OCTOBER 2023 ALL COMMERCIAL PROPERTY

NEAR-TERM TRENDS

Overall Dollar Volume is down 8.46%.

The trailing 12 month total dollar volume of sales was \$641.2M at the end of Oct 2023 vs. \$700.4M at the end of the prior month.

Overall Deal Velocity is steady.

The trailing 12 month sale count was 407 at the end of Oct 2023.

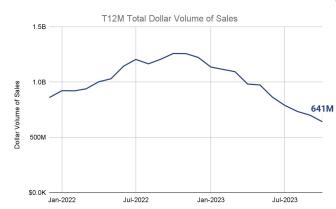
THE MARKET:

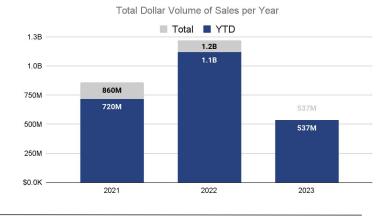


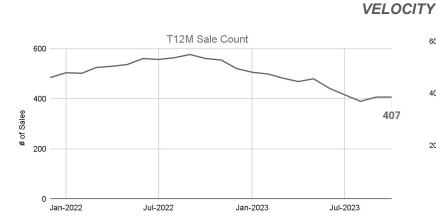
Summary of Near-Term Trends by Property Type:

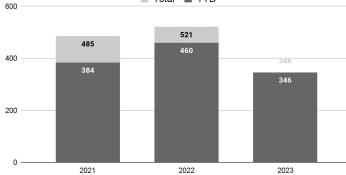
	OVERALL	Multifamily	Industrial	Retail	Office	Land
Values		-3.72%	16.93%	-0.12%	-5.34%	-2.59%
Volume	-8.46%	-18.47%	32.92%	7.99%	20.78%	10.65%
Velocity	0.00%	1.30%	-1.37%	4.20%	15.09%	14.81%

LONG-TERM TRENDS









Sale Count per Year Total YTD

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Source: ELIFIN® Research Division. Sale records included the following specifications: • Building and commercial land sales greater than or equal to \$300,000 • 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®

VOLUME

OCTOBER 2023 MULTIFAMILY

NEAR-TERM TRENDS

Property Values are down 3.72%.

The trailing 12 month average price per unit was \$103.1K at the end of Oct 2023 vs. \$107.0K per unit at the end of the prior month.

Dollar Volume is down 18.47%.

Deal Velocity is up 1.3%.

The trailing 12 month total dollar volume of salesThe trailing 12 month sale count was 78 at the endwas \$135.4M at the end of Oct 2023 vs. \$166.0M atof Oct 2023 vs. 77 at the end of the prior month.the end of the prior month.of Oct 2023 vs. 77 at the end of the prior month.

LONG-TERM TRENDS



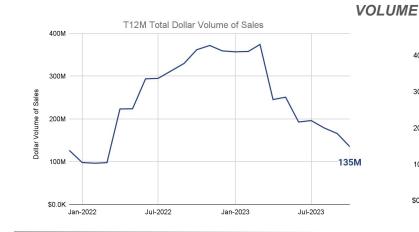
THE SPECIALISTS:

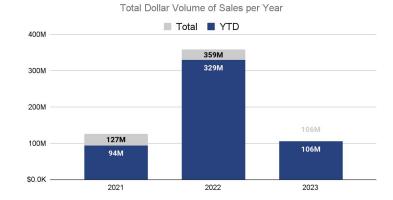


Brett Sanchez Associate – Multifamily Sales bsanchez@elifinrealty.com 504-460-1165

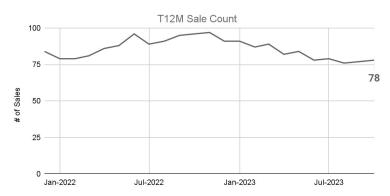


Benji Azar Associate – Multifamily Sales bazar@elifinrealty.com 504-289-7750

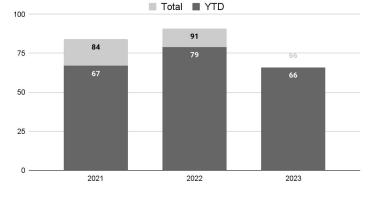




VELOCITY



Sale Count per Year



🛤 ELIFIN.

OCTOBER 2023 INDUSTRIAL

NEAR-TERM TRENDS

Property Values are up 16.93%.

The trailing 12 month average price per SF was \$97.34 at the end of Oct 2023 vs. \$83.25 per SF at the end of the prior month.

Dollar Volume is up 32.92%.

the end of the prior month.

The trailing 12 month total dollar volume of sales

was \$65.4M at the end of Oct 2023 vs. \$49.2M at

Deal Velocity is down 1.37%.

The trailing 12 month sale count was 72 at the end of Oct 2023 vs. 73 at the end of the prior month.

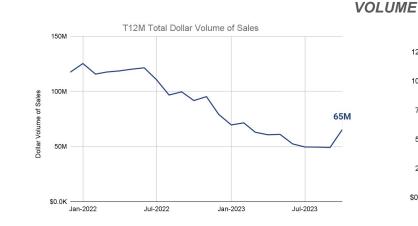
LONG-TERM TRENDS



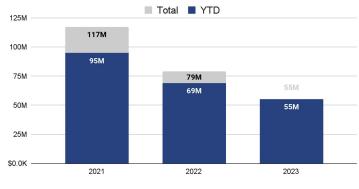
THE SPECIALIST:



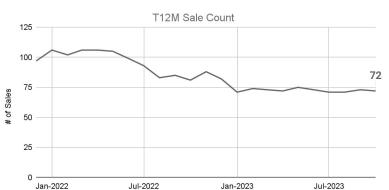
Nick Tuleu Associate- Industrial Sales & Leasing ntuleu@elifinrealty.com 504-909-2316

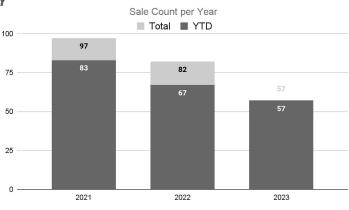


Total Dollar Volume of Sales per Year











OCTOBER 2023 **RETAIL**

NEAR-TERM TRENDS

Property Values are steady.

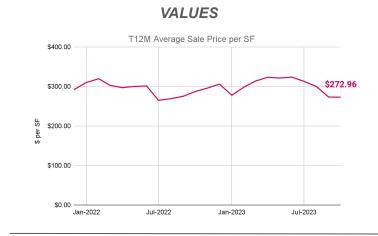
The trailing 12 month average price per SF was \$272.96 at the end of Oct 2023.

Dollar Volume is up 7.99%.

Deal Velocity is up 4.2%.

The trailing 12 month total dollar volume of salesThe trailing 12 month sale count was 124 at the endwas \$207.9M at the end of Oct 2023 vs. \$192.5M atof Oct 2023 vs. 119 at the end of the prior month.the end of the prior month.of Oct 2023 vs. 119 at the end of the prior month.

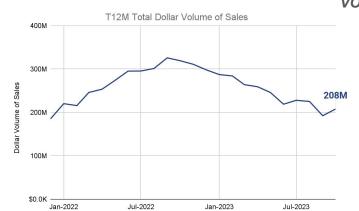
LONG-TERM TRENDS



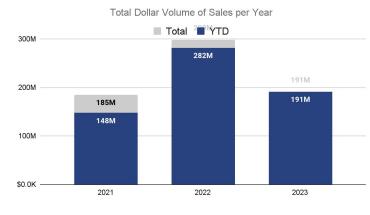
THE SPECIALISTS:

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.

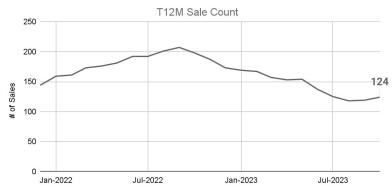
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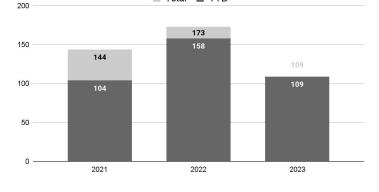
VOLUME



VELOCITY



Sale Count per Year Total TTD



ELIFIN

OCTOBER 2023 OFFICE

NEAR-TERM TRENDS

Property Values are down 5.34%.

The trailing 12 month average price per SF was \$209.65 at the end of Sep 2023 vs. \$221.47 per SF at the end of the prior month.

Dollar Volume is up 20.78%.

The trailing 12 month total dollar volume of sales was \$67.1M at the end of Sep 2023 vs. \$55.6M at the end of the prior month.

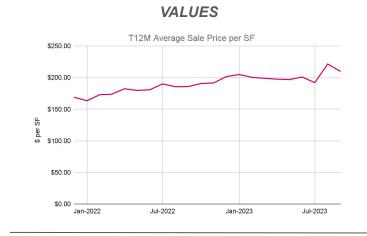
Deal Velocity is up 15.09%.

The trailing 12 month sale count was 61 at the end of Sep 2023 vs. 53 at the end of the prior month.

LONG-TERM TRENDS

Dollar Volume of Sales

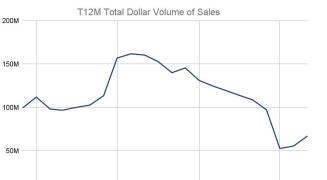
\$0.0K _____



THE SPECIALIST:



Noah Loveland Associate - Office Sales & Leasing nloveland@elifinrealty.com 720-703-5491



Jan-2023

 150M
 Total
 YTD

 100M
 99M
 128M

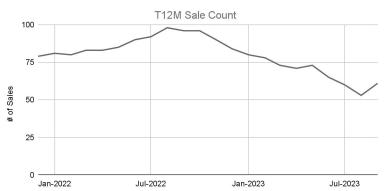
 50M
 75M
 43M

 50.0K
 2021
 2022
 2023

Total Dollar Volume of Sales per Year

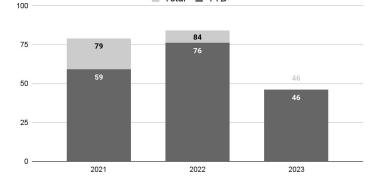


Jul-2023



Jul-2022

Sale Count per Year





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VOLUME

OCTOBER 2023

LAND

NEAR-TERM TRENDS

Property Values are down 2.59%.

The trailing 12 month average price per SF was \$41.83 at the end of Oct 2023 vs. \$42.94 per SF at the end of the prior month.

Dollar Volume is up 10.65%.

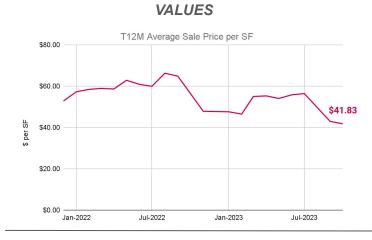
the end of the prior month.

The trailing 12 month total dollar volume of sales was \$39.8M at the end of Oct 2023 vs. \$36.0M at

Deal Velocity is up 14.81%.

The trailing 12 month sale count was 31 at the end of Oct 2023 vs. 27 at the end of the prior month.

LONG-TERM TRENDS

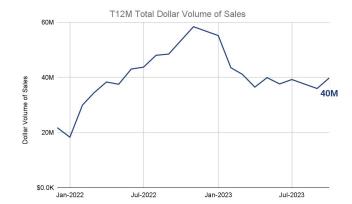


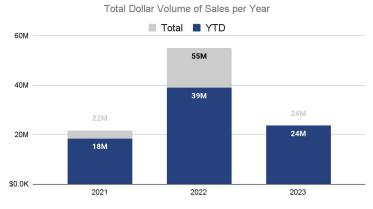
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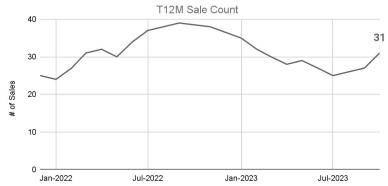
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VOLUME





VELOCITY



Sale Count per Year

