

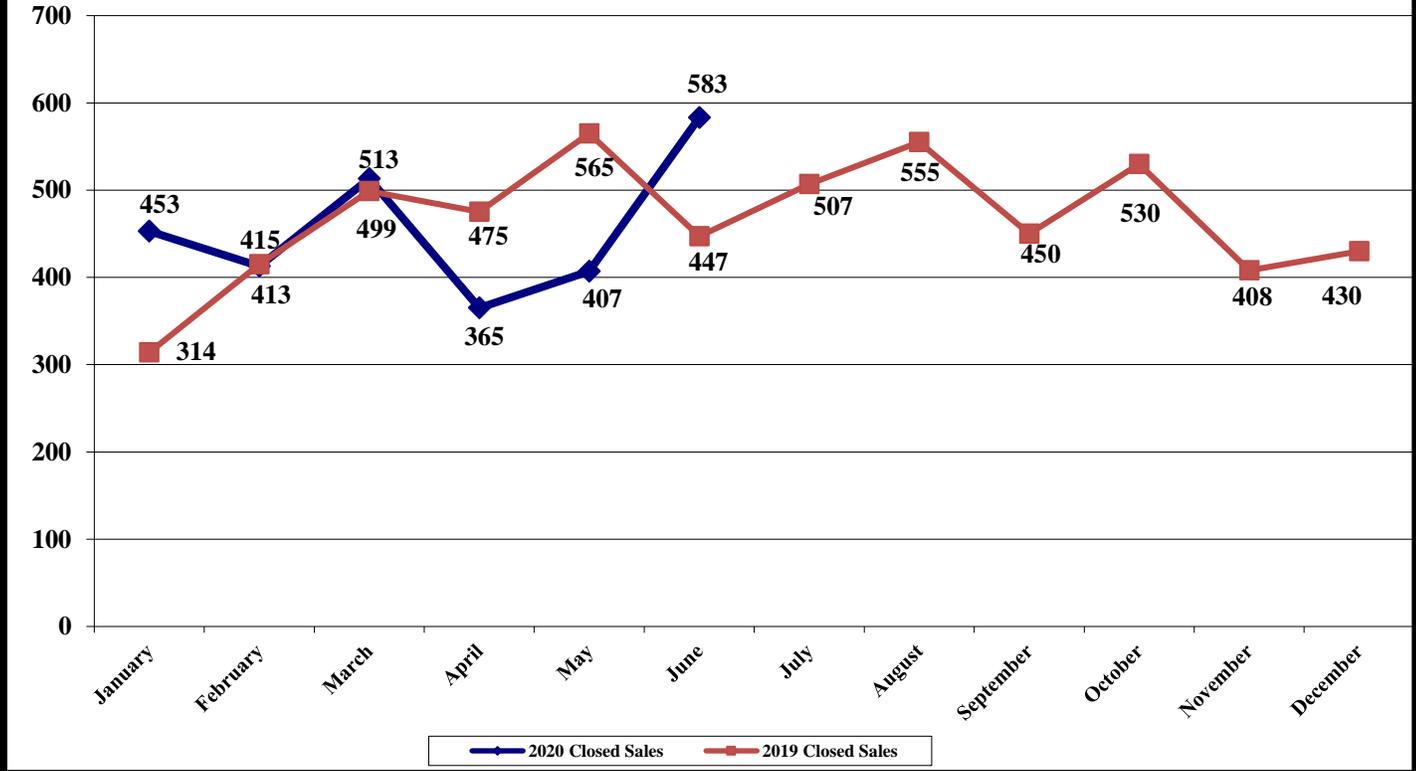


The Acadiana Residential Real Estate Market Report

January – June 2020

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



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

Outside Lafayette Parish

June '20: 217
 June '19: 171
 (% chg.: +26.90%)

Number of Closed Home Sales Reported to MLS, June 2020: 583
Number of Closed Home Sales Reported to MLS, June 2019: 447
 (% change for June: +30.43%)

(% change from May 2020: +43.24%)

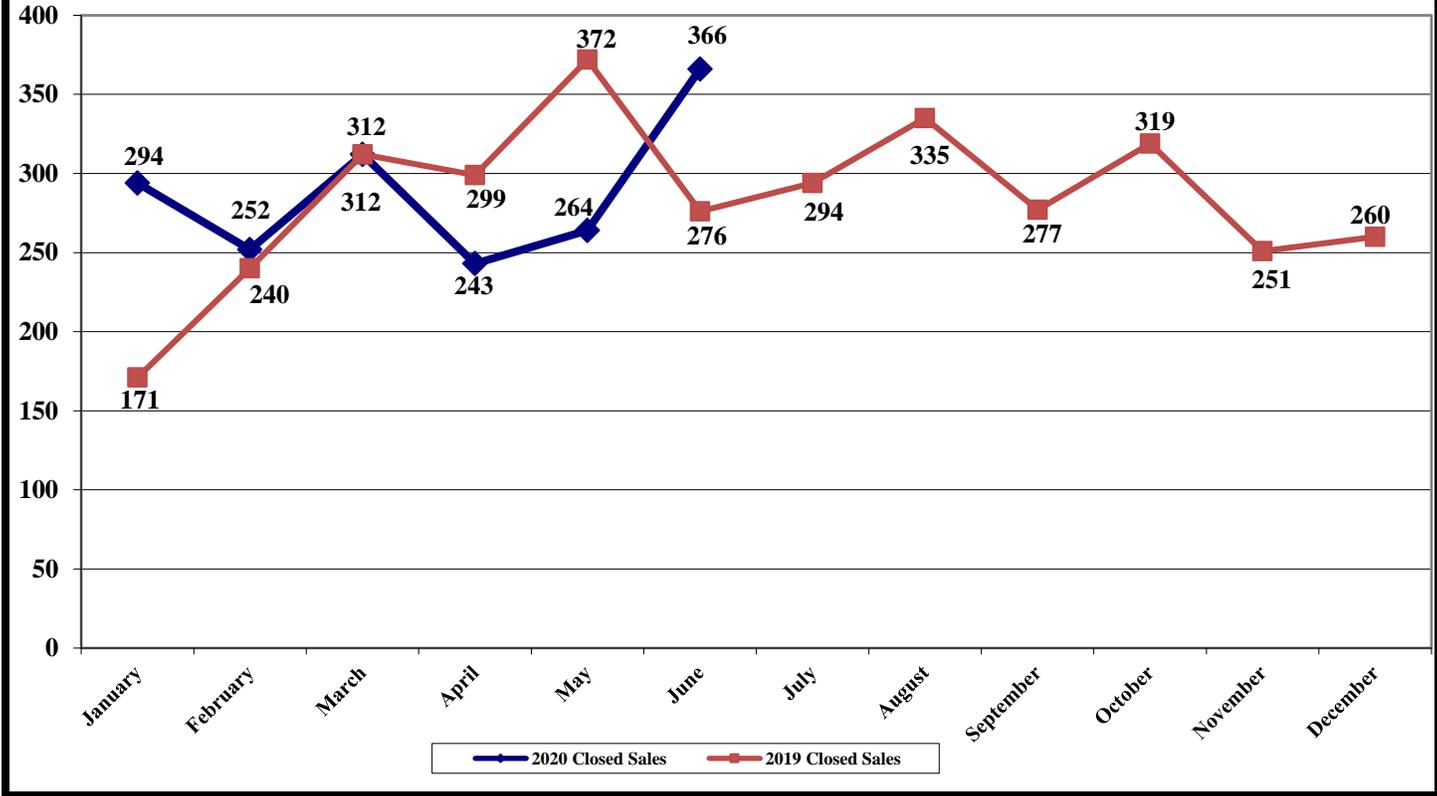
'20: 1,003
 '19: 1,045
 (% chg.: -04.02%)

Cumulative total, January – June 2020: 2,734
Cumulative total, January – June 2019: 2,715
 (% cumulative change: +00.70%)

Average Days on Market, January - June 2020: 91
Average Days on Market, January – June 2019: 99
 (Change for January - June: -08 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 outside Lafayette Parish as compared to prior year's sales)	710	797	756	799	885	922
	+41.27%	+25.85%	+32.67%	+25.53%	+13.33%	+08.79%

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



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

<u>New Const.</u>	<u>Re-sales</u>
06/20: 75	291
06/19: 50	226
+50.00%	+28.76%

Number of Closed Home Sales Reported to MLS, June: 2020: 366
Number of Closed Home Sales Reported to MLS, June: 2019: 276
 (% change for June: +32.61%)

(% change from May 2020: +38.64%)

<u>New Const.</u>	<u>Re-sales</u>
'20: 400	1,331
'19: 381	1,289
+04.99%	+03.26%

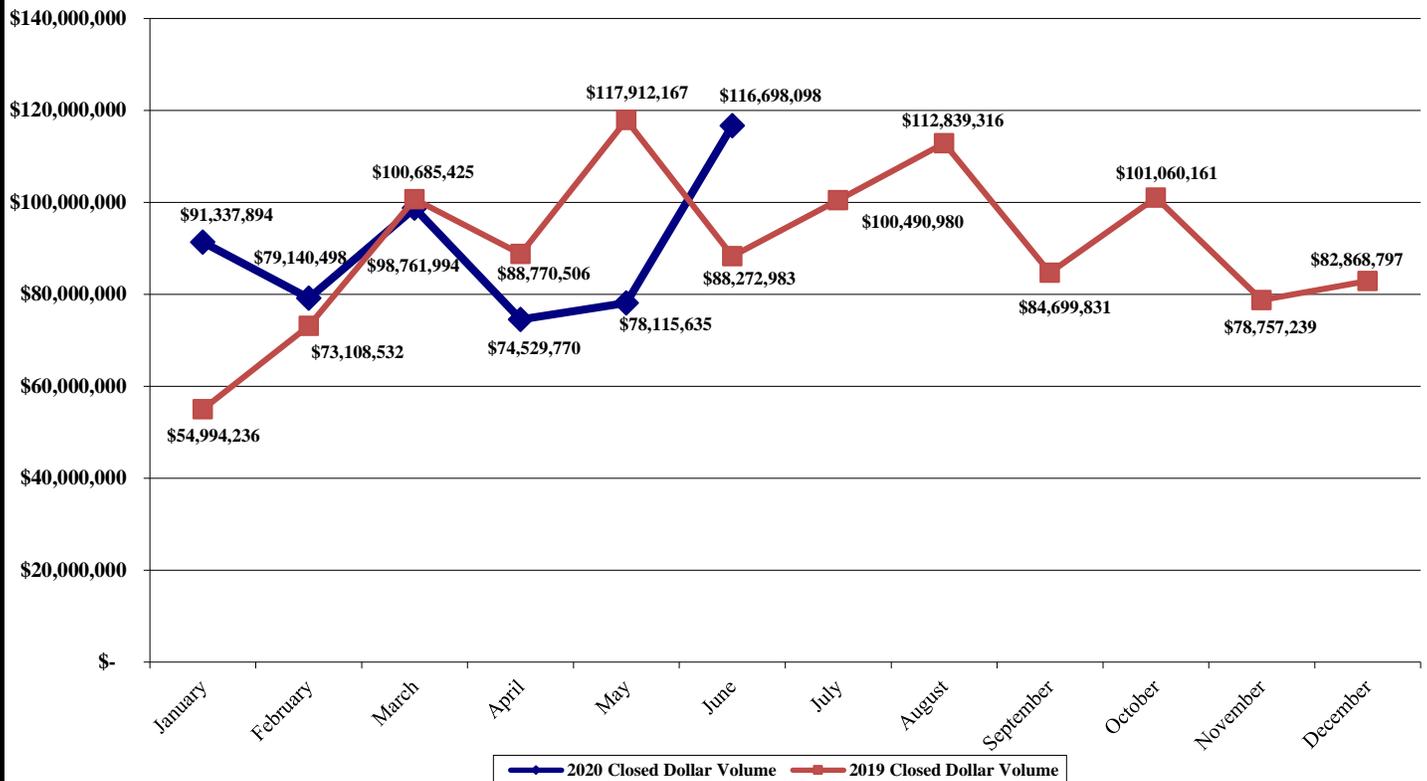
Cumulative total, January – June 2020: 1,731
Cumulative total, January – June 2019: 1,670
 (% cumulative change: +03.65%)

'20: 102 days	75 days
'19: 135 days	82 days
-33 days	-07 days

Average Days on Market, January – June 2020: 82
Average Days on Market, January – June 2019: 94
 (Change for January - June: -12 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	1,606	1,555	1,618	1,509	1,596	1,714
Compared to prior year's sales)	+07.78%	+11.32%	+06.98%	+14.71%	+08.46%	+00.99%

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



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

Outside Laf. Parish

06/20: \$ 33,383,379
 06/19: \$ 25,660,773
 (% chg.: +30.09%)

Dollar Volume of Closed Residential Sales, June 2020: \$116,698,098
 Dollar Volume of Closed Residential Sales, June 2019: \$ 88,272,983
 (% change for June: +32.20%)

(% change from May 2020: +49.39%)

'20: \$144,947,995
 '19: \$149,259,639
 (% chg.: -02.89%)

Cumulative total January - June 2020: \$ 538,583,889
 Cumulative total January - June 2019: \$ 523,743,849
 (% cumulative change: +02.83%)

'20: \$144,514
 '19: \$142,832
 (% chg.: +01.18%)

Average Sale Price, January - June 2020: \$197,027
 Average Sale Price, January - June 2019: \$192,907
 (% change in Average Sale Price: +02.14%)

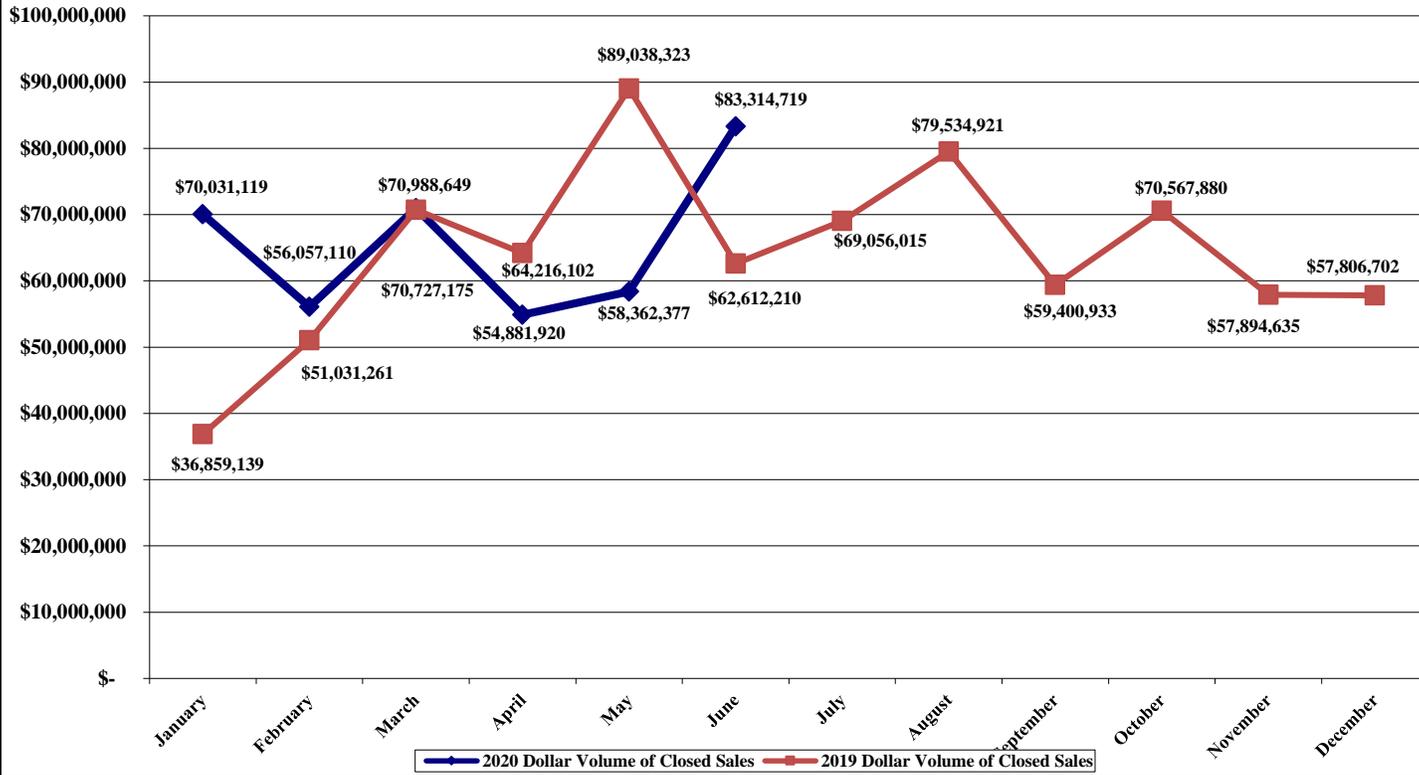
Median Sold Price, January - June 2020: \$180,000
 Median Sold Price, January - June 2019: \$174,900
 (% change in Median Sold Price: +02.92%)

% of List Price to Sale Price, January - June 2020: 97.08%

% of List Price to Sale Price, January - June 2019: 96.83%

<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. outside Lafayette Parish as compared to past years.)	\$85,746,664	\$109,242,076	\$104,383,063	\$105,608,404	\$117,169,020	\$121,375,195
	+69.04%	+32.69%	+38.86%	+37.25%	+23.71%	+19.42%

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



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

<u>New Const.</u>	<u>Re-sales</u>
06/20: \$19,789,897	\$63,524,822
06/19: \$13,390,417	\$49,221,793
+47.79%	+29.06%

Dollar Volume of Closed Residential Sales, June 2020: \$ 83,314,719
 Dollar Volume of Closed Residential Sales, June 2019: \$ 62,612,210
 (% change for June: +33.06%)

<u>New Const.</u>	<u>Re-sales</u>
'20: \$105,524,474	\$288,111,420
'19: \$104,621,647	\$269,862,563
+00.86%	+06.76%

(% change from May 2020: +42.75%)

Cumulative total January – June 2020: \$393,635,894
 Cumulative total January – June 2019: \$374,484,210
 (% cumulative change: +05.11%)

'20: \$263,811	\$216,462
'19: \$274,597	\$209,358
-03.93%	+03.39%

Average Sale Price, January - June 2020: \$227,403
 Average Sale Price, January - June 2019: \$224,242
 (% change in Average Sale Price: +01.41%)

'20: \$224,799	\$188,000
'19: \$229,700	\$180,500
-02.13%	+04.16%

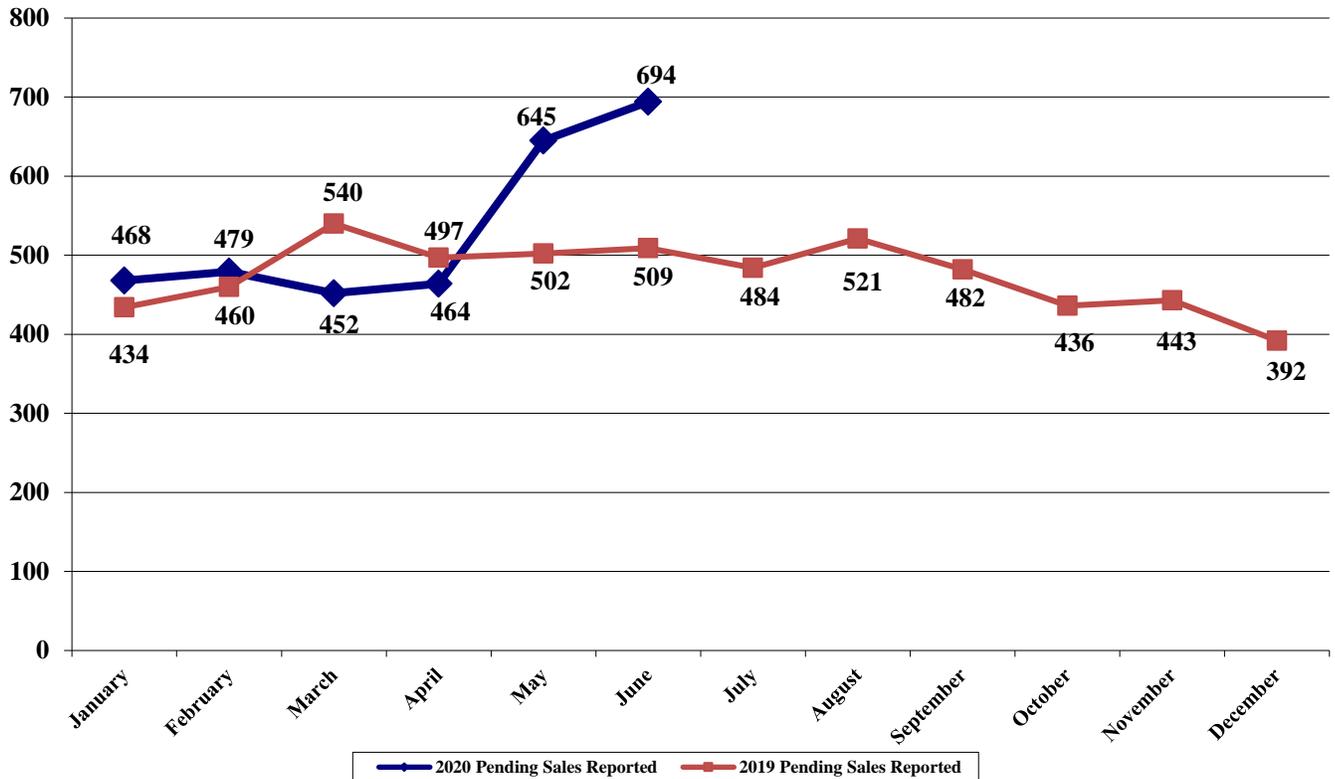
Median Sold Price, January – June 2020: \$198,000
 Median Sold Price, January – June 2019: \$192,000
 (% change in Median Sold Price: +03.13%)

'20: 99.53%	96.88%
'19: 99.51%	96.69%

% of List Price to Sale Price, January - June 2020: 97.57%
 % of List Price to Sale Price, January - June 2019: 97.47%

<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)	\$337,837,977	\$337,343,038	\$373,721,120	\$335,317,949	\$340,808,507	\$386,138,207
	+16.52%	+16.69%	+05.33%	+17.39%	+15.50%	+01.94%

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



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

Outside Lafayette Parish

June '20: 234
 June '19: 206
 (% chg: +13.59%)

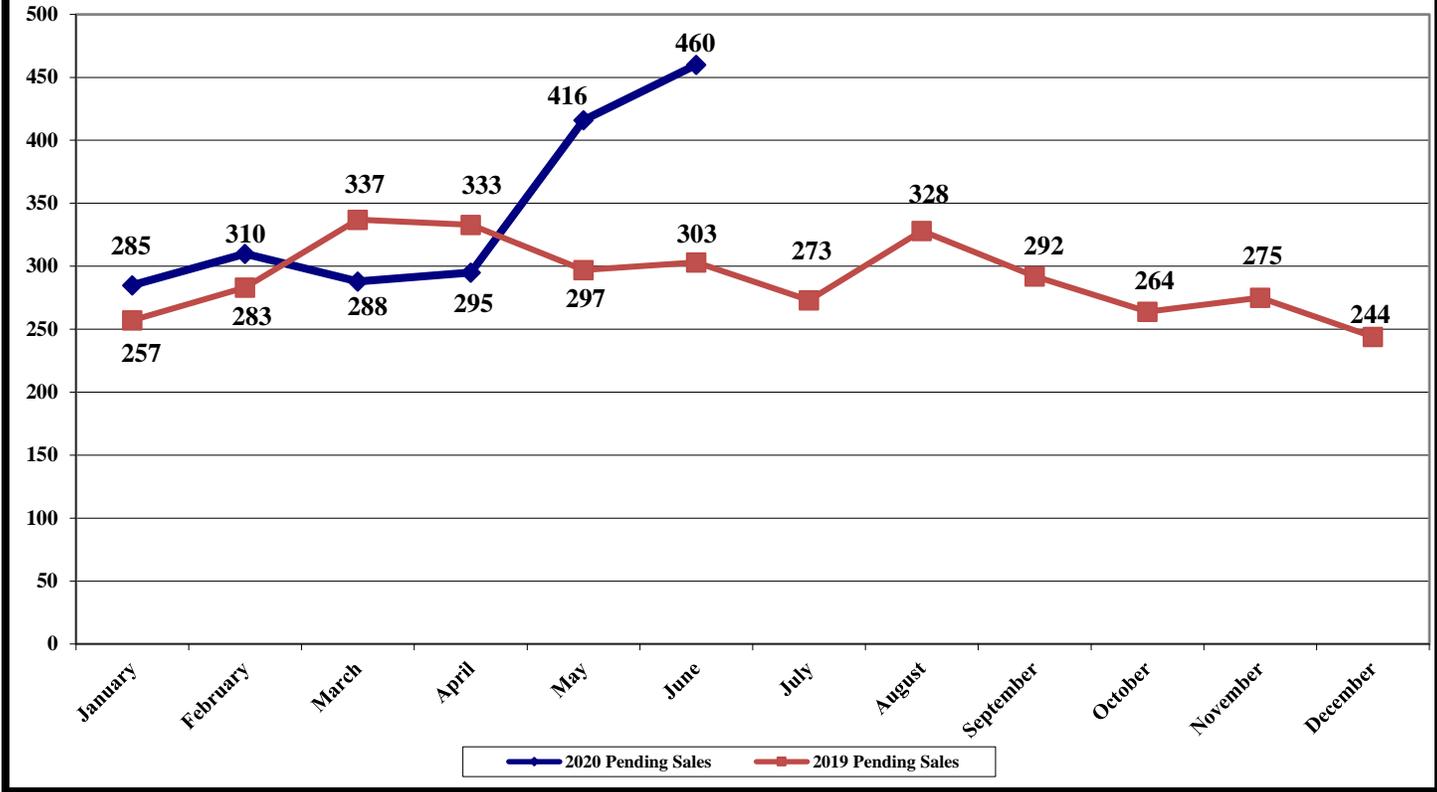
Number of Pending Home Sales Reported to MLS, June 2020: 694
Number of Pending Home Sales Reported to MLS, June 2019: 509
 (% change for June: +36.35%)

(% change from May 2020: +07.60%)

'20: 1,148
 '19: 1,132
 (% chg: +01.41%)

Cumulative total, January – June 2020: 3,202
Cumulative total, January – June 2019: 2,942
 (% cumulative change: +08.84%)

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



LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

06/20: 122 338
 06/19: 51 252
 +139.22% +34.13%

Number of Pending Home Sales Reported to MLS, June 2020: 460

Number of Pending Home Sales Reported to MLS, June 2019: 303

(% change for June: +51.82%)

(% change from May 2020: +10.58%)

New Const. Re-sales

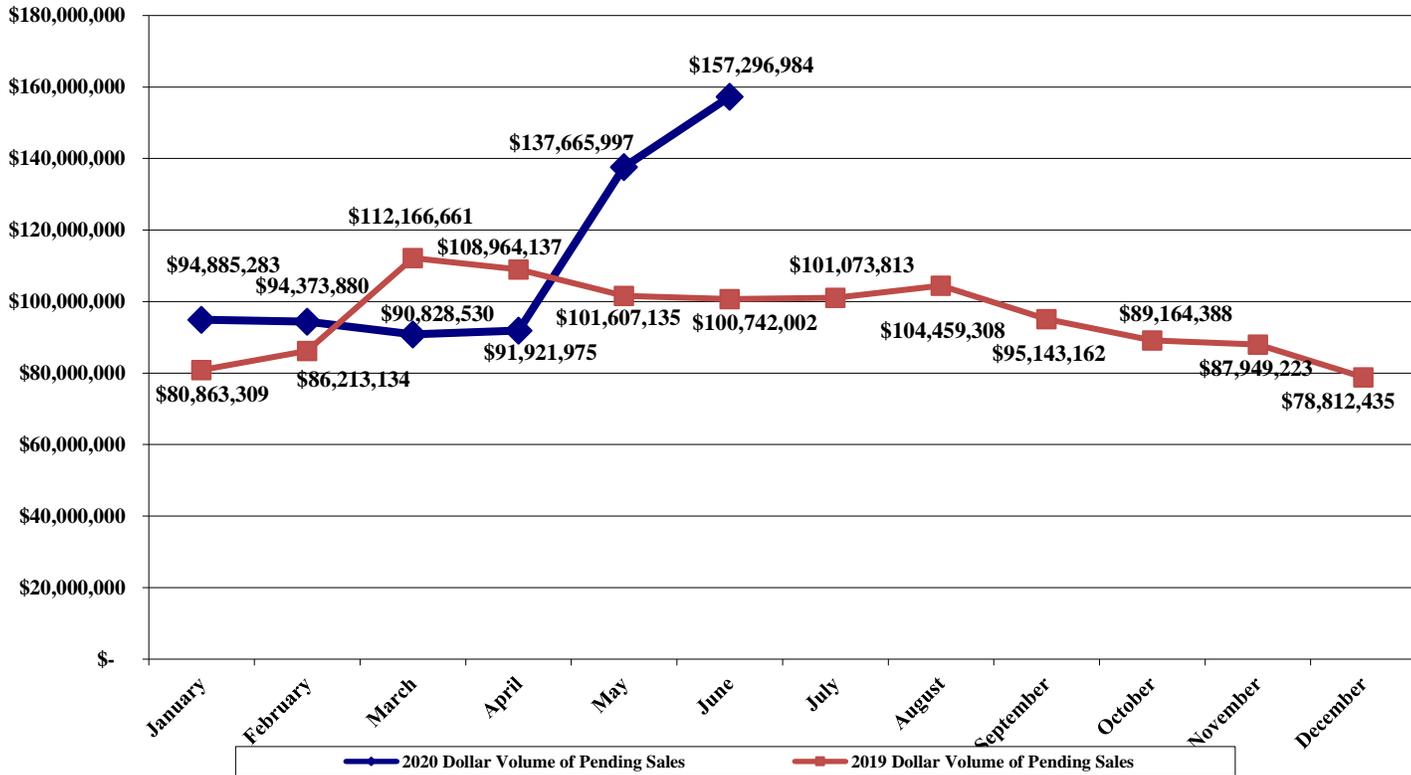
'20: 509 1,545
 '19: 385 1,425
 +32.21% +08.42%

Cumulative total, January – June 2020: 2,054

Cumulative total, January – June 2019: 1,810

(% cumulative change: +13.48%)

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



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

Dollar Volume of Pending Home Sales, June 2020: \$157,296,984

Dollar Volume of Pending Home Sales, June 2019: \$100,742,002

(% change for June: +56.14%)

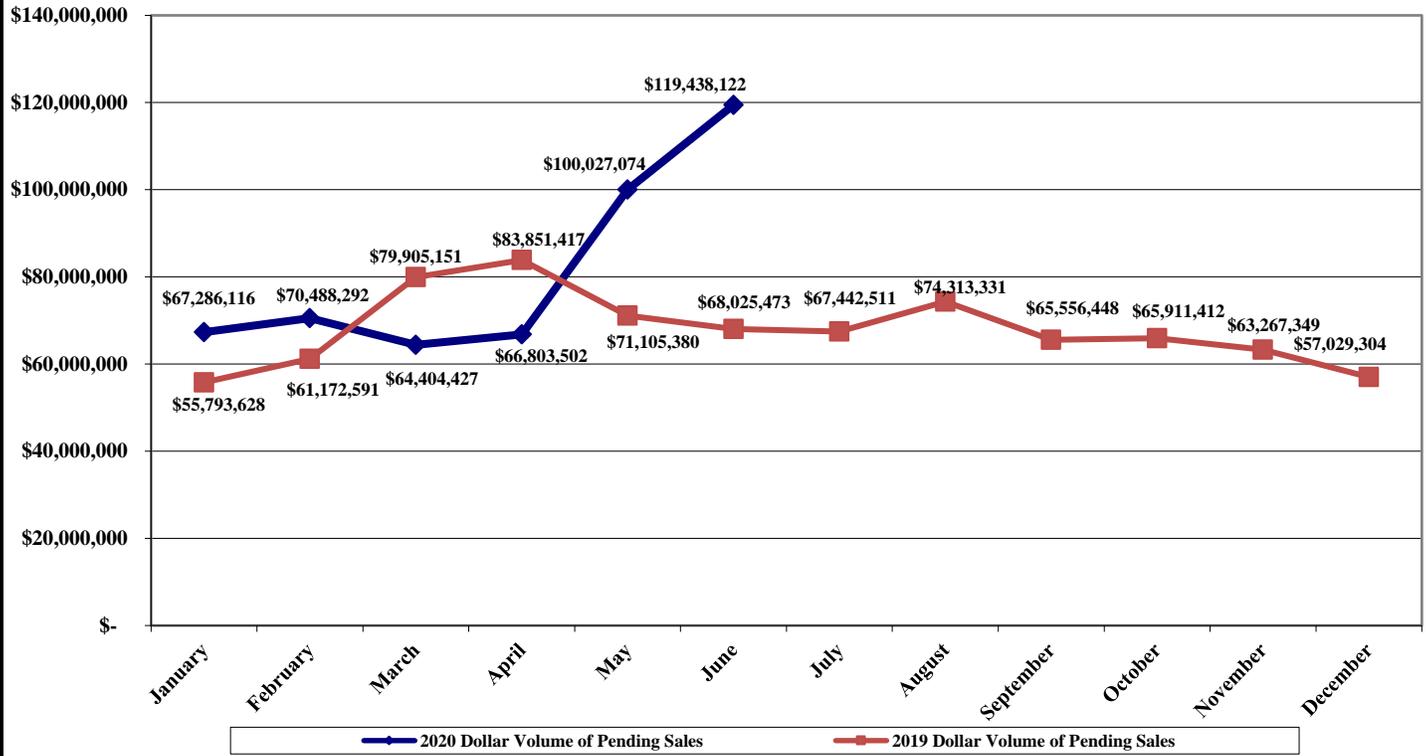
(% change from May 2020: +14.26%)

Cumulative total, January – June 2020: \$666,972,649

Cumulative total, January – June 2019: \$590,556,378

(% cumulative change: +12.94%)

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



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

Dollar Volume of Pending Home Sales, June 2020: \$119,438,122

Dollar Volume of Pending Home Sales, June 2019: \$ 68,025,473

(% change for June: +75.58%)

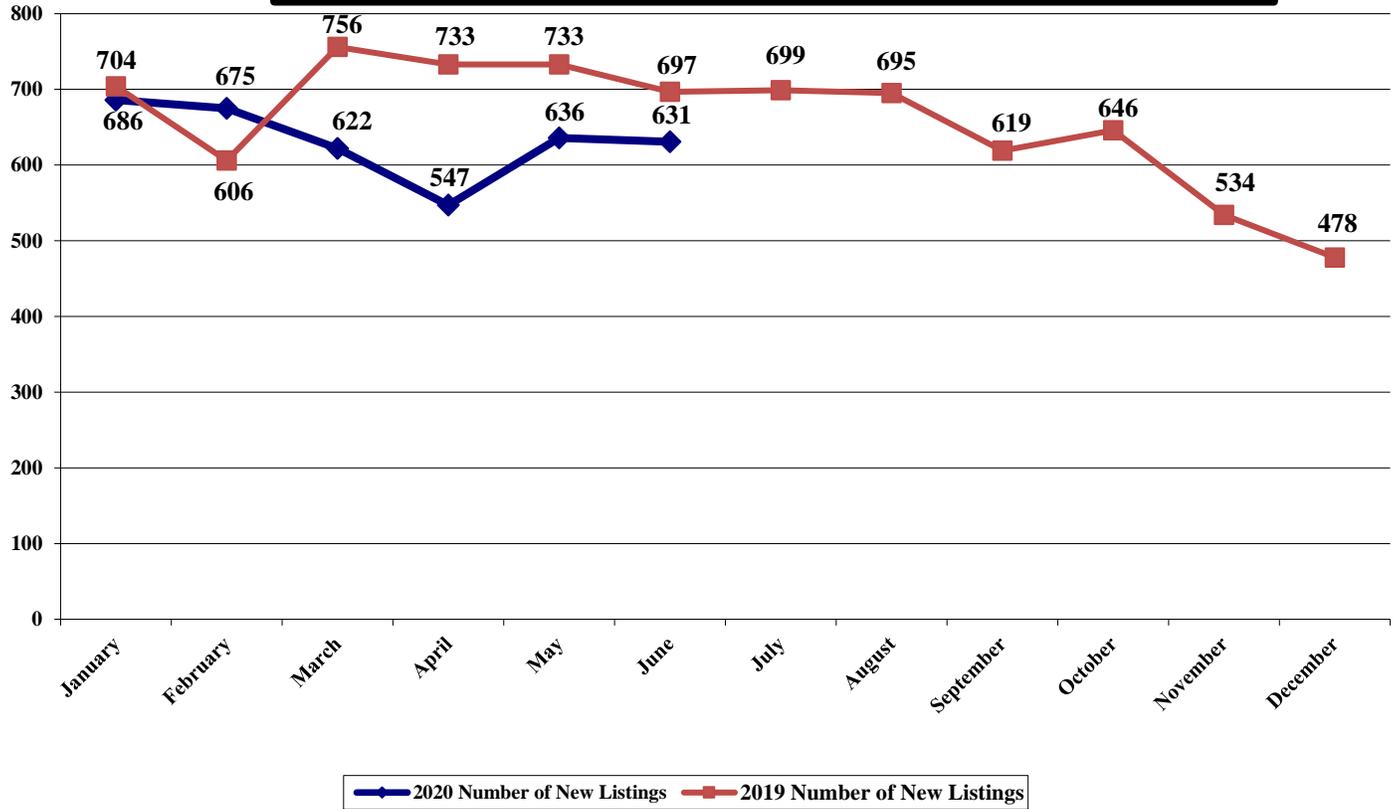
(% change from May 2020: +19.41%)

Cumulative total, January – June 2020: \$488,447,533

Cumulative total, January – June 2019: \$419,853,640

(% cumulative change: +16.34%)

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



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

Outside Lafayette Parish

June '20: 202
 June '19: 282
 (% chg: -28.37%)

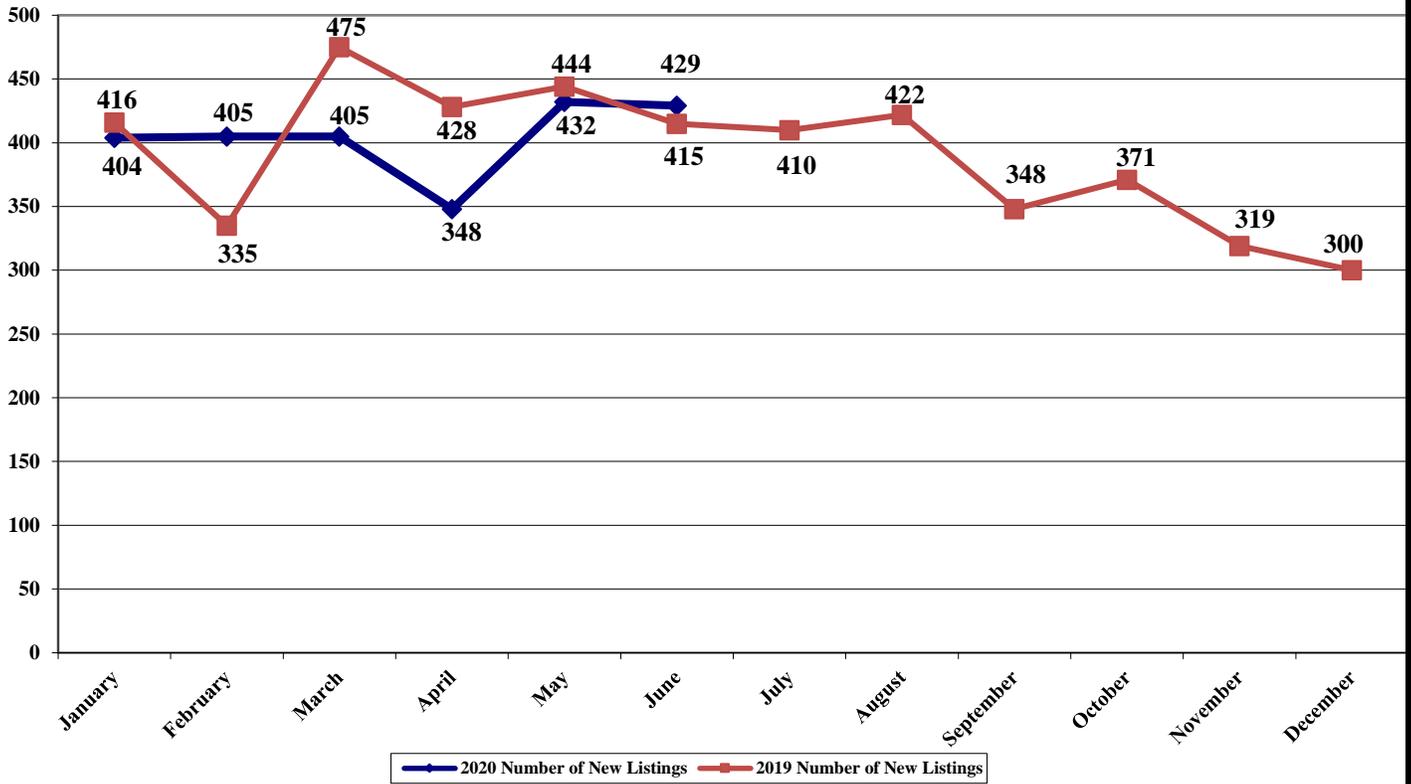
Number of New Residential Listings Reported to MLS, June 2020: 631
 Number of New Residential Listings Reported to MLS, June 2019: 697
 (% change for June: (-09.47%)

(% change from May 2020: -00.79%)

'20: 1,374
 '19: 1,717
 (% chg: -19.98%)

Cumulative total, January – June 2020: 3,797
 Cumulative total, January – June 2019: 4,230
 (% cumulative change: -10.24%)

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



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

<u>New Const.</u>	<u>Re-sales</u>
06/20: 105	324
06/19: 46	369
+128.26%	-12.20%

Number of New Residential Listings Reported to MLS, June 2020: 429
Number of New Residential Listings Reported to MLS, June 2019: 415
(% change for June: +03.37%)
(% change from May 2020: -00.69%)

'20: 550	1,873
'19: 369	2,144
+49.05%	-12.64%

Cumulative total, January – June 2020: 2,423
Cumulative total, January – June 2019: 2,513
(% cumulative change: -03.58%)

<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	2,242	2,277	2,346	2,506	2,649	2,838	2,513	2,423
# Sold	1,606	1,555	1,618	1,509	1,596	1,714	1,670	1,731
Ratio – New Listings/Sold	1.40:1	1.46:1	1.45:1	1.66:1	1.66:1	1.66:1	1.50:1	1.40:1
2020 % +/- over	+08.07%	+06.41%	+03.28%	-03.31%	-08.53%	-14.62%	-03.58%	

2020 Home Sales Outside Lafayette Parish

January – June 2020



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

January – June 2020 vs. January – June 2019

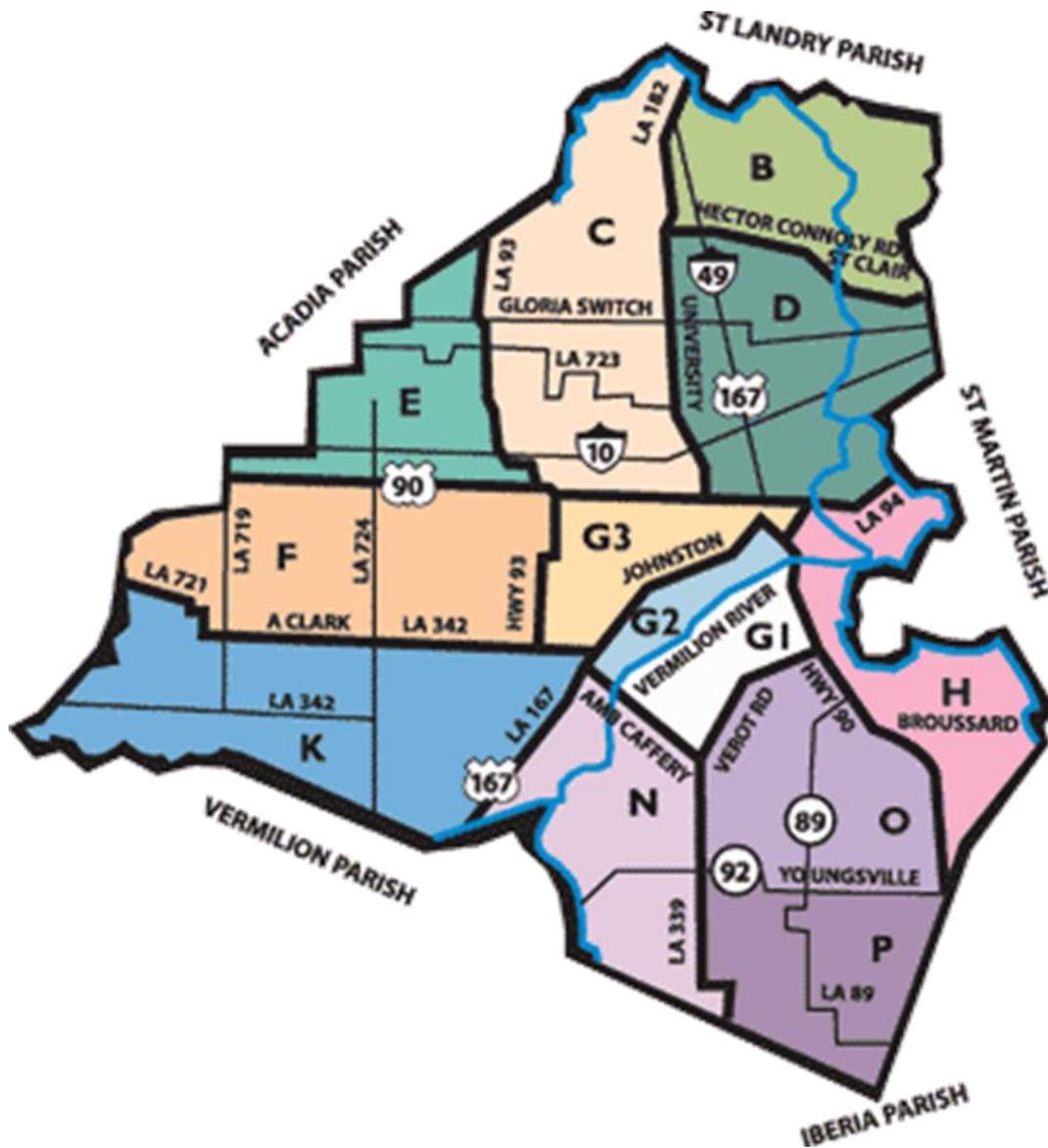
PARISH	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -
Iberia	219	234	-06.4%	\$28,959,664	\$30,915,826	- 06.3%
St. Landry	208	242	- 14.1%	\$29,442,189	\$35,323,331	- 16.7%
Vermillion	183	162	+13.0%	\$28,529,478	\$25,311,030	+12.7%
St. Martin	162	169	- 04.1%	\$26,434,646	\$29,521,328	- 10.5%
Acadia	119	124	- 04.0%	\$17,501,698	\$14,965,389	+17.0%
Evangeline	48	53	- 09.4%	\$ 5,212,550	\$ 4,937,000	+05.6 %
St. Mary	34	40	- 15.0%	\$ 5,492,700	\$ 4,804,630	+14.3%
Jeff Davis	18	07	+157.1%	\$ 1,227,970	\$ 447,605	+174.3%
Others	12	14		\$ 2,147,100	\$ 3,033,520	
TOTAL	1,003	1,045	-04.0%	\$144,947,995	\$149,259,639	-02.9%

January – June 2020 closed residential sales from the above parishes represent 36.7% of the total number of closed transactions reported to the MLS and 26.9% of the closed sale dollar volume. This compares with 38.5% of the total number of closed transactions reported to the MLS and 28.5% of the closed dollar volume as of January – June 2019.

PARISH	'20 Average Sale Price	'19 Average Sale Price	% + or -	'20 Median Sale Price	'19 Median Sale Price	% + or -
St. Martin	\$163,176	\$174,682	- 06.6%	\$145,000	\$155,000	- 06.5%
St. Mary	\$161,550	\$120,115	+ 34.5%	\$137,500	\$106,250	+29.4%
Vermillion	\$155,898	\$156,240	- 00.2%	\$158,700	\$144,950	+09.5%
Acadia	\$147,073	\$120,688	+21.9%	\$139,000	\$104,750	+32.7%
St. Landry	\$141,548	\$145,964	- 03.0%	\$130,200	\$119,500	+09.0%
Iberia	\$132,235	\$132,118	+00.1%	\$115,000	\$115,000	N/C
Evangeline	\$108,594	\$ 93,150	+16.6%	\$ 91,075	\$ 70,500	+29.2%

2020 Lafayette Parish Home Sales by GEO Area

January – June 2020



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – June 2020 vs. January – June 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	15	22	-31.8%	\$ 3,935,800	\$ 5,530,200	- 28.8%	\$262,386	\$251,372	+04.4%	4.4 mos.
Area C	130	99	+31.3%	\$ 19,922,005	\$ 16,031,173	+24.3%	\$153,246	\$161,931	- 05.4%	2.8 mos.
Area D	210	170	+23.5%	\$ 35,750,843	\$ 26,320,718	+35.8%	\$170,242	\$154,827	+10.0%	3.8 mos.
Area E	20	28	- 28.6%	\$ 3,609,300	\$ 4,850,433	- 25.6%	\$180,465	\$173,229	+04.2%	4.5 mos.
Area F	71	82	- 13.4%	\$ 13,580,608	\$ 12,604,790	+07.7%	\$191,276	\$153,716	+24.4%	2.7 mos.
Area G1	85	74	+14.9%	\$ 24,251,450	\$ 22,825,020	+06.3%	\$285,311	\$308,446	- 07.5%	6.6 mos.
Area G2	110	99	+11.1%	\$ 25,603,515	\$ 24,876,219	+02.9%	\$232,759	\$251,274	- 07.4%	4.7 mos.
Area G3	175	174	+00.6%	\$ 28,147,116	\$ 27,094,842	+03.9%	\$160,840	\$155,717	+03.3%	3.9 mos.
Area H	42	31	+35.5%	\$ 9,021,995	\$ 6,868,741	+31.4%	\$214,809	\$221,572	+03.1%	4.9 mos.
Area K	74	76	- 02.6%	\$ 15,397,847	\$ 15,115,440	+01.9%	\$208,079	\$198,887	+04.6%	2.4 mos.
Area N	195	234	- 16.7%	\$ 60,268,604	\$ 61,814,151	- 02.5%	\$309,069	\$264,163	+17.0%	5.2 mos.
Area O	392	375	+04.5%	\$100,931,609	\$100,749,148	+00.2%	\$257,478	\$268,664	- 04.2%	2.6 mos.
Area P	212	206	+02.9%	\$ 53,215,202	\$ 49,803,335	+06.9%	\$251,015	\$241,763	+03.8%	2.6 mos.
TOTAL	1,731	1,670	+03.7%	\$393,635,894	\$374,484,210	+05.1%	\$227,403	\$224,242	+01.4%	3.6 mos.

Lafayette North (Areas B,C,D,E): 375 sales in 2020 vs. 319 in 2019 – 17.6% increase/\$63,217,948 in 2020 sale \$ volume vs \$52,732,524 in 2019 – 19.9% increase (21.7% of total sales/16.1% of total \$volume)
West Lafayette (Areas F,K): 145 sales in 2020 vs.158 in 2019 – 08.2% decrease/\$28,978,455 in 2020 sale \$ volume vs. \$27,720,230 in 2019 – 04.5% increase (8.4% of total sales/7.4% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 370 sales in 2020 vs.347 in 2019 – 06.6% decrease/\$78,002,081 in 2020 vs. \$74,796,081 in 2019 – 04.3% increase (21.4% of total sales/19.8% of total \$volume)
South Lafayette (Areas N, O, P): 799 sales in 2020 vs 815 in 2019 – 2.0% decrease/\$214,415,415 in 2020 vs. \$212,366,634 in 2019 – 01.0% increase (46.2% of total sales/54.5% of total \$ volume)
East Lafayette (Area H): (2.3% of total sales/2.2% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area

January – June 2020 vs. January – June 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	10	22	- 54.6%	\$ 2,035,800	\$ 5,530,200	- 06.2%	\$203,580	\$251,372	- 19.0%	4.8 mos.
Area C	117	89	+31.5%	\$ 17,334,806	\$ 14,071,873	+23.2%	\$148,160	\$158,110	- 06.3%	2.4 mos.
Area D	123	108	+13.9%	\$ 18,101,655	\$ 13,094,685	+38.2%	\$147,167	\$121,247	+21.4%	4.2 mos.
Area E	18	26	- 30.8%	\$ 3,325,000	\$ 4,503,533	- 26.2%	\$184,722	\$173,212	+06.6%	4.0 mos.
Area F	63	69	- 08.7%	\$ 12,084,549	\$ 10,197,145	+18.5%	\$191,818	\$147,784	+29.8%	2.4 mos.
Area G1	83	73	+13.7%	\$ 23,806,650	\$ 20,525,020	+16.0%	\$286,827	\$281,164	+02.0%	6.7 mos.
Area G2	109	99	+10.1%	\$ 25,433,615	\$ 24,876,219	+02.2%	\$233,335	\$251,274	- 07.1%	4.6 mos.
Area G3	170	165	+03.0%	\$ 27,187,616	\$ 25,400,542	+07.0%	\$159,927	\$153,942	+03.9%	3.4 mos.
Area H	34	29	+17.2%	\$ 6,687,495	\$ 6,035,550	+10.8%	\$196,691	\$208,122	- 05.5%	4.4 mos.
Area K	48	49	-02.0%	\$ 8,783,525	\$ 9,107,176	- 03.6%	\$182,990	\$185,860	- 01.5%	3.0 mos.
Area N	173	190	- 09.0%	\$ 50,389,135	\$ 49,229,395	+02.4%	\$291,266	\$259,102	+12.4%	4.6 mos.
Area O	288	277	+04.0%	\$ 69,563,675	\$ 66,281,075	+05.0%	\$241,540	\$239,281	+00.9%	2.7 mos.
Area P	95	93	+02.2%	\$ 23,377,899	\$ 21,010,150	+11.3%	\$246,083	\$225,915	+08.9%	3.4 mos.
TOTAL	1,331	1,289	+03.3%	\$288,111,420	\$269,862,563	+06.8%	\$216,462	\$209,358	+03.4%	3.7 mos.

Lafayette North (Areas B,C,D,E): 268 sales in 2020 vs.245 in 2019– 09.4% increase/\$40,797,261 in 2020 sale \$ volume vs \$37,200,291 in 2019 – 09.7% increase (20.1% of total sales/14.2% of total \$volume)
West Lafayette (Areas F,K): 111 sales in 2020 vs.118 in 2019 – 05.9% decrease/\$20,868,074 in 2020 sale \$ volume vs. \$19,304,321 in 2019 – 8.1% increase (8.3% of total sales/7.2% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 362 sales in 2020 vs. 337 in 2019 – 07.4% increase/\$76,427,881 in 2020 vs. \$70,801,781 in 2019 – 08.0% increase (27.2% of total sales/26.5% of total \$volume)
South Lafayette (Areas N, O, P): 556 sales in 2020 vs 560 in 2019 – 00.7% decrease/\$143,330,709 in 2020 vs. \$136,520,620 in 2019 – 04.8% increase (41.8% of total sales/49.8% of total \$ volume)
East Lafayette (Area H): (2.6% of total sales/2.3% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – June 2020 vs. January – June 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	05	-0-		\$ 1,900,000	\$ -0-		\$380,000	\$ -0-		3.6 mos.
Area C	13	10	+30.0%	\$ 2,587,199	\$ 1,959,300	+32.1%	\$199,015	\$195,930	+01.6%	6.5 mos.
Area D	87	62	+40.3%	\$17,649,188	\$ 13,226,033	+33.4%	\$202,864	\$213,323	- 04.9%	3.2 mos.
Area E	02	02	N/C	\$ 284,300	\$ 346,900	- 18.1%	\$142,150	\$173,450	- 18.1%	9.0 mos.
Area F	08	13	- 38.5%	\$ 1,496,059	\$ 2,407,645	- 37.9%	\$187,007	\$185,203	+01.0%	5.3 mos.
Area G1	02	01	-100.0%	\$ 444,800	\$ 2,300,000	- 80.7%	\$222,400	\$2,300,000	-90.3%	3.0 mos.
Area G2	01	-0-		\$ 169,900	\$ -0-		\$169,900	\$ -0-		24.0 mos.
Area G3	05	09	- 44.4%	\$ 959,500	\$ 1,694,300	-40.4%	\$191,900	\$188,255	+01.9%	21.6 mos.
Area H	08	02	+300.0%	\$ 2,334,500	\$ 833,191	+180.2%	\$291,812	\$416,595	- 30.0%	6.8 mos.
Area K	26	27	- 03.7%	\$ 6,614,322	\$ 6,008,264	+10.1%	\$254,397	\$222,528	+14.3%	1.2 mos.
Area N	22	44	- 50.0%	\$ 9,879,469	\$ 12,584,756	- 21.5%	\$449,066	\$286,017	+57.0%	10.1 mos.
Area O	104	98	+06.1%	\$ 31,367,934	\$ 34,468,073	- 09.0%	\$301,614	\$351,715	- 14.2%	2.5 mos.
Area P	117	113	+03.5%	\$ 29,837,303	\$ 28,793,185	+03.6%	\$255,019	\$254,806	+00.1%	1.9 mos.
TOTAL	400	381	+05.0%	\$105,524,474	\$104,621,647	+00.9%	\$263,811	\$274,597	-03.9%	3.4 mos.

Lafayette North (Areas B,C,D,E): 107 sales in 2020 vs. 74 in 2019 – 44.6% increase/\$22,420,687 in 2020 sale \$ volume vs \$15,532,233 in 2019 – 44.4% increase (26.7% of total sales/21.2% of total \$ volume)
West Lafayette (Areas F,K): 34 sales in 2020 vs. 40 in 2019 – 15.0% decrease/\$8,110,381 in 2020 sale \$ volume vs. \$ 8,415,909 in 2019 – 3.6% decrease (8.5% of total sales/7.7% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 08 sales in 2020 vs.10 in 2019 – 20.0% decrease/\$1,574,200 in 2020 vs. \$3,994,300 in 2019 – 60.6% decrease (2.0% of total sales/1.5% of total \$ volume)
South Lafayette (Areas N, O, P): 243 sales in 2020 vs 255 in 2019 – 4.7% decrease/\$71,084,706 in 2020 vs. \$75,846,014 in 2019 – 6.2% decrease (60.8% of total sales/67.4% of total \$ volume)
East Lafayette (Area H): (2.0% of total sales/2.2% of total \$ volume)