

# MARKET SNAPSHOT



Accelerating success.

		Q4 2020	Q3 2020	Q4 2019
<b>Average Asking Rent</b> (\$/SF/Yr)	Eastern	\$23.36	\$23.31	\$23.40
	Central	\$33.65	\$34.00	\$31.05
	Greenwich	\$68.31	\$64.39	\$59.60
	Stamford CBD	\$46.85	\$45.53	\$42.99
	Stamford NCBD	\$33.86	\$33.86	\$29.24
	Northern	\$24.41	\$20.71	\$19.69
	<b>FAIRFIELD COUNTY</b>	<b>\$35.36</b>	<b>\$35.12</b>	<b>\$32.08</b>
<b>Availability Rate</b>	Eastern	16.8%	15.9%	16.4%
	Central	28.6%	28.9%	28.3%
	Greenwich	14.9%	15.5%	16.1%
	Stamford CBD	30.6%	29.5%	25.4%
	Stamford NCBD	30.3%	32.0%	29.5%
	Northern	26.7%	25.7%	26.4%
	<b>FAIRFIELD COUNTY</b>	<b>25.4%</b>	<b>25.3%</b>	<b>24.0%</b>
<b>Leasing Activity</b> (SF Quarterly)	Eastern	61,210	76,553	137,821
	Central	129,817	62,149	114,411
	Greenwich	74,637	134,421	164,621
	Stamford CBD	191,972	209,071	314,634
	Stamford NCBD	24,758	80,298	110,304
	Northern	229,386	23,522	20,193
	<b>FAIRFIELD COUNTY</b>	<b>711,780</b>	<b>586,284</b>	<b>861,984</b>

## COVID-19 IMPACT ON THE OFFICE MARKET

As Connecticut slowly adapts to the changes brought on by COVID-19, corporations have been tasked with determining how to best re-enter their offices. Companies are taking a thoughtful and prolonged approach as they prepare to re-enter the workplace, with the main goal of keeping their employees safe. Office life will not be the same as we knew before the pandemic. Businesses will likely take a phased approach in order to maintain a safe distance between employees. In the fourth quarter, COVID-19 continues to have a significant impact on office leasing activity, though market conditions are beginning to thaw as the state starts to re-emerge from the lockdown earlier this year. As office occupiers trudge through this new cycle, we are beginning to feel the effect in newly available sublease space. The full ramifications of COVID-19 are not yet known as the situation remains fluid, and forecasts are continuously adjusting. It is unclear how long the spread of COVID-19 will last, but the longer its time frame extends, the higher a priority it becomes for businesses to mitigate economic impact.

## FAIRFIELD COUNTY



Despite a continued uptick in the amount of newly available sublease space, Fairfield County's total office availability rate rose just 10 basis points (BPS) from last quarter to 25.4%, which is still the highest rate on record. It would have been an even higher record rate, had it not been for Nuvance Health and their 220,000 SF new lease signed at 39 Old Ridgebury Road in Danbury, which was the largest lease signed this year. Still, occupiers continued to bring newly available sublease space to the market, which rose 18.0% from the previous quarter, and 53.6% from the beginning of the year. While COVID-19 has punished many office occupiers in the County, the largest contributor to the sublease market was Cartus, which is suffering from an unrelated loss of its largest customer and is now offering 241,650 SF for sublease at their headquarters at 40 Apple Ridge Road in Danbury. Total leasing activity reached 711,780 SF, which was a 21.4% increase over last quarter, but still 17.4% less than last year. It was boosted primarily by the aforementioned lease by Nuvance Health, along with Terex, who moved their 40,718 SF operations to 45 Glover Avenue in Norwalk. Notably, there were several companies that moved their operations out of New York City to Fairfield, the largest of which was GameChange Solar, which signed for 14,000 SF at 230 East Avenue in Norwalk. With recent news of a new vaccine being distributed, there is some optimism that Fairfield's office market will return to some semblance of normalcy in the new year, though it is still unclear how it will compare with its newest competitor – the home office.

Address	Submarket	Tenant	SF Leased	Lease Type
39 Old Ridgebury Road	Northern FAR	Nuvance Health	220,000	New Lease
45 Glover Avenue	Central	Terex	40,718	New Lease
777 Commerce Drive	Eastern FAR	IPC Information Systems	30,000	Renewal
390 Ludlow Street	Stamford CBD	Design Within Reach	25,500	New Lease
Ascot Group	Stamford CBD	Ascot Group	23,944	New Lease

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