



## 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.

## 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.

Arahus, an upscale home retailer, is scheduled to occupy the former Jos. A. Banks space in The Shops at Kenilworth. Arahus 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.

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
<b>Totals/Averages</b>	<b>116,330,604</b>	<b>6.4%</b>	<b>6.5%</b>	<b>6.8%</b>	<b>103,596</b>	<b>103,596</b>	<b>\$20.42</b>	<b>\$20.76</b>	<b>\$20.84</b>



## RETAIL INDICATORS

Market Size  
116,330,604 sf

Building Count  
4,575

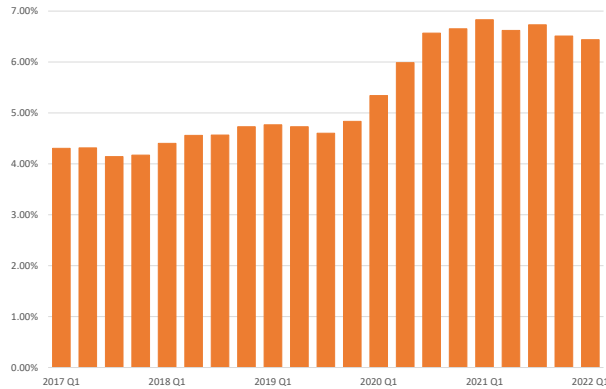
Absorption  
103,596

YTD Absorption  
103,596

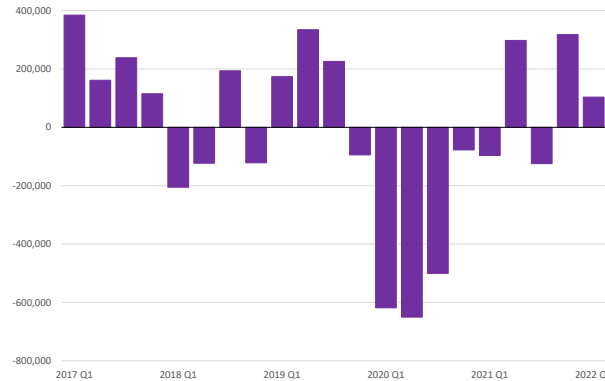
Vacancy  
6.4%

Rental Rate  
\$20.42/sf

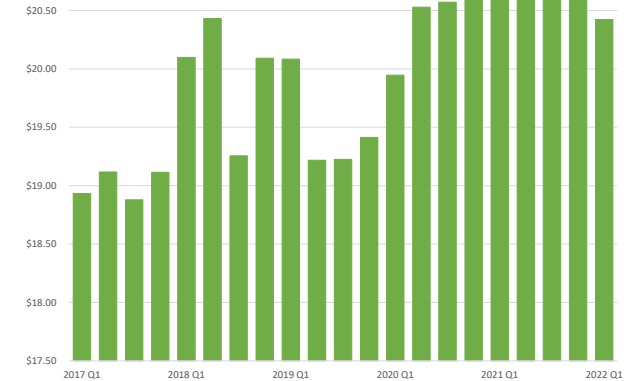
## VACANCY



## 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

# 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

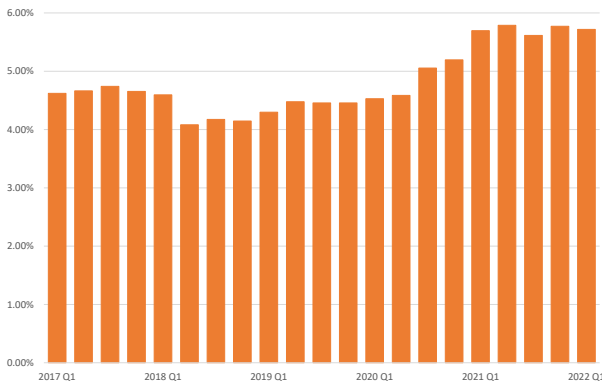
### VACANCY %

### ABSORPTION

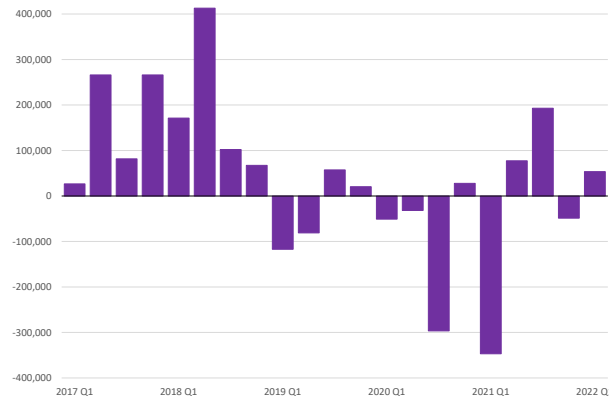
### RENTAL RATES

	MARKET SIZE	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
<b>Totals</b>	<b>79,768,771</b>	<b>5.7%</b>	<b>5.8%</b>	<b>5.7%</b>	<b>53,430</b>	<b>53,430</b>	<b>\$26.09</b>	<b>\$25.15</b>	<b>\$24.87</b>

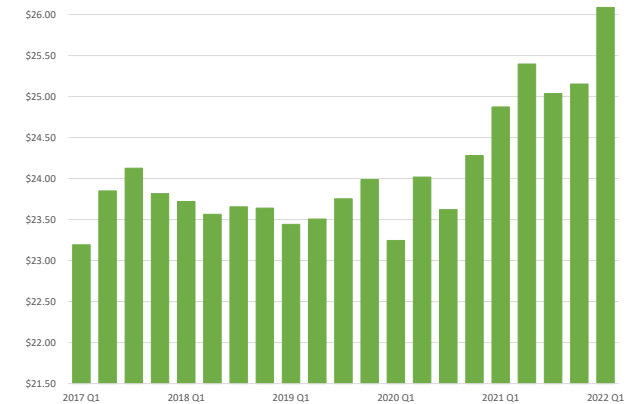
## VACANCY



## 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