

April 2020

As we began 2020, commercial sales were tracking on pace with the historical average. Due to the impact of COVID-19 and the Governor's (stay-at-home) order during the latter part of March and entirety of April, millions of dollars in sale transactions were put on pause. Due diligence timeframes were extended and closing dates were pushed back while buyers took a "wait-and-see" approach to the ongoing pandemic.

Although these sales are delayed at the moment, the encouraging sign is that, as of now, the vast majority of buyers are still planning on moving forward with their purchases. The core issues facing the commercial real estate sector, particularly the market velocity statistics that we cover in this report, are: 1. The uncertainty of just how long the restrictions on business operations will last, and 2. The extent of which this will adversely affect the broader economy going forward.

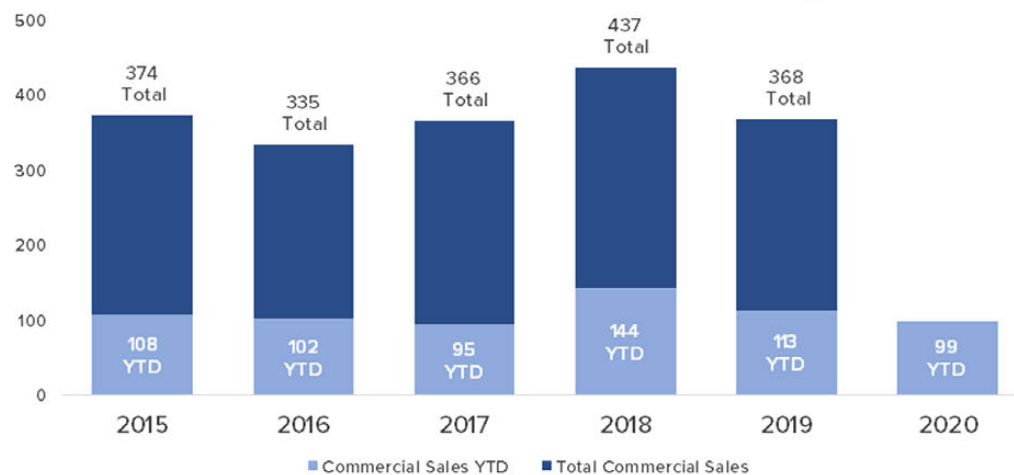
The final week of April saw an uptick in activity, which is a highly encouraging sign and a reason to be optimistic. If the economic impact is successfully mitigated by a quick return to business and the government's robust stimulus package, we could see an above average level of sale transaction volume in May, June, and July.

Activity at a Glance

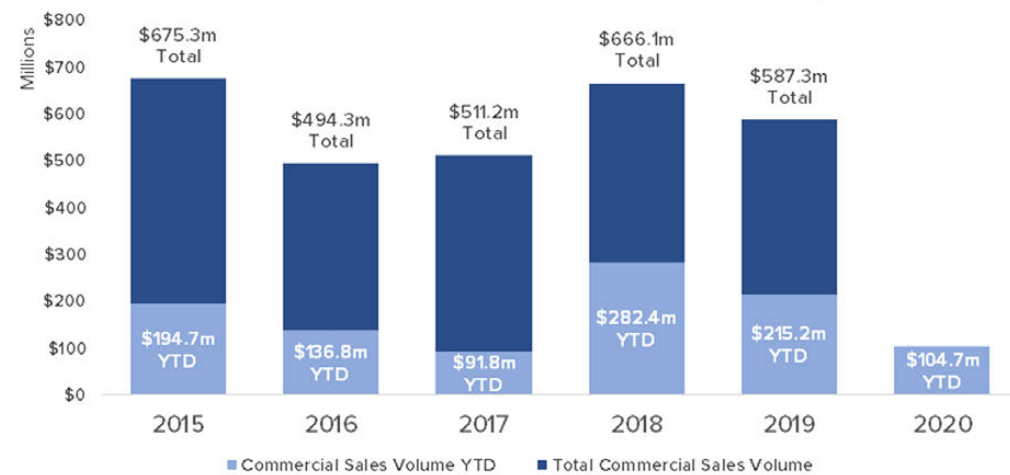
We take the current Year To Date (2020) statistics and compare them with the average YTD figures over the prior 5 years (2015-2019). This gives us a clearer picture of how the market is performing without the noise created by year over year volatility.

Category	Change vs. 5-Year Avg. YTD	2020 YTD
ALL COMMERCIAL	- 11.92% # of Sales	- 43.15% Sales Volume (\$)
MULTIFAMILY	- 41.18% # of Sales	- 71.18% Sales Volume (\$)
INDUSTRIAL	- 2.06% # of Sales	- 28.37% Sales Volume (\$)
RETAIL	+ 36.75% # of Sales	- 14.76% Sales Volume (\$)
OFFICE	- 10.26% # of Sales	- 8.58% Sales Volume (\$)
LAND	- 46.31% # of Sales	- 24.83% Sales Volume (\$)

Total Commercial Sales in East Baton Rouge

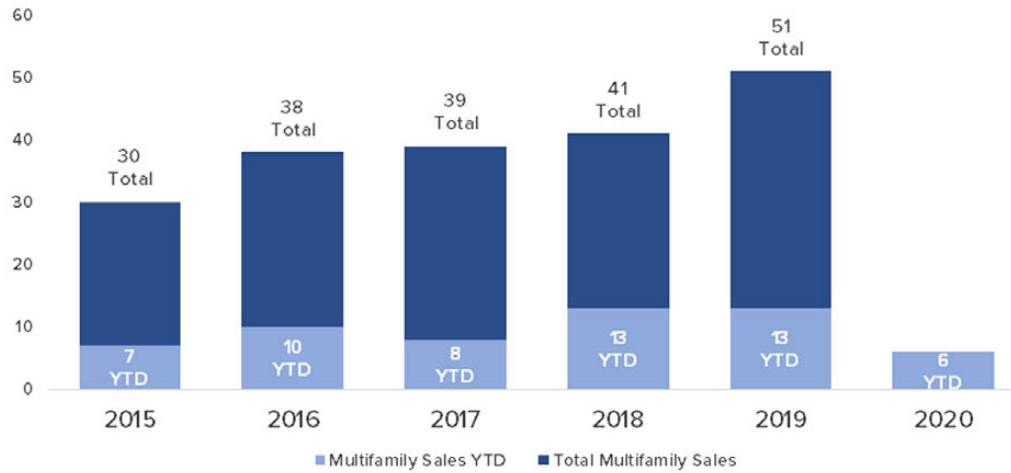


Commercial Sales Volume in East Baton Rouge

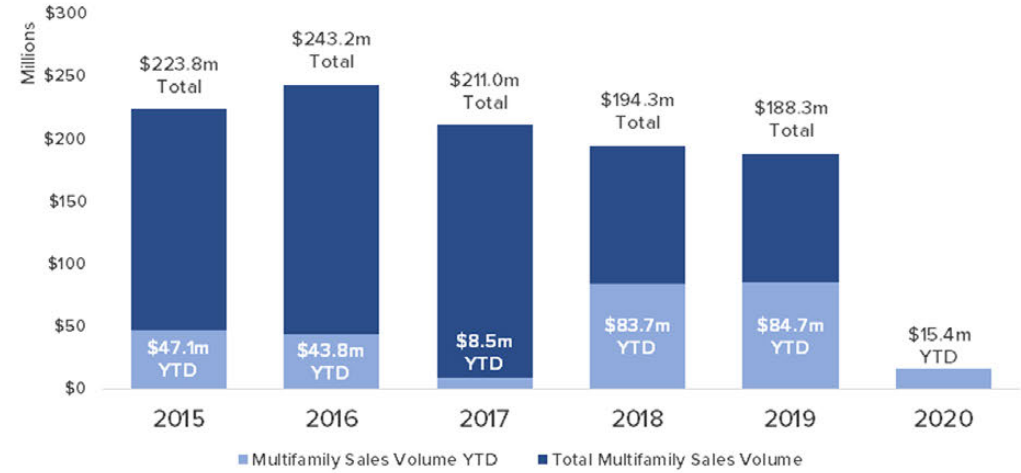


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject to historical revisions by Elifin Realty.

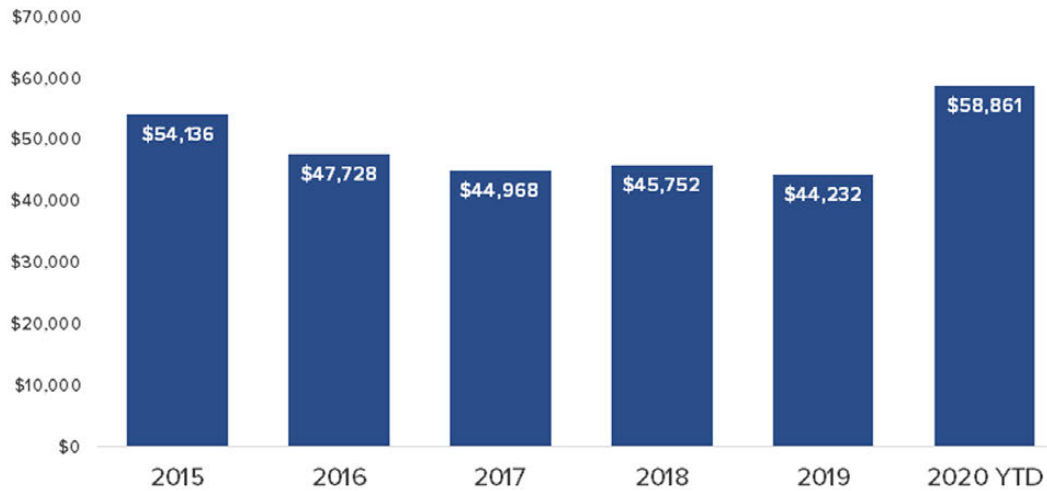
Total Multifamily Sales in East Baton Rouge



Multifamily Sales Volume in East Baton Rouge

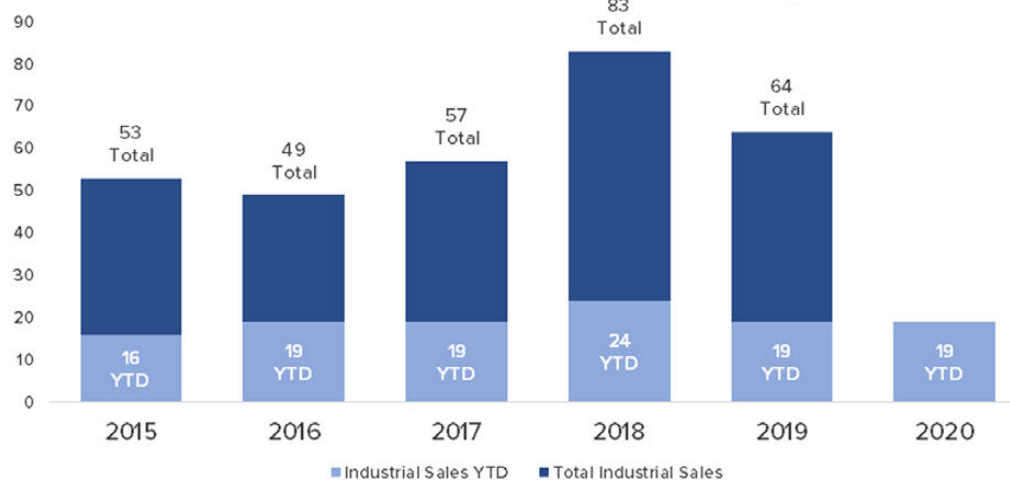


Multifamily Annual Average Sale Price per Unit

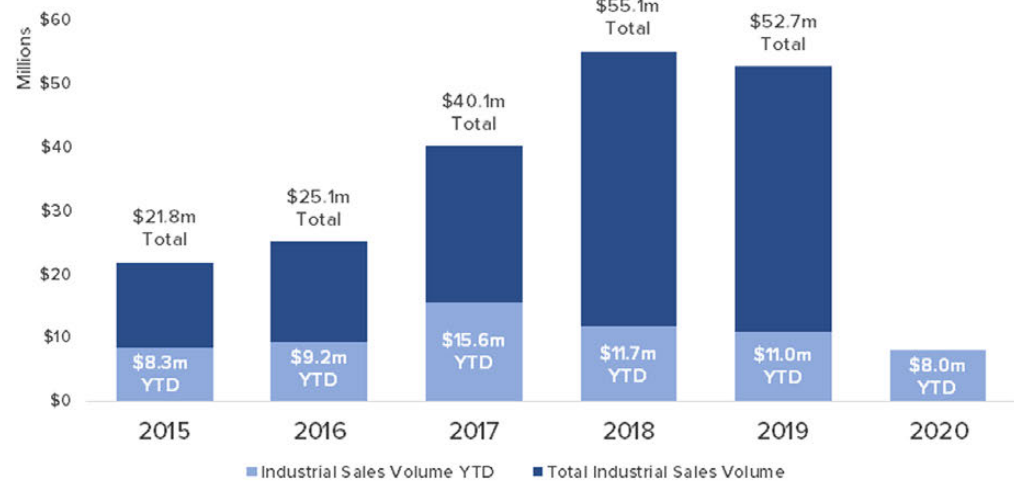


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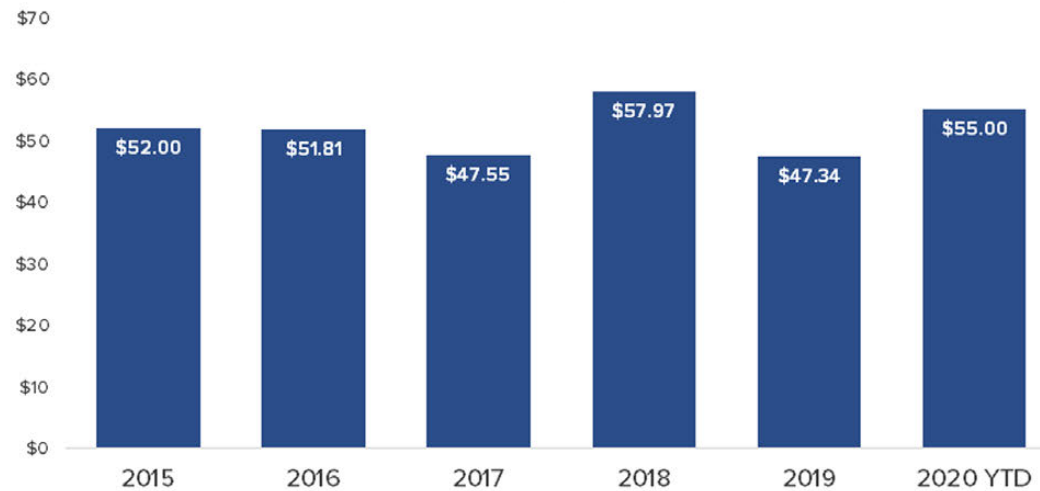
Total Industrial Sales in East Baton Rouge



Industrial Sales Volume in East Baton Rouge

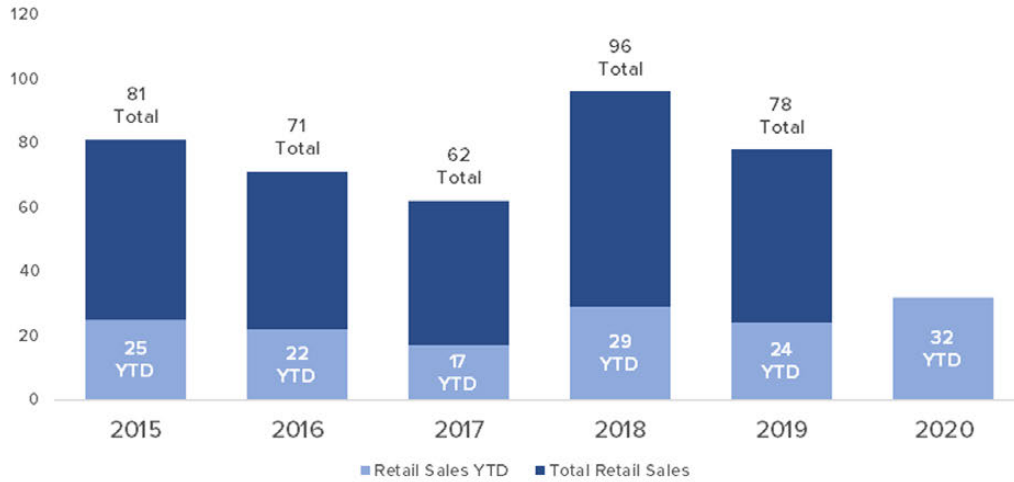


Industrial Annual Average Sale Price per SF

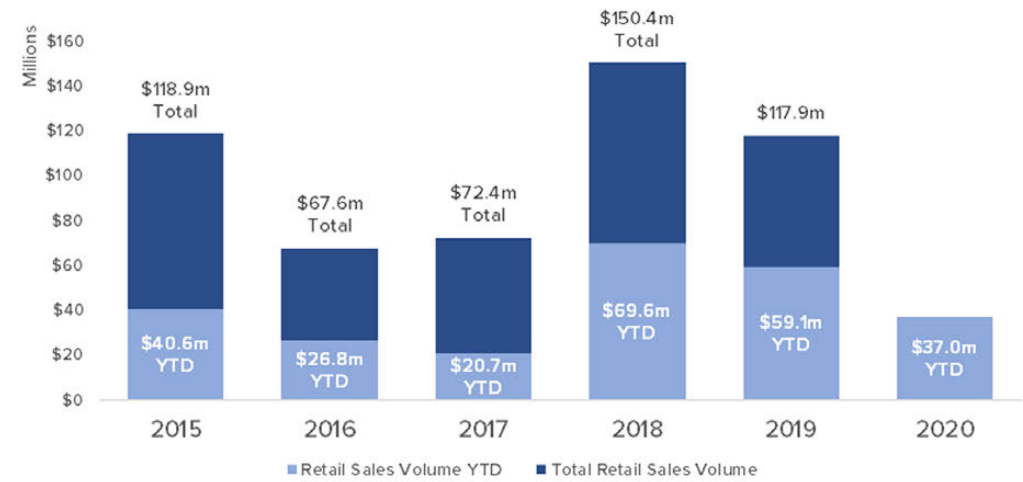


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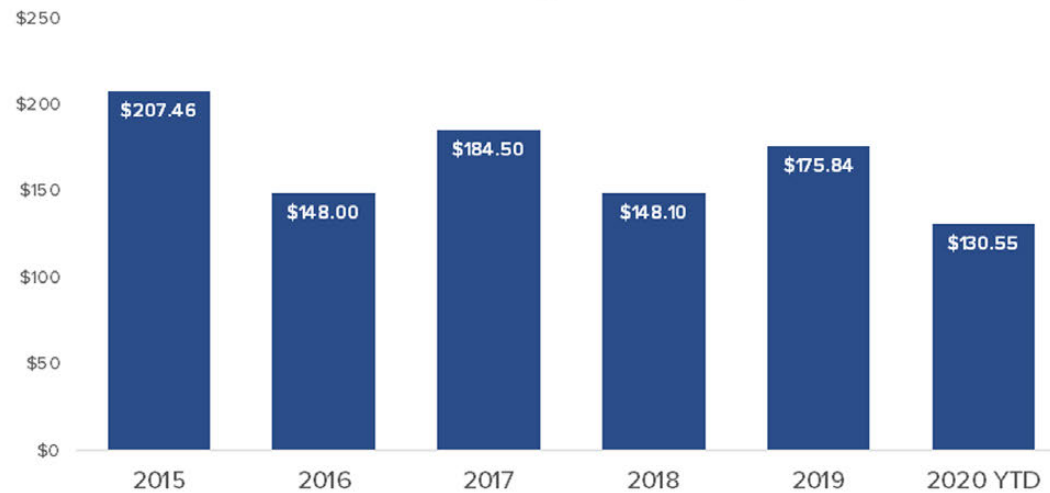
Total Retail Sales in East Baton Rouge



Retail Sales Volume in East Baton Rouge

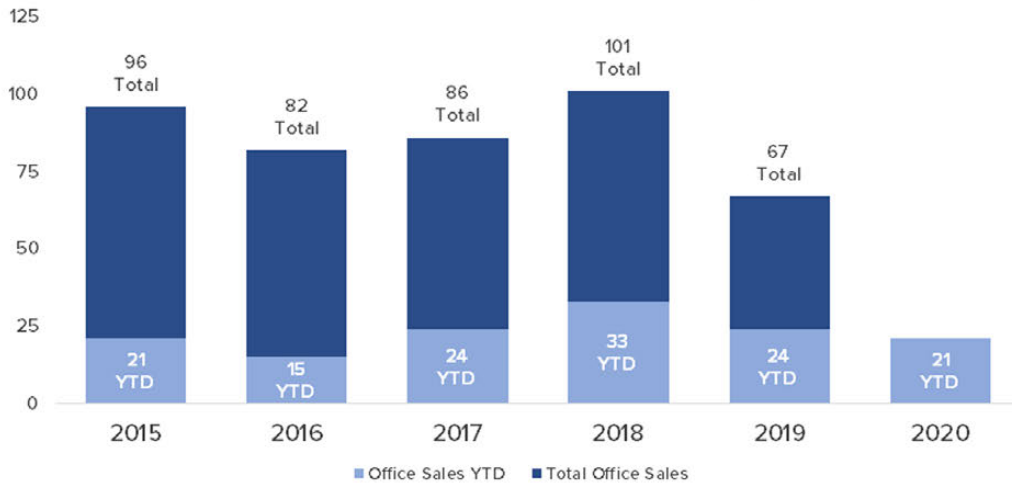


Retail Annual Average Sale Price per SF

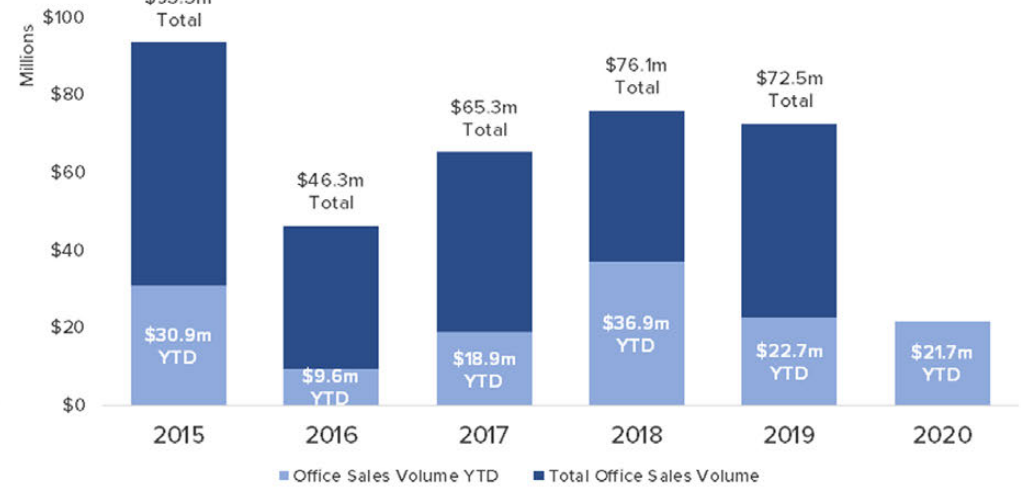


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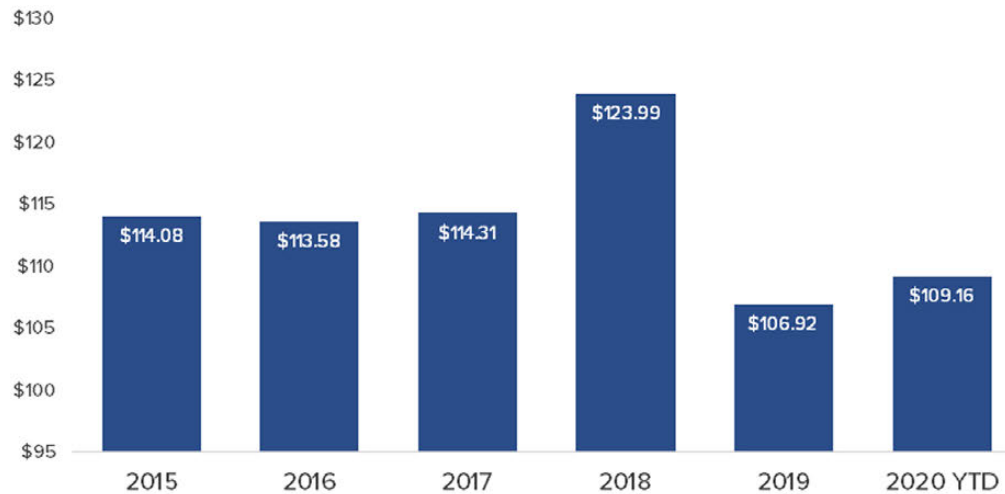
Total Office Sales in East Baton Rouge



Office Sales Volume in East Baton Rouge

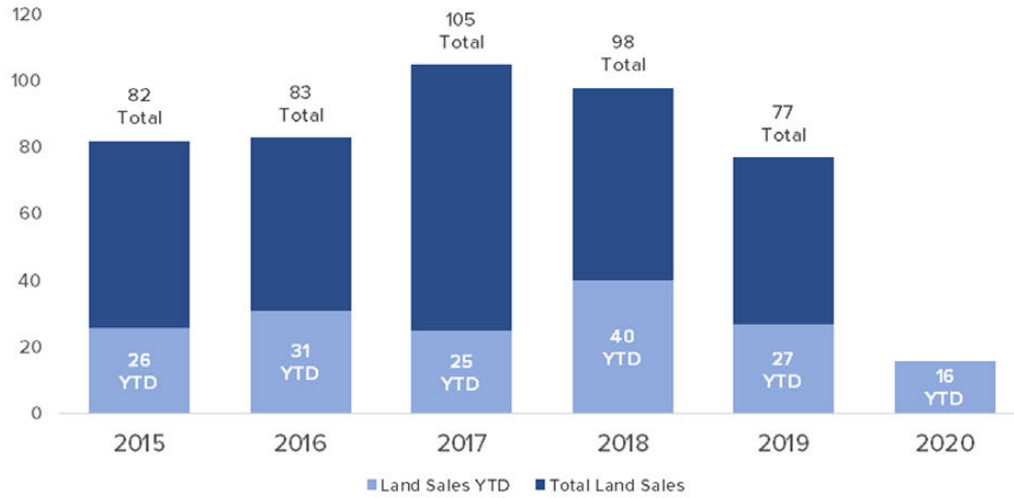


Office Annual Average Sale Price per SF

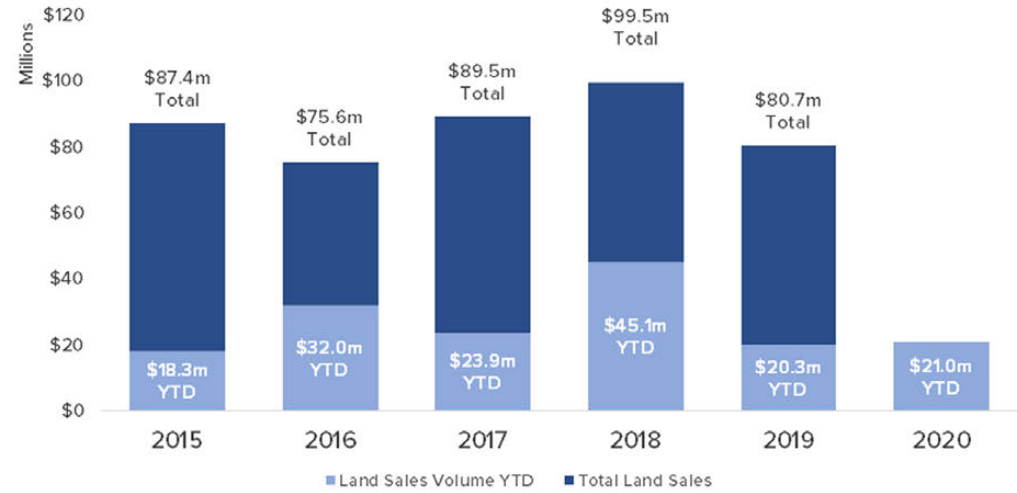


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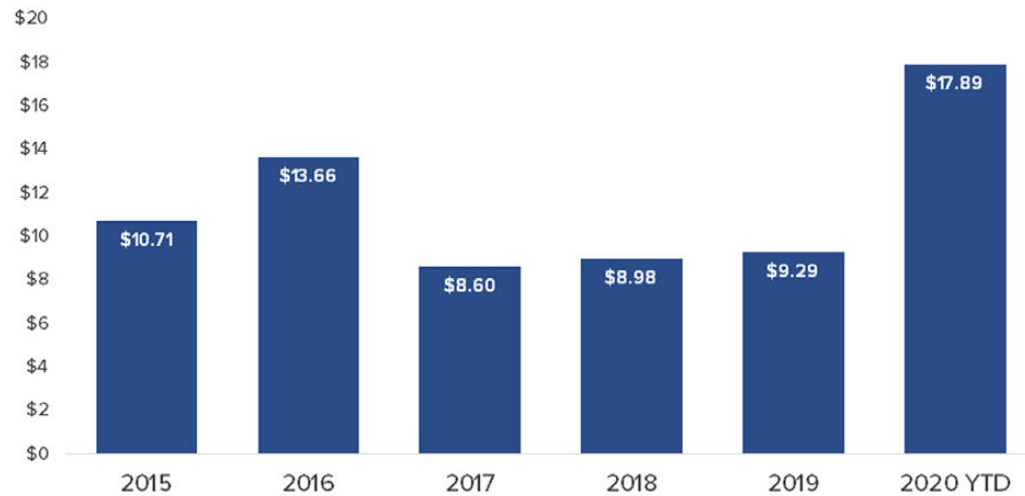
Total Land Sales in East Baton Rouge



Land Sales Volume in East Baton Rouge



Land Annual Average Sale Price per SF



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