

June 2020

As May turned to June and the Louisiana heat arrived in full effect, the state moved into “Phase Two” of the federal government’s plan for reopening. While this reopening progress coincided with a slight uptick in sale transactions and total dollar volume month over month, trepidation remained among many investors and the overall business community.

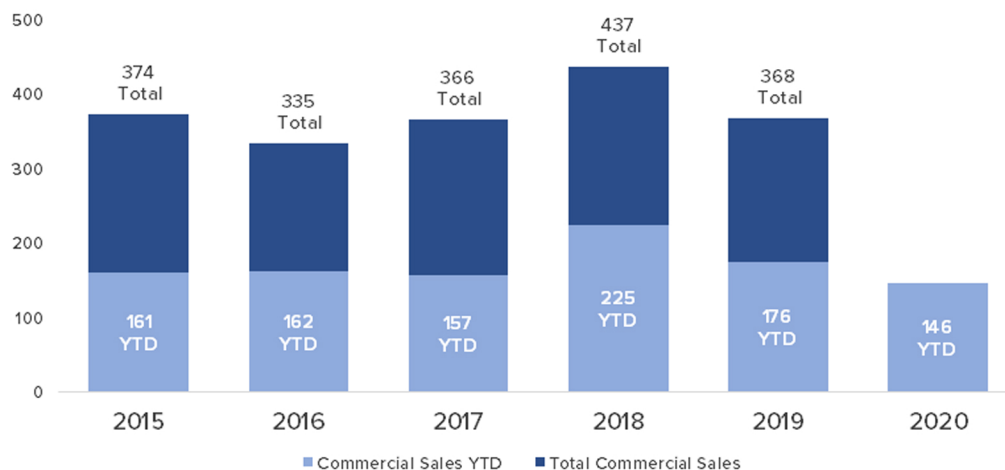
As noted in April and May, there was a case to be made by both optimists and cynics. Sales that were put on hold or extended at the outset of the Covid-19 global pandemic have generally been completed. The transaction and dollar volume during the second half of 2020 appears set to be based largely off a broader economic recovery and level of consumer confidence.

Activity at a Glance

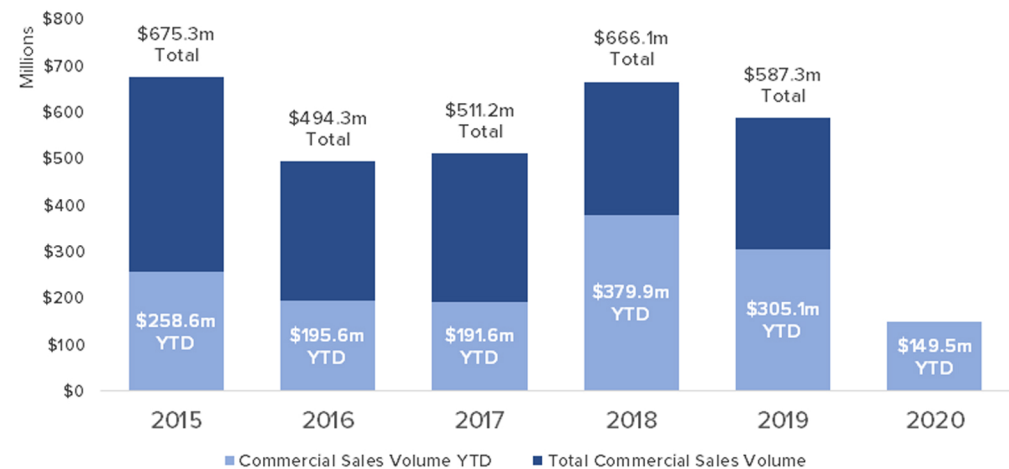
We take the current Year To Date (2020) statistics and compare them with the average YTD figures over the prior 5 years (2015-2019). This gives us a clearer picture of how the market is performing without the noise created by year over year volatility.

ALL COMMERCIAL	- 17.14% # of Sales	- 43.84% Sales Volume (\$)
MULTIFAMILY	- 38.89% # of Sales	- 74.89% Sales Volume (\$)
INDUSTRIAL	- 4.61% # of Sales	- 25.71% Sales Volume (\$)
RETAIL	+ 28.74% # of Sales	+ 4.41% Sales Volume (\$)
OFFICE	- 17.55% # of Sales	- 14.19% Sales Volume (\$)
LAND	- 42.48% # of Sales	- 40.68% Sales Volume (\$)

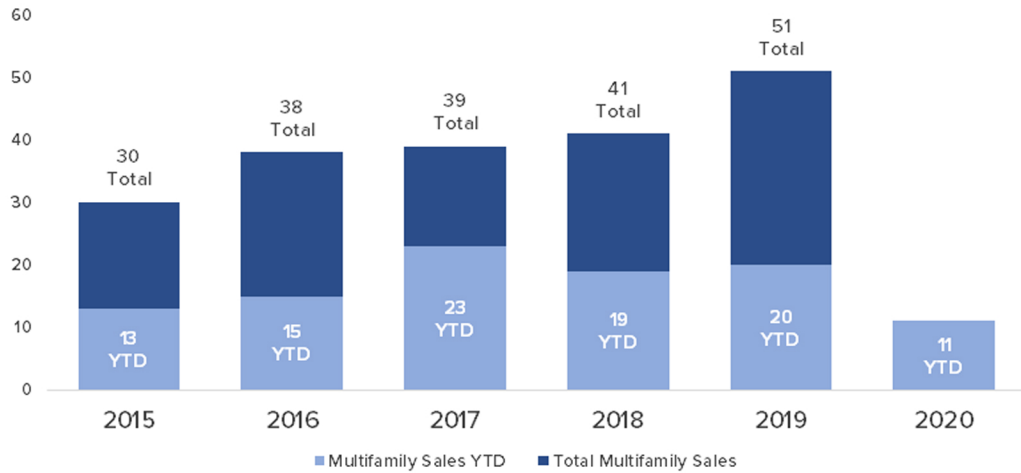
Total Commercial Sales in East Baton Rouge



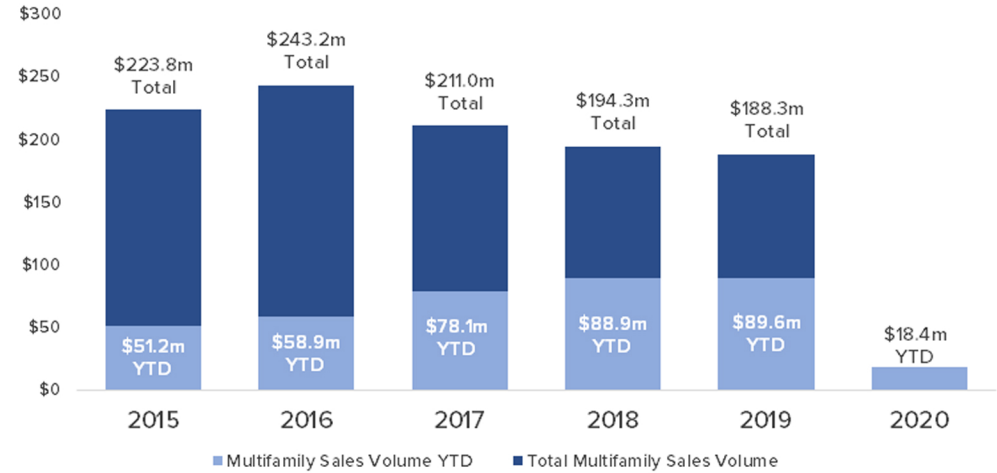
Commercial Sales Volume in East Baton Rouge



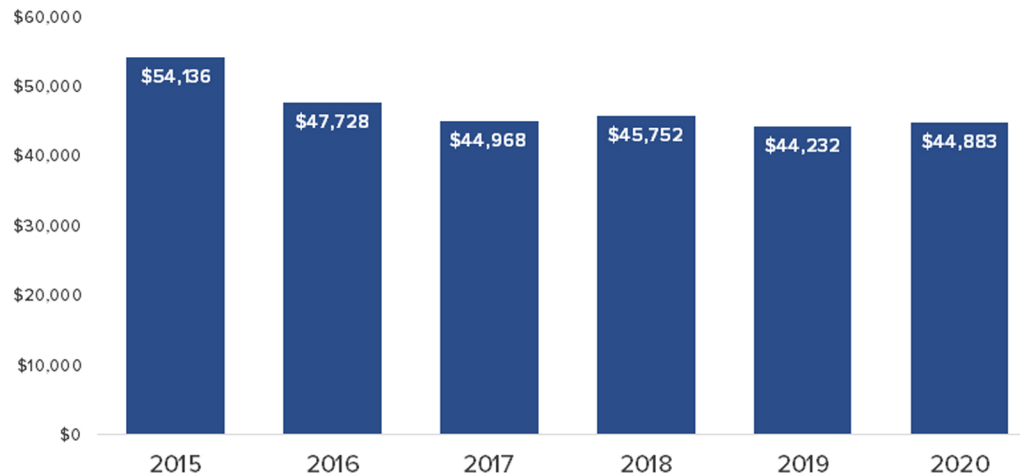
Total Multifamily Sales in East Baton Rouge



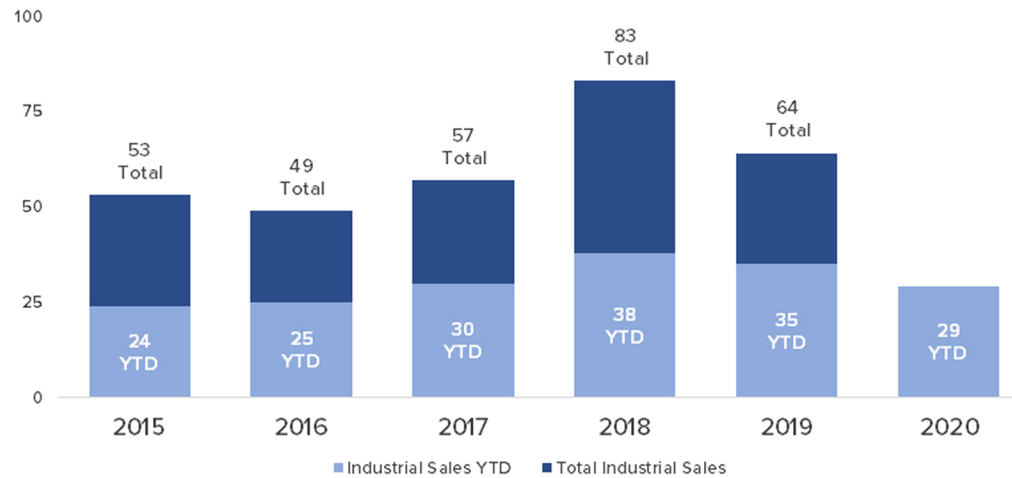
Multifamily Sales Volume in East Baton Rouge



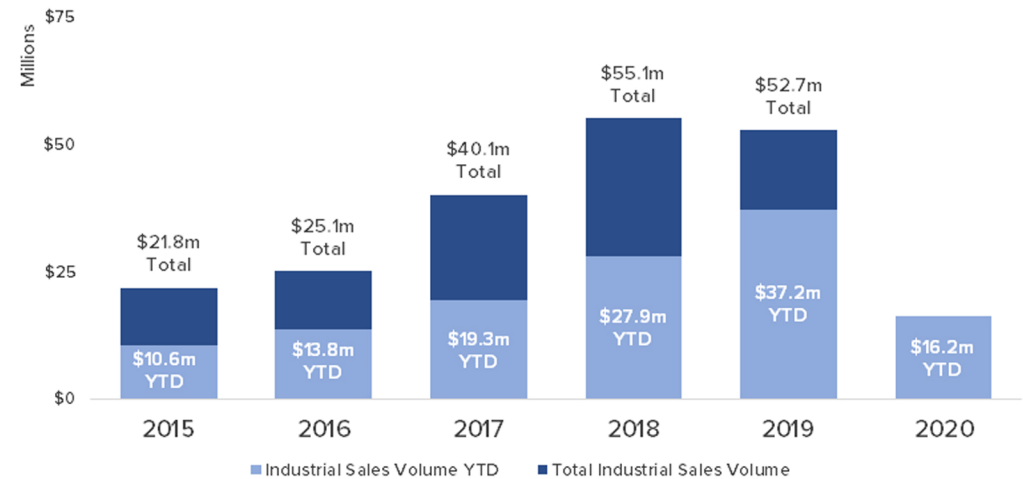
Multifamily Annual Average Sale Price per Unit



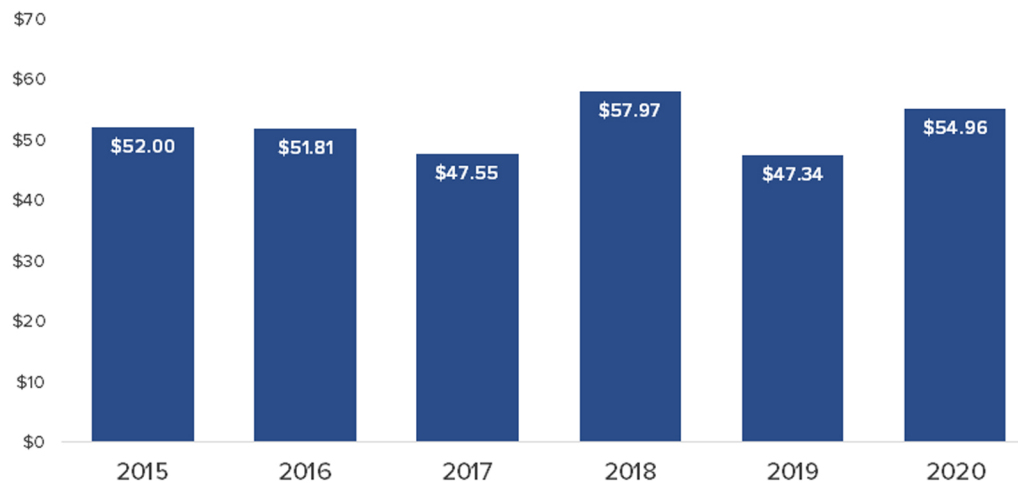
Total Industrial Sales in East Baton Rouge



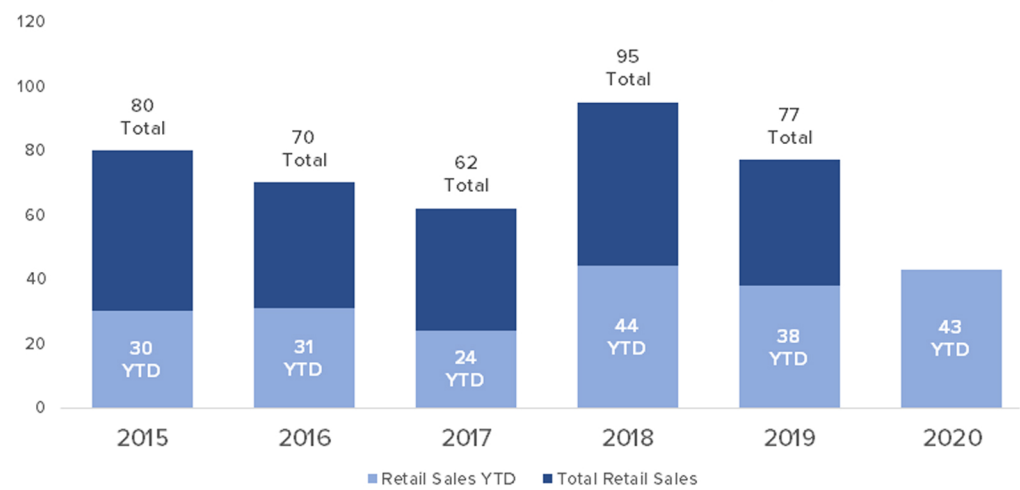
Industrial Sales Volume in East Baton Rouge



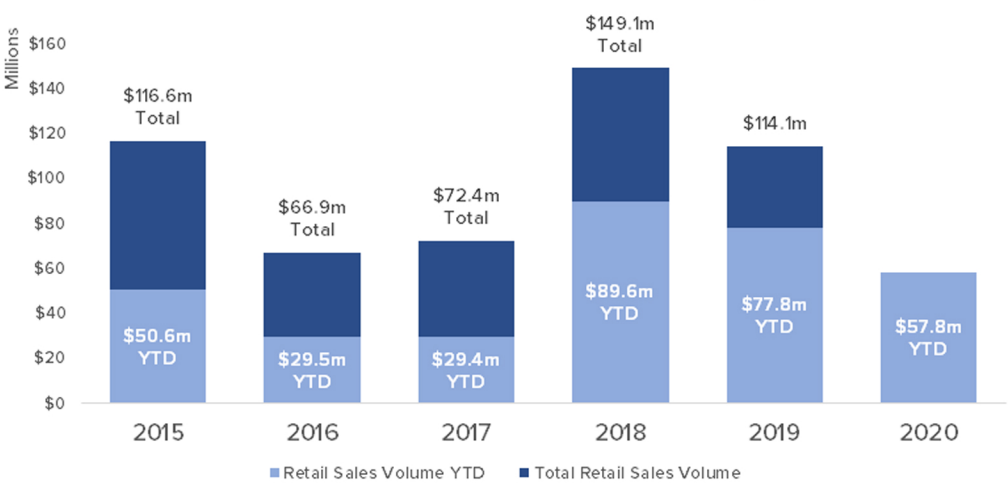
Industrial Annual Average Sale Price per SF



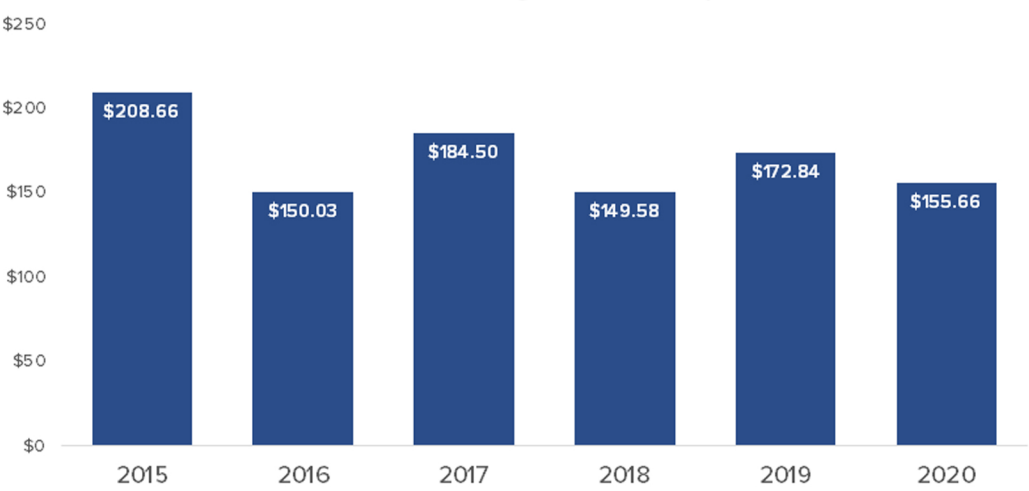
Total Retail Sales in East Baton Rouge



Retail Sales Volume in East Baton Rouge

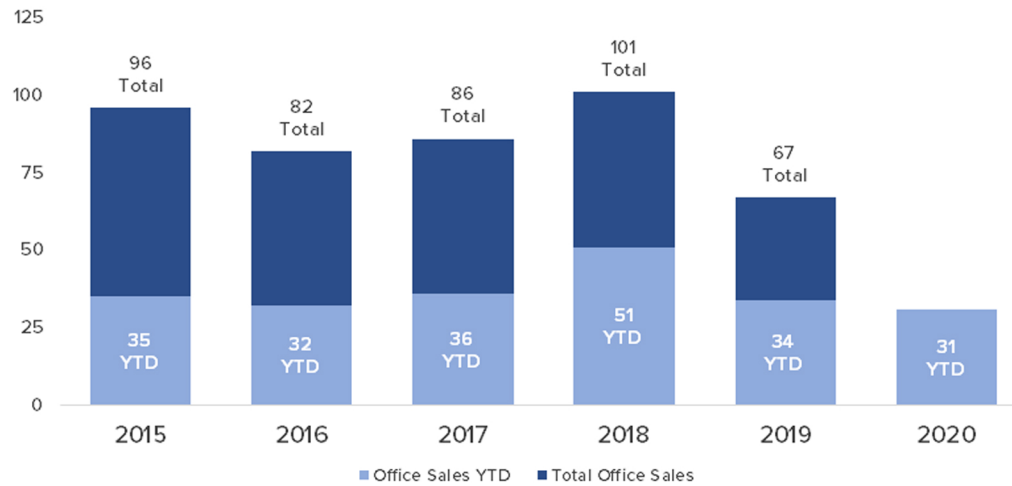


Retail Annual Average Sale Price per SF

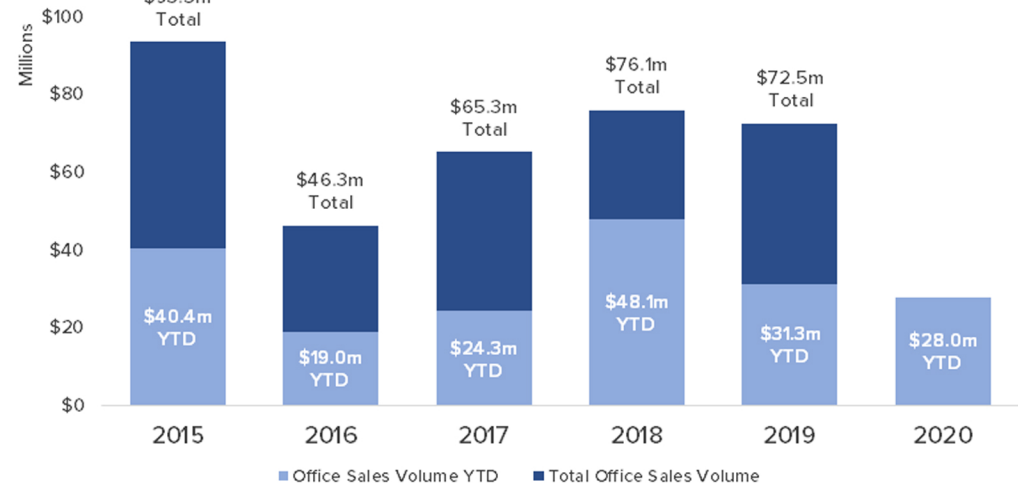


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

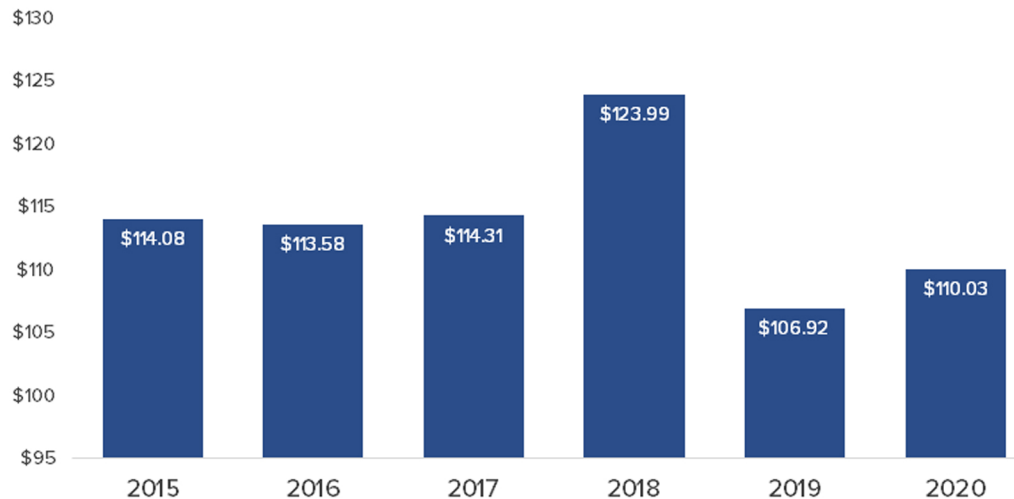
Total Office Sales in East Baton Rouge



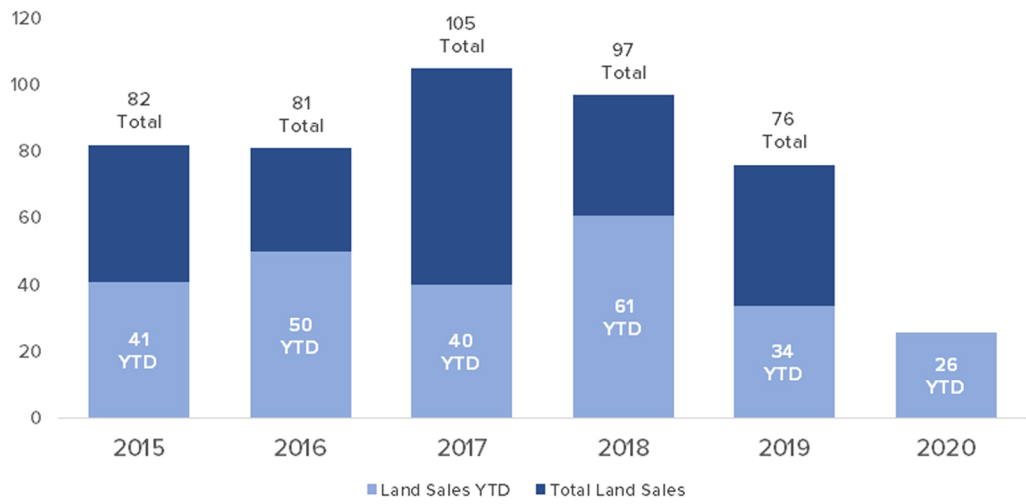
Office Sales Volume in East Baton Rouge



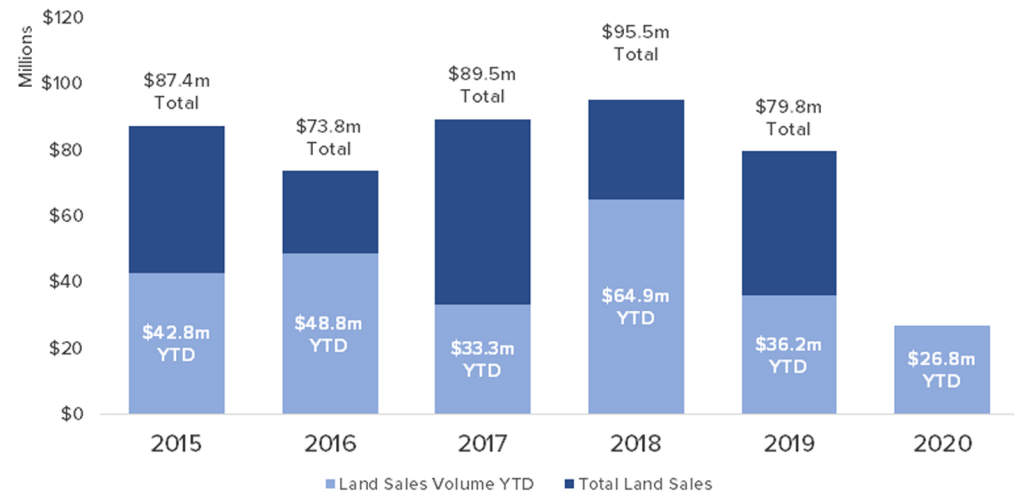
Office Annual Average Sale Price per SF



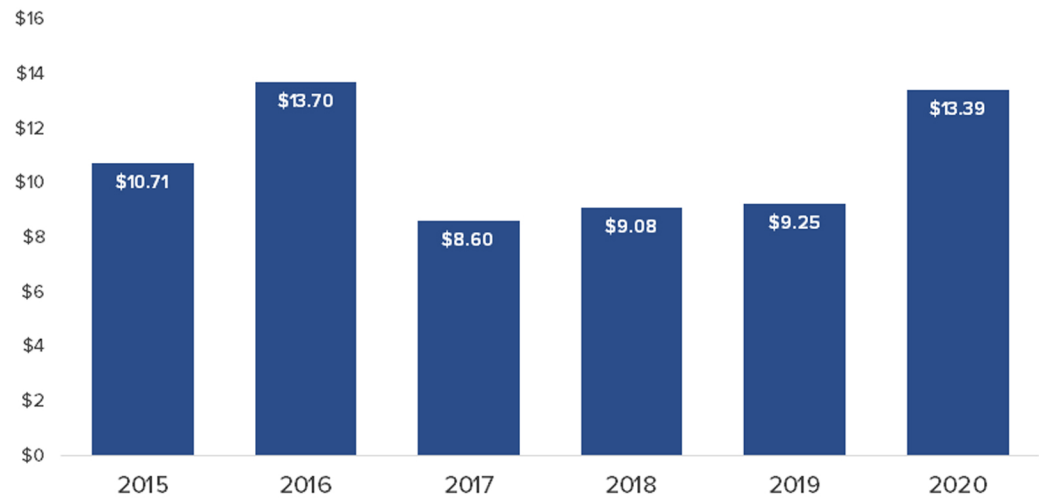
Total Land Sales in East Baton Rouge



Land Sales Volume in East Baton Rouge



Land 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.

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