

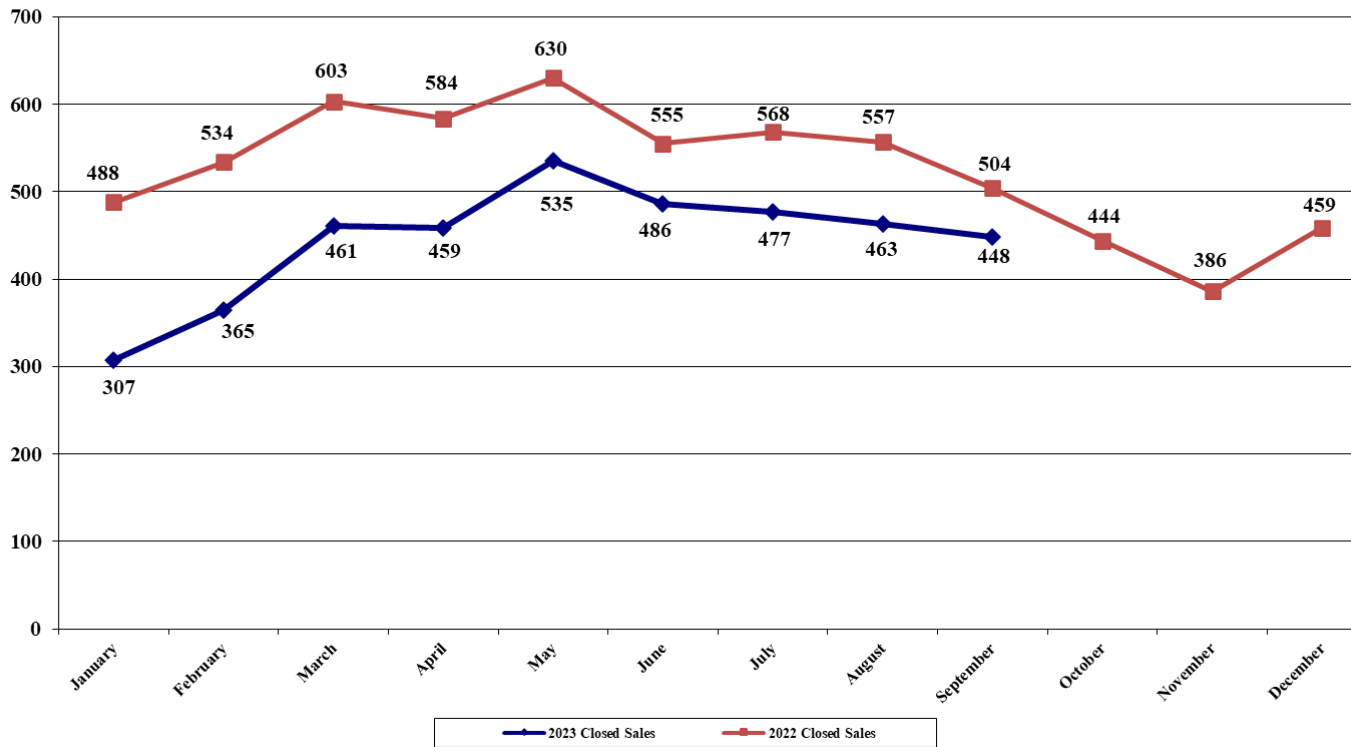


# **The Acadiana Residential Real Estate Market Report**

**January – September 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- September 2023 vs 2022



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

Outside Lafayette Parish

Sept. '23: 185  
 Sept. '22: 186  
 (% chg: -00.54%)

**Number of Closed Home Sales Reported to MLS, September 2023: 448**  
**Number of Closed Home Sales Reported to MLS, September 2022: 504**  
 (% change for September: -11.11%)

(% change from August 2023: -03.24%)

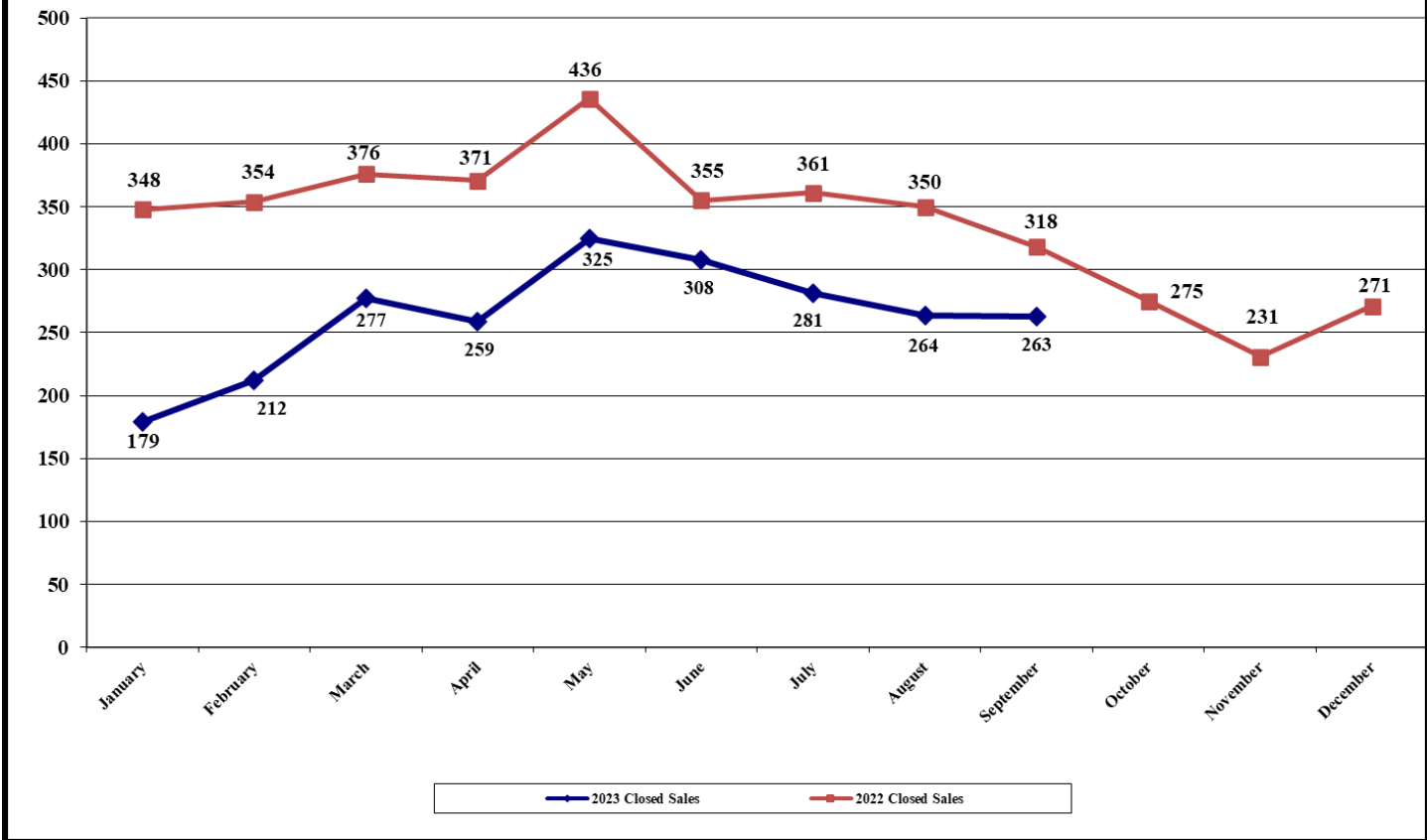
'23: 1,633  
 '22: 1,754  
 (% chg: -06.90%)

**Cumulative total, January – September 2023: 4,001**  
**Cumulative total, January – September 2022: 5,023**  
 (% cumulative change: -20.35%)

**Average Days on Market, January - September 2023: 62**  
**Average Days on Market, January – September 2022: 35**  
 (Change for January - September: +27 days)

<b>Current Sales Compared to Past Years:</b>	<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)	1,259	1,334	1,451	1,651	1,632	1,868
	+29.71%	+22.41%	+12.54%	-01.09%	+00.06%	-12.58%

**Closed Residential Sales Reported to MLS**  
Lafayette Parish Only  
January - September 2023 vs. 2022



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

<u>New Const.</u>	<u>Re-sales</u>
09/23: 63	200
09/22: 85	233
-25.88%	-14.16%

Number of Closed Home Sales Reported to MLS, September 2023: 263  
 Number of Closed Home Sales Reported to MLS, September 2022: 318  
 (% change for September: -17.30%)

<u>New Const.</u>	<u>Re-sales</u>
'23: 660	1,708
'22: 838	2,431
-21.24%	-29.74%

(% change from August 2023: -00.38%)

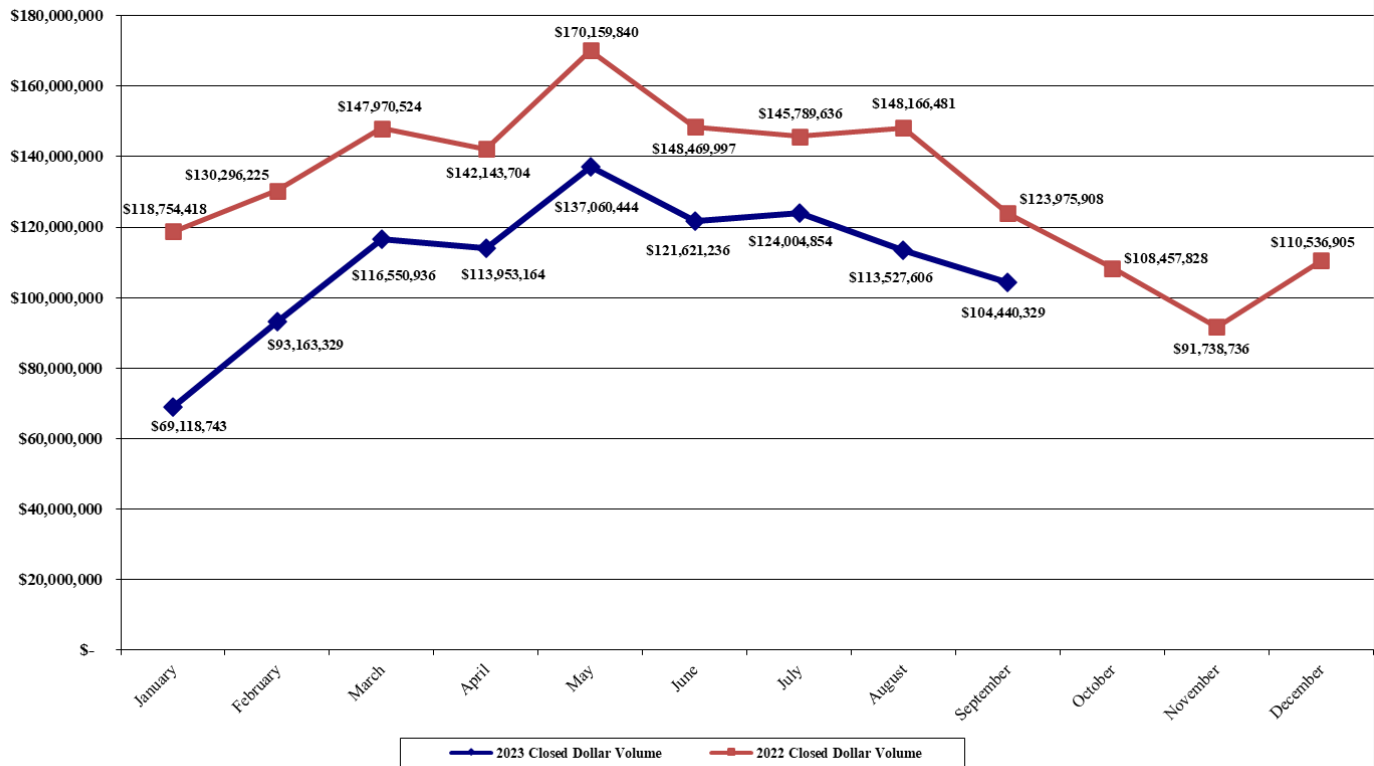
Cumulative total, January – September 2023: 2,368  
 Cumulative total, January – September 2022: 3,269  
 (% cumulative change: -27.56%)

'23: 112 days	35 days
'22: 42 days	22 days
+70 days	+13 days

Average Days on Market, January – September 2023: 56  
 Average Days on Market, January – September 2022: 27  
 (Change for January - September: +29 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)	2,392	2,472	2,628	2,576	2,922	3,724
	-01.00%	-04.21%	-09.89%	-08.07%	-18.96%	-36.41%

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



**ALL "GEO" AREAS/PARISHES**

**(Includes "GEO" areas outside of Lafayette Parish)**

**Outside Laf. Parish**

09/23: \$ 33,899,838  
 09/22: \$ 35,438,906  
 (% chg.: -04.34%)

Dollar Volume of Closed Residential Sales, September 2023: \$104,440,329  
 Dollar Volume of Closed Residential Sales, September 2022: \$123,975,908  
 (% change for September: -15.76%)  
 (% change from August 2023: -08.00%)

'23: \$316,532,899  
 '22: \$339,486,368  
 (% chg.: -06.76%)

Cumulative total January – September 2023: \$ 993,440,641  
 Cumulative total January – September 2022: \$1,275,726,733  
 (% cumulative change: -22.13%)

'23: \$193,835  
 '22: \$193,550  
 (% chg.: +00.15%)

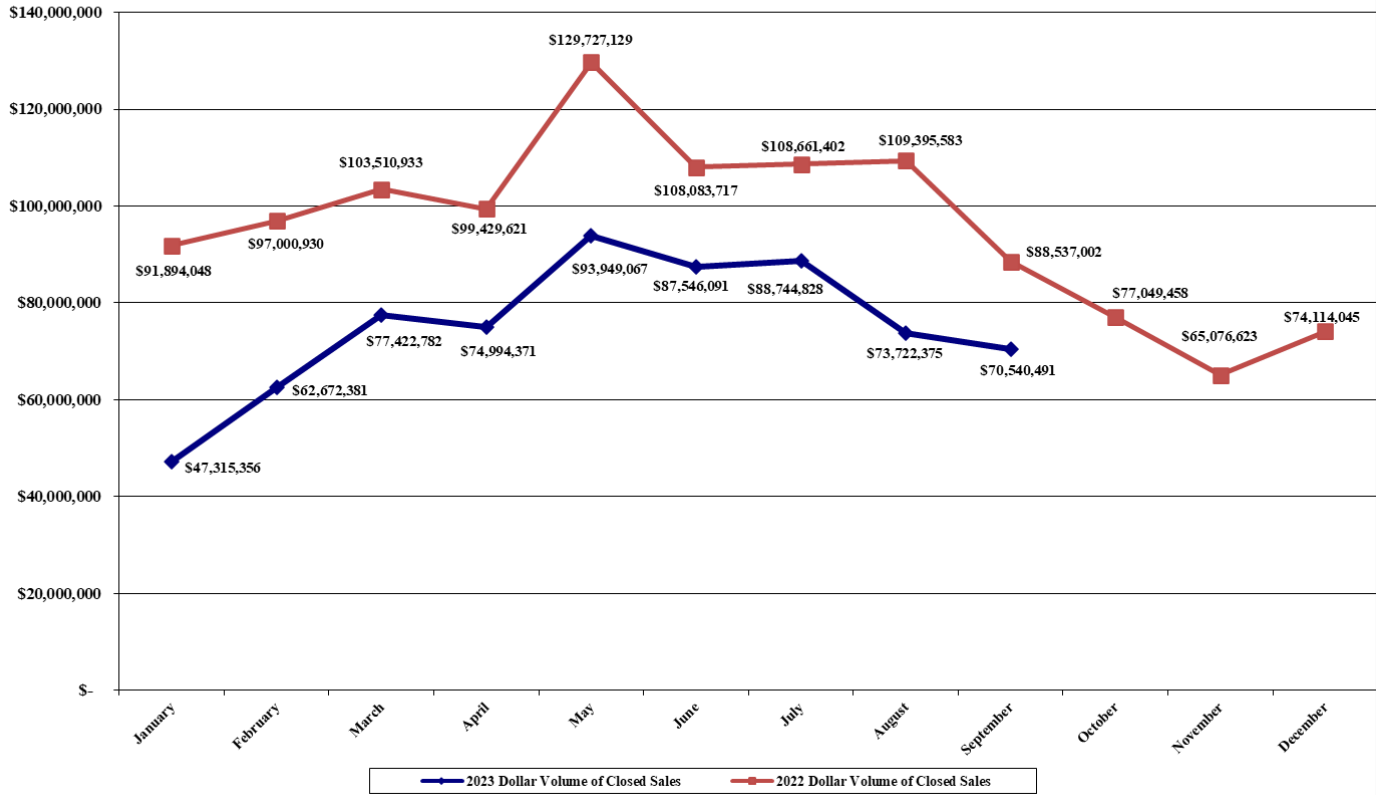
Average Sale Price, January - September 2023: \$248,298  
 Average Sale Price, January - September 2022: \$253,977  
 (% change in Average Sale Price: -02.24%)

Median Sold Price, January - September 2023: \$225,000  
 Median Sold Price, January - September 2022: \$230,000  
 (% change in Median Sold Price: -02.17%)

% of List Price to Sale Price, January - September 2023: 97.43%  
 % of List Price to Sale Price, January - September 2022: 98.28%

<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.)	\$168,296,790	\$180,686,306	\$192,840,187	\$239,292,953	\$245,574,868	\$330,232,405
	+88.08%	+75.18%	+64.14%	+32.28%	+28.89%	-04.15%

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



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

<u>New Const.</u>	<u>Re-sales</u>	<b>Dollar Volume of Closed Residential Sales, September 2023: \$ 70,540,491</b>
09/23: \$19,095,986	\$51,444,505	<b>Dollar Volume of Closed Residential Sales, September 2022: \$ 88,537,002</b>
09/22: \$26,332,372	\$62,204,630	(% change for September: -20.33%)
-27.48%	-17.30%	

<u>New Const.</u>	<u>Re-sales</u>	(% change from August 2023: -04.32%)
'23: \$217,381,437	\$459,526,305	<b>Cumulative total January - September 2023: \$676,907,742</b>
'22: \$258,114,816	\$678,125,549	<b>Cumulative total January - September 2022: \$936,240,365</b>
-15.78%	-32.24%	(% cumulative change: -27.70%)

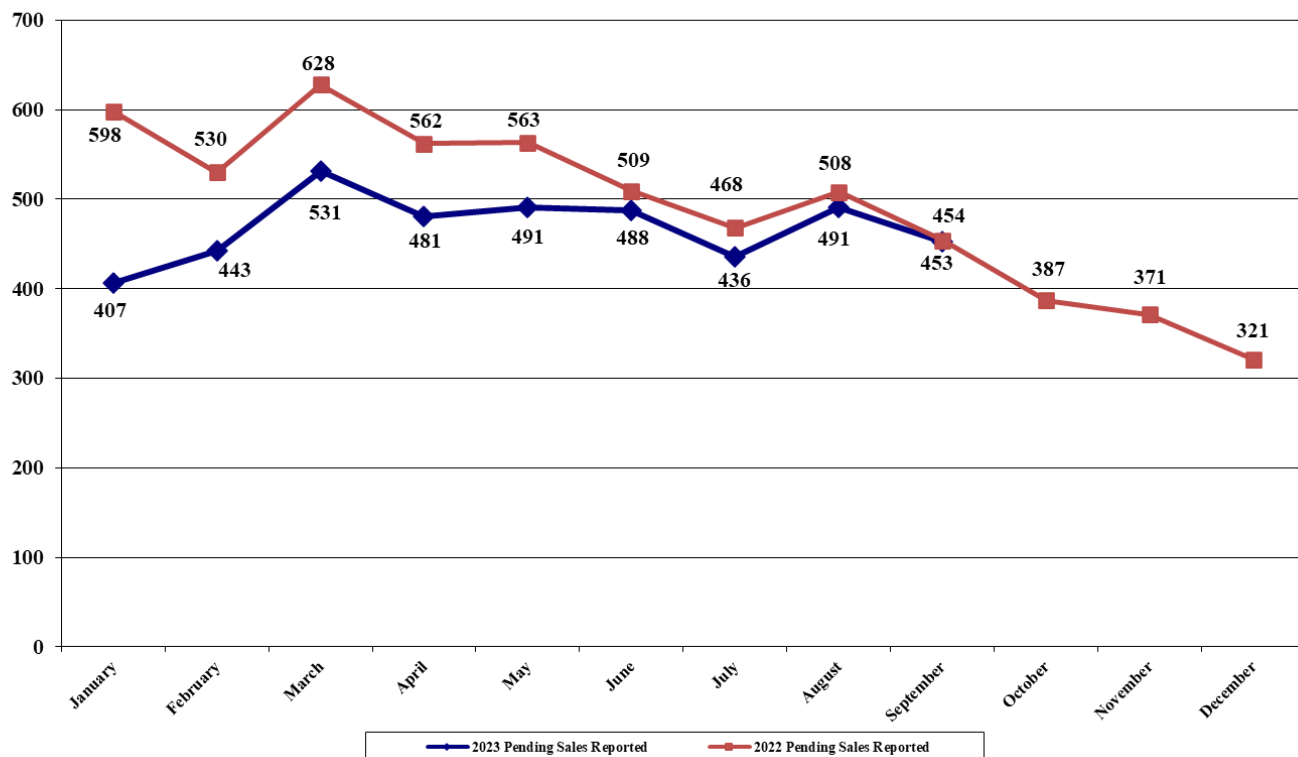
'23: \$329,365	\$269,043	<b>Average Sale Price, January - September 2023: \$285,837</b>
'22: \$308,012	\$278,949	<b>Average Sale Price, January - September 2022: \$286,399</b>
+06.93%	-03.55%	(% change in Average Sale Price: -00.20%)

'22: \$278,352	\$230,000	<b>Median Sold Price, January - September 2023: \$245,000</b>
'22: \$269,950	\$235,000	<b>Median Sold Price, January - September 2022: \$246,500</b>
+03.11%	-02.13%	(% change in Median Sold Price: -00.61%)

'23: 99.78%	97.29%	<b>% of List Price to Sale Price, January - September 2023: 98.07%</b>
'22: 100.32%	98.24%	<b>% of List Price to Sale Price, January - September 2022: 98.81%</b>

<b>Current Sales Compared to Past Years:</b>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
(2022 Lafayette Parish dollar volume as compared to prior years)	\$530,429,363	\$532,245,777	\$588,655,285	\$582,478,729	\$693,377,823	\$961,628,082
	+27.62%	+27.18%	+14.99%	+16.21%	-02.38%	-29.61%

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



Pending Sales as of October 10, 2023

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

Outside Lafayette Parish

Sept. '23: 183  
 Sept. '22: 172  
 (% chg: +06.40%)

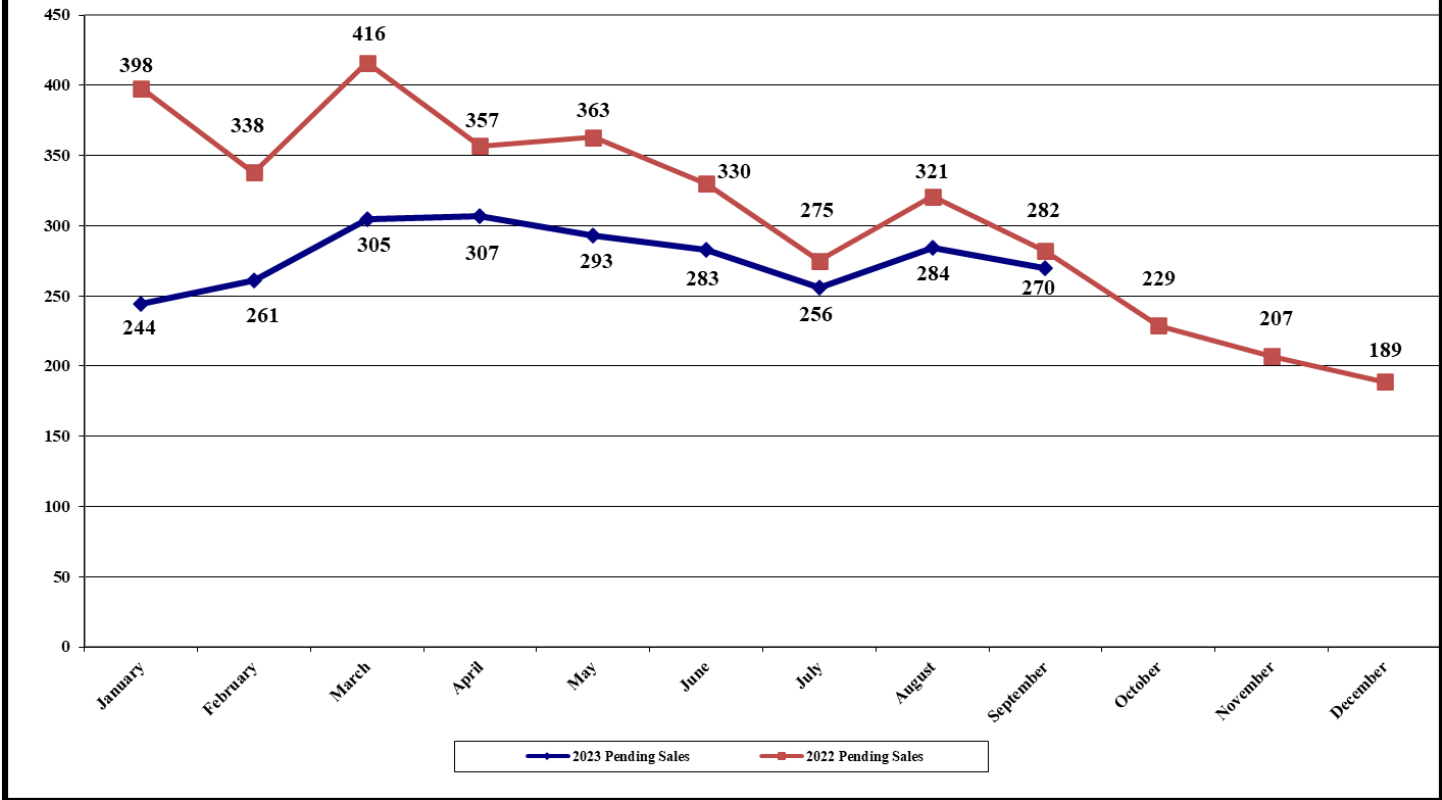
**Number of Pending Home Sales Reported to MLS, September 2023: 453**  
**Number of Pending Home Sales Reported to MLS, September 2022: 454**  
 (% change for September: -00.22%)

(% change from August 2023: -07.74%)

'23: 1,718  
 '22: 1,740  
 (% chg: -01.26%)

**Cumulative total, January – September 2023: 4,221**  
**Cumulative total, January – September 2022: 4,820**  
 (% cumulative change: -12.43%)

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



*Pending sales as of October 10, 2023*

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

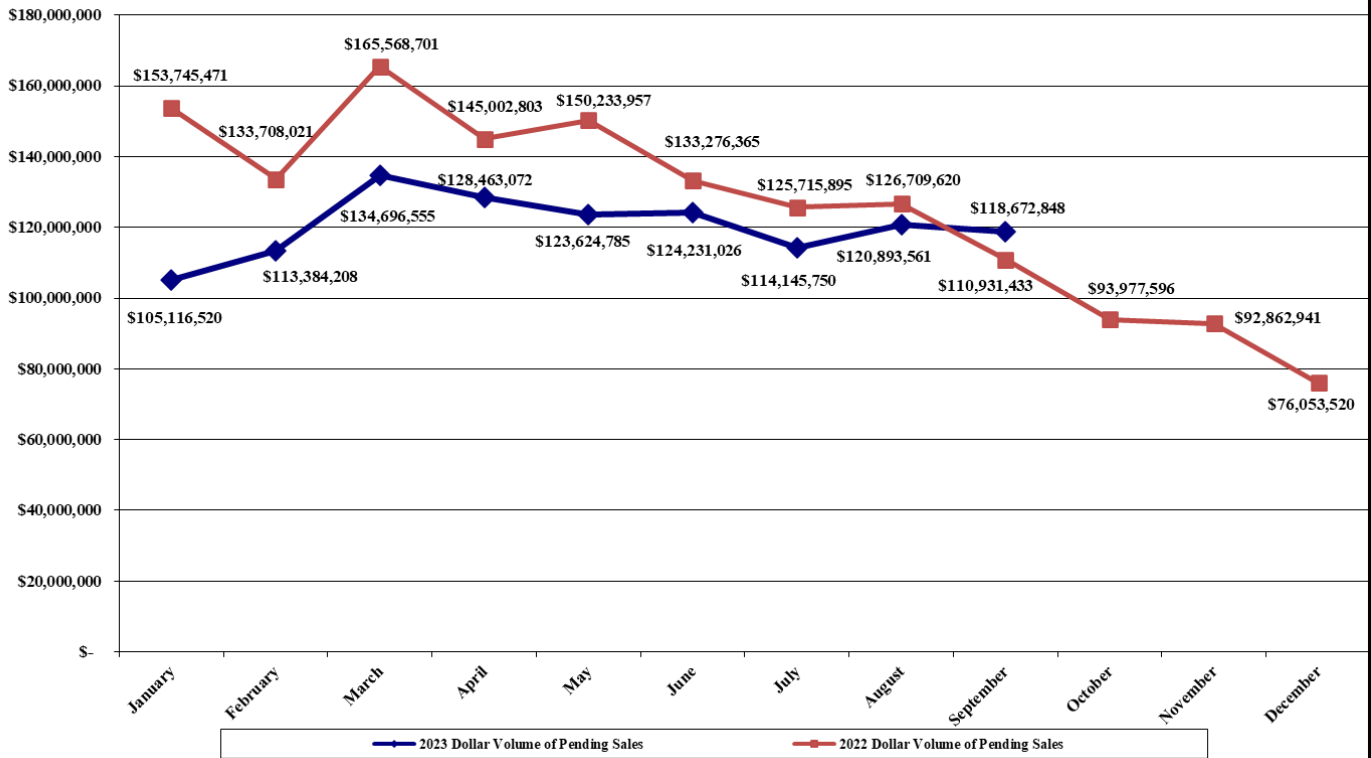
<u>New Const.</u>	<u>Re-sales</u>
09/23: 93	177
09/23: 49	233
+89.80%	-24.03%

**Number of Pending Home Sales Reported to MLS, September 2023: 270**  
**Number of Pending Home Sales Reported to MLS, September 2022: 282**  
**(% change for September: -04.26%)**  
**(% change from August 2023: -04.93%)**

<u>New Const.</u>	<u>Re-sales</u>
'23: 744	1,759
'22: 676	2,404
+10.06%	-26.83%

**Cumulative total, January – September 2023: 2,503**  
**Cumulative total, January – September 2022: 3,080**  
**(% cumulative change: -18.73%)**

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



*Pending Sale dollar volume as of October 10, 2023*

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

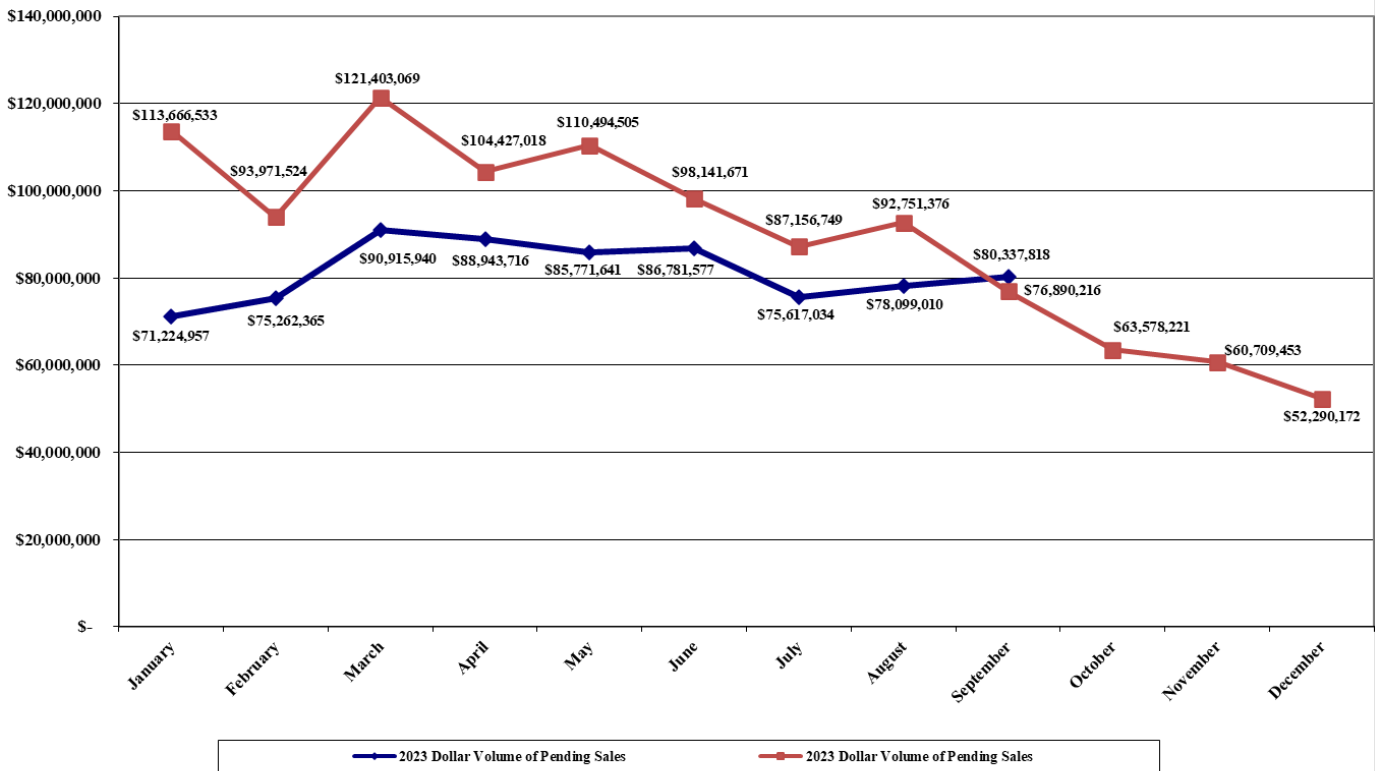
**Dollar Volume of Pending Home Sales, September 2023: \$118,672,848**  
**Dollar Volume of Pending Home Sales, September 2022: \$110,931,433**  
**(% change for September: +06.98%)**

**(% change from August 2023: -01.84%)**

**Cumulative total, January – September 2023: \$1,083,228,325**  
**Cumulative total, January – September 2022: \$1,244,892,266**  
**(% cumulative change: -12.99%)**



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



*Pending Sale dollar volume as of October 10, 2023*

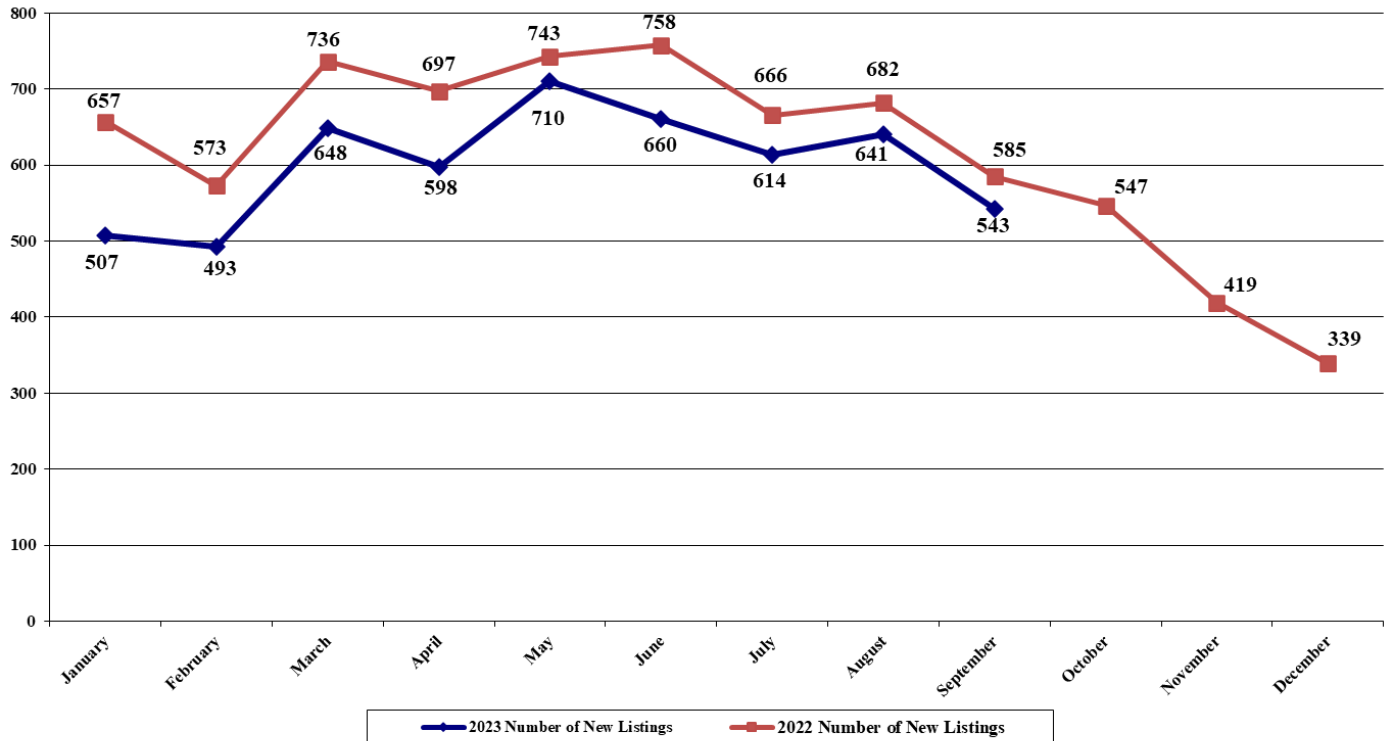
**LAFAYETTE PARISH**  
**(Excludes “GEO” areas outside of Lafayette Parish)**

**Dollar Volume of Pending Home Sales, September 2023: \$ 80,337,818**  
**Dollar Volume of Pending Home Sales, September 2022: \$ 76,890,216**  
**(% change for September: +04.48%)**

**(% change from August 2023: +02.87%)**

**Cumulative total, January – September 2023: \$732,954,058**  
**Cumulative total, January – September 2022: \$898,902,661**  
**(% cumulative change: -18.46%)**

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



*New Listing count as of October 10, 2023*

**Outside Lafayette Parish**

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

Sept. '23: 245  
 Sept. '22: 254  
 (% chg: -03.54%)

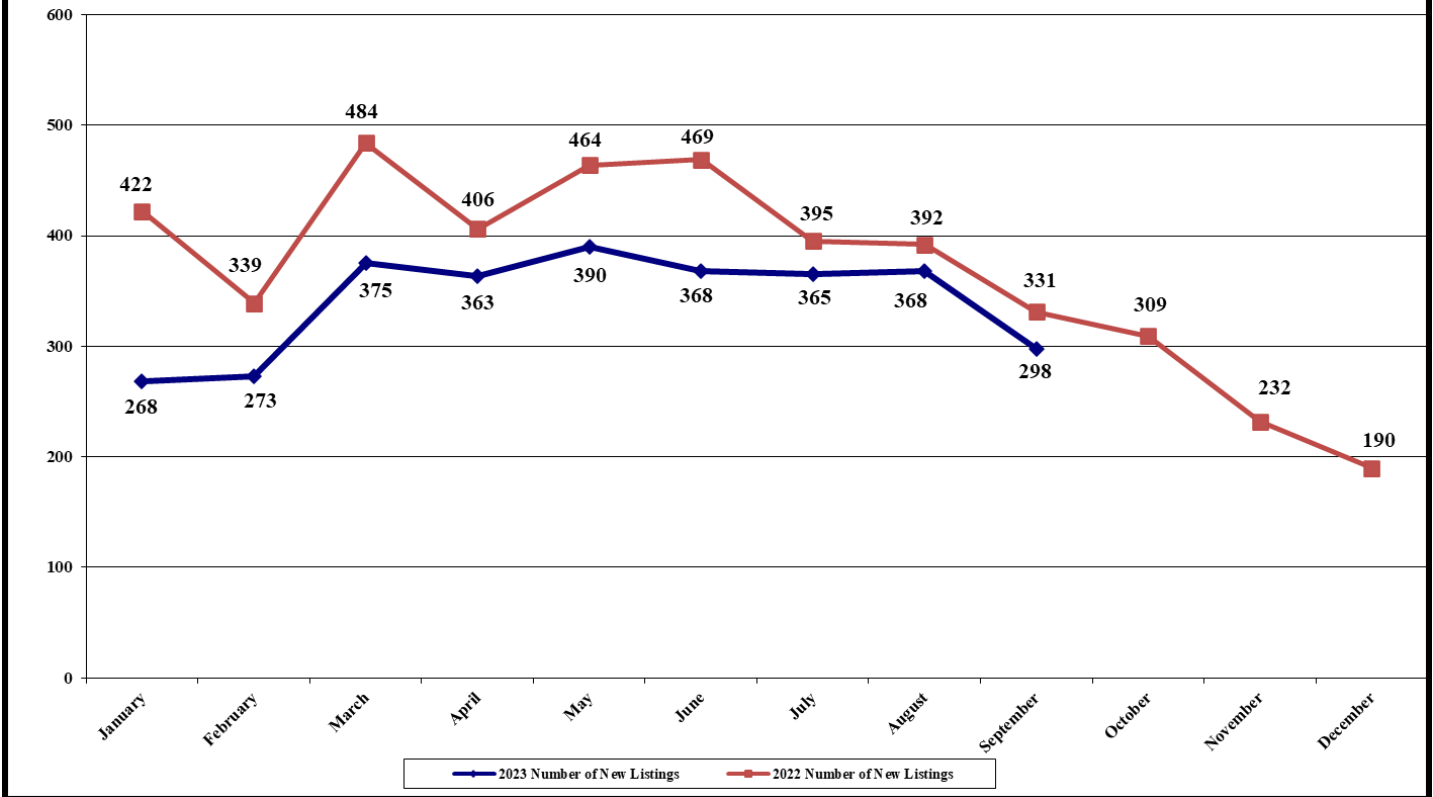
**Number of New Residential Listings Reported to MLS, September 2023: 543**  
**Number of New Residential Listings Reported to MLS, September 2022: 585**  
 (% change for September: (-07.18%))

(% change from August 2023: -15.29%)

'23: 2,346  
 '22: 2,395  
 (% chg: -02.05%)

**Cumulative total, January – September 2023: 5,414**  
**Cumulative total, January – September 2022: 6,097**  
 (% cumulative change: -11.20%)

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



*New Listing count as of October 10, 2023*

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

<u>New Const.</u>	<u>Re-sales</u>
09/23: 94	204
09/22: 70	261
+34.29%	-21.84%

**Number of New Residential Listings Reported to MLS, September 2023: 298**  
**Number of New Residential Listings Reported to MLS, September 2022: 331**  
 (% change for September: -09.97%)  
 (% change from August 2023: -19.02%)

'23: 822	2,246
'22: 898	2,804
-08.46%	-19.90%

**Cumulative total, January – September 2023: 3,068**  
**Cumulative total, January – September 2022: 3,702**  
 (% cumulative change: -17.13%)

<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	3,692	3,872	4,129	3,693	3,681	4,149	3,702	3,068
# Sold	2,392	2,472	2,628	2,576	2,922	3,724	3,269	2,368
Ratio – New Listings/Sold	1.54:1	1.57:1	1.57:1	1.43:1	1.26:1	1.11:1	1.13:1	1.30:1
2022: % +/- over	-16.90%	-20.76%	-25.70%	-16.92%	-16.65%	-26.05%	-17.13%	

# 2023 Home Sales Outside Lafayette Parish

January – September 2023



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

*January – September 2023 vs. January – September 2022*

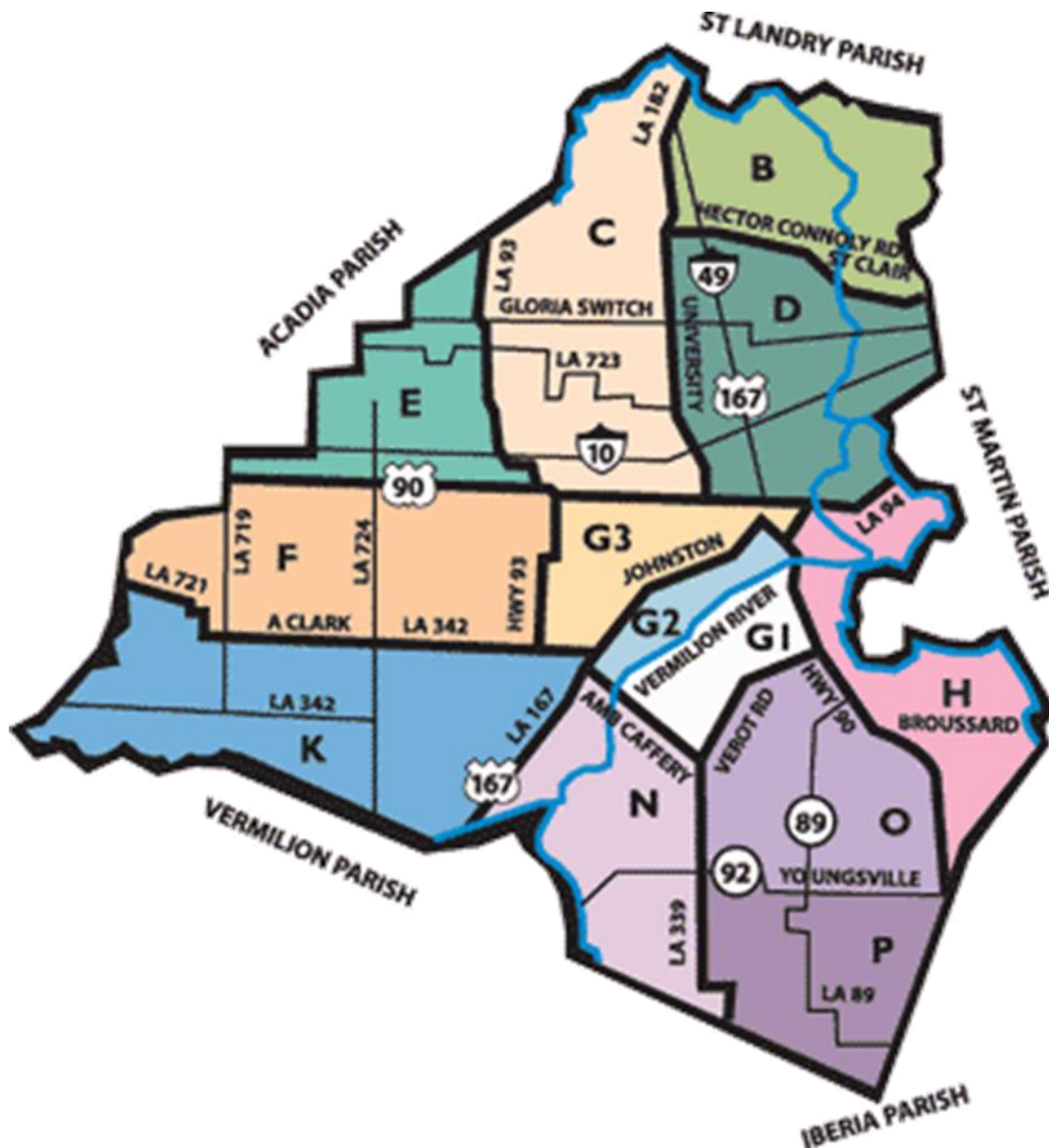
<b>PARISH</b>	<b>'23 Closed Sales</b>	<b>'22 Closed Sales</b>	<b>% + or -</b>	<b>'23 Closed \$ Volume</b>	<b>'22 Closed \$ Volume</b>	<b>% + or -</b>
St. Landry	340	410	-17.1%	\$62,394,475	\$79,752,837	-21.8%
Iberia	323	314	+02.9%	\$57,951,056	\$53,308,562	+08.7%
Vermillion	306	330	-07.3%	\$61,137,102	\$70,711,748	-13.5%
St. Martin	251	234	+07.3%	\$59,739,264	\$49,645,921	+20.3 %
Acadia	230	271	-15.1%	\$44,250,412	\$48,448,972	-08.7%
Evangeline	65	69	-05.8%	\$ 7,284,944	\$ 9,184,800	-20.7 %
St. Mary	52	64	-18.8%	\$ 9,011,896	\$ 13,322,005	-32.4%
Jeff Davis	26	21	+23.8%	\$ 4,841,250	\$ 3,982,500	+21.6%
Others	40	41		\$ 9,932,500	\$11,129,023	
<b>TOTAL</b>	<b>1,633</b>	<b>1,754</b>	<b>-06.9%</b>	<b>\$316,532,899</b>	<b>\$339,486,368</b>	<b>-06.8%</b>

January – September 2023 closed residential sales from the above parishes represent 40.8% of the total number of closed transactions reported to the MLS and 31.9% of the closed sale dollar volume. This compares with 34.9% of the total number of closed transactions reported to the MLS and 26.6% of the closed dollar volume as of January – September 2022.

<b>PARISH</b>	<b>'23 Average Sale Price</b>	<b>'22 Average Sale Price</b>	<b>% + or -</b>	<b>'23 Median Sale Price</b>	<b>'22 Median Sale Price</b>	<b>% + or -</b>
St. Martin	\$238,005	\$212,162	+12.2%	\$220,000	\$185,000	+18.9%
Vermillion	\$199,794	\$214,278	-06.8%	\$224,225	\$225,500	-00.6%
Acadia	\$192,393	\$178,778	+07.6%	\$185,975	\$167,500	+11.0%
St. Landry	\$183,513	\$194,519	-05.7%	\$160,000	\$161,000	-00.6%
Iberia	\$179,415	\$169,772	+05.7%	\$164,000	\$155,000	+05.8%
St. Mary	\$173,305	\$208,156	-16.7%	\$142,000	\$150,000	-05.3%
Evangeline	\$112,076	\$133,113	-15.8%	\$ 92,500	\$108,000	-14.4%

# 2023 Lafayette Parish Home Sales by GEO Area

January – September 2023



## Lafayette Parish Closed Sales Reported to the MLS by GEO Area January – September 2023 vs. January – September 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	34	40	-15.0%	\$ 12,682,920	\$13,273,200	-04.5%	\$373,027	\$331,830	+12.4%	1.9 mos.
Area C	156	211	-26.1%	\$ 29,915,292	\$ 42,613,463	-29.8%	\$191,764	\$201,959	-05.1%	1.9 mos.
Area D	233	291	-19.9%	\$ 46,637,147	\$ 60,765,918	-23.3%	\$200,159	\$208,817	-04.2%	4.3 mos.
Area E	36	43	-16.3%	\$ 8,601,380	\$ 10,802,800	-20.4%	\$238,927	\$251,227	-04.9%	1.8 mos.
Area F	123	172	-28.5%	\$ 31,845,174	\$ 42,113,080	-24.4%	\$258,903	\$244,843	+05.7%	5.0 mos.
Area G1	95	180	-47.2%	\$ 36,557,400	\$ 75,595,715	-51.6%	\$384,814	\$419,976	-08.4%	2.3 mos.
Area G2	177	230	- 23.0%	\$ 55,520,522	\$ 75,211,557	- 26.2%	\$313,675	\$327,006	- 04.1%	3.4 mos.
Area G3	295	391	-24.6%	\$ 58,948,106	\$ 75,047,107	-21.5%	\$199,824	\$191,936	+04.1%	2.5 mos.
Area H	78	53	+47.2%	\$ 17,602,628	\$ 12,599,300	+39.7%	\$225,674	\$237,722	-05.1%	3.3 mos.
Area K	127	261	-51.3%	\$ 32,524,020	\$ 62,446,250	-47.9%	\$256,094	\$239,257	+07.0%	4.5 mos.
Area N	289	362	-20.2%	\$107,472,208	\$124,054,366	-13.4%	\$371,876	\$342,691	+08.5%	2.9 mos.
Area O	437	637	-31.4%	\$142,607,873	\$210,648,230	-32.3%	\$326,333	\$330,687	-01.3%	3.3 mos.
Area P	288	398	-27.6%	\$ 95,948,072	\$131,069,379	-26.8%	\$333,153	\$329,320	+01.2%	3.7 mos.
<b>TOTAL</b>	<b>2,368</b>	<b>3,269</b>	<b>-27.6%</b>	<b>\$676,907,742</b>	<b>\$936,240,365</b>	<b>-27.7%</b>	<b>\$285,856</b>	<b>\$286,399</b>	<b>-00.2%</b>	<b>3.3 mos.</b>

*Lafayette North (Areas B,C,D,E): 459 sales in 2023 vs. 585 in 2022 – 21.5% decrease/\$97,836,739 in 2023 sale \$ volume vs \$127,455,381 in 2022 – 23.2% decrease (19.4% of total sales/14.5% of total \$ volume)*  
*West Lafayette (Areas F,K): 250 sales in 2023 vs. 433 in 2022 – 42.3% decrease/\$64,369,194 in 2023 sale \$ volume vs. \$104,559,330 in 2022 – 38.4% decrease (10.6% of total sales/9.5% of total \$ volume)*  
*Central Lafayette (Areas G1, G2, G3): 567 sales in 2023 vs. 801 in 2022 – 29.2% decrease/\$151,026,028 in 2023 vs. \$225,854,379 in 2022 – 33.1% decrease (23.9% of total sales/22.3% of total \$ volume)*  
*South Lafayette (Areas N, O, P): 1,014 sales in 2023 vs 1,397 in 2022 – 27.4% decrease/\$346,028,153 in 2023 vs. \$465,771,975 in 2022 – 25.7% decrease (42.8% of total sales/51.1% of total \$ volume)*  
*East Lafayette (Area H): (3.3% of total sales/2.6% of total \$ volume)*

## Lafayette Parish Existing Home Sales Reported GEO Area January – September 2023 vs. January – September 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	30	36	-16.7%	\$ 10,073,500	\$ 11,220,200	-10.2%	\$335,783	\$311,672	+07.7%	1.5 mos.
Area C	114	171	-33.3%	\$ 20,629,948	\$ 33,196,329	-37.9%	\$180,964	\$194,130	-08.6%	1.5 mos.
Area D	186	228	-18.4%	\$ 33,912,747	\$ 45,144,109	-24.9%	\$182,326	\$198,000	-07.9%	3.1 mos.
Area E	11	32	-65.6%	\$ 2,684,900	\$ 7,384,000	-63.6%	\$244,081	\$230,750	+05.8%	3.3 mos.
Area F	74	100	-26.0%	\$ 16,744,700	\$ 21,857,974	-23.4%	\$226,279	\$218,579	+03.5%	3.9 mos.
Area G1	95	177	-46.3%	\$ 36,557,400	\$ 74,909,815	-51.2%	\$384,814	\$423,219	-09.1%	2.3 mos.
Area G2	173	224	-22.8%	\$ 54,235,622	\$ 73,527,657	-26.2%	\$313,500	\$328,248	-04.5%	3.5 mos.
Area G3	228	362	-37.0%	\$ 43,100,796	\$ 68,198,074	-36.8%	\$189,038	\$188,392	+00.3%	2.7 mos.
Area H	52	51	+02.0%	\$ 10,995,401	\$ 12,039,300	-08.7%	\$211,450	\$236,064	-10.4%	2.4 mos.
Area K	74	107	-30.8%	\$ 18,089,875	\$ 24,842,750	-27.2%	\$244,457	\$232,175	+05.3%	4.1 mos.
Area N	219	264	-17.1%	\$ 80,462,945	\$ 92,591,593	-05.9%	\$367,410	\$350,725	+04.8%	3.1 mos.
Area O	319	487	-34.5%	\$ 91,786,392	\$148,275,183	-38.1%	\$287,731	\$304,466	-05.5%	2.3 mos.
Area P	133	192	-30.7%	\$ 40,207,079	\$ 64,938,565	-38.1%	\$302,308	\$338,221	-10.6%	3.0 mos.
<b>TOTAL</b>	<b>1,708</b>	<b>2,431</b>	<b>-29.7%</b>	<b>\$459,526,305</b>	<b>\$678,125,549</b>	<b>-32.2%</b>	<b>\$269,043</b>	<b>\$278,949</b>	<b>-03.6%</b>	<b>2.7 mos.</b>

*Lafayette North (Areas B,C,D,E): 341 sales in 2023 vs.467 in 2022 – 27.0% decrease/\$67,301,095 in 2023 sale \$ volume vs \$96,944,638 in 2022 – 30.6% decrease (20.0% of total sales/14.7% of total \$volume)*  
*West Lafayette (Areas F,K): 148 sales in 2023 vs. 207 in 2022 – 28.5% decrease/\$34,834,575 in 2023 sale \$ volume vs. \$46,700,724 in 2022 – 25.4% decrease (8.7% of total sales/7.6% of total \$ volume)*  
*Central Lafayette (Areas G1, G2, G3): 496 sales in 2023 vs. 763 in 2022 – 35.0% decrease/\$133,893,818 in 2023 vs. \$216,635,546 in 2022 – 38.2% decrease (29.0% of total sales/29.1% of total \$volume)*  
*South Lafayette (Areas N, O, P): 671 sales in 2023 vs 943 in 2022 – 28.8% decrease/\$212,456,416 in 2023 vs. \$305,805,341 in 2022 – 30.5% decrease (39.3% of total sales/46.2% of total \$ volume)*  
*East Lafayette (Area H): (3.0% of total sales/2.4% of total \$ volume)*



## Lafayette Parish **New Construction Sales** Reported GEO Area January – September 2023 vs. January – September 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	04	04	N/C	\$ 2,609,420	\$ 2,053,000	+27.1%	\$652,355	\$513,250	+27.1%	4.5 mos.
Area C	42	40	+05.0%	\$ 9,285,344	\$ 9,417,134	-01.4%	\$221,079	\$235,428	-06.1%	3.0 mos.
Area D	47	63	-25.4%	\$12,724,400	\$15,621,809	-18.6%	\$270,731	\$247,965	+09.2%	9.0 mos.
Area E	25	11	+127.3%	\$ 5,916,480	\$ 3,418,800	+73.1%	\$236,659	\$310,800	-23.9%	1.1 mos.
Area F	49	72	-31.9%	\$15,100,474	\$20,255,106	-25.5%	\$308,172	\$281,320	+09.6%	6.6 mos.
Area G1	-0-	03		\$ -0-	\$ 685,900		\$ -0-	\$228,633		0.0 mos.
Area G2	04	06	-33.3%	\$ 1,284,900	\$ 1,683,900	-23.7%	\$321,225	\$280,650	+14.5%	31.5 mos.
Area G3	67	29	+131.0%	\$15,847,310	\$ 6,849,033	+131.4%	\$236,527	\$236,173	+00.2%	2.0 mos.
Area H	26	02	+1,200.0%	\$ 6,607,227	\$ 560,000	+1,079.9%	\$254,124	\$280,000	-09.2%	5.2 mos.
Area K	53	154	-65.6%	\$14,434,145	\$37,603,500	-61.6%	\$272,342	\$244,178	+11.5%	5.1 mos.
Area N	70	98	-28.6%	\$27,009,263	\$31,462,773	-14.2%	\$385,846	\$321,048	+20.2%	2.2 mos.
Area O	118	150	-21.3%	\$50,821,481	\$62,373,047	-18.5%	\$430,690	\$415,820	+03.6%	5.9 mos.
Area P	155	206	-24.8%	\$55,740,993	\$66,130,814	-15.7%	\$359,619	\$321,023	+12.0%	4.2 mos.
<b>TOTAL</b>	<b>660</b>	<b>838</b>	<b>-21.2%</b>	<b>\$217,381,437</b>	<b>\$258,114,816</b>	<b>-15.8%</b>	<b>\$329,365</b>	<b>\$308,012</b>	<b>+06.9%</b>	<b>4.7 mos.</b>

*Lafayette North (Areas B,C,D,E): 118 sales in 2023 vs. 118 in 2022 – N/C/\$30,535,644 in 2023 sale \$ volume vs \$30,510,743 in 2022 – 00.1% increase  
West Lafayette (Areas F,K): 102 sales in 2023 vs. 226 in 2022 – 54.9% decrease/\$29,534,619 in 2023 sale \$ volume vs. \$57,858,606 in 2022 – 49.0% decrease  
Central Lafayette (Areas G1, G2, G3): 71 sales in 2023 vs. 38 in 2022 – 86.8% increase/\$17,132,210 in 2023 vs. \$9,218,833 in 2022 – 85.8% increase  
South Lafayette (Areas N, O, P): 343 sales in 2023 vs 454 in 2022 – 24.5% decrease/\$133,571,737 in 2022 vs. \$159,966,634 in 2022 – 16.5% decrease  
East Lafayette (Area H):*

*(17.9% of total sales/14.1% of total \$ volume)  
(15.4% of total sales/13.6% of total \$ volume)  
(10.8% of total sales/7.9% of total \$ volume)  
(52.0% of total sales/61.4% of total \$ volume)  
(3.9% of total sales/3.0% of total \$ volume)*