

Subscribers,

Attached above you will find our latest Acadiana Residential Real Estate Report and Number of Months Supply report.

With three quarters of 2021's real estate market activity now behind us, it's not premature to draw some conclusions as to where we've been, where we are now, and where we may be heading for the remainder of this year and even into 2022. So, for inquiring minds who want to know, here's a few questions and my answers about our residential real estate market.

1. There's been a lot of banter about how "crazy" the housing market has been this year. What's causing this?

When trying to understand why any segment of an economy is moving in a positive or negative direction, one can generally find answers and causes in the interplay of demand and supply. Other factors, such as interest rates or catastrophes may add impact, but demand and supply are the true economic influencers. Throughout Acadiana, the 5,592 home sales through September is nearly 23% ahead of the 4,554 sales reported to the MLS for the same period last year. Actually, that our residential housing market has risen is not surprising. We had a nearly 8% increase between September 2020 versus 2019 and also in 2019 versus 2018. The "crazy" was not *that* housing sales have increased, it's *how much* they increased.

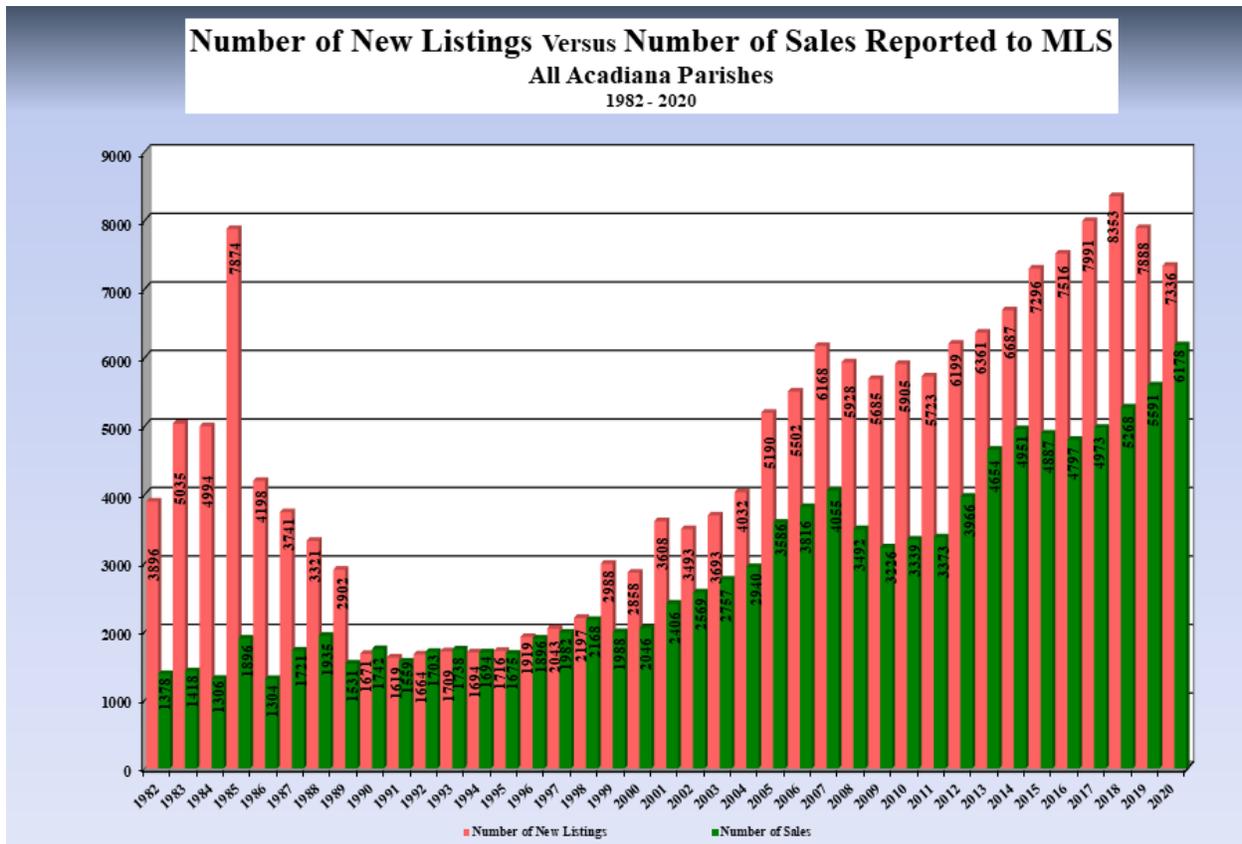
The latest trend of increasing demand for Acadiana housing actually began in 2014 following our emergence from the national financial recession that began in 2009. Following a 17% increase from 2013 to 2014, for the first time ever, we exceeded 4,000 annual sales reported to the MLS. In 2018 we broke through the 5,000 sale level. Then in 2020 we exceeded 6,000 sales reported. With the cumulative total of sales through September being nearly 5,600, it is likely that we'll end 2021 breaking the 7,000 mark.

What has caused this surge? While the COVID pandemic has had an impact, it has only been around since 2020 so it is not the singular or primary basis for our current market. The changing demographics caused by the maturing post-Baby Boom generations is sparking a first-time buyer surge not seen since the 1970-80's. An historically low interest rate policy environment initiated by the Federal Reserve Board during the Great Recession and enhanced in response to the pandemic has also stoked the demand side. Lastly, the Covid shut-in and shut down also influenced the demand for housing that was more adaptable to our emerging COVID environment.

The other factor impacting our "crazy" housing market is the dwindling of adequate available housing inventory for buyers to choose from. This too is not just a current COVID phenomenon, but it is exacerbating our out-of-kilter market balance. For example, on December 31, 2017 there were 2,749 active listings on the market throughout Acadiana. That equates to a 6.6 month supply considered by most housing experts to be an equilibrium between demand and supply. As of September 30, 2021 there were 1,016 active listings on the market – a 63% cumulative decline. That equates to a 1.6 month supply of homes based upon average monthly demand.

There are several factors contributing to the current decline in available inventory. The primary cause is increased demand, but also contributing was the two year decline in the number of new listings coming on the market. During 2018 a record-setting 8,353 new listings came on the market. New listings declined over the next two years, falling by 5.5% in 2019 and then by 7% in 2020. However, with the significant increase in average and median sales prices over the past 20 months, new listings have increased by nearly 12% through September of this year. The graph depicts the number of sales versus the number of new listings taken annually from 1982 through 2020. What is apparent even to the casual observer is that over the years Lafayette Parish has experienced times of excess inventory accumulation

(1982-89), time where listings and sales were basically even (1990-1998) and varying degrees of excesses of new listings over sales.



2. Is Lafayette Parish the catalyst for our market surge?

Yes. Sixty-seven percent of the housing sales and 75 percent of the dollar volume reported to the MLS is from Lafayette Parish. Home sales are up nearly 23% over last year through September and the dollar volume of those sales are up by just under 39%. Sales of existing homes are up 28% while new construction sales are up by 25%. Their dollar volumes are up by 42% and 28% respectively.

Increased demand and dwindling available inventory has driven up the average sale price for an existing home in Lafayette Parish as of September 30, 2021 to \$255,576. Last September the average sale price was \$237,295. That's an 11% increase. At the end of September the median sale price for an existing home in Lafayette was \$222,000 while last year it was \$202,500. That's an increase of over 13%. The average sale price for a newly constructed home was \$266,826 up just under 2.5% from last September while the \$236,000 median sale price rose by just over 5% from last September.

3. Is the market slowing down?

Yes. While cumulatively ahead of last year by over 20%, homes going under contract have been declining for the past six months. It is anticipated that once adjustments for fall throughs are accounted for, September's overall pending sales will fall below last September's tally. It appears that any pent-up demand attributable to COVID influences is likely behind us.

4. Any predictions for the remainder of 2021?

Here are a few predictions that I feel comfortable in putting on the table. First, as previously mentioned, it is probable that our the number of homes reported sold within our region will break the 7,000 mark for

the first year ever. Since we are already within just a few million of the \$1.4 billion in total sales dollar volume set last year, we will no doubt exceed that and may crack the \$1.8 billion mark. This would make it the fourth consecutive year with overall sales volume in excess of \$1 billion. Lafayette Parish. Lafayette Parish will likely break the \$1 billion mark in closed dollar volume for the first time ever. It's less than \$40 million short of that through September.

5. **How about 2022?**

It's too early to tell what next year will look like. I do feel that the inventory shortage will lessen slightly as excess demand ebbs. However, I believe it will take several years before we achieve overall balance between the demand and supply of housing. Interest rates and our overall economy will be the greatest influencers as to where our housing market will be heading. That's true both here and nationally.



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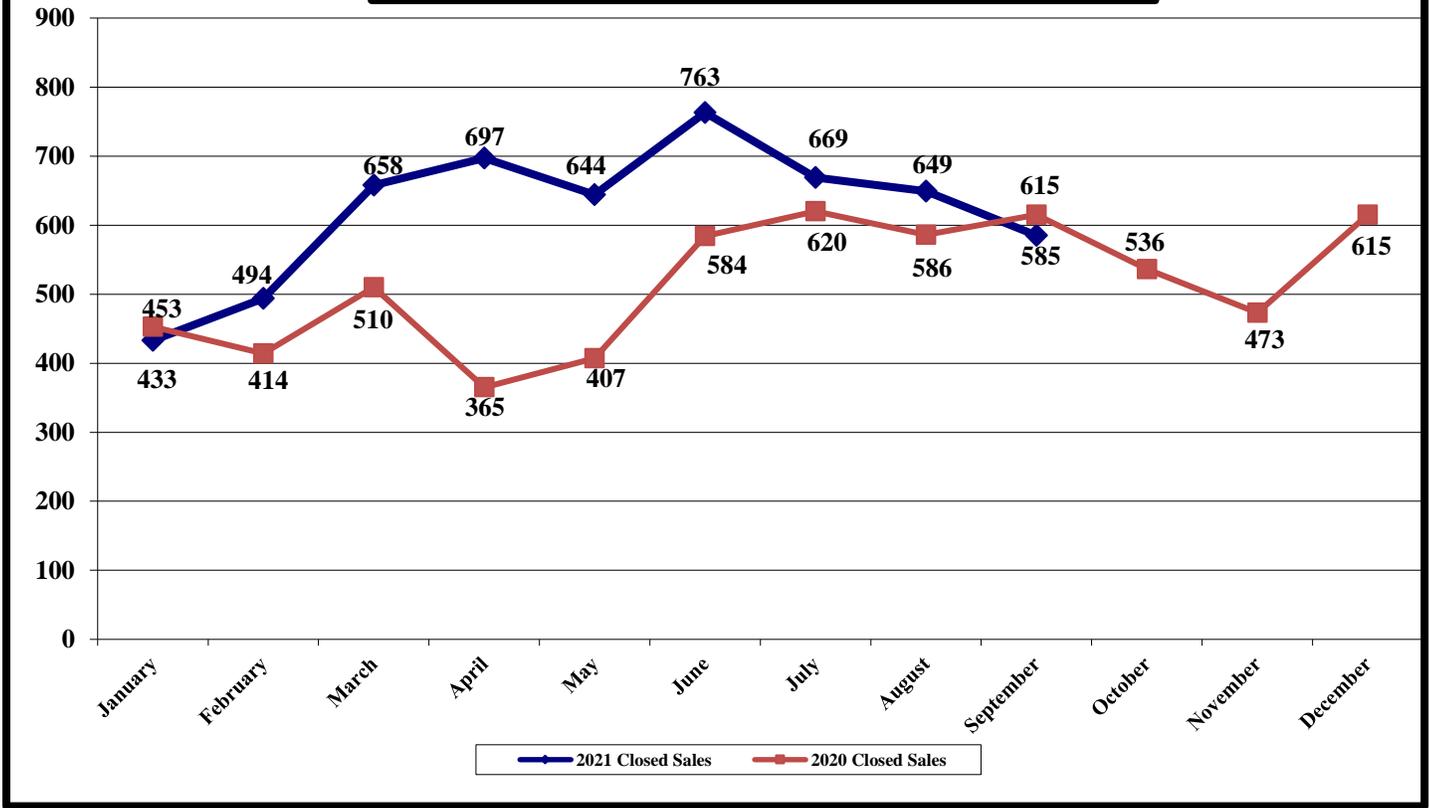


The Acadiana Residential Real Estate Market Report

January – September 2021

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 - September 2021 vs 2020



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

Outside Lafayette Parish

Sept. '21: 190
 Sept. '20: 215
 (% chg: -11.63%)

Number of Closed Home Sales Reported to MLS, September 2021: 585
Number of Closed Home Sales Reported to MLS, September 2020: 615
 (% change for September: -04.88%)

(% change from August 2021: -09.86%)

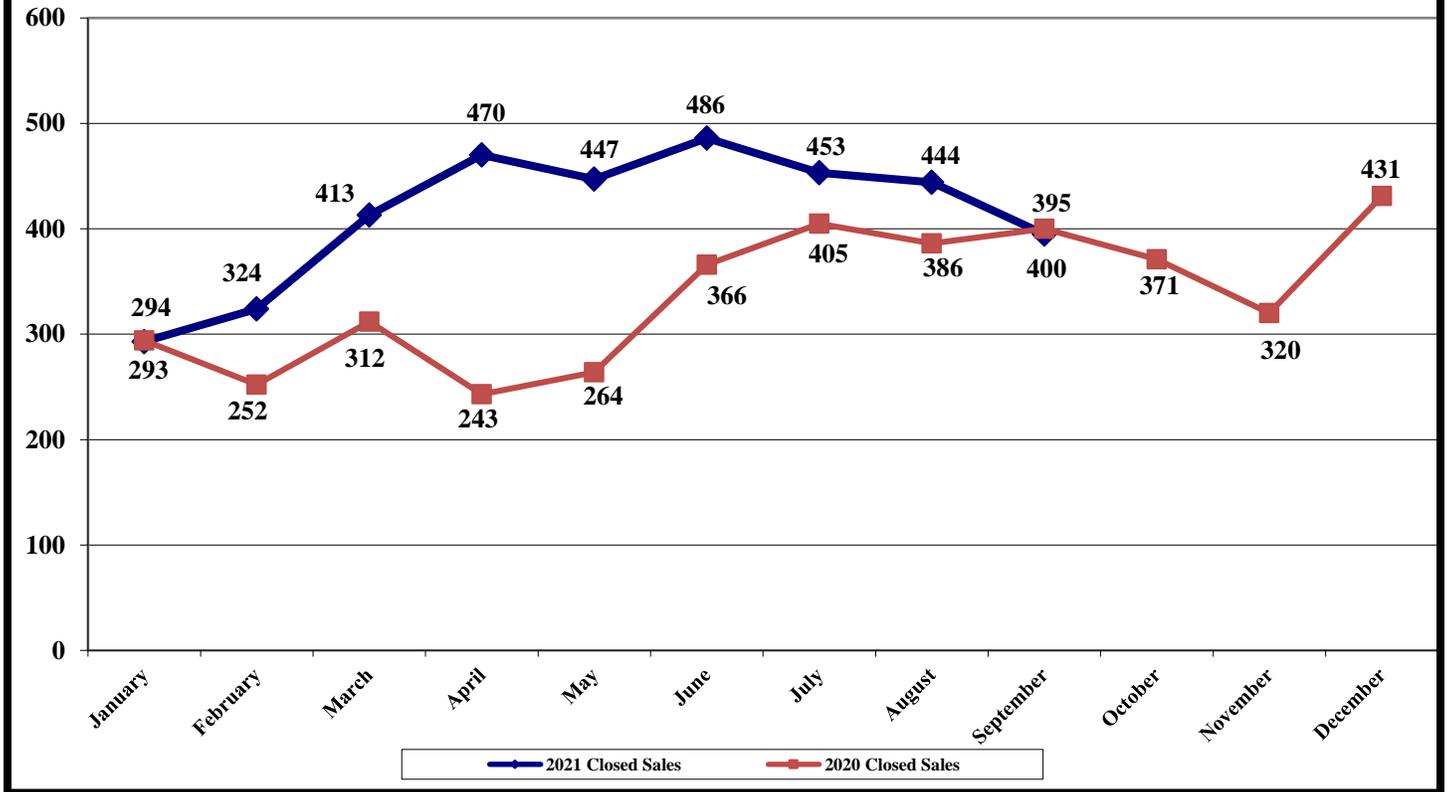
'21: 1,867
 '20: 1,632
 (% chg: +14.40%)

Cumulative total, January – September 2021: 5,592
Cumulative total, January – September 2020: 4,554
 (% cumulative change: +22.79%)

Average Days on Market, January - September 2021: 49
Average Days on Market, January – September 2020: 88
 (Change for January - September: -39 days)

<u>Current Sales Compared to Past Years:</u> (2021 sales outside Lafayette Parish as compared to prior year's sales)	<u>2014</u> 1,242 +50.32%	<u>2015</u> 1,208 +54.55%	<u>2016</u> 1,259 +48.29%	<u>2017</u> 1,334 +39.96%	<u>2018</u> 1,451 +28.67%	<u>2019</u> 1,651 +13.08%
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**Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - September 2021 vs. 2020**



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

New Const. Re-sales

09/21: 82 313
09/20: 96 304
-14.58% +02.96%

Number of Closed Home Sales Reported to MLS, September: 2021: 395
Number of Closed Home Sales Reported to MLS, September: 2020: 400
(% change for September: -01.25%)
(% change from August 2021: -11.04%)

New Const. Re-sales

'21: 857 2,868
'20: 686 2,236
+24.93% +28.26%

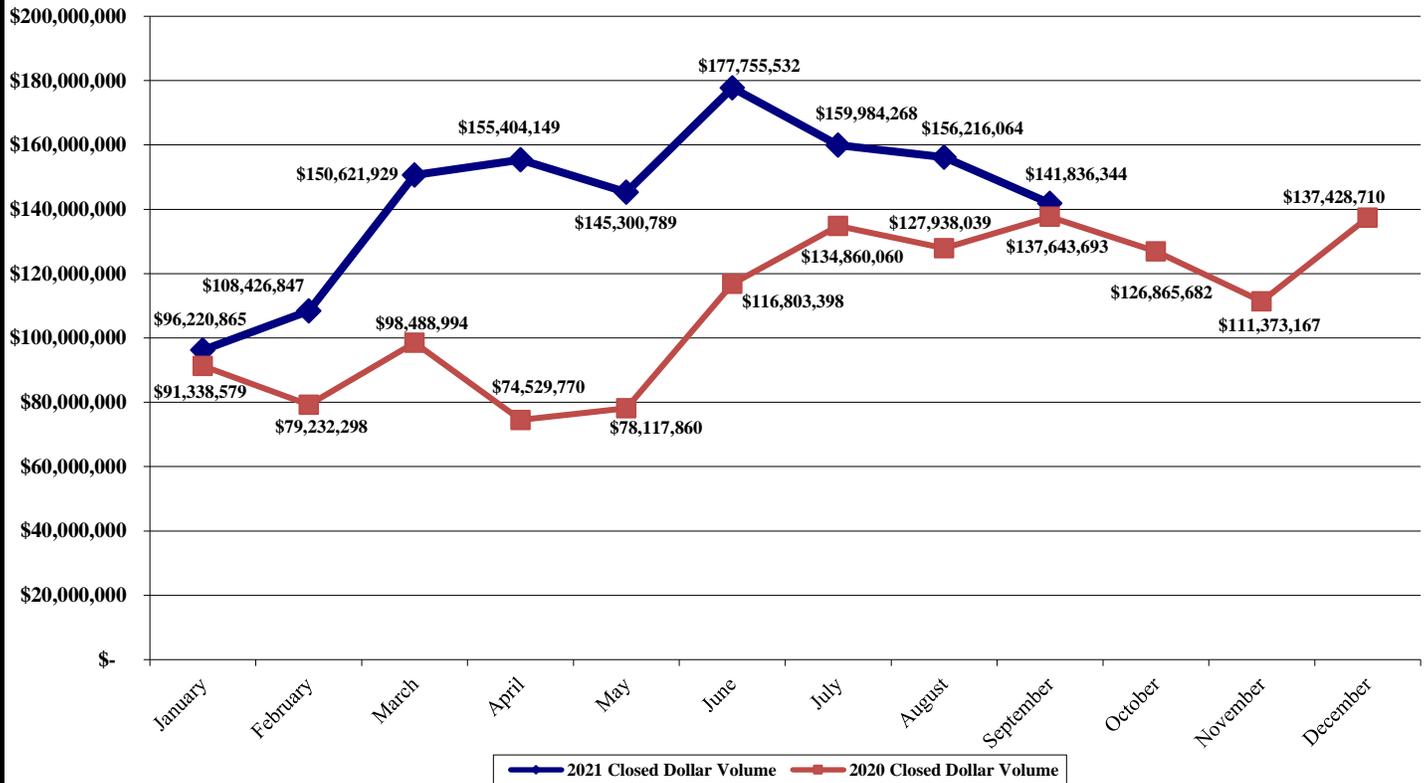
Cumulative total, January – September 2021: 3,725
Cumulative total, January – September 2020: 2,922
(% cumulative change: +27.48%)

'21: 46 days 35 days
'20: 95 days 73 days
-49 days -38 days

Average Days on Market, January – September 2021: 38
Average Days on Market, January – September 2020: 78
(Change for January - September: -40 days)

<u>Current Sales Compared to Past Years:</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
(2021 Lafayette Parish sales as	2,456	2,576	2,392	2,472	2,628	2,576
Compared to prior year's sales)	+51.67%	+44.60%	+55.73%	+50.69%	+41.74%	+45.60%

Dollar Volume of Closed Sales Reported to MLS All "GEO" Areas/Parishes January - September 2021 vs. 2020



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

09/21: \$ 35,307,790
09/20: \$ 35,696,488
(% chg.: -01.09%)

'21: \$330,102,405
'20: \$245,574,868
(% chg.: +34.42%)

'21: \$176,809
'20: \$150,475
(% chg.: +17.50%)

Dollar Volume of Closed Residential Sales, September 2021: \$141,836,344
Dollar Volume of Closed Residential Sales, September 2020: \$137,643,693
(% change for September: +03.05%)
(% change from August 2021: -09.21%)

Cumulative total January – September 2021: \$1,291,766,787
Cumulative total January – September 2020: \$ 938,952,691
(% cumulative change: +37.58%)

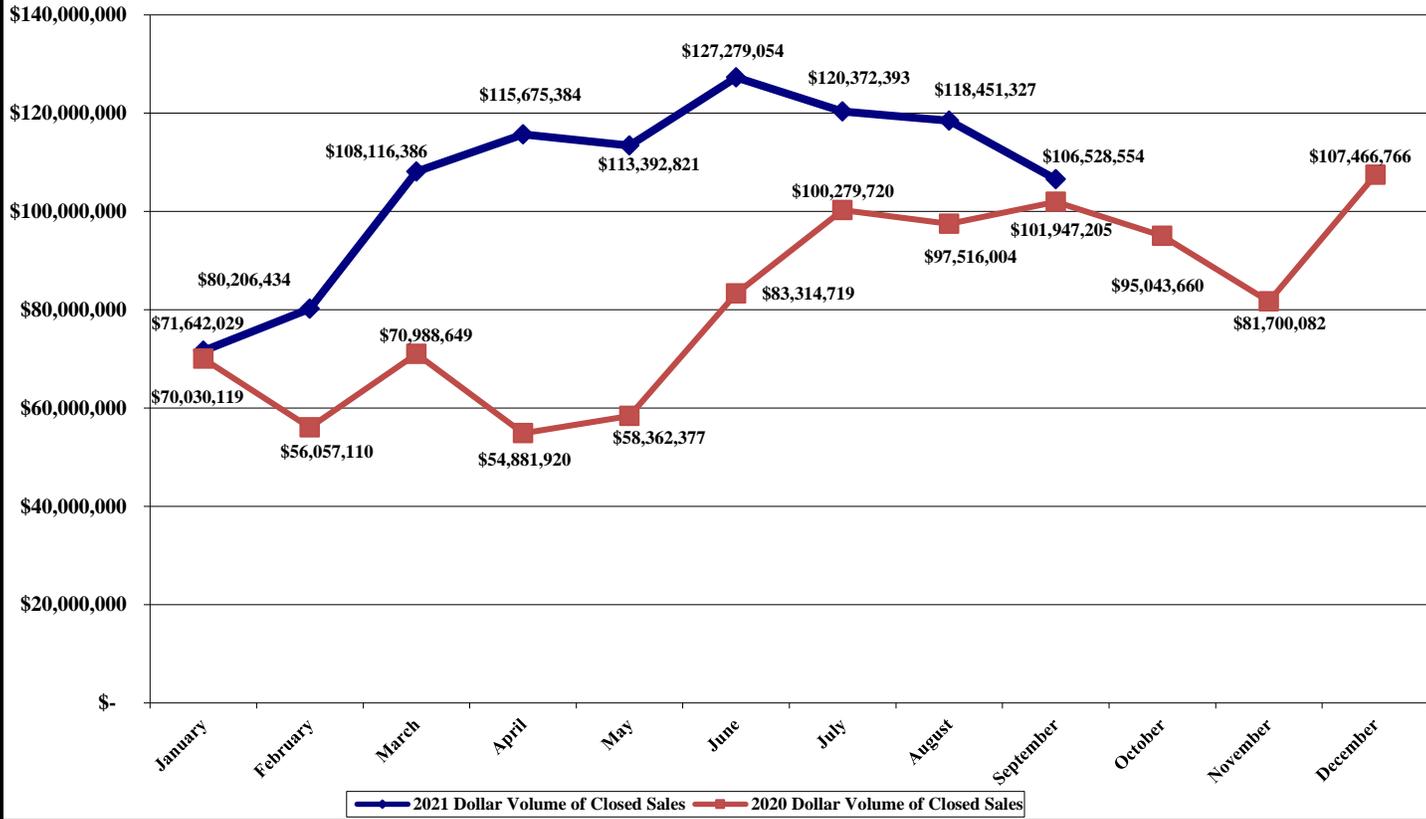
Average Sale Price, January - September 2021: \$231,002
Average Sale Price, January – September 2020: \$206,181
(% change in Average Sale Price: +12.04%)

Median Sold Price, January - September 2021: \$206,500
Median Sold Price, January - September 2020: \$184,000
(% change in Median Sold Price: +12.23%)

% of List Price to Sale Price, January - September 2021: 98.01%
% of List Price to Sale Price, January - September 2020: 97.08%

Current \$ vol. compared to past years:	2014	2015	2016	2017	2018	2019
(2021 \$ vol. outside Lafayette Parish as compared to past years.)	\$173,054,237	\$166,896,612	\$168,296,790	\$180,686,306	\$192,840,187	\$239,292,953
	+90.75%	+97.79%	+96.14%	+82.69%	+71.18%	+37.95%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - September 2021 vs. 2020

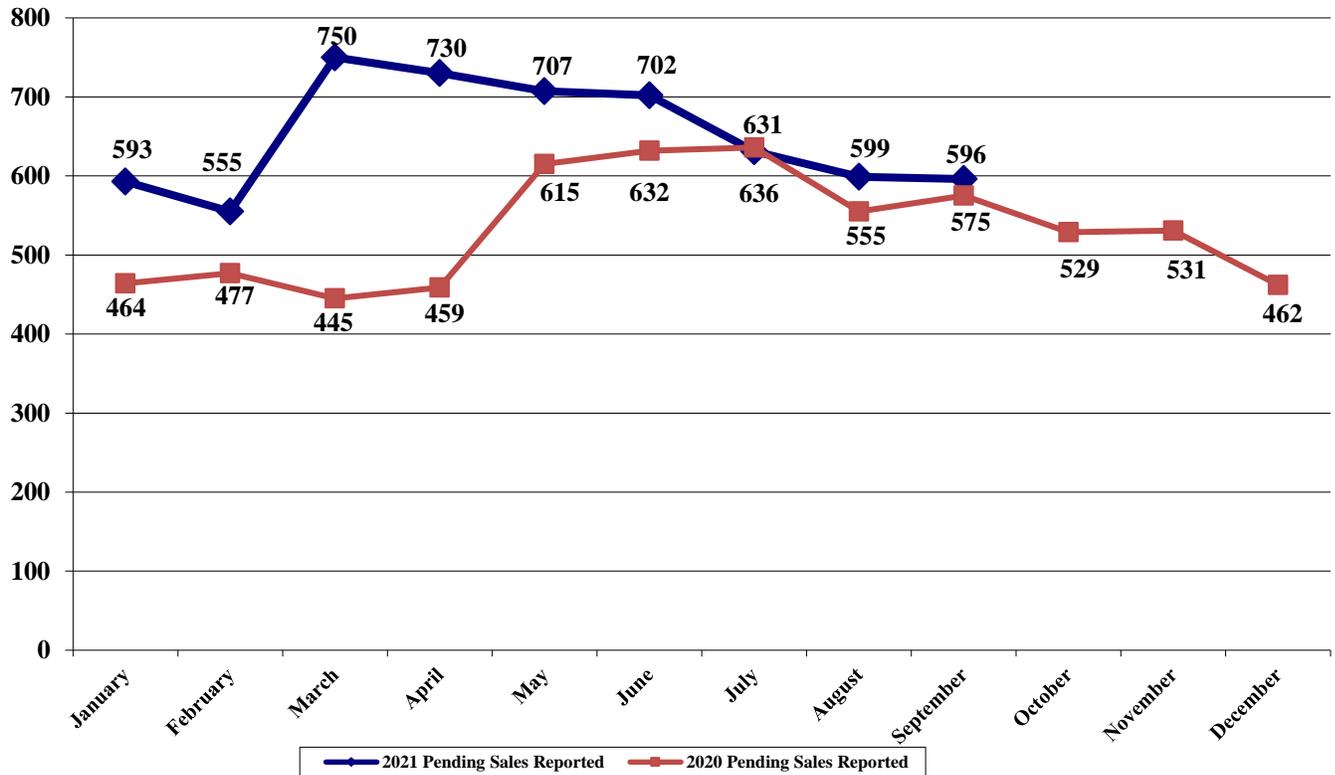


LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>	
09/21: \$21,885,060	\$84,643,494	Dollar Volume of Closed Residential Sales, September 2021: \$106,528,554
09/20: \$25,024,087	\$76,923,118	Dollar Volume of Closed Residential Sales, September 2020: \$101,947,205
-12.54%	+10.04%	(% change for September: +04.49%)
		(% change from August 2021: -10.07%)
<u>New Const.</u>	<u>Re-sales</u>	Cumulative total January – September 2021: \$961,664,382
'21: \$228,670,371	\$732,994,011	Cumulative total January – September 2020: \$693,377,823
'20: \$178,730,500	\$514,647,323	(% cumulative change: +38.69%)
+27.94%	+42.43%	
'21: \$266,826	\$255,576	Average Sale Price, January - September 2021: \$258,164
'20: \$260,540	\$230,164	Average Sale Price, January - September 2020: \$237,295
+02.41%	+11.04%	(% change in Average Sale Price: +08.79%)
'21: \$236,000	\$215,000	Median Sold Price, January – September 2021: \$222,000
'20: \$224,500	\$190,000	Median Sold Price, January – September 2020: \$202,500
+05.12%	+13.16%	(% change in Median Sold Price: +09.63%)
'21: 100.01%	97.90%	% of List Price to Sale Price, January - September 2021: 98.39%
'20: 99.65%	96.84%	% of List Price to Sale Price, January - September 2020: 97.55%

<u>Current Sales Compared to Past Years:</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
(2021 Lafayette Parish dollar volume as compared to prior years)	\$543,906,820	\$586,065,085	\$530,429,363	\$532,245,777	\$588,655,285	\$582,478,729
	+76.81%	+64.09%	+81.30%	+80.68%	+63.37%	+65.10%

**Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - September 2021 vs. 2020**



Pending Sales as of October 5, 2021

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

Outside Lafayette Parish

Sept. '21: 222
Sept. '20: 195
(% chg: +13.85%)

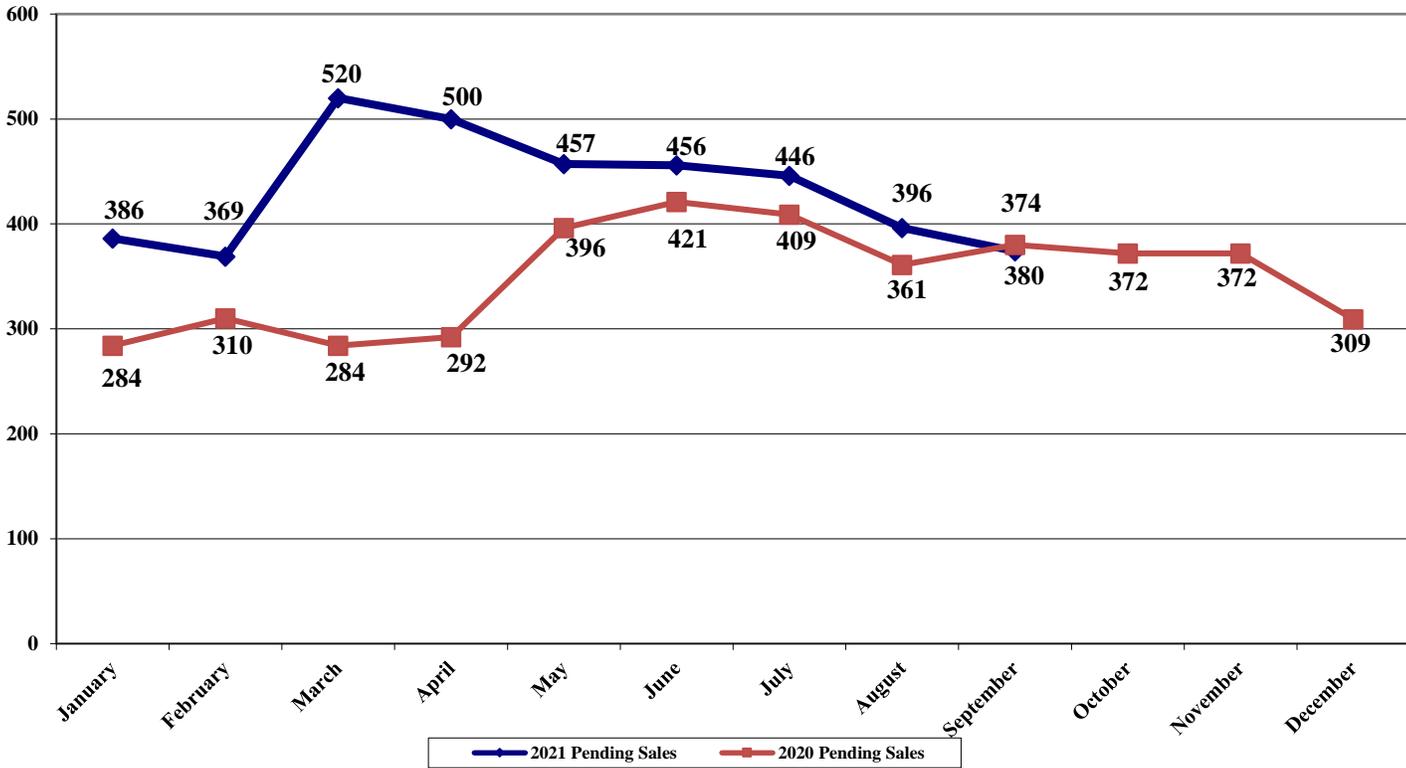
**Number of Pending Home Sales Reported to MLS, September 2021: 596
Number of Pending Home Sales Reported to MLS, September 2020: 575
(% change for September: +03.65%)**

(% change from August 2021: -00.50%)

'21: 1,959
'20: 1,718
(% chg: +14.03%)

**Cumulative total, January – September 2021: 5,863
Cumulative total, January – September 2020: 4,855
(% cumulative change: +20.76%)**

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - September 2021 vs. 2020



Pending sales as of October 5, 2021

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

New Const. Re-sales

09/21: 83 291
 09/20: 104 276
 -20.19% +05.43%

Number of Pending Home Sales Reported to MLS, September 2021: 374
Number of Pending Home Sales Reported to MLS, September 2020: 380
(% change for September: -01.58%)

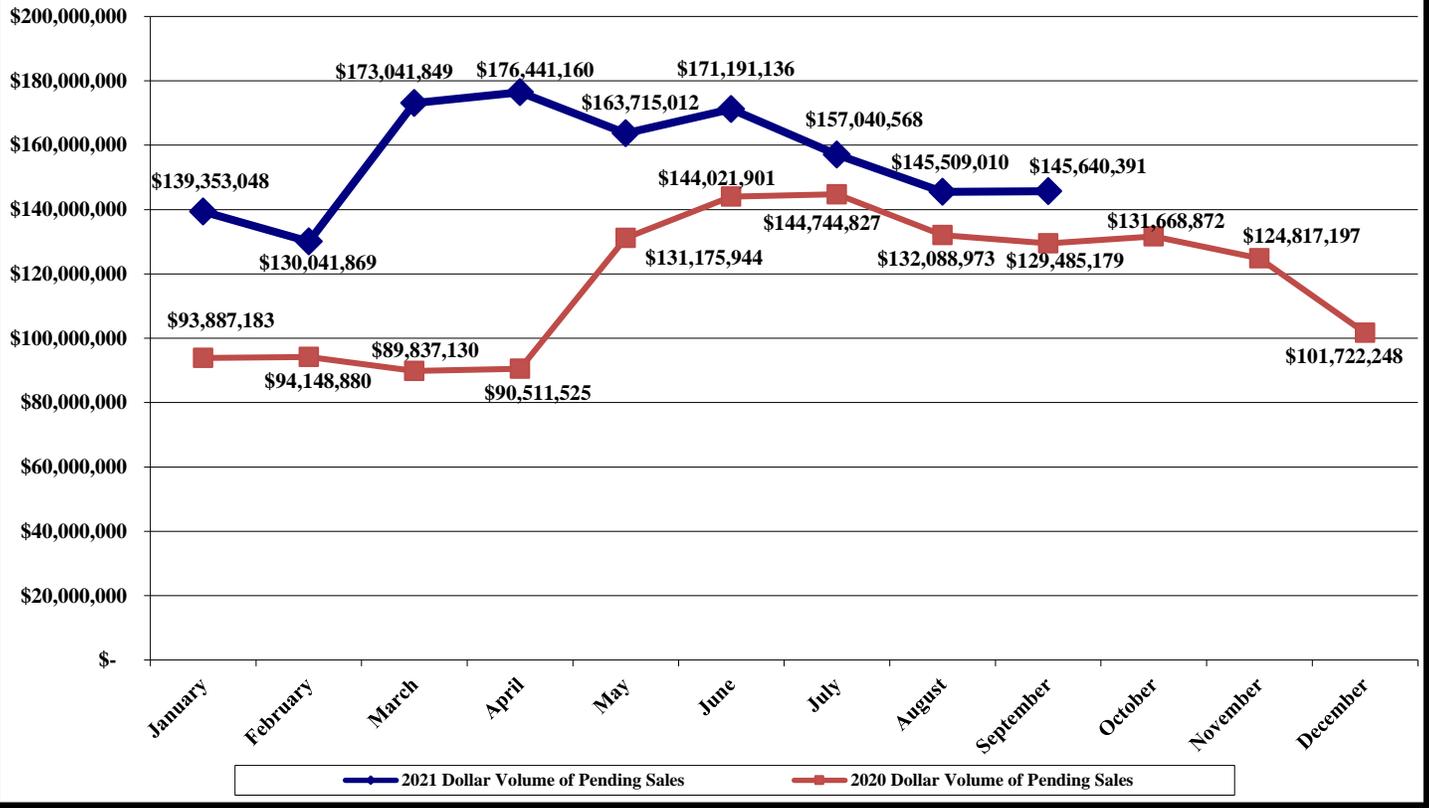
(% change from August 2021: -05.56%)

New Const. Re-sales

'21: 977 2,927
 '20: 763 2,374
 +28.05% +23.29%

Cumulative total, January – September 2021: 3,904
Cumulative total, January – September 2020: 3,137
(% cumulative change: +24.45%)

**Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - September 2021 vs 2020**



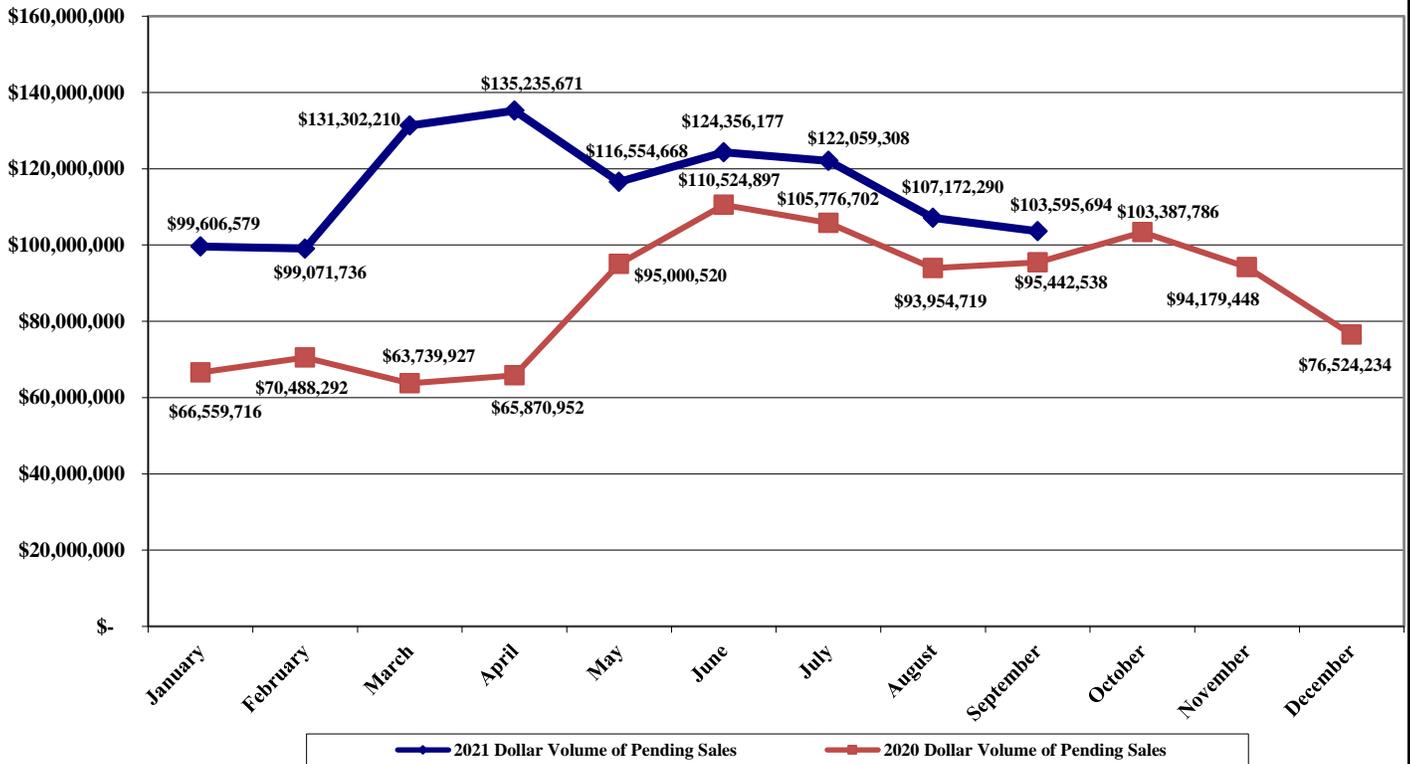
Pending Sale dollar volume as of October 5, 2021

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

Dollar Volume of Pending Home Sales, September 2021: \$145,640,391
Dollar Volume of Pending Home Sales, September 2020: \$129,485,179
(% change for September: +12.48%)
(% change from August 2021: +00.09%)

Cumulative total, January – September 2021: \$1,401,974,043
Cumulative total, January – September 2020: \$1,049,592,642
(% cumulative change: +33.57%)

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - September 2021 vs 2020



Pending Sale dollar volume as of October 5, 2021

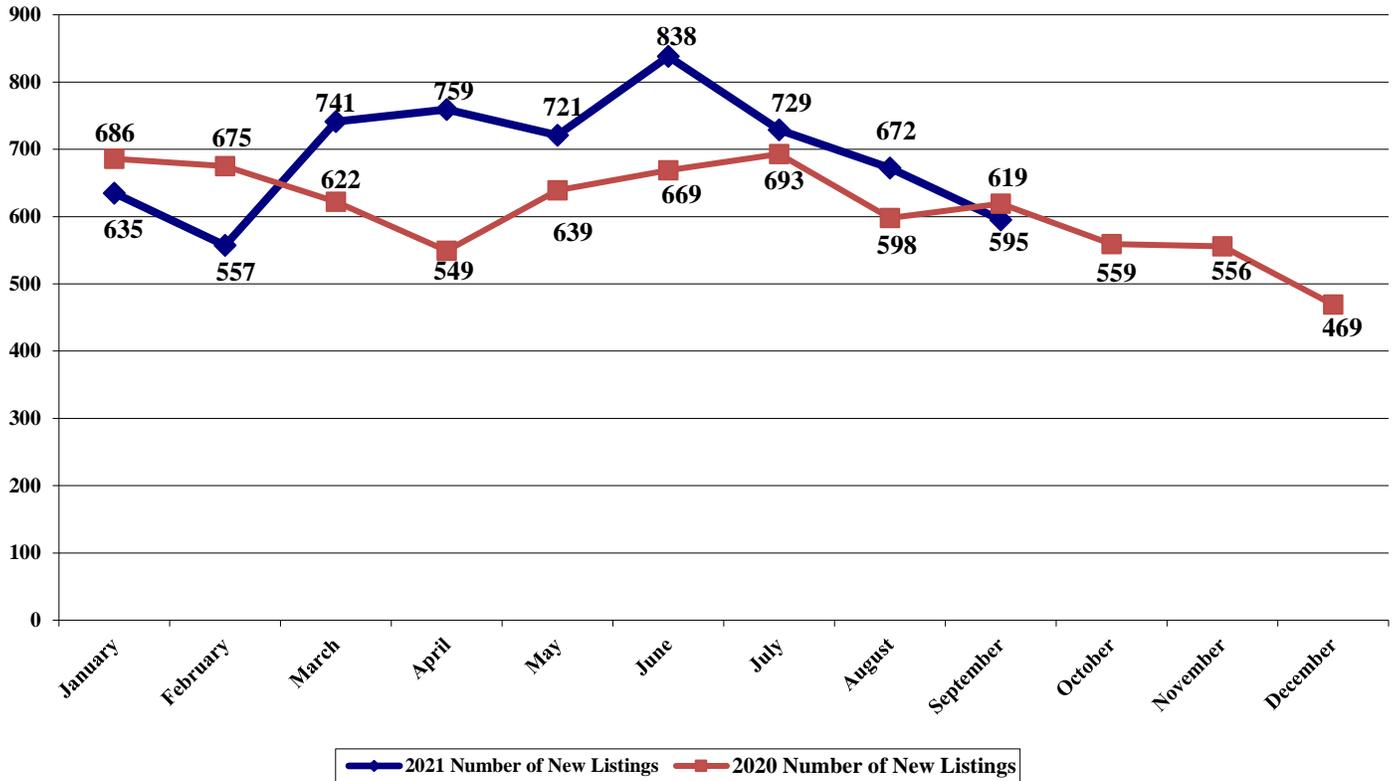
LAFAYETTE PARISH
(Excludes “GEO” areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, September 2021: \$103,595,694
Dollar Volume of Pending Home Sales, September 2020: \$ 95,442,538
(% change for September: +08.54%)

(% change from August 2021: -03.34%)

Cumulative total, January – September 2021: \$1,038,954,333
Cumulative total, January – September 2020: \$ 767,358,263
(% cumulative change: +35.39%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - September 2021 vs. 2020



New Listing count as of October 6, 2021

Outside Lafayette Parish

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

Sept. '21: 227
 Sept. '20: 237
 (% chg: -04.22%)

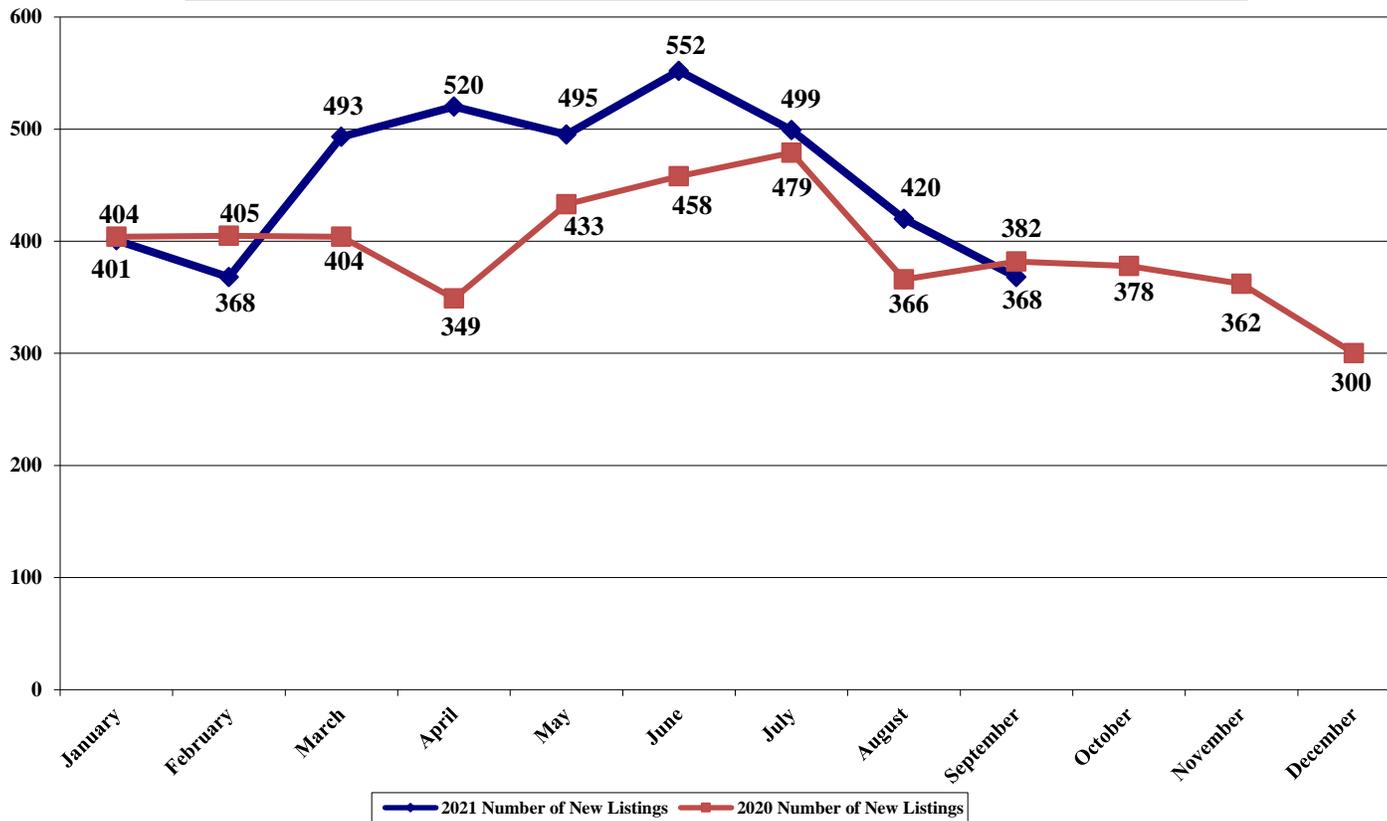
Number of New Residential Listings Reported to MLS, September 2021: 595
Number of New Residential Listings Reported to MLS, September 2020: 619
 (% change for September: (-03.88%)

(% change from August 2021: -11.46%)

'21: 2,131
 '20: 2,071
 (% chg: +02.90%)

Cumulative total, January – September 2021: 6,247
Cumulative total, January – September 2020: 5,752
 (% cumulative change: +08.61%)

Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - September 2021 vs. 2020



New Listing count as of October 6, 2021

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

<u>New Const.</u>	<u>Re-sales</u>
09/21: 90	278
09/20: 72	310
+25.00%	-10.32%

Number of New Residential Listings Reported to MLS, September 2021: 368
Number of New Residential Listings Reported to MLS, September 2020: 382
(% change for September: -03.66%)
(% change from August 2021: -12.38%)

'21: 1,002	3,114
'20: 792	2,889
+26.52%	+07.79%

Cumulative total, January – September 2021: 4,116
Cumulative total, January – September 2020: 3,681
(% cumulative change: +11.82%)

<u>Comparison to Past Years:</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
#New Listings Taken	3,321	3,642	3,692	3,872	4,129	3,693	3,681	4,116
# Sold	2,456	2,575	2,392	2,472	2,628	2,576	2,922	3,725
Ratio – New Listings/Sold	1.35:1	1.41:1	1.54:1	1.57:1	1.57:1	1.43:1	1.26:1	1.11:1
2019 % +/- over	+23.94%	+13.01%	+11.48%	+06.30%	-00.31%	+11.45%	+11.82%	

2021 Home Sales Outside Lafayette Parish

January – September 2021



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

January – September 2021 vs. January – September 2020

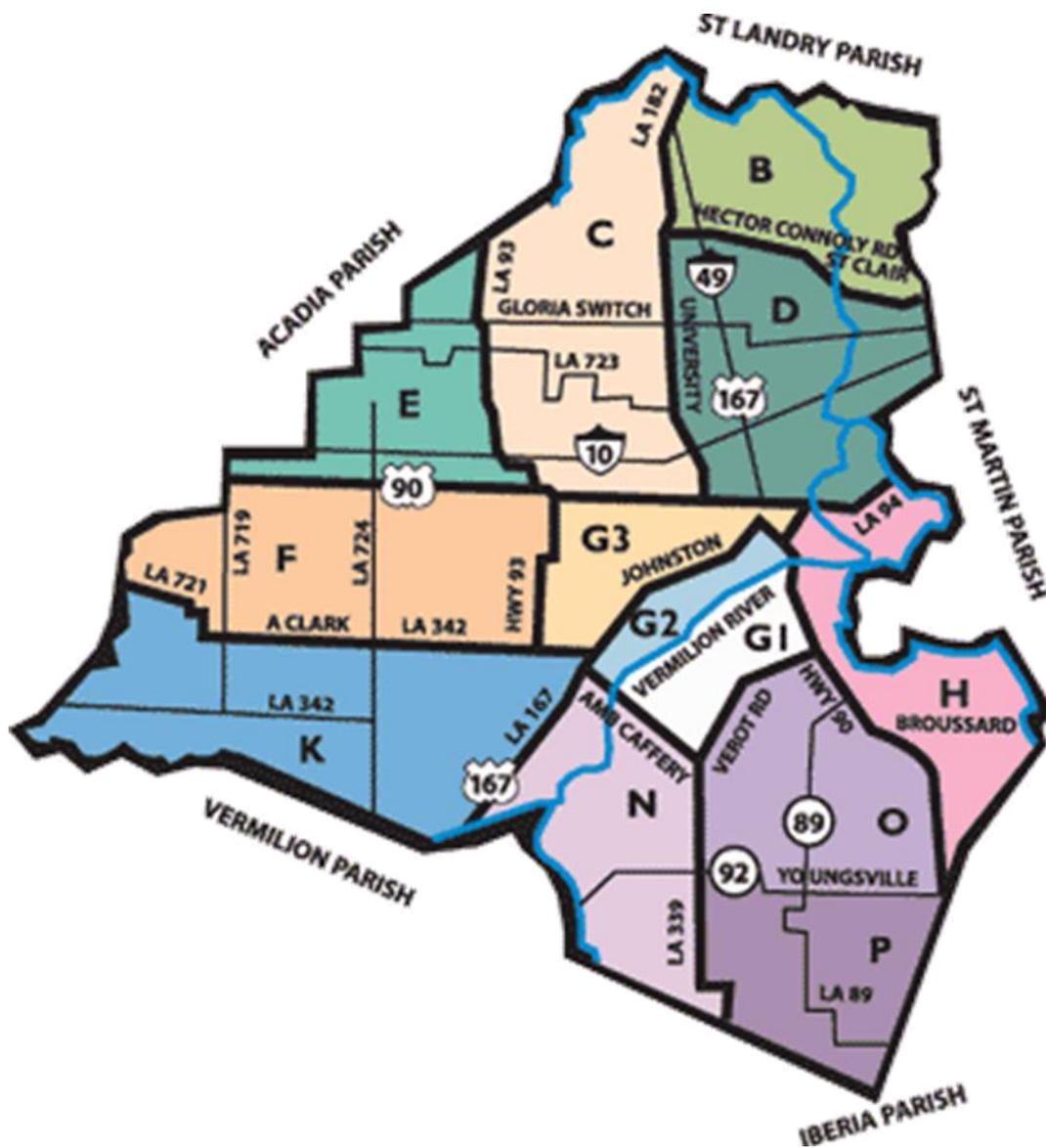
PARISH	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -
St. Landry	444	340	+30.6%	\$79,134,714	\$51,630,507	+53.3%
Iberia	388	345	+12.5%	\$68,575,126	\$48,535,093	+41.3%
Vermillion	339	298	+13.8%	\$61,618,414	\$47,320,047	+30.2%
St. Martin	297	255	+16.5%	\$59,340,166	\$42,399,691	+40.0%
Acadia	216	193	+11.9%	\$35,687,274	\$28,437,112	+25.5%
Evangeline	85	84	+01.2%	\$10,127,651	\$ 9,033,900	+12.1 %
St. Mary	64	60	+06.7%	\$ 9,378,250	\$ 9,185,100	+02.1%
Jeff Davis	06	37	- 83.8%	\$ 792,960	\$ 3,733,818	- 78.8%
Others	31	20		\$ 5,447,850	\$ 5,299,600	
TOTAL	1,867	1,632	+14.4%	\$330,102,405	\$245,574,868	+34.4%

January – September 2021 closed residential sales from the above parishes represent 33.4% of the total number of closed transactions reported to the MLS and 25.6% of the closed sale dollar volume. This compares with 35.8% of the total number of closed transactions reported to the MLS and 26.1% of the closed dollar volume as of January – September 2020.

PARISH	'21 Average Sale Price	'20 Average Sale Price	% + or -	'21 Median Sale Price	'20 Median Sale Price	% + or -
St. Martin	\$199,798	\$166,273	+20.2%	\$180,000	\$146,907	+22.5%
Iberia	\$176,740	\$140,681	+25.6%	\$154,841	\$125,000	+23.9%
St. Landry	\$178,231	\$151,854	+17.4%	\$160,000	\$133,750	+19.6%
Vermillion	\$181,765	\$158,792	+14.5%	\$174,000	\$158,300	+09.9%
Acadia	\$165,218	\$147,342	+12.1%	\$142,000	\$135,000	+05.2%
St. Mary	\$146,535	\$153,085	- 04.3%	\$129,500	\$127,750	+01.4%
Evangeline	\$119,148	\$107,546	+10.8%	\$104,500	\$ 93,500	+11.8%

2021 Lafayette Parish Home Sales by GEO Area

January – September 2021



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – September 2021 vs. January – September 2020

	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -	'21 Avg. Sale Price	'20 Avg. Sale Price	% + or -	# Mos. Supply
Area B	44	30	+46.7%	\$ 14,340,100	\$ 8,667,300	+65.5%	\$325,911	\$288,910	+12.8%	2.3 mos.
Area C	242	197	+22.8%	\$ 44,481,622	\$ 30,891,553	+44.0%	\$183,808	\$156,809	+17.2%	0.9 mos.
Area D	371	353	+05.1%	\$ 70,499,370	\$ 61,473,475	+14.7%	\$190,025	\$174,145	+09.1%	1.1 mos.
Area E	41	31	+32.3%	\$ 9,721,600	\$ 5,670,500	+71.4%	\$237,112	\$182,919	+29.6%	2.2 mos.
Area F	167	129	+29.5%	\$ 33,934,127	\$ 24,106,316	+40.8%	\$203,198	\$186,870	+08.7%	1.3 mos.
Area G1	182	154	+18.2%	\$ 65,771,123	\$ 51,396,070	+28.0%	\$361,379	\$333,740	+08.3%	1.9 mos.
Area G2	270	197	+37.1%	\$ 82,471,476	\$ 50,712,645	+62.6%	\$305,449	\$257,424	+18.7%	2.5 mos.
Area G3	440	279	+57.7%	\$ 81,336,052	\$ 44,345,596	+83.4%	\$184,854	\$158,944	+16.3%	1.5 mos.
Area H	76	73	+04.1%	\$ 18,957,450	\$ 16,165,595	+17.3%	\$249,440	\$221,446	+12.6%	1.1 mos.
Area K	178	116	+53.5%	\$ 39,239,320	\$ 24,790,987	+58.3%	\$220,445	\$213,715	+03.2%	1.4 mos.
Area N	507	372	+36.3%	\$159,499,188	\$114,596,316	+39.2%	\$314,594	\$308,054	+02.1%	1.1 mos.
Area O	769	633	+21.5%	\$222,675,665	\$170,277,392	+30.8%	\$289,565	\$269,000	+07.6%	0.9 mos.
Area P	424	358	+18.4%	\$115,705,289	\$ 90,284,078	+28.2%	\$272,889	\$252,190	+08.2%	1.3 mos.
TOTAL	3,725	2,922	+27.5%	\$961,664,382	\$693,377,823	+38.7%	\$258,164	\$237,295	+08.8%	1.3 mos.

Lafayette North (Areas B,C,D,E): 698 sales in 2021 vs.611 in 2020 – 14.2% increase/\$139,042,692 in 2021 sale \$ volume vs \$106,702,828 in 2020 – 30.3% increase (18.5% of total sales/14.5% of total \$volume)
West Lafayette (Areas F,K): 345 sales in 2021 vs. 245 in 2020 – 40.8% increase/\$73,173,447 in 2021 sale \$ volume vs. \$48,897,303 in 2020 – 49.7% increase (10.8% of total sales/7.6% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 892 sales in 2021 vs.630 in 2020 – 41.6% increase/\$229,578,651 in 2021 vs. \$146,454,311 in 2020 – 56.8% increase (24.0% of total sales/23.8% of total \$volume)
South Lafayette (Areas N, O, P): 1,700 sales in 2021 vs 1,363 in 2020 – 24.7% increase/\$497,880,142 in 2021 vs. \$375,157,786 in 2020 – 32.7% increase (45.6% of total sales/51.7% of total \$ volume)
East Lafayette (Area H): (2.0% of total sales/2.0% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area January – September 2021 vs. January – September 2020

	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -	'21 Avg. Sale Price	'20 Avg. Sale Price	% +or -	# Mos. Supply
Area B	41	25	+64.0%	\$ 12,911,700	\$ 6,767,300	+90.8%	\$314,919	\$270,692	+16.3%	2.0 mos.
Area C	210	172	+22.1%	\$ 37,854,799	\$ 25,940,905	+45.9%	\$180,260	\$150,819	+19.5%	0.6 mos.
Area D	231	202	+14.4%	\$ 41,205,190	\$ 30,667,361	+34.4%	\$178,377	\$151,818	+17.5%	1.3 mos.
Area E	35	29	+20.7%	\$ 8,384,600	\$ 5,386,200	+55.7%	\$239,560	\$185,731	+29.0%	1.5 mos.
Area F	124	108	+14.8%	\$ 24,473,413	\$ 20,145,649	+21.5%	\$197,366	\$186,533	+05.8%	0.9 mos.
Area G1	181	150	+20.7%	\$ 65,572,123	\$ 50,520,270	+29.8%	\$362,276	\$336,801	+07.6%	1.7 mos.
Area G2	268	194	+38.1%	\$ 80,692,344	\$ 50,103,745	+61.1%	\$301,090	\$258,266	+16.6%	2.3 mos.
Area G3	399	266	+50.0%	\$ 70,767,943	\$ 41,991,796	+68.5%	\$177,363	\$157,863	+12.4%	1.3 mos.
Area H	71	56	+26.8%	\$ 17,664,850	\$ 11,206,995	+57.6%	\$248,800	\$200,124	+24.3%	1.0 mos.
Area K	109	71	+53.5%	\$ 22,897,440	\$ 13,829,425	+65.6%	\$210,068	\$194,780	+07.9%	0.7 mos.
Area N	401	310	+29.4%	\$129,291,958	\$ 92,914,445	+39.2%	\$322,423	\$299,724	+07.6%	1.1 mos.
Area O	549	470	+16.8%	\$152,024,072	\$118,876,320	+27.9%	\$276,910	\$252,928	+09.5%	0.9 mos.
Area P	249	183	+36.1%	\$ 69,253,579	\$ 46,296,912	+49.6%	\$278,126	\$252,988	+09.9%	0.6 mos.
TOTAL	2,868	2,236	+28.3%	\$732,994,011	\$514,647,323	+42.4%	\$255,576	\$230,164	+11.0%	1.2 mos.

Lafayette North (Areas B,C,D,E): 517 sales in 2021 vs.428 in 2020– 20.8% increase/\$100,356,289 in 2021 sale \$ volume vs \$68,761,766 in 2020 – 46.0% increase (18.0% of total sales/13.8% of total \$volume)
West Lafayette (Areas F,K): 233 sales in 2021 vs. 179 in 2020 – 30.2% increase/\$47,370,853 in 2021 sale \$ volume vs. \$33,975,074 in 2020 – 39.4% increase (8.1% of total sales/6.4% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 848 sales in 2021 vs. 610 in 2020 – 39.0% increase/\$217,032,410 in 2021 vs. \$142,615,811 in 2020 – 52.2% increase (29.6% of total sales/29.6% of total \$volume)
South Lafayette (Areas N, O, P): 1,199 sales in 2021 vs 963 in 2020 – 24.5% increase/\$350,569,609 in 2021 vs. \$258,087,677 in 2020 – 35.8% increase (41.8% of total sales/47.8% of total \$ volume)
East Lafayette (Area H): (2.5% of total sales/2.4% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – September 2021 vs. January – September 2020

	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -	'21 Avg. Sale Price	'20 Avg. Sale Price	% +or -	# Mos. Supply
Area B	03	05	- 40.0%	\$ 1,428,400	\$ 1,900,000	- 24.8%	\$476,133	\$380,000	+25.3%	6.0 mos.
Area C	32	25	+28.0%	\$ 6,626,823	\$ 4,950,648	+33.9%	\$207,088	\$198,025	+04.6%	2.5 mos.
Area D	140	151	- 07.3%	\$29,294,180	\$ 30,806,114	- 04.9%	\$209,244	\$204,014	+02.6%	0.7 mos.
Area E	06	02	+200.0%	\$ 1,337,000	\$ 284,300	+370.3%	\$222,833	\$142,150	+56.8%	6.0 mos.
Area F	43	21	+104.8%	\$ 9,460,714	\$ 3,960,667	+138.9%	\$220,016	\$188,603	+16.7%	2.5 mos.
Area G1	01	04	- 75.0%	\$ 199,000	\$ 875,800	- 77.3%	\$199,000	\$218,450	- 08.9%	18.0 mos.
Area G2	02	03	- 33.3%	\$ 1,779,132	\$ 608,900	+192.2%	\$889,566	\$202,966	+338.3%	31.5 mos.
Area G3	41	13	+215.4%	\$ 10,568,109	\$ 2,353,800	+349.0%	\$257,758	\$181,061	+42.4%	3.5 mos.
Area H	05	17	- 70.6%	\$ 1,292,600	\$ 4,958,600	- 73.9%	\$258,520	\$291,682	- 11.4%	1.8 mos.
Area K	69	45	+53.3%	\$ 16,341,880	\$ 10,961,562	+49.1%	\$236,838	\$243,590	- 02.8%	2.5 mos.
Area N	106	62	+71.0%	\$ 30,207,230	\$ 21,681,871	+39.3%	\$284,973	\$349,707	- 18.5%	1.0 mos.
Area O	220	163	+35.0%	\$ 70,651,593	\$ 51,401,072	+37.5%	\$321,143	\$315,344	+01.8%	0.9 mos.
Area P	175	175	N/C	\$ 46,451,710	\$ 43,987,166	+05.6%	\$265,438	\$251,355	+05.6%	2.9 mos.
TOTAL	857	686	+24.9%	\$228,670,371	\$178,730,500	+27.9%	\$266,826	\$260,540	+02.4%	1.7 mos.

Lafayette North (Areas B,C,D,E): 181 sales in 2021 vs. 183 in 2020 – 1.1% decrease/\$38,686,403 in 2021 sale \$ volume vs \$37,941,062 in 2020 – 2.0% increase (21.1% of total sales/16.9% of total \$ volume)
West Lafayette (Areas F,K): 112 sales in 2021 vs. 66 in 2020 – 69.7% increase/\$25,802,594 in 2021 sale \$ volume vs. \$14,922,229 in 2020 – 72.9% increase (13.1% of total sales/11.3% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 44 sales in 2021 vs. 20 in 2020 – 120.0% increase/\$12,546,241 in 2021 vs. \$3,838,500 in 2020 – 226.9% increase (5.1% of total sales/5.5% of total \$ volume)
South Lafayette (Areas N, O, P): 501 sales in 2021 vs 400 in 2020 – 25.3% increase/\$147,310,533 in 2021 vs. \$117,070,109 in 2020 – 25.8% increase (58.5% of total sales/64.4% of total \$ volume)
East Lafayette (Area H): (0.6% of total sales/0.6% of total \$ volume)