renewal, Expansion, or Sublease

OFFICE OVERVIEW (DC METRO)

FIRST QUARTER | 2022



OFFICE INDICATORS

Market Size
109,257,300 sf

Building Count
2,002

Absorption
-120,136

YTD Absorption
-120,136

Vacancy
14.7%

Rental Rate
\$27.64/sf

THE NUMBERS

MARKET SIZE

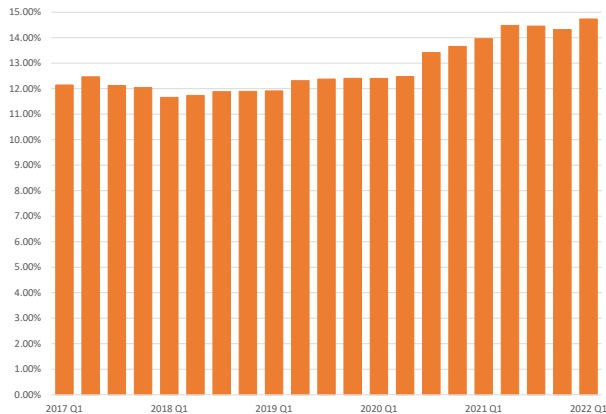
VACANCY %

ABSORPTION

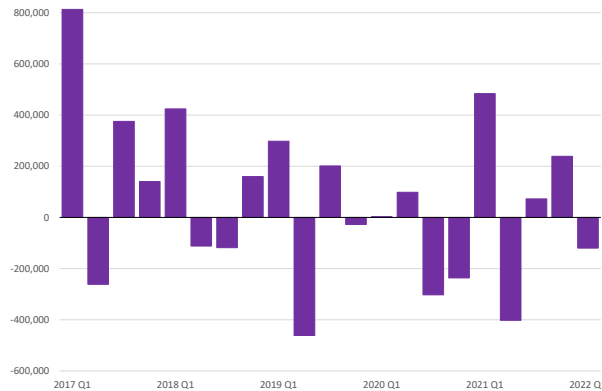
RENTAL RATES

		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Frederick Co.	8,569,836	8.8%	8.6%	8.2%	25,101	25,101	\$21.50	\$21.32	\$21.40
Montgomery Co. North	12,119,102	10.6%	10.3%	11.1%	-32,684	-32,684	\$23.67	\$26.13	\$25.35
Montgomery Co. South; Rockville/Bethesda	50,412,893	17.8%	17.0%	15.9%	-117,958	-117,958	\$31.20	\$30.88	\$30.96
Prince George's Co. North	21,538,028	14.0%	14.2%	15.0%	36,264	36,264	\$23.00	\$22.90	\$22.48
Prince George's Co. South	5,323,103	5.4%	5.1%	5.7%	-14,655	-14,655	\$28.80	\$27.95	\$27.20
Silver Spring North/Route 29	3,989,289	11.0%	10.4%	11.8%	-22,893	-22,893	\$27.11	\$27.20	\$27.79
Silver Spring South	7,305,049	18.4%	18.5%	16.2%	6,689	6,689	\$29.99	\$29.87	\$29.46
Totals	109,257,300	14.7%	14.3%	14.0%	-120,136	-120,136	\$27.64	\$27.68	\$27.50

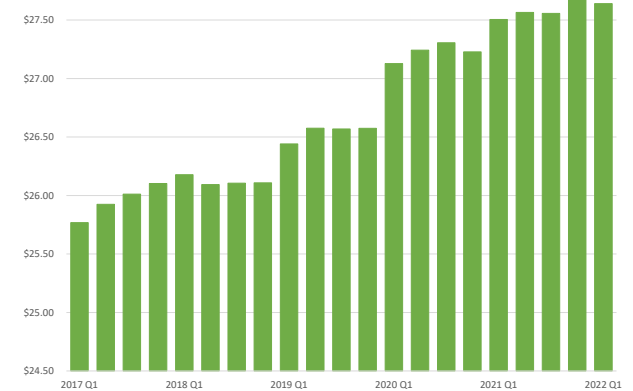
VACANCY



NET ABSORPTION



RENTAL RATES



LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
77 Upper Rock Cir.	Montgomery County S.	Tetracore, Inc	99,206
201 National Harbor Blvd.	Oxon Hill	Adventist Healthcare	54,000
770 Old Georgetown Rd.	Bethesda	CCIM	50,000

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
4405 East West Hwy.	Montgomery County S	\$21,500,000	\$330.46	65,060
12041 Bournefield Way	Silver Spring N/Rt 29	\$11,100,000	\$314.96	169,098
140 Thomas Johnson Dr.	Frederick County	\$8,000,000	\$391.47	20,436

* Renewal, Expansion, or Sublease

© 2022, MacKenzie Commercial Real Estate Services, LLC | 6



RETAIL INDICATORS

Market Size
116,330,604 sf

Building Count
4,575

Absorption
103,596

YTD Absorption
103,596

Vacancy
6.4%

Rental Rate
\$20.42/sf

1ST QUARTER SUMMARY

As a continuation of Q1 2022, there are more signs of economic growth and prosperity to the Baltimore retail market as deals are being made, albeit with increased scrutiny and caution, as in previous growth cycles. 1st Quarter vacancy and rental rates held steady compared to the 4th Quarter 2021. Second-generation QSR space remains in high demand while larger format restaurants that have been vacated due to Covid continue to seek qualified groups or are being redeveloped into multiple tenant properties, to address the continued demand for smaller, more efficient restaurant spaces. Retail tenants in the market are seeking Class A space and pad locations, and are showing a casual patience, waiting for the best option, the more favorable terms, and the right location for brand recognition. Related, the development of these projects continues to suffer with current construction delays and material shortages pushing build out schedules six months to a year longer than pre-Covid times. The increased cost of supplies and appliances are additional reasons second-generation space has become so attractive to retailers whose margins are being squeezed by competitors and an growing online and omni-channel strategy from competition. With the economics of a transaction, triple net rents are showing early signs of increasing due to this strong demand, but only for those higher profile locations or opportunities. Of concern going into the summer months, we are watching the continued consolidation of the financial/banking services industry. The continued shift to mobile banking and overall change in consumer habits stemming from the pandemic, we expect a compelling list of available, existing bank locations in the coming months. While the quality of most bank branches' real estate will be attractive to other use categories, we strongly expect there will be a major rental reset as these replacement tenants are not the bank rental streams of the years past.

THE NUMBERS	MARKET SIZE	VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Annapolis	5,177,726	13.8%	12.9%	12.6%	-46,157	-46,157	\$30.63	\$30.10	\$30.56
Baltimore City	19,019,844	5.1%	5.3%	5.4%	46,453	46,453	\$16.28	\$17.77	\$16.20
Baltimore County East	15,130,701	5.4%	6.3%	7.4%	136,204	136,204	\$15.16	\$15.35	\$15.53
Baltimore County West	7,430,805	5.8%	5.6%	5.6%	-10,488	-10,488	\$19.60	\$21.87	\$21.17
BWI Corridor	9,060,076	3.8%	3.8%	4.5%	2,847	2,847	\$24.20	\$24.20	\$23.82
Carroll County	6,894,446	3.9%	4.3%	4.7%	34,260	34,260	\$16.54	\$16.35	\$15.05
Cecil County	3,079,887	5.6%	5.4%	4.8%	-4,859	-4,859	\$14.35	\$14.49	\$14.35
Columbia	10,250,669	5.3%	6.0%	6.8%	63,184	63,184	\$32.30	\$30.36	\$31.58
Harford County	10,586,759	7.8%	8.0%	9.0%	29,631	29,631	\$21.98	\$20.51	\$19.48
Howard County West	750,888	4.6%	3.0%	5.8%	-12,000	-12,000	\$19.25	\$26.32	\$32.00
I-83 Corridor	5,236,320	7.8%	7.0%	6.8%	-42,054	-42,054	\$21.67	\$22.08	\$23.77
Reisterstown Rd Corridor	7,667,151	10.2%	9.6%	7.8%	-50,267	-50,267	\$17.38	\$17.87	\$18.99
Route 2 Corridor	10,696,481	8.6%	8.1%	8.5%	-55,297	-55,297	\$18.07	\$18.39	\$19.09
Towson	5,348,851	4.8%	5.0%	5.5%	12,139	12,139	\$25.56	\$28.47	\$32.66
Totals/Averages	116,330,604	6.4%	6.5%	6.8%	103,596	103,596	\$20.42	\$20.76	\$20.84

ITEMS TO NOTE:

The Rumsey Business Center located at 9151 Rumsey Rd. in Columbia welcomed Celebree School; the new location will be 10,275 sf.

Easy Like Sunday, a breakfast, brunch, and lunch restaurant plans to open this spring at Village at Cross Keys, filling the space once occupied by Village Square Café.

Bark Social, an indoor/outdoor craft beer and coffee bar with a monitored off-leash dog park, will be moving into 15,000 sf in Canton this spring at 3822 Boston St.

Luxury athletic resort, Life Time, signed a lease for 43,000 sf at Annapolis Town Center and will move in this fall. This is the group's fourth Maryland location.

PALM (Pretty Awesome Live Music) opened at 25 E. Cross St. in Federal Hill. PALM will have live music every night they are open, and a Nashville inspired menu will debut in a few months.

Arhaus, an upscale home retailer, is scheduled to occupy the former Jos. A. Banks space in The Shops at Kenilworth. Arhaus plans to open their new 18,855 sf location this fall.

The former Bowl America located at 7155 Ritchie Hwy. in Glen Burnie sold for \$6 million to Flagship Maryland Propco, LLC.

Bingo World, located in Brooklyn Park has been approved by Maryland Regulators as the states ninth sports betting facility. Approval from the Sports Wagering Application Review Commission still needed.

GameOn Bar + Arcade cut the ribbon on their first location at 114 West St. in Annapolis this quarter and plans are underway for a Baltimore location.

Tuscan Prime Italian Chophouse and Dolce Bar opened in the Annapolis Town Center. The upscale restaurant prides itself on its meat and wine selections.

The Light Street Pavilion in Baltimore City, once a tourist destination, has lost two additional tenants, Bubba Gump Shrimp Co. and H&M in the first quarter of 2022.

RETAIL OVERVIEW (CONTINUED)

FIRST QUARTER | 2022



RETAIL INDICATORS

Market Size
116,330,604 sf

Building Count
4,575

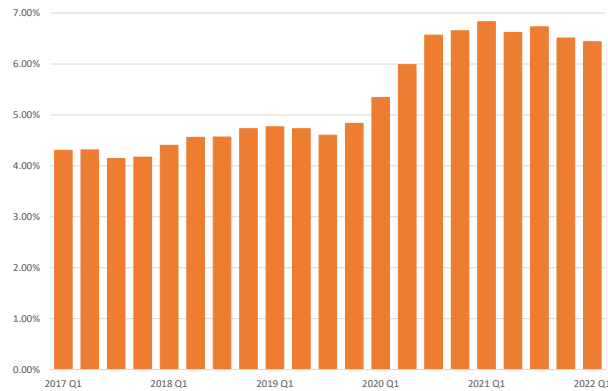
Absorption
103,596

YTD Absorption
103,596

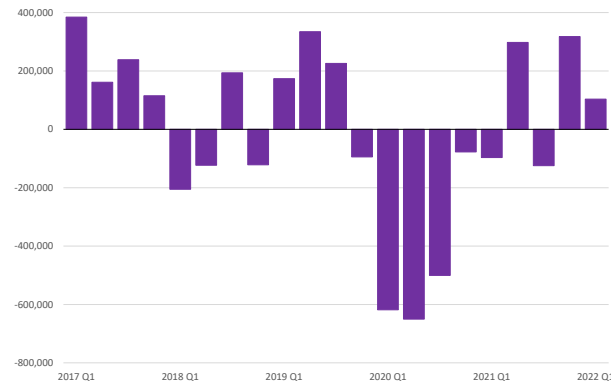
Vacancy
6.4%

Rental Rate
\$20.42/sf

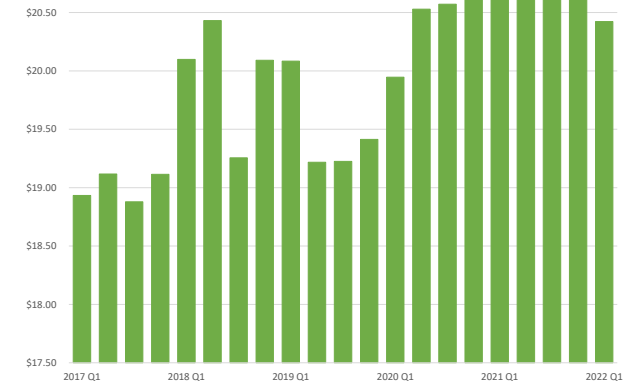
VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Vacancy

1	BWI	3.8%
2	Carroll County	3.9%
3	Howard County West	4.6%

Highest Vacancy

1	Annapolis	13.8%
2	Reisterstown Rd Corridor	10.2%
3	Route 2 Corridor	8.6%

Most Change vs. Prior Quarter

-	Baltimore County East	-0.92%
+	Howard County West	+1.57%

Lowest Net Absorption

1	Route 2 Corridor	-55,297
2	Reisterstown Rd Corridor	-50,267
3	Annapolis	-46,157

Highest Net Absorption

1	Baltimore County East	136,204
2	Harford County	29,631
3	Route 2 Corridor	-55,297

Most Absorption, Year-to-Date

-	Reisterstown Rd. Corridor	-122,185
+	Baltimore County East	130,304

Cheapest Rates

1	Cecil County	\$14.35
2	Baltimore County East	\$15.16
3	Baltimore City	\$16.28

Most Expensive Rates

1	Columbia	\$32.30
2	Annapolis	\$30.63
3	Towson	\$25.56

Most Change vs. Prior Quarter

-	Howard County West	-\$7.07
+	Columbia	+\$1.94

LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
8200 Perry Hall Blvd.	Baltimore County East	BC Department of Health	167,216
1030 Baltimore Blvd.	Carroll County	Furniture Store - Confidential	40,550
11120 Reisterstown Rd.	Reisterstown Rd.	Ollie's Bargain Outlet	32,000
5722 Ritchie Hwy.	Route 2 Corridor	American Freight Furniture	28,056

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
6221 Columbia Crossing Cir.	Columbia	\$16,000,000	\$262.98	60,840
7155 Ritchie Hwy.	Route 2 Corridor	\$6,000,000	\$145.82	41,148
2719-2751 Fallston Rd.	Harford County	\$5,800,000	\$214.51	27,038
7165-7167 Ritchie Hwy.	Route 2 Corridor	\$5,750,000	\$130.62	44,020

* Renewal, Expansion, or Sublease

© 2022, MacKenzie Commercial Real Estate Services, LLC | 8

RETAIL OVERVIEW (DC METRO)

FIRST QUARTER | 2022



OFFICE INDICATORS

Market Size
79,768,771 sf

Building Count
xx

Absorption
53,430

YTD Absorption
53,430

Vacancy
5.7%

Rental Rate
\$26.09/sf

THE NUMBERS

MARKET SIZE

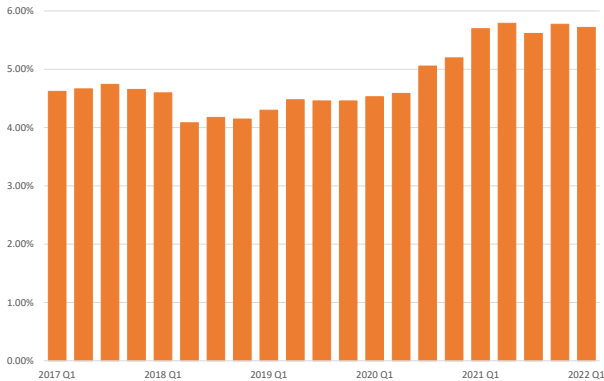
VACANCY %

ABSORPTION

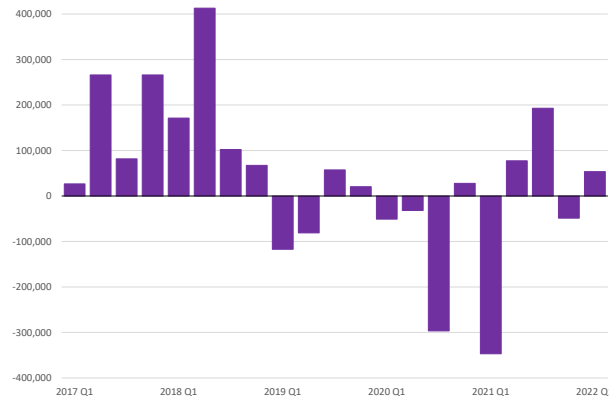
RENTAL RATES

		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Frederick Co.	12,033,075	8.0%	8.9%	8.8%	101,364	101,364	\$21.17	\$19.74	\$19.03
Montgomery Co. North	10,780,127	2.2%	2.7%	3.1%	52,769	52,769	\$26.67	\$26.10	\$25.86
Montgomery Co. South; Rockville/Bethesda	17,287,979	6.0%	5.8%	5.3%	-22,194	-22,194	\$31.23	\$28.79	\$30.12
Prince George's Co. North	22,003,563	5.6%	5.8%	6.0%	40,100	40,100	\$24.59	\$24.50	\$21.78
Prince George's Co. South	12,179,636	5.0%	3.9%	4.0%	-125,239	-125,239	\$25.04	\$25.16	\$27.60
Silver Spring North/Route 29	3,143,309	12.0%	12.3%	9.8%	9,965	9,965	\$25.21	\$25.27	\$25.73
Silver Spring South	2,341,082	4.5%	4.3%	5.0%	-3,335	-3,335	\$31.39	\$27.72	\$25.25
Totals	79,768,771	5.7%	5.8%	5.7%	53,430	53,430	\$26.09	\$25.15	\$24.87

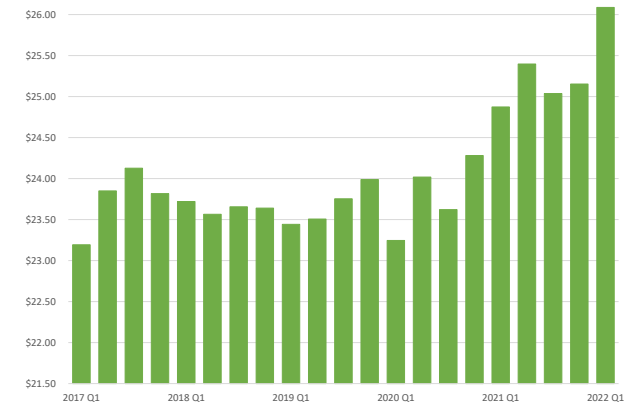
VACANCY



NET ABSORPTION



RENTAL RATES



LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
6881 New Hampshire Ave.	Silver Spring N.	Planet Fitness	28,742
5702-5760 Silver Hill Rd.	Prince George's County	DoorDash	16,748
5530-5636 Randolph Rd.	Montgomery County S.	Dominique Dawes	14,952

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
Damascus Shopping Center	Montgomery County N	\$36,685,067	\$363.94	144,000
Westridge Shopping Center	Frederick County	\$20,984,604	\$82.68	253,811
4420 Mitchellville Rd.	Prince George's County	\$5,570,158	\$222.28	25,059

* Renewal, Expansion, or Sublease

© 2022, MacKenzie Commercial Real Estate Services, LLC | 9

INDUSTRIAL OVERVIEW

FIRST QUARTER | 2022



INDUSTRIAL INDICATORS

Market Size
260,745,420 sf

Building Count
3,566

Absorption
615,086 sf

YTD Absorption
615,086 sf

Vacancy
6.6%

Rental Rate
\$7.97/sf

Activity within the industrial world shows no signs of stopping, kicking off the year with vacancy and rental rates holding steady, 6.6% and \$7.97/sf respectively. Deals for over 2.5 million square feet have been signed since January, and there is currently more than 4.6 million square feet under construction. Current industrial rents are in the \$6.50 to \$12.95/sf range, depending on building class and location. Demand remains highest close to the Port of Baltimore; however, the lack of available land is driving companies further out of the city. Proximity to major interstates like I-95 appear to be the deciding factor in most transactions. Last year's hot commodity, industrial outdoor storage (IOS), is proving that it was not a short-term trend. Demand for IOS continues to rise although it is a tough property type to track. The property may have a building or two, but the real value is in the land and the proper zoning. Institutional funds out of major US cities are purchasing industrial outside storage deals at record low cap rates, with the projection that rents will continue to trend upwards. Bulk distribution warehouse space vacancy rates continue to drop, while the rents continue to trend upwards, regardless of the amount of activity on the space. So far this year, industrial buildings are trading for an average of \$117/sf and flex buildings at \$111/sf. Between the need of tenants and prospective investors, supply will dissipate before anything else.

THE NUMBERS	MARKET SIZE	VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Annapolis/Route 2	5,872,554	7.3%	8.1%	9.8%	47,765	47,765	\$14.41	\$14.39	\$14.35
Baltimore City	5,052,596	8.2%	7.5%	9.3%	-37,783	-37,783	\$14.02	\$14.02	\$12.59
Baltimore County East	3,853,575	7.7%	7.9%	8.7%	7,460	7,460	\$14.56	\$14.25	\$17.03
Baltimore County West	4,661,347	6.9%	7.8%	6.1%	41,285	41,285	\$8.53	\$8.42	\$8.14
BWI Corridor	9,250,229	7.5%	8.4%	8.1%	78,595	78,595	\$10.22	\$10.94	\$12.14
Carroll County	1,651,714	10.0%	12.9%	17.0%	48,467	48,467	\$8.80	\$8.37	\$7.85
Columbia	8,396,418	4.9%	4.8%	4.8%	-6,353	-6,353	\$12.27	\$13.01	\$14.02
Harford & Cecil Counties	2,886,511	4.8%	5.8%	8.0%	30,279	30,279	\$10.19	\$10.21	\$10.38
I-83 Corridor	5,300,484	7.6%	6.6%	5.8%	-53,925	-53,925	\$11.63	\$11.23	\$10.08
Reisterstown Rd	3,011,750	11.4%	11.9%	14.9%	15,970	15,970	\$10.85	\$9.71	\$9.71
Flex Totals	49,937,178	7.2%	7.6%	8.2%	171,760	171,760	\$11.76	\$11.85	\$12.16
Annapolis Route 2	10,107,951	2.0%	2.4%	6.2%	38,568	38,568	\$9.30	\$9.31	\$5.72
Baltimore City	48,518,051	5.5%	4.8%	5.6%	-222,515	-222,515	\$6.24	\$6.59	\$5.93
Baltimore County East	31,995,205	5.7%	6.8%	6.0%	409,386	409,386	\$7.43	\$6.62	\$5.56
Baltimore County West	9,817,496	7.9%	7.7%	7.8%	-21,415	-21,415	\$6.86	\$5.59	\$4.29
BWI Corridor	43,317,983	3.4%	3.7%	5.5%	10,447	10,447	\$8.08	\$7.46	\$6.78
Carroll County	8,820,055	1.3%	1.2%	1.4%	-9,403	-9,403	\$6.77	\$5.54	\$5.42
Columbia	5,150,408	5.7%	8.5%	5.8%	147,191	147,191	\$7.48	\$7.69	\$6.99
Harford & Cecil Counties	46,145,685	12.7%	11.4%	13.9%	76,629	76,629	\$6.02	\$5.33	\$5.17
I-83 Corridor	5,233,202	3.7%	4.0%	4.1%	14,438	14,438	\$8.46	\$8.46	\$8.77
Reisterstown Rd	1,702,206	10.8%	10.8%	11.8%	0	0	\$10.69	\$10.65	\$9.44
Warehouse Totals	210,808,242	6.4%	6.3%	7.4%	443,326	443,326	\$7.07	\$6.65	\$5.91
Totals	260,745,420	6.6%	6.5%	7.6%	615,086	615,086	\$7.97	\$7.65	\$7.12

ITEMS TO NOTE:

The fully leased warehouses located at 8215 and 8220 Wellmoor Ct. in Jessup sold for \$30 million. The portfolio was purchased by Berkeley Partners out of San Francisco.

Hitachi Rail will be constructing a \$70 million, 307,000 sf railcar assembly plant in Hagerstown to build a fleet of 8000-series railcars for Washington Area Transit Authority.

Intralox, a conveyor belt manufacturer, moved into 310,000 sf at 1900 Finishing Mill Rd. in Tradepoint Atlantic. The lease expanded their east coast footprint by 70%.

Pompeian purchased the 399,960 sf building they currently occupy at 1600 Sparrows Point Rd. in Tradepoint Atlantic. The property sold for over \$33.5 million.

BMW of North America celebrated the grand opening of a new 75,000 sf distribution center in Tradepoint Atlantic.

East Coast Warehouse & Distribution announced plans to construct a 175,000 sf warehouse at Tradepoint Atlantic in Baltimore. Construction is expected to be completed by the third quarter of 2022.

Buligo Capital Partners acquired the three building, 281,055 sf McGaw Commerce Center in Columbia for \$41.5 million.

United Safety Technology chose Tradepoint Atlantic for its new \$350 million production plant. The company will redevelop a 750,000 sf warehouse to manufacture nitrile gloves, with production expected to begin in early 2023.

Bob's Discount Furniture's 672,000 sf distribution hub at 511 Chelsea Rd. in Aberdeen sold for more than \$94 million.

The 80,006 sf warehouse located at 1201 67th St. in Rosedale sold for \$5.72 million. Daniels Real Estate Acquisitions will transform 60,000 sf from food preparation to a medical waste processing plant; the remaining portion of the building has tenants in place.

Ace Logistics will expand into an additional 42,000 sf at 5901 Holabird Ave. in the Chesapeake Commerce Center.

INDUSTRIAL OVERVIEW (WAREHOUSE)

FIRST QUARTER | 2022



WAREHOUSE INDICATORS

Market Size
210,08,242

Building Count
2,373

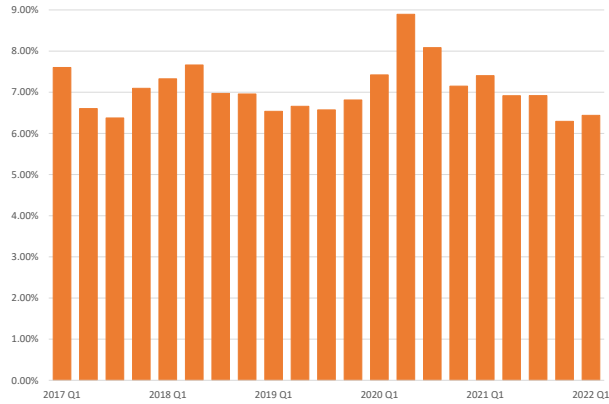
Absorption
443,326

YTD Absorption
443,326

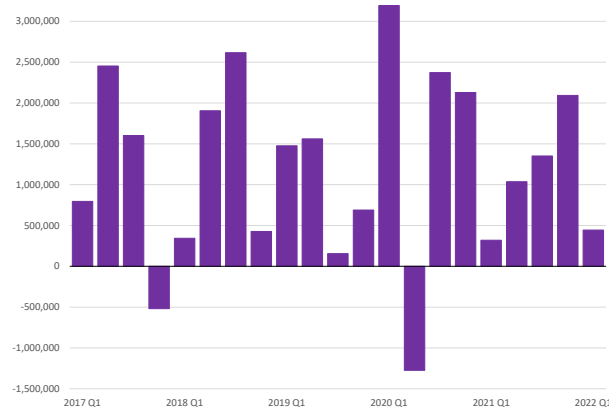
Vacancy
6.4%

Rental Rate
\$7.07/sf

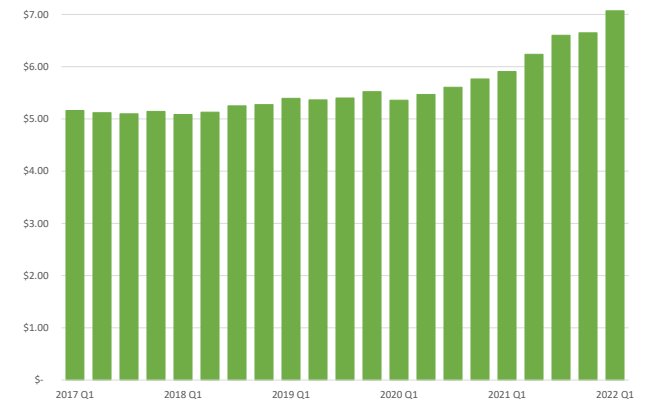
VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Vacancy

1	Carroll County	1.3%
2	Annapolis/Route 2	2.0%
3	BWI Corridor	3.4%

Highest Vacancy

1	Harford & Cecil Counties	12.7%
2	Reisterstown Rd	10.8%
3	Baltimore County West	7.9%

Most Change vs. Prior Quarter

-	Columbia	-2.83%
+	Harford & Cecil Counties	+1.27%

Lowest Net Absorption

1	Baltimore City	-222,515
2	Baltimore County West	-21,415
3	Carroll County	-9,403

Highest Net Absorption

1	Baltimore County East	409,386
2	Columbia	147,191
3	Harford & Cecil Counties	76,629

Most Absorption, Year-to-Date

-	Baltimore City	-222,515
+	Baltimore County East	409,386

Cheapest Rates

1	Harford & Cecil Counties	\$6.02
2	Baltimore City	\$6.24
3	Carroll County	\$6.77

Most Expensive Rates

1	Reisterstown Rd	\$10.69
2	Annapolis/Route 2	\$9.30
3	I-83 Corridor	\$8.46

Most Change vs. Prior Quarter

-	Baltimore City	-\$0.35
+	Baltimore County West	+\$1.27

LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
6301 New Cold Mill Rd.	Baltimore Co. East	United Safety Technology Inc	737,352
7445 New Ridge Rd.	BWI Corridor	Intralox	181,391
1879 Lamonte Ave.*	BWI Corridor	Scholastic	72,800
10650 Riggs Hill Rd.*	BWI Corridor	L&W Supply	61,553

* Renewal, Expansion, or Sublease

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
511 Chelsea Rd.	Harford County	\$94,375,000	\$140.44	672,000
8909 McGaw Ct. (3 Bldgs.)	Columbia	\$41,500,000	\$147.66	281,055
2100 Sparrows Point Rd.	Baltimore Co. East	\$33,596,640	\$84.08	399,600
8220 Wellmoor Ct. (2 Bldgs.)	BWI Corridor	\$30,000,000	\$136.86	219,200

INDUSTRIAL OVERVIEW (FLEX)

FIRST QUARTER | 2022



FLEX INDICATORS

Market Size
49,937,178 sf

Building Count
1,193

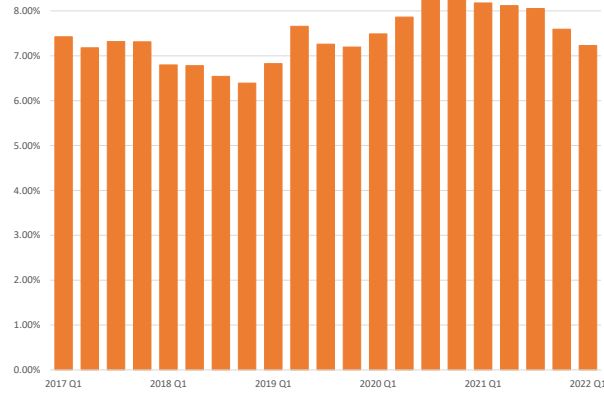
Absorption
171,760 sf

YTD Absorption
171,760 sf

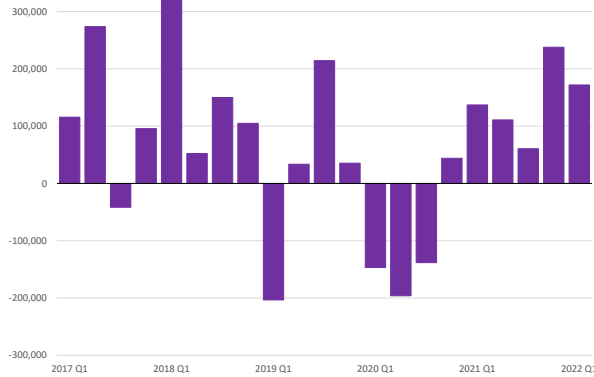
Vacancy
7.2%

Rental Rate
\$11.76/sf

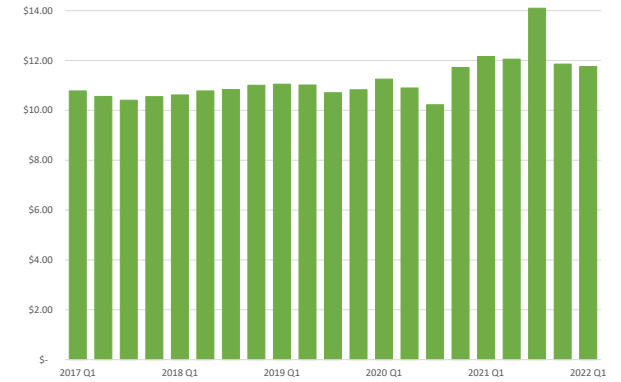
VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Vacancy

1	Harford & Cecil Counties	4.8%
2	Columbia	4.9%
3	Baltimore County West	6.9%

Highest Vacancy

1	Reisterstown Rd	11.4%
2	Carroll County	10.0%
3	Baltimore City	8.2%

Most Change vs. Prior Quarter

-	Carroll County	-2.92%
+	I-83 Corridor	+0.98%

Lowest Net Absorption

1	I-83 Corridor	-53,925
2	Baltimore City	-37,783
3	Columbia	-6,353

Highest Net Absorption

1	BWI Corridor	78,595
2	Carroll County	48,467
3	Annapolis/Route 2	47,765

Most Absorption, Year-to-Date

-	I-83 Corridor	-53,925
+	BWI Corridor	78,595

Cheapest Rates

1	Baltimore County West	\$8.53
2	Carroll County	\$8.80
3	Harford & Cecil Counties	\$10.19

Most Expensive Rates

1	Baltimore County East	\$14.56
2	Annapolis/Route 2	\$14.41
3	Baltimore City	\$14.02

Most Change vs. Prior Quarter

-	Columbia	-\$0.74
+	Reisterstown Rd.	+\$1.14

LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
7125 Columbia Gateway Dr.	Columbia	Confidential	45,273
10626 York Rd.	I-83 Corridor	Confidential	44,056
1015 W Nursery Rd.	BWI Corridor	Undisclosed Moving Company	23,989
6711 Baymeadow Dr.	Route 2 Corridor	Warriors Academy	20,690

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
9950 Washington Blvd.	BWI Corridor	\$3,143,464	\$124.85	24,588
7750 Pulaski Hwy	Baltimore County East	\$3,100,000	\$118.66	26,125
4510-4516 N Point Blvd.	Baltimore County East	\$1,400,000	\$70.00	14,500
1654 Robin Cir.	Harford County	\$1,100,000	\$75.34	14,600

INDUSTRIAL OVERVIEW (DC METRO)

FIRST QUARTER | 2022



INDUSTRIAL INDICATORS

Market Size
108,301,205

Building Count
2,281

Absorption
-55,590 sf

YTD Absorption
-55,590 sf

Vacancy
4.8%

Rental Rate
\$11.48/sf

THE NUMBERS

MARKET SIZE

VACANCY %

ABSORPTION

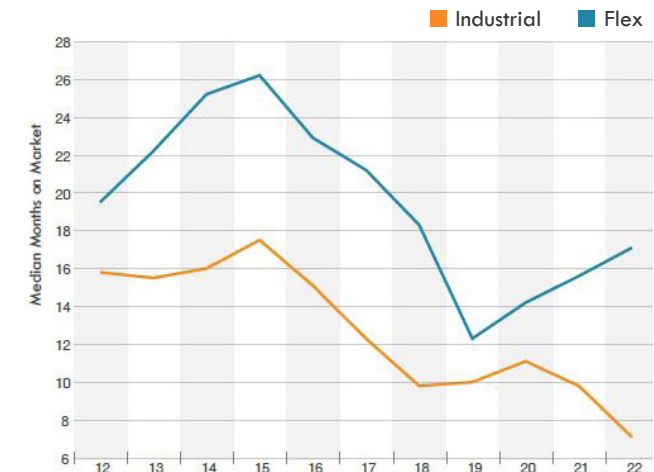
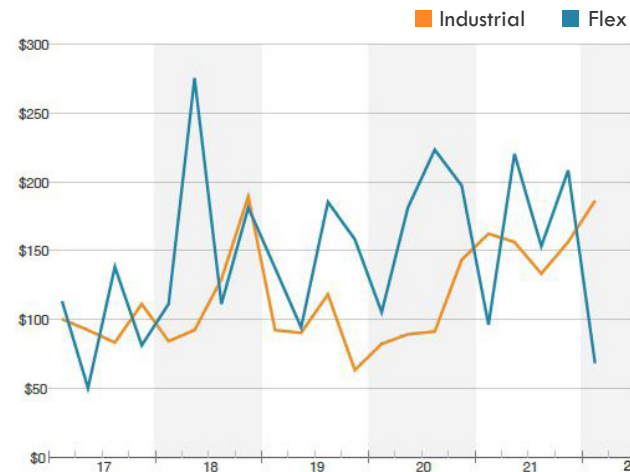
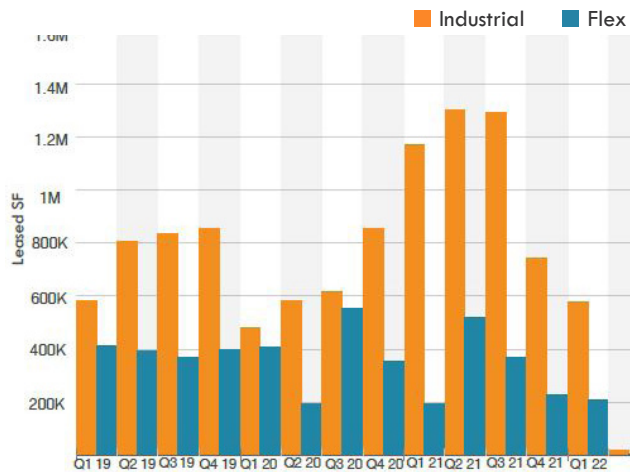
RENTAL RATES

		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Frederick Co.	6,756,186	7.3%	8.2%	7.1%	58,854	58,854	\$12.79	\$12.71	\$10.28
Montgomery Co. North	7,458,587	8.1%	9.5%	9.0%	105,118	105,118	\$18.31	\$17.65	\$16.00
Montgomery Co.; Rockville/Bethesda	4,980,253	5.0%	5.1%	5.6%	2,068	2,068	\$15.50	\$15.67	\$16.11
Prince George's Co.	9,116,490	4.9%	5.2%	7.3%	29,075	29,075	\$12.09	\$11.97	\$11.66
Silver Spring	1,590,829	4.6%	4.2%	8.4%	-6,691	-6,691	\$14.61	\$14.68	\$14.73
Flex Totals	29,902,345	6.2%	6.9%	7.5%	188,424	188,424	\$14.50	\$14.31	\$13.36
Frederick Co.	13,881,009	3.0%	3.0%	2.7%	-631	-631	\$9.66	\$8.63	\$7.40
Montgomery Co. North	5,955,278	3.7%	4.2%	3.3%	32,476	32,476	\$12.91	\$12.47	\$12.52
Montgomery Co.; Rockville/Bethesda	6,729,295	4.9%	5.1%	6.6%	10,297	10,297	\$14.19	\$14.12	\$13.04
Prince George's Co.	50,119,424	4.6%	3.8%	6.5%	-290,706	-290,706	\$9.59	\$9.46	\$7.92
Silver Spring	1,713,854	1.5%	1.7%	3.2%	4,550	4,550	\$13.34	\$13.14	\$13.74
Warehouse Totals	78,398,860	4.2%	3.8%	5.5%	-244,014	-244,014	\$10.33	\$10.02	\$8.74
Totals	108,301,205	4.8%	4.6%	6.1%	-55,590	-55,590	\$11.48	\$11.21	\$10.03

LEASING ACTIVITY

SALES PRICE PER SQUARE FOOT

SALES: MONTHS ON THE MARKET



INDUSTRIAL OVERVIEW (DC METRO)

FIRST QUARTER | 2022



WAREHOUSE (DC METRO)

Market Size
78,398,860

Building Count
1,643

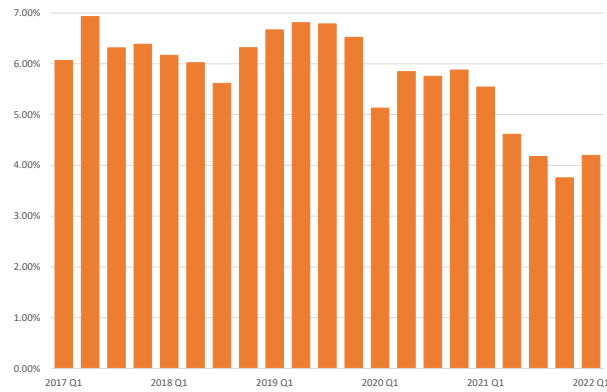
Absorption
-244,014

YTD Absorption
-244,014

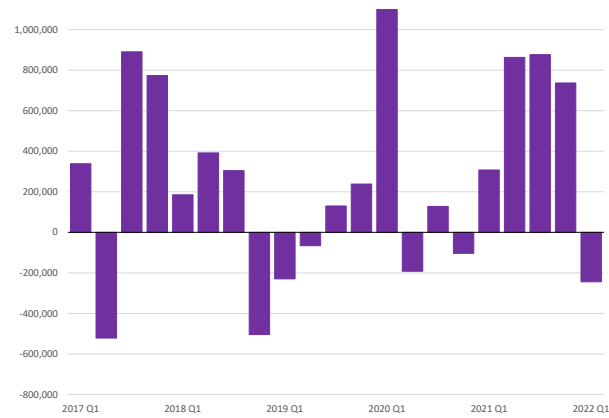
Vacancy
4.2%

Rental Rate
\$10.33/sf

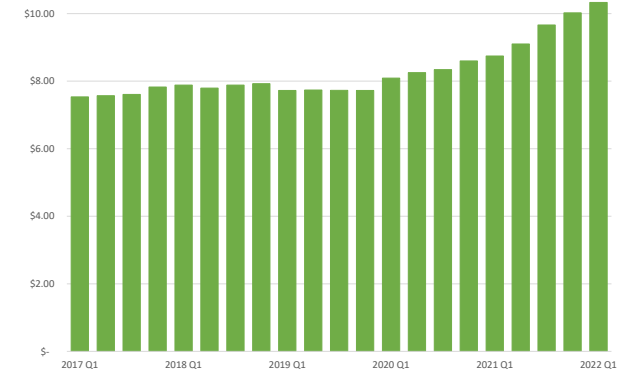
VACANCY



NET ABSORPTION



RENTAL RATES



FLEX (DC METRO)

Market Size
29,902,345

Building Count
638

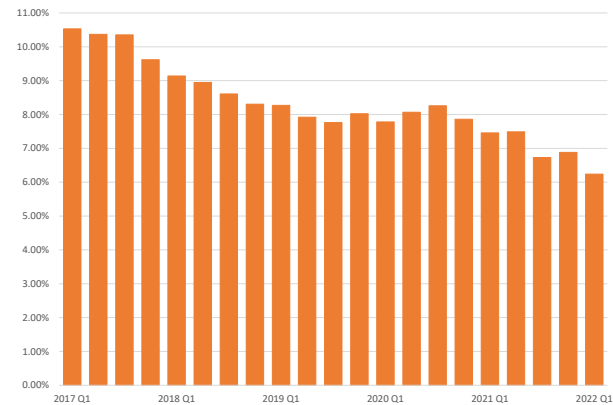
Absorption
188,424 sf

YTD Absorption
188,424 sf

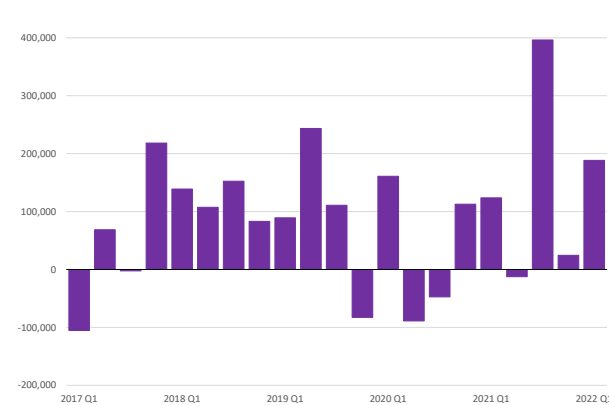
Vacancy
6.2%

Rental Rate
\$14.50/sf

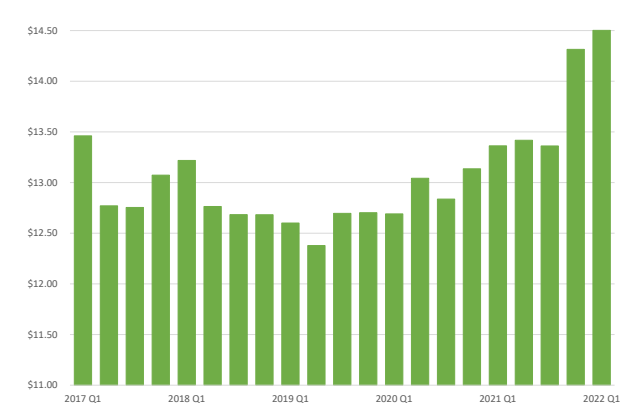
VACANCY



NET ABSORPTION

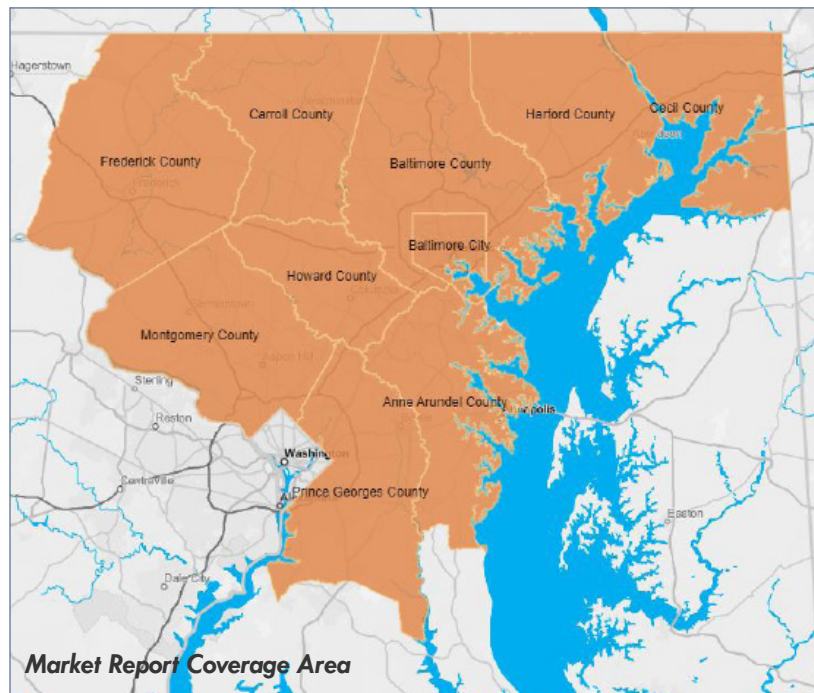


RENTAL RATES





REPORT CRITERIA AND SUBMARKETS



About Us:

MacKenzie Ventures, LLC (MacKenzie) possesses the multi-disciplined team necessary to excel in Maryland's corporate real estate community. Comprising six firms, MacKenzie provides clients a competitive, full service platform of offerings in leasing, sales, investments, tenant and landlord advisory services, development, general construction, property and asset management, debt and equity capital placement, and location intelligence. With more than 225 employees and offices in Annapolis, Baltimore, Bel Air, Columbia, and Lutherville, Maryland, MacKenzie is one of the largest full service commercial real estate firms in the Mid-Atlantic. Please visit www.mackenziecommercial.com for more information.

MacKenzie Commercial Real Estate Services, LLC
Corporate Headquarters: 2328 W. Joppa Road, Suite 200
Lutherville, MD 21093
Website: MacKenzieCommercial.com
Contact Us: Media@MacKenzieCommercial.com

OFFICE MARKET: Office buildings 5,000 sf in size and greater in the Metro areas within Anne Arundel County, Baltimore County, Harford County and Howard County; buildings 20,000 sf in size and greater within Baltimore City; and, there is no minimum size requirement in Annapolis. MacKenzie includes all class types except in Baltimore City and Annapolis where only classes A and B are tracked; owner occupied buildings are not tracked in Baltimore City. Data does not include under construction or proposed projects. The office market is separated into the following submarkets: Annapolis, Baltimore City CBD, Baltimore City Midtown, Baltimore City NE, Baltimore City NW, Baltimore City SE, Baltimore City SW, Baltimore County East, Baltimore County West, BWI Corridor, Carroll County, Cecil County, Columbia, Harford County, Howard County West, I-83 Corridor, Reisterstown Rd Corridor, Route 2 Corridor and Towson.

RETAIL MARKET: Retail buildings 5,000 sf or greater in Anne Arundel County, Baltimore City, Baltimore County, Carroll County, Harford County and Howard County; there is no minimum size requirement in Annapolis. MacKenzie includes all class types and includes retail buildings that are for investment or owner user. Data does not include under construction or proposed projects. The region is broken down into 14 submarkets; Annapolis, Baltimore City, Baltimore County East, Baltimore County West, BWI Corridor, Carroll County, Cecil County, Columbia, Harford County, Howard County West, I-83 Corridor, Reisterstown Road Corridor, Route 2 Corridor, and Towson.

INDUSTRIAL MARKET: Flex properties are industrial buildings that have at least 70% office build out and single-story office buildings that have at least one dock door. Industrial buildings include warehouse, distribution, and manufacturing facilities. Both property types included are at least 10,000 sf in size and include all classes. Data does not include under construction or proposed projects. We have classified the properties into 10 submarkets for industrial identified as the following: Annapolis, Baltimore City, Baltimore County East, Baltimore County West, BWI Corridor, Carroll, Columbia, Harford/Cecil Counties, I-83 Corridor, and Reisterstown Road Corridor.

DC METRO MARKETS: We apply the same size parameters and building specifications noted above to office, retail, and industrial product throughout the DC Metro market, and have separated this market into the following submarkets for each asset class: Frederick County, Montgomery County North, Montgomery County South; Rockville/Bethesda; Prince George's County North and South, Silver Spring North/29, and Silver Spring South.

RENTAL RATES: Rental rates are based on values provided by CoStar's availability-weighted rents. The availability-weighted rents exist where CoStar has a space for lease listed and an associated rent. These rents only exist at a building level in quarters when the listing is active, and aggregates of this series are an average weighted by the amount of available space associated with the listing.

Disclaimer:

All information furnished regarding property for sale, rent, exchange or financing is from sources deemed reliable. No representation is made as to the accuracy thereof and all such information is submitted subject to errors, omissions, or changes in conditions, prior sale, lease or withdrawal without notice. All information should be verified to the satisfaction of the person relying thereon. Portions of the base statistics are from CoStar Property data and Real Capital Analytics (RCA). To learn more about our methodology, research team, or to access previous market reports, please visit www.mackenziecommercial.com/market-report/. To join our Market Report mailing list, please send us an email: Media@MacKenzieCommercial.com.