



ST LOUIS REGIONAL
FREIGHTWAY

ST. LOUIS REGIONAL

REAL ESTATE

Market Indicators &
Workforce Statistics

Q2 2021





ST LOUIS REGIONAL FREIGHTWAY

The St. Louis region has **the industrial space, the available workforce,** and is ready to help you find the space you need.

The **ST. LOUIS REGIONAL FREIGHTWAY** has created this newsletter to educate business leaders about the recent growth in the industrial market and how the region is poised for further expansion.

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ST LOUIS REGIONAL FREIGHTWAY

This market report showcases the St. Louis regional industrial landscape and focuses on the freight, logistics and distribution market. The St. Louis Regional Freightway is spotlighting the hotspots within the market and highlighting the region's capacity to deliver a job-ready workforce.

Explore this newsletter to find out why the St. Louis regional industrial market is a prime location for freight operations!

Interactive Newsletter Outline

- | | | | |
|----|---|----|---|
| 1. | Industrial Real Estate Market Indicators | 5. | Industrial Job-Ready Workforce Statistics |
| 2. | Construction & Development Trends | 6. | St. Louis Regional Advantages |
| 3. | Hotspot Spotlight - Industry Growth at Auto Plant Sites | 7. | Featured Real Estate Sites Map |
| 4. | Hotspot Spotlight - Route 3 Corridor | | |



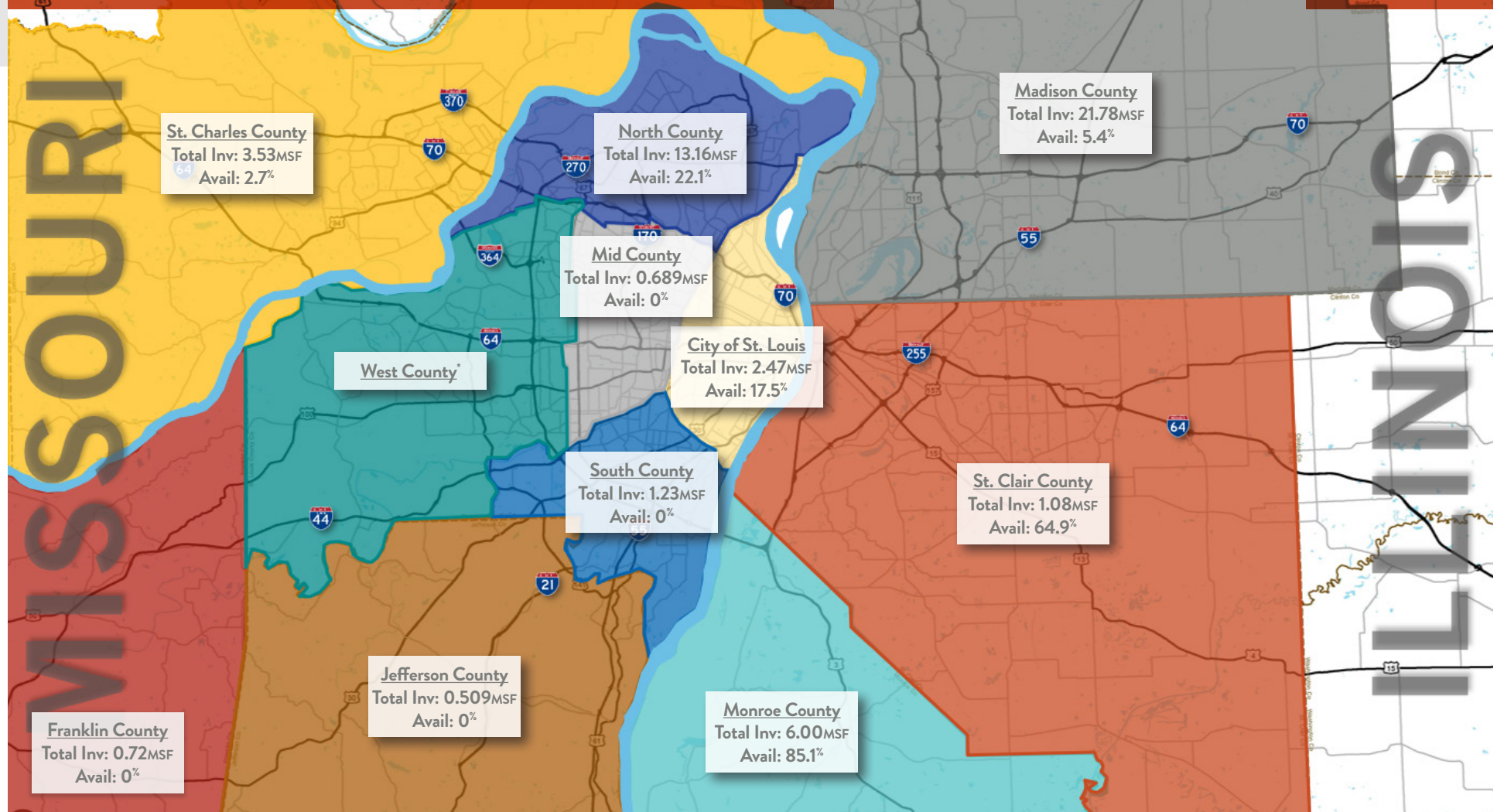


ST LOUIS REGIONAL FREIGHTWAY

ST. LOUIS REGIONAL INDUSTRIAL MARKET REAL ESTATE INDICATORS

BULK DISTRIBUTION BUILDINGS OVER 250K SF

Q2 2021



Source: CoStar – St. Louis MSA; Existing industrial buildings over 250,000 SF, over 24' Clear; Single Story
West County, MO does not have inventory fitting the parameters on CoStar

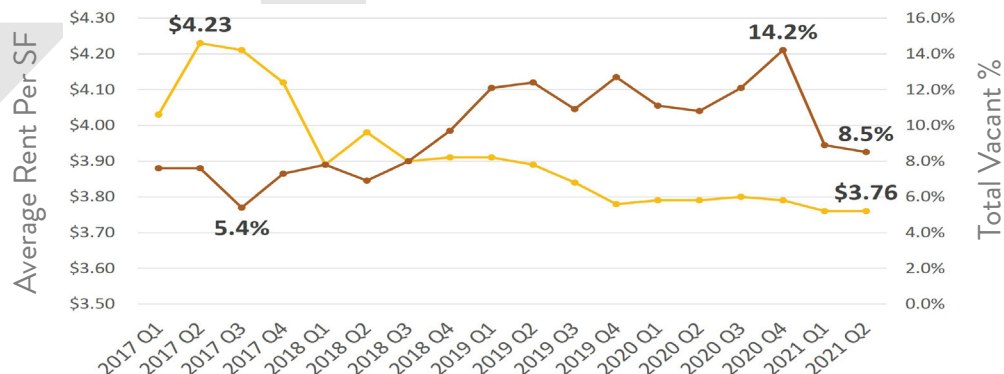


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ST. LOUIS REGIONAL INDUSTRIAL MARKET REAL ESTATE INDICATORS

Q2 2021

AVERAGE NNN DIRECT ASKING RENT & VACANCY RATE



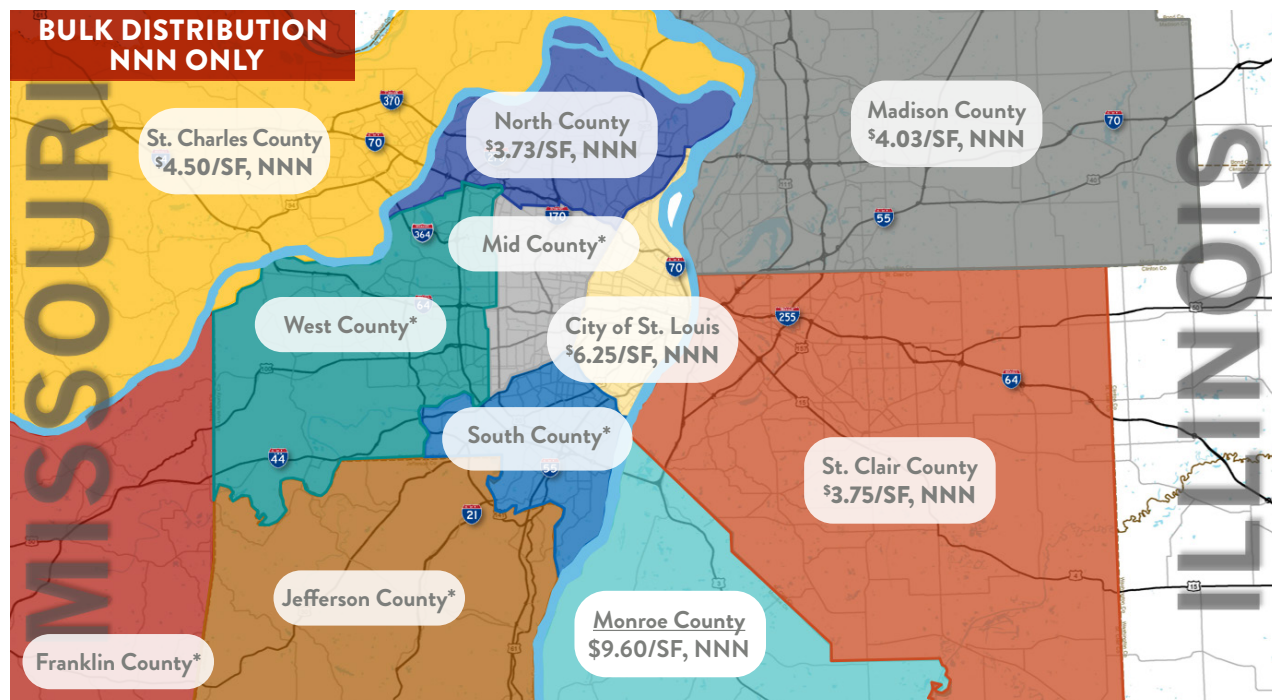
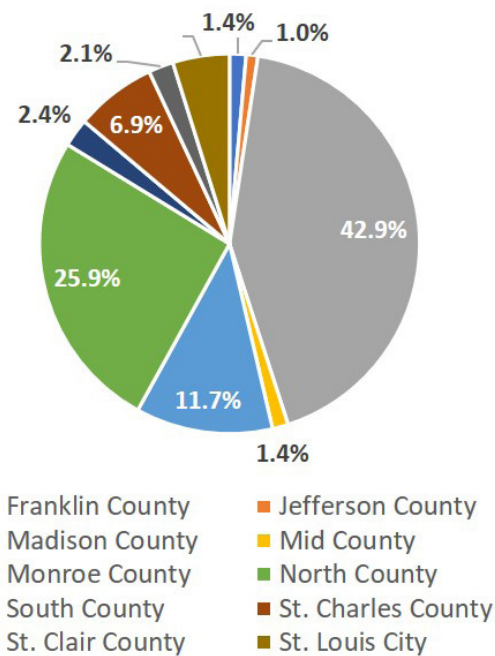
MODERN BULK INVENTORY

(BULK DISTRIBUTION OVER 250,000 SF)

**TOTAL =
±51.2 MSF**

INVENTORY BREAKDOWN

(BY BUILDING SF)



Source: CoStar – St. Louis MSA; Existing industrial buildings over 250,000 SF, over 24' Clear; Single Story

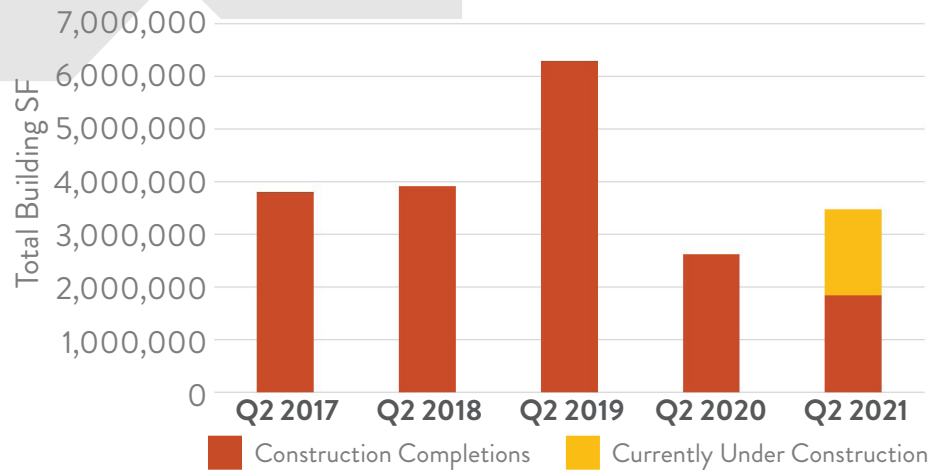
*Only reported NNN asking rents were used



ST LOUIS REGIONAL FREIGHTWAY

TOTAL CONSTRUCTION OVER 100K SF

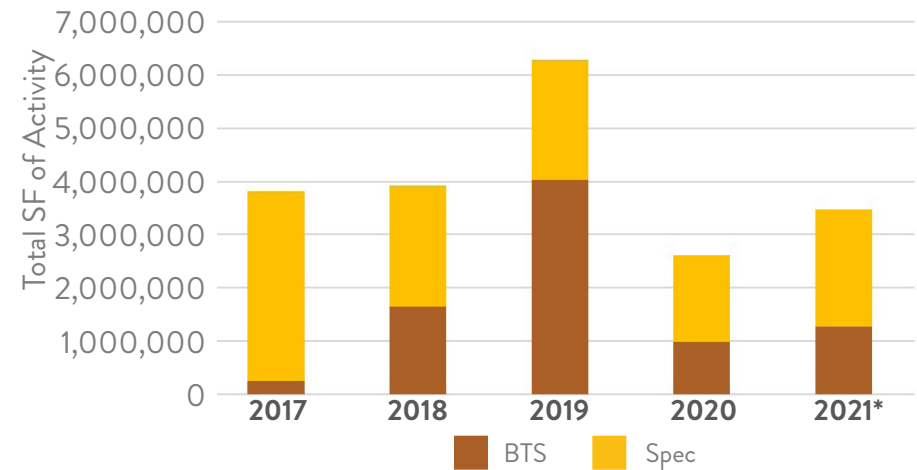
ST. LOUIS REGIONAL INDUSTRIAL MARKET - HISTORIC ACTIVITY



CONSTRUCTION & DEVELOPMENT TRENDS

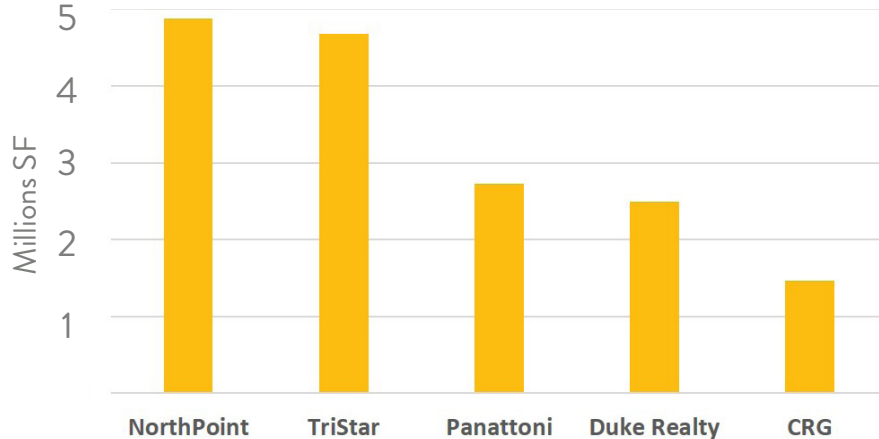
SPECULATIVE DEVELOPMENT

SPEC & BTS CONSTRUCTION SINCE 2017



TOP MODERN BULK DEVELOPERS*

ACTIVITY OVER 5 YEARS



Source: Steadfast City; CoStar (St. Louis, MO-IL MSA, Industrial buildings over 100,000 SF)

* Includes 2021 completions and under construction activity

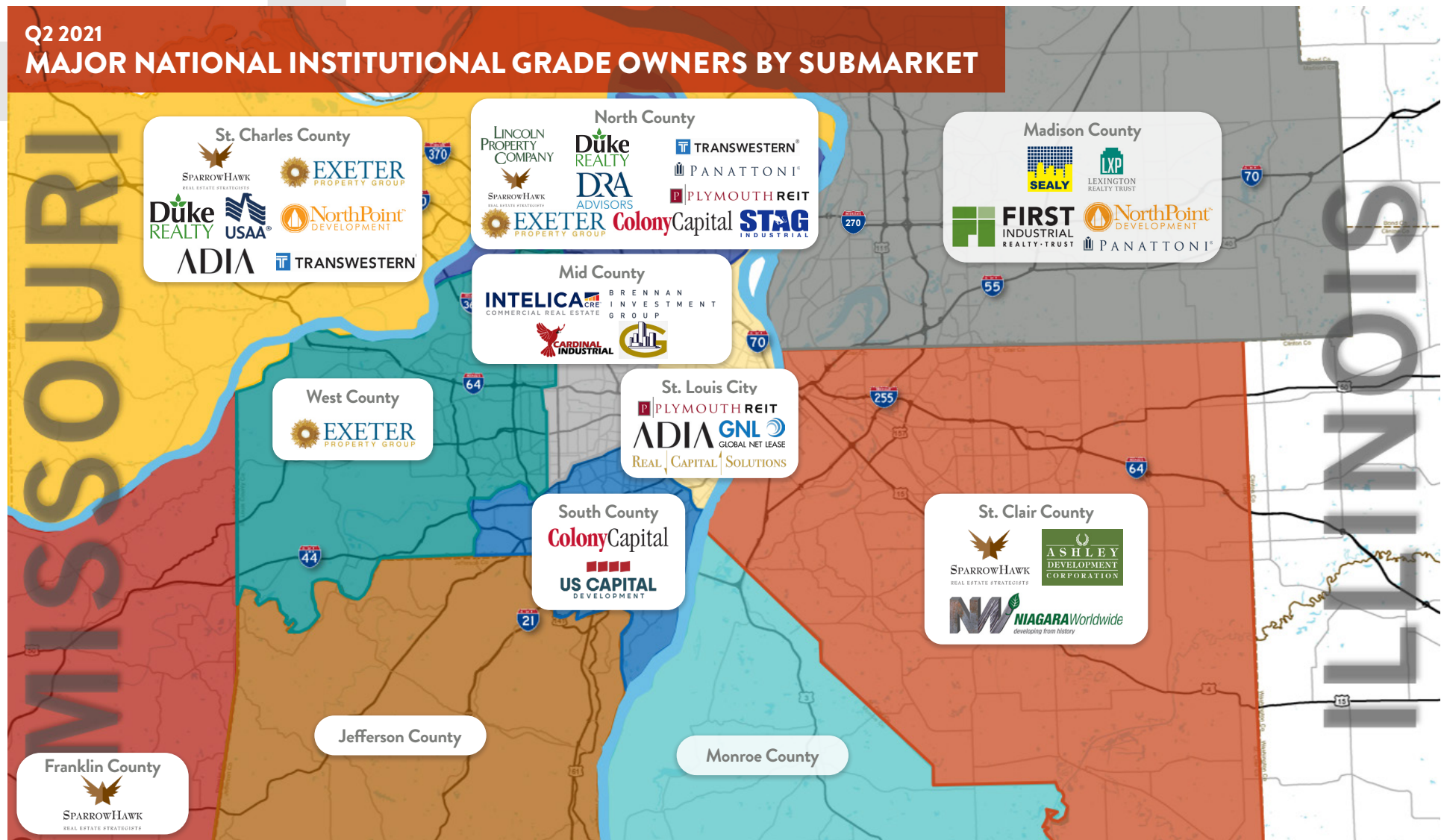


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CONSTRUCTION & DEVELOPMENT TRENDS

Q2 2021

MAJOR NATIONAL INSTITUTIONAL GRADE OWNERS BY SUBMARKET



Source: CoStar



ST LOUIS REGIONAL FREIGHTWAY

HOTSPOT SPOTLIGHT: INDUSTRY GROWTH AT AUTO PLANT SITES



**Locational
Advantages**



**Business
Climate**



**Public-Private
Partnerships**



**Broker & Developer
Sophistication**

A STORY OF THE ST. LOUIS REGION'S RESILIENCE

The attractiveness of the St. Louis region is highlighted through its automotive manufacturing history.

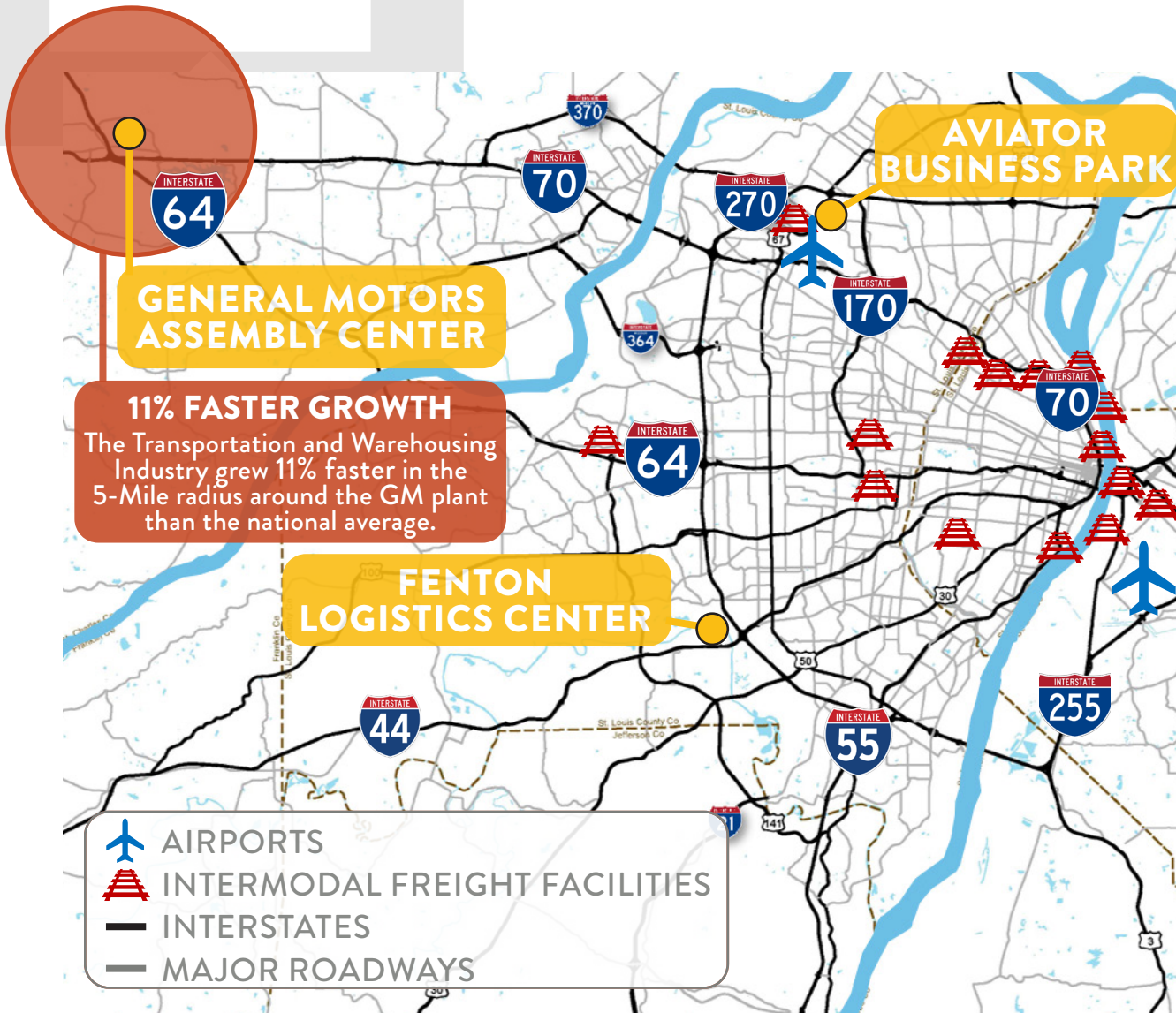
The General Motors Wentzville Assembly Plant in St. Charles is vibrant and growing with a recent announcement of a \$1.5B investment into the facility by GM in 2019.

Between 2000 and 2010, both the Ford Motor Plant in Hazelwood and the Chrysler Auto Plant in Fenton closed, leaving empty and blighted sites. The locations of both plants along key intermodal sites and the flexibility & ingenuity of public-private partnerships allowed national developers to see the potential of the sites and attract impactful tenants at the newly constructed, modern industrial business parks.



ST LOUIS REGIONAL FREIGHTWAY

HOTSPOT SPOTLIGHT: INDUSTRY GROWTH AT AUTO PLANT SITES



A STORY OF THE ST. LOUIS REGION'S RESILIENCE

General Motors Wentzville Assembly Center

- » 500 Acre Auto Plant
- » 4,330 Jobs
- » +30,300 Total Jobs Impact

Fenton Logistics Park (Former Chrysler Plant)

- » 150 Acre Industrial Park
- » 1.3M SF of New Construction
- » \$300MM Investment
- » 2,000 Jobs

Aviator Business Park (Former Ford Plant)

- » 160 Acre Industrial Park
- » 2.6M SF of New Construction
- » \$250MM Investment
- » 1,150 Jobs



ST LOUIS REGIONAL FREIGHTWAY

The IL Route 3 highway is the backbone of a 60-mile long logistics and manufacturing corridor with access points to six Class 1 railroads, five airports with capacity, four interstates with national access, and America's third largest inland port.

"The Rail service along this corridor is unique; it's whatever a manufacturer or rail shipper wants. You have the six Class 1 railroads you can ship with directly or through the Terminal Railroad. There's five intermodal facilities, if not on the border within a five-to ten-minute drive. And what we do is we're that last mile service provider. So, we provide a safe interchange of goods between Class 1 railroads and their end users. The river, the rail and the interstate access in this area truly give you the best multimodal options."

- Matt Whitney, Dir. of Business & Industrial Dev. for Terminal Railroad Assoc. of St. Louis

"The Route 3 corridor from Dupu to Alton has some very favorable zoning ordinances in communities that are going to welcome heavy manufacturing. The Route 3 arterial route, which is a four-lane highway, is relatively uncongested and traverses parallel to the Mississippi River. It intersects multiple interstates, rail and river access points. It has access to heavy utilities and a skilled labor pool. And many of these communities are relatively easy to work with and don't have a lot of red tape to overcome."

- Steve Zuber, SIOR, CCIM, Principal with Barber Murphy

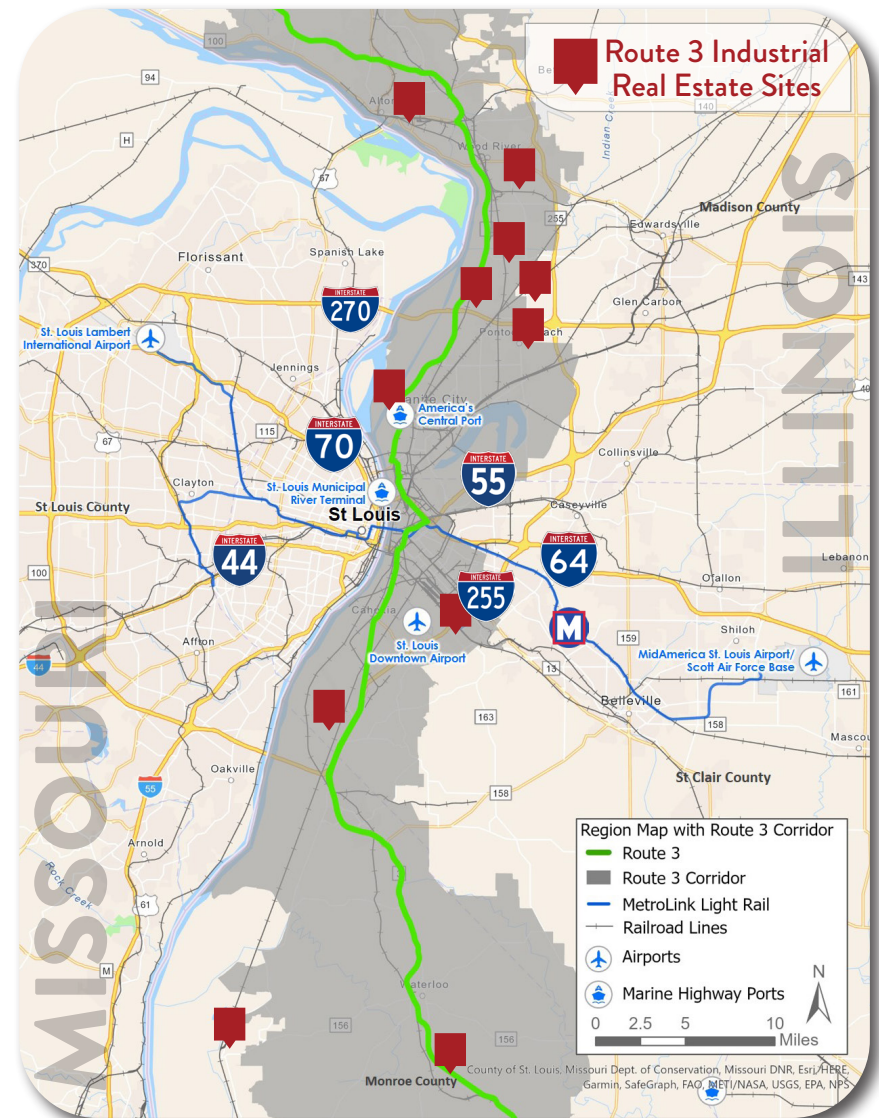
"When you think about the location and the infrastructure alone, this is just a fantastic, fantastic location for site selection and new business investment."

- Doug Rasmussen, President & CEO of Steadfast City Economic & Community Partners

"We've enjoyed the fruits of the corridor and been part of it for nearly 150 years... But one thing that's been fairly constant is we rely heavily on getting product to us, as well as shipping our product, and being geographically located in the Midwest, as well as having all of those transportation ways, if you will, there's been a huge advantage for this facility and one of the reasons we're still here."

- Mike Patton, General Manager of U.S. Steel

HOTSPOT SPOTLIGHT: ROUTE 3 CORRIDOR

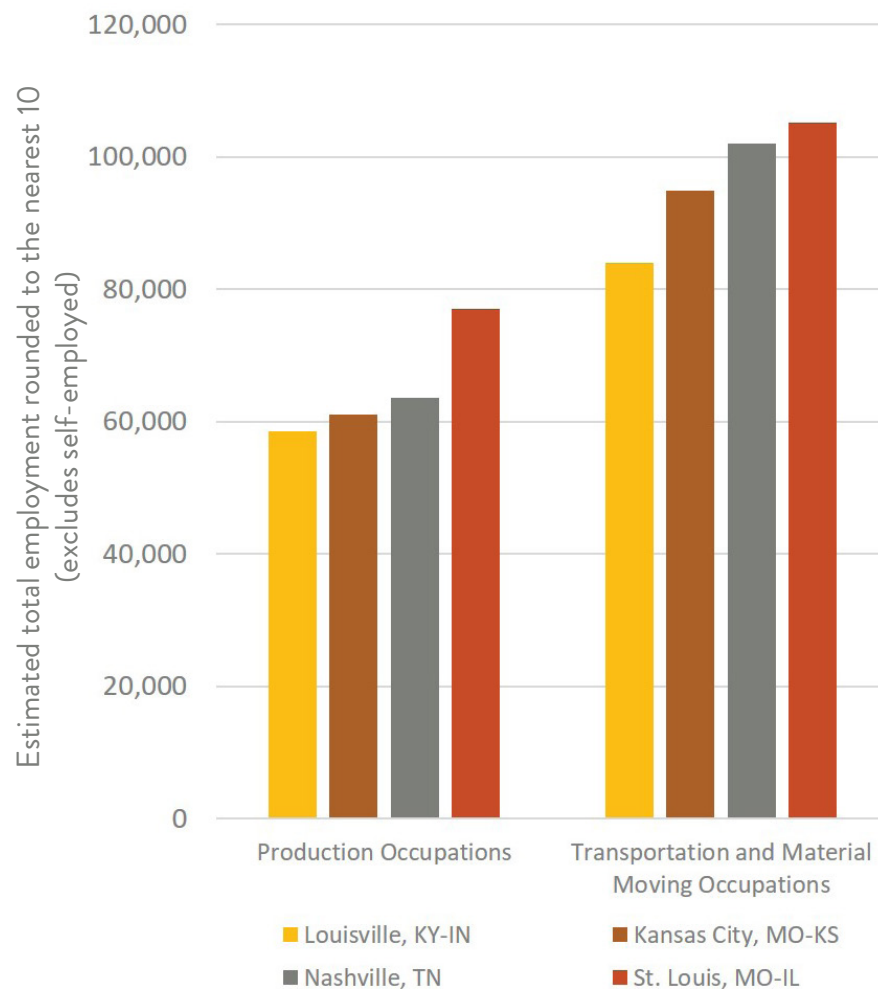


ST LOUIS REGIONAL FREIGHTWAY

OCCUPATIONAL EMPLOYMENT & WAGE ESTIMATES	ST. LOUIS MSA	
	# Workers	Annual Mean Wage
All Occupations	1,300,210	\$54,210
Production Occupations	77,060	\$43,950
First-Line Supervisors of Production and Operating Workers	5,390	\$67,140
Machinists	3,670	\$51,830
Packaging and Filling Machine Operators and Tenders	5,510	\$42,450
Computer Numerically Controlled Tool Operators	2,250	\$43,650
Computer Numerically Controlled Tool Programmers	310	\$70,340
Production Workers, All Other	1,310	\$37,390
Transportation and Material Moving Occupations	105,210	\$39,310
First-Line Supervisor of Transportation and Material Moving Workers	3,660	\$62,190
Heavy and Tractor-Trailer Truck Drivers	17,760	\$50,700
Light Truck Drivers	8,340	\$43,390
Industrial Truck and Tractor Operators	6,660	\$37,710
Laborers and Freight, Stock, and Material Movers, Hand	25,600	\$35,660
Stockers and Order Fillers	20,310	\$32,010

INDUSTRIAL JOB-READY WORKFORCE STATISTICS

MSA COMPARISON TOTAL NUMBER OF WORKERS



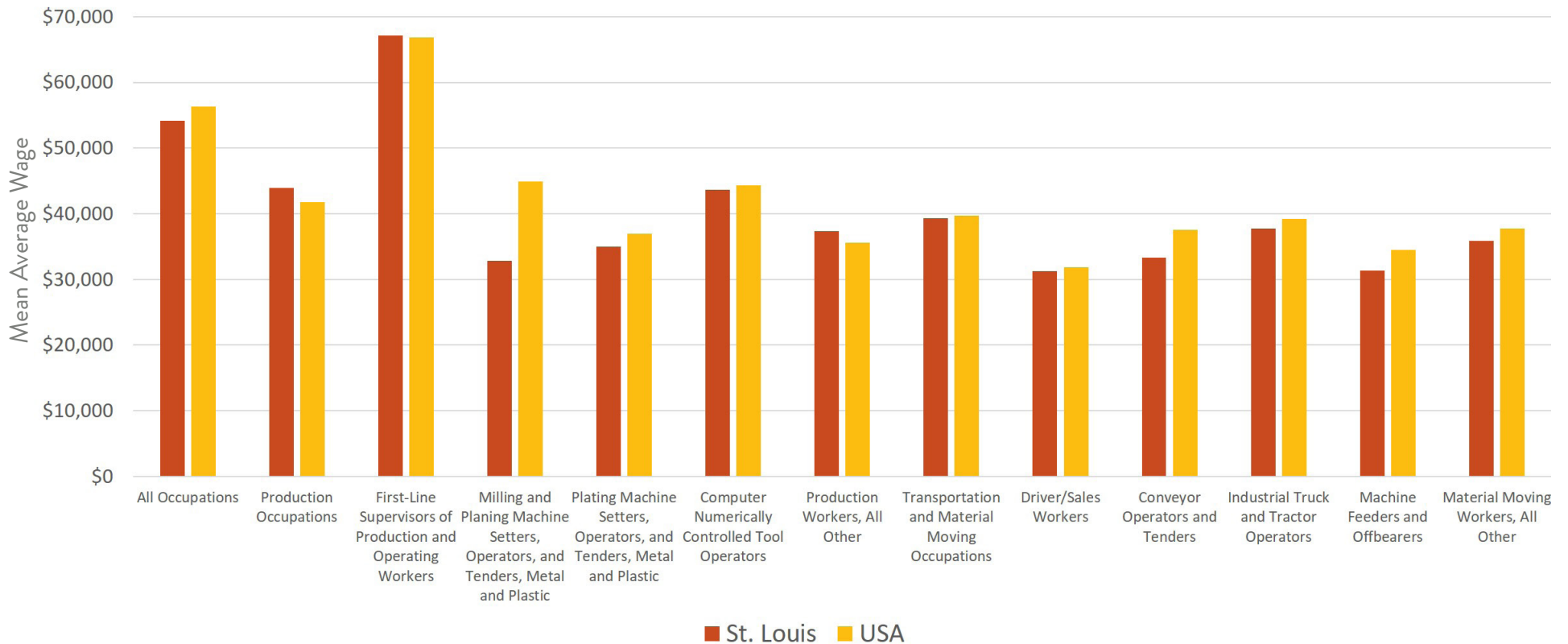
Source: May 2020 Metropolitan and Nonmetropolitan Area Occupational Employment and Wage Estimates <https://www.bls.gov/oes/current/oesrcma.htm>



ST LOUIS REGIONAL FREIGHTWAY

INDUSTRIAL JOB-READY WORKFORCE STATISTICS

MEAN AVERAGE WAGE COMPARISON ST. LOUIS, MO-IL VS USA



Source: May 2020 Metropolitan and Nonmetropolitan Area Occupational Employment and Wage Estimates <https://www.bls.gov/oes/current/oesrcma.htm>



ST LOUIS REGIONAL FREIGHTWAY

ST. LOUIS REGIONAL ECONOMIC ADVANTAGES

MODES OF TRANSPORTATION



AMERICA'S THIRD LARGEST INLAND PORT

Northernmost lock-free/ice-free access on the Mississippi River to and from the Gulf of Mexico, making the region the 3rd largest port for domestic tonnage, among all inland ports in the U.S.



FOUR INTERSTATES WITH NATIONAL ACCESS

The St. Louis region's system of interstates (I-70, I-44, I-55, and I-64) allow for one-day drive or less to major cities such as Chicago, Memphis, Nashville, Kansas City and Columbus.



FIVE AIRPORTS WITH CAPACITY

The region includes two international cargo airports (St. Louis Lambert International Airport and MidAmerica St. Louis Airport) with rail access, foreign trade zones and developable land.



SIX CLASS I RAILROADS

National railroads providing connection to regional and global markets, including BNSF, CN, KCS, NS, CSX and UP, utilizing a single switching carrier through the Terminal Railroad Association of St. Louis.

SAMPLE OF RECENTLY FUNDED PROJECTS:

\$600 MIL	I-270 from I-70 (MO) to IL Rte 157 (IL) (Partially Funded)	\$32 MIL	I-70 Interchange Expansion of Improvement Projects (MO)
\$222 MIL	TRRA Merchants Rail Bridge over Mississippi River (MO/IL)	\$20 MIL	IL Rte 158 (Air Mobility Drive) Expansion from IL Rte 161 to IL Rte 177 (IL)
\$115 MIL	IL Rte 3 Access in St. Clair County (IL) (Partially Funded)	\$13 MIL	America's Central Port Intermodal Improvements (IL) (Partially Funded)
\$80 MIL	IL Rte 3 Connector in St. Clair County (IL)	\$9 MIL	Union Pacific Railroad Lenox Tower Replacement & Track Realignment (IL)
\$62 MIL	I-70 Outer Road in St. Charles County – (MO) (Partially Funded)	\$8 MIL	I-70 Additional Lane from TR Hughes Blvd to Bryan Rd (MO) (Partially Funded)
\$42 MIL	I-255 / Davis Street Ferry Road Interchange (IL)	\$4 MIL	Earth City Access (MO)
\$36 MIL	I-64 Improvements - Green Mt Rd to IL Rte 158 (IL)	\$3 MIL	North Park Access Improvements (MO)
\$34 MIL	North Riverfront Commerce Corridor Improvements (MO) (Partially Funded)	\$2.4 MIL	J.S. McDonnell Connector Access Improvements (MO)



ST LOUIS REGIONAL FREIGHTWAY

FEATURED REAL ESTATE SITES MAP

CAPITALIZE ON THE ADVANTAGE OF THE ST. LOUIS REGION

The St. Louis region is rich with industrial parks and development-ready land for all types of industrial or corporate use.





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