## OCTOBER 2023 ALL COMMERCIAL PROPERTY

#### **NEAR-TERM TRENDS**

#### Overall Dollar Volume is down 2.18%.

The trailing 12 month total dollar volume of sales was \$665.9M at the end of Oct 2023 vs. \$680.8M at the end of the prior month.

#### Overall Deal Velocity is up 2.59%.

The trailing 12 month sale count was 436 at the end of Oct 2023 vs. 425 at the end of the prior month.

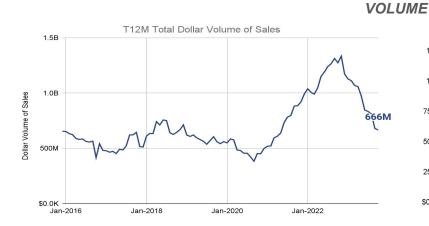
#### THE MARKET:

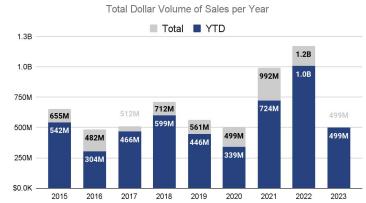


#### Summary of Near-Term Trends by Property Type:

	OVERALL	Multifamily	Industrial	Retail	Office	Land
Values		1.46%	1.36%	-1.16%	-0.84%	0.08%
Volume	-2.18%	3.35%	15.35%	3.20%	-22.55%	-2.99%
Velocity	2.59%	2.08%	12.90%	1.85%	1.83%	0.00%

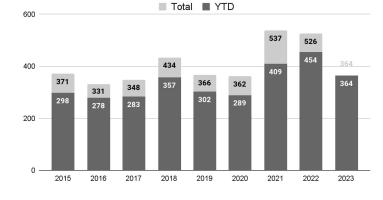
#### **LONG-TERM TRENDS**











**ELIFIN** 

# T12M Sale Count

#### 800-895-9329 | elifinrealty.com

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®

## OCTOBER 2023 MULTIFAMILY

#### **NEAR-TERM TRENDS**

#### Property Values are up 1.46%.

The trailing 12 month average price per unit was \$69.5K at the end of Oct 2023 vs. \$68.5K per unit at the end of the prior month.

#### Dollar Volume is up 3.35%.

#### Deal Velocity is up 2.08%.

The trailing 12 month total dollar volume of salesThe trailing 12 month sale count was 49 at the endwas \$292.4M at the end of Oct 2023 vs. \$282.9M atof Oct 2023 vs. 48 at the end of the prior month.the end of the prior month.of Oct 2023 vs. 48 at the end of the prior month.

#### LONG-TERM TRENDS



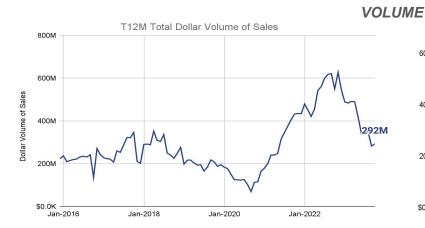
#### THE SPECIALISTS:



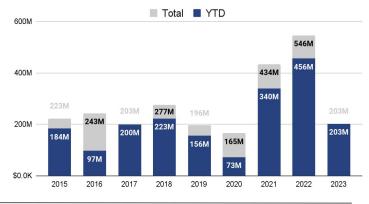
Mark Segalla Partner - Multifamily Sales msegalla@elifinrealty.com 225-505-4349



Perry Musgrow Associate - Multifamily Sales pmusgrow@elifinrealty.com 225-931-0943



Total Dollar Volume of Sales per Year





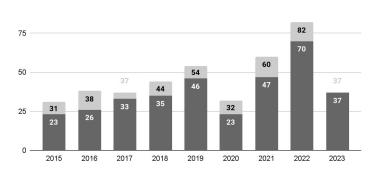
Jan-2020

Jan-2022

VELOCITY

100

Sale Count per Year Total YTD



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#### 800-895-9329 | elifinrealty.com

Jan-2018

# of Sales

Jan-2016

## OCTOBER 2023 INDUSTRIAL

#### **NEAR-TERM TRENDS**

#### Property Values are up 1.36%.

The trailing 12 month average price per SF was \$66.33 at the end of Oct 2023 vs. \$65.44 per SF at the end of the prior month.

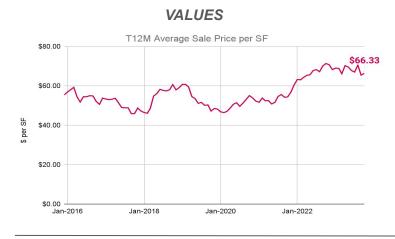
#### Dollar Volume is up 15.35%.

The trailing 12 month total dollar volume of sales was \$54.1M at the end of Oct 2023 vs. \$46.9M at the end of the prior month.

#### Deal Velocity is up 12.9%.

The trailing 12 month sale count was 70 at the end of Oct 2023 vs. 62 at the end of the prior month.

#### LONG-TERM TRENDS



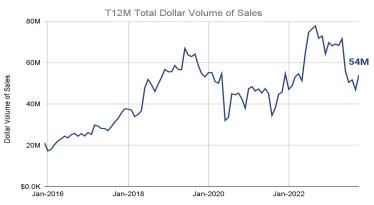
#### THE SPECIALISTS:



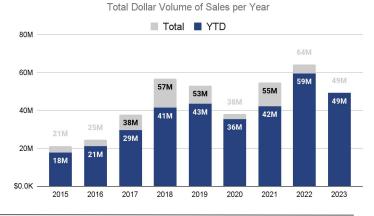
Cole Brewton Senior Associate -Industrial Sales & Leasing cbrewton@elifinrealty.com 936-585-3132



Alex Ruch Associate - Industrial Sales & Leasing aruch@elifinrealty.com 225-485-0238

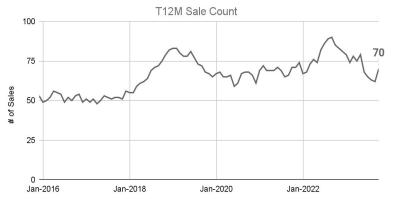


#### VOLUME

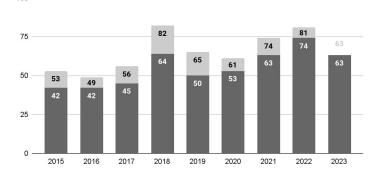


VELOCITY

100



Sale Count per Year Total I YTD





### OCTOBER 2023 RETAIL

#### **NEAR-TERM TRENDS**

#### Property Values are down 1.16%.

The trailing 12 month average price per SF was \$193.84 at the end of Oct 2023 vs. \$196.13 per SF at the end of the prior month.

#### Dollar Volume is up 3.2%.

#### Deal Velocity is up 1.85%.

The trailing 12 month total dollar volume of sales The trailing 12 month sale count was 110 at the end was \$113.8M at the end of Oct 2023 vs. \$110.3M at of Oct 2023 vs. 108 at the end of the prior month. the end of the prior month.

#### LONG-TERM TRENDS



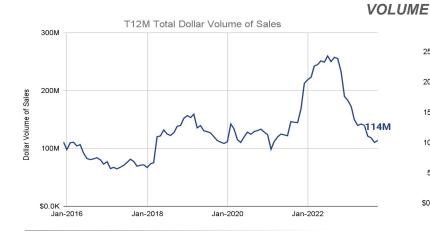
#### THE SPECIALISTS:



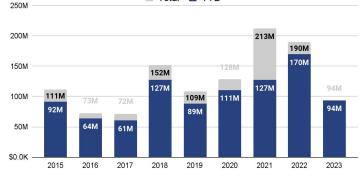
Will Chadwick, MBA Partner - Retail Sales & Leasing wchadwick@elifinrealty.com 225-368-7667



Gabrielle Zia Associate - Retail Sales & Leasing gzia@elifinrealty.com 225-200-0302



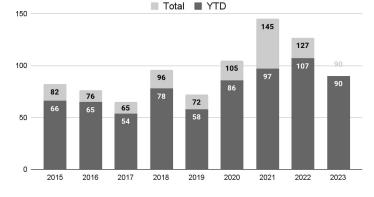
Total Dollar Volume of Sales per Year Total YTD





VELOCITY

#### Sale Count per Year





## OCTOBER 2023 **OFFICE**

#### **NEAR-TERM TRENDS**

#### Property Values are down 0.84%.

The trailing 12 month average price per SF was \$152.82 at the end of Oct 2023 vs. \$154.12 per SF at the end of the prior month.

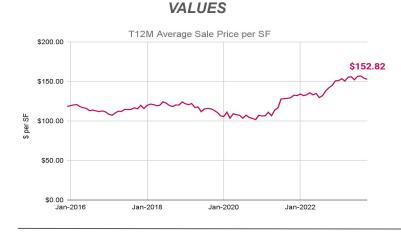
#### Dollar Volume is down 22.55%.

The trailing 12 month total dollar volume of sales was \$90.9M at the end of Oct 2023 vs. \$117.3M at the end of the prior month.

#### Deal Velocity is up 1.83%.

The trailing 12 month sale count was 111 at the end of Oct 2023 vs. 109 at the end of the prior month.

#### LONG-TERM TRENDS



#### THE SPECIALISTS:



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Lindsay Redhead, MBA Associate - Office Sales & Leasing

225-938-3148

Josh McIntire Associate - Office Sales & Leasing lredhead@elifinrealty.com jmcintire@elifinrealty.com 225-938-3148

T12M Total Dollar Volume of Sales 200M 150M Dollar Volume of Sales 100M 50M \$0.0K Jan-2016 Jan-2018 Jan-2020 Jan-2022

VOLUME

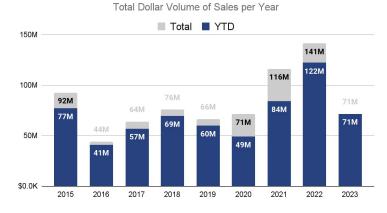
JD/DCL

Associate - Office

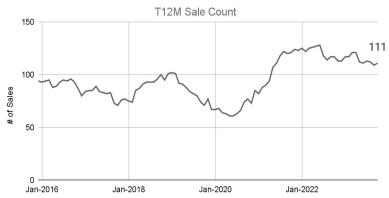
fedwards@elifinrealty.com

Sales & Leasing

985-974-8301



#### VELOCITY



Total YTD 125 123 113 100 101 102 94 86 85 75 77 73 72 67 66 63 50 56 25 0 2019 2021 2015 2016 2017 2018 2020 2022 2023

Sale Count per Year



## OCTOBER 2023

## LAND

#### **NEAR-TERM TRENDS**

#### Property Values are steady.

The trailing 12 month average price per SF was \$12.63 at the end of Oct 2023.

#### Dollar Volume is down 2.99%.

The trailing 12 month total dollar volume of sales was \$72.1M at the end of Oct 2023 vs. \$74.3M at the end of the prior month.

#### Deal Velocity is steady.

The trailing 12 month sale count was 78 at the end of Oct 2023.

#### LONG-TERM TRENDS



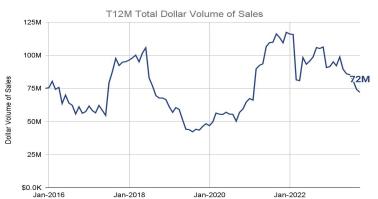
#### THE SPECIALISTS:

For deeper insight into the market trends and data, reach out to an ELIFIN® agent. Every member of our team is an expert in their respective specialty.

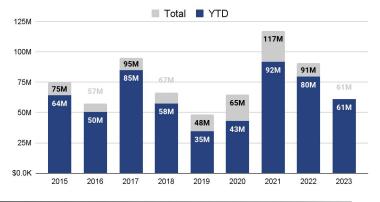
https://elifinrealty.com/team/

VOLUME

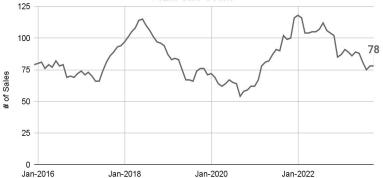
VELOCITY



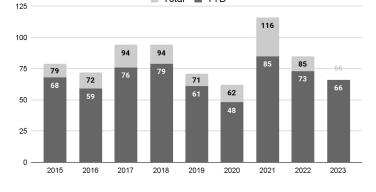








Sale Count per Year Total YTD



SELIFIN.