

July 2020

Louisiana remained in “Phase Two” of the federal government’s plan for reopening throughout July. The total dollar volume of commercial sales year to date is currently 18.5% lower than the previous 5-year low in 2016.

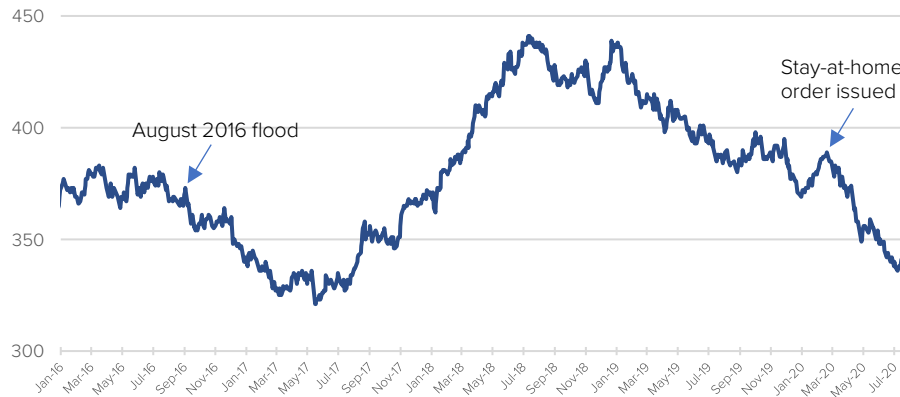
Year to date sale velocity is lower than previous years, but the number of commercial transactions has increased by 50% between June and July. This is an encouraging sign that should reassure investors persevering through the Covid-19 pandemic.

Activity at a Glance

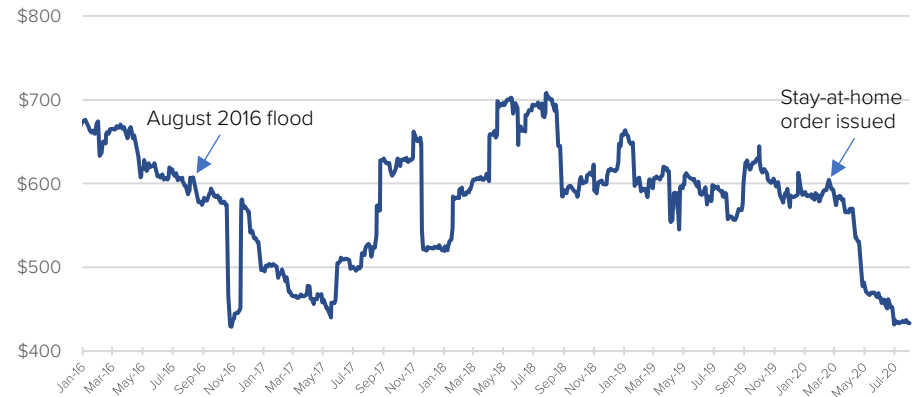
We take the current Year To Date (2020) statistics and compare them with the average YTD figures over the prior 5 years (2015-2019). This gives us a clearer picture of how the market is performing without the noise created by year over year volatility.

| | # of Sales | Sales Volume (\$) |
|----------------|----------------|-------------------|
| ALL COMMERCIAL | -12.25% | -42.77% |
| MULTIFAMILY | -19.81% | -71.68% |
| INDUSTRIAL | -1.73% | -19.68% |
| RETAIL | +38.35% | +10.60% |
| OFFICE | -12.28% | -19.11% |
| LAND | -45.95% | -48.10% |

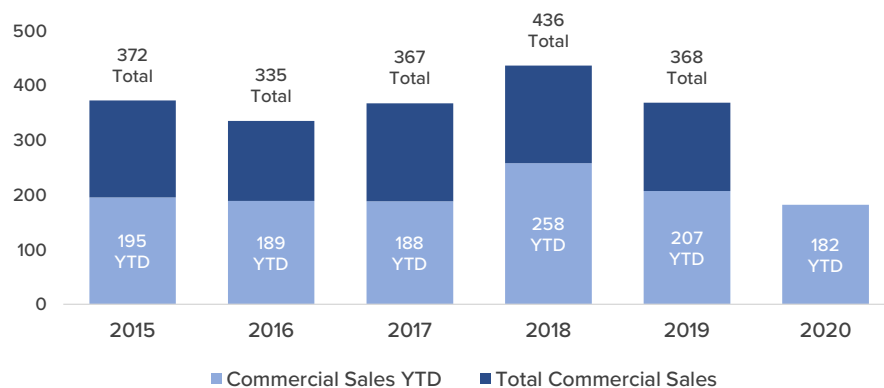
12 Month Moving Count of Commercial Sales



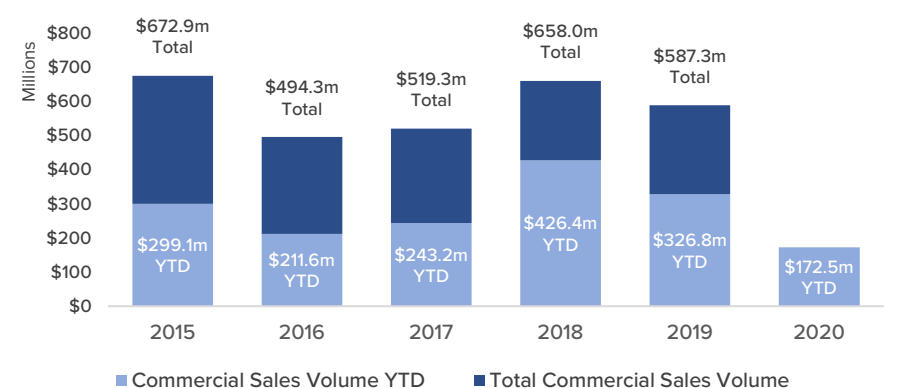
12 Month Moving Sum of Commercial Sales Volume



Total Commercial Sales in East Baton Rouge

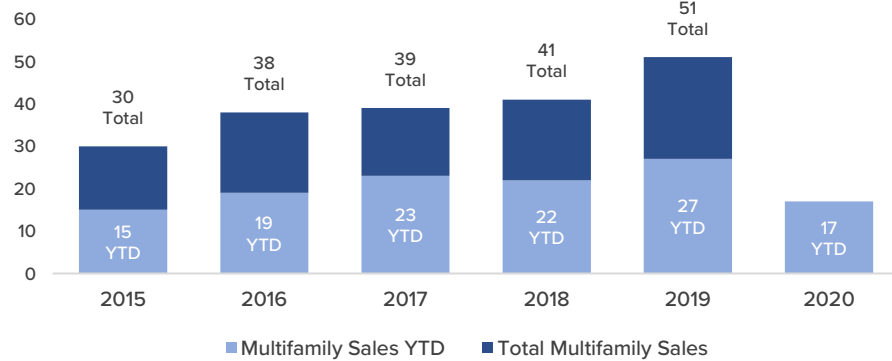


Commercial Sales Volume in East Baton Rouge

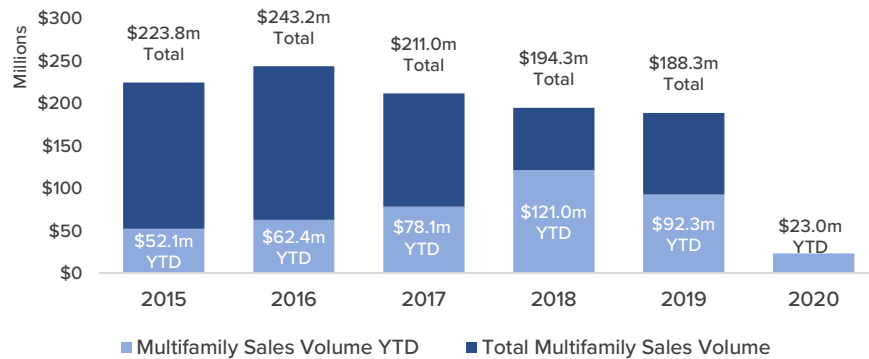


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm’s length transaction (between unrelated parties) • This data is subject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

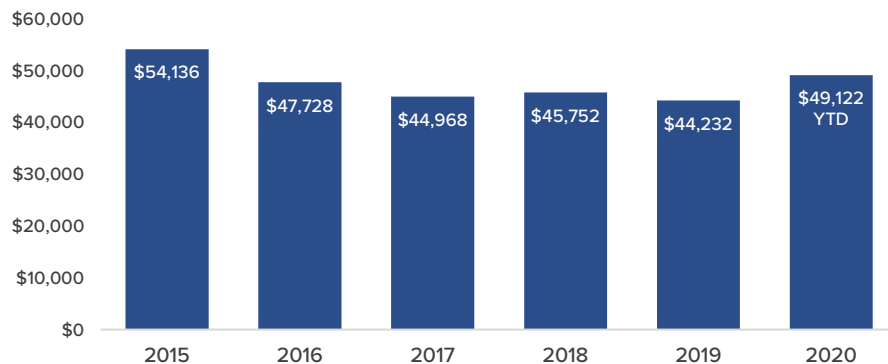
Total Multifamily Sales in East Baton Rouge



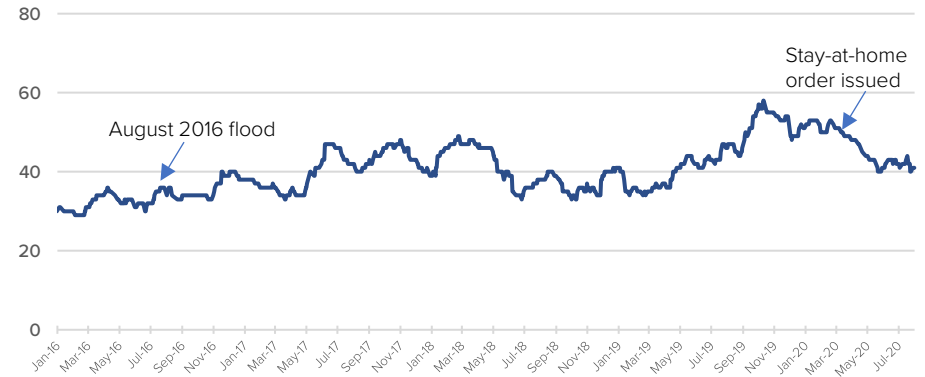
Multifamily Sales Volume in East Baton Rouge



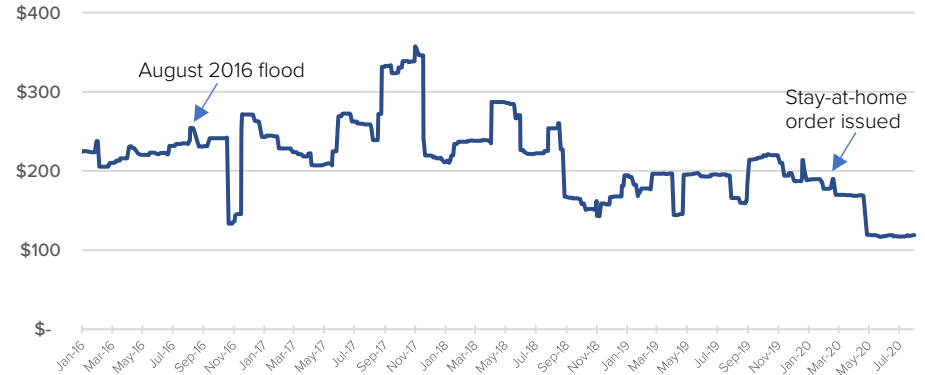
Multifamily Annual Average Sale Price per Unit



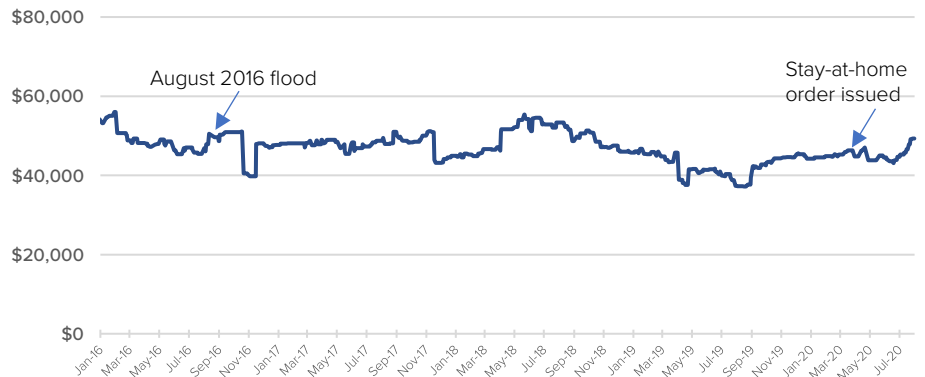
12 Month Moving Count of Multifamily Transactions



12 Month Moving Sum of Multifamily Transactions

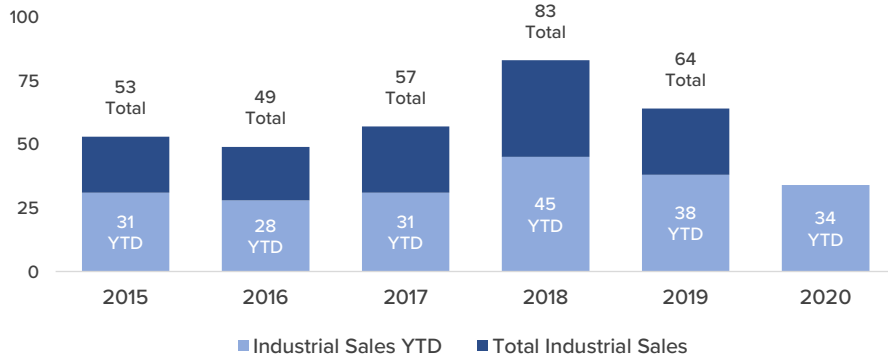


12 Month Moving Average of Multifamily Sale Price per Unit

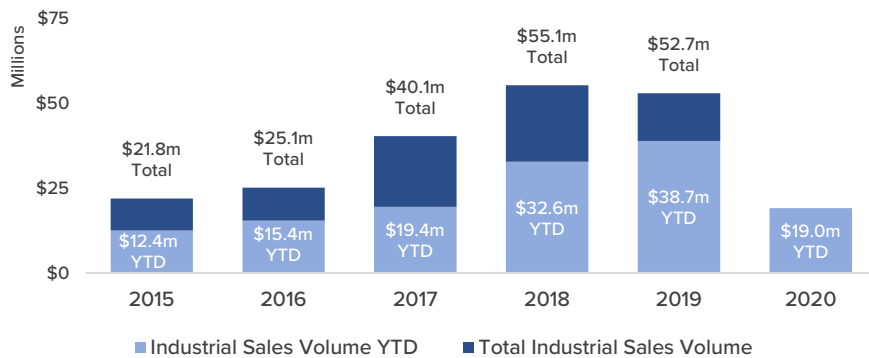


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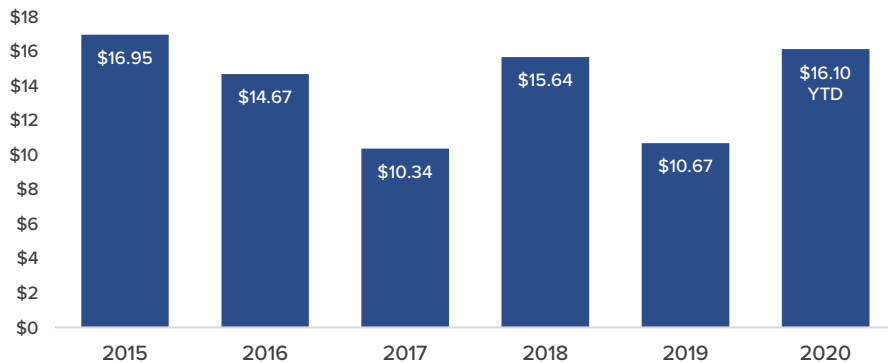
Total Industrial Sales in East Baton Rouge



Industrial Sales Volume in East Baton Rouge



Industrial Annual Average Sale Price per SF



12 Month Moving Count of Industrial Transactions



12 Month Moving Sum of Industrial Transactions

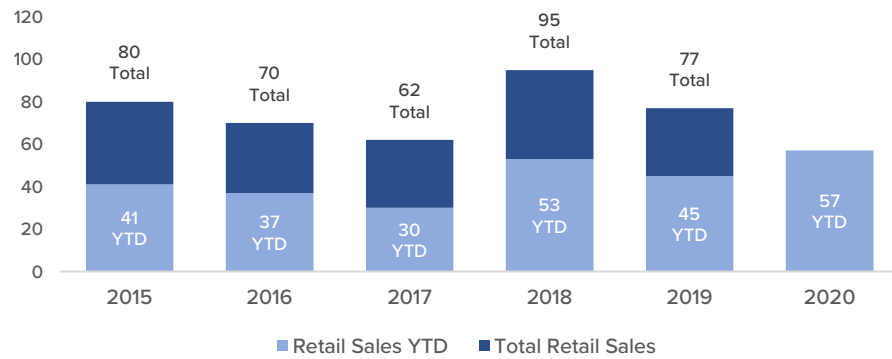


12 Month Moving Average of Industrial Sale Price per SF

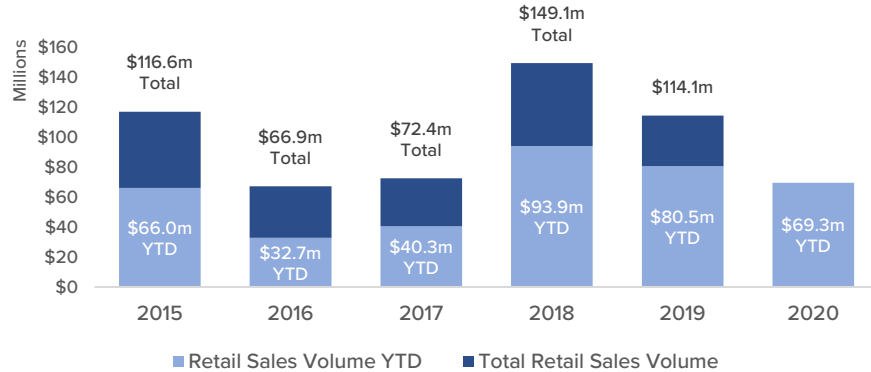


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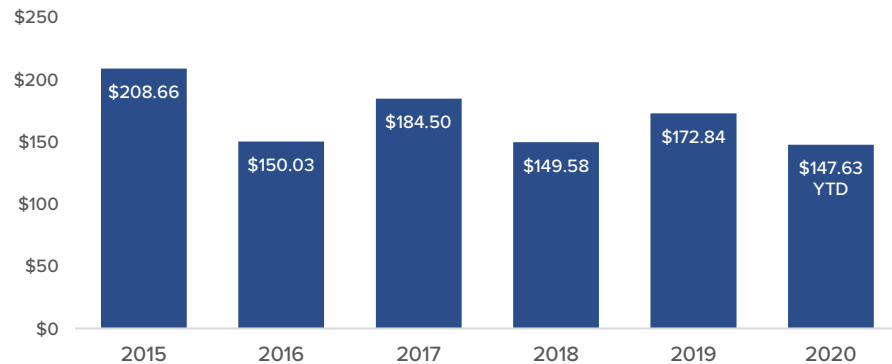
Total Retail Sales in East Baton Rouge



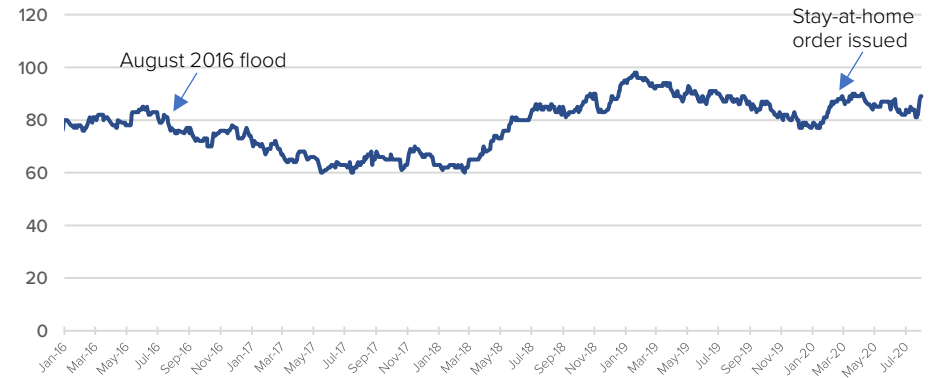
Retail Sales Volume in East Baton Rouge



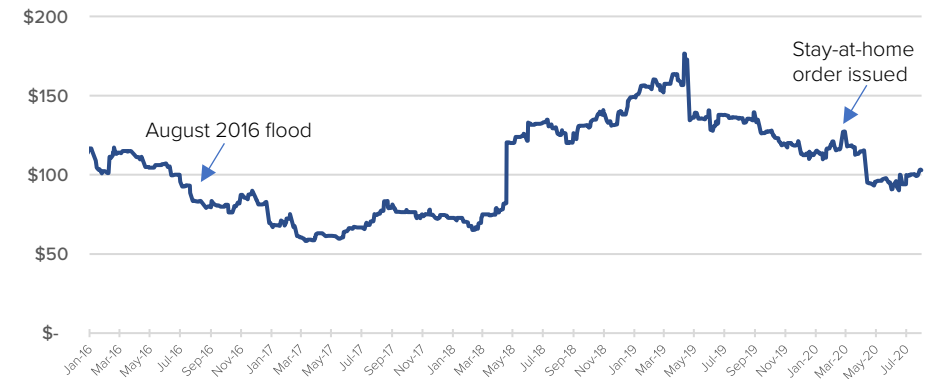
Retail Annual Average Sale Price per SF



12 Month Moving Count of Retail Transactions



12 Month Moving Sum of Retail Transactions

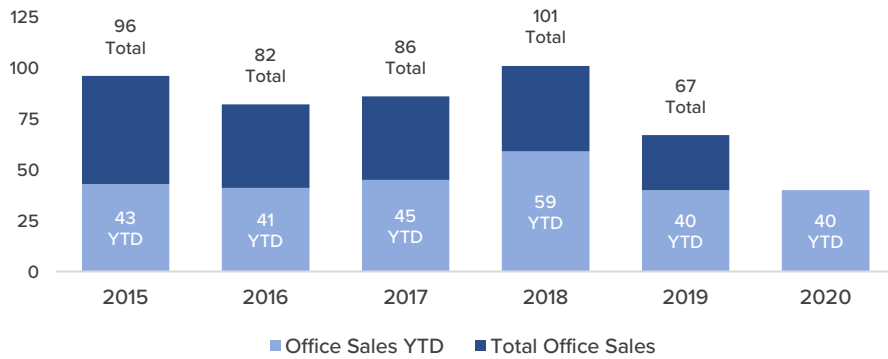


12 Month Moving Average of Retail Sale Price per SF

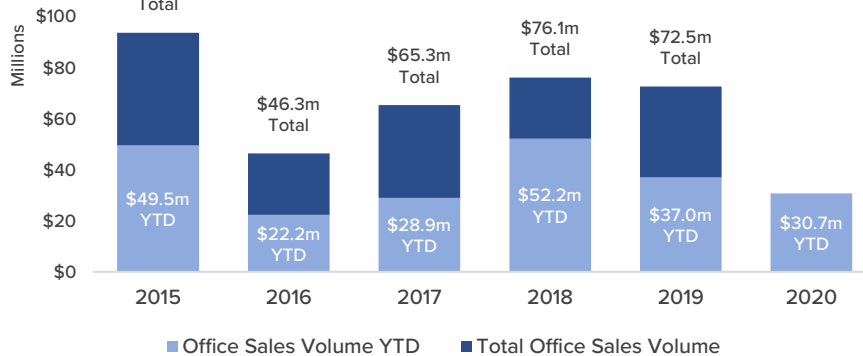


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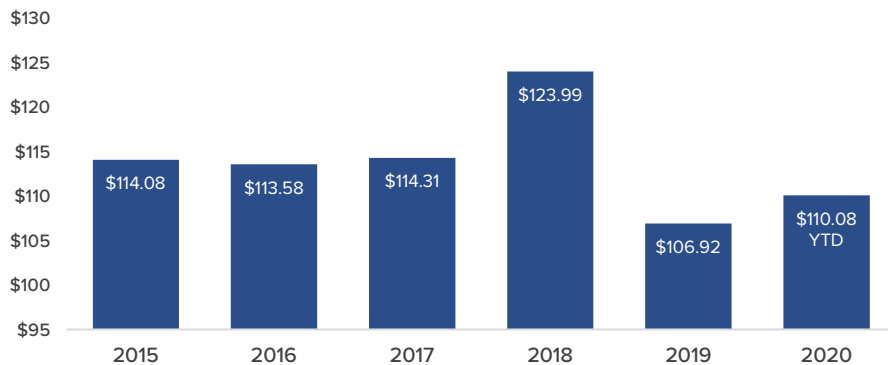
Total Office Sales in East Baton Rouge



Office Sales Volume in East Baton Rouge



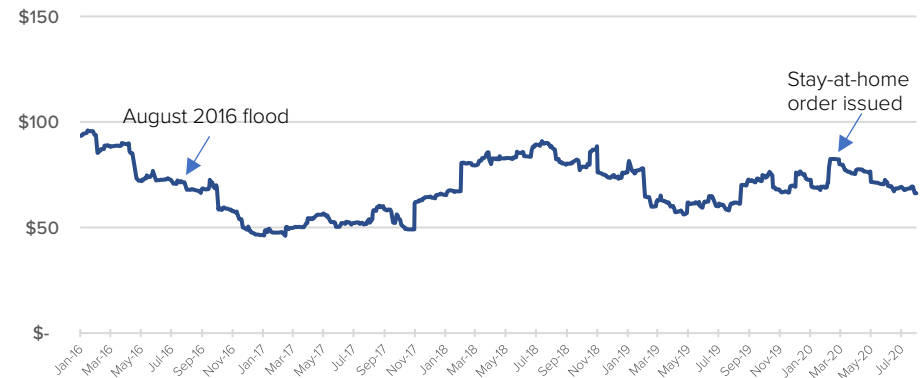
Office Annual Average Sale Price per SF



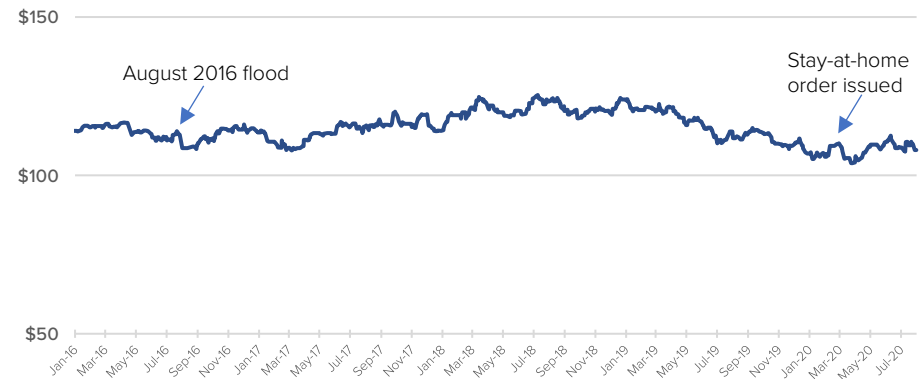
12 Month Moving Count of Office Transactions



12 Month Moving Sum of Office Transactions

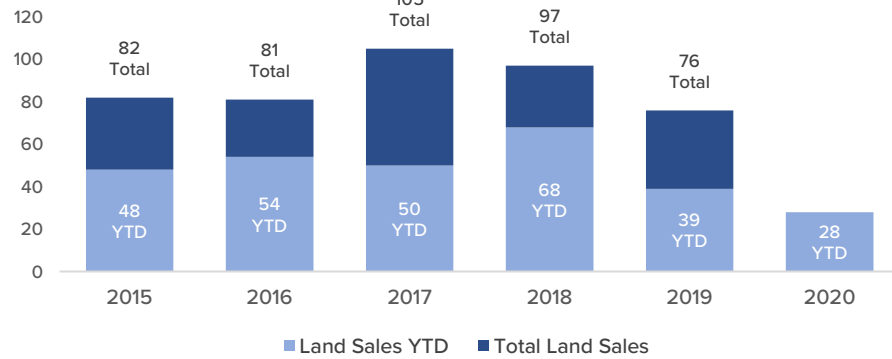


12 Month Moving Average of Office Sale Price per SF

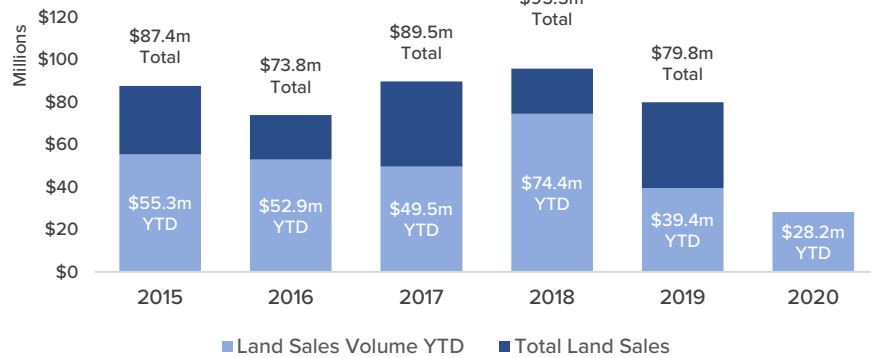


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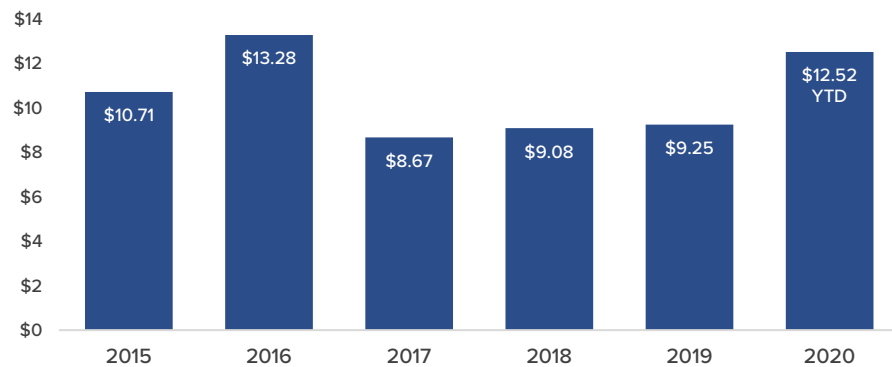
Total Land Sales in East Baton Rouge



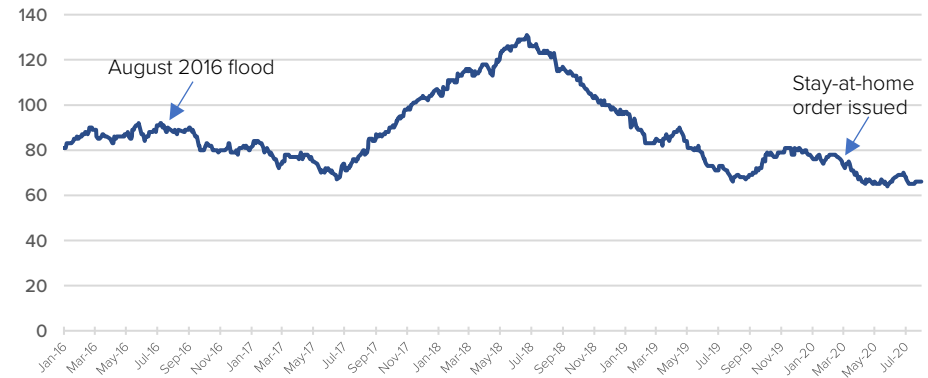
Land Sales Volume in East Baton Rouge



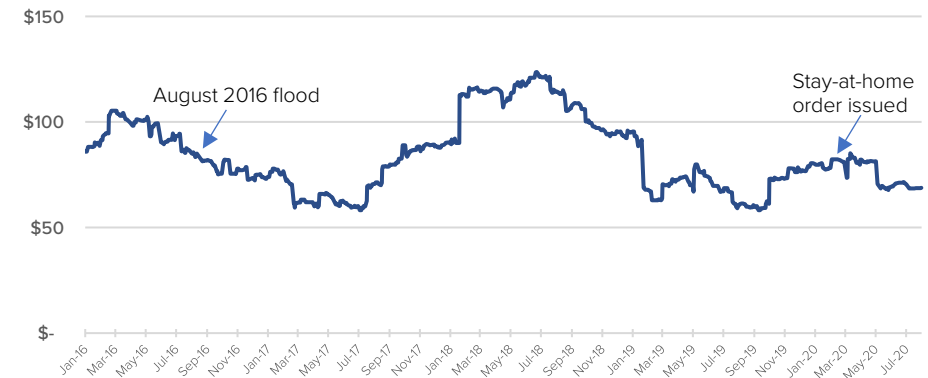
Land Annual Average Sale Price per SF



12 Month Moving Count of Land Transactions



12 Month Moving Sum of Land Transactions



12 Month Moving Average of Land Sale Price per SF



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Mathew Laborde, CCIM
PRESIDENT & CEO

mlaborde@elifinrealty.com
Direct: 225.659.8651
Office: 800.895.9329
Mobile: 337.326.1368



Mark Segalla
MULTIFAMILY SALES

msegalla@elifinrealty.com
Direct: 225.659.8656
Office: 800.895.9329
Mobile: 225.505.4349



George Bonvillain, J.D.
OFFICE SALES & LEASING

gbonvillain@elifinrealty.com
Direct: 225.659.8654
Office: 800.895.9329
Mobile: 337.302.0091



Will Chadwick
RETAIL SALES & LEASING

wchadwick@elifinrealty.com
Direct: 225.659.8657
Office: 800.895.9329