

For Sale | Premier Land Site in St. Louis, MO | #1 Retail Node



2.3
Usable Land
Area (Acres)



5.6
Land Area
(Acres)



329,148
High VPD
and Visibility



**3-Mile
Demos**
POP - 106,722
AHI - \$180,672

1201 S Brentwood Blvd

ST. LOUIS, MO



Executive Summary

THE OFFERING

CBRE, Inc. is pleased to exclusively offer for sale the fee simple interest in 1201 S Brentwood Blvd. ("Property"), which is located in Richmond Heights, a suburb of St. Louis (Top 23 MSA | Pop: 2.8 million). The Offering is one of the most desirable undeveloped land sites within the St. Louis MSA and is strategically positioned on the southern end of the St. Louis' dominant regional mall; the Galleria. The surrounding trade area is known as the most dynamic retail corridor in the MSA with 3.3 million square feet of retail development currently 98% leased.

PRICE	To be determined by Market
PREFERRED USE	Retail Only
ADDRESS	1201 S Brentwood Blvd, St Louis, MO 63117
PARCEL ID	087-35-0-10-01-003.00-0
TOTAL LAND AREA	5.60 Acres
USABLE LAND AREA (1)	2.30 Acres
ZONING (2)	Planned Development Mixed Use
2024 RE TAXES	\$122,340.08

1) Per ownership the usable footprint of the parcel is a total maximum of 2.3 acres to ensure compliance with the REA Parking Ratio. Furthermore, according to the FEMA Flood Map a portion of the site sits within a zone with a 0.2% Annual Chance of Flood Hazard.

2) The municipal zoning offers a broad range of approved uses including residential, retail and office. Ownerships' preferred end use is retail due to the restrictive covenant with the broader St. Louis Galleria property

Investment Highlights

EXCEPTIONAL CONSUMER TRAFFIC TRENDS

This site is a part of the Saint Louis Galleria, a 1.1 million square foot dominant regional mall with 120 shopping, dining and entertainment options including premier tenants Macy's, Dillard's, Apple, Urban Outfitters, West Elm and many more. With over 4.3 million visits over the T-12 the Saint Louis Galleria ranks in the 5% of all shopping centers for consumer traffic in the State of Missouri and locally in St Louis.

UNMATCHED REGIONAL ACCESSIBILITY W/ SIGNALIZED ACCESS

The Offering is positioned at a fully signalized access point along Brentwood Blvd, which is the key thoroughfare serving the trade area. It is strategically positioned at the confluence of Hwy 64/40, Brentwood Blvd & I-170, which carry a combined daily traffic count of 329,148 and has exceptional visibility from all thoroughfares. The regional accessibility of the Offering is complimented by the unmatched retail draw within the trade area, which collectively create the MSA's most dynamic shopping destination.



5.6

Land Area
(Acres)



2.3

Usable
Land Area (Acres)



Zoning

Planned
Development
Mixed Use

Top 5%

**MOST TRAFFICKED
SHOPPING CENTER IN
MISSOURI & ST. LOUIS**

4.3 MILLION VISITS

Placer AI

Within a 3-Mile radius

143,903

DAYTIME
POPULATION

\$180,672

AVG. HOUSEHOLD
INCOME

Investment Highlights

ST LOUIS' #1 RETAIL NODE

The Offering is without question positioned in St Louis' premier retail node; The Brentwood Richmond Heights Trade Area, which is recognized for having exceptional demographics, regional accessibility and is always at the top of any retailers list for expansion. With approximately 3.3 million square feet of retail development that consistently maintains occupancy levels near 100% (currently 98%) the trade area possesses extremely high barriers to entry and often generates best in class performance metrics for the retailers that are capable of obtaining a presence in the market.

DESIREABLE DEMOGRAPHICS

The subject property possesses exceptional demographics with a population of 107,709, a daytime population of 143,903 and average household incomes of approximately \$178,511 within a 3-mile radius of the subject property.

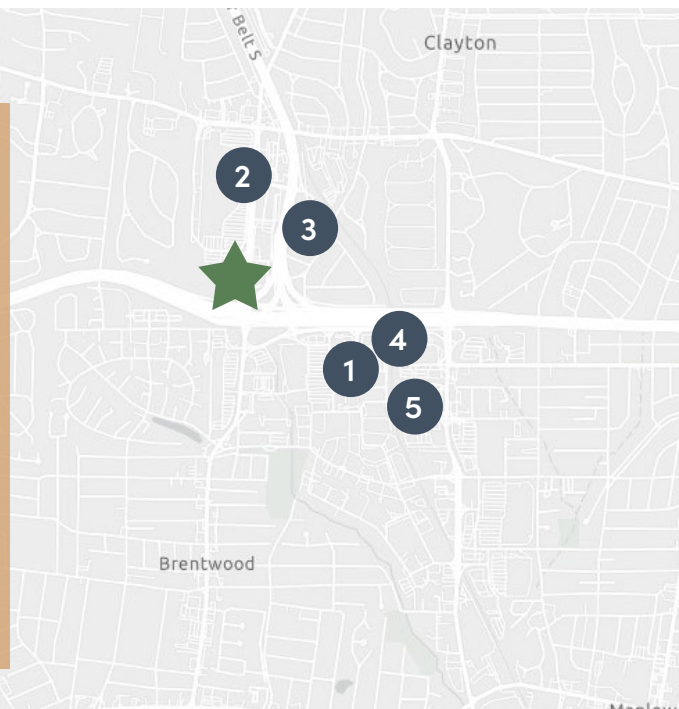
- 1 Brentwood Promenade
- 2 St. Louis Galleria Mall
- 3 The Boulevard
- 4 Brentwood Pointe
- 5 Maplewood Common

12 Minutes drive to St. Louis International Airport

7 Minutes drive to the Clayton CBD

15 Minutes drive to Downtown St. Louis

27 Minutes drive to Chesterfield/West County



BRENTWOOD RETAIL NODE STATISTICS

3.3+

Million Square Feet

175

Retail Stores

60+

Restaurants

21.8M+

Annual Visitors

87%

Nationwide Ranking

Source: PlacerAI

KEY RETAILERS

PET SMART

Top 2% nationwide and
#3 location in the state
of MO



TARGET

Top 10% of all Target
locations and #4 in the
state of MO

**WHOLE FOODS
MARKET**

Top 10% nationwide and
#1 location in the state
of MO

Burlington

#4 location in the
state of MO

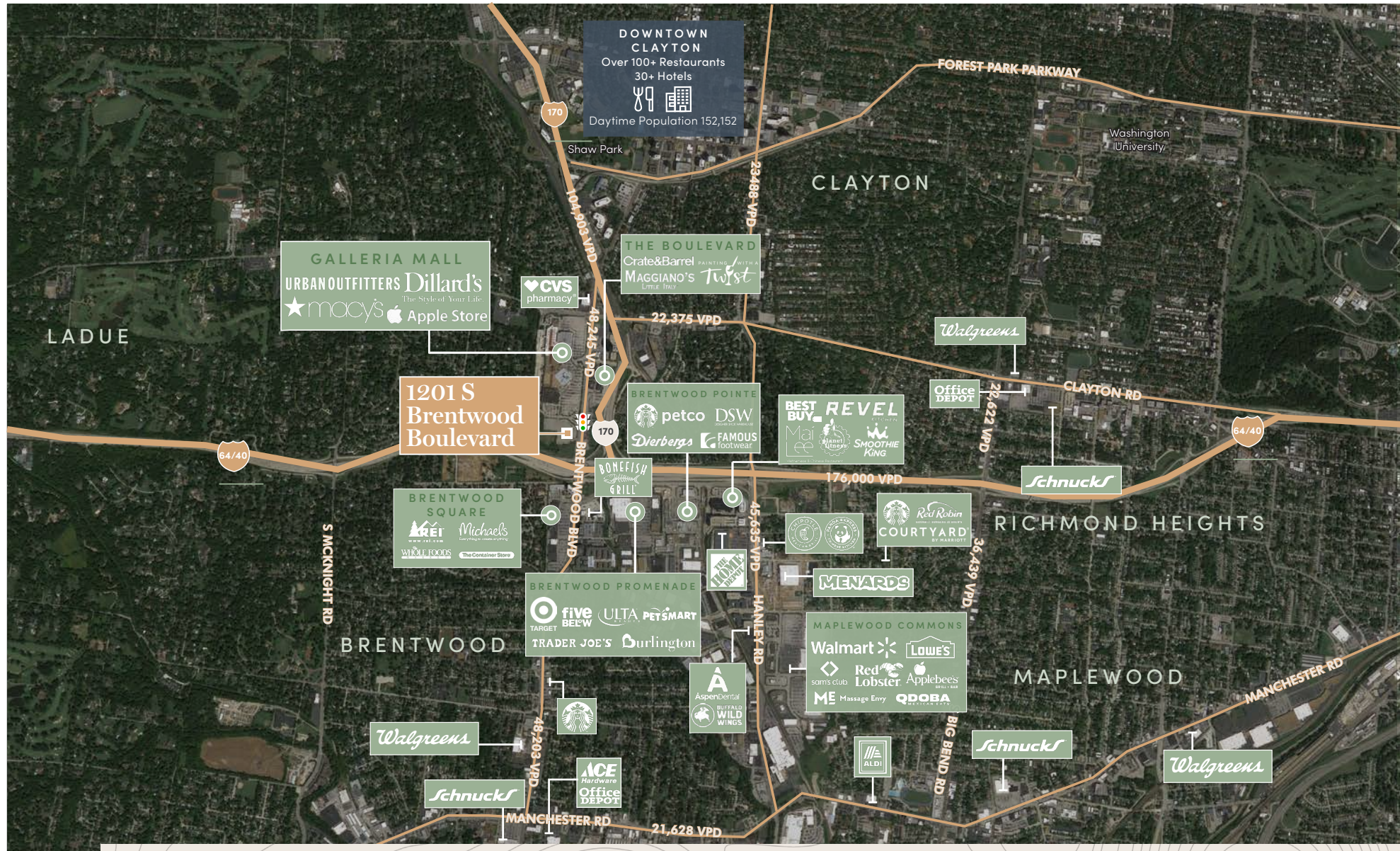
**ULTA
BEAUTY**

#1 Location in
the state of MO

REI
www.rei.com

TRADER JOE'S
#1 location in the state of MO

Trade Aerial



Site Aerial

GALLERIA MALL
URBANOUTFITTERS Dillard's
The Style of Your Life.
★ macy's Apple Store

BRENTWOOD BLVD



48,425 VPD

NEW MIXED USE
DEVELOPMENT UNDERWAY
LIFETIME LIVING GROUND LEVEL
LIFETIME FITNESS - 279
MULTIFAMILY UNITS



104,903 VPD

Waterway
CARWASH



176,000 VPD

Southeast View Aerial

BRENTWOOD POINTE

Starbucks petco DSW
Dierbergs FAMOUS footwear

104,903 VPD

MAPLEWOOD COMMONS

Walmart LOWE'S
sam's club Red Lobster Applebee's
ME Massage Envy QDOBA

48,245 VPD

BRENTWOOD PROMENADE

Target five BEL'W ULTA PETSMART
TRADER JOE'S Burlington

BONEFISH GRILL

BRENTWOOD SQUARE

REI Michaels
WHOLE FOODS The Container Store

176,000 VPD

BRENTWOOD BLVD

GALLERIA MALL

URBANOUTFITTERS Dillard's
★ macy's Apple Store

Market Overview

BRENTWOOD/RICHMOND HEIGHTS

The Brentwood Richmond Heights trade area is the St. Louis MSA's most dominant and desirable markets. It is considered highly infill with exceptional demographics bringing high average household incomes and a large daytime population. The immediate retail node is home to the Galleria Mall, which is the 4th ranked regional mall in the state of Missouri with 4.3 million visits per year.

This retail node features excellent accessibility as it is positioned at the intersection of interstates 64 & 170 which bring a combined 270,000+ vehicles per day. The trade area includes 3.3 million square feet of retail development with nationally renowned including Dillard's, Macy's, Target, Lowe's, Walmart, Sam's, Trader Joe's and Starbucks among others. Additionally, the retail node is adjacent to the Clayton CBD which is the dominant office market in the MSA.

DOWNTOWN
CLAYTON

GALLERIA MALL
URBANOUTFITTERS Dillard's
★ macy's Apple Store

BRENTWOOD BLVD

170

104,903 VPD

48,245 VPD

64/40

176,000 VPD

EAGER RD

30,650 VPD

SUBMARKET

BRENTWOOD RICHMOND HEIGHTS

Trade Area Total
Retail SF

3.3 Million SF

Vacancy Rate (%)

2.0%

Primary
Thoroughfare

Hwy 64/40 | I-170 | Brentwood Blvd. | Eager Rd

Traffic Counts

Hwy 40 -176,000 VPD | I-170 - 104,903 VPD | Brentwood - 48,245 VPD | Eager 30,650 VPD

Demographics 1, 3,
5 Mile (Subject)

1-Mile: Pop 12,709 | AHI \$205,531
3-Mile: Pop 107,709 | AHI \$178,511
5-Mile: Pop 288,956 | AHI \$141,411

Key Retailers

Macy's, Dillard's, Crate & Barrel, Whole Foods, Trader Joe's, Target

CLAYTON, MO OVERVIEW

The City of Clayton is recognized throughout the metropolitan area for an outstanding quality of life, which has become its trademark. Clayton combines a bustling downtown with quiet, secure residential neighborhoods. It is a chic suburban community with urban flair. The hub of metropolitan St. Louis and the seat of St. Louis County, Clayton's central location and convenient access to several interstates and major arteries place it within minutes of just about anywhere in the region.

While 81% of Clayton's land is dedicated to residential or park use, the City's Central Business District combines more than 10 million square feet of office space with more than 1 million square feet of vibrant retail space.

This safe suburban community with a sophisticated cityscape provides the best of all worlds. It has a mix of single-family homes, condominiums and multifamily apartments that provide excellent residential neighborhoods offering a choice of living styles and price ranges. Many residential options are within walking distance of the Central Business District, which also offers restaurants, galleries and specialty boutiques and shops.

Enriching the City's quality of life is its award-winning public school system. The City's public school district is one of the nation's best, with 95% of its high school graduates going on to college. Clayton is also home to several stellar private institutions, including Washington University, Fontbonne University and Concordia Seminary.



PREMIER, IN-DEMAND
SUBMARKET



HIGH BARRIER TO
ENTRY MARKET



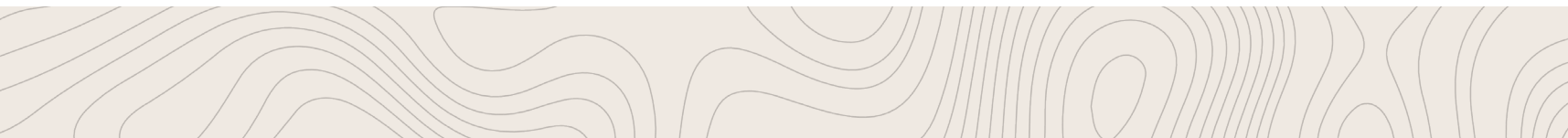
HIGH INCOME AREA



AAA RATED
SCHOOL DISTRICTS



CLOSE PROXIMITY TO
RESTAURANTS AND RETAIL



St. Louis Overview

The St. Louis Metropolitan Statistical Area is the largest Metropolitan Area in Missouri, the 23rd largest in the United States, and has an estimated total population of 2.82 million. The Metropolitan Area is bisected by the Mississippi River where eastern Missouri meets western Illinois. The MSA includes the independent City of St. Louis (population 280,000) along with the Missouri counties of St. Louis, St. Charles, Jefferson, Franklin, Lincoln, Warren, and Washington, plus the Illinois counties of Madison, St. Clair, Macoupin, Clinton, Monroe, Jersey, Bond and Calhoun.

From St. Louis, Chicago is approximately 300 miles to the northeast, Kansas City is approximately 250 miles to the west, and Memphis is approximately 250 miles to the south. Its location near the geographical center of the United States means it is one of the closest major metropolitan areas to the U.S. population center.



PARKS AND RECREATION

The Most Visited City Parks (# of Visitors)

#1

CENTRAL PARK

NEW YORK
42 Million

#2

GOLDEN GATE PARK

SAN FRANCISCO
24 Million

#3

LINCOLN PARK

CHICAGO
20 Million

#4

MISSION BAY PARK

SAN DIEGO
18 Million

#5

FOREST PARK

ST. LOUIS
15.5 Million

#6

CITY PARK

NEW ORLEANS
15 Million

Source: 247wallst.com



Healthcare & Employment

HEALTH CARE

The St. Louis region offers some of the best and most accessible health care from more than 50 general practice, teaching and research hospitals. Not only is St. Louis recognized as the most affordable city for children's health insurance, it is home to some of the best overall hospitals in the nation including Barnes-Jewish Hospital, Missouri Baptist Medical Center, St. Luke's Hospital and Mercy Hospital.

Barnes-Jewish Hospital is the largest hospital in Missouri. It is the adult teaching hospital for Washington University School of Medicine. Consistently rated one of the top hospitals in the United States by U.S. News & World Report, it ranks # 1 in both St. Louis and in Missouri.

EMPLOYMENT

The economic diversification of St. Louis is one of the area's most significant assets. Diversification supports resistance to sharp economic recessions and allows quick responsiveness in periods of expansion. The region is known as an academic and corporate center for the biomedical sciences and is home to some of the country's largest privately held corporations, including Enterprise Rent-A-Car, Graybar, and Edward Jones, and is also home to many large public corporations, including Emerson, Energizer, Anheuser-Busch InBev (North American Headquarters), Boeing Integrated Defense Systems, Spire, Caleres, Stifel, Nestle Purina, Wells Fargo Advisors and World Wide Technology.



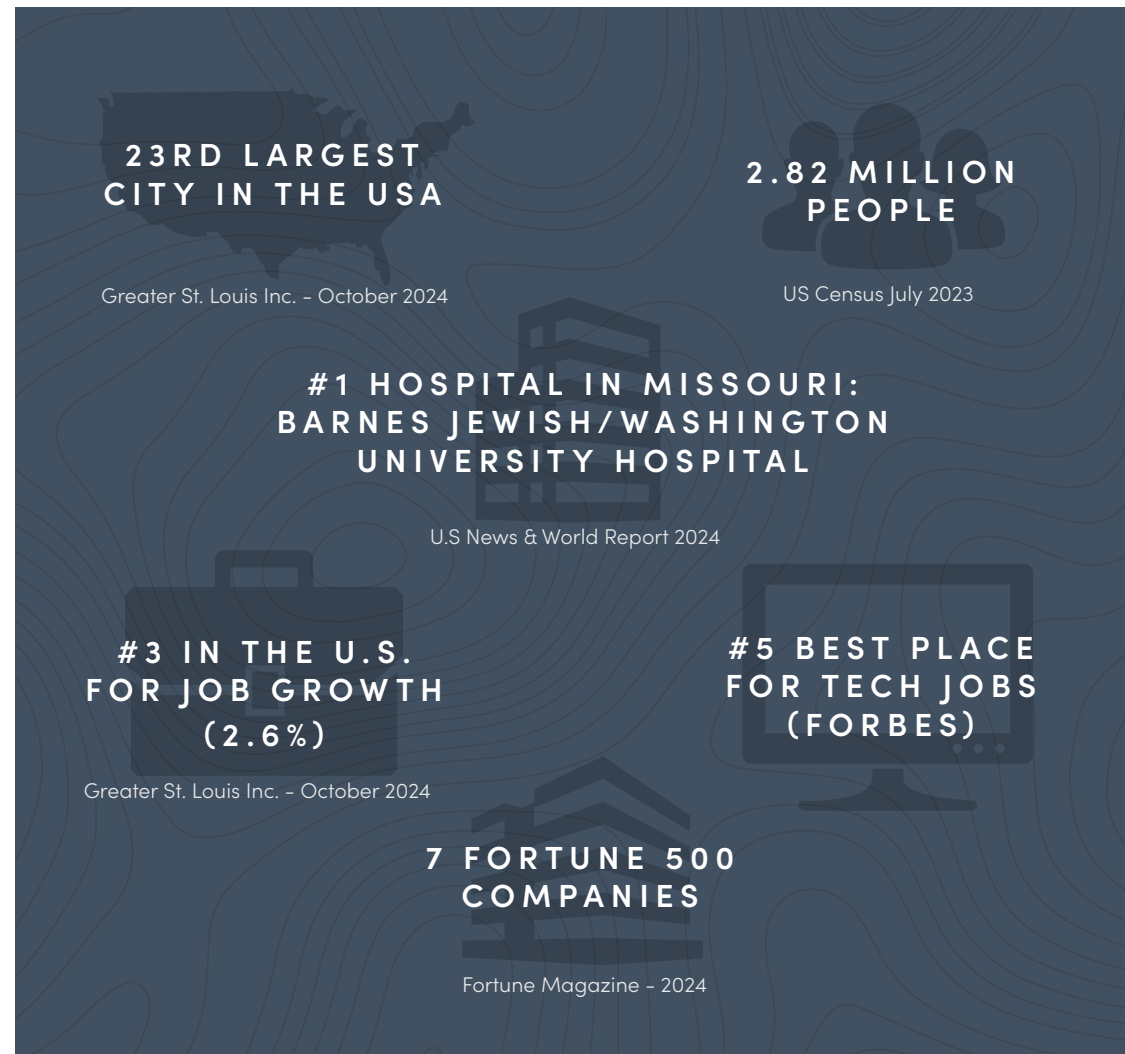
MAJOR EMPLOYERS

RANK	COMPANY	# OF EMPLOYEES
1	BJC HealthCare	33,797
2	Washington University in St. Louis	21,278
3	Walmart Inc.	17,000
4	Boeing Defense, Space & Security	16,681
5	SSM Health	15,631
6	Mercy	15,342
7	Scott Air Force Base	13,100
8	Schnuck Markets Inc.	8,496
9	McDonald's Corp	8,415
10	Archdiocese of St. Louis	7,000
11	City of St. Louis	6,617
12	Charter Communications	6,230
13	Special School District of St. Louis County	5,903
14	Edward Jones	5,446
15	Ameren Corp.	5,244
16	Enterprise Mobility	5,000
17	World Wide Technology	4,929
18	St. Louis County Government	4,926
19	St. Luke's Hospital	4,709
20	Rockwood School District	4,618
21	Centene Corp.	4,530
22	General Motors Co.	4,038
23	Saint Louis University	3,853
24	Walgreens	3,641
25	Dierbergs Markets	3,500

Fortune 500 Companies

A strong presence of Fortune 500 companies lends long-term stability and growth to St. Louis. With the ascension of Centene and RGA to the list's ranks, the metro area is now the headquarters for seven of the nation's top companies, third among Midwestern metro areas. These companies have demonstrated stable long-term growth in the St. Louis market. Well-paying management positions are concentrated in company headquarters, supporting income and spending in the metro area.

	COMPANY	RANK
1	Centene	23
2	Reinsurance Group of America	196
3	Emerson Electric	238
4	Edward Jones	260
5	Graybar Electric	365
6	Post-Food Consumer Products	477
7	Core & Main	497



St. Louis Colleges & Universities

With more than a dozen four-year universities and colleges, St. Louis provides a wealth of options for students pursuing degrees across a diverse array of fields. Among the most prestigious institutions in the area is Washington University in St. Louis, consistently recognized for its academic excellence and innovative research, landing high in U.S. News & World Report's National Universities rankings.

St. Louis University (SLU), one of the oldest universities in the United States, is also highly regarded, offering a range of undergraduate and graduate programs, particularly known for its strong emphasis on health sciences, education, and business.

Maryville University has gained recognition for its commitment to experiential learning and its growing range of online programs, catering to the needs of non-traditional students.

The University of Missouri-St. Louis (UMSL) stands out for its comprehensive offerings and strong community engagement, particularly in fields such as business, education, and the sciences.

Lindenwood University, known for its liberal arts education and a focus on leadership development, rounds out the list of notable institutions in the region. Each of these universities contributes to a vibrant educational landscape, providing students with ample opportunities to pursue their academic and professional goals while benefiting from the rich cultural and historical backdrop of St. Louis.

QUALITY EDUCATION

U.S. News & World Report Rankings for select St. Louis University Programs - 2025

- Washington University in St. Louis (#21 in National Universities; #26 in Best Business Schools)
- St. Louis University (#105 in National Universities)
- Maryville University of St. Louis (#266 in National Universities)
- University of Missouri- St. Louis (#244 in National Universities)
- Lindenwood (#124 in Regional Universities)

MIDWEST HIGHER EDUCATION

MSA	
Minneapolis	74.1%
Chicago	67.2%
Kansas City	68.4%
St. Louis	68.0%
Milwaukee	67.4%
Detroit	65.2%
Indianapolis	65.2%
Cleveland	63.5%



An iconic sports city with plenty to cheer about

As of spring 2023, St. Louis is home to four professional sports teams, with the inaugural season of the MLS expansion team, CITY SC, and the resurrected UFL (formerly XFL) BattleHawks. These new additions round out the already devoted followings for the historic Cardinals of the MLB and Blues of the NHL.

#1

MLS's Most Fun Team to Watch
- ESPN, 2023

#1

MLB's Best Fanbase
- USA Today, 2022

#2

MLB's Highest Attendance
- ESPN, 2022

#2

Best Baseball City
- Wallethub, 2022

#3

MLB's Most Loyal Fans
- Forbes, 2020

#5

Best City for Hockey Fans
- Wallethub, 2023



Defeated the Bruins in 7 Games to Win their First Cup in the Team's 52-year History



1926



1931



1934



1942



1944



1946



1964



1967



1982



2006



2011

2nd Most World Series Wins Behind Only the New York Yankees



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