

PROPERTY HIGHLIGHTS

Our brokers, **Hank Martin** and **Reynolds Willis**, are proudly representing the landlord at the Top of the Sipp, a dynamic new retail development in Southaven, Mississippi. This multi-phase project is designed to become a premier destination for shopping, dining, and entertainment in the region. Currently under construction, Phase Two offers over 71,000 square feet of available space—ranging from 806 to 30,868 square feet—with occupancy slated for early 2026. Following the success of Phase One—welcoming Abbikaddabi's, Suite Serenity, and Walk-On's—Phase Two continues the momentum. Up next, Phase Three will introduce Bangers Pickleball, bringing even more energy to this dynamic development. Now is the perfect time to secure your spot in Southaven's next major retail destination.



The new Buc-ee's development in West Memphis highlights a major commercial opportunity at one of the region's most strategic transportation crossroads. Located just off the interchange where I-40 and I-55 converge, the site offers unmatched visibility and access for travelers and businesses alike. Our broker, **Van Spear**, represented the seller Taylor Hemenway in the transaction. With strong collaboration between Buc-ee's, local government, and the sellers, the deal came together smoothly. In addition to the 12 to 15 acres adjacent to Buc-ee's already generating interest from restaurants, retailers, and hotels, the area boasts an expansive 300 acres of vacant commercial land fronting both interstates—presenting a significant development opportunity for future growth and regional impact.

INDUSTRIAL TRENDS, OFFICE TRENDS, RETAIL, & MULTIFAMILY TRENDS

INDUSTRIAL		OFFICE		RETAIL		MULTIFAMILY	
Inventory SF	333M	Inventory SF	59.2M	Inventory SF	93.5M	Inventory Units	102,090
Market Rent/SF	\$5.43	Market Rent/SF	\$22.23	Market Rent/SF	\$16.23	Market Rent/SF	\$1,180
Under Constr SF	1.5M	Under Constr SF	79K	Under Constr SF	140K	Under Constr Units	652
Annual Rent Growth	1.9%	Annual Rent Growth	2.7%	Annual Rent Growth	1.0%	Annual Rent Growth	2.0%
12 Mo Net Absorp SF	(5.2M)	12 Mo Net Absorp SF	95K	12 Mo Net Absorp SF	(432K)	12 Mo Absorp Units	929
Market Sale Price/SF	\$52	Market Sale Price/SF	\$118	Market Sale Price/SF	\$137	Market Sale Price/SF	\$93K
Vacancy Rate	9.0%	Vacancy Rate	11%	Vacancy Rate	3.9%	Vacancy Rate	14.2%
Total Sales Vol	\$140M	Total Sales Vol	\$5.8M	Total Sales Vol	\$129.5M	Total Sales Vol	\$81M

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 tenant, Climatic Inc., on the lease at 4406 Malone Road.



LEASE

Reynolds Willis represented the tenant, Maxam Tire NA, on the lease at 19119 S. Reyes Avenue in Compton, CA.



SUBLEASED

Daniel McPhail and Henry Webb represented the Sublandlord on the lease at 4605 Hickory Hill Road.



SOLD

Brian Califf represented the seller on the sale of 590 N. Germantown Parkway.



SOLD

Brian Califf represented the seller on the sale of 875 Highway 51 in Batesville, MS.



LEASED

Hank Martin represented the landlord, Sealy & Company, on the lease of 4610 Distriplex Drive West.

OUR TEAM



Edward Saig, SIOR, CRE



Hank Martin, CCIM, SIOR



Laura Saig Martin



Brian Califf, CCIM



Daniel McPhail, SIOR



Henry Webb



Reynolds Willis



Van Spear, SIOR



Paul Banks



Shirley Rudd



Olivia Ashbery