



# Q4 2015

## Retail Market Report

### MARKET TRENDS

*Compared to Previous Quarter*

**Vacancy Rate**



**Net Absorption**



**Rental Rates**



**Construction**



### NEW AROUND TOWN

**Southern** - St. Louis

**Gus's World Famous Fried Chicken**  
- Maplewood

**Fresh Thyme Farmers Market**  
- Town & Country and O'Fallon

**Pieology Pizzeria** - St. Charles

**SugarBot Sweet Shop**  
- St. Charles

**Zippy Burger** - Delmar Loop

**801 Fish** - Clayton

**Fort Taco** - Brentwood and  
Chesterfield

### RECENT CLOSINGS

**Dooley's Beef N Brew House**  
- St. Louis

**The Dubliner** - St. Louis City

**Pizzino** - Clayton

**Stellina Pasta** - St. Louis

**The Restaurant at the Cheshire**  
- St. Louis

The overall retail market slightly improved in 2015. The retail vacancy rate in the St. Louis market ended the fourth quarter 2015 at 6.6%, compared to 7.0% at the end of the third quarter 2015. The retail vacancy rate at the end of the first quarter 2015 was at 7.3%.

The overall retail net absorption decreased slightly from last quarter, although still positive. There were positive 719,308 square feet absorbed at the end of the fourth quarter 2015. At the end of the third quarter 2015, net absorption was positive 739,824 square feet.

Average quoted rental rates in the St. Louis retail market increased at the end of the fourth quarter 2015 to \$11.91 per square foot per year, compared to \$11.75 per square foot in the third quarter 2015.

During the fourth quarter 2015, twelve buildings totaling 192,118 square feet were delivered including the 60,000 square foot Gander Mountain in Chesterfield. Third quarter 2015 delivered 79,775 square feet. There was still 628,819 square feet of retail under construction at the end of the fourth quarter 2015 including a 215,000 square foot Menards in the Central St. Louis County submarket.

### TOTAL RETAIL MARKET STATISTICS

Market	# Bids	Existing Inventory Total GLA	Direct SF	Vacancy Total SF	Vac %	YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
Calhoun County	4	15,554	0	0	0.0%	0	0	0	\$0.00
Chesterfield Region	178	6,381,413	128,930	128,930	2.0%	119,828	114,980	19,250	\$18.21
Franklin County	460	4,922,166	166,704	166,704	3.4%	82,160	46,000	0	\$10.62
Jefferson County	177	1,745,188	87,257	87,257	5.0%	19,988	0	0	\$10.88
Lincoln County	118	1,261,188	100,660	100,660	8.0%	53,972	22,272	0	\$12.03
Metro East Illinois	1,176	15,481,347	1,018,098	1,024,098	6.6%	22,125	67,000	30,000	\$10.49
Mid County	971	16,183,035	543,398	547,915	3.4%	137,494	51,704	223,200	\$18.53
NE Metro Illinois	881	11,072,883	770,254	770,254	7.0%	76,073	10,000	42,458	\$9.61
North County	468	7,920,637	939,692	942,572	11.9%	(41,507)	2,500	0	\$9.63
Northwest County	1,007	13,920,047	1,108,412	1,111,262	8.0%	216,491	255,060	7,500	\$9.89
Outer Jefferson Cnty	175	1,913,334	73,340	73,340	3.8%	2,740	2,400	0	\$9.60
Outer Metro Illinois	139	1,100,651	54,875	54,875	5.0%	(12,921)	0	0	\$12.76
Outer Monroe County	7	41,495	0	0	0.0%	0	0	0	\$0.00
Outer St Charles Cnty	140	2,069,668	30,440	30,440	1.5%	64,285	66,575	8,400	\$8.45
Outer St Louis County	85	1,074,780	118,961	120,261	11.2%	6,594	0	23,000	\$14.30
SE Metro Illinois	243	2,672,191	251,275	251,275	9.4%	8,579	0	0	\$10.30
South County	589	12,022,285	1,560,747	1,561,892	13.0%	106,019	140,316	100,600	\$13.37
Southwest County	622	9,667,044	516,107	516,107	5.3%	68,863	5,000	6,000	\$12.65
St Charles County	455	7,420,566	450,501	451,921	6.1%	147,685	16,420	52,430	\$13.15
St Charles Region	836	12,059,518	770,112	770,112	6.4%	13,193	12,960	112,021	\$13.38
St Louis City North	605	8,496,505	649,977	649,977	7.6%	483,570	382,570	0	\$12.43
St Louis City South	1,568	10,529,125	357,152	357,152	3.4%	21,963	4,900	3,960	\$9.76
West County	518	10,780,001	773,076	818,076	7.6%	183,610	0	0	\$12.97
<b>Totals</b>	<b>11,422</b>	<b>158,750,621</b>	<b>10,469,968</b>	<b>10,535,080</b>	<b>6.6%</b>	<b>1,780,804</b>	<b>1,200,562</b>	<b>628,819</b>	<b>\$11.91</b>

Source: CoStar Property®



## RECENT MARKET TRANSACTIONS

Tenant Name	Building	SF	Submarket
Academy Sports+Outdoors	14266 Manchester Rd.	62,943	West County
Fresh Thyme Market	River City Marketplace	30,550	St. Charles County
Planet Fitness	7505 Watson Rd.	20,000	South County
Here Today	7531 Watson Rd.	19,600	South County
K&G Fashion Superstore	11200 W. Florissant Ave.	16,028	North County

\*Renewal

## FEATURED PROPERTY



**14208-14242 Manchester Road**  
Manchester, MO 63011

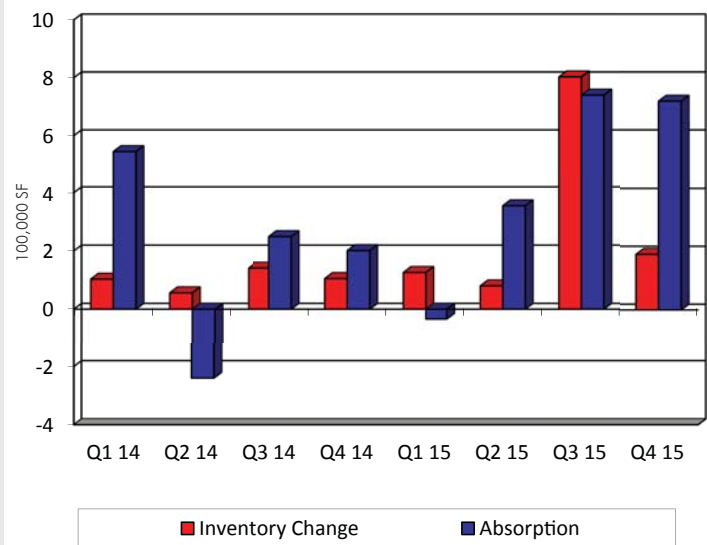
- 1,200 SF -11,828 SF Available
- Located on a Main Artery in West County, Across from Manchester Highlands
- Excellent Visibility & Easy Access
- Pylon Signage Available
- Outstanding Tenant Mix & High-End Retail in the Area
- Ample Parking
- Lease Rate: \$17.50 PSF, NNN

## CONTACT:

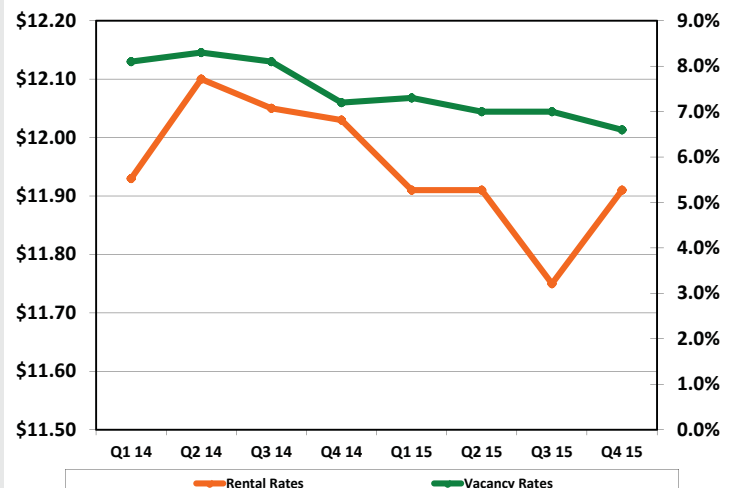
John Shuff                      Danny Jonas  
314-746-1480                  314-746-1425  
jshuff@gershman.com      djonas@gershman.com



## Overall Retail Inventory &amp; Absorption



## Overall Retail Rental Rates &amp; Vacancy Rates



\*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.