



# TRINITY PARK APARTMENTS

SAINT LOUIS, MISSOURI

490 UNITS

Marcus & Millichap

OFFERING MEMORANDUM

# EXCLUSIVELY LISTED BY

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# ONLINE AUCTION

Starting Bid: \$3,750,000

Auction Dates: February 16-18, 2026

[CLICK TO VIEW AUCTION WEBSITE](#)

## THE OFFERING PROCESS

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

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## 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://rimarketplace.com/faq>).

## AUCTION DATE

The Auction end date is set for February 16-18, 2026.

## 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. By submitting an Offer on a Property, Participant is deemed to have accepted any additional terms and conditions posted on the Property's details page on the Website ("Property Page") at the time the Offer was submitted, and such terms and conditions govern and control over these Terms to the extent of any conflict.

## 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.



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# INVESTMENT OVERVIEW

01

Marcus & Millichap



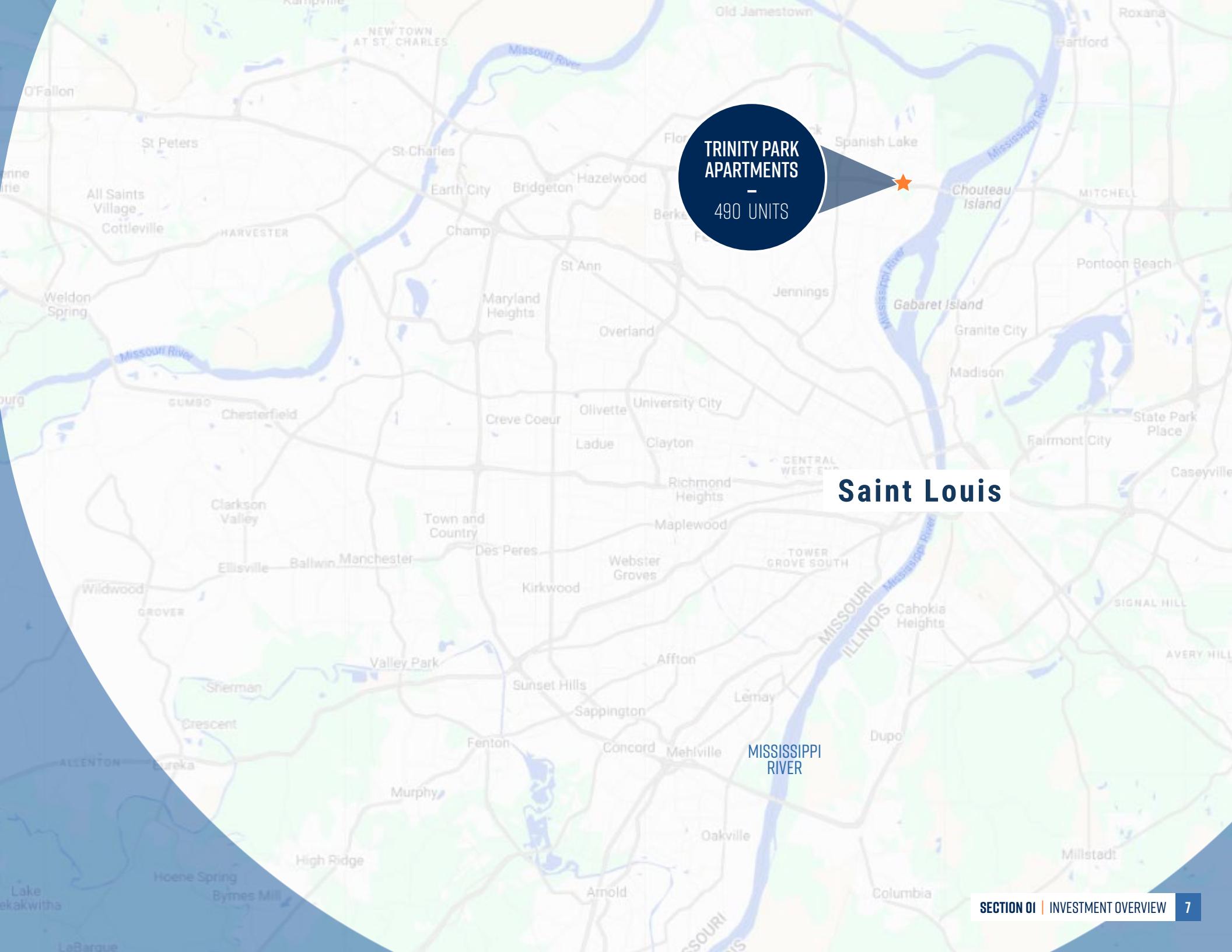
## OFFERING SUMMARY

<b>Starting Bid</b>	<b>\$3,750,000</b>
<b>Auction Date</b>	<b>February 16-18, 2026</b>
Address	11065 Dunklin Drive Saint Louis, Missouri 63138
Units	490
Occupancy	38.7%
Total Rentable SF	372,360
Lot Size	24.08 Acres
Approx. Year Built	1970
County	Saint Louis
Parcel Identification #	10D-4-3-022-4 10D-4-3-023-3 10D-4-3-024-2

TRINITY PARK  
APARTMENTS

-  
490 UNITS

Saint Louis



# INVESTMENT HIGHLIGHTS

## 490 UNITS IN SAINT LOUIS, MISSOURI

- Saint Louis is a City Along the Mississippi River, Home to the Gateway Arch, Major Cultural Institutions, and Diverse Neighborhoods.
- Value-Add Opportunity
- The Section 42 Low Income Housing Tax Credit Program (LIHTC) was placed in service in 2007 & 2008 and expires in 2037 & 2038.
- 436 units are Required to be Rented to Income Qualifying Residents Earning No More than 60% of AMI Limits
- A Total of 102 Units Between Both Properties are Recipients of HUD Section 8 Project Based Rental Assistance
- Option 2 Renewed Starting January 2025 and Expires in 20 Years; Contract Aids with 85 Units.



SCAN OR  
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HERE  
TO VIEW  
PHOTOS





## PROPERTY HIGHLIGHTS

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- Desirable Unit Mix of 285 One-Bedroom and 205 Two-Bedroom Units Across 34 Buildings
- Select Units Offer Walk-In Closets, Linen Closets, Pantries and Private Patios or Balconies
- Pet Friendly Community
- Utilities Paid by Tenants: Cable, Electricity, Gas, Internet
- Utilities Paid by Management: Lawn Care, Snow Removal, Recycling, Trash, Water, Pest Control and Sewer

## AREA HIGHLIGHTS

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- 13 Miles North of Downtown Saint Louis, which features the Gateway Arch, Busch Stadium, Energizer Park, Enterprise Center, Union Station and the City Museum
- 12 Miles North of Forest Park, featuring the Saint Louis Zoo, Saint Louis Art Museum, Saint Louis Science Center, Missouri History Museum and John F. Kennedy Memorial Forest
- Three Miles South of the Future Saint Louis Zoo Wildcare Park
- 14 Miles East of Saint Louis Lambert International Airport
- Easy Access to Interstate 270 and Route 367
- Walking Distance to Dunklin Drive Metro Bus Stops
- Close to Saint Louis Community College - Florissant Valley and Part of Hazelwood School District
- Surrounded by Recreational Parks, including Dundee Park and North Riverfront Park

# COMMUNITY AMENITIES

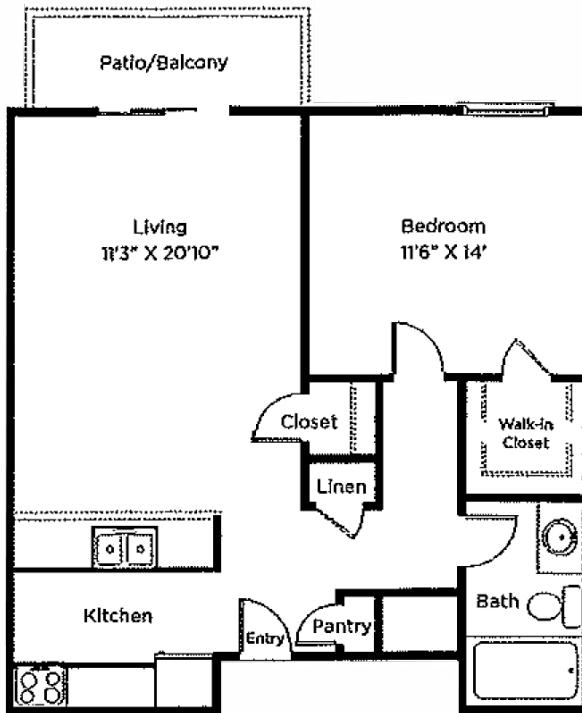
- Clubhouse
- Swimming Pool
- Sundeck
- Picnic Area with BBQ Grills
- Fitness Center
- Tennis Court
- Laundry Facilities
- Elevator
- Off-Street Parking
- On-Site Maintenance
- On-Site Management



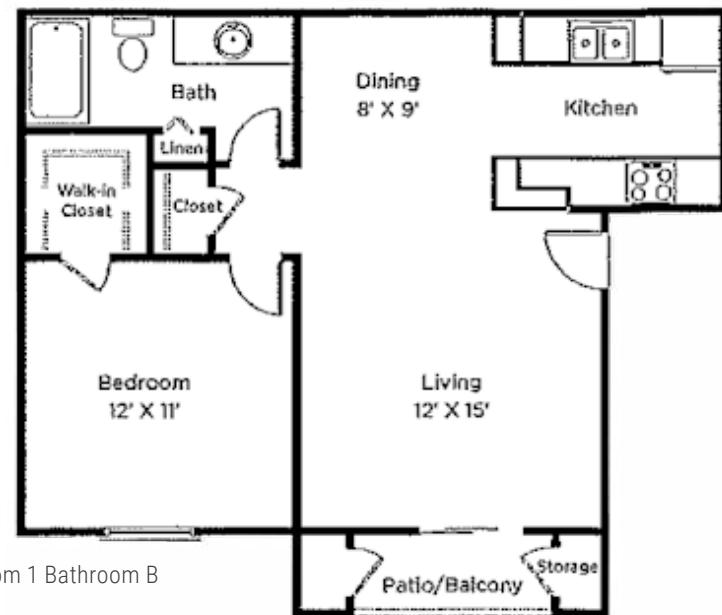
# APARTMENT UNIT



# ONE-BEDROOM FLOOR PLANS

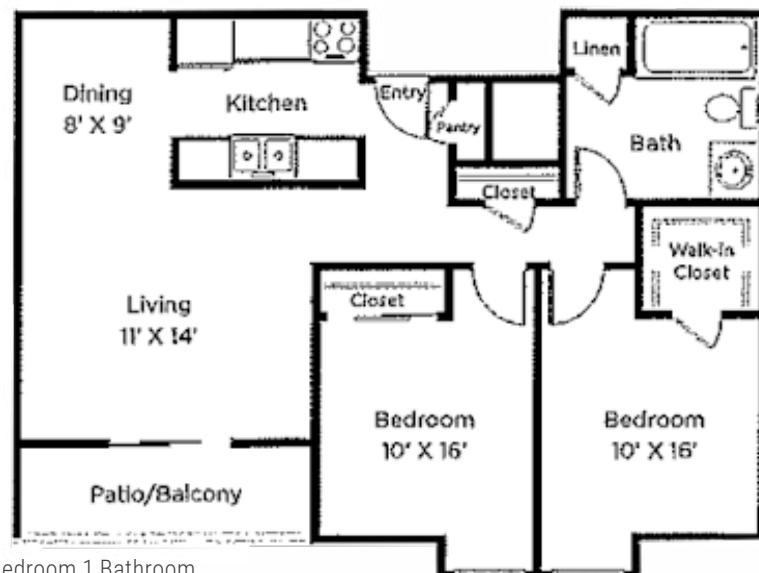


1 Bedroom 1 Bathroom  
679 SF



1 Bedroom 1 Bathroom B  
642 SF

# TWO-BEDROOM FLOOR PLANS









FINANCIAL  
ANALYSIS

02

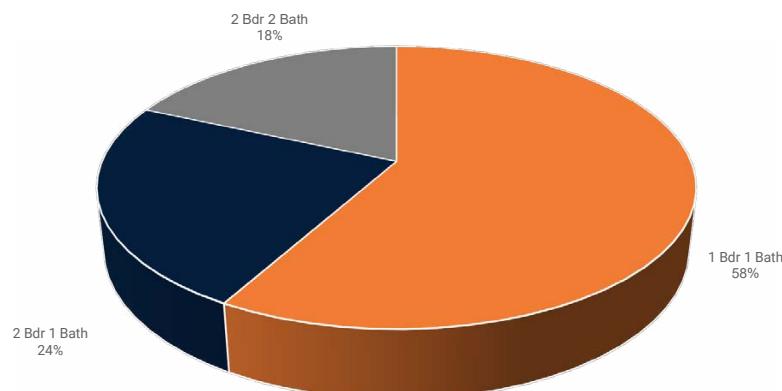
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# RENT ROLL SUMMARY

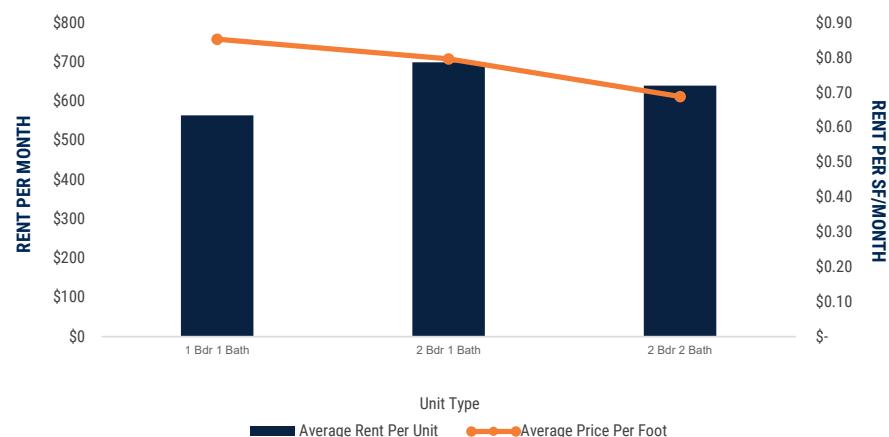
AS OF JANUARY 2026

UNIT TYPE	# OF UNITS	AVG SQ FEET	RENTAL RANGE	AVERAGE RENT	CURRENT AVERAGE RENT / SF	MONTHLY INCOME	AVERAGE RENT	POTENTIAL AVERAGE RENT / SF	MONTHLY INCOME
1 Bdr 1 Bath - Senior HAP	51	679	\$165 - \$790	\$713	\$1.05	\$36,338	\$760	\$1.12	\$38,760
1 Bdr 1 Bath - Family 60%	123	642	\$525 - \$540	\$525	\$0.82	\$64,605	\$595	\$0.93	\$73,185
1 Bdr 1 Bath Large - Family 60%	76	679	\$525 - \$540	\$540	\$0.79	\$41,025	\$615	\$0.91	\$46,740
1 Bdr 1 Bath - Market	21	642	\$525 - \$540	\$536	\$0.83	\$11,250	\$600	\$0.93	\$12,600
1 Bdr 1 Bath Large - Market	14	679	\$540 - \$540	\$540	\$0.80	\$7,560	\$615	\$0.91	\$8,610
2 Bdr 1 Bath Large - Senior 60%	17	929	\$229 - \$873	\$657	\$0.71	\$11,169	\$755	\$0.81	\$12,835
2 Bdr 1 Bath Large - Senior HAP	34	929	\$787 - \$907	\$860	\$0.93	\$29,247	\$885	\$0.95	\$30,090
2 Bdr 1 Bath - Family 60%	56	831	\$595 - \$640	\$625	\$0.75	\$35,015	\$710	\$0.85	\$39,760
2 Bdr 1 Bath - Family Market	8	831	\$595 - \$640	\$625	\$0.75	\$5,000	\$665	\$0.80	\$5,320
2 Bdr 2 Bath Large - Family 60%	77	929	\$640 - \$640	\$640	\$0.69	\$49,280	\$730	\$0.79	\$56,210
2 Bdr 2 Bath Large - Family Market	13	929	\$640 - \$640	\$640	\$0.69	\$8,320	\$730	\$0.79	\$9,490
<b>TOTALS/WEIGHTED AVERAGES</b>	<b>490</b>	<b>760</b>		<b>\$610</b>	<b>\$0.80</b>	<b>\$298,809</b>	<b>\$681</b>	<b>\$0.90</b>	<b>\$333,600</b>
<b>GROSS ANNUALIZED RENTS</b>						<b>\$3,585,708</b>			<b>\$4,003,200</b>

UNIT DISTRIBUTION



UNIT RENT



# OPERATING STATEMENT

INCOME	ACTUAL 2024	9-2025 T-12	CURRENT	YEAR 1	YEAR 2	NOTES	PER UNIT	PER SF
Gross Potential Rent	3,486,330	3,822,340	4,003,200	4,003,200	4,403,520		8,170	10.75
Loss / Gain to Lease	1,897	-0.1%	(202,665)	5.3%	(417,492)	10.4%	(40,032)	1.0%
Gross Current Rent	3,488,227	3,619,675	3,585,708	3,963,168	4,359,485		8,088	10.64
Physical Vacancy	(1,448,970)	41.5%	(1,641,417)	45.3%	(2,198,039)	61.3%	(990,792)	25.0%
Bad Debt	0	0.0%	(181,271)	5.0%	(179,285)	5.0%	(198,158)	5.0%
Concession	(17,724)	0.5%	(109,481)	3.0%	0	0.0%	0	0.0%
Total Vacancy	(\$1,466,694)	42.0%	(\$1,932,169)	53.4%	(\$2,377,324)	66.3%	(\$1,188,950)	30.0%
Economic Occupancy	57.95%		46.62%		33.70%		70.00%	
Effective Rental Income	\$2,021,533		\$1,687,506		\$1,208,384		\$2,774,218	
Other Income								
Laundry Income	3,869	0	0	0	0		0	0.00
Late Fee	57,990	93,814	93,814	96,628	99,527	[1]	197	0.26
Miscellaneous Income	22,902	3,897	3,897	4,014	4,134	[1][2]	8	0.01
<b>Total Other Income</b>	<b>\$84,761</b>	<b>\$97,711</b>	<b>\$97,711</b>	<b>\$100,642</b>	<b>\$103,662</b>		<b>\$205</b>	<b>\$0.27</b>
<b>Effective Gross Income</b>	<b>\$2,106,294</b>	<b>\$1,785,217</b>	<b>\$1,306,095</b>	<b>\$2,874,860</b>	<b>\$3,809,224</b>		<b>\$5,867</b>	<b>\$7.72</b>
EXPENSES	ACTUAL 2024	9-2025 T-12	CURRENT	YEAR 1	YEAR 2	NOTES	PER UNIT	PER SF
Real Estate Taxes	225,985	272,634	272,634	280,813	308,894	[3]	573	0.75
Insurance	318,989	399,704	399,704	411,695	424,046	[1]	840	1.11
Utilities - Gas	42,109	35,914	35,914	36,991	38,101	[1]	75	0.10
Utilities - Water & Sewer	145,011	213,923	213,923	220,341	226,951	[1]	450	0.59
Utilities - Electric	44,376	99,438	99,438	102,421	105,494	[1]	209	0.28
Scavenger	23,146	11,786	11,786	12,140	12,504	[1]	25	0.03
Landscaping & Snow Removal	41,356	105,223	105,223	108,379	111,631	[1]	221	0.29
General Administrative	71,669	57,393	57,393	59,115	60,888	[1][4]	121	0.16
Advertising	298	5,352	5,352	5,512	5,678	[1]	11	0.01
Legal	46,012	15,693	15,693	16,164	16,649	[1]	33	0.04
Janitor / Payroll	456,137	451,336	451,336	464,876	478,822	[1]	949	1.25
Repairs & Maintenance	104,491	189,327	189,327	195,007	200,857	[1]	398	0.52
Cleaning & Decorating	24,059	88,200	88,200	90,846	93,571	[1]	185	0.24
Supplies	17,199	45,083	45,083	46,436	47,829	[1]	95	0.12
Operating Reserves	190,217	221,623	122,500	126,175	129,960	[1][5]	258	0.34
Management Fee	76,874	3.6%	72,074	4.0%	52,244	4.0%	114,994	4.0%
<b>Total Expenses</b>	<b>\$1,827,926</b>	<b>\$2,284,703</b>	<b>\$2,165,750</b>	<b>\$2,291,906</b>	<b>\$2,414,244</b>		<b>\$4,677</b>	<b>\$6.16</b>
<b>Expenses as % of EGI</b>	<b>86.8%</b>	<b>128.0%</b>	<b>165.8%</b>	<b>79.7%</b>	<b>63.4%</b>			
<b>Net Operating Income</b>	<b>\$278,368</b>	<b>-\$499,486</b>	<b>-\$859,655</b>	<b>\$582,954</b>	<b>\$1,394,979</b>		<b>\$1,190</b>	<b>\$1.57</b>

Notes and assumptions to the above analysis are on the following page.

# OPERATING STATEMENT NOTES

[1]

Other income and expenses for year one and year two reflect an increase of approximately three percent

[2]

September 2025 T-12 Miscellaneous income consists of NSF Fees (\$315), Application Fees (\$5,420), Administrative Fee (\$454), Waived Deposit (\$-200), Collections (\$230), Termination Fees (\$7,210), Cleaning & Damages (\$1,145), Trash Fees (\$625), Legal Fees (\$4,065), Vending & Miscellaneous (\$-2,550), Pet Fees (\$960), Pet Rent (\$82), Renter's Liability Income (\$317), Interest (\$10), and Other Income (\$-14,185)

[3]

2024 Assessed market value was \$7,234,440 and 2025 assessed market value is \$9,226,620 / Year one real estate taxes reflects an increase of approximately three percent. Year two reflects an increase of approximately ten percent

[4]

September 2025 T-12 General Administrative expense consists of Office Expense (\$5,004), Postage & Printing (\$226), Credit Reports (\$2,275), Social (\$580), Refreshments (\$2,188), Answering Service (\$1,629), Alarm System (\$895), Telephone (\$2,424), Internet Service (\$1,249), Travel (\$1,352), Fees & Licenses (\$3,133), Occupancy Permits (\$3,303), Pilot Costs (\$564), Computer Equipment (\$4,858), Audit Service & Fee (\$-6,623), Uniforms (\$1,322), Property Management Software (\$26,444), Employee Training (\$4,274), and Online Payment Processing Fee (\$2,296)

[5]

Broker estimates for current year, year one, and year two

# TEN YEAR CASH FLOW

INCOME	CURRENT	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035
Gross Potential Rent	4,003,200	4,003,200	4,403,520	4,843,872	4,989,188	5,138,864	5,293,030	5,451,821	5,615,375	5,783,836	5,957,352
Loss / Gain to Lease	(417,492)	(40,032)	(44,035)	(48,439)	(49,892)	(51,389)	(52,930)	(54,518)	(56,154)	(57,838)	(59,574)
Gross Current Rent	3,585,708	3,963,168	4,359,485	4,795,433	4,939,296	5,087,475	5,240,099	5,397,302	5,559,221	5,725,998	5,897,778
Physical Vacancy	(2,198,039)	(990,792)	(544,936)	(239,772)	(246,965)	(254,374)	(262,005)	(269,865)	(277,961)	(286,300)	(294,889)
Bad Debt	(179,285)	(198,158)	(108,987)	(119,886)	(123,482)	(127,187)	(131,002)	(134,933)	(138,981)	(143,150)	(147,444)
Total Vacancy	(2,377,324)	(1,188,950)	(653,923)	(359,657)	(370,447)	(381,561)	(393,007)	(404,798)	(416,942)	(429,450)	(442,333)
Effective Rental Income	1,208,384	2,774,218	3,705,562	4,435,776	4,568,849	4,705,915	4,847,092	4,992,505	5,142,280	5,296,548	5,455,445
Other Income											
Late Fee Income	93,814	96,628	99,527	102,513	105,588	108,756	112,019	115,379	118,841	122,406	126,078
Miscellaneous Income	3,897	4,014	4,134	4,258	4,386	4,518	4,653	4,793	4,937	5,085	5,237
Total Other Income	97,711	100,642	103,662	106,771	109,975	113,274	116,672	120,172	123,777	127,491	131,315
Effective Gross Income	1,306,095	2,874,860	3,809,224	4,542,547	4,678,824	4,819,188	4,963,764	5,112,677	5,266,057	5,424,039	5,586,760
EXPENSES											
Operating Expenses	(969,393)	(998,475)	(1,028,429)	(1,059,282)	(1,091,060)	(1,123,792)	(1,157,506)	(1,192,231)	(1,227,998)	(1,264,838)	(1,302,783)
Real Estate Taxes	(272,634)	(280,813)	(308,894)	(586,899)	(604,506)	(622,641)	(641,321)	(660,560)	(680,377)	(700,788)	(721,812)
Insurance	(399,704)	(411,695)	(424,046)	(436,767)	(449,870)	(463,366)	(477,267)	(491,585)	(506,333)	(521,523)	(537,168)
Utilities	(349,275)	(359,754)	(370,546)	(381,663)	(393,112)	(404,906)	(417,053)	(429,565)	(442,452)	(455,725)	(469,397)
Management Fees	(52,244)	(114,994)	(152,369)	(181,702)	(187,153)	(192,768)	(198,551)	(204,507)	(210,642)	(216,962)	(223,470)
Total Expenses	(2,043,250)	(2,165,731)	(2,284,284)	(2,646,313)	(2,725,702)	(2,807,473)	(2,891,697)	(2,978,448)	(3,067,802)	(3,159,836)	(3,254,631)
Operating Reserves	(122,500)	(126,175)	(129,960)	(133,859)	(137,875)	(142,011)	(146,271)	(150,660)	(155,179)	(159,835)	(164,630)
Net Operating Income	(859,655)	582,954	1,394,979	1,762,376	1,815,247	1,869,704	1,925,795	1,983,569	2,043,076	2,104,369	2,167,500

## Notes

Gross Potential Rent for 2026 through 2028 grows by approximately ten percent with following years growing at approximately three percent

Loss / Gain to Lease is approximately one percent of the Gross Potential Rent

2027 Vacancy is approximately 12.5 percent and starting in 2028 it reduces to approximately five percent

Bad Debt starting in 2027 reduces to approximately two and one half percent

Real Estate Taxes in 2027 increases by approximately ten percent. 2028 grows at a rate of 90% due to reassessment, with following years growing at three percent.

Other Income, Operating Expenses, Insurance, Utilities, and Operating Reserves grow at a rate of approximately three percent

Management Fee is approximately four percent of Effective Gross Income



# MARKET COMPARABLES

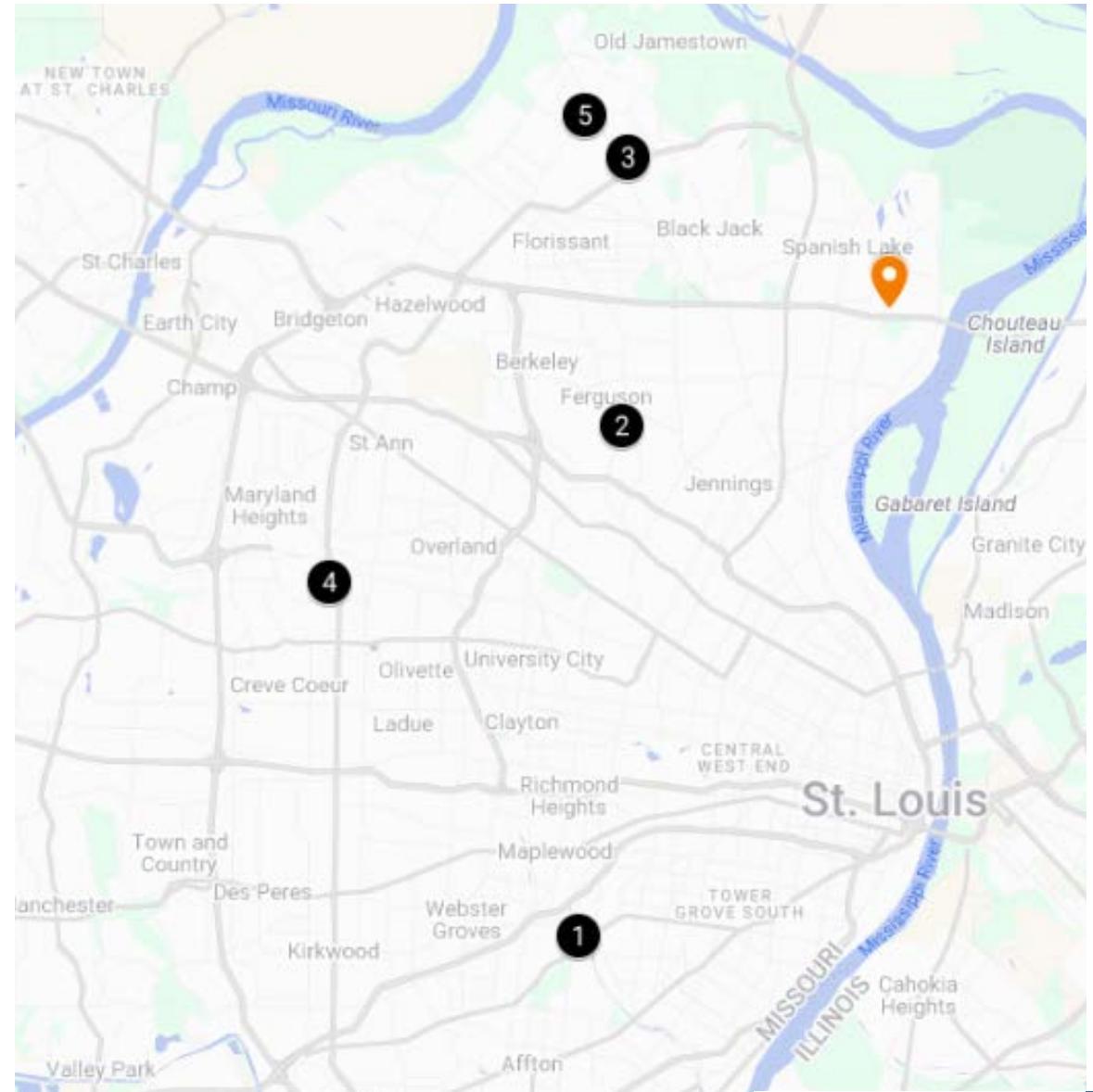
03

Marcus & Millichap

# SALES COMPARABLES

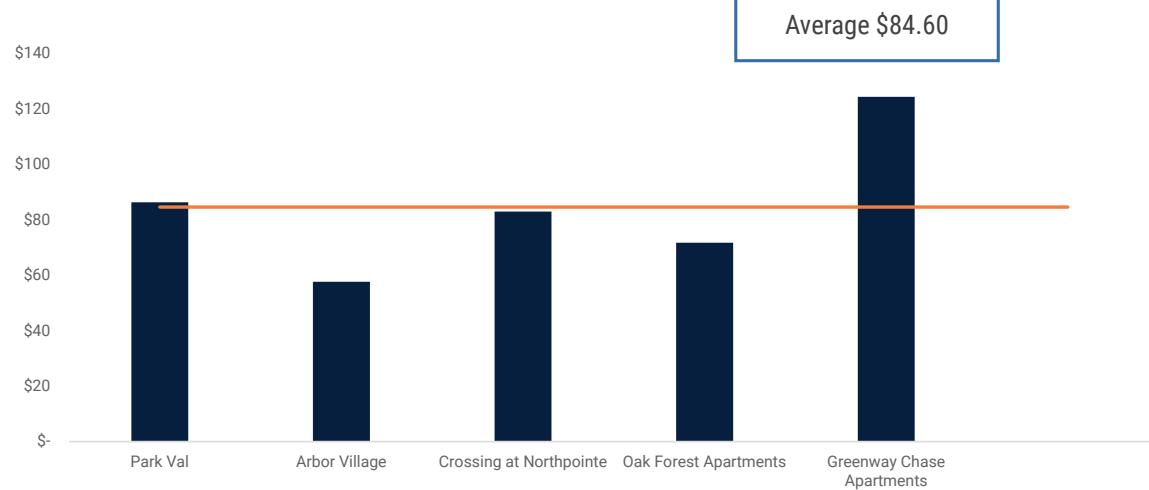
## Trinity Park Portfolio

- 1 Park Val
- 2 Arbor Village
- 3 Crossing at Northpointe
- 4 Oak Forest Apartments
- 5 Greenway Chase Apartments

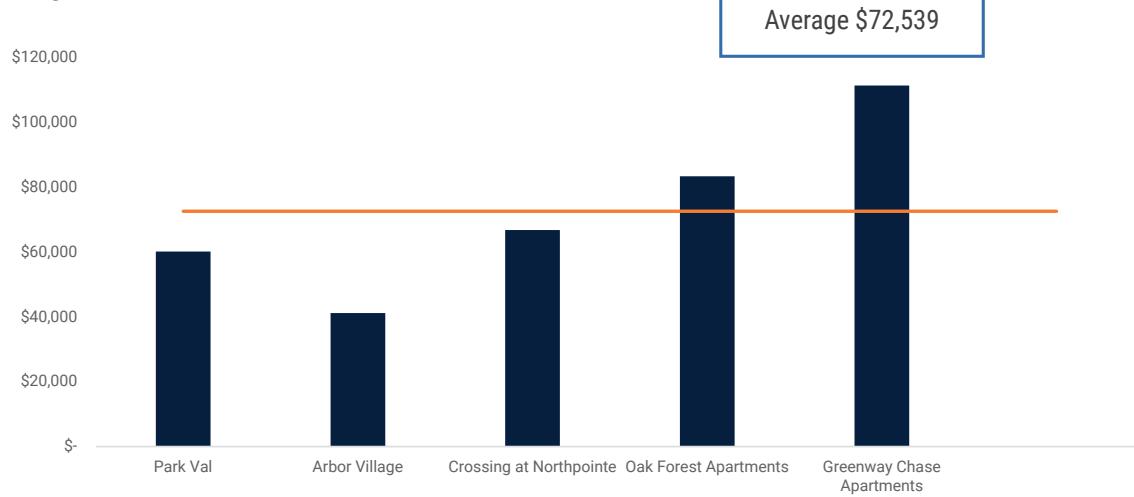


# SALES COMPARABLES

Average Price/SF



Average Price/Unit



# SALES COMPARABLES

 **Trinity Park Portfolio**  
11065 Dunklin Drive, Saint Louis, MO 63138



	Units	Unit Type
Unit Count:	490	285 1 Bdr 1 Bath
Year Built:	1970	115 2 Bdr 1 Bath 90 2 Bdr 2 Bath

**Underwriting Criteria**

Income	\$2,874,860	Expenses	\$2,291,906
NOI	\$582,954	Vacancy	(\$1,188,950)

**1 Park Val**  
7001 Weil Avenue, Saint Louis, MO 63119



	Units	Unit Type
Close of Escrow:	4/18/2024	149 1 Bdr 1 Bath
Sales Price:	\$11,305,000	39 2 Bdr 1 Bath
Price/Unit:	\$60,133	
Price/SF:	\$86.33	
Unit Count:	188	
Year Built:	1964	

**2 Arbor Village**  
26 Arbor Village Court, Ferguson, MO 63135



	Units	Unit Type
Close of Escrow:	12/5/2024	48 1 Bdr 1 Bath
Sales Price:	\$3,950,000	48 2 Bdr 1 Bath
Price/Unit:	\$41,146	
Price/SF:	\$57.63	
CAP Rate:	9.32%	
GRM:	4.46	
Unit Count:	96	
Year Built:	1968	

# SALES COMPARABLES

3	Crossing at Northpointe	3144 Sunswpt Drive, Florissant, MO 63033	
			
	Units	Unit Type	
<b>Close of Escrow:</b>	3/15/2024	110	1 Bdr 1 Bath
<b>Sales Price:</b>	\$22,300,000	47	2 Bdr 1 Bath
<b>Price/Unit:</b>	\$66,766	137	2 Bdr 2 Bath
<b>Price/SF:</b>	\$82.95	40	3 Bdr 2 Bath
<b>Unit Count:</b>	334		
<b>Year Built:</b>	1972		

4	Oak Forest Apartments	10900 Oak Forest Parkway Drive, Saint Louis, MO 63146			
					
	Units	Unit Type			
<b>Close of Escrow:</b>	11/21/2024	174	1 Bdr 1 Bath		
<b>Sales Price:</b>	\$37,000,000	270	2 Bdr 1 Bath		
<b>Price/Unit:</b>	\$83,333				
<b>Price/SF:</b>	\$71.75				
<b>Unit Count:</b>	444				
<b>Year Built:</b>	1983				

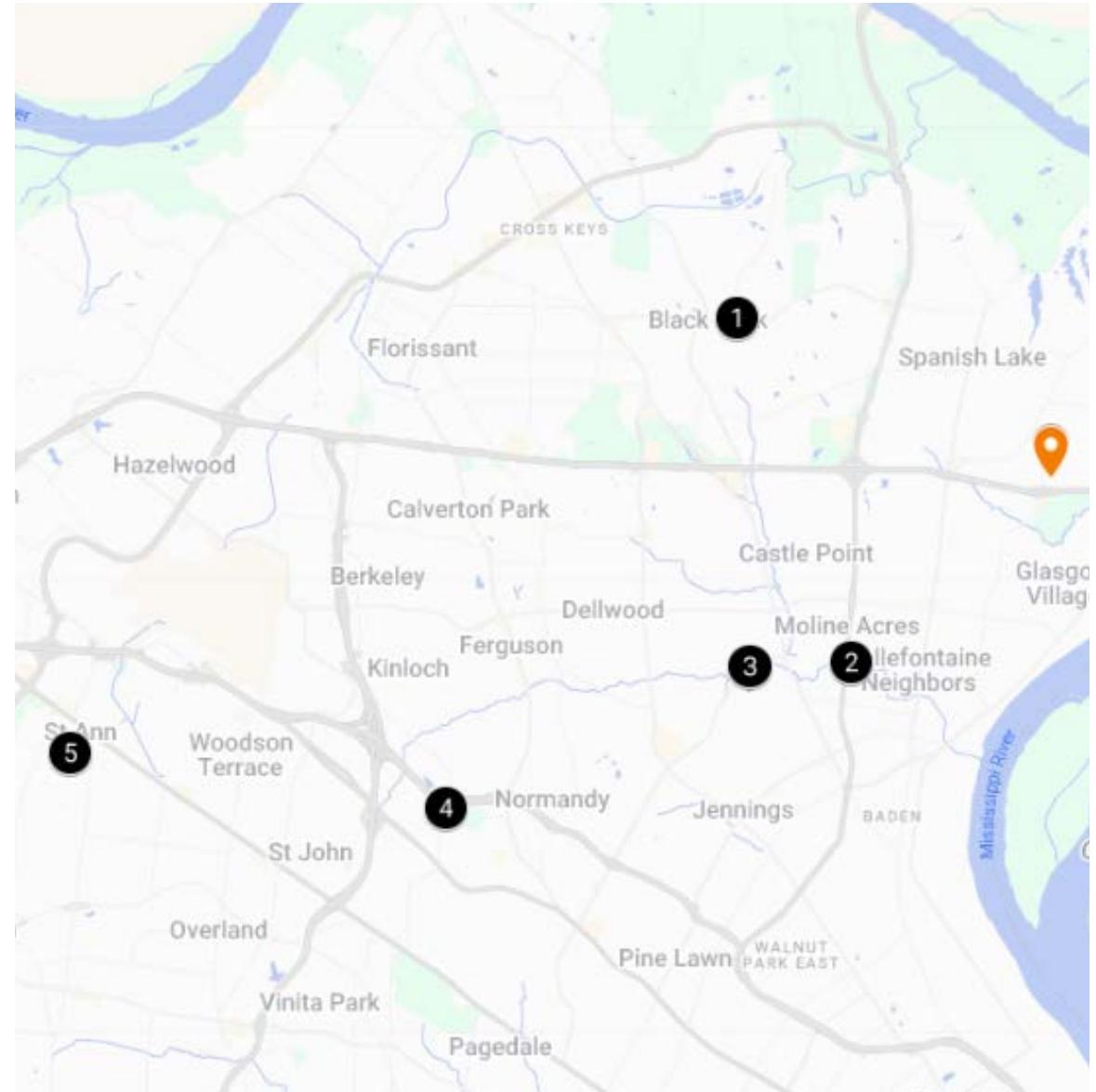
5	Greenway Chase Apartments	629 Greenway Manor Drive, Florissant, MO 63031			
					
	Units	Unit Type			
<b>Close of Escrow:</b>	2/21/2024	64	1 Bdr 1 Bath		
<b>Sales Price:</b>	\$34,730,465	248	2 Bdr 2 Bath		
<b>Price/Unit:</b>	\$111,316				
<b>Price/SF:</b>	\$124.34				
<b>Unit Count:</b>	312				
<b>Year Built:</b>	1987				

# RENT COMPARABLES



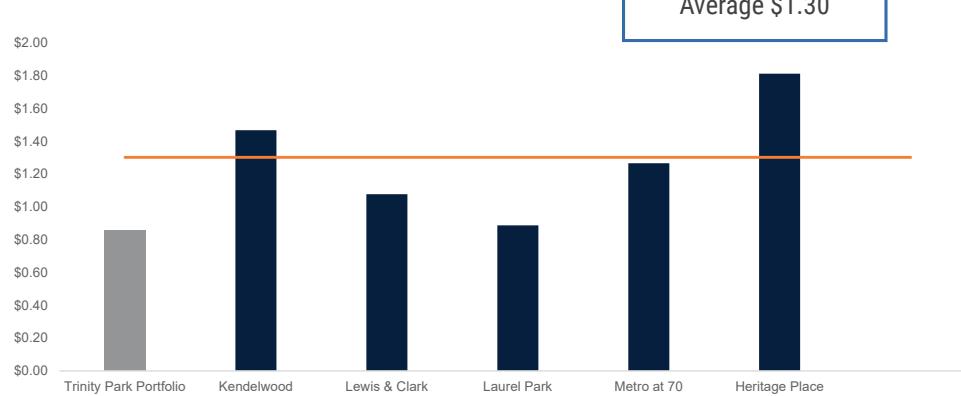
## Trinity Park Portfolio

- 1 Kendelwood
- 2 Lewis & Clark
- 3 Laurel Park
- 4 Metro at 70
- 5 Heritage Place

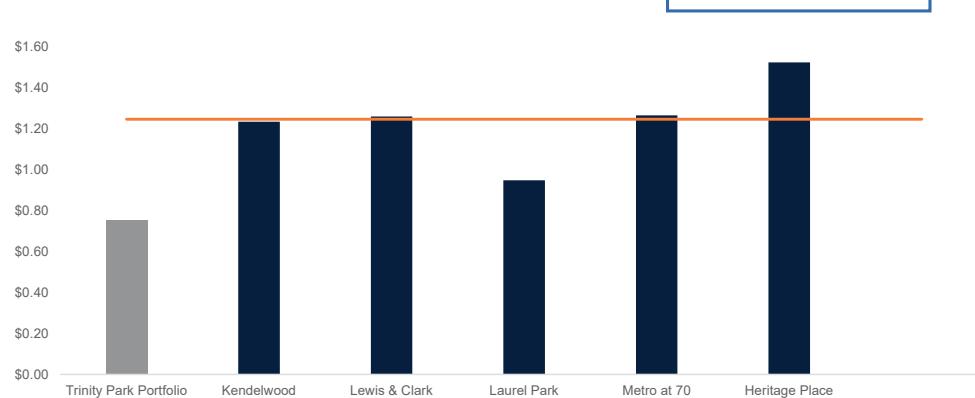


# RENT COMPARABLES

1 Bedroom Rent Per Square Foot



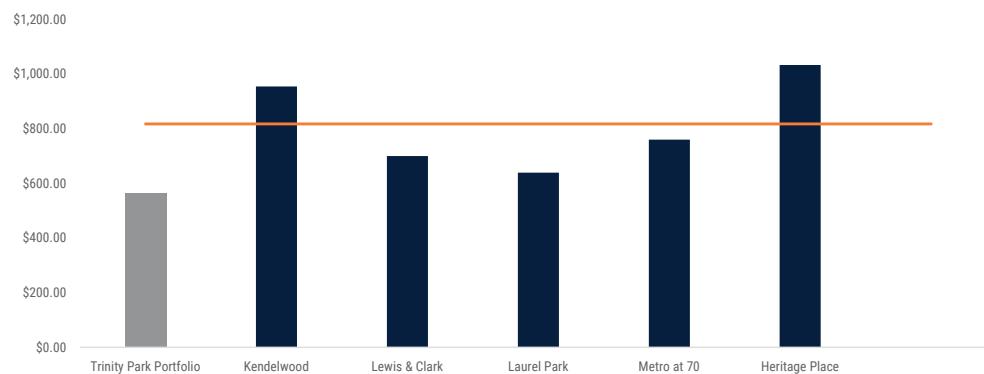
2 Bedroom Rent Per Square Foot



# RENT COMPARABLES

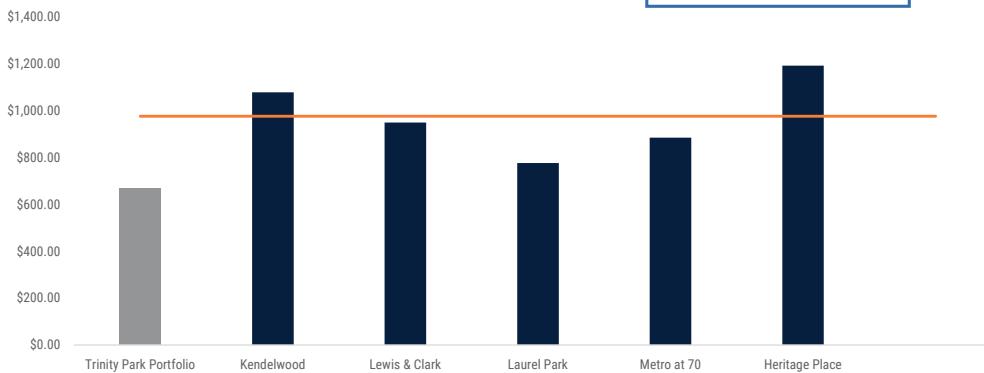
**1 Bedroom Rent Per Unit**

Average \$817.20



**2 Bedroom Rent Per Unit**

Average \$976.80



# RENT COMPARABLES

## Trinity Park Portfolio

11065 Dunklin Drive, Saint Louis, MO 63138



Units	Unit Type	SF	Rent	Rent/SF
285	1 Bdr 1 Bath	660	\$564	\$0.85
115	2 Bdr 1 Bath	874	\$699	\$0.80
90	2 Bdr 2 Bath	929	\$640	\$0.69

Year Built:

1970

## Kendelwood

12404 Centerbrook Drive, Florissant, MO 63033



Units	Unit Type	SF	Rent	Rent/SF
66	1 Bdr 1 Bath	650	\$954	\$1.47
60	2 Bdr 1 Bath	875	\$1,079	\$1.23

Year Built:

1981

## Lewis & Clark

1282 Marquis Court, Saint Louis, MO 63137



Units	Unit Type	SF	Rent	Rent/SF
40	1 Bdr 1 Bath	650	\$700	\$1.08
78	2 Bdr 1 Bath	750-760	\$900-1,000	\$1.26

Year Built:

1967

# RENT COMPARABLES

**3 Laurel Park**  
9605 Jacobi Avenue, Saint Louis, MO 63136



Units	Unit Type	SF	Rent	Rent/SF
28	1 Bdr 1 Bath	720	\$639	\$0.89
288	2 Bdr 1 Bath	820	\$777	\$0.95

**Year Built:** 1969

**4 Metro at 70**  
8806 Dragonwyck Drive, Saint Louis, MO 63121



Units	Unit Type	SF	Rent	Rent/SF
104	1 Bdr 1 Bath	600	\$760	\$1.27
104	2 Bdr 1 Bath	700	\$885	\$1.26

**Year Built:** 1966

**5 Heritage Place**  
10711 St. Cosmas Lane, Saint Ann, MO 63074



Units	Unit Type	SF	Rent	Rent/SF
79	1 Bdr 1 Bath	570	\$1,033	\$1.81
34	2 Bdr 1 Bath	745-822	\$1,193	\$1.52

**Year Built:** 1998



# MARKET OVERVIEW

04

Marcus & Millichap

# SAINT LOUIS, MISSOURI

## A HISTORIC GATEWAY CITY WITH A DYNAMIC ECONOMIC CORE

Situated along the western bank of the Mississippi River, St. Louis is Missouri's second-largest city and a key hub of commerce and culture in the Midwest. Home to approximately 300,000 residents, the city boasts a diverse economy anchored by healthcare, biotechnology, finance, and transportation. Renowned for its iconic Gateway Arch, rich history, and vibrant arts and entertainment scene, St. Louis combines a strong industrial legacy with modern growth, making it a vital center of activity along the Mississippi River corridor.

### SAINT LOUIS

**K**nown for its iconic Gateway Arch, the St. Louis metro is situated near the geographic center of the United States, within 500 miles of one-third of the U.S. population, and it has nearly 2.8 million residents. The metro encompasses the city of St. Louis; the Missouri counties of St. Charles, Jefferson, Franklin, St. Louis, Lincoln, Warren and Washington; and the Illinois counties of Madison, St. Clair, Macoupin, Clinton, Monroe, Jersey, Bond and Calhoun. St. Louis is the most populous county with 987,000 people. The city of St. Louis contains around 282,000 citizens and is the only city in the metro with a population of more than 100,000 residents. In North St. Louis, the U.S. National Geospatial-Intelligence Agency has a major expansion underway. The \$1.7 billion 97-acre campus is set to be completed in 2026. St. Louis is also home to the Federal Reserve Bank of St. Louis.

### CENTRAL LOCATION

The central U.S. location and Mississippi River accessibility allow for fast access to markets, both domestically and internationally.

### EXCELLENT TRANSPORTATION SYSTEM

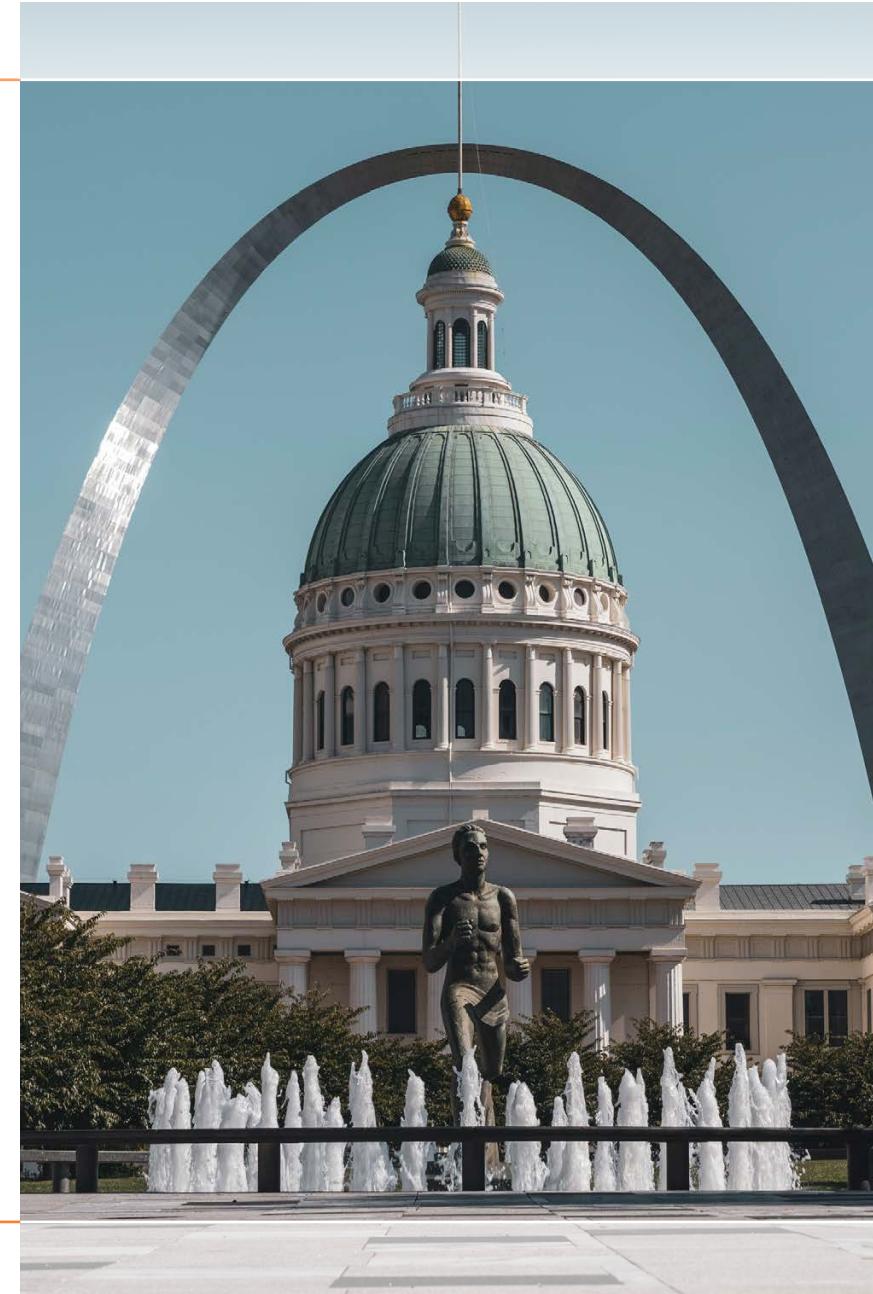
The St. Louis metro has extensive freight, air and sea transportation systems, facilitating the shipping and distribution of goods worldwide. Additionally, the light rail system offers public transportation to the airport.

### AFFORDABLE COST OF LIVING

A median home price around \$280,000 is substantially below other large markets in Midwestern states, as well as the overall U.S. average.

### QUALITY OF LIFE

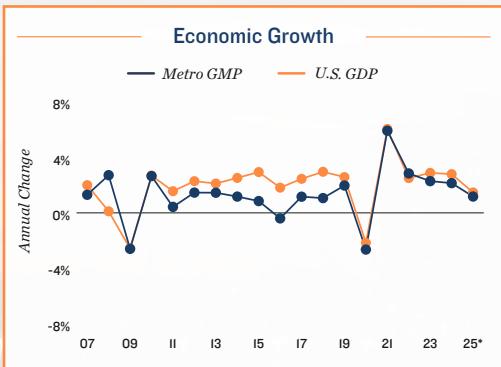
The metro boasts numerous public and private golf courses, more than 100 parks, the Gateway Arch National Park, and one end of the 240-mile long Katy Trail. Many of St. Louis' top attractions – the Saint Louis Zoo, the Saint Louis Art Museum, the Missouri History Museum and the Municipal Opera – are in Forest Park. The park features golf courses and athletic fields. The St. Louis Cardinals and the St. Louis Blues are housed in nearby downtown. Lake of the Ozarks is within driving distance, offering destinations for hunting, fishing, camping, hiking and spelunking. There are more than 30 colleges, universities and technical schools in the metro, enrolling around 100,000 students a year. Washington University in St. Louis is highly ranked among U.S. universities.



# SAINT LOUIS, MISSOURI

## ECONOMY

- St. Louis is highly ranked for its logistics infrastructure, bolstered by its central location and easy access to major waterways. It is a significant inland port.
- The region is emerging as a large financial services center, with seven Fortune 500 companies headquartered there: Centene Corp., Emerson Electric, Reinsurance Group of America, Jones Financial, Graybar Electric, Post, and Core & Main.
- Scott Air Force Base, on the Illinois side of the metro, supports civilian and active-duty employment directly and indirectly by attracting defense and aerospace contractors to St. Louis.



## MAJOR AREA EMPLOYERS

- Boeing
- Firestone Holdings LLC
- Essence Healthcare Inc.
- Saint Louis University
- Heartland Coca-Cola Bottling Co.
- World Wide Technology Int'l LLC
- American Family Insurance Company
- Barnes-Jewish Hospital
- General Motors LLC



## SHARE OF 2025 TOTAL EMPLOYMENT



Note: Figures are rounded to nearest whole percentage point

# SAINT LOUIS, MISSOURI

## DEMOGRAPHICS

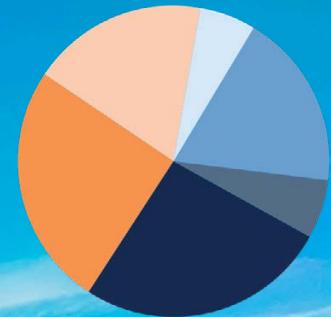
- The metro is expected to see its population grow by almost 17,000 heads in the next five years, supporting household formation totaling 13,000 additions.
- The St. Louis metro's homeownership rate stood at 68 percent in 2024.
- Roughly 37 percent of residents hold a bachelor's degree or higher. Of those, 15 percent have also earned a graduate or professional degree.

## QUICK FACTS



## Population by Age

6%	0-4 years
18%	5-19 years
6%	20-24 years
26%	25-44 years
25%	45-64 years
18%	65+ years



\* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis;



# SAINT LOUIS' QUALITY OF LIFE

## ENTERTAINMENT



## UNIVERSITY PRESENCE



## ATTRACTIIONS



Contemporary Art Museum  
Saint Louis

Gateway Arch  
National Park

Saint Louis Zoo

Six Flags  
St. Louis

# LOCAL DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2029 Projection</b>			
Total Population			
2024 Estimate	7,824	43,260	105,442
<b>2020 Census</b>			
Total Population			
2010 Census	7,838	43,511	106,439
<b>Daytime Population</b>			
Total Population			
2024 Estimate	8,107	44,981	110,155
<b>HOUSEHOLDS</b>			
<b>2029 Projection</b>			
Total Households			
2024 Estimate	3,056	17,245	44,105
<b>2020 Census</b>			
Total Households			
2010 Census	3,054	17,250	44,116
<b>HOUSING UNITS</b>			
<b>Occupied Units</b>			
2029 Projection			
2024 Estimate	3,801	20,559	51,697
Owner Occupied	3,798	20,558	51,703
Renter Occupied	1,071	8,481	23,244
Vacant	2,007	8,723	20,870
<b>Persons in Units</b>			
2024 Estimate Total Occupied Units			
1 Person Units	33.7%	33.2%	35.2%
2 Person Units	27.8%	28.6%	29.8%
3 Person Units	18.1%	17.6%	16.4%
4 Person Units	9.4%	9.7%	9.3%
5 Person Units	7.4%	7.0%	5.8%
6+ Person Units	3.6%	3.9%	3.5%

Source: Marcus & Millichap Research Services

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2024 Estimate</b>			
\$200,000 or More			
\$150,000-\$199,999	2.6%	2.7%	2.3%
\$100,000-\$149,999	2.2%	2.5%	3.0%
\$75,000-\$99,999	6.3%	11.5%	11.0%
\$50,000-\$74,999	6.2%	13.0%	13.0%
\$35,000-\$49,999	24.1%	18.5%	18.4%
\$25,000-\$34,999	13.7%	14.3%	13.6%
\$15,000-\$24,999	10.5%	9.5%	10.3%
Under \$15,000	17.3%	13.3%	13.3%
Average Household Income	17.1%	14.7%	15.0%
Median Household Income	\$52,879	\$62,334	\$62,679
Per Capita Income	\$41,661	\$50,705	\$51,328
<b>POPULATION PROFILE</b>			
<b>Population By Age</b>			
2024 Estimate Total Population			
Under 20	34.2%	29.9%	27.1%
20 to 34 Years	23.1%	19.9%	19.0%
35 to 39 Years	6.2%	5.9%	5.8%
40 to 49 Years	11.0%	11.5%	11.5%
50 to 64 Years	15.4%	18.1%	19.4%
Age 65+	10.0%	14.7%	17.1%
Median Age	33.0	37.0	39.0
<b>Population 25+ by Education Level</b>			
2024 Estimate Population Age 25+			
Elementary (0-8)	4,538	27,596	70,939
Some High School (9-11)	2.4%	2.7%	3.0%
High School Graduate (12)	8.3%	8.3%	9.2%
Some College (13-15)	33.0%	30.1%	31.8%
Associate Degree Only	37.4%	33.0%	29.1%
Bachelor's Degree Only	7.2%	9.2%	8.9%
Graduate Degree	8.1%	10.4%	10.7%
<b>Population by Gender</b>			
2024 Estimate Total Population			
Male Population	55.5%	54.5%	54.5%
Female Population	44.5%	45.5%	45.5%

# LOCAL DEMOGRAPHICS



## POPULATION

In 2024, the population in your selected geography is 106,439. The population has changed by -12.71 percent since 2010. It is estimated that the population in your area will be 105,442 five years from now, which represents a change of -0.9 percent from the current year. The current population is 54.5 percent male and 45.5 percent female. The median age of the population in your area is 38.0, compared with the U.S. average, which is 39.0. The population density in your area is 1,354 people per square mile.



## HOUSEHOLDS

There are currently 44,116 households in your selected geography. The number of households has changed by -5.55 percent since 2010. It is estimated that the number of households in your area will be 44,105 five years from now, which represents a change of -0.0 percent from the current year. The average household size in your area is 2.4 people.



## INCOME

In 2024, the median household income for your selected geography is \$51,328, compared with the U.S. average, which is currently \$76,141. The median household income for your area has changed by 29.98 percent since 2010. It is estimated that the median household income in your area will be \$55,556 five years from now, which represents a change of 8.2 percent from the current year.

The current year per capita income in your area is \$25,731, compared with the U.S. average, which is \$40,471. The current year's average household income in your area is \$62,679, compared with the U.S. average, which is \$101,307.



## EMPLOYMENT

In 2024, 47,071 people in your selected area were employed. The 2010 Census revealed that 54.2 of employees are in white-collar occupations in this geography, and 23.7 are in blue-collar occupations. In 2024, unemployment in this area was 7.0 percent. In 2010, the average time traveled to work was 29.00 minutes.



## HOUSING

The median housing value in your area was \$107,573 in 2024, compared with the U.S. median of \$321,016. In 2010, there were 29,590.00 owner-occupied housing units and 17,117.00 renter-occupied housing units in your area.



## EDUCATION

The selected area in 2024 had a lower level of educational attainment when compared with the U.S averages. 17.4 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.5 percent, and 8.9 percent completed a bachelor's degree, compared with the national average of 21.1 percent.

The number of area residents with an associate degree was higher than the nation's at 21.2 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 2.6 percent vs. 26.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 39.7 percent in the selected area compared with the 19.7 percent in the U.S.

BROKERAGE  
TEAM

05

Marcus & Millichap

# 2025

MORE THAN  
65 PROPERTIES SOLD

## OVERALL CAREER

OVER \$3 BILLION  
IN SALES VOLUME  
AND MORE THAN  
1,000 PROPERTIES SOLD,  
WITH AN  
AVERAGE CLOSING PRICE  
95% OF LIST.

## ABOUT

MARCUS & MILICHAP IS A LEADING BROKERAGE FIRM SPECIALIZING IN COMMERCIAL REAL ESTATE SALES, FINANCING, RESEARCH AND ADVISORY SERVICES.

Our firm has the largest team of commercial real estate investment specialists in the industry, dedicated to meeting the diverse needs of private and major/institutional investors throughout the United States and Canada.

In 1971, Marcus & Millichap was founded on a unique set of principles to maximize value for real estate investors and, in the process, revolutionized the brokerage industry.

From the start, the company's entire business model has been focused on one goal: Matching every commercial real estate property with the largest pool of qualified buyers. Achieving this—one property at a time—requires a combination of unique features commitments that we make to our clients.

The cornerstones of our business model are executed and brought to life for every client under the supervision and care of our dedicated management team locally, regionally and across the entire Marcus & Millichap organization.



# OUR TEAM

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