

## August 2020

Louisiana remained in Phase Two of the federal government's plan for reopening throughout the month of August. Dollar volume of sales for all commercial property transactions year to date is currently 18.79% lower than the previous 5-year low in 2016.

Throughout the pandemic, the number and dollar volume of retail transactions has remained notably higher than previous years. The industrial sector has also seen an increase in activity, especially over the last month. Multifamily and land sales figures are markedly lower than the average year to date over the last five years. The office sector has seen a less severe decrease in activity.

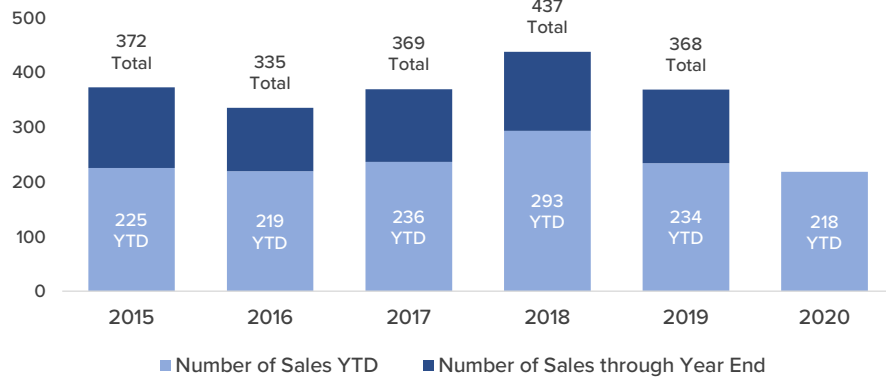
Even though year to date commercial sales activity is lower than average, the total number of commercial transactions remained constant throughout July and August. This is a promising sign of a return to normalcy in the commercial real estate market.

## 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 YTD	\$ Volume of Sales YTD
ALL COMMERCIAL	<b>-9.69%</b>	<b>-44.75%</b>
MULTIFAMILY	<b>-25.62%</b>	<b>-80.07%</b>
INDUSTRIAL	<b>+7.14%</b>	<b>+19.81%</b>
RETAIL	<b>+39.68%</b>	<b>+4.09%</b>
OFFICE	<b>-8.92%</b>	<b>-11.12%</b>
LAND	<b>-44.63%</b>	<b>-48.81%</b>

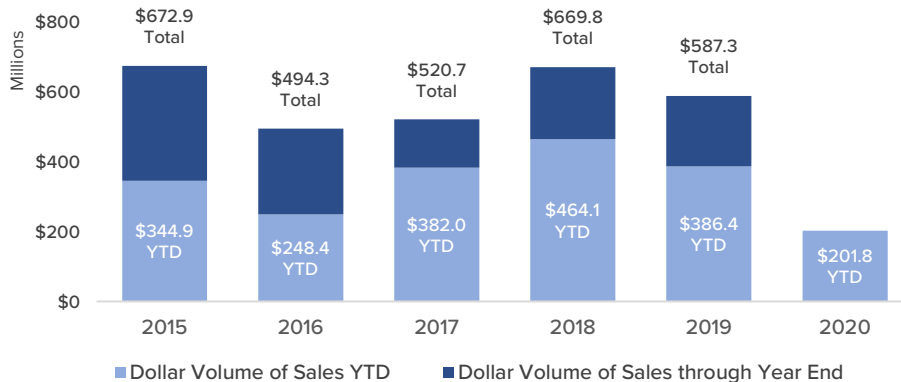
Number of Sales per Year - All Commercial



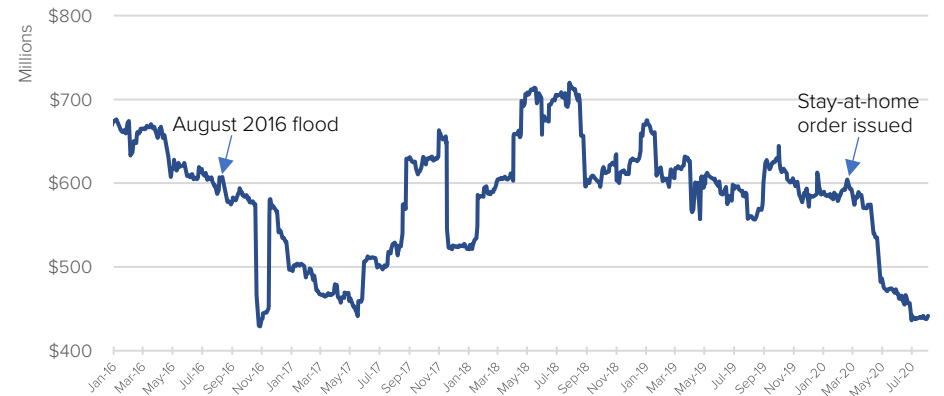
12 Month Moving Number of Sales - All Commercial



Dollar Volume of Sales per Year - All Commercial

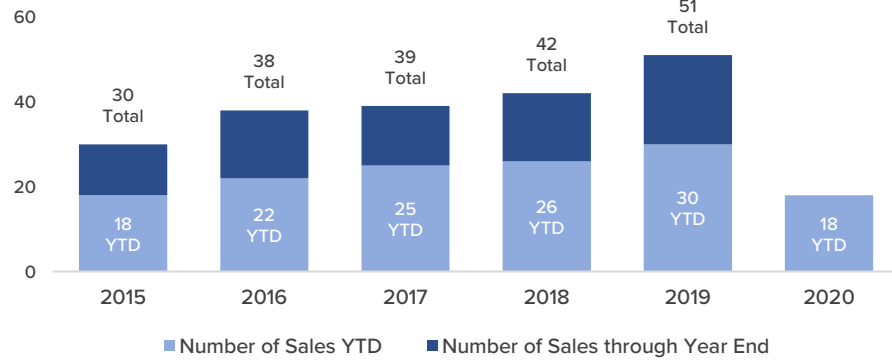


12 Month Moving Sum of Dollar Volume of Sales - All Commercial

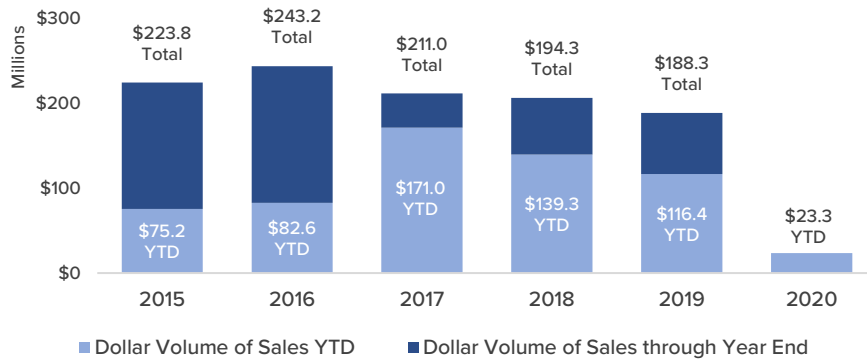


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

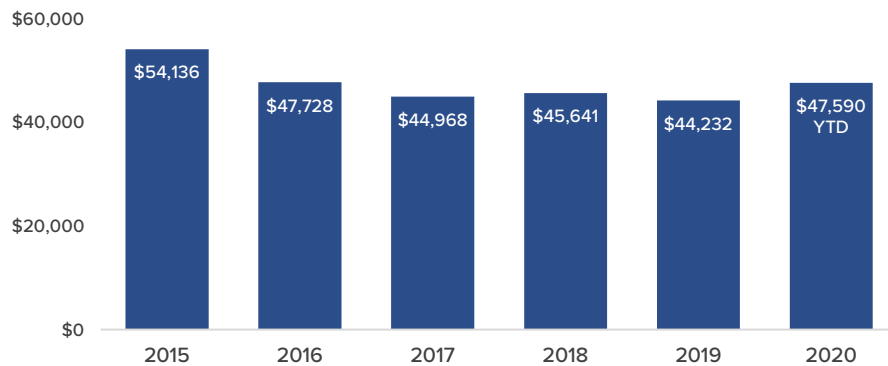
### Number of Sales per Year - Multifamily



### Dollar Volume of Sales per Year - Multifamily



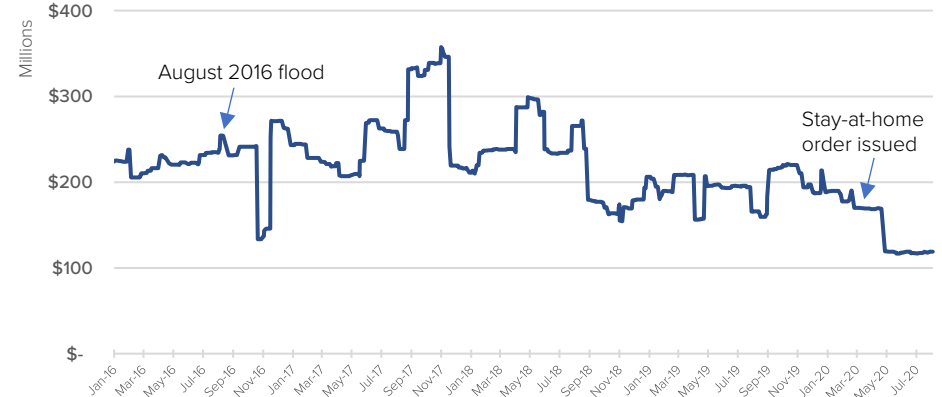
### Average Sale Price per Unit per Year - Multifamily



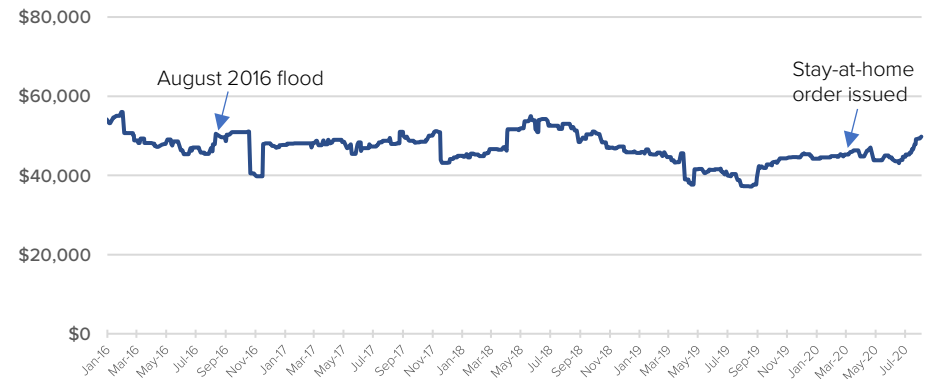
### 12 Month Moving Number of Sales - Multifamily



### 12 Month Moving Sum of Dollar Volume of Sales - Multifamily

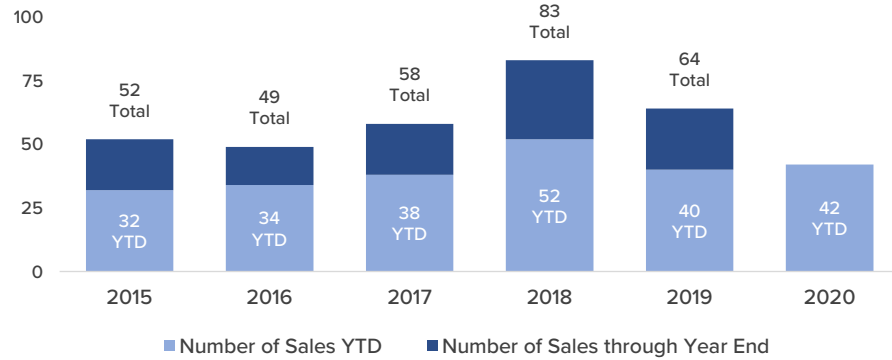


### 12 Month Moving Average of Sale Price per Unit - Multifamily

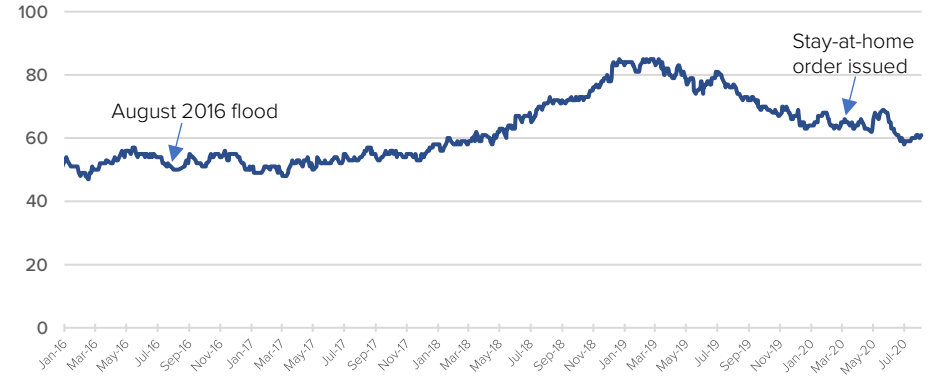


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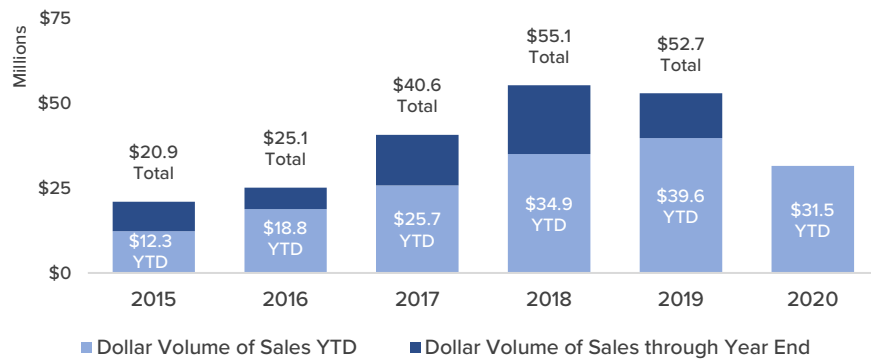
### Number of Sales per Year - Industrial



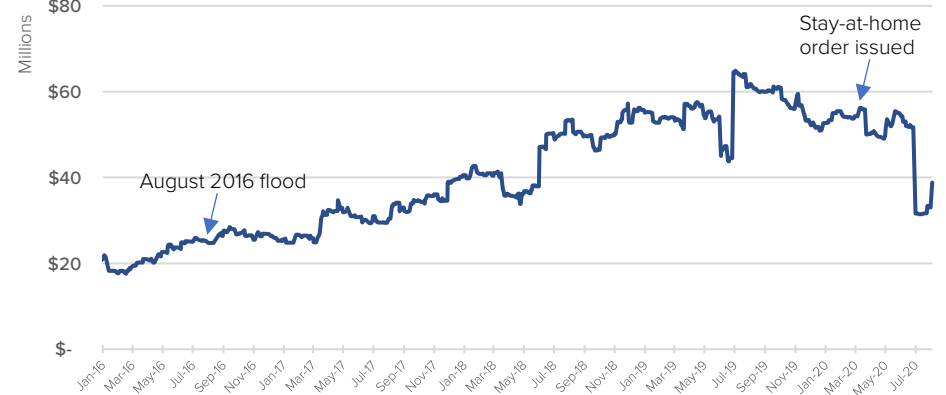
### 12 Month Moving Number of Sales - Industrial



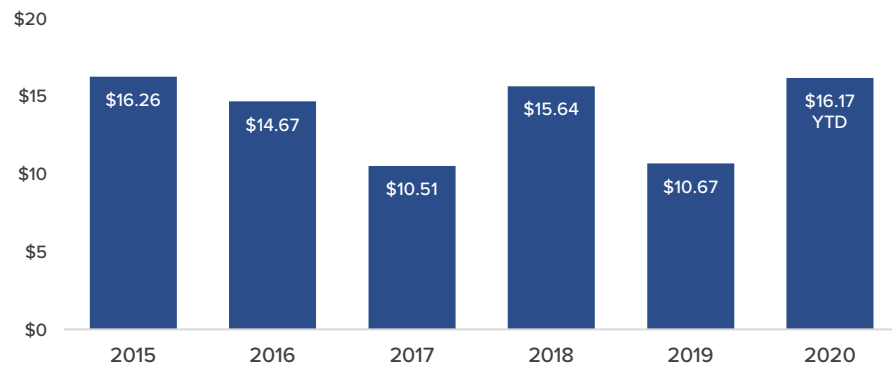
### Dollar Volume of Sales per Year - Industrial



### 12 Month Moving Sum of Dollar Volume of Sales - Industrial



### Average Sale Price per SF per Year - Industrial

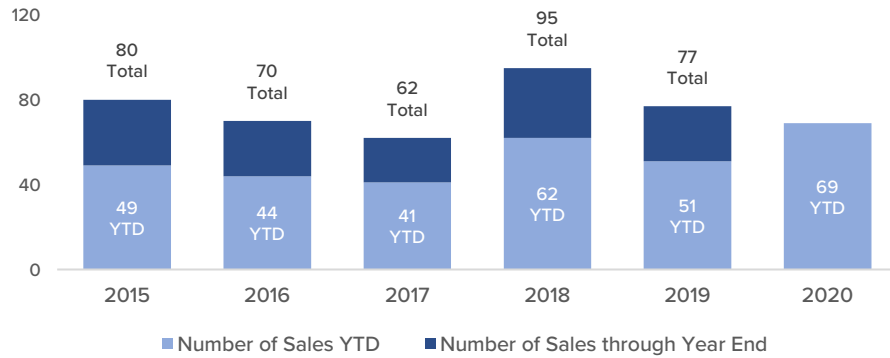


### 12 Month Moving Average of Sale Price per SF - Industrial

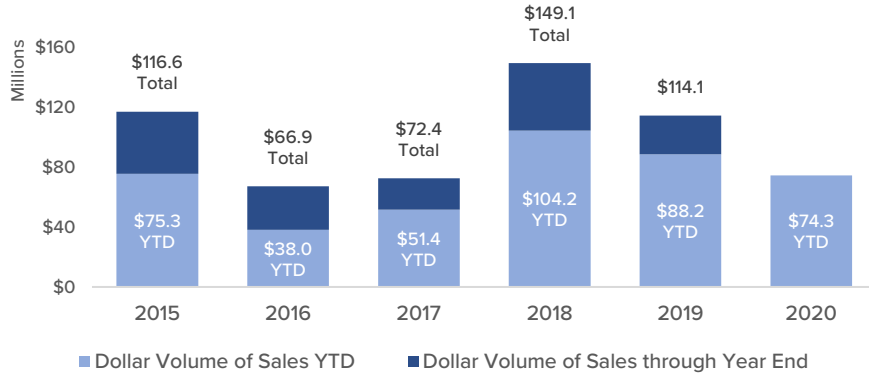


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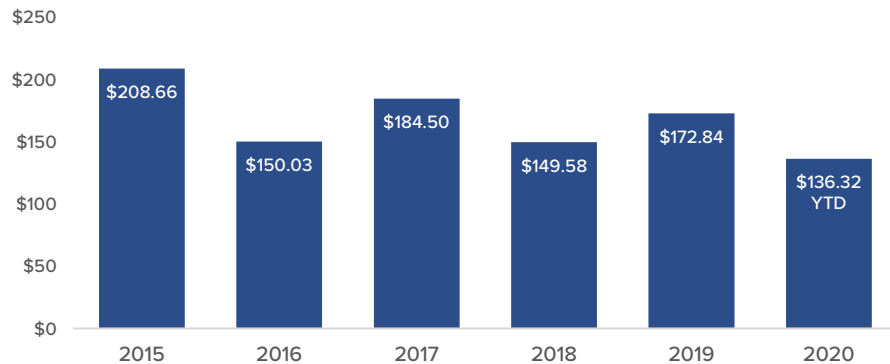
### Number of Sales per Year - Retail



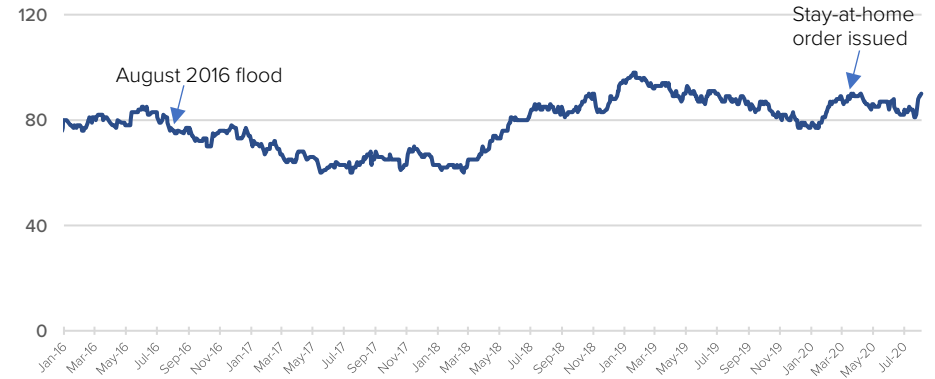
### Dollar Volume of Sales per Year - Retail



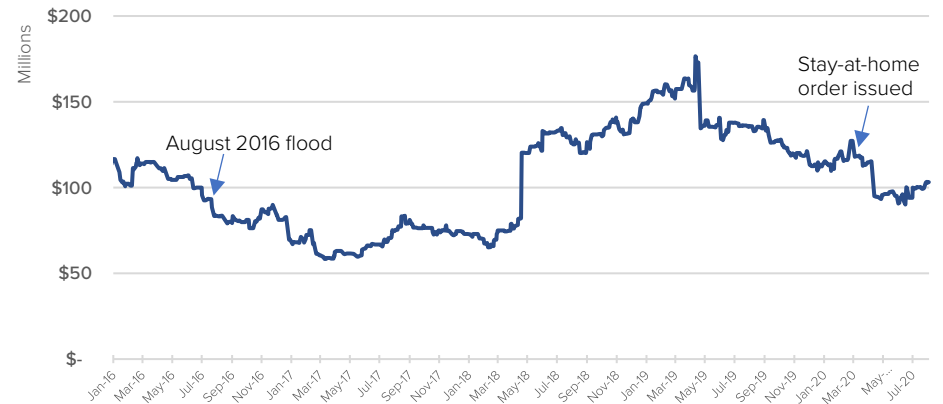
### Average Sale Price per SF per Year - Retail



### 12 Month Moving Number of Sales - Retail



### 12 Month Moving Sum of Dollar Volume of Sales - Retail

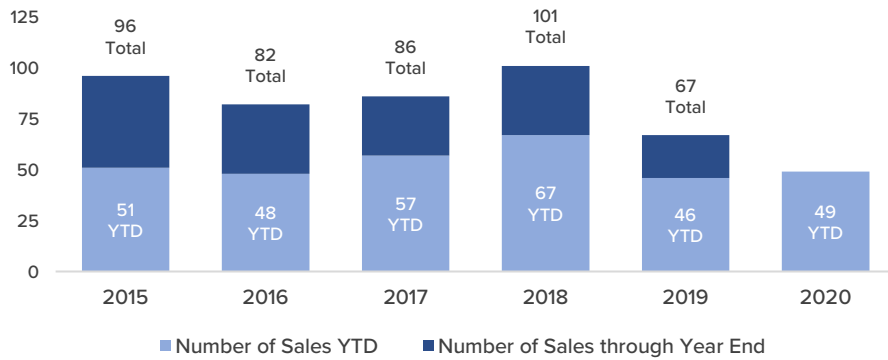


### 12 Month Moving Average of Sale Price per SF - Retail



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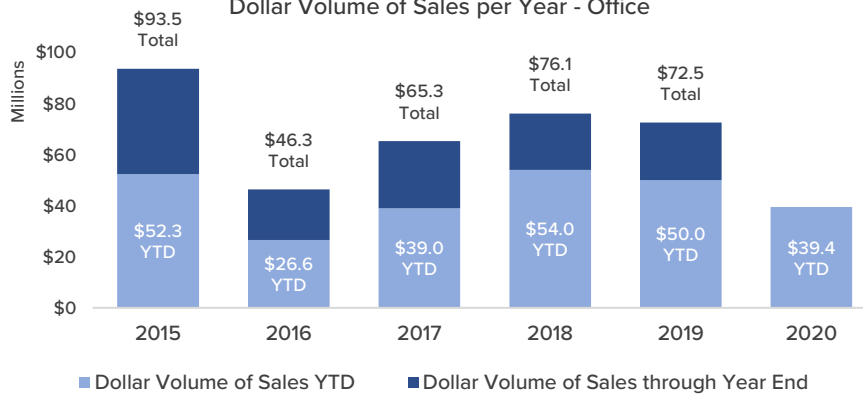
### Number of Sales per Year - Office



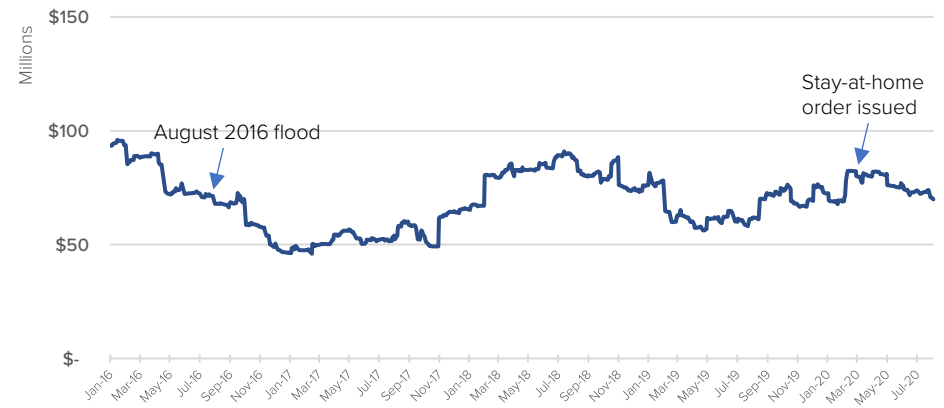
### 12 Month Moving Number of Sales - Office



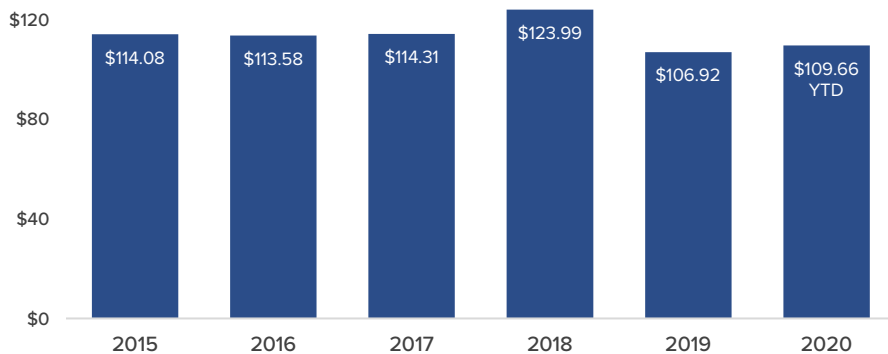
### Dollar Volume of Sales per Year - Office



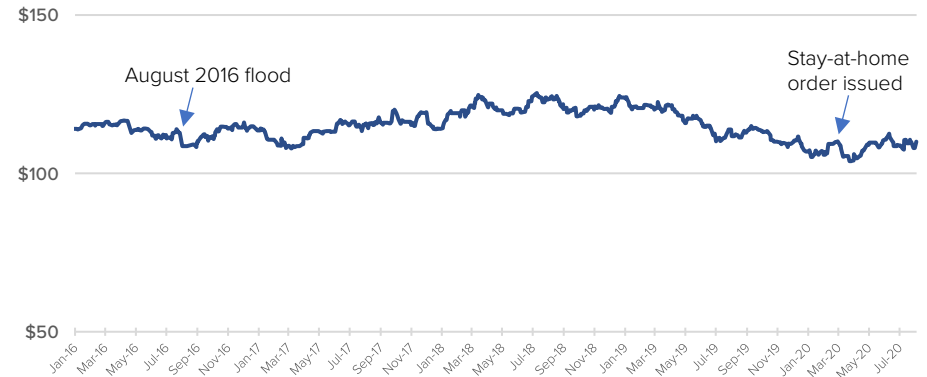
### 12 Month Moving Sum of Dollar Volume of Sales - Office



### Average Sale Price per SF per Year - Office

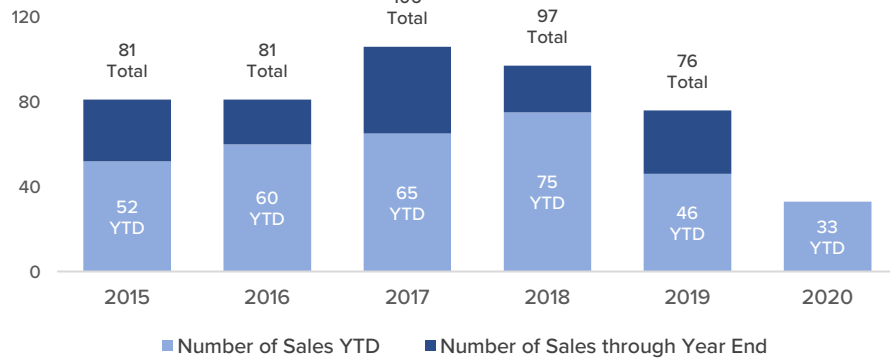


### 12 Month Moving Average of Sale Price per SF - Office

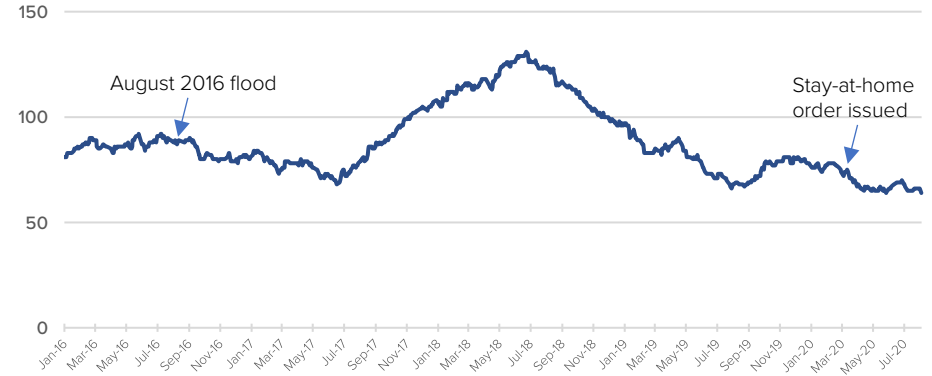


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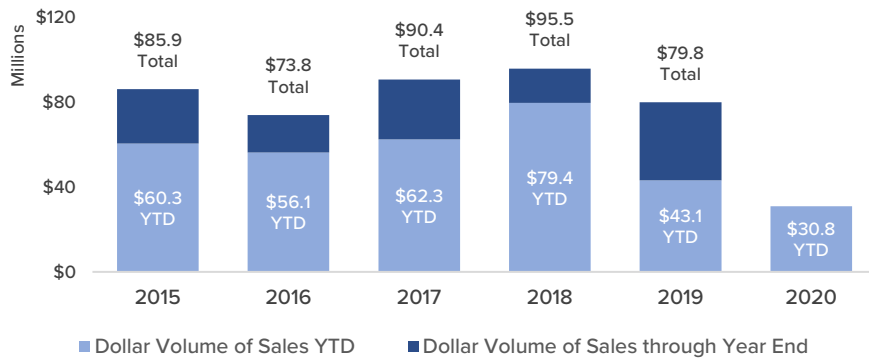
### Number of Sales per Year - Land



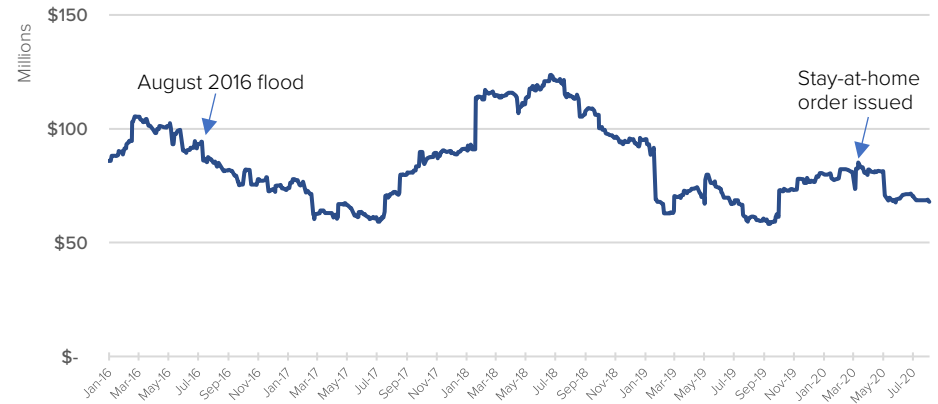
### 12 Month Moving Number of Sales - Land



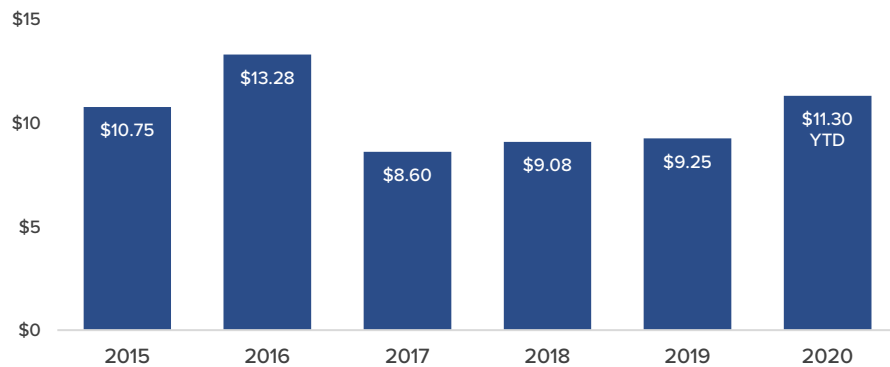
### Dollar Volume of Sales per Year - Land



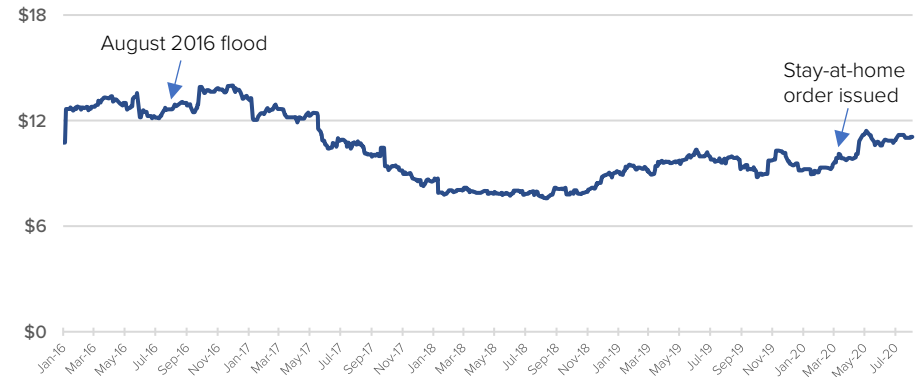
### 12 Month Moving Sum of Dollar Volume of Sales - Land



### Average Sale Price per SF per Year - Land



### 12 Month Moving Average of Sale Price per SF - Land



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