



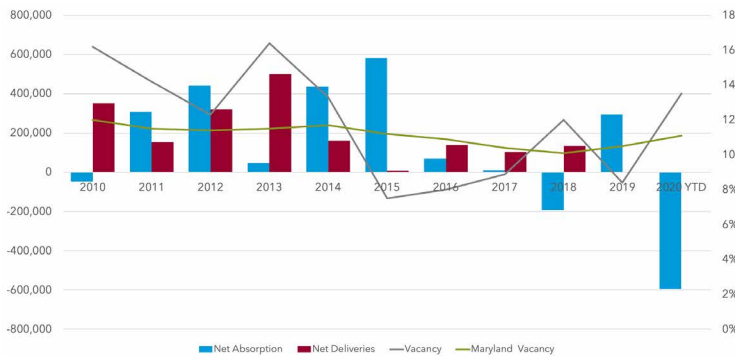
OFFICE MARKET OVERVIEW

BILL HARRISON, *Senior Vice President*

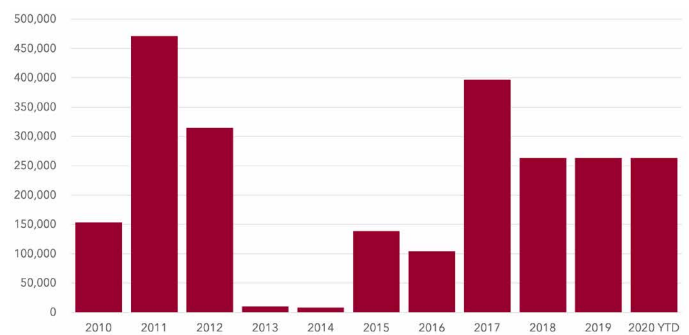
A pandemic, a subsequent shutdown, and many people now working from home have certainly taken a toll on the Columbia South Market. Net absorption has increased to a negative (202,054 SF) and the office vacancy rate has gone from 9.0% in Q 3 of 2019 to 13.5% in Q 3 of 2020. With a sizeable number of modern buildings, a central location between Baltimore and Washington this is still considered a well-located suburban office market that continues to attract some new tenants particularly in the Maple Lawn area.

MARKET INDICATORS	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
▼ Net Absorption	(202,054) SF	(182,879) SF	(139,101) SF	62,024 SF	(123,141) SF
▲ Vacancy Rate	13.5%	11.6%	9.8%	8.4%	9.0%
▼ Avg NNN Asking Rate	\$24.05 PSF	\$24.20 PSF	\$24.96 PSF	\$24.59 PSF	\$24.28 PSF
◀▶ Under Construction	263,000 SF	263,000 SF	263,000 SF	263,000 SF	263,000 SF
◀▶ Inventory	10,235,906 SF	10,235,906 SF	10,315,906 SF	10,315,906 SF	10,315,906 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7230 Lee Deforest Dr, Ste. 104 & 107 Columbia, MD	13,000 SF	\$1,755,000.00 \$135.00 PSF	Tech User Baxley Realty Advisors	Class B
7262-7268 Cradlerock Way, 1st Floor End Unit, Columbia, MD	1,700 SF	\$22,000.00 \$12.94 PSF	Cradlerock LLC 7266 Cradlerock Way, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8120 Maple Lawn Blvd Fulton, MD	79,194 SF	St. John Properties	Defense Contractor	Government Subcontractor
8120 Maple Lawn Blvd Fulton, MD	17,341 SF	St. John Properties	Undisclosed	Undisclosed
7155 Columbia Gateway Dr Columbia, MD	16,658 SF	Abrams Development	Undisclosed	Medical

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