



Q4 2013

Retail Market Report

MARKET TRENDS

Vacancy Rate



Net Absorption



Rental Rates



Construction



NEW AROUND TOWN

Sub Zero Cryotherapy - Chesterfield

Lane Bryant - Brentwood

Five Below - Sunset Hills

Cooper's Hawk Winery

- Town & Country

PotBelly's - Clayton

The Whiskey Ring - Downtown

Strange Donuts - Maplewood

RECENT CLOSINGS

McAlister's - Clayton

JC Penney's Outlet

- North County

Genghis Grill - Ellisville

Cini Italian Chow - Ladue

EJ's Shoes - Richmond Heights

Macaroni Grill - Creve Coeur

The retail vacancy rate in the St. Louis market area slightly decreased to 8.3% at the end of the fourth quarter 2013. The vacancy rate was 8.4% at the end of third quarter 2013.

Retail net absorption in St. Louis decreased for the fourth quarter 2013 with positive 109,546 square feet absorbed. In the third quarter 2013, net absorption was positive 855,450 square feet.

During the fourth quarter 2013, one new building totalling 9,600 square feet was delivered and 130,808 square feet were still under construction. Third quarter 2013 delivered five new buildings totaling 697,800 square feet. Over the past four quarters, a total of 738,228 square feet of retail space has been built in St. Louis.

Average quoted rental rates in the St. Louis retail market are up over previous quarter levels and down from their levels four quarters ago. Quoted rents ended the fourth quarter 2013 at \$12.06 per square foot per year. That compares to \$11.95 per square foot in the third quarter 2013.

TOTAL RETAIL MARKET STATISTICS

Market	Existing Inventory		Vacancy		Vac %	YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Bids	Total GLA	Direct SF	Total SF					
Calhoun County	2	3,245	0	0	0.0%	0	0	0	\$0.00
Chesterfield Region	170	6,249,953	220,372	220,372	3.5%	716,680	660,000	0	\$16.17
Franklin County	374	4,311,491	259,529	259,529	6.0%	11,048	3,000	0	\$8.64
Jefferson County	137	1,448,145	106,570	106,570	7.4%	(24,983)	0	0	\$12.61
Lincoln County	81	948,395	105,745	105,745	11.1%	18,806	0	0	\$12.07
Metro East Illinois	1,019	14,867,210	1,105,283	1,114,783	7.5%	110,478	30,711	0	\$11.21
Mid County	893	15,607,626	870,516	879,232	5.6%	137,939	0	34,880	\$16.22
NE Metro Illinois	756	10,026,384	517,788	517,788	5.2%	39,123	12,000	0	\$10.90
North County	444	7,969,134	854,570	877,850	11.0%	30,808	0	0	\$10.79
Northwest County	942	15,101,528	2,426,641	2,448,238	16.2%	119,350	4,000	0	\$10.29
Outer Jefferson Cnty	130	1,665,344	87,663	87,663	5.3%	(3,180)	0	0	\$7.04
Outer Metro Illinois	101	856,711	27,764	27,764	3.2%	(4,401)	0	0	\$12.68
Outer Monroe County	6	33,303	0	0	0.0%	0	0	0	\$0.00
Outer St Charles Cnty	114	1,889,396	38,685	38,685	2.0%	6,279	0	0	\$10.60
Outer St Louis County	75	1,138,727	162,409	162,409	14.3%	(67,118)	0	23,000	\$10.66
SE Metro Illinois	178	2,082,335	235,715	235,715	11.3%	16,832	0	21,600	\$9.50
South County	545	11,919,613	1,114,275	1,114,275	9.3%	(26,977)	0	4,317	\$11.96
Southwest County	576	9,340,182	887,527	889,317	9.5%	(79,182)	25,000	0	\$11.49
St Charles County	400	7,701,614	703,215	729,160	9.5%	41,018	0	8,731	\$13.33
St Charles Region	747	11,040,348	834,747	834,747	7.6%	154,746	0	0	\$11.26
St Louis City North	553	8,170,233	746,950	746,950	9.1%	(171,117)	0	28,280	\$14.31
St Louis City South	1,489	10,074,420	388,885	388,885	3.9%	57,668	3,517	10,000	\$11.02
West County	499	10,747,793	966,977	978,098	9.1%	67,044	0	0	\$13.63
Totals	10,231	153,193,130	12,661,826	12,763,775	8.3%	1,150,861	738,228	130,808	\$12.06

Source: CoStar Property®



RECENT MARKET TRANSACTIONS

Tenant Name	Building	SF	Submarket
Hobby Lobby	Orchard Bend Shopping Center	50,000	Northwest County Retail
Aaron's Inc	9901 Watson Road	8,037	South County Retail
Wild Smoke BBQ	Westgate Centre	5,190	West County Retail
MTJ Soulard LLC	908 Lafayette Avenue	3,900	St. Louis City Retail

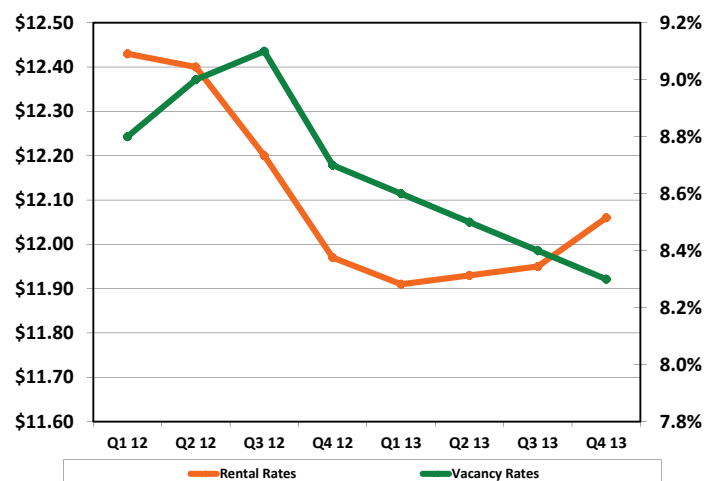
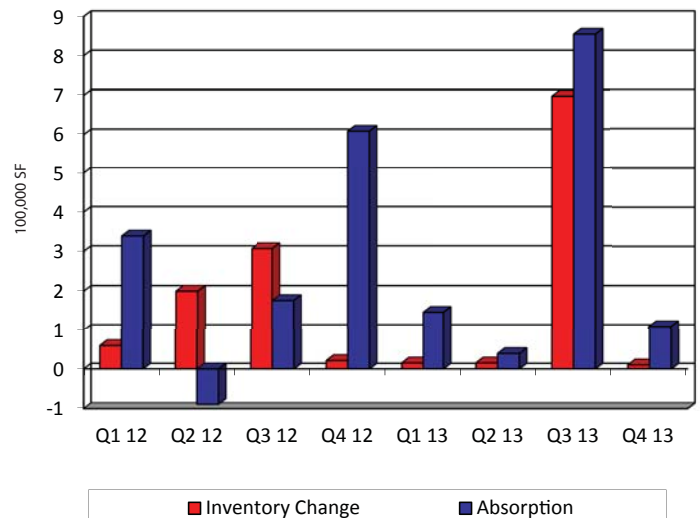
FEATURED PROPERTY

**Westgate Centre**

12340-12392 Olive Boulevard
Creve Coeur, MO 63141

- 1,200 SF-2,750 SF Retail Space Available
- Located on Olive Blvd. with Easy Access to I-270
- Great Anchors Include: TGI Fridays, John Thomas Salon & La Bonne Bouchee
- Abundant Parking
- Vehicles Per Day: 34,212
- Lease Rate: \$18.00 PSF, NNN

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*Disclaimer: All information is collected from CoStar Group at the end of 4th Quarter. All information is subject to change. Updated numbers for past quarters reflect CoStar's ongoing research for the most accurate market information.