

MEMPHIS NEWS

For more than 50 years, Memphis has been home to one of professional golf's most meaningful tournaments. In 1970, St. Jude founder Danny Thomas partnered with local leaders to make St. Jude Children's Research Hospital the tournament's designated charity, transforming the Memphis Open into the St. Jude Classic.

FedEx became the tournament's title sponsor in 1986, further strengthening its connection to Memphis. Today, the event is known as the FedEx St. Jude Championship, the opening tournament of the PGA TOUR's prestigious FedEx Cup Playoffs. Since 1989, the championship has been hosted at TPC Southwind, drawing the world's top golfers and thousands of visitors to the Memphis area each year.

Beyond world-class competition, the tournament has made a lasting impact on the community. Since partnering with St. Jude in 1970, it has raised more than \$79 million to support the hospital's lifesaving mission, making it one of the most impactful sporting events in the region.

In Memphis, the FedEx St. Jude Championship is more than a golf tournament, it's a tradition that showcases the city's commitment to philanthropy, hospitality, and excellence.

Source: St. Jude Children's Research Hospital



Source: St. Jude Children's Research Hospital



Source: PGA Tour

INDUSTRIAL TRENDS, OFFICE TRENDS, RETAIL, & MULTIFAMILY TRENDS

INDUSTRIAL		OFFICE		RETAIL		MULTIFAMILY	
Inventory SF	333M	Inventory SF	59M	Inventory SF	93.3M	Inventory Units	102K
Market Rent/SF	\$5.78	Market Rent/SF	\$23.40	Market Rent/SF	\$17.06	Market Rent/SF	\$1,187
Under Constr SF	1.3M	Under Constr SF	101K	Under Constr SF	255K	Under Constr Units	936
Annual Rent Growth	1.2%	Annual Rent Growth	(0.1%)	Annual Rent Growth	(0.2%)	Annual Rent Growth	0.7%
12 Mo Net Absorp SF	(3.0M)	12 Mo Net Absorp SF	(142K)	12 Mo Net Absorp SF	(227K)	12 Mo Absorp Units	1,080
Market Sale Price/SF	\$57	Market Sale Price/SF	\$115	Market Sale Price/SF	\$142	Market Sale Price/SF	\$98K
Vacancy Rate	8.5%	Vacancy Rate	10.7%	Vacancy Rate	4.2%	Vacancy Rate	14.2%
Total Sales Vol	\$380M	Total Sales Vol	\$23M	Total Sales Vol	\$80M	Total Sales Vol	\$36M

Source: Costar News

NOTABLE TRANSACTIONS



LEASED

Hank Martin, SIOR represented the landlord, Sealy and Company, on the lease at 8950 Hacks Cross Road.



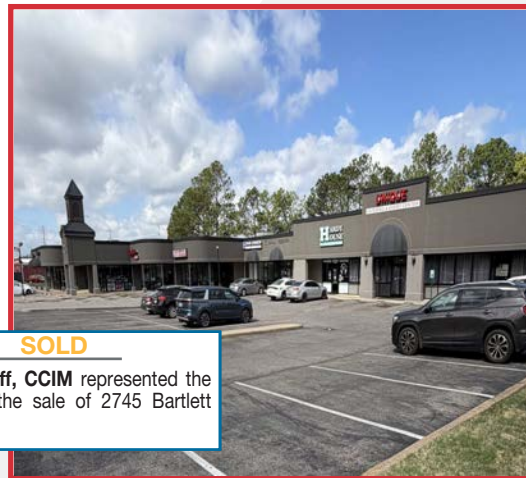
LEASED

Jeff Higdon, SIOR represented the tenant, ServisFirst Bank, on the expansion and extension at 5384 Poplar Avenue.



LEASED

Daniel McPhail, SIOR represented the tenant on the lease at 4400 Delp Street.



SOLD

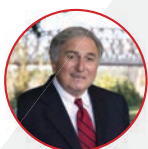
Brian Califf, CCIM represented the seller on the sale of 2745 Bartlett Boulevard.

WHO WE ARE

NAI Saig Company is a 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 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.

Based on **Trust**, Built On **Experience**, Believing in **Service**.

OUR TEAM



Edward Saig, SIOR, CRE



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Camila Rodriguez



Shirley Rudd



Olivia Ashbery