

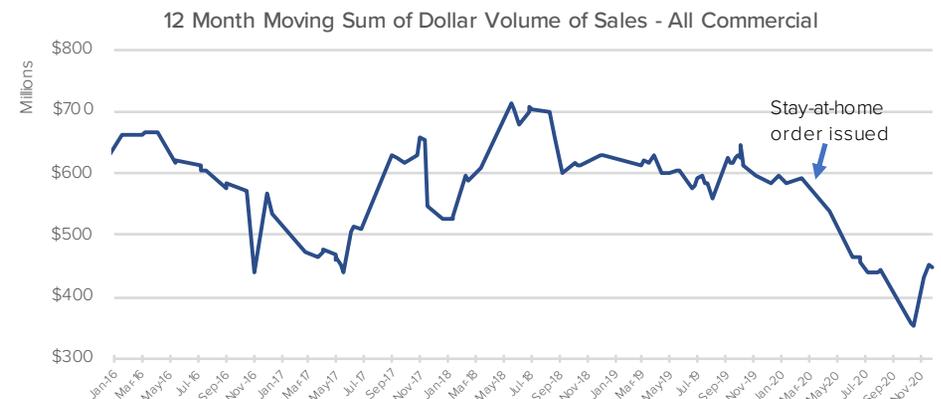
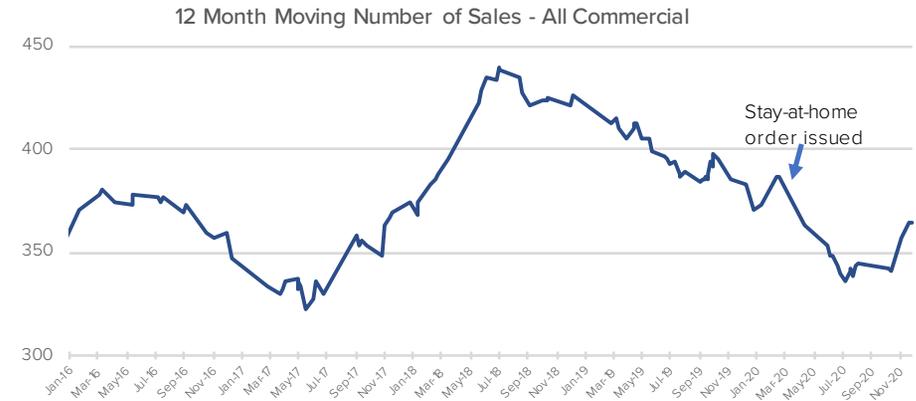
December 2020

- December 2020 brought the total number of commercial sales in EBR Parish to 370, narrowly edging out 2019's total sales number of 368 and closing out 2020 only 1.70% down from the 5-year moving average.
- The overall dollar volume of commercial sales in 2020 saw a 15.1% decrease from 2019.
- Transactions in December 2020 lifted the total \$ volume for the year just above the 5-year low in 2016 (\$498.6 million in 2020 vs \$494.3 million in 2016).
- The Multifamily sector experienced the largest decrease in number of sales and \$ volume over 2020 compared to the previous 5 years. However, the average price/unit sold has hit a new 5-year high at \$55,999 per unit as of year end 2020.
- The Retail sector saw a significant increase in activity in 2020 with 108 sales, marking a 5-year high. The total dollar volume and average price per square foot held steady near the 5-year averages.

Activity at a Glance

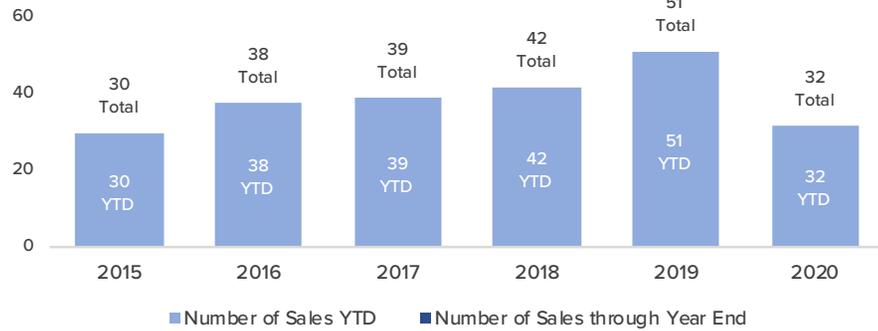
We take the current Year To Date (2020) statistics and compare them with the average YTD figures over the prior 5 years (2015-2019). This gives us a clearer picture of how the market is performing without the noise created by year over year volatility.

	# of Sales YTD	\$ Volume of Sales YTD
ALL COMMERCIAL	-1.70%	-15.35%
MULTIFAMILY	-20.00%	-23.06%
INDUSTRIAL	-3.59%	-3.97%
RETAIL	+40.63%	+5.11%
OFFICE	+1.62%	+3.18%
LAND	-24.04%	-1.85%

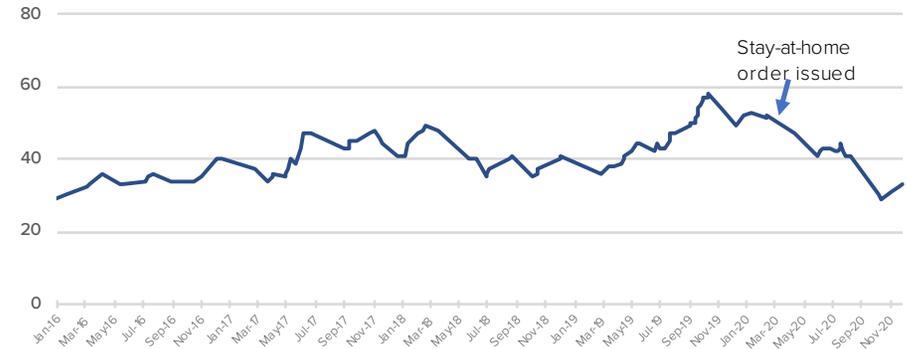


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

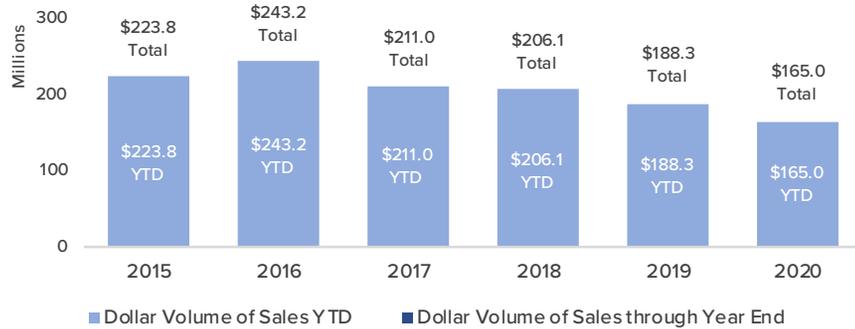
Number of Sales per Year - Multifamily



12 Month Moving Number of Sales - Multifamily



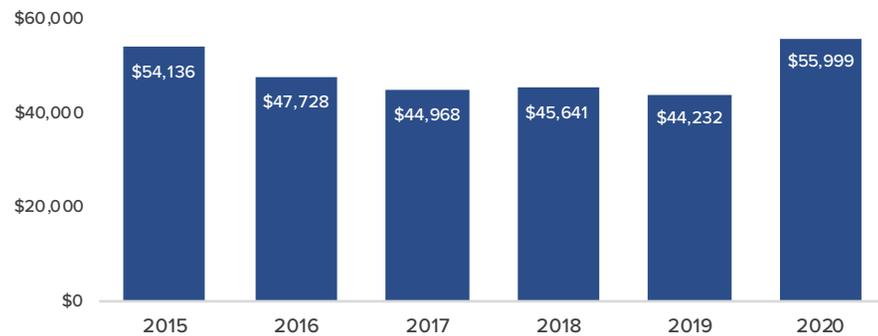
Dollar Volume of Sales per Year - Multifamily



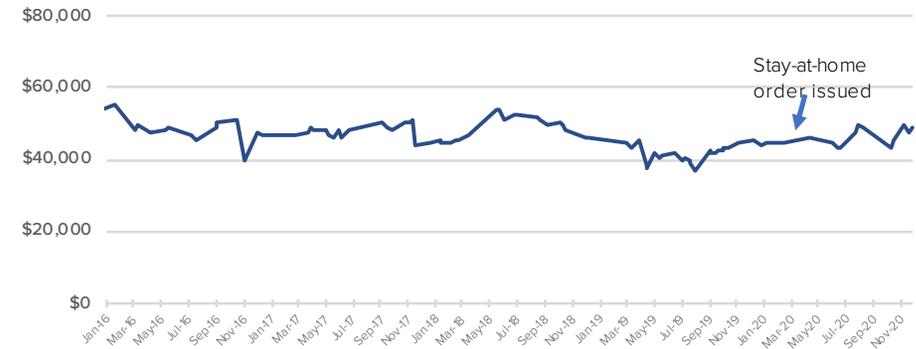
12 Month Moving Sum of Dollar Volume of Sales - Multifamily



Average Sale Price per Unit per Year - Multifamily



12 Month Moving Average of Sale Price per Unit - Multifamily

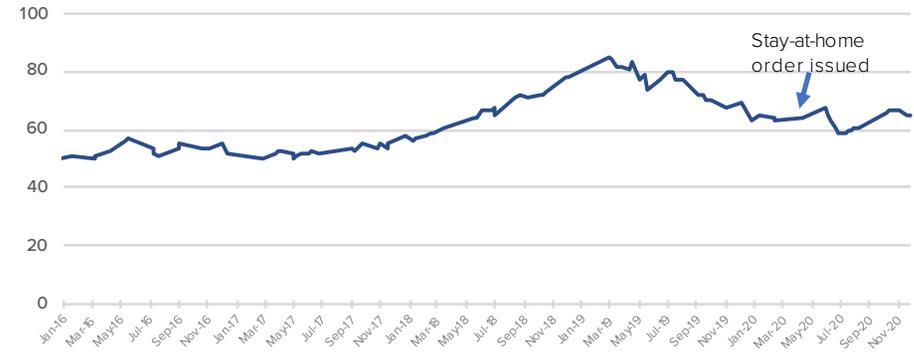


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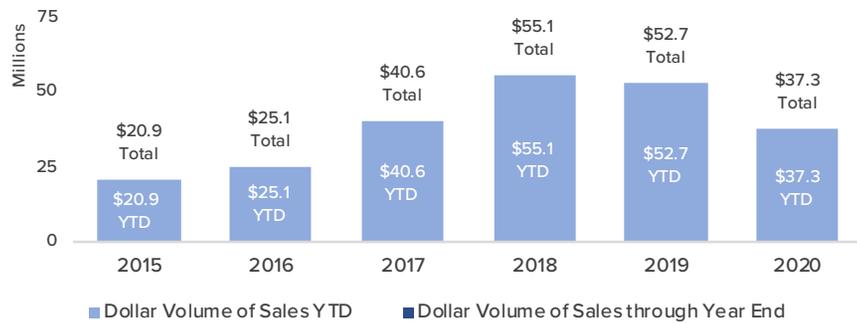
Number of Sales per Year - Industrial



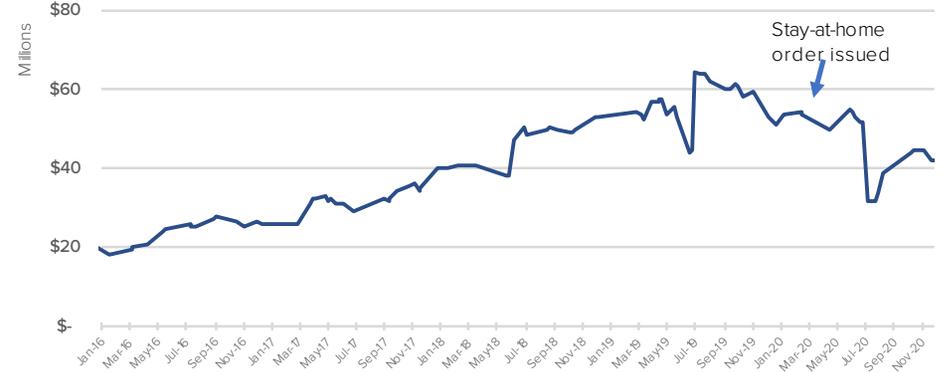
12 Month Moving Number of Sales - Industrial



Dollar Volume of Sales per Year - Industrial



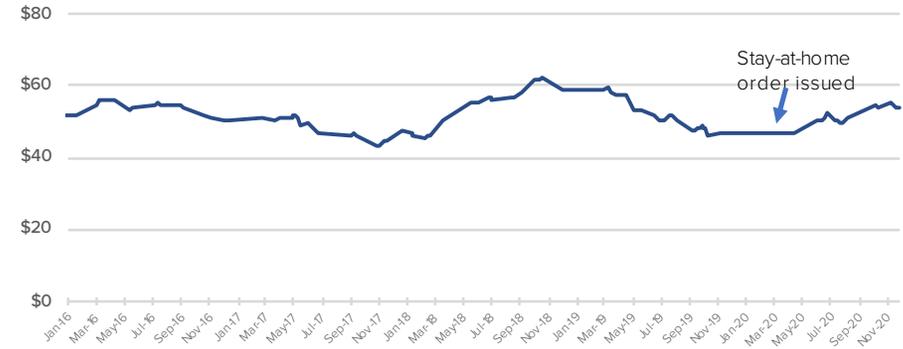
12 Month Moving Sum of Dollar Volume of Sales - Industrial



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



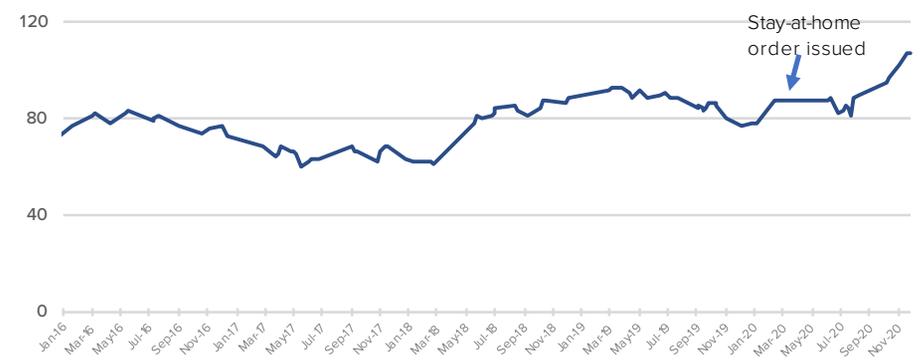
Dollar Volume of Sales per Year - Retail



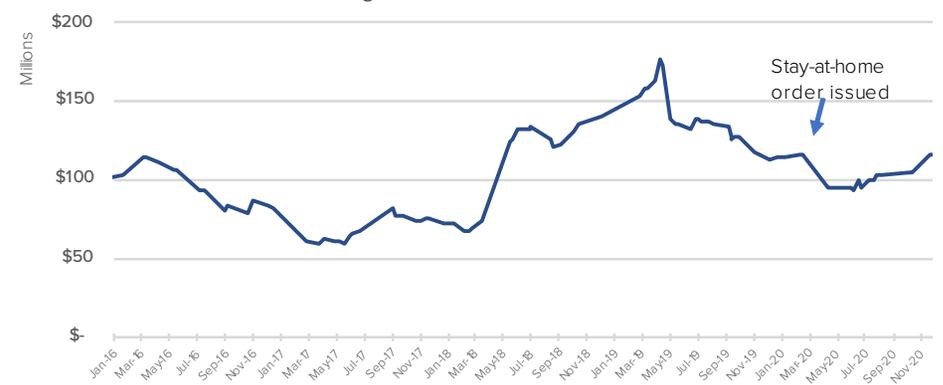
Average Sale Price per SF per Year - Retail



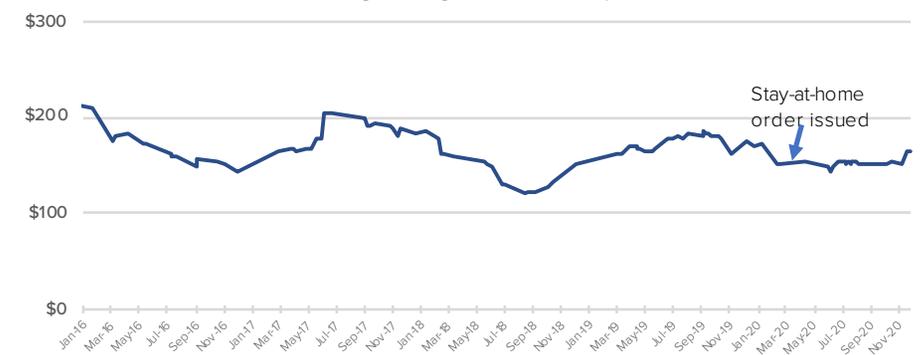
12 Month Moving Number of Sales - Retail



12 Month Moving Sum of Dollar Volume of Sales - Retail



12 Month Moving Average of Sale Price per SF - Retail

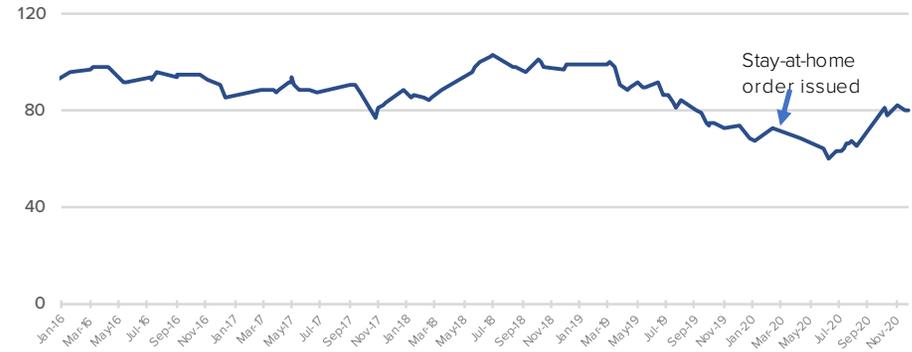


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Number of Sales per Year - Office



12 Month Moving Number of Sales - Office



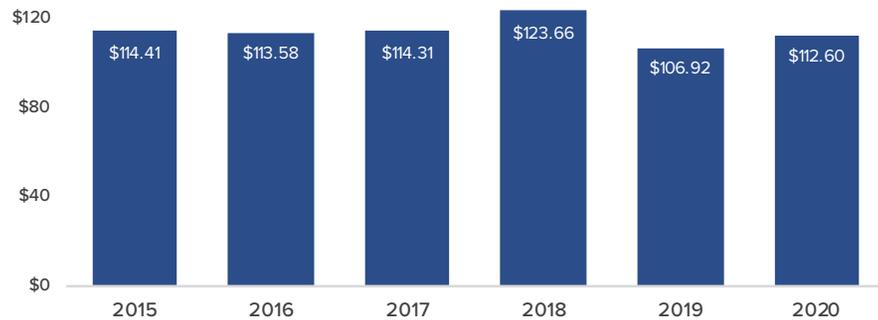
Dollar Volume of Sales per Year - Office



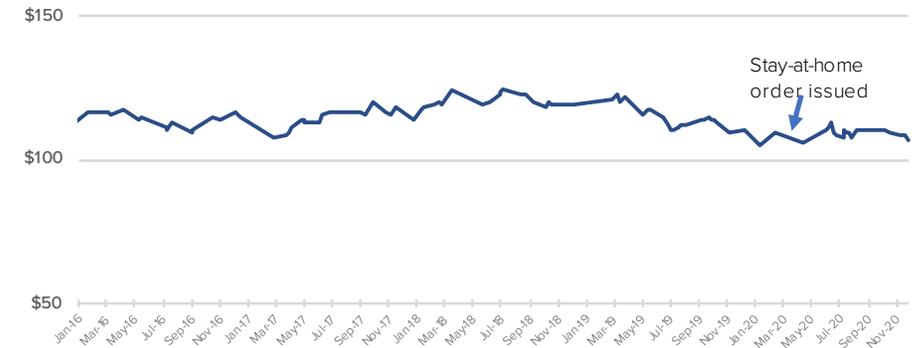
12 Month Moving Sum of Dollar Volume of Sales - Office



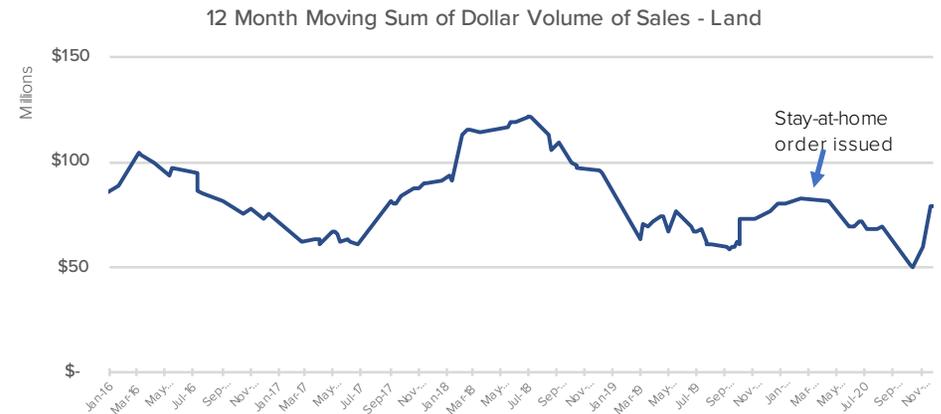
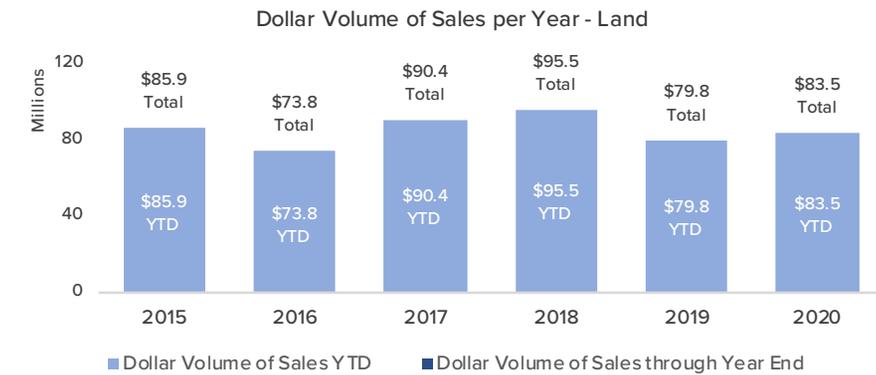
Average Sale Price per SF per Year - Office



12 Month Moving Average of Sale Price per SF - Office



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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.



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