

PROPERTY HIGHLIGHTS

We are excited to welcome two seasoned professionals—James McCraw and Jeff Higdon—to our growing brokerage team. James comes to NAI Saig Company with a multifaceted CRE background and a focus on retail. With over 8 years of experience, he has been recognized for his accomplishments both civically and professionally. A former United States Marine, James holds the prestigious Certified Commercial Investment Member (CCIM) designation and is the President Elect of the Memphis Area Association of Realtors (MAAR) Commercial Council Board of Directors. James is also a recipient of the Memphis Business Journals BREDD Best Commercial Real Estate Dealmaker Award in 2023. Jeff brings over 15 years of experience and a strong reputation for client service. A graduate of the University of Mississippi, he earned the prestigious SIOR designation in 2020 and is known for his leadership and market insight in the retail and office sectors. Their addition strengthens our expertise and underscores our continued commitment to excellence in the Mid-South market.



Photo by Annie Leibovitz

Paying tribute to Fred Smith means honoring a visionary leader who reshaped the industrial, logistics, warehouse, and distribution landscape worldwide—an impact that, in turn, transformed the entire identity and future of Memphis. As the founder of FedEx, Smith didn't just build a global company—he built opportunity. His decision to establish FedEx's world headquarters and global hub in Memphis transformed the city into a cornerstone of international logistics and commerce. This bold move laid the foundation for exponential growth across the commercial real estate landscape, sparking demand for industrial, office, and retail development that continues to thrive today. From massive warehouse corridors to corporate campuses and revitalized business districts, Smith's influence is deeply embedded in the built environment of our city. His legacy is one of innovation, economic empowerment, and a steadfast belief in Memphis's potential—one that will continue to shape our skyline and our future for generations to come.

INDUSTRIAL TRENDS, OFFICE TRENDS, RETAIL, & MULTIFAMILY TRENDS

INDUSTRIAL		OFFICE		RETAIL		MULTIFAMILY	
Inventory SF	333M	Inventory SF	59M	Inventory SF	92.6M	Inventory Units	102,130K
Market Rent/SF	\$5.54	Market Rent/SF	\$22.19	Market Rent/SF	\$16.70	Market Rent/SF	\$1,183
Under Constr SF	242K	Under Constr SF	79K	Under Constr SF	116K	Under Constr Units	1,138
Annual Rent Growth	1.4%	Annual Rent Growth	0.1%	Annual Rent Growth	0.7%	Annual Rent Growth	(0.3%)
12 Mo Net Absorp SF	(5.7M)	12 Mo Net Absorp SF	15K	12 Mo Net Absorp SF	(270K)	12 Mo Absorp Units	238
Market Sale Price/SF	\$53	Market Sale Price/SF	\$118	Market Sale Price/SF	\$145	Market Sale Price/SF	\$96K
Vacancy Rate	9.3%	Vacancy Rate	10.9%	Vacancy Rate	3.7%	Vacancy Rate	14.4%
Total Sales Vol	\$45M	Total Sales Vol	\$5.8M	Total Sales Vol	\$94M	Total Sales Vol	\$99M

Source: Costar News

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.

NOTABLE TRANSACTIONS



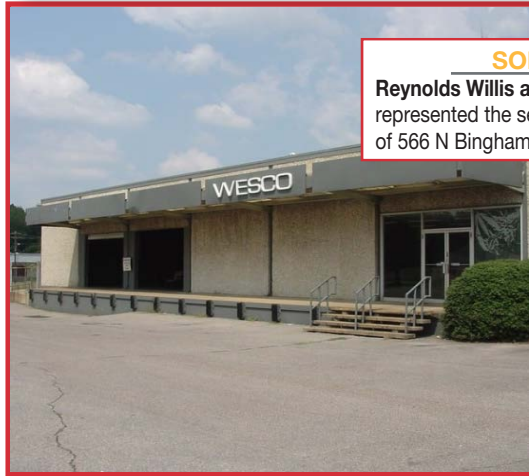
LEASE

Hank Martin represented the landlord, Sealy and Company, on the lease at 6356 Commercial Dr in Olive Branch, MS.



SOLD

Brian Califf represented the seller on the sale of 1640 Highway 39 N in Meridian, MS.



SOLD

Reynolds Willis and Brian Califf represented the seller on the sale of 566 N Bingham.



SOLD

Brian Califf represented the seller on the sale of 635-645 Highway 1 in Greenville, MS.



SOLD

Brian Califf represented the seller on the sale of 6200 Stage Rd.



SUBLEASED

Daniel McPail and Henry Webb represented Neotek Corp. on the sublease of 100K SF at 4605 Hickory Hill.

OUR TEAM



Edward Saig, SIOR, CRE



Hank Martin, CCIM, SIOR



Laura Saig Martin



Brian Califf, CCIM



Daniel McPail, CCIM



Henry Webb



Reynolds Willis



Van Spear, SIOR



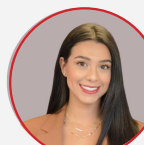
Paul Banks



James McCraw, CCIM



Jeff Higdon



Camila Rodriguez



Shirley Rudd



Olivia Ashbery