



RETAIL INDICATORS

Market Size
116,306,853

Building Count
4,645

Absorption
-196,231

YTD Absorption
-196,231

Vacancy
6.4%

Rental Rate
\$20.42/sf

1ST QUARTER SUMMARY

Retail leasing activity softened in the beginning of 2023 indicating that external economic factors and the rising tide of higher interest rates are starting to affect the retail market. Over 130 retail transactions were completed in the 1st Quarter totaling 465,000 sf. While still a healthy amount, it is down from the same time last year when there were over 188 transactions that totaled 927,000 sf. Multiple carwash operators, Wawa, Royal Farms, Sheetz, Raising Canes, Chase Bank, Planet Fitness, Five Below, Dollar Tree, Lidl, and Aldi are all forecasted to remain active throughout 2023 keeping the momentum moving. Harford County contributed mostly to the negative absorption total of 129,000 sf; however, it is not a true representation of current activity. It was the result of a 110,000 sf gym at 658 Boulton Street becoming vacant during the first quarter, but was then immediately leased. It will remain vacant while under renovation and should reopen by the 3rd Quarter. Overall vacancy has improved a hair from last year, decreasing from 6.6% to 6.4%. Vacancy rates could see a steep increase with the recent bankruptcies filed by Party City and Tuesday Morning and other retailers that are going through “portfolio optimization,” i.e. relocating stores within successful markets on a market-by-market basis. The 1st Quarter also saw an increase in inventory with the delivery of four new retail buildings totaling 40,000 square feet. Columbia and Annapolis are still leading the pack in terms of rental rates at \$31.35 and \$30.93, respectively. Space available for sublease has seen a sharp increase going from 38,734 sf available this time last year to 313,276 sf currently available.

ITEMS TO NOTE:

Giant Food opened a new 56,000 sf grocery store in Crofton, replacing the former Shoppers. The new location is at 1649 Crofton Center.

The Shops at Canton are expecting three new national retailers in the new “annex” that will total 13,500 sf. Construction is scheduled to be complete by the 4th Quarter of 2023.

The Foxtail Center in Timonium is under new ownership after it traded hands for \$15.1 million. Peter Angelos sold the fully leased center to a subsidiary of SITE Centers Corp., an Ohio REIT that operates centers across the nation.

Coppermine will take over the former Bel Air Athletic Club space. Coppermine plans a \$4 million renovation to the aging gym located at 658 Boulton St. before it reopens the summer of 2023.

The Prime Rib in historic Mt. Vernon has signed on for an additional 15 years. The new lease includes \$4 million in upgrades, renovations and expansion to the property located at 1101 N Calvert St.

Snipes, a national footwear store, is opening its fourth location in Maryland at 5600 The Alameda. This 5,500 sf space will be the company’s second location in Baltimore City.

Beacon Square, a new Annapolis residential and retail development opening this spring at 2500 Riva Rd. inked deals with 11 new tenants, ranging from an upscale furniture store to fast casual food chains and restaurants. The development will have 52,000 sf of retail and office space anchored by an additional 43,000 sf grocery store.

Pandora Jewelry signed a lease to open a shop in Harbor East, moving into a 2,300 sf storefront at 1001 Fleet St.

Kenwood Tavern opened in Canton. The new cocktail bar has a mom-and-pop vibe that has been tailored to the neighborhood.

THE NUMBERS	MARKET SIZE	VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Annapolis	5,232,385	12.8%	12.9%	13.7%	1,651	1,651	\$30.93	\$30.69	\$30.63
Baltimore City	19,452,113	7.5%	7.1%	6.5%	-86,992	-86,992	\$18.45	\$17.55	\$16.28
Baltimore County East	15,368,484	4.8%	4.9%	5.6%	9,204	9,204	\$16.35	\$16.08	\$15.16
Baltimore County West	7,412,870	5.8%	5.8%	5.8%	3,538	3,538	\$15.84	\$18.36	\$19.60
BWI Corridor	9,061,696	2.8%	2.7%	3.8%	1,298	1,298	\$25.79	\$25.37	\$24.99
Carroll County	6,962,436	2.7%	2.5%	3.5%	9,291	9,291	\$17.89	\$16.99	\$16.45
Cecil County	3,214,374	6.3%	5.3%	5.3%	-31,648	-31,648	\$14.14	\$14.10	\$14.35
Columbia	10,096,232	4.9%	4.8%	4.9%	-15,203	-15,203	\$31.35	\$31.09	\$32.25
Harford County	10,453,883	7.0%	5.7%	6.4%	-131,754	-131,754	\$20.77	\$21.64	\$21.98
Howard County West	723,984	4.0%	4.9%	4.8%	6,768	6,768	\$25.43	\$24.75	\$19.25
I-83 Corridor	5,090,626	6.5%	7.3%	7.5%	39,530	39,530	\$23.92	\$28.18	\$21.30
Reisterstown Rd Corridor	7,271,915	10.1%	10.3%	10.7%	10,493	10,493	\$21.58	\$20.69	\$17.38
Route 2 Corridor	10,579,727	9.6%	10.2%	9.2%	57,902	57,902	\$16.05	\$15.39	\$17.97
Towson	5,386,128	3.6%	3.6%	5.0%	-3,304	-3,304	\$25.82	\$25.60	\$25.56
Totals/Averages	116,306,853	6.4%	6.3%	6.6%	-129,226	-129,226	\$20.92	\$20.91	\$20.42



RETAIL INDICATORS

Market Size
116,306,853

Building Count
4,645

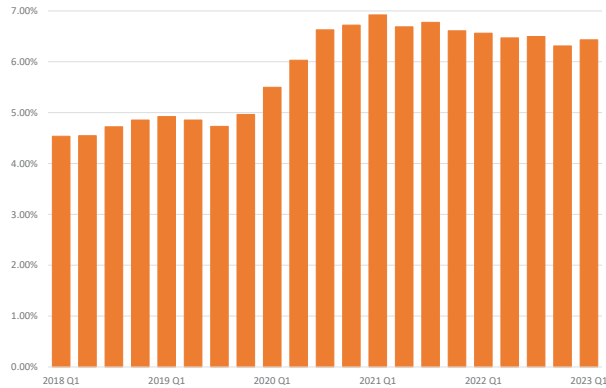
Absorption
-196,231

YTD Absorption
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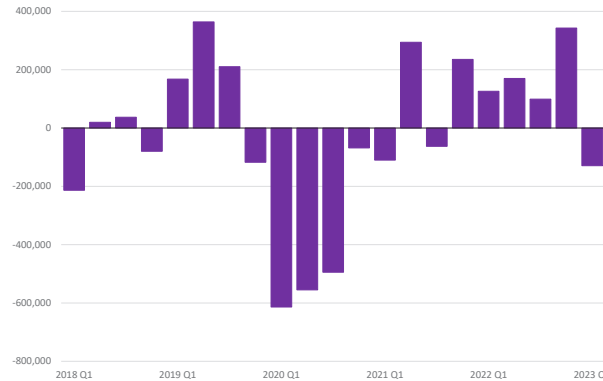
Vacancy
6.4%

Rental Rate
\$20.42/sf

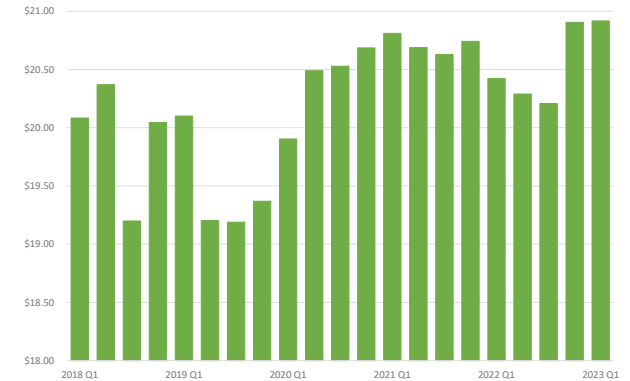
VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Vacancy

1	Carroll County	2.7%
2	BWI	2.8%
3	Towson	3.6%

Highest Vacancy

1	Annapolis	12.8%
2	Reisterstown Rd Corridor	10.1%
3	Route 2 Corridor	9.6%

Most Change vs. Prior Quarter

-	Howard County West	-0.91%
+	Harford County	+1.28%

Lowest Net Absorption

1	Harford County	-131,754
2	Baltimore City	-86,992
3	Cecil County	-31,648

Highest Net Absorption

1	Route 2 Corridor	57,902
2	I-83 Corridor	39,530
3	Reisterstown Rd Corridor	10,493

Most Absorption, Year-to-Date

-	Harford County	-131,754
+	Route 2 Corridor	57,902

Cheapest Rates

1	Cecil County	\$14.14
2	Baltimore County West	\$15.84
3	Route 2 Corridor	\$16.05

Most Expensive Rates

1	Columbia	\$31.35
2	Annapolis	\$30.93
3	Towson	\$25.82

Most Change vs. Prior Quarter

-	I-83 Corridor	-\$4.26/sf
+	Carroll County	+\$0.90/sf

LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
658 Boulton St.	Harford County	Coppermine	110,000
6623-6631 Ritchie Hwy.	Route 2 Corridor	Bob's Discount Furniture	24,263
1100 East 33rd St.	Baltimore NE	Sage Health	9,937
8519 Loch Raven Blvd.	Towson	Johnson-Fosbrink Funeral & Cremation	8,978

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
6465 Dobbin Center Way (3)	Columbia	\$14,600,000	\$198.20	73,060
10101 Philadelphia Rd	Baltimore Co. East	\$1,653,150	\$330.10	5,008
1658A Whitehead Ct	Baltimore Co. West	\$1,600,000	\$509.55	3,140
10101 Philadelphia Rd	Baltimore Co. East	\$1,538,000	\$321.42	4,785

* Renewal, Expansion, or Sublease

RETAIL OVERVIEW (DC METRO)

FIRST QUARTER | 2023



OFFICE INDICATORS

Market Size
80,300,150

Building Count
2,782

Absorption
-139,874

YTD Absorption
-139,874

Vacancy
5.9%

Rental Rate
\$25.47/sf

THE NUMBERS

MARKET SIZE

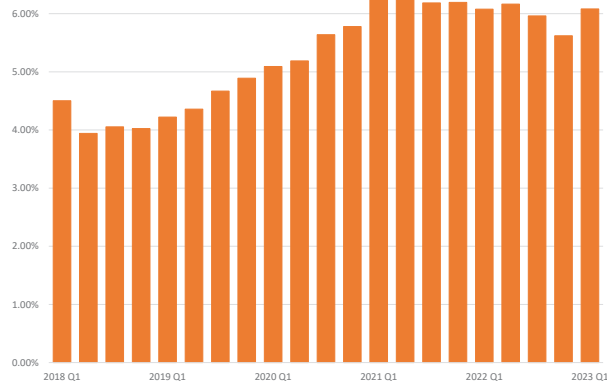
VACANCY %

ABSORPTION

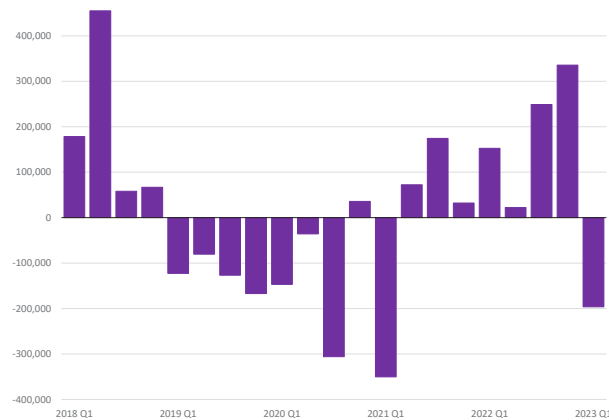
RENTAL RATES

	MARKET SIZE	Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Frederick Co.	12,267,739	7.1%	6.6%	7.2%	-60,184	-60,184	\$23.06	\$20.61	\$21.30
Montgomery Co. North	10,811,546	6.5%	6.4%	6.6%	-6,169	-6,169	\$27.98	\$27.76	\$25.94
Montgomery Co. South; Rockville/Bethesda	17,733,356	4.2%	4.5%	5.7%	53,504	53,504	\$32.58	\$31.54	\$31.29
Prince George's Co. North	21,936,370	6.4%	6.0%	6.0%	-86,574	-86,574	\$24.69	\$25.39	\$24.75
Prince George's Co. South	12,263,939	4.8%	4.5%	4.7%	-38,353	-38,353	\$24.23	\$22.98	\$25.04
Silver Spring North/Route 29	2,962,672	9.5%	9.6%	9.3%	2,853	2,853	\$32.24	\$28.49	\$25.21
Silver Spring South	2,324,528	2.8%	2.6%	4.4%	-4,951	-4,951	\$40.45	\$33.81	\$31.39
Totals	80,300,150	5.9%	5.7%	6.3%	-139,874	-139,874	\$25.47	\$26.33	\$26.08

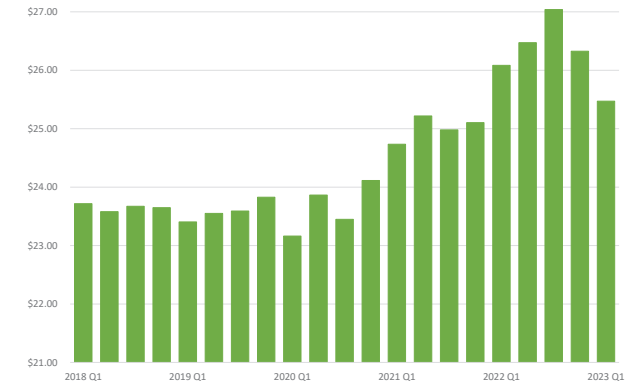
VACANCY



NET ABSORPTION



RENTAL RATES



LEASE TRANSACTIONS

Location	Region	Tenant	Leased (sf)
3175-3297 Brinkley Rd.	Prince George's County S	Hair Saga	14,280
8411 Broadband Dr.	Frederick County	Rockwell Brewery	13,560
13501-13781 Connecticut Ave.*	Montgomery County S	Five Below	12,300

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size (sf)
15740 Shady Grove Rd.	Montgomery Co. S	\$55,500,000	543.11	102,190
16200 Frederick Rd.	Montgomery Co. S	\$38,199,999	965.09	39,582
5700-5728 SE Crain Hwy.	Prince George's Co. S	\$13,675,000	193.69	70,603

* Renewal, Expansion, or Sublease