

## September 2020

Louisiana moved forward to Phase 3 of reopening on September 11. The number of all commercial property transactions is still lower than the year to date total compared to the previous five years.

During the first eight months of 2020, the office sector had seen an overall decrease in activity. Compared to August, the number of office sales in September has increased by 33%, and total dollar volume has increased by 49%.

Multifamily and land sales figures remain significantly lower than the average year to date over the last five years.

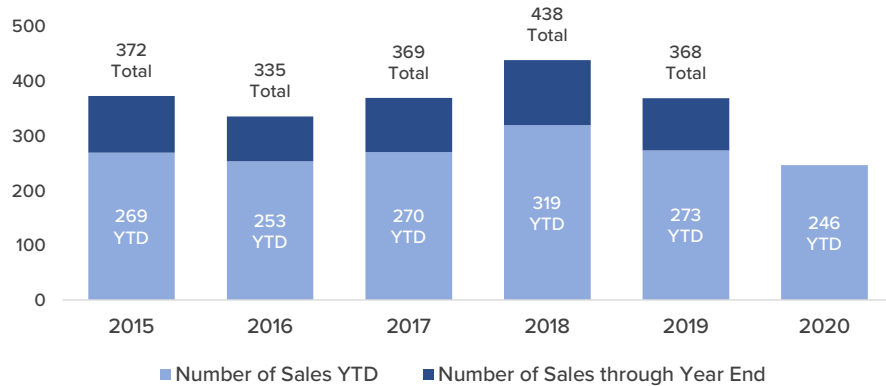
Industrial sales figures have continued to increase throughout August and September, and the total number of retail transactions is 13.4% higher than the previous 5-year high in 2018.

## Activity at a Glance

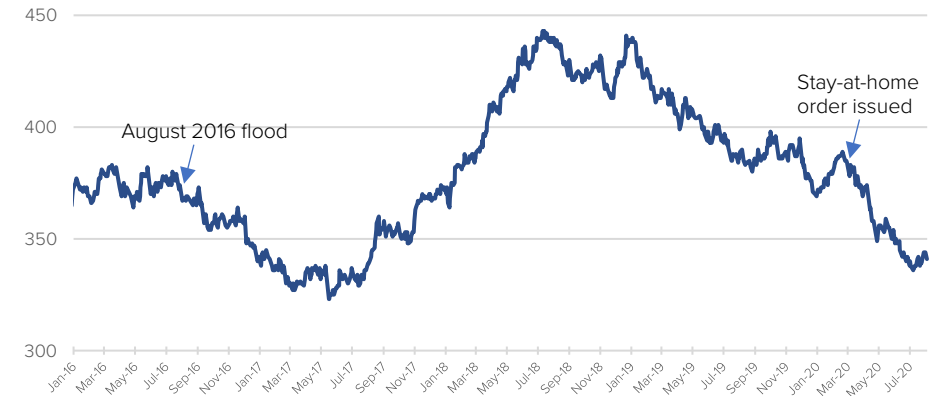
We take the current Year To Date (2020) statistics and compare them with the average YTD figures over the prior 5 years (2015-2019). This gives us a clearer picture of how the market is performing without the noise created by year over year volatility.

	# of Sales YTD	\$ Volume of Sales YTD
ALL COMMERCIAL	<b>-11.13%</b>	<b>-45.25%</b>
MULTIFAMILY	<b>-24.81%</b>	<b>-78.83%</b>
INDUSTRIAL	<b>+4.91%</b>	<b>+14.43%</b>
RETAIL	<b>+35.71%</b>	<b>+4.38%</b>
OFFICE	<b>-4.39%</b>	<b>-11.77%</b>
LAND	<b>-47.60%</b>	<b>-52.20%</b>

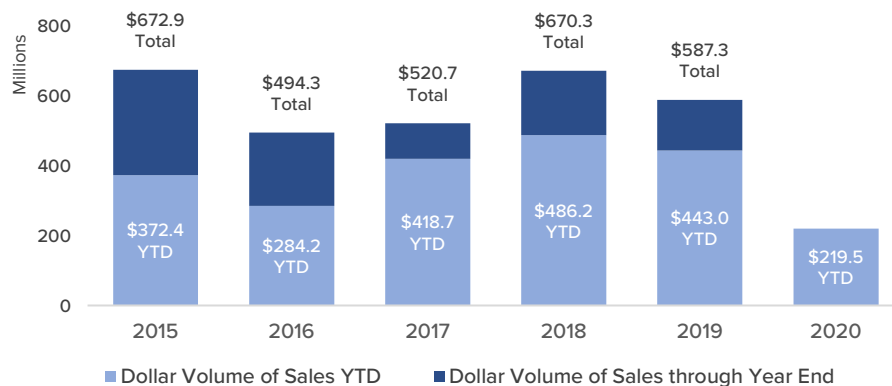
Number of Sales per Year - All Commercial



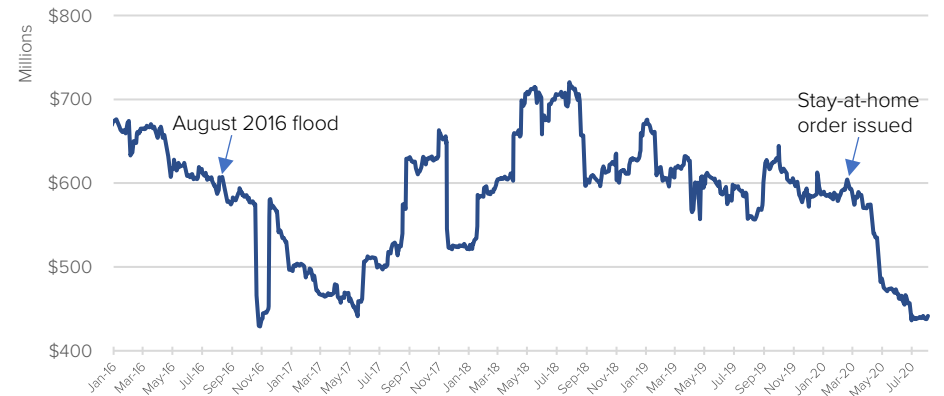
12 Month Moving Number of Sales - All Commercial



Dollar Volume of Sales per Year - All Commercial

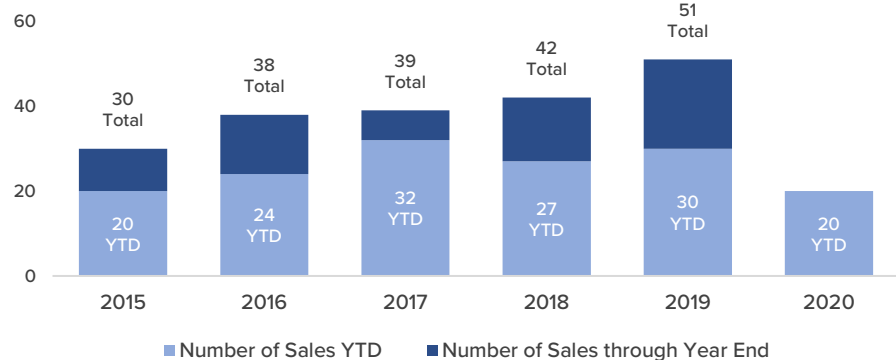


12 Month Moving Sum of Dollar Volume of Sales - All Commercial

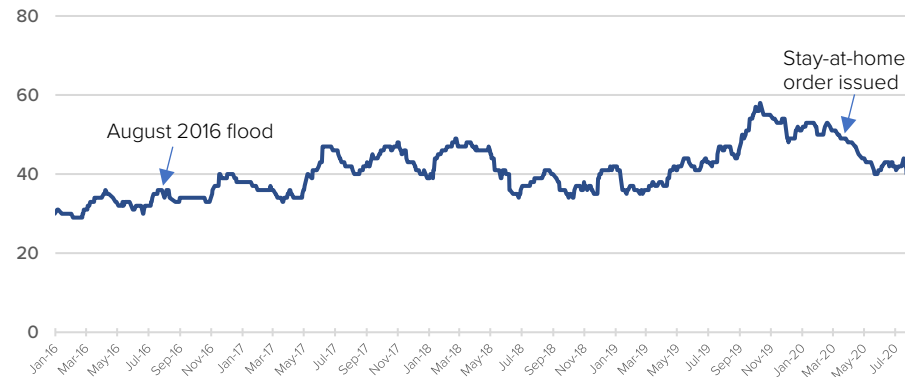


Source: Elfin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

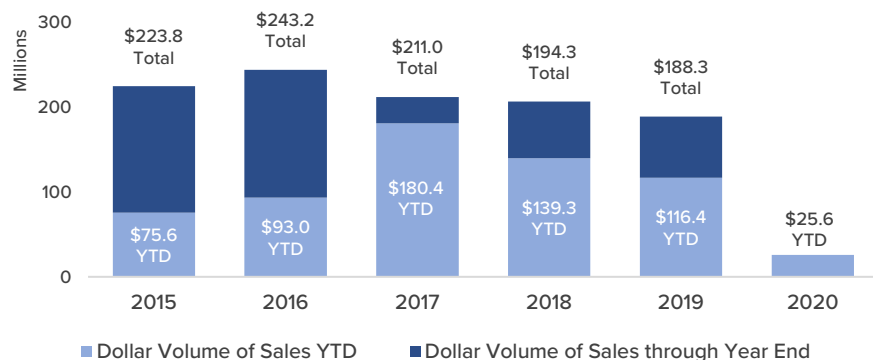
### Number of Sales per Year - Multifamily



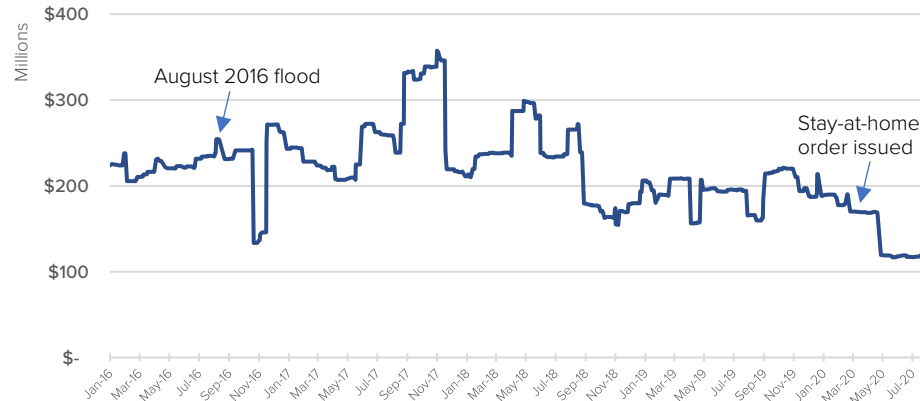
### 12 Month Moving Number of Sales - Multifamily



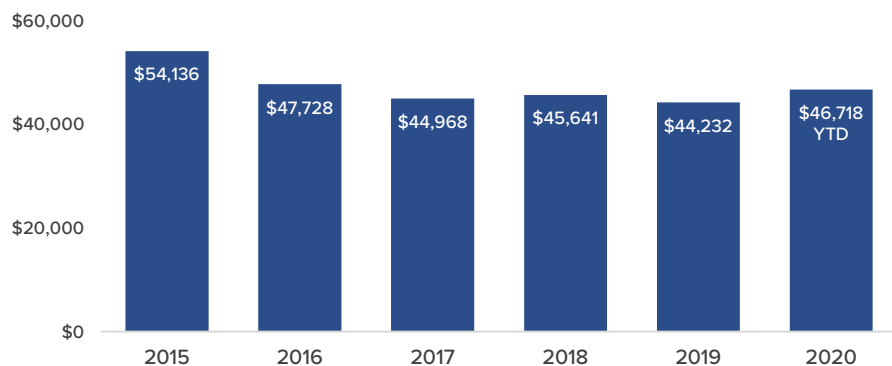
### Dollar Volume of Sales per Year - Multifamily



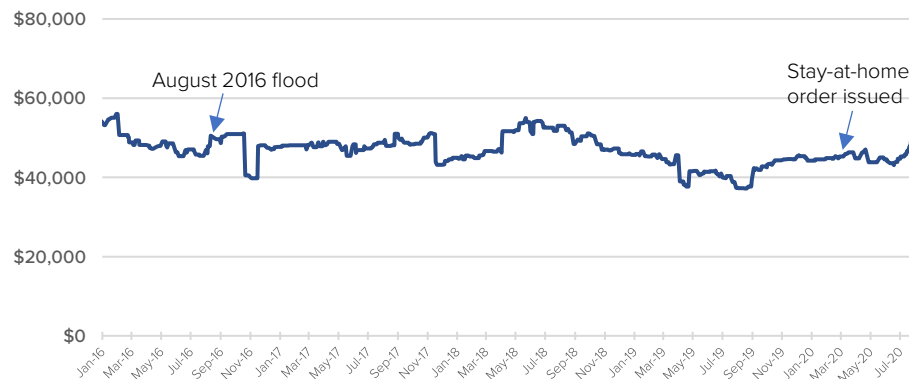
### 12 Month Moving Sum of Dollar Volume of Sales - Multifamily



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

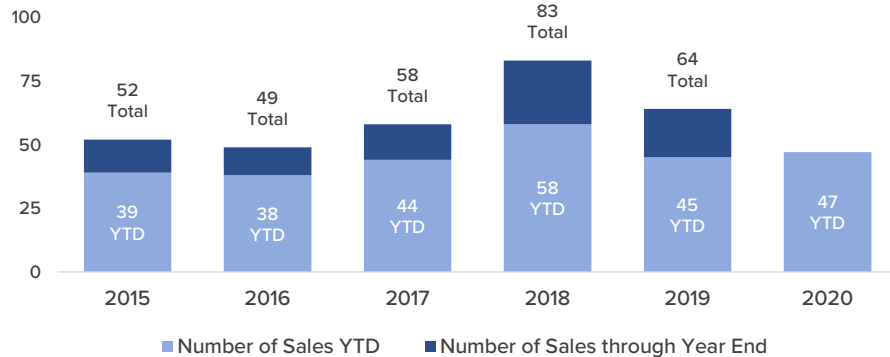


### 12 Month Moving Average of Sale Price per Unit - Multifamily



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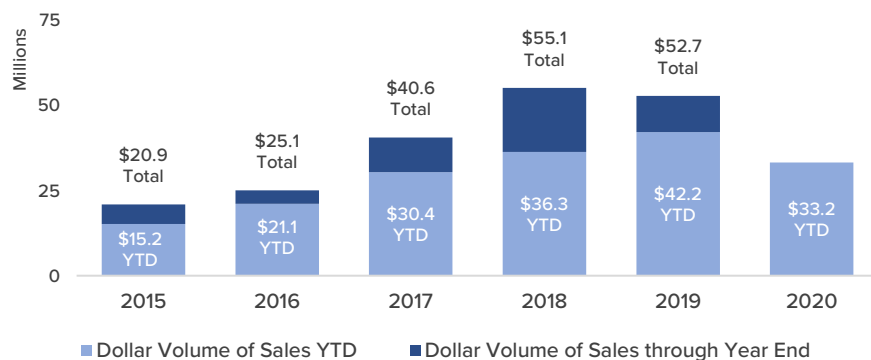
### Number of Sales per Year - Industrial



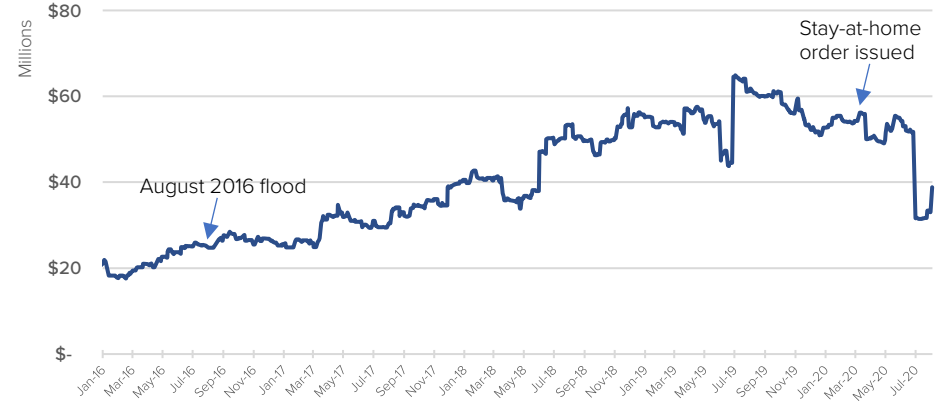
### 12 Month Moving Number of Sales - Industrial



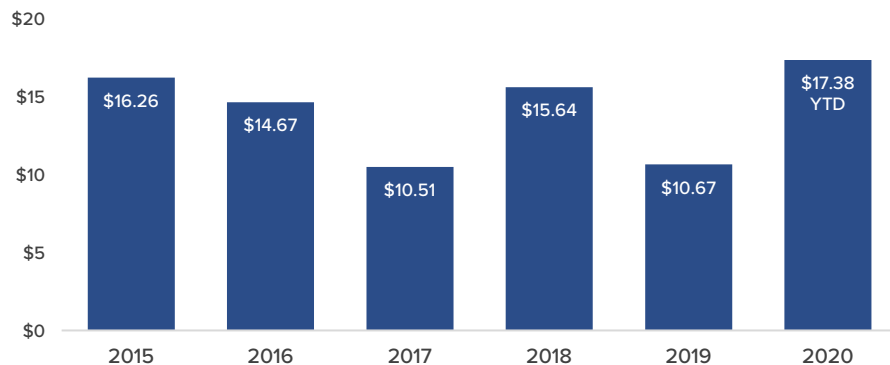
### Dollar Volume of Sales per Year - Industrial



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



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

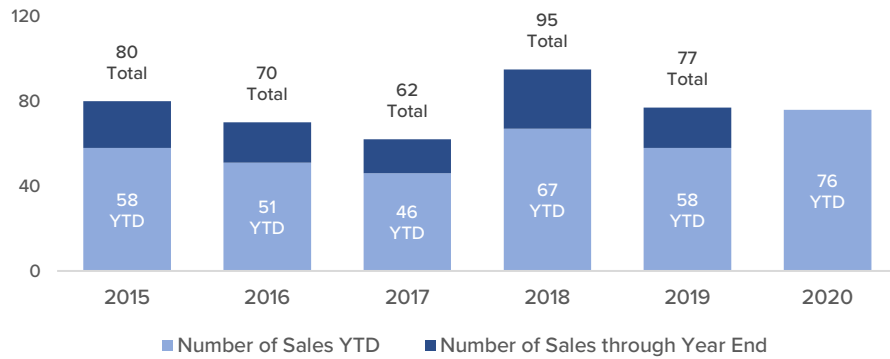


### 12 Month Moving Average of Sale Price per SF - Industrial

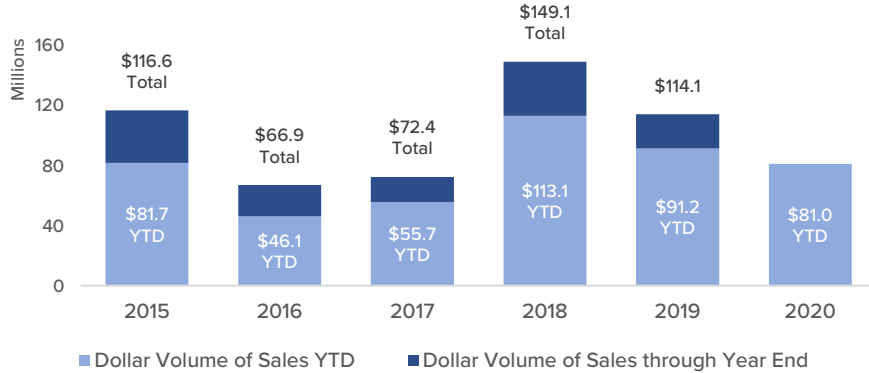


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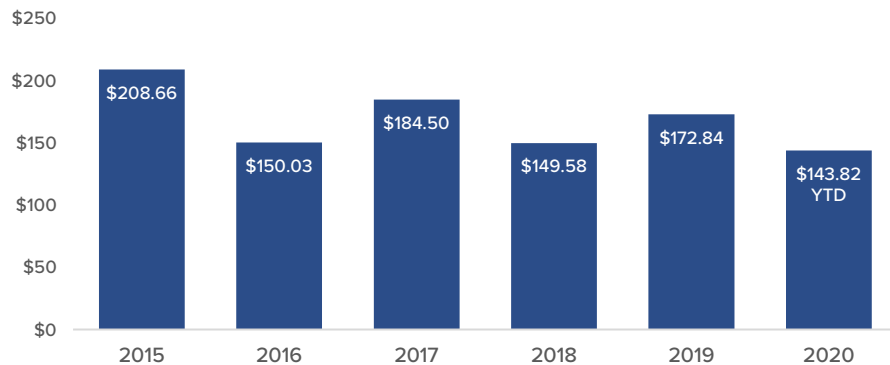
### Number of Sales per Year - Retail



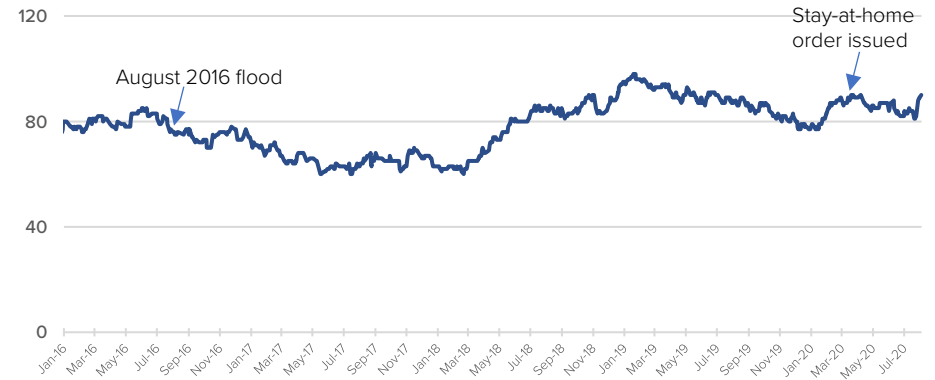
### Dollar Volume of Sales per Year - Retail



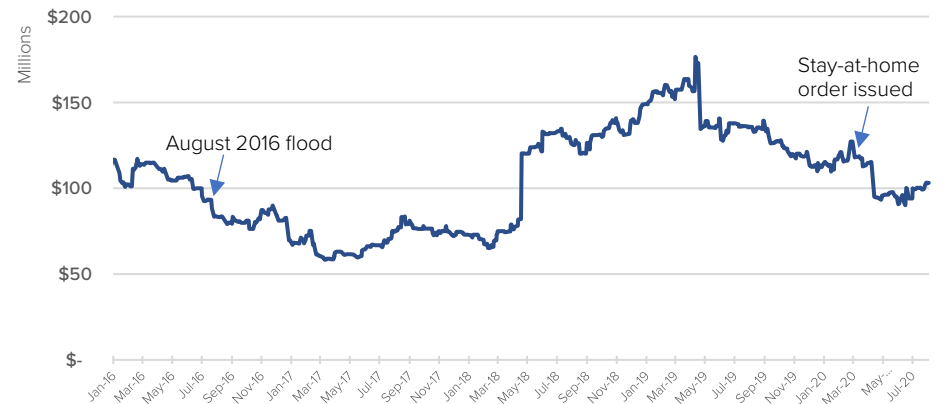
### Average Sale Price per SF per Year - Retail



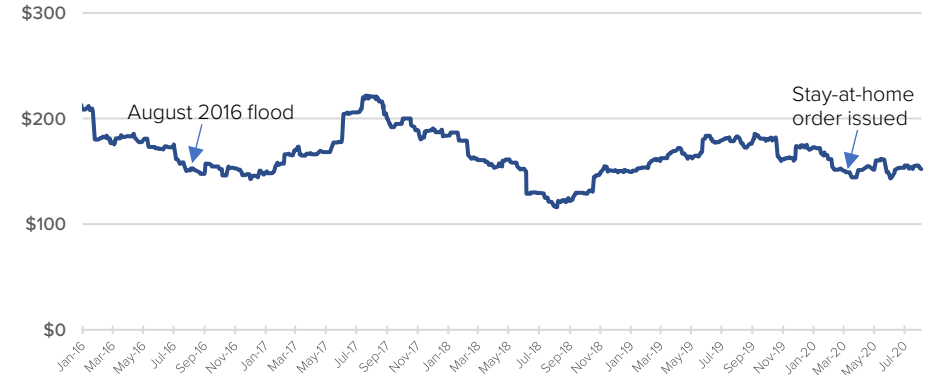
### 12 Month Moving Number of Sales - Retail



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

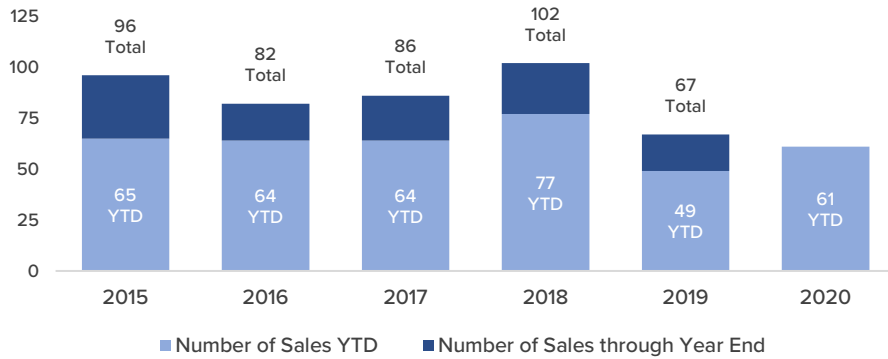


### 12 Month Moving Average of Sale Price per SF - Retail



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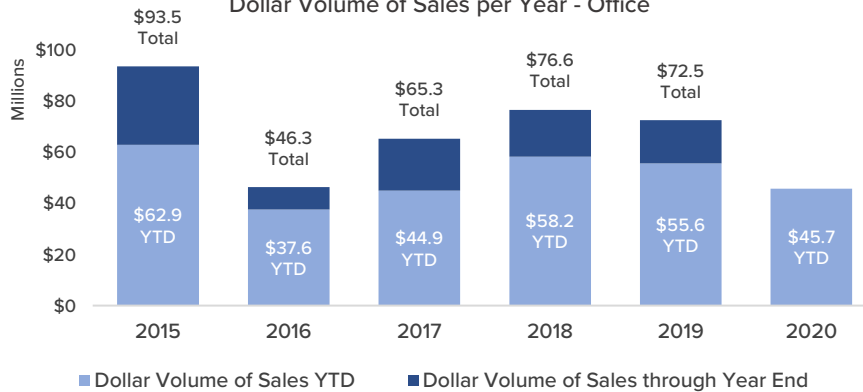
### Number of Sales per Year - Office



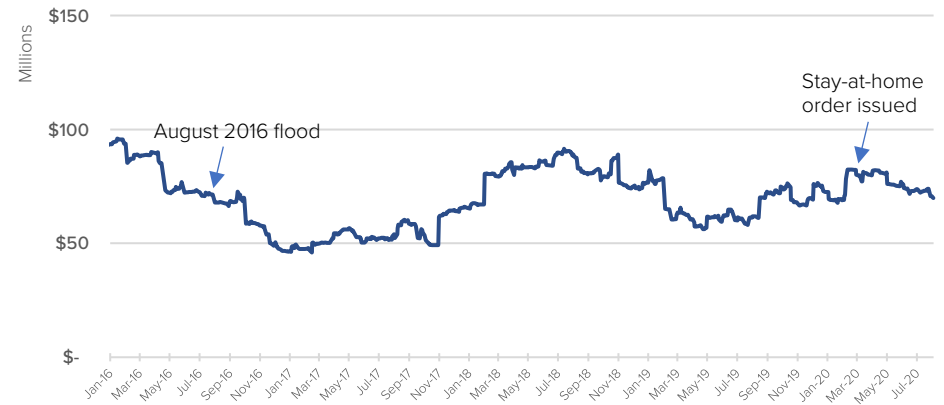
### 12 Month Moving Number of Sales - Office



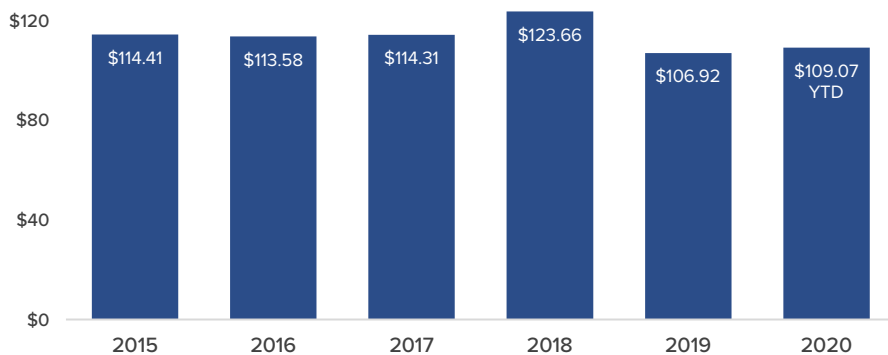
### Dollar Volume of Sales per Year - Office



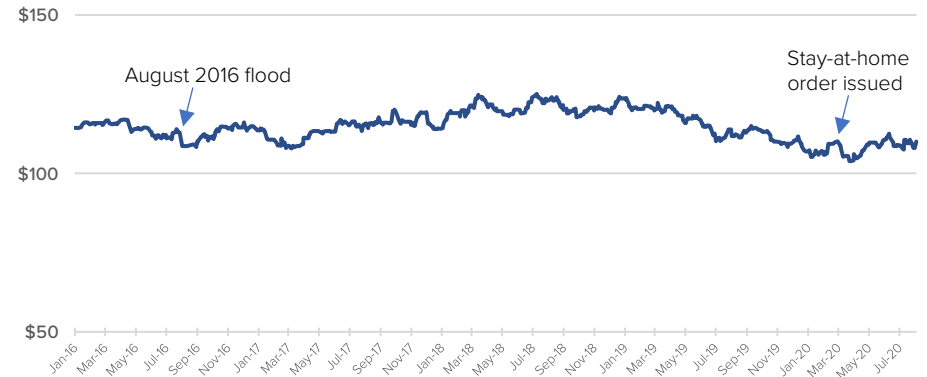
### 12 Month Moving Sum of Dollar Volume of Sales - Office



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

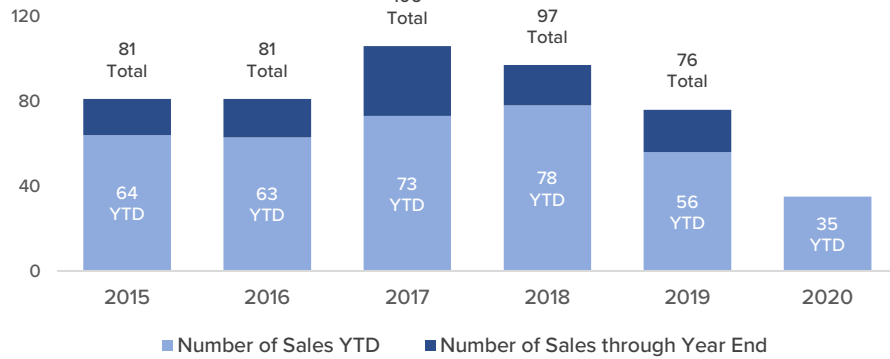


### 12 Month Moving Average of Sale Price per SF - Office

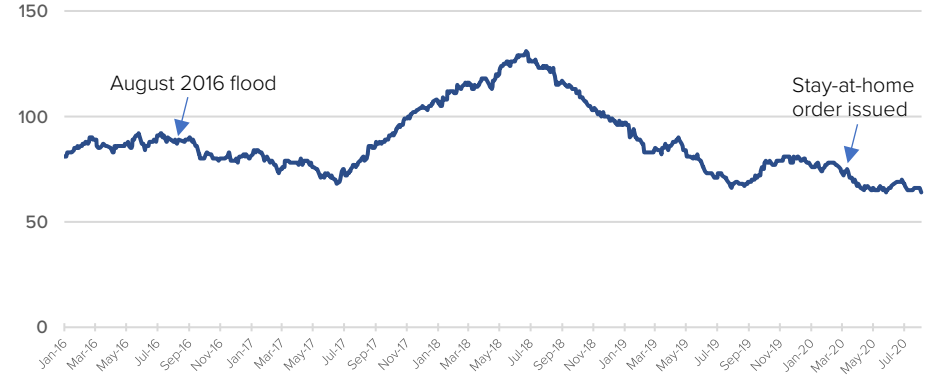


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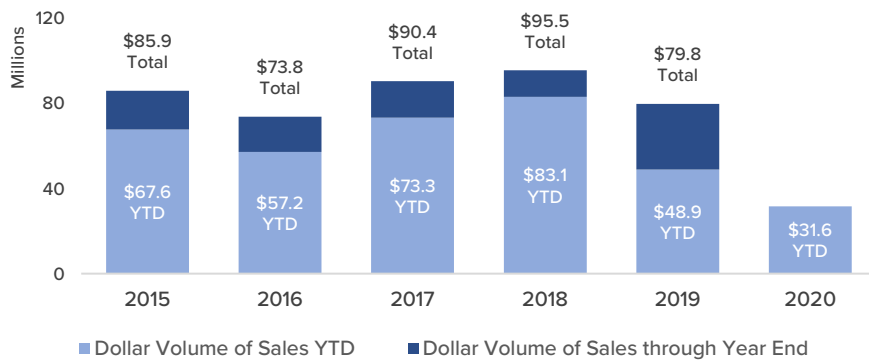
### Number of Sales per Year - Land



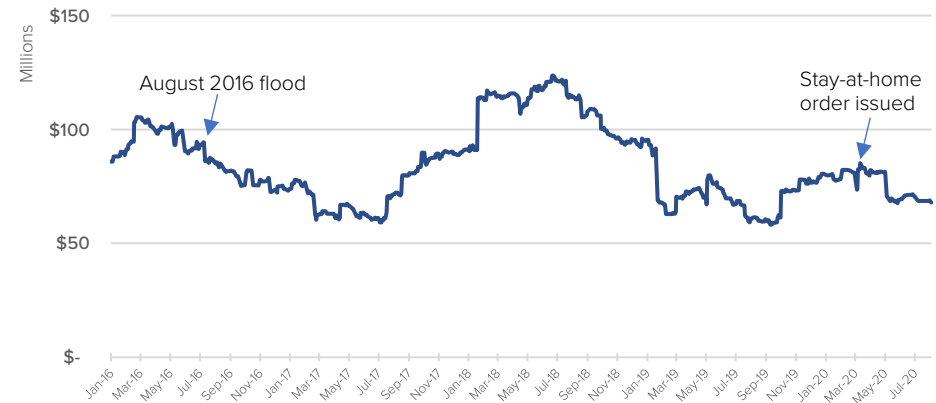
### 12 Month Moving Number of Sales - Land



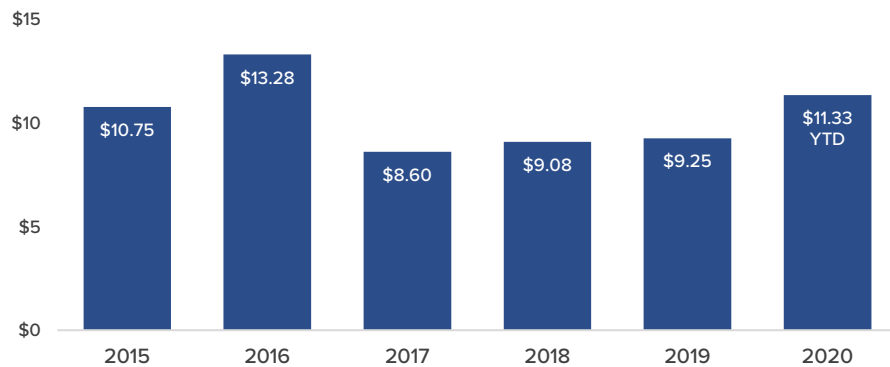
### Dollar Volume of Sales per Year - Land



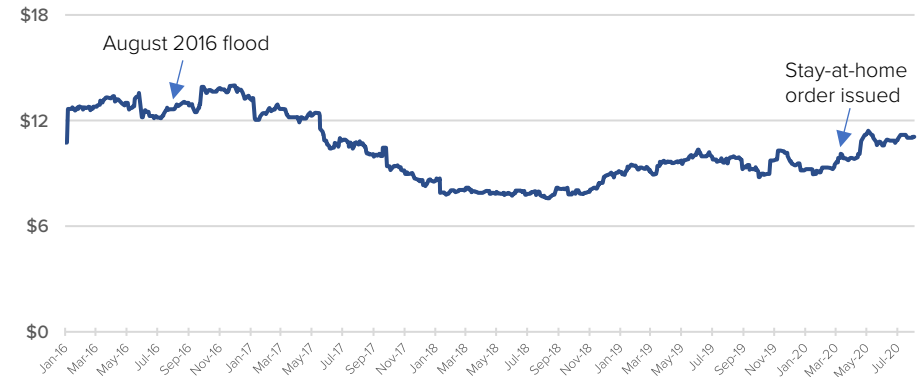
### 12 Month Moving Sum of Dollar Volume of Sales - Land



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



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



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