

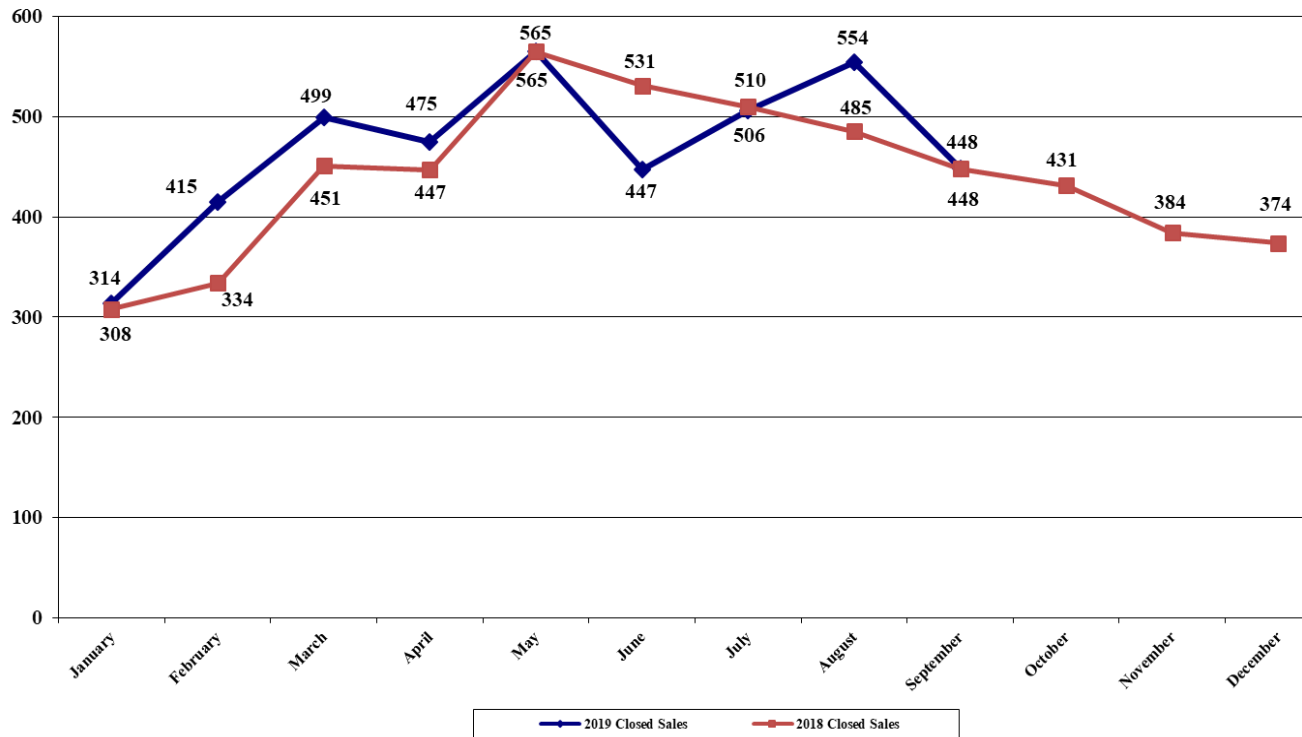


The Acadiana Residential Real Estate Market Report

January – September 2019

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



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

Outside Lafayette Parish

Sept. '19: 172
Sept. '18: 179
(% chg: -03.91%)

Number of Closed Home Sales Reported to MLS, September 2019: 448
Number of Closed Home Sales Reported to MLS, September 2018: 448
(% change for September: N/C)

(% change from August 2019: -19.13%)

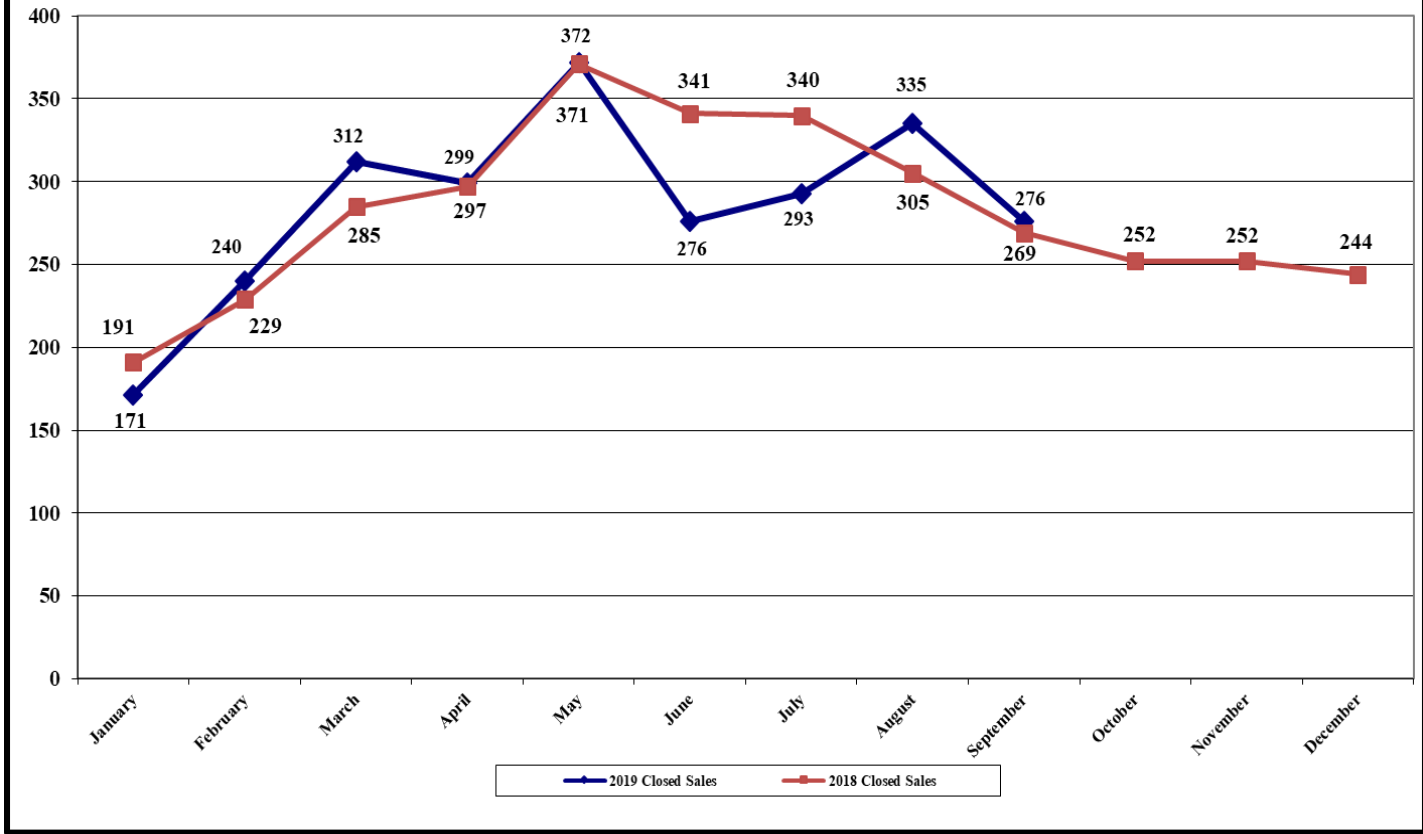
'19: 1,649
'18: 1,451
(% chg: +13.65%)

Cumulative total, January – September 2019: 4,223
Cumulative total, January – September 2018: 4,079
(% cumulative change: +03.53%)

Average Days on Market, January - September 2019: 94
Average Days on Market, January - September 2018: 92
(Change for January - September: +02 days)

Current Sales Compared to Past Years:	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 sales outside Lafayette Parish as compared to prior year's sales)	1,018	1,124	1,242	1,208	1,259	1,334
	+61.98%	+46.71%	+32.77%	+36.51%	+30.98%	+23.61%

Closed Residential Sales Reported to MLS
Lafayette Parish Only
 January - September 2019 vs. 2018



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

<u>New Const.</u>	<u>Re-sales</u>
9/19: 50	226
9/18: 49	220
+02.04%	+02.73%

Number of Closed Home Sales Reported to MLS, September: 2019: 276
Number of Closed Home Sales Reported to MLS, September: 2018: 269
 (% change for September: +02.60%)
 (% change from August 2019: -17.61%)

<u>New Const.</u>	<u>Re-sales</u>
'19: 533	2,041
'18: 607	2,021
-12.19%	+00.99%

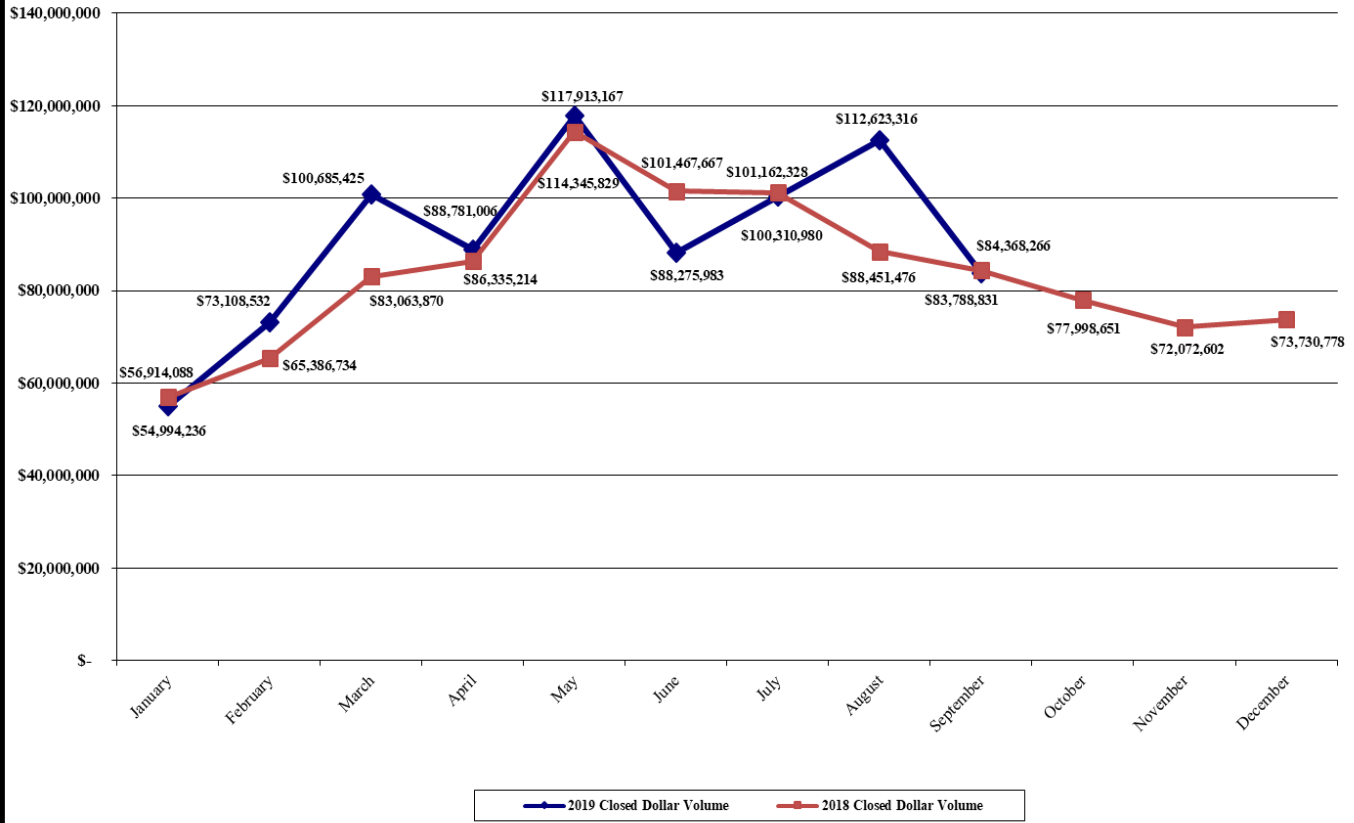
Cumulative total, January – September 2019: 2,574
Cumulative total, January – September 2018: 2,628
 (% cumulative change: -02.05%)

'19: 132 days	77 days
'18: 118 days	75 days
+14 days	+02 days

Average Days on Market, January – September 2019: 88
Average Days on Market, January – September 2018: 85
 (Change for January - September: +03 days)

<u>Current Sales Compared to Past Years:</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 Lafayette Parish sales as	1,986	2,504	2,456	2,576	2,392	2,472
Compared to prior year's sales)	+29.61%	+02.80%	+04.80%	-00.08%	+07.61%	+04.13%

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



ALL "GEO" AREAS/PARISHES

(Includes "GEO" areas outside of Lafayette Parish)

Outside Laf. Parish

9/19: \$ 24,523,898
9/18: \$ 24,103,111
(% chg.: +01.75%)

'19: \$238,310,897
'18: \$192,840,187
(% chg.: +23.58%)

'19: \$144,518
'18: \$132,902
(% chg: +08.74%)

Dollar Volume of Closed Residential Sales, September 2019: \$83,788,831
Dollar Volume of Closed Residential Sales, September 2018: \$84,368,266
(% change for September: -00.69%)
(% change from August 2019: -25.60%)

Cumulative total January – September 2019: \$820,481,476
Cumulative total January – September 2018: \$781,495,472
(% cumulative change: +04.99%)

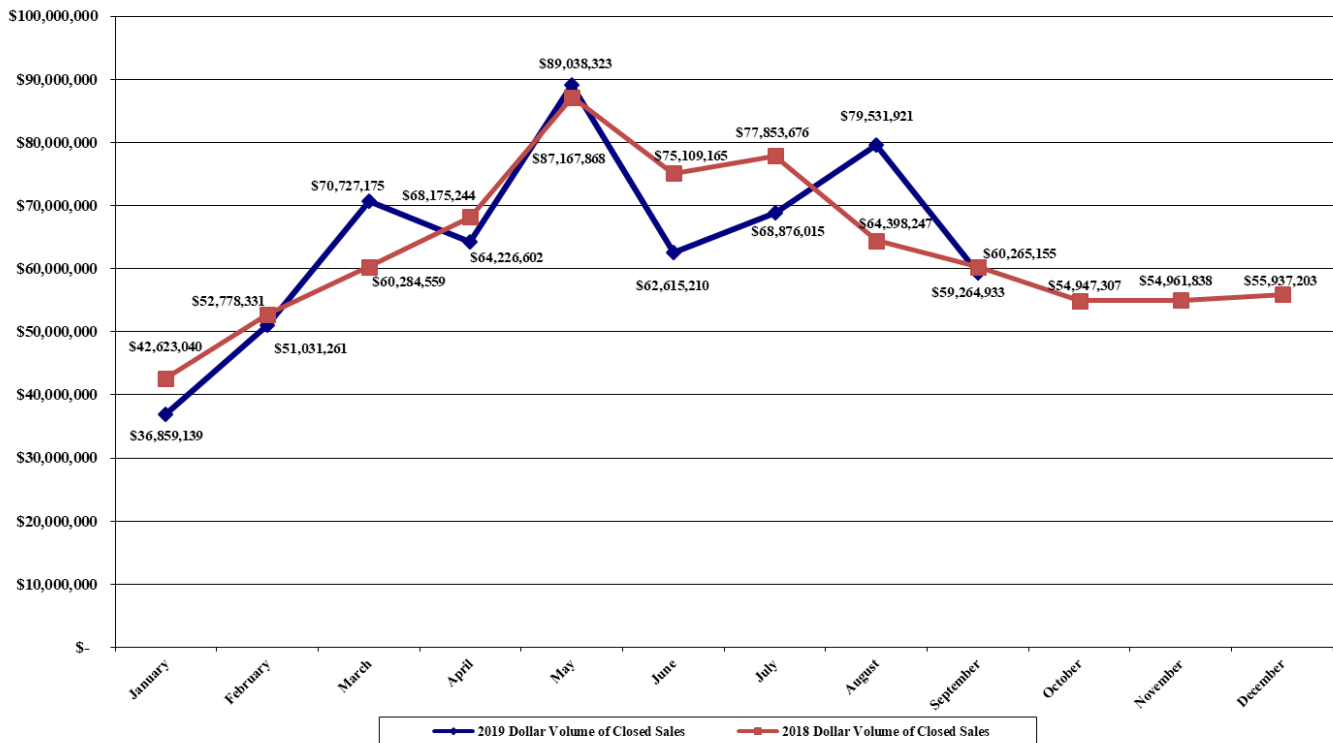
Average Sale Price, January - September 2019: \$194,288
Average Sale Price, January – September 2018: \$191,589
(% change in Average Sale Price: +01.41%)

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

% of List Price to Sale Price, January - September 2019: 96.83%
% of List Price to Sale Price, January - September 2018: 96.86%

<u>Current \$ vol. compared to past years:</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 \$ vol. <u>outside</u> Lafayette Parish as compared to past years.)	\$118,899,740	\$138,890,778	\$173,054,237	\$166,896,612	\$168,296,790	\$180,686,306
	+100.43%	+71.58%	+37.71%	+42.79%	+41.60%	+31.89%

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



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

<u>New Const.</u>	<u>Re-sales</u>
9/19: \$12,192,945	\$47,071,988
9/18: \$13,403,456	\$46,861,699
-09.03%	+00.45%

<u>New Const.</u>	<u>Re-sales</u>
'19: \$146,329,567	\$435,841,012
'18: \$161,012,467	\$427,642,818
-09.12%	+01.92%

'19: \$274,539	\$213,542
'18: \$265,259	\$211,599
+03.50%	+00.92%

'19: \$229,900	\$184,000
'18: \$227,400	\$179,000
+01.10%	+02.79%

'19: 99.45%	96.76%
'18: 99.47%	96.61%

Dollar Volume of Closed Residential Sales, September 2019: \$ 59,264,933
 Dollar Volume of Closed Residential Sales, September 2018: \$ 60,265,155
 (% change for September: -01.66%)

(% change from August 2019: -25.48%)

Cumulative total January – September 2019: \$582,170,579
 Cumulative total January – September 2018: \$588,655,285
 (% cumulative change: -01.10%)

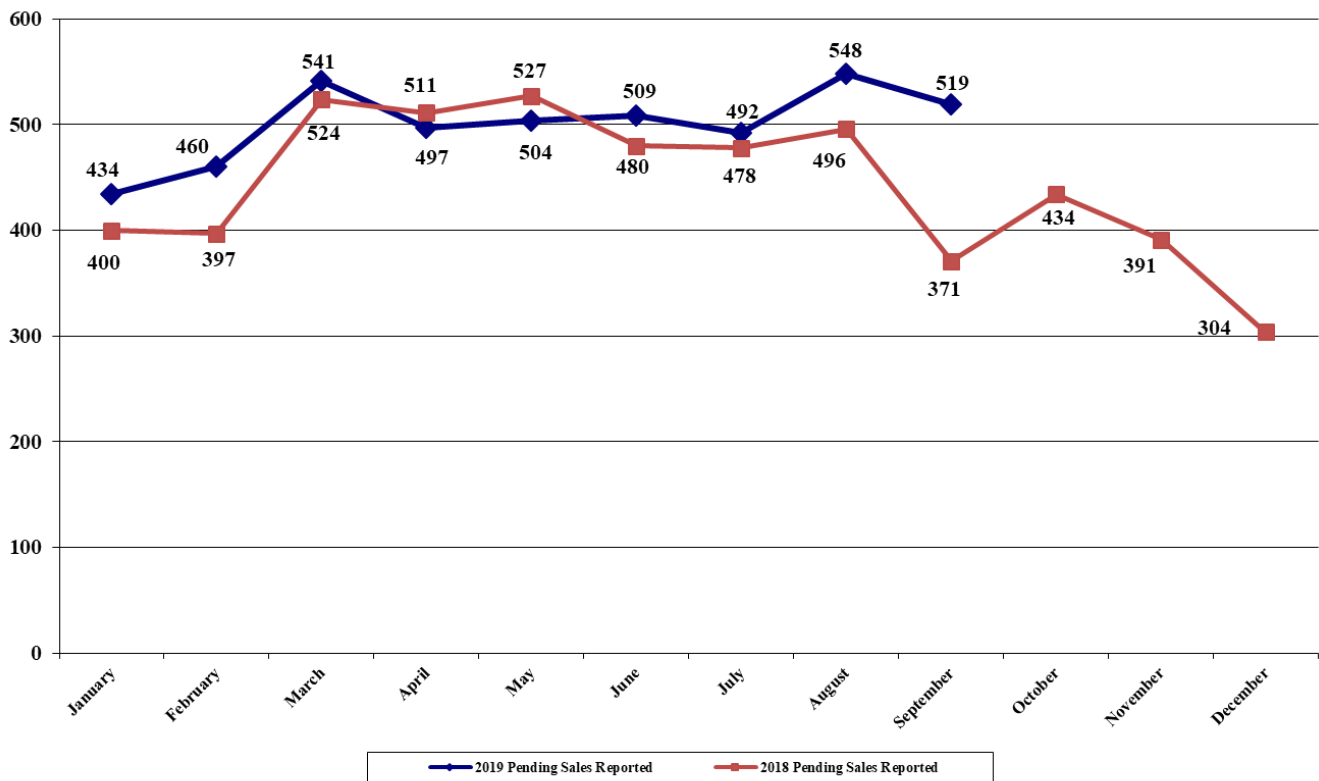
Average Sale Price, January - September 2019: \$226,173
 Average Sale Price, January - September 2018: \$223,993
 (% change in Average Sale Price: +00.97%)

Median Sold Price, January – September 2019: \$194,067
 Median Sold Price, January – September 2018: \$193,950
 (% change in Median Sold Price: +00.06%)

% of List Price to Sale Price, January - September 2019: 97.42%
 % of List Price to Sale Price, January - September 2018: 97.38%

<u>Current Sales Compared to Past Years:</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
(2019 Lafayette Parish dollar volume as compared to prior years)	\$401,096,837	\$534,241,450	\$543,906,820	\$586,065,085	\$530,429,363	\$532,245,777
	+45.14%	+08.97%	+07.03%	-00.66%	+09.75%	+09.38%

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



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

Outside Lafayette Parish

Sept. '19: 206
 Sept. '18: 148
 (% chg: +39.19%)

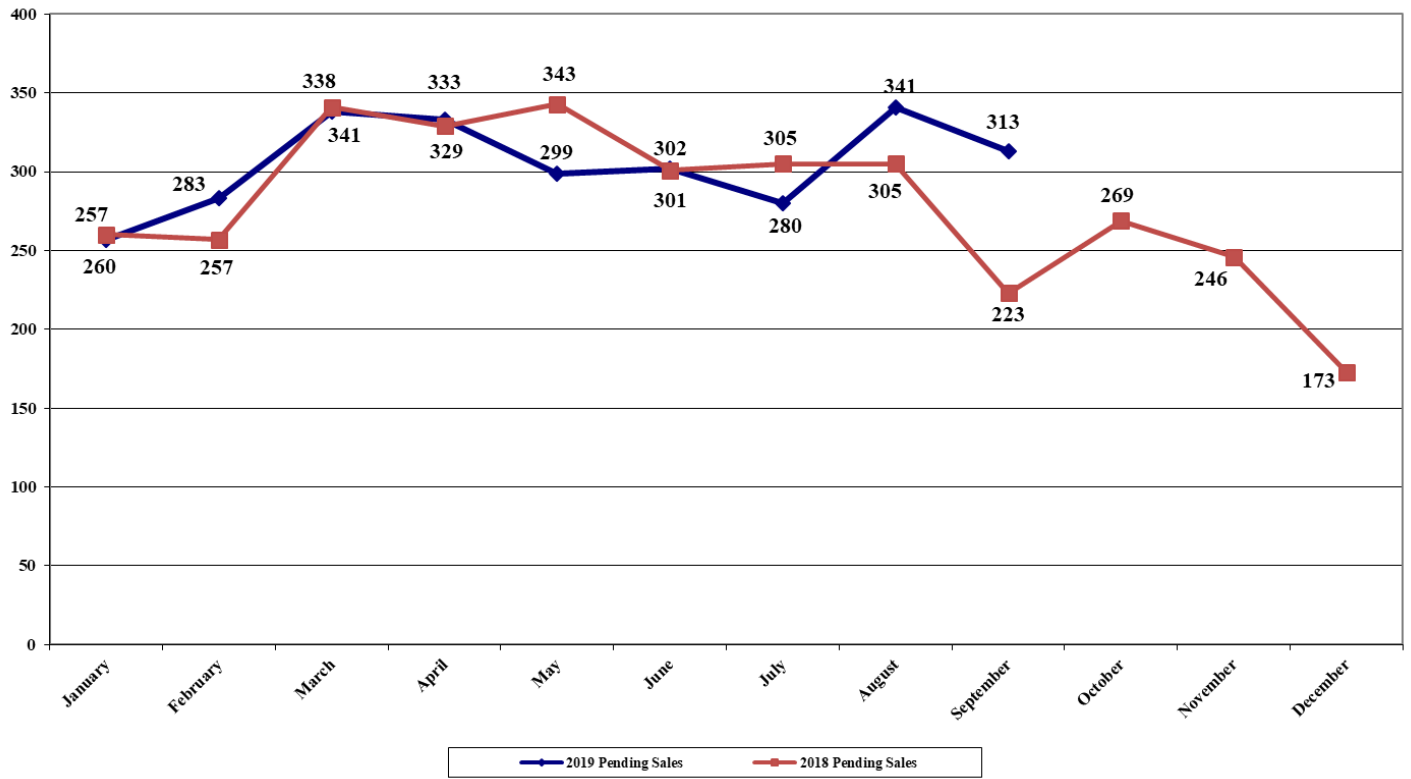
Number of Pending Home Sales Reported to MLS, September 2019: 519
Number of Pending Home Sales Reported to MLS, September 2018: 371
 (% change for September: +39.89%)

(% change from August 2019: -05.29%)

'19: 1,758
 '18: 1,520
 (% chg: +15.66%)

Cumulative total, January – September 2019: 4,504
Cumulative total, January – September 2018: 4,184
 (% cumulative change: +07.65%)

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



LAFAYETTE PARISH

(Excludes "GEO" areas outside of Lafayette Parish)

New Const. Re-sales

9/19: 57 256
 9/18: 44 179
 +29.55% +43.02%

Number of Pending Home Sales Reported to MLS, September 2019: 313
Number of Pending Home Sales Reported to MLS, September 2018: 223
(% change for September: +40.36%)

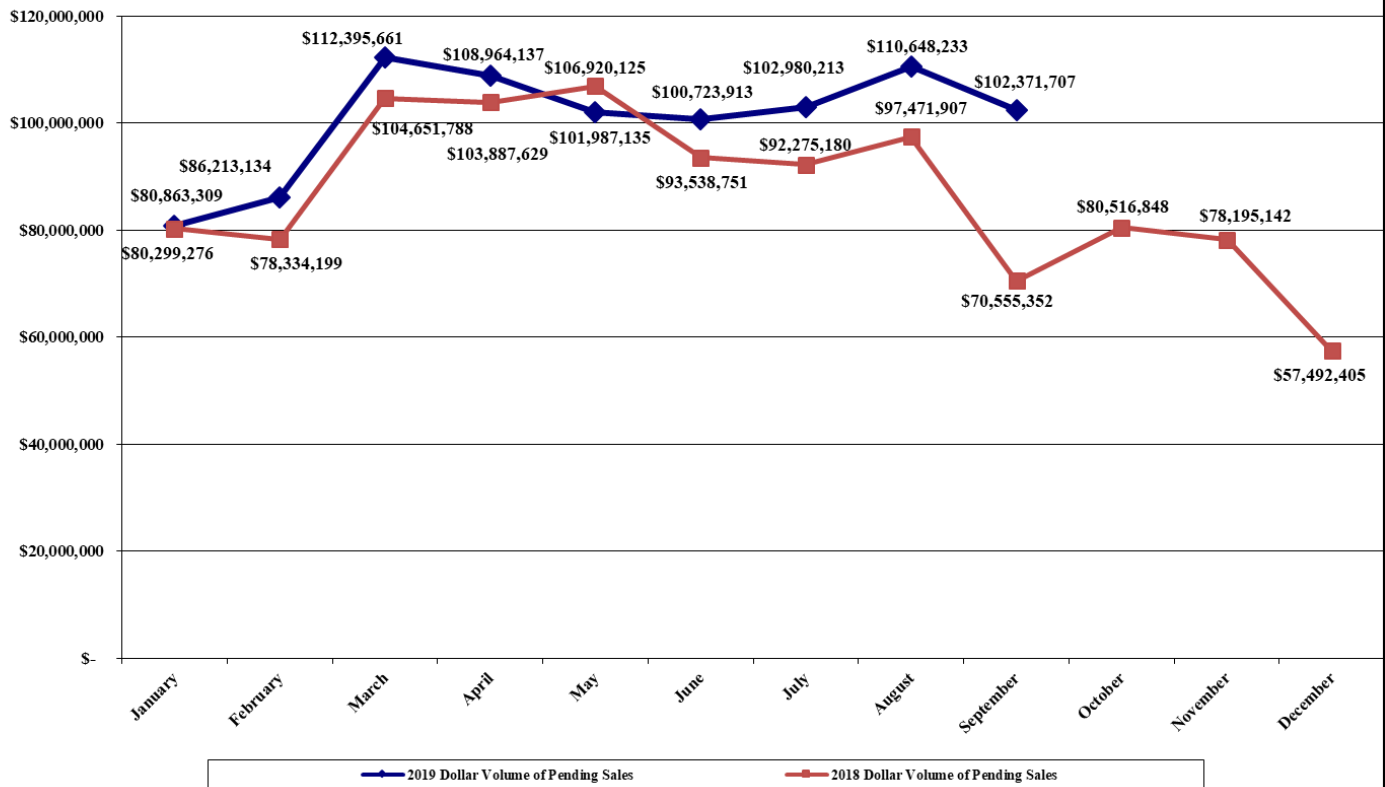
(% change from August 2019: -08.21%)

New Const. Re-sales

'19: 547 2,199
 '18: 587 2,077
 -06.81% +05.87%

Cumulative total, January – September 2019: 2,746
Cumulative total, January – September 2018: 2,664
(% cumulative change: +03.08%)

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



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

Dollar Volume of Pending Home Sales, September 2019: \$102,371,707

Dollar Volume of Pending Home Sales, September 2018: \$ 70,555,352

(% change for September: +45.09%)

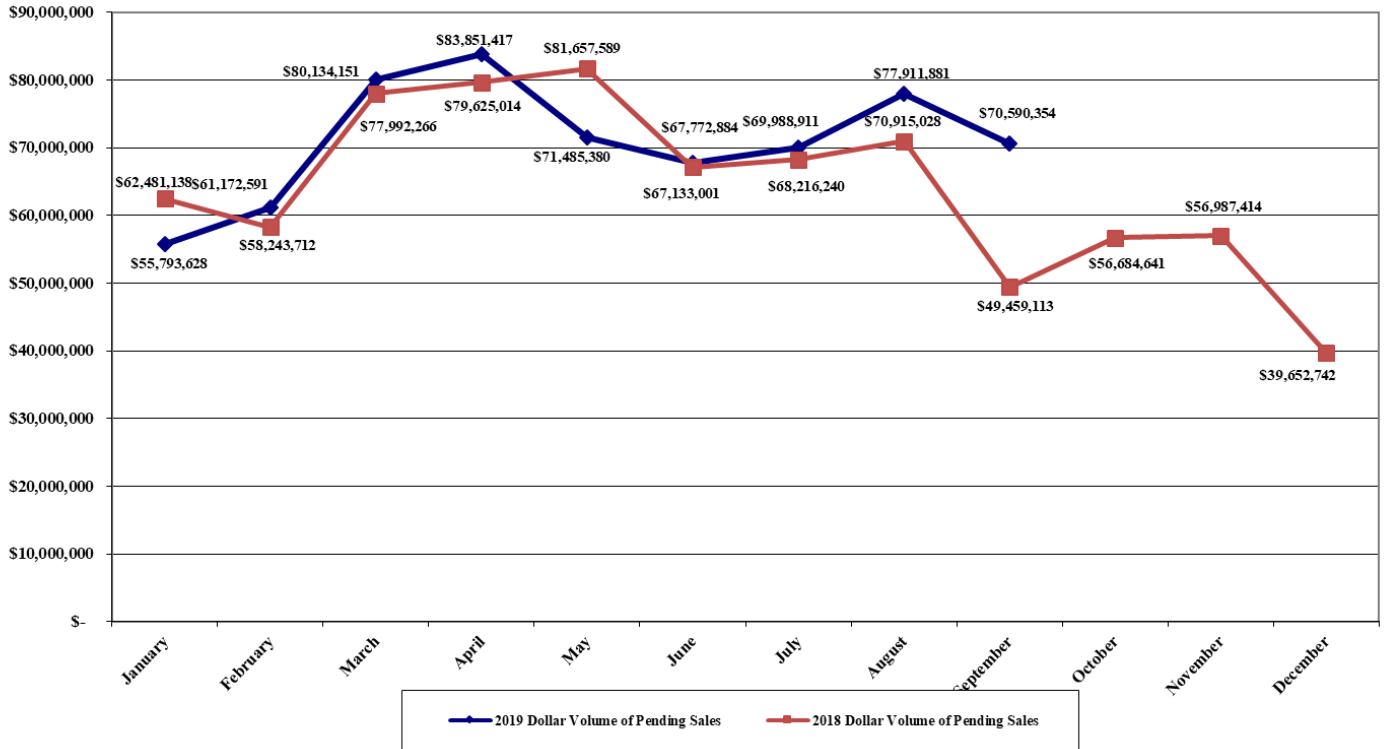
(% change from August 2019: -07.48%)

Cumulative total, January – September 2019: \$907,147,442

Cumulative total, January – September 2018: \$827,934,207

(% cumulative change: +09.57%)

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



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

Dollar Volume of Pending Home Sales, September 2019: \$70,590,354

Dollar Volume of Pending Home Sales, September 2018: \$49,459,113

(% change for September: +42.72%)

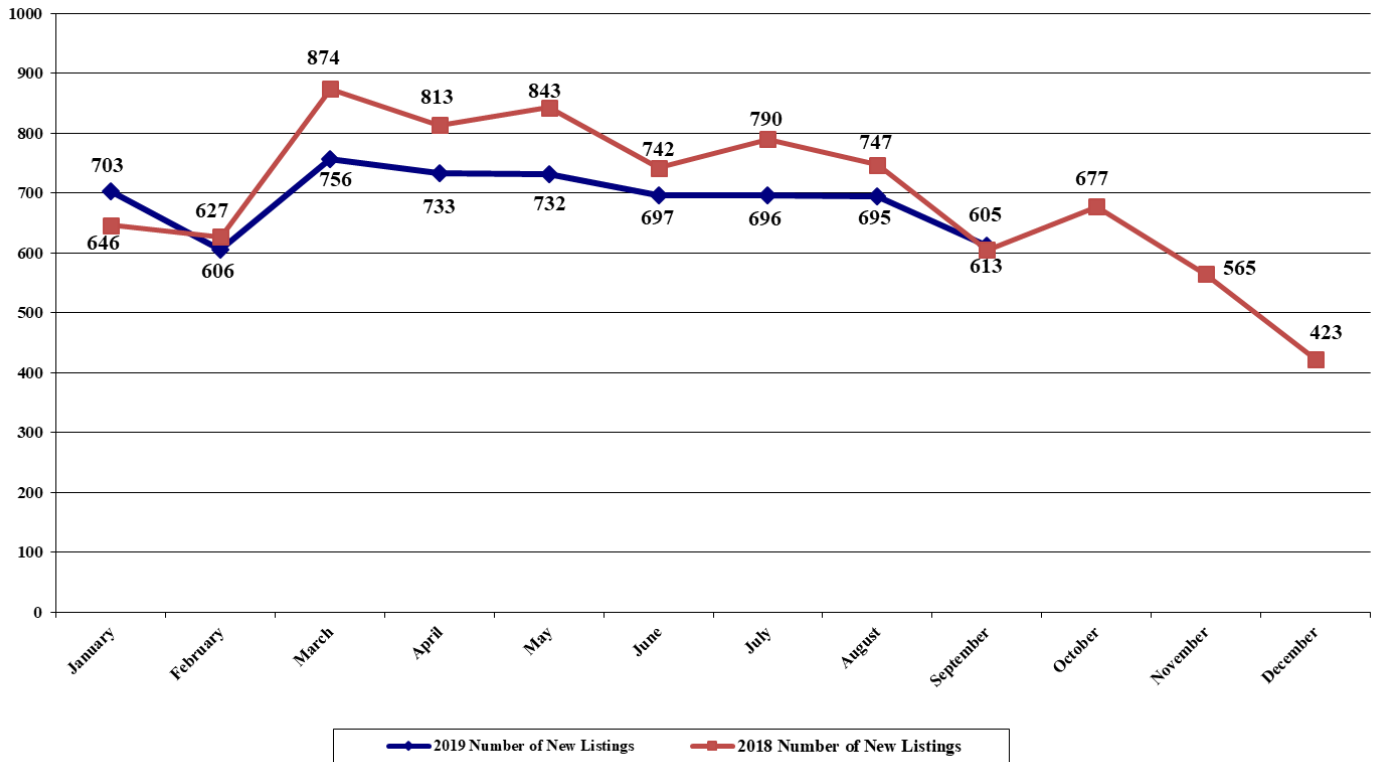
(% change from August 2019: -09.40%)

Cumulative total, January – September 2019: \$638,701,197

Cumulative total, January – September 2018: \$615,723,101

(% cumulative change: +03.73%)

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



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

Outside Lafayette Parish

Sept. '19: 268
 Sept. '18: 245
 (% chg: +09.39%)

Number of New Residential Listings Reported to MLS, September 2019: 613
Number of New Residential Listings Reported to MLS, September 2018: 605
 (% change for September: +01.32%)

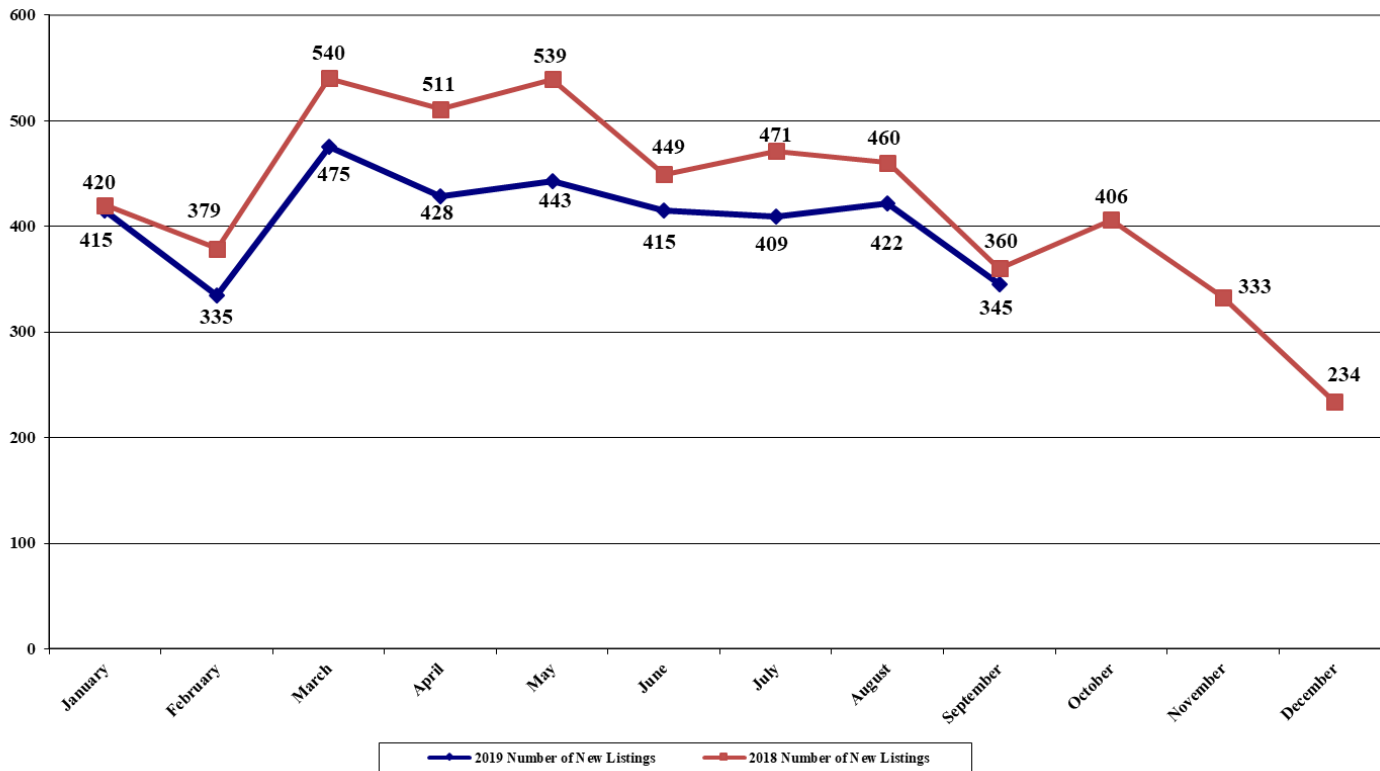
(% change from August 2019: -11.80%)

'19: 2,544
 '18: 2,559
 (% chg: -00.59%)

Cumulative total, January – September 2019: 6,231
Cumulative total, January – September 2018: 6,688
 (% cumulative change: -06.83%)

Number of New Residential Listings Reported to MLS

Lafayette Parish Only
January - September 2019 vs. 2018



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

New Const. **Re-sales**

'19: 62 283
'18: 56 304
+10.71% -06.91%

Number of New Residential Listings Reported to MLS, September 2019: 345

Number of New Residential Listings Reported to MLS, September 2018: 360

(% change for September: -04.17%)

(% change from August 2019: -18.25%)

'19: 545 3,142
'18: 770 3,359
-29.22% -06.46%

Cumulative total, January – September 2019: 3,687

Cumulative total, January – September 2018: 4,129

(% cumulative change: -10.70%)

Comparison to Past Years:

	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
#New Listings Taken	2,986	3,220	3,321	3,642	3,692	3,872	4,129	3,687
# Sold	1,986	2,504	2,456	2,575	2,392	2,472	2,628	2,574
Ratio – New Listings/Sold	1.50:1	1.29:1	1.35:1	1.41:1	1.54:1	1.57:1	1.57:1	1.43:1
2019 % +/- over	+23.48%	+14.50%	+11.02%	+01.24%	-00.14%	-04.78%	-10.70%	

2019 Home Sales Outside Lafayette Parish

January – September 2019



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

January – September 2019 vs. January – September 2018

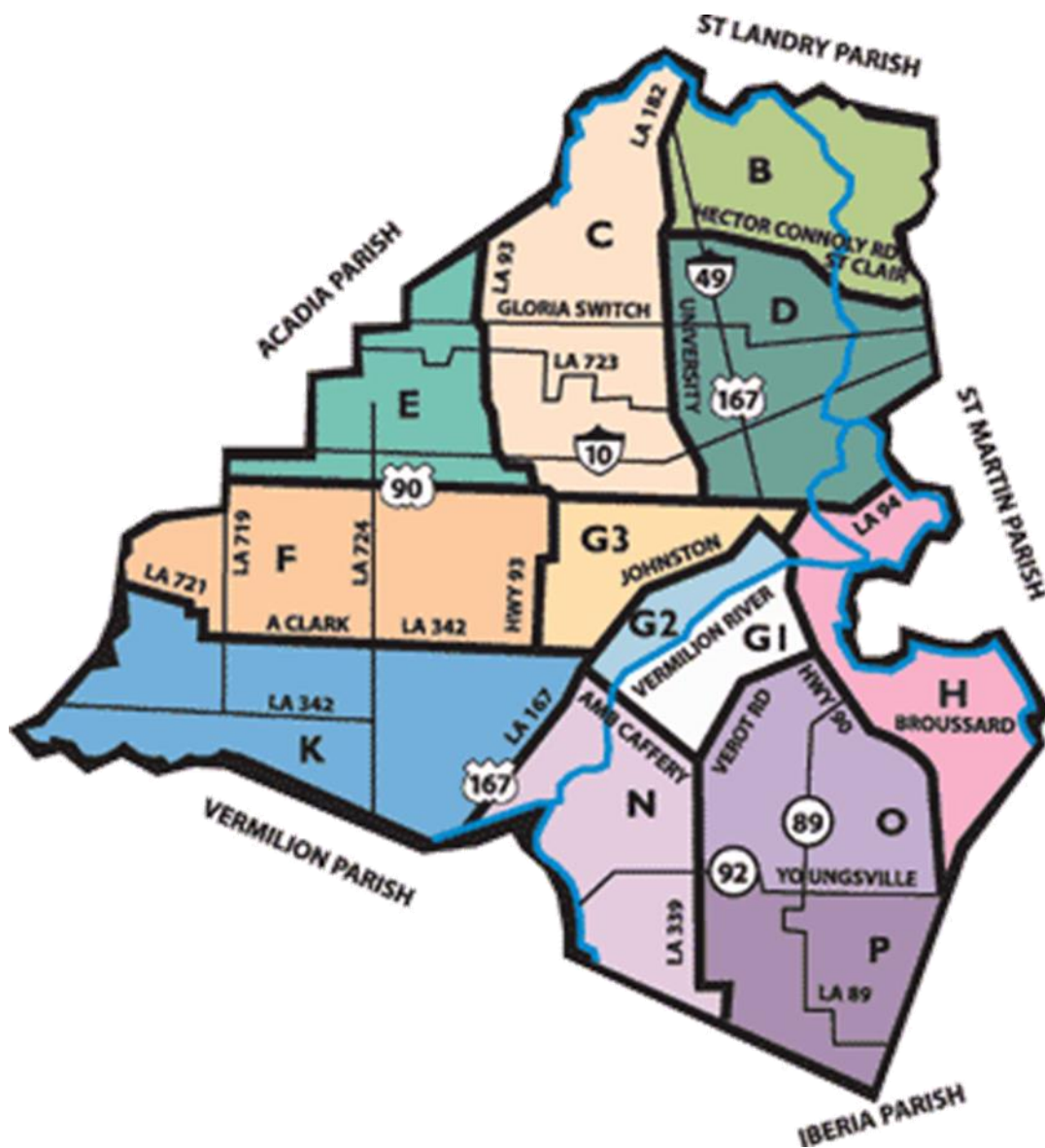
PARISH	'19 Closed Sales	'18 Closed Sales	% + or -	'19 Closed \$ Volume	'18 Closed \$ Volume	% + or -
Iberia	372	304	+22.4%	\$47,842,060	\$43,090,864	+11.0%
St. Landry	369	328	+12.5%	\$53,856,913	\$41,536,469	+29.7%
Vermillion	274	229	+19.7%	\$44,335,879	\$32,318,696	+37.2%
St. Martin	262	244	+07.4%	\$45,690,450	\$34,385,386	+32.9%
Acadia	193	169	+14.2%	\$24,642,909	\$20,362,665	+21.0%
Evangeline	79	81	- 02.5%	\$ 8,215,101	\$ 7,900,460	+04.0 %
St. Mary	64	70	- 08.6%	\$ 7,215,180	\$ 8,938,582	- 19.3%
Jeff Davis	15	01	+1,400.0%	\$ 1,569,005	\$ 122,350	+1,182.4%
Others	21	25		\$ 4,943,479	\$ 4,184,715	
TOTAL	1,649	1,451	+13.7%	\$238,310,897	\$192,840,187	+23.6%

January – September 2019 closed residential sales from the above parishes represent 39.1% of the total number of closed transactions reported to the MLS and 29.1% of the closed sale dollar volume. This compares with 35.6% of the total number of closed transactions reported to the MLS and 24.7% of the closed dollar volume as of January – September 2018.

PARISH	'19 Average Sale Price	'18 Average Sale Price	% + or -	'19 Median Sale Price	'18 Median Sale Price	% + or -
St. Martin	\$174,391	\$140,923	+23.8%	\$153,450	\$130,750	+17.4%
Vermillion	\$161,809	\$141,129	+14.7%	\$150,000	\$132,000	+13.6%
St. Landry	\$145,953	\$126,635	+15.3%	\$120,000	\$109,000	+10.1%
Iberia	\$128,607	\$141,746	- 09.3%	\$115,000	\$129,900	- 11.5%
Acadia	\$127,683	\$120,489	+06.0%	\$118,000	\$106,000	+11.3%
St. Mary	\$112,737	\$127,694	- 11.7%	\$ 95,000	\$103,750	- 08.4%
Evangeline	\$103,988	\$ 97,536	+06.6%	\$ 81,900	\$ 73,500	+11.4%

2019 Lafayette Parish Home Sales by GEO Area

January – September 2019



Lafayette Parish Closed Sales Reported to the MLS by GEO Area January – September 2019 vs. January – September 2018

	'19 Closed Sales	'18 Closed Sales	% + or -	'19 Closed \$ Volume	'18 Closed \$ Volume	% + or -	'19 Avg. Sale Price	'18 Avg. Sale Price	% + or -	# Mos. Supply
Area B	33	21	+57.1%	\$ 8,087,710	\$ 4,253,100	+90.2%	\$245,082	\$202,528	+21.0%	4.1 mos.
Area C	166	198	- 16.2%	\$ 26,413,282	\$ 31,259,838	- 15.5%	\$159,116	\$157,877	+00.8%	5.2 mos.
Area D	264	248	+06.5%	\$ 41,854,622	\$ 37,518,973	+11.6%	\$158,540	\$151,286	+04.8%	4.5 mos.
Area E	40	36	+11.1%	\$ 7,279,377	\$ 5,661,300	+28.6%	\$181,984	\$157,258	+15.7%	4.5 mos.
Area F	126	126	N/C	\$ 20,810,260	\$ 20,850,011	- 00.2%	\$165,160	\$165,476	- 00.2%	3.2 mos.
Area G1	119	127	- 06.3%	\$ 40,090,020	\$ 40,864,712	- 01.9%	\$336,890	\$321,769	+04.7%	8.2 mos.
Area G2	161	195	- 17.4%	\$ 38,351,043	\$ 48,150,650	- 20.4%	\$238,205	\$246,926	- 03.5%	5.9 mos.
Area G3	257	237	+08.4%	\$ 41,086,642	\$ 40,310,286	+01.9%	\$159,870	\$170,085	- 06.0%	5.5 mos.
Area H	53	46	+15.2%	\$ 10,265,441	\$10,295,543	- 00.3%	\$193,687	\$223,816	- 13.5%	5.8 mos.
Area K	109	95	+14.7%	\$ 21,070,111	\$ 16,356,299	+22.7%	\$193,303	\$172,171	+12.3%	4.0 mos.
Area N	345	378	- 08.7%	\$ 93,404,689	\$102,036,600	- 08.5%	\$270,738	\$269,938	+ 00.3%	5.1 mos.
Area O	588	569	+03.3%	\$158,262,244	\$147,013,048	+07.7%	\$269,153	\$258,370	+04.2%	5.3 mos.
Area P	313	352	- 11.1%	\$ 75,195,138	\$ 84,084,925	- 10.6%	\$240,240	\$238,877	+00.6%	4.0 mos.
TOTAL	2,574	2,628	- 02.1%	\$582,170,579	\$588,655,285	- 01.1%	\$226,173	\$223,993	+01.0%	5.0 mos.

Lafayette North (Areas B,C,D,E): 503 sales in 2019 vs.503 in 2018 – 00.0% increase/\$83,634,991 in 2019 sale \$ volume vs \$78,693,211 in 2018 – 06.3% increase (19.5% of total sales/14.4% of total \$ volume)
West Lafayette (Areas F,K): 235 sales in 2019 vs. 221 in 2018 – 06.3% increase/\$41,880,371 in 2019 sale \$ volume vs. \$37,206,310 in 2018 – 12.6% increase (9.1% of total sales/7.2% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 537 sales in 2019 vs.559 in 2018 – 3.9% decrease/\$119,527,705 in 2019 vs. \$129,325,648 in 2018 – 7.6% decrease (20.9% of total sales/20.5% of total \$ volume)
South Lafayette (Areas N, O, P): 1,246 sales in 2019 vs 1,299 in 2018 – 4.1% decrease/\$326,862,071 in 2019 vs. \$333,134,573 in 2018 – 1.9% decrease (48.4% of total sales/56.2% of total \$ volume)
East Lafayette (Area H): (2.1% of total sales/1.7% of total \$ volume)

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

	'19 Closed Sales	'18 Closed Sales	% + or -	'19 Closed \$ Volume	'18 Closed \$ Volume	% + or -	'19 Avg. Sale Price	'18 Avg. Sale Price	% +or -	# Mos. Supply
Area B	32	21	+52.4%	\$ 7,647,810	\$ 4,253,100	+79.8%	\$238,994	\$202,528	+18.0%	3.1 mos.
Area C	146	175	- 16.6%	\$ 22,507,983	\$ 27,024,455	- 16.7%	\$154,164	\$154,425	-00.2%	5.1 mos.
Area D	175	178	- 01.7%	\$ 22,654,092	\$ 22,682,196	- 00.1%	\$129,451	\$127,428	+01.6%	6.7 mos.
Area E	37	35	+05.7%	\$ 6,756,033	\$ 5,438,300	+24.2%	\$182,595	\$155,380	+17.5%	4.9 mos.
Area F	111	113	- 01.8%	\$ 18,027,680	\$ 18,514,176	- 02.6%	\$162,411	\$163,842	- 00.9%	3.6 mos.
Area G1	118	126	- 06.4%	\$ 37,790,020	\$ 40,165,712	- 05.9%	\$320,254	\$318,775	- 00.5%	8.3 mos.
Area G2	161	191	- 15.7%	\$ 38,351,043	\$ 47,293,650	- 18.9%	\$238,205	\$247,610	- 03.8%	5.9 mos.
Area G3	245	231	+06.1%	\$ 38,875,542	\$ 38,931,158	- 00.1%	\$158,675	\$168,533	- 05.9%	5.8 mos.
Area H	51	40	+27.5%	\$ 9,432,250	\$ 7,564,743	+24.7%	\$184,946	\$189,118	- 02.2%	4.8 mos.
Area K	77	65	+18.5%	\$ 13,634,131	\$ 10,153,225	+34.3%	\$177,066	\$156,203	+13.4%	5.7 mos.
Area N	289	288	+00.4%	\$ 76,364,333	\$ 74,203,849	+02.9%	\$264,236	\$257,652	+02.6%	6.0 mos.
Area O	447	393	+13.7%	\$108,887,455	\$ 92,331,974	+17.9%	\$243,596	\$234,941	+03.7%	6.9 mos.
Area P	152	165	- 07.9%	\$ 34,912,640	\$ 39,086,280	- 10.7%	\$229,688	\$236,886	- 03.0%	8.2 mos.
TOTAL	2,041	2,021	+01.0%	\$435,841,012	\$427,642,818	+01.9%	\$213,542	\$211,599	+00.9%	5.1 mos.

Lafayette North (Areas B,C,D,E): 390 sales in 2019 vs.409 in 2018– 04.7% decrease/\$59,565,918 in 2019 sale \$ volume vs \$59,398,051 in 2018 – 00.3% increase (19.1% of total sales/13.7% of total \$ volume)
West Lafayette (Areas F,K): 188 sales in 2019 vs. 178 in 2018 – 05.6% increase/\$31,661,811 in 2019 sale \$ volume vs. \$28,667,401 in 2018 – 10.5% increase (9.2% of total sales/7.3% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 524 sales in 2019 vs.548 in 2018 – 4.4% decrease/\$115,016,605 in 2019 vs. \$126,390,520 in 2018 – 09.0% decrease (25.7% of total sales/26.4% of total \$ volume)
South Lafayette (Areas N, O, P): 888 sales in 2019 vs 846 in 2018 – 5.0% increase/\$220,164,428 in 2019 vs. \$205,622,103 in 2018 – 7.1% increase (43.5% of total sales/50.5% of total \$ volume)
East Lafayette (Area H): (2.5% of total sales/2.1% of total \$ volume)

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

	'19 Closed Sales	'18 Closed Sales	% + or -	'19 Closed \$ Volume	'18 Closed \$ Volume	% + or -	'19 Avg. Sale Price	'18 Avg. Sale Price	% +or -	# Mos. Supply
Area B	01	-0-	N/A	\$ 439,900	\$ -0-	N/A	\$439,900	\$ -0-	N/A	36.0 mos.
Area C	20	23	- 13.0%	\$ 3,905,299	\$ 4,235,383	- 07.8%	\$195,264	\$184,147	+06.0%	6.3 mos.
Area D	89	70	+27.1%	\$ 19,200,530	\$ 14,836,777	+29.4%	\$215,736	\$211,953	+01.8%	3.4 mos.
Area E	03	01	+200.0%	\$ 523,344	\$ 223,000	+134.7%	\$174,448	\$223,000	- 21.8%	6.0 mos.
Area F	15	13	+15.4%	\$ 2,782,580	\$ 2,335,835	+19.1%	\$185,505	\$179,679	+03.2%	4.8 mos.
Area G1	01	01	N/C	\$ 2,300,000	\$ 699,000	+229.0%	\$2,300,000	\$699,000	+229.0%	-----
Area G2	-0-	04	----	\$ -0-	\$ 857,000	----	\$ -0-	\$214,250	----	----
Area G3	12	06	+100.0%	\$ 2,211,100	\$ 1,379,128	+60.3%	\$184,258	\$229,854	- 19.8%	3.0 mos.
Area H	02	06	- 66.7%	\$ 833,191	\$ 2,730,800	- 69.5%	\$416,595	\$455,133	- 08.5%	27.0 mos.
Area K	32	30	+06.7%	\$ 7,435,980	\$ 6,203,074	+19.9%	\$232,374	\$206,769	+12.4%	2.8 mos.
Area N	56	90	- 37.8%	\$ 17,040,356	\$ 27,832,751	- 38.8%	\$304,292	\$309,252	- 01.6%	4.8 mos.
Area O	141	176	- 19.9%	\$ 49,374,789	\$ 54,681,074	- 09.7%	\$350,175	\$310,687	+12.7%	6.6 mos.
Area P	161	187	- 13.9%	\$ 40,282,498	\$ 44,998,645	- 10.5%	\$250,201	\$240,634	+04.0%	4.1 mos.
TOTAL	533	607	- 12.2%	\$146,329,567	\$161,012,467	- 09.1%	\$274,539	\$265,259	+03.5%	4.9 mos.

Lafayette North (Areas B,C,D,E): 113 sales in 2019 vs. 94 in 2018 – 20.2% increase/\$24,069,073 in 2019 sale \$ volume vs \$19,295,160 in 2018 – 24.7% increase (21.2% of total sales/16.5% of total \$ volume)
West Lafayette (Areas F,K): 47 sales in 2019 vs. 43 in 2018 – 9.3% increase/\$10,218,560 in 2019 sale \$ volume vs. \$8,538,909 in 2018 – 19.7% increase (8.8% of total sales/7.0% of total \$ volume)
Central Lafayette (Areas G1, G2, G3): 13 sales in 2019 vs. 11 in 2018 – 18.2% increase/\$4,511,100 in 2019 vs. \$2,935,128 in 2018 – 53.7% increase (2.4% of total sales/3.1% of total \$ volume)
South Lafayette (Areas N, O, P): 358 sales in 2019 vs 453 in 2018 – 21.0% decrease/\$106,697,643 in 2019 vs. \$127,512,470 in 2018 – 16.3% decrease (67.2% of total sales/72.9% of total \$ volume)
East Lafayette (Area H): (0.4% of total sales/0.5% of total \$ volume)