

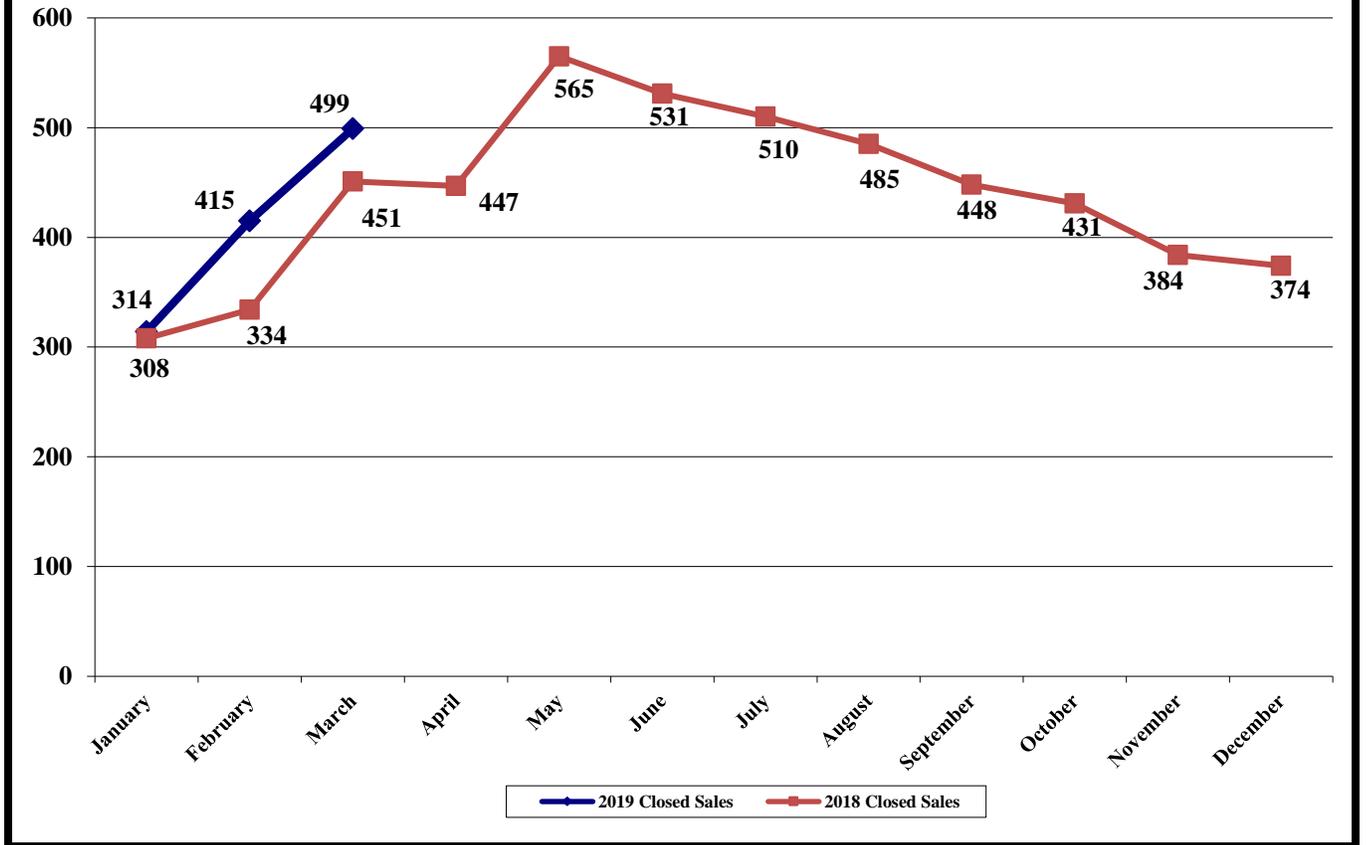


# **The Acadiana Residential Real Estate Market Report**

**January – March 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 - March 2019 vs 2018



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

Outside Lafayette Parish

Mar. '19: 187  
 Mar. '18: 166  
 (% chg: +12.65%)

**Number of Closed Home Sales Reported to MLS, March 2019: 499**  
**Number of Closed Home Sales Reported to MLS, March 2018: 451**  
 (% change for March: +10.64%)

(% change from February 2019: +20.24%)

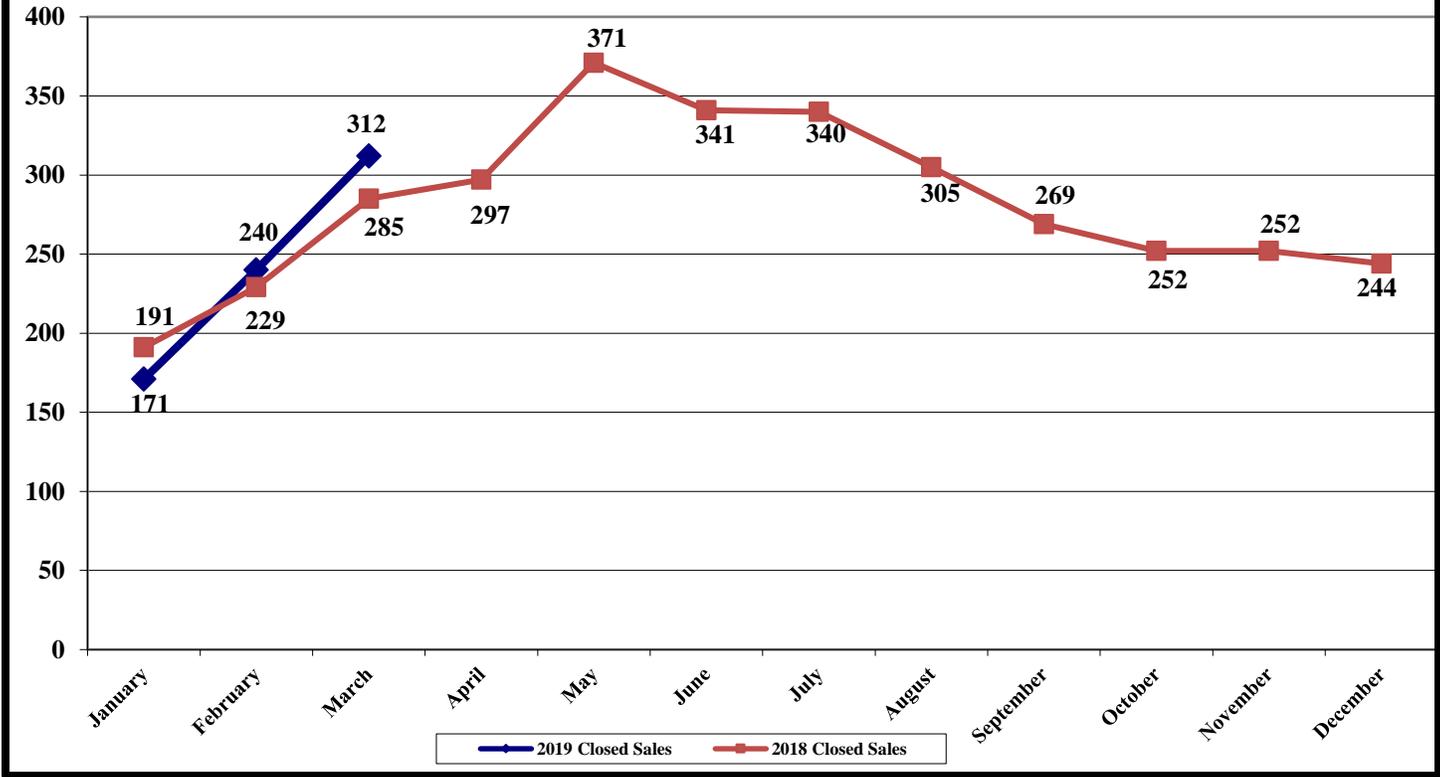
'19: 505  
 '18: 388  
 (% chg: +30.15%)

**Cumulative total, January – March 2019: 1,228**  
**Cumulative total, January – March 2018: 1,093**  
 (% cumulative change: +12.35%)

**Average Days on Market, January - March 2019: 96**  
**Average Days on Market, January - March 2018: 100**  
 (Change for January - March: -04 days)

<b>Current Sales Compared to Past Years:</b>	<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)	297	322	331	360	391	410
	+70.03%	+56.83%	+52.57%	+40.28%	+29.16%	+23.17%

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



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

<u>New Const.</u>	<u>Re-sales</u>
3/19: 83	229
3/18: 71	214
+16.90%	+07.01%

**Number of Closed Home Sales Reported to MLS, March: 2019: 312**  
**Number of Closed Home Sales Reported to MLS, March: 2018: 285**  
**(% change for February: +09.47%)**

**(% change from February 2019: +30.00%)**

<u>New Const.</u>	<u>Re-sales</u>
'19: 169	554
'18: 181	524
-06.63%	+05.73%

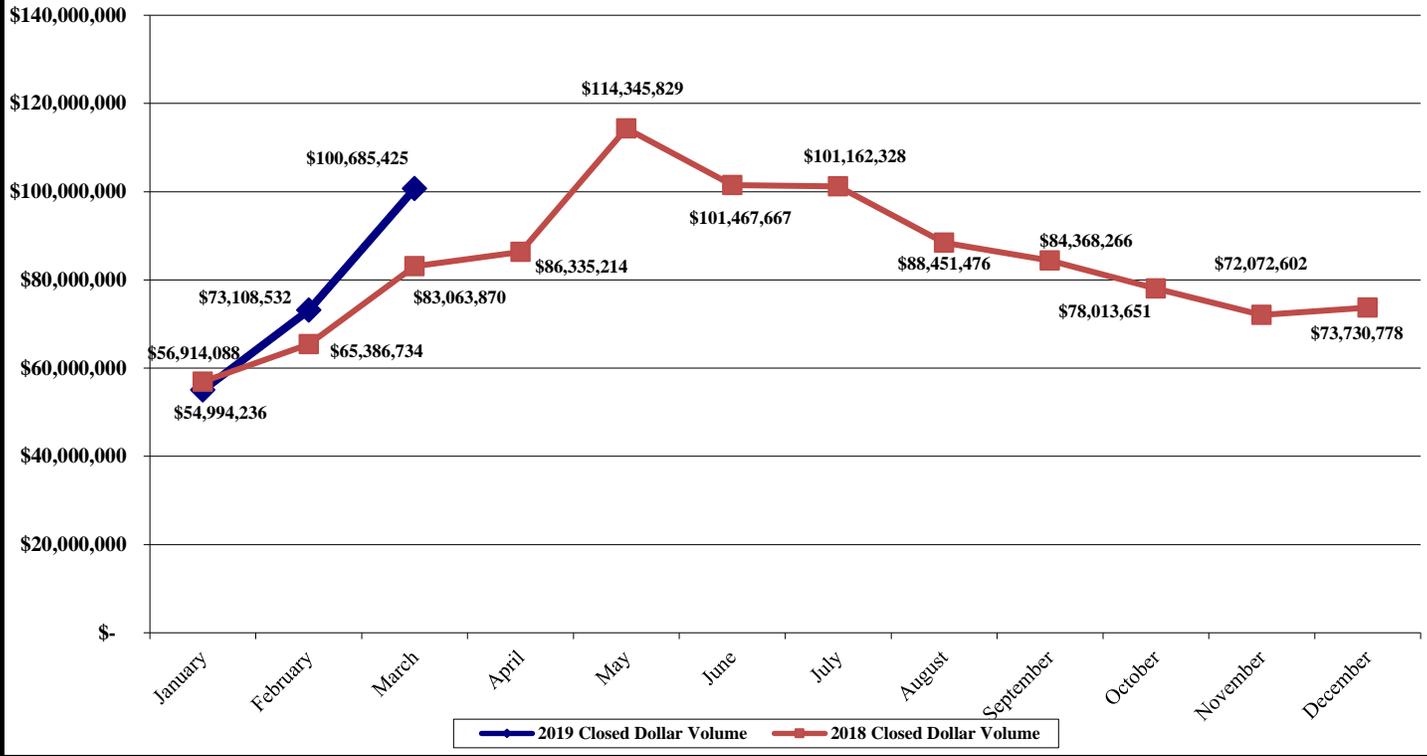
**Cumulative total, January – March 2019: 723**  
**Cumulative total, January – March 2018: 705**  
**(% cumulative change: +02.55%)**

'19: 117 days	82 days
'18: 113 days	90 days
+04 days	-08 days

**Average Days on Market, January – March 2019: 90**  
**Average Days on Market, January – March 2018: 96**  
**(Change for January - March: -06 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	516	675	644	694	652	726
Compared to prior year's sales)	+40.12%	+07.11%	+12.27%	+04.18%	+10.89%	-00.41%

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



**ALL "GEO" AREAS/PARISHES**

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

3/19: \$ 29,958,250  
 3/18: \$ 22,779,311  
 (% chg.: +31.52%)

Dollar Volume of Closed Residential Sales, March 2019: \$100,685,425  
 Dollar Volume of Closed Residential Sales, March 2018: \$ 83,063,870  
 (% change for February: +21.21%)  
 (% change from February 2019: +37.72%)

'19: \$70,170,618  
 '18: \$49,678,762  
 (% chg.: +41.25%)

Cumulative total January – March 2019: \$228,788,193  
 Cumulative total January – March 2018: \$205,364,692  
 (% cumulative change: +11.41%)

'19: \$138,952  
 '18: \$128,038  
 (% chg: +08.52%)

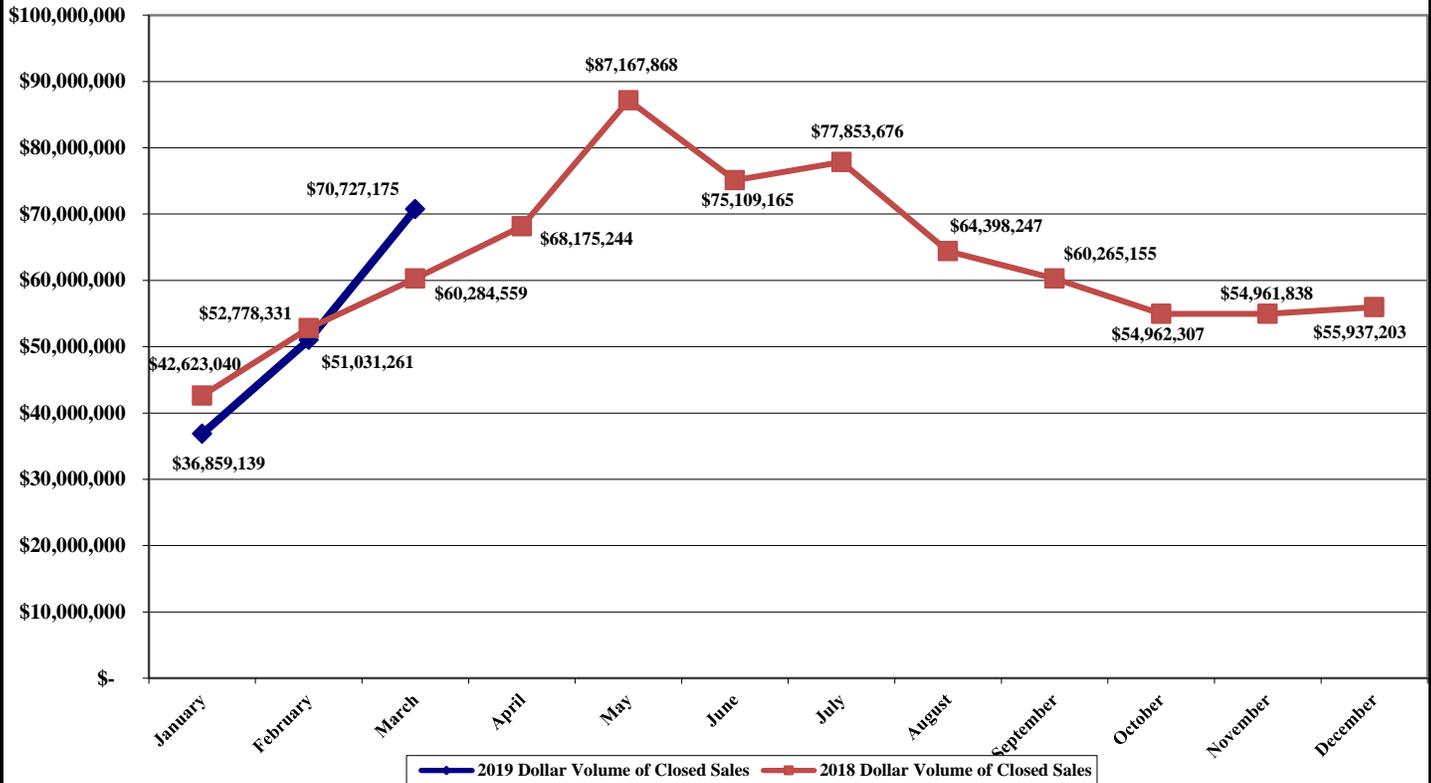
Average Sale Price, January - March 2019: \$186,309  
 Average Sale Price, January - March 2018: \$187,890  
 (% change in Average Sale Price: -00.84%)

Median Sold Price, January - March 2019: \$169,900  
 Median Sold Price, January - March 2018: \$170,000  
 (% change in Median Sold Price: -00.06%)

% of List Price to Sale Price, January - March 2019: 96.69%  
 % of List Price to Sale Price, January - March 2018: 96.62%

<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.)	\$31,320,505	\$35,103,868	\$41,919,993	\$46,911,899	\$49,941,586	\$54,360,838
	+124.04%	+99.89%	+67.39%	+49.58%	+40.51%	+29.08%

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



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

<u>New Const.</u>	<u>Re-sales</u>
3/19: \$23,179,821	\$47,547,354
3/18: \$18,895,963	\$41,388,596
+22.67%	+14.88%
<u>New Const.</u>	<u>Re-sales</u>
'19: \$45,364,933	\$113,252,642
'18: \$46,756,098	\$108,929,832
-02.98%	+03.97%
'19: \$268,431	\$204,427
'18: \$258,320	\$207,881
+03.91%	-01.66%
'19: \$229,900	\$178,000
'18: \$234,999	\$174,900
-02.17%	+01.77%
'19: 99.49%	96.80%
'18: 99.44%	96.34%

Dollar Volume of Closed Residential Sales, March 2019: \$ 70,727,175  
 Dollar Volume of Closed Residential Sales, March 2018: \$ 60,284,559  
 (% change for March: +17.32%)

(% change from February 2019: +38.60%)

Cumulative total January – March 2019: \$158,617,575  
 Cumulative total January – March 2018: \$155,685,930  
 (% cumulative change: +01.88%)

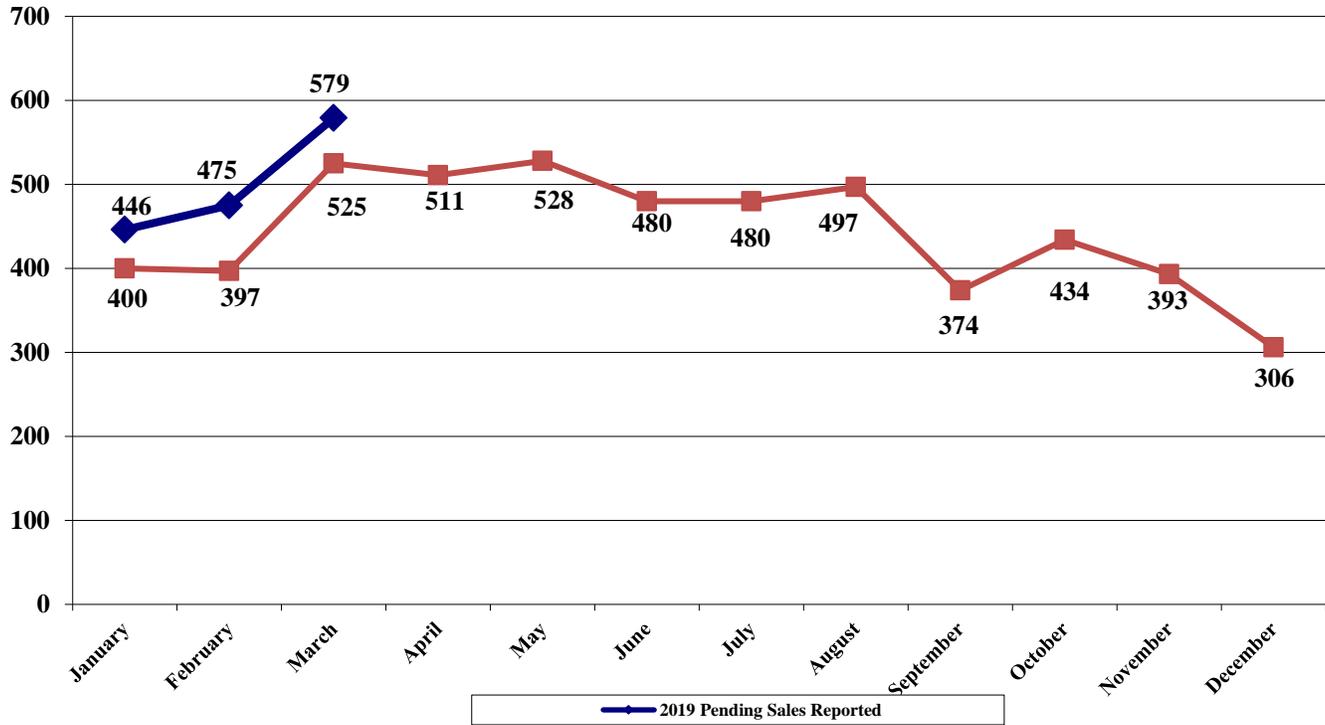
Average Sale Price, January - March 2019: \$219,388  
 Average Sale Price, January - March 2018: \$220,831  
 (% change in Average Sale Price: -00.65%)

Median Sold Price, January – March 2019: \$190,000  
 Median Sold Price, January – March 2018: \$194,000  
 (% change in Median Sold Price: -02.06%)

% of List Price to Sale Price, January - March 2019: 97.55%  
 % of List Price to Sale Price, January - March 2018: 97.25%

<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)	\$96,534,805	\$136,062,261	\$138,104,381	\$153,810,244	\$140,446,469	\$150,562,614
	+64.31%	+16.58%	+14.85%	+03.13%	+12.94%	+05.35%

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



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

Outside Lafayette Parish

**Mar. '19: 219**  
**Mar. '18: 184**  
**(% chg: +19.02%)**

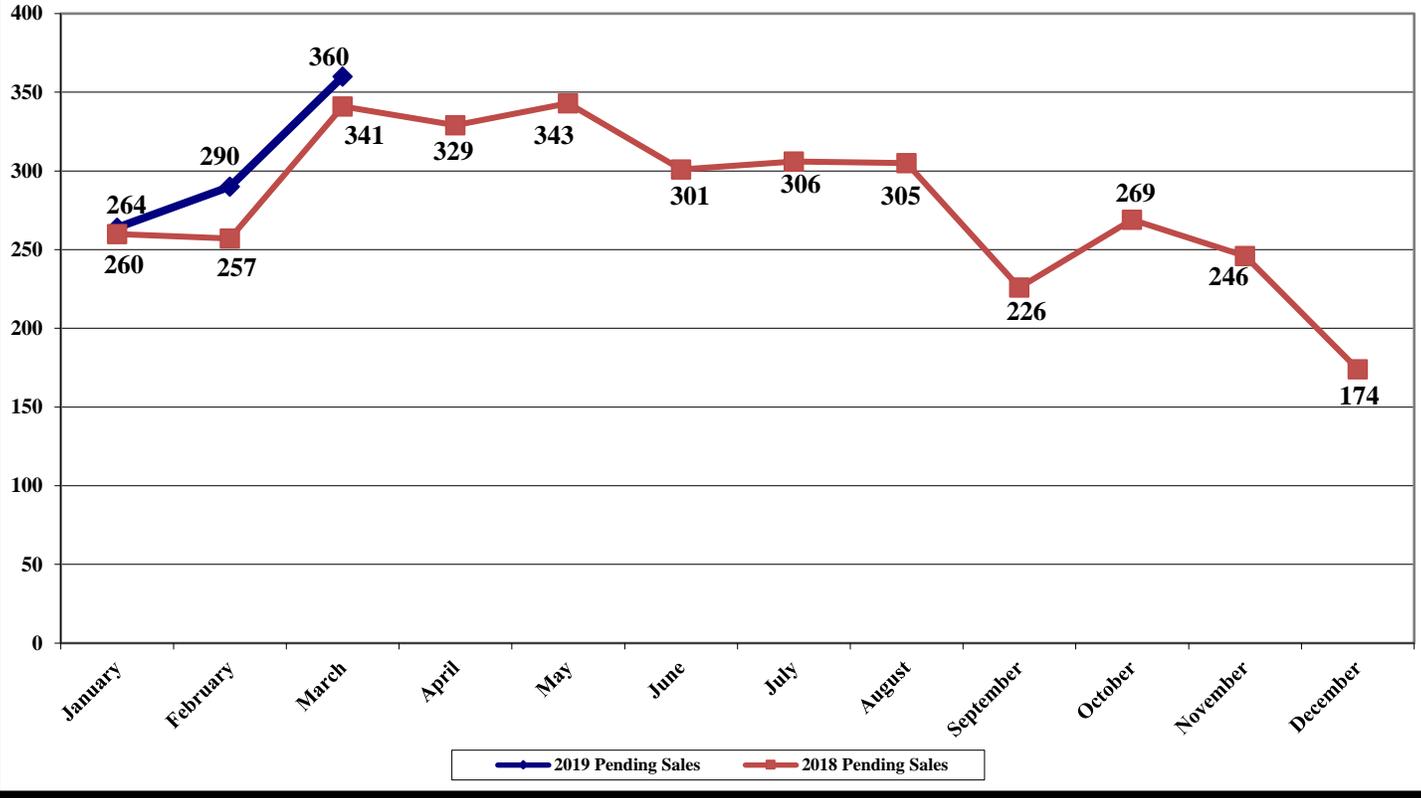
**Number of Pending Home Sales Reported to MLS, March 2019: 579**  
**Number of Pending Home Sales Reported to MLS, March 2018: 525**  
**(% change for March: +10.29%)**

**(% change from February 2019: +21.89%)**

**'19: 586**  
**'18: 464**  
**(% chg: +26.29%)**

**Cumulative total, January – March 2019: 1,500**  
**Cumulative total, January – March 2018: 1,322**  
**(% cumulative change: +13.46%)**

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



**LAFAYETTE PARISH**

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

New Const.    Re-sales

3/19: 89            271  
 3/18: 74            267  
          +20.27%    +01.50%

**Number of Pending Home Sales Reported to MLS, March 2019: 360**  
**Number of Pending Home Sales Reported to MLS, March 2018: 341**  
**(% change for March: +05.57%)**

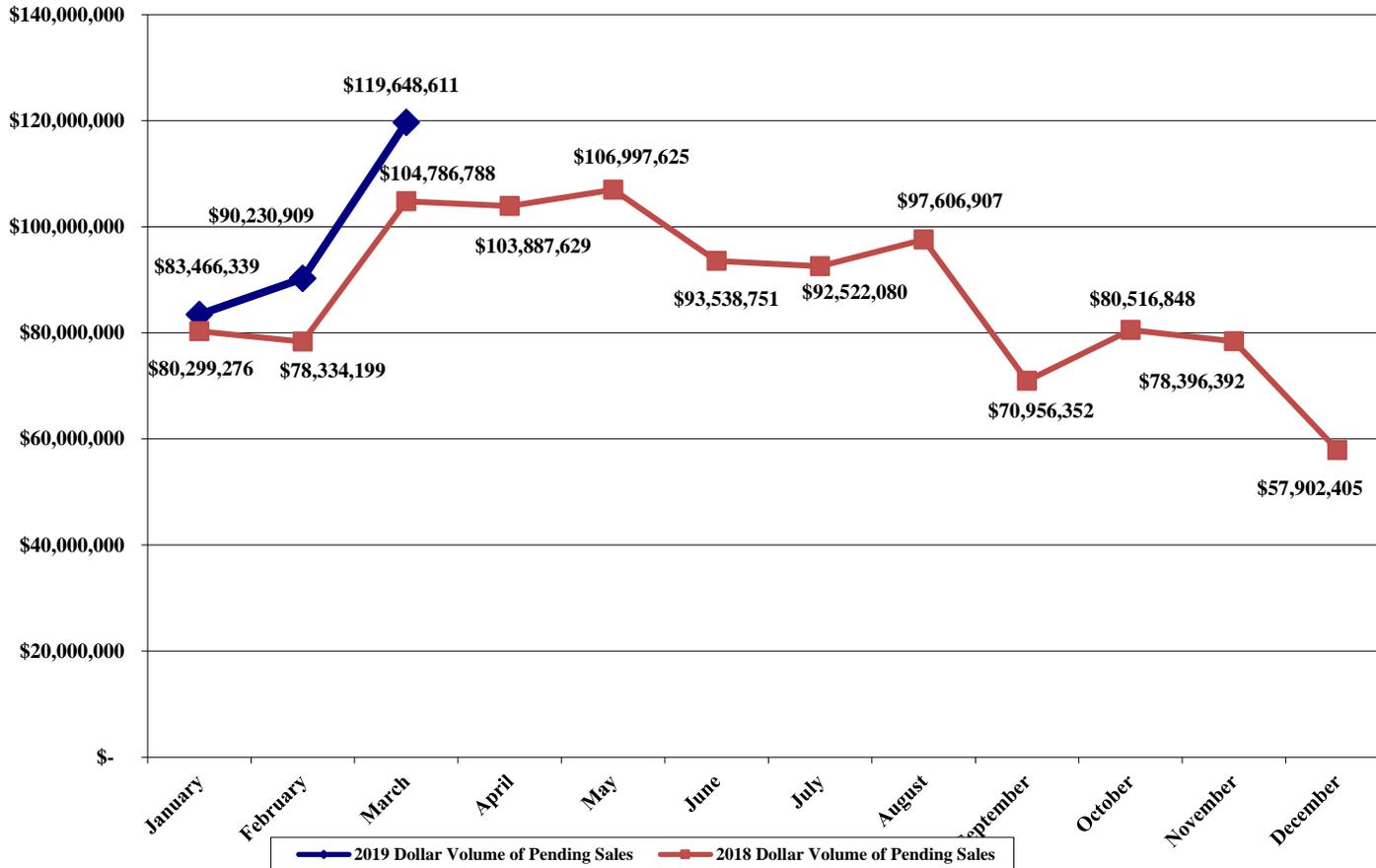
**(% change from February 2019: +24.14%)**

New Const.    Re-sales

'19: 215            699  
 '18: 204            654  
          +05.39%    +06.88%

**Cumulative total, January – March 2019: 914**  
**Cumulative total, January – March 2018: 858**  
**(% cumulative change: +06.53%)**

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



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

**Dollar Volume of Pending Home Sales, March 2019: \$119,648,611**

**Dollar Volume of Pending Home Sales, March 2018: \$104,786,788**

(% change for March: +14.18%)

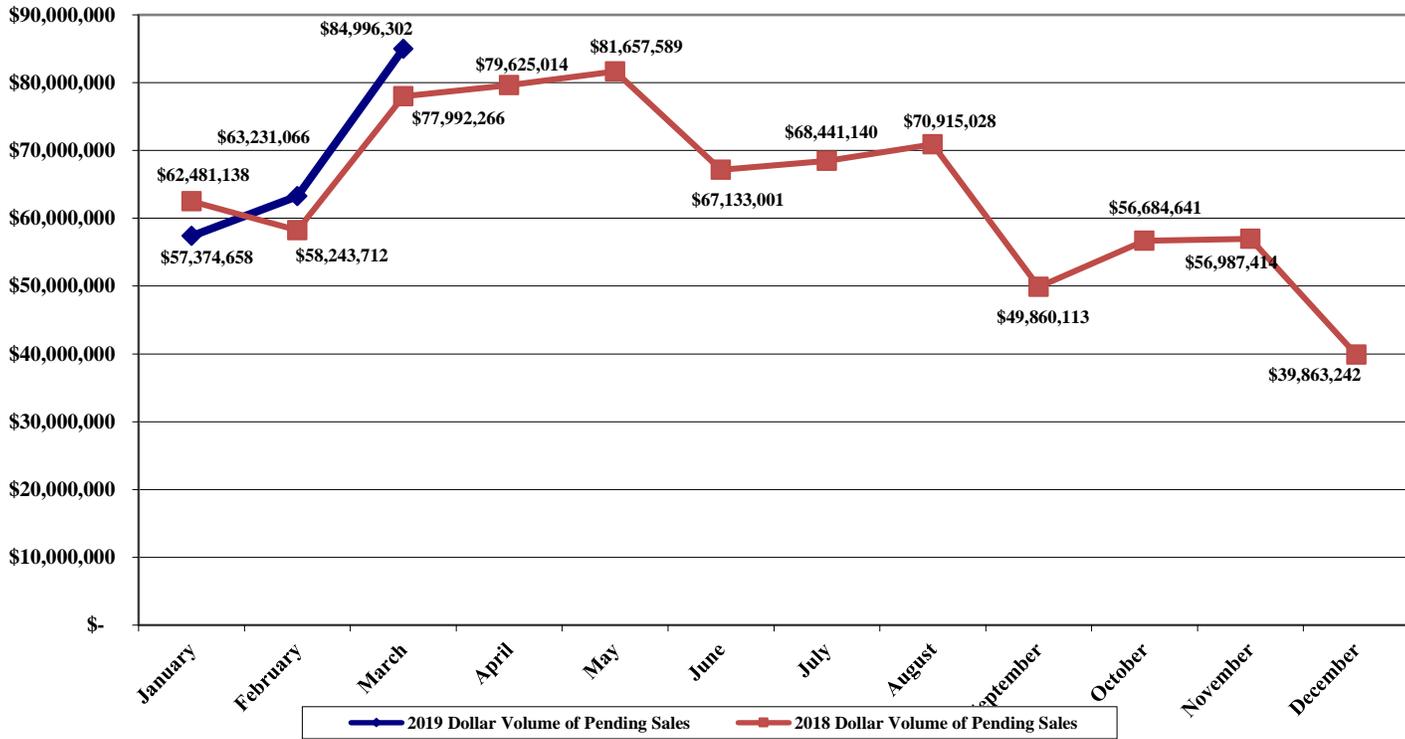
(% change from February 2019: +32.60%)

**Cumulative total, January – March 2019: \$293,345,859**

**Cumulative total, January – March 2018: \$263,420,263**

(% cumulative change: +11.36%)

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



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

**Dollar Volume of Pending Home Sales, March 2019: \$84,996,302**

**Dollar Volume of Pending Home Sales, March 2018: \$77,992,266**

**(% change for March: +08.98%)**

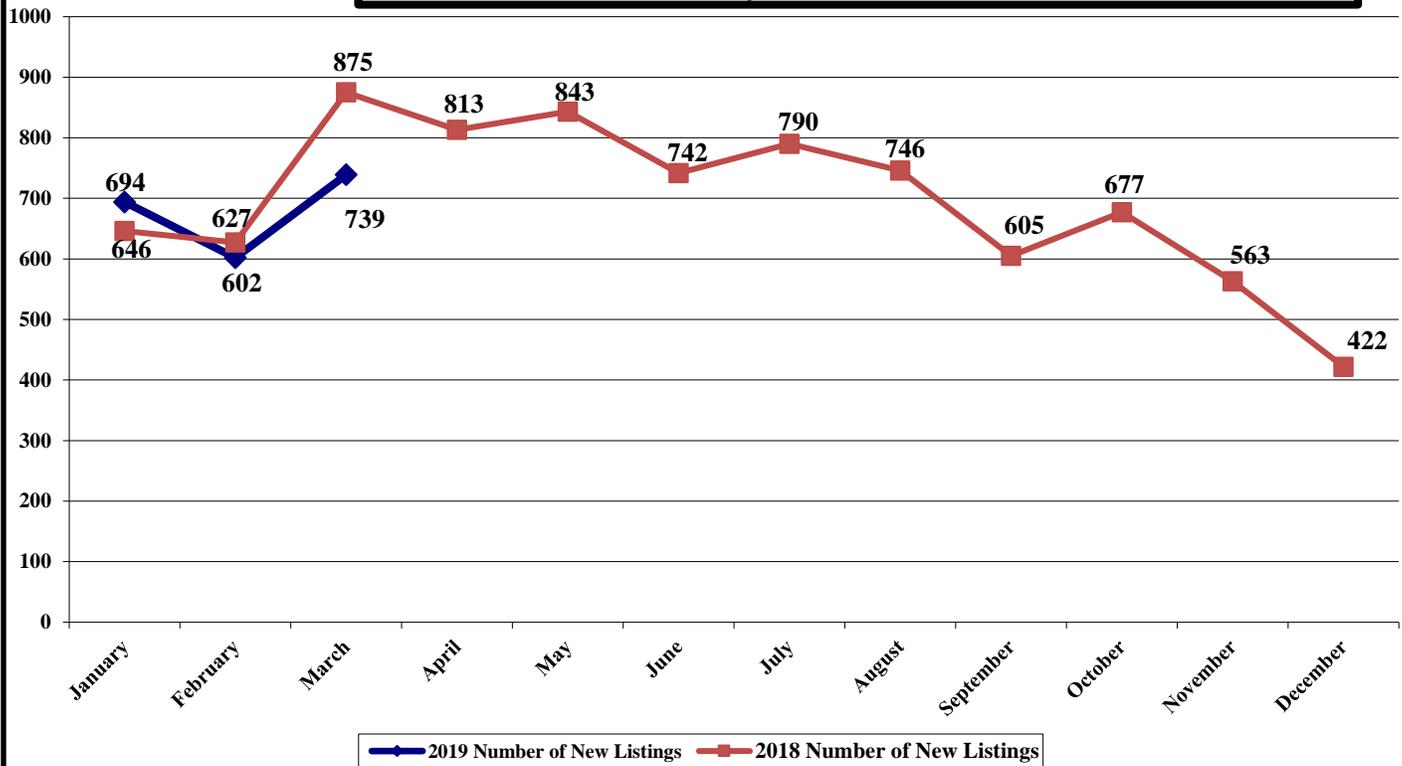
**(% change from February 2019: +34.42%)**

**Cumulative total, January – March 2019: \$205,602,026**

**Cumulative total, January – March 2018: \$198,717,116**

**(% cumulative change: +03.46%)**

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



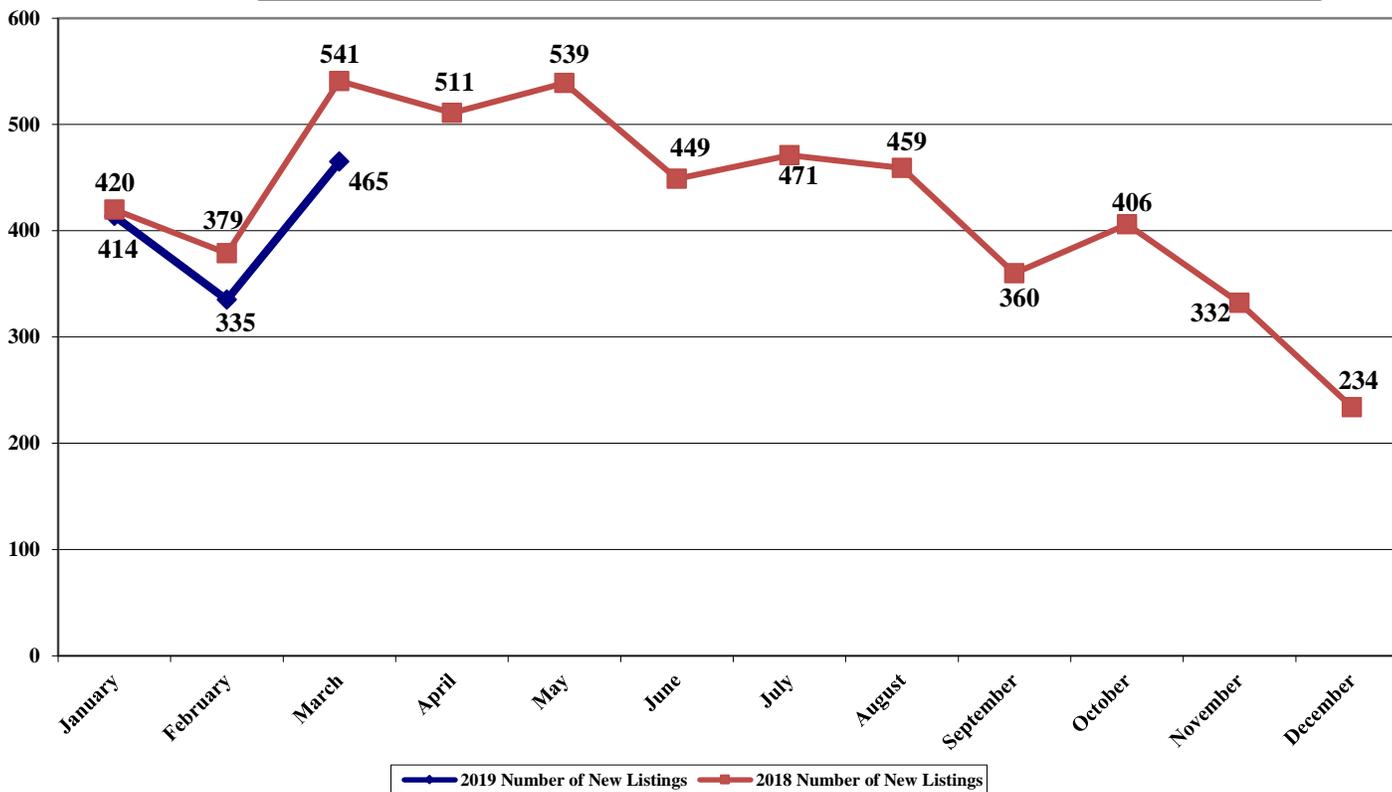
**ALL "GEO" AREAS/PARISHES**  
 (Includes "GEO" areas outside of Lafayette Parish)

**Number of New Residential Listings Reported to MLS, March 2019: 739**  
**Number of New Residential Listings Reported to MLS, March 2018: 875**  
 (% change for March: (-15.54%))

(% change from February 2019: +22.76%)

**Cumulative total, January – March 2019: 2,035**  
**Cumulative total, January – March 2018: 2,147**  
 (% cumulative change: -05.22%)

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



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

<u>New Const.</u>	<u>Re-sales</u>
3/19: 79	386
3/18: 109	431
-27.52%	-10.44%

**Number of New Residential Listings Reported to MLS, March 2019: 465**  
**Number of New Residential Listings Reported to MLS, March 2018: 540**  
**(% change for March: -14.05%)**

**(% change from February 2019: +38.81%)**

'19: 202	1,012
'18: 274	1,065
-26.28%	-04.98%

**Cumulative total, January – March 2019: 1,214**  
**Cumulative total, January – March 2018: 1,339**  
**(% cumulative change: -07.01%)**

<u>Comparison to Past Years:</u>	<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	979	1,062	1,066	1,156	1,191	1,276	1,340	1,214
# Sold	516	675	644	694	652	726	705	723
Ratio – New Listings/Sold	1.90:1	1.57:1	1.66:1	1.67:1	1.83:1	1.76:1	1.90:1	1.68:1
2018 % +/- over	+24.00%	+14.31%	+13.88%	+05.02%	+01.93%	-04.86%	-09.40%	

# 2019 Home Sales Outside Lafayette Parish

January – March 2019



## Residential Closed Sales Reported to the MLS From Outside of Lafayette Parish

*January – March 2019 vs. January – March 2019*

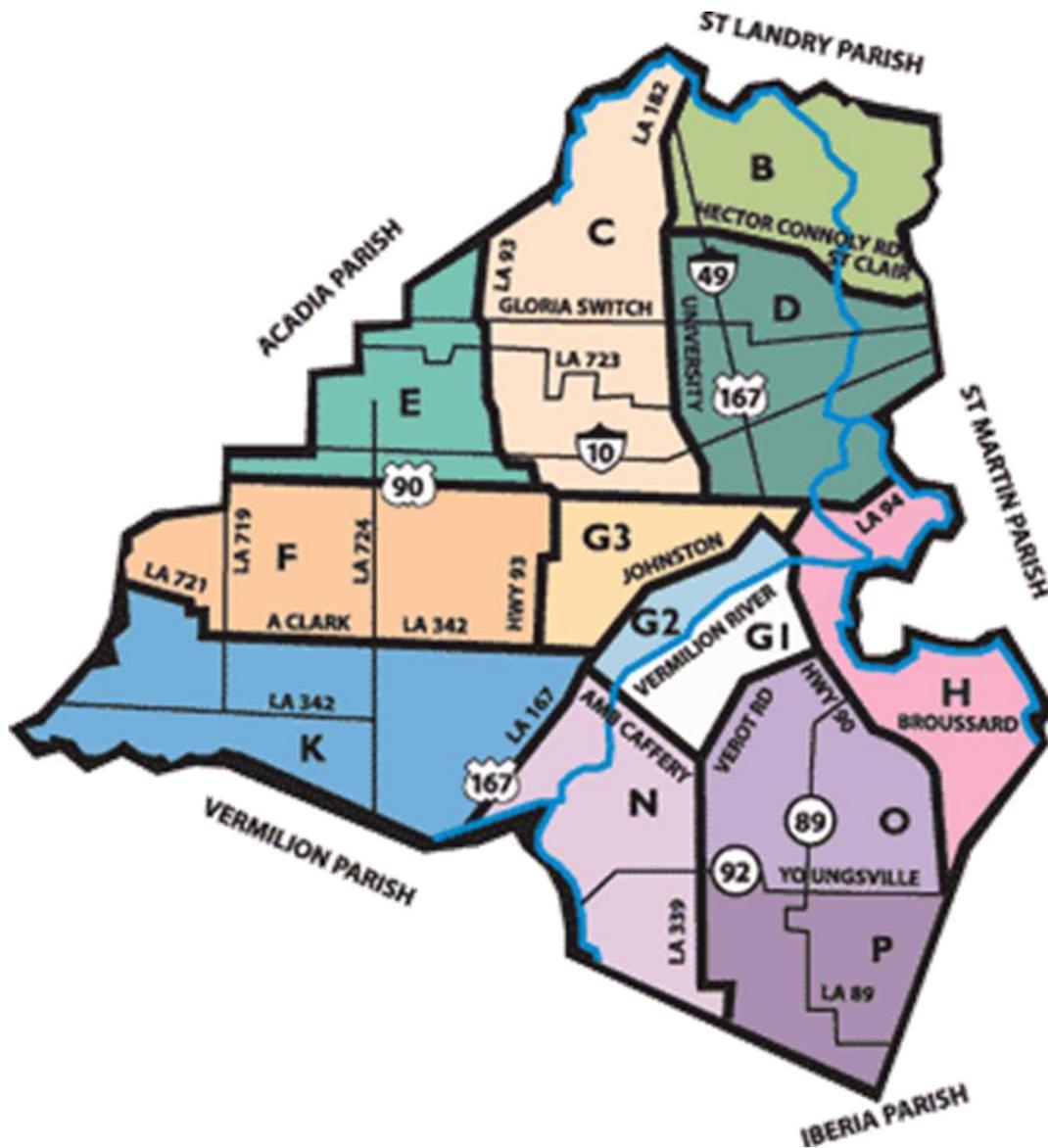
<b>PARISH</b>	<b>'19 Closed Sales</b>	<b>'18 Closed Sales</b>	<b>% + or -</b>	<b>'19 Closed \$ Volume</b>	<b>'18 Closed \$ Volume</b>	<b>% + or -</b>
St. Landry	122	82	+48.8%	\$18,053,601	\$ 9,244,008	+95.3%
Iberia	109	85	+28.2%	\$14,207,287	\$11,527,488	+23.3%
St. Martin	79	65	+21.5%	\$13,872,850	\$ 9,046,775	+53.4%
Vermillion	76	61	+24.6%	\$11,924,810	\$ 8,582,961	+38.9%
Acadia	61	51	+19.6%	\$ 6,708,435	\$ 5,849,550	+14.7%
St. Mary	21	13	+61.5%	\$ 2,170,730	\$ 1,145,280	+89.5%
Evangeline	25	23	+08.7%	\$ 1,917,300	\$ 2,663,300	- 28.0 %
Jeff Davis	06	-0-	N/A	\$ 396,105	\$ -0-	N/A
Others	06	08		\$ 919500	\$ 1,619,400	
<b>TOTAL</b>	<b>505</b>	<b>388</b>	<b>+30.2%</b>	<b>\$70,170,618</b>	<b>\$49,678,762</b>	<b>+41.3%</b>

January – March 2019 closed residential sales from the above parishes represent 41.1% of the total number of closed transactions reported to the MLS and 30.7% of the closed sale dollar volume. This compares with 35.5% of the total number of closed transactions reported to the MLS and 24.2% of the closed dollar volume as of January – March 2018.

<b>PARISH</b>	<b>'19 Average Sale Price</b>	<b>'18 Average Sale Price</b>	<b>% + or -</b>	<b>'19 Median Sale Price</b>	<b>'18 Median Sale Price</b>	<b>% + or -</b>
St. Martin	\$175,605	\$139,181	+26.2%	\$140,000	\$127,500	+09.8%
Vermillion	\$156,905	\$140,704	+11.5%	\$137,500	\$130,000	+05.8%
St. Landry	\$147,980	\$112,731	+31.8%	\$124,500	\$103,025	+20.8%
Iberia	\$130,342	\$135,617	- 03.9%	\$115,000	\$128,000	- 10.2%
Acadia	\$109,974	\$114,697	- 04.1%	\$ 88,900	\$115,000	- 22.7%
St. Mary	\$103,368	\$ 88,098	+17.3%	\$ 73,000	\$ 65,000	+12.3%
Evangeline	\$ 76,692	\$115,795	- 33.8%	\$ 57,000	\$ 77,000	- 26.0%

# 2019 Lafayette Parish Home Sales by GEO Area

January – March 2019



## Lafayette Parish Closed Sales Reported to the MLS by GEO Area

### January – March 2019 vs. January – March 2018

	'19 Closed Sales	'18 Closed Sales	% + or -	'19 Closed \$ Volume	'18 Closed \$ Volume	% + or -	'19 Avg. Sale Price	'18 Avg. Sale Price	% + or -	# Mos. Supply
Area B	07	09	- 22.2%	\$ 2,275,000	\$ 2,162,800	+05.2%	\$325,000	\$240,311	+35.2%	11.1 mos.
Area C	61	56	+08.9%	\$ 10,036,675	\$ 8,051,940	+24.7%	\$164,535	\$143,784	+14.4%	4.4 mos.
Area D	77	66	+16.7%	\$ 12,335,663	\$ 10,619,949	+16.2%	\$160,203	\$160,908	- 00.4%	6.2 mos.
Area E	10	08	+25.0%	\$ 1,756,133	\$ 1,308,300	+34.2%	\$175,613	\$163,537	+07.4%	6.0 mos.
Area F	39	32	+21.9%	\$ 6,082,955	\$ 5,420,300	+12.2%	\$155,973	\$169,384	- 07.9%	4.2 mos.
Area G1	33	34	- 02.9%	\$ 7,679,800	\$ 10,819,100	- 29.0%	\$232,721	\$318,208	- 26.9%	10.3 mos.
Area G2	38	52	- 26.9%	\$ 9,601,490	\$ 11,710,770	- 18.0%	\$252,670	\$225,207	+12.2%	6.6 mos.
Area G3	73	66	+10.6%	\$ 11,201,042	\$ 10,867,583	+03.1%	\$153,438	\$164,660	- 06.8%	6.9 mos.
Area H	15	12	+25.0%	\$ 3,149,850	\$ 2,618,800	+20.3%	\$209,990	\$218,233	- 03.8%	5.4 mos.
Area K	36	27	+33.3%	\$ 7,029,029	\$ 4,165,648	+68.7%	\$195,250	\$154,283	+26.6%	4.4 mos.
Area N	108	95	+13.7%	\$ 28,567,050	\$ 25,292,039	+13.0%	\$264,509	\$266,231	-00.7%	6.8 mos.
Area O	143	152	- 05.9%	\$ 39,463,518	\$ 39,216,361	+00.6%	\$275,968	\$258,002	+07.0%	8.4 mos.
Area P	83	96	- 13.5%	\$ 19,439,370	\$ 23,432,340	- 17.0%	\$234,209	\$244,086	- 04.1%	6.1 mos.
<b>TOTAL</b>	<b>723</b>	<b>705</b>	<b>+02.6%</b>	<b>\$158,617,575</b>	<b>\$155,685,930</b>	<b>+01.9%</b>	<b>\$219,388</b>	<b>\$220,831</b>	<b>- 00.7%</b>	<b>6.8 mos.</b>

*Lafayette North (Areas B,C,D,E): 155 sales in 2019 vs.139 in 2018– 11.5% increase/\$26,403,471 in 2019 sale \$ volume vs \$22,142,989 in 2018 – 19.2% increase (21.4% of total sales/16.6% of total \$ volume)*  
*West Lafayette (Areas F,K): 75 sales in 2019 vs. 59 in 2018 – 27.1% increase/\$13,111,984 in 2019 sale \$ volume vs. \$9,585,948 in 2018 – 36.8% increase (10.4% of total sales/8.3% of total \$ volume)*  
*Central Lafayette (Areas G1, G2, G3): 144 sales in 2019 vs.152 in 2018 – 5.3% decrease/\$28,482,332 in 2019 vs. \$33,397,453 in 2018 – 14.7% decrease (19.9% of total sales/18.0% of total \$ volume)*  
*South Lafayette (Areas N, O, P): 334 sales in 2019 vs 343 in 2018 – 2.6% decrease/\$87,469,938 in 2019 vs. \$87,940,740 in 2018 – 0.5% decrease (46.2% of total sales/55.1% of total \$ volume)*  
*East Lafayette (Area H): (2.1% of total sales/2.0% of total \$ volume)*