

## November 2020

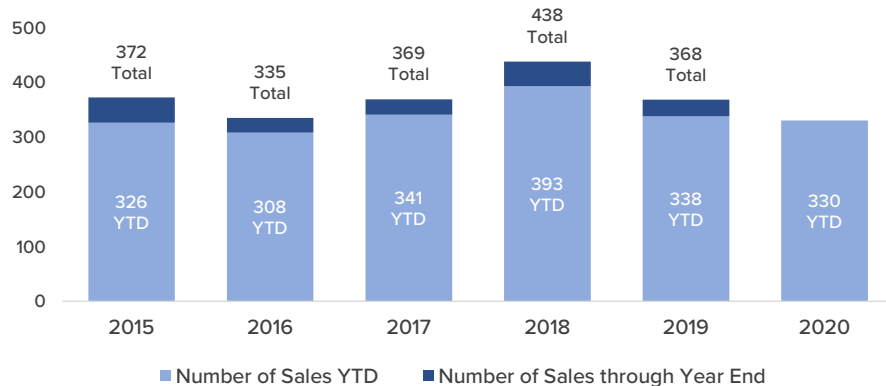
- The number of all commercial sales is in line with the historical average at 330 YTD 2020 (down only -3.28% from the average YTD over the last 5 years).
- Dollar volume of all commercial sales is at a 5-year low at \$369.6 million YTD 2020 (down -31.25% from the average YTD over the last 5 years).
- Land sale volume in the month of November alone makes up 39% of the current YTD (\$26.88 million in November, \$69.38 million YTD 2020)
- The retail sector continues to report a high number of transactions throughout 2020 (current YTD number of transactions is 15.5% higher than the previous 5-year high in 2018).
- Multifamily dollar volume is markedly lower than previous years with \$80.2 million YTD 2020 (down -58.64% from the average YTD over the last 5 years).
- While the office sector reports lower than average transaction volume, the average price per SF remains in line with historical data over the last five years.

## 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>-3.28%</b>	<b>-31.25%</b>
MULTIFAMILY	<b>-22.22%</b>	<b>-58.64%</b>
INDUSTRIAL	<b>+1.82%</b>	<b>+1.54%</b>
RETAIL	<b>+40.58%</b>	<b>+7.23%</b>
OFFICE	<b>-4.58%</b>	<b>-16.54%</b>
LAND	<b>-25.93%</b>	<b>-12.78%</b>

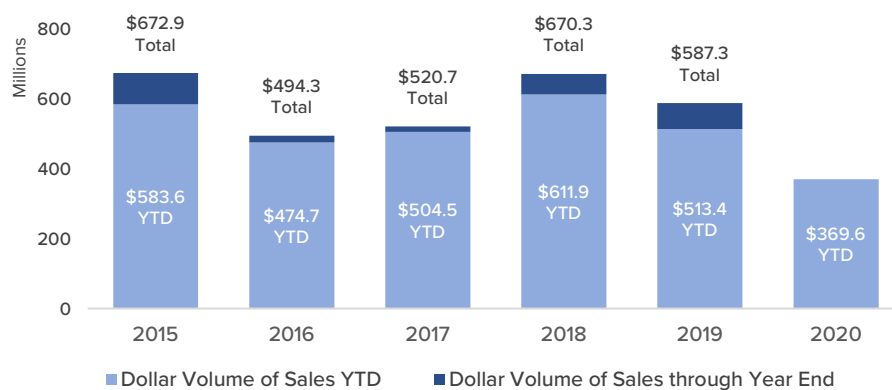
Number of Sales per Year - All Commercial



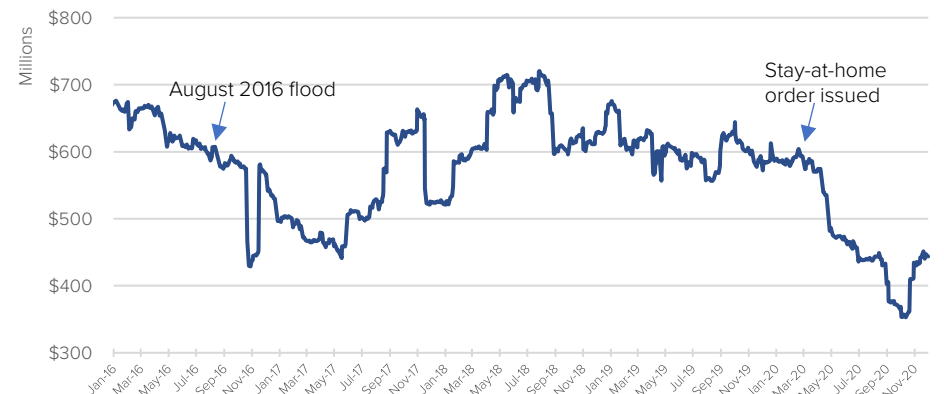
12 Month Moving Number of Sales - All Commercial



Dollar Volume of Sales per Year - All Commercial

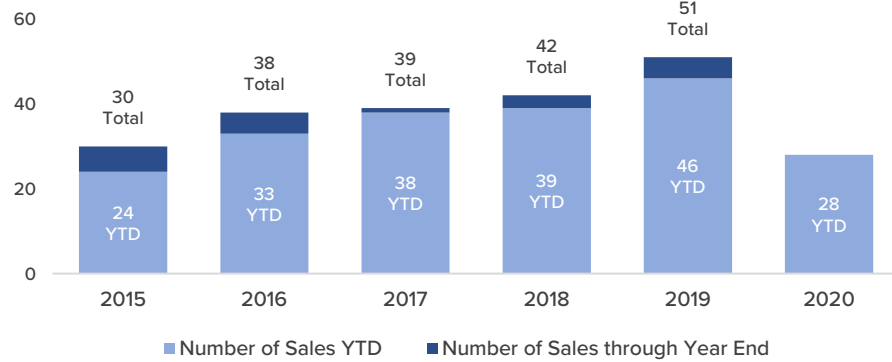


12 Month Moving Sum of Dollar Volume of Sales - All Commercial

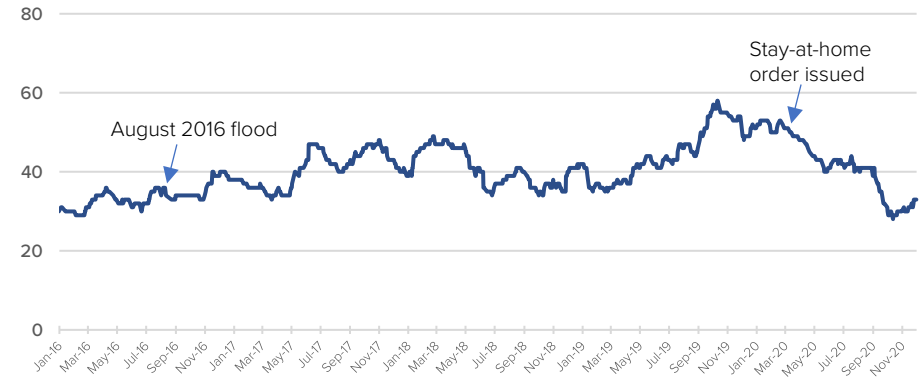


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

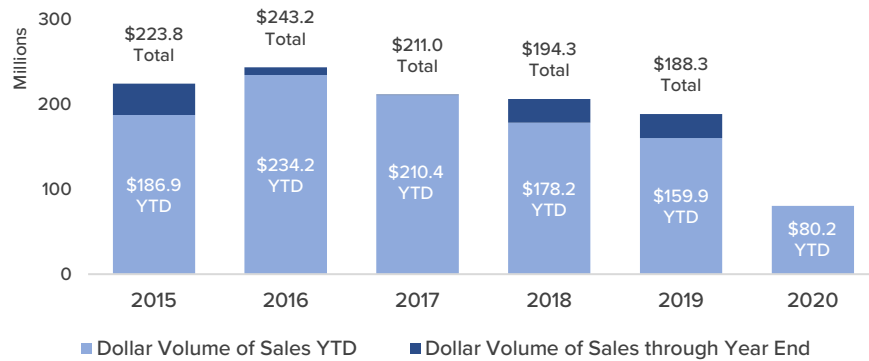
### Number of Sales per Year - Multifamily



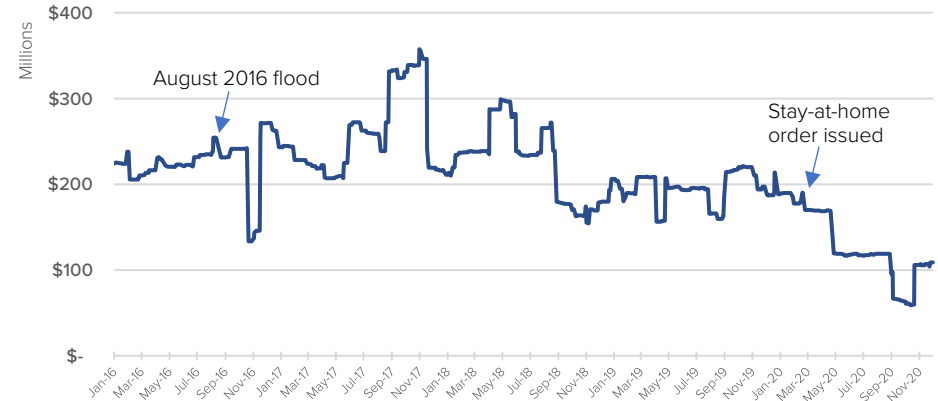
### 12 Month Moving Number of Sales - Multifamily



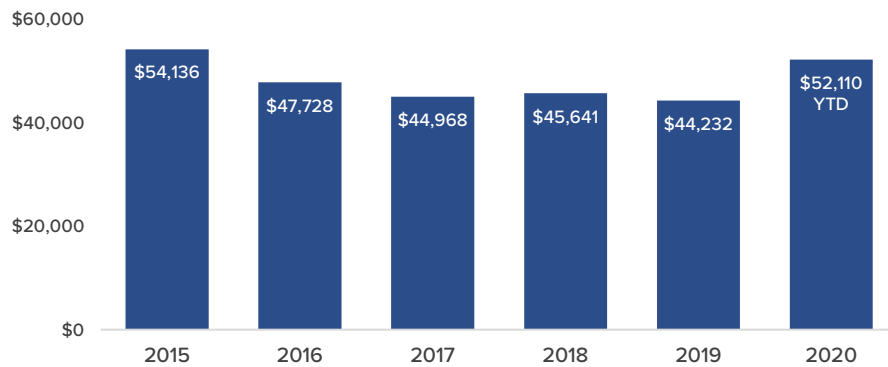
### Dollar Volume of Sales per Year - Multifamily



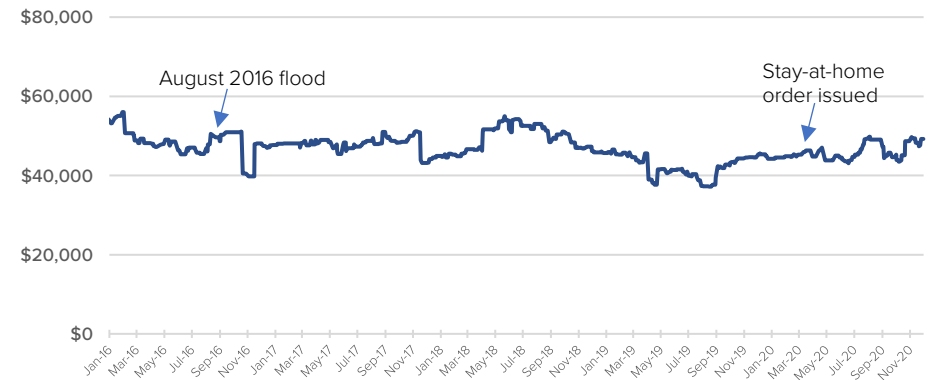
### 12 Month Moving Sum of Dollar Volume of Sales - Multifamily



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

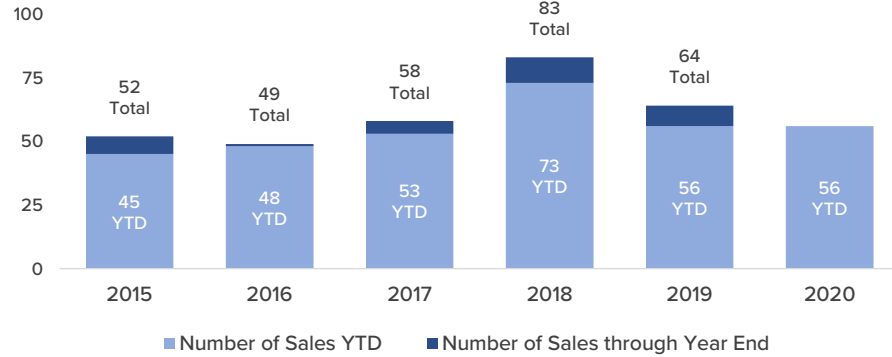


### 12 Month Moving Average of Sale Price per Unit - Multifamily

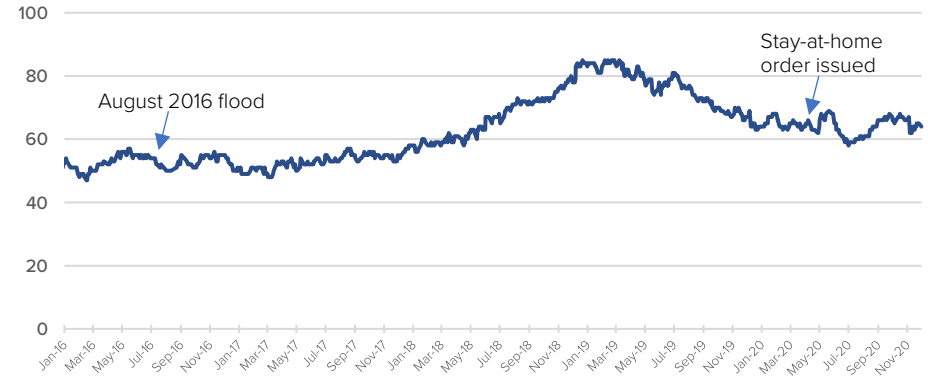


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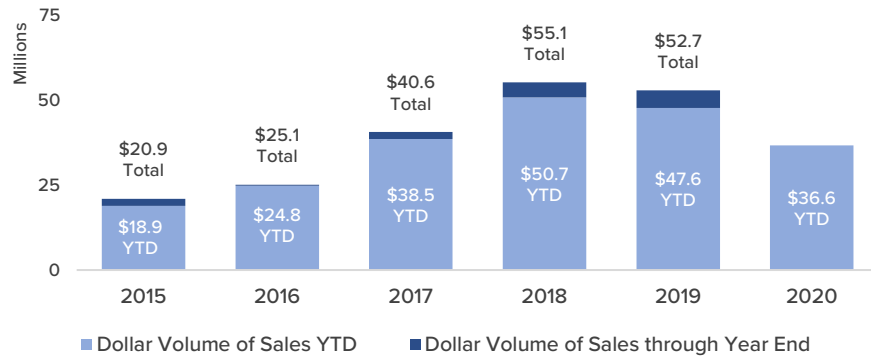
### Number of Sales per Year - Industrial



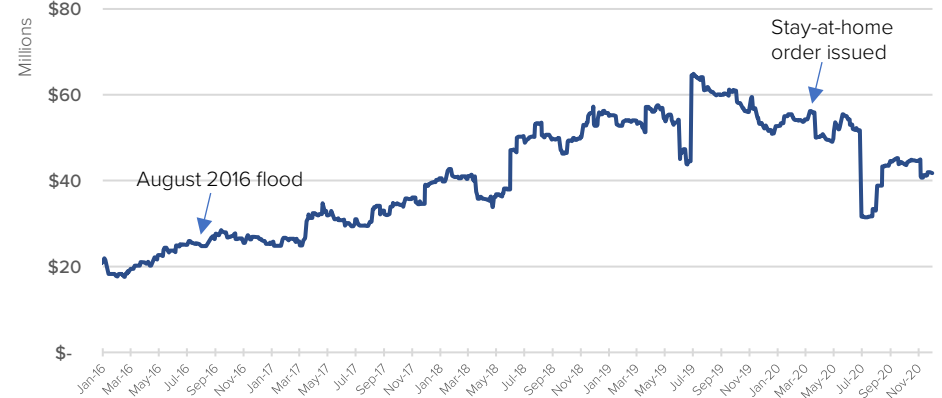
### 12 Month Moving Number of Sales - Industrial



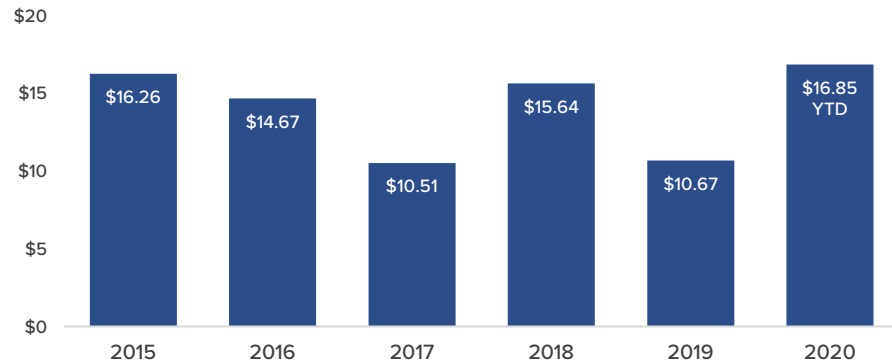
### Dollar Volume of Sales per Year - Industrial



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



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

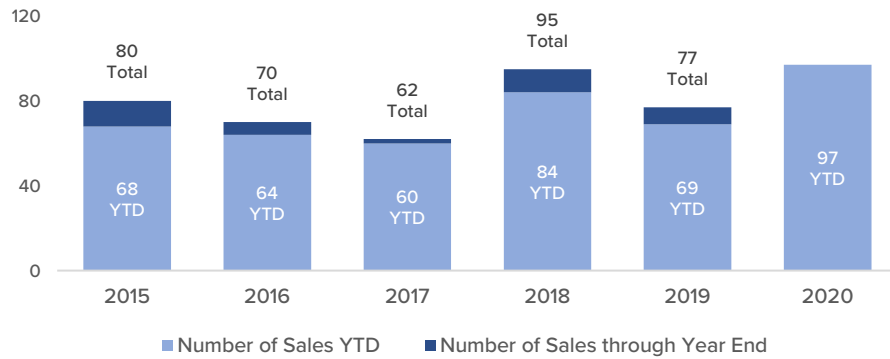


### 12 Month Moving Average of Sale Price per SF - Industrial

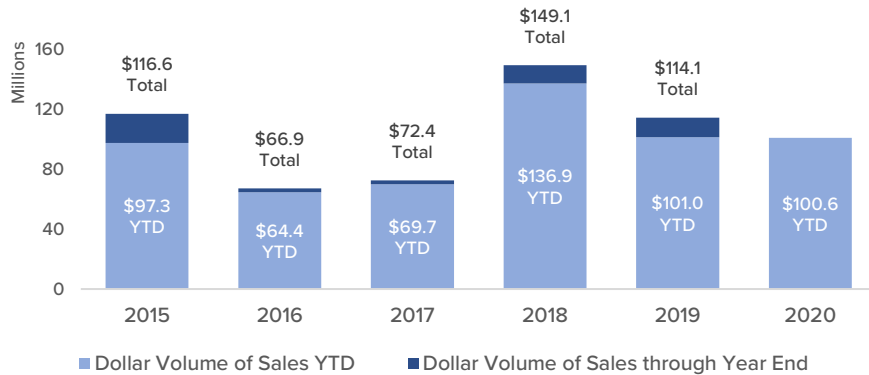


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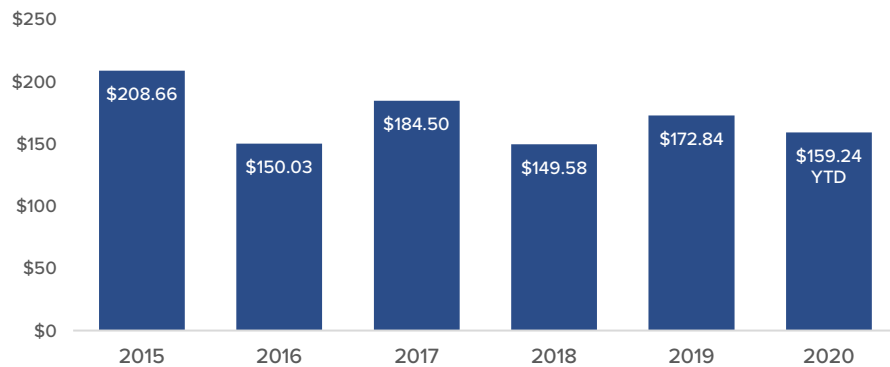
### Number of Sales per Year - Retail



### Dollar Volume of Sales per Year - Retail



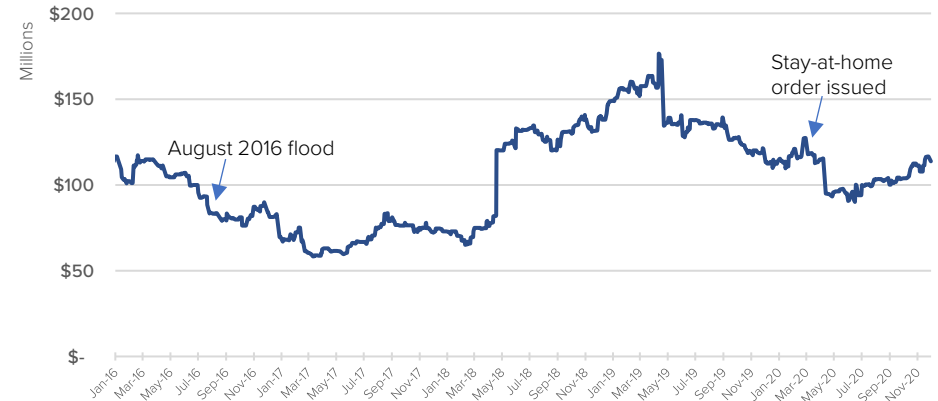
### Average Sale Price per SF per Year - Retail



### 12 Month Moving Number of Sales - Retail



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

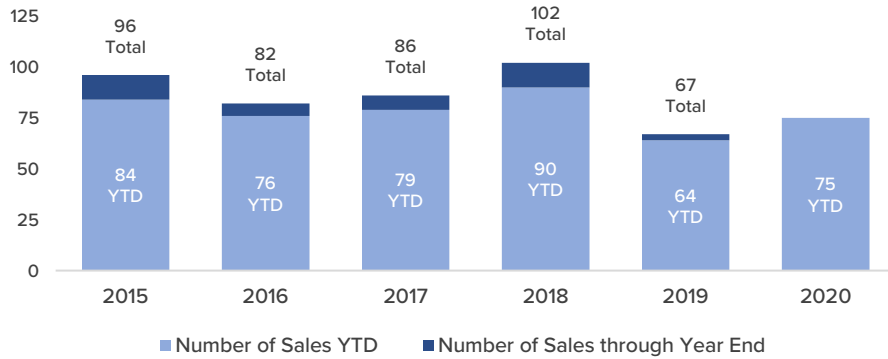


### 12 Month Moving Average of Sale Price per SF - Retail



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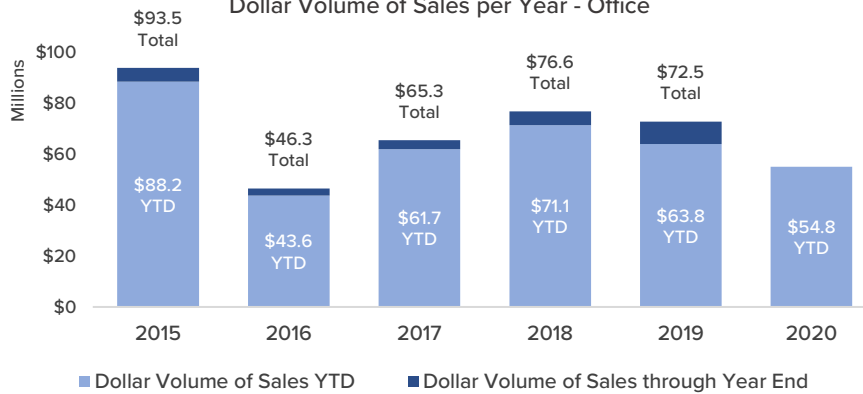
### Number of Sales per Year - Office



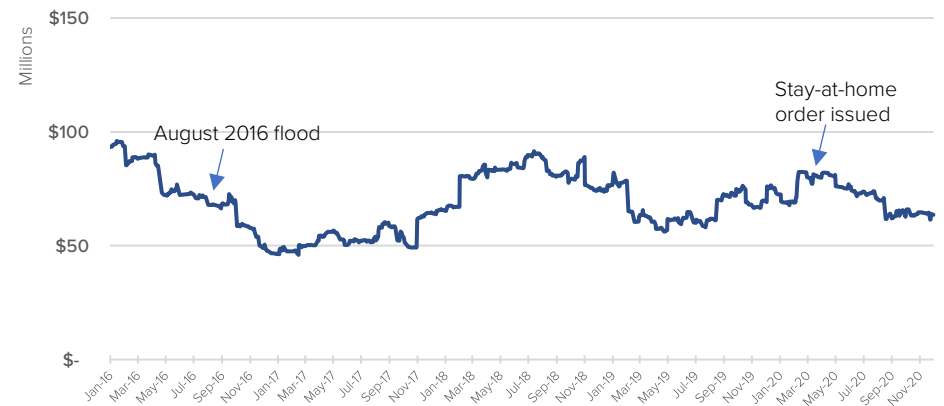
### 12 Month Moving Number of Sales - Office



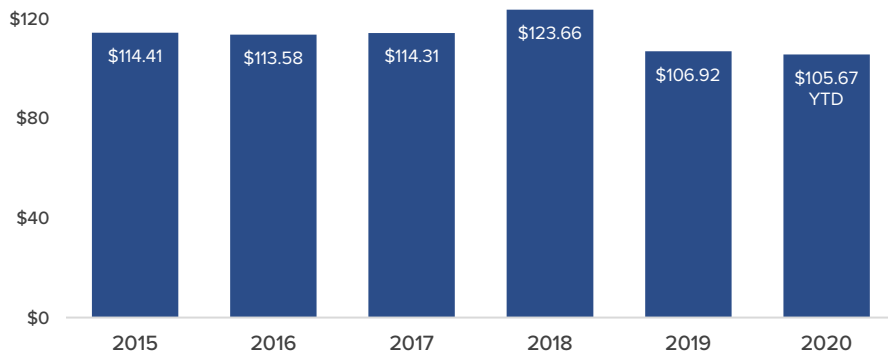
### Dollar Volume of Sales per Year - Office



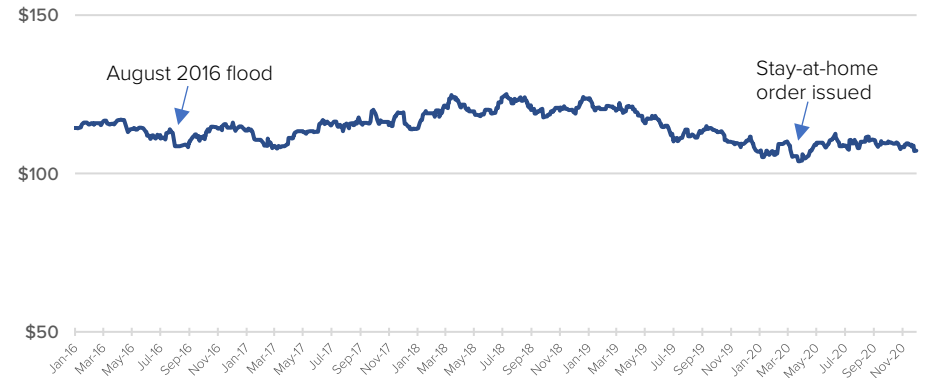
### 12 Month Moving Sum of Dollar Volume of Sales - Office



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

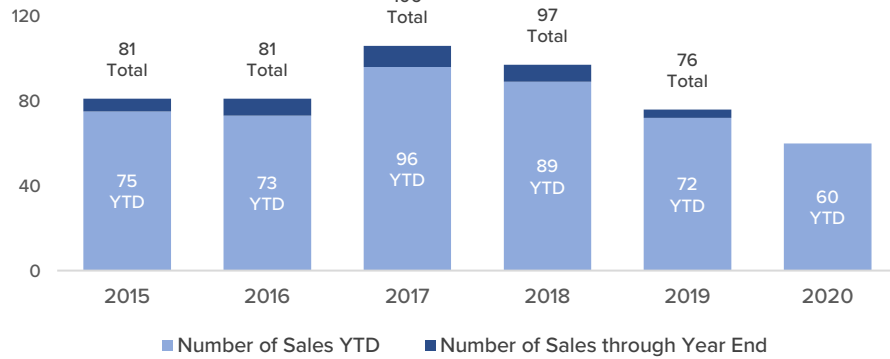


### 12 Month Moving Average of Sale Price per SF - Office

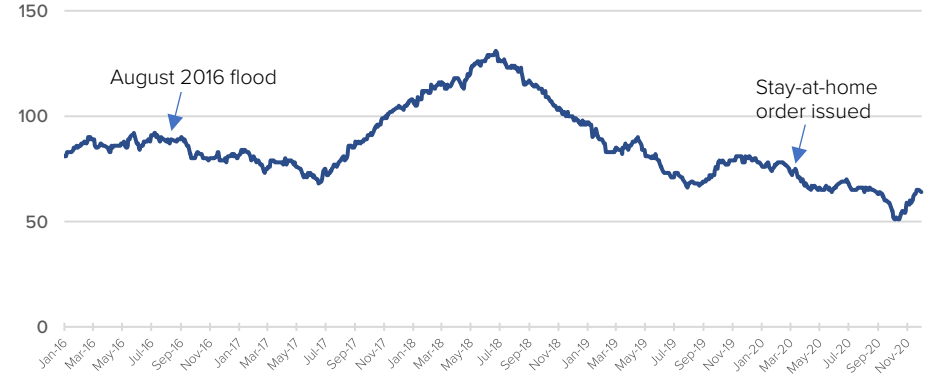


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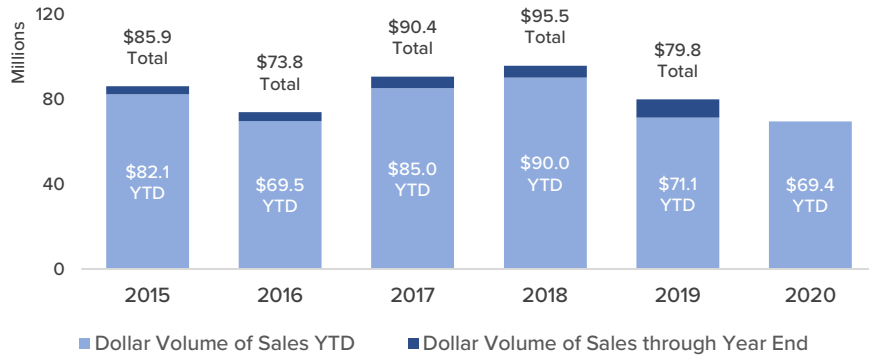
### Number of Sales per Year - Land



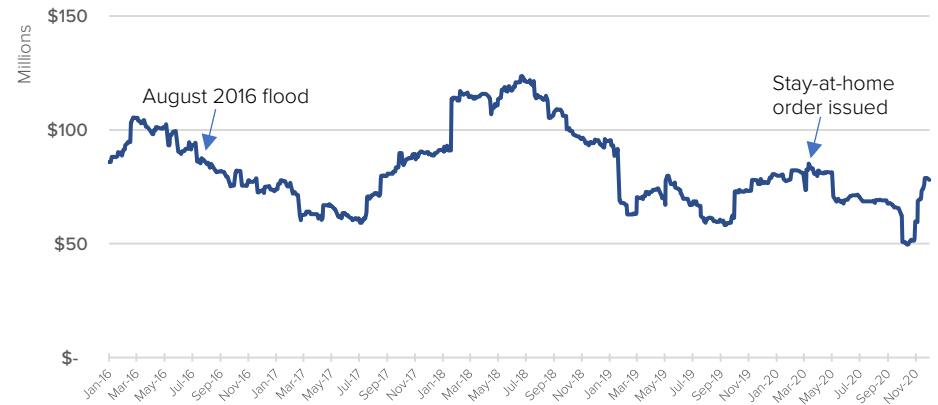
### 12 Month Moving Number of Sales - Land



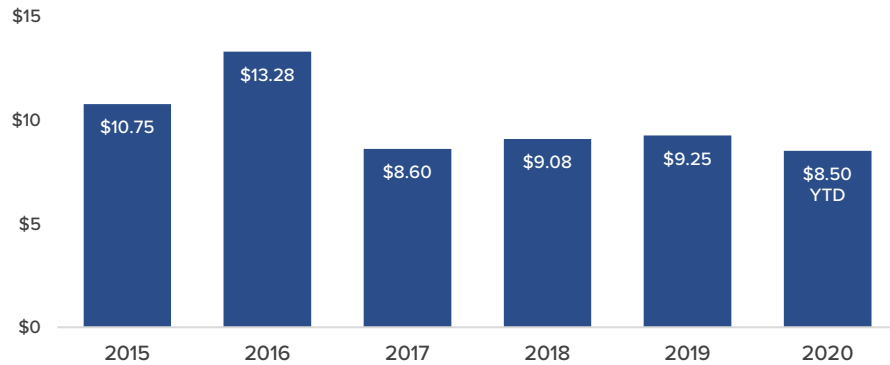
### Dollar Volume of Sales per Year - Land



### 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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