

FEATURED LISTINGS



FOR SALE
Hank Martin and James McCraw are representing the seller of 1909-1913 Poplar Avenue in Memphis, TN.



FOR SALE OR LEASE
Brian Califf is representing the landlord/seller of 5445 E Raines Road, in Memphis, TN.



FOR SALE OR LEASE
Brian Califf is representing the landlord/seller of 2660 S Mendenhall Road, in Memphis, TN.



FOR SALE
James McCraw and Hank Martin are representing the seller of 629 Monroe Avenue, the former Premiere Palace, in Memphis, TN.

INDUSTRIAL TRENDS, OFFICE TRENDS, RETAIL, & MULTIFAMILY TRENDS

INDUSTRIAL		OFFICE		RETAIL		MULTIFAMILY	
Inventory SF	332M	Inventory SF	59M	Inventory SF	92.4M	Inventory Units	102K
Market Rent/SF	\$5.57	Market Rent/SF	\$22.38	Market Rent/SF	\$16.51	Market Rent/SF	\$1,168
Under Constr SF	409K	Under Constr SF	141K	Under Constr SF	165K	Under Constr Units	1,054
Annual Rent Growth	0.5%	Annual Rent Growth	0.1%	Annual Rent Growth	(1.1%)	Annual Rent Growth	(1.2%)
12 Mo Net Absorp SF	(7.2M)	12 Mo Net Absorp SF	(463K)	12 Mo Net Absorp SF	(70K)	12 Mo Absorp Units	66
Market Sale Price/SF	\$56	Market Sale Price/SF	\$108	Market Sale Price/SF	\$140	Market Sale Price/SF	\$95K
Vacancy Rate	9.7%	Vacancy Rate	11.2%	Vacancy Rate	3.7%	Vacancy Rate	14.9%
Total Sales Vol	\$46M	Total Sales Vol	\$22M	Total Sales Vol	\$58M	Total Sales Vol	\$53M

Source: Costar News

NOTABLE TRANSACTIONS



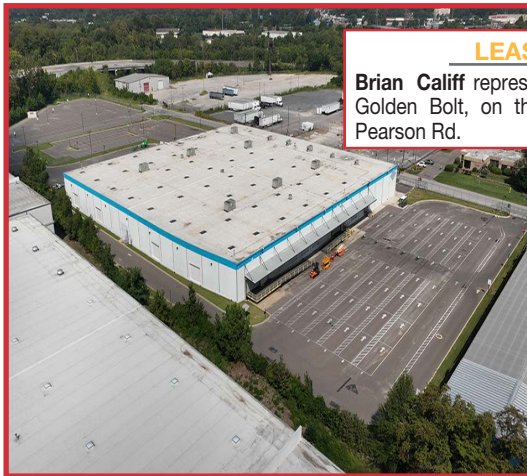
LEASED

Hank Martin represented the sub-landlord and tenant on the sublease at 3615 Lamar Ave.



SOLD

Henry Webb represented the seller, and **Brian Califf** represented the buyer, on the sale of 1562-1600 Two Pl.



LEASED

Brian Califf represented the tenant, Golden Bolt, on the lease at 3347 Pearson Rd.



SUBLEASE

Hank Martin represented the tenant, and **Daniel McPhail** and **Henry Webb** represented the landlord, on the sublease at 4605 Hickory Hill Rd.

OUR TEAM



Edward Saig, SIOR, CRE



Hank Martin, CCIM, SIOR



Laura Saig Martin



Brian Califf, CCIM



Daniel McPhail, CCIM



Henry Webb



Reynolds Willis



Van Spear, SIOR



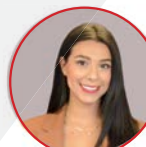
Paul Banks



James McCraw, CCIM



Jeff Higdon



Camila Rodriguez



Shirley Rudd



Olivia Ashbery

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**.