

# QUARTERLY REVIEW | Q1 2021

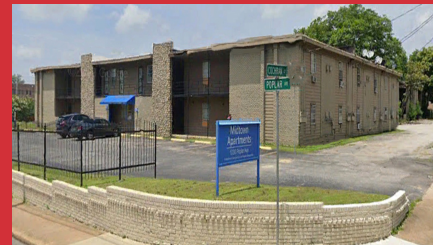
## NOTABLE TRANSACTIONS



**Elliot Embry, Hank Martin, Daniel McPhail** represented the seller, ReMark Trust  
2990 Airways Blvd  
53,973 SF  
Office/Sale



**Hank Martin** represented the landlord, Net Magan  
4500 Distriplex Dr  
54,000 SF  
Warehouse/Lease



**Daniel McPhail** represented the seller.  
1030 Poplar Avenue  
62,595 SF  
Multi-Family Building/Sale



**Brian Califf** represented the seller.  
725 Goodman Rd E, Southaven  
12,000 SF  
Retail/Sale



**Elliot Embry, Hank Martin, Daniel McPhail** represented the owner, Service Master  
150 Peabody Place  
20,000 SF  
Office/Sublease



**Hank Martin** represented the seller, Net Magan; **Brian Califf** represented the buyer, Raines Investors  
4290 Raines Rd  
277,000 SF  
Warehouse/Lease

## Memphis International Airport Surpasses Hong Kong As Largest Cargo Airport In World

Current reports show the Memphis airport handled 4.61 million tons of cargo in 2020. That's more than any other airport in the world. The pandemic brought on a substantial increase in e-commerce with much of it being handled by FedEx through its Memphis hub. Global e-commerce has also increased due to technology. Online payment platforms such as digital wallets have grown 42% globally as consumers use tech tools to shop smarter. Demand for safe and convenient payment methods has powered this growth.

The surge in on-line shopping is expected to continue as more consumers get accustomed to the convenience of shopping from their phones and computers. Growth was already expected in certain segments including DIY and home fitness, then accelerated while shoppers stayed home.

Hong Kong International Airport experienced a major drop in cargo amid social unrest with violent protests in the city and a trade war with mainland China. The pandemic brought tight border restrictions and virtually shut down passenger flights which, in turn, limited belly cargo on passenger planes.

Memphis International Airport's standing in the air cargo industry illustrates the important role it plays as a safe and secure location in the fast-growing e-commerce sector.

Source: Daily Memphian

**NAI Saig Company**

6263 Poplar Avenue, Suit 150

Memphis, TN 38119

(901) 526-3100 | saigcompany.com

**NAI Saig Company** is the market-leading, full-service commercial real estate brokerage firm. Our operation in Memphis and the Mid-South began in 1963. We provide a full range of services in industrial/office/retail/land representation, tenant presentation, and investment brokerage. Our full capability is by design. Our wide array of services coupled with our depth of experience provide uniquely tailored results for our clients.

### INDUSTRIAL TRENDS

Inventory SF	296 M
Market Rent/SF	\$3.97
Annual Rent Growth	4.2%
12 Mo Net Absorp SF	14.3 M
Market Sale Price/ SF	\$3.97
Vacancy Rate	5.5%
12 Mo Sales Vol	\$622 M

### OFFICE TRENDS

Inventory SF	56 M
Market Rent/SF	\$19.36
Annual Rent Growth	0.7%
12 Mo Net Absorp SF	(387 K)
Market Sale Price/ SF	\$134
Vacancy Rate	10.8%
12 Mo Sales Vol	\$359 M

### RETAIL TRENDS

Inventory SF	90.5 M
Market Rent/SF	\$13.82
Annual Rent Growth	0.7%
12 Mo Net Absorp SF	(59.7 K)
Market Sale Price/ SF	\$118
Vacancy Rate	4.7%
12 Mo Sales Vol	\$301 M

Source: Costar News



## MARKET REVIEW

- An electric car manufacturer , Mullen Technologies, plans on leasing and renovating the 817,000 SF warehouse vacated by Nike near Southwind in Southeast Memphis. A mid-size crossover SUV will be produced at the plant. Mullen had been evaluating other sites for its assembly plant including California and in Spokane, Washington. The Memphis area provides distinct advantages over the others. The Memphis option does not require a time-consuming new building design, financing and construction process. Memphis' central location is ideally suited to leverage suppliers and reach customers. The Memphis plant can also be supported by the 120,000 SF engineering facility in Tunica, MS which Mullen recently purchased.

Source: Daily Memphian

- Marshall County will see a five-building industrial park totaling 3 million square feet begin construction by the first quarter of 2022. Atlanta-based developer Core5 Industrial Partners is set to break ground on the
- I-269 Logistics Center which will be located at Highway 302 and I-269. The park's proximity to the highway system and the Memphis rail line makes for an ideal location as Memphis boasts the third most-connected rail center in the world.

Source: Costar News

- A mixed-use development, Orleans Station, will bring apartments, retail and a plaza to the Medical District in Memphis. Employees and students at the University of Tennessee Health Science Center campus and surrounding health care entities will have options to live near campus and their workplaces. The plans include pedestrian-scale lighting, crosswalks, and on-street parking. A focal point of Orleans Station will be a landscaped plaza that will host programmed activities and double as parking space for commercial spaces. The residential and retail building exteriors will feature an 'urban brownstone-style' look with lots of brick, some clapboard siding, stoops and porches at the ground level.

Source: Daily Memphian

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