

COMPASS

Acadiana
Market Report
July 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.)*

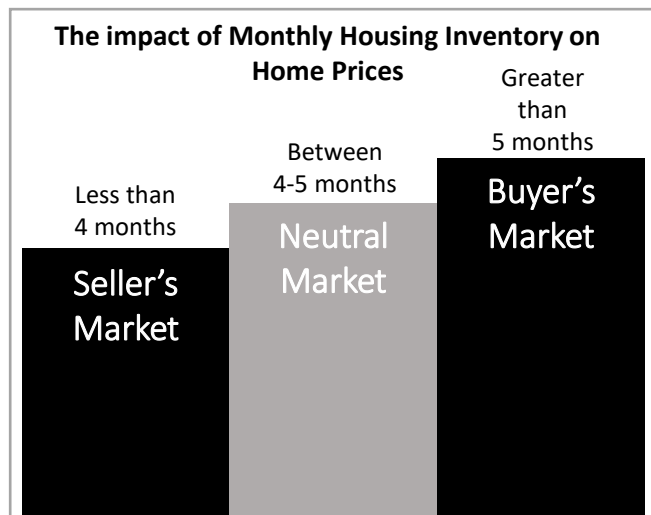
Market Penetration: The extent to which a company is recognized in a particular market.

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

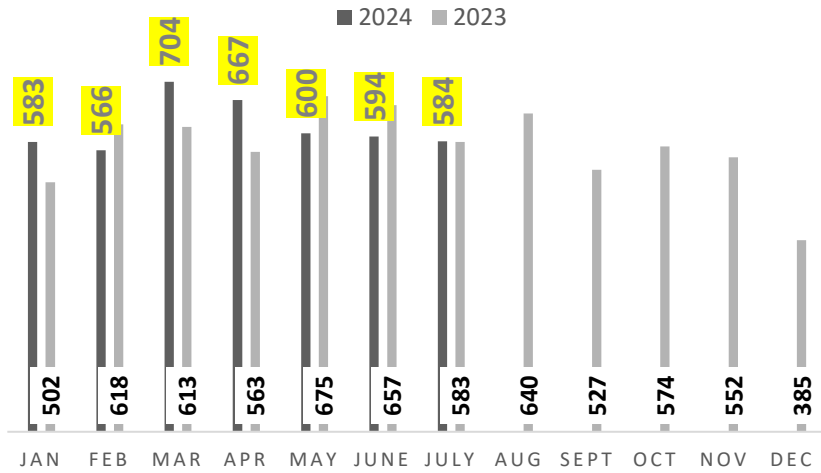
Buyer's Market: housing market where the supply exceeds the demand



Acadiana



Acadiana New Listings

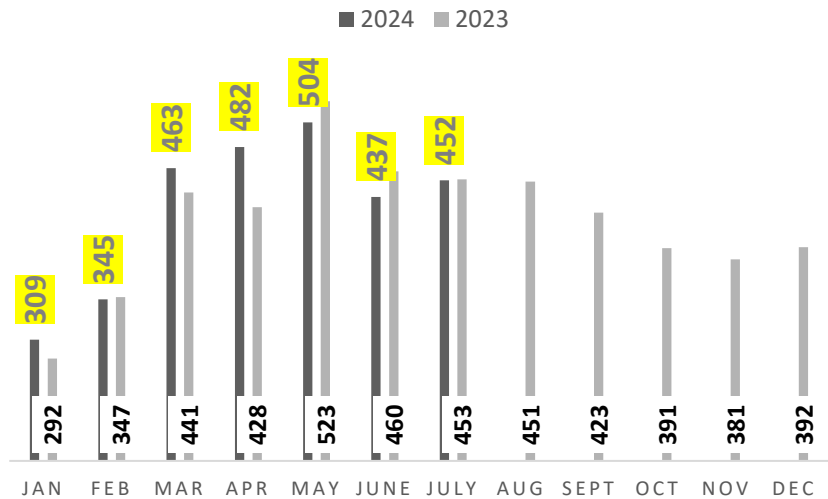


In July 2024 there were 584 new Residential listings in Acadiana. That is an **increase** of <1% from new listings in July of 2023 but a **decrease** of 2% from new listings in June 2024. Total for 2024 YTD is 4,298 versus 4,211 in 2023 which is a 2% **increase**.

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

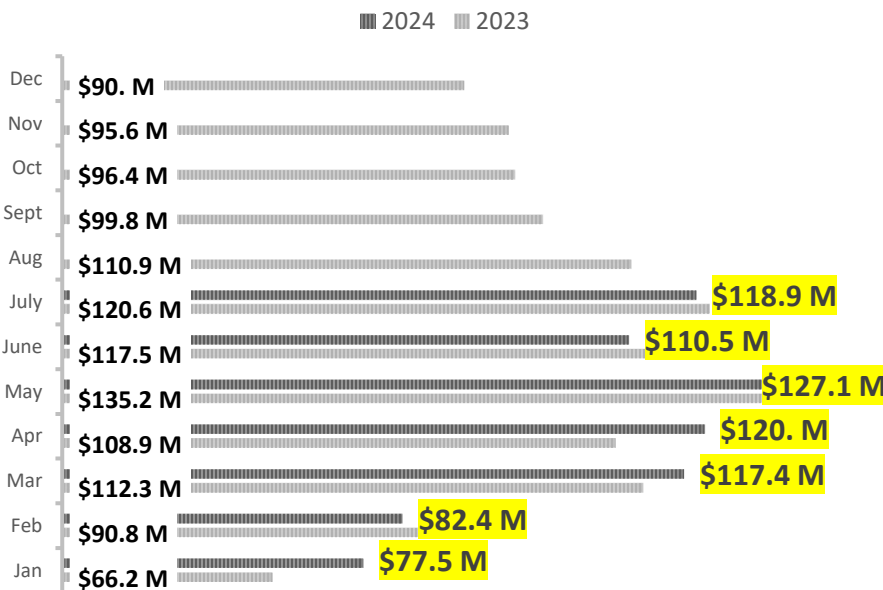
Acadiana Closed Sales

In July 2024 there were 452 total Residential sales in Acadiana. That is a **decrease** of <1% from units sold in July of 2023, but an **increase** of 3% from units sold in June 2024. Total for 2024 YTD is 2,992 versus 2,944 in 2023 which is a 2% **increase**. Average days on market in the month of July across Acadiana was 74.



Acadiana Dollar Volume

In July 2024, the total Residential closed volume was \$118,921,115 across Acadiana. That is a 1% **decrease** from July 2023, but an **increase** of 7% from June 2024. Total for 2024 YTD is \$753,815,505 versus \$751,488,968 in 2023 which is a <1% **increase**. Average Sales Price in July across Acadiana was \$263,099.



Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	18	3	1.2
\$20,000-\$29,999	22	6	1.9
\$30,000-\$39,999	29	13	3.1
\$40,000-\$49,999	22	19	6.0
\$50,000-\$59,999	43	20	3.3
\$60,000-\$69,999	37	31	5.9
\$70,000-\$79,999	58	31	3.7
\$80,000-\$89,999	45	25	3.9
\$90,000-\$99,999	55	41	5.2
\$100,000-\$109,999	46	27	4.1
\$110,000-\$119,999	57	26	3.2
\$120,000-\$129,999	63	40	4.4
\$130,000-\$139,999	80	34	3.0
\$140,000-\$149,999	73	32	3.1
\$150,000-\$159,999	87	41	3.3
\$160,000-\$169,999	69	46	4.7
\$170,000-\$179,999	101	32	2.2
\$180,000-\$189,999	120	45	2.6
\$190,000-\$199,999	91	43	3.3
\$200,000-\$219,999	227	114	3.5
\$220,000-\$239,999	340	203	4.2
\$240,000-\$259,999	294	168	4.0
\$260,000-\$279,999	191	109	4.0
\$280,000-\$299,999	143	112	5.5
\$300,000-\$349,999	196	176	6.3
\$350,000-\$399,999	167	108	4.5
\$400,000-\$449,999	77	61	5.5
\$450,000-\$499,999	61	60	6.9
\$500,000-\$549,999	43	28	4.6
\$550,000-\$599,999	32	28	6.1
\$600,000-\$699,999	30	34	7.9
\$700,000-\$799,999	25	32	9.0
\$800,000-\$899,999	16	24	10.5
\$900,000-\$999,999	10	19	13.3
\$1,000,000 & over	24	54	15.8
	2992	1885	4.4

\$0 - \$149,999:

22% of all sales reported in this range

18% of all active listings

648 total sales vs 348 actives

3.76 - month supply of inventory

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

56% of all sales reported in this range

49% of all active listings

1663 total sales vs 913 actives

3.84 - month supply of inventory

\$300,000 and above:

23% of all sales reported in this range

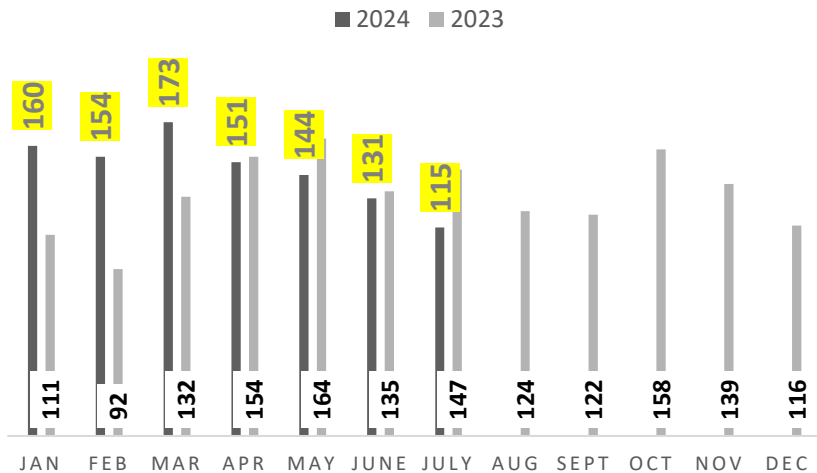
33% of all active listings

681 total sales vs 624 actives

6.41 - month supply of inventory



Acadiana New Construction New Listings

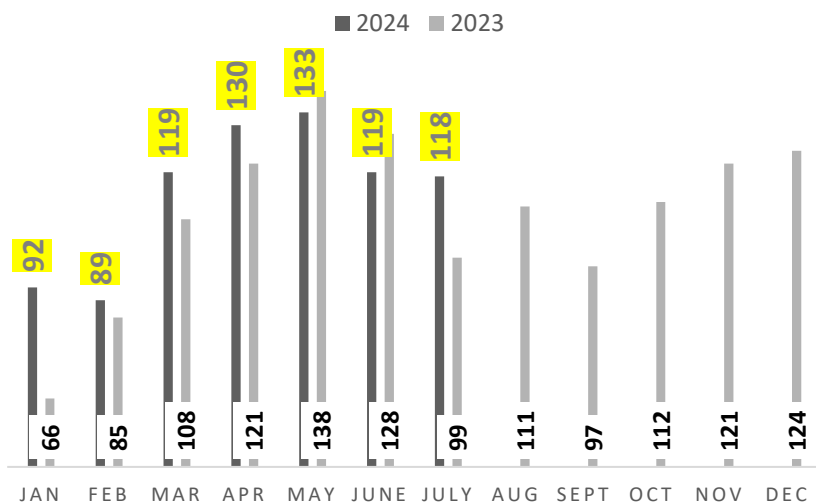


In July 2024 there were 115 new construction listings in Acadiana. That is a **decrease** of 22% from new listings in July 2023, and a **decrease** of 12% from new listings in June 2024. Total for 2024 YTD is 1,028 versus 935 in 2023 which is a 9% **increase**.

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

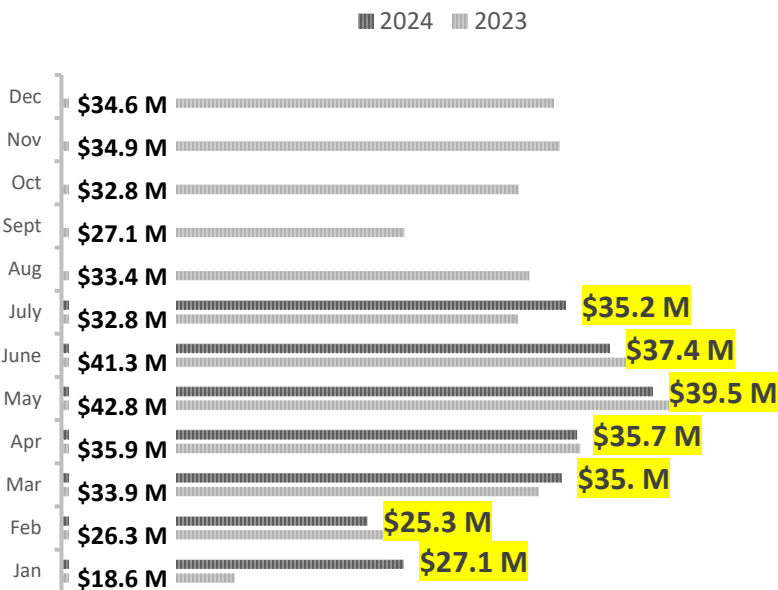
Acadiana New Construction Closed Sales

In July 2024 there were 118 total new construction sales in Acadiana. That is an **increase** of 16% from units sold in July of 2023, but a **decrease** of <1% from units sold in June 2024. Total for 2024 YTD is 800 versus 745 in 2023 which is an 7% **increase**. Average days on market in the month of July for new construction across Acadiana was 98.



Acadiana New Construction Dollar Volume

In July 2024, the total new construction closed volume was \$35,190,922 across Acadiana. That is a 7% **increase** from July 2023, but a **decrease** of 6% from June 2024. Total for 2024 YTD is \$235,235,205 versus \$231,671,835 in 2023 which is a 2% **increase**. Average Sales Price in July for new construction across Acadiana was \$298,228.



Acadiana New Construction Price Points – July 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	1	0	0.0
\$150,000-\$159,999	1	1	6.0
\$160,000-\$169,999	1	2	12.0
\$170,000-\$179,999	1	3	18.0
\$180,000-\$189,999	19	13	4.1
\$190,000-\$199,999	5	14	16.8
\$200,000-\$219,999	60	39	3.9
\$220,000-\$239,999	151	129	5.1
\$240,000-\$259,999	138	110	4.8
\$260,000-\$279,999	78	64	4.9
\$280,000-\$299,999	54	48	5.3
\$300,000-\$349,999	54	81	9.0
\$350,000-\$399,999	53	29	3.3
\$400,000-\$449,999	14	23	9.9
\$450,000-\$499,999	17	12	4.2
\$500,000-\$549,999	10	10	6.0
\$550,000-\$599,999	5	14	16.8
\$600,000-\$699,999	6	9	9.0
\$700,000-\$799,999	5	12	14.4
\$800,000-\$899,999	3	6	12.0
\$900,000-\$999,999	3	5	10.0
\$1,000,000 & over	3	7	14.0
	682	632	5.6

\$0 - \$149,999:

0% of all sales reported in this range

0% of all active listings

1 total sales vs 1 actives

7.00 - month supply of inventory

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

74% of all sales reported in this range

65% of all active listings

589 total sales vs 380 actives

4.52 - month supply of inventory

\$300,000 and above:

26% of all sales reported in this range

35% of all active listings

210 total sales vs 202 actives

6.73 - month supply of inventory

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	4211	4298	2%
Closed Sales	2944	2992	2%
Days on Market	65	73	11%
Average Sales Price	\$255,154	\$257,433	1%

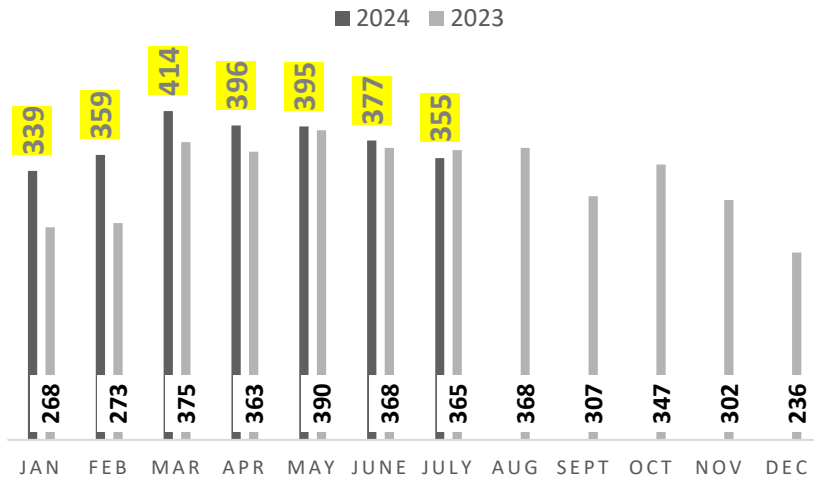
Acadiana New Construction Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	935	1028	10%
Closed Sales	745	800	7%
Days on Market	120	105	-12%
Average Sales Price	\$309,550	\$293,896	-5%

Lafayette Parish



Lafayette New Listings

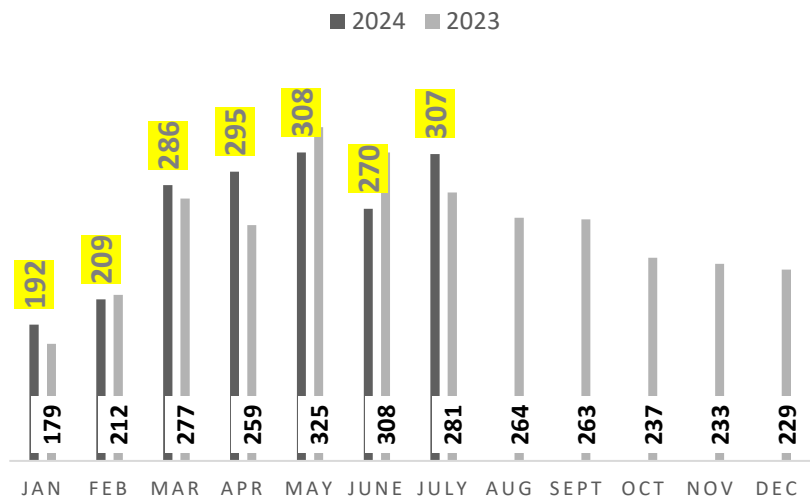


In July 2024 there were 355 new Residential listings in in Lafayette Parish. That is a **decrease** of 3% from new listings in July 2023 and a **decrease** of 6% from new listings in June 2024. Total for 2024 YTD is 2,635 versus 2,402 in 2023 which is an 9% **increase**.

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

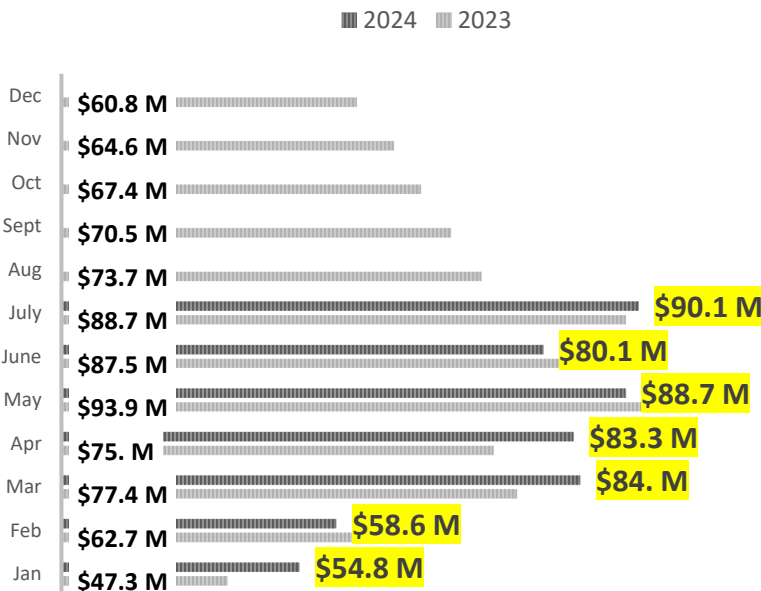
Lafayette Closed Sales

In July 2024 there were 307 total Residential sales in Lafayette Parish. That is an **increase** of 8% from units sold in July of 2023, and an **increase** of 12% from units sold in June 2024. Total for 2024 YTD is 1,867 versus 1,841 in 2023 which is a 1% **increase**. Average days on market in the month of July in Lafayette Parish was 68.



Lafayette Dollar Volume

In July 2024, the total Residential closed volume was \$90,055,915 in Lafayette Parish. That is a 1% **increase** from July 2023, and an **increase** of 11% from June 2024. Total for 2024 YTD is \$539,541,101 versus \$532,644,877 in 2023 which is a 1% **increase**. Average Sales Price in July in Lafayette Parish was \$293,341.



Lafayette Parish Price Points – July 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	1	0	0.0
\$20,000-\$29,999	0	0	***
\$30,000-\$39,999	3	0	0.0
\$40,000-\$49,999	6	2	2.3
\$50,000-\$59,999	8	4	3.5
\$60,000-\$69,999	11	3	1.9
\$70,000-\$79,999	26	2	0.5
\$80,000-\$89,999	21	6	2.0
\$90,000-\$99,999	22	15	4.8
\$100,000-\$109,999	25	10	2.8
\$110,000-\$119,999	18	7	2.7
\$120,000-\$129,999	22	11	3.5
\$130,000-\$139,999	35	7	1.4
\$140,000-\$149,999	29	9	2.2
\$150,000-\$159,999	33	14	3.0
\$160,000-\$169,999	36	12	2.3
\$170,000-\$179,999	55	11	1.4
\$180,000-\$189,999	72	28	2.7
\$190,000-\$199,999	57	20	2.5
\$200,000-\$219,999	134	56	2.9
\$220,000-\$239,999	223	109	3.4
\$240,000-\$259,999	217	106	3.4
\$260,000-\$279,999	148	86	4.1
\$280,000-\$299,999	106	73	4.8
\$300,000-\$349,999	152	134	6.2
\$350,000-\$399,999	135	65	3.4
\$400,000-\$449,999	62	47	5.3
\$450,000-\$499,999	52	38	5.1
\$500,000-\$549,999	35	24	4.8
\$550,000-\$599,999	26	21	5.7
\$600,000-\$699,999	29	24	5.8
\$700,000-\$799,999	21	26	8.7
\$800,000-\$899,999	16	20	8.8
\$900,000-\$999,999	10	15	10.5
\$1,000,000-\$1,499,999	18	19	7.4
\$1,500,000-\$1,999,999	1	7	49.0
\$2,000,000 & over	2	12	42.0
	1867	1043	3.9

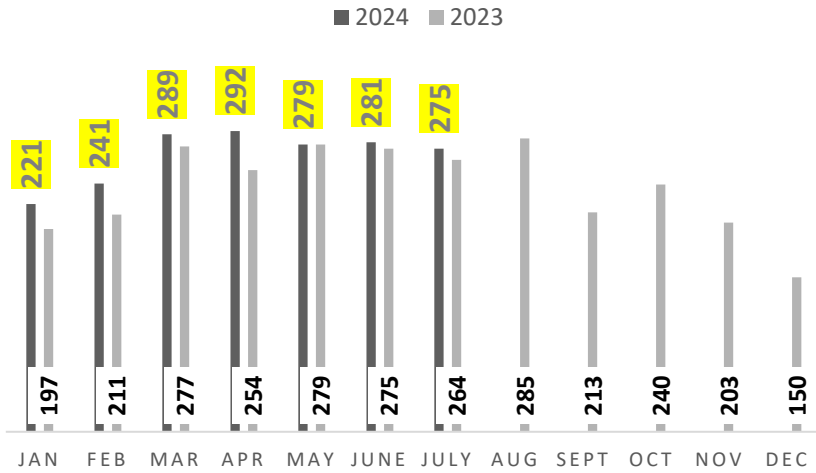
\$0 - \$149,999:
 12% of all sales reported in this range
 7% of all active listings
 227 total sales vs 76 actives
 2.34 - month supply of inventory

\$150,000 - \$299,999:
 58% of all sales reported in this range
 49% of all active listings
 1081 total sales vs 515 actives
 3.33 - month supply of inventory

\$300,000 and above:
 30% of all sales reported in this range
 43% of all active listings
 559 total sales vs 452 actives
 5.66 - month supply of inventory



Lafayette Resale Homes New Listings

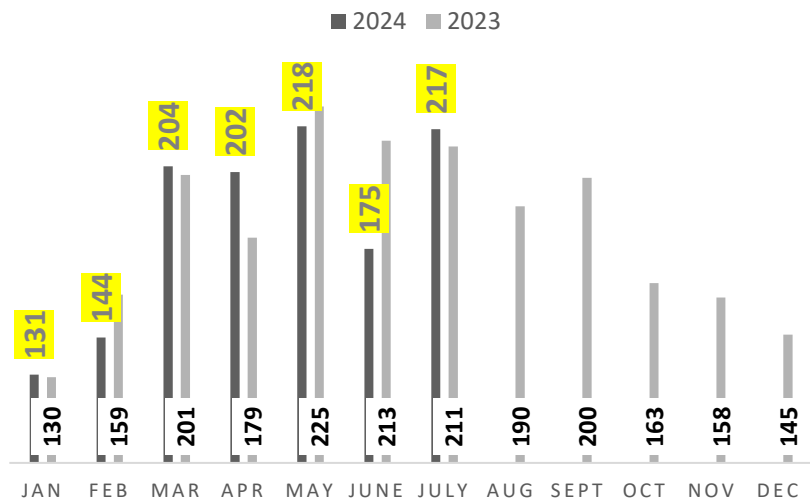


In July 2024 there were 275 Residential resale new listings in Lafayette Parish. That is an **increase** of 4% from resale new listings in July 2023 but a **decrease** of 2% from resale new listings in June 2024. Total for 2024 YTD is 1,878 versus 1,757 in 2023 which is a 6% **increase**.

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

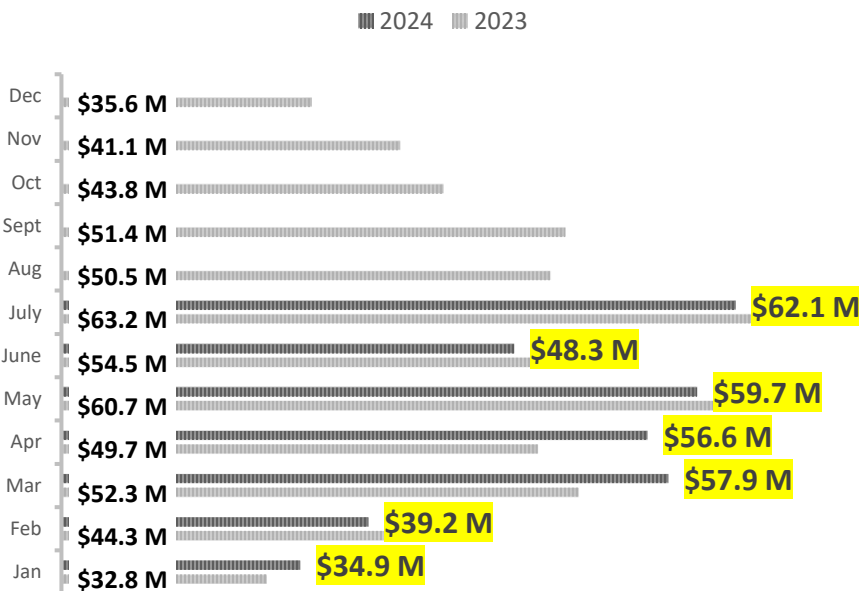
Lafayette Resale Homes Closed Sales

In July 2024 there were 217 total Residential resales in Lafayette Parish. That is an **increase** of 3% from resale units sold in July of 2023, and an **increase** of 19% from resale units sold in June 2024. Total for 2024 YTD is 1,291 versus 1,318 in 2023 which is a 2% **decrease**. Average days on market in the month of July for resales in Lafayette Parish was 54.



Lafayette Resale Homes Dollar Volume

In July 2024, the total Residential resale closed volume for resales was \$62,091,723 in Lafayette Parish. That is a 2% **decrease** from July 2023, but an **increase** of 22% from June 2024. Total for 2024 YTD is \$358,600,746 versus \$357,561,412 in 2023 which is a <1% **increase**. Average Sales Price in July for resales in Lafayette Parish was \$286,136.



Lafayette Parish Resale Homes Price Points – July 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	1	0	0.0
\$20,000-\$29,999	0	0	***
\$30,000-\$39,999	3	0	0.0
\$40,000-\$49,999	6	2	2.3
\$50,000-\$59,999	8	4	3.5
\$60,000-\$69,999	11	3	1.9
\$70,000-\$79,999	26	2	0.5
\$80,000-\$89,999	21	6	2.0
\$90,000-\$99,999	22	15	4.8
\$100,000-\$109,999	25	10	2.8
\$110,000-\$119,999	18	7	2.7
\$120,000-\$129,999	22	11	3.5
\$130,000-\$139,999	35	7	1.4
\$140,000-\$149,999	29	9	2.2
\$150,000-\$159,999	33	14	3.0
\$160,000-\$169,999	34	10	2.1
\$170,000-\$179,999	55	11	1.4
\$180,000-\$189,999	54	21	2.7
\$190,000-\$199,999	53	13	1.7
\$200,000-\$219,999	105	42	2.8
\$220,000-\$239,999	130	46	2.5
\$240,000-\$259,999	110	48	3.1
\$260,000-\$279,999	74	36	3.4
\$280,000-\$299,999	50	33	4.6
\$300,000-\$349,999	94	71	5.3
\$350,000-\$399,999	78	45	4.0
\$400,000-\$449,999	45	25	3.9
\$450,000-\$499,999	33	26	5.5
\$500,000-\$549,999	23	11	3.3
\$550,000-\$599,999	19	9	3.3
\$600,000-\$699,999	22	18	5.7
\$700,000-\$799,999	16	15	6.6
\$800,000-\$899,999	12	14	8.2
\$900,000-\$999,999	7	10	10.0
\$1,000,000 & over	17	32	13.2
	1291	626	3.4

\$0 - \$149,999:

18% of all sales reported in this range
 12% of all active listings
 227 total sales vs 76 actives
 2.40 - month supply of inventory

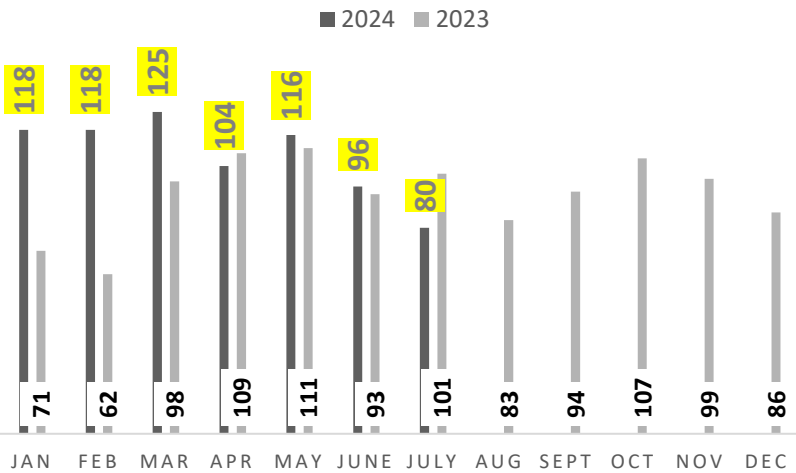
\$150,000 - \$299,999:

54% of all sales reported in this range
 44% of all active listings
 698 total sales vs 274 actives
 2.75 - month supply of inventory

\$300,000 and above:

28% of all sales reported in this range
 44% of all active listings
 366 total sales vs 276 actives
 5.28 - month supply of inventory

Lafayette New Construction New Listings

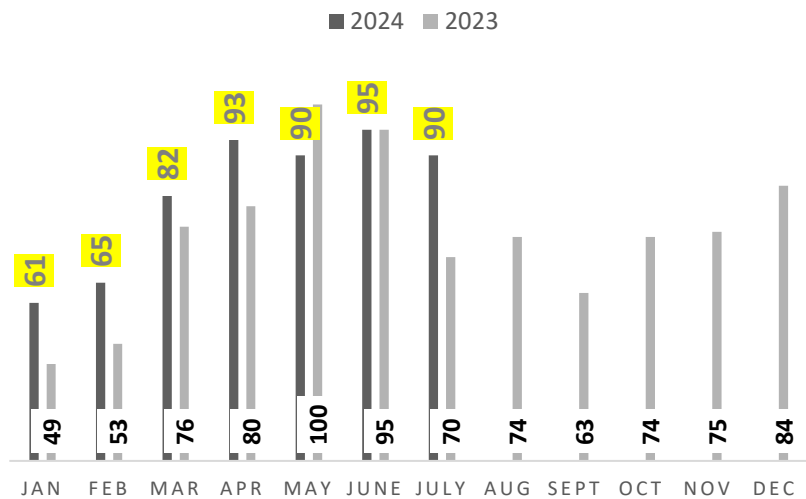


In July 2024 there were 80 new construction listings in Lafayette Parish. That is a **decrease** of 21% from new construction listings in July of 2023 and a 17% **decrease** from new construction new listings in June 2024. Total for 2024 YTD is 757 versus 645 in 2023 which is a 15% **increase**.

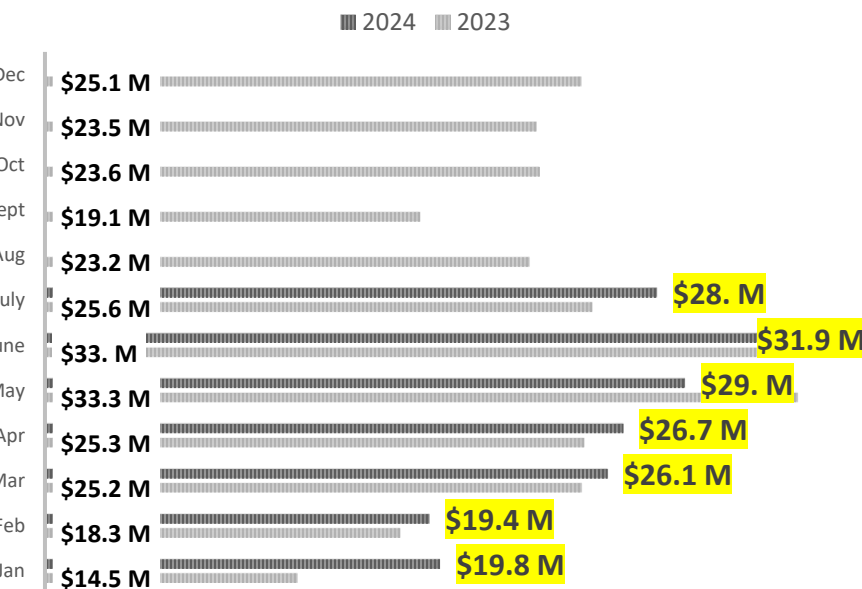
* Any listing with a List date within the reported month range is considered a New Listing.

Lafayette New Construction Closed Sales

In July 2024 there were 90 total new construction sales in Lafayette Parish. That is a 22% **increase** from new construction units sold in July of 2023, and a **decrease** of 5% from new construction units sold in June 2024. Total for 2024 YTD is 576 versus 523 in 2023 which is a 9% **increase**. Average days on market in the month of July in Lafayette Parish for new construction was 102.



Lafayette New Construction Dollar Volume



In July 2024, the total new construction closed volume was \$27,964,192 in Lafayette Parish. That is an 8% **increase** from July of 2023, but a **decrease** of 12% from June 2024. Total for 2024 YTD is \$180,940,355 versus \$175,083,464 in 2023 which is a 3% **increase**. Average Sales Price in July for new construction in Lafayette Parish was \$310,713.

Lafayette Parish New Construction Price Points – July 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	0	***
\$140,000-\$149,999	0	0	***
\$150,000-\$159,999	0	0	***
\$160,000-\$169,999	1	2	12.0
\$170,000-\$179,999	0	1	***
\$180,000-\$189,999	16	10	3.8
\$190,000-\$199,999	1	9	54.0
\$200,000-\$219,999	22	13	3.5
\$220,000-\$239,999	79	71	5.4
\$240,000-\$259,999	92	80	5.2
\$260,000-\$279,999	66	55	5.0
\$280,000-\$299,999	48	41	5.1
\$300,000-\$349,999	47	70	8.9
\$350,000-\$399,999	49	23	2.8
\$400,000-\$449,999	14	22	9.4
\$450,000-\$499,999	16	12	4.5
\$500,000-\$549,999	10	8	4.8
\$550,000-\$599,999	5	14	16.8
\$600,000-\$699,999	6	7	7.0
\$700,000-\$799,999	5	9	10.8
\$800,000-\$899,999	3	6	12.0
\$900,000-\$999,999	3	5	10.0
\$1,000,000 & over	3	7	14.0
	486	465	5.7

\$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:

67% of all sales reported in this range

58% of all active listings

383 total sales vs 241 actives

4.40 - month supply of inventory

\$300,000 and above:

22% of all sales reported in this range

42% of all active listings

193 total sales vs 176 actives

6.38 - month supply of inventory

Lafayette Parish Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	2402	2635	10%
Closed Sales	1841	1867	1%
Days on Market	65	70	8%
Average Sales Price	\$288,255	\$288,535	0%

Lafayette Parish Resale Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	1768	1878	6%
Closed Sales	1318	1291	-2%
Days on Market	43	53	23%
Average Sales Price	\$270,555	\$276,877	2%

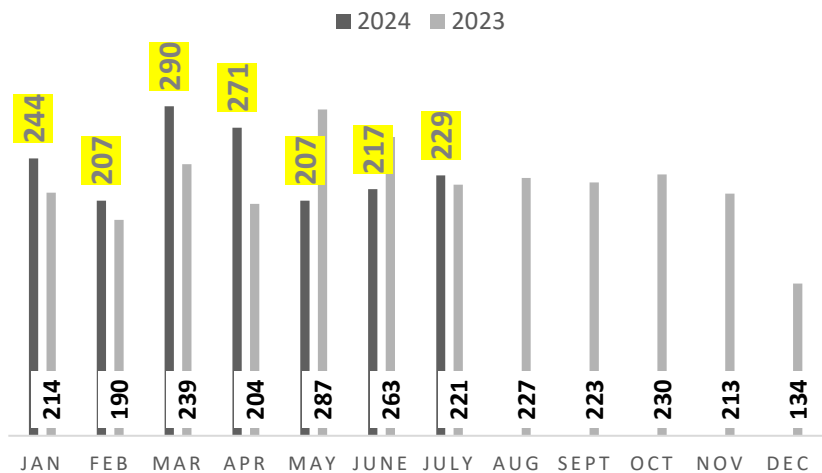
Lafayette Parish New Construction Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	645	757	17%
Closed Sales	523	579	11%
Days on Market	121	108	-10%
Average Sales Price	\$333,411	\$314,085	-6%

Out of Parish



Out of Parish New Listings

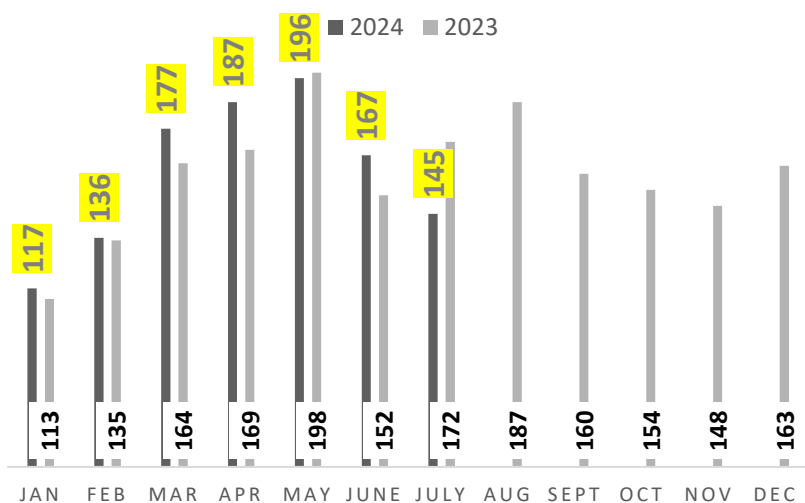


In July 2024 there were 229 Residential out of Parish new listings. That is an **increase** of 3% from new listings in July of 2023 and an **increase** of 5% from new listings in June 2024. Total for 2024 YTD is 1,665 versus 1,618 in 2023 which is a 3% **increase**.

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

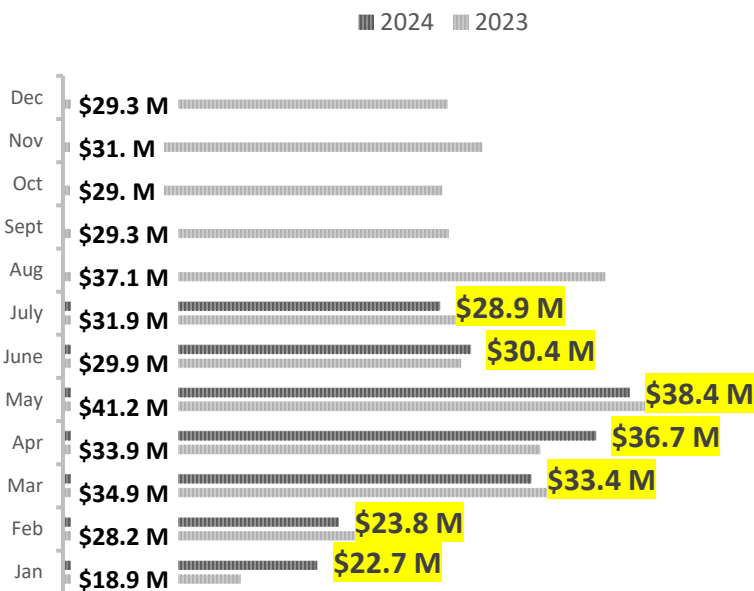
Out of Parish Closed Sales

In July 2024 there were 145 total Residential out of Parish sales. That is a 16% **decrease** from out of Parish units sold in July of 2023, and a **decrease** of 13% from out of Parish units sold in June 2024. Total for 2024 YTD is 1,125 versus 1,103 in 2023 which is a 2% **increase**. Average days on market for out of Parish in the month of July was 87.



Out of Parish Dollar Volume

In July 2024, the total Residential out of Parish closed volume was \$28,865,200. That is a 10% **decrease** from July 2023, and a **decrease** of 5% from June 2024. Total for 2024 YTD is \$214,274,404 versus \$218,889,090 in 2023 which is a 2% **decrease**. Average Sales Price in July for out of Parish was \$199,070.



Out of Parish Price Points – July 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	17	3	1.2
\$20,000-\$29,999	22	6	1.9
\$30,000-\$39,999	26	13	3.5
\$40,000-\$49,999	16	17	7.4
\$50,000-\$59,999	35	16	3.2
\$60,000-\$69,999	26	31	8.3
\$70,000-\$79,999	32	29	6.3
\$80,000-\$89,999	24	19	5.5
\$90,000-\$99,999	33	26	5.5
\$100,000-\$109,999	21	17	5.7
\$110,000-\$119,999	39	19	3.4
\$120,000-\$129,999	41	29	5.0
\$130,000-\$139,999	45	27	4.2
\$140,000-\$149,999	44	23	3.7
\$150,000-\$159,999	54	27	3.5
\$160,000-\$169,999	33	34	7.2
\$170,000-\$179,999	46	21	3.2
\$180,000-\$189,999	48	17	2.5
\$190,000-\$199,999	34	23	4.7
\$200,000-\$219,999	93	58	4.4
\$220,000-\$239,999	117	94	5.6
\$240,000-\$259,999	77	62	5.6
\$260,000-\$279,999	43	23	3.7
\$280,000-\$299,999	37	39	7.4
\$300,000-\$349,999	44	42	6.7
\$350,000-\$399,999	32	43	9.4
\$400,000-\$449,999	15	14	6.5
\$450,000-\$499,999	9	22	17.1
\$500,000-\$549,999	8	4	3.5
\$550,000-\$599,999	6	7	8.2
\$600,000-\$699,999	1	10	70.0
\$700,000-\$799,999	4	6	10.5
\$800,000-\$899,999	0	4	***
\$900,000-\$999,999	0	4	***
\$1,000,000 & over	3	16	37.3
	1125	845	5.3

\$0 - \$149,999:

37% of all sales reported in this range

33% of all active listings

421 total sales vs 275 actives

4.57 - month supply of inventory

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

52% of all sales reported in this range

47% of all active listings

582 total sales vs 398 actives

4.79 - month supply of inventory

\$300,000 and above:

11% of all sales reported in this range

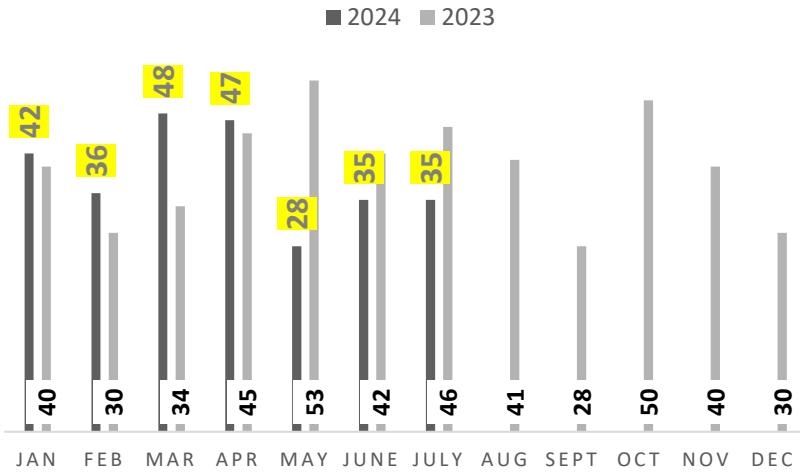
20% of all active listings

122 total sales vs 172 actives

9.87 - month supply of inventory



Out of Parish New Construction New Listings

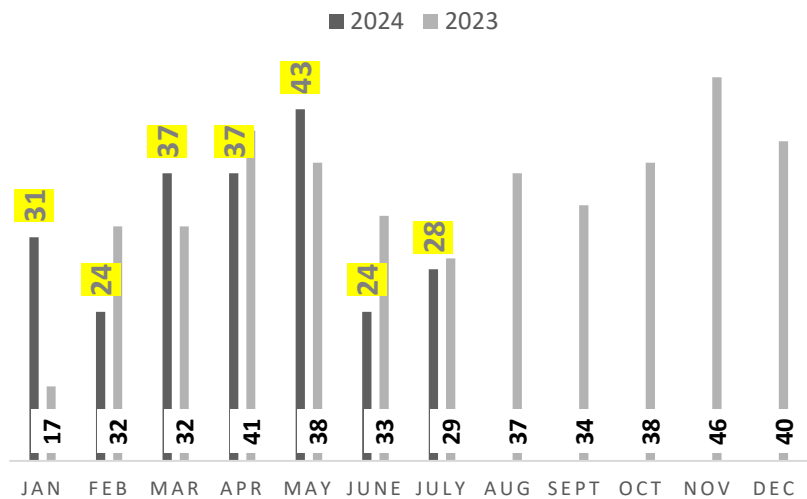


In July 2024 there were 35 Residential new construction out of Parish listings. That is a **decrease** of 24% from new listings in July of 2023, and the same number of new listings as June 2024. Total for 2024 YTD is 271 versus 290 in 2023 which is a 7% **decrease**.

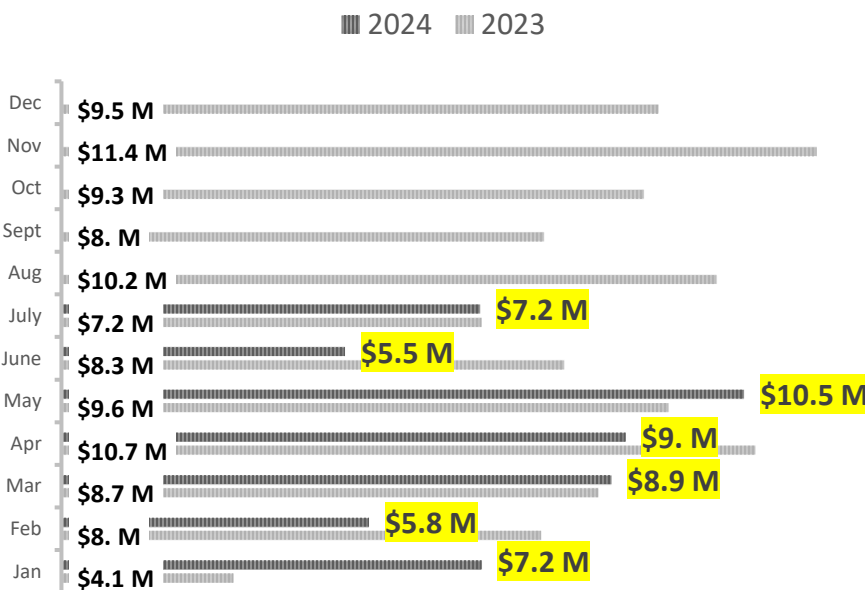
*Any listing with a List date within the reported month range is considered a New Listing.

Out of Parish New Construction Closed Sales

In July 2024 there were 28 total Residential new construction out of Parish sales. That is a **decrease** of 3% from units sold in July of 2023, but an **increase** of 14% from units sold in June 2024. Total for 2024 YTD is 224 versus 222 in 2023 which is a <1% **increase**. Average days on market in the month of July for new construction out of Parish was 83.



Out of Parish New Construction Dollar Volume



In July 2024, the total Residential new construction out of Parish closed volume was \$7,226,730. That is a <1% **decrease** from July 2023, but an **increase** of 23% from June 2024. Total for 2024 YTD is \$54,294,850 versus \$56,588,370 in 2023 which is a <1% **decrease**. Average Sales Price in July for new construction out of Parish was \$258,097.

Out of Parish New Construction Price Points – July 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	1	0	0.0
\$150,000-\$159,999	1	0	0.0
\$160,000-\$169,999	0	1	***
\$170,000-\$179,999	1	1	7.0
\$180,000-\$189,999	3	3	7.0
\$190,000-\$199,999	9	6	4.7
\$200,000-\$219,999	47	22	3.3
\$220,000-\$239,999	77	57	5.2
\$240,000-\$259,999	47	33	4.9
\$260,000-\$279,999	13	7	3.8
\$280,000-\$299,999	8	9	7.9
\$300,000-\$349,999	10	12	8.4
\$350,000-\$399,999	5	8	11.2
\$400,000-\$449,999	0	1	***
\$450,000-\$499,999	1	0	0.0
\$500,000-\$549,999	0	1	***
\$550,000-\$599,999	0	0	***
\$600,000-\$699,999	0	2	***
\$700,000-\$799,999	1	2	14.0
\$800,000-\$899,999	0	0	***
\$900,000-\$999,999	0	0	***
\$1,000,000 & over	0	0	***
	224	166	5.2

\$0 - \$149,999:

0% of all sales reported in this range

1% of all active listings

1 total sales vs 1 actives

7.00 - month supply of inventory

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

92% of all sales reported in this range

84% of all active listings

206 total sales vs 139 actives

4.72 - month supply of inventory

\$300,000 and above:

8% of all sales reported in this range

16% of all active listings

17 total sales vs 26 actives

10.71 - month supply of inventory

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	1618	1665	3%
Closed Sales	1103	1287	17%
Days on Market	79	86	9%
Average Sales Price	\$197,096	\$190,170	-4%

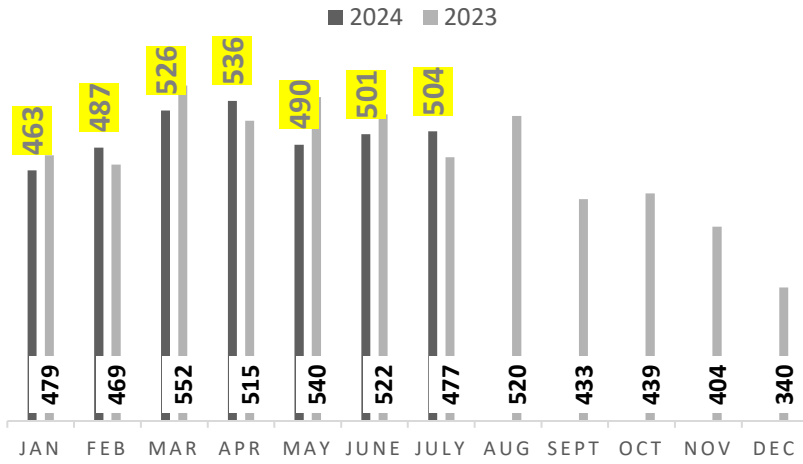
Out of Parish New Construction Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	290	341	18%
Closed Sales	222	276	24%
Days on Market	116	97	-17%
Average Sales Price	\$253,989	\$242,162	-5%

Predictions

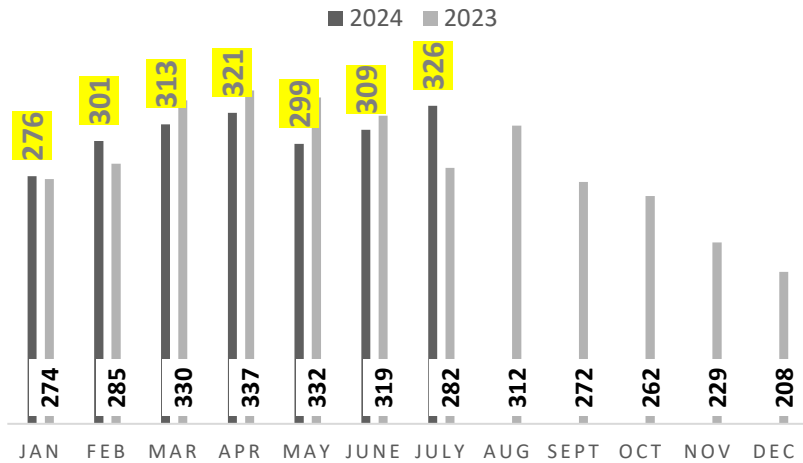


Acadiana Pendingings



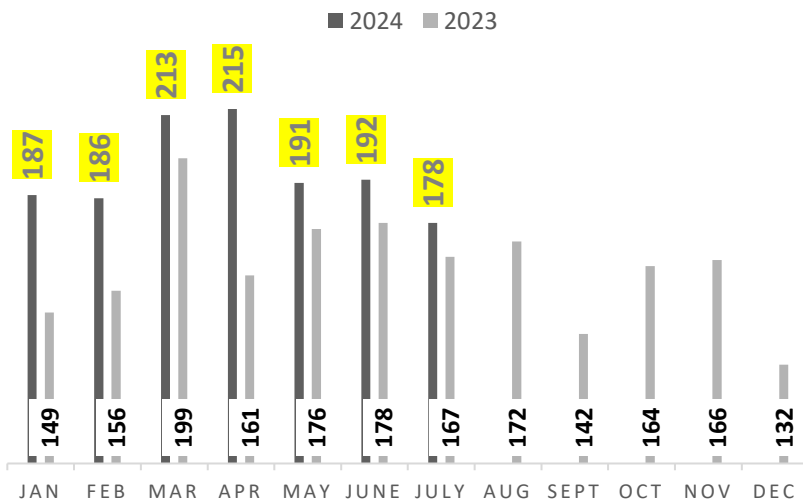
Pending sales across Acadiana are **up** 5% from July last year. Compared to June 2024 they are **up** by <1%.

Lafayette Parish Pendingings



Pending sales in Lafayette Parish are **up** 13% from July last year. Compared to June 2024 they are **up** by 5%.

Out of Parish Pendingings



Pending sales out of Parish are **up** 6% from July last year. Compared to June 2024 they are **down** by 7%.

Market Penetration



YOUR BRAND

COMPETITORS

Top 10 Listing Companies in Acadiana – July 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Real Broker, LLC (I001335)	400.5	115,142,892	287,498	13.38	15.27
2	Latter & Blum (I001163)	316.5	93,686,805	296,009	10.57	12.42
3	Keller Williams Realty Acadiana (I000906)	362.5	79,732,738	219,952	12.11	10.57
4	EXP Realty, LLC (exprealty)	334.0	74,506,674	223,074	11.16	9.88
5	Cicero Realty LLC (I001234)	277.0	71,514,179	258,174	9.25	9.48
6	Keaty Real Estate Team (I000932)	203.0	54,397,119	267,966	6.78	7.21
7	Lamplighter Realty, LLC (I001186)	101.0	29,504,619	292,125	3.37	3.91
8	NextHome Cutting Edge Realty (I001236)	64.0	18,035,788	281,809	2.14	2.39
9	Dwight Andrus Real Estate Agency, LLC (I001261)	36.0	14,247,585	395,766	1.20	1.89
10	HUNCO Real Estate (I001141)	48.0	13,437,181	279,941	1.60	1.78

Top 10 Listing OR Selling Companies in Acadiana – July 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Real Broker, LLC (I001335)	765.0	220,390,749	288,092	12.78	14.61
2	Latter & Blum (I001163)	628.0	195,541,954	311,373	10.49	12.97
3	Keller Williams Realty Acadiana (I000906)	860.0	191,090,165	222,198	14.36	12.67
4	EXP Realty, LLC (exprealty)	847.0	189,572,780	223,817	14.14	12.57
5	Keaty Real Estate Team (I000932)	387.0	105,215,071	271,874	6.46	6.98
6	Cicero Realty LLC (I001234)	317.0	81,744,879	257,870	5.29	5.42
7	NextHome Cutting Edge Realty (I001236)	149.0	39,772,008	266,926	2.49	2.64
8	Non-Mbr Office/Seller (I90001)	152.0	37,507,211	246,758	2.54	2.49
9	Lamplighter Realty, LLC (I001186)	101.0	29,504,619	292,125	1.69	1.96
10	HUNCO Real Estate (I001141)	101.0	29,229,306	289,399	1.69	1.94

Market Penetration Report by Companies

Top 10 Listing Companies in Lafayette Parish – July 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Real Broker, LLC (I001335)	253.0	81,382,871	321,671	13.54	15.08
2	Latter & Blum (I001163)	233.5	76,588,874	328,004	12.50	14.19
3	Cicero Realty LLC (I001234)	233.0	61,408,934	263,558	12.47	11.38
4	Keller Williams Realty Acadiana (I000906)	208.0	55,015,679	264,498	11.13	10.19
5	EXP Realty, LLC (exprealty)	200.5	50,812,374	253,428	10.73	9.41
6	Keaty Real Estate Team (I000932)	129.0	37,710,320	292,328	6.91	6.99
7	Lamplighter Realty, LLC (I001186)	82.0	23,829,282	290,601	4.39	4.41
8	Dwight Andrus Real Estate Agency, LLC (I001261)	30.0	13,065,585	435,520	1.61	2.42
9	NextHome Cutting Edge Realty (I001236)	41.0	12,670,788	309,044	2.19	2.35
10	HUNCO Real Estate (I001141)	35.0	10,943,381	312,668	1.87	2.03

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

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Latter & Blum (I001163)	483.5	164,713,658	340,669	12.94	15.26
2	Real Broker, LLC (I001335)	508.0	163,792,843	322,427	13.60	15.17
3	Keller Williams Realty Acadiana (I000906)	509.5	132,177,088	259,425	13.64	12.24
4	EXP Realty, LLC (exprealty)	508.5	131,344,878	258,299	13.61	12.17
5	Keaty Real Estate Team (I000932)	266.0	78,790,024	296,203	7.12	7.30
6	Cicero Realty LLC (I001234)	261.0	68,847,359	263,783	6.99	6.38
7	NextHome Cutting Edge Realty (I001236)	95.0	29,132,463	306,658	2.54	2.70
8	HUNCO Real Estate (I001141)	80.0	24,629,116	307,864	2.14	2.28
9	Lamplighter Realty, LLC (I001186)	82.0	23,829,282	290,601	2.19	2.21
10	Non-Mbr Office/Seller (I90001)	83.5	23,162,002	277,389	2.24	2.15