



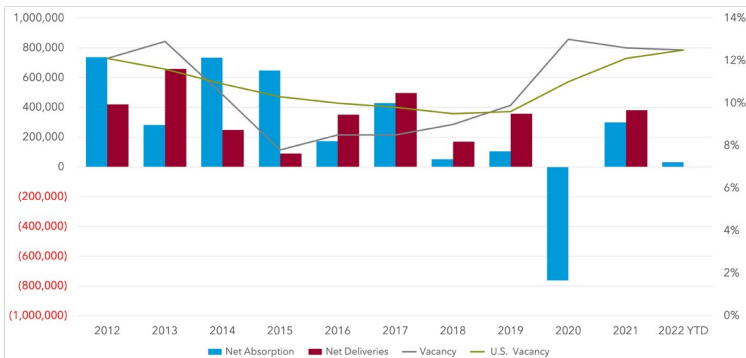
OFFICE MARKET OVERVIEW

BILL HARRISON, *Senior Vice President*

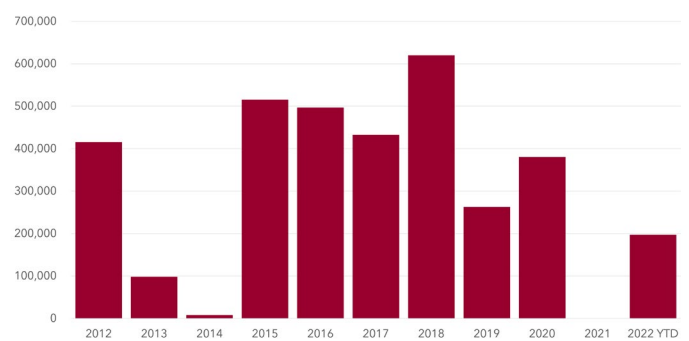
The office market continues to have its up and downs but with more positive numbers to report this quarter. Direct net absorption for Q3 2022 increased to 104,007 SF with the vacancy rate dropping to 12.7% versus the 13.2% level seen in Q2 2022. Although there were a few notable office deals completed in the Quarter, the full building lease at 8130 Maple Lawn Blvd sure helped this quarters numbers. A 109,246 SF deal with Johns Hopkins as the tenant made a difference in this market. Asking rates decreased slightly to \$25.27. Class A product with attractive facilities and locations continue to win the new tenants when pitted against B and C level product.

MARKET INDICATORS	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021
▲ Net Absorption SF	104,007	(48,987)	(73,694)	(32,708)	(545)
▼ Vacancy Rate	12.7%	13.2%	12.9%	12.6%	12.0%
▼ Avg NNN Asking Rate PSF	\$25.27	\$26.48	\$26.45	\$26.10	\$26.05
▲ SF Under Construction	197,200	80,000	80,000	-	.
▼ Inventory SF	22,792,445	22,795,445	22,795,445	22,795,445	22,792,445

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7700 Montpelier Road Laurel, MD	43,785 SF	\$12,375,000 \$282.63 PSF	Trombone, LLC Syndicated Equities	Class B
7230 Lee Deforest Dr, Ste 200 & 204 Columbia, MD (Auction Sale)	26,179 SF	\$1,800,000 \$68.76 PSF	WesBanco Bank Hallam Williams	Class B
9115 Guilford Road Columbia, MD	22,300 SF	\$3,225,000 \$144.62 PSF	MD Turkish America Inhabitants Inc. MD Department of the Environment	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8130 Maple Lawn Boulevard Fulton, MD	109,246 SF	St. Johns Properties	John Hopkins	Professional, Scientific, and Technical Services
9140 Guilford Road Columbia, MD	12,026 SF	Adler Real Estate Partners	Undisclosed	Undisclosed
7135 Minstrel Way Columbia, MD	7,634 SF	Platt Development Group	Oasis	Engineering Services

