

## End of Year Review

NAI Saig Company would like to thank our clients for a successful year! Thank you for putting your trust and confidence in NAI Saig. In 2024, our brokers closed over 310 deals totaling over \$225 million.

## **NEWS IN MEMPHIS**

Texas-based Buc-ee's has announced plans for a second Memphis-area location in West Memphis, Arkansas, near the I-40 and I-55 split. The 74,000-square-foot travel center will feature 120 gas pumps and EV chargers, creating 225 jobs and driving economic growth in the region. Our broker, Van Spear, represented the seller, Taylor Hemenway. Robert Sloan of The Shopping Center Group represented the buyer. Mayor Marco McClendon called this development a "huge win" for West Memphis, highlighting its potential to attract tourism and new businesses. Construction is expected to commence soon, aligning with the timeline for Buc-ee's Gallaway, Tennessee, location.



Source: Memphis Business Journal



Source: Memphis Business Journal

Lotus and Windoware Inc., a California-based importer and distributor of window treatments, is expanding its Memphis presence with a new 200,000 SF Class A facility in Distriplex Farms. The company purchased 13 acres from Pattillo Industrial Real Estate, which will develop the build-to-suit project. NAI Saig Company brokers Hank Martin and Henry Webb represented Pattillo in the deal. Construction is expected to begin this year, with completion anticipated by late 2025. This marks Pattillo's first Memphis-area Build-to-Suit and a rare industrial new build in 2024, as companies have largely favored leasing or buying existing properties. The project could signal renewed momentum in the Memphis industrial construction market.

## INDUSTRIAL TRENDS, OFFICE TRENDS, RETAIL, & MULTIFAMILY TRENDS

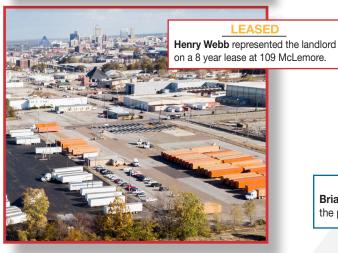
INDUSTRIAL		OFFICE		RETAIL		MULTIFAMILY	
Inventory SF Market Rent/SF Under Constr SF Annual Rent Growth 12 Mo Net Absorp SF Market Sale Price/SF Vacancy Rate 12 Mo Sales Vol	333M \$5.56 559K 5.1% (2.5M) \$53 7.8% \$353M	Inventory SF Market Rent/SF Under Constr SF Annual Rent Growth 12 Mo Net Absorp SF Market Sale Price/SF Vacancy Rate 12 Mo Sales Vol	59.6M \$22.01 82.5K 2.3% 151K \$116 10.7% \$193M	Inventory SF Market Rent/SF Under Constr SF Annual Rent Growth 12 Mo Net Absorp SF Market Sale Price/SF Vacancy Rate 12 Mo Sales Vol	93.9M \$15.76 31.9K -2.5% (205K) \$138 3.8% \$272M	Inventory Units Market Rent/SF Under Constr Units Annual Rent Growth 12 Mo Absorp Units Market Sale Price/SF Vacancy Rate 12 Mo Sales Vol	101,750 \$1,152 1,281 0% 782 \$92.3K 13.6% \$140M

Source: Costar News

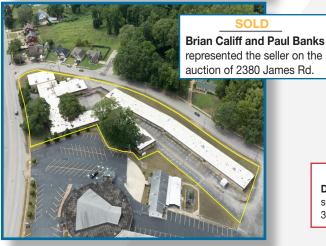
Memphis, TN 38119













## **OUR TEAM**



Edward Saig, SIOR, CRE



Hank Martin, CCIM, SIOR





Brian Califf, CCIM



Daniel McPhail, SIOR



Henry Webb









Shirley Rudd