

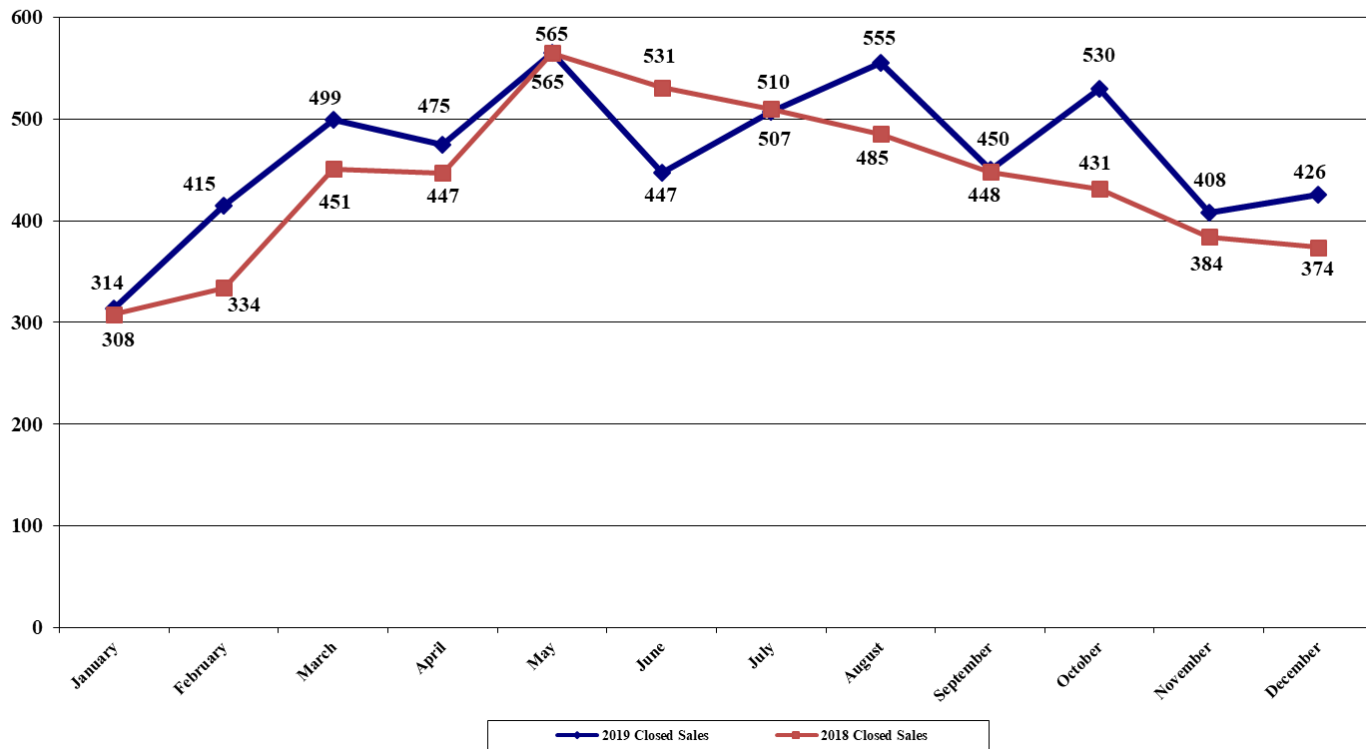


The Acadiana Residential Real Estate Market Report

January – December 2019

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Closed Residential Sales Reported to MLS
All "GEO" Areas
January - December 2019 vs 2018



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

Outside Lafayette Parish

Dec. '19: 167
Dec. '18: 130
(% chg: +28.46%)

Number of Closed Home Sales Reported to MLS, December 2019: 426
Number of Closed Home Sales Reported to MLS, December 2018: 374
(% change for December: +13.90%)

(% change from November 2019: +004.41%)

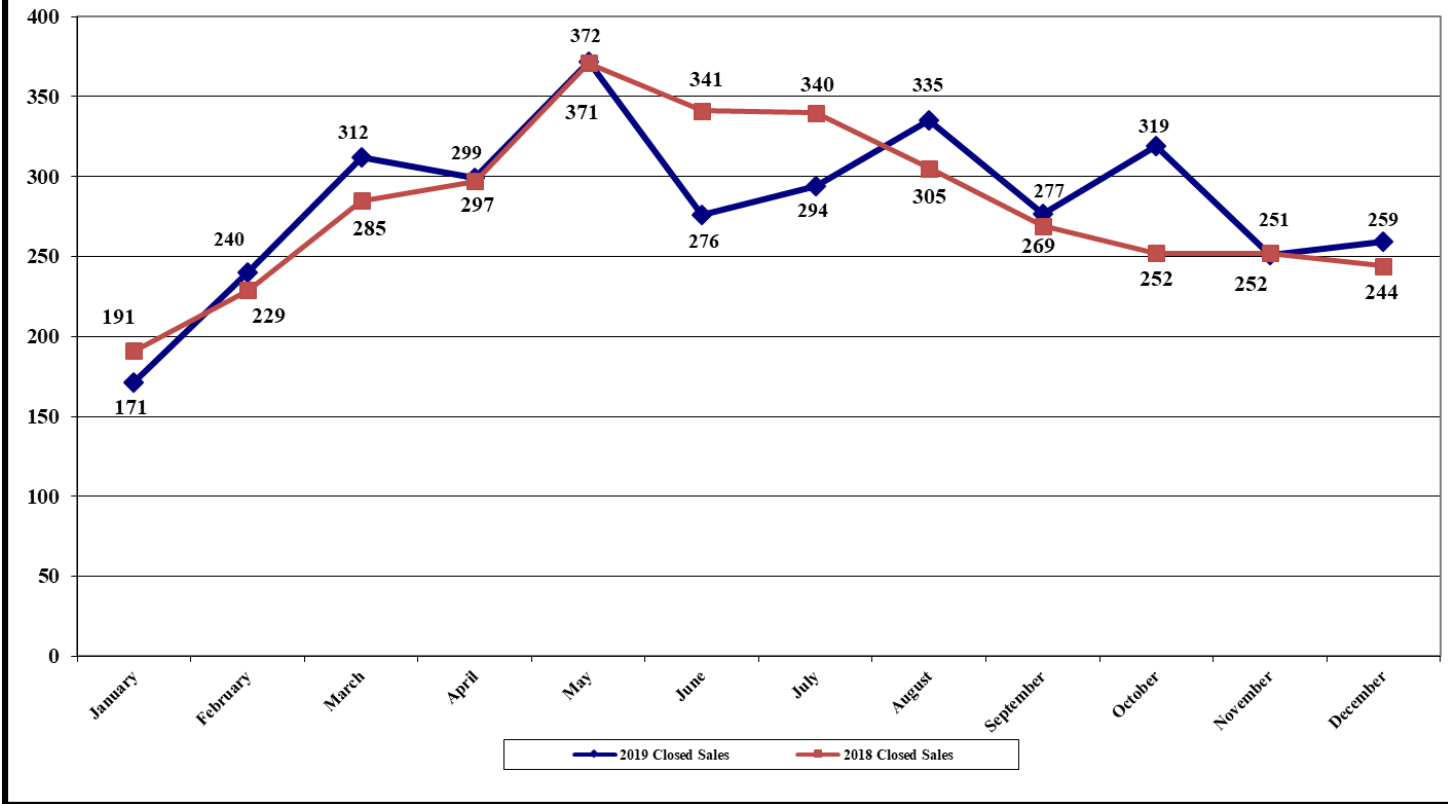
'19: 2,186
'18: 1,892
(% chg: +15.54%)

Cumulative total, January – December 2019: 5,591
Cumulative total, January – December 2018: 5,268
(% cumulative change: +06.13%)

Average Days on Market, January - December 2019: 95
Average Days on Market, January - December 2018: 92
(Change for January - December: +03 days)

<u>Current Sales Compared to Past Years:</u> (2019 sales <u>outside</u> Lafayette Parish as compared to prior year's sales)	<u>2012</u> 1,339 +63.26%	<u>2013</u> 1,470 +48.71%	<u>2014</u> 1,663 +31.45%	<u>2015</u> 1,576 +38.71%	<u>2016</u> 1,652 +32.32%	<u>2017</u> 1,758 +24.35%
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Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - December 2019 vs. 2018



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

<u>New Const.</u>	<u>Re-sales</u>
12/19: 59	200
12/18: 62	182
-04.84%	+09.89%

Number of Closed Home Sales Reported to MLS, December: 2019: 259
Number of Closed Home Sales Reported to MLS, December: 2018: 244
(% change for December: +06.15%)

(% change from November 2019: +03.19%)

<u>New Const.</u>	<u>Re-sales</u>
'19: 710	2,695
'18: 796	2,580
-10.80%	+04.46%

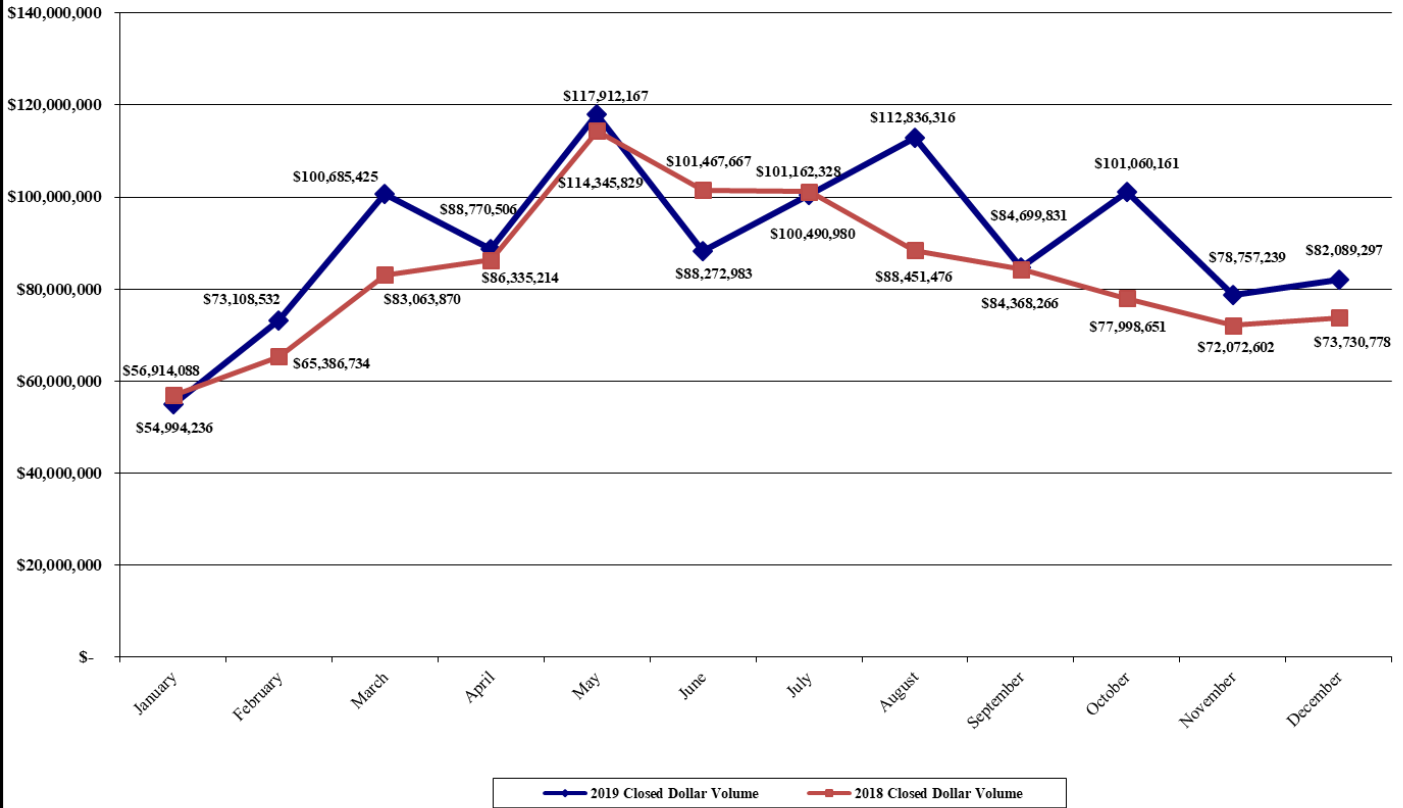
Cumulative total, January – December 2019: 3,405
Cumulative total, January – December 2018: 3,376
(% cumulative change: +00.86%)

'19: 133 days	76 days
'18: 121 days	75 days
+12 days	+01 day

Average Days on Market, January – December 2019: 88
Average Days on Market, January – December 2018: 86
(Change for January - December: +02 days)

<u>Current Sales Compared to Past Years:</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 Lafayette Parish sales as	2,627	3,184	3,288	3,310	3,143	3,215
Compared to prior year's sales)	+29.62%	+06.94%	+03.56%	+02.87%	+08.34%	+05.91%

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



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

12/19: \$ 24,357,095
 12/18: \$ 17,793,575
 (% chg.: +36.89%)

Dollar Volume of Closed Residential Sales, December 2019: \$82,089,297
 Dollar Volume of Closed Residential Sales, December 2018: \$73,730,778
 (% change for December: +11.34%)

(% change from November 2019: +04.23%)

'19: \$315,009,877
 '18: \$250,795,870
 (% chg.: +25.60%)

Cumulative total January – December 2019: \$1,083,677,673
 Cumulative total January – December 2018: \$1,005,297,503
 (% cumulative change: +07.80%)

'19: \$144,103
 '18: \$132,556
 (% chg.: +08.71%)

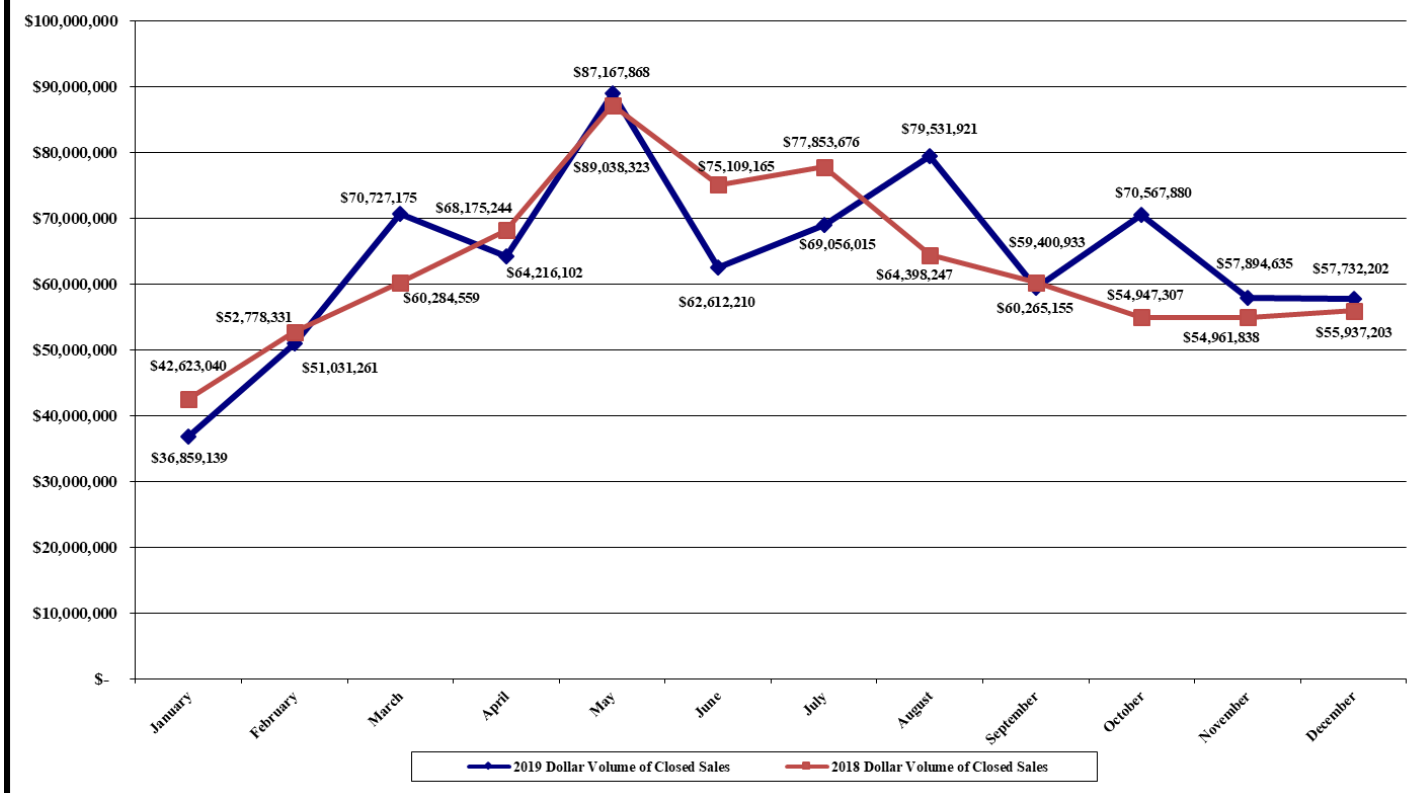
Average Sale Price, January - December 2019: \$193,825
 Average Sale Price, January – December 2018: \$190,830
 (% change in Average Sale Price: +01.57%)

Median Sold Price, January - December 2019: \$175,000
 Median Sold Price, January - December 2018: \$174,500
 (% change in Median Sold Price: +00.29%)

% of List Price to Sale Price, January - December 2019: 96.81%
 % of List Price to Sale Price, January - December 2018: 96.94%

Current \$ vol. compared to past years:	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 \$ vol. outside Lafayette Parish as compared to past years.)	\$157,320,470	\$180,706,431	\$227,871,601	\$216,568,049	\$221,101,816	\$239,674,439
	+100.23%	+74.32%	+38.24%	+45.46%	+42.47%	+31.43%

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



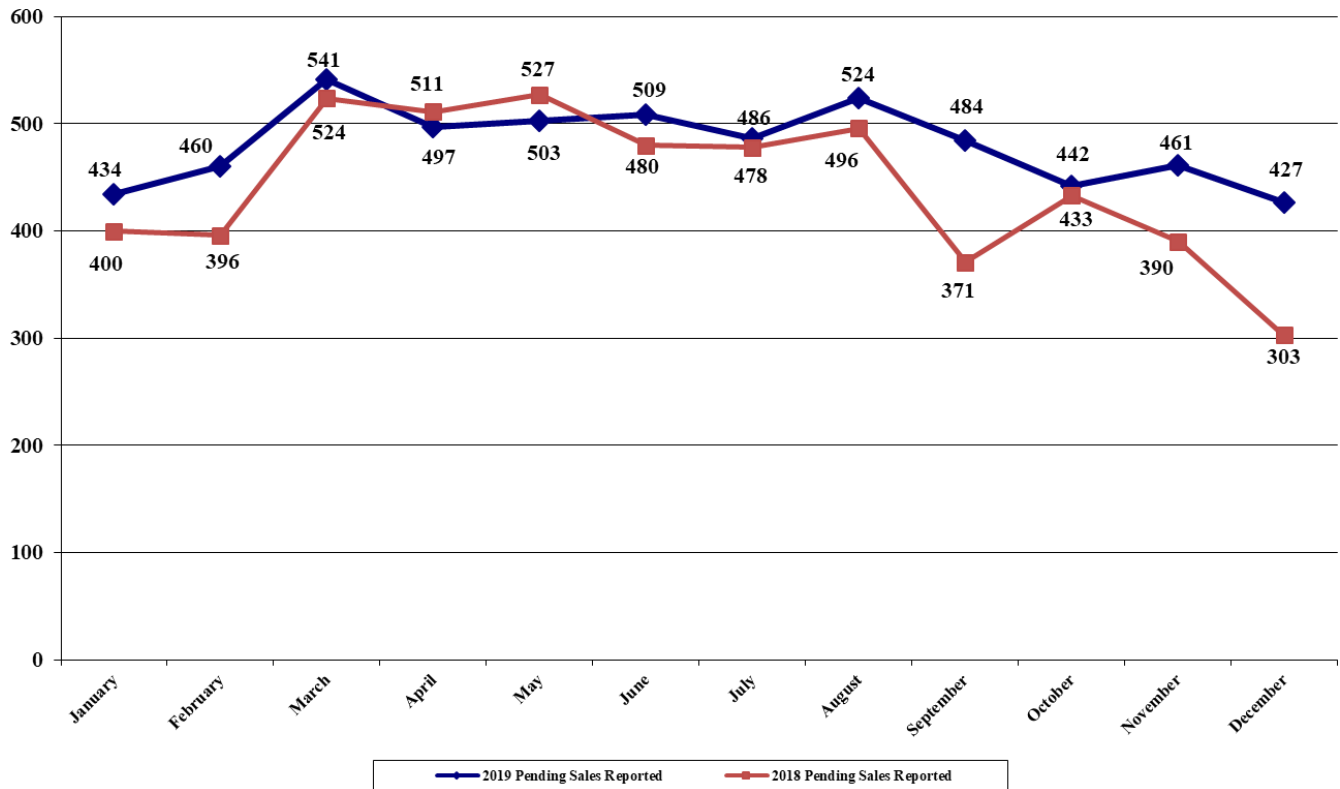
LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>
12/19: \$16,146,498	\$41,585,704
12/18: \$15,934,118	\$40,003,085
+01.33%	+03.96%
<u>New Const.</u>	<u>Re-sales</u>
'19: \$193,791,458	\$574,876,338
'18: \$211,751,480	\$542,750,153
-08.48%	+05.92%
'19: \$272,945	\$213,312
'18: \$266,019	\$210,368
+02.60%	+01.40%
'19: \$230,084	\$184,900
'18: \$229,650	\$179,000
+00.19%	+03.30%
'19: 99.45%	96.77%
'18: 99.54%	96.62%

Dollar Volume of Closed Residential Sales, December 2019: \$ 57,732,202
 Dollar Volume of Closed Residential Sales, December 2018: \$ 55,937,203
 (% change for December: +03.21%)
 (% change from November 2019: -00.28%)
 Cumulative total January – December 2019: \$768,667,796
 Cumulative total January – December 2018: \$754,501,633
 (% cumulative change: +01.88%)
 Average Sale Price, January - December 2019: \$225,746
 Average Sale Price, January - December 2018: \$223,489
 (% change in Average Sale Price: +01.01%)
 Median Sold Price, January – December 2019: \$195,000
 Median Sold Price, January – December 2018: \$194,000
 (% change in Median Sold Price: +00.52%)
 % of List Price to Sale Price, January - December 2019: 97.43%
 % of List Price to Sale Price, January - December 2018: 97.42%

<u>Current Sales Compared to Past Years:</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 Lafayette Parish dollar volume as compared to prior years)	\$526,423,031	\$674,203,262	\$727,291,482	\$753,168,080	\$695,396,132	\$697,072,122
	+46.02%	+14.01%	+05.69%	+02.06%	+10.54%	+10.27%

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



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

Outside Lafayette Parish

Dec. '19: 163
Dec. '18: 130
(% chg: +25.38%)

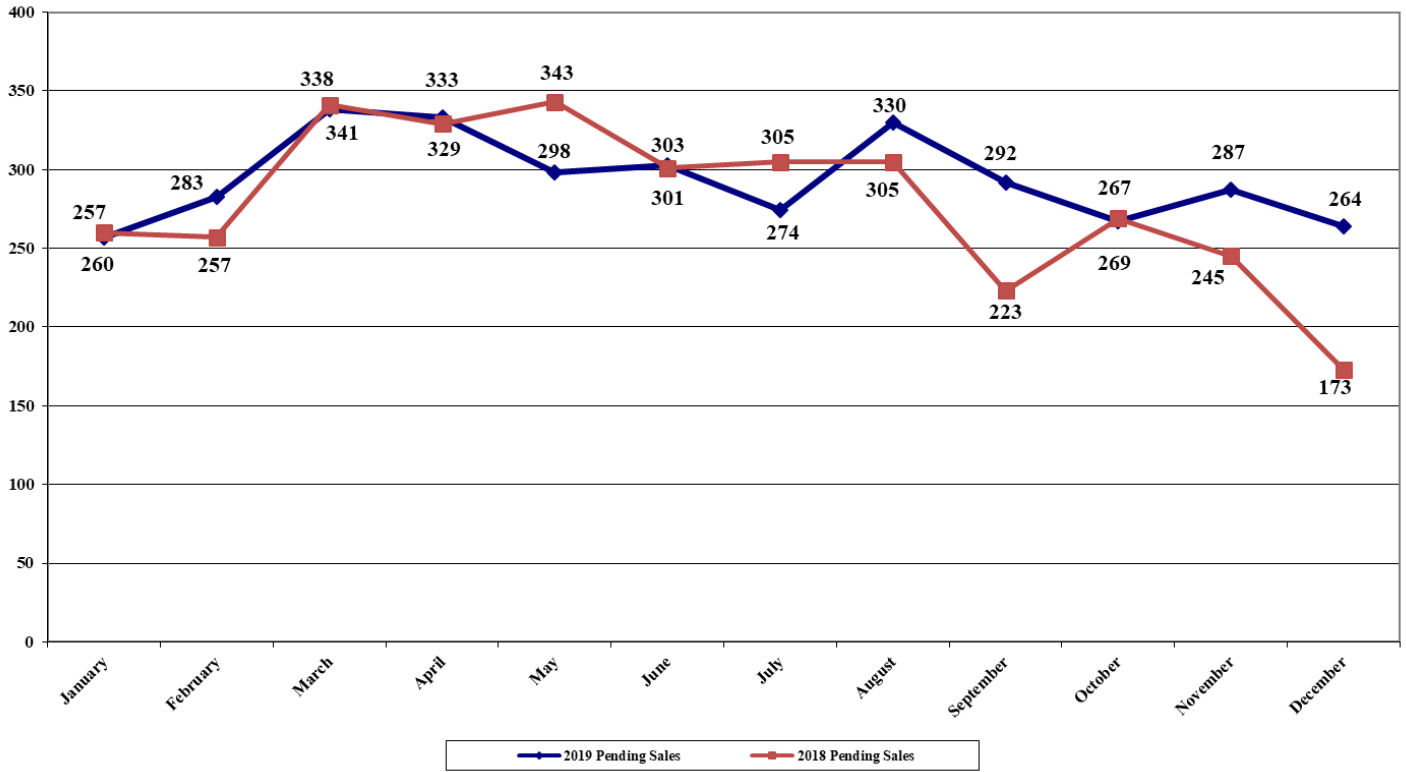
Number of Pending Home Sales Reported to MLS, December 2019: 427
Number of Pending Home Sales Reported to MLS, December 2018: 303
(% change for December: +40.92%)

(% change from November 2019: -07.38%)

'19: 2,242
'18: 1,958
(% chg: +14.50%)

Cumulative total, January – December 2019: 5,768
Cumulative total, January – December 2018: 5,309
(% cumulative change: +08.65%)

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



LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

12/19: 73 191
 12/18: 40 133
 +82.50% +43.61%

Number of Pending Home Sales Reported to MLS, December 2019: 264
Number of Pending Home Sales Reported to MLS, December 2018: 173
 (% change for December: +52.60%)

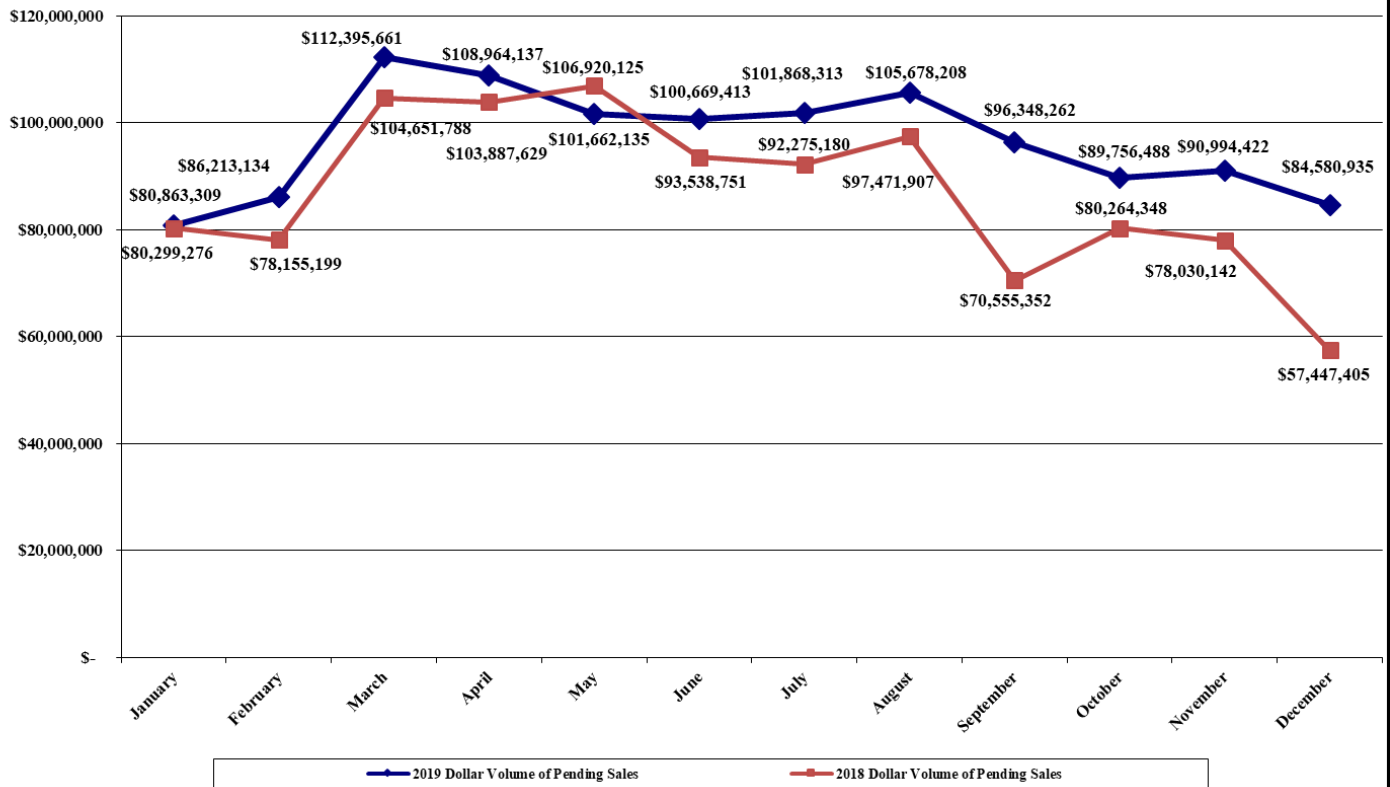
(% change from November 2019: -08.01%)

New Const. Re-sales

'19: 733 2,793
 '18: 755 2,596
 -02.91% +07.59%

Cumulative total, January – December 2019: 3,526
Cumulative total, January – December 2018: 3,351
 (% cumulative change: +05.22%)

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



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

Dollar Volume of Pending Home Sales, December 2019: \$84,580,935

Dollar Volume of Pending Home Sales, December 2018: \$57,447,405

(% change for December: +47.23%)

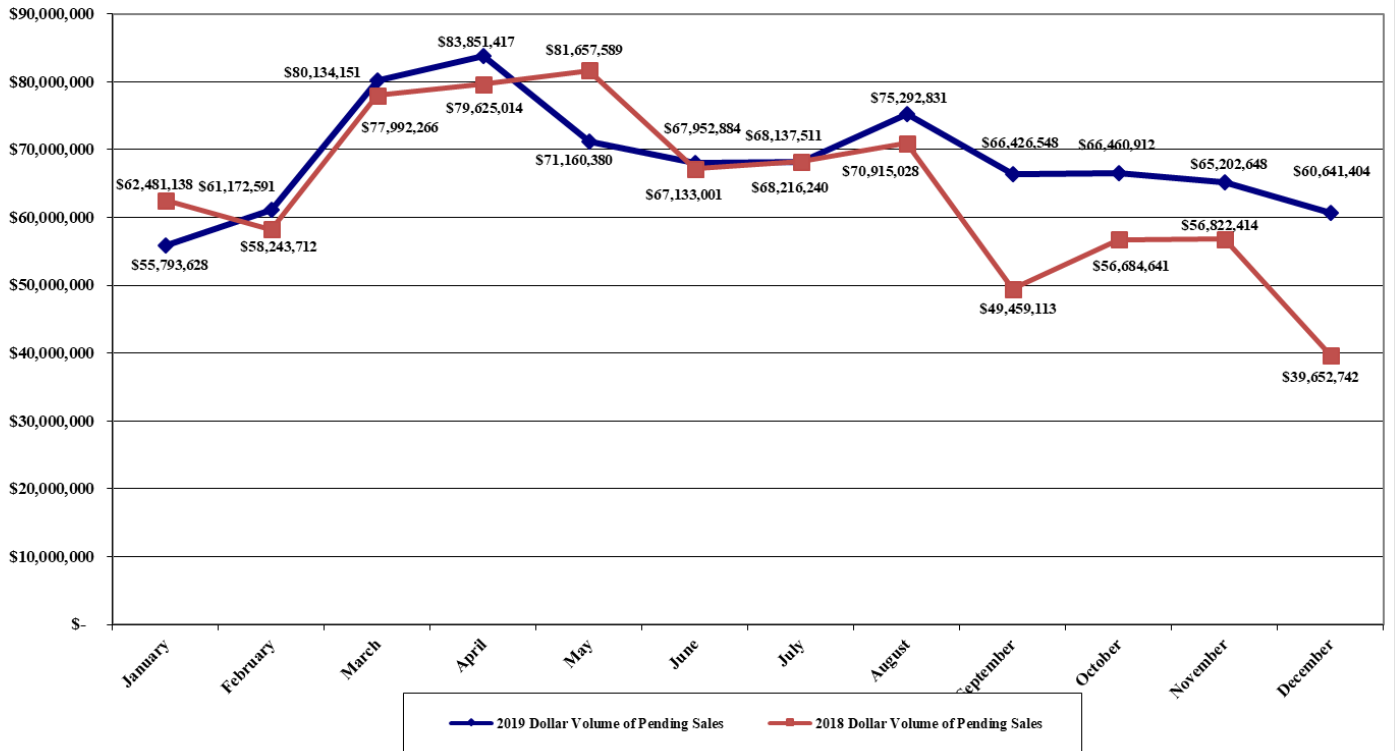
(% change from November 2019: -07.05%)

Cumulative total, January – December 2019: \$1,159,994,417

Cumulative total, January – December 2018: \$1,043,497,102

(% cumulative change: +11.16%)

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



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

Dollar Volume of Pending Home Sales, December 2019: \$60,641,404

Dollar Volume of Pending Home Sales, December 2018: \$39,652,742

(% change for December: +52.93%)

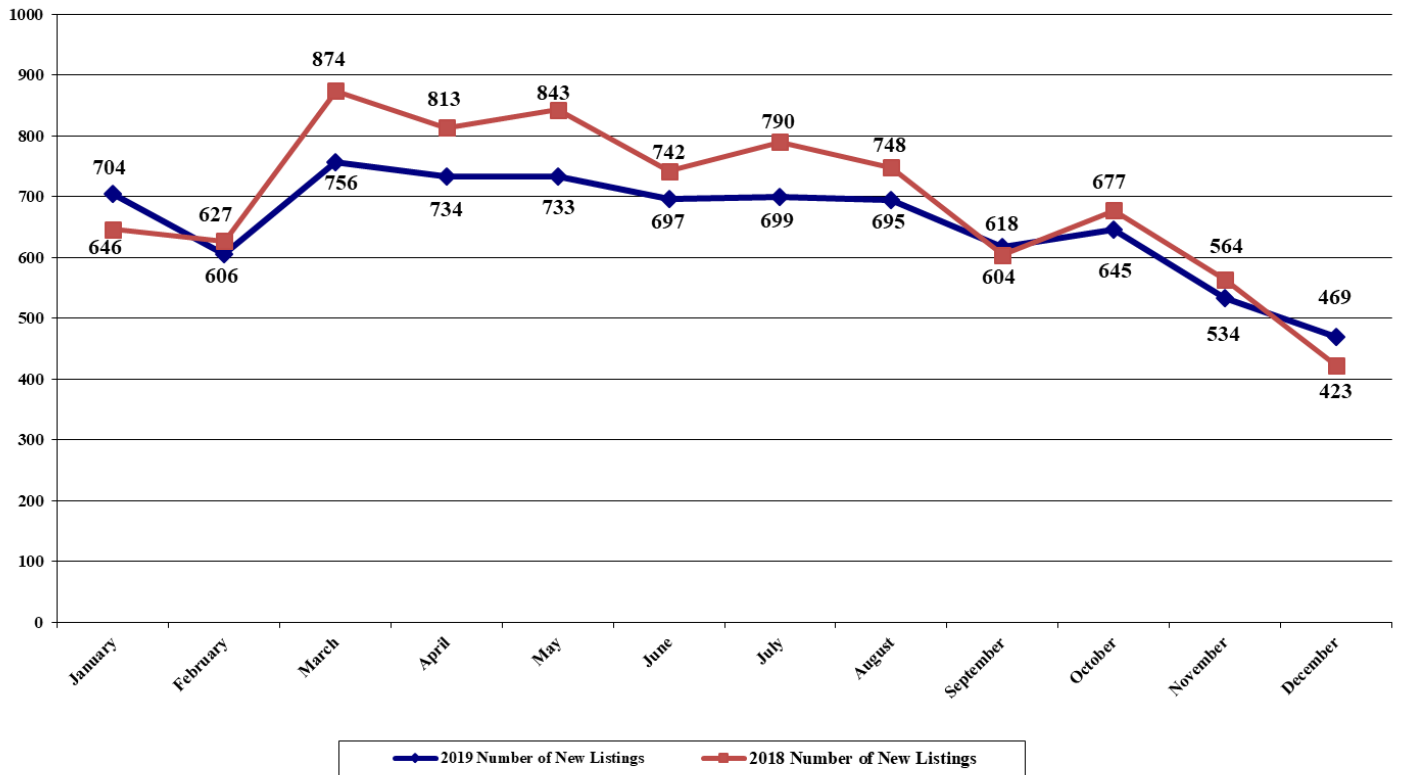
(% change from November 2019: -07.00%)

Cumulative total, January – December 2019: \$822,226,905

Cumulative total, January – December 2018: \$768,882,898

(% cumulative change: +06.94%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - December 2019 vs. 2018



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

Outside Lafayette Parish

Dec. '19: 176
 Dec. '18: 189
 (% chg: -06.88%)

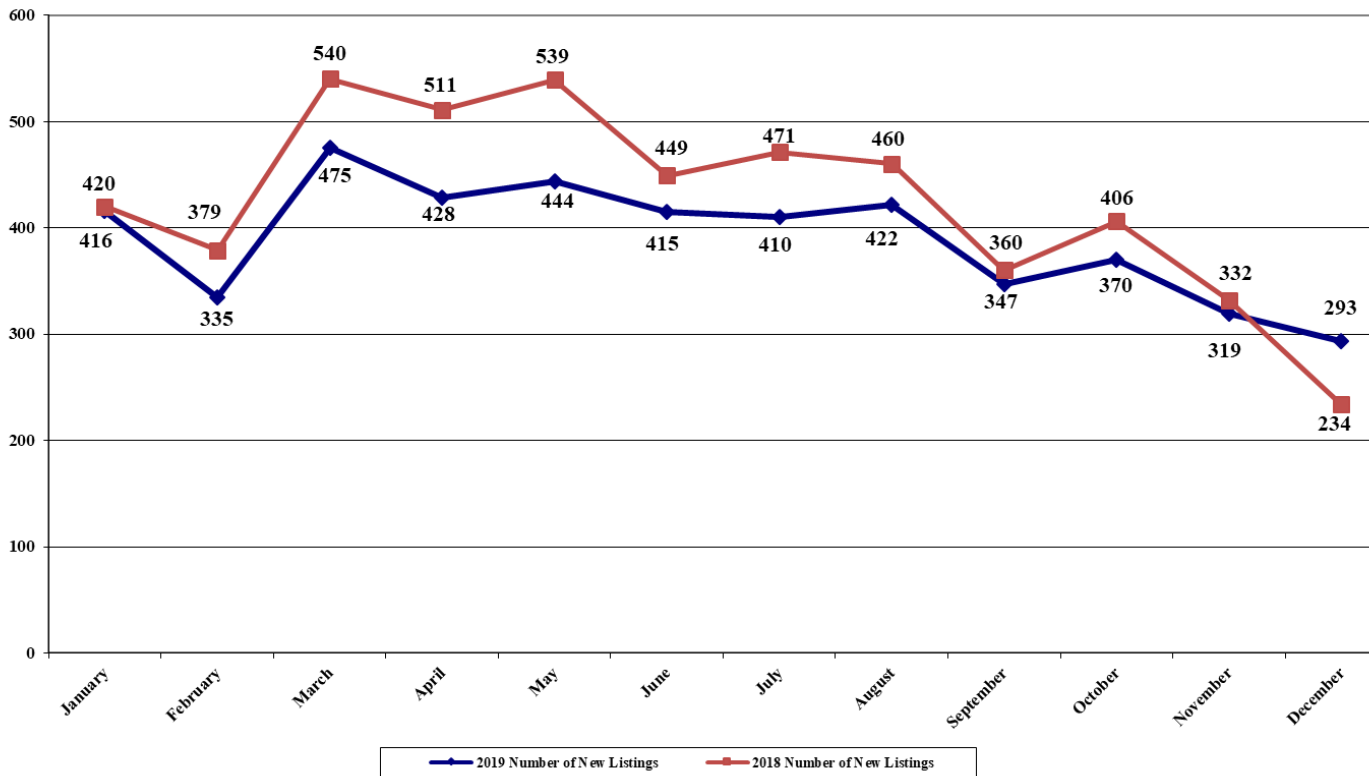
Number of New Residential Listings Reported to MLS, December 2019: 469
Number of New Residential Listings Reported to MLS, December 2018: 423
 (% change for December: +10.87%)

(% change from November 2019: -12.17%)

'19: 3,216
 '18: 3,251
 (% chg: -01.08%)

Cumulative total, January – December 2019: 7,890
Cumulative total, January – December 2018: 8,352
 (% cumulative change: -05.53%)

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



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

<u>New Const.</u>	<u>Re-sales</u>
12/19: 79	214
12/18: 30	204
+163.33%	+04.90%

Number of New Residential Listings Reported to MLS, December 2019: 293
Number of New Residential Listings Reported to MLS, December 2018: 234
(% change for December: +25.21%)

(% change from November 2019: -08.15%)

'19: 741	3,933
'18: 959	4,142
-22.73%	-05.05%

Cumulative total, January – December 2019: 4,674
Cumulative total, January – December 2018: 5,101
(% cumulative change: -08.37%)

<u>Comparison to Past Years:</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
#New Listings Taken	3,870	4,008	4,181	4,604	4,622	4,894	5,101	4,674
# Sold	2,627	3,184	3,288	3,310	3,143	3,215	3,376	3,405
Ratio – New Listings/Sold	1.47:1	1.26:1	1.27:1	1.39:1	1.47:1	1.52:1	1.51:1	1.37:1
2019 % +/- over	+20.78%	+16.62%	+11.79%	+01.52%	+01.13%	-04.50%	-08.37%	

2019 Home Sales Outside Lafayette Parish

January – December 2019



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

January – December 2019 vs. January – December 2018

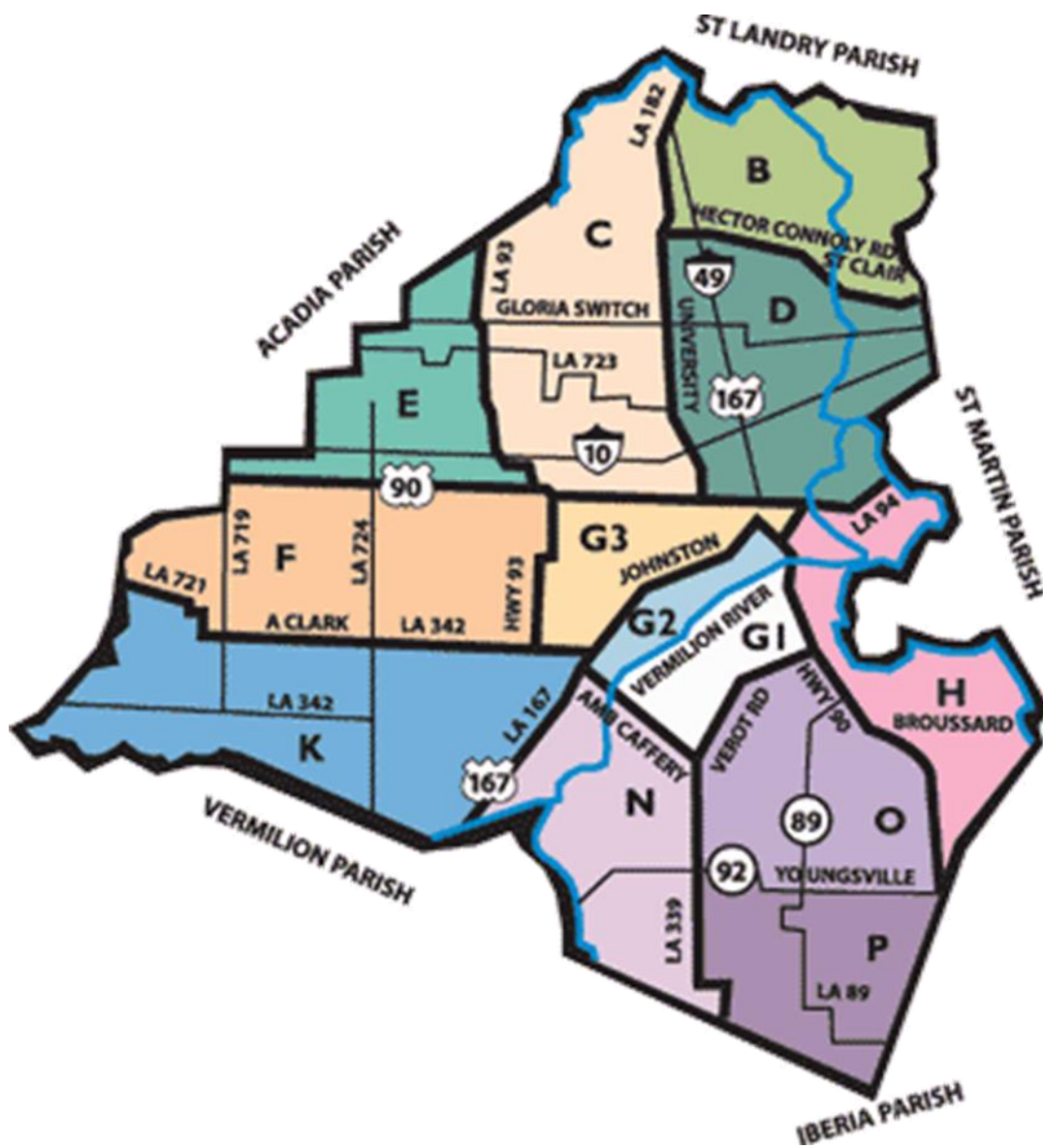
PARISH	'19 Closed Sales	'18 Closed Sales	% + or -	'19 Closed \$ Volume	'18 Closed \$ Volume	% + or -
Iberia	499	412	+21.1%	\$64,560,387	\$56,565,389	+14.1%
St. Landry	492	438	+12.3%	\$71,706,833	\$55,947,951	+28.2%
Vermillion	391	305	+28.2%	\$63,760,547	\$43,856,691	+37.2%
St. Martin	324	307	+05.5%	\$55,512,275	\$43,514,781	+27.6%
Acadia	252	214	+17.8%	\$31,999,879	\$25,810,901	+24.0%
Evangeline	100	91	+09.9%	\$ 9,916,201	\$ 8,655,160	+14.6 %
St. Mary	84	94	- 10.6%	\$10,267,355	\$11,752,432	- 12.6%
Jeff Davis	23	04	+475.0%	\$ 2,343,000	\$ 256,850	+812.2%
Others	21	27		\$ 4,943,400	\$ 4,435,715	
TOTAL	2,186	1,892	+15.5%	\$315,009,877	\$250,795,870	+25.6%

January – December 2019 closed residential sales from the above parishes represent 39.1% of the total number of closed transactions reported to the MLS and 29.1% of the closed sale dollar volume. This compares with 35.9% of the total number of closed transactions reported to the MLS and 25.0% of the closed dollar volume as of January – December 2018.

PARISH	'19 Average Sale Price	'18 Average Sale Price	% + or -	'19 Median Sale Price	'18 Median Sale Price	% + or -
St. Martin	\$171,334	\$141,171	+21.4%	\$151,030	\$130,000	+16.8%
Vermillion	\$163,070	\$143,792	+13.4%	\$160,000	\$135,000	+18.5%
St. Landry	\$145,745	\$127,735	+14.1%	\$124,500	\$109,000	+14.2%
Iberia	\$129,379	\$137,294	- 05.8%	\$115,000	\$121,250	- 05.2%
Acadia	\$126,983	\$120,611	+05.3%	\$119,000	\$108,600	+09.6%
St. Mary	\$122,230	\$125,025	- 02.2%	\$106,250	\$ 98,750	+07.6%
Evangeline	\$ 99,162	\$ 95,111	+04.3%	\$ 80,950	\$ 71,000	+14.0%

2019 Lafayette Parish Home Sales by GEO Area

January – December 2019



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – December 2019 vs. January – December 2018

	'19 Closed Sales	'18 Closed Sales	% + or -	'19 Closed \$ Volume	'18 Closed \$ Volume	% + or -	'19 Avg. Sale Price	'18 Avg. Sale Price	% + or -	# Mos. Supply
Area B	42	28	+50.0%	\$ 10,568,910	\$ 6,008,750	+75.9%	\$251,640	\$214,598	+17.3%	4.3 mos.
Area C	239	247	- 03.2%	\$ 37,412,082	\$ 38,984,738	- 04.0%	\$156,535	\$157,832	+00.8%	4.1 mos.
Area D	342	331	+03.3%	\$ 54,528,876	\$ 51,507,043	+05.9%	\$159,441	\$155,610	+02.5%	4.2 mos.
Area E	51	45	+13.3%	\$ 8,903,357	\$ 6,898,635	+29.1%	\$174,575	\$153,303	+13.9%	4.5 mos.
Area F	161	157	+02.6%	\$ 27,195,366	\$ 25,736,621	+05.7%	\$168,915	\$163,921	+03.1%	3.8 mos.
Area G1	163	160	+01.9%	\$ 52,344,220	\$ 50,494,662	+03.7%	\$321,130	\$315,591	+01.8%	7.8 mos.
Area G2	210	257	- 18.3%	\$ 51,742,893	\$ 62,494,350	- 17.2%	\$246,394	\$243,168	+01.3%	5.2 mos.
Area G3	344	319	+07.8%	\$ 55,389,958	\$ 54,515,314	+01.6%	\$161,017	\$170,894	- 05.8%	5.6 mos.
Area H	71	60	+18.3%	\$ 14,328,279	\$13,269,743	+08.0%	\$201,806	\$221,162	- 08.8%	8.6 mos.
Area K	147	134	+09.7%	\$ 29,232,820	\$ 23,090,822	+26.6%	\$198,862	\$172,319	+15.4%	3.6 mos.
Area N	431	477	- 09.6%	\$119,097,070	\$130,135,897	- 08.5%	\$276,327	\$272,821	+ 01.3%	4.3 mos.
Area O	798	727	+09.8%	\$209,986,479	\$188,339,853	+11.5%	\$263,140	\$259,064	+01.6%	4.2 mos.
Area P	406	434	- 06.5%	\$ 97,937,486	\$103,026,205	- 04.9%	\$241,225	\$237,387	+01.6%	3.1 mos.
TOTAL	3,405	3,376	+00.9%	\$768,667,796	\$754,501,633	+01.9%	\$225,746	\$223,489	+01.0%	4.5 mos.

Lafayette North (Areas B,C,D,E): 674 sales in 2019 vs.651 in 2018– 03.5% increase/\$111,413,225 in 2019 sale \$ volume vs \$103,399,166 in 2018 – 07.8% increase (19.8% of total sales/14.5% of total \$ volume)
West Lafayette (Areas F,K): 308 sales in 2019 vs. 291 in 2018 – 05.8% increase/\$56,428,186 in 2019 sale \$ volume vs. \$48,826,443 in 2018 – 15.6% increase (9.0% of total sales/7.3% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 717 sales in 2019 vs.736 in 2018 – 2.6% decrease/\$159,477,071 in 2019 vs. \$167,504,326 in 2018 – 4.8% decrease (21.1% of total sales/20.8% of total \$ volume)
South Lafayette (Areas N, O, P): 1,635 sales in 2019 vs 1,638 in 2018 – 0.2% decrease/\$427,021,035 in 2019 vs. \$421,501,955 in 2018 – 1.3% decrease (48.0% of total sales/55.6% of total \$ volume)
East Lafayette (Area H): (2.1% of total sales/1.8% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area January – December 2019 vs. January – December 2018

	'19 Closed Sales	'18 Closed Sales	% + or -	'19 Closed \$ Volume	'18 Closed \$ Volume	% + or -	'19 Avg. Sale Price	'18 Avg. Sale Price	% +or -	# Mos. Supply
Area B	39	27	+44.4%	\$ 9,274,110	\$ 5,753,750	+61.2%	\$237,797	\$213,101	+11.6%	4.0 mos.
Area C	211	218	- 03.2%	\$ 31,870,133	\$ 33,546,955	- 05.0%	\$151,043	\$153,885	-01.9%	3.8 mos.
Area D	228	230	- 00.9%	\$ 29,754,873	\$ 29,527,456	+00.8%	\$130,503	\$128,380	+01.7%	5.1 mos.
Area E	48	43	+11.6%	\$ 8,380,013	\$ 6,499,075	+28.9%	\$174,583	\$151,141	+15.5%	3.5 mos.
Area F	138	139	- 00.7%	\$ 22,935,380	\$ 22,300,276	+02.9%	\$166,198	\$160,433	+03.6%	3.7 mos.
Area G1	162	157	+03.2%	\$ 50,044,220	\$ 49,345,862	+01.4%	\$308,914	\$314,304	- 01.7%	7.6 mos.
Area G2	209	253	- 17.4%	\$ 51,572,993	\$ 61,637,350	- 16.3%	\$246,760	\$243,625	+01.3%	5.1 mos.
Area G3	329	310	+06.1%	\$ 52,535,398	\$ 52,510,402	- 00.1%	\$159,682	\$169,388	- 05.7%	5.7 mos.
Area H	68	50	+36.0%	\$ 13,057,088	\$ 9,040,043	+44.4%	\$192,016	\$180,800	+06.2%	5.8 mos.
Area K	106	94	+12.8%	\$ 19,109,281	\$ 15,113,023	+26.4%	\$180,276	\$160,776	+12.1%	3.8 mos.
Area N	367	356	+03.1%	\$ 98,609,615	\$ 93,129,000	+05.9%	\$268,691	\$261,598	+02.7%	4.2 mos.
Area O	586	504	+16.3%	\$139,921,222	\$117,405,291	+19.2%	\$238,773	\$232,947	+02.5%	4.1 mos.
Area P	204	199	+02.5%	\$ 47,812,012	\$ 46,941,670	+01.9%	\$234,372	\$235,887	- 00.6%	2.9 mos.
TOTAL	2,695	2,580	+04.5%	\$574,876,338	\$542,750,153	+05.9%	\$213,312	\$210,368	+01.4%	4.6 mos.

Lafayette North (Areas B,C,D,E): 526 sales in 2019 vs.518 in 2018– 01.5% increase/\$79,279,129 in 2019 sale \$ volume vs \$75,327,236 in 2018 – 05.3% increase (19.5% of total sales/13.8% of total \$volume)
West Lafayette (Areas F,K): 244 sales in 2019 vs. 233 in 2018 – 04.7% increase/\$42,044,661 in 2019 sale \$ volume vs. \$37,413,299 in 2018 – 12.4% increase (9.1% of total sales/7.3% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 700 sales in 2019 vs.720 in 2018 – 2.8% decrease/\$154,152,611 in 2019 vs. \$163,493,614 in 2018 – 05.7% decrease (26.0% of total sales/26.8% of total \$volume)
South Lafayette (Areas N, O, P): 1,157 sales in 2019 vs 1,059 in 2018 – 9.3% increase/\$286,342,849 in 2019 vs. \$257,475,961 in 2018 – 11.2% increase (42.9% of total sales/49.8% of total \$ volume)
East Lafayette (Area H): (2.5% of total sales/2.3% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – December 2019 vs. January – December 2018

	'19 Closed Sales	'18 Closed Sales	% + or -	'19 Closed \$ Volume	'18 Closed \$ Volume	% + or -	'19 Avg. Sale Price	'18 Avg. Sale Price	% +or -	# Mos. Supply
Area B	03	01	+ 200.0%	\$ 1,292,800	\$ 255,000	+407.8%	\$431,600	\$255,000	+ 81.0%	8.0 mos.
Area C	28	29	- 03.5%	\$ 5,541,949	\$ 5,437,783	+01.9%	\$197,926	\$187,509	+05.6%	6.4 mos.
Area D	114	101	+12.9%	\$ 24,774,003	\$ 21,979,587	+12.7%	\$217,315	\$217,619	- 00.1%	2.4 mos.
Area E	03	02	+50.0%	\$ 523,344	\$ 399,560	+31.0%	\$174,448	\$199,780	- 12.6%	20.0 mos.
Area F	23	18	+27.8%	\$ 4,259,986	\$ 3,435,345	+24.0%	\$185,216	\$190,852	- 03.0%	4.2 mos.
Area G1	01	03	- 66.7%	\$ 2,300,000	\$ 1,148,000	+100.4%	\$2,300,000	\$382,933	+500.6%	36.0 mos.
Area G2	01	04	- 75.0%	\$ 169,900	\$ 857,000	- 80.2%	\$169,900	\$214,250	- 20.7%	36.0 mos.
Area G3	15	09	+66.7%	\$ 2,854,560	\$ 2,004,912	+ 42.4%	\$190,304	\$222,768	- 14.6%	4.0 mos.
Area H	03	10	- 70.0%	\$ 1,271,191	\$ 4,229,700	- 70.0%	\$423,730	\$422,970	- 00.2%	72.0 mos.
Area K	41	40	- 02.5%	\$ 10,123,539	\$ 7,977,799	+26.9%	\$246,915	\$199,444	+23.8%	2.9 mos.
Area N	64	121	- 47.1%	\$ 20,487,455	\$ 37,006,897	- 44.6%	\$320,116	\$305,842	+04.7%	5.1 mos.
Area O	212	223	- 04.9%	\$ 70,065,257	\$ 70,934,562	- 01.2%	\$330,496	\$318,092	+03.9%	4.5 mos.
Area P	202	235	- 14.0%	\$ 50,125,474	\$ 56,084,535	- 10.6%	\$248,145	\$238,657	+04.0%	3.3 mos.
TOTAL	710	796	- 10.8%	\$193,791,458	\$211,751,480	- 08.5%	\$272,945	\$266,019	+02.6%	4.3 mos.

Lafayette North (Areas B,C,D,E): 148 sales in 2019 vs. 133 in 2018 – 11.3% increase/\$32,134,096 in 2019 sale \$ volume vs \$28,071,930 in 2018 – 14.5% increase (20.9% of total sales/16.5% of total \$ volume)
West Lafayette (Areas F,K): 64 sales in 2019 vs. 58 in 2018 – 10.3% increase/\$14,383,525 in 2019 sale \$ volume vs. \$11,413,144 in 2018 – 26.0% increase (9.0% of total sales/7.4% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 17 sales in 2019 vs. 16 in 2018 – 6.3% increase/\$5,324,460 in 2019 vs. \$4,010,712 in 2018 – 32.6% increase (2.4% of total sales/2.8% of total \$ volume)
South Lafayette (Areas N, O, P): 478 sales in 2019 vs 579 in 2018 – 17.4% decrease/\$140,678,186 in 2019 vs. \$164,025,994 in 2018 – 14.2% decrease (67.3% of total sales/72.6% of total \$ volume)
East Lafayette (Area H): (0.4% of total sales/0.7% of total \$ volume)