



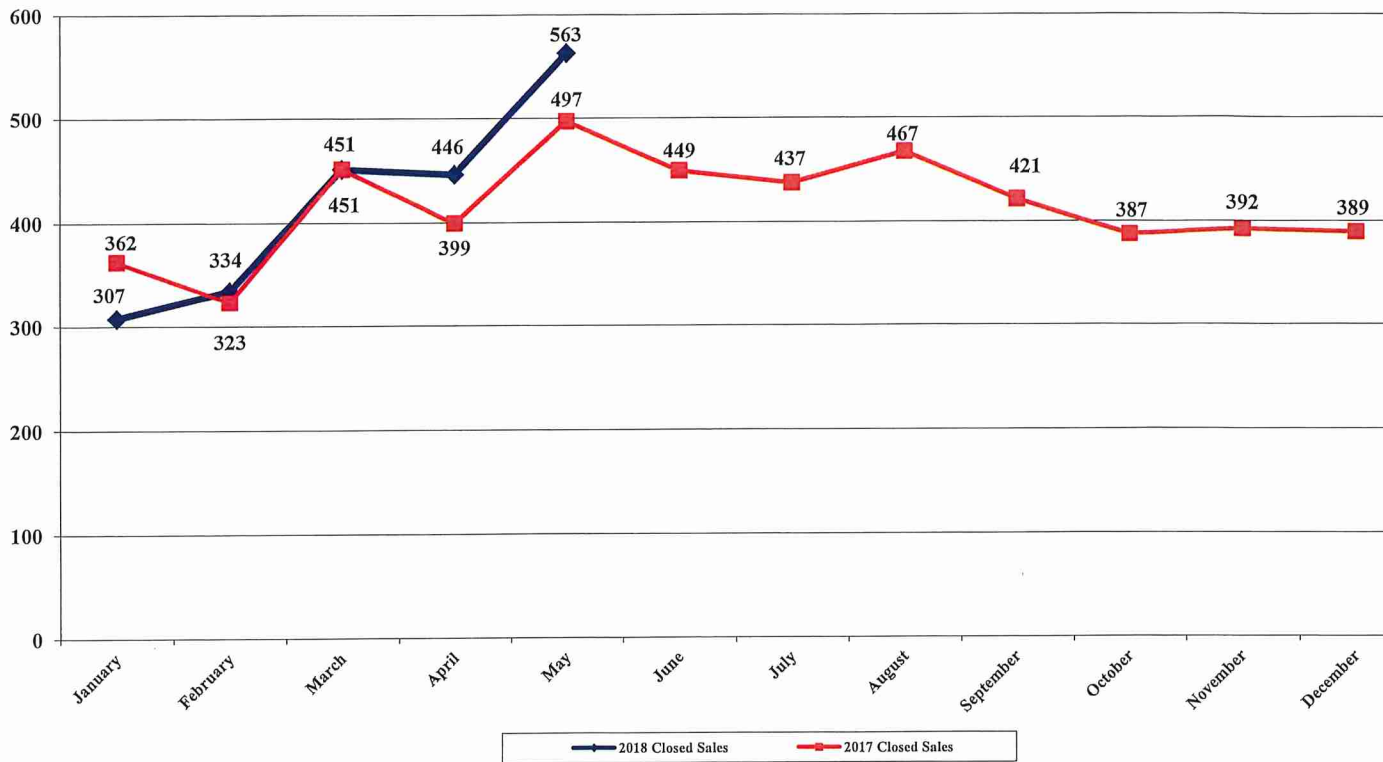
A **LATTER & BLUM** COMPANY 

The ERA logo consists of a red house icon above the letters 'ERA' in a bold, sans-serif font, with the word 'POWERED' in a smaller font below it.

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

This representation is based in whole or in part on data supplied by the REALTOR Association of Acadiana Multiple Listing Service. Neither the Board nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Board may not reflect all real estate activity in the marketplace.

**Closed Residential Sales Reported to MLS**  
 All "GEO" Areas  
 January - May 2018 vs 2017



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

Outside Lafayette Parish

May '18: 194  
 May '17: 180  
 (% chg: +07.78%)

**Number of Closed Home Sales Reported to MLS, May 2018: 563**  
**Number of Closed Home Sales Reported to MLS, May 2017: 497**  
 (% change for May: +13.28%)

(% change from April 2018: +26.23%)

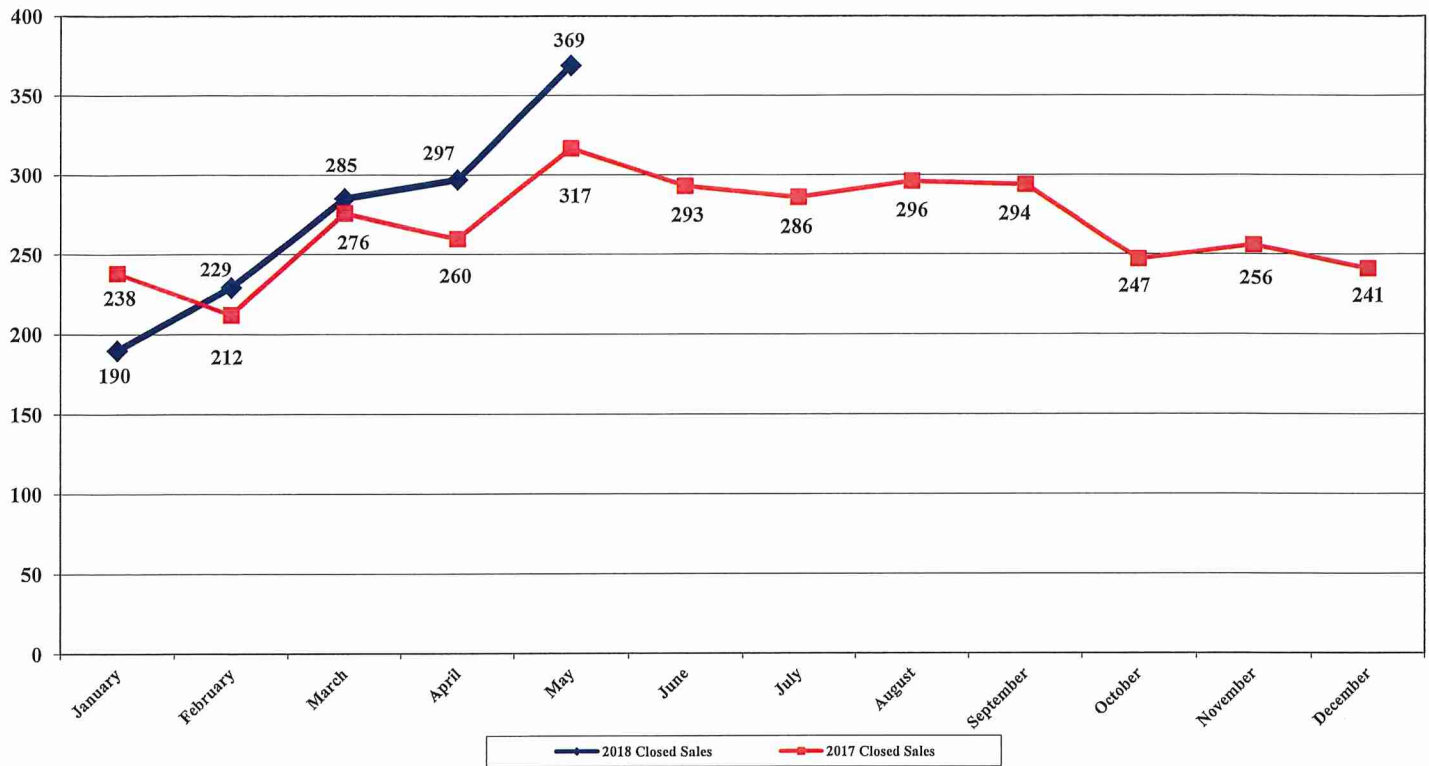
'18: 731  
 '17: 729  
 (% chg: +00.27%)

**Cumulative total, January – May 2018: 2,101**  
**Cumulative total, January – May 2017: 2,032**  
 (% cumulative change: +03.40%)

**Average Days on Market, January - May 2018: 98**  
**Average Days on Market, January - May 2017: 87**  
 (Change for January - May: +11 days)

<b>Current Sales Compared to Past Years:</b>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
(2018 sales outside Lafayette Parish as compared to prior year's sales)	475	535	593	637	607	657
	+53.89%	+36.64%	+23.27%	+14.76%	+20.43%	+11.26%

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



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

**New Const.      Re-sales**

5/18: 74              295  
 5/17: 81              236  
 -08.64%            +25.00%

**Number of Closed Home Sales Reported to MLS, May: 2018: 369**  
**Number of Closed Home Sales Reported to MLS, May: 2017: 317**  
 (% change for May: +16.40%)  
 (% change from April 2018: +24.24%)

**New Const.      Re-sales**

'18: 332              1,038  
 '17: 317              986  
 +04.73%            +05.27%

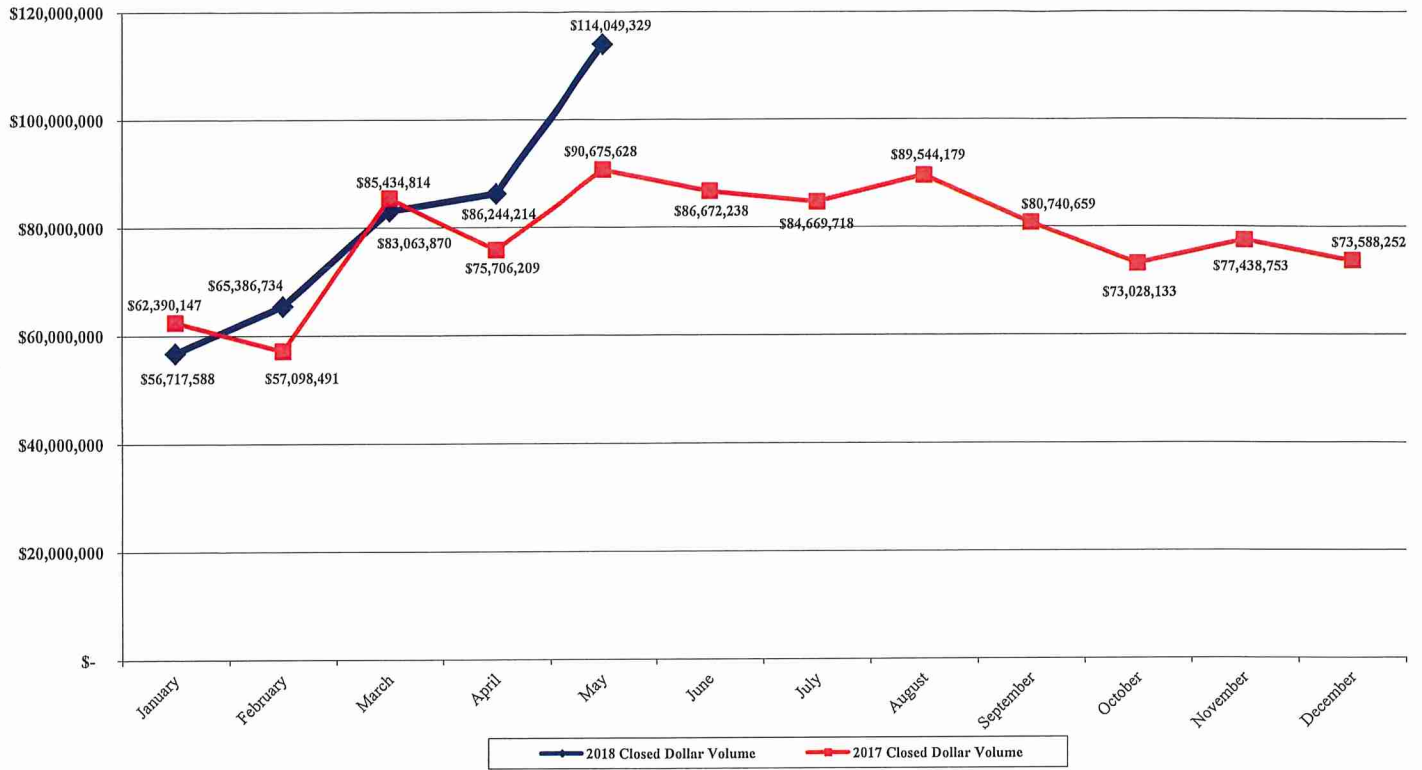
**Cumulative total, January – May 2018: 1,370**  
**Cumulative total, January – May 2017: 1,303**  
 (% cumulative change: +05.14%)

'18: 118 days        85 days  
 '17: 110 days        71 days  
 +08 days            +14 days

**Average Days on Market, January – May 2018: 93**  
**Average Days on Market, January – May 2017: 80**  
 (Change for January - May: +13 days)

<b><u>Current Sales Compared to Past Years:</u></b>	<b><u>2011</u></b>	<b><u>2012</u></b>	<b><u>2013</u></b>	<b><u>2014</u></b>	<b><u>2015</u></b>	<b><u>2016</u></b>
(2018 Lafayette Parish sales as	861	1,021	1,302	1,255	1,290	1,196
Compared to prior year's sales)	+59.12%	+34.18%	+05.22%	+09.16%	+06.20%	+14.55%

**Dollar Volume of Closed Sales Reported to MLS**  
All "GEO" Areas  
January - May 2018 vs. 2017



**ALL "GEO" AREAS**

(Includes "GEO" areas outside of Lafayette Parish)

**Outside Laf. Parish**

**5/18: \$ 27,177,961**  
**5/17: \$ 23,143,625**  
**(% chg.: +17.43%)**

**Dollar Volume of Closed Residential Sales, May 2018: \$114,049,329**  
**Dollar Volume of Closed Residential Sales, May 2017: \$90,675,628**  
**(% change for May: +25.78%)**

**(% change from April 2018: +32.24%)**

**'18: \$94,925,693**  
**'17: \$94,797,610**  
**(% chg.: +00.14%)**

**Cumulative total January – May 2018: \$405,461,735**  
**Cumulative total January – May 2017: \$371,305,289**  
**(% cumulative change: +09.20%)**

**'18: \$129,857**  
**'17: \$130,038**  
**(% chg.: -00.14%)**

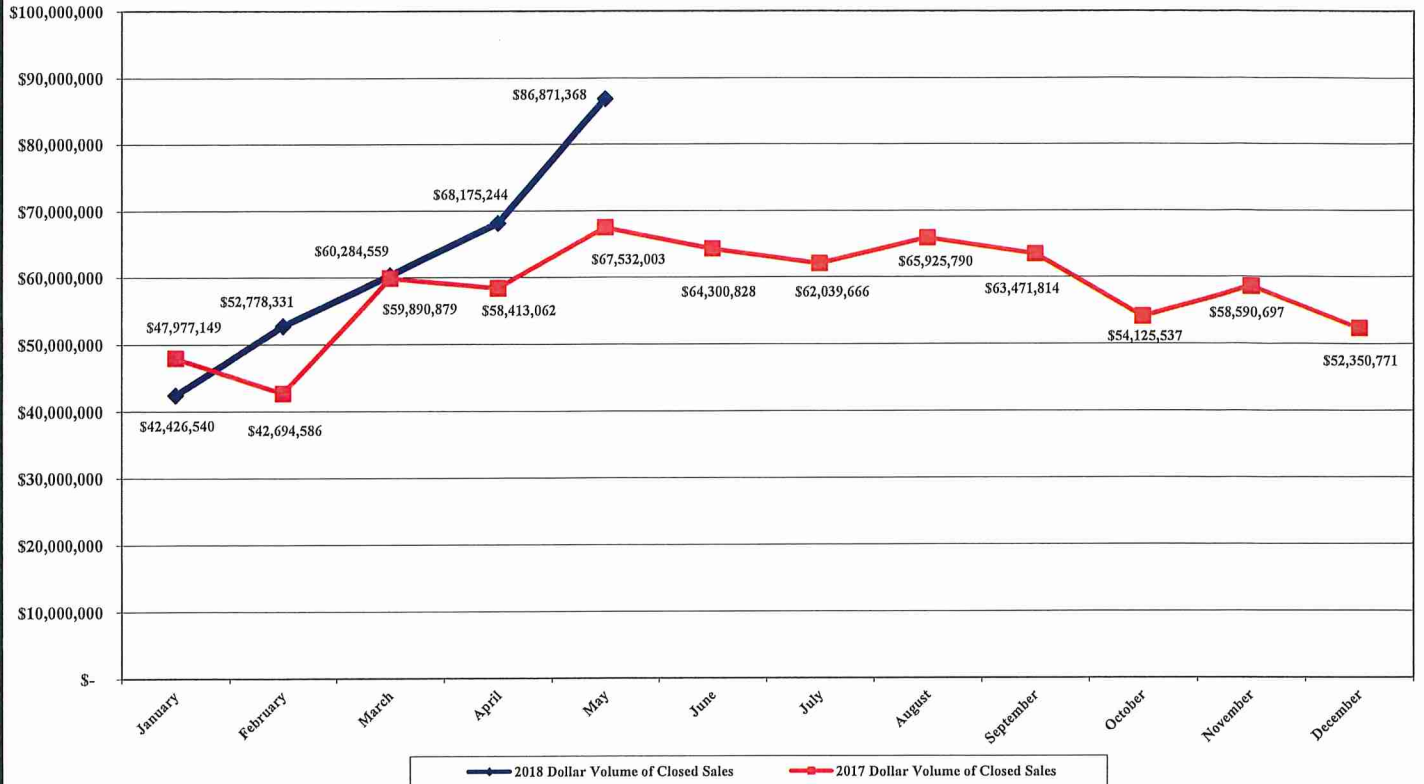
**Average Sale Price, January - May 2018: \$192,985**  
**Average Sale Price, January - May 2017: \$182,728**  
**(% change in Average Sale Price: +05.61%)**

**Median Sold Price, January - May 2018: \$174,900**  
**Median Sold Price, January - May 2017: \$170,000**  
**(% change in Median Sold Price: +02.88%)**

**% of List Price to Sale Price, January - May 2018: 97.00%**  
**% of List Price to Sale Price, January - May 2017: 96.89%**

<b>Current \$ vol. compared to past years:</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>(2018 outside Lafayette Parish</b>	<b>\$53,150,395</b>	<b>\$61,399,649</b>	<b>\$69,260,140</b>	<b>\$86,337,386</b>	<b>\$83,323,173</b>	<b>\$86,255,080</b>
<b>volume as compared past years)</b>	<b>+78.60%</b>	<b>+54.60%</b>	<b>+37.06%</b>	<b>+09.95%</b>	<b>+13.92%</b>	<b>+10.05%</b>

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



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

<u>New Const.</u>	<u>Re-sales</u>
5/18: \$21,682,605	\$65,188,763
5/17: \$20,940,801	\$46,591,202
+03.54%	+39.92%

Dollar Volume of Closed Residential Sales, May 2018: \$ 86,871,368  
 Dollar Volume of Closed Residential Sales, May 2017: \$ 67,532,003  
 (% change for May: +28.64%)

(% change from April 2018: +27.42%)

<u>New Const.</u>	<u>Re-sales</u>
'18: \$89,028,154	\$221,507,888
'17: \$83,191,017	\$193,316,662
+07.02%	+14.58%

Cumulative total January – May 2018: \$310,536,042  
 Cumulative total January – May 2017: \$276,507,679  
 (% cumulative change: +12.31%)

'18: \$268,157	\$213,398
'17: \$262,432	\$196,061
+02.18%	+08.84%

Average Sale Price, January - May 2018: \$226,708  
 Average Sale Price, January - May 2017: \$212,208  
 (% change in Average Sale Price: +06.83%)

'18: \$227,350	\$180,000
'17: \$221,900	\$175,000
+02.46%	+02.86%

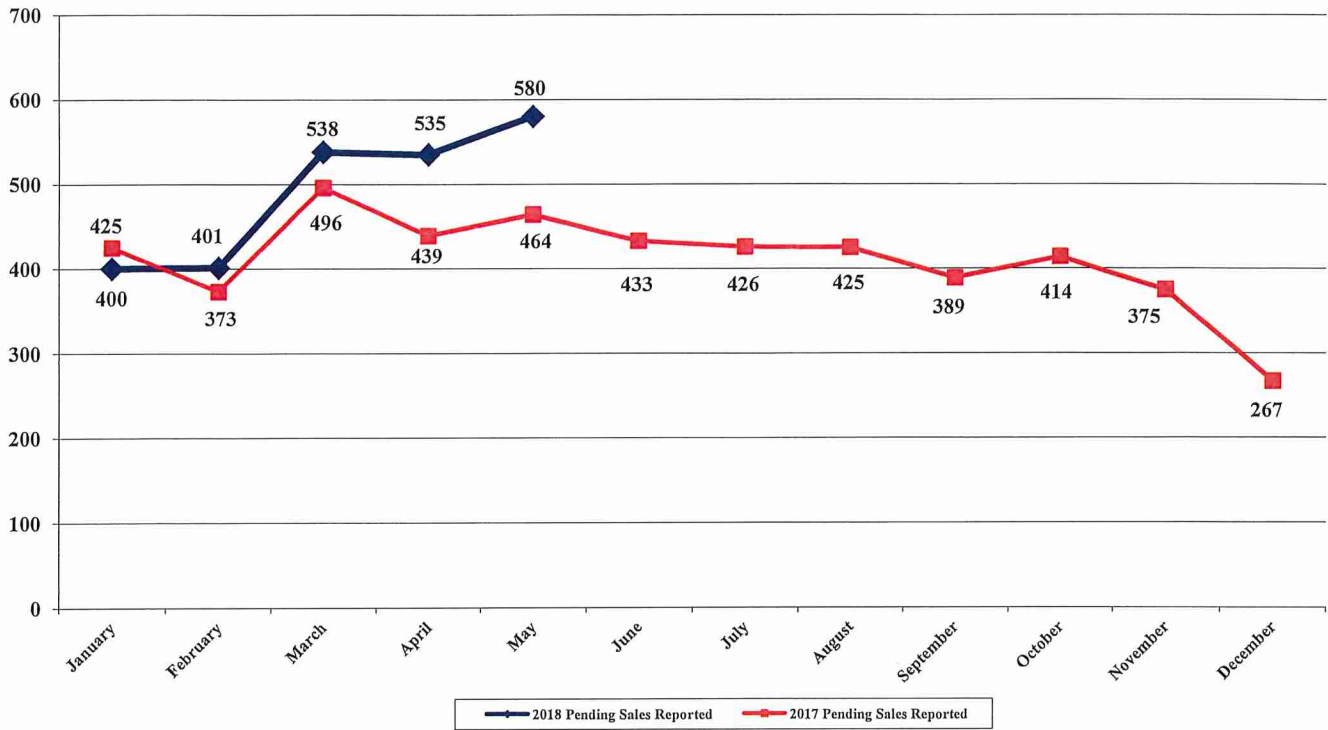
Median Sold Price, January – May 2018: \$196,500  
 Median Sold Price, January – May 2017: \$190,000  
 (% change in Median Sold Price: +03.42%)

'18: 99.47%	96.77%
'17: 99.53%	96.74%

% of List Price to Sale Price, January - May 2018: 97.52%  
 % of List Price to Sale Price, January - May 2017: 97.56%

<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)	\$170,594,791	\$198,671,969	\$274,467,886	\$272,969,753	\$291,624,280	\$264,487,570
	+82.03%	+56.31%	+13.14%	+13.76%	+06.48%	+17.41%

**Pending Residential Sales Reported to MLS**  
**All "GEO" Areas**  
**January - May 2018 vs. 2017**



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

Outside Lafayette Parish

May '18: 201  
 May '17: 165  
 (% chg: +21.82%)

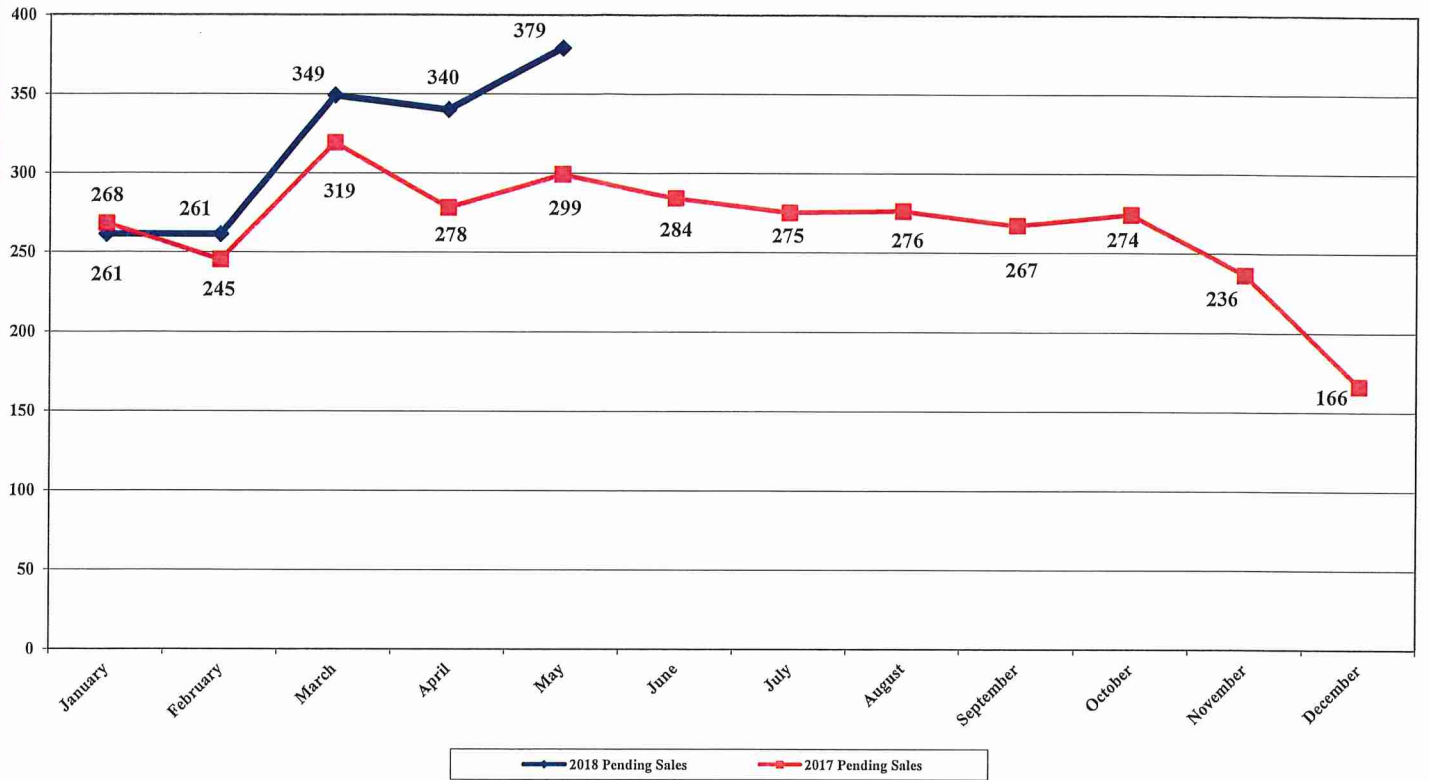
**Number of Pending Home Sales Reported to MLS, April 2018: 580**  
**Number of Pending Home Sales Reported to MLS, May 2017: 464**  
 (% change for May: +25.00%)

(% change from April 2018: +08.41%)

'18: 865  
 '17: 787  
 (% chg: +09.91%)

**Cumulative total, January – May 2018: 2,454**  
**Cumulative total, January – May 2017: 2,196**  
 (% cumulative change: +11.75%)

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



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

New Const.    Re-sales

05/18:    88        291  
05/17:    69        230  
          +27.54%    +26.52%

**Number of Pending Home Sales Reported to MLS, May 2018: 379**  
**Number of Pending Home Sales Reported to MLS, May 2017: 299**  
**(% change for May: +26.76%)**

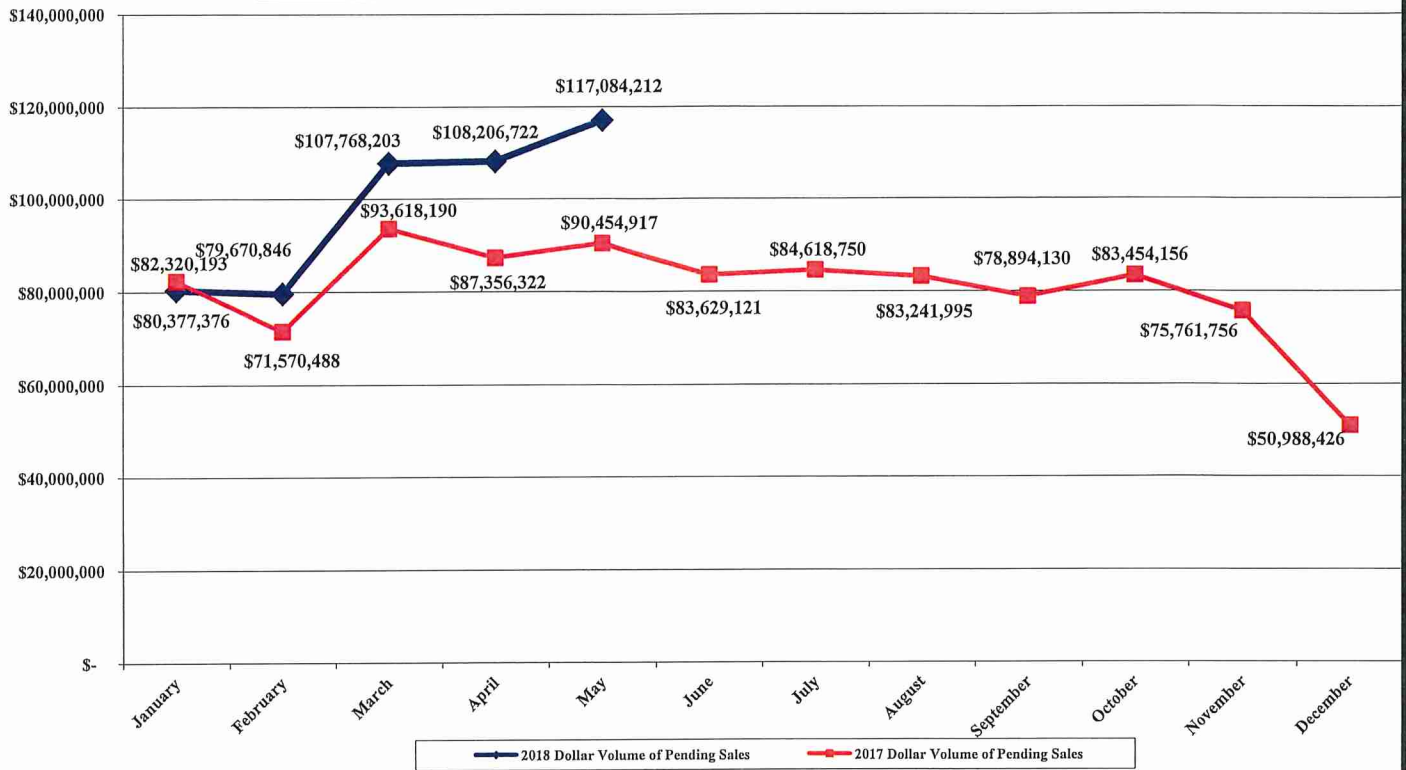
**(% change from April 2018: +11.47%)**

New Const.    Re-sales

'18: 368        1,221  
'17: 363        1,046  
          +01.38%    +16.73%

**Cumulative total, January – May 2018: 1,589**  
**Cumulative total, January – May 2017: 1,409**  
**(% cumulative change: +12.78%)**

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



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

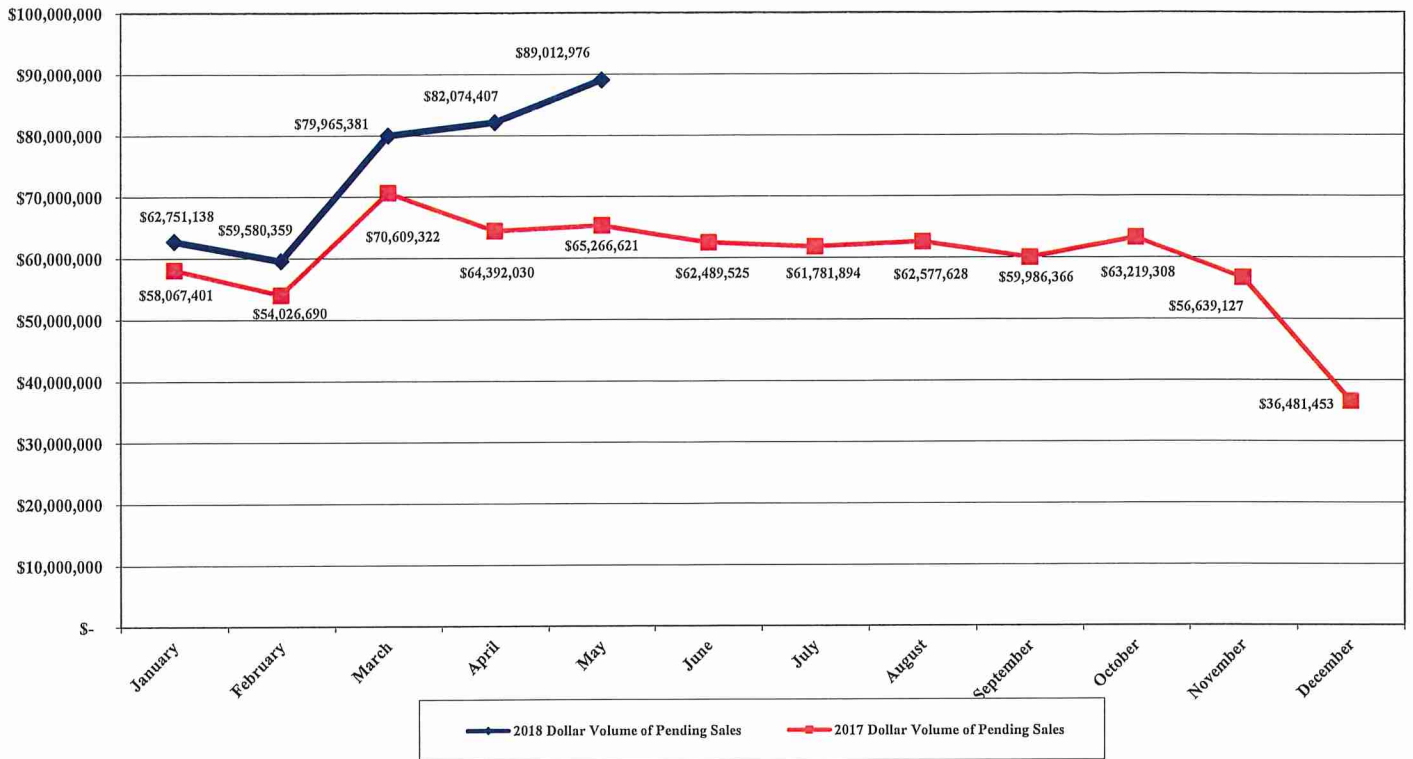
**Dollar Volume of Pending Home Sales, May 2018: \$117,084,212**  
**Dollar Volume of Pending Home Sales, May 2017: \$ 90,454,917**  
 (% change for May: +29.44%)

(% change from April 2018: +08.20%)

**Cumulative total, January – May 2018: \$493,107,359**  
**Cumulative total, January – May 2017: \$425,231,110**  
 (% cumulative change: +15.96%)



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



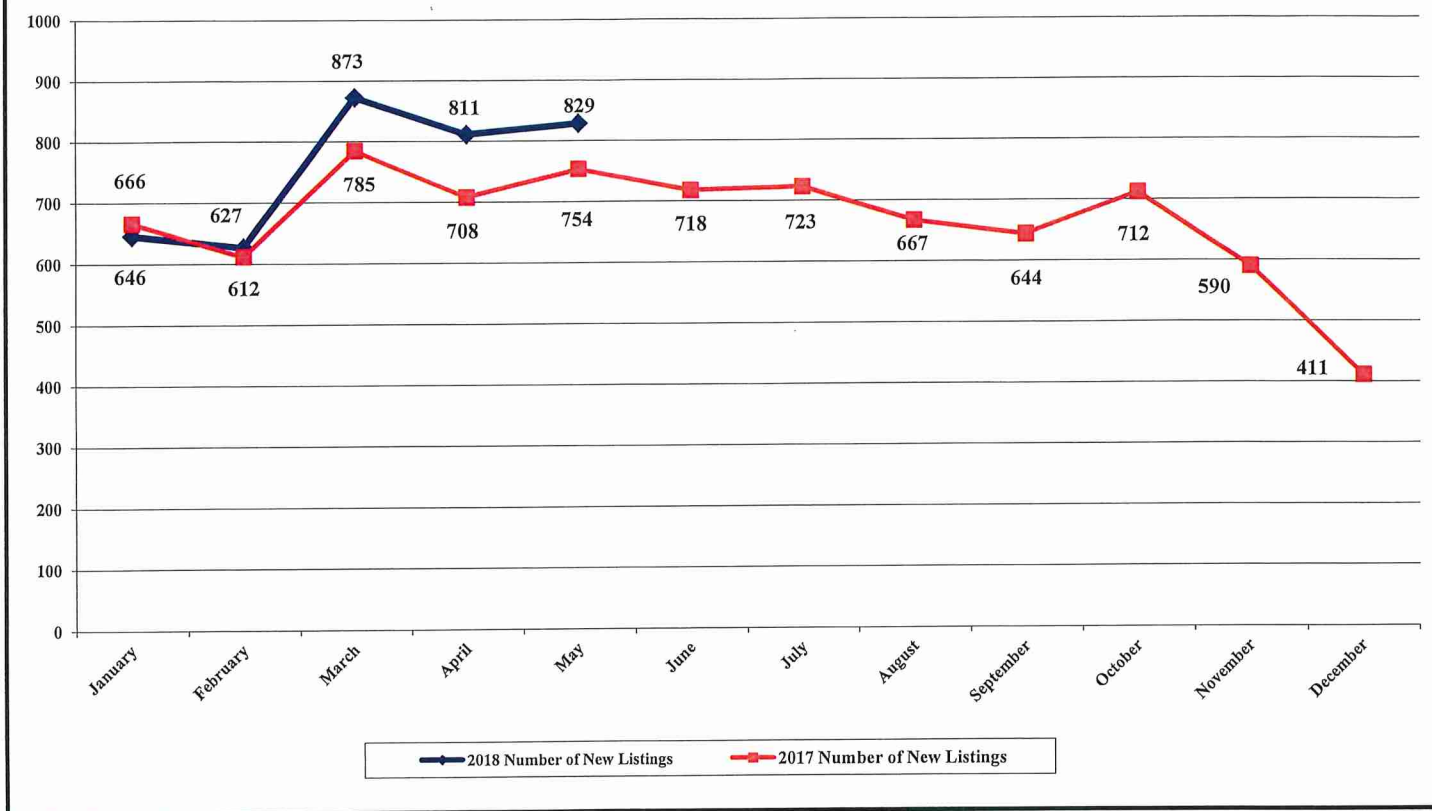
**LAFAYETTE PARISH**  
**(Excludes “GEO” areas outside of Lafayette Parish)**

**Dollar Volume of Pending Home Sales, May 2018: \$89,012,976**  
**Dollar Volume of Pending Home Sales, May 2017: \$65,266,621**  
**(% change for May: +36.38%)**

**(% change from April 2018: +08.45%)**

**Cumulative total, January – May 2018: \$373,209,261**  
**Cumulative total, January – May 2017: \$312,362,064**  
**(% cumulative change: +19.48%)**

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



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

Outside Lafayette Parish

**May '18: 296**  
**May '17: 283**  
 (% chg: +04.59%)

**'18: 1,404**  
**'17: 1,331**  
 (% chg: +05.48%)

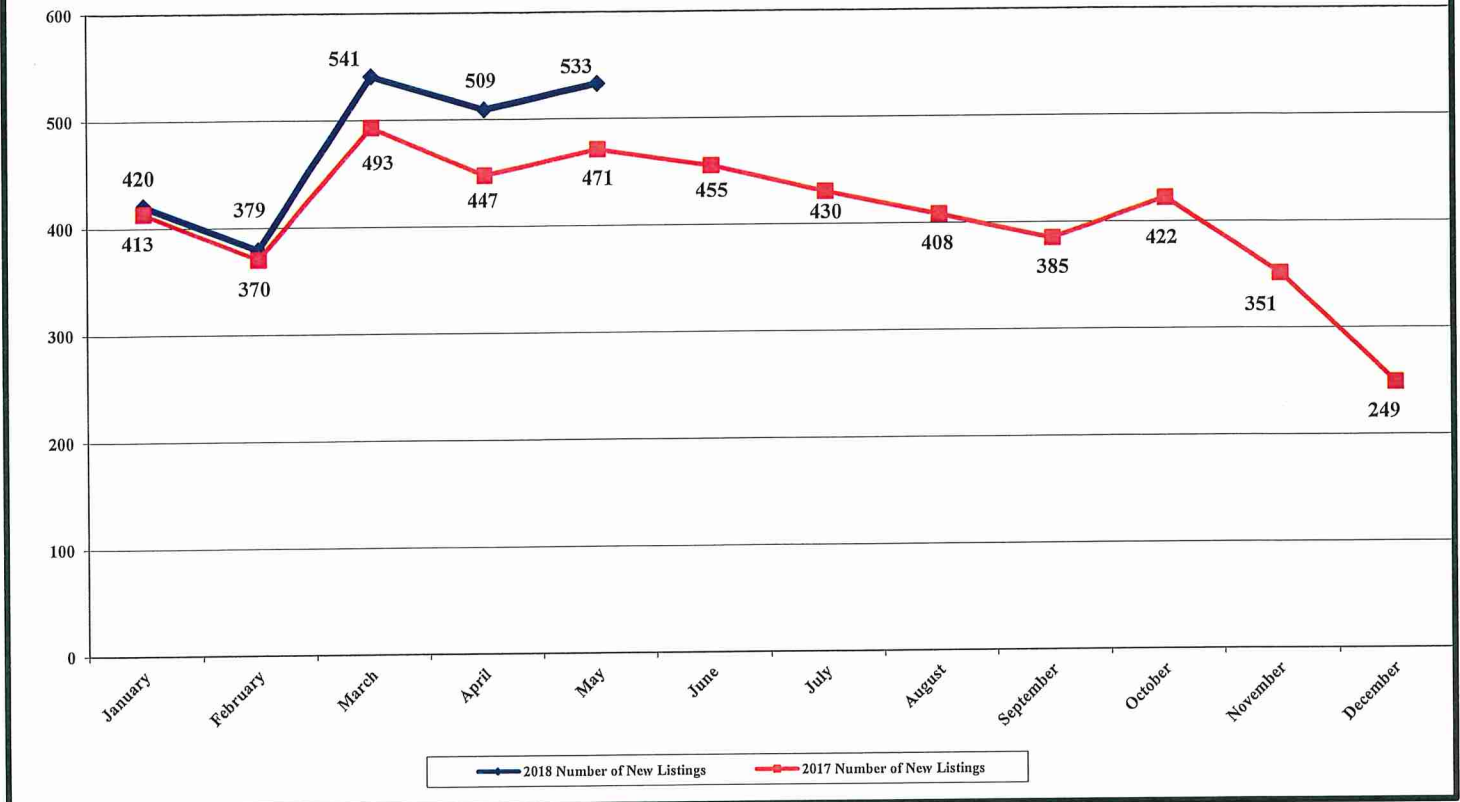
**Number of New Residential Listings Reported to MLS, May 2018: 829**  
**Number of New Residential Listings Reported to MLS, May 2017: 754**  
 (% change for May: +09.95%)

(% change from April 2018: +02.22%)

**Cumulative total, January – May 2018: 3,786**  
**Cumulative total, January – May 2017: 3,525**  
 (% cumulative change: +07.40%)

## Number of New Residential Listings Reported to MLS

Lafayette Parish Only  
January - May 2018 vs. 2017



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

	<u>New Const.</u>	<u>Re-sales</u>
May '18:	95	438
May '17:	67	404
	+41.79%	+08.42%

Number of New Residential Listings Reported to MLS, May 2018: 533  
Number of New Residential Listings Reported to MLS, May 2017: 471  
(% change for May: +13.16%)

(% change from April 2018: +04.72%)

	<u>New Const.</u>	<u>Re-sales</u>
'15:	478	1,904
'14:	487	1,707
	-01.85%	+11.54%

Cumulative total, January – May 2018: 2,382  
Cumulative total, January – May 2017: 2,194  
(% cumulative change: +08.57%)

<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	1,477	1,685	1,901	1,838	1,956	2,075	2,194	2,383
# Sold	861	1,021	1,302	1,255	1,290	1,196	1,303	1,370
Ratio – New Listings/Sold	1.72:1	1.65:1	1.46:1	1.46:1	1.52:1	1.73:1	1.68:1	1.74:1
2018 % +/- over	+61.27%	+41.36%	+25.30%	+29.60%	+21.78%	+14.80%	+08.57%	

# Residential Price Range and Number of Months Supply Analysis

January – May 2018



A LATTER & BLUM COMPANY



Tell us what **YOU** want.

**Sold Residential Properties Reported to M.L.S.**  
**ALL "GEO" AREAS**  
**January - May, 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	44	15	1.7
\$20,000 - \$29,999	42	34	4.0
\$30,000 - \$39,999	42	38	4.5
\$40,000 - \$49,999	60	58	4.8
\$50,000 - \$59,999	45	59	6.6
\$60,000 - \$69,999	51	69	6.8
\$70,000 - \$79,999	67	70	5.2
\$80,000 - \$89,999	52	78	7.5
\$90,000 - \$99,999	50	91	9.1
\$100,000 - \$109,999	48	48	5.0
\$110,000 - \$119,999	65	74	5.7
\$120,000 - \$129,999	59	63	5.3
\$130,000 - \$139,999	87	95	5.5
\$140,000 - \$149,999	93	107	5.8
\$150,000 - \$159,999	86	104	6.0
\$160,000 - \$169,999	108	119	5.5
\$170,000 - \$179,999	118	144	6.1
\$180,000 - \$189,999	96	137	7.1
\$190,000 - \$199,999	93	120	6.5
\$200,000 - \$219,999	144	186	6.5
\$220,000 - \$239,999	118	141	6.0
\$240,000 - \$259,999	109	141	6.5
\$260,000 - \$279,999	98	143	7.3
\$280,000 - \$299,999	77	111	7.2
\$300,000 - \$349,999	67	175	13.1
\$350,000 - \$399,999	46	146	15.9
\$400,000 - \$449,999	46	78	8.5
\$450,000 - \$499,999	23	80	17.4
\$500,000 - \$549,999	10	47	23.5
\$550,000 - \$599,999	22	41	9.3
\$600,000 - \$699,999	19	44	11.6
\$700,000 - \$799,999	05	32	32.0
\$800,000 - \$899,999	04	18	22.5
\$900,000 - \$999,999	03	19	31.7
\$1,000,000 and over	04	33	41.3
<b>TOTALS:</b>	<b>2,101</b>	<b>2,960</b>	<b>7.0</b>
<b>Last Year:</b>	<b>2,032 (+03.40%)</b>	<b>2,541 (+16.49%)</b>	<b>6.3</b>

*SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28, 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 May 28, 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 – May, 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	<b>23.4% of all sales reported are in this price range.</b>	07	01	<b>15.1% of all active listings reported are in this price range.</b>
\$20,000 - \$29,999		09	03	0.7
\$30,000 - \$39,999		08	07	1.7
\$40,000 - \$49,999		12	05	4.4
\$50,000 - \$59,999		10	15	2.1
\$60,000 - \$69,999	<b>'18</b>	<b>'17</b>	14	<b>'18</b>
\$70,000 - \$79,999	<b>321</b>	<b>356</b>	28	<b>'17</b>
\$80,000 - \$89,999		23	18	5.0
\$90,000 - \$99,999	<b>-09.83%</b>	20	31	<b>+32.12%</b>
\$100,000 - \$109,999		24	12	3.0
\$110,000 - \$119,999		27	28	3.9
\$120,000 - \$129,999		30	28	2.7
\$130,000 - \$139,999		49	29	3.0
\$140,000 - \$149,999		60	47	3.9
\$150,000 - \$159,999	<b>61.0% of all sales are in this price range.</b>	56	51	<b>53.8% of all active listings reported are in this price range.</b>
\$160,000 - \$169,999		81	73	4.6
\$170,000 - \$179,999		95	100	4.5
\$180,000 - \$189,999		87	93	5.3
\$190,000 - \$199,999		72	77	5.3
\$200,000 - \$219,999	<b>'18</b>	<b>'17</b>	119	<b>'18</b>
\$220,000 - \$239,999	<b>835</b>	<b>758</b>	98	<b>'17</b>
\$240,000 - \$259,999	<b>+10.16%</b>	82	93	5.8
\$260,000 - \$279,999		82	113	<b>+13.59%</b>
\$280,000 - \$299,999		63	70	5.2
\$300,000 - \$349,999	<b>15.6% of all sales are in this price range.</b>	54	121	<b>31.1% of all active listings reported are in this price range.</b>
\$350,000 - \$399,999		37	101	11.2
\$400,000 - \$449,999		41	58	13.6
\$450,000 - \$499,999		20	64	7.1
\$500,000 - \$549,999		07	36	16.0
\$550,000 - \$599,999	<b>'18</b>	<b>'17</b>	21	<b>'18</b>
\$600,000 - \$699,999	<b>214</b>	<b>189</b>	18	<b>'17</b>
\$700,000 - \$799,999	<b>+13.23%</b>	05	27	<b>526</b>
\$800,000 - \$899,999		04	15	<b>420</b>
\$900,000 - \$999,999		03	18	<b>+25.24%</b>
\$1,000,000 and over		04	20	18.8
<b>TOTALS:</b>		<b>1,370</b>	<b>1,692</b>	<b>6.2</b>
<b>Last Year:</b>		<b>1,303 (+05.14%)</b>	<b>1,415 (+19.58%)</b>	<b>5.4</b>

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28, 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 May 28, 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 - May, 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		07	01	0.7
\$20,000 - \$29,999	<b>30.7% of all sales reported are in this price range.</b>	09	03	1.7
\$30,000 - \$39,999		08	07	4.4
\$40,000 - \$49,999		12	05	2.1
\$50,000 - \$59,999		10	15	7.5
\$60,000 - \$69,999		14	14	5.0
\$70,000 - \$79,999		28	17	3.0
\$80,000 - \$89,999	<u>'18</u> <b>319</b>	<u>'17</u> <b>354</b>	23	3.9
\$90,000 - \$99,999		20	31	7.8
\$100,000 - \$109,999	<b>-09.89%</b>	24	12	2.5
\$110,000 - \$119,999		27	28	5.2
\$120,000 - \$129,999		30	28	4.7
\$130,000 - \$139,999		49	29	3.0
\$140,000 - \$149,999		58	44	3.8
\$150,000 - \$159,999	<b>54.4% of all sales reported are in this price range.</b>	54	43	4.0
\$160,000 - \$169,999		71	55	3.9
\$170,000 - \$179,999		69	63	4.6
\$180,000 - \$189,999		53	67	6.3
\$190,000 - \$199,999		48	52	5.4
\$200,000 - \$219,999	<u>'18</u> <b>565</b>	<u>'17</u> <b>506</b>	67	6.4
\$220,000 - \$239,999		70	73	5.2
\$240,000 - \$259,999	<b>+11.66%</b>	55	65	5.9
\$260,000 - \$279,999		41	70	8.5
\$280,000 - \$299,999		37	42	5.7
\$300,000 - \$349,999	<b>14.9% of all sales reported are in this price range.</b>	40	95	11.9
\$350,000 - \$399,999		31	81	13.1
\$400,000 - \$449,999		25	43	8.6
\$450,000 - \$499,999		17	49	14.4
\$500,000 - \$549,999		03	27	45.0
\$550,000 - \$599,999		14	21	7.5
\$600,000 - \$699,999	<u>'18</u> <b>154</b>	<u>'17</u> <b>126</b>	11	14.1
\$700,000 - \$799,999		04	20	25.0
\$800,000 - \$899,999	<b>+13.04%</b>	03	11	18.3
\$900,000 - \$999,999		03	12	20.0
\$1,000,000 and over		03	18	30.0
<b>TOTALS:</b>		<b>1,038</b>	<b>1,276</b>	<b>6.1</b>
<b>Last Year:</b>		<b>986 (+05.27%)</b>	<b>1,062 (+20.15%)</b>	<b>5.4</b>

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28, 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 May 28, 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 - May, 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	<b>00.6% of all sales reported are in this price range.</b>	-0-	-0-	<b>0.7% of all active listings reported are in this price range.</b>	----
\$30,000 - \$39,999		-0-	02 Sold		----
\$40,000 - \$49,999		-0-	03 Active Listing		----
\$50,000 - \$59,999		-0-	<b>7.5 mo. supply</b>		----
\$60,000 - \$69,999		-0-	-0-		----
\$70,000 - \$79,999		-0-	Last month: 8.0 mo.		----
\$80,000 - \$89,999	<u>'18</u> <u>02</u>	<u>'17</u> <u>02</u>	-0-	<u>'18</u> <u>03</u>	<u>'17</u> <u>02</u>
\$90,000 - \$99,999		-0-	Last year: 5.0 mo.		----
\$100,000 - \$109,999	N/C	-0-	-0-	+50.00%	----
\$110,000 - \$119,999		-0-	-0-		----
\$120,000 - \$129,999		-0-	-0-		----
\$130,000 - \$139,999		-0-	-0-		----
\$140,000 - \$149,999		02	03		7.5
\$150,000 - \$159,999	<b>81.3% of all sales reported are in this price range.</b>	02	270 Sold	08	20.0
\$160,000 - \$169,999		10	295 Active Listings	18	9.0
\$170,000 - \$179,999		26	<b>5.5 mo. supply</b>	37	7.1
\$180,000 - \$189,999		34		26	3.8
\$190,000 - \$199,999		24	Last month: 5.2 mo.		5.2
\$200,000 - \$219,999	<u>'18</u> <u>270</u>	<u>'17</u> <u>252</u>	52	<u>'18</u> <u>295</u>	<u>'17</u> <u>242</u>
\$220,000 - \$239,999		28	Last year: 4.8 mo.	+21.90%	5.2
\$240,000 - \$259,999	+07.14%	27			5.2
\$260,000 - \$279,999		41			5.2
\$280,000 - \$299,999		26			5.4
\$300,000 - \$349,999		14	26		9.3
\$350,000 - \$399,999	<b>18.1% of all sales reported are in this price range.</b>	06	60 Sold	20	16.7
\$400,000 - \$449,999		16	118 Active Listings	15	4.7
\$450,000 - \$499,999		03	<b>9.8 mo. supply</b>	15	25.0
\$500,000 - \$549,999		04		09	11.3
\$550,000 - \$599,999	<u>'18</u> <u>60</u>	<u>'17</u> <u>63</u>	07	<u>'18</u> <u>118</u>	<u>'17</u> <u>109</u>
\$600,000 - \$699,999		07	Last month: 11.0 mo.		7.1
\$700,000 - \$799,999	-04.76%	01	Last year: 8.7 mo.	+08.26%	35.0
\$800,000 - \$899,999		-0-	04		----
\$900,000 - \$999,999		-0-	06		----
\$1,000,000 and over		-0-	02		----
<b>TOTALS:</b>		<b>332</b>	<b>416</b>		<b>6.3</b>
<b>Last Year:</b>		<b>317 (+04.73%)</b>	<b>353 (+17.85%)</b>		<b>5.6</b>

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28, 2018..Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-lexes. The current active listings are as of May 28, 2018. MLS data does not reflect all activity within the marketplace



# Sold Residential Properties Reported to M.L.S.

## ST. LANDRY PARISH

### January - May, 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		10	08	4.0
\$20,000 - \$29,999	<b>69.0% of all sales reported are in this price range.</b>	09	10	5.6
\$30,000 - \$39,999		07	10	7.1
\$40,000 - \$49,999		11	11	5.0
\$50,000 - \$59,999		10	08	4.0
\$60,000 - \$69,999		07	15	10.7
\$70,000 - \$79,999		07	15	10.7
\$80,000 - \$89,999	<u>'18</u> 107	<u>'17</u> 97	07	21
\$90,000 - \$99,999		08	24	15.0
\$100,000 - \$109,999	<b>+10.31%</b>	07	09	6.4
\$110,000 - \$119,999		08	15	9.4
\$120,000 - \$129,999		03	08	13.3
\$130,000 - \$139,999		06	20	16.7
\$140,000 - \$149,999		07	17	12.1
\$150,000 - \$159,999		07	09	6.4
\$160,000 - \$169,999	<b>27.1 % of all sales reported are in this price range.</b>	06	14	11.7
\$170,000 - \$179,999		05	07	7.0
\$180,000 - \$189,999		02	09	22.5
\$190,000 - \$199,999		07	14	10.0
\$200,000 - \$219,999		<u>'18</u> 42	<u>'17</u> 37	04
\$220,000 - \$239,999		04	06	7.5
\$240,000 - \$259,999	<b>+13.51%</b>	06	11	9.2
\$260,000 - \$279,999		01	03	15.0
\$280,000 - \$299,999		-0-	05	----
\$300,000 - \$349,999	<b>3.9% of all sales reported are in this price range.</b>	02	15	37.5
\$350,000 - \$399,999		01	05	25.0
\$400,000 - \$449,999		01	06	30.0
\$450,000 - \$499,999		-0-	04	----
\$500,000 - \$549,999		02	03	7.5
\$550,000 - \$599,999	<u>'18</u> 06	<u>'17</u> 09	-0-	03
\$600,000 - \$699,999		-0-	03	----
\$700,000 - \$799,999	<b>-33.33%</b>	-0-	01	----
\$800,000 - \$899,999		-0-	01	----
\$900,000 - \$999,999		-0-	-0-	----
\$1,000,000 and over		-0-	05	----
<b>TOTALS:</b>		<b>155</b>	<b>324</b>	<b>10.5</b>
<b>Last Year:</b>		<b>143 (+08.39%)</b>	<b>315 (+02.86 %)</b>	<b>11.0</b>

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28, 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 May 28, 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 - May, 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	-0-	-0-	----
\$120,000 - \$129,999	-0-	-0-	----
\$130,000 - \$139,999	-0-	02	----
\$140,000 - \$149,999	-0-	-0-	----
\$150,000 - \$159,999	-0-	-0-	----
\$160,000 - \$169,999	-0-	02	----
\$170,000 - \$179,999	01	01	----
\$180,000 - \$189,999	-0-	01	----
\$190,000 - \$199,999	-0-	-0-	----
\$200,000 - \$219,999	-0-	-0-	----
\$220,000 - \$239,999	01	-0-	----
\$240,000 - \$259,999	-0-	02	----
\$260,000 - \$279,999	-0-	-0-	----
\$280,000 - \$299,999	-0-	01	----
\$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-	----
<b>TOTALS:</b>	<b>02</b>	<b>09</b>	<b>22.5</b>
<b>Last Year:</b>	<b>03 (-33.33%)</b>	<b>11 (-18.18%)</b>	<b>18.3</b>

*SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28, 2018 Includes sales and current listings of residential category including single-family residences and condominium units but excludes duplexes, triplexes and four-lexes. The current active listings are as of May 28, 2018. MLS data does not reflect all activity within the marketplace*

**Sold Residential Properties Reported to M.L.S.  
IBERIA PARISH ONLY  
January - May, 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		04		02		2.5
\$20,000 - \$29,999	<b>66.9% of all sales reported are in this price range.</b>	04	<b>97 Sold</b>	07	<b>51.0% of all active listings reported are in this price range.</b>	8.8
\$30,000 - \$39,999		06	<b>133 Active Listings</b>	06		5.0
\$40,000 - \$49,999		08	<b>6.9 mo. supply</b>	12		7.5
\$50,000 - \$59,999		02		12		30.0
\$60,000 - \$69,999		06	<b>Last Month: 7.7 mo.</b>	14		11.7
\$70,000 - \$79,999	<b>'18</b>	<b>'17</b>		14	<b>'18</b>	<b>'17</b>
\$80,000 - \$89,999	<b>97</b>	<b>119</b>	<b>Last Year: 3.9 mo.</b>	10	<b>133</b>	<b>94</b>
\$90,000 - \$99,999	<b>-18.49%</b>	12		10	<b>+41.49%</b>	4.2
\$100,000 - \$109,999		06		11		9.2
\$110,000 - \$119,999		07		09		6.4
\$120,000 - \$129,999		07		06		4.3
\$130,000 - \$139,999		12		11		4.6
\$140,000 - \$149,999		06		09		7.5
\$150,000 - \$159,999		07		09		6.4
\$160,000 - \$169,999	<b>28.3% of all sales reported are in this price range.</b>	07	<b>41 Sold</b>	09	<b>34.5% of all active listings reported are in this price range.</b>	6.4
\$170,000 - \$179,999		03	<b>90 Active Listings</b>	13		21.7
\$180,000 - \$189,999		02	<b>11.0 mo. supply</b>	12		30.0
\$190,000 - \$199,999	<b>'18</b>	<b>'17</b>		08		10.0
\$200,000 - \$219,999	<b>41</b>	<b>49</b>	<b>Last Month: 12.0 mo.</b>	07	<b>'18</b>	<b>'17</b>
\$220,000 - \$239,999	<b>-16.33%</b>	04	<b>Last Year: 7.3 mo.</b>	07	<b>90</b>	<b>72</b>
\$240,000 - \$259,999		04		12	<b>+25.00%</b>	15.0
\$260,000 - \$279,999		07		07		5.0
\$280,000 - \$299,999		02		06		15.0
\$300,000 - \$349,999		01		08		40.0
\$350,000 - \$399,999	<b>4.8% of all sales reported are in this price range.</b>	04	<b>7 Sold</b>	15	<b>14.5% of all active listings reported are in this price range.</b>	18.8
\$400,000 - \$449,999		01	<b>38 Active Listings</b>	02		10.0
\$450,000 - \$499,999		-0-	<b>27.1 mo. supply</b>	03		----
\$500,000 - \$549,999		-0-		04		----
\$550,000 - \$599,999	<b>'18</b>	<b>'17</b>		02	<b>'18</b>	<b>'17</b>
\$600,000 - \$699,999	<b>07</b>	<b>11</b>	<b>Last Month: 24.0 mo.</b>	01	<b>38</b>	<b>34</b>
\$700,000 - \$799,999	<b>-40.00%</b>	-0-	<b>Last Year: 15.5 mo.</b>	01	<b>+11.76%</b>	----
\$800,000 - \$899,999		-0-		-0-		----
\$900,000 - \$999,999		-0-		-0-		----
\$1,000,000 and over		-0-		02		----
<b>TOTALS:</b>		<b>145</b>		<b>261</b>		<b>9.0</b>
<b>Last Year:</b>		<b>179 (-18.99%)</b>		<b>200 (+30.50%)</b>		<b>5.6</b>

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28 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 May 28, 2018. MLS data does not reflect all activity within the marketplace

# Sold Residential Properties Reported to M.L.S.

## IBERIA PARISH – RESALES

January - May, 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	04	02	2.5
\$20,000 - \$29,999	04	<b>97 Sold</b>	8.8
\$30,000 - \$39,999	06	<b>133 Active Listings</b>	5.0
\$40,000 - \$49,999	08		7.5
\$50,000 - \$59,999	02	<b>6.9 mo. supply</b>	30.0
\$60,000 - \$69,999	06		11.7
\$70,000 - \$79,999	12	<b>Last Month: 7.7 mo.</b>	5.8
\$80,000 - \$89,999	05		10.0
\$90,000 - \$99,999	12	<b>Last Year: 4.0 mo.</b>	4.2
\$100,000 - \$109,999	06		9.2
\$110,000 - \$119,999	07		6.4
\$120,000 - \$129,999	07		4.3
\$130,000 - \$139,999	12		4.6
\$140,000 - \$149,999	06		7.5
\$150,000 - \$159,999	06		7.5
\$160,000 - \$169,999	07	<b>39 Sold</b>	6.4
\$170,000 - \$179,999	03	<b>82 Active Listings</b>	16.7
\$180,000 - \$189,999	02		30.0
\$190,000 - \$199,999	04	<b>10.5 mo. supply</b>	10.0
\$200,000 - \$219,999	01		35.0
\$220,000 - \$239,999	04	<b>Last Month: 11.1 mo.</b>	8.8
\$240,000 - \$259,999	04		12.5
\$260,000 - \$279,999	06	<b>Last Year: 7.7 mo.</b>	4.2
\$280,000 - \$299,999	02		12.5
\$300,000 - \$349,999	01		30.0
\$350,000 - \$399,999	04		16.3
\$400,000 - \$449,999	01	<b>07 Sold</b>	5.0
\$450,000 - \$499,999	-0-	<b>32 Active Listings</b>	----
\$500,000 - \$549,999	-0-		----
\$550,000 - \$599,999	01	<b>22.9 mo. supply</b>	10.0
\$600,000 - \$699,999	-0-		----
\$700,000 - \$799,999	-0-	<b>Last Month: 20.0 mo.</b>	----
\$800,000 - \$899,999	-0-		----
\$900,000 - \$999,999	-0-	<b>Last Year: 13.6 mo.</b>	----
\$1,000,000 and over	-0-		----
<b>TOTALS:</b>	<b>143</b>	<b>247</b>	<b>8.6</b>
<b>Last Year:</b>	<b>173 (-17.34%)</b>	<b>192 (+28.65%)</b>	<b>5.5</b>

SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28, 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 May 28, 2018. MLS data does not reflect all activity within the marketplace

**Sold Residential Properties Reported to M.L.S.  
IBERIA PARISH - NEW CONSTRUCTION  
January - May, 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	-0-	-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	-0-	-0-	----
\$170,000 - \$179,999	-0-	03	----
\$180,000 - \$189,999	-0-	-0-	----
\$190,000 - \$199,999	-0-	-0-	----
\$200,000 - \$219,999	-0-	-0-	----
\$220,000 - \$239,999	-0-	-0-	----
\$240,000 - \$259,999	-0-	02	----
\$260,000 - \$279,999	01	02	----
\$280,000 - \$299,999	-0-	01	----
\$300,000 - \$349,999	-0-	02	----
\$350,000 - \$399,999	-0-	02	----
\$400,000 - \$449,999	-0-	01	----
\$450,000 - \$499,999	-0-	-0-	----
\$500,000 - \$549,999	-0-	01	----
\$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-	----
<b>TOTALS:</b>	<b>02</b>	<b>14</b>	<b>35.0</b>
<b>Last Year:</b>	<b>06 (-66.67%)</b>	<b>08 (+75.00%)</b>	<b>6.7</b>

*SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28, 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 May 28, 2018. MLS data does not reflect all activity within the marketplace*

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

<b>Price Range</b>	<b>Number Reported Sold</b>	<b>Current # of Active Listings</b>	<b># of Months Supply</b>
\$19,999 OR UNDER	05	01	1.0
\$20,000 - \$29,999	02	02	5.0
\$30,000 - \$39,999	03	<b>78 Sold</b>	3.3
\$40,000 - \$49,999	10	<b>66 Active Listings</b>	3.0
\$50,000 - \$59,999	09		3.9
\$60,000 - \$69,999	06	<b>4.2 mo. Supply</b>	3.3
\$70,000 - \$79,999	06		1.7
\$80,000 - \$89,999	03	<b>Last Month: 4.7 mo.</b>	15.0
\$90,000 - \$99,999	03		10.0
\$100,000 - \$109,999	05		5.0
\$110,000 - \$119,999	06		4.2
\$120,000 - \$129,999	06		2.5
\$130,000 - \$139,999	07		6.4
\$140,000 - \$149,999	07		3.6
\$150,000 - \$159,999	08		7.5
\$160,000 - \$169,999	06		5.8
\$170,000 - \$179,999	06	<b>51 Sold</b>	4.2
\$180,000 - \$189,999	-0-	<b>94 Active Listings</b>	----
\$190,000 - \$199,999	02		17.5
\$200,000 - \$219,999	09	<b>9.2 mo. Supply</b>	6.1
\$220,000 - \$239,999	01		65.0
\$240,000 - \$259,999	09	<b>Last Month: 11.4 mo.</b>	5.0
\$260,000 - \$279,999	03		18.3
\$280,000 - \$299,999	07		9.3
\$300,000 - \$349,999	02		22.5
\$350,000 - \$399,999	02		22.5
\$400,000 - \$449,999	-0-	<b>06 Sold</b>	----
\$450,000 - \$499,999	01	<b>36 Active Listings</b>	10.0
\$500,000 - \$549,999	01		5.0
\$550,000 - \$599,999	-0-	<b>30.0 mo. supply</b>	----
\$600,000 - \$699,999	-0-		----
\$700,000 - \$799,999	-0-	<b>Last Month: 35.0 mo.</b>	----
\$800,000 - \$899,999	-0-		----
\$900,000 - \$999,999	-0-		----
\$1,000,000 and over	-0-		----
<b>TOTALS:</b>	<b>135</b>	<b>196</b>	<b>7.3</b>
<b>Last Year:</b>	<b>112 (+20.54%)</b>		

*SOURCE: REALTOR Association of Acadiana Multiple Listing Service compilation issued May 28, 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 May 28, 2018. MLS data does not reflect all activity within the marketplace*

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

<b>Price Range</b>	<b>Number Reported Sold</b>	<b>Current # of Active Listings</b>	<b># of Months Supply</b>
\$19,999 OR UNDER	04	01	1.3
\$20,000 - \$29,999	05	05	5.0
\$30,000 - \$39,999	09	03	1.7
\$40,000 - \$49,999	07	06	4.3
\$50,000 - \$59,999	04	05	6.3
\$60,000 - \$69,999	02	06	15.0
\$70,000 - \$79,999	05	05	5.0
\$80,000 - \$89,999	03	08	13.3
\$90,000 - \$99,999	03	09	15.0
\$100,000 - \$109,999	02	04	10.0
\$110,000 - \$119,999	05	01	1.0
\$120,000 - \$129,999	03	06	10.0
\$130,000 - \$139,999	05	08	8.0
\$140,000 - \$149,999	05	15	15.0
\$150,000 - \$159,999	02	05	12.5
\$160,000 - \$169,999	02	02	5.0
\$170,000 - \$179,999	03	06	10.0
\$180,000 - \$189,999	-0-	09	----
\$190,000 - \$199,999	01	03	15.0
\$200,000 - \$219,999	01	04	20.0
\$220,000 - \$239,999	05	04	4.0
\$240,000 - \$259,999	03	05	8.3
\$260,000 - \$279,999	03	02	3.3
\$280,000 - \$299,999	02	07	17.5
\$300,000 - \$349,999	-0-	04	----
\$350,000 - \$399,999	-0-	07	----
\$400,000 - \$449,999	-0-	-0-	----
\$450,000 - \$499,999	-0-	01	----
\$500,000 - \$549,999	-0-	-0-	----
\$550,000 - \$599,999	-0-	-0-	----
\$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-	01	----
<b>TOTALS:</b>	<b>84</b>	<b>144</b>	<b>8.6</b>
<b>Last Year:</b>	<b>91 (-07.69%)</b>		

*SOURCE: REALTOR® Association of Acadiana Multiple Listing Service compilation issued May 28, 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 May 28, 2018. MLS data does not reflect all activity within the marketplace*

# Residential Market Share

January – May 2018



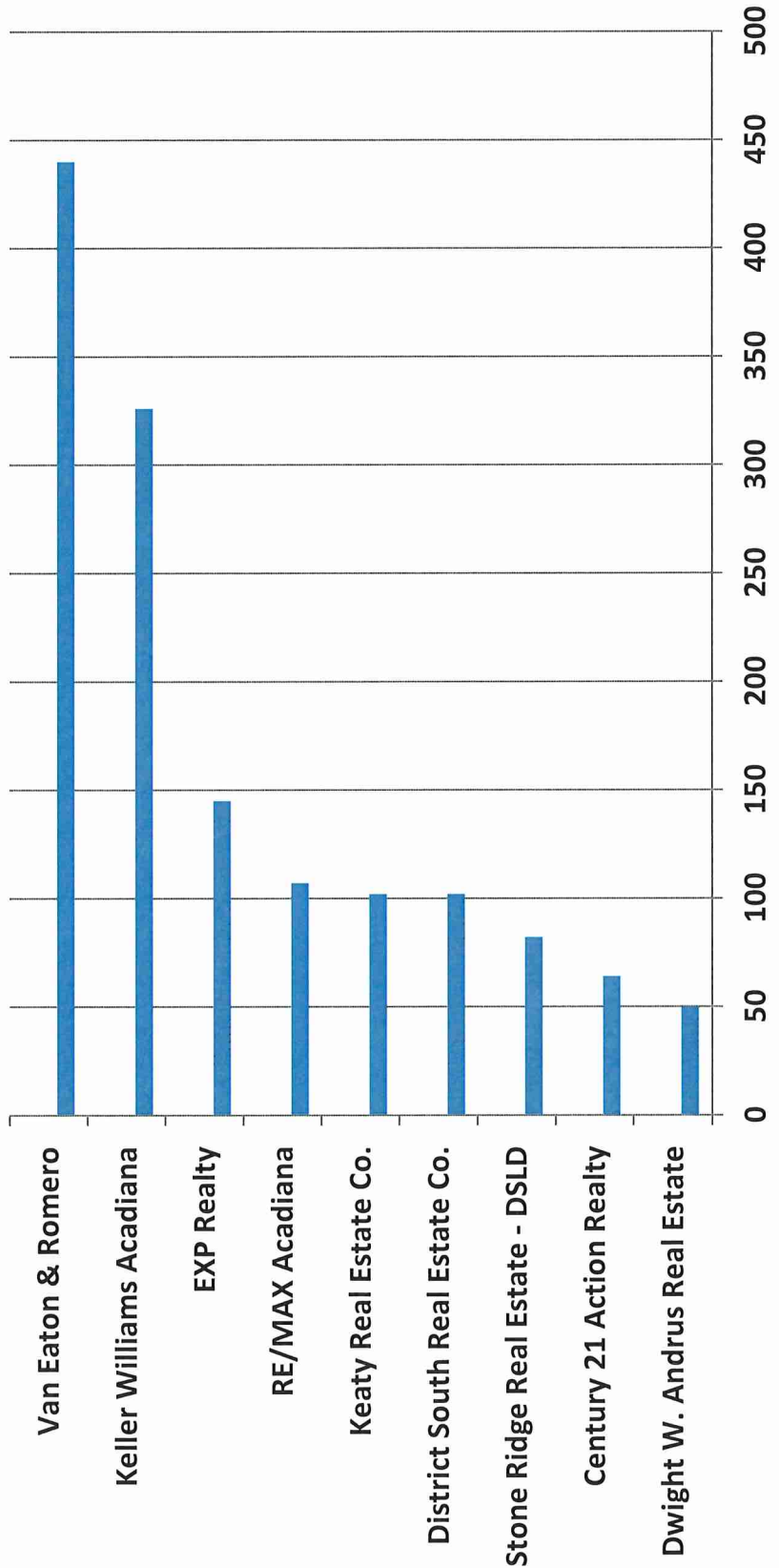
Tell us what **YOU** want.





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## Closed Single Family Listing Sides – All GEO Areas January – May 2018



# Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

Search Parameters: Property type Residential;

As of Saturday, June 9, 2018 9:26:05 AM

Date Range: 1/1/2018 to 5/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	440.0	103,130,878	234,388	20.94	25.44
2	Keller Williams Realty Acadiana (I000906)	325.5	54,073,471	166,124	15.49	13.34
3	EXP Realty, LLC (exprealty)	144.5	29,363,659	203,209	6.88	7.24
4	RE/MAX Acadiana (I000020)	107.0	20,928,687	195,595	5.09	5.16
5	Keaty Real Estate Company (I000932)	102.0	24,936,375	244,474	4.85	6.15
6	District South Real Estate Co. (I001224)	101.5	21,095,637	207,839	4.83	5.20
7	Stone Ridge Real Estate (I001089)	82.0	17,687,535	215,702	3.90	4.36
8	Century 21 Action Realty (I001065)	64.0	6,438,315	100,599	3.05	1.59
9	Dwight W. Andrus Real Est, LLC (I000004)	50.0	15,393,170	307,863	2.38	3.80
10	McGeeScott Realty (I001196)	50.0	8,615,100	172,302	2.38	2.12
11	Southern Lifestyle Realty, LLC (I001043)	44.0	13,915,028	316,251	2.09	3.43
12	Lamplighter Realty, LLC (I001186)	35.0	7,277,191	207,920	1.67	1.79
13	Brandon E. Breaux Real Estate (I000979)	30.0	2,359,330	78,644	1.43	0.58
14	Dream Home Realty, LLC (I001181)	24.0	3,376,013	140,667	1.14	0.83
15	Caffery Real Estate, Inc. (I000915)	23.0	1,992,618	86,636	1.09	0.49
16	Century 21 DCG/Aguillard-Eunice (I001063)	22.0	1,899,576	86,344	1.05	0.47
17	HUNCO Real Estate (I001141)	21.0	4,266,700	203,176	1.00	1.05
18	Steve Stigall (I001133)	21.0	4,082,948	194,426	1.00	1.01
19	Non-Mbr Office/Seller (I90001)	20.0	4,451,900	222,595	0.95	1.10
20	RE/MAX Rice Realty (I001103)	17.0	1,628,200	95,776	0.81	0.40
21	Gateway Realty, Inc. (I000062)	17.0	1,329,733	78,220	0.81	0.33
22	Reliance Real Estate Group (I001039)	14.0	4,070,630	290,759	0.67	1.00
23	ReHive, LLC (I001228)	13.5	2,470,428	182,995	0.64	0.61
24	Red Door Realty Acadiana (I001187)	13.0	1,785,800	137,369	0.62	0.44
25	Realty of Acadiana, LLC (I001193)	13.0	522,651	40,204	0.62	0.13
26	Rayne Realty Co, Inc (I000111)	12.5	1,554,500	124,360	0.59	0.38
27	Choice Realty (I000991)	12.0	4,202,900	350,242	0.57	1.04
28	Trahan Real Estate Group (I001137)	12.0	2,380,800	198,400	0.57	0.59
29	Century 21 DCG/Aguillard-Opel (I000987)	12.0	1,258,550	104,879	0.57	0.31
30	Engel & Voelkers Lafayette (I000944)	11.5	3,523,900	306,426	0.55	0.87
31	New Investors Inc (I000935)	10.0	705,300	70,530	0.48	0.17
32	Cicero Realty LLC (I001234)	9.0	1,755,895	195,099	0.43	0.43
33	Real Estate de Louisiane (I000040)	9.0	1,693,400	188,156	0.43	0.42
34	Parish Realty Acadiana (I001178)	9.0	1,049,300	116,589	0.43	0.26
35	Premier Realty of Acadiana LLC (I001172)	9.0	855,300	95,033	0.43	0.21
36	Sunrise Realty (I001078)	8.0	766,500	95,812	0.38	0.19
37	RealHome Services & Solutions (I001124)	8.0	489,660	61,208	0.38	0.12
38	Garber-Seaux Real Estate LLC (I001132)	7.0	1,610,000	230,000	0.33	0.40
39	Gauthier Real Estate, Inc. (I000036)	7.0	851,500	121,643	0.33	0.21
40	Bon Aimee Realty (I001189)	7.0	383,679	54,811	0.33	0.09

41 Cachet Real Estate, LLC (I001111)	6.5	800,100	123,092	0.31	0.20
42 Mirian Real Estate (I000081)	6.0	1,137,250	189,542	0.29	0.28
43 Platinum Realty (I001092)	6.0	881,000	146,833	0.29	0.22
44 James Real Estate (I000925)	6.0	791,010	131,835	0.29	0.20
45 Core Realty (I000061)	6.0	783,000	130,500	0.29	0.19
46 Cindy Herring Real Estate (I001038)	6.0	750,500	125,083	0.29	0.19
47 Savvy Team Realty, LLC (I001123)	6.0	574,599	95,766	0.29	0.14
48 A.L.C. Real Estate (I000016)	5.0	692,000	138,400	0.24	0.17
49 Majestic Realty & Investments LLC (I001173)	5.0	659,900	131,980	0.24	0.16
50 Thibodeaux Reed Realty, LLC (I001190)	5.0	644,400	128,880	0.24	0.16
51 Robins Real Estate, LLC (I001120)	5.0	554,500	110,900	0.24	0.14
52 Roberson Realty (I001122)	5.0	329,000	65,800	0.24	0.08
53 Rome Realty (I001106)	4.0	2,195,772	548,943	0.19	0.54
54 Duncan Realty Professionals, LLC (I001217)	4.0	554,499	138,625	0.19	0.14
55 Your Southern Real Estate Co. (I001135)	4.0	514,000	128,500	0.19	0.13
56 Kathy Dyson Realty (I001105)	4.0	502,500	125,625	0.19	0.12
57 Atlas Realty of Acadiana (I001119)	4.0	400,000	100,000	0.19	0.10
58 Broussard Realty & Appraisal (I001000)	4.0	255,600	63,900	0.19	0.06
59 Cajun Real Estate (I000975)	4.0	208,600	52,150	0.19	0.05
60 LA Real Estate and Appraisal (I001032)	3.0	991,900	330,633	0.14	0.24
61 Goldie Locks Realty LLC (I001197)	3.0	540,000	180,000	0.14	0.13
62 Christe Dailey Realty (I000917)	3.0	524,000	174,667	0.14	0.13
63 Hargroder Real Estate Group (I001199)	3.0	478,000	159,333	0.14	0.12
64 Sam Robertson Real Estate Co (I000214)	3.0	425,000	141,667	0.14	0.10
65 Sky Universal Realty LLC (I001194)	3.0	382,900	127,633	0.14	0.09
66 McGinn Real Estate Agency (I000911)	3.0	358,150	119,383	0.14	0.09
67 A. Reaux Real Estate, LLC (I001079)	3.0	227,800	75,933	0.14	0.06
68 Real Broker, LLC (I001229)	2.5	460,950	184,380	0.12	0.11
69 CJS Custom Builders, LLC (I001227)	2.0	982,000	491,000	0.10	0.24
70 Cornerstone Realty (I000210)	2.0	840,850	420,425	0.10	0.21
71 Venus Realty Corporation (I000155)	2.0	811,000	405,500	0.10	0.20
72 Home Realty of Acadiana (I000996)	2.0	467,700	233,850	0.10	0.12
73 PMI Integrity Properties (I001195)	2.0	433,000	216,500	0.10	0.11
74 Magnolia Property Investments, LLC (I001041)	2.0	415,000	207,500	0.10	0.10
75 Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.10	0.08
76 David Landry Real Estate, LLC (I001066)	2.0	276,900	138,450	0.10	0.07
77 GrandMark Realty, LLC (I001068)	2.0	270,000	135,000	0.10	0.07
78 Credeur Properties (I000095)	2.0	185,000	92,500	0.10	0.05
79 Spectrum Real Estate (I000032)	1.0	304,000	304,000	0.05	0.07
80 Beclon Real Estate (I001130)	1.0	280,000	280,000	0.05	0.07
81 Frontline Real Estate Group (I001148)	1.0	198,000	198,000	0.05	0.05
82 M & R Properties (I000099)	1.0	172,998	172,998	0.05	0.04
83 Hebert Properties (I000216)	1.0	172,000	172,000	0.05	0.04
84 PROREE, LLC (I001150)	1.0	167,000	167,000	0.05	0.04
85 Darby & Associates (I000077)	1.0	130,000	130,000	0.05	0.03
86 Michael Doran R. E., LLC (I001159)	1.0	127,500	127,500	0.05	0.03
87 Riverstone Realty LLC (I001025)	1.0	120,000	120,000	0.05	0.03
88 Keller Williams Cenla Partners (I001095)	1.0	113,000	113,000	0.05	0.03
89 Thomson Real Estate (I000967)	1.0	95,000	95,000	0.05	0.02
90 The Real Estate Store Inc. (I001214)	1.0	95,000	95,000	0.05	0.02
91 Realty One, Inc. (I000070)	1.0	85,000	85,000	0.05	0.02
92 Better Homes, Ranches & Properties (I001016)	1.0	70,000	70,000	0.05	0.02
93 Camelot Realty (I000038)	1.0	65,000	65,000	0.05	0.02
94 Titan Real Estate Services, LLC (I001110)	1.0	61,000	61,000	0.05	0.02
95 Acadiana Metro Realty (I001037)	1.0	60,000	60,000	0.05	0.01
96 Champs Real Estate & Prop. Mgt (I001156)	1.0	39,000	39,000	0.05	0.01
97 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.05	0.01

6/9/2018

Market Penetration/Saturation

98 Williams Realty Group (I000977)	1.0	25,000	25,000	0.05	0.01
99 Guidry & Co. Real Estate, Inc. (I000109)	1.0	12,000	12,000	0.05	0.00
100 Engel & Voelkers Lake Charles (I001134)	0.5	152,500	305,000	0.02	0.04
101 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.02	0.03
Totals:	2101.0	405,461,736.71	192,985.12	100%	100%

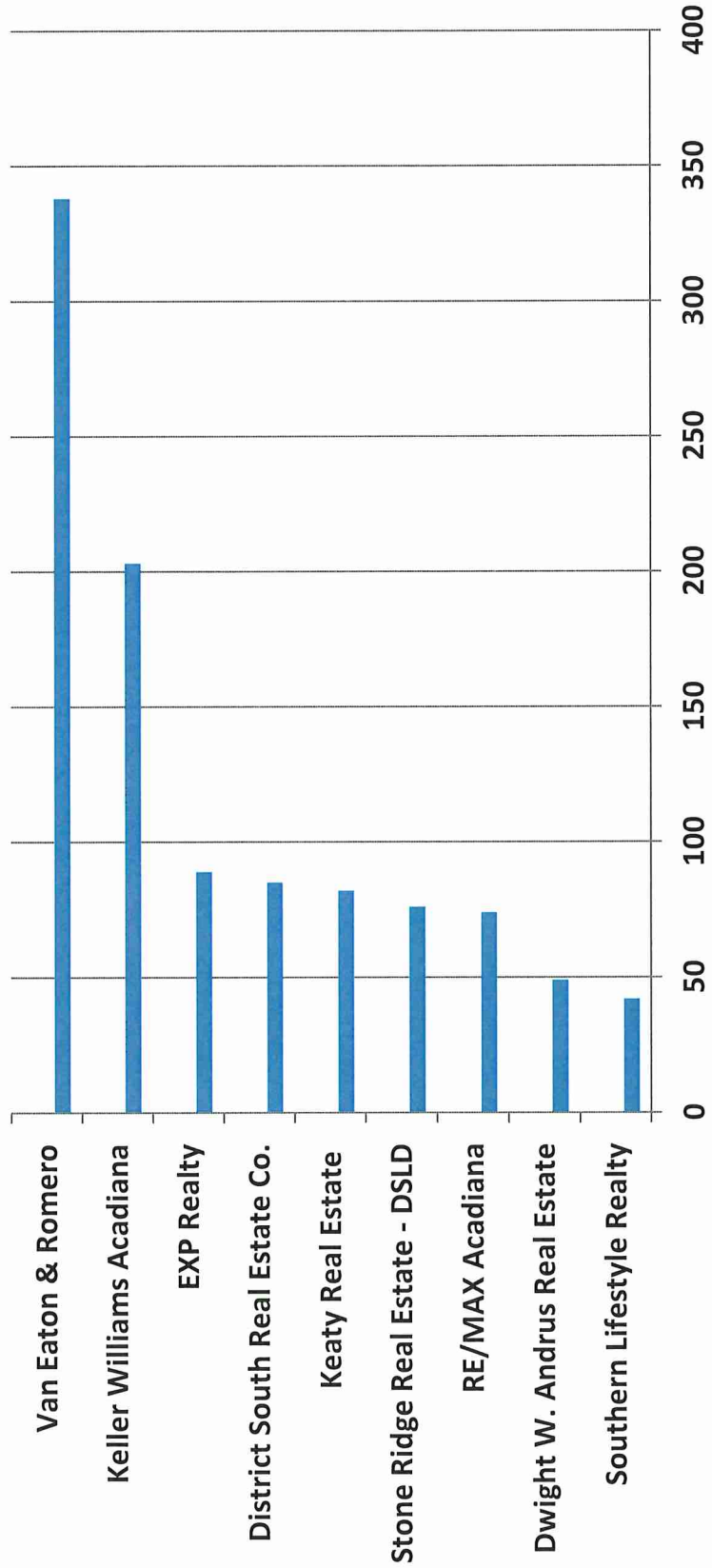
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## Closed Single Family Listing Sides – Lafayette Parish January – May 2018



# Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

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

As of Saturday, June 9, 2018 9:30:38 AM

Date Range: 1/1/2018 to 5/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	338.0	87,499,424	258,874	24.67	28.18
2	Keller Williams Realty Acadiana (I000906)	203.0	38,944,272	191,844	14.82	12.54
3	EXP Realty, LLC (exprealty)	89.0	19,948,565	224,141	6.50	6.42
4	District South Real Estate Co. (I001224)	85.0	18,859,127	221,872	6.20	6.07
5	Keaty Real Estate Company (I000932)	82.0	20,871,100	254,526	5.99	6.72
6	Stone Ridge Real Estate (I001089)	76.0	16,480,235	216,845	5.55	5.31
7	RE/MAX Acadiana (I000020)	74.0	15,612,262	210,977	5.40	5.03
8	Dwight W. Andrus Real Est, LLC (I000004)	49.0	15,178,170	309,759	3.58	4.89
9	Southern Lifestyle Realty, LLC (I001043)	42.0	13,330,128	317,384	3.07	4.29
10	Century 21 Action Realty (I001065)	36.0	3,972,133	110,337	2.63	1.28
11	Lampighter Realty, LLC (I001186)	29.0	6,303,291	217,355	2.12	2.03
12	Steve Stigall (I001133)	21.0	4,082,948	194,426	1.53	1.31
13	HUNCO Real Estate (I001141)	18.0	3,781,700	210,094	1.31	1.22
14	Dream Home Realty, LLC (I001181)	14.0	2,702,000	193,000	1.02	0.87
15	Reliance Real Estate Group (I001039)	13.0	3,745,630	288,125	0.95	1.21
16	Red Door Realty Acadiana (I001187)	12.0	1,702,900	141,908	0.88	0.55
17	Engel & Voelkers Lafayette (I000944)	11.5	3,523,900	306,426	0.84	1.13
18	Trahan Real Estate Group (I001137)	11.0	2,223,300	202,118	0.80	0.72
19	Gateway Realty, Inc. (I000062)	10.0	958,533	95,853	0.73	0.31
20	ReHive, LLC (I001228)	9.5	1,645,330	173,193	0.69	0.53
21	Choice Realty (I000991)	9.0	3,242,900	360,322	0.66	1.04
22	Non-Mbr Office/Seller (I90001)	9.0	2,260,000	251,111	0.66	0.73
23	McGeeScott Realty (I001196)	9.0	1,948,500	216,500	0.66	0.63
24	Cicero Realty LLC (I001234)	8.0	1,564,095	195,512	0.58	0.50
25	Real Estate de Louisiane (I000040)	6.0	1,075,500	179,250	0.44	0.35
26	Brandon E. Breaux Real Estate (I000979)	6.0	613,300	102,217	0.44	0.20
27	Garber-Seaux Real Estate LLC (I001132)	5.0	1,328,000	265,600	0.36	0.43
28	Mirian Real Estate (I000081)	5.0	1,022,250	204,450	0.36	0.33
29	RealHome Services & Solutions (I001124)	5.0	417,718	83,544	0.36	0.13
30	Cachet Real Estate, LLC (I001111)	4.5	459,100	102,022	0.33	0.15
31	Rome Realty (I001106)	4.0	2,195,772	548,943	0.29	0.71
32	Majestic Realty & Investments LLC (I001173)	4.0	580,000	145,000	0.29	0.19
33	Duncan Realty Professionals, LLC (I001217)	4.0	554,499	138,625	0.29	0.18
34	Rayne Realty Co, Inc (I000111)	3.0	623,500	207,833	0.22	0.20
35	Gauthier Real Estate, Inc. (I000036)	3.0	576,600	192,200	0.22	0.19
36	Parish Realty Acadiana (I001178)	3.0	561,000	187,000	0.22	0.18
37	Savvy Team Realty, LLC (I001123)	3.0	356,000	118,667	0.22	0.11
38	Atlas Realty of Acadiana (I001119)	3.0	352,000	117,333	0.22	0.11
39	Thibodeaux Reed Realty, LLC (I001190)	3.0	304,500	101,500	0.22	0.10
40	A. Reaux Real Estate, LLC (I001079)	3.0	227,800	75,933	0.22	0.07

41	CJS Custom Builders, LLC (I001227)	2.0	982,000	491,000	0.15	0.32
42	Cornerstone Realty (I000210)	2.0	840,850	420,425	0.15	0.27
43	Venus Realty Corporation (I000155)	2.0	811,000	405,500	0.15	0.26
44	Goldie Locks Realty LLC (I001197)	2.0	480,000	240,000	0.15	0.15
45	PMI Integrity Properties (I001195)	2.0	433,000	216,500	0.15	0.14
46	Magnolia Property Investments, LLC (I001041)	2.0	415,000	207,500	0.15	0.13
47	Hargroder Real Estate Group (I001199)	2.0	333,000	166,500	0.15	0.11
48	Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.15	0.10
49	McGinn Real Estate Agency (I000911)	2.0	296,650	148,325	0.15	0.10
50	GrandMark Realty, LLC (I001068)	2.0	270,000	135,000	0.15	0.09
51	Real Broker, LLC (I001229)	1.5	263,950	175,967	0.11	0.08
52	Spectrum Real Estate (I000032)	1.0	304,000	304,000	0.07	0.10
53	A.L.C. Real Estate (I000016)	1.0	285,000	285,000	0.07	0.09
54	Beclon Real Estate (I001130)	1.0	280,000	280,000	0.07	0.09
55	Sky Universal Realty LLC (I001194)	1.0	247,900	247,900	0.07	0.08
56	Your Southern Real Estate Co. (I001135)	1.0	215,000	215,000	0.07	0.07
57	Frontline Real Estate Group (I001148)	1.0	198,000	198,000	0.07	0.06
58	Hebert Properties (I000216)	1.0	172,000	172,000	0.07	0.06
59	PROREE, LLC (I001150)	1.0	167,000	167,000	0.07	0.05
60	Sam Robertson Real Estate Co (I000214)	1.0	155,000	155,000	0.07	0.05
61	Caffery Real Estate, Inc. (I000915)	1.0	150,000	150,000	0.07	0.05
62	David Landry Real Estate, LLC (I001066)	1.0	148,900	148,900	0.07	0.05
63	Darby & Associates (I000077)	1.0	130,000	130,000	0.07	0.04
64	Keller Williams Cenla Partners (I001095)	1.0	113,000	113,000	0.07	0.04
65	The Real Estate Store Inc. (I001214)	1.0	95,000	95,000	0.07	0.03
66	Home Realty of Acadiana (I000996)	1.0	76,700	76,700	0.07	0.02
67	James Real Estate (I000925)	1.0	75,010	75,010	0.07	0.02
68	Better Homes, Ranches & Properties (I001016)	1.0	70,000	70,000	0.07	0.02
69	Titan Real Estate Services, LLC (I001110)	1.0	61,000	61,000	0.07	0.02
70	Acadiana Metro Realty (I001037)	1.0	60,000	60,000	0.07	0.02
71	Century 21 DCG/Aguillard-Opel (I000987)	1.0	55,000	55,000	0.07	0.02
72	Credeur Properties (I000095)	1.0	40,000	40,000	0.07	0.01
73	Champs Real Estate & Prop. Mgt (I001156)	1.0	39,000	39,000	0.07	0.01
74	Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.07	0.01
75	Williams Realty Group (I000977)	1.0	25,000	25,000	0.07	0.01
76	Realty of Acadiana, LLC (I001193)	1.0	21,000	21,000	0.07	0.01
77	Engel & Voelkers Lake Charles (I001134)	0.5	152,500	305,000	0.04	0.05
78	JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.04	0.03
Totals:		1370.0	310,536,043.45	226,668.64	100%	100%

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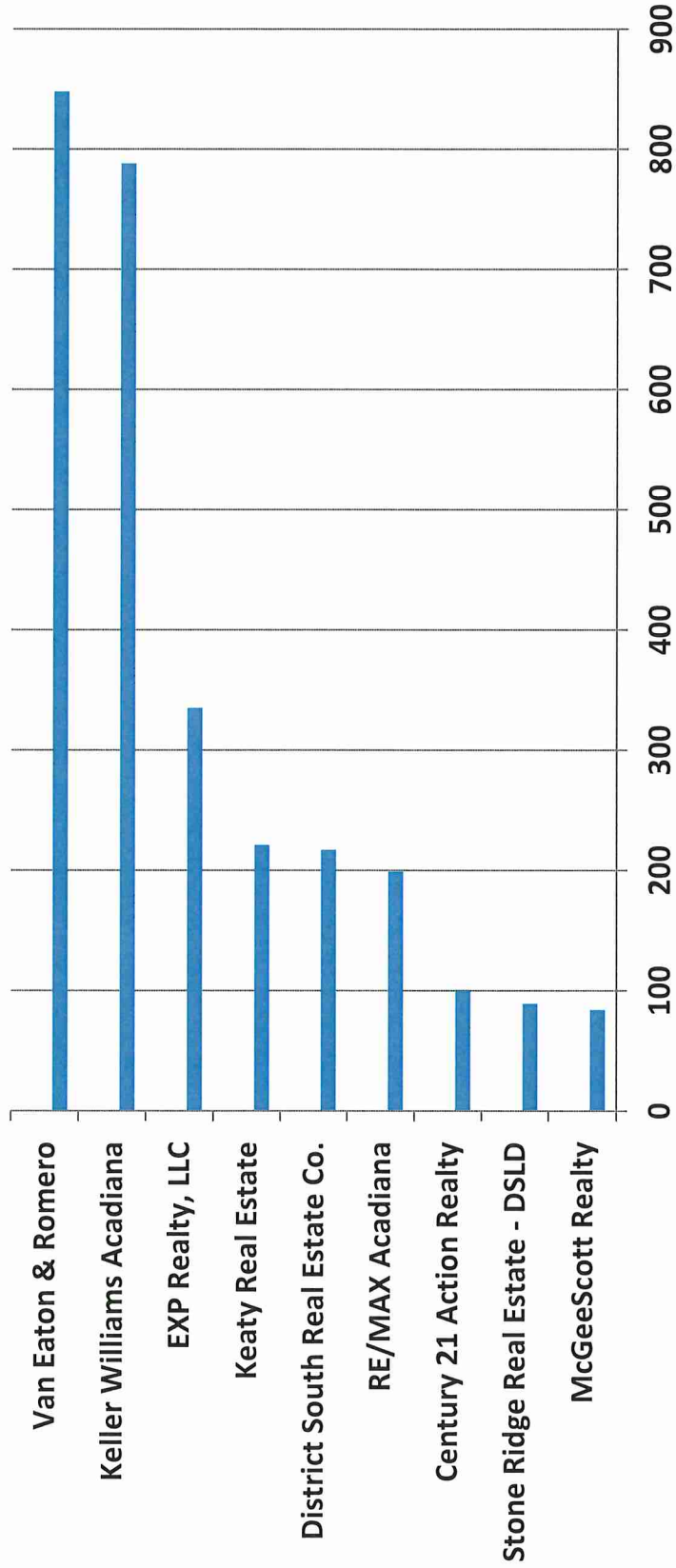
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## Closed Single Family Listing or Selling Sides All GEO Areas

January – May 2018





# Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

Search Parameters: Property type Residential;

As of Saturday, June 9, 2018 9:37:14 AM

Date Range: 1/1/2018 to 5/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	848.0	198,511,689	234,094	20.18	24.48
2	Keller Williams Realty Acadiana (I000906)	788.0	140,487,768	178,284	18.75	17.32
3	EXP Realty, LLC (exprealty)	334.5	62,770,837	187,656	7.96	7.74
4	Keaty Real Estate Company (I000932)	221.0	51,406,883	232,610	5.26	6.34
5	District South Real Estate Co. (I001224)	217.0	45,506,862	209,709	5.16	5.61
6	RE/MAX Acadiana (I000020)	199.0	39,729,853	199,648	4.74	4.90
7	Century 21 Action Realty (I001065)	100.0	10,523,442	105,234	2.38	1.30
8	Stone Ridge Real Estate (I001089)	89.0	19,180,120	215,507	2.12	2.37
9	McGeeScott Realty (I001196)	84.0	15,177,850	180,689	2.00	1.87
10	Southern Lifestyle Realty, LLC (I001043)	82.0	25,667,453	313,018	1.95	3.17
11	Non-Mbr Office/Seller (I90001)	80.0	15,394,589	192,432	1.90	1.90
12	Dwight W. Andrus Real Est, LLC (I000004)	70.0	20,529,370	293,277	1.67	2.53
13	Dream Home Realty, LLC (I001181)	61.0	8,315,251	136,316	1.45	1.03
14	Lamplighter Realty, LLC (I001186)	43.0	9,116,218	212,005	1.02	1.12
15	Brandon E. Breaux Real Estate (I000979)	43.0	3,351,880	77,951	1.02	0.41
16	HUNCO Real Estate (I001141)	40.0	8,665,199	216,630	0.95	1.07
17	Red Door Realty Acadiana (I001187)	39.0	6,032,805	154,687	0.93	0.74
18	RE/MAX Rice Realty (I001103)	36.0	3,476,800	96,578	0.86	0.43
19	Century 21 DCG/Aguillard-Eunice (I001063)	35.0	3,460,526	98,872	0.83	0.43
20	Caffery Real Estate, Inc. (I000915)	34.0	3,197,918	94,056	0.81	0.39
21	Parish Realty Acadiana (I001178)	30.0	3,543,213	118,107	0.71	0.44
22	Engel & Voelkers Lafayette (I000944)	26.5	7,145,000	269,623	0.63	0.88
23	Century 21 DCG/Aguillard-Opel (I000987)	25.0	2,248,892	89,956	0.59	0.28
24	ReHive, LLC (I001228)	22.5	4,525,428	201,130	0.54	0.56
25	Steve Stigall (I001133)	22.0	4,291,448	195,066	0.52	0.53
26	Gateway Realty, Inc. (I000062)	22.0	1,913,733	86,988	0.52	0.24
27	Rayne Realty Co, Inc (I000111)	21.5	2,646,600	123,098	0.51	0.33
28	Trahan Real Estate Group (I001137)	21.0	4,640,900	220,995	0.50	0.57
29	Mirian Real Estate (I000081)	20.0	3,543,949	177,197	0.48	0.44
30	Realty of Acadiana, LLC (I001193)	19.0	1,137,851	59,887	0.45	0.14
31	Premier Realty of Acadiana LLC (I001172)	18.0	1,710,600	95,033	0.43	0.21
32	Sunrise Realty (I001078)	17.0	1,827,900	107,524	0.40	0.23
33	Real Broker, LLC (I001229)	16.5	2,610,100	158,188	0.39	0.32
34	Majestic Realty & Investments LLC (I001173)	16.0	2,080,885	130,055	0.38	0.26
35	Reliance Real Estate Group (I001039)	15.0	4,125,630	275,042	0.36	0.51
36	Cachet Real Estate, LLC (I001111)	14.5	1,991,000	137,310	0.35	0.25
37	Bon Aimee Realty (I001189)	14.0	799,358	57,097	0.33	0.10
38	Platinum Realty (I001092)	13.0	2,391,900	183,992	0.31	0.29
39	New Investors Inc (I000935)	13.0	950,300	73,100	0.31	0.12
40	Choice Realty (I000991)	12.0	4,202,900	350,242	0.29	0.52

41	Garber-Seaux Real Estate LLC (I001132)	12.0	2,585,500	215,458	0.29	0.32
42	Duncan Realty Professionals, LLC (I001217)	12.0	1,574,699	131,225	0.29	0.19
43	Thibodeaux Reed Realty, LLC (I001190)	12.0	1,360,500	113,375	0.29	0.17
44	Cindy Herring Real Estate (I001038)	12.0	1,214,375	101,198	0.29	0.15
45	Cicero Realty LLC (I001234)	11.0	2,156,695	196,063	0.26	0.27
46	Real Estate de Louisiane (I000040)	11.0	2,059,400	187,218	0.26	0.25
47	Kathy Dyson Realty (I001105)	11.0	2,050,900	186,445	0.26	0.25
48	Goldie Locks Realty LLC (I001197)	11.0	1,587,900	144,355	0.26	0.20
49	Your Southern Real Estate Co. (I001135)	11.0	1,551,165	141,015	0.26	0.19
50	Savvy Team Realty, LLC (I001123)	11.0	1,121,599	101,964	0.26	0.14
51	James Real Estate (I000925)	10.0	2,128,520	212,852	0.24	0.26
52	A.L.C. Real Estate (I000016)	10.0	1,647,600	164,760	0.24	0.20
53	Gauthier Real Estate, Inc. (I000036)	10.0	1,360,500	136,050	0.24	0.17
54	Guidry & Co. Real Estate, Inc. (I000109)	10.0	1,048,218	104,822	0.24	0.13
55	NextHome Cutting Edge Realty (I001236)	9.0	1,732,200	192,467	0.21	0.21
56	Christe Dailey Realty (I000917)	9.0	1,479,500	164,389	0.21	0.18
57	Atlas Realty of Acadiana (I001119)	9.0	1,204,900	133,878	0.21	0.15
58	Core Realty (I000061)	9.0	1,194,000	132,667	0.21	0.15
59	Roberson Realty (I001122)	9.0	729,800	81,089	0.21	0.09
60	Hargroder Real Estate Group (I001199)	8.0	1,792,088	224,011	0.19	0.22
61	Robins Real Estate, LLC (I001120)	8.0	1,213,000	151,625	0.19	0.15
62	Williams Realty Group (I000977)	8.0	897,000	112,125	0.19	0.11
63	RealHome Services & Solutions (I001124)	8.0	489,660	61,208	0.19	0.06
64	Sam Robertson Real Estate Co (I000214)	7.0	1,163,400	166,200	0.17	0.14
65	A. Reaux Real Estate, LLC (I001079)	7.0	1,118,140	159,734	0.17	0.14
66	Better Homes, Ranches & Properties (I001016)	7.0	838,950	119,850	0.17	0.10
67	Broussard Realty & Appraisal (I001000)	7.0	668,600	95,514	0.17	0.08
68	Sky Universal Realty LLC (I001194)	7.0	634,900	90,700	0.17	0.08
69	Rome Realty (I001106)	6.0	2,961,364	493,561	0.14	0.37
70	David Landry Real Estate, LLC (I001066)	6.0	1,159,500	193,250	0.14	0.14
71	Frontline Real Estate Group (I001148)	6.0	1,131,900	188,650	0.14	0.14
72	Cornerstone Realty (I000210)	5.0	1,541,700	308,340	0.12	0.19
73	LA Real Estate and Appraisal (I001032)	5.0	1,368,900	273,780	0.12	0.17
74	Beclon Real Estate (I001130)	5.0	1,081,800	216,360	0.12	0.13
75	Realty One, Inc. (I000070)	5.0	454,900	90,980	0.12	0.06
76	Cajun Real Estate (I000975)	5.0	283,600	56,720	0.12	0.03
77	PMI Integrity Properties (I001195)	4.0	1,184,000	296,000	0.10	0.15
78	Thomson Real Estate (I000967)	4.0	485,000	121,250	0.10	0.06
79	Engel & Voelkers Lake Charles (I001134)	3.5	1,097,000	313,429	0.08	0.14
80	McGinn Real Estate Agency (I000911)	3.5	388,900	111,114	0.08	0.05
81	Venus Realty Corporation (I000155)	3.0	1,216,000	405,333	0.07	0.15
82	Magnolia Property Investments, LLC (I001041)	3.0	594,000	198,000	0.07	0.07
83	PROREE, LLC (I001150)	3.0	554,000	184,667	0.07	0.07
84	Legacy Real Estate Services (I000955)	3.0	454,100	151,367	0.07	0.06
85	GrandMark Realty, LLC (I001068)	3.0	444,000	148,000	0.07	0.05
86	Credeur Properties (I000095)	3.0	330,000	110,000	0.07	0.04
87	Champs Real Estate & Prop. Mgt (I001156)	3.0	150,500	50,167	0.07	0.02
88	CJS Custom Builders, LLC (I001227)	2.0	982,000	491,000	0.05	0.12
89	Spectrum Real Estate (I000032)	2.0	588,000	294,000	0.05	0.07
90	Home Realty of Acadiana (I000996)	2.0	467,700	233,850	0.05	0.06
91	1 Percent Lists (I001232)	2.0	358,000	179,000	0.05	0.04
92	Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.05	0.04
93	Riverstone Realty LLC (I001025)	2.0	240,000	120,000	0.05	0.03
94	Camelot Realty (I000038)	1.5	97,500	65,000	0.04	0.01
95	Stirling Properties, Inc. (I000973)	1.0	399,000	399,000	0.02	0.05
96	MPW Properties (I001205)	1.0	367,000	367,000	0.02	0.05
97	Fogleman and Fruge Realty, LLC (I000948)	1.0	235,000	235,000	0.02	0.03

6/9/2018

Market Penetration/Saturation

98 The George Group, LLC (I001215)	1.0	229,500	229,500	0.02	0.03
99 Old South Realty (I000083)	1.0	220,000	220,000	0.02	0.03
100 Ron J. Gaubert Realtors (I000984)	1.0	205,000	205,000	0.02	0.03
101 Veterans Realty Group (I001145)	1.0	203,000	203,000	0.02	0.03
102 Chase Group Realty, LLC (I001183)	1.0	192,900	192,900	0.02	0.02
103 M & R Properties (I000099)	1.0	172,998	172,998	0.02	0.02
104 Hebert Properties (I000216)	1.0	172,000	172,000	0.02	0.02
105 Everland Realty of Louisiana L (I001202)	1.0	140,000	140,000	0.02	0.02
106 Advantage Realty, LLC (I000965)	1.0	138,000	138,000	0.02	0.02
107 Darby & Associates (I000077)	1.0	130,000	130,000	0.02	0.02
108 Michael Doran R. E., LLC (I001159)	1.0	127,500	127,500	0.02	0.02
109 Pequod, Inc. (I000910)	1.0	115,000	115,000	0.02	0.01
110 Keller Williams Cenla Partners (I001095)	1.0	113,000	113,000	0.02	0.01
111 The Real Estate Store Inc. (I001214)	1.0	95,000	95,000	0.02	0.01
112 Titan Real Estate Services, LLC (I001110)	1.0	61,000	61,000	0.02	0.01
113 Acadiana Metro Realty (I001037)	1.0	60,000	60,000	0.02	0.01
114 PrimeVue (I001127)	1.0	52,000	52,000	0.02	0.01
115 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.02	0.00
116 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.01	0.01
Totals:	4202.0	810,923,473.42	192,985.12	100%	100%

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

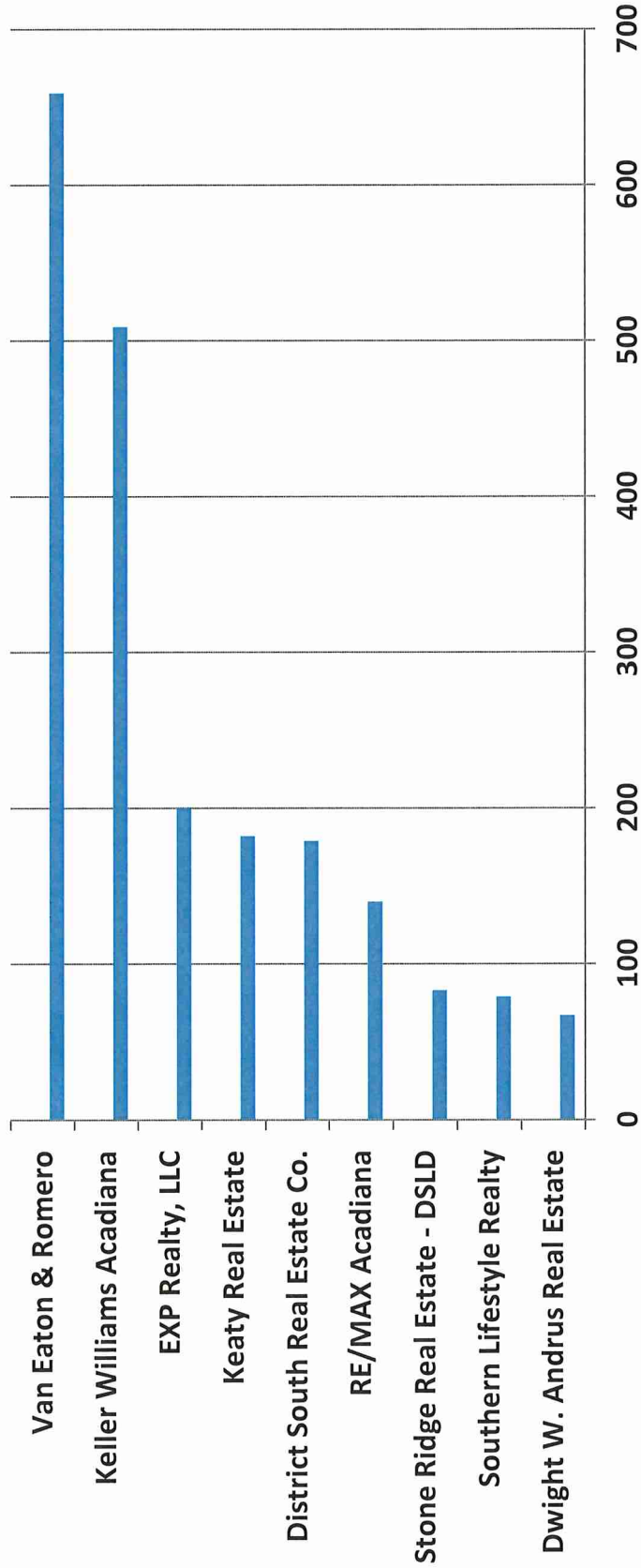


A LATTE & BLUM COMPANY  
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## Closed Single Family Listing or Selling Sides

### Lafayette Parish

January – May 2018



# Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

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

As of Saturday, June 9, 2018 9:36:27 AM

Date Range: 1/1/2018 to 5/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Van Eaton & Romero (I001163)	659.0	169,718,065	257,539	24.05	27.33
2	Keller Williams Realty Acadiana (I000906)	509.0	105,875,149	208,006	18.58	17.05
3	EXP Realty, LLC (exprealty)	200.0	42,972,743	214,864	7.30	6.92
4	Keaty Real Estate Company (I000932)	182.0	44,144,112	242,550	6.64	7.11
5	District South Real Estate Co. (I001224)	179.0	39,930,898	223,078	6.53	6.43
6	RE/MAX Acadiana (I000020)	140.0	30,364,428	216,889	5.11	4.89
7	Stone Ridge Real Estate (I001089)	83.0	17,972,820	216,540	3.03	2.89
8	Southern Lifestyle Realty, LLC (I001043)	79.0	24,839,853	314,429	2.88	4.00
9	Dwight W. Andrus Real Est, LLC (I000004)	67.0	19,909,870	297,162	2.45	3.21
10	Century 21 Action Realty (I001065)	54.0	6,666,504	123,454	1.97	1.07
11	Non-Mbr Office/Seller (I90001)	44.0	9,737,762	221,313	1.61	1.57
12	Lamplighter Realty, LLC (I001186)	37.0	8,142,318	220,063	1.35	1.31
13	Red Door Realty Acadiana (I001187)	32.0	5,210,305	162,822	1.17	0.84
14	HUNCO Real Estate (I001141)	29.0	6,723,200	231,834	1.06	1.08
15	Engel & Voelkers Lafayette (I000944)	25.5	6,995,500	274,333	0.93	1.13
16	Dream Home Realty, LLC (I001181)	25.0	4,807,430	192,297	0.91	0.77
17	Steve Stigall (I001133)	22.0	4,291,448	195,066	0.80	0.69
18	Trahan Real Estate Group (I001137)	20.0	4,483,400	224,170	0.73	0.72
19	ReHive, LLC (I001228)	18.5	3,700,330	200,018	0.68	0.60
20	McGeeScott Realty (I001196)	16.0	3,524,800	220,300	0.58	0.57
21	Mirian Real Estate (I000081)	16.0	2,734,950	170,934	0.58	0.44
22	Reliance Real Estate Group (I001039)	14.0	3,800,630	271,474	0.51	0.61
23	Gateway Realty, Inc. (I000062)	14.0	1,489,533	106,395	0.51	0.24
24	Parish Realty Acadiana (I001178)	13.0	1,914,713	147,286	0.47	0.31
25	Real Broker, LLC (I001229)	11.5	1,877,100	163,226	0.42	0.30
26	Majestic Realty & Investments LLC (I001173)	11.0	1,624,285	147,662	0.40	0.26
27	Garber-Seaux Real Estate LLC (I001132)	10.0	2,303,500	230,350	0.36	0.37
28	Duncan Realty Professionals, LLC (I001217)	10.0	1,491,999	149,200	0.36	0.24
29	Choice Realty (I000991)	9.0	3,242,900	360,322	0.33	0.52
30	Cicero Realty LLC (I001234)	9.0	1,763,995	195,999	0.33	0.28
31	Real Estate de Louisiane (I000040)	8.0	1,441,500	180,188	0.29	0.23
32	Atlas Realty of Acadiana (I001119)	8.0	1,156,900	144,612	0.29	0.19
33	Brandon E. Breaux Real Estate (I000979)	8.0	951,200	118,900	0.29	0.15
34	Hargroder Real Estate Group (I001199)	7.0	1,647,088	235,298	0.26	0.27
35	NextHome Cutting Edge Realty (I001236)	7.0	1,489,800	212,829	0.26	0.24
36	Goldie Locks Realty LLC (I001197)	7.0	1,210,000	172,857	0.26	0.19
37	A. Reaux Real Estate, LLC (I001079)	7.0	1,118,140	159,734	0.26	0.18
38	Thibodeaux Reed Realty, LLC (I001190)	7.0	828,500	118,357	0.26	0.13
39	Cachet Real Estate, LLC (I001111)	6.5	885,100	136,169	0.24	0.14
40	Savvy Team Realty, LLC (I001123)	6.0	833,000	138,833	0.22	0.13

41	Rome Realty (I001106)	5.0	2,842,864	568,573	0.18	0.46
42	Cornerstone Realty (I000210)	5.0	1,541,700	308,340	0.18	0.25
43	Beclon Real Estate (I001130)	5.0	1,081,800	216,360	0.18	0.17
44	Rayne Realty Co, Inc (I000111)	5.0	1,063,400	212,680	0.18	0.17
45	Gauthier Real Estate, Inc. (I000036)	5.0	1,053,100	210,620	0.18	0.17
46	Frontline Real Estate Group (I001148)	5.0	1,001,900	200,380	0.18	0.16
47	Williams Realty Group (I000977)	5.0	628,500	125,700	0.18	0.10
48	RealHome Services & Solutions (I001124)	5.0	417,718	83,544	0.18	0.07
49	PMI Integrity Properties (I001195)	4.0	1,184,000	296,000	0.15	0.19
50	A.L.C. Real Estate (I000016)	4.0	962,800	240,700	0.15	0.16
51	David Landry Real Estate, LLC (I001066)	4.0	751,500	187,875	0.15	0.12
52	Venus Realty Corporation (I000155)	3.0	1,216,000	405,333	0.11	0.20
53	Sam Robertson Real Estate Co (I000214)	3.0	733,500	244,500	0.11	0.12
54	Your Southern Real Estate Co. (I001135)	3.0	647,265	215,755	0.11	0.10
55	Realty of Acadiana, LLC (I001193)	3.0	483,300	161,100	0.11	0.08
56	Legacy Real Estate Services (I000955)	3.0	454,100	151,367	0.11	0.07
57	GrandMark Realty, LLC (I001068)	3.0	444,000	148,000	0.11	0.07
58	Caffery Real Estate, Inc. (I000915)	3.0	421,500	140,500	0.11	0.07
59	Sky Universal Realty LLC (I001194)	3.0	414,900	138,300	0.11	0.07
60	Champs Real Estate & Prop. Mgt (I001156)	3.0	150,500	50,167	0.11	0.02
61	Engel & Voelkers Lake Charles (I001134)	2.5	997,000	398,800	0.09	0.16
62	CJS Custom Builders, LLC (I001227)	2.0	982,000	491,000	0.07	0.16
63	Platinum Realty (I001092)	2.0	926,900	463,450	0.07	0.15
64	Spectrum Real Estate (I000032)	2.0	588,000	294,000	0.07	0.09
65	Magnolia Property Investments, LLC (I001041)	2.0	415,000	207,500	0.07	0.07
66	Guidry & Co. Real Estate, Inc. (I000109)	2.0	358,800	179,400	0.07	0.06
67	PROREE, LLC (I001150)	2.0	334,000	167,000	0.07	0.05
68	Realty USA, Inc. (I001180)	2.0	311,600	155,800	0.07	0.05
69	McGinn Real Estate Agency (I000911)	2.0	296,650	148,325	0.07	0.05
70	Better Homes, Ranches & Properties (I001016)	2.0	239,000	119,500	0.07	0.04
71	Realty One, Inc. (I000070)	2.0	169,900	84,950	0.07	0.03
72	James Real Estate (I000925)	2.0	150,020	75,010	0.07	0.02
73	Stirling Properties, Inc. (I000973)	1.0	399,000	399,000	0.04	0.06
74	MPW Properties (I001205)	1.0	367,000	367,000	0.04	0.06
75	Broussard Realty & Appraisal (I001000)	1.0	255,000	255,000	0.04	0.04
76	The George Group, LLC (I001215)	1.0	229,500	229,500	0.04	0.04
77	Old South Realty (I000083)	1.0	220,000	220,000	0.04	0.04
78	Ron J. Gaubert Realtors (I000984)	1.0	205,000	205,000	0.04	0.03
79	Robins Real Estate, LLC (I001120)	1.0	203,500	203,500	0.04	0.03
80	Chase Group Realty, LLC (I001183)	1.0	192,900	192,900	0.04	0.03
81	Hebert Properties (I000216)	1.0	172,000	172,000	0.04	0.03
82	LA Real Estate and Appraisal (I001032)	1.0	165,000	165,000	0.04	0.03
83	Kathy Dyson Realty (I001105)	1.0	156,000	156,000	0.04	0.03
84	Everland Realty of Louisiana L (I001202)	1.0	140,000	140,000	0.04	0.02
85	Advantage Realty, LLC (I000965)	1.0	138,000	138,000	0.04	0.02
86	RE/MAX Rice Realty (I001103)	1.0	133,500	133,500	0.04	0.02
87	Darby & Associates (I000077)	1.0	130,000	130,000	0.04	0.02
88	Pequod, Inc. (I000910)	1.0	115,000	115,000	0.04	0.02
89	Keller Williams Cenla Partners (I001095)	1.0	113,000	113,000	0.04	0.02
90	The Real Estate Store Inc. (I001214)	1.0	95,000	95,000	0.04	0.02
91	Cindy Herring Real Estate (I001038)	1.0	84,000	84,000	0.04	0.01
92	Home Realty of Acadiana (I000996)	1.0	76,700	76,700	0.04	0.01
93	Titan Real Estate Services, LLC (I001110)	1.0	61,000	61,000	0.04	0.01
94	Acadiana Metro Realty (I001037)	1.0	60,000	60,000	0.04	0.01
95	Century 21 DCG/Aguillard-Opel (I000987)	1.0	55,000	55,000	0.04	0.01
96	PrimeVue (I001127)	1.0	52,000	52,000	0.04	0.01
97	Credeur Properties (I000095)	1.0	40,000	40,000	0.04	0.01

6/9/2018

Market Penetration/Saturation

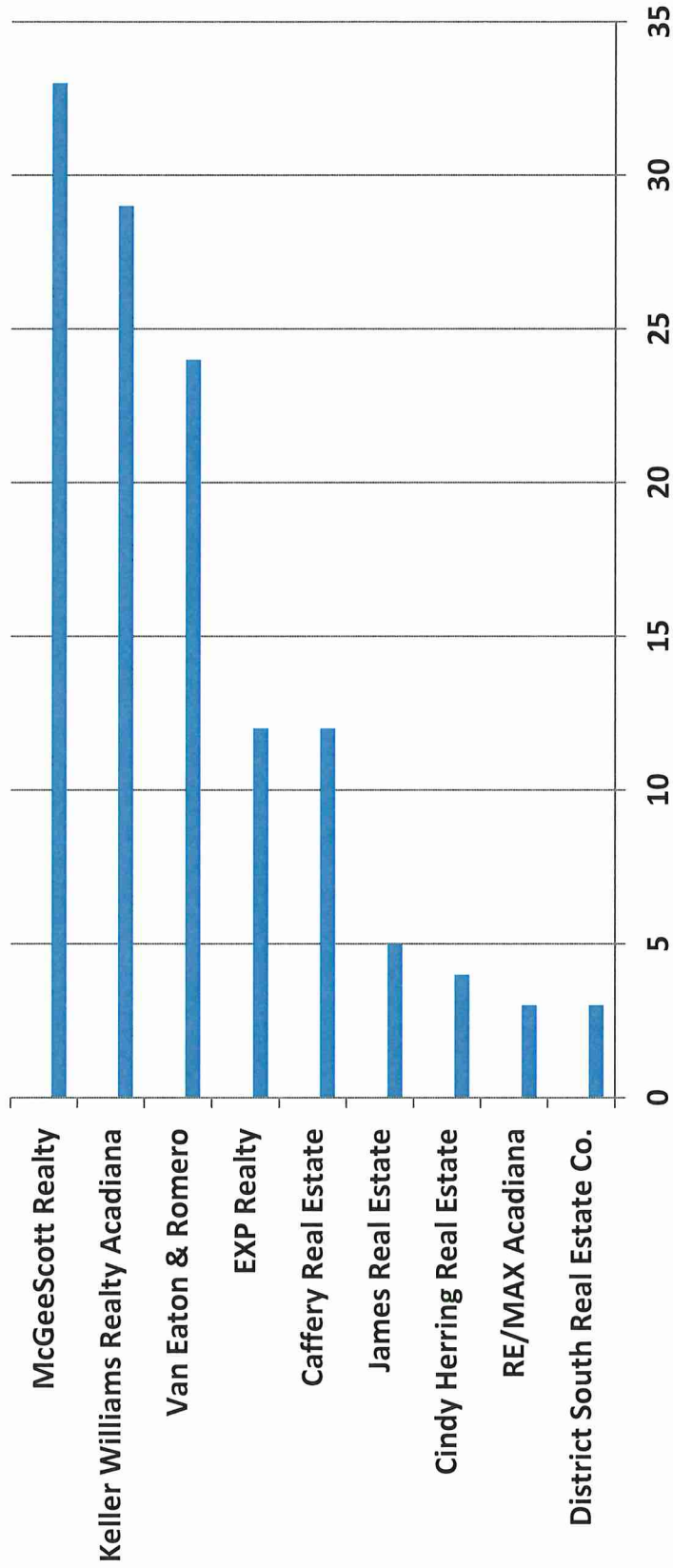
98 Innovative Real Estate Consult (I001219)	1.0	30,000	30,000	0.04	0.00
99 JL Real Estate, LLC (I001091)	0.5	105,000	210,000	0.02	0.02
Totals:	2740.0	621,072,086.90	226,668.64	100%	100%

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



## Closed Single Family Listing Sides – Iberia Parish January – May 2018





# Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

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

As of Saturday, June 9, 2018 9:44:54 AM

Date Range: 1/1/2018 to 5/31/2018

Number and Volume Calculated By Sides

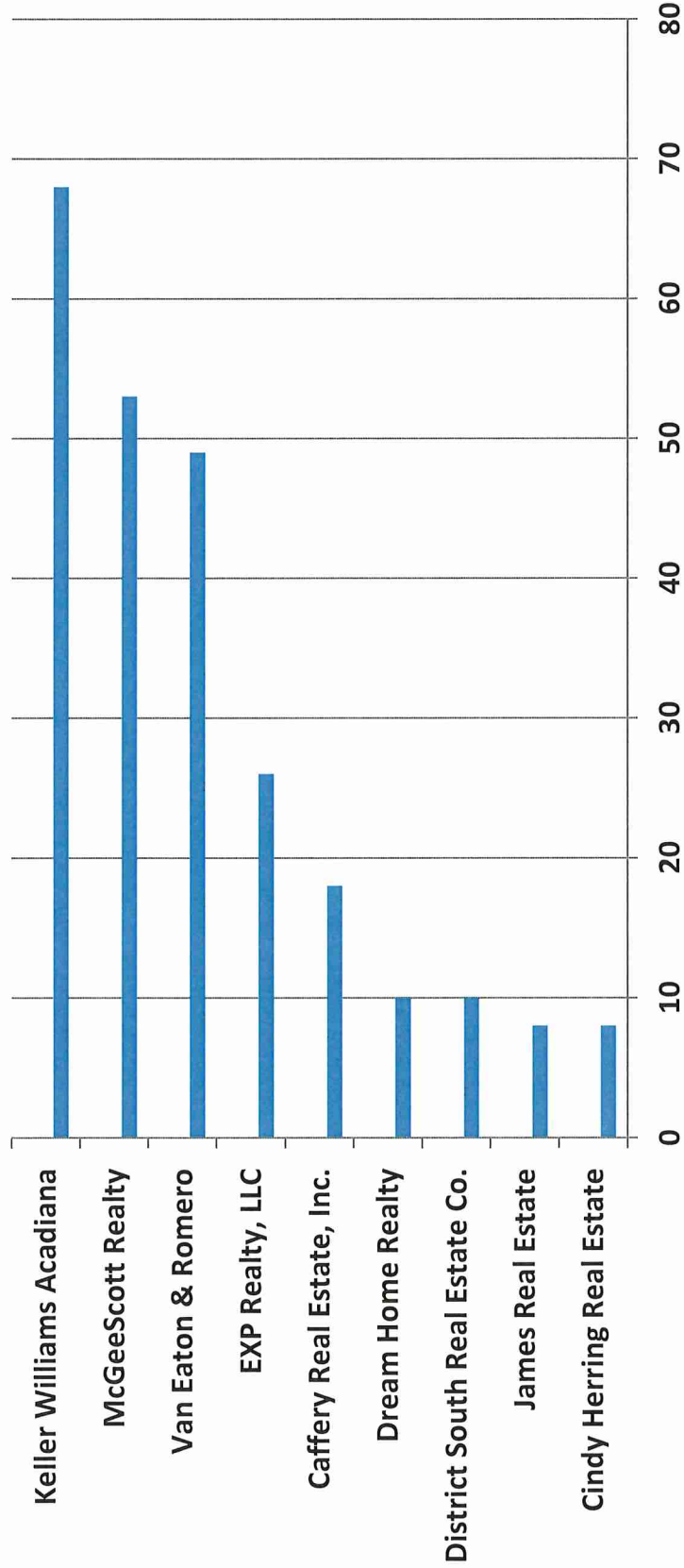
Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	McGeeScott Realty (I001196)	33.0	5,203,600	157,685	22.76	26.39
2	Keller Williams Realty Acadiana (I000906)	29.0	4,047,450	139,567	20.00	20.53
3	Van Eaton & Romero (I001163)	24.0	3,071,463	127,978	16.55	15.58
4	EXP Realty, LLC (exprealty)	12.0	1,907,400	158,950	8.28	9.67
5	Caffery Real Estate, Inc. (I000915)	12.0	1,324,000	110,333	8.28	6.71
6	James Real Estate (I000925)	5.0	716,000	143,200	3.45	3.63
7	Cindy Herring Real Estate (I001038)	4.0	563,500	140,875	2.76	2.86
8	RE/MAX Acadiana (I000020)	3.0	436,775	145,592	2.07	2.22
9	District South Real Estate Co. (I001224)	3.0	373,500	124,500	2.07	1.89
10	Brandon E. Breaux Real Estate (I000979)	3.0	278,000	92,667	2.07	1.41
11	New Investors Inc (I000935)	3.0	220,000	73,333	2.07	1.12
12	Keaty Real Estate Company (I000932)	2.0	405,000	202,500	1.38	2.05
13	Century 21 Action Realty (I001065)	2.0	297,900	148,950	1.38	1.51
14	Dream Home Realty, LLC (I001181)	2.0	145,000	72,500	1.38	0.74
15	Gateway Realty, Inc. (I000062)	2.0	122,500	61,250	1.38	0.62
16	Real Estate de Louisiane (I000040)	1.0	164,900	164,900	0.69	0.84
17	Your Southern Real Estate Co. (I001135)	1.0	150,000	150,000	0.69	0.76
18	Cachet Real Estate, LLC (I001111)	1.0	133,000	133,000	0.69	0.67
19	Majestic Realty & Investments LLC (I001173)	1.0	79,900	79,900	0.69	0.41
20	Atlas Realty of Acadiana (I001119)	1.0	48,000	48,000	0.69	0.24
21	Realty of Acadiana, LLC (I001193)	1.0	29,900	29,900	0.69	0.15
Totals:		145.0	19,717,788.00	135,984.74	100%	100%

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



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



# Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

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

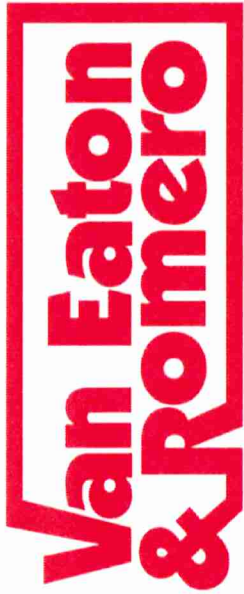
As of Saturday, June 9, 2018 9:45:29 AM

Date Range: 1/1/2018 to 5/31/2018

Number and Volume Calculated By Sides

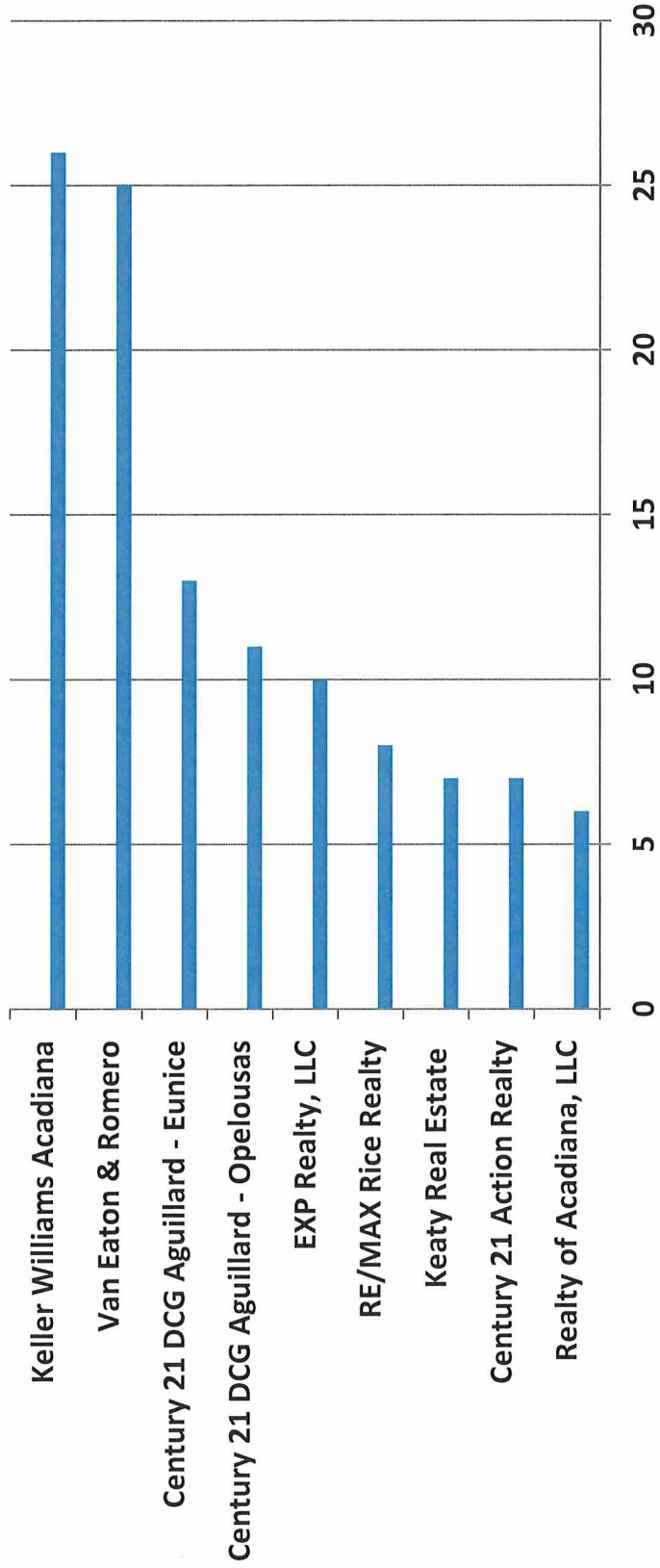
Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	67.5	9,039,313	133,916	23.28	22.92
2	McGeeScott Realty (I001196)	53.0	8,748,550	165,067	18.28	22.18
3	Van Eaton & Romero (I001163)	49.0	6,407,263	130,760	16.90	16.25
4	EXP Realty, LLC (exprealty)	26.0	3,926,900	151,035	8.97	9.96
5	Caffery Real Estate, Inc. (I000915)	18.0	2,125,000	118,056	6.21	5.39
6	Dream Home Realty, LLC (I001181)	10.0	831,400	83,140	3.45	2.11
7	District South Real Estate Co. (I001224)	9.5	968,500	101,947	3.28	2.46
8	James Real Estate (I000925)	8.0	1,978,500	247,312	2.76	5.02
9	Cindy Herring Real Estate (I001038)	8.0	833,375	104,172	2.76	2.11
10	Keaty Real Estate Company (I000932)	7.0	933,500	133,357	2.41	2.37
11	RE/MAX Acadiana (I000020)	6.0	731,475	121,912	2.07	1.85
12	Brandon E. Breaux Real Estate (I000979)	4.0	416,000	104,000	1.38	1.05
13	Century 21 Action Realty (I001065)	3.0	463,900	154,633	1.03	1.18
14	Better Homes, Ranches & Properties (I001016)	3.0	344,900	114,967	1.03	0.87
15	Majestic Realty & Investments LLC (I001173)	3.0	253,900	84,633	1.03	0.64
16	New Investors Inc (I000935)	3.0	220,000	73,333	1.03	0.56
17	Gateway Realty, Inc. (I000062)	2.0	122,500	61,250	0.69	0.31
18	Realty of Acadiana, LLC (I001193)	2.0	59,800	29,900	0.69	0.15
19	1 Percent Lists (I001232)	1.0	200,000	200,000	0.34	0.51
20	Real Broker, LLC (I001229)	1.0	185,000	185,000	0.34	0.47
21	Real Estate de Louisiane (I000040)	1.0	164,900	164,900	0.34	0.42
22	Your Southern Real Estate Co. (I001135)	1.0	150,000	150,000	0.34	0.38
23	Cachet Real Estate, LLC (I001111)	1.0	133,000	133,000	0.34	0.34
24	Goldie Locks Realty LLC (I001197)	1.0	129,900	129,900	0.34	0.33
25	Atlas Realty of Acadiana (I001119)	1.0	48,000	48,000	0.34	0.12
26	Duncan Realty Professionals, LLC (I001217)	1.0	20,000	20,000	0.34	0.05
Totals:		290.0	39,435,576.00	135,984.74	100%	100%

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## Closed Single Family Listing Sides – St. Landry Parish January – May 2018



# Market Penetration Report By Companies and Offices

Listing Companies/Offices

Status: Sold

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

As of Saturday, June 9, 2018 9:53:09 AM

Date Range: 1/1/2018 to 5/31/2018

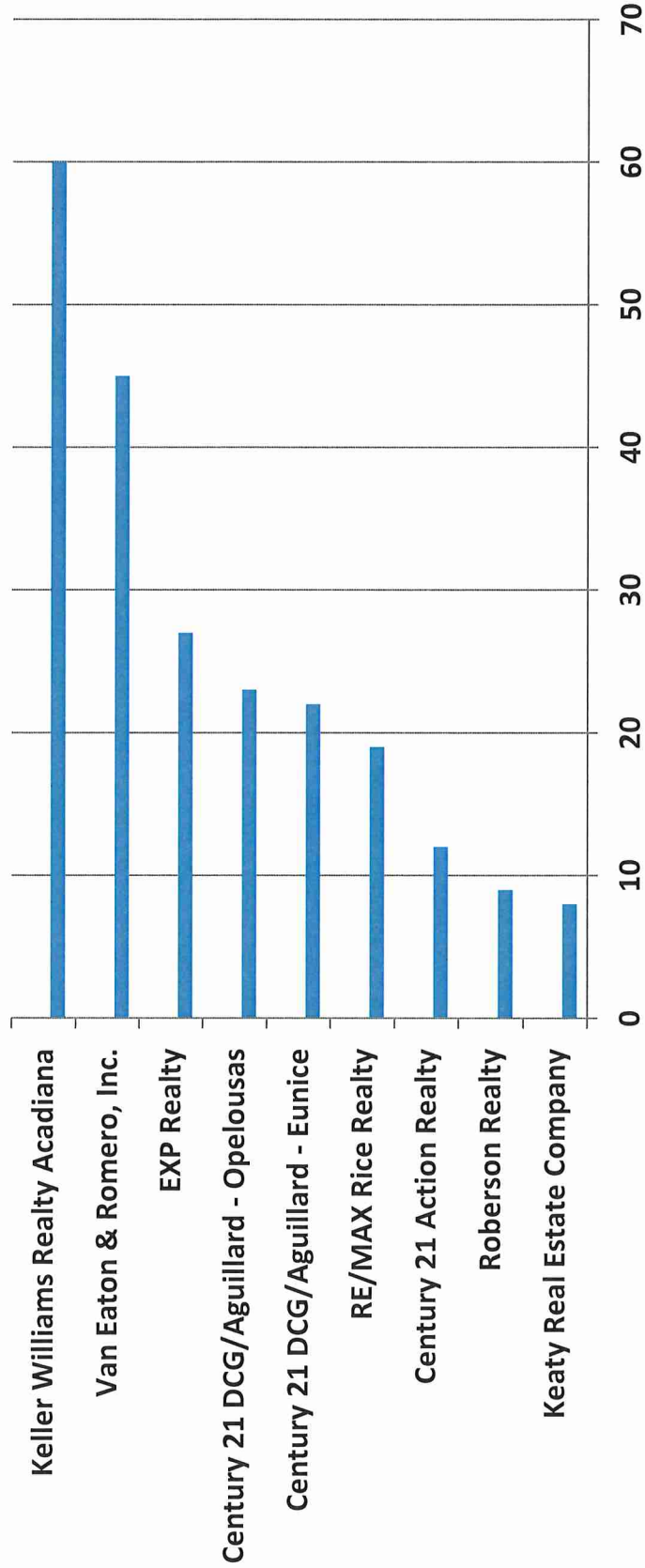
Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	26.0	2,694,099	103,619	16.77	14.62
2	Van Eaton & Romero (I001163)	25.0	3,855,450	154,218	16.13	20.92
3	Century 21 DCG/Aguillard-Eunice (I001063)	13.0	1,193,701	91,823	8.39	6.48
4	Century 21 DCG/Aguillard-Opel (I000987)	11.0	1,203,550	109,414	7.10	6.53
5	EXP Realty, LLC (exprealty)	10.0	1,979,000	197,900	6.45	10.74
6	RE/MAX Rice Realty (I001103)	8.0	963,500	120,438	5.16	5.23
7	Keaty Real Estate Company (I000932)	7.0	1,263,500	180,500	4.52	6.86
8	Century 21 Action Realty (I001065)	7.0	664,404	94,915	4.52	3.61
9	Realty of Acadiana, LLC (I001193)	6.0	257,751	42,958	3.87	1.40
10	Roberson Realty (I001122)	5.0	329,000	65,800	3.23	1.79
11	Robins Real Estate, LLC (I001120)	4.0	504,500	126,125	2.58	2.74
12	Gauthier Real Estate, Inc. (I000036)	4.0	274,900	68,725	2.58	1.49
13	ReHive, LLC (I001228)	3.0	633,998	211,333	1.94	3.44
14	RE/MAX Acadiana (I000020)	3.0	342,500	114,167	1.94	1.86
15	Cajun Real Estate (I000975)	3.0	135,100	45,033	1.94	0.73
16	Gateway Realty, Inc. (I000062)	3.0	110,700	36,900	1.94	0.60
17	District South Real Estate Co. (I001224)	2.0	251,110	125,555	1.29	1.36
18	Brandon E. Breaux Real Estate (I000979)	2.0	75,000	37,500	1.29	0.41
19	Choice Realty (I000991)	1.0	310,000	310,000	0.65	1.68
20	Real Broker, LLC (I001229)	1.0	197,000	197,000	0.65	1.07
21	Non-Mbr Office/Seller (I90001)	1.0	185,000	185,000	0.65	1.00
22	M & R Properties (I000099)	1.0	172,998	172,998	0.65	0.94
23	Savvy Team Realty, LLC (I001123)	1.0	165,599	165,599	0.65	0.90
24	Southern Lifestyle Realty, LLC (I001043)	1.0	139,900	139,900	0.65	0.76
25	Riverstone Realty LLC (I001025)	1.0	120,000	120,000	0.65	0.65
26	Mirian Real Estate (I000081)	1.0	115,000	115,000	0.65	0.62
27	Cindy Herring Real Estate (I001038)	1.0	110,000	110,000	0.65	0.60
28	Red Door Realty Acadiana (I001187)	1.0	82,900	82,900	0.65	0.45
29	McGinn Real Estate Agency (I000911)	1.0	61,500	61,500	0.65	0.33
30	RealHome Services & Solutions (I001124)	1.0	18,242	18,242	0.65	0.10
31	Parish Realty Acadiana (I001178)	1.0	17,000	17,000	0.65	0.09
Totals:		155.0	18,426,902.26	118,883.24	100%	100%

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



**Closed Single Family Listing or Selling Sides -  
St. Landry Parish  
January – May 2018**



# Market Penetration Report By Companies and Offices

Listing or Selling Companies/Offices

Status: Sold

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

As of Saturday, June 9, 2018 9:53:33 AM

Date Range: 1/1/2018 to 5/31/2018

Number and Volume Calculated By Sides

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Keller Williams Realty Acadiana (I000906)	59.5	6,389,546	107,387	19.19	17.34
2	Van Eaton & Romero (I001163)	45.0	6,842,300	152,051	14.52	18.57
3	EXP Realty, LLC (exprealty)	27.0	3,988,900	147,737	8.71	10.82
4	Century 21 DCG/Aguillard-Opel (I000987)	23.0	2,165,392	94,147	7.42	5.88
5	Century 21 DCG/Aguillard-Eunice (I001063)	22.0	2,181,401	99,155	7.10	5.92
6	RE/MAX Rice Realty (I001103)	19.0	2,153,400	113,337	6.13	5.84
7	Century 21 Action Realty (I001065)	12.0	843,009	70,251	3.87	2.29
8	Roberson Realty (I001122)	9.0	729,800	81,089	2.90	1.98
9	Keaty Real Estate Company (I000932)	8.0	1,793,500	224,188	2.58	4.87
10	Realty of Acadiana, LLC (I001193)	6.0	257,751	42,958	1.94	0.70
11	Robins Real Estate, LLC (I001120)	5.0	909,500	181,900	1.61	2.47
12	District South Real Estate Co. (I001224)	5.0	697,610	139,522	1.61	1.89
13	Non-Mbr Office/Seller (I90001)	5.0	574,860	114,972	1.61	1.56
14	RE/MAX Acadiana (I000020)	5.0	560,000	112,000	1.61	1.52
15	Gauthier Real Estate, Inc. (I000036)	5.0	307,400	61,480	1.61	0.83
16	Red Door Realty Acadiana (I001187)	4.0	398,800	99,700	1.29	1.08
17	Parish Realty Acadiana (I001178)	4.0	296,900	74,225	1.29	0.81
18	Cajun Real Estate (I000975)	4.0	210,100	52,525	1.29	0.57
19	ReHive, LLC (I001228)	3.0	633,998	211,333	0.97	1.72
20	Real Broker, LLC (I001229)	3.0	353,000	117,667	0.97	0.96
21	Gateway Realty, Inc. (I000062)	3.0	110,700	36,900	0.97	0.30
22	HUNCO Real Estate (I001141)	2.0	397,999	199,000	0.65	1.08
23	Mirian Real Estate (I000081)	2.0	369,999	185,000	0.65	1.00
24	Guidry & Co. Real Estate, Inc. (I000109)	2.0	275,000	137,500	0.65	0.75
25	Better Homes, Ranches & Properties (I001016)	2.0	255,050	127,525	0.65	0.69
26	Riverstone Realty LLC (I001025)	2.0	240,000	120,000	0.65	0.65
27	Cindy Herring Real Estate (I001038)	2.0	220,000	110,000	0.65	0.60
28	Brandon E. Breaux Real Estate (I000979)	2.0	75,000	37,500	0.65	0.20
29	McGinn Real Estate Agency (I000911)	1.5	92,250	61,500	0.48	0.25
30	Choice Realty (I000991)	1.0	310,000	310,000	0.32	0.84
31	Christe Dailey Realty (I000917)	1.0	233,000	233,000	0.32	0.63
32	PROREE, LLC (I001150)	1.0	220,000	220,000	0.32	0.60
33	Dwight W. Andrus Real Est, LLC (I000004)	1.0	214,500	214,500	0.32	0.58
34	Veterans Realty Group (I001145)	1.0	203,000	203,000	0.32	0.55
35	M & R Properties (I000099)	1.0	172,998	172,998	0.32	0.47
36	Savvy Team Realty, LLC (I001123)	1.0	165,599	165,599	0.32	0.45
37	Cachet Real Estate, LLC (I001111)	1.0	162,000	162,000	0.32	0.44
38	Engel & Voelkers Lafayette (I000944)	1.0	149,500	149,500	0.32	0.41
39	Southern Lifestyle Realty, LLC (I001043)	1.0	139,900	139,900	0.32	0.38
40	Frontline Real Estate Group (I001148)	1.0	130,000	130,000	0.32	0.35

6/9/2018

Market Penetration/Saturation

41 Engel & Voelkers Lake Charles (I001134)	1.0	100,000	100,000	0.32	0.27
42 Rayne Realty Co, Inc (I000111)	1.0	95,000	95,000	0.32	0.26
43 Sky Universal Realty LLC (I001194)	1.0	82,000	82,000	0.32	0.22
44 Duncan Realty Professionals, LLC (I001217)	1.0	62,700	62,700	0.32	0.17
45 Majestic Realty & Investments LLC (I001173)	1.0	49,700	49,700	0.32	0.13
46 Sam Robertson Real Estate Co (I000214)	1.0	22,500	22,500	0.32	0.06
47 RealHome Services & Solutions (I001124)	1.0	18,242	18,242	0.32	0.05
Totals:	310.0	36,853,804.52	118,883.24	100%	100%

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