

Quarterly Statistics

4Q20 vs. 1Q21



NET ABSORPTION



VACANCY



RENTAL RATES



UNDER CONSTRUCTION

ST. LOUIS INDUSTRIAL | MARKET BUZZ

The St. Louis industrial market remains fairly healthy, although the economic crisis has certainly been felt across the metro. Net absorption finished 2020 at over 1.2 million SF in net move-ins, a large uptick over net absorption totals from 2019. While absorption totals in 2020 were solid considering the economic strain from the pandemic, they were about one million SF lower than the St. Louis historical average. Leasing continued to show strength at the end of last year and several larger leases were inked in 20Q3 & 20Q4. Patriot Machine Inc. signed an 142,000 SF lease to move into their new St. Charles HQ upon its completion in early 2021. Also, Elite Printing and Packaging Inc. signed to occupy 124,813 SF in the North County Submarket. Leasing activity thus far in the fourth quarter is exceeded totals from the third quarter and over 1.5 million SF in leasing was recorded.

Close to 2.8 million SF is under construction, representing about 0.9% of total metro inventory. About half of the pipeline is pre-leased, an effect of the purpose-built nature of the largest project. However, well over one million SF of under construction inventory currently remains available. Construction delays have not severely inhibited projects from completing in the St. Louis metro, and over 2.4 million SF delivered in 2020. Rent growth last year totaled 1.8%, slightly above the St. Louis historical average. While rent growth was strong in 2019, the pace had been slowing entering this year. Going forward, the Base Case scenario calls for rent growth to pick up in 2021, growing by 3.5% by year end. Investment volume was solid last year, as reductions in investment early in the year were balanced by a second half surge. Pricing remains fairly stable, and the Base Case scenario has prices rebounding in mid-2021.

Source: CoStar

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Recent Transactions

**John Sheahan & Bill Barnes** represented Amteco Redevelopment Corp in the sale of a 38,260 SF industrial building at 1100 Jefferson Street in Pacific

**Kevin McKeon** represented New Balance Athletic Shoe, Inc. in the lease of a 124,700 SF office space at 13600 Shoreline Dr in Earth City

**Noel Fehr** represented KSGMGP Development, LLC in the sale of a 16,146 SF industrial building at 9781 Green Park Industrial Dr in Green Park

**Noel Fehr** represented KSGMGP Development, LLC in the sale of a 22,248 SF industrial building at 9779 Green Park Industrial Dr in Green Park

**Dan Hayes** represented Team Hoover, LLC in the sale of a 26,846 SF industrial building at 633 Goddard Ave in Chesterfield

**Michelle Miller & John Sheahan** represented 10415 Trenton, LLC in the sale of a 12,750 SF industrial building at 10415 Trenton Ave in Overland



Office/warehouse building on 3 acres, 18' clear ceiling height, 4 docks and 5 drive-in doors, great access to I-44 and I-270, delivery 1Q 2021.

70-82 Larkin Williams Industrial Ct, Fenton MO

SUBMARKET	South County
SIZE	7,500-22,500 SF
LEASE RATE	Contact Broker
CONTACT	Dan Hayes 314-994-4068 Bob Staniforth 314-994-4800



All new warehouse HVAC systems, LED lighting, 3 docks, 2 oversized drive-ins, 1,300 sf renovated office, heavy electric, wet sprinklered, highway visibility at I-70 Innsbrook exit,

301 N Locust Street, Wright City MO

SUBMARKET	Warren County
SIZE	34,186 SF
SALE PRICE	\$1,350,000
LEASE RATE	\$3.95 psf, NNN
CONTACT	Bob Staniforth 314-994-4800



Lot 34 Research Park Dr, St. Charles MO

SUBMARKET	St. Charles County
SIZE	8.02 Acres
SALE PRICE	\$2,620,134 (\$7.50 psf)
CONTACT	Noel Fehr, CCIM 314-994-4953



Adjacent to Missouri Bluffs Golf Course, potential multi-family or senior living, ideal for high tech pharma, bio science, service center, lab, data center, or office campus, north of Whitaker homes development, zoned "HTCD" High Tech Corridor District, 1 mile from Chesterfield Valley.

18249 Quarry Rd, Warrenton, MO 63383

SUBMARKET	Warren County
SIZE	261,28 SF
SALE PRICE	\$8,700,000
CONTACT	John Sheahan 314-994-4176



Freezer/cooler facility, 3,780 sf office, 257,509 sf warehouse, 155,902 sf freezer space, 27,362 sf cooler space, 21,322 sf cooler space, 6,762 sf convertible cooler, 7,059 ice cream freezer, 8,115 sf shop, 30'-38' ceiling, 26 docks, 38.55 acres, diesel powered back-up generator.

11901 Dorsett Rd, Maryland Heights MO

SUBMARKET	North County
SIZE	17,0029 SF
SALE PRICE	\$1,275,000
CONTACT	John Sheahan 314-994-4176 Peter Sheahan 314-994-4081

Office/warehouse, approx. 30% office, 13'6"-14'5" ceiling, 3 docks, production area fully air-conditioned, 3 phase 208v 600 amp service, well maintained West Port building, .83 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

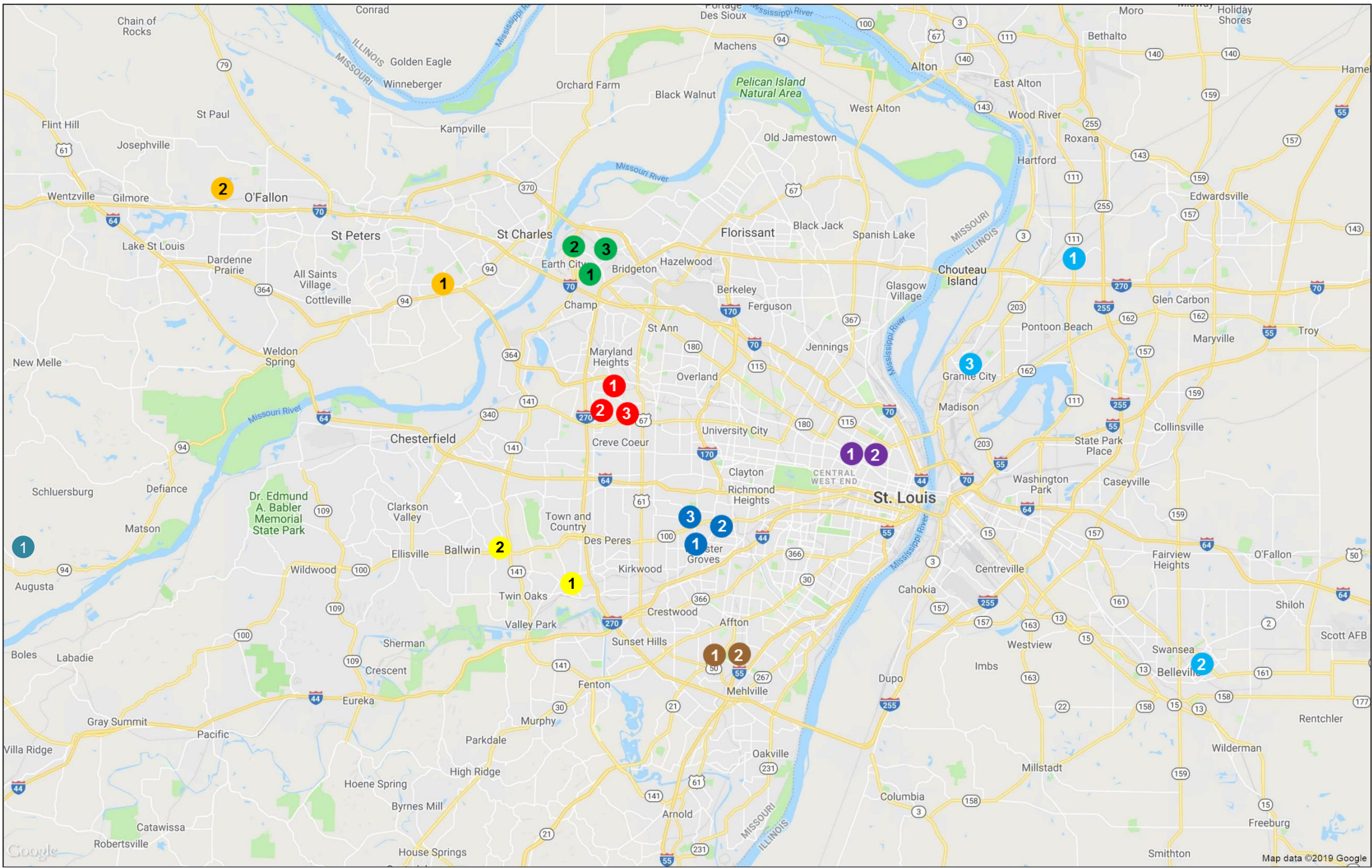
- 1 Holtec Gas Systems purchased a 50,000 SF warehouse at **979 Portwest Dr** for \$2,665,000 (**\$53.30 psf**)
- 2 865 Hoff Road, LLC purchased a 122,599 SF warehouse at **865 Hoff Rd** for \$2,124,548 (**\$17.33 psf**)

WEST COUNTY

- 1 Davlan, Inc. purchased a 60,868 SF warehouse at **3637 Scarlet Oak Blvd** for \$2,556,456 (**\$42.00 psf**)
- 2 Midwest Petroleum Corp purchased a 11,334 SF warehouse at **140 Old Meramec Station Rd** for \$540,000 (**\$47.64 psf**)

EARTH CITY / NORTH CO

- 1 Regal Supply Co purchased a 21,500 SF warehouse at **4150 Galley Ct** for \$1,350,000 (**\$62.79 psf**)
- 2 Kumagai Rider Trail, LLC purchased a 40,119 SF warehouse at **13695 Rider Trail North** for \$5,062,500 (**\$126.19 psf**)
- 3 Millennium purchased a 58,520 SF warehouse at **3906-3910 Ventures Way** for \$3,100,000 (**\$52.97 psf**)



WESTPORT / MARYLAND HEIGHTS

- 1 AMB Property, LLC purchased a 63,540 SF warehouse at **2465 Centerline Ind. Dr** for \$3,969,000 (**\$62.46 psf**)
- 2 RHO, Inc. purchased a 75,600 SF ind/manuf. at **2337 Centerline Ind. Dr** for \$4,100,000 (**\$54.23 psf**)
- 3 Wexford Labs, Inc. purchased a 97,000 SF warehouse at **2316-2324 Schuetz Rd** for \$6,000,000 (**\$61.86 psf**)

ILLINOIS

- 1 Exeter 3 Gateway Commerce, LP purchased a 806,000 SF distribution center at **3 Gateway Commerce Dr E** for \$37,900,000 (**\$47.02 psf**)
- 2 100 Florida Ave, LLC purchased a 86,332 SF industrial building at **100 N Florida Ave** for \$636,000 (**\$7.37 psf**)
- 3 Metro East Industries, LLC purchased a 79,200 SF warehouse at **1100 Niedringhaus Ave** for \$599,000 (**\$7.56 psf**)

ST. LOUIS CITY

- 1 Plymouth STL Commerce Center purchased a 150,106 SF warehouse at **909-1019 N. 20th St** for \$8,319,536 (**\$55.42 psf**)
- 2 Plymouth STL Commerce Center MO, LLC purchased a 337,044 SF warehouse at **1020 N 23rd St** for \$18,680,464 (**\$55.42 psf**)

CENTRAL COUNTY

- 1 Millman Lumber purchased a 27,648 SF warehouse at **2647 Rock Hill Industrial Ct** for \$1,350,000 (**\$48.83 psf**)
- 2 Hoffman Real Estate, LLC purchased a 62,204 SF warehouse at **1002-1010 Hanley Industrial Ct** for \$2,781,250 (**\$44.71 psf**)
- 3 Bamboo Equity Partners purchased a 20,000 SF warehouse at **850-858 Hanley Industrial Ct** for \$1,409,454 (**\$70.47 psf**)

FENTON / SOUTH COUNTY

- 1 McCay Tool & Engineering Co purchased a 22,248 SF warehouse at **9779 Green Park Industrial Dr** for \$1,925,000 (**\$86.52 psf**)
- 2 Ohlendorf Green Park Holdings, LLC purchased a 16,146 SF warehouse at **9781 Green Park Industrial Dr** for \$1,450,000 (**\$89.81 psf**)

JEFFERSON / FRANKLIN COUNTIES

- 1 WEG Transformers USA, LLC purchased a 146,899 SF ind/mfg at **6350 Bluff Rd** for \$6,700,000 (**\$45.61 psf**)