

May 2020

May 2020 began amidst a global economic shutdown unlike anything we have seen in our lifetime. With that in mind, naturally the velocity of commercial sale transactions has slowed down.

Total sale count YTD is tied with the 5-year low in 2017 at 122 sale transactions YTD and total dollar volume YTD is down over 26% from the previous 5-year low.

Activity at a Glance

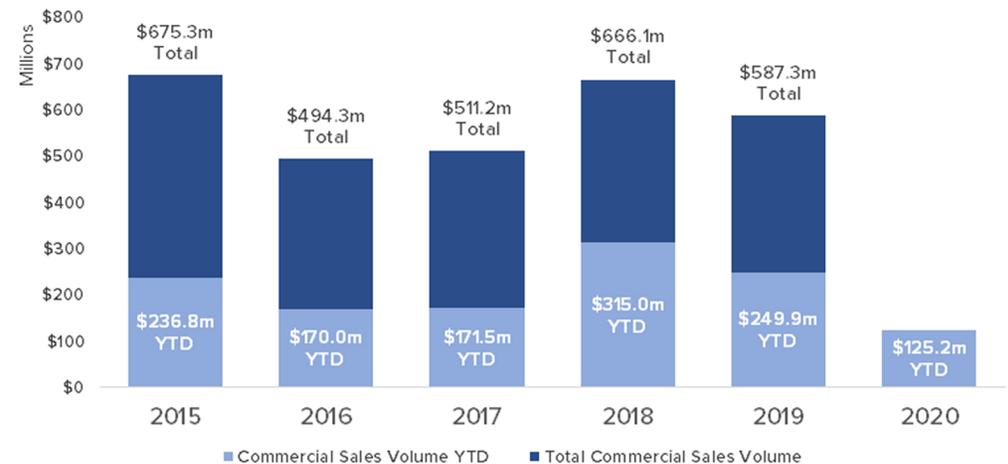
We take the current Year To Date (2020) statistics and compare them with the average YTD figures over the prior 5 years (2015-2019). This gives us a clearer picture of how the market is performing without the noise created by year over year volatility.

Category	Change in # of Sales	Change in Sales Volume (\$)
ALL COMMERCIAL	- 15.40%	- 45.26%
MULTIFAMILY	- 51.39%	- 76.26%
INDUSTRIAL	+ 7.44%	+ 15.35%
RETAIL	+ 34.75%	- 8.95%
OFFICE	- 19.46%	- 14.03%
LAND	- 45.31%	- 39.27%

Total Commercial Sales in East Baton Rouge

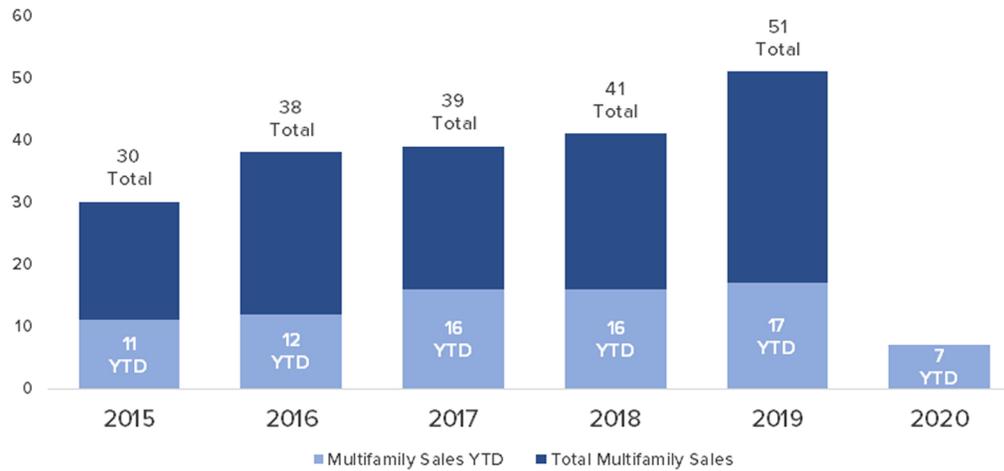


Commercial Sales Volume in East Baton Rouge

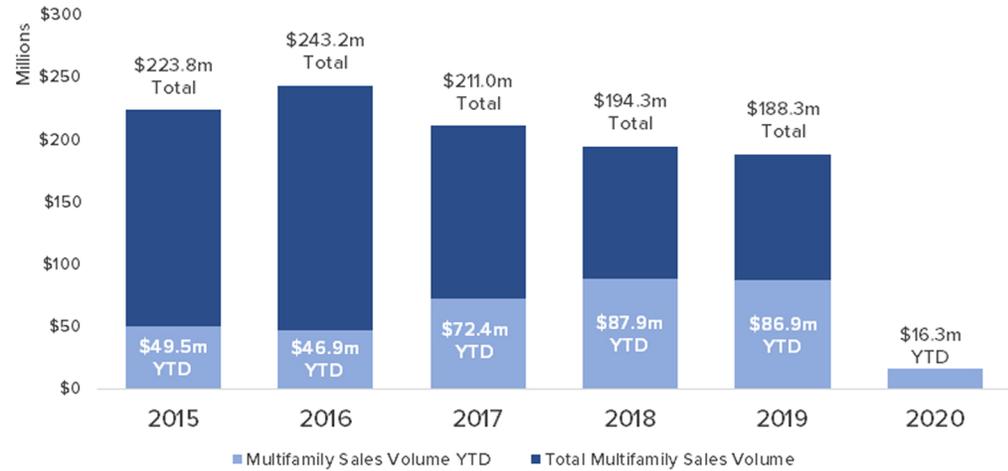


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

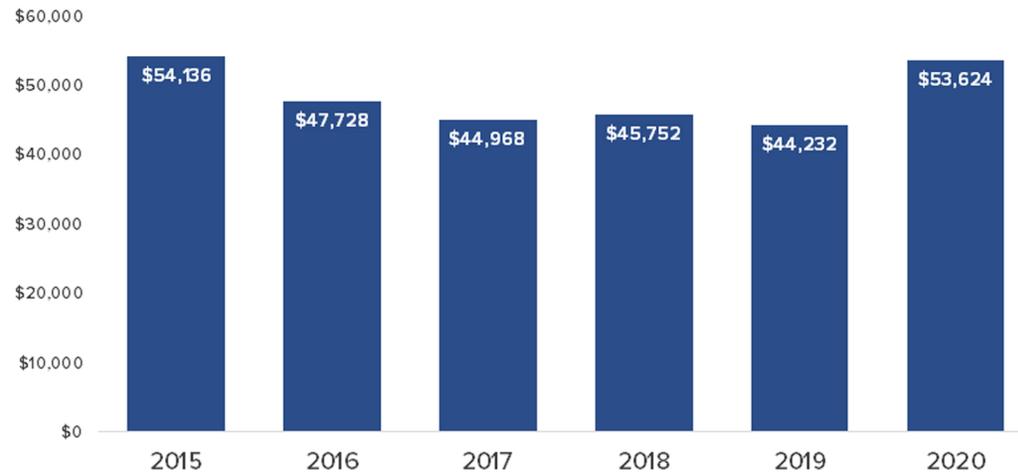
Total Multifamily Sales in East Baton Rouge



Multifamily Sales Volume in East Baton Rouge

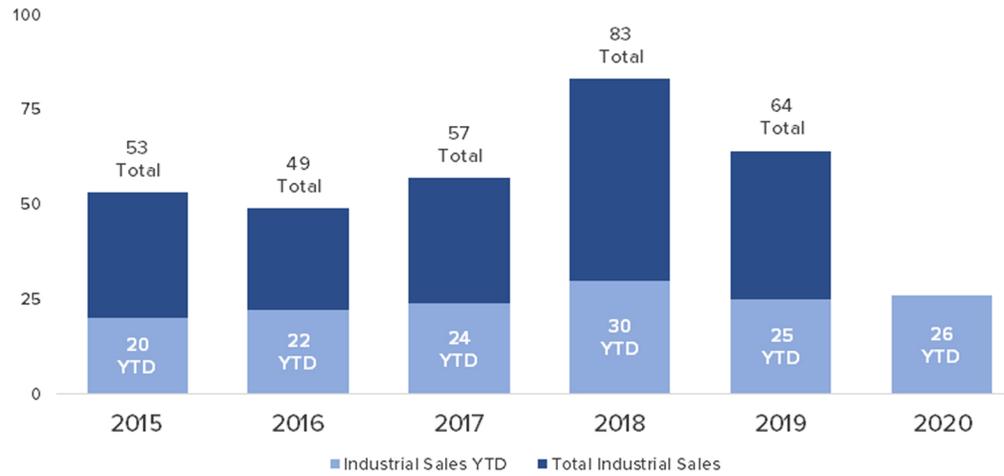


Multifamily Annual Average Sale Price per Unit

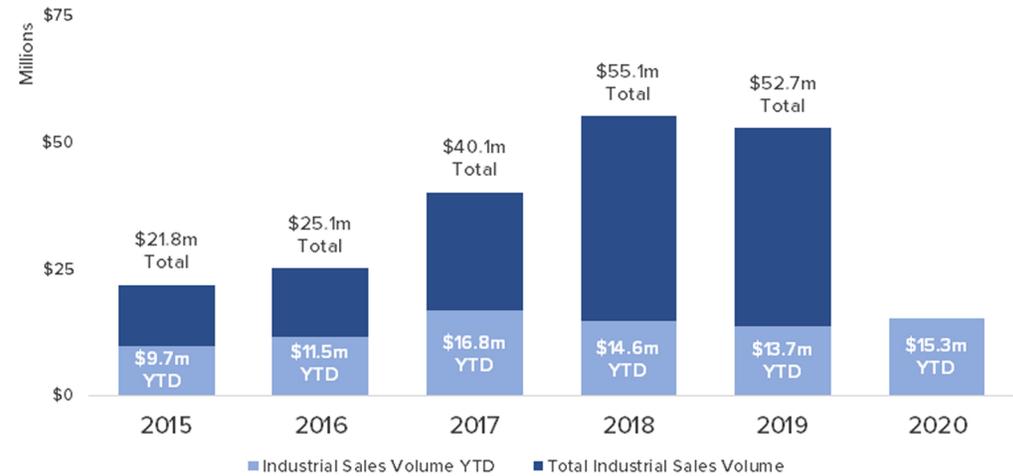


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Total Industrial Sales in East Baton Rouge



Industrial Sales Volume in East Baton Rouge



Industrial Annual Average Sale Price per SF

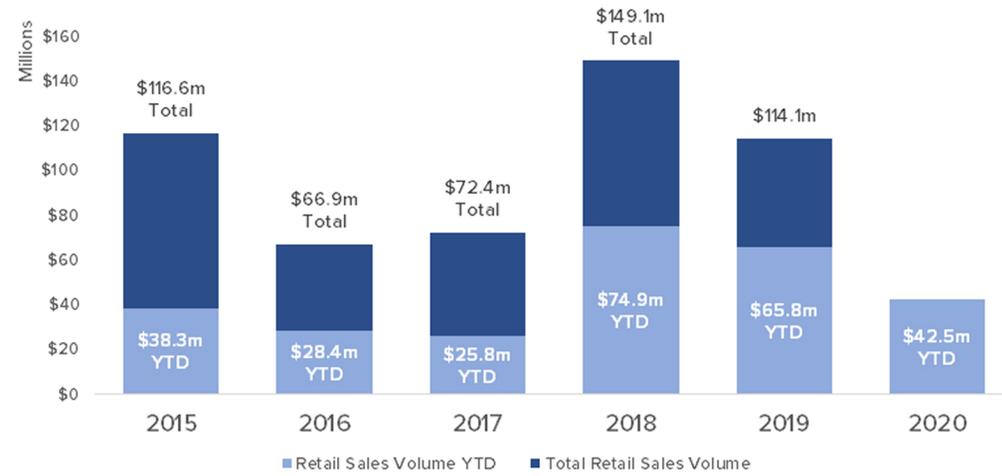


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

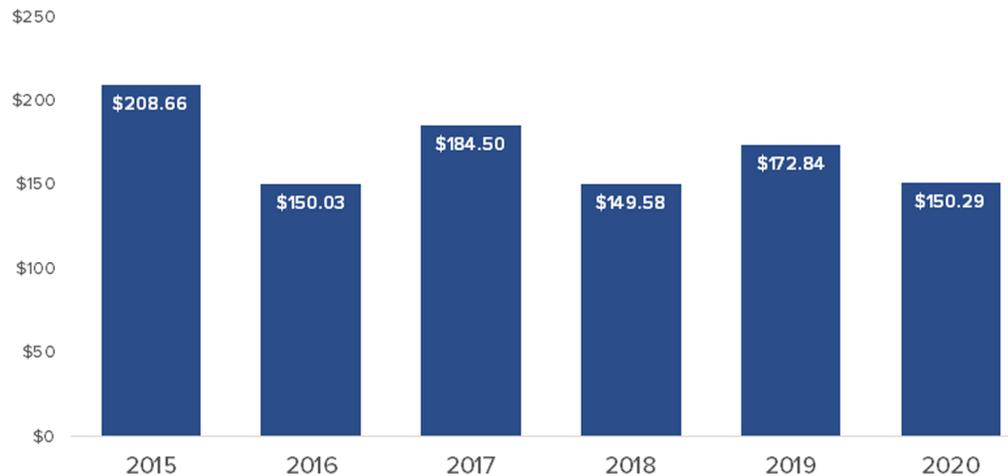
Total Retail Sales in East Baton Rouge



Retail Sales Volume in East Baton Rouge

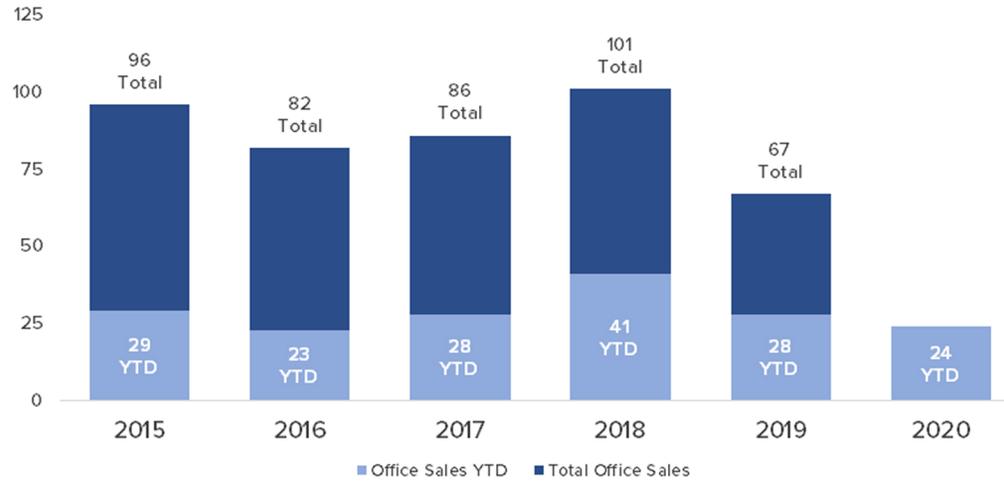


Retail Annual Average Sale Price per SF

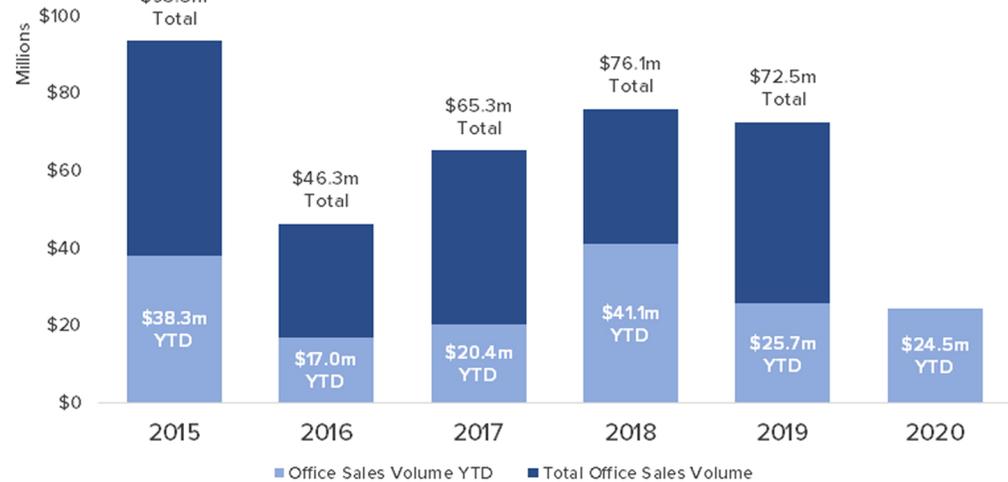


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Total Office Sales in East Baton Rouge



Office Sales Volume in East Baton Rouge

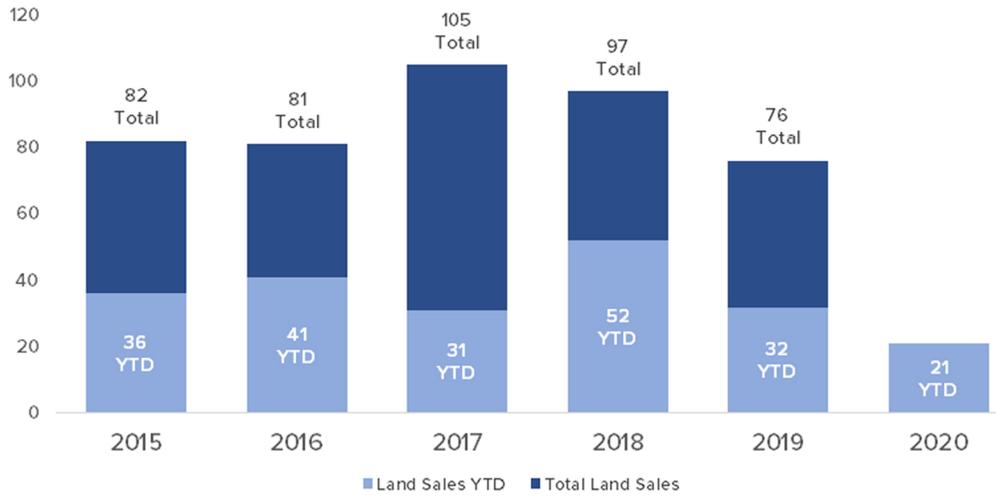


Office Annual Average Sale Price per SF

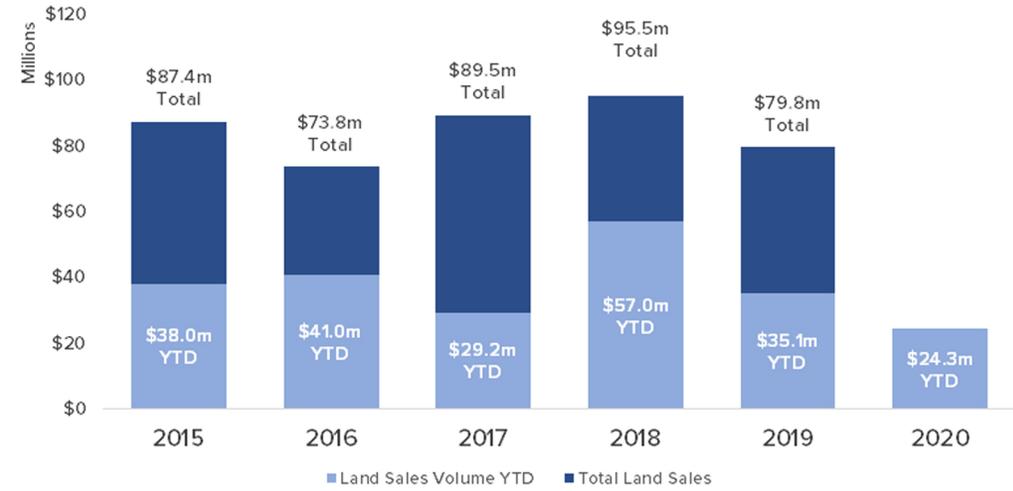


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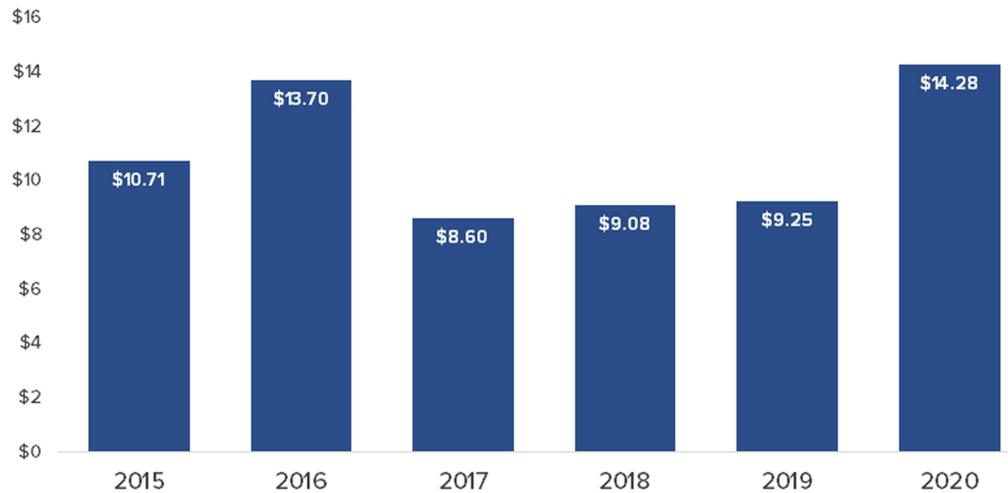
Total Land Sales in East Baton Rouge



Land Sales Volume in East Baton Rouge



Land Annual Average Sale Price per SF



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