

Arla Slaughter

From: Bill Bacque <bill@marketscopeconsulting.com>
To: Market Scope List
Subject: The 2021 Acadiana Residential Real Estate Report

Subscribers,

In the PDF files attached above, please find our year-end residential real estate reports. Below is my brief summary and analysis:

Undoubtedly, historians will be opining about the impact that the pandemic years of 2020 and 2021 had on shaping our society and our world. In early 2020 over half of our national economy was shut down as Federal, State and local governments shut down schools, businesses, and factories. Most non-essential commerce slowed to a crawl. Office workers were furloughed or banished to working at home. Even the real estate industry initially struggled to remain viable amid quarantines and supporting industry shutdowns. As such, home showings began to slow in late February and early March of 2020. April's reported sales fell over 28% from March. It appeared that our industry was going to join the myriad of others effectively shut down by COVID-19. But beginning in May 2020, we saw a spike in buyers looking for homes. Having whole families living together 24/7 for months appeared to have unleashed a significant pent-up demand for more accommodating housing. Somewhat akin to a cattle stampede, home buyers began appearing in droves. Sales soared. An already tight and restricted inventory constricted even more. The competition for homes brought bidding wars into vogue and prices spiked. That was just 2020! At its conclusion, pundits, like me, wondered if the housing records shattered across the board in 2020 would be a one-year wonder: an anomaly. But 2021 carved out its place in our housing history producing a new level of record-breaking activity.

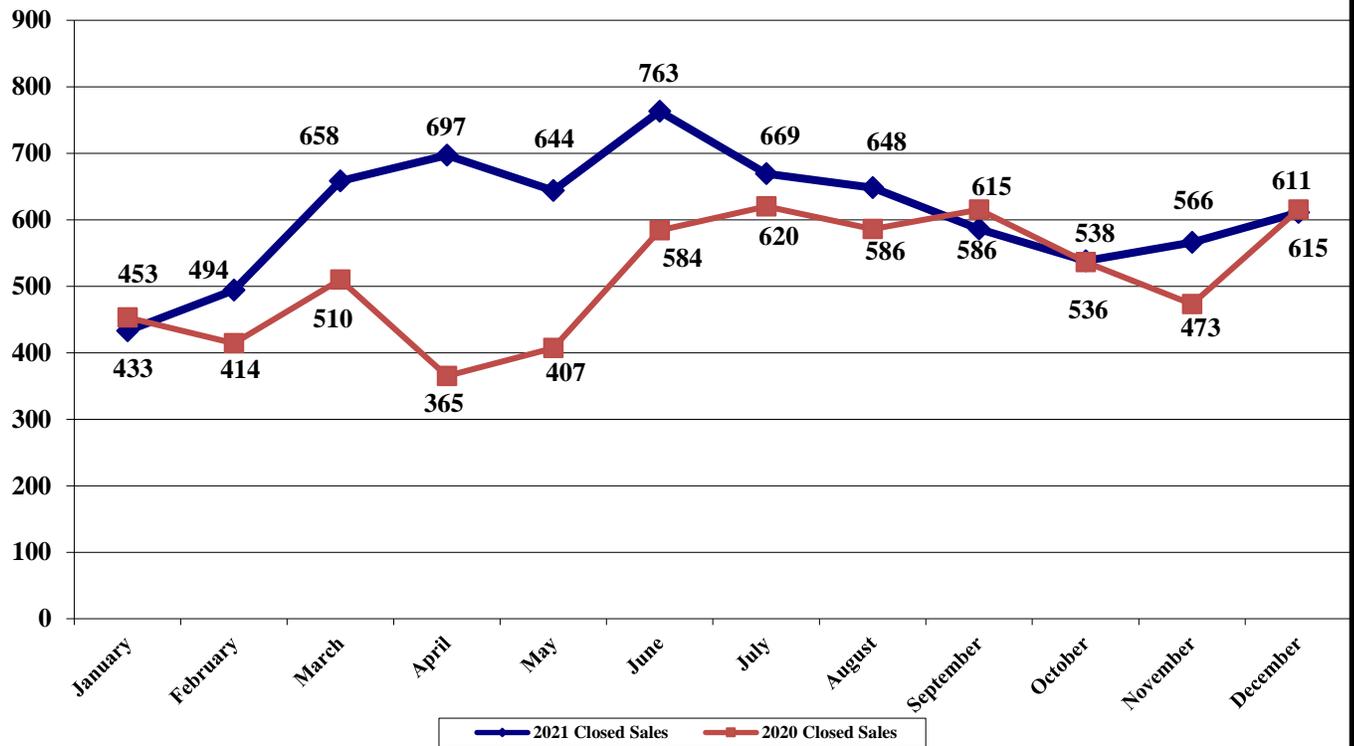


The Acadiana Residential Real Estate Market Report

January – December 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 - December 2021 vs 2020



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

Outside Lafayette Parish

Dec. '21: 209
 Dec. '20: 184
 (% chg: +13.59%)

Number of Closed Home Sales Reported to MLS, December 2021: 611
Number of Closed Home Sales Reported to MLS, December 2020: 615
 (% change for December: -00.65%)

(% change from November 2021: +07.95%)

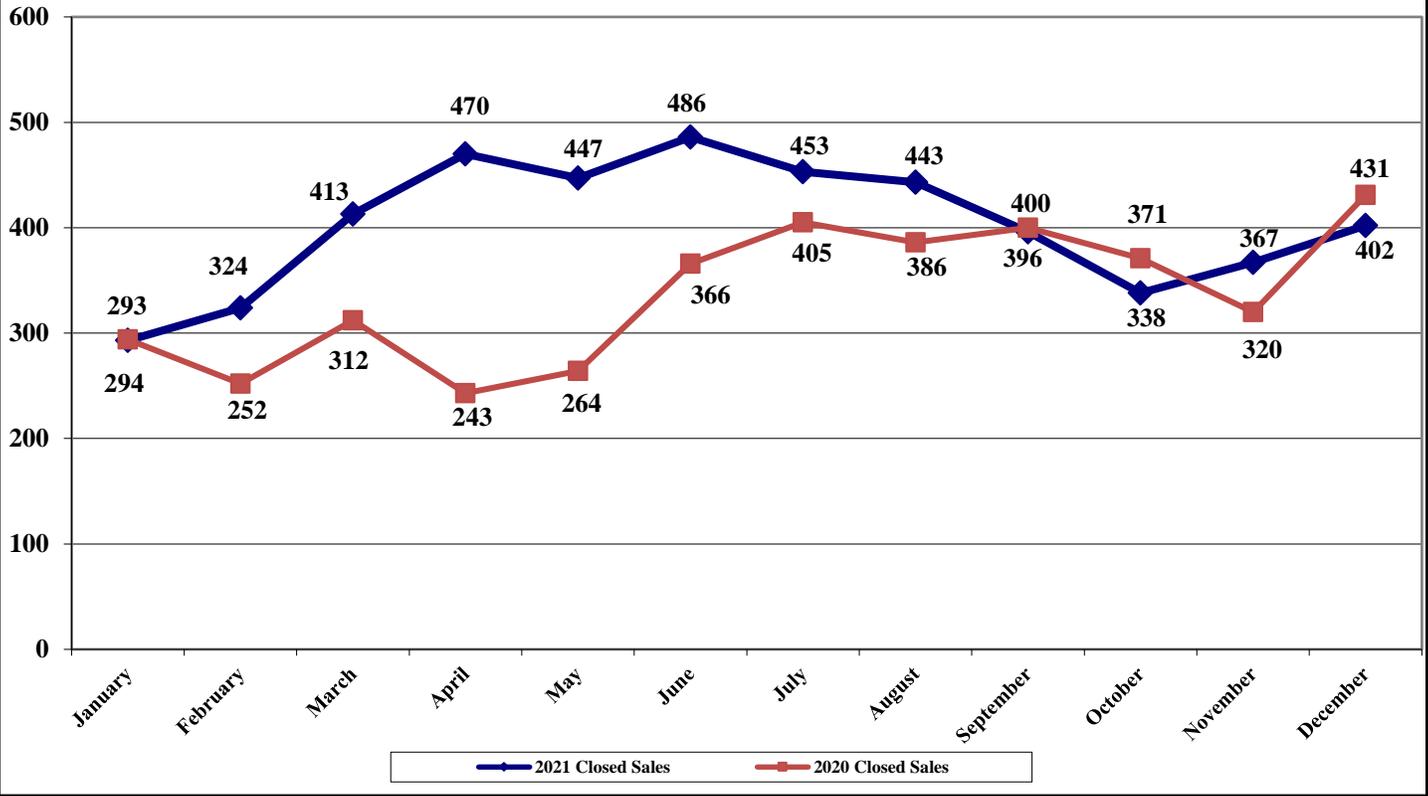
'21: 2,475
 '20: 2,134
 (% chg: +15.98%)

Cumulative total, January – December 2021: 7,307
Cumulative total, January – December 2020: 6,178
 (% cumulative change: +18.27%)

Average Days on Market, January - December 2021: 46
Average Days on Market, January – December 2020: 74
 (Change for January - December: -28 days)

Current Sales Compared to Past Years:	<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)	1,663	1,576	1,652	1,758	1,892	2,189
	+48.83%	+57.04%	+49.82%	+40.78%	+30.81%	+13.07%

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



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

New Const. Re-sales

12/21: 139 263
 12/20: 108 323
 +28.70% -18.58%

Number of Closed Home Sales Reported to MLS, December: 2021: 402
Number of Closed Home Sales Reported to MLS, December: 2020: 431
 (% change for December: -06.73%)

(% change from November 2021: +09.54%)

New Const. Re-sales

'21: 1,165 3,667
 '20: 966 3,078
 +20.60% +19.14%

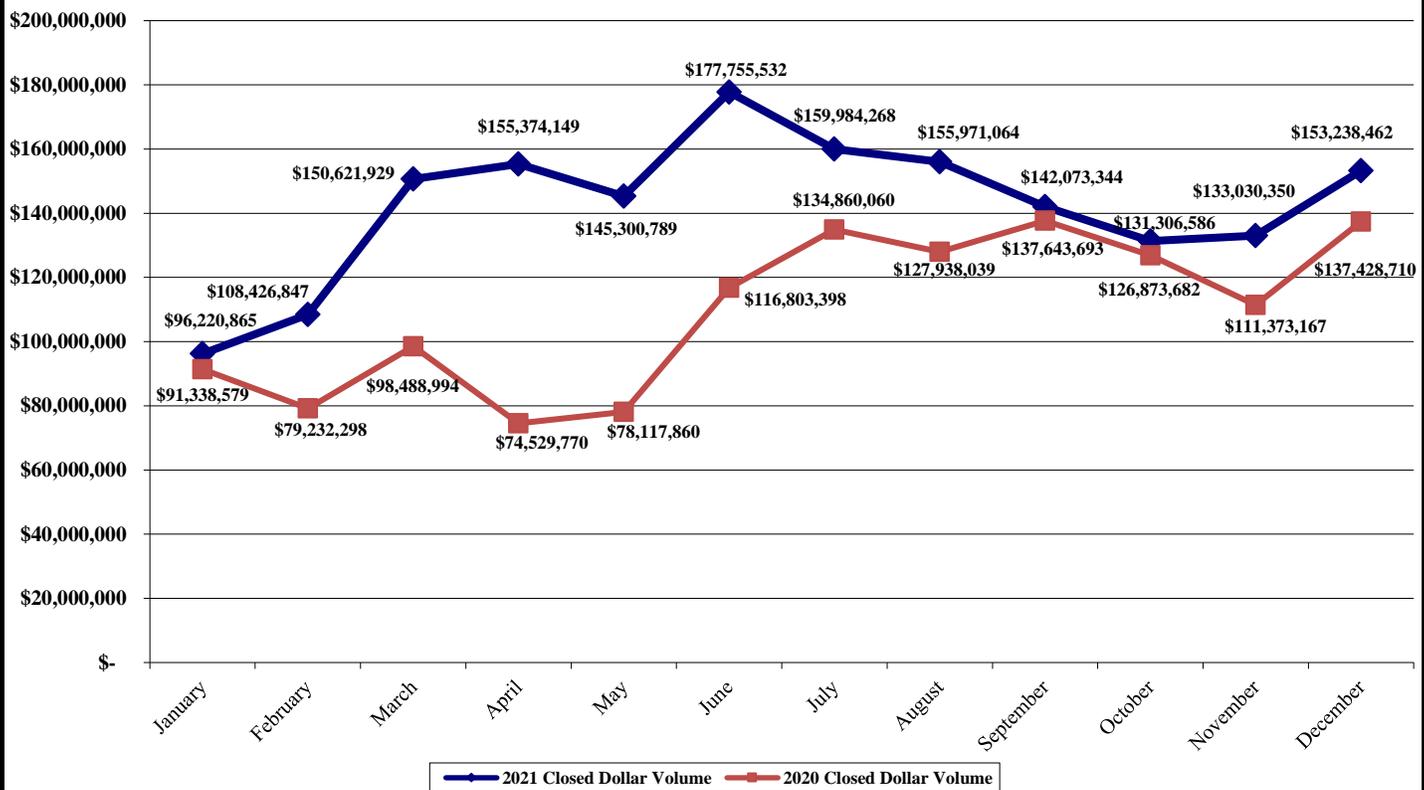
Cumulative total, January – December 2021: 4,832
Cumulative total, January – December 2020: 4,044
 (% cumulative change: +19.49%)

'21: 41 days 34 days
 '20: 91 days 69 days
 -50 days -35 days

Average Days on Market, January – December 2021: 35
Average Days on Market, January – December 2020: 74
 (Change for January - December: -39 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	3,288	3,310	3,143	3,215	3,376	3,406
Compared to prior year's sales)	+46.96%	+45.98%	+53.74%	+50.30%	+43.13%	+41.87%

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



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

12/21: \$ 42,144,580
 12/20: \$ 29,961,944
 (% chg.: +40.66%)

Dollar Volume of Closed Residential Sales, December 2021: \$153,238,462
 Dollar Volume of Closed Residential Sales, December 2020: \$137,428,710
 (% change for December: +11.50%)

(% change from November 2021: +15.19%)

'21: \$443,845,668
 '20: \$337,031,919
 (% chg.: +31.69%)

Cumulative total January – December 2021: \$1,709,304,185
 Cumulative total January – December 2020: \$ 1,314,628,250
 (% cumulative change: +30.02%)

'21: \$179,332
 '20: \$157,934
 (% chg.: +13.55%)

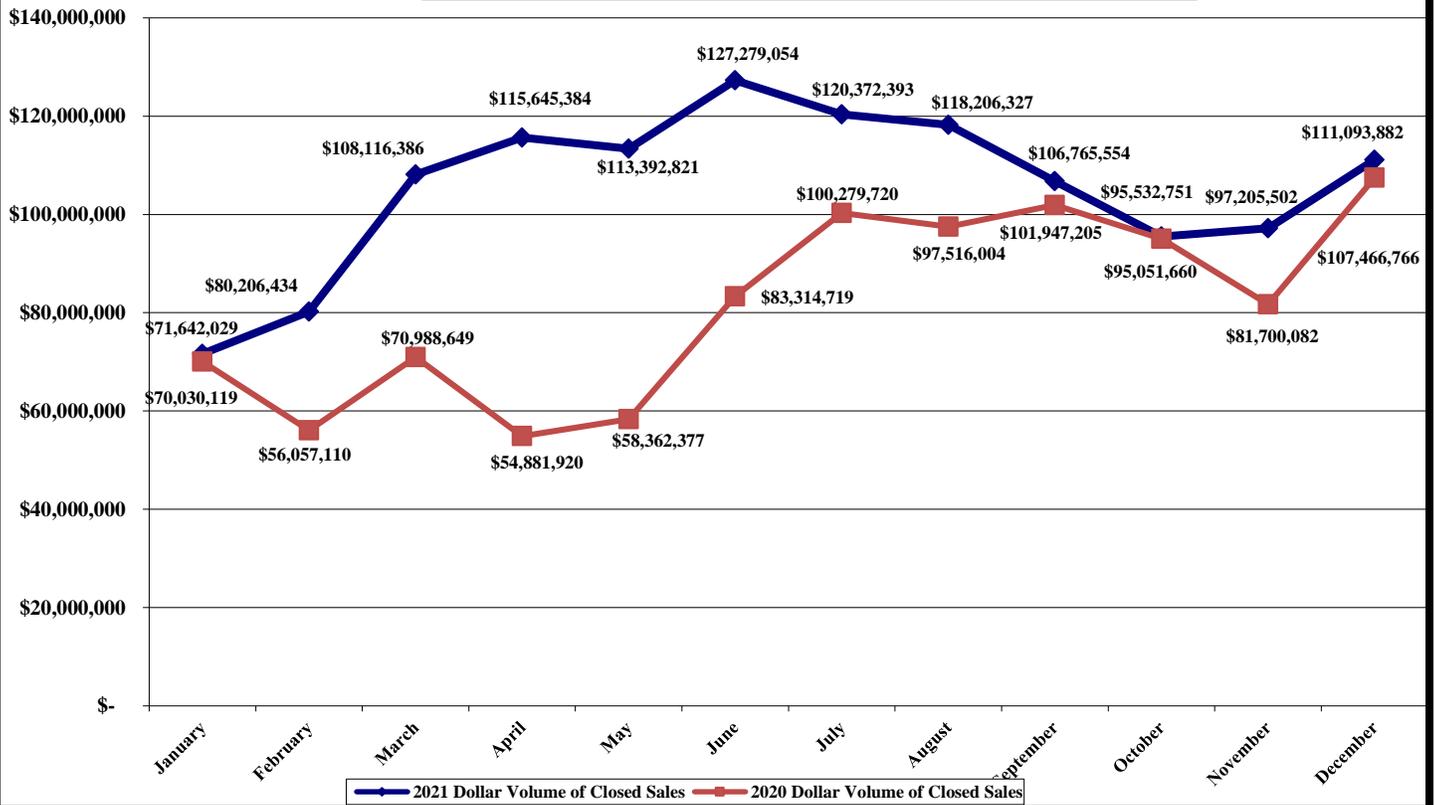
Average Sale Price, January - December 2021: \$261,891
 Average Sale Price, January - December 2020: \$212,791
 (% change in Average Sale Price: +23.07%)

Median Sold Price, January - December 2021: \$225,500
 Median Sold Price, January - December 2020: \$188,000
 (% change in Median Sold Price: +19.95%)

% of List Price to Sale Price, January - December 2021: 98.53%
 % of List Price to Sale Price, January - December 2020: 97.19%

<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.)	\$227,871,601	\$216,568,049	\$221,101,816	\$239,647,439	\$250,795,870	\$315,709,933
	+94.78%	+104.95%	+100.74%	+85.21%	+76.97%	+40.59%

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

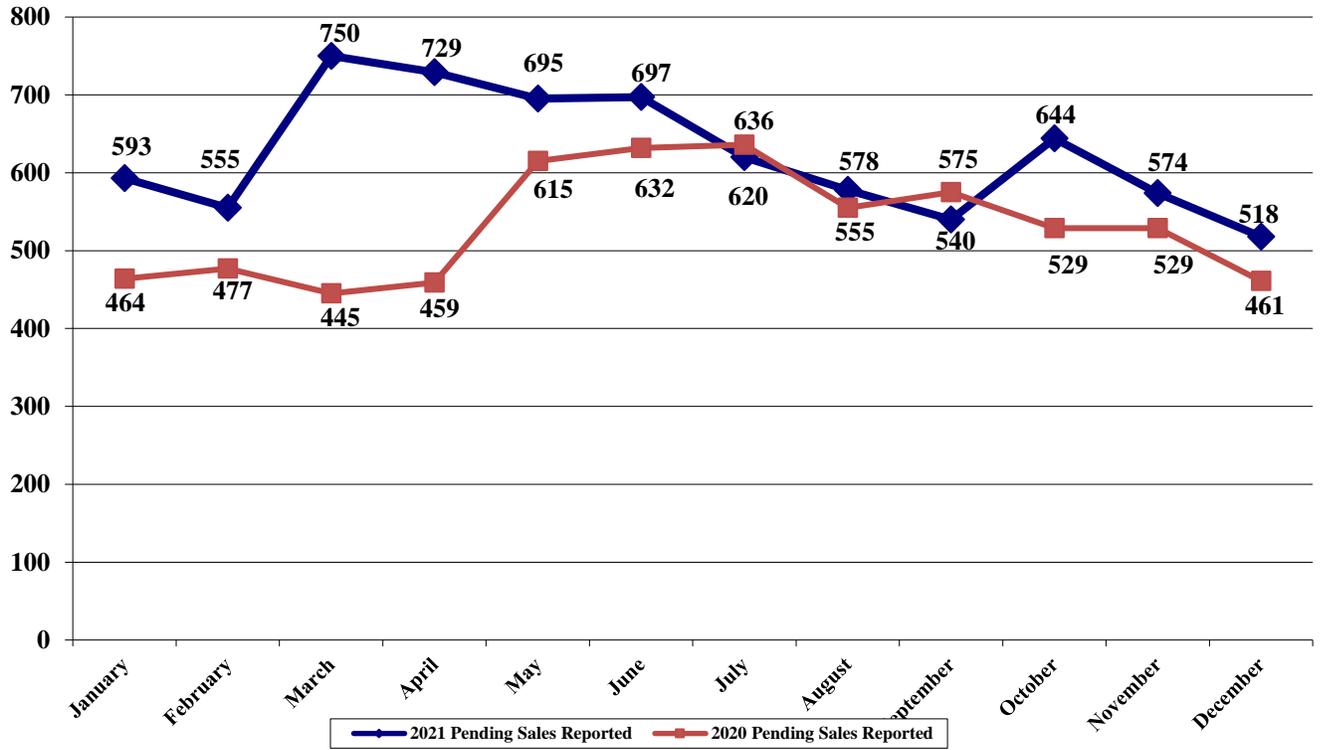


LAFAYETTE PARISH
 (Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>	
12/21: \$39,735,775	\$71,358,107	Dollar Volume of Closed Residential Sales, December 2021: \$111,093,882
12/20: \$26,050,955	\$81,415,811	Dollar Volume of Closed Residential Sales, December 2020: \$107,466,766
+52.53%	-12.35%	(% change for December: +03.38%)
		(% change from November 2021: +14.29%)
<u>New Const.</u>	<u>Re-sales</u>	
'21: \$318,815,055	\$946,643,462	Cumulative total January – December 2021: \$1,265,458,517
'20: \$247,026,824	\$730,569,507	Cumulative total January – December 2020: \$ 977,596,331
+29.06%	+29.58%	(% cumulative change: +29.45%)
'21: \$273,660	\$258,152	Average Sale Price, January - December 2021: \$261,891
'20: \$255,721	\$237,352	Average Sale Price, January - December 2020: \$241,739
+07.02%	+08.76%	(% change in Average Sale Price: +08.34%)
'21: \$242,500	\$217,000	Median Sold Price, January – December 2021: \$225,500
'20: \$220,325	\$196,650	Median Sold Price, January – December 2020: \$205,000
+10.06%	+10.35%	(% change in Median Sold Price: +10.00%)
'21: 100.04%	98.03%	% of List Price to Sale Price, January - December 2021: 98.53%
'20: 99.77%	96.92%	% of List Price to Sale Price, January - December 2020: 97.62%

<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 dollar volume as compared to prior years)	\$727,291,482	\$753,168,080	\$695,396,132	\$697,072,122	\$754,501,633	\$768,747,946
	+74.00%	+68.02%	+81.98%	+81.54%	+67.72%	+64.61%

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



Pending Sales as of January 8, 2022

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

Outside Lafayette Parish

Dec. '21: 169
 Dec. '20: 153
 (% chg: +10.46%)

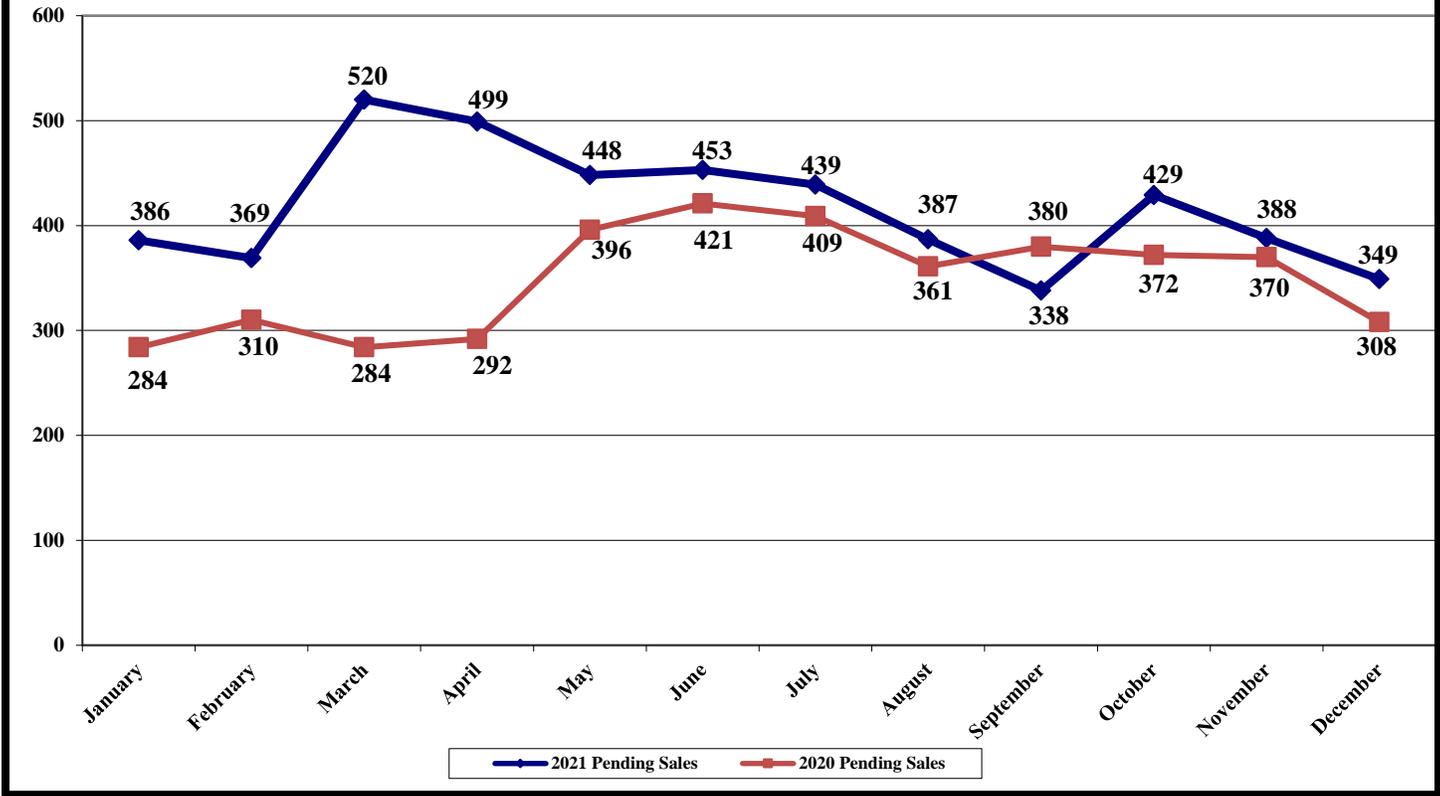
Number of Pending Home Sales Reported to MLS, December 2021: 518
Number of Pending Home Sales Reported to MLS, December 2020: 461
 (% change for December: +12.36%)

(% change from November 2021: -09.76%)

'21: 2,488
 '20: 2,185
 (% chg: +13.87%)

Cumulative total, January – December 2021: 7,493
Cumulative total, January – December 2020: 6,372
 (% cumulative change: +17.59%)

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



Pending sales as of January 8, 2022

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

New Const. Re-sales

12/21: 100 249
 12/20: 104 204
 -03.85% +22.06%

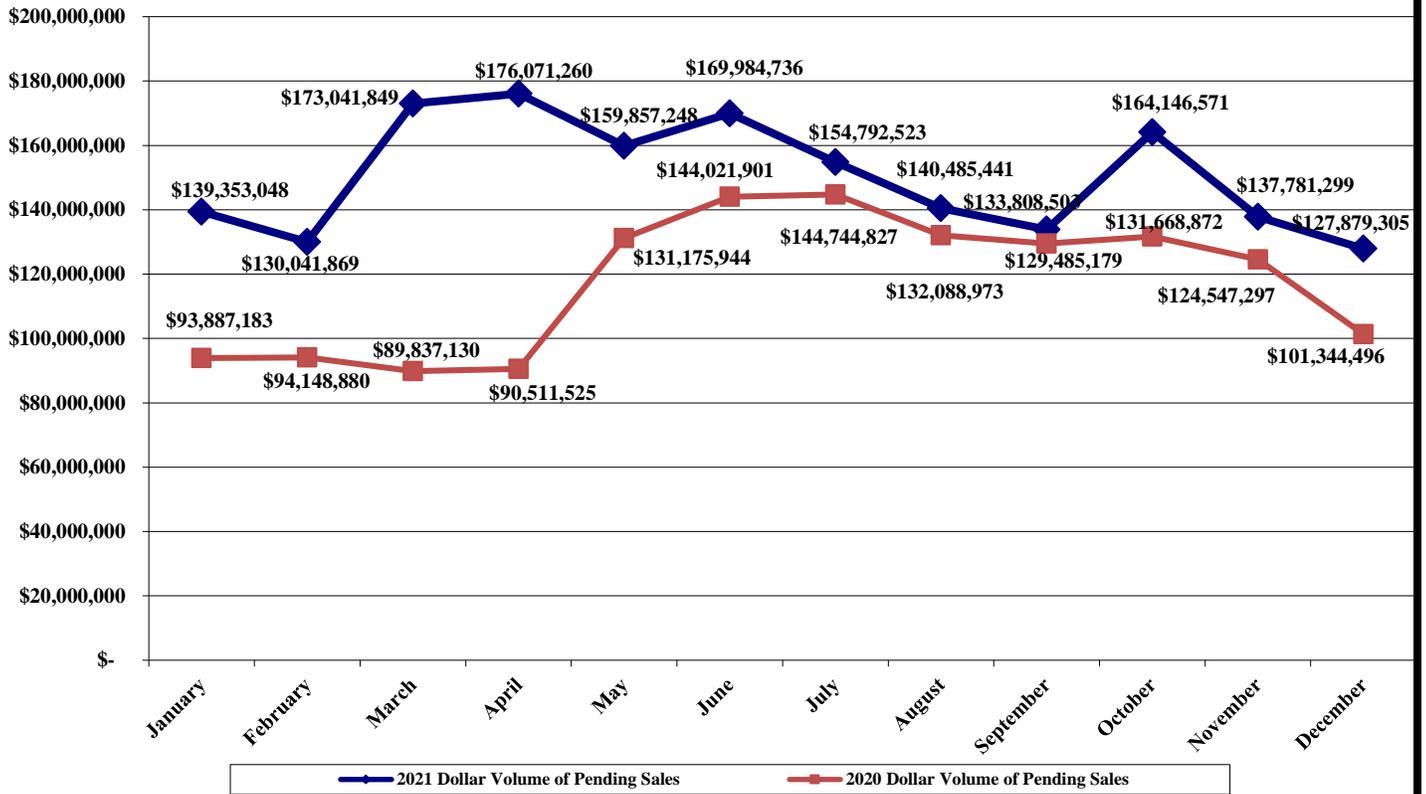
Number of Pending Home Sales Reported to MLS, December 2021: 349
Number of Pending Home Sales Reported to MLS, December 2020: 308
(% change for December: +13.31%)
(% change from November 2021: -10.05%)

New Const. Re-sales

*21: 1,316 3,689
 *20: 1,056 3,131
 +24.62% +17.82%

Cumulative total, January – December 2021: 5,005
Cumulative total, January – December 2020: 4,187
(% cumulative change: +19.54%)

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



Pending Sale dollar volume as of January 8, 2022

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

Dollar Volume of Pending Home Sales, December 2021: \$127,879,305

Dollar Volume of Pending Home Sales, December 2020: \$101,344,498

(% change for December: +26.18%)

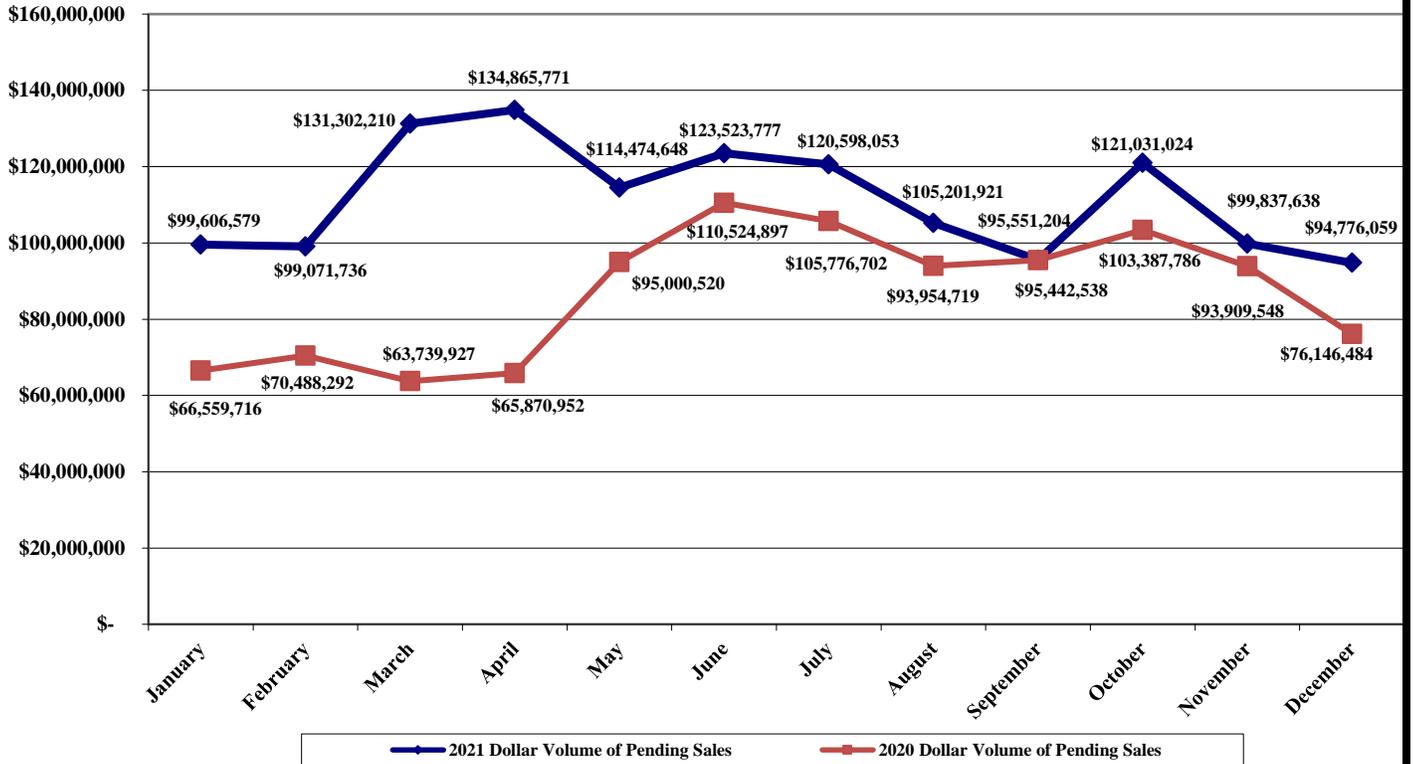
(% change from November 2021: -07.19%)

Cumulative total, January – December 2021: \$1,807,234,652

Cumulative total, January – December 2020: \$1,406,868,909

(% cumulative change: +28.46%)

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



Pending Sale dollar volume as of January 8, 2022

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

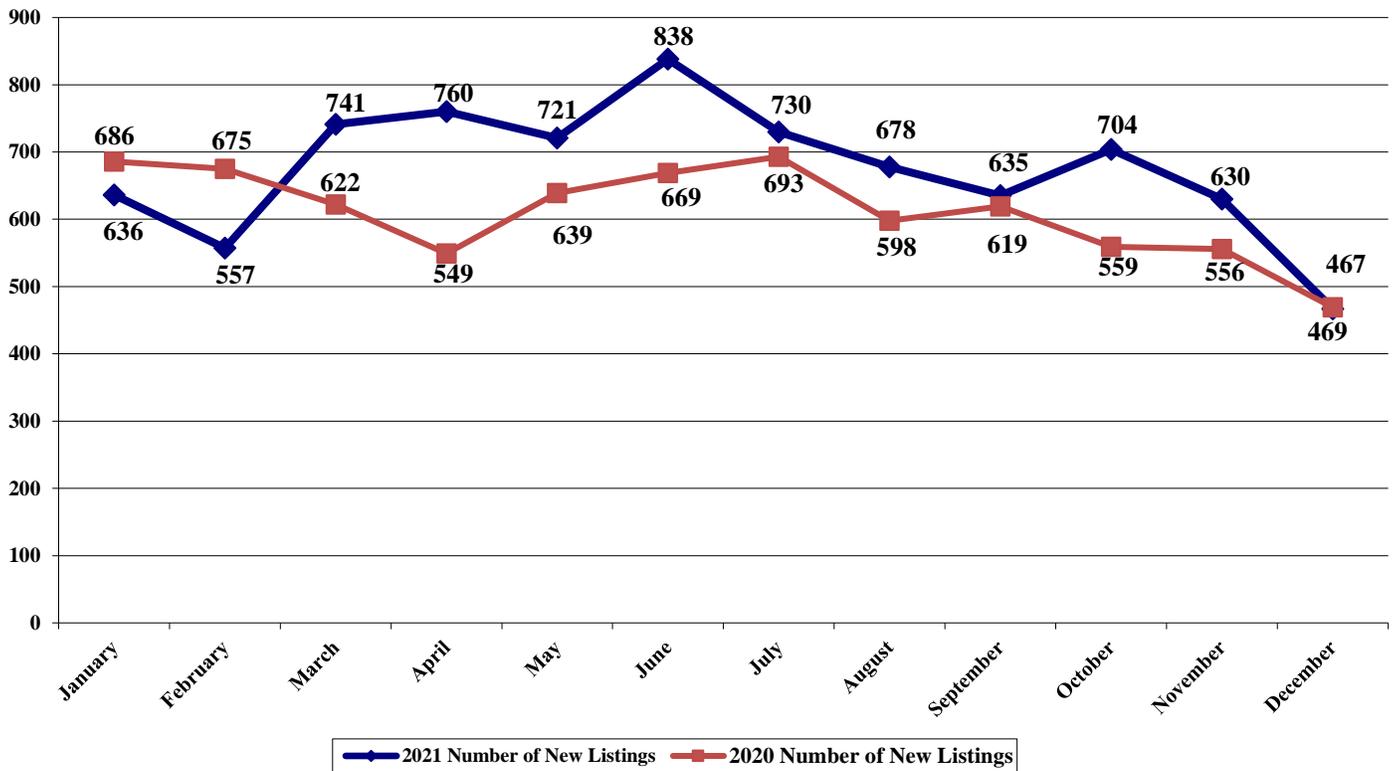
Dollar Volume of Pending Home Sales, December 2021: \$94,776,059
Dollar Volume of Pending Home Sales, December 2020: \$76,146,484
(% change for December: +24.47%)

(% change from November 2021: -05.07%)

Cumulative total, January – December 2021: \$1,339,840,620
Cumulative total, January – December 2020: \$1,040,802,081
(% cumulative change: +28.73%)

Number of New Residential Listings Reported to MLS

All "GEO" Areas/Parishes
January - December 2021 vs. 2020



New Listing count as of January 8, 2022

Outside Lafayette Parish

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

Dec. '21: 173
Dec. '20: 169
(% chg: +02.37%)

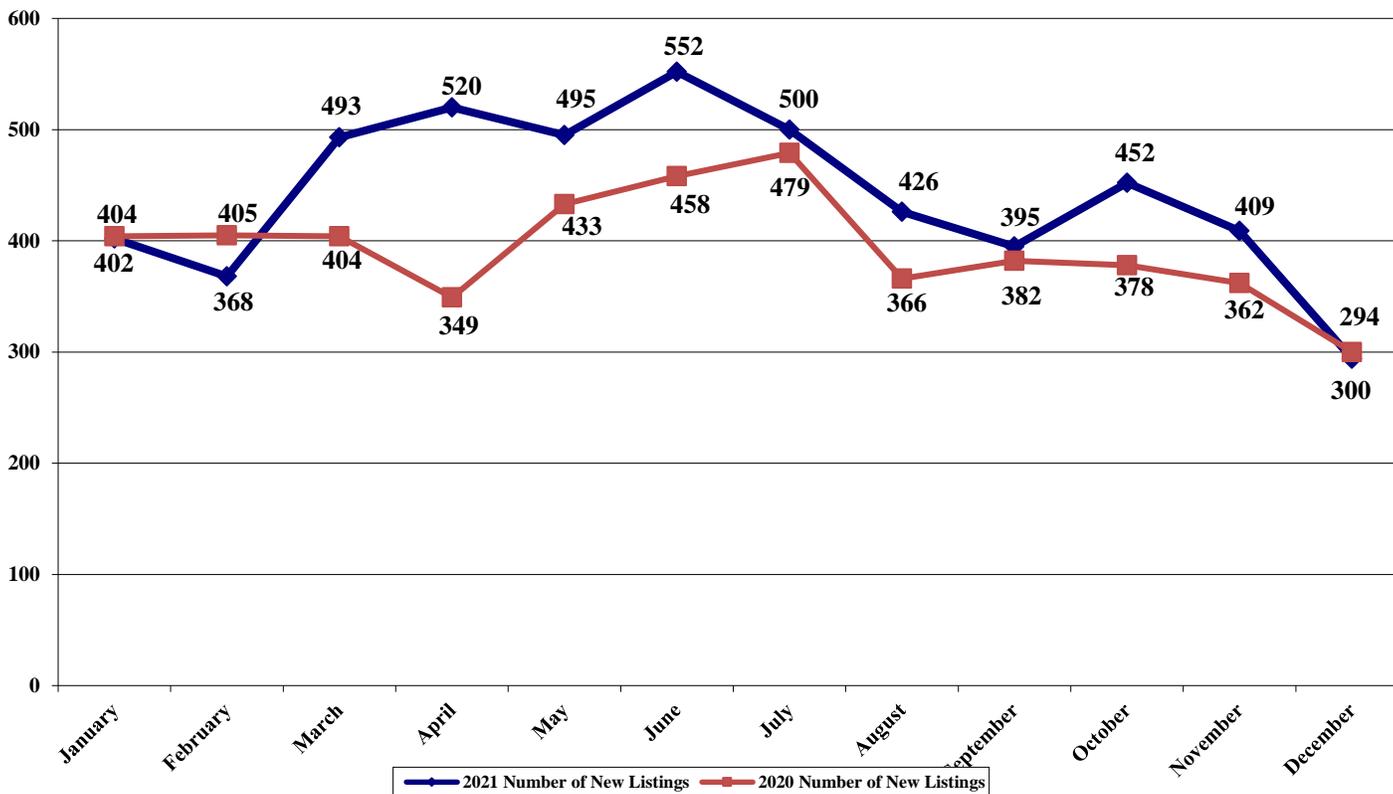
Number of New Residential Listings Reported to MLS, December 2021: 467
Number of New Residential Listings Reported to MLS, December 2020: 469
(% change for December: (-00.43%))

(% change from November 2021: -25.87%)

'21: 2,791
'20: 2,615
(% chg: +06.73%)

Cumulative total, January – December 2021: 8,097
Cumulative total, January – December 2020: 7,336
(% cumulative change: +10.37%)

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



New Listing count as of January 8, 2022

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

	<u>New Const.</u>	<u>Re-sales</u>
12/21:	85	209
12/20:	80	220
	+06.25%	-05.00%

Number of New Residential Listings Reported to MLS, December 2021: 294
Number of New Residential Listings Reported to MLS, December 2020: 300
(% change for December: -02.00%)

(% change from November 2021: -28.12%)

'21:	1,387	3,919
'20:	1,082	3,639
	+28.19%	+07.69%

Cumulative total, January – December 2021: 5,306
Cumulative total, January – December 2020: 4,721
(% cumulative change: +12.39%)

<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	4,181	4,604	4,622	4,894	5,101	4,683	4,721	5,306
# Sold	3,288	3,310	3,143	3,215	3,376	3,406	4,044	4,832
Ratio – New Listings/Sold	1.27:1	1.39:1	1.47:1	1.52:1	1.51:1	1.37:1	1.17:1	1.09:1
2019 % +/- over	+26.91%	+15.25%	+14.80%	+08.42%	+04.02%	+13.30%	+12.39%	

2021 Home Sales Outside Lafayette Parish

January – December 2021



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

January – December 2021 vs. January – December 2020

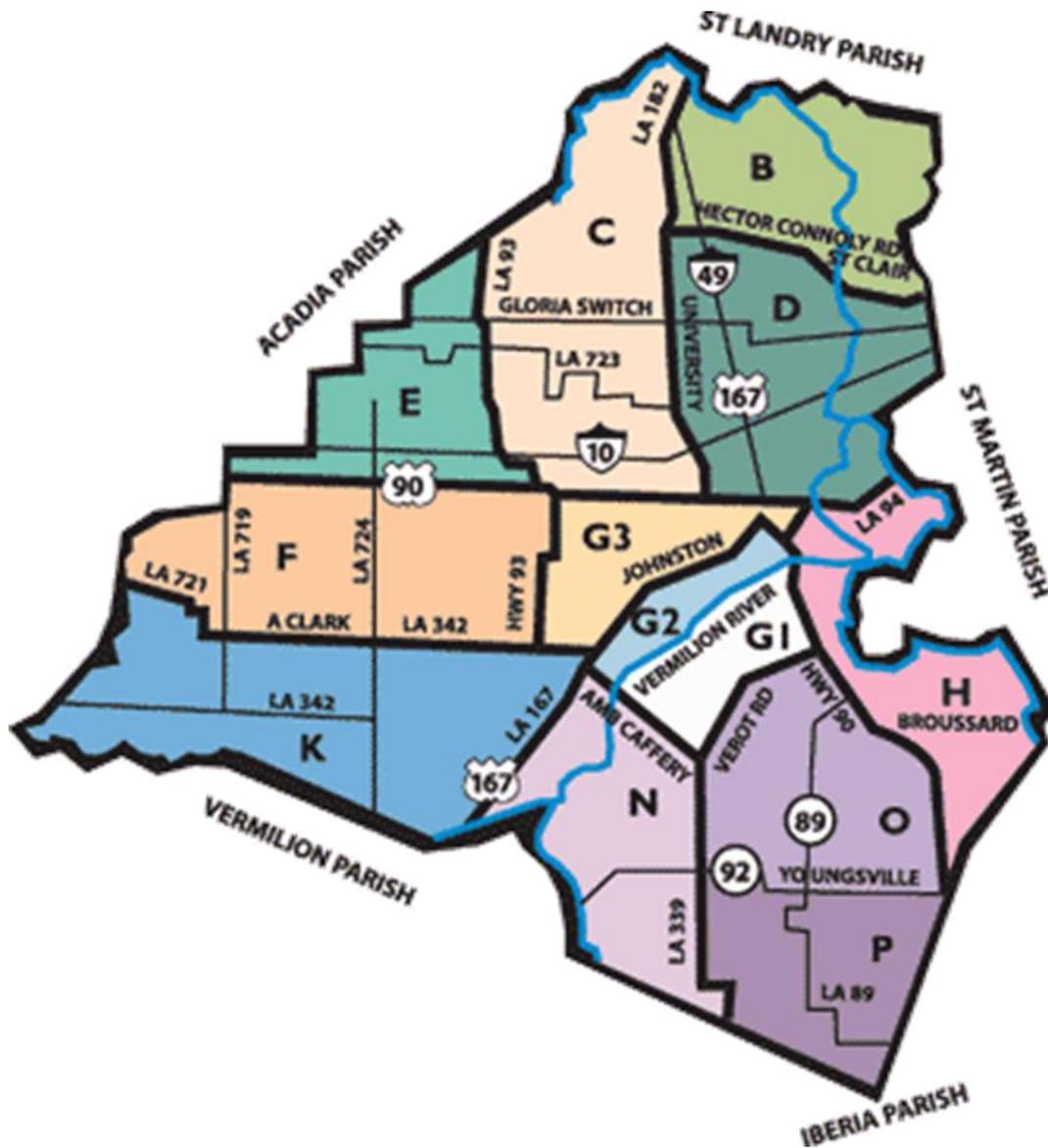
PARISH	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -
St. Landry	574	465	+23.4%	\$101,699,714	\$74,066,760	+37.3%
Iberia	518	439	+18.0%	\$ 91,478,036	\$64,559,368	+41.7%
Vermillion	470	384	+22.4%	\$ 90,306,878	\$64,023,167	+40.7%
St. Martin	386	345	+11.59%	\$ 78,002,526	\$61,141,409	+27.6%
Acadia	293	253	+15.8%	\$ 48,562,903	\$40,018,697	+21.4%
Evangeline	104	102	+02.0%	\$ 13,248,651	\$10,661,900	+24.3 %
St. Mary	84	77	+09.1%	\$ 12,494,850	\$12,010,700	+04.0%
Jeff Davis	09	46	- 80.4%	\$ 1,102,460	\$ 4,561,318	- 75.8%
Others	37	23		\$ 6,949,650	\$ 5,988,600	
TOTAL	2,475	2,134	+16.0%	\$443,845,668	\$337,031,919	+31.7%

January – December 2021 closed residential sales from the above parishes represent 33.9% of the total number of closed transactions reported to the MLS and 26.0% of the closed sale dollar volume. This compares with 34.5% of the total number of closed transactions reported to the MLS and 25.6% of the closed dollar volume as of January – December 2020.

PARISH	'21 Average Sale Price	'20 Average Sale Price	% + or -	'21 Median Sale Price	'20 Median Sale Price	% + or -
St. Martin	\$202,079	\$177,221	+14.0%	\$182,250	\$155,000	+17.6%
Vermillion	\$192,142	\$166,726	+15.2%	\$180,000	\$163,000	+10.4%
St. Landry	\$177,177	\$159,283	+11.2%	\$159,790	\$140,000	+14.1%
Iberia	\$176,598	\$147,060	+20.1%	\$150,250	\$130,000	+15.6%
Acadia	\$165,743	\$158,176	+04.8%	\$145,000	\$135,000	+07.4%
St. Mary	\$148,748	\$155,983	- 04.6%	\$128,475	\$137,500	-06.6%
Evangeline	\$127,390	\$104,526	+21.9%	\$116,250	\$ 92,500	+25.7%

2021 Lafayette Parish Home Sales by GEO Area

January – December 2021



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – December 2021 vs. January – December 2020

	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -	'21 Avg. Sale Price	'20 Avg. Sale Price	% + or -	# Mos. Supply
Area B	55	41	+34.2%	\$ 18,469,600	\$ 11,930,200	+54.8%	\$335,810	\$290,980	+15.4%	1.3 mos.
Area C	308	270	+14.1%	\$ 58,127,519	\$ 44,666,862	+30.1%	\$188,725	\$165,432	+14.1%	0.6 mos.
Area D	472	485	- 02.7%	\$ 92,298,815	\$ 88,456,396	+04.3%	\$191,908	\$182,384	+05.2%	1.3 mos.
Area E	65	39	+66.7%	\$ 15,073,405	\$ 7,283,500	+107.0%	\$231,898	\$186,756	+24.2%	2.4 mos.
Area F	213	182	+17.0%	\$ 45,348,601	\$ 34,492,910	+31.5%	\$212,904	\$189,521	+12.3%	1.5 mos.
Area G1	249	211	+18.0%	\$ 89,121,890	\$ 74,256,737	+20.0%	\$357,919	\$351,927	+01.7%	1.7 mos.
Area G2	355	265	+34.0%	\$108,862,034	\$ 69,471,903	+56.7%	\$306,653	\$262,158	+17.0%	2.1 mos.
Area G3	554	395	+40.3%	\$104,994,452	\$ 66,515,328	+57.9%	\$189,520	\$168,393	+12.6%	1.3 mos.
Area H	101	103	- 01.9%	\$ 24,182,750	\$ 22,555,225	+07.2%	\$239,433	\$218,982	+09.3%	0.8 mos.
Area K	241	167	+44.3%	\$ 53,365,641	\$ 36,282,213	+47.1%	\$221,434	\$217,258	+01.9%	0.8 mos.
Area N	645	526	+22.6%	\$205,218,119	\$161,067,408	+27.4%	\$318,167	\$306,211	+03.9%	1.0 mos.
Area O	992	875	+13.4%	\$289,340,074	\$239,386,745	+20.9%	\$291,673	\$273,584	+06.6%	1.0 mos.
Area P	582	485	+20.0%	\$161,055,617	\$121,230,904	+32.8%	\$276,727	\$249,960	+10.7%	1.3 mos.
TOTAL	4,832	4,044	+19.5%	\$1,265,458,517	\$977,596,331	+29.5%	\$261,891	\$241,739	+08.3%	1.2 mos.

Lafayette North (Areas B,C,D,E): 900 sales in 2021 vs.835 in 2020 – 7.8% increase/\$183,969,339 in 2021 sale \$ volume vs \$152,336,958 in 2020 – 20.8% increase (18.6% of total sales/14.6% of total \$ volume)
West Lafayette (Areas F,K): 454 sales in 2021 vs. 349 in 2020 – 30.1% increase/\$98,714,242 in 2021 sale \$ volume vs. \$70,775,123 in 2020 – 39.5% increase (9.4% of total sales/7.8% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 1,158 sales in 2021 vs.871 in 2020 – 33.0% increase/\$302,978,376 in 2021 vs. \$210,243,968 in 2020 – 44.1% increase (24.0% of total sales/23.9% of total \$ volume)
South Lafayette (Areas N, O, P): 2,219 sales in 2021 vs 1,886 in 2020 – 17.7% increase/\$655,613,810 in 2021 vs. \$521,685,057 in 2020 – 25.7% increase (45.9% of total sales/51.8% of total \$ volume)
East Lafayette (Area H): (2.1% of total sales/1.9% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area January – December 2021 vs. January – December 2020

	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -	'21 Avg. Sale Price	'20 Avg. Sale Price	% +or -	# Mos. Supply
Area B	49	33	+48.5%	\$ 15,595,700	\$ 8,730,200	+78.6%	\$318,279	\$264,551	+20.3%	1.2 mos.
Area C	262	231	+13.4%	\$ 48,432,324	\$ 37,043,268	+30.8%	\$184,856	\$160,360	+15.53%	0.5 mos.
Area D	294	264	+11.4%	\$ 54,718,515	\$ 43,714,419	+25.2%	\$186,117	\$165,584	+12.4%	1.6 mos.
Area E	45	36	+25.0%	\$ 10,704,405	\$ 6,759,200	+58.4%	\$237,875	\$187,755	+26.7%	1.1 mos.
Area F	153	148	+03.4%	\$ 30,498,411	\$ 28,044,199	+08.8%	\$199,336	\$189,487	+05.2%	0.7 mos.
Area G1	232	206	+20.7%	\$ 84,664,308	\$ 73,181,937	+15.7%	\$364,932	\$355,252	+02.7%	1.8 mos.
Area G2	353	262	+34.7%	\$107,082,902	\$ 68,863,003	+55.5%	\$303,350	\$262,835	+15.4%	1.7 mos.
Area G3	489	370	+32.2%	\$ 88,211,638	\$ 61,718,296	+42.9%	\$180,391	\$166,806	+08.1%	1.3 mos.
Area H	95	80	+18.8%	\$ 22,690,150	\$ 15,937,195	+42.4%	\$238,843	\$199,214	+19.9%	0.8 mos.
Area K	143	104	+37.5%	\$ 29,847,921	\$ 21,142,375	+41.2%	\$208,726	\$203,292	+02.7%	0.8 mos.
Area N	518	433	+19.6%	\$167,606,882	\$131,753,145	+27.2%	\$323,565	\$304,279	+06.3%	0.9 mos.
Area O	713	655	+08.9%	\$198,554,485	\$169,674,418	+17.0%	\$278,477	\$259,044	+07.5%	0.7 mos.
Area P	321	256	+25.4%	\$ 88,035,821	\$ 64,007,852	+37.5%	\$274,254	\$250,030	+09.7%	0.6 mos.
TOTAL	3,667	3,078	+19.1%	\$946,643,462	\$730,569,507	+29.6%	\$258,152	\$237,352	+08.8%	1.0 mos.

Lafayette North (Areas B,C,D,E): 650 sales in 2021 vs.564 in 2020– 15.3% increase/\$129,450,944 in 2021 sale \$ volume vs \$96,247,087 in 2020 – 34.5% increase (17.7% of total sales/13.6% of total \$volume)
West Lafayette (Areas F,K): 296 sales in 2021 vs. 252 in 2020 – 17.5% increase/\$60,346,332 in 2021 sale \$ volume vs. \$49,186,574 in 2020 – 22.7% increase (8.1% of total sales/6.4% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 1,074 sales in 2021 vs. 838 in 2020 – 28.2% increase/\$279,958,848 in 2021 vs. \$203,763,236 in 2020 – 37.4% increase (29.3% of total sales/29.6% of total \$volume)
South Lafayette (Areas N, O, P): 1,552 sales in 2021 vs 1,344 in 2020 – 15.5% increase/\$454,197,188 in 2021 vs. \$365,435,415 in 2020 – 24.3% increase (42.3% of total sales/48.0% of total \$ volume)
East Lafayette (Area H): (2.6% of total sales/2.4% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – December 2021 vs. January – December 2020

	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -	'21 Avg. Sale Price	'20 Avg. Sale Price	% +or -	# Mos. Supply
Area B	06	08	- 25.0%	\$ 2,873,900	\$ 3,200,000	- 10.2%	\$478,983	\$400,000	+19.8%	2.0 mos.
Area C	46	39	+18.0%	\$ 9,695,195	\$ 7,623,594	+27.2%	\$210,765	\$195,476	+07.8%	1.0 mos.
Area D	178	221	- 18.5%	\$37,580,300	\$ 44,741,977	- 16.0%	\$211,125	\$202,452	+04.3%	2.6 mos.
Area E	20	03	+566.7%	\$ 4,369,000	\$ 524,300	+733.3%	\$218,450	\$174,766	+25.0%	2.4 mos.
Area F	60	34	+76.5%	\$14,850,190	\$ 6,448,711	+130.3%	\$247,503	\$189,667	+30.5%	1.8 mos.
Area G1	17	05	+240.0%	\$ 4,457,582	\$ 1,074,800	+314.7%	\$262,210	\$214,960	+22.0%	0.0 mos.
Area G2	02	03	- 22.2%	\$ 1,779,132	\$ 608,900	+192.2%	\$889,566	\$202,966	+338.3%	60.0 mos.
Area G3	65	25	+160.0%	\$16,782,814	\$ 4,797,032	+249.9%	\$258,197	\$191,881	+34.6%	1.1 mos.
Area H	06	23	- 73.9%	\$ 1,492,600	\$ 6,618,030	- 77.5%	\$248,766	\$287,740	- 13.5%	2.0 mos.
Area K	98	63	+55.5%	\$ 23,517,720	\$ 15,139,838	+55.3%	\$239,976	\$240,314	- 00.1%	1.2 mos.
Area N	127	93	+36.6%	\$ 37,611,237	\$ 29,314,263	+28.3%	\$296,151	\$315,207	- 06.0%	1.5 mos.
Area O	279	220	+26.8%	\$ 90,785,589	\$ 69,712,327	+30.2%	\$325,396	\$316,874	+02.7%	1.8 mos.
Area P	261	229	+14.0%	\$ 73,019,796	\$ 57,223,052	+27.6%	\$279,769	\$249,882	+12.0%	2.3 mos.
TOTAL	1,165	966	+20.6%	\$318,815,055	\$247,026,824	+29.1%	\$273,660	\$255,721	+07.0%	1.8 mos.

Lafayette North (Areas B,C,D,E): 250 sales in 2021 vs. 271 in 2020 – 7.8% decrease/\$54,518,395 in 2021 sale \$ volume vs \$56,089,871 in 2020 – 2.8% decrease (21.5% of total sales/17.1% of total \$ volume)
West Lafayette (Areas F,K): 158 sales in 2021 vs. 97 in 2020 – 62.9% increase/\$38,367,910 in 2021 sale \$ volume vs. \$21,588,549 in 2020 – 78.0% increase (13.6% of total sales/12.0% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 84 sales in 2021 vs. 33 in 2020 – 154.6% increase/\$23,019,528 in 2021 vs. \$6,480,732 in 2020 – 255.2% increase (7.2% of total sales/7.2% of total \$ volume)
South Lafayette (Areas N, O, P): 667 sales in 2021 vs 542 in 2020 – 23.1% increase/\$201,416,622 in 2021 vs. \$156,249,642 in 2020 – 28.9% increase (57.3% of total sales/63.2% of total \$ volume)
East Lafayette (Area H): (0.4% of total sales/0.5% of total \$ volume)