



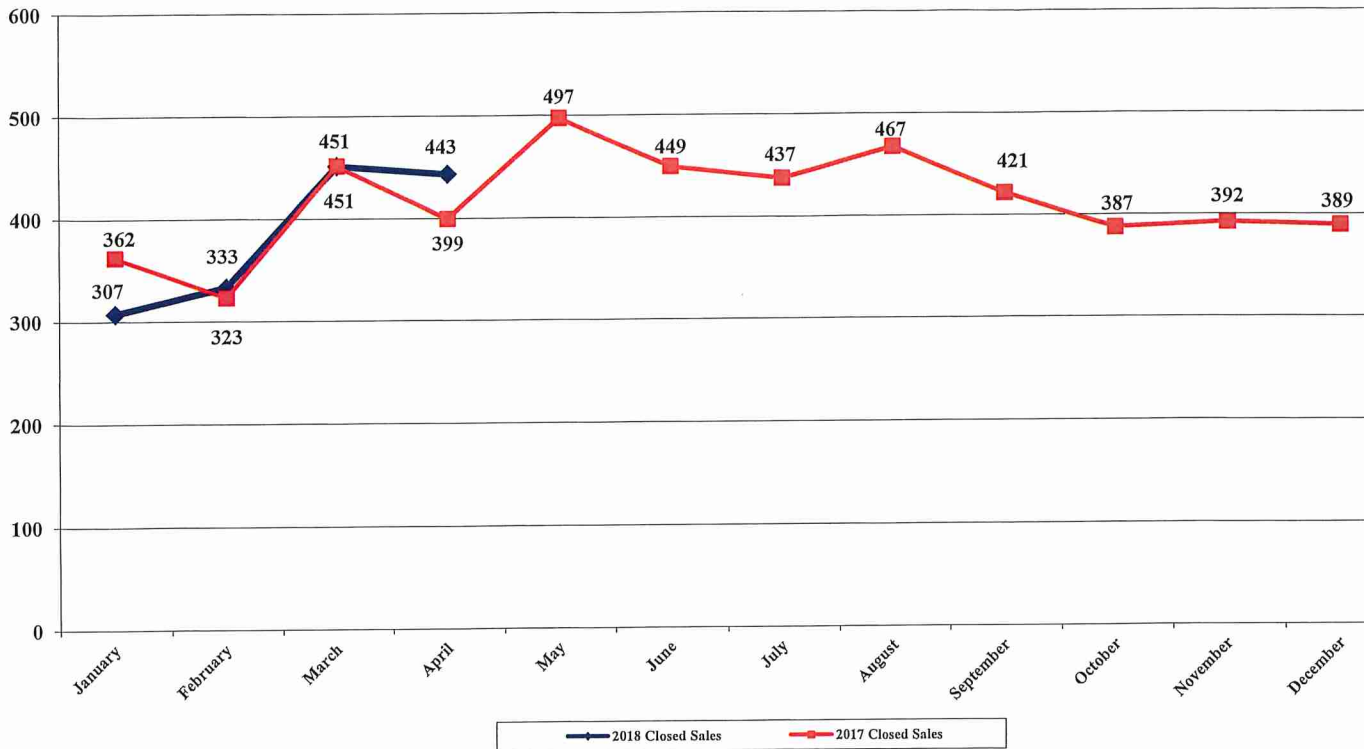
A **LATTER & BLUM** COMPANY  **ERA**
POWER REAL ESTATE

The Acadiana Residential Real Estate Market

January – April 2018

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Closed Residential Sales Reported to MLS
 All "GEO" Areas
 January - April 2018 vs 2017



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

Outside Lafayette Parish

April '18: 149
 April '17: 139
 (% chg: +07.19%)

Number of Closed Home Sales Reported to MLS, April 2018: 443
 Number of Closed Home Sales Reported to MLS, April 2017: 399
 (% change for April: +11.03%)

(% change from March 2018: -01.77%)

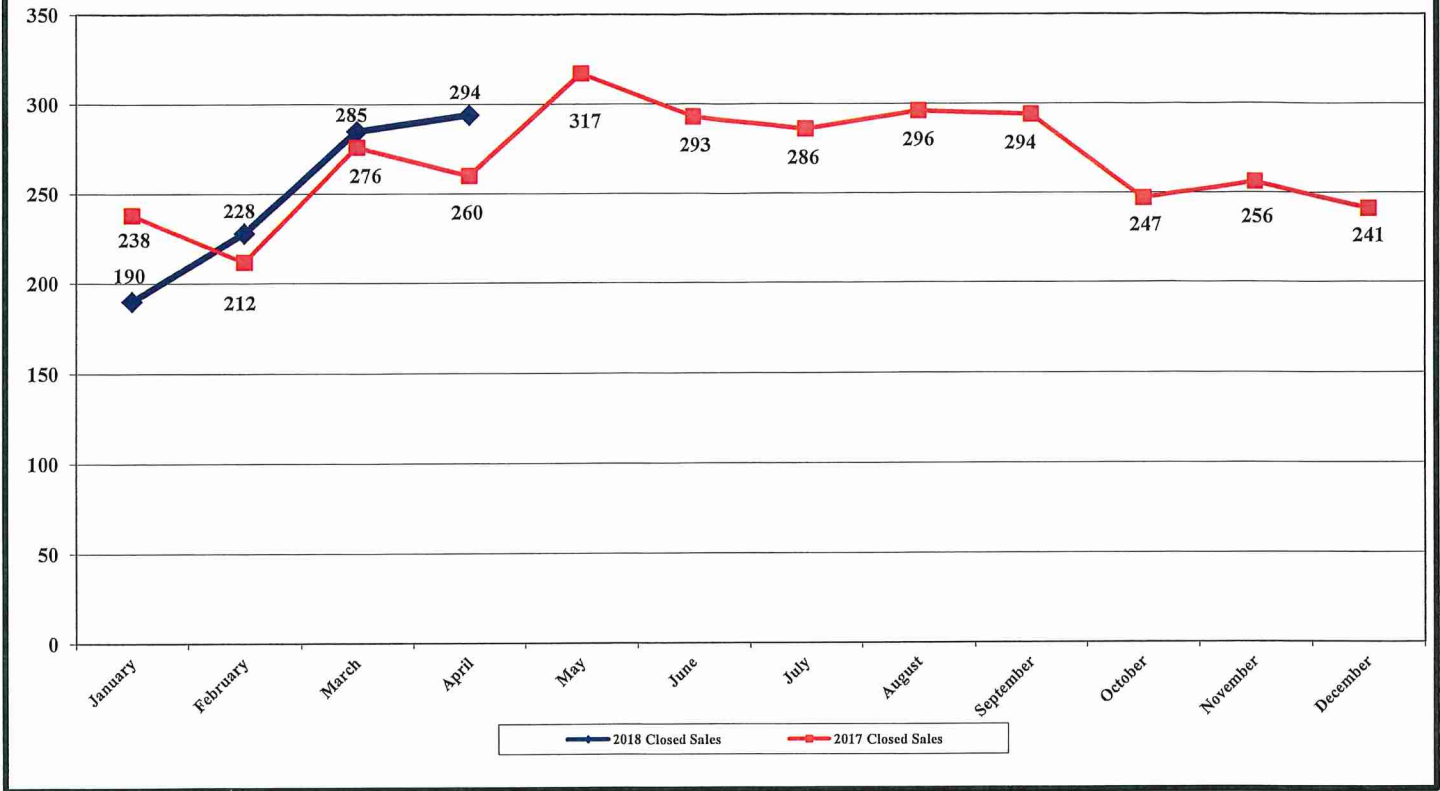
'18: 537
 '17: 549
 (% chg: -02.19%)

Cumulative total, January – April 2018: 1,534
 Cumulative total, January – April 2017: 1,535
 (% cumulative change: -00.07%)

Average Days on Market, January - April 2018: 100
 Average Days on Market, January - April 2017: 89
 (Change for January - April: +11 days)

Current Sales Compared to Past Years:	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
(2018 sales outside Lafayette Parish as compared to prior year's sales)	362	406	453	479	467	520
	+48.34%	+32.27%	+18.54%	+12.11%	+14.99%	+03.27%

Closed Residential Sales Reported to MLS
Lafayette Parish Only
 January - April 2018 vs. 2017



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

<u>New Const.</u>	<u>Re-sales</u>
4/18: 75	219
4/17: 64	196
+17.19%	+11.73%

Number of Closed Home Sales Reported to MLS, April: 2018: 294
 Number of Closed Home Sales Reported to MLS, April: 2017: 260
 (% change for April: +13.08%)
 (% change from March 2018: +03.16%)

<u>New Const.</u>	<u>Re-sales</u>
'18: 255	742
'17: 236	750
+08.05%	-01.07%

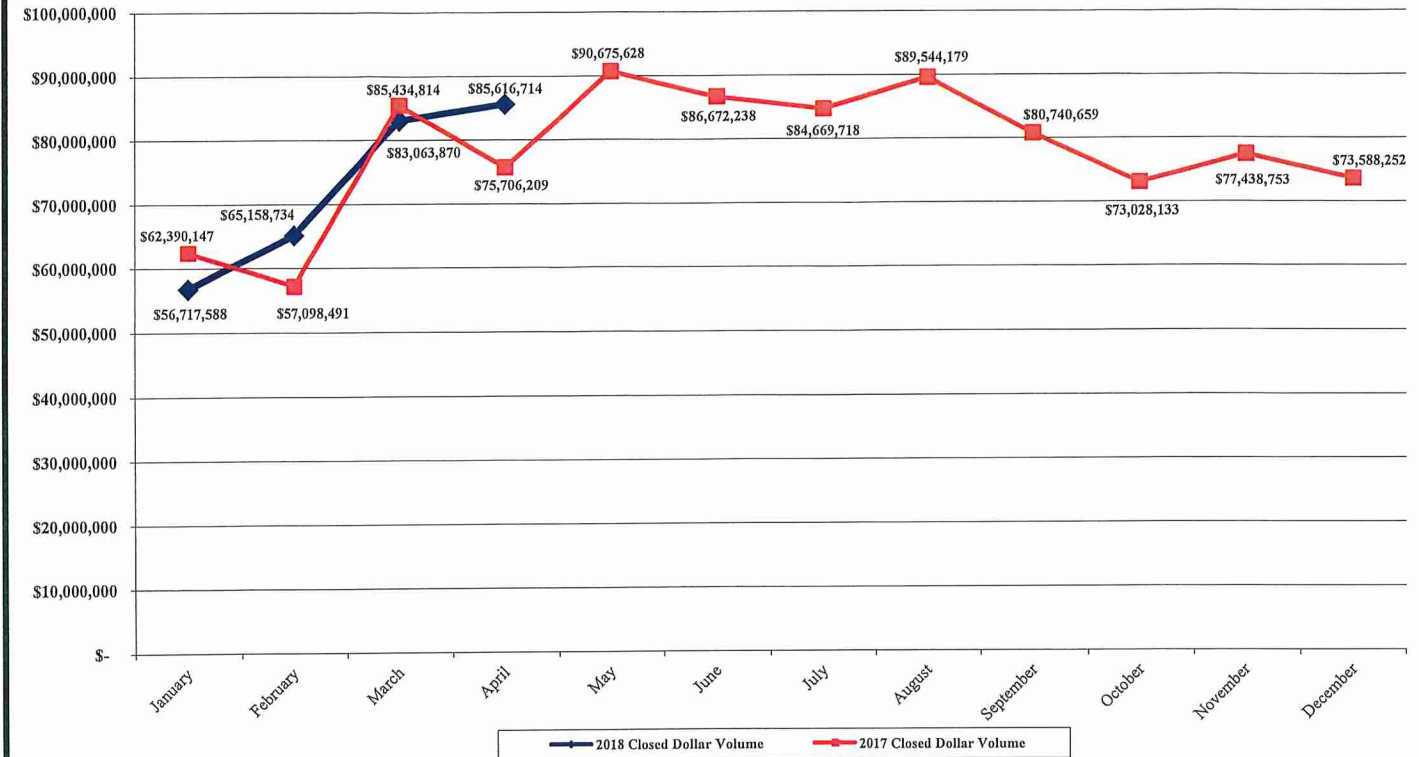
Cumulative total, January – April 2018: 997
 Cumulative total, January – April 2017: 986
 (% cumulative change: +01.12%)

'18: 126 days	87 days
'17: 115 days	71 days
+11 days	+16 days

Average Days on Market, January – April 2018: 97
 Average Days on Market, January - April 2017: 81
 (Change for January - April: +16 days)

<u>Current Sales Compared to Past Years:</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
(2018 Lafayette Parish sales as	650	773	968	942	966	905
Compared to prior year's sales)	+53.38%	+28.98%	+03.00%	+05.84%	+03.21%	+10.17%

Dollar Volume of Closed Sales Reported to MLS
All "GEO" Areas
January - April 2018 vs. 2017



ALL "GEO" AREAS

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

4/18: \$ 18,068,970
4/17: \$ 17,293,147
(% chg.: +04.49%)

Dollar Volume of Closed Residential Sales, April 2018: \$85,616,714
Dollar Volume of Closed Residential Sales, April 2017: \$75,706,209
(% change for April: +13.09%)
(% change from March 2018: +03.07%)

'18: \$67,747,732
'17: \$71,653,985
(% chg.: -05.45%)

Cumulative total January – April 2018: \$290,556,906
Cumulative total January – April 2017: \$280,629,661
(% cumulative change: +03.54%)

'18: \$126,160
'17: \$130,517
(% chg.: -03.34%)

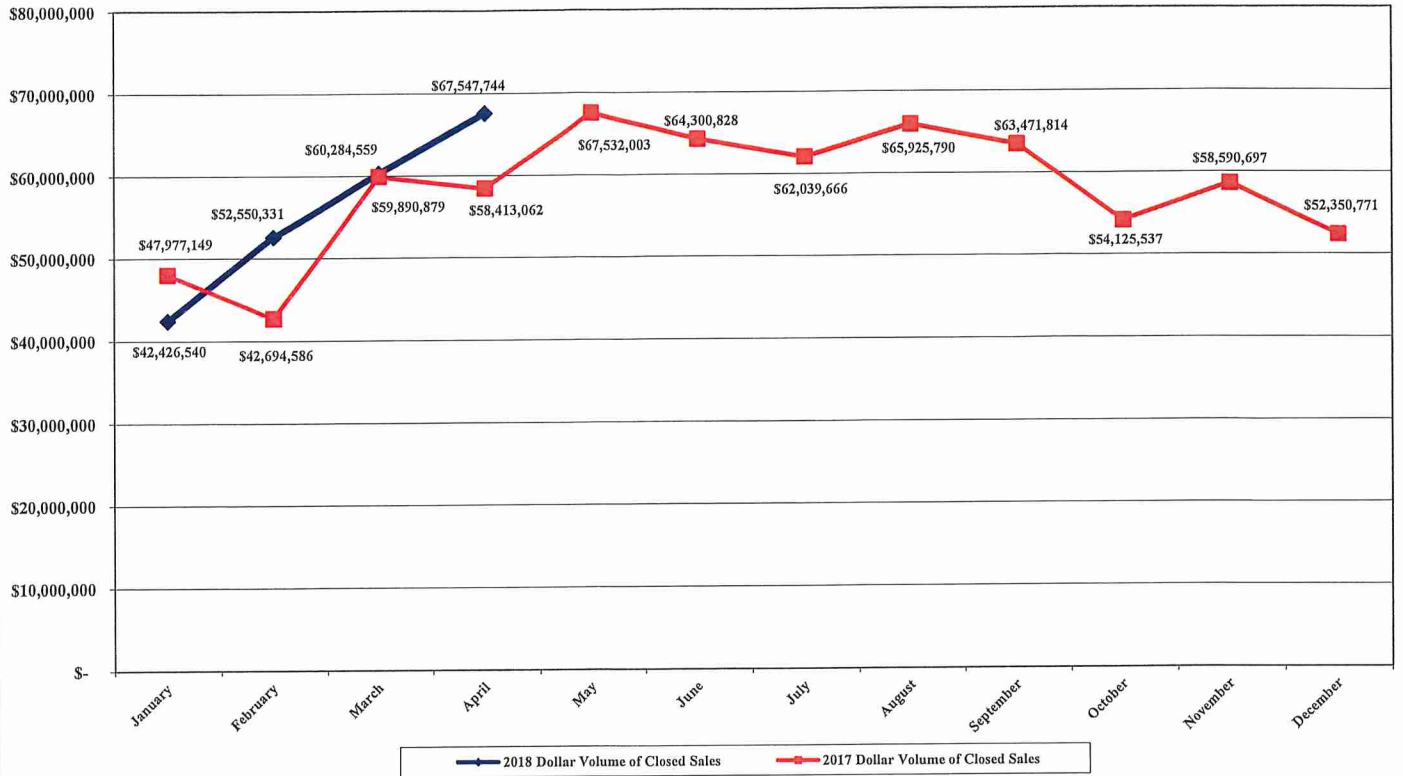
Average Sale Price, January - April 2018: \$189,411
Average Sale Price, January - April 2017: \$182,820
(% change in Average Sale Price: +03.61%)

Median Sold Price, January - April 2018: \$171,750
Median Sold Price, January - April 2017: \$170,000
(% change in Median Sold Price: +01.03%)

% of List Price to Sale Price, January - April 2018: 96.72%
% of List Price to Sale Price, January - April 2017: 96.82%

Current \$ vol. compared to past years:	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
(2018 outside Lafayette Parish volume as compared past years)	\$39,429,327	\$46,025,648	\$53,080,163	\$62,446,874	\$63,695,490	\$66,575,261
	+71.82%	+47.20%	+27.63%	+08.49%	+06.36%	+01.76%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
 January - April 2018 vs. 2017



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

<u>New Const.</u>	<u>Re-sales</u>
4/18: \$20,158,451	\$47,389,293
4/17: \$17,408,027	\$41,005,035
+15.80%	+15.57%

Dollar Volume of Closed Residential Sales, April 2018: \$ 67,547,744
 Dollar Volume of Closed Residential Sales, April 2017: \$ 58,413,062
 (% change for April: +15.64%)

(% change from March 2018: +12.05%)

<u>New Const.</u>	<u>Re-sales</u>
'18: \$66,718,049	\$156,091,125
'17: \$62,250,216	\$146,725,460
+07.18%	+06.38%

Cumulative total January – April 2018: \$222,809,174
 Cumulative total January – April 2017: \$208,975,676
 (% cumulative change: +06.62%)

'18: \$261,639	\$210,365
'17: \$263,772	\$195,633
-00.81%	+07.53%

Average Sale Price, January - April 2018: \$223,479
 Average Sale Price, January - April 2017: \$211,942
 (% change in Average Sale Price: +05.44%)

'18: \$230,000	\$177,000
'17: \$225,900	\$174,000
+01.81%	+01.72%

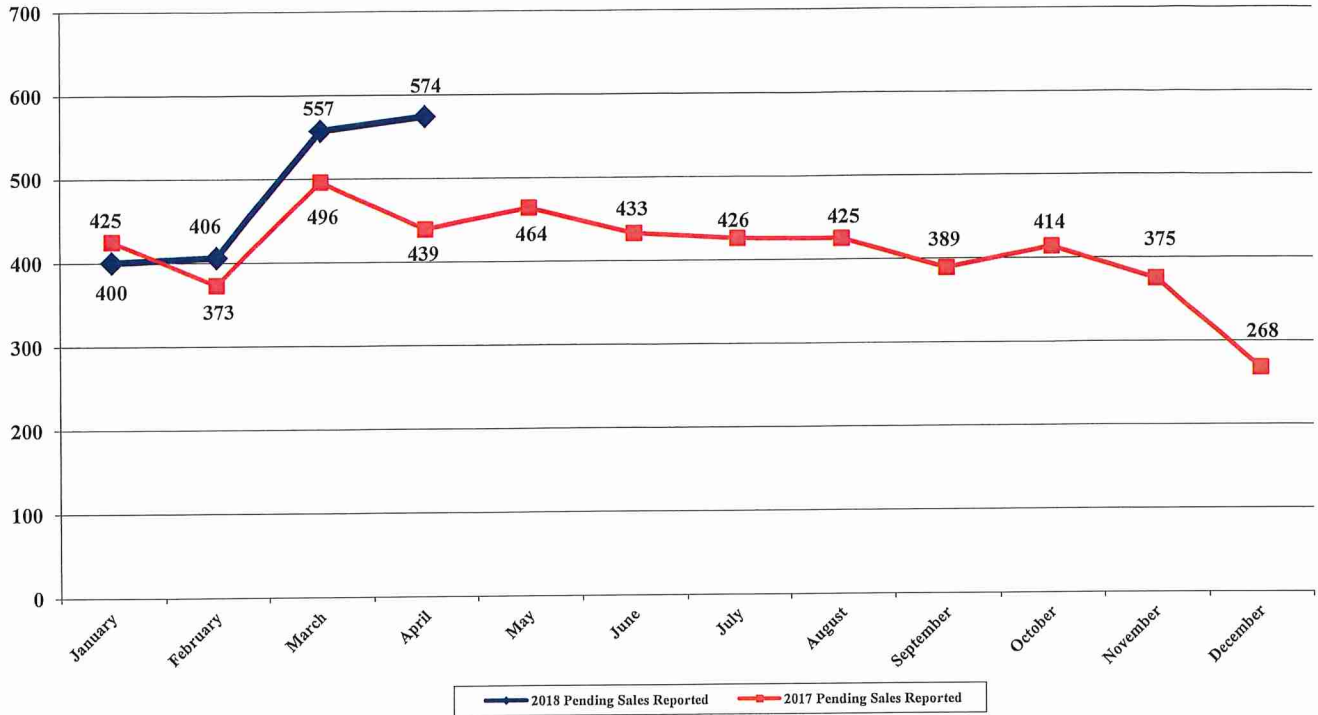
Median Sold Price, January – April 2018: \$195,500
 Median Sold Price, January – April 2017: \$191,900
 (% change in Median Sold Price: +01.88%)

'18: 99.52%	96.35%
'17: 99.45%	96.65%

% of List Price to Sale Price, January - April 2018: 97.27%
 % of List Price to Sale Price, January - April 2017: 97.47%

<u>Current Sales Compared to Past Years:</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
(2018 Lafayette Parish dollar volume as compared to prior years)	\$128,441,243	\$146,865,266	\$199,825,701	\$207,457,177	\$217,017,955	\$198,475,938
	+73.47%	+51.71%	+11.50%	+07.40%	+02.67%	+12.26%

Pending Residential Sales Reported to MLS
All "GEO" Areas
January - April 2018 vs. 2017



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

Outside Lafayette Parish

April '18: 216
April '17: 161
(% chg: +34.16%)

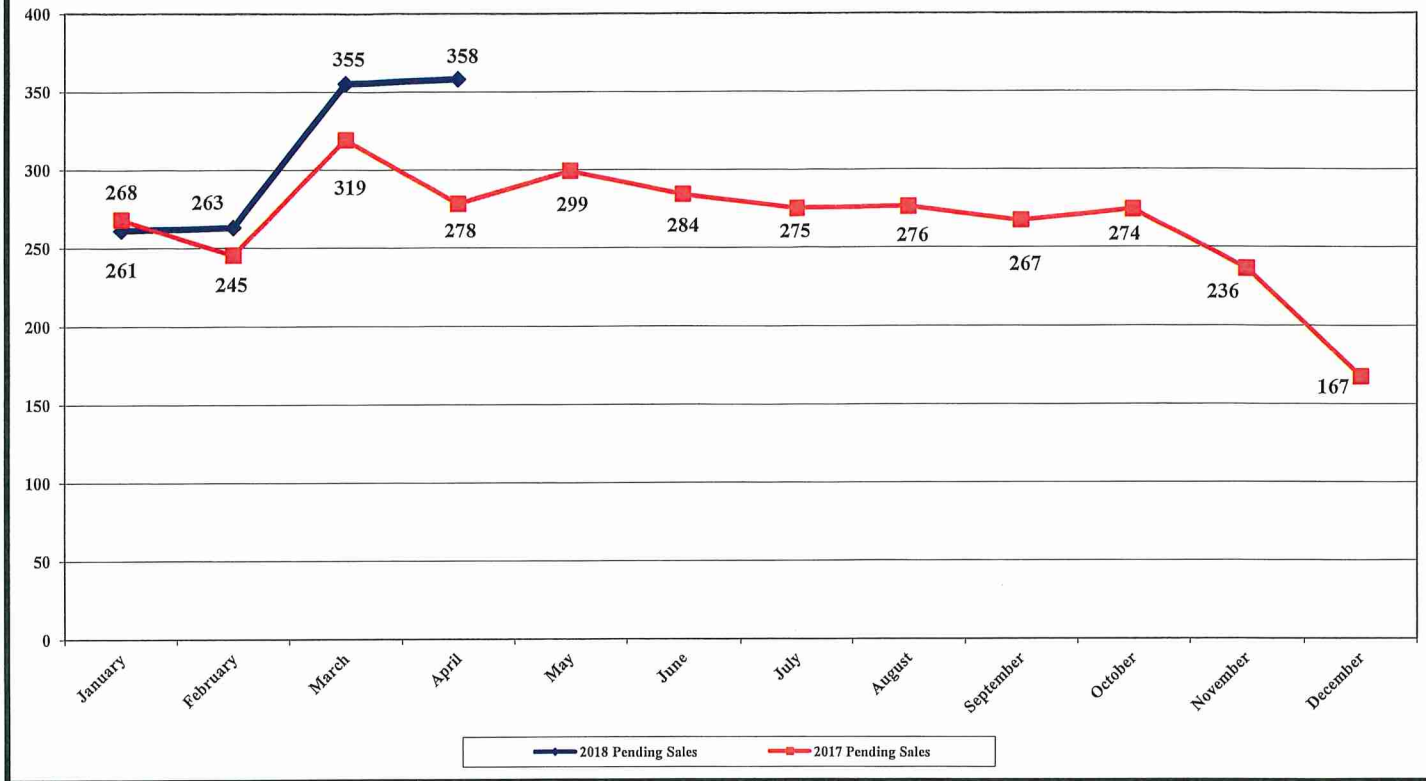
Number of Pending Home Sales Reported to MLS, April 2018: 574
Number of Pending Home Sales Reported to MLS, April 2017: 439
(% change for April: +30.75%)

(% change from March 2018: +03.05%)

'18: 700
'17: 623
(% chg: +12.36%)

Cumulative total, January – April 2018: 1,937
Cumulative total, January – April 2017: 1,733
(% cumulative change: +11.77%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - April 2018 vs. 2017



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

New Const. Re-sales

04/18: 67 291
 04/17: 76 202
 -11.84% +44.06%

Number of Pending Home Sales Reported to MLS, April 2018: 358
 Number of Pending Home Sales Reported to MLS, April 2017: 278
 (% change for April: +28.78%)

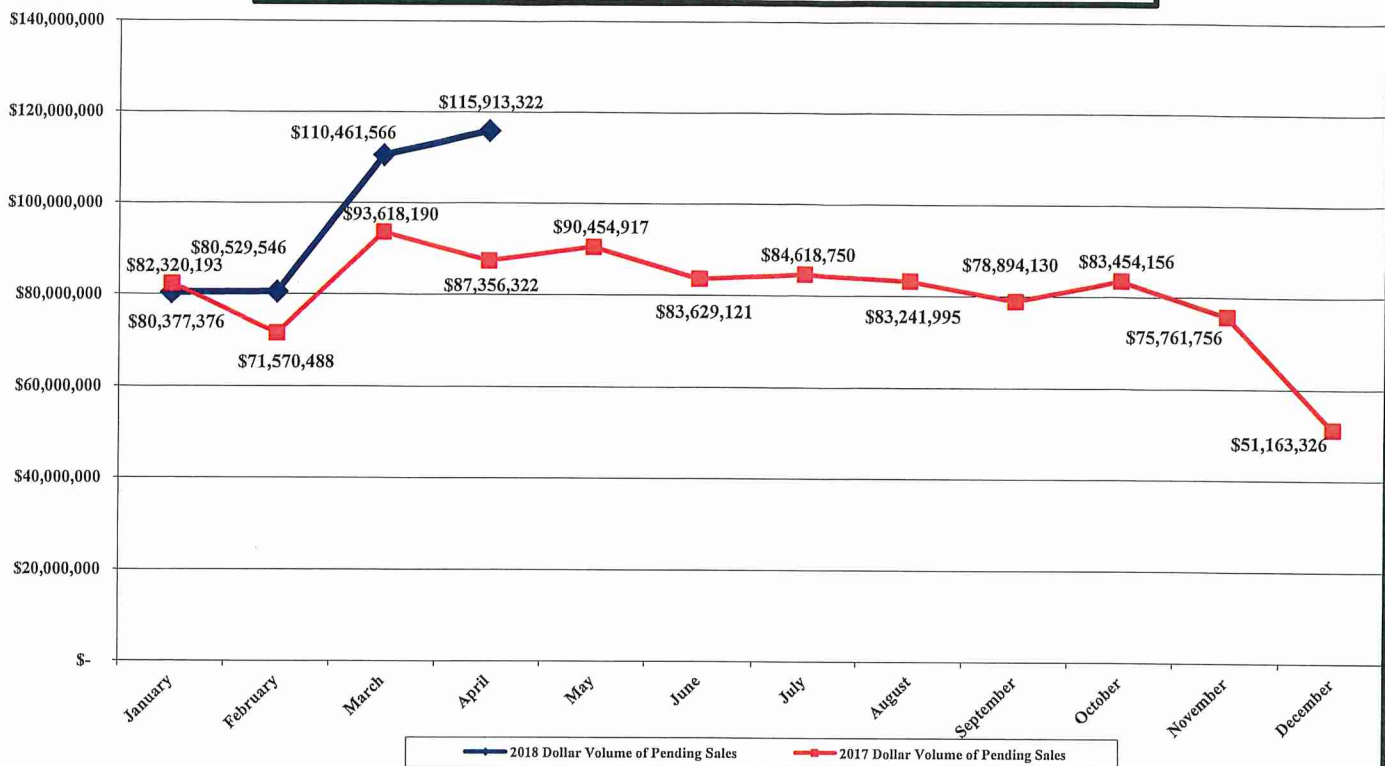
(% change from March 2018: +00.85%)

New Const. Re-sales

'18: 283 954
 '17: 294 816
 -03.74% +16.91%

Cumulative total, January – April 2018: 1,237
 Cumulative total, January – April 2017: 1,110
 (% cumulative change: +11.44%)

Dollar Volume of Pending Residential Sales Reported to MLS
 All "GEO" Areas
 January - April 2018 vs 2017



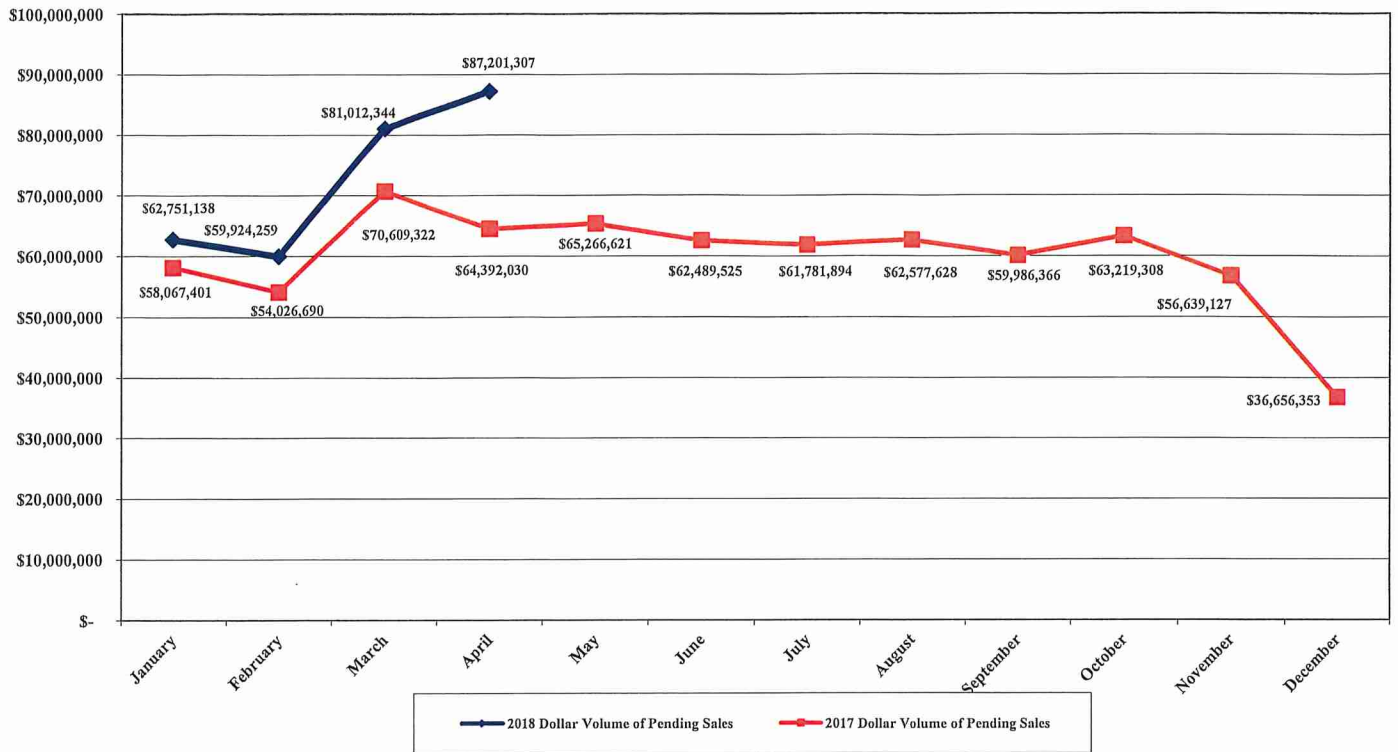
ALL "GEO" AREAS
 (Includes "GEO" areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, April 2018: \$115,913,322
Dollar Volume of Pending Home Sales, April 2017: \$ 87,356,322
 (% change for April: +32.69%)

(% change from March 2018: +04.94%)

Cumulative total, January – April 2018: \$387,281,810
Cumulative total, January – April 2017: \$334,865,193
 (% cumulative change: +15.65%)

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - April 2018 vs 2017



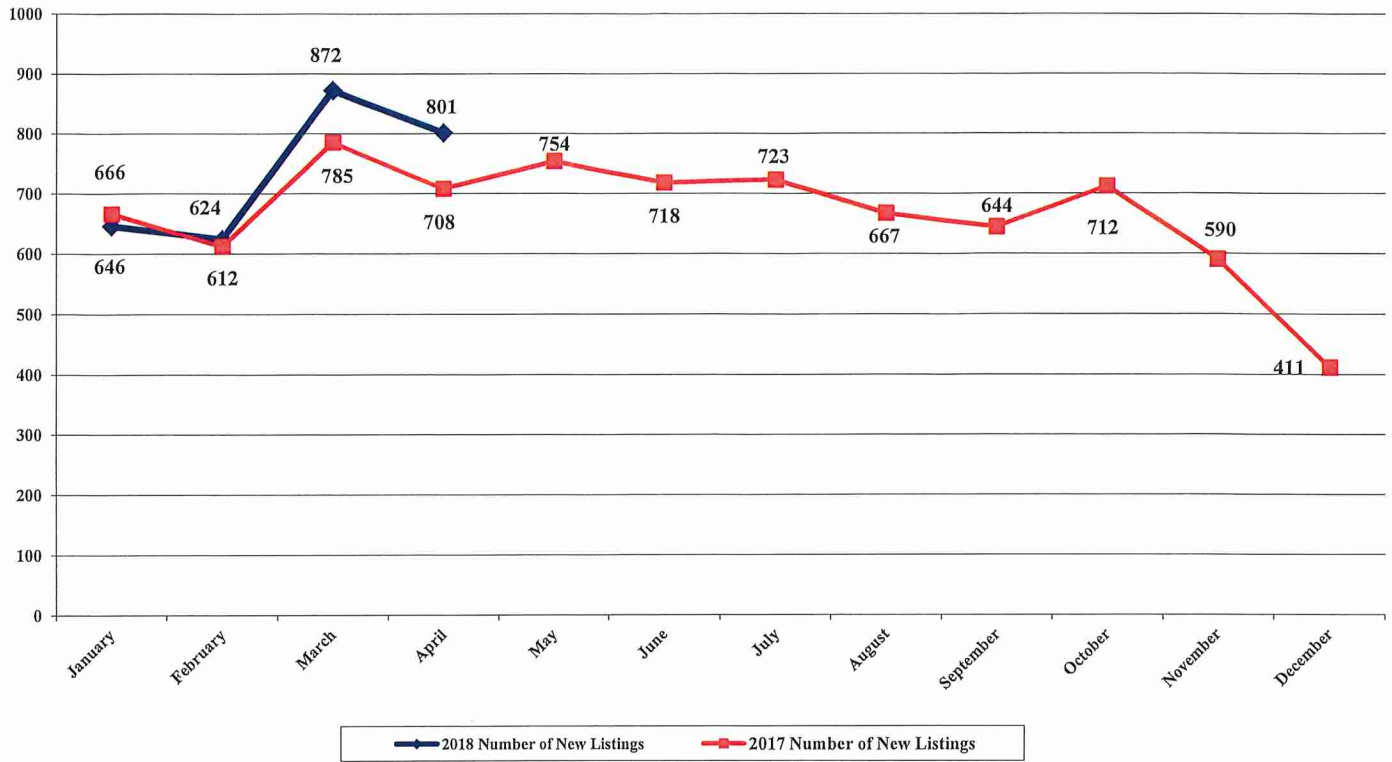
LAFAYETTE PARISH
(Excludes “GEO” areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, April 2018: \$87,201,307
Dollar Volume of Pending Home Sales, April 2017: \$64,392,030
(% change for April: +35.42%)

(% change from March 2018: +07.64%)

Cumulative total, January – April 2018: \$290,889,048
Cumulative total, January – April 2017: \$247,095,443
(% cumulative change: +17.72%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas
 January - April 2018 vs. 2017



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

Outside Lafayette Parish

April '18: 298
April '17: 261
 (% chg: +14.18%)

Number of New Residential Listings Reported to MLS, April 2018: 801
Number of New Residential Listings Reported to MLS, April 2017: 708
 (% change for April: +13.14%)

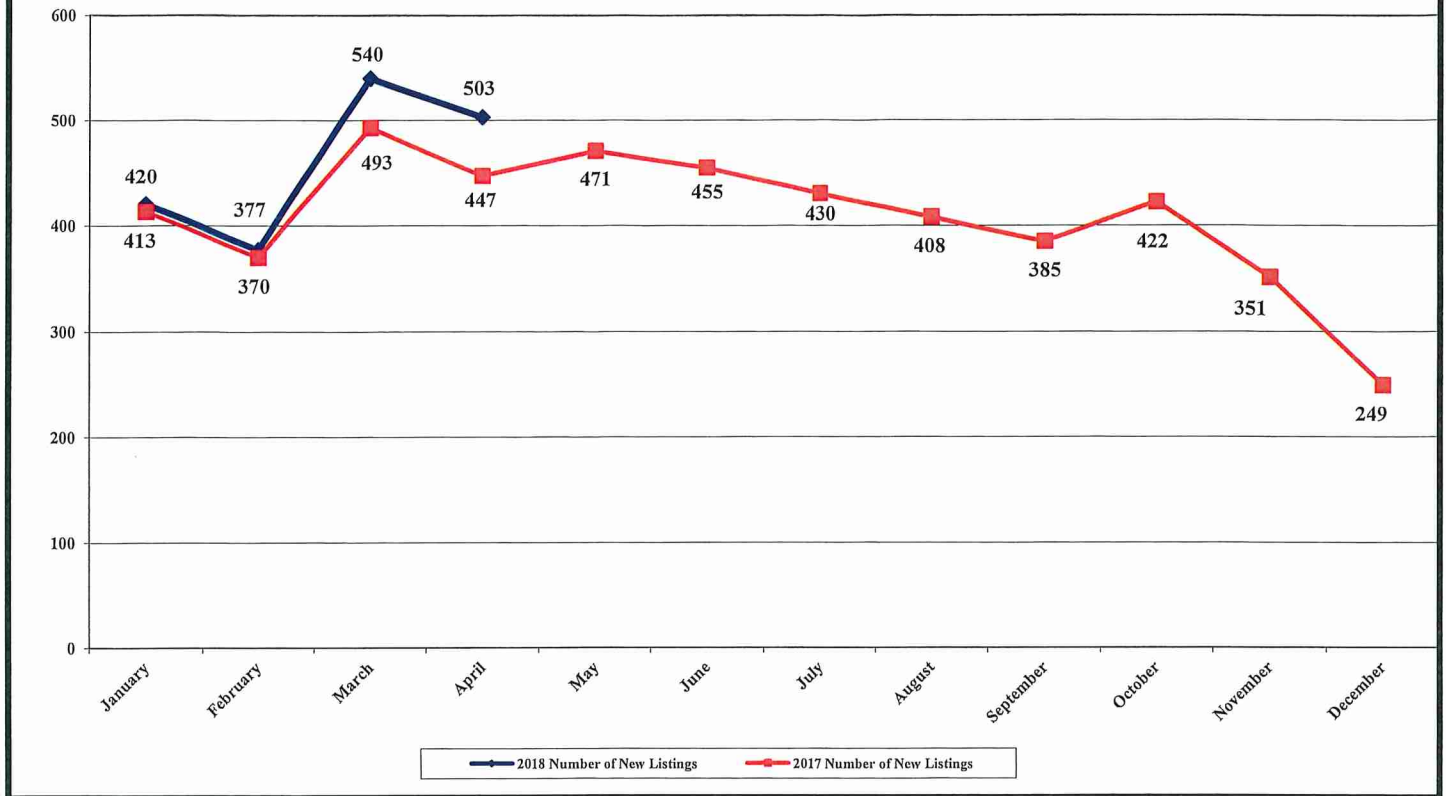
(% change from March 2018: -08.14%)

'18: 1,103
'17: 1,048
 (% chg: +05.25%)

Cumulative total, January – April 2018: 2,943
Cumulative total, January – April 2017: 2,771
 (% cumulative change: +06.21%)

Number of New Residential Listings Reported to MLS

Lafayette Parish Only
January - April 2018 vs. 2017



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

	New Const.	Re-sales
April '18:	105	398
April '17:	112	335
	-06.25%	+18.81%

Number of New Residential Listings Reported to MLS, April 2018: 503
Number of New Residential Listings Reported to MLS, April 2017: 447
(% change for April: +12.53%)

(% change from March 2018: -06.85%)

	New Const.	Re-sales
'15:	381	1,459
'14:	420	1,303
	-09.29%	+11.97%

Cumulative total, January – April 2018: 1,840
Cumulative total, January – April 2017: 1,723
(% cumulative change: +06.79%)

Comparison to Past Years:	2011	2012	2013	2014	2015	2016	2017	2018
#New Listings Taken	1,181	1,282	1,468	1,474	1,558	1,636	1,723	1,840
# Sold	650	773	968	942	966	905	986	997
Ratio – New Listings/Sold	1.82:1	1.66:1	1.52:1	1.56:1	1.61:1	1.81:1	1.75:1	1.85:1
2018 % +/- over	+55.80%	+43.53%	+25.34%	+24.83%	+18.10%	+12.47%	+06.79%	

Residential Price Range and Number of Months Supply Analysis

January – April 2018



A LATTER & BLUM COMPANY



Tell us what **YOU** want.

Sold Residential Properties Reported to M.L.S.
ALL "GEO" AREAS
January - April, 2018

<u>Price Range</u>	<u>Number Reported Sold</u>	<u>Current # of Active Listings</u>	<u># of Months Supply</u>
\$19,999 OR UNDER	33	18	2.2
\$20,000 - \$29,999	33	34	4.1
\$30,000 - \$39,999	35	42	4.8
\$40,000 - \$49,999	52	66	5.1
\$50,000 - \$59,999	35	65	7.4
\$60,000 - \$69,999	37	66	7.1
\$70,000 - \$79,999	49	65	5.3
\$80,000 - \$89,999	37	91	9.8
\$90,000 - \$99,999	35	79	9.0
\$100,000 - \$109,999	34	42	4.9
\$110,000 - \$119,999	47	74	6.3
\$120,000 - \$129,999	47	69	5.9
\$130,000 - \$139,999	66	98	5.9
\$140,000 - \$149,999	58	90	6.2
\$150,000 - \$159,999	69	97	5.6
\$160,000 - \$169,999	80	100	5.0
\$170,000 - \$179,999	85	144	6.8
\$180,000 - \$189,999	66	127	7.7
\$190,000 - \$199,999	65	118	7.3
\$200,000 - \$219,999	107	179	6.7
\$220,000 - \$239,999	82	161	7.9
\$240,000 - \$259,999	79	143	7.2
\$260,000 - \$279,999	75	127	6.8
\$280,000 - \$299,999	57	103	7.2
\$300,000 - \$349,999	45	160	14.2
\$350,000 - \$399,999	34	154	18.1
\$400,000 - \$449,999	32	75	9.4
\$450,000 - \$499,999	12	67	22.3
\$500,000 - \$549,999	06	50	33.3
\$550,000 - \$599,999	15	40	10.7
\$600,000 - \$699,999	14	39	11.1
\$700,000 - \$799,999	05	36	28.8
\$800,000 - \$899,999	03	16	21.3
\$900,000 - \$999,999	03	18	24.0
\$1,000,000 and over	02	30	60.0
TOTALS:	1,534	2,883	7.5
Last Year:	1,535 (-00.07%)	2,470 (+16.72%)	6.4

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
LAFAYETTE PARISH ONLY – ALL PROPERTIES
January – April, 2018**

<u>Price Range</u>		<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>		<u># of Months Supply</u>
\$19,999 OR UNDER	24.1% of all sales reported are in this price range.	05		01	14.7% of all active listings reported are in this price range.	0.8
\$20,000 - \$29,999		07	240 Sold	02		1.1
\$30,000 - \$39,999		08	238 Active Listings	05		2.5
\$40,000 - \$49,999		10	4.0 mo. supply	05		2.0
\$50,000 - \$59,999		10		12		4.8
\$60,000 - \$69,999	'18 240	'17 269		13	'18 238	'17 196
\$70,000 - \$79,999		22	Last month: 3.9 mo.	18		3.3
\$80,000 - \$89,999	-10.78%	17	Last year: 2.9 mo.	25	+21.43%	5.9
\$90,000 - \$99,999		15		31		8.3
\$100,000 - \$109,999		17		11		2.6
\$110,000 - \$119,999		19		22		4.6
\$120,000 - \$129,999		22		30		5.5
\$130,000 - \$139,999		39		26		2.7
\$140,000 - \$149,999		39		37		3.8
\$150,000 - \$159,999	61.3% of all sales are in this price range.	44	611 Sold	45	54.1% of all active listings reported are in this price range.	4.1
\$160,000 - \$169,999		60	876 Active Listings	62		4.1
\$170,000 - \$179,999		70	5.7 mo. supply	104		5.9
\$180,000 - \$189,999		59		83		5.6
\$190,000 - \$199,999		49		74		6.0
\$200,000 - \$219,999	'18 611	'17 577	Last month: 6.1 mo.	138	'18 876	'17 764
\$220,000 - \$239,999		67	Last year: 5.3 mo.	109		6.5
\$240,000 - \$259,999	+05.89%	59		97	+14.66%	6.6
\$260,000 - \$279,999		64		97		6.1
\$280,000 - \$299,999		47		67		5.7
\$300,000 - \$349,999	14.6% of all sales are in this price range.	34	146 Sold	103	31.2% of all active listings reported are in this price range.	12.1
\$350,000 - \$399,999		26	504 Active Listings	108		16.6
\$400,000 - \$449,999		30	13.8 mo. supply	62		8.3
\$450,000 - \$499,999		10		51		20.4
\$500,000 - \$549,999		05		40		32.0
\$550,000 - \$599,999	'18 146	'17 140	Last month: 14.3 mo.	32	'18 504	'17 405
\$600,000 - \$699,999		14	Last year: 11.6 mo.	29		9.1
\$700,000 - \$799,999	+04.29%	14		31	+24.44%	8.3
\$800,000 - \$899,999		05		14		24.8
\$900,000 - \$999,999		03		16		18.7
\$1,000,000 and over		03		16		21.3
		02		18		36.0
TOTALS:		997		1,618		6.5
Last Year:		986 (+01.12%)		1,365 (+18.53%)		5.5

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
LAFAYETTE PARISH ONLY – RESALES ONLY
January - April, 2018**

<u>Price Range</u>		<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>		<u># of Months Supply</u>
\$19,999 OR UNDER		05		01		0.8
\$20,000 - \$29,999	32.2% of all sales reported are in this price range.	07		02	19.3% of all active listings reported are in this price range.	1.1
\$30,000 - \$39,999		08	239 Sold	05		2.5
\$40,000 - \$49,999		10	236 Active Listings	05		2.0
\$50,000 - \$59,999		10	3.9 mo. supply	12		4.8
\$60,000 - \$69,999		10		13		5.2
\$70,000 - \$79,999		22	Last month: 4.1 mo.	18	<u>'18</u> <u>'17</u>	3.3
\$80,000 - \$89,999		<u>239</u> <u>268</u>		25	<u>236</u> <u>194</u>	5.9
\$90,000 - \$99,999		15	Last year: 2.9 mo.	31	+21.65%	8.3
\$100,000 - \$109,999	-10.82%	17		11		2.6
\$110,000 - \$119,999		19		22		4.6
\$120,000 - \$129,999		22		30		5.5
\$130,000 - \$139,999		39		26		2.7
\$140,000 - \$149,999		38		35		3.7
\$150,000 - \$159,999	53.8% of all sales reported are in this price range.	42		39	49.0% of all active listings reported are in this price range.	3.7
\$160,000 - \$169,999		53	399 Sold	51		3.8
\$170,000 - \$179,999		50	601 Active Listings	71		5.7
\$180,000 - \$189,999		33	6.0 mo. supply	57		6.9
\$190,000 - \$199,999		31		48		6.2
\$200,000 - \$219,999		<u>399</u> <u>390</u>	Last month: 6.5 mo.	91	<u>'18</u> <u>'17</u>	7.0
\$220,000 - \$239,999		46		79	<u>601</u> <u>501</u>	6.9
\$240,000 - \$259,999	+02.31%	34	Last year: 5.1 mo.	67	+19.96%	7.9
\$260,000 - \$279,999		33		59		7.2
\$280,000 - \$299,999		25		39		6.2
\$300,000 - \$349,999	14.0% of all sales reported are in this price range.	23		81	31.7% of all active listings reported are in this price range.	14.1
\$350,000 - \$399,999		22	104 Sold	88		16.0
\$400,000 - \$449,999		18	389 Active Listings	47		10.4
\$450,000 - \$499,999		09	15.0 mo. supply	35		15.6
\$500,000 - \$549,999		03		27		36.0
\$550,000 - \$599,999		10	Last month: 15.2 mo.	23		9.2
\$600,000 - \$699,999		<u>104</u> <u>92</u>		26	<u>'18</u> <u>'17</u>	14.9
\$700,000 - \$799,999		04	Last year: 12.5 mo.	24	<u>389</u> <u>288</u>	24.0
\$800,000 - \$899,999	+13.04%	03		09	+35.07%	12.0
\$900,000 - \$999,999		03		11		14.7
\$1,000,000 and over		02		18		36.0
TOTALS:		742		1,226		6.6
Last Year:		750 (-01.07%)		983 (+24.72%)		5.2

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.

LAFAYETTE PARISH ONLY - New Construction

January - April, 2018

<u>Price Range</u>	<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>	<u># of Months Supply</u>	
\$19,999 OR UNDER		-0-	-0-		----
\$20,000 - \$29,999	00.4% of all sales reported are in this price range.	-0-	-0-	0.5% of all active listings reported are in this price range.	----
\$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	'18	'17	01 Sold	'18	'17
\$90,000 - \$99,999	01	01	02 Active Listing	02	02
\$100,000 - \$109,999	N/C	-0-	8.0 mo. supply	N/C	----
\$110,000 - \$119,999		-0-	Last month: 3.0 mo.		----
\$120,000 - \$129,999		-0-	Last year: 8.0 mo.		----
\$130,000 - \$139,999		-0-			----
\$140,000 - \$149,999		01			8.0
\$150,000 - \$159,999	83.1% of all sales reported are in this price range.	02	06	70.2% of all active listings reported are in this price range.	12.0
\$160,000 - \$169,999		07	11		6.3
\$170,000 - \$179,999		20	33		6.6
\$180,000 - \$189,999		26	26		4.0
\$190,000 - \$199,999		18	26		5.8
\$200,000 - \$219,999	'18	'17	Last month: 5.3 mo.	'18	'17
\$220,000 - \$239,999	212	187		275	263
\$240,000 - \$259,999	+13.37%	25	Last year: 5.6 mo.	+04.56%	4.8
\$260,000 - \$279,999		31			4.9
\$280,000 - \$299,999		22			5.1
\$300,000 - \$349,999	16.5% of all sales reported are in this price range.	11	22	29.3% of all active listings reported are in this price range.	8.0
\$350,000 - \$399,999		04	20		20.0
\$400,000 - \$449,999		12	15		5.0
\$450,000 - \$499,999		01	16		64.0
\$500,000 - \$549,999		02	13		26.0
\$550,000 - \$599,999	'18	'17	Last month: 11.9 mo.	'18	'17
\$600,000 - \$699,999	42	48		115	117
\$700,000 - \$799,999	-12.50%	07	Last year: 9.8 mo.	-01.71%	1.7
\$800,000 - \$899,999		-0-			----
\$900,000 - \$999,999		-0-			----
\$1,000,000 and over		-0-			----
TOTALS:		255	392		6.1
Last Year:		236 (+08.05%)	382 (+02.62%)		6.5

SOURCE:

REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.
ST. LANDRY PARISH
January - April, 2018

<u>Price Range</u>		<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>		<u># of Months Supply</u>
\$19,999 OR UNDER		08		06		3.0
\$20,000 - \$29,999	70.7% of all sales reported are in this price range.	06	82 Sold	13	59.8% of all active listings reported are in this price range.	8.7
\$30,000 - \$39,999		05	190 Active Listings	14		11.2
\$40,000 - \$49,999		09	9.3 mo. supply	15		6.7
\$50,000 - \$59,999		09		12		5.3
\$60,000 - \$69,999		04	Last month: 10.3 mo.	15		15.0
\$70,000 - \$79,999		06		07		4.7
\$80,000 - \$89,999		05	Last Year: 10.1 mo.	25		20.0
\$90,000 - \$99,999		07		18		10.3
\$100,000 - \$109,999	+24.24%	04		12	+13.77%	12.0
\$110,000 - \$119,999		08		19		9.5
\$120,000 - \$129,999		02		07		14.0
\$130,000 - \$139,999		06		16		10.7
\$140,000 - \$149,999		03		11		14.7
\$150,000 - \$159,999	26.7 % of all sales reported are in this price range.	06	31 Sold	12	26.1% of all active listings reported are in this price range.	8.0
\$160,000 - \$169,999		06	86 Active Listings	12		8.0
\$170,000 - \$179,999		03	11.1 mo. supply	05		6.7
\$180,000 - \$189,999		02		06		12.0
\$190,000 - \$199,999		04		12		12.0
\$200,000 - \$219,999		02	Last Month: 11.2 mo.	06		12.0
\$220,000 - \$239,999		03		11		14.7
\$240,000 - \$259,999	+03.33%	04	Last Year: 13.3 mo.	10		10.0
\$260,000 - \$279,999		01		06	-17.00%	24.0
\$280,000 - \$299,999		-0-		03		----
\$300,000 - \$349,999	2.6% of all sales reported are in this price range.	01	03 Sold	15	14.1% of all active listings reported are in this price range.	60.0
\$350,000 - \$399,999		01	45 Active Listings	08		32.0
\$400,000 - \$449,999		-0-	60.0 mo. supply	04		----
\$450,000 - \$499,999		-0-		03		----
\$500,000 - \$549,999		01		03		12.0
\$550,000 - \$599,999		-0-	Last Month: 129.0 mo	03		----
\$600,000 - \$699,999		-0-		03		----
\$700,000 - \$799,999		-0-	Last Year: 27.3 mo.	02		----
\$800,000 - \$899,999	-50.00%	-0-		-0-	+09.76%	----
\$900,000 - \$999,999		-0-		-0-		----
\$1,000,000 and over		-0-		04		----
TOTALS:		116		318		11.0
Last Year:		102 (+13.73%)		308 (+03.25 %)		12.1

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.
ST. LANDRY PARISH - New Construction
January - April, 2018

<u>Price Range</u>	<u>Number Reported Sold</u>	<u>Current # of Active Listings</u>	<u># of Months Supply</u>
\$19,999 OR UNDER	-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-	01	----
\$140,000 - \$149,999	-0-	-0-	----
\$150,000 - \$159,999	-0-	-0-	----
\$160,000 - \$169,999	-0-	02	----
\$170,000 - \$179,999	01	-0-	----
\$180,000 - \$189,999	-0-	-0-	----
\$190,000 - \$199,999	-0-	-0-	----
\$200,000 - \$219,999	-0-	-0-	----
\$220,000 - \$239,999	01	-0-	----
\$240,000 - \$259,999	-0-	03	----
\$260,000 - \$279,999	-0-	02	----
\$280,000 - \$299,999	-0-	-0-	----
\$300,000 - \$349,999	-0-	01	----
\$350,000 - \$399,999	-0-	-0-	----
\$400,000 - \$449,999	-0-	-0-	----
\$450,000 - \$499,999	-0-	-0-	----
\$500,000 - \$549,999	-0-	-0-	----
\$550,000 - \$599,999	-0-	-0-	----
\$600,000 - \$699,999	-0-	-0-	----
\$700,000 - \$799,999	-0-	-0-	----
\$800,000 - \$899,999	-0-	-0-	----
\$900,000 - \$999,999	-0-	-0-	----
\$1,000,000 and over	-0-	-0-	----
TOTALS:	02	09	18.0
Last Year:	02 (N/C)	10 (-10.00%)	20.0

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018 Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S. IBERIA PARISH ONLY January - April, 2018

<u>Price Range</u>		<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>		<u># of Months Supply</u>
\$19,999 OR UNDER		04		04		4.0
\$20,000 - \$29,999	65.5% of all sales reported are in this price range.	04	72 Sold	06	51.3% of all active listings reported are in this price range.	6.0
\$30,000 - \$39,999		05	139 Active Listings	09		7.2
\$40,000 - \$49,999		08	7.7 mo. supply	12		6.0
\$50,000 - \$59,999		02		13		26.0
\$60,000 - \$69,999		04	Last Month: 7.0 mo.	11		11.0
\$70,000 - \$79,999	'18 / 72	'17 / 90		14	'18 / 139	'17 / 91
\$80,000 - \$89,999		05	Last Year: 4.0 mo.	10		8.0
\$90,000 - \$99,999	-20.00%	07		06	+52.75%	3.4
\$100,000 - \$109,999		05		08		6.4
\$110,000 - \$119,999		03		10		13.3
\$120,000 - \$129,999		06		11		7.3
\$130,000 - \$139,999		09		15		6.7
\$140,000 - \$149,999		03		10		13.3
\$150,000 - \$159,999		06	32 Sold	09	35.4% of all active listings reported are in this price range.	6.0
\$160,000 - \$169,999	29.1% of all sales reported are in this price range.	06	96 Active Listings	07		4.7
\$170,000 - \$179,999		03		12		16.0
\$180,000 - \$189,999		01	12.0 mo. supply	14		56.0
\$190,000 - \$199,999	'18 / 32	'17 / 34		08		10.7
\$200,000 - \$219,999		-0-	Last Month: 9.7 mo.	08	'18 / 96	'17 / 74
\$220,000 - \$239,999	-05.88%	04	Last Year: 8.7 mo.	08		8.0
\$240,000 - \$259,999		04		13	+29.73%	13.0
\$260,000 - \$279,999		04		09		9.0
\$280,000 - \$299,999		01		08		32.0
\$300,000 - \$349,999		01		11		44.0
\$350,000 - \$399,999	5.4% of all sales reported are in this price range.	04	6 Sold	12	13.3% of all active listings reported are in this price range.	12.0
\$400,000 - \$449,999		-0-	36 Active Listings	02		----
\$450,000 - \$499,999		-0-	24.0 mo. supply	04		----
\$500,000 - \$549,999		-0-		03		----
\$550,000 - \$599,999	'18 / 06	'17 / 10		01	'18 / 36	'17 / 37
\$600,000 - \$699,999		-0-	Last Month: 33.0 mo.	01		----
\$700,000 - \$799,999	-40.00%	-0-	Last Year: 14.8 mo.	-0-	-02.70%	----
\$800,000 - \$899,999		-0-		-0-		----
\$900,000 - \$999,999		-0-		-0-		----
\$1,000,000 and over		-0-		02		----
TOTALS:		110		271		9.9
Last Year:		134 (-17.91%)		202 (+34.16%)		6.0

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.

IBERIA PARISH – RESALES

January - April, 2018

<u>Price Range</u>	<u>Number Reported Sold</u>	<u>Current # of Active Listings</u>	<u># of Months Supply</u>
\$19,999 OR UNDER	04	04	4.0
\$20,000 - \$29,999	04	72 Sold	6.0
\$30,000 - \$39,999	05	138 Active Listings	7.2
\$40,000 - \$49,999	08	7.7 mo. supply	6.0
\$50,000 - \$59,999	02		26.0
\$60,000 - \$69,999	04	Last Month: 7.0 mo.	11.0
\$70,000 - \$79,999	07		8.0
\$80,000 - \$89,999	05	Last Year: 4.0 mo.	8.0
\$90,000 - \$99,999	07		3.4
\$100,000 - \$109,999	05		6.4
\$110,000 - \$119,999	03		12.0
\$120,000 - \$129,999	06		7.3
\$130,000 - \$139,999	09		6.7
\$140,000 - \$149,999	03		13.3
\$150,000 - \$159,999	06		6.0
\$160,000 - \$169,999	06	32 Sold	4.7
\$170,000 - \$179,999	03	89 Active Listings	13.3
\$180,000 - \$189,999	01	11.1 mo. supply	56.0
\$190,000 - \$199,999	03		10.7
\$200,000 - \$219,999	-0-	Last Month: 9.0 mo.	----
\$220,000 - \$239,999	04		8.0
\$240,000 - \$259,999	04	Last Year: 9.5 mo.	11.0
\$260,000 - \$279,999	04		7.0
\$280,000 - \$299,999	01		28.0
\$300,000 - \$349,999	01		36.0
\$350,000 - \$399,999	04		10.0
\$400,000 - \$449,999	-0-	06 Sold	----
\$450,000 - \$499,999	-0-	30 Active Listings	----
\$500,000 - \$549,999	-0-	20.0 mo. supply	----
\$550,000 - \$599,999	01		4.0
\$600,000 - \$699,999	-0-	Last Month: 28.0 mo.	----
\$700,000 - \$799,999	-0-		----
\$800,000 - \$899,999	-0-	Last Year: 13.2 mo.	----
\$900,000 - \$999,999	-0-		----
\$1,000,000 and over	-0-		----
TOTALS:	110	257	9.3
Last Year:	129 (-14.73%)	194 (+32.47%)	6.0

SOURCE:

REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
IBERIA PARISH - NEW CONSTRUCTION
January - April, 2018**

<u>Price Range</u>	<u>Number Reported Sold</u>	<u>Current # of Active Listings</u>	<u># of Months Supply</u>
\$19,999 OR UNDER	-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-	01	----
\$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-	-0-	----
\$170,000 - \$179,999	-0-	02	----
\$180,000 - \$189,999	-0-	-0-	----
\$190,000 - \$199,999	-0-	-0-	----
\$200,000 - \$219,999	-0-	-0-	----
\$220,000 - \$239,999	-0-	-0-	----
\$240,000 - \$259,999	-0-	02	----
\$260,000 - \$279,999	-0-	02	----
\$280,000 - \$299,999	-0-	01	----
\$300,000 - \$349,999	-0-	02	----
\$350,000 - \$399,999	-0-	02	----
\$400,000 - \$449,999	-0-	01	----
\$450,000 - \$499,999	-0-	-0-	----
\$500,000 - \$549,999	-0-	01	----
\$550,000 - \$599,999	-0-	-0-	----
\$600,000 - \$699,999	-0-	-0-	----
\$700,000 - \$799,999	-0-	-0-	----
\$800,000 - \$899,999	-0-	-0-	----
\$900,000 - \$999,999	-0-	-0-	----
\$1,000,000 and over	-0-	-0-	----
TOTALS:	-0-	14	N/A
Last Year:	05 (N/A)	08 (+75.00%)	6.4

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
ST. MARTIN PARISH
January - April, 2018**

Price Range	Number Reported Sold	Current # of Active Listings	# of Months Supply
\$19,999 OR UNDER	04	02	2.0
\$20,000 - \$29,999	02	03	6.0
\$30,000 - \$39,999	03	59 Sold	1.3
\$40,000 - \$49,999	09	70 Active Listings	2.2
\$50,000 - \$59,999	07		3.4
\$60,000 - \$69,999	05	4.7 mo. Supply	6.4
\$70,000 - \$79,999	04		3.0
\$80,000 - \$89,999	02	Last Month: 5.0 mo.	16.0
\$90,000 - \$99,999	02		14.0
\$100,000 - \$109,999	04		2.0
\$110,000 - \$119,999	03		5.3
\$120,000 - \$129,999	05		4.0
\$130,000 - \$139,999	03		13.3
\$140,000 - \$149,999	06		4.0
\$150,000 - \$159,999	07		5.7
\$160,000 - \$169,999	03		9.3
\$170,000 - \$179,999	03	31 Sold	8.0
\$180,000 - \$189,999	-0-	88 Active Listings	---
\$190,000 - \$199,999	02		14.0
\$200,000 - \$219,999	04	11.4 mo. Supply	6.0
\$220,000 - \$239,999	-0-		---
\$240,000 - \$259,999	05	Last Month: 13.8 mo.	9.6
\$260,000 - \$279,999	02		12.0
\$280,000 - \$299,999	05		7.2
\$300,000 - \$349,999	02		18.0
\$350,000 - \$399,999	01		40.0
\$400,000 - \$449,999	-0-	04 Sold	---
\$450,000 - \$499,999	01	35 Active Listings	12.0
\$500,000 - \$549,999	-0-		---
\$550,000 - \$599,999	-0-	35.0 mo. supply	---
\$600,000 - \$699,999	-0-		---
\$700,000 - \$799,999	-0-	Last Month: 21.0 mo.	---
\$800,000 - \$899,999	-0-		---
\$900,000 - \$999,999	-0-		---
\$1,000,000 and over	-0-		---
TOTALS:	94	193	8.4
Last Year:	91 (+03.30%)		

SOURCE:

REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018 Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.
ACADIA PARISH
January – April, 2017

Price Range	Number Reported Sold	Current # of Active Listings	# of Months Supply
\$19,999 OR UNDER	03	01	1.3
\$20,000 - \$29,999	03	03	4.0
\$30,000 - \$39,999	06	06	4.0
\$40,000 - \$49,999	07	06	3.4
\$50,000 - \$59,999	03	06	8.0
\$60,000 - \$69,999	02	04	8.0
\$70,000 - \$79,999	04	07	7.0
\$80,000 - \$89,999	02	08	16.0
\$90,000 - \$99,999	01	08	32.0
\$100,000 - \$109,999	02	03	6.0
\$110,000 - \$119,999	04	03	3.0
\$120,000 - \$129,999	02	07	14.0
\$130,000 - \$139,999	03	08	10.7
\$140,000 - \$149,999	04	16	16.0
\$150,000 - \$159,999	02	05	10.0
\$160,000 - \$169,999	01	02	8.0
\$170,000 - \$179,999	03	05	6.7
\$180,000 - \$189,999	-0-	07	----
\$190,000 - \$199,999	01	03	12.0
\$200,000 - \$219,999	-0-	07	----
\$220,000 - \$239,999	03	06	8.0
\$240,000 - \$259,999	02	04	7.5
\$260,000 - \$279,999	02	02	4.0
\$280,000 - \$299,999	02	09	18.0
\$300,000 - \$349,999	-0-	03	----
\$350,000 - \$399,999	-0-	07	----
\$400,000 - \$449,999	-0-	-0-	----
\$450,000 - \$499,999	-0-	-0-	----
\$500,000 - \$549,999	-0-	01	----
\$550,000 - \$599,999	-0-	-0-	----
\$600,000 - \$699,999	-0-	02	----
\$700,000 - \$799,999	-0-	-0-	----
\$800,000 - \$899,999	-0-	01	----
\$900,000 - \$999,999	-0-	-0-	----
\$1,000,000 and over	-0-	-0-	----
TOTALS:	62	150	9.7
Last Year:	64 (-03.13%)		

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued April 29, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of April 29, 2018. MLS data does not reflect all activity within the marketplace

Residential Market Share

January – April 2018

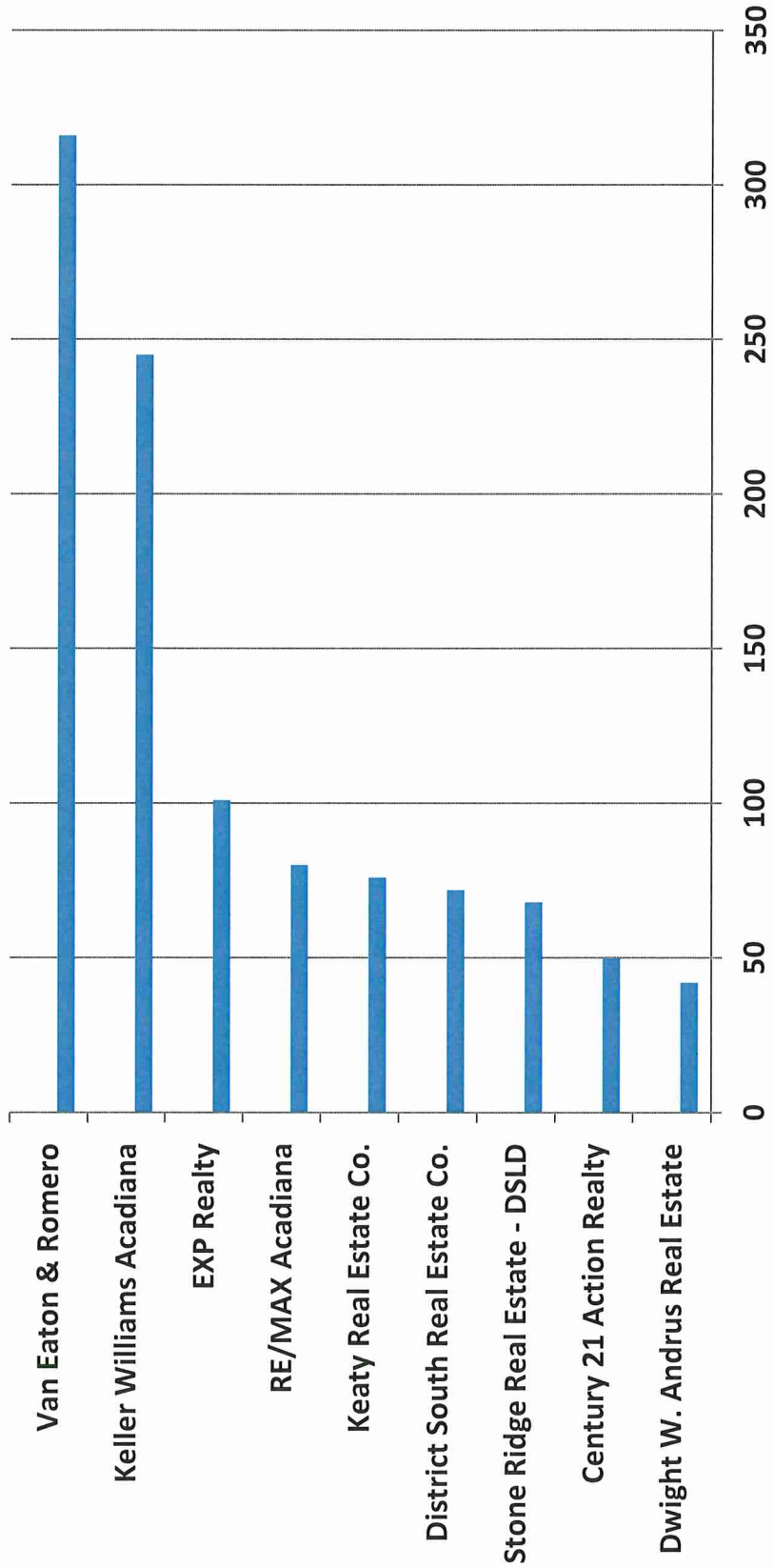


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A LATTER & BLUM COMPANY
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Closed Single Family Listing Sides – All GEO Areas January – April 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential;

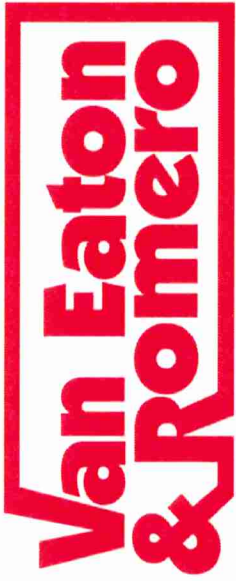
As of Monday, May 7, 2018 10:29:28 AM

Date Range: 1/1/2018 to 4/30/2018

Number and Volume Calculated By Sides

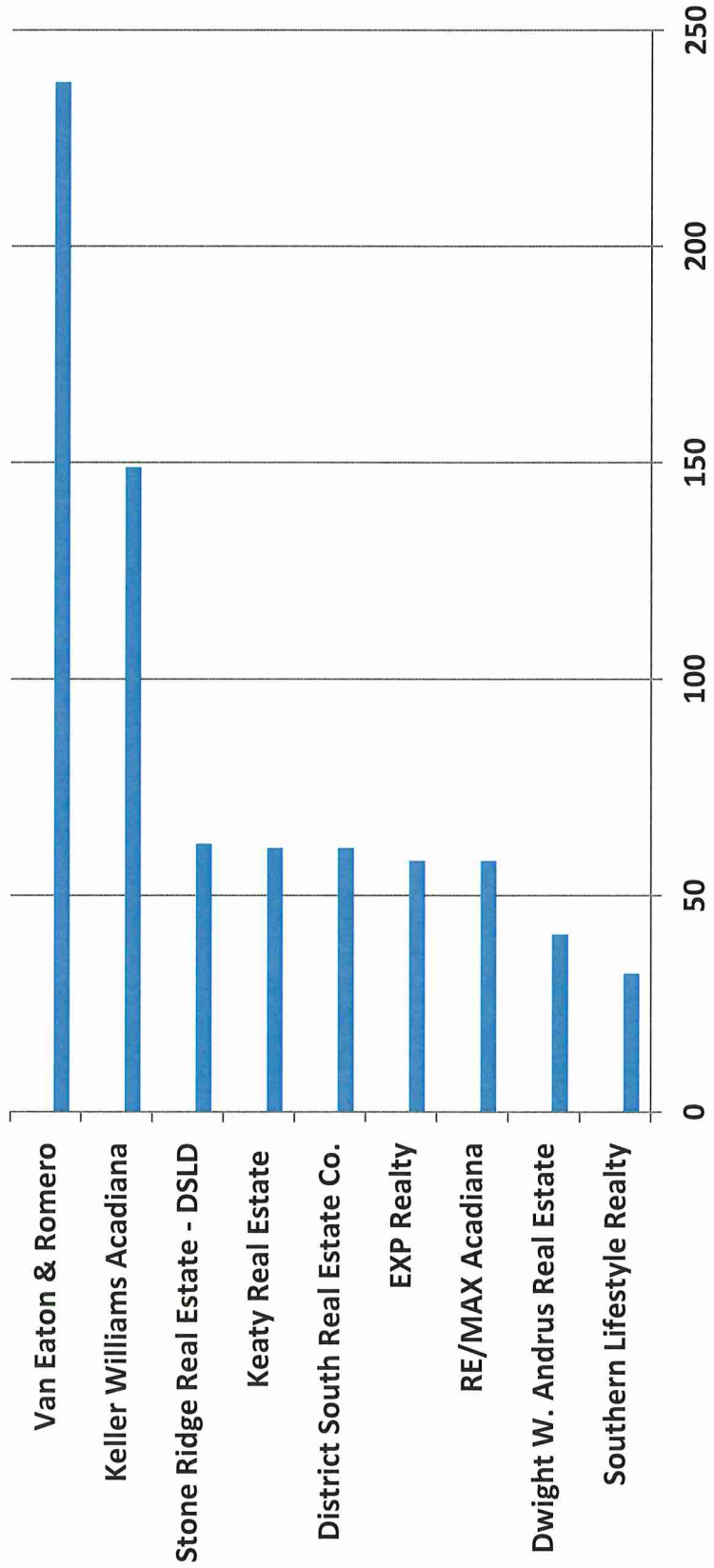
Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	316.0	74,936,643	237,141	20.60	25.79
2	Keller Williams Realty Acadiana (I000906)	244.5	40,134,871	164,151	15.94	13.81
3	EXP Realty, LLC (exprealty)	100.5	19,212,042	191,165	6.55	6.61
4	RE/MAX Acadiana (I000020)	80.0	15,759,633	196,995	5.22	5.42
5	Keaty Real Estate Company (I000932)	76.0	18,078,175	237,871	4.95	6.22
6	District South Real Estate Co. (I001224)	71.5	14,398,047	201,371	4.66	4.96
7	Stone Ridge Real Estate (I001089)	68.0	14,639,935	215,293	4.43	5.04
8	Century 21 Action Realty (I001065)	50.0	4,714,314	94,286	3.26	1.62
9	Dwight W. Andrus Real Est, LLC (I000004)	42.0	12,243,490	291,512	2.74	4.21
10	McGeeScott Realty (I001196)	34.0	6,121,300	180,038	2.22	2.11
11	Southern Lifestyle Realty, LLC (I001043)	33.0	9,478,604	287,230	2.15	3.26
12	Lamplighter Realty, LLC (I001186)	26.0	5,474,126	210,543	1.69	1.88
13	Brandon E. Breaux Real Estate (I000979)	26.0	1,882,930	72,420	1.69	0.65
14	Steve Stigall (I001133)	17.0	3,320,548	195,326	1.11	1.14
15	Caffery Real Estate, Inc. (I000915)	17.0	1,515,418	89,142	1.11	0.52
16	Dream Home Realty, LLC (I001181)	16.0	2,033,013	127,063	1.04	0.70
17	Century 21 DCG/Aguillard-Eunice (I001063)	16.0	1,366,775	85,423	1.04	0.47
18	Gateway Realty, Inc. (I000062)	16.0	1,244,733	77,796	1.04	0.43
19	HUNCO Real Estate (I001141)	15.0	3,044,800	202,987	0.98	1.05
20	Rayne Realty Co, Inc (I000111)	11.5	1,373,500	119,435	0.75	0.47
21	Non-Mbr Office/Seller (I90001)	11.0	2,809,900	255,445	0.72	0.97
22	RE/MAX Rice Realty (I001103)	11.0	993,700	90,336	0.72	0.34
23	Reliance Real Estate Group (I001039)	10.0	2,632,630	263,263	0.65	0.91
24	New Investors Inc (I000935)	10.0	705,300	70,530	0.65	0.24
25	Real Estate de Louisiane (I000040)	9.0	1,693,400	188,156	0.59	0.58
26	Red Door Realty Acadiana (I001187)	9.0	1,395,900	155,100	0.59	0.48
27	Realty of Acadiana, LLC (I001193)	9.0	367,051	40,783	0.59	0.13
28	Choice Realty (I000991)	8.0	3,010,400	376,300	0.52	1.04
29	Century 21 DCG/Aguillard-Opel (I000987)	8.0	914,050	114,256	0.52	0.31
30	ReHive, LLC (I001228)	7.5	1,364,699	181,960	0.49	0.47
31	Gauthier Real Estate, Inc. (I000036)	7.0	851,500	121,643	0.46	0.29
32	Premier Realty of Acadiana LLC (I001172)	7.0	763,400	109,057	0.46	0.26
33	Cachet Real Estate, LLC (I001111)	6.5	800,100	123,092	0.42	0.28
34	Trahan Real Estate Group (I001137)	6.0	969,000	161,500	0.39	0.33
35	Parish Realty Acadiana (I001178)	6.0	831,300	138,550	0.39	0.29
36	RealHome Services & Solutions (I001124)	6.0	255,801	42,634	0.39	0.09
37	Garber-Seaux Real Estate LLC (I001132)	5.0	1,200,000	240,000	0.33	0.41
38	Cindy Herring Real Estate (I001038)	5.0	678,500	135,700	0.33	0.23
39	James Real Estate (I000925)	5.0	622,010	124,402	0.33	0.21
40	Core Realty (I000061)	5.0	548,000	109,600	0.33	0.19

41 Sunrise Realty (I001078)	5.0	526,000	105,200	0.33	0.18
42 Savvy Team Realty, LLC (I001123)	5.0	459,599	91,920	0.33	0.16
43 Rome Realty (I001106)	4.0	2,195,772	548,943	0.26	0.76
44 Engel & Voelkers Lafayette (I000944)	4.0	656,900	164,225	0.26	0.23
45 A.L.C. Real Estate (I000016)	4.0	654,000	163,500	0.26	0.23
46 Your Southern Real Estate Co. (I001135)	4.0	514,000	128,500	0.26	0.18
47 Thibodeaux Reed Realty, LLC (I001190)	4.0	404,400	101,100	0.26	0.14
48 Roberson Realty (I001122)	4.0	284,000	71,000	0.26	0.10
49 Cajun Real Estate (I000975)	4.0	208,600	52,150	0.26	0.07
50 Mirian Real Estate (I000081)	3.0	599,250	199,750	0.20	0.21
51 Sam Robertson Real Estate Co (I000214)	3.0	425,000	141,667	0.20	0.15
52 Robins Real Estate, LLC (I001120)	3.0	349,500	116,500	0.20	0.12
53 Atlas Realty of Acadiana (I001119)	3.0	322,000	107,333	0.20	0.11
54 Bon Aimee Realty (I001189)	3.0	208,000	69,333	0.20	0.07
55 Venus Realty Corporation (I000155)	2.0	811,000	405,500	0.13	0.28
56 LA Real Estate and Appraisal (I001032)	2.0	492,000	246,000	0.13	0.17
57 Magnolia Property Investments, LLC (I001041)	2.0	415,000	207,500	0.13	0.14
58 Kathy Dyson Realty (I001105)	2.0	398,000	199,000	0.13	0.14
59 Cicero Realty LLC (I001234)	2.0	378,700	189,350	0.13	0.13
60 Hargroder Real Estate Group (I001199)	2.0	333,000	166,500	0.13	0.11
61 Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.13	0.11
62 Christe Dailey Realty (I000917)	2.0	309,000	154,500	0.13	0.11
63 Majestic Realty & Investments LLC (I001173)	2.0	290,000	145,000	0.13	0.10
64 David Landry Real Estate, LLC (I001066)	2.0	276,900	138,450	0.13	0.10
65 Duncan Realty Professionals, LLC (I001217)	2.0	272,499	136,250	0.13	0.09
66 GrandMark Realty, LLC (I001068)	2.0	270,000	135,000	0.13	0.09
67 Platinum Realty (I001092)	2.0	207,000	103,500	0.13	0.07
68 Credeur Properties (I000095)	2.0	185,000	92,500	0.13	0.06
69 Broussard Realty & Appraisal (I001000)	2.0	175,000	87,500	0.13	0.06
70 Real Broker, LLC (I001229)	1.5	263,950	175,967	0.10	0.09
71 CJS Custom Builders, LLC (I001227)	1.0	383,000	383,000	0.07	0.13
72 Spectrum Real Estate (I000032)	1.0	304,000	304,000	0.07	0.10
73 Beclon Real Estate (I001130)	1.0	280,000	280,000	0.07	0.10
74 Cornerstone Realty (I000210)	1.0	200,850	200,850	0.07	0.07
75 M & R Properties (I000099)	1.0	172,998	172,998	0.07	0.06
76 Hebert Properties (I000216)	1.0	172,000	172,000	0.07	0.06
77 PROREE, LLC (I001150)	1.0	167,000	167,000	0.07	0.06
78 A. Reaux Real Estate, LLC (I001079)	1.0	140,000	140,000	0.07	0.05
79 Darby & Associates (I000077)	1.0	130,000	130,000	0.07	0.04
80 Michael Doran R. E., LLC (I001159)	1.0	127,500	127,500	0.07	0.04
81 McGinn Real Estate Agency (I000911)	1.0	121,650	121,650	0.07	0.04
82 Keller Williams Cenla Partners (I001095)	1.0	113,000	113,000	0.07	0.04
83 PMI Integrity Properties (I001195)	1.0	100,000	100,000	0.07	0.03
84 Home Realty of Acadiana (I000996)	1.0	76,700	76,700	0.07	0.03
85 Better Homes, Ranches & Properties (I001016)	1.0	70,000	70,000	0.07	0.02
86 Camelot Realty (I000038)	1.0	65,000	65,000	0.07	0.02
87 Titan Real Estate Services, LLC (I001110)	1.0	61,000	61,000	0.07	0.02
88 Acadiana Metro Realty (I001037)	1.0	60,000	60,000	0.07	0.02
89 Goldie Locks Realty LLC (I001197)	1.0	60,000	60,000	0.07	0.02
90 Champs Real Estate & Prop. Mgt (I001156)	1.0	39,000	39,000	0.07	0.01
91 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.07	0.01
92 Sky Universal Realty LLC (I001194)	1.0	3,000	3,000	0.07	0.00
93 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.03	0.04
Totals:	1534.0	290,556,907.71	189,411.28	100%	100%



A LATTER & BLUM COMPANY
 ERA

Closed Single Family Listing Sides – Lafayette Parish January – April 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'Lafayette'.

As of Monday, May 7, 2018 10:32:48 AM

Date Range: 1/1/2018 to 4/30/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	238.0	62,878,230	264,194	23.87	28.22
2	Keller Williams Realty Acadiana (I000906)	149.0	28,424,372	190,768	14.94	12.76
3	Stone Ridge Real Estate (I001089)	62.0	13,432,635	216,655	6.22	6.03
4	Keaty Real Estate Company (I000932)	61.0	15,226,700	249,618	6.12	6.83
5	District South Real Estate Co. (I001224)	61.0	13,212,537	216,599	6.12	5.93
6	EXP Realty, LLC (exprealty)	58.0	12,646,438	218,042	5.82	5.68
7	RE/MAX Acadiana (I000020)	58.0	12,129,708	209,133	5.82	5.44
8	Dwight W. Andrus Real Est, LLC (I000004)	41.0	12,028,490	293,378	4.11	5.40
9	Southern Lifestyle Realty, LLC (I001043)	32.0	9,338,704	291,835	3.21	4.19
10	Century 21 Action Realty (I001065)	29.0	3,059,883	105,513	2.91	1.37
11	Lamplighter Realty, LLC (I001186)	22.0	4,827,226	219,419	2.21	2.17
12	Steve Stigall (I001133)	17.0	3,320,548	195,326	1.71	1.49
13	HUNCO Real Estate (I001141)	15.0	3,044,800	202,987	1.50	1.37
14	Gateway Realty, Inc. (I000062)	10.0	958,533	95,853	1.00	0.43
15	Reliance Real Estate Group (I001039)	9.0	2,307,630	256,403	0.90	1.04
16	Dream Home Realty, LLC (I001181)	9.0	1,669,000	185,444	0.90	0.75
17	Red Door Realty Acadiana (I001187)	9.0	1,395,900	155,100	0.90	0.63
18	Choice Realty (I000991)	6.0	2,325,400	387,567	0.60	1.04
19	McGeeScott Realty (I001196)	6.0	1,486,000	247,667	0.60	0.67
20	Real Estate de Louisiane (I000040)	6.0	1,075,500	179,250	0.60	0.48
21	Brandon E. Breaux Real Estate (I000979)	6.0	613,300	102,217	0.60	0.28
22	Trahan Real Estate Group (I001137)	5.0	811,500	162,300	0.50	0.36
23	ReHive, LLC (I001228)	4.5	794,600	176,578	0.45	0.36
24	Cachet Real Estate, LLC (I001111)	4.5	459,100	102,022	0.45	0.21
25	Rome Realty (I001106)	4.0	2,195,772	548,943	0.40	0.99
26	Non-Mbr Office/Seller (I90001)	4.0	1,417,000	354,250	0.40	0.64
27	Garber-Seaux Real Estate LLC (I001132)	4.0	1,153,000	288,250	0.40	0.52
28	Engel & Voelkers Lafayette (I000944)	4.0	656,900	164,225	0.40	0.29
29	Gauthier Real Estate, Inc. (I000036)	3.0	576,600	192,200	0.30	0.26
30	Parish Realty Acadiana (I001178)	3.0	561,000	187,000	0.30	0.25
31	Thibodeaux Reed Realty, LLC (I001190)	3.0	304,500	101,500	0.30	0.14
32	RealHome Services & Solutions (I001124)	3.0	183,859	61,286	0.30	0.08
33	Venus Realty Corporation (I000155)	2.0	811,000	405,500	0.20	0.36
34	Mirian Real Estate (I000081)	2.0	484,250	242,125	0.20	0.22
35	Rayne Realty Co, Inc (I000111)	2.0	442,500	221,250	0.20	0.20
36	Magnolia Property Investments, LLC (I001041)	2.0	415,000	207,500	0.20	0.19
37	Hargroder Real Estate Group (I001199)	2.0	333,000	166,500	0.20	0.15
38	Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.20	0.14
39	Majestic Realty & Investments LLC (I001173)	2.0	290,000	145,000	0.20	0.13
40	Atlas Realty of Acadiana (I001119)	2.0	274,000	137,000	0.20	0.12

41 Duncan Realty Professionals, LLC (I001217)	2.0	272,499	136,250	0.20	0.12
42 GrandMark Realty, LLC (I001068)	2.0	270,000	135,000	0.20	0.12
43 Savvy Team Realty, LLC (I001123)	2.0	241,000	120,500	0.20	0.11
44 Real Broker, LLC (I001229)	1.5	263,950	175,967	0.15	0.12
45 CJS Custom Builders, LLC (I001227)	1.0	383,000	383,000	0.10	0.17
46 Spectrum Real Estate (I000032)	1.0	304,000	304,000	0.10	0.14
47 A.L.C. Real Estate (I000016)	1.0	285,000	285,000	0.10	0.13
48 Beclon Real Estate (I001130)	1.0	280,000	280,000	0.10	0.13
49 Your Southern Real Estate Co. (I001135)	1.0	215,000	215,000	0.10	0.10
50 Cornerstone Realty (I000210)	1.0	200,850	200,850	0.10	0.09
51 Cicero Realty LLC (I001234)	1.0	186,900	186,900	0.10	0.08
52 Hebert Properties (I000216)	1.0	172,000	172,000	0.10	0.08
53 PROREE, LLC (I001150)	1.0	167,000	167,000	0.10	0.07
54 Sam Robertson Real Estate Co (I000214)	1.0	155,000	155,000	0.10	0.07
55 Caffery Real Estate, Inc. (I000915)	1.0	150,000	150,000	0.10	0.07
56 David Landry Real Estate, LLC (I001066)	1.0	148,900	148,900	0.10	0.07
57 A. Reaux Real Estate, LLC (I001079)	1.0	140,000	140,000	0.10	0.06
58 Darby & Associates (I000077)	1.0	130,000	130,000	0.10	0.06
59 McGinn Real Estate Agency (I000911)	1.0	121,650	121,650	0.10	0.05
60 Keller Williams Cenla Partners (I001095)	1.0	113,000	113,000	0.10	0.05
61 PMI Integrity Properties (I001195)	1.0	100,000	100,000	0.10	0.04
62 Home Realty of Acadiana (I000996)	1.0	76,700	76,700	0.10	0.03
63 James Real Estate (I000925)	1.0	75,010	75,010	0.10	0.03
64 Better Homes, Ranches & Properties (I001016)	1.0	70,000	70,000	0.10	0.03
65 Titan Real Estate Services, LLC (I001110)	1.0	61,000	61,000	0.10	0.03
66 Acadiana Metro Realty (I001037)	1.0	60,000	60,000	0.10	0.03
67 Century 21 DCG/Aguillard-Opel (I000987)	1.0	55,000	55,000	0.10	0.02
68 Credeur Properties (I000095)	1.0	40,000	40,000	0.10	0.02
69 Champs Real Estate & Prop. Mgt (I001156)	1.0	39,000	39,000	0.10	0.02
70 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.10	0.01
71 Realty of Acadiana, LLC (I001193)	1.0	21,000	21,000	0.10	0.01
72 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.05	0.05
Totals:	997.0	222,809,175.45	223,479.61	100%	100%

Information is deemed to be reliable, but is not guaranteed. See [copyright notice](#).

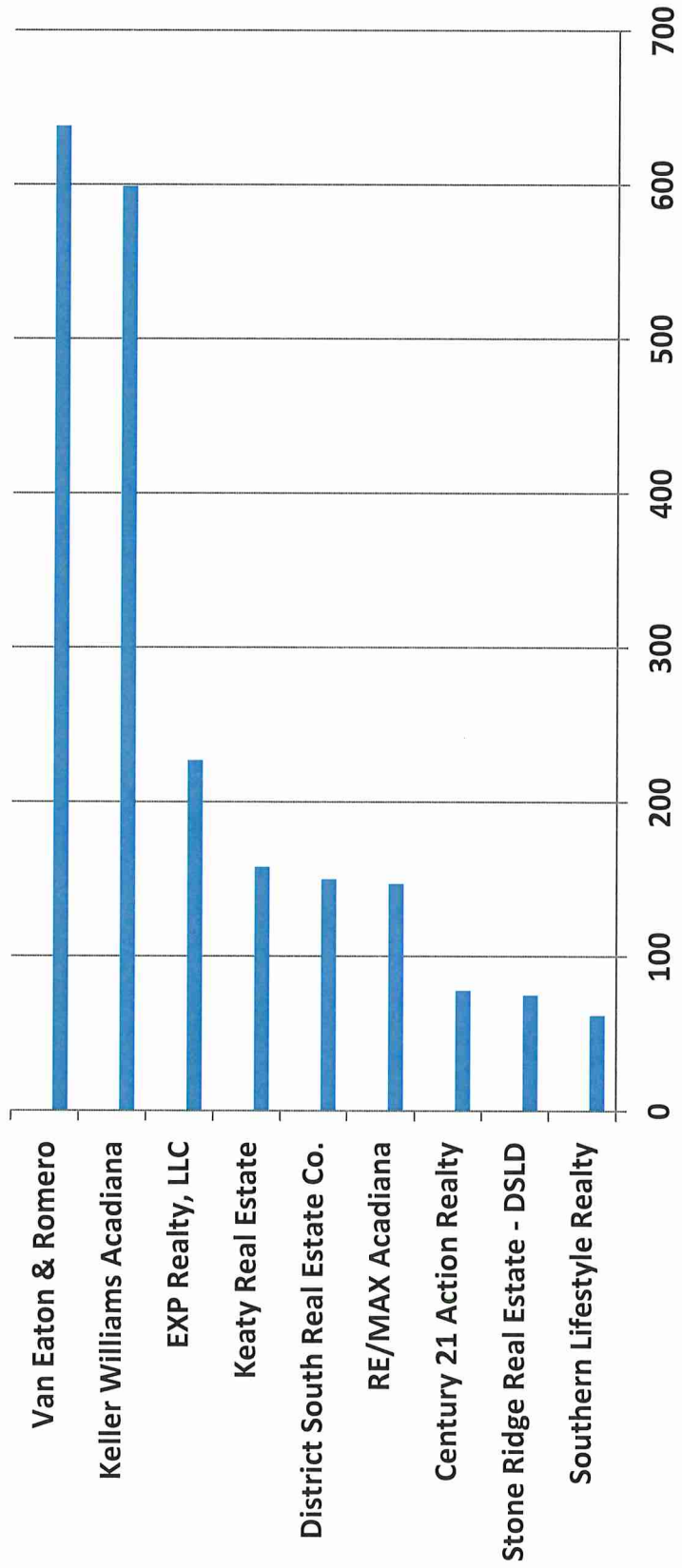


A LATTER & BLUM COMPANY
 ERA

Closed Single Family Listing or Selling Sides

All GEO Areas

January – April 2018



Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential;

As of Monday, May 7, 2018 10:33:36 AM

Date Range: 1/1/2018 to 4/30/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	638.0	150,134,895	235,321	20.80	25.84
2	Keller Williams Realty Acadiana (I000906)	598.5	103,836,118	173,494	19.51	17.87
3	EXP Realty, LLC (exprealty)	226.5	39,989,269	176,553	7.38	6.88
4	Keaty Real Estate Company (I000932)	158.0	35,095,472	222,123	5.15	6.04
5	District South Real Estate Co. (I001224)	150.0	30,064,372	200,429	4.89	5.17
6	RE/MAX Acadiana (I000020)	147.0	29,943,645	203,698	4.79	5.15
7	Century 21 Action Realty (I001065)	78.0	8,013,839	102,742	2.54	1.38
8	Stone Ridge Real Estate (I001089)	75.0	16,132,520	215,100	2.44	2.78
9	Southern Lifestyle Realty, LLC (I001043)	62.0	18,212,379	293,748	2.02	3.13
10	McGeeScott Realty (I001196)	60.0	11,199,750	186,662	1.96	1.93
11	Dwight W. Andrus Real Est, LLC (I000004)	55.0	15,245,690	277,194	1.79	2.62
12	Non-Mbr Office/Seller (I90001)	54.0	9,845,735	182,328	1.76	1.69
13	Dream Home Realty, LLC (I001181)	42.0	5,459,251	129,982	1.37	0.94
14	Brandon E. Breaux Real Estate (I000979)	35.0	2,407,080	68,774	1.14	0.41
15	Lamplighter Realty, LLC (I001186)	34.0	7,313,153	215,093	1.11	1.26
16	HUNCO Real Estate (I001141)	29.0	5,980,799	206,234	0.95	1.03
17	Century 21 DCG/Aguillard-Eunice (I001063)	25.0	2,542,625	101,705	0.81	0.44
18	Caffery Real Estate, Inc. (I000915)	24.0	2,340,518	97,522	0.78	0.40
19	RE/MAX Rice Realty (I001103)	24.0	2,095,300	87,304	0.78	0.36
20	Red Door Realty Acadiana (I001187)	23.0	3,678,900	159,952	0.75	0.63
21	Parish Realty Acadiana (I001178)	23.0	2,976,713	129,422	0.75	0.51
22	Gateway Realty, Inc. (I000062)	21.0	1,828,733	87,083	0.68	0.31
23	Steve Stigall (I001133)	18.0	3,529,048	196,058	0.59	0.61
24	Rayne Realty Co, Inc (I000111)	17.5	1,860,800	106,331	0.57	0.32
25	Century 21 DCG/Aguillard-Opel (I000987)	16.0	1,631,892	101,993	0.52	0.28
26	Engel & Voelkers Lafayette (I000944)	15.0	3,625,500	241,700	0.49	0.62
27	Premier Realty of Acadiana LLC (I001172)	14.0	1,526,800	109,057	0.46	0.26
28	Realty of Acadiana, LLC (I001193)	14.0	814,851	58,204	0.46	0.14
29	ReHive, LLC (I001228)	13.5	2,617,699	193,904	0.44	0.45
30	Cachet Real Estate, LLC (I001111)	13.5	1,841,100	136,378	0.44	0.32
31	New Investors Inc (I000935)	13.0	950,300	73,100	0.42	0.16
32	Mirian Real Estate (I000081)	12.0	1,922,650	160,221	0.39	0.33
33	Sunrise Realty (I001078)	12.0	1,421,900	118,492	0.39	0.24
34	Reliance Real Estate Group (I001039)	11.0	2,687,630	244,330	0.36	0.46
35	Trahan Real Estate Group (I001137)	10.0	1,975,500	197,550	0.33	0.34
36	Real Estate de Louisiane (I000040)	10.0	1,894,400	189,440	0.33	0.33
37	Gauthier Real Estate, Inc. (I000036)	10.0	1,360,500	136,050	0.33	0.23
38	Your Southern Real Estate Co. (I001135)	10.0	1,335,900	133,590	0.33	0.23
39	Majestic Realty & Investments LLC (I001173)	10.0	1,286,585	128,658	0.33	0.22
40	Real Broker, LLC (I001229)	9.5	1,522,100	160,221	0.31	0.26

41	Garber-Seaux Real Estate LLC (I001132)	9.0	1,992,500	221,389	0.29	0.34
42	Goldie Locks Realty LLC (I001197)	9.0	1,107,900	123,100	0.29	0.19
43	Cindy Herring Real Estate (I001038)	9.0	995,375	110,597	0.29	0.17
44	Choice Realty (I000991)	8.0	3,010,400	376,300	0.26	0.52
45	James Real Estate (I000925)	8.0	1,529,520	191,190	0.26	0.26
46	Thibodeaux Reed Realty, LLC (I001190)	8.0	861,500	107,688	0.26	0.15
47	Savvy Team Realty, LLC (I001123)	8.0	739,599	92,450	0.26	0.13
48	Roberson Realty (I001122)	8.0	684,800	85,600	0.26	0.12
49	Hargroder Real Estate Group (I001199)	7.0	1,647,088	235,298	0.23	0.28
50	Platinum Realty (I001092)	7.0	1,448,900	206,986	0.23	0.25
51	Core Realty (I000061)	7.0	945,500	135,071	0.23	0.16
52	Duncan Realty Professionals, LLC (I001217)	7.0	928,499	132,643	0.23	0.16
53	David Landry Real Estate, LLC (I001066)	6.0	1,159,500	193,250	0.20	0.20
54	A.L.C. Real Estate (I000016)	6.0	1,152,800	192,133	0.20	0.20
55	Kathy Dyson Realty (I001105)	6.0	1,007,400	167,900	0.20	0.17
56	Christe Dailey Realty (I000917)	6.0	966,500	161,083	0.20	0.17
57	Sam Robertson Real Estate Co (I000214)	6.0	937,400	156,233	0.20	0.16
58	Atlas Realty of Acadiana (I001119)	6.0	802,000	133,667	0.20	0.14
59	Guidry & Co. Real Estate, Inc. (I000109)	6.0	673,418	112,236	0.20	0.12
60	Bon Aimee Realty (I001189)	6.0	470,000	78,333	0.20	0.08
61	RealHome Services & Solutions (I001124)	6.0	255,801	42,634	0.20	0.04
62	Rome Realty (I001106)	5.0	2,842,864	568,573	0.16	0.49
63	Beclon Real Estate (I001130)	5.0	1,081,800	216,360	0.16	0.19
64	Williams Realty Group (I000977)	5.0	690,000	138,000	0.16	0.12
65	Cajun Real Estate (I000975)	5.0	283,600	56,720	0.16	0.05
66	Sky Universal Realty LLC (I001194)	5.0	255,000	51,000	0.16	0.04
67	PMI Integrity Properties (I001195)	4.0	951,000	237,750	0.13	0.16
68	LA Real Estate and Appraisal (I001032)	4.0	869,000	217,250	0.13	0.15
69	NextHome Cutting Edge Realty (I001236)	4.0	848,800	212,200	0.13	0.15
70	Robins Real Estate, LLC (I001120)	4.0	553,000	138,250	0.13	0.10
71	Better Homes, Ranches & Properties (I001016)	4.0	475,050	118,762	0.13	0.08
72	Venus Realty Corporation (I000155)	3.0	1,216,000	405,333	0.10	0.21
73	Engel & Voelkers Lake Charles (I001134)	3.0	944,500	314,833	0.10	0.16
74	Cicero Realty LLC (I001234)	3.0	579,600	193,200	0.10	0.10
75	PROREE, LLC (I001150)	3.0	554,000	184,667	0.10	0.10
76	Legacy Real Estate Services (I000955)	3.0	454,100	151,367	0.10	0.08
77	GrandMark Realty, LLC (I001068)	3.0	444,000	148,000	0.10	0.08
78	Credeur Properties (I000095)	3.0	330,000	110,000	0.10	0.06
79	Broussard Realty & Appraisal (I001000)	3.0	275,000	91,667	0.10	0.05
80	Frontline Real Estate Group (I001148)	3.0	194,000	64,667	0.10	0.03
81	Champs Real Estate & Prop. Mgt (I001156)	3.0	150,500	50,167	0.10	0.03
82	Spectrum Real Estate (I000032)	2.0	588,000	294,000	0.07	0.10
83	A. Reaux Real Estate, LLC (I001079)	2.0	562,540	281,270	0.07	0.10
84	Magnolia Property Investments, LLC (I001041)	2.0	415,000	207,500	0.07	0.07
85	Cornerstone Realty (I000210)	2.0	401,700	200,850	0.07	0.07
86	Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.07	0.05
87	Camelot Realty (I000038)	1.5	97,500	65,000	0.05	0.02
88	Stirling Properties, Inc. (I000973)	1.0	399,000	399,000	0.03	0.07
89	CJS Custom Builders, LLC (I001227)	1.0	383,000	383,000	0.03	0.07
90	The George Group, LLC (I001215)	1.0	229,500	229,500	0.03	0.04
91	Old South Realty (I000083)	1.0	220,000	220,000	0.03	0.04
92	Veterans Realty Group (I001145)	1.0	203,000	203,000	0.03	0.03
93	M & R Properties (I000099)	1.0	172,998	172,998	0.03	0.03
94	Hebert Properties (I000216)	1.0	172,000	172,000	0.03	0.03
95	1 Percent Lists (I001232)	1.0	158,000	158,000	0.03	0.03
96	Advantage Realty, LLC (I000965)	1.0	138,000	138,000	0.03	0.02
97	Thomson Real Estate (I000967)	1.0	130,000	130,000	0.03	0.02

5/7/2018

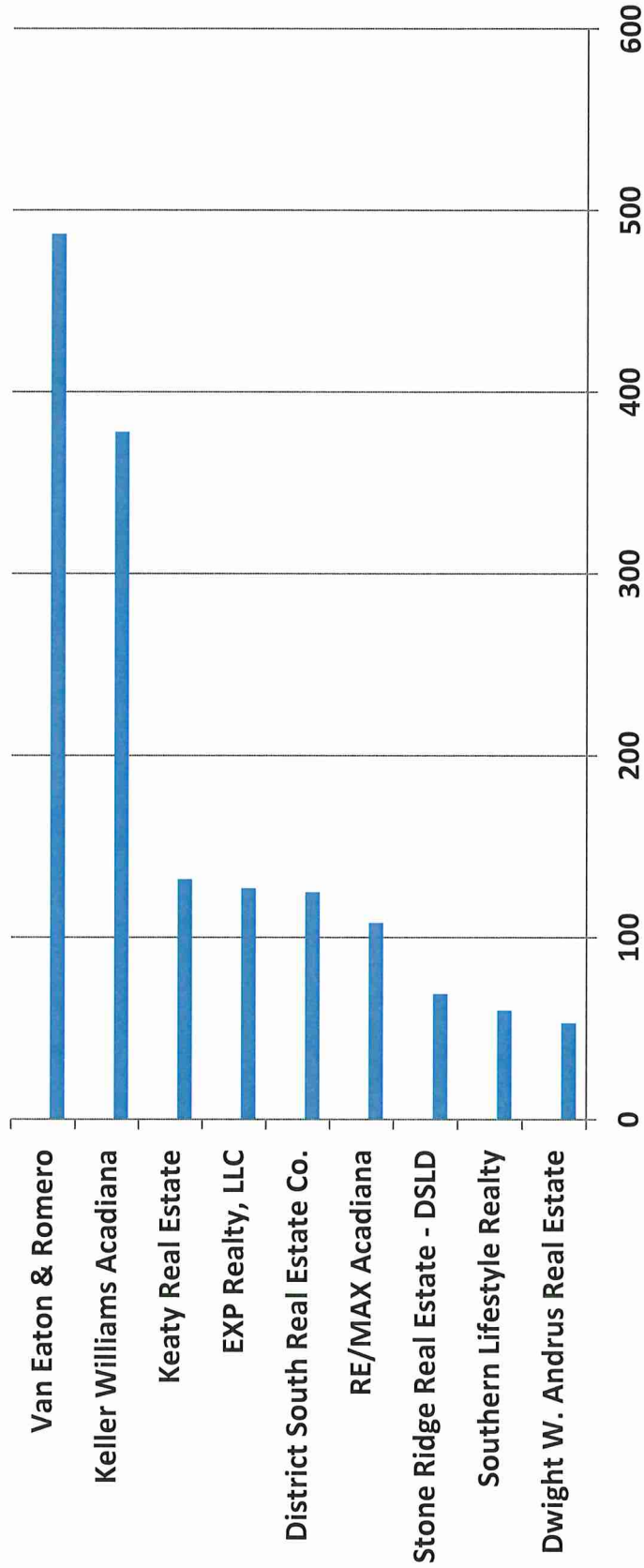
Market Penetration/Saturation

98 Darby & Associates (I000077)	1.0	130,000	130,000	0.03	0.02
99 Michael Doran R. E., LLC (I001159)	1.0	127,500	127,500	0.03	0.02
100 McGinn Real Estate Agency (I000911)	1.0	121,650	121,650	0.03	0.02
101 Pequod, Inc. (I000910)	1.0	115,000	115,000	0.03	0.02
102 Keller Williams Cenla Partners (I001095)	1.0	113,000	113,000	0.03	0.02
103 Realty One, Inc. (I000070)	1.0	90,000	90,000	0.03	0.02
104 Home Realty of Acadiana (I000996)	1.0	76,700	76,700	0.03	0.01
105 Titan Real Estate Services, LLC (I001110)	1.0	61,000	61,000	0.03	0.01
106 Acadiana Metro Realty (I001037)	1.0	60,000	60,000	0.03	0.01
107 PrimeVue (I001127)	1.0	52,000	52,000	0.03	0.01
108 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.03	0.01
109 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.02	0.02
Totals:	3068.0	581,113,815.42	189,411.28	100%	100%

Information is deemed to be reliable, but is not guaranteed. See [copyright notice](#).



Closed Single Family Listing or Selling Sides Lafayette Parish January – April 2018



Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'Lafayette'.

As of Monday, May 7, 2018 10:34:44 AM

Date Range: 1/1/2018 to 4/30/2018

Number and Volume Calculated By Sides

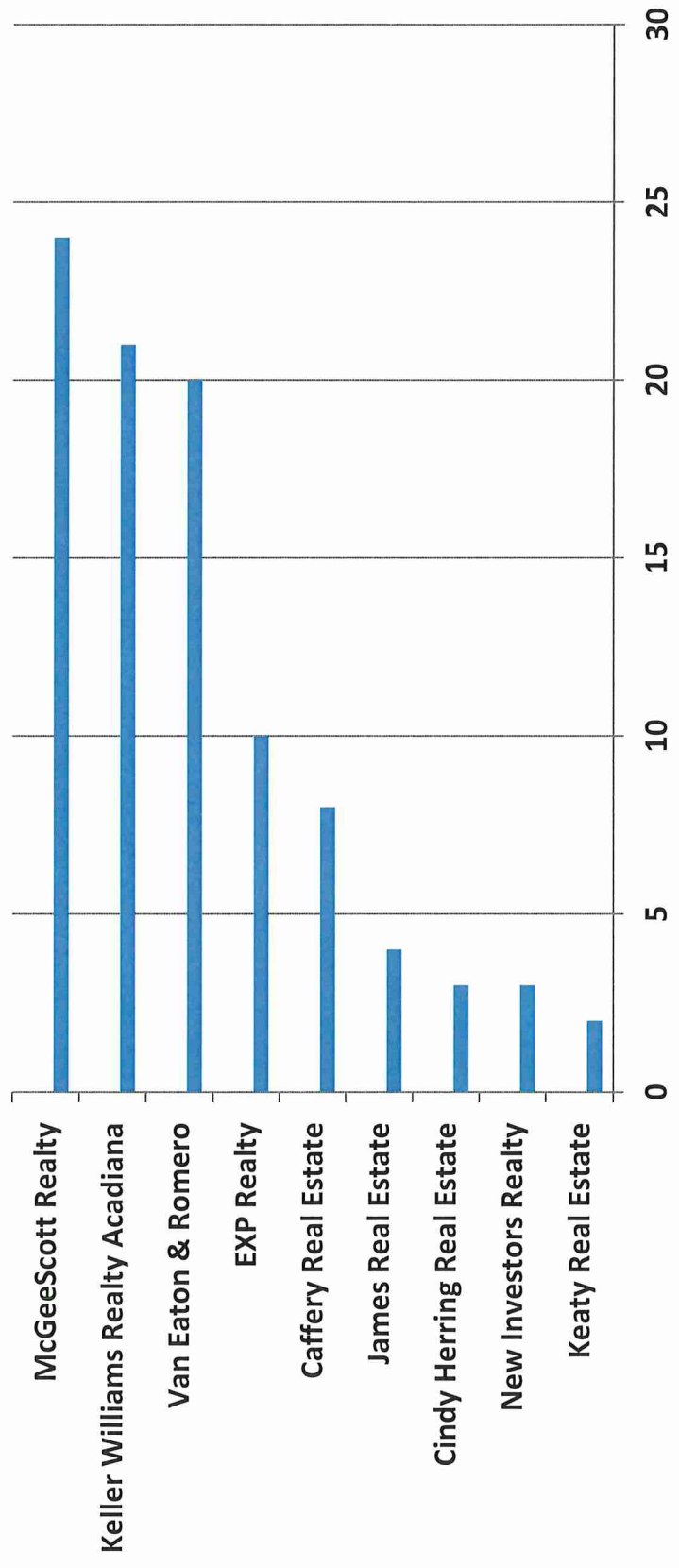
Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	487.0	126,923,732	260,624	24.42	28.48
2	Keller Williams Realty Acadiana (I000906)	378.0	77,311,649	204,528	18.96	17.35
3	Keaty Real Estate Company (I000932)	132.0	30,801,022	233,341	6.62	6.91
4	EXP Realty, LLC (exprealty)	127.0	26,226,815	206,510	6.37	5.89
5	District South Real Estate Co. (I001224)	125.0	27,043,408	216,347	6.27	6.07
6	RE/MAX Acadiana (I000020)	108.0	23,489,420	217,495	5.42	5.27
7	Stone Ridge Real Estate (I001089)	69.0	14,925,220	216,308	3.46	3.35
8	Southern Lifestyle Realty, LLC (I001043)	60.0	17,829,779	297,163	3.01	4.00
9	Dwight W. Andrus Real Est, LLC (I000004)	53.0	14,840,690	280,013	2.66	3.33
10	Century 21 Action Realty (I001065)	45.0	5,448,254	121,072	2.26	1.22
11	Lamplighter Realty, LLC (I001186)	30.0	6,666,253	222,208	1.50	1.50
12	Non-Mbr Office/Seller (I90001)	29.0	6,128,798	211,338	1.45	1.38
13	HUNCO Real Estate (I001141)	23.0	4,998,800	217,339	1.15	1.12
14	Red Door Realty Acadiana (I001187)	20.0	3,255,200	162,760	1.00	0.73
15	Steve Stigall (I001133)	18.0	3,529,048	196,058	0.90	0.79
16	Dream Home Realty, LLC (I001181)	17.0	3,140,930	184,761	0.85	0.70
17	Engel & Voelkers Lafayette (I000944)	15.0	3,625,500	241,700	0.75	0.81
18	Gateway Realty, Inc. (I000062)	14.0	1,489,533	106,395	0.70	0.33
19	McGeeScott Realty (I001196)	11.0	2,604,300	236,755	0.55	0.58
20	Parish Realty Acadiana (I001178)	11.0	1,666,713	151,519	0.55	0.37
21	ReHive, LLC (I001228)	10.5	2,047,600	195,010	0.53	0.46
22	Reliance Real Estate Group (I001039)	10.0	2,362,630	236,263	0.50	0.53
23	Mirian Real Estate (I000081)	10.0	1,663,650	166,365	0.50	0.37
24	Trahan Real Estate Group (I001137)	9.0	1,818,000	202,000	0.45	0.41
25	Garber-Seaux Real Estate LLC (I001132)	8.0	1,945,500	243,188	0.40	0.44
26	Real Broker, LLC (I001229)	7.5	1,195,100	159,347	0.38	0.27
27	Hargroder Real Estate Group (I001199)	7.0	1,647,088	235,298	0.35	0.37
28	Real Estate de Louisiane (I000040)	7.0	1,276,500	182,357	0.35	0.29
29	Brandon E. Breaux Real Estate (I000979)	7.0	833,300	119,043	0.35	0.19
30	Cachet Real Estate, LLC (I001111)	6.5	885,100	136,169	0.33	0.20
31	Choice Realty (I000991)	6.0	2,325,400	387,567	0.30	0.52
32	Majestic Realty & Investments LLC (I001173)	6.0	909,885	151,648	0.30	0.20
33	Duncan Realty Professionals, LLC (I001217)	6.0	908,499	151,416	0.30	0.20
34	Rome Realty (I001106)	5.0	2,842,864	568,573	0.25	0.64
35	Beclon Real Estate (I001130)	5.0	1,081,800	216,360	0.25	0.24
36	Gauthier Real Estate, Inc. (I000036)	5.0	1,053,100	210,620	0.25	0.24
37	Atlas Realty of Acadiana (I001119)	5.0	754,000	150,800	0.25	0.17
38	Goldie Locks Realty LLC (I001197)	5.0	730,000	146,000	0.25	0.16
39	PMI Integrity Properties (I001195)	4.0	951,000	237,750	0.20	0.21
40	David Landry Real Estate, LLC (I001066)	4.0	751,500	187,875	0.20	0.17

41 Thibodeaux Reed Realty, LLC (I001190)	4.0	569,500	142,375	0.20	0.13
42 Venus Realty Corporation (I000155)	3.0	1,216,000	405,333	0.15	0.27
43 NextHome Cutting Edge Realty (I001236)	3.0	735,900	245,300	0.15	0.17
44 Legacy Real Estate Services (I000955)	3.0	454,100	151,367	0.15	0.10
45 Savvy Team Realty, LLC (I001123)	3.0	451,000	150,333	0.15	0.10
46 GrandMark Realty, LLC (I001068)	3.0	444,000	148,000	0.15	0.10
47 Williams Realty Group (I000977)	3.0	441,000	147,000	0.15	0.10
48 Caffery Real Estate, Inc. (I000915)	3.0	421,500	140,500	0.15	0.09
49 RealHome Services & Solutions (I001124)	3.0	183,859	61,286	0.15	0.04
50 Champs Real Estate & Prop. Mgt (I001156)	3.0	150,500	50,167	0.15	0.03
51 Platinum Realty (I001092)	2.0	926,900	463,450	0.10	0.21
52 Engel & Voelkers Lake Charles (I001134)	2.0	844,500	422,250	0.10	0.19
53 Spectrum Real Estate (I000032)	2.0	588,000	294,000	0.10	0.13
54 A. Reaux Real Estate, LLC (I001079)	2.0	562,540	281,270	0.10	0.13
55 A.L.C. Real Estate (I000016)	2.0	544,000	272,000	0.10	0.12
56 Sam Robertson Real Estate Co (I000214)	2.0	507,500	253,750	0.10	0.11
57 Rayne Realty Co, Inc (I000111)	2.0	442,500	221,250	0.10	0.10
58 Your Southern Real Estate Co. (I001135)	2.0	432,000	216,000	0.10	0.10
59 Magnolia Property Investments, LLC (I001041)	2.0	415,000	207,500	0.10	0.09
60 Cornerstone Realty (I000210)	2.0	401,700	200,850	0.10	0.09
61 PROREE, LLC (I001150)	2.0	334,000	167,000	0.10	0.07
62 Realty of Acadiana, LLC (I001193)	2.0	315,900	157,950	0.10	0.07
63 Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.10	0.07
64 Sky Universal Realty LLC (I001194)	2.0	167,000	83,500	0.10	0.04
65 James Real Estate (I000925)	2.0	150,020	75,010	0.10	0.03
66 Frontline Real Estate Group (I001148)	2.0	64,000	32,000	0.10	0.01
67 Stirling Properties, Inc. (I000973)	1.0	399,000	399,000	0.05	0.09
68 CJS Custom Builders, LLC (I001227)	1.0	383,000	383,000	0.05	0.09
69 The George Group, LLC (I001215)	1.0	229,500	229,500	0.05	0.05
70 Old South Realty (I000083)	1.0	220,000	220,000	0.05	0.05
71 Robins Real Estate, LLC (I001120)	1.0	203,500	203,500	0.05	0.05
72 Cicero Realty LLC (I001234)	1.0	186,900	186,900	0.05	0.04
73 Hebert Properties (I000216)	1.0	172,000	172,000	0.05	0.04
74 LA Real Estate and Appraisal (I001032)	1.0	165,000	165,000	0.05	0.04
75 Guidry & Co. Real Estate, Inc. (I000109)	1.0	160,000	160,000	0.05	0.04
76 Kathy Dyson Realty (I001105)	1.0	156,000	156,000	0.05	0.04
77 Advantage Realty, LLC (I000965)	1.0	138,000	138,000	0.05	0.03
78 Darby & Associates (I000077)	1.0	130,000	130,000	0.05	0.03
79 McGinn Real Estate Agency (I000911)	1.0	121,650	121,650	0.05	0.03
80 Pequod, Inc. (I000910)	1.0	115,000	115,000	0.05	0.03
81 Keller Williams Cenla Partners (I001095)	1.0	113,000	113,000	0.05	0.03
82 Realty One, Inc. (I000070)	1.0	90,000	90,000	0.05	0.02
83 Cindy Herring Real Estate (I001038)	1.0	84,000	84,000	0.05	0.02
84 Home Realty of Acadiana (I000996)	1.0	76,700	76,700	0.05	0.02
85 Better Homes, Ranches & Properties (I001016)	1.0	70,000	70,000	0.05	0.02
86 Titan Real Estate Services, LLC (I001110)	1.0	61,000	61,000	0.05	0.01
87 Acadiana Metro Realty (I001037)	1.0	60,000	60,000	0.05	0.01
88 Century 21 DCG/Aguillard-Opel (I000987)	1.0	55,000	55,000	0.05	0.01
89 PrimeVue (I001127)	1.0	52,000	52,000	0.05	0.01
90 Credeur Properties (I000095)	1.0	40,000	40,000	0.05	0.01
91 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.05	0.01
92 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.03	0.02
Totals:	1994.0	445,618,350.90	223,479.61	100%	100%

Information is deemed to be reliable, but is not guaranteed. See [copyright notice](#).



Closed Single Family Listing Sides – Iberia Parish January – April 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'Iberia'.

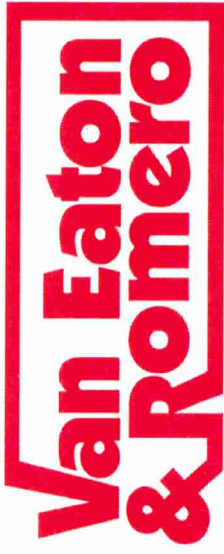
As of Monday, May 7, 2018 10:36:56 AM

Date Range: 1/1/2018 to 4/30/2018

Number and Volume Calculated By Sides

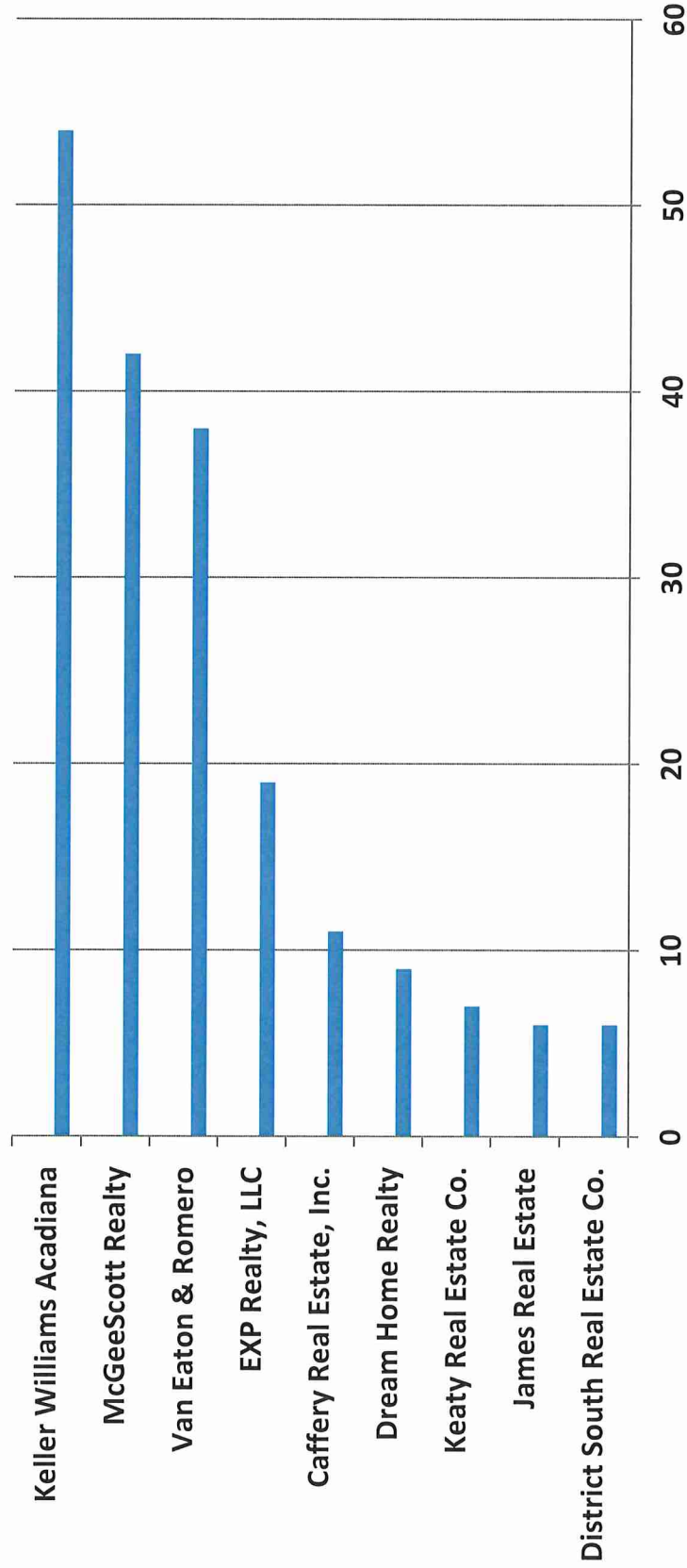
Rank Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1 McGeeScott Realty (I001196)	24.0	3,826,300	159,429	21.82	25.94
2 Keller Williams Realty Acadiana (I000906)	21.0	2,711,950	129,140	19.09	18.39
3 Van Eaton & Romero (I001163)	20.0	2,738,263	136,913	18.18	18.56
4 EXP Realty, LLC (exprealty)	10.0	1,476,900	147,690	9.09	10.01
5 Caffery Real Estate, Inc. (I000915)	8.0	909,500	113,688	7.27	6.17
6 James Real Estate (I000925)	4.0	547,000	136,750	3.64	3.71
7 Cindy Herring Real Estate (I001038)	3.0	491,500	163,833	2.73	3.33
8 New Investors Inc (I000935)	3.0	220,000	73,333	2.73	1.49
9 Keaty Real Estate Company (I000932)	2.0	405,000	202,500	1.82	2.75
10 RE/MAX Acadiana (I000020)	2.0	341,775	170,888	1.82	2.32
11 Brandon E. Breaux Real Estate (I000979)	2.0	158,000	79,000	1.82	1.07
12 Dream Home Realty, LLC (I001181)	2.0	145,000	72,500	1.82	0.98
13 Gateway Realty, Inc. (I000062)	2.0	122,500	61,250	1.82	0.83
14 Real Estate de Louisiane (I000040)	1.0	164,900	164,900	0.91	1.12
15 Your Southern Real Estate Co. (I001135)	1.0	150,000	150,000	0.91	1.02
16 Cachet Real Estate, LLC (I001111)	1.0	133,000	133,000	0.91	0.90
17 District South Real Estate Co. (I001224)	1.0	92,500	92,500	0.91	0.63
18 Atlas Realty of Acadiana (I001119)	1.0	48,000	48,000	0.91	0.33
19 Century 21 Action Realty (I001065)	1.0	37,900	37,900	0.91	0.26
20 Realty of Acadiana, LLC (I001193)	1.0	29,900	29,900	0.91	0.20
Totals:	110.0	14,749,888.00	134,089.89	100%	100%

Information is deemed to be reliable, but is not guaranteed. See [copyright notice](#).



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Closed Single Family Listing or Selling Sides - Iberia Parish January - April 2018



Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'Iberia'.

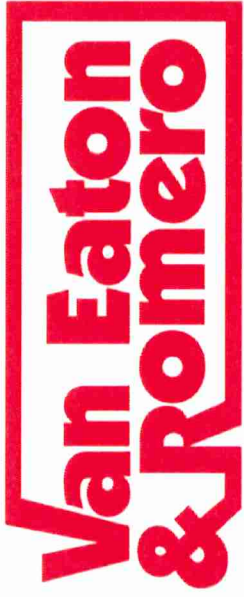
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Date Range: 1/1/2018 to 4/30/2018

Number and Volume Calculated By Sides

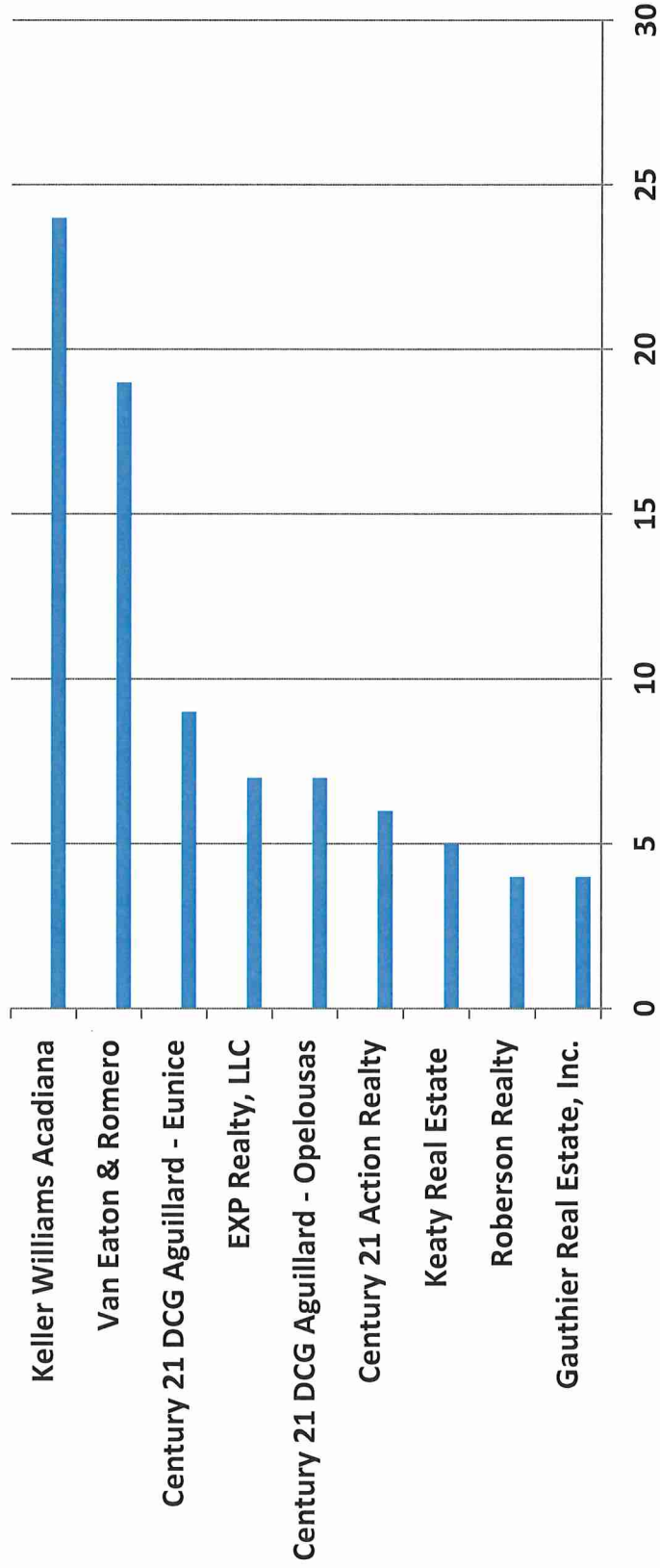
Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	53.5	6,917,813	129,305	24.32	23.45
2	McGeeScott Realty (I001196)	42.0	6,973,950	166,046	19.09	23.64
3	Van Eaton & Romero (I001163)	38.0	5,163,563	135,883	17.27	17.50
4	EXP Realty, LLC (exprealty)	19.0	2,702,900	142,258	8.64	9.16
5	Caffery Real Estate, Inc. (I000915)	11.0	1,373,500	124,864	5.00	4.66
6	Dream Home Realty, LLC (I001181)	9.0	636,400	70,711	4.09	2.16
7	Keaty Real Estate Company (I000932)	7.0	933,500	133,357	3.18	3.16
8	James Real Estate (I000925)	6.0	1,379,500	229,917	2.73	4.68
9	District South Real Estate Co. (I001224)	5.5	495,500	90,091	2.50	1.68
10	Cindy Herring Real Estate (I001038)	5.0	614,375	122,875	2.27	2.08
11	RE/MAX Acadiana (I000020)	3.0	436,775	145,592	1.36	1.48
12	Brandon E. Breaux Real Estate (I000979)	3.0	296,000	98,667	1.36	1.00
13	New Investors Inc (I000935)	3.0	220,000	73,333	1.36	0.75
14	Century 21 Action Realty (I001065)	2.0	203,900	101,950	0.91	0.69
15	Majestic Realty & Investments LLC (I001173)	2.0	174,000	87,000	0.91	0.59
16	Gateway Realty, Inc. (I000062)	2.0	122,500	61,250	0.91	0.42
17	Realty of Acadiana, LLC (I001193)	2.0	59,800	29,900	0.91	0.20
18	Real Estate de Louisiane (I000040)	1.0	164,900	164,900	0.45	0.56
19	Your Southern Real Estate Co. (I001135)	1.0	150,000	150,000	0.45	0.51
20	Better Homes, Ranches & Properties (I001016)	1.0	150,000	150,000	0.45	0.51
21	Cachet Real Estate, LLC (I001111)	1.0	133,000	133,000	0.45	0.45
22	Goldie Locks Realty LLC (I001197)	1.0	129,900	129,900	0.45	0.44
23	Atlas Realty of Acadiana (I001119)	1.0	48,000	48,000	0.45	0.16
24	Duncan Realty Professionals, LLC (I001217)	1.0	20,000	20,000	0.45	0.07
Totals:		220.0	29,499,776.00	134,089.89	100%	100%

Information is deemed to be reliable, but is not guaranteed. See [copyright notice](#).



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Closed Single Family Listing Sides – St. Landry Parish January – April 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'St Landry'.

As of Monday, May 7, 2018 10:35:36 AM

Date Range: 1/1/2018 to 4/30/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	24.0	2,417,399	100,725	20.69	18.51
2	Van Eaton & Romero (I001163)	19.0	3,062,450	161,182	16.38	23.45
3	Century 21 DCG/Aguillard-Eunice (I001063)	9.0	778,900	86,544	7.76	5.96
4	EXP Realty, LLC (exprealty)	7.0	1,117,000	159,571	6.03	8.55
5	Century 21 DCG/Aguillard-Opel (I000987)	7.0	859,050	122,721	6.03	6.58
6	Century 21 Action Realty (I001065)	6.0	597,904	99,651	5.17	4.58
7	Keaty Real Estate Company (I000932)	5.0	655,500	131,100	4.31	5.02
8	Roberson Realty (I001122)	4.0	284,000	71,000	3.45	2.17
9	Gauthier Real Estate, Inc. (I000036)	4.0	274,900	68,725	3.45	2.10
10	RE/MAX Rice Realty (I001103)	3.0	364,000	121,333	2.59	2.79
11	Robins Real Estate, LLC (I001120)	3.0	349,500	116,500	2.59	2.68
12	Cajun Real Estate (I000975)	3.0	135,100	45,033	2.59	1.03
13	Gateway Realty, Inc. (I000062)	3.0	110,700	36,900	2.59	0.85
14	Realty of Acadiana, LLC (I001193)	3.0	107,151	35,717	2.59	0.82
15	ReHive, LLC (I001228)	2.0	378,999	189,500	1.72	2.90
16	RE/MAX Acadiana (I000020)	2.0	197,500	98,750	1.72	1.51
17	Brandon E. Breaux Real Estate (I000979)	2.0	75,000	37,500	1.72	0.57
18	Choice Realty (I000991)	1.0	310,000	310,000	0.86	2.37
19	Non-Mbr Office/Seller (I90001)	1.0	185,000	185,000	0.86	1.42
20	M & R Properties (I000099)	1.0	172,998	172,998	0.86	1.32
21	Savvy Team Realty, LLC (I001123)	1.0	165,599	165,599	0.86	1.27
22	Southern Lifestyle Realty, LLC (I001043)	1.0	139,900	139,900	0.86	1.07
23	Mirian Real Estate (I000081)	1.0	115,000	115,000	0.86	0.88
24	Cindy Herring Real Estate (I001038)	1.0	110,000	110,000	0.86	0.84
25	District South Real Estate Co. (I001224)	1.0	61,110	61,110	0.86	0.47
26	RealHome Services & Solutions (I001124)	1.0	18,242	18,242	0.86	0.14
27	Parish Realty Acadiana (I001178)	1.0	17,000	17,000	0.86	0.13

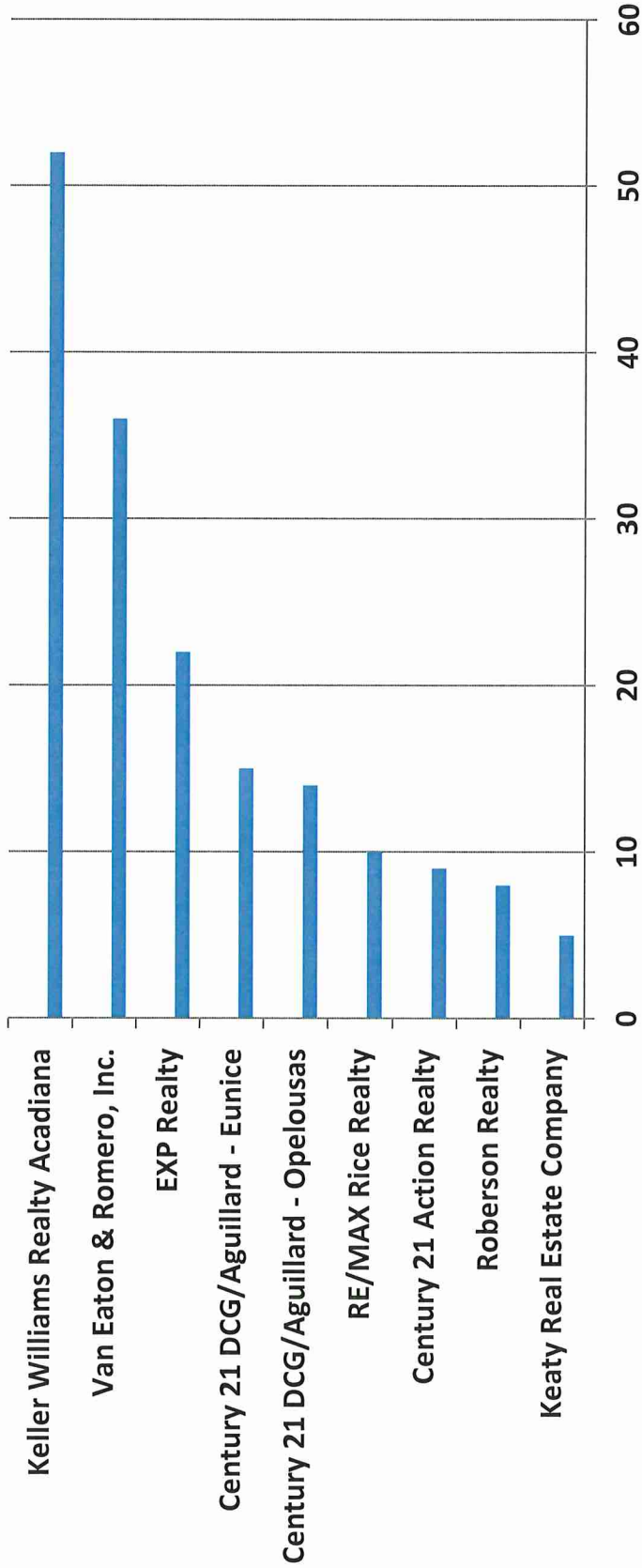
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Van Eaton & Romero

A LATTER & BLUM COMPANY
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Closed Single Family Listing or Selling Sides - St. Landry Parish January – April 2018



Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'St Landry'.

As of Monday, May 7, 2018 10:36:11 AM

Date Range: 1/1/2018 to 4/30/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	52.0	5,268,896	101,325	22.41	20.17
2	Van Eaton & Romero (I001163)	36.0	5,540,300	153,897	15.52	21.21
3	EXP Realty, LLC (exprealty)	22.0	2,821,900	128,268	9.48	10.80
4	Century 21 DCG/Aguillard-Eunice (I001063)	15.0	1,416,500	94,433	6.47	5.42
5	Century 21 DCG/Aguillard-Opel (I000987)	14.0	1,548,392	110,599	6.03	5.93
6	RE/MAX Rice Realty (I001103)	10.0	975,400	97,540	4.31	3.73
7	Century 21 Action Realty (I001065)	9.0	678,908	75,434	3.88	2.60
8	Roberson Realty (I001122)	8.0	684,800	85,600	3.45	2.62
9	Keaty Real Estate Company (I000932)	5.0	655,500	131,100	2.16	2.51
10	Gauthier Real Estate, Inc. (I000036)	5.0	307,400	61,480	2.16	1.18
11	Non-Mbr Office/Seller (I90001)	4.0	566,860	141,715	1.72	2.17
12	Parish Realty Acadiana (I001178)	4.0	296,900	74,225	1.72	1.14
13	Cajun Real Estate (I000975)	4.0	210,100	52,525	1.72	0.80
14	Robins Real Estate, LLC (I001120)	3.0	349,500	116,500	1.29	1.34
15	District South Real Estate Co. (I001224)	3.0	317,610	105,870	1.29	1.22
16	RE/MAX Acadiana (I000020)	3.0	310,000	103,333	1.29	1.19
17	Gateway Realty, Inc. (I000062)	3.0	110,700	36,900	1.29	0.42
18	Realty of Acadiana, LLC (I001193)	3.0	107,151	35,717	1.29	0.41
19	HUNCO Real Estate (I001141)	2.0	397,999	199,000	0.86	1.52
20	ReHive, LLC (I001228)	2.0	378,999	189,500	0.86	1.45
21	Guidry & Co. Real Estate, Inc. (I000109)	2.0	275,000	137,500	0.86	1.05
22	Better Homes, Ranches & Properties (I001016)	2.0	255,050	127,525	0.86	0.98
23	Cindy Herring Real Estate (I001038)	2.0	220,000	110,000	0.86	0.84
24	Brandon E. Breaux Real Estate (I000979)	2.0	75,000	37,500	0.86	0.29
25	Choice Realty (I000991)	1.0	310,000	310,000	0.43	1.19
26	Christe Dailey Realty (I000917)	1.0	233,000	233,000	0.43	0.89
27	PROREE, LLC (I001150)	1.0	220,000	220,000	0.43	0.84
28	Veterans Realty Group (I001145)	1.0	203,000	203,000	0.43	0.78
29	M & R Properties (I000099)	1.0	172,998	172,998	0.43	0.66
30	Savvy Team Realty, LLC (I001123)	1.0	165,599	165,599	0.43	0.63
31	Cachet Real Estate, LLC (I001111)	1.0	162,000	162,000	0.43	0.62
32	Southern Lifestyle Realty, LLC (I001043)	1.0	139,900	139,900	0.43	0.54
33	Real Broker, LLC (I001229)	1.0	132,000	132,000	0.43	0.51
34	Frontline Real Estate Group (I001148)	1.0	130,000	130,000	0.43	0.50
35	Mirian Real Estate (I000081)	1.0	115,000	115,000	0.43	0.44
36	Engel & Voelkers Lake Charles (I001134)	1.0	100,000	100,000	0.43	0.38
37	Rayne Realty Co, Inc (I000111)	1.0	95,000	95,000	0.43	0.36
38	Sky Universal Realty LLC (I001194)	1.0	82,000	82,000	0.43	0.31
39	Majestic Realty & Investments LLC (I001173)	1.0	49,700	49,700	0.43	0.19
40	Sam Robertson Real Estate Co (I000214)	1.0	22,500	22,500	0.43	0.09

5/7/2018

Market Penetration/Saturation

41 RealHome Services & Solutions (I001124)	1.0	18,242	18,242	0.43	0.07
Totals:	232.0	26,119,804.52	112,585.36	100%	100%

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