

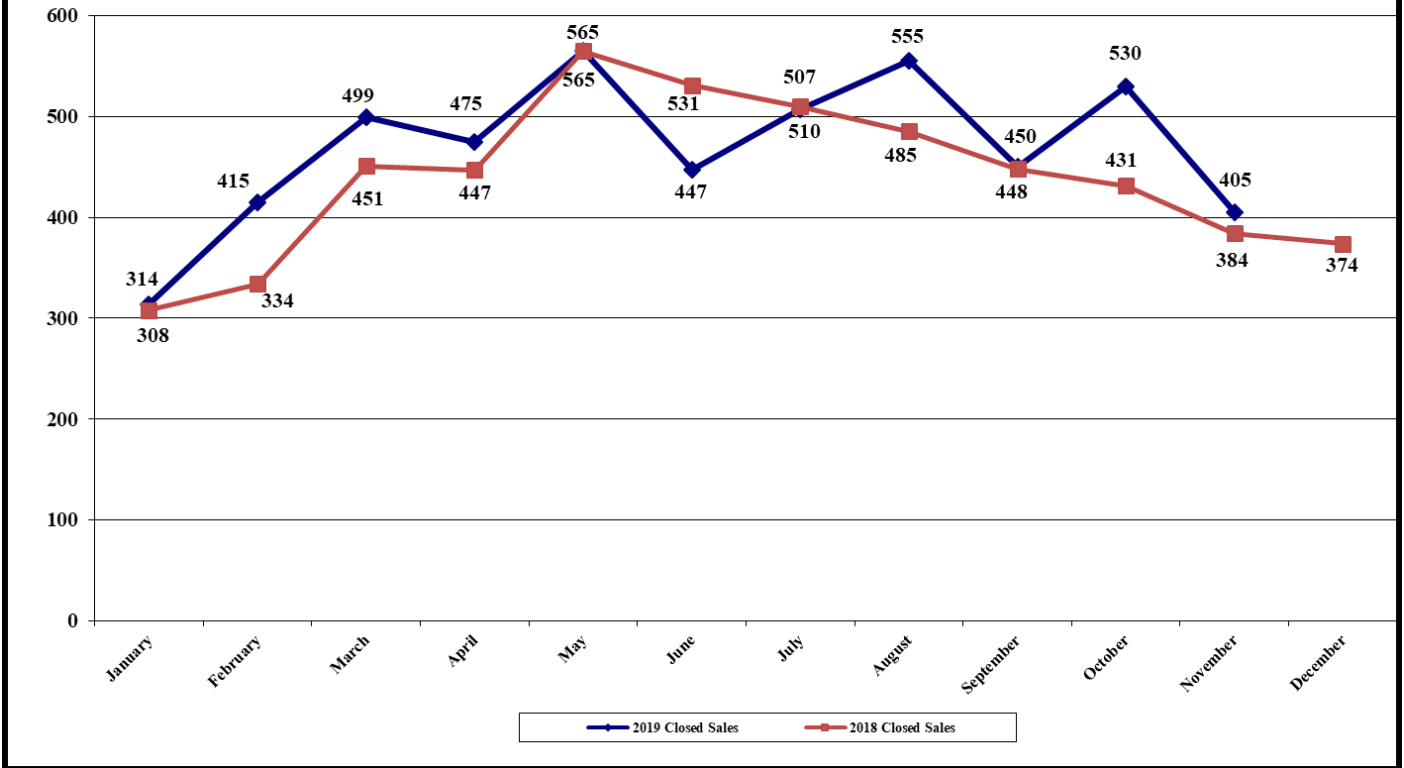


The Acadiana Residential Real Estate Market Report

January – November 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 - November 2019 vs 2018



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

Outside Lafayette Parish

Nov. '19: 155
Nov. '18: 132
(% chg: +17.42%)

Number of Closed Home Sales Reported to MLS, November 2019: 405
Number of Closed Home Sales Reported to MLS, November 2018: 384
(% change for November: +05.47%)

(% change from October 2019: -23.58%)

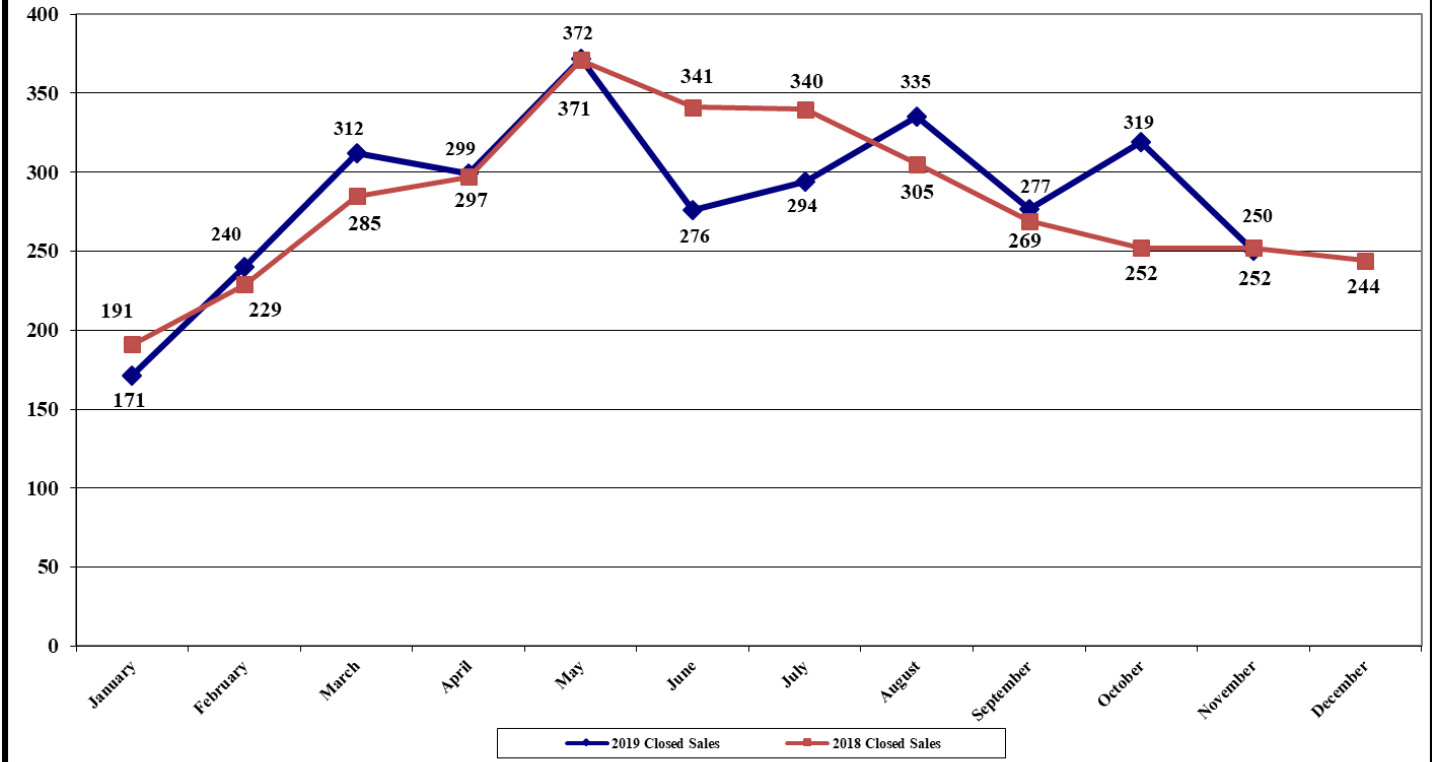
'19: 2,017
'18: 1,762
(% chg: +14.47%)

Cumulative total, January – November 2019: 5,162
Cumulative total, January – November 2018: 4,894
(% cumulative change: +05.48%)

Average Days on Market, January - November 2019: 94
Average Days on Market, January - November 2018: 91
(Change for January - November: +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 sales outside Lafayette Parish as compared to prior year's sales)	1,225	1,350	1,518	1,470	1,509	1,610
	+64.65%	+49.41%	+32.87%	+37.21%	+33.66%	+25.28%

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



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

New Const. Re-sales

11/19: 54 196
 11/18: 68 184
 -20.59% +06.52%

Number of Closed Home Sales Reported to MLS, November: 2019: 250
Number of Closed Home Sales Reported to MLS, November: 2018: 252
 (% change for November: -00.79%)

(% change from October 2019: -21.63%)

New Const. Re-sales

'19: 651 2,494
 '18: 734 2,398
 -11.31% +04.00%

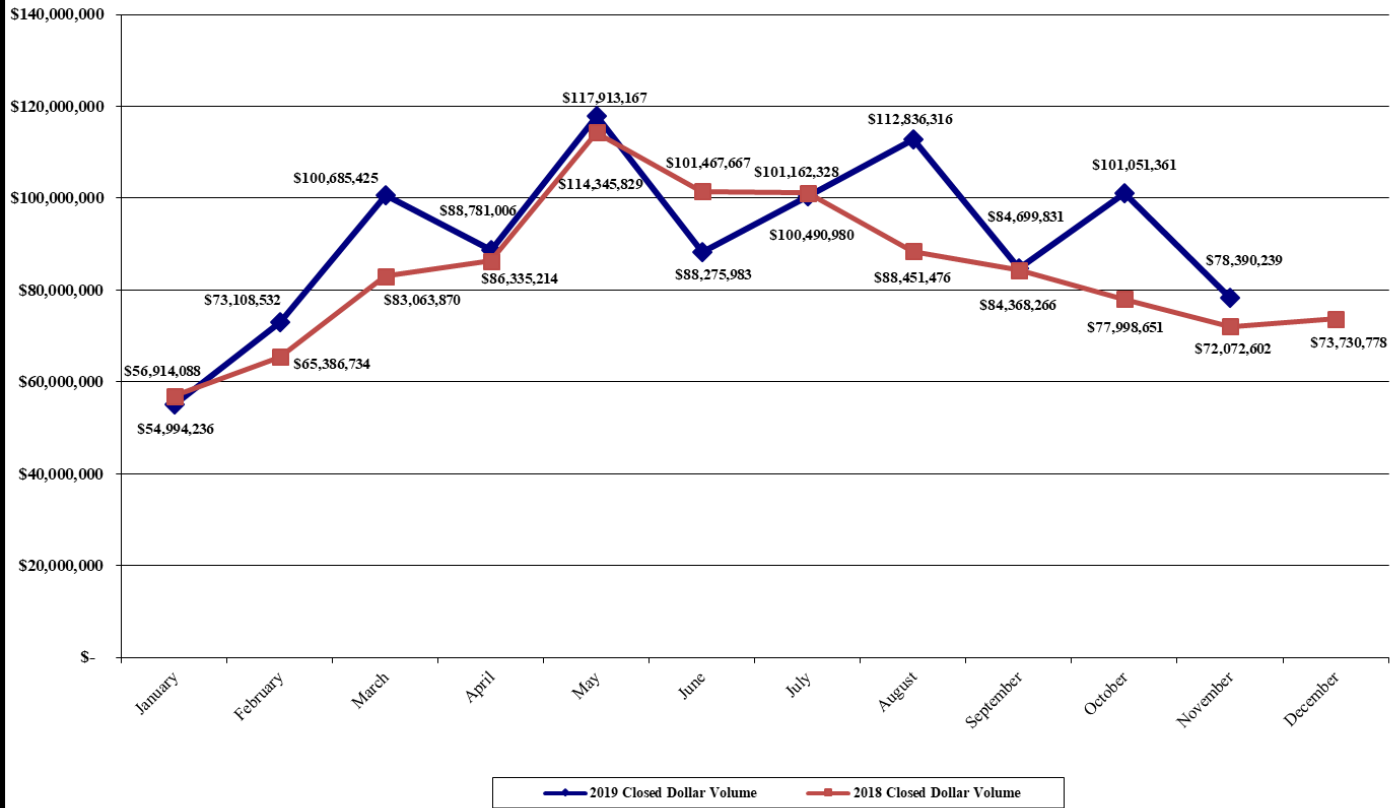
Cumulative total, January – November 2019: 3,145
Cumulative total, January – November 2018: 3,132
 (% cumulative change: +00.42%)

'19: 133 days 76 days
 '18: 118 days 74 days
 +15 days +02 days

Average Days on Market, January – November 2019: 88
Average Days on Market, January – November 2018: 85
 (Change for January - November: +03 days)

Current Sales Compared to Past Years: 2012 2013 2014 2015 2016 2017
 (2019 Lafayette Parish sales as 2,445 2,949 3,018 3,056 2,901 2,974
 Compared to prior year's sales) +28.63% +06.65% +04.21% +02.91% +08.41% +05.75%

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



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

11/19: \$ 20,737,604
11/18: \$ 17,110,764
 (% chg.: +21.20%)

Dollar Volume of Closed Residential Sales, November 2019: \$78,390,239
Dollar Volume of Closed Residential Sales, November 2018: \$72,072,602
 (% change for November: +08.77%)

(% change from October 2019: -22.43%)

'19: \$290,528,782
'18: \$233,002,295
 (% chg.: +24.69%)

Cumulative total January – November 2019: \$1,001,227,076
Cumulative total January – November 2018: \$ 931,566,725
 (% cumulative change: +07.48%)

'19: \$144,040
'18: \$132,237
 (% chg: +08.93%)

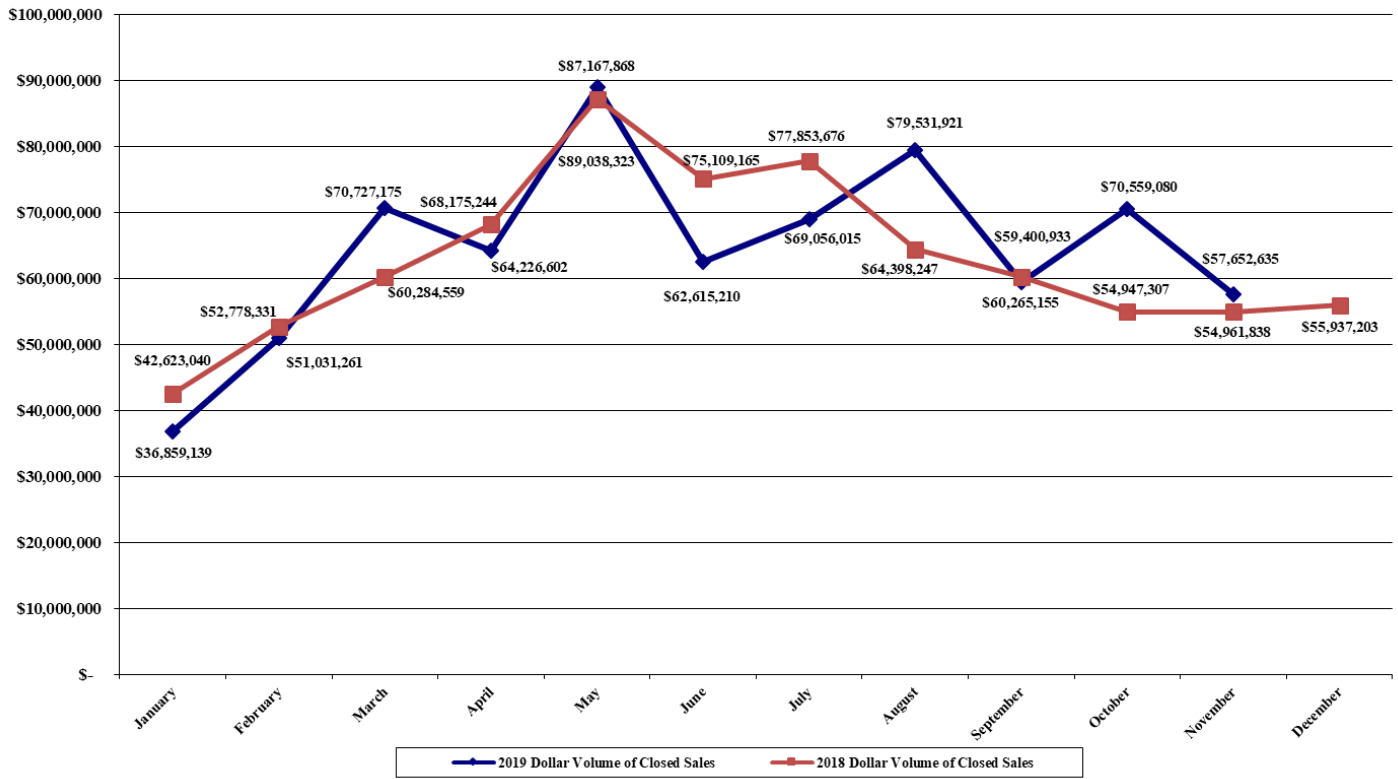
Average Sale Price, January - November 2019: \$193,961
Average Sale Price, January – November 2018: \$190,348
 (% change in Average Sale Price: +01.90%)

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

% of List Price to Sale Price, January - November 2019: 96.77%
% of List Price to Sale Price, January - November 2018: 96.92%

<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. outside Lafayette Parish as compared to past years.)	\$143,187,710	\$165,991,158	\$208,162,656	\$200,261,396	\$202,265,187	\$218,436,958
	+102.90%	+75.03%	+39.57%	+45.07%	+43.64%	+33.00%

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



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

<u>New Const.</u>	<u>Re-sales</u>
11/19: \$13,751,804	\$43,900,831
11/18: \$19,619,464	\$35,342,374
-29.91%	+24.22%

<u>New Const.</u>	<u>Re-sales</u>
'19: \$177,650,960	\$533,047,334
'18: \$195,817,362	\$502,747,068
-09.28%	+06.03%

'19: \$272,889	\$213,731
'18: \$266,781	\$209,652
+02.29%	+01.95%

'19: \$230,000	\$184,900
'18: \$229,900	\$179,000
+00.04%	+03.30%

'19: 99.44%	96.71%
'18: 99.57%	96.61%

Dollar Volume of Closed Residential Sales, November 2019: \$ 57,652,635
 Dollar Volume of Closed Residential Sales, November 2018: \$ 54,961,838
 (% change for November: +04.90%)

(% change from October 2019: -18.29%)

Cumulative total January – November 2019: \$710,698,294
 Cumulative total January – November 2018: \$698,564,430
 (% cumulative change: +01.74%)

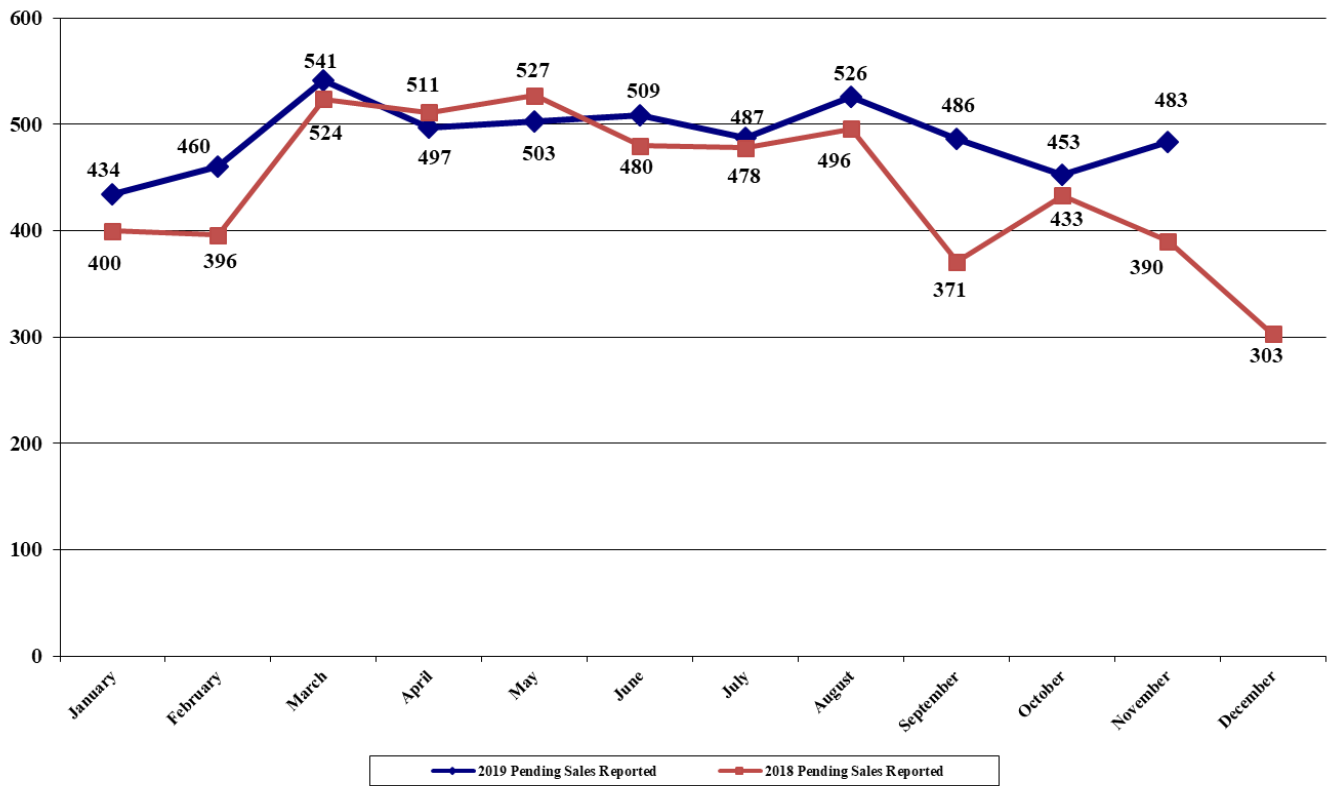
Average Sale Price, January - November 2019: \$225,977
 Average Sale Price, January - November 2018: \$223,041
 (% change in Average Sale Price: +01.32%)

Median Sold Price, January – November 2019: \$195,000
 Median Sold Price, January – November 2018: \$194,000
 (% change in Median Sold Price: -00.52%)

% of List Price to Sale Price, January - November 2019: 97.38%
 % of List Price to Sale Price, January - November 2018: 97.42%

<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)	\$490,322,390	\$624,895,577	\$670,722,212	\$696,362,268	\$639,875,906	\$644,721,351
	+44.95%	+13.73%	+05.96%	+02.06%	+11.07%	+10.23%

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



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

Outside Lafayette Parish

Nov. '19: 185
 Nov. '18: 145
 (% chg: +27.59%)

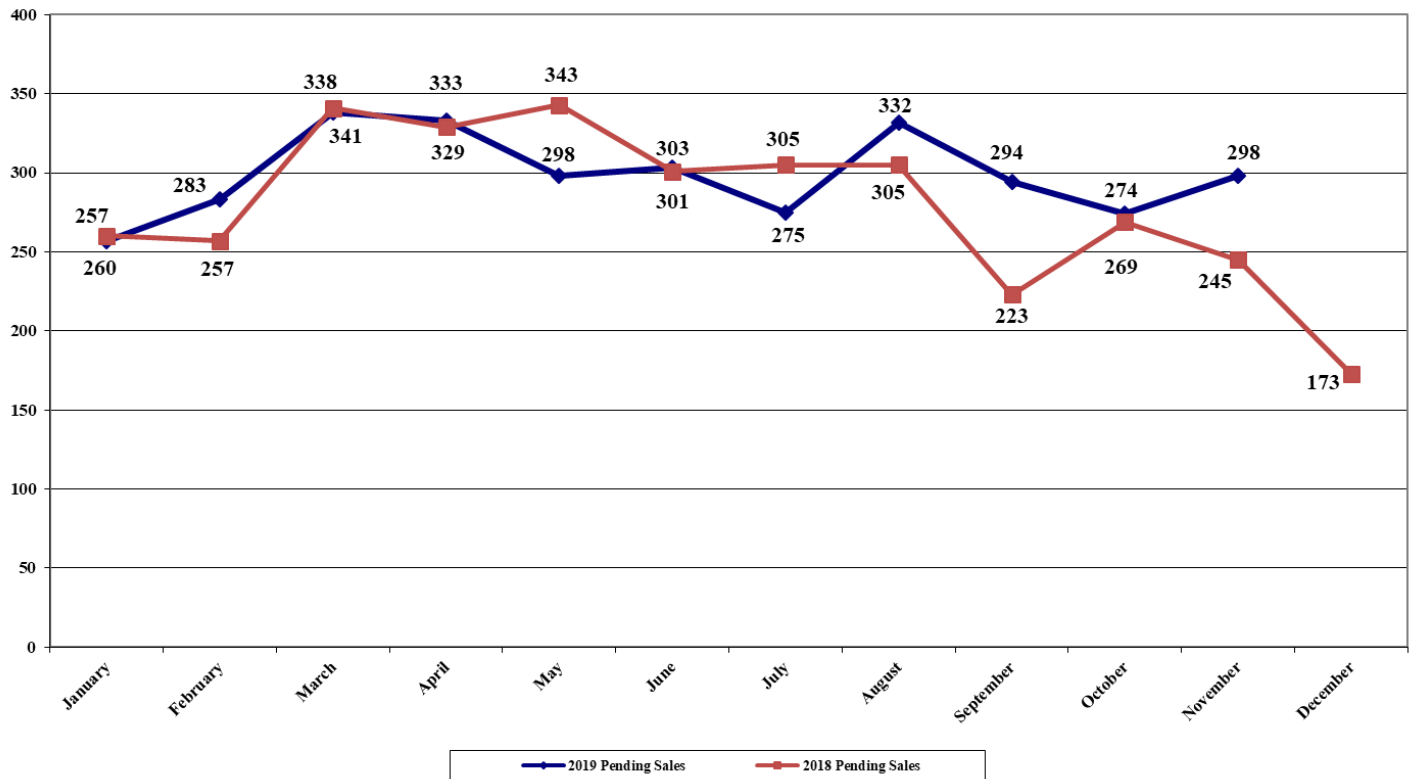
Number of Pending Home Sales Reported to MLS, November 2019: 483
Number of Pending Home Sales Reported to MLS, November 2018: 390
 (% change for November: +23.85%)

(% change from October 2019: +06.62%)

'19: 2,094
 '18: 1,828
 (% chg: +14.55%)

Cumulative total, January – November 2019: 5,379
Cumulative total, January – November 2018: 5,006
 (% cumulative change: +07.45%)

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



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

New Const. Re-sales

11/19: 66 232
 11/18: 52 193
 +26.92% +20.21%

Number of Pending Home Sales Reported to MLS, November 2019: 298
Number of Pending Home Sales Reported to MLS, November 2018: 245
(% change for November: +21.63%)

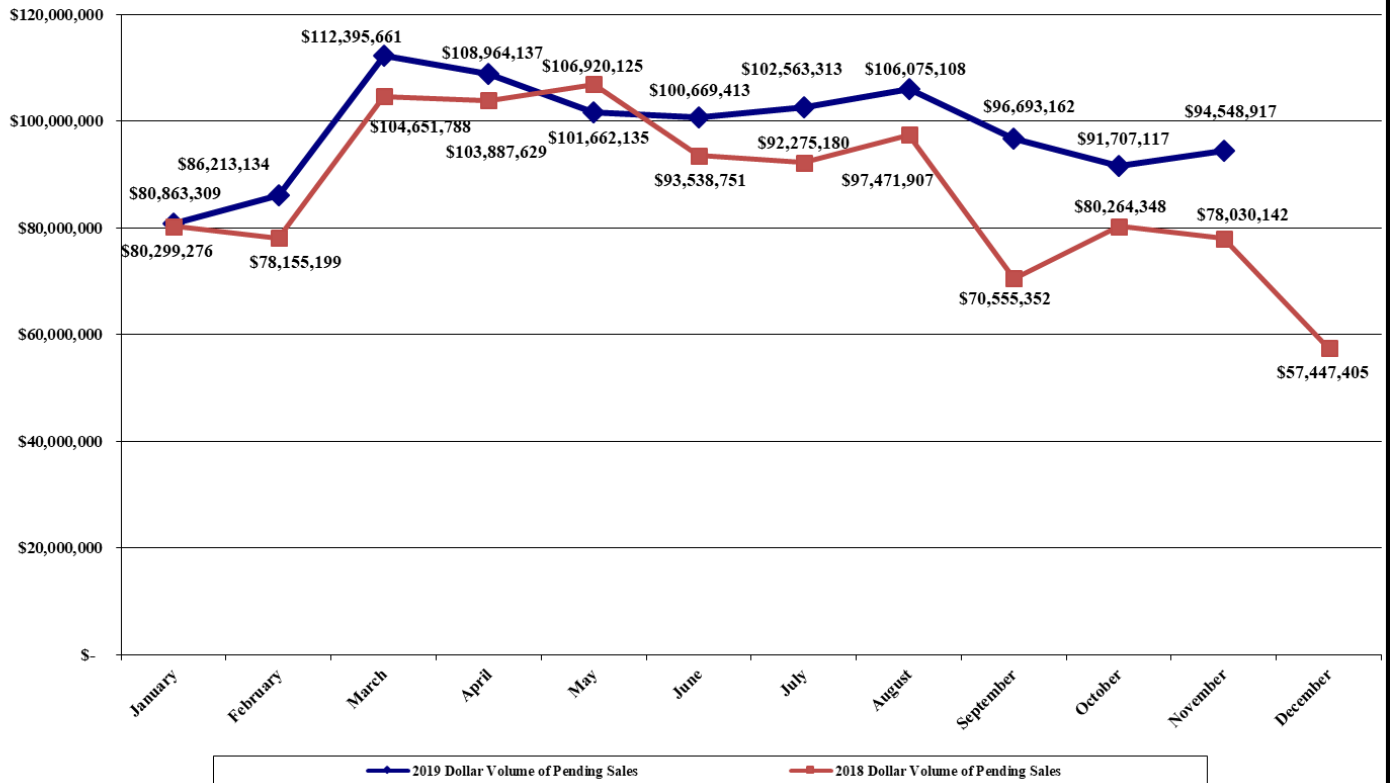
(% change from October 2019: +08.76%)

New Const. Re-sales

'19: 664 2,621
 '18: 715 2,463
 -07.13% +06.41%

Cumulative total, January – November 2019: 3,385
Cumulative total, January – November 2018: 3,178
(% cumulative change: +06.61%)

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



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

Dollar Volume of Pending Home Sales, November 2019: \$ 94,548,917

Dollar Volume of Pending Home Sales, November 2018: \$ 78,030,142

(% change for November: +21.17%)

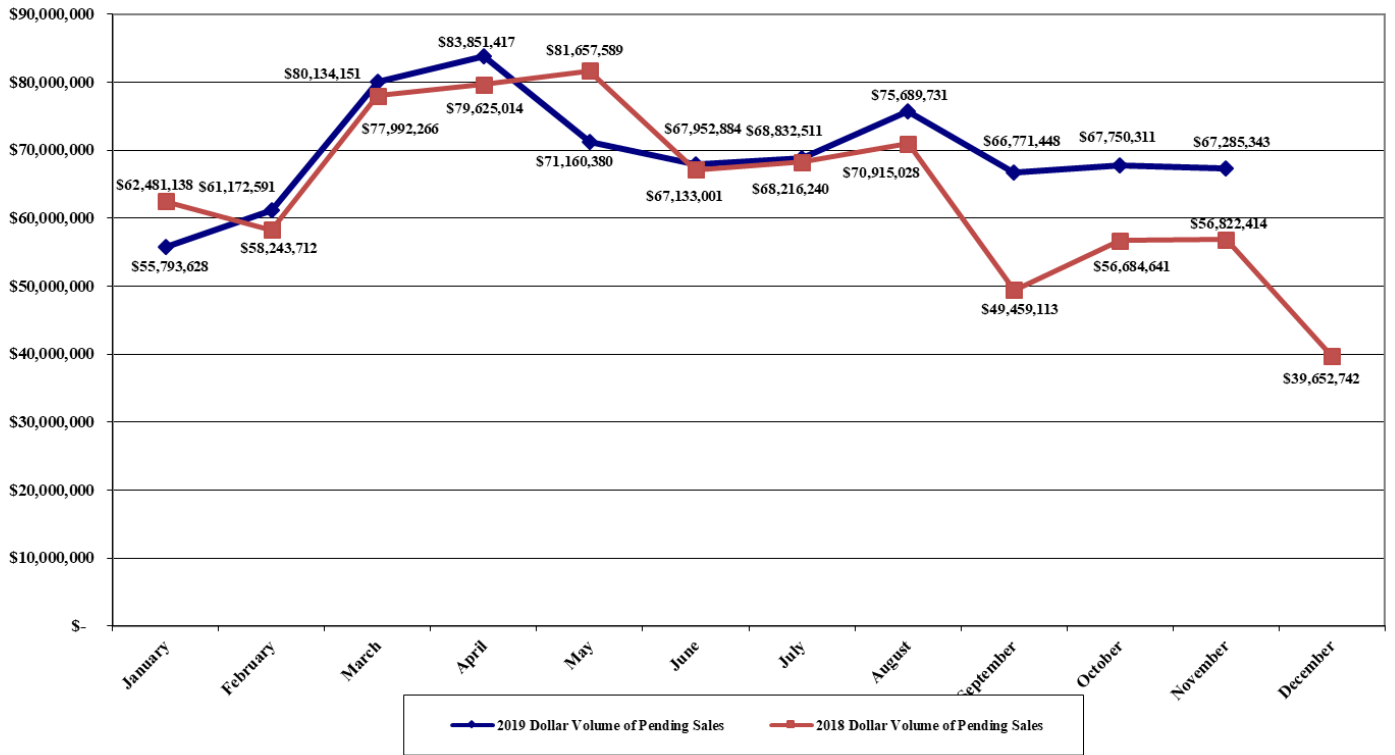
(% change from October 2019: +03.10%)

Cumulative total, January – November 2019: \$1,082,355,406

Cumulative total, January – November 2018: \$ 986,049,697

(% cumulative change: +09.77%)

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



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

Dollar Volume of Pending Home Sales, November 2019: \$67,285,343

Dollar Volume of Pending Home Sales, November 2018: \$56,822,414

(% change for November: +18.41%)

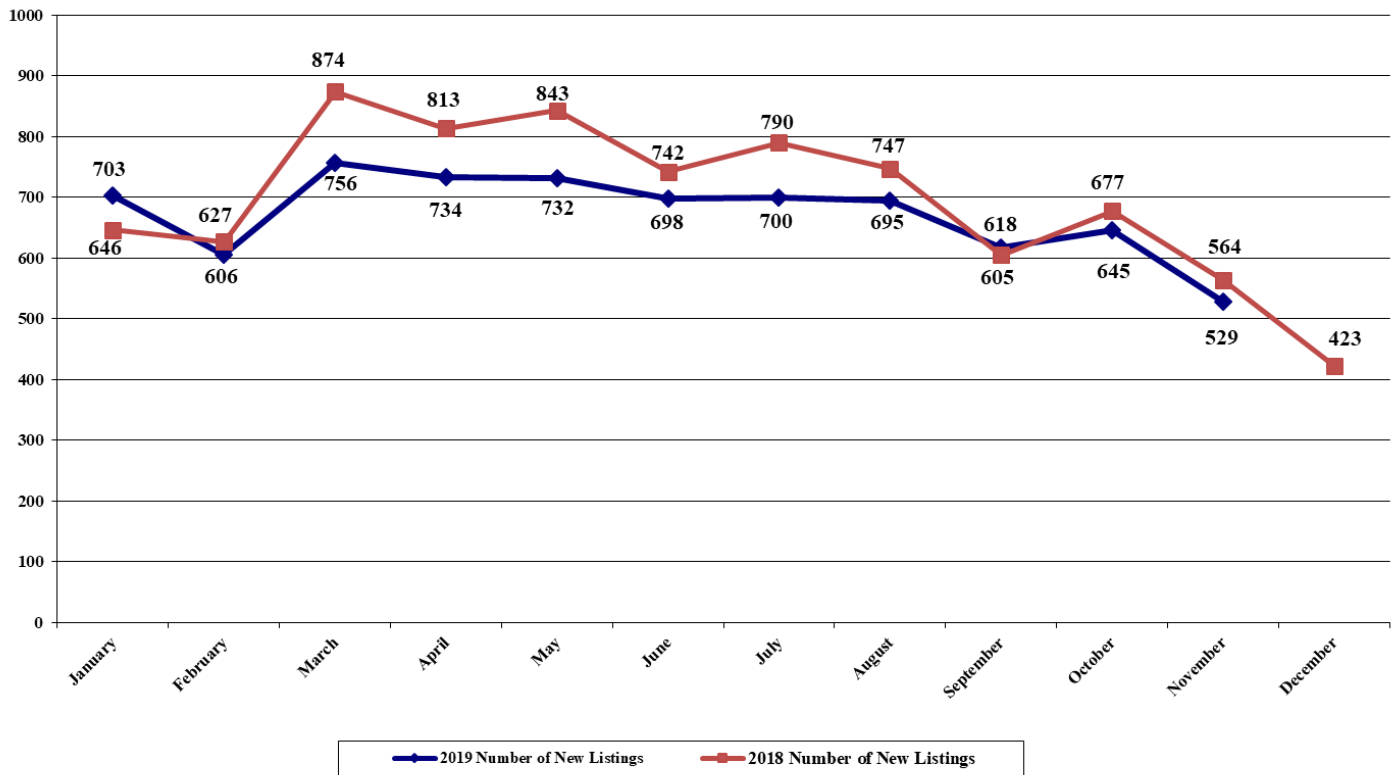
(% change from October 2019: -00.69%)

Cumulative total, January – November 2019: \$766,394,395

Cumulative total, January – November 2018: \$729,230,156

(% cumulative change: +05.10%)

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



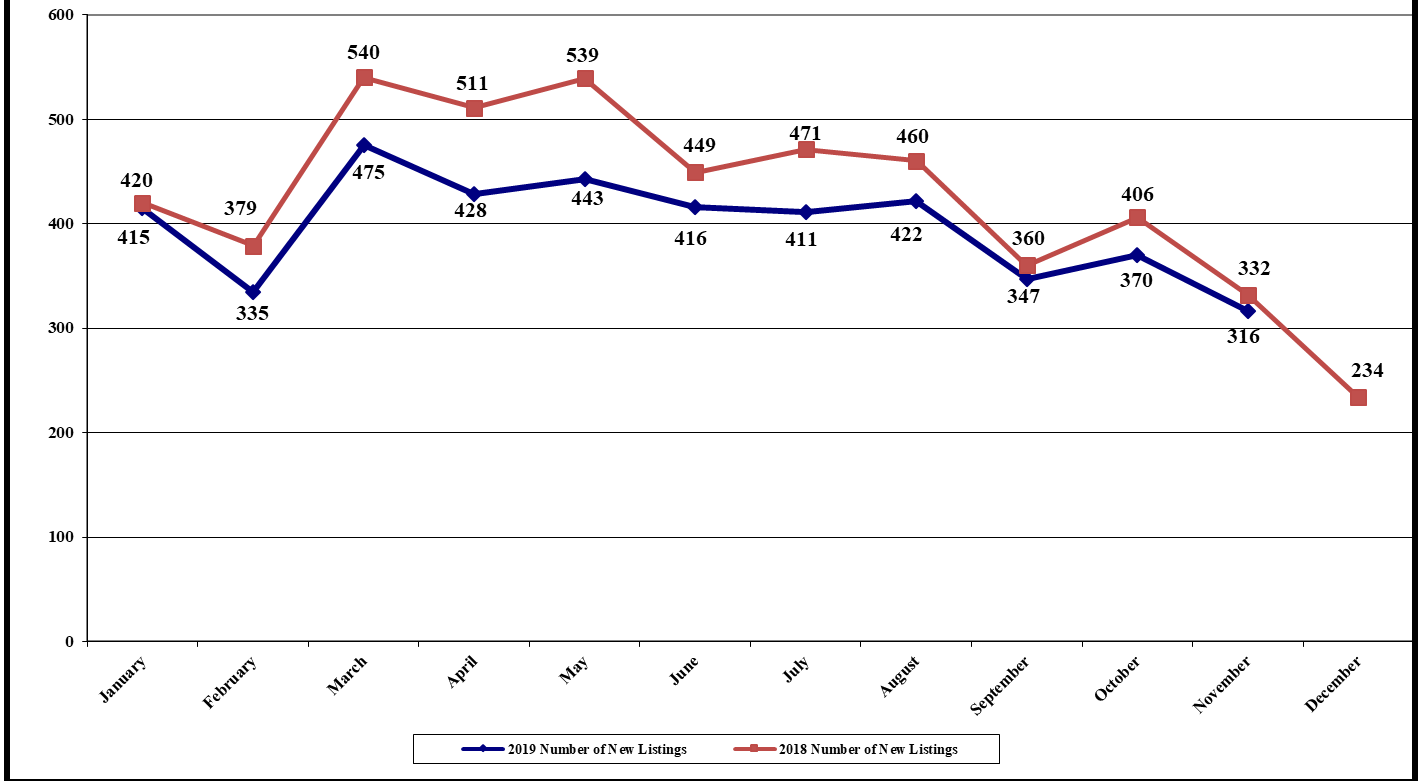
ALL "GEO" AREAS/PARISHES
 (Includes "GEO" areas outside of Lafayette Parish)

Number of New Residential Listings Reported to MLS, November 2019: 529
Number of New Residential Listings Reported to MLS, November 2018: 564
 (% change for November: -06.21%)

(% change from October 2019: -17.98%)

Cumulative total, January – November 2019: 7,416
Cumulative total, January – November 2018: 7,929
 (% cumulative change: -06.47%)

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



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

<u>New Const.</u>	<u>Re-sales</u>
11/19: 66	250
11/18: 68	264
-02.94%	-05.30%

Number of New Residential Listings Reported to MLS, November 2019: 316
Number of New Residential Listings Reported to MLS, November 2018: 332
(% change for November: -04.82%)

(% change from October 2019: -14.59%)

'19: 663	3,715
'18: 929	3,938
-28.63%	-05.66%

Cumulative total, January – November 2019: 4,378
Cumulative total, January – November 2018: 4,867
(% cumulative change: -10.05%)

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	3,666	3,786	3,975	4,325	4,391	4,645	4,867	4,378
# Sold	2,445	2,949	3,018	3,056	2,901	2,974	3,132	3,145
Ratio – New Listings/Sold	1.50:1	1.28:1	1.32:1	1.42:1	1.51:1	1.56:1	1.55:1	1.39:1
2018 % +/- over	+19.42%	+15.64%	+10.14%	+01.23%	-00.30%	-05.75%	-10.05%	