



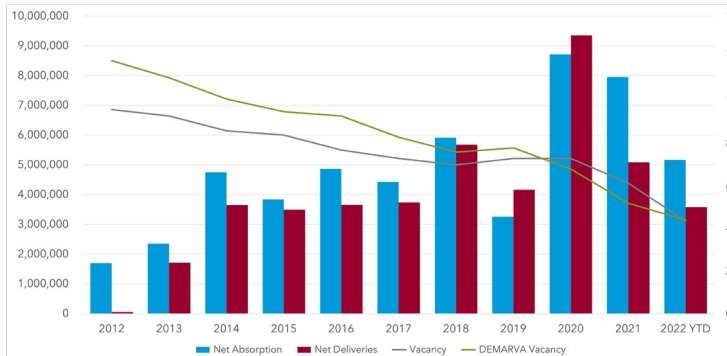
INDUSTRIAL MARKET OVERVIEW

TOM WHELAN, *Principal*

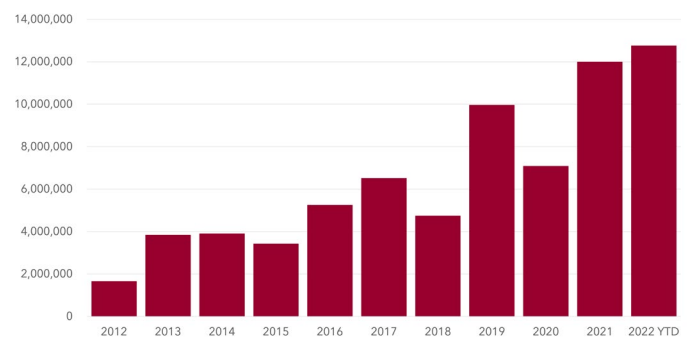
The Greater Baltimore market remains constricted. While some big box deliveries led to an uptick in the vacancy percentage, smaller availabilities are continuing to see robust demand. The supply of infill space remains limited. A large portion of the absorption this quarter was a result of a preleased 2-million-SF delivery but disregarding that it still remained positive. There are several new developments in the pipeline to ease the demand that exceeds the supply. The velocity of rental rate growth has slowed, but it is continuing to increase. Due to the interest rate uncertainty, we expect the overall demand and rental rate growth to level out some.

MARKET INDICATORS	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021
▲ Net Absorption SF	2,490,680	1,755,309	869,963	3,748,940	3,380,176
▲ Vacancy Rate	4.36%	3.99%	4.26%	3.38%	4.47%
▲ Avg NNN Asking Rate PSF	\$7.90	\$7.66	\$7.28	\$7.45	\$7.09
▼ SF Under Construction	12,765,861	14,946,791	12,247,481	12,000,273	11,961,189
▲ Inventory SF	266,404,005	263,143,570	261,639,858	258,902,800	257,574,066

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5107 North Point Boulevard Sparrows Point, MD	485,031 SF	\$22,000,000 \$45.36 PSF	Cleghorn Capital EQT Exeter	Class B
4801 Hollins Ferry Road Halethorpe, MD	278,977 SF	\$55,750,000 \$199.84 PSF	LBA Realty AEW	Class B
8511 Pepco Place Upper Marlboro, MD	224,000 SF	\$56,225,000 \$251.00 PSF	TA Realty Capital Electric	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
16820 National Pike, Bldg 1 Hagerstown, MD	1,000,000 SF	NorthPoint Development	Black & Decker	Manufacturing
8511 Pepco Place Upper Marlboro, MD	224,000 SF	TA Realty	Capital Electric	Wholesaler
1411 Tangier Drive Middle River, MD	217,745 SF	PGIM	BIWT	Logistics

