

NAI Saig Company

COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

Our Notable Transactions



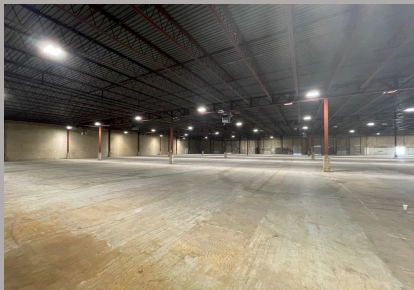
Land/Sale:
Hank Martin represented Net Magan in the sale of 49 acres. New owners plan to build (3) 200,000 SF spec buildings.



Retail/Sale:
Brian Califf represented Gregory Realty in the acquisition of (4) Class A retail properties. N Germantown Pkwy, Union Ave & Vann Dr in Jackson, TN 38,00 SF



Industrial/Lease:
Hank Martin represented the landlord, Alto Industries, in the 10-year lease to FortyEight40. 363 Burma Street 124,000 SF



Industrial/Lease:
Henry Webb represented VF Pallets in the lease of 70,000 SF. Brian Califf & Hank Martin represented the landlord, Panama LLC. 1655 Panama



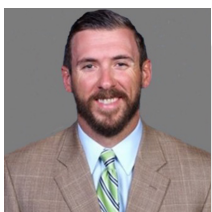
Retail/Sale:
Brian Califf represented the buyer, Alan Werner, and the seller, Hacks Cross Centre Partners. 4205 Hacks Cross 25,000 SF



Industrial/Lease:
Elliot Embry & Brian Califf represented the landlord. 2000 Latham Street 109,995 SF

Welcome Reynolds Willis, New Associate Broker

Reynolds Willis recently joined NAI Saig Company. Prior to working in commercial real estate, Reynolds served as the Offensive Coordinator for Christian Brothers High School varsity football team for six seasons. In this role, he was also a liaison in the recruitment of student-athletes and their communication with collegiate coaches. Reynolds sees parallels between sales and coaching: both are competitive and require self motivation.



Memphis Area Market Trends

- In the Memphis area industrial market, low vacancies and strong demand for both old and new logistics space has created strong rent growth.
- Office demand is somewhat flat as companies evaluate the need for physical office space.
- Demand for retail seems to be improving with the current economic recovery and the recent increase in consumer spending.

INDUSTRIAL TRENDS		OFFICE TRENDS		RETAIL TRENDS	
Inventory SF	297 M	Inventory SF	56.6 M	Inventory SF	91.2 M
Market Rent/SF	\$4.18	Market Rent/SF	\$19.41	Market Rent/SF	\$14.40
Annual Rent Growth	8.1%	Annual Rent Growth	1.5%	Annual Rent Growth	4.3%
12 Mo Net Absorp SF	12.7 M	12 Mo Net Absorp SF	(241 K)	12 Mo Net Absorp SF	380 K
Market Sale Price/ SF	\$45	Market Sale Price/ SF	\$132	Market Sale Price/ SF	\$121
Vacancy Rate	5.1%	Vacancy Rate	10.9%	Vacancy Rate	4.5%
12 Mo Sales Vol	\$602 M	12 Mo Sales Vol	\$297 M	12 Mo Sales Vol	\$410 M

Source: Costar News



Memphis Market News

- Ford Motor Company chose the Memphis Regional Megasite for an electric vehicle and battery manufacturing campus which will create 5,800 jobs. Ford is investing \$5.6 billion in the Haywood County site located between Memphis and Jackson, TN.
- The new company spinning off from International Paper, Sylvamo, chose East Memphis as its world headquarters home. Approximately 300 employees will fill a renovated, 86,900 square foot building on Primacy Parkway. The global printing paper business employs about 7,000 people worldwide, with mills in Europe, Latin America and North America.
- A mixed-use, \$100 million development is planned just a few hundred yards from the University of Memphis at the southeast corner of Highland Street at Central. The 2.4-acre site will be home to a seven-story hotel and six-story apartment/office building atop structured parking.

OUR SERVICES

Our full-service commercial and industrial real estate brokerage firm provides uniquely tailored results for our clients.

OWNER/INVESTOR SERVICES

Consultancy | Marketing | Investment Management | Valuation & Advisory Acquisition & Dispositions Sustainability & Environmental

TENANTS/OCCUPIERS

Consultancy | Valuation & Advisory Corporate Services | Tenant Representation

DEVELOPER SERVICES

Consultancy | Marketing | Investment Marketing | Management Valuation & Advisory Sustainability & Environmental

OUR TEAM



Eddie Saig
CRE, SIOR
President



Laura Saig Martin
Principal Broker



Hank Martin
CCIM, SIOR
Broker Manager



Brian Califf,
CCIM



Elliot Embry
SIOR



Daniel McPhail



Henry Webb



Reynolds Willis



Amy Farris

6263 Poplar, Suite 150
Memphis, TN 38119

901-526-3100
saigcompany.com

NAI Saig Company

COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE