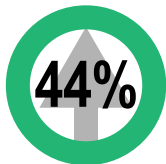


Pennington County Commercial Real Estate Market Statistics

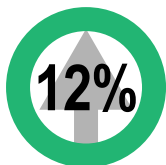
YTD 2020 vs. YTD 2019*

TOTAL







SALES VOLUME
\$66,225,601



TRANSACTIONS
65



BY SEGMENT

	VOLUME	TRANSACTIONS	
 RETAIL	↑ +\$16.1M \$20.8M YTD	↑ +2 15 YTD	The biggest surprise so far in 2020, even with the large sale of Baken Park (\$14M) removed, transactions and volume are trending up in 2020.
 OFFICE	↓ -\$5.7M \$7.9M YTD	↓ -5 9 YTD	Not much of a surprise that we have seen office trending down in all categories as the pandemic has put a pause on most office movement for the time being.
 INDUSTRIAL	↑ +\$1.2M \$7.4M YTD	↓ -1 10 YTD	We see these trends staying positive in the next few months as demand for industrial space has increased significantly and there are a few large transactions closing in the next few months.
 LAND	↓ -\$3.5M \$5.6M YTD	↑ +7 15 YTD	Transaction volume stayed consistent with 8 more transactions in the last 2 months, a good sign for new development. If we remove the Fleet Farm land sale from last year (\$6.5M), all trends would be positive for land sales.
 MULTI-FAMILY	↑ +\$1.8M \$4.0M YTD	↑ +4 10 YTD	The demand and strength of multifamily continues with transactions and unit volume nearly double what we saw in 2019. The only thing holding back more growth is the lack of inventory available for sale.
 OTHER	↑ +\$10.2M \$20.3M YTD	↔ 0 6 YTD	All 6 transactions in this category for 2020 have been hotel properties which is driving the significant year over year volume variance.

*Transaction data provided by Pennington County Department of Equalization



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