

2023  
Q1



# Westchester INDUSTRIAL LEASING

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## Q1 | MARKET REPORT | 2023

### Q1 Takeaways

- Activity was very strong in the Central Westchester submarket for the first quarter.
- The availability rate for the County is now below 6% despite new product being added to the market.
- The average asking price dropped slightly driven by Class C space coming available in parts of Southern Westchester.

## SUMMARY

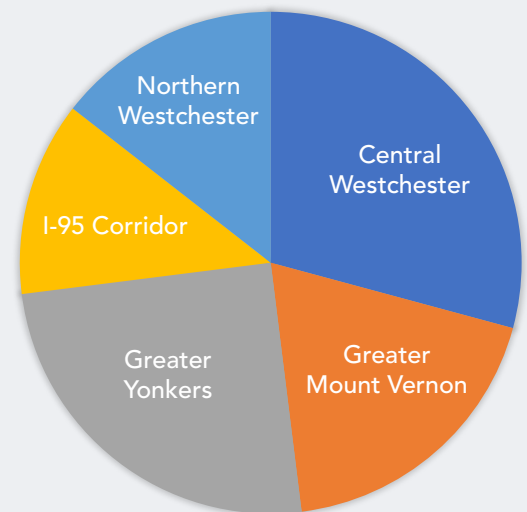
Westchester's industrial market remains very active. Leasing velocity for small and mid sized users continues to outpace supply driving availability rates further down. Net absorption remains positive despite consolidation among the ecommerce users.

The Central Westchester submarket had a flurry of activity with many new transactions closing ranging from 3,000-25,000 square feet. The biggest news of the quarter was likely Home Depot's new lease at One Zeiss Drive in Thornwood. RM Friedland was proud to work with both the tenant and the landlord on a 22,000 square foot lease with Chief Fire Prevention who will be relocating from their current location in Mount Vernon to 100 Grasslands Road in Elmsford, taking over the space formerly occupied by Party City/Amscan. Numerous mid sized spaces hit the market at low prices in Mount Vernon, dragging overall asking prices down slightly.

The County's velocity shows no signs of slowing, but for companies looking to locate to or relocate within Westchester the age old dilemma of a lack of supply persists.

**2023** WESTCHESTER  
TOTAL MARKET SIZE

**37,691,646**



### TOP PERFORMING SUBMARKETS

LOWEST AVAILABILITY RATE:  
**Northern Westchester**

HIGHEST ASKING PPSF:  
**Northern Westchester**

Q1 AVERAGE AVAILABILITY RATE\*:

**5.99%**

Q1 AVERAGE ASKING PRICE\*:

**\$18.39**

\*These are weighted averages

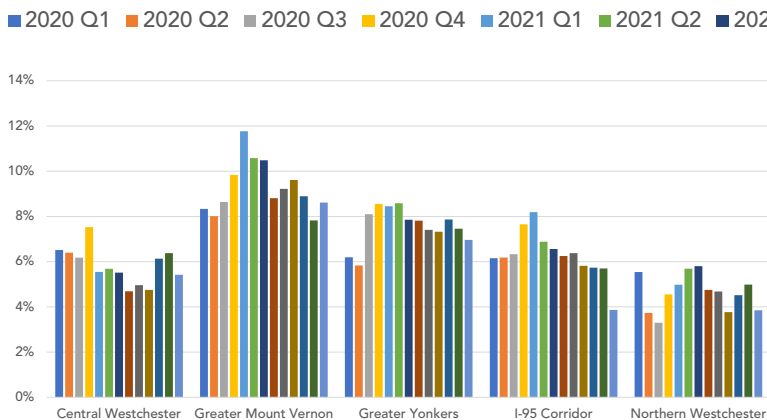


## AVAILABILITY RATE AND ASKING PRICE TRENDS

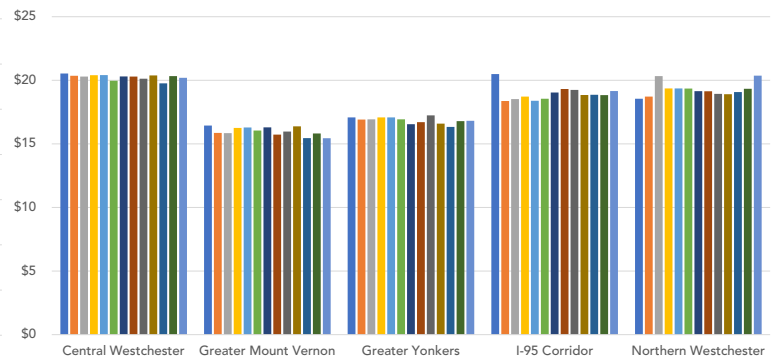


### OVERALL AVAILABILITY RATE 2018-2023 QTR OVER QTR

#### 2020 to 2023 AVAILABILITY RATE BY SUBMARKET



#### 2020 to 2023 ASKING PRICE BY SUBMARKET



#### AVAILABILITY RATE TRENDS



QUARTER  
OVER  
QUARTER  
DECREASE

**5.99%**  
Q1 WESTCHESTER  
OVERALL  
AVAILABILITY  
RATE



YEAR  
OVER  
YEAR  
DECREASE



QUARTER  
OVER  
QUARTER  
DECREASE

#### ASKING PRICE TRENDS

**\$18.39**  
Q1 WESTCHESTER  
AVERAGE ASKING  
PRICE

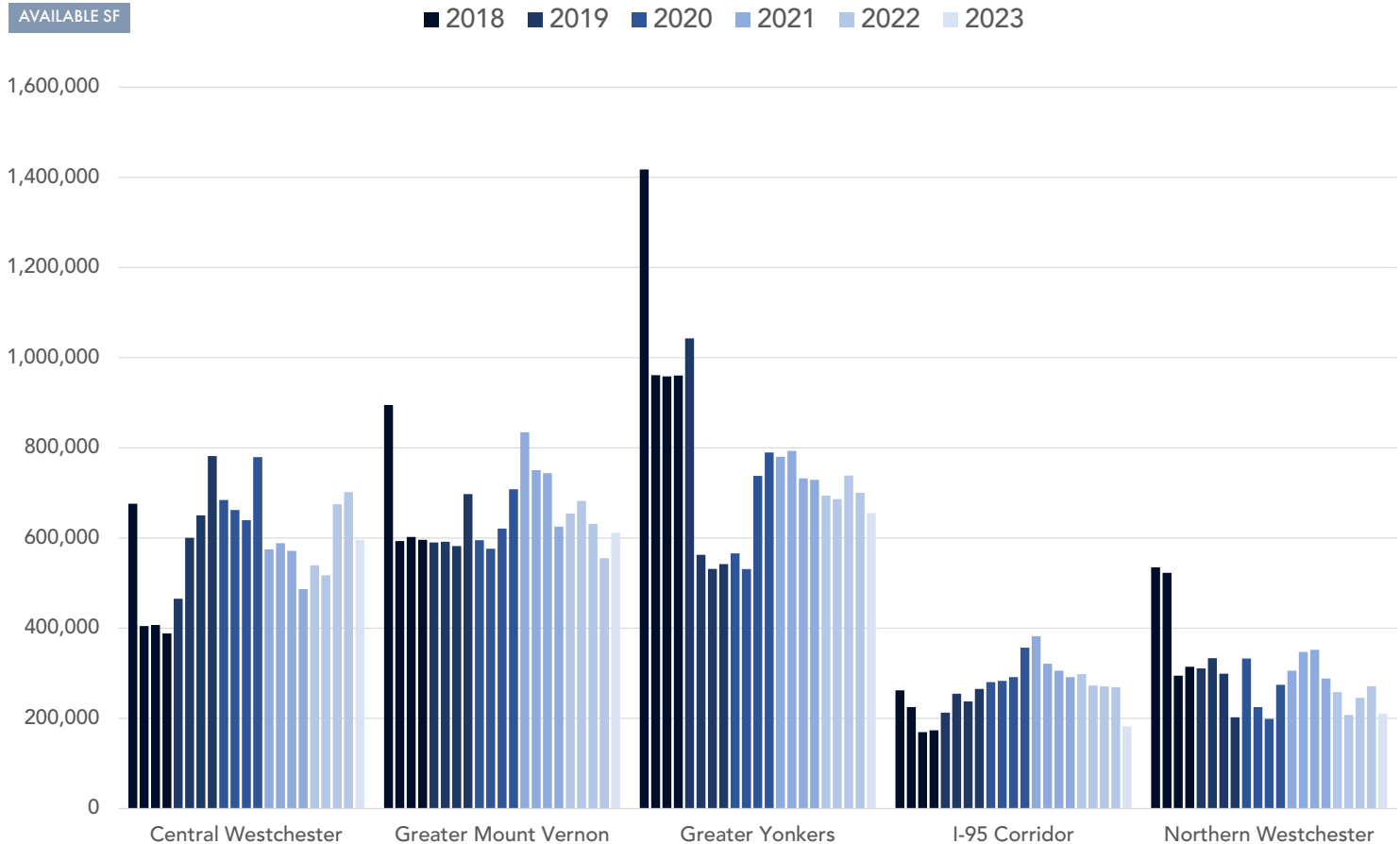


YEAR  
OVER  
YEAR  
INCREASE

Rental rates are quoted on a gross basis using a formula for net costs\*

## TOTAL AVAILABILITY

## WESTCHESTER SUBMARKETS 2018-2023 YTD QTR OVER QTR



HIGHEST AVAILABILITY RATE:  
Greater Mount Vernon

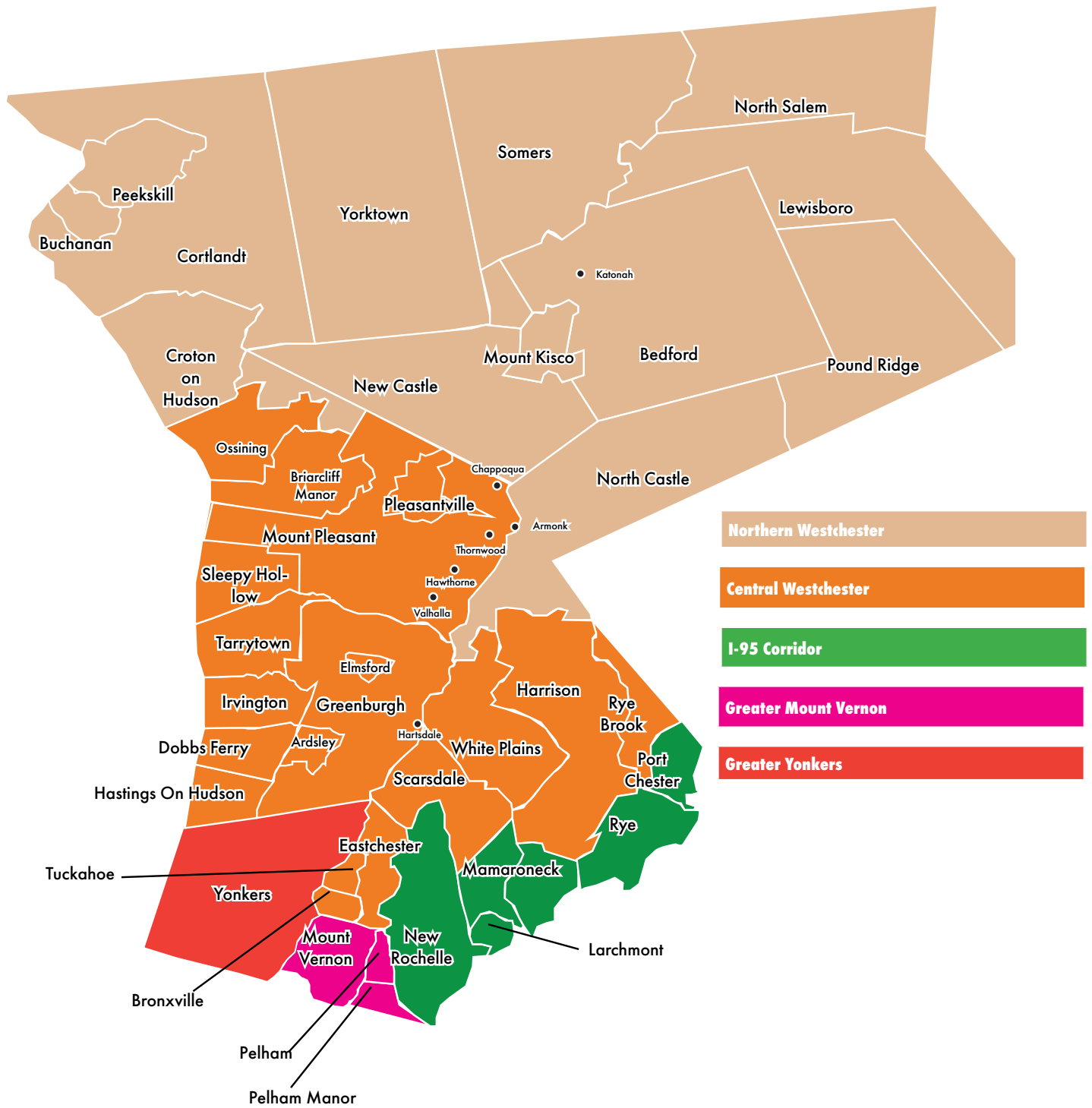
HIGHEST ASKING PPSF:  
Northern Westchester

MOST AVAILABLE SF:  
Greater Yonkers

LOWEST AVAILABILITY RATE:  
Northern Westchester

LOWEST ASKING PPSF:  
Greater Mount Vernon

LEAST AVAILABLE SF:  
I-95 Corridor





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