

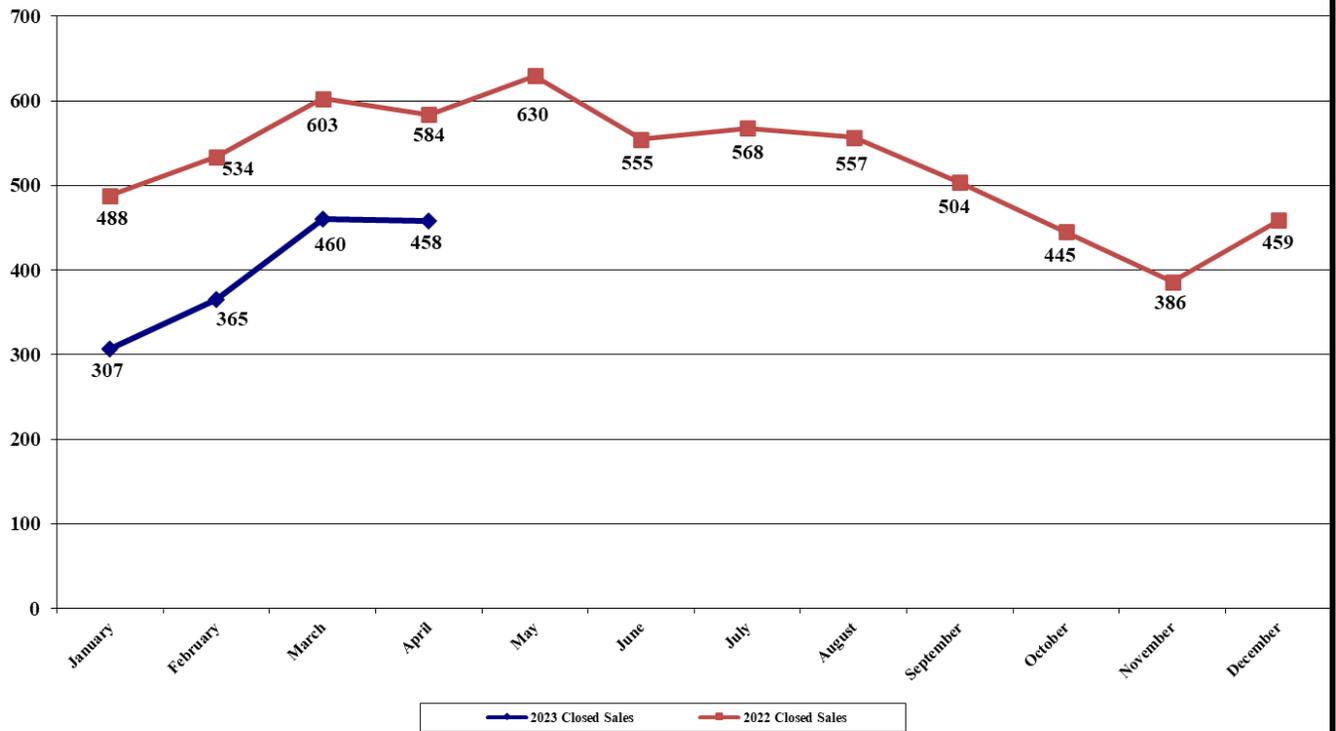


The Acadiana Residential Real Estate Market Report

January – April 2023

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- April 2023 vs 2022



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

Outside Lafayette Parish

April '23: 200
 April '22: 213
 (% chg: -06.10%)

Number of Closed Home Sales Reported to MLS, April 2023: 458
Number of Closed Home Sales Reported to MLS, April 2022: 584
 (% change for April: -21.56%)

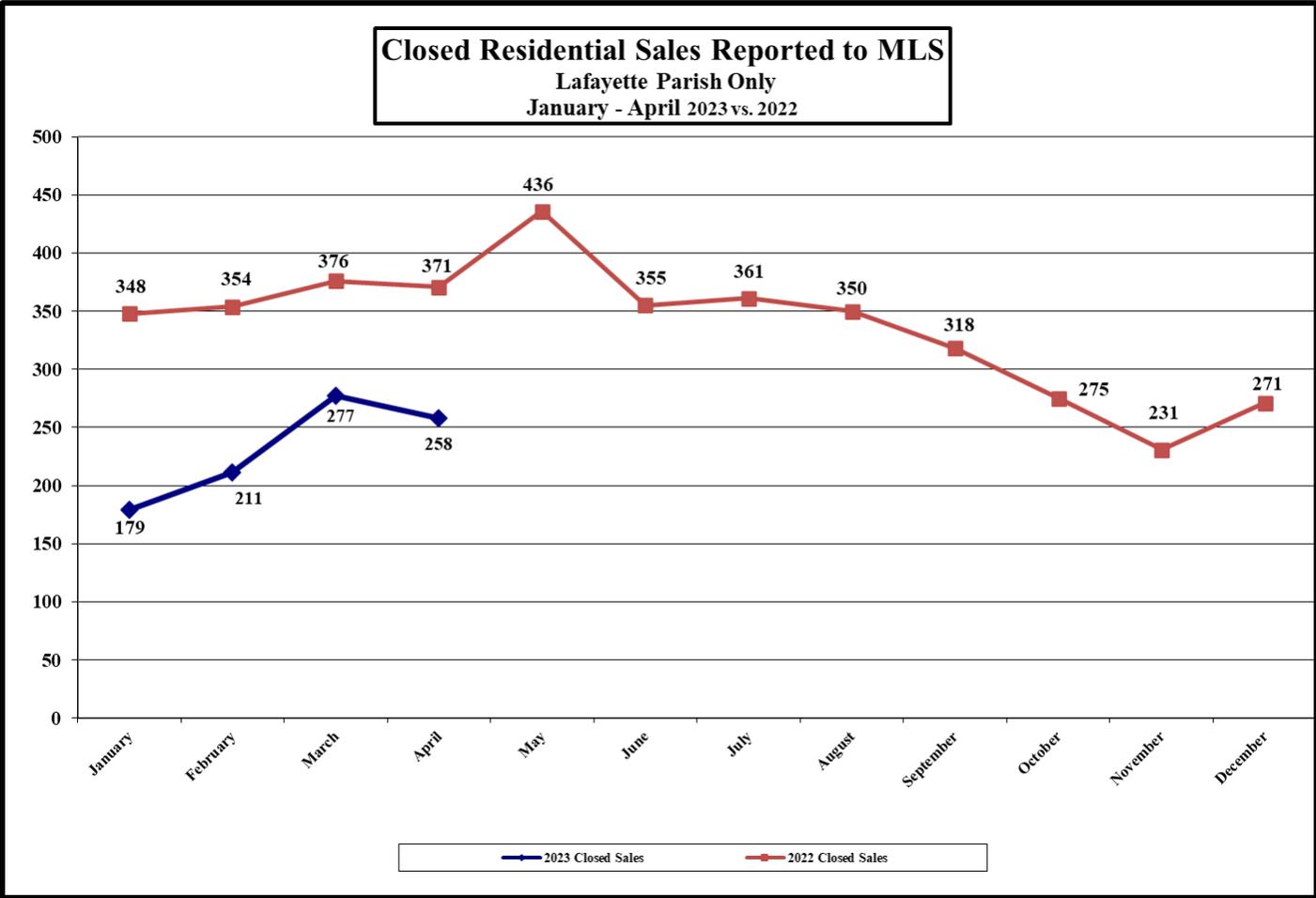
(% change from March 2023: -00.43%)

'23: 665
 '22: 760
 (% chg: -12.50%)

Cumulative total, January – April 2023: 1,590
Cumulative total, January – April 2022: 2,209
 (% cumulative change: -28.02%)

Average Days on Market, January - April 2023: 68
Average Days on Market, January - April 2022: 36
 (Change for January - April: +32 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 outside Lafayette Parish as compared to prior year's sales) | 520 | 549 | 538 | 681 | 641 | 782 |
| | +27.88% | +21.13% | +23.61% | -02.35% | +03.74% | -15.22% |



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

| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| 04/23: 80 | 178 |
| 04/22: 96 | 275 |
| -16.67% | -35.27% |

Number of Closed Home Sales Reported to MLS, April: 2023: 258
 Number of Closed Home Sales Reported to MLS, April: 2022: 371
 (% change for April: -30.46%)
 (% change from March 2023: -06.86%)

| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| '23: 257 | 668 |
| '22: 383 | 1,066 |
| -32.90% | -37.33% |

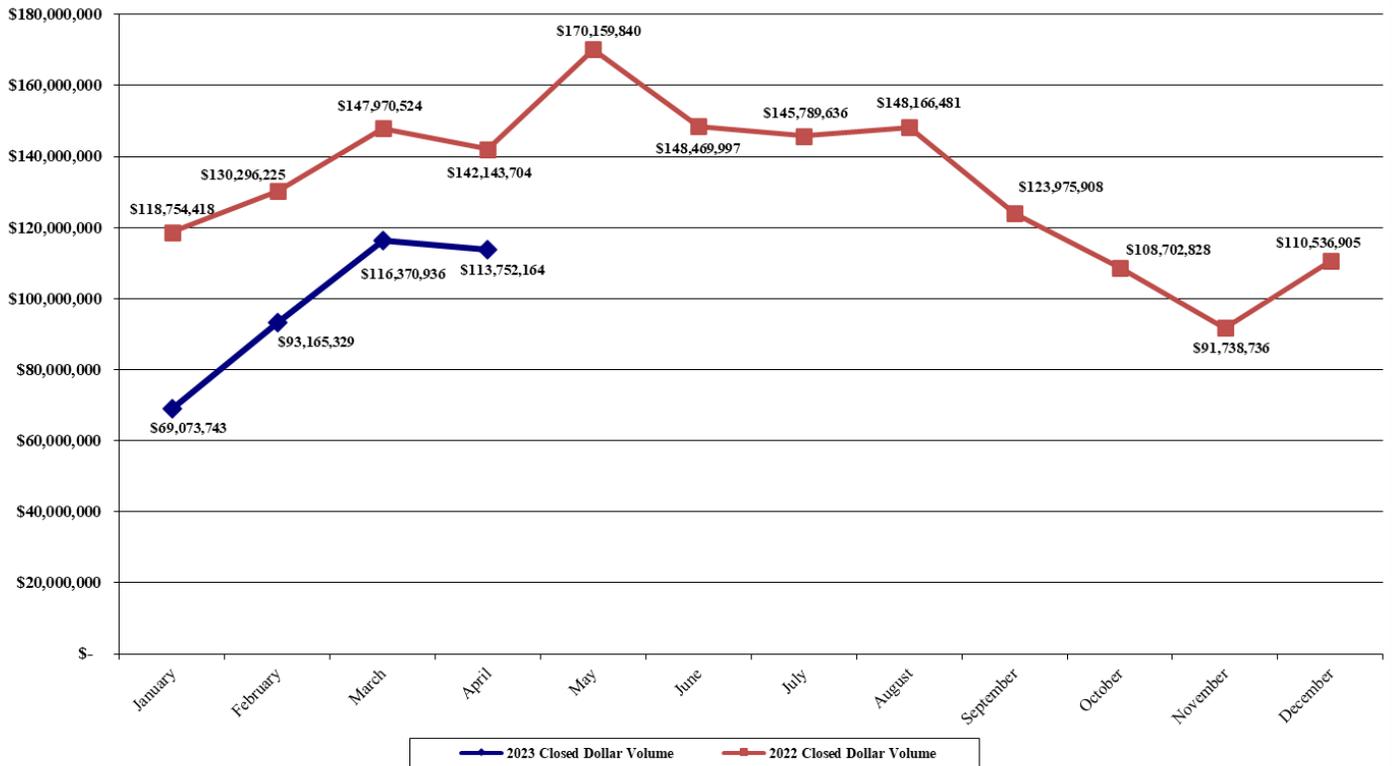
Cumulative total, January – April 2023: 925
 Cumulative total, January – April 2022: 1,449
 (% cumulative change: -36.16%)

| | |
|---------------|----------|
| '23: 120 days | 39 days |
| '22: 37 days | 24 days |
| +83 days | +15 days |

Average Days on Market, January – April 2023: 61
 Average Days on Market, January – April 2022: 28
 (Change for January - April: +33 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 | 905 | 986 | 1,002 | 1,022 | 1,101 | 1,500 |
| Compared to prior year's sales) | +02.21% | -06.19% | -07.69% | -09.49% | -15.99% | -38.33% |

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



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

Outside Laf. Parish

04/23: \$ 38,958,793
04/22: \$ 42,714,083
 (% chg.: -08.79%)

Dollar Volume of Closed Residential Sales, April 2023: \$113,752,164
Dollar Volume of Closed Residential Sales, April 2022: \$142,143,704
 (% change for April: -19.97%)

(% change from March 2023: -02.25%)

'23: \$130,567,282
'22: \$147,329,339
 (% chg.: -11.38%)

Cumulative total January – April 2023: \$392,362,172
Cumulative total January – April 2022: \$539,164,871
 (% cumulative change: -27.23%)

'23: \$196,342
'22: \$193,854
 (% chg.: +01.28%)

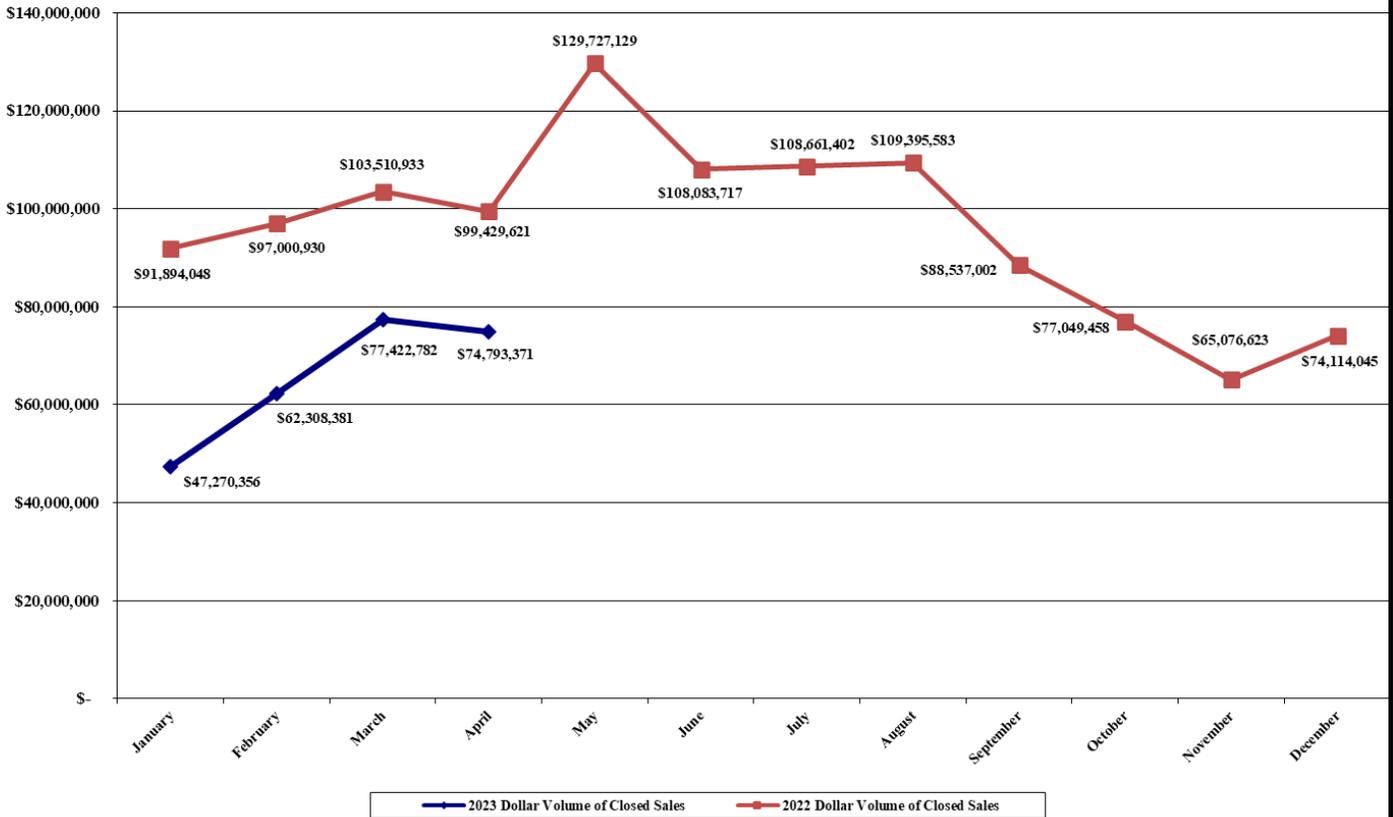
Average Sale Price, January - April 2023: \$246,768
Average Sale Price, January – April 2022: \$244,076
 (% change in Average Sale Price: +01.10%)

Median Sold Price, January - April 2023: \$225,250
Median Sold Price, January - April 2022: \$226,394
 (% change in Median Sold Price: -00.51%)

% of List Price to Sale Price, January - April 2023: 97.55%
% of List Price to Sale Price, January - April 2022: 98.18%

| | | | | | | |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|
| Current \$ vol. compared to past years: | <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.) | \$66,575,261 | \$71,653,985 | \$67,838,732 | \$94,725,022 | \$91,631,843 | \$135,033,557 |
| | +49.01% | +82.19% | +92.47% | +37.84% | +42.91% | -03.31% |

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



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

| <u>New Const.</u> | <u>Re-sales</u> |
|---------------------|-----------------|
| 04/23: \$25,256,071 | \$49,537,300 |
| 04/22: \$27,890,303 | \$71,539,318 |
| -09.45% | -30.76% |

| <u>New Const.</u> | <u>Re-sales</u> |
|--------------------|-----------------|
| '23: \$ 82,888,963 | \$178,905,927 |
| '22: \$111,140,456 | \$280,695,076 |
| -25.42% | -36.26% |

| | |
|----------------|-----------|
| '23: \$322,525 | \$267,823 |
| '22: \$290,183 | \$263,316 |
| +11.15% | +01.71% |

| | |
|----------------|-----------|
| '23: \$273,225 | \$222,750 |
| '22: \$258,695 | \$230,000 |
| +05.61% | -03.15% |

| | |
|--------------|--------|
| '23: 99.65% | 96.91% |
| '22: 100.21% | 98.32% |

Dollar Volume of Closed Residential Sales, April 2023: \$ 74,793,371
Dollar Volume of Closed Residential Sales, April 2022: \$ 99,429,621
(% change for April: -24.78%)

(% change from March: 2023: -03.40%)

Cumulative total January - April 2023: \$261,794,890
Cumulative total January - April 2022: \$391,835,532
(% cumulative change: -33.18%)

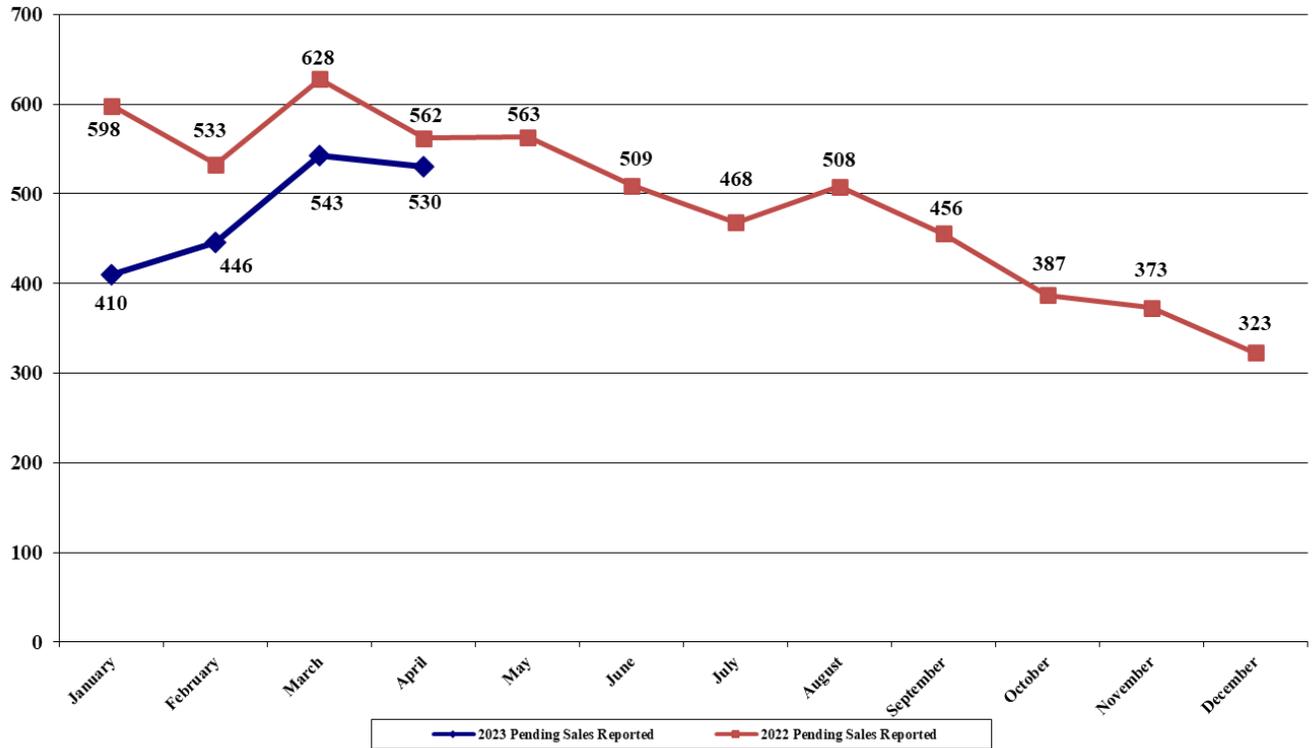
Average Sale Price, January - April 2023: \$283,021
Average Sale Price, January - April 2022: \$270,417
(% change in Average Sale Price: +04.66%)

Median Sold Price, January - April 2023: \$243,000
Median Sold Price, January - April 2022: \$242,000
(% change in Median Sold Price: +00.41%)

% of List Price to Sale Price, January - April 2023: 97.76%
% of List Price to Sale Price, January - April 2022: 98.85%

| <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 dollar volume as compared to prior years) | \$198,475,938 | \$208,975,676 | \$223,861,174 | \$222,833,677 | \$251,957,798 | \$375,610,233 |
| | +31.90% | +25.28% | +16.95% | +17.48% | +03.09% | -30.30% |

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



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

Outside Lafayette Parish

Pending sales as of May 6, 2023

April '23: 199
April '22: 205
(% chg: -02.93%)

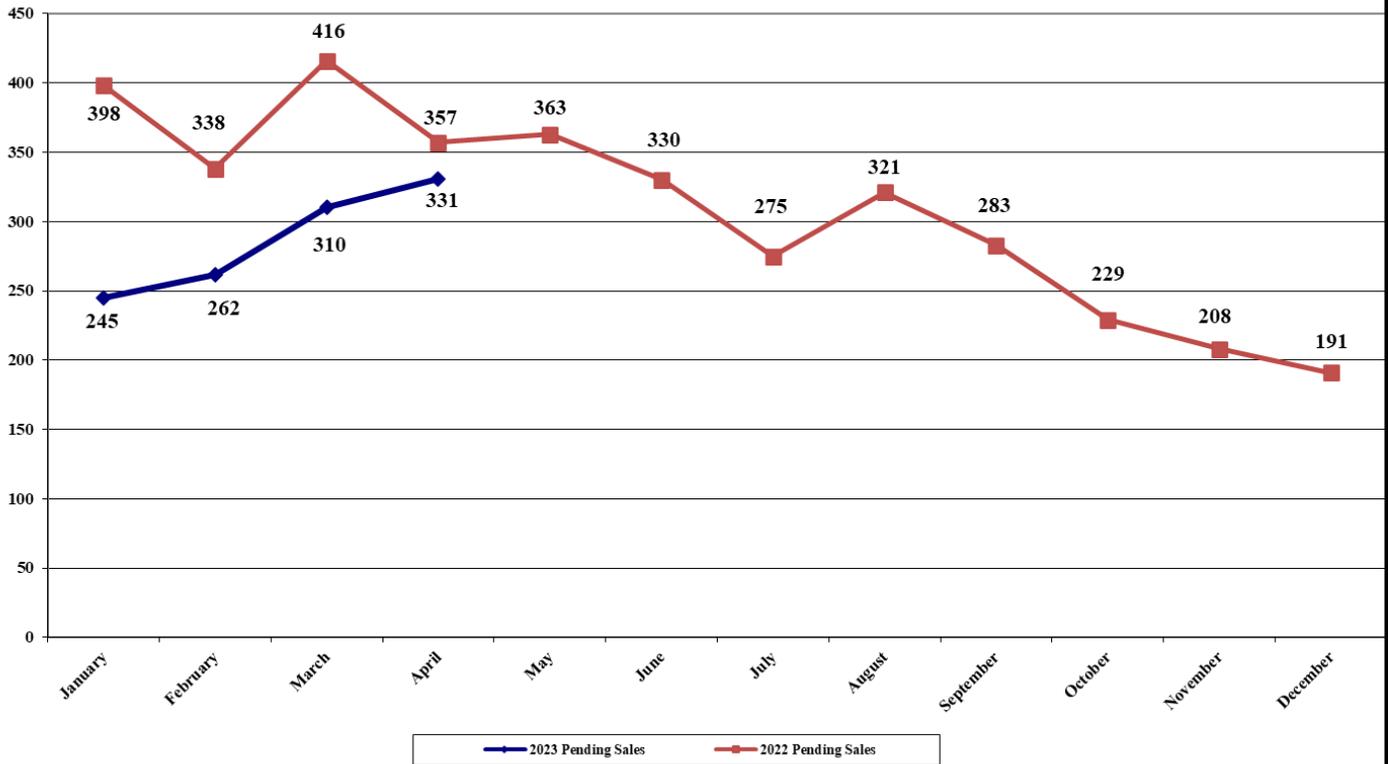
Number of Pending Home Sales Reported to MLS, April 2023: 530
Number of Pending Home Sales Reported to MLS, April 2022: 562
(% change for April: -05.69%)

(% change from March 2023: -02.39%)

'23: 781
'22: 812
(% chg: -03.82%)

Cumulative total, January – April 2023: 1,929
Cumulative total, January – April 2022: 2,321
(% cumulative change: -16.89%)

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



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

Pending sales as of May 6, 2023

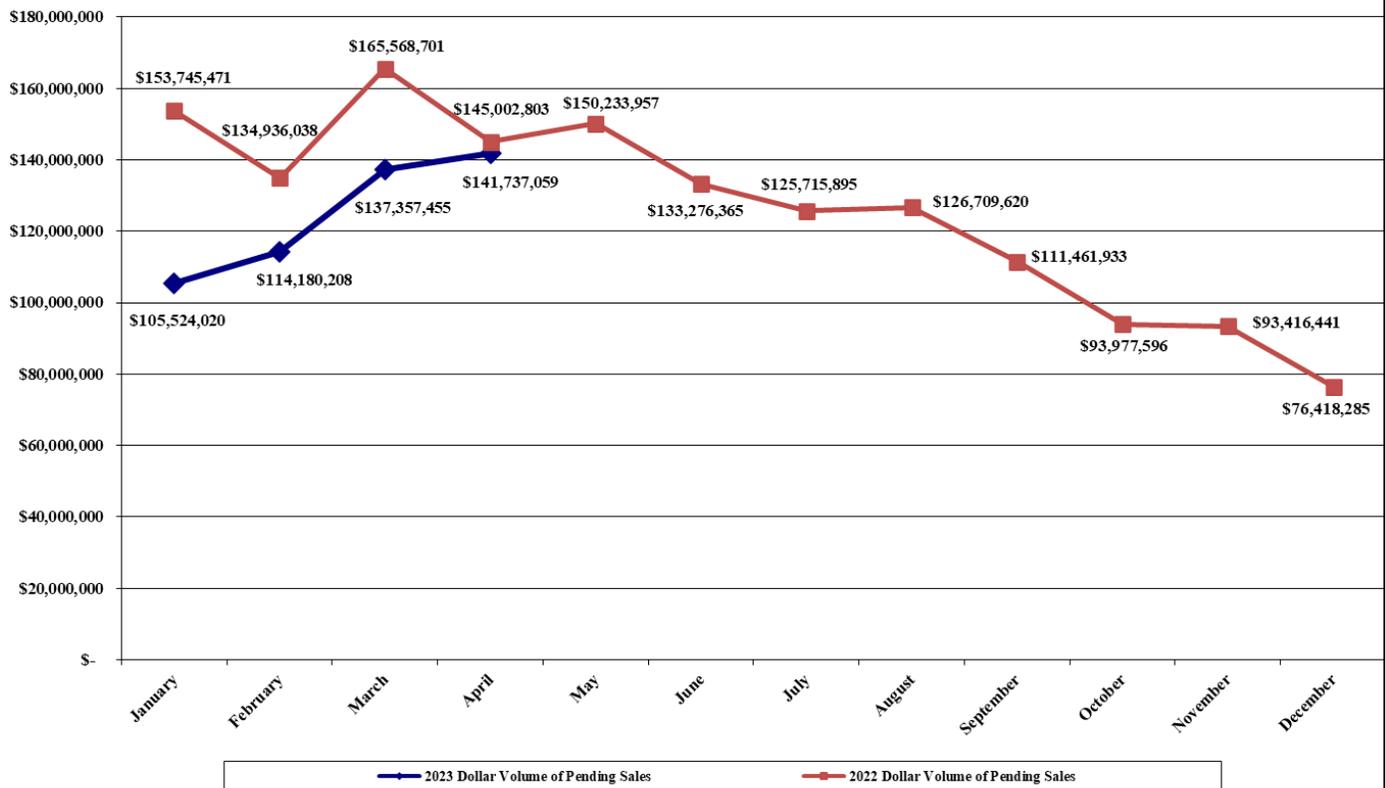
| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| 04/23: 105 | 226 |
| 04/22: 59 | 298 |
| +77.97% | -24.16% |

Number of Pending Home Sales Reported to MLS, April 2023: 331
Number of Pending Home Sales Reported to MLS, April 2022: 357
 (% change for April: -07.28%)
 (% change from March 2023: +06.77%)

| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| '23: 356 | 792 |
| '22: 361 | 1,148 |
| -01.39% | -31.01% |

Cumulative total, January – April 2023: 1,148
Cumulative total, January – April 2022: 1,509
 (% cumulative change: -23.92%)

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



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

Pending sale dollar volume as of May 6, 2023

Dollar Volume of Pending Home Sales, April 2023: \$141,737,059

Dollar Volume of Pending Home Sales, April 2022: \$145,002,803

(% change for April: -02.25%)

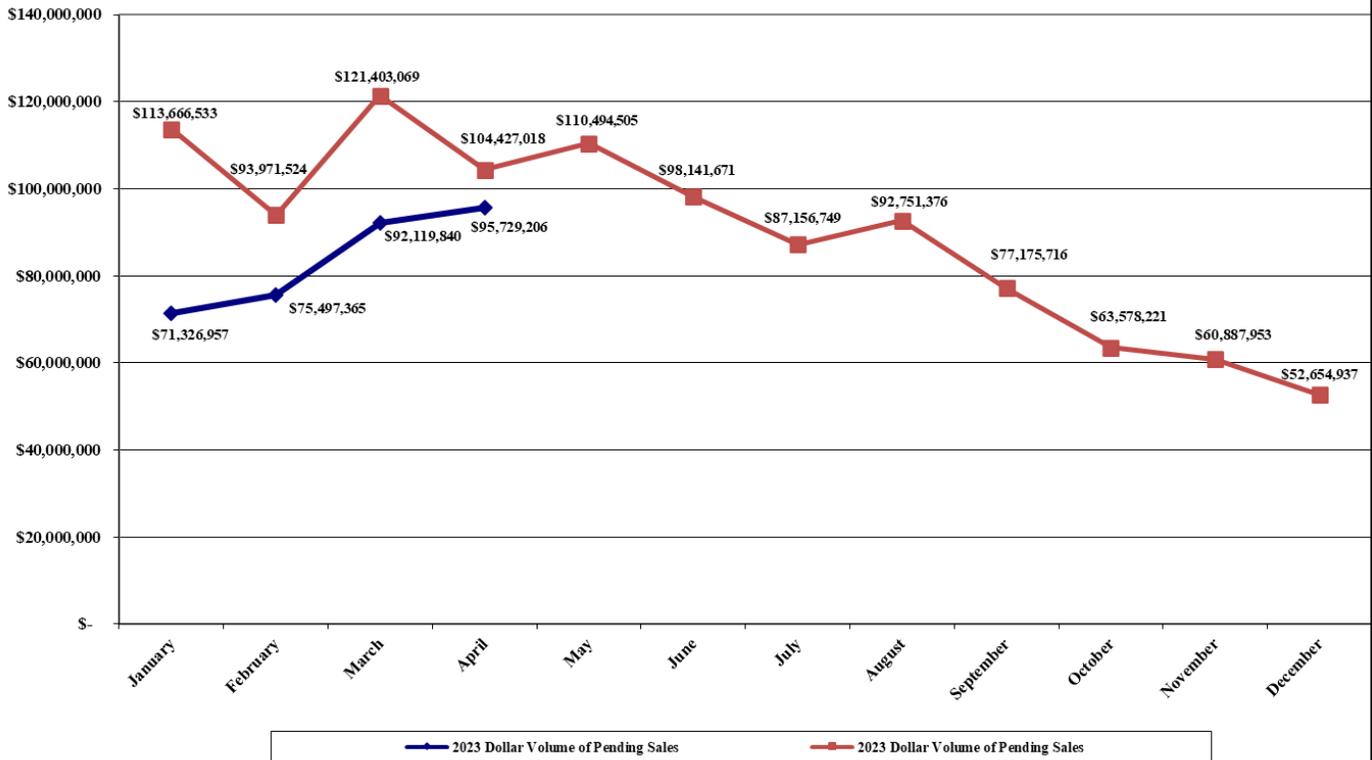
(% change from March 2023: +03.19%)

Cumulative total, January – April 2023: \$498,798,742

Cumulative total, January – April 2022: \$599,252,013

(% cumulative change: -16.76%)

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



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

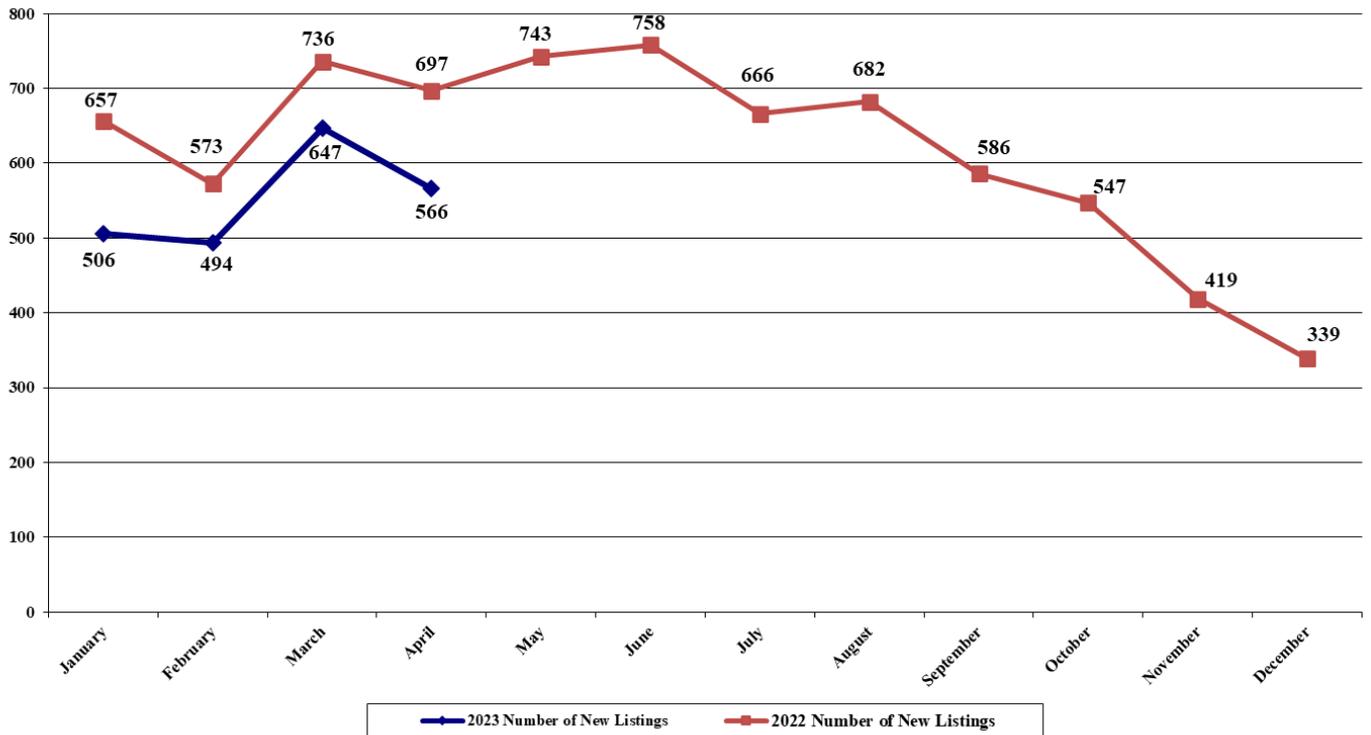
Pending sale dollar volume as of May 6, 2023

Dollar Volume of Pending Home Sales, April 2023: \$ 95,729,206
Dollar Volume of Pending Home Sales, April 2022: \$104,427,018
 (% change for April: -08.33%)

(% change from March 2023: +03.92%)

Cumulative total, January – April 2023: \$334,673,368
Cumulative total, January – April 2022: \$433,468,144
 (% cumulative change: -22.79%)

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



New listing count as of May 6, 2023

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

Outside Lafayette Parish

April '23: 222
 April '22: 291
 (% chg: -23.71%)

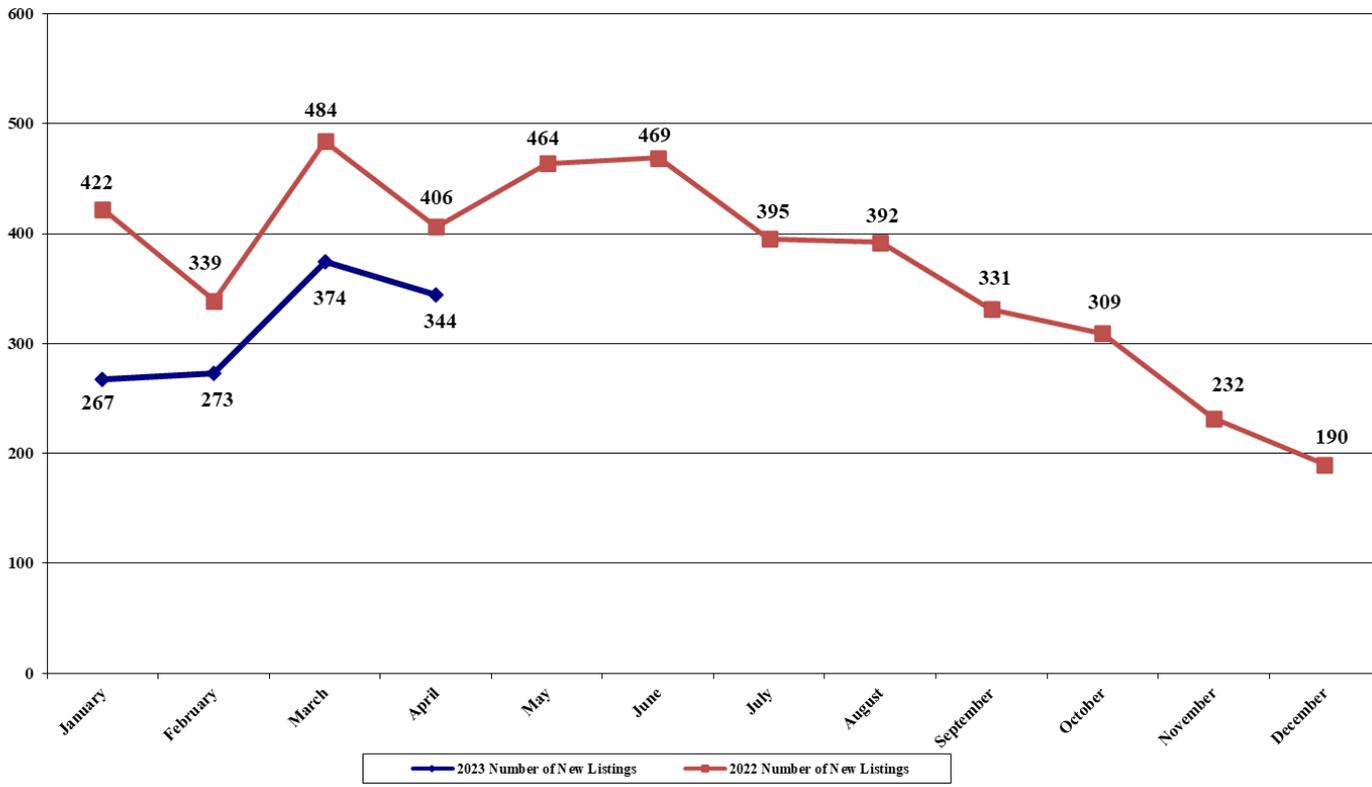
Number of New Residential Listings Reported to MLS, April 2023: 566
Number of New Residential Listings Reported to MLS, April 2022: 697
 (% change for April: -18.79%)

(% change from March 2023: -12.52%)

'23: 955
 '22: 1,012
 (% chg: -05.63%)

Cumulative total, January – April 2023: 2,213
Cumulative total, January – April 2022: 2,663
 (% cumulative change: -16.90%)

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



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

New listing count as of May 6, 2023

| <u>New Const.</u> | <u>Re-sales</u> |
|-------------------|-----------------|
| 04/23: 107 | 237 |
| 04/22: 100 | 306 |
| +07.00% | -22.55% |

Number of New Residential Listings Reported to MLS, April 2023: 344
Number of New Residential Listings Reported to MLS, April 2022: 406
 (% change for April: -15.27%)
 (% change from March 2023: -08.02%)

| | |
|----------|---------|
| '23: 337 | 921 |
| '22: 419 | 1,232 |
| -19.57% | -25.24% |

Cumulative total, January – April 2023: 1,258
Cumulative total, January – April 2022: 1,651
 (% cumulative change: -23.80%)

| <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 | 1,636 | 1,723 | 1,850 | 1,654 | 1,563 | 1,782 | 1,651 | 1,258 |
| # Sold | 905 | 986 | 1,002 | 1,022 | 1,101 | 1,500 | 1,449 | 925 |
| Ratio: New Listings/Sold | 1.81:1 | 1.75:1 | 1.85:1 | 1.62:1 | 1.48:1 | 1.18:1 | 1.14:1 | 1.36:1 |
| 2022 % +/- over | -23.11% | -26.99% | -32.00% | -23.94% | -19.51% | -29.41% | -23.80% | |