

October 2020

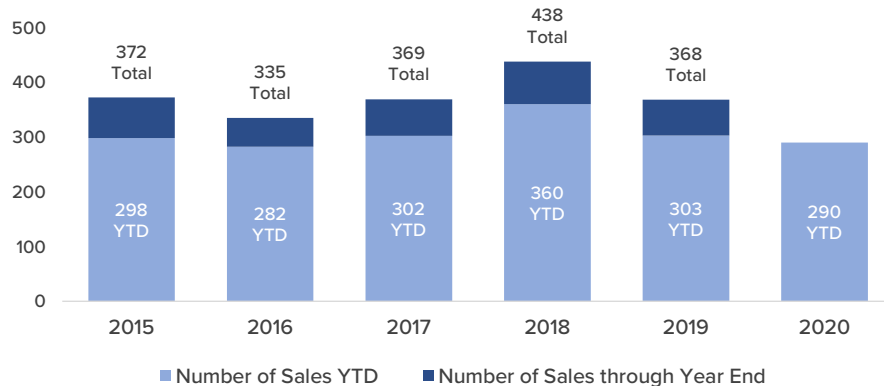
- Louisiana remained in Phase 3 of reopening throughout the month of October. The number of commercial property sales was up 57% month over month, with 44 sales in October 2020 compared with 28 sales in September 2020.
- While we have seen a decrease in activity overall and across the multifamily, office, and land sectors, the average price per SF/unit has either remained steady or increased. The number of sales and transaction volume may be down, but we are yet to see any downward trend in pricing.
- The average industrial sale price per SF is 7.4% higher than the previous 5-year high in 2015.
- Office sales volume figures in September and October are the highest we've seen since the governor's stay at home order was issued. (\$4.9 million monthly sales volume in March 2020, compared to \$6.3 in September 2020 and \$5.7 in October 2020). Monthly sales volume in April through August averaged \$3.2 million.
- The retail sector continues to thrive throughout 2020, and the total number of retail transactions is 12.8% 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	-6.15%	-32.94%
MULTIFAMILY	-28.13%	-54.24%
INDUSTRIAL	+2.82%	+10.01%
RETAIL	+40.13%	+6.78%
OFFICE	-2.78%	-16.47%
LAND	-37.50%	-42.37%

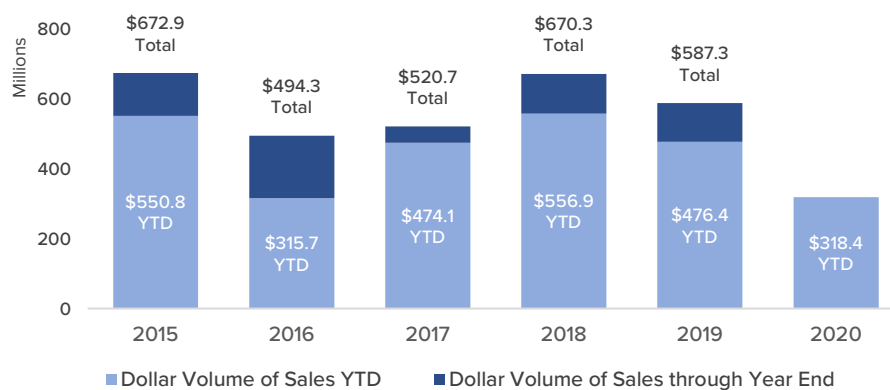
Number of Sales per Year - All Commercial



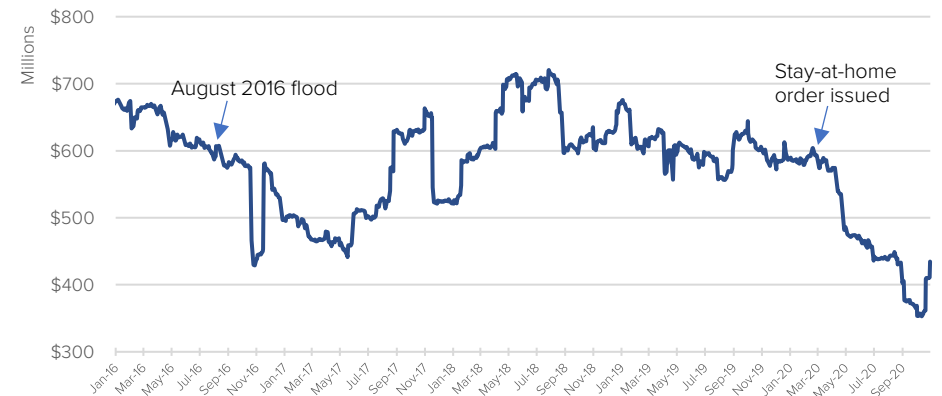
12 Month Moving Number of Sales - All Commercial



Dollar Volume of Sales per Year - All Commercial

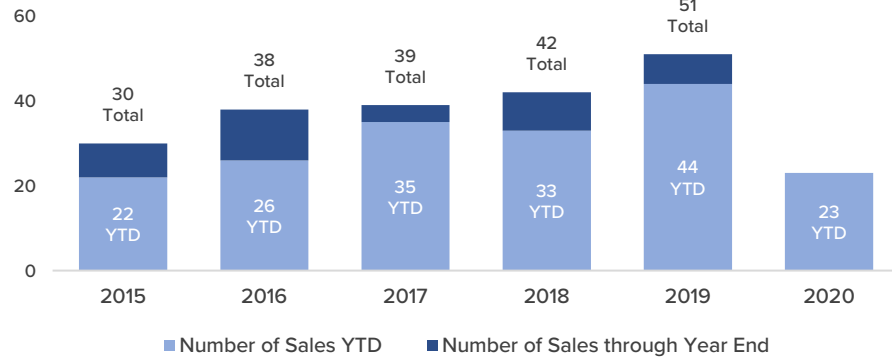


12 Month Moving Sum of Dollar Volume of Sales - All Commercial

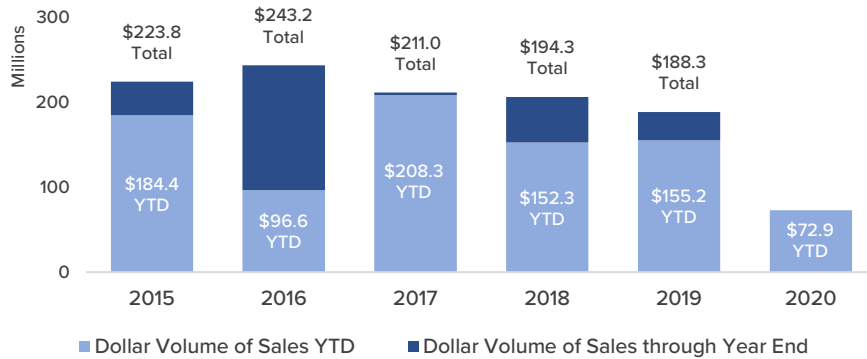


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

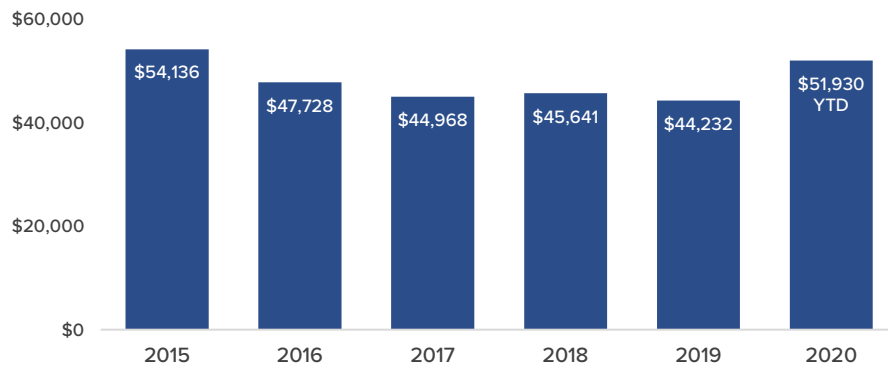
Number of Sales per Year - Multifamily



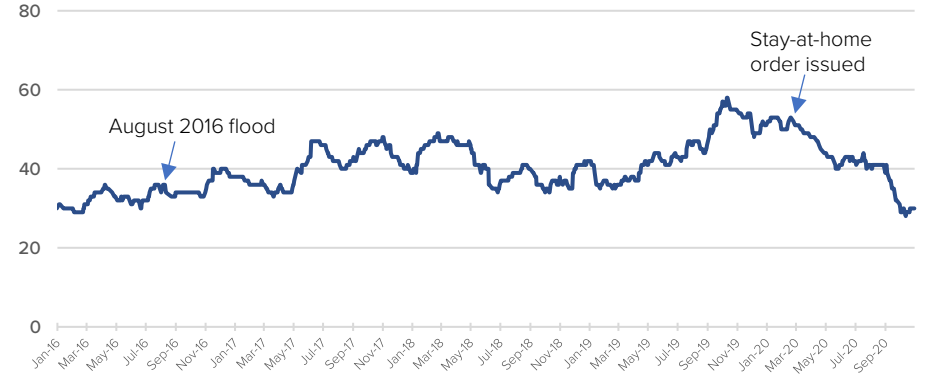
Dollar Volume of Sales per Year - Multifamily



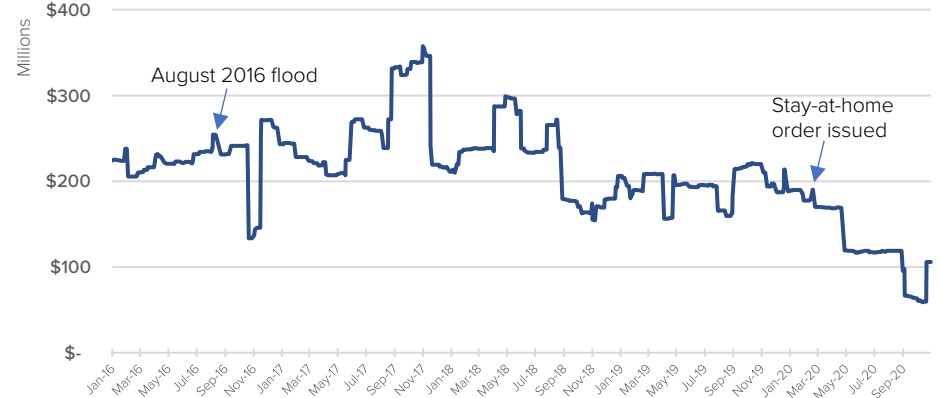
Average Sale Price per Unit per Year - Multifamily



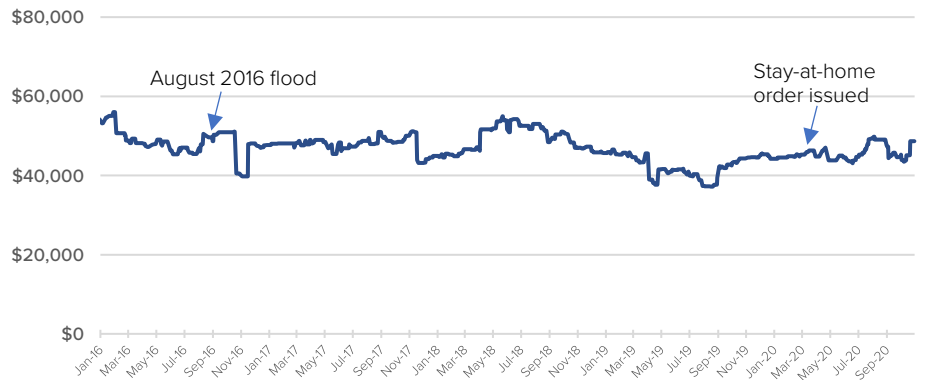
12 Month Moving Number of Sales - Multifamily



12 Month Moving Sum of Dollar Volume of Sales - Multifamily

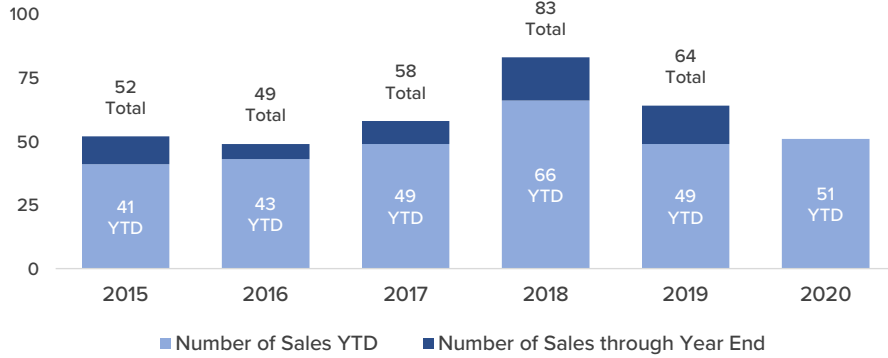


12 Month Moving Average of Sale Price per Unit - Multifamily

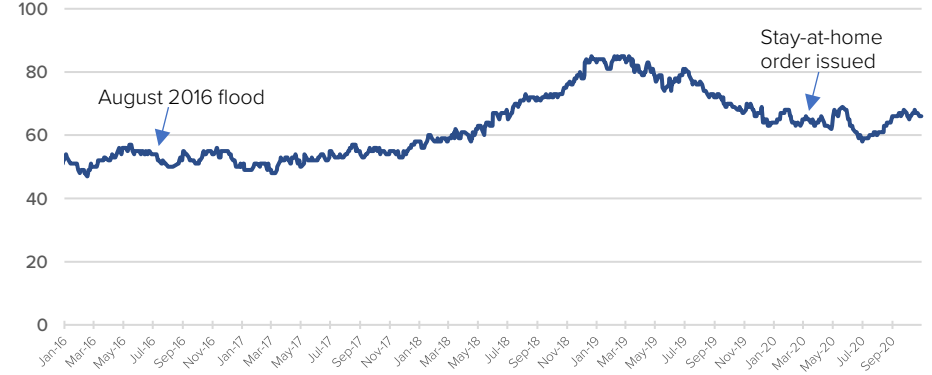


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

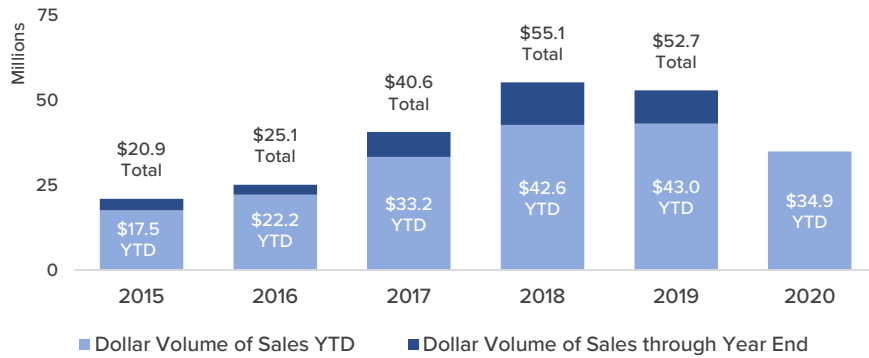
Number of Sales per Year - Industrial



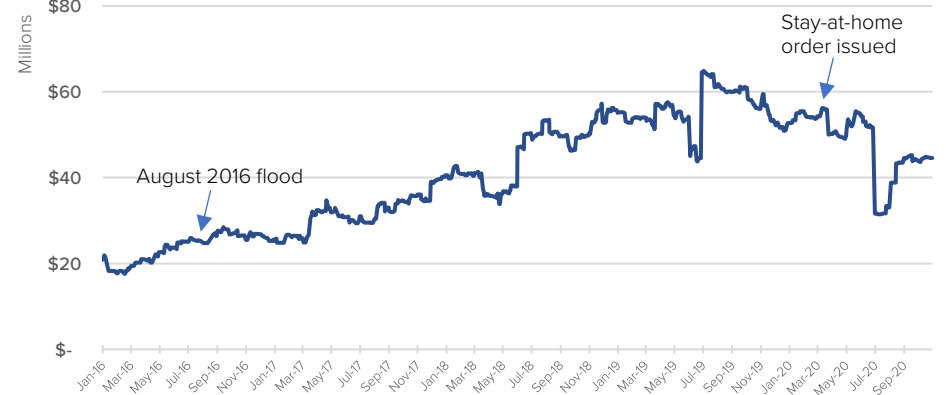
12 Month Moving Number of Sales - Industrial



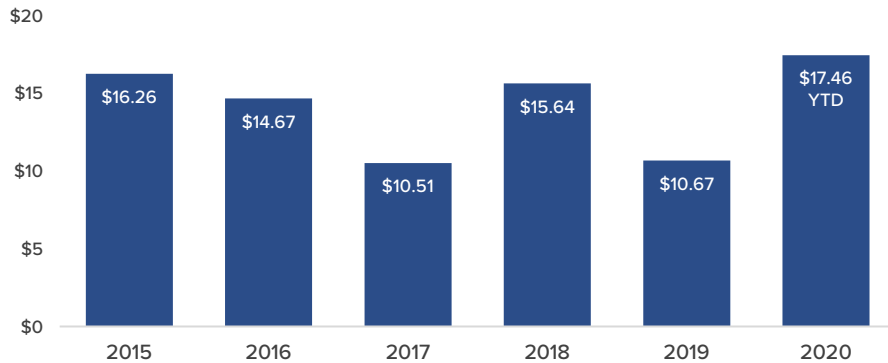
Dollar Volume of Sales per Year - Industrial



12 Month Moving Sum of Dollar Volume of Sales - Industrial



Average Sale Price per SF per Year - Industrial

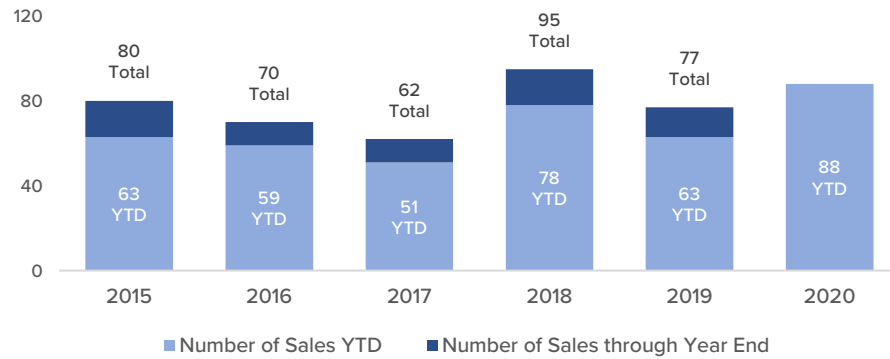


12 Month Moving Average of Sale Price per SF - Industrial

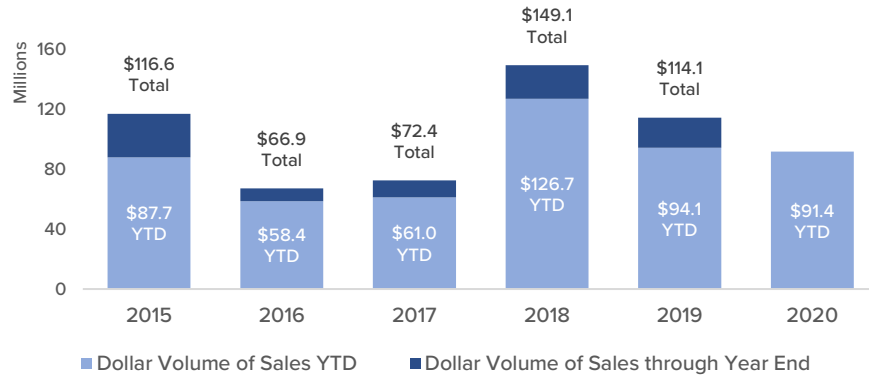


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

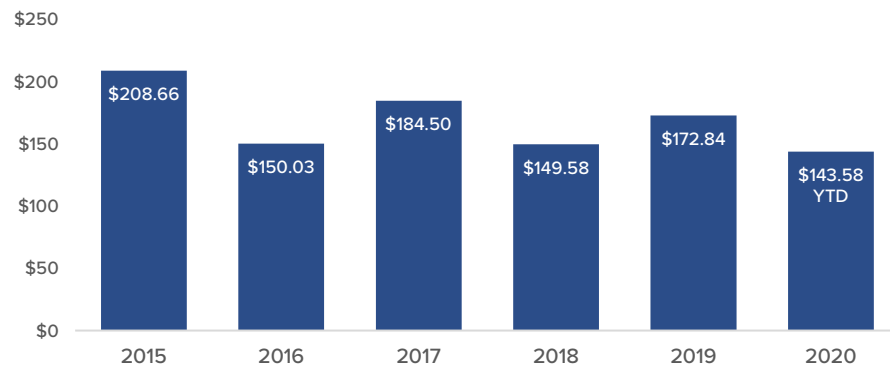
Number of Sales per Year - Retail



Dollar Volume of Sales per Year - Retail



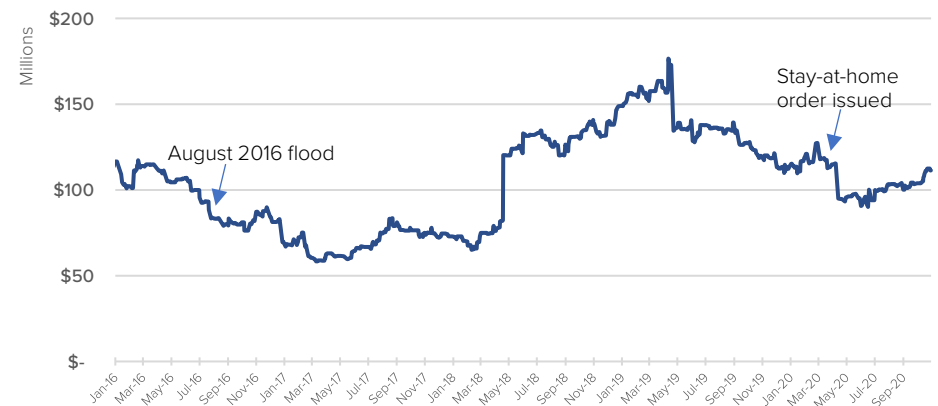
Average Sale Price per SF per Year - Retail



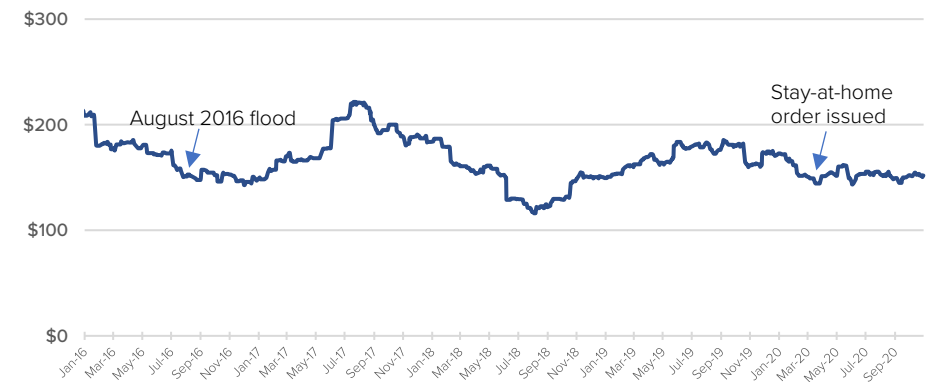
12 Month Moving Number of Sales - Retail



12 Month Moving Sum of Dollar Volume of Sales - Retail

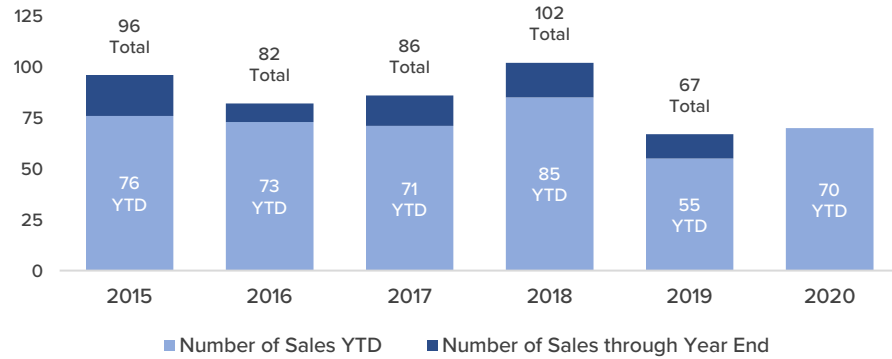


12 Month Moving Average of Sale Price per SF - Retail



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.

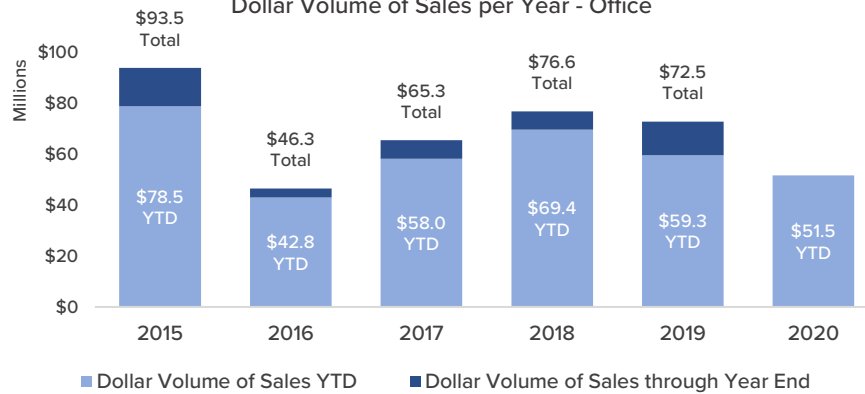
Number of Sales per Year - Office



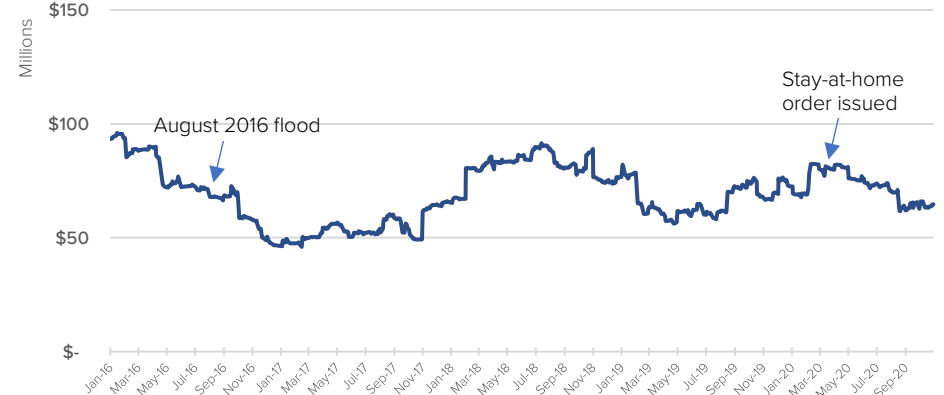
12 Month Moving Number of Sales - Office



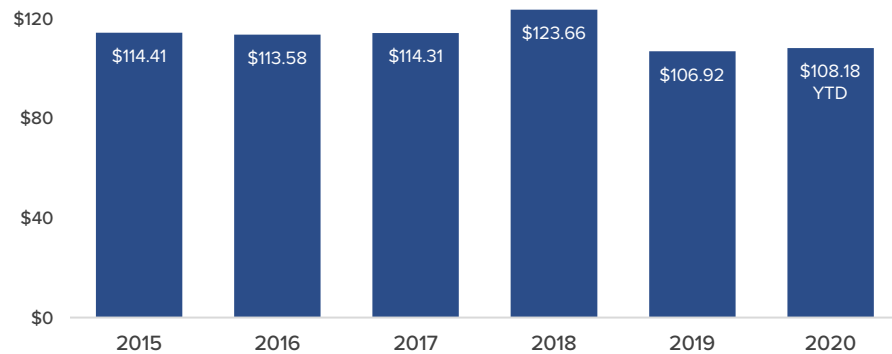
Dollar Volume of Sales per Year - Office



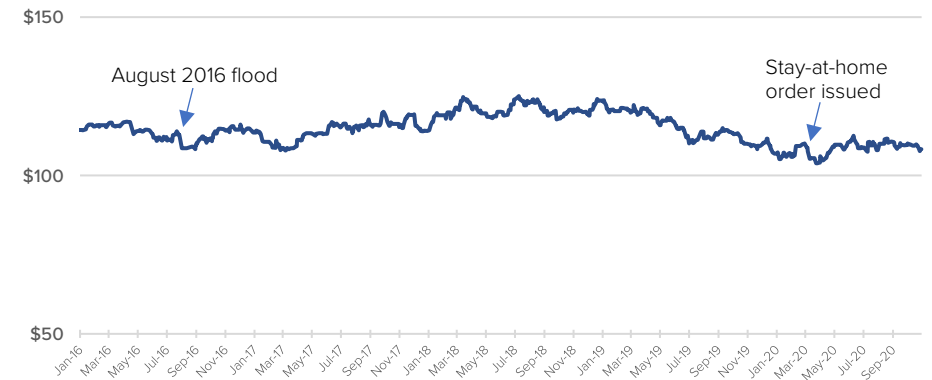
12 Month Moving Sum of Dollar Volume of Sales - Office



Average Sale Price per SF per Year - Office

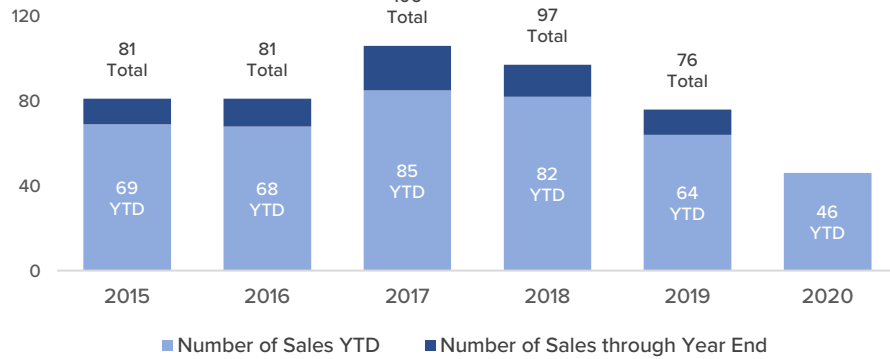


12 Month Moving Average of Sale Price per SF - Office

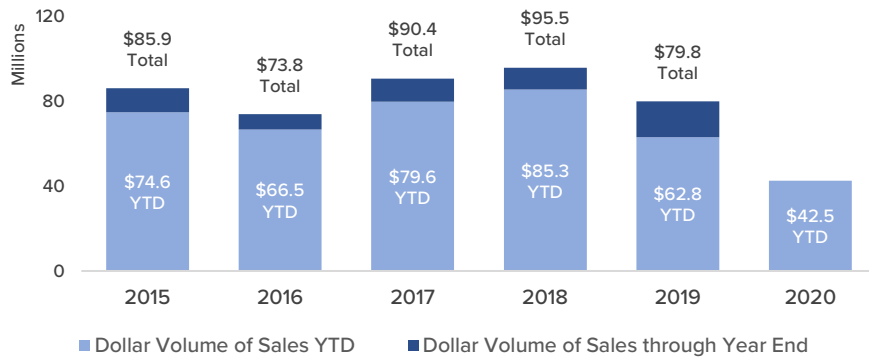


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

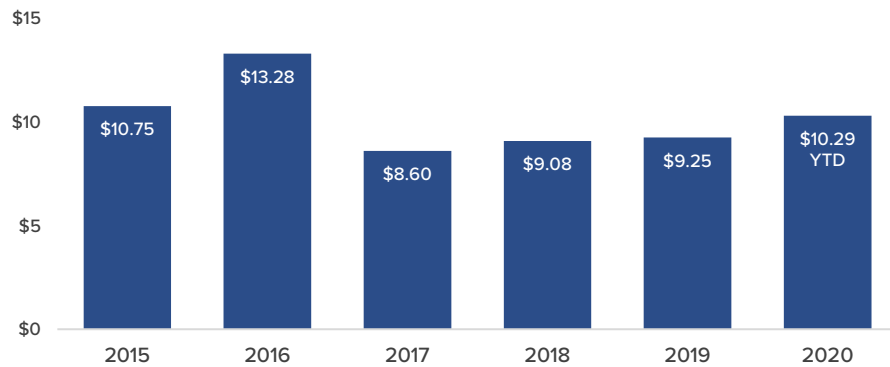
Number of Sales per Year - Land



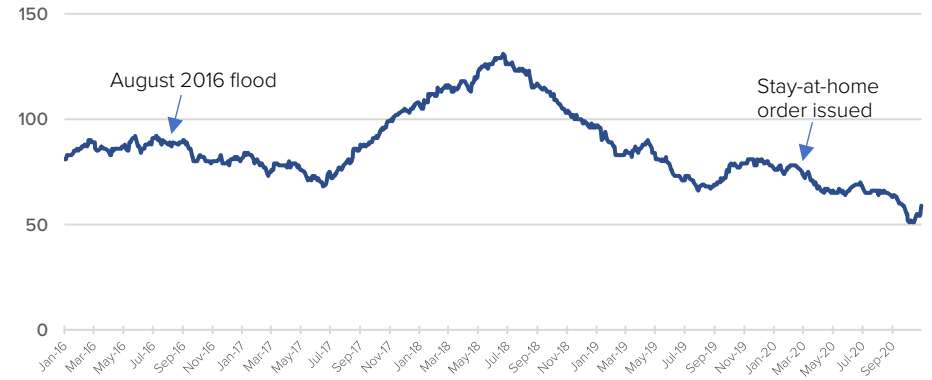
Dollar Volume of Sales per Year - Land



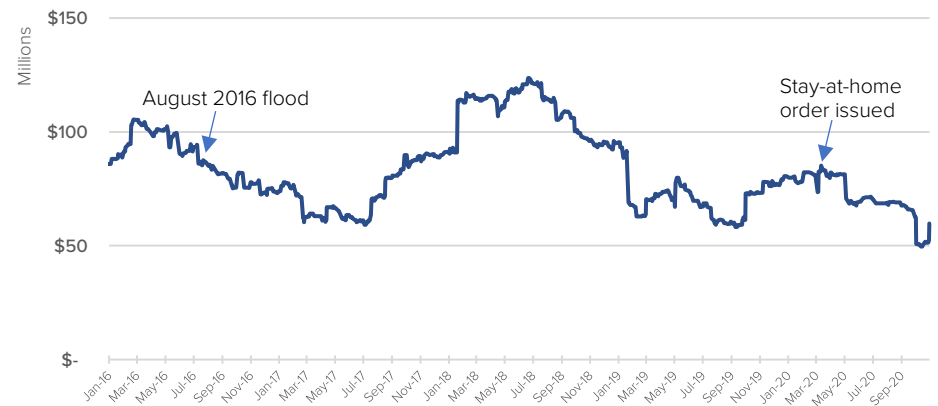
Average Sale Price per SF per Year - Land



12 Month Moving Number of Sales - Land



12 Month Moving Sum of Dollar Volume of Sales - Land



12 Month Moving Average of Sale Price per SF - Land



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.

The commercial real estate agents at Elifin Realty are specialized in their field. They spend 100% of their time making deals, researching trends, and talking with principals within their speciality. When you work with Elifin, you work directly with the market expert.



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