

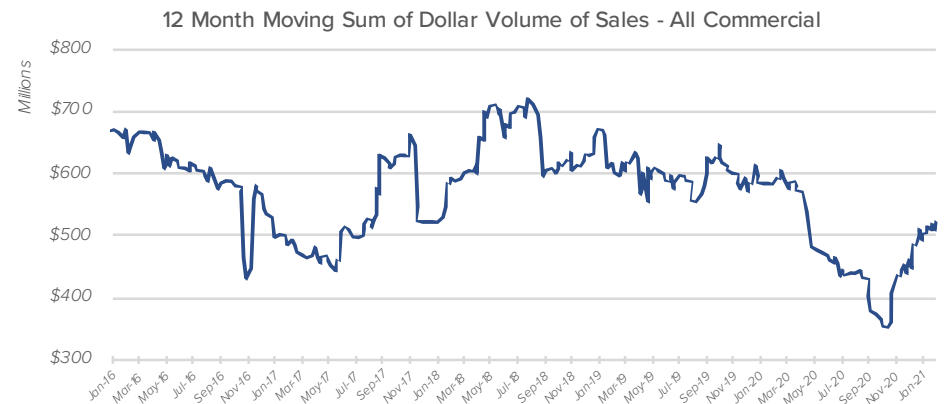
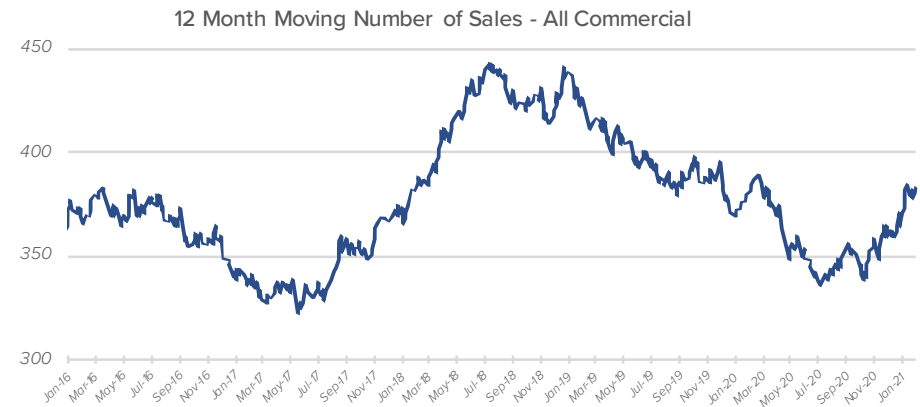
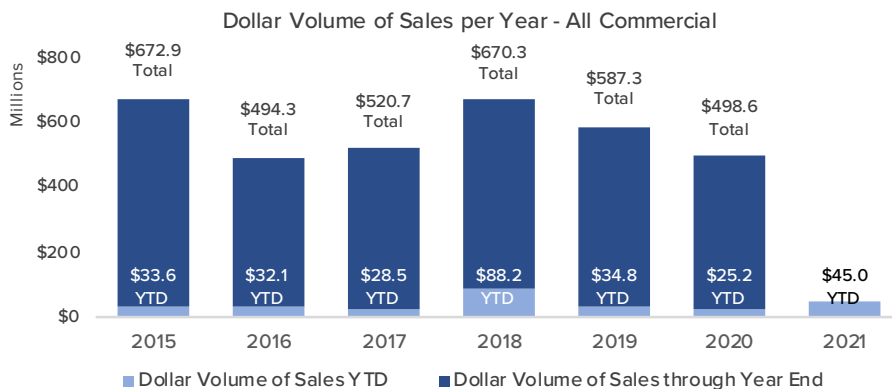
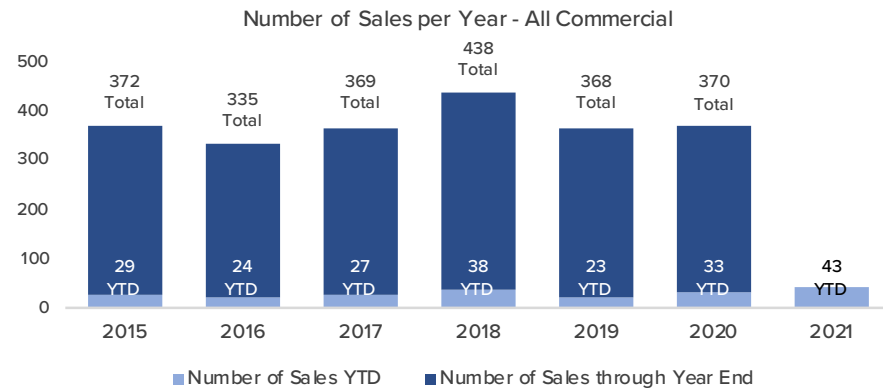
## January 2021

- A total of \$45m was transacted in commercial sales volume in January 2021 in East Baton Rouge Parish, compared to \$25.2m at this time last year—an increase of 78%.
- Commercial sales activity was up 48% in January 2021 compared to the average year-to-date figures over the previous 6 years.
- The Industrial sector saw a significant increase in activity (+223%) and total \$ volume (+390%) as compared to year-to-date averages from the previous 6 years.
- The Retail sector transacted more sales in January 2021 than any previous January, but at a lower dollar volume than the previous year-to-date averages.
- The average \$/SF price across Industrial, Retail, Office, and Land were all lower than their 2020 averages.
- The Office sector matched its all-time low for January transactions (4) and dropped to an all-time low for total January transaction volume (\$1.5m).

## Activity at a Glance

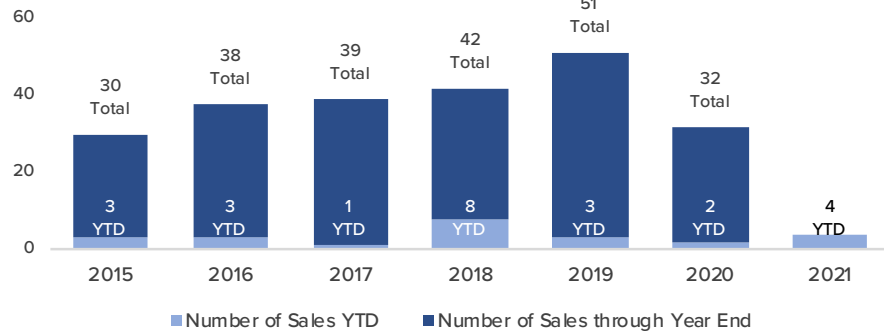
We take the current Year To Date (2021) statistics and compare them with the average YTD figures over the prior 6 years (2015-2020). This gives us a clearer picture of how the market is performing without the noise created by year over year volatility.

	# of Sales YTD	\$ Volume of Sales YTD
ALL COMMERCIAL	<b>+48.28%</b>	<b>+11.42%</b>
MULTIFAMILY	<b>+20.00%</b>	<b>+40.34%</b>
INDUSTRIAL	<b>+223.08%</b>	<b>+390.79%</b>
RETAIL	<b>+95.00%</b>	<b>-20.31%</b>
OFFICE	<b>-36.84%</b>	<b>-70.47%</b>
LAND	<b>-23.40%</b>	<b>-36.99%</b>

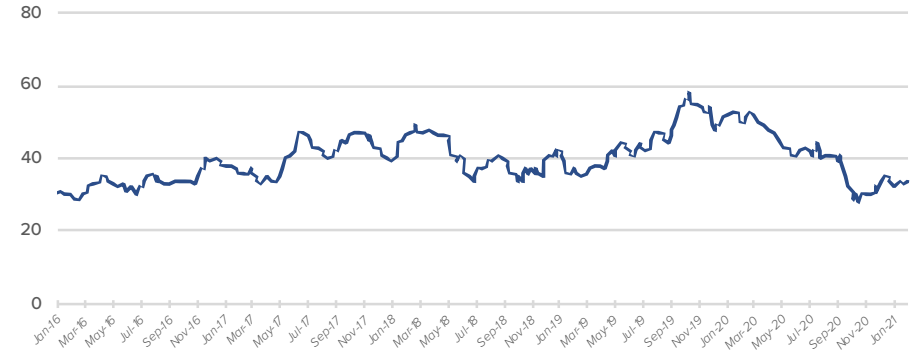


Source: Elifin Research division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$100,000 • Multifamily sales greater than or equal to 5 units • Sale must be an arm's length transaction (between unrelated parties) • This data is subject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

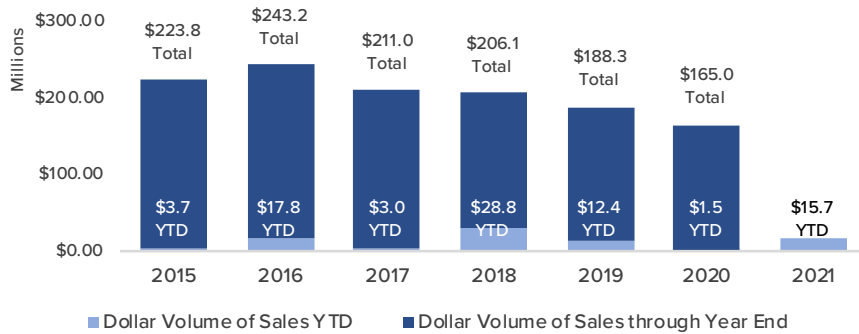
### Number of Sales per Year - Multifamily



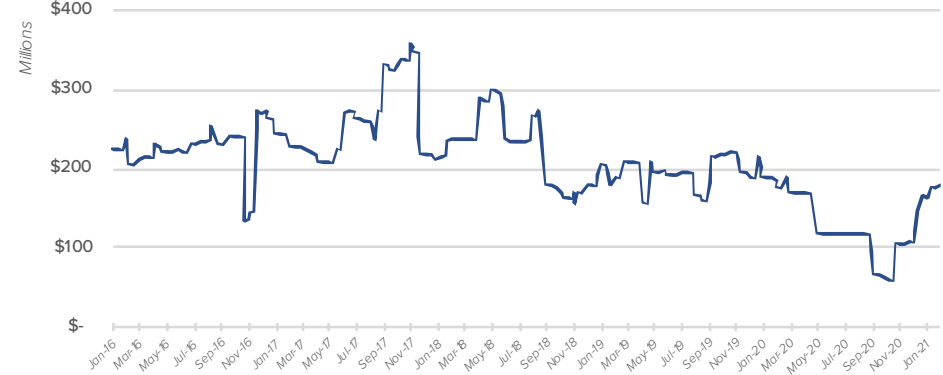
### 12 Month Moving Number of Sales - Multifamily



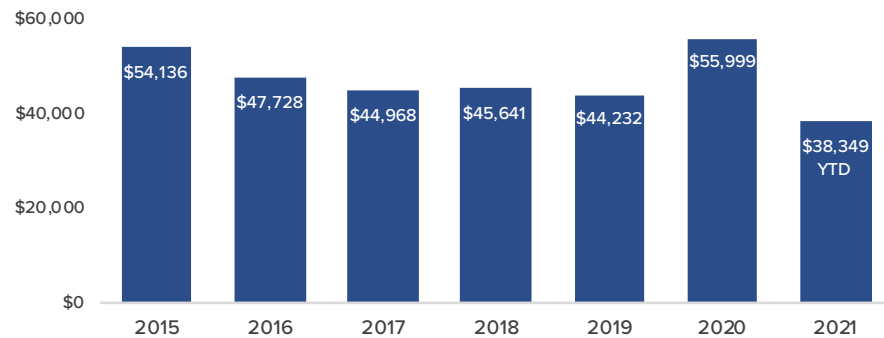
### Dollar Volume of Sales per Year - Multifamily



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



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

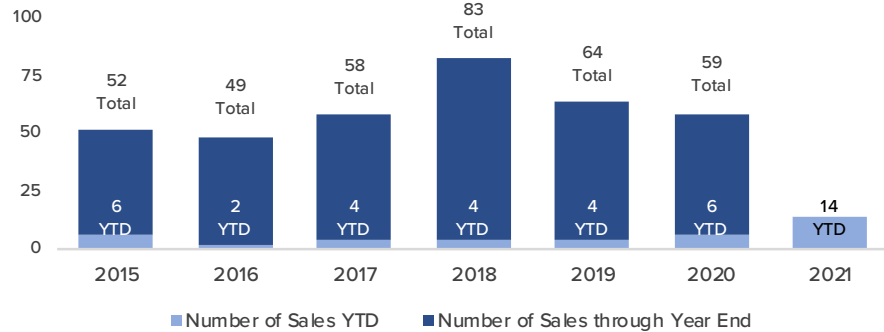


### 12 Month Moving Average of Sale Price per Unit - Multifamily

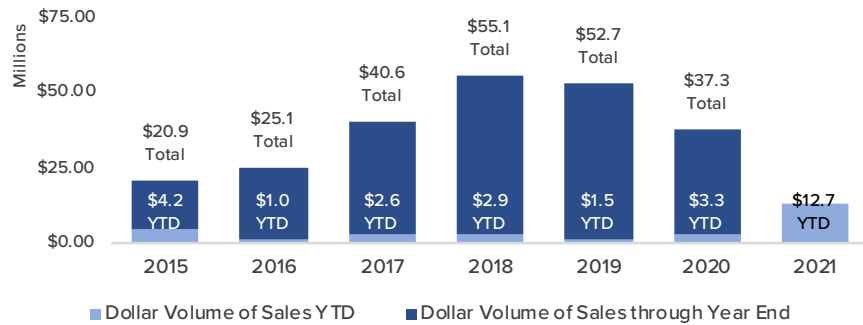


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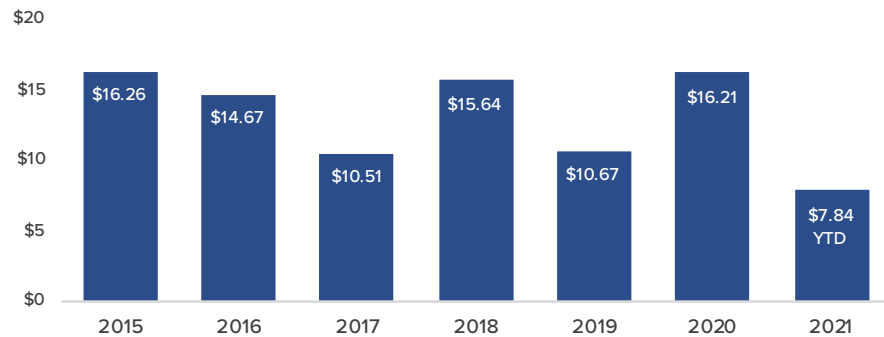
### Number of Sales per Year - Industrial



### Dollar Volume of Sales per Year - Industrial



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



### 12 Month Moving Number of Sales - Industrial



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

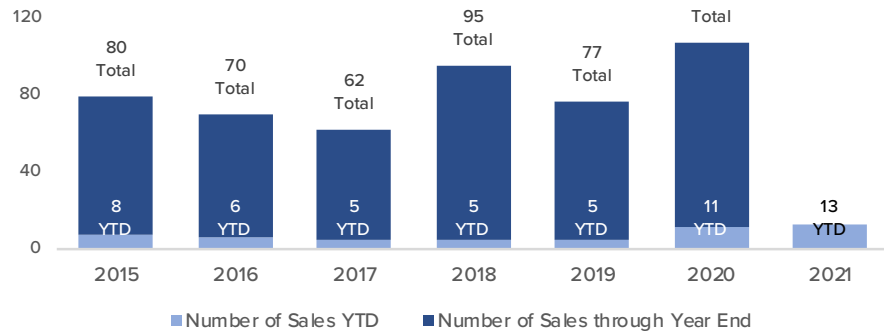


### 12 Month Moving Average of Sale Price per SF - Industrial

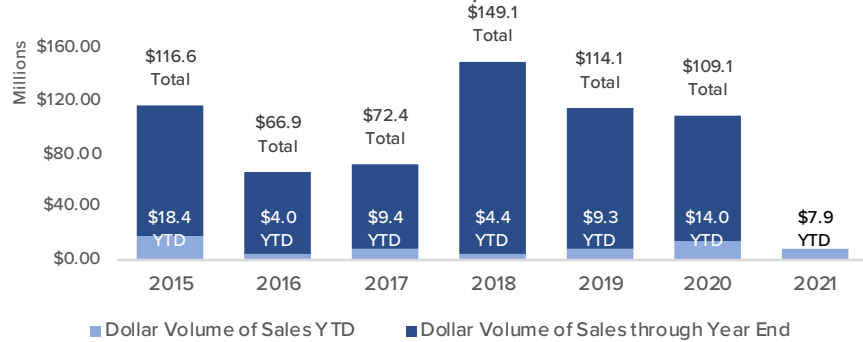


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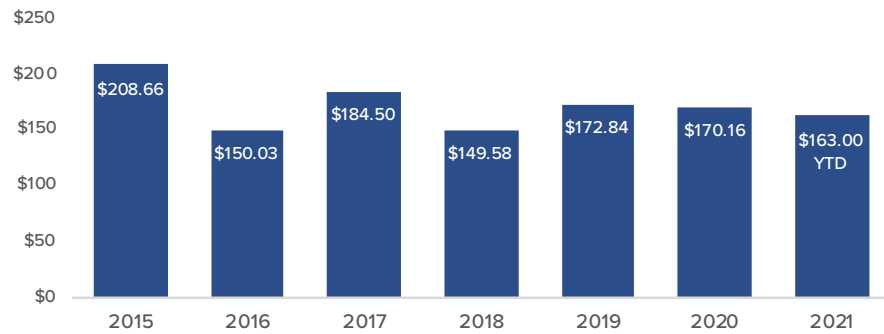
### Number of Sales per Year - Retail



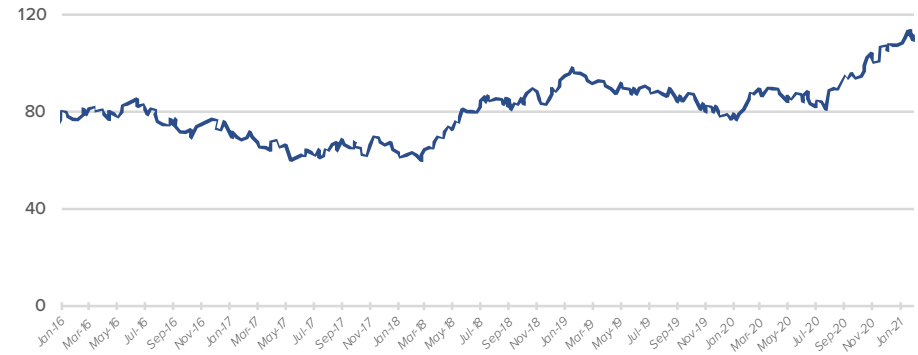
### Dollar Volume of Sales per Year - Retail



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



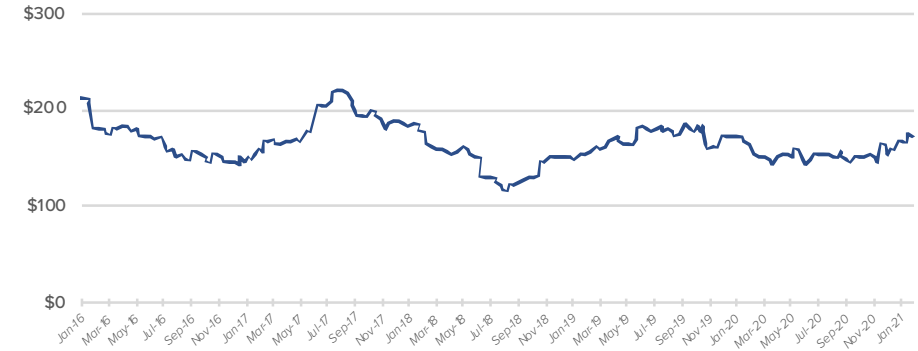
### 12 Month Moving Number of Sales - Retail



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

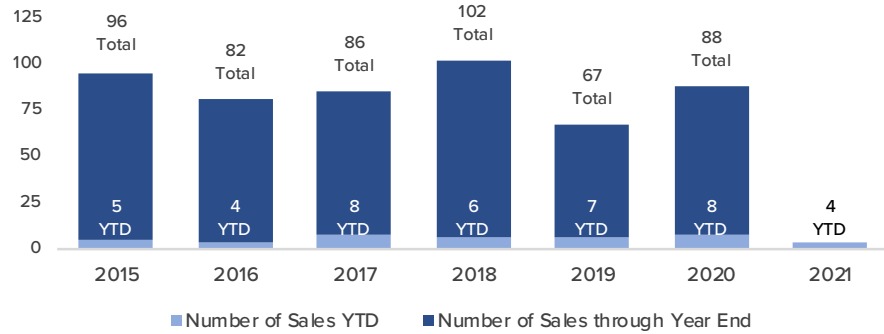


### 12 Month Moving Average of Sale Price per SF - Retail

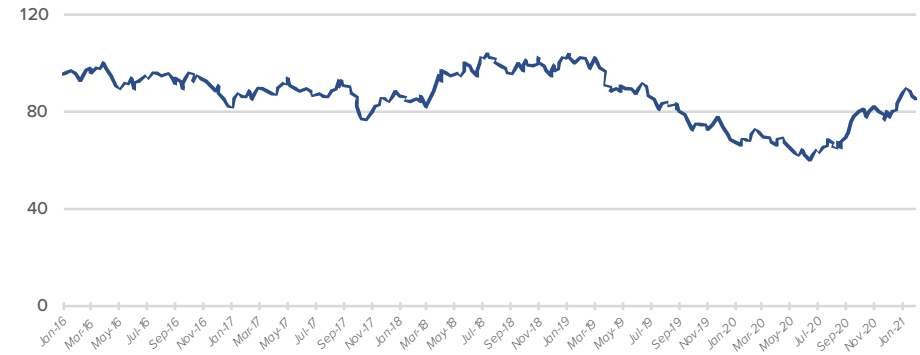


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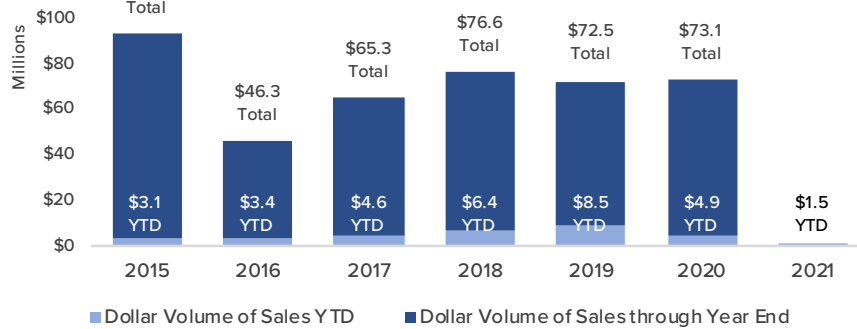
### Number of Sales per Year - Office



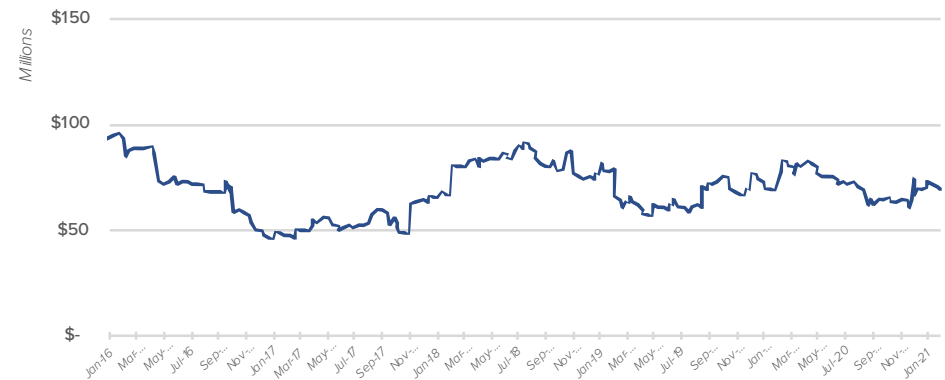
### 12 Month Moving Number of Sales - Office



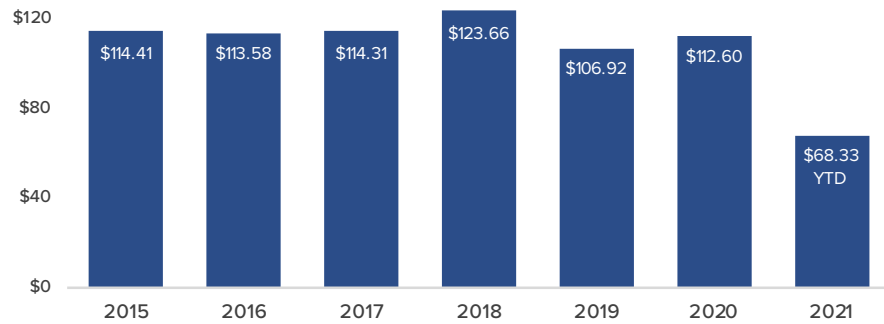
### Dollar Volume of Sales per Year - Office



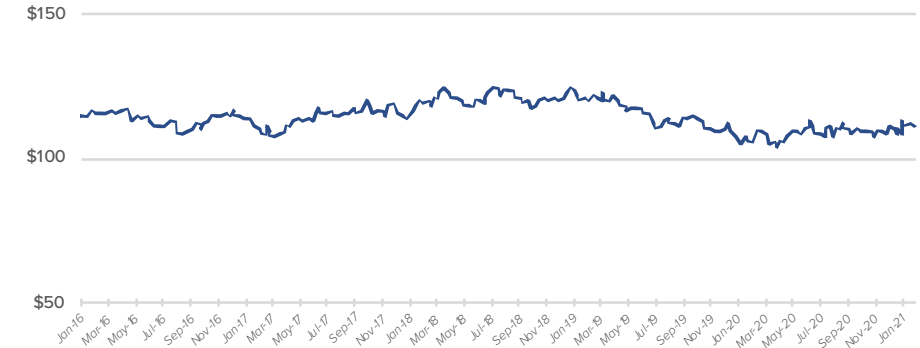
### 12 Month Moving Sum of Dollar Volume of Sales - Office



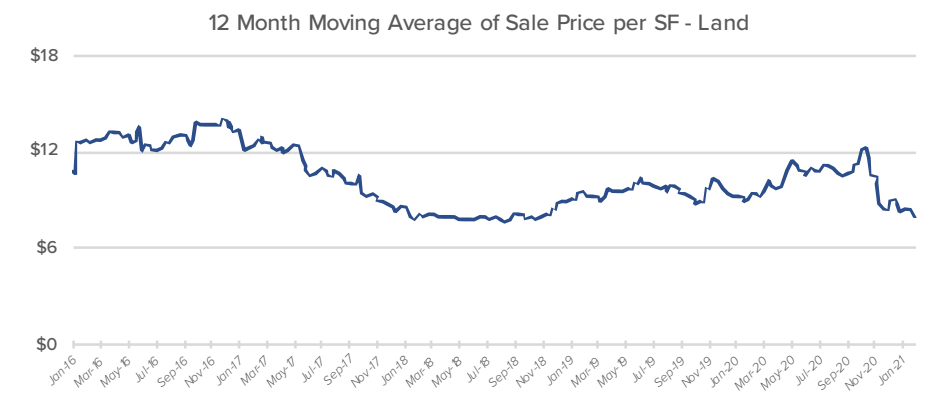
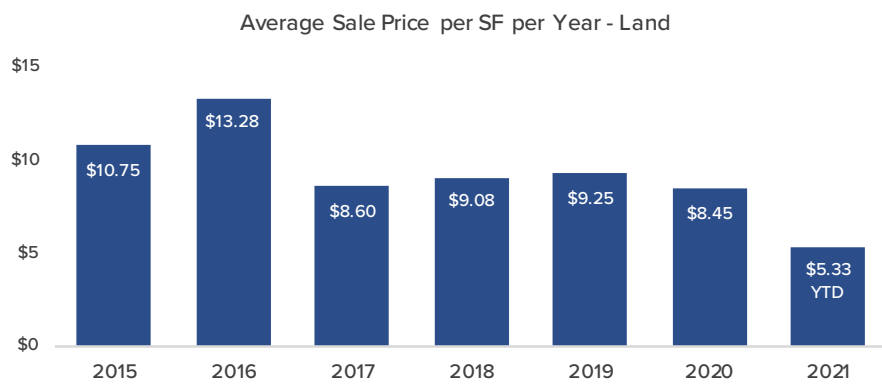
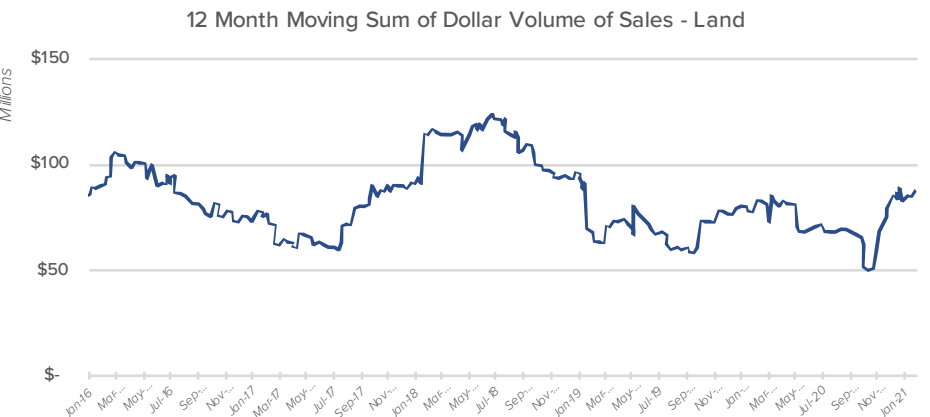
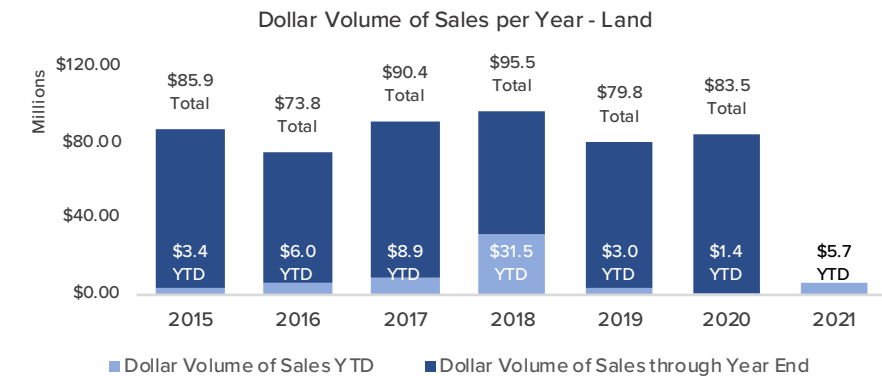
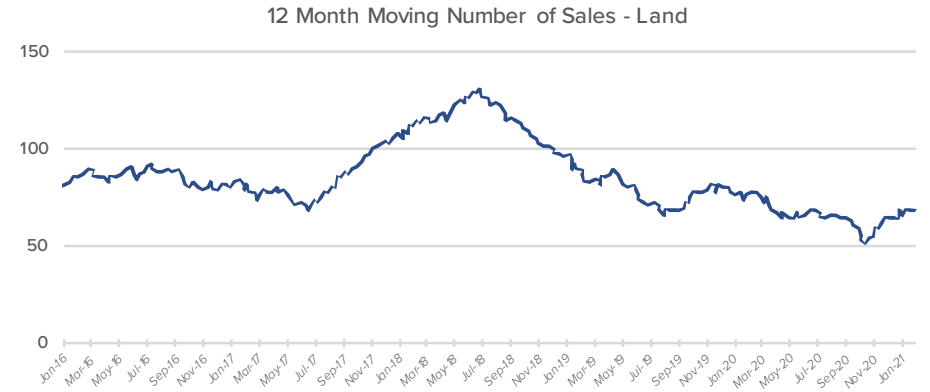
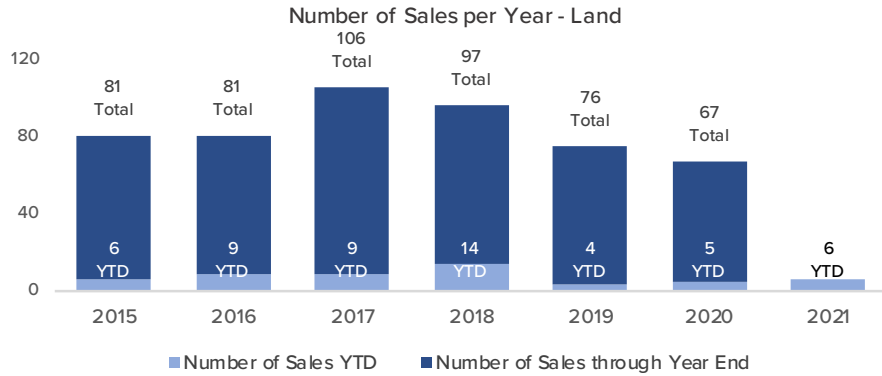
### Average Sale Price per SF per Year - Office



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



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**George Bonvillain, J.D.**  
OFFICE SALES & LEASING

gbonvillain@elifinrealty.com  
Direct: 225-659-8654  
Office: 800-895-9329  
Mobile: 337-302-0091



**Mark Segalla**  
MULTIFAMILY SALES

msegalla@elifinrealty.com  
Direct: 225-659-8656  
Office: 800-895-9329  
Mobile: 225-505-4349



**Will Chadwick**  
RETAIL SALES & LEASING

wchadwick@elifinrealty.com  
Direct: 225-659-8657  
Office: 800-895-9329



**Mathew Laborde, CCIM**  
PRESIDENT & CEO

mlaborde@elifinrealty.com  
Direct: 225-659-8651  
Office: 800-895-9329  
Mobile: 337-326-1368



**Keagan Finley**  
COMMERCIAL SALES & LEASING

kfinley@elifinrealty.com  
Direct: 225-659-8658  
Office: 800-895-9329  
Mobile: 859-916-9354