



RETAIL INDICATORS	Market Size 92,887,157	Building Count 3,618	Absorption -58,214	YTD Absorption -1,290,769	Vacancy 6.36%	Rental Rate \$19.68
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4TH QUARTER SUMMARY

The retail industry has been hit the hardest this year by the ongoing pandemic, shuttering the doors of many, from restaurants to big box stores and in between. Effects will be felt for years to come as the industry navigates a new norm and determines if 2020 trends in consumer habits and expenditures will be everlasting, or further refined as consumer eagerness to return to normality grows. While lockdowns across the US were put in place, people turned even more to the internet for their shopping needs, with on-line sales growing to nearly 31% of all retail sales, compared to 19% in 2019. Big box stores and specialty retailers such as Pier 1 Imports, Sears, Tuesday Morning, JC Penny, and Pet Valu have filed for bankruptcy and are closing most, if not all, of their brick and mortar foot print. Malls in the Baltimore market experienced large increases in vacancy, going from 7.2% during Q1 to 12.7% by Q4. Annapolis felt this the most with the departure of tenants at Westfield Annapolis; vacancy increased in the submarket to 11.2% during the 4th Quarter from the 1st Quarter rate of 5.6%. However, not all was doom and gloom – construction started on 23 new retail buildings throughout 2020 in our region offering new signs of life and optimism for a post-COVID economic upturn; 13 projects delivered adding over 100,000 sf to the market while the rest are scheduled for 2021 delivery. Quick serve and delivery will continue to be the backbone of the restaurant industry for 2021, with customers now relying on enhanced and well promoted safety protocols to secure those discretionary dollars. Sit down restaurants and eating establishments will struggle to get to warm weather and relaxed restrictions into Q2 2021, but, the built up demand for normality will be a sign of light at the end of the tunnel with vaccine distribution now underway. Out-of-box thinking also helped keep the industry afloat. Companies such as Amazon are renting parking spaces for their delivery fleets in empty mall and larger shopping center parking lots; and, medical tenants continued to occupy retail centers for outpatient locations. Baltimore Medical Center leased over 14,000 sf at Kings Court Shopping Center in Baltimore County East; and, GBMC recently moved into 13,500 sf at Padonia Village along the I-83 Corridor. This new retail leasing highlights the continued, positive change of consumer goods and services being enhanced by medical and wellness services in more traditional retail settings.

ITEMS TO NOTE:

Grocery chain Lidl isn't showing any signs of slowing down. They currently have 10 locations in Maryland and plan to open several more by the end of 2021. The grocers are occupying approximately 30,000 sf at each location.

The retail market has slowed, but it has not stopped. Ashley Furniture signed a 40,000 sf lease to open a new store at the Hunt Valley Towne Center.

DC-based firm JCR Cos. acquired the Bel Air Town Center in December for more than \$19.3 million. The 95,200 sf center was 85% leased at the time of sale.

Crunch Fitness continues its Maryland expansion plans. The group transformed a former Office Depot on York Road in Timonium into a new 30,000 sf facility.

Sammy's Trattoria in Mount Vernon signed a lease to expand to a second location at Hunt Valley Towne Centre into the former Bar Louie space. The 200-seat restaurant at Biddle and Charles Streets opened in 2006 near the University of Baltimore.

A joint-venture between affiliates of Schwaber Holdings and Kinsley Properties acquired Baltimore County's 269,000 sf Lutherville Station out of foreclosure in December for \$9 million. The center holds anchors Old Navy, Big Lots, and Restoration Hardware, and Best Buy Outlets. Plans are to redevelop into a mixed-use, town center community.

German-grocer Aldi continued its expansion with the opening of a new location in Severn, located at 7858 Quarterfield Road. This is all part of Aldi's plan for national expansion that includes renovating existing stores and opening new to become the third-largest U.S. grocery retailer.

Atlas Restaurant Group purchased the Admiral's Cup in Fells Point this quarter. This grows the group's portfolio to more than 13 locations in Baltimore. Plans for the iconic, historic bar include providing the same live music and fun atmosphere.

THE NUMBERS	MARKET SIZE	DIRECT VACANCY %			ABSORPTION		RENTAL RATES		
		Current	Prior Qtr	Prior Yr	Net	YTD	Current	Prior Qtr	Prior Yr
Annapolis	5,172,883	11.20%	11.30%	5.60%	5,404	-292,879	\$29.97	\$29.97	\$26.80
Baltimore City	18,173,993	5.40%	5.30%	5.30%	-9,861	66,000	\$14.51	\$15.04	\$14.79
Baltimore County East	15,111,067	7.30%	7.10%	5.70%	-15,583	-226,610	\$15.55	\$15.35	\$15.04
Baltimore County West	7,274,342	5.50%	5.40%	6.00%	-6,451	39,213	\$20.35	\$20.87	\$18.46
BWI Corridor	9,561,453	3.40%	3.50%	2.20%	13,962	-104,112	\$23.14	\$23.43	\$23.96
Carroll County	6,839,315	4.70%	4.30%	3.10%	-27,484	-97,120	\$15.57	\$15.05	\$13.51
Columbia	7,648,692	4.90%	4.70%	2.80%	-18,819	-116,770	\$30.28	\$29.87	\$25.17
Harford County	10,426,281	8.90%	8.60%	5.40%	-5,292	-327,821	\$18.51	\$19.06	\$19.10
I-83 Corridor	5,079,312	8.10%	8.20%	5.80%	5,125	-113,828	\$24.19	\$24.73	\$24.66
Reisterstown Rd	7,599,819	6.40%	6.40%	4.70%	785	-116,842	\$19.85	\$20.37	\$18.94
Totals/Averages	92,887,157	6.36%	6.25%	4.74%	-58,214	-1,290,769	\$19.68	\$19.88	\$18.85



RETAIL INDICATORS

Market Size
92,887,157

Building Count
3,618

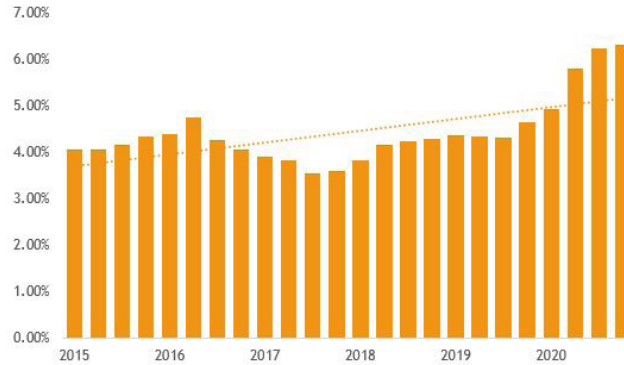
Absorption
-58,214

YTD Absorption
-1,290,769

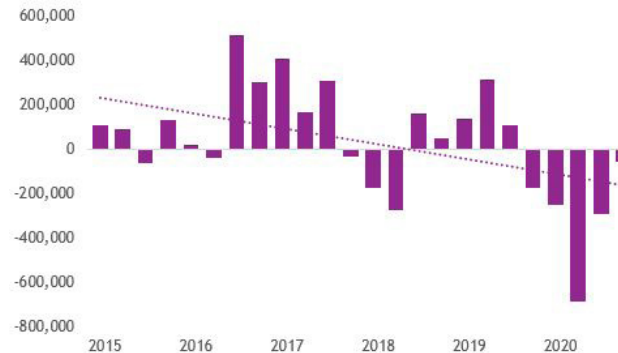
Vacancy
6.36%

Rental Rate
\$19.68

DIRECT VACANCY



NET ABSORPTION



RENTAL RATES



Lowest Direct Vacancy

1	BWI Corridor	3.40%
2	Carroll County	4.30%
3	Columbia	4.70%

Highest Direct Vacancy

1	Annapolis	11.20%
2	Harford County	8.60%
3	I-83 Corridor	8.20%

Most Change vs. Prior Quarter

-	Annapolis	0.10%
+	Carroll County	0.40%

Lowest Net Absorption

1	Carroll County	-27,484
2	Columbia	-18,819
3	Baltimore County East	-15,583

Highest Net Absorption

1	BWI Corridor	13,962
2	Annapolis	5,404
3	I-83 Corridor	5,125

Most Absorption, Year-to-Date

-	Harford County	-327,821
+	Baltimore City	+66,000

Cheapest Rates

1	Baltimore City	\$14.51
2	Baltimore County East	\$15.55
3	Carroll County	\$15.57

Most Expensive Rates

1	Columbia	\$30.28
2	Annapolis	\$29.97
3	I-83 Corridor	\$24.19

Most Change vs. Prior Quarter

-	Harford County	\$0.55
+	Carroll County	\$0.52

LEASE TRANSACTIONS

Location	Region	Tenant	Leased
2400-2468 E Churchville Rd.	Harford County	Regency Furniture	74,100
7100 Carved Stone	Columbia	Bowlero*	28,920
1025 Benfield Blvd.	BWI Corridor	Diamond Experience, LLC*	24,500
4212 Ridge Rd.	Baltimore Co. East	MD Automall	14,000

SALE TRANSACTIONS

Location	Region	Price	PSF	Bldg. Size
530-592 Baltimore Pike	Harford County	\$19,332,805	\$221.34	87,343
9213 Harford Rd.	Baltimore Co. East	\$9,200,000	\$255.75	35,972
8559 Baltimore National Pike	Columbia	\$7,900,000	\$383.63	20,593
8569 Baltimore National Pike	Columbia	\$3,600,000	\$203.98	17,649

* Renewal