

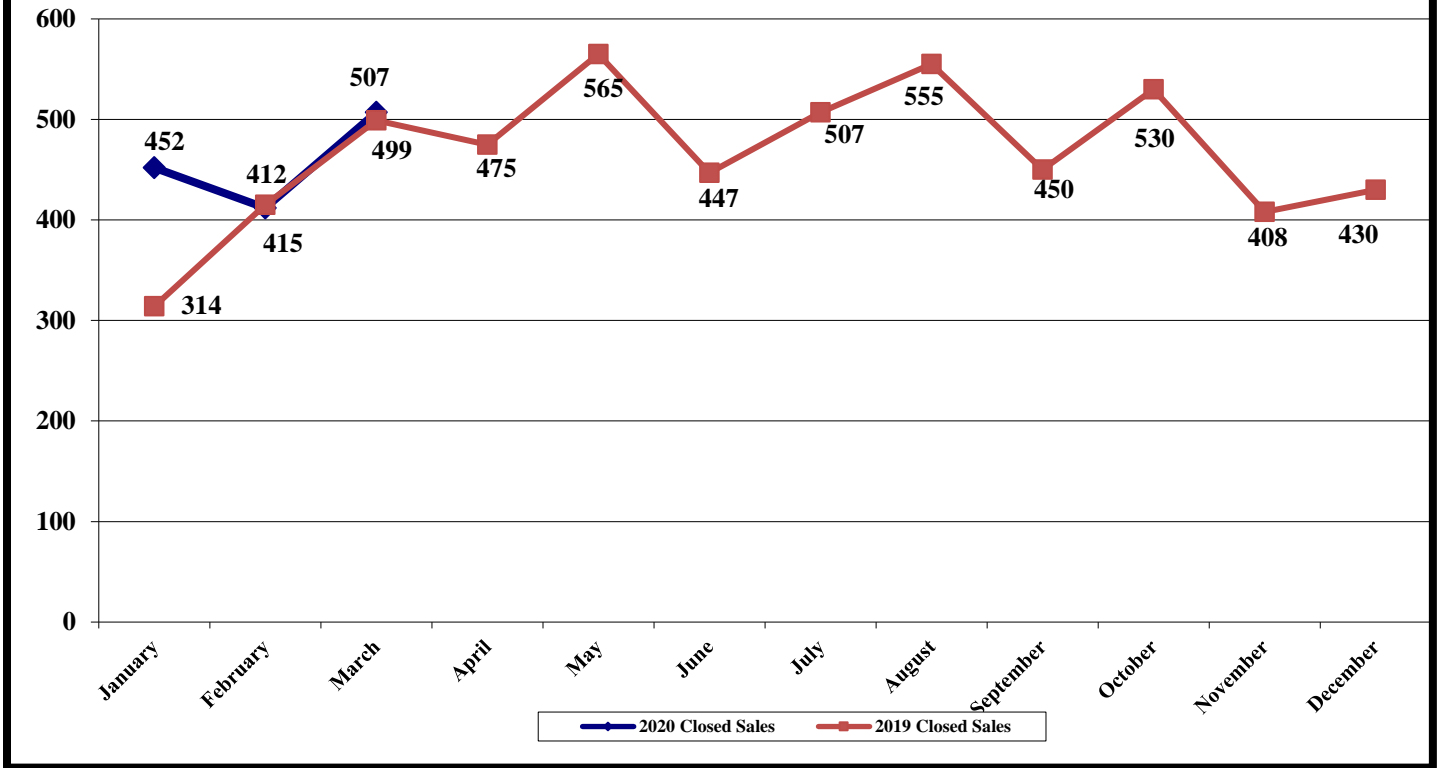


The Acadiana Residential Real Estate Market Report

January – March 2020

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Closed Residential Sales Reported to MLS
 All "GEO" Areas
 January - March 2020 vs 2019



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

Outside Lafayette Parish

Mar. '20: 200
Mar. '19: 187
 (% chg: +06.95%)

Number of Closed Home Sales Reported to MLS, March 2020: 507
Number of Closed Home Sales Reported to MLS, March 2019: 499
 (% change for March: +01.60%)

(% change from February 2020: +22.33%)

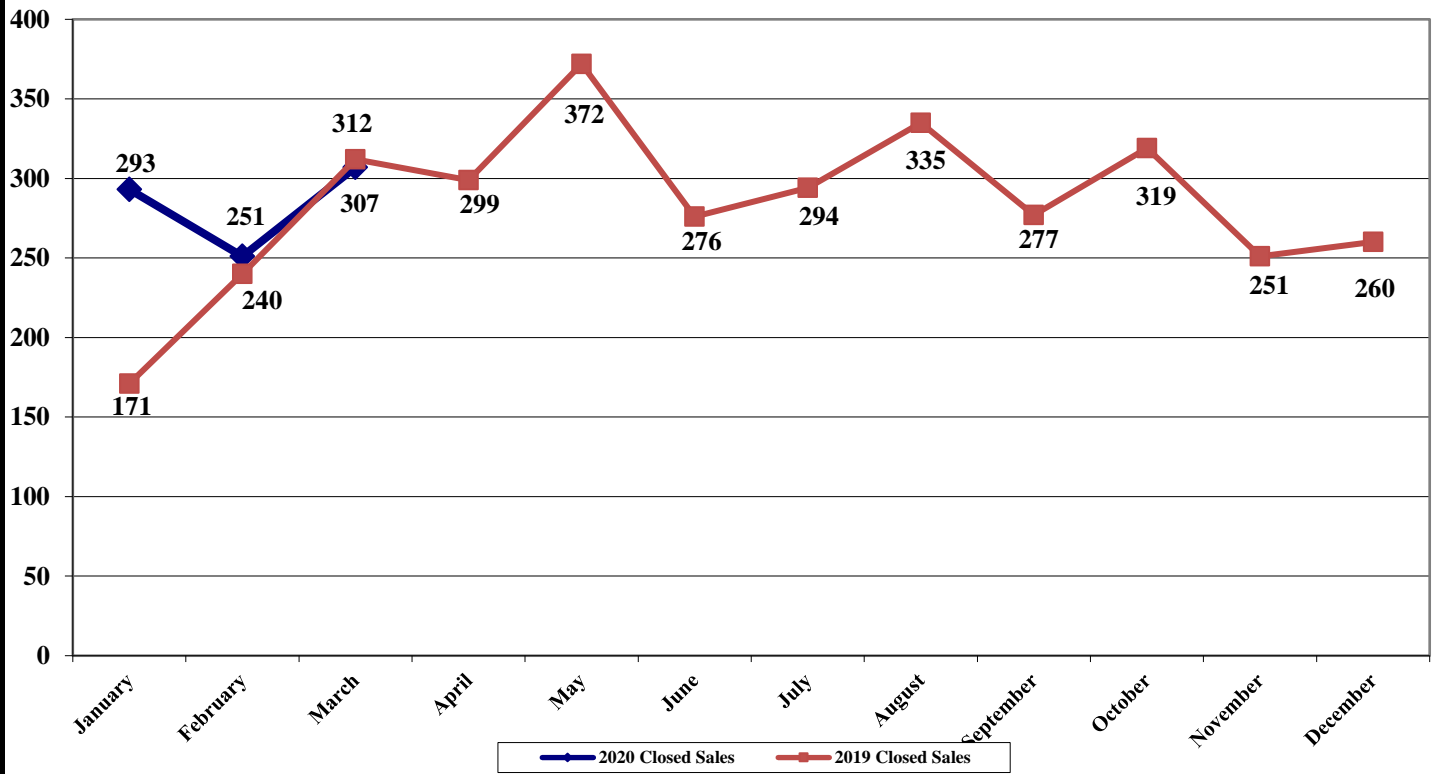
'20: 520
'19: 505
 (% chg: +02.97%)

Cumulative total, January – March 2020: 1,371
Cumulative total, January – March 2019: 1,228
 (% cumulative change: +11.64%)

Average Days on Market, January - March 2020: 88
Average Days on Market, January – March 2019: 96
 (Change for January - March: -08 days)

<u>Current Sales Compared to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 sales outside Lafayette Parish as compared to prior year's sales)	322	331	360	391	410	388
	+61.49%	+57.10%	+44.44%	+32.99%	+26.83%	+34.02%

Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - March 2020 vs. 2019



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

<u>New Const.</u>	<u>Re-sales</u>
03/20: 58	249
03/19: 83	229
-30.12%	+08.73%

Number of Closed Home Sales Reported to MLS, March: 2020: 307
Number of Closed Home Sales Reported to MLS, March: 2019: 312
(% change for March: -01.60%)

(% change from February 2020: +22.31%)

<u>New Const.</u>	<u>Re-sales</u>
'20: 187	664
'19: 169	554
+10.65%	+19.86%

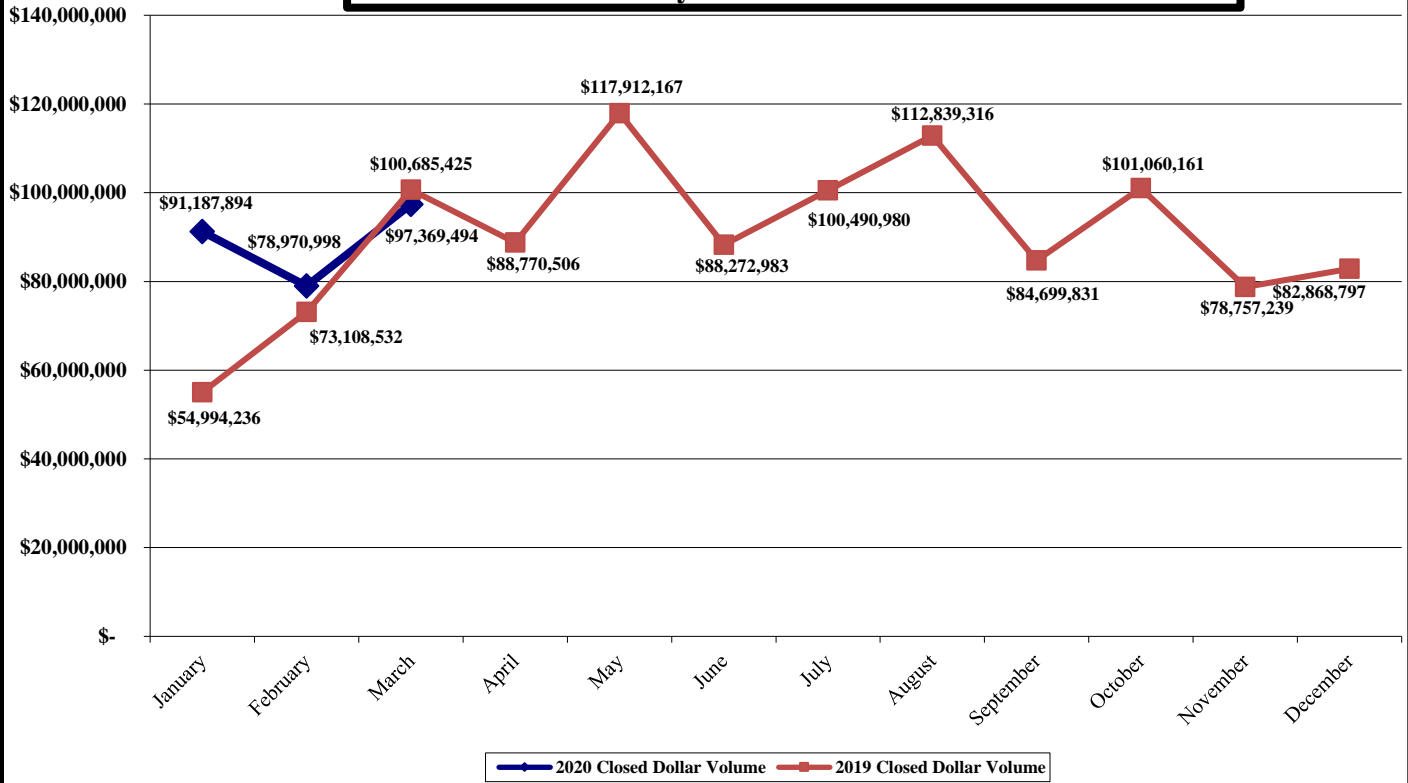
Cumulative total, January – March 2020: 851
Cumulative total, January – March 2019: 723
(% cumulative change: +17.70%)

'20: 125 days	77 days
'19: 117 days	82 days
+08 days	-05 days

Average Days on Market, January – March 2020: 88
Average Days on Market, January – March 2019: 90
(Change for January - March: -02 days)

<u>Current Sales Compared to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 Lafayette Parish sales as	675	644	694	652	726	705
Compared to prior year's sales)	+26.07%	+32.14%	+22.62%	+30.52%	+17.22%	+20.71%

Dollar Volume of Closed Sales Reported to MLS
All "GEO" Areas
January - March 2020 vs. 2019



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

03/20: \$ 27,671,345
03/19: \$ 29,958,250
(% chg.: -07.63%)

'20: \$72,061,508
'19: \$70,170,618
(% chg.: +02.69%)

'20: \$138,580
'19: \$138,952
(% chg.: -00.27%)

Dollar Volume of Closed Residential Sales, March 2020: \$ 97,369,494
Dollar Volume of Closed Residential Sales, March 2019: \$100,685,425
(% change for March: -03.29%)

(% change from February 2020: +23.30%)

Cumulative total January - March 2020: \$ 267,528,386
Cumulative total January - March 2019: \$ 228,788,193
(% cumulative change: +16.93%)

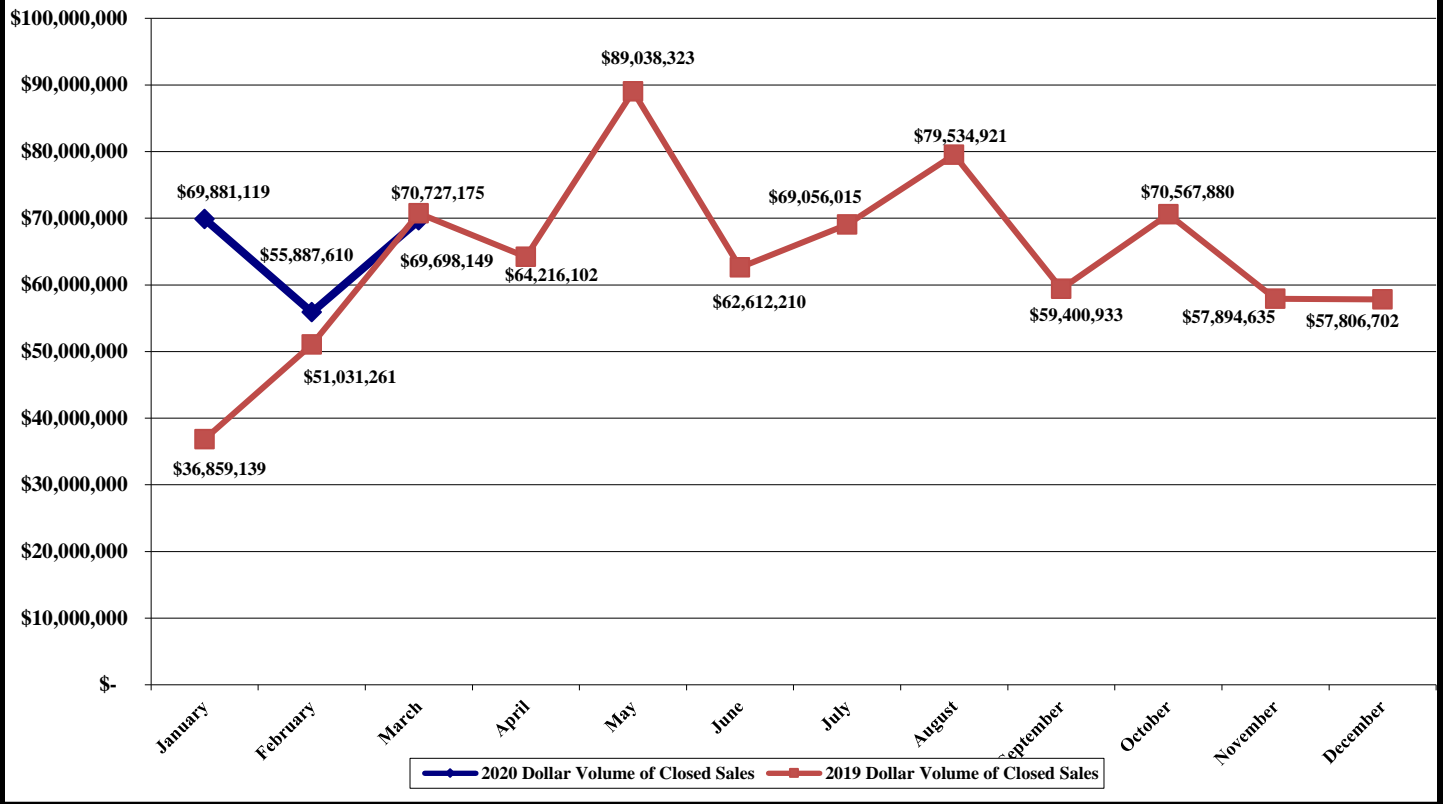
Average Sale Price, January - March 2020: \$195,133
Average Sale Price, January - March 2019: \$186,309
(% change in Average Sale Price: +04.74%)

Median Sold Price, January - March 2020: \$178,300
Median Sold Price, January - March 2019: \$169,900
(% change in Median Sold Price: +04.94%)

% of List Price to Sale Price, January - March 2020: 96.85%
% of List Price to Sale Price, January - March 2019: 96.69%

<u>Current \$ vol. compared to past years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 \$ vol. outside Lafayette Parish as compared to past years.)	\$35,103,868	\$41,919,993	\$46,911,899	\$49,941,586	\$54,360,838	\$49,678,762
	+105.28%	+71.90%	+53.61%	+44.29%	+32.56%	+45.05%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - March 2020 vs. 2019

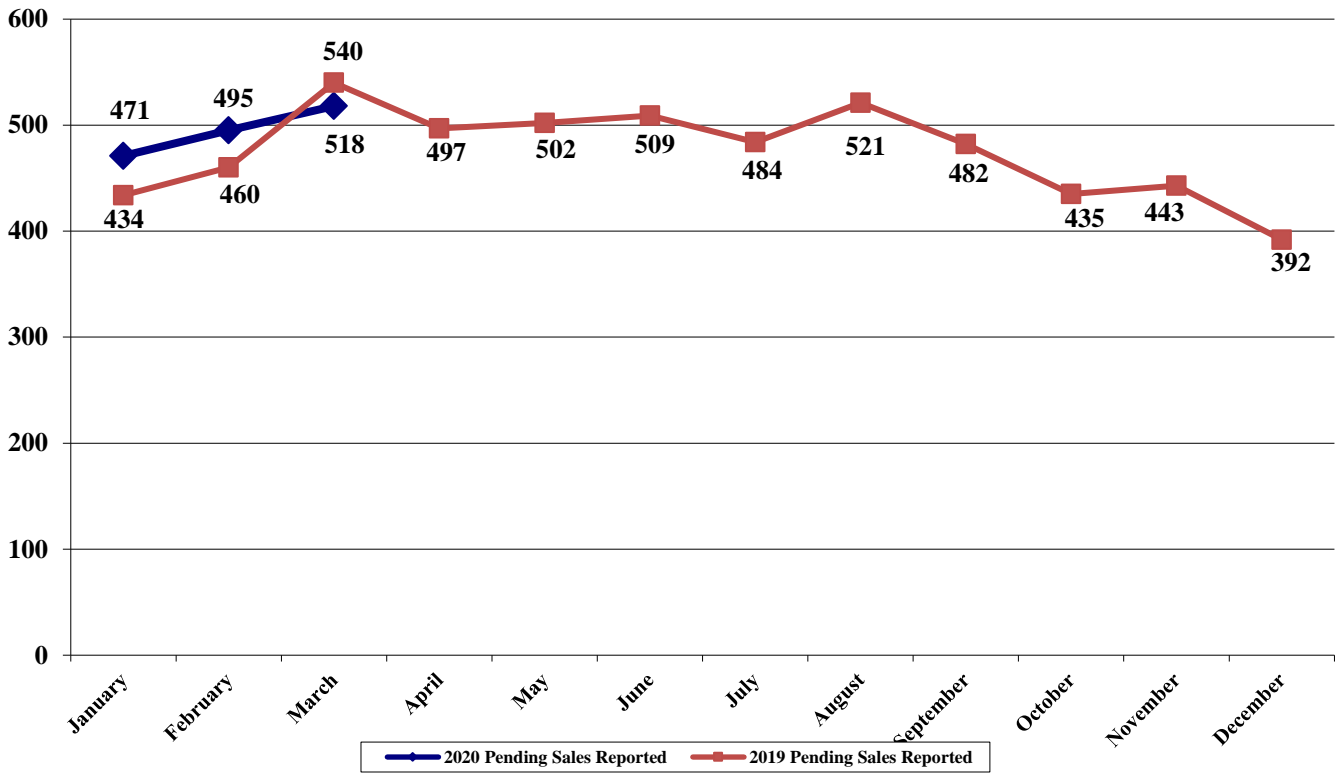


LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>	
03/20: \$16,128,401	\$53,569,748	Dollar Volume of Closed Residential Sales, March 2020: \$ 69,698,149
03/19: \$23,179,821	\$47,547,354	Dollar Volume of Closed Residential Sales, March 2019: \$ 70,727,175
-30.42%	+12.67%	(% change for March: -01.45%)
		(% change from February 2020: +24.71%)
<u>New Const.</u>	<u>Re-sales</u>	Cumulative total January – March 2020: \$195,466,878
'20: \$48,875,733	\$146,591,145	Cumulative total January – March 2019: \$158,617,575
'19: \$45,364,933	\$113,252,642	(% cumulative change: +23.23%)
+07.74%	+29.44%	
'20: \$261,367	\$220,769	Average Sale Price, January - March 2020: \$229,690
'19: \$268,431	\$204,427	Average Sale Price, January - March 2019: \$219,388
-02.63%	+07.99%	(% change in Average Sale Price: +04.70%)
'20: \$219,665	\$185,000	Median Sold Price, January – March 2020: \$196,000
'19: \$229,900	\$178,000	Median Sold Price, January – March 2019: \$190,000
-04.45%	+03.93%	(% change in Median Sold Price: +03.16%)
'20: 99.47%	96.53%	% of List Price to Sale Price, January - March 2020: 97.25%
'19: 99.49%	96.80%	% of List Price to Sale Price, January - March 2019: 97.55%

<u>Current Sales Compared to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
(2020 Lafayette Parish dollar volume as compared to prior years)	\$136,062,261	\$138,104,381	\$153,810,244	\$140,446,469	\$150,562,614	\$155,685,930
	+43.66%	+41.54%	+27.08%	+39.18%	+29.82%	+25.55%

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - March 2020 vs. 2019



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

Outside Lafayette Parish

Mar. '20: 193
 Mar. '19: 203
 (% chg: -04.93%)

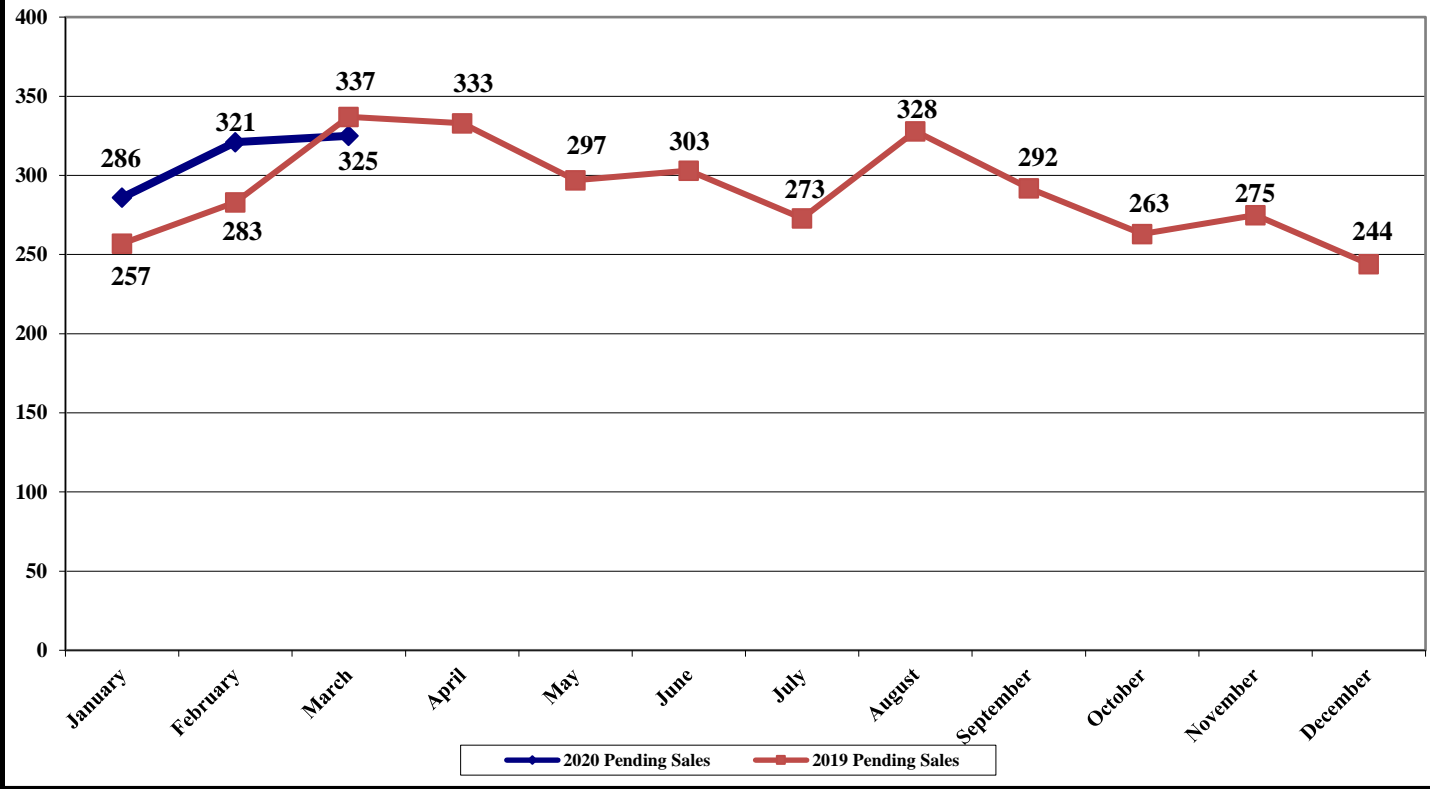
Number of Pending Home Sales Reported to MLS, March 2020: 518
Number of Pending Home Sales Reported to MLS, March 2019: 540
 (% change for March: -04.07%)

(% change from February 2020: +04.65%)

'20: 552
 '19: 557
 (% chg: -00.90%)

Cumulative total, January – March 2020: 1,484
Cumulative total, January – March 2019: 1,434
 (% cumulative change: +03.49%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - March 2020 vs. 2019



LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

03/20: 92 233
 03/19: 83 254
 +10.84% -08.27%

Number of Pending Home Sales Reported to MLS, March 2020: 325
Number of Pending Home Sales Reported to MLS, March 2019: 337
 (% change for March: -03.56%)

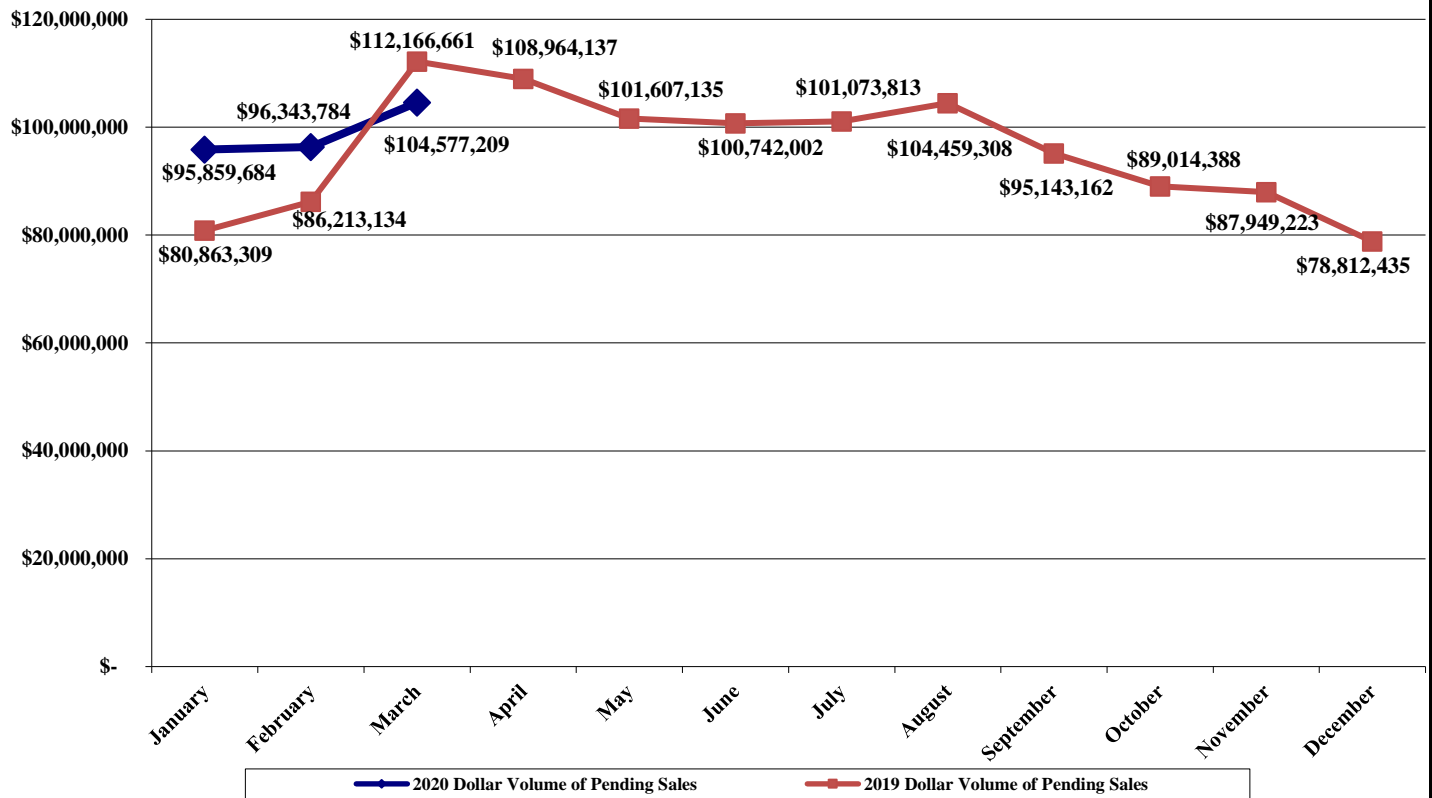
(% change from February 2020: +01.25%)

New Const. Re-sales

'20: 218 714
 '19: 203 674
 +07.39% +05.93%

Cumulative total, January – March 2020: 932
Cumulative total, January – March 2019: 877
 (% cumulative change: +06.27%)

Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - March 2020 vs 2019



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

Dollar Volume of Pending Home Sales, March 2020: \$104,577,209

Dollar Volume of Pending Home Sales, March 2019: \$112,166,661

(% change for March: -06.77%)

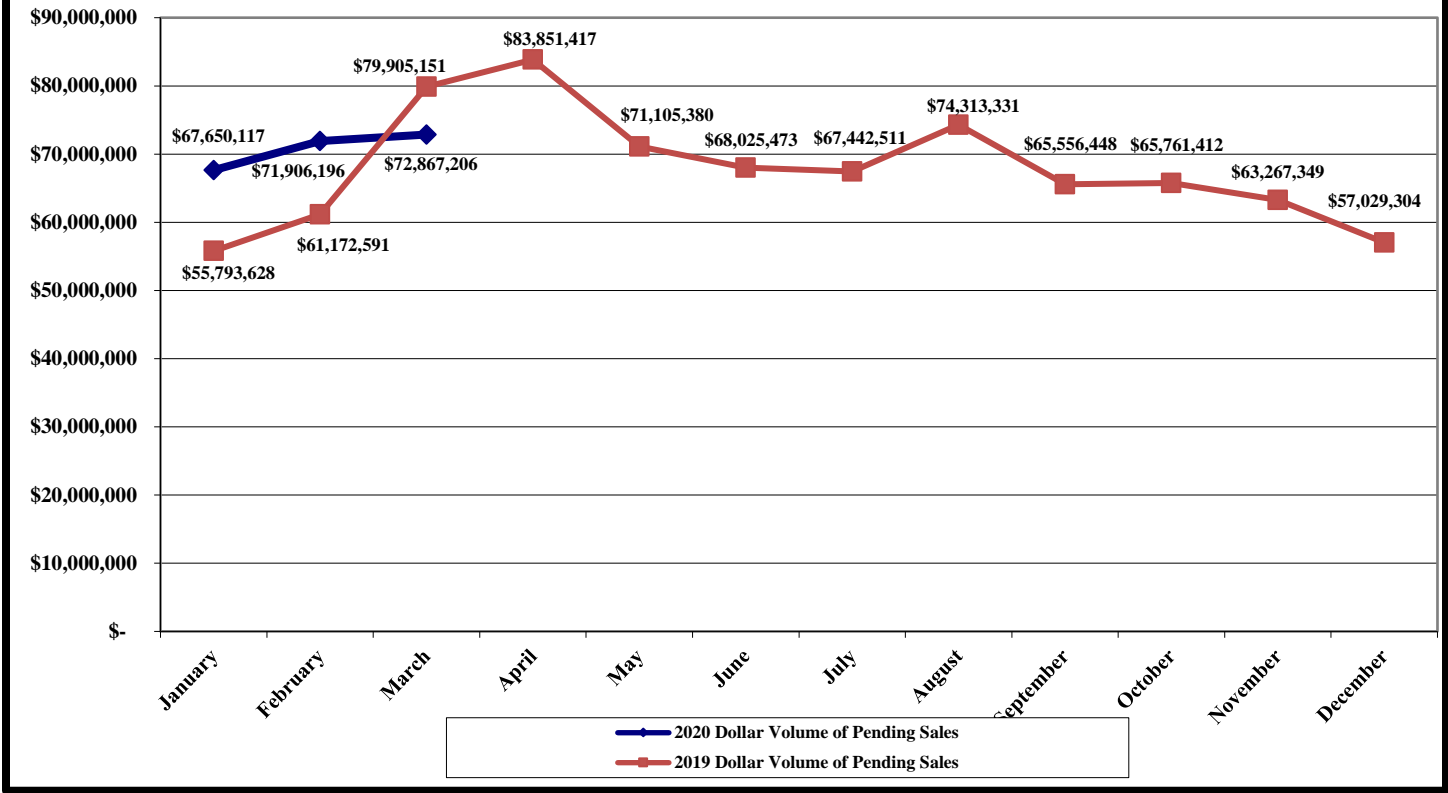
(% change from February 2020: +08.55%)

Cumulative total, January – March 2020: \$296,780,677

Cumulative total, January – March 2019: \$279,243,104

(% cumulative change: +06.28%)

Dollar Volume of Pending Residential Sales Lafayette Parish Only January - March 2020 vs 2019



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

Dollar Volume of Pending Home Sales, March 2020: \$72,867,206

Dollar Volume of Pending Home Sales, March 2019: \$79,905,151

(% change for March: -08.81%)

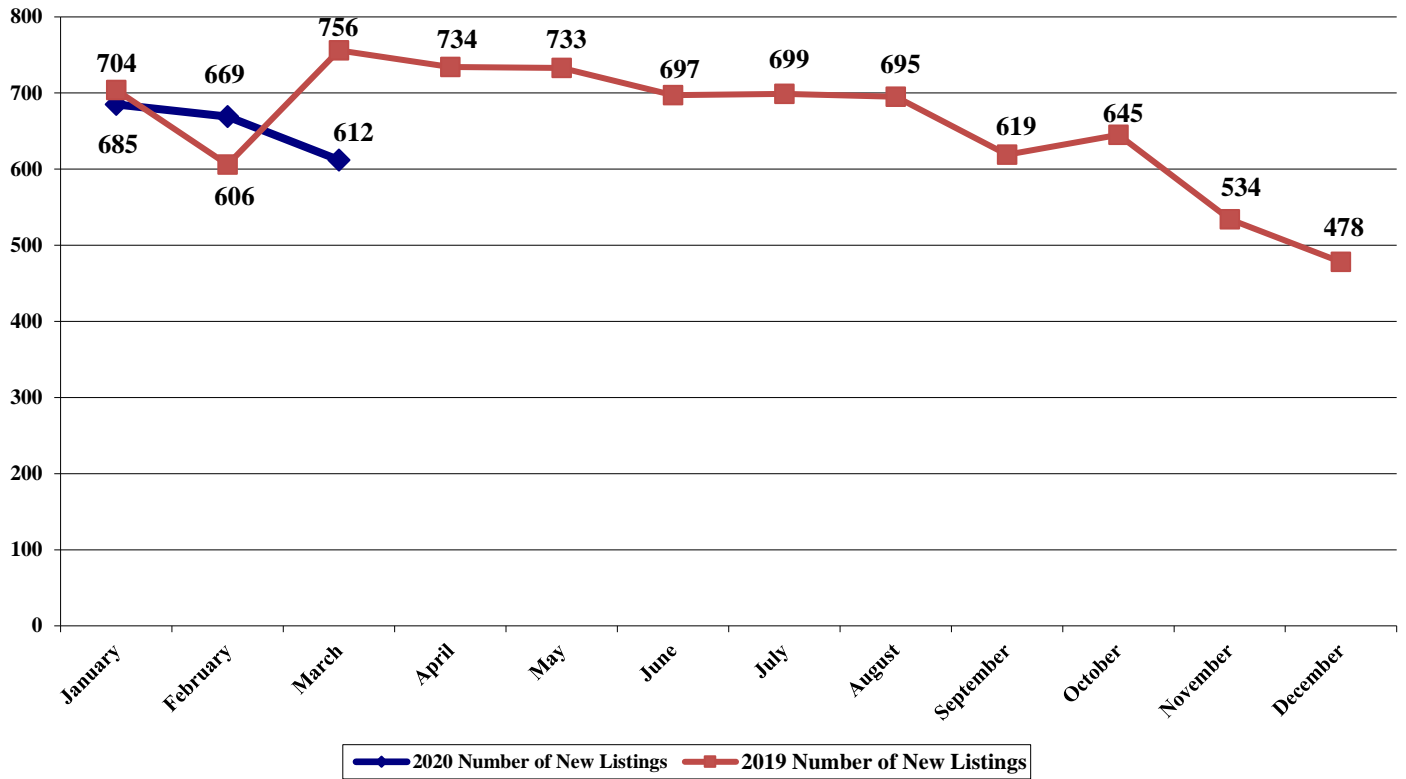
(% change from February 2020: +01.34%)

Cumulative total, January – March 2020: \$212,423,519

Cumulative total, January – March 2019: \$196,871,370

(% cumulative change: +07.90%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - March 2020 vs. 2019



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Lafayette Parish

Mar. '20: 213
 Mar. '19: 281
 (% chg: -24.20%)

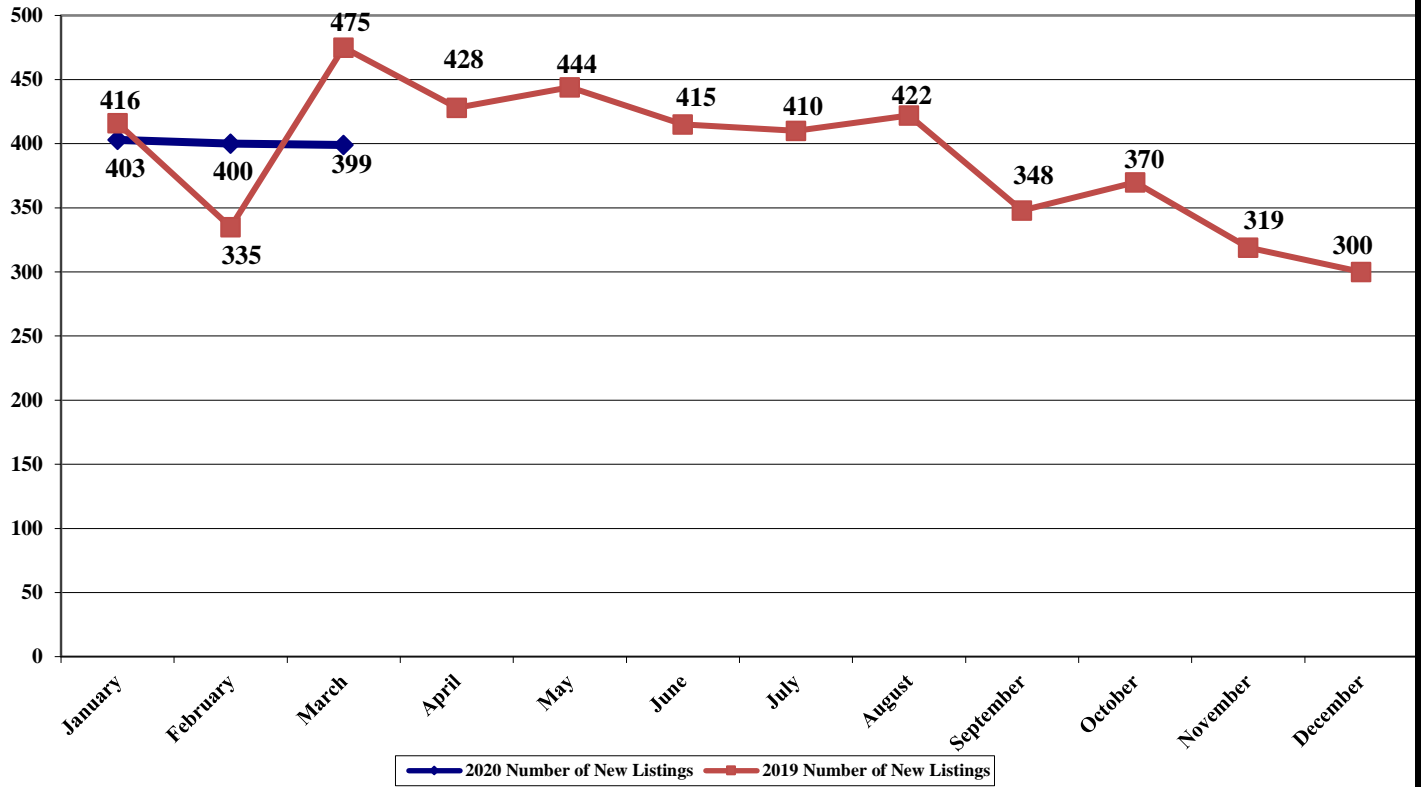
Number of New Residential Listings Reported to MLS, March 2020: 612
 Number of New Residential Listings Reported to MLS, March 2019: 756
 (% change for March: (-19.05%)

(% change from February 2020: -08.52%)

'20: 764
 '19: 840
 (% chg: -09.05%)

Cumulative total, January – March 2020: 1,966
 Cumulative total, January – March 2019: 2,066
 (% cumulative change: -04.84%)

Number of New Residential Listings Reported to MLS
Lafayette Parish Only
 January - March 2020 vs. 2019



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

	<u>New Const.</u>	<u>Re-sales</u>
03/20:	80	319
03/19:	80	395
	N/C	-19.24%

Number of New Residential Listings Reported to MLS, March 2020: 399
Number of New Residential Listings Reported to MLS, March 2019: 475
 (% change for March: -16.00%)
 (% change from February 2020: -00.25%)

'20:	253	949
'19:	203	1,023
	+24.63%	-07.23%

Cumulative total, January – February 2020: 1,202
Cumulative total, January – February 2019: 1,226
 (% cumulative change: -01.96%)

<u>Comparison to Past Years:</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
#New Listings Taken	1,062	1,066	1,156	1,191	1,276	1,340	1,226	1,202
# Sold	675	644	694	652	726	705	723	851
Ratio – New Listings/Sold	1.57:1	1.66:1	1.67:1	1.83:1	1.76:1	1.90:1	1.70:1	1.41:1
2019 % +/- over	+13.18%	+12.76%	+03.98%	+00.92%	-05.80%	-10.30%	-01.96%	

2020 Home Sales Outside Lafayette Parish

January – March 2020



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

January – March 2020 vs. January – March 2019

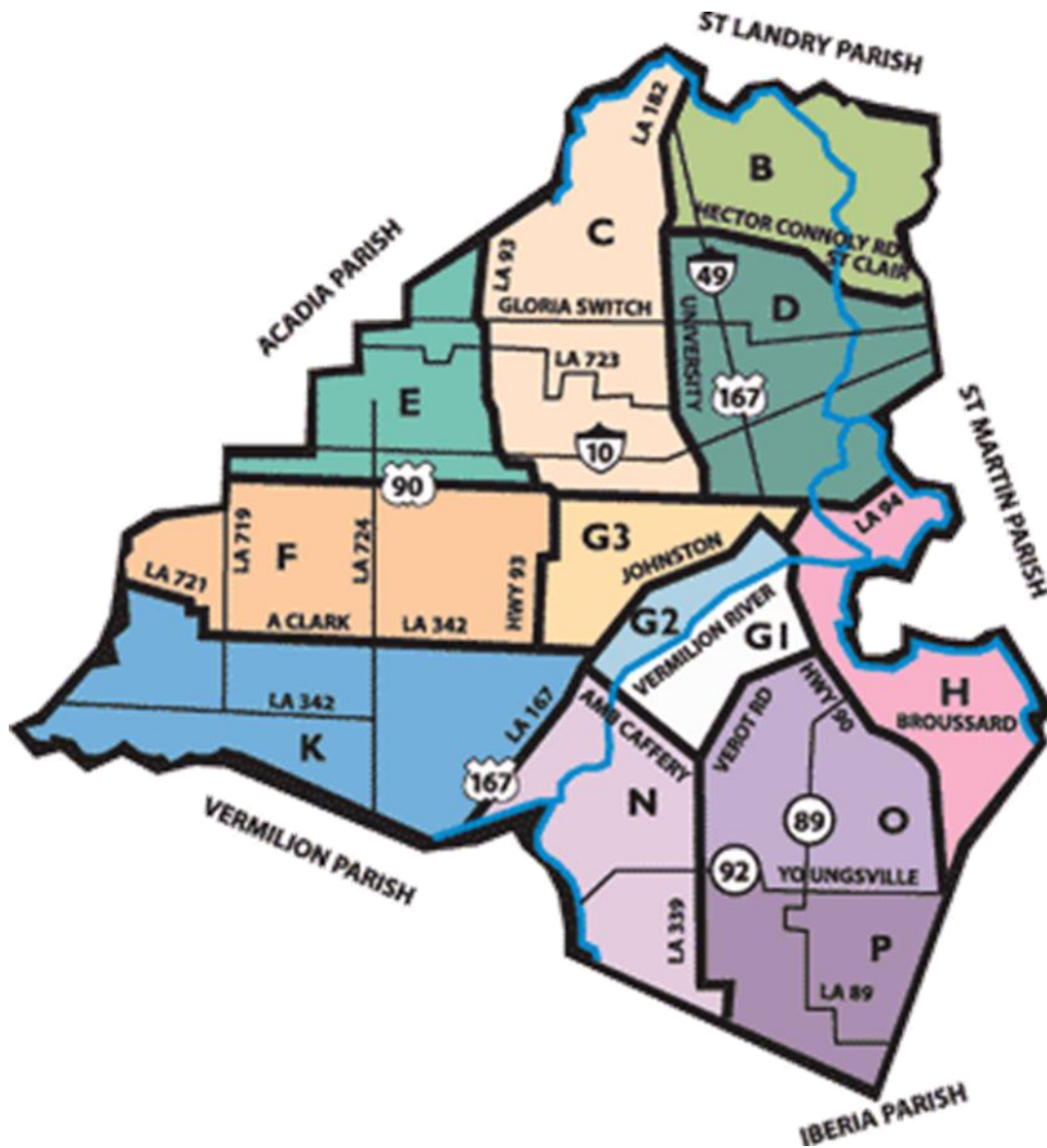
PARISH	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -
Iberia	124	109	+13.8%	\$15,881,500	\$14,207,389	+11.8%
St. Landry	106	121	- 12.4%	\$15,216,710	\$17,969,801	- 15.3%
St. Martin	85	79	+07.6%	\$12,800,260	\$13,872,850	- 07.7%
Vermillion	84	76	+10.5%	\$12,410,768	\$11,924,810	+04.1%
Acadia	71	61	+16.4%	\$ 9,968,150	\$ 6,708,435	+48.6%
Evangeline	24	26	- 07.7%	\$ 2,538,350	\$ 2,001,100	+26.9 %
St. Mary	13	21	- 38.1%	\$ 2,079,800	\$ 2,170,730	- 04.2%
Jeff Davis	08	06	+33.3%	\$ 540,970	\$ 396,105	+36.6%
Others	05	06		\$ 625,000	\$ 919,500	
TOTAL	520	505	+03.0%	\$72,061,508	\$70,170,618	+02.7%

January – March 2020 closed residential sales from the above parishes represent 37.9% of the total number of closed transactions reported to the MLS and 26.9% of the closed sale dollar volume. This compares with 41.1% of the total number of closed transactions reported to the MLS and 30.7% of the closed dollar volume as of January – March 2019.

PARISH	'20 Average Sale Price	'19 Average Sale Price	% + or -	'20 Median Sale Price	'19 Median Sale Price	% + or -
St. Mary	\$159,984	\$103,368	+ 54.8%	\$140,000	\$ 73,000	+91.8%
St. Martin	\$150,591	\$175,605	- 14.2%	\$138,500	\$140,000	- 01.1%
Vermillion	\$147,747	\$156,905	- 05.8%	\$156,850	\$137,500	+14.1%
St. Landry	\$143,553	\$148,510	- 03.3%	\$130,200	\$125,000	+04.2%
Acadia	\$140,396	\$109,974	+27.7%	\$130,000	\$ 88,900	+46.2%
Iberia	\$128,076	\$130,342	- 01.7%	\$115,000	\$115,000	N/C
Evangeline	\$105,764	\$ 76,965	+37.4%	\$ 93,325	\$ 62,500	+49.3%

2019 Lafayette Parish Home Sales by GEO Area

January – March 2020



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – March 2020 vs. January – March 2019

	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -	'20 Avg. Sale Price	'19 Avg. Sale Price	% + or -	# Mos. Supply
Area B	08	06	+33.3%	\$ 1,827,900	\$ 2,140,000	- 14.6%	\$228,487	\$356,666	- 35.9%	5.3 mos.
Area C	65	53	+22.6%	\$ 9,505,100	\$ 8,862,775	+07.3%	\$146,232	\$167,222	- 12.6%	3.7 mos.
Area D	100	83	+20.5%	\$ 16,281,351	\$ 13,217,063	+23.2%	\$162,813	\$159,241	+02.2%	4.0 mos.
Area E	11	13	- 15.4%	\$ 2,183,400	\$ 2,183,633	- 00.0%	\$198,490	\$167,971	+18.2%	3.5 mos.
Area F	35	39	- 10.3%	\$ 6,987,123	\$ 6,082,955	+14.9%	\$199,632	\$155,973	+28.0%	3.9 mos.
Area G1	41	32	+28.1%	\$ 13,526,800	\$ 7,466,800	+81.2%	\$329,921	\$233,337	+41.4%	8.5 mos.
Area G2	52	39	+33.3%	\$ 12,264,215	\$ 9,814,490	+25.0%	\$235,850	\$251,653	- 06.3%	6.0 mos.
Area G3	96	73	+31.5%	\$ 15,027,616	\$ 11,201,042	+34.2%	\$156,537	\$153,438	+02.0%	4.7 mos.
Area H	24	15	+60.0%	\$ 5,079,495	\$ 3,149,850	+61.3%	\$211,645	\$209,990	+00.8%	5.0 mos.
Area K	39	36	+08.3%	\$ 7,778,675	\$ 7,029,029	+10.7%	\$199,453	\$195,250	+02.2%	2.7 mos.
Area N	82	108	- 24.1%	\$ 26,655,993	\$ 28,567,050	- 06.7%	\$325,073	\$264,509	+22.9%	6.5 mos.
Area O	185	143	+29.4%	\$ 49,371,411	\$ 39,463,518	+25.1%	\$266,872	\$275,968	- 03.3%	4.2 mos.
Area P	113	83	+36.1%	\$ 28,977,799	\$ 19,439,370	+49.1%	\$256,440	\$234,209	+09.5%	2.2 mos.
TOTAL	851	723	+17.7%	\$195,466,878	\$158,617,575	+23.2%	\$229,690	\$219,388	+04.7%	4.4 mos.

Lafayette North (Areas B,C,D,E): 184 sales in 2020 vs.155 in 2019– 18.7% increase/\$29,797,751 in 2020 sale \$ volume vs \$26,403,471 in 2019 – 12.9% increase (21.6% of total sales/15.2% of total \$volume)
West Lafayette (Areas F,K): 74 sales in 2020 vs. 75 in 2019 – 01.3% decrease/\$14,765,798 in 2020 sale \$ volume vs. \$13,111,984 in 2019 – 12.6% increase (8.7% of total sales/7.6% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 189 sales in 2020 vs.144 in 2019 – 31.3% increase/\$40,818,631 in 2020 vs. \$28,482,332 in 2019 – 43.3% increase (22.2% of total sales/20.9% of total \$volume)
South Lafayette (Areas N, O, P): 380 sales in 2020 vs 334 in 2019 – 13.8% increase/\$105,005,203 in 2020 vs. \$87,469,938 in 2019 – 20.1% increase (44.7% of total sales/53.7% of total \$ volume)
East Lafayette (Area H): (2.8% of total sales/2.6% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area

January – March 2020 vs. January – March 2019

	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -	'20 Avg. Sale Price	'19 Avg. Sale Price	% +or -	# Mos. Supply
Area B	06	06	N/C	\$ 1,167,900	\$ 2,140,000	- 45.4%	\$194,650	\$356,666	+45.4%	5.0 mos.
Area C	57	48	+18.8%	\$ 7,871,000	\$ 7,925,375	- 00.7%	\$138,087	\$165,111	- 16.4%	3.5 mos.
Area D	62	48	+29.2%	\$ 8,265,239	\$ 5,780,390	+43.0%	\$133,310	\$120,424	+10.7%	4.6 mos.
Area E	10	12	- 16.7%	\$ 1,958,000	\$ 2,006,633	- 02.4%	\$195,800	\$167,219	+17.1%	2.7 mos.
Area F	29	35	- 17.1%	\$ 5,852,899	\$ 5,326,145	+09.9%	\$201,824	\$152,175	+32.6%	3.9 mos.
Area G1	39	32	+21.9%	\$ 13,082,000	\$ 7,466,800	+75.2%	\$335,435	\$233,337	+43.8%	8.8 mos.
Area G2	52	39	+33.3%	\$ 12,264,215	\$ 9,814,490	+25.0%	\$235,850	\$251,653	- 06.3%	5.7 mos.
Area G3	96	72	+33.3%	\$ 15,027,616	\$ 10,851,142	+38.5%	\$156,537	\$150,710	+03.9%	4.1 mos.
Area H	21	14	+50.0%	\$ 4,089,495	\$ 2,776,750	+47.3%	\$194,737	\$198,339	- 01.8%	3.3 mos.
Area K	30	22	+36.4%	\$ 5,491,325	\$ 4,073,197	+34.8%	\$183,044	\$185,145	- 01.1%	2.4 mos.
Area N	78	90	- 13.3%	\$ 23,590,885	\$ 22,793,295	+03.5%	\$302,447	\$253,258	+19.4%	5.6 mos.
Area O	133	99	+34.3%	\$ 34,212,372	\$ 24,398,125	+40.2%	\$257,235	\$246,445	+04.4%	4.2 mos.
Area P	51	37	+37.8%	\$ 13,718,199	\$ 7,900,300	+73.6%	\$268,984	\$213,521	+26.0%	2.8 mos.
TOTAL	664	554	+19.9%	\$146,591,145	\$113,252,642	+29.4%	\$220,769	\$204,427	+08.0%	4.5 mos.

Lafayette North (Areas B,C,D,E): 135 sales in 2020 vs.114 in 2019– 18.4% increase/\$19,262,139 in 2020 sale \$ volume vs \$17,852,398 in 2019 – 07.9% increase (20.3% of total sales/13.1% of total \$volume)
West Lafayette (Areas F,K): 59 sales in 2020 vs. 57 in 2019 – 03.5% increase/\$11,344,224 in 2020 sale \$ volume vs. \$9,399,342 in 2019 – 20.7% increase (8.9% of total sales/7.7% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 187 sales in 2020 vs.143 in 2019 – 30.8% increase/\$40,373,831 in 2020 vs. \$28,132,432 in 2019 – 43.5% increase (28.2% of total sales/27.5% of total \$volume)
South Lafayette (Areas N, O, P): 262 sales in 2020 vs 226 in 2019 – 15.9% increase/\$71,521,456 in 2020 vs. \$55,091,720 in 2019 – 29.8% increase (39.5% of total sales/48.8% of total \$ volume)
East Lafayette (Area H): (3.1% of total sales/2.9% of total \$ volume)

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

January – March 2020 vs. January – March 2019

	'20 Closed Sales	'19 Closed Sales	% + or -	'20 Closed \$ Volume	'19 Closed \$ Volume	% + or -	'20 Avg. Sale Price	'19 Avg. Sale Price	% +or -	# Mos. Supply
Area B	02	-0-		\$ 660,000	\$ -0-		\$330,000	\$ -0-		6.0 mos.
Area C	08	05	+60.0%	\$ 1,634,100	\$ 937,400	+74.3%	\$204,262	\$187,480	+09.0%	5.3 mos.
Area D	38	35	+08.6%	\$ 8,016,112	\$ 7,436,673	+07.8%	\$210,950	\$212,476	- 00.7%	3.0 mos.
Area E	01	01	N/C	\$ 225,400	\$ 177,000	+27.3%	\$225,400	\$177,000	+27.3%	12.0 mos.
Area F	06	04	+50.0%	\$ 1,134,224	\$ 756,810	+49.9%	\$189,037	\$189,202	- 00.1%	4.0 mos.
Area G1	02	-0-		\$ 444,800	\$ -0-		\$222,400	\$ -0-		7.5 mos.
Area G2	-0-	-0-		\$ -0-	\$ -0-		\$ -0-	\$ -0-		
Area G3	-0-	01		\$ -0-	\$ 349,900		\$ -0-	\$349,900		
Area H	03	01	+200.0%	\$ 990,000	\$ 373,100	+165.3%	\$330,000	\$373,100	- 11.6%	17.0 mos.
Area K	09	14	- 35.7%	\$ 2,287,350	\$ 2,955,832	- 22.6%	\$254,150	\$211,130	+20.4%	3.7 mos.
Area N	04	18	- 77.8%	\$ 3,065,108	\$ 5,773,755	- 46.9%	\$766,277	\$320,764	+138.9%	25.5 mos.
Area O	52	44	+18.2%	\$ 15,159,039	\$ 15,065,393	+00.6%	\$291,519	\$342,395	- 14.9%	4.1 mos.
Area P	62	46	+34.8%	\$ 15,259,600	\$ 11,539,070	+32.2%	\$246,122	\$250,849	- 01.9%	1.7 mos.
TOTAL	187	169	+10.7%	\$ 48,875,733	\$ 45,364,933	+07.7%	\$261,367	\$268,431	+02.6%	4.2 mos.

Lafayette North (Areas B,C,D,E): 49 sales in 2020 vs. 41 in 2019 – 19.5% increase/\$10,535,612 in 2020 sale \$ volume vs \$ 8,551,073 in 2019 – 23.2% increase (26.2% of total sales/21.6% of total \$ volume)
West Lafayette (Areas F,K): 15 sales in 2020 vs. 18 in 2019 – 16.7% decrease/\$3,421,574 in 2020 sale \$ volume vs. \$ 3,712,642 in 2019 – 7.8% decrease (8.0% of total sales/7.0% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 02 sales in 2020 vs.1 in 2019 – 50.0% increase/\$444,800 in 2020 vs. \$ 349,900 in 2019 – 27.1% increase (1.1% of total sales/0.9% of total \$ volume) South Lafayette (Areas N, O, P): 118 sales in 2020 vs 108 in 2019 – 9.3% increase/\$33,483,747 in 2020 vs. \$32,378,218 in 2019 – 3.4% increase (63.1% of total sales/68.5% of total \$ volume)
East Lafayette (Area H): (1.6% of total sales/2.0% of total \$ volume)