

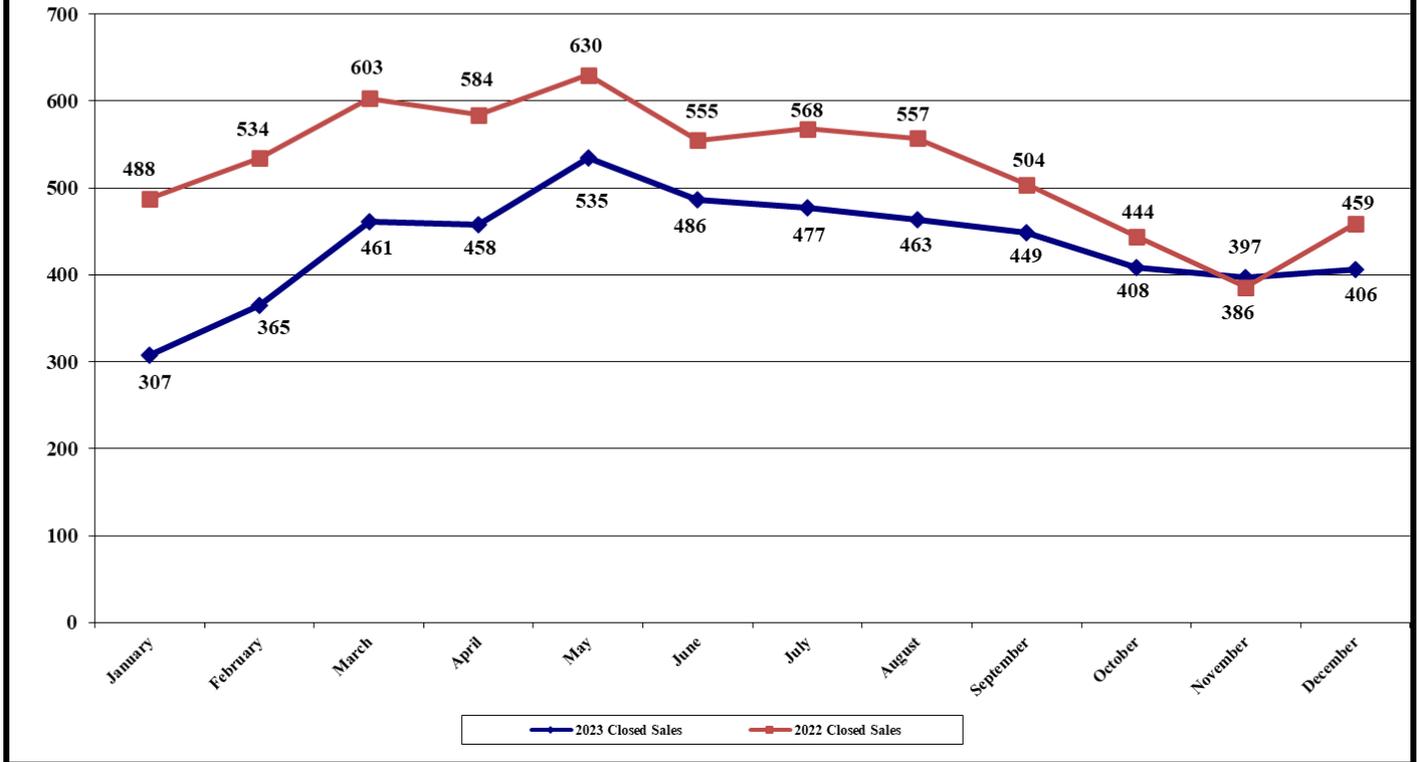


The Acadiana Residential Real Estate Market Report

January – December 2023

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Closed Residential Sales Reported to MLS
 All "GEO" Areas/Parishes
 January - December 2023 vs 2022



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

Outside Lafayette Parish

Dec. '23: 177
 Dec. '22: 188
 (% chg: -05.85%)

Number of Closed Home Sales Reported to MLS, December 2023: 406
Number of Closed Home Sales Reported to MLS, December 2022: 459
 (% change for December: -11.55%)

(% change from November 2023: +02.27%)

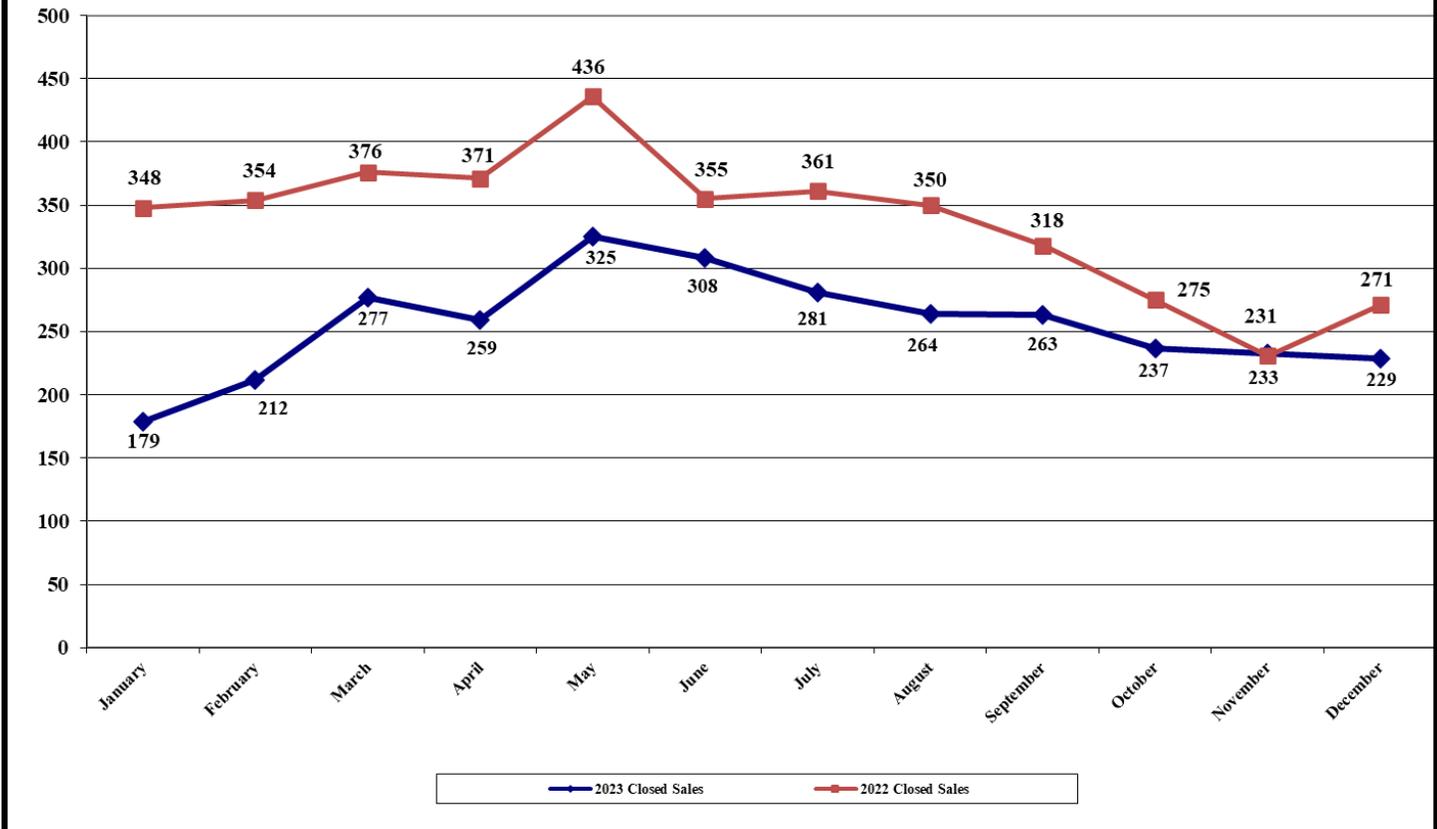
'23: 2,145
 '22: 2,266
 (% chg: -05.34%)

Cumulative total, January – December 2023: 5,212
Cumulative total, January – December 2022: 6,312
 (% cumulative change: -17.43%)

Average Days on Market, January - December 2023: 62
Average Days on Market, January – December 2022: 37
 (Change for January - December: +25 days)

<u>Current Sales Compared to Past Years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
(2023 sales <u>outside</u> Lafayette Parish as compared to prior year's sales)	1,652	1,758	1,892	2,189	2,134	2,476
	+29.84%	+22.01%	+13.37%	-02.01%	+00.52%	-13.37%

**Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - December 2023 vs. 2022**



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

<u>New Const.</u>	<u>Re-sales</u>
12/23: 84	145
12/22: 86	185
-02.33%	-21.62%
<u>New Const.</u>	<u>Re-sales</u>
'23: 893	2,174
'22: 1,056	2,990
-15.44%	-27.29%
'23: 103 days	37 days
'22: 48 days	24 days
+55 days	+13 days

Number of Closed Home Sales Reported to MLS, December 2023: 229
 Number of Closed Home Sales Reported to MLS, December 2022: 271
 (% change for December: -15.50%)

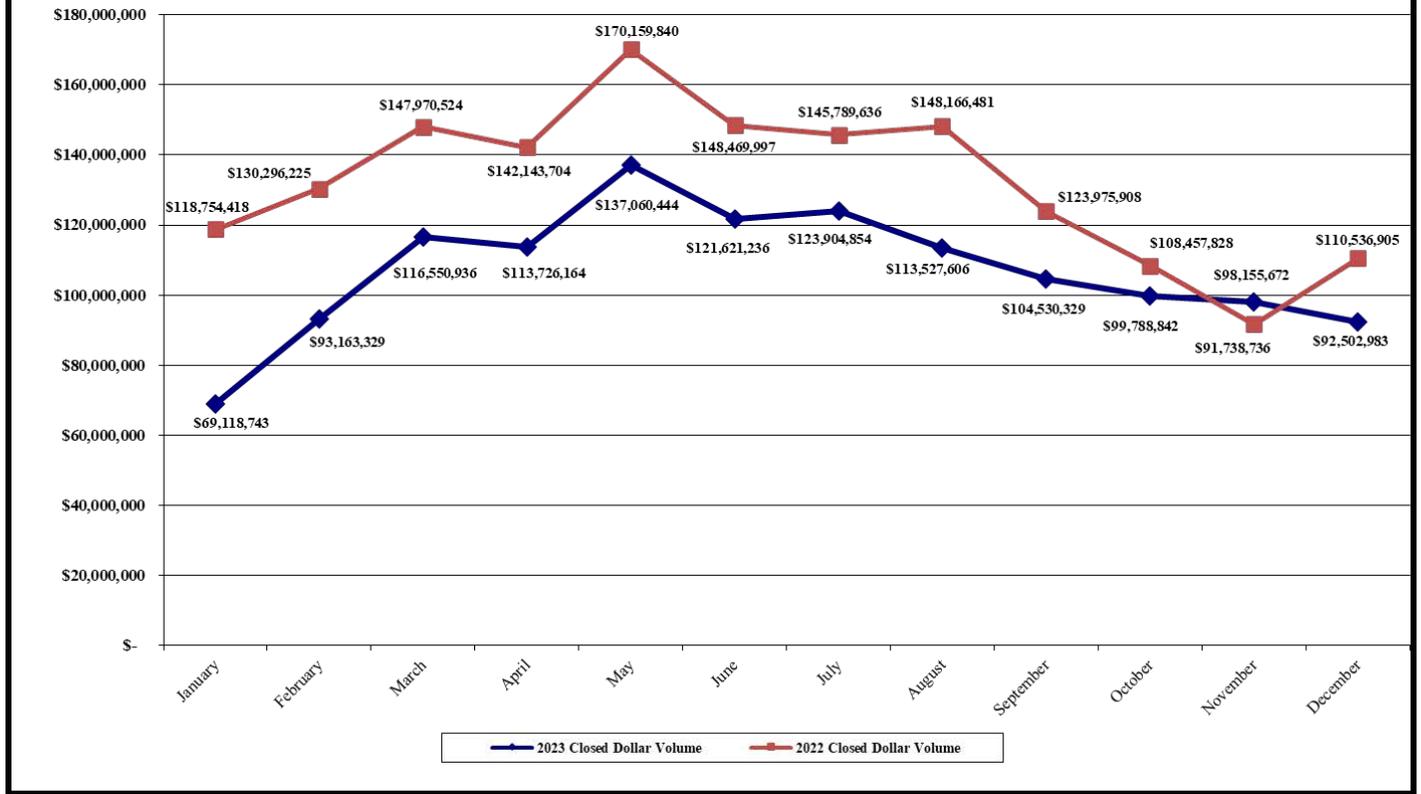
(% change from November 2023: -01.72%)

Cumulative total, January – December 2023: 3,067
 Cumulative total, January – December 2022: 4,046
 (% cumulative change: -24.20%)

Average Days on Market, January – September 2023: 56
 Average Days on Market, January – December 2022: 30
 (Change for January - December: +29 days)

<u>Current Sales Compared to Past Years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
(2023 Lafayette Parish sales as compared to prior year's sales)	3,143	3,215	3,376	3,406	4,044	4,830
	-02.42%	-04.60%	-09.15%	-09.95%	-24.16%	-36.50%

Dollar Volume of Closed Sales Reported to MLS
All "GEO" Areas/Parishes
 January - December 2023 vs. 2022



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

12/23: \$ 31,732,094
12/22: \$ 36,422,860
 (% chg.: -12.88%)

Dollar Volume of Closed Residential Sales, December 2023: \$ 92,502,983
Dollar Volume of Closed Residential Sales, December 2022: \$110,536,905
 (% change for December: -16.31%)

(% change from November 2023: -05.76%)

'23: \$414,050,457
'22: \$433,979,711
 (% chg.: -04.59%)

Cumulative total January – December 2023: \$1,283,651,138
Cumulative total January – December 2022: \$1,586,460,202
 (% cumulative change: -19.09%)

'23: \$193,030
'22: \$191,518
 (% chg.: +00.79%)

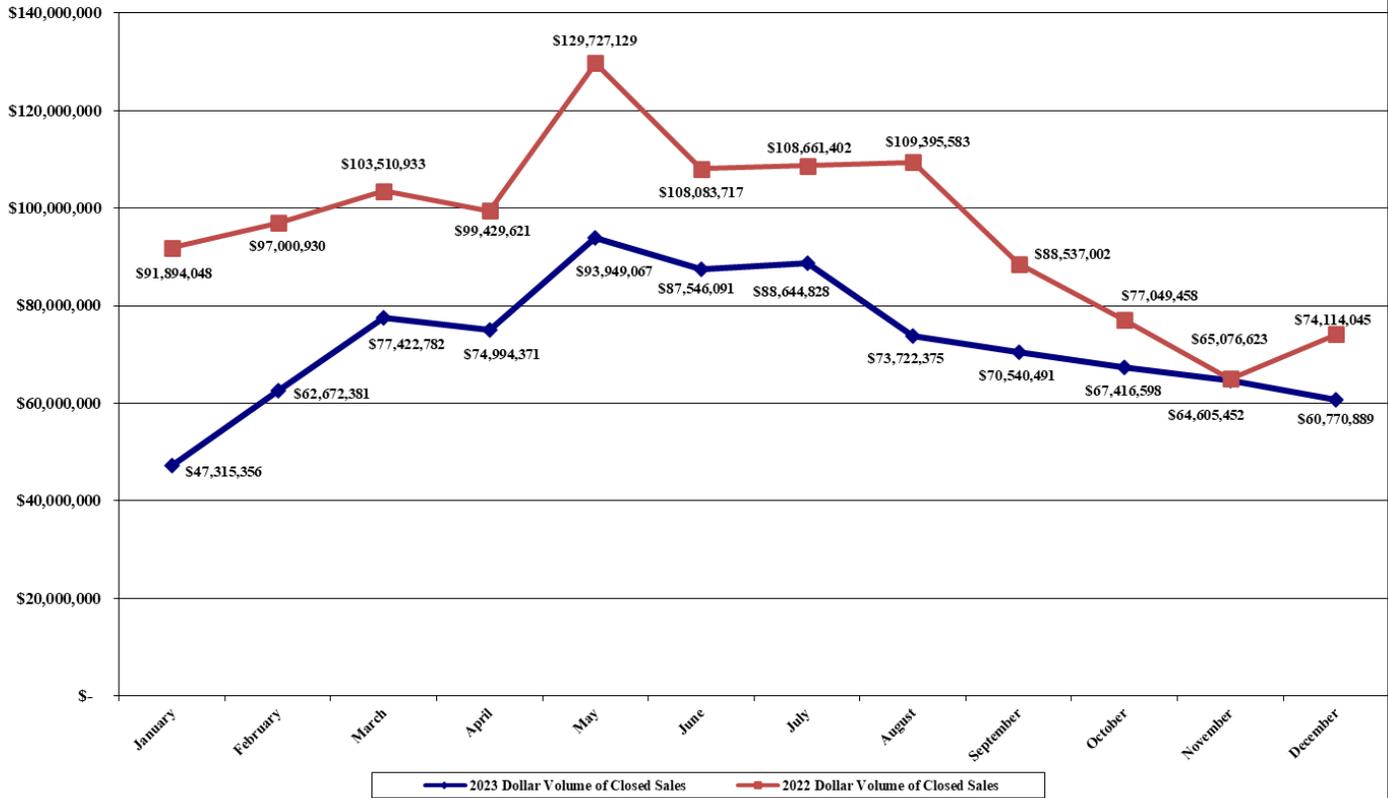
Average Sale Price, January - December 2023: \$246,287
Average Sale Price, January – December 2022: \$251,340
 (% change in Average Sale Price: -02.01%)

Median Sold Price, January - December 2023: \$225,000
Median Sold Price, January - December 2022: \$230,000
 (% change in Median Sold Price: -02.17%)

% of List Price to Sale Price, January - December 2023: 97.48%
% of List Price to Sale Price, January - December 2022: 98.12%

Current \$ vol. compared to past years:	2016	2017	2018	2019	2020	2021
(2023 \$ vol. outside Lafayette Parish as compared to past years.)	\$221,101,816	\$239,647,439	\$250,795,870	\$315,709,933	\$337,031,919	\$443,908,668
	+87.27%	+72.77%	+65.09%	+31.15%	+22.85%	-06.73%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - December 2023 vs. 2022



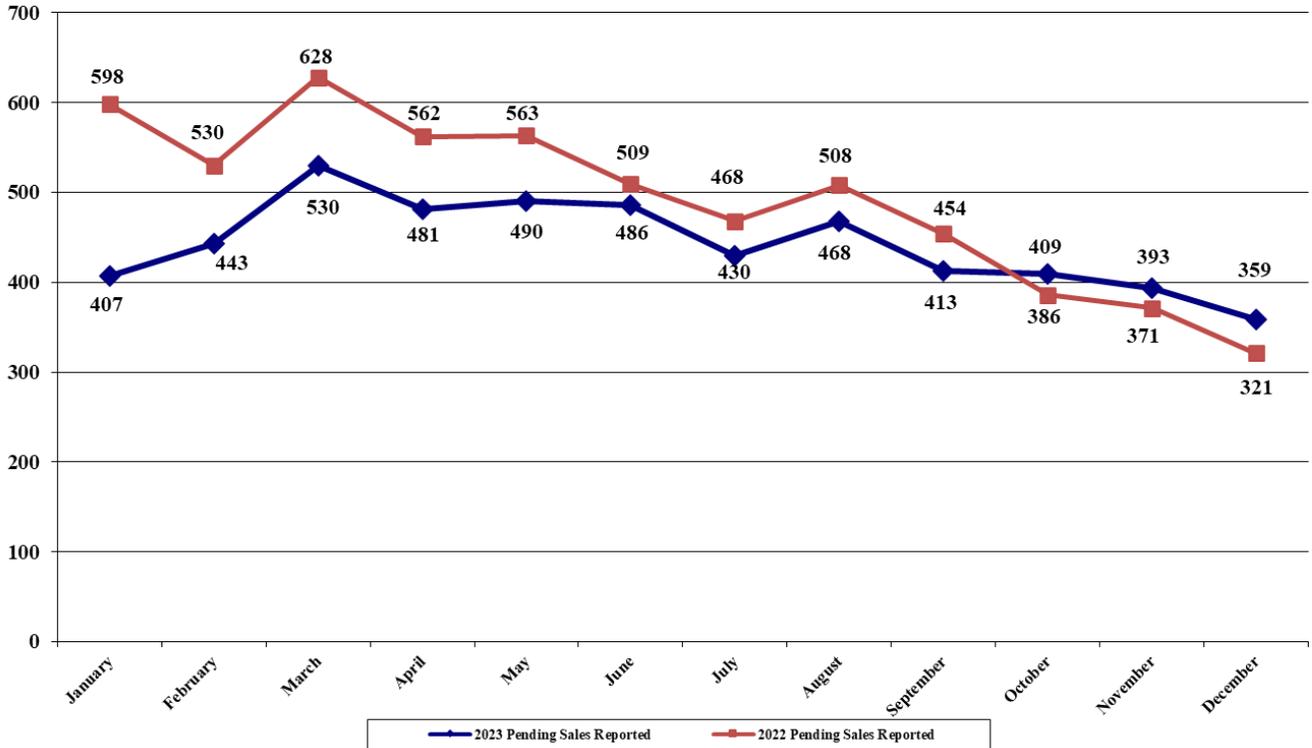
LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>	
12/23: \$25,142,424	\$35,628,465	Dollar Volume of Closed Residential Sales, December 2023: \$ 60,770,889
12/22: \$28,375,335	\$45,738,710	Dollar Volume of Closed Residential Sales, December 2022: \$ 74,114,045
-11.39%	-22.10%	(% change for December: -18.00%)
		(% change from November 2023: -05.94%)
<u>New Const.</u>	<u>Re-sales</u>	Cumulative total January – December 2023: \$ 869,600,681
'23: \$289,562,014	\$580,038,667	Cumulative total January – December 2022: \$1,152,480,491
'22: \$330,583,571	\$821,896,920	(% cumulative change: -24.55%)
-12.41%	-29.43%	
'23: \$324,257	\$266,807	Average Sale Price, January - December 2023: \$283,534
'22: \$313,052	\$274,881	Average Sale Price, January - December 2022: \$284,844
+03.58%	-02.94%	(% change in Average Sale Price: -00.46%)
'22: \$270,900	\$228,000	Median Sold Price, January – December 2023: \$245,000
'22: \$272,387	\$232,000	Median Sold Price, January – December 2022: \$247,000
-00.55%	-01.72%	(% change in Median Sold Price: -00.81%)
'23: 99.79%	97.22%	% of List Price to Sale Price, January - September 2023: 98.07%
'22: 100.28%	98.01%	% of List Price to Sale Price, January - December 2022: 98.65%

<u>Current Sales Compared to Past Years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
(2023 Lafayette Parish dollar volume as compared to prior years)	\$695,396,132	\$697,072,122	\$754,501,633	\$768,747,946	\$977,596,331	1,265,097,721
	+25.05%	+23.46%	+15.25%	+13.12%	-11.05%	-31.26%

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - December 2023 vs. 2022



Pending Sales as of January 7, 2024

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

Outside Lafayette Parish

Dec. '23: 153
Dec. '22: 132
(% chg: +15.91%)

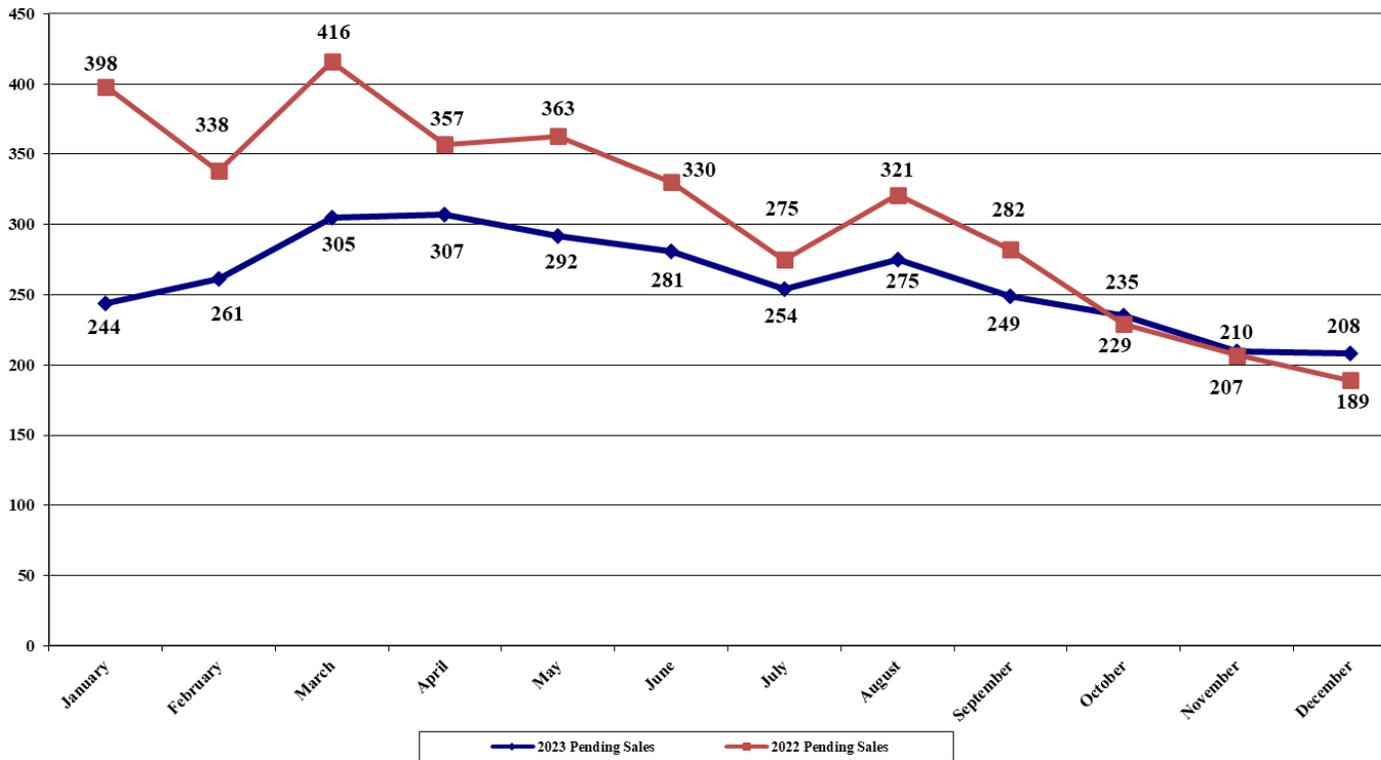
Number of Pending Home Sales Reported to MLS, December 2023: 359
Number of Pending Home Sales Reported to MLS, December 2022: 321
(% change for December: +11.84%)

(% change from November 2023: -08.65%)

'23: 2,188
'22: 2,193
(% chg: -00.23%)

Cumulative total, January – December 2023: 5,309
Cumulative total, January – December 2022: 5,898
(% cumulative change: -09.99%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - December 2023 vs. 2022



Pending sales as of January 7, 2024

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

New Const. Re-sales

12/23: 66 142
12/23: 47 142
+40.43% N/C

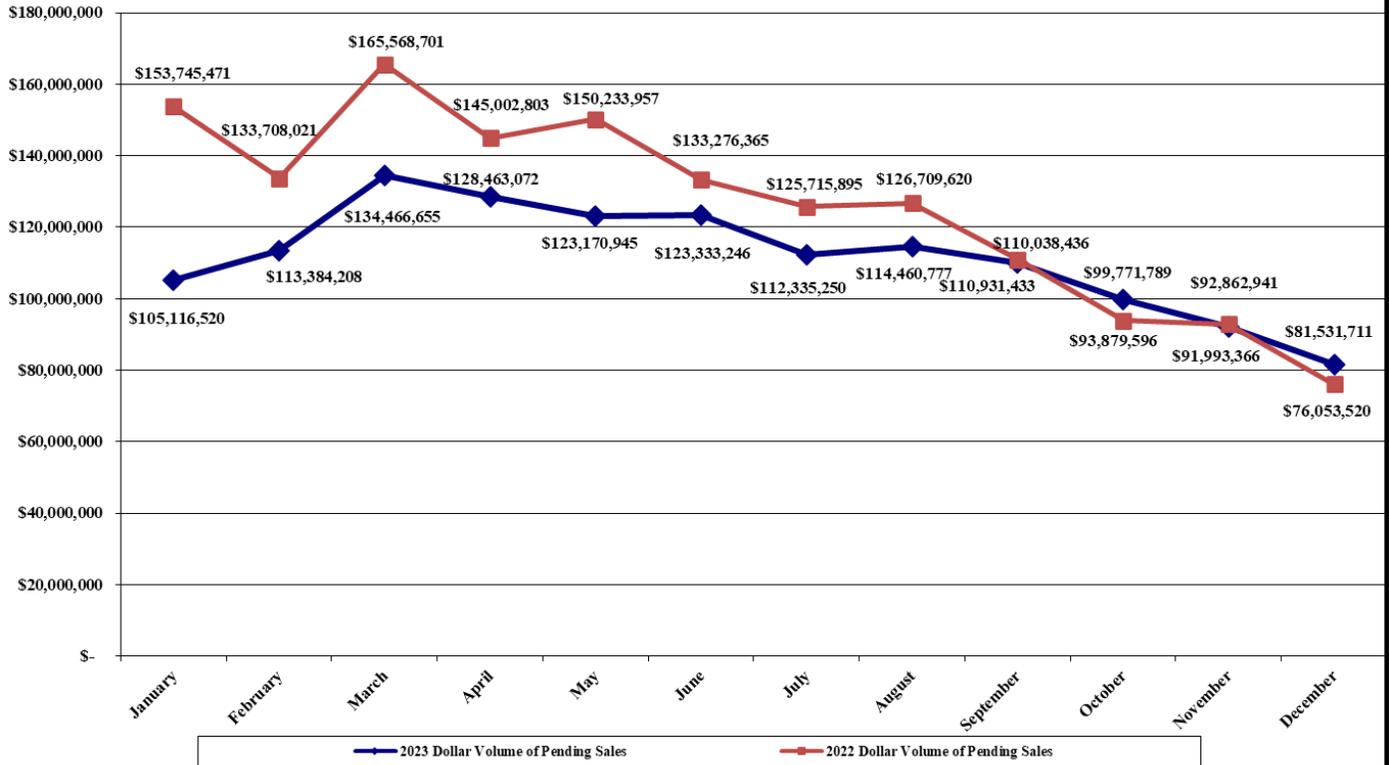
Number of Pending Home Sales Reported to MLS, December 2023: 208
Number of Pending Home Sales Reported to MLS, December 2022: 189
(% change for December: +10.05%)
(% change from November 2023: -00.95%)

New Const. Re-sales

‘23: 937 2,184
‘22: 830 2,875
+12.89% -24.03%

Cumulative total, January – December 2023: 3,121
Cumulative total, January – December 2022: 3,705
(% cumulative change: -15.76%)

Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - December 2023 vs 2022



Pending Sale dollar volume as of January 7, 2024

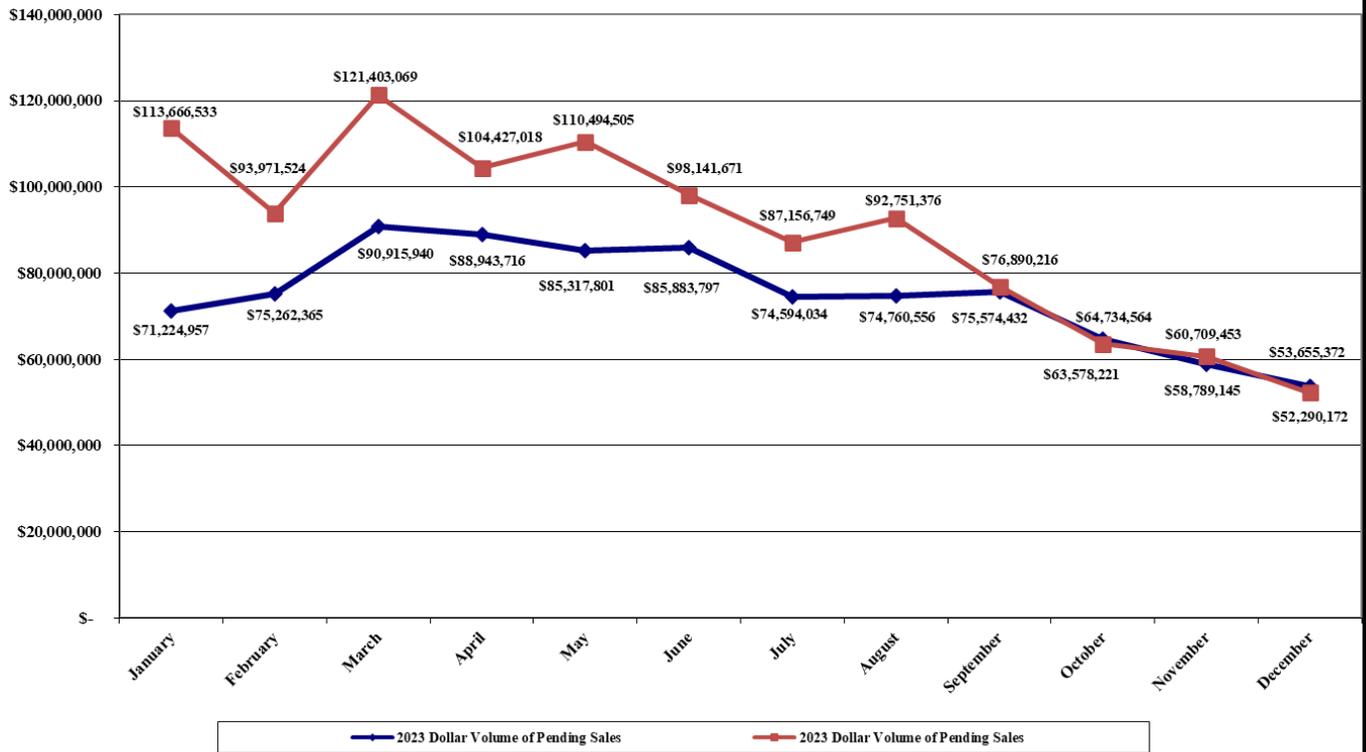
ALL "GEO" AREAS/PARISHES
(Includes "GEO" areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, December 2023: \$ 81,172,711
Dollar Volume of Pending Home Sales, December 2022: \$ 76,053,520
(% change for December: +06.73%)

(% change from November 2023: -11.76%)

Cumulative total, January – December 2023: \$1,337,706,975
Cumulative total, January – December 2022: \$1,507,688,323
(% cumulative change: -11.27%)

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - December 2023 vs 2022



Pending Sale dollar volume as of January 7, 2024

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

Dollar Volume of Pending Home Sales, December 2023: \$ 53,655,372

Dollar Volume of Pending Home Sales, December 2022: \$ 52,290,172

(% change for December: +02.61%)

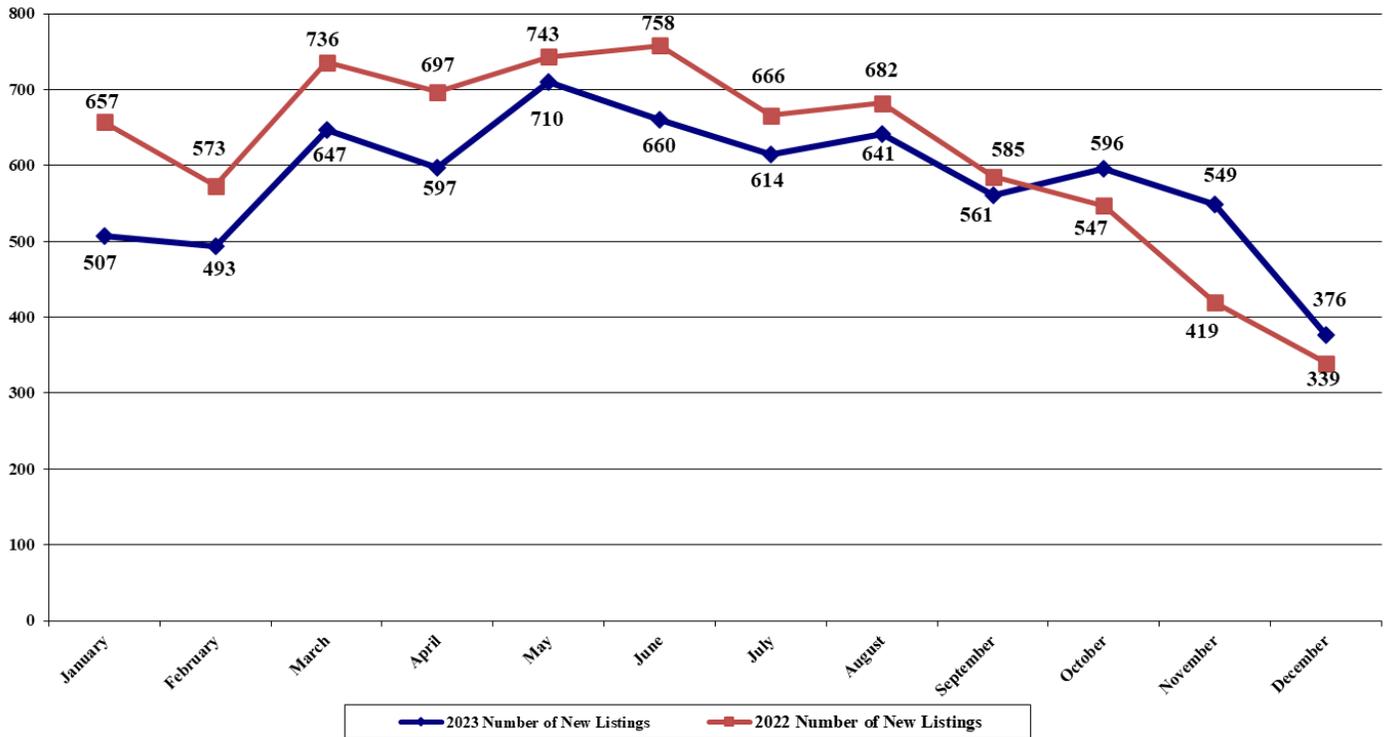
(% change from November 2023: -08.73%)

Cumulative total, January – December 2023: \$ 899,656,679

Cumulative total, January – December 2022: \$1,075,480,507

(% cumulative change: -16.35%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - December 2023 vs. 2022



New Listing count as of January 7, 2024

Outside Lafayette Parish

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

Dec. '23: 145
 Dec. '22: 149
 (% chg: -02.68%)

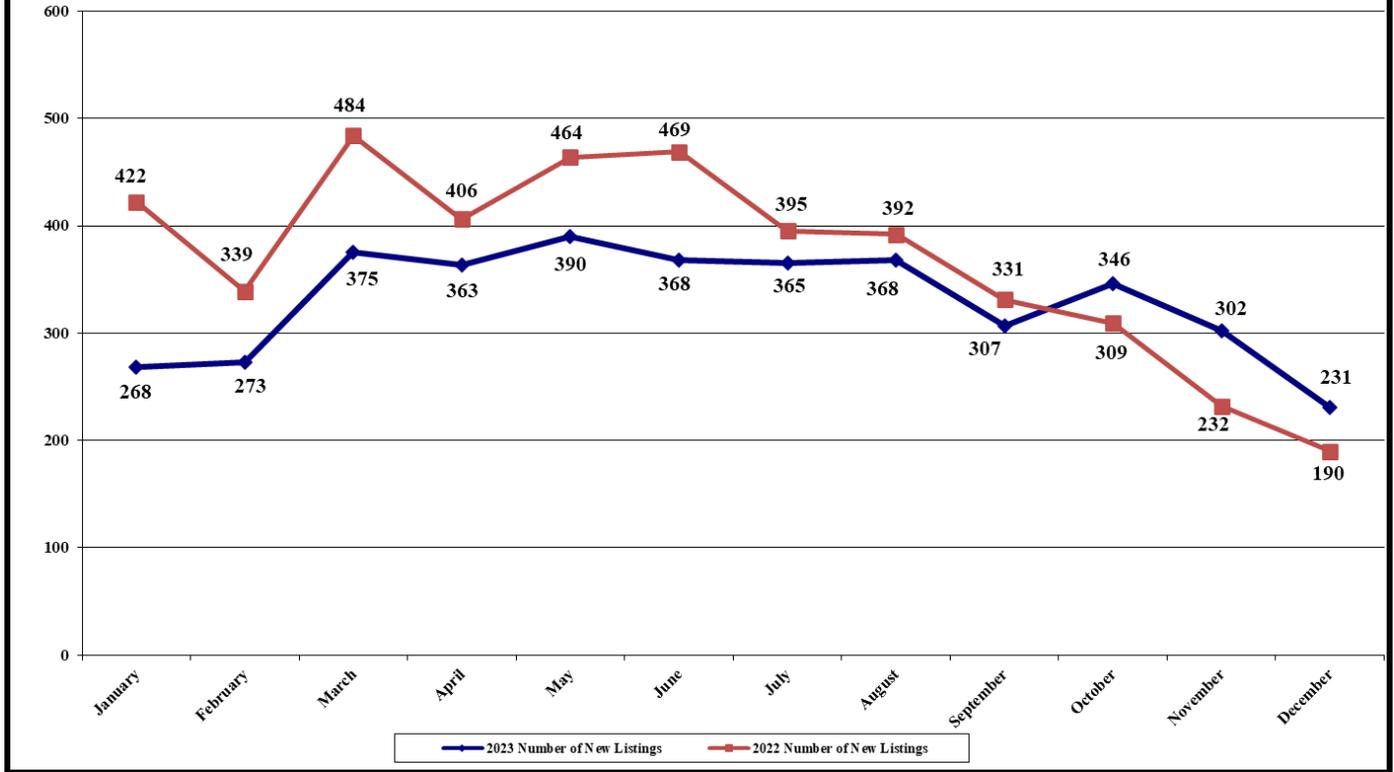
Number of New Residential Listings Reported to MLS, December 2023: 376
Number of New Residential Listings Reported to MLS, December 2022: 339
 (% change for December: (+10.91%))

(% change from November 2023: -31.51%)

'23: 2,995
 '22: 2,968
 (% chg: +00.91%)

Cumulative total, January – December 2023: 6,951
Cumulative total, January – December 2022: 7,401
 (% cumulative change: -06.08%)

Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - December 2023 vs. 2022



New Listing count as of January 10, 2024

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

New Const. Re-sales

12/23: 86 145
 12/22: 50 140
 +72.00% +03.57%

Number of New Residential Listings Reported to MLS, December 2023: 231
Number of New Residential Listings Reported to MLS, December 2022: 190
(% change for December: +21.58%)

(% change from November 2023: -23.51%)

‘23: 1,115 2,841
 ‘22: 1,094 3,339
 +01.92% -14.91%

Cumulative total, January – December 2023: 3,956
Cumulative total, January – December 2022: 4,433
(% cumulative change: -10.76%)

<u>Comparison to Past Years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>
#New Listings Taken	4,622	4,894	5,101	4,683	4,733	5,326	4,433	3,956
# Sold	3,143	3,215	3,376	3,406	4,044	4,830	4,046	3,067
Ratio – New Listings/Sold	1.47:1	1.52:1	1.51:1	1.37:1	1.17:1	1.10:1	1.09:1	1.28:1
2022: % +/- over	-14.41%	-19.17%	-22.45%	-15.52%	-16.42%	-25.72%	-10.76%	

2023 Home Sales Outside Lafayette Parish

January – December 2023



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

January – December 2023 vs. January – December 2022

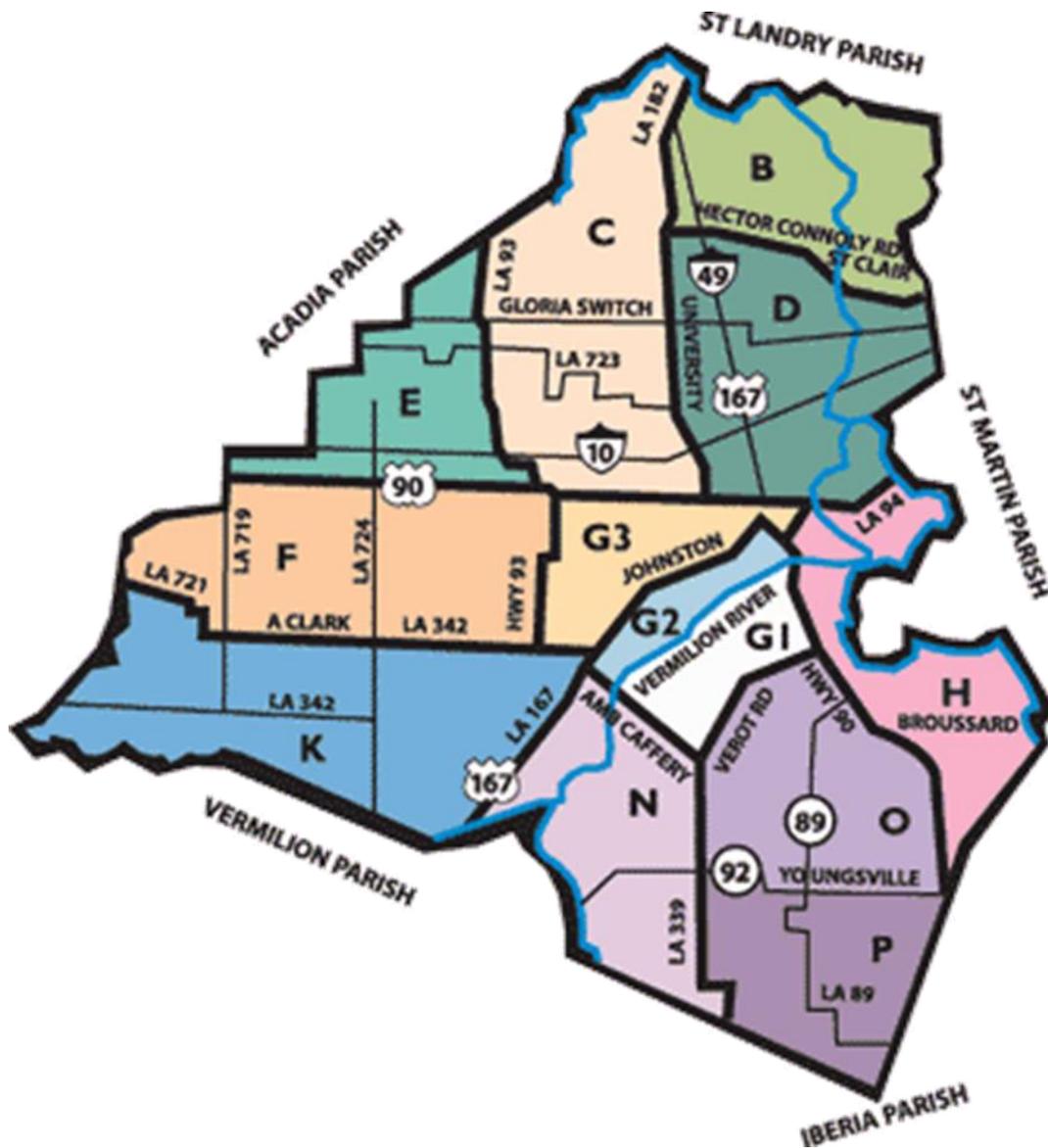
PARISH	'23 Closed Sales	'22 Closed Sales	% + or -	'23 Closed \$ Volume	'22 Closed \$ Volume	% + or -
St. Landry	451	525	-14.1%	\$83,790,718	\$99,941,287	-16.2%
Vermillion	429	429	N/C	\$85,017,381	\$89,177,153	-04.7%
Iberia	415	417	+02.9%	\$74,414,786	\$73,015,512	+01.9%
St. Martin	318	310	+02.6%	\$73,769,934	\$64,939,671	+13.6%
Acadia	301	338	-11.0%	\$57,522,323	\$60,612,267	-05.1%
Evangeline	85	91	-06.6%	\$10,275,244	\$11,613,800	-11.5%
St. Mary	68	76	-10.5%	\$11,290,446	\$16,240,505	-30.5%
Jeff Davis	32	34	-05.9%	\$5,619,125	\$5,929,993	-05.2%
Others	46	46		\$12,350,500	\$12,509,523	
TOTAL	2,145	2,266	-05.3%	\$414,050,457	\$433,979,711	-04.6%

January – December 2023 closed residential sales from the above parishes represent 41.2% of the total number of closed transactions reported to the MLS and 32.3% of the closed sale dollar volume. This compares with 35.9% of the total number of closed transactions reported to the MLS and 27.4% of the closed dollar volume as of January – December 2022.

PARISH	'23 Average Sale Price	'22 Average Sale Price	% + or -	'23 Median Sale Price	'22 Median Sale Price	% + or -
St. Martin	\$231,980	\$209,482	+10.7%	\$217,250	\$185,000	+17.4%
Vermillion	\$198,175	\$207,872	-04.7%	\$221,525	\$221,000	+00.2%
Acadia	\$191,104	\$179,326	+06.6%	\$185,000	\$167,500	+10.5%
St. Landry	\$185,788	\$190,364	-02.4%	\$160,000	\$162,000	-01.2%
Iberia	\$179,312	\$175,097	+02.4%	\$165,000	\$151,600	+08.8%
St. Mary	\$166,035	\$213,690	-22.3%	\$133,250	\$142,450	-06.5%
Evangeline	\$120,885	\$127,624	-05.3%	\$99,900	\$100,000	-00.1%

2023 Lafayette Parish Home Sales by GEO Area

January – December 2023



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – December 2023 vs. January – December 2022

	'23 Closed Sales	'22 Closed Sales	% + or -	'23 Closed \$ Volume	'22 Closed \$ Volume	% + or -	'23 Avg. Sale Price	'22 Avg. Sale Price	% + or -	# Mos. Supply
Area B	45	48	-06.3%	\$ 17,012,205	\$16,413,900	+03.7%	\$378,049	\$341,956	+10.6%	3.2 mos.
Area C	212	272	-22.1%	\$ 40,730,172	\$ 53,668,278	-24.1%	\$192,123	\$197,309	-02.6%	2.2 mos.
Area D	308	367	-16.1%	\$ 61,399,036	\$ 78,420,278	-21.7%	\$199,347	\$213,679	-06.7%	4.6 mos.
Area E	45	51	-11.8%	\$10,449,779	\$ 12,864,800	-18.8%	\$232,217	\$252,250	-07.9%	1.6 mos.
Area F	163	223	-26.9%	\$ 42,348,649	\$ 54,597,834	-22.4%	\$259,807	\$244,833	+06.1%	4.7 mos.
Area G1	126	215	-41.4%	\$ 47,889,427	\$ 86,293,215	-44.5%	\$380,074	\$401,363	-05.3%	3.4 mos.
Area G2	223	291	-23.4%	\$ 70,428,382	\$ 92,338,089	-23.7%	\$315,822	\$317,313	-00.5%	3.5 mos.
Area G3	376	463	-18.8%	\$ 75,661,496	\$ 89,014,390	-15.0%	\$201,227	\$192,255	+04.7%	3.2 mos.
Area H	100	76	+31.6%	\$ 22,743,918	\$ 17,856,200	+27.4%	\$227,439	\$234,950	-03.2%	2.5 mos.
Area K	174	298	-41.6%	\$ 44,115,943	\$ 72,398,920	-39.1%	\$253,539	\$242,949	+4.4%	4.3 mos.
Area N	366	450	-18.7%	\$133,681,745	\$153,790,601	-13.1%	\$365,250	\$341,756	+06.9%	3.1 mos.
Area O	557	795	-29.9%	\$182,149,452	\$263,797,474	-31.0%	\$327,018	\$331,820	-01.5%	3.6 mos.
Area P	372	497	-25.2%	\$120,990,477	\$161,026,512	-24.9%	\$325,243	\$323,997	+00.4%	4.2 mos.
TOTAL	3,067	4,046	-24.2%	\$869,600,681	\$1,152,480,491	-24.5%	\$283,534	\$284,844	-00.5%	3.6 mos.

Lafayette North (Areas B,C,D,E): 610 sales in 2023 vs. 738 in 2022 – 17.3% decrease/\$129,591,192 in 2023 sale \$ volume vs \$161,367,256 in 2022–19.7% decrease (19.9% of total sales/14.9% of total \$ volume)
West Lafayette (Areas F,K): 337 sales in 2023 vs. 521 in 2022 – 35.3% decrease/\$86,464,592 in 2023 sale \$ volume vs. \$126,996,754 in 2022 – 31.9% decrease (11.0% of total sales/9.9% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 725 sales in 2023 vs. 969 in 2022 – 25.2% decrease/\$193,979,305 in 2023 vs. \$267,645,694 in 2022 – 27.5% decrease (23.6% of total sales/22.3% of total \$ volume)
South Lafayette (Areas N, O, P): 1,295 sales in 2023 vs 1,742 in 2022 – 25.7% decrease/\$436,821,674 in 2023 vs. \$578,614,587 in 2022 – 24.5% decrease (42.2% of total sales/50.2% of total \$ volume)
East Lafayette (Area H): (3.3% of total sales/2.7% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area January – December 2023 vs. January – December 2022

	'23 Closed Sales	'22 Closed Sales	% + or -	'23 Closed \$ Volume	'22 Closed \$ Volume	% + or -	'23 Avg. Sale Price	'22 Avg. Sale Price	% +or -	# Mos. Supply
Area B	39	41	-04.9%	\$ 13,110,500	\$ 12,763,700	+02.7%	\$336,166	\$311,309	+08.0%	3.1 mos.
Area C	142	220	-35.5%	\$ 25,532,848	\$ 41,431,779	-38.4%	\$179,808	\$188,326	-04.5%	2.3 mos.
Area D	241	286	-15.7%	\$ 43,459,246	\$ 57,563,069	-24.5%	\$180,328	\$201,269	-10.4%	3.3 mos.
Area E	19	37	-48.7%	\$ 4,275,299	\$ 8,552,500	-50.0%	\$225,015	\$231,148	-02.7%	1.9 mos.
Area F	98	130	-24.6%	\$ 22,435,870	\$ 28,318,873	-20.8%	\$228,937	\$217,837	+05.1%	2.7 mos.
Area G1	125	208	-39.9%	\$ 47,634,427	\$ 84,257,815	-43.5%	\$381,075	\$405,085	-05.9%	3.0 mos.
Area G2	219	282	-22.3%	\$ 69,143,482	\$ 89,563,689	-22.8%	\$315,723	\$317,601	-00.6%	2.9 mos.
Area G3	284	430	-34.0%	\$ 53,731,246	\$ 81,088,157	-33.7%	\$189,194	\$188,577	+00.3%	3.3 mos.
Area H	68	64	+06.3%	\$ 14,604,901	\$ 14,671,200	-00.5%	\$214,777	\$229,237	-06.3%	2.3 mos.
Area K	99	123	-19.5%	\$ 23,329,595	\$ 29,297,750	-20.4%	\$235,652	\$238,193	-01.1%	3.3 mos.
Area N	278	330	-15.8%	\$100,919,020	\$114,012,293	-11.5%	\$363,018	\$345,491	+05.1%	2.8 mos.
Area O	396	603	-34.3%	\$112,257,729	\$182,097,230	-38.4%	\$283,479	\$301,985	-06.1%	2.2 mos.
Area P	166	236	-29.7%	\$ 49,604,504	\$ 78,278,865	-36.6%	\$298,822	\$331,690	-09.9%	3.2 mos.
TOTAL	2,174	2,990	-27.3%	\$580,038,667	\$821,896,920	-29.4%	\$266,807	\$274,881	-02.9%	2.8 mos.

Lafayette North (Areas B,C,D,E): 441 sales in 2023 vs.584 in 2022 – 27.0% decrease/\$86,377,893 in 2023 sale \$ volume vs \$120,311,048 in 2022 – 28.2% decrease (20.3% of total sales/14.9% of total \$ volume)
West Lafayette (Areas F,K): 197 sales in 2023 vs. 253 in 2022 – 22.1% decrease/\$45,765,465 in 2023 sale \$ volume vs. \$57,616,623 in 2022 – 20.6% decrease (9.1% of total sales/7.9% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 628 sales in 2023 vs. 920 in 2022 – 31.7% decrease/\$170,509,155 in 2023 vs. \$254,909,661 in 2022 – 33.1% decrease (28.9% of total sales/29.4% of total \$ volume)
South Lafayette (Areas N, O, P): 840 sales in 2023 vs 1,169 in 2022 – 28.4% decrease/\$262,781,253 in 2023 vs. \$374,388,388 in 2022 – 29.8% decrease (38.6% of total sales/45.3% of total \$ volume)
East Lafayette (Area H): (3.1% of total sales/2.5% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – December 2023 vs. January – December 2022

	23 Closed Sales	'22 Closed Sales	% + or -	'23 Closed \$ Volume	'22 Closed \$ Volume	% + or -	'23 Avg. Sale Price	'22 Avg. Sale Price	% +or -	# Mos. Supply
Area B	06	07	-14.3%	\$ 3,901,705	\$ 3,650,200	+06.9%	\$650,284	\$521,457	+24.7%	4.0 mos.
Area C	70	52	+34.6%	\$15,197,324	\$12,236,499	+24.2%	\$219,990	\$235,317	-06.5%	2.1 mos.
Area D	67	81	-17.3%	\$17,939,790	\$20,857,209	-14.0%	\$267,758	\$257,496	+04.0%	9.3 mos.
Area E	26	14	+85.7%	\$ 6,174,480	\$ 4,312,300	+43.2%	\$237,480	\$308,021	-22.9%	1.4 mos.
Area F	65	93	-30.1%	\$19,912,779	\$26,278,961	-24.2%	\$306,350	\$282,569	+08.4%	7.8 mos.
Area G1	01	07	-85.7%	\$ 255,000	\$ 2,035,400	-87.5%	\$255,000	\$228,633	+11.5%	60.0 mos.
Area G2	04	09	-55.6%	\$ 1,284,900	\$ 2,774,400	-53.7%	\$321,225	\$308,266	+04.2%	36.0 mos.
Area G3	92	33	+178.8%	\$21,930,250	\$ 7,926,233	+176.7%	\$238,372	\$240,188	-00.8%	2.7 mos.
Area H	32	12	+166.7%	\$ 8,139,017	\$ 3,185,000	+155.5%	\$254,344	\$265,416	-04.2%	3.0 mos.
Area K	75	175	-57.1%	\$20,786,348	\$43,101,170	-51.8%	\$277,151	\$246,292	+12.5%	5.6 mos.
Area N	88	120	-26.7%	\$32,762,725	\$39,778,308	-17.6%	\$372,303	\$331,485	+12.3%	4.0 mos.
Area O	161	192	-16.2%	\$69,891,723	\$81,700,244	-14.5%	\$434,110	\$425,522	+02.0%	7.1 mos.
Area P	206	261	-21.1%	\$71,385,973	\$82,747,647	-13.7%	\$346,533	\$317,040	+09.3%	5.1 mos.
TOTAL	893	1,056	-15.4%	\$289,562,014	\$330,583,571	-12.4%	\$324,257	\$313,052	+03.6%	5.4 mos.

Lafayette North (Areas B,C,D,E): 169 sales in 2023 vs. 154 in 2022 – 9.7% increase/\$43,213,299 in 2023 sale \$ volume vs \$41,056,208 in 2022 – 05.3% increase (18.9% of total sales/14.9% of total \$ volume)
West Lafayette (Areas F,K): 140 sales in 2023 vs. 268 in 2022 – 47.8% decrease/\$40,699,127 in 2023 sale \$ volume vs. \$69,380,131 in 2022 – 41.3% decrease (15.7% of total sales/14.1% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 97 sales in 2023 vs. 49 in 2022– 98.0% increase/\$23,470,150 in 2023 vs. \$12,736,033 in 2022 – 84.3% increase (10.8% of total sales/8.1% of total \$ volume)
South Lafayette (Areas N, O, P): 455 sales in 2023 vs 573 in 2022 – 20.6% decrease/\$174,040,421 in 2023 vs. \$204,226,199 in 2022 – 14.8% decrease (51.0% of total sales/60.1% of total \$ volume)
East Lafayette (Area H): (3.6% of total sales/2.8% of total \$ volume)

