

# MARKET SNAPSHOT



Accelerating success.

		3Q 2018	2Q 2018	3Q 2017
<b>Average Asking Rent</b> (\$/SF/Yr)	Eastern	\$21.55	\$22.19	\$20.84
	Central	\$31.88	\$31.64	\$30.58
	Greenwich	\$54.36	\$66.00	\$71.82
	Stamford CBD	\$47.05	\$46.96	\$45.30
	Stamford NCBD	\$28.85	\$29.01	\$30.24
	Northern	\$23.00	\$22.15	\$24.07
	<b>FAIRFIELD COUNTY</b>	<b>\$34.14</b>	<b>\$35.95</b>	<b>\$36.16</b>
<b>Availability Rate</b>	Eastern	15.3%	15.5%	17.9%
	Central	27.3%	26.9%	23.9%
	Greenwich	15.8%	16.6%	20.7%
	Stamford CBD	32.4%	32.9%	32.4%
	Stamford NCBD	29.6%	28.1%	25.4%
	Northern	15.9%	15.7%	17.6%
	<b>FAIRFIELD COUNTY</b>	<b>24.1%</b>	<b>24.0%</b>	<b>23.8%</b>
<b>Leasing Activity</b> (SF Quarterly)	Eastern	108,066	160,070	57,635
	Central	134,296	129,802	148,275
	Greenwich	120,364	54,709	159,355
	Stamford CBD	214,419	94,719	208,236
	Stamford NCBD	79,238	15,527	82,519
	Northern	6,122	40,477	49,887
	<b>FAIRFIELD COUNTY</b>	<b>665,659</b>	<b>495,304</b>	<b>705,907</b>



## FAIRFIELD COUNTY

Fairfield County's office market saw an uptick in activity from last quarter, in both demand and supply. Newly available space did outweigh new leasing activity slightly, pushing the availability rate up 10 basis points (bps) to 24.1%. The Greenwich submarket continues to be the top performing submarket with a 80 bps drop in its availability rate from last quarter to 15.8% - a rate not seen since 2009. While other submarkets did not perform as well, plans to repurpose some significant office properties will likely improve the fundamentals in the near future as well.



## EASTERN

The Eastern submarket continues to have the lowest availability rate in the County, after falling 260 bps from a year ago to 15.3%, helped by several smaller companies signing new leases. The rate will likely fall even further as 48 Monroe Turnpike in Trumbull recently sold, and if plans to convert this to senior living are approved, it will remove roughly 250,000 SF of vacant space from the market. Still, average asking lease rates have fallen slightly by 3.4% from last year to \$21.55/SF.



## CENTRAL

The Central submarket continues to struggle as a few companies consolidate their operations, giving some space back to the market, which helped push the availability rate up another 40 bps from last quarter to 27.3%. Louis Dreyfus was one of those companies, which renewed for 41,469 SF at 40 Danbury Rd., the second largest lease this quarter, though it was a downsize from roughly 57,000 SF. Asking lease rates have appreciated 4.3% since last year as more expensive space has been added to the market.



## GREENWICH

Greenwich continues to be one of the best performing submarkets, as its availability rate has dropped for the sixth consecutive quarter to 15.8%, an 80 bps improvement from last quarter. Though the submarket overall is on the smaller side, three out of the top 10 largest leases were signed here, including Blue Sky Studios' 21,278 SF expansion at 1 American Lane. While somewhat counterintuitive, the significant drop in the average asking lease rate by 17.6% from last quarter to \$54.36/SF should be read as a positive sign, as higher priced space continues to be taken off the market.



## STAMFORD CBD/STAMFORD NON-CBD

Leasing activity rebounded from the subdued levels recorded last quarter, with companies signing 214,419 SF and 79,238 SF in the Stamford CBD and the Non CBD, respectively - more than double than the total recorded in the second quarter. Still, the availability rate rose in the Non-CBD to 29.6%, 40 bps higher than last quarter, versus the CBD, which saw its rate fall 50 bps to 32.4% in that same time. Following those conditions, asking lease rates have risen by 3.9% since last year to \$47.50/SF in the CBD whereas rates in the Non-CBD fell by 4.6% to \$28.85/SF.



## NORTHERN

Normally one of the better performing submarkets in recent quarters, the Northern Submarket hit the pause button in the third, registering just 6,122 SF of leasing activity. Still, the availability rate is just 15.9% and with the recent sale of the massive 1.4 MSF office building a 39 Old Ridgebury Road, a significant portion of that space could be removed from the market, if likely plans to convert the property to other uses are approved. The average asking lease rate has climbed 3.8% since last quarter to \$23.00/SF.

Address	SF Leased	Tenant	Submarket	Lease Type
700 Fairfield Avenue	56,783	Gartner Group	Stamford NCBD	Renewal/Expansion
40 Danbury Road	41,469	Louis Dreyfus	Central	Renewal
677 Washington Boulevard	35,848	KPMG	Stamford CBD	New
2 Corporate Drive	29,100	Gama Aviation	Eastern FAR	Renewal
33 Benedict Place	21,401	Axiom Investors	Greenwich	Renewal