



A **LATTER & BLUM** COMPANY 

The text "A **LATTER & BLUM** COMPANY" is in a blue, serif font. To the right is the ERA logo, which consists of a red house icon above the letters "ERA" in blue, with "REAL ESTATE" in smaller blue text below it, and "POWERED BY" in even smaller blue text at the bottom.

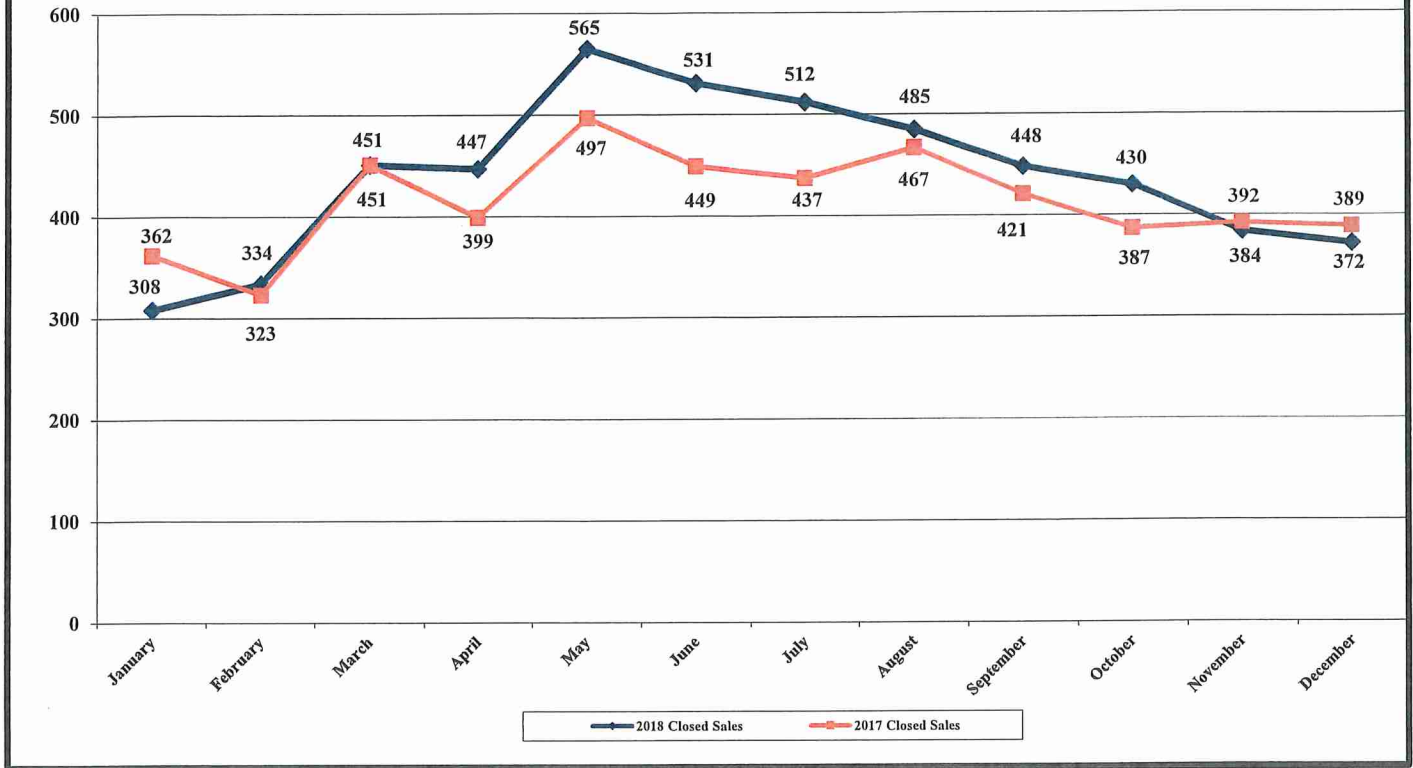
**The Acadiana
Residential Real Estate Market
January – December 2018**

Powered By: 

The text "Powered By:" is in a red, sans-serif font. To its right is the Market Scope Consulting logo, which features a yellow house outline containing a red telescope, with the text "MARKET SCOPE CONSULTING, LLC" in blue, sans-serif font below it.

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



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

Outside Lafayette Parish

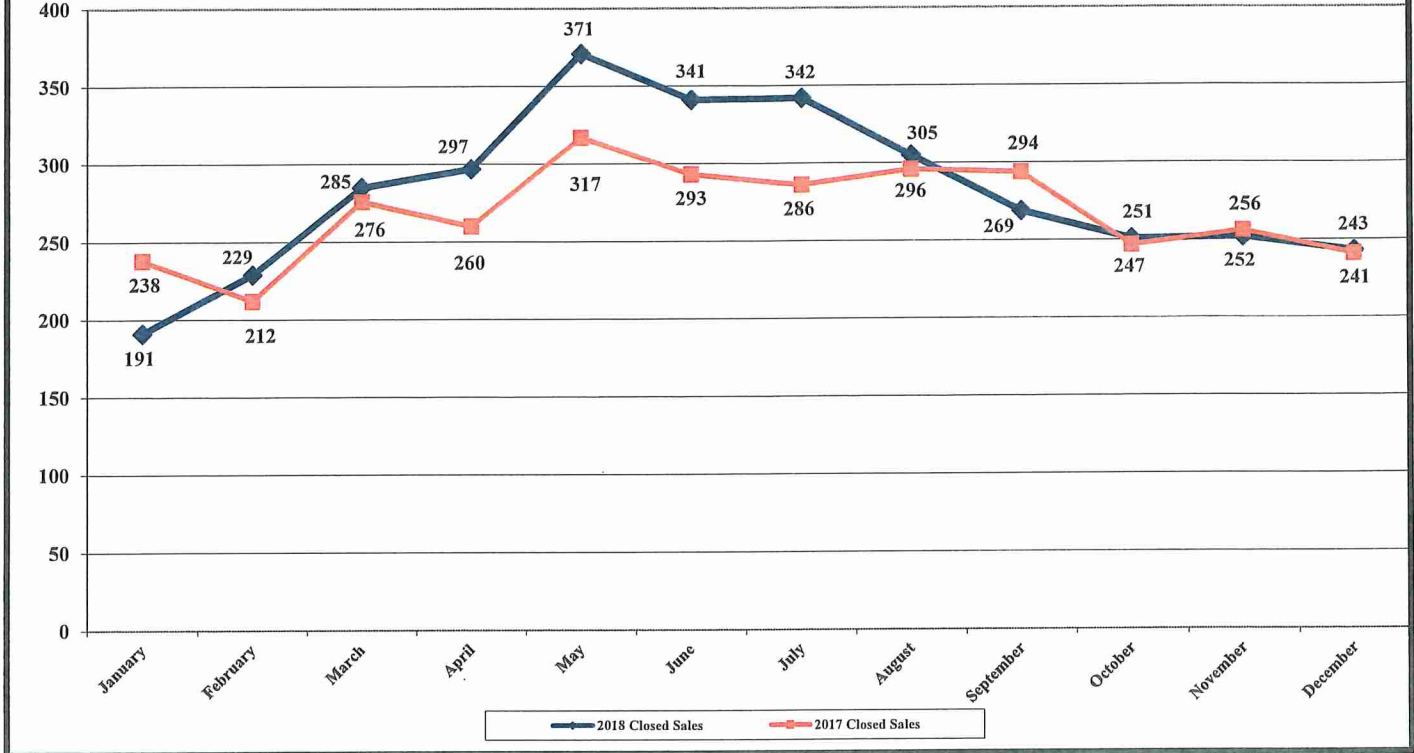
Dec. '18: 129 Number of Closed Home Sales Reported to MLS, December 2018: 372
Dec. '17: 148 Number of Closed Home Sales Reported to MLS, December 2017: 389
 (% chg: -12.84%) (% change for December: -04.37%)
 (% change from November 2018: -03.13%)

'18: 1,891 Cumulative total, January – December 2018: 5,267
'17: 1,758 Cumulative total, January – December 2017: 4,974
 (% chg: +07.57%) (% cumulative change: +05.89%)

Average Days on Market, January - December 2018: 92
Average Days on Market, January - December 2017: 83
 (Change for January - December: +09 days)

Current Sales Compared to Past Years:	<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)	1,232	1,339	1,470	1,663	1,576	1,652
	+53.49%	+41.22%	+28.64%	+13.71%	+19.99%	+14.47%

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



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

<u>New Const.</u>	<u>Re-sales</u>
12/18: 62	181
12/17: 68	173
-08.82%	+04.62%

Number of Closed Home Sales Reported to MLS, December: 2018: 243
Number of Closed Home Sales Reported to MLS, December: 2017: 241
 (% change for December: +00.83%)
 (% change from November 2018: -03.57%)

<u>New Const.</u>	<u>Re-sales</u>
'18: 797	2,579
'17: 804	2,412
-00.87%	+06.92%

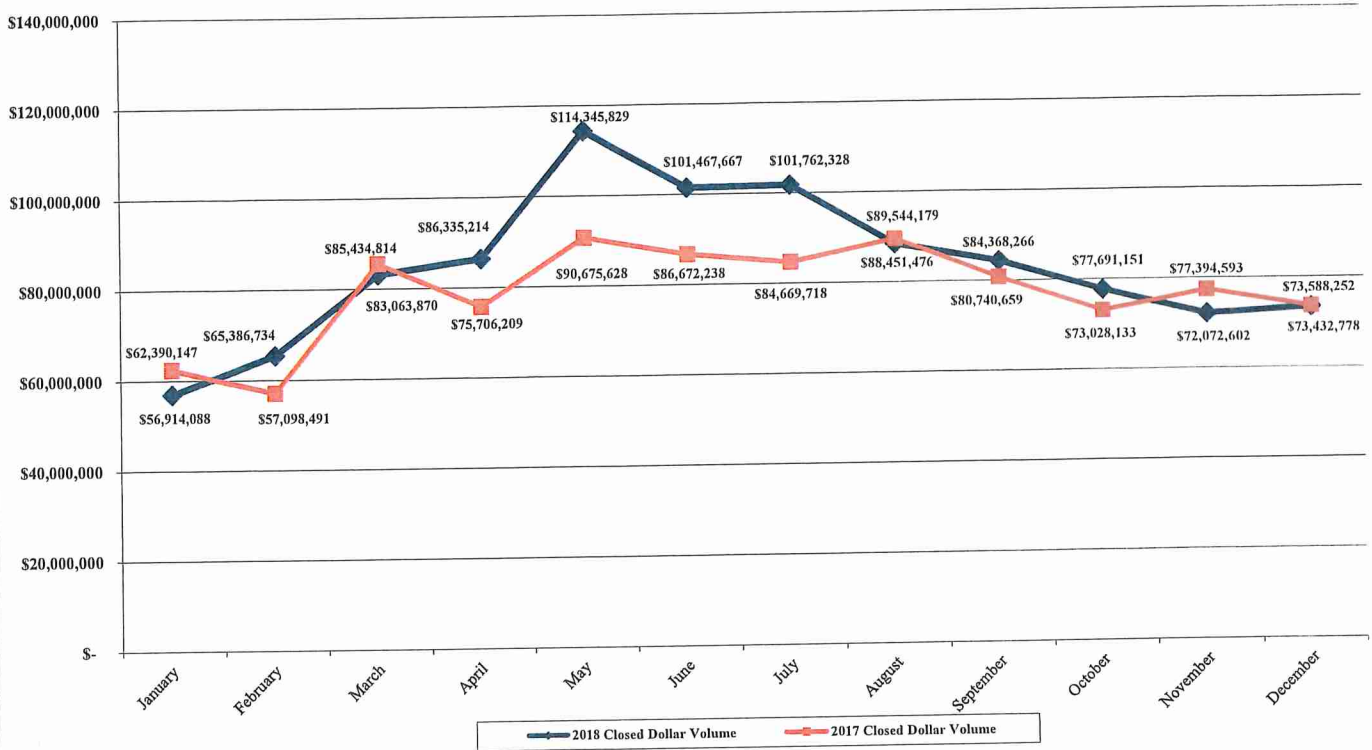
Cumulative total, January – December 2018: 3,376
Cumulative total, January – December 2017: 3,216
 (% cumulative change: +04.98%)

'18: 120 days	75 days
'17: 103 days	68 days
+17 days	+07 days

Average Days on Market, January – December 2018: 86
Average Days on Market, January – December 2017: 76
 (Change for January - December: +10 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	2,141	2,627	3,184	3,288	3,310	3,143
Compared to prior year's sales)	+57.68%	+28.51%	+06.03%	+02.68%	+01.99%	+07.41%

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



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

Outside Laf. Parish

12/18: \$ 17,760,575
 12/17: \$ 18,848,056
 (% chg.: -05.77%)

Dollar Volume of Closed Residential Sales, December 2018: \$73,432,778
 Dollar Volume of Closed Residential Sales, December 2017: \$73,588,252
 (% change for December: -00.21%)

(% change from November 2018: +01.89%)

'18: \$250,762,870
 '17: \$239,674,439
 (% chg.: +04.63%)

Cumulative total January – December 2018: \$1,005,292,003
 Cumulative total January – December 2017: \$ 936,943,061
 (% cumulative change: +07.29%)

'18: \$132,609
 '17: \$136,334
 (% chg.: -02.73%)

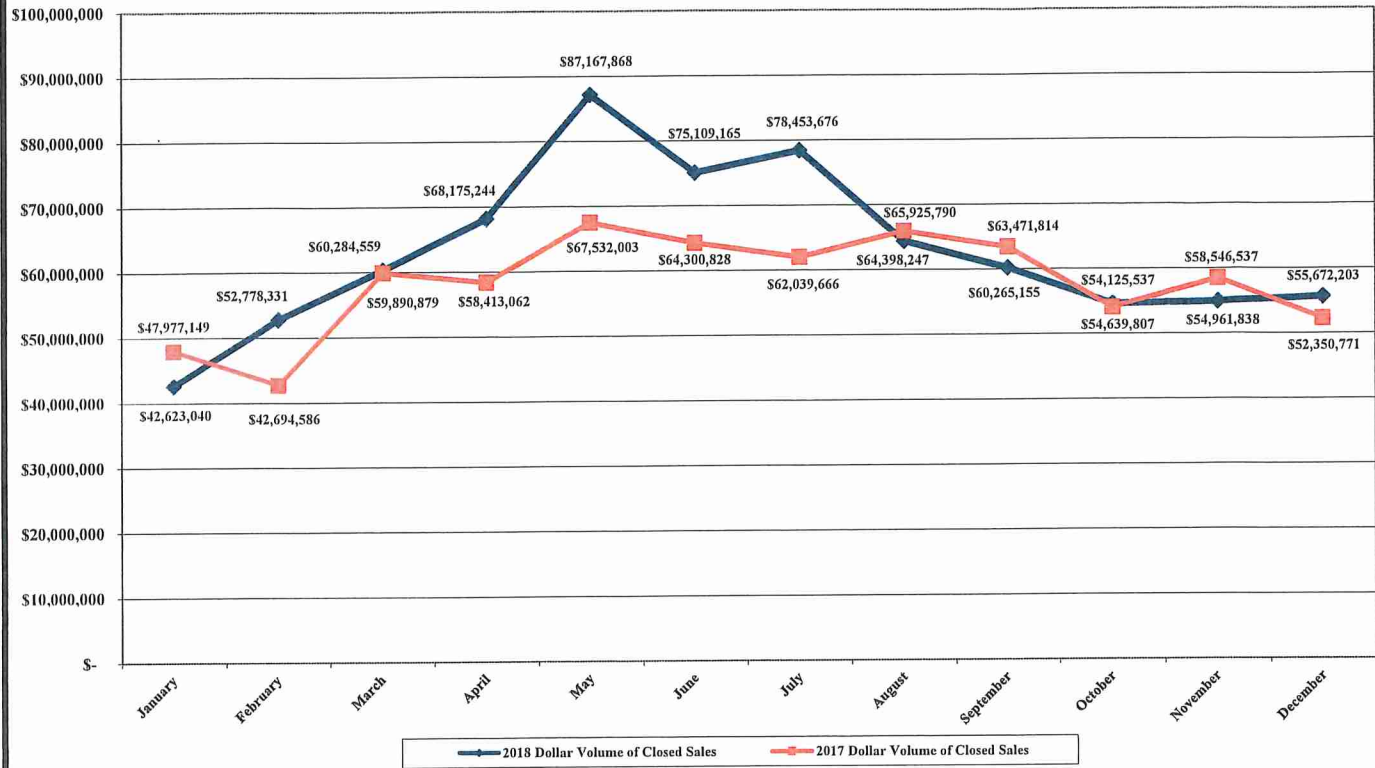
Average Sale Price, January - December 2018: \$190,866
 Average Sale Price, January – December 2017: \$188,368
 (% change in Average Sale Price: +01.33%)

Median Sold Price, January - December 2018: \$174,500
 Median Sold Price, January - December 2017: \$174,000
 (% change in Median Sold Price: +00.29%)

% of List Price to Sale Price, January - December 2018: 96.94%
 % of List Price to Sale Price, January - December 2017: 96.54%

Current \$ vol. compared to past years:	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
(2018 \$ vol. outside Lafayette Parish as compared to past years.)	\$141,091,231	\$157,320,470	\$180,706,431	\$227,871,601	\$216,568,049	\$221,101,816
	+77.73%	+59.40%	+38.77%	+11.93%	+15.79%	+13.42%

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

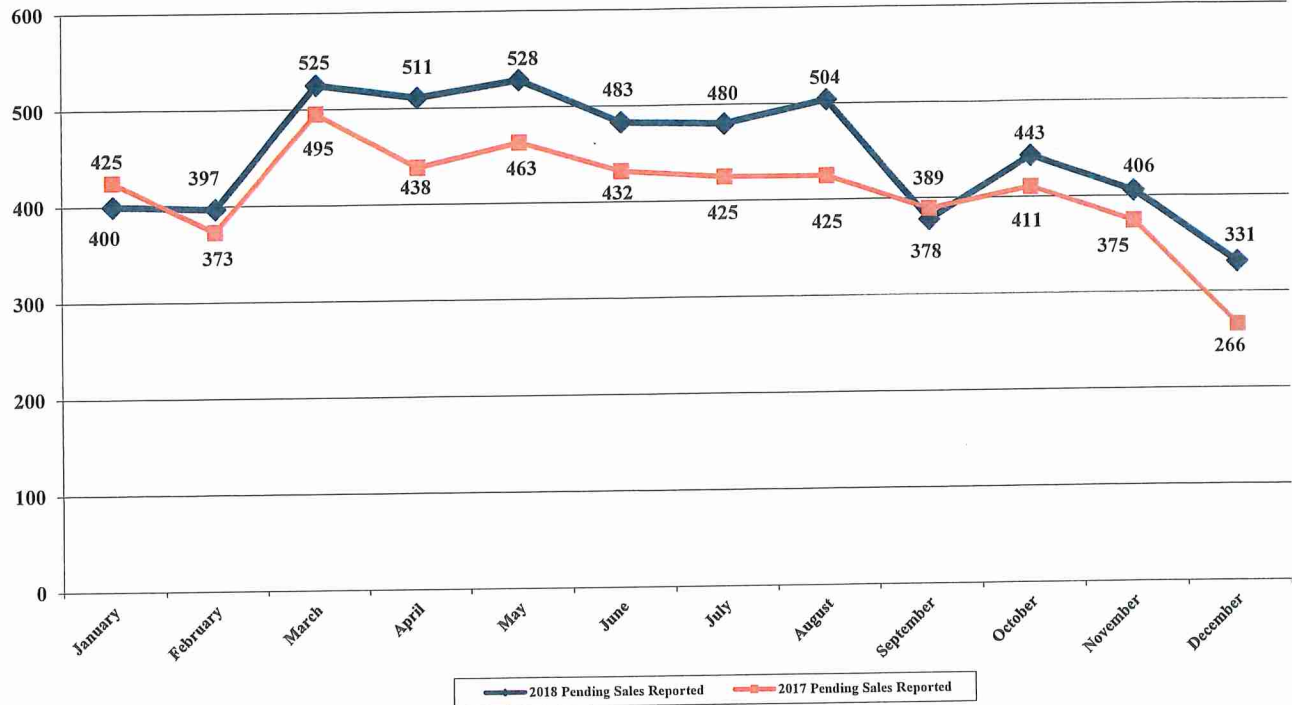


LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>	
12/18: \$15,934,118	\$39,738,085	Dollar Volume of Closed Residential Sales, December 2018: \$ 55,672,203
12/17: \$15,971,769	\$36,379,002	Dollar Volume of Closed Residential Sales, December 2017: \$ 52,350,771
-00.24%	+09.23%	(% change for December: +06.34%)
		(% change from November 2018: +00.67%)
<u>New Const.</u>	<u>Re-sales</u>	
'18: \$212,148,980	\$542,380,153	Cumulative total January – December 2018: \$754,529,133
'17: \$205,797,689	\$491,470,933	Cumulative total January – December 2017: \$697,268,622
+03.09%	+10.36%	(% cumulative change: +08.21%)
'18: \$266,184	\$210,306	Average Sale Price, January - December 2018: \$223,497
'17: \$255,967	\$203,760	Average Sale Price, January - December 2017: \$216,812
+03.99%	+03.21%	(% change in Average Sale Price: +03.08%)
'18: \$229,800	\$179,000	Median Sold Price, January – December 2018: \$194,000
'17: \$222,950	\$177,250	Median Sold Price, January – December 2017: \$192,000
+03.07%	+00.99%	(% change in Median Sold Price: +01.04%)
'18: 99.54%	96.61%	% of List Price to Sale Price, January - December 2018: 97.42%
'17: 99.53%	96.18%	% of List Price to Sale Price, January - December 2017: 97.15%

<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)	\$427,664,945	\$526,423,031	\$674,203,262	\$727,291,482	\$753,168,080	\$695,396,132
	+76.43%	+43.33%	+11.91%	+03.75%	+00.18%	+08.50%

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



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

Outside Lafayette Parish

Dec. '18: 139
Dec. '17: 100
(% chg: +39.00%)

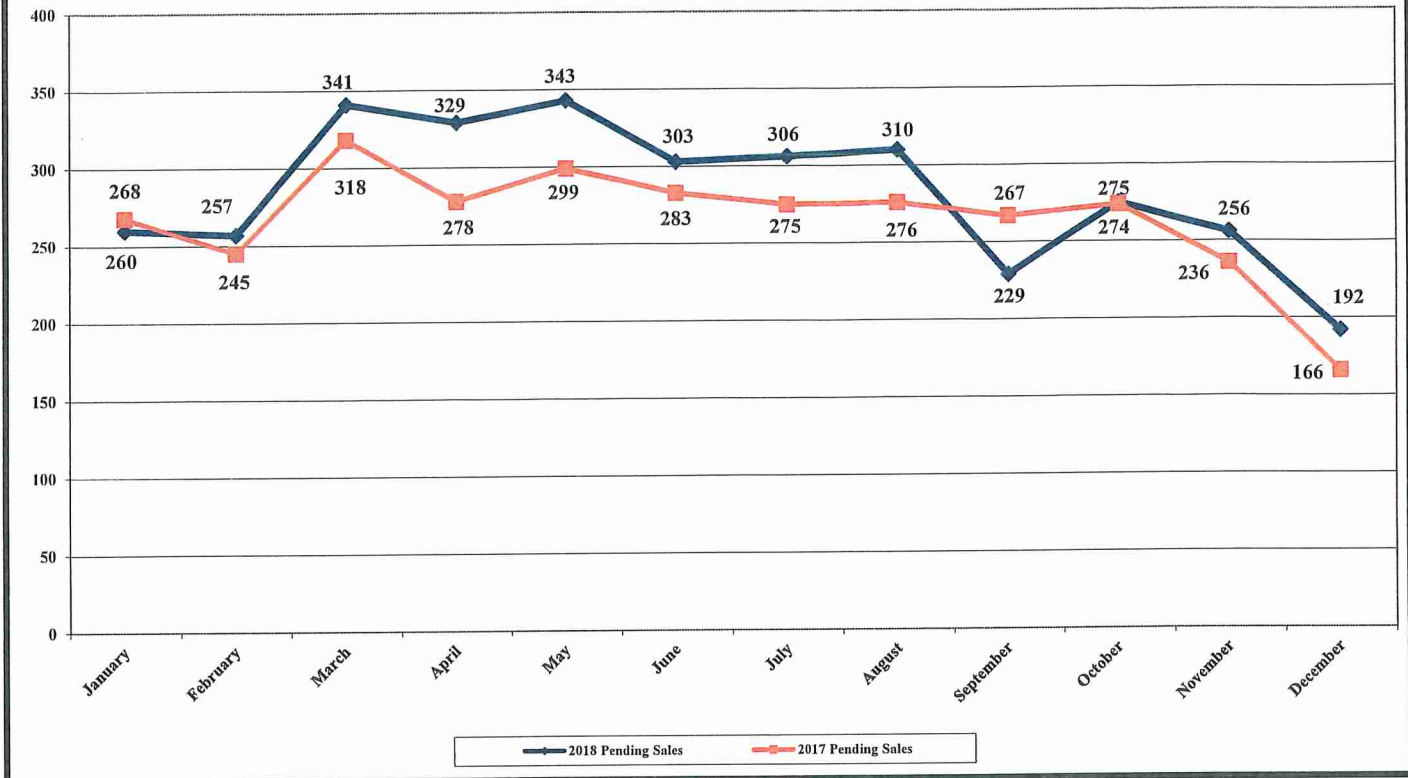
Number of Pending Home Sales Reported to MLS, December 2018: 331
Number of Pending Home Sales Reported to MLS, December 2017: 266
(% change for December: +24.44%)

(% change from November 2018: -18.47%)

'18: 1,985
'17: 1,732
(% chg: +14.61%)

Cumulative total, January – December 2018: 5,386
Cumulative total, January – December 2017: 4,917
(% cumulative change: +09.54%)

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



LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

12/18: 42 150
 12/17: 45 121
 -06.67% +23.97%

Number of Pending Home Sales Reported to MLS, December 2018: 192
 Number of Pending Home Sales Reported to MLS, December 2017: 166
 (% change for December: +15.66%)

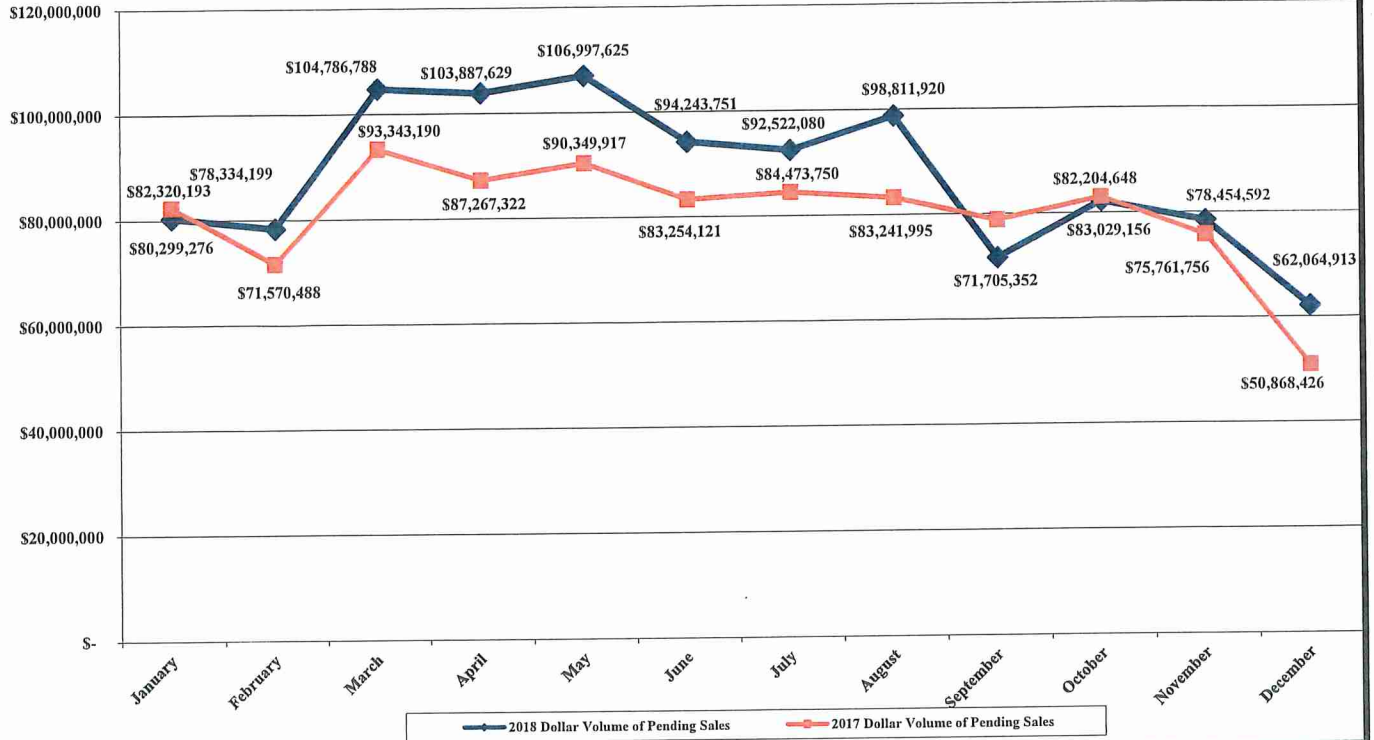
(% change from November 2018: -25.00%)

New Const. Re-sales

'18: 768 2,633
 '17: 817 2,368
 -06.00% +11.19%

Cumulative total, January – December 2018: 3,401
 Cumulative total, January – December 2017: 3,185
 (% cumulative change: +06.78%)

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



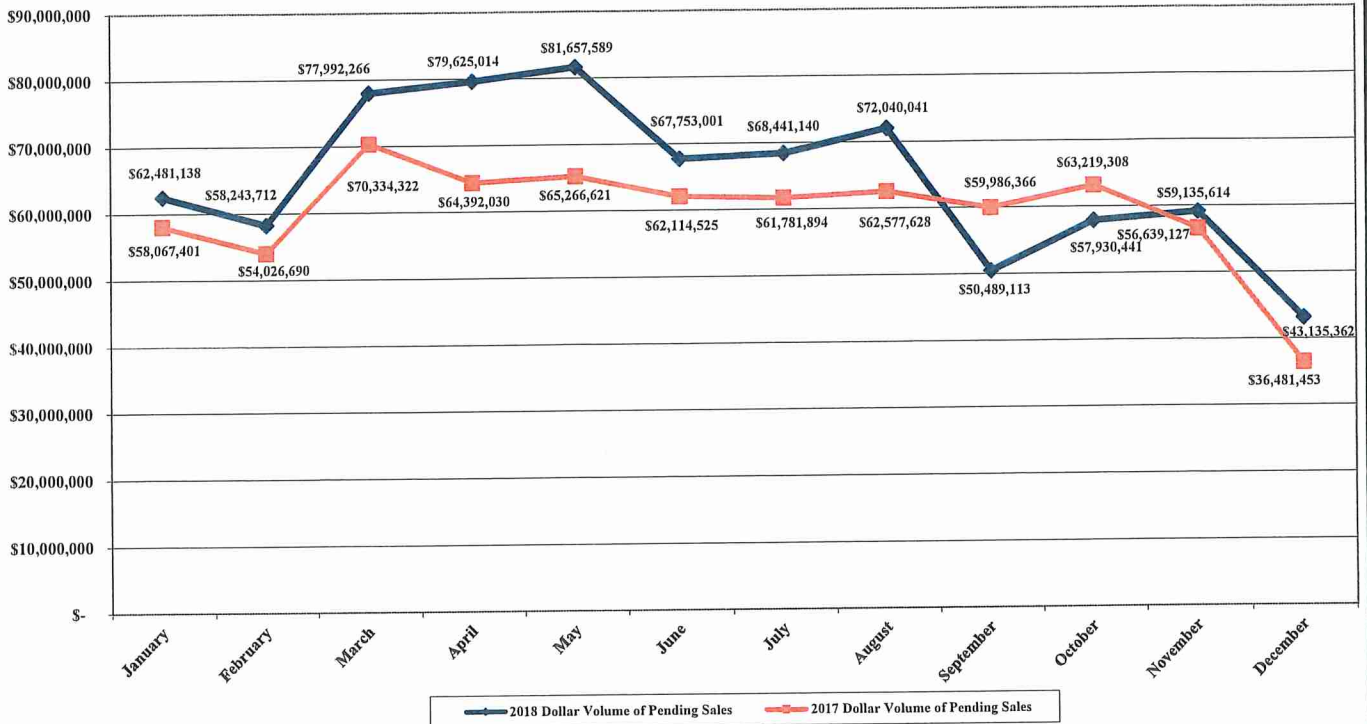
ALL "GEO" AREAS/PARISHES
 (Includes "GEO" areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, December 2018: \$62,064,913
Dollar Volume of Pending Home Sales, December 2017: \$50,868,426
 (% change for December: +22.01%)

(% change from November 2018: -20.89%)

Cumulative total, January – December 2018: \$1,054,312,773
Cumulative total, January – December 2017: \$ 964,374,444
 (% cumulative change: +09.33%)

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



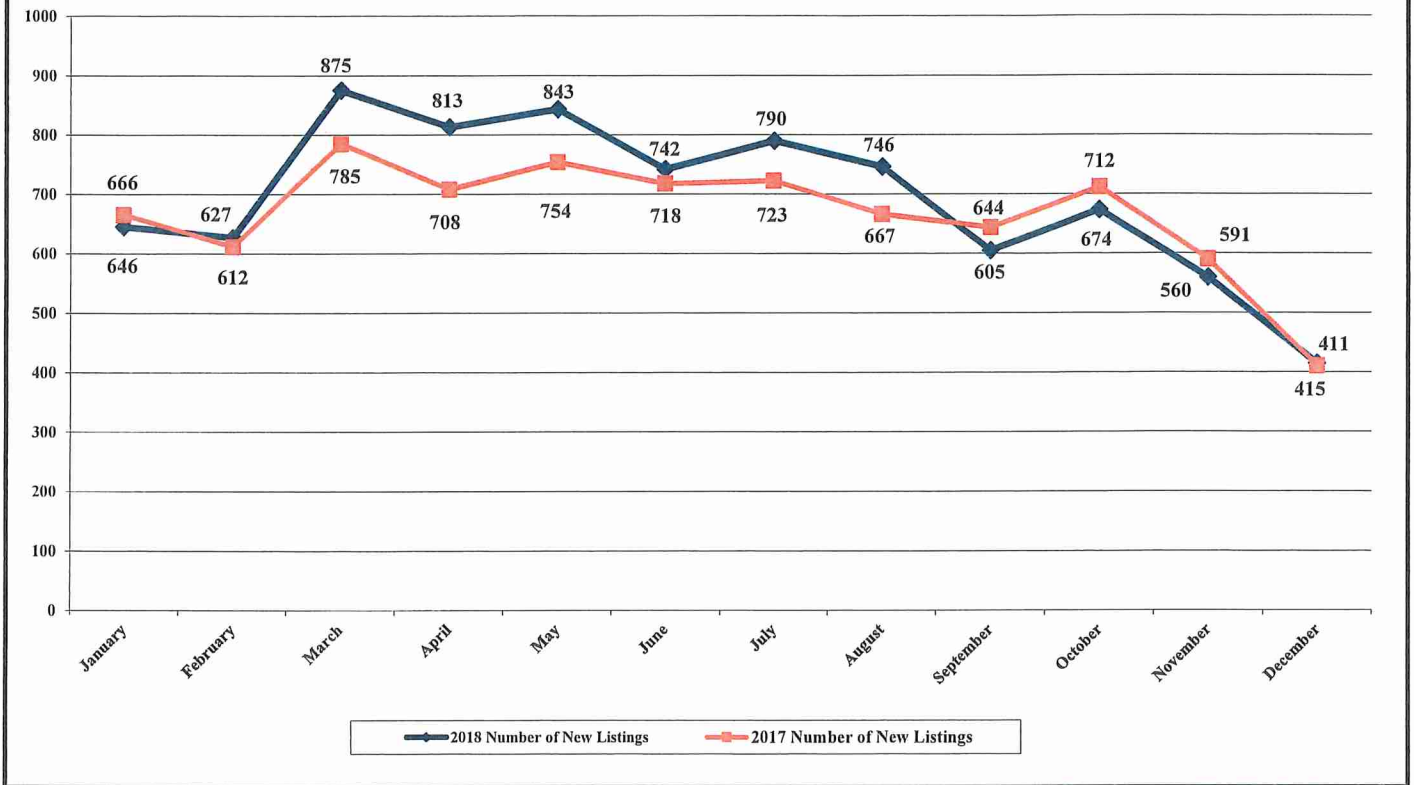
LAFAYETTE PARISH
(Excludes “GEO” areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, December 2018: \$43,135,362
Dollar Volume of Pending Home Sales, December 2017: \$36,481,453
(% change for December: +18.24%)

(% change from November 2018: -27.06%)

Cumulative total, January – December 2018: \$778,924,431
Cumulative total, January – December 2017: \$714,887,365
(% cumulative change: +08.96%)

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



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

Outside Lafayette Parish

Dec. '18: 185
Dec. '17: 162
(% chg: +14.20%)

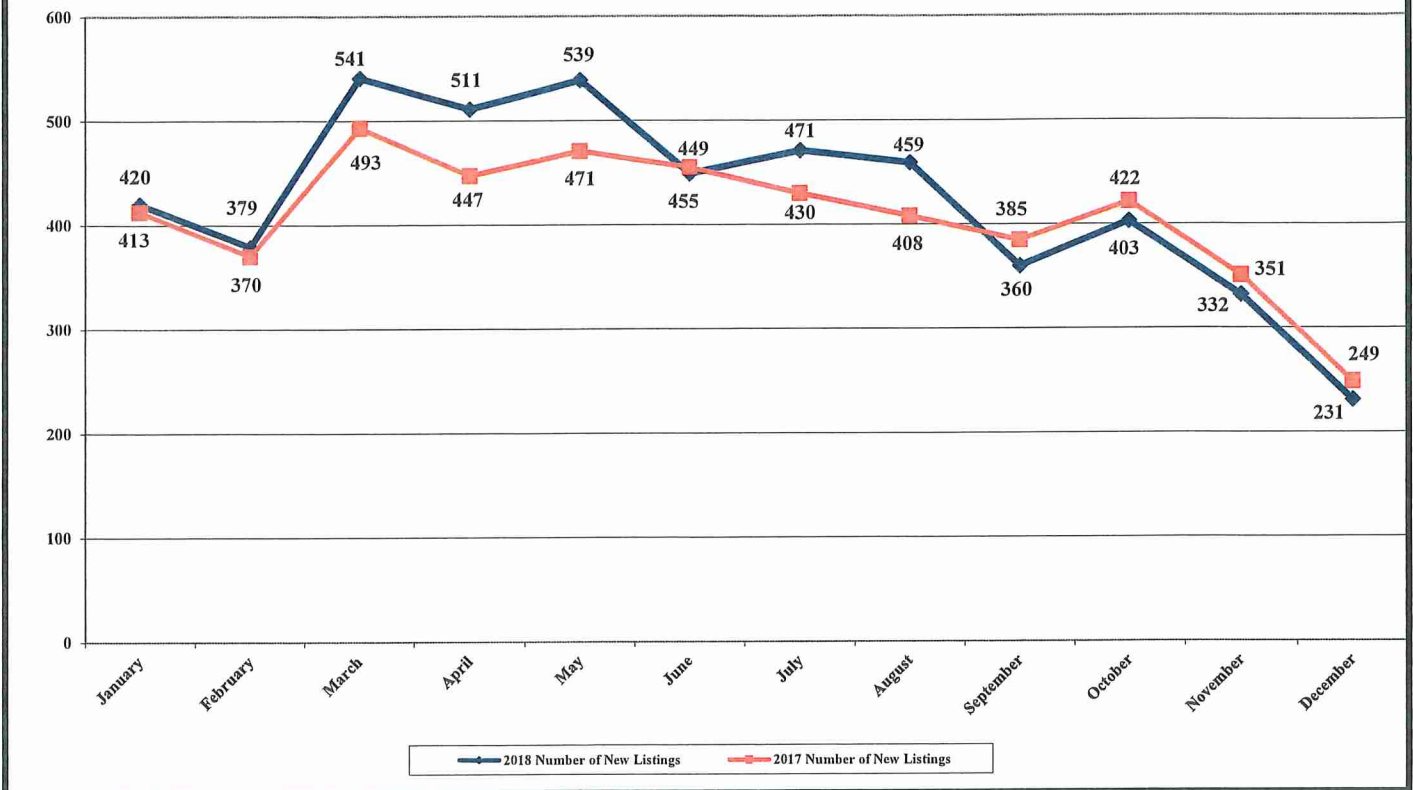
Number of New Residential Listings Reported to MLS, December 2018: 414
Number of New Residential Listings Reported to MLS, December 2017: 411
(% change for December: +00.73%)

(% change from November 2018: -25.94%)

'18: 3,241
'17: 3,097
(% chg: +04.65%)

Cumulative total, January – December 2018: 8,335
Cumulative total, January – December 2017: 7,991
(% cumulative change: +04.30%)

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



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

	<u>New Const.</u>	<u>Re-sales</u>
Dec. '18:	30	201
Dec. '17:	71	178
	-57.75%	+12.92%

Number of New Residential Listings Reported to MLS, December 2018: 231
Number of New Residential Listings Reported to MLS, December 2017: 249
 (% change for December: -07.23%)

(% change from November 2018: -30.42%)

	<u>New Const.</u>	<u>Re-sales</u>
'18:	960	4,135
'17:	1,040	3,854
	-07.69%	+07.29%

Cumulative total, January – December 2018: 5,095
Cumulative total, January – December 2017: 4,894
 (% cumulative change: +04.11%)

<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	3,388	3,870	4,008	4,181	4,604	4,622	4,894	5,095
# Sold	2,141	2,627	3,184	3,288	3,310	3,143	3,216	3,376
Ratio – New Listings/Sold	1.58:1	1.47:1	1.26:1	1.27:1	1.39:1	1.47:1	1.52:1	1.51:1
2018 % +/- over	+50.38%	+31.65%	+27.12%	+21.86%	+10.66%	+10.23%	+04.11%	

2018 Home Sales Outside Lafayette Parish

January – December 2018



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

January – December 2018 vs. January – December 2017

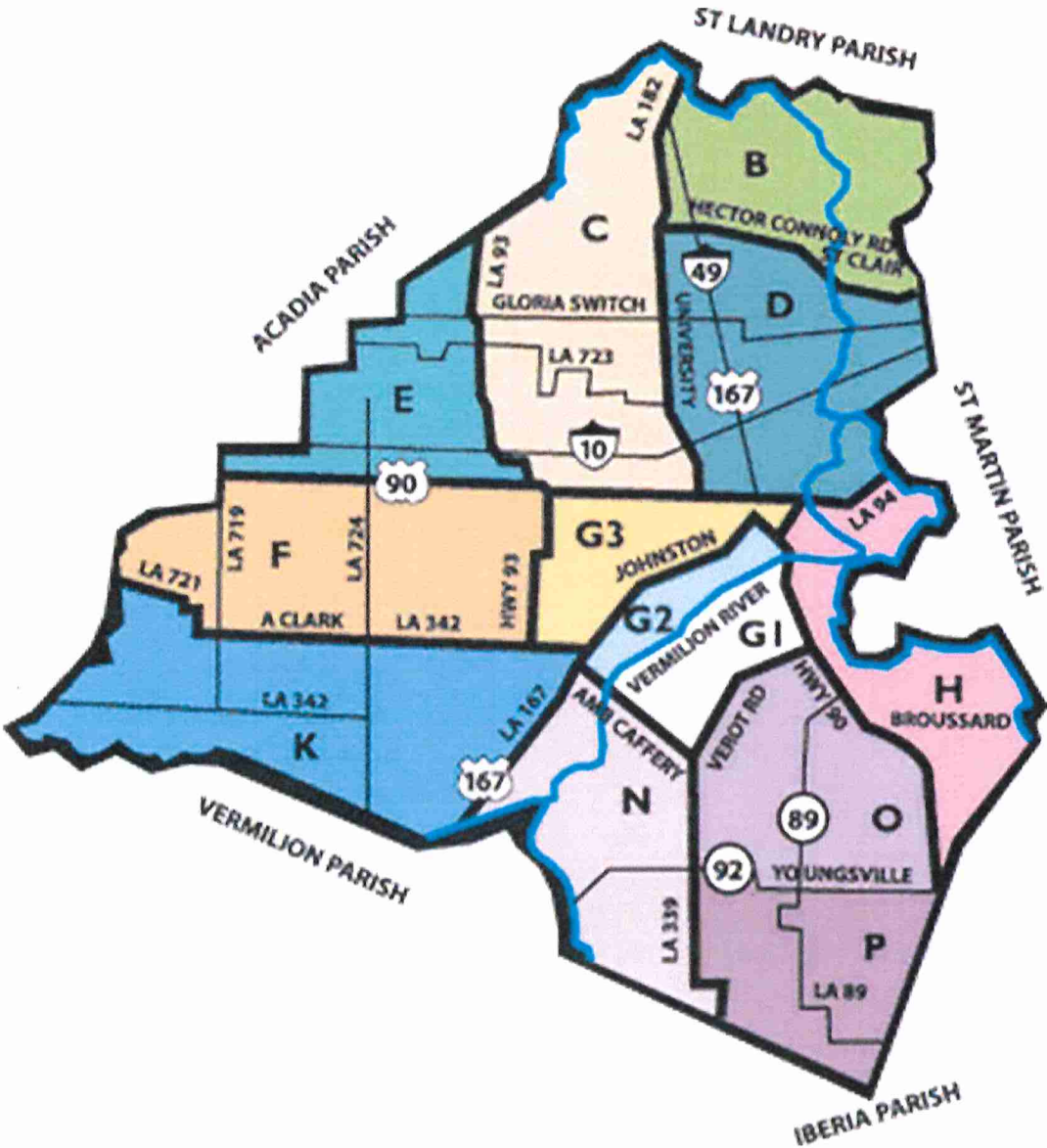
PARISH	'18 Closed Sales	'17 Closed Sales	% + or -	'18 Closed \$ Volume	'17 Closed \$ Volume	% + or -
St. Landry	438	420	+04.3%	\$55,947,951	\$55,350,521	+01.1%
Iberia	412	369	+11.7%	\$56,565,389	\$50,845,758	+11.3%
St. Martin	307	256	+19.9%	\$43,514,781	\$38,433,815	+13.2%
Vermillion	305	320	- 04.7%	\$43,856,691	\$48,276,098	- 09.2%
Acadia	214	226	- 05.3%	\$25,810,901	\$26,994,936	- 04.4%
St. Mary	94	81	+16.1%	\$11,752,432	\$10,089,324	+16.5%
Evangeline	91	61	+49.2%	\$ 8,655,160	\$ 4,598,157	+88.2 %
Jeff Davis	03	04	- 25.0%	\$ 223,850	\$ 370,500	- 39.6%
Others	27	21		\$ 4,435,715	\$ 4,715,330	
TOTAL	1,891	1,758	+10.6%	\$250,762,870	\$239,674,439	+04.6%

January – December 2018 closed residential sales from the above parishes represent 35.9% of the total number of closed transactions reported to the MLS and 24.9% of the closed sale dollar volume. This compares with 35.4% of the total number of closed transactions reported to the MLS and 25.6% of the closed dollar volume as of January – December 2017.

PARISH	'18 Average Sale Price	'17 Average Sale Price	% + or -	'18 Median Sale Price	'17 Median Sale Price	% + or -
Vermillion	\$143,792	\$150,862	- 04.7%	\$135,000	\$150,000	- 10.0%
St. Martin	\$141,741	\$150,132	- 05.6%	\$130,000	\$140,000	- 07.1%
Iberia	\$137,294	\$137,793	- 00.4%	\$121,250	\$121,500	- 00.2%
St. Landry	\$127,735	\$131,786	- 03.1%	\$109,000	\$114,750	- 05.0%
St. Mary	\$125,025	\$124,559	+03.7%	\$ 98,750	\$118,000	- 16.3%
Acadia	\$120,611	\$119,446	+01.0%	\$108,600	\$107,500	+01.0%
Evangeline	\$ 95,111	\$ 75,379	+26.2%	\$ 71,000	\$ 61,000	+16.4%

2018 Lafayette Parish Home Sales by GEO Area

January – December 2018



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – December 2018 vs. January – December 2017

	'18 Closed Sales	'17 Closed Sales	% + or -	'18 Closed \$ Volume	'17 Closed \$ Volume	% + or -	'18 Avg. Sale Price	'17 Avg. Sale Price	% + or -	# Mos. Supply
Area B	27	31	-12.9%	\$ 5,860,750	\$ 5,990,700	-02.2%	\$217,064	\$193,248	+12.3%	9.3 mos.
Area C	264	253	+04.4%	\$ 42,114,738	\$ 35,840,549	+17.5%	\$159,525	\$141,662	+12.6%	5.7 mos.
Area D	315	310	+01.6%	\$ 48,525,043	\$ 48,843,303	-00.7%	\$154,047	\$157,559	-02.2%	4.6 mos.
Area E	45	53	-15.1%	\$ 6,898,635	\$ 8,182,750	-15.7%	\$153,303	\$154,391	-00.7%	9.1 mos.
Area F	157	124	+26.6%	\$ 25,750,621	\$ 22,151,100	+16.3%	\$164,016	\$178,637	-08.2%	5.0 mos.
Area G1	160	190	-15.8%	\$ 50,359,662	\$ 61,229,140	-17.8%	\$314,747	\$322,258	-02.3%	8.0 mos.
Area G2	258	232	+11.2%	\$ 62,739,850	\$ 48,686,647	+28.9%	\$243,177	\$209,856	+15.9%	4.0 mos.
Area G3	318	319	-00.3%	\$ 54,487,814	\$ 51,092,683	+06.7%	\$171,345	\$160,165	+07.0%	6.7 mos.
Area H	60	81	-25.9%	\$ 13,269,743	\$ 14,379,377	-07.7%	\$221,162	\$177,523	+24.6%	6.2 mos.
Area K	134	142	-05.6%	\$ 23,090,822	\$ 26,342,914	-12.4%	\$172,319	\$185,513	-07.1%	5.0 mos.
Area N	476	435	+09.4%	\$129,787,897	\$119,493,297	+08.6%	\$272,663	\$274,697	-00.7%	6.0 mos.
Area O	727	734	-01.0%	\$188,339,853	\$184,059,599	+02.3%	\$259,064	\$250,762	+03.3%	5.7 mos.
Area P	435	312	+39.4%	\$103,303,705	\$ 70,976,563	+45.6%	\$237,479	\$227,488	+04.4%	4.9 mos.
TOTAL	3,376	3,216	+05.0%	\$754,529,133	\$697,268,622	+08.2%	\$223,497	\$216,812	+03.1%	5.7 mos.

Lafayette North (Areas B,C,D,E): 651 sales in 2018 vs.647 in 2017 - 0.6% increase/\$103,399,166 in 2018 sale \$ volume vs \$98,857,302 in 2017 - 4.6% increase (19.3% of total sales/13.7% of total \$volume)
West Lafayette (Areas F,K): 291 sales in 2018 vs. 266 in 2017 - 9.4% increase/\$48,841,443 in 2018 sale \$ volume vs. \$48,494,014 in 2017 - 0.7% increase (8.6% of total sales/6.5% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 736 sales in 2018 vs.741 in 2017 - 0.7% decrease/\$161,008,470 in 2017 - 4.1% increase (21.8% of total sales/22.2% of total \$volume)
South Lafayette (Areas N, O, P): 1,638 sales in 2018 vs 1,481 in 2017 - 10.6% increase/\$421,431,455 in 2018 vs. \$374,529,459 in 2017 - 12.5% increase (48.5% of total sales/55.9% of total \$ volume)
East Lafayette (Area H): 1.8% of total sales/1.7% of total \$ volume)

Lafayette Parish Active Listings by GEO Area as of December 31, 2018 vs. January – December 2018 Sales

<u>GEO AREA</u>	Total		Active		Active		# Sold		# Sold	
	<u>ACTIVE</u>	<u>% of total</u>	<u>RE-SALES</u>	<u>% of GEO Area</u>	<u>NEW CONSTRUCTION</u>	<u>% of GEO Area</u>	<u>RE-SALES</u>	<u>% of GEO Area</u>	<u>NEW CONSTRUCTION</u>	<u>% of GEO Area</u>
B	21	1.3%	20	95.2%	1	4.8%	26	96.3%	01	3.7%
C	125	7.9%	88	70.4%	37	29.6%	227	86.0%	37	14.0%
D	122	7.6%	98	80.3%	24	19.7%	221	70.2%	94	29.8%
E	34	2.1%	30	88.2%	4	11.8%	43	95.6%	02	04.4%
F	66	4.1%	56	84.9%	10	15.1%	139	88.5%	18	11.5%
G1	107	6.1%	106	99.1%	1	0.9%	157	98.1%	03	01.9%
G2	87	5.5%	86	98.9%	1	1.1%	254	98.4%	04	01.6%
G3	182	11.4%	162	89.0%	20	11.0%	309	97.2%	09	02.8%
H	31	2.0%	27	87.1%	04	12.9%	50	83.3%	10	16.7%
K	56	3.5%	35	62.5%	21	37.5%	94	70.2%	40	29.8%
N	239	15.0%	192	80.3%	47	19.7%	355	74.6%	121	25.4%
O	347	21.8%	233	67.2%	114	32.8%	504	69.3%	223	30.7%
P	176	11.1%	68	48.6%	108	61.4%	200	46.0%	235	54.0%
TOTALS:	1,593		1,201		392		2,579		797	

Residential Price Range and Number of Months Supply Analysis

January – December 2018



A LATTER & BLUM COMPANY



Tell us what **YOU** want.

Powered By:



Sold Residential Properties Reported to M.L.S.
ALL "GEO" AREAS/PARISHES
January - December, 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	106	18	2.0
\$20,000 - \$29,999	117	39	4.0
\$30,000 - \$39,999	107	46	5.2
\$40,000 - \$49,999	145	70	5.8
\$50,000 - \$59,999	114	63	6.6
\$60,000 - \$69,999	129	87	8.1
\$70,000 - \$79,999	144	61	5.1
\$80,000 - \$89,999	140	101	8.7
\$90,000 - \$99,999	138	95	8.3
\$100,000 - \$109,999	126	49	4.7
\$110,000 - \$119,999	154	68	5.3
\$120,000 - \$129,999	165	99	7.2
\$130,000 - \$139,999	210	83	4.7
\$140,000 - \$149,999	231	99	5.1
\$150,000 - \$159,999	217	111	6.1
\$160,000 - \$169,999	264	122	5.5
\$170,000 - \$179,999	311	112	4.3
\$180,000 - \$189,999	261	126	5.8
\$190,000 - \$199,999	220	122	6.7
\$200,000 - \$219,999	350	162	5.6
\$220,000 - \$239,999	307	160	6.3
\$240,000 - \$259,999	270	131	5.8
\$260,000 - \$279,999	222	132	7.1
\$280,000 - \$299,999	166	107	7.7
\$300,000 - \$349,999	215	123	6.9
\$350,000 - \$399,999	124	115	11.2
\$400,000 - \$449,999	89	83	11.2
\$450,000 - \$499,999	68	77	13.6
\$500,000 - \$549,999	33	40	14.5
\$550,000 - \$599,999	39	41	12.6
\$600,000 - \$699,999	35	41	14.1
\$700,000 - \$799,999	12	31	31.0
\$800,000 - \$899,999	15	20	16.0
\$900,000 - \$999,999	07	19	32.6
\$1,000,000 and over	08	33	49.5
TOTALS:	5,267	2,886	6.6
Last Year:	4,974 (+05.89%)	2,749 (+04.98%)	6.6

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued December 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 December 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 – December, 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	24.4% of all sales reported are in this price range.	21		-0-	18.9% of all active listings reported are in this price range.	----
\$20,000 - \$29,999		21	824 Sold	03		1.7
\$30,000 - \$39,999		20	301 Active Listings	08		4.8
\$40,000 - \$49,999		36	4.4 mo. supply	17		5.7
\$50,000 - \$59,999		23		19		9.9
\$60,000 - \$69,999	'18	'17		30	'18	'17
\$70,000 - \$79,999	824	816	Last month: 4.3 mo.	12	301	224
\$80,000 - \$89,999	+00.98%	51	Last year: 3.3 mo.	34	+34.38%	8.0
\$90,000 - \$99,999		56		33		7.1
\$100,000 - \$109,999		74		15		2.4
\$110,000 - \$119,999		69		29		5.0
\$120,000 - \$129,999		89		30		4.0
\$130,000 - \$139,999		121		28		2.8
\$140,000 - \$149,999		146		43		3.5
\$150,000 - \$159,999	59.4% of all sales are in this price range.	147	2,006 Sold	46	52.9% of all active listings reported are in this price range.	3.8
\$160,000 - \$169,999		188	843 Active Listings	68		4.3
\$170,000 - \$179,999		256	5.0 mo. supply	64		3.0
\$180,000 - \$189,999		207		83		4.8
\$190,000 - \$199,999		169		80		5.7
\$200,000 - \$219,999	'18	'17	Last month: 5.3 mo.	127	'18	'17
\$220,000 - \$239,999	2,006	1,931	Last year: 5.4 mo.	118	843	872
\$240,000 - \$259,999	+03.88%	204		95		5.6
\$260,000 - \$279,999		184		96	-03.33%	6.3
\$280,000 - \$299,999		131		66		6.0
\$300,000 - \$349,999	16.2% of all sales are in this price range.	172		85	28.2% of all active listings reported are in this price range.	5.9
\$350,000 - \$399,999		99	546 Sold	72		8.7
\$400,000 - \$449,999		79	449 Active Listings	63		9.6
\$450,000 - \$499,999		61	9.9 mo. supply	59		11.6
\$500,000 - \$549,999		24		29		14.5
\$550,000 - \$599,999	'18	'17	Last month: 10.2 mo.	31	'18	'17
\$600,000 - \$699,999	546	469	Last year: 10.3 mo.	30	449	402
\$700,000 - \$799,999	+16.42%	12		22		22.0
\$800,000 - \$899,999		14		17	+11.69%	14.6
\$900,000 - \$999,999		07		17		29.1
\$1,000,000 and over		08		24		36.0
TOTALS:		3,376		1,593		5.7
Last Year:		3,216 (+04.98%)		1,498 (+06.34%)		5.6

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued December 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 December 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 - December, 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		21	-0-	----	
\$20,000 - \$29,999	31.7% of all sales reported are in this price range.	21	03	24.8% of all active listings reported are in this price range.	
\$30,000 - \$39,999		20	08		
\$40,000 - \$49,999		36	17		
\$50,000 - \$59,999		23	19		
\$60,000 - \$69,999		39	30	9.2	
\$70,000 - \$79,999	$\frac{‘18}{818}$	$\frac{‘17}{809}$	57	12	$\frac{‘18}{298}$ $\frac{‘17}{221}$
\$80,000 - \$89,999		51	34	8.0	
\$90,000 - \$99,999	+01.11%	56	33	+34.84%	
\$100,000 - \$109,999		74	15	2.4	
\$110,000 - \$119,999		69	29	5.0	
\$120,000 - \$129,999		89	28	3.8	
\$130,000 - \$139,999		120	27	2.7	
\$140,000 - \$149,999		142	43	3.6	
\$150,000 - \$159,999	53.0% of all sales reported are in this price range.	141	37	3.1	
\$160,000 - \$169,999		166	54	3.9	
\$170,000 - \$179,999		189	41	2.6	
\$180,000 - \$189,999		134	57	5.1	
\$190,000 - \$199,999		102	58	6.8	
\$200,000 - \$219,999	$\frac{‘18}{1,367}$	$\frac{‘17}{1,277}$	158	83	$\frac{‘18}{569}$ $\frac{‘17}{594}$
\$220,000 - \$239,999		176	81	5.5	
\$240,000 - \$259,999	+07.05%	133	69	-04.21%	
\$260,000 - \$279,999		90	55	7.3	
\$280,000 - \$299,999		78	34	5.2	
\$300,000 - \$349,999	15.3% of all sales reported are in this price range.	127	69	6.5	
\$350,000 - \$399,999		78	50	7.7	
\$400,000 - \$449,999		50	46	11.0	
\$450,000 - \$499,999		45	44	11.7	
\$500,000 - \$549,999		16	19	14.3	
\$550,000 - \$599,999	$\frac{‘18}{394}$	$\frac{‘17}{326}$	24	20	
\$600,000 - \$699,999		21	24	13.7	
\$700,000 - \$799,999	+20.86%	09	14	+10.23%	
\$800,000 - \$899,999		11	12	13.1	
\$900,000 - \$999,999		06	15	30.0	
\$1,000,000 and over		07	21	36.0	
TOTALS:		2,579	1,201	5.6	
Last Year:		2,412 (+06.92%)	1,118 (+07.11%)	5.6	

SOURCE:

REALTOR® Association of Acadiana Multiple Listing Service compilation issued December 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 December 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 - December, 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	00.6% of all sales reported are in this price range.	-0-	05 Sold	-0-	0.8% of all active listings reported are in this price range.	----
\$30,000 - \$39,999		-0-	03 Active Listing	-0-		----
\$40,000 - \$49,999		-0-	7.2 mo. supply	-0-		----
\$50,000 - \$59,999		-0-		-0-		----
\$60,000 - \$69,999		-0-		-0-		----
\$70,000 - \$79,999		-0-	Last month: 11.0 mo.	-0-		----
\$80,000 - \$89,999	<u>'18</u> 05	<u>'17</u> 07		-0-	<u>'18</u> 03	<u>'17</u> 03
\$90,000 - \$99,999		-0-	Last year: 5.1 mo.	-0-		----
\$100,000 - \$109,999	-28.57%	-0-		-0-	N/C	----
\$110,000 - \$119,999		-0-		-0-		----
\$120,000 - \$129,999		-0-		02		----
\$130,000 - \$139,999		01		01		12.0
\$140,000 - \$149,999		04		-0-		----
\$150,000 - \$159,999	80.2% of all sales reported are in this price range.	05	639 Sold	09	69.9% of all active listings reported are in this price range.	21.6
\$160,000 - \$169,999		22	274 Active Listings	14		7.6
\$170,000 - \$179,999		67	5.1 mo. supply	23		4.1
\$180,000 - \$189,999		73		26		4.3
\$190,000 - \$199,999		67		22		3.9
\$200,000 - \$219,999	<u>'18</u> 639	<u>'17</u> 654	Last month: 5.4 mo.	44	<u>'18</u> 274	<u>'17</u> 278
\$220,000 - \$239,999		70	Last year: 5.1 mo.	37		6.3
\$240,000 - \$259,999	-02.29%	71		26	-01.44%	4.4
\$260,000 - \$279,999		94		41		5.2
\$280,000 - \$299,999		53		32		7.2
\$300,000 - \$349,999		46		16	29.3% of all active listings reported are in this price range.	4.2
\$350,000 - \$399,999	19.2% of all sales reported are in this price range.	21	153 Sold	22	115 Active Listings	12.6
\$400,000 - \$449,999		29	9.0 mo. supply	17		7.0
\$450,000 - \$499,999		16		15		11.3
\$500,000 - \$549,999		08		10		15.0
\$550,000 - \$599,999	<u>'18</u> 153	<u>'17</u> 143	Last month: 9.3 mo.	11	<u>'18</u> 115	<u>'17</u> 99
\$600,000 - \$699,999		13		06		5.5
\$700,000 - \$799,999	+06.99%	03	Last year: 8.3 mo.	08	+16.16%	32.0
\$800,000 - \$899,999		03		05		20.0
\$900,000 - \$999,999		01		02		24.0
\$1,000,000 and over		01		03		36.0
TOTALS:		797		392		5.9
Last Year:		804 (-00.87%)		380 (+03.16%)		5.7

SOURCE:

REALTOR® Association of Acadiana Multiple Listing Service compilation issued December 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 December 31, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.

ST. LANDRY PARISH

January - December, 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		21	04	2.3
\$20,000 - \$29,999	66.9% of all sales reported are in this price range.	29	05	2.1
\$30,000 - \$39,999		22	10	5.5
\$40,000 - \$49,999		27	11	4.9
\$50,000 - \$59,999		22	12	6.5
\$60,000 - \$69,999		21	14	8.0
\$70,000 - \$79,999		18	12	8.0
\$80,000 - \$89,999	<u>'18</u> 293	<u>'17</u> 279	25	24
\$90,000 - \$99,999		20	20	12.0
\$100,000 - \$109,999	+05.02%	14	09	7.7
\$110,000 - \$119,999		20	11	6.6
\$120,000 - \$129,999		18	15	10.0
\$130,000 - \$139,999		14	22	18.9
\$140,000 - \$149,999		22	15	8.2
\$150,000 - \$159,999		15	18	14.4
\$160,000 - \$169,999	27.8% of all sales reported are in this price range.	18	17	11.3
\$170,000 - \$179,999		08	12	18.0
\$180,000 - \$189,999		11	06	6.5
\$190,000 - \$199,999		15	13	10.4
\$200,000 - \$219,999	<u>'18</u> 122	<u>'17</u> 116	10	02
\$220,000 - \$239,999		11	13	14.2
\$240,000 - \$259,999	+05.17%	16	11	8.3
\$260,000 - \$279,999		09	11	14.7
\$280,000 - \$299,999		09	08	10.7
\$300,000 - \$349,999		11	12	13.1
\$350,000 - \$399,999	5.3% of all sales reported are in this price range.	04	07	21.0
\$400,000 - \$449,999		03	05	20.0
\$450,000 - \$499,999		01	05	60.0
\$500,000 - \$549,999		04	05	15.0
\$550,000 - \$599,999	<u>'18</u> 23	<u>'17</u> 25	-0-	02
\$600,000 - \$699,999		-0-	01	----
\$700,000 - \$799,999	-08.00%	-0-	01	----
\$800,000 - \$899,999		-0-	02	----
\$900,000 - \$999,999		-0-	-0-	----
\$1,000,000 and over		-0-	04	----
TOTALS:		438	339	9.3
Last Year:		420 (+04.29%)	328 (+03.35%)	9.4

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued December 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 December 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 - December, 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-	02	----
\$110,000 - \$119,999	01	-0-	----
\$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	02	06	36.0
\$170,000 - \$179,999	01	02	24.0
\$180,000 - \$189,999	01	02	24.0
\$190,000 - \$199,999	02	01	6.0
\$200,000 - \$219,999	-0-	-0-	----
\$220,000 - \$239,999	02	01	6.0
\$240,000 - \$259,999	03	01	4.0
\$260,000 - \$279,999	-0-	04	----
\$280,000 - \$299,999	02	01	6.0
\$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:	16	22	16.5
Last Year:	14 (+08.33)	07 (+214.29%)	6.0

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued December 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 December 31, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.
IBERIA PARISH ONLY
January - December, 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		21	04	2.3	
\$20,000 - \$29,999	62.4% of all sales reported are in this price range.	21	10	5.7	
\$30,000 - \$39,999		14	05	4.3	
\$40,000 - \$49,999		19	16	10.1	
\$50,000 - \$59,999		12	10	10.0	
\$60,000 - \$69,999		22	08	4.4	
\$70,000 - \$79,999	<u>'18</u> 257	<u>'17</u> 232	24	16	8.0
\$80,000 - \$89,999		18	08	5.3	
\$90,000 - \$99,999	+10.78%	20	17	10.2	
\$100,000 - \$109,999		11	10	10.9	
\$110,000 - \$119,999		18	07	4.7	
\$120,000 - \$129,999		16	14	10.5	
\$130,000 - \$139,999		25	04	1.9	
\$140,000 - \$149,999		16	08	6.0	
\$150,000 - \$159,999	32.0% of all sales reported are in this price range.	15	15	12.0	
\$160,000 - \$169,999		21	07	4.0	
\$170,000 - \$179,999		13	11	10.2	
\$180,000 - \$189,999		18	11	7.3	
\$190,000 - \$199,999	<u>'18</u> 132	<u>'17</u> 113	09	06	8.0
\$200,000 - \$219,999		11	07	7.6	
\$220,000 - \$239,999	+16.81%	13	04	3.7	
\$240,000 - \$259,999		11	05	5.5	
\$260,000 - \$279,999		13	04	3.7	
\$280,000 - \$299,999		08	09	13.5	
\$300,000 - \$349,999	5.6% of all sales reported are in this price range.	04	09	27.0	
\$350,000 - \$399,999		11	09	9.8	
\$400,000 - \$449,999		03	05	20.0	
\$450,000 - \$499,999		-0-	02	----	
\$500,000 - \$549,999		03	03	12.0	
\$550,000 - \$599,999	<u>'18</u> 23	<u>'17</u> 24	02	12.0	
\$600,000 - \$699,999		-0-	04	----	
\$700,000 - \$799,999	-04.17%	-0-	01	----	
\$800,000 - \$899,999		-0-	-0-	----	
\$900,000 - \$999,999		-0-	-0-	----	
\$1,000,000 and over		-0-	-0-	----	
TOTALS:		412	251	7.3	
Last Year:		369 (+11.65%)	225 (+11.56%)	7.3	

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued December 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 December 31, 2018. MLS data does not reflect all activity within the marketplace

Sold Residential Properties Reported to M.L.S.

IBERIA PARISH – RESALES

January - December, 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	21		04	2.3
\$20,000 - \$29,999	21	256 Sold	10	5.7
\$30,000 - \$39,999	14	137 Active Listings	05	4.3
\$40,000 - \$49,999	19		16	10.1
\$50,000 - \$59,999	12	6.4 mo. supply	10	10.0
\$60,000 - \$69,999	22		08	4.4
\$70,000 - \$79,999	24	Last Month: 7.0 mo.	16	8.0
\$80,000 - \$89,999	18	Last Year: 6.4 mo.	08	5.3
\$90,000 - \$99,999	20		17	10.2
\$100,000 - \$109,999	11		10	10.9
\$110,000 - \$119,999	17		07	4.9
\$120,000 - \$129,999	16		14	10.5
\$130,000 - \$139,999	25		04	1.9
\$140,000 - \$149,999	16		08	6.0
\$150,000 - \$159,999	14		15	12.9
\$160,000 - \$169,999	20	124 Sold	07	4.2
\$170,000 - \$179,999	11	72 Active Listings	09	9.8
\$180,000 - \$189,999	18		11	7.3
\$190,000 - \$199,999	09	7.0 mo. supply	05	6.7
\$200,000 - \$219,999	10		07	8.4
\$220,000 - \$239,999	13	Last Month: 7.4 mo.	03	2.8
\$240,000 - \$259,999	10	Last Year: 7.8 mo.	05	6.0
\$260,000 - \$279,999	11		02	2.2
\$280,000 - \$299,999	08		08	12.0
\$300,000 - \$349,999	04		09	27.0
\$350,000 - \$399,999	08		08	12.0
\$400,000 - \$449,999	03	20 Sold	05	20.0
\$450,000 - \$499,999	-0-	34 Active Listings	02	----
\$500,000 - \$549,999	03		03	12.0
\$550,000 - \$599,999	02	20.4 mo. supply	02	12.0
\$600,000 - \$699,999	-0-	Last Month: 19.3 mo.	04	----
\$700,000 - \$799,999	-0-		01	----
\$800,000 - \$899,999	-0-	Last Year: 13.5 mo.	-0-	----
\$900,000 - \$999,999	-0-		-0-	----
\$1,000,000 and over	-0-		-0-	----
TOTALS:	400		243	7.3
Last Year:	358 (+11.73%)		214 (+13.55%)	7.2

SOURCE:

REALTOR® Association of Acadiana Multiple Listing Service compilation issued December 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 December 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 - December, 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	-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	02	02	12.0
\$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	02	02	12.0
\$280,000 - \$299,999	-0-	01	----
\$300,000 - \$349,999	-0-	-0-	----
\$350,000 - \$399,999	03	01	4.0
\$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:	12	08	8.0
Last Year:	11 (+09.09%)	11 (-27.27%)	12.0

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued December 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 December 31, 2018. MLS data does not reflect all activity within the marketplace

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

Price Range	Number Reported Sold		Current # of Active Listings	# of Months Supply
\$19,999 OR UNDER	13		01	0.9
\$20,000 - \$29,999	08		01	1.5
\$30,000 - \$39,999	08	185 Sold	04	6.0
\$40,000 - \$49,999	21	59 Active Listings	06	3.4
\$50,000 - \$59,999	20		06	3.6
\$60,000 - \$69,999	10	3.8 mo. Supply	06	7.2
\$70,000 - \$79,999	09		01	1.3
\$80,000 - \$89,999	14	Last Month: 3.4 mo.	06	5.1
\$90,000 - \$99,999	13		03	2.8
\$100,000 - \$109,999	07		02	3.4
\$110,000 - \$119,999	13		04	3.7
\$120,000 - \$129,999	16		08	6.0
\$130,000 - \$139,999	15		06	4.8
\$140,000 - \$149,999	18		05	3.3
\$150,000 - \$159,999	15		13	10.4
\$160,000 - \$169,999	11		05	5.5
\$170,000 - \$179,999	10	107 Sold	05	6.0
\$180,000 - \$189,999	05	97 Active Listings	12	28.8
\$190,000 - \$199,999	07		06	10.3
\$200,000 - \$219,999	18	10.9 mo. Supply	08	5.3
\$220,000 - \$239,999	12		12	12.0
\$240,000 - \$259,999	15	Last Month: 10.7 mo.	09	7.2
\$260,000 - \$279,999	04		11	33.0
\$280,000 - \$299,999	10		16	19.2
\$300,000 - \$349,999	06		08	16.0
\$350,000 - \$399,999	03		12	48.0
\$400,000 - \$449,999	01	15 Sold	05	60.0
\$450,000 - \$499,999	03	42 Active Listings	03	12.0
\$500,000 - \$549,999	01		-0-	----
\$550,000 - \$599,999	01	33.6 mo. supply	04	48.0
\$600,000 - \$699,999	-0-		04	----
\$700,000 - \$799,999	-0-	Last Month: 37.2 mo.	03	----
\$800,000 - \$899,999	-0-		-0-	----
\$900,000 - \$999,999	-0-		-0-	----
\$1,000,000 and over	-0-		03	----
TOTALS:	307		198	7.7

Last Year:

256 (+19.92%)

SOURCE:

REALTOR Association of Acadiana Multiple Listing Service compilation issued December 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 December 31, 2018. MLS data does not reflect all activity within the marketplace.

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

Price Range	Number Reported Sold	Current # of Active Listings	# of Months Supply
\$19,999 OR UNDER	08	02	3.0
\$20,000 - \$29,999	11	06	6.5
\$30,000 - \$39,999	12	08	8.0
\$40,000 - \$49,999	17	03	2.1
\$50,000 - \$59,999	12	06	6.0
\$60,000 - \$69,999	10	08	9.6
\$70,000 - \$79,999	12	03	3.0
\$80,000 - \$89,999	09	13	17.3
\$90,000 - \$99,999	12	07	7.0
\$100,000 - \$109,999	05	06	14.4
\$110,000 - \$119,999	11	05	5.5
\$120,000 - \$129,999	07	12	20.6
\$130,000 - \$139,999	11	09	9.8
\$140,000 - \$149,999	12	07	7.0
\$150,000 - \$159,999	07	04	6.9
\$160,000 - \$169,999	10	06	7.2
\$170,000 - \$179,999	10	04	4.8
\$180,000 - \$189,999	02	07	42.0
\$190,000 - \$199,999	03	03	12.0
\$200,000 - \$219,999	05	04	9.6
\$220,000 - \$239,999	07	06	10.3
\$240,000 - \$259,999	05	04	9.6
\$260,000 - \$279,999	06	02	4.0
\$280,000 - \$299,999	02	02	12.0
\$300,000 - \$349,999	05	03	7.2
\$350,000 - \$399,999	03	06	24.0
\$400,000 - \$449,999	-0-	-0-	----
\$450,000 - \$499,999	-0-	02	----
\$500,000 - \$549,999	-0-	01	----
\$550,000 - \$599,999	-0-	01	----
\$600,000 - \$699,999	-0-	01	----
\$700,000 - \$799,999	-0-	-0-	----
\$800,000 - \$899,999	-0-	01	----
\$900,000 - \$999,999	-0-	-0-	----
\$1,000,000 and over	-0-	-0-	----
TOTALS:	214	152	8.5
Last Year:	226 (-05.31%)		

SOURCE: REALTOR Association of Acadiana Multiple Listing Service compilation issued December 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 December 31, 2018. MLS data does not reflect all activity within the marketplace

Residential Market Share

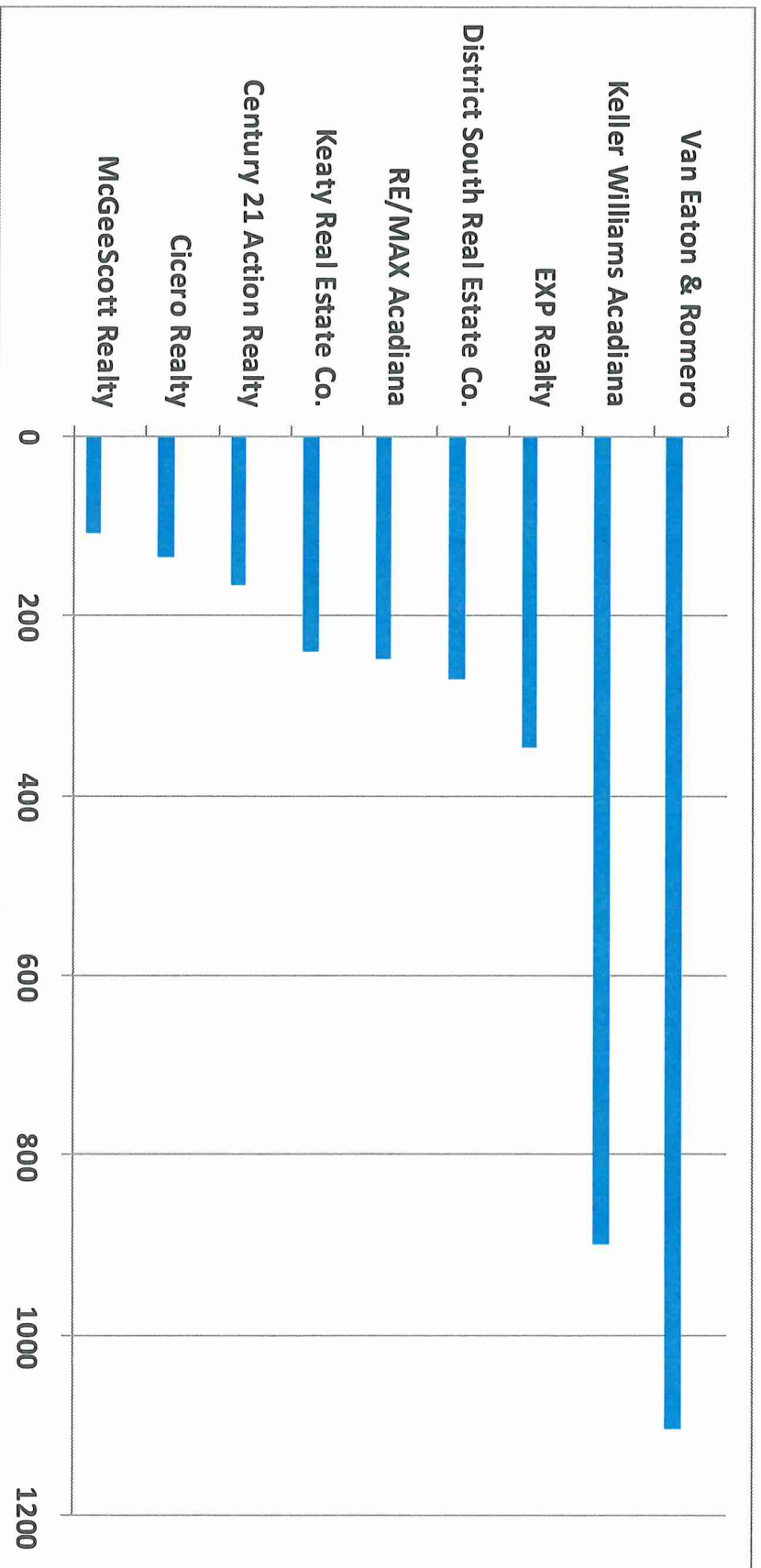
January – December 2018



Tell us what **YOU** want.



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



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential;

As of Friday, January 11, 2019 8:52:56 AM

Date Range: 1/1/2018 to 12/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	1103.5	254,589,308	230,711	20.95	25.32
2	Keller Williams Realty Acadiana (I000906)	898.0	152,436,848	169,752	17.05	15.16
3	EXP Realty, LLC (exprealty)	346.5	68,292,592	197,093	6.58	6.79
4	District South Real Estate Co. (I001224)	269.5	58,239,968	216,104	5.12	5.79
5	RE/MAX Acadiana (I000020)	247.0	48,837,425	197,722	4.69	4.86
6	Keaty Real Estate Company (I000932)	240.0	56,346,868	234,779	4.56	5.61
7	Century 21 Action Realty (I001065)	165.0	17,315,021	104,940	3.13	1.72
8	Cicero Realty LLC (I001234)	134.0	28,654,446	213,839	2.54	2.85
9	McGeeScott Realty (I001196)	107.0	18,270,390	170,751	2.03	1.82
10	Stone Ridge Real Estate (I001089)	100.0	21,593,194	215,932	1.90	2.15
11	Dwight W. Andrus Real Est, LLC (I000004)	98.0	28,666,985	292,520	1.86	2.85
12	Southern Lifestyle Realty, LLC (I001043)	92.0	29,322,109	318,719	1.75	2.92
13	Lamplighter Realty, LLC (I001186)	84.0	17,829,189	212,252	1.59	1.77
14	Brandon E. Breaux Real Estate (I000979)	81.0	5,703,510	70,414	1.54	0.57
15	HUNCO Real Estate (I001141)	63.0	13,220,832	209,854	1.20	1.32
16	Reliance Real Estate Group (I001039)	57.0	15,004,457	263,236	1.08	1.49
17	Dream Home Realty, LLC (I001181)	57.0	8,237,038	144,509	1.08	0.82
18	Caffery Real Estate, Inc. (I000915)	57.0	4,825,693	84,661	1.08	0.48
19	Century 21 DCG/Aguillard-Eunice (I001063)	53.0	4,518,927	85,263	1.01	0.45
20	RE/MAX Rice Realty (I001103)	40.0	3,812,701	95,318	0.76	0.38
21	Gateway Realty, Inc. (I000062)	37.0	3,225,283	87,170	0.70	0.32
22	Century 21 DCG/Aguillard-Opel (I000987)	36.0	3,596,850	99,912	0.68	0.36
23	Realty of Acadiana, LLC (I001193)	36.0	1,835,851	50,996	0.68	0.18
24	Non-Mbr Office/Seller (I90001)	35.5	7,092,900	199,800	0.67	0.71
25	Trahan Real Estate Group (I001137)	34.0	6,608,400	194,365	0.65	0.66
26	ReHive, LLC (I001228)	31.5	6,048,225	192,007	0.60	0.60
27	Engel & Voelkers Lafayette (I000944)	28.5	7,132,297	250,256	0.54	0.71
28	Real Estate de Louisiane (I000040)	28.0	5,243,600	187,271	0.53	0.52
29	Choice Realty (I000991)	26.0	6,441,336	247,744	0.49	0.64
30	Goldie Locks Realty LLC (I001197)	26.0	4,843,600	186,292	0.49	0.48
31	NextHome Cutting Edge Realty (I001236)	24.0	4,768,000	198,667	0.46	0.47
32	Steve Stigall (I001133)	24.0	4,601,848	191,744	0.46	0.46
33	New Investors Inc (I000935)	23.0	1,679,150	73,007	0.44	0.17
34	Your Southern Real Estate Co. (I001135)	21.0	2,753,000	131,095	0.40	0.27
35	Savvy Team Realty, LLC (I001123)	21.0	1,950,749	92,893	0.40	0.19
36	Sam Robertson Real Estate Co (I000214)	20.0	2,350,318	117,516	0.38	0.23
37	Sunrise Realty (I001078)	20.0	1,899,600	94,980	0.38	0.19
38	Cindy Herring Real Estate (I001038)	18.0	2,599,400	144,411	0.34	0.26
39	Rayne Realty Co, Inc (I000111)	17.5	2,251,500	128,657	0.33	0.22
40	Platinum Realty (I001092)	17.0	3,262,400	191,906	0.32	0.32

41 Parish Realty Acadiana (I001178)	17.0	2,187,500	128,676	0.32	0.22
42 Cachet Real Estate, LLC (I001111)	16.5	2,973,800	180,230	0.31	0.30
43 Premier Realty of Acadiana LLC (I001172)	16.0	1,694,850	105,928	0.30	0.17
44 Mirian Real Estate (I000081)	15.0	3,120,750	208,050	0.28	0.31
45 Garber-Seaux Real Estate LLC (I001132)	15.0	3,056,914	203,794	0.28	0.30
46 Kathy Dyson Realty (I001105)	15.0	1,615,750	107,717	0.28	0.16
47 RealHome Services & Solutions (I001124)	15.0	893,403	59,560	0.28	0.09
48 James Real Estate (I000925)	14.0	1,887,709	134,836	0.27	0.19
49 Robins Real Estate, LLC (I001120)	14.0	1,735,100	123,936	0.27	0.17
50 Gauthier Real Estate, Inc. (I000036)	13.0	1,822,500	140,192	0.25	0.18
51 Red Door Realty Acadiana (I001187)	13.0	1,785,800	137,369	0.25	0.18
52 A.L.C. Real Estate (I000016)	12.0	2,006,700	167,225	0.23	0.20
53 Majestic Realty & Investments LLC (I001173)	12.0	1,408,050	117,338	0.23	0.14
54 Bon Aimee Realty (I001189)	11.0	793,679	72,153	0.21	0.08
55 Core Realty (I000061)	10.0	1,544,000	154,400	0.19	0.15
56 Rome Realty (I001106)	9.0	5,108,328	567,592	0.17	0.51
57 Thomson Real Estate (I000967)	9.0	1,096,000	121,778	0.17	0.11
58 Reality Realty, LLC (I001122)	9.0	758,000	84,222	0.17	0.08
59 Cajun Real Estate (I000975)	9.0	612,100	68,011	0.17	0.06
60 Frontline Real Estate Group (I001148)	8.5	1,274,766	149,972	0.16	0.13
61 Venus Realty Corporation (I000155)	8.0	3,149,900	393,738	0.15	0.31
62 Hargroder Real Estate Group (I001199)	8.0	1,339,000	167,375	0.15	0.13
63 Christie Dailey Realty (I000917)	8.0	1,120,000	140,000	0.15	0.11
64 Atlas Realty of Acadiana (I001119)	8.0	1,076,000	134,500	0.15	0.11
65 LA Real Estate and Appraisal (I001032)	7.0	1,691,400	241,629	0.13	0.17
66 Thibodeaux Reed Realty, LLC (I001190)	7.0	986,900	140,986	0.13	0.10
67 Guidry & Co. Real Estate, Inc. (I000109)	7.0	811,000	115,857	0.13	0.08
68 Broussard Realty & Appraisal (I001000)	7.0	535,600	76,514	0.13	0.05
69 CJS Custom Builders, LLC (I001227)	6.0	2,106,000	351,000	0.11	0.21
70 Duncan Realty Professionals, LLC (I001217)	6.0	809,899	134,983	0.11	0.08
71 Legacy Real Estate Services (I000955)	6.0	785,500	130,917	0.11	0.08
72 McGinn Real Estate Agency (I000911)	5.0	633,050	126,610	0.09	0.06
73 Sky Universal Realty LLC (I001194)	5.0	534,400	106,880	0.09	0.05
74 A. Reaux Real Estate, LLC (I001079)	5.0	532,800	106,560	0.09	0.05
75 BG Realty & Management, LLC (I001184)	5.0	368,400	73,680	0.09	0.04
76 Real Broker, LLC (I001229)	4.5	672,450	149,433	0.09	0.07
77 M & R Properties (I000099)	4.0	718,119	179,530	0.08	0.07
78 RE/MAX Excellence (I001244)	4.0	667,700	166,925	0.08	0.07
79 Beclon Real Estate (I001130)	4.0	550,500	137,625	0.08	0.05
80 Keller Williams Cenla Partners (I001095)	4.0	521,500	130,375	0.08	0.05
81 Rhodes Realty, LLC (I001240)	4.0	465,000	116,250	0.08	0.05
82 Michael Doran R. E., LLC (I001159)	4.0	462,500	115,625	0.08	0.05
83 Williams Realty Group (I000977)	4.0	254,700	63,675	0.08	0.03
84 Cornerstone Realty (I000210)	3.0	1,090,850	363,617	0.06	0.11
85 Spectrum Real Estate (I000032)	3.0	648,900	216,300	0.06	0.06
86 Home Realty of Acadiana (I000996)	3.0	604,700	201,567	0.06	0.06
87 Magnolia Property Investments, LLC (I001041)	3.0	594,000	198,000	0.06	0.06
88 PMI Integrity Properties (I001195)	3.0	581,500	193,833	0.06	0.06
89 GrandMark Realty, LLC (I001068)	3.0	460,000	153,333	0.06	0.05
90 Magnolia Real Estate & Construction (I000080)	3.0	391,500	130,500	0.06	0.04
91 Riverstone Realty LLC (I001025)	3.0	278,900	92,967	0.06	0.03
92 Camelot Realty (I000038)	3.0	212,500	70,833	0.06	0.02
93 Champs Real Estate & Prop. Mgt (I001156)	3.0	211,000	70,333	0.06	0.02
94 Realty One, Inc. (I000070)	2.0	660,000	330,000	0.04	0.07
95 Fogleman and Fruge Realty, LLC (I000948)	2.0	473,000	236,500	0.04	0.05
96 PROREE, LLC (I001150)	2.0	442,000	221,000	0.04	0.04
97 Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.04	0.03

1/11/2019

Market Penetration/Saturation

98 Titan Real Estate Services, LLC (I001110)	2.0	299,500	149,750	0.04	0.03
99 David Landry Real Estate, LLC (I001066)	2.0	276,900	138,450	0.04	0.03
100 Acadiana Metro Realty (I001037)	2.0	225,000	112,500	0.04	0.02
101 Credeur Properties (I000095)	2.0	185,000	92,500	0.04	0.02
102 Bob Beyt Properties (I000928)	2.0	100,000	50,000	0.04	0.01
103 JL Real Estate, LLC (I001091)	1.5	224,000	149,333	0.03	0.02
104 Jeff Gossen (I000001)	1.0	467,000	467,000	0.02	0.05
105 Point Group Realty (I001241)	1.0	345,000	345,000	0.02	0.03
106 Pennant Real Estate (I001209)	1.0	242,500	242,500	0.02	0.02
107 Old South Realty (I000083)	1.0	202,200	202,200	0.02	0.02
108 Hebert Properties (I000216)	1.0	172,000	172,000	0.02	0.02
109 Ron J. Gaubert Realtors (I000984)	1.0	172,000	172,000	0.02	0.02
110 1 Percent Lists (I001232)	1.0	170,000	170,000	0.02	0.02
111 Marquis Realty Group, LLC (I001044)	1.0	168,900	168,900	0.02	0.02
112 FSBOgizmo.com (I001222)	1.0	165,000	165,000	0.02	0.02
113 Darby & Associates (I000077)	1.0	130,000	130,000	0.02	0.01
114 Apex Properties of Acadiana (I001073)	1.0	113,230	113,230	0.02	0.01
115 The Real Estate Store Inc. (I001214)	1.0	95,000	95,000	0.02	0.01
116 Core Property Consultants, LLC (I001226)	1.0	91,000	91,000	0.02	0.01
117 Elite Realty Group Int'l LLC (I001118)	1.0	90,000	90,000	0.02	0.01
118 Chase Group Realty, LLC (I001183)	1.0	75,000	75,000	0.02	0.01
119 Better Homes, Ranches & Properties (I001016)	1.0	70,000	70,000	0.02	0.01
120 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.02	0.00
121 Unknown	1.0	0*	0*	0.02	0.00*
122 Engel & Voelkers Lake Charles (I001134)	0.5	152,500	305,000	0.01	0.02
Totals:	5268.0	1,005,292,009.44*	190,866.15*	100%	100%

* One or more listings have an undisclosed price. This value is calculated based on disclosed prices only.

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

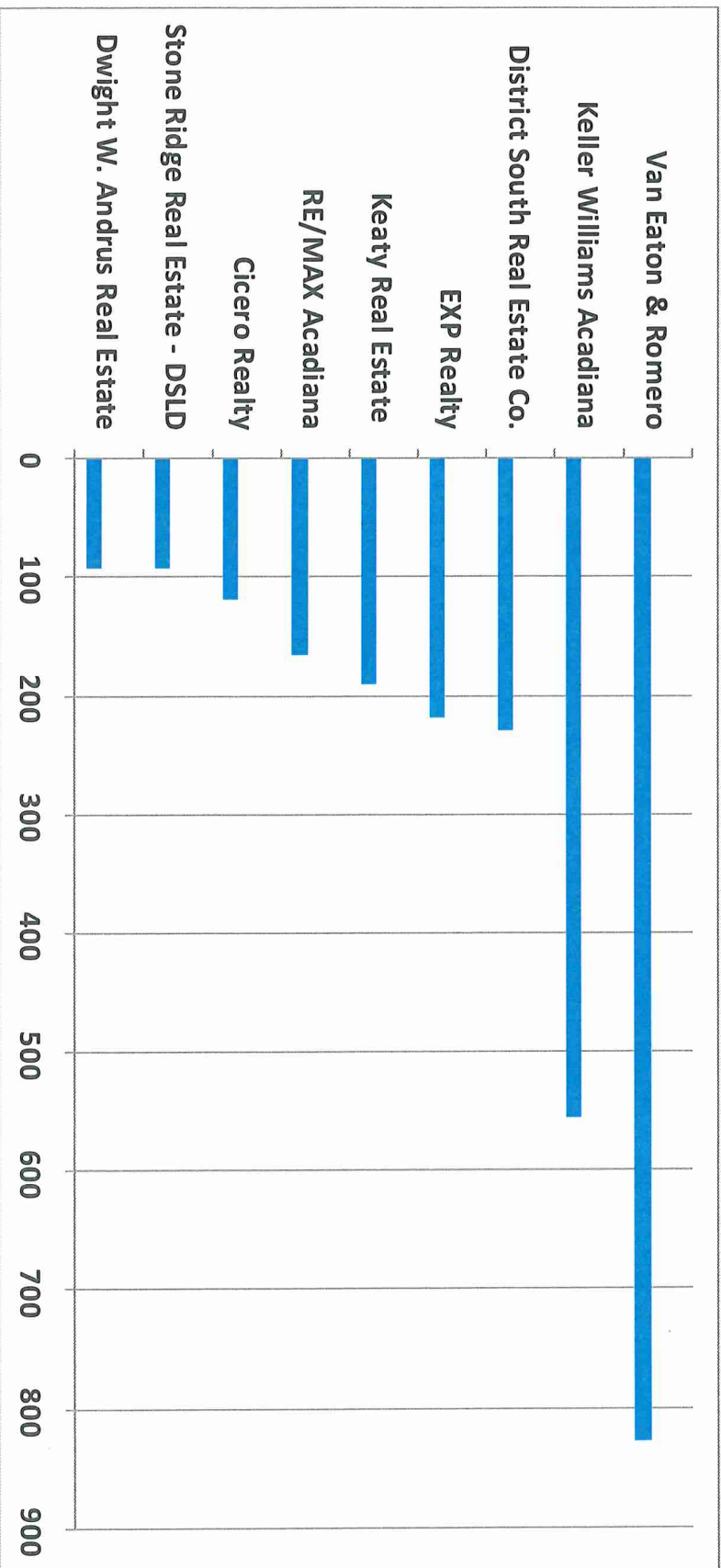


A LATTER & BLUM COMPANY



Closed Single Family Listing Sides – Lafayette Parish

January – December 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

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

As of Friday, January 11, 2019 9:02:14 AM

Date Range: 1/1/2018 to 12/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	827.5	210,753,920	254,688	24.50	27.93
2	Keller Williams Realty Acadiana (I000906)	555.0	104,686,091	188,624	16.43	13.87
3	District South Real Estate Co. (I001224)	229.0	51,891,608	226,601	6.78	6.88
4	EXP Realty, LLC (exprealty)	219.0	48,365,309	220,846	6.49	6.41
5	Keaty Real Estate Company (I000932)	191.0	46,219,518	241,987	5.66	6.13
6	RE/MAX Acadiana (I000020)	166.0	36,235,200	218,284	4.92	4.80
7	Cicero Realty LLC (I001234)	118.0	25,473,922	215,881	3.49	3.38
8	Stone Ridge Real Estate (I001089)	93.0	20,175,254	216,938	2.75	2.67
9	Dwight W. Andrus Real Est, LLC (I000004)	92.0	27,691,685	300,997	2.72	3.67
10	Southern Lifestyle Realty, LLC (I001043)	87.0	27,619,209	317,462	2.58	3.66
11	Century 21 Action Realty (I001065)	81.0	10,787,098	133,174	2.40	1.43
12	Lamplighter Realty, LLC (I001186)	70.0	15,571,589	222,451	2.07	2.06
13	Reliance Real Estate Group (I001039)	52.0	13,620,457	261,932	1.54	1.81
14	HUNCO Real Estate (I001141)	44.0	10,504,332	238,735	1.30	1.39
15	Dream Home Realty, LLC (I001181)	30.0	5,684,025	189,468	0.89	0.75
16	Trahan Real Estate Group (I001137)	26.0	5,081,600	195,446	0.77	0.67
17	Engel & Voelkers Lafayette (I000944)	25.5	6,531,797	256,149	0.76	0.87
18	Steve Stigall (I001133)	24.0	4,601,848	191,744	0.71	0.61
19	Choice Realty (I000991)	22.0	5,352,336	243,288	0.65	0.71
20	Brandon E. Breaux Real Estate (I000979)	22.0	2,249,200	102,236	0.65	0.30
21	ReHive, LLC (I001228)	21.5	4,158,828	193,434	0.64	0.55
22	Real Estate de Louisiane (I000040)	21.0	3,967,800	188,943	0.62	0.53
23	Gateway Realty, Inc. (I000062)	21.0	2,361,183	112,437	0.62	0.31
24	Goldie Locks Realty LLC (I001197)	20.0	3,860,500	193,025	0.59	0.51
25	Non-Mbr Office/Seller (I90001)	18.0	4,079,000	226,611	0.53	0.54
26	NextHome Cutting Edge Realty (I001236)	18.0	3,600,000	200,000	0.53	0.48
27	McGeeScott Realty (I001196)	17.0	4,148,590	244,035	0.50	0.55
28	Cachet Real Estate, LLC (I001111)	13.5	2,507,800	185,763	0.40	0.33
29	Red Door Realty Acadiana (I001187)	12.0	1,702,900	141,908	0.36	0.23
30	Savvy Team Realty, LLC (I001123)	12.0	1,344,500	112,042	0.36	0.18
31	Mirian Real Estate (I000081)	11.0	2,599,750	236,341	0.33	0.34
32	Rome Realty (I001106)	9.0	5,108,328	567,592	0.27	0.68
33	Garber-Seaux Real Estate LLC (I001132)	9.0	2,145,000	238,333	0.27	0.28
34	Majestic Realty & Investments LLC (I001173)	9.0	1,067,150	118,572	0.27	0.14
35	Frontline Real Estate Group (I001148)	8.5	1,274,766	149,972	0.25	0.17
36	Venus Realty Corporation (I000155)	8.0	3,149,900	393,738	0.24	0.42
37	RealHome Services & Solutions (I001124)	8.0	646,781	80,848	0.24	0.09
38	Sam Robertson Real Estate Co (I000214)	7.0	1,147,668	163,953	0.21	0.15
39	Gauthier Real Estate, Inc. (I000036)	7.0	1,120,100	160,014	0.21	0.15
40	CJS Custom Builders, LLC (I001227)	6.0	2,106,000	351,000	0.18	0.28

41 Legacy Real Estate Services (I000955)	6.0	785,500	130,917	0.18	0.10
42 Rayne Realty Co, Inc (I000111)	5.0	893,000	178,600	0.15	0.12
43 Caffery Real Estate, Inc. (I000915)	5.0	801,050	160,210	0.15	0.11
44 Duncan Realty Professionals, LLC (I001217)	5.0	741,899	148,380	0.15	0.10
45 Atlas Realty of Acadiana (I001119)	5.0	738,000	147,600	0.15	0.10
46 Guidry & Co. Real Estate, Inc. (I000109)	5.0	664,000	132,800	0.15	0.09
47 A. Reaux Real Estate, LLC (I001079)	5.0	532,800	106,560	0.15	0.07
48 BG Realty & Management, LLC (I001184)	5.0	368,400	73,680	0.15	0.05
49 Your Southern Real Estate Co. (I001135)	4.0	718,500	179,625	0.12	0.10
50 James Real Estate (I000925)	4.0	566,510	141,628	0.12	0.08
51 Beclon Real Estate (I001130)	4.0	550,500	137,625	0.12	0.07
52 Thibodeaux Reed Realty, LLC (I001190)	4.0	532,000	133,000	0.12	0.07
53 Realty of Acadiana, LLC (I001193)	4.0	346,500	86,625	0.12	0.05
54 Williams Realty Group (I000977)	4.0	254,700	63,675	0.12	0.03
55 Cornerstone Realty (I000210)	3.0	1,090,850	363,617	0.09	0.14
56 Spectrum Real Estate (I000032)	3.0	648,900	216,300	0.09	0.09
57 Magnolia Property Investments, LLC (I001041)	3.0	594,000	198,000	0.09	0.08
58 PMI Integrity Properties (I001195)	3.0	581,500	193,833	0.09	0.08
59 Hargroder Real Estate Group (I001199)	3.0	578,000	192,667	0.09	0.08
60 Parish Realty Acadiana (I001178)	3.0	561,000	187,000	0.09	0.07
61 McGinn Real Estate Agency (I000911)	3.0	551,550	183,850	0.09	0.07
62 Kathy Dyson Realty (I001105)	3.0	476,000	158,667	0.09	0.06
63 A.L.C. Real Estate (I000016)	3.0	471,700	157,233	0.09	0.06
64 GrandMark Realty, LLC (I001068)	3.0	460,000	153,333	0.09	0.06
65 Real Broker, LLC (I001229)	2.5	451,950	180,780	0.07	0.06
66 Platinum Realty (I001092)	2.0	784,900	392,450	0.06	0.10
67 PROREE, LLC (I001150)	2.0	442,000	221,000	0.06	0.06
68 M & R Properties (I000099)	2.0	360,783	180,392	0.06	0.05
69 Robins Real Estate, LLC (I001120)	2.0	340,000	170,000	0.06	0.05
70 Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.06	0.04
71 LA Real Estate and Appraisal (I001032)	2.0	310,000	155,000	0.06	0.04
72 Titan Real Estate Services, LLC (I001110)	2.0	299,500	149,750	0.06	0.04
73 Keller Williams Cenla Partners (I001095)	2.0	282,000	141,000	0.06	0.04
74 Michael Doran R. E., LLC (I001159)	2.0	275,000	137,500	0.06	0.04
75 Acadiana Metro Realty (I001037)	2.0	225,000	112,500	0.06	0.03
76 New Investors Inc (I000935)	2.0	225,000	112,500	0.06	0.03
77 Home Realty of Acadiana (I000996)	2.0	213,700	106,850	0.06	0.03
78 Champs Real Estate & Prop. Mgt (I001156)	2.0	201,000	100,500	0.06	0.03
79 Realty One, Inc. (I000070)	1.0	575,000	575,000	0.03	0.08
80 Jeff Gossen (I000001)	1.0	467,000	467,000	0.03	0.06
81 Point Group Realty (I001241)	1.0	345,000	345,000	0.03	0.05
82 Sky Universal Realty LLC (I001194)	1.0	247,900	247,900	0.03	0.03
83 Pennant Real Estate (I001209)	1.0	242,500	242,500	0.03	0.03
84 Old South Realty (I000083)	1.0	202,200	202,200	0.03	0.03
85 Hebert Properties (I000216)	1.0	172,000	172,000	0.03	0.02
86 Ron J. Gaubert Realtors (I000984)	1.0	172,000	172,000	0.03	0.02
87 1 Percent Lists (I001232)	1.0	170,000	170,000	0.03	0.02
88 Marquis Realty Group, LLC (I001044)	1.0	168,900	168,900	0.03	0.02
89 FSBOgizmo.com (I001222)	1.0	165,000	165,000	0.03	0.02
90 Rhodes Realty, LLC (I001240)	1.0	165,000	165,000	0.03	0.02
91 David Landry Real Estate, LLC (I001066)	1.0	148,900	148,900	0.03	0.02
92 Darby & Associates (I000077)	1.0	130,000	130,000	0.03	0.02
93 Century 21 DCG/Aguillard-Eunice (I001063)	1.0	113,400	113,400	0.03	0.02
94 The Real Estate Store Inc. (I001214)	1.0	95,000	95,000	0.03	0.01
95 Chase Group Realty, LLC (I001183)	1.0	75,000	75,000	0.03	0.01
96 Better Homes, Ranches & Properties (I001016)	1.0	70,000	70,000	0.03	0.01
97 Century 21 DCG/Aguillard-Opel (I000987)	1.0	55,000	55,000	0.03	0.01

1/11/2019

Market Penetration/Saturation

98 Credeur Properties (I000095)	1.0	40,000	40,000	0.03	0.01
99 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.03	0.00
100 Unknown	1.0	0*	0*	0.03	0.00*
101 Engel & Voelkers Lake Charles (I001134)	0.5	152,500	305,000	0.01	0.02
102 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.01	0.01
Totals:	3377.0	754,529,137.20*	223,497.97*	100%	100%

* One or more listings have an undisclosed price. This value is calculated based on disclosed prices only.

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



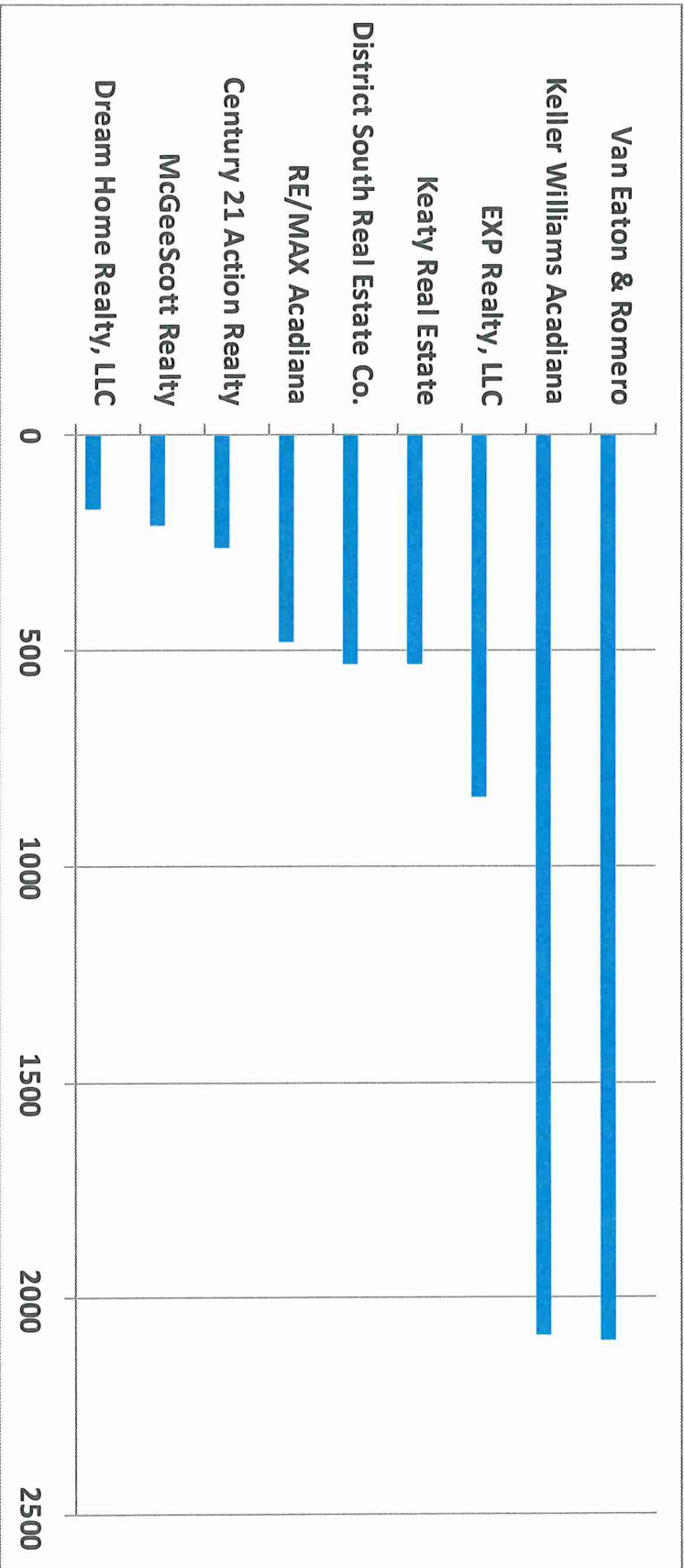
A LATTER & BLUM COMPANY



Closed Single Family Listing or Selling Sides

All GEO Areas/Parishes

January – December 2018



Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential;

As of Friday, January 11, 2019 9:06:18 AM

Date Range: 1/1/2018 to 12/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	2096.5	483,419,448	230,584	19.90	24.04
2	Keller Williams Realty Acadiana (I000906)	2084.0	364,685,072	174,993	19.78	18.14
3	EXP Realty, LLC (exprealty)	842.5	155,167,699	184,175	8.00	7.72
4	Keaty Real Estate Company (I000932)	534.0	127,816,541	239,357	5.07	6.36
5	District South Real Estate Co. (I001224)	532.0	112,979,721	212,368	5.05	5.62
6	RE/MAX Acadiana (I000020)	480.0	95,229,020	198,394	4.56	4.74
7	Century 21 Action Realty (I001065)	262.0	28,925,988	110,405	2.49	1.44
8	McGeeScott Realty (I001196)	212.0	37,204,003	175,491	2.01	1.85
9	Non-Mbr Office/Seller (I90001)	198.0	34,151,564	172,483	1.88	1.70
10	Dream Home Realty, LLC (I001181)	173.0	25,376,915	146,687	1.64	1.26
11	Southern Lifestyle Realty, LLC (I001043)	172.0	54,376,555	316,143	1.63	2.70
12	Cicero Realty LLC (I001234)	164.0	35,020,075	213,537	1.56	1.74
13	Dwight W. Andrus Real Est, LLC (I000004)	152.0	43,677,010	287,349	1.44	2.17
14	Stone Ridge Real Estate (I001089)	115.0	24,846,954	216,060	1.09	1.24
15	HUNCO Real Estate (I001141)	112.0	24,433,631	218,157	1.06	1.22
16	Brandon E. Breaux Real Estate (I000979)	107.0	7,937,705	74,184	1.02	0.39
17	Lamplighter Realty, LLC (I001186)	99.0	21,250,656	214,653	0.94	1.06
18	Parish Realty Acadiana (I001178)	86.0	12,473,416	145,040	0.82	0.62
19	RE/MAX Rice Realty (I001103)	86.0	8,172,281	95,027	0.82	0.41
20	Century 21 DCG/Aguillard-Eunice (I001063)	86.0	7,271,128	84,548	0.82	0.36
21	Caffery Real Estate, Inc. (I000915)	83.0	7,523,743	90,648	0.79	0.37
22	Trahan Real Estate Group (I001137)	73.0	15,011,700	205,640	0.69	0.75
23	Century 21 DCG/Aguillard-Opel (I000987)	68.0	6,612,692	97,245	0.65	0.33
24	NextHome Cutting Edge Realty (I001236)	66.0	11,668,101	176,789	0.63	0.58
25	Engel & Voelkers Lafayette (I000944)	63.5	15,228,647	239,821	0.60	0.76
26	Reliance Real Estate Group (I001039)	62.0	15,309,707	246,931	0.59	0.76
27	ReHive, LLC (I001228)	53.5	10,034,947	187,569	0.51	0.50
28	Goldie Locks Realty LLC (I001197)	53.0	9,125,190	172,173	0.50	0.45
29	Gateway Realty, Inc. (I000062)	48.0	4,285,283	89,277	0.46	0.21
30	Realty of Acadiana, LLC (I001193)	48.0	2,824,451	58,843	0.46	0.14
31	Your Southern Real Estate Co. (I001135)	44.0	6,121,505	139,125	0.42	0.30
32	Red Door Realty Acadiana (I001187)	42.0	6,630,805	157,876	0.40	0.33
33	Mirian Real Estate (I000081)	40.0	8,132,949	203,324	0.38	0.40
34	Real Estate de Louisiane (I000040)	36.0	6,442,600	178,961	0.34	0.32
35	Cindy Herring Real Estate (I001038)	36.0	4,711,775	130,883	0.34	0.23
36	Sunrise Realty (I001078)	36.0	3,595,250	99,868	0.34	0.18
37	Sam Robertson Real Estate Co (I000214)	34.5	4,526,768	131,211	0.33	0.23
38	Platinum Realty (I001092)	34.0	6,595,300	193,979	0.32	0.33
39	Cachet Real Estate, LLC (I001111)	33.5	5,836,826	174,234	0.32	0.29
40	Real Broker, LLC (I001229)	33.5	5,139,925	153,431	0.32	0.26

41 Rayne Realty Co, Inc (I000111)	31.5	4,068,600	129,162	0.30	0.20
42 Savvy Team Realty, LLC (I001123)	31.0	3,242,399	104,594	0.29	0.16
43 New Investors Inc (I000935)	31.0	2,146,150	69,231	0.29	0.11
44 Guidry & Co. Real Estate, Inc. (I000109)	30.0	3,679,718	122,657	0.28	0.18
45 Kathy Dyson Realty (I001105)	29.0	4,058,000	139,931	0.28	0.20
46 Thomson Real Estate (I000967)	28.0	3,842,000	137,214	0.27	0.19
47 A.L.C. Real Estate (I000016)	27.0	5,554,200	205,711	0.26	0.28
48 Bon Aimee Realty (I001189)	27.0	2,175,858	80,587	0.26	0.11
49 Choice Realty (I000991)	26.0	6,441,336	247,744	0.25	0.32
50 Majestic Realty & Investments LLC (I001173)	26.0	3,061,535	117,751	0.25	0.15
51 Steve Stigall (I001133)	25.0	4,810,348	192,414	0.24	0.24
52 Garber-Seaux Real Estate LLC (I001132)	25.0	4,666,914	186,677	0.24	0.23
53 Hargroder Real Estate Group (I001199)	24.0	4,952,026	206,334	0.23	0.25
54 Gauthier Real Estate, Inc. (I000036)	24.0	3,541,400	147,558	0.23	0.18
55 Premier Realty of Acadiana LLC (I001172)	24.0	2,500,800	104,200	0.23	0.12
56 Atlas Realty of Acadiana (I001119)	23.0	3,307,800	143,817	0.22	0.16
57 Reality Realty, LLC (I001122)	23.0	1,851,380	80,495	0.22	0.09
58 Robins Real Estate, LLC (I001120)	22.0	2,872,700	130,577	0.21	0.14
59 Duncan Realty Professionals, LLC (I001217)	22.0	2,640,899	120,041	0.21	0.13
60 James Real Estate (I000925)	20.0	3,597,219	179,861	0.19	0.18
61 Frontline Real Estate Group (I001148)	19.5	2,837,366	145,506	0.19	0.14
62 Christe Dailey Realty (I000917)	19.0	2,952,730	155,407	0.18	0.15
63 Thibodeaux Reed Realty, LLC (I001190)	19.0	2,262,775	119,093	0.18	0.11
64 Williams Realty Group (I000977)	17.0	1,875,200	110,306	0.16	0.09
65 Rome Realty (I001106)	15.0	7,998,036	533,202	0.14	0.40
66 Sky Universal Realty LLC (I001194)	15.0	1,764,400	117,627	0.14	0.09
67 RealHome Services & Solutions (I001124)	15.0	893,403	59,560	0.14	0.04
68 Legacy Real Estate Services (I000955)	14.0	1,938,300	138,450	0.13	0.10
69 LA Real Estate and Appraisal (I001032)	13.0	3,019,400	232,262	0.12	0.15
70 Core Realty (I000061)	13.0	1,955,000	150,385	0.12	0.10
71 Venus Realty Corporation (I000155)	12.0	4,450,900	370,908	0.11	0.22
72 Broussard Realty & Appraisal (I001000)	12.0	1,188,600	99,050	0.11	0.06
73 Cajun Real Estate (I000975)	12.0	858,100	71,508	0.11	0.04
74 A. Reaux Real Estate, LLC (I001079)	11.0	1,985,140	180,467	0.10	0.10
75 Better Homes, Ranches & Properties (I001016)	11.0	1,340,450	121,859	0.10	0.07
76 Beclon Real Estate (I001130)	10.0	1,782,300	178,230	0.09	0.09
77 Realty One, Inc. (I000070)	9.0	1,979,900	219,989	0.09	0.10
78 David Landry Real Estate, LLC (I001066)	9.0	1,584,400	176,044	0.09	0.08
79 GrandMark Realty, LLC (I001068)	8.0	1,342,400	167,800	0.08	0.07
80 RE/MAX Excellence (I001244)	8.0	1,083,900	135,488	0.08	0.05
81 Camelot Realty (I000038)	8.0	1,036,900	129,612	0.08	0.05
82 Cornerstone Realty (I000210)	7.0	2,106,700	300,957	0.07	0.10
83 PROREE, LLC (I001150)	7.0	1,799,680	257,097	0.07	0.09
84 Michael Doran R. E., LLC (I001159)	7.0	915,500	130,786	0.07	0.05
85 Champs Real Estate & Prop. Mgt (I001156)	7.0	739,500	105,643	0.07	0.04
86 BG Realty & Management, LLC (I001184)	7.0	459,800	65,686	0.07	0.02
87 McGinn Real Estate Agency (I000911)	6.5	683,800	105,200	0.06	0.03
88 CJS Custom Builders, LLC (I001227)	6.0	2,106,000	351,000	0.06	0.10
89 Spectrum Real Estate (I000032)	6.0	1,383,200	230,533	0.06	0.07
90 M & R Properties (I000099)	6.0	1,144,119	190,686	0.06	0.06
91 Rhodes Realty, LLC (I001240)	6.0	752,000	125,333	0.06	0.04
92 Riverstone Realty LLC (I001025)	6.0	557,800	92,967	0.06	0.03
93 Chase Group Realty, LLC (I001183)	5.0	1,638,300	327,660	0.05	0.08
94 PMI Integrity Properties (I001195)	5.0	1,332,500	266,500	0.05	0.07
95 Magnolia Property Investments, LLC (I001041)	5.0	921,500	184,300	0.05	0.05
96 Keller Williams Cenla Partners (I001095)	5.0	753,500	150,700	0.05	0.04
97 Magnolia Real Estate & Construction (I000080)	5.0	734,995	146,999	0.05	0.04

1/11/2019

Market Penetration/Saturation

98 Home Realty of Acadiana (I000996)	4.0	1,089,700	272,425	0.04	0.05
99 Ron J. Gaubert Realtors (I000984)	4.0	839,000	209,750	0.04	0.04
100 Credeur Properties (I000095)	4.0	377,500	94,375	0.04	0.02
101 Engel & Voelkers Lake Charles (I001134)	3.5	1,097,000	313,429	0.03	0.05
102 Jeff Gossen (I000001)	3.0	1,384,900	461,633	0.03	0.07
103 Fogleman and Fruge Realty, LLC (I000948)	3.0	708,000	236,000	0.03	0.04
104 Acadiana Metro Realty (I001037)	3.0	586,500	195,500	0.03	0.03
105 1 Percent Lists (I001232)	3.0	528,000	176,000	0.03	0.03
106 Ruston Properties (I001015)	3.0	481,010	160,337	0.03	0.02
107 Titan Real Estate Services, LLC (I001110)	3.0	422,500	140,833	0.03	0.02
108 Point Group Realty (I001241)	2.0	615,500	307,750	0.02	0.03
109 Old South Realty (I000083)	2.0	422,200	211,100	0.02	0.02
110 Darby & Associates (I000077)	2.0	397,750	198,875	0.02	0.02
111 The Real Estate Store Inc. (I001214)	2.0	365,000	182,500	0.02	0.02
112 Core Real Estate Agency (I001188)	2.0	356,400	178,200	0.02	0.02
113 Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.02	0.02
114 Marquis Realty Group, LLC (I001044)	2.0	232,900	116,450	0.02	0.01
115 Advantage Realty, LLC (I000965)	2.0	203,000	101,500	0.02	0.01
116 Elite Realty Group Int'l LLC (I001118)	2.0	144,000	72,000	0.02	0.01
117 Bob Beyt Properties (I000928)	2.0	100,000	50,000	0.02	0.00
118 Unknown	2.0	0*	0*	0.02	0.00*
119 JL Real Estate, LLC (I001091)	1.5	224,000	149,333	0.01	0.01
120 Duke Realty, LLC (I001136)	1.0	435,000	435,000	0.01	0.02
121 Stirling Properties, Inc. (I000973)	1.0	399,000	399,000	0.01	0.02
122 MPW Properties (I001205)	1.0	367,000	367,000	0.01	0.02
123 Pennant Real Estate (I001209)	1.0	242,500	242,500	0.01	0.01
124 The George Group, LLC (I001215)	1.0	229,500	229,500	0.01	0.01
125 Veterans Realty Group (I001145)	1.0	203,000	203,000	0.01	0.01
126 Hebert Properties (I000216)	1.0	172,000	172,000	0.01	0.01
127 FSBOgizmo.com (I001222)	1.0	165,000	165,000	0.01	0.01
128 Everland Realty of Louisiana L (I001202)	1.0	140,000	140,000	0.01	0.01
129 Pequod, Inc. (I000910)	1.0	115,000	115,000	0.01	0.01
130 Apex Properties of Acadiana (I001073)	1.0	113,230	113,230	0.01	0.01
131 Core Property Consultants, LLC (I001226)	1.0	91,000	91,000	0.01	0.00
132 PrimeVue (I001127)	1.0	52,000	52,000	0.01	0.00
133 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.01	0.00
Totals:	10536.0	2,010,584,018.88*	190,866.15*	100%	100%

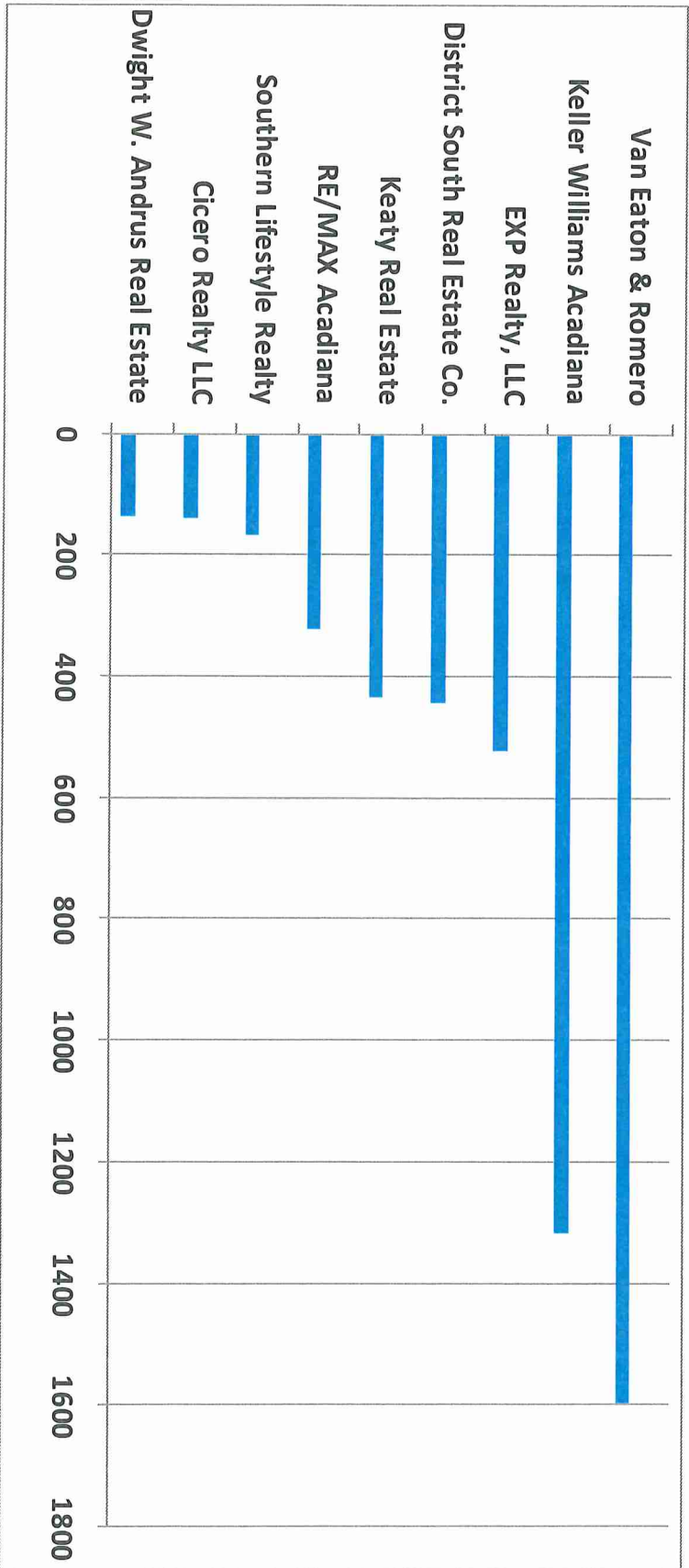
* One or more listings have an undisclosed price. This value is calculated based on disclosed prices only.

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A LATTE & BLUM COMPANY ERA

**Closed Single Family Listing or Selling Sides
Lafayette Parish
January – December 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 Friday, January 11, 2019 9:11:21 AM

Date Range: 1/1/2018 to 12/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	1598.5	404,619,221	253,124	23.67	26.81
2	Keller Williams Realty Acadiana (I000906)	1318.0	259,900,552	197,193	19.51	17.22
3	EXP Realty, LLC (exprealty)	522.0	109,120,401	209,043	7.73	7.23
4	District South Real Estate Co. (I001224)	445.0	99,143,907	222,795	6.59	6.57
5	Keaty Real Estate Company (I000932)	434.0	108,717,585	250,501	6.43	7.20
6	RE/MAX Acadiana (I000020)	322.0	70,731,895	219,664	4.77	4.69
7	Southern Lifestyle Realty, LLC (I001043)	166.0	52,430,955	315,849	2.46	3.47
8	Cicero Realty LLC (I001234)	141.0	30,458,982	216,021	2.09	2.02
9	Dwight W. Andrus Real Est, LLC (I000004)	137.0	40,958,110	298,964	2.03	2.71
10	Century 21 Action Realty (I001065)	133.0	19,284,709	144,998	1.97	1.28
11	Stone Ridge Real Estate (I001089)	108.0	23,429,014	216,935	1.60	1.55
12	Non-Mbr Office/Seller (I90001)	102.0	21,627,793	212,037	1.51	1.43
13	Lamplighter Realty, LLC (I001186)	84.0	18,819,056	224,036	1.24	1.25
14	Dream Home Realty, LLC (I001181)	80.0	14,840,845	185,511	1.18	0.98
15	HUNCO Real Estate (I001141)	75.0	19,010,212	253,469	1.11	1.26
16	Trahan Real Estate Group (I001137)	59.0	12,662,400	214,617	0.87	0.84
17	Reliance Real Estate Group (I001039)	57.0	13,925,707	244,311	0.84	0.92
18	Engel & Voelkers Lafayette (I000944)	55.5	13,923,147	250,868	0.82	0.92
19	NextHome Cutting Edge Realty (I001236)	48.0	8,836,301	184,090	0.71	0.59
20	McGeeScott Realty (I001196)	45.0	10,177,251	226,161	0.67	0.67
21	ReHive, LLC (I001228)	39.5	7,740,551	195,963	0.58	0.51
22	Goldie Locks Realty LLC (I001197)	37.0	6,803,500	183,878	0.55	0.45
23	Red Door Realty Acadiana (I001187)	34.0	5,663,305	166,568	0.50	0.38
24	Mirian Real Estate (I000081)	31.0	6,626,450	213,756	0.46	0.44
25	Brandon E. Breaux Real Estate (I000979)	29.0	3,474,245	119,802	0.43	0.23
26	Real Estate de Louisiane (I000040)	28.0	5,111,800	182,564	0.41	0.34
27	Parish Realty Acadiana (I001178)	27.0	4,692,941	173,813	0.40	0.31
28	Gateway Realty, Inc. (I000062)	27.0	3,197,183	118,414	0.40	0.21
29	Steve Stigall (I001133)	25.0	4,810,348	192,414	0.37	0.32
30	Cachet Real Estate, LLC (I001111)	23.5	4,577,926	194,805	0.35	0.30
31	Real Broker, LLC (I001229)	23.5	4,124,925	175,529	0.35	0.27
32	Choice Realty (I000991)	22.0	5,352,336	243,288	0.33	0.35
33	Savvy Team Realty, LLC (I001123)	19.0	2,475,900	130,311	0.28	0.16
34	Majestic Realty & Investments LLC (I001173)	19.0	2,343,935	123,365	0.28	0.16
35	Garber-Seaux Real Estate LLC (I001132)	17.0	3,555,000	209,118	0.25	0.24
36	Guidry & Co. Real Estate, Inc. (I000109)	17.0	2,558,300	150,488	0.25	0.17
37	Frontline Real Estate Group (I001148)	15.5	2,635,166	170,011	0.23	0.17
38	Gauthier Real Estate, Inc. (I000036)	15.0	2,511,500	167,433	0.22	0.17
39	Atlas Realty of Acadiana (I001119)	15.0	2,297,800	153,187	0.22	0.15
40	Duncan Realty Professionals, LLC (I001217)	15.0	2,190,899	146,060	0.22	0.15

41	Rome Realty (I001106)	14.0	7,879,536	562,824	0.21	0.52
42	Hargroder Real Estate Group (I001199)	14.0	3,053,688	218,121	0.21	0.20
43	A.L.C. Real Estate (I000016)	13.0	2,930,400	225,415	0.19	0.19
44	Legacy Real Estate Services (I000955)	13.0	1,799,100	138,392	0.19	0.12
45	Venus Realty Corporation (I000155)	12.0	4,450,900	370,908	0.18	0.29
46	Sam Robertson Real Estate Co (I000214)	11.0	2,331,068	211,915	0.16	0.15
47	A. Reaux Real Estate, LLC (I001079)	11.0	1,985,140	180,467	0.16	0.13
48	Thibodeaux Reed Realty, LLC (I001190)	11.0	1,593,900	144,900	0.16	0.11
49	Williams Realty Group (I000977)	11.0	1,353,200	123,018	0.16	0.09
50	Rayne Realty Co, Inc (I000111)	10.0	1,861,700	186,170	0.15	0.12
51	Beclon Real Estate (I001130)	10.0	1,782,300	178,230	0.15	0.12
52	Caffery Real Estate, Inc. (I000915)	10.0	1,742,750	174,275	0.15	0.12
53	Your Southern Real Estate Co. (I001135)	8.0	1,780,565	222,571	0.12	0.12
54	GrandMark Realty, LLC (I001068)	8.0	1,342,400	167,800	0.12	0.09
55	RealHome Services & Solutions (I001124)	8.0	646,781	80,848	0.12	0.04
56	Cornerstone Realty (I000210)	7.0	2,106,700	300,957	0.10	0.14
57	LA Real Estate and Appraisal (I001032)	7.0	1,426,000	203,714	0.10	0.09
58	Sky Universal Realty LLC (I001194)	7.0	1,126,900	160,986	0.10	0.07
59	Realty of Acadiana, LLC (I001193)	7.0	895,800	127,971	0.10	0.06
60	BG Realty & Management, LLC (I001184)	7.0	459,800	65,686	0.10	0.03
61	CJS Custom Builders, LLC (I001227)	6.0	2,106,000	351,000	0.09	0.14
62	Spectrum Real Estate (I000032)	6.0	1,383,200	230,533	0.09	0.09
63	Kathy Dyson Realty (I001105)	6.0	1,102,800	183,800	0.09	0.07
64	David Landry Real Estate, LLC (I001066)	6.0	1,053,400	175,567	0.09	0.07
65	James Real Estate (I000925)	6.0	913,520	152,253	0.09	0.06
66	Champs Real Estate & Prop. Mgt (I001156)	6.0	729,500	121,583	0.09	0.05
67	Chase Group Realty, LLC (I001183)	5.0	1,638,300	327,660	0.07	0.11
68	Realty One, Inc. (I000070)	5.0	1,419,900	283,980	0.07	0.09
69	PMI Integrity Properties (I001195)	5.0	1,332,500	266,500	0.07	0.09
70	PROREE, LLC (I001150)	5.0	1,269,680	253,936	0.07	0.08
71	Platinum Realty (I001092)	4.0	1,711,800	427,950	0.06	0.11
72	Ron J. Gaubert Realtors (I000984)	4.0	839,000	209,750	0.06	0.06
73	M & R Properties (I000099)	4.0	786,783	196,696	0.06	0.05
74	Magnolia Property Investments, LLC (I001041)	4.0	742,500	185,625	0.06	0.05
75	Better Homes, Ranches & Properties (I001016)	4.0	611,500	152,875	0.06	0.04
76	Jeff Gossen (I000001)	3.0	1,384,900	461,633	0.04	0.09
77	Acadiana Metro Realty (I001037)	3.0	586,500	195,500	0.04	0.04
78	McGinn Real Estate Agency (I000911)	3.0	551,550	183,850	0.04	0.04
79	Robins Real Estate, LLC (I001120)	3.0	543,500	181,167	0.04	0.04
80	Keller Williams Cenla Partners (I001095)	3.0	514,000	171,333	0.04	0.03
81	Ruston Properties (I001015)	3.0	481,010	160,337	0.04	0.03
82	Michael Doran R. E., LLC (I001159)	3.0	440,000	146,667	0.04	0.03
83	Titan Real Estate Services, LLC (I001110)	3.0	422,500	140,833	0.04	0.03
84	Engel & Voelkers Lake Charles (I001134)	2.5	997,000	398,800	0.04	0.07
85	Point Group Realty (I001241)	2.0	615,500	307,750	0.03	0.04
86	Old South Realty (I000083)	2.0	422,200	211,100	0.03	0.03
87	Darby & Associates (I000077)	2.0	397,750	198,875	0.03	0.03
88	The Real Estate Store Inc. (I001214)	2.0	365,000	182,500	0.03	0.02
89	Core Real Estate Agency (I001188)	2.0	356,400	178,200	0.03	0.02
90	Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.03	0.02
91	Marquis Realty Group, LLC (I001044)	2.0	232,900	116,450	0.03	0.02
92	New Investors Inc (I000935)	2.0	225,000	112,500	0.03	0.01
93	Home Realty of Acadiana (I000996)	2.0	213,700	106,850	0.03	0.01
94	Unknown	2.0	0*	0*	0.03	0.00*
95	Camelot Realty (I000038)	1.0	562,400	562,400	0.01	0.04
96	Duke Realty, LLC (I001136)	1.0	435,000	435,000	0.01	0.03
97	Stirling Properties, Inc. (I000973)	1.0	399,000	399,000	0.01	0.03

1/11/2019

Market Penetration/Saturation

98 MPW Properties (I001205)	1.0	367,000	367,000	0.01	0.02
99 Broussard Realty & Appraisal (I001000)	1.0	255,000	255,000	0.01	0.02
100 Pennant Real Estate (I001209)	1.0	242,500	242,500	0.01	0.02
101 The George Group, LLC (I001215)	1.0	229,500	229,500	0.01	0.02
102 Magnolia Real Estate & Construction (I000080)	1.0	179,495	179,495	0.01	0.01
103 Hebert Properties (I000216)	1.0	172,000	172,000	0.01	0.01
104 1 Percent Lists (I001232)	1.0	170,000	170,000	0.01	0.01
105 FSBOgizmo.com (I001222)	1.0	165,000	165,000	0.01	0.01
106 Rhodes Realty, LLC (I001240)	1.0	165,000	165,000	0.01	0.01
107 Everland Realty of Louisiana L (I001202)	1.0	140,000	140,000	0.01	0.01
108 Advantage Realty, LLC (I000965)	1.0	138,000	138,000	0.01	0.01
109 RE/MAX Rice Realty (I001103)	1.0	133,500	133,500	0.01	0.01
110 Pequod, Inc. (I000910)	1.0	115,000	115,000	0.01	0.01
111 Century 21 DCG/Aguillard-Eunice (I001063)	1.0	113,400	113,400	0.01	0.01
112 Reality Realty, LLC (I001122)	1.0	98,400	98,400	0.01	0.01
113 Cindy Herring Real Estate (I001038)	1.0	84,000	84,000	0.01	0.01
114 Century 21 DCG/Aguillard-Opel (I000987)	1.0	55,000	55,000	0.01	0.00
115 PrimeVue (I001127)	1.0	52,000	52,000	0.01	0.00
116 Credeur Properties (I000095)	1.0	40,000	40,000	0.01	0.00
117 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.01	0.00
118 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.01	0.01
Totals:	6754.0	1,509,058,274.40*	223,497.97*	100%	100%

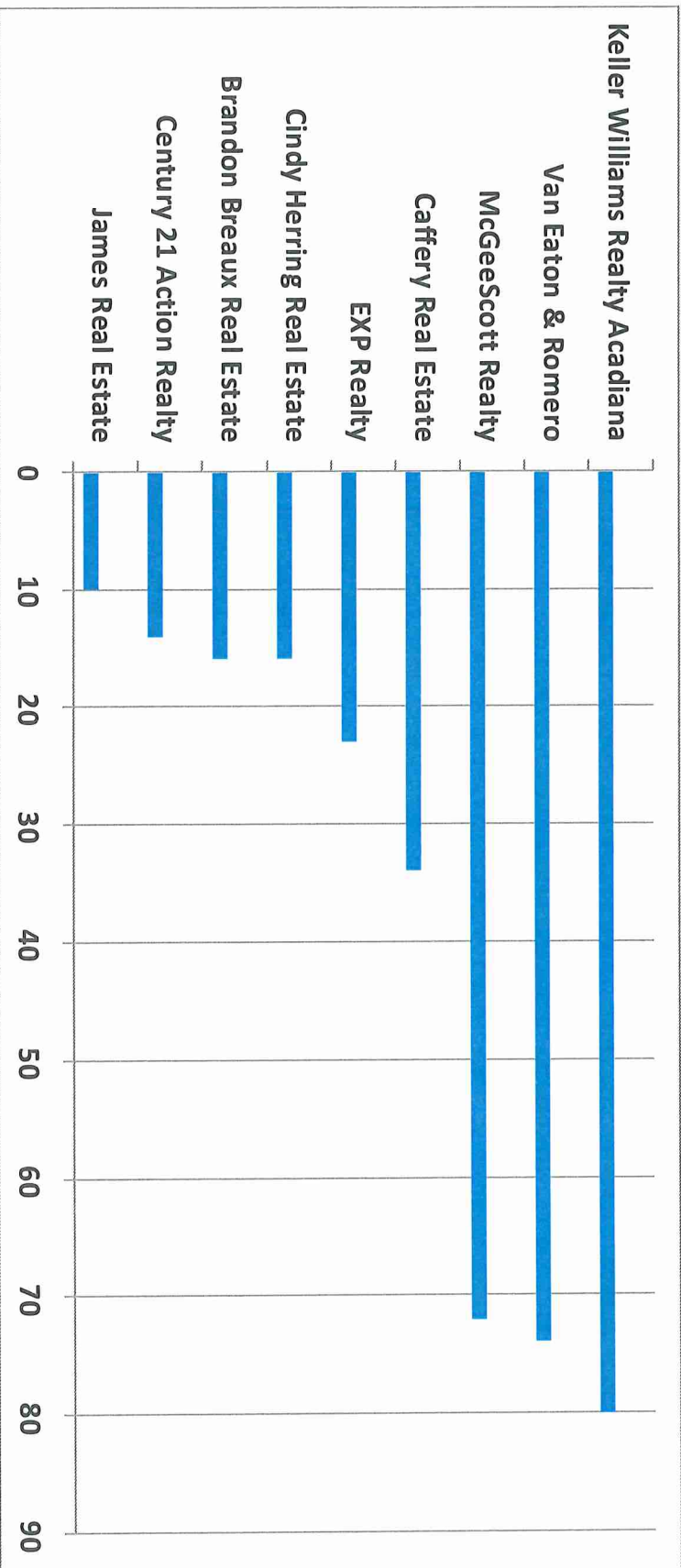
* One or more listings have an undisclosed price. This value is calculated based on disclosed prices only.

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



A LATTER & BLUM COMPANY ERA

Closed Single Family Listing Sides – Iberia Parish January – December 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

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

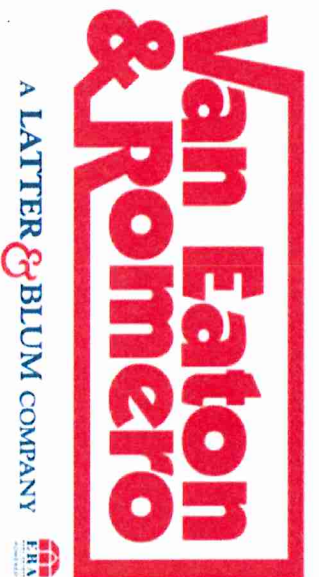
As of Friday, January 11, 2019 9:15:44 AM

Date Range: 1/1/2018 to 12/31/2018

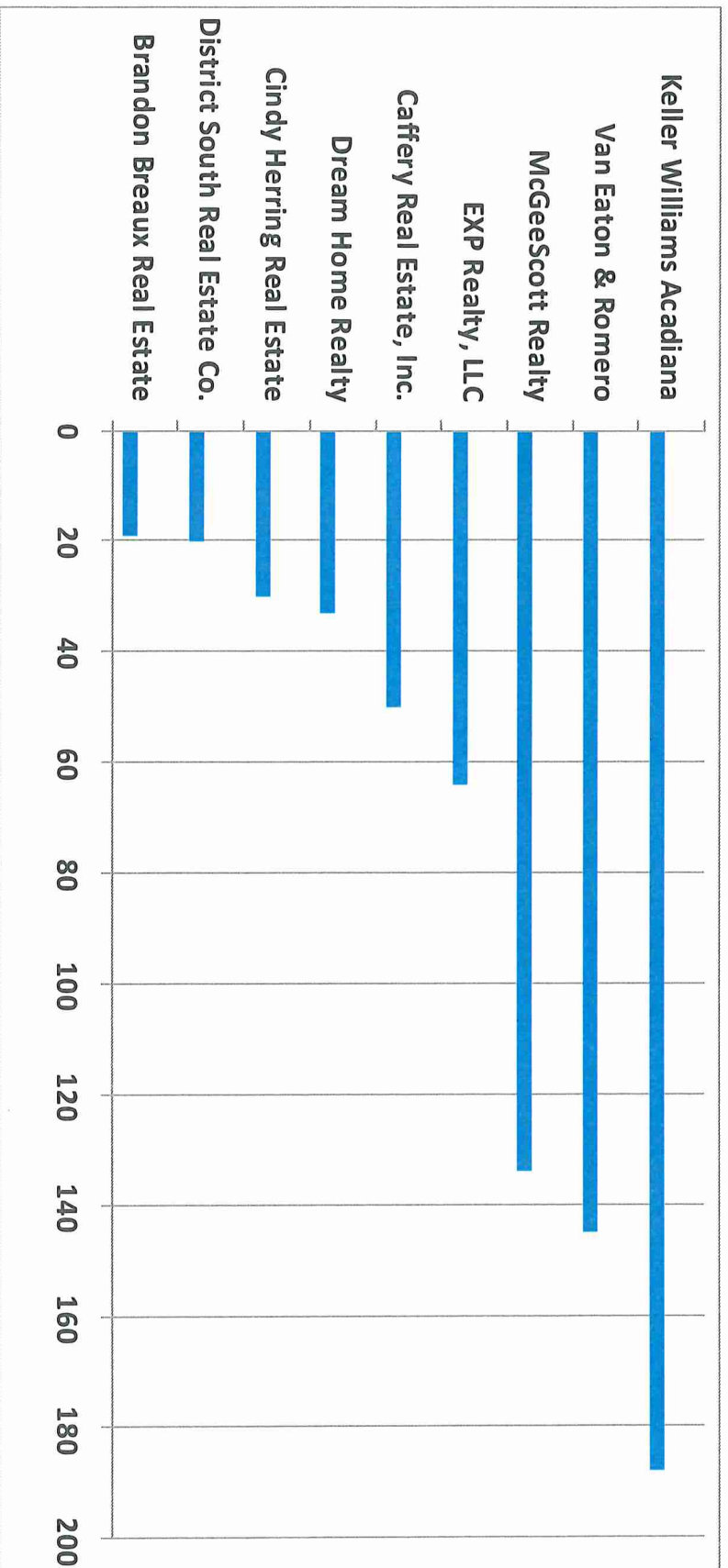
Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	80.0	12,221,478	152,768	19.42	21.61
2	Van Eaton & Romero (I001163)	74.0	11,307,462	152,804	17.96	19.99
3	McGeeScott Realty (I001196)	72.0	11,118,800	154,428	17.48	19.66
4	Caffery Real Estate, Inc. (I000915)	34.0	3,006,975	88,440	8.25	5.32
5	EXP Realty, LLC (exprealty)	23.0	3,653,900	158,865	5.58	6.46
6	Cindy Herring Real Estate (I001038)	16.0	2,412,400	150,775	3.88	4.26
7	Brandon E. Breaux Real Estate (I000979)	16.0	1,001,100	62,569	3.88	1.77
8	Century 21 Action Realty (I001065)	14.0	1,274,850	91,061	3.40	2.25
9	James Real Estate (I000925)	10.0	1,321,199	132,120	2.43	2.34
10	New Investors Inc (I000935)	10.0	755,350	75,535	2.43	1.34
11	RE/MAX Acadiana (I000020)	8.0	1,083,175	135,397	1.94	1.91
12	Dream Home Realty, LLC (I001181)	8.0	659,500	82,438	1.94	1.17
13	District South Real Estate Co. (I001224)	7.0	763,800	109,114	1.70	1.35
14	Keaty Real Estate Company (I000932)	5.0	1,258,000	251,600	1.21	2.22
15	Real Estate de Louisiane (I000040)	4.0	767,800	191,950	0.97	1.36
16	Gateway Realty, Inc. (I000062)	4.0	168,500	42,125	0.97	0.30
17	Majestic Realty & Investments LLC (I001173)	3.0	340,900	113,633	0.73	0.60
18	Savvy Team Realty, LLC (I001123)	3.0	157,900	52,633	0.73	0.28
19	Southern Lifestyle Realty, LLC (I001043)	2.0	593,000	296,500	0.49	1.05
20	Lamplighter Realty, LLC (I001186)	2.0	341,500	170,750	0.49	0.60
21	ReHive, LLC (I001228)	2.0	333,000	166,500	0.49	0.59
22	Atlas Realty of Acadiana (I001119)	2.0	233,000	116,500	0.49	0.41
23	Dwight W. Andrus Real Est, LLC (I000004)	2.0	161,400	80,700	0.49	0.29
24	Bob Beyt Properties (I000928)	2.0	100,000	50,000	0.49	0.18
25	Realty of Acadiana, LLC (I001193)	2.0	80,400	40,200	0.49	0.14
26	Reliance Real Estate Group (I001039)	1.0	575,000	575,000	0.24	1.02
27	Engel & Voelkers Lafayette (I000944)	1.0	168,000	168,000	0.24	0.30
28	Non-Mbr Office/Seller (I90001)	1.0	165,000	165,000	0.24	0.29
29	Your Southern Real Estate Co. (I001135)	1.0	150,000	150,000	0.24	0.27
30	NextHome Cutting Edge Realty (I001236)	1.0	140,000	140,000	0.24	0.25
31	Cachet Real Estate, LLC (I001111)	1.0	133,000	133,000	0.24	0.24
32	JL Real Estate, LLC (I001091)	1.0	119,000	119,000	0.24	0.21
Totals:		412.0	56,565,389.00	137,294.63	100%	100%

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



Closed Single Family Listing or Selling Sides - Iberia Parish January – December 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 Friday, January 11, 2019 9:18:08 AM

Date Range: 1/1/2018 to 12/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	187.5	27,720,844	147,845	22.75	24.50
2	Van Eaton & Romero (I001163)	145.0	21,574,961	148,793	17.60	19.07
3	McGeeScott Realty (I001196)	134.0	21,372,600	159,497	16.26	18.89
4	EXP Realty, LLC (exprealty)	64.0	9,187,150	143,549	7.77	8.12
5	Caffery Real Estate, Inc. (I000915)	50.0	4,504,375	90,088	6.07	3.98
6	Dream Home Realty, LLC (I001181)	33.0	3,649,499	110,591	4.00	3.23
7	Cindy Herring Real Estate (I001038)	30.0	3,817,775	127,259	3.64	3.37
8	District South Real Estate Co. (I001224)	19.5	2,227,100	114,210	2.37	1.97
9	Brandon E. Breaux Real Estate (I000979)	19.0	1,194,200	62,853	2.31	1.06
10	Century 21 Action Realty (I001065)	17.0	1,567,850	92,226	2.06	1.39
11	RE/MAX Acadiana (I000020)	16.0	2,122,775	132,673	1.94	1.88
12	Keaty Real Estate Company (I000932)	15.0	2,769,500	184,633	1.82	2.45
13	James Real Estate (I000925)	14.0	2,683,699	191,693	1.70	2.37
14	New Investors Inc (I000935)	12.0	838,850	69,904	1.46	0.74
15	Non-Mbr Office/Seller (I90001)	6.0	831,000	138,500	0.73	0.73
16	Majestic Realty & Investments LLC (I001173)	5.0	514,900	102,980	0.61	0.46
17	Gateway Realty, Inc. (I000062)	5.0	190,500	38,100	0.61	0.17
18	Real Estate de Louisiane (I000040)	4.0	767,800	191,950	0.49	0.68
19	Better Homes, Ranches & Properties (I001016)	4.0	433,900	108,475	0.49	0.38
20	Duncan Realty Professionals, LLC (I001217)	4.0	80,400	20,100	0.49	0.07
21	Thomson Real Estate (I000967)	3.0	585,000	195,000	0.36	0.52
22	Atlas Realty of Acadiana (I001119)	3.0	418,000	139,333	0.36	0.37
23	ReHive, LLC (I001228)	3.0	371,000	123,667	0.36	0.33
24	Savvy Team Realty, LLC (I001123)	3.0	157,900	52,633	0.36	0.14
25	Realty of Acadiana, LLC (I001193)	3.0	110,300	36,767	0.36	0.10
26	Southern Lifestyle Realty, LLC (I001043)	2.0	593,000	296,500	0.24	0.52
27	Lamplighter Realty, LLC (I001186)	2.0	341,500	170,750	0.24	0.30
28	NextHome Cutting Edge Realty (I001236)	2.0	239,900	119,950	0.24	0.21
29	Real Broker, LLC (I001229)	2.0	203,000	101,500	0.24	0.18
30	Dwight W. Andrus Real Est, LLC (I000004)	2.0	161,400	80,700	0.24	0.14
31	Bob Beyt Properties (I000928)	2.0	100,000	50,000	0.24	0.09
32	Reliance Real Estate Group (I001039)	1.0	575,000	575,000	0.12	0.51
33	1 Percent Lists (I001232)	1.0	200,000	200,000	0.12	0.18
34	Engel & Voelkers Lafayette (I000944)	1.0	168,000	168,000	0.12	0.15
35	Your Southern Real Estate Co. (I001135)	1.0	150,000	150,000	0.12	0.13
36	Legacy Real Estate Services (I000955)	1.0	139,200	139,200	0.12	0.12
37	Cachet Real Estate, LLC (I001111)	1.0	133,000	133,000	0.12	0.12
38	Goldie Locks Realty LLC (I001197)	1.0	129,900	129,900	0.12	0.11
39	JL Real Estate, LLC (I001091)	1.0	119,000	119,000	0.12	0.11
40	Advantage Realty, LLC (I000965)	1.0	65,000	65,000	0.12	0.06

1/11/2019

Market Penetration/Saturation

41 Kathy Dyson Realty (I001105)	1.0	55,000	55,000	0.12	0.05
42 Williams Realty Group (I000977)	1.0	43,500	43,500	0.12	0.04
43 Frontline Real Estate Group (I001148)	1.0	17,500	17,500	0.12	0.02
44 Thibodeaux Reed Realty, LLC (I001190)	1.0	5,000	5,000	0.12	0.00
Totals:	824.0	113,130,778.00	137,294.63	100%	100%

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

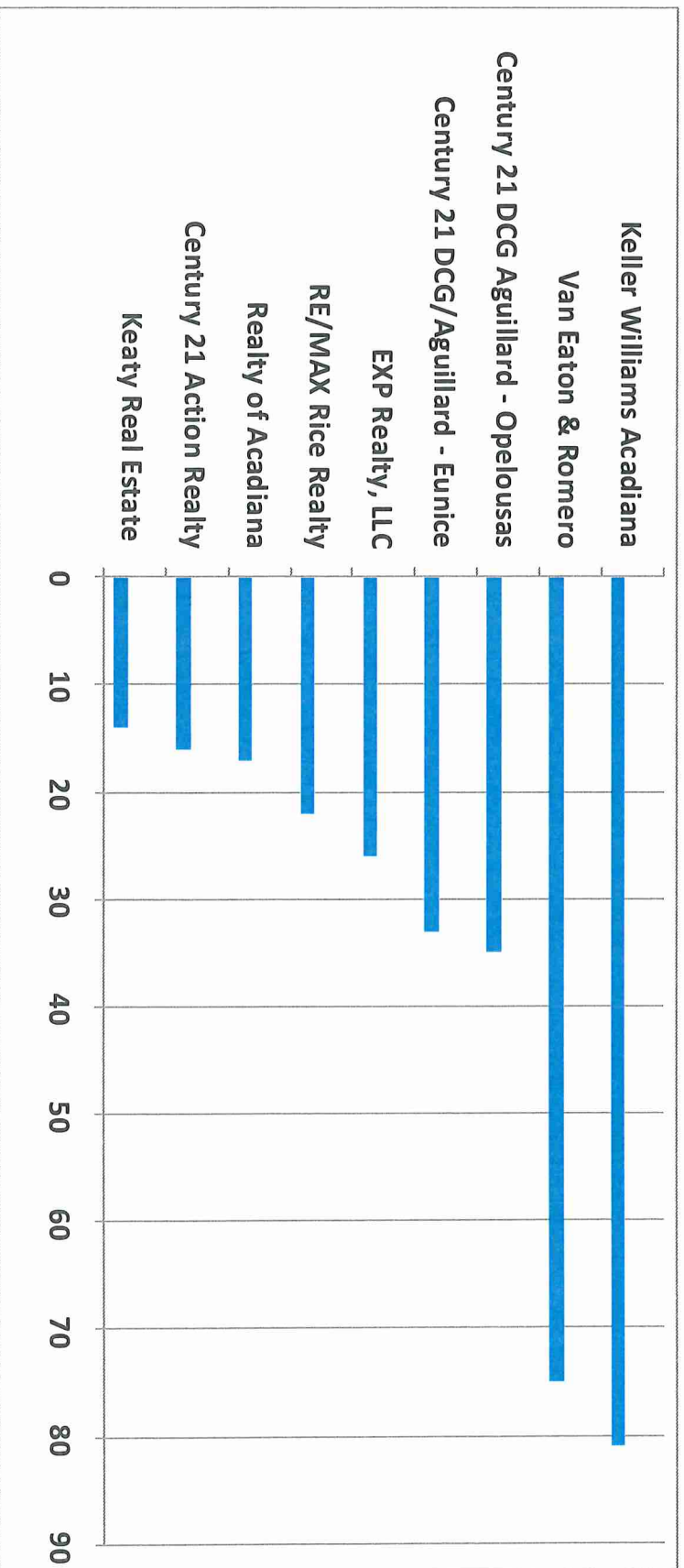


A LATTE & BLUM COMPANY



Closed Single Family Listing Sides – St. Landry Parish

January – December 2018



Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

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

As of Friday, January 11, 2019 9:21:34 AM

Date Range: 1/1/2018 to 12/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	81.0	11,272,229	139,163	18.49	20.15
2	Van Eaton & Romero (I001163)	75.0	12,336,107	164,481	17.12	22.05
3	Century 21 DCG/Aguillard-Opel (I000987)	35.0	3,541,850	101,196	7.99	6.33
4	Century 21 DCG/Aguillard-Eunice (I001063)	33.0	2,537,901	76,906	7.53	4.54
5	EXP Realty, LLC (exprealty)	26.0	3,896,200	149,854	5.94	6.96
6	RE/MAX Rice Realty (I001103)	22.0	2,314,450	105,202	5.02	4.14
7	Realty of Acadiana, LLC (I001193)	17.0	846,551	49,797	3.88	1.51
8	Century 21 Action Realty (I001065)	16.0	1,383,004	86,438	3.65	2.47
9	Keaty Real Estate Company (I000932)	14.0	2,848,875	203,491	3.20	5.09
10	RE/MAX Acadiana (I000020)	12.0	1,692,500	141,042	2.74	3.03
11	Realty Realty, LLC (I001122)	9.0	758,000	84,222	2.05	1.35
12	Cajun Real Estate (I000975)	8.0	538,600	67,325	1.83	0.96
13	Robins Real Estate, LLC (I001120)	7.0	1,100,500	157,214	1.60	1.97
14	Gauthier Real Estate, Inc. (I000036)	6.0	702,400	117,067	1.37	1.26
15	District South Real Estate Co. (I001224)	5.0	931,110	186,222	1.14	1.66
16	ReHive, LLC (I001228)	4.0	793,997	198,499	0.91	1.42
17	RE/MAX Excellence (I001244)	4.0	667,700	166,925	0.91	1.19
18	Hargroder Real Estate Group (I001199)	4.0	616,000	154,000	0.91	1.10
19	Mirian Real Estate (I000081)	4.0	521,000	130,250	0.91	0.93
20	HUNCO Real Estate (I001141)	4.0	458,700	114,675	0.91	0.82
21	Christe Dailey Realty (I000917)	4.0	386,000	96,500	0.91	0.69
22	Brandon E. Breaux Real Estate (I000979)	4.0	170,520	42,630	0.91	0.30
23	Goldie Locks Realty LLC (I001197)	3.0	643,400	214,467	0.68	1.15
24	Parish Realty Acadiana (I001178)	3.0	515,000	171,667	0.68	0.92
25	Magnolia Real Estate & Construction (I000080)	3.0	391,500	130,500	0.68	0.70
26	Dream Home Realty, LLC (I001181)	3.0	263,000	87,667	0.68	0.47
27	RealHome Services & Solutions (I001124)	3.0	126,922	42,307	0.68	0.23
28	Gateway Realty, Inc. (I000062)	3.0	110,700	36,900	0.68	0.20
29	Choice Realty (I000991)	2.0	439,000	219,500	0.46	0.78
30	M & R Properties (I000099)	2.0	357,336	178,668	0.46	0.64
31	Keller Williams Cenla Partners (I001095)	2.0	239,500	119,750	0.46	0.43
32	NextHome Cutting Edge Realty (I001236)	2.0	219,000	109,500	0.46	0.39
33	McGinn Real Estate Agency (I000911)	2.0	81,500	40,750	0.46	0.15
34	Sam Robertson Real Estate Co (I000214)	2.0	66,000	33,000	0.46	0.12
35	Trahan Real Estate Group (I001137)	1.0	540,000	540,000	0.23	0.97
36	Reliance Real Estate Group (I001039)	1.0	265,000	265,000	0.23	0.47
37	Real Broker, LLC (I001229)	1.0	197,000	197,000	0.23	0.35
38	Non-Mbr Office/Seller (I90001)	1.0	185,000	185,000	0.23	0.33
39	Savvy Team Realty, LLC (I001123)	1.0	165,599	165,599	0.23	0.30
40	Rayne Realty Co, Inc (I000111)	1.0	165,000	165,000	0.23	0.29

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Market Penetration/Saturation

41 Southern Lifestyle Realty, LLC (I001043)	1.0	139,900	139,900	0.23	0.25
42 Riverstone Realty LLC (I001025)	1.0	120,000	120,000	0.23	0.21
43 Cindy Herring Real Estate (I001038)	1.0	110,000	110,000	0.23	0.20
44 Atlas Realty of Acadiana (I001119)	1.0	105,000	105,000	0.23	0.19
45 Red Door Realty Acadiana (I001187)	1.0	82,900	82,900	0.23	0.15
46 Engel & Voelkers Lafayette (I000944)	1.0	82,500	82,500	0.23	0.15
47 Rhodes Realty, LLC (I001240)	1.0	13,000	13,000	0.23	0.02
48 Champs Real Estate & Prop. Mgt (I001156)	1.0	10,000	10,000	0.23	0.02
Totals:	438.0	55,947,952.01	127,735.05	100%	100%

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



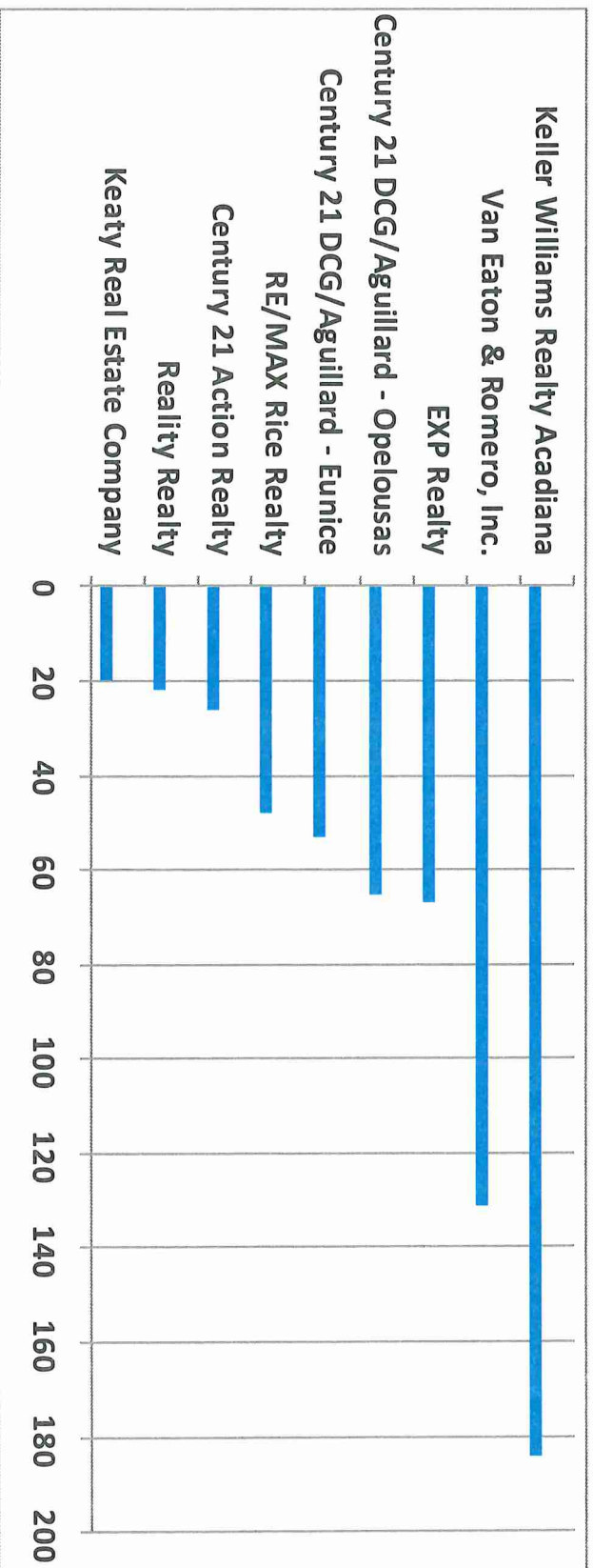
A LATTER & BLUM COMPANY



Closed Single Family Listing or Selling Sides -

St. Landry Parish

January – December 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 Friday, January 11, 2019 9:24:23 AM

Date Range: 1/1/2018 to 12/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	183.5	25,780,176	140,491	20.95	23.04
2	Van Eaton & Romero (I001163)	131.0	21,358,327	163,041	14.95	19.09
3	EXP Realty, LLC (exprealty)	67.0	9,128,100	136,240	7.65	8.16
4	Century 21 DCG/Aguillard-Opel (I000987)	65.0	6,486,192	99,788	7.42	5.80
5	Century 21 DCG/Aguillard-Eunice (I001063)	53.0	4,043,101	76,285	6.05	3.61
6	RE/MAX Rice Realty (I001103)	48.0	4,742,907	98,811	5.48	4.24
7	Century 21 Action Realty (I001065)	26.0	1,821,209	70,047	2.97	1.63
8	Realty Realty, LLC (I001122)	22.0	1,752,980	79,681	2.51	1.57
9	Keaty Real Estate Company (I000932)	20.0	4,183,575	209,179	2.28	3.74
10	RE/MAX Acadiana (I000020)	20.0	2,647,500	132,375	2.28	2.37
11	Realty of Acadiana, LLC (I001193)	19.0	933,051	49,108	2.17	0.83
12	Parish Realty Acadiana (I001178)	16.0	2,469,775	154,361	1.83	2.21
13	Non-Mbr Office/Seller (I90001)	16.0	1,587,860	99,241	1.83	1.42
14	District South Real Estate Co. (I001224)	13.0	2,348,010	180,616	1.48	2.10
15	Cajun Real Estate (I000975)	11.0	784,600	71,327	1.26	0.70
16	Robins Real Estate, LLC (I001120)	10.0	1,835,500	183,550	1.14	1.64
17	Gauthier Real Estate, Inc. (I000036)	9.0	1,029,900	114,433	1.03	0.92
18	Dream Home Realty, LLC (I001181)	9.0	904,000	100,444	1.03	0.81
19	Christe Dailey Realty (I000917)	8.0	1,151,230	143,904	0.91	1.03
20	RE/MAX Excellence (I001244)	8.0	1,083,900	135,488	0.91	0.97
21	Hargroder Real Estate Group (I001199)	7.0	1,390,338	198,620	0.80	1.24
22	NextHome Cutting Edge Realty (I001236)	7.0	966,500	138,071	0.80	0.86
23	Mirian Real Estate (I000081)	6.0	925,499	154,250	0.68	0.83
24	HUNCO Real Estate (I001141)	6.0	856,699	142,783	0.68	0.77
25	Brandon E. Breaux Real Estate (I000979)	6.0	251,920	41,987	0.68	0.23
26	Goldie Locks Realty LLC (I001197)	5.0	1,211,400	242,280	0.57	1.08
27	ReHive, LLC (I001228)	5.0	953,996	190,799	0.57	0.85
28	Red Door Realty Acadiana (I001187)	5.0	543,800	108,760	0.57	0.49
29	Magnolia Real Estate & Construction (I000080)	4.0	555,500	138,875	0.46	0.50
30	Real Broker, LLC (I001229)	4.0	490,000	122,500	0.46	0.44
31	Guidry & Co. Real Estate, Inc. (I000109)	4.0	380,500	95,125	0.46	0.34
32	Sam Robertson Real Estate Co (I000214)	4.0	131,500	32,875	0.46	0.12
33	McGinn Real Estate Agency (I000911)	3.5	132,250	37,786	0.40	0.12
34	Cindy Herring Real Estate (I001038)	3.0	498,000	166,000	0.34	0.45
35	Engel & Voelkers Lafayette (I000944)	3.0	427,000	142,333	0.34	0.38
36	Sky Universal Realty LLC (I001194)	3.0	348,000	116,000	0.34	0.31
37	Better Homes, Ranches & Properties (I001016)	3.0	295,050	98,350	0.34	0.26
38	Atlas Realty of Acadiana (I001119)	3.0	242,000	80,667	0.34	0.22
39	Frontline Real Estate Group (I001148)	3.0	184,700	61,567	0.34	0.17
40	RealHome Services & Solutions (I001124)	3.0	126,922	42,307	0.34	0.11

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Market Penetration/Saturation

41 Gateway Realty, Inc. (I000062)	3.0	110,700	36,900	0.34	0.10
42 Dwight W. Andrus Real Est, LLC (I000004)	2.0	509,500	254,750	0.23	0.46
43 Choice Realty (I000991)	2.0	439,000	219,500	0.23	0.39
44 M & R Properties (I000099)	2.0	357,336	178,668	0.23	0.32
45 Rayne Realty Co, Inc (I000111)	2.0	260,000	130,000	0.23	0.23
46 Riverstone Realty LLC (I001025)	2.0	240,000	120,000	0.23	0.21
47 Keller Williams Cenla Partners (I001095)	2.0	239,500	119,750	0.23	0.21
48 Trahan Real Estate Group (I001137)	1.0	540,000	540,000	0.11	0.48
49 A.L.C. Real Estate (I000016)	1.0	318,000	318,000	0.11	0.28
50 Reliance Real Estate Group (I001039)	1.0	265,000	265,000	0.11	0.24
51 PROREE, LLC (I001150)	1.0	220,000	220,000	0.11	0.20
52 Veterans Realty Group (I001145)	1.0	203,000	203,000	0.11	0.18
53 Savvy Team Realty, LLC (I001123)	1.0	165,599	165,599	0.11	0.15
54 Cachet Real Estate, LLC (I001111)	1.0	162,000	162,000	0.11	0.14
55 Bon Aimee Realty (I001189)	1.0	140,000	140,000	0.11	0.13
56 Southern Lifestyle Realty, LLC (I001043)	1.0	139,900	139,900	0.11	0.13
57 David Landry Real Estate, LLC (I001066)	1.0	123,000	123,000	0.11	0.11
58 Engel & Voelkers Lake Charles (I001134)	1.0	100,000	100,000	0.11	0.09
59 Garber-Seaux Real Estate LLC (I001132)	1.0	70,000	70,000	0.11	0.06
60 Williams Realty Group (I000977)	1.0	65,000	65,000	0.11	0.06
61 Duncan Realty Professionals, LLC (I001217)	1.0	62,700	62,700	0.11	0.06
62 Camelot Realty (I000038)	1.0	62,000	62,000	0.11	0.06
63 Majestic Realty & Investments LLC (I001173)	1.0	49,700	49,700	0.11	0.04
64 Credeur Properties (I000095)	1.0	47,500	47,500	0.11	0.04
65 Rhodes Realty, LLC (I001240)	1.0	13,000	13,000	0.11	0.01
66 Champs Real Estate & Prop. Mgt (I001156)	1.0	10,000	10,000	0.11	0.01
Totals:	876.0	111,895,904.02	127,735.05	100%	100%

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