

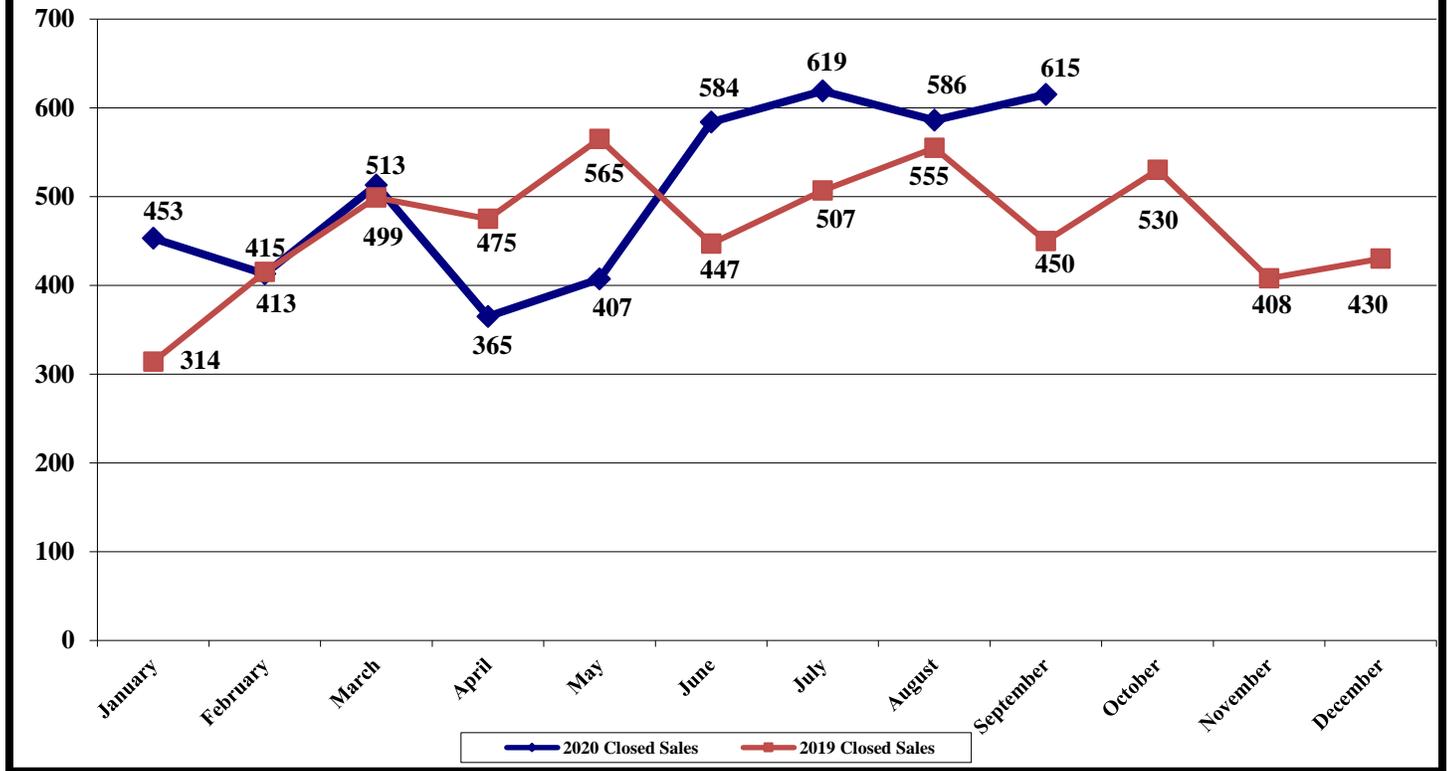


The Acadiana Residential Real Estate Market Report

January – September 2020

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Closed Residential Sales Reported to MLS
 All "GEO" Areas/Parishes
 January - September 2020 vs 2019



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

Outside Lafayette Parish

Sept. '20: 214
 Sept. '19: 173
 (% chg.: +23.70%)

Number of Closed Home Sales Reported to MLS, September 2020: 615
Number of Closed Home Sales Reported to MLS, September 2019: 450
 (% change for September: +36.67%)

(% change from August 2020: +04.95%)

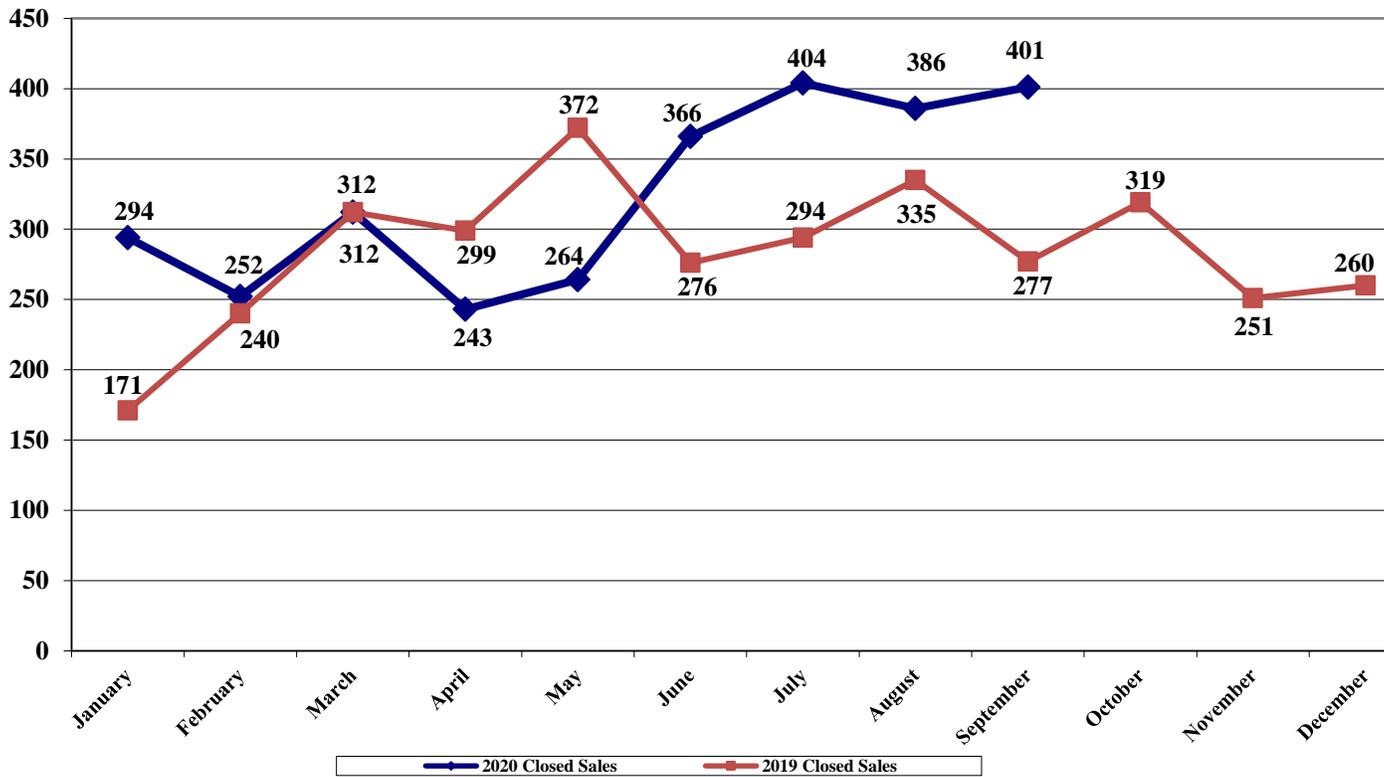
'20: 1,633
 '19: 1,651
 (% chg.: -01.09%)

Cumulative total, January – September 2020: 4,555
Cumulative total, January – September 2019: 4,227
 (% cumulative change: +07.76%)

Average Days on Market, January - September 2020: 88
Average Days on Market, January – September 2019: 94
 (Change for January - September: -06 days)

<u>Current Sales Compared to Past Years:</u> (2020 sales outside Lafayette Parish as compared to prior year's sales)	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
	1,124	1,242	1,208	1,259	1,334	1,451
	+45.28%	+31.48%	+35.18%	+29.71%	+22.41%	+12.54%

Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - September 2020 vs. 2019



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

<u>New Const.</u>	<u>Re-sales</u>
09/20: 96	305
09/19: 50	227
+92.00%	+34.36%

Number of Closed Home Sales Reported to MLS, September: 2020: 401
Number of Closed Home Sales Reported to MLS, September: 2019: 277
(% change for September: +44.77%)
(% change from August 2020: +03.89%)

<u>New Const.</u>	<u>Re-sales</u>
'20: 687	2,235
'19: 533	2,043
+28.89%	+09.40%

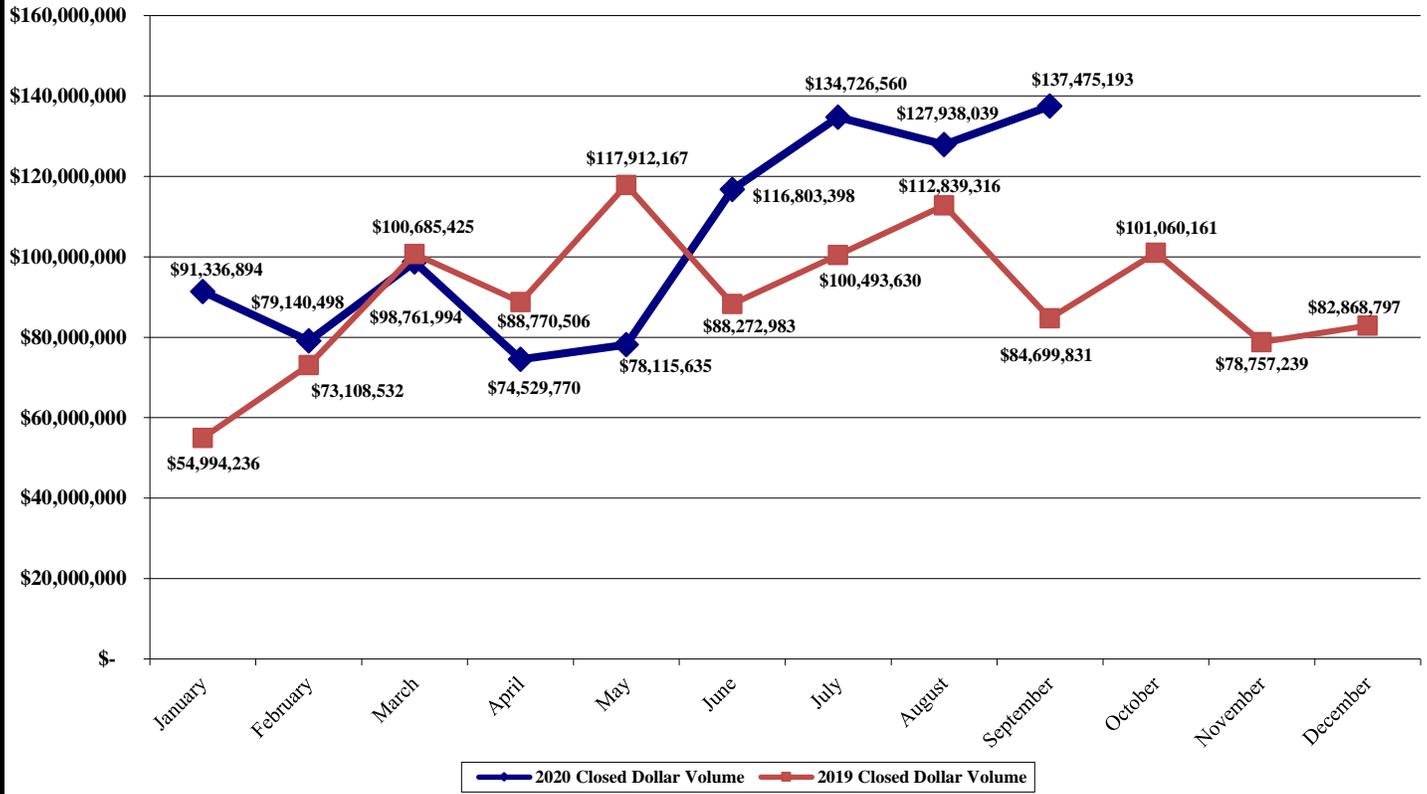
Cumulative total, January – September 2020: 2,922
Cumulative total, January – September 2019: 2,576
(% cumulative change: +13.43%)

'20: 95 days	73 days
'19: 132 days	77 days
-37 days	-04 days

Average Days on Market, January – September 2020: 78
Average Days on Market, January – September 2019: 88
(Change for January - September: -10 days)

<u>Current Sales Compared to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 Lafayette Parish sales as	2,504	2,456	2,576	2,392	2,472	2,628
Compared to prior year's sales)	+16.69%	+18.97%	+13.43%	+22.16%	+18.20%	+11.19%

Dollar Volume of Closed Sales Reported to MLS
 All "GEO" Areas/Parishes
 January - September 2020 vs. 2019



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

09/20: \$ 35,536,488
 09/19: \$ 25,298,898
 (% chg.: +40.47%)

Dollar Volume of Closed Residential Sales, June September: \$137,475,193
 Dollar Volume of Closed Residential Sales, September 2019: \$ 84,699,831
 (% change for September: +62.31%)
 (% change from August 2020: +07.45%)

'20: \$245,662,159
 '19: \$239,292,953
 (% chg.: +02.66%)

Cumulative total January – September 2020: \$ 938,827,981
 Cumulative total January – September 2019: \$ 821,771,682
 (% cumulative change: +14.24%)

'20: \$150,436
 '19: \$144,938
 (% chg.: +03.79%)

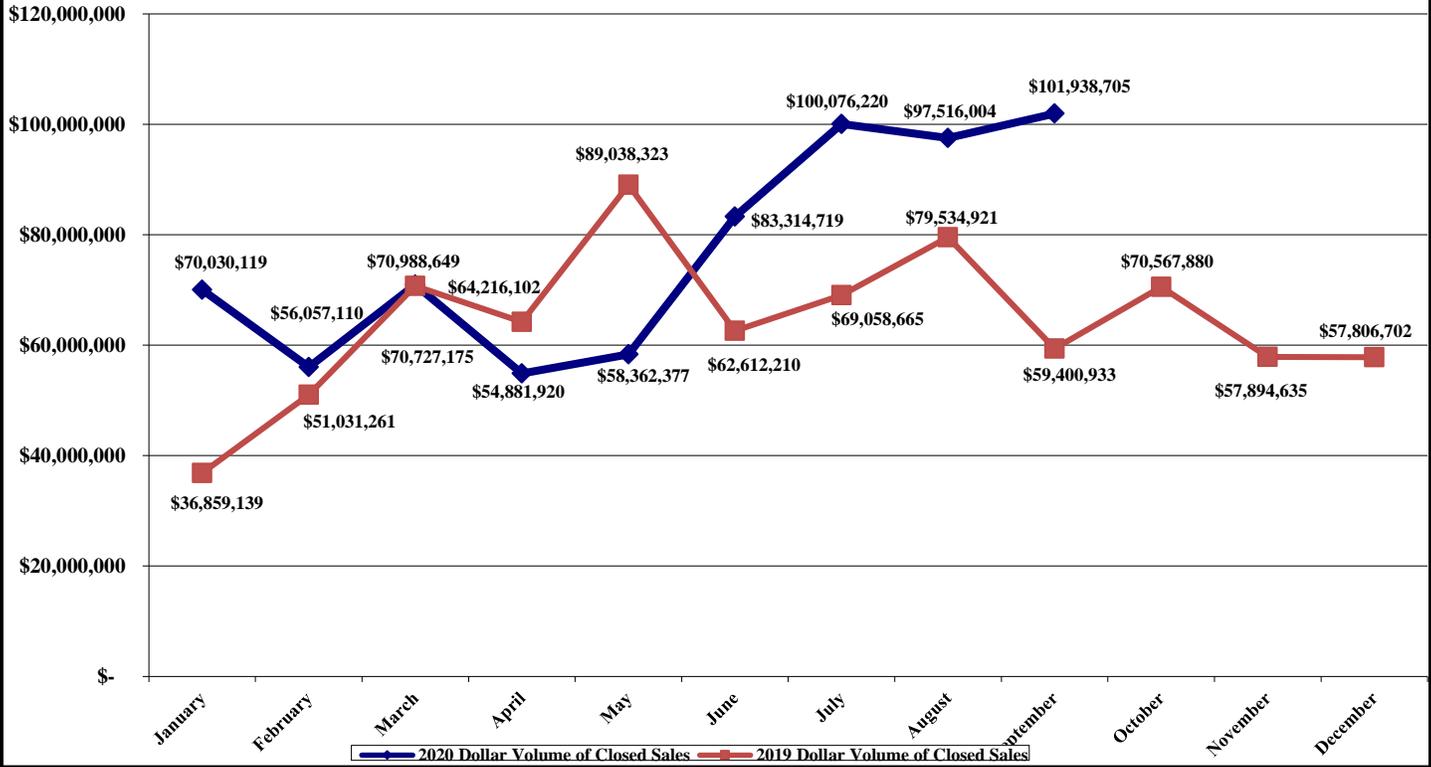
Average Sale Price, January - September 2020: \$206,109
 Average Sale Price, January – September 2019: \$194,410
 (% change in Average Sale Price: +06.02%)

Median Sold Price, January - September 2020: \$184,000
 Median Sold Price, January - September 2019: \$175,000
 (% change in Median Sold Price: +05.14%)

% of List Price to Sale Price, January - September 2020: 97.07%
 % of List Price to Sale Price, January - September 2019: 96.82%

<u>Current \$ vol. compared to past years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 \$ vol. outside Lafayette Parish as compared to past years.)	\$138,890,778	\$173,054,237	\$166,896,612	\$168,296,790	\$180,686,306	\$192,840,187
	+76.87%	+41.96%	+47.19%	+45.97%	+35.96%	+27.39%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - September 2020 vs. 2019



LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>
09/20: \$25,024,087	\$76,914,618
09/19: \$12,192,945	\$47,207,988
+105.23%	+62.93%

Dollar Volume of Closed Residential Sales, September 2020: \$101,938,705
 Dollar Volume of Closed Residential Sales, September 2019: \$ 59,400,933
 (% change for September: +71.61%)

<u>New Const.</u>	<u>Re-sales</u>
'20: \$178,984,000	\$514,181,823
'19: \$146,323,567	\$436,155,162
+22.32%	+17.89%

(% change from August 2020: +04.54%)

Cumulative total January – September 2020: \$693,165,823
 Cumulative total January – September 2019: \$582,478,729
 (% cumulative change: +19.00%)

'20: \$260,529	\$230,058
'19: \$274,528	\$213,487
-05.10%	+07.76%

Average Sale Price, January - September 2020: \$237,223
 Average Sale Price, January - September 2019: \$226,117
 (% change in Average Sale Price: +04.91%)

'20: \$224,500	\$190,000
'19: \$229,900	\$184,000
-02.35%	+03.26%

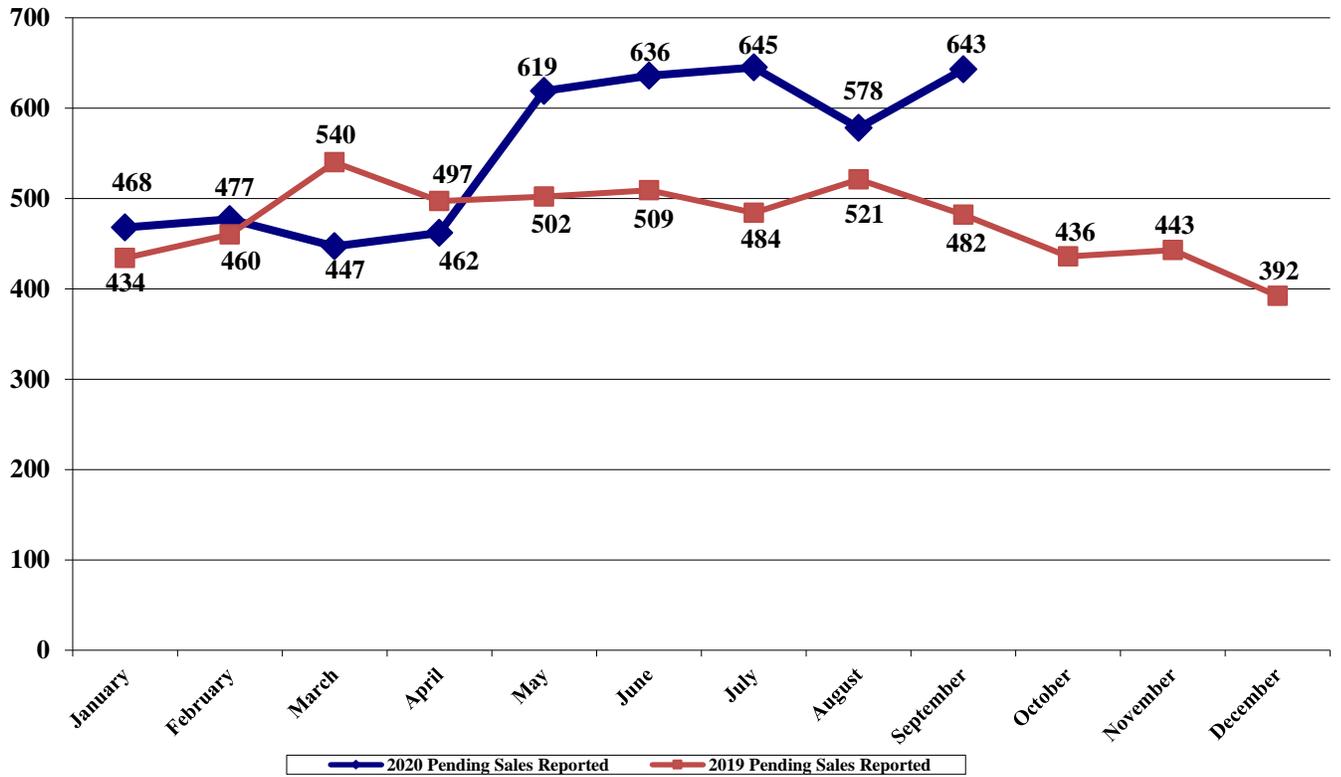
Median Sold Price, January – September 2020: \$202,500
 Median Sold Price, January – September 2019: \$192,000
 (% change in Median Sold Price: +5.47%)

'20: 99.65%	96.80%
'19: 99.45%	96.76%

% of List Price to Sale Price, January - September 2020: 97.52%
 % of List Price to Sale Price, January - September 2019: 97.42%

<u>Current Sales Compared to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 Lafayette Parish dollar volume as compared to prior years)	\$534,241,450	\$543,906,820	\$586,065,085	\$530,429,363	\$532,245,777	\$588,655,285
	+29.75%	+27.44%	+18.27%	+30.68%	+30.23%	+17.75%

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - September 2020 vs. 2019



Pending sales reported to the MLS as of October 7, 2020

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

Outside Lafayette Parish

Sept. '20: 218
Sept. '19: 190
(% chg: +14.74%)

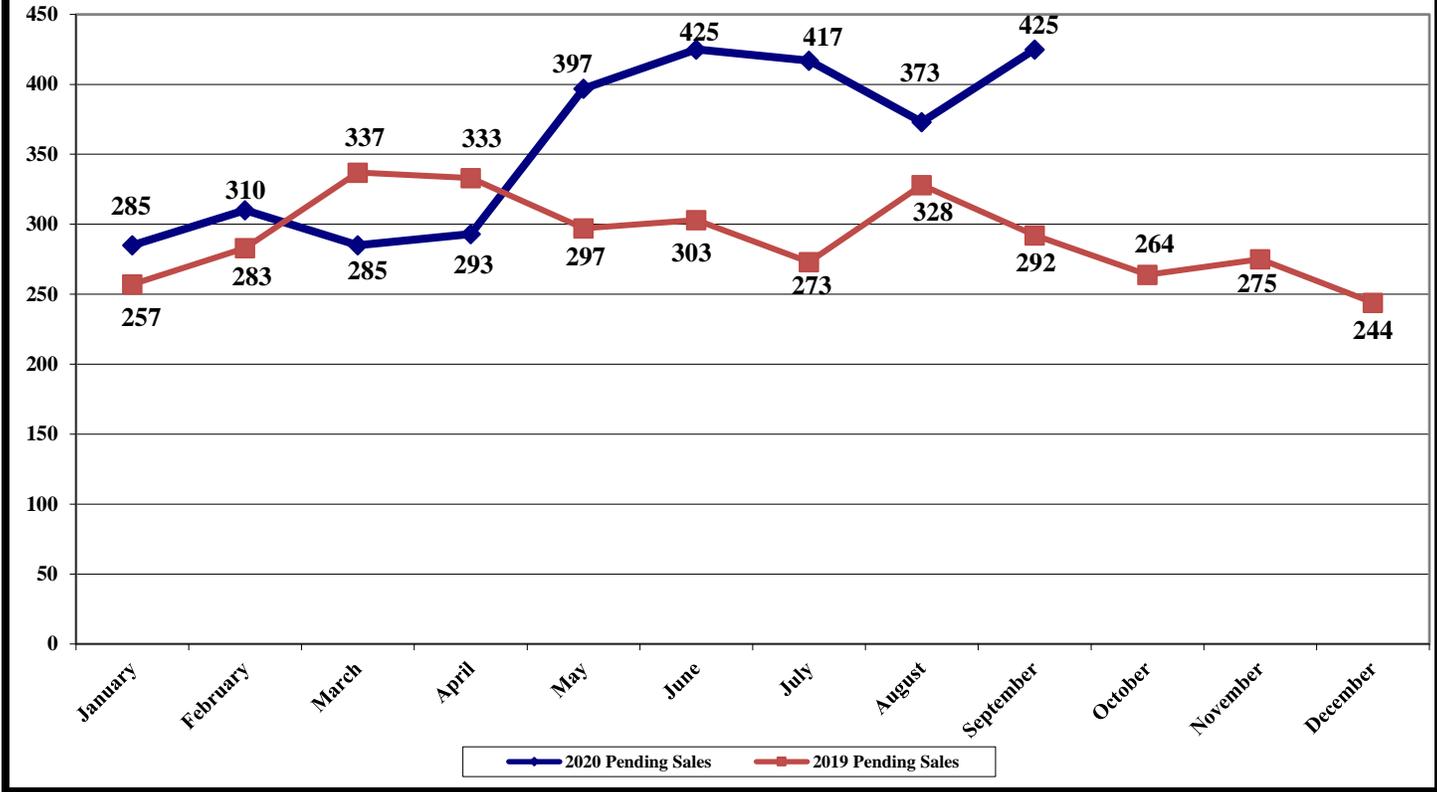
Number of Pending Home Sales Reported to MLS, September 2020: 643
Number of Pending Home Sales Reported to MLS, September 2019: 482
(% change for September: +33.40%)

(% change from August 2020: +11.05%)

'20: 1,765
'19: 1,726
(% chg: +02.26%)

Cumulative total, January – September 2020: 4,975
Cumulative total, January – September 2019: 4,429
(% cumulative change: +12.33%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - September 2020 vs. 2019



Pending sales reported to the MLS as of October 7, 2020

LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

09/20: 113 312
 09/19: 53 239
 +113.21% +30.54%

Number of Pending Home Sales Reported to MLS, September 2020: 425

Number of Pending Home Sales Reported to MLS, September 2019: 292

(% change for September: +45.55%)

(% change from August 2020: +13.94%)

New Const. Re-sales

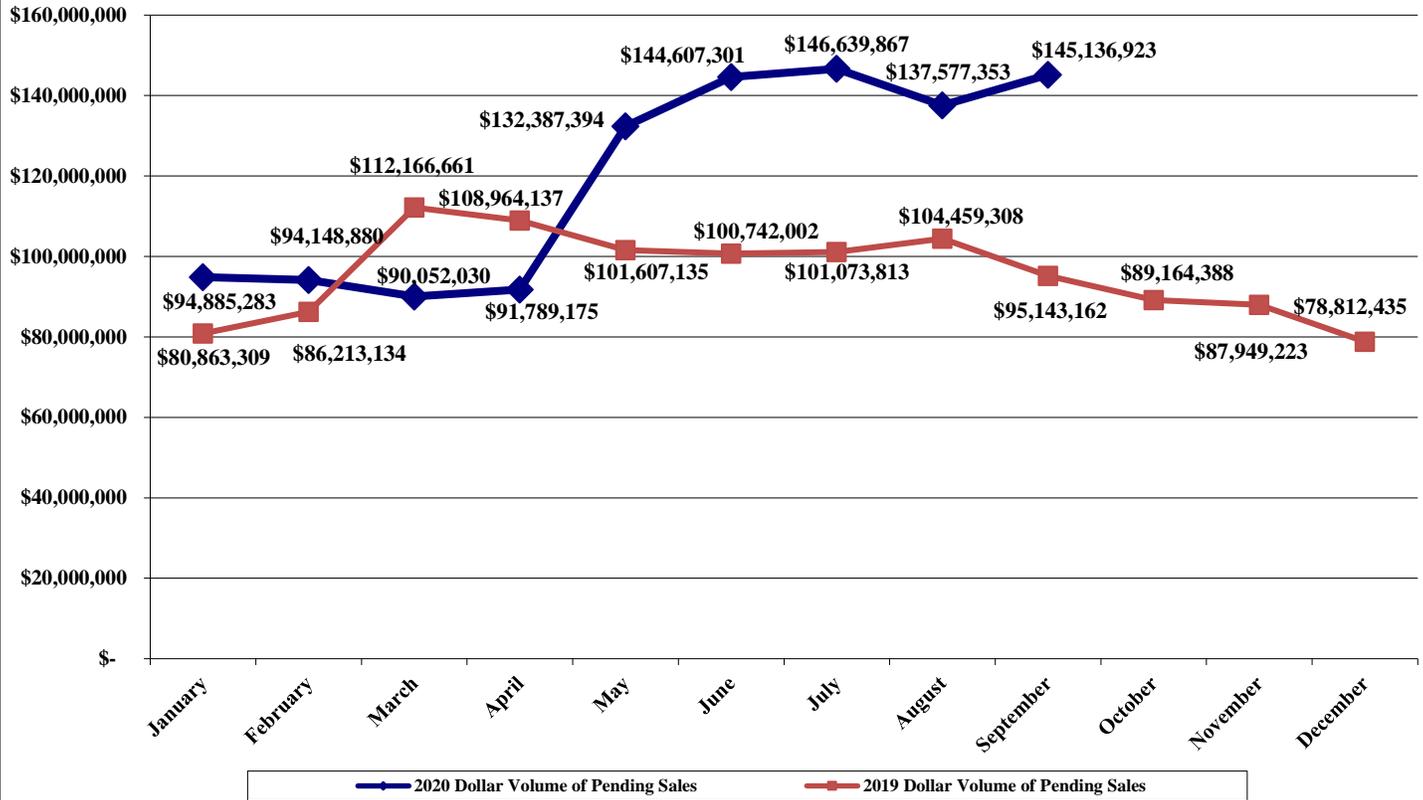
'20: 787 2,423
 '19: 533 2,170
 +47.65% +11.66%

Cumulative total, January – September 2020: 3,210

Cumulative total, January – September 2019: 2,703

(% cumulative change: +18.76%)

**Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - September 2020 vs 2019**



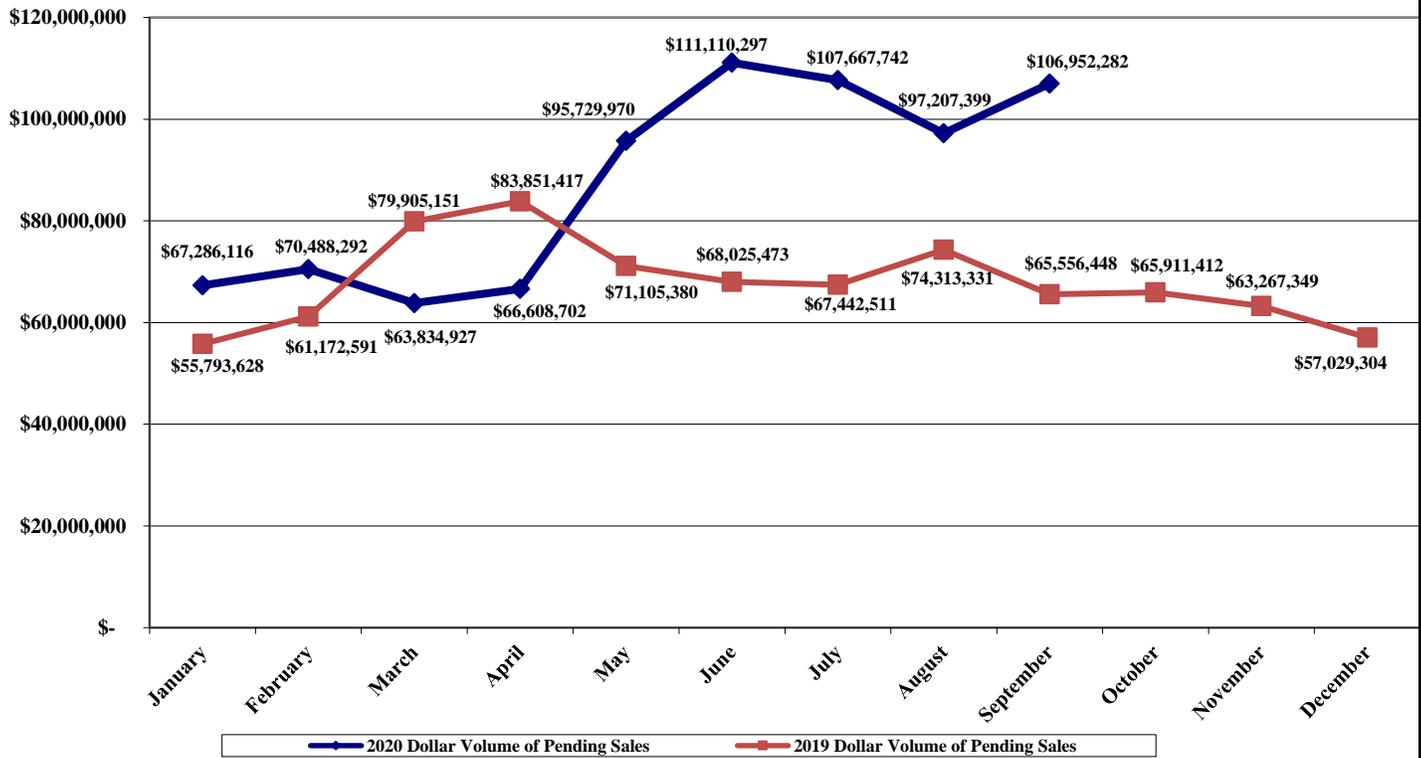
**ALL "GEO" AREAS/PARISHES
(Includes "GEO" areas outside of Lafayette Parish)**

**Dollar Volume of Pending Home Sales, September 2020: \$145,136,923
Dollar Volume of Pending Home Sales, September 2019: \$ 95,143,162
(% change for September: +52.55%)**

(% change from August 2020: +05.38%)

**Cumulative total, January – September 2020: \$1,077,224,206
Cumulative total, January – September 2019: \$ 891,232,661
(% cumulative change: +20.87%)**

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - September 2020 vs 2019



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

Dollar Volume of Pending Home Sales, September 2020: \$106,952,282

Dollar Volume of Pending Home Sales, September 2019: \$ 65,556,448

(% change for September: +63.15%)

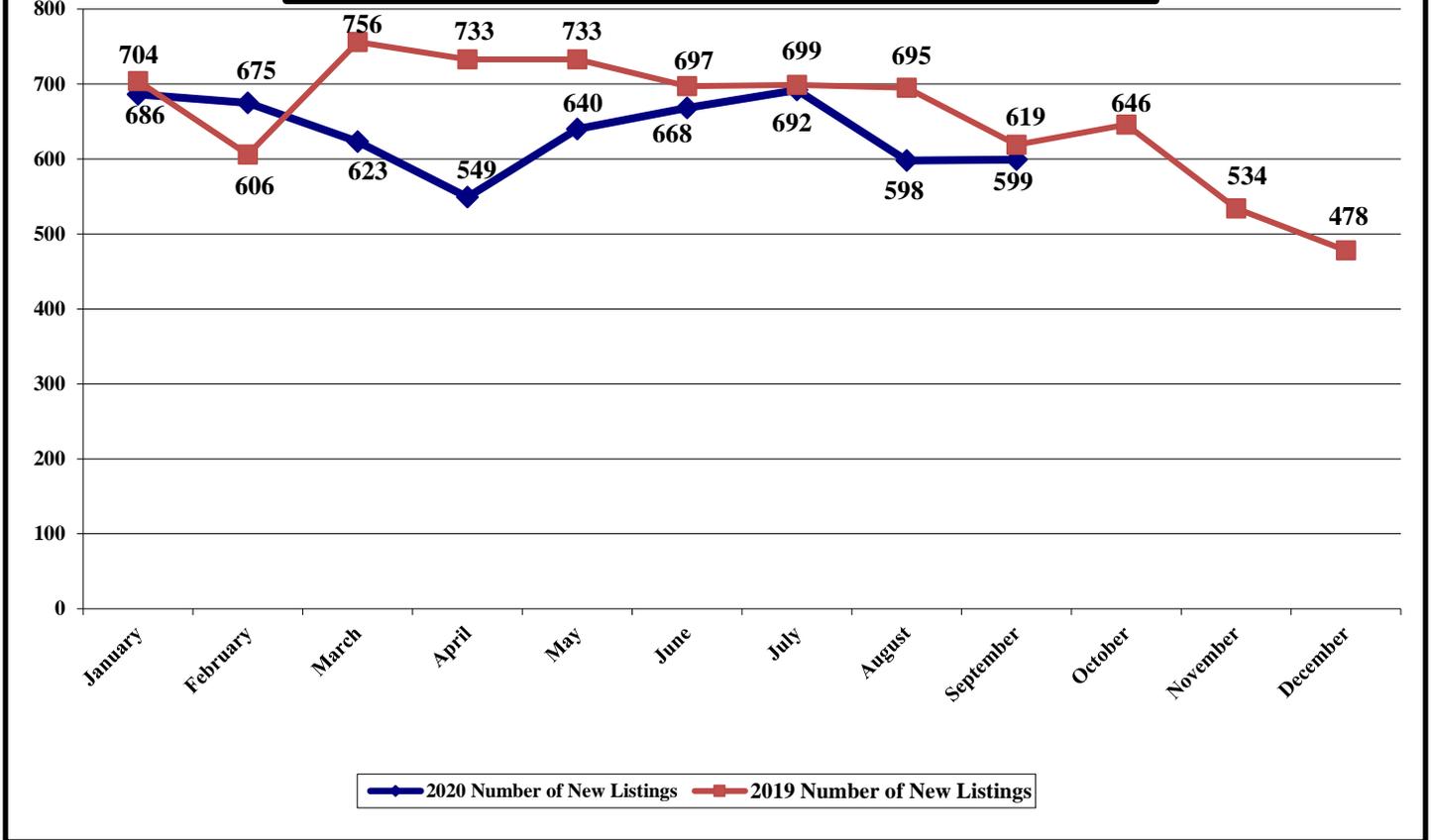
(% change from August 2020: +10.02%)

Cumulative total, January – September 2020: \$786,885,727

Cumulative total, January – September 2019: \$627,165,930

(% cumulative change: +25.47%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - September 2020 vs. 2019



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

Outside Lafayette Parish

Sept. '20: 230
 Sept. '19: 271
 (% chg: -15.13%)

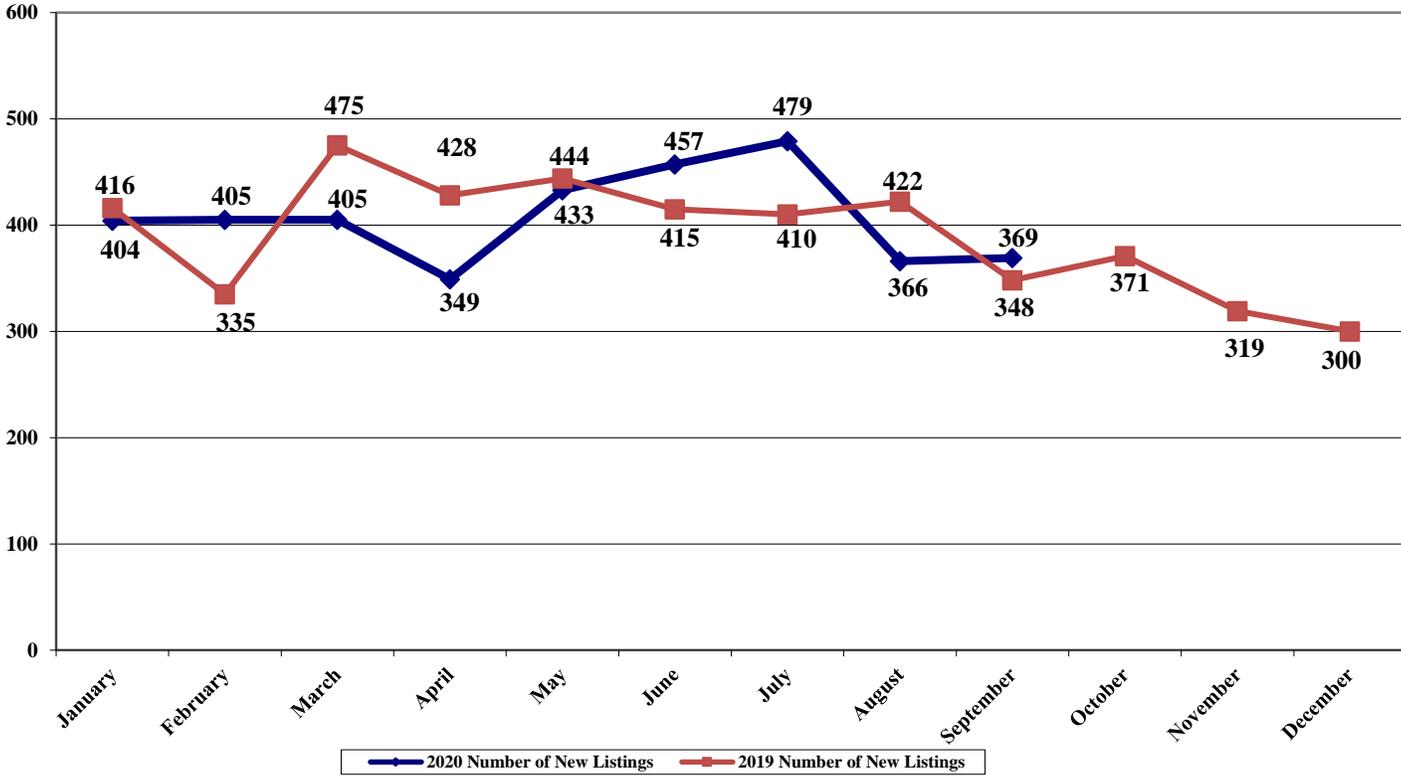
Number of New Residential Listings Reported to MLS, September 2020: 599
Number of New Residential Listings Reported to MLS, September 2019: 619
 (% change for September: (-03.23%))

(% change from August 2020: -00.17%)

'20: 2,063
 '19: 2,550
 (% chg: -19.10%)

Cumulative total, January – September 2020: 5,730
Cumulative total, January – September 2019: 6,243
 (% cumulative change: -08.22%)

Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - September 2020 vs. 2019



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

New Const. **Re-sales**

9/20: 72 297
 9/19: 60 288
 +20.00% +03.13%

Number of New Residential Listings Reported to MLS, September 2020: 369
Number of New Residential Listings Reported to MLS, September 2019: 348
(% change for September: +06.03%)

(% change from August 2020: +00.82%)

'20: 795 2,872
 '19: 543 3,150
 +46.41% -08.83%

Cumulative total, January – September 2020: 3,667
Cumulative total, January – September 2019: 3,693
(% cumulative change: -00.70%)

Comparison to Past Years:

	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
#New Listings Taken	3,220	3,321	3,642	3,692	3,872	4,129	3,693	3,667
# Sold	2,504	2,456	2,575	2,392	2,472	2,628	2,576	2,922
Ratio – New Listings/Sold	1.29:1	1.35:1	1.41:1	1.54:1	1.57:1	1.57:1	1.43:1	1.26:1
2020 % +/- over	+13.88%	+10.42%	+00.69%	-00.68%	-05.29%	-11.19%	-00.70%	

2020 Home Sales Outside Lafayette Parish

January – September 2020



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

January – September 2020 vs. January – September 2019

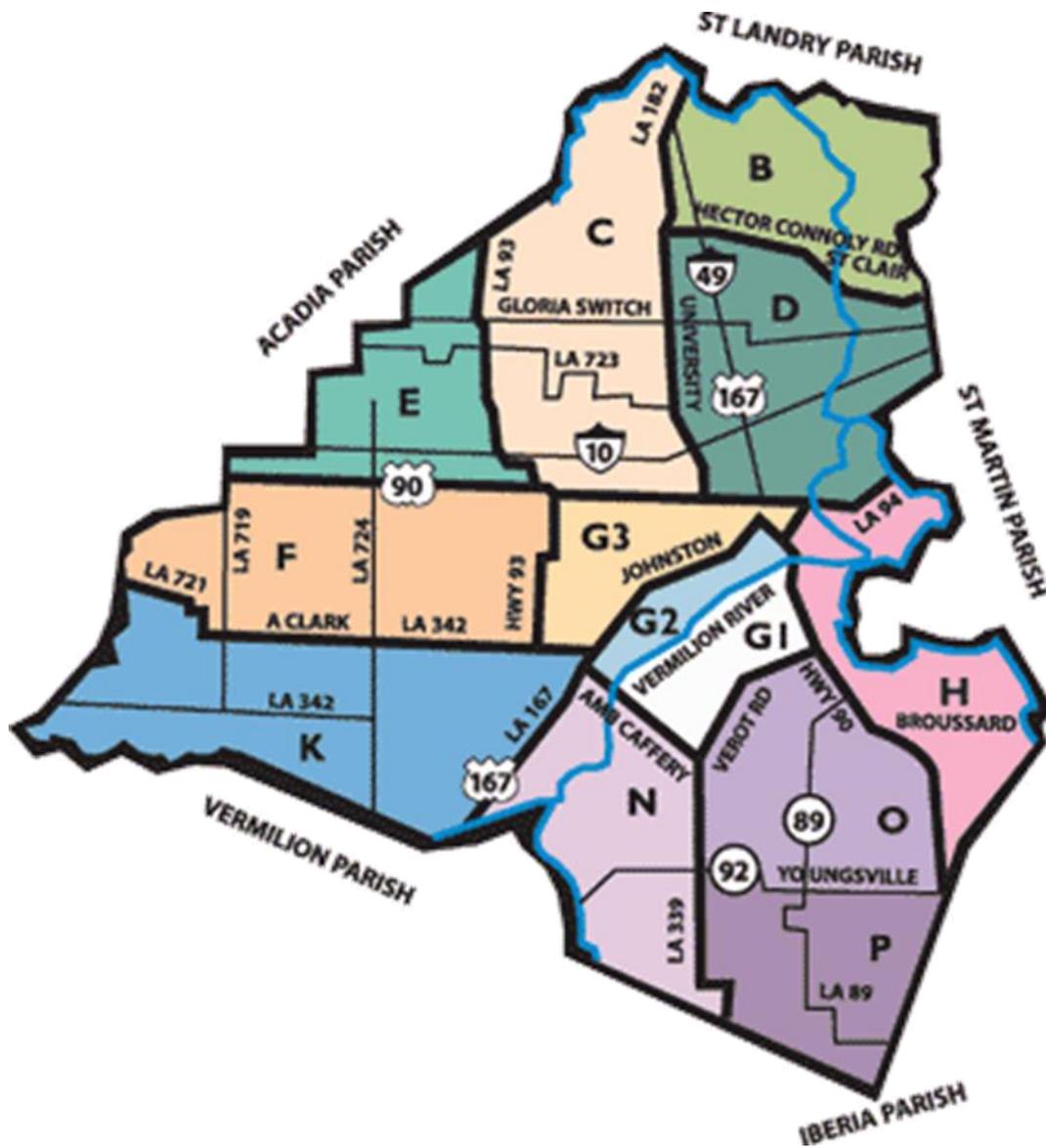
PARISH	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -
Iberia	345	373	-07.5%	\$48,533,193	\$48,617,060	- 00.2%
St. Landry	343	368	- 06.8%	\$51,903,507	\$53,772,113	- 03.5%
Vermillion	297	274	+08.4%	\$47,160,047	\$44,330,935	+06.4%
St. Martin	254	262	- 03.1%	\$42,308,106	\$45,690,450	- 07.4%
Acadia	193	193	N/C	\$28,434,887	\$24,642,909	+15.4%
Evangeline	84	80	+05.0%	\$ 9,103,900	\$ 8,298,901	+09.7%
St. Mary	60	65	- 07.7%	\$ 9,185,100	\$ 7,428,180	+23.7%
Jeff Davis	37	15	+146.7%	\$ 3,733,818	\$ 1,569,005	+138.0%
Others	20	21		\$ 5,299,600	\$ 4,943,400	
TOTAL	1,633	1,651	-01.1%	\$245,662,158	\$239,292,953	+ 02.7%

January – September 2020 closed residential sales from the above parishes represent 35.9% of the total number of closed transactions reported to the MLS and 26.2% of the closed sale dollar volume. This compares with 39.1% of the total number of closed transactions reported to the MLS and 29.1% of the closed dollar volume as of January – September 2019.

PARISH	'20 Average Sale Price	'19 Average Sale Price	% + or -	'20 Median Sale Price	'19 Median Sale Price	% + or -
St. Martin	\$166,567	\$174,391	- 04.5%	\$146,953	\$153,450	- 04.2%
St. Mary	\$153,085	\$114,279	+ 34.0%	\$127,750	\$ 95,000	+34.5%
Vermillion	\$158,788	\$161,791	- 01.9%	\$157,900	\$150,000	+05.3%
Acadia	\$147,331	\$127,683	+15.4%	\$135,000	\$118,000	+14.4%
St. Landry	\$151,322	\$146,119	+03.6%	\$132,000	\$120,000	+10.0%
Iberia	\$140,675	\$130,340	+07.9%	\$125,000	\$115,000	+08.7%
Evangeline	\$108,379	\$103,736	+04.5%	\$ 93,500	\$ 82,850	+12.9%

2020 Lafayette Parish Home Sales by GEO Area

January – September 2020



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – September 2020 vs. January – September 2019

	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -	'20 Avg. Sale Price	'19 Avg. Sale Price	% + or -	# Mos. Supply
Area B	30	33	-09.1%	\$ 8,667,300	\$ 8,087,710	+07.2%	\$288,910	\$245,082	+17.9%	3.9 mos.
Area C	197	164	+20.1%	\$ 30,891,553	\$ 26,052,782	+18.6%	\$156,809	\$158,858	- 01.3%	2.1 mos.
Area D	352	266	+32.3%	\$ 61,269,975	\$ 42,211,772	+45.2%	\$174,062	\$158,690	+09.7%	2.3 mos.
Area E	31	39	- 20.5%	\$ 5,670,500	\$ 7,024,877	- 19.3%	\$182,919	\$180,125	+01.6%	3.5 mos.
Area F	130	126	+03.2%	\$ 24,265,316	\$ 20,810,260	+16.6%	\$186,656	\$165,160	+13.0%	2.2 mos.
Area G1	154	118	+30.5%	\$ 51,396,070	\$ 39,843,520	+29.0%	\$333,740	\$337,656	- 01.2%	3.7 mos.
Area G2	197	161	+22.4%	\$ 50,712,645	\$ 38,418,043	+32.0%	\$257,424	\$238,621	+07.9%	2.9 mos.
Area G3	278	259	+07.3%	\$ 44,176,596	\$ 41,371,542	+06.8%	\$158,908	\$159,736	- 00.5%	3.6 mos.
Area H	73	53	+37.7%	\$ 16,165,595	\$ 10,265,441	+57.5%	\$221,446	\$193,687	+14.3%	2.8 mos.
Area K	116	110	+05.5%	\$ 24,790,987	\$ 21,320,111	+16.3%	\$213,715	\$193,819	+10.3%	2.6 mos.
Area N	372	346	+07.5%	\$114,596,316	\$ 93,618,189	+22.4%	\$308,054	\$270,572	+13.9%	3.1 mos.
Area O	634	588	+07.8%	\$170,278,892	\$158,259,244	+07.6%	\$268,578	\$269,148	- 00.2%	2.3 mos.
Area P	358	313	+14.4%	\$ 90,284,078	\$ 75,195,138	+20.1%	\$252,190	\$240,240	+05.0%	2.0 mos.
TOTAL	2,922	2,576	+13.4%	\$693,165,823	\$582,478,729	+19.0%	\$237,223	\$226,117	+04.9%	2.7 mos.

Lafayette North (Areas B,C,D,E): 610 sales in 2020 vs. 502 in 2019 – 21.5% increase/\$106,499,328 in 2020 sale \$ volume vs \$83,377,141 in 2019 – 27.7% increase (20.9% of total sales/15.4% of total \$ volume)
West Lafayette (Areas F,K): 246 sales in 2020 vs.236 in 2019 – 04.2% increase/\$49,056,303 in 2020 sale \$ volume vs. \$42,130,371 in 2019 – 16.4% increase (8.4% of total sales/7.1% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 629 sales in 2020 vs.538 in 2019 – 16.9% increase/\$146,285,311 in 2020 vs. \$119,633,205 in 2019 – 22.3% increase (21.5% of total sales/21.1% of total \$ volume)
South Lafayette (Areas N, O, P): 1,364 sales in 2020 vs 1,247 in 2019 – 9.4% increase/\$375,159,286 in 2020 vs. \$327,072,571 in 2019 – 14.7% increase (46.7% of total sales/54.1% of total \$ volume)
East Lafayette (Area H): (2.5% of total sales/2.3% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area January – September 2020 vs. January – September 2019

	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -	'20 Avg. Sale Price	'19 Avg. Sale Price	% +or -	# Mos. Supply
Area B	25	32	- 21.9%	\$ 6,767,300	\$ 7,647,810	- 11.5%	\$270,692	\$238,994	+13.3%	3.2 mos.
Area C	172	146	+17.8%	\$ 25,940,905	\$ 22,507,983	+15.3%	\$150,819	\$154,164	- 02.2%	1.9 mos.
Area D	202	175	+15.4%	\$ 30,667,361	\$ 22,656,742	+35.4%	\$151,818	\$129,467	+17.2%	2.8 mos.
Area E	29	36	- 19.4%	\$ 5,386,200	\$ 6,501,533	- 17.2%	\$185,731	\$180,598	+02.8%	2.8 mos.
Area F	109	111	- 01.8%	\$ 20,304,649	\$ 18,027,680	+12.6%	\$186,281	\$162,411	+14.7%	1.4 mos.
Area G1	150	117	+28.2%	\$ 50,520,270	\$ 37,543,520	+34.6%	\$336,801	\$320,884	+05.0%	3.8 mos.
Area G2	194	161	+20.5%	\$ 50,103,745	\$ 38,418,043	+30.4%	\$258,266	\$238,621	+08.2%	2.9 mos.
Area G3	265	247	+07.3%	\$ 41,822,796	\$ 39,160,542	+06.8%	\$157,821	\$158,544	- 00.5%	3.4 mos.
Area H	56	51	+09.8%	\$ 11,206,995	\$ 9,432,250	+18.8%	\$200,124	\$184,946	+08.2%	2.9 mos.
Area K	71	78	- 09.0%	\$ 13,829,425	\$ 13,884,131	- 00.4%	\$194,780	\$178,001	+09.4%	3.7 mos.
Area N	310	290	+06.9%	\$ 92,914,445	\$ 76,577,833	+21.3%	\$299,724	\$264,061	+13.5%	3.1 mos.
Area O	469	447	+04.9%	\$118,420,820	\$108,884,455	+08.8%	\$252,496	\$243,589	+03.7%	2.3 mos.
Area P	183	152	+20.4%	\$ 46,296,912	\$ 34,912,640	+32.6%	\$252,988	\$229,688	+10.1%	2.5 mos.
TOTAL	2,235	2,043	+09.4%	\$514,181,823	\$436,155,162	+17.9%	\$230,058	\$213,487	+07.8%	2.8 mos.

Lafayette North (Areas B,C,D,E): 428 sales in 2020 vs.389 in 2019– 10.0% increase/\$68,761,766 in 2020 sale \$ volume vs \$59,314,068 in 2019 – 15.9% increase (19.1% of total sales/13.4% of total \$ volume)
West Lafayette (Areas F,K): 180 sales in 2020 vs.189 in 2019 – 04.8% decrease/\$34,134,074 in 2020 sale \$ volume vs. \$31,911,811 in 2019 – 7.0% increase (8.1% of total sales/6.6% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 609 sales in 2020 vs. 525 in 2019 – 16.0% increase/\$142,446,811 in 2020 vs. \$115,122,105 in 2019 – 23.7% increase (27.3% of total sales/27.7% of total \$ volume)
South Lafayette (Areas N, O, P): 962 sales in 2020 vs 889 in 2019 – 08.2% increase/\$257,632,177 in 2020 vs. \$220,374,928 in 2019 – 16.9% increase (43.0% of total sales/50.1% of total \$ volume)
East Lafayette (Area H): (2.5% of total sales/2.2% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – September 2020 vs. January – September 2019

	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -	'20 Avg. Sale Price	'19 Avg. Sale Price	% +or -	# Mos. Supply
Area B	05	01	+400.0%	\$ 1,900,000	\$ 439,900	+331.9%	\$380,000	\$439,900	- 13.6%	7.2 mos.
Area C	25	18	+38.9%	\$ 4,950,648	\$ 3,544,799	+39.7%	\$198,025	\$196,933	+00.6%	3.6 mos.
Area D	150	91	+64.8%	\$30,602,614	\$ 19,555,030	+56.5%	\$204,017	\$214,890	- 05.1%	1.7 mos.
Area E	02	03	- 33.3%	\$ 284,300	\$ 523,344	- 45.7%	\$142,150	\$174,444	- 18.5%	13.5 mos.
Area F	21	15	- 40.0%	\$ 3,960,667	\$ 2,782,580	+42.3%	\$188,603	\$185,505	+01.7%	6.4 mos.
Area G1	04	01	+300.0%	\$ 875,800	\$ 2,300,000	- 61.9%	\$218,950	\$2,300,000	-90.5%	---- mos.
Area G2	03	-0-		\$ 608,900	\$ -0-		\$219,500	\$ -0-		3.0 mos.
Area G3	13	12	+08.4%	\$ 2,353,800	\$ 2,211,100	+06.5%	\$181,061	\$184,258	- 01.7%	6.9 mos.
Area H	17	02	+750.0%	\$ 4,958,600	\$ 833,191	+46.7%	\$291,682	\$416,595	- 30.0%	2.1 mos.
Area K	45	32	+40.6%	\$10,961,562	\$ 7,435,980	+47.4%	\$243,590	\$232,374	+04.8%	0.8 mos.
Area N	62	56	+10.7%	\$21,681,871	\$ 17,040,356	+27.2%	\$349,707	\$304,292	+14.9%	3.2 mos.
Area O	165	141	+17.0%	\$51,858,072	\$ 49,374,789	+05.0%	\$314,291	\$350,175	- 10.3%	2.3 mos.
Area P	175	161	+08.7%	\$43,987,166	\$ 40,282,498	+09.2%	\$251,355	\$250,201	+00.5%	1.5 mos.
TOTAL	687	533	+28.9%	\$178,984,000	\$146,323,567	+22.3%	\$260,529	\$274,528	-05.1%	2.3 mos.

Lafayette North (Areas B,C,D,E): 182 sales in 2020 vs. 113 in 2019 – 61.1% increase/\$37,737,562 in 2020 sale \$ volume vs \$24,063,073 in 2019 – 56.8% increase (26.5% of total sales/21.1% of total \$ volume)
West Lafayette (Areas F,K): 66 sales in 2020 vs. 47 in 2019 – 40.4% increase/\$14,922,229 in 2020 sale \$ volume vs. \$10,218,560 in 2019 – 46.0% increase (9.6% of total sales/8.3% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 20 sales in 2020 vs.13 in 2019 – 53.9% increase/\$3,838,500 in 2020 vs. \$4,511,100 in 2019 – 14.9% decrease (2.9% of total sales/2.1% of total \$ volume)
South Lafayette (Areas N, O, P): 402 sales in 2020 vs 358 in 2019 – 12.3% increase/\$117,527,109 in 2020 vs. \$106,697,643 in 2019 – 10.2% increase (58.5% of total sales/65.7% of total \$ volume)
East Lafayette (Area H): (2.5% of total sales/2.8% of total \$ volume)