

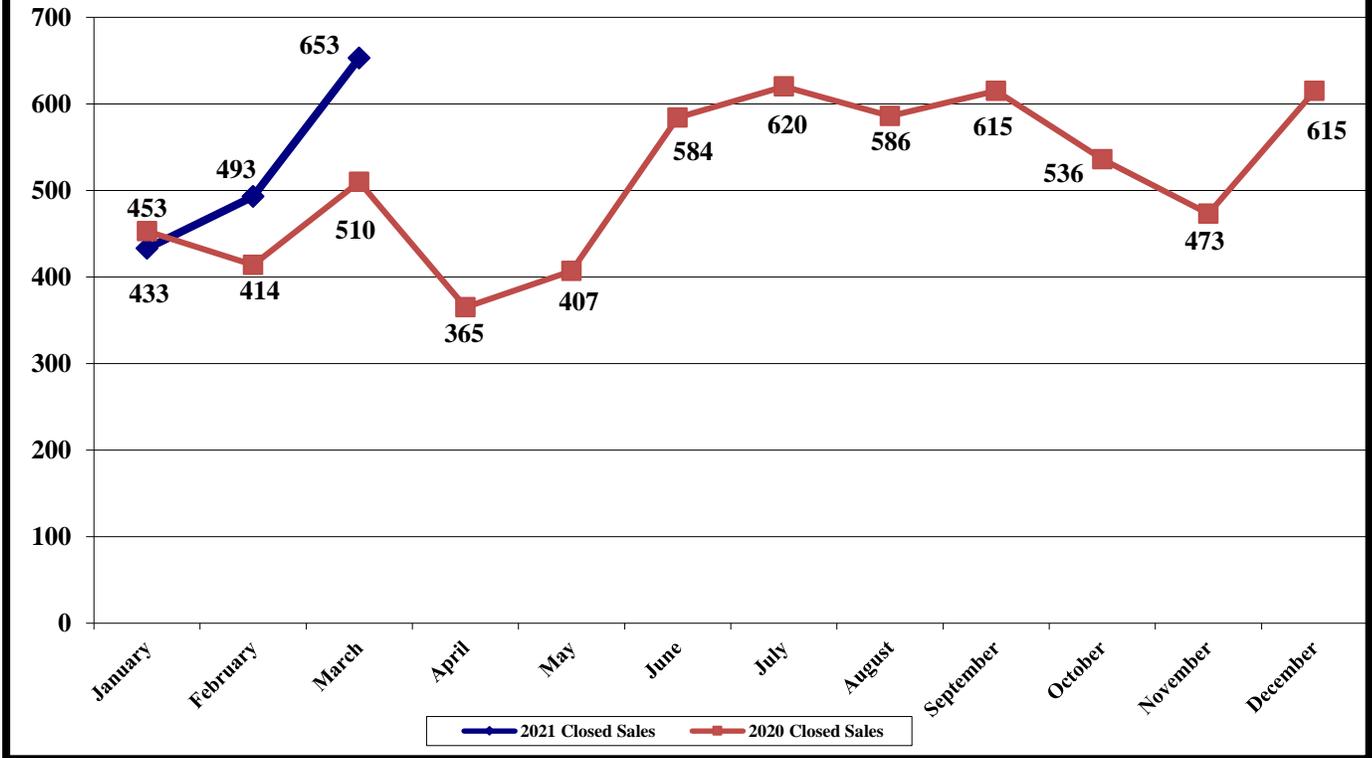


The Acadiana Residential Real Estate Market Report

January – March 2021

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Closed Residential Sales Reported to MLS
 All "GEO" Areas/Parishes
 January - March 2021 vs 2020



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

Outside Lafayette Parish

Mar. '21: 244
 Mar. '20: 198
 (% chg: +23.23%)

Number of Closed Home Sales Reported to MLS, March 2021: 653
Number of Closed Home Sales Reported to MLS, March 2020: 510
 (% change for March: +28.04%)

(% change from February 2021: +32.45%)

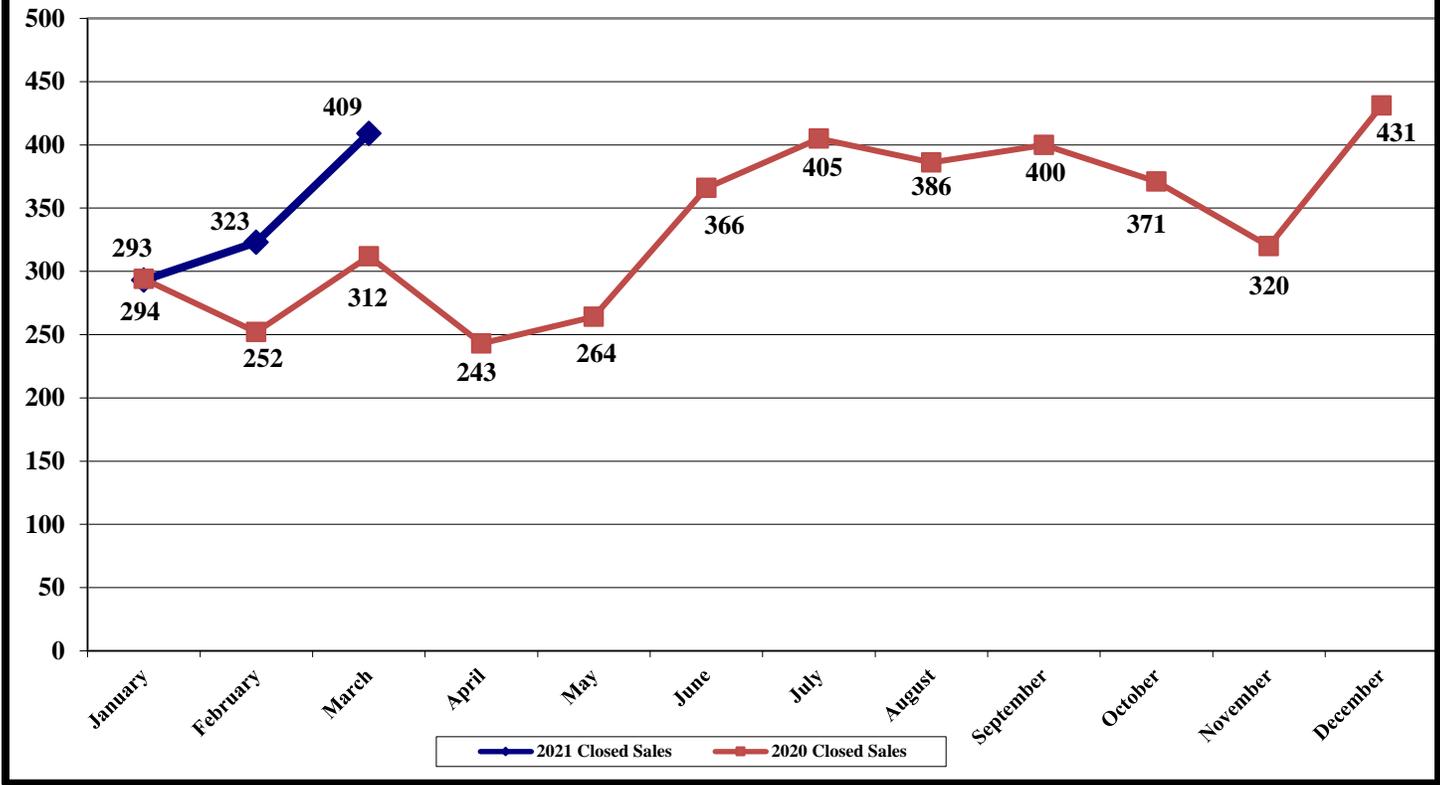
'21: 554
 '20: 519
 (% chg: +06.74%)

Cumulative total, January – March 2021: 1,579
Cumulative total, January – March 2020: 1,377
 (% cumulative change: +14.67%)

Average Days on Market, January - March 2021: 65
Average Days on Market, January – March 2020: 92
 (Change for January - March: -27 days)

Current Sales Compared to Past Years:	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
(2021 sales outside Lafayette Parish as compared to prior year's sales)	331	360	391	410	388	505
	+67.37%	+53.89%	+41.69%	+35.12%	+42.78%	+09.70%

**Closed Residential Sales Reported to MLS
Lafayette Parish Only
January - March 2021 vs. 2020**



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

<u>New Const.</u>	<u>Re-sales</u>
03/21: 101	308
03/20: 59	253
+71.19%	+21.74%

**Number of Closed Home Sales Reported to MLS, March: 2021: 409
Number of Closed Home Sales Reported to MLS, March: 2020: 312
(% change for March: +31.09%)**

(% change from February 2021: +26.63%)

<u>New Const.</u>	<u>Re-sales</u>
'21: 276	749
'20: 188	670
+46.81%	+11.79%

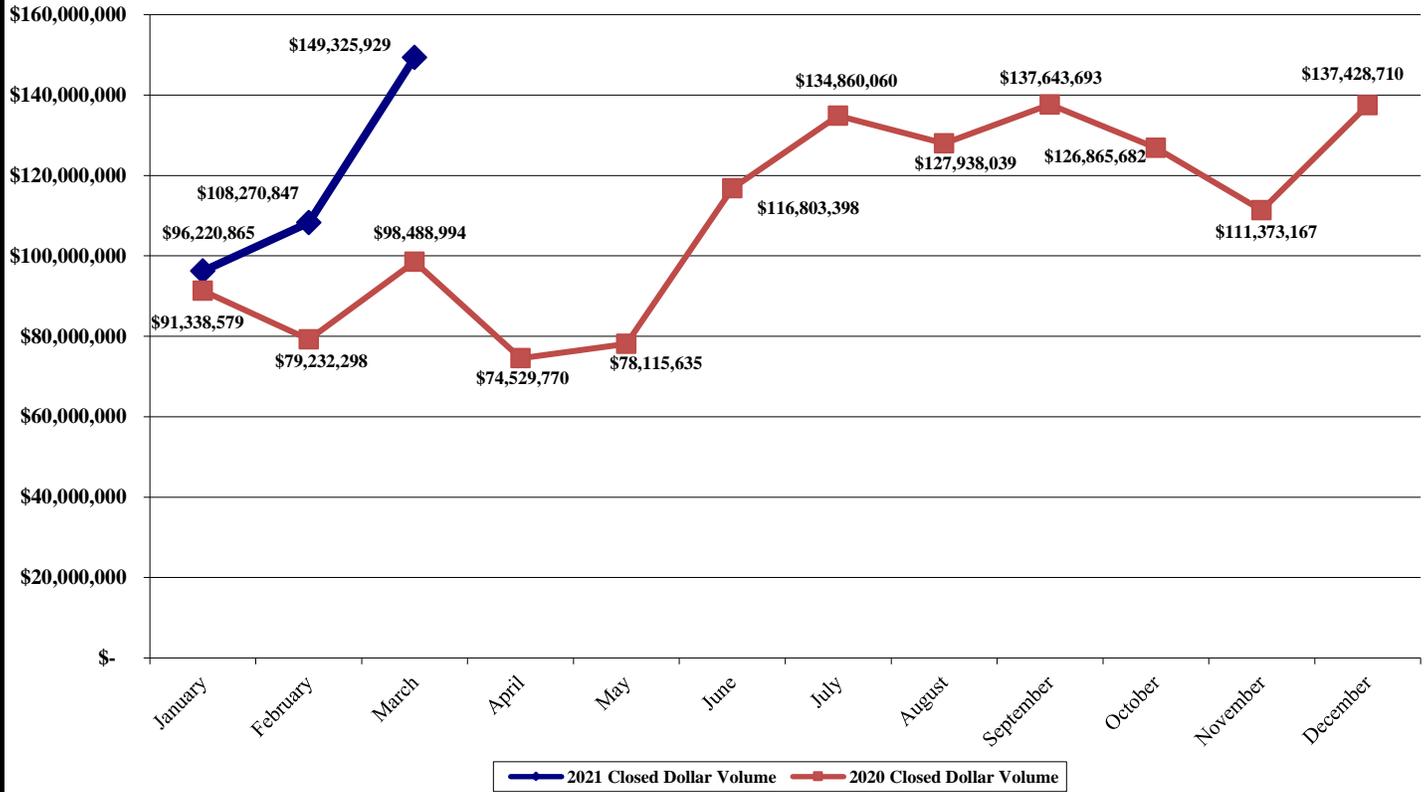
**Cumulative total, January – March 2021: 1,025
Cumulative total, January – March 2020: 858
(% cumulative change: +19.46%)**

'21: 67 days	51 days
'20: 124 days	77 days
-57 days	-26 days

**Average Days on Market, January – March 2021: 55
Average Days on Market, January – March 2020: 92
(Change for January - March: -37 days)**

<u>Current Sales Compared to Past Years:</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
(2021 Lafayette Parish sales as	644	694	652	726	705	723
Compared to prior year's sales)	+59.16%	+47.69%	+57.21%	+41.18%	+45.39%	+41.77%

Dollar Volume of Closed Sales Reported to MLS
All "GEO" Areas/Parishes
January - March 2021 vs. 2020



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

03/21: \$ 42,355,543
03/20: \$ 27,500,345
 (% chg.: +54.02%)

Dollar Volume of Closed Residential Sales, March 2021: \$149,325,929
Dollar Volume of Closed Residential Sales, March 2020: \$ 98,488,994
 (% change for March: +51.62%)

(% change from February 2021: +37.92%)

'21: \$95,154,792
'20: \$71,983,993
 (% chg.: +32.19%)

Cumulative total January – March 2021: \$ 353,817,641
Cumulative total January – March 2020: \$ 269,059,871
 (% cumulative change: +31.50%)

'21: \$171,759
'20: \$138,697
 (% chg.: +23.84%)

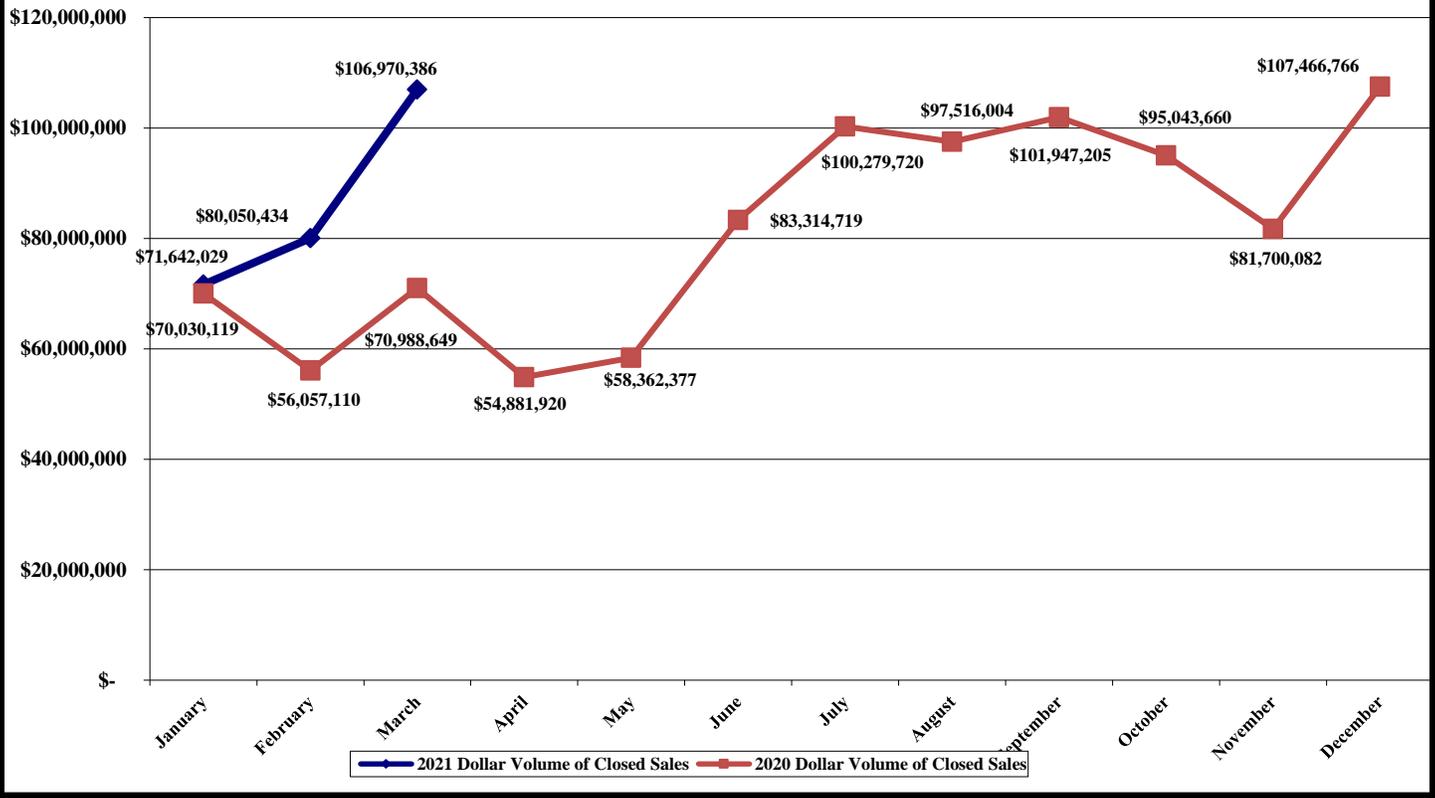
Average Sale Price, January - March 2021: \$224,077
Average Sale Price, January – March 2020: \$195,395
 (% change in Average Sale Price: +14.68%)

Median Sold Price, January - March 2021: \$201,075
Median Sold Price, January - March 2020: \$178,300
 (% change in Median Sold Price: +12.77%)

% of List Price to Sale Price, January - March 2021: 97.70%
% of List Price to Sale Price, January - March 2020: 96.86%

<u>Current \$ vol. compared to past years:</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
(2021 \$ vol. <u>outside</u> Lafayette Parish as compared to past years.)	\$41,919,993	\$46,911,899	\$49,941,586	\$54,360,838	\$49,678,762	\$70,170,618
	+126.99%	+102.84%	+90.53%	+75.04%	+91.54%	+35.60%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - March 2021 vs. 2020

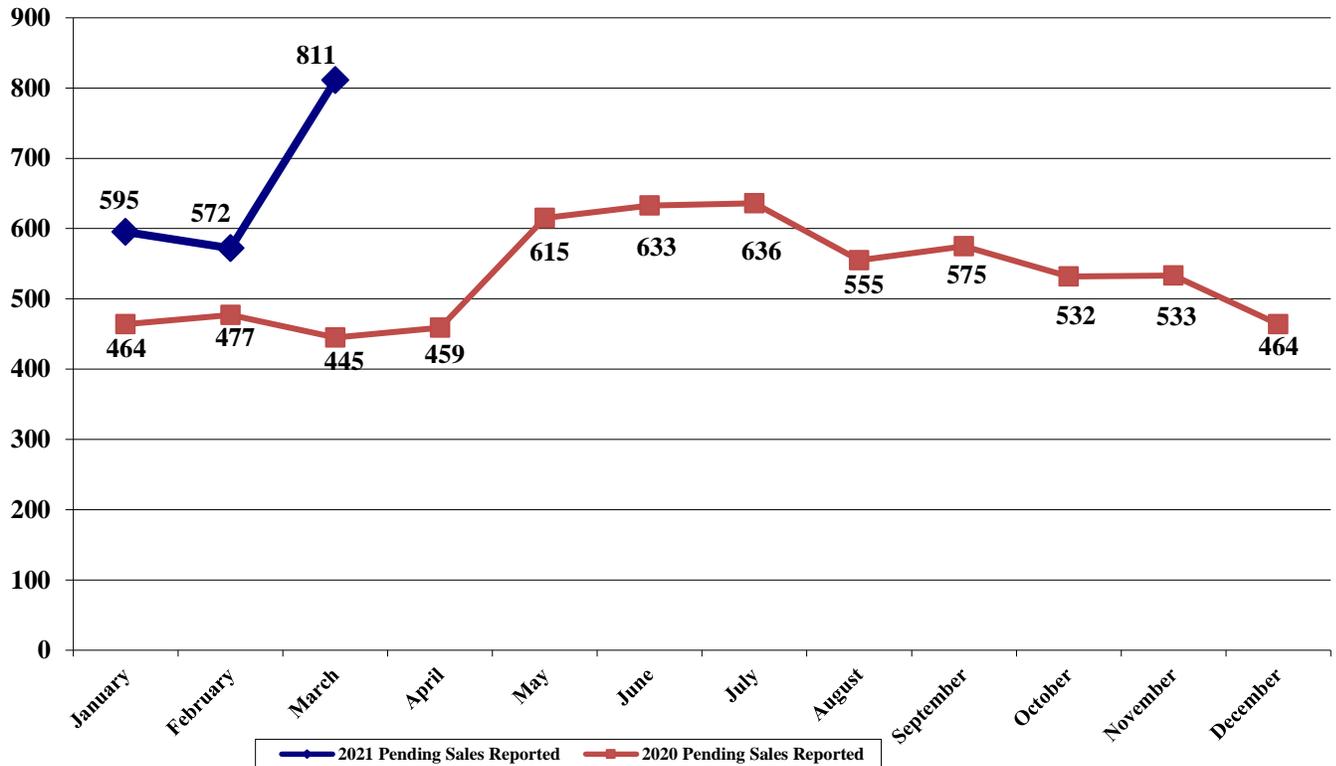


LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>	
03/21: \$25,104,481	\$81,865,905	Dollar Volume of Closed Residential Sales, March 2021: \$106,970,386
03/20: \$16,300,901	\$54,687,748	Dollar Volume of Closed Residential Sales, March 2020: \$ 70,988,649
+54.01%	+49.70%	(% change for March: +50.69%)
		(% change from February 2021: +33.63%)
<u>New Const.</u>	<u>Re-sales</u>	
'21: \$72,014,536	\$186,648,313	Cumulative total January – March 2021: \$258,662,849
'20: \$49,048,233	\$148,027,645	Cumulative total January – March 2020: \$197,075,878
+46.82%	+26.09%	(% cumulative change: +31.25%)
'21: \$260,830	\$249,196	Average Sale Price, January - March 2021: \$252,353
'20: \$260,894	\$220,936	Average Sale Price, January - March 2020: \$229,692
-00.002%	+12.79%	(% change in Average Sale Price: +09.82%)
'21: \$228,830	\$210,000	Median Sold Price, January – March 2021: \$218,000
'20: \$219,332	\$185,000	Median Sold Price, January – March 2020: \$196,000
+04.33%	+13.51%	(% change in Median Sold Price: +11.22%)
'21: 99.92%	97.41%	% of List Price to Sale Price, January - March 2021: 98.09%
'20: 99.48%	96.55%	% of List Price to Sale Price, January - March 2020: 97.26%

<u>Current Sales Compared to Past Years:</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
(2021 Lafayette Parish dollar volume as compared to prior years)	\$138,104,381	\$153,810,244	\$140,446,469	\$150,562,614	\$155,685,930	\$158,617,575
	+87.30%	+68.17%	+84.17%	+71.80%	+66.14%	+63.07%

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - March 2021 vs. 2020



Pending Sales as of April 7, 2021

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

Outside Lafayette Parish

Mar. '21: 258
 Mar. '20: 161
 (% chg: +60.25%)

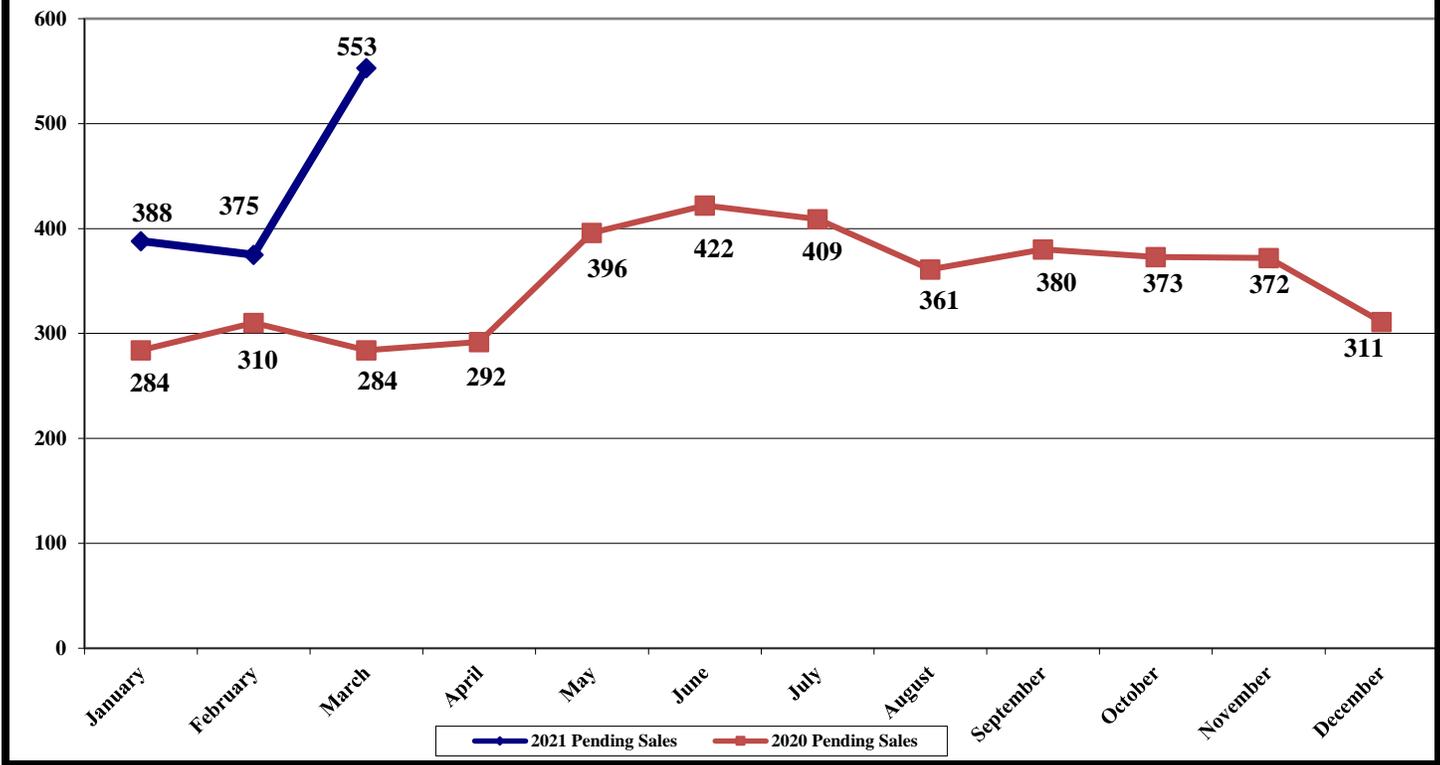
Number of Pending Home Sales Reported to MLS, March 2021: 811
Number of Pending Home Sales Reported to MLS, March 2020: 445
 (% change for March: +82.25%)

(% change from February 2021: +41.78%)

'21: 662
 '20: 508
 (% chg: +30.31%)

Cumulative total, January – March 2021: 1,978
Cumulative total, January – March 2020: 1,386
 (% cumulative change: +42.71%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - March 2021 vs. 2020



Pending sales as of April 7, 2021

LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

03/21: 142 411
 03/20: 81 203
 +75.31% +102.46%

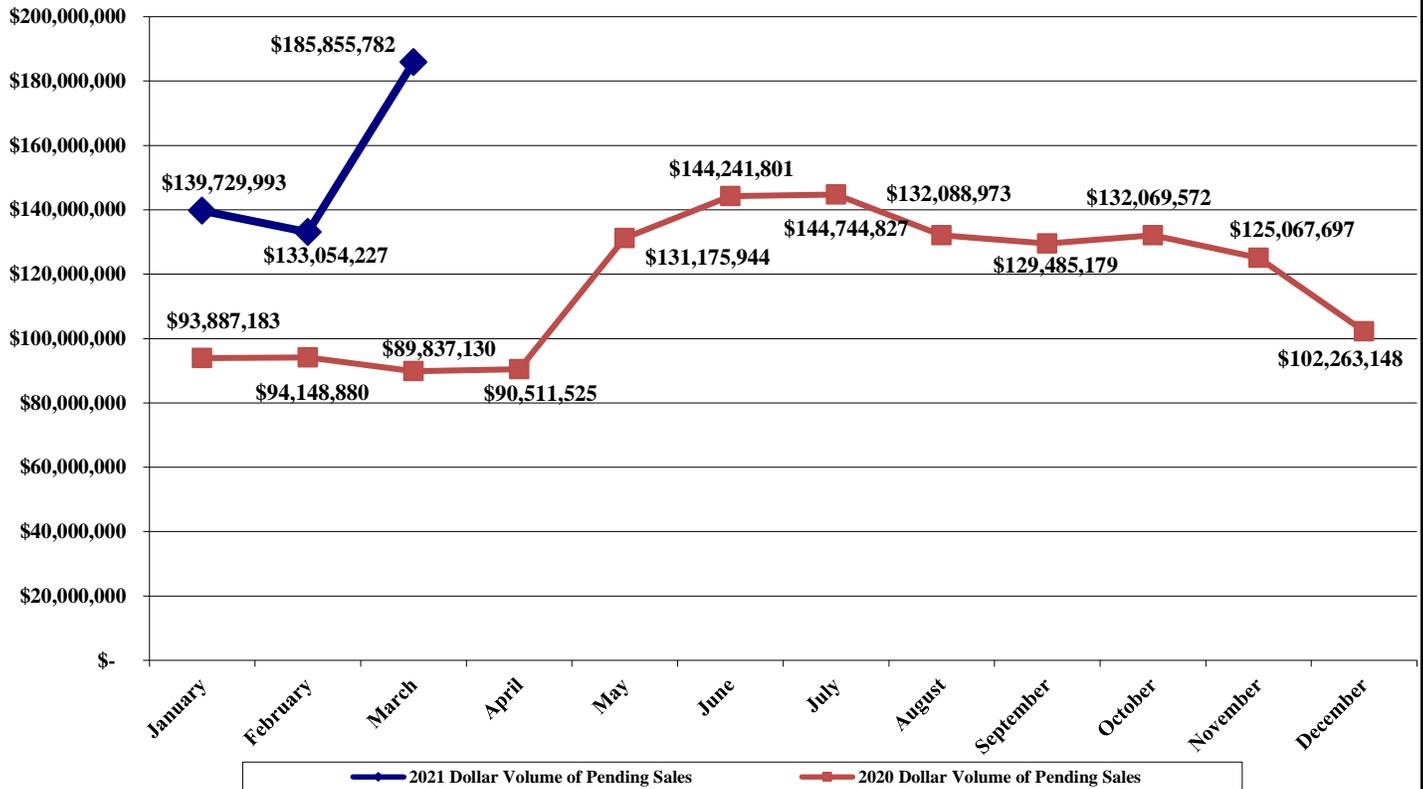
Number of Pending Home Sales Reported to MLS, March 2021: 553
Number of Pending Home Sales Reported to MLS, March 2020: 284
 (% change for March: **+94.72%**)
 (% change from February 2021: **+47.47%**)

New Const. Re-sales

'21: 381 935
 '20: 204 674
 +86.76% +38.72%

Cumulative total, January – March 2021: 1,316
Cumulative total, January – March 2020: 878
 (% cumulative change: **+49.89%**)

Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - March 2021 vs 2020



Pending Sale dollar volume as of April 7, 2021

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

Dollar Volume of Pending Home Sales, March 2021: \$185,855,782

Dollar Volume of Pending Home Sales, March 2020: \$ 89,837,130

(% change for March: +106.88%)

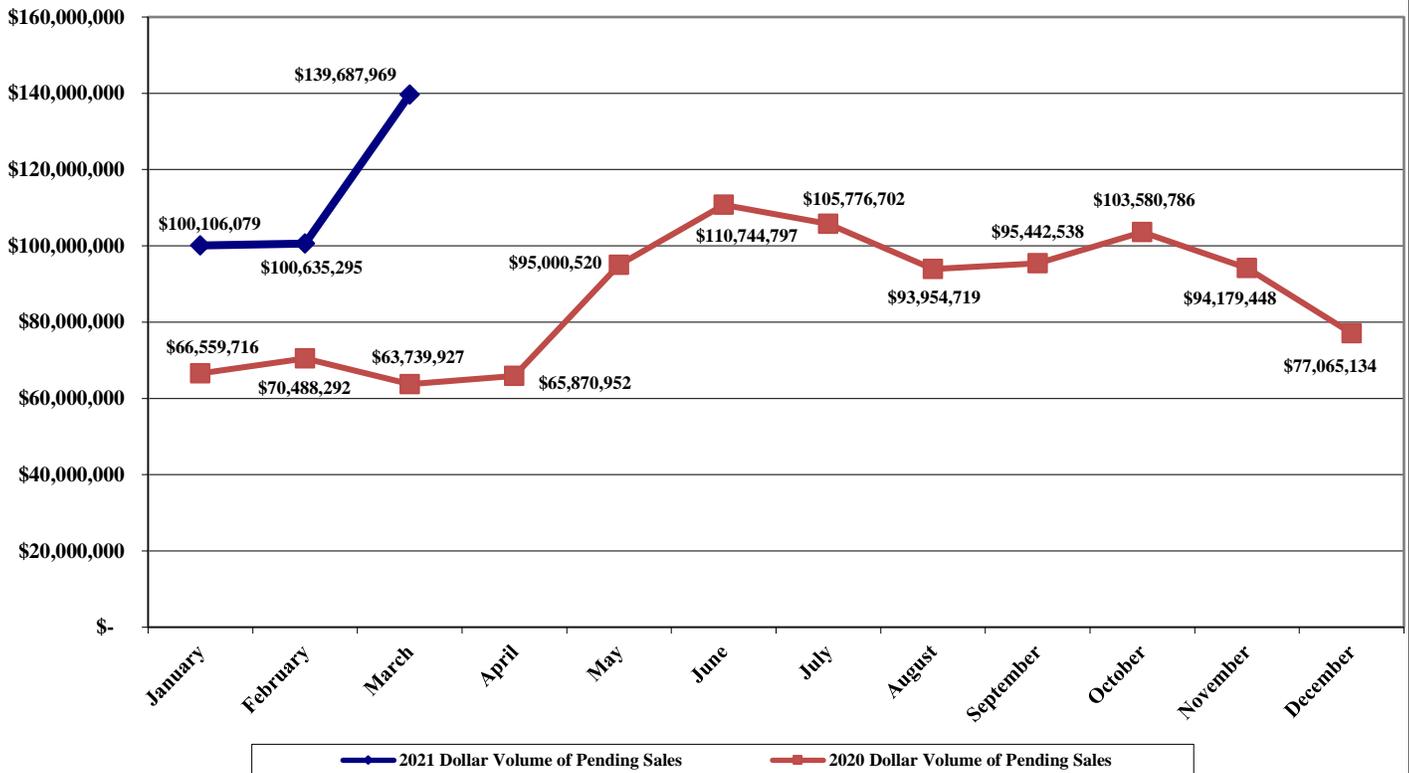
(% change from February 2021: +39.68%)

Cumulative total, January – March 2021: \$458,640,002

Cumulative total, January – March 2020: \$277,873,193

(% cumulative change: +65.05%)

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - March 2021 vs 2020



Pending Sale dollar volume as pf April 7, 2021

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

Dollar Volume of Pending Home Sales, March 2021: \$139,687,969

Dollar Volume of Pending Home Sales, March 2020: \$ 63,739,927

(% change for March: +119.15%)

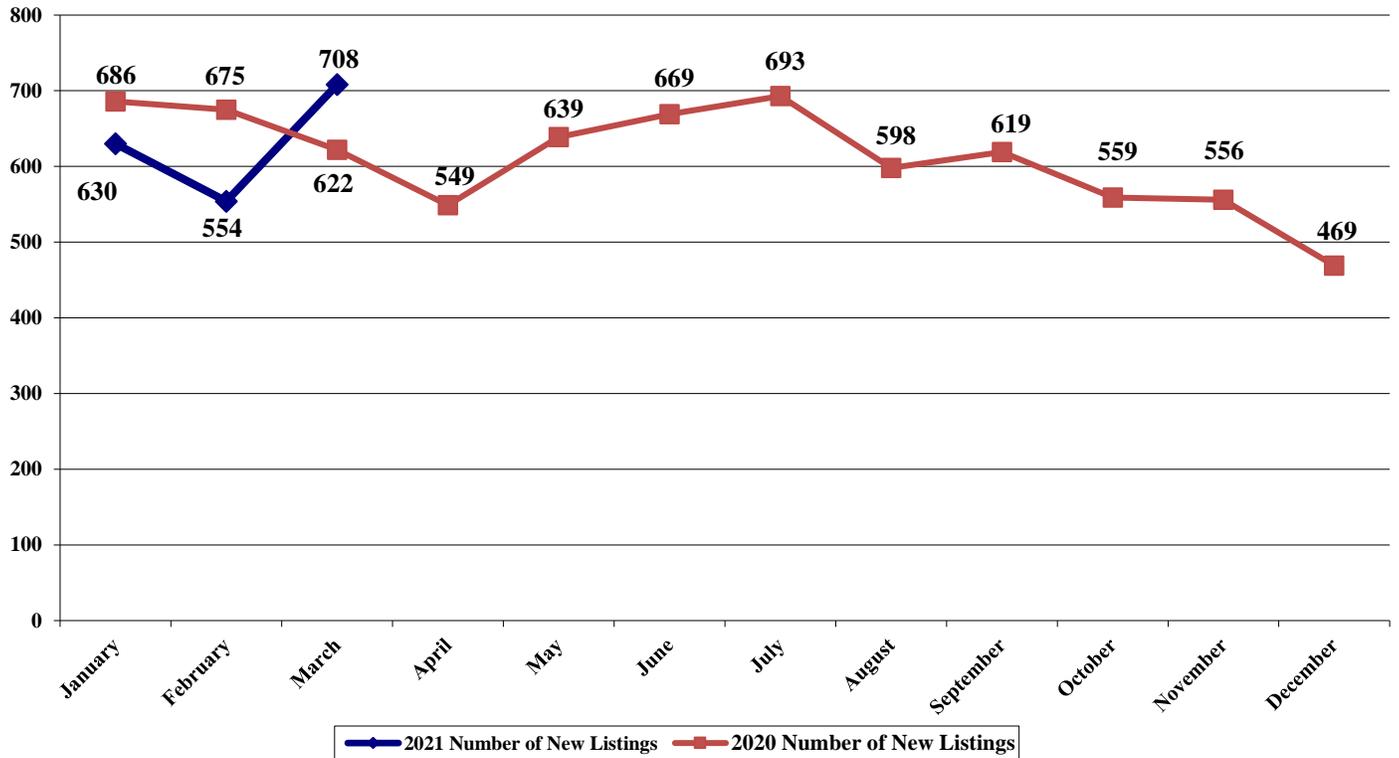
(% change from February 2021: +38.81%)

Cumulative total, January – March 2021: \$340,429,343

Cumulative total, January – March 2020: \$200,787,935

(% cumulative change: +69.55%)

Number of New Residential Listings Reported to MLS
All "GEO" Areas/Parishes
January - March 2021 vs. 2020



New Listing count as of April 7, 2021

Outside Lafayette Parish

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

Mar. '21: 234
Mar. '20: 218
(% chg: +07.34%)

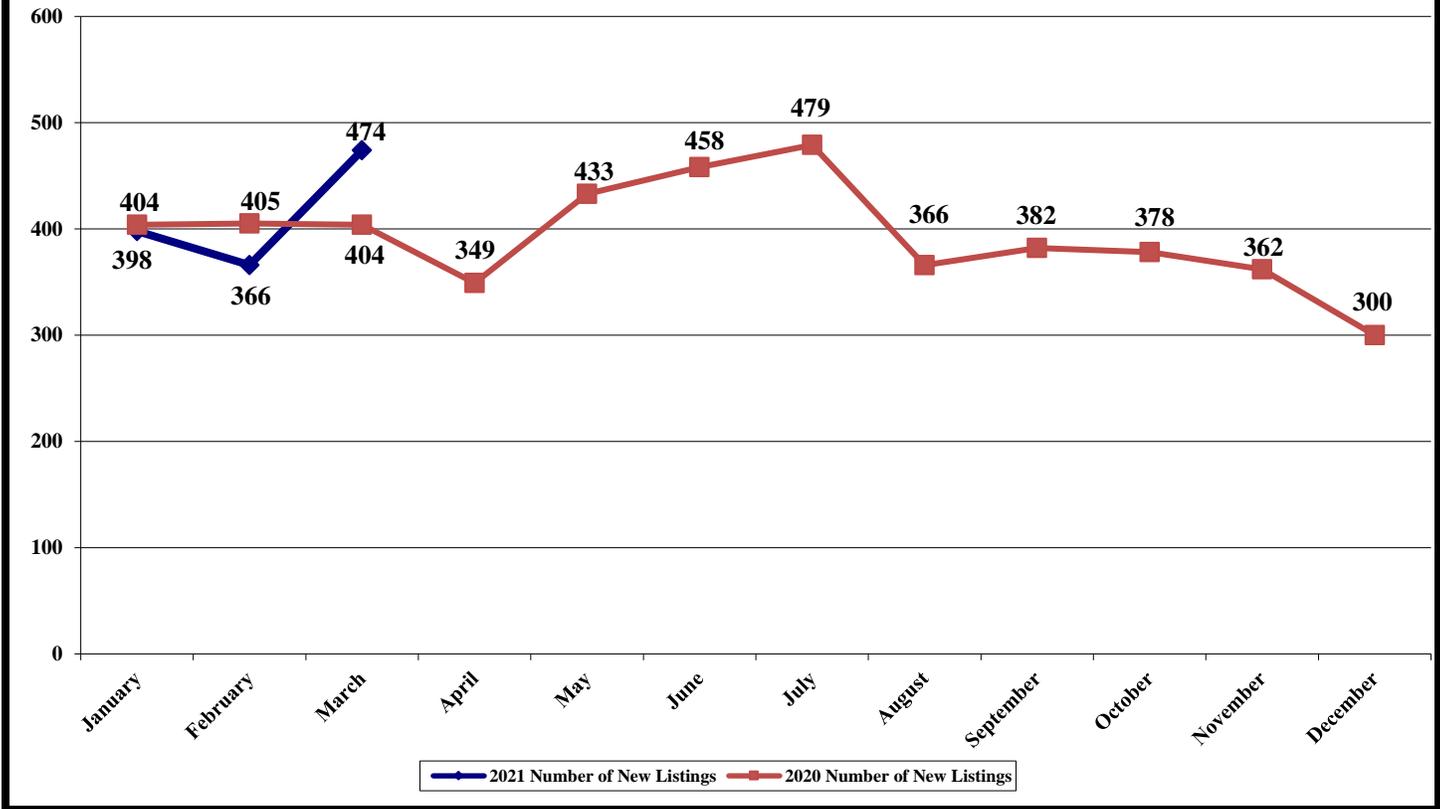
Number of New Residential Listings Reported to MLS, March 2021: 708
Number of New Residential Listings Reported to MLS, March 2020: 622
(% change for March: (+13.83%))

(% change from February 2021: +27.80%)

'21: 654
'20: 770
(% chg: -15.06%)

Cumulative total, January – March 2021: 1,892
Cumulative total, January – March 2020: 1,984
(% cumulative change: -04.64%)

**Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - March 2021 vs. 2020**



New Listing count as of April 7, 2021

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

<u>New Const.</u>	<u>Re-sales</u>
03/21: 98	376
03/20: 81	323
+20.99%	+16.41%

Number of New Residential Listings Reported to MLS, March 2021: 474
Number of New Residential Listings Reported to MLS, March 2020: 404
 (% change for March: +17.33%)

(% change from February 2021: +29.51%)

'21: 329	909
'20: 255	959
+29.02%	-05.21%

Cumulative total, January – February 2021: 1,238
Cumulative total, January – February 2020: 1,214
 (% cumulative change: +01.98%)

<u>Comparison to Past Years:</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2020</u>
#New Listings Taken	1,066	1,156	1,191	1,276	1,340	1,226	1,214	1,238
# Sold	644	694	652	726	705	723	858	1,025
Ratio – New Listings/Sold	1.66:1	1.67:1	1.83:1	1.76:1	1.90:1	1.70:1	1.40:1	1.21:1
2019 % +/- over	+16.14%	+07.09%	+03.95%	-02.98%	-07.61%	+00.98%	+01.98%	

2021 Home Sales Outside Lafayette Parish

January – March 2021



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

January – March 2021 vs. January – March 2020

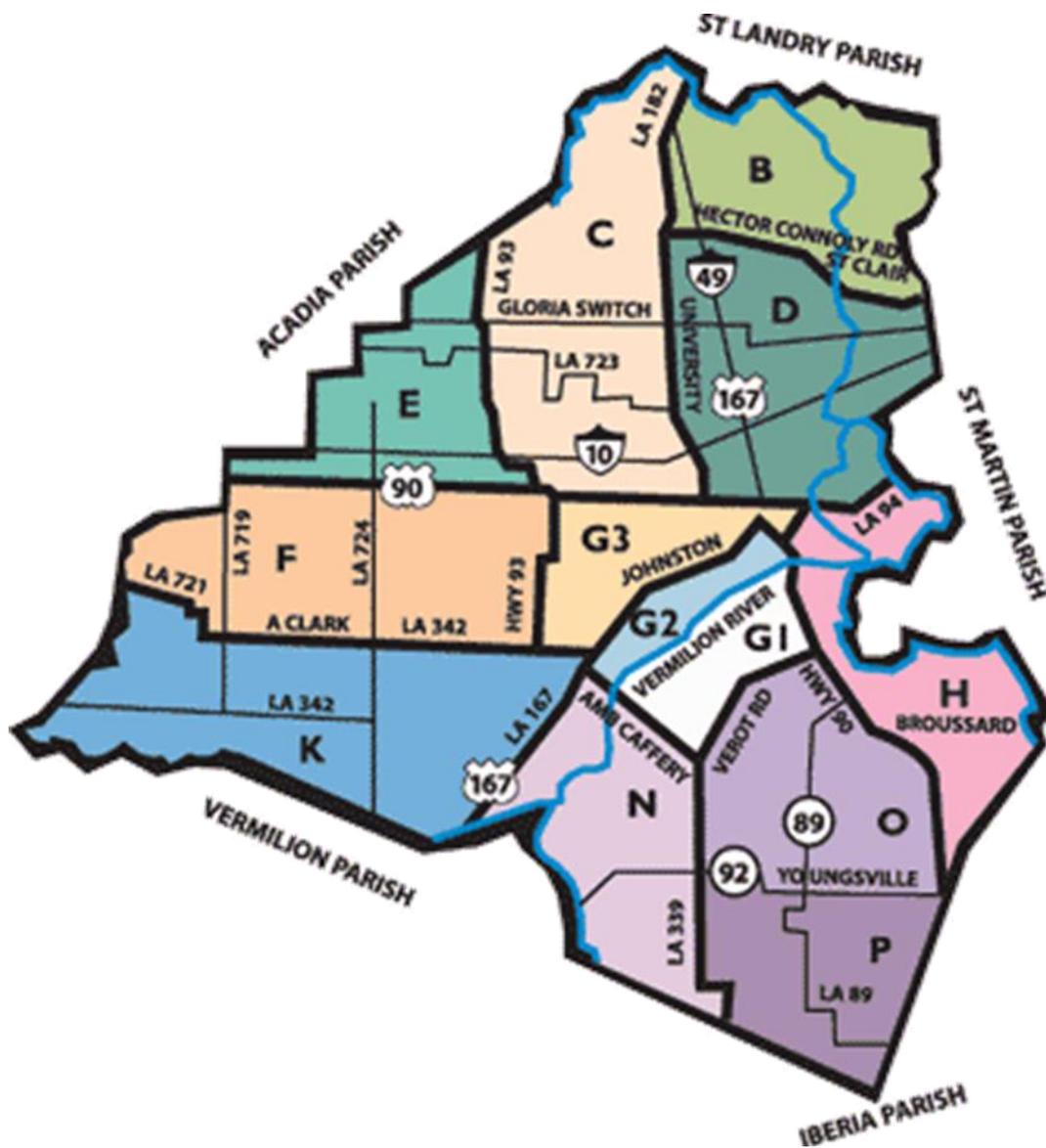
PARISH	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -
St. Landry	136	103	+32.0%	\$23,039,540	\$14,943,710	+54.2%
Iberia	112	124	- 09.7%	\$18,993,150	\$15,888,400	+19.5%
Vermillion	96	85	+12.9%	\$16,169,728	\$12,507,768	+29.3%
St. Martin	90	86	+04.7%	\$19,374,292	\$12,891,845	+50.3%
Acadia	63	71	- 11.3%	\$10,138,082	\$ 9,968,150	+01.7%
Evangeline	30	24	+25.0%	\$ 3,140,000	\$ 2,538,350	+23.7 %
St. Mary	18	13	+38.5%	\$ 2,651,250	\$ 2,079,800	+27.5%
Jeff Davis	02	08	- 75.0%	\$ 274,750	\$ 540,970	- 49.2%
Others	07	05		\$ 1,374,000	\$ 625,000	
TOTAL	554	519	+06.7%	\$95,154,792	\$71,983,993	+32.2%

January – March 2021 closed residential sales from the above parishes represent 35.1% of the total number of closed transactions reported to the MLS and 26.9% of the closed sale dollar volume. This compares with 37.7% of the total number of closed transactions reported to the MLS and 26.8% of the closed dollar volume as of January – March 2020.

PARISH	'21 Average Sale Price	'20 Average Sale Price	% + or -	'21 Median Sale Price	'20 Median Sale Price	% + or -
St. Martin	\$215,269	\$149,905	+43.6%	\$185,500	\$136,750	+35.7%
Iberia	\$169,581	\$128,132	+32.4%	\$151,750	\$115,000	+32.0%
St. Landry	\$169,408	\$145,084	+16.8%	\$159,500	\$132,000	+20.8%
Vermillion	\$168,434	\$147,150	+14.5%	\$160,000	\$155,800	+02.7%
Acadia	\$160,921	\$140,396	+14.6%	\$159,000	\$130,000	+22.3%
St. Mary	\$147,291	\$159,984	-07.9%	\$126,475	\$140,000	- 09.7%
Evangeline	\$104,666	\$105,764	- 01.0%	\$101,250	\$ 93,325	+08.5%

2021 Lafayette Parish Home Sales by GEO Area

January – March 2021



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – March 2021 vs. January – March 2020

	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -	'21 Avg. Sale Price	'20 Avg. Sale Price	% + or -	# Mos. Supply
Area B	13	08	+62.5%	\$ 3,601,800	\$ 1,827,900	+97.1%	\$277,061	\$228,487	- 35.9%	1.4 mos.
Area C	63	65	- 03.1%	\$ 11,779,647	\$ 9,504,100	+23.9%	\$186,978	\$146,216	+27.9%	1.0 mos.
Area D	109	101	+07.9%	\$ 19,953,319	\$ 15,453,851	+29.1%	\$183,057	\$162,909	+12.4%	1.2 mos.
Area E	11	11	N/C	\$ 2,107,100	\$ 2,183,400	- 03.5%	\$191,554	\$198,490	- 03.5%	2.7 mos.
Area F	58	34	+70.6%	\$ 10,971,358	\$ 6,828,123	+60.7%	\$189,161	\$200,827	- 05.8%	1.1 mos.
Area G1	46	42	+09.5%	\$ 17,248,777	\$ 13,716,800	+25.8%	\$374,973	\$326,590	+14.8%	3.0 mos.
Area G2	75	53	+41.5%	\$ 22,808,757	\$ 12,393,715	+84.0%	\$304,116	\$233,843	+30.1%	1.9 mos.
Area G3	108	98	+10.2%	\$ 19,876,755	\$ 15,665,616	+26.9%	\$184,044	\$159,853	+15.1%	2.1 mos.
Area H	25	24	+04.2%	\$ 5,922,100	\$ 5,079,495	+16.6%	\$236,884	\$211,645	+11.9%	1.2 mos.
Area K	49	40	+22.5%	\$ 10,528,208	\$ 8,017,175	+31.3%	\$214,861	\$200,429	+07.2%	1.0 mos.
Area N	140	83	+68.7%	\$ 44,488,341	\$ 26,829,993	+65.8%	\$317,773	\$323,252	- 01.7%	1.4 mos.
Area O	222	186	+19.4%	\$ 62,005,321	\$ 49,597,911	+25.0%	\$279,303	\$266,655	+04.7%	1.1 mos.
Area P	106	113	- 06.2%	\$ 27,371,366	\$ 28,977,799	- 05.5%	\$258,220	\$256,440	+00.7%	1.5 mos.
TOTAL	1,025	858	+19.5%	\$258,662,849	\$197,075,878	+31.3%	\$252,353	\$229,692	+09.9%	1.5 mos.

Lafayette North (Areas B,C,D,E): 196 sales in 2021 vs.185 in 2020 – 6.0% increase/\$37,441,866 in 2021 sale \$ volume vs \$29,969,251 in 2020 – 24.9% increase (19.1% of total sales/14.5% of total \$ volume)
West Lafayette (Areas F,K): 107 sales in 2021 vs. 74 in 2020 – 44.6% increase/\$21,499,566 in 2021 sale \$ volume vs. \$14,845,298 in 2020 – 44.8% increase (10.4% of total sales/8.3% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 229 sales in 2021 vs.193 in 2020 – 18.7% increase/\$59,934,289 in 2021 vs. \$41,776,131 in 2020 – 43.5% increase (22.3% of total sales/23.2% of total \$ volume)
South Lafayette (Areas N, O, P): 468 sales in 2021 vs 382 in 2020 – 22.5% increase/\$133,865,028 in 2021 vs. \$105,405,703 in 2020 – 27.0% increase (45.7% of total sales/51.8% of total \$ volume)
East Lafayette (Area H): (2.5% of total sales/2.2% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area January – March 2021 vs. January – March 2020

	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -	'21 Avg. Sale Price	'20 Avg. Sale Price	% +or -	# Mos. Supply
Area B	11	06	+83.3%	\$ 2,683,400	\$ 1,167,900	+129.8%	\$243,945	\$194,650	+25.3%	1.6 mos.
Area C	51	57	- 10.5%	\$ 9,352,949	\$ 7,870,000	+ 18.8%	\$183,391	\$138,070	+32.8%	0.9 mos.
Area D	65	62	+04.8%	\$ 10,698,900	\$ 8,265,239	+29.4%	\$164,598	\$133,310	+23.5%	1.6 mos.
Area E	11	10	+10.0%	\$ 2,107,100	\$ 1,958,000	+07.6%	\$191,554	\$195,800	- 02.2%	1.9 mos.
Area F	38	28	+35.7%	\$ 6,993,556	\$ 5,693,899	+22.8%	\$184,040	\$203,353	- 09.5%	1.0 mos.
Area G1	45	40	+12.5%	\$ 17,049,777	\$ 13,272,000	+28.5%	\$378,883	\$331,800	+14.2%	3.0 mos.
Area G2	74	53	+39.6%	\$ 21,938,757	\$ 12,393,715	+77.0%	\$296,469	\$233,843	+26.8%	1.9 mos.
Area G3	95	98	- 03.1%	\$ 16,701,605	\$ 15,665,616	+06.6%	\$175,806	\$159,853	+10.0%	2.0 mos.
Area H	20	21	- 04.8%	\$ 4,629,500	\$ 4,089,495	+13.2%	\$231,475	\$194,737	+18.9%	1.5 mos.
Area K	28	31	- 09.7%	\$ 5,696,750	\$ 5,729,825	- 00.5%	\$203,455	\$184,833	+10.1%	1.2 mos.
Area N	78	79	- 13.3%	\$ 23,590,885	\$ 23,764,885	+03.5%	\$302,447	\$300,821	+19.4%	5.6 mos.
Area O	133	134	+34.3%	\$ 34,212,372	\$ 34,438,872	+40.2%	\$257,235	\$257,006	+04.4%	4.2 mos.
Area P	51	51	+37.8%	\$ 13,718,199	\$ 13,718,199	+73.6%	\$268,984	\$268,984	+26.0%	2.8 mos.
TOTAL	749	670	+11.8%	\$186,648,313	\$148,027,645	+26.1%	\$249,196	\$220,936	+12.8%	1.5 mos.

Lafayette North (Areas B,C,D,E): 138 sales in 2021 vs.135 in 2020– 2.2% increase/\$24,842,349 in 2021 sale \$ volume vs \$19,261,139 in 2020 – 29.0% increase (18.4% of total sales/13.3% of total \$ volume)
West Lafayette (Areas F,K): 66 sales in 2021 vs. 59 in 2020 – 11.9% increase/\$12,690,306 in 2021 sale \$ volume vs. \$11,423,724 in 2020 – 11.1% increase (8.8% of total sales/6.8% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 214 sales in 2021 vs. 191 in 2020 – 12.0% increase/\$55,690,139 in 2021 vs. \$41,331,331 in 2020 – 34.7% increase (28.6% of total sales/29.8% of total \$ volume)
South Lafayette (Areas N, O, P): 311 sales in 2021 vs 264 in 2020 – 17.8% increase/\$88,796,019 in 2021 vs. \$71,921,956 in 2020 – 23.5% increase (41.5% of total sales/47.6% of total \$ volume)
East Lafayette (Area H): (2.7% of total sales/2.5% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – March 2021 vs. January – March 2020

	'21 Closed Sales	'20 Closed Sales	% + or -	'21 Closed \$ Volume	'20 Closed \$ Volume	% + or -	'21 Avg. Sale Price	'20 Avg. Sale Price	% +or -	# Mos. Supply
Area B	02	02	N/C	\$ 918,400	\$ 660,000	+39.2%	\$459,200	\$330,000	+39.2%	0.0 mos.
Area C	12	08	+50.0%	\$ 2,426,698	\$ 1,634,100	+48.5%	\$202,224	\$204,262	- 01.0%	1.5 mos.
Area D	44	39	+12.8%	\$ 9,254,419	\$ 8,188,612	+13.0%	\$210,327	\$209,964	+00.2%	0.8 mos.
Area E	-0-	01		\$ -0-	\$ 225,400		\$ -0-	\$225,400	N/A	N/A mos.
Area F	20	06	+233.3%	\$ 3,977,802	\$ 1,134,224	+250.7%	\$198,890	\$189,037	+05.2%	1.4 mos.
Area G1	01	02	- 50.0%	\$ 199,000	\$ 444,800	- 55.3%	\$199,000	\$222,400	- 10.5%	3.0 mos.
Area G2	01	-0-		\$ 870,000	\$ -0-		\$870,000	\$ -0-		
Area G3	13	-0-		\$ 3,175,150	\$ -0-		\$244,242	\$ -0-		2.5 mos.
Area H	05	03	+66.7%	\$ 1,292,600	\$ 990,000	+30.6%	\$258,520	\$330,000	- 21.7%	0.0 mos.
Area K	21	09	+133.3%	\$ 4,831,458	\$ 2,287,350	+111.2%	\$230,069	\$254,150	- 09.6%	0.7 mos.
Area N	37	04	+825.0%	\$ 10,891,567	\$ 3,065,108	+255.3%	\$294,366	\$766,277	- 61.6%	0.4 mos.
Area O	76	52	+46.2%	\$ 22,854,631	\$ 15,159,039	+50.8%	\$300,718	\$291,519	+03.2%	1.1 mos.
Area P	44	62	- 29.0%	\$ 11,322,811	\$ 15,259,600	- 25.8%	\$257,336	\$246,122	+04.6%	2.0 mos.
TOTAL	276	188	+46.8%	\$ 72,014,536	\$ 49,048,233	+46.8%	\$260,922	\$260,894	+00.01%	1.3 mos.

Lafayette North (Areas B,C,D,E): 58 sales in 2021 vs. 50 in 2020 – 16.0% increase/\$12,599,517 in 2021 sale \$ volume vs \$10,708,112 in 2020 – 17.7% increase (21.0% of total sales/17.5% of total \$ volume)
West Lafayette (Areas F,K): 41 sales in 2021 vs. 15 in 2020 – 173.3% increase/\$8,809,260 in 2021 sale \$ volume vs. \$ 3,421,574 in 2020 – 157.5% increase (14.9% of total sales/12.2% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 15 sales in 2021 vs. 02 in 2020 – 650.0% increase/\$4,244,150 in 2021 vs. \$ 444,800 in 2020 – 85.4% increase (5.4% of total sales/5.9% of total \$ volume)
South Lafayette (Areas N, O, P): 157 sales in 2021 vs 118 in 2020 – 33.1% increase/\$45,069,009 in 2021 vs. \$33,483,747 in 2020 – 34.6% increase (56.9% of total sales/62.6% of total \$ volume)
East Lafayette (Area H): (1.8% of total sales/1.8% of total \$ volume)