

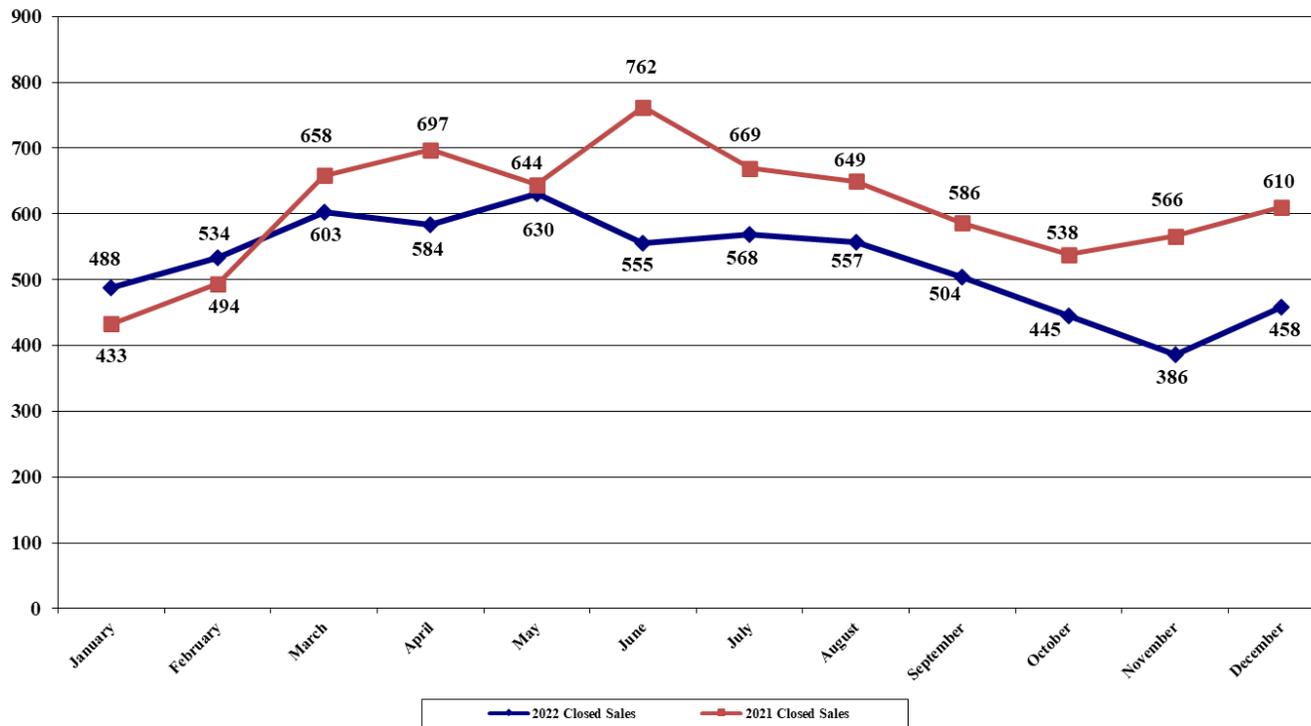


The Acadiana Residential Real Estate Market Report

January – December 2022

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Closed Residential Sales Reported to MLS
 All "GEO" Areas/Parishes
 January - December 2022 vs 2021



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

Outside Lafayette Parish

Dec. '22: 187
 Dec. '21: 209
 (% chg: -10.53%)

Number of Closed Home Sales Reported to MLS, December 2022: 458
Number of Closed Home Sales Reported to MLS, December 2021: 610
 (% change for December: -24.92%)

(% change from November 2022: +18.39%)

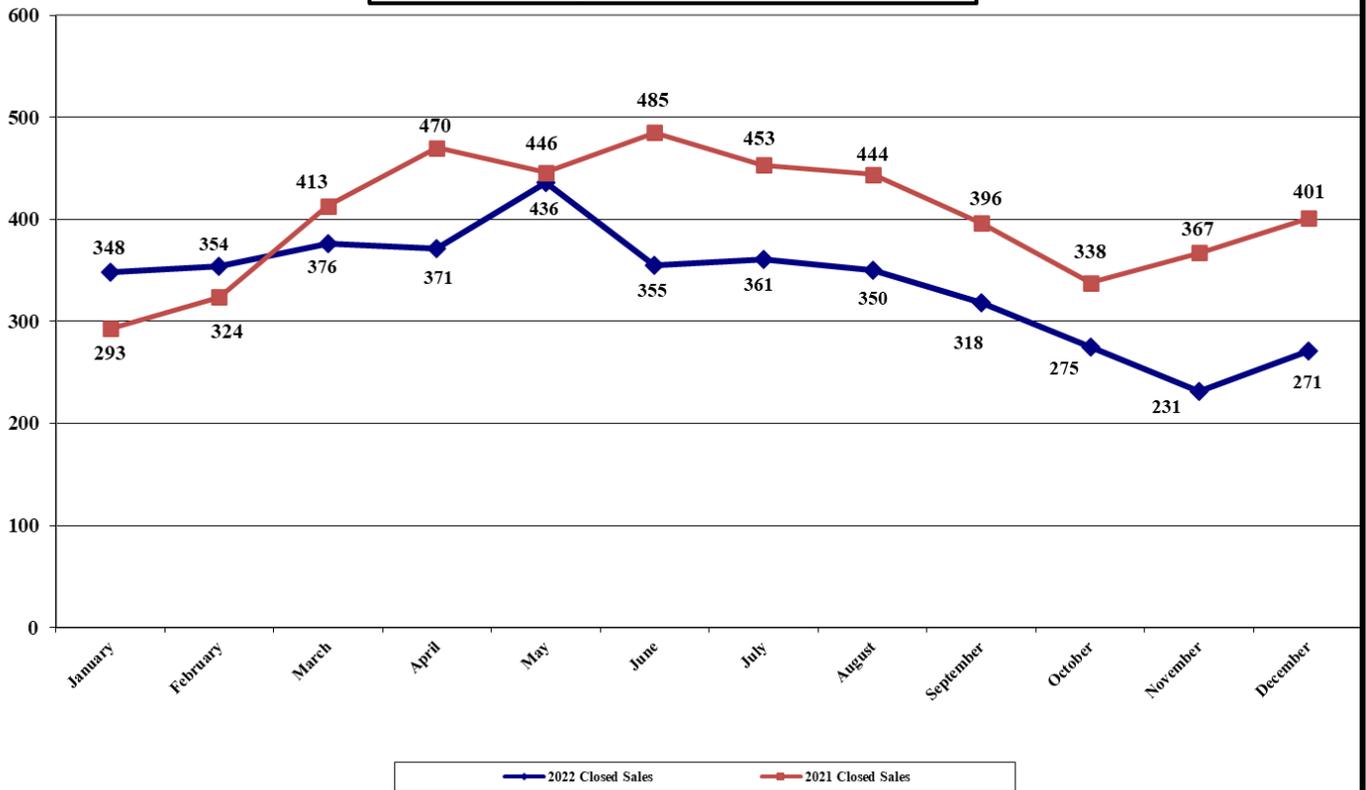
'22: 2,266
 '21: 2,476
 (% chg: -08.48%)

Cumulative total, January – December 2022: 6,312
Cumulative total, January – December 2021: 7,306
 (% cumulative change: -13.61%)

Average Days on Market, January - September 2022: 37
Average Days on Market, January – December 2021: 46
 (Change for January - December: -09 days)

Current Sales Compared to Past Years:	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
(2022 sales outside Lafayette Parish as compared to prior year's sales)	1,576	1,652	1,758	1,892	2,189	2,134
	+43.78%	+37.17%	+28.90%	+19.77%	+03.52%	+06.19%

**Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - December 2022 vs. 2021**



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

New Const. Re-sales

12/22: 86 185
12/21: 139 262
 -38.13% -29.39%

**Number of Closed Home Sales Reported to MLS, December: 2022: 271
Number of Closed Home Sales Reported to MLS, December: 2021: 401
(% change for December: -32.67%)
(% change from November 2022: +16.88%)**

New Const. Re-sales

'22: 1,056 2,990
'21: 1,165 3,665
 -09.36% -18.42%

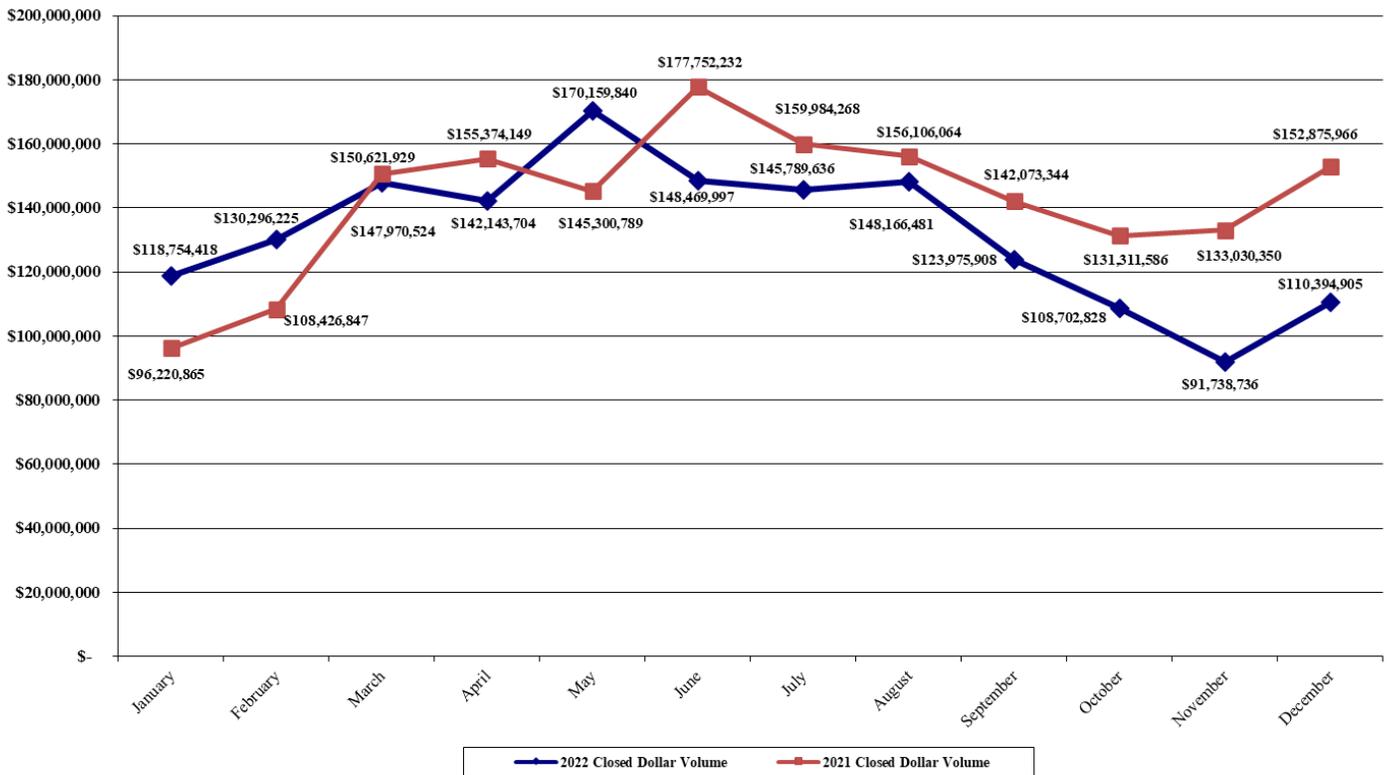
**Cumulative total, January – December 2022: 4,046
Cumulative total, January – December 2021: 4,830
(% cumulative change: -16.23%)**

'22: 48 days 24 days
'21: 41 days 33 days
 +07 days -09 days

**Average Days on Market, January – December 2022: 30
Average Days on Market, January – December 2021: 35
(Change for January - December: -05 days)**

<u>Current Sales Compared to Past Years:</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
(2022 Lafayette Parish sales as	3,310	3,143	3,215	3,376	3,406	4,044
Compared to prior year's sales)	+22.24%	+28.73%	+25.85%	+19.85%	+18.79%	+00.05%

Dollar Volume of Closed Sales Reported to MLS
All "GEO" Areas/Parishes
 January - December 2022 vs. 2021



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

12/22: \$ 36,170,860
12/21: \$ 42,144,580
 (% chg.: -14.17%)

Dollar Volume of Closed Residential Sales, December 2022: \$110,394,905
Dollar Volume of Closed Residential Sales, December 2021: \$152,875,966
 (% change for December: -27.79%)

(% change from November 2022: +20.34%)

'22: \$434,082,711
'21: \$443,980,668
 (% chg.: -02.23%)

Cumulative total January – December 2022: \$1,586,563,202
Cumulative total January – December 2021: \$1,709,078,389
 (% cumulative change: -07.17%)

'22: \$191,563
'21: \$179,314
 (% chg.: +06.83%)

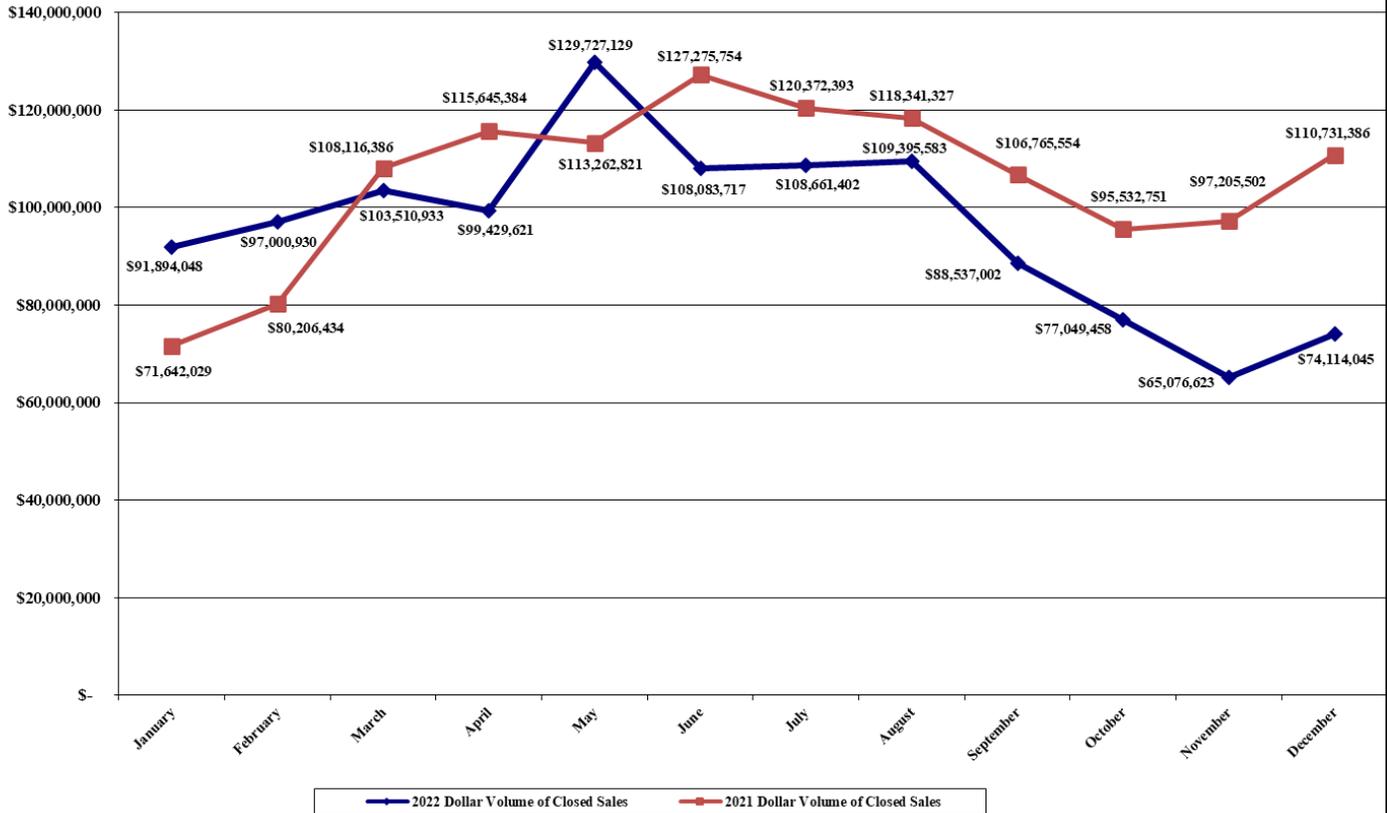
Average Sale Price, January - December 2022: \$251,356
Average Sale Price, January – December 2021: \$233,928
 (% change in Average Sale Price: +07.45%)

Median Sold Price, January – December 2022: \$230,000
Median Sold Price, January – December 2021: \$210,000
 (% change in Median Sold Price: +09.52%)

% of List Price to Sale Price, January - December 2022: 98.12%
% of List Price to Sale Price, January - December 2021: 98.13%

<u>Current \$ vol. compared to past years:</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
(2022 \$ vol. outside Lafayette Parish as compared to past years.)	\$216,568,049	\$221,101,816	\$239,647,439	\$250,795,870	\$315,709,933	\$337,031,919
	+100.44%	+96.33%	+81.13%	+73.08%	+37.49%	+28.80%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - December 2022 vs. 2021



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

<u>New Const.</u>	<u>Re-sales</u>	Dollar Volume of Closed Residential Sales, December 2022: \$ 74,114,045 Dollar Volume of Closed Residential Sales, December 2021: \$110,731,386 (% change for December: -33.07%)
12/22: \$28,375,335	\$45,738,710	
12/21: \$39,698,279	\$71,033,107	

<u>New Const.</u>	<u>Re-sales</u>	(% change from November 2022: +13.89%)
'22: \$330,583,571	\$821,896,920	Cumulative total January – December 2022: \$1,152,480,491
'21: \$318,777,559	\$946,320,162	Cumulative total January – December 2021: \$1,265,097,721
+03.70%	-13.15%	(% cumulative change: -08.90%)

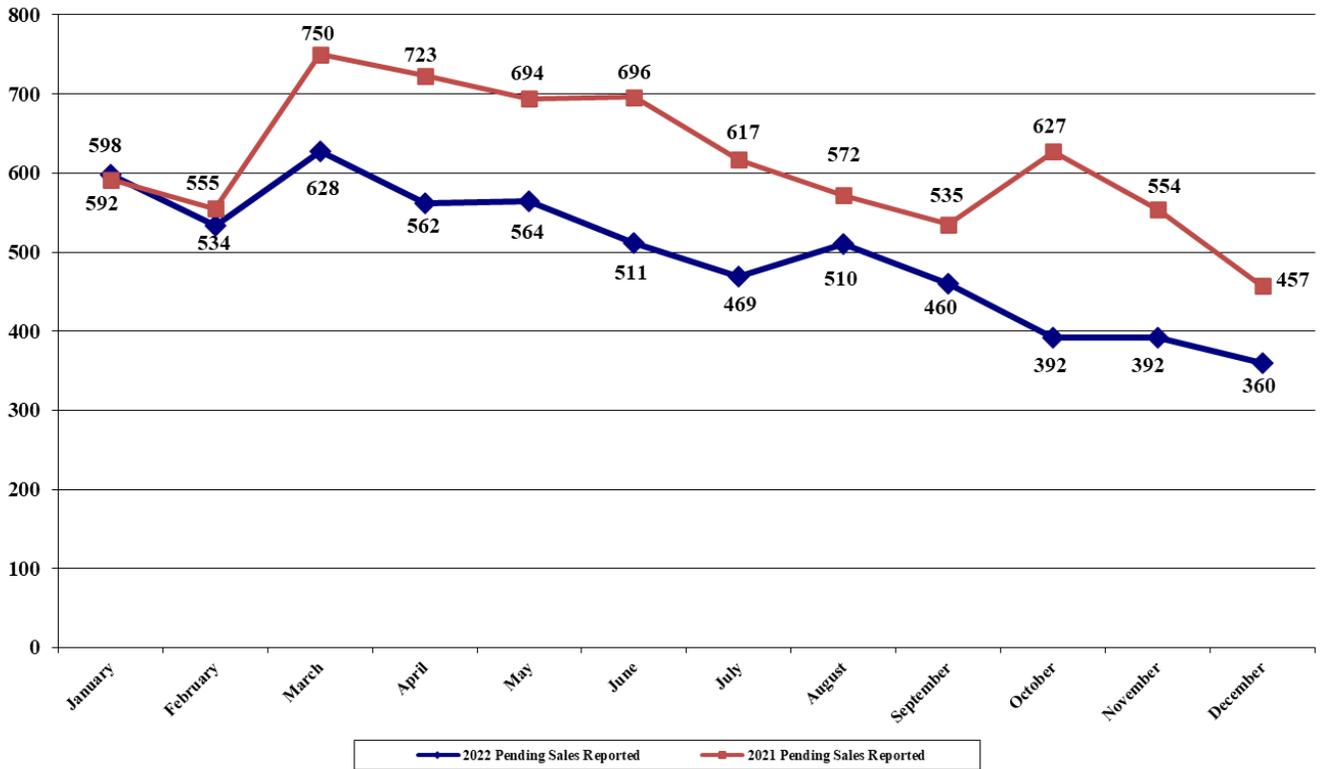
'22: \$313,052	\$274,881	Average Sale Price, January - December 2022: \$284,844
'21: \$273,628	\$258,204	Average Sale Price, January - December 2021: \$261,924
+14.41%	+06.46%	(% change in Average Sale Price: +08.75%)

'22: \$272,387	\$232,000	Median Sold Price, January – December 2022: \$247,000
'21: \$242,500	\$217,000	Median Sold Price, January – December 2021: \$225,500
+12.32%	+06.91%	(% change in Median Sold Price: +09.53%)

'22: 100.28%	98.01%	% of List Price to Sale Price, January - December 2022: 98.65%
'21: 100.03%	98.09%	% of List Price to Sale Price, January - December 2021: 98.57%

Current Sales Compared to Past Years:	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
(2022 Lafayette Parish dollar volume as compared to prior years)	\$753,168,080	\$695,396,132	\$697,072,122	\$754,501,633	\$768,747,946	\$977,596,331
	+53.02%	+65.73%	+65.33%	+52.75%	+49.92%	+17.89%

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - December 2022 vs. 2021



Pending Sales as of January 6, 2023

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

Outside Lafayette Parish

Dec. '22: 155
Dec. '21: 151
(% chg: +02.65%)

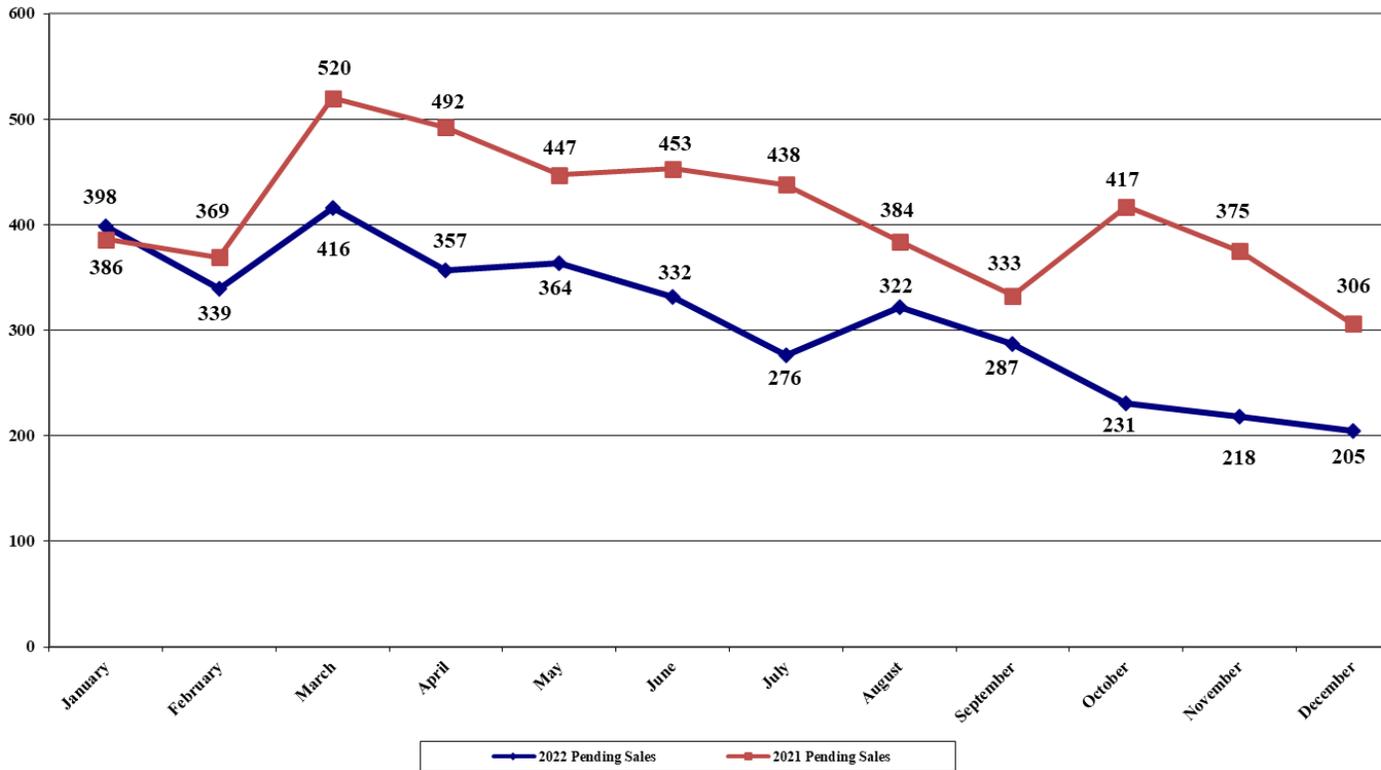
Number of Pending Home Sales Reported to MLS, December 2022: 360
Number of Pending Home Sales Reported to MLS, December 2021: 457
(% change for December: -21.23%)

(% change from November 2022: -08.16%)

'22: 2,235
'21: 2,452
(% chg: -08.85%)

Cumulative total, January – December 2022: 5,980
Cumulative total, January – December 2021: 7,374
(% cumulative change: -18.90%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - December 2022 vs. 2021



Pending sales as of January 6, 2023

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

New Const. Re-sales

12/22: 52 153
 12/21: 82 224
 -36.59% -31.70%

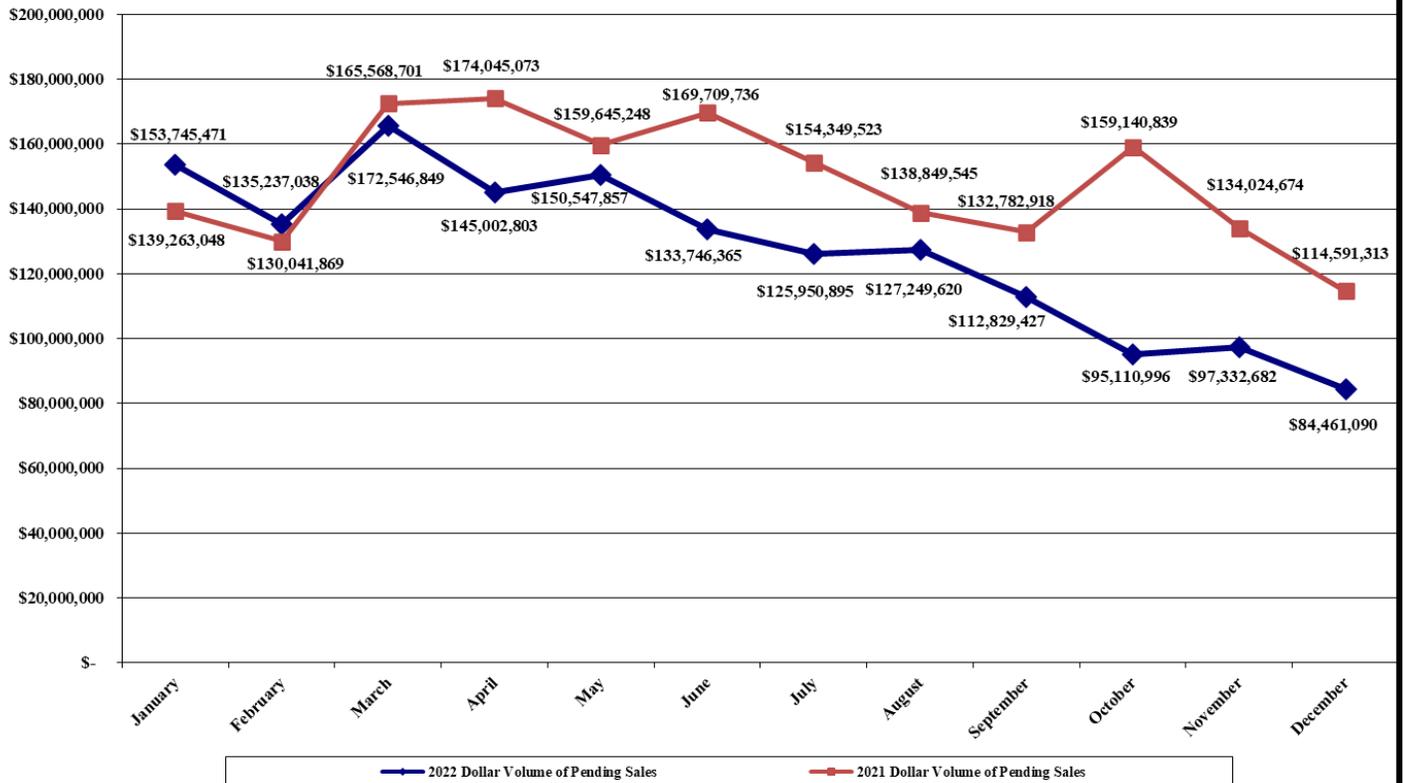
Number of Pending Home Sales Reported to MLS, December 2022: 205
Number of Pending Home Sales Reported to MLS, December 2021: 306
 (% change for September: -33.01%)
 (% change from November 2022: -05.96%)

New Const. Re-sales

'22: 850 2,894
 '21: 1,270 3,652
 -33.07% -20.76%

Cumulative total, January – December 2022: 3,744
Cumulative total, January – December 2021: 4,922
 (% cumulative change: +24.45%)

**Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - December 2022 vs 2021**



Pending Sale dollar volume as of January 6, 2023

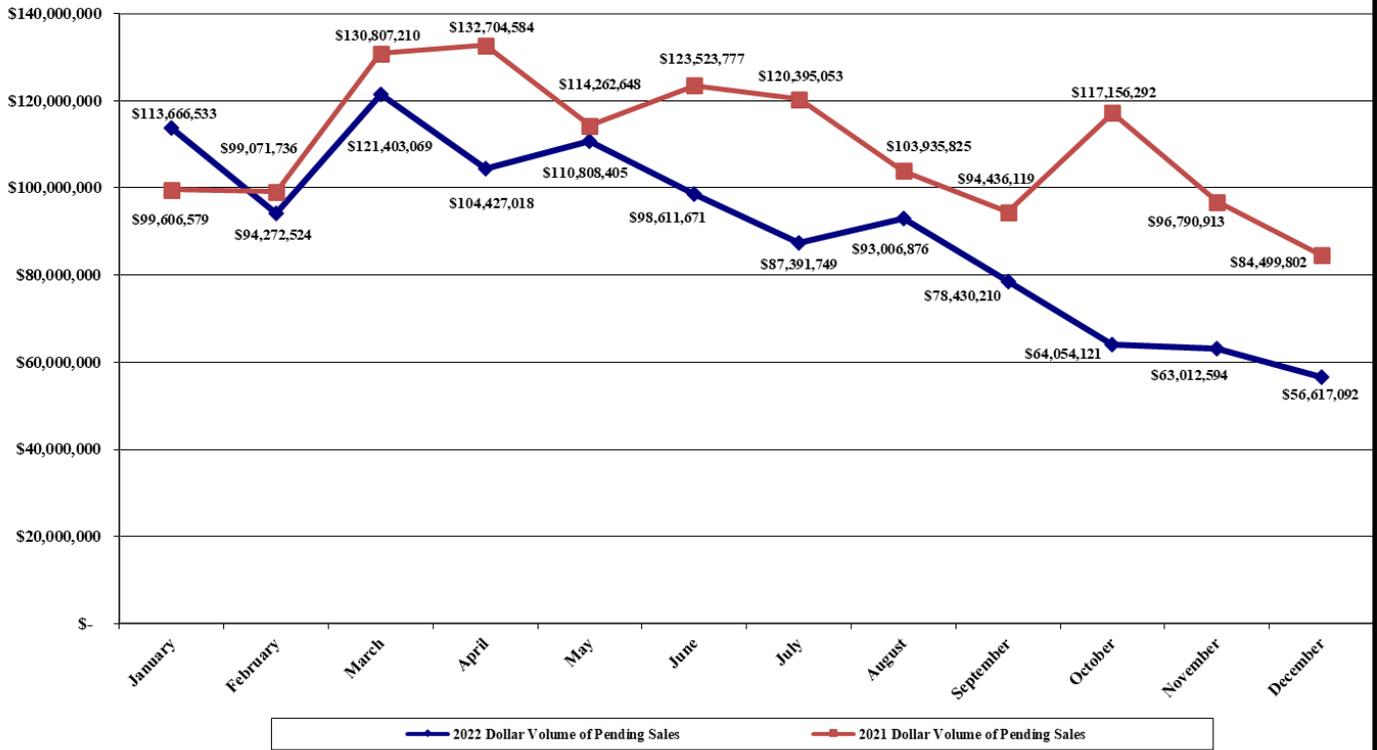
**ALL "GEO" AREAS/PARISHES
(Includes "GEO" areas outside of Lafayette Parish)**

**Dollar Volume of Pending Home Sales, December 2022: \$ 84,461,090
Dollar Volume of Pending Home Sales, December 2021: \$114,591,313
(% change for December: -26.29%)**

(% change from November 2022: -13.22%)

**Cumulative total, January – December 2022: \$1,401,974,043
Cumulative total, January – December 2021: \$1,778,990,635
(% cumulative change: -21.19%)**

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - December 2022 vs 2021



Pending Sale dollar volume as of January 6, 2023

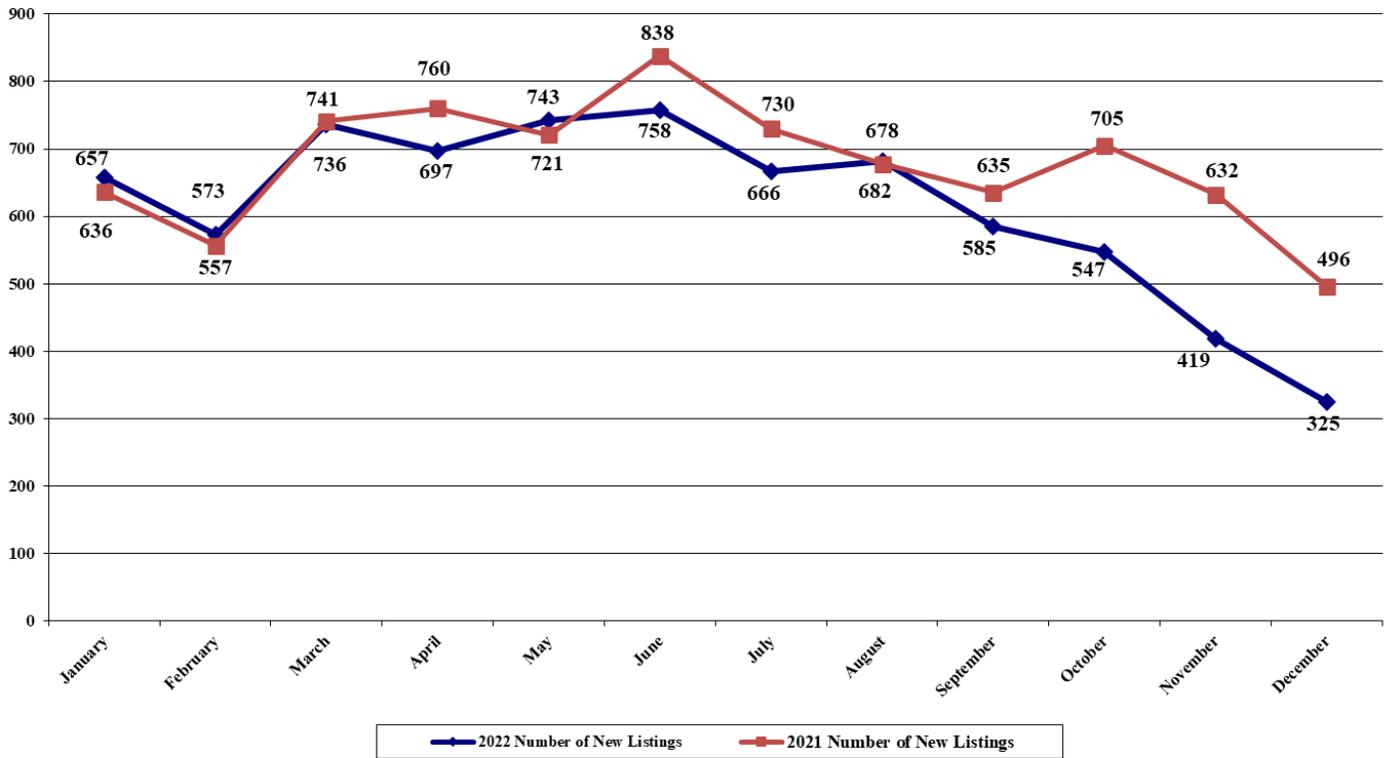
LAFAYETTE PARISH
(Excludes “GEO” areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, December 2022: \$56,617,092
Dollar Volume of Pending Home Sales, December 2021: \$84,499,802
(% change for December: -33.00%)

(% change from November 2022: -10.15%)

Cumulative total, January – December 2022: \$1,085,387,962
Cumulative total, January – December 2021: \$1,317,190,538
(% cumulative change: -17.60%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - December 2022 vs. 2021



New Listing count as of January 6, 2023

Outside Lafayette Parish

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

Dec. '22: 142
Dec. '21: 183
 (% chg: -22.40%)

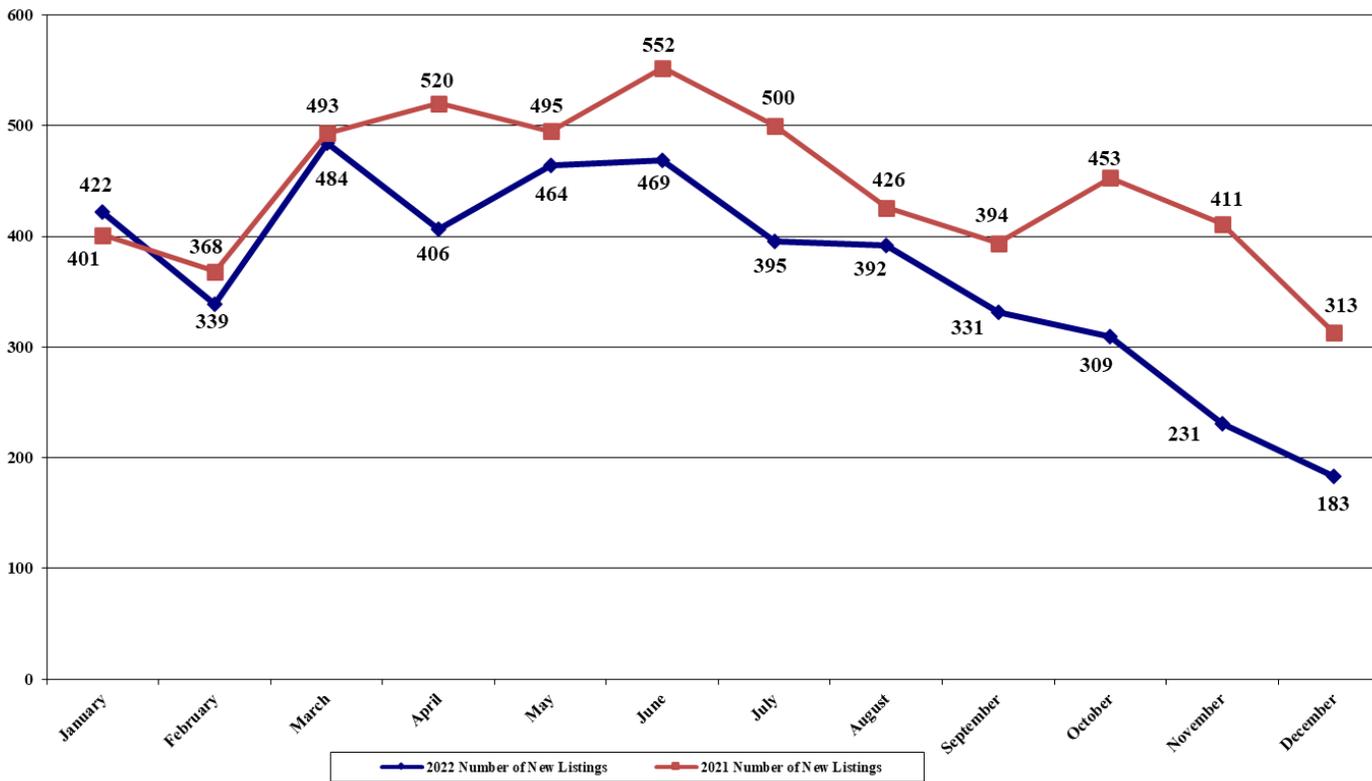
Number of New Residential Listings Reported to MLS, December 2022: 325
Number of New Residential Listings Reported to MLS, December 2021: 496
 (% change for December: (-34.48%)

(% change from November 2022: -22.43%)

'22: 2,963
'21: 2,803
 (% chg: +05.71%)

Cumulative total, January – December 2022: 7,388
Cumulative total, January – December 2021: 8,129
 (% cumulative change: -09.12%)

**Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - December 2022 vs. 2021**



New Listing count as of January 6, 2023

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

	<u>New Const.</u>	<u>Re-sales</u>
12/22:	49	134
12/21:	86	227
	-43.02%	-40.97%

Number of New Residential Listings Reported to MLS, December 2022: 183
Number of New Residential Listings Reported to MLS, December 2021: 313
(% change for December: -41.53%)
(% change from November 2022: -20.78%)

'22:	1,093	3,332
'21:	1,389	3,937
	-21.31%	-15.37%

Cumulative total, January – December 2022: 4,425
Cumulative total, January – December 2021: 5,326
(% cumulative change: -16.92%)

<u>Comparison to Past Years:</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
#New Listings Taken	4,604	4,622	4,894	5,101	4,683	4,721	5,326	4,425
# Sold	3,310	3,143	3,215	3,376	3,406	4,044	4,830	4,046
Ratio – New Listings/Sold	1.39:1	1.47:1	1.52:1	1.51:1	1.37:1	1.17:1	1.10:1	1.09:1
2019 % +/- over	-03.91%	-04.26%	-09.58%	-13.25%	-05.57%	-06.27%	-16.92%	

2022 Home Sales Outside Lafayette Parish

January – December 2022



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

January – December 2022 vs. January – December 2021

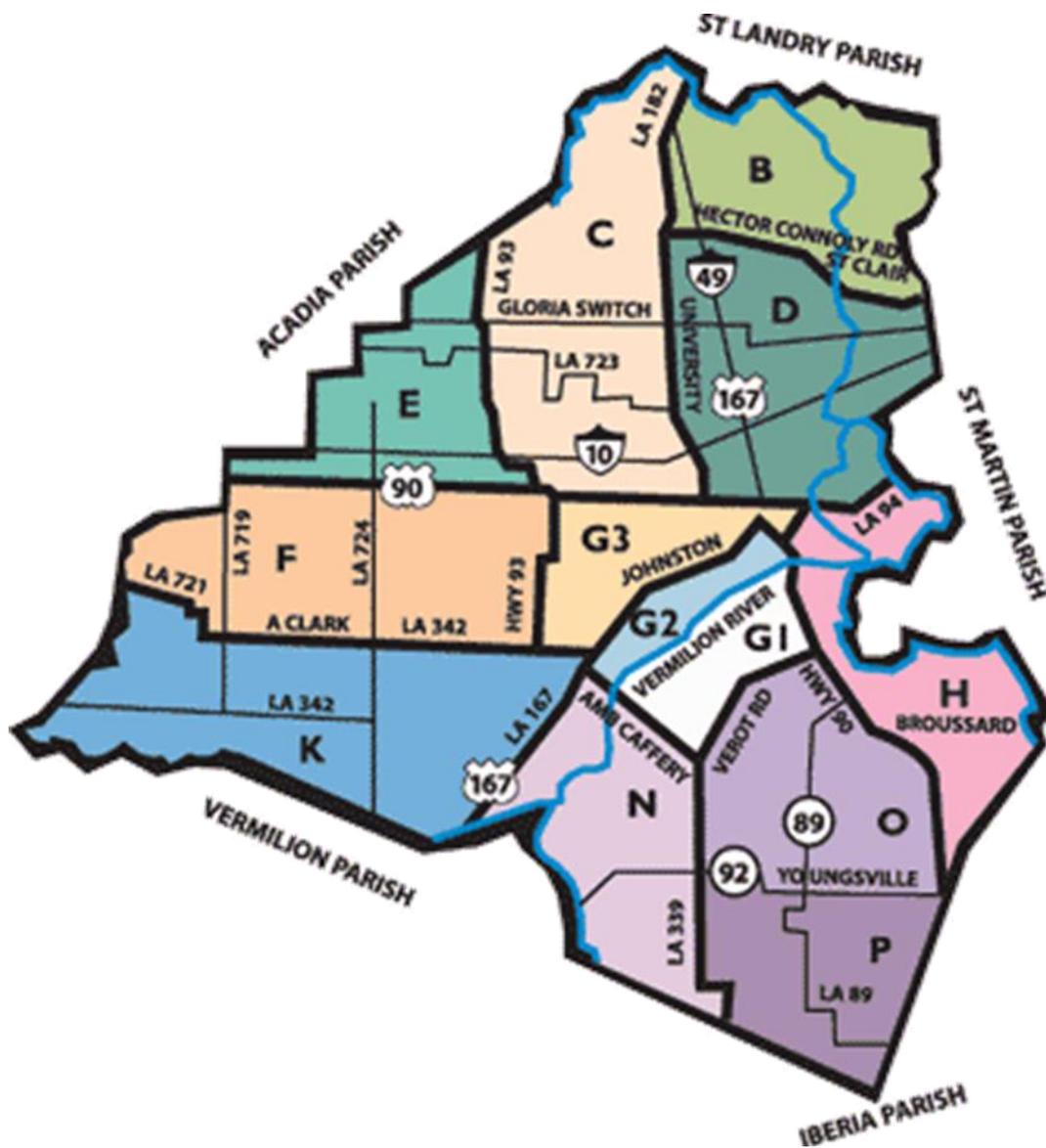
PARISH	'22 Closed Sales	'21 Closed Sales	% + or -	'22 Closed \$ Volume	'21 Closed \$ Volume	% + or -
St. Landry	525	574	-08.5%	\$99,941,287	\$101,704,714	-01.7%
Vermillion	429	470	-08.7%	\$89,177,153	\$ 90,306,878	-01.3%
Iberia	417	518	-19.5%	\$73,118,512	\$ 91,478,036	-20.1%
Acadia	338	294	+15.0%	\$60,612,267	\$ 48,692,903	+24.5%
St. Martin	310	386	-19.7%	\$64,939,671	\$ 78,002,526	-16.8%
Evangeline	91	104	-12.5%	\$11,613,800	\$ 13,248,651	-12.3%
St. Mary	76	84	-09.5%	\$16,240,505	\$ 12,494,850	+30.0%
Jeff Davis	34	09	+277.8%	\$ 5,929,993	\$ 1,102,460	+437.9%
Others	46	37		\$12,509,523	\$ 6,949,650	
TOTAL	2,266	2,476	-08.5%	\$434,082,711	\$443,980,668	-02.2%

January – December 2022 closed residential sales from the above parishes represent 35.9% of the total number of closed transactions reported to the MLS and 27.4% of the closed sale dollar volume. This compares with 33.9% of the total number of closed transactions reported to the MLS and 26.0% of the closed dollar volume as of January – December 2021.

PARISH	'22 Average Sale Price	'21 Average Sale Price	% + or -	'22 Median Sale Price	'21 Median Sale Price	% + or -
St. Mary	\$213,690	\$148,748	+43.7%	\$142,450	\$128,475	+10.9%
St. Martin	\$209,482	\$202,079	+03.7%	\$185,000	\$182,250	+01.5%
Vermillion	\$207,872	\$192,142	+08.2%	\$221,000	\$180,000	+22.8%
St. Landry	\$190,364	\$177,185	+07.4%	\$162,000	\$159,790	+01.4%
Iberia	\$175,344	\$176,598	-00.7%	\$154,000	\$150,250	+02.5%
Acadia	\$179,326	\$165,622	+08.3%	\$167,500	\$144,500	+15.9%
Evangeline	\$127,624	\$127,390	+00.2%	\$100,000	\$116,250	-14.0%

2022 Lafayette Parish Home Sales by GEO Area

January – December 2022



Lafayette Parish Closed Sales Reported to the MLS by GEO Area January – December 2022 vs. January – December 2021

	'22 Closed Sales	'21 Closed Sales	% + or -	'22 Closed \$ Volume	'21 Closed \$ Volume	% + or -	'22 Avg. Sale Price	'21 Avg. Sale Price	% + or -	# Mos. Supply
Area B	48	56	-14.3%	\$ 16,413,900	\$ 18,604,600	-11.8%	\$341,956	\$332,225	+02.9%	2.3 mos.
Area C	272	308	-11.7%	\$ 53,668,278	\$ 58,127,519	-07.7%	\$197,309	\$188,725	+04.6%	1.8 mos.
Area D	367	472	-22.3%	\$ 78,420,278	\$ 92,298,815	-15.0%	\$213,679	\$191,908	+11.3%	2.1 mos.
Area E	52	63	-17.5%	\$ 13,084,300	\$ 14,468,405	-09.6%	\$251,621	\$229,657	+09.6%	3.7 mos.
Area F	222	220	+00.9%	\$ 54,378,334	\$ 47,105,101	+15.4%	\$244,947	\$214,114	+14.4%	2.4 mos.
Area G1	215	250	-14.0%	\$ 86,293,215	\$ 89,396,890	-03.5%	\$401,363	\$357,587	+12.2%	0.9 mos.
Area G2	291	354	-17.8%	\$ 92,338,089	\$ 108,537,034	-14.9%	\$317,313	\$306,601	+03.5%	2.4 mos.
Area G3	463	544	-14.9%	\$ 89,014,390	\$ 102,556,952	-13.2%	\$192,255	\$188,523	+02.0%	1.9 mos.
Area H	76	101	-24.8%	\$ 17,856,200	\$ 24,182,750	-26.2%	\$234,950	\$239,433	-01.9%	3.5 mos.
Area K	298	244	+22.1%	\$ 72,398,920	\$ 54,246,641	+33.5%	\$242,949	\$222,322	+09.3%	1.5 mos.
Area N	450	644	-30.1%	\$153,790,601	\$205,214,819	-25.1%	\$341,756	\$318,656	+07.3%	2.4 mos.
Area O	794	992	-20.0%	\$263,797,474	\$289,312,578	-08.8%	\$331,820	\$291,645	+13.8%	2.0 mos.
Area P	497	582	-14.6%	\$161,026,512	\$161,045,617	+00.0%	\$323,997	\$276,710	+17.1%	1.3 mos.
TOTAL	4,046	4,830	-16.2%	\$1,152,480,491	\$1,265,097,721	-08.9%	\$284,844	\$261,924	+08.8%	2.1 mos.

Lafayette North (Areas B,C,D,E): 739 sales in 2022 vs.899 in 2021–17.8% decrease/\$161,586,756 in 2022 sale \$ volume vs \$183,499,339 in 2021 – 11.9% decrease (18.2% of total sales/14.0% of total \$ volume)
West Lafayette (Areas F,K): 520 sales in 2022 vs. 464 in 2021 – 12.1% increase/\$126,777,254 in 2022 sale \$ volume vs. \$101,351,742 in 2021 – 25.1% increase (12.8% of total sales/11.0% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 969 sales in 2022 vs.1,148 in 2021 – 15.6% decrease/\$267,645,694 in 2022 vs. \$300,490,876 in 2021 – 10.9% increase (24.0% of total sales/23.2% of total \$ volume)
South Lafayette (Areas N, O, P): 1,742 sales in 2022 vs 2,218 in 2021 – 21.1% decrease/\$578,614,587 in 2022 vs. \$655,573,014 in 2021 – 11.7% decrease (43.1% of total sales/50.2% of total \$ volume)
East Lafayette (Area H): (1.9% of total sales/1.6% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area January – December 2022 vs. January – December 2021

	'22 Closed Sales	'21 Closed Sales	% + or -	'22 Closed \$ Volume	'21 Closed \$ Volume	% + or -	'22 Avg. Sale Price	'21 Avg. Sale Price	% +or -	# Mos. Supply
Area B	41	50	-18.0%	\$ 12,763,700	\$ 15,730,700	-18.9%	\$311,309	\$314,614	-01.1%	2.3 mos.
Area C	220	262	-16.0%	\$ 41,431,779	\$ 48,432,324	-14.5%	\$188,326	\$184,856	+01.9%	0.6 mos.
Area D	286	294	-02.7%	\$ 57,563,069	\$ 54,718,515	+05.2%	\$201,269	\$186,117	+08.1%	2.0 mos.
Area E	37	43	-14.0%	\$ 8,552,500	\$ 10,099,405	-15.3%	\$231,148	\$234,869	-01.6%	1.3 mos.
Area F	130	154	-15.6%	\$ 28,318,873	\$ 30,973,411	-08.6%	\$217,837	\$201,126	+08.3%	1.1 mos.
Area G1	208	232	-10.3%	\$ 84,257,815	\$ 84,664,308	-00.5%	\$405,085	\$364,932	+11.0%	0.9 mos.
Area G2	282	352	-19.9%	\$ 89,563,689	\$106,757,902	-16.1%	\$317,601	\$303,289	+04.7%	2.1 mos.
Area G3	430	489	-12.1%	\$ 81,088,157	\$ 88,211,638	-08.1%	\$188,577	\$180,391	+04.5%	1.1 mos.
Area H	64	95	-32.6%	\$ 14,671,200	\$ 22,690,150	-35.3%	\$229,237	\$238,843	-04.0%	1.9 mos.
Area K	123	143	-14.0%	\$ 29,297,750	\$ 29,847,921	-01.8%	\$238,193	\$208,726	+14.1%	1.0 mos.
Area N	330	517	-36.2%	\$114,012,293	\$167,603,582	+32.0%	\$345,491	\$324,184	+06.6%	1.9 mos.
Area O	603	713	-15.4%	\$182,097,230	\$198,554,485	-08.3%	\$301,985	\$278,477	+08.4%	0.9 mos.
Area P	236	321	-26.5%	\$ 78,278,865	\$ 88,035,821	-11.1%	\$331,690	\$274,254	+20.9%	1.4 mos.
TOTAL	2,990	3,665	-18.4%	\$821,896,920	\$946,320,162	-13.2%	\$274,881	\$258,204	+06.5%	1.4 mos.

Lafayette North (Areas B,C,D,E): 584 sales in 2022 vs. 649 in 2021 – 10.0% decrease/\$120,311,048 in 2022 sale \$ volume vs \$128,980,944 in 2021 – 6.7% decrease (19.5% of total sales/14.6% of total \$ volume)
West Lafayette (Areas F,K): 253 sales in 2022 vs. 297 in 2021 – 14.8% decrease/\$57,616,623 in 2022 sale \$ volume vs. \$60,821,332 in 2021 – 5.3% decrease (8.5% of total sales/7.0% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 920 sales in 2022 vs. 1,073 in 2021 – 14.3% decrease/\$254,909,661 in 2022 vs. \$279,633,848 in 2021 – 8.8% decrease (30.8% of total sales/31.0% of total \$ volume)
South Lafayette (Areas N, O, P): 1,169 sales in 2022 vs 1,551 in 2021 – 24.6% decrease/\$374,388,388 in 2022 vs. \$454,193,888 in 2021 – 17.6% decrease (39.1% of total sales/45.6% of total \$ volume)
East Lafayette (Area H): (2.1% of total sales/1.8% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – December 2022 vs. January – December 2021

	'22 Closed Sales	'21 Closed Sales	% + or -	'22 Closed \$ Volume	'21 Closed \$ Volume	% + or -	'22 Avg. Sale Price	'21 Avg. Sale Price	% +or -	# Mos. Supply
Area B	07	06	+16.7%	\$ 3,650,200	\$ 2,873,900	+27.0%	\$521,457	\$478,983	+10.1%	1.7 mos.
Area C	52	46	+13.0%	\$12,236,499	\$ 9,695,195	+26.2%	\$235,495	\$210,765	+11.7%	4.8 mos.
Area D	81	178	-54.5%	\$20,857,209	\$37,580,300	-44.5%	\$257,496	\$211,125	+22.0%	2.2 mos.
Area E	15	20	-25.0%	\$ 4,531,800	\$ 4,369,000	+03.7%	\$302,120	\$218,450	+38.3%	9.6 mos.
Area F	92	66	+39.4%	\$26,059,461	\$ 16,131,690	+61.5%	\$283,255	\$244,419	+15.9%	4.3 mos.
Area G1	07	18	-61.1%	\$ 2,035,400	\$ 4,732,582	-57.0%	\$290,771	\$262,921	+10.6%	0.0 mos.
Area G2	09	02	+350.0%	\$ 2,774,400	\$ 1,779,132	+55.9%	\$308,266	\$889,566	-65.4%	10.7 mos.
Area G3	33	55	-40.0%	\$ 7,926,233	\$ 14,345,314	-44.8%	\$240,188	\$260,823	-07.9%	12.4 mos.
Area H	12	06	+100.0%	\$ 3,185,000	\$ 1,492,600	+113.4%	\$265,416	\$248,766	+06.7%	12.0 mos.
Area K	175	101	+73.3%	\$43,101,170	\$ 24,398,720	+76.7%	\$246,292	\$241,571	+02.0%	1.9 mos.
Area N	120	127	-05.5%	\$39,778,308	\$ 37,611,237	+05.8%	\$331,485	\$296,151	+11.9%	3.8 mos.
Area O	192	279	-31.2%	\$81,700,244	\$ 90,758,093	-10.0%	\$425,522	\$325,297	+30.8%	5.4 mos.
Area P	261	261	N/C	\$82,747,647	\$ 73,009,796	+13.3%	\$317,040	\$279,731	+13.3%	4.1 mos.
TOTAL	1,056	1,165	-09.4%	\$330,583,571	\$318,777,559	+03.7%	\$313,052	\$273,628	+14.4%	4.3 mos.

Lafayette North (Areas B,C,D,E): 155 sales in 2022 vs. 250 in 2021 – 38.0% decrease/\$41,275,708 in 2022 sale \$ volume vs \$54,518,395 in 2021 – 24.3% decrease (14.7% of total sales/12.4% of total \$ volume)
West Lafayette (Areas F,K): 267 sales in 2022 vs. 167 in 2021 – 59.9% increase/\$69,160,631 in 2022 sale \$ volume vs. \$40,530,410 in 2021 – 70.6% increase (25.3% of total sales/20.9% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 49 sales in 2022 vs. 75 in 2021 – 34.7% decrease/\$12,736,033 in 2022 vs. \$20,857,028 in 2021 – 38.9% decrease (4.6% of total sales/3.9% of total \$ volume)
South Lafayette (Areas N, O, P): 573 sales in 2022 vs 667 in 2021 – 14.1% decrease/\$204,226,199 in 2022 vs. \$201,379,126 in 2021 – 01.4% increase (54.3% of total sales/61.8% of total \$ volume)
East Lafayette (Area H): (1.1% of total sales/1.0% of total \$ volume)