

# Market Report – Baton Rouge, LA

MARCH 2023

## ALL COMMERCIAL PROPERTY

### NEAR-TERM TRENDS

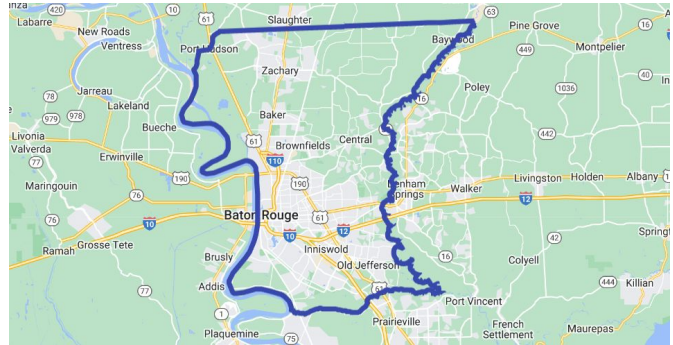
#### Overall Dollar Volume is down 3.05%.

The trailing 12 month total dollar volume of sales was \$1.098B at the end of Mar 2023 vs. \$1.133B at the end of the prior month.

#### Overall Deal Velocity is down 0.36%.

The trailing 12 month sale count was 528 at the end of Mar 2023 vs. 530 at the end of the prior month.

#### THE MARKET:

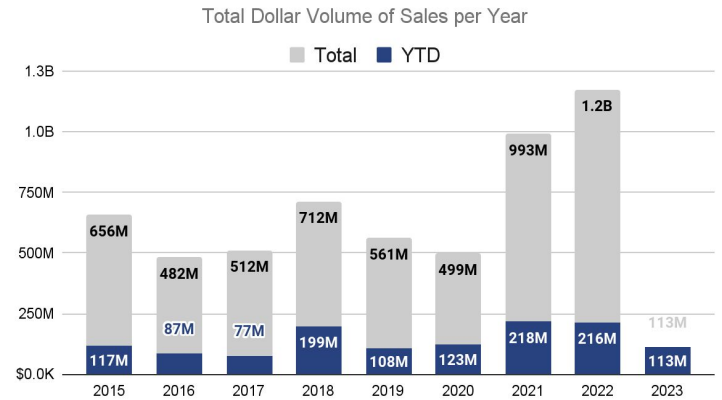
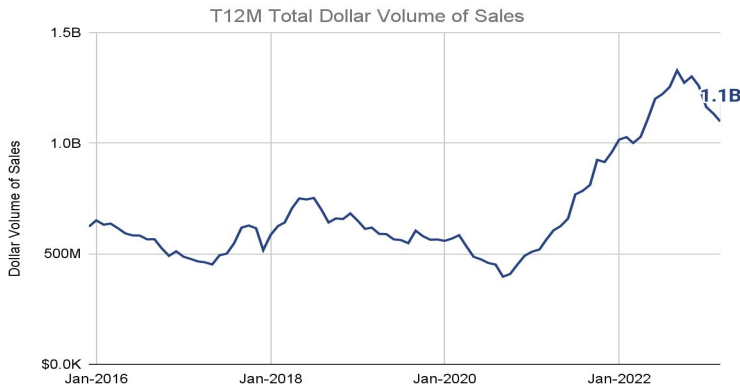


Summary of Near-Term Trends by Property Type:

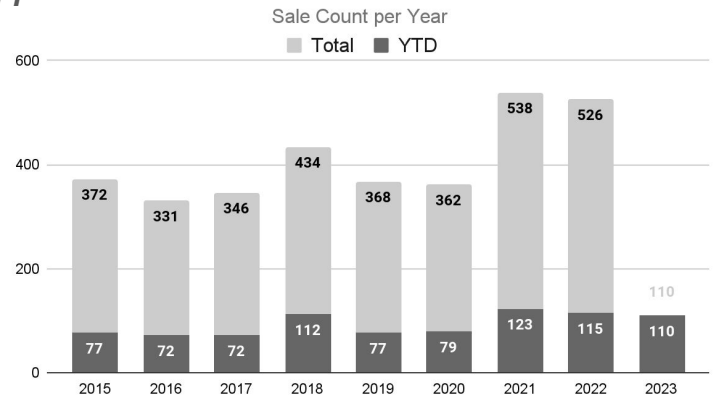
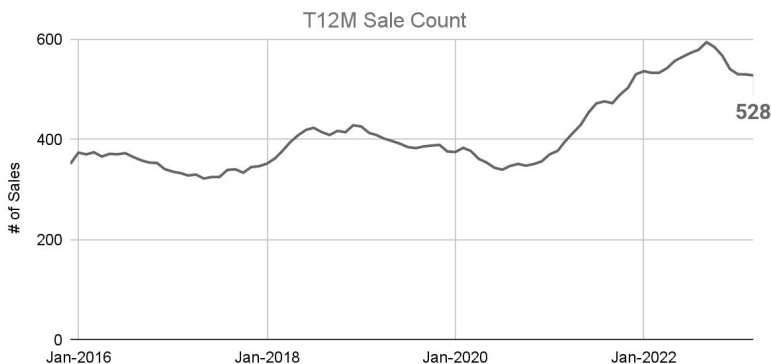
	OVERALL	Multifamily	Industrial	Retail	Office	Land
Values		0.01%	-0.90%	-2.09%	0.06%	1.36%
Volume	-3.05%	-1.48%	1.63%	-12.68%	0.86%	1.18%
Velocity	-0.36%	-5.79%	-1.72%	-1.24%	2.33%	2.28%

### LONG-TERM TRENDS

#### VOLUME



#### VELOCITY



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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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## MULTIFAMILY

### NEAR-TERM TRENDS

#### Property Values are steady.

The trailing 12 month average price per unit was \$81.0K at the end of Mar 2023.

#### Dollar Volume is down 1.48%.

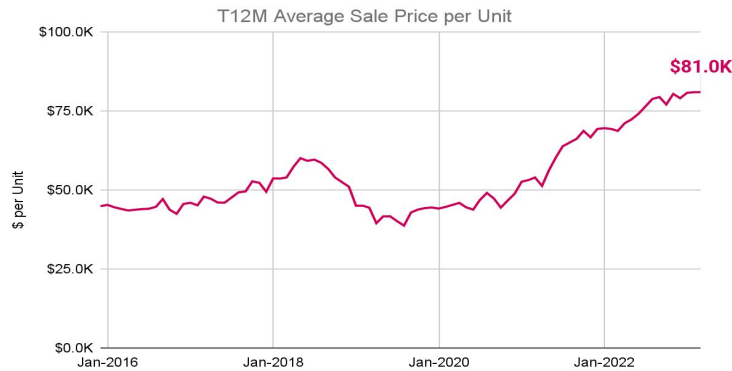
The trailing 12 month total dollar volume of sales was \$479.1M at the end of Mar 2023 vs. \$486.3M at the end of the prior month.

#### Deal Velocity is down 5.79%.

The trailing 12 month sale count was 72 at the end of Mar 2023 vs. 76 at the end of the prior month.

### LONG-TERM TRENDS

#### VALUES



#### THE SPECIALISTS:



**Mark Segalla**

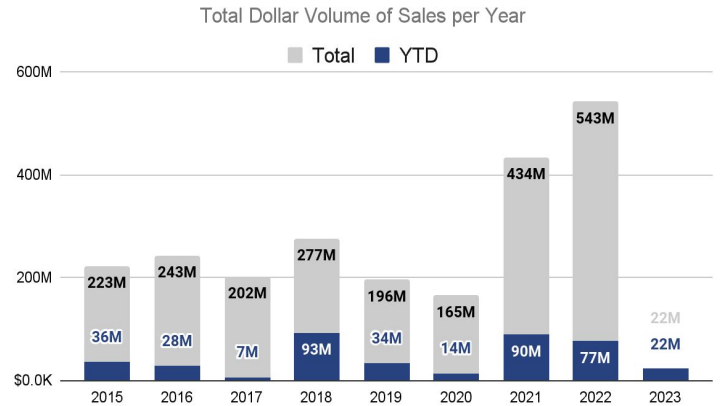
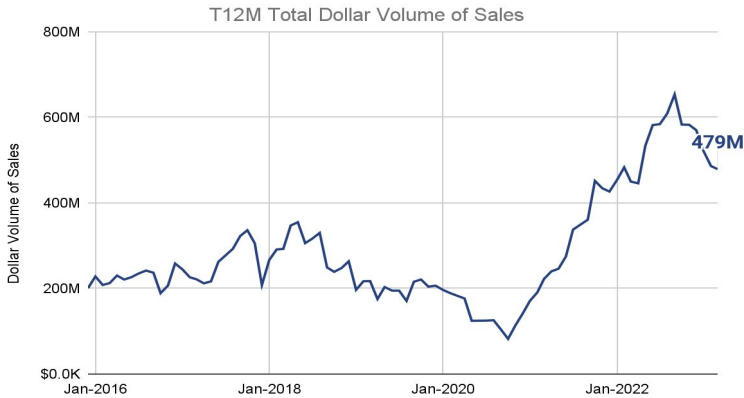
Partner - Multifamily Sales  
msegalla@elifinrealty.com  
225-505-4349



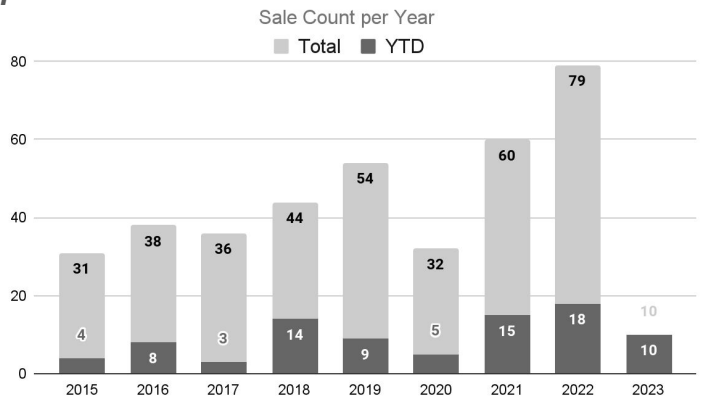
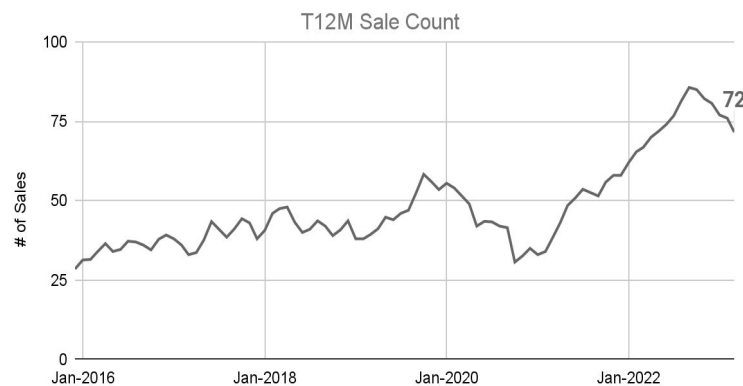
**Perry Musgrow**

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pmusgrow@elifinrealty.com  
225-931-0943

#### VOLUME



#### VELOCITY



# Market Report – Baton Rouge, LA

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## INDUSTRIAL

### NEAR-TERM TRENDS

**Property Values are down 0.9%.**

The trailing 12 month average price per SF was \$66.95 at the end of Mar 2023 vs. \$67.56 per SF at the end of the prior month.

**Dollar Volume is up 1.63%.**

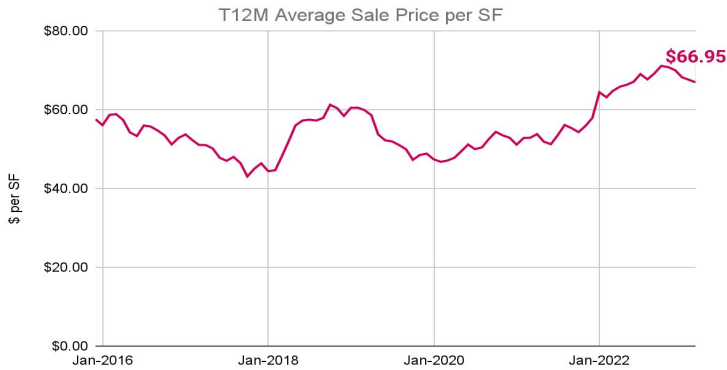
The trailing 12 month total dollar volume of sales was \$70.3M at the end of Mar 2023 vs. \$69.2M at the end of the prior month.

**Deal Velocity is down 1.72%.**

The trailing 12 month sale count was 76 at the end of Mar 2023 vs. 77 at the end of the prior month.

### LONG-TERM TRENDS

#### VALUES

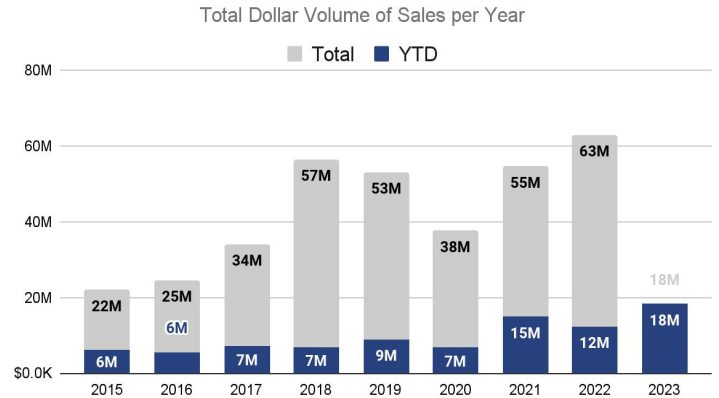
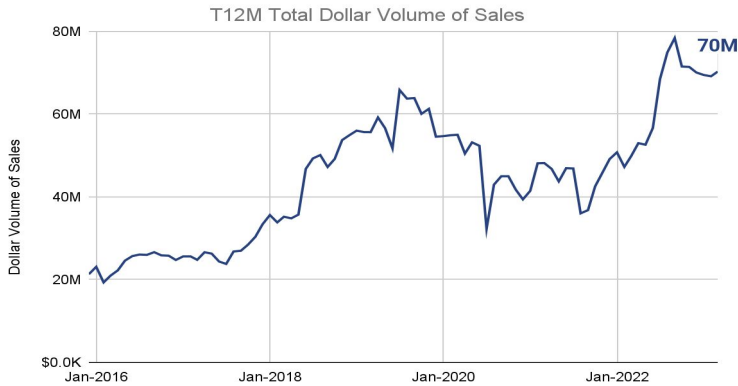


#### THE SPECIALIST:

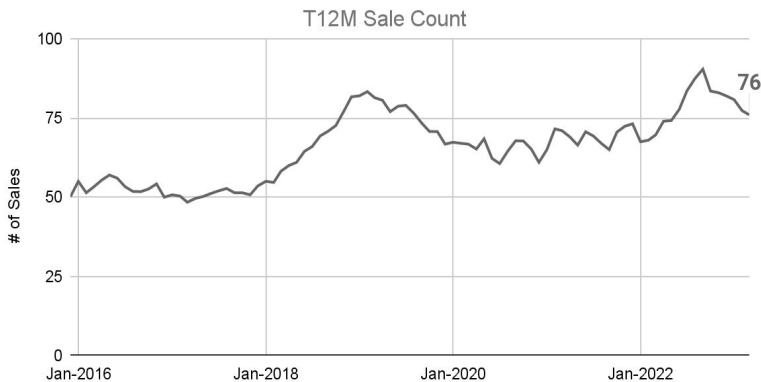


**Cole Brewton**  
Senior Associate -  
Industrial Sales & Leasing  
cbrewton@elifinrealty.com  
936-585-3132

#### VOLUME



#### VELOCITY



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## RETAIL

### NEAR-TERM TRENDS

**Property Values are down 2.09%.**

The trailing 12 month average price per SF was \$253.07 at the end of Mar 2023 vs. \$258.46 per SF at the end of the prior month.

**Dollar Volume is down 12.68%.**

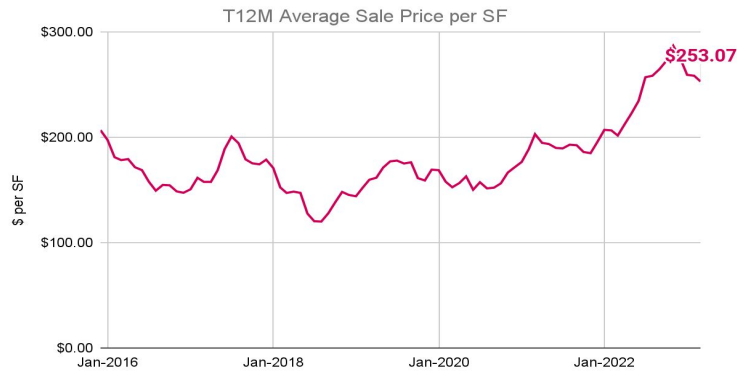
The trailing 12 month total dollar volume of sales was \$163.2M at the end of Mar 2023 vs. \$186.9M at the end of the prior month.

**Deal Velocity is down 1.24%.**

The trailing 12 month sale count was 128 at the end of Mar 2023 vs. 129 at the end of the prior month.

### LONG-TERM TRENDS

#### VALUES



#### THE SPECIALISTS:

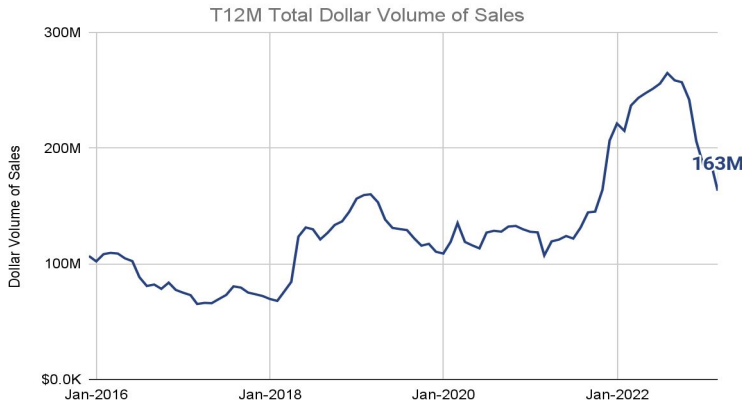


**Will Chadwick, MBA**  
Partner - Retail Sales & Leasing  
wchadwick@elifinrealty.com  
225-368-7667

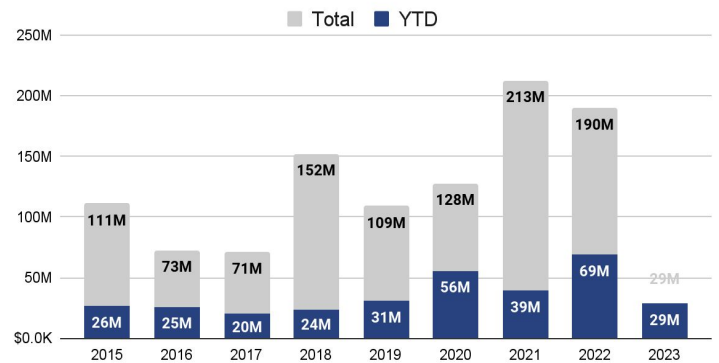


**Gabrielle Zia**  
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gzia@elifinrealty.com  
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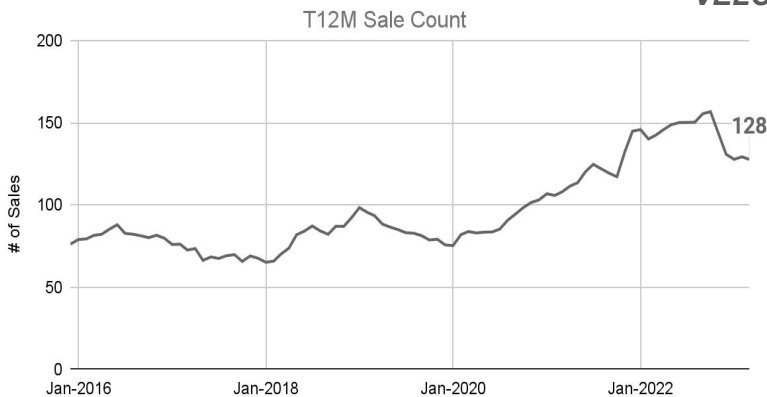
#### VOLUME



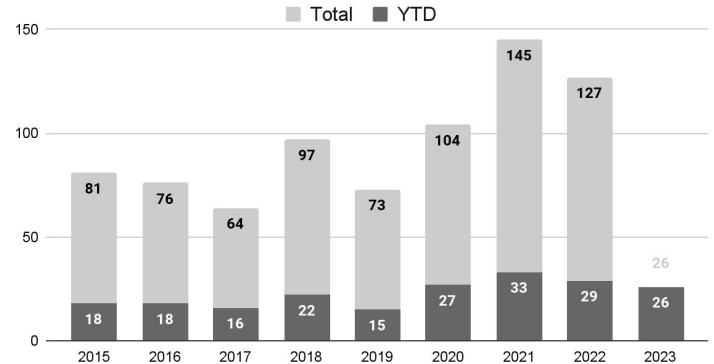
Total Dollar Volume of Sales per Year



#### VELOCITY



Sale Count per Year



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## OFFICE

### NEAR-TERM TRENDS

#### Property Values are steady.

The trailing 12 month average price per SF was \$151.59 at the end of Mar 2023.

#### Dollar Volume is up 0.86%.

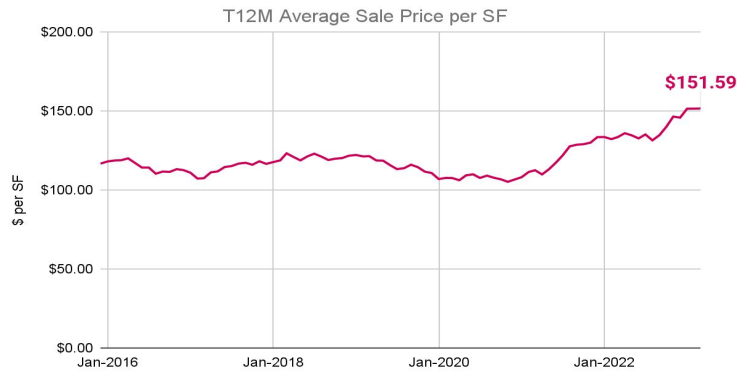
The trailing 12 month total dollar volume of sales was \$154.6M at the end of Mar 2023 vs. \$153.3M at the end of the prior month.

#### Deal Velocity is up 2.33%.

The trailing 12 month sale count was 122 at the end of Mar 2023 vs. 120 at the end of the prior month.

### LONG-TERM TRENDS

#### VALUES



#### THE SPECIALISTS:



**George Bonvillain, JD**  
Partner - Office Sales & Leasing  
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337-302-0091

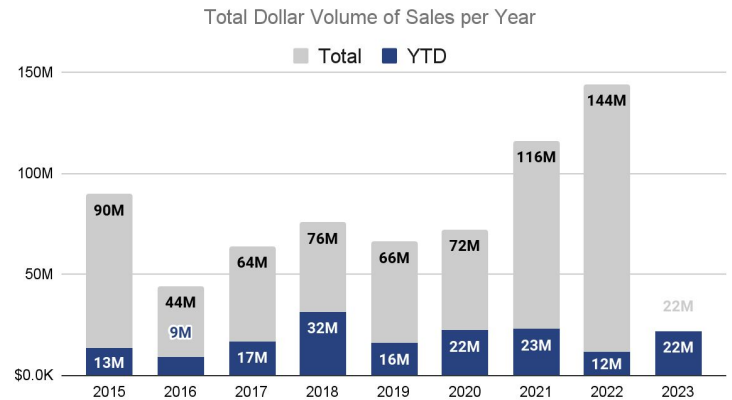
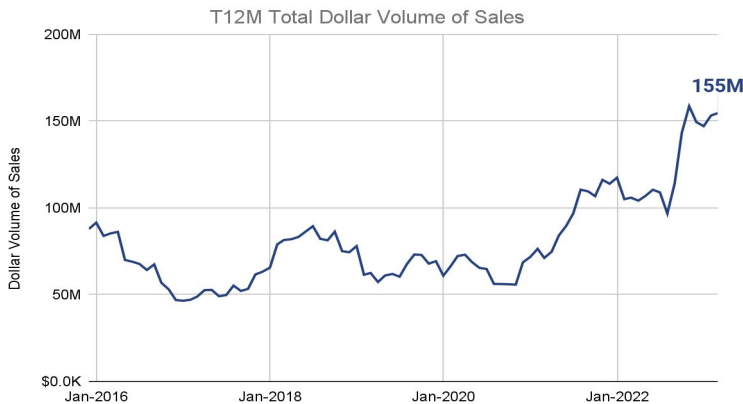


**Fabian Edwards JD/DCL**  
Associate - Office Sales & Leasing  
fedwards@elifinrealty.com  
985-974-8301

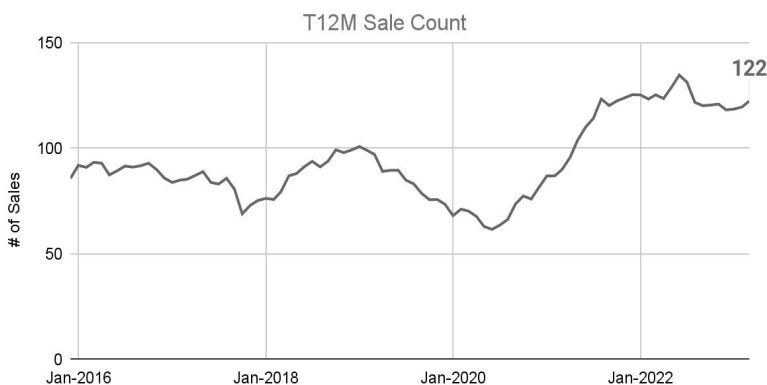


**Jacob Loveland**  
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#### VOLUME



#### VELOCITY



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## LAND

### NEAR-TERM TRENDS

**Property Values are up 1.36%.**

The trailing 12 month average price per SF was \$12.87 at the end of Mar 2023 vs. \$12.69 per SF at the end of the prior month.

**Dollar Volume is up 1.18%.**

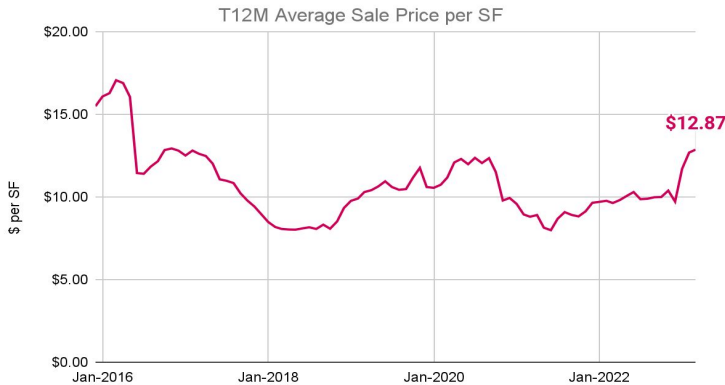
The trailing 12 month total dollar volume of sales was \$96.9M at the end of Mar 2023 vs. \$95.8M at the end of the prior month.

**Deal Velocity is up 2.28%.**

The trailing 12 month sale count was 92 at the end of Mar 2023 vs. 90 at the end of the prior month.

### LONG-TERM TRENDS

#### VALUES

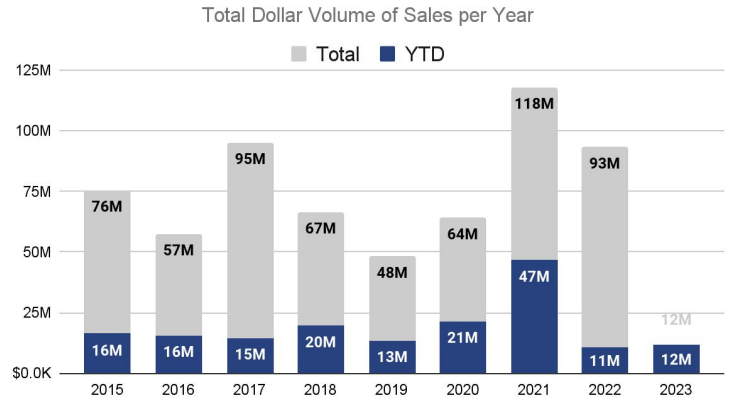
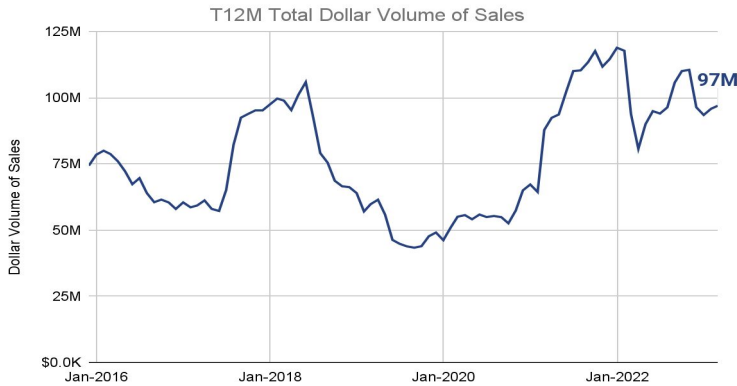


#### THE SPECIALISTS:

*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

