



SIGNIFICANT LEASE DEALS

| Address | Submarket/City | SF | Tenant |
|---------------------|-----------------------|---------|----------------------|
| 7001 Quad Ave | Baltimore County East | 209,934 | Southren Glazers |
| 600 Hickory Dr | Aberdeen | 205,030 | SK Realty Management |
| 1301 Chesapeake Ave | Baltimore | 90,000 | - |

SIGNIFICANT BUILDING SALES

| Address | Sale Value | PPSF | SF | Buyer |
|-----------------------|--------------|----------|---------|-----------------------------|
| Submarket | Type of Sale | Cap Rate | Class | Seller |
| 6685 Santa Barbara Ct | \$13,250,000 | \$79.11 | 167,490 | STAG Industrial |
| Route 100 | Investment | 7.0% | Class C | High Street Equity Adv |
| 7462 Candlewood Rd | \$16,357,575 | \$101.16 | 161,698 | Kohlberg Kravis Robers & Co |
| BWI/Anne Arundel | Investment | - | Class A | Westmount Realty Capital |
| 7466 Candlewood Rd | \$9,630,232 | \$100.81 | 95,530 | Kohlberg Kravis Robers & Co |
| BWI/Anne Arundel | Investment | - | Class A | Westmount Realty Capital |

LARGEST DELIVERIES


| Address | Submarket/City | SF | Developer |
|-----------------------------------|------------------|-----------|---------------------|
| 7030 Tradepoint Ave Log Ctr III | Baltimore County | 1,348,024 | Tradepoint Atlantic |
| 6001 Bethlehem Blvd Log Ctr IV | Baltimore County | 979,200 | Tradepoint Atlantic |
| 7103 Mardigian Rd Port Log Ctr II | Baltimore County | 200,000 | Hilco Real Estate |


LARGEST UNDER CONSTRUCTION


| Address | Submarket/City | SF | Delivery Date |
|---------------------|----------------------------|-----------|---------------|
| 7015 Tradepoint Ave | Log Ctr X Baltimore Cnty | 1,500,400 | Mar 2020 |
| 7005 Tradepoint Ave | Log Ctr XII Baltimore Cnty | 812,250 | Dec 2019 |
| 7005 Tradepoint Ave | Log Ctr XI Baltimore Cnty | 698,880 | Dec 2019 |

TOTAL INDUSTRIAL MARKET STATISTICS

| | Vacancy Rate | Avg. SF Rental Rates | Net SF Absorption | SF Inventory | SF Under Construction |
|---------|--------------|----------------------|-------------------|--------------|-----------------------|
| Q1 2019 | 7.2% | \$6.35 | 1,569,728 | 206,505,624 | 8,365,605 |
| Q4 2018 | 8.0% | \$6.35 | (100,816) | 206,460,799 | 4,205,475 |
| Q3 2018 | 8.0% | \$6.21 | 2,102,278 | 206,563,247 | 3,929,828 |
| Q2 2018 | 8.4% | \$6.09 | 1,379,356 | 205,341,609 | 4,878,922 |
| Q1 2018 | 8.0% | \$6.05 | 169,758 | 202,938,049 | 7,214,133 |

 **NET ABSORPTION**
SF
1,569,728

 **VACANCY**
14,897,346 SF
7.2%

 **AVG. ASKING**
RATE PSF
\$6.35

 **DELIVERIES**
1 Building
249,600

 **UNDER**
CONSTRUCTION
16 Buildings
8,365,605

THOMAS WHELAN
Principal

The Baltimore industrial market continues to absorb space as it becomes available or as new product is brought to the market. As in years past, the vacancy continues to decline and fell below the 8% mark in the first quarter of 2019. The pipeline for new construction is at a healthy level with most construction in big box industrial near the port and north of the city where available land is more plentiful. Construction in the BW corridor is minimal because of a lack of available land. This tighter market is allowing owners to push rental rates higher. Values are increasing because of these higher rents and demand for industrial product by investors is at an all time high and should continue into the future.