

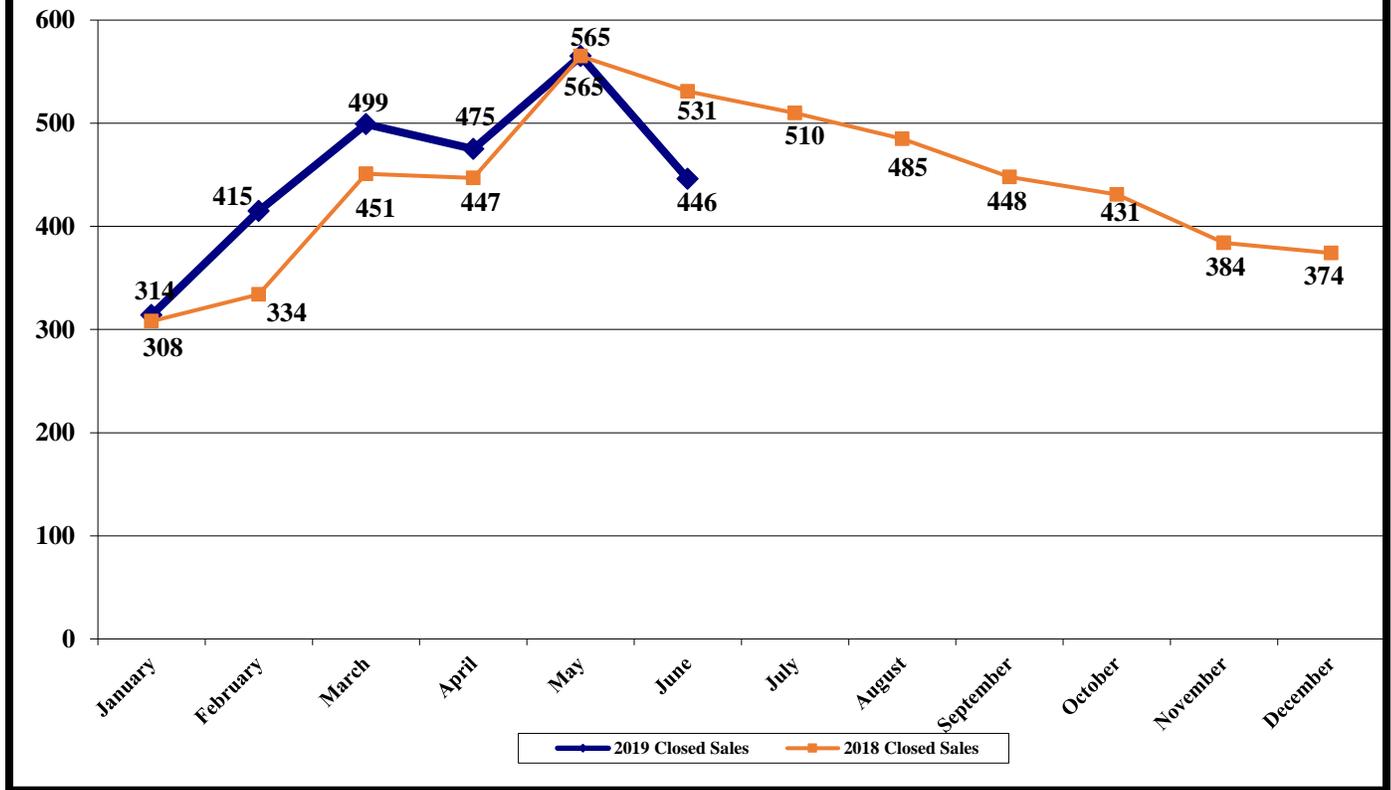


# **The Acadiana Residential Real Estate Market Report**

**January – June 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 - June 2019 vs 2018



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

Outside Lafayette Parish

June '19: 171  
 June '18: 190  
 (% chg: -10.00%)

Number of Closed Home Sales Reported to MLS, June 2019: 446  
 Number of Closed Home Sales Reported to MLS, June 2018: 531  
 (% change for June: -16.01%)

(% change from May 2019: -21.06%)

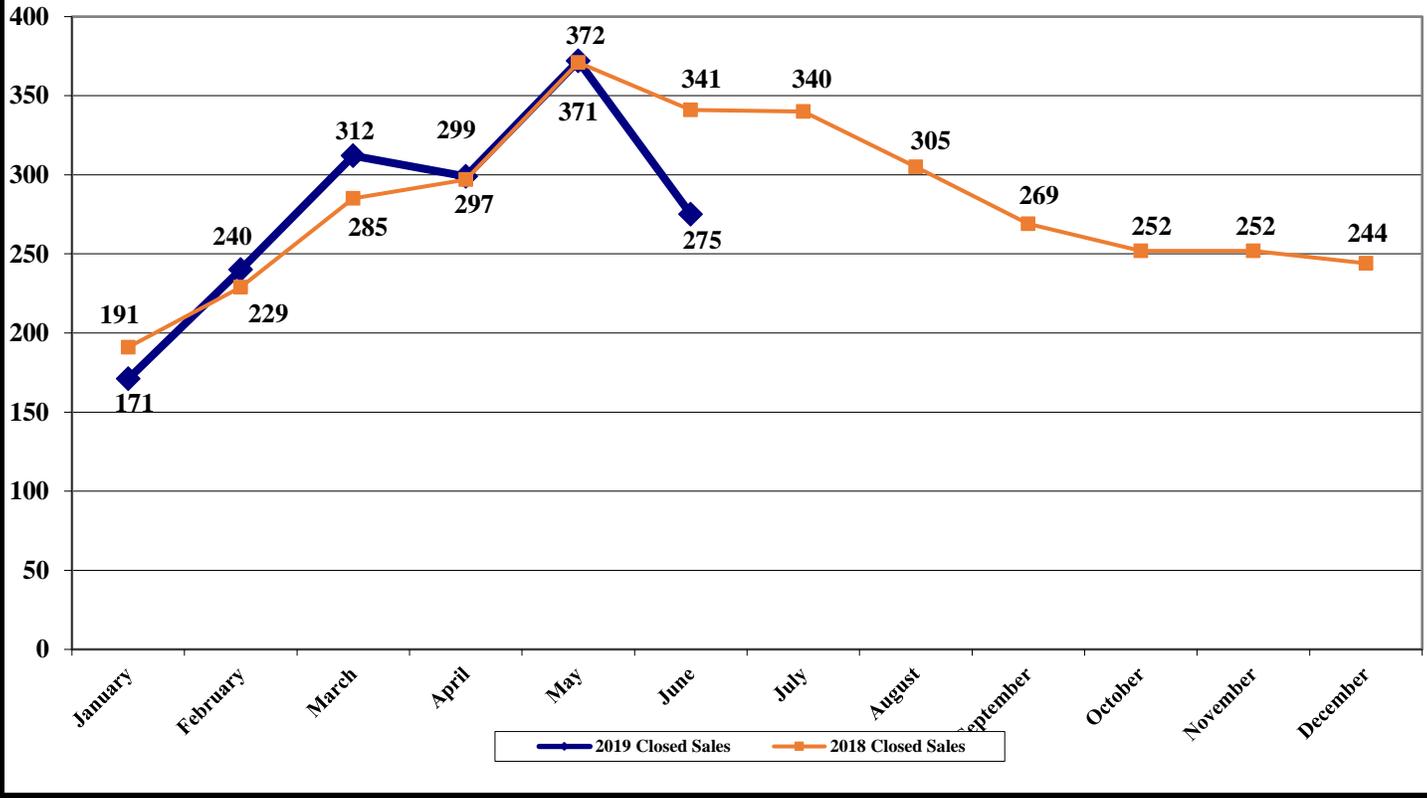
'19: 1,045  
 '18: 922  
 (% chg: +13.34%)

Cumulative total, January – June 2019: 2,714  
 Cumulative total, January – June 2018: 2,636  
 (% cumulative change: +02.96%)

Average Days on Market, January - June 2019: 99  
 Average Days on Market, January - June 2018: 95  
 (Change for January - June: +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)	673	710	797	756	799	885
	+55.27%	+47.18%	+31.12%	+38.23%	+30.79%	+18.08%

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



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

<u>New Const.</u>	<u>Re-sales</u>
6/19: 50	225
6/18: 71	270
-29.58%	-16.67%

**Number of Closed Home Sales Reported to MLS, June: 2019: 275**  
**Number of Closed Home Sales Reported to MLS, June: 2018: 341**  
**(% change for June: -19.35%)**

**(% change from May 2019: -26.08%)**

<u>New Const.</u>	<u>Re-sales</u>
'19: 381	1,288
'18: 404	1,310
-05.69%	-01.68%

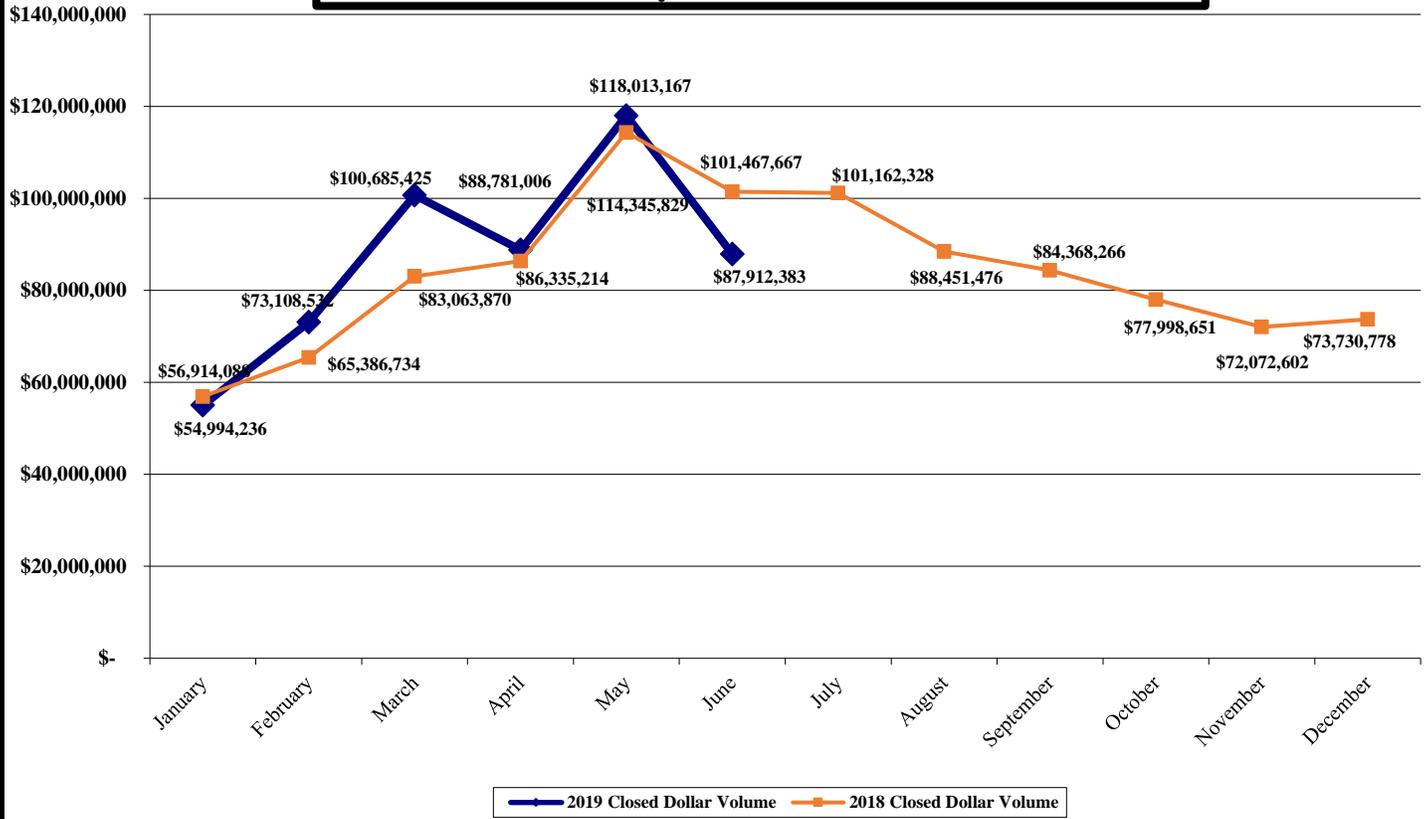
**Cumulative total, January – June 2019: 1,669**  
**Cumulative total, January – June 2018: 1,714**  
**(% cumulative change: -02.63%)**

'19: 135 days	82 days
'18: 121 days	81 days
+14 days	+01 day

**Average Days on Market, January – June 2019: 94**  
**Average Days on Market, January – June 2018: 90**  
**(Change for January - June: +04 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	1,255	1,606	1,555	1,618	1,509	1,596
Compared to prior year's sales)	+32.99%	+03.92%	+07.33%	+03.15%	+10.60%	+04.57%

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



**ALL "GEO" AREAS/PARISHES**

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

**Outside Laf. Parish**

6/19: \$ 25,660,773  
 6/18: \$ 26,358,502  
 (% chg.: -02.65%)

Dollar Volume of Closed Residential Sales, June 2019: \$ 87,912,383  
 Dollar Volume of Closed Residential Sales, June 2018: \$101,467,667  
 (% change for June: -13.36%)

(% change from May 2019: -25.51%)

'19: \$149,360,639  
 '18: \$121,375,195  
 (% chg.: +23.06%)

Cumulative total January – June 2019: \$523,494,749  
 Cumulative total January – June 2018: \$507,513,402  
 (% cumulative change: +03.15%)

'19: \$142,929  
 '18: \$131,643  
 (% chg.: +08.57%)

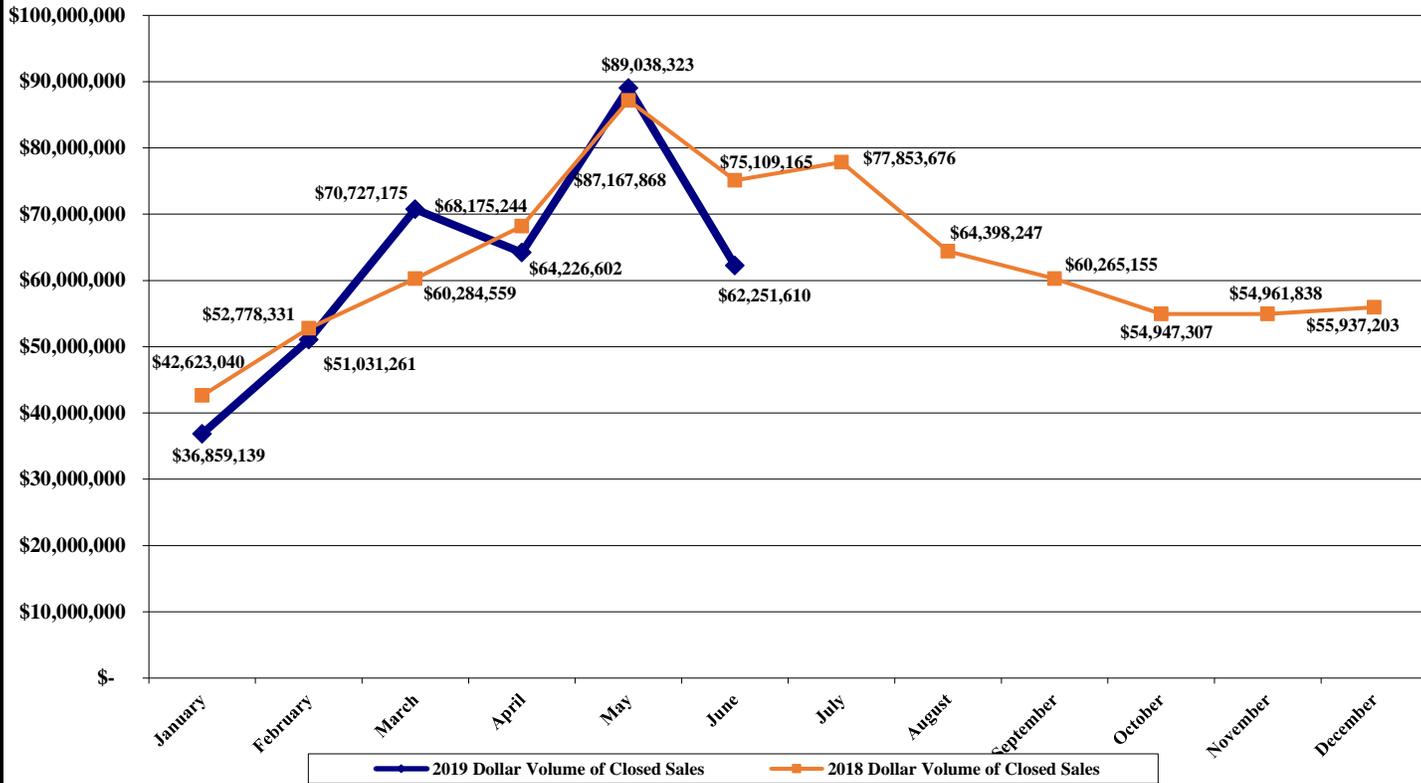
Average Sale Price, January - June 2019: \$192,886  
 Average Sale Price, January – June 2018: \$192,531  
 (% change in Average Sale Price: -00.18%)

Median Sold Price, January - June 2019: \$174,900  
 Median Sold Price, January - June 2018: \$174,900  
 (% change in Median Sold Price: N/C)

% of List Price to Sale Price, January - June 2019: 96.85%  
 % of List Price to Sale Price, January - June 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. <u>outside</u> Lafayette Parish as compared to past years.)	\$77,912,060	\$85,746,664	\$109,242,076	\$104,383,063	\$105,608,404	\$117,169,020
	+91.70%	+74.19%	+36.72%	+43.09%	+41.43%	+27.47%

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



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

<u>New Const.</u>	<u>Re-sales</u>
6/19: \$13,390,417	\$48,861,193
6/18: \$18,929,855	\$56,179,310
-29.26%	-13.03%

<u>New Const.</u>	<u>Re-sales</u>
'19: \$104,627,647	\$269,506,463
'18: \$108,154,509	\$277,983,698
-03.26%	+03.97%

'19: \$274,613	\$209,244
'18: \$267,709	\$212,201
+02.58%	-01.39%

'19: \$229,700	\$180,250
'18: \$230,000	\$179,949
-00.13%	+00.17%

'19: 99.52%	96.70%
'18: 99.51%	96.69%

Dollar Volume of Closed Residential Sales, June 2019: \$ 62,251,610  
Dollar Volume of Closed Residential Sales, June 2018: \$ 75,109,165  
(% change for June: -17.12%)

(% change from May 2019: -30.08%)

Cumulative total January – June 2019: \$374,134,110  
Cumulative total January – June 2018: \$386,138,207  
(% cumulative change: -03.11%)

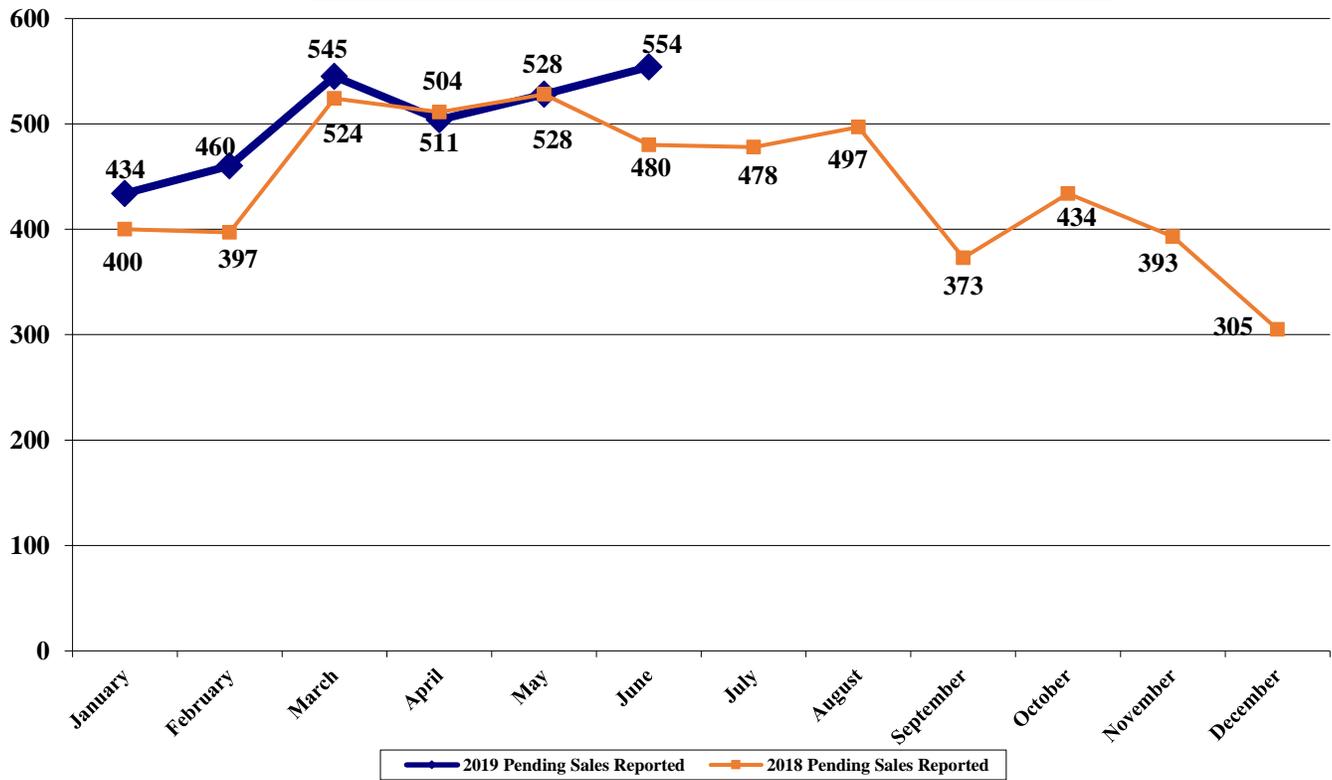
Average Sale Price, January - June 2019: \$224,166  
Average Sale Price, January - June 2018: \$225,284  
(% change in Average Sale Price: -00.50%)

Median Sold Price, January – June 2019: \$192,000  
Median Sold Price, January – June 2018: \$195,000  
(% change in Median Sold Price: -01.54%)

% of List Price to Sale Price, January - June 2019: 97.47%  
% of List Price to Sale Price, January - June 2018: 97.46%

<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)	\$249,965,039	\$337,837,977	\$337,343,038	\$373,721,120	\$335,317,949	\$340,808,507
	+49.67%	+10.74%	+10.91%	+00.11%	+11.58%	+09.78%

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



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

Outside Lafayette Parish

June '19: 224  
 June '18: 179  
 (% chg: +25.14%)

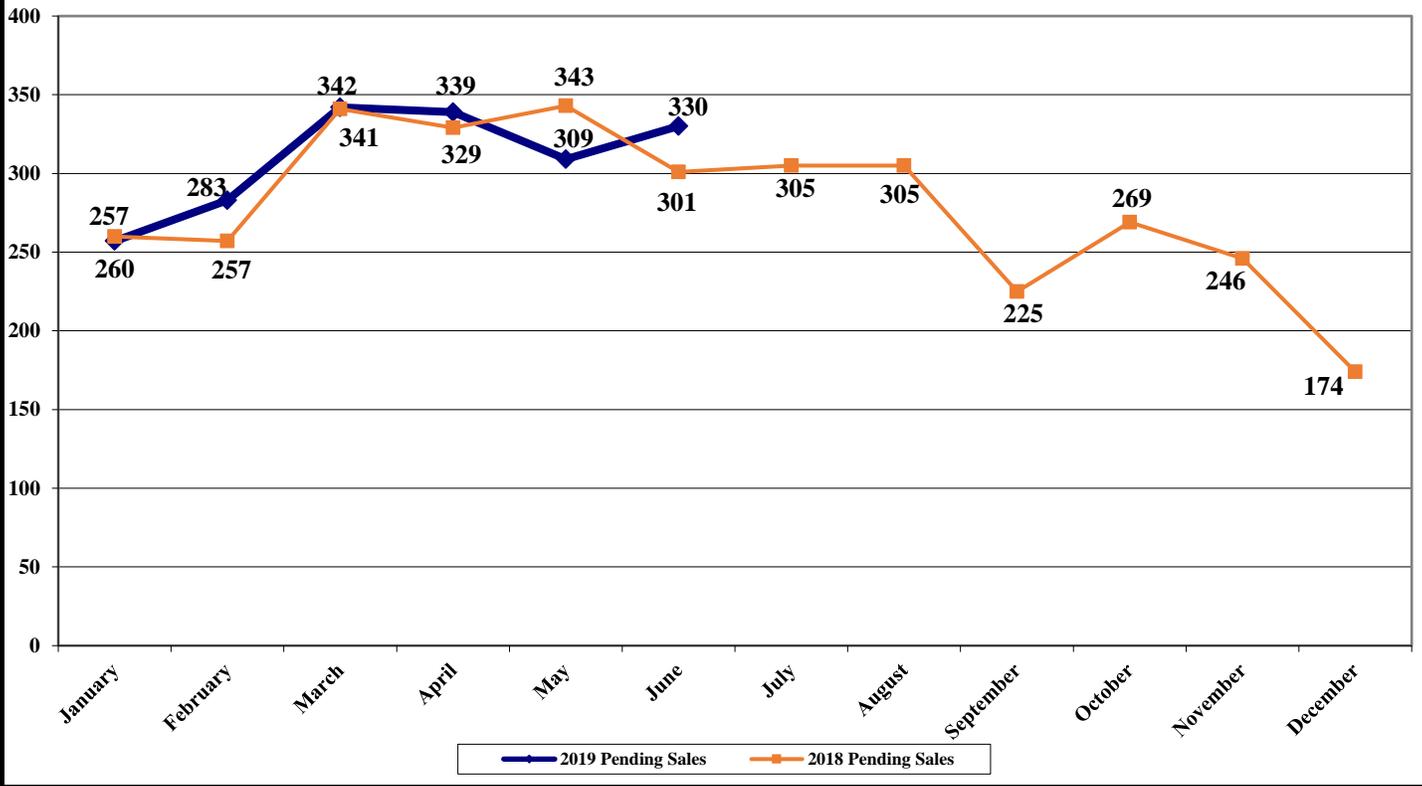
**Number of Pending Home Sales Reported to MLS, June 2019: 554**  
**Number of Pending Home Sales Reported to MLS, June 2018: 480**  
 (% change for June: +15.42%)

(% change from May 2019: +04.92%)

'19: 1,165  
 '18: 1,008  
 (% chg: +15.58%)

**Cumulative total, January – June 2019: 3,025**  
**Cumulative total, January – June 2018: 2,839**  
 (% cumulative change: +06.55%)

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



**LAFAYETTE PARISH**

(Excludes "GEO" areas outside of Lafayette Parish)

New Const.    Re-sales

6/19: 58            272  
6/18: 65            236  
-10.77%    +15.25%

**Number of Pending Home Sales Reported to MLS, June 2019: 330**

**Number of Pending Home Sales Reported to MLS, June 2018: 301**

(% change for June: +09.63%)

(% change from May 2019: +06.80%)

New Const.    Re-sales

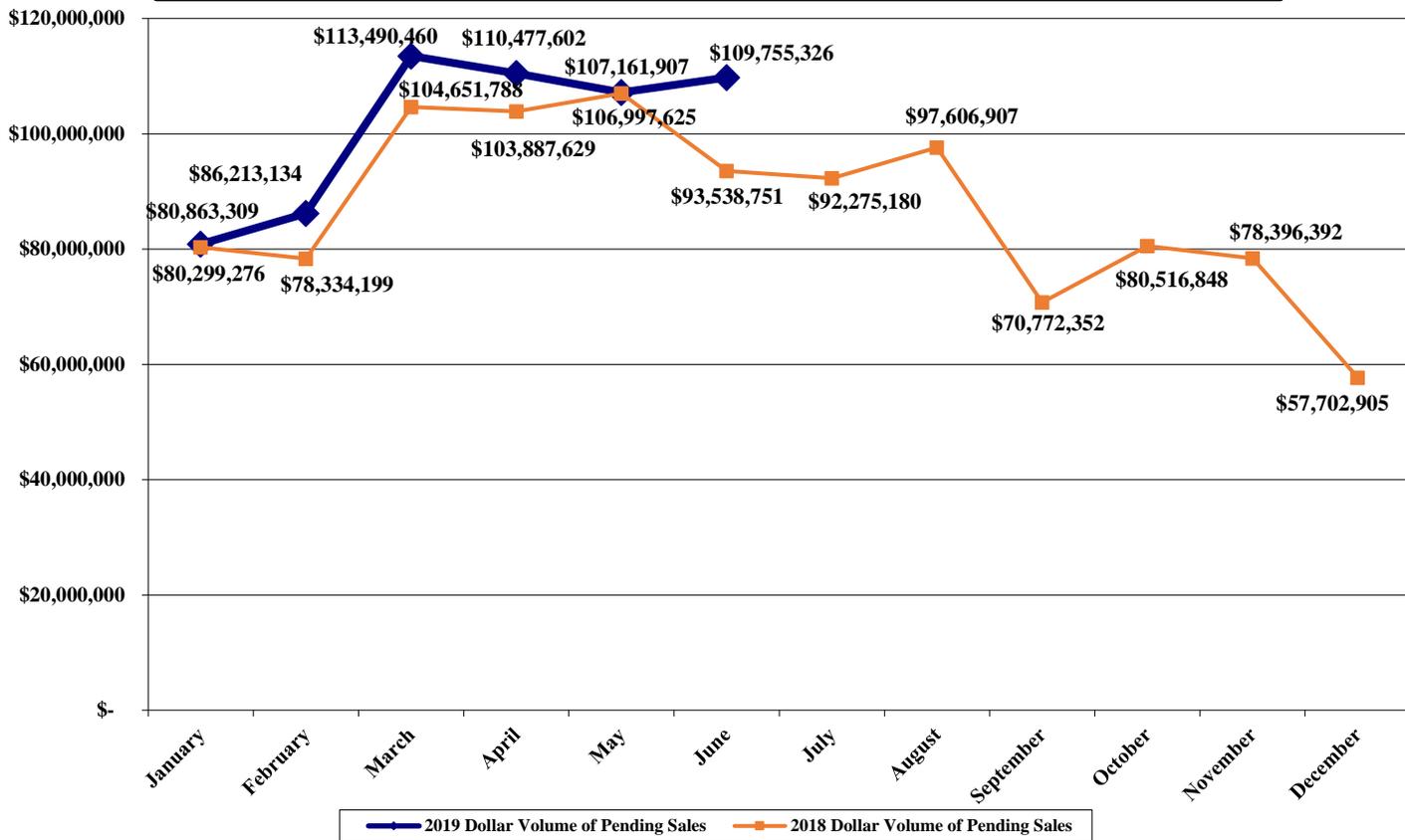
'19: 401            1,459  
'18: 409            1,422  
-01.96%    +02.60%

**Cumulative total, January – June 2019: 1,860**

**Cumulative total, January – June 2018: 1,831**

(% cumulative change: +01.58%)

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



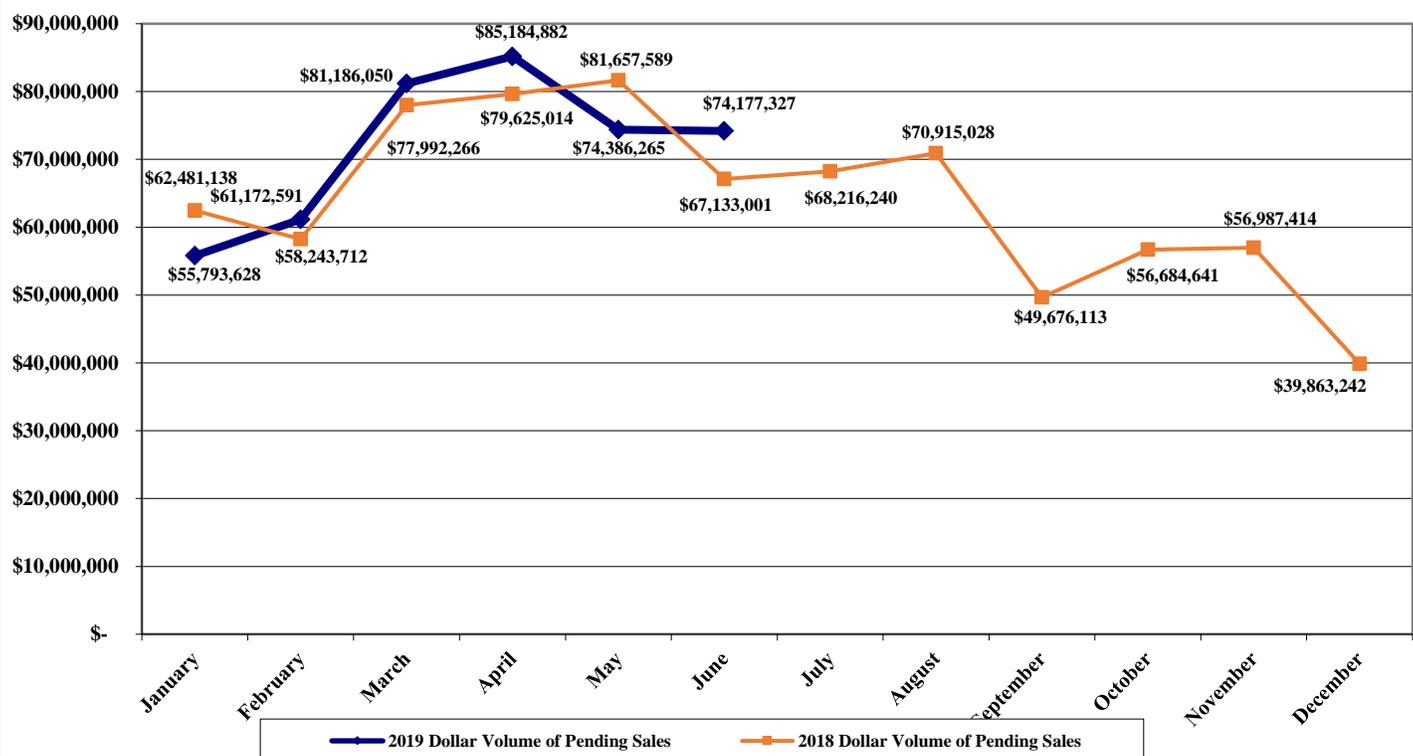
**ALL "GEO" AREAS/PARISHES**  
**(Includes "GEO" areas outside of Lafayette Parish)**

**Dollar Volume of Pending Home Sales, June 2019: \$109,755,326**  
**Dollar Volume of Pending Home Sales, June 2018: \$ 93,538,751**  
**(% change for June: +17.34%)**

**(% change from May 2019: +02.42%)**

**Cumulative total, January – June 2019: \$607,961,738**  
**Cumulative total, January – June 2018: \$567,631,768**  
**(% cumulative change: +07.10%)**

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



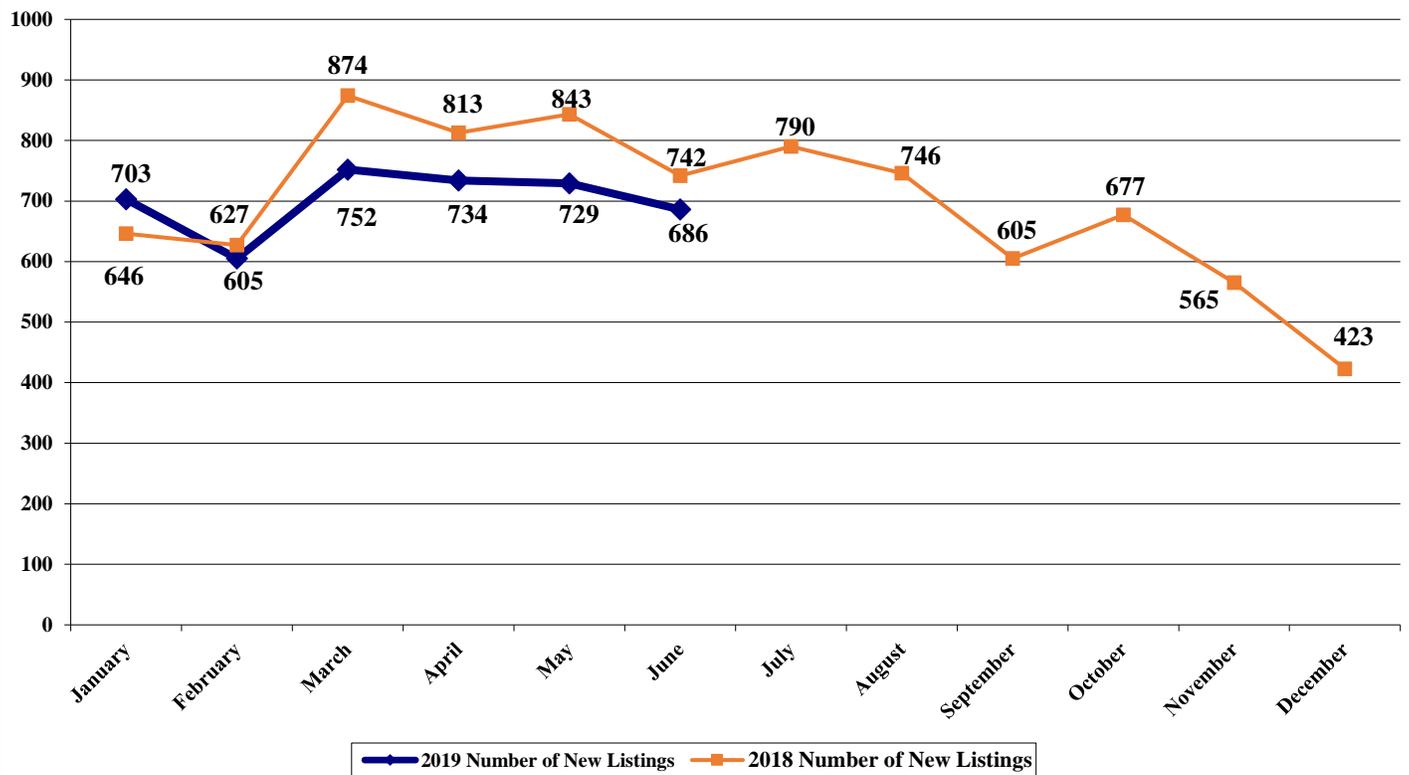
**LAFAYETTE PARISH**  
**(Excludes “GEO” areas outside of Lafayette Parish)**

**Dollar Volume of Pending Home Sales, June 2019: \$74,177,327**  
**Dollar Volume of Pending Home Sales, June 2018: \$67,133,001**  
**(% change for June: +10.49%)**

**(% change from May 2019: -00.28%)**

**Cumulative total, January – June 2019: \$431,900,743**  
**Cumulative total, January – June 2018: \$427,132,720**  
**(% cumulative change: +01.12%)**

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



**ALL "GEO" AREAS/PARISHES**

(Includes "GEO" areas outside of Lafayette Parish)

Outside Lafayette Parish

June '19: 279  
 June '18: 293  
 (% chg: -04.78%)

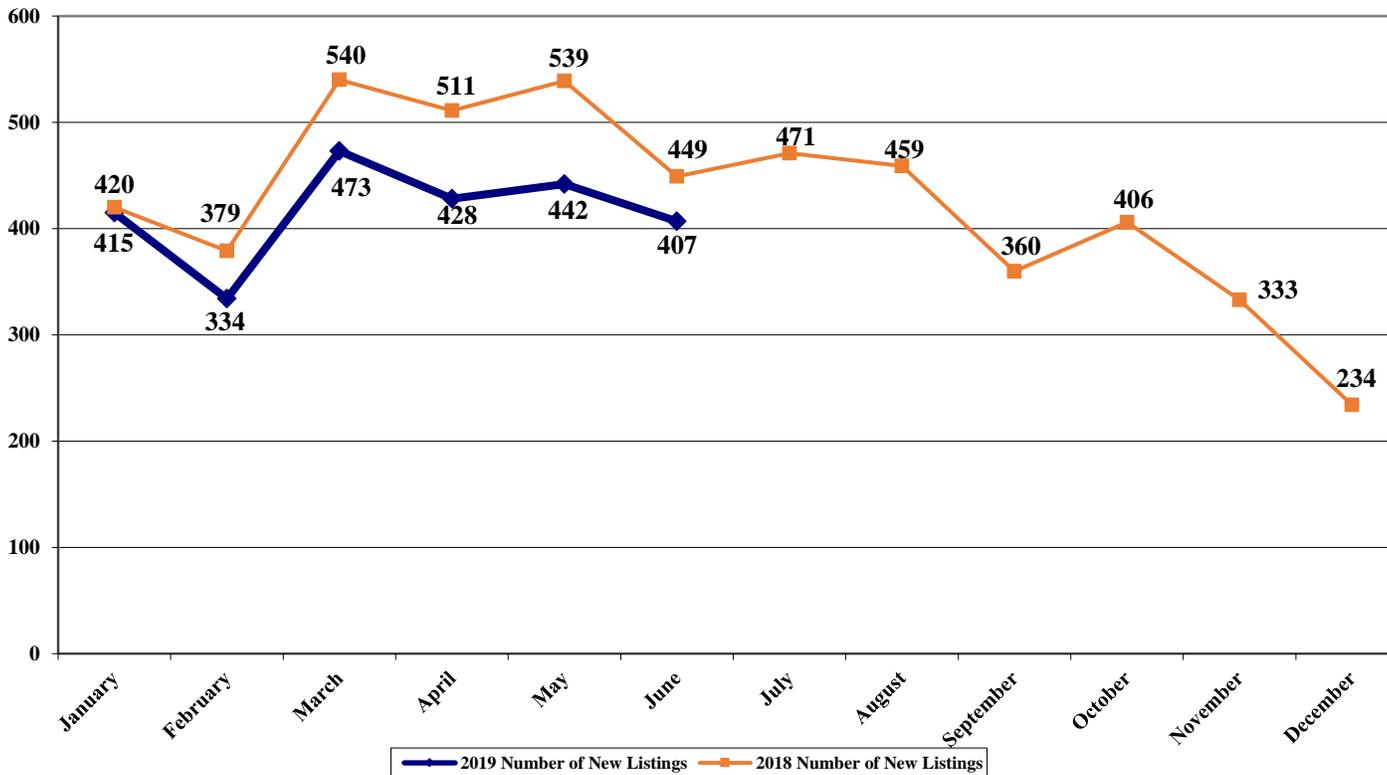
Number of New Residential Listings Reported to MLS, June 2019: 686  
 Number of New Residential Listings Reported to MLS, June 2018: 742  
 (% change for June: (-07.55%)

(% change from May 2019: -05.90%)

'19: 1,710  
 '18: 1,707  
 (% chg: +00.18%)

Cumulative total, January – June 2019: 4,209  
 Cumulative total, January – June 2018: 4,545  
 (% cumulative change: -07.39%)

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



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

	<u>New Const.</u>	<u>Re-sales</u>
6/19:	45	362
6/18:	60	389
	-25.00%	-06.94%

**Number of New Residential Listings Reported to MLS, June 2019: 407**  
**Number of New Residential Listings Reported to MLS, June 2018: 449**  
**(% change for June: -09.35%)**

**(% change from May 2019: -07.92%)**

'19:	366	2,133
'18:	536	2,302
	-31.72%	-07.34%

**Cumulative total, January – June 2019: 2,499**  
**Cumulative total, January – June 2018: 2,838**  
**(% cumulative change: -11.95%)**

<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	2,026	2,242	2,277	2,346	2,506	2,649	2,838	1,669
# Sold	1,255	1,606	1,555	1,618	1,509	1,596	1,714	2,499
Ratio – New Listings/Sold	1.61:1	1.40:1	1.46:1	1.45:1	1.66:1	1.66:1	1.66:1	1.50:1
2019 % +/- over	+23.35%	+11.46%	+09.75%	+06.52%	-00.28%	-05.66%	-11.95%	

# 2019 Home Sales Outside Lafayette Parish

January – June 2019



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

*January – June 2019 vs. January – June 2018*

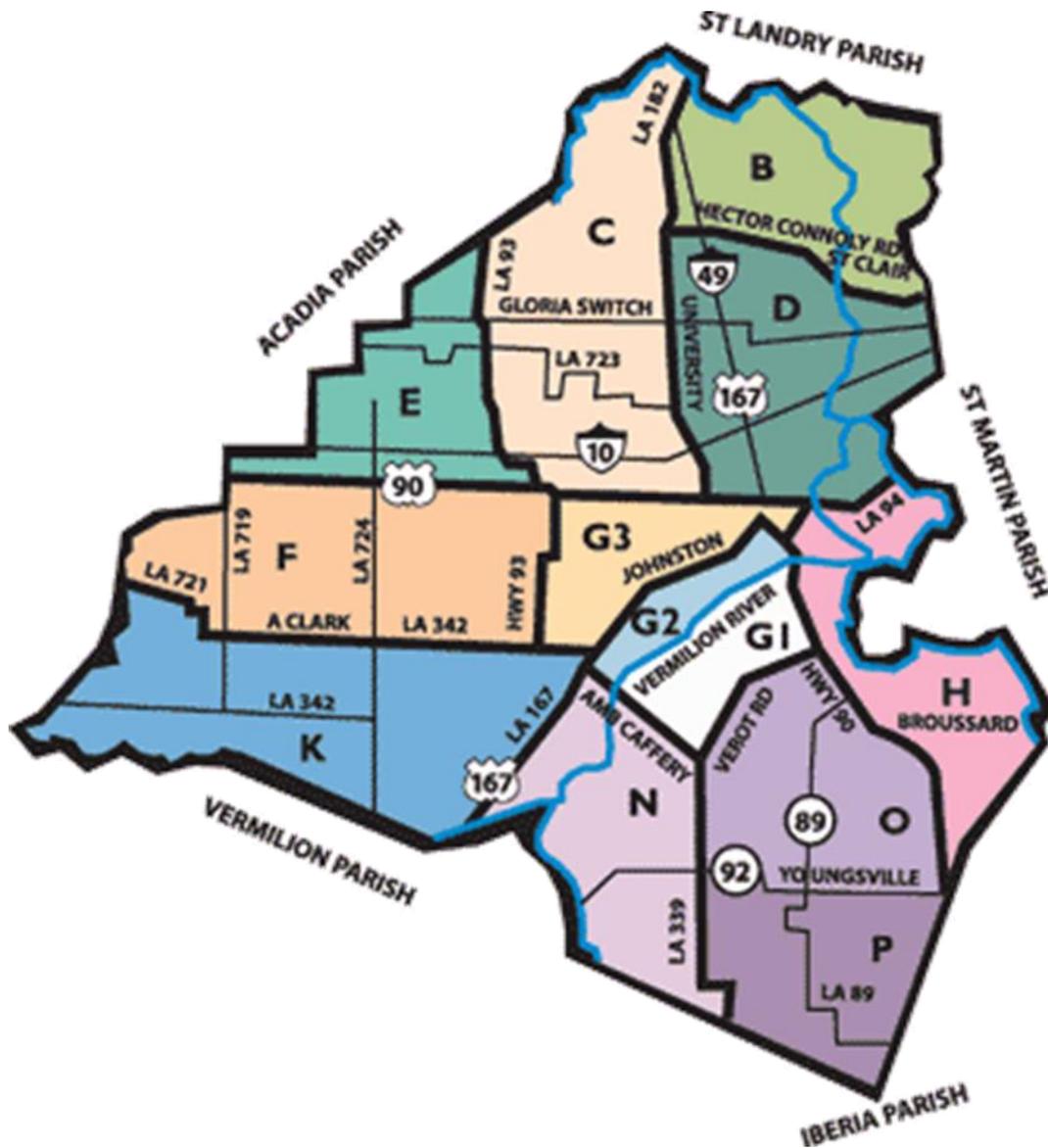
<b>PARISH</b>	<b>'19 Closed Sales</b>	<b>'18 Closed Sales</b>	<b>% + or -</b>	<b>'19 Closed \$ Volume</b>	<b>'18 Closed \$ Volume</b>	<b>% + or -</b>
St. Landry	243	200	+21.5%	\$35,408,131	\$24,419,502	+45.0%
Iberia	234	187	+25.1%	\$30,915,826	\$26,685,115	+15.9%
St. Martin	169	161	+05.0%	\$29,521,328	\$23,459,966	+25.8%
Vermillion	162	149	+08.7%	\$25,311,030	\$21,159,437	+19.6%
Acadia	124	108	+14.8%	\$15,065,389	\$12,494,851	+20.6%
St. Mary	40	42	- 04.8%	\$ 4,804,630	\$ 4,483,130	+07.2%
Evangeline	52	55	- 05.5%	\$ 4,853,200	\$ 5,274,979	- 08.0 %
Jeff Davis	07	-0-	N/A	\$ 447,605	\$ -0-	N/A
Others	14	20		\$ 3,033,500	\$ 3,398,215	
<b>TOTAL</b>	<b>1,045</b>	<b>922</b>	<b>+13.3%</b>	<b>\$149,360,639</b>	<b>\$121,375,195</b>	<b>+23.1%</b>

January – June 2019 closed residential sales from the above parishes represent 38.5% of the total number of closed transactions reported to the MLS and 28.5% of the closed sale dollar volume. This compares with 35.0% of the total number of closed transactions reported to the MLS and 23.9% of the closed dollar volume as of January – June 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	\$174,682	\$145,714	+19.9%	\$155,000	\$134,000	+15.7%
Vermillion	\$156,240	\$142,009	+10.0%	\$144,950	\$130,000	+11.5%
St. Landry	\$145,712	\$122,097	+19.3%	\$119,000	\$103,025	+15.5%
Iberia	\$132,118	\$142,701	- 07.4%	\$115,000	\$129,000	- 10.9%
Acadia	\$121,495	\$115,693	+05.0%	\$105,000	\$ 96,750	+08.5%
St. Mary	\$120,115	\$106,741	+12.5%	\$106,250	\$ 89,500	+18.7%
Evangeline	\$ 93,330	\$ 95,908	- 02.7%	\$ 70,250	\$ 72,000	- 02.4%

# 2019 Lafayette Parish Home Sales by GEO Area

January – June 2019



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

### January – June 2019 vs. January – June 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	23	18	+27.8%	\$ 5,788,600	\$ 3,716,100	+55.8%	\$251,678	\$206,450	+21.9%	6.3 mos.
Area C	113	121	- 06.6%	\$ 18,131,173	\$ 18,230,855	- 00.6%	\$160,452	\$150,668	+06.5%	5.1 mos.
Area D	159	156	+01.9%	\$ 24,512,318	\$ 23,114,133	+06.1%	\$154,165	\$148,167	+04.1%	5.5 mos.
Area E	25	23	+08.7%	\$ 4,427,433	\$ 3,909,300	+13.3%	\$177,097	\$169,969	+04.2%	4.8 mos.
Area F	81	88	- 08.0%	\$ 12,488,290	\$ 14,465,677	- 13.7%	\$154,176	\$164,382	- 06.2%	3.6 mos.
Area G1	75	87	- 13.8%	\$ 23,038,020	\$ 28,092,200	- 18.0%	\$307,173	\$322,898	- 04.9%	9.0 mos.
Area G2	99	121	- 18.2%	\$ 24,828,219	\$ 29,768,525	- 16.6%	\$250,790	\$246,020	+01.9%	6.2 mos.
Area G3	173	147	+17.7%	\$ 26,929,842	\$ 25,870,083	+04.1%	\$155,663	\$175,986	- 11.6%	5.8 mos.
Area H	31	26	+19.2%	\$ 6,868,741	\$ 6,022,649	+14.1%	\$221,572	\$231,640	- 04.4%	7.5 mos.
Area K	76	65	+16.9%	\$ 15,115,440	\$ 10,994,273	+37.5%	\$198,887	\$169,142	+17.6%	3.6 mos.
Area N	234	240	- 02.5%	\$ 61,814,151	\$ 63,945,375	- 03.3%	\$264,163	\$266,439	-00.9%	6.1 mos.
Area O	374	383	- 02.4%	\$100,388,548	\$100,478,904	- 00.1%	\$268,418	\$262,347	+02.3%	6.0 mos.
Area P	206	239	- 13.8%	\$ 49,803,335	\$ 57,530,133	- 13.4%	\$241,763	\$240,711	+00.4%	4.3 mos.
<b>TOTAL</b>	<b>1,669</b>	<b>1,714</b>	<b>+02.6%</b>	<b>\$374,134,110</b>	<b>\$386,138,207</b>	<b>- 03.1%</b>	<b>\$224,166</b>	<b>\$225,284</b>	<b>- 00.5%</b>	<b>5.6 mos.</b>

*Lafayette North (Areas B,C,D,E): 320 sales in 2019 vs.318 in 2018– 00.6% increase/\$52,859,524 in 2019 sale \$ volume vs \$48,970,388 in 2018 – 07.9% increase (19.2% of total sales/14.1% of total \$ volume)*  
*West Lafayette (Areas F,K): 157 sales in 2019 vs. 153 in 2018 – 02.6% increase/\$27,603,730 in 2019 sale \$ volume vs. \$25,459,950 in 2018 – 08.4% increase (9.4% of total sales/7.4% of total \$ volume)*  
*Central Lafayette (Areas G1, G2, G3): 347 sales in 2019 vs.355 in 2018 – 2.3% decrease/\$74,796,081 in 2019 vs. \$83,730,808 in 2018 – 10.7% decrease (20.8% of total sales/20.0% of total \$ volume)*  
*South Lafayette (Areas N, O, P): 814 sales in 2019 vs 862 in 2018 – 5.6% decrease/\$212,006,034 in 2019 vs. \$221,954,412 in 2018 – 4.5% decrease (48.8% of total sales/56.7% of total \$ volume)*  
*East Lafayette (Area H): (1.8% of total sales/1.8% of total \$ volume)*

## Lafayette Parish Existing Home Sales Reported GEO Area January – June 2019 vs. January – June 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	22	18	+22.2%	\$ 5,604,100	\$ 3,716,100	+50.8%	\$254,731	\$206,450	+23.4%	5.5 mos.
Area C	96	111	- 13.5%	\$ 14,891,973	\$ 16,349,755	- 08.9%	\$155,124	\$147,295	+05.3%	4.9 mos.
Area D	105	110	- 04.6%	\$ 12,744,685	\$ 13,236,659	- 03.7%	\$121,377	\$120,333	+00.9%	6.4 mos.
Area E	23	22	+04.6%	\$ 4,080,533	\$ 3,686,300	+10.7%	\$177,414	\$167,559	+05.9%	4.7 mos.
Area F	68	76	- 08.0%	\$ 10,080,645	\$ 12,319,177	- 18.2%	\$148,244	\$162,094	- 08.5%	3.8 mos.
Area G1	74	87	- 14.9%	\$ 20,738,020	\$ 28,092,200	- 26.2%	\$280,243	\$322,898	- 13.2%	9.1 mos.
Area G2	99	119	- 16.8%	\$ 24,828,219	\$ 29,448,525	- 16.6%	\$250,790	\$247,466	+01.3%	6.1 mos.
Area G3	164	147	+11.6%	\$ 25,235,542	\$ 25,870,083	- 02.5%	\$153,875	\$175,986	- 12.6%	5.8 mos.
Area H	29	22	+31.8%	\$ 6,035,550	\$ 4,143,849	+45.7%	\$208,122	\$188,356	+10.5%	7.0 mos.
Area K	49	45	+16.9%	\$ 9,107,176	\$ 6,896,825	+32.1%	\$185,860	\$153,262	+21.3%	4.5 mos.
Area N	190	186	+02.2%	\$ 49,229,395	\$ 46,688,809	+05.4%	\$259,102	\$251,015	+03.2%	6.4 mos.
Area O	276	255	+08.2%	\$ 65,920,475	\$ 60,746,884	+08.5%	\$238,842	\$238,223	+00.3%	5.8 mos.
Area P	93	112	- 17.0%	\$ 21,010,150	\$ 26,788,532	- 21.6%	\$225,915	\$239,183	+05.6%	5.0 mos.
<b>TOTAL</b>	<b>1,288</b>	<b>1,310</b>	<b>- 01.7%</b>	<b>\$269,506,463</b>	<b>\$277,983,698</b>	<b>- 03.1%</b>	<b>\$209,244</b>	<b>\$212,201</b>	<b>- 01.4%</b>	<b>5.9 mos.</b>

*Lafayette North (Areas B,C,D,E): 246 sales in 2019 vs.261 in 2018– 05.8% decrease/\$37,321,291 in 2019 sale \$ volume vs \$36,988,814 in 2018 – 00.9% increase (19.1% of total sales/13.9% of total \$ volume)*  
*West Lafayette (Areas F,K): 117 sales in 2019 vs. 121 in 2018 – 03.3% decrease/\$19,187,821 in 2019 sale \$ volume vs. \$19,216,002 in 2018 – 00.2% decrease (9.1% of total sales/7.1% of total \$ volume)*  
*Central Lafayette (Areas G1, G2, G3): 337 sales in 2019 vs.353 in 2018 – 4.5% decrease/\$70,801,781 in 2019 vs. \$83,410,808 in 2018 – 15.1% decrease (26.2% of total sales/26.3% of total \$ volume)*  
*South Lafayette (Areas N, O, P): 559 sales in 2019 vs 553 in 2018 – 1.1% increase/\$136,160,020 in 2019 vs. \$134,224,225 in 2018 – 1.4% increase (43.4% of total sales/50.5% of total \$ volume)*  
*East Lafayette (Area H): (2.2% of total sales/2.2% of total \$ volume)*

# Lafayette Parish **New Construction Sales** Reported GEO Area

## January – June 2019 vs. January – June 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	01	-0-	N/A	\$ 184,500	\$ -0-	N/A	\$184,500	\$ -0-	N/A	24.0 mos.
Area C	17	10	+70.0%	\$ 3,239,200	\$ 1,881,100	+74.9%	\$190,541	\$188,110	+01.3%	6.0 mos.
Area D	54	46	+17.4%	\$ 11,767,633	\$ 9,877,474	+19.1%	\$217,919	\$214,727	+01.5%	3.7 mos.
Area E	02	01	+100.0%	\$ 346,900	\$ 223,000	+10.7%	\$173,450	\$223,000	- 22.2%	6.0 mos.
Area F	13	12	+08.3%	\$ 2,407,645	\$ 2,146,500	+12.2%	\$185,203	\$178,875	+03.5%	2.3 mos.
Area G1	01	-0-	N/A	\$ 2,300,000	\$ -0-	N/A	\$2,300,000	\$ -0-	N/A	N/A
Area G2	-0-	02	N/A	\$ -0-	\$ 320,000	N/A	\$ -0-	\$160,000	N/A	N/A
Area G3	09	-0-	N/A	\$ 1,694,300	\$ -0-	N/A	\$188,255	\$ -0-	N/A	N/A
Area H	02	04	- 50.0%	\$ 833,191	\$ 1,878,800	- 55.7%	\$416,595	\$469,700	- 11.3%	15.0 mos.
Area K	27	20	+35.0%	\$ 6,008,264	\$ 4,097,448	+46.6%	\$222,528	\$204,872	+08.6%	1.8 mos.
Area N	44	54	- 18.5%	\$ 12,584,756	\$ 17,256,566	- 27.1%	\$286,017	\$319,566	- 10.5%	4.8 mos.
Area O	98	128	- 23.4%	\$ 34,468,073	\$ 39,732,020	- 13.3%	\$351,715	\$310,406	+13.3%	6.5 mos.
Area P	113	127	- 11.0%	\$ 28,793,185	\$ 30,741,601	- 06.3%	\$254,806	\$242,059	+05.3%	3.6 mos.
<b>TOTAL</b>	<b>381</b>	<b>404</b>	<b>- 05.7%</b>	<b>\$104,627,647</b>	<b>\$108,154,509</b>	<b>- 03.3%</b>	<b>\$274,613</b>	<b>\$267,709</b>	<b>+02.6%</b>	<b>4.6 mos.</b>

*Lafayette North (Areas B,C,D,E): 74 sales in 2019 vs.57 in 2018 – 29.8% increase/\$15,538,233 in 2019 sale \$ volume vs \$11,981,574 in 2018 – 29.7% increase (19.5% of total sales/14.9% of total \$volume)*  
*West Lafayette (Areas F,K): 40 sales in 2019 vs. 32 in 2018 – 25.0% increase/\$8,415,909 in 2019 sale \$ volume vs. \$6,243,948 in 2018 – 34.8% increase (10.5% of total sales/8.0% of total \$ volume)*  
*Central Lafayette (Areas G1, G2, G3): 10 sales in 2019 vs.02 in 2018 – 400.0% increase/\$3,994,300 in 2019 vs. \$320,000 in 2018 – 1,148.2% increase (2.6% of total sales/3.8% of total \$volume)*  
*South Lafayette (Areas N, O, P): 255 sales in 2019 vs 309 in 2018 – 17.5% decrease/\$75,846,014 in 2019 vs. \$87,730,187 in 2018 – 13.6% decrease (66.9% of total sales/72.5% of total \$ volume)*  
*East Lafayette (Area H): (0.5% of total sales/0.8% of total \$ volume)*