

# INDUSTRIAL OVERVIEW

FIRST QUARTER | 2025



## INDUSTRIAL INDICATORS

Market Size  
**274,819,857**

Building Count  
**3,744**

Absorption  
**41,696**

YTD Absorption  
**41,696**

Vacancy  
**7.43%**

Rental Rate  
**\$11.76/sf**

The Baltimore industrial market concluded the first quarter of 2025 on a positive trajectory, marked by stable rental rates, positive net absorption, and continued leasing activity. Vacancy rates saw a modest improvement, declining from 7.56% in Q4 2024 to 7.43% in Q1 2025, while overall absorption remained positive. Notably, the largest leases signed this quarter were all new deals, reflecting sustained tenant demand.

Rental rates experienced a slight uptick, driven by tenants securing new leases or renewing in higher quality buildings. All submarkets recorded increases in rental rates, albeit modest.

Sales activity began the year on solid footing, with an average sale price of approximately \$192.67 psf. The two largest transactions each involved more than 300,000 sf of warehouse space and a combined total of 63 acres—one located in Baltimore City and the other in Baltimore County.

More than 790,000 sf of industrial space has been delivered so far in 2025, with only 19.5% currently listed for lease. However, market uncertainty -largely stemming from the impacts of new tariffs and elevated interest rates—has contributed to a slowdown in new construction, with only three groundbreakings reported year-to-date.

## THE NUMBERS

	MARKET SIZE	VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	QTD	YTD	Current	Prior Qtr	Prior Yr
Annapolis/Route 2	6,616,975	10.76%	11.03%	7.45%	12,339	12,339	\$16.04	\$15.74	\$15.35
Baltimore City	5,421,204	7.14%	7.00%	7.02%	-70,401	-70,401	\$12.23	\$12.02	\$11.82
Baltimore County East	4,080,130	9.16%	9.23%	8.19%	2,784	2,784	\$13.54	\$13.31	\$12.99
Baltimore County West	4,913,784	10.53%	10.32%	10.95%	-19,319	-19,319	\$13.10	\$12.83	\$12.53
BWI Corridor	8,929,859	6.70%	6.00%	4.80%	-70,510	-70,510	\$14.99	\$14.71	\$14.37
Carroll County	1,944,502	7.32%	5.90%	6.15%	12,226	12,226	\$15.15	\$13.57	\$13.70
Columbia	8,316,843	4.21%	3.52%	4.14%	-56,772	-56,772	\$17.16	\$16.84	\$16.46
Harford & Cecil Counties	3,155,980	5.58%	7.27%	7.36%	53,830	53,830	\$14.37	\$14.19	\$13.84
I-83 Corridor	5,600,702	4.07%	3.61%	5.66%	-34,214	-34,214	\$15.41	\$15.13	\$14.74
Reisterstown Rd	2,968,833	9.30%	10.37%	12.40%	31,710	31,710	\$14.37	\$14.12	\$13.81
<b>Flex Totals</b>	<b>51,948,812</b>	<b>7.24%</b>	<b>7.06%</b>	<b>6.83%</b>	<b>-138,327</b>	<b>-138,327</b>	<b>\$14.87</b>	<b>\$14.55</b>	<b>\$14.23</b>
Annapolis Route 2	10,302,160	3.81%	2.88%	0.50%	-96,668	-96,668	\$12.46	\$12.28	\$12.13
Baltimore City	50,415,809	6.84%	7.92%	5.82%	-4,415	-4,415	\$9.30	\$9.17	\$9.05
Baltimore County East	36,367,104	8.82%	7.61%	8.58%	5,816	5,816	\$9.98	\$9.84	\$9.72
Baltimore County West	9,944,754	11.84%	11.51%	11.52%	-34,240	-34,240	\$10.13	\$9.98	\$9.85
BWI Corridor	44,297,461	7.94%	8.47%	6.19%	71,969	71,969	\$12.67	\$12.48	\$12.33
Carroll County	9,115,601	0.78%	0.83%	0.72%	29,096	29,096	\$9.96	\$9.83	\$9.69
Columbia	5,317,707	9.51%	15.78%	18.20%	42,432	42,432	\$10.81	\$10.66	\$10.54
Harford & Cecil Counties	50,310,858	8.17%	8.07%	9.72%	204,207	204,207	\$9.84	\$9.76	\$9.53
I-83 Corridor	5,175,417	3.88%	3.46%	4.37%	-25,115	-25,115	\$14.80	\$14.64	\$14.49
Reisterstown Rd	1,624,174	1.17%	0.37%	39.00%	-13,059	-13,059	\$12.71	\$12.57	\$12.38
<b>Warehouse Totals</b>	<b>222,871,045</b>	<b>7.47%</b>	<b>7.68%</b>	<b>7.25%</b>	<b>180,023</b>	<b>180,023</b>	<b>\$10.60</b>	<b>\$10.46</b>	<b>\$10.31</b>
<b>Totals</b>	<b>274,819,857</b>	<b>7.43%</b>	<b>7.56%</b>	<b>7.17%</b>	<b>41,696</b>	<b>41,696</b>	<b>\$11.76</b>	<b>\$11.59</b>	<b>\$11.39</b>

## ITEMS TO NOTE:

Guinness' parent company, Diageo, has sold 63 acres around its Baltimore County brewery to MRP Industrial and Clarion Partners as it scales back locally. The sale follows Diageo's 2023 facility closure and listing of 45 acres.

Owners of Len the Plumber Heating & Air, LLC listed the firm's 24,000 sf office and warehouse at 1552 Ridgely St. near M&T Bank Stadium. The firm has worked from renovated offices and warehouse space for years, and officials say they now need more room.

Tate, Inc., a global manufacturer, supplier, and installer of custom-designed raised flooring systems sold its U.S. company headquarters to Gaulin Properties for \$18.5 million. The 121,211 sf warehouse building is located at 7510 Montevideo Road.

Indianapolis-based developer Scannell Properties has begun construction on a 115,000 sf speculative warehouse at 3407 Carroll Island Road in Middle River, shifting from its original built-to-suit plan to proceed without a committed tenant.

A Maryland-based manufacturer is expanding its headquarters and operations to meet what it described as growing power demands of data centers. PwrQ plans to grow its warehouse at 7200 Standard Drive to 220,000 sf from its current facility size of 155,000 sf. The expansion is expected to create 160 new jobs in the area over the next five years.

Catalyst Investment Partners acquired 6200 Fallard Drive, a 6,000 sf warehouse in Upper Marlboro, Maryland, for \$1.8 million. As part of the transaction, Catalyst Investment Partners arranged a leaseback of the property to R&F Trucking, which continues to use the facility for distribution and logistics.

# INDUSTRIAL OVERVIEW (WAREHOUSE)

FIRST QUARTER | 2025



## WAREHOUSE INDICATORS

Market Size  
222,871,045

Building Count  
2,502

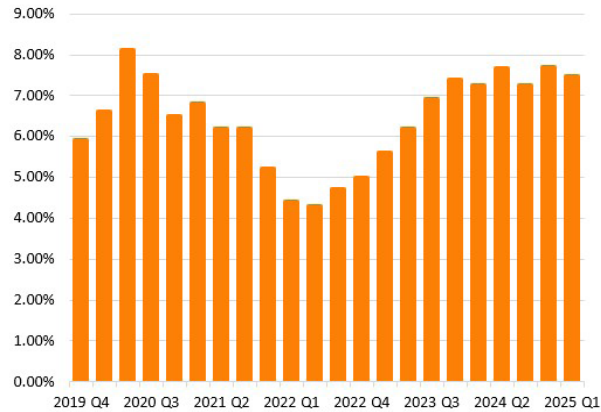
Absorption  
180,023

YTD Absorption  
180,023

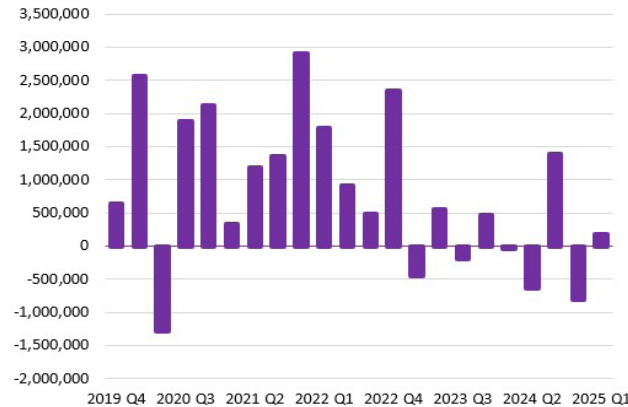
Vacancy  
7.47%

Rental Rate  
\$10.60/sf

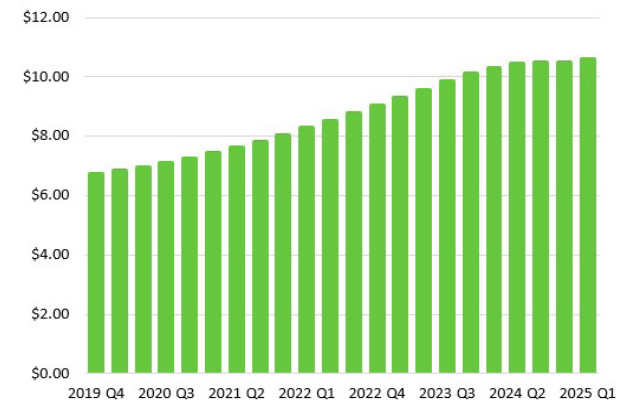
## VACANCY



## NET ABSORPTION



## RENTAL RATES



## Lowest Vacancy

1	Carroll County	0.78%
2	Reisterstown Rd	1.17%
3	Annapolis/Route 2	3.81%

## Highest Vacancy

1	Baltimore County West	11.84%
2	Columbia	9.51%
3	Baltimore County East	8.82%

## Most Change vs. Prior Quarter

-	Columbia	-6.27%
+	Baltimore County East	1.21%

## Most Positive Net Absorption

1	Harford & Cecil Counties	204,207
2	BWI Corridor	71,969
3	Columbia	42,432

## Lowest Negative Absorption

1	Annapolis/Route 2	-96,668
2	Baltimore County West	-34,240
3	I-83 Corridor	-25,115

## Greatest Changes in Absorption, Year-to-Date

-	Annapolis/Route 2	-96,668
+	Harford & Cecil Counties	204,207

## Cheapest Rates

1	Baltimore City	\$9.30
2	Harford & Cecil Counties	\$9.84
3	Carroll County	\$9.96

## Most Expensive Rates

1	I-83 Corridor	\$14.80
2	Reisterstown Rd	\$12.71
3	BWI Corridor	\$12.67

## Most Change vs. Prior Quarter

-	Harford & Cecil Counties	\$0.08
+	BWI Corridor	\$0.19

## LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
1 Principio Pkwy. W	Cecil County	Restoration Hardware	200,100
4625 Hollins Ferry Rd.	Baltimore County W	The Poole and Kent Co.	152,824
6301 New Cold Mill Rd.	Baltimore County E	Samuel	131,353
1501 Perryman Rd.	Harford County	White Glove Services	105,300

## SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
1201 & 1255 S. Caton Ave.	Baltimore City SW	\$85,450,000	\$284	300,726
5001 Washington Blvd.	Baltimore County West	\$35,650,000	\$112	317,457
1400 Cherry Hill Rd.	Baltimore City SW	\$3,525,000	\$344	10,255
2001 Conowingo Rd.	Harford County	\$2,100,000	\$140	15,009

\* Renewal, Expansion, or Sublease

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## FLEX INDICATORS

Market Size  
**51,948,812**

Building Count  
**1,242**

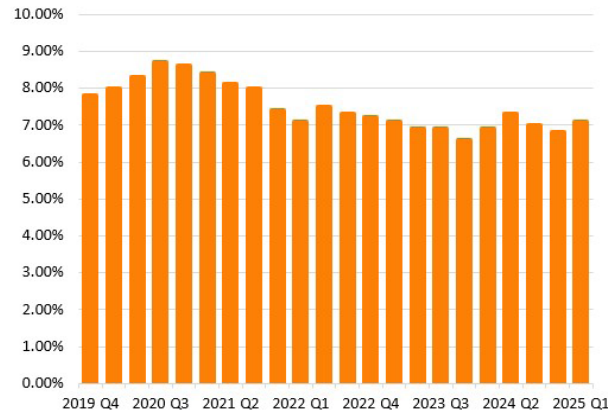
Absorption  
**-138,327**

YTD Absorption  
**-138,327**

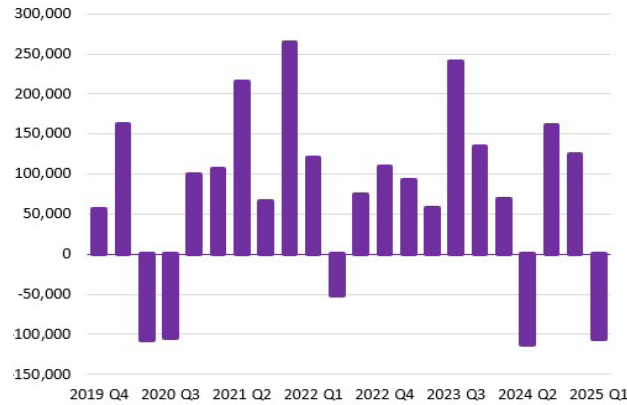
Vacancy  
**7.24%**

Rental Rate  
**\$14.87/sf**

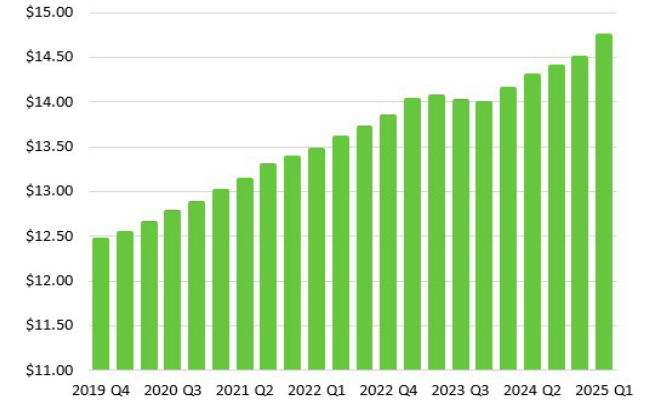
## VACANCY



## NET ABSORPTION



## RENTAL RATES



### Lowest Vacancy

1	I-83 Corridor	4.07%
2	Columbia	4.21%
3	Harford & Cecil Counties	5.58%

### Highest Vacancy

1	Annapolis/Route 2	10.76%
2	Baltimore County West	10.53%
3	Reisterstown Rd	9.30%

### Most Change vs. Prior Quarter

-	Harford & Cecil Counties	-1.69%
+	Carroll County	1.42%

### Most Positive Net Absorption

1	Harford & Cecil Counties	53,830
2	Reisterstown Rd	31,710
3	Annapolis/Route 2	12,339

### Lowest Negative Absorption

1	BWI Corridor	-70,510
2	Baltimore City	-70,401
3	Columbia	-56,772

### Greatest Changes in Absorption, Year-to-Date

-	BWI Corridor	-70,510
+	Harford & Cecil Counties	53,830

### Cheapest Rates

1	Baltimore City	\$12.23
2	Baltimore County West	\$13.10
3	Baltimore County East	\$13.54

### Most Expensive Rates

1	Columbia	\$17.16
2	Annapolis/Route 2	\$16.04
3	I-83 Corridor	\$15.41

### Most Change vs. Prior Quarter

-	Harford & Cecil Counties	\$0.18
+	Carroll County	\$1.58

## LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
1330 Innovation St.	Baltimore County E	Confidential	27,130
9409 Philadelphia Rd.	Baltimore County E	Creative Options, Inc.	20,000
6958 Aviation Blvd.	BWI Corridor	SEA, LTD	30,977
3 Beaver Ct.*	I-83 Corridor	Saft America, Inc.	20,028

## SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
7483 Candlewood Rd.	BWI Corridor	\$9,100,000	\$135	67,500
200 & 212 Cockeysville Rd.	I-83 Corridor	\$7,450,000	\$196	37,997
10350 Guilford Rd.	BWI Corridor	\$5,000,000	\$222	22,510
10900 Pump House Rd.	BWI Corridor	\$4,100,000	\$234	17,500

\* Renewal, Expansion, or Sublease

# INDUSTRIAL OVERVIEW (DC METRO)

FIRST QUARTER | 2025



## INDUSTRIAL INDICATORS

Market Size  
115,813,075

Building Count  
2,330

Absorption  
270,640

YTD Absorption  
270,640

Vacancy  
8.56%

Rental Rate  
\$16.62/sf

## THE NUMBERS

### MARKET SIZE

### VACANCY %

### ABSORPTION

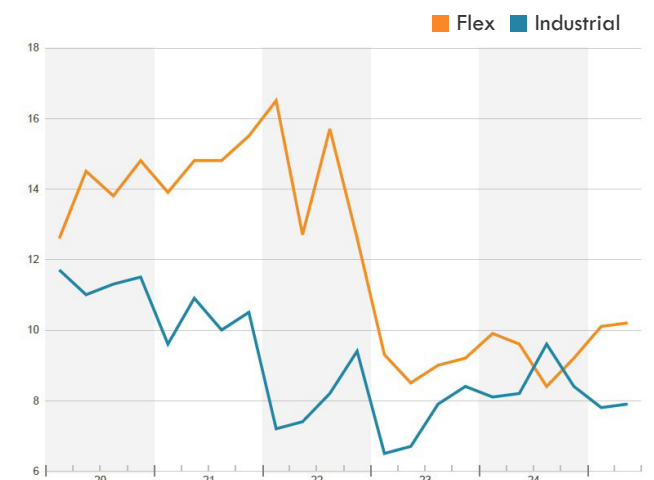
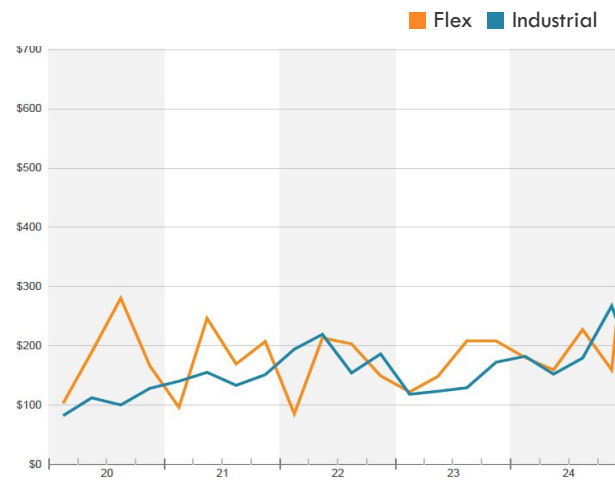
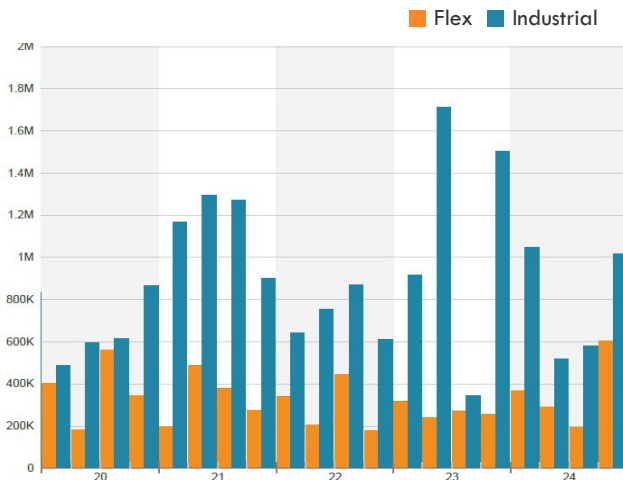
### RENTAL RATES

		Current	Prior Qtr	Prior Yr	QTD	YTD	Current	Prior Qtr	Prior Yr
Frederick Co.	7,725,639	14.05%	12.71%	12.33%	-121,446	-121,446	\$15.41	\$15.29	\$14.78
Montgomery Co. North	7,937,367	11.90%	10.68%	10.87%	-97,896	-97,896	\$23.11	\$23.10	\$22.28
Montgomery Co.; Rockville/Bethesda	5,349,359	7.95%	7.62%	6.29%	-18,430	-18,430	\$28.99	\$28.97	\$27.84
Prince George's Co.	8,649,921	5.46%	5.42%	5.31%	-10,415	-10,415	\$16.01	\$16.00	\$15.43
Silver Spring	1,404,748	7.52%	7.46%	4.77%	2,843	2,843	\$20.91	\$20.90	\$20.16
<b>Flex Totals</b>	<b>31,067,034</b>	<b>9.76%</b>	<b>9.03%</b>	<b>8.59%</b>	<b>-245,344</b>	<b>-245,344</b>	<b>\$20.13</b>	<b>\$20.09</b>	<b>\$19.37</b>
Frederick Co.	16,119,929	6.87%	5.18%	8.10%	-304,635	-304,635	\$13.77	\$13.52	\$13.00
Montgomery Co. North	5,899,137	7.48%	6.74%	6.23%	-41,490	-41,490	\$21.08	\$20.71	\$20.02
Montgomery Co.; Rockville/Bethesda	6,910,270	3.68%	4.19%	4.38%	29,887	29,887	\$21.84	\$21.45	\$20.76
Prince George's Co.	54,068,927	9.31%	9.57%	5.80%	834,332	834,332	\$14.23	\$13.99	\$13.48
Silver Spring	1,747,778	2.79%	2.67%	2.59%	-2,110	-2,110	\$18.71	\$18.40	\$17.83
<b>Warehouse Totals</b>	<b>84,746,041</b>	<b>8.12%</b>	<b>7.97%</b>	<b>6.08%</b>	<b>515,984</b>	<b>515,984</b>	<b>\$15.33</b>	<b>\$15.07</b>	<b>\$14.53</b>
<b>Totals</b>	<b>115,813,075</b>	<b>8.56%</b>	<b>8.26%</b>	<b>6.75%</b>	<b>270,640</b>	<b>270,640</b>	<b>\$16.62</b>	<b>\$16.42</b>	<b>\$15.83</b>

## LEASING ACTIVITY

## SALES PRICE PER SQUARE FOOT

## LEASING: MONTHS ON THE MARKET



\* Renewal, Expansion, or Sublease

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# INDUSTRIAL OVERVIEW (DC METRO)

FIRST QUARTER | 2025



## WAREHOUSE (DC METRO)

Market Size  
**84,746,041**

Building Count  
**1,682**

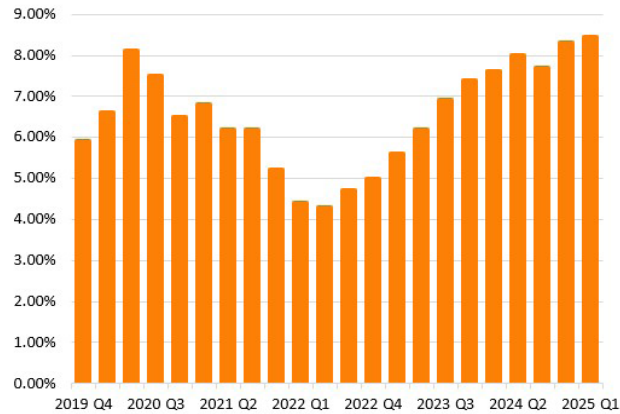
Absorption  
**515,984**

YTD Absorption  
**515,984**

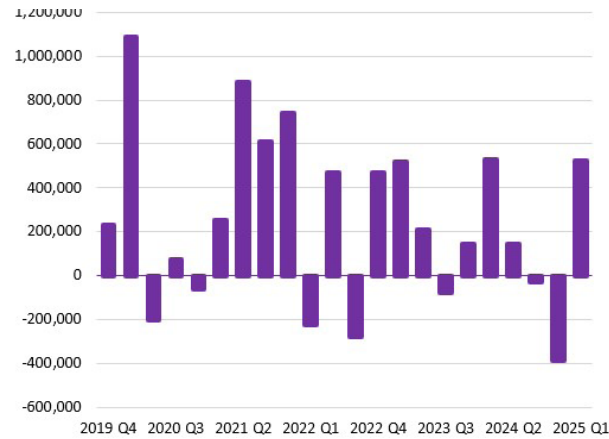
Vacancy  
**8.12%**

Rental Rate  
**\$15.33/sf**

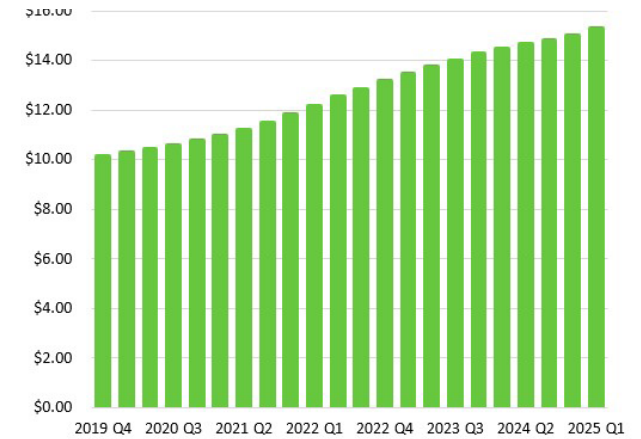
### VACANCY



### NET ABSORPTION



### RENTAL RATES



## FLEX (DC METRO)

Market Size  
**31,067,034**

Building Count  
**648**

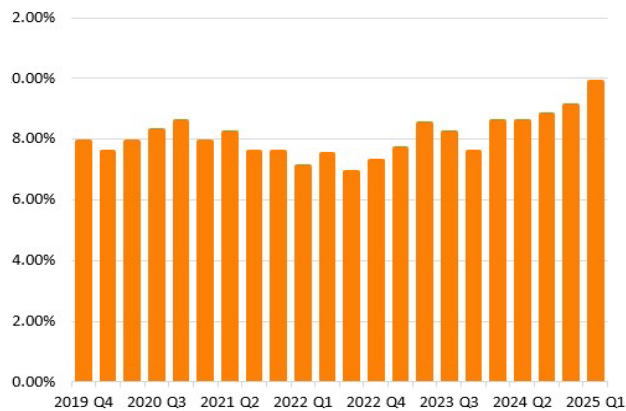
Absorption  
**-245,344**

YTD Absorption  
**-245,344**

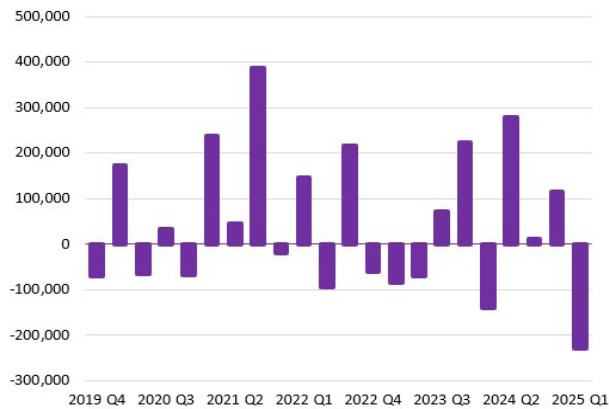
Vacancy  
**9.76%**

Rental Rate  
**\$20.13/sf**

### VACANCY



### NET ABSORPTION



### RENTAL RATES

