

COMPASS

Acadiana
Market Report
May 2024



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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.)*

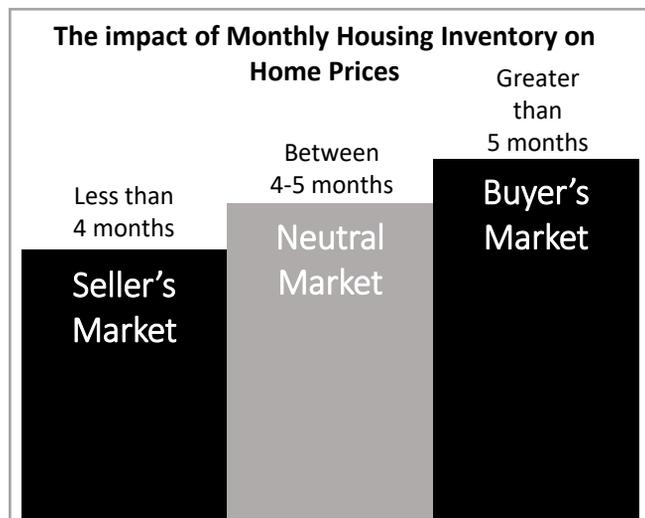
Market Penetration: The extent to which a company is recognized in a particular market.

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

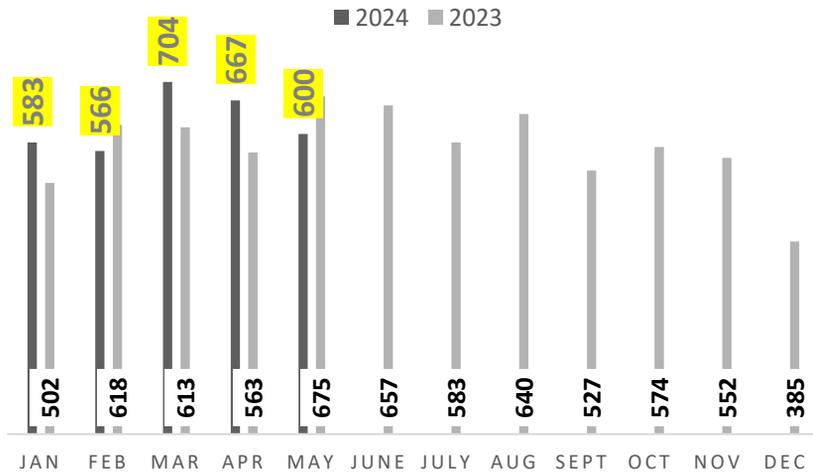
Buyer's Market: housing market where the supply exceeds the demand



Acadiana



Acadiana New Listings

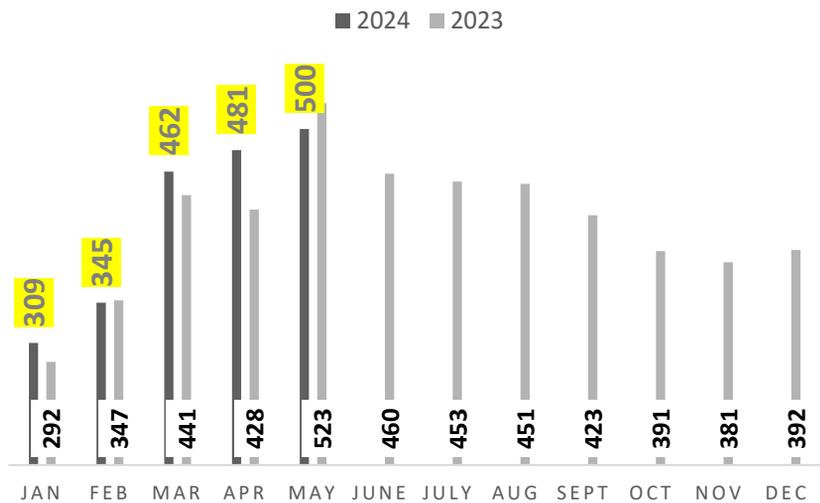


In May 2024 there were 600 new Residential listings in Acadiana. That is a **decrease** of 11% from new listings in May of 2023 and a **decrease** of 10% from new listings in April 2024. Total for 2024 YTD is 3,120 versus 2,971 in 2023 which is a 5% **increase**.

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

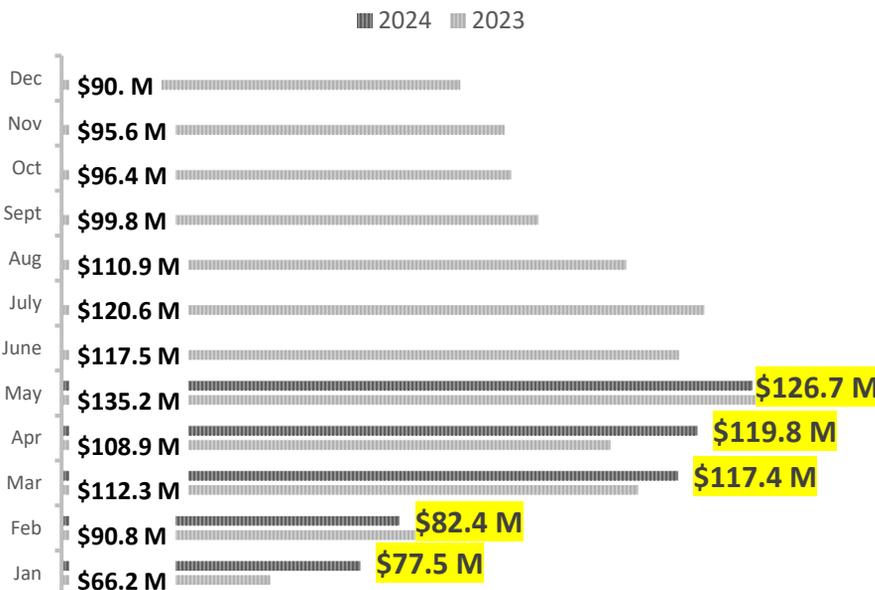
Acadiana Closed Sales

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:

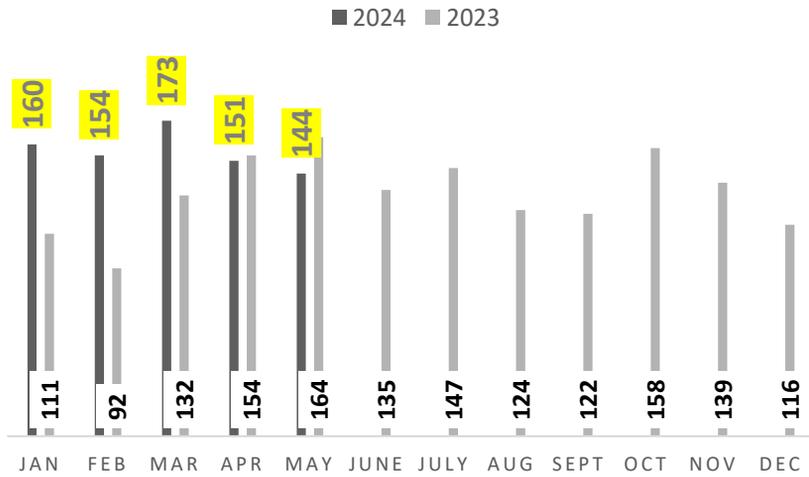
22% of all sales reported in this range

32% of all active listings

459 total sales vs 620 actives

6.75 - month supply of inventory

Acadiana New Construction New Listings

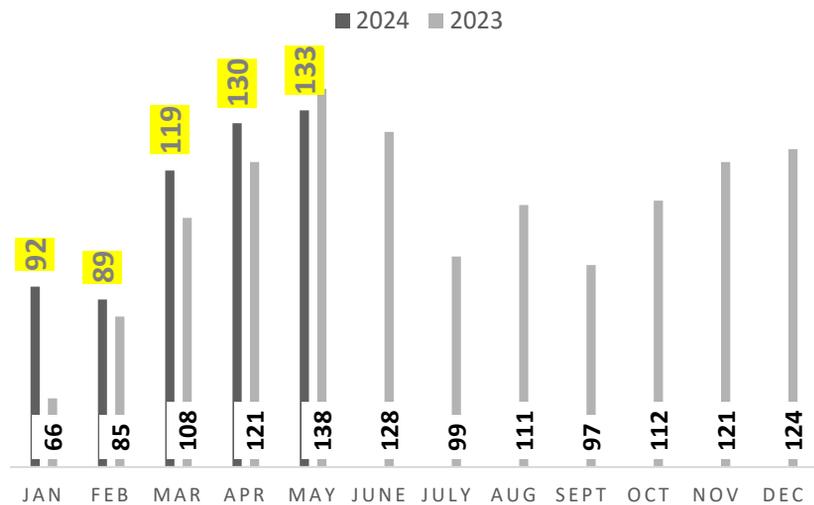


In May 2024 there were 144 new construction listings in Acadiana. That is a **decrease** of 12% from new listings in May 2023, and a **decrease** of 5% from new listings in April 2024. Total for 2024 YTD is 782 versus 653 in 2023 which is a 16% **increase**.

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

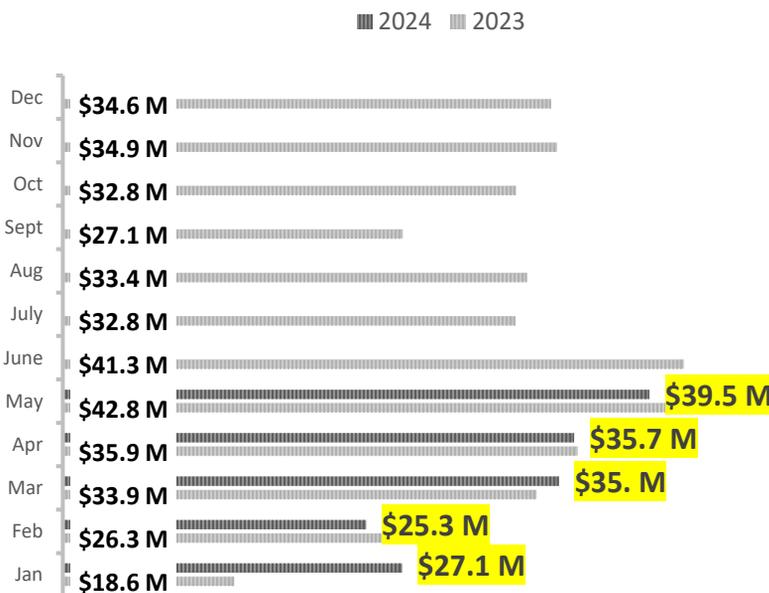
Acadiana New Construction Closed Sales

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% |

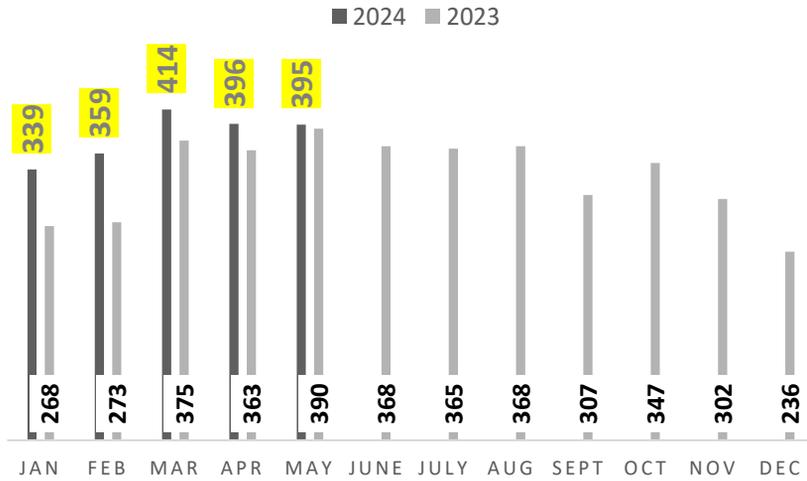
Acadiana New Construction Recap – 2024 vs 2023

| | 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

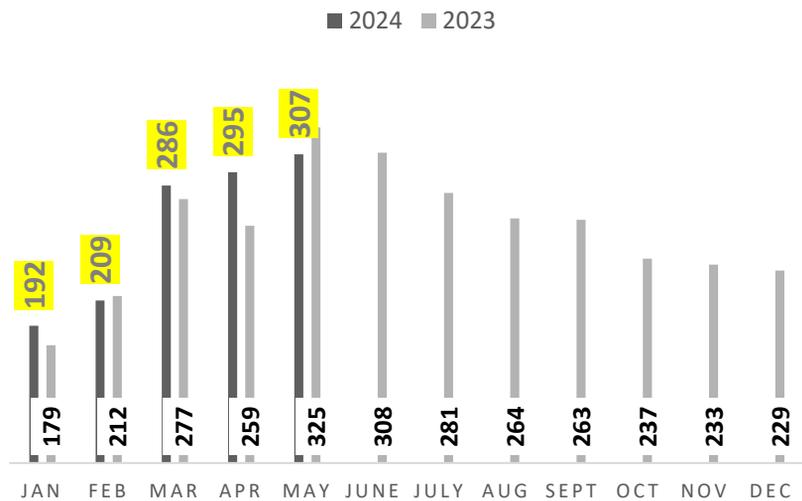


In May 2024 there were 395 new Residential listings in in Lafayette Parish. That is in **increase** of 1% from new listings in May 2023 but a **decrease** of <1% from new listings in April 2024. Total for 2024 YTD is 1,903 versus 1,669 in 2023 which is an 12% **increase**.

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

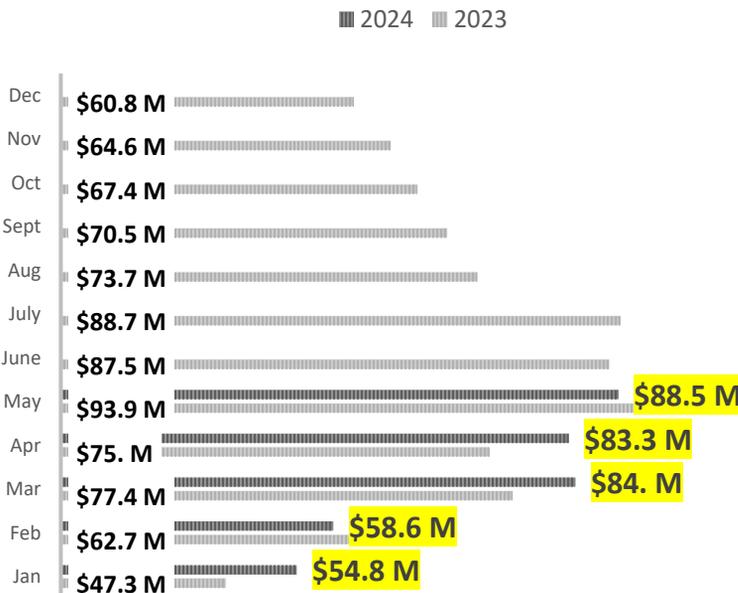
Lafayette Closed Sales

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 |

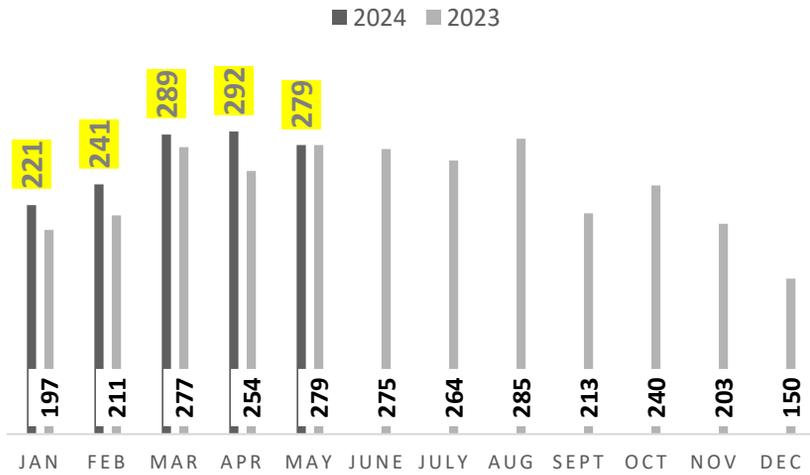
\$0 - \$149,999:
 13% of all sales reported in this range
 8% of all active listings
 165 total sales vs 84 actives
 2.55 - month supply of inventory

\$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

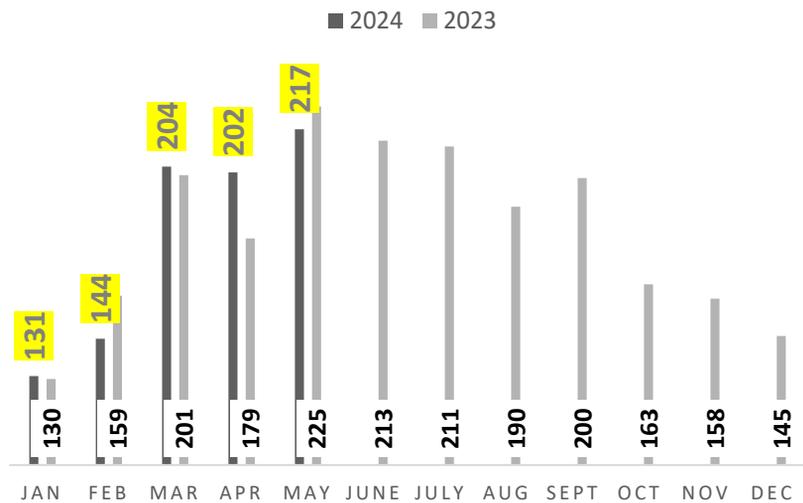


In May 2024 there were 279 Residential resale new listings in Lafayette Parish. That is the same number as resale new listings in May of 2023 and a **decrease** of 4% from resale new listings in April 2024. Total for 2024 YTD is 1,322 versus 1,218 in 2023 which is an 8% **increase**.

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

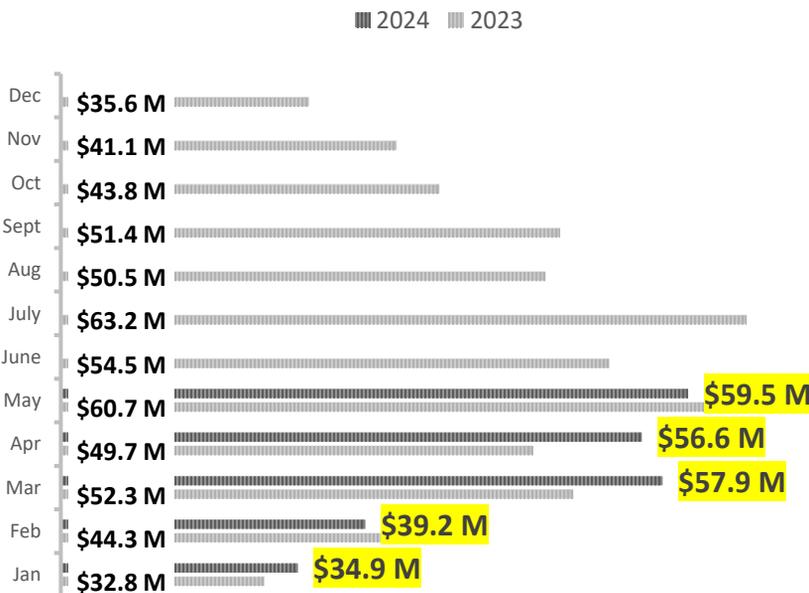
Lafayette Resale Homes Closed Sales

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

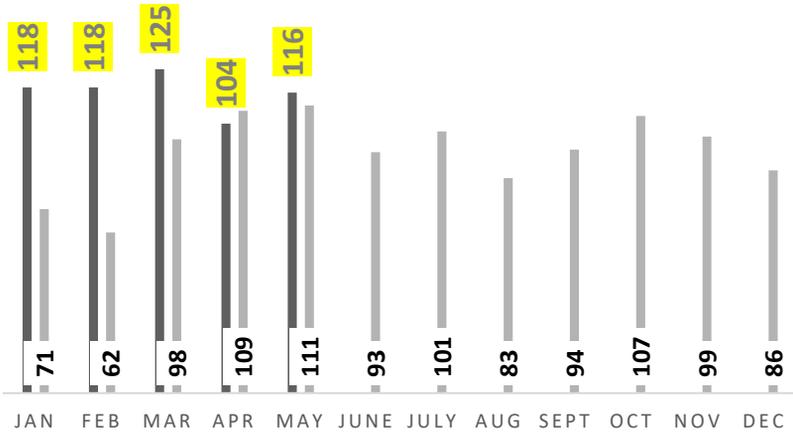
43% of all active listings

250 total sales vs 262 actives

5.24 - month supply of inventory

Lafayette New Construction New Listings

■ 2024 ■ 2023



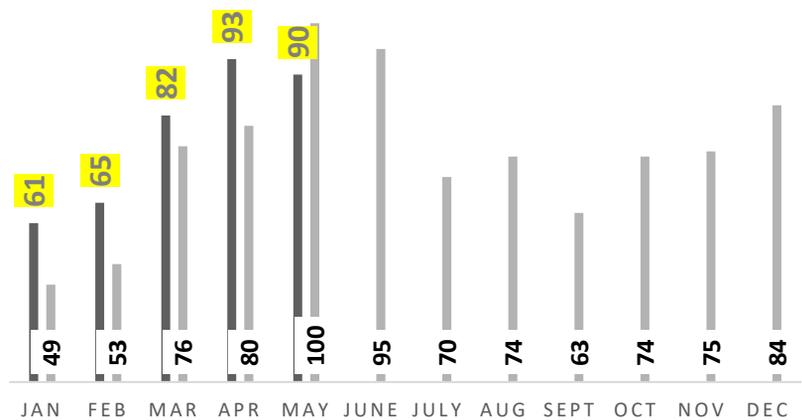
In May 2024 there were 116 new construction listings in Lafayette Parish. That is an **increase** of 4% from new construction listings in May of 2023 and a 10% **increase** from new construction new listings in April 2024. Total for 2024 YTD is 581 versus 451 in 2023 which is a 22% **increase**.

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

Lafayette New Construction Closed Sales

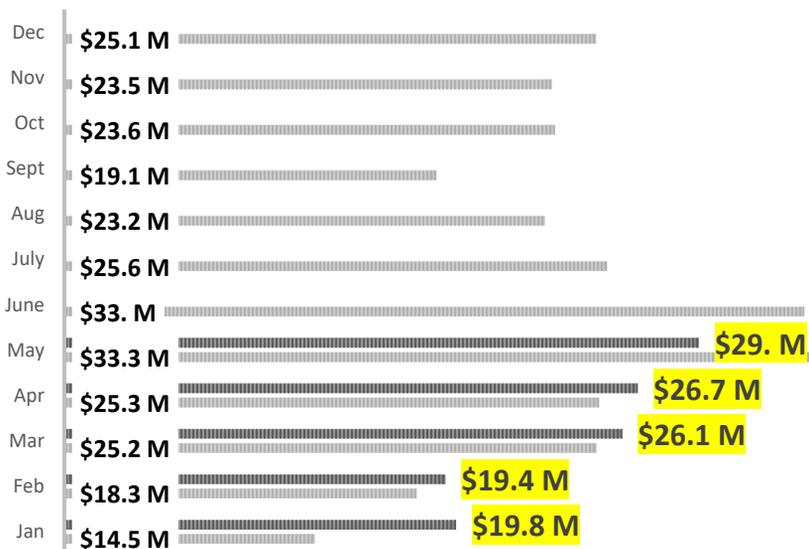
In May 2024 there were 90 total new construction sales in Lafayette Parish. That is a **decrease** of 10% from new construction units sold in May of 2023, and a **decrease** of 3% from new construction units sold in April 2024. Total for 2024 YTD is 391 versus 358 in 2023 which is an 8% **increase**.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

■ 2024 ■ 2023



Lafayette New Construction Dollar Volume

■ 2024 ■ 2023



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% |

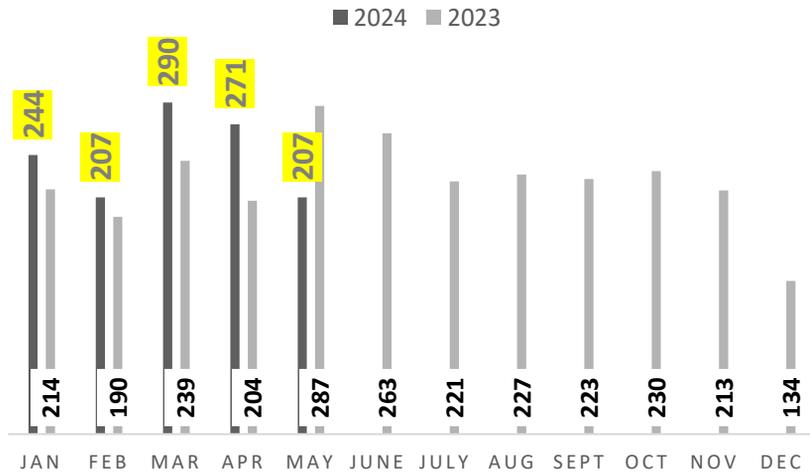
Lafayette Parish New Construction Recap – 2024 vs 2023

| | 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

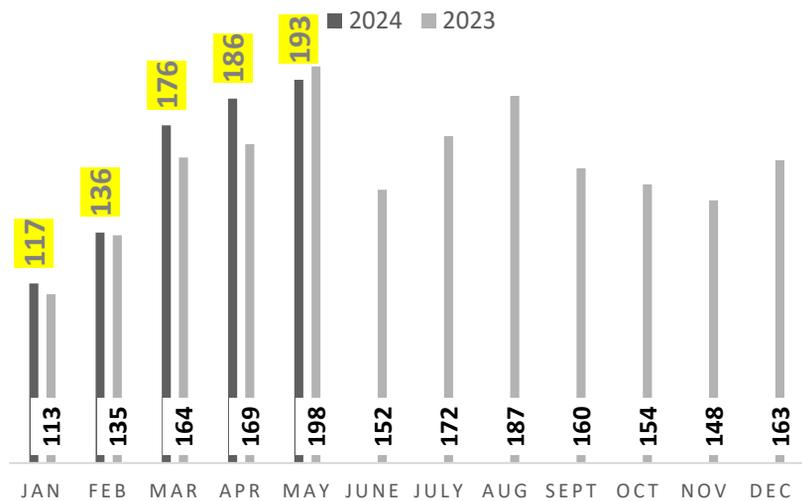


In May 2024 there were 207 Residential out of Parish new listings. That is a **decrease** of 28% from new listings in May of 2023 and a **decrease** of 24% from new listings in April 2024. Total for 2024 YTD is 1,219 versus 1,134 in 2023 which is a 7% **increase**.

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

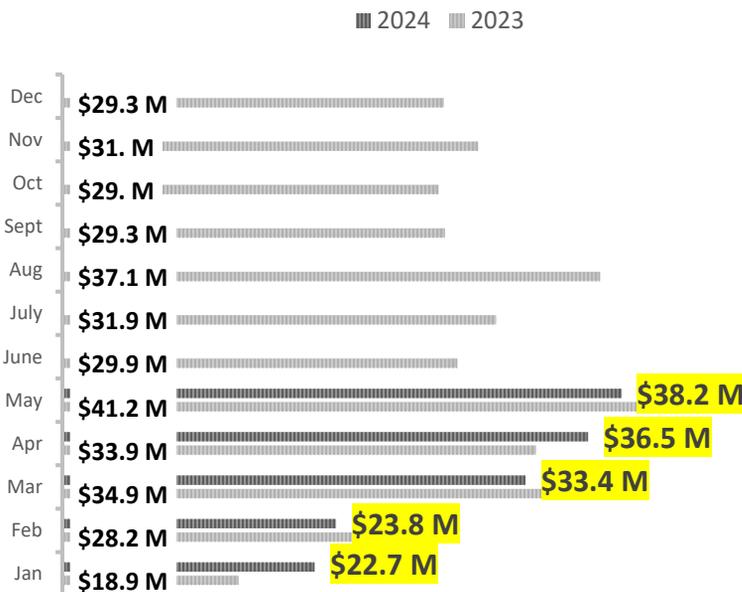
Out of Parish Closed Sales

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

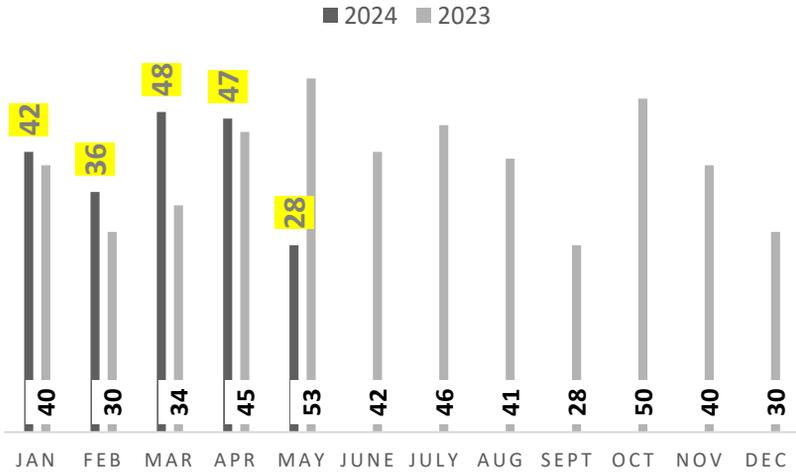
20% of all active listings

85 total sales vs 169 actives

9.94 - month supply of inventory



Out of Parish New Construction New Listings

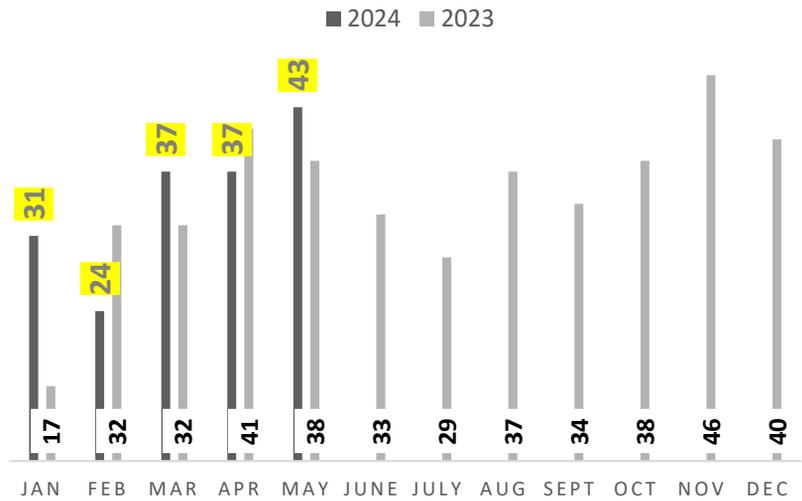


In May 2024 there were 28 Residential new construction out of Parish listings. That is a **decrease** of 47% from new listings in May of 2023, and a **decrease** of 40% from new listings in April 2024. Total for 2024 YTD is 201 versus 202 in 2023 which is a <1% **decrease**.

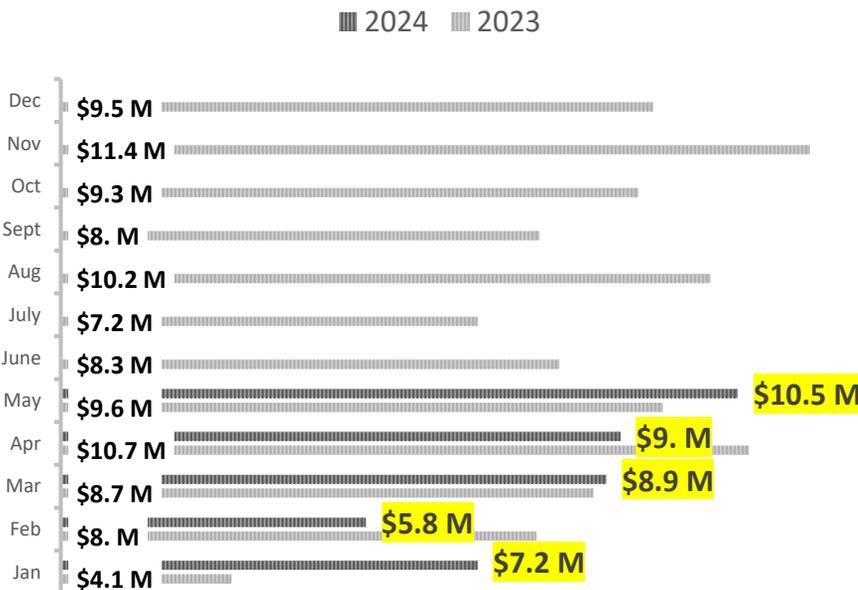
*Any listing with a List date within the reported month range is considered a New Listing.

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% |

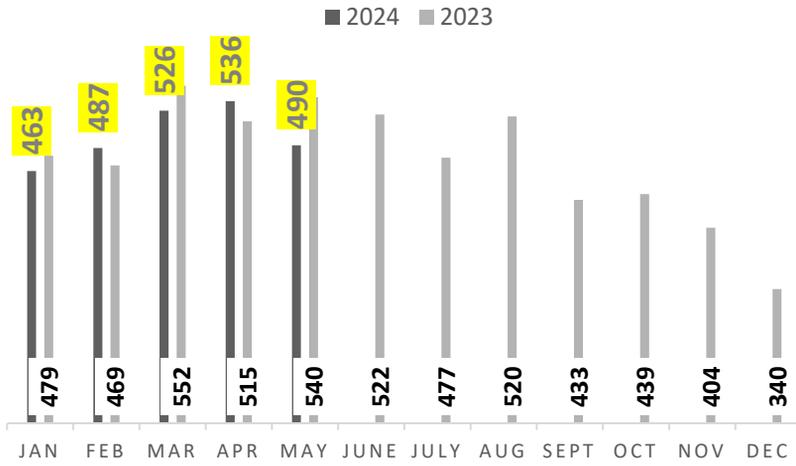
Out of Parish New Construction Recap – 2024 vs 2023

| | 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

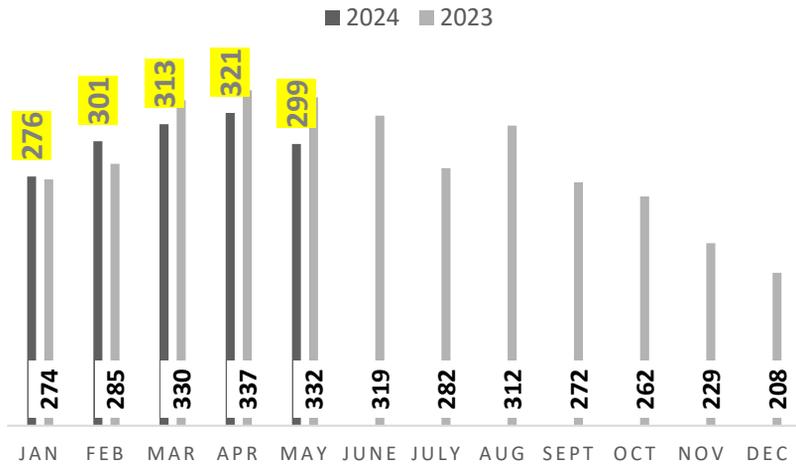


Acadiana Pendingings



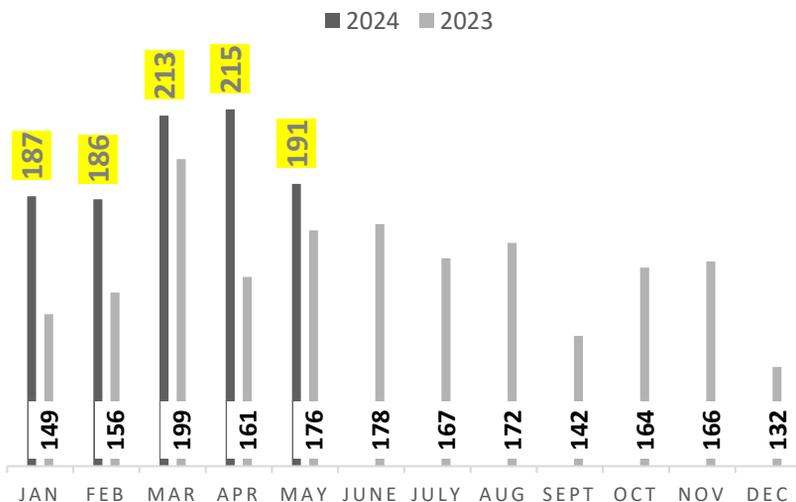
Pending sales across Acadiana are **down** 9% from May last year. Compared to April 2024 they are **down** by 9%.

Lafayette Parish Pendingings



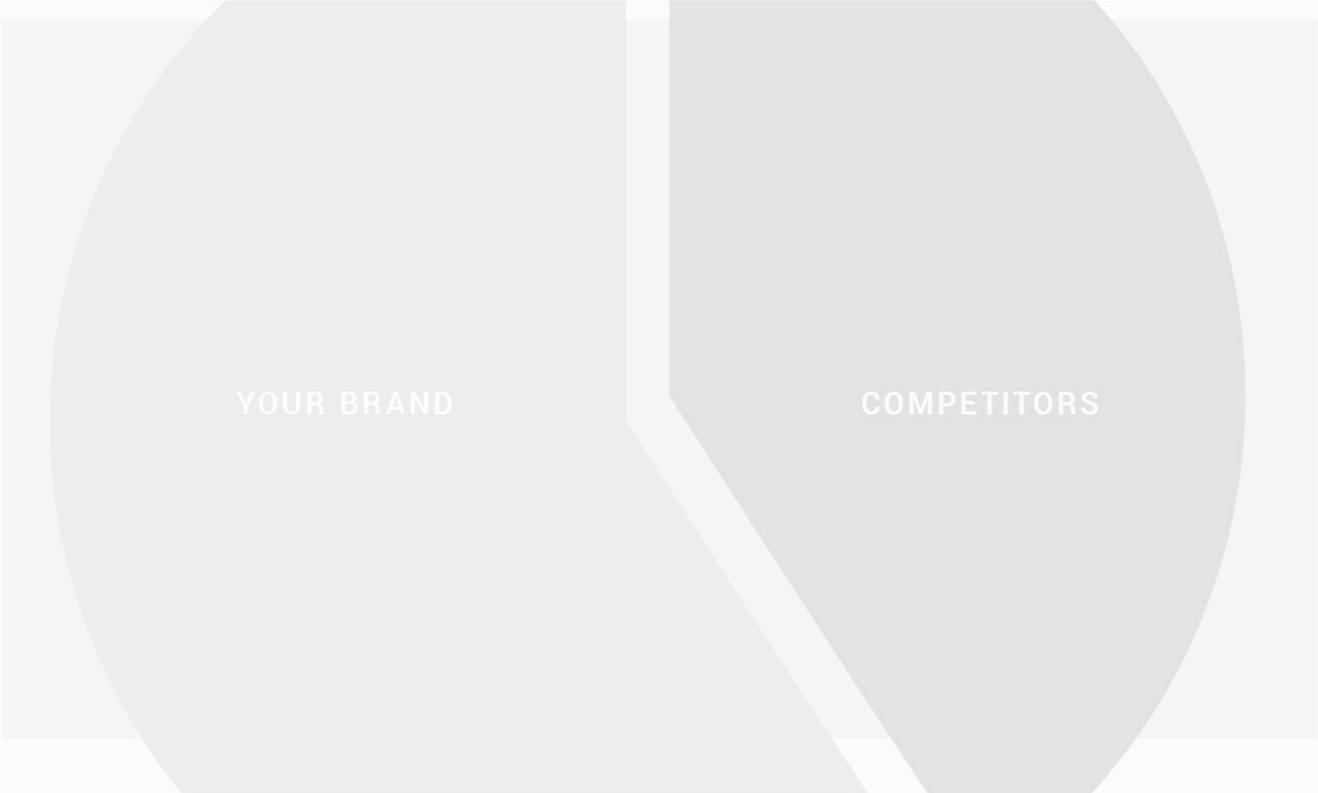
Pending sales in Lafayette Parish are **down** 9% from May last year. Compared to April 2024 they are **down** by 7%.

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 |