

NAI Saig Company welcomes Paul Banks our team!

Paul is a native Memphian, who has been in Commercial Real Estate business since 201. His primary focus is Office and Industrial Sales and Leasing. Paul over the last 7 years has been responsible for the sales and leasing of over 5 million sqare feet of Industrial and Office facilities in the Mid-South.

Paul is a graduate of Christian Brothers High School and went on to play Divison I Soccer for the University of Memphis while graduating with his bachelor's in Management. Paul still enjoys soccer, family time with his wife, Ashley, and their three boys.



NAI Saig Company is a market leading, full-service commercial real estate brokerage firm. Our operations in Tennessee, Arkansas, and Mississippi began in 1963. We provide a full range of services including industrial, office, retail, land representation, tenant representation, and investment brokerage. Our wide array of services coupled with our depth of experience provide uniquely tailored results for our clients. As a group, we are members and leaders in major commercial real estate accrediting organizations including Society of Industrial and Office Realtors (SIOR), Certified Commercial Investment Member (CCIM) and others.

INDUSTRIAL TRENDS, OFFICE TRENDS, RETAIL, & MULTIFAMILY TRENDS

INDUSTRIAL		OFFICE		RETAIL		MULTIFAMILY	
Inventory SF	332M	Inventory SF	59.5M	Inventory SF	93.8M	Inventory Units	100,591
Market Rent/SF	\$5.47	Market Rent/SF	\$21.89	Market Rent/SF	\$16.23	Market Rent/SF	\$1,141
Under Constr SF	554K	Under Constr SF	288K	Under Constr SF	259K	Under Constr Units	1,453
Annual Rent Growth	6.3%	Annual Rent Growth	3.3%	Annual Rent Growth	1.2%	Annual Rent Growth	0%
12 Mo Net Absorp SF	(1.2M)	12 Mo Net Absorp SF	30.8K	12 Mo Net Absorp SF	(135K)	12 Mo Absorp Units	782
Market Sale Price/SF	\$53	Market Sale Price/SF	\$122	Market Sale Price/SF	\$140	Market Sale Price/SF	\$90K
Vacancy Rate	7.4%	Vacancy Rate	10.7%	Vacancy Rate	3.8%	Vacancy Rate	13.8%
12 Mo Sales Vol	\$268M	12 Mo Sales Vol	\$181M	12 Mo Sales Vol	\$230M	12 Mo Sales Vol	\$116M

Source: Costar News

NOTABLE TRANSACTIONS



SOLD

Brian Califf and Reynolds Willis represented the buyer Gregory Realty GP on the sale of 6263 Poplar Avenue.



SOLD

Reynolds Willis represented buyer Midnight Enterprises on the sale of 320 Industrial Drive.



LEASED

Henry Webb represented the tenant TLR Enterprises on the lease at 1886-1896 E Brooks.



SOLD

Brian Califf represented the seller Pegasus Real Estate LLC on the sale of 310 Germantown Bend Cv.



SOLD

Brian Califf represented the buyer Faropoint and **Hank Martin** represented the seller HIP 3696 Road LP on the sale of 3696 Knight Road.



LEASED

Hank Martin represented landlord Net Magan on the lease renewal at 4500 Distriplex Drive.

OUR TEAM



Edward Saig, SIOR, CRE



Hank Martin, CCIM, SIOR



Laura Saig Martin



Brian Califf, CCIM



Daniel McPhail, SIOR



Henry Webb



Reynolds Willis



Van Spear, SIOR



Shirley Rudd



Paul Banks