

# 3rd Quarter 2018

## St. Louis Industrial Trends



### Market Overview

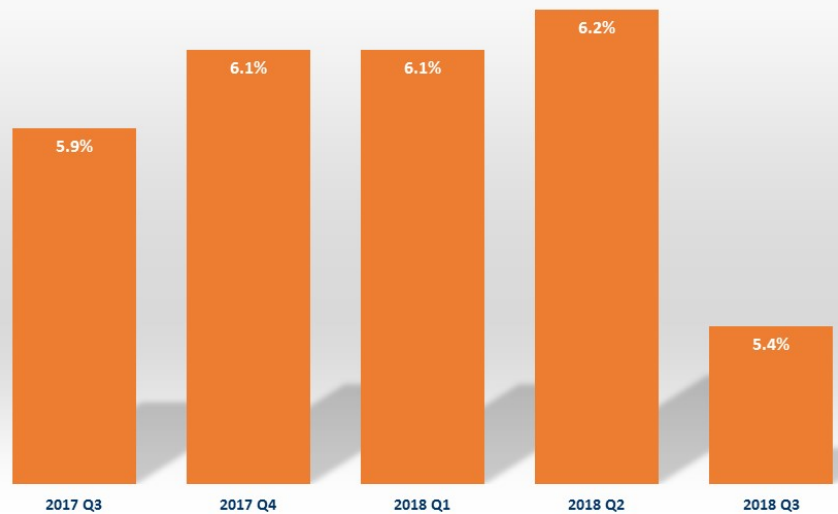
The St. Louis industrial market recorded 1,444,654 SF of net absorption during 3Q 2018. Direct net absorption totaled 1,490,510 SF of absorption with Sublet net absorption totaling a negative 45,856 SF for 3Q 2018. The total vacancy rate decreased from 5.9% in 3Q 2017 to 5.4% at the close of 3Q 2018. Direct vacancy rates decreased from 6.1% in 3Q 2017 to 5.4% at the close of 3Q 2018. Overall asking rents increased from \$3.84 PSF in 3Q 2017 to \$4.22 PSF at the close of 3Q 2018.

### Market Snapshot

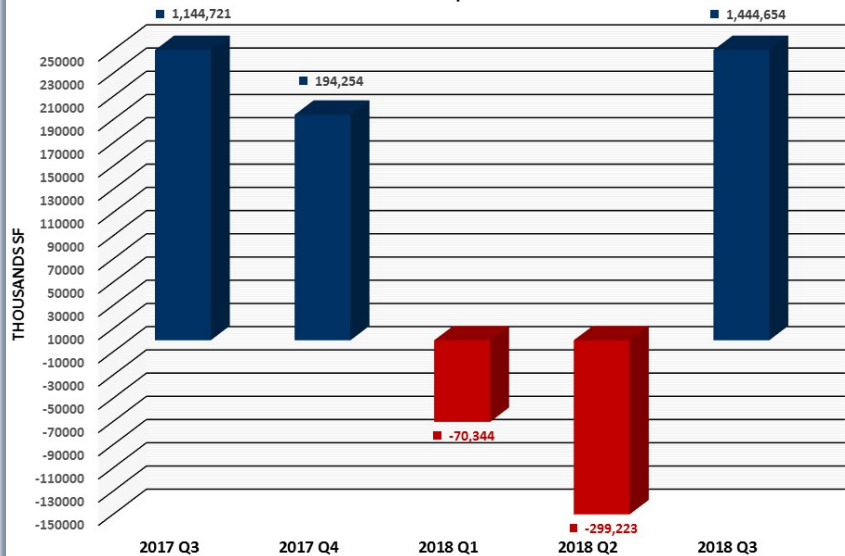
Inventory (SF)	153,016,684
No. of Buildings	2,517
Quarterly Net Absorption (SF)	1,444,654
Total Vacancy Rate	5.4%
Vacant SF	8,244,896
Gross Average Asking Rate	\$4.22

Source: CoStar Property

Industrial Q3 2018 Vacancy Rate



Net Absorption



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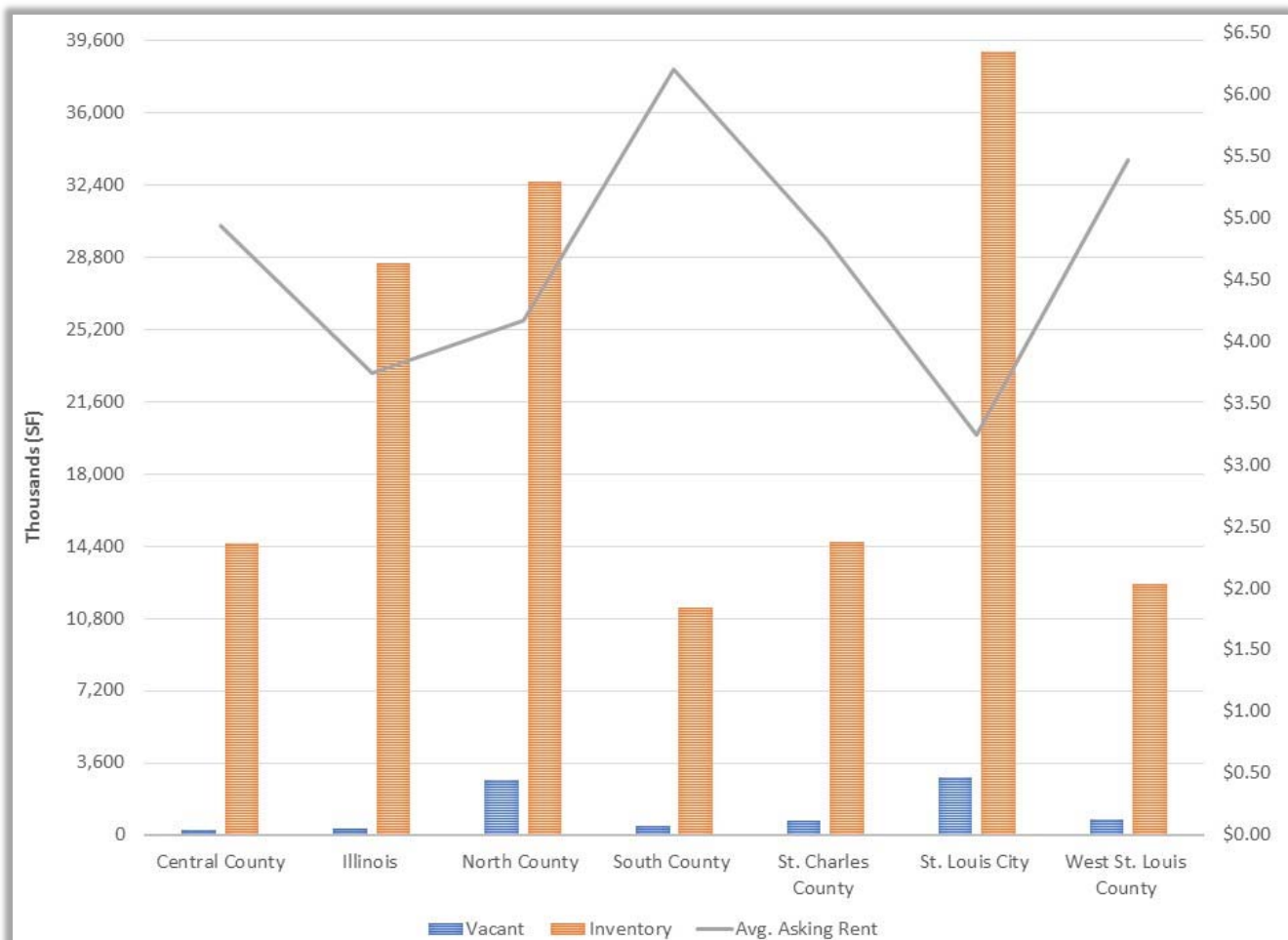
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# Q3 2018

## Industrial Snapshot

Submarket Name	Vacant (SF)	Vacancy Rate	Total SF (Inventory)	Avg. Asking Rent	Building Count
Central County Industrial	276,821	1.9%	14,523,862	\$4.93	354
Illinois Industrial	333,505	1.2%	28,492,918	\$3.74	265
North County Industrial	2,760,090	8.5%	32,532,160	\$4.17	331
South County Industrial	472,813	4.2%	11,301,038	\$6.20	223
St. Charles County Industrial	741,231	5.1%	14,598,365	\$4.84	297
St. Louis City Industrial	2,873,537	7.4%	39,026,860	\$3.24	724
West St. Louis County Industrial	786,899	6.3%	12,541,481	\$5.47	323
<b>TOTAL/AVERAGE:</b>	<b>8,259,896</b>	<b>5.4%</b>	<b>153,016,684</b>	<b>\$4.22</b>	<b>2,517</b>





## Notable Transactions in 3Q 2018

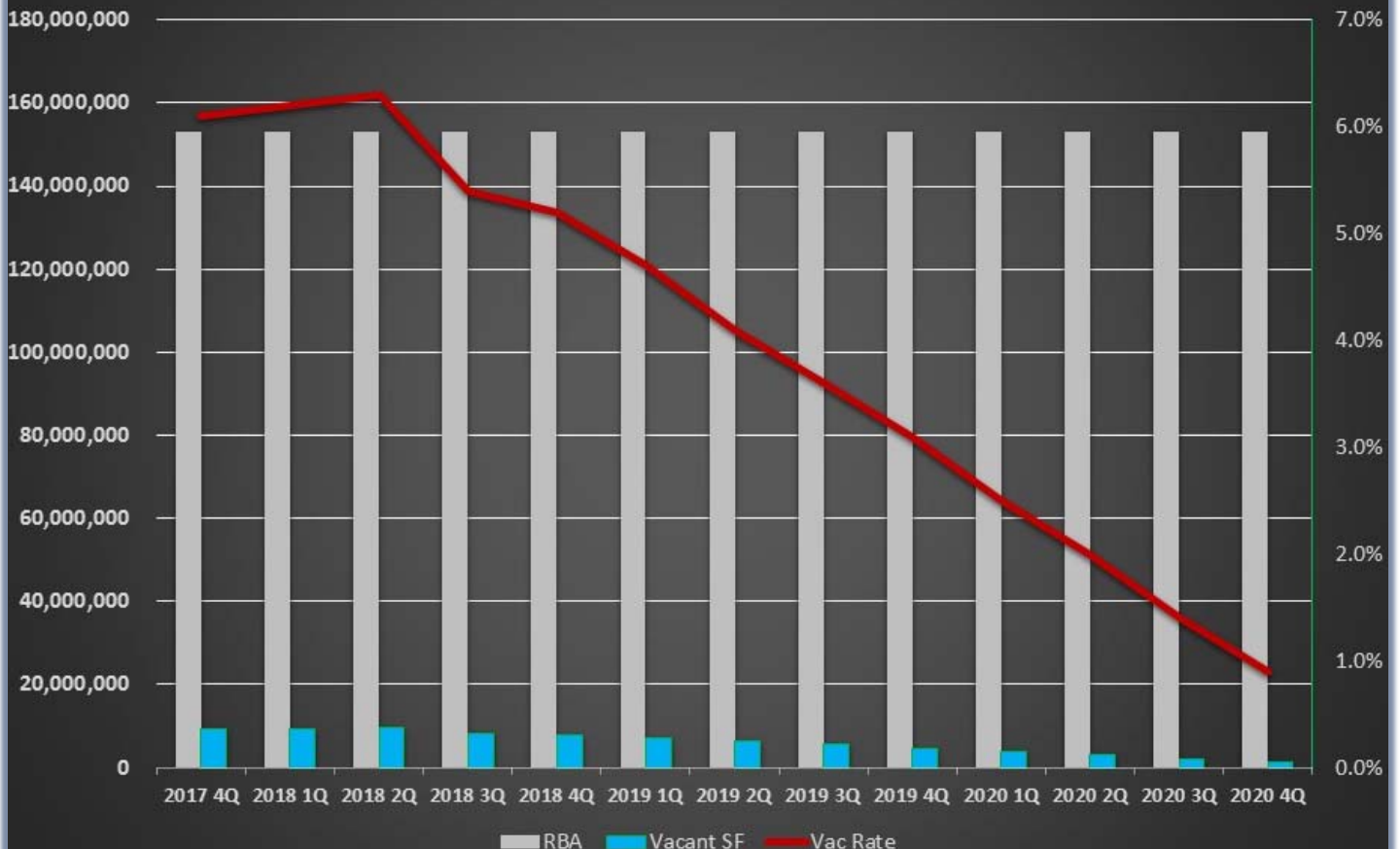
Address	Date	Leased/Sold	Type
1901-1911 E Edwardsville Rd	9/14/2018	\$75,000	Sale
1425 N 2nd St	9/2/2018	13,666	Leased
1425 N 2nd St	8/21/2018	17,000	Leased
11611-11629 Fairgrove Industrial Blvd	8/20/2018	13,860	Leased
4236-4240 Rider Trail N	8/8/2018	55,049	Leased
16201-16233 Westwoods Business Pk	7/27/2018	\$910,000	Sale
3820 Ultra Comp Dr	7/20/2018	\$1,700,000	Sale
100-108 Hamilton Industrial Dr.*	7/13/2018	\$1,835,000	Sale
4730-4750 Earth City Expy	7/6/2018	28,000	Leased
2022-2052 Congressional Dr	6/27/2018	\$1,350,000	Sale

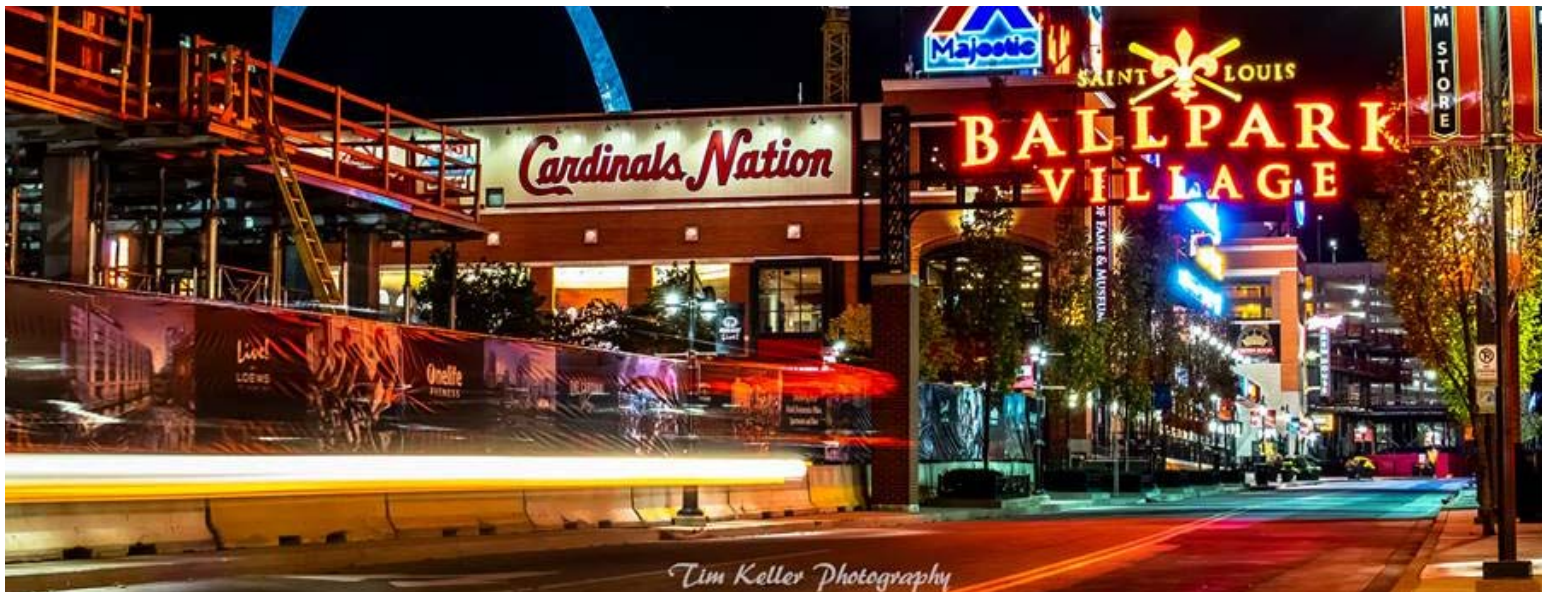
\*Dean Burns with Gundaker Commercial

## Summary Statistics

Availability	Survey	5-Year Avg
Gross Rent Per SF	\$4.22	\$3.85
Vacancy Percent	5.4%	8.3%
Vacant SF	8,244,896	12,464,075
Availability Rate	10%	13.5%
Available SF	15,353,552	20,250,626
Months on Market	11.4	17.7

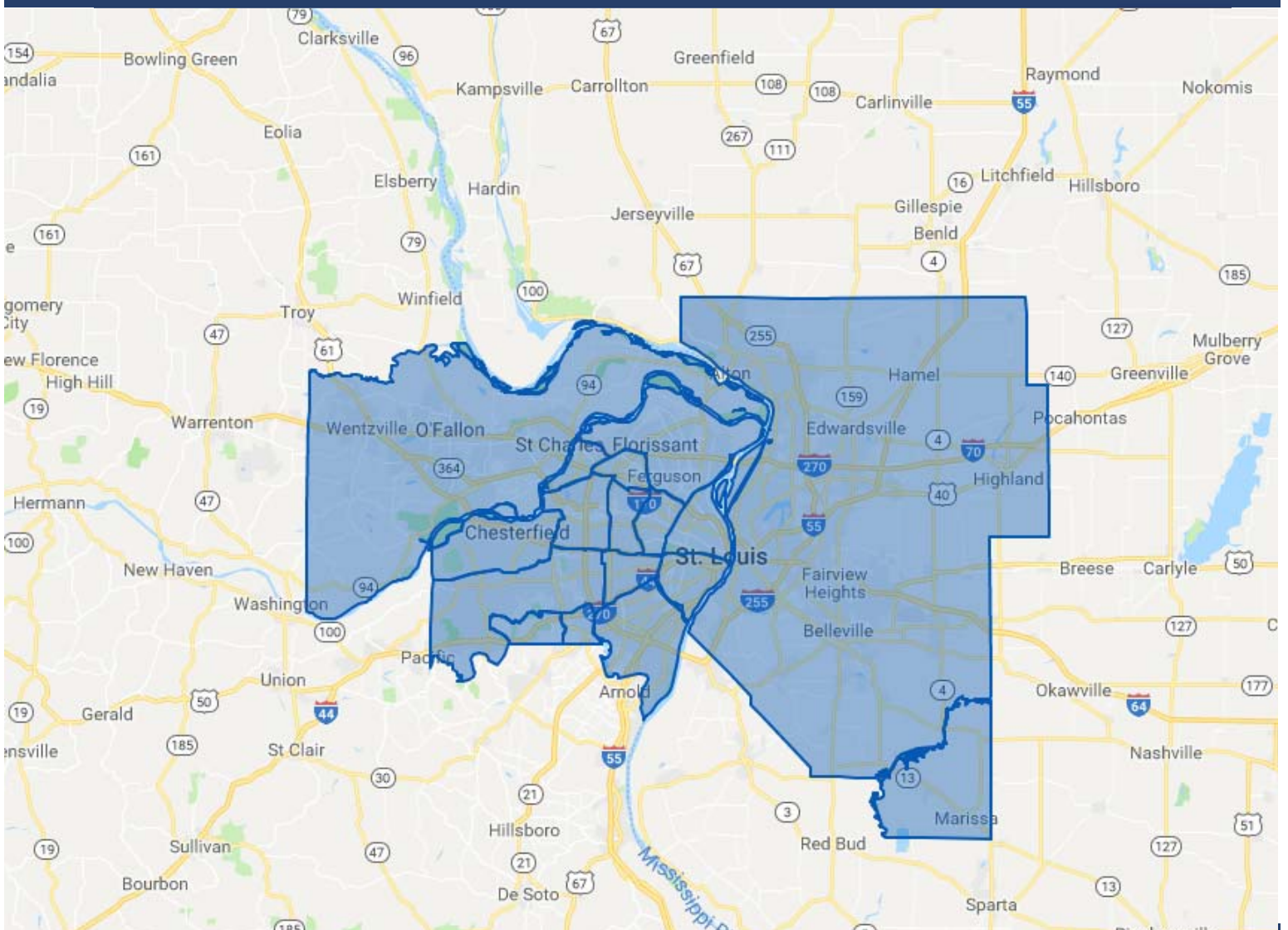
## Industrial Forecast





*Tim Keller Photography*

# St. Louis Industrial Submarket Map 3Q 2018



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\*Based on Industrial Buildings 10,000 square feet and larger, that are not owner occupied, and within the submarkets shown above.