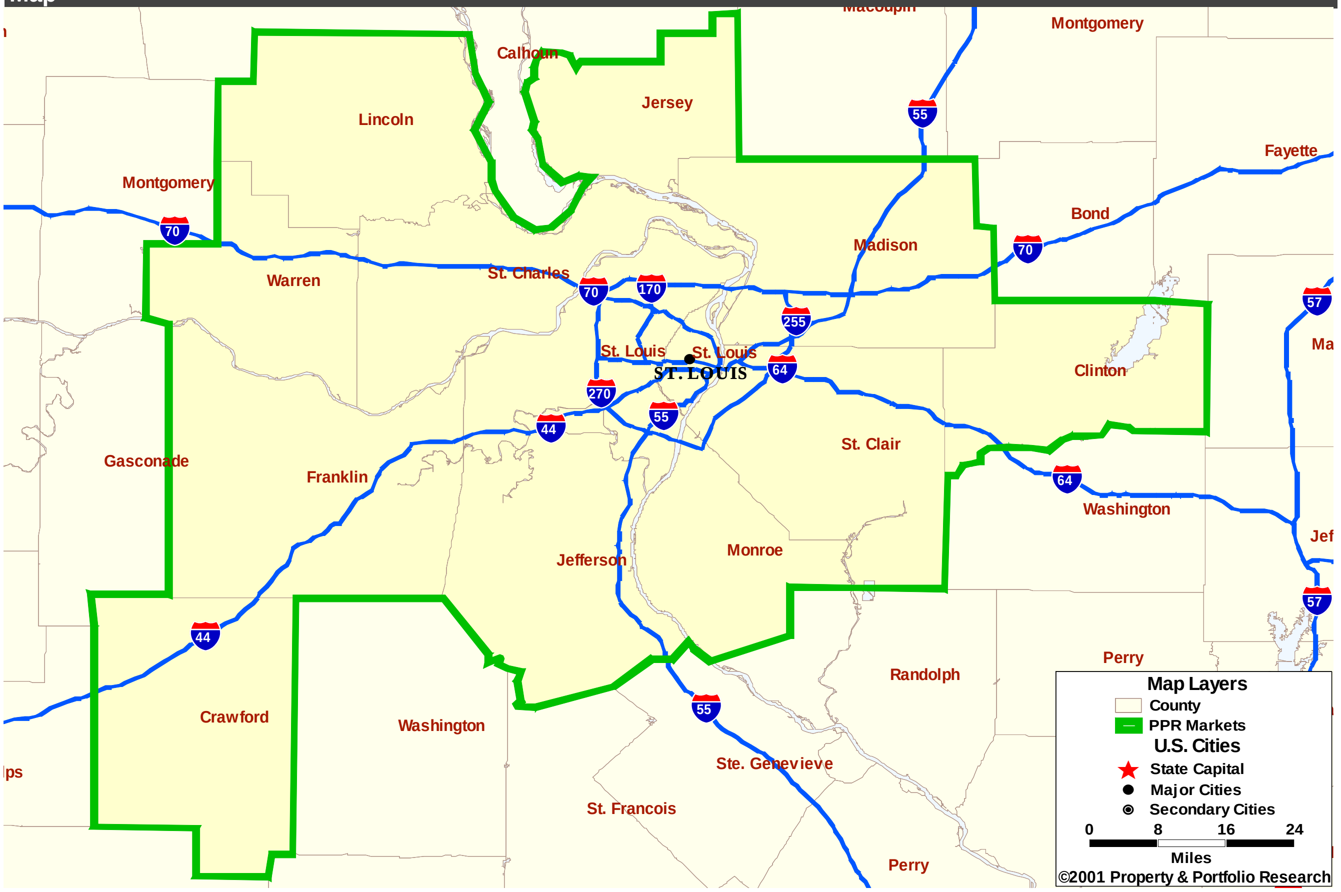
ST. LOUIS

Overview

Map



Summary of Last Twelve Months vs. Historical Minimum, Maximum, and Average

	Current Vacancy*			Net New Supply (000SF)**			Net Absorption (000SF)**		
Apartment		⇧ 6.8%			⇔ 1,684			⇩ -86	
	3.9% 83:3		10.9% 91:2	-569 92:4		5,133 86:1	-1,411 90:2		3,889 86:1
Office		⇧ 14.1%			⇩ 1,802			⇩ -540	
	5.7% 82:1		18.0% 90:2	193 93:3		2,918 83:3	-667 01:4		2,296 88:2
Retail		⇧ 13.1%			⇧ 2,524			⇩ -320	
	8.8% 00:2		21.6% 82:2	571 83:1		2,548 01:4	-1,728 82:1		3,448 99:3
Warehouse		⇧ 8.1%			⇧ 3,416			⇩ -159	
	4.2% 97:2		8.8% 86:4	405 83:3		3,749 01:4	-1,064 83:1		3,379 96:3
Hotel		⇔ 60.6%			⇩ 847			⇩ -161	
	67.6% 95:2		60.5% 88:1	-100 95:1		3,661 86:1	-599 96:3		1,339 90:1

*Occupancy for Hotels

**Apartment and Hotel data are in units.

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ST. LOUIS

Analysis/Economy

Notable Economic and Real Estate Market Events

- **ECON –** Faced with steep declines in the manufacturing sector, **St. Louis lost a net total of more than 27,000 jobs year-over-year as of March.** With the proposed increases in defense spending in its favor, **Boeing had stopped cutting local employment**. The U.S. Department of Commerce is helping the local Economic Council develop a strategic response to **Ford's plans to close its Hazelwood plant with 2,600 employees by mid-decade**. The TCPU sector is suffering from job losses related to the American Airlines/TWA merger, September 11th, and **ongoing downsizing at SBC Communications**. Cutbacks at brokerage firms A.G. Edwards and Edward Jones are hurting FIRE sector employment.
- **APT –** While still significantly below their historical high of 11%, **vacancies in the St. Louis apartment market are on a steady upward path.** The recent downturn in employment growth and the **high affordability of single family homes** in the area are detracting from apartment demand. The site of strong population growth and numerous corporate relocations, **St. Charles County has been the focus of apartment development.** Bomasada Group's 400-unit Enclave at Winghaven is expected to open in O'Fallon this spring. **The close-in area is seeing a considerable amount of government-supported development**. Examples include the 171-unit third phase of the George L. Vaughn Residence at Murphy Park, and the 200-unit Merchandise Mart redevelopment, both of which are currently under construction.
- **OFF – A surge in corporate relocations within St. Louis from multi-tenant space to newly constructed build-to-suit projects** over the past two years has helped push vacancies steadily higher. Following the completion of several large projects last year, multi-tenant construction is down dramatically. However, single tenant development continues. **A.G. Edwards broke ground on a 900,000 SF building at its downtown headquarters last October** and **CitiMortgage began construction on a 515,000 SF complex in O'Fallon earlier this year**. A.G. Edwards is now looking to sublease 104,000 SF in Clayton and 187,000 SF in two buildings downtown, while CitiMortgage has announced plans to vacate a total of 397,000 SF in two Chesterfield buildings by 2003.
- **RET –** New supply to the retail market is coming off a decade high, as broad interpretation of tax increment financing laws encouraged excess development. Having received $15 million in TIF funds, **the Sansome Group recently broke ground on the 310,000 SF Overland Town Center**. Westfield Corp received $30 million in TIF for its 600,000 SF expansion at West County Center, scheduled to complete in September. THF Realty's recently completed 300,000 SF Chesterfield Commons Phase II in Chesterfield, Walpert Properties' 277,000 SF Crossings at Halls Ferry in Ferguson, and the 170,000 SF Brentwood Pointe in Brentwood were all partially funded by TIF dollars. **The Missouri House of Representatives recently passed a TIF reform bill, narrowing the criteria used to consider retail projects eligible for TIF dollars**. Even without the new legislation, however, **new construction has slowed considerably.**
- **WHS –** Vacancy have moved sharply higher in response to **last year's record construction activity**. Just north of Earth City, an estimated 650,000 SF are vacant in TriStar's new Business Park 370, including 250,00 SF in two First Industrial Realty buildings completed late last year. Current construction is heavily focused on build-to-suit projects and **vacancies are not expected to move much higher. St. Charles County and Madison County in Illinois have gained in popularity** thanks to low land costs, good highway access, and aggressive tax incentives by the state of Illinois. ProLogis is reportedly planning a 1.2 million SF distribution center for Unilever at the 2,700-acre Gateway Commerce Center in Edwardsville.
- **HOT –** Across from the downtown convention center, a **916-room Marriott Renaissance Grand Convention Hotel is scheduled to open in February.** A few small-scale hotels are underway in St. Charles County, including a 120-romm Hilton Garden and a 79-room Comfort Inn.

Demographic Trends

Category	2002* Market	2002* U.S.	1982-1991 Market	1982-1991 U.S.	1992-2001 Market	1992-2001 U.S.	2002-2006 Market	2002-2006 U.S.
			Annual Growth Rates					
Population	2,624	288,644	0.4%	1.0%	0.4%	1.2%	0.2%	0.9%
Households	1,019	107,714	1.0%	1.3%	0.6%	1.3%	0.3%	1.0%
Median Household Income	$58,988	$44,333	4.5%	4.4%	5.8%	3.7%	3.3%	3.1%
Apartment-Renting Households	289	35,788	4.0%	1.7%	-0.3%	0.5%	0.8%	1.0%
Real Retail Sales Per Capita	$4,648	$4,518	1.7%	1.4%	1.4%	1.7%	1.8%	1.7%

Employment Trends

SIC Category	2002* Employment	2002* Location Quotient	1982-1991 Market	1982-1991 U.S.	1992-2001 Market	1992-2001 U.S.	2002-2006 Market	2002-2006 U.S.
			Annual Growth Rates					
Total Services	424	1.0	4.0%	4.3%	2.5%	3.7%	1.8%	2.5%
Business Services	82	0.9	5.3%	6.6%	3.8%	6.2%	2.3%	3.0%
Other Services	342	1.1	3.8%	3.8%	2.3%	3.0%	1.7%	2.4%
Retail Trade	239	1.0	2.6%	2.5%	1.2%	2.0%	1.2%	1.6%
Government	159	0.8	0.7%	1.6%	0.8%	1.3%	0.1%	0.7%
Manufacturing	170	1.0	-0.8%	-0.6%	-1.8%	-0.6%	-0.7%	0.1%
F.I.R.E.	83	1.1	2.4%	2.2%	1.3%	1.5%	0.3%	0.9%
Wholesale Trade	69	1.0	0.3%	1.3%	0.2%	1.4%	1.4%	1.2%
Trans., Comm., Util.	86	1.2	1.1%	1.1%	1.0%	2.0%	0.5%	1.1%
Construction	75	1.1	2.5%	1.4%	4.2%	4.2%	-0.9%	0.3%
Mining	3	0.5	-1.5%	-6.0%	1.2%	-1.6%	-1.1%	-1.1%
Total Employment	1,308	1.0	1.7%	1.9%	1.2%	2.0%	0.8%	1.4%
Office-Using Employment	285	1.0	3.0%	3.0%	2.4%	2.9%	1.5%	1.9%
Trucking/Warehouse Employment	90	1.0	0.4%	1.5%	0.6%	1.7%	1.1%	1.2%

*All units (except for dollar denominated figures) in thousands.

Current Economic Indicators

Employment Growth 3/02	Labor Force Growth 3/02	Unemployment Rate 3/02	Employment Volatility Ratio	Net Migration (000) 2001	Cost Indices (U.S. = 100) Business	Cost Indices (U.S. = 100) Living
-2.0%	-0.0%	5.3%	0.7	-2.2	96	95

Sources: PPR; Economy.com

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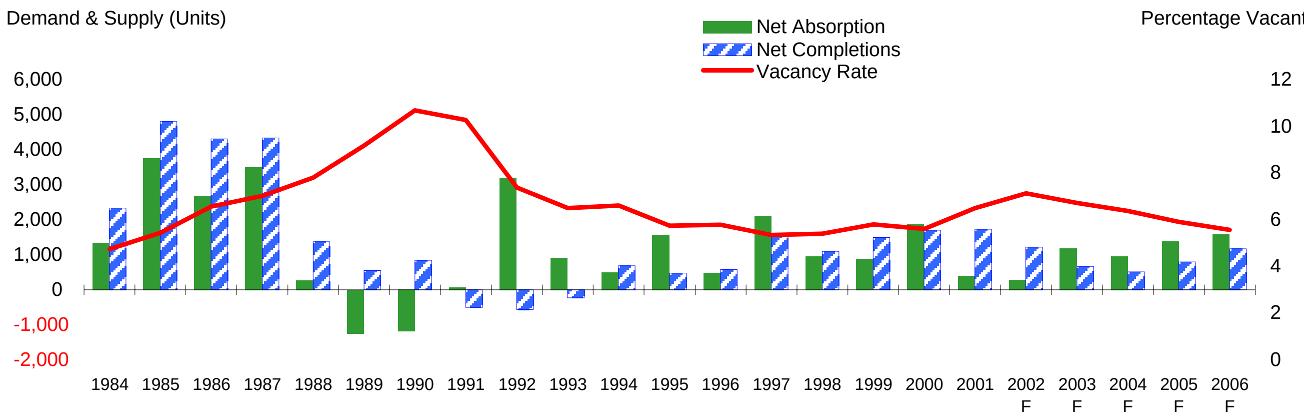
ST. LOUIS

Apartment

Supply, Demand, and Vacancy

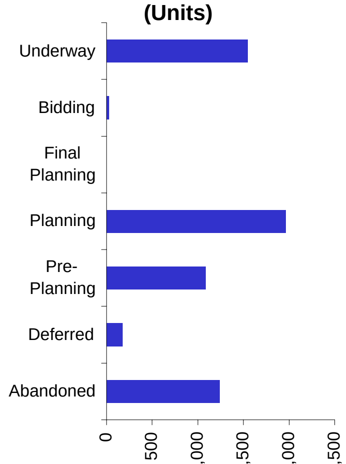


Apartment Market Statistics (Units)

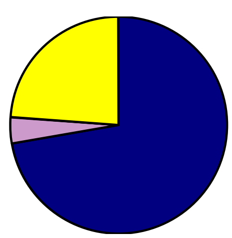
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Apt. Vacancy	5.3%	5.4%	5.8%	5.6%	6.5%	7.1%	6.7%	6.4%	5.9%	5.6%
Apt. Net Absorption	2,087	960	877	1,874	398	276	1,183	956	1,385	1,586
% Growth	1.7%	0.8%	0.7%	1.5%	0.3%	0.2%	0.9%	0.7%	1.1%	1.2%
Multifamily Starts	567	544	1,702	1,790	1,338	1,333	703	827	1,261	1,804
% Change	-2.1%	-4.1%	212.9%	5.2%	-25.3%	-0.4%	-47.3%	17.6%	52.5%	43.1%
Net Apt. Completions	1,603	1,098	1,491	1,702	1,725	1,214	659	511	790	1,170
Apt. Inventory	130,707	131,805	133,296	134,998	136,723	137,938	138,597	139,108	139,898	141,068
% Growth	1.2%	0.8%	1.1%	1.3%	1.3%	0.9%	0.5%	0.4%	0.6%	0.8%
Apt. Rent Index	98	103	104	105	107	107	107	108	110	114
% Change	-1.8%	4.5%	1.7%	0.2%	2.3%	-0.4%	0.2%	1.1%	2.1%	3.2%

PPR/Dodge Pipeline Summary

Current Activity (Units)

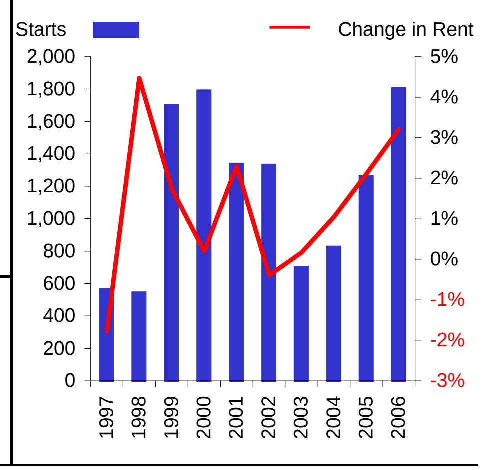


Multifamily Underway by Subclass



	Underway (Units)	%
Apartments	1,112	72%
Townhouse/Condo	58	4%
Low Income	-	0%
Unclassified	370	24%

Change in Rent vs. Starts



Sources: PPR; McGraw-Hill Construction - Dodge; National Real Estate Index

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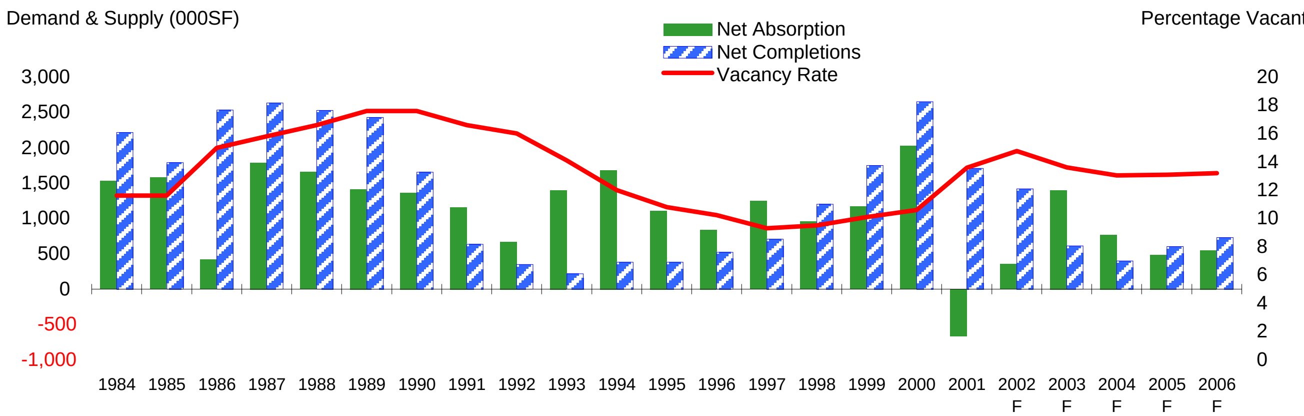
ST. LOUIS

Office

Supply, Demand, and Vacancy

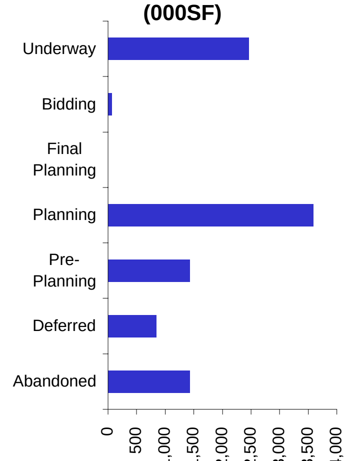


Office Market Statistics (000SF)

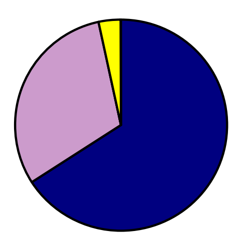
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Vacancy	9.3%	9.5%	10.1%	10.6%	13.6%	14.8%	13.6%	13.0%	13.1%	13.2%
Net Absorption	1,246	954	1,170	2,025	-667	350	1,398	767	484	548
% Growth	2.1%	1.6%	1.9%	3.3%	-1.0%	0.6%	2.2%	1.2%	0.7%	0.8%
Starts	1,268	2,479	2,152	2,545	1,419	876	638	686	806	863
% Change	6.2%	95.6%	-13.2%	18.3%	-44.2%	-38.3%	-27.1%	7.4%	17.5%	7.1%
Net Completions	704	1,200	1,750	2,651	1,707	1,419	611	398	602	728
Inventory	66,081	67,281	69,031	71,682	73,389	74,808	75,419	75,817	76,420	77,147
% Growth	1.1%	1.8%	2.6%	3.8%	2.4%	1.9%	0.8%	0.5%	0.8%	1.0%
Rent Index	110	115	116	117	106	104	105	108	111	113
% Change	10.2%	4.3%	1.4%	0.1%	-8.7%	-2.0%	0.9%	3.0%	2.0%	1.8%

PPR/Dodge Pipeline Summary

Current Activity (000SF)

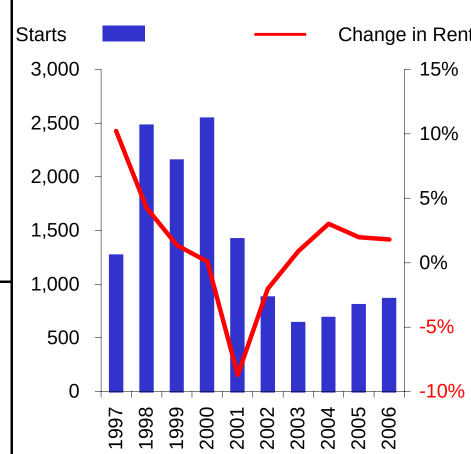


Office Underway by Subclass



	Underway (000SF)	%
Low Rise	1,616	66%
Mid Rise	756	31%
High Rise	-	0%
Office R&D	82	3%
Unclassified	-	0%

Change in Rent vs. Starts



Sources: PPR; McGraw-Hill Construction - Dodge; National Real Estate Index

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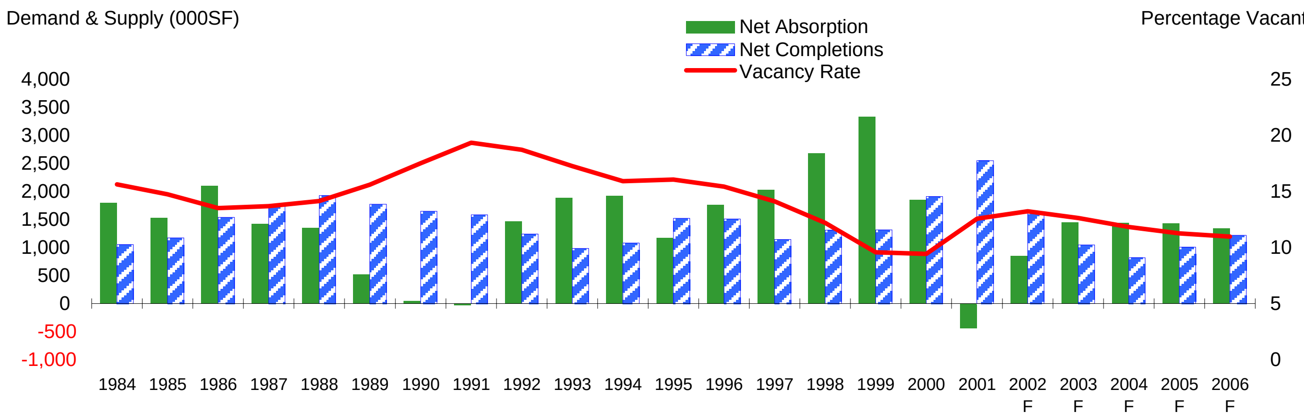
ST. LOUIS

Retail

Supply, Demand, and Vacancy

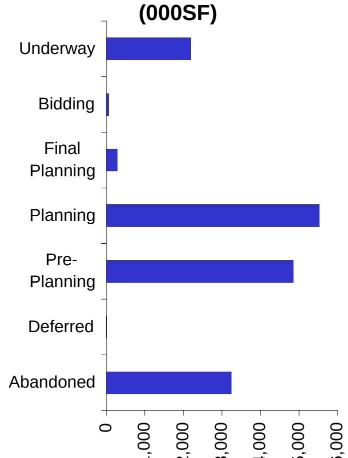


Retail Market Statistics (000SF)

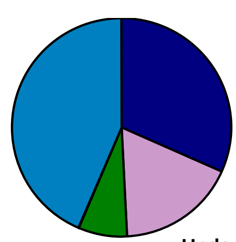
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Vacancy	14.1%	12.2%	9.6%	9.4%	12.6%	13.2%	12.6%	11.8%	11.2%	11.0%
Net Absorption	2,026	2,674	3,331	1,853	-443	844	1,445	1,433	1,430	1,338
% Growth	3.0%	3.9%	4.7%	2.5%	-0.6%	1.1%	1.9%	1.8%	1.8%	1.6%
Starts	1,582	2,105	3,223	2,883	2,412	1,363	868	1,076	1,280	1,406
% Change	55.8%	33.1%	53.1%	-10.6%	-16.3%	-43.5%	-36.3%	24.0%	18.9%	9.9%
Net Completions	1,144	1,307	1,313	1,911	2,548	1,632	1,043	818	1,007	1,218
Inventory	79,968	81,275	82,589	84,500	87,048	88,680	89,723	90,541	91,548	92,766
% Growth	1.5%	1.6%	1.6%	2.3%	3.0%	1.9%	1.2%	0.9%	1.1%	1.3%
Rent Index	113	117	119	123	122	120	122	123	126	129
% Change	13.5%	2.9%	2.0%	3.0%	-0.2%	-2.3%	1.8%	1.2%	2.2%	2.3%

PPR/Dodge Pipeline Summary

Current Activity (000SF)

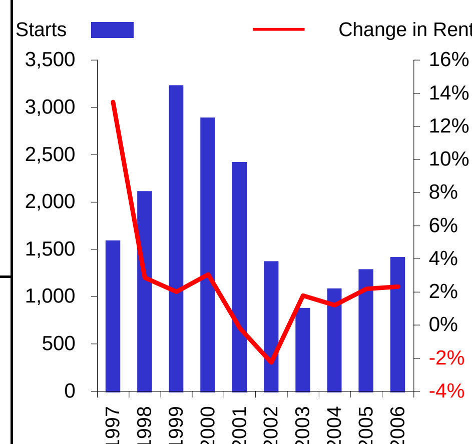


Retail Underway by Subclass



	Underway (000SF)	%
Freestanding Stores	691	32%
Neighborhood Center	383	18%
Community Center	154	7%
Regional	-	0%
Super Regional	-	0%
Outlet	-	0%
Unclassified	955	44%

Change in Rent vs. Starts



Sources: PPR; McGraw-Hill Construction - Dodge; National Real Estate Index

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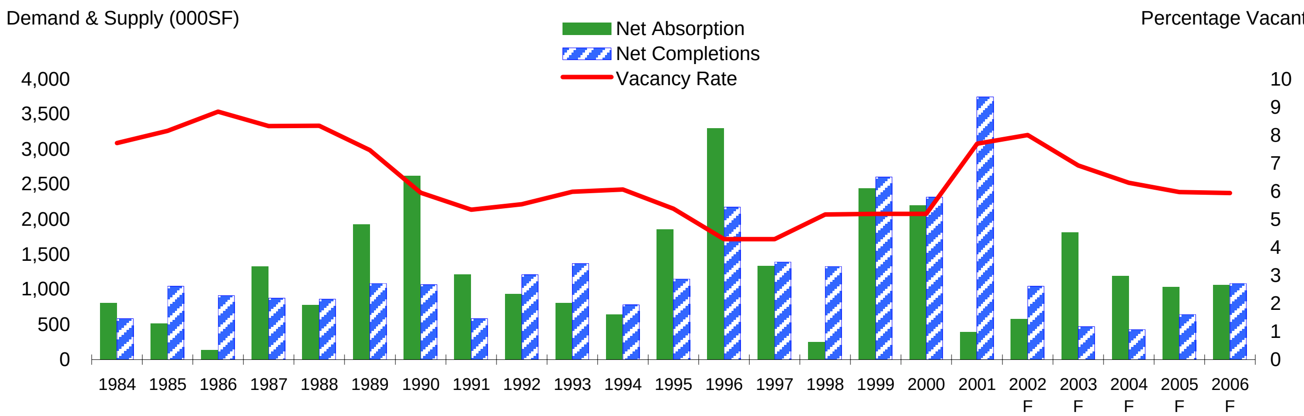
ST. LOUIS

Warehouse

Supply, Demand, and Vacancy

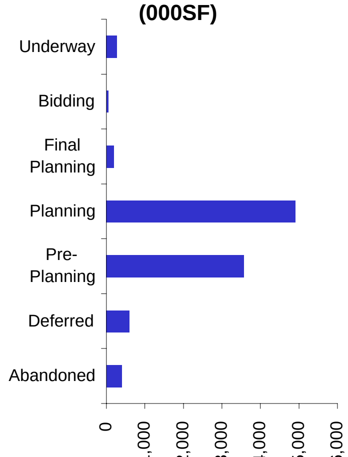


Warehouse Market Statistics (000SF)

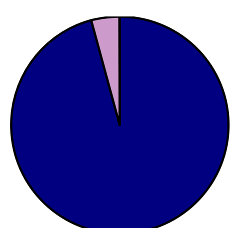
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Vacancy	4.3%	5.2%	5.2%	5.2%	7.7%	8.0%	6.9%	6.3%	6.0%	5.9%
Net Absorption	1,334	246	2,441	2,197	395	576	1,816	1,191	1,035	1,062
% Growth	1.2%	0.2%	2.2%	1.9%	0.3%	0.5%	1.5%	1.0%	0.9%	0.9%
Starts	2,043	720	2,021	362	1,593	614	424	429	716	1,140
% Change	15.7%	-64.8%	180.8%	-82.1%	340.6%	-61.5%	-30.9%	1.1%	67.0%	59.3%
Net Completions	1,394	1,332	2,607	2,318	3,749	1,048	469	432	645	1,089
Inventory	116,361	117,693	120,300	122,618	126,367	127,415	127,884	128,316	128,961	130,050
% Growth	1.2%	1.1%	2.2%	1.9%	3.1%	0.8%	0.4%	0.3%	0.5%	0.8%
Rent Index	106	111	119	126	117	113	112	114	116	119
% Change	6.2%	4.9%	7.2%	5.6%	-7.3%	-3.5%	-0.6%	1.5%	2.0%	2.5%

PPR/Dodge Pipeline Summary

Current Activity (000SF)

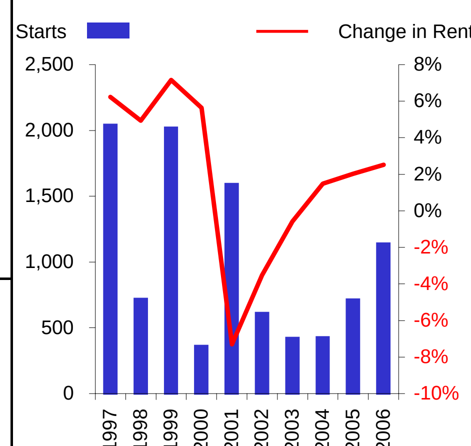


Warehouse Underway by Subclass



	Underway (000SF)	%
Distribution	256	96%
Warehouse/Flex	12	4%
Light Industrial	-	0%
Unclassified	-	0%

Change in Rent vs. Starts



Sources: PPR; McGraw-Hill Construction - Dodge; National Real Estate Index

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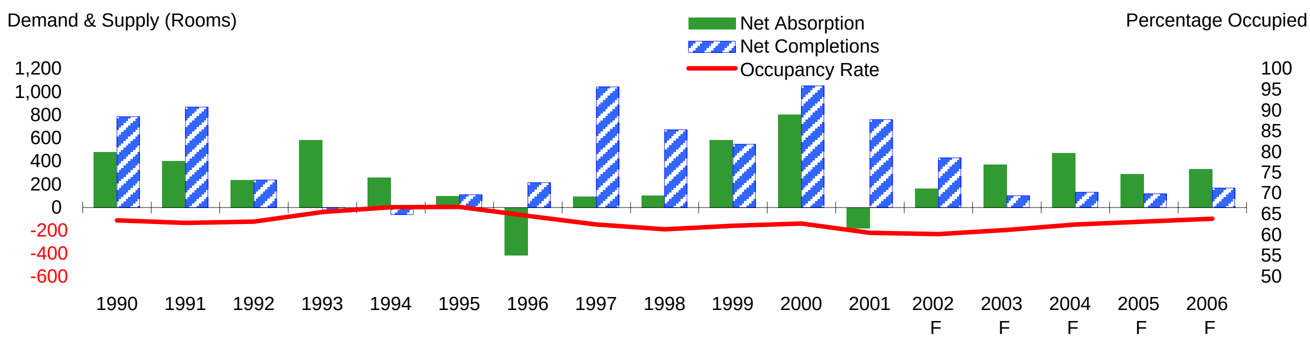
ST. LOUIS — Hotel

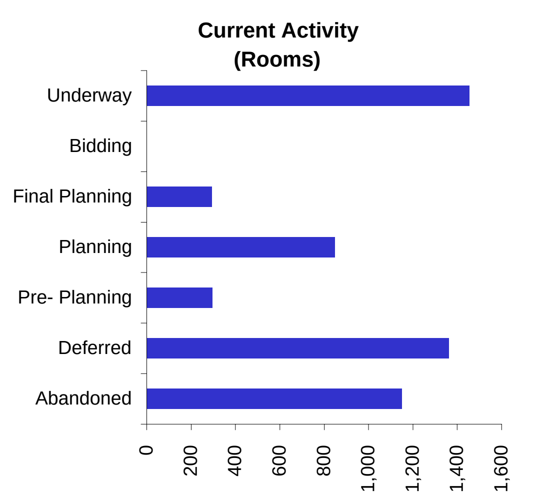
Supply, Demand, and Occupancy

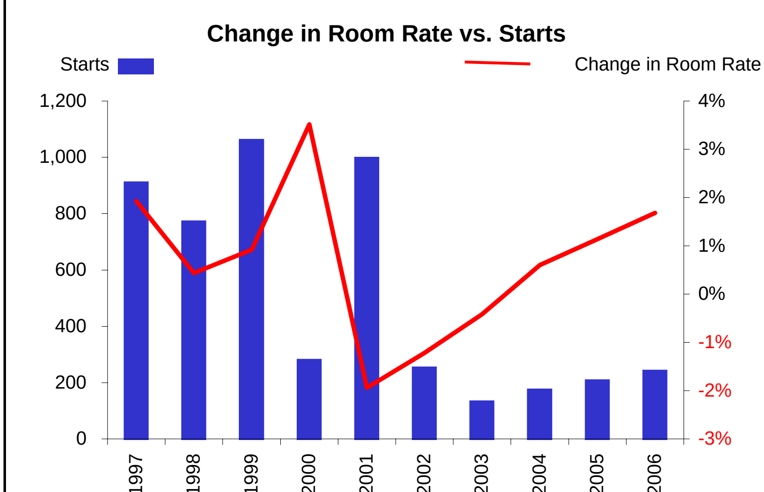


Hotel Market Statistics (Rooms)

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Occupancy	62.5%	61.4%	62.3%	62.8%	60.6%	60.3%	61.3%	62.5%	63.2%	63.9%
Net Absorption	94	105	582	803	-179	162	372	471	287	331
% Growth	0.6%	0.6%	3.4%	4.5%	-1.0%	0.9%	2.0%	2.5%	1.5%	1.7%
Starts	910	772	1,061	280	998	253	133	175	208	242
% Change	-24.0%	-15.2%	37.4%	-73.6%	256.4%	-74.6%	-47.4%	31.6%	18.9%	16.3%
Net Completions	1,044	672	549	1,053	762	430	101	133	119	168
Inventory	27,184	27,856	28,405	29,458	30,220	30,649	30,750	30,883	31,002	31,170
% Growth	4.0%	2.5%	2.0%	3.7%	2.6%	1.4%	0.3%	0.4%	0.4%	0.5%
Room Rate Index	102	102	103	107	105	104	103	104	105	107
% Change	1.9%	0.4%	0.9%	3.5%	-1.9%	-1.2%	-0.4%	0.6%	1.1%	1.7%
RevPar Index	101	98	101	105	99	98	101	103	106	109
% Change	1.2%	-3.0%	2.4%	4.6%	-5.6%	-0.9%	2.8%	2.2%	2.4%	2.9%

PPR/Dodge Pipeline Summary





Sources: PPR; McGraw-Hill Construction - Dodge; Smith Travel Research

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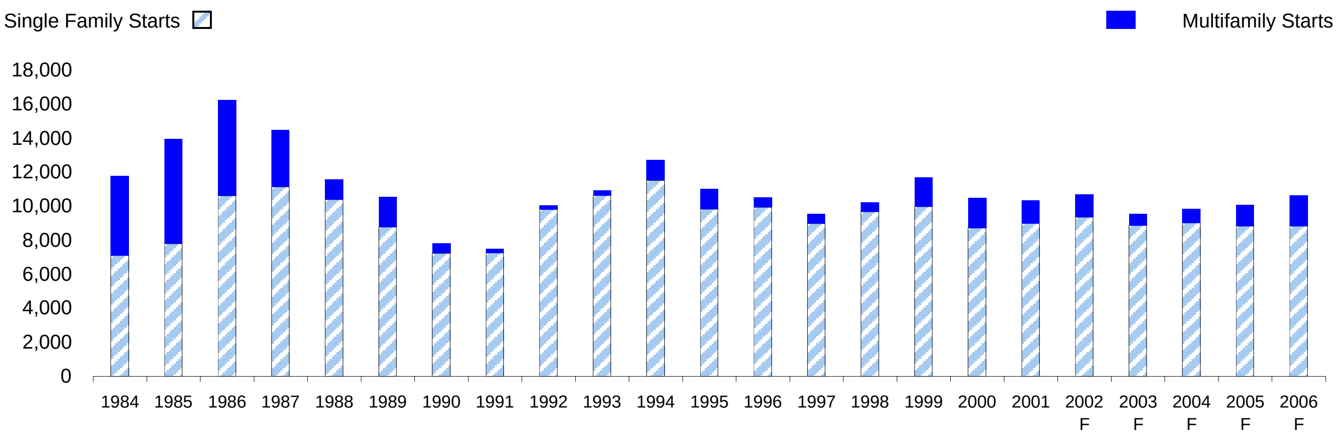
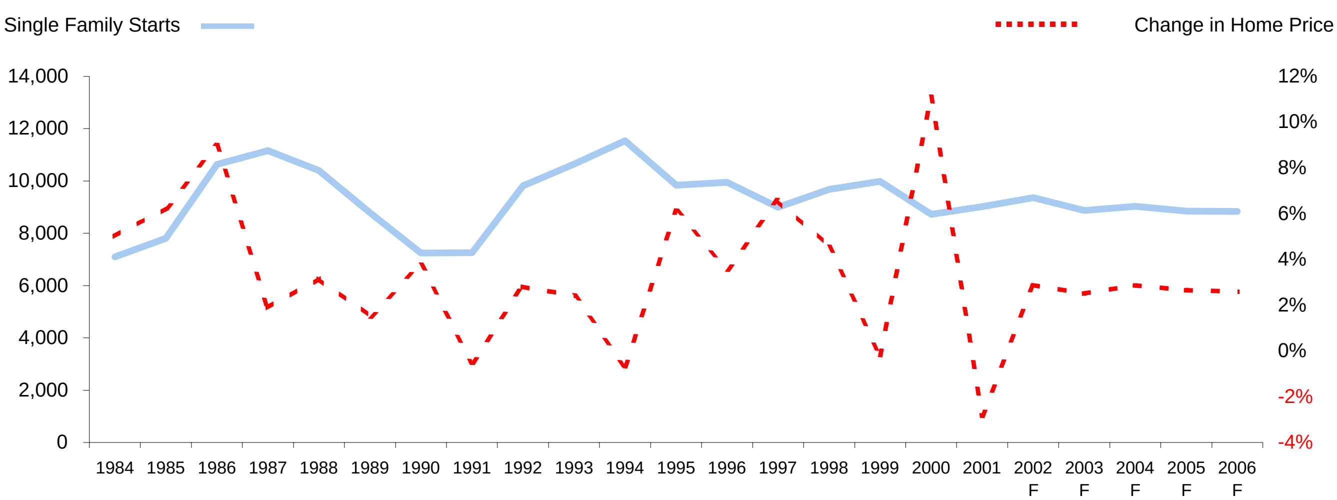
ST. LOUIS

Single Family

Housing Starts



Single Family Market



Sources: PPR; Economy.com

Single Family Market Statistics

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Starts	8,990	9,686	9,988	8,729	9,018	9,365	8,877	9,035	8,846	8,841
% Change	-9.7%	7.7%	3.1%	-12.6%	3.3%	3.8%	-5.2%	1.8%	-2.1%	-0.1%
Completions	9,098	9,168	10,065	9,395	8,755	9,380	8,878	8,996	8,924	8,821

Apartment Market Statistics

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Multifamily Starts	567	544	1,702	1,790	1,338	1,333	703	827	1,261	1,804
% Change	-2.1%	-4.1%	212.9%	5.2%	-25.3%	-0.4%	-47.3%	17.6%	52.5%	43.1%
Apartment Completions	1,603	1,098	1,491	1,702	1,725	1,214	659	511	790	1,170

Sources: PPR; McGraw-Hill Construction - Dodge

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Apartment Projects

Projects

Title	Address	Units	Stage	Target Start	Target Completion
Enclave at Winghaven	Winghaven Drive, O'Fallon St. Charles Cty	400	Underway	4/00	6/02
The Villas at Brentwood	Brentwood Blvd and Black Creek, Brentwood Central County	331	Underway	12/01	2/03
Mansions on the Plaza Phs 1	Delmar Blvd and Delcrest St., University City St. Louis County	222	completed	2/00	4/01
Merchandise Mart redevelopment	next to the proposed convention center hotel, CBD St. Louis City	200	Underway	8/01	11/02
Pund Place Apts	Pund Rd in O'Fallon, O'Fallon St. Charles County	184	Underway	9/01	12/02
George L. Vaughn Residence at Murphy Park - Phs 3	100 Cass Ave., CBD St. Louis City	171	Underway	10/01	1/03
Mill Crossing Apts	13101 Mill Crossing Drive, Creve Coeur St. Louis County	166	completed	5/99	3/01
King Louis Square - Phs 1	Tucker/LaFayette/14th/Park, St. Louis City St. Louis County	152	completed	7/00	4/01
Centreville Courts Apartment	Rte 157, Centreville St. Clair County	102	completed	4/00	3/01
North Newstead Apartments phase II	4024 Palm Ave, St. Louis City St. Louis County	41	Completed	10/00	6/01

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Office Projects

Projects

Title	Address	SF (000)	Stage	Target Start	Target Completion
BTS for MasterCard International	along I-64; Hwy 40 Corridor, Winghaven St. Charles County	475	Completed		9/01
BTS for MCI WorldCom	along I-64; Hwy 40 Corridor, Weldon Springs St. Charles County	385	completed		12/00
BTS for Edward Jones (Manchester/I-270 III building)	I-270, Manchester St. Louis County - West	218	Completed		12/01
CityPlace Three Tenants: Microsoft	Olive/I-270 in Creve Coeur, St. Louis County	180	Underway	4/01	8/02
Highlands Plaza I Tenants: A.G. Edwards & Sons Inc, The Daniel & Henry Co	Oakland Ave & I-64, Clayton St. Louis County	144	completed		1/01
One Chesterfield Place	Hwy 40 & Timberlake Manor Dr., Chesterfield St. Louis County - West	143	Completed	1/01	3/02
555 Maryville Centre Tenants: Everready	off Hwy 40, Chesterfield St. Louis County - West	135	Completed		6/01
CityPlace Five	Olive/I-270 in Creve Coeur St. Louis County	115	planned	6/01	6/02
BTS for Enterprise Rent-a-Car	Hwys 40/61 & 94; Weldon Springs St. Charles County	100	completed		4/01
Summit Point Building/Nooter-Eriksen Corporate HQ	1509 Ocello Dr, Fenton	90	Completed	7/01	3/02

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Retail Projects

Projects

Title	Address	SF (000)	Stage	Target Start	Target Completion
Westfield West County Center - expansion	44 W. County Center, Des Peres St. Louis County	600	underway		9/02
Tenants: Famous Barr, Nordstrom, JC Penney, Lord & Taylor					
Olde Towne Plaza	Manchester Rd, Ballwin St. Louis County	288	Completed		10/01
Tenants: Lowe's; HomeGoods; Marshalls					
Westfield South County Center - renovation/exp	85 South County Center Way, St. Louis City St. Louis County	281	Completed	7/00	9/01
Tenants: Sears					
Wal-Mart in Wentzville Crossroads Marketplace	Wentzville St Charles County	221	Underway		8/02
Lincoln Place Phase II	Rt. 159, Fairview Heights St. Clair County	170	underway	5/01	5/02
Tenants: Old Navy, Marshalls, HomeGoods					
Brentwood Pointe	near the Galleria Mall, Brentwood St. Louis County	170	Completed		3/02
Tenants: Ultimate Electronics; Dierbergs Markets					
Costco	200 Major St., St. Peters St. Charles County	149	completed	8/00	5/01
Home Depot	1960 Wentzville Pkwy, Wentzville St. Charles County	116	Completed	12/00	7/01
St. John Crossing	Charlack, Orlando, St. Charles Rock, and Bristol Rds, Saint John St. Louis County	95	planned		11/02
Tenants: Shop 'N Save					
Plaza in Clayton	Hanley Rd. & Carondelet Blvd, Clayton St. Louis County	22	Completed	6/00	10/01

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Warehouse Projects

Projects

Title	Address	SF (000)	Stage	Target Start	Target Completion
Kraft Foods Distribution Center	2901 Missouri Ave, Granite City Madison County	360	Completed	12/00	7/01
St. Louis Commerce Center - II Tenants: GPX Inc	909 N 23rd St, St. Louis Commerce Center St. Louis City	336	completed		6/01
Parkway Distribution Center	Chesterfield West County	203	Cancelled		
First Industrial Project - Building B	Park 370 St. Louis County	174	Completed		12/01
First Industrial Project - Building A	Park 370 St. Louis County	144	Completed		11/01
BTS for Cardinal Distribution	Highway 370 at Mueller Road, Elm Point Business Park St. Charles County	115	underway	6/01	5/02
Lambert Point II	Lambert Point Airport	96	completed		5/01
Rider Trail Warehouse II	Earth City St. Louis County	90	Deferred		
Larkin Williams Industrial Court building	Fenton St. Louis County	75	Deferred		
Aldi Distribution Center expansion	475 Pearl Dr, O'Fallon St. Charles County	51	Completed		12/01

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Hotel Projects

Projects

Title	Address	Rooms	Stage	Target Start	Target Completion
Marriott Renaissance Grand Convention Center	911 Washington Ave St. Louis City	916	Underway	6/01	7/02
Isle of Capri Casino	Jefferson County	400	Proposed		
Convention Center Hotel	South of I-70 at Fairgrounds Rd St. Charles County	250	Proposed		
Drury Inn	Highway 40, O'Fallon St. CharlesCounty	166	Cancelled		
Holiday Inn	near St. Louis City Hall East St. Louis	134	Deferred		
Sheraton	319 Fountains Parkway, Fairview Heights St. Clair County	120	Underway	9/01	6/02
Hilton Garden Inn	2310 Technology Dr, O'Fallon St. Charles County	120	Underway	2/02	3/03
Comfort Inn	O'Fallon St. Charles County	79	Underway	5/01	6/02
Comfort Suites Motel	1400 S 5th St St. Charles County	71	Completed		4/01
Radisson Inn	7750 Carondelet Ave, Clayton St. Louis County	69	Proposed		

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