

MARKET TRENDS

INDUSTRIAL

Inventory SF	333M
Market Rent/SF	\$5.69
Under Constr SF	267K
Annual Rent Growth	0.2%
12 Mo Net Absorp SF	1.03M
Market Sale Price/SF	\$143.94
Vacancy Rate	4.4%
Total Sales Vol	\$92.5M

OFFICE

Inventory SF	59M
Market Rent/SF	\$23.62
Under Constr SF	105K
Annual Rent Growth	(0.1%)
12 Mo Net Absorp SF	(351K)
Market Sale Price/SF	\$115.57
Vacancy Rate	11.5%
Total Sales Vol	\$16.5M

RETAIL

Inventory SF	93M
Market Rent/SF	\$17.07
Under Constr SF	283K
Annual Rent Growth	0.5%
12 Mo Net Absorp SF	(494K)
Market Sale Price/SF	\$143.94
Vacancy Rate	4.4%
Total Sales Vol	\$92.5M

MULTIFAMILY

Inventory SF	102K
Market Rent/SF	\$1,176
Under Constr SF	524
Annual Rent Growth	1.1%
12 Mo Net Absorp SF	795
Market Sale Price/SF	\$98K
Vacancy Rate	15.2%
Total Sales Vol	\$57.3M

MEET THE TEAM



Edward Saig



Laura Saig Martin



Hank Martin,
SIOR



Van Spear,
SIOR



Brian Califf,
CCIM



Daniel McPhail,
SIOR



Henry Webb



Reynolds Wills



Paul Banks



Jeff Higdon,
SIOR



James McCraw,
CCIM



Camila
Rodriguez



Shirley Rudd



Olivia Ashbery

NAI Saig Company

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WHO WE ARE

NAI Saig Company is a family-owned commercial real estate firm proudly serving Tennessee, Mississippi, and Arkansas. Founded over 62 years ago by Eddie Saig, President, the company has built a strong reputation based on integrity, expertise, and long-standing client relationships.

Q1 2026 NOTABLE TRANSACTIONS



SOLD

Daniel McPhail, SIOR represented the seller on the sale of 5702 Summer Ave.



SOLD

Brian Califf, CCIM and Henry Webb represented the seller on the sale of 1888-1896 E. Brooks Rd.



LEASED

Hank Martin, SIOR represented the landlord on the renewal and extension at 4083 E. Raines Rd.



SOLD

Jeff Higdon, SIOR represented the buyer on the purchase of 10777 Highpoint Rd.

Q1 2026 FEATURED LISTINGS



FOR LEASE

Hank Martin, SIOR and Reynolds Willis are representing the landlord at the Top of the Sipp in Southaven, MS.



FOR SALE

Brian Califf, CCIM is representing the seller of 4934-4938 Poplar Ave.



FOR SALE

James McCraw, CCIM and Hank Martin, SIOR are representing the seller of 629 Monroe Ave.



FOR SALE

Paul Banks and Brian Califf, CCIM are representing the seller of 2000 Tamm St. in Brownsville, TN.