

Van Eaton & Romero

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The Acadiana Residential Real Estate Market

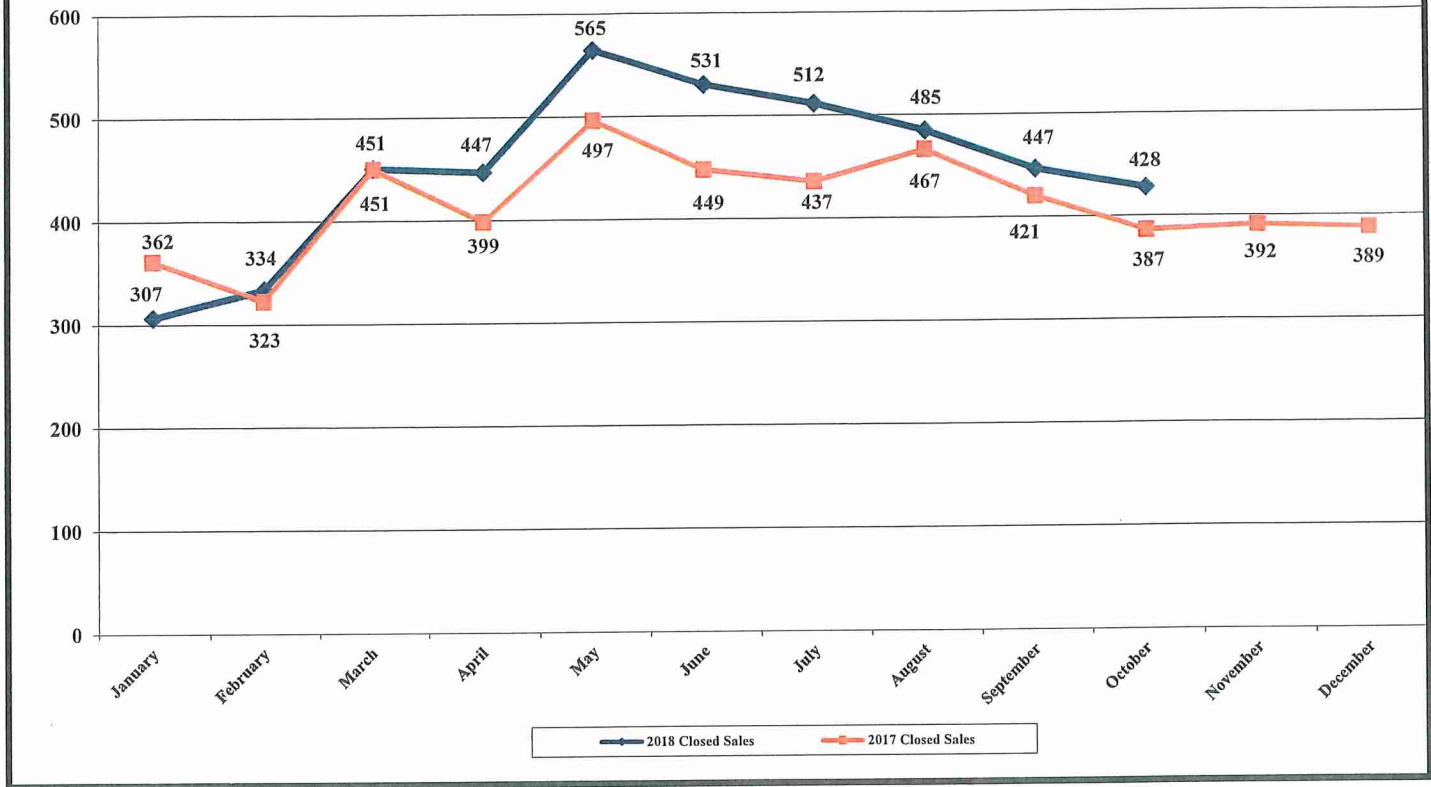
January – October 2018

Powered By:



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Closed Residential Sales Reported to MLS
 All "GEO" Areas/Parishes
 January - October 2018 vs 2017



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

Outside Lafayette Parish

Oct. '18: 179
 Oct. '17: 140
 (% chg: +27.86%)

Number of Closed Home Sales Reported to MLS, October 2018: 428
 Number of Closed Home Sales Reported to MLS, October 2017: 387
 (% change for October: +10.59%)

(% change from September 2018: -04.25%)

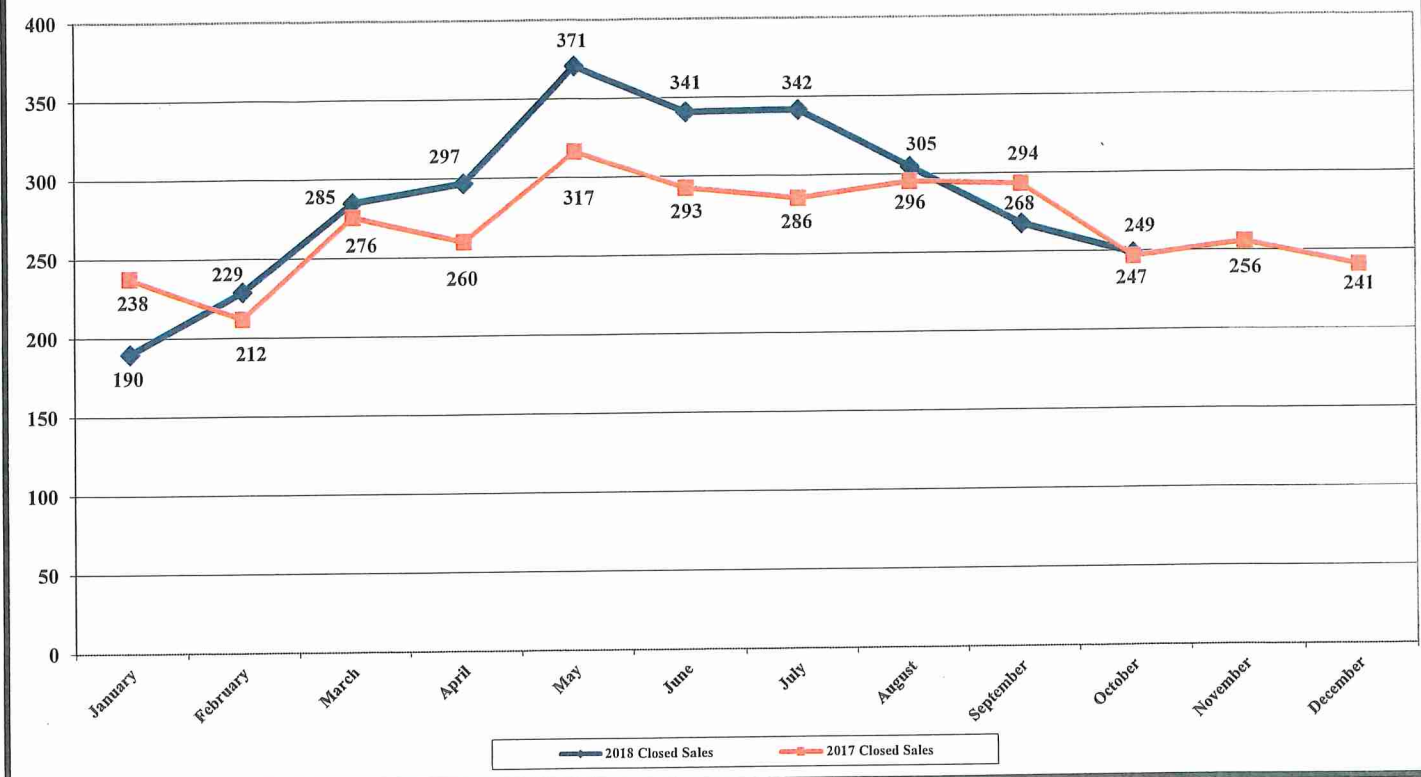
'18: 1,630
 '17: 1,474
 (% chg: +10.58%)

Cumulative total, January – October 2018: 4,507
 Cumulative total, January – October 2017: 4,193
 (% cumulative change: +07.49%)

Average Days on Market, January - October 2018: 91
 Average Days on Market, January - October 2017: 82
 (Change for January - October: +09 days)

<u>Current Sales Compared to Past Years:</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
(2018 sales <u>outside</u> Lafayette Parish as compared to prior year's sales)	1,036	1,121	1,256	1,388	1,354	1,393
	+57.34%	+45.41%	+29.78%	+17.44%	+20.38%	+17.01%

Closed Residential Sales Reported to MLS
Lafayette Parish Only
 January - October 2018 vs. 2017



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

<u>New Const.</u>	<u>Re-sales</u>
10/18: 59	190
10/17: 58	189
+01.72%	+00.53%

Number of Closed Home Sales Reported to MLS, October: 2018: 249
Number of Closed Home Sales Reported to MLS, October: 2017: 247
 (% change for October: +00.81%)
 (% change from September 2018: -07.09%)

<u>New Const.</u>	<u>Re-sales</u>
'18: 667	2,210
'17: 665	2,054
+00.30%	+07.59%

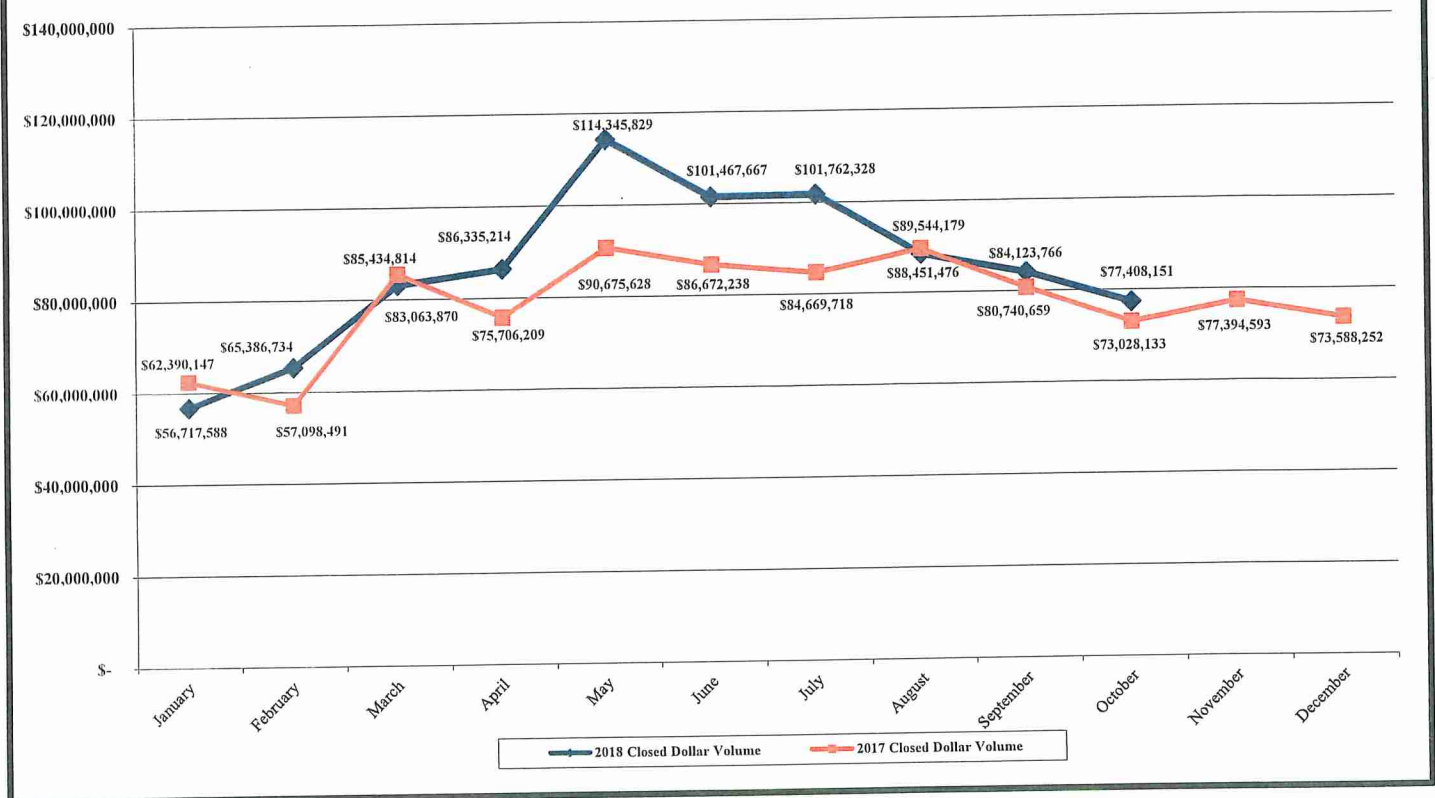
Cumulative total, January – October 2018: 2,877
Cumulative total, January – October 2017: 2,719
 (% cumulative change: +05.81%)

'18: 116 days	75 days
'17: 103 days	66 days
+13 days	+09 days

Average Days on Market, January – October 2018: 84
Average Days on Market, January – October 2017: 75
 (Change for January - October: +09 days)

<u>Current Sales Compared to Past Years:</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
(2018 Lafayette Parish sales as	1,810	2,235	2,741	2,781	2,832	2,643
Compared to prior year's sales)	+58.95%	+28.72%	+04.96%	+03.45%	+01.59	+08.85%

Dollar Volume of Closed Sales Reported to MLS
All "GEO" Areas/Parishes
January - October 2018 vs. 2017



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

Outside Laf. Parish

10/18: \$ 23,051,344
10/17: \$ 18,902,596
(% chg.: +21.95%)

Dollar Volume of Closed Residential Sales, October 2018: \$77,408,151
Dollar Volume of Closed Residential Sales, October 2017: \$73,028,133
(% change for October: +06.00%)

(% change from September 2018: -07.98%)

'18: \$215,891,531
'17: \$199,588,902
(% chg.: +08.17%)

Cumulative total January – October 2018: \$859,062,623
Cumulative total January – October 2017: \$785,960,216
(% cumulative change: +09.30%)

'18: \$132,448
'17: \$135,406
(% chg: -02.18%)

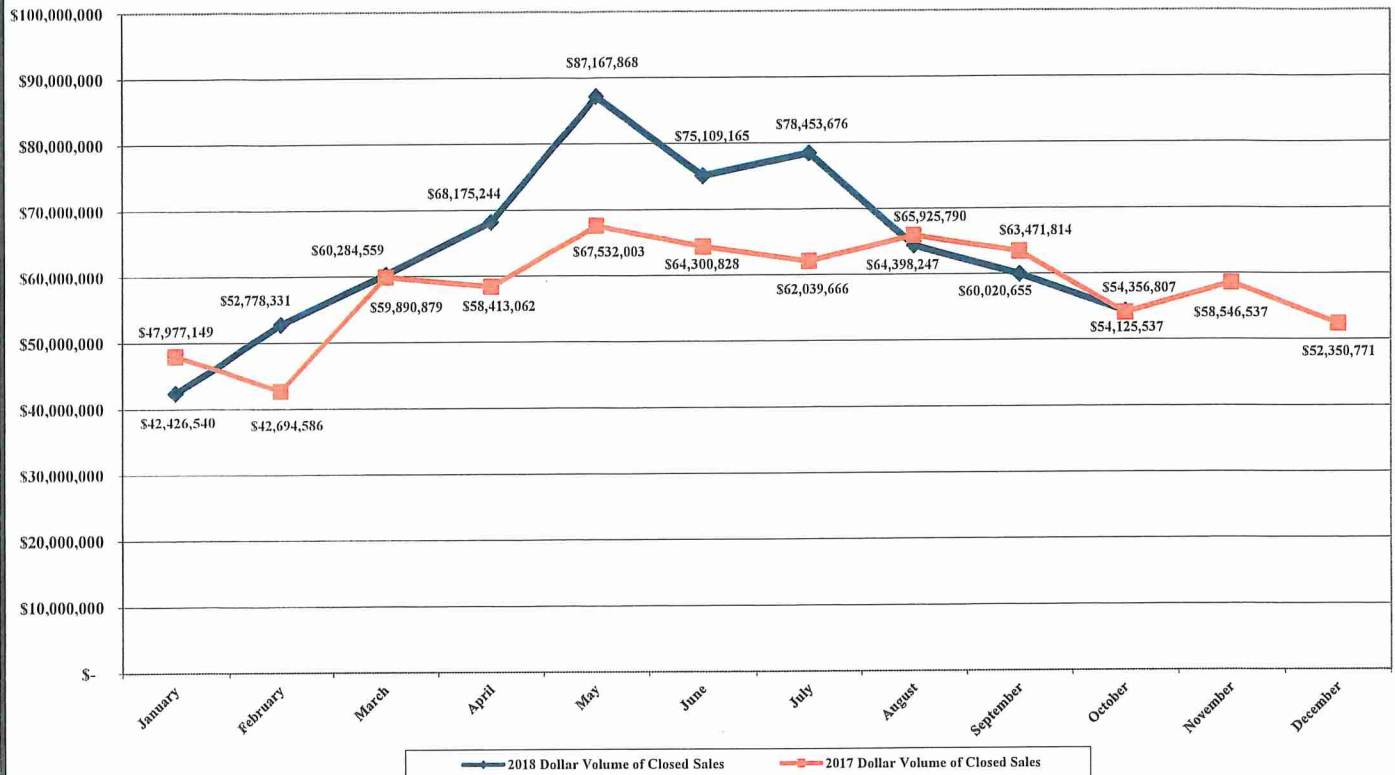
Average Sale Price, January - October 2018: \$190,606
Average Sale Price, January – October 2017: \$187,445
(% change in Average Sale Price: +01.69%)

Median Sold Price, January - October 2018: \$174,000
Median Sold Price, January - October 2017: \$173,900
(% change in Median Sold Price: +00.06%)

% of List Price to Sale Price, January - October 2018: 96.83%
% of List Price to Sale Price, January - October 2017: 96.67%

Current \$ vol. compared to past years:	2011	2012	2013	2014	2015	2016
(2018 \$ vol. outside Lafayette Parish as compared to past years.)	\$120,235,965	\$132,561,035	\$154,179,631	\$191,429,700	\$184,914,772	\$187,310,007
	+79.56%	+62.86%	+40.03%	+12.78%	+16.75%	+15.26%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
 January - October 2018 vs. 2017



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

<u>New Const.</u>	<u>Re-sales</u>
10/18: \$15,173,431	\$39,183,376
10/17: \$14,701,560	\$39,423,977
+03.21%	-00.61%

Dollar Volume of Closed Residential Sales, October 2018: \$ 54,356,807
 Dollar Volume of Closed Residential Sales, October 2017: \$ 54,125,537
 (% change for October: +00.43%)

(% change from September 2018: -14.36%)

<u>New Const.</u>	<u>Re-sales</u>
'18: \$176,587,898	\$466,583,194
'17: \$172,046,534	\$414,324,780
+02.64%	+12.61%

Cumulative total January – October 2018: \$643,171,092
 Cumulative total January – October 2017: \$586,371,314
 (% cumulative change: +09.69%)

'18: \$264,749	\$211,123
'17: \$258,716	\$201,716
+02.42%	+04.66%

Average Sale Price, January - October 2018: \$223,556
 Average Sale Price, January - October 2017: \$215,656
 (% change in Average Sale Price: +03.66%)

'18: \$229,500	\$179,400
'17: \$223,500	\$175,556
+02.68%	+02.19%

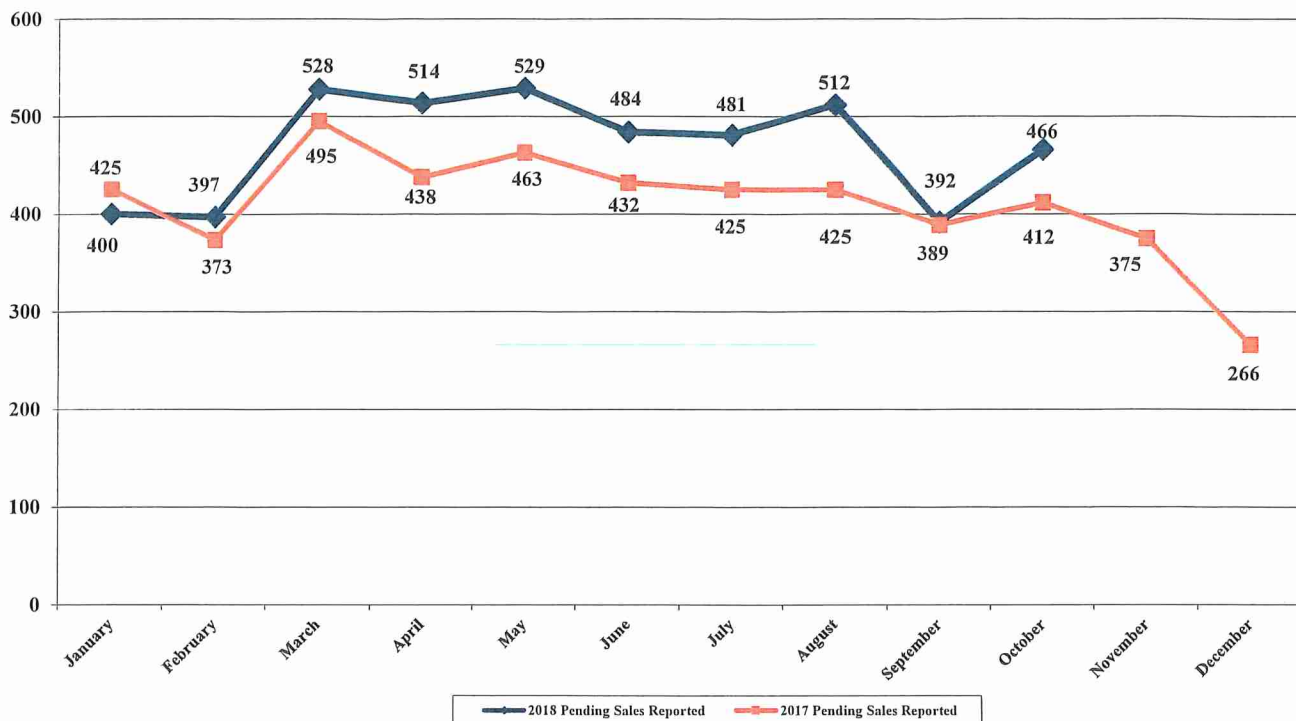
Median Sold Price, January – October 2018: \$194,000
 Median Sold Price, January – October 2017: \$191,900
 (% change in Median Sold Price: +01.09%)

'18: 99.50%	96.58%
'17: 99.46%	96.57%

% of List Price to Sale Price, January - October 2018: 97.37%
 % of List Price to Sale Price, January - October 2017: 97.40%

<u>Current Sales Compared to Past Years:</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
(2018 Lafayette Parish dollar volume as compared to prior years)	\$363,680,598	\$450,100,031	\$583,781,197	\$615,984,275	\$646,702,722	\$583,710,611
	+76.85%	+42.90%	+10.17%	+04.41%	-00.55%	+10.19%

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - October 2018 vs. 2017



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

Outside Lafayette Parish

Oct. '18: 176
 Oct. '17: 138
 (% chg: +27.54%)

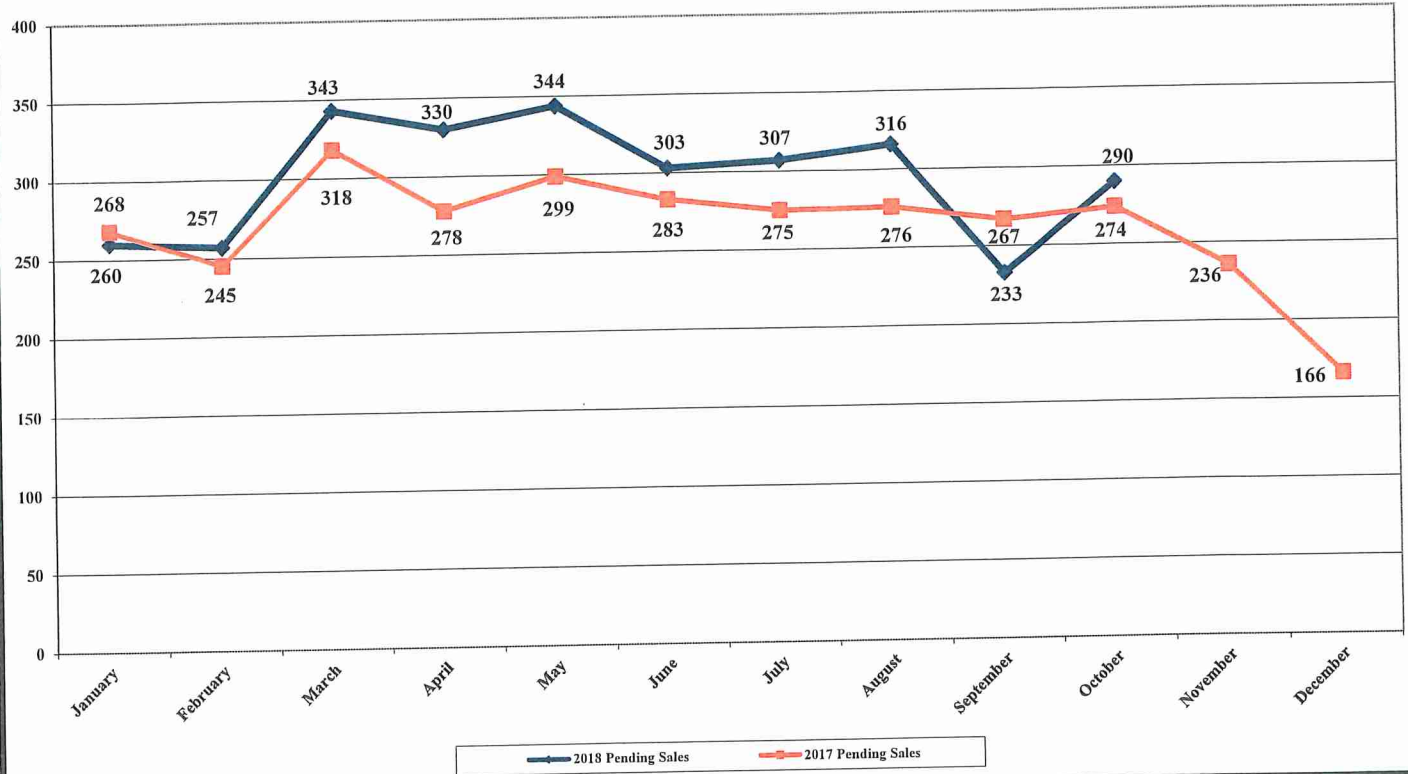
Number of Pending Home Sales Reported to MLS, October 2018: 466
 Number of Pending Home Sales Reported to MLS, October 2017: 412
 (% change for October: +13.11%)

(% change from September 2018: +18.88%)

'18: 1,720
 '17: 1,494
 (% chg: +15.13%)

Cumulative total, January – October 2018: 4,703
 Cumulative total, January – October 2017: 4,277
 (% cumulative change: +09.96%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - October 2018 vs. 2017



LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

10/18: 77 213
 10/17: 84 190
 -08.33% +12.11%

Number of Pending Home Sales Reported to MLS, October 2018: 290
 Number of Pending Home Sales Reported to MLS, October 2017: 274
 (% change for October: +05.84%)

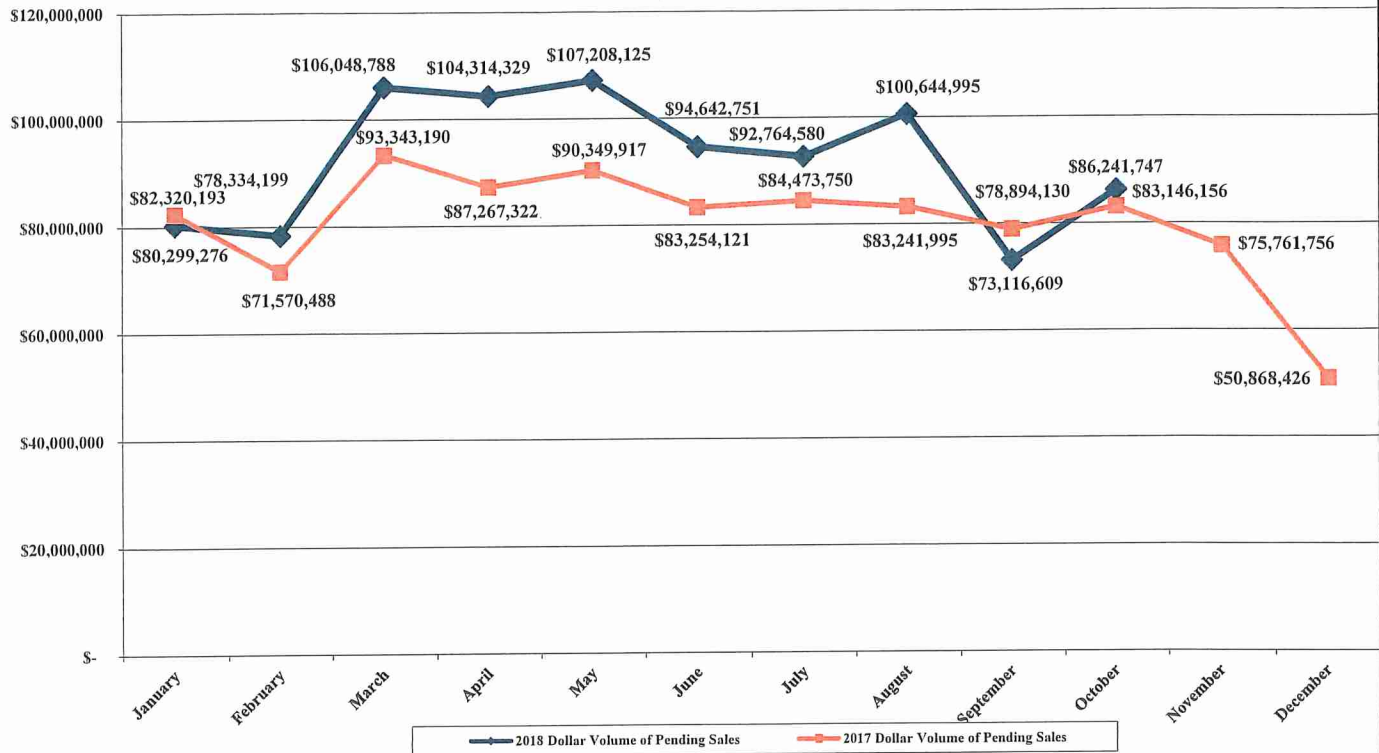
(% change from September 2018: +24.46%)

New Const. Re-sales

'18: 679 2,304
 '17: 703 2,080
 -03.41% +10.77%

Cumulative total, January – October 2018: 2,983
 Cumulative total, January – October 2017: 2,783
 (% cumulative change: +08.45%)

**Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - October 2018 vs 2017**



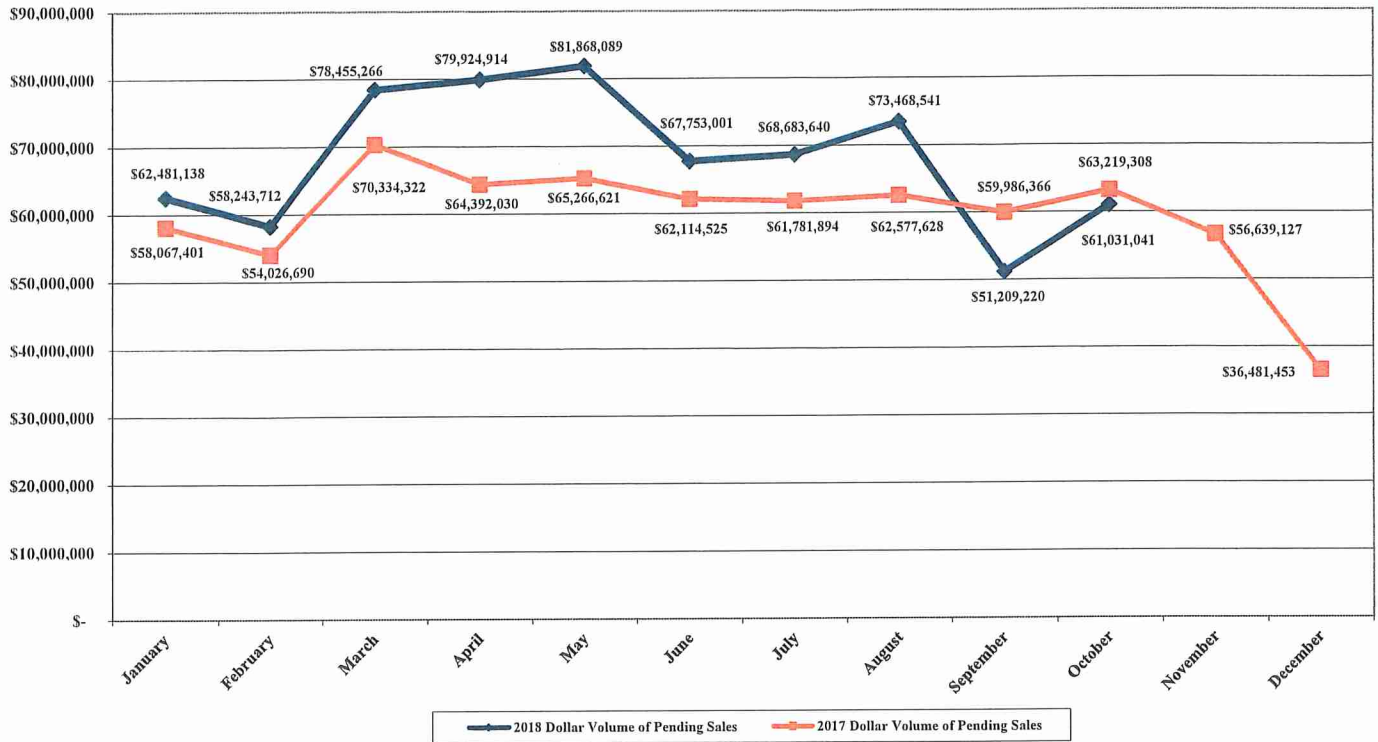
**ALL "GEO" AREAS/PARISHES
(Includes "GEO" areas outside of Lafayette Parish)**

**Dollar Volume of Pending Home Sales, October 2018: \$86,241,747
Dollar Volume of Pending Home Sales, October 2017: \$83,146,156
(% change for October: +03.72%)**

(% change from September 2018: +17.95%)

**Cumulative total, January – October 2018: \$923,615,399
Cumulative total, January – October 2017: \$837,861,262
(% cumulative change: +10.23%)**

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - October 2018 vs 2017



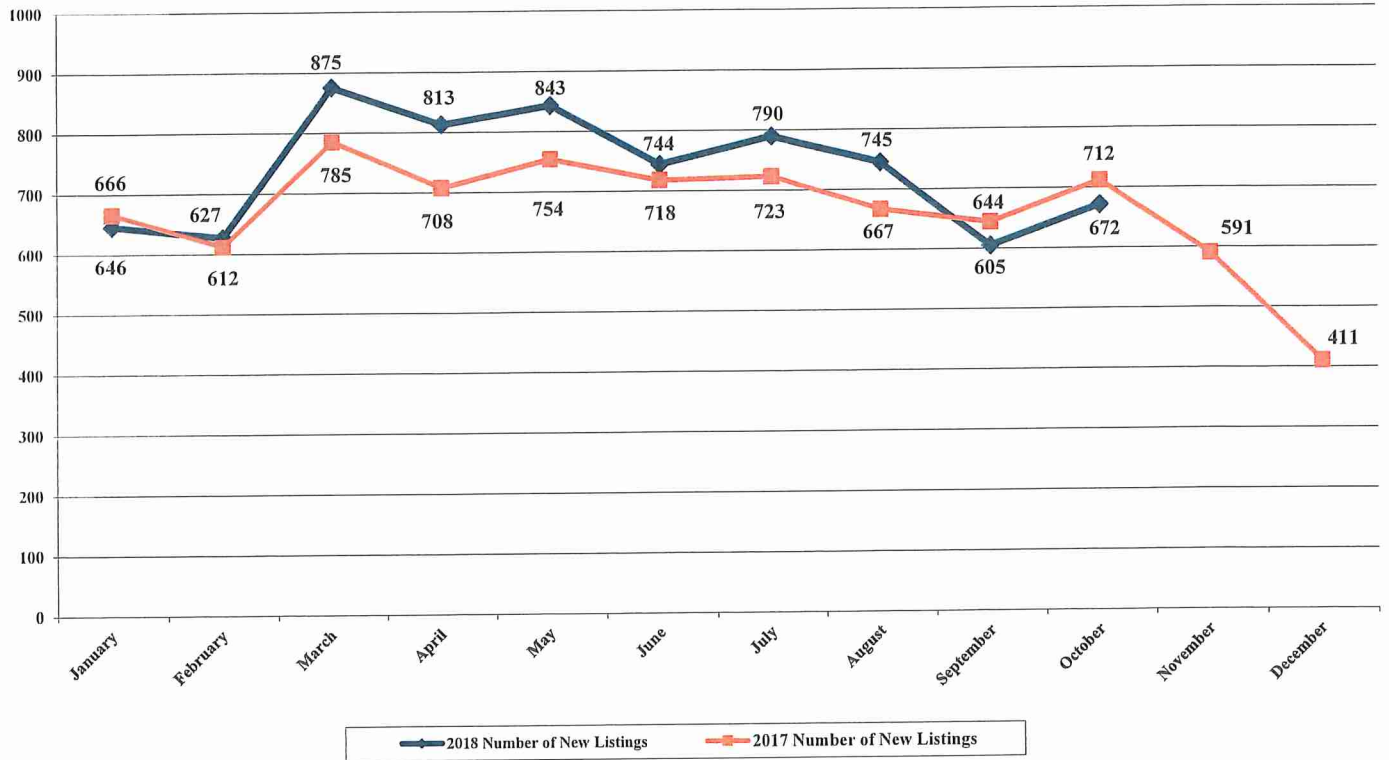
LAFAYETTE PARISH
(Excludes “GEO” areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, October 2018: \$61,031,041
Dollar Volume of Pending Home Sales, October 2017: \$63,219,308
(% change for October: -03.46%)

(% change from September 2018: +19.18%)

Cumulative total, January – October 2018: \$683,118,562
Cumulative total, January – October 2017: \$621,766,785
(% cumulative change: +09.87%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - October 2018 vs. 2017



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

Outside Lafayette Parish

Oct. '18: 272
Oct. '17: 290
 (% chg: -06.21%)

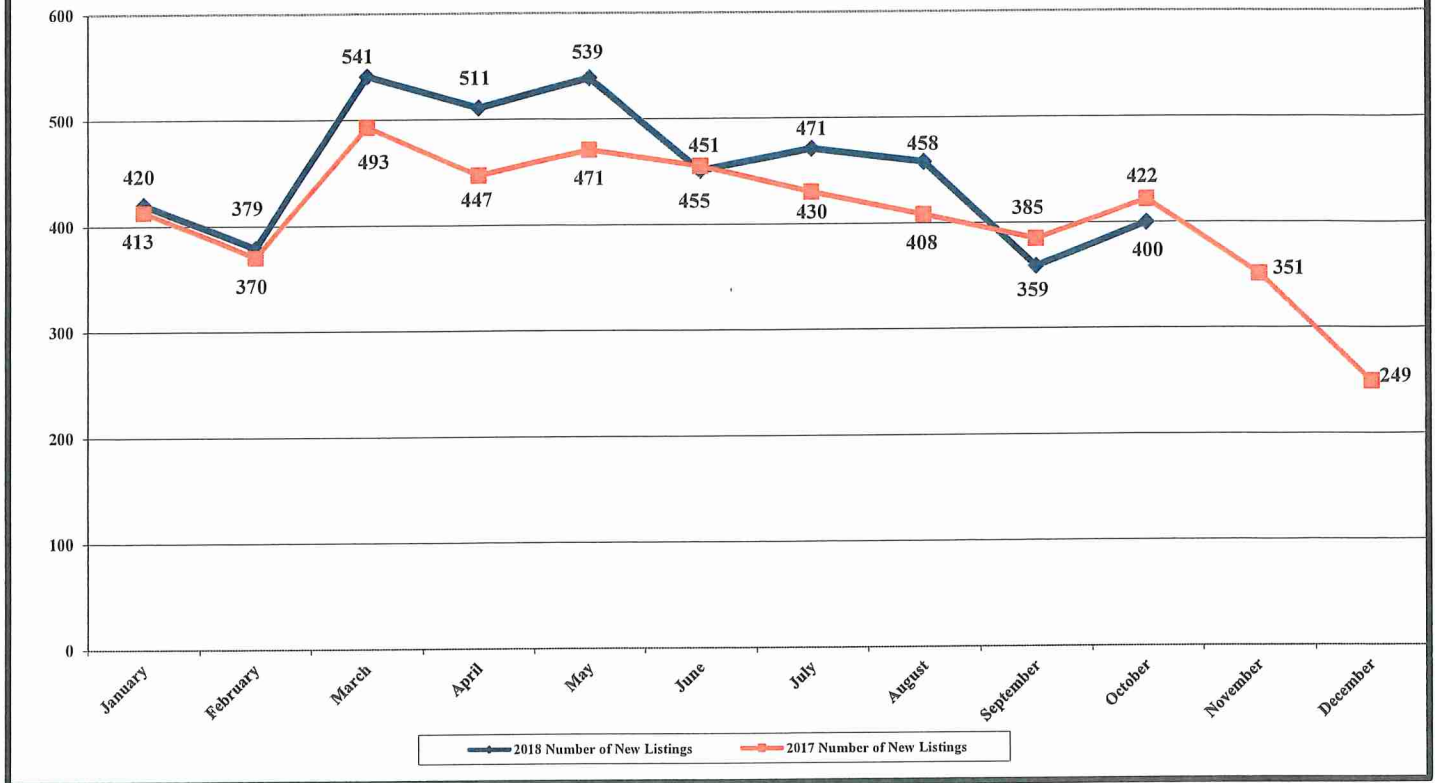
Number of New Residential Listings Reported to MLS, October 2018: 672
Number of New Residential Listings Reported to MLS, October 2017: 712
 (% change for October: -05.62%)

(% change from September 2018: +10.91%)

'18: 2,831
'17: 2,695
 (% chg: +05.05%)

Cumulative total, January – October 2018: 7,360
Cumulative total, January – October 2017: 6,989
 (% cumulative change: +05.31%)

Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - October 2018 vs. 2017



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

	<u>New Const.</u>	<u>Re-sales</u>
Oct. '18:	89	311
Oct. '17:	79	343
	+12.66%	-09.33%

Number of New Residential Listings Reported to MLS, October 2018: 400
 Number of New Residential Listings Reported to MLS, October 2017: 422
 (% change for October: -05.21%)

(% change from September 2018: +11.42%)

	<u>New Const.</u>	<u>Re-sales</u>
'18:	864	3,665
'17:	905	3,389
	-04.53%	+08.14%

Cumulative total, January – October 2018: 4,529
 Cumulative total, January – October 2017: 4,294
 (% cumulative change: +05.47%)

<u>Comparison to Past Years:</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
#New Listings Taken	2,963	3,354	3,536	3,628	4,003	4,096	4,294	4,529
# Sold	1,810	2,235	2,741	2,781	2,832	2,643	2,719	2,877
Ratio – New Listings/Sold	1.64:1	1.50:1	1.29:1	1.30:1	1.41:1	1.55:1	1.58:1	1.57:1
2018 % +/- over	+52.85%	+35.03%	+28.08%	+24.83%	+13.14%	+10.57%	+05.47%	

Residential Price Range and Number of Months Supply Analysis

January – October 2018



A LATTER & BLUM COMPANY



Tell us what **YOU** want.

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Sold Residential Properties Reported to M.L.S.
ALL "GEO" AREAS/PARISHES
January - October, 2018

<u>Price Range</u>	<u>Number Reported Sold</u>	<u>Current # of Active Listings</u>	<u># of Months Supply</u>
\$19,999 OR UNDER	98	23	2.3
\$20,000 - \$29,999	103	35	3.4
\$30,000 - \$39,999	96	35	3.6
\$40,000 - \$49,999	130	54	4.2
\$50,000 - \$59,999	99	63	6.4
\$60,000 - \$69,999	113	83	7.3
\$70,000 - \$79,999	123	73	5.9
\$80,000 - \$89,999	113	104	9.2
\$90,000 - \$99,999	117	105	9.0
\$100,000 - \$109,999	104	49	4.7
\$110,000 - \$119,999	131	66	5.0
\$120,000 - \$129,999	143	89	6.2
\$130,000 - \$139,999	177	100	5.6
\$140,000 - \$149,999	187	94	5.0
\$150,000 - \$159,999	194	119	6.1
\$160,000 - \$169,999	228	137	6.0
\$170,000 - \$179,999	265	131	4.9
\$180,000 - \$189,999	225	126	5.6
\$190,000 - \$199,999	173	143	8.3
\$200,000 - \$219,999	299	173	5.8
\$220,000 - \$239,999	258	170	6.6
\$240,000 - \$259,999	239	131	5.5
\$260,000 - \$279,999	197	136	6.9
\$280,000 - \$299,999	145	116	8.0
\$300,000 - \$349,999	182	145	8.0
\$350,000 - \$399,999	108	125	11.6
\$400,000 - \$449,999	79	96	12.2
\$450,000 - \$499,999	52	85	16.3
\$500,000 - \$549,999	29	44	15.2
\$550,000 - \$599,999	34	41	12.1
\$600,000 - \$699,999	31	50	16.1
\$700,000 - \$799,999	10	26	26.0
\$800,000 - \$899,999	13	22	16.9
\$900,000 - \$999,999	05	15	30.0
\$1,000,000 and over	07	32	45.7
TOTALS:	4,507	3,036	6.7
Last Year:	4,193 (+07.49%)	2,820 (+07.66%)	6.7

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued October 31, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
LAFAYETTE PARISH ONLY – ALL PROPERTIES
January – October, 2018**

<u>Price Range</u>		<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>	<u># of Months Supply</u>	
\$19,999 OR UNDER	23.8% of all sales reported are in this price range.	17		-0-	16.3% of all active listings reported are in this price range.	
\$20,000 - \$29,999		19	686 Sold	01	0.5	
\$30,000 - \$39,999		18	276 Active Listings	03	1.7	
\$40,000 - \$49,999		32	4.0 mo. supply	11	3.4	
\$50,000 - \$59,999		20		14	7.0	
\$60,000 - \$69,999		<u>'18</u> 686	<u>'17</u> 704	35	26	<u>'18</u> 276
\$70,000 - \$79,999			46	Last month: 3.9 mo.	16	<u>'17</u> 210
\$80,000 - \$89,999		-02.56%	40	Last year: 3.0 mo.	36	+31.43%
\$90,000 - \$99,999			51		32	
\$100,000 - \$109,999			61		11	1.8
\$110,000 - \$119,999			57		30	5.3
\$120,000 - \$129,999			76		25	3.3
\$130,000 - \$139,999			97		30	3.1
\$140,000 - \$149,999		117		41	3.5	
\$150,000 - \$159,999	60.2% of all sales are in this price range.	131	1,730 Sold	54	54.5% of all active listings reported are in this price range.	
\$160,000 - \$169,999		163	920 Active Listings	75	4.6	
\$170,000 - \$179,999		219	5.3 mo. supply	85	3.9	
\$180,000 - \$189,999		182		96	5.3	
\$190,000 - \$199,999		135		91	6.7	
\$200,000 - \$219,999		<u>'18</u> 1,730	<u>'17</u> 1,614	236	Last month: 5.4 mo.	131
\$220,000 - \$239,999			208	Last year: 5.7 mo.	123	<u>'18</u> 920
\$240,000 - \$259,999		+07.19%	178		101	<u>'17</u> 913
\$260,000 - \$279,999			163		94	+00.77%
\$280,000 - \$299,999			115		70	6.1
\$300,000 - \$349,999		16.0% of all sales are in this price range.	142		98	6.9
\$350,000 - \$399,999			88	461 Sold	79	29.2% of all active listings reported are in this price range.
\$400,000 - \$449,999			69	493 Active Listings	77	11.2
\$450,000 - \$499,999	46		10.7 mo. supply	63	13.7	
\$500,000 - \$549,999	21			31	14.8	
\$550,000 - \$599,999	<u>'18</u> 461		<u>'17</u> 401	31	Last month: 10.6 mo.	33
\$600,000 - \$699,999			30	Last year: 10.7 mo.	38	<u>'18</u> 493
\$700,000 - \$799,999	+17.17%		10		18	<u>'17</u> 431
\$800,000 - \$899,999			12		20	+14.39%
\$900,000 - \$999,999			05		14	28.0
\$1,000,000 and over			07		22	31.4
TOTALS:			2,877		1,689	5.9
Last Year:			2,719 (+05.81%)		1,554 (+08.69%)	5.7

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued October 31, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
LAFAYETTE PARISH ONLY – RESALES ONLY
January - October, 2018**

<u>Price Range</u>		<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>		<u># of Months Supply</u>
\$19,999 OR UNDER		17		-0-		----
\$20,000 - \$29,999		19		01	21.1% of all	0.5
\$30,000 - \$39,999	30.9% of all sales reported are in this price range.	18	683 Sold	03	active listings reported are in this price range.	1.7
\$40,000 - \$49,999		32	273 Active Listings	11		3.4
\$50,000 - \$59,999		20	4.0 mo. supply	14		7.0
\$60,000 - \$69,999		35		26		7.4
\$70,000 - \$79,999	'18 / 683	46		16	'18 / 273	3.5
\$80,000 - \$89,999	'17 / 699	40	Last month: 4.1 mo.	36	'17 / 207	9.0
\$90,000 - \$99,999	-02.29%	51	Last year: 3.0 mo.	32	+31.88%	6.3
\$100,000 - \$109,999		61		11		1.8
\$110,000 - \$119,999		57		30		5.3
\$120,000 - \$129,999		76		25		3.3
\$130,000 - \$139,999		96		28		2.9
\$140,000 - \$149,999		115		40		3.5
\$150,000 - \$159,999		126	1,188 Sold	45	50.2% of all active listings reported are in this price range.	3.6
\$160,000 - \$169,999	53.8% of all sales reported are in this price range.	145	651 Active Listings	64		4.4
\$170,000 - \$179,999		160	5.5 mo. supply	63		3.9
\$180,000 - \$189,999		119		69		5.8
\$190,000 - \$199,999		84		67		8.0
\$200,000 - \$219,999	'18 / 1,188	134	Last month: 5.5 mo.	89	'18 / 651	6.6
\$220,000 - \$239,999	'17 / 1,081	153	Last year: 5.8 mo.	85	'17 / 631	5.6
\$240,000 - \$259,999	+09.90%	118		71	+03.17%	6.0
\$260,000 - \$279,999		79		56		7.1
\$280,000 - \$299,999		70		42		6.0
\$300,000 - \$349,999		108		76		7.0
\$350,000 - \$399,999	15.3% of all sales reported are in this price range.	68	339 Sold	60	28.7% of all active listings reported are in this price range.	8.8
\$400,000 - \$449,999		46	372 Active Listings	57		12.4
\$450,000 - \$499,999		34	11.0 mo. supply	47		13.8
\$500,000 - \$549,999		15		20		13.3
\$550,000 - \$599,999	'18 / 339	21	Last month: 11.0 mo.	21	'18 / 372	10.0
\$600,000 - \$699,999	'17 / 274	19	Last year: 12.0 mo.	34	'17 / 328	17.9
\$700,000 - \$799,999	+23.72%	08		11		13.8
\$800,000 - \$899,999		10		13	+13.41%	13.0
\$900,000 - \$999,999		04		13		32.5
\$1,000,000 and over		06		20		33.3
TOTALS:		2,210		1,296		5.9
Last Year:		2,054 (+07.59%)		1,166 (+11.15%)		5.7

SOURCE:

REALTOR® Association of Acadiana Multiple Listing Service compilation issued October 31, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
LAFAYETTE PARISH ONLY - New Construction
January - October, 2018**

<u>Price Range</u>		<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>		<u># of Months Supply</u>
\$19,999 OR UNDER		-0-		-0-		----
\$20,000 - \$29,999	00.4% of all sales reported are in this price range.	-0-	03 Sold	-0-	0.7% of all active listings reported are in this price range.	----
\$30,000 - \$39,999		-0-	03 Active Listing	-0-		----
\$40,000 - \$49,999		-0-	10.0 mo. supply	-0-		----
\$50,000 - \$59,999		-0-		-0-		----
\$60,000 - \$69,999		-0-		-0-		----
\$70,000 - \$79,999	<u>'18</u>	<u>'17</u>			<u>'18</u>	<u>'17</u>
\$80,000 - \$89,999	<u>03</u>	<u>05</u>		Last month: 9.0 mo.	<u>03</u>	<u>03</u>
\$90,000 - \$99,999		-0-		-0-		----
\$100,000 - \$109,999	-40.00%	-0-		-0-	N/C	----
\$110,000 - \$119,999		-0-		-0-		----
\$120,000 - \$129,999		-0-		-0-		----
\$130,000 - \$139,999		01		02		20.0
\$140,000 - \$149,999		02		01		05.0
\$150,000 - \$159,999	81.3% of all sales reported are in this price range.	05	542 Sold	09	68.5% of all active listings reported are in this price range.	18.0
\$160,000 - \$169,999		18	269 Active Listings	11		6.1
\$170,000 - \$179,999		59	5.0 mo. supply	22		3.7
\$180,000 - \$189,999		63		27		4.3
\$190,000 - \$199,999		51		24		4.7
\$200,000 - \$219,999	<u>'18</u>	<u>'17</u>			<u>'18</u>	<u>'17</u>
\$220,000 - \$239,999	<u>542</u>	<u>533</u>	102	Last month: 5.1 mo.	<u>269</u>	<u>282</u>
\$240,000 - \$259,999	+01.69%	60		38	-04.61%	6.9
\$260,000 - \$279,999		84		30		5.0
\$280,000 - \$299,999		45		38		4.5
\$300,000 - \$349,999		34		28		6.2
\$350,000 - \$399,999	18.3% of all sales reported are in this price range.	20	122 Sold	22	30.8% of all active listings reported are in this price range.	6.5
\$400,000 - \$449,999		23	121 Active Listings	19		9.5
\$450,000 - \$499,999		12	9.9 mo. supply	20		8.7
\$500,000 - \$549,999		06		16		13.3
\$550,000 - \$599,999		<u>'18</u>	<u>'17</u>			<u>'18</u>
\$600,000 - \$699,999	<u>122</u>	<u>127</u>	10	Last month: 9.6 mo.	<u>121</u>	<u>103</u>
\$700,000 - \$799,999	-03.94%	11		12		18.3
\$800,000 - \$899,999		02	Last year: 8.1 mo.	04	+17.48%	12.0
\$900,000 - \$999,999		02		07		3.6
\$1,000,000 and over		01		07		35.0
		01		01		35.0
		01		01		10.0
		01		02		20.0
TOTALS:		667		393		5.9
Last Year:		665 (+00.30%)		388 (+01.29%)		5.8

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued October 31, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
IBERIA PARISH ONLY
January - October, 2018**

<u>Price Range</u>		<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>		<u># of Months Supply</u>
\$19,999 OR UNDER		17		04		2.4
\$20,000 - \$29,999	60.8% of all sales reported are in this price range.	16	208 Sold	05	44.8% of all active listings reported are in this price range.	3.1
\$30,000 - \$39,999		12	149 Active Listings	07		5.8
\$40,000 - \$49,999		15	7.2 mo. supply	11		7.3
\$50,000 - \$59,999		08		16		20.0
\$60,000 - \$69,999		17	Last Month: 7.4 mo.	10		5.9
\$70,000 - \$79,999	'18 208	'17 193		10	'18 149	'17 125
\$80,000 - \$89,999		15	Last Year: 6.5 mo.	12		8.0
\$90,000 - \$99,999	+07.77%	16		19	+23.77%	11.9
\$100,000 - \$109,999		09		13		14.4
\$110,000 - \$119,999		16		08		5.0
\$120,000 - \$129,999		14		13		9.3
\$130,000 - \$139,999		22		12		5.5
\$140,000 - \$149,999		11		09		8.2
\$150,000 - \$159,999		12	112 Sold	11	32.6% of all active listings reported are in this price range.	9.2
\$160,000 - \$169,999	32.8% of all sales reported are in this price range.	17	91 Active Listings	13		7.6
\$170,000 - \$179,999		11		11		10.0
\$180,000 - \$189,999		15	8.1 mo. supply	08		5.3
\$190,000 - \$199,999	'18 112	'17 95		08		11.4
\$200,000 - \$219,999		09	Last Month: 8.0 mo.	12	'18 91	'17 79
\$220,000 - \$239,999	+17.89%	11	Last Year: 8.3 mo.	07		6.4
\$240,000 - \$259,999		10		04	+16.67%	4.0
\$260,000 - \$279,999		12		06		5.0
\$280,000 - \$299,999		08		11		13.8
\$300,000 - \$349,999		04		11		27.5
\$350,000 - \$399,999	6.4% of all sales reported are in this price range.	10	22 Sold	10	14.5% of all active listings reported are in this price range.	10.0
\$400,000 - \$449,999		03	39 Active Listings	03		10.0
\$450,000 - \$499,999		-0-	17.7 mo. supply	03		----
\$500,000 - \$549,999		03		03		10.0
\$550,000 - \$599,999	'18 22	'17 21		03	'18 39	'17 30
\$600,000 - \$699,999		-0-	Last Month: 21.7 mo.	03		----
\$700,000 - \$799,999	+04.76%	-0-	Last Year: 14.3 mo.	02	+30.00%	----
\$800,000 - \$899,999		-0-		-0-		----
\$900,000 - \$999,999		-0-		-0-		----
\$1,000,000 and over		-0-		01		----
TOTALS:		342		279		8.2
Last Year:		309 (+10.68%)		234 (+19.23%)		7.6

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued October 31, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.

IBERIA PARISH – RESALES

January - October, 2018

<u>Price Range</u>	<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>	<u># of Months Supply</u>
\$19,999 OR UNDER	17		04	2.4
\$20,000 - \$29,999	16	207 Sold	05	3.1
\$30,000 - \$39,999	12	148 Active Listings	07	5.8
\$40,000 - \$49,999	15		11	7.3
\$50,000 - \$59,999	08	7.2 mo. supply	16	20.0
\$60,000 - \$69,999	17		10	5.9
\$70,000 - \$79,999	20	Last Month: 7.4 mo.	10	5.0
\$80,000 - \$89,999	15	Last Year: 6.5 mo.	12	8.0
\$90,000 - \$99,999	16		19	11.9
\$100,000 - \$109,999	09		13	14.4
\$110,000 - \$119,999	15		07	4.7
\$120,000 - \$129,999	14		13	9.3
\$130,000 - \$139,999	22		12	5.5
\$140,000 - \$149,999	11		09	8.2
\$150,000 - \$159,999	11		11	10.0
\$160,000 - \$169,999	16	106 Sold	13	8.1
\$170,000 - \$179,999	10	82 Active Listings	08	8.0
\$180,000 - \$189,999	15		08	5.3
\$190,000 - \$199,999	07	7.7 mo. supply	07	10.0
\$200,000 - \$219,999	08	Last Month: 7.7 mo.	12	15.0
\$220,000 - \$239,999	11		06	5.5
\$240,000 - \$259,999	09	Last Year: 8.3 mo.	04	4.4
\$260,000 - \$279,999	11		03	2.7
\$280,000 - \$299,999	08		10	12.5
\$300,000 - \$349,999	04		10	25.0
\$350,000 - \$399,999	07		08	11.4
\$400,000 - \$449,999	03	19 Sold	03	10.0
\$450,000 - \$499,999	-0-	36 Active Listings	-0-	----
\$500,000 - \$549,999	03		03	10.0
\$550,000 - \$599,999	02	18.9 mo. supply	03	15.0
\$600,000 - \$699,999	-0-	Last Month: 20.8 mo.	03	----
\$700,000 - \$799,999	-0-		02	----
\$800,000 - \$899,999	-0-	Last Year: 12.9 mo.	-0-	----
\$900,000 - \$999,999	-0-		-0-	----
\$1,000,000 and over	-0-		01	----
TOTALS:	332		266	8.0
Last Year:	299 (+11.04%)		224 (+18.75%)	7.5

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued October 31, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
IBERIA PARISH - NEW CONSTRUCTION
January - October, 2018**

<u>Price Range</u>	<u>Number Reported Sold</u>	<u>Current # of Active Listings</u>	<u># of Months Supply</u>
\$19,999 OR UNDER	-0-	-0-	----
\$20,000 - \$29,999	-0-	-0-	----
\$30,000 - \$39,999	-0-	-0-	----
\$40,000 - \$49,999	-0-	-0-	----
\$50,000 - \$59,999	-0-	-0-	----
\$60,000 - \$69,999	-0-	-0-	----
\$70,000 - \$79,999	-0-	-0-	----
\$80,000 - \$89,999	-0-	-0-	----
\$90,000 - \$99,999	-0-	-0-	----
\$100,000 - \$109,999	-0-	-0-	----
\$110,000 - \$119,999	01	01	10.0
\$120,000 - \$129,999	-0-	-0-	----
\$130,000 - \$139,999	-0-	-0-	----
\$140,000 - \$149,999	-0-	-0-	----
\$150,000 - \$159,999	01	-0-	----
\$160,000 - \$169,999	01	-0-	----
\$170,000 - \$179,999	01	03	30.0
\$180,000 - \$189,999	-0-	-0-	----
\$190,000 - \$199,999	-0-	01	----
\$200,000 - \$219,999	01	-0-	----
\$220,000 - \$239,999	-0-	01	----
\$240,000 - \$259,999	01	-0-	----
\$260,000 - \$279,999	01	03	30.0
\$280,000 - \$299,999	-0-	01	----
\$300,000 - \$349,999	-0-	01	----
\$350,000 - \$399,999	03	02	6.7
\$400,000 - \$449,999	-0-	-0-	----
\$450,000 - \$499,999	-0-	-0-	----
\$500,000 - \$549,999	-0-	-0-	----
\$550,000 - \$599,999	-0-	-0-	----
\$600,000 - \$699,999	-0-	-0-	----
\$700,000 - \$799,999	-0-	-0-	----
\$800,000 - \$899,999	-0-	-0-	----
\$900,000 - \$999,999	-0-	-0-	----
\$1,000,000 and over	-0-	-0-	----
TOTALS:	10	13	15.4
Last Year:	10 (-30.00%)	10 (+30.00%)	10.0

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued October 31, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S. ST. LANDRY PARISH January - October, 2018

<u>Price Range</u>		<u>Number Reported Sold</u>		<u>Current # of Active Listings</u>		<u># of Months Supply</u>
\$19,999 OR UNDER		18		08		4.4
\$20,000 - \$29,999	67.8% of all sales reported are in this price range.	28	254 Sold	07	57.4% of all active listings reported are in this price range.	2.5
\$30,000 - \$39,999		18	205 Active Listings	08		4.4
\$40,000 - \$49,999		23	8.1 mo. supply	10		4.3
\$50,000 - \$59,999		21		10		4.8
\$60,000 - \$69,999		18	Last month: 7.9 mo.	17		9.4
\$70,000 - \$79,999	'18 254	'17 234	Last Year: 8.9 mo.	17	'18 205	'17 208
\$80,000 - \$89,999		20		24		
\$90,000 - \$99,999		16		23	-01.44%	14.4
\$100,000 - \$109,999	+08.55%	14		12		8.6
\$110,000 - \$119,999		15		10		6.7
\$120,000 - \$129,999		15		17		11.3
\$130,000 - \$139,999		12		24		20.0
\$140,000 - \$149,999		20		17		8.5
\$150,000 - \$159,999	26.9% of all sales reported are in this price range.	14	101 Sold	17	28.9% of all active listings reported are in this price range.	12.1
\$160,000 - \$169,999		14	103 Active Listings	18		12.9
\$170,000 - \$179,999		07	10.2 mo. supply	09		12.9
\$180,000 - \$189,999		09		07		7.8
\$190,000 - \$199,999	'18 101	'17 96	Last Month: 10.1 mo.	16	'18 103	'17 84
\$200,000 - \$219,999		08		04		5.0
\$220,000 - \$239,999		11	Last Year: 8.8 mo.	08		7.3
\$240,000 - \$259,999	+05.21%	14		06	+22.62%	4.3
\$260,000 - \$279,999		08		10		12.5
\$280,000 - \$299,999		06		08		13.3
\$300,000 - \$349,999	5.3% of all sales reported are in this price range.	10	20 Sold	12	13.7% of all active listings reported are in this price range.	12.0
\$350,000 - \$399,999		02	49 Active Listings	09		45.0
\$400,000 - \$449,999		03	24.5 mo. supply	05		16.7
\$450,000 - \$499,999		01		08		80.0
\$500,000 - \$549,999	'18 20	'17 20	Last Month: 25.4 mo.	05	'18 49	'17 46
\$550,000 - \$599,999		-0-		02		----
\$600,000 - \$699,999		-0-	Last Year: 23.0 mo.	02		----
\$700,000 - \$799,999	N/C	-0-		01	----	
\$800,000 - \$899,999		-0-		02	+06.52%	----
\$900,000 - \$999,999		-0-		-0-		----
\$1,000,000 and over		-0-		03		----
TOTALS:		375		357		9.5
Last Year:		350 (+07.14%)		338 (+05.62%)		9.7

SOURCE:

REALTOR® Association of Acadiana Multiple Listing Service compilation issued October 31, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.
ST. LANDRY PARISH - New Construction
January - October, 2018

<u>Price Range</u>	<u>Number Reported Sold</u>	<u>Current # of Active Listings</u>	<u># of Months Supply</u>
\$19,999 OR UNDER	-0-	-0-	----
\$20,000 - \$29,999	-0-	-0-	----
\$30,000 - \$39,999	-0-	-0-	----
\$40,000 - \$49,999	-0-	01	----
\$50,000 - \$59,999	-0-	-0-	----
\$60,000 - \$69,999	-0-	-0-	----
\$70,000 - \$79,999	-0-	-0-	----
\$80,000 - \$89,999	-0-	-0-	----
\$90,000 - \$99,999	-0-	-0-	----
\$100,000 - \$109,999	-0-	-0-	----
\$110,000 - \$119,999	-0-	02	----
\$120,000 - \$129,999	01	-0-	----
\$130,000 - \$139,999	-0-	-0-	----
\$140,000 - \$149,999	01	-0-	----
\$150,000 - \$159,999	-0-	02	----
\$160,000 - \$169,999	01	05	50.0
\$170,000 - \$179,999	01	01	10.0
\$180,000 - \$189,999	01	-0-	----
\$190,000 - \$199,999	01	02	20.0
\$200,000 - \$219,999	-0-	-0-	----
\$220,000 - \$239,999	02	-0-	----
\$240,000 - \$259,999	02	01	5.0
\$260,000 - \$279,999	-0-	03	----
\$280,000 - \$299,999	01	-0-	----
\$300,000 - \$349,999	-0-	-0-	----
\$350,000 - \$399,999	-0-	-0-	----
\$400,000 - \$449,999	-0-	-0-	----
\$450,000 - \$499,999	-0-	-0-	----
\$500,000 - \$549,999	-0-	-0-	----
\$550,000 - \$599,999	-0-	-0-	----
\$600,000 - \$699,999	-0-	-0-	----
\$700,000 - \$799,999	-0-	-0-	----
\$800,000 - \$899,999	-0-	-0-	----
\$900,000 - \$999,999	-0-	-0-	----
\$1,000,000 and over	-0-	-0-	----
TOTALS:	11	16	14.5
Last Year:	10 (N/C)	08 (+100.00%)	8.0

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued October 31, 2018 Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.
ST. MARTIN PARISH
January - October, 2018

Price Range	Number Reported Sold	Current # of Active Listings	# of Months Supply
\$19,999 OR UNDER	12	-0-	----
\$20,000 - \$29,999	07	02	2.9
\$30,000 - \$39,999	07	162 Sold	4.3
\$40,000 - \$49,999	20	50 Active Listings	2.5
\$50,000 - \$59,999	17		2.9
\$60,000 - \$69,999	09	3.1 mo. Supply	5.6
\$70,000 - \$79,999	09		5.6
\$80,000 - \$89,999	11	Last Month: 3.4 mo.	2.7
\$90,000 - \$99,999	11		3.6
\$100,000 - \$109,999	05		6.0
\$110,000 - \$119,999	11		4.5
\$120,000 - \$129,999	14		2.1
\$130,000 - \$139,999	15		1.3
\$140,000 - \$149,999	14		3.6
\$150,000 - \$159,999	15		9.3
\$160,000 - \$169,999	11		5.5
\$170,000 - \$179,999	08	94 Sold	8.8
\$180,000 - \$189,999	04	98 Active Listings	12.5
\$190,000 - \$199,999	06		11.7
\$200,000 - \$219,999	16	10.4 mo. Supply	5.6
\$220,000 - \$239,999	07		21.4
\$240,000 - \$259,999	15	Last Month: 9.4 mo.	4.7
\$260,000 - \$279,999	03		53.3
\$280,000 - \$299,999	09		13.3
\$300,000 - \$349,999	04		15.0
\$350,000 - \$399,999	02		60.0
\$400,000 - \$449,999	01	11 Sold	60.0
\$450,000 - \$499,999	02	40 Active Listings	20.0
\$500,000 - \$549,999	01		-0-
\$550,000 - \$599,999	01	36.4 mo. supply	10.0
\$600,000 - \$699,999	-0-		----
\$700,000 - \$799,999	-0-	Last Month: 38.7 mo.	----
\$800,000 - \$899,999	-0-		----
\$900,000 - \$999,999	-0-		----
\$1,000,000 and over	-0-		----
TOTALS:	267	188	7.0
Last Year:	222 (+20.27%)		

SOURCE: REALTOR Association of Acadiana Multiple Listing Service compilation issued October 31, 2018 Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace.

Sold Residential Properties Reported to M.L.S.
ACADIA PARISH
January – October, 2018

Price Range	Number Reported Sold	Current # of Active Listings	# of Months Supply
\$19,999 OR UNDER	07	03	4.3
\$20,000 - \$29,999	10	07	7.0
\$30,000 - \$39,999	12	04	3.3
\$40,000 - \$49,999	15	04	2.7
\$50,000 - \$59,999	11	06	5.5
\$60,000 - \$69,999	10	09	9.0
\$70,000 - \$79,999	10	06	6.0
\$80,000 - \$89,999	07	15	21.4
\$90,000 - \$99,999	10	11	11.0
\$100,000 - \$109,999	04	03	7.5
\$110,000 - \$119,999	11	05	4.5
\$120,000 - \$129,999	07	08	11.4
\$130,000 - \$139,999	10	15	15.0
\$140,000 - \$149,999	11	05	4.5
\$150,000 - \$159,999	07	05	7.1
\$160,000 - \$169,999	10	05	5.0
\$170,000 - \$179,999	10	02	2.0
\$180,000 - \$189,999	02	02	10.0
\$190,000 - \$199,999	02	01	5.0
\$200,000 - \$219,999	05	05	10.0
\$220,000 - \$239,999	06	08	13.3
\$240,000 - \$259,999	05	06	12.0
\$260,000 - \$279,999	06	01	1.7
\$280,000 - \$299,999	02	06	30.0
\$300,000 - \$349,999	05	04	8.0
\$350,000 - \$399,999	03	06	20.0
\$400,000 - \$449,999	-0-	-0-	----
\$450,000 - \$499,999	-0-	02	----
\$500,000 - \$549,999	-0-	02	----
\$550,000 - \$599,999	-0-	-0-	----
\$600,000 - \$699,999	-0-	01	----
\$700,000 - \$799,999	-0-	-0-	----
\$800,000 - \$899,999	-0-	-0-	----
\$900,000 - \$999,999	-0-	-0-	----
\$1,000,000 and over	-0-	01	----
TOTALS:	198	157	7.9
Last Year:	191 (+03.66%)		

SOURCE: REALTOR Association of Acadiana Multiple Listing Service compilation issued October 31, 2018. Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-plexes. The current active listings are as of October 31, 2018. MLS data does not reflect all activity within the marketplace

Residential Market Share

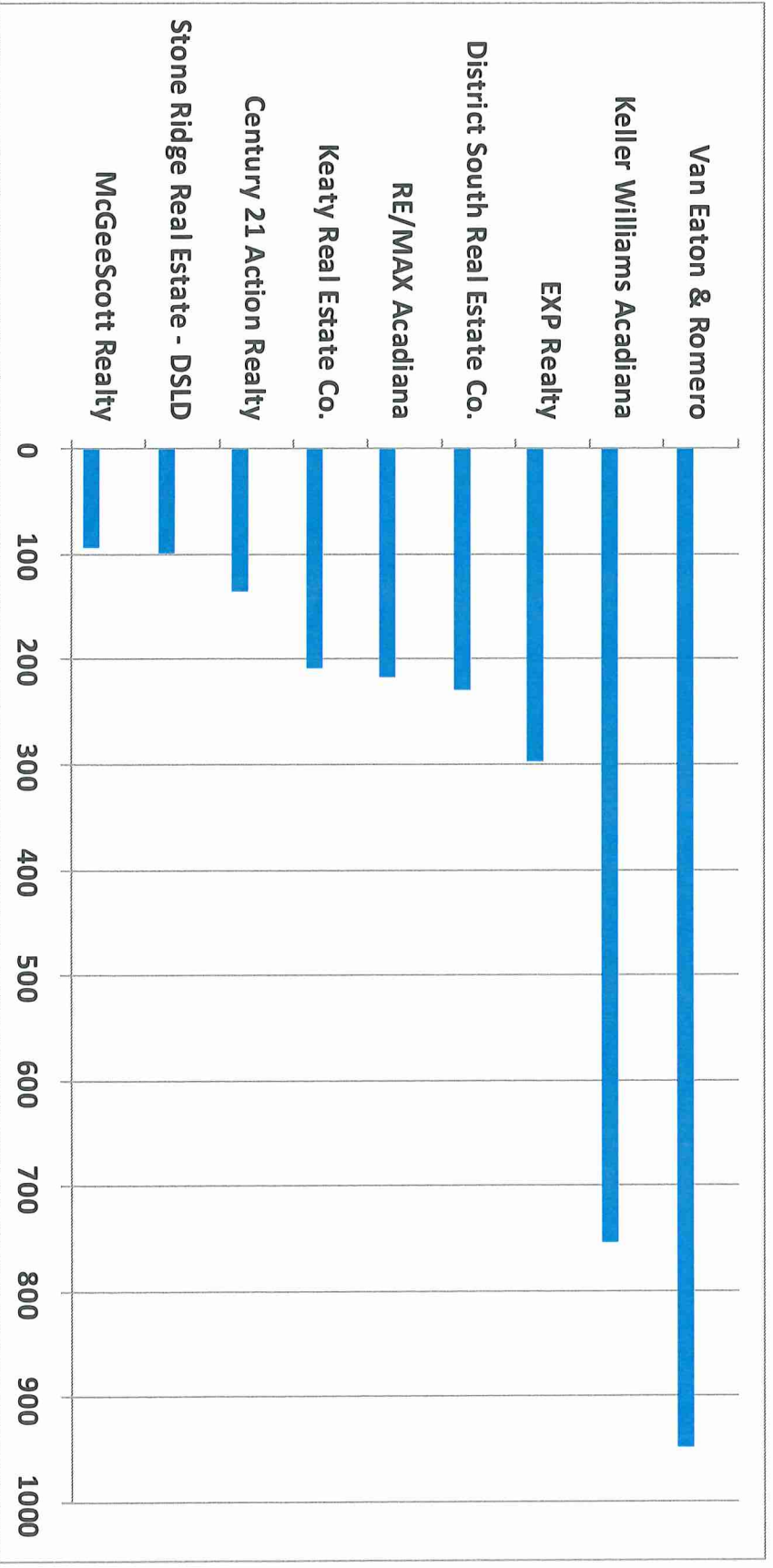
January – October 2018



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Closed Single Family Listing Sides
All GEO Areas/Parishes
 January – October 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential;
As of Saturday, November 10, 2018 9:55:35 AM

Date Range: 1/1/2018 to 10/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	948.0	219,274,749	231,302	21.03	25.52
2	Keller Williams Realty Acadiana (I000906)	754.5	127,655,718	169,192	16.74	14.86
3	EXP Realty, LLC (exprealty)	297.5	57,262,482	192,479	6.60	6.67
4	District South Real Estate Co. (I001224)	229.5	49,248,748	214,591	5.09	5.73
5	RE/MAX Acadiana (I000020)	217.0	42,800,514	197,237	4.81	4.98
6	Keaty Real Estate Company (I000932)	208.0	50,474,268	242,665	4.62	5.88
7	Century 21 Action Realty (I001065)	136.0	14,310,915	105,227	3.02	1.67
8	Stone Ridge Real Estate (I001089)	100.0	21,593,194	215,932	2.22	2.51
9	McGeeScott Realty (I001196)	94.0	16,045,440	170,696	2.09	1.87
10	Dwight W. Andrus Real Est, LLC (I000004)	86.0	24,315,285	282,736	1.91	2.83
11	Cicero Realty LLC (I001234)	86.0	18,553,991	215,744	1.91	2.16
12	Southern Lifestyle Realty, LLC (I001043)	84.0	26,886,999	320,083	1.86	3.13
13	Lamplighter Realty, LLC (I001186)	71.0	15,048,142	211,946	1.58	1.75
14	Brandon E. Breaux Real Estate (I000979)	68.0	4,925,310	72,431	1.51	0.57
15	Reliance Real Estate Group (I001039)	51.0	13,733,680	269,288	1.13	1.60
16	Century 21 DCG/Aguillard-Eunice (I001063)	51.0	4,346,927	85,234	1.13	0.51
17	HUNCO Real Estate (I001141)	49.0	9,941,632	202,890	1.09	1.16
18	Dream Home Realty, LLC (I001181)	49.0	6,931,638	141,462	1.09	0.81
19	Caffery Real Estate, Inc. (I000915)	47.0	3,982,743	84,739	1.04	0.46
20	Gateway Realty, Inc. (I000062)	33.0	2,921,783	88,539	0.73	0.34
21	Non-Mbr Office/Seller (I90001)	32.0	6,549,400	204,669	0.71	0.76
22	RE/MAX Rice Realty (I001103)	32.0	3,056,801	95,525	0.71	0.36
23	Realty of Acadiana, LLC (I001193)	32.0	1,602,851	50,089	0.71	0.19
24	Trahan Real Estate Group (I001137)	30.0	5,926,900	197,563	0.67	0.69
25	Century 21 DCG/Aguillard-Opel (I000987)	30.0	3,072,350	102,412	0.67	0.36
26	ReHive, LLC (I001228)	28.5	5,302,825	186,064	0.63	0.62
27	Real Estate de Louisiane (I000040)	26.0	4,868,600	187,254	0.58	0.57
28	Engel & Voelkers Lafayette (I000944)	25.5	6,438,700	252,498	0.57	0.75
29	Steve Stigall (I001133)	23.0	4,405,348	191,537	0.51	0.51
30	Choice Realty (I000991)	21.0	5,628,836	268,040	0.47	0.66
31	Goldie Locks Realty LLC (I001197)	20.0	3,491,100	174,555	0.44	0.41
32	Your Southern Real Estate Co. (I001135)	19.0	2,270,000	119,474	0.42	0.26
33	New Investors Inc (I000935)	19.0	1,219,150	64,166	0.42	0.14
34	NextHome Cutting Edge Realty (I001236)	18.0	3,778,000	209,889	0.40	0.44
35	Sam Robertson Real Estate Co (I000214)	18.0	2,241,550	124,531	0.40	0.26
36	Savvy Team Realty, LLC (I001123)	18.0	1,588,749	88,264	0.40	0.18
37	Cindy Herring Real Estate (I001038)	17.0	2,499,500	147,029	0.38	0.29
38	Sunrise Realty (I001078)	16.0	1,522,600	95,162	0.36	0.18
39	Rayne Realty Co, Inc (I000111)	15.5	2,011,500	129,774	0.34	0.23
40	Parish Realty Acadiana (I001178)	15.0	1,880,300	125,353	0.33	0.22

41 Mirian Real Estate (I000081)	14.0	2,960,750	211,482	0.31	0.34
42 Platinum Realty (I001092)	14.0	2,378,500	169,893	0.31	0.28
43 Kathy Dyson Realty (I001105)	14.0	1,472,750	105,196	0.31	0.17
44 Premier Realty of Acadiana LLC (I001172)	14.0	1,375,750	98,268	0.31	0.16
45 RealHome Services & Solutions (I001124)	14.0	851,903	60,850	0.31	0.10
46 Garber-Seaux Real Estate LLC (I001132)	13.0	2,486,914	191,301	0.29	0.29
47 Gauthier Real Estate, Inc. (I000036)	13.0	1,822,500	140,192	0.29	0.21
48 Red Door Realty Acadiana (I001187)	13.0	1,785,800	137,369	0.29	0.21
49 James Real Estate (I000925)	13.0	1,727,809	132,908	0.29	0.20
50 Robins Real Estate, LLC (I001120)	13.0	1,560,100	120,008	0.29	0.18
51 Cachet Real Estate, LLC (I001111)	12.5	1,524,800	121,984	0.28	0.18
52 A.L.C. Real Estate (I000016)	10.0	1,820,000	182,000	0.22	0.21
53 Core Realty (I000061)	10.0	1,544,000	154,400	0.22	0.18
54 Bon Aimee Realty (I001189)	10.0	743,679	74,368	0.22	0.09
55 Majestic Realty & Investments LLC (I001173)	9.0	1,070,300	118,922	0.20	0.12
56 Cajun Real Estate (I000975)	9.0	612,100	68,011	0.20	0.07
57 Rome Realty (I001106)	8.0	4,570,353	571,294	0.18	0.53
58 Atlas Realty of Acadiana (I001119)	8.0	1,076,000	134,500	0.18	0.13
59 LA Real Estate and Appraisal (I001032)	7.0	1,691,400	241,629	0.16	0.20
60 Hargroder Real Estate Group (I001199)	7.0	1,091,000	155,857	0.16	0.13
61 Christe Dailey Realty (I000917)	7.0	1,005,000	143,571	0.16	0.12
62 Thibodeaux Reed Realty, LLC (I001190)	7.0	986,900	140,986	0.16	0.11
63 Thomson Real Estate (I000967)	7.0	826,500	118,071	0.16	0.10
64 Broussard Realty & Appraisal (I001000)	7.0	535,600	76,514	0.16	0.06
65 Realty Realty, LLC (I001122)	7.0	531,000	75,857	0.16	0.06
66 Venus Realty Corporation (I000155)	6.0	2,399,900	399,983	0.13	0.28
67 Duncan Realty Professionals, LLC (I001217)	6.0	809,899	134,983	0.13	0.09
68 Guidry & Co. Real Estate, Inc. (I000109)	6.0	726,000	121,000	0.13	0.08
69 McGinn Real Estate Agency (I000911)	5.0	633,050	126,610	0.11	0.07
70 A. Reaux Real Estate, LLC (I001079)	5.0	532,800	106,560	0.11	0.06
71 CJS Custom Builders, LLC (I001227)	4.0	1,571,000	392,750	0.09	0.18
72 Frontline Real Estate Group (I001148)	4.0	500,000	125,000	0.09	0.06
73 Sky Universal Realty LLC (I001194)	4.0	467,900	116,975	0.09	0.05
74 Michael Doran R. E., LLC (I001159)	4.0	462,500	115,625	0.09	0.05
75 Williams Realty Group (I000977)	4.0	254,700	63,675	0.09	0.03
76 Real Broker, LLC (I001229)	3.5	648,950	185,414	0.08	0.08
77 Home Realty of Acadiana (I000996)	3.0	604,700	201,567	0.07	0.07
78 Magnolia Property Investments, LLC (I001041)	3.0	594,000	198,000	0.07	0.07
79 PMI Integrity Properties (I001195)	3.0	581,500	193,833	0.07	0.07
80 M & R Properties (I000099)	3.0	542,219	180,740	0.07	0.06
81 Beclon Real Estate (I001130)	3.0	430,500	143,500	0.07	0.05
82 Magnolia Real Estate & Construction (I000080)	3.0	391,500	130,500	0.07	0.05
83 Keller Williams Cenla Partners (I001095)	3.0	352,500	117,500	0.07	0.04
84 Rhodes Realty, LLC (I001240)	3.0	215,000	71,667	0.07	0.03
85 Camelot Realty (I000038)	3.0	212,500	70,833	0.07	0.02
86 Champs Real Estate & Prop. Mgt (I001156)	3.0	211,000	70,333	0.07	0.02
87 BG Realty & Management, LLC (I001184)	3.0	165,400	55,133	0.07	0.02
88 Cornerstone Realty (I000210)	2.0	840,850	420,425	0.04	0.10
89 Realty One, Inc. (I000070)	2.0	660,000	330,000	0.04	0.08
90 Spectrum Real Estate (I000032)	2.0	544,000	272,000	0.04	0.06
91 Fogleman and Fruge Realty, LLC (I000948)	2.0	473,000	236,500	0.04	0.06
92 RE/MAX Excellence (I001244)	2.0	314,200	157,100	0.04	0.04
93 Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.04	0.04
94 Titan Real Estate Services, LLC (I001110)	2.0	299,500	149,750	0.04	0.03
95 David Landry Real Estate, LLC (I001066)	2.0	276,900	138,450	0.04	0.03
96 GrandMark Realty, LLC (I001068)	2.0	270,000	135,000	0.04	0.03
97 Legacy Real Estate Services (I000955)	2.0	258,000	129,000	0.04	0.03

11/10/2018

Market Penetration/Saturation

98 Acadiana Metro Realty (I001037)	2.0	225,000	112,500	0.04	0.03
99 Credeur Properties (I000095)	2.0	185,000	92,500	0.04	0.02
100 Riverstone Realty LLC (I001025)	2.0	163,000	81,500	0.04	0.02
101 Bob Beyt Properties (I000928)	2.0	100,000	50,000	0.04	0.01
102 JL Real Estate, LLC (I001091)	1.5	224,000	149,333	0.03	0.03
103 Jeff Gossen (I000001)	1.0	467,000	467,000	0.02	0.05
104 Point Group Realty (I001241)	1.0	345,000	345,000	0.02	0.04
105 Pennant Real Estate (I001209)	1.0	242,500	242,500	0.02	0.03
106 Old South Realty (I000083)	1.0	202,200	202,200	0.02	0.02
107 Hebert Properties (I000216)	1.0	172,000	172,000	0.02	0.02
108 Ron J. Gaubert Realtors (I000984)	1.0	172,000	172,000	0.02	0.02
109 1 Percent Lists (I001232)	1.0	170,000	170,000	0.02	0.02
110 PROREE, LLC (I001150)	1.0	167,000	167,000	0.02	0.02
111 FSBOgizmo.com (I001222)	1.0	165,000	165,000	0.02	0.02
112 Darby & Associates (I000077)	1.0	130,000	130,000	0.02	0.02
113 Apex Properties of Acadiana (I001073)	1.0	113,230	113,230	0.02	0.01
114 The Real Estate Store Inc. (I001214)	1.0	95,000	95,000	0.02	0.01
115 Core Property Consultants, LLC (I001226)	1.0	91,000	91,000	0.02	0.01
116 Elite Realty Group Int'l LLC (I001118)	1.0	90,000	90,000	0.02	0.01
117 Chase Group Realty, LLC (I001183)	1.0	75,000	75,000	0.02	0.01
118 Better Homes, Ranches & Properties (I001016)	1.0	70,000	70,000	0.02	0.01
119 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.02	0.00
120 Engel & Voelkers Lake Charles (I001134)	0.5	152,500	305,000	0.01	0.02
Totals:	4507.0	859,062,627.52	190,606.31	100%	100%

Information is deemed to be reliable, but is not guaranteed. See [copyright notice](#).

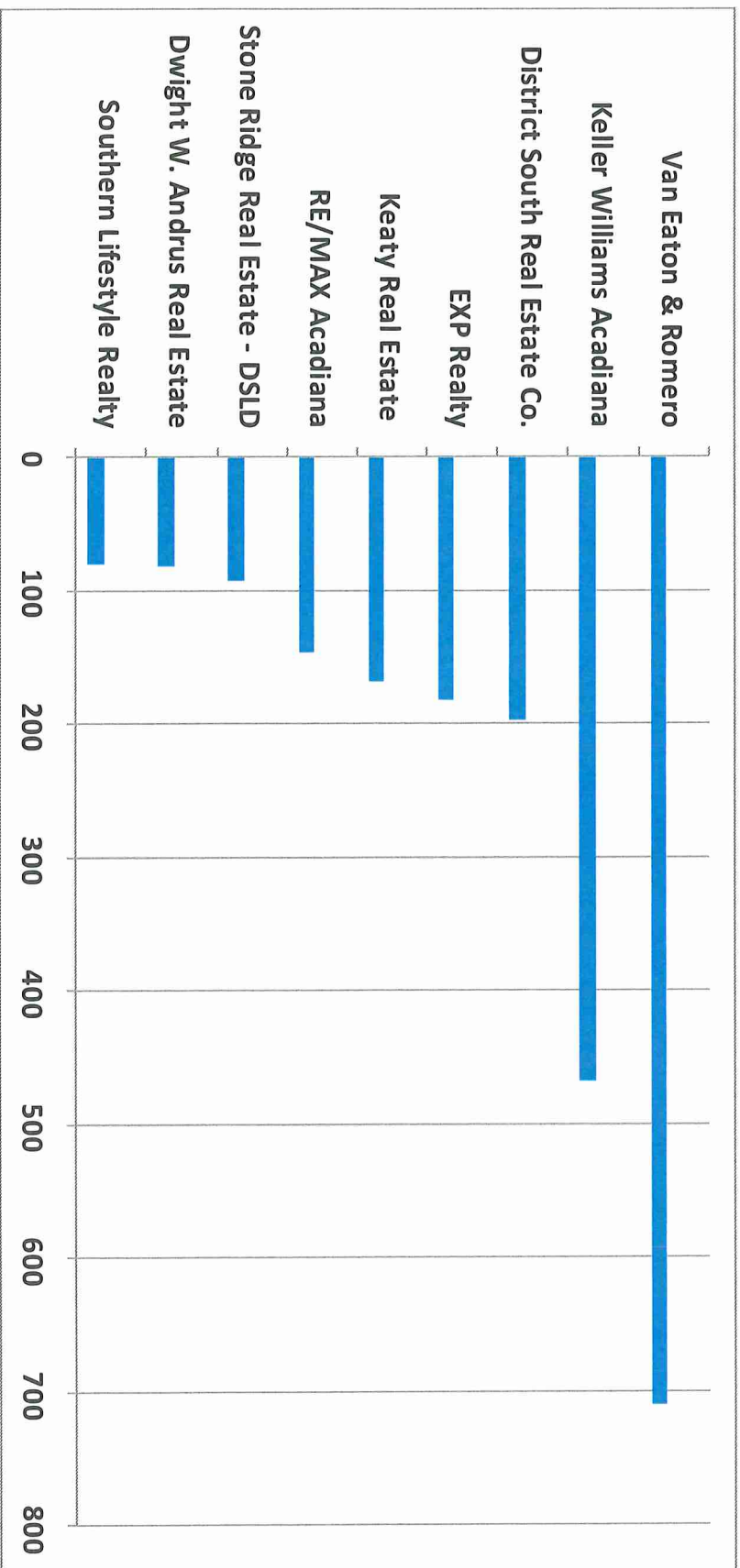


A LATTE & BLUM COMPANY



Closed Single Family Listing Sides – Lafayette Parish

January – October 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'Lafayette'.

As of Saturday, November 10, 2018 9:57:11 AM

Date Range: 1/1/2018 to 10/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	710.0	180,703,768	254,512	24.68	28.10
2	Keller Williams Realty Acadiana (I000906)	468.0	87,838,861	187,690	16.27	13.66
3	District South Real Estate Co. (I001224)	197.0	44,857,788	227,705	6.85	6.97
4	EXP Realty, LLC (exprealty)	182.0	39,352,386	216,222	6.33	6.12
5	Keaty Real Estate Company (I000932)	168.0	42,063,918	250,380	5.84	6.54
6	RE/MAX Acadiana (I000020)	147.0	32,055,389	218,064	5.11	4.98
7	Stone Ridge Real Estate (I001089)	93.0	20,175,254	216,938	3.23	3.14
8	Dwight W. Andrus Real Est, LLC (I000004)	82.0	23,616,285	288,003	2.85	3.67
9	Southern Lifestyle Realty, LLC (I001043)	80.0	25,709,099	321,364	2.78	4.00
10	Cicero Realty LLC (I001234)	77.0	16,749,012	217,520	2.68	2.60
11	Century 21 Action Realty (I001065)	67.0	8,653,692	129,160	2.33	1.35
12	Lamplighter Realty, LLC (I001186)	59.0	13,122,942	222,423	2.05	2.04
13	Reliance Real Estate Group (I001039)	46.0	12,349,680	268,471	1.60	1.92
14	HUNCO Real Estate (I001141)	35.0	7,772,832	222,081	1.22	1.21
15	Dream Home Realty, LLC (I001181)	25.0	4,731,625	189,265	0.87	0.74
16	Trahan Real Estate Group (I001137)	23.0	4,547,100	197,700	0.80	0.71
17	Steve Stigall (I001133)	23.0	4,405,348	191,537	0.80	0.68
18	Engel & Voelkers Lafayette (I000944)	22.5	5,838,200	259,476	0.78	0.91
19	Real Estate de Louisiane (I000040)	20.0	3,805,800	190,290	0.70	0.59
20	ReHive, LLC (I001228)	19.5	3,630,328	186,171	0.68	0.56
21	Gateway Realty, Inc. (I000062)	19.0	2,136,183	112,431	0.66	0.33
22	Choice Realty (I000991)	18.0	4,668,836	259,380	0.63	0.73
23	Non-Mbr Office/Seller (I90001)	17.0	3,931,000	231,235	0.59	0.61
24	Brandon E. Breaux Real Estate (I000979)	16.0	1,655,000	103,438	0.56	0.26
25	McGeeScott Realty (I001196)	15.0	3,316,090	221,073	0.52	0.52
26	Goldie Locks Realty LLC (I001197)	15.0	2,761,500	184,100	0.52	0.43
27	NextHome Cutting Edge Realty (I001236)	13.0	2,684,000	206,462	0.45	0.42
28	Red Door Realty Acadiana (I001187)	12.0	1,702,900	141,908	0.42	0.26
29	Mirian Real Estate (I000081)	11.0	2,599,750	236,341	0.38	0.40
30	Cachet Real Estate, LLC (I001111)	9.5	1,058,800	111,453	0.33	0.16
31	Savvy Team Realty, LLC (I001123)	9.0	982,500	109,167	0.31	0.15
32	Rome Realty (I001106)	8.0	4,570,353	571,294	0.28	0.71
33	Garber-Seaux Real Estate LLC (I001132)	8.0	1,670,000	208,750	0.28	0.26
34	RealHome Services & Solutions (I001124)	8.0	646,781	80,848	0.28	0.10
35	Gauthier Real Estate, Inc. (I000036)	7.0	1,120,100	160,014	0.24	0.17
36	Majestic Realty & Investments LLC (I001173)	7.0	877,400	125,343	0.24	0.14
37	Venus Realty Corporation (I000155)	6.0	2,399,900	399,983	0.21	0.37
38	Sam Robertson Real Estate Co (I000214)	6.0	1,078,900	179,817	0.21	0.17
39	Duncan Realty Professionals, LLC (I001217)	5.0	741,899	148,380	0.17	0.12
40	Atlas Realty of Acadiana (I001119)	5.0	738,000	147,600	0.17	0.11

41	A. Reaux Real Estate, LLC (I001079)	5.0	532,800	106,560	0.17	0.08
42	CJS Custom Builders, LLC (I001227)	4.0	1,571,000	392,750	0.14	0.24
43	Rayne Realty Co, Inc (I000111)	4.0	818,000	204,500	0.14	0.13
44	Your Southern Real Estate Co. (I001135)	4.0	718,500	179,625	0.14	0.11
45	Guidry & Co. Real Estate, Inc. (I000109)	4.0	579,000	144,750	0.14	0.09
46	James Real Estate (I000925)	4.0	566,510	141,628	0.14	0.09
47	Thibodeaux Reed Realty, LLC (I001190)	4.0	532,000	133,000	0.14	0.08
48	Frontline Real Estate Group (I001148)	4.0	500,000	125,000	0.14	0.08
49	Realty of Acadiana, LLC (I001193)	4.0	346,500	86,625	0.14	0.05
50	Williams Realty Group (I000977)	4.0	254,700	63,675	0.14	0.04
51	Magnolia Property Investments, LLC (I001041)	3.0	594,000	198,000	0.10	0.09
52	PMI Integrity Properties (I001195)	3.0	581,500	193,833	0.10	0.09
53	Hargroder Real Estate Group (I001199)	3.0	578,000	192,667	0.10	0.09
54	Parish Realty Acadiana (I001178)	3.0	561,000	187,000	0.10	0.09
55	McGinn Real Estate Agency (I000911)	3.0	551,550	183,850	0.10	0.09
56	Caffery Real Estate, Inc. (I000915)	3.0	469,050	156,350	0.10	0.07
57	Beclon Real Estate (I001130)	3.0	430,500	143,500	0.10	0.07
58	BG Realty & Management, LLC (I001184)	3.0	165,400	55,133	0.10	0.03
59	Real Broker, LLC (I001229)	2.5	451,950	180,780	0.09	0.07
60	Cornerstone Realty (I000210)	2.0	840,850	420,425	0.07	0.13
61	Spectrum Real Estate (I000032)	2.0	544,000	272,000	0.07	0.08
62	Kathy Dyson Realty (I001105)	2.0	333,000	166,500	0.07	0.05
63	Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.07	0.05
64	LA Real Estate and Appraisal (I001032)	2.0	310,000	155,000	0.07	0.05
65	Titan Real Estate Services, LLC (I001110)	2.0	299,500	149,750	0.07	0.05
66	Michael Doran R. E., LLC (I001159)	2.0	275,000	137,500	0.07	0.04
67	GrandMark Realty, LLC (I001068)	2.0	270,000	135,000	0.07	0.04
68	Legacy Real Estate Services (I000955)	2.0	258,000	129,000	0.07	0.04
69	Acadiana Metro Realty (I001037)	2.0	225,000	112,500	0.07	0.03
70	Home Realty of Acadiana (I000996)	2.0	213,700	106,850	0.07	0.03
71	Champs Real Estate & Prop. Mgt (I001156)	2.0	201,000	100,500	0.07	0.03
72	Realty One, Inc. (I000070)	1.0	575,000	575,000	0.03	0.09
73	Jeff Gossen (I000001)	1.0	467,000	467,000	0.03	0.07
74	Point Group Realty (I001241)	1.0	345,000	345,000	0.03	0.05
75	A.L.C. Real Estate (I000016)	1.0	285,000	285,000	0.03	0.04
76	Sky Universal Realty LLC (I001194)	1.0	247,900	247,900	0.03	0.04
77	Pennant Real Estate (I001209)	1.0	242,500	242,500	0.03	0.04
78	Old South Realty (I000083)	1.0	202,200	202,200	0.03	0.03
79	M & R Properties (I000099)	1.0	184,883	184,883	0.03	0.03
80	Hebert Properties (I000216)	1.0	172,000	172,000	0.03	0.03
81	Ron J. Gaubert Realtors (I000984)	1.0	172,000	172,000	0.03	0.03
82	1 Percent Lists (I001232)	1.0	170,000	170,000	0.03	0.03
83	PROREE, LLC (I001150)	1.0	167,000	167,000	0.03	0.03
84	FSBOgizmo.com (I001222)	1.0	165,000	165,000	0.03	0.03
85	Rhodes Realty, LLC (I001240)	1.0	165,000	165,000	0.03	0.03
86	Robins Real Estate, LLC (I001120)	1.0	165,000	165,000	0.03	0.03
87	David Landry Real Estate, LLC (I001066)	1.0	148,900	148,900	0.03	0.02
88	Darby & Associates (I000077)	1.0	130,000	130,000	0.03	0.02
89	New Investors Inc (I000935)	1.0	115,000	115,000	0.03	0.02
90	Century 21 DCG/Aguillard-Eunice (I001063)	1.0	113,400	113,400	0.03	0.02
91	Keller Williams Cenla Partners (I001095)	1.0	113,000	113,000	0.03	0.02
92	The Real Estate Store Inc. (I001214)	1.0	95,000	95,000	0.03	0.01
93	Chase Group Realty, LLC (I001183)	1.0	75,000	75,000	0.03	0.01
94	Better Homes, Ranches & Properties (I001016)	1.0	70,000	70,000	0.03	0.01
95	Century 21 DCG/Aguillard-Opel (I000987)	1.0	55,000	55,000	0.03	0.01
96	Credeur Properties (I000095)	1.0	40,000	40,000	0.03	0.01
97	Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.03	0.00

11/10/2018

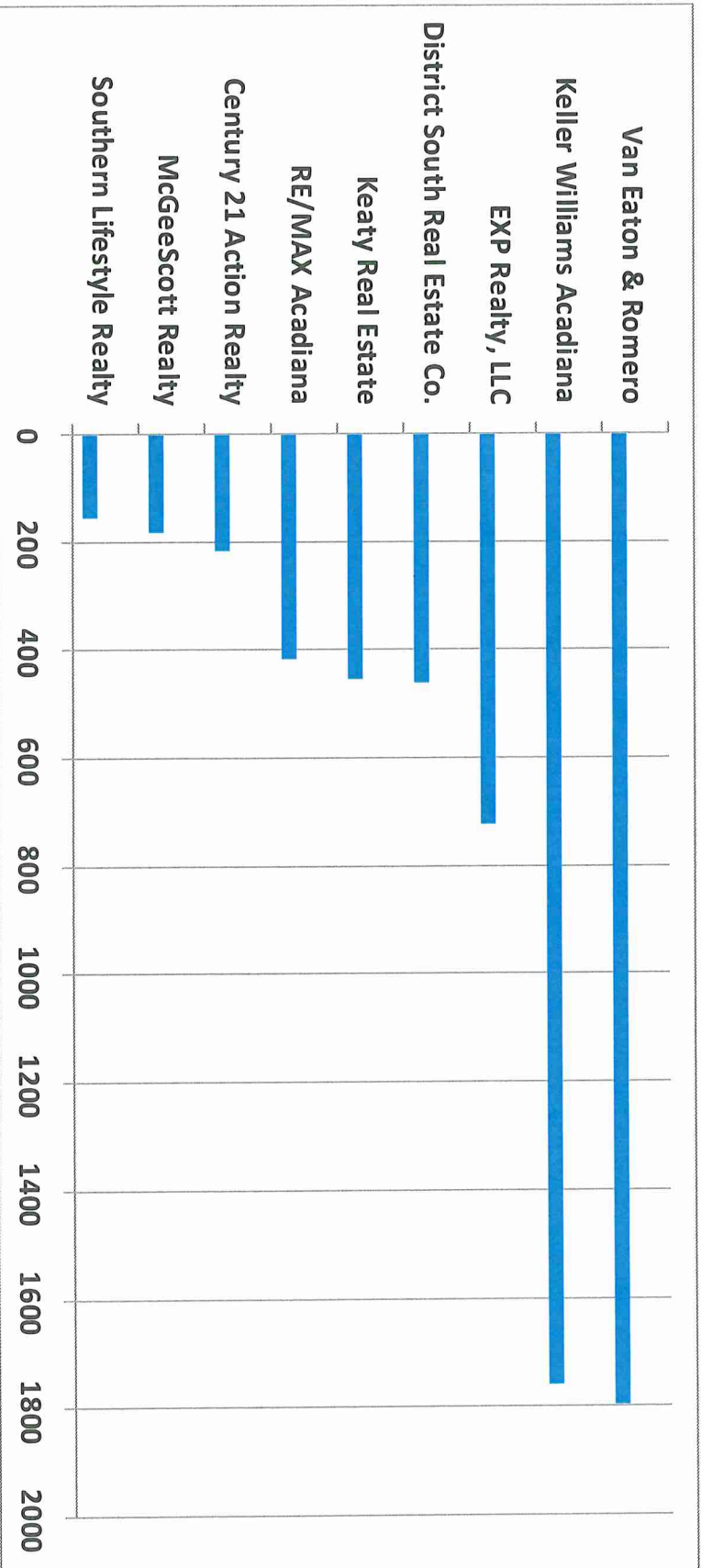
Market Penetration/Saturation

98 Engel & Voelkers Lake Charles (I001134)	0.5	152,500	305,000	0.02	0.02
99 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.02	0.02
Totals:	2877.0	643,171,095.76	223,556.17	100%	100%

Information is deemed to be reliable, but is not guaranteed. See [copyright notice](#).



**Closed Single Family Listing or Selling Sides
All GEO Areas/Parishes
January – October 2018**



Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential;

As of Saturday, November 10, 2018 9:58:16 AM

Date Range: 1/1/2018 to 10/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	1798.0	413,820,718	230,156	19.95	24.09
2	Keller Williams Realty Acadiana (I000906)	1758.5	308,277,219	175,307	19.51	17.94
3	EXP Realty, LLC (exprealty)	724.5	130,636,225	180,312	8.04	7.60
4	District South Real Estate Co. (I001224)	462.0	98,398,741	212,984	5.13	5.73
5	Keaty Real Estate Company (I000932)	456.0	110,261,591	241,802	5.06	6.42
6	RE/MAX Acadiana (I000020)	417.0	82,924,202	198,859	4.63	4.83
7	Century 21 Action Realty (I001065)	216.0	23,483,642	108,721	2.40	1.37
8	McGeeScott Realty (I001196)	183.0	32,462,603	177,391	2.03	1.89
9	Non-Mbr Office/Seller (I90001)	163.5	28,844,004	176,416	1.81	1.68
10	Southern Lifestyle Realty, LLC (I001043)	157.0	49,728,345	316,741	1.74	2.89
11	Dream Home Realty, LLC (I001181)	144.0	20,815,615	144,553	1.60	1.21
12	Dwight W. Andrus Real Est, LLC (I000004)	135.0	37,746,110	279,601	1.50	2.20
13	Stone Ridge Real Estate (I001089)	115.0	24,846,954	216,060	1.28	1.45
14	Cicero Realty LLC (I001234)	107.0	23,107,040	215,954	1.19	1.34
15	HUNCO Real Estate (I001141)	91.0	19,645,431	215,884	1.01	1.14
16	Brandon E. Breaux Real Estate (I000979)	91.0	6,825,925	75,010	1.01	0.40
17	Lamplighter Realty, LLC (I001186)	84.0	18,017,662	214,496	0.93	1.05
18	Century 21 DCG/Aguillard-Eunice (I001063)	82.0	6,971,428	85,017	0.91	0.41
19	Parish Realty Acadiana (I001178)	75.0	11,002,188	146,696	0.83	0.64
20	RE/MAX Rice Realty (I001103)	71.0	6,698,901	94,351	0.79	0.39
21	Caffery Real Estate, Inc. (I000915)	69.0	6,481,643	93,937	0.77	0.38
22	Trahan Real Estate Group (I001137)	60.0	12,512,400	208,540	0.67	0.73
23	Century 21 DCG/Aguillard-Opel (I000987)	58.0	5,669,192	97,745	0.64	0.33
24	Reliance Real Estate Group (I001039)	54.0	13,871,930	256,888	0.60	0.81
25	Engel & Voelkers Lafayette (I000944)	52.5	12,447,800	237,101	0.58	0.72
26	ReHive, LLC (I001228)	49.5	9,251,547	186,900	0.55	0.54
27	NextHome Cutting Edge Realty (I001236)	48.0	8,941,686	186,285	0.53	0.52
28	Realty of Acadiana, LLC (I001193)	44.0	2,591,451	58,897	0.49	0.15
29	Goldie Locks Realty LLC (I001197)	43.0	7,189,190	167,190	0.48	0.42
30	Red Door Realty Acadiana (I001187)	42.0	6,630,805	157,876	0.47	0.39
31	Gateway Realty, Inc. (I000062)	42.0	3,834,783	91,304	0.47	0.22
32	Your Southern Real Estate Co. (I001135)	40.0	5,343,605	133,590	0.44	0.31
33	Mirian Real Estate (I000081)	35.0	6,697,949	191,370	0.39	0.39
34	Real Estate de Louisiane (I000040)	33.0	5,903,600	178,897	0.37	0.34
35	Cindy Herring Real Estate (I001038)	32.0	4,279,875	133,746	0.36	0.25
36	Sam Robertson Real Estate Co (I000214)	31.5	3,993,100	126,765	0.35	0.23
37	Sunrise Realty (I001078)	31.0	3,150,750	101,637	0.34	0.18
38	Platinum Realty (I001092)	30.0	5,612,400	187,080	0.33	0.33
39	Rayne Realty Co, Inc (I000111)	28.5	3,708,600	130,126	0.32	0.22
40	Savvy Team Realty, LLC (I001123)	28.0	2,880,399	102,871	0.31	0.17

41 Real Broker, LLC (I001229)	27.5	4,419,090	160,694	0.31	0.26
42 Kathy Dyson Realty (I001105)	27.0	3,860,000	142,963	0.30	0.22
43 New Investors Inc (I000935)	27.0	1,686,150	62,450	0.30	0.10
44 Bon Aimee Realty (I001189)	26.0	2,125,858	81,764	0.29	0.12
45 Cachet Real Estate, LLC (I001111)	25.5	3,591,100	140,827	0.28	0.21
46 Steve Stigall (I001133)	24.0	4,613,848	192,244	0.27	0.27
47 Gauthier Real Estate, Inc. (I000036)	24.0	3,541,400	147,558	0.27	0.21
48 Guidry & Co. Real Estate, Inc. (I000109)	24.0	3,169,218	132,051	0.27	0.18
49 A.L.C. Real Estate (I000016)	23.0	5,163,500	224,500	0.26	0.30
50 Majestic Realty & Investments LLC (I001173)	23.0	2,723,785	118,425	0.26	0.16
51 Hargroder Real Estate Group (I001199)	22.0	4,515,026	205,228	0.24	0.26
52 Garber-Seaux Real Estate LLC (I001132)	22.0	4,026,914	183,042	0.24	0.23
53 Thomson Real Estate (I000967)	22.0	3,008,000	136,727	0.24	0.18
54 Choice Realty (I000991)	21.0	5,628,836	268,040	0.23	0.33
55 Atlas Realty of Acadiana (I001119)	21.0	3,067,800	146,086	0.23	0.18
56 Robins Real Estate, LLC (I001120)	21.0	2,697,700	128,462	0.23	0.16
57 Premier Realty of Acadiana LLC (I001172)	21.0	2,020,700	96,224	0.23	0.12
58 Reality Realty, LLC (I001122)	21.0	1,624,380	77,351	0.23	0.09
59 James Real Estate (I000925)	19.0	3,437,319	180,912	0.21	0.20
60 Duncan Realty Professionals, LLC (I001217)	19.0	2,522,999	132,789	0.21	0.15
61 Thibodeaux Reed Realty, LLC (I001190)	17.0	1,892,875	111,346	0.19	0.11
62 Christe Dailey Realty (I000917)	16.0	2,587,730	161,733	0.18	0.15
63 Williams Realty Group (I000977)	15.0	1,696,700	113,113	0.17	0.10
64 RealHome Services & Solutions (I001124)	14.0	851,903	60,850	0.16	0.05
65 Rome Realty (I001106)	13.0	6,922,086	532,468	0.14	0.40
66 LA Real Estate and Appraisal (I001032)	13.0	3,019,400	232,262	0.14	0.18
67 Core Realty (I000061)	13.0	1,955,000	150,385	0.14	0.11
68 Sky Universal Realty LLC (I001194)	13.0	1,613,400	124,108	0.14	0.09
69 Frontline Real Estate Group (I001148)	12.0	1,641,900	136,825	0.13	0.10
70 Broussard Realty & Appraisal (I001000)	12.0	1,188,600	99,050	0.13	0.07
71 Cajun Real Estate (I000975)	12.0	858,100	71,508	0.13	0.05
72 A. Reaux Real Estate, LLC (I001079)	11.0	1,985,140	180,467	0.12	0.12
73 Better Homes, Ranches & Properties (I001016)	11.0	1,340,450	121,859	0.12	0.08
74 Realty One, Inc. (I000070)	9.0	1,979,900	219,989	0.10	0.12
75 Beclon Real Estate (I001130)	9.0	1,662,300	184,700	0.10	0.10
76 David Landry Real Estate, LLC (I001066)	9.0	1,584,400	176,044	0.10	0.09
77 Legacy Real Estate Services (I000955)	9.0	1,260,800	140,089	0.10	0.07
78 Venus Realty Corporation (I000155)	7.0	2,804,900	400,700	0.08	0.16
79 GrandMark Realty, LLC (I001068)	7.0	1,152,400	164,629	0.08	0.07
80 Champs Real Estate & Prop. Mgt (I001156)	7.0	739,500	105,643	0.08	0.04
81 McGinn Real Estate Agency (I000911)	6.5	683,800	105,200	0.07	0.04
82 Cornerstone Realty (I000210)	6.0	1,856,700	309,450	0.07	0.11
83 Michael Doran R. E., LLC (I001159)	6.0	687,500	114,583	0.07	0.04
84 Camelot Realty (I000038)	6.0	414,500	69,083	0.07	0.02
85 Chase Group Realty, LLC (I001183)	5.0	1,638,300	327,660	0.06	0.10
86 PMI Integrity Properties (I001195)	5.0	1,332,500	266,500	0.06	0.08
87 Spectrum Real Estate (I000032)	5.0	1,278,300	255,660	0.06	0.07
88 M & R Properties (I000099)	5.0	968,219	193,644	0.06	0.06
89 Magnolia Property Investments, LLC (I001041)	5.0	921,500	184,300	0.06	0.05
90 Magnolia Real Estate & Construction (I000080)	5.0	734,995	146,999	0.06	0.04
91 CJS Custom Builders, LLC (I001227)	4.0	1,571,000	392,750	0.04	0.09
92 Home Realty of Acadiana (I000996)	4.0	1,089,700	272,425	0.04	0.06
93 Ron J. Gaubert Realtors (I000984)	4.0	839,000	209,750	0.04	0.05
94 Keller Williams Cenla Partners (I001095)	4.0	584,500	146,125	0.04	0.03
95 RE/MAX Excellence (I001244)	4.0	405,400	101,350	0.04	0.02
96 Credeur Properties (I000095)	4.0	377,500	94,375	0.04	0.02
97 Riverstone Realty LLC (I001025)	4.0	326,000	81,500	0.04	0.02

11/10/2018

Market Penetration/Saturation

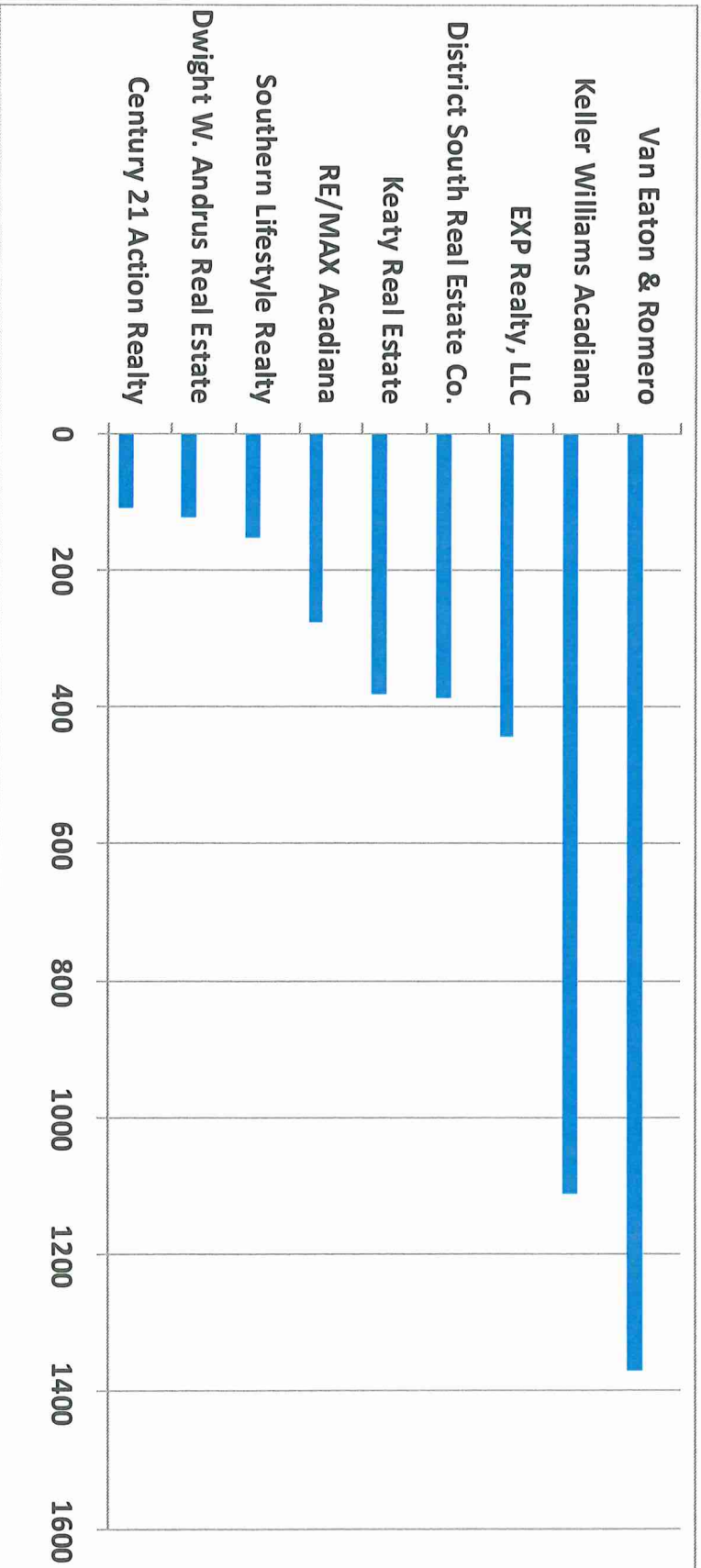
98 Rhodes Realty, LLC (I001240)	4.0	252,000	63,000	0.04	0.01
99 BG Realty & Management, LLC (I001184)	4.0	176,800	44,200	0.04	0.01
100 Engel & Voelkers Lake Charles (I001134)	3.5	1,097,000	313,429	0.04	0.06
101 Fogleman and Fruge Realty, LLC (I000948)	3.0	708,000	236,000	0.03	0.04
102 Acadiana Metro Realty (I001037)	3.0	586,500	195,500	0.03	0.03
103 PROREE, LLC (I001150)	3.0	554,000	184,667	0.03	0.03
104 1 Percent Lists (I001232)	3.0	528,000	176,000	0.03	0.03
105 Titan Real Estate Services, LLC (I001110)	3.0	422,500	140,833	0.03	0.02
106 Jeff Gossen (I000001)	2.0	934,000	467,000	0.02	0.05
107 Point Group Realty (I001241)	2.0	615,500	307,750	0.02	0.04
108 Old South Realty (I000083)	2.0	422,200	211,100	0.02	0.02
109 Darby & Associates (I000077)	2.0	397,750	198,875	0.02	0.02
110 The Real Estate Store Inc. (I001214)	2.0	365,000	182,500	0.02	0.02
111 Core Real Estate Agency (I001188)	2.0	356,400	178,200	0.02	0.02
112 Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.02	0.02
113 Advantage Realty, LLC (I000965)	2.0	203,000	101,500	0.02	0.01
114 Bob Beyt Properties (I000928)	2.0	100,000	50,000	0.02	0.01
115 JL Real Estate, LLC (I001091)	1.5	224,000	149,333	0.02	0.01
116 Stirling Properties, Inc. (I000973)	1.0	399,000	399,000	0.01	0.02
117 MPW Properties (I001205)	1.0	367,000	367,000	0.01	0.02
118 Pennant Real Estate (I001209)	1.0	242,500	242,500	0.01	0.01
119 The George Group, LLC (I001215)	1.0	229,500	229,500	0.01	0.01
120 Veterans Realty Group (I001145)	1.0	203,000	203,000	0.01	0.01
121 Hebert Properties (I000216)	1.0	172,000	172,000	0.01	0.01
122 FSBOgizmo.com (I001222)	1.0	165,000	165,000	0.01	0.01
123 Everland Realty of Louisiana L (I001202)	1.0	140,000	140,000	0.01	0.01
124 Pequod, Inc. (I000910)	1.0	115,000	115,000	0.01	0.01
125 Apex Properties of Acadiana (I001073)	1.0	113,230	113,230	0.01	0.01
126 Core Property Consultants, LLC (I001226)	1.0	91,000	91,000	0.01	0.01
127 Elite Realty Group Int'l LLC (I001118)	1.0	90,000	90,000	0.01	0.01
128 Marquis Realty Group, LLC (I001044)	1.0	64,000	64,000	0.01	0.00
129 PrimeVue (I001127)	1.0	52,000	52,000	0.01	0.00
130 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.01	0.00
Totals:	9014.0	1,718,125,255.04	190,606.31	100%	100%

Information is deemed to be reliable, but is not guaranteed. See [copyright notice](#).



A LATTER & BLUM COMPANY ERA

**Closed Single Family Listing or Selling Sides
Lafayette Parish
January – October 2018**



Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'Lafayette'.

As of Saturday, November 10, 2018 9:58:55 AM

Date Range: 1/1/2018 to 10/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	1370.0	346,126,898	252,647	23.81	26.91
2	Keller Williams Realty Acadiana (I000906)	1111.0	220,217,499	198,216	19.31	17.12
3	EXP Realty, LLC (exprealty)	444.0	90,506,799	203,844	7.72	7.04
4	District South Real Estate Co. (I001224)	388.0	87,525,627	225,582	6.74	6.80
5	Keaty Real Estate Company (I000932)	381.0	95,716,435	251,224	6.62	7.44
6	RE/MAX Acadiana (I000020)	278.0	61,476,477	221,138	4.83	4.78
7	Southern Lifestyle Realty, LLC (I001043)	152.0	48,307,745	317,814	2.64	3.76
8	Dwight W. Andrus Real Est, LLC (I000004)	123.0	35,389,810	287,722	2.14	2.75
9	Century 21 Action Realty (I001065)	109.0	15,170,263	139,177	1.89	1.18
10	Stone Ridge Real Estate (I001089)	108.0	23,429,014	216,935	1.88	1.82
11	Cicero Realty LLC (I001234)	94.0	20,506,967	218,159	1.63	1.59
12	Non-Mbr Office/Seller (I90001)	83.0	17,769,133	214,086	1.44	1.38
13	Lamplighter Realty, LLC (I001186)	71.0	15,918,462	224,204	1.23	1.24
14	HUNCO Real Estate (I001141)	62.0	15,177,212	244,794	1.08	1.18
15	Dream Home Realty, LLC (I001181)	61.0	11,663,545	191,206	1.06	0.91
16	Reliance Real Estate Group (I001039)	49.0	12,487,930	254,856	0.85	0.97
17	Trahan Real Estate Group (I001137)	48.0	10,457,100	217,856	0.83	0.81
18	Engel & Voelkers Lafayette (I000944)	45.5	11,337,300	249,171	0.79	0.88
19	McGeeScott Realty (I001196)	38.0	8,013,451	210,880	0.66	0.62
20	ReHive, LLC (I001228)	37.5	7,212,051	192,321	0.65	0.56
21	NextHome Cutting Edge Realty (I001236)	35.0	6,713,286	191,808	0.61	0.52
22	Red Door Realty Acadiana (I001187)	34.0	5,663,305	166,568	0.59	0.44
23	Goldie Locks Realty LLC (I001197)	29.0	5,171,000	178,310	0.50	0.40
24	Mirian Real Estate (I000081)	27.0	5,351,450	198,202	0.47	0.42
25	Real Estate de Louisiane (I000040)	26.0	4,785,800	184,069	0.45	0.37
26	Steve Stigall (I001133)	24.0	4,613,848	192,244	0.42	0.36
27	Gateway Realty, Inc. (I000062)	24.0	2,847,183	118,633	0.42	0.22
28	Parish Realty Acadiana (I001178)	23.0	4,013,113	174,483	0.40	0.31
29	Brandon E. Breaux Real Estate (I000979)	22.0	2,664,865	121,130	0.38	0.21
30	Real Broker, LLC (I001229)	20.5	3,469,090	169,224	0.36	0.27
31	Choice Realty (I000991)	18.0	4,668,836	259,380	0.31	0.36
32	Majestic Realty & Investments LLC (I001173)	17.0	2,154,185	126,717	0.30	0.17
33	Garber-Seaux Real Estate LLC (I001132)	16.0	3,080,000	192,500	0.28	0.24
34	Savvy Team Realty, LLC (I001123)	16.0	2,113,900	132,119	0.28	0.16
35	Cachet Real Estate, LLC (I001111)	15.5	2,332,200	150,465	0.27	0.18
36	Gauthier Real Estate, Inc. (I000036)	15.0	2,511,500	167,433	0.26	0.20
37	Atlas Realty of Acadiana (I001119)	14.0	2,157,800	154,129	0.24	0.17
38	Duncan Realty Professionals, LLC (I001217)	14.0	2,110,899	150,778	0.24	0.16
39	Hargroder Real Estate Group (I001199)	13.0	2,864,688	220,361	0.23	0.22
40	Guidry & Co. Real Estate, Inc. (I000109)	13.0	2,167,300	166,715	0.23	0.17

41 Rome Realty (I001106)	12.0	6,803,586	566,966	0.21	0.53
42 A. Reaux Real Estate, LLC (I001079)	11.0	1,985,140	180,467	0.19	0.15
43 Williams Realty Group (I000977)	10.0	1,218,200	121,820	0.17	0.09
44 A.L.C. Real Estate (I000016)	9.0	2,539,700	282,189	0.16	0.20
45 Sam Robertson Real Estate Co (I000214)	9.0	1,837,400	204,156	0.16	0.14
46 Beclon Real Estate (I001130)	9.0	1,662,300	184,700	0.16	0.13
47 Frontline Real Estate Group (I001148)	9.0	1,460,400	162,267	0.16	0.11
48 Thibodeaux Reed Realty, LLC (I001190)	9.0	1,224,000	136,000	0.16	0.10
49 Rayne Realty Co, Inc (I000111)	8.0	1,666,700	208,338	0.14	0.13
50 Caffery Real Estate, Inc. (I000915)	8.0	1,410,750	176,344	0.14	0.11
51 Legacy Real Estate Services (I000955)	8.0	1,121,600	140,200	0.14	0.09
52 RealHome Services & Solutions (I001124)	8.0	646,781	80,848	0.14	0.05
53 Venus Realty Corporation (I000155)	7.0	2,804,900	400,700	0.12	0.22
54 Your Southern Real Estate Co. (I001135)	7.0	1,630,665	232,952	0.12	0.13
55 LA Real Estate and Appraisal (I001032)	7.0	1,426,000	203,714	0.12	0.11
56 GrandMark Realty, LLC (I001068)	7.0	1,152,400	164,629	0.12	0.09
57 Realty of Acadiana, LLC (I001193)	7.0	895,800	127,971	0.12	0.07
58 Cornerstone Realty (I000210)	6.0	1,856,700	309,450	0.10	0.14
59 David Landry Real Estate, LLC (I001066)	6.0	1,053,400	175,567	0.10	0.08
60 Sky Universal Realty LLC (I001194)	6.0	1,042,400	173,733	0.10	0.08
61 James Real Estate (I000925)	6.0	913,520	152,253	0.10	0.07
62 Champs Real Estate & Prop. Mgt (I001156)	6.0	729,500	121,583	0.10	0.06
63 Chase Group Realty, LLC (I001183)	5.0	1,638,300	327,660	0.09	0.13
64 Realty One, Inc. (I000070)	5.0	1,419,900	283,980	0.09	0.11
65 PMI Integrity Properties (I001195)	5.0	1,332,500	266,500	0.09	0.10
66 Spectrum Real Estate (I000032)	5.0	1,278,300	255,660	0.09	0.10
67 Kathy Dyson Realty (I001105)	5.0	959,800	191,960	0.09	0.07
68 CJS Custom Builders, LLC (I001227)	4.0	1,571,000	392,750	0.07	0.12
69 Ron J. Gaubert Realtors (I000984)	4.0	839,000	209,750	0.07	0.07
70 Magnolia Property Investments, LLC (I001041)	4.0	742,500	185,625	0.07	0.06
71 Better Homes, Ranches & Properties (I001016)	4.0	611,500	152,875	0.07	0.05
72 BG Realty & Management, LLC (I001184)	4.0	176,800	44,200	0.07	0.01
73 M & R Properties (I000099)	3.0	610,883	203,628	0.05	0.05
74 Acadiana Metro Realty (I001037)	3.0	586,500	195,500	0.05	0.05
75 McGinn Real Estate Agency (I000911)	3.0	551,550	183,850	0.05	0.04
76 Michael Doran R. E., LLC (I001159)	3.0	440,000	146,667	0.05	0.03
77 Titan Real Estate Services, LLC (I001110)	3.0	422,500	140,833	0.05	0.03
78 Engel & Voelkers Lake Charles (I001134)	2.5	997,000	398,800	0.04	0.08
79 Jeff Gossen (I000001)	2.0	934,000	467,000	0.03	0.07
80 Platinum Realty (I001092)	2.0	926,900	463,450	0.03	0.07
81 Point Group Realty (I001241)	2.0	615,500	307,750	0.03	0.05
82 Old South Realty (I000083)	2.0	422,200	211,100	0.03	0.03
83 Darby & Associates (I000077)	2.0	397,750	198,875	0.03	0.03
84 Robins Real Estate, LLC (I001120)	2.0	368,500	184,250	0.03	0.03
85 The Real Estate Store Inc. (I001214)	2.0	365,000	182,500	0.03	0.03
86 Core Real Estate Agency (I001188)	2.0	356,400	178,200	0.03	0.03
87 Keller Williams Cenla Partners (I001095)	2.0	345,000	172,500	0.03	0.03
88 PROREE, LLC (I001150)	2.0	334,000	167,000	0.03	0.03
89 Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.03	0.02
90 Home Realty of Acadiana (I000996)	2.0	213,700	106,850	0.03	0.02
91 Stirling Properties, Inc. (I000973)	1.0	399,000	399,000	0.02	0.03
92 MPW Properties (I001205)	1.0	367,000	367,000	0.02	0.03
93 Broussard Realty & Appraisal (I001000)	1.0	255,000	255,000	0.02	0.02
94 Pennant Real Estate (I001209)	1.0	242,500	242,500	0.02	0.02
95 The George Group, LLC (I001215)	1.0	229,500	229,500	0.02	0.02
96 Magnolia Real Estate & Construction (I000080)	1.0	179,495	179,495	0.02	0.01
97 Hebert Properties (I000216)	1.0	172,000	172,000	0.02	0.01

11/10/2018

Market Penetration/Saturation

98 1 Percent Lists (I001232)	1.0	170,000	170,000	0.02	0.01
99 FSBOgizmo.com (I001222)	1.0	165,000	165,000	0.02	0.01
100 Rhodes Realty, LLC (I001240)	1.0	165,000	165,000	0.02	0.01
101 Everland Realty of Louisiana L (I001202)	1.0	140,000	140,000	0.02	0.01
102 Advantage Realty, LLC (I000965)	1.0	138,000	138,000	0.02	0.01
103 RE/MAX Rice Realty (I001103)	1.0	133,500	133,500	0.02	0.01
104 Pequod, Inc. (I000910)	1.0	115,000	115,000	0.02	0.01
105 New Investors Inc (I000935)	1.0	115,000	115,000	0.02	0.01
106 Century 21 DCG/Aguillard-Eunice (I001063)	1.0	113,400	113,400	0.02	0.01
107 Realty Realty, LLC (I001122)	1.0	98,400	98,400	0.02	0.01
108 Cindy Herring Real Estate (I001038)	1.0	84,000	84,000	0.02	0.01
109 Marquis Realty Group, LLC (I001044)	1.0	64,000	64,000	0.02	0.00
110 Century 21 DCG/Aguillard-Opel (I000987)	1.0	55,000	55,000	0.02	0.00
111 PrimeVue (I001127)	1.0	52,000	52,000	0.02	0.00
112 Credeur Properties (I000095)	1.0	40,000	40,000	0.02	0.00
113 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.02	0.00
114 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.01	0.01
Totals:	5754.0	1,286,342,191.52	223,556.17	100%	100%

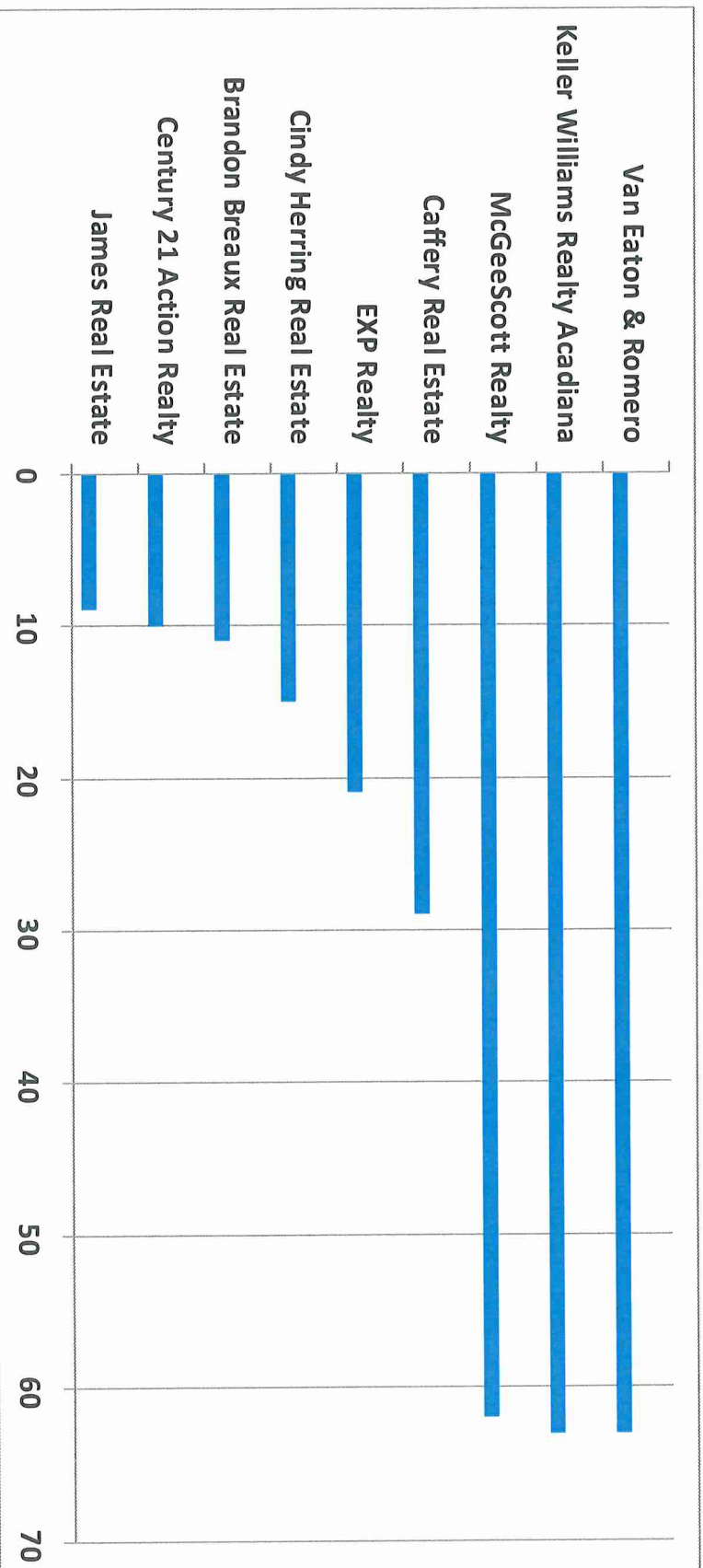
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A LATTE & BLUM COMPANY ERA

Closed Single Family Listing Sides – Iberia Parish

January – October 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'Iberia'.

As of Saturday, November 10, 2018 9:59:56 AM

Date Range: 1/1/2018 to 10/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	63.0	10,059,062	159,668	18.42	20.68
2	Keller Williams Realty Acadiana (I000906)	63.0	9,771,578	155,104	18.42	20.09
3	McGeeScott Realty (I001196)	62.0	9,872,350	159,231	18.13	20.30
4	Caffery Real Estate, Inc. (I000915)	29.0	2,772,075	95,589	8.48	5.70
5	EXP Realty, LLC (exprealty)	21.0	3,290,400	156,686	6.14	6.77
6	Cindy Herring Real Estate (I001038)	15.0	2,312,500	154,167	4.39	4.76
7	Brandon E. Breaux Real Estate (I000979)	11.0	890,600	80,964	3.22	1.83
8	Century 21 Action Realty (I001065)	10.0	1,002,350	100,235	2.92	2.06
9	James Real Estate (I000925)	9.0	1,161,299	129,033	2.63	2.39
10	RE/MAX Acadiana (I000020)	7.0	944,275	134,896	2.05	1.94
11	New Investors Inc (I000935)	7.0	405,350	57,907	2.05	0.83
12	District South Real Estate Co. (I001224)	6.0	670,800	111,800	1.75	1.38
13	Dream Home Realty, LLC (I001181)	6.0	431,500	71,917	1.75	0.89
14	Keaty Real Estate Company (I000932)	3.0	830,000	276,667	0.88	1.71
15	Real Estate de Louisiane (I000040)	3.0	554,800	184,933	0.88	1.14
16	Savvy Team Realty, LLC (I001123)	3.0	157,900	52,633	0.88	0.32
17	Gateway Realty, Inc. (I000062)	3.0	146,500	48,833	0.88	0.30
18	Southern Lifestyle Realty, LLC (I001043)	2.0	593,000	296,500	0.58	1.22
19	Lamplighter Realty, LLC (I001186)	2.0	341,500	170,750	0.58	0.70
20	ReHive, LLC (I001228)	2.0	333,000	166,500	0.58	0.68
21	Atlas Realty of Acadiana (I001119)	2.0	233,000	116,500	0.58	0.48
22	Majestic Realty & Investments LLC (I001173)	2.0	192,900	96,450	0.58	0.40
23	Bob Beyt Properties (I000928)	2.0	100,000	50,000	0.58	0.21
24	Reliance Real Estate Group (I001039)	1.0	575,000	575,000	0.29	1.18
25	Engel & Voelkers Lafayette (I000944)	1.0	168,000	168,000	0.29	0.35
26	Non-Mbr Office/Seller (I90001)	1.0	165,000	165,000	0.29	0.34
27	Your Southern Real Estate Co. (I001135)	1.0	150,000	150,000	0.29	0.31
28	NextHome Cutting Edge Realty (I001236)	1.0	140,000	140,000	0.29	0.29
29	Cachet Real Estate, LLC (I001111)	1.0	133,000	133,000	0.29	0.27
30	JL Real Estate, LLC (I001091)	1.0	119,000	119,000	0.29	0.24
31	Dwight W. Andrus Real Est, LLC (I000004)	1.0	85,000	85,000	0.29	0.17
32	Realty of Acadiana, LLC (I001193)	1.0	29,900	29,900	0.29	0.06
Totals:		342.0	48,631,639.00	142,197.77	100%	100%

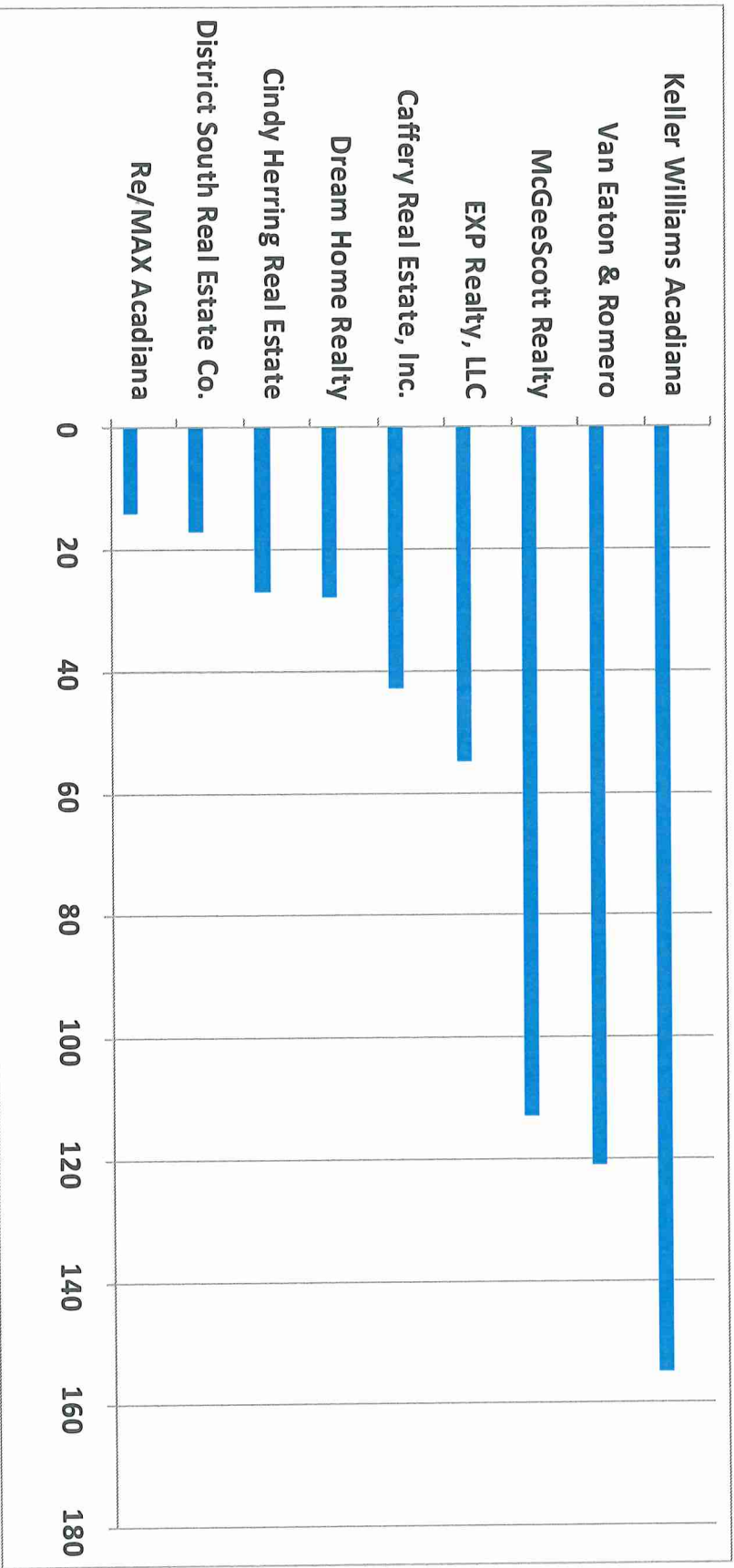
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A LATTER & BLUM COMPANY



Closed Single Family Listing or Selling Sides - Iberia Parish January – October 2018



Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'Iberia'.

As of Saturday, November 10, 2018 10:00:25 AM

Date Range: 1/1/2018 to 10/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	154.5	23,030,244	149,063	22.59	23.68
2	Van Eaton & Romero (I001163)	121.0	18,379,761	151,899	17.69	18.90
3	McGeeScott Realty (I001196)	113.0	18,941,000	167,619	16.52	19.47
4	EXP Realty, LLC (exprealty)	55.0	7,866,750	143,032	8.04	8.09
5	Caffery Real Estate, Inc. (I000915)	43.0	4,196,475	97,592	6.29	4.31
6	Dream Home Realty, LLC (I001181)	28.0	3,185,499	113,768	4.09	3.28
7	Cindy Herring Real Estate (I001038)	27.0	3,620,875	134,106	3.95	3.72
8	District South Real Estate Co. (I001224)	16.5	1,828,600	110,824	2.41	1.88
9	RE/MAX Acadiana (I000020)	14.0	1,844,975	131,784	2.05	1.90
10	Brandon E. Breaux Real Estate (I000979)	14.0	1,083,700	77,407	2.05	1.11
11	James Real Estate (I000925)	13.0	2,523,799	194,138	1.90	2.59
12	Keaty Real Estate Company (I000932)	12.0	2,093,500	174,458	1.75	2.15
13	Century 21 Action Realty (I001065)	12.0	1,253,350	104,446	1.75	1.29
14	New Investors Inc (I000935)	9.0	488,850	54,317	1.32	0.50
15	Non-Mbr Office/Seller (I90001)	4.0	787,500	196,875	0.58	0.81
16	Better Homes, Ranches & Properties (I001016)	4.0	433,900	108,475	0.58	0.45
17	Majestic Realty & Investments LLC (I001173)	4.0	366,900	91,725	0.58	0.38
18	Real Estate de Louisiane (I000040)	3.0	554,800	184,933	0.44	0.57
19	Atlas Realty of Acadiana (I001119)	3.0	418,000	139,333	0.44	0.43
20	Savvy Team Realty, LLC (I001123)	3.0	157,900	52,633	0.44	0.16
21	Gateway Realty, Inc. (I000062)	3.0	146,500	48,833	0.44	0.15
22	Southern Lifestyle Realty, LLC (I001043)	2.0	593,000	296,500	0.29	0.61
23	Thomson Real Estate (I000967)	2.0	479,000	239,500	0.29	0.49
24	Lamplighter Realty, LLC (I001186)	2.0	341,500	170,750	0.29	0.35
25	ReHive, LLC (I001228)	2.0	333,000	166,500	0.29	0.34
26	Bob Beyt Properties (I000928)	2.0	100,000	50,000	0.29	0.10
27	Realty of Acadiana, LLC (I001193)	2.0	59,800	29,900	0.29	0.06
28	Duncan Realty Professionals, LLC (I001217)	2.0	42,500	21,250	0.29	0.04
29	Reliance Real Estate Group (I001039)	1.0	575,000	575,000	0.15	0.59
30	1 Percent Lists (I001232)	1.0	200,000	200,000	0.15	0.21
31	Real Broker, LLC (I001229)	1.0	185,000	185,000	0.15	0.19
32	Engel & Voelkers Lafayette (I000944)	1.0	168,000	168,000	0.15	0.17
33	Your Southern Real Estate Co. (I001135)	1.0	150,000	150,000	0.15	0.15
34	NextHome Cutting Edge Realty (I001236)	1.0	140,000	140,000	0.15	0.14
35	Legacy Real Estate Services (I000955)	1.0	139,200	139,200	0.15	0.14
36	Cachet Real Estate, LLC (I001111)	1.0	133,000	133,000	0.15	0.14
37	Goldie Locks Realty LLC (I001197)	1.0	129,900	129,900	0.15	0.13
38	JL Real Estate, LLC (I001091)	1.0	119,000	119,000	0.15	0.12
39	Dwight W. Andrus Real Est, LLC (I000004)	1.0	85,000	85,000	0.15	0.09
40	Advantage Realty, LLC (I000965)	1.0	65,000	65,000	0.15	0.07

11/10/2018

Market Penetration/Saturation

41 Frontline Real Estate Group (I001148)	1.0	17,500	17,500	0.15	0.02
42 Thibodeaux Reed Realty, LLC (I001190)	1.0	5,000	5,000	0.15	0.01
Totals:	684.0	97,263,278.00	142,197.77	100%	100%

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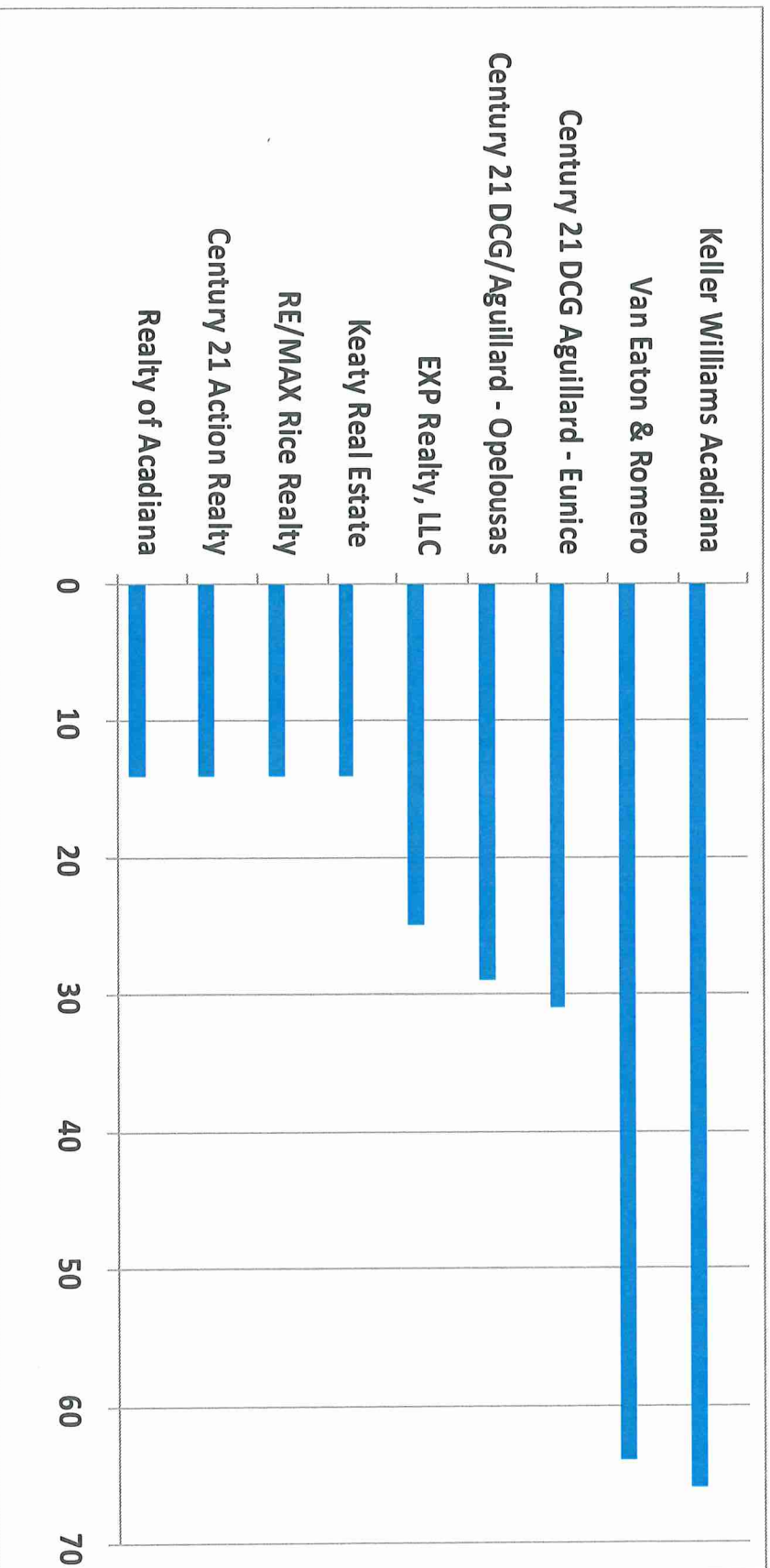


A LATTER & BLUM COMPANY



Closed Single Family Listing Sides – St. Landry Parish

January – October 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'St Landry'.

As of Saturday, November 10, 2018 10:01:51 AM

Date Range: 1/1/2018 to 10/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	66.0	8,849,329	134,081	17.60	18.66
2	Van Eaton & Romero (I001163)	64.0	10,491,400	163,928	17.07	22.12
3	Century 21 DCG/Aguillard-Eunice (I001063)	31.0	2,365,901	76,319	8.27	4.99
4	Century 21 DCG/Aguillard-Opel (I000987)	29.0	3,017,350	104,047	7.73	6.36
5	EXP Realty, LLC (exprealty)	25.0	3,696,200	147,848	6.67	7.79
6	Keaty Real Estate Company (I000932)	14.0	2,848,875	203,491	3.73	6.01
7	RE/MAX Rice Realty (I001103)	14.0	1,558,550	111,325	3.73	3.29
8	Century 21 Action Realty (I001065)	14.0	1,281,004	91,500	3.73	2.70
9	Realty of Acadiana, LLC (I001193)	14.0	664,051	47,432	3.73	1.40
10	RE/MAX Acadiana (I000020)	11.0	1,597,500	145,227	2.93	3.37
11	Cajun Real Estate (I000975)	8.0	538,600	67,325	2.13	1.14
12	Robins Real Estate, LLC (I001120)	7.0	1,100,500	157,214	1.87	2.32
13	Realty Realty, LLC (I001122)	7.0	531,000	75,857	1.87	1.12
14	Gauthier Real Estate, Inc. (I000036)	6.0	702,400	117,067	1.60	1.48
15	ReHive, LLC (I001228)	4.0	793,997	198,499	1.07	1.67
16	District South Real Estate Co. (I001224)	4.0	661,110	165,278	1.07	1.39
17	Brandon E. Breaux Real Estate (I000979)	4.0	170,520	42,630	1.07	0.36
18	HUNCO Real Estate (I001141)	3.0	438,000	146,000	0.80	0.92
19	Magnolia Real Estate & Construction (I000080)	3.0	391,500	130,500	0.80	0.83
20	Hargroder Real Estate Group (I001199)	3.0	368,000	122,667	0.80	0.78
21	Mirian Real Estate (I000081)	3.0	361,000	120,333	0.80	0.76
22	Christe Dailey Realty (I000917)	3.0	271,000	90,333	0.80	0.57
23	Dream Home Realty, LLC (I001181)	3.0	263,000	87,667	0.80	0.55
24	RealHome Services & Solutions (I001124)	3.0	126,922	42,307	0.80	0.27
25	Gateway Realty, Inc. (I000062)	3.0	110,700	36,900	0.80	0.23
26	Goldie Locks Realty LLC (I001197)	2.0	389,900	194,950	0.53	0.82
27	M & R Properties (I000099)	2.0	357,336	178,668	0.53	0.75
28	Parish Realty Acadiana (I001178)	2.0	317,000	158,500	0.53	0.67
29	RE/MAX Excellence (I001244)	2.0	314,200	157,100	0.53	0.66
30	Keller Williams Cenla Partners (I001095)	2.0	239,500	119,750	0.53	0.50
31	McGinn Real Estate Agency (I000911)	2.0	81,500	40,750	0.53	0.17
32	Sam Robertson Real Estate Co (I000214)	2.0	66,000	33,000	0.53	0.14
33	Trahan Real Estate Group (I001137)	1.0	540,000	540,000	0.27	1.14
34	Choice Realty (I000991)	1.0	310,000	310,000	0.27	0.65
35	Reliance Real Estate Group (I001039)	1.0	265,000	265,000	0.27	0.56
36	Real Broker, LLC (I001229)	1.0	197,000	197,000	0.27	0.42
37	Non-Mbr Office/Seller (I90001)	1.0	185,000	185,000	0.27	0.39
38	Savvy Team Realty, LLC (I001123)	1.0	165,599	165,599	0.27	0.35
39	NextHome Cutting Edge Realty (I001236)	1.0	145,000	145,000	0.27	0.31
40	Southern Lifestyle Realty, LLC (I001043)	1.0	139,900	139,900	0.27	0.29

11/10/2018

Market Penetration/Saturation

41 Riverstone Realty LLC (I001025)	1.0	120,000	120,000	0.27	0.25
42 Cindy Herring Real Estate (I001038)	1.0	110,000	110,000	0.27	0.23
43 Atlas Realty of Acadiana (I001119)	1.0	105,000	105,000	0.27	0.22
44 Red Door Realty Acadiana (I001187)	1.0	82,900	82,900	0.27	0.17
45 Engel & Voelkers Lafayette (I000944)	1.0	82,500	82,500	0.27	0.17
46 Rhodes Realty, LLC (I001240)	1.0	13,000	13,000	0.27	0.03
47 Champs Real Estate & Prop. Mgt (I001156)	1.0	10,000	10,000	0.27	0.02
Totals:	375.0	47,434,744.26	126,492.65	100%	100%

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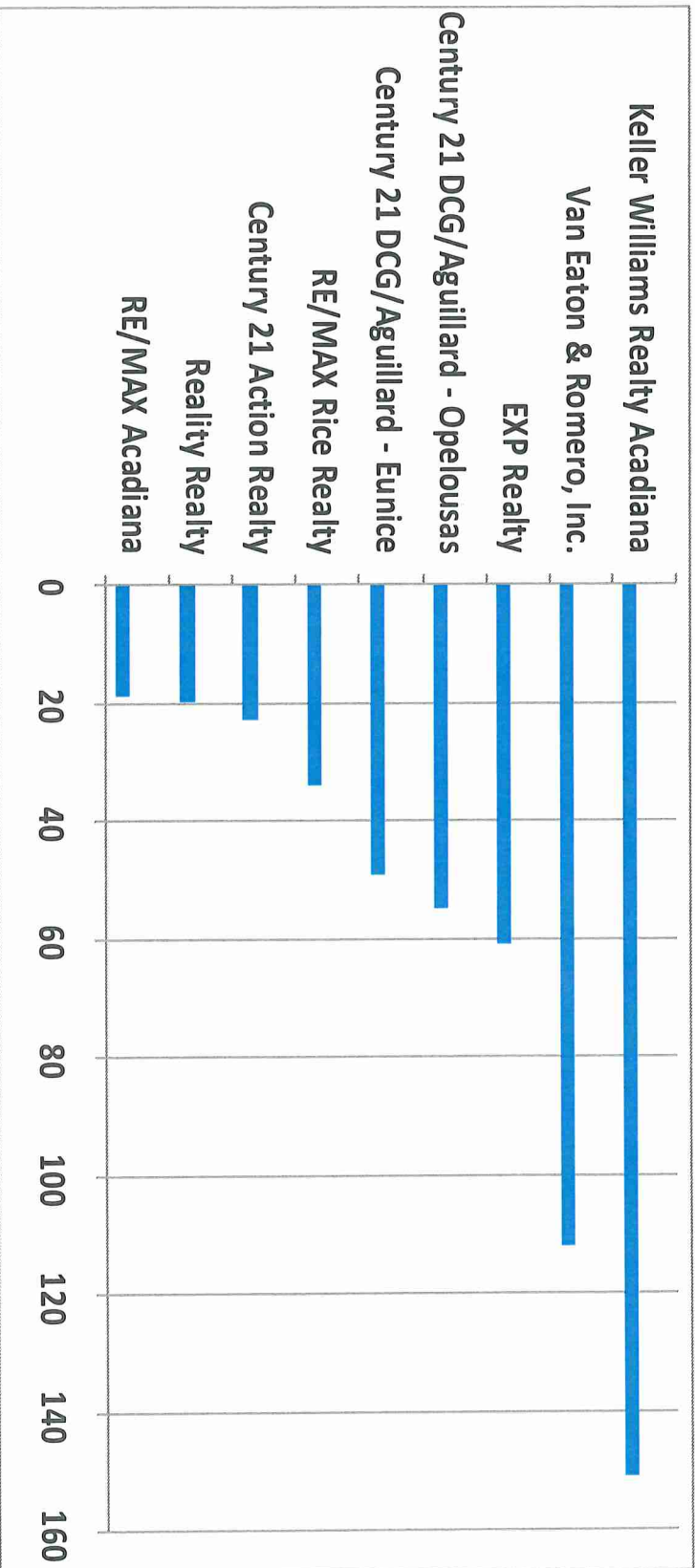
A LATTE & BLUM COMPANY



Closed Single Family Listing or Selling Sides -

St. Landry Parish

January – October 2018



Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential; Parish of 'St Landry'.

As of Saturday, November 10, 2018 10:02:23 AM

Date Range: 1/1/2018 to 10/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	150.5	20,380,276	135,417	20.07	21.48
2	Van Eaton & Romero (I001163)	112.0	18,330,220	163,663	14.93	19.32
3	EXP Realty, LLC (exprealty)	61.0	8,095,100	132,707	8.13	8.53
4	Century 21 DCG/Aguillard-Opel (I000987)	55.0	5,542,692	100,776	7.33	5.84
5	Century 21 DCG/Aguillard-Eunice (I001063)	49.0	3,743,401	76,396	6.53	3.95
6	RE/MAX Rice Realty (I001103)	34.0	3,508,500	103,191	4.53	3.70
7	Century 21 Action Realty (I001065)	23.0	1,636,209	71,140	3.07	1.72
8	Realty Realty, LLC (I001122)	20.0	1,525,980	76,299	2.67	1.61
9	RE/MAX Acadiana (I000020)	19.0	2,552,500	134,342	2.53	2.69
10	Keaty Real Estate Company (I000932)	17.0	3,784,075	222,593	2.27	3.99
11	Realty of Acadiana, LLC (I001193)	16.0	750,551	46,909	2.13	0.79
12	Parish Realty Acadiana (I001178)	13.0	1,981,775	152,444	1.73	2.09
13	Non-Mbr Office/Seller (I90001)	13.0	1,185,860	91,220	1.73	1.25
14	District South Real Estate Co. (I001224)	11.0	1,808,010	164,365	1.47	1.91
15	Cajun Real Estate (I000975)	11.0	784,600	71,327	1.47	0.83
16	Robins Real Estate, LLC (I001120)	10.0	1,835,500	183,550	1.33	1.93
17	Gauthier Real Estate, Inc. (I000036)	9.0	1,029,900	114,433	1.20	1.09
18	Dream Home Realty, LLC (I001181)	8.0	610,000	76,250	1.07	0.64
19	Hargroder Real Estate Group (I001199)	6.0	1,142,338	190,390	0.80	1.20
20	Christe Dailey Realty (I000917)	6.0	921,230	153,538	0.80	0.97
21	ReHive, LLC (I001228)	5.0	953,996	190,799	0.67	1.01
22	HUNCO Real Estate (I001141)	5.0	835,999	167,200	0.67	0.88
23	Mirian Real Estate (I000081)	5.0	765,499	153,100	0.67	0.81
24	Red Door Realty Acadiana (I001187)	5.0	543,800	108,760	0.67	0.57
25	Brandon E. Breaux Real Estate (I000979)	5.0	213,520	42,704	0.67	0.23
26	Goldie Locks Realty LLC (I001197)	4.0	957,900	239,475	0.53	1.01
27	NextHome Cutting Edge Realty (I001236)	4.0	633,000	158,250	0.53	0.67
28	Magnolia Real Estate & Construction (I000080)	4.0	555,500	138,875	0.53	0.59
29	Real Broker, LLC (I001229)	4.0	490,000	122,500	0.53	0.52
30	RE/MAX Excellence (I001244)	4.0	405,400	101,350	0.53	0.43
31	Sam Robertson Real Estate Co (I000214)	4.0	131,500	32,875	0.53	0.14
32	McGinn Real Estate Agency (I000911)	3.5	132,250	37,786	0.47	0.14
33	Dwight W. Andrus Real Est, LLC (I000004)	3.0	840,000	280,000	0.40	0.89
34	Cindy Herring Real Estate (I001038)	3.0	498,000	166,000	0.40	0.52
35	Sky Universal Realty LLC (I001194)	3.0	348,000	116,000	0.40	0.37
36	Guidry & Co. Real Estate, Inc. (I000109)	3.0	317,500	105,833	0.40	0.33
37	Better Homes, Ranches & Properties (I001016)	3.0	295,050	98,350	0.40	0.31
38	Atlas Realty of Acadiana (I001119)	3.0	242,000	80,667	0.40	0.26
39	RealHome Services & Solutions (I001124)	3.0	126,922	42,307	0.40	0.13
40	Gateway Realty, Inc. (I000062)	3.0	110,700	36,900	0.40	0.12

41 M & R Properties (I000099)	2.0	357,336	178,668	0.27	0.38
42 Riverstone Realty LLC (I001025)	2.0	240,000	120,000	0.27	0.25
43 Keller Williams Cenla Partners (I001095)	2.0	239,500	119,750	0.27	0.25
44 Engel & Voelkers Lafayette (I000944)	2.0	232,000	116,000	0.27	0.24
45 Frontline Real Estate Group (I001148)	2.0	164,000	82,000	0.27	0.17
46 Trahan Real Estate Group (I001137)	1.0	540,000	540,000	0.13	0.57
47 A.L.C. Real Estate (I000016)	1.0	318,000	318,000	0.13	0.34
48 Choice Realty (I000991)	1.0	310,000	310,000	0.13	0.33
49 Reliance Real Estate Group (I001039)	1.0	265,000	265,000	0.13	0.28
50 PROREE, LLC (I001150)	1.0	220,000	220,000	0.13	0.23
51 Veterans Realty Group (I001145)	1.0	203,000	203,000	0.13	0.21
52 Savvy Team Realty, LLC (I001123)	1.0	165,599	165,599	0.13	0.17
53 Cachet Real Estate, LLC (I001111)	1.0	162,000	162,000	0.13	0.17
54 Bon Aimee Realty (I001189)	1.0	140,000	140,000	0.13	0.15
55 Southern Lifestyle Realty, LLC (I001043)	1.0	139,900	139,900	0.13	0.15
56 David Landry Real Estate, LLC (I001066)	1.0	123,000	123,000	0.13	0.13
57 Engel & Voelkers Lake Charles (I001134)	1.0	100,000	100,000	0.13	0.11
58 Rayne Realty Co, Inc (I000111)	1.0	95,000	95,000	0.13	0.10
59 Williams Realty Group (I000977)	1.0	65,000	65,000	0.13	0.07
60 Duncan Realty Professionals, LLC (I001217)	1.0	62,700	62,700	0.13	0.07
61 Camelot Realty (I000038)	1.0	62,000	62,000	0.13	0.07
62 Majestic Realty & Investments LLC (I001173)	1.0	49,700	49,700	0.13	0.05
63 Credeur Properties (I000095)	1.0	47,500	47,500	0.13	0.05
64 Rhodes Realty, LLC (I001240)	1.0	13,000	13,000	0.13	0.01
65 Champs Real Estate & Prop. Mgt (I001156)	1.0	10,000	10,000	0.13	0.01

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