

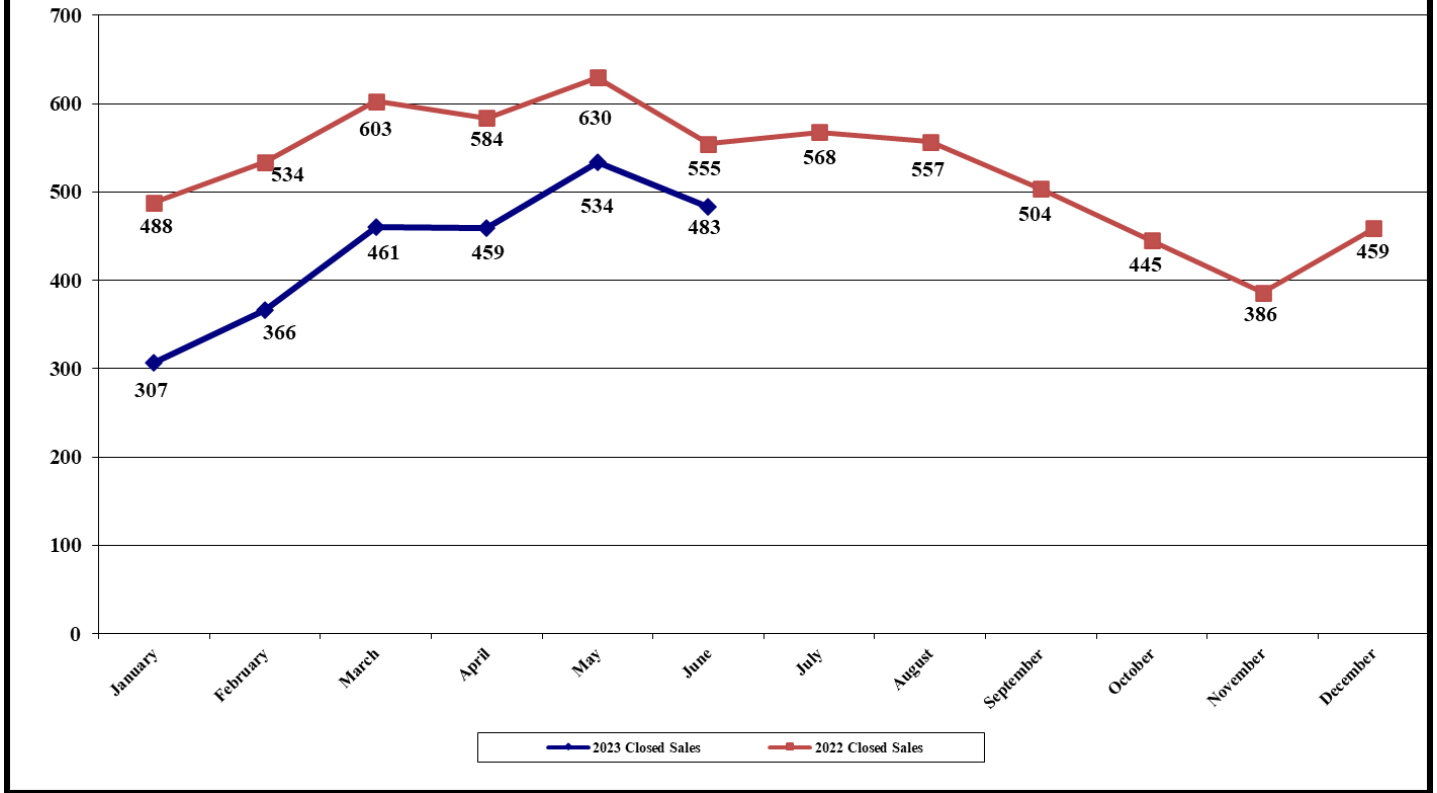


The Acadiana Residential Real Estate Market Report

January – June 2023

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Closed Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January- June 2023 vs 2022



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

Outside Lafayette Parish

June '23: 176
June '22: 200
(% chg: -12.00%)

Number of Closed Home Sales Reported to MLS, June 2023: 483
Number of Closed Home Sales Reported to MLS, June 2022: 555
(% change for June: -12.97%)

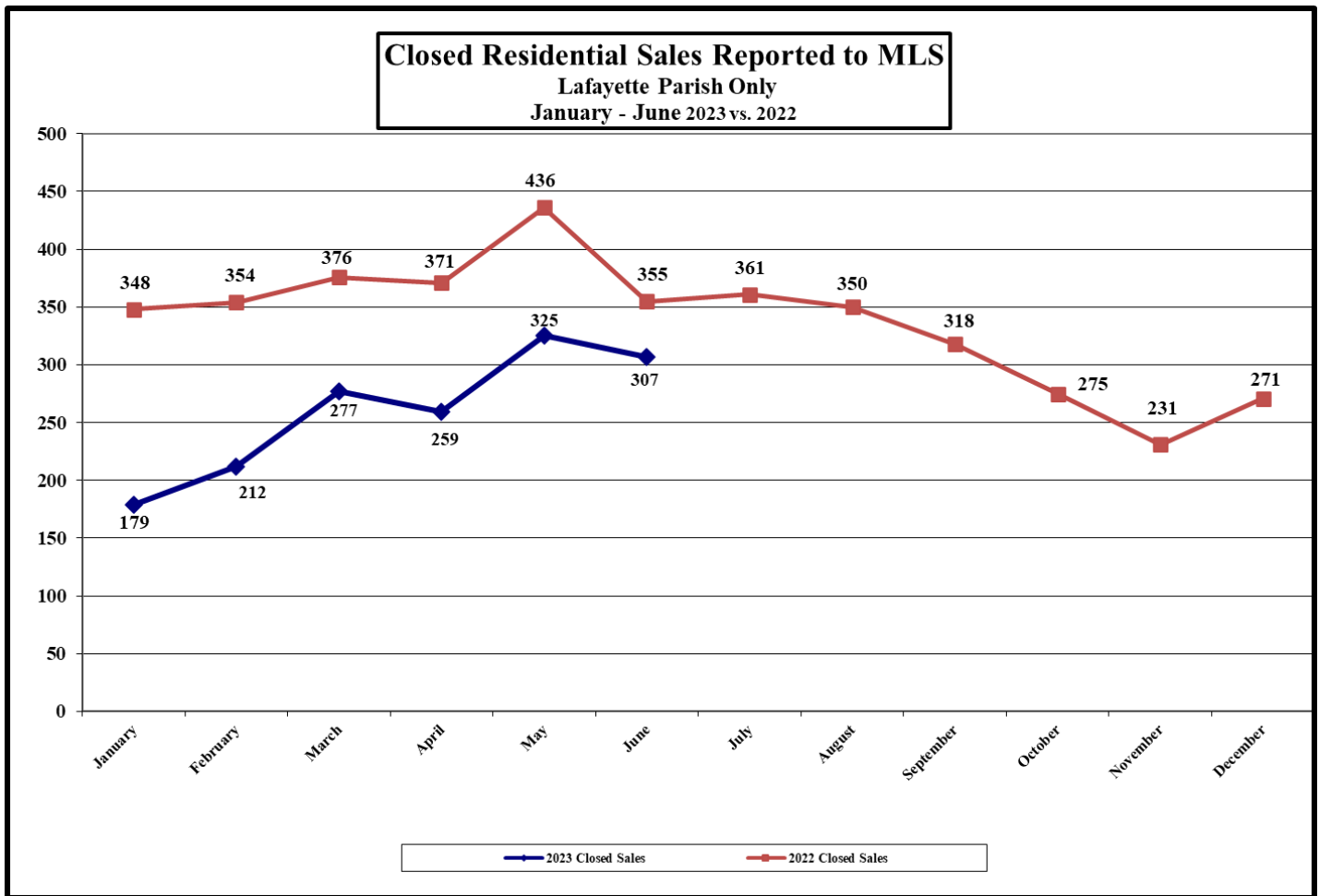
(% change from May 2023: -09.55%)

'23: 1,051
'22: 1,154
(% chg: -08.93%)

Cumulative total, January – June 2023: 2,610
Cumulative total, January – June 2022: 3,394
(% cumulative change: -23.10%)

Average Days on Market, January - June 2023: 67
Average Days on Market, January – June 2022: 35
(Change for January - June: +32 days)

<u>Current Sales Compared to Past Years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
(2023 sales <u>outside</u> Lafayette Parish as compared to prior year's sales)	799	885	922	1,045	1,002	1,257
	+31.51%	+18.76%	+13.99%	+00.57%	+04.89%	-16.39%



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

<u>New Const.</u>	<u>Re-sales</u>
06/23: 95	212
06/22: 89	266
+06.74%	-20.30%

Number of Closed Home Sales Reported to MLS, June: 2023: 307
 Number of Closed Home Sales Reported to MLS, June: 2022: 355
 (% change for June: -13.52%)

<u>New Const.</u>	<u>Re-sales</u>
'23: 453	1,106
'22: 591	1,649
-23.35%	-32.93%

(% change from May 2023: -05.85%)

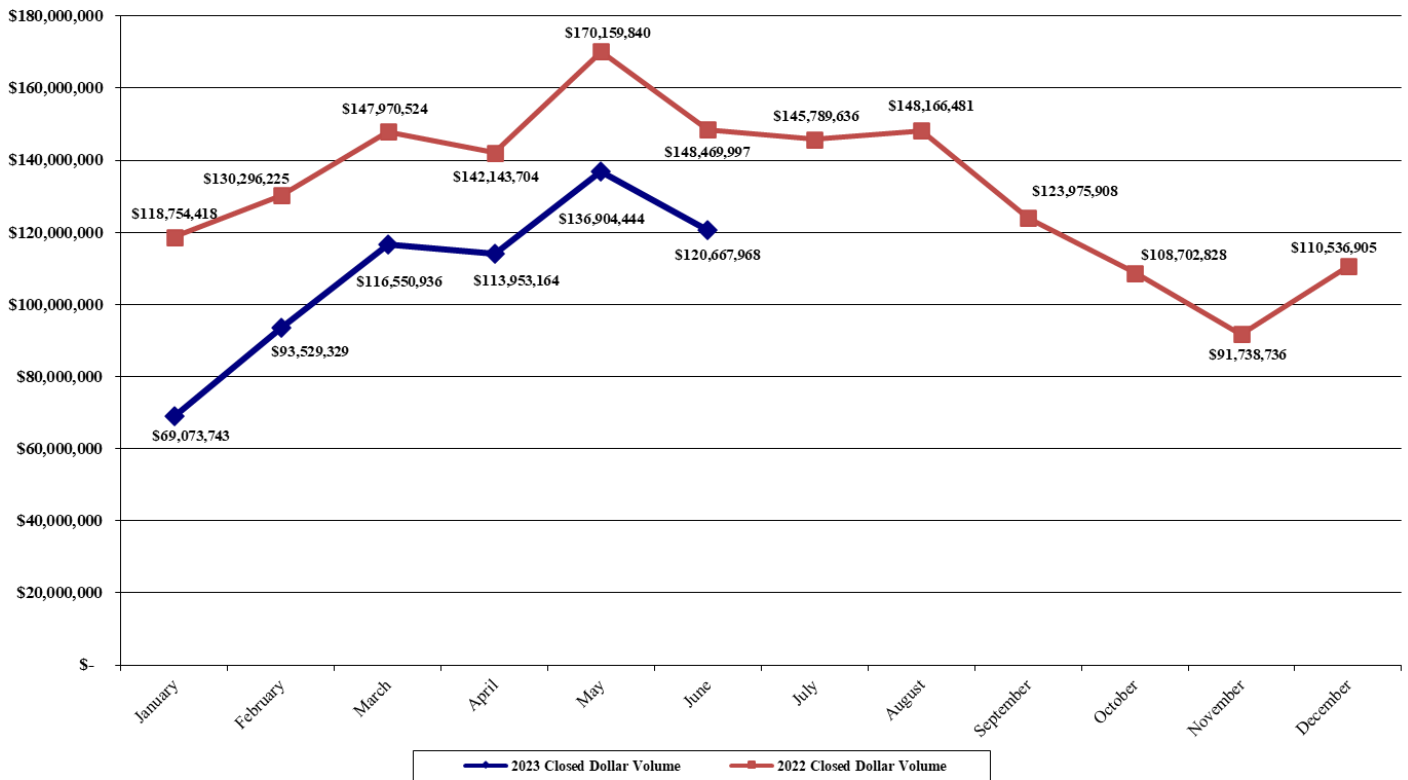
Cumulative total, January – June 2023: 1,559
 Cumulative total, January – June 2022: 2,240
 (% cumulative change: -30.40%)

'23: 119 days	37 days
'22: 39 days	23 days
+80 days	+14 days

Average Days on Market, January – June 2023: 61
 Average Days on Market, January – June 2022: 27
 (Change for January - June: +34 days)

<u>Current Sales Compared to Past Years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
(2023 Lafayette Parish sales as compared to prior year's sales)	1,509	1,596	1,714	1,670	1,731	2,431
	+03.31%	-02.32%	-09.04%	-06.65%	-09.94%	-35.87%

**Dollar Volume of Closed Sales Reported to MLS
All "GEO" Areas/Parishes
January - June 2023 vs. 2022**



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

06/23: \$ 33,355,145
06/22: \$ 40,386,280
 (% chg.: -17.41%)

Dollar Volume of Closed Residential Sales, June 2023: \$120,667,968
Dollar Volume of Closed Residential Sales, June 2022: \$148,469,997
 (% change for June: -18.73%)

(% change from May 2023: -11.86%)

'23: \$207,243,804
'22: \$228,148,330
 (% chg.: -09.16%)

Cumulative total January – June 2023: \$ 650,679,584
Cumulative total January – June 2022: \$ 857,794,708
 (% cumulative change: -24.15%)

'23: \$197,187
'22: \$197,702
 (% chg.: -00.26%)

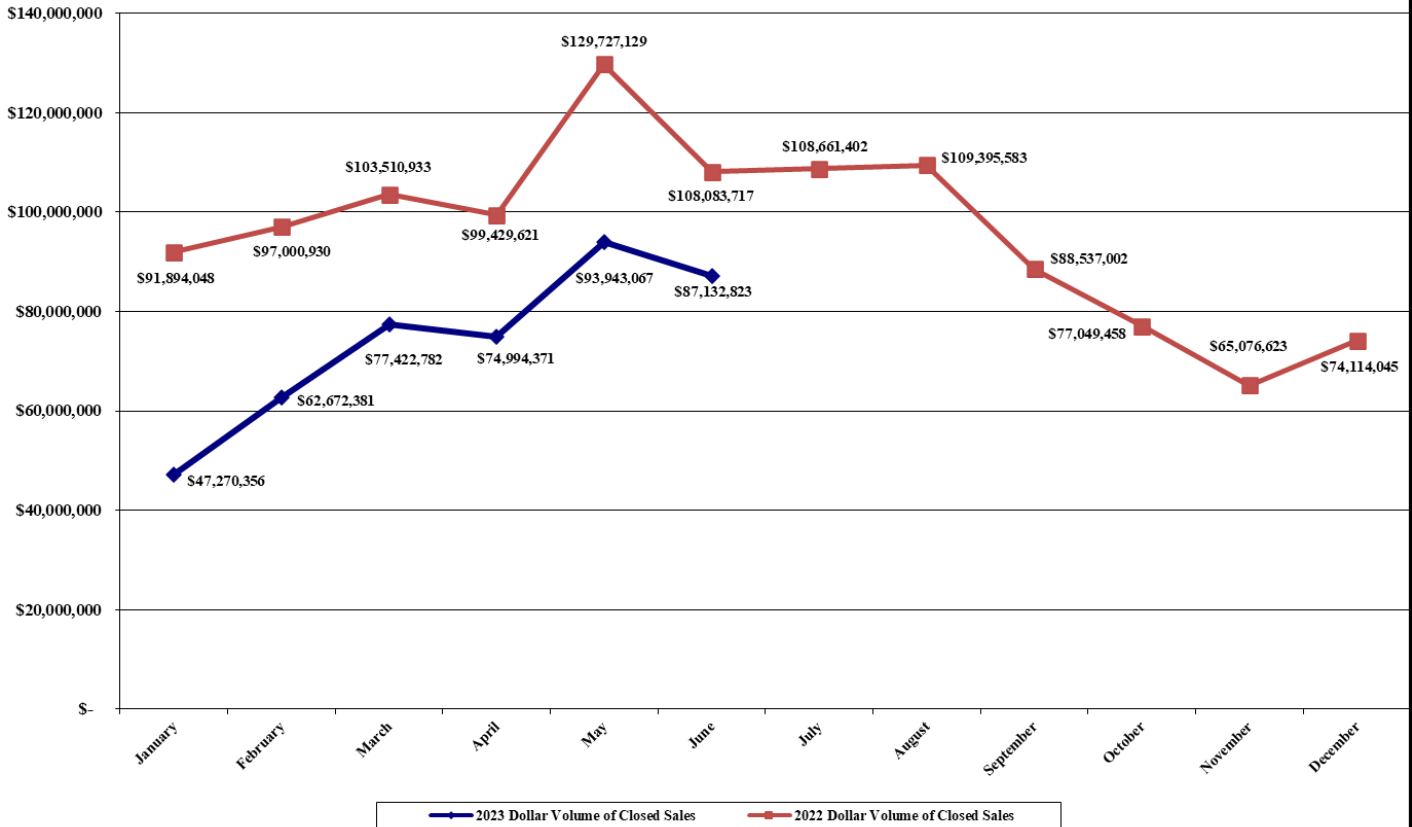
Average Sale Price, January - June 2023: \$249,302
Average Sale Price, January – June 2022: \$252,738
 (% change in Average Sale Price: -01.35%)

Median Sold Price, January - June 2023: \$227,000
Median Sold Price, January - June 2022: \$230,000
 (% change in Median Sold Price: -01.36%)

% of List Price to Sale Price, January - June 2023: 97.60%
% of List Price to Sale Price, January - June 2022: 98.34%

<u>Current \$ vol. compared to past years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
(2023 \$ vol. outside Lafayette Parish as compared to past years.)	\$105,608,404	\$117,169,020	\$121,375,195	\$149,259,639	\$144,876,005	\$217,548,003
	+96.24%	+76.88%	+70.75%	+38.85%	+43.05%	-04.74%

Dollar Volume of Closed Residential Sales
Lafayette Parish Only
January - June 2023 vs. 2022

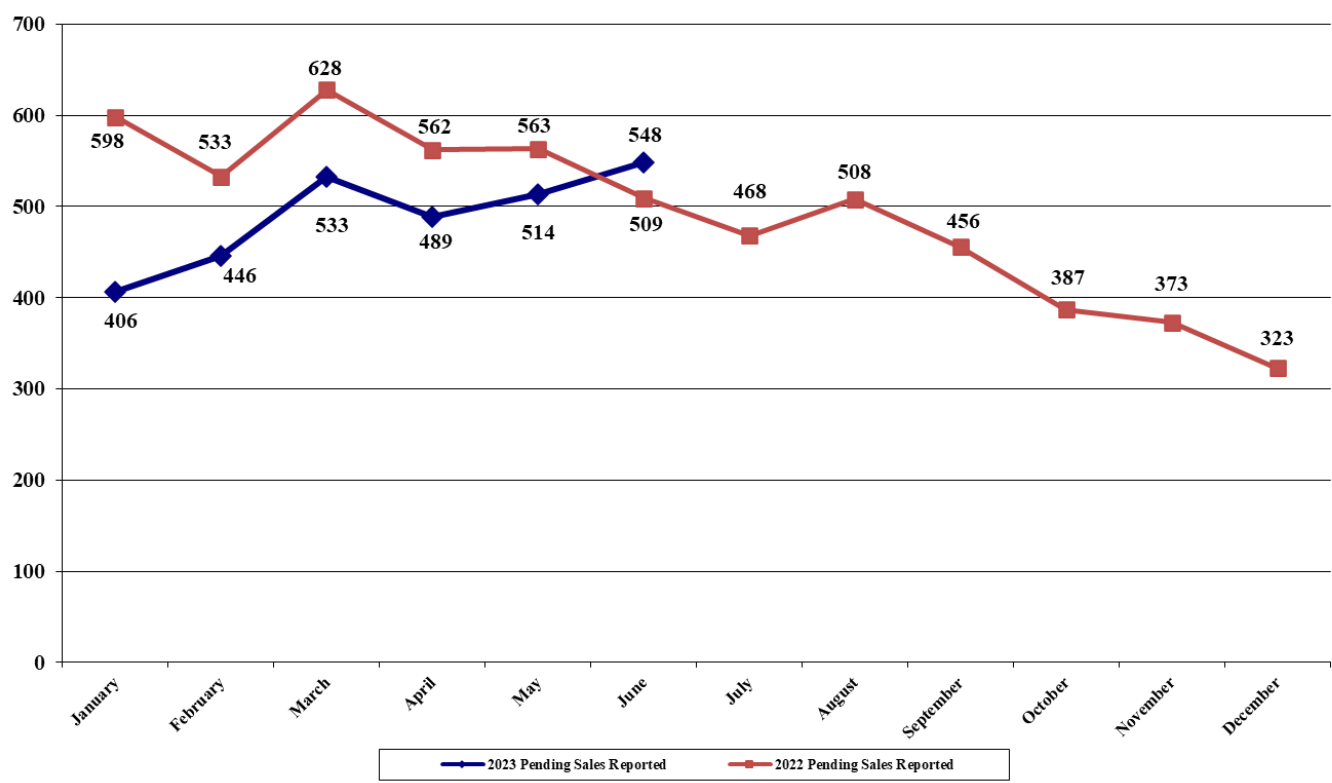


LAFAYETTE PARISH
(Excludes "GEO" areas outside of Lafayette Parish)

<u>New Const.</u>	<u>Re-sales</u>	
06/23: \$33,007,413	\$54,125,410	Dollar Volume of Closed Residential Sales, June 2023: \$ 87,132,823
06/22: \$29,853,195	\$78,230,522	Dollar Volume of Closed Residential Sales, June 2022: \$108,083,717
+10.57%	-30.81%	(% change for June: -19.38%)
		(% change from May 2023: -07.25%)
<u>New Const.</u>	<u>Re-sales</u>	Cumulative total January – June 2023: \$443,435,780
'23: \$149,529,918	\$293,905,862	Cumulative total January – June 2022: \$629,646,378
'22: \$179,637,557	\$450,008,821	(% cumulative change: -29.57%)
-16.76%	-34.69%	
'23: \$330,088	\$265,737	Average Sale Price, January - June 2023: \$284,436
'22: \$303,955	\$272,898	Average Sale Price, January - June 2022: \$281,092
+08.60%	-02.62%	(% change in Average Sale Price: +01.19%)
'22: \$283,000	\$225,000	Median Sold Price, January – June 2023: \$245,000
'22: \$265,230	\$234,000	Median Sold Price, January – June 2022: \$245,000
+06.70%	-03.85%	(% change in Median Sold Price: N/C)
'23: 99.73%	97.12%	% of List Price to Sale Price, January - June 2023: 97.98%
'22: 100.39%	98.44%	% of List Price to Sale Price, January - June 2022: 98.99%

<u>Current Sales Compared to Past Years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
(2022 Lafayette Parish dollar volume as compared to prior years)	\$335,317,949	\$340,808,507	\$386,138,207	\$374,484,210	\$393,634,894	\$616,148,808
	+32.24%	+30.11%	+14.84%	+18.41%	+12.65%	-28.03%

Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - June 2023 vs. 2022



Pending Sales as of July 6, 2023

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

Outside Lafayette Parish

June, '23: 231
 June, '22: 179
 (% chg: +29.05%)

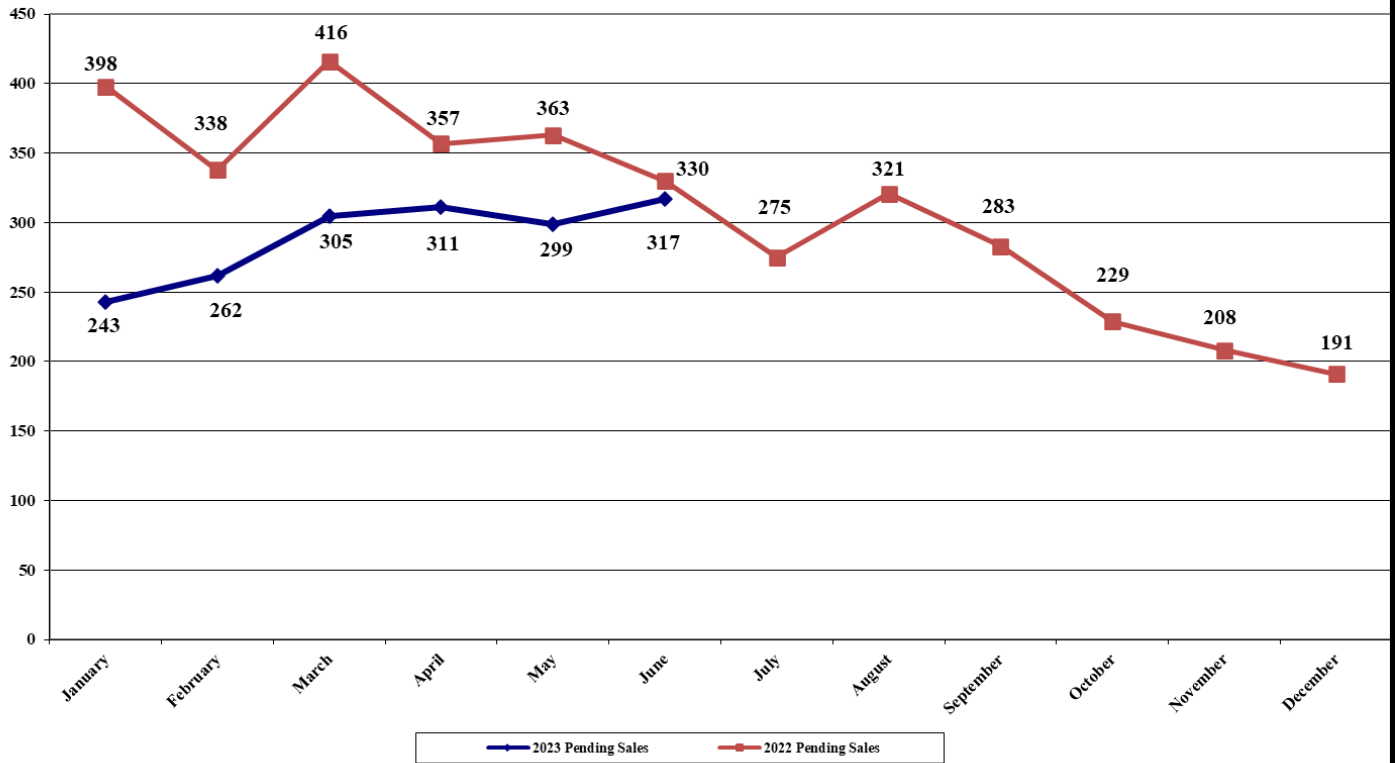
Number of Pending Home Sales Reported to MLS, June 2023: 548
Number of Pending Home Sales Reported to MLS, June 2022: 509
 (% change for June: +07.66%)

(% change from May 2023: +06.61%)

'23: 1,199
 '22: 1,191
 (% chg: +00.67%)

Cumulative total, January – June 2023: 2,936
Cumulative total, January – June 2022: 3,393
 (% cumulative change: -13.47%)

Pending Residential Sales Reported to MLS
Lafayette Parish Only
January - June 2023 vs. 2022



Pending sales as of July 6, 2023

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

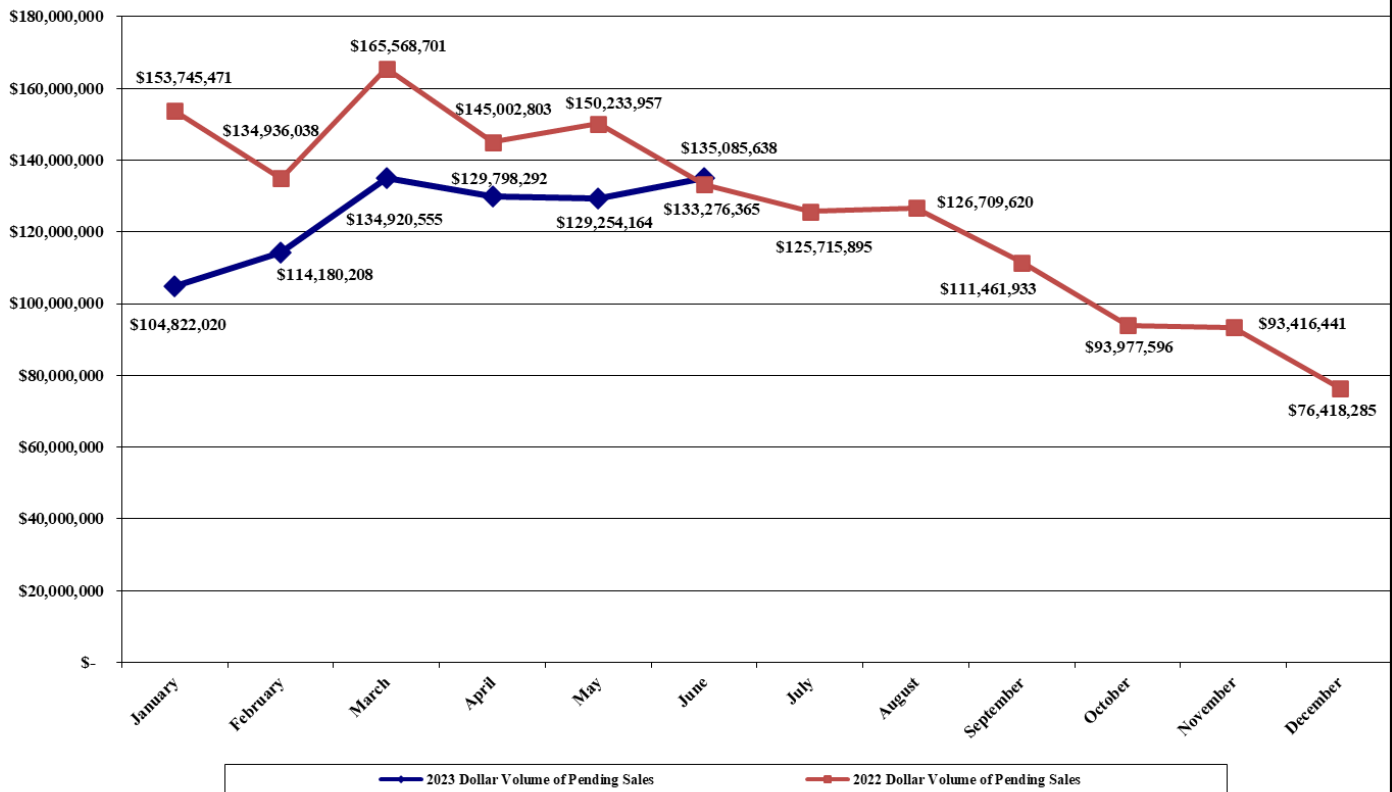
	<u>New Const.</u>	<u>Re-sales</u>
06/23:	84	233
06/22:	59	271
	+42.37%	-14.02%

Number of Pending Home Sales Reported to MLS, June 2023: 317
 Number of Pending Home Sales Reported to MLS, June 2022: 330
 (% change for June: -03.94%)
 (% change from May 2023: +06.02%)

	<u>New Const.</u>	<u>Re-sales</u>
'23:	515	1,222
'22:	507	1,695
	+01.58%	-27.91%

Cumulative total, January – June 2023: 1,737
 Cumulative total, January – June 2022: 2,202
 (% cumulative change: -21.12%)

Dollar Volume of Pending Residential Sales Reported to MLS
All "GEO" Areas/Parishes
January - June 2023 vs 2022



Pending Sale dollar volume as of July 6, 2023

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

Dollar Volume of Pending Home Sales, June 2023: \$135,085,638

Dollar Volume of Pending Home Sales, June 2021: \$133,276,365

(% change for June: +01.36%)

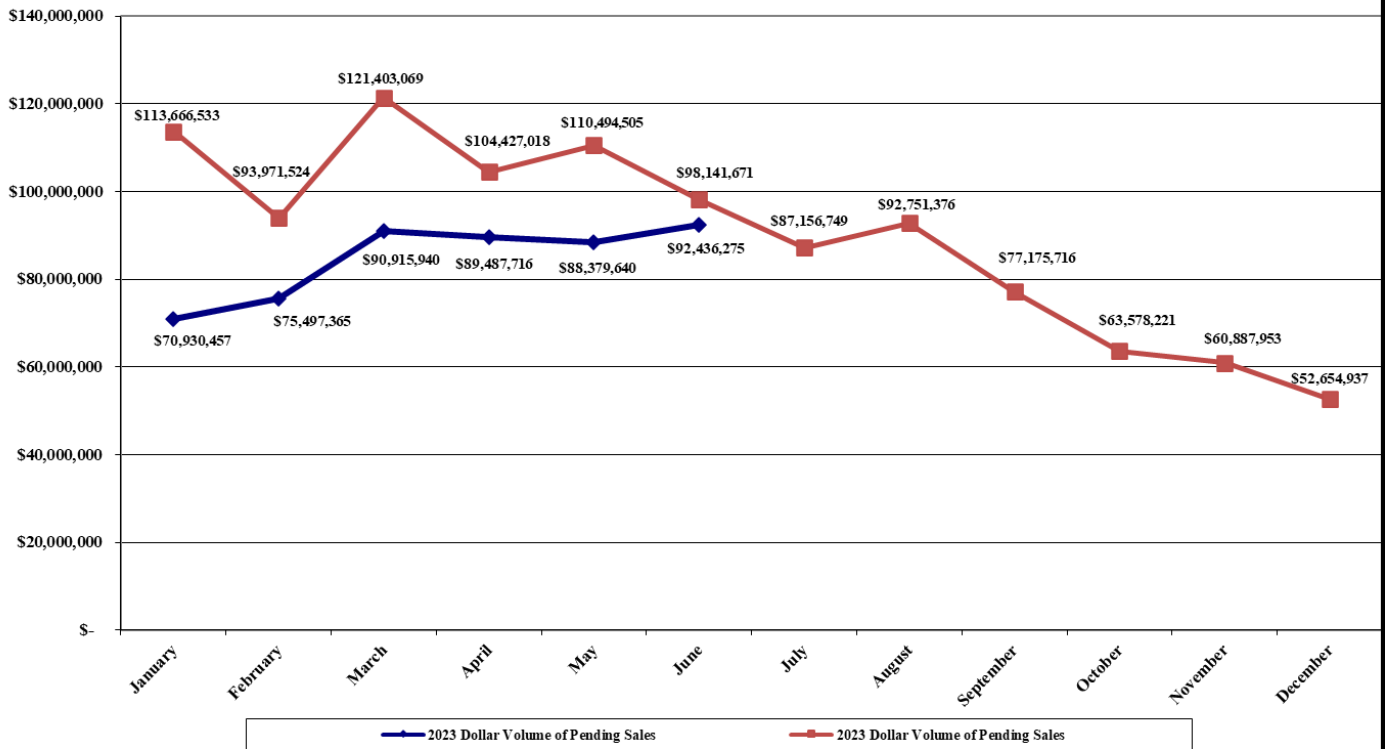
(% change from May 2023: +04.51%)

Cumulative total, January – June 2023: \$748,060,877

Cumulative total, January – June 2022: \$882,763,335

(% cumulative change: -15.26%)

Dollar Volume of Pending Residential Sales
Lafayette Parish Only
January - June 2023 vs 2022



Pending Sale dollar volume as of July 6, 2023

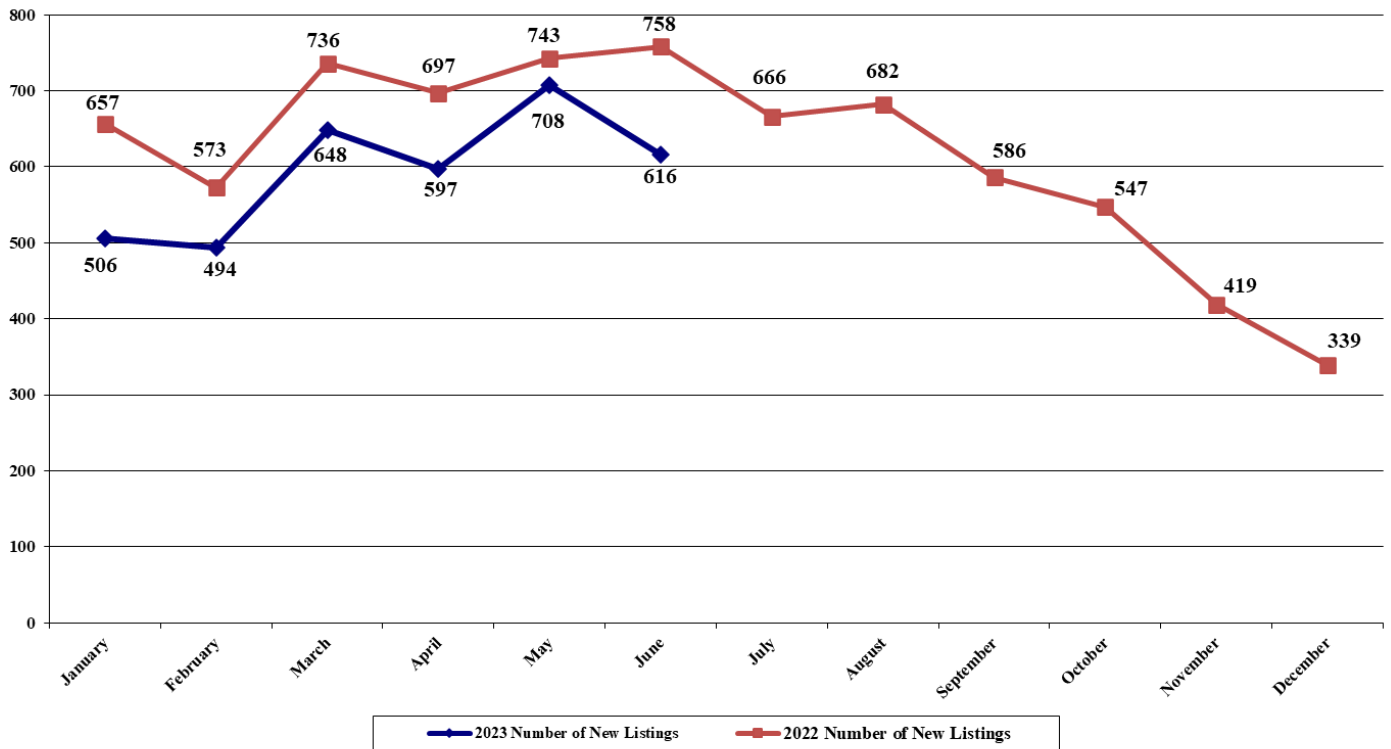
LAFAYETTE PARISH
(Excludes “GEO” areas outside of Lafayette Parish)

Dollar Volume of Pending Home Sales, June 2023: \$ 92,436,275
Dollar Volume of Pending Home Sales, June 2022: \$ 98,141,671
(% change for June: -05.81%)

(% change from May 2023: +04.59%)

Cumulative total, January – June 2023: \$507,647,393
Cumulative total, January – June 2022: \$642,104,320
(% cumulative change: -20.94%)

Number of New Residential Listings Reported to MLS
 All "GEO" Areas/Parishes
 January - June 2023 vs. 2022



New Listing count as of July 6, 2023

Outside Lafayette Parish

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

June '23: 272
June, '22: 289
 (% chg: -05.88%)

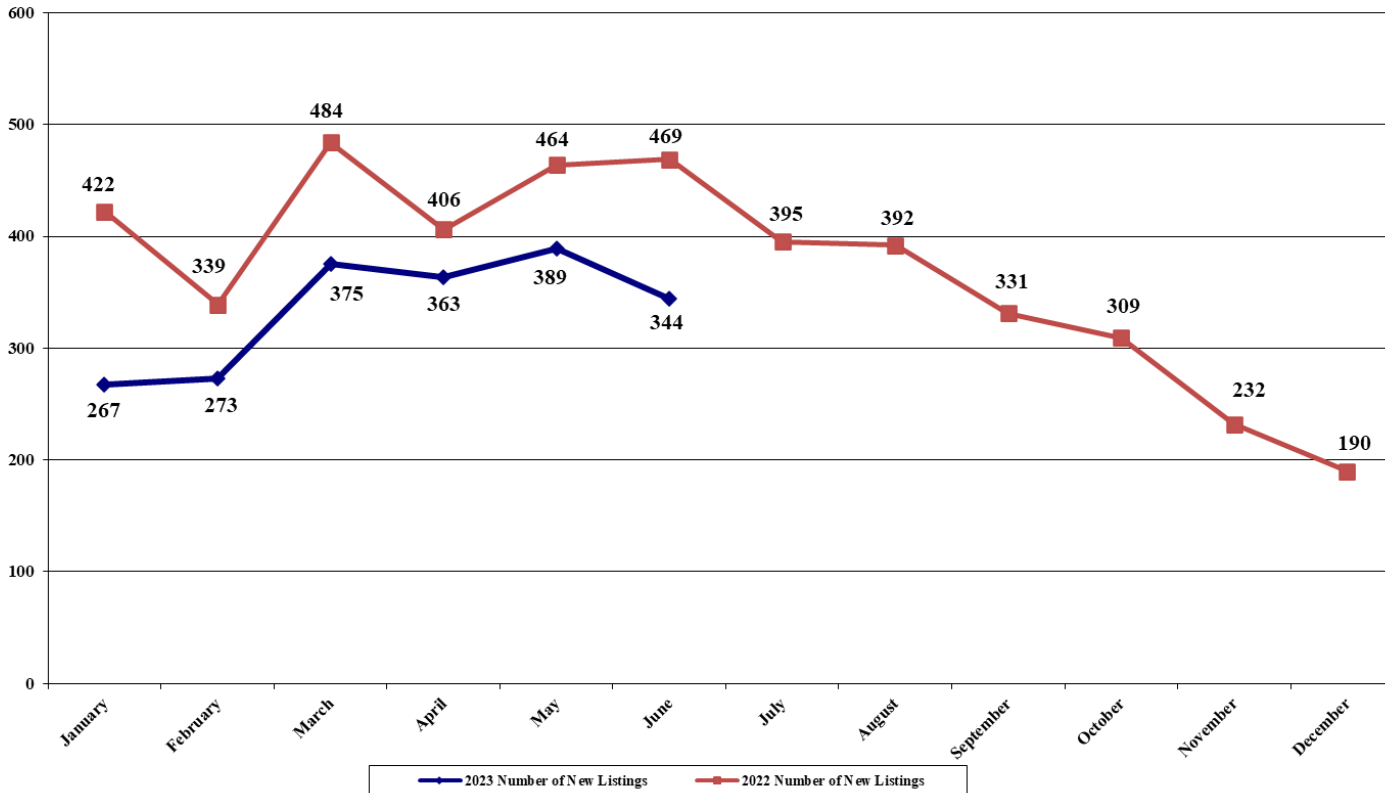
Number of New Residential Listings Reported to MLS, June 2023: 616
Number of New Residential Listings Reported to MLS, June 2022: 758
 (% change for June: (-18.73%)

(% change from May 2023: -12.99%)

'22: 1,558
'21: 1,580
 (% chg: -01.39%)

Cumulative total, January – June 2023: 3,569
Cumulative total, January – June 2022: 4,164
 (% cumulative change: -14.29%)

**Number of New Residential Listings Reported to MLS
Lafayette Parish Only
January - June 2023 vs. 2022**



New Listing count as of July 6, 2023

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

<u>New Const.</u>	<u>Re-sales</u>
06/23: 89	255
06/22: 115	354
-22.61%	-27.97%
‘22: 539	1,472
‘21: 634	1,950
-14.98%	-24.51%

Number of New Residential Listings Reported to MLS, June 2023: 344
Number of New Residential Listings Reported to MLS, June 2022: 469
 (% change for June: -26.87%)

(% change from May 2023: -11.83%)

Cumulative total, January – June 2023: 2,011
Cumulative total, January – June 2022: 2,584
 (% cumulative change: -22.17%)

<u>Comparison to Past Years:</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>
#New Listings Taken	2,506	2,649	2,838	2,513	2,454	2,829	2,584	2,011
# Sold	1,509	1,596	1,714	1,670	1,731	2,431	2,240	1,558
Ratio – New Listings/Sold	1.66:1	1.66:1	1.66:1	1.50:1	1.42:1	1.16:1	1.15:1	1.29:1
2022: % +/- over	-19.75%	-24.08%	-29.14%	-19.98%	-18.05%	-28.91%	-22.17%	

2023 Home Sales Outside Lafayette Parish

January – June 2023



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

January – June 2023 vs. January – June 2022

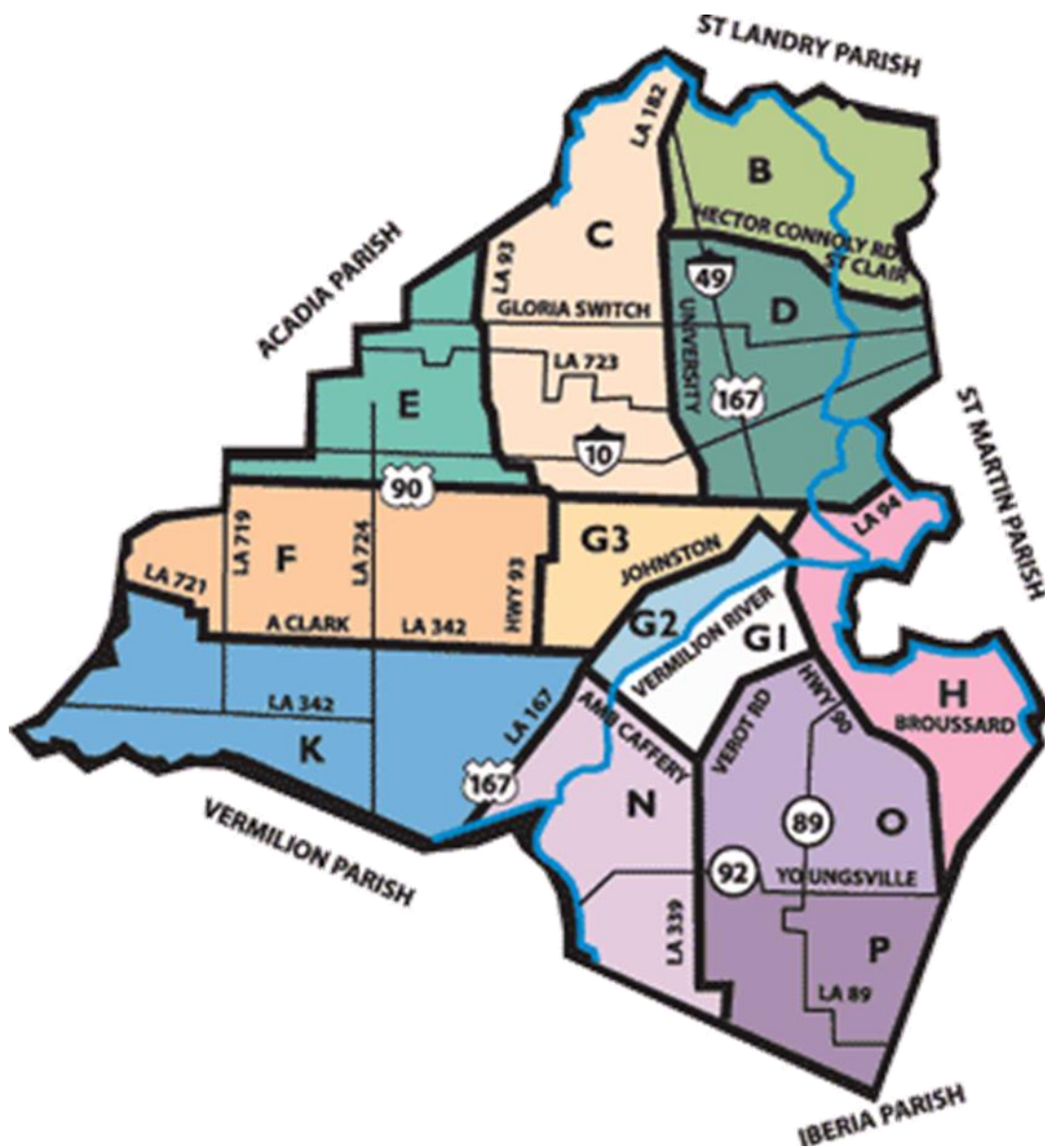
PARISH	'23 Closed Sales	'22 Closed Sales	% + or -	'23 Closed \$ Volume	'22 Closed \$ Volume	% + or -
Iberia	224	210	+06.7%	\$40,012,621	\$37,009,442	+08.1%
St. Landry	211	256	-17.6%	\$40,276,450	\$49,792,913	-19.1%
Vermillion	199	229	-13.1%	\$40,378,093	\$49,151,618	-17.9%
St. Martin	155	150	+03.3%	\$38,090,263	\$33,284,273	+14.4%
Acadia	142	177	-19.8%	\$28,503,031	\$32,400,305	-12.0%
Evangeline	40	44	-09.9%	\$ 4,845,200	\$ 5,888,350	-17.7 %
St. Mary	35	47	-25.5%	\$ 5,868,896	\$ 9,542,005	-38.5%
Jeff Davis	18	13	+38.5%	\$ 3,310,750	\$ 2, 857,500	+15.9%
Others	27	28		\$ 5,958,500	\$ 8,221,924	
TOTAL	1,051	1,154	-08.9%	\$207,243,804	\$228,148,330	-09.2%

January – June 2023 closed residential sales from the above parishes represent 40.3% of the total number of closed transactions reported to the MLS and 31.9% of the closed sale dollar volume. This compares with 34.0% of the total number of closed transactions reported to the MLS and 26.6% of the closed dollar volume as of January – June 2022.

PARISH	'23 Average Sale Price	'22 Average Sale Price	% + or -	'23 Median Sale Price	'22 Median Sale Price	% + or -
St. Martin	\$245,743	\$221,895	+10.8%	\$237,500	\$190,000	+25.0%
Vermillion	\$202,904	\$214,635	-05.5%	\$226,405	\$226,000	+00.2%
Acadia	\$200,725	\$183,052	+09.7%	\$198,950	\$172,000	+15.7%
St. Landry	\$190,883	\$194,503	-01.9%	\$163,000	\$170,500	-04.4%
Iberia	\$178,627	\$176,235	+01.4%	\$162,500	\$155,000	+04.8%
St. Mary	\$167,682	\$203,021	-17.4%	\$125,000	\$150,000	-16.7%
Evangeline	\$121,130	\$133,826	-09.5%	\$100,950	\$110,100	-08.3%

2023 Lafayette Parish Home Sales by GEO Area

January – June 2023



Lafayette Parish Closed Sales Reported to the MLS by GEO Area

January – June 2023 vs. January – June 2022

	'23 Closed Sales	'22 Closed Sales	% + or -	'23 Closed \$ Volume	'22 Closed \$ Volume	% + or -	'23 Avg. Sale Price	'22 Avg. Sale Price	% + or -	# Mos. Supply
Area B	18	22	- 18.2%	\$ 7,365,662	\$ 7,373,700	- 00.1%	\$400,203	\$335,168	+19.4%	3.7 mos.
Area C	103	129	-20.2%	\$ 19,645,367	\$ 26,683,138	-26.4%	\$190,731	\$206,846	-07.8%	2.2 mos.
Area D	162	194	- 16.5%	\$ 32,947,247	\$ 40,494,518	-18.6%	\$203,378	\$208,734	-02.6%	2.3 mos.
Area E	25	32	-21.8%	\$ 5,746,179	\$ 8,157,500	-29.6%	\$229,847	\$254,921	-09.8%	3.1 mos.
Area F	88	127	-30.7%	\$ 23,182,745	\$ 31,869,812	-27.2%	\$263,440	\$250,943	+05.0%	2.8 mos.
Area G1	64	126	-49.2%	\$ 24,593,900	\$ 52,927,915	-53.5%	\$384,279	\$420,062	-08.5%	2.0 mos.
Area G2	114	158	- 27.9%	\$ 33,865,100	\$ 49,423,058	- 31.5%	\$297,062	\$312,804	- 05.0%	3.3 mos.
Area G3	195	283	-31.1%	\$ 39,438,726	\$ 55,375,352	-28.8%	\$202,249	\$195,672	+03.4%	2.0 mos.
Area H	55	39	+41.0%	\$ 11,993,227	\$ 9,527,400	+25.9%	\$218,058	\$244,292	- 10.7%	3.1 mos.
Area K	76	189	-59.8%	\$ 19,707,555	\$ 44,523,311	-55.7%	\$259,309	\$235,573	+10.1%	4.3 mos.
Area N	194	242	-19.8%	\$ 73,318,665	\$ 78,444,938	-06.5%	\$377,931	\$324,152	+16.6%	2.5 mos.
Area O	281	416	-32.5%	\$ 90,514,909	\$134,500,895	-32.7%	\$322,117	\$323,319	-00.4%	3.7 mos.
Area P	184	283	-35.0%	\$ 61,116,498	\$ 90,344,841	-32.4%	\$332,154	\$319,239	+04.1%	3.0 mos.
TOTAL	1,559	2,240	-30.4%	\$443,435,780	\$629,646,378	-29.6%	\$284,436	\$281,092	+01.2%	2.9 mos.

Lafayette North (Areas B,C,D,E): 308 sales in 2023 vs.377 in 2022 – 18.3% decrease/\$65,704,455 in 2023 sale \$ volume vs \$82,708,856 in 2022 – 20.6% decrease (19.8% of total sales/14.8% of total \$ volume)
West Lafayette (Areas F,K): 164 sales in 2023 vs. 326 in 2022 – 49.7% decrease/\$42,890,300 in 2023 sale \$ volume vs. \$76,393,123 in 2022 – 43.9% decrease (10.5% of total sales/9.7% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 373 sales in 2023 vs.567 in 2022 – 34.2% decrease/\$97,897,726 in 2023 vs. \$157,726,325 in 2022 – 37.9% decrease (24.0% of total sales/22.1% of total \$ volume)
South Lafayette (Areas N, O, P): 658 sales in 2023 vs 941 in 2022 – 30.1% decrease/\$224,665,072 in 2023 vs. \$303,290,674 in 2022 – 25.9% decrease (42.2% of total sales/50.7% of total \$ volume)
East Lafayette (Area H): (3.5% of total sales/2.7% of total \$ volume)

Lafayette Parish Existing Home Sales Reported GEO Area January – June 2023 vs. January – June 2022

	'23 Closed Sales	'22 Closed Sales	% + or -	'23 Closed \$ Volume	'22 Closed \$ Volume	% + or -	'23 Avg. Sale Price	'22 Avg. Sale Price	% +or -	# Mos. Supply
Area B	15	19	- 21.1%	\$ 5,463,500	\$ 5,838,700	-06.4%	\$265,888	\$307,300	-13.5%	4.4 mos.
Area C	76	102	-25.5%	\$ 13,554,623	\$ 20,412,704	- 33.6%	\$178,350	\$200,124	-10.9%	1.4 mos.
Area D	121	159	-23.9%	\$ 21,921,847	\$ 31,963,899	-31.4%	\$181,172	\$201,030	-09.9%	2.3 mos.
Area E	07	22	-68.2%	\$ 1,641,900	\$ 5,122,500	-68.0%	\$234,557	\$232,840	+00.7%	4.3 mos.
Area F	48	71	-32.4%	\$ 10,808,900	\$ 16,310,374	-33.7%	\$225,185	\$229,723	-02.0%	1.9 mos.
Area G1	64	123	-48.0%	\$ 24,593,900	\$ 52,242,015	-52.9%	\$384,279	\$424,731	-09.5%	1.7 mos.
Area G2	110	157	-29.9%	\$ 32,580,200	\$ 49,173,558	-33.7%	\$296,183	\$313,207	-05.4%	2.7 mos.
Area G3	150	255	-41.2%	\$ 28,707,286	\$ 48,756,619	-41.1%	\$191,381	\$191,202	+00.1%	1.6 mos.
Area H	38	37	+02.7%	\$ 7,688,500	\$ 8,967,400	-14.3%	\$202,328	\$242,362	-16.5%	2.1 mos.
Area K	44	81	-45.7%	\$ 10,635,675	\$ 18,270,350	-41.8%	\$241,719	\$225,559	+07.2%	3.1 mos.
Area N	143	173	-17.3%	\$ 53,567,625	\$ 56,952,043	-05.9%	\$374,598	\$329,202	+13.8%	2.6 mos.
Area O	201	315	-36.2%	\$ 55,862,925	\$ 93,358,303	-40.2%	\$277,925	\$296,375	-06.2%	2.1 mos.
Area P	89	135	-34.1%	\$ 26,878,981	\$ 42,640,356	-37.0%	\$302,011	\$315,854	-04.4%	2.2 mos.
TOTAL	1,106	1,649	-32.9%	\$293,905,862	\$450,008,821	-34.7%	\$265,737	\$272,898	-01.9%	2.2 mos.

Lafayette North (Areas B,C,D,E): 219 sales in 2023 vs.302 in 2022 – 27.5% decrease/\$42,581,870 in 2023 sale \$ volume vs \$63,337,803 in 2022 – 32.8% decrease (19.8% of total sales/14.5% of total \$ volume)
West Lafayette (Areas F,K): 92 sales in 2023 vs. 152 in 2022 – 39.5% decrease/\$21,444,575 in 2023 sale \$ volume vs. \$34,580,724 in 2022 – 38.0% decrease (8.3% of total sales/7.3% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 324 sales in 2023 vs. 535 in 2022 – 39.4% decrease/\$85,881,386 in 2023 vs. \$150,172,192 in 2022 – 42.8% decrease (29.3% of total sales/29.3% of total \$ volume)
South Lafayette (Areas N, O, P): 432 sales in 2023 vs 623 in 2022 – 30.6% decrease/\$136,024,531 in 2023 vs. \$192,950,702 in 2022 – 6.1% decrease (39.1% of total sales/46.3% of total \$ volume)
East Lafayette (Area H): (3.5% of total sales/2.6% of total \$ volume)

Lafayette Parish **New Construction Sales** Reported GEO Area January – June 2023 vs. January – June 2022

	23 Closed Sales	'22 Closed Sales	% + or -	'23 Closed \$ Volume	'22 Closed \$ Volume	% + or -	'23 Avg. Sale Price	'22 Avg. Sale Price	% +or -	# Mos. Supply
Area B	03	03	N/C	\$ 1,902,162	\$ 1,535,000	+23.9%	\$634,054	\$511,666	+24.1%	0.0 mos.
Area C	27	27	N/C	\$ 6,090,744	\$ 6,270,434	-02.9%	\$225,583	\$232,238	-02.9%	4.2 mos.
Area D	41	35	+17.1%	\$11,025,400	\$ 8,530,619	+29.3%	\$268,912	\$243,731	+10.3%	2.3 mos.
Area E	18	10	+80.0%	\$ 4,104,279	\$ 3,035,000	+35.2%	\$228,015	\$303,500	-24.9%	2.7 mos.
Area F	40	56	-28.6%	\$12,373,845	\$15,559,438	-20.5%	\$309,346	\$277,847	+11.3%	3.8 mos.
Area G1	-0-	03		\$ -0-	\$ 685,900		\$ -0-	\$228,633		0.0 mos.
Area G2	04	01	+300.0%	\$ 1,284,900	\$ 249,500	+415.0%	\$321,225	\$249,500	+28.8%	21.0 mos.
Area G3	45	28	+60.7%	\$10,731,440	\$6,618,733	+62.1%	\$238,476	\$236,383	+00.9%	3.3 mos.
Area H	17	02	+750.0%	\$ 4,304,727	\$ 560,000	+668.7%	\$253,219	\$280,000	-09.6%	5.3 mos.
Area K	32	108	-70.4%	\$ 9,071,880	\$26,252,961	-65.4%	\$283,496	\$243,082	+16.6%	5.8 mos.
Area N	51	69	-26.1%	\$19,751,040	\$21,492,895	-08.1%	\$387,275	\$311,491	+24.3%	2.4 mos.
Area O	80	101	-20.8%	\$34,651,984	\$41,142,592	-15.8%	\$433,149	\$407,352	+06.3%	7.7 mos.
Area P	95	148	-35.8%	\$34,237,517	\$47,704,485	-28.2%	\$360,394	\$322,327	+11.8%	3.9 mos.
TOTAL	453	591	-23.4%	\$149,529,918	\$ 179,637,557	-16.8%	\$330,088	\$303,955	+08.60%	4.5 mos.

Lafayette North (Areas B,C,D,E): 89 sales in 2023 vs. 75 in 2022 – 18.7% increase/\$23,122,585 in 2023 sale \$ volume vs \$19,371,053 in 2022 – 19.4% increase (19.6% of total sales/15.5% of total \$ volume)
West Lafayette (Areas F,K): 72 sales in 2023 vs. 164 in 2022 – 56.1% decrease/\$21,445,725 in 2023 sale \$ volume vs. \$41,812,399 in 2022 – 48.7% decrease (15.9% of total sales/14.3% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 49 sales in 2023 vs. 32 in 2022– 53.1% increase/\$12,016,340 in 2023 vs. \$7,554,133 in 2022 – 59.1% increase (10.8% of total sales/8.0% of total \$ volume)
South Lafayette (Areas N, O, P): 226 sales in 2023 vs 318 in 2022 – 28.9% decrease/\$88,640,541 in 2022 vs. \$110,339,972 in 2022 – 19.7% decrease (49.9% of total sales/59.3% of total \$ volume)
East Lafayette (Area H): (3.8% of total sales/2.9% of total \$ volume)