

December's Acadiana Home Sales Smash Previous Records *A Fitting End to a Record Breaking Year*

Typically, December is a slow month for home sales, but this year has been anything but typical. As such, it's not a shocker that December's reported home sales were stronger than the norm, but they were much more than that; they were through the roof! The 614 total home sales tallied in December were up by nearly 43% over last December and 30% above November's sales. In Lafayette Parish alone, the 430 December sales bested last December's number by 65% and were 34% ahead of November. It was a fitting way to cap an extraordinary year for Acadiana's residential real estate market. Here are a few of the highlights:

- For 2020, 6,177 homes were reported sold to the Realtor Association of Acadiana's MLS shattering last year's record 5,595 sales by 10.4%. The corresponding dollar volume of those 2020 sales was over \$1.3 billion exceeding 2019's total by nearly \$230 million and were up by 21% over 2019's \$1.08 billion! Home sales reported from parishes surrounding Lafayette were actually down versus last year by 2.5% although the dollar volume of those sales increased by 6.7% over 2019. The juggernaut, then, for this outstanding year of Acadiana home sales was Lafayette Parish.
- The 4,044 Lafayette Parish Home sales reported for 2020 bested last year's record breaking 3,406 sales by 18.7% Sales of existing homes totaled 3,077 an increase of 14% over the 2,696 reported in 2019. There were 967 sales of newly constructed homes as compared to 710 reported for 2019 – a 36% increase over 2019 and the best year for builders since 2015.
- The \$977,406,831 in dollar volume of Lafayette Parish home sales shattered last year's record breaking \$768,747,946 by 27% or \$208.6 million. Dollar volume of existing home sales was \$730,140,007 as compared to \$74,956,488 reported for 2019 – an increase of 27% while new construction dollar volume rose to \$247,266,824 from \$193,791,458 – a 27.6 increase.
- Historically low interest rates have been the primary catalyst for the surge in buyer demand as well as the increased dollar volume of sales reported. As a result, the average sale price of a home in Lafayette Parish as of December 31, 2020 was \$241,693 as compared to \$225,704 last year – an increase of over 7%. The median sale price increased by 5.1% from \$195,000 to \$205,000.
- Sales contracts entered into in December were also up over December 2019 rising 21% for homes outside Lafayette Parish and up 39.5% in Lafayette Parish. That's a strong indicator that the market velocity will remain strong at least going into 2021.
- The extraordinarily strong demand we've experienced during 2020 has reduced the inventory of homes available in most price ranges. Actually, the number of new listings coming on the market in Lafayette Parish during 2020 was slightly more than in 2019 (4705 vs. 4,683). That was primarily die to the 46% increase in new construction listings. Existing home new listings fell by 8%. The inability for new inventory to match demand has resulted in the lowest ratio of new listings to sales in at least a decade (1.16 new listing for every sale made). The number of month's supply of homes which compares the current active number of listings to sales at 2 months is the lowest I've ever charted. If there is any foreseeable impediment to a continuation of this remarkable market in 2021 it will be the lack of available desired inventory for buyers to choose. That being said, my crystal ball sees another great year on our horizon. Be thankful and stay humble!

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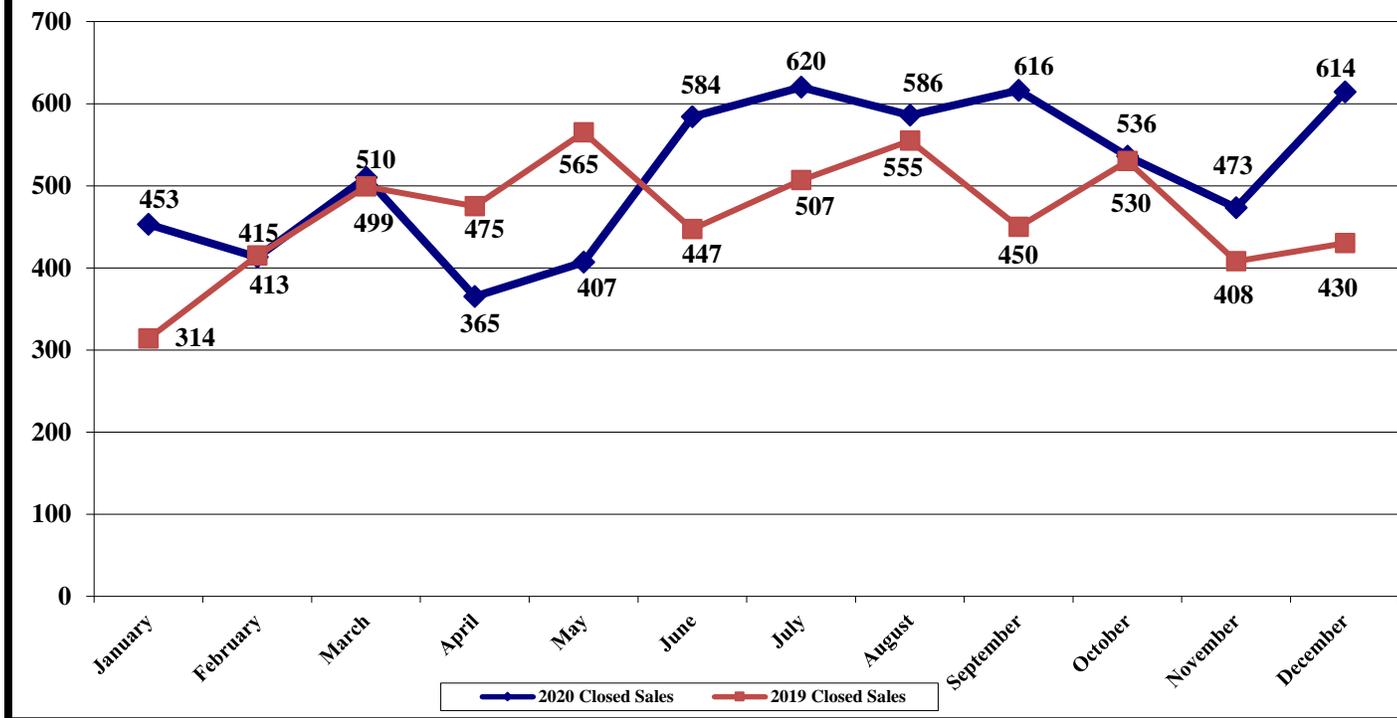


The Acadiana Residential Real Estate Market Report

January – December 2020

This representation is based in whole or in part on data supplied by the REALTOR Association of Acadiana Multiple Listing Service. Neither the Board nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Board may not reflect all real estate activity in the marketplace.

Closed Residential Sales Reported to MLS
 All "GEO" Areas/Parishes
 January - December 2020 vs 2019



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

Outside Lafayette Parish

Dec. '20: 184
 Dec. '19: 170
 (% chg.: +08.24%)

Number of Closed Home Sales Reported to MLS, December 2020: 614
Number of Closed Home Sales Reported to MLS, December 2019: 430
 (% change for December: +42.79%)

(% change from November 2020: +29.81%)

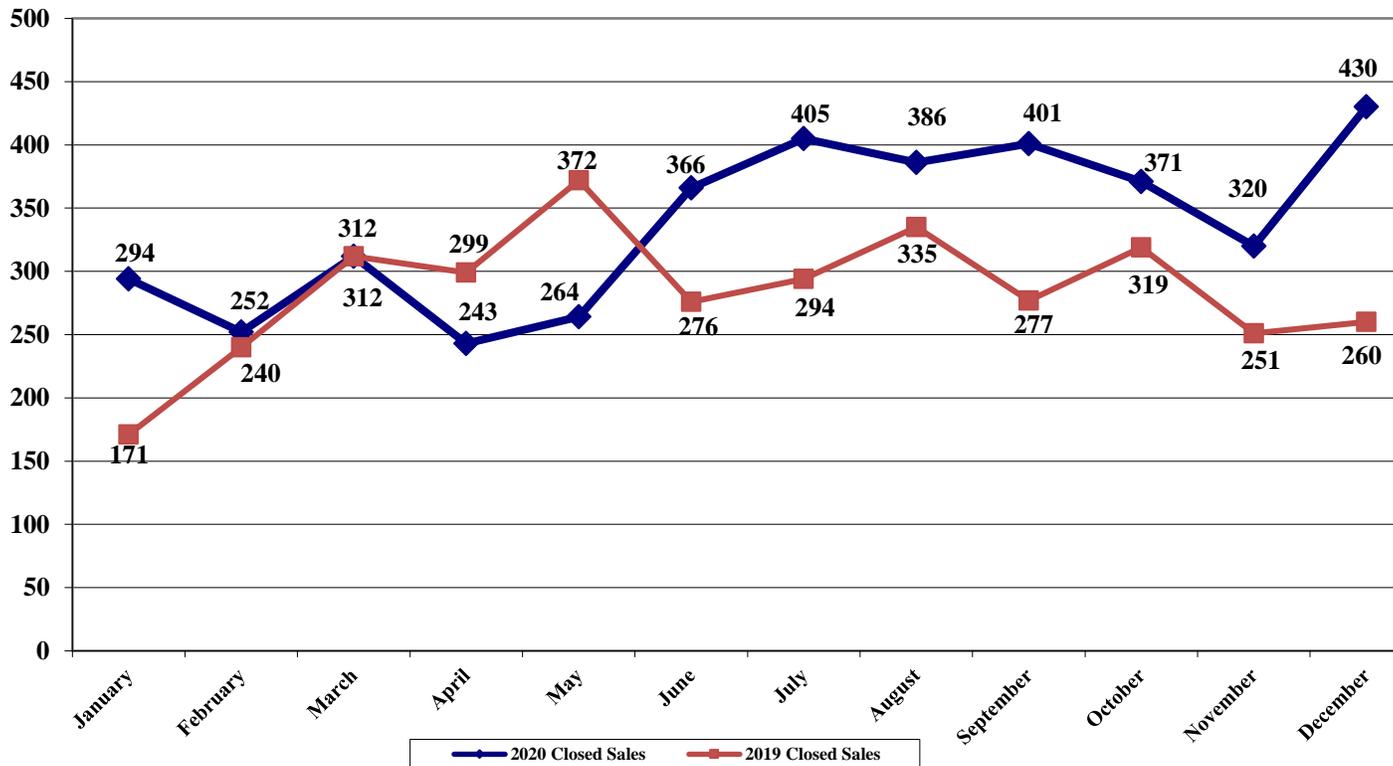
'20: 2,133
 '19: 2,189
 (% chg.: -02.56%)

Cumulative total, January – December 2020: 6,177
Cumulative total, January – December 2019: 5,595
 (% cumulative change: +10.40%)

Average Days on Market, January - December 2020: 84
Average Days on Market, January – December 2019: 95
 (Change for January - December: -11 days)

Current Sales Compared to Past Years:	<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)	1,470	1,663	1,576	1,652	1,758	1,892
	+45.10%	+28.26%	+35.34%	+29.12%	+21.33%	+12.74%

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



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

<u>New Const.</u>	<u>Re-sales</u>
12/20: 108	322
12/19: 59	201
+83.05%	+60.20%

Number of Closed Home Sales Reported to MLS, December: 2020: 430
 Number of Closed Home Sales Reported to MLS, December: 2019: 260
 (% change for December: +65.38%)

(% change from November 2020: +34.38%)

<u>New Const.</u>	<u>Re-sales</u>
'20: 967	3,077
'19: 710	2,696
+36.20%	+14.13%

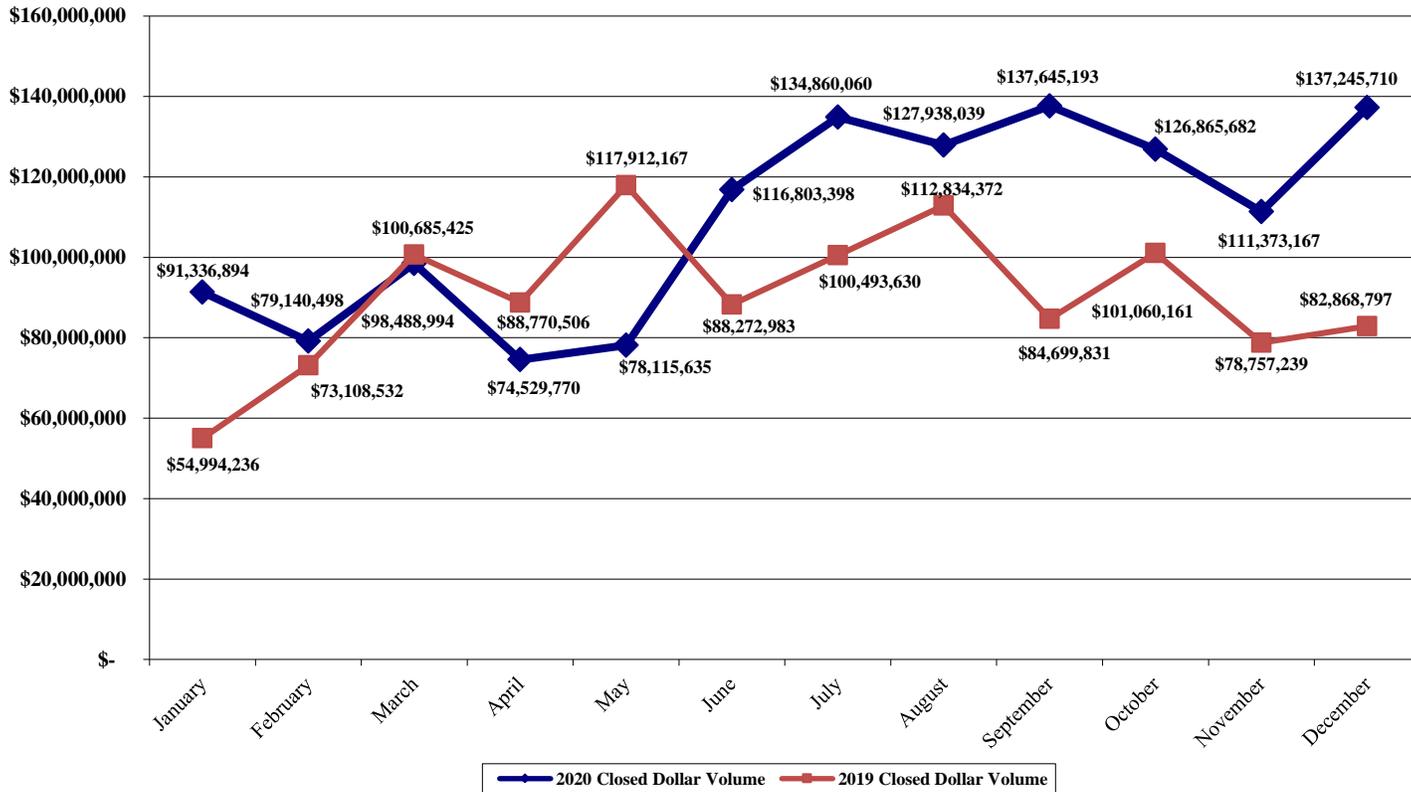
Cumulative total, January – December 2020: 4,044
 Cumulative total, January – December 2019: 3,406
 (% cumulative change: +18.73%)

'20: 91 days	69 days
'19: 133 days	76 days
-42 days	-07 days

Average Days on Market, January – December 2020: 74
 Average Days on Market, January – December 2019: 88
 (Change for January - December: -14 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	3,184	3,288	3,310	3,143	3,215	3,376
Compared to prior year's sales)	+27.01%	+22.99%	+22.18%	+28.67%	+25.79%	+19.79

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



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

12/20: \$ 29,961,944
12/19: \$ 25,062,095
(% chg.: +19.55%)

Dollar Volume of Closed Residential Sales, December 2020: \$137,245,710
Dollar Volume of Closed Residential Sales, December 2019: \$ 82,868,797
(% change for December: +65.62%)

(% change from November 2020: +23.23%)

'20: \$336,936,209
'19: \$315,709,933
(% chg.: +06.72%)

Cumulative total January – December 2020: \$ 1,314,343,040
Cumulative total January – December 2019: \$ 1,084,457,879
(% cumulative change: +21.20%)

'20: \$157,964
'19: \$144,226
(% chg.: +09.53%)

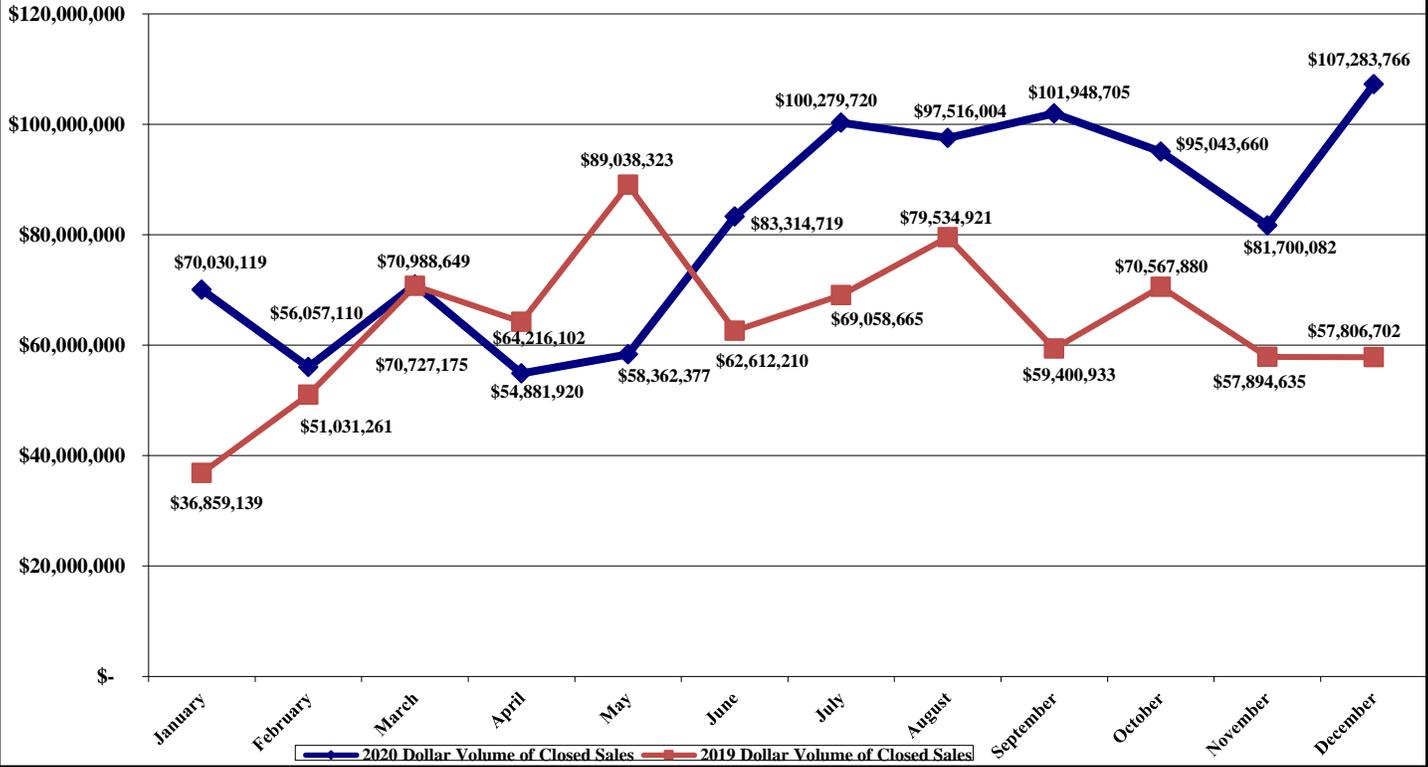
Average Sale Price, January - December 2020: \$212,780
Average Sale Price, January – December 2019: \$193,826
(% change in Average Sale Price: +09.78%)

Median Sold Price, January - December 2020: \$188,000
Median Sold Price, January - December 2019: \$175,000
(% change in Median Sold Price: +07.43%)

% of List Price to Sale Price, January - December 2020: 97.17%
% of List Price to Sale Price, January - December 2019: 96.81%

<u>Current \$ vol. compared to past years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 \$ vol. <u>outside</u> Lafayette Parish as compared to past years.)	\$180,706,431	\$227,871,601	\$216,568,049	\$221,101,816	\$239,674,439	\$250,795,870
	+86.46%	+47.86%	+55.58%	+52.39%	+40.58%	+34.35%

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



LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const.

Re-sales

12/20: \$26,050,955 \$81,232,811
 12/19: \$16,146,498 \$41,660,204
 +61.34% +94.99%

Dollar Volume of Closed Residential Sales, December 2020: \$107,283,766
 Dollar Volume of Closed Residential Sales, December 2019: \$ 57,806,702
 (% change for December: +85.59%)

(% change from November 2020: +31.31%)

New Const.

Re-sales

'20: \$247,266,824 \$730,140,007
 '19: \$193,791,458 \$574,956,488
 +27.59% +26.99%

Cumulative total January – December 2020: \$977,406,831
 Cumulative total January – December 2019: \$768,747,946
 (% cumulative change: +27.14%)

'20: \$255,705 \$237,289
 '19: \$272,945 \$213,262
 -06.32% +11.27%

Average Sale Price, January - December 2020: \$241,693
 Average Sale Price, January - December 2019: \$225,704
 (% change in Average Sale Price: +07.08%)

'20: \$220,345 \$196,500
 '19: \$230,084 \$184,900
 -04.23% +06.27%

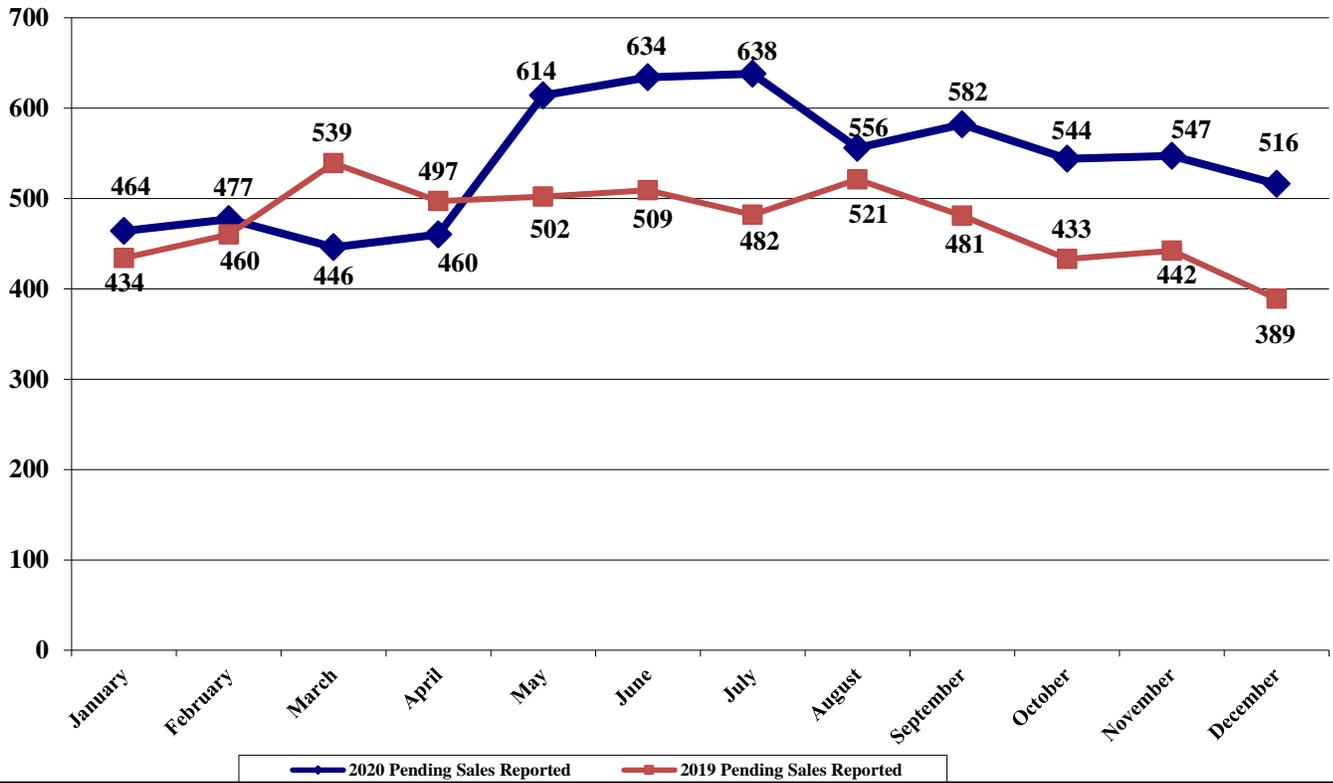
Median Sold Price, January – December 2020: \$205,000
 Median Sold Price, January – December 2019: \$195,000
 (% change in Median Sold Price: +5.13%)

'20: 99.77% 96.89%
 '19: 99.45% 96.77%

% of List Price to Sale Price, January - December 2020: 97.60%
 % of List Price to Sale Price, January - December 2019: 97.43%

Current Sales Compared to Past Years:	2013	2014	2015	2016	2017	2018
(2020 Lafayette Parish dollar volume as compared to prior years)	\$674,203,262	\$727,291,482	\$753,168,080	\$695,396,132	\$697,072,122	\$754,501,633
	+44.97%	+34.39%	+29.77%	+40.55%	+40.22%	+29.54%

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



Pending sales reported to the MLS as of January 7, 2021

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

Outside Lafayette Parish

Dec. '20: 177
Dec. '19: 146
(% chg: +21.23%)

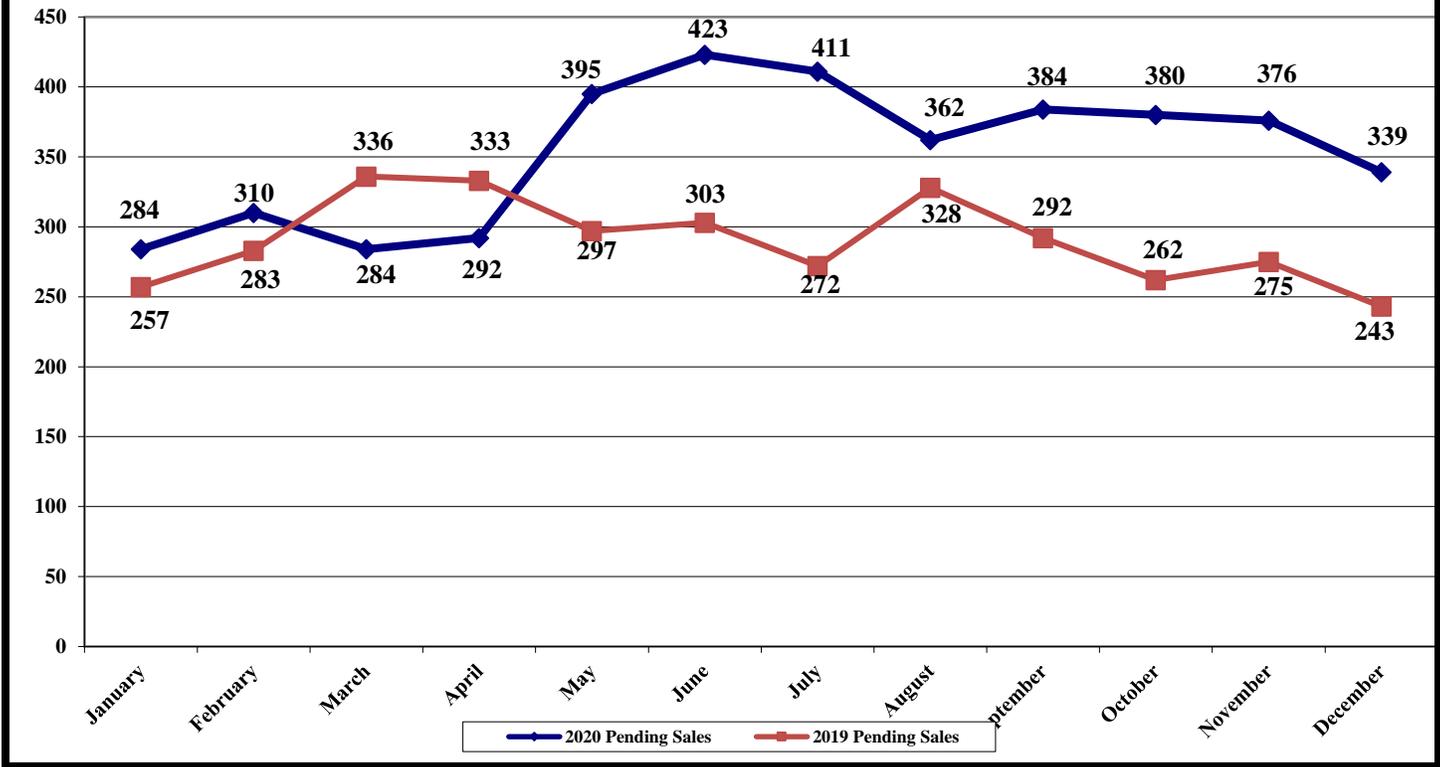
Number of Pending Home Sales Reported to MLS, December 2020: 516
Number of Pending Home Sales Reported to MLS, December 2019: 389
(% change for December: +32.65%)

(% change from November 2020: -05.67%)

'20: 2,238
'19: 2,208
(% chg: +01.36%)

Cumulative total, January – December 2020: 6,478
Cumulative total, January – December 2019: 5,689
(% cumulative change: +13.87%)

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



Pending sales reported to the MLS as of January 7, 2021

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

New Const. Re-sales

12/20: 110 229
 12/19: 71 172
 +54.93% +33.14%

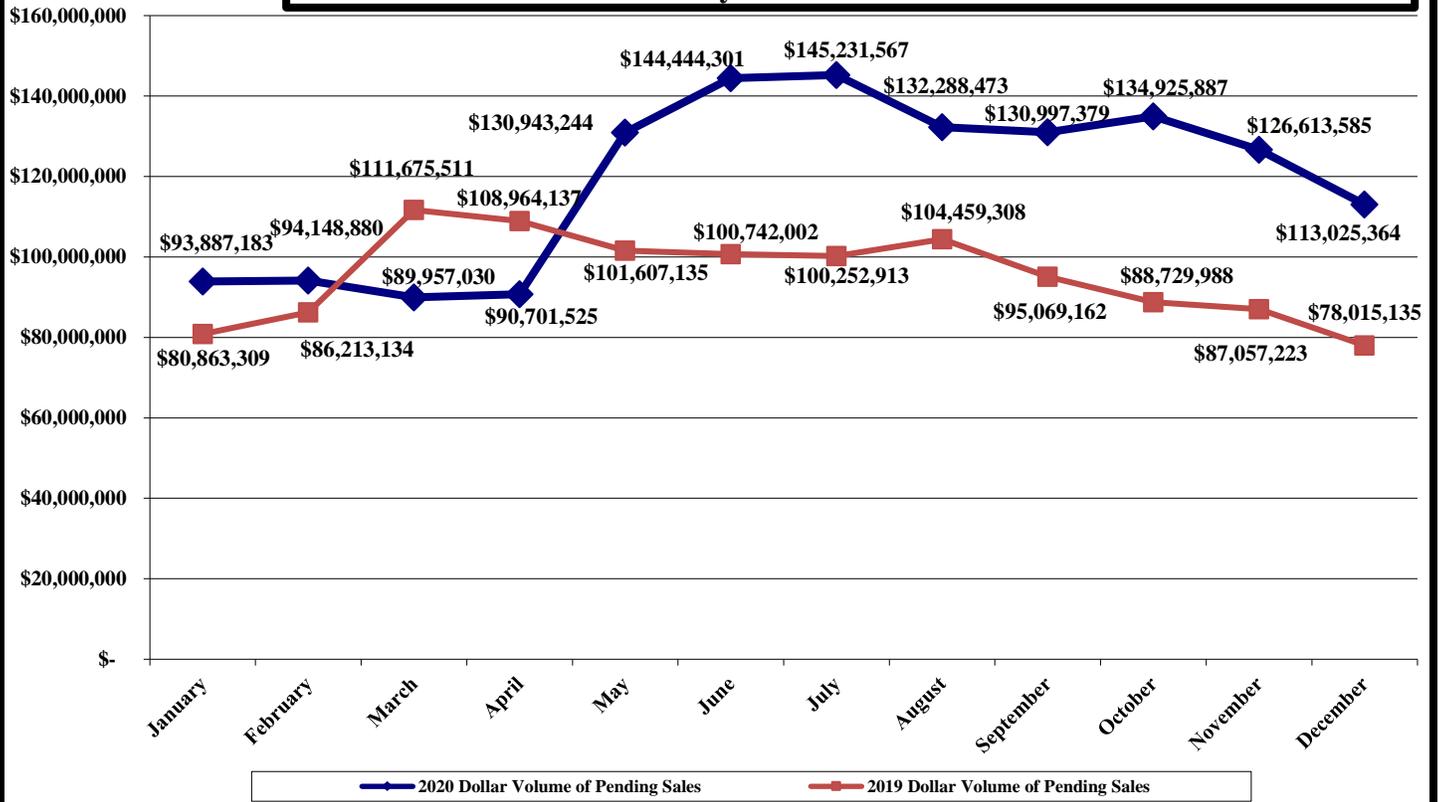
Number of Pending Home Sales Reported to MLS, December 2020: 339
Number of Pending Home Sales Reported to MLS, December 2019: 243
 (% change for December: +39.51%)
 (% change from November 2020: -09.84%)

New Const. Re-sales

'20: 1,074 3,166
 '19: 724 2,757
 +48.34% +14.83%

Cumulative total, January – December 2020: 4,240
Cumulative total, January – December 2019: 3,481
 (% cumulative change: +21.80%)

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



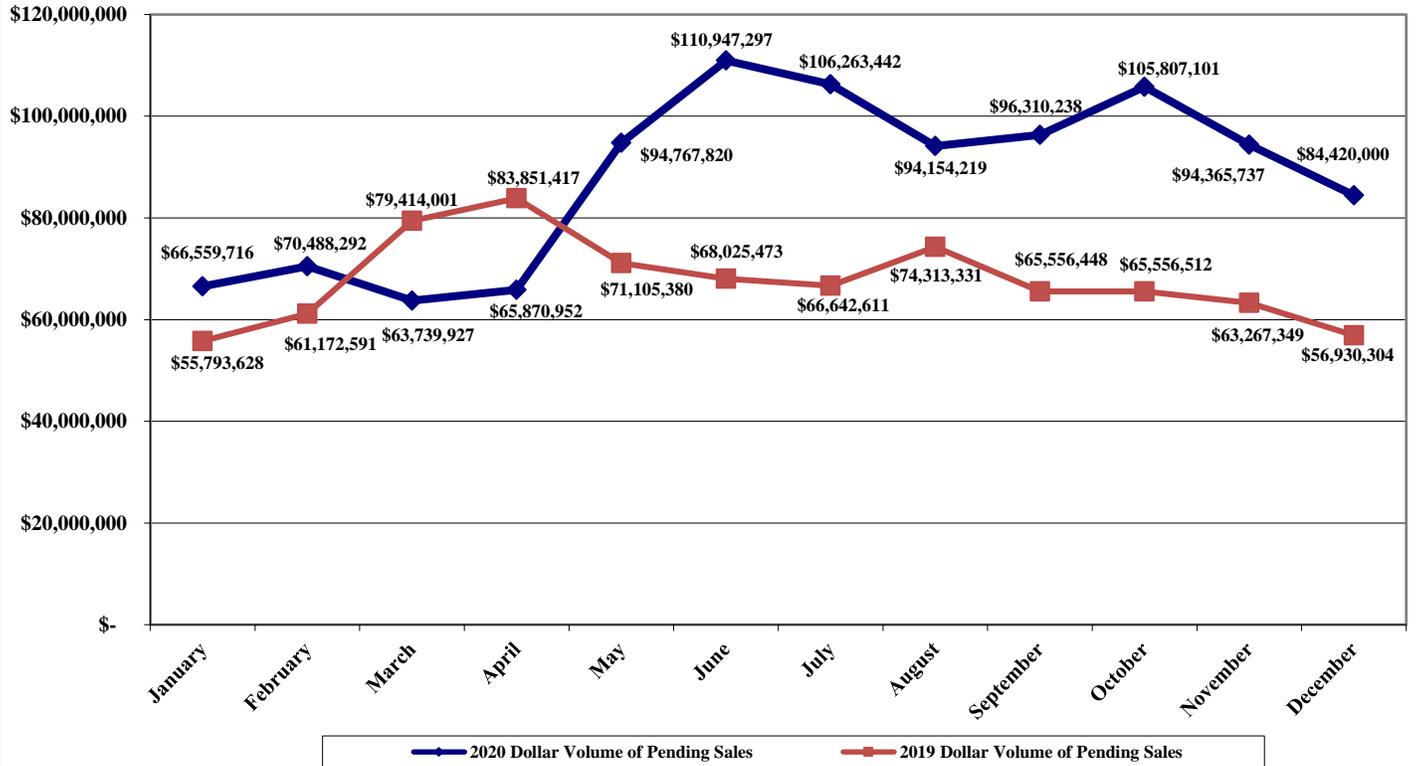
**ALL "GEO" AREAS/PARISHES
(Includes "GEO" areas outside of Lafayette Parish)**

Dollar Volume of Pending Home Sales, December 2020: \$113,025,364
Dollar Volume of Pending Home Sales, December 2019: \$ 78,015,135
 (% change for December: +44.88%)

(% change from November 2020: -10.73%)

Cumulative total, January – December 2020: \$1,427,164,418
Cumulative total, January – December 2019: \$1,143,648,957
 (% cumulative change: +24.79%)

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



LAFAYETTE PARISH
(Excludes “GEO” areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, December 2020: \$84,420,000

Dollar Volume of Pending Home Sales, December 2019: \$56,930,304

(% change for December: +48.29%)

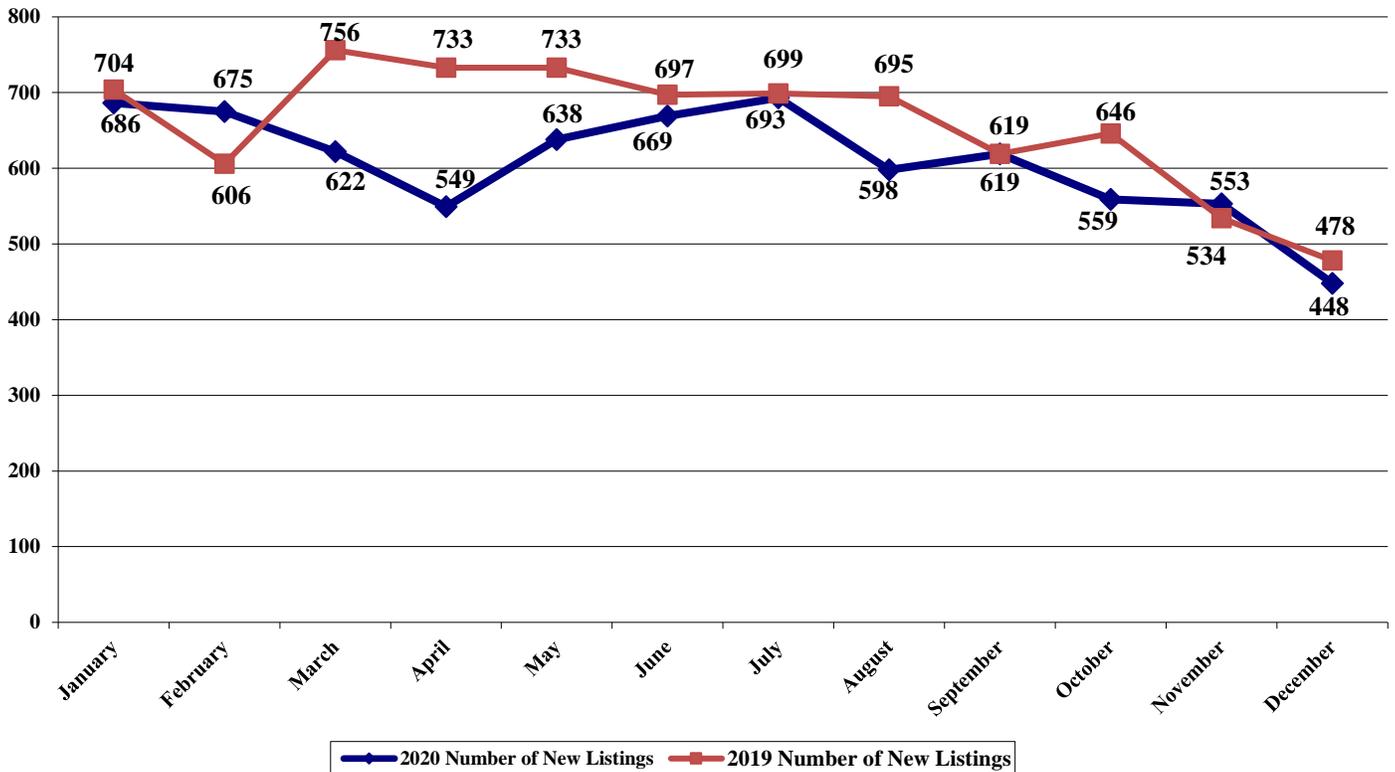
(% change from November 2020: -10.53%)

Cumulative total, January – December 2020: \$1,053,694,741

Cumulative total, January – December 2019: \$ 811,629,045

(% cumulative change: +29.82%)

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



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

Outside Lafayette Parish

Dec. '20: 161
Dec. '19: 178
(% chg: -09.55%)

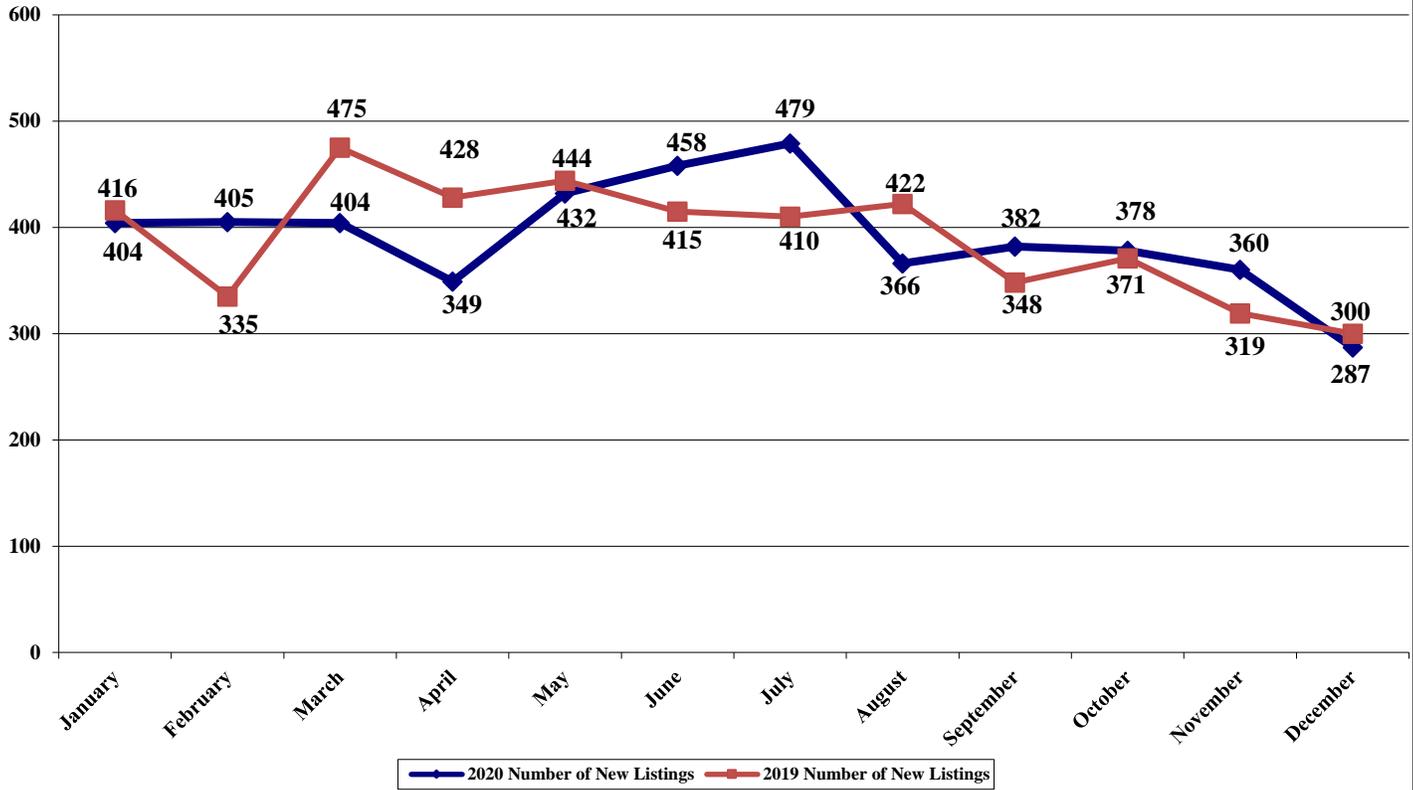
Number of New Residential Listings Reported to MLS, December 2020: 448
Number of New Residential Listings Reported to MLS, December 2019: 478
(% change for September: (-06.28%))

(% change from November 2020: -18.99%)

'20: 2,606
'19: 3,218
(% chg: -19.02%)

Cumulative total, January – December 2020: 7,311
Cumulative total, January – December 2019: 7,901
(% cumulative change: -07.47%)

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



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

<u>New Const.</u>	<u>Re-sales</u>
12/20: 80	207
12/19: 80	220
N/C	-05.91%

Number of New Residential Listings Reported to MLS, December 2020: 287
Number of New Residential Listings Reported to MLS, December 2019: 300
 (% change for December: -04.33%)
 (% change from November 2020: -20.28%)

'20: 1,082	3,623
'19: 742	3,941
+45.82%	-08.07%

Cumulative total, January – December 2020: 4,705
Cumulative total, January – December 2019: 4,683
 (% cumulative change: +00.47%)

<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	4,008	4,181	4,604	4,622	4,894	5,101	4,683	4,705
# Sold	3,184	3,288	3,310	3,143	3,215	3,376	3,406	4,043
Ratio – New Listings/Sold	1.26:1	1.27:1	1.39:1	1.47:1	1.52:1	1.51:1	1.37:1	1.16:1
2020 % +/- over	+17.39%	+12.53%	+02.19%	+01.80%	-03.85%	-07.76%	+00.47%	

2020 Home Sales Outside Lafayette Parish

January – December 2020



Residential Closed Sales Reported to the MLS From Outside of Lafayette Parish

January – September 2020 vs. January – September 2019

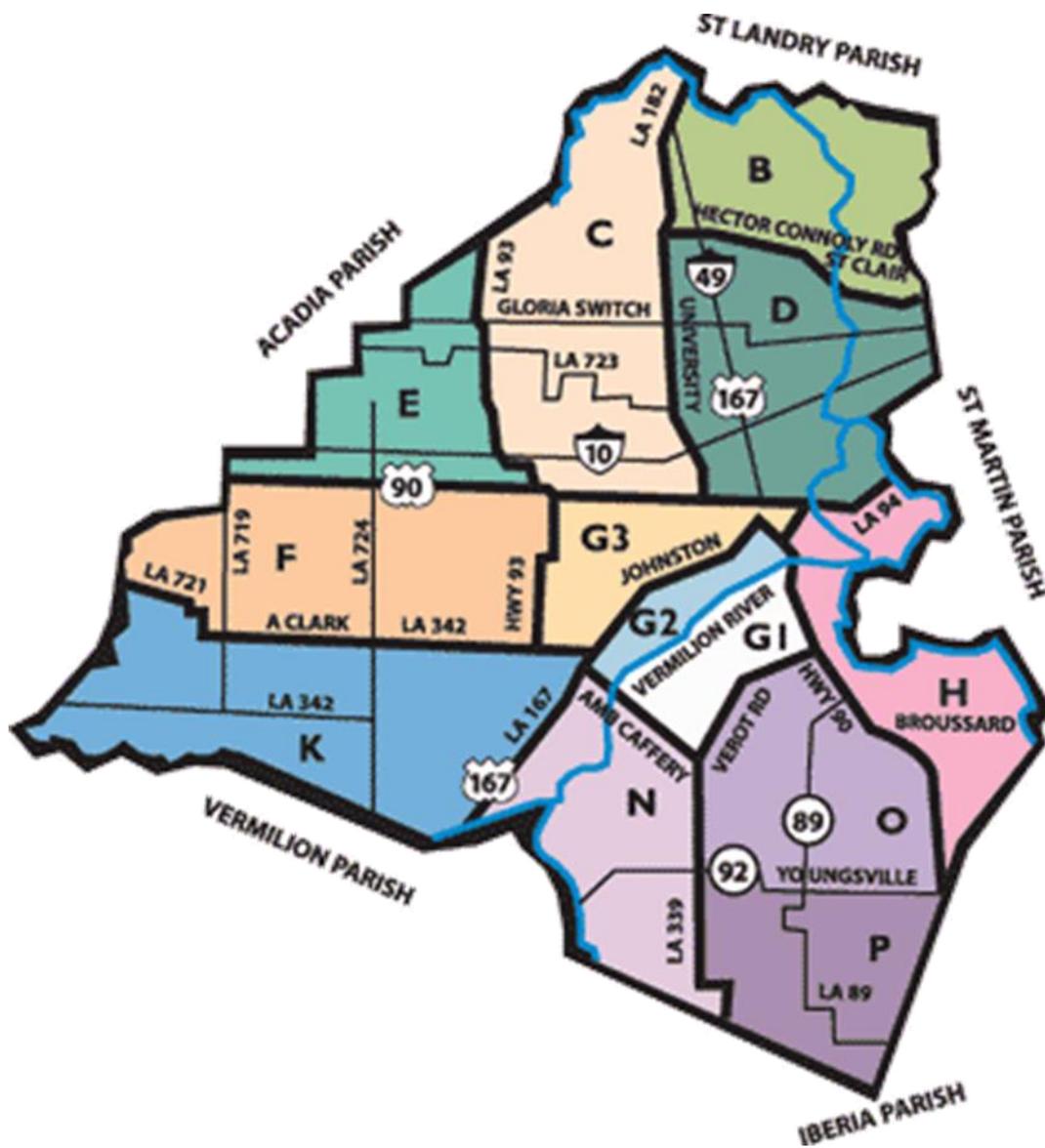
PARISH	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -
St. Landry	464	492	-05.7%	\$73,870,760	\$71,706,833	+03.0%
Iberia	439	499	-12.0%	\$64,557,468	\$64,560,387	-00.0%
Vermillion	384	391	-01.8%	\$64,023,167	\$63,755,603	+00.4%
St. Martin	344	324	+06.2%	\$61,049,824	\$55,512,275	+10.0%
Acadia	254	252	+00.8%	\$40,212,472	\$31,999,879	+25.7%
Evangeline	102	101	+01.0%	\$10,661,900	\$ 9,951,201	+07.1%
St. Mary	77	84	-08.3%	\$12,010,700	\$10,267,355	+17.0%
Jeff Davis	46	23	+100.0%	\$ 4,561,318	\$ 2,343,000	+94.7%
Others	23	22		\$ 5,988,600	\$ 5,643,456	
TOTAL	2,133	2,189	-02.6%	\$336,936,209	\$315,709,933	+06.7%

January – December 2020 closed residential sales from the above parishes represent 34.5% of the total number of closed transactions reported to the MLS and 25.6% of the closed sale dollar volume. This compares with 39.1% of the total number of closed transactions reported to the MLS and 29.1% of the closed dollar volume as of January – December 2019.

PARISH	'20 Average Sale Price	'19 Average Sale Price	% + or -	'20 Median Sale Price	'19 Median Sale Price	% + or -
St. Martin	\$177,470	\$171,334	+03.6%	\$155,000	\$151,030	+02.6%
Vermillion	\$166,726	\$163,057	+02.3%	\$163,000	\$160,000	+01.9%
St. Landry	\$159,204	\$145,745	+09.2%	\$140,000	\$124,500	+12.5%
Acadia	\$158,316	\$126,983	+24.7%	\$135,000	\$119,000	+13.5%
St. Mary	\$155,983	\$122,230	+27.6%	\$137,500	\$106,250	+29.4%
Iberia	\$147,055	\$129,379	+13.7%	\$130,000	\$115,000	+13.0%
Evangeline	\$104,528	\$ 98,526	+06.1%	\$ 92,500	\$ 80,000	+15.6%

2020 Lafayette Parish Home Sales by GEO Area

January – December 2020



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – December 2020 vs. January – December 2019

	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -	'20 Avg. Sale Price	'19 Avg. Sale Price	% + or -	# Mos. Supply
Area B	41	42	-02.4%	\$ 11,930,200	\$ 10,568,910	+12.9%	\$290,980	\$251,640	+15.6%	2.3 mos.
Area C	270	234	+15.4%	\$ 44,666,862	\$ 36,449,182	+22.6%	\$165,432	\$155,765	+06.2%	1.5 mos.
Area D	485	347	+39.8%	\$ 88,456,396	\$ 55,494,426	+59.4%	\$182,384	\$159,926	+14.0%	1.7 mos.
Area E	39	50	- 22.0%	\$ 7,283,500	\$ 8,653,357	- 15.8%	\$186,756	\$173,067	+07.9%	7.4 mos.
Area F	182	161	+13.0%	\$ 34,484,910	\$ 27,195,366	+26.8%	\$189,477	\$168,915	+12.2%	1.8 mos.
Area G1	211	163	+29.5%	\$ 74,256,737	\$ 52,344,220	+41.9%	\$351,927	\$321,130	+09.6%	3.0 mos.
Area G2	265	208	+27.4%	\$ 69,471,903	\$ 51,460,893	+35.0%	\$262,158	\$247,408	+06.0%	2.6 mos.
Area G3	395	347	+13.8%	\$ 66,515,328	\$ 55,749,458	+17.5%	\$168,393	\$160,661	+04.8%	2.7 mos.
Area H	103	71	+45.1%	\$ 22,555,225	\$ 14,328,279	+57.4%	\$218,982	\$201,806	+08.5%	2.3 mos.
Area K	167	148	+12.8%	\$ 36,282,213	\$ 29,482,820	+23.1%	\$217,258	\$199,208	+09.1%	1.1 mos.
Area N	526	431	+22.0%	\$161,067,408	\$119,097,070	+35.2%	\$306,211	\$276,327	+10.8%	2.1 mos.
Area O	876	798	+09.8%	\$239,388,245	\$209,986,479	+14.0%	\$273,274	\$263,140	+03.9%	1.7 mos.
Area P	484	406	+19.2%	\$121,047,904	\$ 97,937,486	+23.6%	\$250,098	\$241,225	+03.7%	1.7 mos.
TOTAL	4,044	3,406	+18.7%	\$977,406,831	\$768,747,946	+27.1%	\$241,693	\$225,704	+07.1%	2.0 mos.

Lafayette North (Areas B,C,D,E): 835 sales in 2020 vs. 673 in 2019 – 24.1% increase/\$152,336,958 in 2020 sale \$ volume vs \$111,165,875 in 2019 – 37.0% increase (20.7% of total sales/15.6% of total \$ volume)
West Lafayette (Areas F,K): 349 sales in 2020 vs.309 in 2019 – 12.9% increase/\$70,767,123 in 2020 sale \$ volume vs. \$56,678,186 in 2019 – 24.9% increase (8.6% of total sales/7.2% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 871 sales in 2020 vs.718 in 2019 – 21.3% increase/\$210,243,968 in 2020 vs. \$159,554,571 in 2019 – 31.8% increase (21.5% of total sales/21.5% of total \$ volume)
South Lafayette (Areas N, O, P): 1,886 sales in 2020 vs 1,635 in 2019 – 15.4% increase/\$521,503,557 in 2020 vs. \$427,021,035 in 2019 – 22.1% increase (46.6% of total sales/53.4% of total \$ volume)
East Lafayette (Area H): (2.6% of total sales/2.3% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area January – December 2020 vs. January – December 2019

	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -	'20 Avg. Sale Price	'19 Avg. Sale Price	% +or -	# Mos. Supply
Area B	33	39	- 15.4%	\$ 8,730,200	\$ 9,274,110	- 05.9%	\$239,900	\$237,797	+00.9%	2.9 mos.
Area C	231	211	+09.5%	\$ 37,043,268	\$ 31,870,133	+16.2%	\$160,360	\$151,043	+06.2%	1.5 mos.
Area D	264	228	+15.8%	\$ 43,714,419	\$ 29,757,523	+46.9%	\$165,584	\$130,515	+26.9%	1.9 mos.
Area E	36	47	- 23.4%	\$ 6,759,200	\$ 8,130,013	- 16.9%	\$187,755	\$172,979	+08.5%	2.0 mos.
Area F	148	138	+07.3%	\$ 28,036,199	\$ 22,935,380	+22.2%	\$189,433	\$166,198	+14.0%	1.5 mos.
Area G1	206	162	+27.2%	\$ 73,181,937	\$ 50,044,220	+46.2%	\$355,252	\$308,914	+15.0%	3.0 mos.
Area G2	262	207	+26.6%	\$ 68,863,003	\$ 51,290,993	+34.3%	\$262,835	\$247,782	+06.1%	2.6 mos.
Area G3	370	332	+11.5%	\$ 61,718,296	\$ 52,894,898	+16.7%	\$166,806	\$159,321	+04.7%	2.5 mos.
Area H	80	68	+17.7%	\$ 15,937,195	\$ 13,057,088	+22.1%	\$199,214	\$192,016	+03.8%	2.6 mos.
Area K	104	107	- 02.8%	\$ 21,142,375	\$ 19,359,281	+09.2%	\$203,292	\$180,927	+12.4%	1.5 mos.
Area N	433	367	+18.0%	\$131,753,145	\$ 98,609,615	+33.6%	\$304,279	\$268,691	+13.2%	2.1 mos.
Area O	655	586	+11.8%	\$169,435,918	\$139,921,222	+21.1%	\$258,680	\$238,773	+08.3%	1.6 mos.
Area P	255	204	+25.0%	\$ 63,824,852	\$ 47,812,012	+33.5%	\$250,293	\$234,372	+06.8%	1.4 mos.
TOTAL	3,077	2,696	+14.1%	\$730,140,007	\$574,956,488	+27.0%	\$237,289	\$213,262	+11.3%	2.0 mos.

Lafayette North (Areas B,C,D,E): 564 sales in 2020 vs.525 in 2019– 7.4% increase/\$96,247,087 in 2020 sale \$ volume vs \$79,031,779 in 2019 – 21.8% increase (18.3% of total sales/13.2% of total \$ volume)
West Lafayette (Areas F,K): 252 sales in 2020 vs.245 in 2019 – 02.9% increase/\$49,178,574 in 2020 sale \$ volume vs. \$42,294,661 in 2019 – 16.3% increase (8.2% of total sales/6.7% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 838 sales in 2020 vs. 701 in 2019 – 19.5% increase/\$203,763,236 in 2020 vs. \$154,230,111 in 2019 – 32.1% increase (27.2% of total sales/27.9% of total \$ volume)
South Lafayette (Areas N, O, P): 1,343 sales in 2020 vs 1,157 in 2019 – 16.1% increase/\$365,013,915 in 2020 vs. \$286,342,849 in 2019 – 27.5% increase (43.7% of total sales/50.0% of total \$ volume)
East Lafayette (Area H): (2.6% of total sales/2.2% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – December 2020 vs. January – December 2019

	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -	'20 Avg. Sale Price	'19 Avg. Sale Price	% +or -	# Mos. Supply
Area B	08	03	+166.7%	\$ 3,200,000	\$ 1,294,800	+147.1%	\$400,000	\$431,600	- 07.3%	0.0 mos.
Area C	39	23	+69.6%	\$ 7,623,594	\$ 4,579,049	+66.5%	\$195,475	\$199,089	- 01.8%	1.2 mos.
Area D	221	119	+85.7%	\$44,741,977	\$ 25,736,903	+73.8%	\$202,452	\$216,276	- 06.4%	1.5 mos.
Area E	03	03	N/C	\$ 524,300	\$ 523,344	+00.2%	\$174,766	\$174,448	+00.2%	72.0 mos.
Area F	34	23	+47.8%	\$ 6,448,711	\$ 4,259,986	+51.4%	\$189,667	\$185,216	+02.4%	2.8 mos.
Area G1	05	01	+400.0%	\$ 1,074,800	\$ 2,300,000	- 53.3%	\$214,960	\$2,300,000	- 90.7%	2.4 mos.
Area G2	03	01	+200.0%	\$ 608,900	\$ 169,900	+258.4%	\$202,966	\$169,900	+19.5%	0.0 mos.
Area G3	25	15	+66.7%	\$ 4,797,032	\$ 2,854,560	+68.1%	\$191,881	\$190,304	+00.8%	4.8 mos.
Area H	23	03	+666.7%	\$ 6,618,030	\$ 1,271,191	+420.6%	\$287,740	\$423,730	- 32.1%	1.6 mos.
Area K	63	41	+53.7%	\$15,139,838	\$10,123,539	+49.6%	\$240,314	\$246,915	- 02.7%	0.6 mos.
Area N	93	64	+45.3%	\$29,314,263	\$20,487,455	+43.1%	\$315,207	\$320,116	- 01.5%	2.1 mos.
Area O	221	212	+04.3%	\$69,952,327	\$70,065,257	- 00.2%	\$316,526	\$330,496	- 04.2%	2.0 mos.
Area P	229	202	+13.4%	\$57,223,052	\$50,125,474	+14.2%	\$249,882	\$248,145	+00.7%	2.0 mos.
TOTAL	967	710	+36.2%	\$247,266,824	\$193,791,458	+27.6%	\$255,705	\$272,945	- 06.3%	2.0 mos.

Lafayette North (Areas B,C,D,E): 271 sales in 2020 vs. 148 in 2019 – 83.1% increase/\$56,089,871 in 2020 sale \$ volume vs \$32,134,096 in 2019 – 74.6% increase (28.0% of total sales/22.7% of total \$ volume)
West Lafayette (Areas F,K): 97 sales in 2020 vs. 64 in 2019 – 51.6% increase/\$21,588,549 in 2020 sale \$ volume vs. \$14,383,525 in 2019 – 50.1% increase (10.0% of total sales/8.7% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 33 sales in 2020 vs.17 in 2019 – 94.1% increase/\$6,480,732 in 2020 vs. \$5,324,460 in 2019 – 21.9% increase (3.4% of total sales/2.6% of total \$ volume)
South Lafayette (Areas N, O, P): 543 sales in 2020 vs 478 in 2019 – 13.6% increase/\$156,489,642 in 2020 vs. \$140,678,186 in 2019 – 11.2% increase (56.2% of total sales/63.3% of total \$ volume)
East Lafayette (Area H): (2.4% of total sales/2.7% of total \$ volume)