

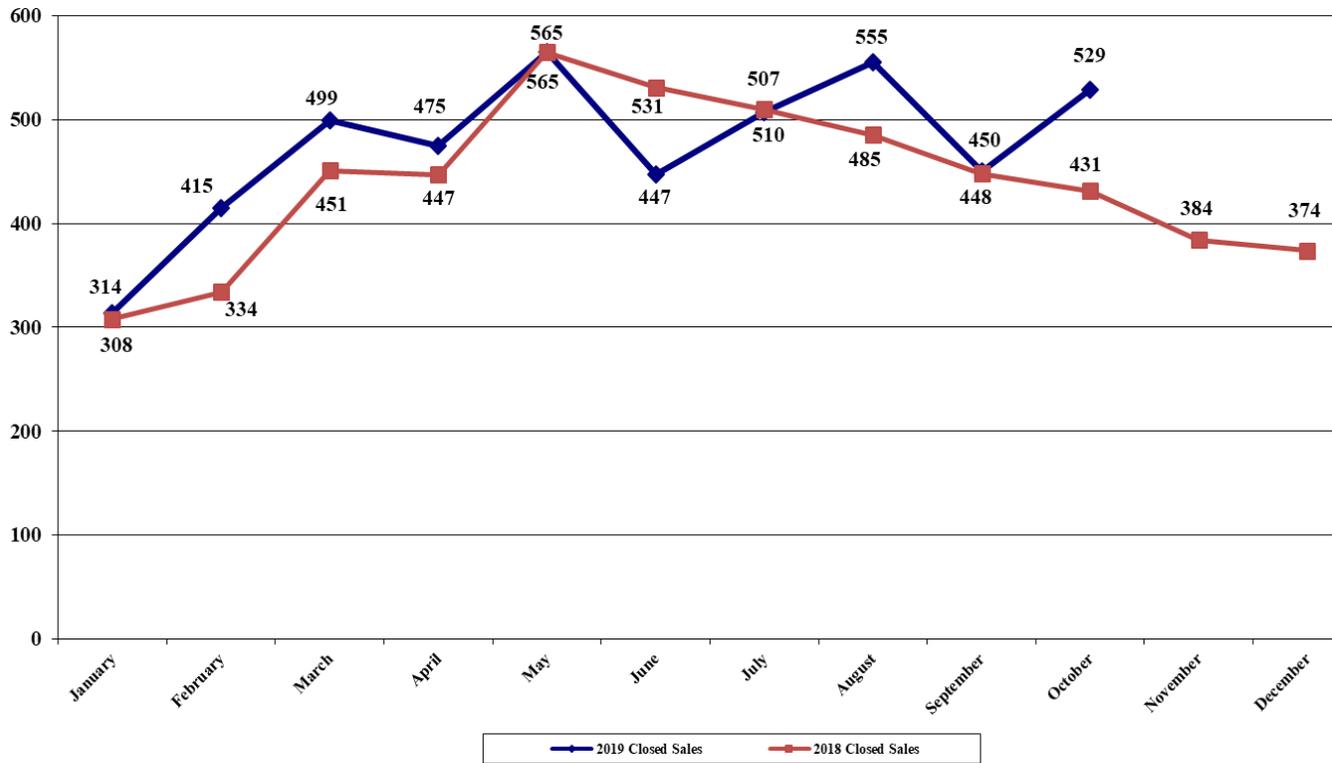


The Acadiana Residential Real Estate Market Report

January – October 2019

This representation is based in whole or in part on data supplied by the REALTOR Association of Acadiana Multiple Listing Service. Neither the Board nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Board may not reflect all real estate activity in the marketplace.

Closed Residential Sales Reported to MLS
 All "GEO" Areas
 January - October 2019 vs 2018



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

Outside Lafayette Parish

July '19: 211
 Oct. '18: 179
 (% chg: +17.88%)

Number of Closed Home Sales Reported to MLS, October 2019: 529
Number of Closed Home Sales Reported to MLS, October 2018: 431
 (% change for October: +22.74%)

(% change from September 2019: +17.56%)

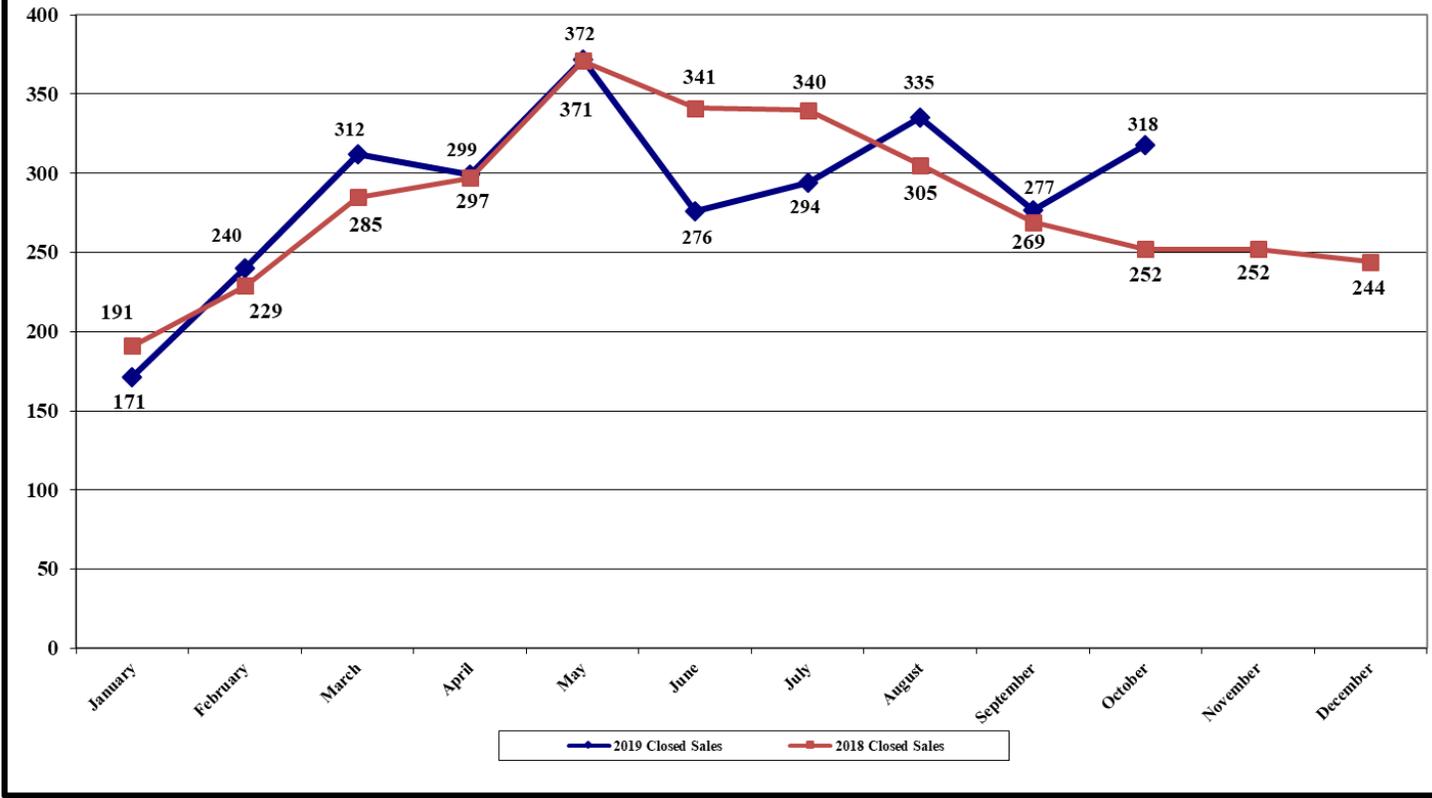
'19: 1,862
 '18: 1,630
 (% chg: +14.23%)

Cumulative total, January – October 2019: 4,756
Cumulative total, January – October 2018: 4,510
 (% cumulative change: +05.45%)

Average Days on Market, January - October 2019: 93
Average Days on Market, January - October 2018: 91
 (Change for January - October: +02 days)

<u>Current Sales Compared to Past Years:</u> (2019 sales outside Lafayette Parish as compared to prior year's sales)	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
	1,121	1,256	1,388	1,354	1,393	1,474
	+66.10%	+48.25%	+34.15%	+37.52%	+33.67%	+26.32%

Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - October 2019 vs. 2018



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

New Const. Re-sales

10/19: 63 255
 10/18: 59 193
 +06.78% +32.12%

Number of Closed Home Sales Reported to MLS, October: 2019: 318
Number of Closed Home Sales Reported to MLS, October: 2018: 252
(% change for October: +26.19%)

(% change from September 2019: +14.80%)

New Const. Re-sales

'19: 596 2,298
 '18: 666 2,214
 -10.51% +03.79%

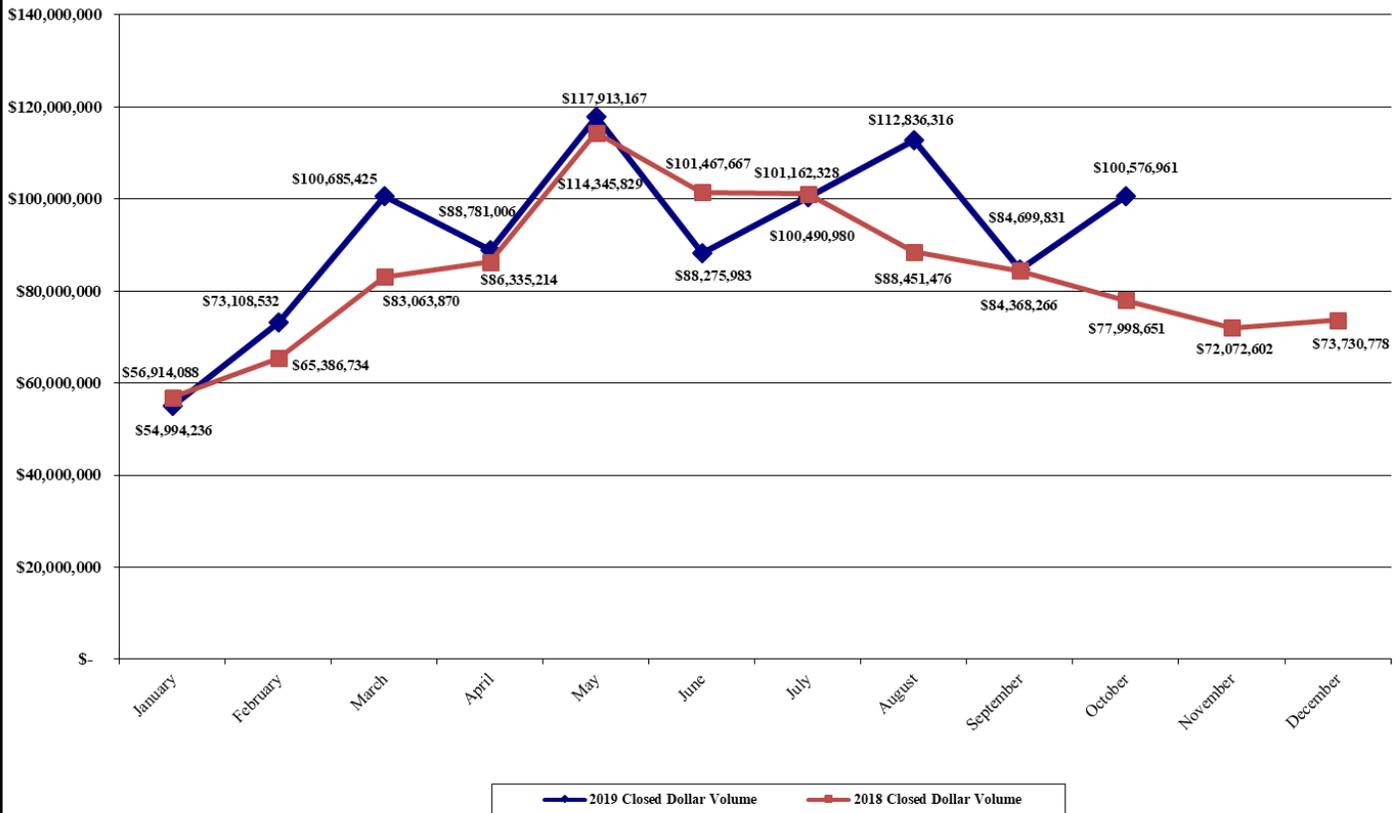
Cumulative total, January – October 2019: 2,894
Cumulative total, January – October 2018: 2,880
(% cumulative change: +00.49%)

'19: 131 days 76 days
 '18: 116 days 75 days
 +15 days +01 day

Average Days on Market, January – October 2019: 87
Average Days on Market, January – October 2018: 84
(Change for January - October: +03 days)

<u>Current Sales Compared to Past Years:</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 Lafayette Parish sales as	2,235	2,741	2,781	2,832	2,643	2,719
Compared to prior year's sales)	+29.49%	+05.58%	+04.06%	+02.19%	+09.50%	+06.44%

Dollar Volume of Closed Sales Reported to MLS
 All "GEO" Areas
 January - October 2019 vs. 2018



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

Outside Laf. Parish

10/19: \$ 30,492,281
 10/18: \$ 23,051,344
 (% chg.: +32.28%)

'19: \$269,791,178
 '18: \$215,891,531
 (% chg.: +24.97%)

'19: \$144,893
 '18: \$132,448
 (% chg.: +09.40%)

Dollar Volume of Closed Residential Sales, October 2019: \$100,576,961
 Dollar Volume of Closed Residential Sales, October 2018: \$ 77,998,651
 (% change for October: +28.95%)

(% change from September 2019: +18.75%)

Cumulative total January – October 2019: \$922,362,437
 Cumulative total January – October 2018: \$859,494,123
 (% cumulative change: +07.31%)

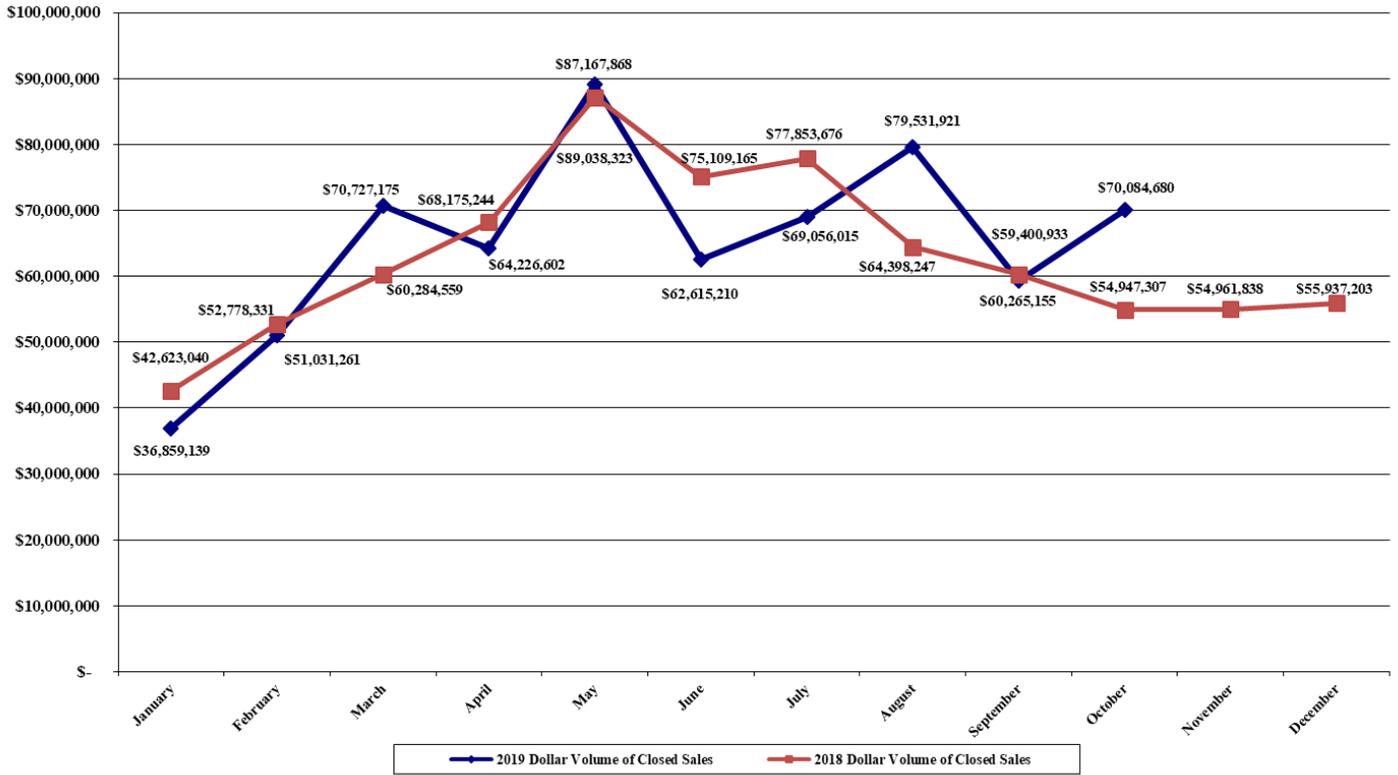
Average Sale Price, January - October 2019: \$193,936
 Average Sale Price, January – October 2018: \$190,575
 (% change in Average Sale Price: +01.76%)

Median Sold Price, January - October 2019: \$175,000
 Median Sold Price, January - October 2018: \$174,000
 (% change in Median Sold Price: +00.57%)

% of List Price to Sale Price, January - October 2019: 96.79%
 % of List Price to Sale Price, January - October 2018: 96.83%

<u>Current \$ vol. compared to past years:</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 \$ vol. <u>outside</u> Lafayette Parish as compared to past years.)	\$132,561,035	\$154,179,631	\$191,429,700	\$184,914,772	\$187,310,007	\$199,588,902
	+103.52%	+74.98%	+40.93%	+45.90%	+44.03%	+35.17%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - October 2019 vs. 2018



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

<u>New Const.</u>	<u>Re-sales</u>
10/19: \$17,095,189	\$52,989,491
10/18: \$15,185,431	\$39,761,876
+12.58%	+33.27%

<u>New Const.</u>	<u>Re-sales</u>
'19: \$163,424,756	\$489,146,503
'18: \$176,197,898	\$467,404,694
-07.25%	+04.65%

'19: \$274,202	\$212,857
'18: \$264,561	\$211,113
+03.64%	+00.83%

'19: \$229,949	\$184,000
'18: \$228,450	\$179,400
+00.66%	+02.56%

'19: 99.46%	96.70%
'18: 99.50%	96.59%

Dollar Volume of Closed Residential Sales, October 2019: \$ 70,084,680
 Dollar Volume of Closed Residential Sales, October 2018: \$ 54,947,307
 (% change for October: +27.55%)
 (% change from September 2019: +17.99%)

Cumulative total January – October 2019: \$652,571,259
 Cumulative total January – October 2018: \$643,602,592
 (% cumulative change: +01.39%)

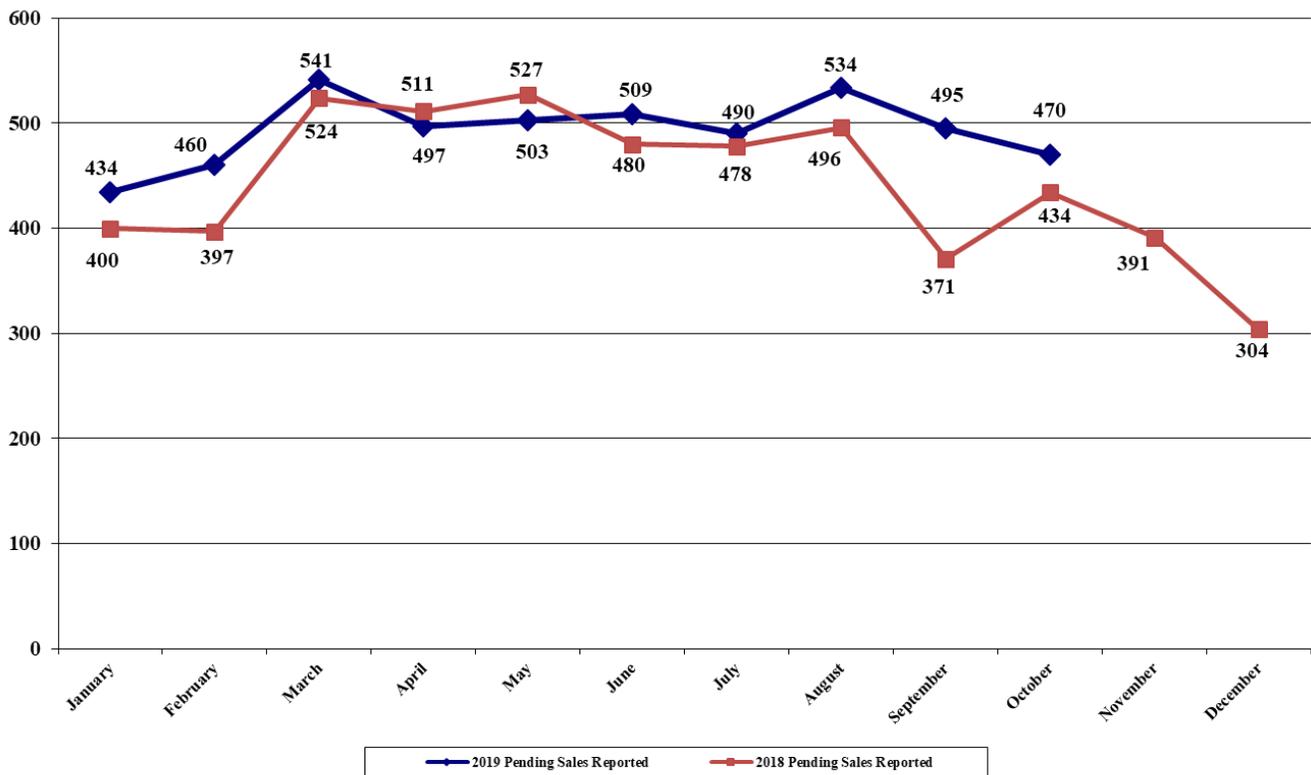
Average Sale Price, January - October 2019: \$225,491
 Average Sale Price, January - October 2018: \$223,473
 (% change in Average Sale Price: +00.90%)

Median Sold Price, January – October 2019: \$193,950
 Median Sold Price, January – October 2018: \$194,000
 (% change in Median Sold Price: -00.03%)

% of List Price to Sale Price, January - October 2019: 97.38%
 % of List Price to Sale Price, January - October 2018: 97.37%

<u>Current Sales Compared to Past Years:</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 Lafayette Parish dollar volume as compared to prior years)	\$450,100,031	\$583,781,197	\$615,984,275	\$646,702,722	\$583,710,611	\$586,371,314
	+44.98%	+11.78%	+05.94%	+00.91%	+11.80%	+11.29%

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - October 2019 vs. 2018



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

Outside Lafayette Parish

Oct. '19: 194
 Oct. '18: 165
 (% chg: +17.58%)

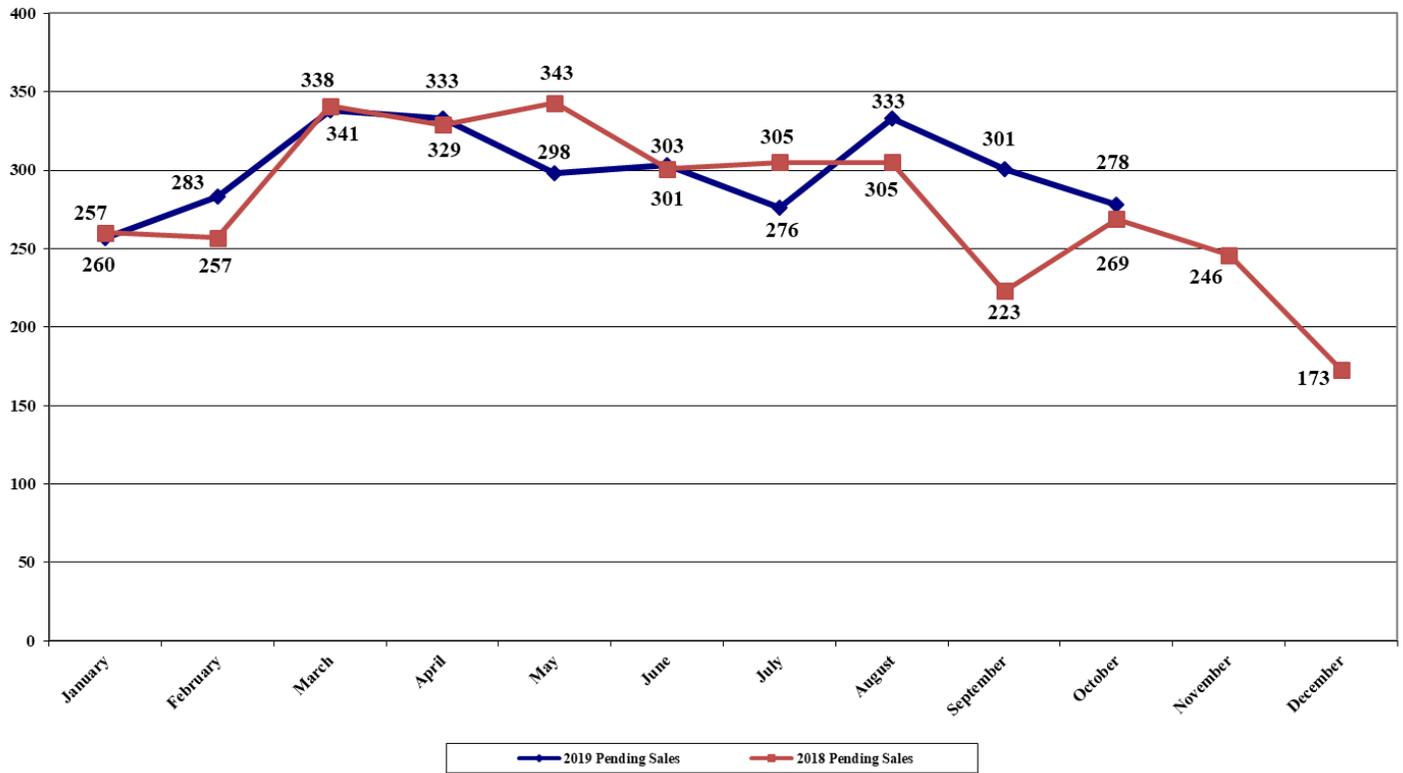
Number of Pending Home Sales Reported to MLS, October 2019: 470
Number of Pending Home Sales Reported to MLS, October 2018: 434
 (% change for October: +08.29%)

(% change from September 2019: -05.05%)

'19: 1,933
 '18: 1,684
 (% chg: +14.79%)

Cumulative total, January – October 2019: 4,933
Cumulative total, January – October 2018: 4,617
 (% cumulative change: +06.84%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - October 2019 vs. 2018



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

New Const. Re-sales

10/19: 60 218
 10/18: 76 193
 -21.05% +12.95%

Number of Pending Home Sales Reported to MLS, October 2019: 278
Number of Pending Home Sales Reported to MLS, October 2018: 269
 (% change for October: +03.35%)

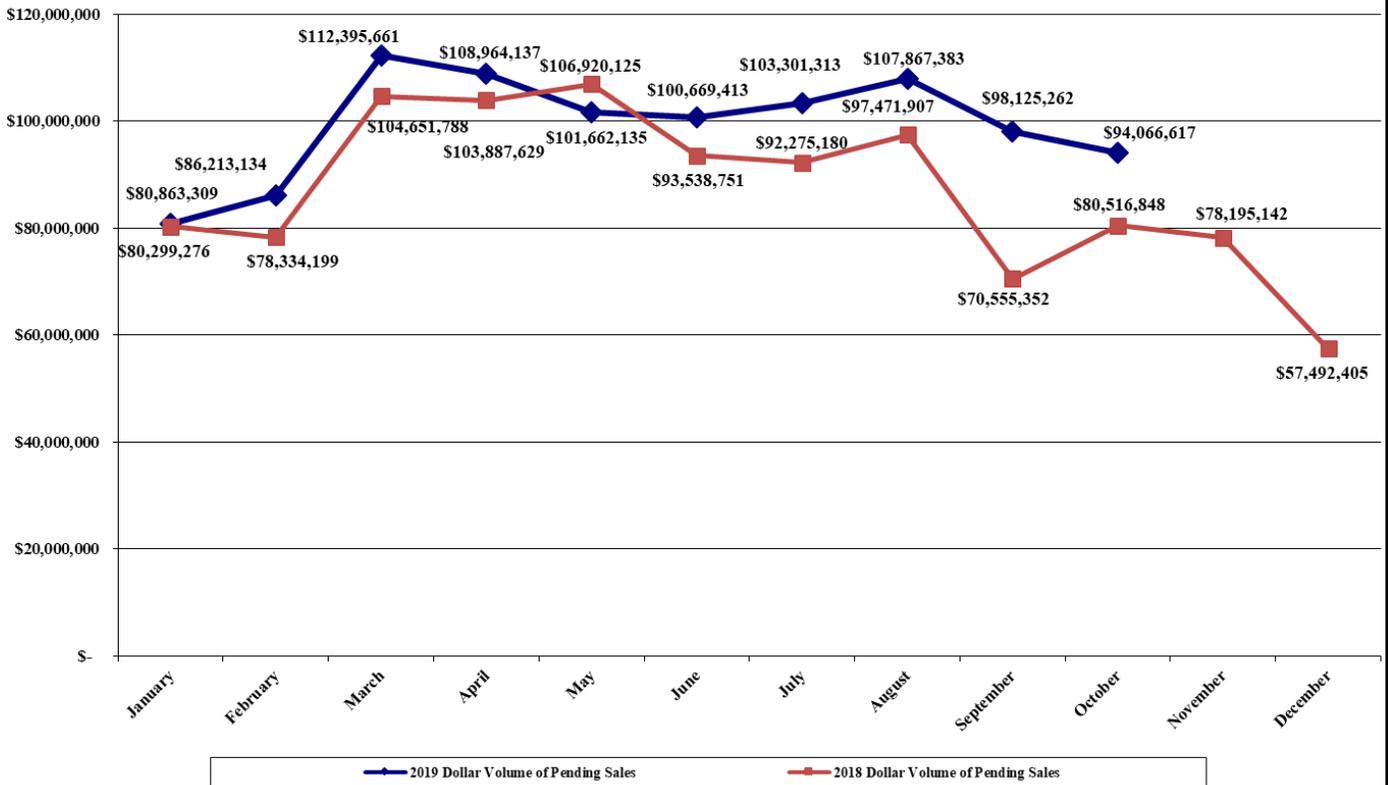
(% change from September 2019: -07.64%)

New Const. Re-sales

'19: 599 2,401
 '18: 663 2,270
 -09.65% +05.77%

Cumulative total, January – October 2019: 3,000
Cumulative total, January – October 2018: 2,933
 (% cumulative change: +02.28%)

Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - October 2019 vs 2018



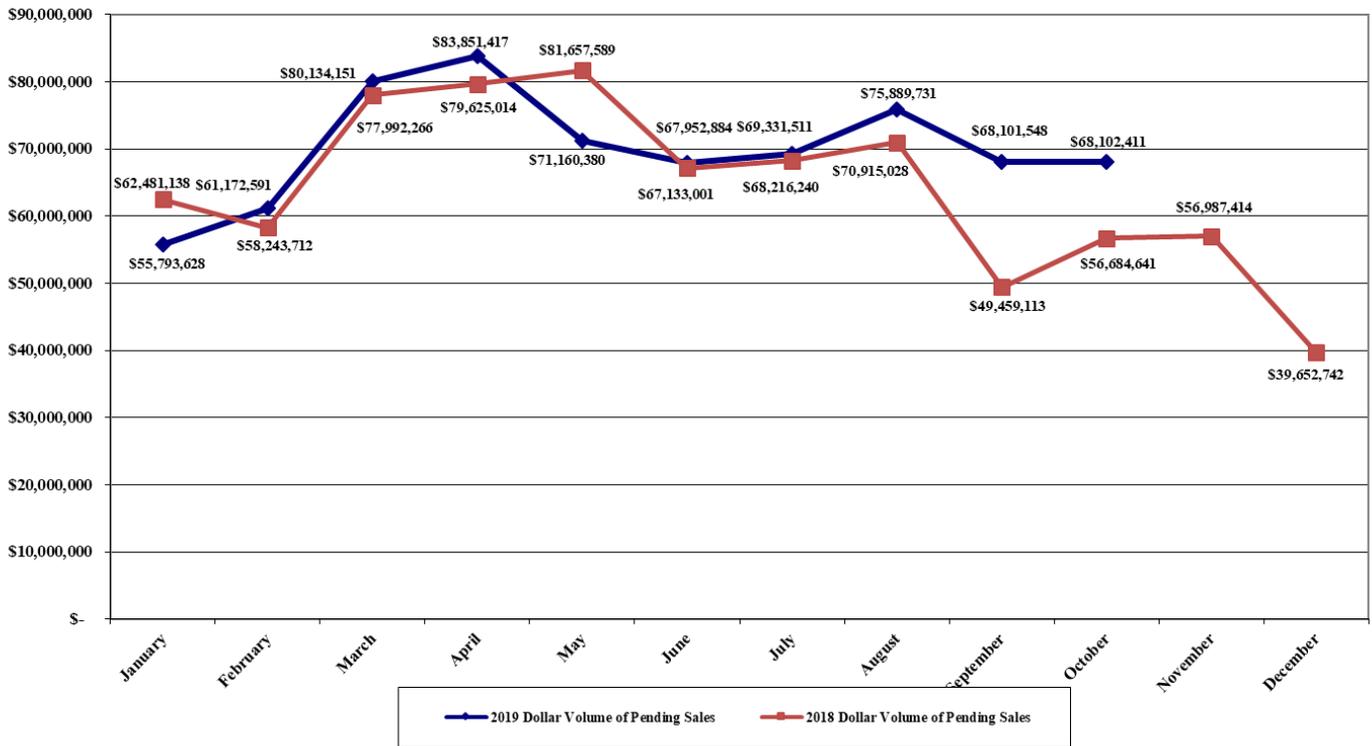
ALL "GEO" AREAS/PARISHES
(Includes "GEO" areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, October 2019: \$ 94,066,617
Dollar Volume of Pending Home Sales, October 2018: \$ 80,516,848
(% change for October: +16.83%)

(% change from September 2019: -04.14%)

Cumulative total, January – October 2019: \$994,128,364
Cumulative total, January – October 2018: \$908,019,555
(% cumulative change: +09.48%)

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - October 2019 vs 2018



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

Dollar Volume of Pending Home Sales, October 2019: \$68,102,411

Dollar Volume of Pending Home Sales, October 2018: \$56,684,641

(% change for October: +20.14%)

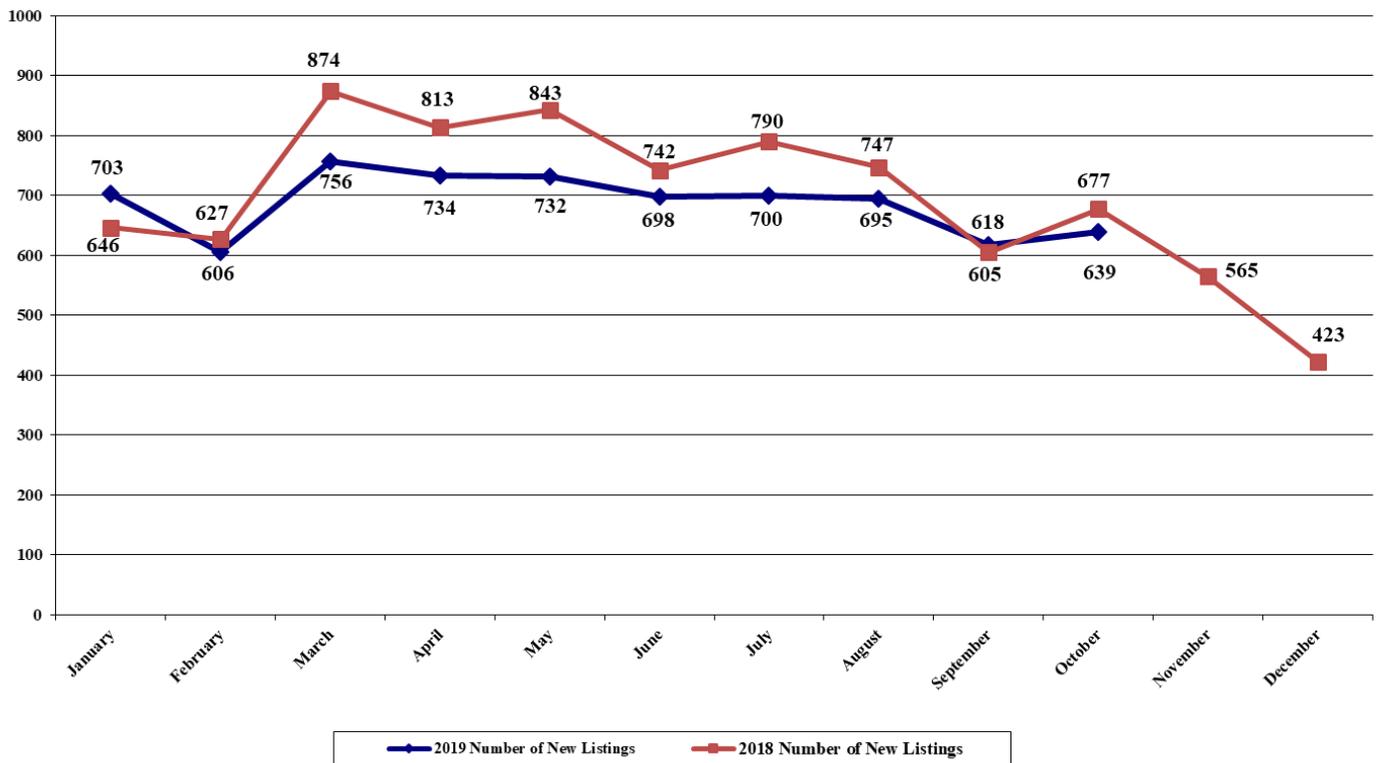
(% change from September 2019: +00.001%)

Cumulative total, January – October 2019: \$701,490,252

Cumulative total, January – October 2018: \$672,407,742

(% cumulative change: +04.33%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - October 2019 vs. 2018



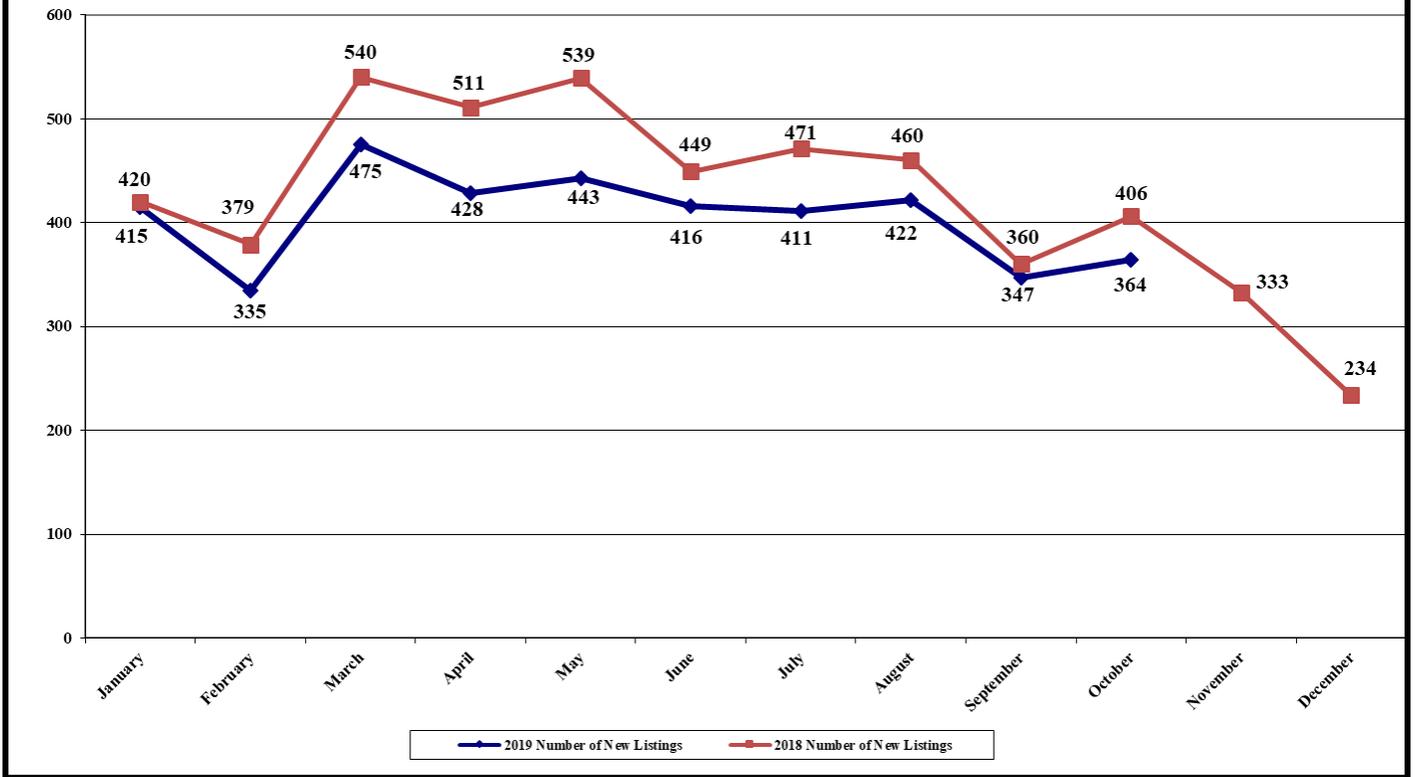
ALL "GEO" AREAS/PARISHES
 (Includes "GEO" areas outside of Lafayette Parish)

Number of New Residential Listings Reported to MLS, October 2019: 639
Number of New Residential Listings Reported to MLS, October 2018: 677
 (% change for October: -05.61%)

(% change from September 2019: +03.40%)

Cumulative total, January – October 2019: 6,881
Cumulative total, January – October 2018: 7,365
 (% cumulative change: -06.57%)

**Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - October 2019 vs. 2018**



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

<u>New Const.</u>	<u>Re-sales</u>
10/19: 53	311
10/18: 91	315
-41.76%	-01.27%

Number of New Residential Listings Reported to MLS, October 2019: 364
Number of New Residential Listings Reported to MLS, October 2018: 406
 (% change for October: -10.34%)

(% change from September 2019: +04.91%)

'19: 596	3,460
'18: 861	3,674
-30.78%	-05.82%

Cumulative total, January – October 2019: 4,056
Cumulative total, January – October 2018: 4,535
 (% cumulative change: -10.56%)

Comparison to Past Years:

	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
#New Listings Taken	3,354	3,536	3,628	4,003	4,096	4,294	4,535	4,056
# Sold	2,235	2,741	2,781	2,832	2,643	2,719	2,880	2,894
Ratio – New Listings/Sold	1.50:1	1.29:1	1.30:1	1.41:1	1.55:1	1.58:1	1.57:1	1.40:1
2018 % +/- over	+20.93%	+14.71%	+11.80%	+01.32%	-00.98%	-05.54%	-10.56%	