



Q4 2016

Retail Market Report

MARKET TRENDS

Compared to Previous Quarter

Vacancy Rate



Net Absorption



Rental Rates



Construction



NEW AROUND TOWN

Academy Sports+Outdoors
- Manchester & O'Fallon, IL

At Home - Town & Country

The Shack - Chesterfield

Sauce on the Side
- The Grove

Hi-Pointe Drive In - St. Louis

Herbie's - Clayton

Wicked Greenz - Clayton

Rock & Brews - Chesterfield

RECENT CLOSINGS

\$8 Dollar Deli - The Loop

Companion Cafe - Clayton

Fort Taco - Florissant

J McArthur's - St. Louis

Tropical Liqueurs - Soulard

Death in the Afternoon - St. Louis

Nathalie's - Central West End

The overall retail market showed little change in the fourth quarter 2016. The retail vacancy rate in the St. Louis market slightly decreased at the end of the fourth quarter 2016 to 6.0%, compared to 6.1% at the end of the third quarter 2016.

The overall retail net absorption slightly decreased from last quarter, although still positive. There were positive 358,869 square feet absorbed at the end of the fourth quarter 2016. At the end of the third quarter 2016, net absorption was positive 546,200 square feet.

Average quoted rental rates in the St. Louis retail market slightly increased at the end of the fourth quarter 2016 to \$11.96 per square foot per year, compared to \$12.15 per square foot in the third quarter 2016.

During the fourth quarter 2016, seven buildings totaling 261,228 square feet were delivered, including a 62,940 square foot Academy Sports+Outdoors in the West County submarket. There was still 548,217 square feet of retail under construction at the end of the fourth quarter 2016, including The Shoppes of Mid Rivers which will deliver 270,000 square feet in the St. Charles submarket at the end of 2017.

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	5	16,726	0	0	0.0%	0	0	0	\$0.00
Chesterfield Region	180	6,412,278	103,723	103,723	1.6%	31,811	19,250	19,752	\$17.91
Franklin County	474	5,000,479	115,617	115,617	2.3%	52,123	2,718	8,400	\$9.95
Jefferson County	181	1,931,257	77,661	77,661	4.0%	(14,134)	0	0	\$10.25
Lincoln County	121	1,242,108	43,618	43,618	3.5%	32,863	0	0	\$11.69
Metro East Illinois	1,209	15,696,432	842,631	849,631	5.4%	211,942	81,021	36,881	\$11.06
Mid County	989	16,590,642	496,455	530,653	3.2%	230,233	244,459	99,835	\$19.89
NE Metro Illinois	911	11,476,537	794,293	818,197	7.1%	57,677	51,472	0	\$9.17
North County	478	8,095,565	983,086	991,766	12.3%	(70,422)	13,325	0	\$9.57
Northwest County	1,024	14,140,105	1,198,671	1,208,271	8.5%	5,559	134,358	43,849	\$10.07
Outer Jefferson Cnty	185	1,943,362	35,598	35,598	1.8%	48,430	9,100	0	\$10.12
Outer Metro Illinois	143	1,121,118	32,863	32,863	2.9%	22,012	0	0	\$13.07
Outer Monroe County	7	43,105	0	0	0.0%	0	0	0	\$0.00
Outer St Charles Cnty	146	2,145,475	29,343	60,513	2.8%	45,197	8,400	0	\$9.10
Outer St Louis County	86	1,081,763	73,809	76,295	7.1%	38,461	0	23,000	\$14.60
SE Metro Illinois	249	2,697,959	227,428	227,428	8.4%	27,847	9,100	0	\$10.29
South County	597	12,201,587	1,498,289	1,498,289	12.3%	176,463	100,062	0	\$11.90
Southwest County	631	9,716,107	464,658	464,658	4.8%	36,536	6,000	0	\$12.42
St Charles County	471	7,485,250	357,041	363,961	4.9%	114,714	50,883	5,000	\$13.57
St Charles Region	857	12,299,361	708,550	708,550	5.8%	80,009	116,348	279,000	\$12.73
St Louis City North	630	8,553,083	561,567	561,567	6.6%	60,650	0	0	\$13.10
St Louis City South	1,602	10,658,749	299,752	299,752	2.8%	41,035	3,960	1,500	\$11.39
West County	527	10,695,889	624,528	624,528	5.8%	270,156	69,940	31,000	\$14.64
Totals	11,703	161,244,937	9,569,181	9,693,139	6.0%	1,499,162	920,396	548,217	\$11.96

Source: CoStar Property®



RECENT MARKET TRANSACTIONS

Tenant Name	Building	SF	Submarket
Academy Sports+Outdoors	The Shoppes of Mid Rivers	60,000	St. Charles
Flair Home Stagings	14290 Manchester Rd.	41,000	West County
Burlington Coat Factory	The Shoppes of Mid Rivers	40,000	St. Charles
Circus Tricks	Olde Towne Plaza	31,000	West County
Marshalls	The Shoppes of Mid Rivers	25,000	St. Charles

FEATURED PROPERTY



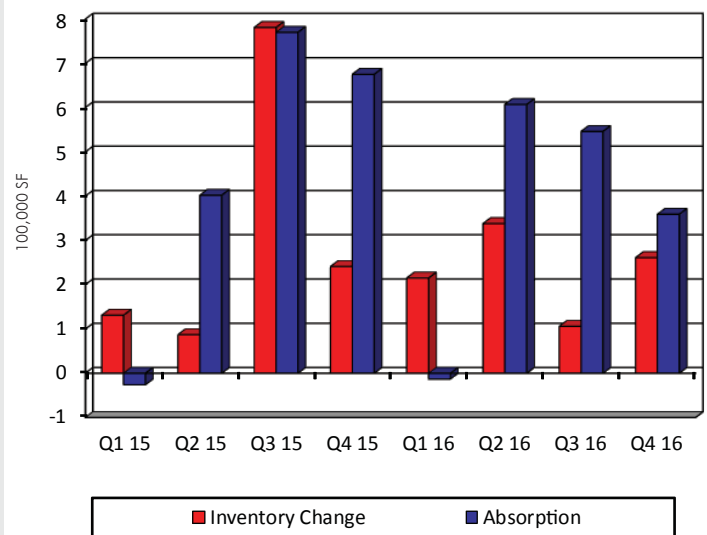
Manchester Plaza
14244 Manchester Road

- 14,344 SF Retail Suite Available
- Academy Sports+Outdoors Now Open
- Bob's Discount Furniture Opening in February
- Pylon Signage on Manchester Road
- Signalized Intersection
- Directly across from Walmart, Costco & Best Buy
- Lease Rate: \$12.00 PSF, NNN

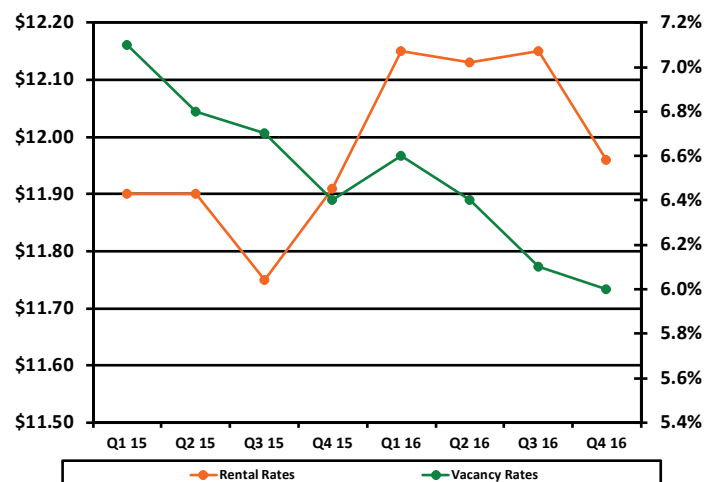
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Overall Retail Inventory & Absorption



Overall Retail Rental Rates & Vacancy Rates



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