MARKETBEAT

ST. LOUIS

MULTIFAMILY Q3 2025

CUSHMAN & WAKEFIELD

MARKET FUNDAMENTALS

	YOY Chg	Outlook
10.1% Vacancy Rate	▬	▼
1,688 YTD Net Absorption, units	▼	▲
$1.49 Effective Rent, PSF	▲	▲

(50+ unit developments in market rate apartment buildings)
Source: CoStar

ECONOMIC INDICATORS

	YOY Chg	Outlook
1.4M St. Louis Employment	▬	▲
3.9% St. Louis Unemployment Rate	▲	▲
4.2% U.S. Unemployment Rate	▲	▲

Source: BLS

ECONOMY

The St. Louis unemployment rate closed the third quarter of 2025 at 4.0%, a 20-basis point (bps) increase year-over-year (YOY). The national average also rose to 4.3% in Q3, a 10-bps increase quarter-over-quarter (QOQ) and a 30-bps increase YOY. In September, the Federal Reserve cut interest rates to a range of 4.0% to 4.25% and indicated that further cuts may come in October and December amidst the softening job market.

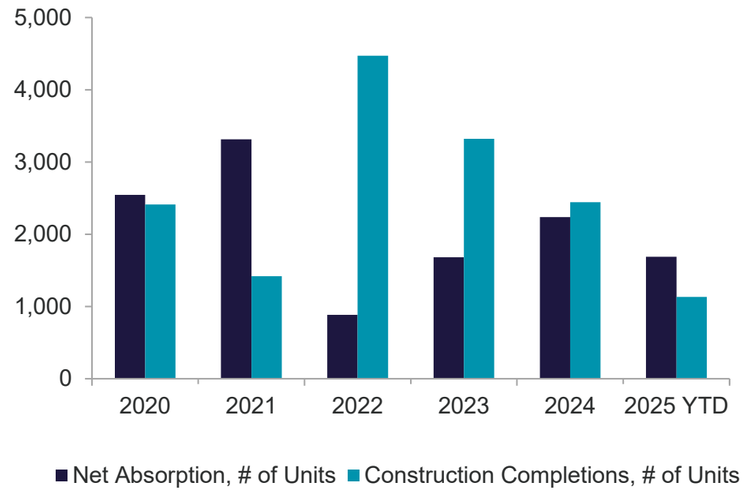
SUPPLY: OVERALL VACANCY DECLINES QOQ

The St. Louis multifamily sector closed Q3 with an overall vacancy rate of 10.1%. This marks a 30-bps decrease in vacancy QOQ, and the first quarter of vacancy decline since Q1 2024. After three strong years of new multifamily development from 2022-2024, the market is benefitting from a slowdown in construction activity. In 2025, St. Louis has delivered 1,134 new units while recording a year-to-date (YTD) net absorption total of 1,688 units. In 2024, St. Louis recorded an annual absorption total of 2,236 units, its highest annual total since 2021. This strong demand has held supply levels stable as the market delivered record levels of new supply. Despite an 8.5% increase in overall multifamily inventory since Q1 2022, the St. Louis market sits just 20-bps north of its historical average vacancy rate of 9.8%. Effective rent across the region remained elevated in Q3, closing the quarter at $1.49 per square foot (psf) or $1,333.00 per unit. This marked a 3.0% increase in effective rents YOY and broke an eight-quarter streak of annual rent growth below 3.0%.

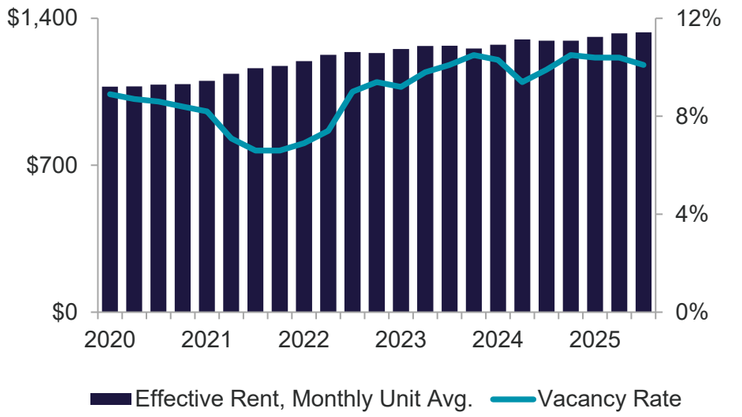
DEVELOPMENT: CONSTRUCTION ACTIVITY CONTINUES TO SLOW

St. Louis is currently on pace to record its lowest year of new unit deliveries since 2021 with 1,134 new units delivered in 2025, and an additional 1,931 units under construction at the close of Q3. The market delivered a record 4,470 new units in 2022, followed by strong development years in 2023 and 2024 which added 5,763 new units to inventory. The primary submarkets driving new development in 2025 are Ballwin, Metro East and St. Charles County. These three submarkets account for 71.7% of the new units delivered YTD, and nearly 50.0% of the remaining construction pipeline in St. Louis. The Downtown CBD submarket also contains notable renovation projects with 650 units currently under renovation.

DEMAND / DELIVERIES



OVERALL VACANCY & EFFECTIVE RENT



Source: CoStar

ST. LOUIS
MULTIFAMILY Q3 2025

MARKET STATISTICS

SUBMARKET	INVENTORY (UNITS)	YTD DELIVERIES (UNITS)	YTD % INVENTORY GROWTH	UNDER CONSTRUCTION (UNITS)	YTD NET ABSORPTION (UNITS)	VACANCY RATE	YOY VACANCY RATE CHANGE (BPS)	AVG EFFECTIVE RENT / UNIT	AVG EFFECTIVE RENT PSF	YOY % EFFECTIVE RENT GROWTH
Ballwin	6,431	226	3.5%	278	149	6.3%	110	$1,507	$1.56	5.1%
Central West End	7,927	0	0.0%	305	33	11.8%	-70	$1,569	$1.97	2.0%
Chesterfield	4,249	0	0.0%	0	107	6.7%	-270	$1,659	$1.68	2.2%
Downtown CBD	3,899	0	0.0%	0	66	16.9%	-240	$1,531	$1.64	3.1%
Downtown Clayton	1,301	0	0.0%	0	97	13.8%	-790	$2,460	$2.70	3.6%
Jefferson County	11,156	0	0.0%	0	-35	5.5%	0	$1,160	$1.33	3.1%
Kirkwood South	5,489	0	0.0%	60	42	6.0%	20	$1,249	$1.49	3.5%
Maryland Heights / Creve Coeur	10,581	255	2.4%	0	274	8.2%	-60	$1,401	$1.53	1.9%
Metro East	12,451	232	1.9%	288	69	6.0%	100	$1,273	$1.31	4.2%
Mid-Town	3,918	0	0.0%	0	152	21.6%	-360	$1,217	$1.38	0.0%
North County	14,912	0	0.0%	150	86	17.6%	120	$966	$1.11	2.4%
North St. Louis City	4,035	0	0.0%	0	-31	14.8%	120	$923	$1.00	4.1%
Olivette	2,990	0	0.0%	205	233	8.2%	-1,080	$1,748	$1.96	4.7%
Richmond Heights	1,864	0	0.0%	0	-21	5.4%	180	$1,555	$1.94	7.5%
South St. Louis City	6,667	65	1.0%	0	274	10.2%	-10	$1,445	$1.79	4.9%
St. Charles County	20,228	356	1.8%	386	202	8.1%	210	$1,473	$1.55	1.9%
University City	5,663	0	0.0%	259	-9	9.5%	70	$966	$1.23	2.6%
ST. LOUIS TOTALS	**123,761**	**1,134**	**0.9%**	**1,931**	**1,688**	**10.1%**	**20**	**$1,333**	**$1.49**	**3.0%**

KEY SALES TRANSACTIONS YTD 2025

PROPERTY	SUBMARKET	UNITS	PRICE | $ UNIT
Metro on 5th	St. Charles County	572	$93.5 M | $163,455
Chroma & Hue Apartments (Portfolio)	Central West End	346	$90.0 M | $260,116
The Streets of St. Charles (Portfolio)	St. Charles County	309	$72.5 M | $234,763
The McKenzie	University City	251	$72.0 M | $286,853

KEY DELIVERIES YTD 2025

PROPERTY	SUBMARKET	UNITS	OWNER | DEVELOPER
The Porter Apartments	Maryland Heights / Creve Coeur	255	2B Residential
The Mila	Ballwin	226	Midas Enterprises
Jasper Apartments	St. Charles County	176	Aligned Equity Group
Latitude 38	Metro East	144	Mia Rose Holdings

Source: CoStar, RCA

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