SELECT MARKET

ST. LOUIS

MULTIFAMILY MARKET REPORT | MID-YEAR

2025

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Jobs Added / Lost

LAST 12 MONTHS
-3,600

0.3% YOY

Unemployment

JUNE 2025
3.9%

0 BPS YOY

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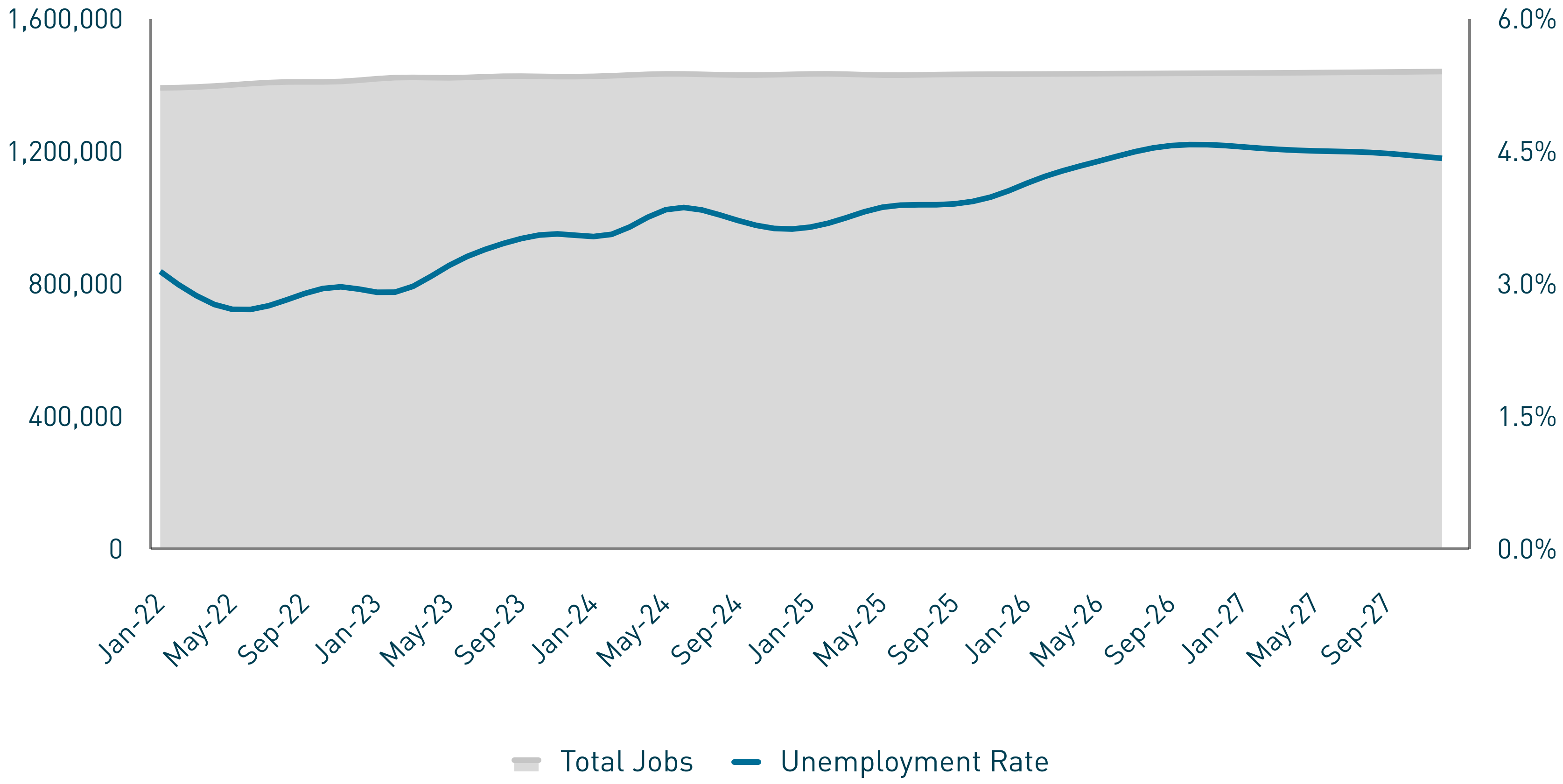
Source: Moody's Analytics

Employment

As the largest employment sector in Greater St. Louis, the private education and healthcare sector continued to be an economic driver in the last year. Private education and healthcare institutions added 4,900 net personnel since mid-2024 to lead job creation for the market. Growth in the sector was underpinned by the completion of the Siteman Cancer Center building on the Washington University campus and the new SSM Health Behavioral Health Urgent Care, both of which opened in fall 2024. The future bodes well for the sector with developments that include a new $650 million Mercy St. Louis hospital campus, which broke ground in May 2025. Once completed, the five-story, 420,000-square-foot hospital will create 1,000 healthcare jobs. The projects also contributed to the construction sector 3.9% annual growth rate in the last year, the highest percentage increase in the market as construction payrolls expanded by 3,000 net jobs. Beyond the private education and healthcare investments, St. Louis has $22 billion in pending megaprojects, ranging from airport upgrades to mixed-use developments. The most notable project underway in St. Louis is the $1.7 billion National Geospatial-Intelligence Agency, the largest federal investment project in St. Louis history. Once completed, the campus will employ 3,150 people and include a 700,000-square-foot office building, two parking garages, a visitor center, and a delivery inspection facility.

Employment Trends



Source: Moody's Analytics

In the News

St. Louis Lambert Airport investing $3B new terminal
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$2B mixed-use development to replace Chesterfield Mall
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Employees will move into new $1.7B NGA HQ in St. Louis in 2025
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Deliveries & Absorption

2025 Year to Date

DELIVERIES
996 UNITS

ABSORPTION
3,064 UNITS

2025 Total*

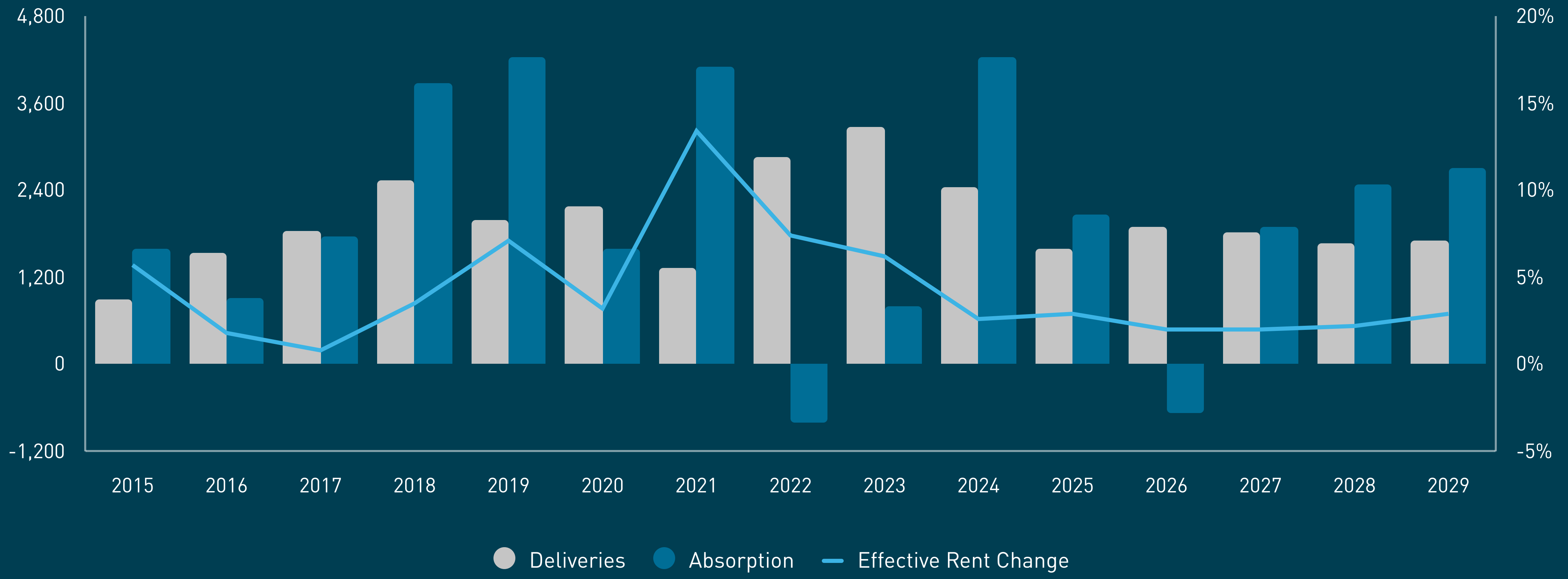
DELIVERIES
1,594 UNITS

ABSORPTION
2,067 UNITS

**Projected*
Source: RealPage

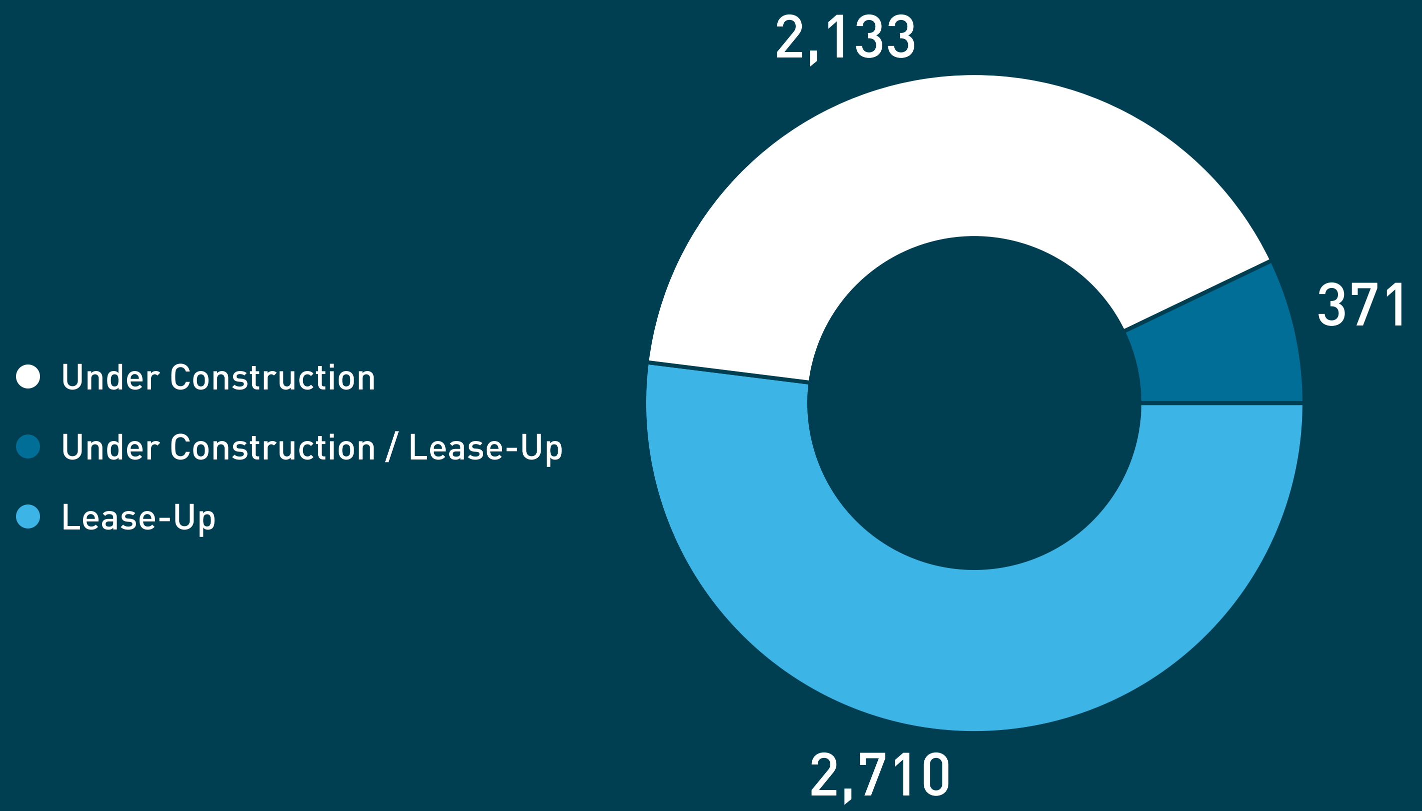
Developers in the St. Louis metro area have dramatically pulled back apartment activity, with the number of units under construction dropping 66.4% from the second quarter of 2024 to 2025. Construction has decreased because of rising borrowing costs, greater equity requirements, and higher material expenses. This slowed the flow of new inventory while demand has persisted. Year to date, renters absorbed 3,064 net units, while 996 units came online. Barriers to homeownership pushed more residents to rent. According to St. Louis Realtors, the single-family median home price in St. Louis City and County rose 8.1% annually, while pending sales were down 10.8% in July 2025. The typical monthly payment on a single-family mortgage originating in mid-2025 was roughly $900 more per month than the average effective apartment rent across the metro. Areas such as Mid St. Louis County and Central West End/Forest Park submarkets had the most net move-ins over the past year, dethroning St. Charles County, the typical demand-leader in the market. Renters targeted these submarkets because they are home to some of St. Louis's largest employers and universities, such as BJC Health and Washington University in St. Louis. Additionally, Mid St. Louis County and Central West End/Forest Park had the highest percent of units offering concessions in the second quarter of 2025 compared to the other submarkets, further attracting renters.

Deliveries, Absorption, & Effective Rent Change



Source: RealPage

St. Louis Pipeline



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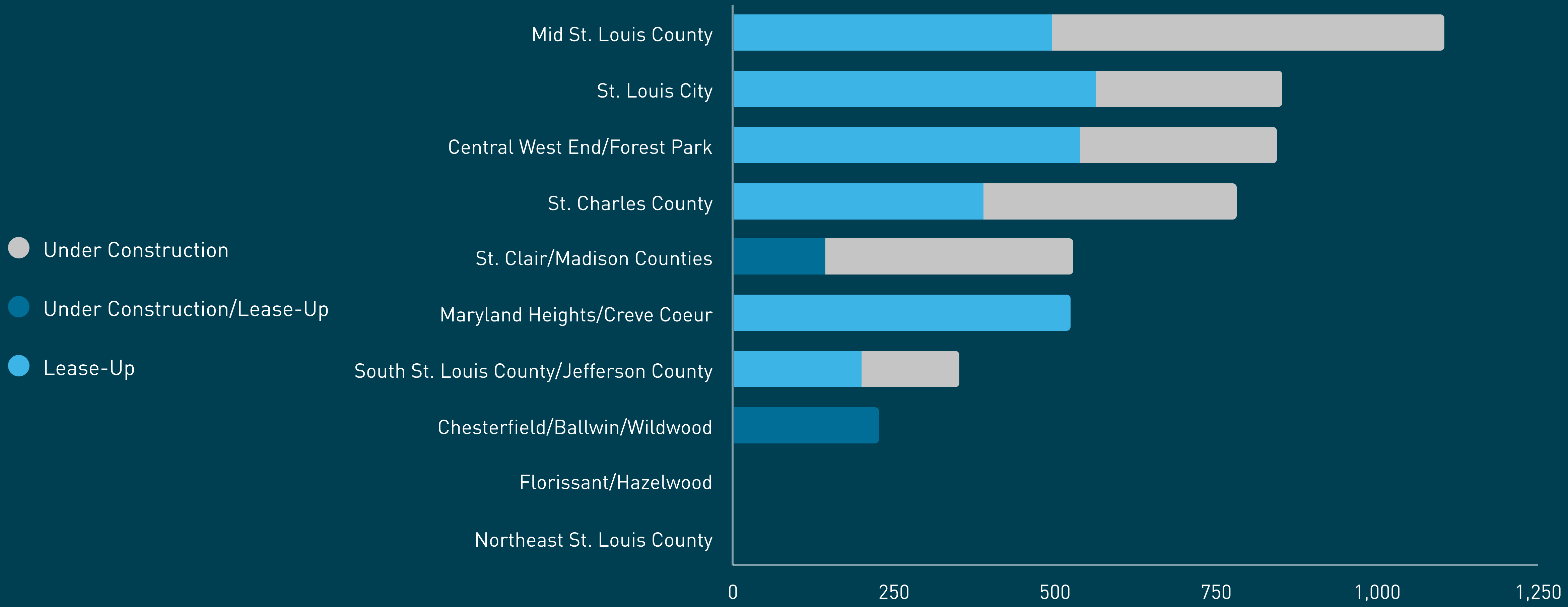
Submarket Pipelines



Source: RealPage

Effective Rent

Q2 2025
$1,377

4.8% YOY

Occupancy

Q2 2025
96.1%

240 BPS YOY

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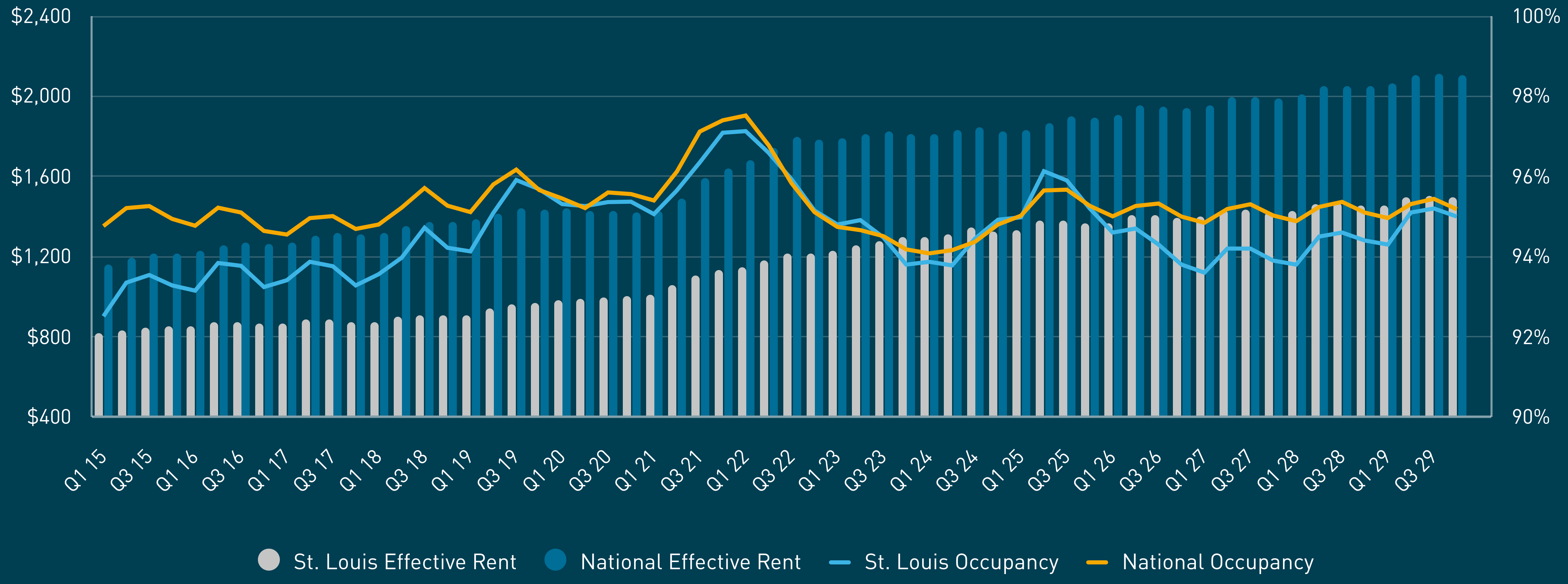
Source: RealPage

Rent & Occupancy

Demand outpacing deliveries for the past year caused upward pressure on effective rent and occupancy across the multifamily market. Occupancy rose by 240 basis points year over year to 96.1% during the second quarter of 2025. This was the greatest mid-year annual occupancy growth the St. Louis market has had in the last decade. The elevated demand emboldened apartment operators to raise rent significantly. Year over year, effective rent across the St. Louis metro rose 4.8% to $1,377 per month, outpacing the national average growth. Even with the increase, St. Louis remained more affordable than nearby Midwestern markets such as Chicago and Kansas City. Relative affordability is a demand driver for St. Louis's value-conscious renters. Multifamily success was felt through all asset classes, most notably in Class C. Occupancy grew by 290 basis points and effective rent increased 6.8% annually. The difference between Class A and Class C was $970 in the second quarter of 2025, whereas the difference was $948 at the end of 2024. Looking ahead, as supply and demand begin to equalize, overall annual effective rent growth is forecast to remain steady, ranging from 2.0% and 3.0% for the next two years.

Effective rent and occupancy reflect stabilized properties and does not include preleased units or properties in lease-up. A newly constructed property is considered stabilized once it becomes 85% occupied.

St. Louis vs. National Effective Rent & Occupancy



Source: RealPage

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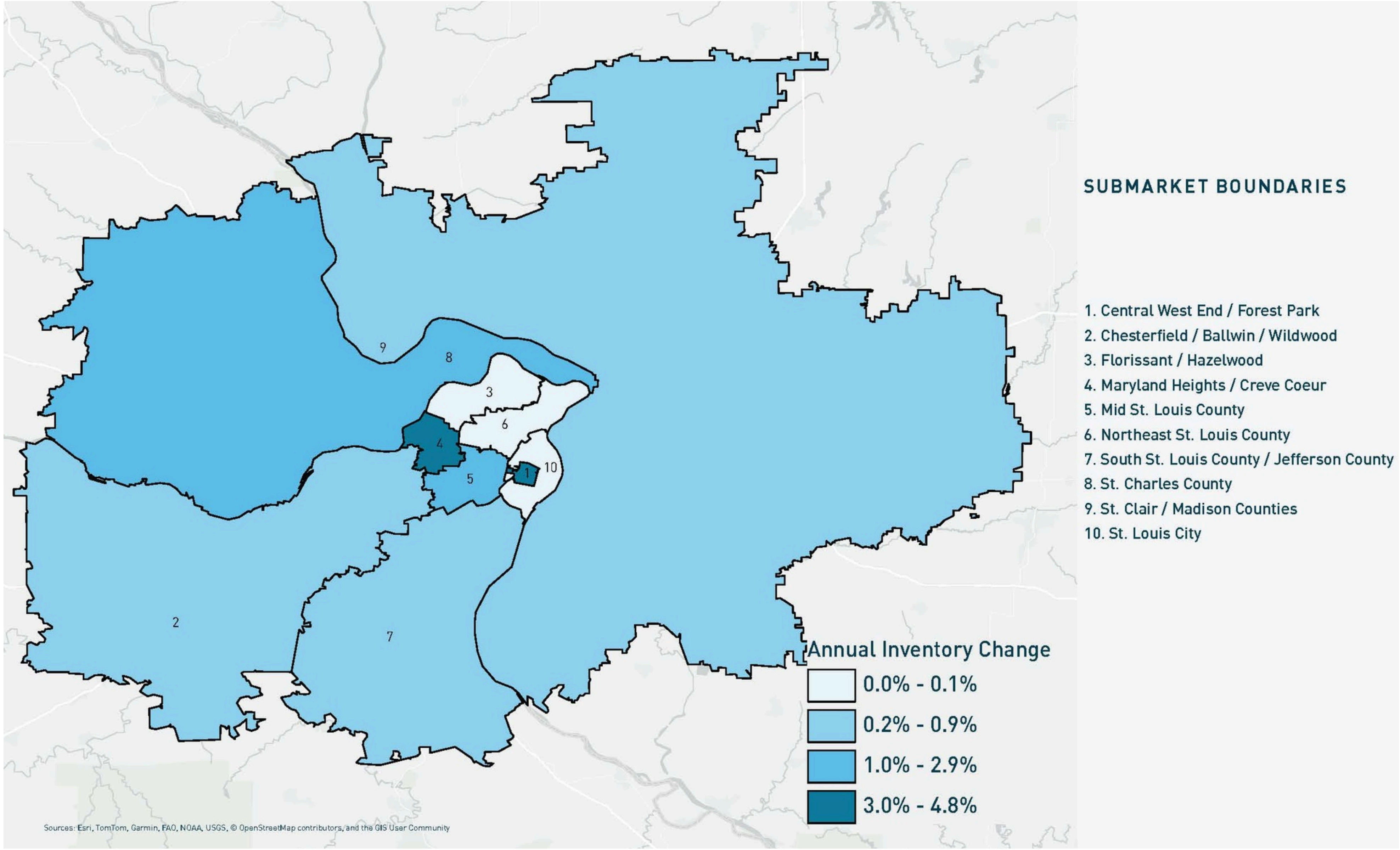
Rent & Occupancy

Submarket Performance

Submarket Name	Q2 25 Occupancy	YOY (BPS)	Q2 25 Effective Rent	YOY
Central West End/Forest Park	94.6%	240	$1,766	3.0%
Chesterfield/Ballwin/Wildwood	97.2%	190	$1,472	3.9%
Florissant/Hazelwood	96.3%	400	$1,049	3.8%
Maryland Heights/Creve Coeur	96.8%	310	$1,338	1.1%
Mid St. Louis County	96.2%	340	$1,803	6.7%
Northeast St. Louis County	93.6%	300	$939	9.3%
South St. Louis County/Jefferson County	97.3%	120	$1,190	6.5%
St. Charles County	96.7%	150	$1,459	5.6%
St. Clair/Madison Counties	97.3%	140	$1,391	5.5%
St. Louis City	92.7%	240	$1,352	1.3%

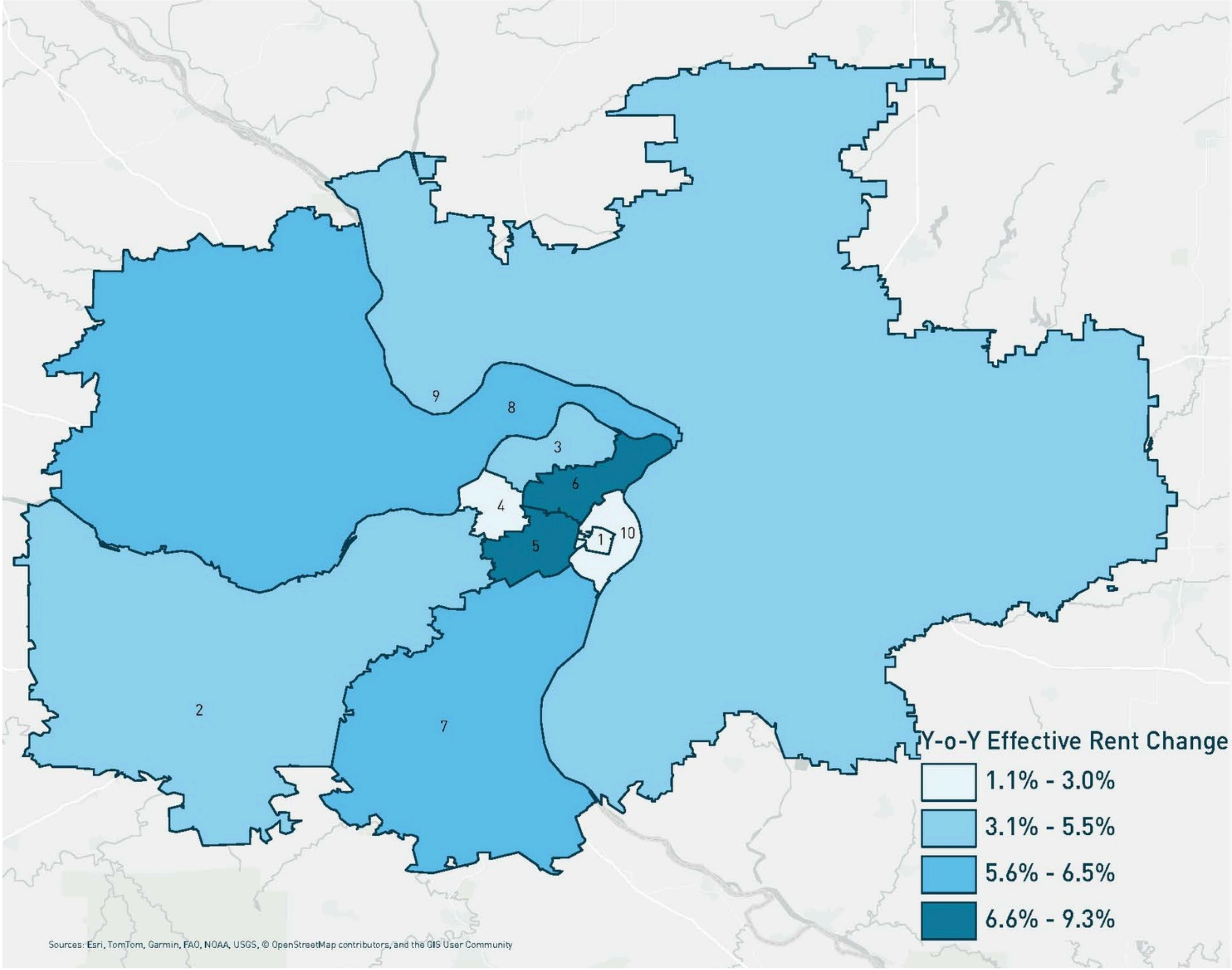
Source: RealPage

Submarket Mid-Year 2025 Annual Inventory Change



Source: RealPage

Submarket Mid-Year 2025 Annual Effective Rent Change



SUBMARKET BOUNDARIES

1. Central West End / Forest Park
2. Chesterfield / Ballwin / Wildwood
3. Florissant / Hazelwood
4. Maryland Heights / Creve Coeur
5. Mid St. Louis County
6. Northeast St. Louis County
7. South St. Louis County / Jefferson County
8. St. Charles County
9. St. Clair / Madison Counties
10. St. Louis City

Source: RealPage

Sales

2025 Year to Date*		What's Trading?*	
Volume $367.9M	**Price Per Unit (Avg)** $118,577	**Units (Avg)** 113	**Year Built (Avg)** 1960s
Transactions 24	**Cap Rate (Avg)** 6.1%	**Buildings (Avg)** 5	**Acres (Avg)** 4.90

$2.5M+ Transactions

Sources: MSCI Real Capital Analytics; CoStar Group; Berkadia Research

Sales

Top Buyers*

Buyer	Location
Newbrook Capital Properties	New York, NY
Morgan Properties	King of Prussia, PA
West End Real Estate Partners	Englewood Cliffs, NJ
Bonaventure Senior Living	Salem, OR
Oliver Properties	St. Louis, MO

Top Sellers*

Seller	Location
CAPREIT	Rockville, MD
Trilogy Real Estate Group	Chicago, IL
Cornerstone Development	Brentwood, MO
Mia Rose Holdings	Chesterfield, MO
ZM Management	St. Louis, MO

$2.5M+ Transactions

Sources: MSCI Real Capital Analytics; CoStar Group; Berkadia Research

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