All Commercial

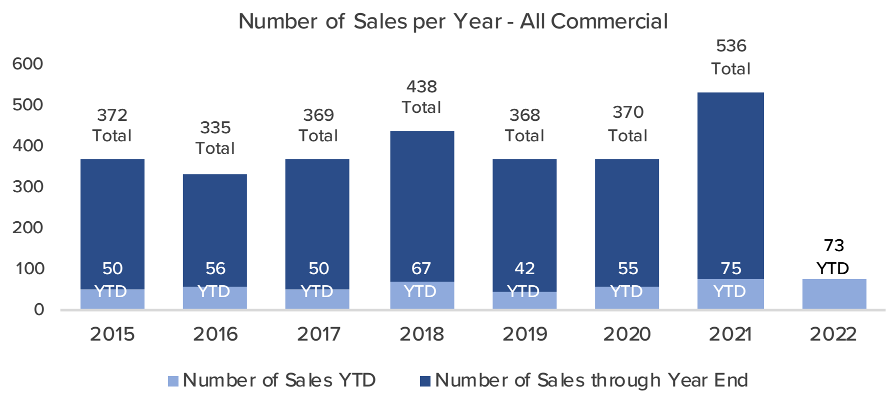
February 2022

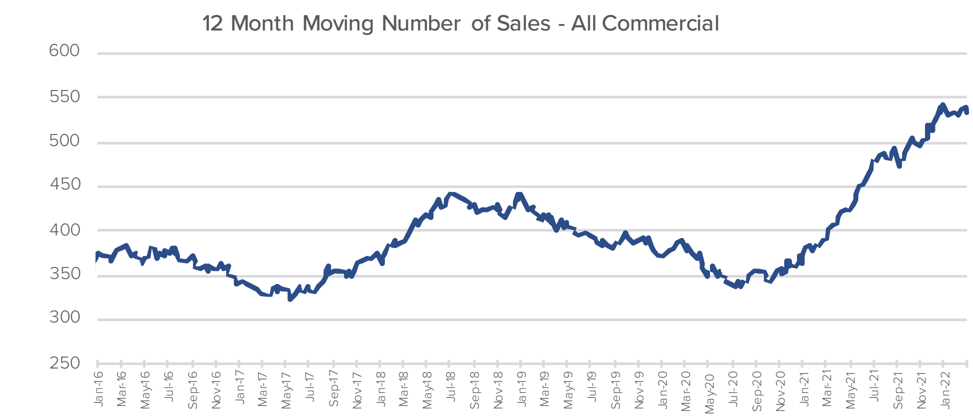
- As the Multifamily sector continues to see increased activity, the commercial market as a whole is up 29% in number of transactions and up 50% in total volume compared to 7-year averages.
- There have been a total of 73 commercial sales recorded so far in 2022, compared to 75 at this time in 2021.
- However, at $133.3mm, dollar volume in 2022 is higher than 2021–an increase of 13.5%.
- The Office and Land sectors are trending below averages in dollar volume at $9.0mm and $7.0mm respectively so far through February 2022.
- Retail has seen an increase of 23% in price per square foot so far in 2022, compared to 2021–likely driven by several net leased investment sales.

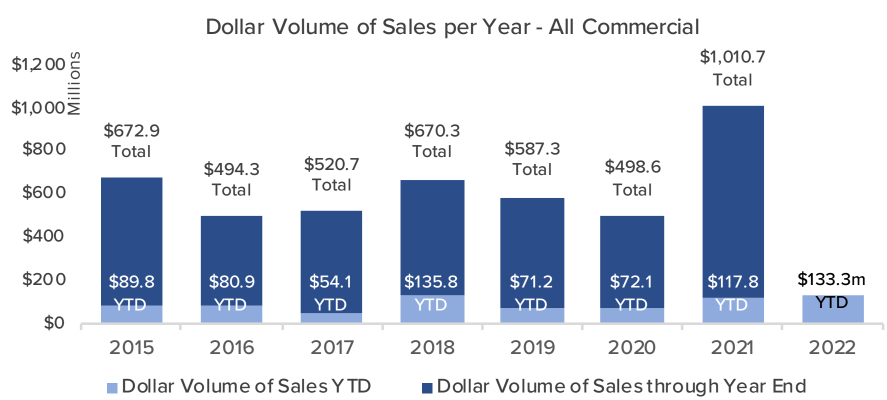
Activity at a Glance

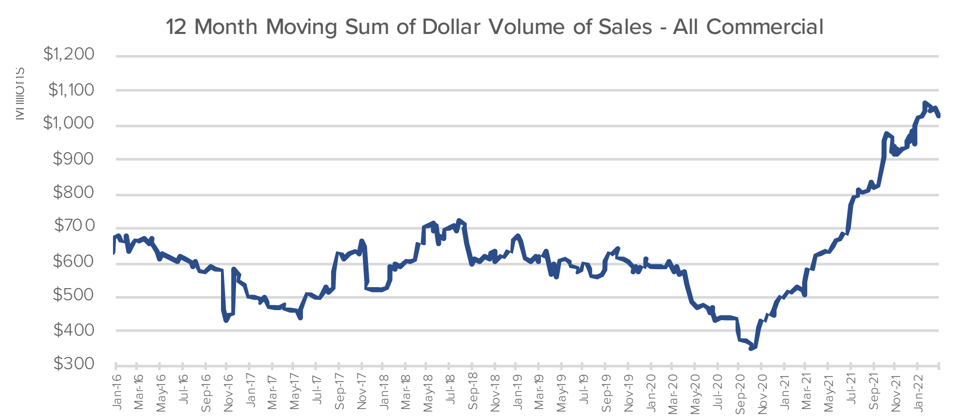
We take the current Year To Date (2022) statistics and compare them with the average YTD figures over the prior 7 years (2015-2021). This gives us a clearer picture of how the market is performing without the noise created by year over year volatility.

	# of Sales YTD	$ Volume of Sales YTD
All Commercial	**+29.37%**	**+50.11%**
Multifamily	**+139.47%**	**+148.44%**
Industrial	**+44.12%**	**+50.59%**
Retail	**+7.14%**	**+64.47%**
Office	**+28.05%**	**-38.77%**
Land	**-8.70%**	**-49.77%**









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Multifamily

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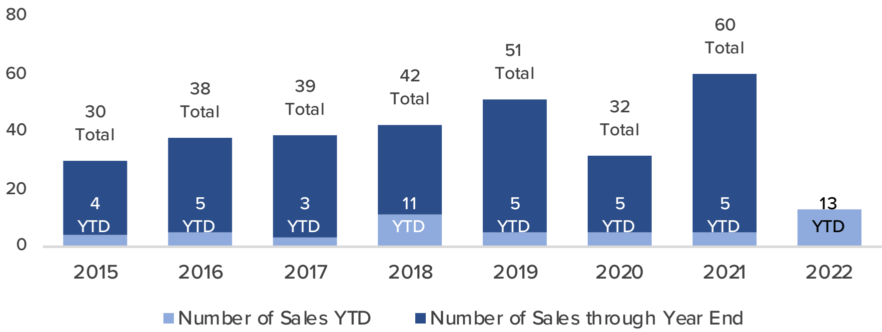
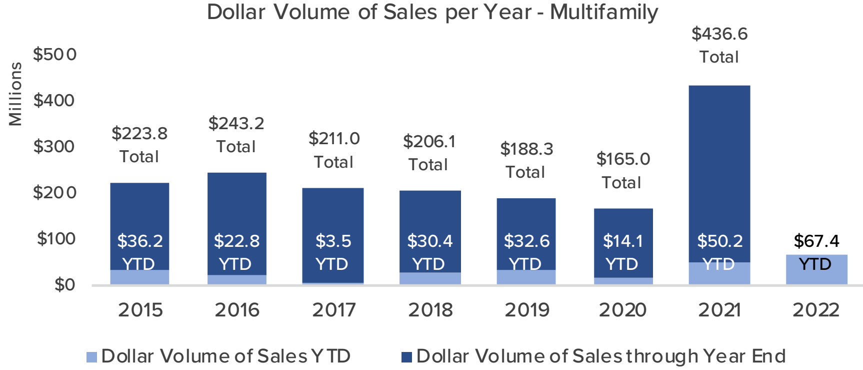
Number of Sales per Year - Multifamily

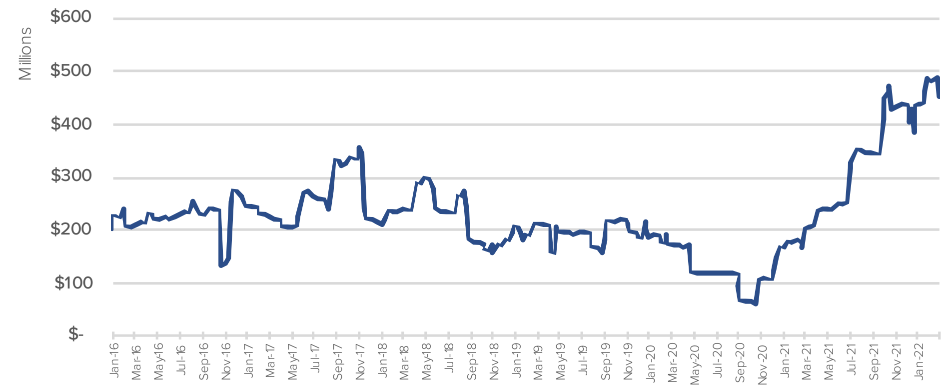


12 Month Moving Number of Sales - Multifamily

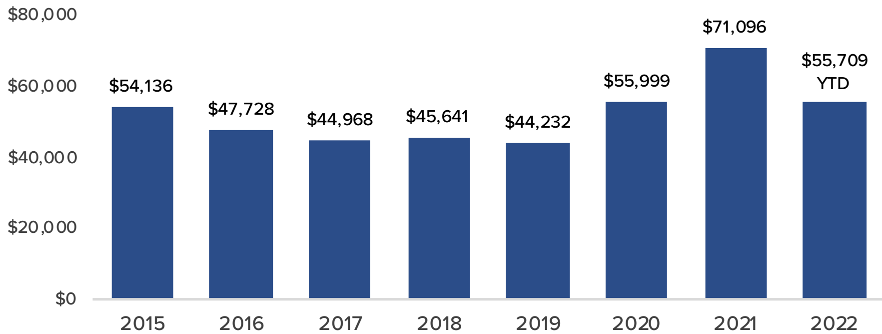
Dollar Volume of Sales per Year - Multifamily



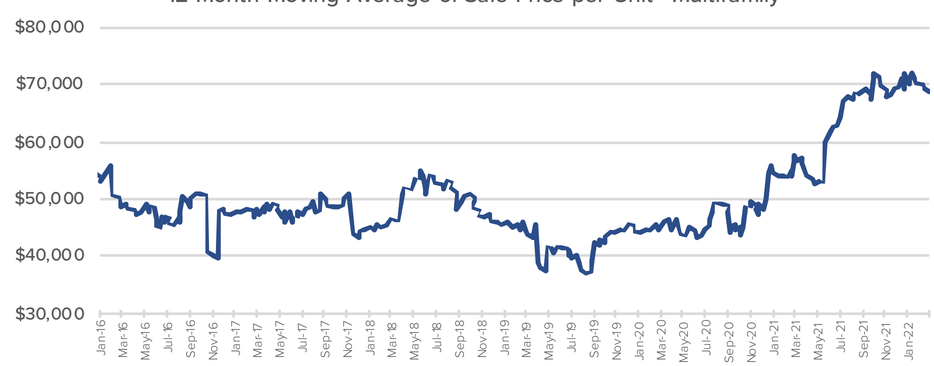
12 Month Moving Sum of Dollar Volume of Sales - Multifamily



Average Sale Price per Unit per Year - Multifamily



12 Month Moving Average of Sale Price per Unit - Multifamily



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*®

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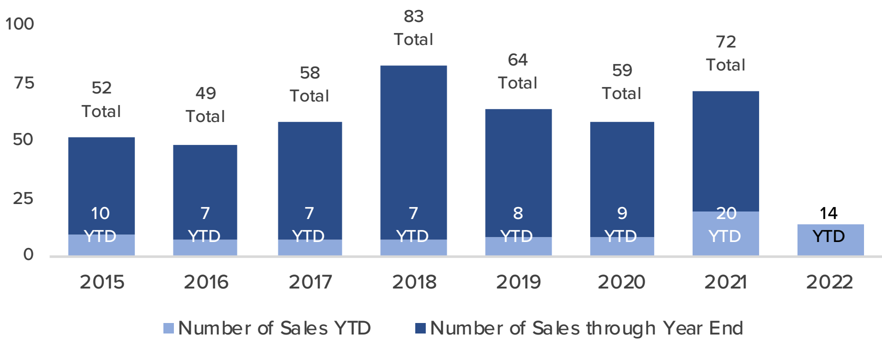
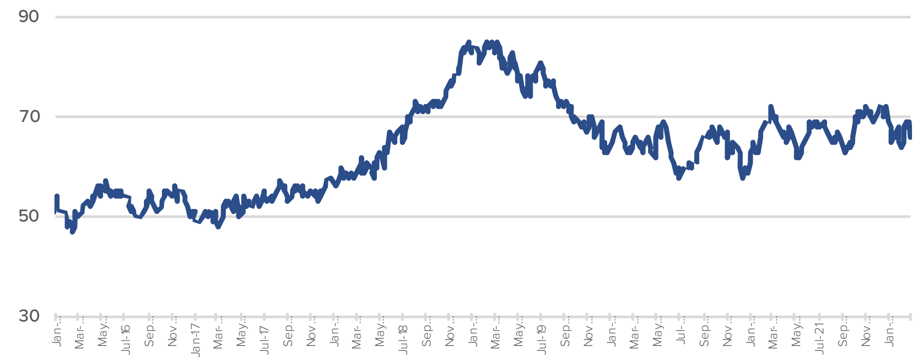
Industrial

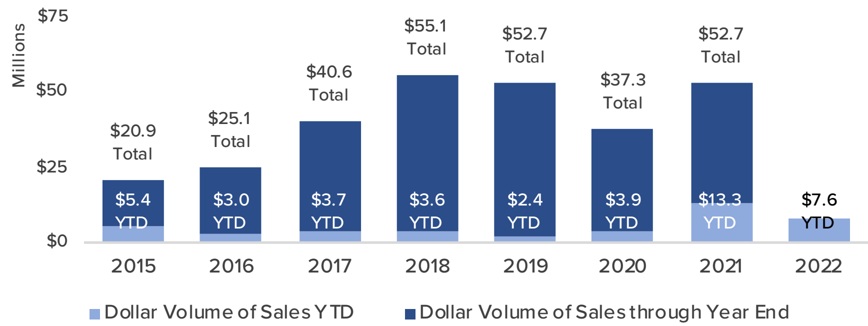
Number of Sales per Year - Industrial



12 Month Moving Number of Sales - Industrial

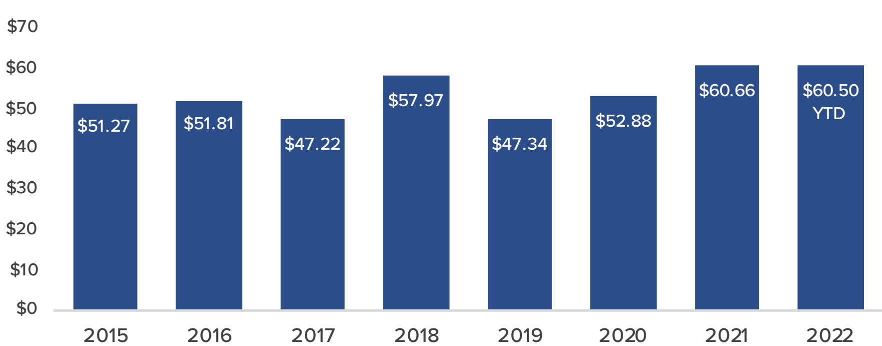


Dollar Volume of Sales per Year - Industrial



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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Retail

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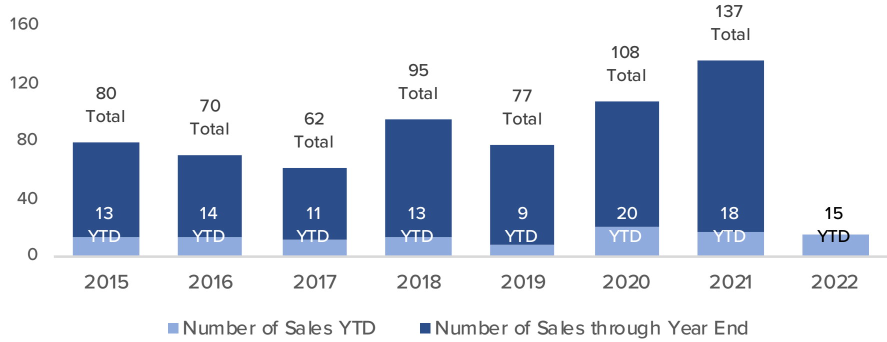
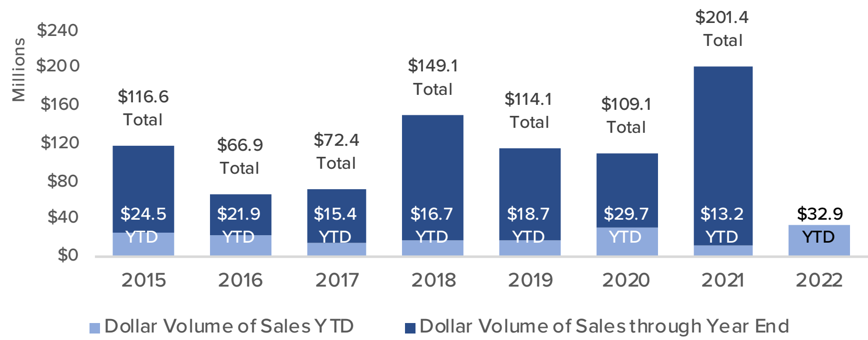
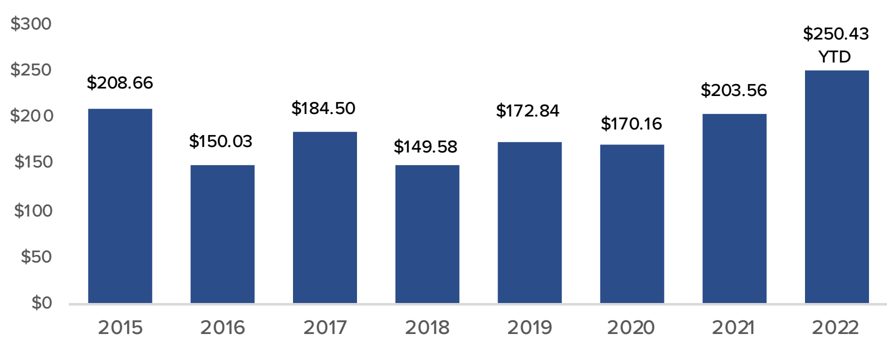
Number of Sales per Year - Retail



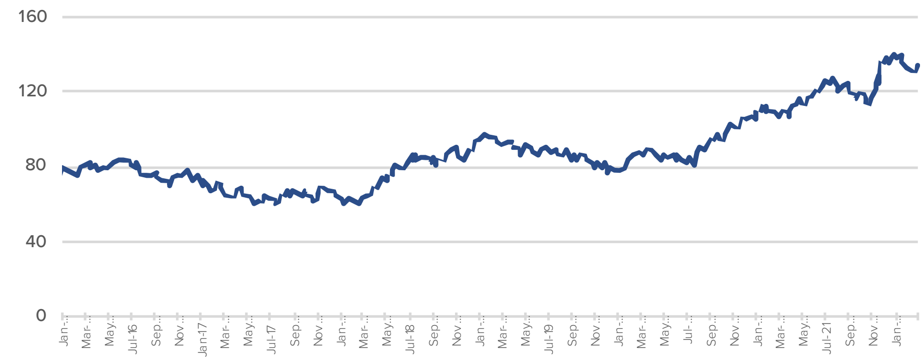
Dollar Volume of Sales per Year - Retail



Average Sale Price per SF per Year - Retail

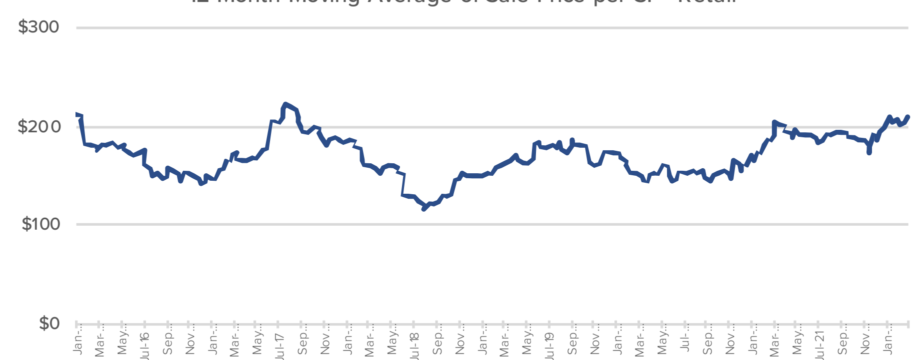


12 Month Moving Number of Sales - Retail



12 Month Moving Sum of Dollar Volume of Sales - Retail

12 Month Moving Average of Sale Price per SF - Retail



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Office

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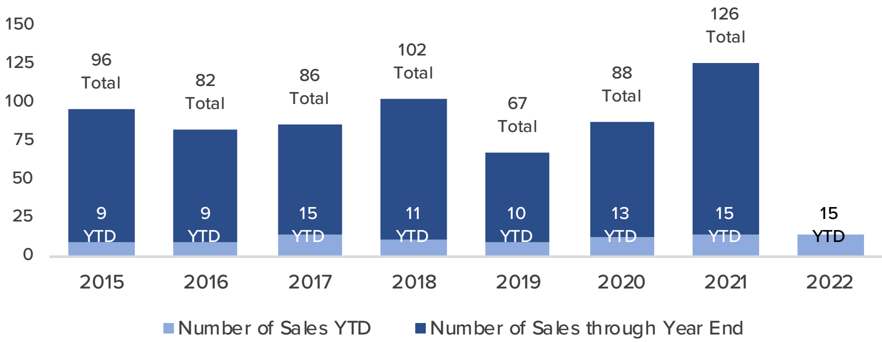
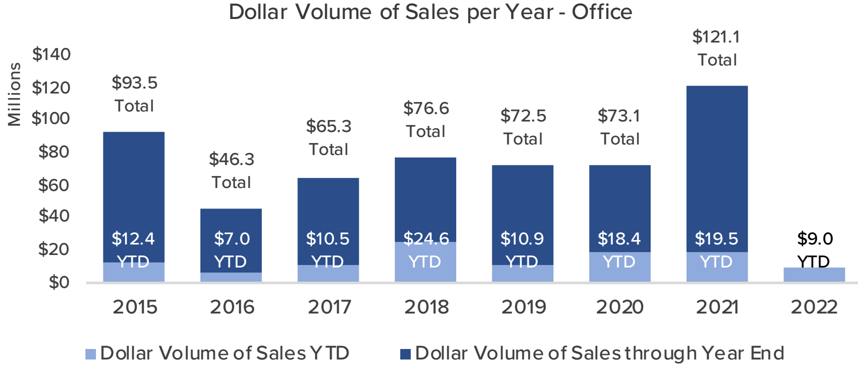
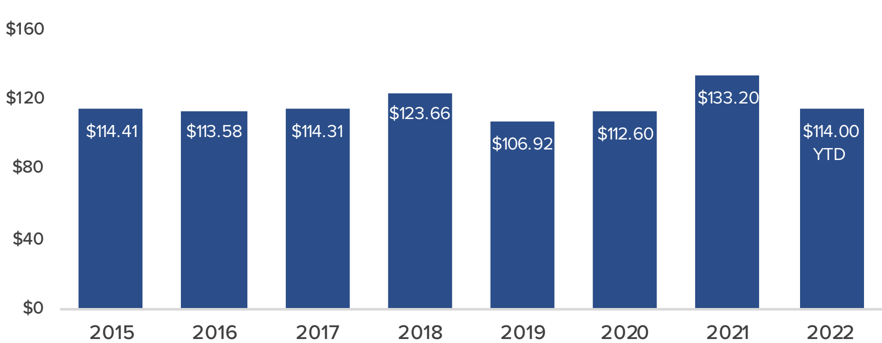
Number of Sales per Year - Office



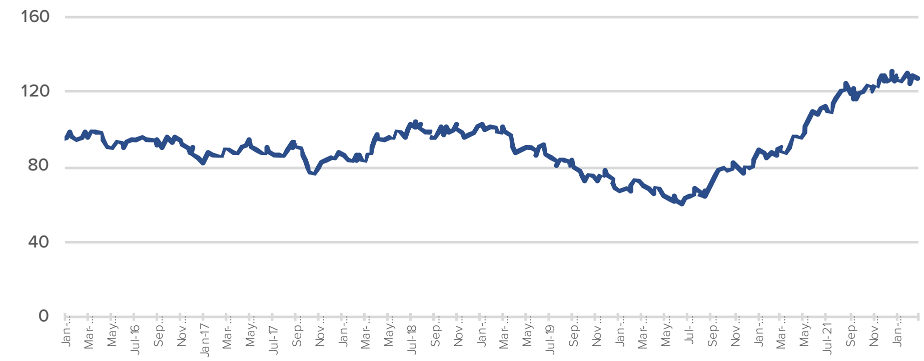
Dollar Volume of Sales per Year - Office



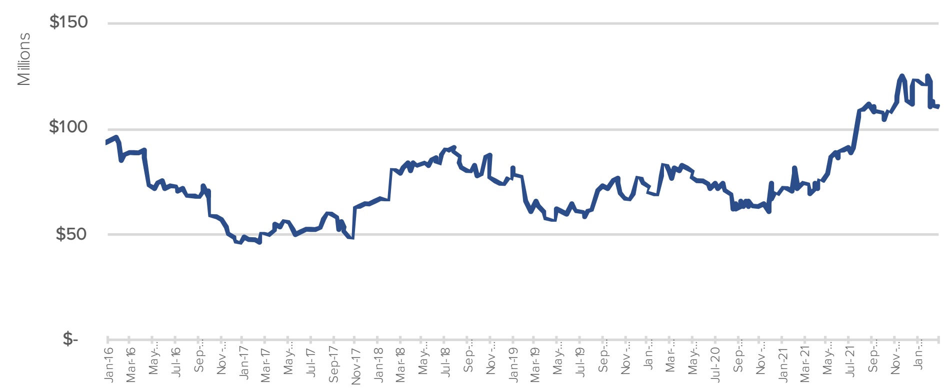
Average Sale Price per SF per Year - Office



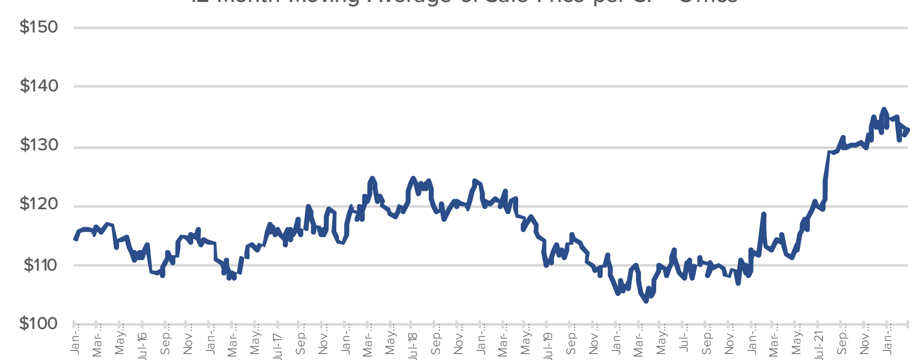
12 Month Moving Number of Sales - Office



12 Month Moving Sum of Dollar Volume of Sales - Office



12 Month Moving Average of Sale Price per SF - Office



Land

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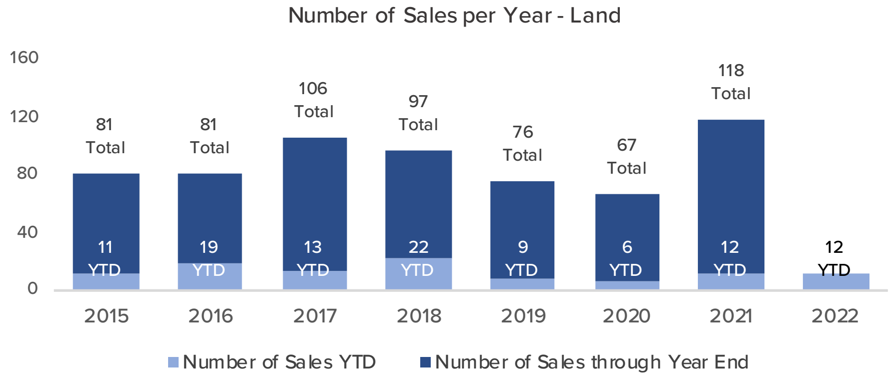
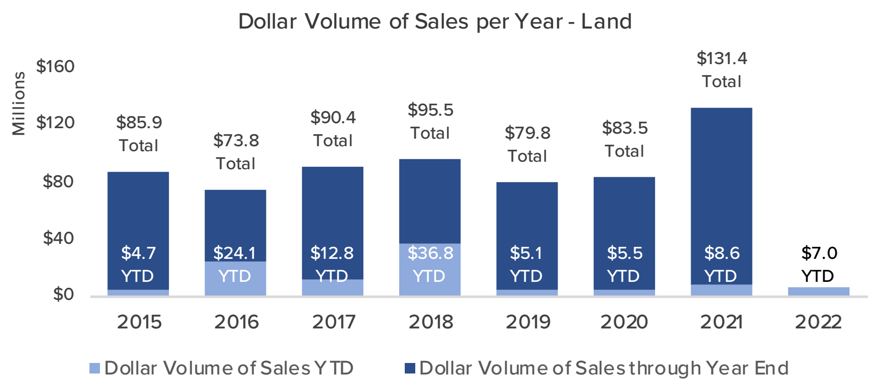
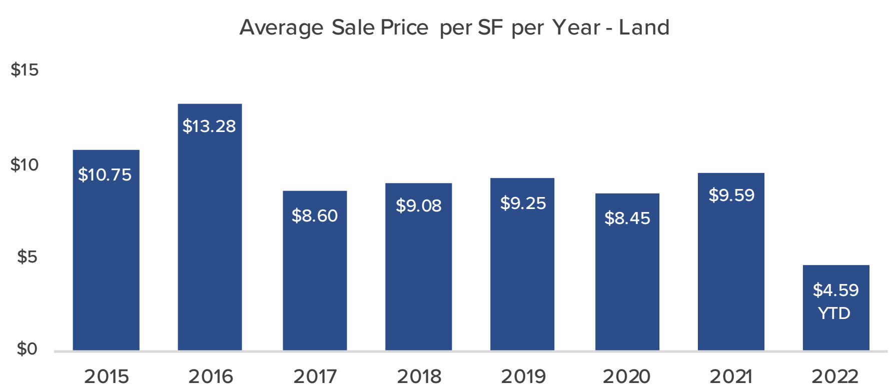
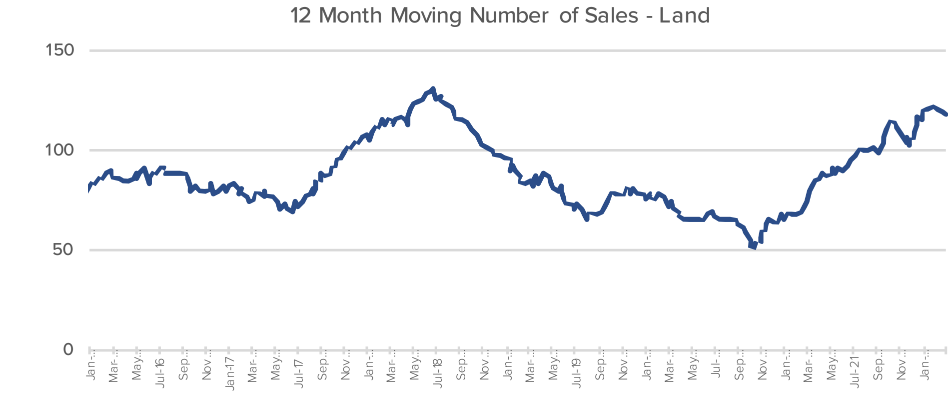
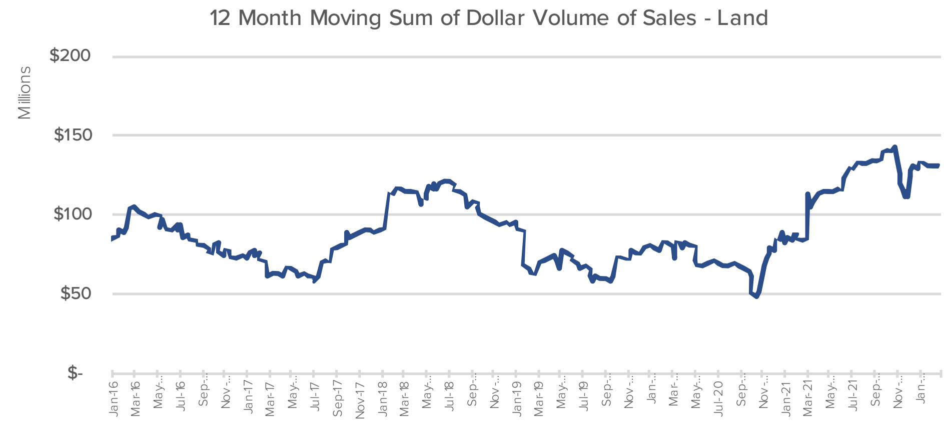
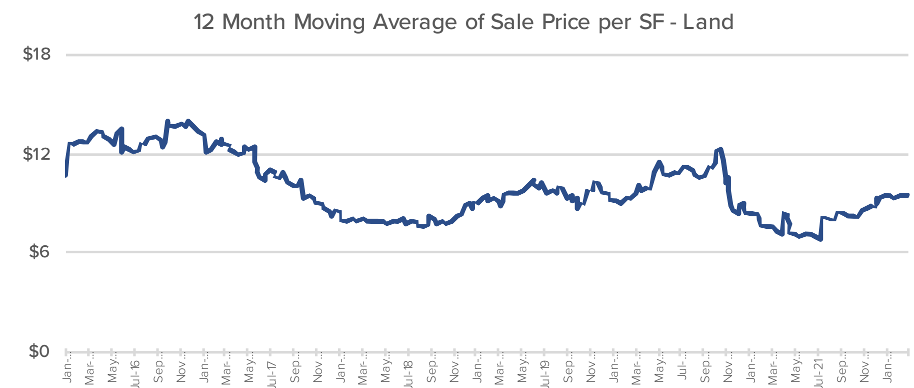

Number of Sales per Year - Land
160
120
80
40
0
81 Total
81 Total
106 Total
97 Total
76 Total
67 Total
118 Total
11 YTD
19 YTD
13 YTD
22 YTD
9 YTD
6 YTD
12 YTD
12 YTD
2015
2016
2017
2018
2019
2020
2021
2022
Number of Sales YTD
Number of Sales through Year End


Dollar Volume of Sales per Year - Land
Millions
$160
$120
$80
$40
$0
$85.9 Total
$73.8 Total
$90.4 Total
$95.5 Total
$79.8 Total
$83.5 Total
$131.4 Total
$4.7 YTD
$24.1 YTD
$12.8 YTD
$36.8 YTD
$5.1 YTD
$5.5 YTD
$8.6 YTD
$7.0 YTD
2015
2016
2017
2018
2019
2020
2021
2022
Dollar Volume of Sales YTD
Dollar Volume of Sales through Year End


Average Sale Price per SF per Year - Land
$15
$10
$5
$0
$10.75
$13.28
$8.60
$9.08
$9.25
$8.45
$9.59
$4.59 YTD
2015
2016
2017
2018
2019
2020
2021
2022


12 Month Moving Number of Sales - Land
150
100
50
0


12 Month Moving Sum of Dollar Volume of Sales - Land
Millions
$200
$150
$100
$50
$-


12 Month Moving Average of Sale Price per SF - Land
$18
$12
$6
$0

The *ELIFIN*® Team

The commercial real estate agents at *ELIFIN*® 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 backed by the resources of our support staff to give you the best experience possible.

George Bonvillain, Jr, JD
Partner - Office Sales & Leasing
gbonvillain@elifinrealty.com
Direct: 225-659-8654
Office: 800-895-9329
Mobile: 337-302-0091

Cole Brewton
Associate - Industrial Sales & Leasing
cbrewton@elifinrealty.com
Office: 800-895-9329
Mobile: 936-585-3132

Will Chadwick, MBA
Partner - Retail Sales & Leasing
wchadwick@elifinrealty.com
Office: 800-895-9329
Mobile: 225-368-7667

Joseph Cottle
Team Administrative Assistant
jcottle@elifinrealty.com
Office: 800-895-9329

Keagan Finley
Vice President - Multifamily Sales
kfinley@elifinrealty.com
Office: 800-895-9329
Mobile: 225-405-7733

Melissa Hoover
Office Manager
mhoover@elifinrealty.com
Office: 800-895-9329

Mathew Laborde, CCIM
President and CEO
mlaborde@elifinrealty.com
Direct: 225-659-8651
Office: 800-895-9329
Mobile: 337-326-1368

Brett Sanchez
Associate - Multifamily Sales
bsanchez@elifinrealty.com
Office: 800-895-9329
Mobile: 504-460-1165

Mark Segalla
Partner - Multifamily Sales
msegalla@elifinrealty.com
Office: 800-895-9329
Mobile: 504-430-8822

Chase Weatherly
Marketing & Communications Director
cweatherly@elifinrealty.com
Office: 800-895-9329

Gabrielle Zia
Associate - Retail Sales & Leasing
gzia@elifinrealty.com
Office: 800-895-9329
Mobile: 225-200-0302

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