



**20 MISSOURI
RESEARCH PARK DR**

St. Charles, MO 63304

Offering Memorandum

NEWMARK

DISCLAIMER

ZRES STL, LLC (the "Agent") has been engaged as the exclusive sales representative for the sale of 20 Missouri Research Park Dr, St. Charles, MO 63304 (the "Property") by 'Ownership' (the "Seller").

The Property is being offered for sale in an "as-is, where-is" condition, and the Seller and the Agent make no representations or warranties as to the accuracy of the information contained in this Offering Memorandum. The enclosed materials include confidential information and are being furnished solely for the purpose of review by prospective purchasers ("Purchasers") of the interest described herein for which it shall be fully and solely responsible. Neither the enclosed materials, nor any information contained herein, are to be used for any other purpose, or made available to any other person without the express written consent of the Seller. Each recipient, as a prerequisite to receiving the enclosed information, should be registered with the Agent as a "Registered Potential Investor" or as a "Buyer's Agent" for an identified "Registered Potential Investor". The use of this Offering Memorandum, and the information provided herein, is subject to the terms, provisions and limitations of the Confidentiality Agreement furnished by the Agent prior to delivery of this Offering Memorandum.

The material contained herein is based on information and sources deemed to be reliable, but no representation or warranty, express or implied, is being made by the Agent or the Seller or any of their respective representatives, affiliates, officers, employees, shareholders, partners, and directors, as to its accuracy or completeness. Summaries contained herein of any legal or other documents are not intended to be comprehensive statements of the terms of such documents, but rather only outlines of some of the principal provisions contained therein. Neither the Seller nor the Agent shall have any liability whatsoever for any other written or oral communication or information transmitted, or made available, or any action taken, or decision made by the recipient with respect to the Property.

The Seller reserves the right, at its sole and absolute discretion, to withdraw the Property from the market for sale at any time and for any reason without notice, to reject any and all expressions of interest or offers regarding the Property, and/or to terminate discussions with any entity at any time, with or without notice. This Offering Memorandum is made subject to omissions, correction of errors, change of price or other terms, prior sale or withdrawal from the market without notice. The Agent is not authorized to make any representations or agreements on behalf of the Seller. The Seller shall have no legal commitment or obligation to any recipient reviewing the enclosed materials, performing additional investigation, and/or making an offer to purchase the Property unless and until a binding written agreement for the purchase of the Property has been fully executed, delivered, and approved by Seller and any conditions required under the contract for title to pass from the Seller to the buyer have been satisfied or waived.

By taking possession of and reviewing the information contained herein, the recipient agrees that (a) the enclosed materials and their contents will be held and treated in the strictest of confidence; and (b) the recipient shall not contact employees, contractors, sub-contractors or lien-holders of the Property directly or indirectly regarding any aspect of the enclosed materials or the Property without the prior written approval of the Seller or the Agent; and (c) no portion of the enclosed materials may be copied or otherwise reproduced without the prior written authorization of the Seller or the Agent or as otherwise provided in the Confidentiality Agreement executed and delivered by the recipient(s) to Agent.

The Seller will be responsible for any commission due to the Agent in connection with a sale of the Property. However, any broker engaged by Purchaser ("Buyer's Broker") shall seek its commission only from the Purchaser. Under no circumstances will the Agent or the Seller be liable for same and recipient will indemnify and hold the Agent and the Seller harmless from any claims by any brokers having dealt with recipient other than the Agent. Any Buyer's Broker must provide a registration signed by the recipient acknowledging said Buyer's Broker's authority to act on the recipient's behalf.



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THE OFFERING

THE OFFERING PROCESS

An online auction event will be conducted on RealINSIGHT Marketplace in accordance with the Sale Event Terms and Conditions (<https://marketplace.realinsight.com/legal-sale-terms>).

DUE DILIGENCE

Due diligence materials are available to qualified prospective bidders via an electronic data room hosted by RealINSIGHT Marketplace. Prospective bidders will be required to electronically execute a confidentiality agreement prior to being allowed access to the materials. All due diligence must be conducted prior to signing the purchase and sale agreement. You may contact the sales advisors with any due diligence questions.

BUYER QUALIFICATION

Prospective bidders will be required to register with RealINSIGHT Marketplace to bid. Each bidder will be required to provide current contact information, submit proof of funds up to the full amount they plan to bid, and agree to the Auction Terms and Conditions.

In order to participate in an auction, the Seller requires bidders to provide proof of their liquidity in an amount of at least their anticipated maximum bid for those assets they wish to bid on. Such liquidity must be in the form of cash, or cash equivalents, and must be available immediately without restriction.

Generally, recent bank statements, brokerage account statements, or bank letters are acceptable. A line of credit statement may be acceptable only if it is already closed and in place, has undrawn capacity, and may be funded immediately without bank approval. Loan pre-approval letters, term sheets, and the like, where the loan would be collateralized by the property up for auction and funded at escrow closing, are NOT acceptable. Capital call agreements, investor equity commitments, and the like, are evaluated on a case-by-case basis. The acceptance of any proof of funds documents are made at the sole and absolute discretion of RealINSIGHT Marketplace. For further information, please visit the Bidder Registration FAQ (<https://marketplace.realinsight.com/faq-bid-registration>).

AUCTION DATE

The Auction end date is set for 3/27/2024

RESERVE AUCTION

This will be a reserve auction and the Property will have a reserve price ("Reserve Price"). The starting bid is not the Reserve Price. The seller can accept or reject any bid. All bidders agree to execute the non-negotiable purchase and sale agreement, which will be posted to the electronic data room prior to bidding commencement, should they be awarded the deal. For further information about how to bid, please visit the Bidding page (<https://marketplace.realinsight.com/faq-bidding>).

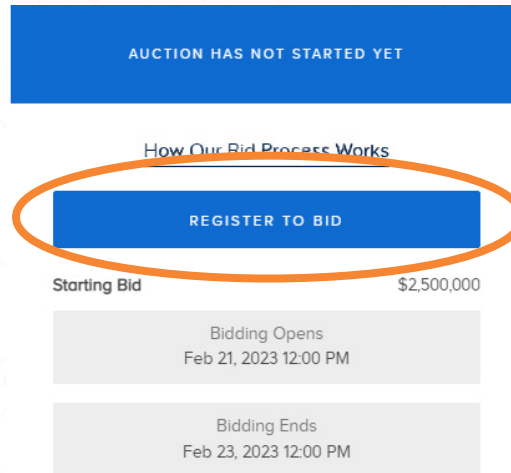
CLOSING

Following the auction, the winning bidder will be contacted by phone and email to go over specifics of the sale, including the execution of the purchase agreement and all documentation involved in the purchase. The winning bidder must be available by telephone within two hours of the sale. More information can be found on the RealINSIGHT Marketplace website.

BIDDER REGISTRATION INSTRUCTIONS

1

Click to the listing: [WEBSITE LINK](#)



2

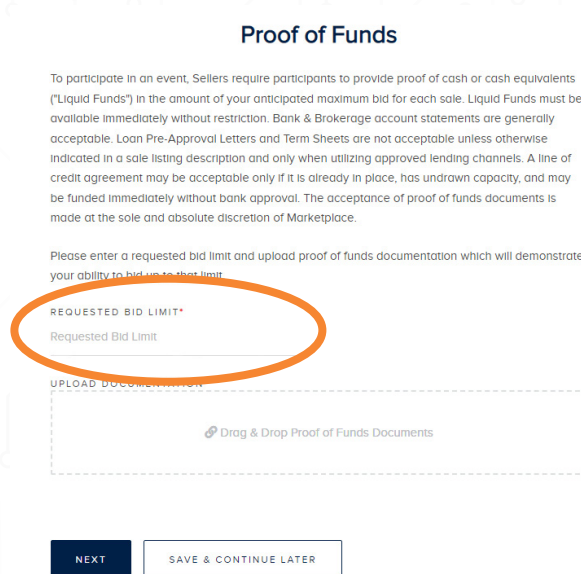
Click the "Register To Bid" blue button

3

Complete all sections of the Bidder Registration that contain a red asterisk and click "Next" on the bottom left

Complete Proof of Funds page with a "Requested Bid Limit" and upload proof of funds documentation to drop box. Acceptable proof of funds are bank statements, brokerage statements and financing commitment letters. Click "Next" at the bottom left.

4



5

Click "I AGREE, SUBMIT MY REGISTRATION", and you are done!

PROPERTY MARKETING VIDEO



MISSOURI
RESEARCH
PARK

20 MISSOURI RESEARCH PARK



90,722 SF Office/Lab
Space For Sale or Lease

NEWMARK
ZIMMER

ACCESS AND VISIBILITY



INTERSTATE

The property is located where Interstate 64 and The Missouri River meet. I-64 is one of St. Louis's most traveled interstates and connects the majority of the metro with Downtown St. Louis.



AIR

Lambert International Airport serves 11 airlines and 78 nonstop destinations and is less than a 25 minute drive. This drive provides executives and corporate clients alike convenient international access to the property.



MISSOURI RESEARCH PARK

The Missouri Research Park is the first business park in the St. Louis region to market exclusively to technology-intensive and research-based companies.

Property Overview



PROPERTY HIGHLIGHTS

96,197 SF Two-Story Building

8.80 Acre Site

LEED Platinum Certified

Electrical Capacity

- 2,000 Amp, 277/480- 3-phase existing
- Existing pad for generator

Parking

- 2.94/1,000 SF ratio

HVAC

- Six (6) 999,999 BTU/hr boilers
- Three (3) 250-ton boilers

Elevators

- 4,500 lb freight
- 2,000 lb passenger

Fire Supression

- Wet-pipe automatic sprinkler
- 750 gallon-per-minute fire pump

Amenities

- Fitness Center
- Cafeteria
- Ample conferencing space
- Walking trails

PROPERTY HIGHLIGHTS

Address	20 Missouri Research Park Dr, St. Charles, MO 63304
Gross Square Feet	96,179 SF
Floors	Two-stories
Year Built	1993, expansion in 2009
Land Area	8.80 acres (383,522 SF)
Parcel Number	3-157G-A793-00-0020.0000000
2023 Assessed Value	\$2,779,823
2023 Real Estate Taxes	\$179,468.14
Zoning	HTC - High Technology Office District. Permissive uses include Office, Commercial, Research, Science, Engineering, Technology, Manufacturing, assembly and testing related uses.
Flood Zone	X - Area of minimal flood risk
Roof	Flat, fully adhered, single-ply thermoplastic membranes
Foundation	Concrete slab-on-grade with perimeter and interior footings under load bearing structures
Superstructure	HQ section - cast in place reinforced concrete Support building - CMU perimeter walls and interior steel framing L building - conventional steel framing
Windows	Windows are a combination of fixed units, hopper-style operable units, and glass curtain wall systems. All windows are double-pane units with vinyl gaskets in aluminum framing.
Facade	Brick veneer, wood siding, aluminum panels, painted CMU, and glass
Lighting	LED and T-8 fluorescents

Electrical	Main electrical services are rated at 2,000-amp, 277/480-volt, three-phase; one feed serves the Lshaped building, and one serves the HQ building.
Utilities	Electric - Cuivre River Electric Cooperative Gas - Spire Energy Water - Public Water Supply District #2 Sanitary - Duckett Creek Sewer District
Plumbing	Copper domestic water piping. Sanitary drainage and vent piping are PVC.
Elevators	Two hydrolic elevators with a 4,500-pound and 2000-pound capacity. Rack mounted lift in the loading dock with a 4,000-pound capacity.
Fire Supression	Wet-pipe sprinkler system for the building with a FM-200 sprinkler system for the data center.
HVAC	Heating and cooling are provided by a central system that consists of six gas fired boilers (999,999 BTU/hr), three air cooled chillers (250-ton), central air handling units, and variable air volume (VAV) boxes
Generator	Pad existing.
Parking	267 Spaces, concrete and asphalt pavement at grade.
Loading	One open-air loading dock platform with two (2) trailer bays and one walk-up metal grated ramp.

LOCATION

Missouri Research Park is 200-acre business park conveniently located off I-64 in the high-tech corridor in St. Charles County. Owned and managed by the University of Missouri System, Missouri Research Park has been a catalyst for research and development companies since its inception in 1985. Today, the park contains over 1.5 million square feet occupied by multiple public and private companies as well as federal agencies.



ST. CHARLES ECONOMIC INCENTIVES

The City of Weldon Spring takes tremendous pride in the quality of businesses that call Weldon Spring home and especially those situated along the Interstate-64 High-Tech Corridor. With support from the Economic Development Council of St. Charles County, prospective investors reviewing a purchase of 20 Research Park Dr can anticipate assessment and serious consideration of any available/applicable inducement mechanisms that would enable a long-term win for both the community and for the company.

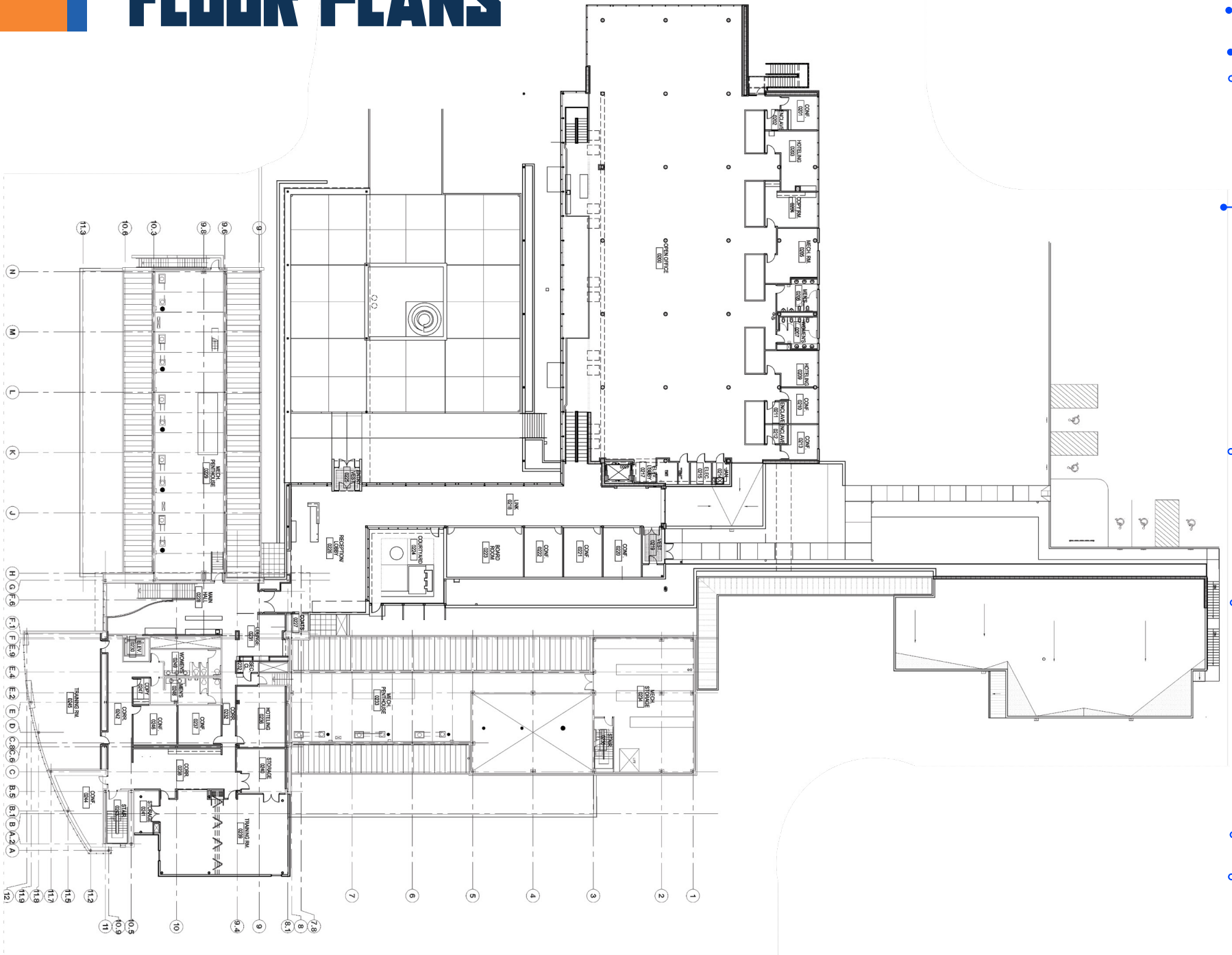
The standard criteria that factor into decisions on whether to utilize various state and local incentives focus primarily on quality new job creation and/or capital investment. This is the case for the more commonly utilized incentive tools in St. Charles County, MO: The Missouri Works Program, Missouri One Start Program, and Chapter 100 Tax Abatement. The former two directly award and promote job creation and training through payroll-tax based retention or credits- while Chapter 100 Tax Abatements are applied through the effective property tax resulting from new investment in real property development/renovation and personal property (machinery and equipment).

Following discussions with prospective companies, the City of Weldon Spring and EDC of St. Charles County can also explore alternative forms of assistance and the pertinence of additional inducement tools that may be more specific to the industry and operational nature of the new business. E.g., Innovating companies may be eligible to receive a research credit against Missouri corporate income tax, and employers with heavy utility usage may be eligible for rate discounts.

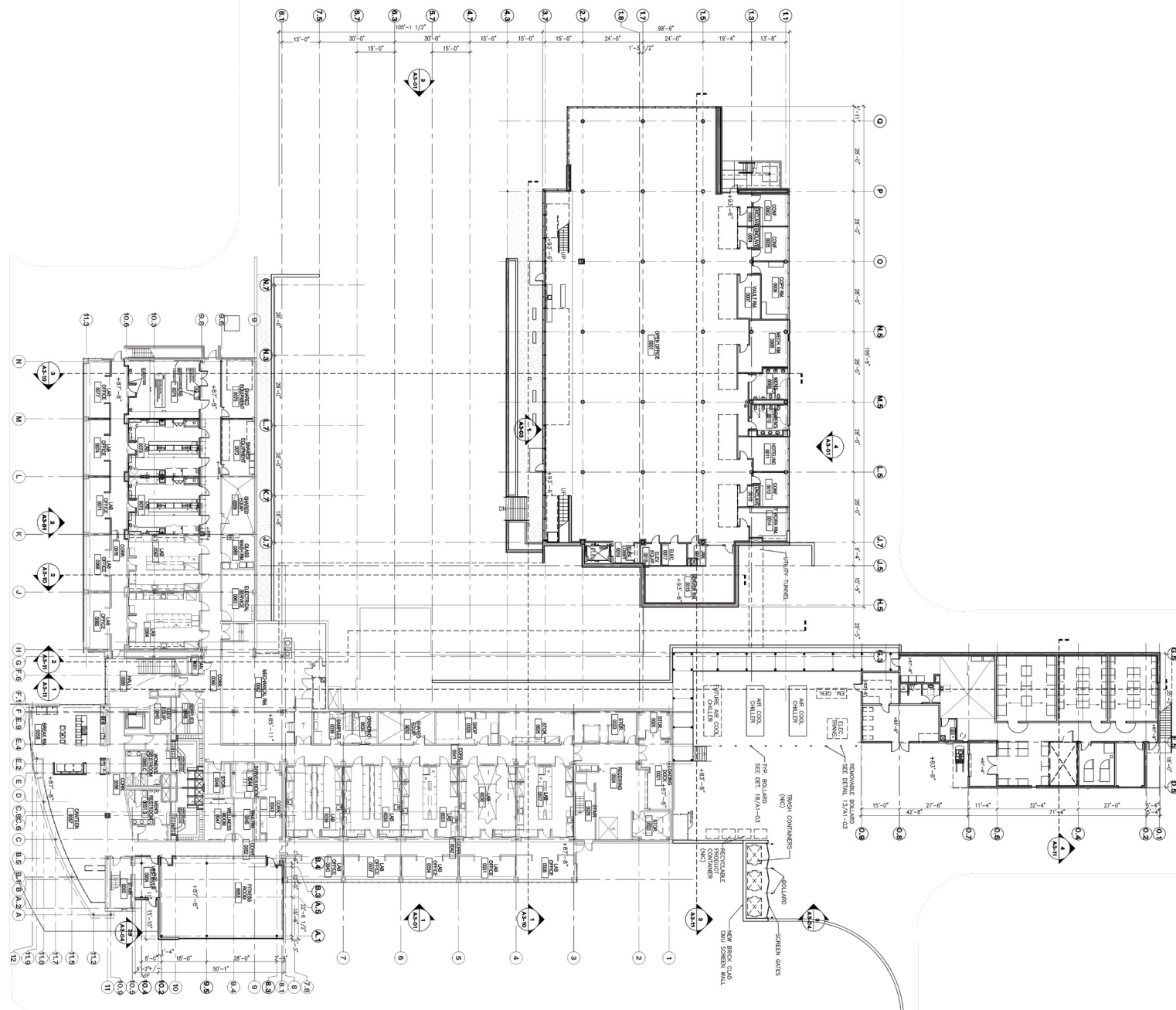
As the fastest growing county by population in the State of Missouri for the past 30 years and a leading contributor of much of the regional/state economy- organizations growing their footprint in our thriving corridors can be confident in the advantages and business-friendly environment. The City of Weldon Spring and St. Charles County appreciate the consideration of your company's expansion/relocation and will act within our capacities to support a soft landing into the community.

Thomas Redd
Assistant VP, Economic Development
EDC of St. Charles County
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Tredd@edcscc.com

FLOOR PLANS



FLOOR PLANS



St Louis Overview



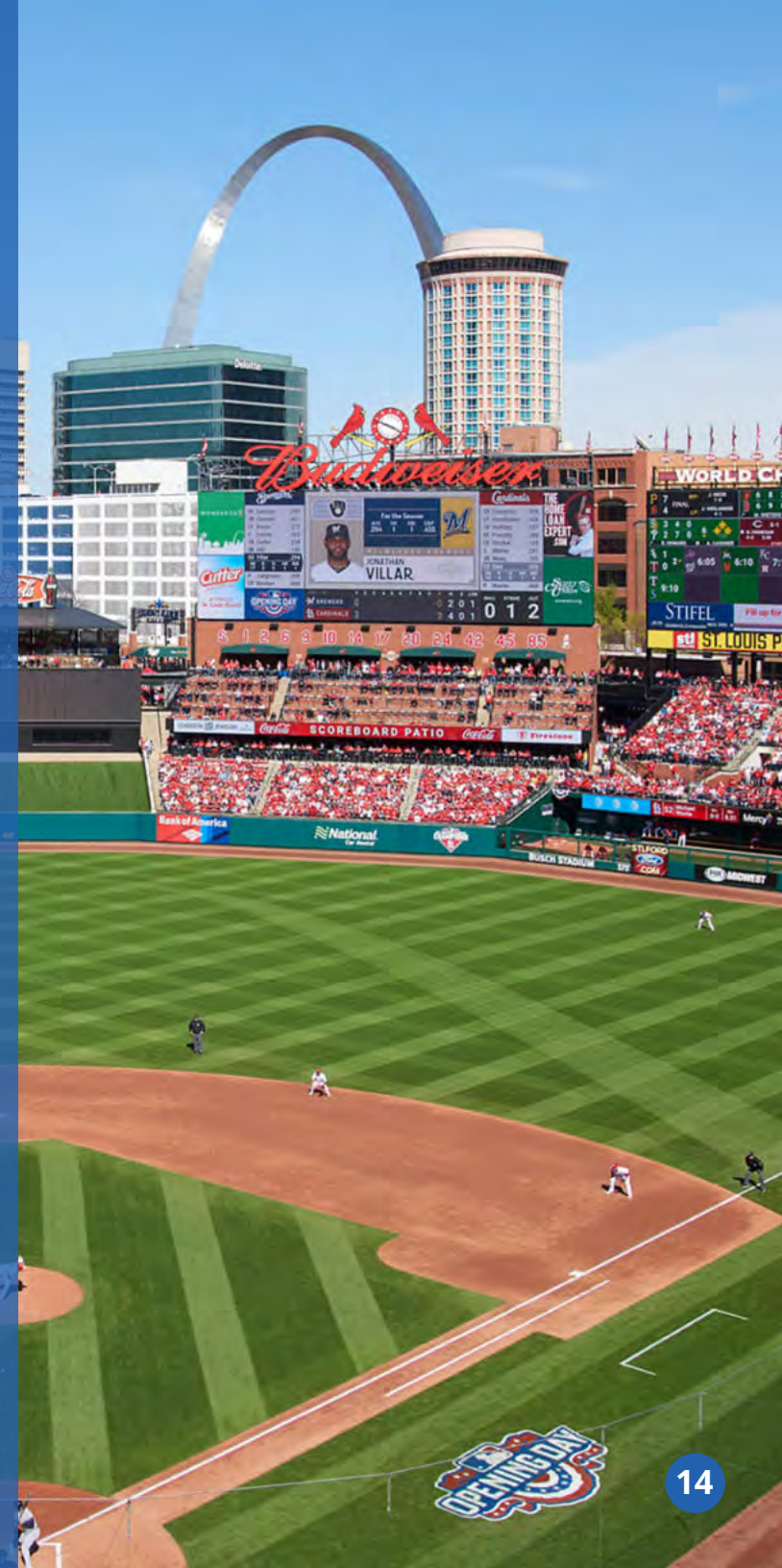
ST. LOUIS MSA

OVERVIEW

Known as the “Gateway to the West” and symbolized by the prominent Gateway Arch, St. Louis is the Largest Metropolitan Statistical Area (“MSA”) in the state of Missouri and the 19th largest MSA in the United States. The St. Louis MSA had an estimated total population of over 2.8 million in 2020, according to the US Census. Founded for both its geographically central location and proximity to the Mississippi River, St. Louis remains a national hub for rail, road, waterway and more recently air commerce. The Mississippi River divides the metropolitan area in half where eastern Missouri meets western Illinois. The MSA includes the independent city of St. Louis (population 301,578) along with the Missouri counties of St. Louis, Saint Charles, Jefferson, Franklin, Lincoln, Warren, and Washington, plus the Illinois counties of Madison, Saint Clair, Macoupin, Clinton, Monroe, Jersey, Bond, and Calhoun. St. Louis is one of the few cities in the United States (outside of Virginia) that is not part of any particular county. St. Louis benefits from its central location proximate to the rest of the United States, particularly Chicago (300 miles to the northwest), Kansas City (250 miles to the west), and Memphis (250 Miles to the south).

ECONOMY

From health care and education to manufacturing and tourism, the \$150 billion St. Louis regional economy is both robust and diverse. Well-positioned for future growth, the region’s strengths include its central location, infrastructure capacity, favorable cost structure, competitive competencies in bioscience and financial services, and advanced manufacturing base. Following the Great Recession, the St. Louis MSA has shown excellent resilience in reducing the unemployment rate from a high of 10.9 percent in October 2009 to the most recent rate of 2.8 percent in January 2023.



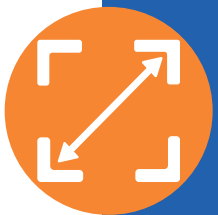
ST. LOUIS DEMOGRAPHICS



POPULATION: 2,809,299



MEDIAN HOUSEHOLD INCOME: \$45,782



AREA: 62 SQUARE MILES



UNEMPLOYMENT RATE: 2.8%



COST OF LIVING: 6% BELOW NATIONAL

TRANSPORTATION



Lambert St. Louis International Airport is the largest and busiest airport in the state, located 11 miles northwest of downtown St. Louis and 3.5 miles away from the property, 8640 Evans Ave. The airport is served by twelve carriers offering service to more than 60 domestic and international destinations. The Airport also offers General Aviation Facilities to service corporate jets for the entire region. The airport is a focus city for Southwest Airlines, the airport's largest carrier with a 53% market share. Southwest operates more than 250 daily flights to 60+ destinations. American Airlines is the second largest carrier with 20% market share, followed by Delta Airlines with 12% market share. 2023 is proving to be a banner year for STL, experiencing its highest increase of passenger traffic since 2009.

The Airport recently embarked on a large renovation process dubbed, "Airport Experience". A new \$50 million baggage system recently opened, greatly improving efficiencies in screening checked baggage and upgrading the customer experience during the check-in process. Other improvements include the relocation of the C concourse checkpoint, new meet/greet areas, updated restrooms, new ticket counters, new ticket lobby flooring, and higher and brighter ceilings in the lower level and baggage claim area. Additionally the roof of the main terminal will be replaced with stainless steel bonded copper to replicate the look of the original 1950's roof. These improvements mark STL's commitment to safety and providing an excellent customer experience.

St. Louis' light rail system, the MetroLink, connects Lambert with downtown St. Louis and Scott Air Force Base in Shiloh, Illinois. Lambert Airport Main station is the terminus of the Red Line, which serves the main terminal and airport hotels. The East Terminal also has its own dedicated light rail station, which serves Southwest airlines. The Airport is easily accessible by car, and its location directly off of I-70 provides a direct route to downtown and the surrounding areas.



Since the first line opened in 1993, MetroLink has been a hugely successful endeavor for the city. The light rail transit system consists of two lines, red and blue, connecting Lambert St. Louis International Airport to Shrewsbury, MO and Scott Air Force Base in Illinois through downtown St. Louis. MetroLink is the largest light rail system in the Midwest and the tenth largest in the country in terms of ridership, carrying approximately 20,500 riders each day in 2022. During the last census period, St. Louis increased population specifically in areas near MetroLink lines as riders can easily navigate between downtown, the airport, and many popular city attractions. More than \$15 billion has already been invested into the MetroLink system, and there is talk of more rail expansion both north and south around the existing streetcar network.

INTRASTRUCTURE



ROAD

- 7th largest highway system in the country
- 8th ranked highway system in the nation based on road quality, safety and traffic
- 1/3 of U.S. population within an 8-hour drive



RAIL

- 3rd largest rail-commerce center in U.S.
- 6 Class I Railroads (BNSF, CN, CSX, KCSR, NS, UPRR) providing seamless access to the national rail ecosystem



AIR

- St. Louis Lambert International Airport
- Served nearly 15.9 million passengers in 2019 marking five straight years of passenger growth
- Handled 162 million pounds of cargo in 2019 up 6.7% YOY



WATERWAYS

- Port of Metropolitan St. Louis handles 1/3 of Total Freight on the Mississippi River despite having jurisdiction over just 8% of the river
- Missouri and Mississippi River combine to form 4th longest river system in the world
- The two rivers generate 92% of the nation's agricultural exports and handle 60% of all U.S. grain

HIGHER EDUCATION

St. Louis is home to many four-year universities and colleges generating an estimated 130,000 students pursuing four-year or higher degrees. Each year St. Louis generates an estimated 30,000 graduates receiving bachelor's, master's, doctorate, or professional degrees replenishing a local talent pool that is constantly teeming with talent. Anchored by #16 ranked Washington University in St. Louis and 10 Fortune 500 companies, there has always been a strong correlation between educational institutions and corporations' mutual ability to source and retain talent.



32.5% MSA'S ADULT POPULATION HAVE BACHELOR'S DEGREE OR HIGHER

12 4-YEAR UNIVERSITIES THE ST. LOUIS METRO AREA



- **17,047** Students enrolled
- **169** Acres
- **107** Bachelor's programs
- **10** Master's programs



- **13,546** Students enrolled
- **273** Acres
- **97** Bachelor's programs
- **82** Master's programs



- **16,719** Students enrolled
- **350** Acres
- **83** Bachelor's programs
- **54** Master's programs



- **5,684** Students enrolled
- **130** Acres
- **30+** Bachelor's programs
- **18** Master's programs



- **7,000** Students enrolled
- **285** Acres
- **164** Bachelor's programs
- **61** Master's programs



- **6,741** Students enrolled
- **47** Acres
- **103** Bachelor's programs
- **76** Master's programs

HEALTHCARE

The St. Louis region also offers some of the best and most accessible healthcare from more than 50 general practice, teaching, and research hospitals as well as hundreds of healthcare and medical/life science research companies. St. Louis also boasts comparatively low health insurance costs as compared with other large metro areas. The St. Louis MSA ranks as the third least-expensive region for employee-plus-one premiums and second least expensive for total premiums for family coverage.



Barnes- Jewish West County Hospital is a 77-bed hospital located 14 miles from the Property. While smaller than some of its St. Louis counterparts, Barnes has been lauded for its superior cancer facility and one-on-one patient care. In January of 2015, Barnes was named one of the safest hospitals in the state in 2023. The hospital employs over 1,000 total physicians, nurses, and administrative staff and services nearly 7,000 inpatient and outpatient surgeries a year.



Named one of Truven Health Analytics' "100 Top Hospitals", Mercy Hospital St. Louis has been treating patients in the area for over 150 years. The 979-bed hospital has been named as the region's leading birthing center, with 8,500 births a year, and has been hailed for their innovative application of new technologies and clinical trials.



SSM Health is a Catholic not-for-profit integrated care delivery network serving the comprehensive needs of communities throughout the Midwest. Every day, more than 40,000 employees and providers work to deliver their healing presence across the system's 24 hospitals, more than 300 physician offices and other outpatient care sites, 10 post-acute facilities, comprehensive home care and hospice services, pharmacy benefit company, insurance company and accountable care organization.



St. Luke's is a nationally recognized hospital possessing 500+ beds. Despite having a central location in Chesterfield, St. Luke's also operates 25 other locations across the greater St. Louis area. While servicing countless in and outpatient clients, the hospital also offers a number of free and low cost educational and wellness programs which over 40,000 people participate in annually. The hospital is the only St. Louis health care facility to be recognized as one of America's Best 50 hospitals by Health grades, for eight consecutive years.

ENTERTAINMENT & LIFESTYLE

St. Louis has many major visitor attractions that are free to the public, more than any other city outside of our nation's capital. Forest Park, is 60% larger than New York's Central Park, it is the cultural hub of the area which offers numerous recreational opportunities. It hosts annually more than 200 sporting and cultural events. Downtown St. Louis continues to be the premier destination for visitors to the region. The St. Louis Cardinals draw over 2.5 million fans to the area every year which helps make St. Louis one of the best sporting cities in the country.



GATEWAY ARCH



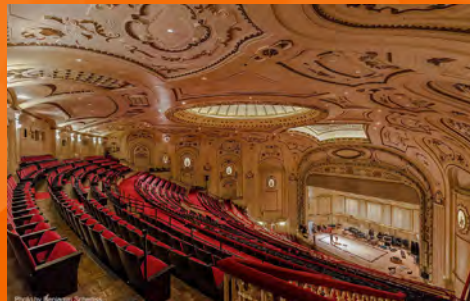
ST. LOUIS ZOO



MISSOURI BOTANICAL GARDEN



HOLLYWOOD CASINO
& AMPHITHEATRE



ST LOUIS SYMPHONY
ORCHESTRA



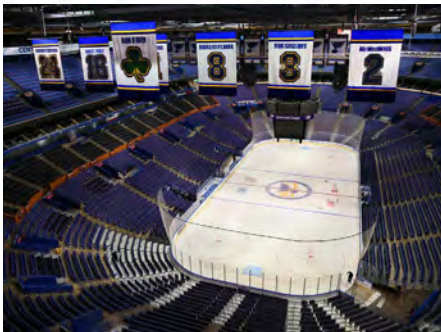
ANHEUSER - BUSCH BREWERY

SPORTS

St. Louis is considered the “Ultimate Sports City” according to ESPN and St. Louis fans can enjoy sports all year long. There are the St. Louis Cardinals (Baseball), St. Louis Blues (Hockey) and St. Louis CITY SC (Soccer) which are all major sports teams. Other teams include: St. Louis Battlehawks (XFL Football), St. Louis Surge (professional women’s basketball), World Wide Technology Raceway (NASCAR/INDYCAR Series/NHRA Drag Racing), Gateway Grizzlies (Frontier League Baseball), St. Louis Ambush (indoor soccer team) and the Saint Louis Billikens (men’s basketball).



The St. Louis Cardinals were founded in 1882 and have won 11 World Series championships. Busch Stadium is considered home to the Cardinals and located in downtown St. Louis. On home game days people are surrounded by a sea of red as fans come out to support their team. Game days also includes batting practice, a spectacular view of the Gateway Arch, numerous Fredbird (team’s mascot) sightings, and the best hot dogs in town. If patrons cannot obtain a ticket, they can still enjoy the festivities at Ballpark Village located outside the stadium which has numerous entertainment options, each lined with TVs displaying the game.



The St. Louis Blues were founded in 1967 and considered to be one of the oldest hockey teams, finally winning the Stanley Cup championship in 2019. Enterprise Center is considered home, and on game day, fans are decked out in blue. The Blues practice at Centene Community Center in Maryland Heights and is free to the public. Enterprise Center located near Union Station which is home to the St. Louis Aquarium, the St. Louis Wheel, the Grand Hall which has several delicious dining options for before and after the game.



The newest professional sport in St. Louis is the St. Louis CITY SC, a professional soccer team founded in August of 2019. It is the first female majority-owned club in Major League Soccer. Their home is CityPark Stadium which connects downtown St. Louis to its thriving Cortex Innovation Community. St. Louis CITY SC has developed the most comprehensive food experience in sports and represents a mouthwatering variety of traditional St. Louis tastes and original flavors from its unique neighborhood.

Market Overview



FORTUNE 1000 & MAJOR EMPLOYERS

The St. Louis office market contains approximately 5 msf across 7 major submarkets. As one of the oldest cities in the United States, St. Louis has a strong history of large corporations headquartered throughout the area. The market today is driven by a combination of strong legacy corporations

COMPANY'S HQ IN GREATER ST LOUIS RANKING

CENTENE[®]
Corporation

#42


EMERSON[™]

#176

RGA[®]

#225

Edward Jones[®]
MAKING SENSE OF INVESTING

#376


GraybaR[®]

#412


Ameren

#488


Post[®]

POST HOLDINGS, INC

#499

Peabody
ENERGY

#582

STIFEL

#690

CALERES

★ 5 ★

#797

Energizer

#834

BELDEN

#834

ARCH
RESOURCES

#922

ST. LOUIS OFFICE MARKET 4Q23

STATISTICAL SUMMARY

	Current Quarter	Prior Quarter	Prior Year
Total Inventory (SF)	73.0M	73.0M	73.0M
Vacancy Rate	14.5%	15.1%	15.2%
Quarterly Net Absorption (SF)	462,425	242,604	-41,617
Average Asking Rate (\$/SF, FS)	\$22.67	\$23.10	\$22.42
Under Construction (SF)	41,000	41,000	326,250
Deliveries (SF)	0	0	473,000

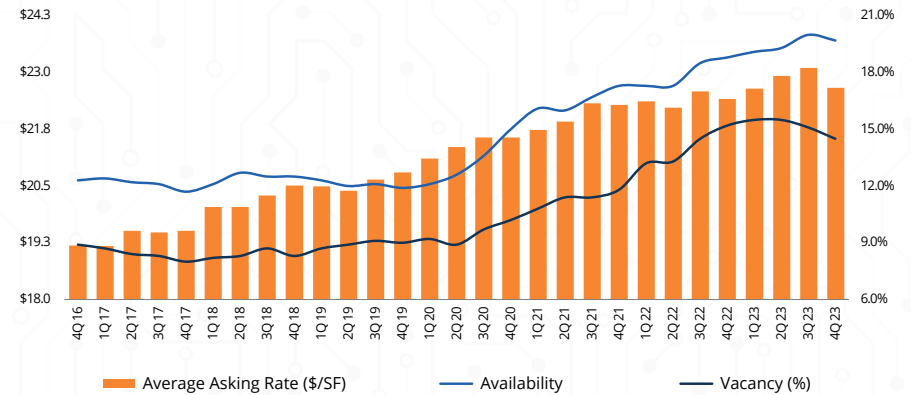
CURRENT MARKET TRENDS

- The market tightened with 462,425 SF of net absorption during the quarter. This was the largest quarter of net absorption compared with the previous three years, as overall tenant demand has decreased since the third quarter of 2020. Vacancy decreased 60 basis points to 14.5% due to limited deliveries of new product and robust net absorption. Vacancy is expected to gradually increase towards 15.0% over the next four quarters as the market continues to recalibrate. Tenants remain in the power position with considerable leverage in most metro submarkets.
- Asking rental rates decreased during the quarter, falling to \$22.67/SF. Asking rates are expected to reset in the coming quarters as landlords are forced by liquidity constraints to trade elevated concession packages for lower rents.

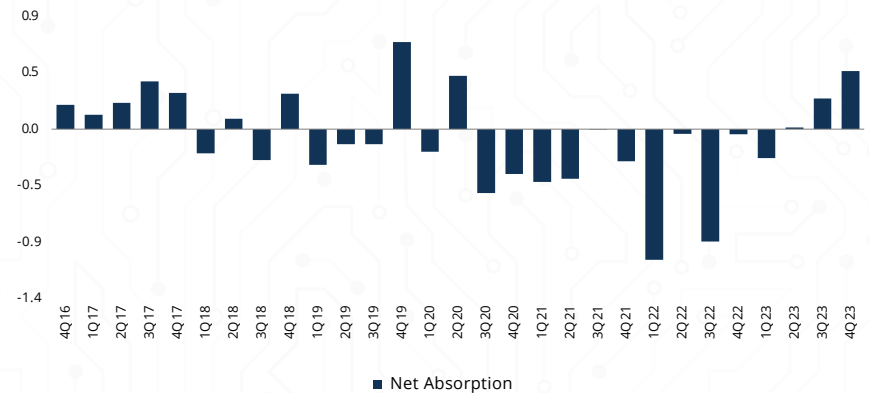
TOP TRANSACTION

Tenant	Building	Type	SF
The Crane Agency	400 Chesterfield Cir	Direct Lease	25,000
Hoffman Brothers	2043 Woodlands Pkwy	Direct Lease	21,620
Quarles & Brady LLP	8235 Forsyth Blvd	Direct Lease	16,360
Gray Ritter Graham	701 Market St	Renewal	16,320
Lathrop GPM LLC	190 Carondelet Plz	Direct Lease	16,020

AVERAGE ASKING RENT (\$/SF), AVAILABILITY AND VACANCY



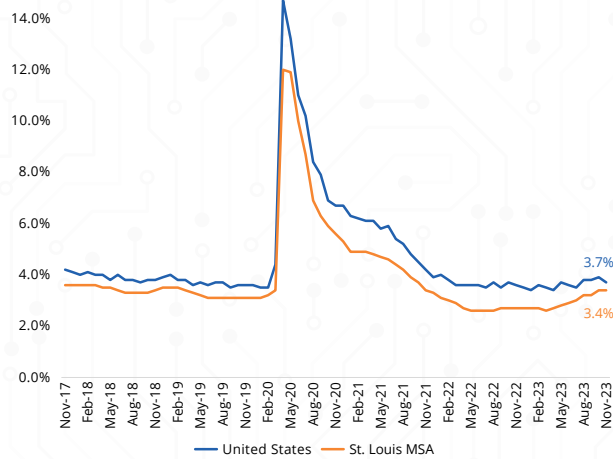
NET ABSORPTION



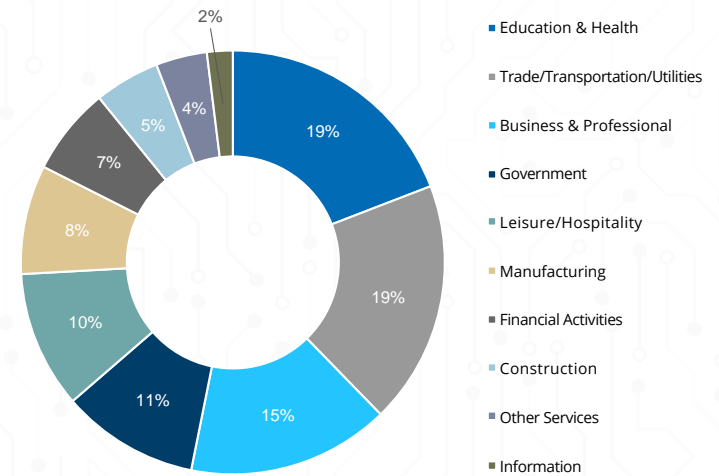
ECONOMIC CONDITIONS

- The region's labor market remained historically strong amid shifting macroeconomic conditions. November's 3.4% unemployment rate was significantly lower than the 4.4% 10-year historical average.
- Year-over-year, job gains have been most pronounced in the services industry, which is still making up for lost ground during the pandemic. Leisure/hospitality led all sectors in job gains during the past 12 months.
- Technology firms are continuing to adjust labor needs. Locally, employment growth across two of the three office-occupying sectors displayed declines compared to the prior 12 months.

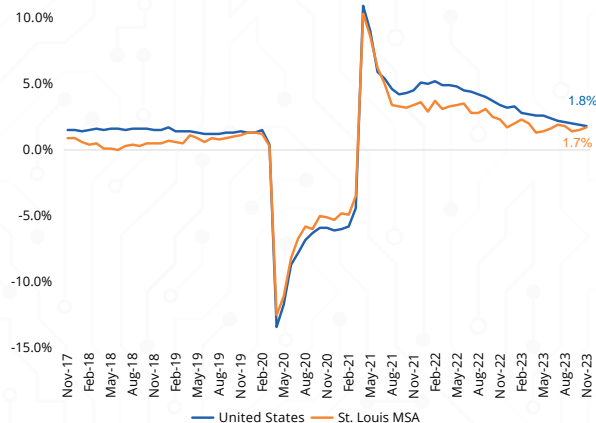
UNEMPLOYMENT RATES



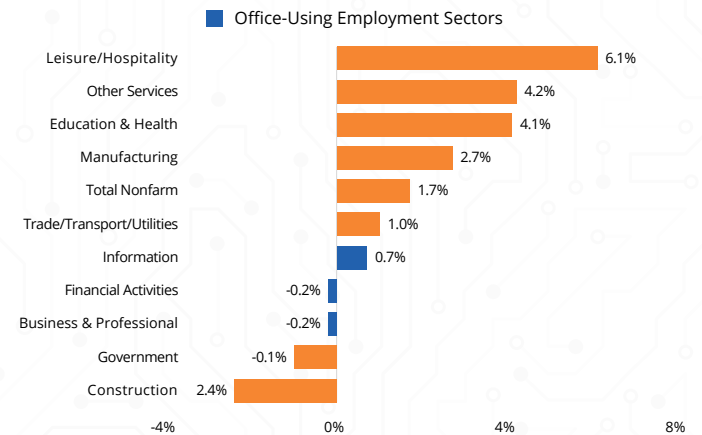
EMPLOYMENT BY INDUSTRY



PAYROLL EMPLOYMENT

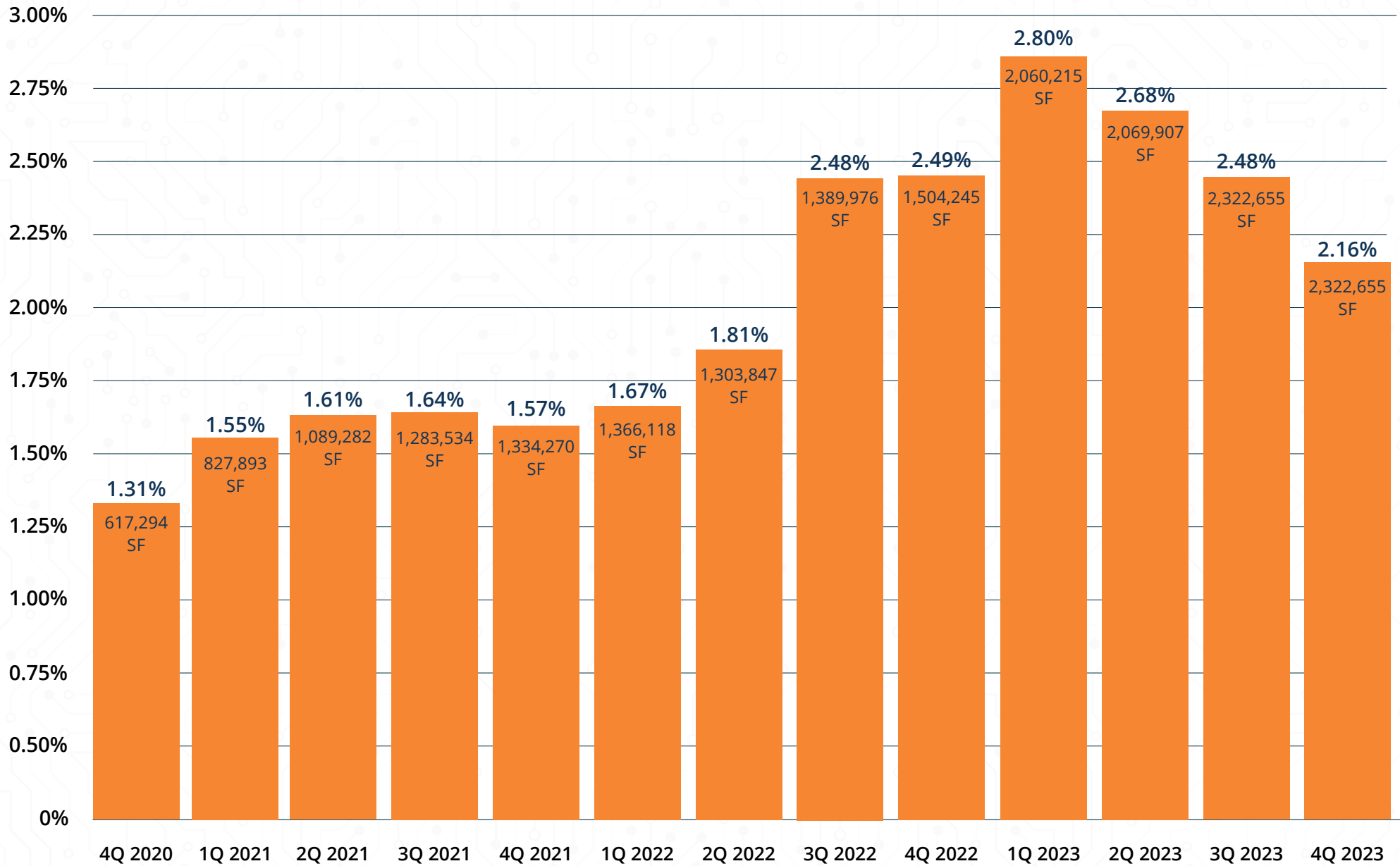


EMPLOYMENT GROWTH BY INDUSTRY



ST. LOUIS SUBLEASE SUMMARY

The St. Louis metropolitan office market currently has 1,793,638 SF of office space on the market for sublease, which is equivalent to 2.16% of the total inventory.



SALE COMPARABLES



Address	Submarket	Sale Date	Building SF	Sale Price	Price/SF
77 Progress Pky	Maryland Heights	05/2022	45,102 SF	\$8,700,000	\$192.90/SF
14 Research Park Dr	St Charles County	02/2023	10,568 SF	\$1,733,964	\$164.08/SF
500 Chesterfield Ctr	Chesterfield	11/2021	38,204 SF	\$4,900,000	\$128.26/SF
17988 Edison Ave	Chesterfield	12/2022	38,204 SF	\$5,500,000	\$126.65/SF
275 N Lindbergh Blvd	Creve Coeur	10/2020	26,000 SF	\$3,154,000	\$121.30/SF
3420 Harry S Truman Blvd	St Charles County	09/2022	41,256 SF	\$4,770,250	\$115.63/SF
19 Missouri Research Park Ct	St Charles County	09/2019	79,760 SF	\$7,676,500	\$96.24/SF
25 Research Park Cir	St Charles County	09/2022	137,583 SF	\$9,000,000	\$65.41/SF
801 Corporate Centre Dr	St Charles County	04/2021	98,490 SF	\$6,300,000	\$63.95/SF



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NEWMARK