



# Q4 2017

## Retail Market Report

### MARKET TRENDS

*Compared to Previous Quarter*

**Vacancy Rate**

**Net Absorption**

**Rental Rates**

**Construction**

### NEW AROUND TOWN

**Academy Sports** - St. Peters

**Garbanzo Mediterranean Fresh**  
- Clayton

**Shake Shack** - Central West End

**Seoul Taco** - Chesterfield

**Marshalls & Home Goods**  
- St. Peters

**The Dapper Doughnut**  
- Creve Coeur

**Salt + Smoke** - St. Louis

### RECENT CLOSINGS

**Tim Hortons** - Downtown, St. Louis  
Maplewood, Frontenac &  
O'Fallon, IL

**Barrister's** - Clayton

**PM BBQ** - Chesterfield

**Rothman Furniture & Mattress**  
- Affton, Alton, Bridgeton,  
Shrewsbury & O'Fallon (MO & IL)

**Eat Rite Diner** - St. Louis

Overall the retail market showed little change in the fourth quarter 2017. There was a slight decrease in vacancy rates, only 0.1% from last quarter, and 0.3% from the first quarter 2017. The retail vacancy rate in the St. Louis market ended the fourth quarter 2017 at 4.7%, compared to 4.8% at the end of the third quarter 2017.

The overall retail net absorption decreased from last quarter, although it remained positive. There were positive 93,822 square feet absorbed at the end of the fourth quarter 2017. The Shoppes of Mid Rivers had several tenants occupying space during the fourth quarter, including Five Below, Ulta Beauty, TJ Maxx & Home Goods.

The average quoted rental rates in the St. Louis retail market increased at the end of the fourth quarter 2017 to \$12.54 per square foot per year, compared to \$12.28 per square foot in the third quarter 2017.

Construction was down over previous quarters, three buildings totaling 17,687 square feet were delivered in the fourth quarter 2017. Twenty-seven buildings totaling 506,453 square feet were delivered in 2017, including the Shoppes of Mid Rivers which delivered 270,000 square feet in the third quarter 2017. There were still 171,685 square feet of retail remaining under construction at the end of the fourth quarter 2017, including the 30,000 square foot Fresh Thyme on Woodstone Dr. in the St. Charles submarket.

### TOTAL RETAIL MARKET STATISTICS

Market	Existing Inventory			Vacancy		YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Bldg	Total GLA	Direct SF	Total SF	Vac %				
Calhoun County	6	25,826	0	0	0.0%	9,100	9,100	0	\$0.00
Chesterfield Region	186	7,061,152	211,153	212,365	3.0%	(88,890)	19,752	17,462	\$18.33
Franklin County	497	5,164,666	174,027	174,027	3.4%	(12,910)	12,400	0	\$9.77
Jefferson County	185	2,046,489	60,325	60,325	2.9%	21,336	3,500	0	\$9.84
Lincoln County	125	1,265,224	37,592	37,592	3.0%	1,526	0	0	\$12.45
Metro East Illinois	1,238	16,100,492	851,220	858,220	5.3%	2,728	9,570	61,240	\$12.94
Mid County	997	16,976,212	479,141	513,913	3.0%	88,424	85,870	34,966	\$19.67
NE Metro Illinois	940	11,454,336	509,264	533,168	4.7%	71,806	9,014	0	\$9.01
North County	481	7,933,268	518,519	524,319	6.6%	328,265	0	0	\$9.63
Northwest County	1,061	14,341,883	970,765	974,165	6.8%	200,736	59,524	0	\$10.45
Outer Jefferson Cnty	198	2,073,736	82,970	82,970	4.0%	(44,572)	0	4,000	\$10.64
Outer Metro Illinois	144	1,218,120	40,692	40,692	3.3%	(6,933)	0	0	\$12.69
Outer Monroe County	8	45,305	0	0	0.0%	0	0	0	\$0.00
Outer St Charles Cnty	147	2,150,708	36,960	68,130	3.2%	(7,617)	0	0	\$8.30
Outer St Louis County	89	1,107,738	107,810	107,810	9.7%	(15,856)	0	23,000	\$12.12
SE Metro Illinois	254	2,719,665	231,569	231,569	8.5%	(5,375)	0	0	\$10.26
South County	602	11,349,574	444,723	444,723	3.9%	59,051	0	0	\$12.74
Southwest County	637	9,755,660	472,279	480,232	4.9%	(34,774)	3,500	0	\$13.38
St Charles County	475	7,513,408	387,592	393,092	5.2%	(22,331)	5,000	0	\$13.93
St Charles Region	876	12,682,247	604,481	612,481	4.8%	367,656	279,000	30,000	\$11.74
St Louis City North	639	8,737,909	638,370	638,370	7.3%	(86,413)	0	0	\$14.92
St Louis City South	1,631	10,943,057	269,160	269,160	2.5%	17,852	1,500	1,017	\$12.07
West County	534	10,757,510	442,452	447,354	4.2%	158,251	8,723	0	\$15.82
<b>Totals</b>	<b>11,950</b>	<b>163,424,185</b>	<b>7,571,064</b>	<b>7,704,677</b>	<b>4.7%</b>	<b>1,001,060</b>	<b>506,453</b>	<b>171,685</b>	<b>\$12.54</b>

Source: CoStar Property®



## RECENT MARKET TRANSACTIONS

Tenant Name	Building	SF	Submarket
AutoZone	1205-1259 S. Kirkwood Rd.	35,764	Mid County
Launch Pad Trampoline Park	8780 Pershall Rd.	30,000	Northwest County
Ashley Furniture	500-518 W. Delmar Ave.	16,542	NE Metro Illinois
Home Decor Outlets	10900 Lincoln Trail	13,450	Metro East Illinois
Kennelwood Pet Resort	4967 State Route 159	12,000	Metro East Illinois

## FEATURED PROPERTY



**Westgate Centre**  
12316-12392 Olive Blvd.  
Creve Coeur, MO 63141

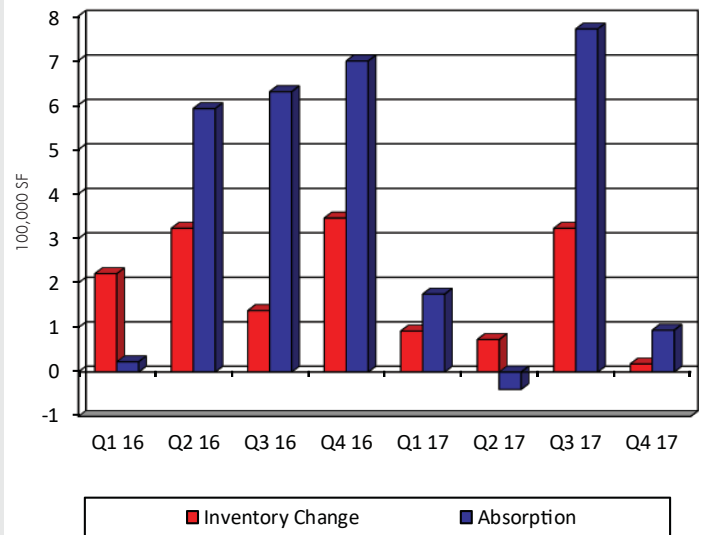
- 1,160 SF - 2,475 SF Available
- Monument Signage Visible from Olive Blvd.
- Easy Access to I-270
- Great Anchor Tenants Include: TGI Fridays, Edgewild Bistro & Tap, Jon Thomas Salon & La Bonne Bouchee
- Abundant Parking
- Lease Rate: \$18.00 PSF, NNN

CONTACT: John Shuff 314-746-1480  
jshuff@gershmancommercial.com

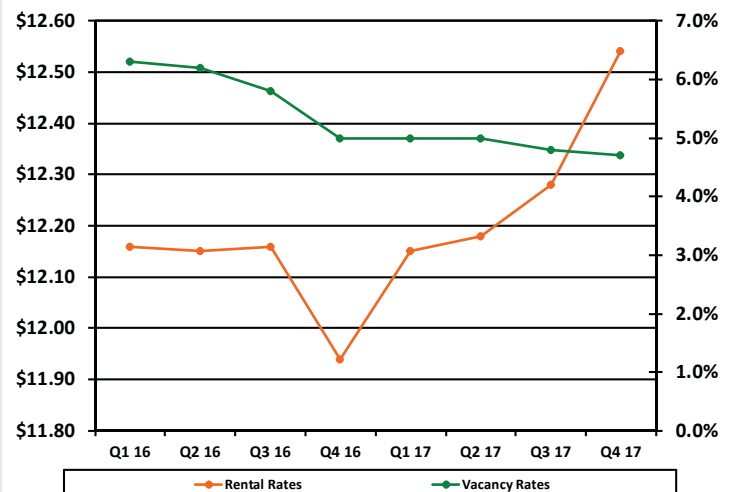
Lauren Berry 314-889-0668  
lberry@gershmancommercial.com



## 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.