



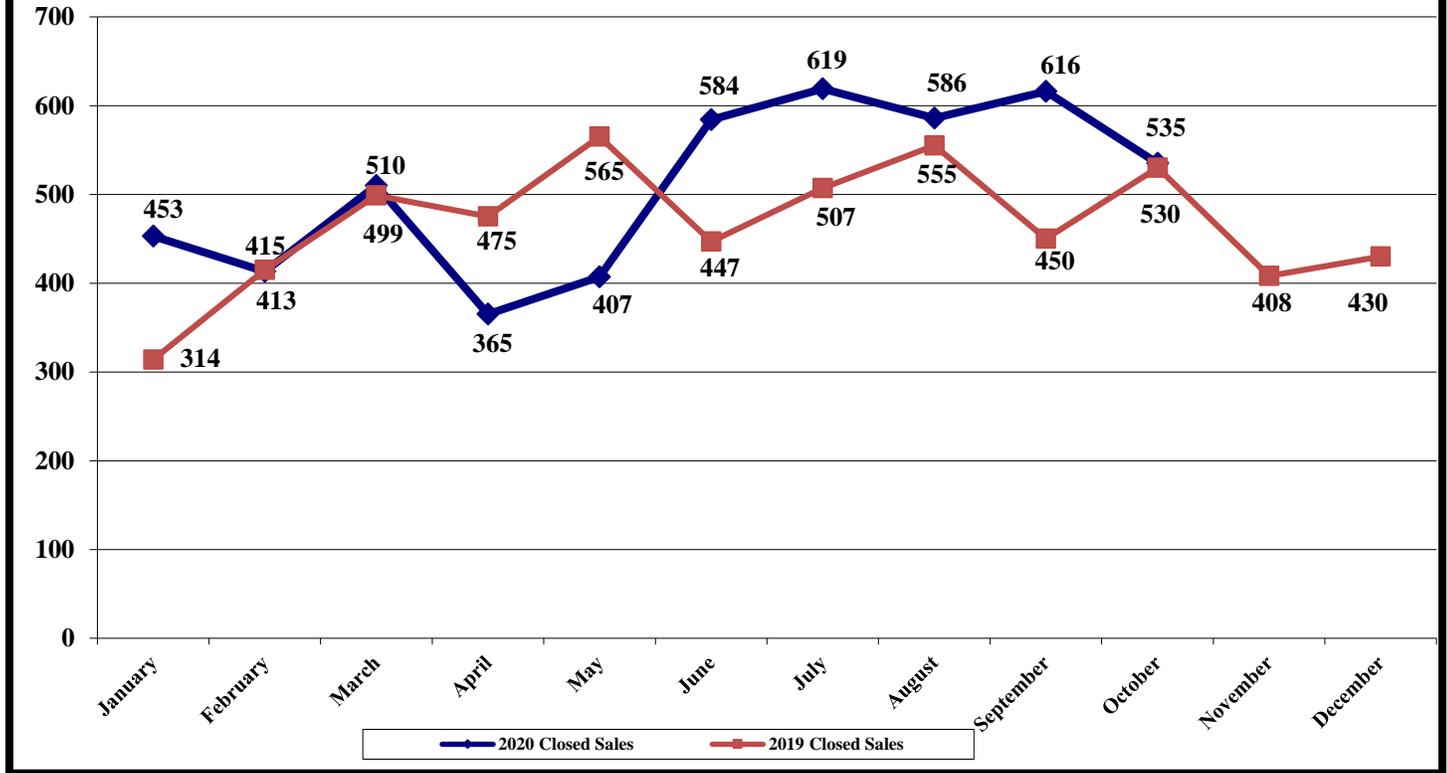
The Acadiana Residential Real Estate Market Report

January – October 2020

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Closed Residential Sales Reported to MLS

All "GEO" Areas/Parishes
January - October 2020 vs 2019



ALL "GEO" AREAS/PARISHES (Includes areas outside Lafayette Parish)

Outside Lafayette Parish

Oct. '20: 165
Oct. '19: 211
(% chg: -21.80%)

Number of Closed Home Sales Reported to MLS, October 2020: 535
Number of Closed Home Sales Reported to MLS, October 2019: 530
(% change for October: +00.94%)

(% change from September 2020: -13.15%)

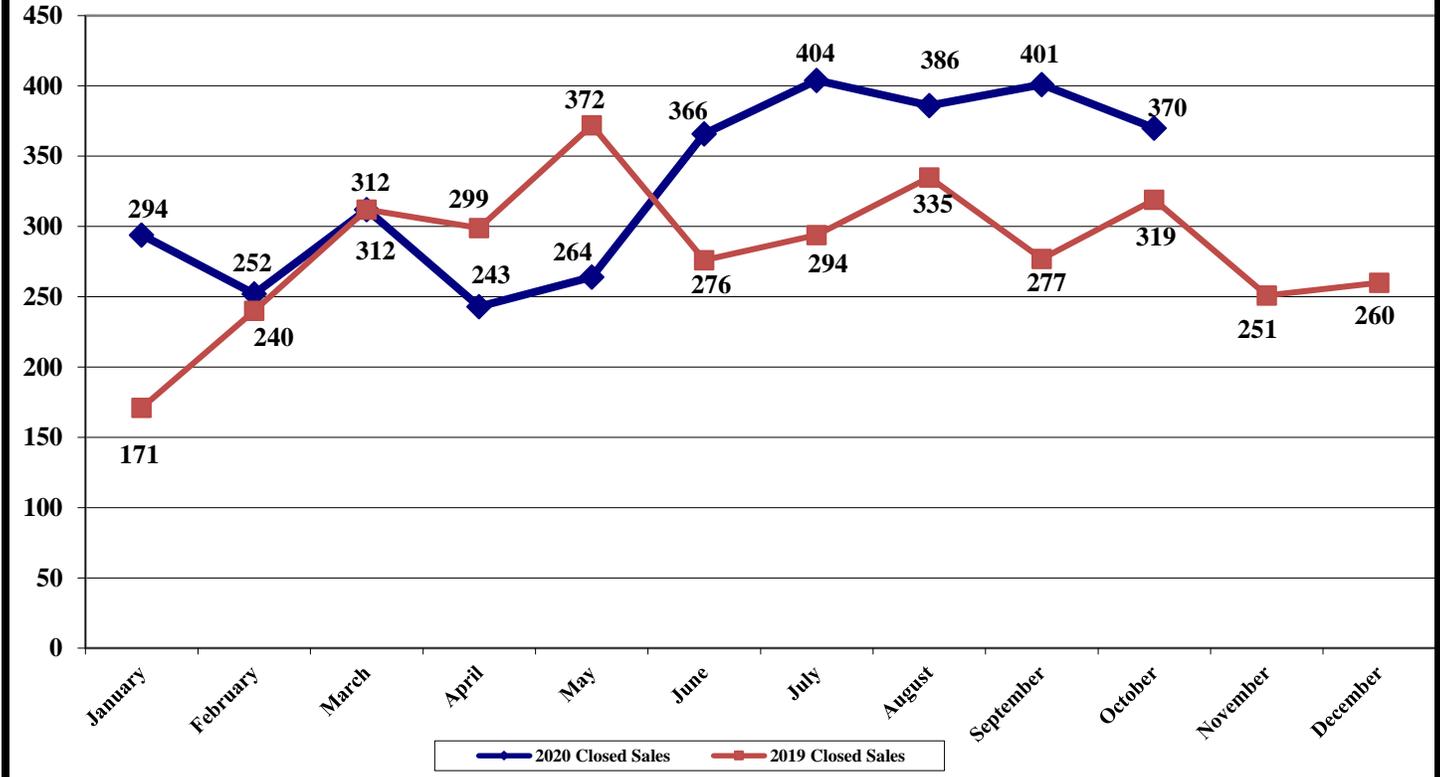
'20: 1,796
'19: 1,862
(% chg: -03.54%)

Cumulative total, January – October 2020: 5,088
Cumulative total, January – October 2019: 4,757
(% cumulative change: +06.96%)

Average Days on Market, January - October 2020: 87
Average Days on Market, January - October 2019: 93
(Change for January - October: -06 days)

<u>Current Sales Compared to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 sales <u>outside</u> Lafayette Parish as compared to prior year's sales)	1,256	1,388	1,354	1,393	1,474	1,630
	+42.99%	+29.39%	+32.64%	+28.93%	+21.85%	+10.18%

Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - October 2020 vs. 2019



LAFAYETTE PARISH
(Excludes "GEO" areas outside Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>
10/20: 92	278
10/19: 64	255
+43.75%	+09.02%

Number of Closed Home Sales Reported to MLS, October: 2020: 370
Number of Closed Home Sales Reported to MLS, October: 2019: 319
(% change for October: +15.99%)

(% change from September 2020: -07.73%)

<u>New Const.</u>	<u>Re-sales</u>
'20: 778	2,514
'19: 597	2,298
+30.32%	+09.40%

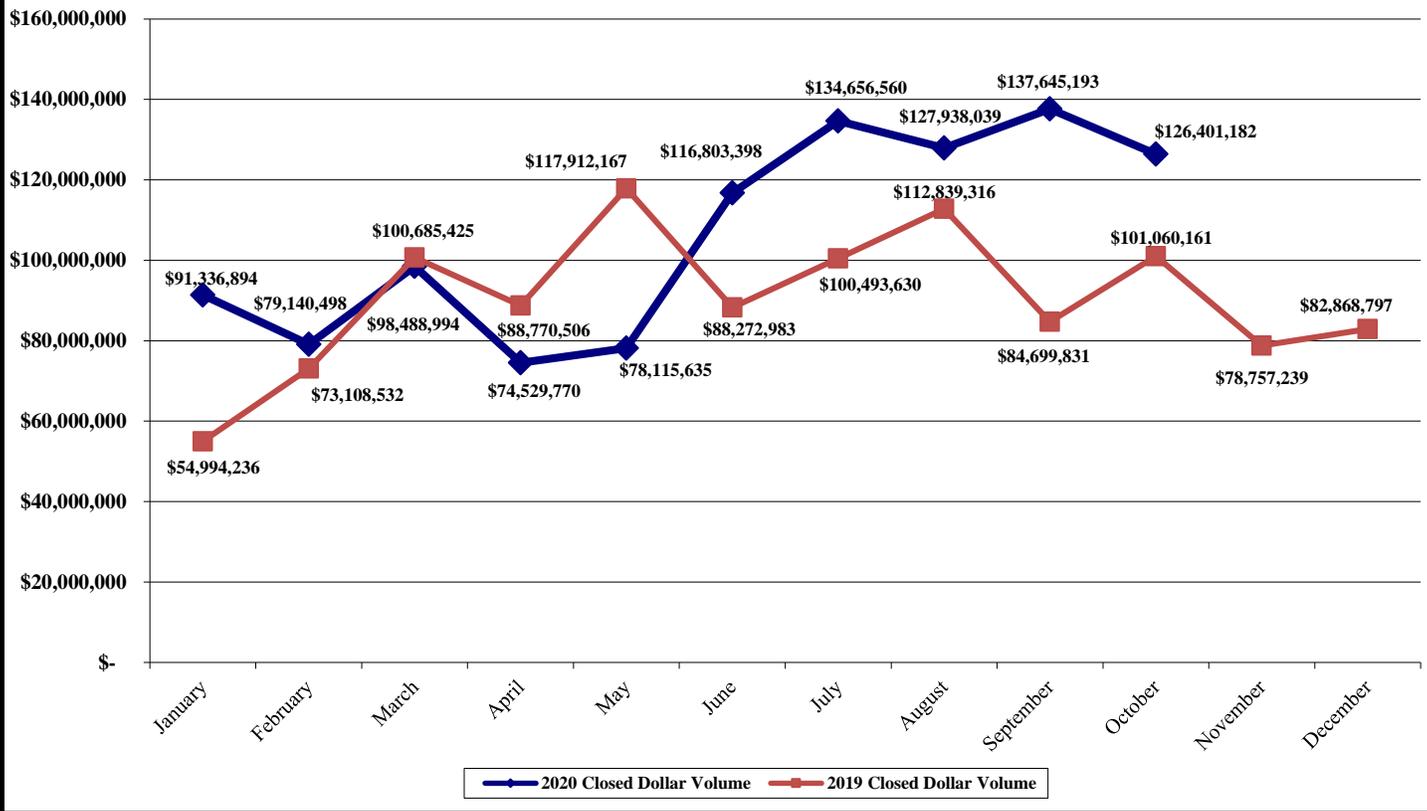
Cumulative total, January – October 2020: 3,292
Cumulative total, January – October 2019: 2,895
(% cumulative change: +13.71%)

'20: 94 days	72 days
'19: 130 days	76 days
-36 days	-04 days

Average Days on Market, January – October 2020: 77
Average Days on Market, January – October 2019: 87
(Change for January - October: -10 days)

<u>Current Sales Compared to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 Lafayette Parish sales as	2,741	2,781	2,832	2,643	2,719	2,880
	+20.10%	+18.37%	+16.24%	+24.56%	+21.07%	+14.31%

Dollar Volume of Closed Sales Reported to MLS
All "GEO" Areas/Parishes
January - October 2020 vs. 2019



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

10/20: \$ 31,822,022
10/19: \$ 30,492,281
 (% chg.: +04.36%)

Dollar Volume of Closed Residential Sales, October 2020: \$126,401,182
Dollar Volume of Closed Residential Sales, October 2019: \$101,060,161
 (% change for October: +25.08%)

(% change from September 2020: -08.17%)

'20: \$277,301,180
'19: \$269,785,234
 (% chg.: +02.79%)

Cumulative total January – October 2020: \$1,065,056,163
Cumulative total January – October 2019: \$ 922,831,843
 (% cumulative change: +15.41%)

'20: \$154,399
'19: \$144,890
 (% chg.: +06.56%)

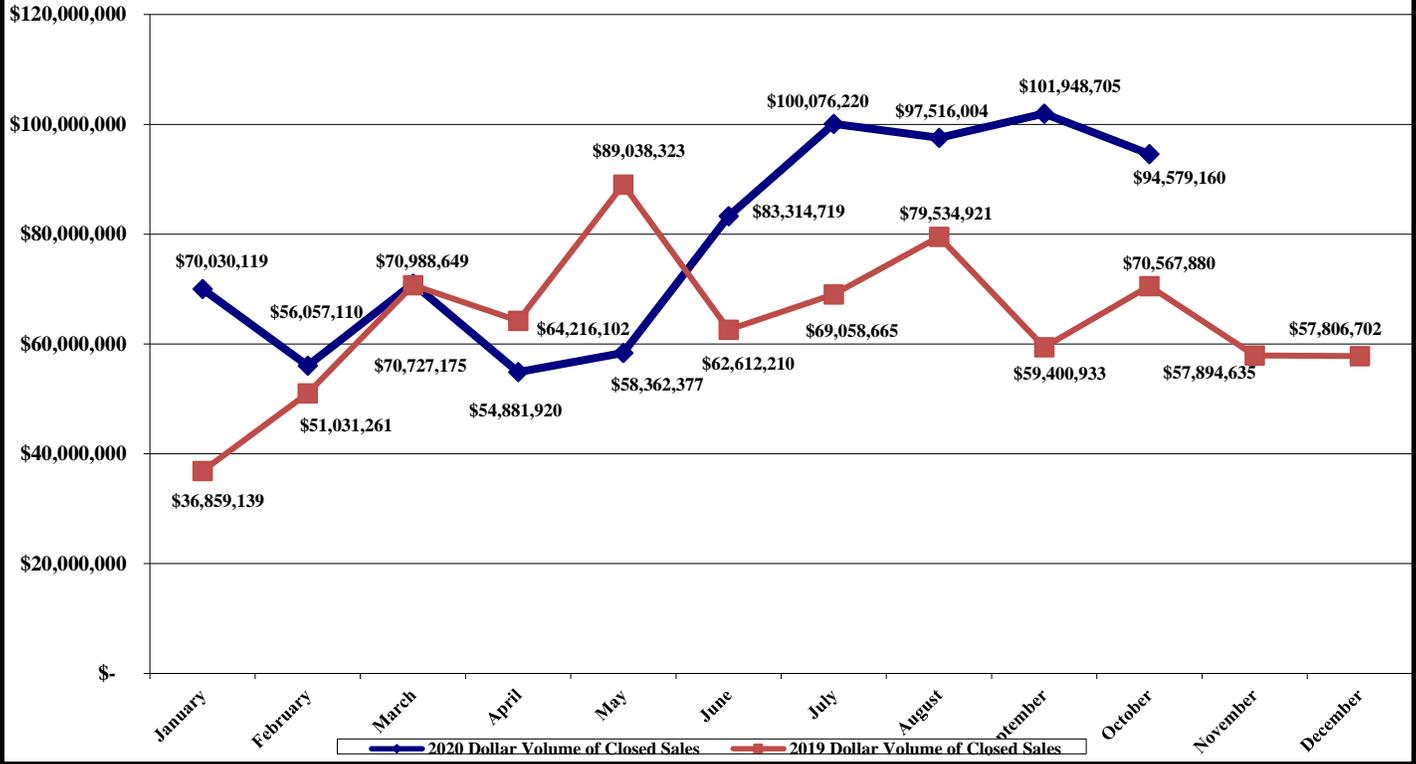
Average Sale Price, January - October 2020: \$209,327
Average Sale Price, January – October 2019: \$193,994
 (% change in Average Sale Price: +07.90%)

Median Sold Price, January - October 2020: \$185,000
Median Sold Price, January - October 2019: \$175,000
 (% change in Median Sold Price: +05.71%)

% of List Price to Sale Price, January - October 2020: 97.12%
% of List Price to Sale Price, January - October 2019: 96.79%

Current \$ vol. compared to past years:	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 \$ vol. outside Lafayette Parish as compared to past years.)	\$154,179,631	\$191,429,700	\$184,914,772	\$187,310,007	\$199,588,902	\$215,891,531
	+79.86%	+44.86%	+49.96%	+48.04%	+38.94%	+28.44%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - October 2020 vs. 2019



LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>
10/20: \$22,696,261	\$71,882,899
10/19: \$17,569,589	\$52,998,291
+29.18%	+35.63%

Dollar Volume of Closed Residential Sales, October 2020: \$ 94,579,160
 Dollar Volume of Closed Residential Sales, October 2019: \$ 70,567,880
 (% change for October: +34.03%)

<u>New Const.</u>	<u>Re-sales</u>
'20: \$201,463,261	\$586,291,722
'19: \$163,893,156	\$489,153,453
+22.92%	+19.86%

(% change from September 2020: -07.23%)

Cumulative total January – October 2020: \$787,754,983
 Cumulative total January – October 2019: \$653,046,609
 (% cumulative change: +20.63%)

'20: \$258,950	\$233,210
'19: \$274,527	\$212,860
-05.67%	+09.56%

Average Sale Price, January - October 2020: \$239,293
 Average Sale Price, January - October 2019: \$225,577
 (% change in Average Sale Price: +06.08%)

'20: \$221,815	\$193,250
'19: \$229,999	\$184,000
-03.56%	+05.03%

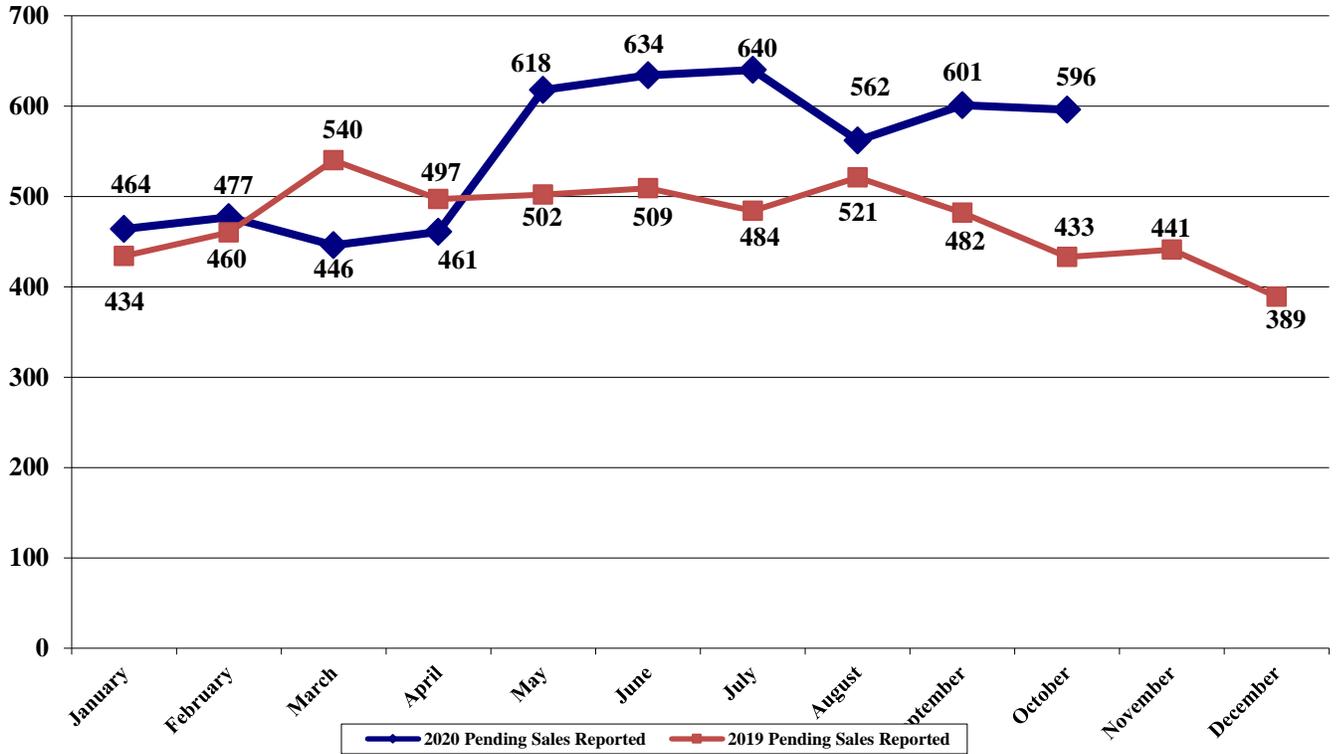
Median Sold Price, January – October 2020: \$203,880
 Median Sold Price, January – October 2019: \$194,000
 (% change in Median Sold Price: +05.09%)

'20: 99.70%	96.90%
'19: 99.27%	96.71%

% of List Price to Sale Price, January - October 2020: 97.61%
 % of List Price to Sale Price, January - October 2019: 97.38%

<u>Current Sales Compared to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 Lafayette Parish dollar volume as compared to prior years)	\$583,781,197	\$615,984,275	\$646,702,722	\$583,710,611	\$586,371,314	\$643,602,592
	+34.94%	+27.89%	+21.81%	+34.96%	+34.34%	+22.40%

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - October 2020 vs. 2019



ALL "GEO" AREAS/PARISHES
(Includes "GEO" areas outside of Lafayette Parish)

Outside Lafayette Parish

Oct. '20: 185
 Oct. '19: 171
 (% chg: +08.19%)

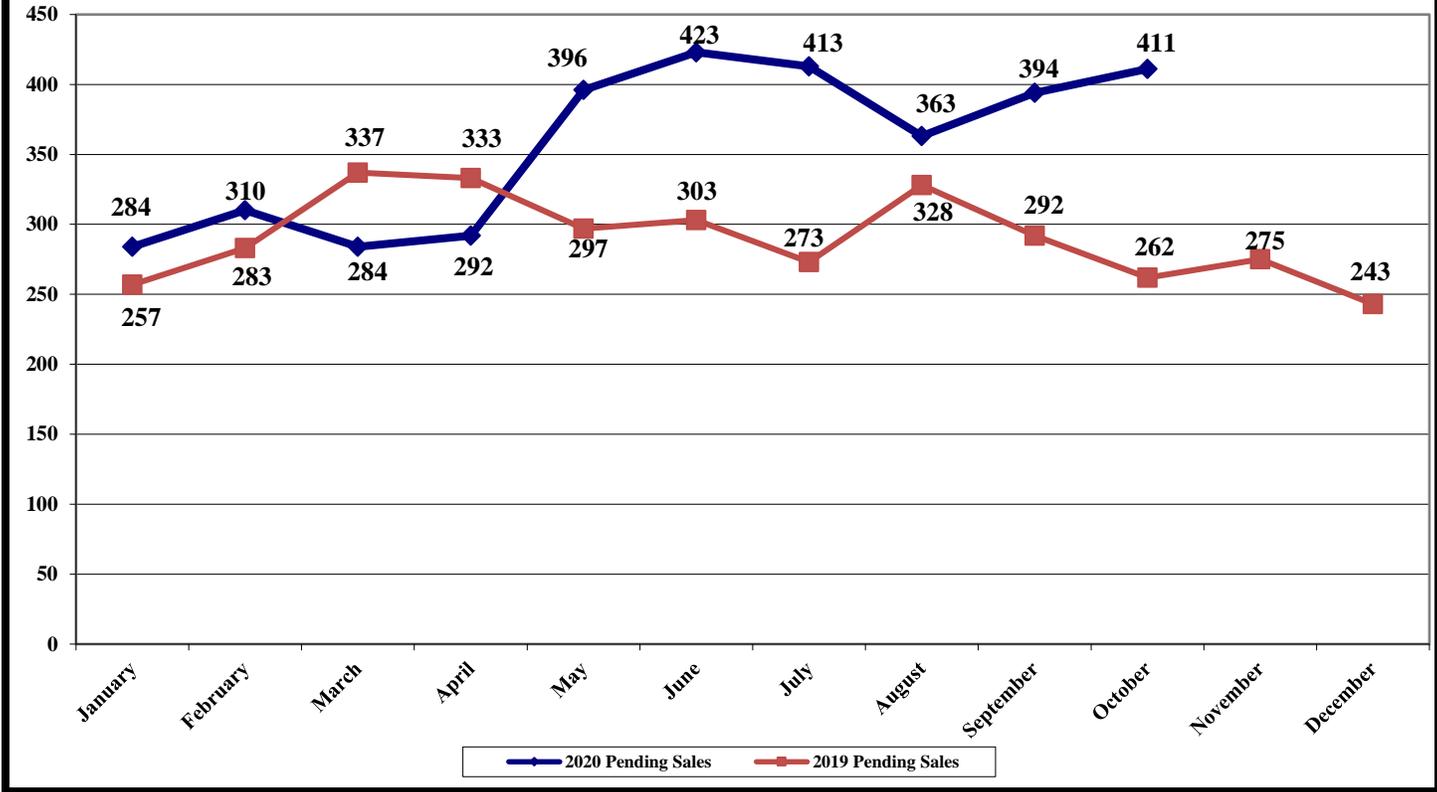
Number of Pending Home Sales Reported to MLS, October 2020: 596
Number of Pending Home Sales Reported to MLS, October 2019: 433
 (% change for October: +37.64%)

(% change from September 2020: -00.83%)

'20: 1,929
 '19: 1,897
 (% chg: +01.69%)

Cumulative total, January – October 2020: 5,499
Cumulative total, January – October 2019: 4,862
 (% cumulative change: +13.10%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - October 2020 vs. 2019



LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

10/20: 92 308
 10/19: 57 205
 +61.40% +50.24%

Number of Pending Home Sales Reported to MLS, October 2020: 411
Number of Pending Home Sales Reported to MLS, October 2019: 262
(% change for October: +56.87%)

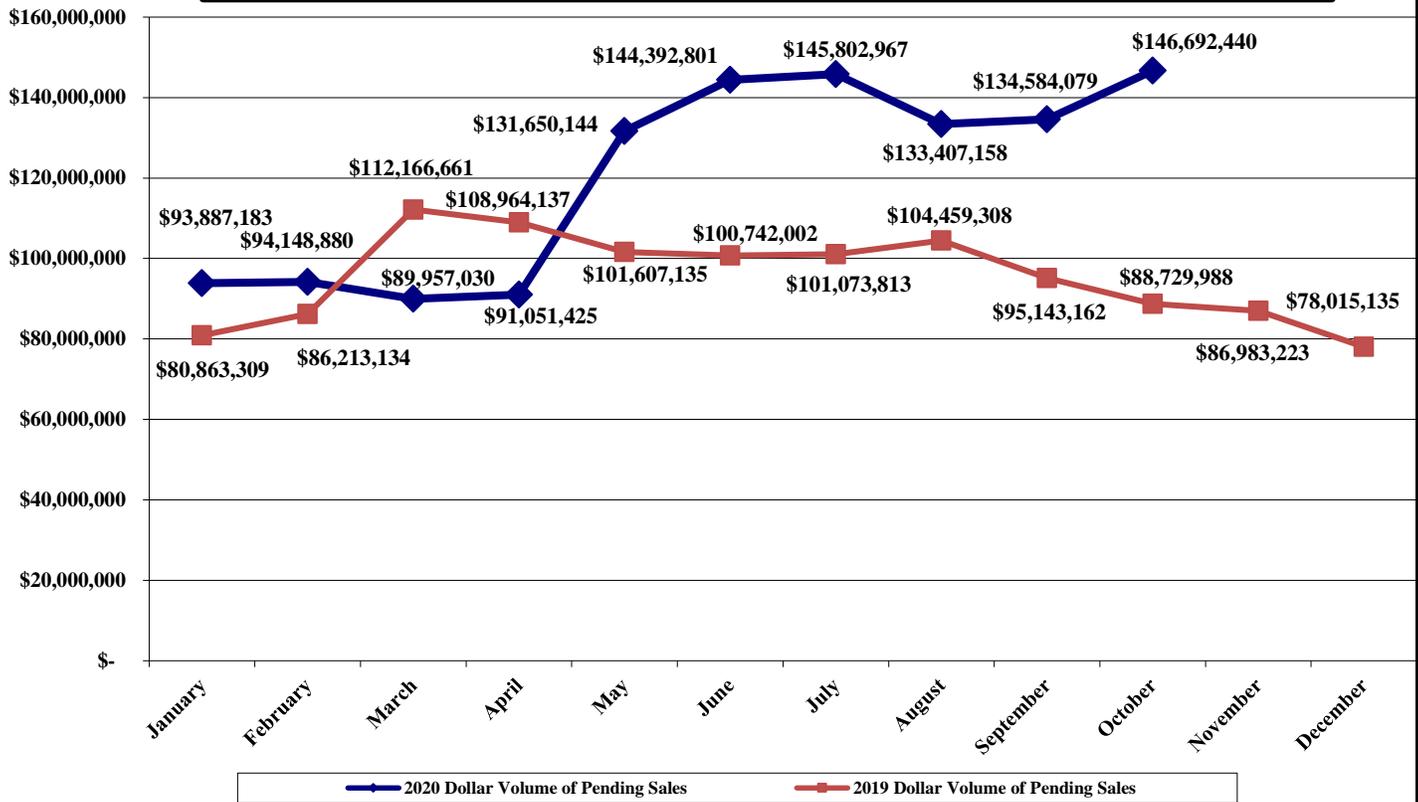
(% change from September 2020: +04.31%)

New Const. Re-sales

'20: 874 2,696
 '19: 590 2,375
 +48.14% +13.52%

Cumulative total, January – October 2020: 3,570
Cumulative total, January – October 2019: 2,965
(% cumulative change: +20.40%)

**Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - October 2020 vs 2019**



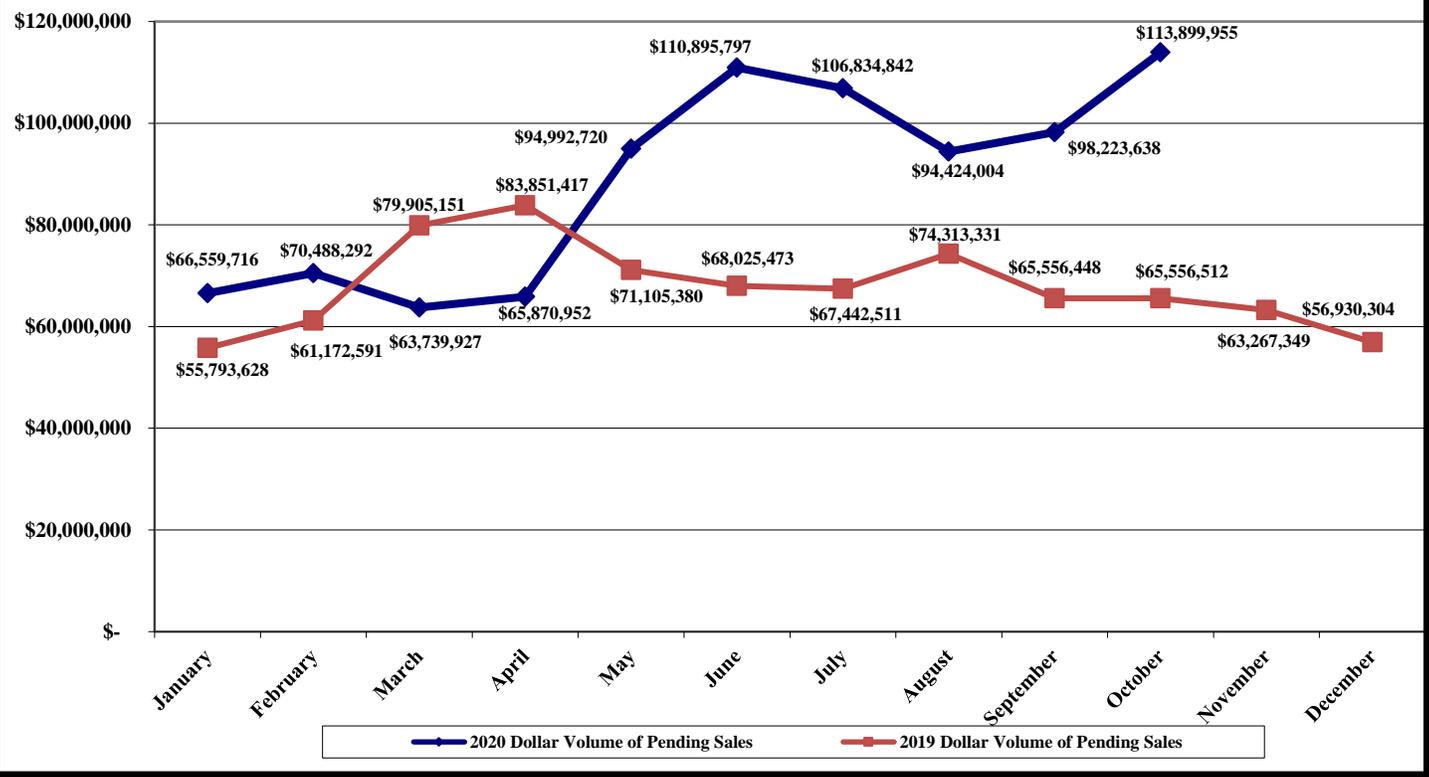
**ALL "GEO" AREAS/PARISHES
(Includes "GEO" areas outside of Lafayette Parish)**

Dollar Volume of Pending Home Sales, October 2020: \$146,692,440
Dollar Volume of Pending Home Sales, October 2019: \$ 88,729,988
 (% change for October: +65.32%)

(% change from September 2020: +09.00%)

Cumulative total, January – October 2020: \$1,205,574,107
Cumulative total, January – October 2019: \$ 979,962,649
 (% cumulative change: +23.02%)

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - October 2020 vs 2019



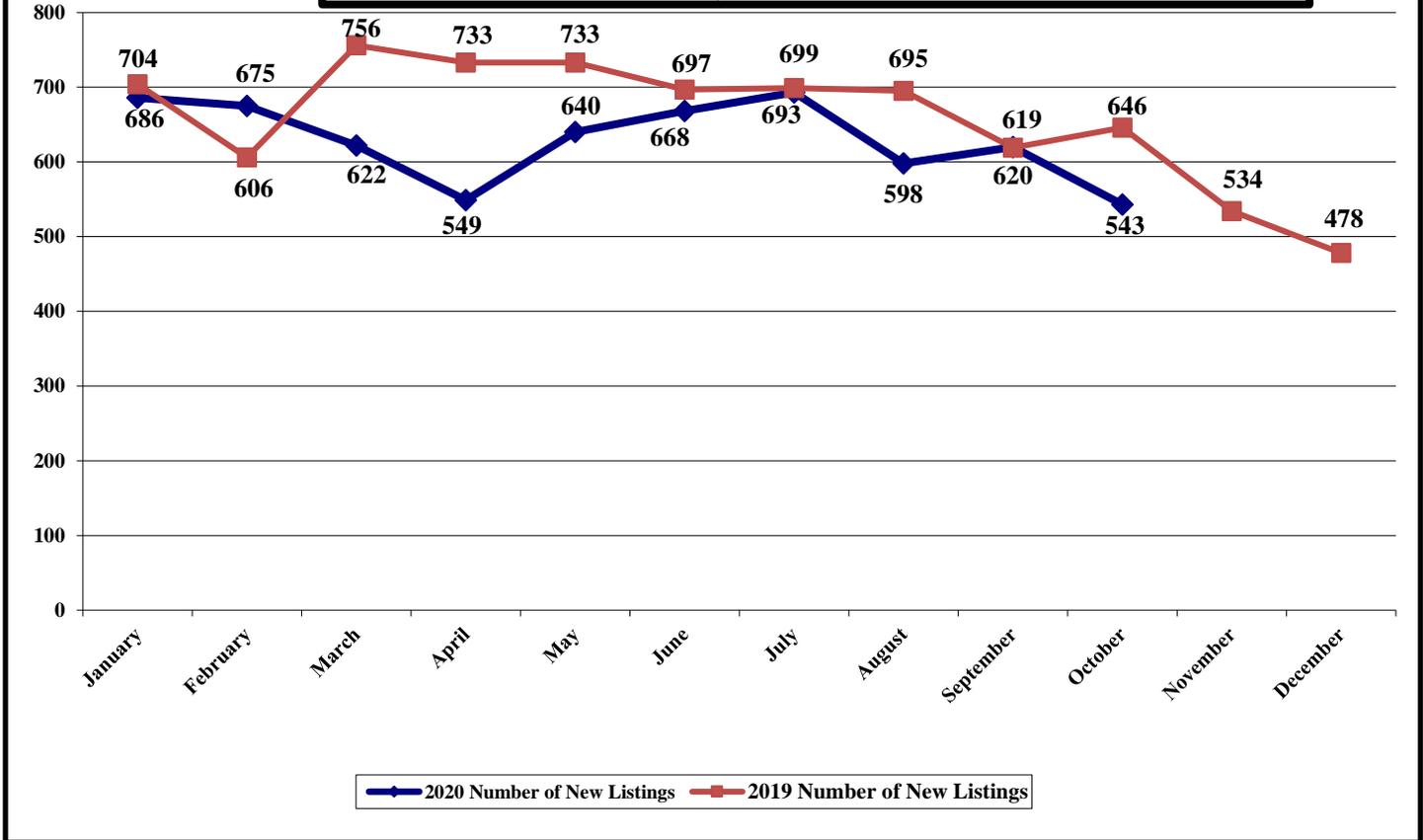
LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, October 2020: \$113,899,955
Dollar Volume of Pending Home Sales, October 2019: \$ 65,556,512
(% change for October: +73.74%)

(% change from September 2020: +15.96%)

Cumulative total, January – October 2020: \$885,929,843
Cumulative total, January – October 2019: \$692,722,442
(% cumulative change: +27.89%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - October 2020 vs. 2019



ALL "GEO" AREAS/PARISHES
 (Includes "GEO" areas outside of Lafayette Parish)

Outside Lafayette Parish

Oct. '20: 181
 Oct. '19: 275
 (% chg: -34.18%)

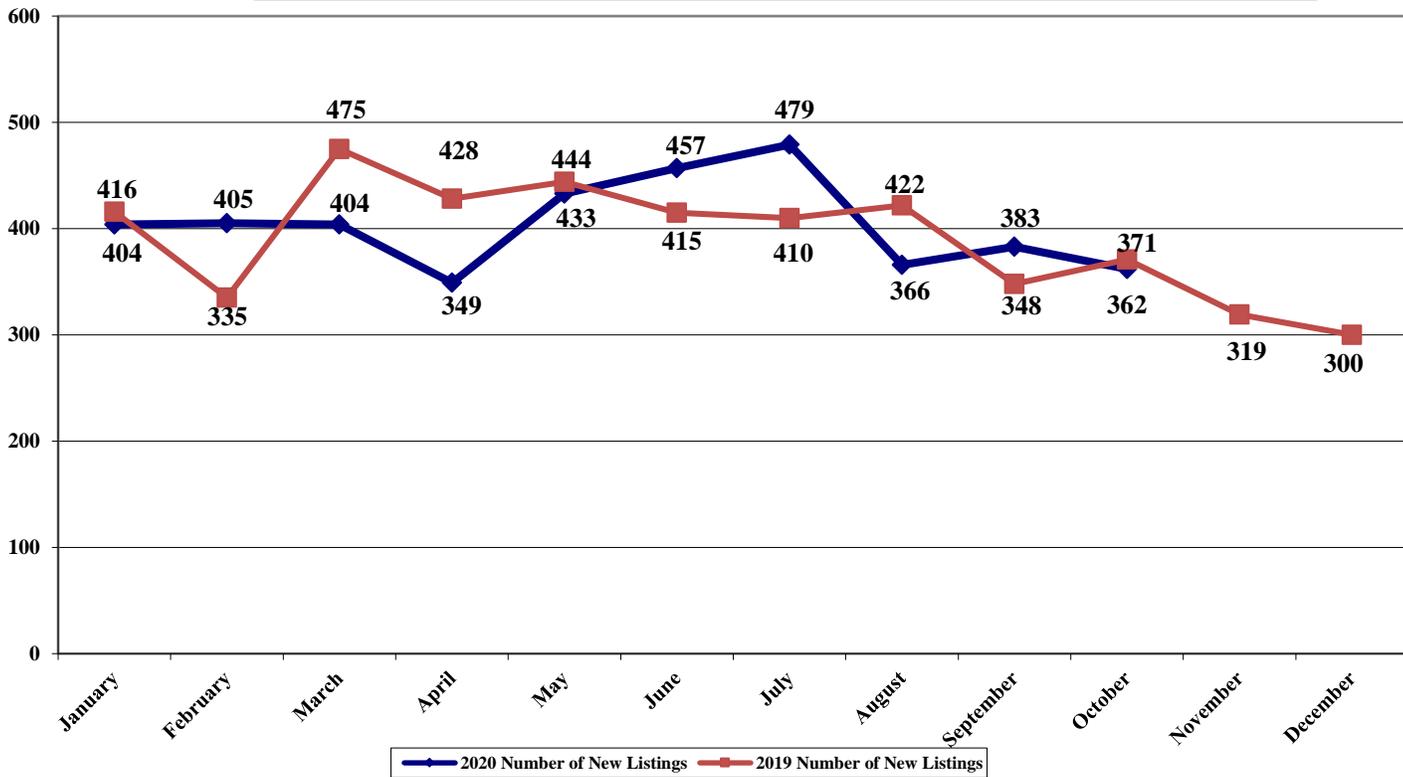
Number of New Residential Listings Reported to MLS, October 2020: 543
Number of New Residential Listings Reported to MLS, October 2019: 646
 (% change for October: (-15.94%)

(% change from September 2020: -12.42%)

'20: 2,252
 '19: 2,825
 (% chg: -20.28%)

Cumulative total, January – October 2020: 6,295
Cumulative total, January – October 2019: 6,889
 (% cumulative change: -08.62%)

Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - October 2020 vs. 2019



LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>
10/20: 93	269
10/19: 54	317
+72.22%	-15.14%

Number of New Residential Listings Reported to MLS, October 2020: 362
Number of New Residential Listings Reported to MLS, October 2019: 371
(% change for October: -02.43%)

(% change from September 2020: +04.02%)

'20: 887	3,156
'19: 597	3,467
+48.58%	-08.97%

Cumulative total, January – October 2020: 4,043
Cumulative total, January – October 2019: 4,064
(% cumulative change: -00.52%)

<u>Comparison to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
#New Listings Taken	3,536	3,628	4,003	4,096	4,294	4,535	4,064	4,043
# Sold	2,741	2,781	2,832	2,643	2,719	2,880	2,895	3,292
Ratio – New Listings/Sold	1.29:1	1.30:1	1.41:1	1.55:1	1.58:1	1.57:1	1.40:1	1.23:1
2020 % +/- over	+14.34%	+11.44%	+01.00%	-01.29%	-05.85%	-10.85%	-00.52%	