

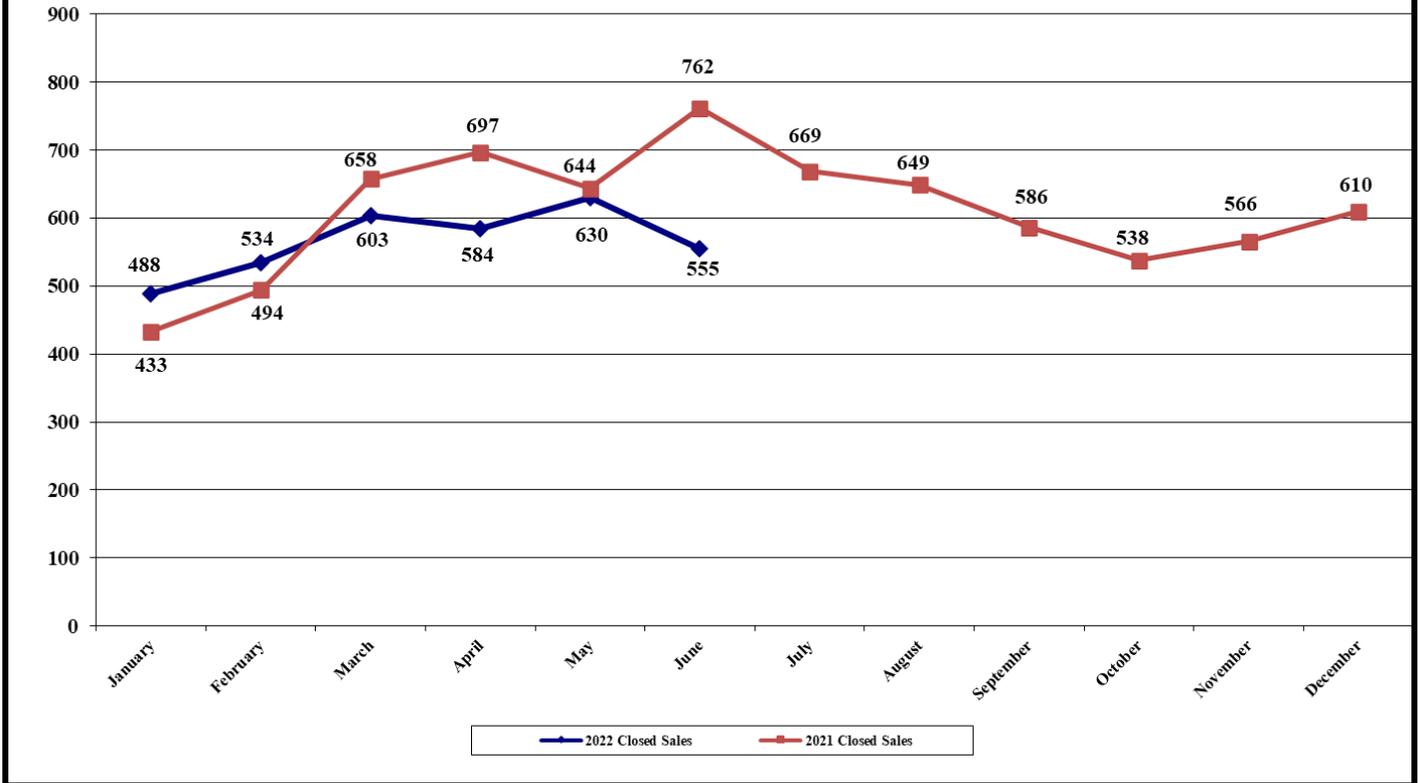


The Acadiana Residential Real Estate Market Report

January – June 2022

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



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

Outside Lafayette Parish

June '22: 200
 June '21: 277
 (% chg: -27.80%)

Number of Closed Home Sales Reported to MLS, June 2022: 555
Number of Closed Home Sales Reported to MLS, June 2021: 762
 (% change for June: -27.17%)

(% change from May 2022: -11.90%)

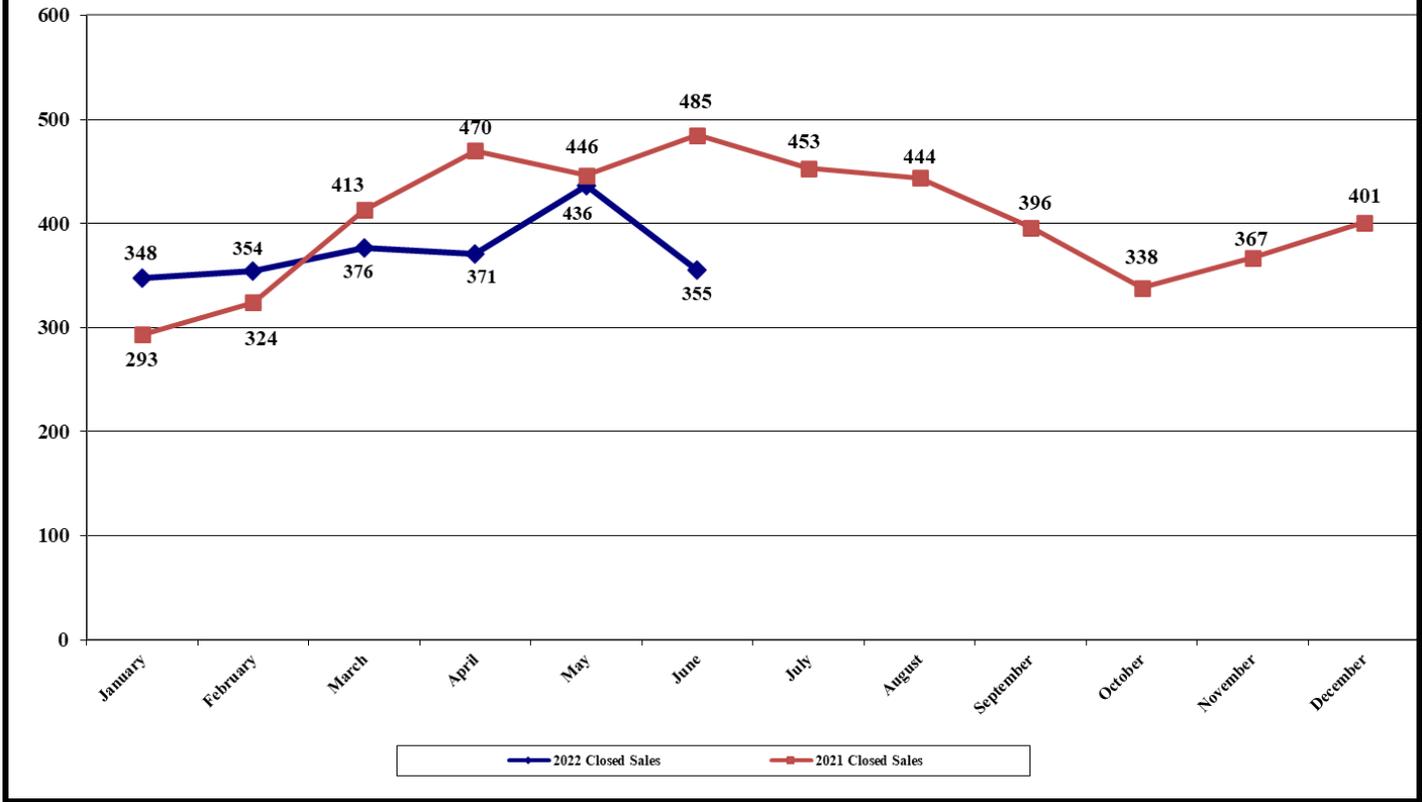
'22: 1,154
 '21: 1,257
 (% chg: -08.19%)

Cumulative total, January – June 2022: 3,394
Cumulative total, January – June 2021: 3,688
 (% cumulative change: -07.97%)

Average Days on Market, January - June 2022: 35
Average Days on Market, January – June 2021: 55
 (Change for January - June: -20 days)

Current Sales Compared to Past Years:	<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)	756	799	885	922	1,045	1,002
	+52.65%	+44.43%	+30.40%	+25.16%	+10.43%	+15.17%

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



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

New Const. Re-sales

06/22: 89 266
 06/21: 91 394
 -02.20% -32.49%

Number of Closed Home Sales Reported to MLS, June: 2022: 355
Number of Closed Home Sales Reported to MLS, June: 2021: 485
 (% change for June: -26.80%)

(% change from May 2022: -18.58%)

New Const. Re-sales

'22: 591 1,649
 '21: 568 1,863
 +04.05% -11.49%

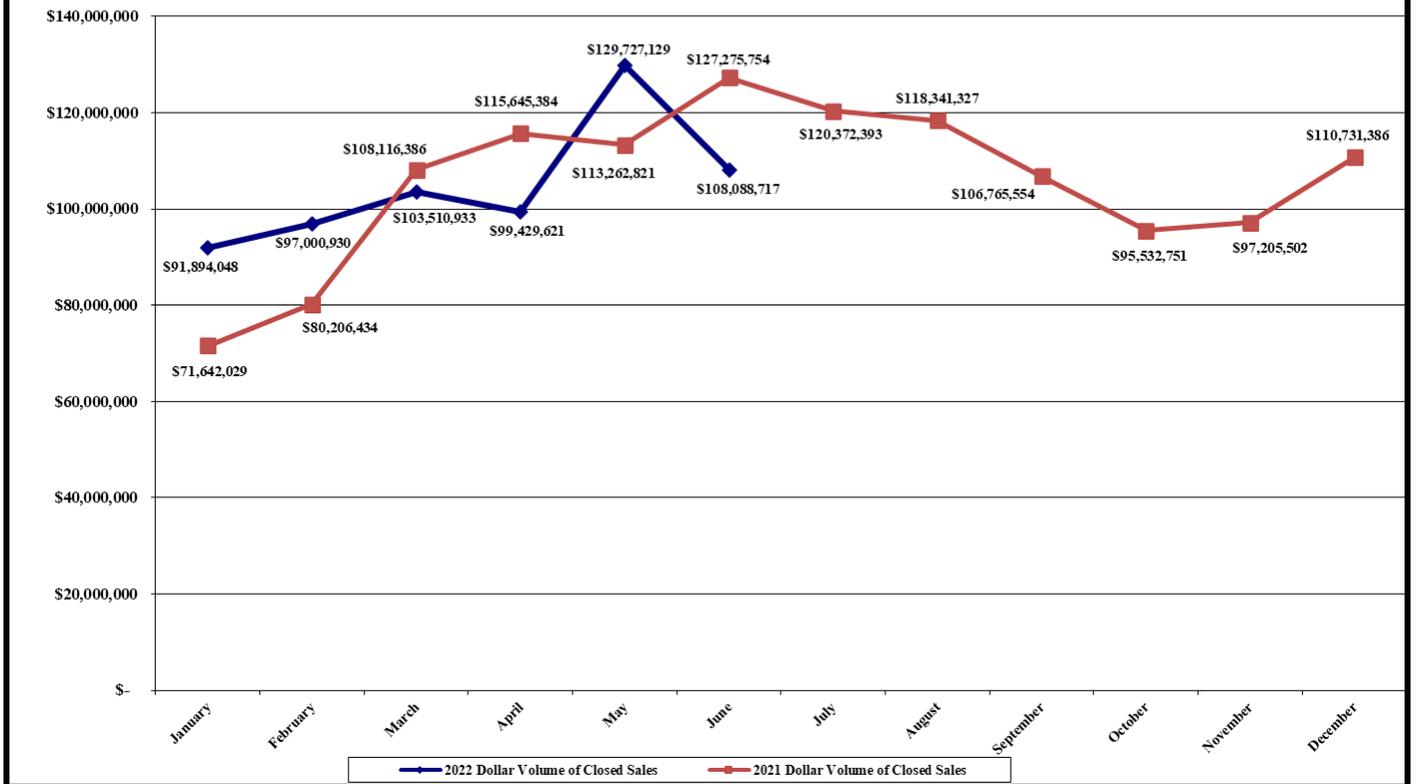
Cumulative total, January – June 2022: 2,240
Cumulative total, January – June 2021: 2,431
 (% cumulative change: -07.86%)

'22: 46 days 21 days
 '21: 54 days 40 days
 -08 days -19 days

Average Days on Market, January – June 2022: 27
Average Days on Market, January – June 2021: 44
 (Change for January - June: -17 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)	1,618	1,509	1,596	1,714	1,670	1,731
	+38.44%	+48.44%	+40.35%	+30.69%	+34.13%	+29.40%

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



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

<u>New Const.</u>	<u>Re-sales</u>
06/22: \$29,853,195	\$78,235,522
06/21: \$26,315,432	\$100,960,322
+13.44%	-22.51%

Dollar Volume of Closed Residential Sales, June 2022: \$108,088,717
Dollar Volume of Closed Residential Sales, June 2021: \$127,275,754
(% change for June: -15.08%)

(% change from May 2022: -16.68%)

<u>New Const.</u>	<u>Re-sales</u>
'21: \$179,637,557	\$450,013,821
'20: \$149,462,321	\$466,686,487
+20.19%	-03.57%

Cumulative total January – June 2022: \$629,651,378
Cumulative total January – June 2021: \$616,148,808
(% cumulative change: +02.19%)

'22: \$303,955	\$272,901
'21: \$263,137	\$250,502
+15.51%	+08.94%

Average Sale Price, January - June 2022: \$281,094
Average Sale Price, January - June 2021: \$253,454
(% change in Average Sale Price: +10.91%)

'22: \$265,230	\$234,000
'21: \$230,895	\$210,000
+14.87%	+11.43%

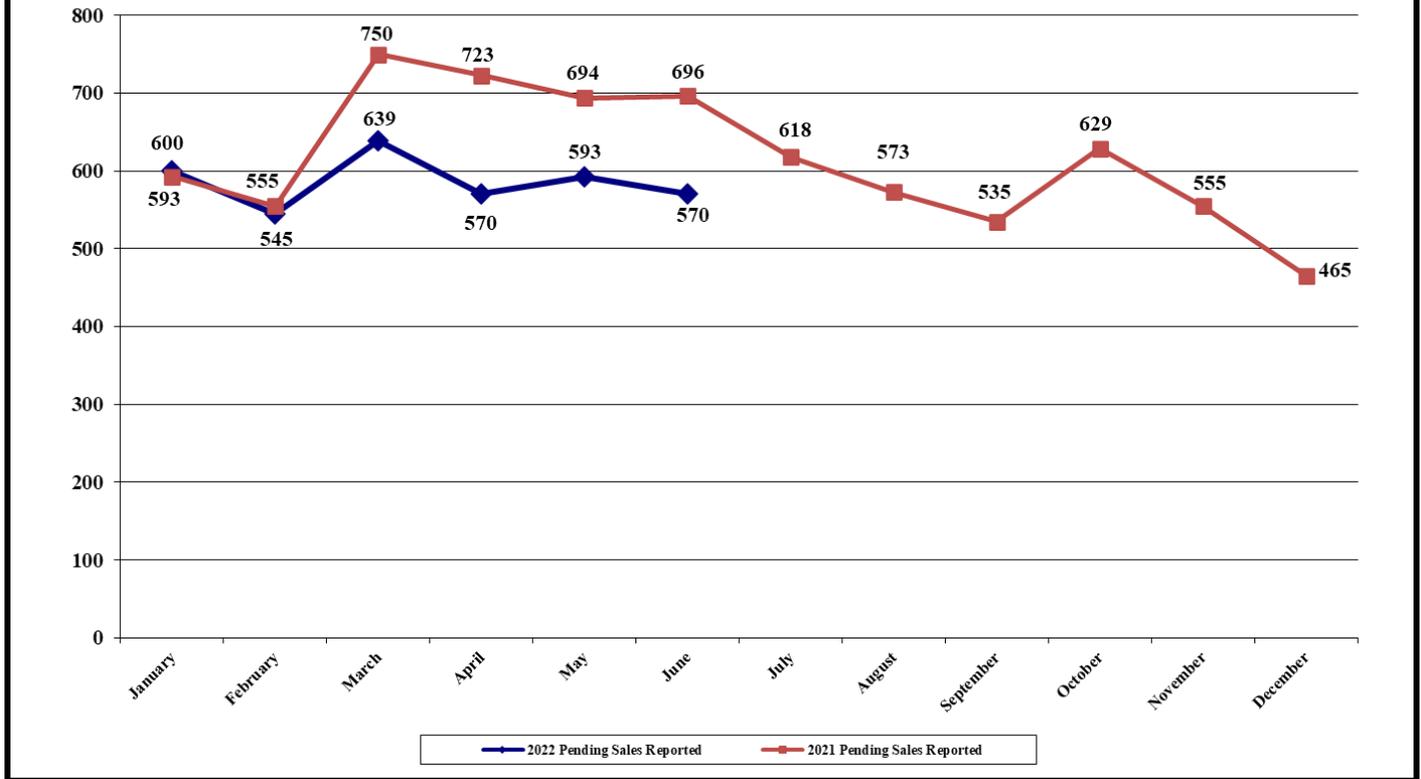
Median Sold Price, January – June 2022: \$245,000
Median Sold Price, January – June 2021: \$219,530
(% change in Median Sold Price: +11.60%)

'21: 100.39%	98.44%
'20: 99.98%	97.95%

% of List Price to Sale Price, January - June 2022: 98.99%
% of List Price to Sale Price, January - June 2021: 98.43%

<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)	\$373,721,120	\$335,317,949	\$340,808,507	\$386,138,207	\$374,484,210	\$393,634,894
	+68.48%	+87.78%	+84.75%	+63.06%	+68.14%	+59.96%

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



Pending Sales as of July 13, 2022

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

Outside Lafayette Parish

June '22: 209
 June '21: 243
 (% chg: -13.99%)

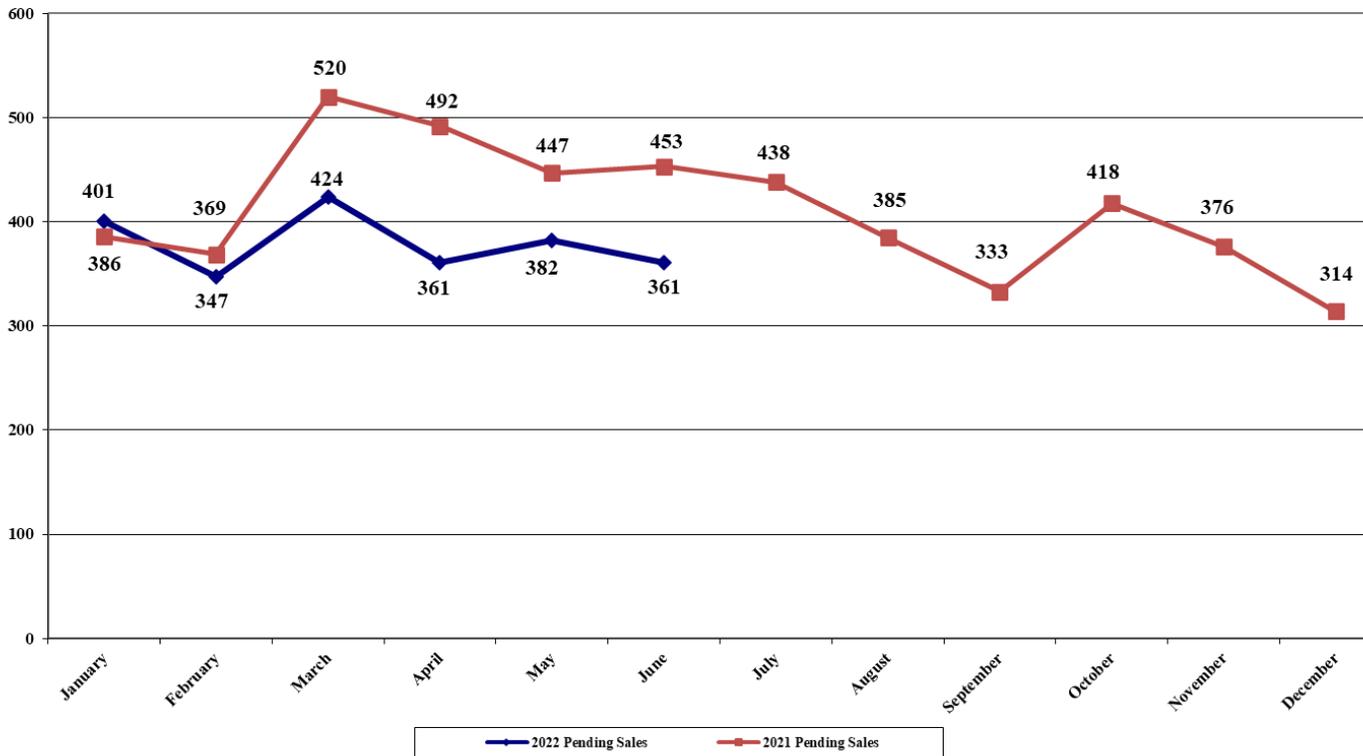
Number of Pending Home Sales Reported to MLS, June 2022: 570
Number of Pending Home Sales Reported to MLS, June 2021: 696
 (% change for June: -18.10%)

(% change from May 2022: -03.88%)

'22: 1,241
 '21: 1,343
 (% chg: -07.59%)

Cumulative total, January – June 2022: 3,517
Cumulative total, January – June 2021: 4,010
 (% cumulative change: -12.29%)

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



Pending sales as of July 13, 2022

LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

06/22: 80 281
 06/21: 96 357
 -16.67% -21.29%

Number of Pending Home Sales Reported to MLS, June 2022: 361

Number of Pending Home Sales Reported to MLS, June 2021: 453

(% change for June: -20.31%)

(% change from May 2022: -05.50%)

New Const. Re-sales

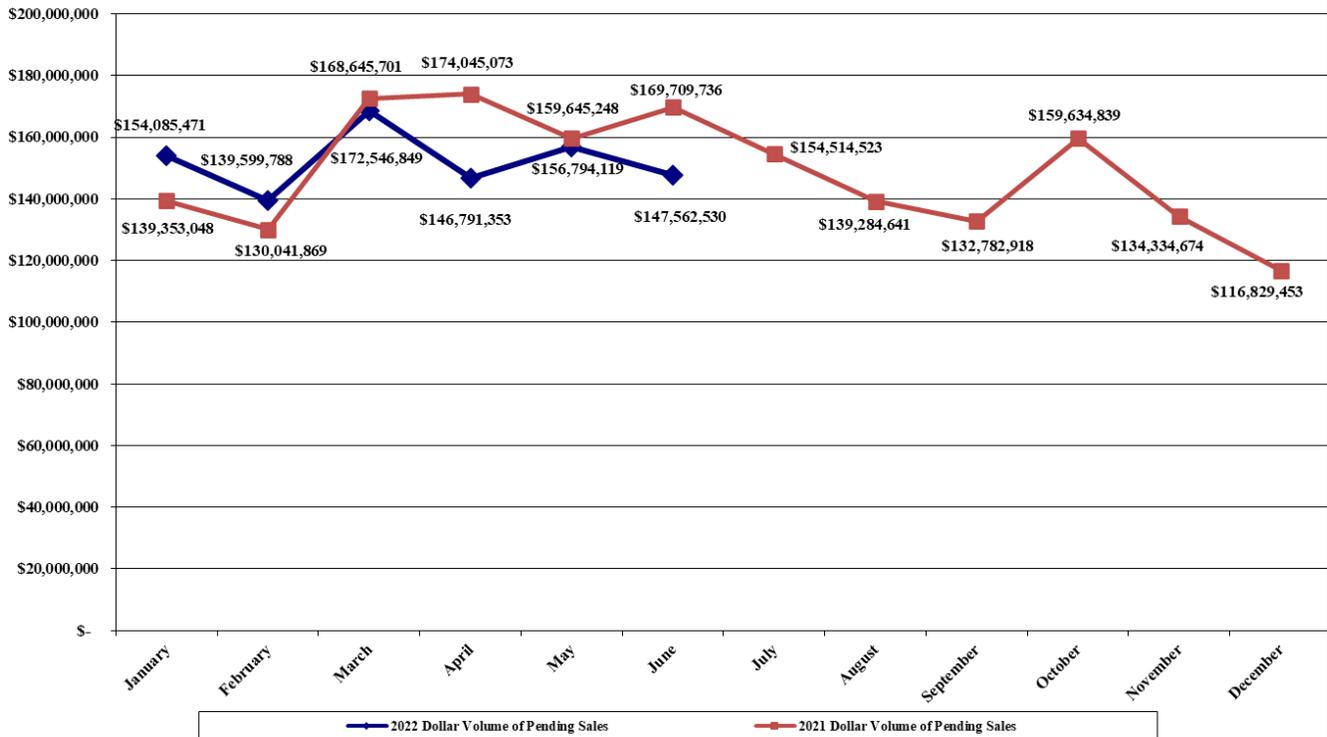
'22: 561 1,716
 '21: 676 1,991
 -17.01% -13.81%

Cumulative total, January – June 2022: 2,276

Cumulative total, January – June 2021: 2,667

(% cumulative change: -14.66%)

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



Pending Sale dollar volume as of July 13, 2022

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

Dollar Volume of Pending Home Sales, June 2022: \$147,562,530

Dollar Volume of Pending Home Sales, June 2021: \$169,709,736

(% change for June: -13.05%)

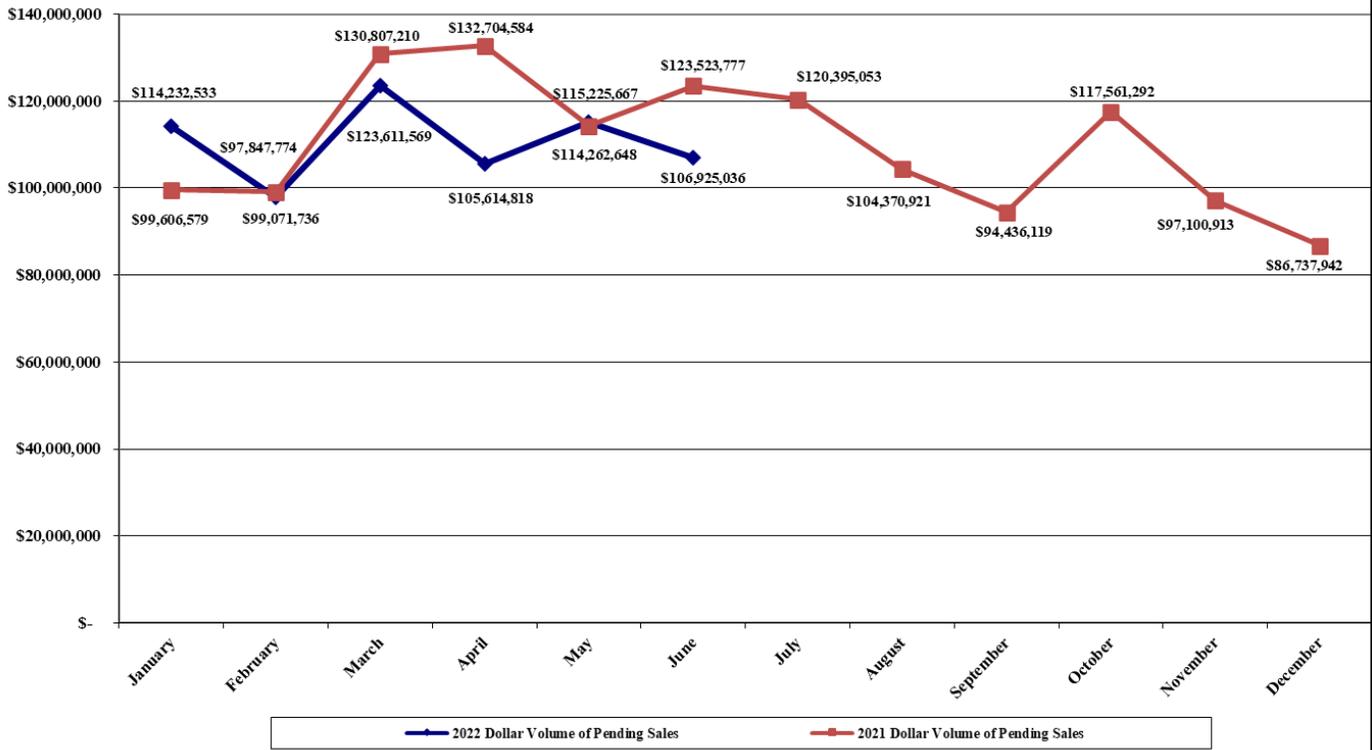
(% change from May 2022: -05.89%)

Cumulative total, January – June 2022: \$913,478,962

Cumulative total, January – June 2021: \$945,251,823

(% cumulative change: -03.36%)

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



Pending Sale dollar volume as of July 13, 2022

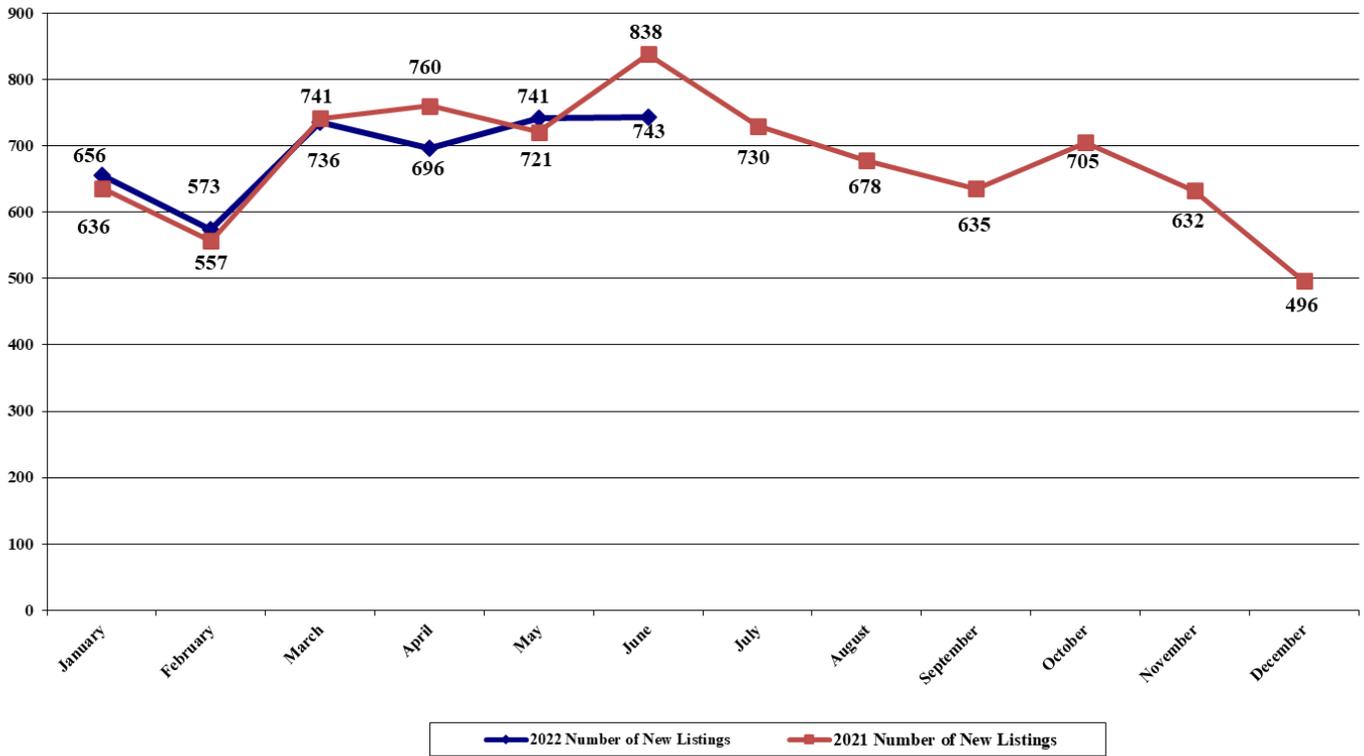
LAFAYETTE PARISH
(Excludes “GEO” areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, June 2022: \$106,925,036
Dollar Volume of Pending Home Sales, June 2021: \$123,523,777
(% change for June: -13.44%)

(% change from May 2022: -07.20%)

Cumulative total, January – June 2022: \$663,457,397
Cumulative total, January – June 2021: \$699,976,534
(% cumulative change: -05.22%)

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



New Listing count as of July 12, 2022

Outside Lafayette Parish

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

June '22: 282
June '21: 286
 (% chg: -01.40%)

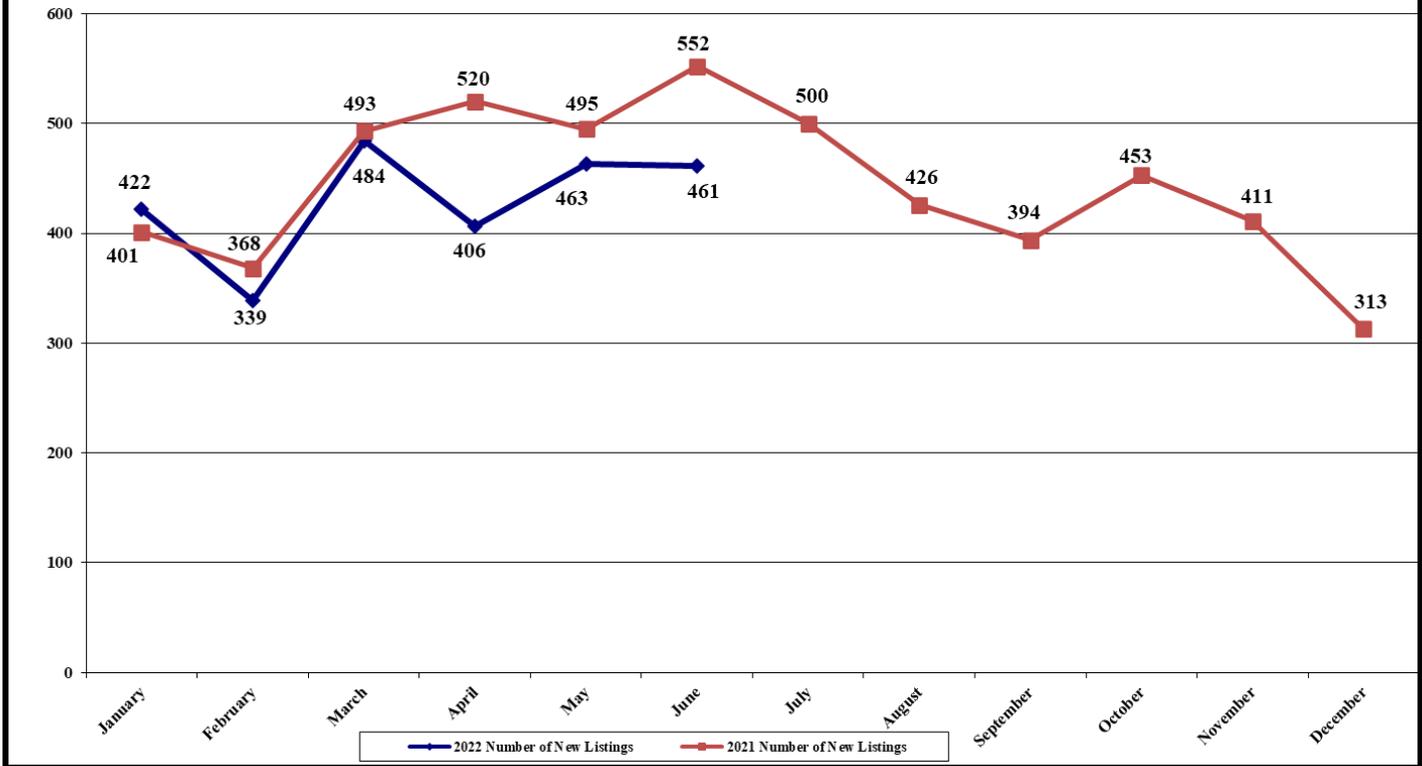
Number of New Residential Listings Reported to MLS, June 2022: 743
Number of New Residential Listings Reported to MLS, June 2021: 838
 (% change for June: (-11.34%)

(% change from May 2022: +00.27%)

'22: 1,570
'21: 1,424
 (% chg: +10.25%)

Cumulative total, January – March 2022: 4,145
Cumulative total, January – March 2021: 4,253
 (% cumulative change: -02.54%)

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



New Listing count as of July 13, 2022

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

New Const. Re-sales

06/22: 115 346
06/21: 142 410
-19.01% -15.61%

Number of New Residential Listings Reported to MLS, June 2022: 461
Number of New Residential Listings Reported to MLS, June 2021: 552
(% change for June: -16.49%)
(% change from May 2022: -00.43%)

'22: 634 1,941
'21: 682 2,147
-07.04% -09.59%

Cumulative total, January – June 2022: 2,575
Cumulative total, January – June 2021: 2,829
(% cumulative change: -08.98%)

<u>Comparison to Past Years:</u>	<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	2,346	2,506	2,649	2,838	2,513	2,454	2,829	2,575
# Sold	1,618	1,509	1,596	1,714	1,670	1,731	2,431	2,240
Ratio – New Listings/Sold	1.45:1	1.66:1	1.66:1	1.66:1	1.50:1	1.42:1	1.16:1	1.15:1
2022: % +/- over	+09.76%	+02.75%	-02.79%	-09.27%	+02.47%	+04.93%	-08.98%	

2022 Home Sales Outside Lafayette Parish

January – June 2022



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

January – June 2022 vs. January – June 2021

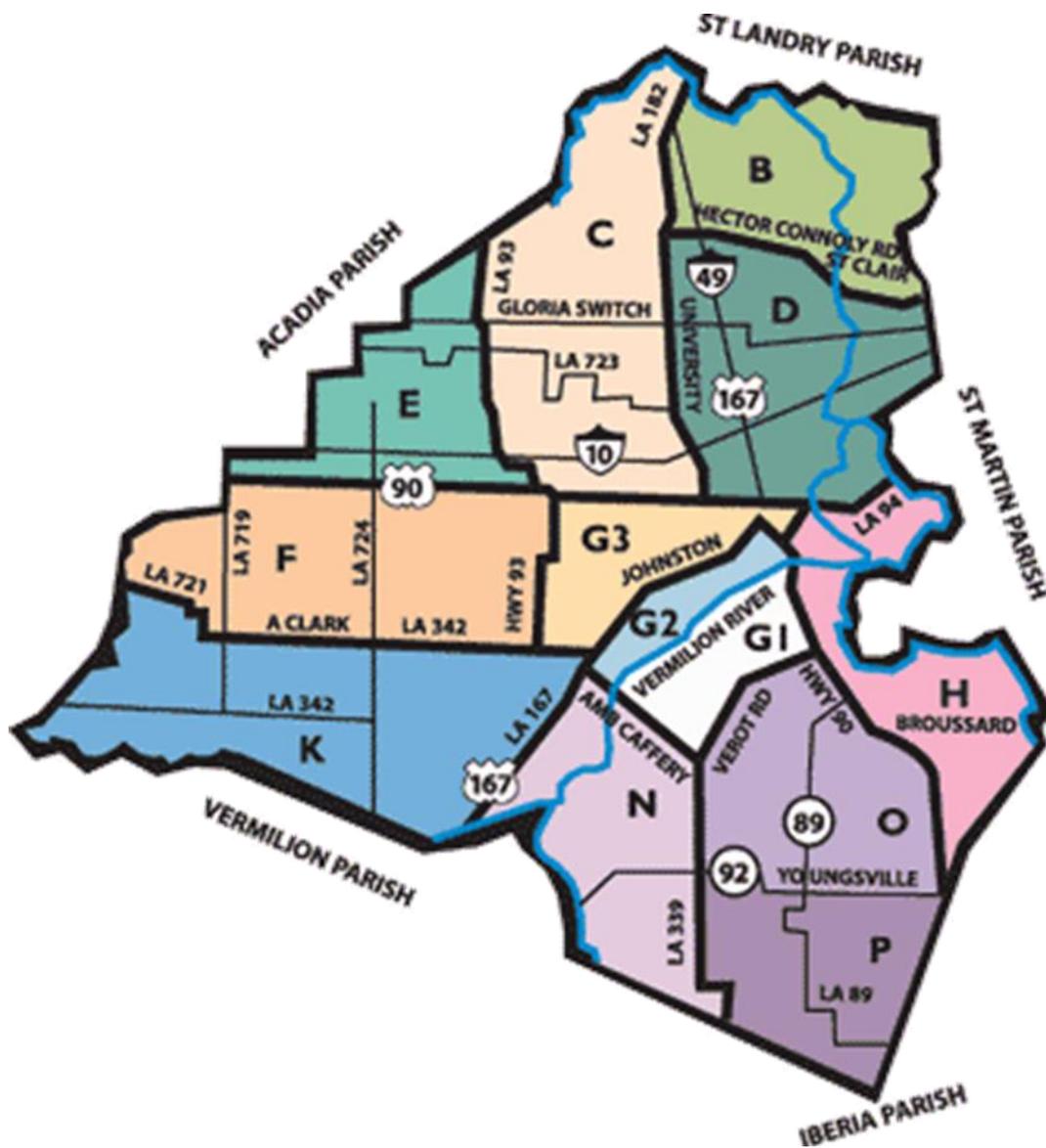
PARISH	'22 Closed Sales	'21 Closed Sales	% + or -	'22 Closed \$ Volume	'21 Closed \$ Volume	% + or -
St. Landry	256	305	-16.1%	\$49,792,913	\$51,718,720	-03.7%
Vermillion	229	233	-01.7%	\$49,151,618	\$40,611,396	+21.0%
Acadia	177	135	+31.1%	\$32,400,305	\$22,130,519	+46.4%
Iberia	210	256	-18.0%	\$37,009,442	\$45,174,952	-18.1%
St. Martin	150	204	-26.5%	\$33,284,273	\$40,718,416	-18.3%
Evangeline	44	60	-26.7%	\$ 5,888,350	\$ 6,955,400	-15.3 %
St. Mary	47	46	+02.2%	\$ 9,577,005	\$ 6,799,450	+40.8%
Jeff Davis	13	04	+225.0%	\$ 2,857,500	\$ 544,650	+424.7%
Others	28	14		\$ 8,221,924	\$ 2,894,500	
TOTAL	1,154	1,257	-08.3%	\$228,183,330	\$217,548,003	+04.9%

January – June 2022 closed residential sales from the above parishes represent 34.0% of the total number of closed transactions reported to the MLS and 26.6% of the closed sale dollar volume. This compares with 34.1% of the total number of closed transactions reported to the MLS and 26.1% of the closed dollar volume as of January – June 2021.

PARISH	'22 Average Sale Price	'21 Average Sale Price	% + or -	'22 Median Sale Price	'21 Median Sale Price	% + or -
St. Martin	\$221,895	\$199,600	+11.2%	\$190,000	\$181,250	+04.8%
Iberia	\$176,235	\$176,464	-00.1%	\$155,000	\$152,750	+01.5%
St. Landry	\$194,503	\$169,569	+14.7%	\$170,500	\$155,000	+10.0%
Vermillion	\$214,635	\$174,297	+23.1%	\$226,000	\$162,000	+39.5%
Acadia	\$183,052	\$163,929	+11.7%	\$172,000	\$152,500	+12.8%
St. Mary	\$203,766	\$147,814	+37.9%	\$151,500	\$126,475	+19.8%
Evangeline	\$133,826	\$115,923	+15.4%	\$110,100	\$125,000	-11.9%

2022 Lafayette Parish Home Sales by GEO Area

January – June 2022



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – June 2022 vs. January – June 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	22	26	- 15.4%	\$ 7,373,700	\$ 7,142,500	+03.2%	\$335,168	\$274,711	+22.0%	1.6 mos.
Area C	129	161	- 19.8%	\$ 26,683,138	\$ 29,974,447	- 11.0%	\$206,846	\$186,176	+11.1%	1.4 mos.
Area D	193	267	- 27.7%	\$ 40,238,518	\$ 51,059,221	- 21.2%	\$208,489	\$191,233	+09.0%	2.3 mos.
Area E	32	27	+18.5%	\$ 8,157,500	\$ 6,084,400	+34.1%	\$254,921	\$225,348	+13.1%	1.1 mos.
Area F	127	114	+11.4%	\$ 31,869,812	\$ 23,308,945	+36.7%	\$250,943	\$204,464	+22.7%	1.1 mos.
Area G1	126	116	+08.6%	\$ 52,927,915	\$ 40,735,422	+29.9%	\$420,062	\$351,167	+19.6%	1.6 mos.
Area G2	158	172	- 08.1%	\$ 49,428,058	\$ 52,408,956	- 05.7%	\$312,835	\$304,703	+02.7%	1.9 mos.
Area G3	284	285	- 00.4%	\$ 55,631,352	\$ 52,155,969	+06.7%	\$195,885	\$183,003	+07.0%	1.2 mos.
Area H	39	51	- 23.5%	\$ 9,527,400	\$ 12,928,100	- 26.3%	\$244,292	\$253,492	- 03.6%	1.7 mos.
Area K	189	114	+65.8%	\$ 44,523,311	\$ 25,232,504	+76.5%	\$235,573	\$221,337	+06.4%	0.7 mos.
Area N	242	333	- 27.3%	\$ 78,434,938	\$103,005,548	- 23.9%	\$324,111	\$309,325	+04.8%	1.8 mos.
Area O	416	510	- 18.4%	\$134,500,895	\$143,999,568	- 06.6%	\$323,319	\$282,352	+14.5%	1.7 mos.
Area P	283	255	+11.0%	\$ 90,344,841	\$ 68,113,228	+34.1%	\$319,239	\$267,110	+19.5%	1.6 mos.
TOTAL	2,239	2,431	-07.9%	\$629,651,378	\$616,148,808	+02.2%	\$281,094	\$253,454	+10.9%	1.6 mos.

Lafayette North (Areas B,C,D,E): 376 sales in 2022 vs.481 in 2021 – 21.8% decrease/\$82,452,856 in 2022 sale \$ volume vs \$94,260,568 in 2021 – 12.5% decrease (16.8% of total sales/13.1% of total \$ volume)
West Lafayette (Areas F,K): 316 sales in 2022 vs. 228 in 2021 – 38.6% increase/\$76,393,123 in 2022 sale \$ volume vs. \$48,541,449 in 2021 – 57.4% increase (14.1% of total sales/12.1% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 568 sales in 2022 vs.573 in 2021 – 00.9% decrease/\$157,987,325 in 2022 vs. \$145,300,347 in 2021 – 08.7% increase (25.4% of total sales/25.1% of total \$ volume)
South Lafayette (Areas N, O, P): 941 sales in 2022 vs 1,098 in 2021 – 14.3% decrease/\$303,455,674 in 2022 vs. \$315,118,344 in 2021 – 03.7% decrease (42.0% of total sales/48.1% of total \$ volume)
East Lafayette (Area H): (1.7% of total sales/1.6% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area

January – June 2022 vs. January – June 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	19	23	- 17.4%	\$ 5,838,700	\$ 5,714,100	+02.2%	\$307,300	\$248,439	+23.7%	1.6 mos.
Area C	102	143	- 28.6%	\$ 20,412,704	\$ 26,313,399	- 22.4%	\$200,124	\$184,009	+08.8%	1.0 mos.
Area D	159	162	- 01.9%	\$ 31,963,899	\$ 28,881,031	+10.7%	\$201,030	\$178,277	+12.8%	1.7 mos.
Area E	22	22	N/C	\$ 5,122,500	\$ 4,998,400	+02.5%	\$232,840	\$227,200	+02.5%	0.8 mos.
Area F	71	80	- 11.3%	\$ 16,310,374	\$ 16,096,156	+01.3%	\$229,723	\$201,201	+14.2%	0.9 mos.
Area G1	123	115	+07.0%	\$ 52,242,015	\$ 40,536,422	+28.9%	\$424,731	\$352,490	+20.5%	1.6 mos.
Area G2	157	171	- 08.2%	\$ 49,178,558	\$ 51,538,956	- 04.6%	\$313,239	\$301,397	+03.9%	1.7 mos.
Area G3	255	263	- 03.0%	\$ 48,756,619	\$ 46,486,604	+04.9%	\$191,202	\$176,755	+08.2%	1.1 mos.
Area H	37	46	- 19.6%	\$ 8,967,400	\$ 11,635,500	- 22.9%	\$242,362	\$252,945	- 04.2%	0.5 mos.
Area K	81	73	+11.0%	\$ 18,270,350	\$ 15,761,959	+15.9%	\$225,559	\$215,917	+04.5%	0.8 mos.
Area N	173	258	- 33.0%	\$ 56,942,043	\$ 82,242,189	- 30.8%	\$329,144	\$318,768	+03.3%	1.7 mos.
Area O	315	363	- 13.2%	\$ 93,358,303	\$ 97,696,916	- 04.4%	\$296,375	\$269,137	+10.1%	1.1 mos.
Area P	135	144	- 06.3%	\$ 42,640,356	\$ 38,784,855	+09.9%	\$315,854	\$269,339	+17.3%	0.8 mos.
TOTAL	1,649	1,863	- 11.5%	\$450,013,821	\$466,686,487	- 03.6%	\$272,894	\$250,502	+08.9%	1.2 mos.

Lafayette North (Areas B,C,D,E): 301 sales in 2022 vs.350 in 2021 – 14.0% decrease/\$63,137,803 in 2022 sale \$ volume vs \$65,906,930 in 2021 – 04.2% decrease (18.3% of total sales/14.0% of total \$volume)
West Lafayette (Areas F,K): 152 sales in 2022 vs.153 in 2021 – 00.7% decrease/\$34,580,724 in 2022 sale \$ volume vs. \$31,858,115 in 2021 – 08.6% increase (9.2% of total sales/7.7% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 535 sales in 2022 vs. 549 in 2021 – 02.6% decrease/\$150,177,192 in 2022 vs. \$138,561,982 in 2021 – 08.4% increase (32.5% of total sales/33.4% of total \$volume)
South Lafayette (Areas N, O, P): 623 sales in 2022 vs 765 in 2021 – 18.5% decrease/\$192,940,702 in 2022 vs. \$218,723,960 in 2021 – 11.8% decrease (37.8% of total sales/42.9% of total \$ volume)
East Lafayette (Area H): (2.2% of total sales/2.0% of total \$ volume)

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

January – June 2022 vs. January – June 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	03	03	N/C	\$ 1,535,000	\$ 1,428,400	+07.5%	\$511,666	\$476,133	+07.5%	2.0 mos.
Area C	27	18	+50.0%	\$ 6,270,434	\$ 3,661,048	+71.3%	\$232,238	\$203,391	+14.2%	2.7 mos.
Area D	34	105	- 67.6%	\$ 8,274,619	\$ 22,178,190	- 62.7%	\$243,371	\$211,220	+15.2%	4.9 mos.
Area E	10	05	+100.0%	\$ 3,035,000	\$ 1,086,000	+179.5%	\$303,500	\$217,200	+39.7%	1.8 mos.
Area F	56	34	+64.7%	\$15,559,438	\$ 7,212,789	+115.7%	\$277,847	\$212,140	+31.0%	1.4 mos.
Area G1	03	01	+200.0%	\$ 685,900	\$ 199,000	+244.7%	\$228,633	\$199,000	+14.9%	2.0 mos.
Area G2	01	01	N/C	\$ 249,500	\$ 870,000	- 71.3%	\$249,500	\$870,000	- 71.3%	30.0 mos.
Area G3	29	22	+31.8%	\$ 6,874,733	\$ 5,669,365	+21.3%	\$237,059	\$257,698	- 08.0%	2.3 mos.
Area H mos.	02	05	- 60.0%	\$ 560,000	\$ 1,292,600	-56.7%	\$280,000	\$258,520	+08.3%	24.0
Area K	108	41	+163.4%	\$ 26,252,961	\$ 9,470,545	+177.2%	\$243,082	\$230,988	+05.2%	0.7 mos.
Area N	69	75	- 08.0%	\$ 21,492,895	\$ 20,763,359	+03.5%	\$311,491	\$276,844	+12.5%	2.0 mos.
Area O	101	147	- 31.3%	\$ 41,142,592	\$ 46,302,652	- 11.1%	\$407,352	\$314,984	+29.3%	3.7 mos.
Area P	148	111	+33.3%	\$ 47,704,485	\$ 29,328,373	+62.7%	\$322,327	\$264,219	+22.0%	2.4 mos.
TOTAL	591	568	+04.1%	\$179,637,557	\$149,462,321	+20.2%	\$303,955	\$263,137	+25.0%	2.4 mos.

Lafayette North (Areas B,C,D,E): 74 sales in 2022 vs.131 in 2021 – 43.5% decrease/\$19,115,053 in 2022 sale \$ volume vs \$28,353,638 in 2021 – 32.6% decrease (12.5% of total sales/10.6% of total \$ volume)
West Lafayette (Areas F,K): 164 sales in 2022 vs. 75 in 2021 – 118.7% increase/\$41,812,399 in 2022 sale \$ volume vs. \$16,683,334 in 2021 – 150.6% increase (27.8% of total sales/23.3% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 33 sales in 2022 vs. 24 in 2021– 37.5% increase/\$7,810,133 in 2022 vs. \$6,738,365 in 2021 – 15.9% increase (5.6% of total sales/4.4% of total \$ volume)
South Lafayette (Areas N, O, P): 318 sales in 2022 vs 333 in 2021 – 4.5% decrease/\$110,339,972 in 2022 vs. \$96,394,384 in 2021 – 14.5% increase (53.8% of total sales/61.4% of total \$ volume)
East Lafayette (Area H): (0.3% of total sales/0.3% of total \$ volume)