

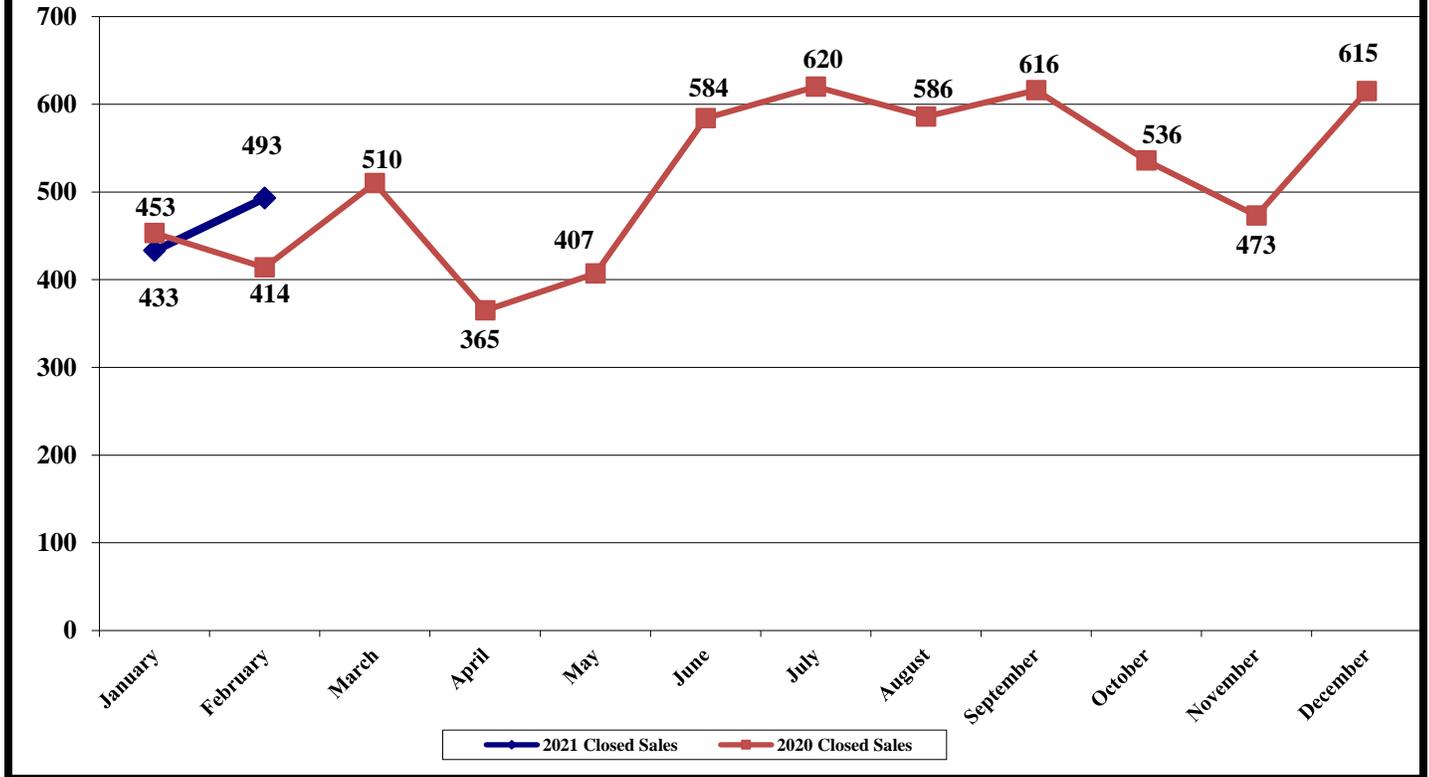


The Acadiana Residential Real Estate Market Report

January – February 2021

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 - February 2021 vs 2020



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

Outside Lafayette Parish

Feb. '21: 170
 Feb. '20: 162
 (% chg: +04.94%)

Number of Closed Home Sales Reported to MLS, February 2021: 493
 Number of Closed Home Sales Reported to MLS, February 2020: 414
 (% change for February: +19.08%)

(% change from January 2021: +13.86%)

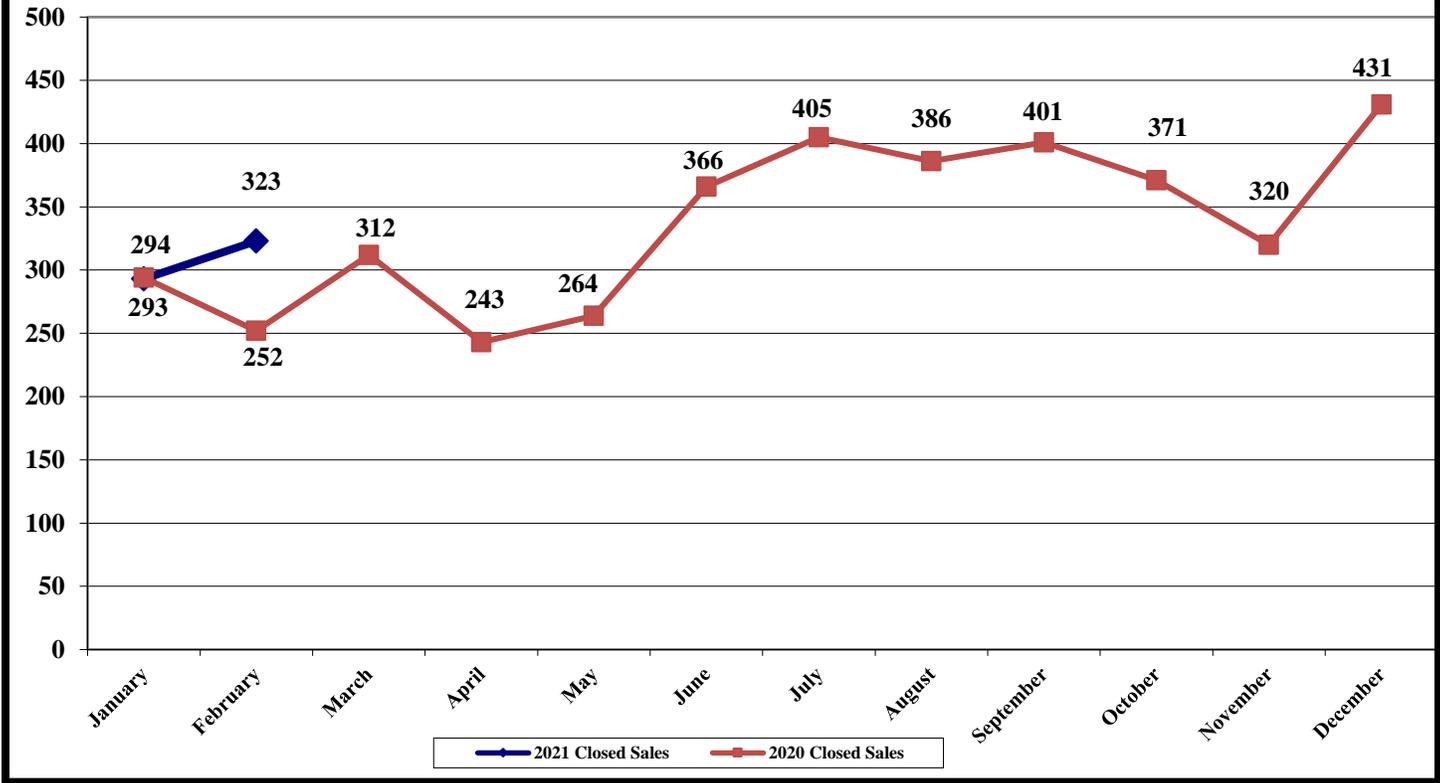
'21: 310
 '20: 321
 (% chg: -03.43%)

Cumulative total, January – February 2021: 926
 Cumulative total, January – February 2020: 867
 (% cumulative change: +06.81%)

Average Days on Market, January - February 2021: 66
 Average Days on Market, January - February 2020: 93
 (Change for January - February: -27 days)

| | | | | | | |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
| <u>Current Sales Compared to Past Years:</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> |
| (2021 sales outside Lafayette Parish as compared to prior year's sales) | 204 | 219 | 238 | 235 | 222 | 318 |
| | +51.96% | +41.55% | +30.25% | +31.91% | +39.64% | -02.52% |

**Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - February 2021 vs. 2020**



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

| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| 2/21: 91 | 232 |
| 2/20: 64 | 188 |
| +42.19% | +23.40% |

Number of Closed Home Sales Reported to MLS, February: 2021: 323
 Number of Closed Home Sales Reported to MLS, February: 2020: 252
 (% change for February: +28.17%)

(% change from January 2021: +10.24%)

| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| '21: 175 | 441 |
| '20: 129 | 417 |
| +35.66% | +05.76% |

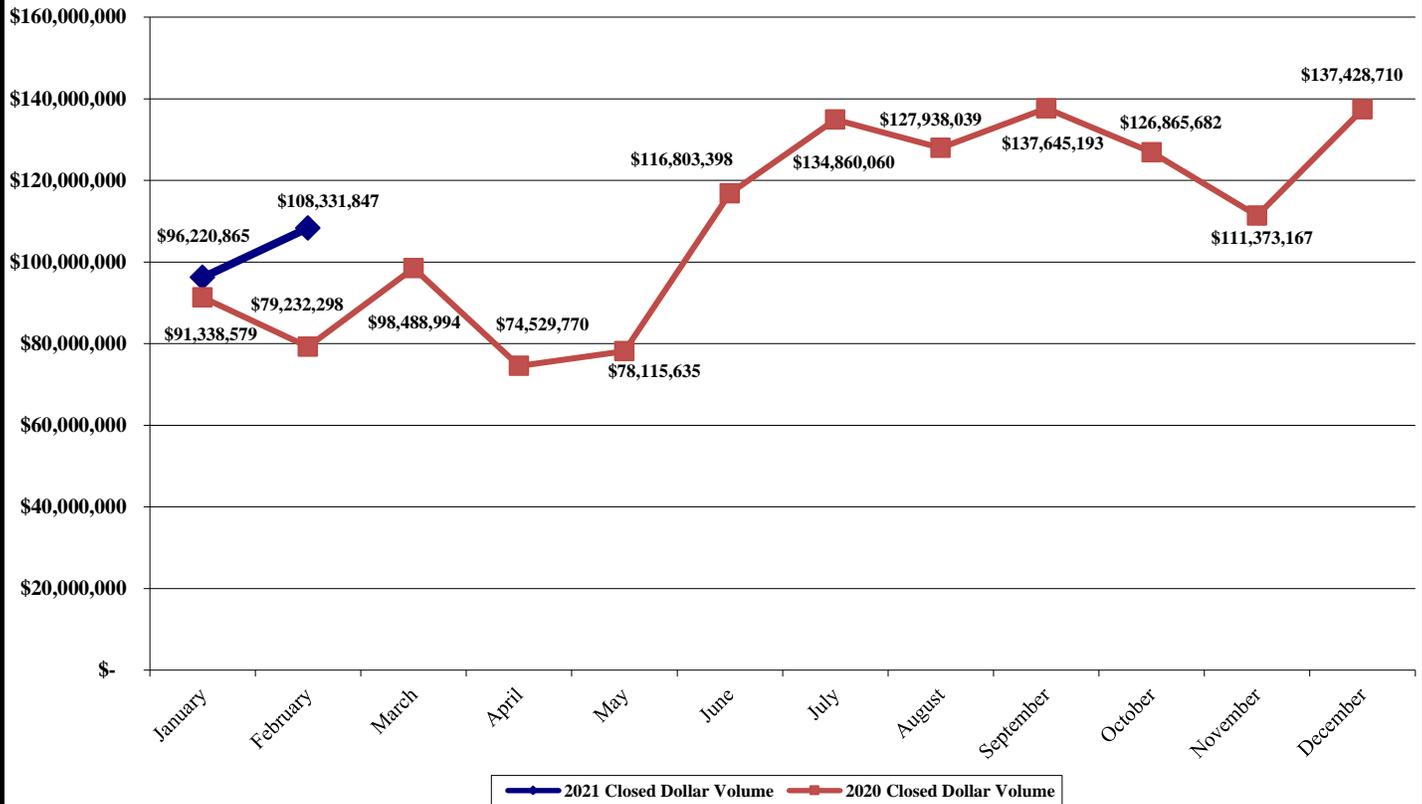
Cumulative total, January – February 2021: 616
 Cumulative total, January – February 2020: 546
 (% cumulative change: +12.82%)

| | |
|---------------|----------|
| '21: 67 days | 54 days |
| '20: 115 days | 79 days |
| -48 days | -25 days |

Average Days on Market, January – February 2021: 58
 Average Days on Market, January – February 2020: 88
 (Change for January - February: -30 days)

| <u>Current Sales Compared to Past Years:</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> |
|--|-------------|-------------|-------------|-------------|-------------|-------------|
| (2021 Lafayette Parish sales as | 416 | 428 | 390 | 450 | 420 | 411 |
| Compared to prior year's sales) | +48.08% | +43.83% | +57.95% | +36.89% | +46.67% | +49.88% |

Dollar Volume of Closed Sales Reported to MLS All "GEO" Areas/Parishes January - February 2021 vs. 2020



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

2/21: \$ 28,220,413
2/20: \$ 23,175,188
(% chg.: +21.77%)

Dollar Volume of Closed Residential Sales, February 2021: \$108,331,847
Dollar Volume of Closed Residential Sales, February 2020: \$ 79,232,298
(% change for February: +36.73%)

(% change from January 2021: +12.59%)

'21: \$52,799,249
'20: \$44,483,648
(% chg.: +18.69%)

Cumulative total January – February 2021: \$204,552,712
Cumulative total January – February 2020: \$170,570,877
(% cumulative change: +19.92%)

'21: \$170,320
'20: \$138,578
(% chg.: +22.91%)

Average Sale Price, January - February 2021: \$220,899
Average Sale Price, January - February 2020: \$196,736
(% change in Average Sale Price: +12.28%)

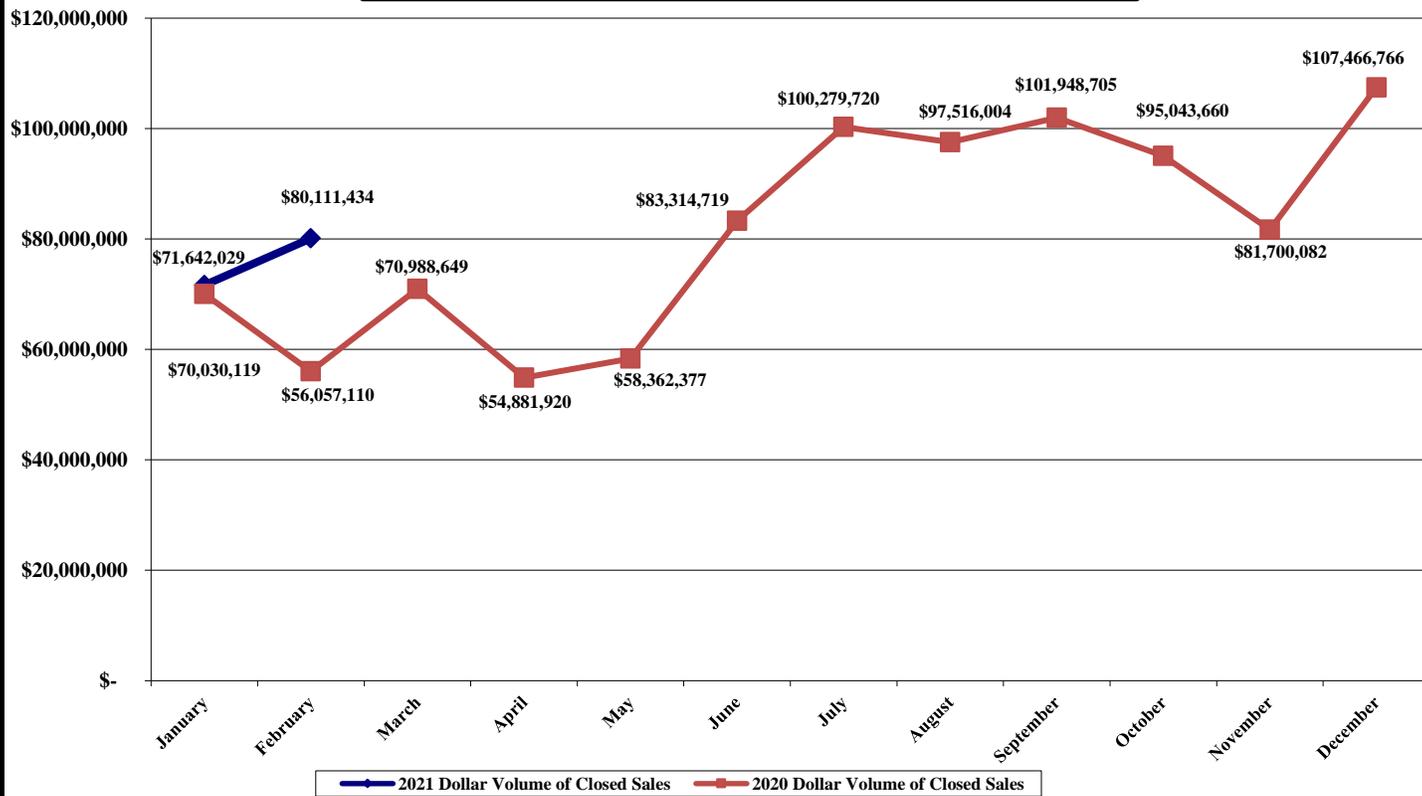
Median Sold Price, January - February 2021: \$202,677
Median Sold Price, January - February 2020: \$179,000
(% change in Median Sold Price: +13.23%)

% of List Price to Sale Price, January - February 2021: 97.75%

% of List Price to Sale Price, January - February 2020: 96.38%

| <u>Current \$ vol. compared to past years:</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> |
|--|--------------|--------------|--------------|--------------|--------------|--------------|
| (2021 \$ vol. outside Lafayette Parish as compared to past years.) | \$25,102,530 | \$29,277,166 | \$32,487,749 | \$28,816,903 | \$28,899,451 | \$40,212,368 |
| | +110.33% | +80.34% | +62.52% | +83.22% | +82.70% | +31.30% |

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - February 2021 vs. 2020

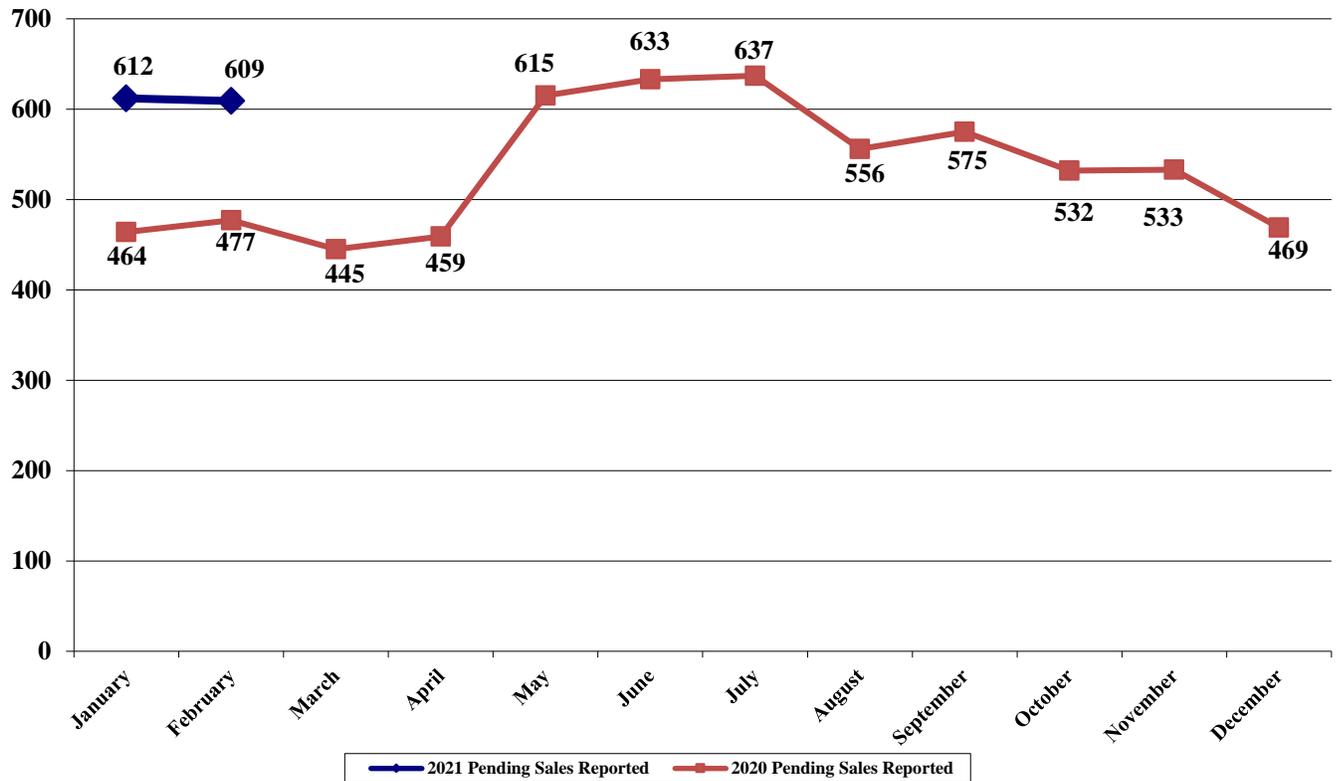


LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

| | | |
|--------------------|-----------------|--|
| <u>New Const.</u> | <u>Re-sales</u> | Dollar Volume of Closed Residential Sales, February 2021: \$ 80,111,434 |
| 2/21: \$24,037,703 | \$56,073,731 | Dollar Volume of Closed Residential Sales, February 2020: \$ 56,057,110 |
| 2/20: \$16,324,977 | \$39,732,133 | (% change for February: +42.91%) |
| +47.24% | +41.13% | (% change from January 2021: +11.82%) |
| <u>New Const.</u> | <u>Re-sales</u> | Cumulative total January – February 2021: \$151,753,463 |
| ‘21: \$46,910,055 | \$104,843,408 | Cumulative total January – February 2020: \$126,087,229 |
| ‘20: \$32,747,332 | \$ 93,339,897 | (% cumulative change: +20.36%) |
| +43.25% | +12.32% | Average Sale Price, January - February 2021: \$246,353 |
| ‘21: \$268,057 | \$237,740 | Average Sale Price, January - February 2020: \$230,928 |
| ‘20: \$253,855 | \$223,836 | (% change in Average Sale Price: +06.68%) |
| +05.59% | +06.21% | Median Sold Price, January – February 2021: \$216,947 |
| ‘21: \$239,005 | \$205,000 | Median Sold Price, January – February 2020: \$193,750 |
| ‘20: \$215,000 | \$185,000 | (% change in Median Sold Price: +11.97%) |
| +11.17% | +10.81% | % of List Price to Sale Price, January - February 2020: 98.05% |
| ‘21: 99.93% | 98.05% | % of List Price to Sale Price, January - February 2019: 96.77% |
| ‘20: 99.49% | 95.85% | |

| | | | | | | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|
| Current Sales Compared to Past Years: | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| (2021 Lafayette Parish dollar volume as compared to prior years) | \$85,875,506 | \$95,138,770 | \$85,058,730 | \$90,671,735 | \$95,401,371 | \$87,890,400 |
| | +76.71% | +59.51% | +78.41% | +67.37% | +59.07% | +72.66% |

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - February 2021 vs. 2020



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

Pending sales as of March 6, 2021

Outside Lafayette Parish

Feb '21: 218
 Feb '20: 167
 (% chg: +30.54%)

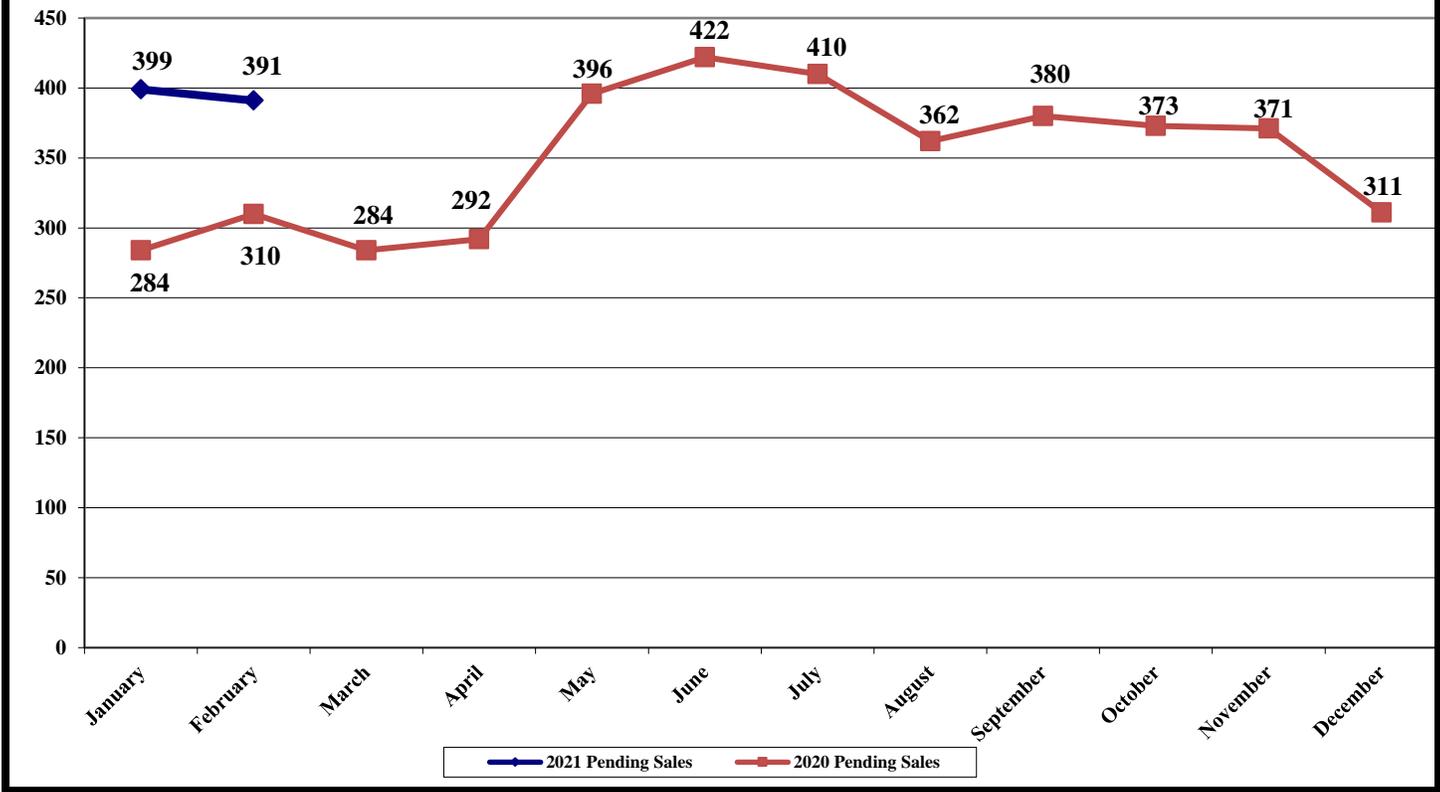
Number of Pending Home Sales Reported to MLS, February 2021: 609
Number of Pending Home Sales Reported to MLS, February 2020: 477
 (% change for February: +27.67%)

(% change from January 2021: -00.49%)

'21: 431
 '20: 347
 (% chg: +24.21%)

Cumulative total, January – February 2021: 1,221
Cumulative total, January – February 2020: 941
 (% cumulative change: +29.76%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - February 2021 vs. 2020



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

Pending sales as of March 6, 2021

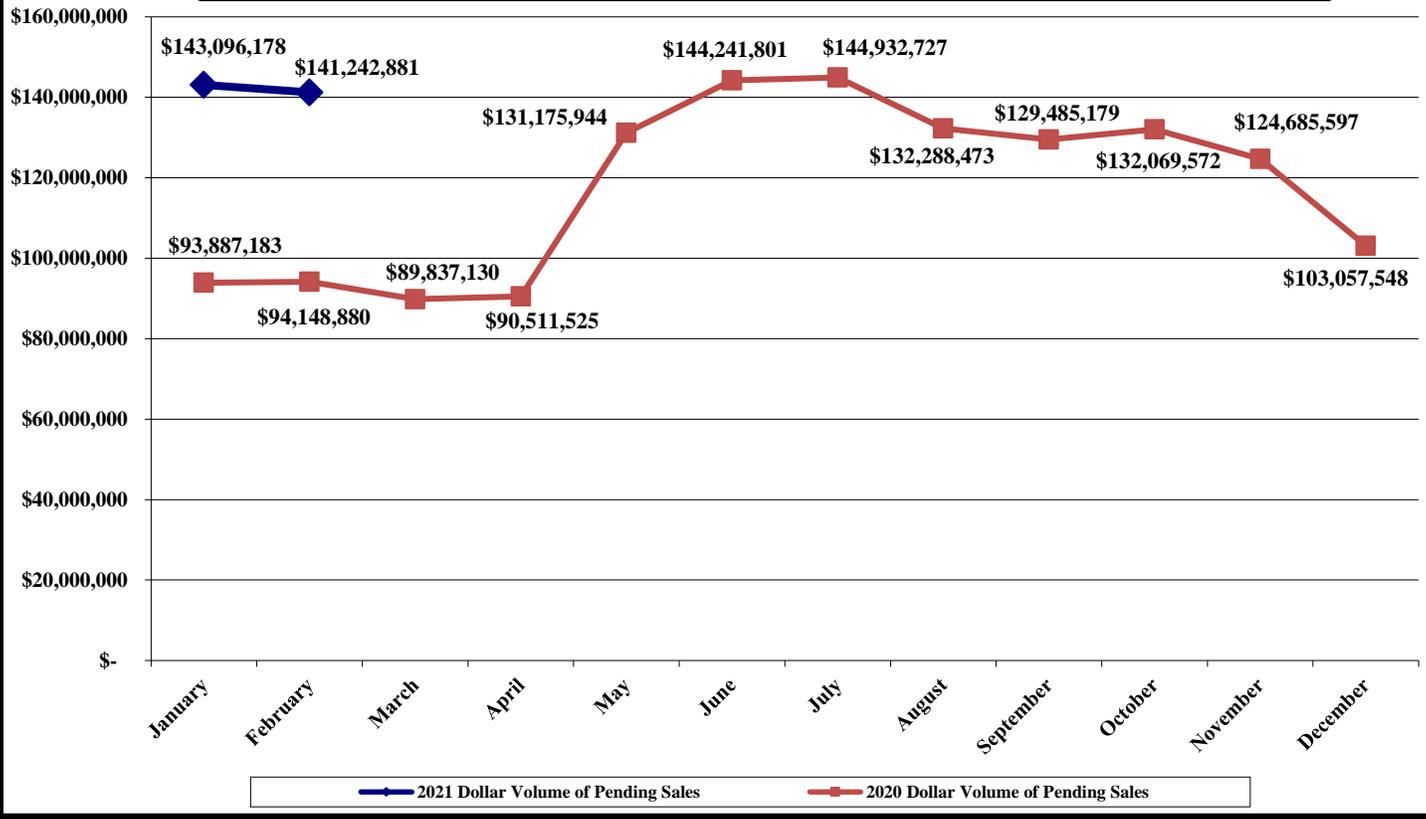
| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| 2/21: 118 | 273 |
| 2/20: 58 | 252 |
| +103.45% | +08.33% |

Number of Pending Home Sales Reported to MLS, February 2021: 391
Number of Pending Home Sales Reported to MLS, February 2020: 310
(% change for February: +26.13%)
(% change from January 2021: -02.01%)

| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| '21: 250 | 540 |
| '20: 123 | 471 |
| +103.25% | +14.65% |

Cumulative total, January – February 2021: 790
Cumulative total, January – February 2020: 594
(% cumulative change: +16.11%)

Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - February 2021 vs 2020



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

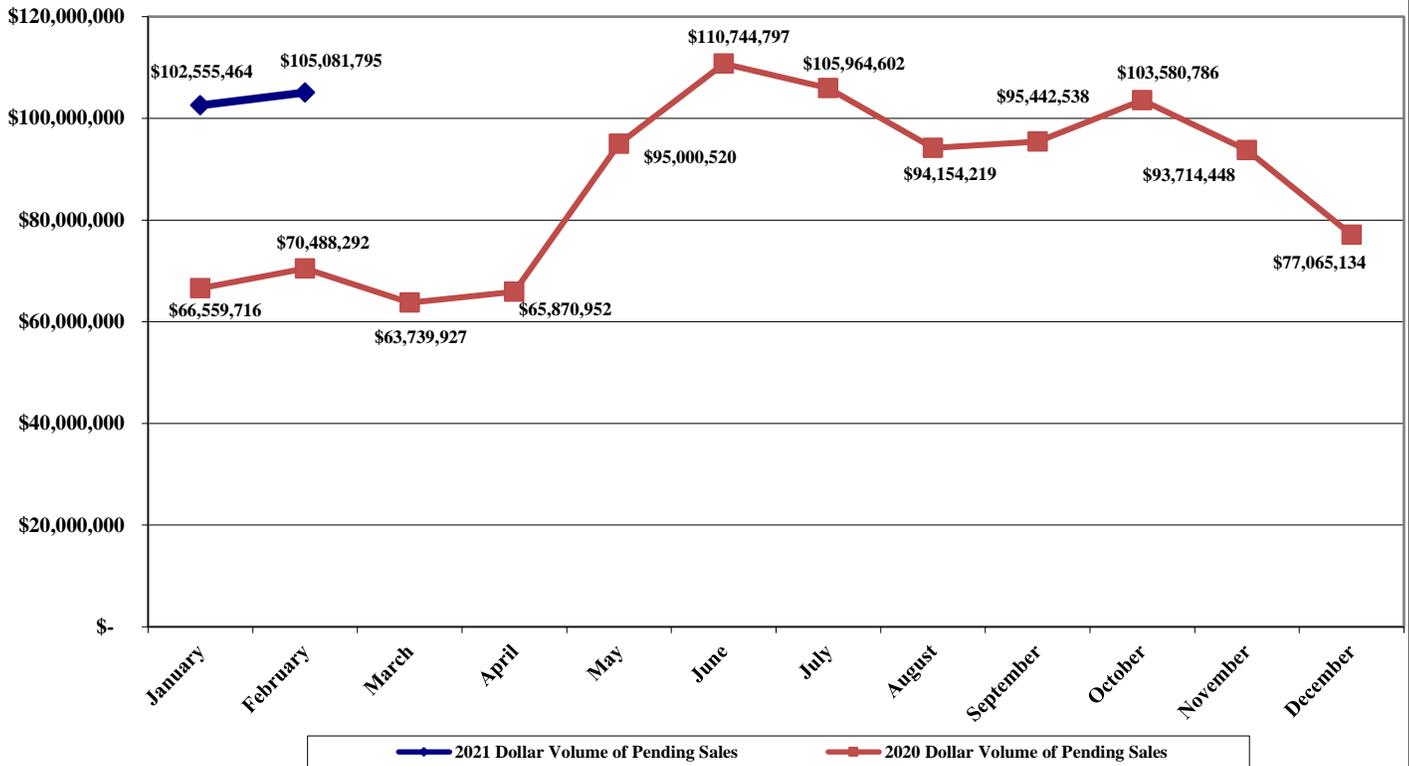
Pending sale dollar volume as of March 6, 2021

Dollar Volume of Pending Home Sales, February 2021: \$141,242,881
Dollar Volume of Pending Home Sales, February 2020: \$ 94,148,880
(% change for February: +50.02%)

(% change from January 2021: -01.30%)

Cumulative total, January – February 2021: \$284,339,059
Cumulative total, January – February 2020: \$188,036,063
(% cumulative change: +51.22%)

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - February 2021 vs 2020



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

Pending sale dollar volume as of March 6, 2021

Dollar Volume of Pending Home Sales, February 2021: \$105,081,795

Dollar Volume of Pending Home Sales, February 2020: \$ 70,488,292

(% change for February: +49.08%)

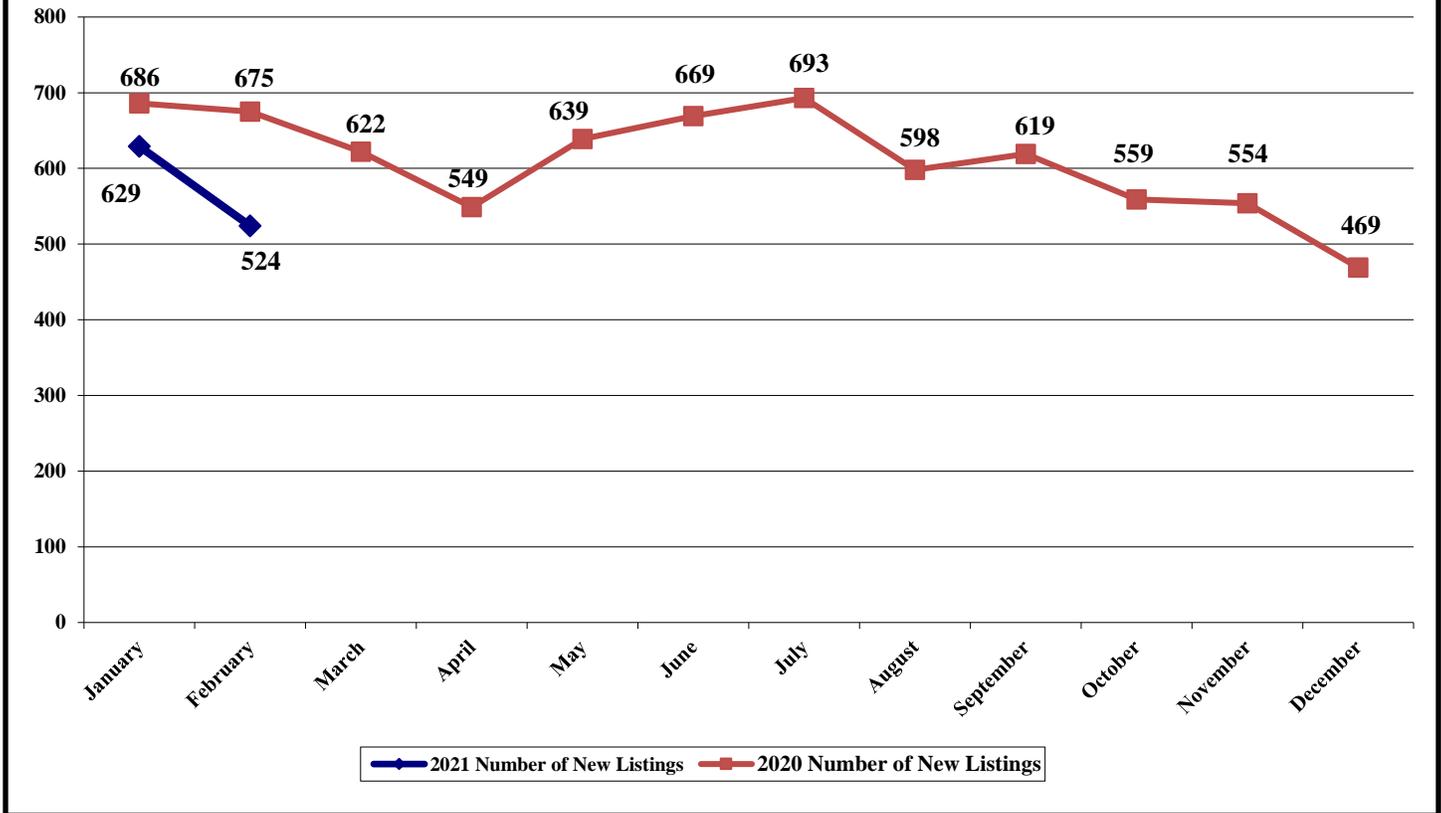
(% change from January 2021: +02.46%)

Cumulative total, January – February 2021: \$207,637,259

Cumulative total, January – February 2020: \$137,048,008

(% cumulative change: +51.51%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - February 2021 vs. 2020



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

Outside Lafayette Parish

New listing count as of March 6, 2021

Feb. '21: 180
Feb. '20: 270
 (% chg: -33.33%)

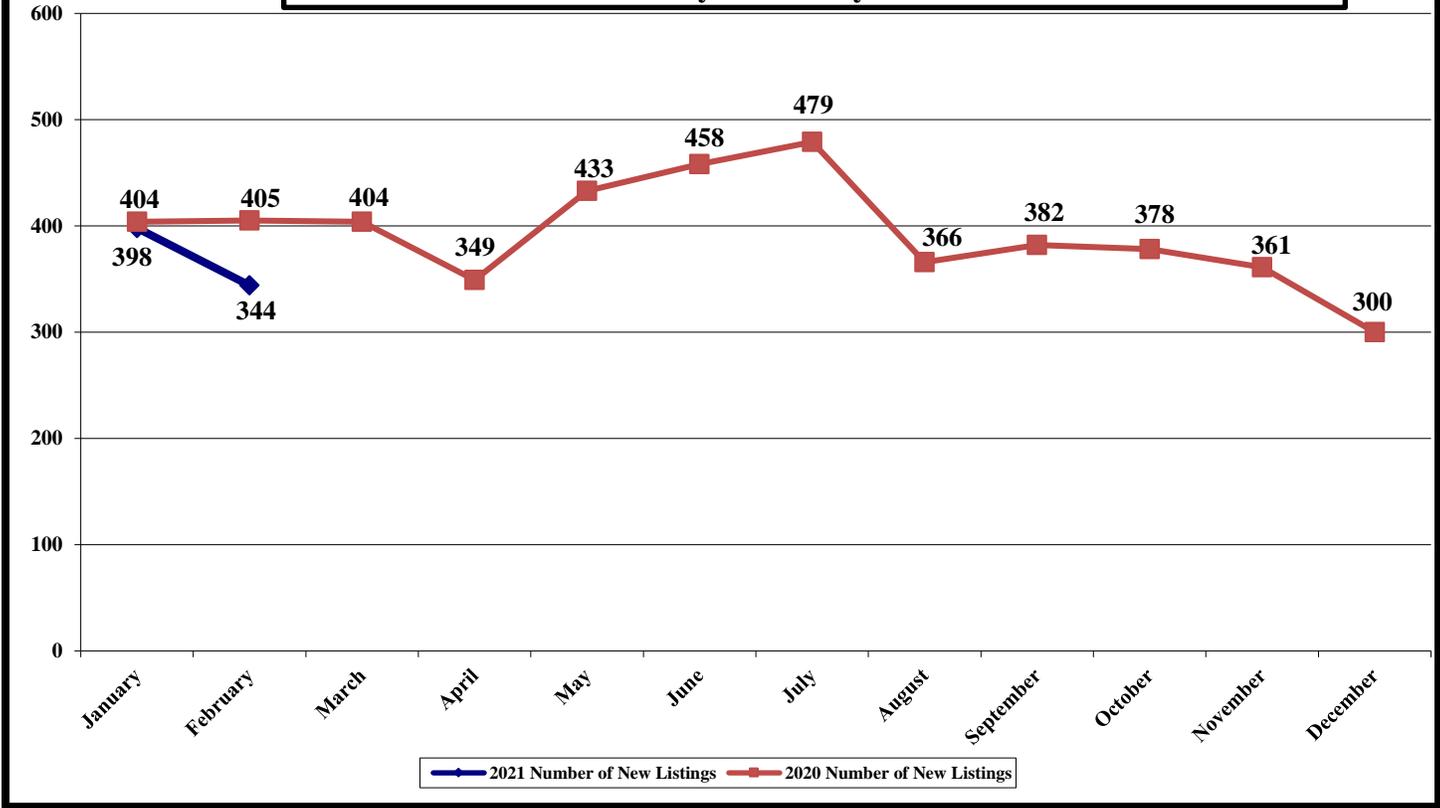
Number of New Residential Listings Reported to MLS, February 2021: 524
Number of New Residential Listings Reported to MLS, February 2020: 675
 (% change for February: (-22.37%)

(% change from January 2021: -16.69%)

'21: 411
'20: 552
 (% chg: -25.54%)

Cumulative total, January – February 2021: 1,153
Cumulative total, January – February 2020: 1,361
 (% cumulative change: -15.28%)

Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - February 2021 vs. 2020



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

New listing count as of March 6, 2021

| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| 2/21: 99 | 245 |
| 2/20: 97 | 308 |
| +02.06% | -20.45% |

Number of New Residential Listings Reported to MLS, February 2021: 344
Number of New Residential Listings Reported to MLS, February 2020: 405
(% change for February: -15.06%)

(% change from January 2021: -13.57%)

| | |
|----------|---------|
| '21: 231 | 511 |
| '20: 174 | 635 |
| +32.76% | -19.53% |

Cumulative total, January – February 2021: 742
Cumulative total, January – February 2020: 809
(% cumulative change: -08.28%)

| <u>Comparison to Past Years:</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> |
|----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| #New Listings Taken | 705 | 732 | 804 | 783 | 799 | 751 | 809 | 742 |
| # Sold | 416 | 428 | 390 | 450 | 420 | 411 | 546 | 616 |
| Ratio: New Listings/Sold | 1.69:1 | 1.71:1 | 2.06:1 | 1.74:1 | 1.90:1 | 1.83:1 | 1.48:1 | 1.20:1 |
| 2021 % +/- over | +05.25% | +01.37% | -07.71% | -05.24% | -07.13% | -01.20% | -08.28% | |