

Metropolitan Newsclips Service

P.O. Box 3195 • St. Louis, MO 63130

St. Louis Post-Dispatch/Metro Edition
St. Louis City County
St. Louis MO

190656 Weekly
330473 Sunday

February 1, 2008

ASK THE EXPERT

What factors determine retail development trends in the St. Louis region?

Cost of doing business, culture of retail spending, overall growth rate and topography will be factors in comparing one region to another. But when it comes to developers comparing different sites within a region, it's all about available land, transportation accessibility and demand. All three were key factors influencing the growth in St. Charles County and more recently, the high level of current and planned retail developments in southwestern Illinois. Retail is known to follow rooftops because areas experiencing residential growth have an increased need for products and services. As downtown St. Louis has continued to attract new residents, growing numbers of small retailers have opened in the downtown St. Louis core and larger scale developments have been announced for both the heart of downtown and nearby pockets such as Lafayette Square.



TERRY BARNES

Title: Vice president of development
Company: Koman Properties

In the suburbs, smaller grocery-anchored centers tend to spring up in close proximity to the concentrated residential nodes, whereas larger retail centers anchored by big-box retailers or

specialty retailers such as Bass Pro Sports will gravitate toward busy regional interstate intersections with proven traffic counts. The presence of one or two big-name retailers often can be the catalyst for further development in a specific location.

DO YOU HAVE A QUESTION FOR A REAL ESTATE DEVELOPER, AN ARCHITECT OR AN ENGINEER ABOUT WHAT THEY DO? WANT TO KNOW HOW STUFF IS BUILT? WE'LL FIND AN EXPERT TO ANSWER IT. E-MAIL US AT BIZREALSTATE@POST-DISPATCH.COM.