

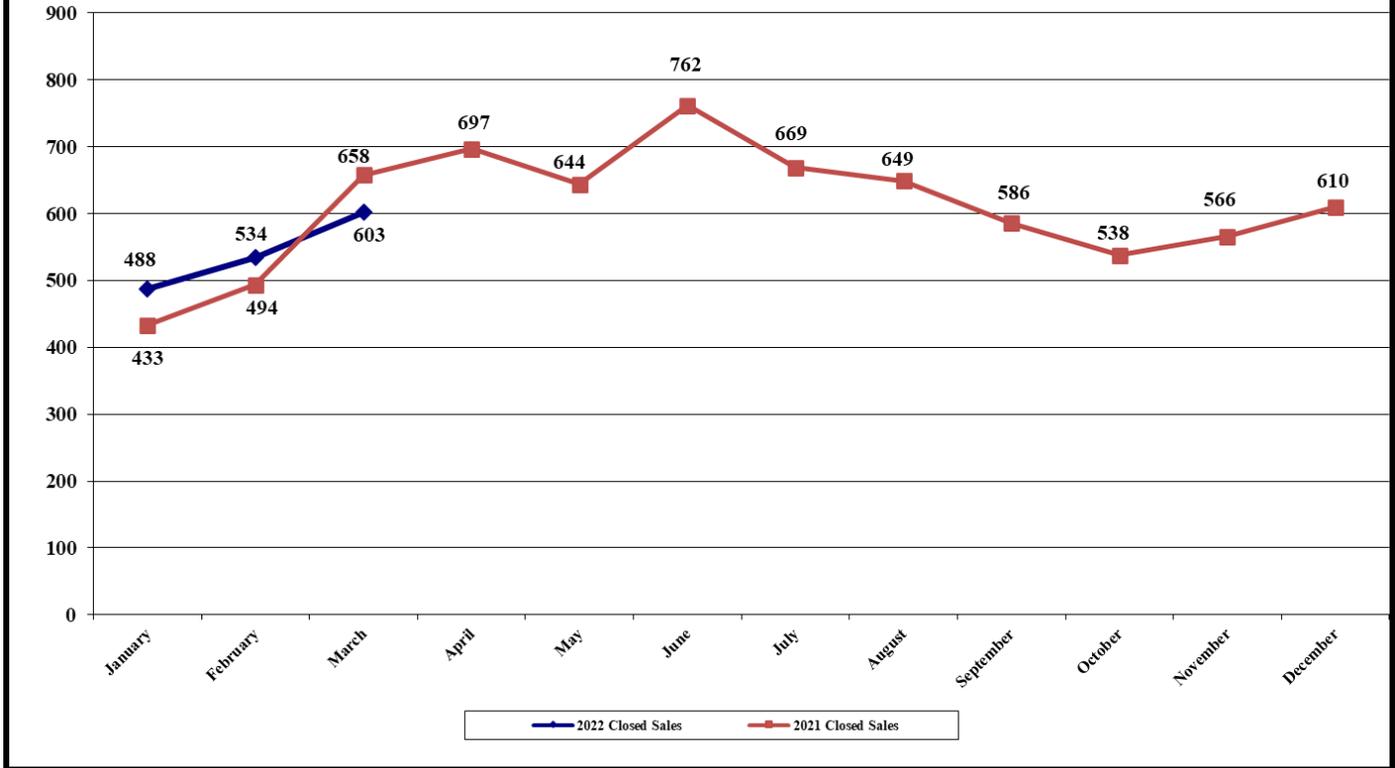


The Acadiana Residential Real Estate Market Report

January – March 2022

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



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

Outside Lafayette Parish

Mar. '22: 227
 Mar. '21: 245
 (% chg: -07.35%)

Number of Closed Home Sales Reported to MLS, March 2022: 603
Number of Closed Home Sales Reported to MLS, March 2021: 658
 (% change for March: -08.36%)

(% change from February 2022: +12.92%)

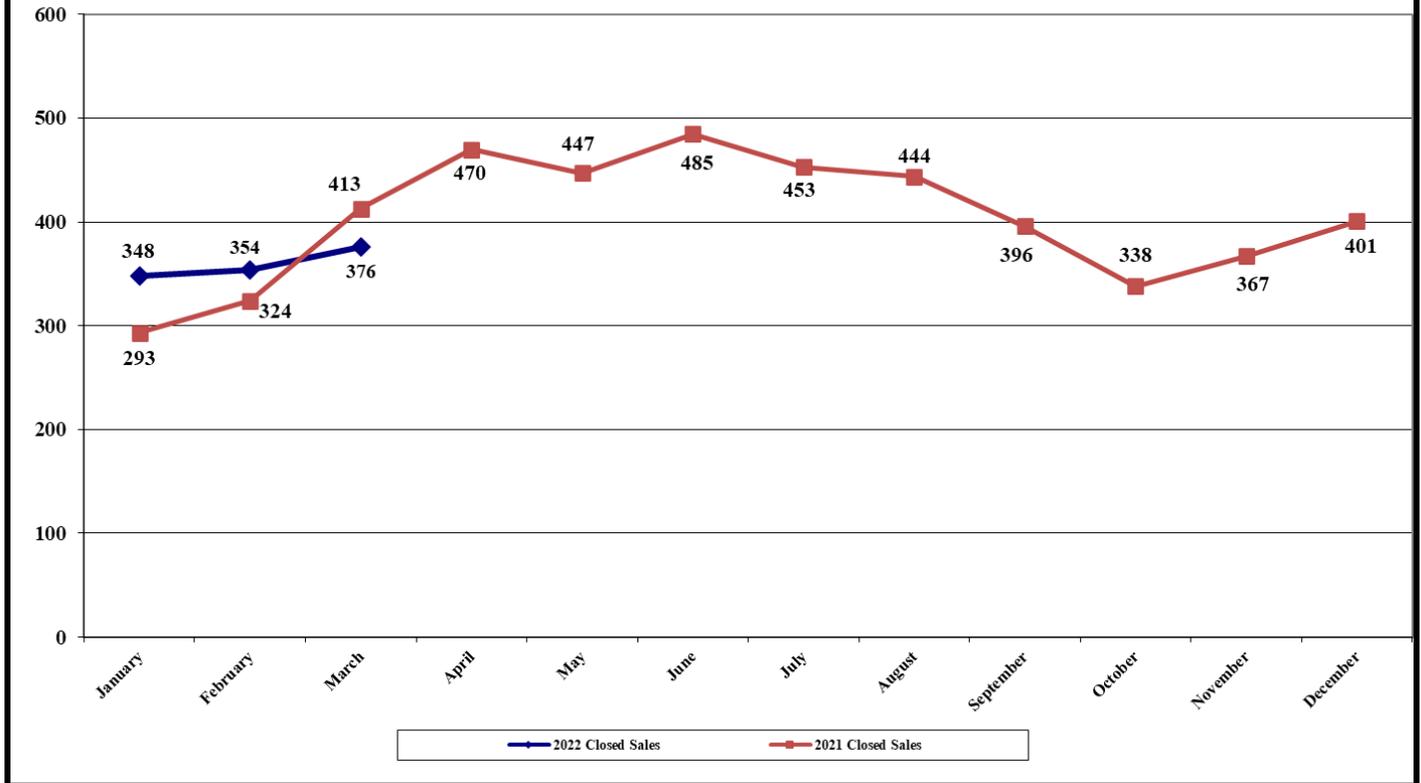
'22: 547
 '21: 555
 (% chg: -01.44%)

Cumulative total, January – March 2022: 1,625
Cumulative total, January – March 2021: 1,585
 (% cumulative change: +02.52%)

Average Days on Market, January - March 2022: 37
Average Days on Market, January – March 2021: 65
 (Change for January - March: -28 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 sales <u>outside</u> Lafayette Parish as compared to prior year's sales)	360	391	410	388	505	519
	+51.94%	+39.90%	+33.41%	+40.98%	+08.32%	+05.39%

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



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

<u>New Const.</u>	<u>Re-sales</u>
03/22: 84	292
03/21: 101	312
-16.83%	-06.41%

Number of Closed Home Sales Reported to MLS, March: 2022: 376
Number of Closed Home Sales Reported to MLS, March: 2021: 413
(% change for March: -08.96%)

(% change from February 2022: +06.21%)

<u>New Const.</u>	<u>Re-sales</u>
'22: 287	791
'21: 276	754
+03.99%	+04.91%

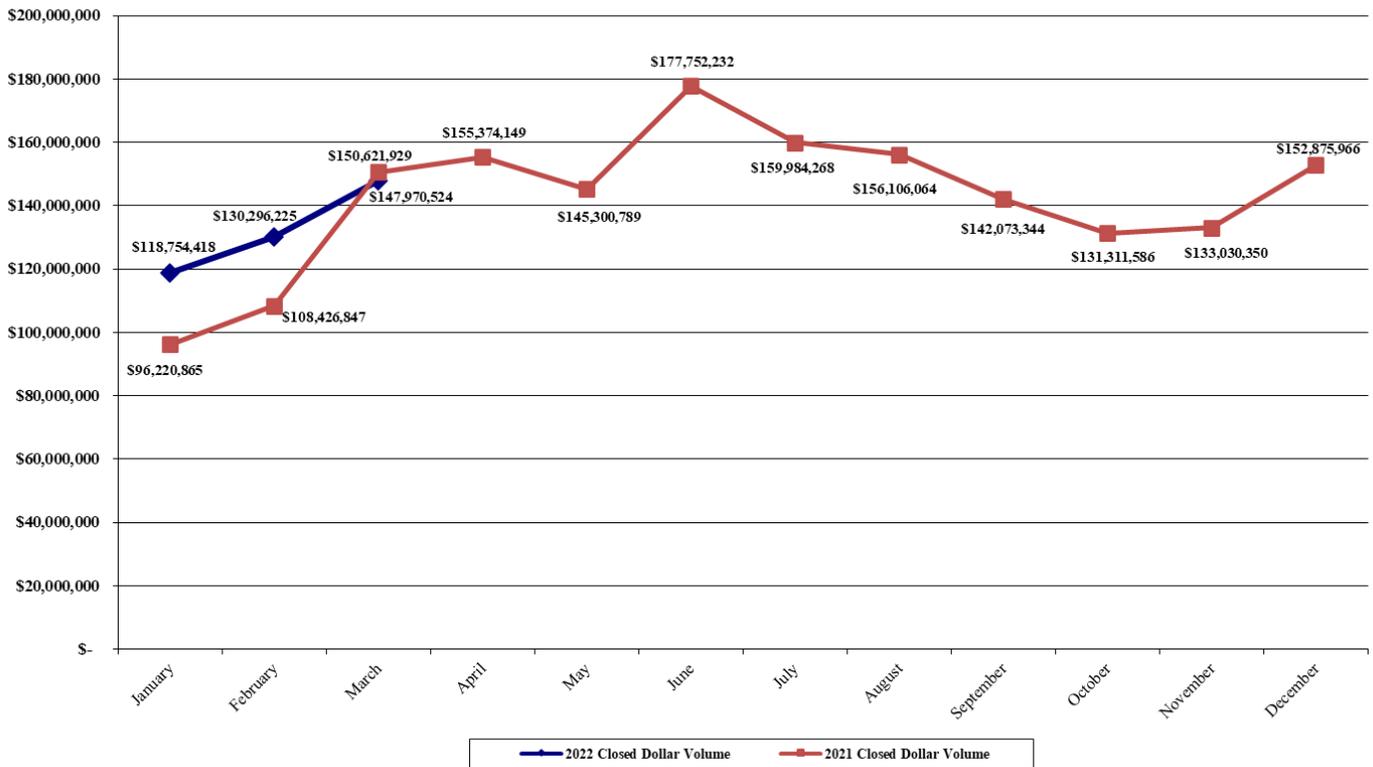
Cumulative total, January – March 2022: 1,078
Cumulative total, January – March 2021: 1,030
(% cumulative change: +04.66%)

'22: 36 days	27 days
'21: 67 days	51 days
-31 days	-24 days

Average Days on Market, January – March 2022: 29
Average Days on Market, January – March 2021: 55
(Change for January - March: -26 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 compared to prior year's sales)	694	652	726	705	723	858
	+55.33%	+65.34%	+48.48%	+52.91%	+49.10%	+25.64%

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



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

Outside Laf. Parish

03/22: \$ 44,459,591
 03/21: \$ 42,505,543
 (% chg.: +04.60%)

'22: \$104,615,256
 '21: \$ 95,304,792
 (% chg.: +09.77%)

'22: \$191,252
 '21: \$171,720
 (% chg.: +11.37%)

Dollar Volume of Closed Residential Sales, March 2022: \$147,970,524
 Dollar Volume of Closed Residential Sales, March 2021: \$150,621,929
 (% change for March: -01.76%)

(% change from February 2022: +13.56%)

Cumulative total January – March 2022: \$ 397,021,167
 Cumulative total January – March 2021: \$ 355,269,641
 (% cumulative change: +11.75%)

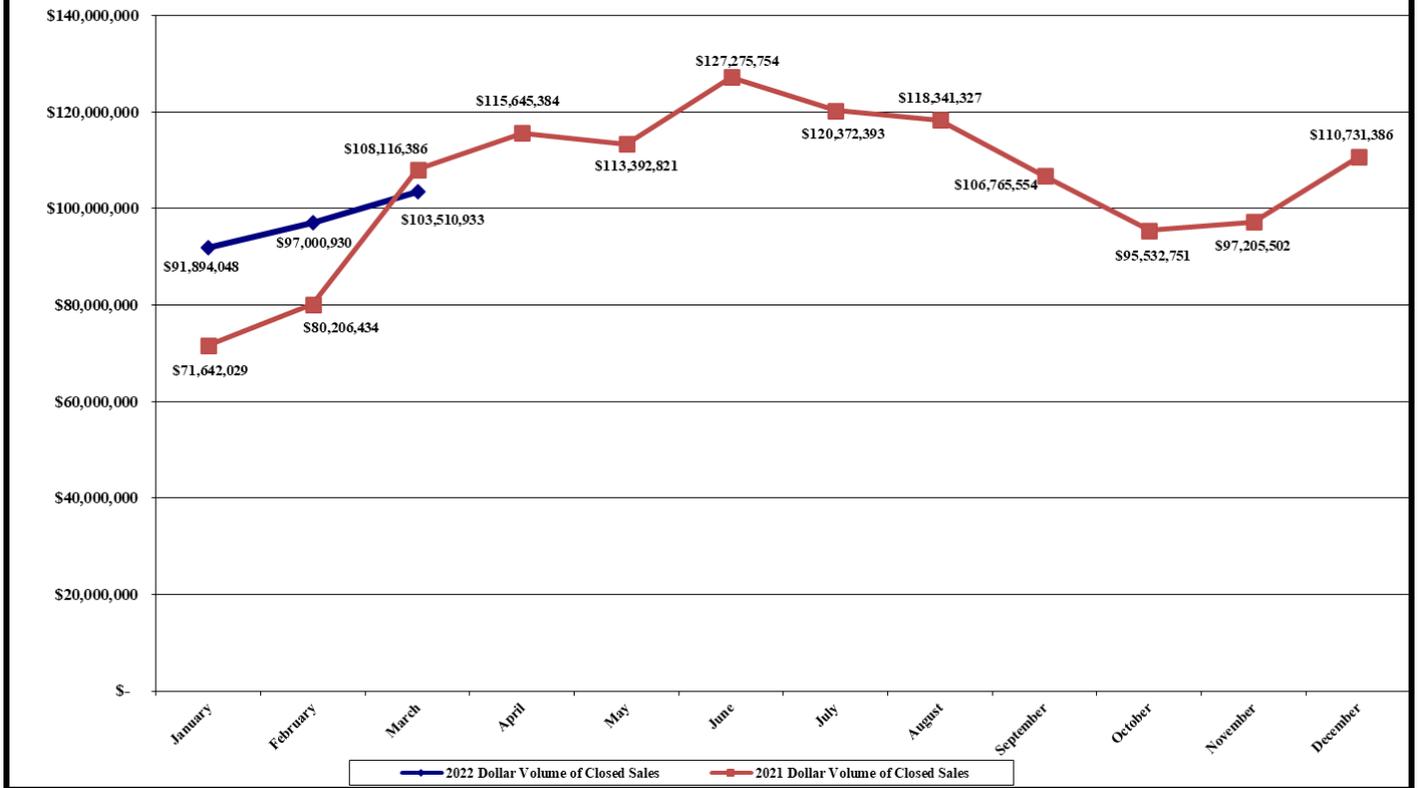
Average Sale Price, January - March 2022: \$244,320
 Average Sale Price, January - March 2021: \$224,144
 (% change in Average Sale Price: +09.00%)

Median Sold Price, January - March 2022: \$225,000
 Median Sold Price, January - March 2021: \$201,000
 (% change in Median Sold Price: +11.94%)

% of List Price to Sale Price, January - March 2022: 97.89%
 % of List Price to Sale Price, January - March 2021: 97.71%

<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.)	\$46,911,899	\$49,941,586	\$54,360,838	\$49,678,762	\$70,170,618	\$71,983,993
	+123.00%	+109.48%	+92.45%	+110.58%	+49.09%	+45.33%

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

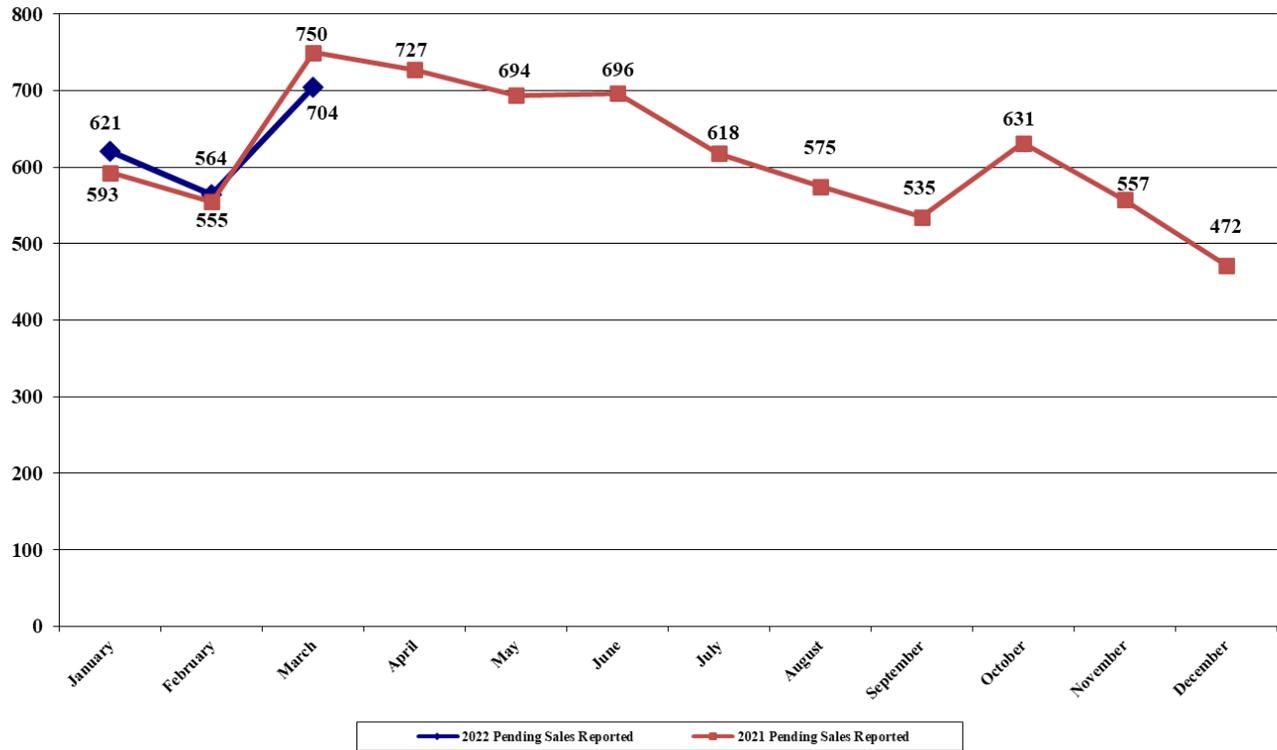


LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>	
03/22: \$25,674,261	\$77,836,672	Dollar Volume of Closed Residential Sales, March 2022: \$103,510,933
03/21: \$25,104,481	\$83,011,905	Dollar Volume of Closed Residential Sales, March 2021: \$108,116,386
+02.27%	-06.23%	(% change for March: -04.26%)
		(% change from February 2022: +06.71%)
<u>New Const.</u>	<u>Re-sales</u>	Cumulative total January – March 2022: \$292,405,911
'21: \$83,250,153	\$209,155,758	Cumulative total January – March 2021: \$259,964,849
'20: \$72,014,536	\$187,950,313	(% cumulative change: +12.48%)
+15.60%	+11.28%	
'22: \$290,070	\$264,419	Average Sale Price, January - March 2022: \$271,248
'21: \$260,922	\$249,270	Average Sale Price, January - March 2021: \$252,393
+11.17%	+06.08%	(% change in Average Sale Price: +07.47%)
'22: \$257,900	\$226,000	Median Sold Price, January – March 2022: \$240,000
'21: \$228,830	\$210,000	Median Sold Price, January – March 2021: \$218,000
+12.70%	+07.62%	(% change in Median Sold Price: +10.09%)
'21: 100.26%	97.90%	% of List Price to Sale Price, January - March 2022: 98.56%
'20: 99.92%	97.41%	% of List Price to Sale Price, January - March 2021: 98.10%

<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 dollar volume as compared to prior years)	\$153,810,244	\$140,446,469	\$150,562,614	\$155,685,930	\$158,617,575	\$197,075,878
	+90.11%	+108.20%	+94.21%	+87.82%	+84.35%	+48.37%

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



Pending Sales as of April 10, 2022

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

Outside Lafayette Parish

Mar. '22: 246
 Mar. '21: 230
 (% chg: +06.96%)

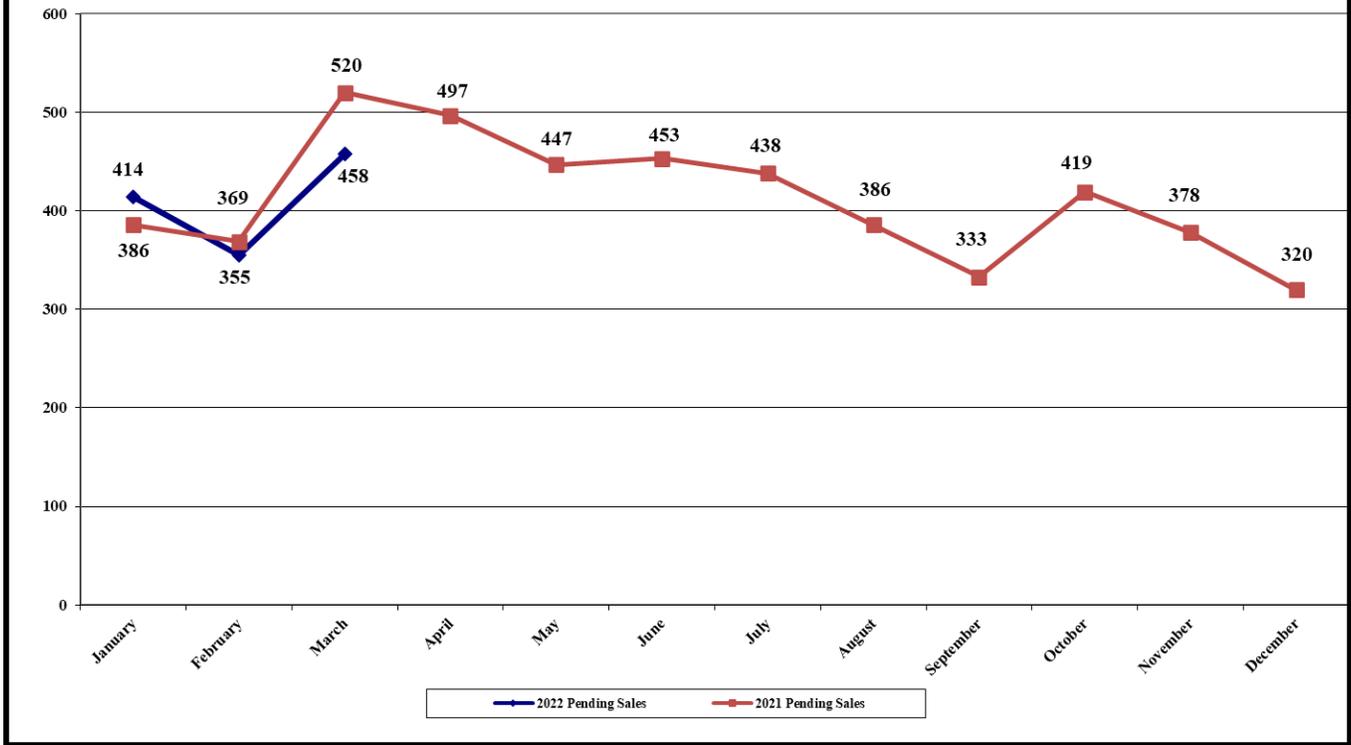
Number of Pending Home Sales Reported to MLS, March 2022: 704
Number of Pending Home Sales Reported to MLS, March 2021: 750
 (% change for March: -06.13%)

(% change from February 2022: +24.82%)

'22: 662
 '21: 623
 (% chg: +06.26%)

Cumulative total, January – March 2022: 1,889
Cumulative total, January – March 2021: 1,898
 (% cumulative change: -00.47%)

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



Pending sales as of April 10, 2022

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

New Const. Re-sales

03/22: 115 343
 03/21: 130 390
 -11.54% -12.05%

Number of Pending Home Sales Reported to MLS, March 2022: 458
Number of Pending Home Sales Reported to MLS, March 2021: 520
 (% change for March: -11.92%)

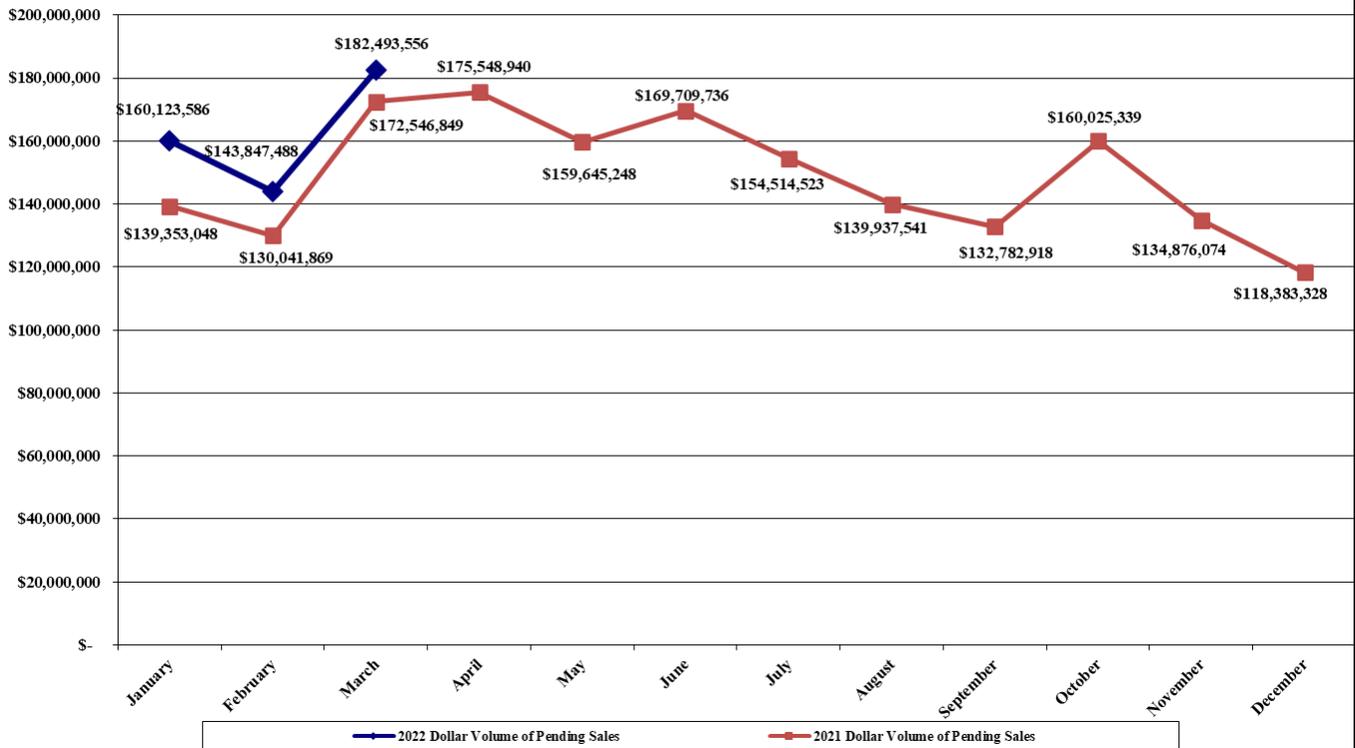
(% change from February 2022: +29.01%)

New Const. Re-sales

'22: 339 888
 '21: 363 912
 -06.61% -02.63%

Cumulative total, January – March 2022: 1,227
Cumulative total, January – March 2021: 1,275
 (% cumulative change: -03.76%)

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



Pending Sale dollar volume as of April 10, 2022

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

Dollar Volume of Pending Home Sales, March 2022: \$182,493,556

Dollar Volume of Pending Home Sales, March 2021: \$172,546,849

(% change for March: +05.76%)

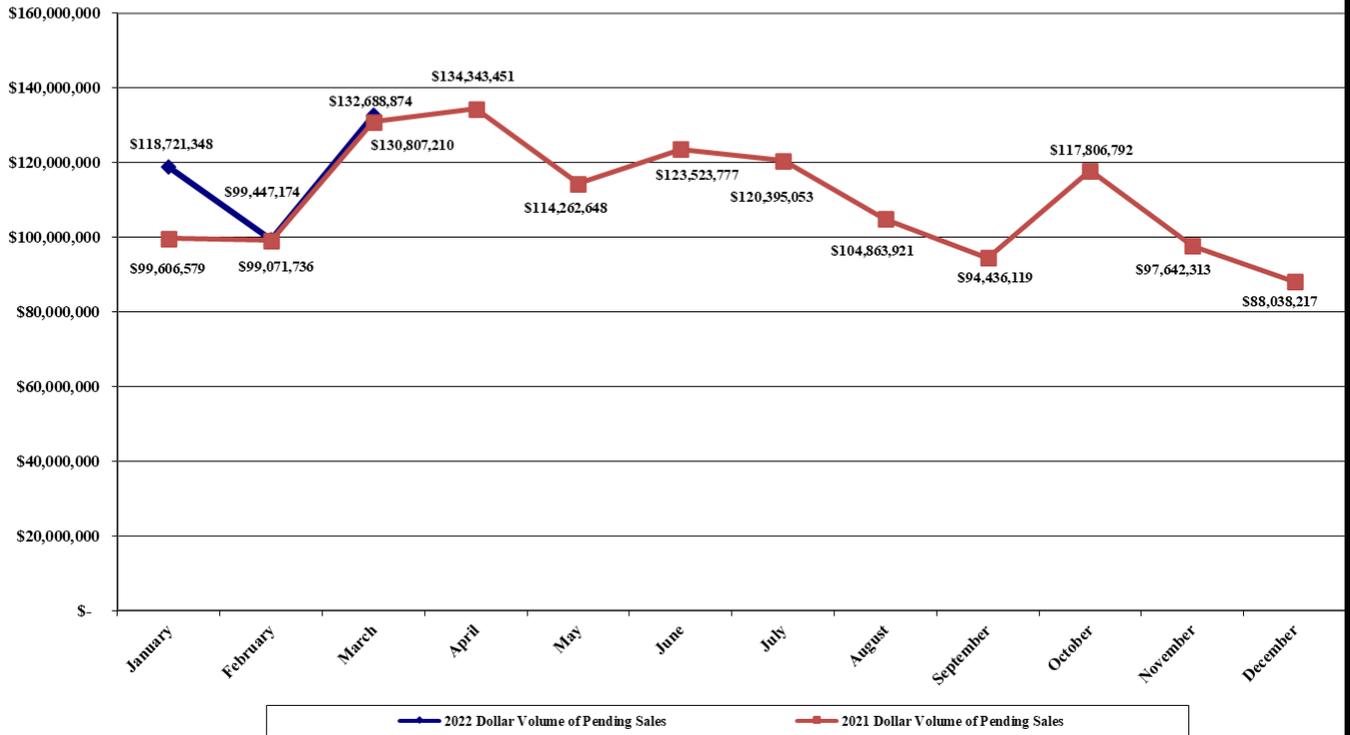
(% change from February 2022: +26.87%)

Cumulative total, January – March 2022: \$486,464,630

Cumulative total, January – March 2021: \$441,941,766

(% cumulative change: +10.07%)

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



Pending Sale dollar volume as of April 10, 2022

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

Dollar Volume of Pending Home Sales, March 2022: \$132,688,874

Dollar Volume of Pending Home Sales, March 2021: \$130,807,210

(% change for March: +01.44%)

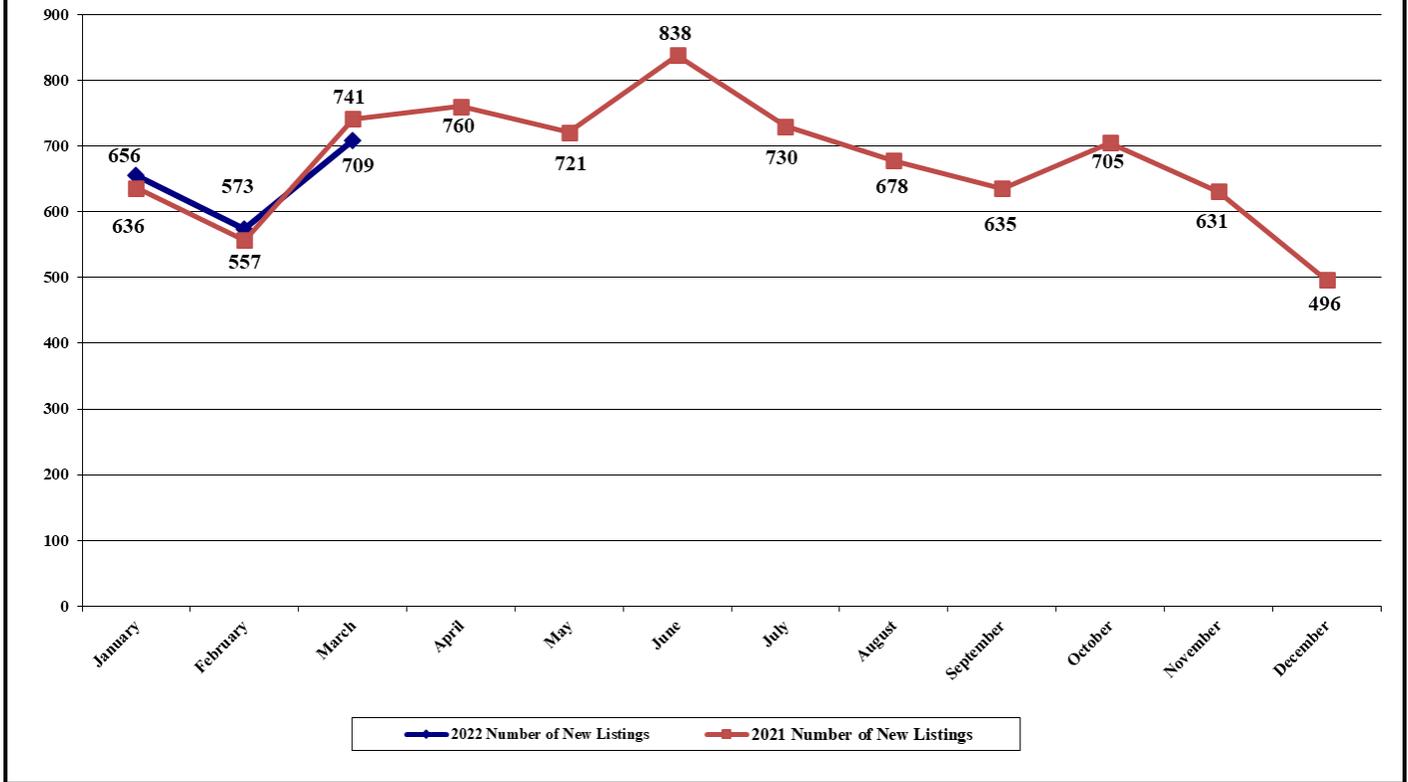
(% change from February 2022: +33.43%)

Cumulative total, January – March 2022: \$350,857,396

Cumulative total, January – March 2021: \$329,485,525

(% cumulative change: +06.49%)

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



New Listing count as of April 10, 2022

Outside Lafayette Parish

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

Mar. '22: 243
Mar. '21: 248
 (% chg: -02.02%)

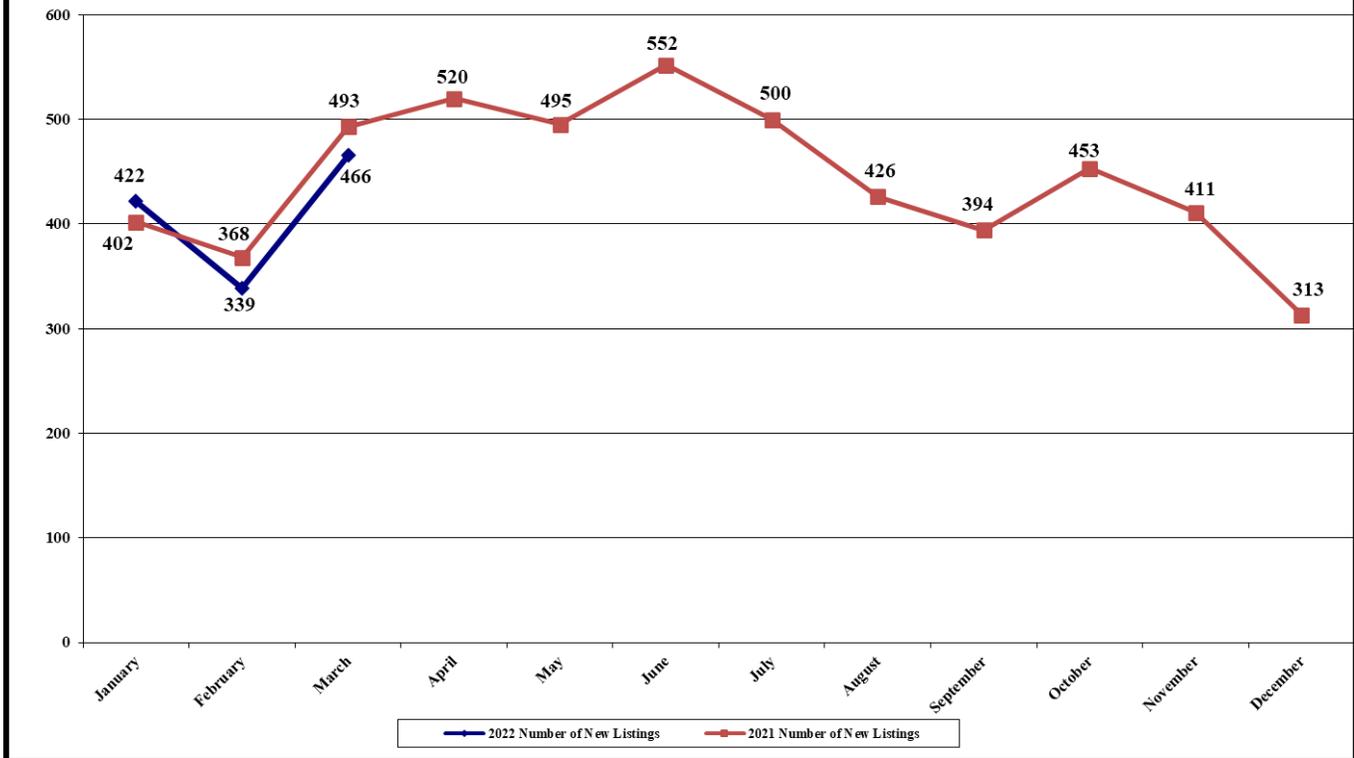
Number of New Residential Listings Reported to MLS, March 2022: 709
Number of New Residential Listings Reported to MLS, March 2021: 741
 (% change for March: (-04.32%)

(% change from February 2022: +23.73%)

'22: 711
'21: 671
 (% chg: +05.96%)

Cumulative total, January – March 2022: 1,938
Cumulative total, January – March 2021: 1,934
 (% cumulative change: +00.21%)

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



New Listing count as of April 9, 2021

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

New Const. Re-sales

03/22: 113 353
03/21: 94 399
+20.21% -11.53%

Number of New Residential Listings Reported to MLS, March 2022: 466
Number of New Residential Listings Reported to MLS, March 2021: 493
(% change for March: -05.48%)

(% change from February 2022: +37.46%)

’22: 319 908
’21: 326 937
-02.15% -03.09%

Cumulative total, January – February 2022: 1,227
Cumulative total, January – February 2021: 1,263
(% cumulative change: -02.85%)

Comparison to Past Years:

	<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	1,156	1,191	1,276	1,340	1,226	1,214	1,263	1,227
# Sold	694	652	726	705	723	858	1,030	1,077
Ratio – New Listings/Sold	1.67:1	1.83:1	1.76:1	1.90:1	1.70:1	1.40:1	1.22:1	1.14:1
2022: % +/- over	+06.14%	+03.02%	-03.84%	-08.43%	+00.08%	+01.07%	-02.85%	

2022 Home Sales Outside Lafayette Parish

January – March 2022



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

January – March 2022 vs. January – March 2021

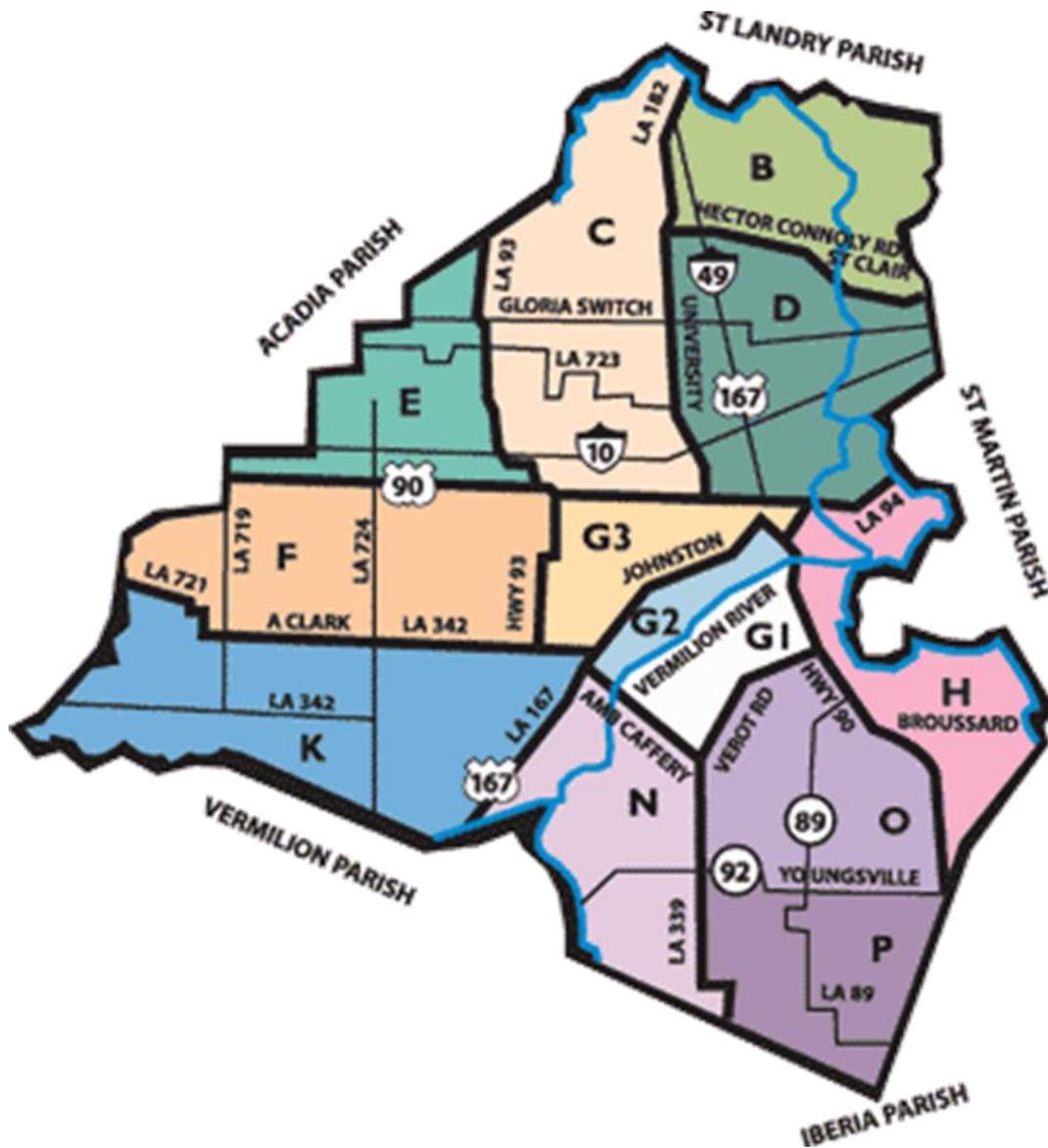
PARISH	'22 Closed Sales	'21 Closed Sales	% + or -	'22 Closed \$ Volume	'21 Closed \$ Volume	% + or -
St. Landry	116	136	-14.7%	\$21,312,074	\$23,039,540	-07.5%
Vermillion	103	97	+06.2%	\$22,860,361	\$16,319,728	+40.1%
Acadia	96	63	+52.4%	\$16,937,600	\$10,138,082	+67.1%
Iberia	94	112	-16.1%	\$16,166,142	\$18,993,150	-14.9%
St. Martin	73	90	-18.9%	\$14,966,000	\$19,374,292	-22.8%
Evangeline	26	30	-13.3%	\$ 3,018,450	\$ 3,140,000	-03.9 %
St. Mary	22	18	+22.2%	\$ 4,561,705	\$ 2,651,250	+72.1%
Jeff Davis	02	02	N/C	\$ 248,500	\$ 274,750	-09.6%
Others	15	07		\$ 4,544,424	\$ 1,374,000	
TOTAL	547	555	-01.4%	\$104,615,256	\$95,304,792	+09.8%

January – March 2022 closed residential sales from the above parishes represent 33.7% of the total number of closed transactions reported to the MLS and 26.4% of the closed sale dollar volume. This compares with 35.1% of the total number of closed transactions reported to the MLS and 26.9% of the closed dollar volume as of January – March 2021.

PARISH	'22 Average Sale Price	'21 Average Sale Price	% + or -	'22 Median Sale Price	'21 Median Sale Price	% + or -
St. Martin	\$205,013	\$215,269	-04.8%	\$185,000	\$185,500	-00.3%
Iberia	\$171,980	\$169,581	+01.4%	\$155,000	\$151,750	+02.1%
St. Landry	\$183,724	\$169,408	+08.5%	\$155,000	\$159,500	-02.8%
Vermillion	\$221,945	\$168,244	+31.9%	\$228,000	\$160,000	+42.5%
Acadia	\$176,433	\$160,921	+09.6%	\$162,500	\$159,000	+02.2%
St. Mary	\$207,350	\$147,291	+40.8%	\$150,000	\$126,475	+18.6%
Evangeline	\$116,094	\$104,666	+10.9%	\$ 92,500	\$101,250	-08.6%

2022 Lafayette Parish Home Sales by GEO Area

January – March 2022



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – March 2022 vs. January – March 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	13	- 46.2%	\$ 2,209,800	\$ 3,601,800	- 38.7%	\$315,685	\$277,061	+13.9%	3.9 mos.
Area C	66	63	+04.8%	\$ 13,540,688	\$ 11,779,647	+15.0%	\$205,161	\$186,978	+09.7%	0.5 mos.
Area D	100	109	- 08.3%	\$ 19,994,268	\$ 19,953,319	+00.2%	\$199,942	\$183,057	+09.2%	1.7 mos.
Area E	12	11	+09.1%	\$ 3,472,650	\$ 2,107,100	+64.8%	\$289,387	\$191,554	+51.1%	2.5 mos.
Area F	58	60	- 03.3%	\$ 14,306,979	\$ 11,406,358	+25.4%	\$246,672	\$189,435	+30.2%	1.2 mos.
Area G1	65	46	+41.3%	\$ 27,416,465	\$ 17,248,777	+58.9%	\$421,791	\$374,973	+12.5%	0.7 mos.
Area G2	75	76	- 01.3%	\$ 22,521,550	\$ 23,378,757	- 03.7%	\$300,287	\$307,615	- 02.4%	2.0 mos.
Area G3	140	107	+30.8%	\$ 28,618,864	\$ 19,619,755	+45.9%	\$204,420	\$183,362	+11.5%	0.8 mos.
Area H	23	25	- 08.0%	\$ 5,288,900	\$ 5,922,100	- 10.7%	\$229,952	\$236,884	- 02.9%	0.3 mos.
Area K	93	49	+89.8%	\$ 21,789,565	\$ 10,528,208	+107.0%	\$234,296	\$214,861	+09.1%	0.4 mos.
Area N	109	141	- 22.7%	\$ 33,676,409	\$ 44,644,341	+24.6%	\$308,957	\$316,626	- 02.4%	1.2 mos.
Area O	197	224	- 12.1%	\$ 59,511,199	\$ 62,403,321	- 04.6%	\$302,087	\$278,586	+08.4%	1.2 mos.
Area P	133	106	+25.5%	\$ 40,058,574	\$ 27,371,366	+46.4%	\$301,192	\$258,220	+16.6%	1.5 mos.
TOTAL	1,078	1,030	+04.7%	\$292,405,911	\$259,964,849	+12.5%	\$271,248	\$252,393	+07.5%	1.2 mos.

Lafayette North (Areas B,C,D,E): 185 sales in 2022 vs.196 in 2021 – 5.6% decrease/\$39,217,406 in 2022 sale \$ volume vs \$37,441,866 in 2021 – 04.7% increase (17.2% of total sales/13.4% of total \$volume)
West Lafayette (Areas F,K): 151 sales in 2022 vs. 109 in 2021 – 38.5% increase/\$36,096,544 in 2022 sale \$ volume vs. \$21,934,566 in 2021 – 64.6% increase (14.0% of total sales/12.4% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 280 sales in 2022 vs.229 in 2021 – 22.3% increase/\$78,556,879 in 2022 vs. \$60,247,289 in 2021 – 30.4% increase (26.0% of total sales/26.9% of total \$volume)
South Lafayette (Areas N, O, P): 438 sales in 2022 vs 471 in 2021 – 07.0% decrease/\$132,976,682 in 2022 vs. \$134,419,028 in 2021 – 01.1% decrease (40.7% of total sales/45.5% of total \$ volume)
East Lafayette (Area H): (2.1% of total sales/1.8% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area

January – March 2022 vs. January – March 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	06	11	- 45.5%	\$ 1,714,800	\$ 2,683,400	- 36.1%	\$285,800	\$243,945	+17.2%	3.5 mos.
Area C	51	51	N/C	\$ 10,050,804	\$ 9,352,949	- 06.1%	\$197,074	\$183,391	+07.5%	0.5 mos.
Area D	80	65	+23.1%	\$ 15,102,999	\$ 10,698,900	+41.2%	\$188,787	\$164,598	+14.7%	1.3 mos.
Area E	09	11	- 18.2%	\$ 2,433,500	\$ 2,107,100	+15.5%	\$270,388	\$191,554	+41.2%	2.3 mos.
Area F	40	38	+05.3%	\$ 9,231,074	\$ 6,993,556	+32.0%	\$230,776	\$184,040	+25.4%	0.5 mos.
Area G1	62	45	+37.8%	\$ 26,730,565	\$ 17,049,777	+56.8%	\$431,138	\$378,883	+13.8%	0.8 mos.
Area G2	75	75	N/C	\$ 22,521,550	\$ 22,508,757	+00.1%	\$300,287	\$300,116	+00.1%	1.8 mos.
Area G3	122	96	+27.1%	\$ 24,114,059	\$ 16,879,605	+42.9%	\$197,656	\$175,829	+12.4%	0.9 mos.
Area H	23	20	- 04.8%	\$ 5,288,900	\$ 4,629,500	+14.2%	\$229,952	\$231,475	- 00.7%	0.1 mos.
Area K	36	28	+28.6%	\$ 7,799,300	\$ 5,696,750	+36.9%	\$216,647	\$203,455	+06.5%	0.8 mos.
Area N	81	104	- 22.1%	\$ 25,341,299	\$ 33,752,774	- 24.9%	\$312,855	\$324,545	-03.6%	1.0 mos.
Area O	151	148	+02.0%	\$ 43,083,508	\$ 39,548,690	+08.9%	\$285,321	\$267,220	+06.8%	0.8 mos.
Area P	55	62	- 11.3%	\$ 15,743,400	\$ 16,048,555	- 01.9%	\$286,243	\$258,847	+10.6%	0.7 mos.
TOTAL	791	754	+04.9%	\$209,155,758	\$187,950,313	+11.3%	\$264,419	\$249,270	+06.1%	1.0 mos.

Lafayette North (Areas B,C,D,E): 146 sales in 2022 vs.138 in 2021 – 5.8% increase/\$29,302,103 in 2022 sale \$ volume vs \$24,842,349 in 2021 – 18.0% increase (18.5% of total sales/14.0% of total \$volume)
West Lafayette (Areas F,K): 76 sales in 2022 vs. 66 in 2021 – 15.2% increase/\$17,030,374 in 2022 sale \$ volume vs. \$12,690,306 in 2021 – 34.2% increase (9.6% of total sales/8.2% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 259 sales in 2022 vs. 216 in 2021 – 19.9% increase/\$73,366,174 in 2022 vs. \$56,438,139 in 2021 – 30.0% increase (32.8% of total sales/35.1% of total \$volume)
South Lafayette (Areas N, O, P): 286 sales in 2022 vs 314 in 2021 – 8.9% decrease/\$83,898,707 in 2022 vs. \$89,350,019 in 2021 – 6.1% decrease (36.2% of total sales/40.2% of total \$ volume)
East Lafayette (Area H): (2.9% of total sales/2.5% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area

January – March 2022 vs. January – March 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	01	02	- 50.0%	\$ 495,000	\$ 918,400	+46.1%	\$495,000	\$459,200	+07.8%	6.0 mos.
Area C	15	12	+25.0%	\$ 3,489,884	\$ 2,426,698	+43.8%	\$232,658	\$202,224	+15.1%	0.6 mos.
Area D	20	44	- 54.6%	\$ 4,891,269	\$ 9,254,419	- 47.2%	\$244,563	\$210,327	+16.3%	3.3 mos.
Area E	03	-0-		\$ 1,039,150	\$ -0-		\$346,383	\$ -0-		6.0 mos.
Area F	18	22	- 18.2%	\$ 5,075,905	\$ 4,412,802	+15.0%	\$281,994	\$200,581	+40.6%	2.7 mos.
Area G1	03	01	+200.0%	\$ 685,900	\$ 199,000	+244.7%	\$228,633	\$199,000	+14.9%	0.0 mos.
Area G2	-0-	01		\$ -0-	\$ 870,000		\$ -0-	\$870,000		
Area G3	18	11	+63.6%	\$ 4,504,805	\$ 2,740,150	+64.5%	\$250,266	\$249,104	+00.5%	0.3 mos.
Area H	-0-	05		\$ -0-	\$ 1,292,600		\$ -0-	\$258,520		0.0 mos.
Area K	57	21	+171.4%	\$ 13,990,265	\$ 4,831,458	+189.6%	\$245,443	\$230,069	+06.7%	0.2 mos.
Area N	28	37	- 24.3%	\$ 8,335,110	\$ 10,891,567	- 23.5%	\$297,682	\$294,366	+01.1%	1.8 mos.
Area O	46	76	- 39.5%	\$ 16,427,691	\$ 22,854,631	- 28.1%	\$357,123	\$300,718	+18.8%	2.3 mos.
Area P	78	44	+77.3%	\$ 24,315,174	\$ 11,322,811	+114.8%	\$311,733	\$257,336	+21.1%	2.1 mos.
TOTAL	287	276	+46.8%	\$ 83,250,153	\$ 72,014,536	+46.8%	\$290,070	\$260,922	+00.01%	1.3 mos.

Lafayette North (Areas B,C,D,E): 39 sales in 2022 vs. 58 in 2021 – 32.8% decrease/\$9,915,303 in 2022 sale \$ volume vs \$12,599,517 in 2021 – 21.3% decrease (13.6% of total sales/11.9% of total \$ volume)
West Lafayette (Areas F,K): 75 sales in 2022 vs. 43 in 2021 – 74.4% increase/\$19,066,170 in 2022 sale \$ volume vs. \$ 9,244,260 in 2021 – 106.3% increase (26.1% of total sales/22.9% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 21 sales in 2022 vs. 13 in 2021– 61.5% increase/\$5,190,705 in 2022 vs. \$3,809,150 in 2021 – 36.3% increase (7.3% of total sales/6.2% of total \$ volume)
South Lafayette (Areas N, O, P): 152 sales in 2022 vs 157 in 2021 – 3.2% decrease/\$49,077,975 in 2022 vs. \$45,069,009 in 2021 – 8.9% increase (53.0% of total sales/59.0% of total \$ volume)
East Lafayette (Area H): (0% of total sales/0% of total \$ volume)