

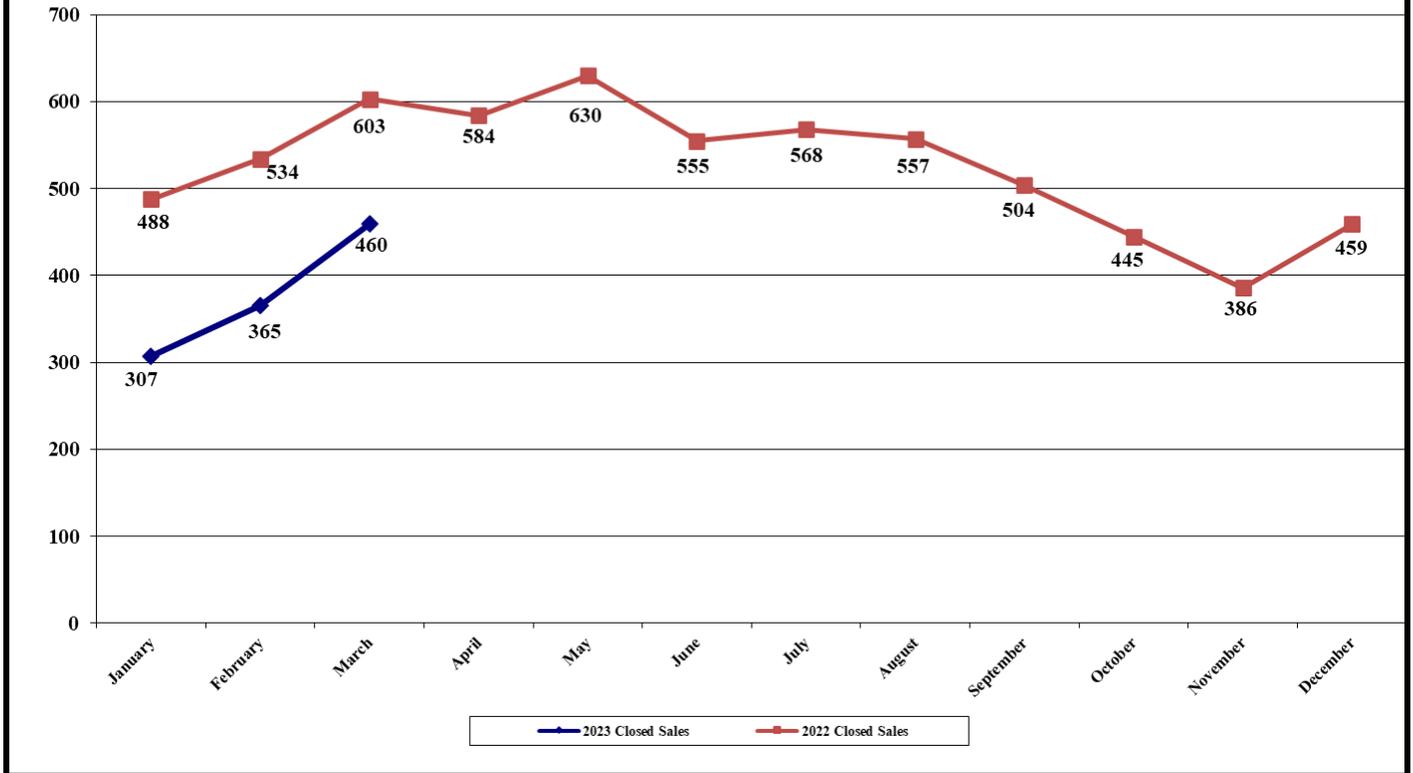


The Acadiana Residential Real Estate Market Report

January – March 2023

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



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

Outside Lafayette Parish

Mar. '23: 183
 Mar. '22: 227
 (% chg: -19.38%)

Number of Closed Home Sales Reported to MLS, March 2023: 460
Number of Closed Home Sales Reported to MLS, March 2022: 603
 (% change for March: -23.71%)

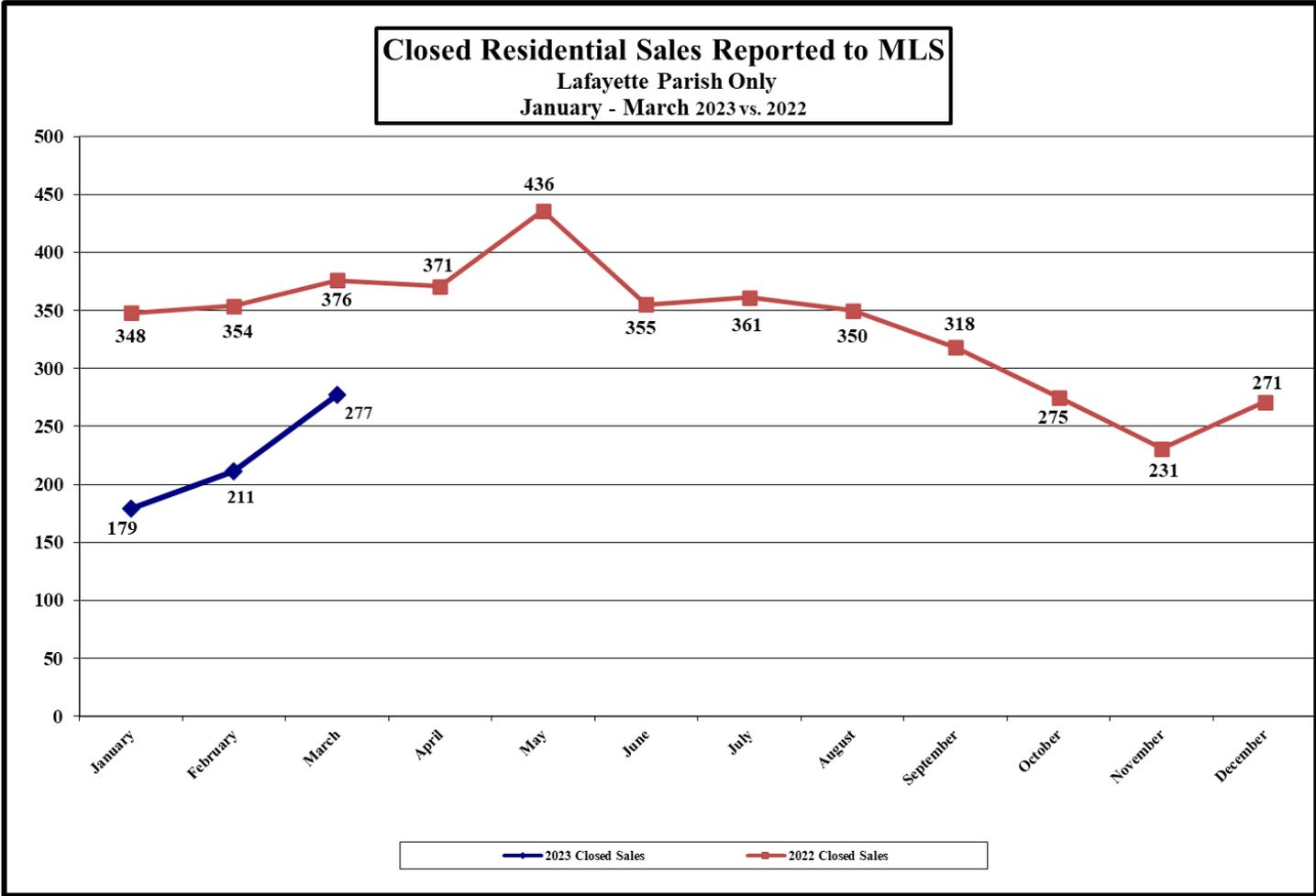
(% change from February 2023: +26.03%)

'23: 465
 '22: 547
 (% chg: -14.99%)

Cumulative total, January – March 2023: 1,132
Cumulative total, January – March 2022: 1,625
 (% cumulative change: -30.34%)

Average Days on Market, January - March 2023: 66
Average Days on Market, January – March 2022: 37
 (Change for January - March: +29 days)

Current Sales Compared to Past Years:	<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)	391	410	388	505	519	555
	+18.93%	+13.41%	+19.85%	-07.92%	-10.40%	-16.22%



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

<u>New Const.</u>	<u>Re-sales</u>
03/23: 76	201
03/22: 84	292
-09.52%	-31.16%

Number of Closed Home Sales Reported to MLS, March: 2023: 277
Number of Closed Home Sales Reported to MLS, March: 2022: 376
(% change for March: -26.33%)

<u>New Const.</u>	<u>Re-sales</u>
'23: 177	490
'22: 287	791
-38.33%	-38.05%

(% change from February 2023: +31.28%)

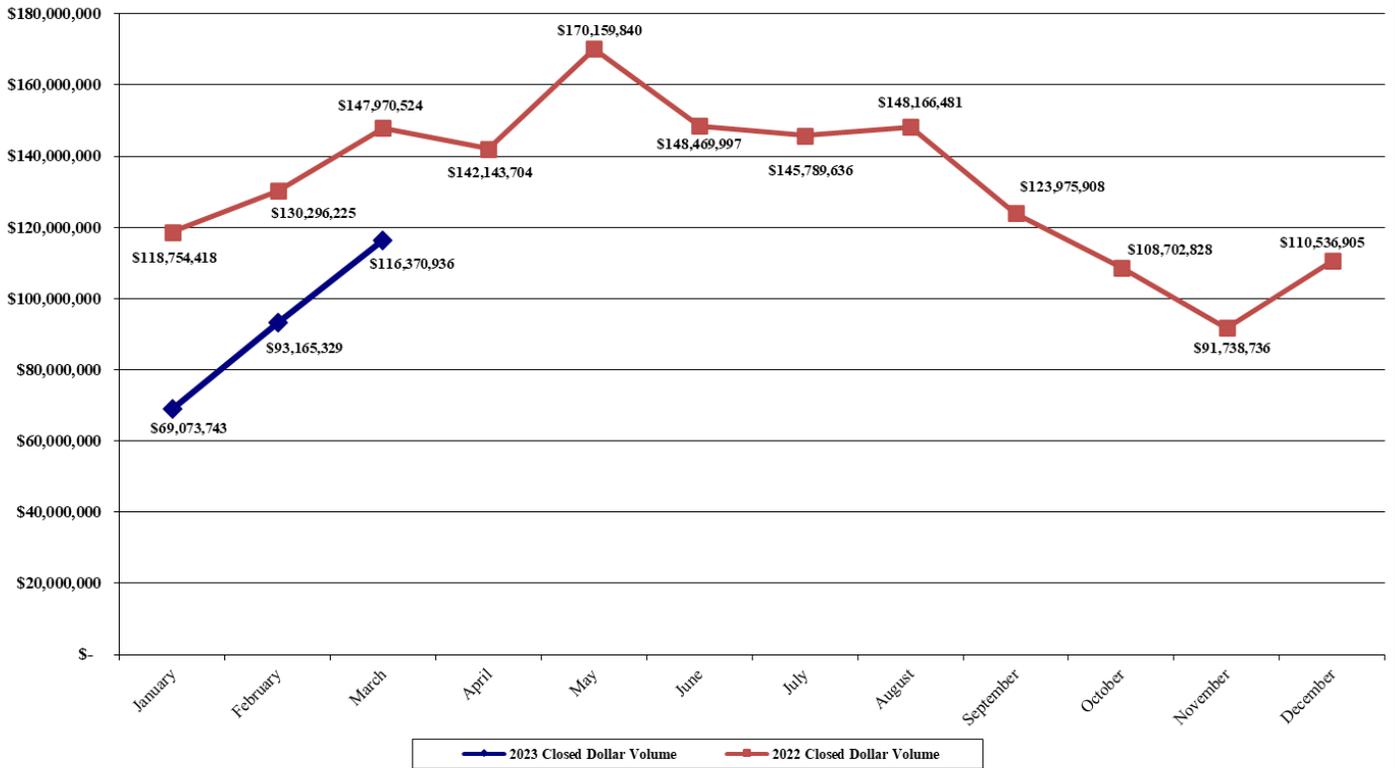
Cumulative total, January – March 2023: 667
Cumulative total, January – March 2022: 1,078
(% cumulative change: -38.13%)

'23: 111 days	41 days
'22: 36 days	27 days
+75 days	+14 days

Average Days on Market, January – March 2023: 59
Average Days on Market, January – March 2022: 29
(Change for January - March: +30 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)	652	726	705	723	858	1,030
	+02.30%	-08.13%	-05.39%	-07.75%	-22.26%	-35.24%

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



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

03/23: \$ 38,948,154
03/22: \$ 44,459,591
 (% chg.: -12.40%)

'23: \$ 91,608,489
'22: \$104,615,256
 (% chg.: -12.43%)

'23: \$197,008
'22: \$191,253
 (% chg.: +03.01%)

Dollar Volume of Closed Residential Sales, March 2023: \$116,370,936
Dollar Volume of Closed Residential Sales, March 2022: \$147,970,524
 (% change for March: -21.36%)

(% change from February 2023: +24.91%)

Cumulative total January – March 2023: \$ 278,610,008
Cumulative total January – March 2022: \$ 397,021,167
 (% cumulative change: -29.82%)

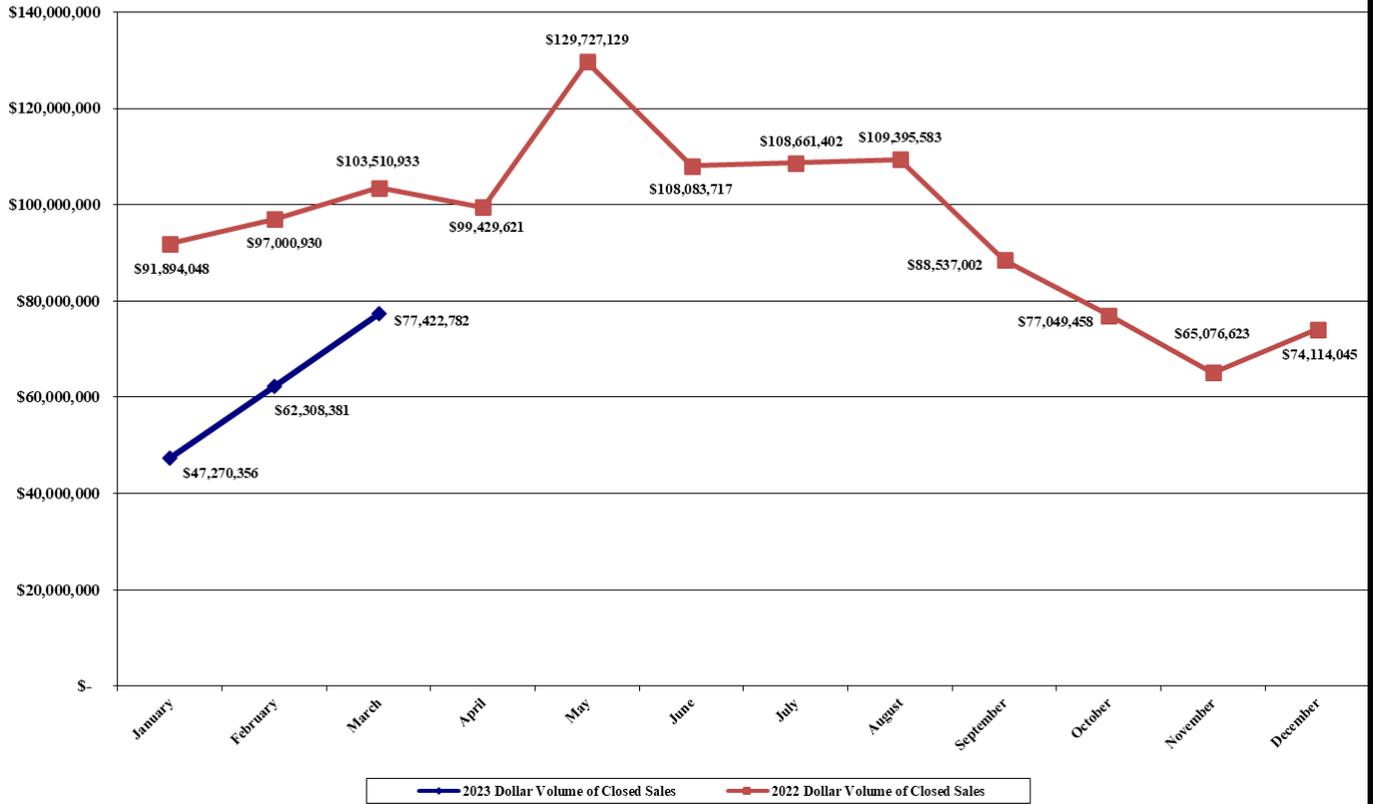
Average Sale Price, January - March 2023: \$246,121
Average Sale Price, January – March 2022: \$244,320
 (% change in Average Sale Price: +00.74%)

Median Sold Price, January - March 2023: \$225,000
Median Sold Price, January - March 2022: \$225,000
 (% change in Median Sold Price: 0.00%)

% of List Price to Sale Price, January - March 2023: 97.58%
% of List Price to Sale Price, January - March 2022: 97.89%

<u>Current \$ vol. compared to past years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
(2023 \$ vol. outside Lafayette Parish as compared to past years.)	\$49,941,586	\$54,360,838	\$49,678,762	\$70,170,618	\$71,983,993	\$95,304,792
	+83.43%	+68.52%	+84.40%	+30.55%	+27.26%	-03.88%

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

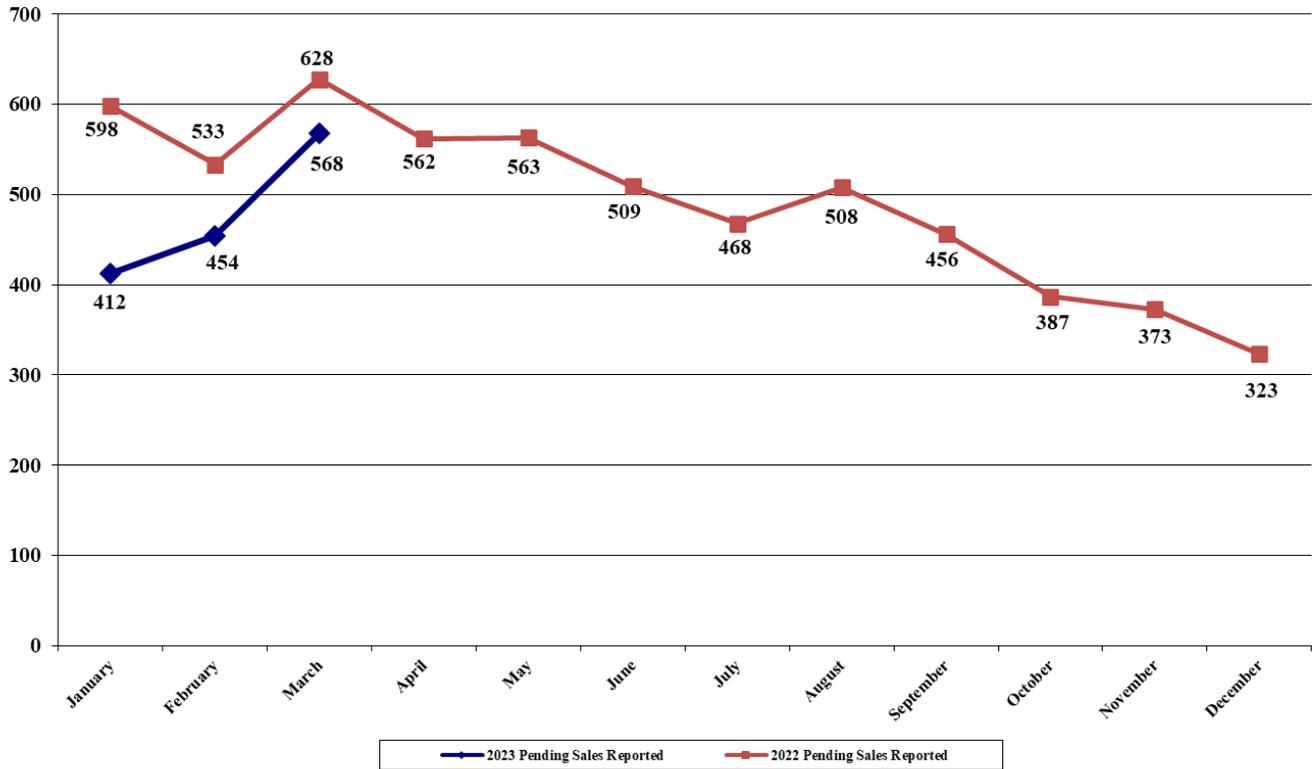


LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>	
03/23: \$25,152,684	\$52,270,098	Dollar Volume of Closed Residential Sales, March 2023: \$ 77,422,782
03/22: \$25,674,261	\$77,836,672	Dollar Volume of Closed Residential Sales, March 2022: \$103,510,933
-02.01%	-32.85%	(% change for March: -25.20%)
		(% change from February 2023: +24.26%)
<u>New Const.</u>	<u>Re-sales</u>	
'23: \$57,632,892	\$129,368,627	Cumulative total January – March 2023: \$187,001,519
'22: \$83,250,153	\$209,155,758	Cumulative total January – March 2022: \$292,405,911
-30.77%	-38.15%	(% cumulative change: -36.05%)
'23: \$325,609	\$264,017	Average Sale Price, January - March 2023: \$280,362
'22: \$290,070	\$264,419	Average Sale Price, January - March 2022: \$271,248
+12.25%	-00.15%	(% change in Average Sale Price: +03.36%)
'23: \$273,225	\$221,750	Median Sold Price, January – March 2023: \$243,000
'22: \$257,900	\$224,000	Median Sold Price, January – March 2022: \$240,000
+05.94%	-01.00%	(% change in Median Sold Price: +01.25%)
'23: 99.64%	97.08%	% of List Price to Sale Price, January - March 2023: 97.85%
'22: 100.26%	97.90%	% of List Price to Sale Price, January - March 2022: 98.56%

Current Sales Compared to Past Years:	<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)	\$140,446,469	\$150,562,614	\$155,685,930	\$158,617,575	\$197,075,878	\$259,964,849
	+33.15%	+24.20%	+20.11%	+17.89%	-05.11%	-28.07%

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



Pending Sales as of April 11, 2023

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

Outside Lafayette Parish

Mar. '23: 247
 Mar. '22: 212
 (% chg: +16.51%)

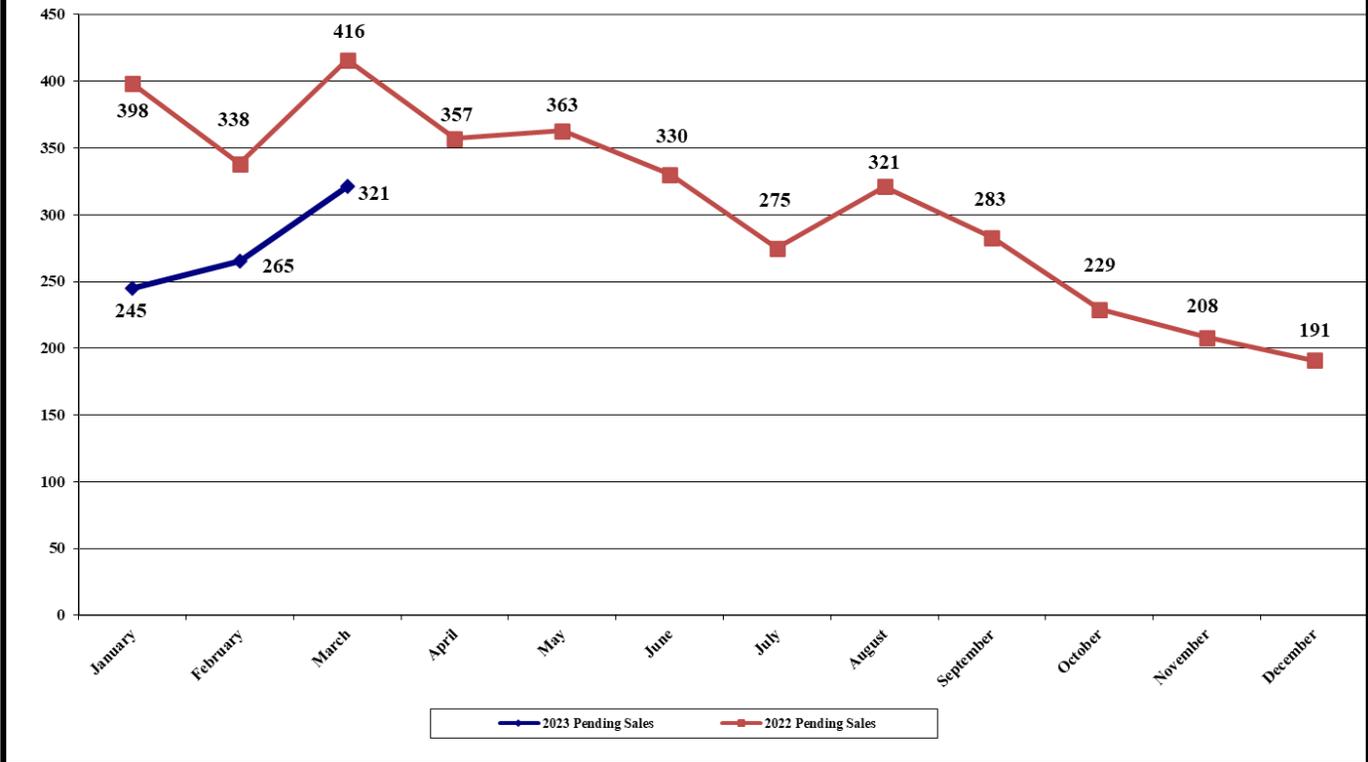
Number of Pending Home Sales Reported to MLS, March 2023: 568
Number of Pending Home Sales Reported to MLS, March 2022: 628
 (% change for March: -09.55%)

(% change from February 2023: +24.84%)

'23: 603
 '22: 607
 (% chg: -00.66%)

Cumulative total, January – March 2023: 1,434
Cumulative total, January – March 2022: 1,760
 (% cumulative change: -18.52%)

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



Pending sales as of April 11, 2023

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

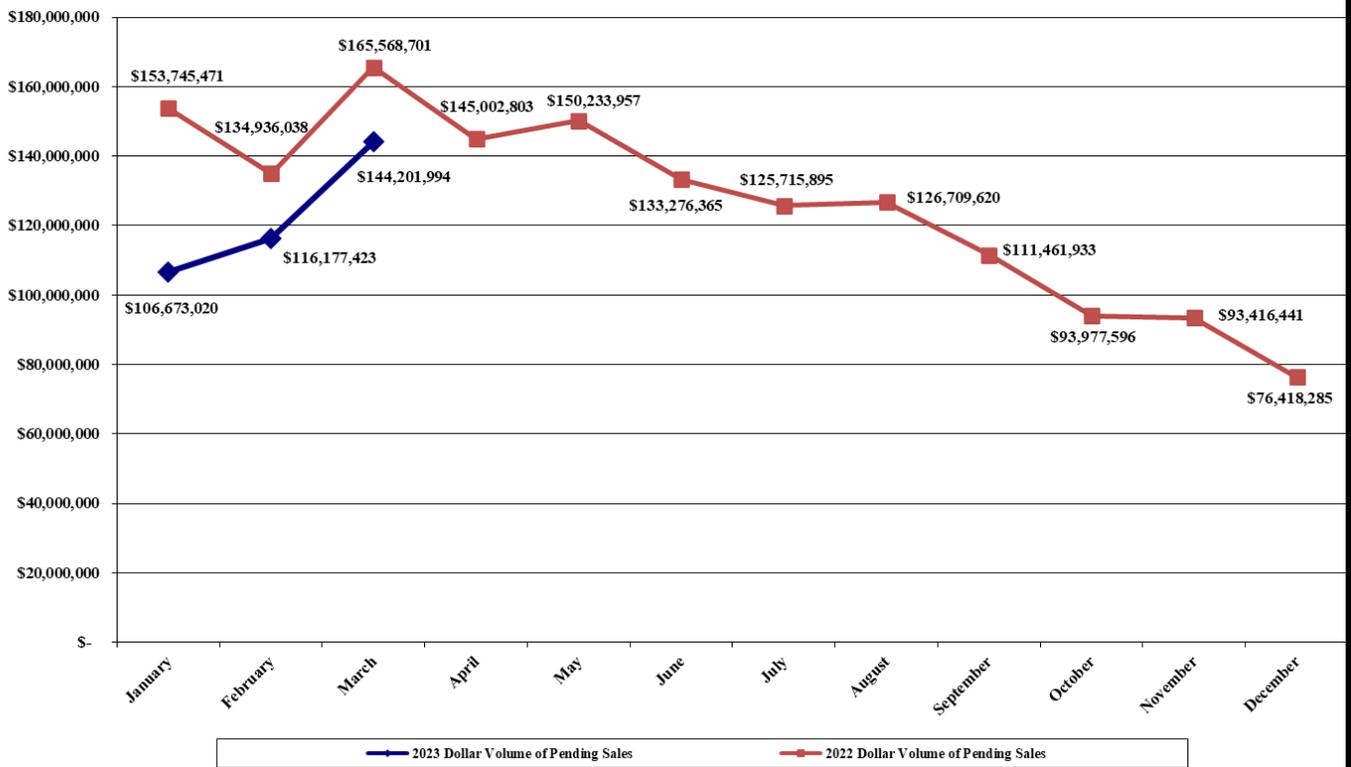
<u>New Const.</u>	<u>Re-sales</u>
03/23: 91	230
03/22: 100	316
-09.00%	-27.22%

Number of Pending Home Sales Reported to MLS, March 2023: 321
Number of Pending Home Sales Reported to MLS, March 2022: 416
(% change for March: -22.84%)
(% change from February 2023: +21.13%)

<u>New Const.</u>	<u>Re-sales</u>
'23: 257	574
'22: 303	850
-15.18%	-32.47%

Cumulative total, January – March 2023: 831
Cumulative total, January – March 2022: 1,153
(% cumulative change: -27.93%)

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



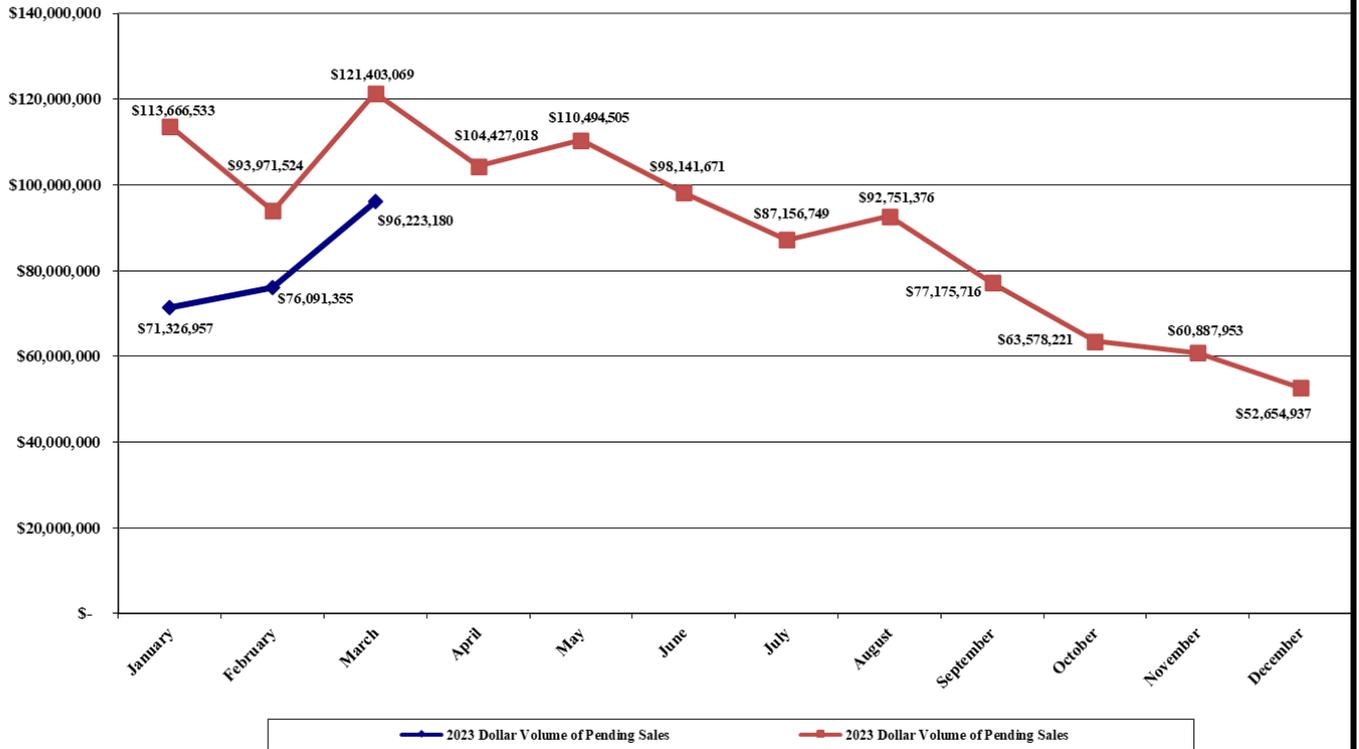
Pending Sale dollar volume as of April 8, 2023

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

Dollar Volume of Pending Home Sales, March 2023: \$144,201,994
Dollar Volume of Pending Home Sales, March 2022: \$165,568,701
 (% change for March: -12.91%)
 (% change from February 2023: +24.12%)

Cumulative total, January – March 2023: \$367,052,437
Cumulative total, January – March 2022: \$454,551,210
 (% cumulative change: -19.25%)

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



Pending Sale dollar volume as of April 11, 2023

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

Dollar Volume of Pending Home Sales, March 2023: \$ 96,223,180

Dollar Volume of Pending Home Sales, March 2022: \$121,403,069

(% change for March: -20.74%)

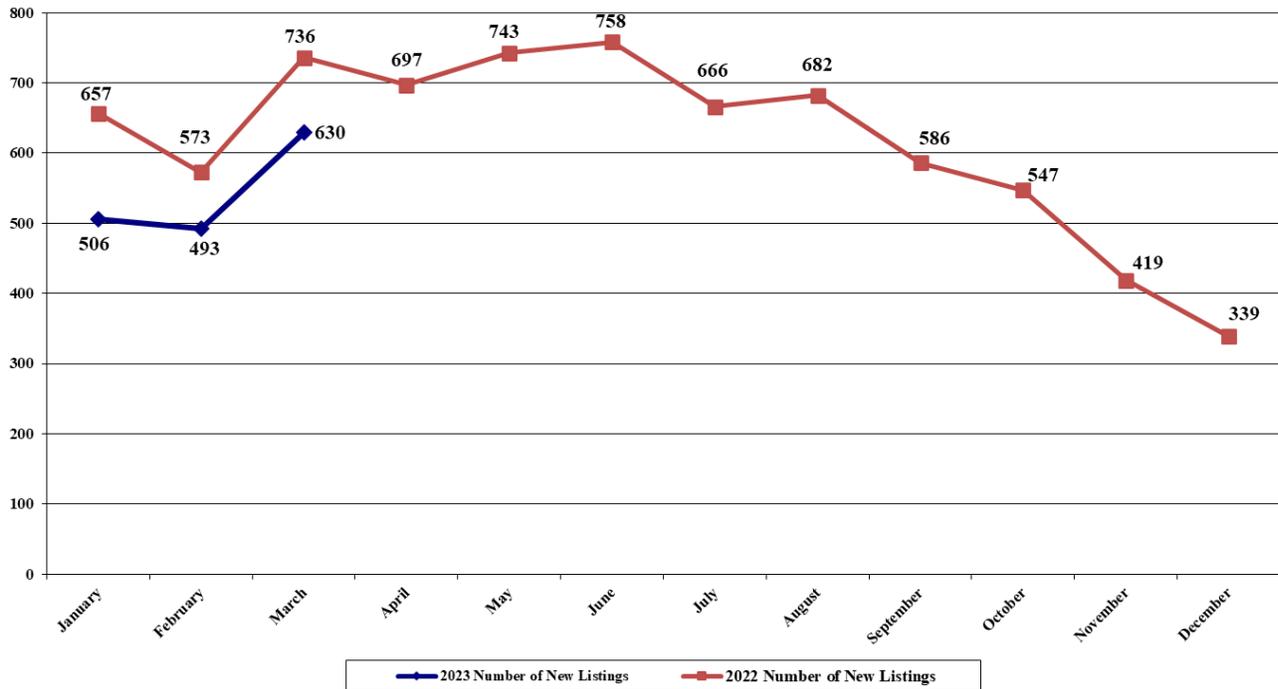
(% change from February 2023: +26.46%)

Cumulative total, January – March 2023: \$243,641,492

Cumulative total, January – March 2022: \$329,342,126

(% cumulative change: -26.02%)

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



New Listing count as of April 10, 2023

Outside Lafayette Parish

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

Mar. '23: 267
Mar. '22: 252
(% chg: +05.95%)

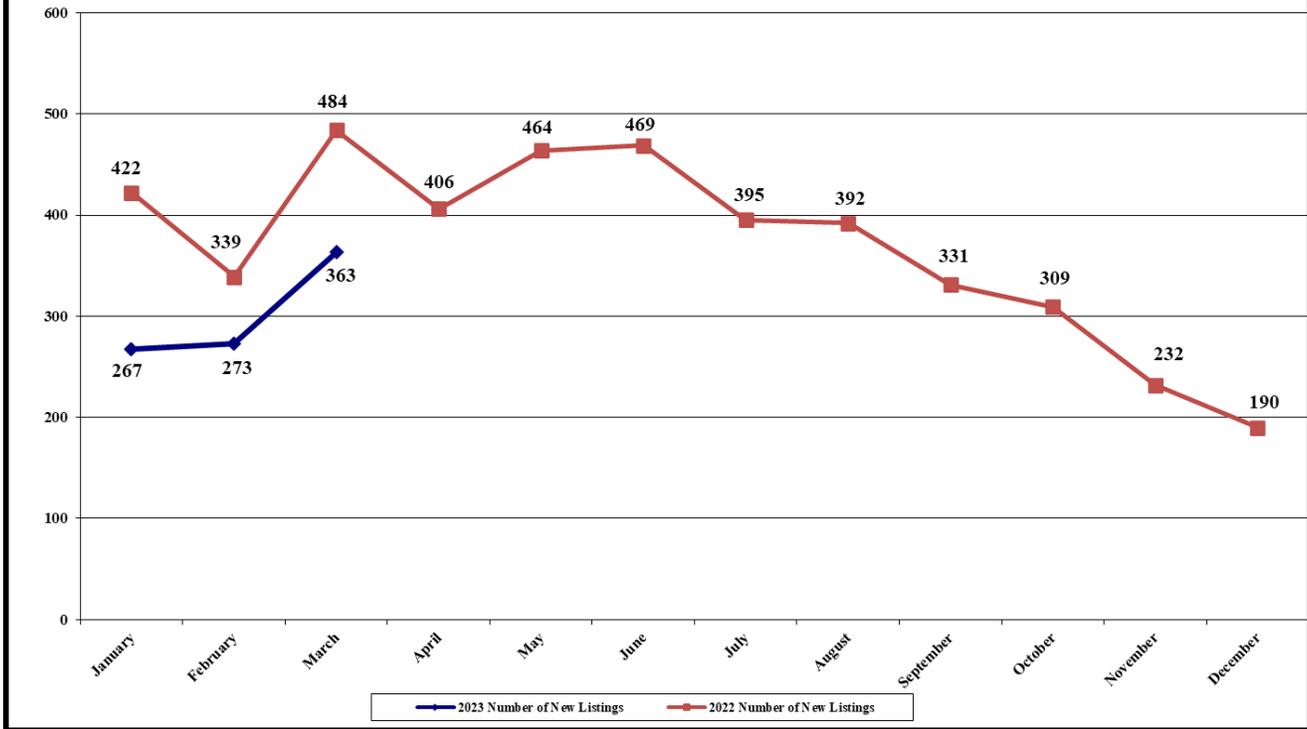
Number of New Residential Listings Reported to MLS, March 2023: 630
Number of New Residential Listings Reported to MLS, March 2022: 736
(% change for March: (-14.42%)

(% change from February 2023: +27.79%)

'23: 726
'22: 721
(% chg: +00.69%)

Cumulative total, January – March 2023: 1,629
Cumulative total, January – March 2022: 1,966
(% cumulative change: -17.14%)

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



New Listing count as of April 10, 2023

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

New Const. **Re-sales**

03/23: 98 265
 03/22: 113 371
 -13.27% -28.57%

Number of New Residential Listings Reported to MLS, March 2023: 363
Number of New Residential Listings Reported to MLS, March 2022: 484
(% change for March: -25.00%)

(% change from February 2023: +32.97%)

'23: 231 672
 '22: 319 926
 -27.59% -27.43%

Cumulative total, January – February 2023: 903
Cumulative total, January – February 2022: 1,245
(% cumulative change: -27.47%)

<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	1,191	1,276	1,340	1,226	1,214	1,263	1,245	903
# Sold	652	726	705	723	858	1,030	1,078	667
Ratio – New Listings/Sold	1.83:1	1.76:1	1.90:1	1.70:1	1.40:1	1.22:1	1.15:1	1.35:1
2022: % +/- over	-24.18%	-29.23%	-32.61%	-26.35%	-25.62%	-28.50%	-27.47%	

2023 Home Sales Outside Lafayette Parish

January – March 2023



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

January – March 2023 vs. January – March 2022

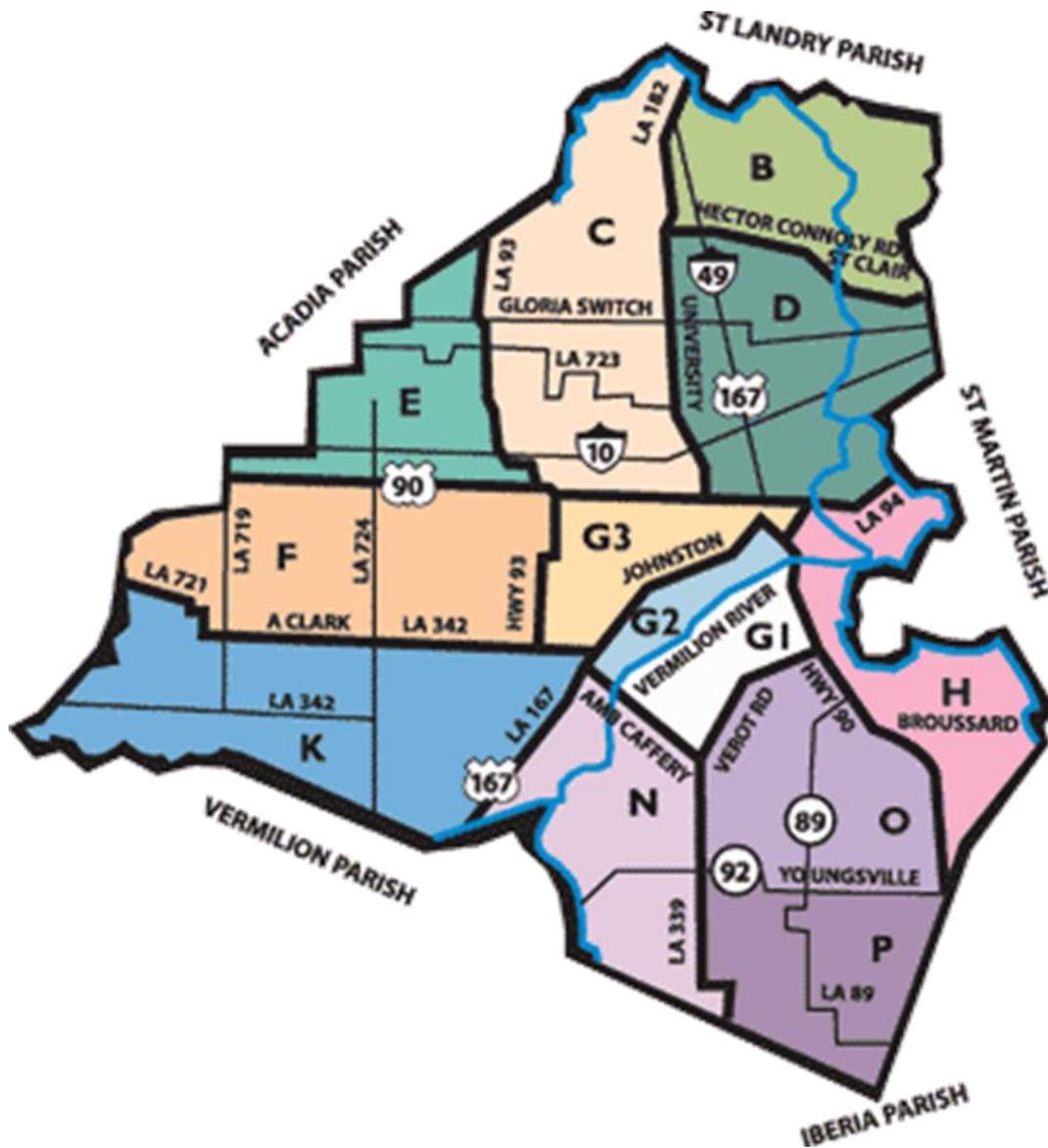
PARISH	'23 Closed Sales	'22 Closed Sales	% + or -	'23 Closed \$ Volume	'22 Closed \$ Volume	% + or -
St. Landry	99	116	- 14.7%	\$18,315,450	\$21,312,074	- 14.1%
Iberia	95	94	+01.1%	\$18,184,961	\$16,166,142	+12.5%
Vermillion	78	103	- 24.3%	\$15,636,670	\$22,860,361	- 31.6%
St. Martin	77	73	+05.5%	\$17,715,473	\$14,966,000	+18.4%
Acadia	63	96	- 34.4%	\$12,300,399	\$16,937,600	- 27.4%
St. Mary	17	22	- 22.7%	\$ 1,823,036	\$ 4,561,705	- 60.0%
Evangeline	15	26	-42.3%	\$ 1,841,000	\$ 3,018,450	- 39.0 %
Jeff Davis	07	02	+250.0%	\$ 1,989,500	\$ 248,500	+700.6%
Others	06	15		\$ 3,802,000	\$ 4,544,424	
TOTAL	465	547	- 15.0%	\$ 91,608,489	\$104,615,256	- 12.4%

January – March 2023 closed residential sales from the above parishes represent **41.2%** of the total number of closed transactions reported to the MLS and **32.9%** of the closed sale dollar volume. This compares with **33.7%** of the total number of closed transactions reported to the MLS and **26.4%** of the closed dollar volume as of January – March 2022.

PARISH	'23 Average Sale Price	'22 Average Sale Price	% + or -	'23 Median Sale Price	'22 Median Sale Price	% + or -
St. Martin	\$230,071	\$205,013	+12.2%	\$235,000	\$185,000	+27.0%
Vermillion	\$200,470	\$221,945	- 09.7%	\$221,497	\$228,000	- 02.9%
Acadia	\$195,244	\$176,433	+10.7%	\$195,244	\$162,500	+20.2%
Iberia	\$191,420	\$171,980	+11.3%	\$164,000	\$155,000	+05.8%
St. Landry	\$185,004	\$183,724	+00.7%	\$157,000	\$155,000	+01.3%
Evangeline	\$122,733	\$116,094	+05.7%	\$124,000	\$ 92,500	+34.1%
St. Mary	\$107,237	\$207,350	- 48.3%	\$115,000	\$150,000	- 23.3%

2023 Lafayette Parish Home Sales by GEO Area

January – March 2023



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – March 2023 vs. January – March 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	05	08	- 37.5%	\$ 1,038,000	\$ 2,719,800	- 61.8%	\$207,600	\$339,975	-38.9%	4.8 mos.
Area C	41	66	- 37.9%	\$ 7,140,179	\$ 13,540,688	- 47.3%	\$174,150	\$205,161	-15.1%	2.7 mos.
Area D	60	100	- 40.0%	\$ 12,947,303	\$ 19,740,268	- 34.4%	\$215,788	\$197,402	+09.3%	2.8 mos.
Area E	12	12	N/C	\$ 2,642,000	\$ 3,472,650	- 23.9%	\$220,166	\$289,387	+51.1%	2.5 mos.
Area F	28	58	- 51.7%	\$ 6,725,405	\$ 14,306,979	- 53.0%	\$240,193	\$246,672	- 02.6%	3.6 mos.
Area G1	31	65	- 52.3%	\$ 12,718,400	\$ 27,416,465	- 53.6%	\$410,270	\$421,791	- 02.7%	1.9 mos.
Area G2	59	75	- 21.3%	\$ 17,769,800	\$ 22,521,550	- 21.1%	\$301,183	\$300,287	- 02.4%	0.3 mos.
Area G3	89	139	- 36.0%	\$ 18,408,415	\$ 28,362,864	- 35.1%	\$206,836	\$204,049	+01.4%	2.4 mos.
Area H	23	23	N/C	\$ 4,602,500	\$ 5,288,900	- 13.0%	\$200,108	\$229,952	- 13.0%	2.6 mos.
Area K	28	93	- 70.1%	\$ 6,770,469	\$ 21,789,565	- 69.9%	\$248,409	\$234,296	+06.0%	3.2 mos.
Area N	92	109	- 15.6%	\$ 32,443,860	\$ 33,676,409	- 03.7%	\$352,650	\$308,957	+14.4%	2.2 mos.
Area O	118	197	- 40.1%	\$ 35,194,509	\$ 59,511,199	- 40.9%	\$298,258	\$302,087	- 01.3%	3.9 mos.
Area P	81	133	- 39.1%	\$ 28,415,679	\$ 40,058,574	- 29.1%	\$350,810	\$301,192	+16.5%	4.2 mos.
TOTAL	667	1,078	-38.1%	\$187,001,519	\$292,405,911	-36.1%	\$280,362	\$271,248	+03.4%	3.1 mos.

Lafayette North (Areas B,C,D,E): 118 sales in 2023 vs.186 in 2022 – 36.6% decrease/\$23,767,482 in 2023 sale \$ volume vs \$39,473,406 in 2022 – 39.8% decrease (17.7% of total sales/12.7% of total \$ volume)
West Lafayette (Areas F,K): 56 sales in 2023 vs. 151 in 2022 – 62.9% decrease/\$13,680,874 in 2023 sale \$ volume vs. \$36,096,544 in 2022 – 62.1% decrease (8.4% of total sales/7.2% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 179 sales in 2023 vs.279 in 2022 – 35.8% decrease/\$48,896,615 in 2023 vs. \$78,300,879 in 2022 – 37.6% decrease (26.8% of total sales/26.2% of total \$ volume)
South Lafayette (Areas N, O, P): 291 sales in 2023 vs 439 in 2022 – 33.7% decrease/\$96,054,048 in 2023 vs. \$133,246,182 in 2022 – 27.9% decrease (43.6% of total sales/51.4% of total \$ volume)
East Lafayette (Area H): (3.5% of total sales/2.5% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area

January – March 2023 vs. January – March 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	05	07	- 28.6%	\$ 1,038,000	\$ 2,224,800	- 53.3%	\$207,600	\$317,828	- 34.7%	4.8 mos.
Area C	34	51	- 33.3%	\$ 5,591,050	\$ 10,050,804	- 44.4%	\$164,442	\$197,074	- 16.6%	1.6 mos.
Area D	44	79	- 44.3%	\$ 8,905,803	\$ 14,592,999	- 39.0%	\$202,404	\$184,721	+09.6%	3.1 mos.
Area E	01	09	- 88.9%	\$ 110,000	\$ 2,433,500	- 95.5%	\$110,000	\$270,388	- 59.3%	9.0 mos.
Area F	15	40	- 62.5%	\$ 2,775,100	\$ 9,231,074	- 69.9%	\$185,006	\$230,776	- 19.8%	3.4 mos.
Area G1	31	62	- 50.0%	\$ 12,718,400	\$ 26,730,565	- 52.4%	\$410,272	\$431,138	- 04.8%	1.6 mos.
Area G2	59	75	-21.3%	\$ 17,769,800	\$ 22,521,550	- 21.1%	\$301,183	\$300,287	+00.3%	2.2 mos.
Area G3	65	122	- 46.7%	\$ 12,623,500	\$ 24,114,059	- 47.7%	\$194,207	\$197,656	- 01.7%	2.3 mos.
Area H	16	23	- 30.4%	\$ 2,841,500	\$ 5,288,900	- 46.3%	\$177,593	\$229,952	- 22.8%	2.4 mos.
Area K	21	36	- 41.7%	\$ 5,075,300	\$ 7,799,300	- 34.9%	\$241,680	\$216,647	+11.6%	1.6 mos.
Area N	71	81	- 12.4%	\$ 24,361,600	\$ 25,341,299	- 03.9%	\$343,121	\$312,855	+09.7%	2.1 mos.
Area O	89	151	- 41.1%	\$ 23,610,275	\$ 43,083,508	- 45.2%	\$265,283	\$285,321	- 07.0%	1.9 mos.
Area P	39	55	- 29.1%	\$ 11,948,299	\$ 15,743,400	- 24.1%	\$306,366	\$286,243	+07.1%	2.1 mos.
TOTAL	490	791	- 38.1%	\$129,368,627	\$209,155,758	- 38.2%	\$264,017	\$264,419	-00.2%	2.2 mos.

Lafayette North (Areas B,C,D,E): 84 sales in 2023 vs.146 in 2022 – 42.5% decrease/\$15,644,853 in 2023 sale \$ volume vs \$29,302,103 in 2022 – 46.6% decrease (17.1% of total sales/12.1% of total \$volume)
West Lafayette (Areas F,K): 36 sales in 2023 vs. 76 in 2022 – 52.6% decrease/\$7,850,400 in 2023 sale \$ volume vs. \$17,030,374 in 2022 – 53.9% decrease (7.4% of total sales/5.9% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 155 sales in 2023 vs. 259 in 2022 – 40.2% decrease/\$43,111,700 in 2023 vs. \$73,366,174 in 2022 – 41.2% decrease (31.6% of total sales/33.4% of total \$volume)
South Lafayette (Areas N, O, P): 199 sales in 2023 vs 287 in 2022 – 30.7% decrease/\$59,920,174 in 2023 vs. \$84,168,207 in 2022 – 28.8% decrease (40.6% of total sales/46.4% of total \$ volume)
East Lafayette (Area H): (3.3% of total sales/2.2% of total \$ volume)

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

January – March 2023 vs. January – March 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	-0-	01		\$ -0-	\$ 495,000		\$ -0-	\$495,000		
Area C	07	15	- 53.3%	\$ 1,549,129	\$ 3,489,884	- 55.6%	\$254,576	\$232,658	+09.4%	8.1 mos.
Area D	16	21	- 23.8%	\$ 4,041,500	\$ 5,147,269	- 21.5%	\$252,593	\$245,108	+03.1%	2.1 mos.
Area E	11	03	+266.7%	\$ 2,532,000	\$ 1,039,150	+143.7%	\$230,181	\$346,383	- 33.6%	3.3 mos.
Area F	13	18	- 27.8%	\$ 3,950,305	\$ 5,075,905	- 22.2%	\$303,869	\$281,994	+07.8%	3.9 mos.
Area G1	-0-	03		\$ -0-	\$ 685,900		\$ -0-	\$228,633		
Area G2	-0-	-0-		\$ -0-	\$ -0-		\$ -0-	\$ -0-		
Area G3	24	17	+41.2%	\$ 5,784,915	\$ 4,248,805	+36.2%	\$241,038	\$249,929	- 03.6%	2.5 mos.
Area H	07	-0-		\$ 1,761,000	\$ -0-		\$251,571	\$ -0-		3.0 mos.
Area K	07	57	- 87.7%	\$ 1,880,169	\$13,990,265	- 86.6%	\$268,595	\$245,443	+09.4%	8.1 mos.
Area N	21	28	- 25.0%	\$ 8,082,260	\$ 8,335,110	- 03.0%	\$384,869	\$297,682	+29.3%	2.6 mos.
Area O	29	46	- 37.0%	\$ 11,584,234	\$ 16,427,691	- 29.5%	\$399,456	\$357,123	+11.9%	10.3 mos.
Area P	42	78	+46.2%	\$ 16,467,380	\$ 24,315,174	+32.3%	\$392,080	\$311,733	+25.8%	6.1 mos.
TOTAL	177	287	- 38.3%	\$ 57,632,892	\$ 83,250,153	- 30.8%	\$325,609	\$290,070	+12.25%	5.6 mos.

Lafayette North (Areas B,C,D,E): 34 sales in 2023 vs. 40 in 2022 – 15.0% decrease/\$8,122,629 in 2023 sale \$ volume vs \$10,171,303 in 2021 – 20.1% decrease (19.2% of total sales/14.1% of total \$ volume)
West Lafayette (Areas F,K): 20 sales in 2023 vs. 75 in 2022 – 73.3% decrease/\$5,830,474 in 2023 sale \$ volume vs. \$19,066,170 in 2022 – 69.4% decrease (11.3% of total sales/10.1% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 24 sales in 2023 vs. 20 in 2022 – 20.0% increase/\$5,784,915 in 2023 vs. \$4,934,705 in 2022 – 17.2% increase (13.5% of total sales/10.0% of total \$ volume)
South Lafayette (Areas N, O, P): 92 sales in 2023 vs 152 in 2022 – 39.5% decrease/\$36,133,874 in 2023 vs. \$49,077,975 in 2022 – 26.4% increase (52.0% of total sales/62.7% of total \$ volume)
East Lafayette (Area H): (4.0% of total sales/3.1% of total \$ volume)