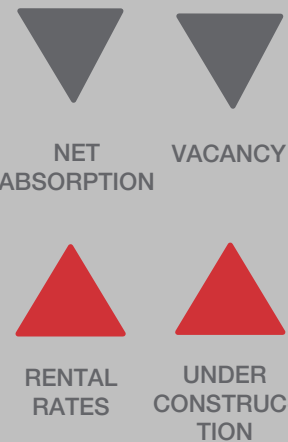


Quarterly Statistics

3Q22 vs. 3Q21



ST. LOUIS INDUSTRIAL | MARKET BUZZ

Even with the slowing economy over the last six months, the St. Louis industrial market remains strong. We are continuing to see strong demand with limited supply throughout the market. Vacancies in the metro area have remained steady with only a slight decrease below the 10-year average as of 3Q22 with a rate of 3.0%.

Leasing continued to show strength throughout the last year with rent growth increasing nearly 10% with the average market rent close to \$7.00/SF. Several noteworthy leases were inked in 3Q22 including Geodis and IMC Outdoor leasing nearly 400,000 SF each at Gateway Commerce Center Drive.

From a sales perspective, the average price per square foot has increased to \$72.00/SF with close to 500 deals closed in the past year. That price has soared, rising by more than 10% over 2021, yet that price is a large discount relative to the United States average. Market cap rates have dropped since last year, reporting the lowest cap rates seen in Saint Louis during the past five years. The cap rates are structurally higher here than those across the country. With rising interest rates, it will be interesting to see what the impact is on Cap Rates.

Source: CoStar

The NAI DESCO Industrial Brokerage Group



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Recent Transactions

Noel Fehr represented 54 Weldon, LLC in the lease of a 32,000 SF industrial space at 54 Weldon Parkway in Maryland Heights

Meghan Donovan and Bill Barnes represented Marietta Properties, LLC in the sale of 19,074 SF of industrial space at 40 N. Rock Hill Road in Webster Groves

Tim Cribbin and John Sheahan represented Foster Acquisition Corporation in the lease of a 28,644 SF of industrial space at 4329 Green Ash Drive in Earth City

Michelle Miller and Tony Salerno represented Miniature Holdings, LLC in the sale of a 53,500 SF industrial building at 9610 Continental Industrial Drive in St. Louis

John Sheahan represented Golden Funds I, LLC in the sale of a 17,280 SF industrial building at 4605 World Parkway Circle in Berkeley, MO

Noel Fehr and Tim Cribbin represented Quest Graphics, LLC in the lease of a 30,000 SF industrial space at 2320 Schuetz Road in Maryland Heights

Alex Beck, Michelle Miller and Dan Hayes represented ILCARRICOTWO, LLC in the sale of a 40,800 SF industrial building at 2325 Benton Road in Mount Vernon, IL

John Sheahan & Bill Barnes represented D&D Distributors, LLLP in the sale of a 135,419 SF industrial building at 2340 Millpark Dr. & 1 Millpark Ct. in Maryland Heights, MO



6800 Odell Street, St. Louis, MO

SUBMARKET	St. Louis City
SIZE	17,055 SF
SALE PRICE	\$690,000
CONTACT	Tim Cribbin 314-994-4448

Office/warehouse building on 0.62 acres, +/- 1,800 sf office finish (5 offices), 13'-5" clear ceiling height, 3 docks, 3 phase power, zoned J Industrial District in the City of St. Louis.



527 & 535 Trade Center Blvd., Chesterfield, MO

SUBMARKET	West County
SIZE	40,300 SF
SALE PRICE	Contact Broker
LEASE RATE	\$10.75 PSF, NNN
CONTACT	Noel Fehr 314-994-4953

Manufacturing building on 3.36 acres, +/- 10,000 sf finished area, 100% HVAC, 19' clear ceilings, 1200 amp service, 1-5 ton crane, 5 docks, 1 ramped drive-in door, new roof October 2020.



12901 Enterprise Way, Bridgeton, MO

SUBMARKET	North County
SIZE	54,034 SF
SALE PRICE	Contact Broker
LEASE RATE	Contact Broker
CONTACT	Brian Schnuck 314-994-2321

8 bay truck maintenance facility, 5 drive through bays, 1 drive through truck and trailer wash, 1 drive in lube/service pit, exhaust containment system, break/fitness facilities.



5757 Manchester Road, St. Louis, MO

SUBMARKET	St. Louis City
SIZE	25,846 SF
SALE PRICE	\$2,150,000
CONTACT	Michelle Miller 314-994-4944 Meghan Donovan 314-994-2320

24,846 sf office/warehouse building on 1 ac, 10% office finish, 20,785 sf warehouse with 40+/-% air conditioned, 2 drive-in doors, 1 dock with leveler, +/-5,000 sf fenced outside storage.



3636 Tree Court Industrial Boulevard, St. Louis, MO

SUBMARKET	St. Louis County (unincorporated)
SIZE	59,400 SF
SALE PRICE	\$2,600,000
LEASE RATE	\$3.75 PSF, NNN
CONTACT	John Sheahan 314-994-4176 Michelle Miller 314-994-4944

9,360 sf office, 17'6"-18'6" clear ceiling, 12 docks, 1 side loading door, 3 phase electric, fully wet sprinklered, ample parking, 2.55 acre site.

Sale Comps

The next two pages provide recent industrial sale comps in the St. Louis metropolitan area. For more information contact any NAI DESCO Industrial Group broker.

ST. CHARLES COUNTY

1 TNT Crust, LLC purchased a 96,825 SF warehouse at **3850 Millstone Parkway** for \$30,000,000 (**\$309.84 psf**)

2 Castle Black, LLC purchased an 8,100 SF warehouse at **938-942 Hemsath Rd** for \$795,000 (**\$98.15 psf**)

WEST COUNTY

1 Innovative Group Holdings, LLC purchased an 18,730 SF warehouse at **3630 Scarlet Oak Blvd** for \$687,500 (**\$36.70 psf**)

2 Red Bird, LLC purchased a 20,000 SF warehouse at **140 Workman Ct** for \$1,450,000 (**\$72.50 psf**)

EARTH CITY / NORTH CO

1 Braxton and Bryce Perry purchased a 7,100 SF warehouse at **11360 Larimore Rd** for \$237,500 (**\$33.45 psf**)

2 Golden Funds I, LLC purchased a 17,280 SF warehouse at **4605 World Parkway Circle** for \$1,027,237 (**\$59.45 psf**)

3 A Goetz & Son, Inc. purchased a 27,144 SF warehouse at **4782 Park 370 Blvd** for \$6,000,000 (**\$221.04psf**)

WESTPORT / MARYLAND HEIGHTS

1 IPX 128 Millwell, LLC purchased a 27,115 SF warehouse at **128 Millwell Dr** for \$2,150,000 (**\$79.29 psf**)

2 220/201 Millwell, LLC purchased a 20,533 SF warehouse at **600 Harding Ave** for \$4,700,000 (**\$228.90 psf**)

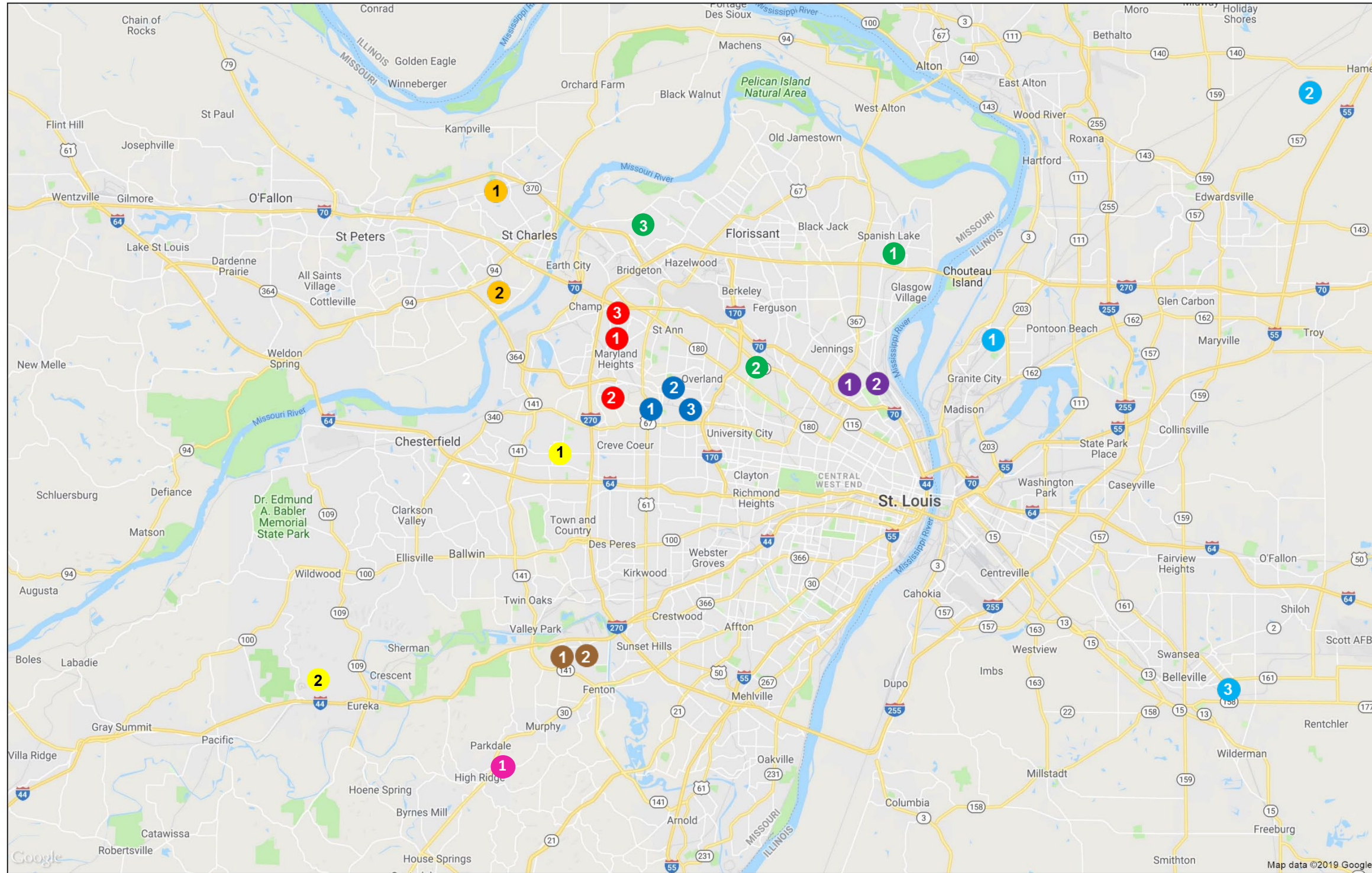
3 Wallis Oil, Inc. purchased a 29,376 SF warehouse at **815 Fee Fee Rd** for \$2,420,000 (**\$82.52 psf**)

ILLINOIS

1 Wieland North America purchased a 450,938 SF warehouse at **3101 Missouri Ave** for \$8,780,000 (**\$19.47 psf**)

2 Livingston Pipe & Tube, Inc. purchased a 132,450 SF warehouse at **1700 Tubular Steel Rd** for \$2,575,000 (**\$19.44 psf**)

3 BND Holdings, LLC purchased a 30,973 SF warehouse at **11 Premier Dr** for \$800,000 (**\$25.83 psf**)



ST. LOUIS CITY

1 Agree Development, LLC purchased a 5,275 SF warehouse at **1-2 Luther Ave** for \$890,000 (**\$168.72 psf**)

2 Kumagai Hall Street, LLC purchased a 163,490 SF warehouse at **6501 Hall St** for \$10,473,750 (**\$64.06 psf**)

CENTRAL COUNTY

1 AV Developments, LLC purchased a 9,836 SF warehouse at **10407 Trenton Ave** for \$615,000 (**\$62.53 psf**)

2 Silver Properties MO, LLC purchased a 43,187 SF warehouse at **1540 Fairview Ave** for \$3,900,000 (**\$90.30 psf**)

3 DGI Woodson, LLC purchased a 52,410 SF warehouse at **1616 Woodson Rd** for \$4,500,000 (**\$85.86 psf**)

FENTON / SOUTH COUNTY

1 Watson Home Properties, LLC purchased a 12,134 SF warehouse at **1610 Larkin Williams Rd** for \$1,213,400 (**\$100 psf**)

2 Southwest 2017, LLC purchased a 60,746 SF warehouse at **1711 Chase Dr** for \$3,399,000 (**\$55.95 psf**)

JEFFERSON / FRANKLIN COUNTIES

1 Pace-Hunning Road Associates, LLC purchased a 4,784 SF warehouse at **5359 Hunning Rd** for \$295,000 (**\$61.66 psf**)