



Q2 2019

Retail Market Report

MARKET TRENDS

Compared to Previous Quarter

Vacancy Rate



Net Absorption



Rental Rates



Construction



NEW AROUND TOWN

Club Fitness - Maplewood
 Schlotzsky's - Chesterfield
 Twisted Ranch - The Grove
 Sugarfire Smokehouse - Edwardsville, IL
 Hi-Pointe Drive-In - Downtown
 Aldi - Ellisville
 Fields Foods - Dogtown West
 Bemiston Cocktail Club - Clayton
 Fox Fire Restaurant & Grill - Delmar Loop
 Salt & Smoke - St. Charles
 Prime 55 Restaurant & Lounge
 - Delmar Loop

RECENT CLOSINGS

Lucha Mexican Soul Food - Midtown
 Reeds American Table - Manchester
 Fred & Ricky's
 - Creve Coeur & Maryland Heights
 Cork & Barrel - St. Peters
 Down Under Restaurant & Pub - Des Peres
 Brazie's Restaurant - The Hill
 Scape American Bistro - Central West End

The overall retail vacancy rate for the St. Louis market has shown no real change so far in 2019. The overall vacancy rate ended second quarter 2019 at 4.6%, compared to 4.5% at the end of first quarter 2019. Although many national retailers have announced closures and future quarters may be affected, there has been little change over the last 2 years in the overall vacancy rate; the vacancy rates have remained between 4.5% - 5%.

There was negative 112,664 square feet of overall retail space absorbed in the second quarter 2019. Dress Barn announced it would be closing all 650 stores in the U.S. including 10 in the area; Party City announced they would be closing 45 stores, Creve Coeur Camera announced they are closing their last remaining location; and St. Louis Premium Outlets in Hazelwood announced they would be closing everything except Cabella's and the Ice Zone, with plans to create a new POWERplex sports complex.

The average quoted rental rates in the St. Louis overall retail market showed a slight improvement this quarter, ending the second quarter 2019 at \$13.04 per square foot per year, compared to \$12.97 per square foot at the end of the first quarter 2019.

Eight buildings totaling 33,655 square feet were delivered in the second quarter 2019. There were still 724,298 square feet of retail space remaining under construction at the end of the second quarter 2019, including The City Foundry in the St. Louis submarket and the former Shriners Hospital site in the Central St. Louis County submarket.

Market	Existing Inventory			Vacancy		YTD		Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Bond County	67	453,271	40	40	0.0%	10,148	0	0	-
Calhoun County	6	25,826	0	0	0.0%	0	0	0	-
Chesterfield	188	7,013,856	288,661	290,971	4.1%	13,262	5,200	0	\$16.46
Clinton County	120	1,357,128	115,782	115,782	8.5%	(13,905)	8,500	0	\$5.13
Crawford County	94	639,921	8,452	8,452	1.3%	0	0	0	\$10.00
Franklin County	522	5,271,713	124,344	124,344	2.4%	(9,630)	0	0	\$10.10
Jefferson County	199	2,153,565	69,245	69,245	3.2%	(6,545)	1,200	0	\$12.60
Jersey County	80	896,563	17,588	17,588	2.0%	1,718	0	0	\$7.76
Lincoln County	135	1,305,231	42,348	42,348	3.2%	3,236	2,200	0	\$12.33
Macoupin County	167	1,339,856	9,284	9,284	0.7%	(6,000)	0	0	\$8.00
Metro East Illinois	1,298	16,644,263	622,304	623,448	3.7%	51,119	5,000	0	\$13.24
Mid County	1,048	16,878,857	457,804	485,735	2.9%	(62,675)	20,596	120,000	\$20.27
NE Metro Illinois	982	11,467,488	538,201	613,111	5.3%	(82,155)	0	160,600	\$10.73
North County	497	8,031,004	453,076	570,507	7.1%	(8,974)	3,809	2,640	\$10.44
Northwest County	1,082	14,332,784	738,110	794,874	5.5%	25,799	0	2,476	\$11.06
Outer Jefferson Cnty.	212	2,322,183	67,972	67,972	2.9%	2,868	0	0	\$9.07
Outer Metro Illinois	155	1,376,345	15,954	15,954	1.1%	(1,858)	0	0	\$13.84
Outer Monroe Cnty.	8	45,305	0	0	0.0%	0	0	0	-
Outer St. Charles Cnty.	151	2,164,154	35,232	35,232	1.6%	(9,236)	0	5,200	\$12.40
Outer St. Louis Cnty.	90	1,121,666	70,909	70,909	6.3%	0	0	0	\$11.46
SE Metro Illinois	271	2,923,030	282,505	282,505	9.7%	(11,793)	0	0	\$10.19
South County	623	11,292,875	631,785	689,659	6.1%	24,210	0	0	\$13.40
Southwest County	646	9,685,169	495,042	495,042	5.1%	(14,110)	4,400	0	\$13.05
St. Charles County	491	7,498,458	375,051	380,551	5.1%	20,304	0	37,726	\$12.86
St. Charles Region	902	13,030,941	547,052	548,305	4.2%	(8,170)	10,924	0	\$12.51
St. Louis City North	671	9,390,240	298,530	298,530	3.2%	41,954	0	391,200	\$14.24
St. Louis City South	1,667	11,074,145	373,811	373,811	3.4%	(32,985)	2,913	0	\$13.42
Warren County	119	1,040,305	98,176	98,176	9.4%	(1,200)	0	4,456	\$11.31
West County	541	10,704,291	607,753	765,264	7.1%	(38,046)	0	0	\$16.29
Totals	13,032	171,480,433	7,384,651	7,887,279	4.6%	(112,664)	64,742	724,298	\$13.04



RECENT MARKET TRANSACTIONS

Tenant Name	Building	SF	Submarket
Burlington	The Promenade at Brentwood	43,251	Mid County
Blessed Threads Thrift Store	3463 Nameoki Rd.	11,800	NE Metro Illinois
Dollar Tree*	1-125 Plaza Drive	15,840	Metro East Illinois
Rokita Dance Studio	505-555 Salt Lick Rd.	6,909	St. Charles County
Dancing Dogs	14334-36 Manchester Rd.	5,002	West County

*Renewal

FEATURED PROPERTY



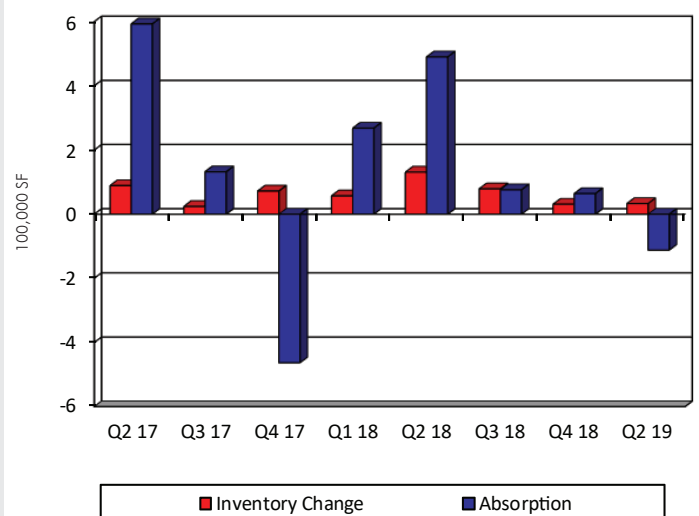
9826-9844 Clayton Road
Ladue, Missouri 63124

- 9,565 SF Neighborhood Retail Center Available For Sale
- Situated on .73 Acres in the Heart of Ladue
- Located within the Ladue Market Place
- Fully-Leased, Mostly Long-Term Community Known Tenants
- 65 Surface Parking Spaces
- Sale Price: \$6,250,000

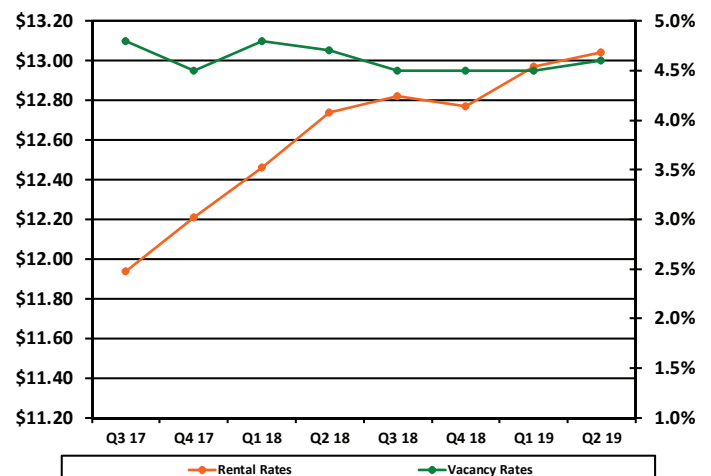
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Overall Retail Inventory & Absorption



Overall Retail Rental Rates & Vacancy Rates



*Disclaimer: All information is collected from CoStar Group at the end of 2nd Quarter. All information is subject to change. Updated numbers for past quarters reflect CoStar's ongoing research for the most accurate market information.