



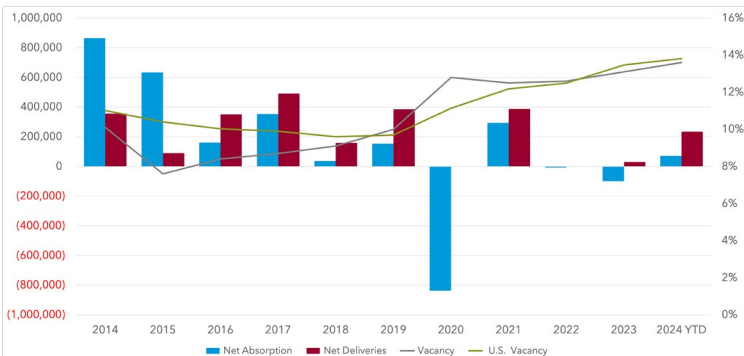
### OFFICE MARKET OVERVIEW

BILL HARRISON, *Senior Vice President*

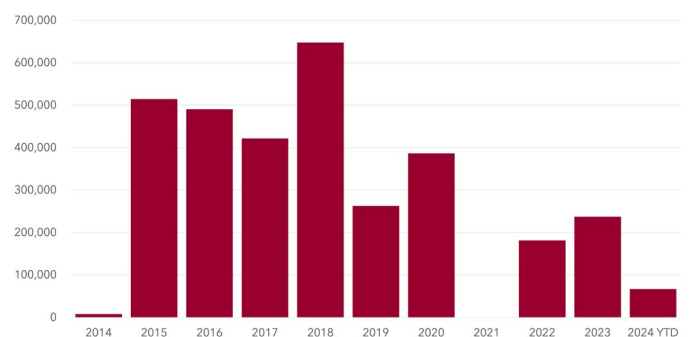
Q3 went negative, but just by (5,182 SF) compared to a positive 169,217 SF, in Q2. The vacancy rate increased slightly to 13.50% compared to 13.20% in Q2. The average rental rate dropped from \$23.99 per square foot to \$23.69 per square foot. There were three standout leases completed during the quarter: 6100 Merriweather Dr., 53,346 square feet leased to Adtalem Global Education, 7070 Samuel Morse, 30,795 square feet leased to Kaiser Permanente, and 11000 Broken Land Parkway had 19,077 square feet leased to SC&H Group. It is too soon to call it a trend, but these were all conventional office users. Sales in the market averaged \$237.00 per square foot.

MARKET INDICATORS	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
▼ 12 Mo. Net Absorption SF	(5,182)	169,217	(78,637)	(18,562)	68,148
▲ Vacancy Rate	13.5%	13.2%	13.5%	13.1%	13.0%
▼ Avg NNN Asking Rate PSF	\$23.69	\$23.99	\$25.17	\$25.21	\$25.14
▲ Sale Price PSF	\$237.00	\$141.28	\$162.70	\$129.00	\$232.63
◀ ▶ Cap Rate	-	-	-	-	-
▼ Under Construction SF	67,000	153,000	227,586	237,586	237,586
▲ Inventory SF	23,353,726	23,267,726	23,154,186	23,144,186	23,144,186

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
308 2nd Street Laurel, MD	3,742 SF	\$1,385,000 \$370.12 PSF	Ijara Community Dev Corp CNR Insurance	Class B
9256 Bendix Road, Unit 207 Columbia, MD	3,527 SF	\$828,845 \$235.00 PSF	Harmony Acupuncture Genesis Woodlands	Class A
8649 Cherry Lane Laurel, MD	2,493 SF	\$475,000 \$190.53 PSF	Cherry Hill Realty LLC Simons Debra, ETAL	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6100 Merriweather Drive Columbia, MD	53,346 SF	Howard County (Sublandlord)	Adtalem Global Education	Educational Services
7070 Samuel Morse Drive Columbia, MD	30,795 SF	Abrams Development	Kaiser Permanente	Health Care & Social Assistance
11000 Broken Land Parkway Columbia, MD	19,077 SF	Howard Hughes	SC&H Group	Consulting and Financial Services

