

FOR IMMEDIATE RELEASE

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**NAI DESCO Completes 27.34-Acre Land Sale for New
Costco Development in Lake St. Louis**

LAKE ST. LOUIS, MO — NAI DESCO is pleased to announce the closing of a 27.34-acre land sale to Costco Wholesale for the development of a new Costco location in Lake St. Louis, Missouri.

Jeffrey Sanders, Vice President with NAI DESCO, represented the seller, MRNF, Inc., in the transaction, which closed July 6, 2026.

Located along Lake St. Louis Boulevard near Hawk Ridge Circle and Interstate 64, the property will accommodate a nearly 200,000-square-foot Costco facility. Plans include the traditional Costco warehouse operation as well as a Market Delivery Operations component designed to support local delivery of larger merchandise.

The closing represents the culmination of a long-term assignment for NAI DESCO. Jeff first met with a member of the ownership family in February 2019 regarding the property, part of a larger 177-acre tract acquired by the seller in 1994. The Costco letter of intent was submitted in November 2024.

“This transaction was really about patience, trust and guiding our client through a very complex process,” said Jeff. “The ownership family is based in Bangkok, Thailand, so building that relationship from halfway around the world took time. It was extremely rewarding to help them navigate all of the hurdles and ultimately bring a project of this significance to closing.”

Among those hurdles were substantial infrastructure requirements associated with the development. Planned improvements to Lake St. Louis Boulevard include additional lanes, two signalized intersections and new roadway access. The process required extensive coordination involving engineering design, permanent and temporary construction easements and negotiations related to the improvements. The preliminary plans illustrate the new traffic signals, turn lanes and roadway extension serving the Costco site.

The site's proximity to Interstate 64, combined with continued population growth in Lake St. Louis and surrounding St. Charles County communities, helped make the property attractive for the project.

"The impact goes well beyond the Costco site itself," Jeff added. "A retailer of this scale can be a catalyst for commercial activity. We're already seeing properties that sat vacant for years being purchased or placed under contract as businesses anticipate the additional traffic and growth this project will bring."

The new Costco will become the sixth Costco location in the St. Louis region.



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About NAI DESCO

NAI DESCO is a St. Louis-based commercial real estate firm specializing in brokerage, property management, and investment advisory services across Missouri and Central and Southern Illinois. Since 2000, the firm has built its reputation on delivering results, earning client trust, and maintaining long-term relationships across office, industrial, retail, medical, and investment properties.

As a member of [NAI Global](http://www.naiglobal.com), NAI DESCO combines deep local market expertise with the reach of a worldwide network of more than 325 offices and 5,800 professionals, completing over \$20 billion in transactions annually.

To learn more, visit www.naidesco.com.