

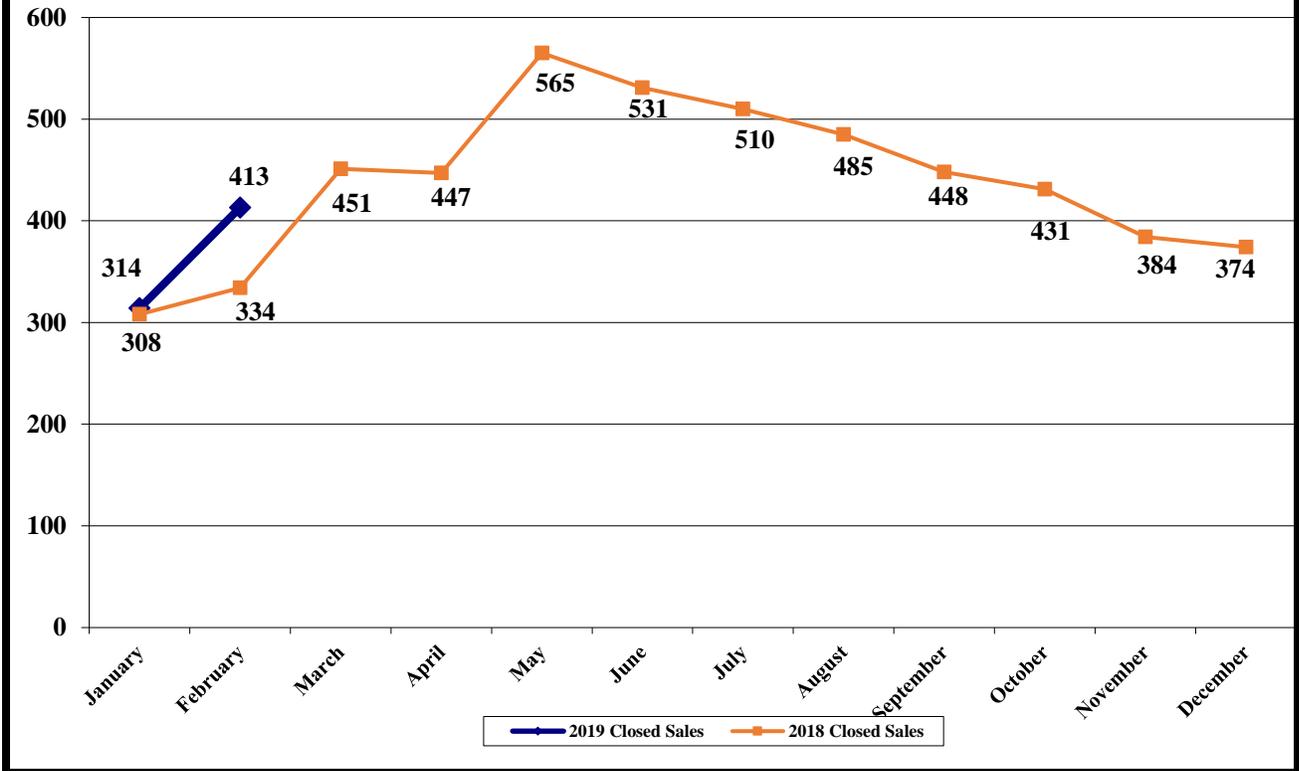


The Acadiana Residential Real Estate Market Report

January – February 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/Parishes
 January - February 2019 vs 2018



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

Outside Lafayette Parish

Feb. '19: 174
 Feb. '18: 105
 (% chg: +65.71%)

Number of Closed Home Sales Reported to MLS, February 2019: 413
Number of Closed Home Sales Reported to MLS, February 2018: 334
 (% change for February: +23.65%)

(% change from January 2019: +31.53%)

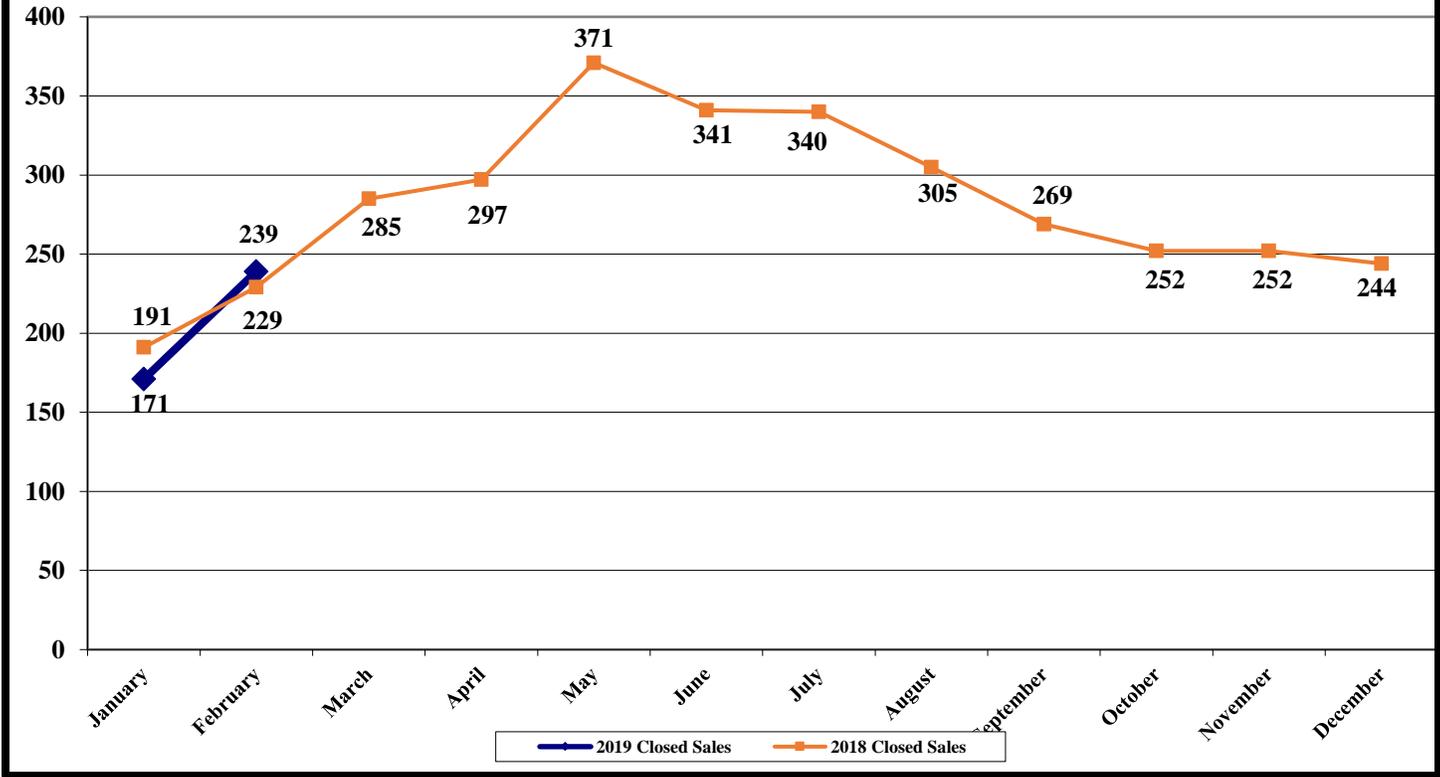
'19: 317
 '18: 222
 (% chg: +42.79%)

Cumulative total, January – February 2019: 727
Cumulative total, January – February 2018: 642
 (% cumulative change: +13.24%)

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

Current Sales Compared to Past Years:	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 sales <u>outside</u> Lafayette Parish as compared to prior year's sales)	186	187	204	219	238	235
	+70.43%	+69.52%	+55.39%	+44.75%	+33.19%	+34.89%

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



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

<u>New Const.</u>	<u>Re-sales</u>
2/19: 47	192
2/18: 57	172
-17.54%	+11.63%

Number of Closed Home Sales Reported to MLS, February: 2019: 239
Number of Closed Home Sales Reported to MLS, February: 2018: 229
(% change for February: +04.37%)
(% change from January 2019: +39.77%)

<u>New Const.</u>	<u>Re-sales</u>
'19: 86	324
'18: 110	310
-21.82%	+04.52%

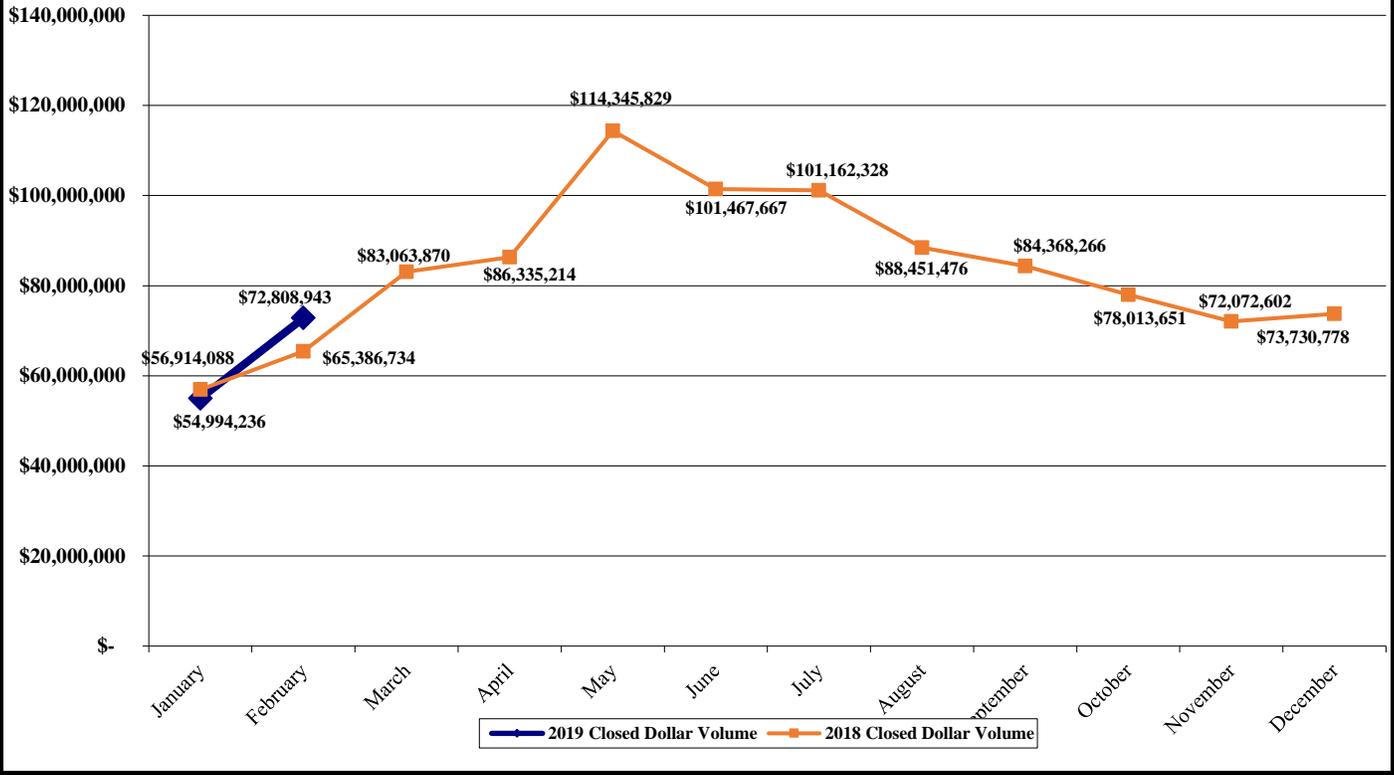
Cumulative total, January – February 2019: 410
Cumulative total, January – February 2018: 420
(% cumulative change: -02.38%)

'19: 94 days	83 days
'18: 97 days	92 days
-03 days	-09 days

Average Days on Market, January – February 2019: 86
Average Days on Market, January – February 2018: 93
(Change for January - February: -07 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	303	413	416	428	390	450
Compared to prior year's sales)	+35.31%	-00.73%	-01.44%	-04.21%	+05.13%	-08.89%

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



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

Outside Laf. Parish

2/19: \$ 21,899,682
 2/18: \$ 12,608,403
 (% chg.: +73.69%)

Dollar Volume of Closed Residential Sales, February 2019: \$72,808,943
 Dollar Volume of Closed Residential Sales, February 2018: \$65,386,734
 (% change for February: +11.35%)

(% change from January 2019: +32.39%)

'19: \$40,034,779
 '18: \$26,899,451
 (% chg.: +48.83%)

Cumulative total January - February 2019: \$127,803,179
 Cumulative total January - February 2018: \$122,300,822
 (% cumulative change: +04.50%)

'19: \$126,293
 '18: \$121,169
 (% chg.: +04.23%)

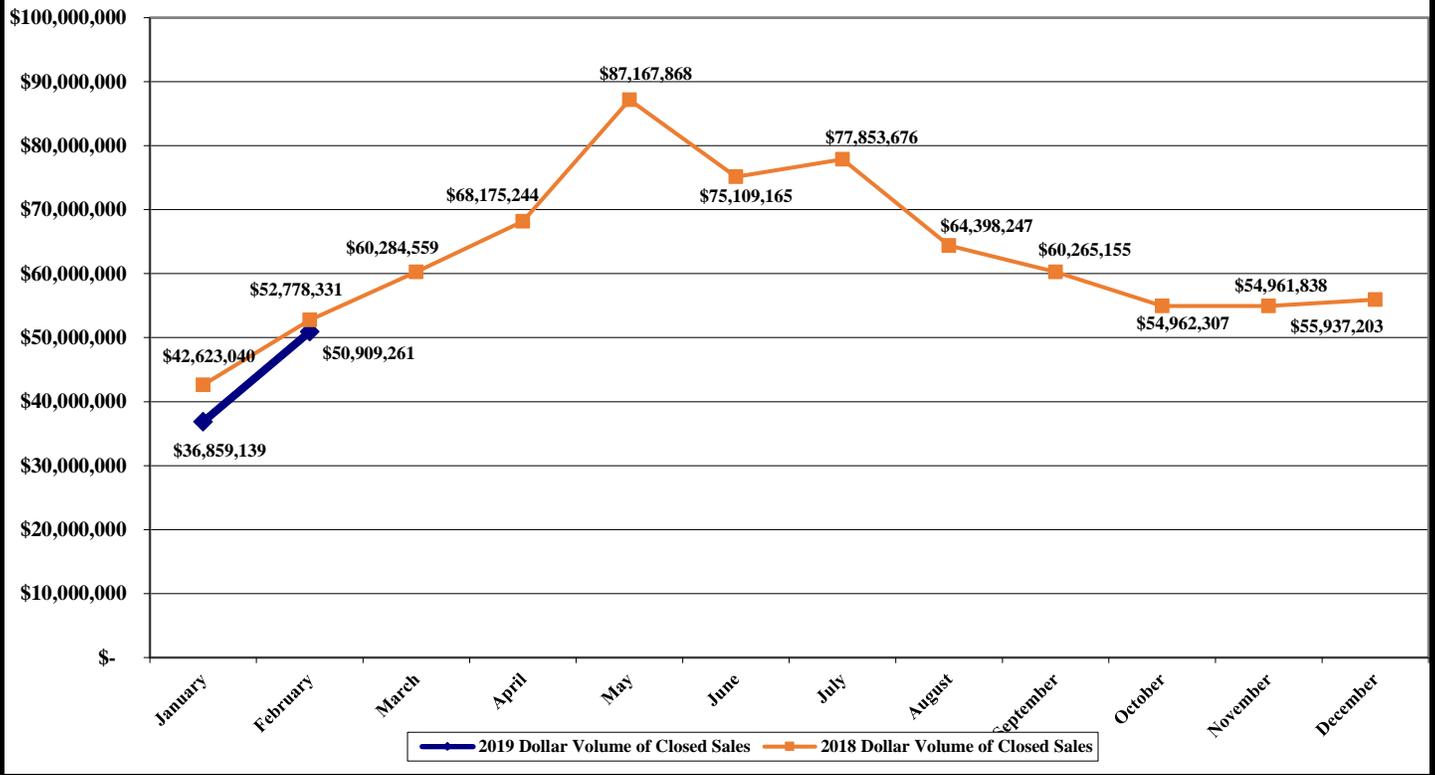
Average Sale Price, January - February 2019: \$175,795
 Average Sale Price, January - February 2018: \$190,499
 (% change in Average Sale Price: -07.72%)

Median Sold Price, January - February 2019: \$160,000
 Median Sold Price, January - February 2018: \$170,000
 (% change in Median Sold Price: -05.88%)

% of List Price to Sale Price, January - February 2019: 96.63%
 % of List Price to Sale Price, January - February 2018: 96.50%

<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 Lafayette Parish</u> as compared to past years.)	\$20,272,041	\$19,334,312	\$25,102,530	\$29,277,166	\$32,487,749	\$28,816,903
	+97.49%	+107.07%	+59.49%	+36.74%	+23.23%	+38.93%

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



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

<u>New Const.</u>	<u>Re-sales</u>
2/19: \$12,250,052	\$38,659,209
2/18: \$14,122,395	\$38,655,936
-13.26%	+00.01%

Dollar Volume of Closed Residential Sales, February 2019: \$ 50,909,261
 Dollar Volume of Closed Residential Sales, February 2018: \$ 52,778,331
 (% change for December: -03.54%)

<u>New Const.</u>	<u>Re-sales</u>
'19: \$22,185,112	\$65,583,288
'18: \$27,860,135	\$67,541,236
-20.37%	-02.90%

(% change from January 2019: +38.12%)

Cumulative total January – February 2019: \$87,768,400
 Cumulative total January – February 2018: \$95,401,371
 (% cumulative change: -08.00%)

'19: \$257,966	\$202,417
'18: \$253,273	\$217,874
+01.85%	-07.09%

Average Sale Price, January - February 2019: \$214,069
 Average Sale Price, January - February 2018: \$227,146
 (% change in Average Sale Price: -05.76%)

'19: \$223,750	\$175,000
'18: \$232,919	\$177,000
-03.94%	-01.13%

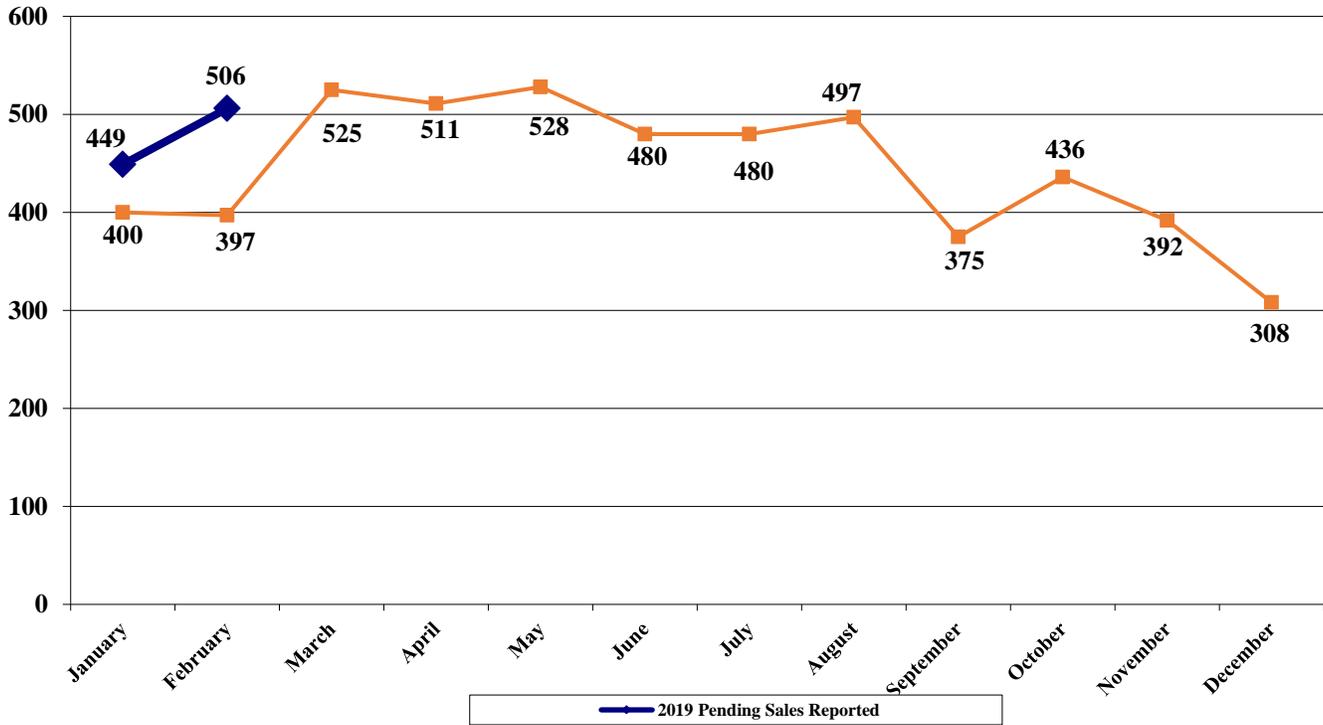
Median Sold Price, January – February 2019: \$194,000
 Median Sold Price, January – February 2018: \$193,950
 (% change in Median Sold Price: +01.04%)

'19: 99.43%	96.48%
'18: 99.37%	96.11%

% of List Price to Sale Price, January - February 2019: 97.21%
 % of List Price to Sale Price, January - February 2018: 97.04%

<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)	\$53,582,562	\$86,411,699	\$85,875,506	\$95,138,770	\$85,058,730	\$90,671,735
	+63.80%	+01.57%	+02.20%	-07.75%	+03.19%	-03.20%

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



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

Outside Lafayette Parish

Feb. '19: 205
 Feb. '18: 140
 (% chg: +46.43%)

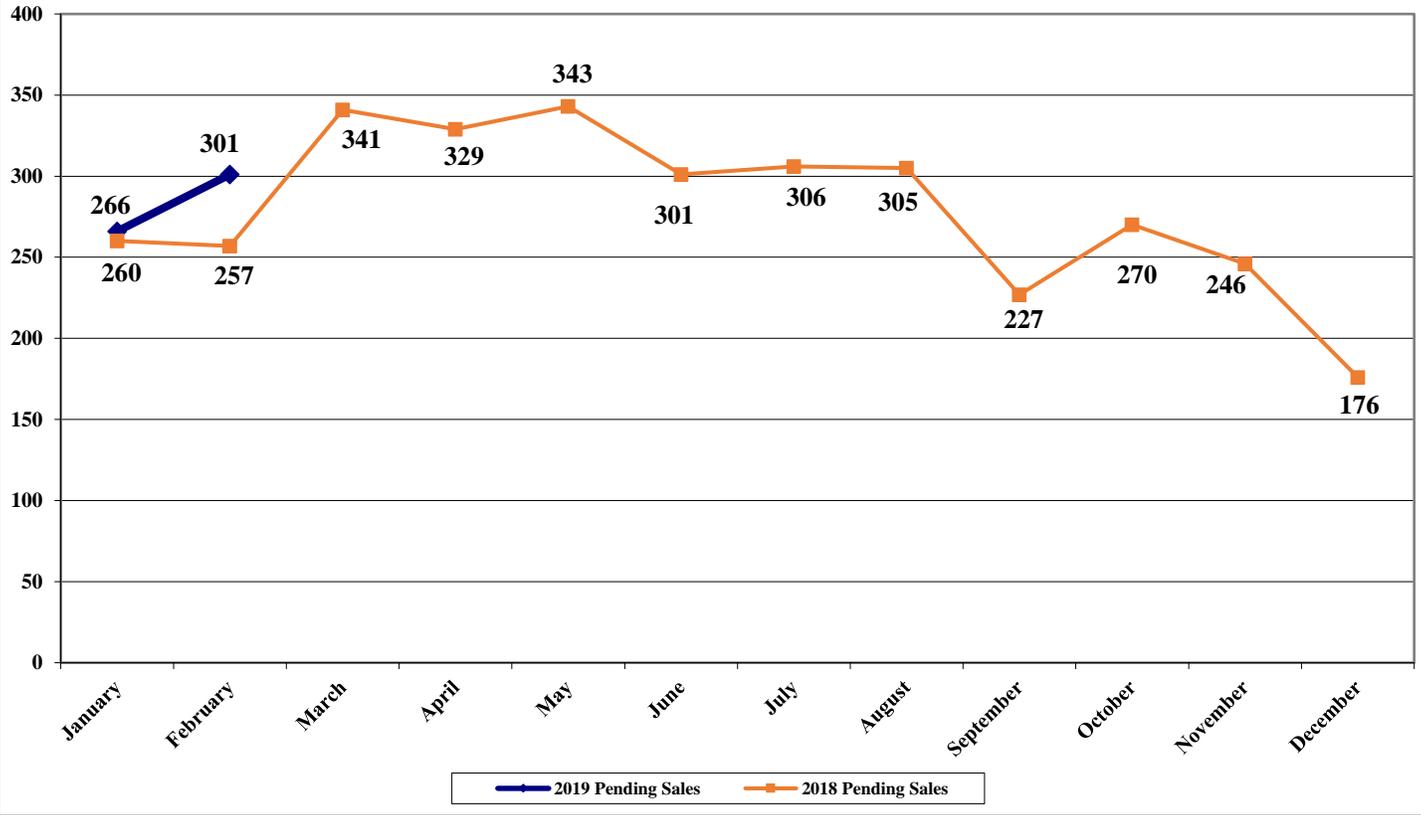
Number of Pending Home Sales Reported to MLS, February 2019: 506
Number of Pending Home Sales Reported to MLS, February 2018: 397
 (% change for February: +27.46%)

(% change from January 2019: +12.69%)

'19: 388
 '18: 280
 (% chg: +38.57%)

Cumulative total, January – February 2019: 955
Cumulative total, January – February 2018: 797
 (% cumulative change: +19.82%)

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



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

New Const. Re-sales

2/19: 61 240
 2/18: 55 202
 +10.91% +18.81%

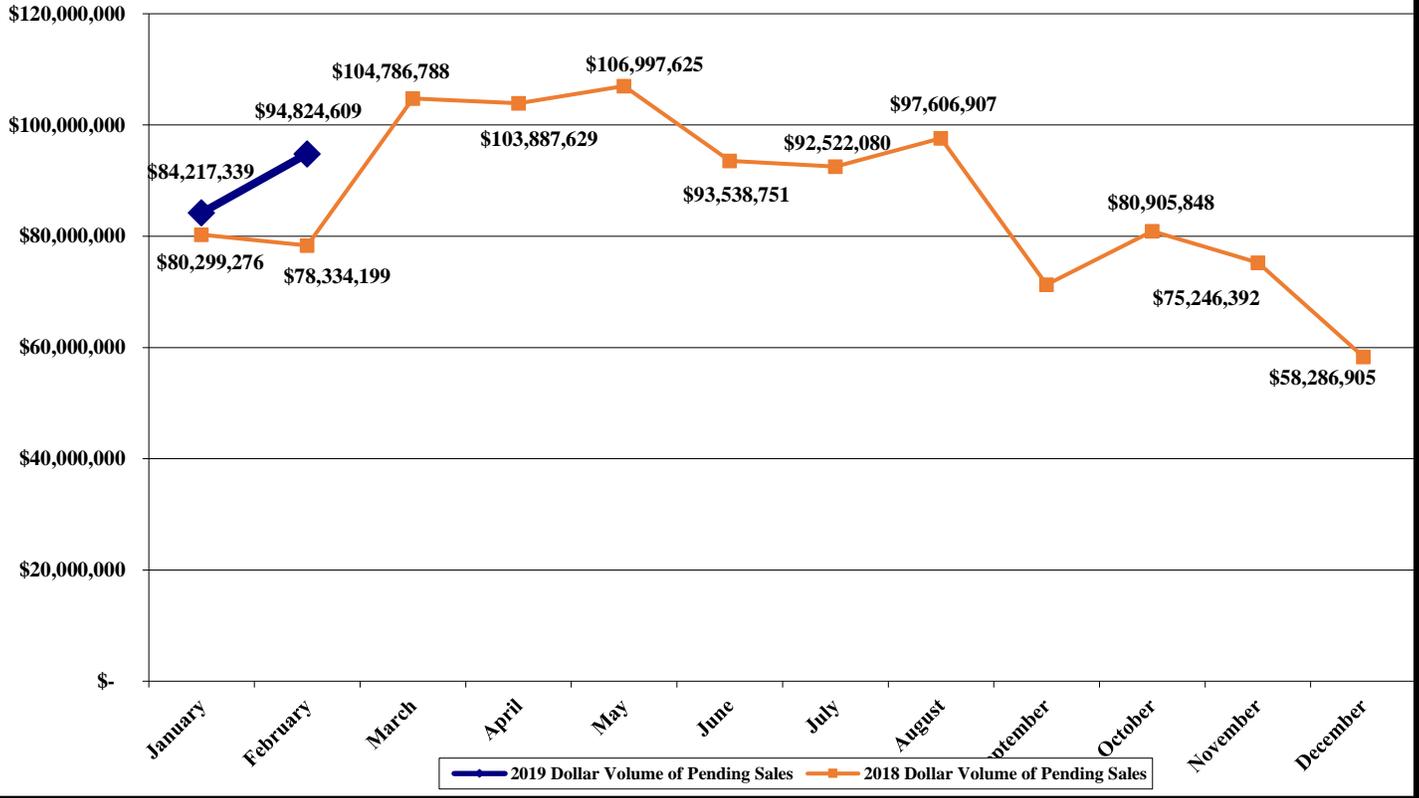
Number of Pending Home Sales Reported to MLS, February 2019: 301
Number of Pending Home Sales Reported to MLS, February 2018: 257
 (% change for February: +17.12%)
 (% change from January 2019: +13.16%)

New Const. Re-sales

'19: 127 440
 '18: 130 387
 -02.31% +13.70%

Cumulative total, January – February 2019: 567
Cumulative total, January – February 2018: 517
 (% cumulative change: +09.67%)

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



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

Dollar Volume of Pending Home Sales, February 2019: \$94,824,609

Dollar Volume of Pending Home Sales, February 2018: \$78,334,199

(% change for February: +21.05%)

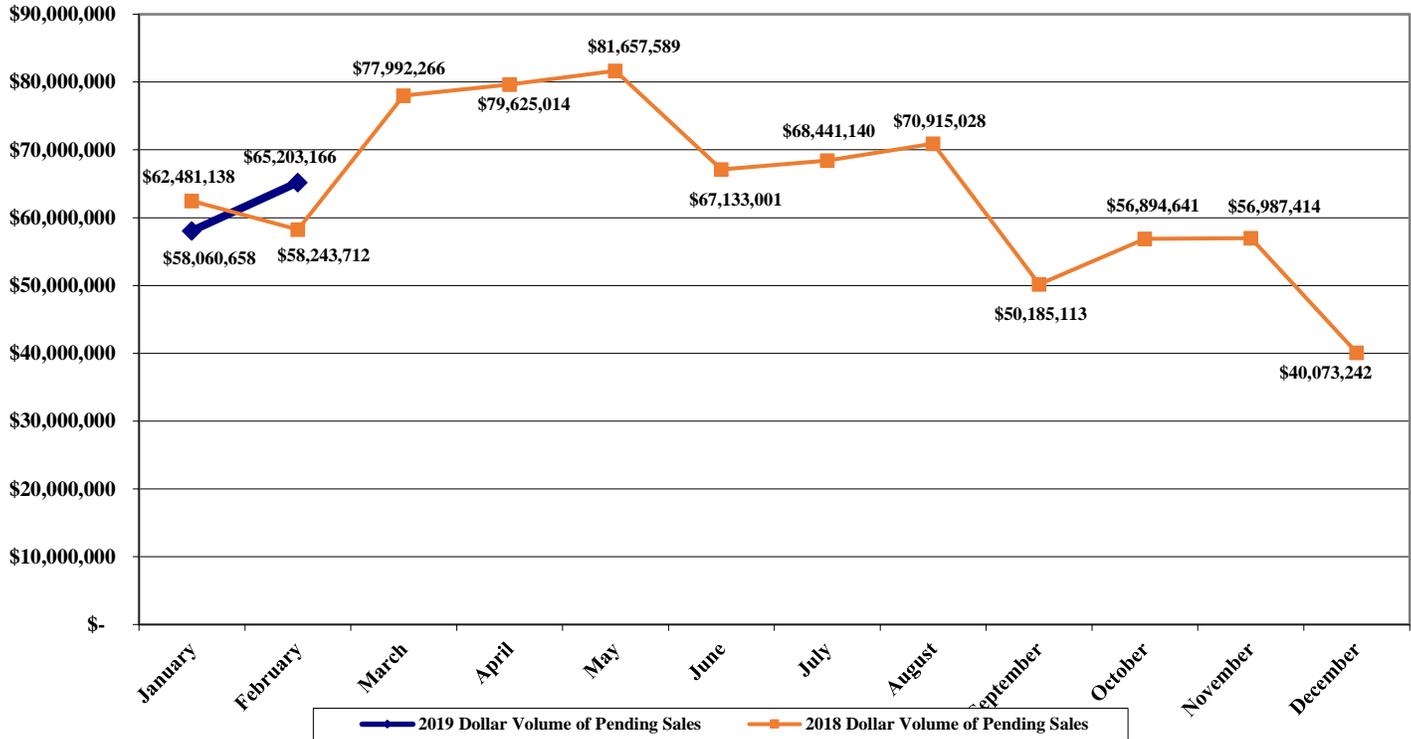
(% change from January 2019: +12.60%)

Cumulative total, January – February 2019: \$179,041,948

Cumulative total, January – February 2018: \$158,633,475

(% cumulative change: +12.87%)

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



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

Dollar Volume of Pending Home Sales, February 2019: \$65,203,166

Dollar Volume of Pending Home Sales, February 2018: \$58,243,166

(% change for February: +11.95%)

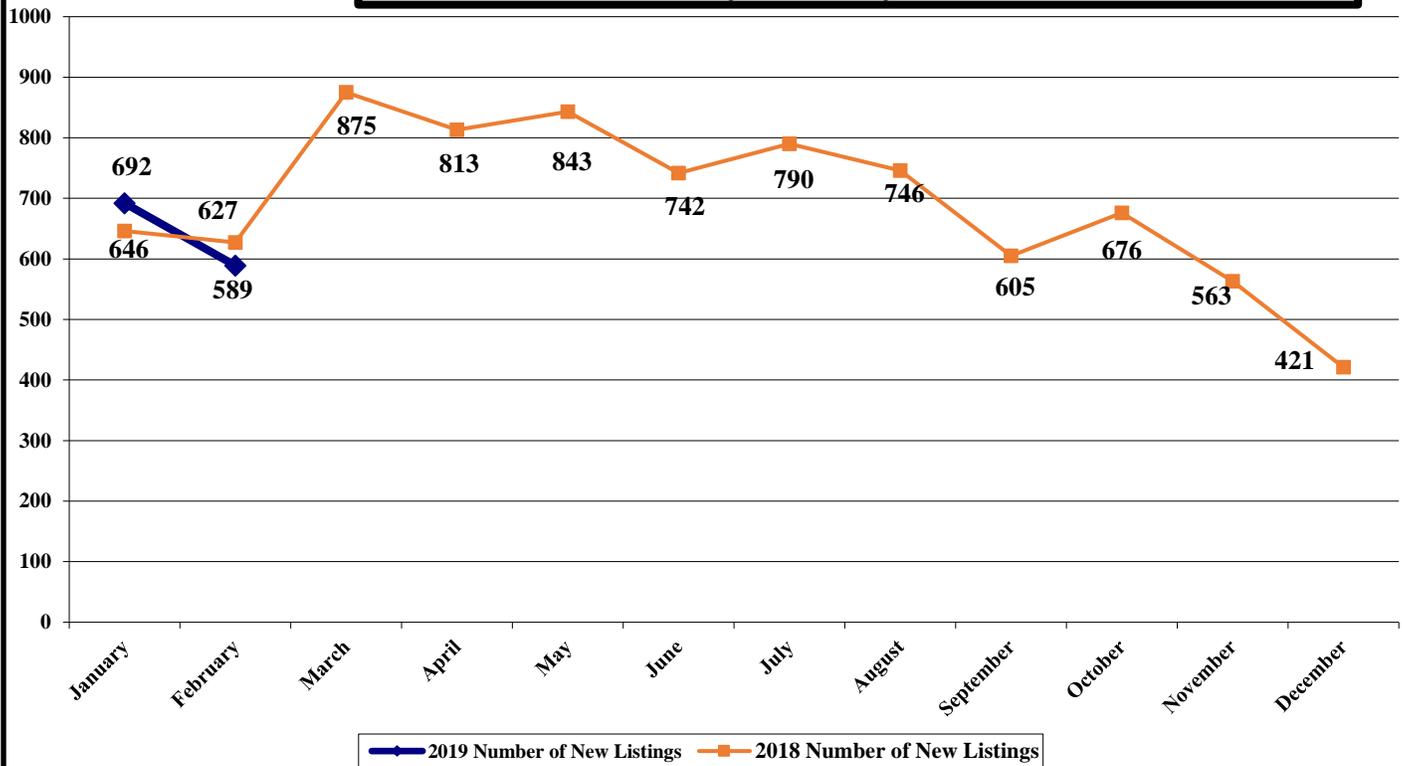
(% change from January 2019: +12.30%)

Cumulative total, January – February 2019: \$123,263,824

Cumulative total, January – February 2018: \$120,724,850

(% cumulative change: +02.10%)

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



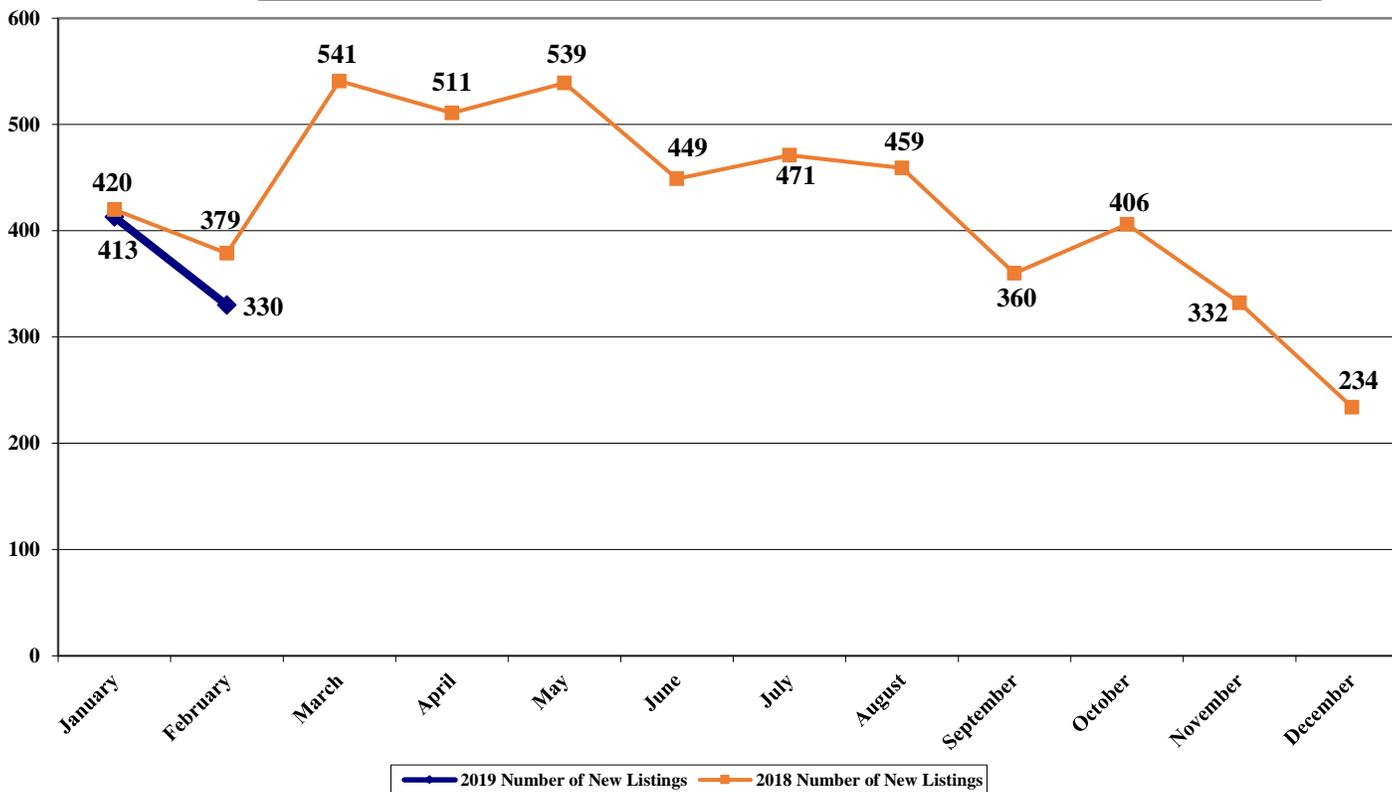
ALL "GEO" AREAS/PARISHES
 (Includes "GEO" areas outside of Lafayette Parish)

Number of New Residential Listings Reported to MLS, February 2019: 589
Number of New Residential Listings Reported to MLS, February 2018: 627
 (% change for February: (-06.06%))

(% change from January 2019: -14.88%)

Cumulative total, January – February 2019: 1,281
Cumulative total, January – February 2018: 1,273
 (% cumulative change: +00.63%)

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



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

Number of New Residential Listings Reported to MLS, February 2019: 330

Number of New Residential Listings Reported to MLS, February 2018: 379

(% change for February: -12.93%)

(% change from January 2019: -20.10%)

Cumulative total, January – February 2019: 743

Cumulative total, January – February 2018: 799

(% cumulative change: -07.01%)

Comparison to Past Years:	2012	2013	2014	2015	2016	2017	2018	2019
#New Listings Taken	625	654	705	732	804	783	799	743
# Sold	303	413	416	428	390	450	420	410
Ratio – New Listings/Sold	2.06:1	1.58:1	1.69:1	1.71:1	2.06:1	1.74:1	1.90:1	1.81:1
2018 % +/- over	+18.88%	+13.61%	+05.39%	+01.50%	-07.59%	-05.11%	-07.01%	