

COMPASS

Acadiana
Market Report
May 2024



Definitions _____	3
Acadiana _____	4-9
Acadiana New Construction _____	7-8
Lafayette Parish _____	10-17
Lafayette Resale Homes _____	13-14
Lafayette New Construction _____	15-16
Out of Parish _____	18-23
Out of Parish New Construction _____	21-22
Predictions _____	24-25
Market Penetration _____	26-28

Acadiana: This region is comprised of Acadia, St Landry, St Martin, Lafayette, Iberia, and Vermilion Parishes.

Out of Parish: This would include Acadia, St Landry, St Martin, Iberia, and Vermilion Parishes – all Parishes in Acadiana EXCEPT Lafayette Parish

Q1: First quarter of the year (January-March)

Q2: Second quarter of the year (April-June)

Q3: Third quarter of the year (July-September)

Q4: Fourth quarter of the year (October-December)

Unit: Accounts for one transaction.

Dollar Volume: The total of all Sales Prices.

Number Active: The number of listings for sale which are currently being marketed but do not yet have a purchase agreement. This number is pulled as of the last day of the report month.

Number Pending: The number of current listings for which a contract has been signed but not yet closed. This number is pulled as of the last day of the report month.

Number Sold: The number of properties that have gone to a closing in the last month.

Average Days on Market (DOM): The average marketing period of currently active listings.

List/Sold Price %: When a property is listed on the market, the list price may change couple times before it gets sold. List/Sold Price % represents the percentage difference between sold price and list price of sold properties.

Resale/Existing: Residential properties that are 1 year or older.

New Construction: Residential properties that are proposed construction, under construction, and new construction >1 year old.

Average Sales Price: The average price for which a property sold.

Months of Inventory: An estimate of how fast listings are currently selling measured in months. *(For example, if 100 properties sell per month and there are 800 properties for sale – there is an 8 month supply of inventory before counting the additional properties that will come on the market.)*

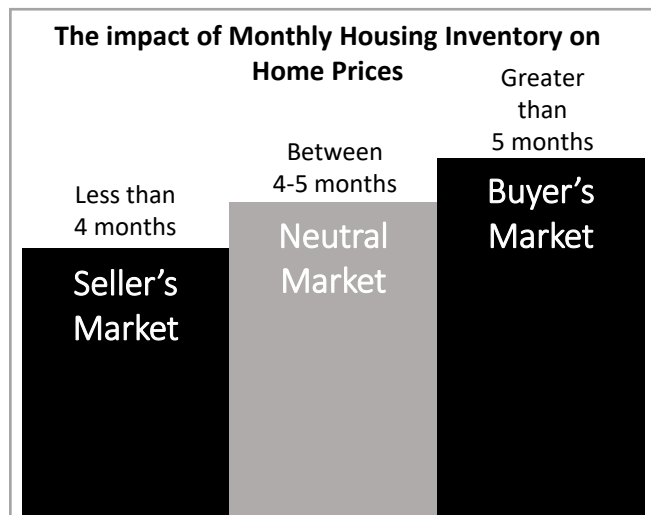
Market Penetration: The extent to which a company is recognized in a particular market.

Year to Date (YTD): a term covering the period between the beginning of the year and the present

Seller's Market: occurs when the housing demand exceeds the supply

Neutral Market: the number of buyers and sellers in the marketplace are equalized

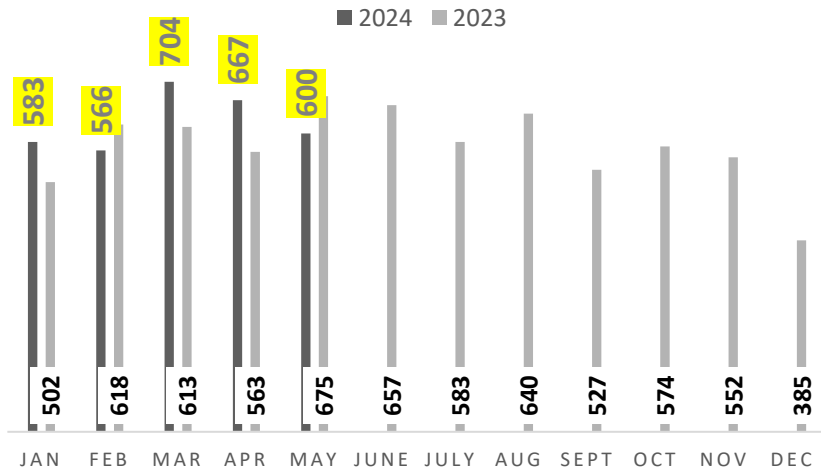
Buyer's Market: housing market where the supply exceeds the demand



Acadiana



Acadiana New Listings

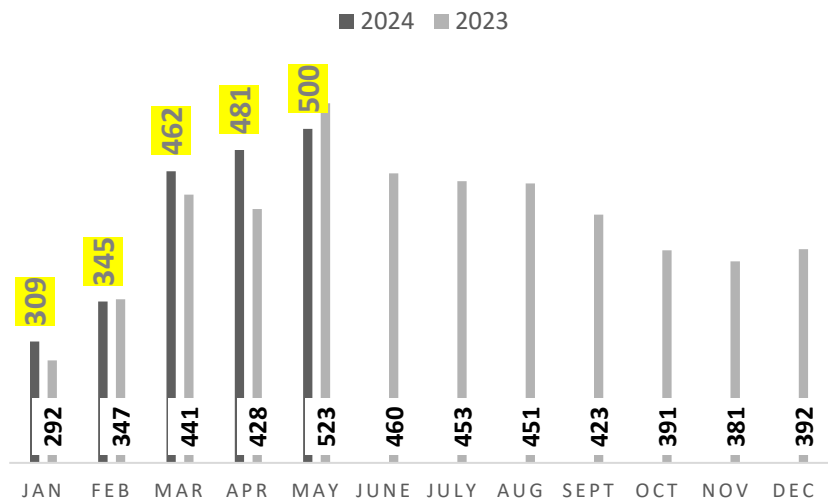


In May 2024 there were 600 new Residential listings in Acadiana. That is a **decrease** of 11% from new listings in May of 2023 and a **decrease** of 10% from new listings in April 2024. Total for 2024 YTD is 3,120 versus 2,971 in 2023 which is a 5% **increase**.

* Any listing with a List date within the reported month range is considered a New Listing.

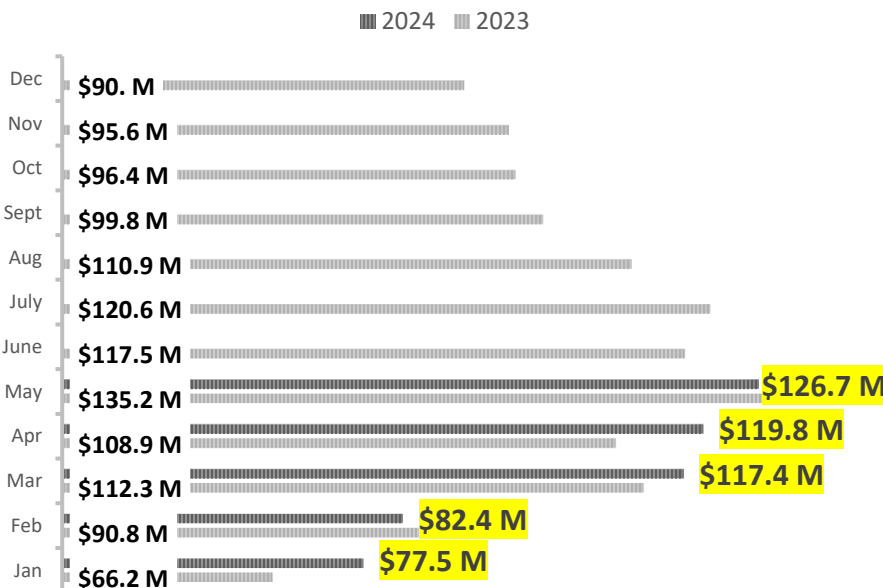
Acadiana Closed Sales

In May 2024 there were 500 total Residential sales in Acadiana. That is a **decrease** of 4% from units sold in May of 2023, but an **increase** of 4% from units sold in April 2024. Total for 2024 YTD is 2,097 versus 2,031 in 2023 which is a 3% **increase**. Average days on market in the month of May across Acadiana was 68.



Acadiana Dollar Volume

In May 2024, the total Residential closed volume was \$126,731,655 across Acadiana. That is a 6% **decrease** from May 2023, but an **increase** of 6% from April 2024. Total for 2024 YTD is \$523,794,070 versus \$513,381,931 in 2023 which is a 2% **increase**. Average Sales Price in May across Acadiana was \$253,463.



Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	7	4	2.9
\$20,000-\$29,999	16	9	2.8
\$30,000-\$39,999	23	16	3.5
\$40,000-\$49,999	17	16	4.7
\$50,000-\$59,999	34	28	4.1
\$60,000-\$69,999	26	27	5.2
\$70,000-\$79,999	38	37	4.9
\$80,000-\$89,999	29	33	5.7
\$90,000-\$99,999	39	36	4.6
\$100,000-\$109,999	30	30	5.0
\$110,000-\$119,999	43	33	3.8
\$120,000-\$129,999	48	47	4.9
\$130,000-\$139,999	62	33	2.7
\$140,000-\$149,999	50	30	3.0
\$150,000-\$159,999	57	34	3.0
\$160,000-\$169,999	47	41	4.4
\$170,000-\$179,999	63	32	2.5
\$180,000-\$189,999	86	44	2.6
\$190,000-\$199,999	59	55	4.7
\$200,000-\$219,999	169	113	3.3
\$220,000-\$239,999	250	209	4.2
\$240,000-\$259,999	214	193	4.5
\$260,000-\$279,999	139	123	4.4
\$280,000-\$299,999	92	95	5.2
\$300,000-\$349,999	142	171	6.0
\$350,000-\$399,999	103	101	4.9
\$400,000-\$449,999	54	60	5.6
\$450,000-\$499,999	38	63	8.3
\$500,000-\$549,999	28	31	5.5
\$550,000-\$599,999	24	37	7.7
\$600,000-\$699,999	23	30	6.5
\$700,000-\$799,999	16	34	10.6
\$800,000-\$899,999	8	20	12.5
\$900,000-\$999,999	6	23	19.2
\$1,000,000 & over	17	50	14.7

\$0 - \$149,999:

22% of all sales reported in this range

20% of all active listings

462 total sales vs 379 actives

4.10 - month supply of inventory

\$150,000 - \$299,999:

56% of all sales reported in this range

49% of all active listings

1176 total sales vs 939 actives

3.99 - month supply of inventory

\$300,000 and above:

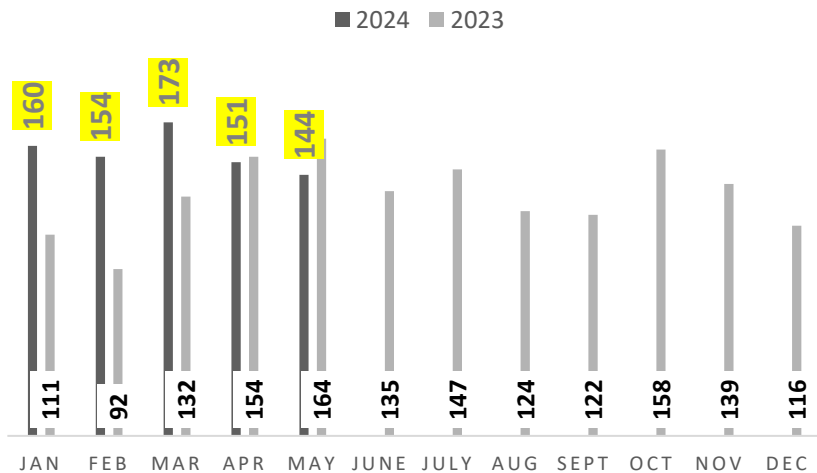
22% of all sales reported in this range

32% of all active listings

459 total sales vs 620 actives

6.75 - month supply of inventory

Acadiana New Construction New Listings

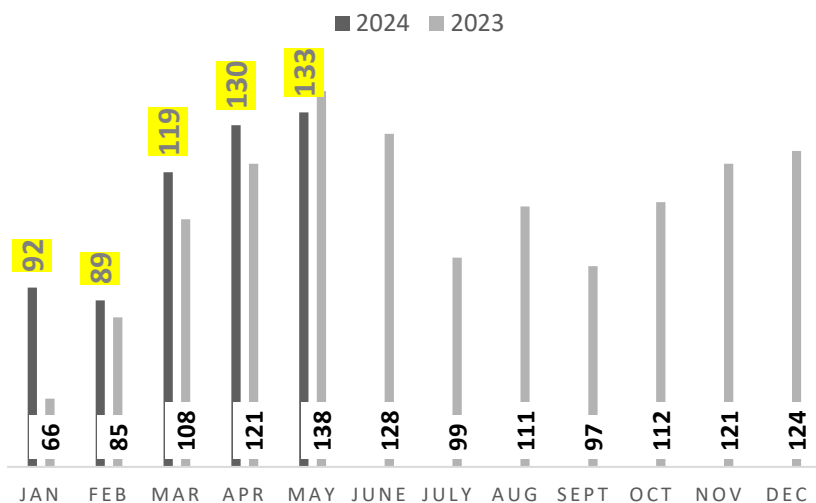


In May 2024 there were 144 new construction listings in Acadiana. That is a **decrease** of 12% from new listings in May 2023, and a **decrease** of 5% from new listings in April 2024. Total for 2024 YTD is 782 versus 653 in 2023 which is a 16% **increase**.

* Any listing with a List date within the reported month range is considered a New Listing.

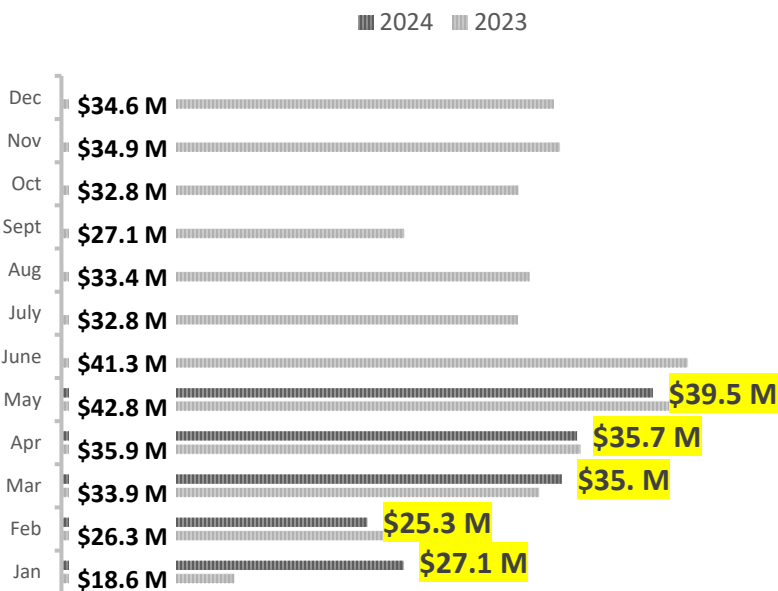
Acadiana New Construction Closed Sales

In May 2024 there were 133 total new construction sales in Acadiana. That is a **decrease** of 4% from units sold in May of 2023, but an **increase** of 2% from units sold in April 2024. Total for 2024 YTD is 563 versus 518 in 2023 which is an 8% **increase**. Average days on market in the month of May for new construction across Acadiana was 90.



Acadiana New Construction Dollar Volume

In May 2024, the total new construction closed volume was \$39,542,968 across Acadiana. That is an 8% **decrease** from May 2023, but an **increase** of 10% from April 2024. Total for 2024 YTD is \$162,640,412 versus \$157,592,109 in 2023 which is a 3% **increase**. Average Sales Price in May for new construction across Acadiana was \$297,315.



Acadiana New Construction Price Points – May 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	0	1	***
\$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	1	0	0.0
\$150,000-\$159,999	1	2	10.0
\$160,000-\$169,999	1	2	10.0
\$170,000-\$179,999	0	3	***
\$180,000-\$189,999	14	12	4.3
\$190,000-\$199,999	3	11	18.3
\$200,000-\$219,999	49	42	4.3
\$220,000-\$239,999	130	124	4.8
\$240,000-\$259,999	117	114	4.9
\$260,000-\$279,999	68	68	5.0
\$280,000-\$299,999	45	44	4.9
\$300,000-\$349,999	47	78	8.3
\$350,000-\$399,999	38	37	4.9
\$400,000-\$449,999	11	23	10.5
\$450,000-\$499,999	13	14	5.4
\$500,000-\$549,999	7	12	8.6
\$550,000-\$599,999	5	13	13.0
\$600,000-\$699,999	4	9	11.3
\$700,000-\$799,999	3	10	16.7
\$800,000-\$899,999	2	5	12.5
\$900,000-\$999,999	1	5	25.0
\$1,000,000 & over	3	9	15.0
	563	638	5.7

\$0 - \$149,999:

0% of all sales reported in this range

0% of all active listings

1 total sales vs 1 actives

5.00 - month supply of inventory

\$150,000 - \$299,999:

76% of all sales reported in this range

66% of all active listings

428 total sales vs 422 actives

4.93 - month supply of inventory

\$300,000 and above:

24% of all sales reported in this range

34% of all active listings

134 total sales vs 215 actives

8.02 - month supply of inventory

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	2971	3120	5%
Closed Sales	2031	2097	3%
Days on Market	74	73	0%
Average Sales Price	\$251,219	\$251,358	0%

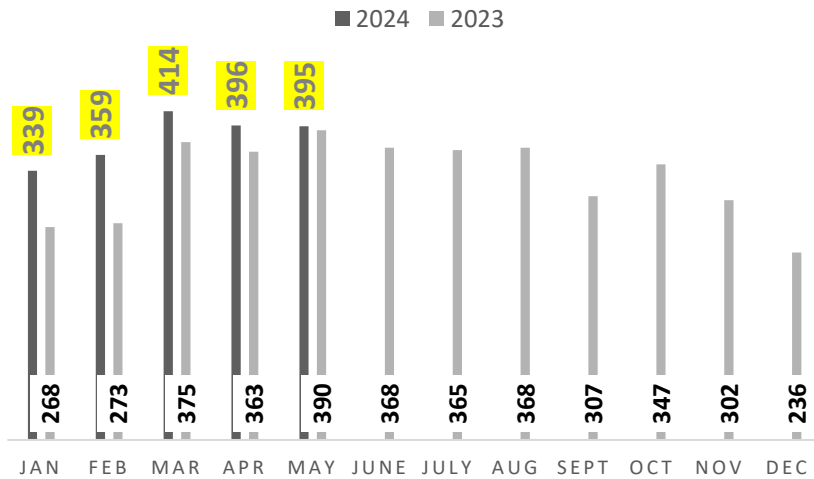
Acadiana New Construction Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	653	782	20%
Closed Sales	518	563	9%
Days on Market	122	105	-13%
Average Sales Price	\$302,608	\$288,945	-5%

Lafayette Parish



Lafayette New Listings

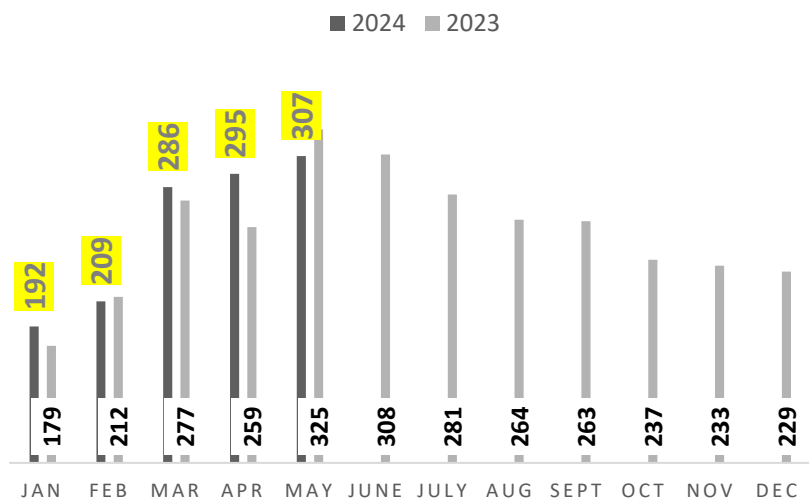


In May 2024 there were 395 new Residential listings in in Lafayette Parish. That is in **increase** of 1% from new listings in May 2023 but a **decrease** of <1% from new listings in April 2024. Total for 2024 YTD is 1,903 versus 1,669 in 2023 which is an 12% **increase**.

* Any listing with a List date within the reported month range is considered a New Listing.

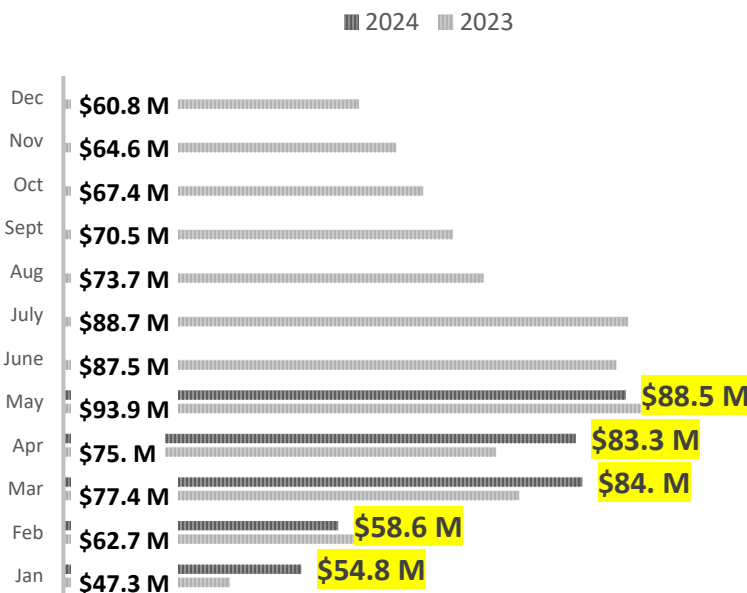
Lafayette Closed Sales

In May 2024 there were 307 total Residential sales in Lafayette Parish. That is a **decrease** of 6% from units sold in May of 2023, but an **increase** of 4% from units sold in April 2024. Total for 2024 YTD is 1,289 versus 1,252 in 2023 which is a 3% **increase**. Average days on market in the month of May in Lafayette Parish was 62.



Lafayette Dollar Volume

In May 2024, the total Residential closed volume was \$88,528,587 in Lafayette Parish. That is a 6% **decrease** from May 2023, but an **increase** of 6% from April 2024. Total for 2024 YTD is \$369,189,964 versus \$356,353,957 in 2023 which is a 3% **increase**. Average Sales Price in May in Lafayette Parish was \$288,366.



Lafayette Parish Price Points – May 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	0	1	***
\$20,000-\$29,999	0	2	***
\$30,000-\$39,999	3	0	0.0
\$40,000-\$49,999	5	2	2.0
\$50,000-\$59,999	7	6	4.3
\$60,000-\$69,999	8	2	1.3
\$70,000-\$79,999	17	7	2.1
\$80,000-\$89,999	12	7	2.9
\$90,000-\$99,999	15	12	4.0
\$100,000-\$109,999	17	12	3.5
\$110,000-\$119,999	12	9	3.8
\$120,000-\$129,999	19	12	3.2
\$130,000-\$139,999	28	6	1.1
\$140,000-\$149,999	22	6	1.4
\$150,000-\$159,999	23	10	2.2
\$160,000-\$169,999	23	13	2.8
\$170,000-\$179,999	31	10	1.6
\$180,000-\$189,999	53	23	2.2
\$190,000-\$199,999	37	30	4.1
\$200,000-\$219,999	101	59	2.9
\$220,000-\$239,999	158	105	3.3
\$240,000-\$259,999	144	132	4.6
\$260,000-\$279,999	109	96	4.4
\$280,000-\$299,999	71	78	5.5
\$300,000-\$349,999	109	125	5.7
\$350,000-\$399,999	81	74	4.6
\$400,000-\$449,999	45	43	4.8
\$450,000-\$499,999	33	46	7.0
\$500,000-\$549,999	22	23	5.2
\$550,000-\$599,999	20	26	6.5
\$600,000-\$699,999	22	22	5.0
\$700,000-\$799,999	13	23	8.8
\$800,000-\$899,999	8	15	9.4
\$900,000-\$999,999	6	16	13.3
\$1,000,000-\$1,499,999	12	22	9.2
\$1,500,000-\$1,999,999	1	8	40.0
\$2,000,000 & over	2	7	17.5
	1289	1090	4.2

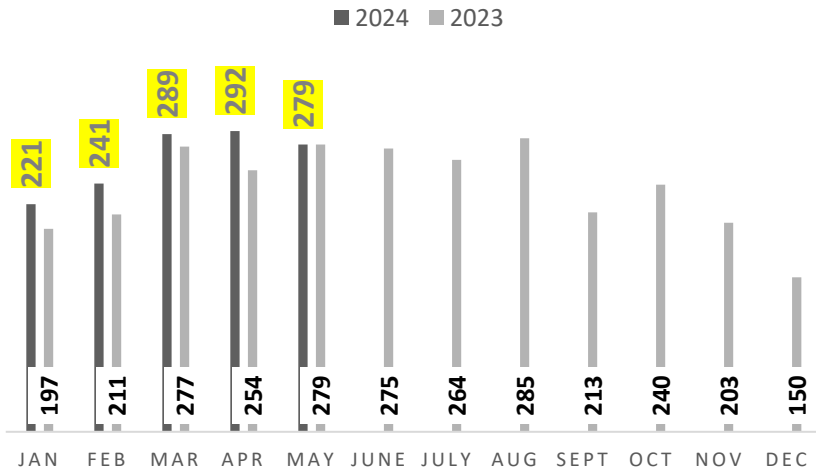
\$0 - \$149,999:
 13% of all sales reported in this range
 8% of all active listings
 165 total sales vs 84 actives
 2.55 - month supply of inventory

\$150,000 - \$299,999:
 58% of all sales reported in this range
 51% of all active listings
 750 total sales vs 556 actives
 3.71 - month supply of inventory

\$300,000 and above:
 29% of all sales reported in this range
 41% of all active listings
 374 total sales vs 450 actives
 6.02 - month supply of inventory



Lafayette Resale Homes New Listings

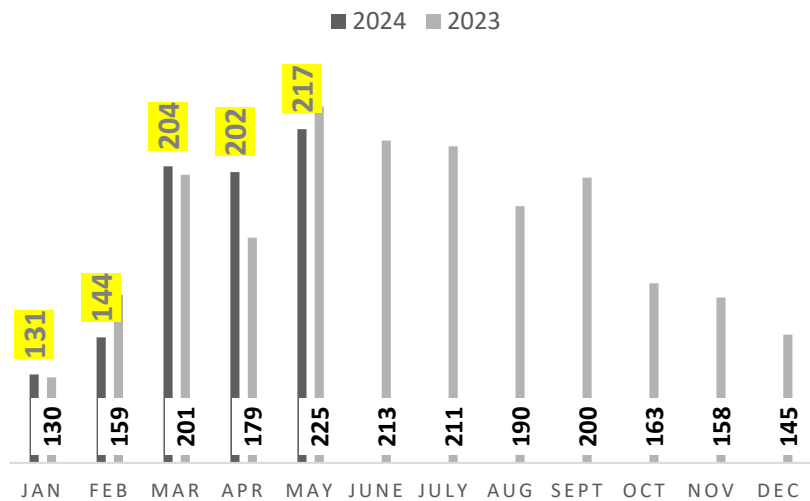


In May 2024 there were 279 Residential resale new listings in Lafayette Parish. That is the same number as resale new listings in May of 2023 and a **decrease** of 4% from resale new listings in April 2024. Total for 2024 YTD is 1,322 versus 1,218 in 2023 which is an 8% **increase**.

* Any listing with a List date within the reported month range is considered a New Listing.

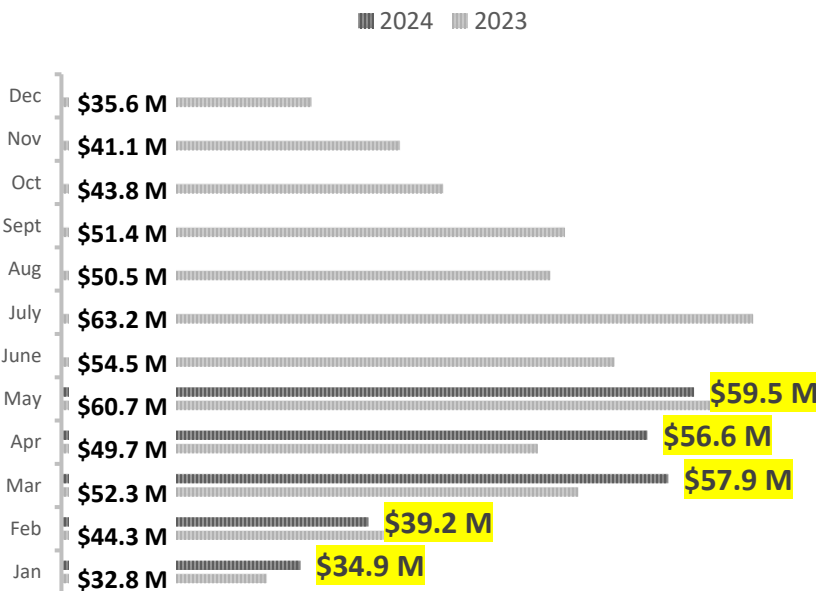
Lafayette Resale Homes Closed Sales

In May 2024 there were 217 total Residential resales in Lafayette Parish. That is a **decrease** of 4% from resale units sold in May of 2023, but an **increase** of 7% from resale units sold in April 2024. Total for 2024 YTD is 898 versus 894 in 2023 which is a <1% **increase**. Average days on market in the month of May for resales in Lafayette Parish was 48.



Lafayette Resale Homes Dollar Volume

In May 2024, the total Residential resale closed volume for resales was \$59,509,573 in Lafayette Parish. That is a 2% **decrease** from May 2023, but an **increase** of 5% from April 2024. Total for 2024 YTD is \$248,058,923 versus \$239,831,452 in 2023 which is a 3% **increase**. Average Sales Price in May for resales in Lafayette Parish was \$274,237.



Lafayette Parish Resale Homes Price Points – May 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	0	1	***
\$20,000-\$29,999	0	2	***
\$30,000-\$39,999	3	0	0.0
\$40,000-\$49,999	5	2	2.0
\$50,000-\$59,999	7	6	4.3
\$60,000-\$69,999	8	2	1.3
\$70,000-\$79,999	17	7	2.1
\$80,000-\$89,999	12	7	2.9
\$90,000-\$99,999	15	12	4.0
\$100,000-\$109,999	17	12	3.5
\$110,000-\$119,999	12	9	3.8
\$120,000-\$129,999	19	12	3.2
\$130,000-\$139,999	28	6	1.1
\$140,000-\$149,999	22	6	1.4
\$150,000-\$159,999	23	10	2.2
\$160,000-\$169,999	22	11	2.5
\$170,000-\$179,999	31	9	1.5
\$180,000-\$189,999	39	15	1.9
\$190,000-\$199,999	36	22	3.1
\$200,000-\$219,999	85	41	2.4
\$220,000-\$239,999	92	37	2.0
\$240,000-\$259,999	72	49	3.4
\$260,000-\$279,999	52	41	3.9
\$280,000-\$299,999	31	32	5.2
\$300,000-\$349,999	68	59	4.3
\$350,000-\$399,999	46	44	4.8
\$400,000-\$449,999	34	20	2.9
\$450,000-\$499,999	21	32	7.6
\$500,000-\$549,999	15	13	4.3
\$550,000-\$599,999	15	13	4.3
\$600,000-\$699,999	18	15	4.2
\$700,000-\$799,999	10	17	8.5
\$800,000-\$899,999	6	10	8.3
\$900,000-\$999,999	5	11	11.0
\$1,000,000 & over	12	28	11.7
	898	613	3.4

\$0 - \$149,999:

18% of all sales reported in this range

14% of all active listings

165 total sales vs 84 actives

2.55 - month supply of inventory

\$150,000 - \$299,999:

54% of all sales reported in this range

44% of all active listings

483 total sales vs 267 actives

2.76 - month supply of inventory

\$300,000 and above:

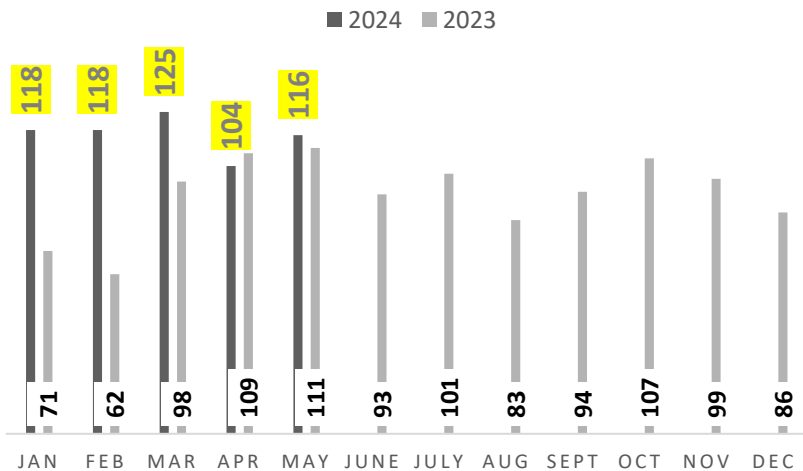
28% of all sales reported in this range

43% of all active listings

250 total sales vs 262 actives

5.24 - month supply of inventory

Lafayette New Construction New Listings

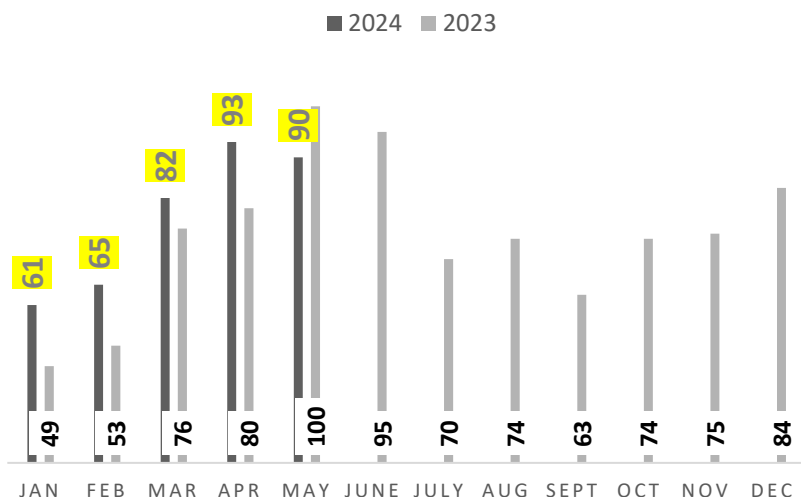


In May 2024 there were 116 new construction listings in Lafayette Parish. That is an **increase** of 4% from new construction listings in May of 2023 and a 10% **increase** from new construction new listings in April 2024. Total for 2024 YTD is 581 versus 451 in 2023 which is a 22% **increase**.

* Any listing with a List date within the reported month range is considered a New Listing.

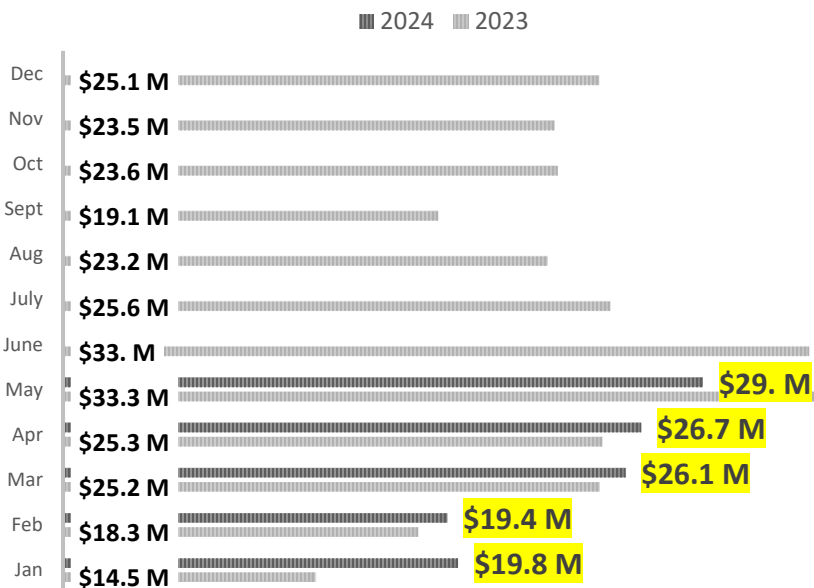
Lafayette New Construction Closed Sales

In May 2024 there were 90 total new construction sales in Lafayette Parish. That is a **decrease** of 10% from new construction units sold in May of 2023, and a **decrease** of 3% from new construction units sold in April 2024. Total for 2024 YTD is 391 versus 358 in 2023 which is an 8% **increase**. Average days on market in the month of May in Lafayette Parish for new construction was 98.



Lafayette New Construction Dollar Volume

In May 2024, the total new construction closed volume was \$29,019,014 in Lafayette Parish. That is a 13% **decrease** from May of 2023, but an **increase** of 8% from April 2024. Total for 2024 YTD is \$121,114,141 versus \$116,522,505 in 2023 which is a 4% **increase**. Average Sales Price in May for new construction in Lafayette Parish was \$322,433.



Lafayette Parish New Construction Price Points – May 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	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	0	0	***
\$160,000-\$169,999	1	2	10.0
\$170,000-\$179,999	0	1	***
\$180,000-\$189,999	14	8	2.9
\$190,000-\$199,999	1	8	40.0
\$200,000-\$219,999	16	18	5.6
\$220,000-\$239,999	66	68	5.2
\$240,000-\$259,999	72	83	5.8
\$260,000-\$279,999	57	60	5.3
\$280,000-\$299,999	40	37	4.6
\$300,000-\$349,999	41	66	8.0
\$350,000-\$399,999	35	30	4.3
\$400,000-\$449,999	11	23	10.5
\$450,000-\$499,999	12	14	5.8
\$500,000-\$549,999	7	10	7.1
\$550,000-\$599,999	5	13	13.0
\$600,000-\$699,999	4	7	8.8
\$700,000-\$799,999	3	6	10.0
\$800,000-\$899,999	2	5	12.5
\$900,000-\$999,999	1	5	25.0
\$1,000,000 & over	3	9	15.0
	391	473	6.0

\$0 - \$149,999:

0% of all sales reported in this range

0% of all active listings

0 total sales vs 1 actives

0 - month supply of inventory

\$150,000 - \$299,999:

68% of all sales reported in this range

60% of all active listings

267 total sales vs 285 actives

5.34 - month supply of inventory

\$300,000 and above:

32% of all sales reported in this range

40% of all active listings

124 total sales vs 188 actives

7.58 - month supply of inventory

Lafayette Parish Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	1669	1903	14%
Closed Sales	1252	1289	3%
Days on Market	66	69	5%
Average Sales Price	\$283,617	\$286,006	1%

Lafayette Parish Resale Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	1218	1322	9%
Closed Sales	894	898	0%
Days on Market	45	53	19%
Average Sales Price	\$267,765	\$275,321	3%

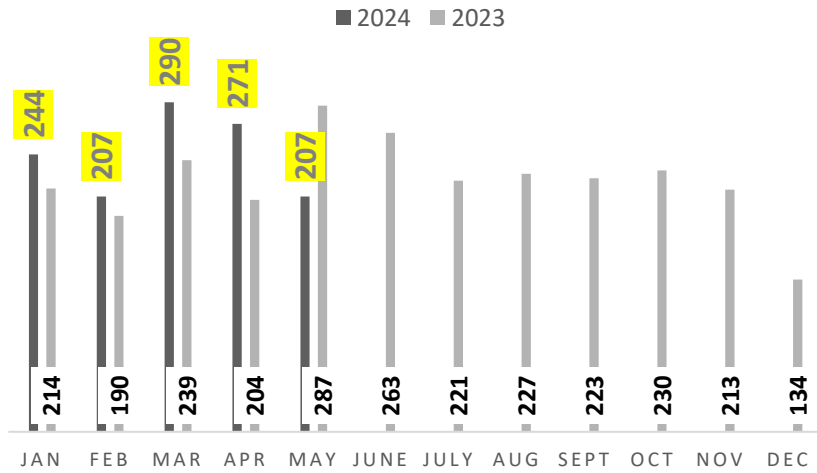
Lafayette Parish New Construction Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	451	581	29%
Closed Sales	358	394	10%
Days on Market	120	107	-11%
Average Sales Price	\$324,276	\$310,499	-4%

Out of Parish



Out of Parish New Listings

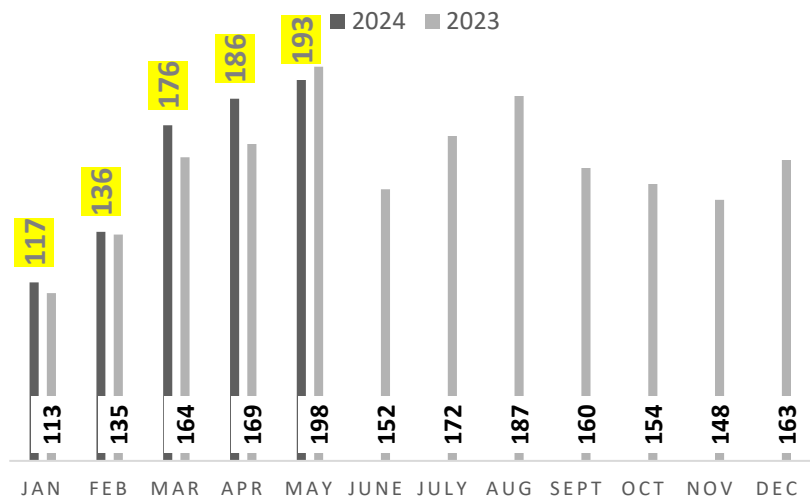


In May 2024 there were 207 Residential out of Parish new listings. That is a **decrease** of 28% from new listings in May of 2023 and a **decrease** of 24% from new listings in April 2024. Total for 2024 YTD is 1,219 versus 1,134 in 2023 which is a 7% **increase**.

*Any listing with a List date within the reported month range is considered a New Listing.

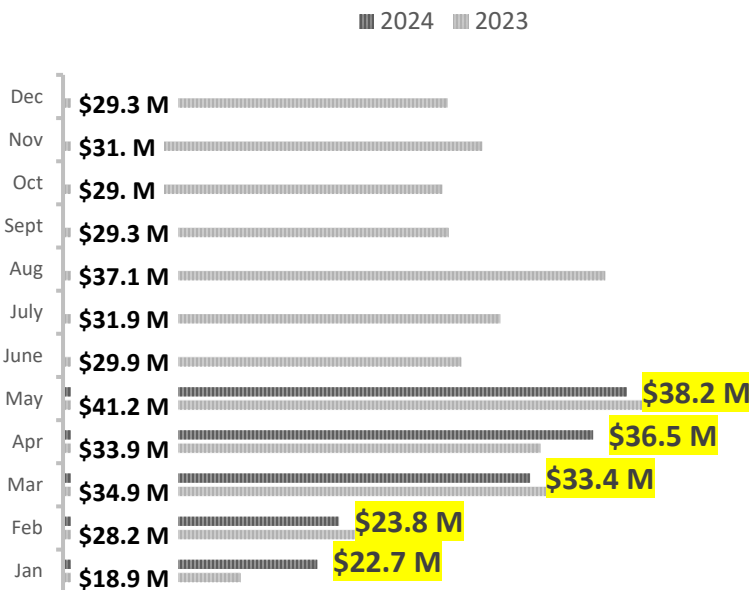
Out of Parish Closed Sales

In May 2024 there were 193 total Residential out of Parish sales. That is a 3% **decrease** from out of Parish units sold in May of 2023, but an **increase** of 4% from out of Parish units sold in April 2024. Total for 2024 YTD is 808 versus 779 in 2023 which is a 4% **increase**. Average days on market for out of Parish in the month of May was 76.



Out of Parish Dollar Volume

In May 2024, the total Residential out of Parish closed volume was \$38,203,068. That is a 7% **decrease** from May 2023, but an **increase** of 4% from April 2024. Total for 2024 YTD is \$154,621,006 versus \$157,072,973 in 2023 which is a 2% **decrease**. Average Sales Price in May for out of Parish was \$197,943.



Out of Parish Price Points – May 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	7	3	2.1
\$20,000-\$29,999	16	7	2.2
\$30,000-\$39,999	20	16	4.0
\$40,000-\$49,999	12	14	5.8
\$50,000-\$59,999	27	22	4.1
\$60,000-\$69,999	18	25	6.9
\$70,000-\$79,999	21	30	7.1
\$80,000-\$89,999	17	26	7.6
\$90,000-\$99,999	24	24	5.0
\$100,000-\$109,999	13	18	6.9
\$110,000-\$119,999	31	24	3.9
\$120,000-\$129,999	29	35	6.0
\$130,000-\$139,999	34	27	4.0
\$140,000-\$149,999	28	24	4.3
\$150,000-\$159,999	34	24	3.5
\$160,000-\$169,999	24	28	5.8
\$170,000-\$179,999	32	22	3.4
\$180,000-\$189,999	33	21	3.2
\$190,000-\$199,999	22	25	5.7
\$200,000-\$219,999	68	50	3.7
\$220,000-\$239,999	92	104	5.7
\$240,000-\$259,999	70	61	4.4
\$260,000-\$279,999	30	25	4.2
\$280,000-\$299,999	21	29	6.9
\$300,000-\$349,999	33	46	7.0
\$350,000-\$399,999	22	27	6.1
\$400,000-\$449,999	9	17	9.4
\$450,000-\$499,999	5	17	17.0
\$500,000-\$549,999	6	8	6.7
\$550,000-\$599,999	4	11	13.8
\$600,000-\$699,999	1	8	40.0
\$700,000-\$799,999	3	11	18.3
\$800,000-\$899,999	0	4	***
\$900,000-\$999,999	0	7	***
\$1,000,000 & over	2	13	32.5
	808	853	5.3

\$0 - \$149,999:

37% of all sales reported in this range

35% of all active listings

297 total sales vs 295 actives

4.97 - month supply of inventory

\$150,000 - \$299,999:

53% of all sales reported in this range

46% of all active listings

426 total sales vs 389 actives

4.57 - month supply of inventory

\$300,000 and above:

11% of all sales reported in this range

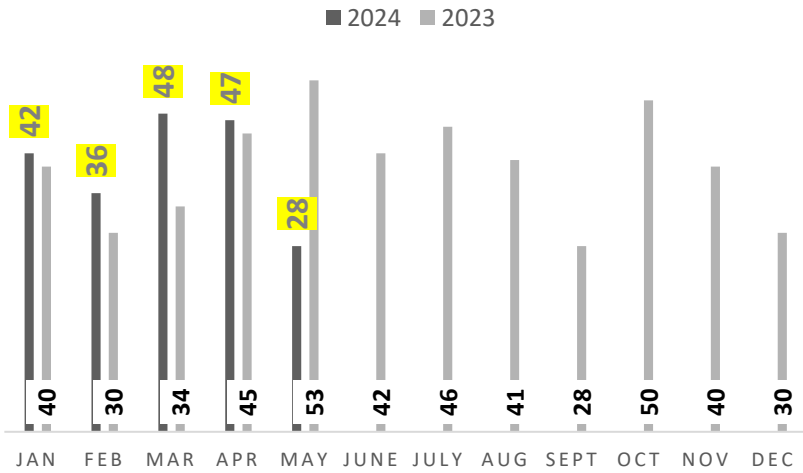
20% of all active listings

85 total sales vs 169 actives

9.94 - month supply of inventory



Out of Parish New Construction New Listings

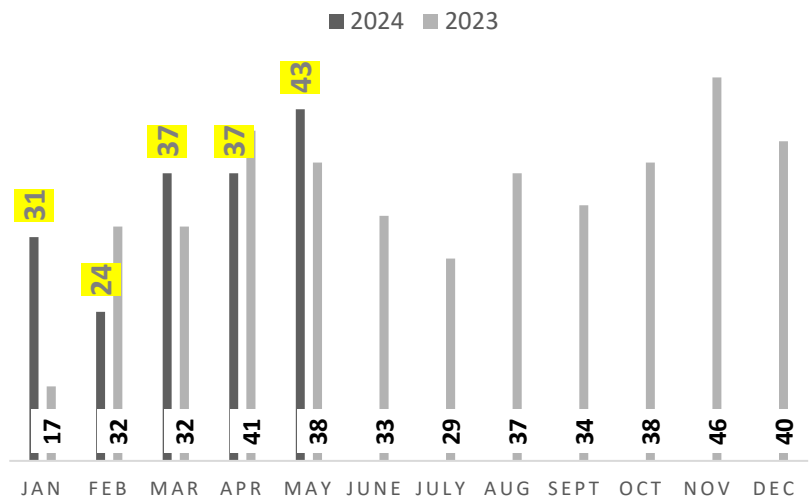


In May 2024 there were 28 Residential new construction out of Parish listings. That is a **decrease** of 47% from new listings in May of 2023, and a **decrease** of 40% from new listings in April 2024. Total for 2024 YTD is 201 versus 202 in 2023 which is a <1% **decrease**.

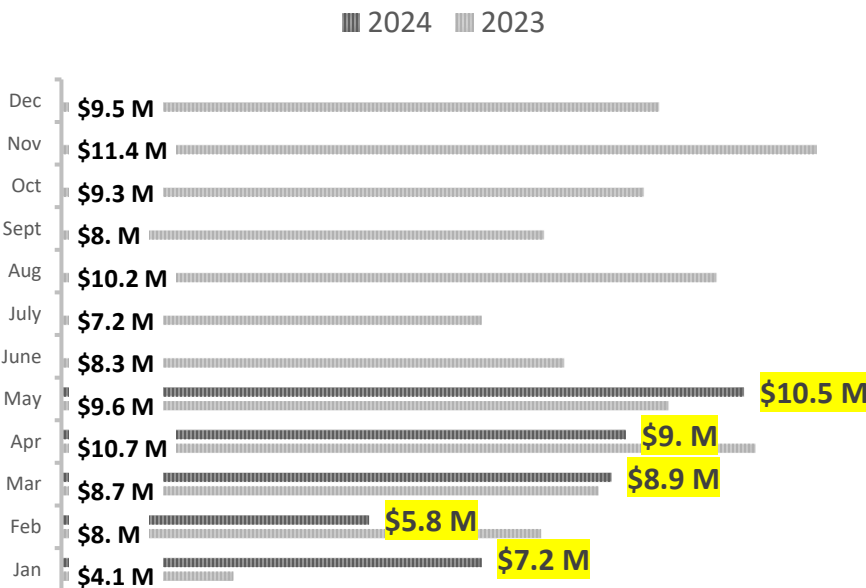
*Any listing with a List date within the reported month range is considered a New Listing.

Out of Parish New Construction Closed Sales

In May 2024 there were 43 total Residential new construction out of Parish sales. That is an **increase** of 12% from units sold in May of 2023, and an **increase** of 14% from units sold in April 2024. Total for 2024 YTD is 172 versus 160 in 2023 which is a 7% **increase**. Average days on market in the month of May for new construction out of Parish was 73.



Out of Parish New Construction Dollar Volume



In May 2024, the total Residential new construction out of Parish closed volume was \$10,523,954. That is a 9% **increase** from May 2023, and an **increase** of 14% from April 2024. Total for 2024 YTD is \$41,526,271 versus \$41,069,603 in 2023 which is a 1% **increase**. Average Sales Price in May for new construction out of Parish was \$244,743.

Out of Parish New Construction Price Points – May 2024

Price Ranges	YTD Sales Reported	Current Active Listings	Month Supply of Inventory
\$0 - \$19,999	0	1	***
\$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	1	0	0.0
\$150,000-\$159,999	1	2	10.0
\$160,000-\$169,999	0	0	***
\$170,000-\$179,999	0	2	***
\$180,000-\$189,999	0	4	***
\$190,000-\$199,999	2	3	7.5
\$200,000-\$219,999	33	24	3.6
\$220,000-\$239,999	64	56	4.4
\$240,000-\$259,999	45	31	3.4
\$260,000-\$279,999	11	7	3.2
\$280,000-\$299,999	5	7	7.0
\$300,000-\$349,999	6	12	10.0
\$350,000-\$399,999	3	6	10.0
\$400,000-\$449,999	0	0	***
\$450,000-\$499,999	1	0	0.0
\$500,000-\$549,999	0	2	***
\$550,000-\$599,999	0	0	***
\$600,000-\$699,999	0	2	***
\$700,000-\$799,999	0	4	***
\$800,000-\$899,999	0	0	***
\$900,000-\$999,999	0	0	***
\$1,000,000 & over	0	0	***
	172	163	4.7

\$0 - \$149,999:

1% of all sales reported in this range

1% of all active listings

1 total sales vs 1 actives

5.00 - month supply of inventory

\$150,000 - \$299,999:

94% of all sales reported in this range

83% of all active listings

161 total sales vs 163 actives

4.22 - month supply of inventory

\$300,000 and above:

6% of all sales reported in this range

16% of all active listings

10 total sales vs 26 actives

13.00 - month supply of inventory

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	1134	1219	7%
Closed Sales	779	808	4%
Days on Market	81	91	12%
Average Sales Price	\$199,475	\$190,633	-4%

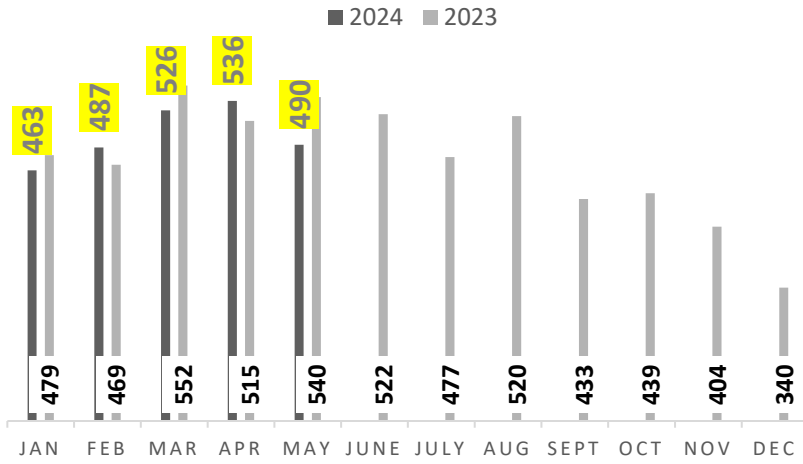
Out of Parish New Construction Recap – 2024 vs 2023

	Year to Date		
	YTD-23	YTD-24	% Change
New Listings	202	201	0%
Closed Sales	160	172	8%
Days on Market	124	103	-16%
Average Sales Price	\$255,476	\$241,209	-6%

Predictions

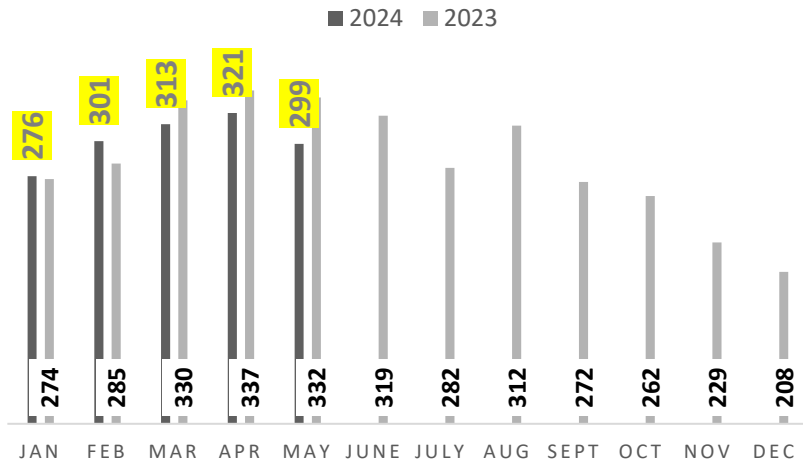


Acadiana Pendingings



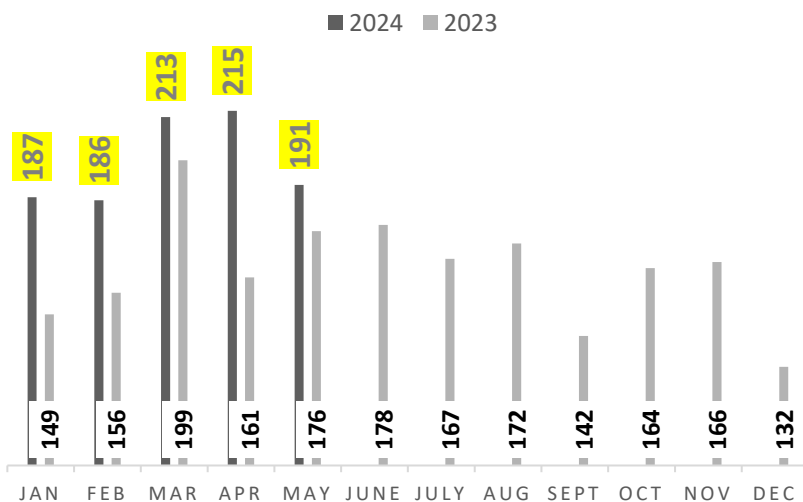
Pending sales across Acadiana are **down** 9% from May last year. Compared to April 2024 they are **down** by 9%.

Lafayette Parish Pendingings



Pending sales in Lafayette Parish are **down** 9% from May last year. Compared to April 2024 they are **down** by 7%.

Out of Parish Pendingings



Pending sales out of Parish are **up** 8% from May last year. Compared to April 2024 they are **down** by 11%.

Market Penetration



YOUR BRAND

COMPETITORS

Top 10 Listing Companies in Acadiana – May 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Real Broker, LLC (I001335)	279.0	80,296,009	287,799	13.30	15.33
2	Latter & Blum (I001163)	206.0	60,362,378	293,021	9.82	11.52
3	Keller Williams Realty Acadiana (I000906)	246.5	53,748,740	218,048	11.75	10.26
4	EXP Realty, LLC (exprealty)	234.5	52,775,375	225,055	11.18	10.07
5	Cicero Realty LLC (I001234)	193.0	49,429,299	256,110	9.20	9.43
6	Keaty Real Estate Team (I000932)	154.0	41,153,999	267,234	7.34	7.86
7	Lamplighter Realty, LLC (I001186)	74.0	21,653,939	292,621	3.53	4.13
8	NextHome Cutting Edge Realty (I001236)	46.5	12,672,330	272,523	2.22	2.42
9	Dwight Andrus Real Estate Agency, LLC (I001261)	27.0	10,943,350	405,309	1.29	2.09
10	HUNCO Real Estate (I001141)	31.0	8,617,500	277,984	1.48	1.64

Top 10 Listing OR Selling Companies in Acadiana – May 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Real Broker, LLC (I001335)	518.0	150,710,430	290,947	12.35	14.38
2	EXP Realty, LLC (exprealty)	595.5	135,256,167	227,130	14.19	12.91
3	Keller Williams Realty Acadiana (I000906)	577.5	128,628,107	222,733	13.76	12.28
4	Latter & Blum (I001163)	417.0	128,500,938	308,156	9.94	12.26
5	Keaty Real Estate Team (I000932)	288.0	76,314,342	264,980	6.86	7.28
6	Cicero Realty LLC (I001234)	222.0	56,776,609	255,750	5.29	5.42
7	NextHome Cutting Edge Realty (I001236)	108.5	27,510,765	253,555	2.59	2.63
8	Non-Mbr Office/Seller (I90001)	98.0	24,430,970	249,296	2.34	2.33
9	Lamplighter Realty, LLC (I001186)	74.0	21,653,939	292,621	1.76	2.07
10	HUNCO Real Estate (I001141)	70.0	20,776,385	296,806	1.67	1.98

Top 10 Listing Companies in Lafayette Parish – May 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Real Broker, LLC (I001335)	169.0	54,368,030	321,704	13.11	14.73
2	Latter & Blum (I001163)	152.0	48,061,479	316,194	11.79	13.02
3	Cicero Realty LLC (I001234)	158.0	41,336,494	261,623	12.26	11.20
4	Keller Williams Realty Acadiana (I000906)	140.0	36,733,951	262,385	10.86	9.95
5	EXP Realty, LLC (exprealty)	140.5	35,588,975	253,302	10.90	9.64
6	Keaty Real Estate Team (I000932)	95.0	27,493,200	289,402	7.37	7.45
7	Lamplighter Realty, LLC (I001186)	59.0	17,285,011	292,966	4.58	4.68
8	Dwight Andrus Real Estate Agency, LLC (I001261)	22.0	9,931,350	451,425	1.71	2.69
9	NextHome Cutting Edge Realty (I001236)	31.5	9,365,330	297,312	2.44	2.54
10	Reliance Real Estate Group (I001039)	19.0	7,227,450	380,392	1.47	1.96

Top 10 Listing OR Selling Companies in Lafayette Parish – May 2024

Rank	Name	Sides	Volume	Average	% Total: Number	% Total: Volume
1	Real Broker, LLC (I001335)	330.0	106,994,548	324,226	12.80	14.49
2	Latter & Blum (I001163)	316.0	105,497,214	333,852	12.26	14.29
3	EXP Realty, LLC (exprealty)	360.5	94,561,235	262,306	13.98	12.81
4	Keller Williams Realty Acadiana (I000906)	332.0	86,342,539	260,068	12.88	11.69
5	Keaty Real Estate Team (I000932)	191.0	54,884,744	287,355	7.41	7.43
6	Cicero Realty LLC (I001234)	178.0	46,552,709	261,532	6.90	6.30
7	NextHome Cutting Edge Realty (I001236)	68.5	20,111,220	293,594	2.66	2.72
8	HUNCO Real Estate (I001141)	54.0	17,423,195	322,652	2.09	2.36
9	Lamplighter Realty, LLC (I001186)	59.0	17,285,011	292,966	2.29	2.34
10	Non-Mbr Office/Seller (I90001)	59.5	16,248,519	273,084	2.31	2.20