



Monthly Market Report

January 2024

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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.)*

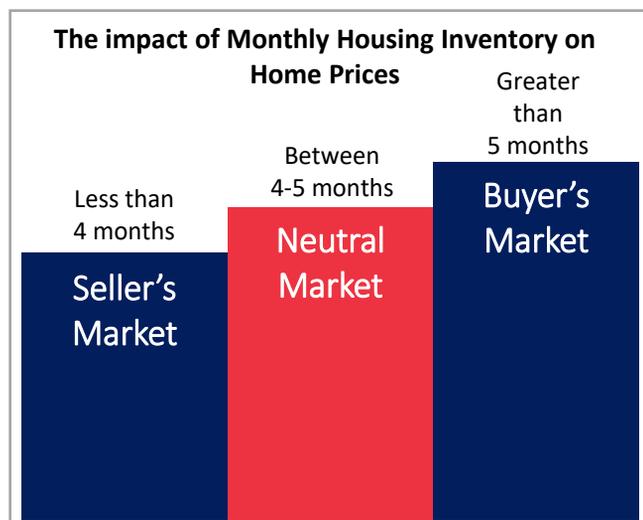
Market Penetration: The extent to which a company is recognized in a particular market.

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

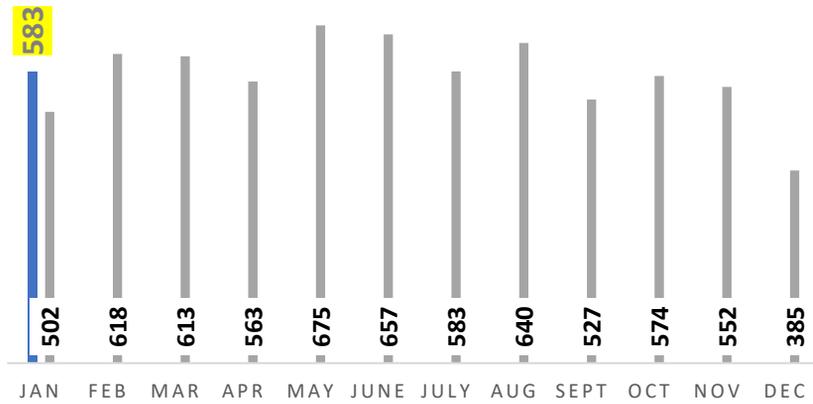


Acadiana



Acadiana New Listings

■ 2024 ■ 2023



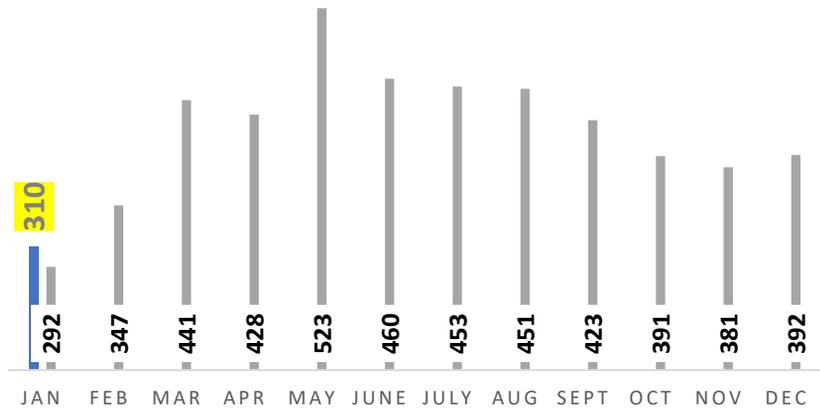
In January 2024 there were 583 new Residential listings in Acadiana. That is an **increase** of 14% from new listings in January of 2023 and an **increase** of 34% from new listings in December 2023.

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

Acadiana Closed Sales

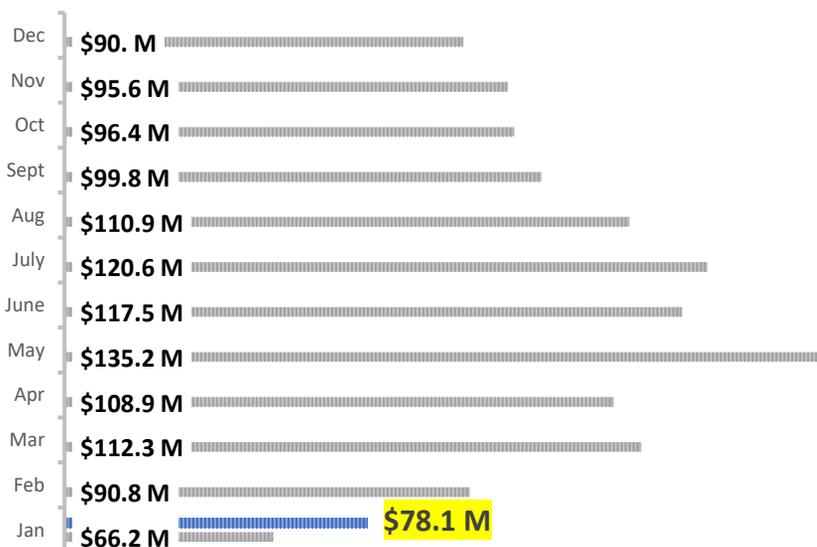
■ 2024 ■ 2023

In January 2024 there were 310 total Residential sales in Acadiana. That is an **increase** of 6% from units sold in January of 2023, but a **decrease** of 21% from units sold in December 2023. Average days on market in the month of January across Acadiana was 84.



Acadiana Dollar Volume

■ 2024 ■ 2023



In January 2024, the total Residential closed volume was \$78,063,429 across Acadiana. That is a 15% **increase** from January 2023, and a **decrease** of 13% from December 2023. Average Sales Price in January across Acadiana was \$251,817.



Acadiana Price Points – January 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	2	2	1.0
\$20,000-\$29,999	4	6	1.5
\$30,000-\$39,999	6	5	0.8
\$40,000-\$49,999	0	15	***
\$50,000-\$59,999	7	16	2.3
\$60,000-\$69,999	5	23	4.6
\$70,000-\$79,999	4	22	5.5
\$80,000-\$89,999	6	27	4.5
\$90,000-\$99,999	7	24	3.4
\$100,000-\$109,999	5	20	4.0
\$110,000-\$119,999	7	38	5.4
\$120,000-\$129,999	5	40	8.0
\$130,000-\$139,999	8	39	4.9
\$140,000-\$149,999	10	26	2.6
\$150,000-\$159,999	6	36	6.0
\$160,000-\$169,999	3	33	11.0
\$170,000-\$179,999	6	39	6.5
\$180,000-\$189,999	13	54	4.2
\$190,000-\$199,999	6	55	9.2
\$200,000-\$219,999	32	72	2.3
\$220,000-\$239,999	32	202	6.3
\$240,000-\$259,999	32	160	5.0
\$260,000-\$279,999	22	123	5.6
\$280,000-\$299,999	12	77	6.4
\$300,000-\$349,999	19	124	6.5
\$350,000-\$399,999	16	87	5.4
\$400,000-\$449,999	11	48	4.4
\$450,000-\$499,999	3	52	17.3
\$500,000-\$549,999	4	30	7.5
\$550,000-\$599,999	3	36	12.0
\$600,000-\$699,999	4	32	8.0
\$700,000-\$799,999	5	32	6.4
\$800,000-\$899,999	0	14	***
\$900,000-\$999,999	1	11	11.0
\$1,000,000 & over	4	45	11.3
310	1665	5.4	

\$0 - \$149,999:

25% of all sales reported in this range

18% of all active listings

76 total sales vs 303 actives

3.99 - month supply of inventory

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

53% of all sales reported in this range

51% of all active listings

164 total sales vs 851 actives

5.19 - month supply of inventory

\$300,000 and above:

23% of all sales reported in this range

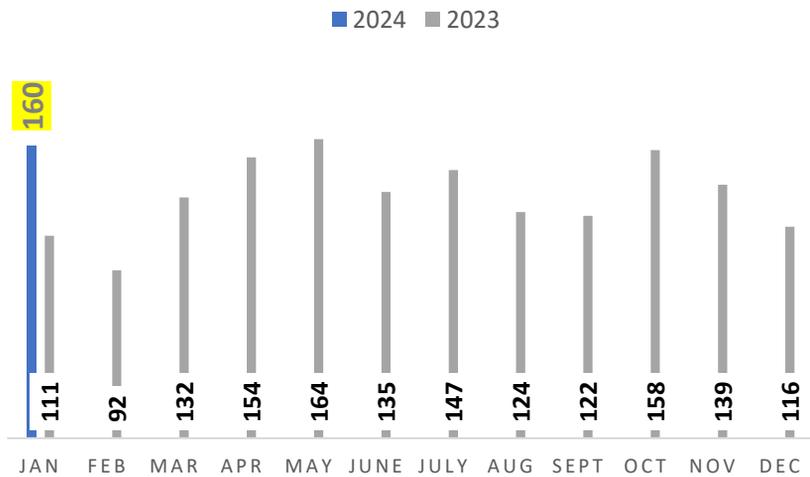
31% of all active listings

70 total sales vs 511 actives

7.30 - month supply of inventory



Acadiana New Construction New Listings

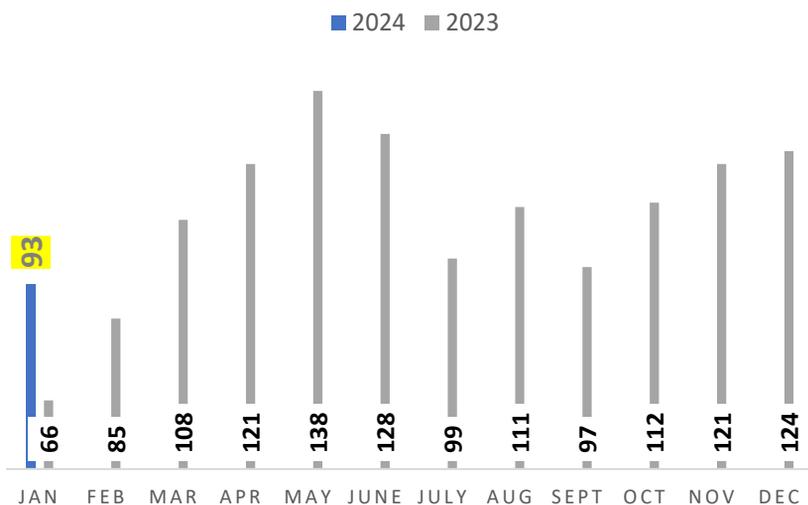


In January 2024 there were 160 new construction listings in Acadiana. That is an **increase** of 31% from new listings in January of 2023 and an **increase** of 28% from new listings in December 2023.

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

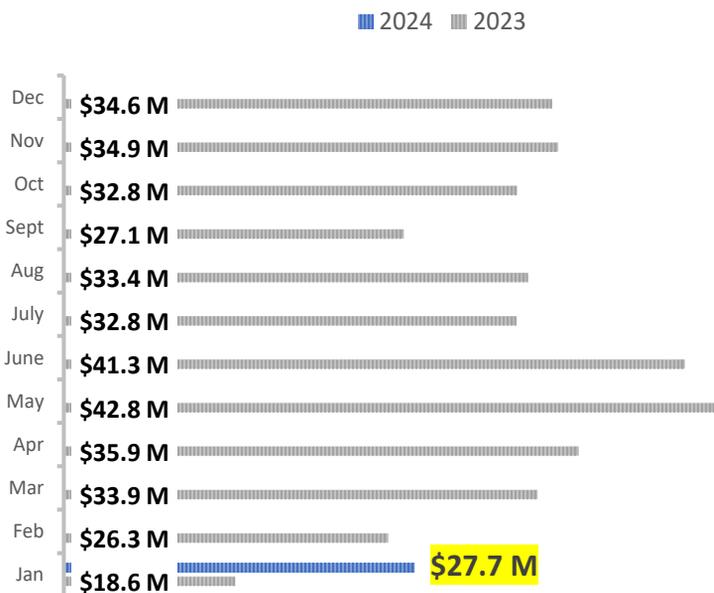
Acadiana New Construction Closed Sales

In January 2024 there were 93 total new construction sales in Acadiana. That is an **increase** of 29% from units sold in January of 2023, but a **decrease** of 25% from units sold in December 2023. Average days on market in the month of January for new construction across Acadiana was 93.



Acadiana New Construction Dollar Volume

In January 2024, the total new construction closed volume was \$27,665,555 across Acadiana. That is a 33% **increase** from January 2023, but a **decrease** of 20% from December 2023. Average Sales Price in January for new construction across Acadiana was \$297,479.



Acadiana New Construction Price Points – January 2024

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	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	1	***
\$140,000-\$149,999	0	0	***
\$150,000-\$159,999	1	4	4.0
\$160,000-\$169,999	0	0	***
\$170,000-\$179,999	0	1	***
\$180,000-\$189,999	1	11	11.0
\$190,000-\$199,999	1	7	7.0
\$200,000-\$219,999	10	17	1.7
\$220,000-\$239,999	18	124	6.9
\$240,000-\$259,999	18	103	5.7
\$260,000-\$279,999	10	65	6.5
\$280,000-\$299,999	8	48	6.0
\$300,000-\$349,999	8	54	6.8
\$350,000-\$399,999	8	30	3.8
\$400,000-\$449,999	4	18	4.5
\$450,000-\$499,999	1	26	26.0
\$500,000-\$549,999	1	8	8.0
\$550,000-\$599,999	1	11	11.0
\$600,000-\$699,999	1	12	12.0
\$700,000-\$799,999	1	9	9.0
\$800,000-\$899,999	0	3	***
\$900,000-\$999,999	0	2	***
\$1,000,000 & over	1	8	8.0
	93	563	6.1

\$0 - \$149,999:

0% of all sales reported in this range

<1% of all active listings

0 total sales vs 2 actives

0 - month supply of inventory

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

72% of all sales reported in this range

68% of all active listings

67 total sales vs 380 actives

5.67 - month supply of inventory

\$300,000 and above:

28% of all sales reported in this range

32% of all active listings

26 total sales vs 181 actives

6.96 - month supply of inventory



	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	502	583	16%
Closed Sales	292	310	6%
Days on Market	64	84	31%
Average Sales Price	\$246,902	\$251,817	2%

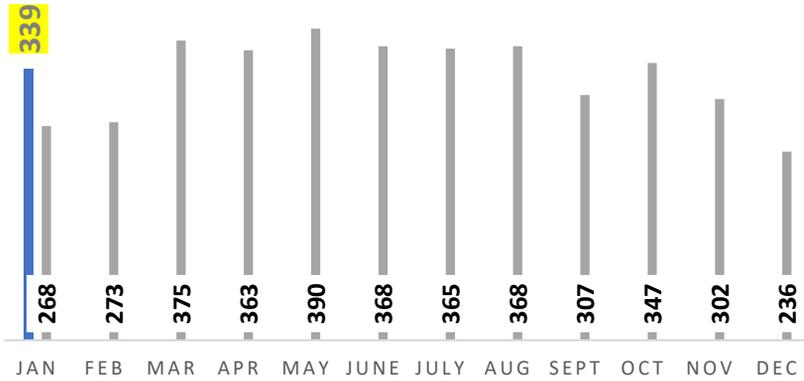
Acadiana New Construction Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	111	160	44%
Closed Sales	66	93	41%
Days on Market	96	105	9%
Average Sales Price	\$282,481	\$297,479	5%

Lafayette Parish



■ 2024 ■ 2023



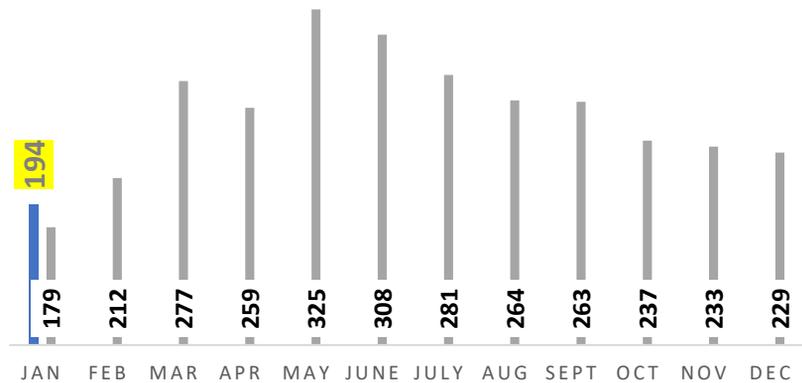
In January 2024 there were 339 new Residential listings in in Lafayette Parish. That is an **increase** of 21% from new listings in January of 2023 and an **increase** of 30% from new listings in December 2023.

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

Lafayette Closed Sales

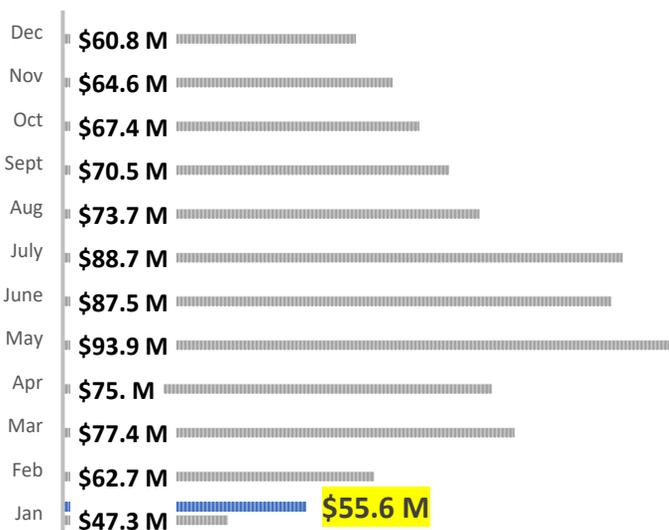
■ 2024 ■ 2023

In January 2024 there were 194 total Residential sales in Lafayette Parish. That is an **increase** of 7% from units sold in January of 2023, but a **decrease** of 15% from units sold in December 2023. Average days on market in the month of January in Lafayette Parish was 70.



Lafayette Dollar Volume

■ 2024 ■ 2023



In January 2024, the total Residential closed volume was \$55,561,111 in Lafayette Parish. That is a 15% **increase** from January 2023, and a **decrease** of 9% from December 2023. Average Sales Price in January in Lafayette Parish was \$286,397.



Lafayette Parish Price Points – January 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	0	0	***
\$20,000-\$29,999	0	1	***
\$30,000-\$39,999	1	0	0.0
\$40,000-\$49,999	0	3	***
\$50,000-\$59,999	1	2	2.0
\$60,000-\$69,999	2	1	0.5
\$70,000-\$79,999	1	3	3.0
\$80,000-\$89,999	0	4	***
\$90,000-\$99,999	4	8	2.0
\$100,000-\$109,999	5	4	0.8
\$110,000-\$119,999	5	8	1.6
\$120,000-\$129,999	1	10	10.0
\$130,000-\$139,999	4	12	3.0
\$140,000-\$149,999	4	8	2.0
\$150,000-\$159,999	2	10	5.0
\$160,000-\$169,999	2	14	7.0
\$170,000-\$179,999	2	16	8.0
\$180,000-\$189,999	12	19	1.6
\$190,000-\$199,999	5	22	4.4
\$200,000-\$219,999	17	35	2.1
\$220,000-\$239,999	18	108	6.0
\$240,000-\$259,999	24	108	4.5
\$260,000-\$279,999	17	97	5.7
\$280,000-\$299,999	12	59	4.9
\$300,000-\$349,999	13	96	7.4
\$350,000-\$399,999	14	70	5.0
\$400,000-\$449,999	9	33	3.7
\$450,000-\$499,999	3	42	14.0
\$500,000-\$549,999	2	23	11.5
\$550,000-\$599,999	2	26	13.0
\$600,000-\$699,999	4	23	5.8
\$700,000-\$799,999	4	23	5.8
\$800,000-\$899,999	0	8	***
\$900,000-\$999,999	1	7	7.0
\$1,000,000-\$1,499,999	3	21	7.0
\$1,500,000-\$1,999,999	0	6	***
\$2,000,000 & over	0	7	***
	194	937	4.8

\$0 - \$149,999:

14% of all sales reported in this range

7% of all active listings

28 total sales vs 64 actives

2.29 - month supply of inventory

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

57% of all sales reported in this range

52% of all active listings

111 total sales vs 488 actives

4.40 - month supply of inventory

\$300,000 and above:

28% of all sales reported in this range

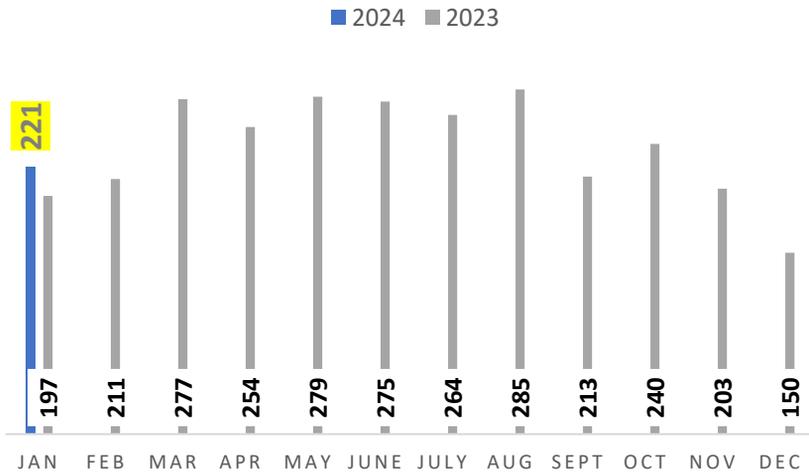
41% of all active listings

55 total sales vs 385 actives

21.00 - month supply of inventory



Lafayette Resale Homes New Listings

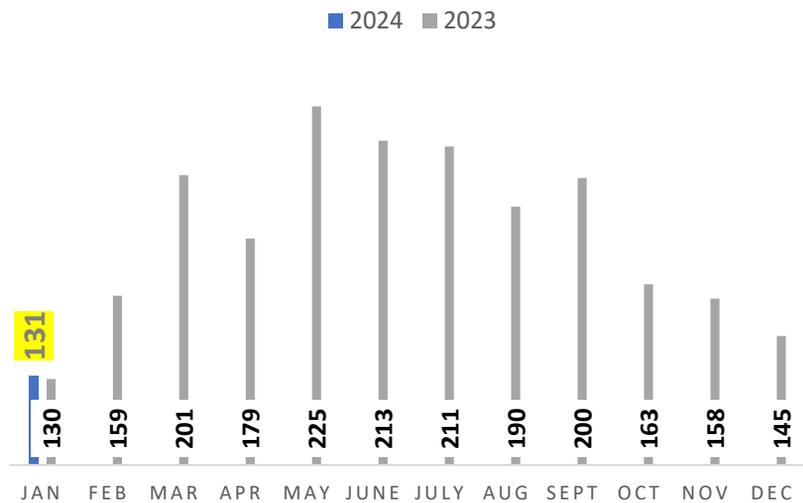


In January 2024 there were 221 Residential resale new listings in Lafayette Parish. That is an **increase** of 11% from resale new listings in January of 2023 and an **increase** of 32% from resale new listings in December 2023.

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

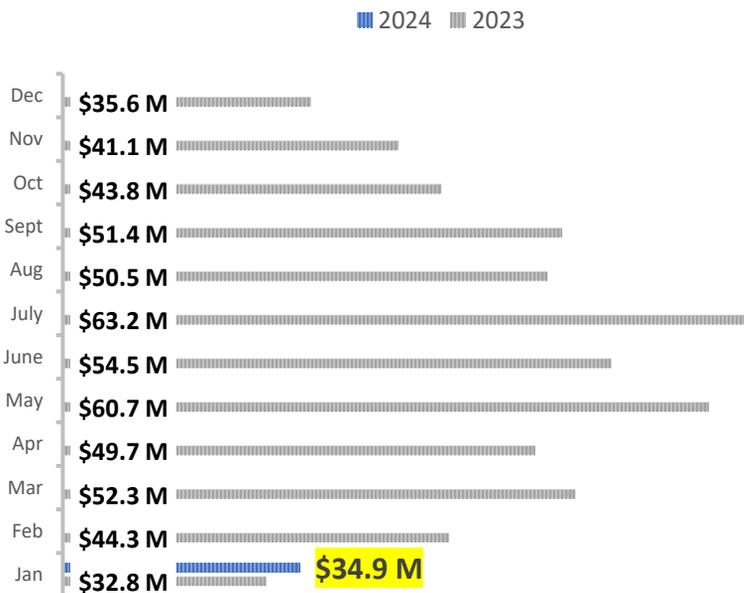
Lafayette Resale Homes Closed Sales

In January 2024 there were 131 total Residential resales in Lafayette Parish. That is an **increase** of <1% from resale units sold in January of 2023, but a **decrease** of 10% from resale units sold in December 2023. Average days on market in the month of January for resales in Lafayette Parish was 52.



Lafayette Resale Homes Dollar Volume

In January 2024, the total Residential resale closed volume for resales was \$34,914,950 in Lafayette Parish. That is a 6% **increase** from January 2023, and a **decrease** of 2% from December 2023. Average Sales Price in January for resales in Lafayette Parish was \$266,526.



Lafayette Parish Resale Homes Price Points – January 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	0	0	***
\$20,000-\$29,999	0	1	***
\$30,000-\$39,999	1	0	0.0
\$40,000-\$49,999	0	3	***
\$50,000-\$59,999	1	2	2.0
\$60,000-\$69,999	2	1	0.5
\$70,000-\$79,999	1	3	3.0
\$80,000-\$89,999	0	4	***
\$90,000-\$99,999	4	8	2.0
\$100,000-\$109,999	5	4	0.8
\$110,000-\$119,999	5	8	1.6
\$120,000-\$129,999	1	10	10.0
\$130,000-\$139,999	4	11	2.8
\$140,000-\$149,999	4	8	2.0
\$150,000-\$159,999	2	9	4.5
\$160,000-\$169,999	2	14	7.0
\$170,000-\$179,999	2	16	8.0
\$180,000-\$189,999	11	12	1.1
\$190,000-\$199,999	5	18	3.6
\$200,000-\$219,999	16	27	1.7
\$220,000-\$239,999	12	44	3.7
\$240,000-\$259,999	10	39	3.9
\$260,000-\$279,999	7	42	6.0
\$280,000-\$299,999	4	16	4.0
\$300,000-\$349,999	7	49	7.0
\$350,000-\$399,999	7	44	6.3
\$400,000-\$449,999	5	16	3.2
\$450,000-\$499,999	2	16	8.0
\$500,000-\$549,999	1	16	16.0
\$550,000-\$599,999	1	16	16.0
\$600,000-\$699,999	3	13	4.3
\$700,000-\$799,999	3	17	5.7
\$800,000-\$899,999	0	5	***
\$900,000-\$999,999	1	5	5.0
\$1,000,000 & over	2	26	13.0
	131	523	4.0

\$0 - \$149,999:

21% of all sales reported in this range

12% of all active listings

28 total sales vs 63 actives

2.25 - month supply of inventory

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

54% of all sales reported in this range

45% of all active listings

71 total sales vs 237 actives

3.34 - month supply of inventory

\$300,000 and above:

24% of all sales reported in this range

43% of all active listings

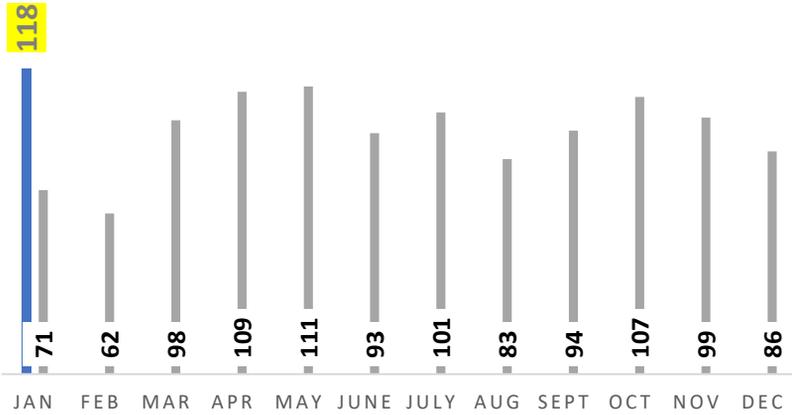
32 total sales vs 223 actives

6.97 - month supply of inventory



Lafayette New Construction New Listings

■ 2024 ■ 2023



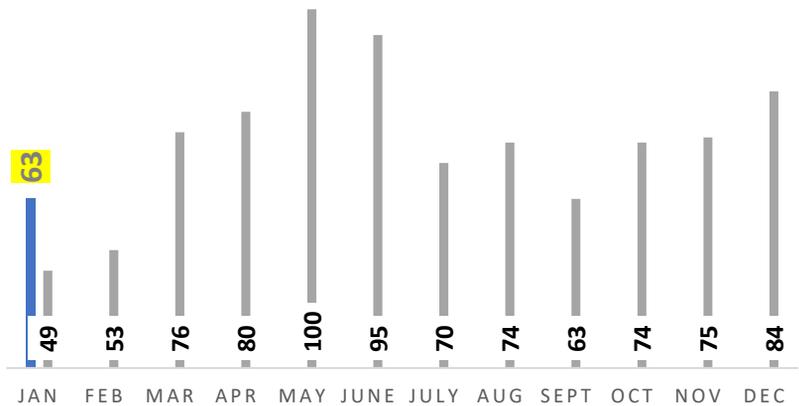
In January 2024 there were 118 new construction listings in Lafayette Parish. That is an **increase** of 40% from new construction listings in January of 2023 and an **increase** of 27% from new construction listings in December 2023.

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

Lafayette New Construction Closed Sales

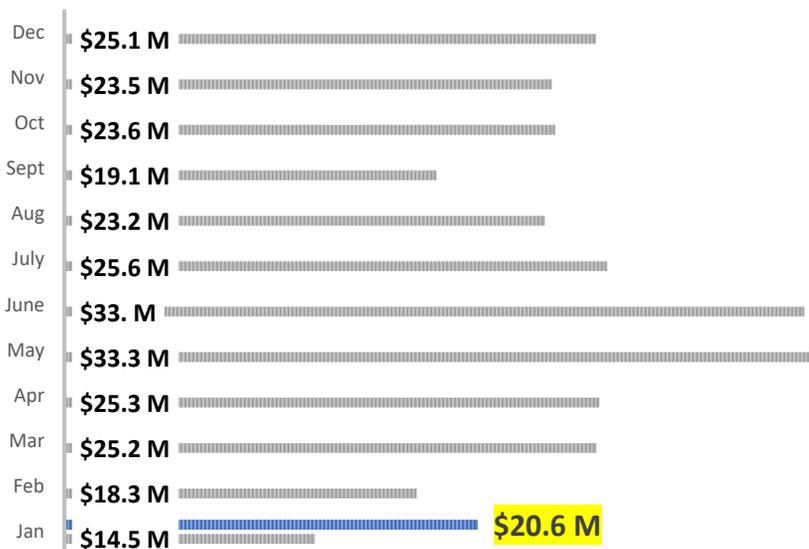
■ 2024 ■ 2023

In January 2024 there were 63 total new construction sales in Lafayette Parish. That is an **increase** of 22% from new construction units sold in January of 2023, but a **decrease** of 25% from new construction units sold in December 2023. Average days on market in the month of January in Lafayette Parish for new construction was 109.



Lafayette New Construction Dollar Volume

■ 2024 ■ 2023



In January 2024, the total new construction closed volume was \$20,646,161 in Lafayette Parish. That is a 30% **increase** from January 2023, and a **decrease** of 18% from December 2023. Average Sales Price in January for new construction in Lafayette Parish was \$327,716.



Lafayette Parish New Construction Price Points – January 2024

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	1	***
\$140,000-\$149,999	0	0	***
\$150,000-\$159,999	0	1	***
\$160,000-\$169,999	0	0	***
\$170,000-\$179,999	0	0	***
\$180,000-\$189,999	1	7	7.0
\$190,000-\$199,999	0	4	***
\$200,000-\$219,999	1	8	8.0
\$220,000-\$239,999	6	64	10.7
\$240,000-\$259,999	14	69	4.9
\$260,000-\$279,999	10	55	5.5
\$280,000-\$299,999	8	43	5.4
\$300,000-\$349,999	6	47	7.8
\$350,000-\$399,999	7	26	3.7
\$400,000-\$449,999	4	17	4.3
\$450,000-\$499,999	1	26	26.0
\$500,000-\$549,999	1	7	7.0
\$550,000-\$599,999	1	10	10.0
\$600,000-\$699,999	1	10	10.0
\$700,000-\$799,999	1	6	6.0
\$800,000-\$899,999	0	3	***
\$900,000-\$999,999	0	2	***
\$1,000,000 & over	1	8	8.0
	63	414	6.6

\$0 - \$149,999:

0% of all sales reported in this range

<1% of all active listings

0 total sales vs 1 actives

0 - month supply of inventory

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

63% of all sales reported in this range

61% of all active listings

40 total sales vs 251 actives

6.28 - month supply of inventory

\$300,000 and above:

37% of all sales reported in this range

39% of all active listings

23 total sales vs 162 actives

7.04 - month supply of inventory



Lafayette Parish Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	268	339	26%
Closed Sales	179	194	8%
Days on Market	65	70	8%
Average Sales Price	\$264,331	\$286,397	8%

Lafayette Parish Resale Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	197	221	12%
Closed Sales	130	131	1%
Days on Market	50	52	4%
Average Sales Price	\$252,445	\$266,526	6%

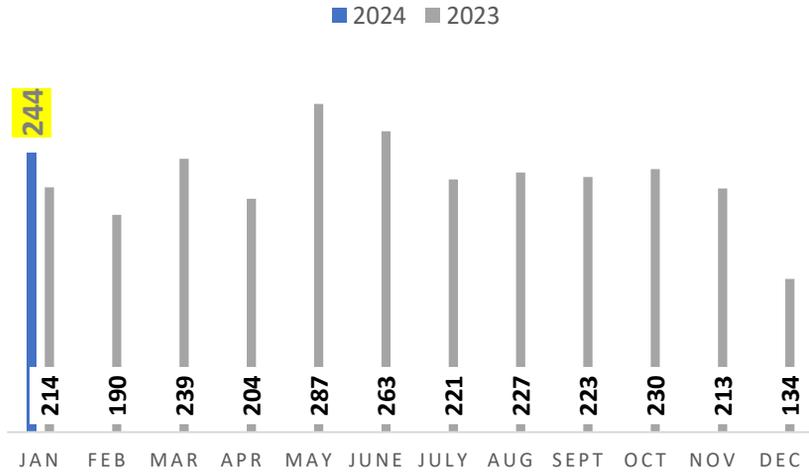
Lafayette Parish New Construction Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	71	118	66%
Closed Sales	49	63	29%
Days on Market	104	109	5%
Average Sales Price	\$295,865	\$327,716	11%

Out of Parish



Out of Parish New Listings

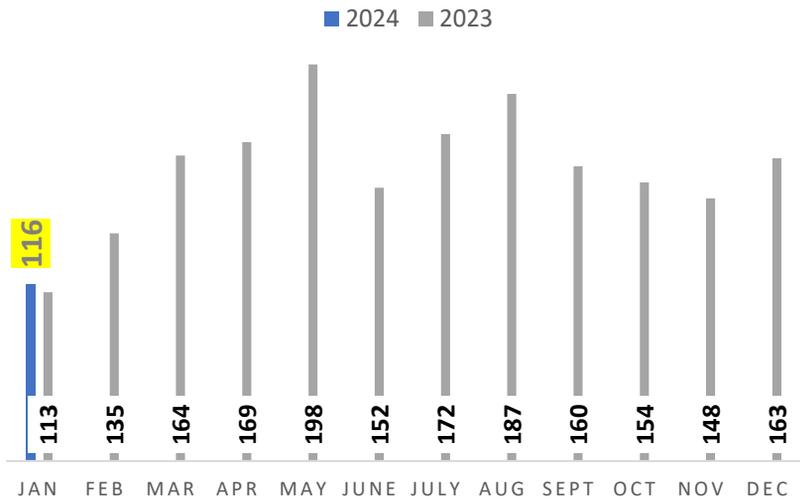


In January 2024 there were 244 Residential out of Parish new listings. That is an **increase** of 12% from new listings in January of 2023 and an **increase** of 45% from new listings in December 2023.

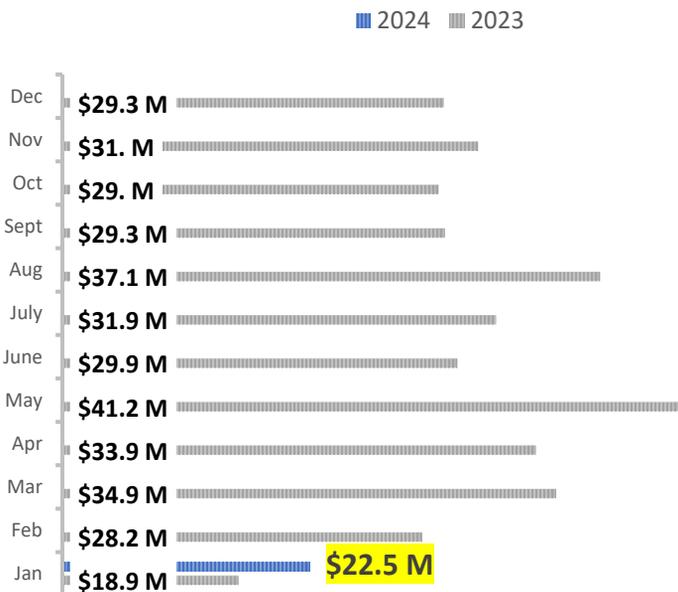
* Any listing with a List date within the reported month range is considered a New Listing.

Out of Parish Closed Sales

In January 2024 there were 116 total Residential out of Parish sales. That is an **increase** of 3% from out of Parish units sold in January of 2023, but a **decrease** of 29% from out of Parish units sold in December 2023. Average days on market for out of Parish in the month of January was 107.



Out of Parish Dollar Volume



In January 2024, the total Residential out of Parish closed volume was \$22,502,318. That is a 16% **increase** from January 2023, but a **decrease** of 23% from December 2023. Average Sales Price in January for out of Parish was \$193,985.

Out of Parish Price Points – January 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	2	2	1.0
\$20,000-\$29,999	4	5	1.3
\$30,000-\$39,999	5	5	1.0
\$40,000-\$49,999	0	12	***
\$50,000-\$59,999	6	14	2.3
\$60,000-\$69,999	3	22	7.3
\$70,000-\$79,999	3	19	6.3
\$80,000-\$89,999	6	23	3.8
\$90,000-\$99,999	3	16	5.3
\$100,000-\$109,999	0	16	***
\$110,000-\$119,999	2	30	15.0
\$120,000-\$129,999	4	30	7.5
\$130,000-\$139,999	4	27	6.8
\$140,000-\$149,999	6	18	3.0
\$150,000-\$159,999	4	26	6.5
\$160,000-\$169,999	1	19	19.0
\$170,000-\$179,999	4	23	5.8
\$180,000-\$189,999	1	35	35.0
\$190,000-\$199,999	1	33	33.0
\$200,000-\$219,999	15	36	2.4
\$220,000-\$239,999	14	94	6.7
\$240,000-\$259,999	8	52	6.5
\$260,000-\$279,999	5	26	5.2
\$280,000-\$299,999	0	18	***
\$300,000-\$349,999	6	28	4.7
\$350,000-\$399,999	2	17	8.5
\$400,000-\$449,999	2	15	7.5
\$450,000-\$499,999	0	10	***
\$500,000-\$549,999	2	7	3.5
\$550,000-\$599,999	1	10	10.0
\$600,000-\$699,999	0	9	***
\$700,000-\$799,999	1	9	9.0
\$800,000-\$899,999	0	6	***
\$900,000-\$999,999	0	4	***
\$1,000,000 & over	1	11	11.0
	116	727	6.3

\$0 - \$149,999:

41% of all sales reported in this range
 33% of all active listings
 48 total sales vs 239 actives
 4.98 - month supply of inventory

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

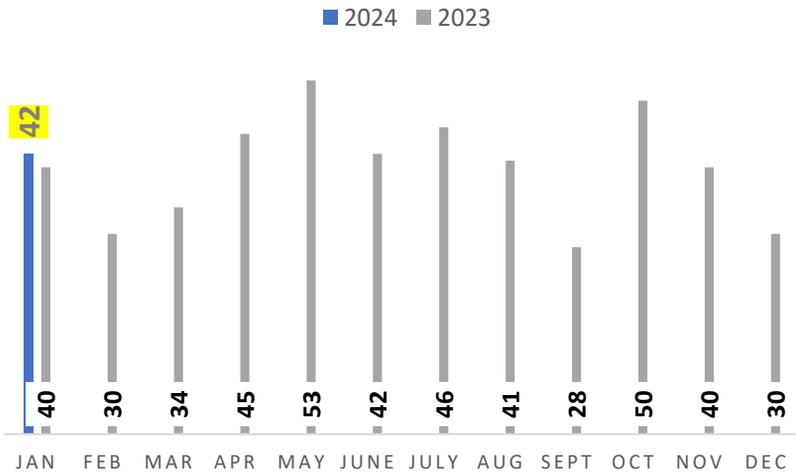
46% of all sales reported in this range
 50% of all active listings
 53 total sales vs 362 actives
 6.83 - month supply of inventory

\$300,000 and above:

13% of all sales reported in this range
 17% of all active listings
 15 total sales vs 126 actives
 8.40 - month supply of inventory



Out of Parish New Construction New Listings

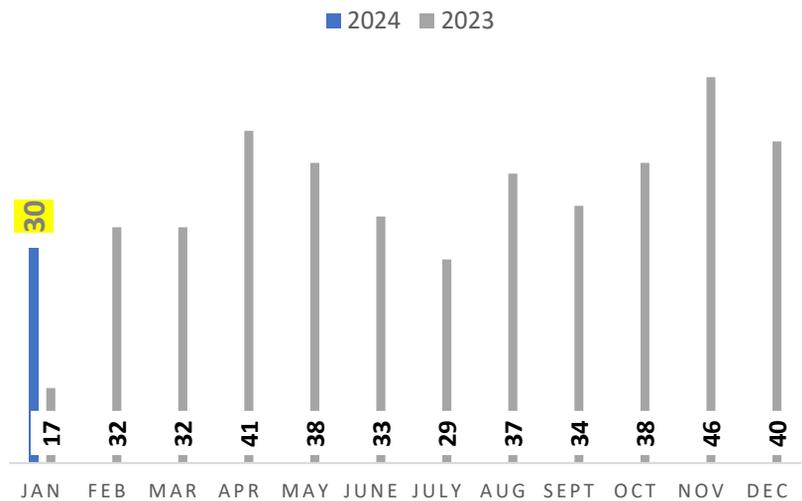


In January 2024 there were 42 Residential new construction out of Parish listings. That is an **increase** of 5% from new listings in January of 2023 and an **increase** of 29% from new listings in December 2023.

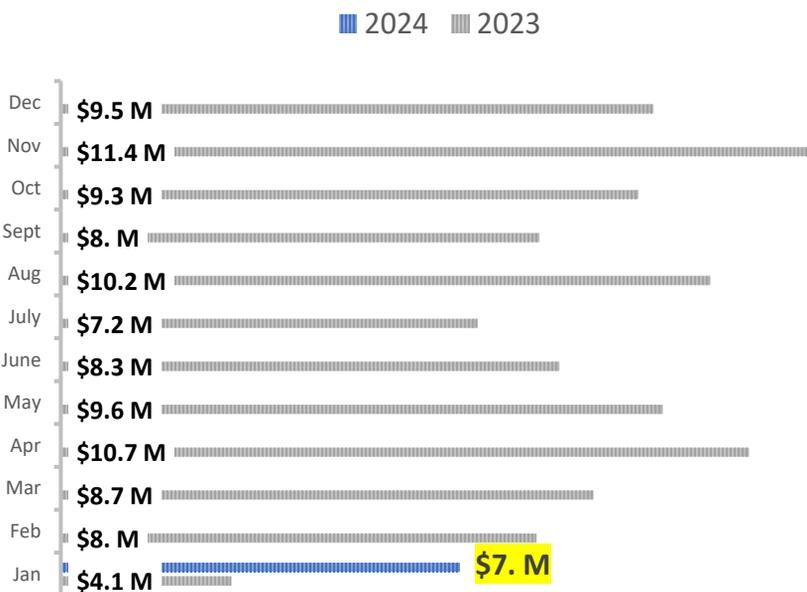
* Any listing with a List date within the reported month range is considered a New Listing.

Out of Parish New Construction Closed Sales

In January 2024 there were 30 total Residential new construction out of Parish sales. That is an **increase** of 43% from units sold in January of 2023, but a **decrease** of 25% from units sold in December 2023. Average days on market in the month of January for new construction out of Parish was 99.



Out of Parish New Construction Dollar Volume



In January 2024, the total Residential new construction out of Parish closed volume was \$7,019,394. That is a 41% **increase** from January 2023, but a **decrease** of 26% from December 2023. Average Sales Price in January for new construction out of Parish was \$233,979.

Out of Parish New Construction Price Points – January 2024

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	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	3	3.0
\$160,000-\$169,999	0	0	***
\$170,000-\$179,999	0	1	***
\$180,000-\$189,999	0	4	***
\$190,000-\$199,999	1	3	3.0
\$200,000-\$219,999	9	9	1.0
\$220,000-\$239,999	12	60	5.0
\$240,000-\$259,999	4	34	8.5
\$260,000-\$279,999	0	10	***
\$280,000-\$299,999	0	5	***
\$300,000-\$349,999	2	7	3.5
\$350,000-\$399,999	1	4	4.0
\$400,000-\$449,999	0	1	***
\$450,000-\$499,999	0	0	***
\$500,000-\$549,999	0	1	***
\$550,000-\$599,999	0	1	***
\$600,000-\$699,999	0	2	***
\$700,000-\$799,999	0	3	***
\$800,000-\$899,999	0	0	***
\$900,000-\$999,999	0	0	***
\$1,000,000 & over	0	0	***
	30	149	5.0

\$0 - \$149,999:

0% of all sales reported in this range

<1% of all active listings

0 total sales vs 1 actives

0 - month supply of inventory

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

90% of all sales reported in this range

87% of all active listings

27 total sales vs 129 actives

4.78 - month supply of inventory

\$300,000 and above:

10% of all sales reported in this range

13% of all active listings

3 total sales vs 19 actives

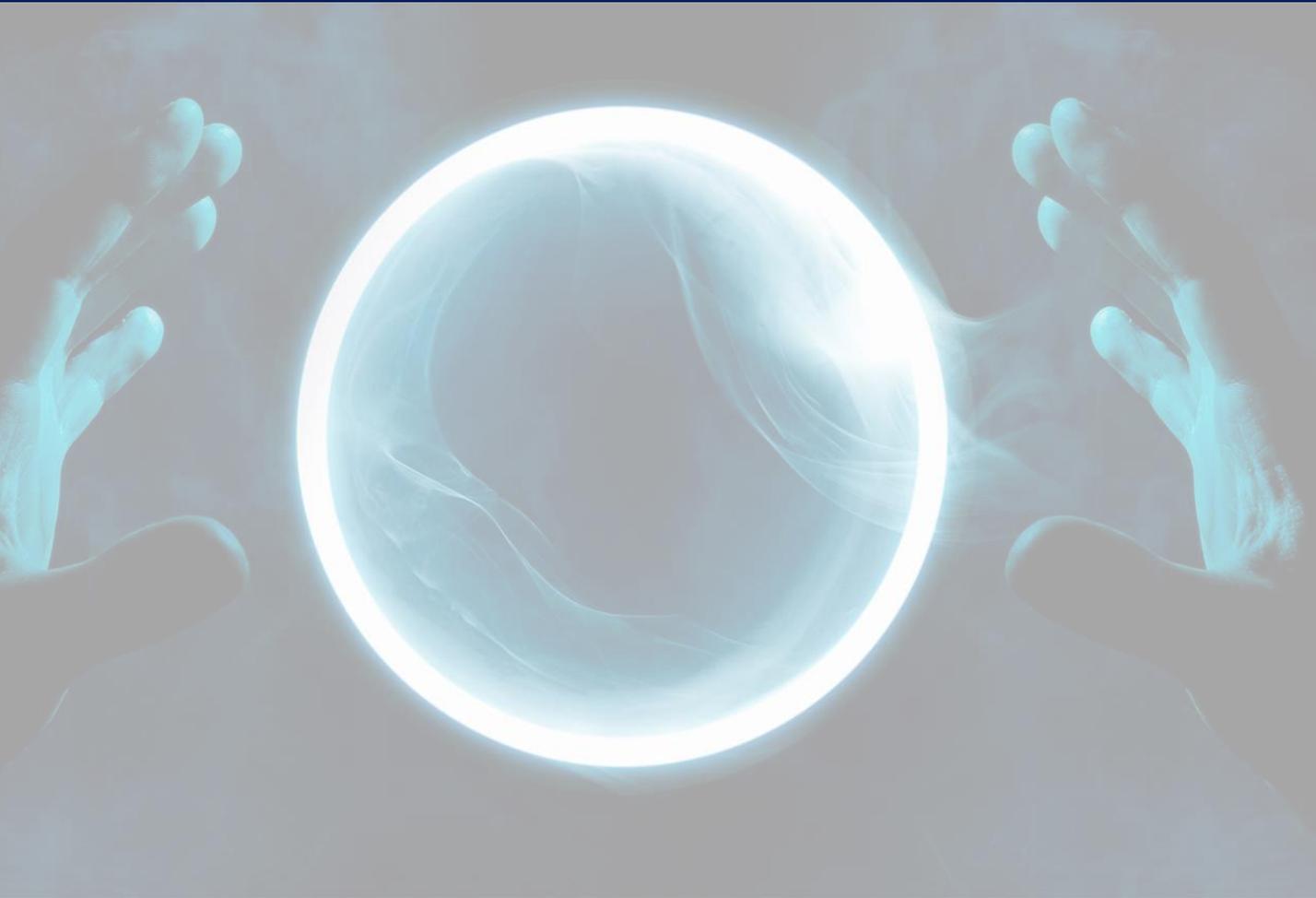
6.33 - month supply of inventory

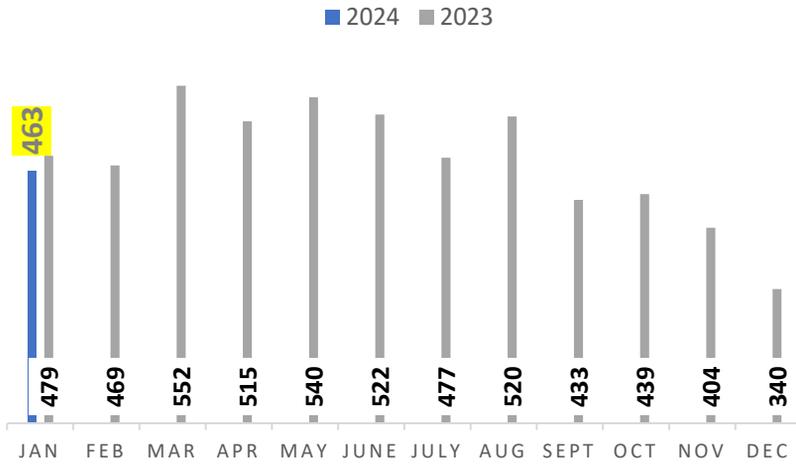
	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	214	244	14%
Closed Sales	113	116	3%
Days on Market	62	107	73%
Average Sales Price	\$167,236	\$193,985	16%

Out of Parish New Construction Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	40	42	5%
Closed Sales	17	30	76%
Days on Market	72	99	38%
Average Sales Price	\$243,904	\$233,979	-4%

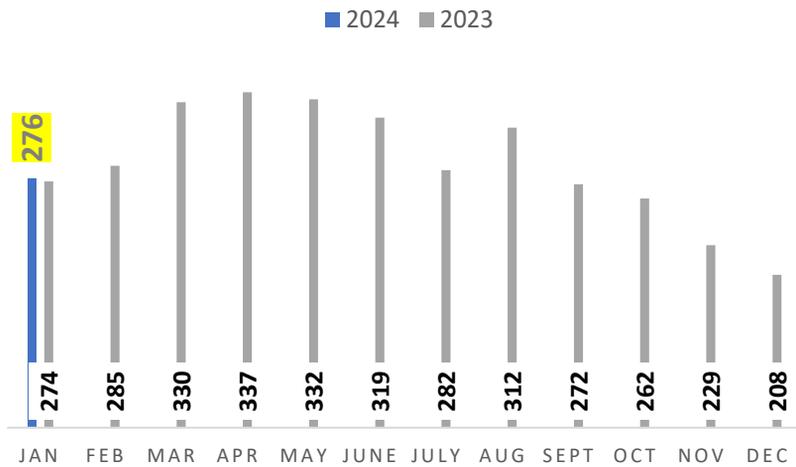
Predictions





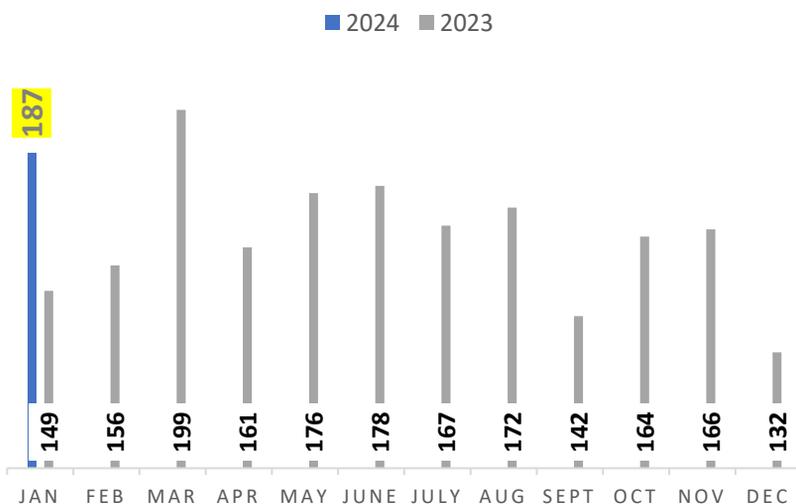
Pending sales across Acadiana are **down** 3% from January last year. Compared to December 2023 they are **up** by 27%.

Lafayette Parish Pendingings



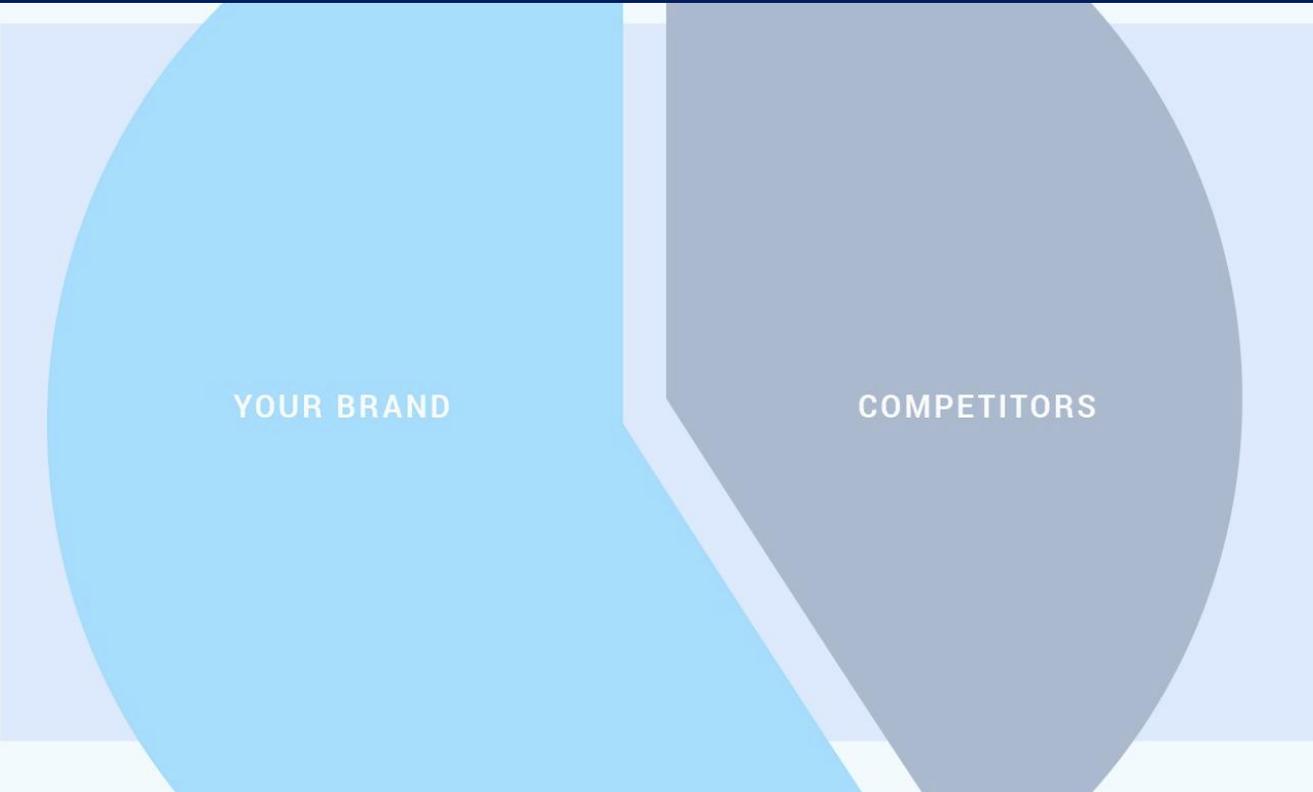
Pending sales in Lafayette Parish are **up** <1% from January last year. Compared to December 2023 they are **up** by 25%.

Out of Parish Pendingings



Pending sales out of Parish are **up** 20% from January last year. Compared to December 2023 they are **up** by 29%.

Market Penetration



YOUR BRAND

COMPETITORS

Top 10 Listing Companies in Acadiana – January 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Real Broker, LLC (I001335)	35.0	10,439,705	298,277	11.29	13.37
2	Latter & Blum (I001163)	24.0	8,765,059	365,211	7.74	11.23
3	EXP Realty, LLC (exprealty)	36.0	8,467,300	235,203	11.61	10.85
4	Keller Williams Realty Acadiana (I000906)	32.5	7,194,000	221,354	10.48	9.22
5	Keaty Real Estate Team (I000932)	24.0	7,119,199	296,633	7.74	9.12
6	Cicero Realty LLC (I001234)	25.0	6,479,284	259,171	8.06	8.30
7	Lamplighter Realty, LLC (I001186)	14.0	4,246,287	303,306	4.52	5.44
8	Dwight Andrus Real Estate Agency, LLC (I001261)	4.0	2,190,000	547,500	1.29	2.81
9	Reliance Real Estate Group (I001039)	5.0	1,912,000	382,400	1.61	2.45
10	Century 21 Action Realty (I001065)	7.0	1,607,825	229,689	2.26	2.06

Top 10 Listing OR Selling Companies in Acadiana – January 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	EXP Realty, LLC (exprealty)	95.0	23,054,329	242,677	15.32	14.77
2	Latter & Blum (I001163)	56.0	19,290,578	344,475	9.03	12.36
3	Real Broker, LLC (I001335)	67.0	18,371,455	274,201	10.81	11.77
4	Keller Williams Realty Acadiana (I000906)	72.5	16,848,679	232,396	11.69	10.79
5	Keaty Real Estate Team (I000932)	51.0	14,489,997	284,118	8.23	9.28
6	Cicero Realty LLC (I001234)	28.0	7,223,424	257,979	4.52	4.63
7	Lamplighter Realty, LLC (I001186)	14.0	4,246,287	303,306	2.26	2.72
8	Hargroder Real Estate Group (I001199)	7.0	3,596,000	513,714	1.13	2.30
9	Non-Mbr Office/Seller (I90001)	15.5	3,511,145	226,525	2.50	2.25
10	HUNCO Real Estate (I001141)	13.0	3,492,885	268,683	2.10	2.24

Top 10 Listing Companies in Lafayette Parish – January 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Latter & Blum (I001163)	19.0	8,086,060	425,582	9.79	14.55
2	Real Broker, LLC (I001335)	25.0	8,062,710	322,508	12.89	14.51
3	EXP Realty, LLC (exprealty)	23.0	6,103,900	265,387	11.86	10.99
4	Cicero Realty LLC (I001234)	19.0	5,122,329	269,596	9.79	9.22
5	Keller Williams Realty Acadiana (I000906)	19.5	4,696,000	240,821	10.05	8.45
6	Keaty Real Estate Team (I000932)	15.0	4,315,700	287,713	7.73	7.77
7	Lamplighter Realty, LLC (I001186)	12.0	3,549,812	295,818	6.19	6.39
8	Dwight Andrus Real Estate Agency, LLC (I001261)	4.0	2,190,000	547,500	2.06	3.94
9	Reliance Real Estate Group (I001039)	5.0	1,912,000	382,400	2.58	3.44
10	HUNCO Real Estate (I001141)	5.0	1,099,500	219,900	2.58	1.98

Top 10 Listing OR Selling Companies in Lafayette Parish – January 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Latter & Blum (I001163)	46.0	17,756,204	386,004	11.86	15.98
2	EXP Realty, LLC (exprealty)	59.0	16,405,140	278,053	15.21	14.76
3	Real Broker, LLC (I001335)	46.0	14,289,965	310,651	11.86	12.86
4	Keller Williams Realty Acadiana (I000906)	44.5	11,252,814	252,872	11.47	10.13
5	Keaty Real Estate Team (I000932)	33.0	9,813,999	297,394	8.51	8.83
6	Cicero Realty LLC (I001234)	20.0	5,403,899	270,195	5.15	4.86
7	Lamplighter Realty, LLC (I001186)	12.0	3,549,812	295,818	3.09	3.19
8	HUNCO Real Estate (I001141)	12.0	3,273,895	272,825	3.09	2.95
9	Dwight Andrus Real Estate Agency, LLC (I001261)	5.0	2,660,000	532,000	1.29	2.39
10	Non-Mbr Office/Seller (I90001)	9.5	2,455,500	258,474	2.45	2.21