



LATITUDE
COMMERCIAL



Annual Market Report 2024

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▶ Letter From The President

In 2024, the commercial real estate market in Northwest Indiana remained resilient even with fluctuating economic conditions. The year was marked by significant developments across various sectors, including office, industrial, retail, and investment properties.

The office market in Northwest Indiana remained stable throughout 2024, with properties taking slightly longer to sell compared to the previous year. The average time on the market ranged from 6 to 9 months, reflecting a consistent trend. Despite the fluctuations in the price per square foot, which saw a high of over \$180 in Q1 and a low of just under \$80 in Q3, sales volume remained steady, peaking in Q4. Vacancy rates remained steady starting at just over 5% and ending the year around the same rate. Market asking rents continued their upward trajectory, increasing from \$19.54 per square foot in Q1 to \$19.70 per square foot by year-end.

Once again the industrial sector experienced substantial growth aligning with national trends, with approximately 1.6 million square feet of new industrial space added each quarter. Even with this huge influx of supply, which significantly impacted vacancy rates, the new lease signed by Amazon took the rate from 16.2% at the beginning of the year to 5.5% by year-end. Once again the market asking rates for industrial properties rose from \$7.49 to \$7.62 per square foot, while sales volume surged from \$8.2 million in Q1 to \$15.6 million in Q4, peaking at \$49.9 million in Q3. However, the average time on the market for industrial properties increased from 12.3 months to 16.3 months by year-end.

Conversely to the national trend, the retail sector continues to show strength, with vacancy rates reaching a 4-year low of 3.74% in Q3 in Northwest Indiana. Market asking rents hit a 4-year high of \$17.49 per square foot in Q3, ending the year at \$17.46 per square foot. Sales price per square foot rebounded strongly, peaking at just under \$200 in Q3. However, sales volume fell to a 5-year low of approximately \$7 million in Q4 which had more to do with the supply of buildings on the market. The average time on the market for retail properties started the year at a 5-year low of just under 3 months, increased to 8 months in Q2, and ended the year around 7.75 months.

The investment real estate market in Northwest Indiana aligned with national trends which showed inconsistency due to the fluctuation of interest rates and the instability of a Presidential election. Cap rates fluctuated throughout the year, starting at 8.9%, dipping to 7.6% in Q2, and rising to 10.1% by year-end. Property prices also varied, peaking at \$83 per square foot in Q2 and falling to \$60 per square foot by

year-end. Sales volume declined from \$115.7 million at the start of the year to \$55.8 million by year-end, indicating a more cautious investment approach amid economic unpredictability. While this trend might suggest investors are becoming increasingly selective, just like the retail sector it can also be viewed as a weakness in the supply of available investment properties in the market.

In 2024, the Federal Reserve implemented three rate cuts. The first cut occurred in September, followed by additional cuts in November and December, each by 25 basis points. Heading into 2024, there was an expectation of multiple rate cuts, with some forecasts anticipating up to six cuts throughout the year to combat inflation.

The increasing demand of remote and hybrid work models continues to affect the office market with a growing demand for flexible office spaces and technology infrastructure to support remote work. This trend is expected to continue, with Northwest Indiana being the beneficiary of that. Because of our proximity to Chicago, our area is seeing more and more office demand coming this way seeking that type of model.

Looking ahead to 2025, the commercial real estate market in Northwest Indiana is poised for continued adjustment and growth. The industrial sector is expected to stabilize as supply aligns more closely with demand with not a lot of large spec deliveries expected. The office market may see increase in demand as Chicago sees more and more companies providing alternative remote work solutions for their workforce outside the central business district, while the retail sector is likely to maintain its upward trajectory in rental rates. Investors should get more adaptable and expect minimal interest rate shifting. There is anticipation for further rate cuts in 2025 if the trend of disinflation continues. Some projections show the Fed may cut rates by a total of 50 basis points over the year. However, those cuts always seem to take some time to actually lower interest rates and flow through to borrowers. Once again the overall market conditions in Northwest Indiana remain favorable, offering another promising outlook for 2025.



Aaron McDermott, CCIM LEED GA

Co- Founder, President

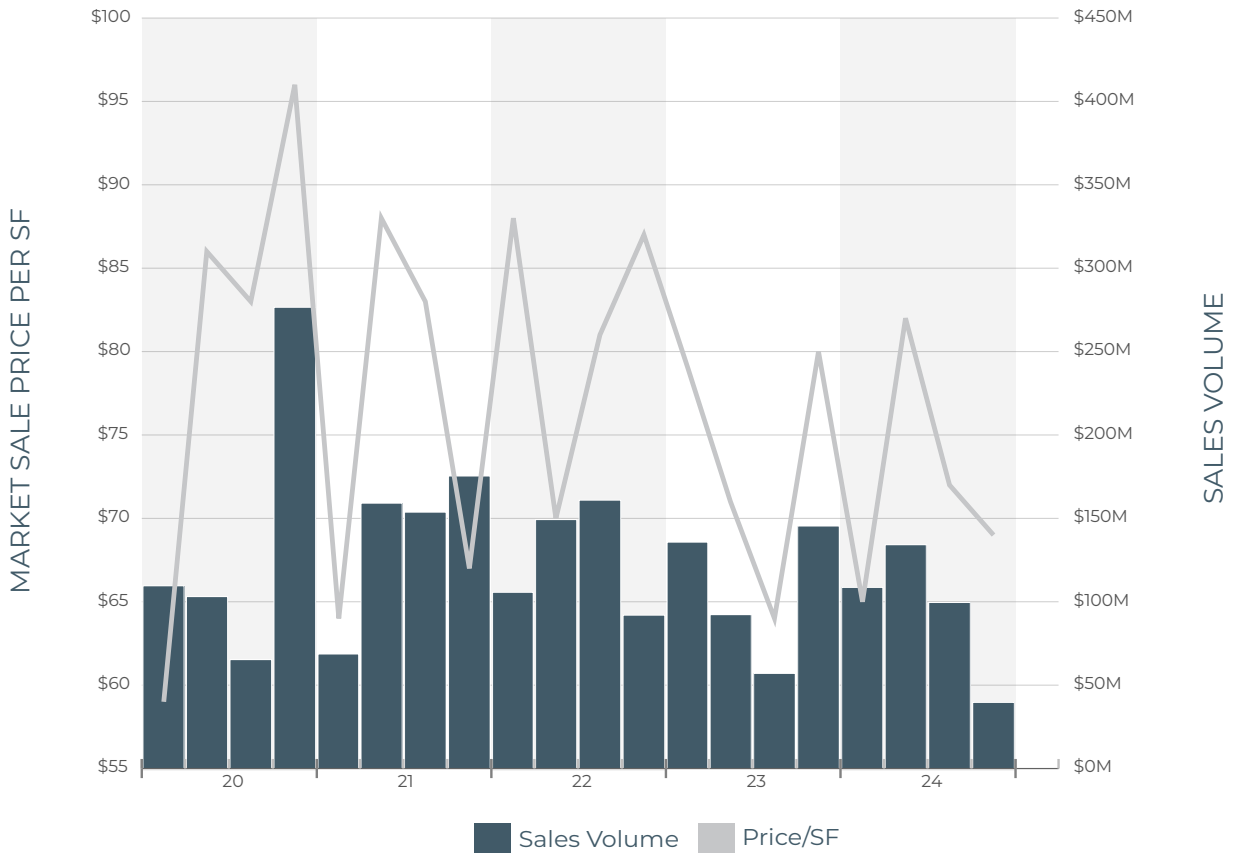
Sources:

CoStar Property®, ESRI®, Indiana Department of Workforce Development, and US Department of Labor.

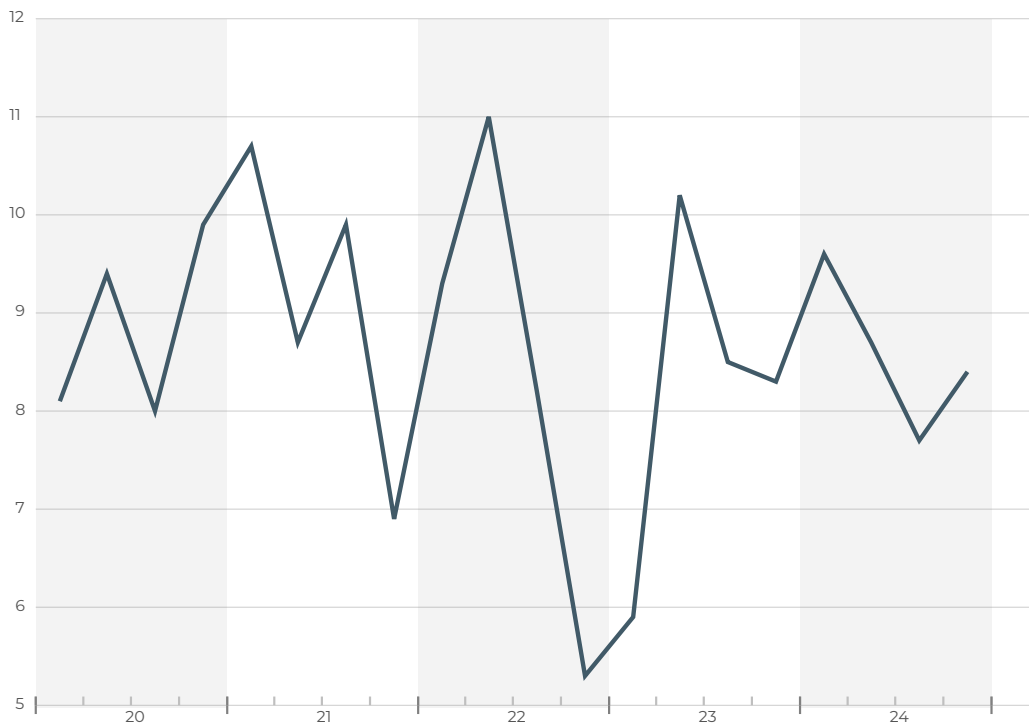
The information provided was based on data for Lake, Porter, and LaPorte Counties in Indiana herein referred to as "Northwest Indiana" within the report. The information contained herein has been given to us by sources we deem reliable. We have no reason to doubt its accuracy, however, we do not make any guarantees. All information should be verified before relying thereon. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party.

All Sector Market Report

Sales Volume & Sale Price Per SF



Months To Sale



► Retail Report

Median months on the market for sale in Northwest Indiana were as good as they have been for sellers to begin 2024 in over 5 years. That timeframe was short lived unfortunately, as we saw a 6 month increase to 8 months on market in Q2. That is the longest timeframe on market in over 2.5 years. While Q3 made a turn for the better to 5.75 months on market, we saw a 2 month increase to 7.75 months on market to end 2024.

Northwest Indiana experienced notable fluctuations in sales price per square foot (PSF) throughout 2024. Annual lows were recorded at \$50 PSF in Q1, while the market peaked at \$199 PSF in Q3. Despite these variations, sales PSF demonstrated overall growth in 2024, marking a recovery from the steep decline observed during Q3 and Q4 of 2023.

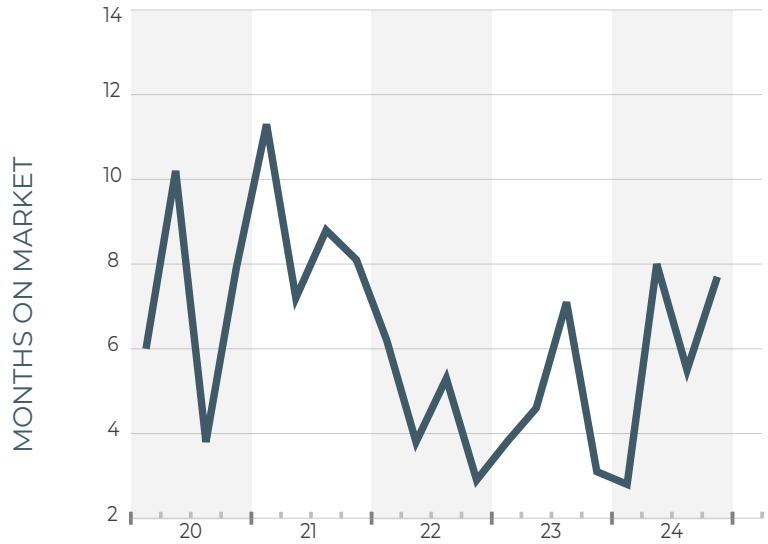
Sales volume has experienced a significant decline since Q2 2024, reaching a 5-year low of \$7,112,375. This marks a sharp contrast to Q2 2021, when sales volume peaked at a 5-year high of \$73,576,623. The downward trend highlights a steady contraction in transaction activity over the past few years.

Retail vacancy rates in Northwest Indiana continued their downward trajectory, reaching a 4-year low of 3.742% in Q3 2024. This marks a steady decline from 5.085% in Q1 2021, demonstrating a consistent quarterly decrease over the years. Similarly, market rent per square foot maintained its upward trend, climbing to a high of \$17.49 PSF in Q3 2024. This represents a significant increase from \$15.41 PSF in Q4 2021, highlighting a sustained growth in rental rates over time.

Retail Market Report

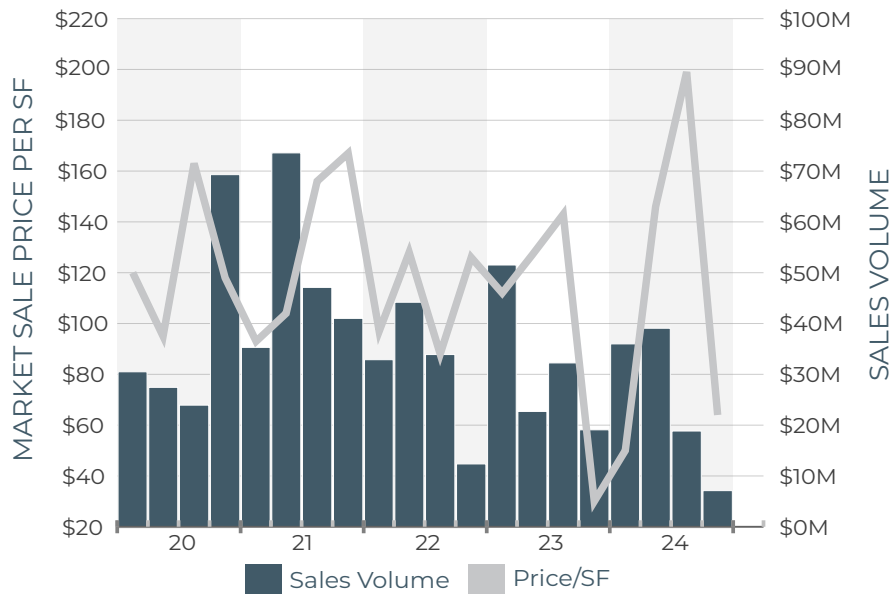
Months on Market

- Months on Market started 2024 on a 5 year low of just under 3 months.
- Q2 saw a sharp increase to 8 Months on Market which is the highest since Q3 of 2021.
- After over a 2 month decrease to 5.75 months in Q3, 2024 ended with a spike and finished at 7.75 Months on Market.



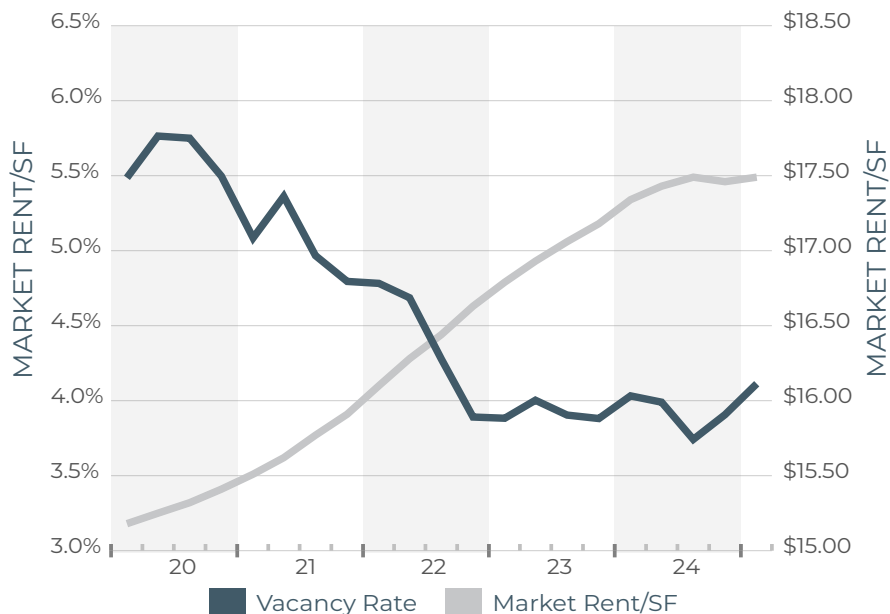
Sales Volume & Market Sale Price PSF

- Sales price per square foot (PSF) rebounded strongly in Q1, closing the quarter at \$50 PSF compared to Q3 2023 at \$30 PSF.
- Sale PSF hit a 5-year high in Q3, reaching just under \$200 PSF and surpassing the previous peak of \$167 PSF recorded in Q4 2021.
- Sales volume fell to a 5-year low in Q4, totaling \$7,112,375



Vacancy/Market Rent PSF

- Vacancy rates edged up to 4.032% in Q1 2024, slightly exceeding the year-end 2023 level.
- By Q3 2024, vacancy rates had declined to a 4-year low of 3.742%.
- Market asking rents reached a 4-year high of \$17.49 per square foot in Q3 2024, closing the year at a strong \$17.46 per square foot.



► Office Report

Months for a commercial office property to sell in Northwest Indiana slightly rose in 2024. The year began with properties sitting on the market on average 6 months, which was slightly higher than Q4 of 2023, but significantly lower than the average of 2023. By the end of 2024, the pace at which office properties sold rose very slightly, with properties sitting on the market for 8 months on average. While months to sell on the market rose, they did not rise and fall as consistently as prior years.

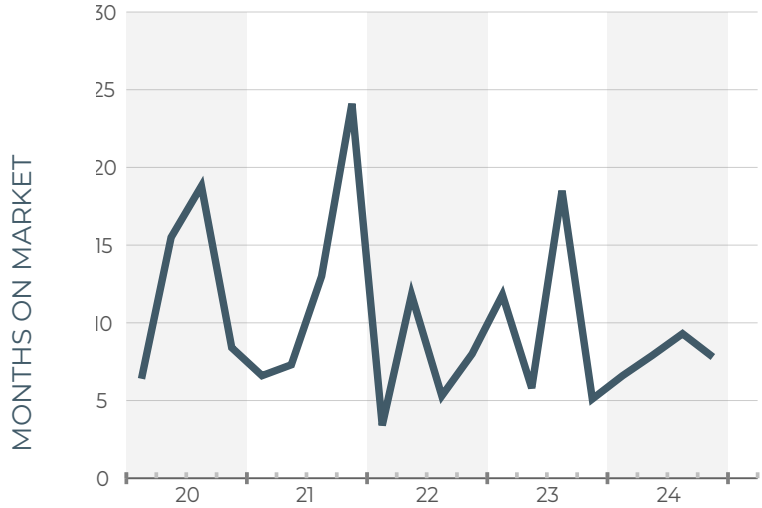
Price per square foot for commercial office properties in 2024 fluctuated greatly, with Q1 seeing properties sell on average for just over \$180 per square foot, and Q3 seeing properties sell for just under \$80 per square foot. Q4 saw average sale prices rise to near \$140 per square foot to close out the year. Sales volume remained more consistent, with Q1 seeing nearly \$8 million in sales, and Q4 seeing just over \$10 million. These quarterly trends roughly mimic the trends of 2023. These trends are also very easily influenced by outliers on the market.

Throughout 2024 we saw a minor decrease in vacancy rates from 5.054% to 5.024%, with a decrease in Q1 from 5.054% to 4.449% in Q3. Heading into 2024 the vacancies for office space were on a steady decline from 5.764% in Q2 of 2023 to Q2 of 2024. Since 2018 the vacancy rate has stayed consistent between 4.45% to 7.25%. Over the last 4 years, the vacancy rate decreased in Q3 every year but in 2024 it increased. The market asking rent per square foot continued its steady upward trend, consistent with the pattern observed over the past 5 years, starting Q1 of 2024 at \$19.54 PSF and ending the year at \$19.70 PSF. Despite global market instability and high inflation, the Northwest Indiana office real estate market has remained stable throughout 2024.

Office Market Report

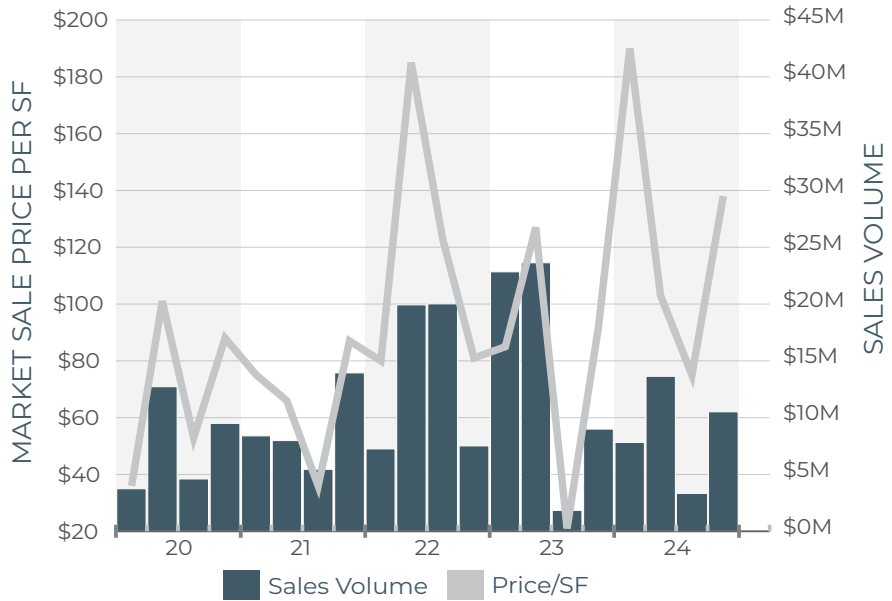
Months on Market

- The office market remained consistent throughout 2024, without any major fluctuations in time to sell a property.
- Average time on the market for a commercial office property to sell in 2024 ranged from 6 to 9 months, the smallest quarterly range in at least five years.
- Average time on the market remained lower than the 2020, 2021, and 2023 averages.



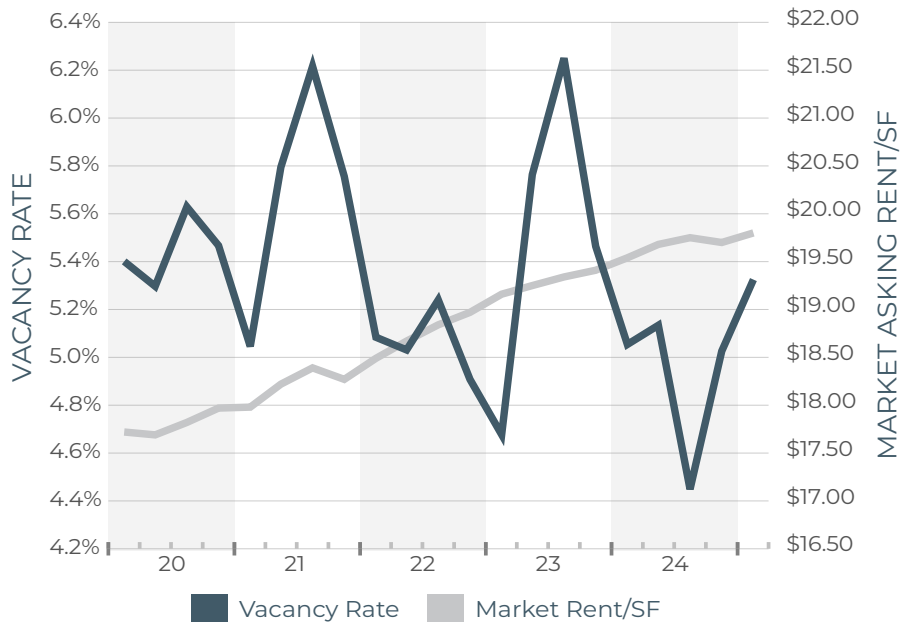
Sales Volume & Market Sale Price PSF

- The price PSF of office sales peaked in Q1 of 2024, seeing offices sell for nearly \$190 per square foot on average.
- Sales volume dropped in Q3 but rose steadily in Q4.
- Average PSF sale price fluctuated in 2024, but sales volume remained steady and consistent.



Vacancy/Market Rent PSF

- Vacancy rates started and ended the year nearly the same while the market asking rent steadily increased throughout the year.
- Vacancy rates dropped from Q1 to Q3 then steadily rose to end the year.
- Market asking rent rose in 2024 from \$19.54 in Q1 to \$19.70 in Q4 which marks the smallest increase since 2019.





► Industrial Report

The timeframe required to sell industrial properties in Northwest Indiana has been increasing, signaling a market adapting to new economic realities. The year started with properties taking about 12.3 months to sell, a significant increase from the previous year's average of 6 months. By the end of the year, this duration stabilized at just over 10 months. Notable variations occurred in key industrial zones, influenced by factors such as changing industrial demands, infrastructural developments, and large-scale projects like major logistics hubs. The cautious approach by investors in key industries contributed to prolonged sales cycles, reflecting a market recalibration in response to both local and broader economic trends.

There was a steady increase in the price per square foot throughout the year, beginning at \$25 per square foot and rising to \$49 per square foot by year-end, with a peak at \$70 per square foot in Q3. Sales volume started at \$8.175 million, jumped to \$49.88 million in Q3 due to significant transactions, and normalized to around \$11 million in the fourth quarter. These trends highlight a resilient demand for industrial spaces amid fluctuating economic conditions and significant transactions that posed both opportunities and challenges.

Vacancy rates significantly decreased throughout the year, from 8% at the start to 4% at the end, supported by strong absorption rates as new inventory entered the market. Market asking rents modestly increased from \$8.10 per square foot in Q1 to \$8.30 per square foot by year-end, reflecting a demand that consistently outpaced supply growth. This reduction in vacancy rates and steady rise in asking rents were driven by factors like industry expansion and economic trends, including growth in emerging market sectors and strategic developments in key submarkets.

Industrial Market Report

Months on Market:

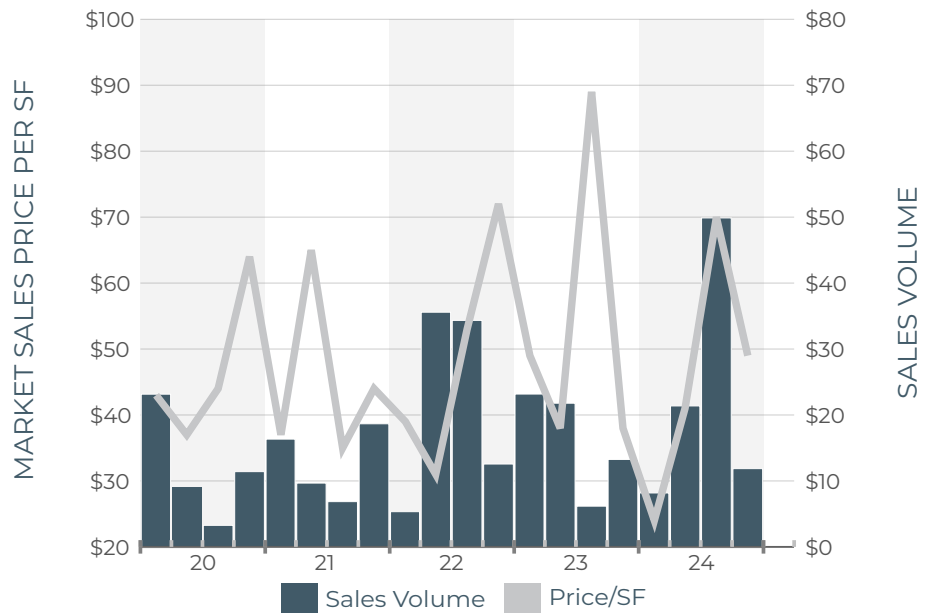
- Began the year with properties taking about 12.3 months to sell.
- Sales duration decreased to just over 10 months by year-end.
- Influenced by changing demands, infrastructural developments, and major projects.

Sales Volume and Market Sale Price PSF

- Started the year at \$25 per square foot, peaking at \$70 in Q3.
- Sales volume began at \$8.175 million, surged to \$49.88 million in Q3, then normalized to around \$11 million by Q4.
- Price and sales volume fluctuations reflect resilient demand and economic variability.

Vacancy/Market Rent PSF

- Vacancy rates decreased from 8% at the start of the year to 4% by the end.
- Market rents increased from \$8.10 to \$8.30 per square foot from Q1 to year-end.
- Driven by strong absorption rates, industry expansion, and economic trends.





► Investment Report

The investment real estate market in Northwest Indiana experienced notable fluctuations in cap rates during 2024, influenced significantly by the Federal Reserve's decision to cut interest rates. The year started with cap rates at 8.9%, reflecting a relatively stable investment climate. However, as interest rates dropped, cap rates declined to 7.6% by the end of the second quarter, making investments more appealing due to lower borrowing costs. Towards the end of the year, cap rates further decreased to 7.4%, driven by increasing economic uncertainties and a shift in investor sentiment towards risk aversion.

The year saw significant shifts in the investment property sales landscape, with initial strong pricing that eventually softened. Property prices began the year at an average of around \$100 per square foot, fell to \$83 per square foot by the second quarter due to robust demand, and then slightly rebounded to around \$85 per square foot by year-end as investor enthusiasm waned. This was mirrored in the total investment sales volume, which started robustly at nearly \$100 million but fell to \$25 million by the end of 2024, marking a steep 75% decrease.

Throughout 2024, the cumulative investment sales volume in Northwest Indiana highlighted a market adjusting to a myriad of external pressures. Starting the year with high expectations reflected in over \$115 million in sales, the market cooled significantly to just under \$300 million by the year's end. This trend underscores a growing caution among investors, driven by a mix of economic factors and a reevaluation of long-term strategies in the face of potential ongoing economic volatilities.

Investment Market Report

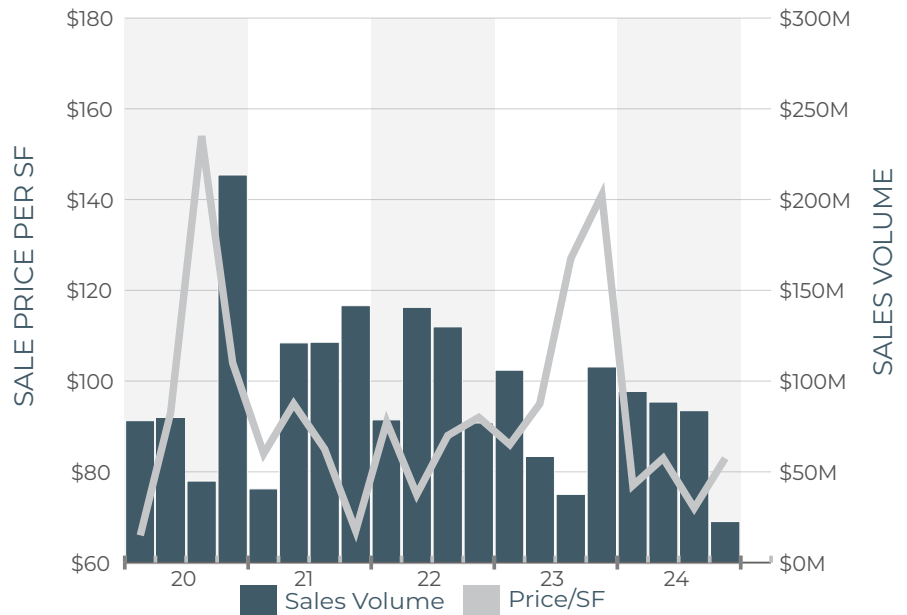
Cap Rate

- Started the year at 8.9%, reflecting a stable investment environment.
- Decreased to 7.6% by the end of the second quarter following Federal Reserve interest rate cuts.
- Further decreased to 7.4% by year-end, influenced by increasing economic uncertainties and a shift towards risk aversion.



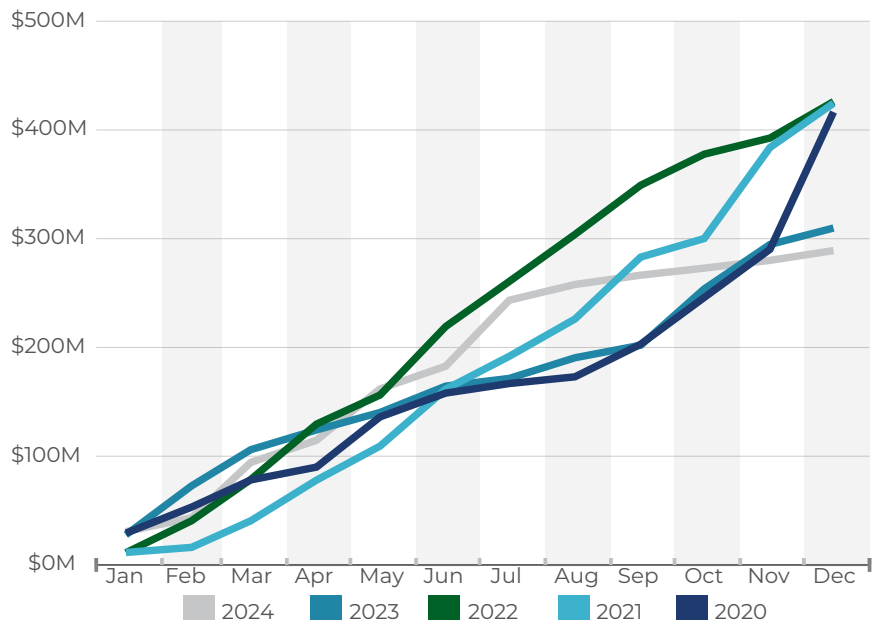
Sales Volume & Market Sale Price PSF

- Property prices started at \$100 per square foot and fell to \$83 per square foot by Q2 due to strong demand.
- Rebounded slightly to around \$85 per square foot by year-end.
- Total investment sales volume began robustly at nearly \$100 million but fell to \$25 million by the end of the year, marking a 75% decrease.



Cumulative Sales Volume

- Began the year with sales over \$115 million.
- Market adjusted with sales volume peaking just under \$300 million by year-end.
- Reflects growing investor caution and a reevaluation of strategies due to economic volatilities.



► Property Management Report

Not including evictions or leases that terminated early, we were able to collect 99.3% of base rents during the 2024 calendar year. Throughout the course of the year, five leases were terminated early for tenants going out of business.

As of December 31, 2024, 364 units out of 390 units managed in our commercial portfolio were under lease for a unit occupancy rate of 92.86%.

Common Area Maintenance charges can fluctuate drastically from one property to the next. For example, one property might have gas, electric, water and waste hauling paid for by landlord and charged back as part of CAM, while another property may have a tenant paying each of those expenses directly thus greatly skewing CAM numbers. CAM expenses between Lake and Porter County tended to fall within a similar range. Property taxes in Lake County were on average 32% higher than in Porter County. Property insurance costs are the fastest rising property expenses, the average increase was 17.2%

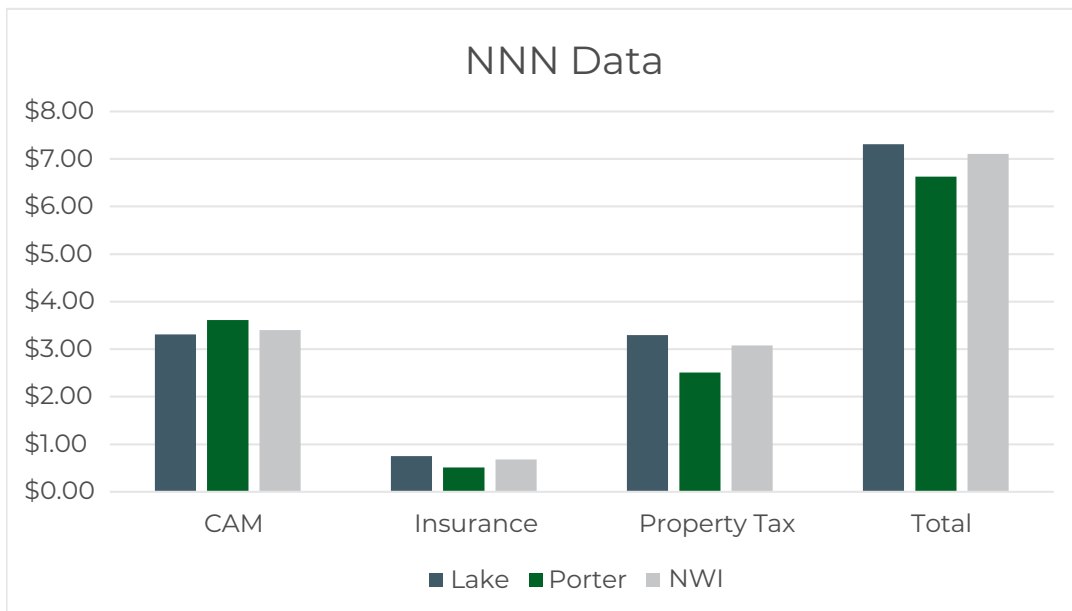
Property Management Market Report

Property Management Data

- 2024 Base Rents
- Base Rent Charges*: \$11,728,82.01
- Base Rent Collected*: \$11,646,354.38
- % Base Rent Collected*: 99.3%
- *Does not include evictions or early lease terminations
- Occupancy Rate: 85.75%

NNN Data

	CAM	Insurance	Property Tax	Total
Lake	\$3.31	\$0.75	\$3.30	\$7.31
Porter	\$3.61	\$0.51	\$2.51	\$6.63
NWI	\$3.40	\$0.68	\$3.08	\$7.11



▶ Market Facts

KEY FACTS

790,727
Population

40.5
Median Age

2.5
Average Household Size

\$73,529
Median Household Income

EDUCATION

8.3%
No High School Diploma

35.3%
High School Graduate

29.2%
Some College/
Associate's Degree

27.1%
Bachelor's/Grad/
Prof Degree

BUSINESS



26,310
Total Businesses



315,343
Total Employees

EMPLOYMENT

54.9%
White Collar

28.1%
Blue Collar

16.9%
Services

4.2%
Unemployment Rate

INCOME



\$73,529
Median Household Income



\$38,074
Per Capita Income



\$252,399
Median Net Worth

2024 Households by income (Esri)

The largest group: \$100,000 - \$149,999 (18.5%)

The smallest group: \$25,000 - \$34,999 (6.3%)

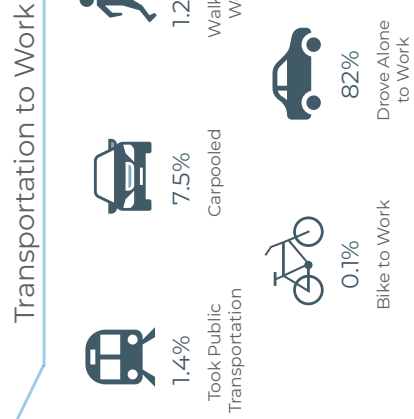
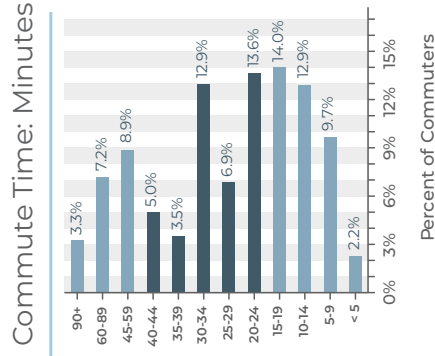
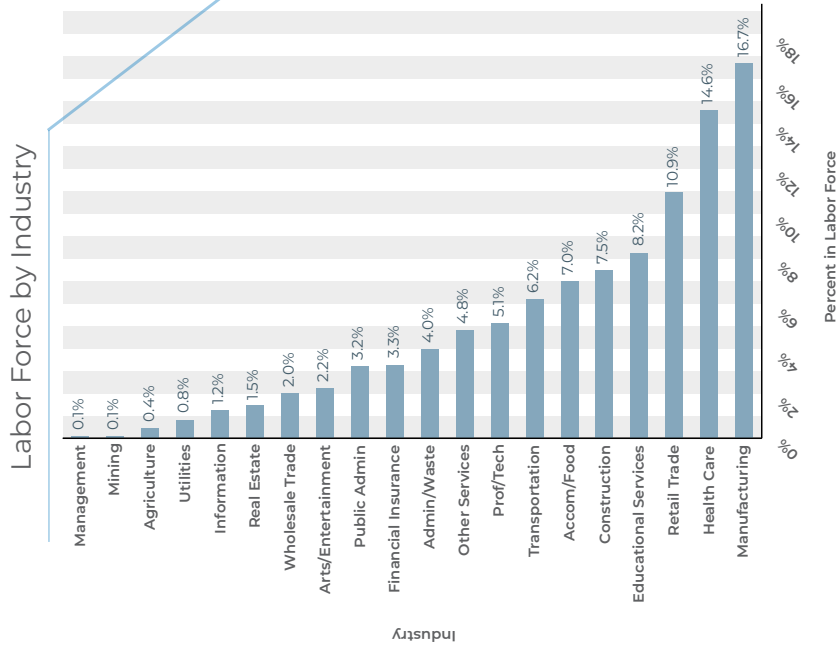
Indicator	Value	Diff	
<\$15,000	9.1%	+0.5%	
\$15,000 - \$24,999	6.5%	+0.1%	
\$25,000 - \$34,999	6.3%	-1.4%	
\$35,000 - \$49,999	11.2%	-0.8%	
\$50,000 - \$74,999	17.7%	+0.1%	
\$75,000 - \$99,999	14.6%	+0.3%	
\$100,000 - \$149,999	18.5%	+0.8%	
\$150,000 - \$199,999	8.5%	+0.3%	
\$200,000+	7.7%	+0.2%	

Bars show deviation from Indiana

Economic Development Profile

3 Counties

Geography: County



Employment

Workforce Overview

Businesses



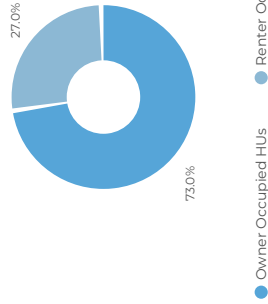
Source: This infographic contains data provided by Esri (2024), Esri+Data Axle (2024), ACS (2018-2022), Esri-U.S. BLS (2024), AGS (2024).

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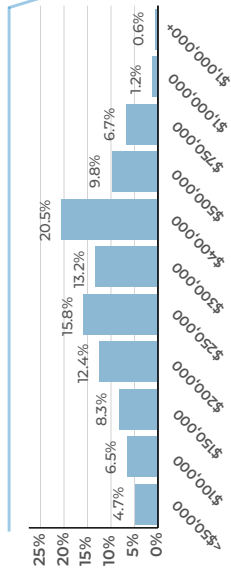
Economic Development Profile

3 Counties
Geography: County

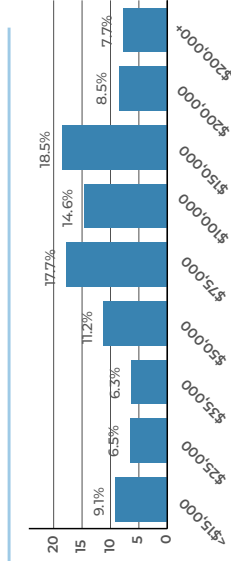
Home Ownership



Home Value



Household Income



Community Overview

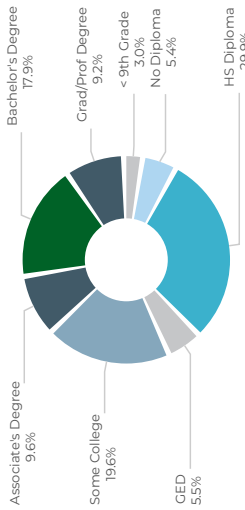
Key Facts

342,405	111	39,270
Total Housing Units	Housing Affordability Index	Households Below the Poverty Level
40.5	\$57,949	790,727
Median Age	Median Disposable Income	Total Population
87	68	89
Wealth Index	Diversity Index	Total Crime Index

Tapestry segments

6A Green Acres 35,241 households	11.3% of Households
12B Traditional Living 31,730 households	10.2% of Households
5D Rustbelt Traditions 29,457 households	9.4% of Households

Educational Attainment



Source: This infographic contains data provided by Esri (2024), Esri-Data Axle (2024), ACS (2018-2022), Esri-U.S. BLS (2024), AGS (2024).

► Sales Transactions

Property	Sale Date	Sales Price	Square Feet	Price/SF
101-109 W 79th Ave Merrillville, IN	5/29/2024	\$665,000	9,042	\$73.55
131 Ridge Rd Munster, IN	6/19/2024	\$635,000	7,920	\$80.18
1330 S Wisconsin Street, Hobart, IN	8/15/2024	\$3,600,00	16,300	\$220
2001 US Highway 41 Schererville, IN	10/30/2024	\$2,350,000	23,873	\$98.43

Significant Retail Sales Transactions:

Property	Sale Date	Sales Price	Acres	Price/SF
1171 Lions Drive, Burns Harbor, IN	4/1/2024	\$2,950,000	12.37	\$136.03
5020 US Hwy 6, Portage, IN	6/12/2024	\$2,600,000	4.93	\$128.14
8255 Georgia St, Merrillville, IN	10/28/2024	\$2,660,000	1.82	\$323.79
6349 Broadway Merrillville, IN	11/8/2024	\$1,047,375	3.52	\$90.93

Significant Industrial Sales Transactions:

Property	Sale Date	Sales Price	Square Feet	Price/SF
755 S 500 West La Porte, IN	1/31/2024	\$7,400,000	330,000	\$22.42
2100 Max Mochal Hwy Burns Harbor, IN	4/24/2024	\$12,000,000	16,000	\$75.00
4747 W State Road 2 La Porte, IN	5/16/2024	\$16,620,000	437,000	\$38.03
5032 Columbia Ave, Hammond, IN	11/15/2024	\$2,230,000	118,713	\$18.79

Significant Multifamily Sales Transactions:

Property	Sale Date	Sales Price	Units	Price/Unit
453 Golfview Blvd Valparaiso, IN	3/29/2024	\$28,500,000	240	\$118,750.00
2215 169th St. Hammond, IN	5/14/2024	\$3,570,000	24	\$148,542.00
3300 Portside, Portage, IN	5/27/24	\$14,279,000	432	\$33,053.00
76 E US Highway 6 Valparaiso, IN	7/11/2024	\$8,750,000	220	\$39,772.73

Significant Land Sales Transactions:

Property	Sale Date	Sales Price	Acres	Price/Acre
2969 Slover Rd Valparaiso, IN	4/19/2024	\$3,000,000	89	\$33,707.87
3300 Dickey Rd East Chicago, IN	5/21/2024	\$11,150,000	22	\$506,818.18
2105 W 181st Ave Lowell, IN	7/3/2024	\$7,000,000	234	\$29,914.53
1715 E 129th Ave Crown Point, IN	7/16/2024	\$6,000,000	70.43	\$85,190.97

► Terminology

Holdover Clause:

A lease clause requiring that if the tenant stays beyond the end of the lease without notice, the Landlord then has the right to increase the rental rate by a stipulated amount. I have seen this as low as 110% of the previous month's rent. However, I have also seen tenant's that have signed leases with as high as 200% of the previous month's rent. This is meant as a deterrent to not informing your landlord of your intentions and the reason why it is typically dramatically higher than exercising an option to renew.

Force Majeure:

is a French term that literally means "superior force." Until the most recent events of the COVID pandemic this was typically defined as events like acts of God (e.g., earthquake, tornado or flood), terrorism, or war. COVID could possibly be defined as within this clause. The interpretation could be applicable especially if the force majeure clause contains a "catch-all" statement. Even without it the clause could apply to certain obligations between the parties.

Gross Lease:

The landlord pays directly all operational and ownership costs connected with the building in a gross lease. These typically include property taxes, property insurance, and any number of expenses including but not limited to maintenance, landscaping, repairs, trash removal, and utilities. In a full-service lease, which is something very typical with US General Service Administration (GSA) leases and co-op spaces, the tenant pays one amount to the landlord on a monthly basis that includes all the items detailed above and can include utilities, phone systems, janitorial, and more. Landlords with gross leases must absorb all tax and insurance increases, repairs of short- and long-lived items, and capital expenditures over the entire term of the lease.

Double-Net (NN):

Typically, a Net-Net lease means in addition to the base rent, the tenant pays for property taxes, property insurance, and the landlord pays for maintenance, utilities, repairs, and capital expenditures. A double-net lease is sometimes referred to as a modified gross lease.

Triple-Net (NNN):

A triple-net lease calls for the tenant to assume all expenses of operating a property, including fixed and variable expenses and any common area maintenance that might apply, potentially including HVAC, plumbing, and electric systems. However, the landlord remains responsible for structural repairs, utility lines to the property, and sometimes site improvements, such as parking, landscaping, and site lighting.

Cap Rate:

Short for "capitalization rate," the cap rate refers to the ratio of Net Operating Income (NOI) to property asset value. For example, a building with a NOI of \$100,000 valued at a 8.00% Cap Rate is worth: $100,000 / 0.08 = \$1,250,000$

Letter of Intent (LOI):

A document outlining the preliminary commitment of one party to do business with another. The LOI outlines the terms of a prospective deal. LOIs are similar in content to term sheets and tend to be non-binding.

Load Factor (Loss Factor):

A load factor is a metric that compares the amount of space a tenant pays, referred to as Rentable Square Feet for, in a commercial lease versus the amount of space they actually use, referred to as Usable Square Feet.

► Our Team



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