

COMPASS

Acadiana
Market Report
February 2025



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Acadiana: This region is comprised of Acadia, St Landry, St Martin, Lafayette, Iberia, and Vermilion Parishes.

Out of Parish: This would include Acadia, St Landry, St Martin, Iberia, and Vermilion Parishes – all Parishes in Acadiana EXCEPT Lafayette Parish

Q1: First quarter of the year (January-March)

Q2: Second quarter of the year (April-June)

Q3: Third quarter of the year (July-September)

Q4: Fourth quarter of the year (October-December)

Unit: Accounts for one transaction.

Dollar Volume: The total of all Sales Prices.

Number Active: The number of listings for sale which are currently being marketed but do not yet have a purchase agreement. This number is pulled as of the last day of the report month.

Number Pending: The number of current listings for which a contract has been signed but not yet closed. This number is pulled as of the last day of the report month.

Number Sold: The number of properties that have gone to a closing in the last month.

Average Days on Market (DOM): The average marketing period of currently active listings.

List/Sold Price %: When a property is listed on the market, the list price may change couple times before it gets sold. List/Sold Price % represents the percentage difference between sold price and list price of sold properties.

Resale/Existing: Residential properties that are 1 year or older.

New Construction: Residential properties that are proposed construction, under construction, and new construction >1 year old.

Average Sales Price: The average price for which a property sold.

Months of Inventory: An estimate of how fast listings are currently selling measured in months. *(For example, if 100 properties sell per month and there are 800 properties for sale – there is an 8 month supply of inventory before counting the additional properties that will come on the market.)*

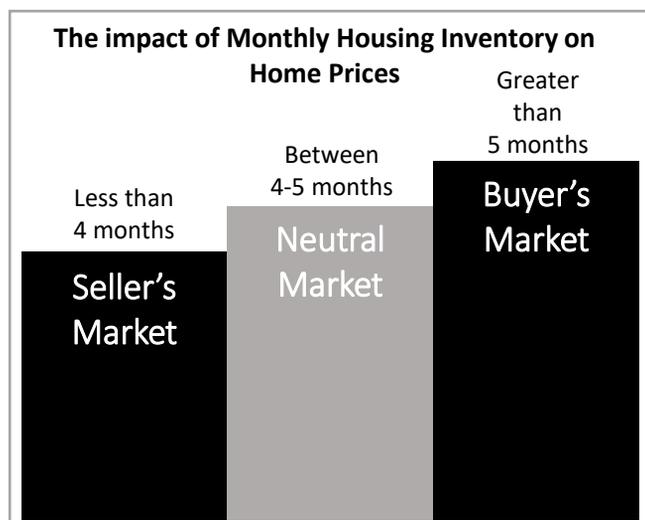
Market Penetration: The extent to which a company is recognized in a particular market.

Year to Date (YTD): a term covering the period between the beginning of the year and the present

Seller's Market: occurs when the housing demand exceeds the supply

Neutral Market: the number of buyers and sellers in the marketplace are equalized

Buyer's Market: housing market where the supply exceeds the demand

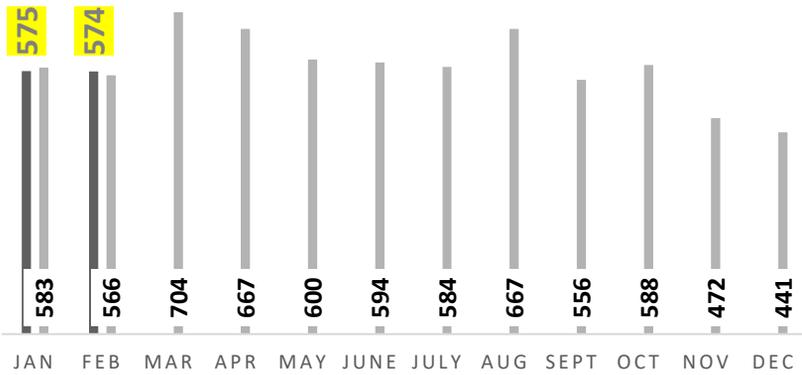


Acadiana



Acadiana New Listings

■ 2025 ■ 2024



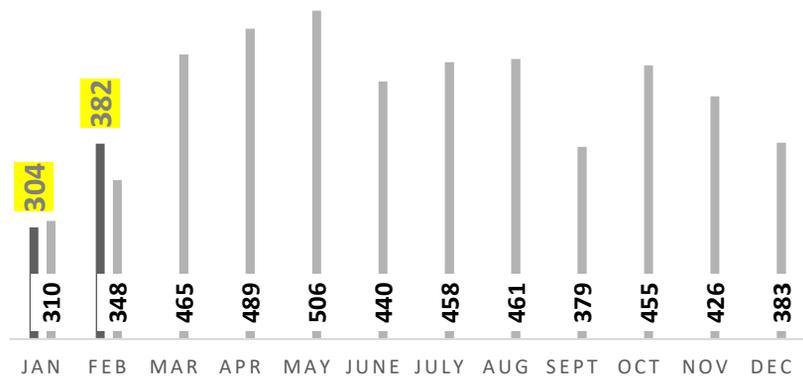
In February 2025 there were 574 new Residential listings in Acadiana. That is an **increase** of 1% from new listings in February of 2024 but a **decrease** of <1% from new listings in January 2025. Total for 2025 YTD is 1,149 versus 1,149 in 2024 which shows no change.

* Any listing with a List date within the reported month range is considered a New Listing.

Acadiana Closed Sales

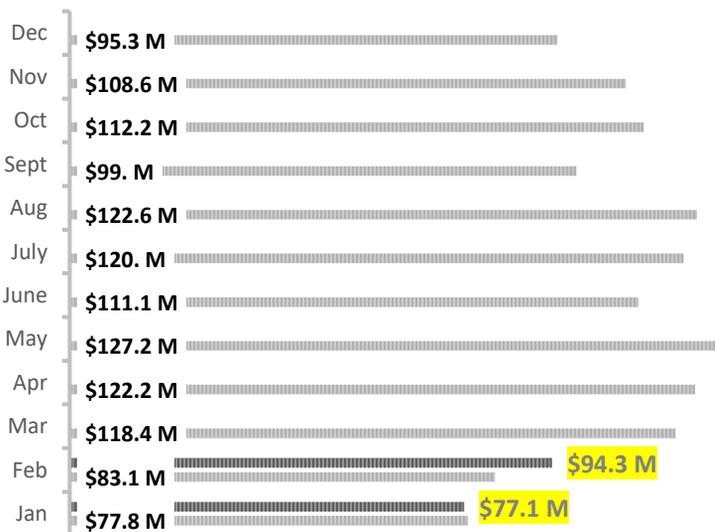
■ 2025 ■ 2024

In February 2025 there were 382 total Residential sales in Acadiana. That is an **increase** of 9% from units sold in February of 2024, and an **increase** of 20% from units sold in January 2025. Total for 2025 YTD is 686 versus 658 in 2024 which is a 4% **increase**. Average days on market in the month of February across Acadiana was 99.



Acadiana Dollar Volume

■ 2025 ■ 2024



In February 2025, the total Residential closed volume was \$94,287,355 across Acadiana. That is a 12% **increase** from February 2024, and an **increase** of 18% from January 2025. Total for 2025 YTD is \$171,349,369 versus \$160,880,576 in 2024 which is a 6% **increase**. Average Sales Price in February across Acadiana was \$246,825.



Acadiana Price Points – February 2025

| Price Ranges | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999 | 7 | 9 | 2.6 |
| \$20,000-\$29,999 | 5 | 8 | 3.2 |
| \$30,000-\$39,999 | 7 | 11 | 3.1 |
| \$40,000-\$49,999 | 9 | 17 | 3.8 |
| \$50,000-\$59,999 | 8 | 26 | 6.5 |
| \$60,000-\$69,999 | 9 | 29 | 6.4 |
| \$70,000-\$79,999 | 24 | 25 | 2.1 |
| \$80,000-\$89,999 | 6 | 33 | 11.0 |
| \$90,000-\$99,999 | 16 | 43 | 5.4 |
| \$100,000-\$109,999 | 9 | 25 | 5.6 |
| \$110,000-\$119,999 | 9 | 42 | 9.3 |
| \$120,000-\$129,999 | 14 | 45 | 6.4 |
| \$130,000-\$139,999 | 17 | 54 | 6.4 |
| \$140,000-\$149,999 | 18 | 39 | 4.3 |
| \$150,000-\$159,999 | 13 | 46 | 7.1 |
| \$160,000-\$169,999 | 14 | 42 | 6.0 |
| \$170,000-\$179,999 | 25 | 47 | 3.8 |
| \$180,000-\$189,999 | 25 | 59 | 4.7 |
| \$190,000-\$199,999 | 18 | 47 | 5.2 |
| \$200,000-\$219,999 | 58 | 96 | 3.3 |
| \$220,000-\$239,999 | 75 | 172 | 4.6 |
| \$240,000-\$259,999 | 62 | 170 | 5.5 |
| \$260,000-\$279,999 | 53 | 130 | 4.9 |
| \$280,000-\$299,999 | 29 | 81 | 5.6 |
| \$300,000-\$349,999 | 50 | 178 | 7.1 |
| \$350,000-\$399,999 | 28 | 124 | 8.9 |
| \$400,000-\$449,999 | 16 | 61 | 7.6 |
| \$450,000-\$499,999 | 16 | 51 | 6.4 |
| \$500,000-\$549,999 | 6 | 46 | 15.3 |
| \$550,000-\$599,999 | 14 | 18 | 2.6 |
| \$600,000-\$699,999 | 7 | 40 | 11.4 |
| \$700,000-\$799,999 | 10 | 19 | 3.8 |
| \$800,000-\$899,999 | 6 | 30 | 10.0 |
| \$900,000-\$999,999 | 1 | 19 | 38.0 |
| \$1,000,000 & over | 2 | 70 | 70.0 |
| | 686 | 1952 | 5.7 |

\$0 - \$149,999:

23% of all sales reported in this range

21% of all active listings

158 total sales vs 406 actives

5.14 - month supply of inventory

\$150,000 - \$299,999:

54% of all sales reported in this range

46% of all active listings

372 total sales vs 890 actives

4.78 - month supply of inventory

\$300,000 and above:

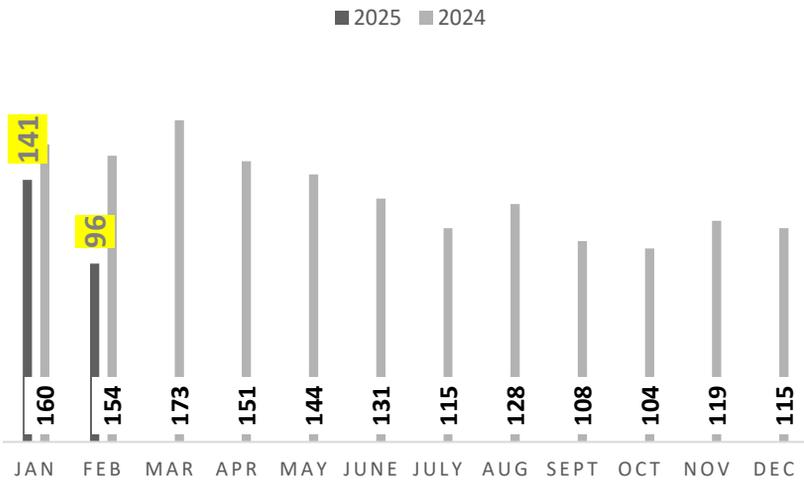
23% of all sales reported in this range

34% of all active listings

156 total sales vs 656 actives

8.41 - month supply of inventory

Acadiana New Construction New Listings

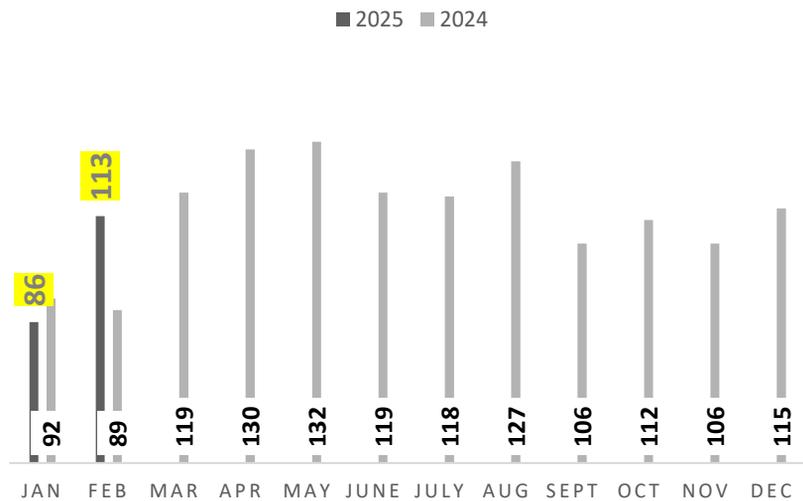


In February 2025 there were 96 new construction listings in Acadiana. That is a **decrease** of 38% from new listings in February 2024, and a **decrease** of 32% from new listings in January 2025. Total for 2025 YTD is 237 versus 314 in 2024 which is a 25% **decrease**.

*Any listing with a List date within the reported month range is considered a New Listing.

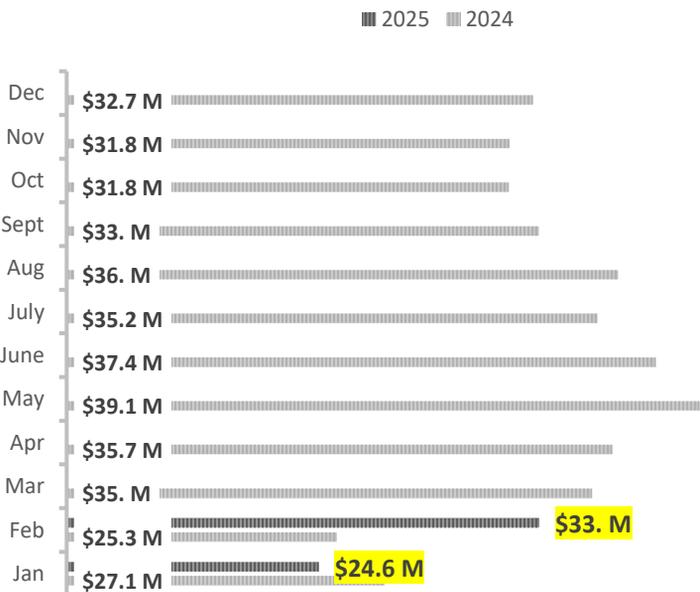
Acadiana New Construction Closed Sales

In February 2025 there were 113 total new construction sales in Acadiana. That is an **increase** of 21% from units sold in February of 2024, and an **increase** of 24% from units sold in January 2025. Total for 2025 YTD is 199 versus 181 in 2024 which is a 9% **increase**. Average days on market in the month of February for new construction across Acadiana was 124.



Acadiana New Construction Dollar Volume

In February 2025, the total new construction closed volume was \$32,995,710 across Acadiana. That is a 23% **increase** from February 2024, and an **increase** of 25% from January 2025. Total for 2025 YTD is \$57,597,489 versus \$52,362,292 in 2024 which is a 9% **increase**. Average Sales Price in February for new construction across Acadiana was \$291,997.



Acadiana New Construction Price Points – February 2025

| Price Ranges | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999 | 0 | 0 | *** |
| \$20,000-\$29,999 | 0 | 0 | *** |
| \$30,000-\$39,999 | 0 | 0 | *** |
| \$40,000-\$49,999 | 0 | 0 | *** |
| \$50,000-\$59,999 | 0 | 0 | *** |
| \$60,000-\$69,999 | 0 | 0 | *** |
| \$70,000-\$79,999 | 0 | 0 | *** |
| \$80,000-\$89,999 | 0 | 0 | *** |
| \$90,000-\$99,999 | 0 | 0 | *** |
| \$100,000-\$109,999 | 0 | 0 | *** |
| \$110,000-\$119,999 | 0 | 0 | *** |
| \$120,000-\$129,999 | 0 | 0 | *** |
| \$130,000-\$139,999 | 0 | 0 | *** |
| \$140,000-\$149,999 | 0 | 0 | *** |
| \$150,000-\$159,999 | 1 | 0 | 0.0 |
| \$160,000-\$169,999 | 1 | 1 | 2.0 |
| \$170,000-\$179,999 | 1 | 4 | 8.0 |
| \$180,000-\$189,999 | 5 | 7 | 2.8 |
| \$190,000-\$199,999 | 5 | 10 | 4.0 |
| \$200,000-\$219,999 | 23 | 17 | 1.5 |
| \$220,000-\$239,999 | 41 | 70 | 3.4 |
| \$240,000-\$259,999 | 33 | 80 | 4.8 |
| \$260,000-\$279,999 | 24 | 42 | 3.5 |
| \$280,000-\$299,999 | 14 | 28 | 4.0 |
| \$300,000-\$349,999 | 20 | 73 | 7.3 |
| \$350,000-\$399,999 | 9 | 31 | 6.9 |
| \$400,000-\$449,999 | 5 | 26 | 10.4 |
| \$450,000-\$499,999 | 6 | 16 | 5.3 |
| \$500,000-\$549,999 | 2 | 11 | 11.0 |
| \$550,000-\$599,999 | 3 | 9 | 6.0 |
| \$600,000-\$699,999 | 1 | 9 | 18.0 |
| \$700,000-\$799,999 | 5 | 5 | 2.0 |
| \$800,000-\$899,999 | 0 | 8 | *** |
| \$900,000-\$999,999 | 0 | 10 | *** |
| \$1,000,000 & over | 0 | 18 | *** |

\$0 - \$149,999:

0% of all sales reported in this range

0% of all active listings

0 total sales vs 0 actives

0.00 - month supply of inventory

\$150,000 - \$299,999:

74% of all sales reported in this range

55% of all active listings

148 total sales vs 259 actives

3.50 - month supply of inventory

\$300,000 and above:

26% of all sales reported in this range

45% of all active listings

51 total sales vs 216 actives

8.47 - month supply of inventory

199

475

4.8



| | Year to Date | | |
|---------------------|--------------|-----------|----------|
| | YTD-24 | YTD-25 | % Change |
| New Listings | 1149 | 1149 | 0% |
| Closed Sales | 658 | 686 | 4% |
| Days on Market | 85 | 95 | 11% |
| Average Sales Price | \$244,499 | \$249,780 | 2% |

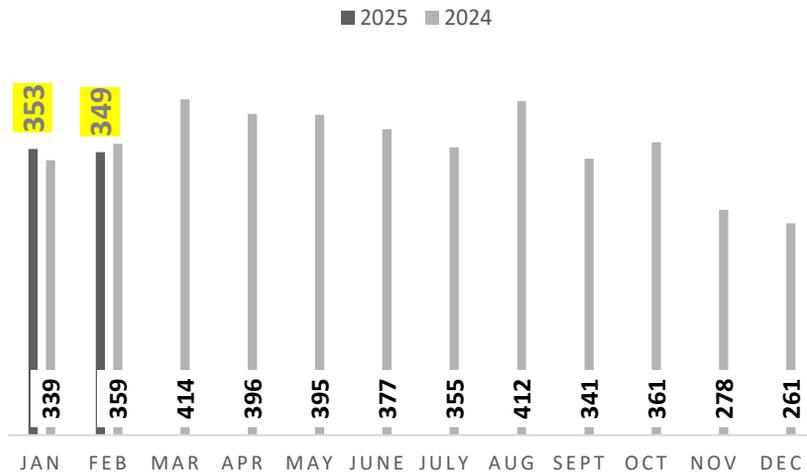
Acadiana New Construction Recap – 2025 vs 2024

| | Year to Date | | |
|---------------------|--------------|-----------|----------|
| | YTD-24 | YTD-25 | % Change |
| New Listings | 314 | 237 | -25% |
| Closed Sales | 181 | 199 | 10% |
| Days on Market | 109 | 117 | 7% |
| Average Sales Price | \$289,208 | \$289,435 | 0% |

Lafayette Parish



Lafayette New Listings

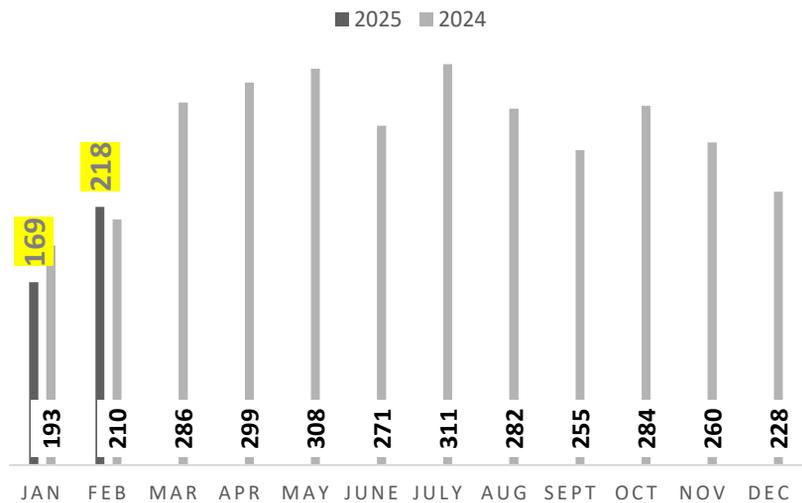


In February 2025 there were 349 new Residential listings in in Lafayette Parish. That is a **decrease** of 3% from new listings in February 2024 and a **decrease** of 1% from new listings in January 2025. Total for 2025 YTD is 702 versus 698 in 2024 which is a 1% **increase**.

* Any listing with a List date within the reported month range is considered a New Listing.

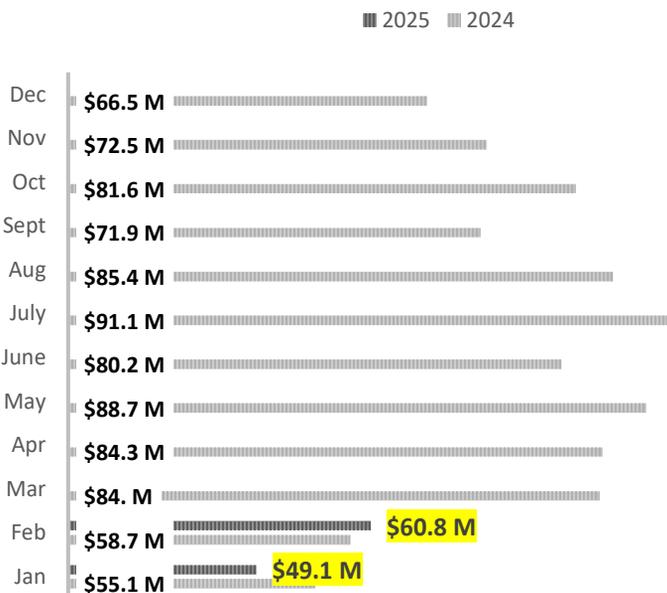
Lafayette Closed Sales

In February 2025 there were 218 total Residential sales in Lafayette Parish. That is an **increase** of 4% from units sold in February of 2024, and an **increase** of 22% from units sold in January 2025. Total for 2025 YTD is 387 versus 403 in 2024 which is a 4% **decrease**. Average days on market in the month of February in Lafayette Parish was 93.



Lafayette Dollar Volume

In February 2025, the total Residential closed volume was \$60,766,506 in Lafayette Parish. That is a 3% **increase** from February 2024, and an **increase** of 19% from January 2025. Total for 2025 YTD is \$109,915,482 versus \$113,788,503 in 2024 which is a 3% **decrease**. Average Sales Price in February in Lafayette Parish was \$278,754.



Lafayette Parish Price Points – February 2025

| Price Ranges | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|-------------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999 | 0 | 1 | *** |
| \$20,000-\$29,999 | 0 | 0 | *** |
| \$30,000-\$39,999 | 0 | 1 | *** |
| \$40,000-\$49,999 | 1 | 1 | 2.0 |
| \$50,000-\$59,999 | 1 | 4 | 8.0 |
| \$60,000-\$69,999 | 3 | 2 | 1.3 |
| \$70,000-\$79,999 | 11 | 2 | 0.4 |
| \$80,000-\$89,999 | 2 | 4 | 4.0 |
| \$90,000-\$99,999 | 5 | 14 | 5.6 |
| \$100,000-\$109,999 | 5 | 8 | 3.2 |
| \$110,000-\$119,999 | 3 | 14 | 9.3 |
| \$120,000-\$129,999 | 5 | 17 | 6.8 |
| \$130,000-\$139,999 | 6 | 18 | 6.0 |
| \$140,000-\$149,999 | 13 | 14 | 2.2 |
| \$150,000-\$159,999 | 5 | 11 | 4.4 |
| \$160,000-\$169,999 | 3 | 11 | 7.3 |
| \$170,000-\$179,999 | 14 | 16 | 2.3 |
| \$180,000-\$189,999 | 15 | 25 | 3.3 |
| \$190,000-\$199,999 | 8 | 25 | 6.3 |
| \$200,000-\$219,999 | 27 | 53 | 3.9 |
| \$220,000-\$239,999 | 44 | 96 | 4.4 |
| \$240,000-\$259,999 | 42 | 115 | 5.5 |
| \$260,000-\$279,999 | 40 | 89 | 4.5 |
| \$280,000-\$299,999 | 25 | 53 | 4.2 |
| \$300,000-\$349,999 | 37 | 145 | 7.8 |
| \$350,000-\$399,999 | 17 | 90 | 10.6 |
| \$400,000-\$449,999 | 10 | 46 | 9.2 |
| \$450,000-\$499,999 | 12 | 33 | 5.5 |
| \$500,000-\$549,999 | 5 | 38 | 15.2 |
| \$550,000-\$599,999 | 9 | 15 | 3.3 |
| \$600,000-\$699,999 | 4 | 27 | 13.5 |
| \$700,000-\$799,999 | 8 | 16 | 4.0 |
| \$800,000-\$899,999 | 4 | 24 | 12.0 |
| \$900,000-\$999,999 | 1 | 17 | 34.0 |
| \$1,000,000-\$1,499,999 | 1 | 30 | 60.0 |
| \$1,500,000-\$1,999,999 | 1 | 15 | 30.0 |
| \$2,000,000 & over | 0 | 9 | *** |
| | 387 | 1099 | 5.7 |

\$0 - \$149,999:

14% of all sales reported in this range

9% of all active listings

55 total sales vs 100 actives

3.64 - month supply of inventory

\$150,000 - \$299,999:

58% of all sales reported in this range

45% of all active listings

223 total sales vs 494 actives

4.43 - month supply of inventory

\$300,000 and above:

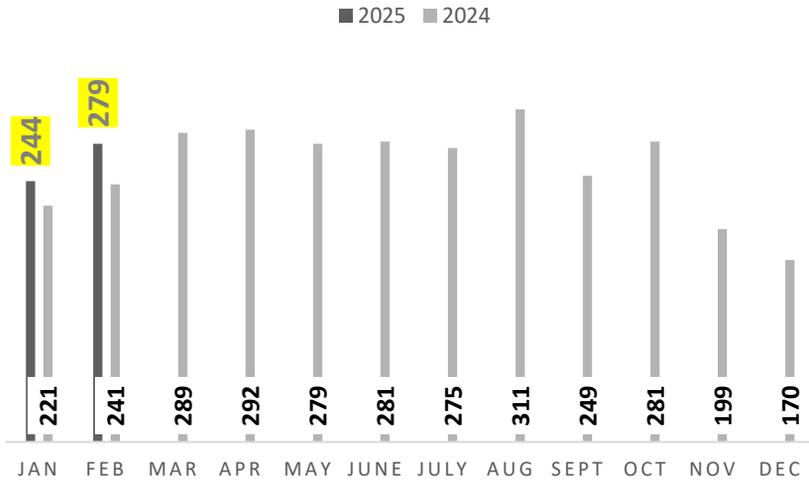
28% of all sales reported in this range

44% of all active listings

108 total sales vs 481 actives

8.91 - month supply of inventory

Lafayette Resale Homes New Listings

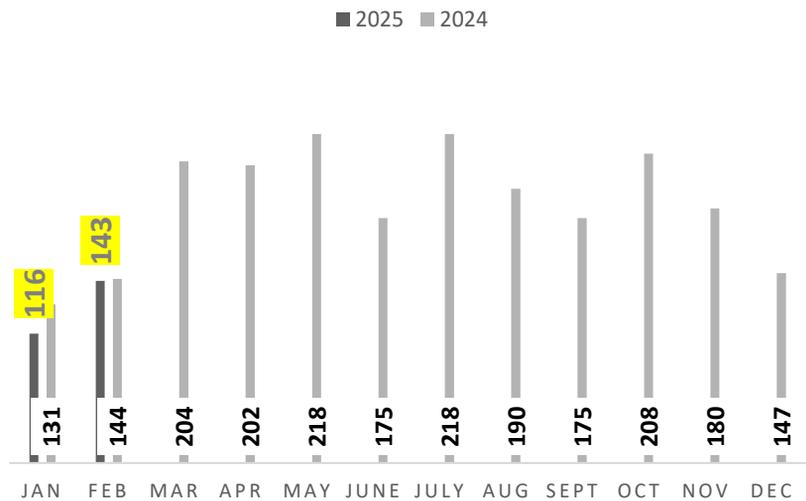


In February 2025 there were 279 Residential resale new listings in Lafayette Parish. That is an **increase** of 14% from resale new listings in February 2024 and an **increase** of 13% from resale new listings in January 2025. Total for 2025 YTD is 523 versus 462 in 2024 which is a 12% **increase**.

* Any listing with a List date within the reported month range is considered a New Listing.

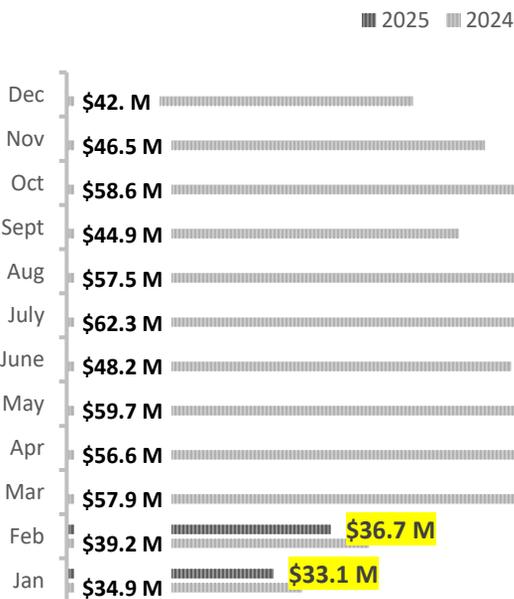
Lafayette Resale Homes Closed Sales

In February 2025 there were 143 total Residential resales in Lafayette Parish. That is a **decrease** of 1% from resale units sold in February of 2024, but an **increase** of 19% from resale units sold in January 2025. Total for 2025 YTD is 259 versus 275 in 2024 which is a 6% **decrease**. Average days on market in the month of February for resales in Lafayette Parish was 76.



Lafayette Resale Homes Dollar Volume

In February 2025, the total Residential resale closed volume for resales was \$36,711,904 in Lafayette Parish. That is a 6% **decrease** from February 2024, and an **increase** of 10% from January 2025. Total for 2025 YTD is \$69,805,764 versus \$74,077,720 in 2024 which is a 6% **decrease**. Average Sales Price in February for resales in Lafayette Parish was \$256,726.



Lafayette Parish Resale Homes Price Points –February 2025

| Price Ranges | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999 | 0 | 1 | *** |
| \$20,000-\$29,999 | 0 | 0 | *** |
| \$30,000-\$39,999 | 0 | 1 | *** |
| \$40,000-\$49,999 | 1 | 1 | 2.0 |
| \$50,000-\$59,999 | 1 | 4 | 8.0 |
| \$60,000-\$69,999 | 3 | 2 | 1.3 |
| \$70,000-\$79,999 | 11 | 2 | 0.4 |
| \$80,000-\$89,999 | 2 | 4 | 4.0 |
| \$90,000-\$99,999 | 5 | 14 | 5.6 |
| \$100,000-\$109,999 | 5 | 8 | 3.2 |
| \$110,000-\$119,999 | 3 | 14 | 9.3 |
| \$120,000-\$129,999 | 5 | 17 | 6.8 |
| \$130,000-\$139,999 | 6 | 18 | 6.0 |
| \$140,000-\$149,999 | 13 | 14 | 2.2 |
| \$150,000-\$159,999 | 5 | 11 | 4.4 |
| \$160,000-\$169,999 | 3 | 10 | 6.7 |
| \$170,000-\$179,999 | 14 | 16 | 2.3 |
| \$180,000-\$189,999 | 12 | 22 | 3.7 |
| \$190,000-\$199,999 | 6 | 17 | 5.7 |
| \$200,000-\$219,999 | 21 | 42 | 4.0 |
| \$220,000-\$239,999 | 23 | 57 | 5.0 |
| \$240,000-\$259,999 | 22 | 58 | 5.3 |
| \$260,000-\$279,999 | 17 | 53 | 6.2 |
| \$280,000-\$299,999 | 13 | 32 | 4.9 |
| \$300,000-\$349,999 | 22 | 73 | 6.6 |
| \$350,000-\$399,999 | 12 | 61 | 10.2 |
| \$400,000-\$449,999 | 5 | 20 | 8.0 |
| \$450,000-\$499,999 | 6 | 17 | 5.7 |
| \$500,000-\$549,999 | 3 | 28 | 18.7 |
| \$550,000-\$599,999 | 7 | 6 | 1.7 |
| \$600,000-\$699,999 | 3 | 19 | 12.7 |
| \$700,000-\$799,999 | 3 | 12 | 8.0 |
| \$800,000-\$899,999 | 4 | 15 | 7.5 |
| \$900,000-\$999,999 | 1 | 8 | 16.0 |
| \$1,000,000 & over | 2 | 36 | 36.0 |
| | 259 | 713 | 5.5 |

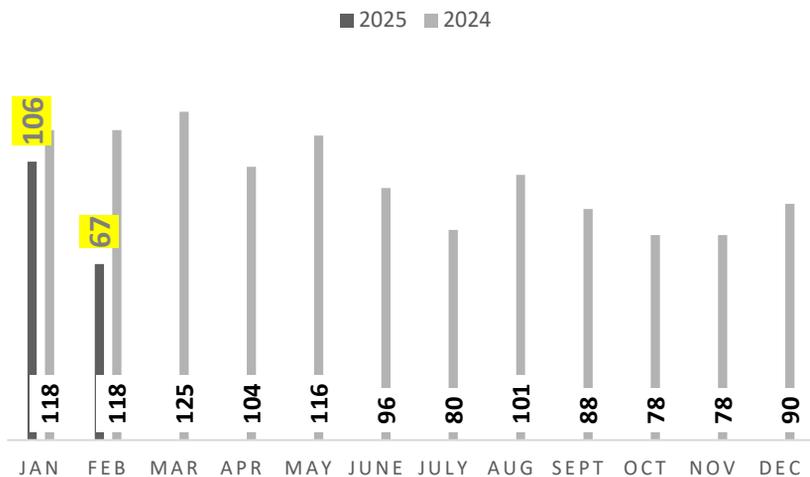
\$0 - \$149,999:
 21% of all sales reported in this range
 14% of all active listings
 55 total sales vs 100 actives
 3.64 - month supply of inventory

\$150,000 - \$299,999:
 53% of all sales reported in this range
 45% of all active listings
 136 total sales vs 318 actives
 4.68 - month supply of inventory

\$300,000 and above:
 26% of all sales reported in this range
 41% of all active listings
 68 total sales vs 295 actives
 8.68 - month supply of inventory



Lafayette New Construction New Listings

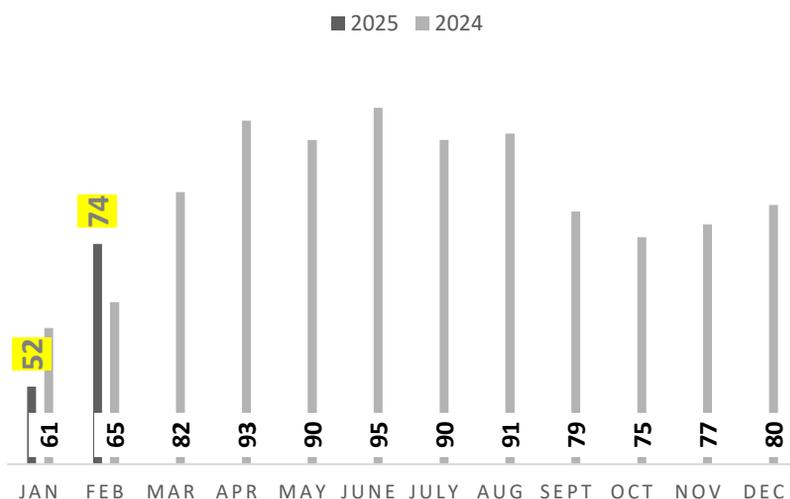


In February 2025 there were 67 new construction listings in Lafayette Parish. That is a **decrease** of 43% from new construction listings in February of 2024 and a **decrease** of 37% from new construction new listings in January 2025. Total for 2025 YTD is 173 versus 236 in 2024 which is a **decrease**.

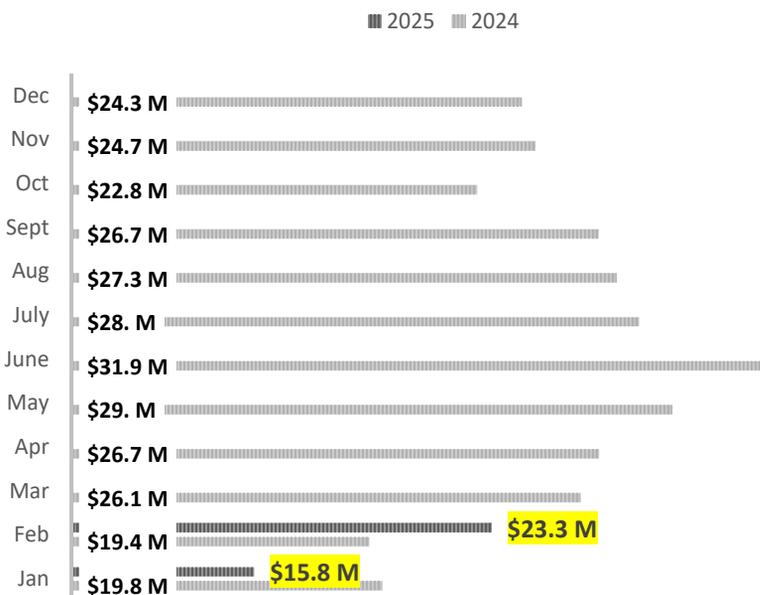
* Any listing with a List date within the reported month range is considered a New Listing.

Lafayette New Construction Closed Sales

In February 2025 there were 74 total new construction sales in Lafayette Parish. That is a 12% **increase** from new construction units sold in February of 2024, and an **increase** of 30% from new construction units sold in January 2025. Total for 2025 YTD is 126 versus 126 in 2024 which shows no change. Average days on market in the month of February in Lafayette Parish for new construction was 124.



Lafayette New Construction Dollar Volume



In February 2025, the total new construction closed volume was \$23,304,602 in Lafayette Parish. That is a 17% **increase** from February of 2024, and an **increase** of 32% from January 2025. Total for 2025 YTD is \$39,089,718 versus \$39,275,783 in 2024 which is a <1% **decrease**. Average Sales Price in February for new construction in Lafayette Parish was \$314,927.

Lafayette Parish New Construction Price Points – February 2025

| Price Ranges | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999 | 0 | 0 | *** |
| \$20,000-\$29,999 | 0 | 0 | *** |
| \$30,000-\$39,999 | 0 | 0 | *** |
| \$40,000-\$49,999 | 0 | 0 | *** |
| \$50,000-\$59,999 | 0 | 0 | *** |
| \$60,000-\$69,999 | 0 | 0 | *** |
| \$70,000-\$79,999 | 0 | 0 | *** |
| \$80,000-\$89,999 | 0 | 0 | *** |
| \$90,000-\$99,999 | 0 | 0 | *** |
| \$100,000-\$109,999 | 0 | 0 | *** |
| \$110,000-\$119,999 | 0 | 0 | *** |
| \$120,000-\$129,999 | 0 | 0 | *** |
| \$130,000-\$139,999 | 0 | 0 | *** |
| \$140,000-\$149,999 | 0 | 0 | *** |
| \$150,000-\$159,999 | 0 | 0 | *** |
| \$160,000-\$169,999 | 0 | 1 | *** |
| \$170,000-\$179,999 | 0 | 0 | *** |
| \$180,000-\$189,999 | 3 | 3 | 2.0 |
| \$190,000-\$199,999 | 2 | 8 | 8.0 |
| \$200,000-\$219,999 | 6 | 7 | 2.3 |
| \$220,000-\$239,999 | 21 | 31 | 3.0 |
| \$240,000-\$259,999 | 20 | 51 | 5.1 |
| \$260,000-\$279,999 | 22 | 33 | 3.0 |
| \$280,000-\$299,999 | 12 | 19 | 3.2 |
| \$300,000-\$349,999 | 15 | 71 | 9.5 |
| \$350,000-\$399,999 | 5 | 28 | 11.2 |
| \$400,000-\$449,999 | 5 | 26 | 10.4 |
| \$450,000-\$499,999 | 6 | 15 | 5.0 |
| \$500,000-\$549,999 | 2 | 9 | 9.0 |
| \$550,000-\$599,999 | 2 | 9 | 9.0 |
| \$600,000-\$699,999 | 1 | 7 | 14.0 |
| \$700,000-\$799,999 | 4 | 4 | 2.0 |
| \$800,000-\$899,999 | 0 | 8 | *** |
| \$900,000-\$999,999 | 0 | 7 | *** |
| \$1,000,000 & over | 0 | 18 | *** |
| | 126 | 355 | 5.6 |

\$0 - \$149,999:

0% of all sales reported in this range

0% of all active listings

0 total sales vs 0 actives

0 - month supply of inventory

\$150,000 - \$299,999:

68% of all sales reported in this range

43% of all active listings

86 total sales vs 153 actives

3.56 - month supply of inventory

\$300,000 and above:

32% of all sales reported in this range

57% of all active listings

40 total sales vs 202 actives

10.10 - month supply of inventory

Lafayette Parish Recap – 2025 vs 2024

| | Year to Date | | |
|---------------------|--------------|-----------|----------|
| | YTD-24 | YTD-25 | % Change |
| New Listings | 698 | 702 | 1% |
| Closed Sales | 403 | 387 | -4% |
| Days on Market | 74 | 88 | 19% |
| Average Sales Price | \$282,354 | \$284,019 | 1% |

Lafayette Parish Resale Recap – 2025 vs 2024

| | Year to Date | | |
|---------------------|--------------|-----------|----------|
| | YTD-24 | YTD-25 | % Change |
| New Listings | 462 | 523 | 13% |
| Closed Sales | 275 | 259 | -6% |
| Days on Market | 56 | 70 | 25% |
| Average Sales Price | \$269,374 | \$269,520 | 0% |

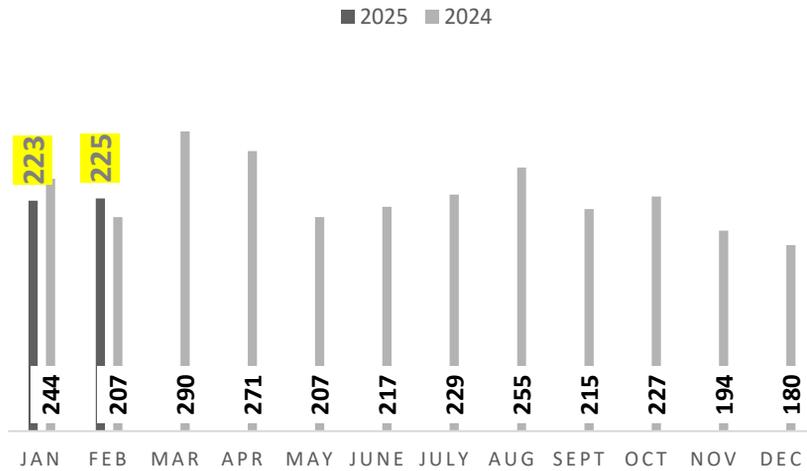
Lafayette Parish New Construction Recap – 2025 vs 2024

| | Year to Date | | |
|---------------------|--------------|-----------|----------|
| | YTD-24 | YTD-25 | % Change |
| New Listings | 236 | 173 | -27% |
| Closed Sales | 126 | 126 | 0% |
| Days on Market | 112 | 125 | 11% |
| Average Sales Price | \$311,713 | \$310,236 | 0% |

Out of Parish



Out of Parish New Listings

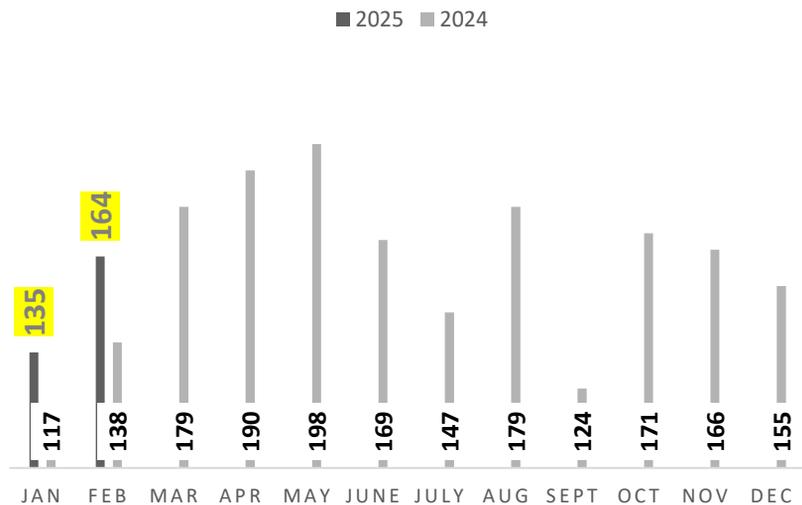


In February 2025 there were 225 Residential out of Parish new listings. That is an **increase** of 8% from new listings in February of 2024 and an **increase** of 1% from new listings in January 2025. Total for 2025 YTD is 448 versus 451 in 2024 which is a 1% **decrease**.

* Any listing with a List date within the reported month range is considered a New Listing.

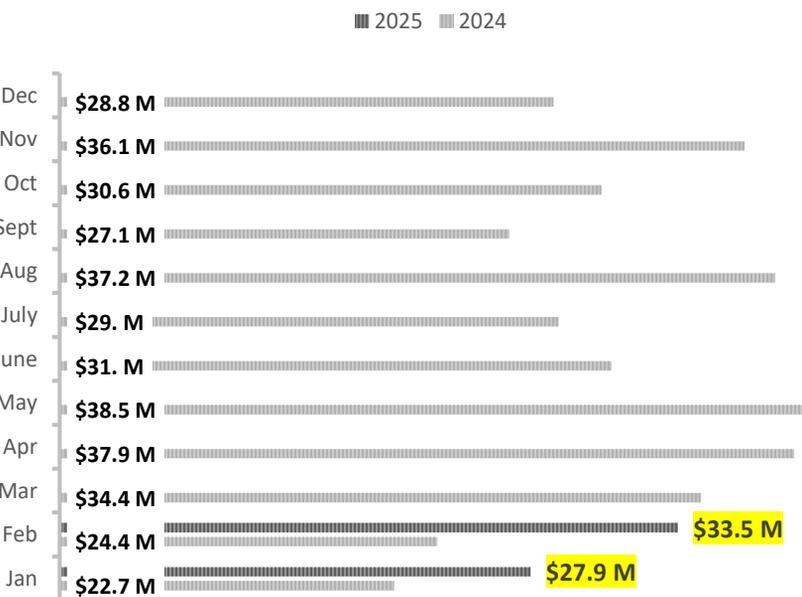
Out of Parish Closed Sales

In February 2025 there were 164 total Residential out of Parish sales. That is a 16% **increase** from out of Parish units sold in February of 2024, and an **increase** of 18% from out of Parish units sold in January 2025. Total for 2025 YTD is 299 versus 255 in 2024 which is a 15% **increase**. Average days on market for out of Parish in the month of February was 108.



Out of Parish Dollar Volume

In February 2025, the total Residential out of Parish closed volume was \$33,520,849. That is a 27% **increase** from February 2024, and an **increase** of 17% from January 2025. Total for 2025 YTD is \$61,433,887 versus \$47,092,073 in 2024 which is a 23% **increase**. Average Sales Price in February for out of Parish was \$204,395.



Out of Parish Price Points – February 2025

| Price Ranges | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999 | 7 | 8 | 2.3 |
| \$20,000-\$29,999 | 5 | 8 | 3.2 |
| \$30,000-\$39,999 | 7 | 10 | 2.9 |
| \$40,000-\$49,999 | 8 | 16 | 4.0 |
| \$50,000-\$59,999 | 7 | 22 | 6.3 |
| \$60,000-\$69,999 | 6 | 27 | 9.0 |
| \$70,000-\$79,999 | 13 | 23 | 3.5 |
| \$80,000-\$89,999 | 4 | 29 | 14.5 |
| \$90,000-\$99,999 | 11 | 29 | 5.3 |
| \$100,000-\$109,999 | 4 | 17 | 8.5 |
| \$110,000-\$119,999 | 6 | 28 | 9.3 |
| \$120,000-\$129,999 | 9 | 28 | 6.2 |
| \$130,000-\$139,999 | 11 | 36 | 6.5 |
| \$140,000-\$149,999 | 5 | 25 | 10.0 |
| \$150,000-\$159,999 | 8 | 35 | 8.8 |
| \$160,000-\$169,999 | 11 | 31 | 5.6 |
| \$170,000-\$179,999 | 11 | 31 | 5.6 |
| \$180,000-\$189,999 | 10 | 34 | 6.8 |
| \$190,000-\$199,999 | 10 | 22 | 4.4 |
| \$200,000-\$219,999 | 31 | 43 | 2.8 |
| \$220,000-\$239,999 | 31 | 76 | 4.9 |
| \$240,000-\$259,999 | 20 | 55 | 5.5 |
| \$260,000-\$279,999 | 13 | 41 | 6.3 |
| \$280,000-\$299,999 | 4 | 28 | 14.0 |
| \$300,000-\$349,999 | 13 | 33 | 5.1 |
| \$350,000-\$399,999 | 11 | 34 | 6.2 |
| \$400,000-\$449,999 | 6 | 15 | 5.0 |
| \$450,000-\$499,999 | 4 | 18 | 9.0 |
| \$500,000-\$549,999 | 1 | 8 | 16.0 |
| \$550,000-\$599,999 | 5 | 3 | 1.2 |
| \$600,000-\$699,999 | 3 | 13 | 8.7 |
| \$700,000-\$799,999 | 2 | 3 | 3.0 |
| \$800,000-\$899,999 | 2 | 6 | 6.0 |
| \$900,000-\$999,999 | 0 | 2 | *** |
| \$1,000,000 & over | 0 | 16 | *** |
| | 299 | 853 | 5.7 |

\$0 - \$149,999:

34% of all sales reported in this range

36% of all active listings

103 total sales vs 306 actives

5.94 - month supply of inventory

\$150,000 - \$299,999:

50% of all sales reported in this range

46% of all active listings

149 total sales vs 396 actives

5.32 - month supply of inventory

\$300,000 and above:

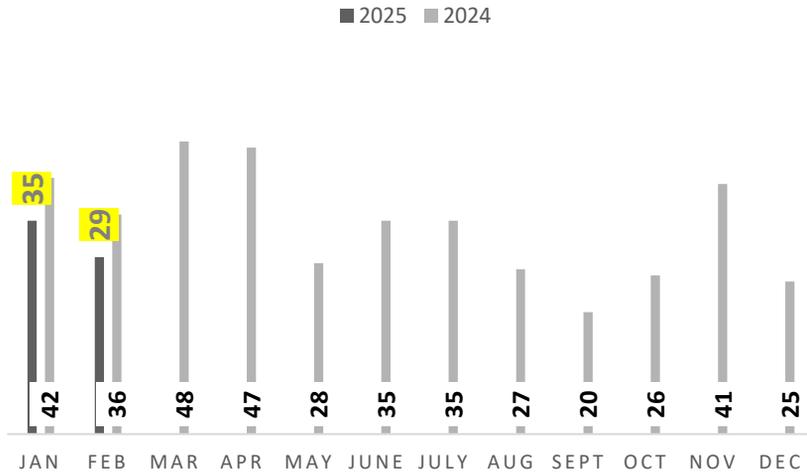
16% of all sales reported in this range

18% of all active listings

47 total sales vs 151 actives

6.43 - month supply of inventory

Out of Parish New Construction New Listings

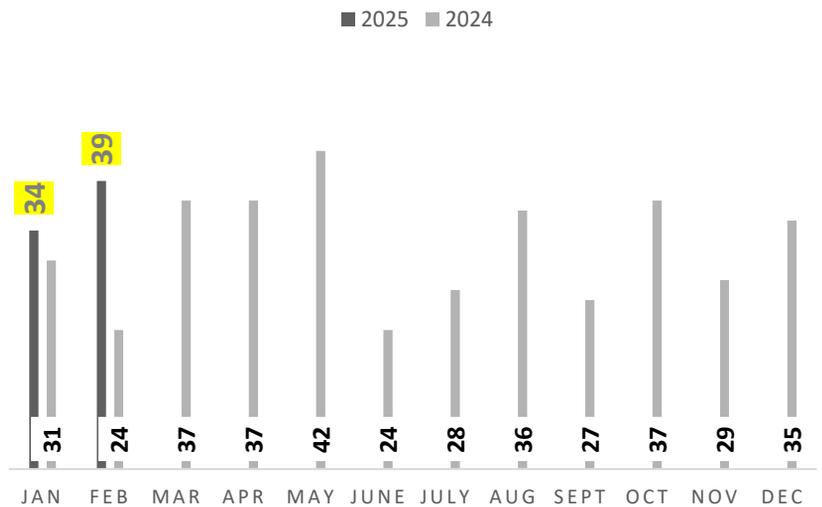


In February 2025 there were 29 Residential new construction out of Parish listings. That is a **decrease** of 19% from new listings in February of 2024, and a **decrease** of 17% from new listings in January 2025. Total for 2025 YTD is 67 versus 78 in 2024 which is a 18% **decrease**.

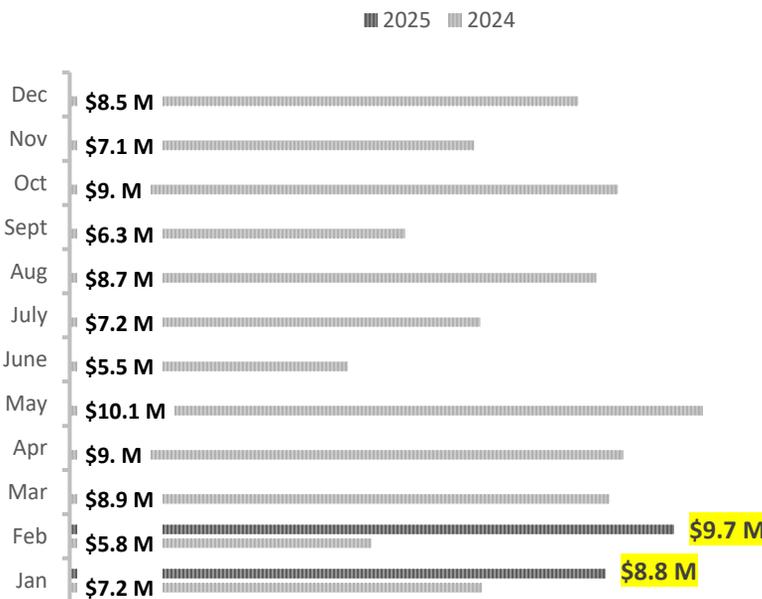
* Any listing with a List date within the reported month range is considered a New Listing.

Out of Parish New Construction Closed Sales

In February 2025 there were 39 total Residential new construction out of Parish sales. That is an **increase** of 38% from units sold in February of 2024, and an **increase** of 13% from units sold in January 2025. Total for 2025 YTD is 73 versus 55 in 2024 which is a 25% **increase**. Average days on market in the month of February for new construction out of Parish was 123.



Out of Parish New Construction Dollar Volume



In February 2025, the total Residential new construction out of Parish closed volume was \$9,691,108. That is a 40% **increase** from February 2024, and an **increase** of 9% from January 2025. Total for 2025 YTD is \$18,507,771 versus \$13,086,509 in 2024 which is a 29% **increase**. Average Sales Price in February for new construction out of Parish was \$248,489.

Out of Parish New Construction Price Points – February 2025

| Price Ranges | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999 | 0 | 0 | *** |
| \$20,000-\$29,999 | 0 | 0 | *** |
| \$30,000-\$39,999 | 0 | 0 | *** |
| \$40,000-\$49,999 | 0 | 0 | *** |
| \$50,000-\$59,999 | 0 | 0 | *** |
| \$60,000-\$69,999 | 0 | 0 | *** |
| \$70,000-\$79,999 | 0 | 0 | *** |
| \$80,000-\$89,999 | 0 | 0 | *** |
| \$90,000-\$99,999 | 0 | 0 | *** |
| \$100,000-\$109,999 | 0 | 0 | *** |
| \$110,000-\$119,999 | 0 | 0 | *** |
| \$120,000-\$129,999 | 0 | 0 | *** |
| \$130,000-\$139,999 | 0 | 0 | *** |
| \$140,000-\$149,999 | 0 | 0 | *** |
| \$150,000-\$159,999 | 1 | 0 | 0.0 |
| \$160,000-\$169,999 | 1 | 0 | 0.0 |
| \$170,000-\$179,999 | 1 | 4 | 8.0 |
| \$180,000-\$189,999 | 2 | 4 | 4.0 |
| \$190,000-\$199,999 | 3 | 2 | 1.3 |
| \$200,000-\$219,999 | 17 | 9 | 1.1 |
| \$220,000-\$239,999 | 20 | 36 | 3.6 |
| \$240,000-\$259,999 | 13 | 24 | 3.7 |
| \$260,000-\$279,999 | 2 | 8 | 8.0 |
| \$280,000-\$299,999 | 2 | 7 | 7.0 |
| \$300,000-\$349,999 | 5 | 2 | 0.8 |
| \$350,000-\$399,999 | 4 | 3 | 1.5 |
| \$400,000-\$449,999 | 0 | 0 | *** |
| \$450,000-\$499,999 | 0 | 1 | *** |
| \$500,000-\$549,999 | 0 | 1 | *** |
| \$550,000-\$599,999 | 1 | 0 | 0.0 |
| \$600,000-\$699,999 | 0 | 2 | *** |
| \$700,000-\$799,999 | 1 | 1 | 2.0 |
| \$800,000-\$899,999 | 0 | 0 | *** |
| \$900,000-\$999,999 | 0 | 0 | *** |
| \$1,000,000 & over | 0 | 0 | *** |
| | 73 | 104 | 2.8 |

\$0 - \$149,999:

0% of all sales reported in this range

0% of all active listings

0 total sales vs 0 actives

0.00 - month supply of inventory

\$150,000 - \$299,999:

85% of all sales reported in this range

90% of all active listings

62 total sales vs 94 actives

3.03 - month supply of inventory

\$300,000 and above:

15% of all sales reported in this range

10% of all active listings

11 total sales vs 10 actives

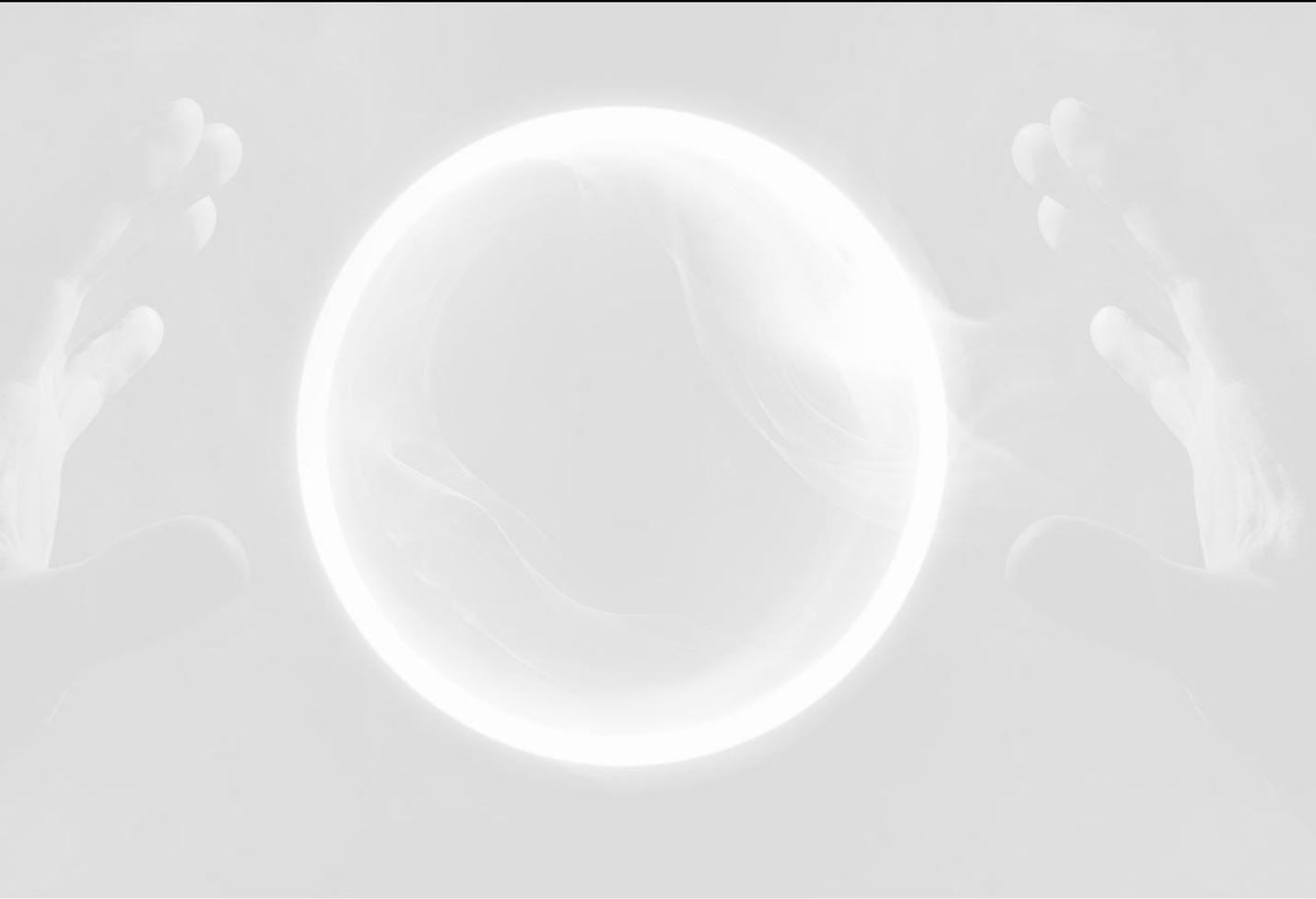
1.82 - month supply of inventory

| | Year to Date | | |
|---------------------|--------------|-----------|----------|
| | YTD-24 | YTD-25 | % Change |
| New Listings | 451 | 448 | -1% |
| Closed Sales | 255 | 299 | 17% |
| Days on Market | 104 | 104 | 0% |
| Average Sales Price | \$184,675 | \$205,465 | 11% |

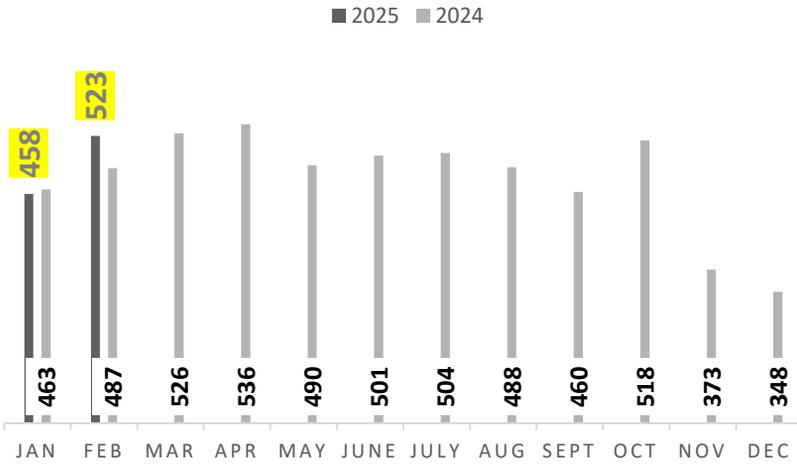
Out of Parish New Construction Recap – 2025 vs 2024

| | Year to Date | | |
|---------------------|--------------|-----------|----------|
| | YTD-24 | YTD-25 | % Change |
| New Listings | 78 | 64 | -18% |
| Closed Sales | 55 | 73 | 33% |
| Days on Market | 103 | 106 | 2% |
| Average Sales Price | \$237,937 | \$253,531 | 7% |

Predictions

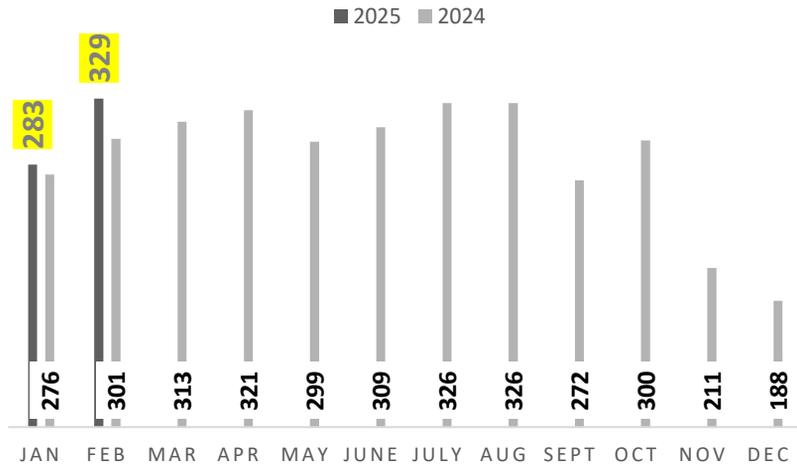


Acadiana Pendingings



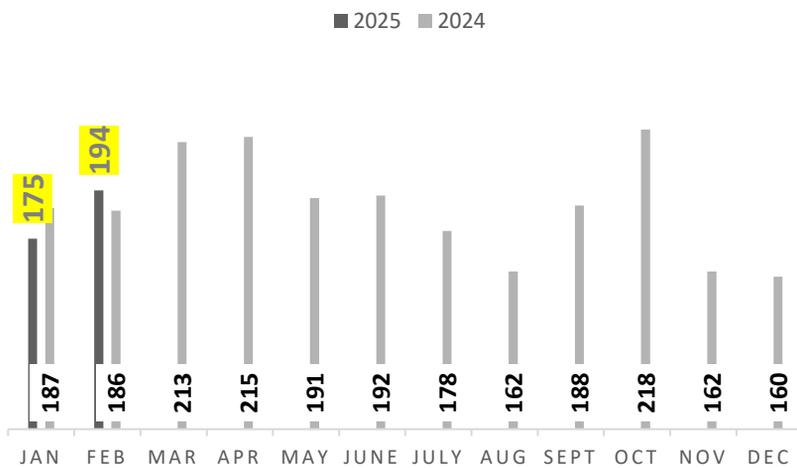
Pending sales across Acadiana are **up 7%** from February last year. Compared to January 2025 they are **up** by 12%.

Lafayette Parish Pendingings



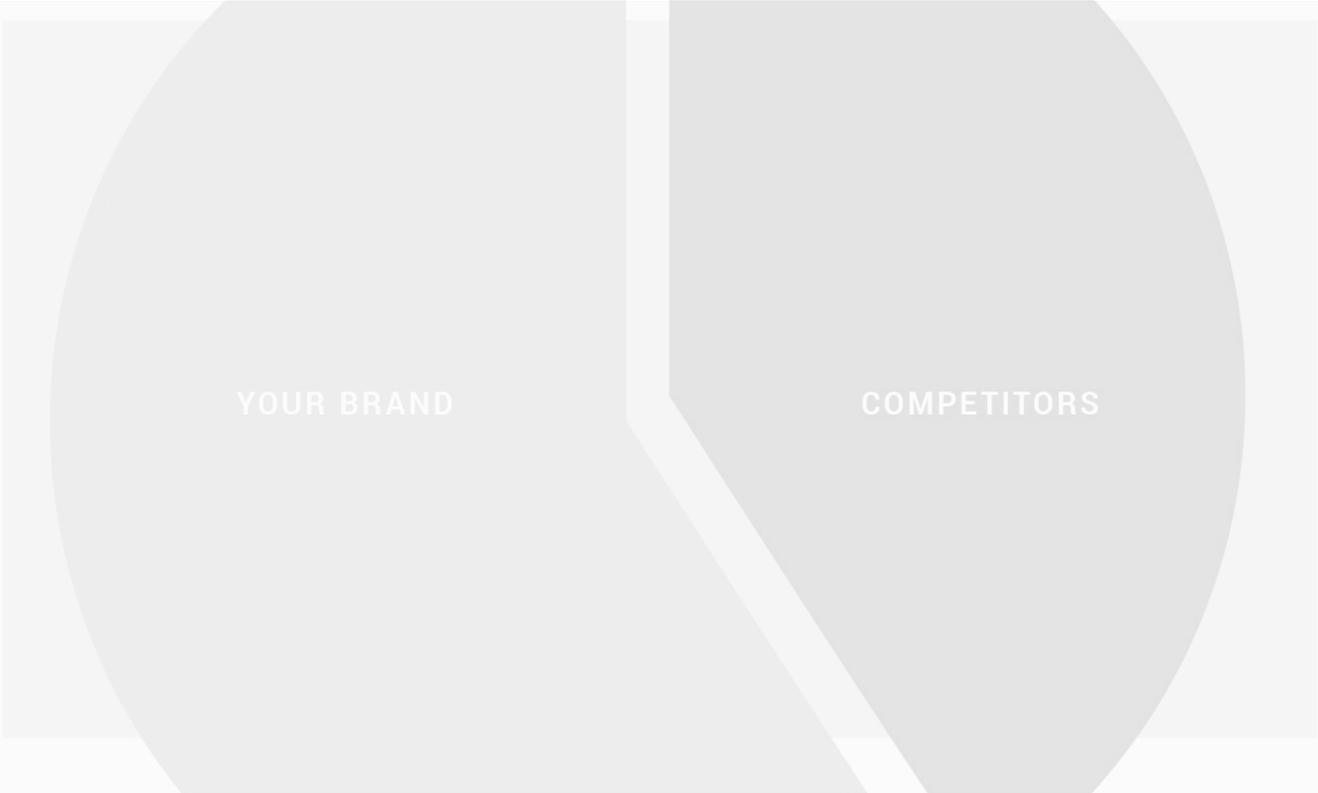
Pending sales in Lafayette Parish are **up 9%** from February last year. Compared to January 2025 they are **up** by 14%.

Out of Parish Pendingings



Pending sales out of Parish are **up 4%** from February last year. Compared to January 2025 they are **up** by 10%.

Market Penetration



YOUR BRAND

COMPETITORS

Top 10 Listing Companies in Acadiana – February 2025

| Rank | Name | Sides | Volume | Average | % Total: Number | % Total: Volume |
|------|---|-------|------------|---------|-----------------|-----------------|
| 1 | Latter & Blum (I001163) | 83.0 | 27,786,867 | 334,782 | 12.10 | 16.22 |
| 2 | Keller Williams Realty Acadiana (I000906) | 82.0 | 18,781,100 | 229,038 | 11.95 | 10.96 |
| 3 | Cicero Realty LLC (I001234) | 73.0 | 18,763,615 | 257,036 | 10.64 | 10.95 |
| 4 | EXP Realty, LLC (exprealty) | 84.0 | 17,468,330 | 207,956 | 12.24 | 10.19 |
| 5 | Real Broker, LLC (I001335) | 61.0 | 14,667,872 | 240,457 | 8.89 | 8.56 |
| 6 | Keaty Real Estate Team (I000932) | 42.5 | 10,851,150 | 255,321 | 6.20 | 6.33 |
| 7 | Lamplighter Realty, LLC (I001186) | 22.0 | 6,630,189 | 301,372 | 3.21 | 3.87 |
| 8 | Dwight Andrus Real Estate Agency, LLC (I001261) | 11.0 | 4,319,900 | 392,718 | 1.60 | 2.52 |
| 9 | HUNCO Real Estate (I001141) | 8.0 | 3,764,000 | 470,500 | 1.17 | 2.20 |
| 10 | Real Broker, LLC (I001398) | 12.0 | 2,998,000 | 249,833 | 1.75 | 1.75 |

Top 10 Listing OR Selling Companies in Acadiana – February 2025

| Rank | Name | Sides | Volume | Average | % Total: Number | % Total: Volume |
|------|---|-------|------------|---------|-----------------|-----------------|
| 1 | Latter & Blum (I001163) | 159.0 | 53,304,343 | 335,247 | 11.59 | 15.55 |
| 2 | EXP Realty, LLC (exprealty) | 214.0 | 46,392,067 | 216,785 | 15.60 | 13.54 |
| 3 | Keller Williams Realty Acadiana (I000906) | 185.0 | 44,528,129 | 240,693 | 13.48 | 12.99 |
| 4 | Real Broker, LLC (I001335) | 126.0 | 29,902,442 | 237,321 | 9.18 | 8.73 |
| 5 | Cicero Realty LLC (I001234) | 87.0 | 22,425,740 | 257,767 | 6.34 | 6.54 |
| 6 | Keaty Real Estate Team (I000932) | 75.5 | 20,417,505 | 270,431 | 5.50 | 5.96 |
| 7 | HUNCO Real Estate (I001141) | 23.0 | 7,904,755 | 343,685 | 1.68 | 2.31 |
| 8 | Lamplighter Realty, LLC (I001186) | 22.0 | 6,630,189 | 301,372 | 1.60 | 1.93 |
| 9 | Non-Mbr Office/Seller (I90001) | 25.5 | 6,298,997 | 247,019 | 1.86 | 1.84 |
| 10 | Dwight Andrus Real Estate Agency, LLC (I001261) | 14.0 | 5,842,900 | 417,350 | 1.02 | 1.70 |

Top 10 Listing Companies in Lafayette Parish – February 2025

| Rank | Name | Sides | Volume | Average | % Total: Number | % Total: Volume |
|------|---|-------|------------|---------|-----------------|-----------------|
| 1 | Latter & Blum (I001163) | 52.0 | 20,018,261 | 384,967 | 13.44 | 18.21 |
| 2 | Cicero Realty LLC (I001234) | 60.0 | 15,770,670 | 262,844 | 15.50 | 14.35 |
| 3 | EXP Realty, LLC (exprealty) | 48.0 | 11,554,100 | 240,710 | 12.40 | 10.51 |
| 4 | Keller Williams Realty Acadiana (I000906) | 36.5 | 9,243,000 | 253,233 | 9.43 | 8.41 |
| 5 | Real Broker, LLC (I001335) | 33.0 | 8,293,973 | 251,333 | 8.53 | 7.55 |
| 6 | Keaty Real Estate Team (I000932) | 24.5 | 6,494,900 | 265,098 | 6.33 | 5.91 |
| 7 | Lamplighter Realty, LLC (I001186) | 16.0 | 4,743,391 | 296,462 | 4.13 | 4.32 |
| 8 | Dwight Andrus Real Estate Agency, LLC (I001261) | 11.0 | 4,319,900 | 392,718 | 2.84 | 3.93 |
| 9 | HUNCO Real Estate (I001141) | 4.0 | 2,049,000 | 512,250 | 1.03 | 1.86 |
| 10 | ReHive, LLC (I001228) | 6.5 | 1,804,900 | 277,677 | 1.68 | 1.64 |

Top 10 Listing OR Selling Companies in Lafayette Parish – February 2025

| Rank | Name | Sides | Volume | Average | % Total: Number | % Total: Volume |
|------|---|-------|------------|---------|-----------------|-----------------|
| 1 | Latter & Blum (I001163) | 111.0 | 41,018,577 | 369,537 | 14.34 | 18.66 |
| 2 | EXP Realty, LLC (exprealty) | 116.0 | 27,965,072 | 241,078 | 14.99 | 12.72 |
| 3 | Keller Williams Realty Acadiana (I000906) | 96.5 | 25,683,179 | 266,147 | 12.47 | 11.68 |
| 4 | Cicero Realty LLC (I001234) | 72.0 | 18,965,375 | 263,408 | 9.30 | 8.63 |
| 5 | Real Broker, LLC (I001335) | 65.0 | 17,780,364 | 273,544 | 8.40 | 8.09 |
| 6 | Keaty Real Estate Team (I000932) | 53.5 | 15,035,255 | 281,033 | 6.91 | 6.84 |
| 7 | Dwight Andrus Real Estate Agency, LLC (I001261) | 14.0 | 5,842,900 | 417,350 | 1.81 | 2.66 |
| 8 | HUNCO Real Estate (I001141) | 15.0 | 5,122,705 | 341,514 | 1.94 | 2.33 |
| 9 | Lamplighter Realty, LLC (I001186) | 16.0 | 4,743,391 | 296,462 | 2.07 | 2.16 |
| 10 | Non-Mbr Office/Seller (I90001) | 15.5 | 4,663,997 | 300,903 | 2.00 | 2.12 |