



# Monthly Market Report

April 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.)*

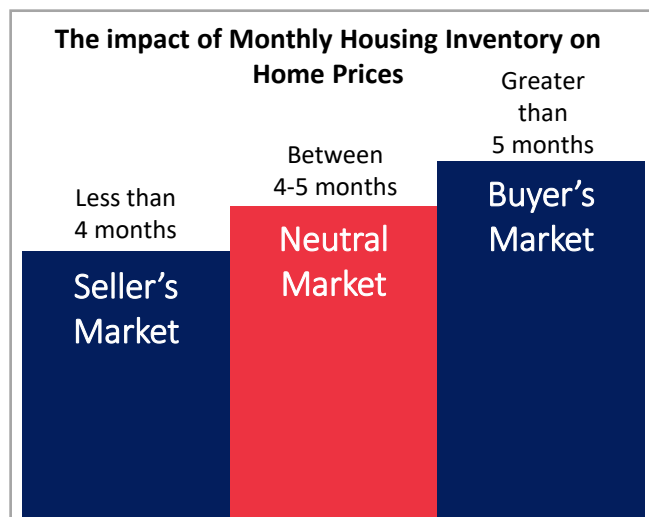
**Market Penetration:** The extent to which a company is recognized in a particular market.

**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

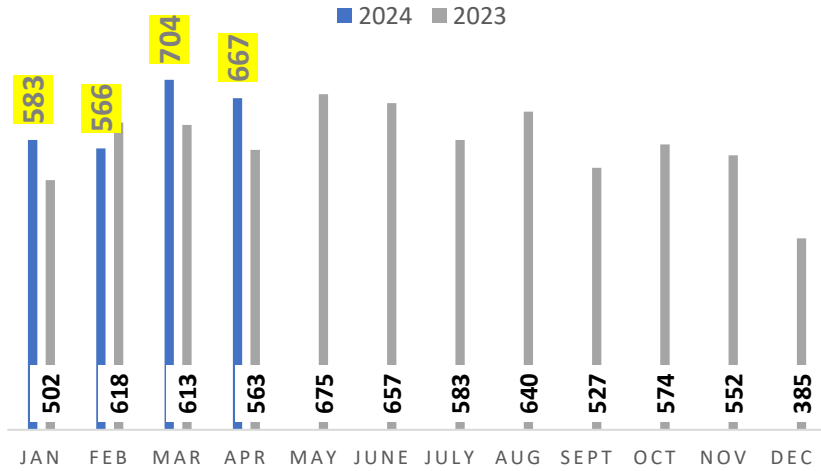
**Buyer's Market:** housing market where the supply exceeds the demand



# Acadiana



# Acadiana New Listings

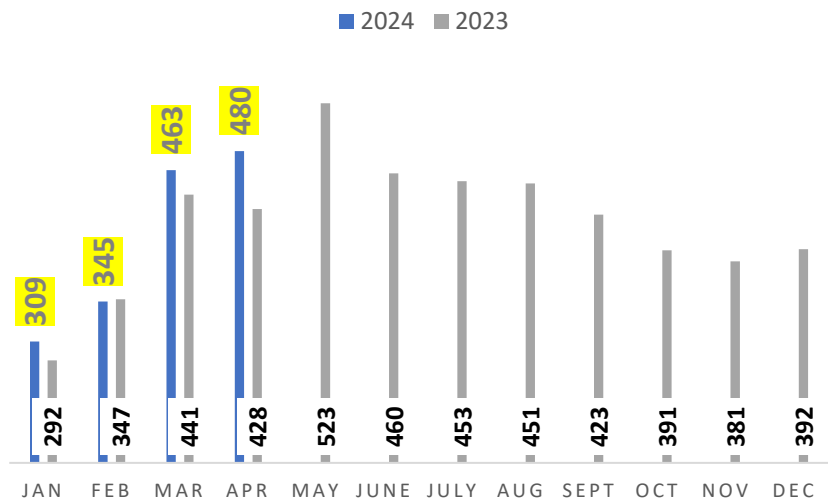


In April 2024 there were 667 new Residential listings in Acadiana. That is an **increase** of 16% from new listings in April of 2023 but a **decrease** of 5% from new listings in March 2024. Total for 2024 YTD is 2,520 versus 2,296 in 2023 which is a 9% **increase**.

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

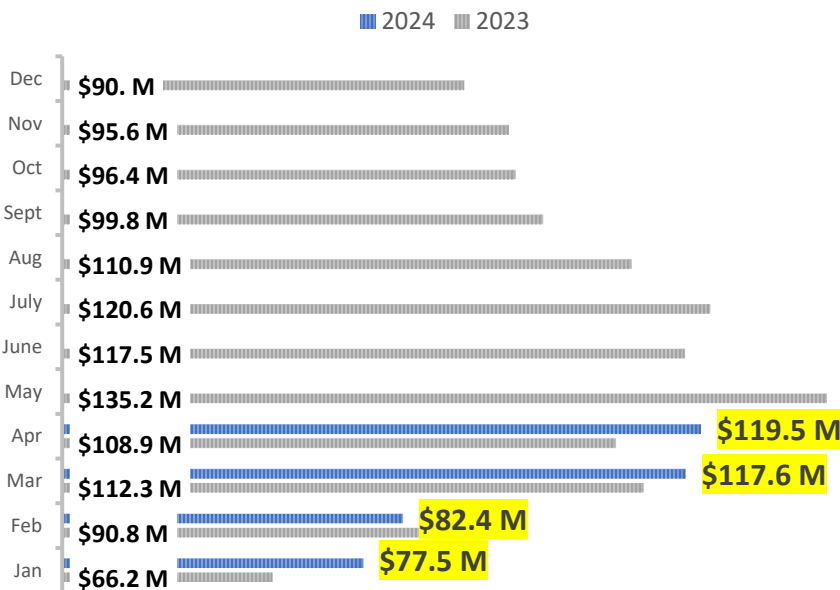
# Acadiana Closed Sales

In April 2024 there were 480 total Residential sales in Acadiana. That is an **increase** of 11% from units sold in April of 2023, and an **increase** of 4% from units sold in March 2024. Total for 2024 YTD is 1,597 versus 1,508 in 2023 which is a 6% **increase**. Average days on market in the month of April across Acadiana was 79.



# Acadiana Dollar Volume

In April 2024, the total Residential closed volume was \$119,540,132 across Acadiana. That is a 9% **increase** from April 2023, and an **increase** of 2% from March 2024. Total for 2024 YTD is \$397,079,315 versus \$378,217,487 in 2023 which is a 5% **increase**. Average Sales Price in April across Acadiana was \$249,041.



| Price Ranges        | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999      | 7                  | 6                       | 3.4                       |
| \$20,000-\$29,999   | 11                 | 12                      | 4.4                       |
| \$30,000-\$39,999   | 19                 | 13                      | 2.7                       |
| \$40,000-\$49,999   | 11                 | 16                      | 5.8                       |
| \$50,000-\$59,999   | 28                 | 30                      | 4.3                       |
| \$60,000-\$69,999   | 21                 | 29                      | 5.5                       |
| \$70,000-\$79,999   | 30                 | 30                      | 4.0                       |
| \$80,000-\$89,999   | 21                 | 32                      | 6.1                       |
| \$90,000-\$99,999   | 32                 | 30                      | 3.8                       |
| \$100,000-\$109,999 | 21                 | 25                      | 4.8                       |
| \$110,000-\$119,999 | 32                 | 35                      | 4.4                       |
| \$120,000-\$129,999 | 32                 | 37                      | 4.6                       |
| \$130,000-\$139,999 | 53                 | 35                      | 2.6                       |
| \$140,000-\$149,999 | 38                 | 29                      | 3.1                       |
| \$150,000-\$159,999 | 45                 | 28                      | 2.5                       |
| \$160,000-\$169,999 | 33                 | 40                      | 4.8                       |
| \$170,000-\$179,999 | 50                 | 30                      | 2.4                       |
| \$180,000-\$189,999 | 63                 | 43                      | 2.7                       |
| \$190,000-\$199,999 | 43                 | 35                      | 3.3                       |
| \$200,000-\$219,999 | 135                | 108                     | 3.2                       |
| \$220,000-\$239,999 | 186                | 205                     | 4.4                       |
| \$240,000-\$259,999 | 165                | 179                     | 4.3                       |
| \$260,000-\$279,999 | 107                | 138                     | 5.2                       |
| \$280,000-\$299,999 | 75                 | 101                     | 5.4                       |
| \$300,000-\$349,999 | 101                | 162                     | 6.4                       |
| \$350,000-\$399,999 | 78                 | 98                      | 5.0                       |
| \$400,000-\$449,999 | 37                 | 54                      | 5.8                       |
| \$450,000-\$499,999 | 27                 | 65                      | 9.6                       |
| \$500,000-\$549,999 | 26                 | 31                      | 4.8                       |
| \$550,000-\$599,999 | 19                 | 34                      | 7.2                       |
| \$600,000-\$699,999 | 13                 | 32                      | 9.8                       |
| \$700,000-\$799,999 | 13                 | 27                      | 8.3                       |
| \$800,000-\$899,999 | 6                  | 16                      | 10.7                      |
| \$900,000-\$999,999 | 6                  | 17                      | 11.3                      |
| \$1,000,000 & over  | 13                 | 49                      | 15.1                      |
|                     | <b>1597</b>        | <b>1851</b>             | <b>4.6</b>                |

## \$0 - \$149,999:

22% of all sales reported in this range

19% of all active listings

356 total sales vs 359 actives

4.03 - month supply of inventory

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

56% of all sales reported in this range

49% of all active listings

902 total sales vs 907 actives

4.02 - month supply of inventory

## \$300,000 and above:

21% of all sales reported in this range

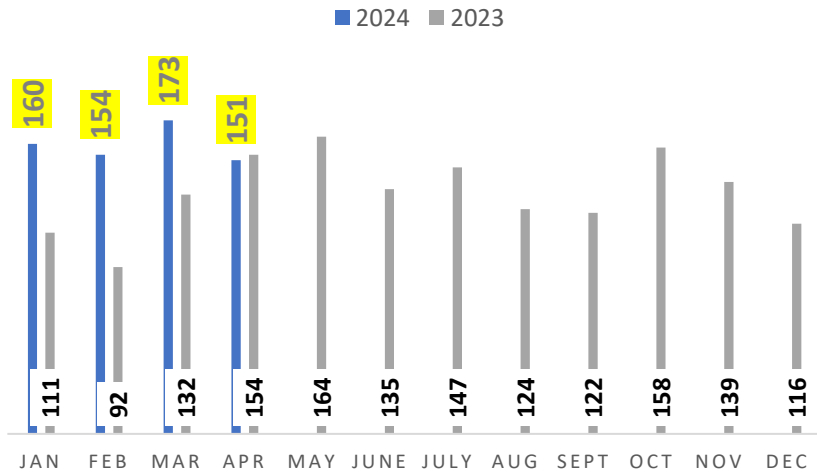
32% of all active listings

339 total sales vs 585 actives

6.90 - month supply of inventory



# Acadiana New Construction New Listings

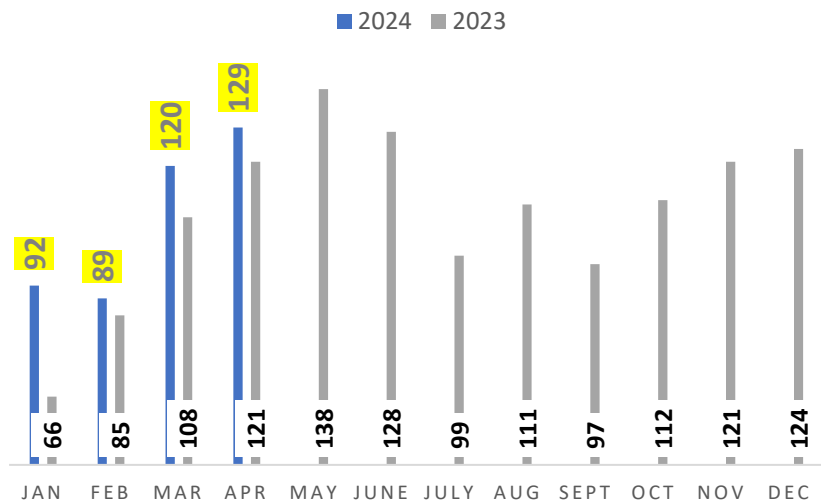


In April 2024 there were 151 new construction listings in Acadiana. That is a **decrease** of 2% from new listings in April 2023, and a **decrease** of 13% from new listings in March 2024. Total for 2024 YTD is 638 versus 489 in 2023 which is a 23% **increase**.

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

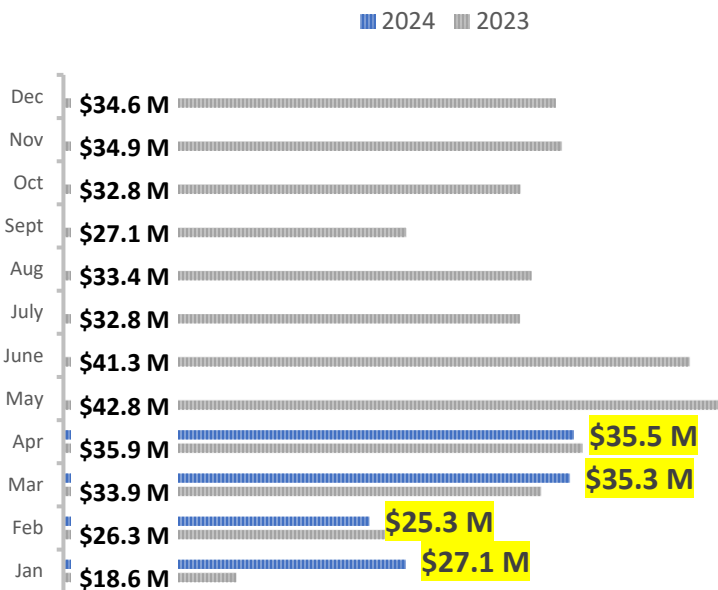
# Acadiana New Construction Closed Sales

In April 2024 there were 129 total new construction sales in Acadiana. That is an **increase** of 6% from units sold in April of 2023, and an **increase** of 7% from units sold in March 2024. Total for 2024 YTD is 430 versus 380 in 2023 which is a 12% **increase**. Average days on market in the month of April for new construction across Acadiana was 113.



# Acadiana New Construction Dollar Volume

In April 2024, the total new construction closed volume was \$35,477,522 across Acadiana. That is a 1% **decrease** from April 2023, but an **increase** of <1% from March 2024. Total for 2024 YTD is \$123,114,344 versus \$114,747,272 in 2023 which is a 7% **increase**. Average Sales Price in April for new construction across Acadiana was \$275,019.



# Acadiana New Construction Price Points – April 2024

| Price Ranges        | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999      | 0                  | 2                       | ***                       |
| \$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 | 1                  | 2                       | 8.0                       |
| \$160,000-\$169,999 | 1                  | 2                       | 8.0                       |
| \$170,000-\$179,999 | 0                  | 2                       | ***                       |
| \$180,000-\$189,999 | 10                 | 9                       | 3.6                       |
| \$190,000-\$199,999 | 3                  | 11                      | 14.7                      |
| \$200,000-\$219,999 | 41                 | 38                      | 3.7                       |
| \$220,000-\$239,999 | 99                 | 120                     | 4.8                       |
| \$240,000-\$259,999 | 88                 | 119                     | 5.4                       |
| \$260,000-\$279,999 | 51                 | 73                      | 5.7                       |
| \$280,000-\$299,999 | 37                 | 45                      | 4.9                       |
| \$300,000-\$349,999 | 35                 | 71                      | 8.1                       |
| \$350,000-\$399,999 | 29                 | 36                      | 5.0                       |
| \$400,000-\$449,999 | 7                  | 24                      | 13.7                      |
| \$450,000-\$499,999 | 7                  | 16                      | 9.1                       |
| \$500,000-\$549,999 | 7                  | 13                      | 7.4                       |
| \$550,000-\$599,999 | 5                  | 13                      | 10.4                      |
| \$600,000-\$699,999 | 3                  | 9                       | 12.0                      |
| \$700,000-\$799,999 | 2                  | 8                       | 16.0                      |
| \$800,000-\$899,999 | 1                  | 4                       | 16.0                      |
| \$900,000-\$999,999 | 1                  | 3                       | 12.0                      |
| \$1,000,000 & over  | 2                  | 11                      | 22.0                      |
|                     | <b>430</b>         | <b>631</b>              | <b>5.9</b>                |

## \$0 - \$149,999:

0% of all sales reported in this range

0% of all active listings

0 total sales vs 2 actives

0 - month supply of inventory

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

77% of all sales reported in this range

67% of all active listings

331 total sales vs 421 actives

5.09 - month supply of inventory

## \$300,000 and above:

23% of all sales reported in this range

33% of all active listings

99 total sales vs 208 actives

8.40 - month supply of inventory





|                     | Year to Date |           |          |
|---------------------|--------------|-----------|----------|
|                     | YTD-23       | YTD-24    | % Change |
| New Listings        | 2296         | 2520      | 10%      |
| Closed Sales        | 1508         | 1597      | 6%       |
| Days on Market      | 74           | 79        | 6%       |
| Average Sales Price | \$245,598    | \$249,247 | 1%       |

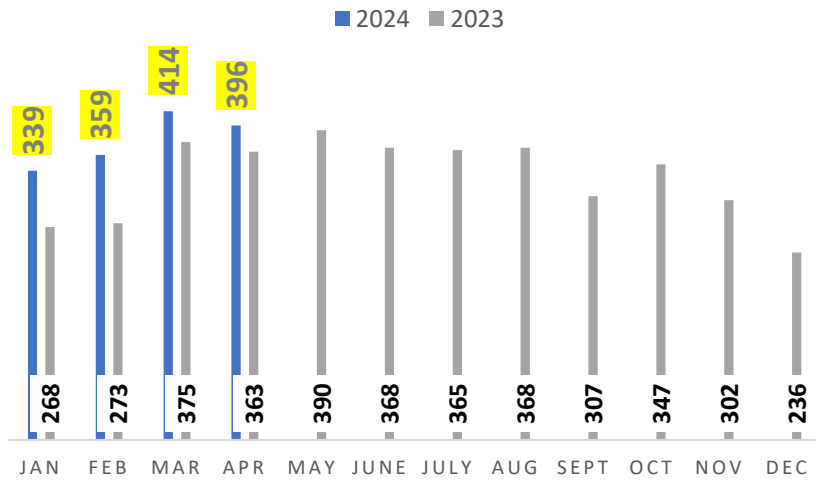
## Acadiana New Construction Recap – 2024 vs 2023

|                     | Year to Date |           |          |
|---------------------|--------------|-----------|----------|
|                     | YTD-23       | YTD-24    | % Change |
| New Listings        | 489          | 638       | 30%      |
| Closed Sales        | 380          | 430       | 13%      |
| Days on Market      | 120          | 109       | -9%      |
| Average Sales Price | \$300,643    | \$286,847 | -5%      |

# Lafayette Parish



# Lafayette New Listings

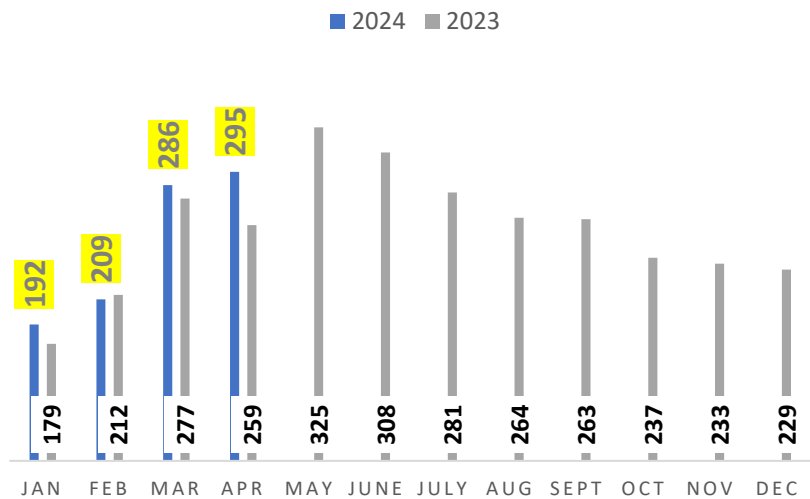


In April 2024 there were 396 new Residential listings in in Lafayette Parish. That is in **increase** of 8% from new listings in April 2023 but a **decrease** of 4% from new listings in March 2024. Total for 2024 YTD is 1,508 versus 1,279 in 2023 which is an **15% increase**.

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

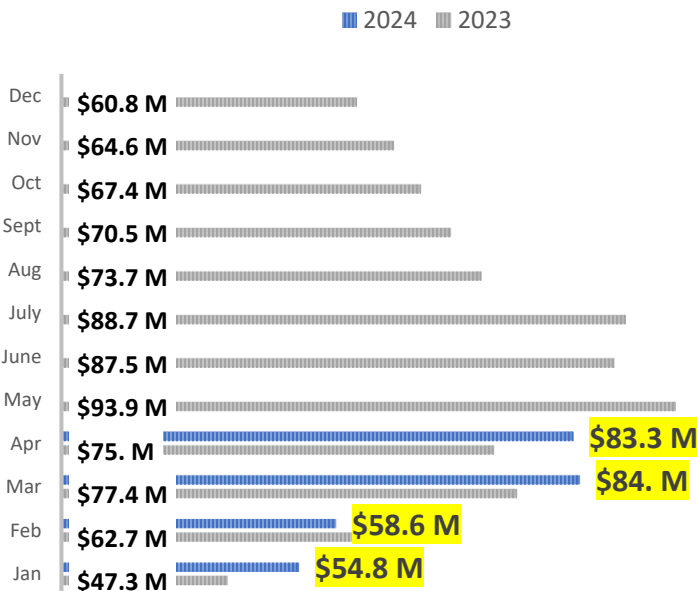
# Lafayette Closed Sales

In April 2024 there were 295 total Residential sales in Lafayette Parish. That is an **increase** of 12% from units sold in April of 2023, and an **increase** of 3% from units sold in March 2024. Total for 2024 YTD is 982 versus 927 in 2023 which is a **6% increase**. Average days on market in the month of April in Lafayette Parish was 70.



# Lafayette Dollar Volume

In April 2024, the total Residential closed volume was \$83,312,198 in Lafayette Parish. That is a **10% increase** from April 2023, but a **decrease** of <1% from March 2024. Total for 2024 YTD is \$280,661,377 versus \$262,404,890 in 2023 which is a **7% increase**. Average Sales Price in April in Lafayette Parish was \$282,414.



# Lafayette Parish Price Points – April 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       | 2                  | 1                       | 2.0                       |
| \$50,000-\$59,999       | 4                  | 5                       | 5.0                       |
| \$60,000-\$69,999       | 6                  | 2                       | 1.3                       |
| \$70,000-\$79,999       | 14                 | 6                       | 1.7                       |
| \$80,000-\$89,999       | 7                  | 9                       | 5.1                       |
| \$90,000-\$99,999       | 13                 | 8                       | 2.5                       |
| \$100,000-\$109,999     | 15                 | 12                      | 3.2                       |
| \$110,000-\$119,999     | 9                  | 8                       | 3.6                       |
| \$120,000-\$129,999     | 12                 | 6                       | 2.0                       |
| \$130,000-\$139,999     | 25                 | 9                       | 1.4                       |
| \$140,000-\$149,999     | 18                 | 4                       | 0.9                       |
| \$150,000-\$159,999     | 19                 | 8                       | 1.7                       |
| \$160,000-\$169,999     | 16                 | 10                      | 2.5                       |
| \$170,000-\$179,999     | 23                 | 10                      | 1.7                       |
| \$180,000-\$189,999     | 40                 | 15                      | 1.5                       |
| \$190,000-\$199,999     | 27                 | 19                      | 2.8                       |
| \$200,000-\$219,999     | 78                 | 61                      | 3.1                       |
| \$220,000-\$239,999     | 120                | 100                     | 3.3                       |
| \$240,000-\$259,999     | 110                | 127                     | 4.6                       |
| \$260,000-\$279,999     | 83                 | 107                     | 5.2                       |
| \$280,000-\$299,999     | 58                 | 74                      | 5.1                       |
| \$300,000-\$349,999     | 75                 | 118                     | 6.3                       |
| \$350,000-\$399,999     | 66                 | 71                      | 4.3                       |
| \$400,000-\$449,999     | 31                 | 39                      | 5.0                       |
| \$450,000-\$499,999     | 25                 | 41                      | 6.6                       |
| \$500,000-\$549,999     | 20                 | 22                      | 4.4                       |
| \$550,000-\$599,999     | 16                 | 24                      | 6.0                       |
| \$600,000-\$699,999     | 13                 | 23                      | 7.1                       |
| \$700,000-\$799,999     | 11                 | 15                      | 5.5                       |
| \$800,000-\$899,999     | 6                  | 13                      | 8.7                       |
| \$900,000-\$999,999     | 6                  | 11                      | 7.3                       |
| \$1,000,000-\$1,499,999 | 10                 | 21                      | 8.4                       |
| \$1,500,000-\$1,999,999 | 0                  | 8                       | ***                       |
| \$2,000,000 & over      | 1                  | 8                       | 32.0                      |
|                         | <b>982</b>         | <b>1018</b>             | <b>4.1</b>                |

## \$0 - \$149,999:

13% of all sales reported in this range

7% of all active listings

128 total sales vs 73 actives

2.28 - month supply of inventory

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

58% of all sales reported in this range

52% of all active listings

574 total sales vs 531 actives

3.70 - month supply of inventory

## \$300,000 and above:

28% of all sales reported in this range

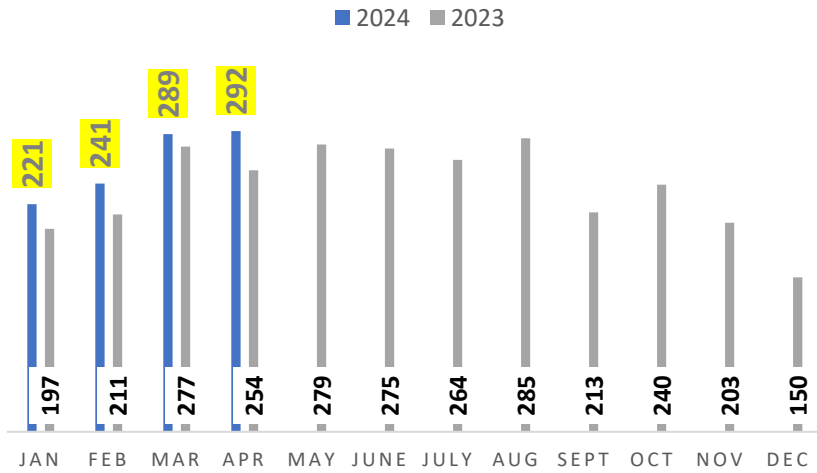
39% of all active listings

279 total sales vs 398 actives

5.71 - month supply of inventory



# Lafayette Resale Homes New Listings

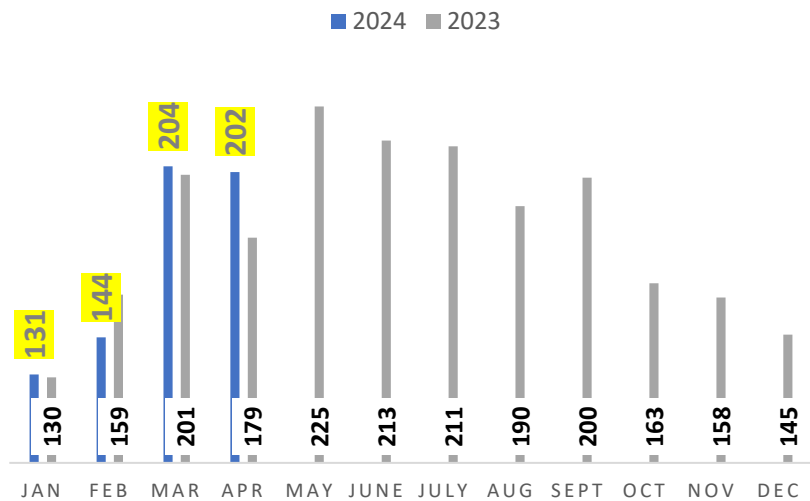


In April 2024 there were 292 Residential resale new listings in Lafayette Parish. That is an **increase** of 13% from resale new listings in April of 2023 and an **increase** of 1% from resale new listings in March 2024. Total for 2024 YTD is 1,043 versus 939 in 2023 which is a 10% **increase**.

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

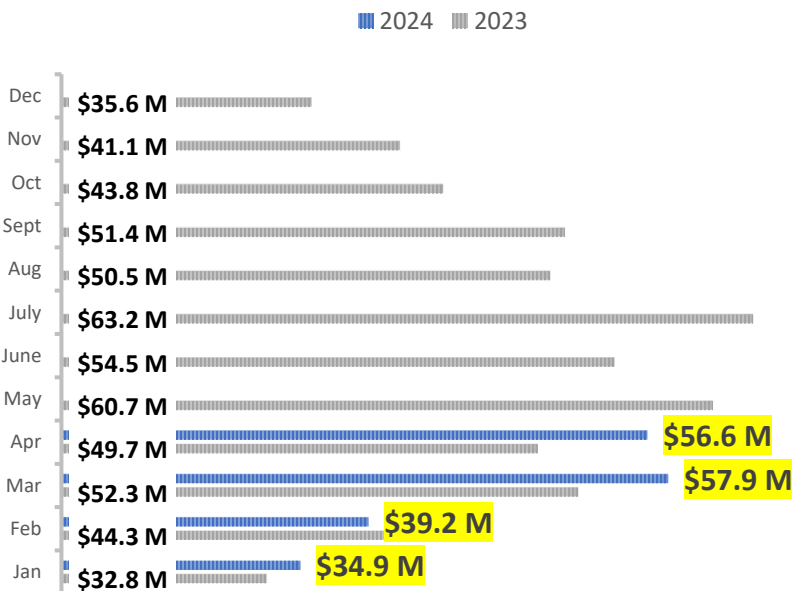
# Lafayette Resale Homes Closed Sales

In April 2024 there were 202 total Residential resales in Lafayette Parish. That is an **increase** of 11% from resale units sold in April of 2023, but a **decrease** of 1% from resale units sold in March 2024. Total for 2024 YTD is 681 versus 669 in 2023 which is a 2% **increase**. Average days on market in the month of April for resales in Lafayette Parish was 51.



# Lafayette Resale Homes Dollar Volume

In April 2024, the total Residential resale closed volume for resales was \$56,592,795 in Lafayette Parish. That is a 12% **increase** from April 2023, but a **decrease** of 3% from March 2024. Total for 2024 YTD is \$188,549,350 versus \$179,151,927 in 2023 which is a 5% **increase**. Average Sales Price in April for resales in Lafayette Parish was \$280,162.



# Lafayette Parish Resale Homes Price Points – April 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   | 2                  | 1                       | 2.0                       |
| \$50,000-\$59,999   | 4                  | 5                       | 5.0                       |
| \$60,000-\$69,999   | 6                  | 2                       | 1.3                       |
| \$70,000-\$79,999   | 14                 | 6                       | 1.7                       |
| \$80,000-\$89,999   | 7                  | 9                       | 5.1                       |
| \$90,000-\$99,999   | 13                 | 8                       | 2.5                       |
| \$100,000-\$109,999 | 15                 | 12                      | 3.2                       |
| \$110,000-\$119,999 | 9                  | 8                       | 3.6                       |
| \$120,000-\$129,999 | 12                 | 6                       | 2.0                       |
| \$130,000-\$139,999 | 25                 | 9                       | 1.4                       |
| \$140,000-\$149,999 | 18                 | 4                       | 0.9                       |
| \$150,000-\$159,999 | 19                 | 8                       | 1.7                       |
| \$160,000-\$169,999 | 15                 | 8                       | 2.1                       |
| \$170,000-\$179,999 | 23                 | 10                      | 1.7                       |
| \$180,000-\$189,999 | 30                 | 10                      | 1.3                       |
| \$190,000-\$199,999 | 26                 | 13                      | 2.0                       |
| \$200,000-\$219,999 | 63                 | 39                      | 2.5                       |
| \$220,000-\$239,999 | 69                 | 36                      | 2.1                       |
| \$240,000-\$259,999 | 54                 | 44                      | 3.3                       |
| \$260,000-\$279,999 | 41                 | 43                      | 4.2                       |
| \$280,000-\$299,999 | 25                 | 35                      | 5.6                       |
| \$300,000-\$349,999 | 46                 | 56                      | 4.9                       |
| \$350,000-\$399,999 | 38                 | 39                      | 4.1                       |
| \$400,000-\$449,999 | 24                 | 16                      | 2.7                       |
| \$450,000-\$499,999 | 18                 | 25                      | 5.6                       |
| \$500,000-\$549,999 | 13                 | 11                      | 3.4                       |
| \$550,000-\$599,999 | 11                 | 11                      | 4.0                       |
| \$600,000-\$699,999 | 10                 | 15                      | 6.0                       |
| \$700,000-\$799,999 | 9                  | 11                      | 4.9                       |
| \$800,000-\$899,999 | 5                  | 9                       | 7.2                       |
| \$900,000-\$999,999 | 5                  | 8                       | 6.4                       |
| \$1,000,000 & over  | 9                  | 26                      | 11.6                      |
|                     | <b>681</b>         | <b>546</b>              | <b>3.2</b>                |

## \$0 - \$149,999:

19% of all sales reported in this range

13% of all active listings

128 total sales vs 73 actives

2.28 - month supply of inventory

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

54% of all sales reported in this range

45% of all active listings

365 total sales vs 246 actives

2.70 - month supply of inventory

## \$300,000 and above:

28% of all sales reported in this range

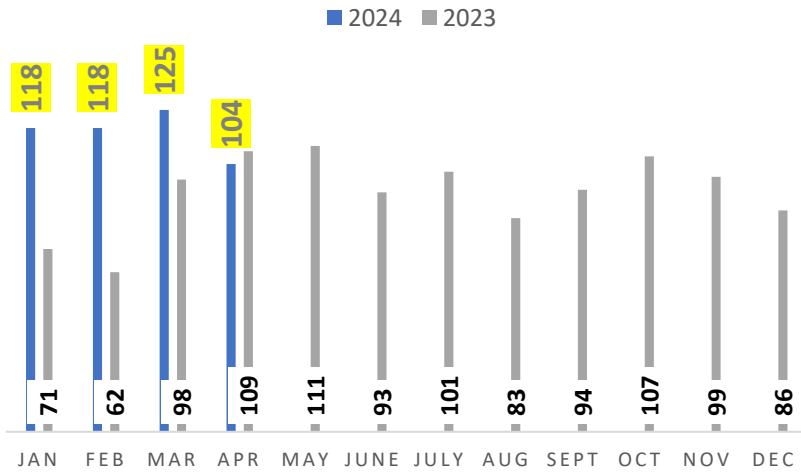
42% of all active listings

188 total sales vs 227 actives

4.83 - month supply of inventory



# Lafayette New Construction New Listings

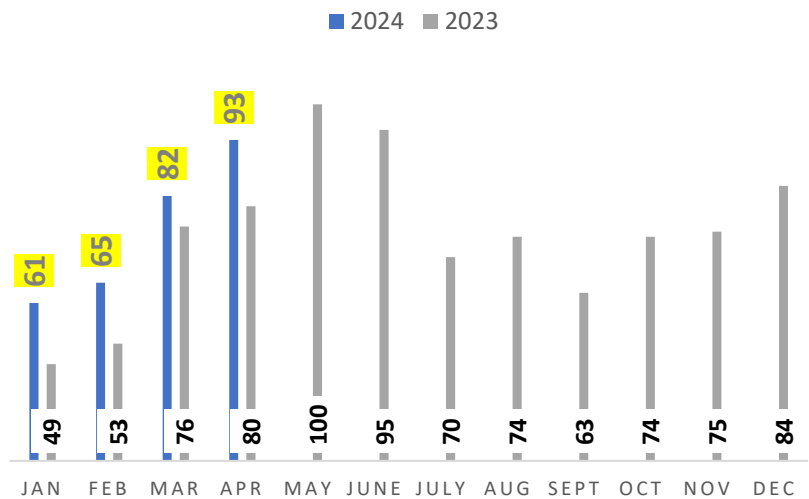


In April 2024 there were 104 new construction listings in Lafayette Parish. That is a **decrease** of 5% from new construction listings in April of 2023 and a 17% **decrease** from new construction new listings in March 2024. Total for 2024 YTD is 465 versus 340 in 2023 which is a 27% **increase**.

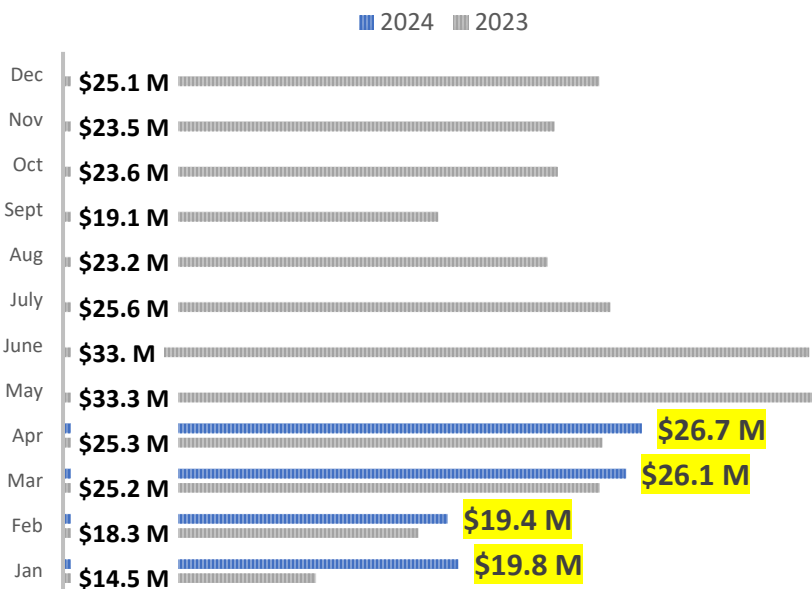
\* Any listing with a List date within the reported month range is considered a New Listing.

# Lafayette New Construction Closed Sales

In April 2024 there were 93 total new construction sales in Lafayette Parish. That is an **increase** of 14% from new construction units sold in April of 2023, and an **increase** of 12% from new construction units sold in March 2024. Total for 2024 YTD is 301 versus 258 in 2023 which is a 14% **increase**. Average days on market in the month of April in Lafayette Parish for new construction was 111.



# Lafayette New Construction Dollar Volume



In April 2024, the total new construction closed volume was \$26,719,403 in Lafayette Parish. That is a 5% **increase** from April of 2023, and an **increase** of 2% from March 2024. Total for 2024 YTD is \$92,112,027 versus \$83,252,963 in 2023 which is a 10% **increase**. Average Sales Price in April for new construction in Lafayette Parish was \$287,305.



# Lafayette Parish New Construction Price Points – April 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                       | 8.00                      |
| \$170,000-\$179,999 | 0                  | 0                       | ***                       |
| \$180,000-\$189,999 | 10                 | 5                       | 2.00                      |
| \$190,000-\$199,999 | 1                  | 6                       | 24.00                     |
| \$200,000-\$219,999 | 15                 | 19                      | 5.07                      |
| \$220,000-\$239,999 | 51                 | 64                      | 5.02                      |
| \$240,000-\$259,999 | 56                 | 83                      | 5.93                      |
| \$260,000-\$279,999 | 42                 | 64                      | 6.10                      |
| \$280,000-\$299,999 | 33                 | 39                      | 4.73                      |
| \$300,000-\$349,999 | 29                 | 62                      | 8.55                      |
| \$350,000-\$399,999 | 28                 | 32                      | 4.57                      |
| \$400,000-\$449,999 | 7                  | 23                      | 13.14                     |
| \$450,000-\$499,999 | 7                  | 16                      | 9.14                      |
| \$500,000-\$549,999 | 7                  | 11                      | 6.29                      |
| \$550,000-\$599,999 | 5                  | 13                      | 10.40                     |
| \$600,000-\$699,999 | 3                  | 8                       | 10.67                     |
| \$700,000-\$799,999 | 2                  | 4                       | 8.00                      |
| \$800,000-\$899,999 | 1                  | 4                       | 16.00                     |
| \$900,000-\$999,999 | 1                  | 3                       | 12.00                     |
| \$1,000,000 & over  | 2                  | 11                      | 22.00                     |
|                     | <b>301</b>         | <b>469</b>              | <b>6.23</b>               |

## \$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:

69% of all sales reported in this range

60% of all active listings

209 total sales vs 282 actives

5.40 - month supply of inventory

## \$300,000 and above:

31% of all sales reported in this range

40% of all active listings

92 total sales vs 187 actives

8.13 - month supply of inventory



## Lafayette Parish Recap – 2024 vs 2023

|                     | Year to Date |           |          |
|---------------------|--------------|-----------|----------|
|                     | YTD-23       | YTD-24    | % Change |
| New Listings        | 1279         | 1508      | 18%      |
| Closed Sales        | 927          | 982       | 6%       |
| Days on Market      | 67           | 71        | 7%       |
| Average Sales Price | \$282,253    | \$285,416 | 1%       |

## Lafayette Parish Resale Recap – 2024 vs 2023

|                     | Year to Date |           |          |
|---------------------|--------------|-----------|----------|
|                     | YTD-23       | YTD-24    | % Change |
| New Listings        | 939          | 1043      | 11%      |
| Closed Sales        | 669          | 681       | 2%       |
| Days on Market      | 46           | 55        | 18%      |
| Average Sales Price | \$267,285    | \$275,593 | 3%       |

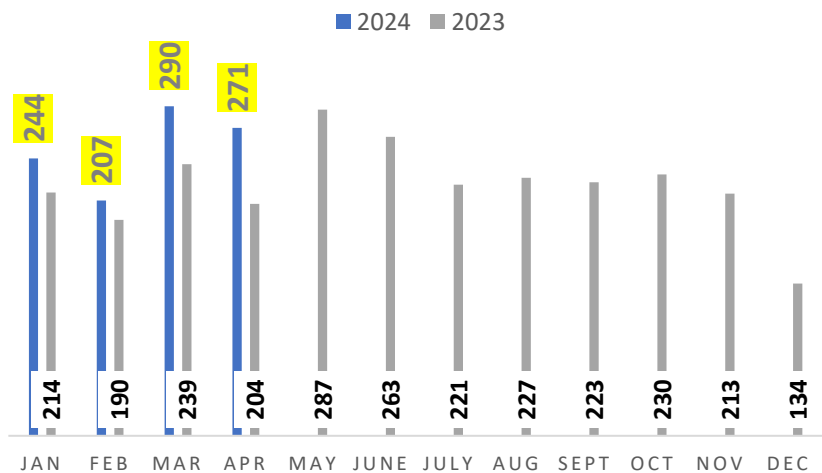
## Lafayette Parish New Construction Recap – 2024 vs 2023

|                     | Year to Date |           |          |
|---------------------|--------------|-----------|----------|
|                     | YTD-23       | YTD-24    | % Change |
| New Listings        | 340          | 465       | 37%      |
| Closed Sales        | 258          | 301       | 17%      |
| Days on Market      | 119          | 109       | -9%      |
| Average Sales Price | \$322,172    | \$307,515 | -5%      |

# Out of Parish



# Out of Parish New Listings

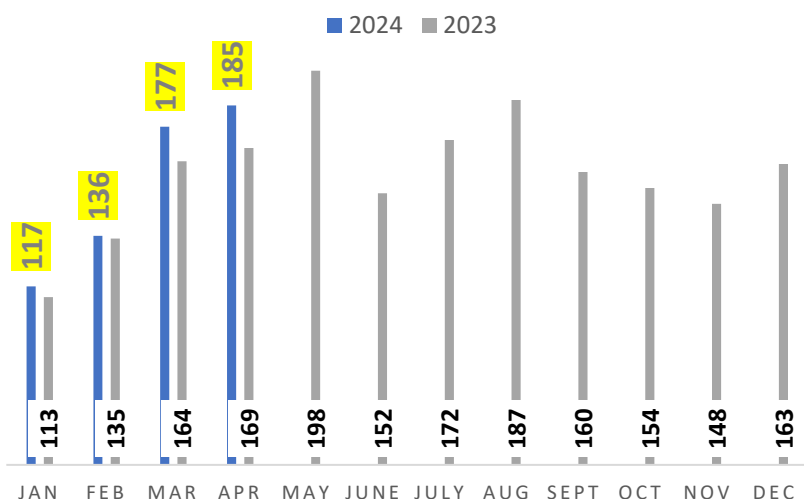


In April 2024 there were 271 Residential out of Parish new listings. That is an **increase** of 25% from new listings in April of 2023 but a **decrease** of 7% from new listings in March 2024. Total for 2024 YTD is 1,012 versus 847 in 2023 which is a 16% **increase**.

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

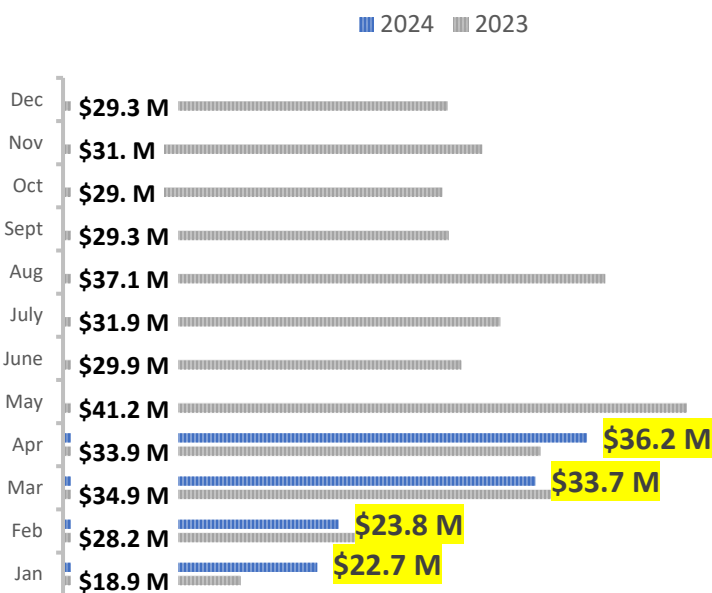
# Out of Parish Closed Sales

In April 2024 there were 185 total Residential out of Parish sales. That is a 9% **increase** from out of Parish units sold in April of 2023, and an **increase** of 4% from out of Parish units sold in March 2024. Total for 2024 YTD is 615 versus 581 in 2023 which is a 6% **increase**. Average days on market for out of Parish in the month of April was 93.



# Out of Parish Dollar Volume

In April 2024, the total Residential out of Parish closed volume was \$36,227,934. That is a 6% **increase** from April 2023, and an **increase** of 7% from March 2024. Total for 2024 YTD is \$116,417,938 versus \$115,857,596 in 2023 which is a <1% **increase**. Average Sales Price in April for out of Parish was \$195,826.



# Out of Parish Price Points – April 2024

| Price Ranges        | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999      | 7                  | 5                       | 2.9                       |
| \$20,000-\$29,999   | 11                 | 10                      | 3.6                       |
| \$30,000-\$39,999   | 16                 | 13                      | 3.3                       |
| \$40,000-\$49,999   | 9                  | 15                      | 6.7                       |
| \$50,000-\$59,999   | 24                 | 25                      | 4.2                       |
| \$60,000-\$69,999   | 15                 | 27                      | 7.2                       |
| \$70,000-\$79,999   | 16                 | 24                      | 6.0                       |
| \$80,000-\$89,999   | 14                 | 23                      | 6.6                       |
| \$90,000-\$99,999   | 19                 | 22                      | 4.6                       |
| \$100,000-\$109,999 | 6                  | 13                      | 8.7                       |
| \$110,000-\$119,999 | 23                 | 27                      | 4.7                       |
| \$120,000-\$129,999 | 20                 | 31                      | 6.2                       |
| \$130,000-\$139,999 | 28                 | 26                      | 3.7                       |
| \$140,000-\$149,999 | 20                 | 25                      | 5.0                       |
| \$150,000-\$159,999 | 26                 | 20                      | 3.1                       |
| \$160,000-\$169,999 | 17                 | 30                      | 7.1                       |
| \$170,000-\$179,999 | 27                 | 20                      | 3.0                       |
| \$180,000-\$189,999 | 23                 | 28                      | 4.9                       |
| \$190,000-\$199,999 | 16                 | 16                      | 4.0                       |
| \$200,000-\$219,999 | 57                 | 47                      | 3.3                       |
| \$220,000-\$239,999 | 66                 | 105                     | 6.4                       |
| \$240,000-\$259,999 | 55                 | 52                      | 3.8                       |
| \$260,000-\$279,999 | 24                 | 31                      | 5.2                       |
| \$280,000-\$299,999 | 17                 | 27                      | 6.4                       |
| \$300,000-\$349,999 | 26                 | 44                      | 6.8                       |
| \$350,000-\$399,999 | 12                 | 27                      | 9.0                       |
| \$400,000-\$449,999 | 6                  | 15                      | 10.0                      |
| \$450,000-\$499,999 | 2                  | 24                      | 48.0                      |
| \$500,000-\$549,999 | 6                  | 9                       | 6.0                       |
| \$550,000-\$599,999 | 3                  | 10                      | 13.3                      |
| \$600,000-\$699,999 | 0                  | 9                       | ***                       |
| \$700,000-\$799,999 | 2                  | 12                      | 24.0                      |
| \$800,000-\$899,999 | 0                  | 3                       | ***                       |
| \$900,000-\$999,999 | 0                  | 6                       | ***                       |
| \$1,000,000 & over  | 2                  | 12                      | 24.0                      |
|                     | <b>615</b>         | <b>833</b>              | <b>5.4</b>                |

## \$0 - \$149,999:

37% of all sales reported in this range

34% of all active listings

228 total sales vs 286 actives

5.02 - month supply of inventory

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

53% of all sales reported in this range

45% of all active listings

328 total sales vs 376 actives

4.59 - month supply of inventory

## \$300,000 and above:

10% of all sales reported in this range

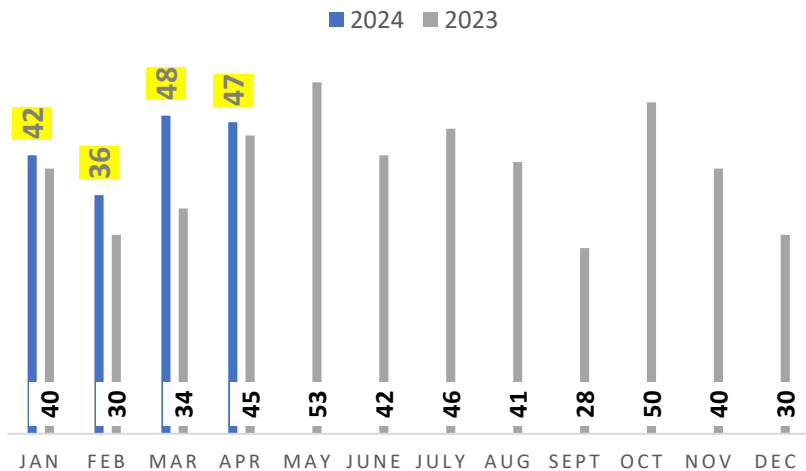
21% of all active listings

59 total sales vs 171 actives

11.59 - month supply of inventory



# Out of Parish New Construction New Listings

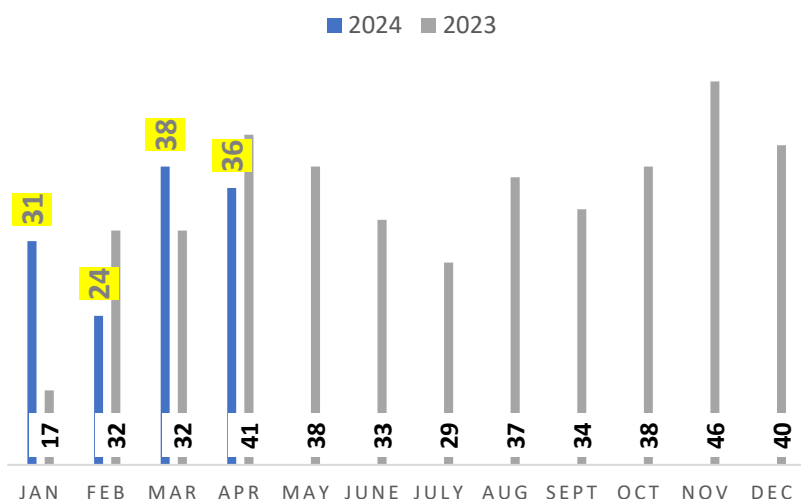


In April 2024 there were 47 Residential new construction out of Parish listings. That is an **increase** of 4% from new listings in April of 2023, but a **decrease** of 2% from new listings in March 2024. Total for 2024 YTD is 173 versus 149 in 2023 which is a 14% **increase**.

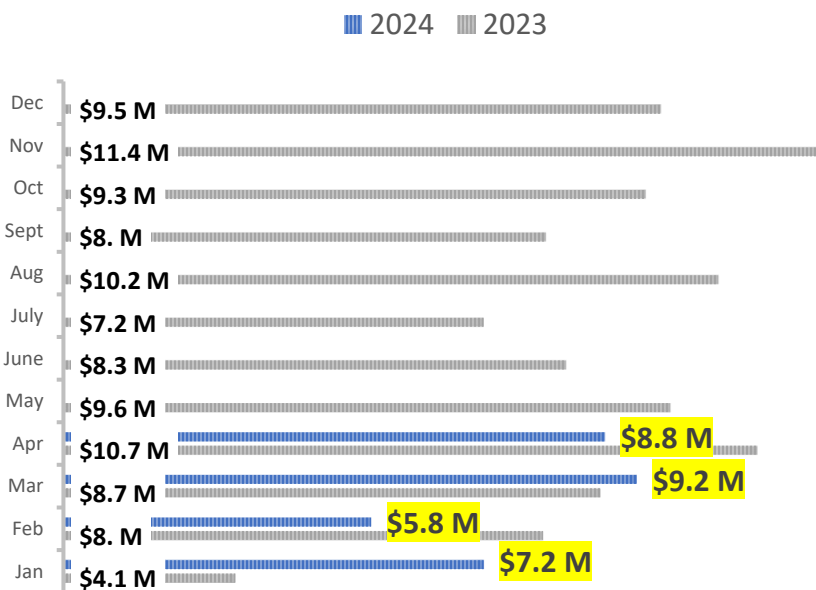
\*Any listing with a List date within the reported month range is considered a New Listing.

# Out of Parish New Construction Closed Sales

In April 2024 there were 36 total Residential new construction out of Parish sales. That is a **decrease** of 12% from units sold in April of 2023, and a **decrease** of 5% from units sold in March 2024. Total for 2024 YTD is 129 versus 122 in 2023 which is a 5% **increase**. Average days on market in the month of April for new construction out of Parish was 119.



# Out of Parish New Construction Dollar Volume



In April 2024, the total Residential new construction out of Parish closed volume was \$8,758,119. That is an 18% **decrease** from April 2023, and a **decrease** of 4% from March 2024. Total for 2024 YTD is \$31,002,317 versus \$31,494,308 in 2023 which is a 2% **decrease**. Average Sales Price in April for new construction out of Parish was \$243,281.

# Out of Parish New Construction Price Points – April 2024

| Price Ranges        | YTD Sales Reported | Current Active Listings | Month Supply of Inventory |
|---------------------|--------------------|-------------------------|---------------------------|
| \$0 - \$19,999      | 0                  | 2                       | ***                       |
| \$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 | 1                  | 2                       | 8.0                       |
| \$160,000-\$169,999 | 0                  | 0                       | ***                       |
| \$170,000-\$179,999 | 0                  | 2                       | ***                       |
| \$180,000-\$189,999 | 0                  | 4                       | ***                       |
| \$190,000-\$199,999 | 2                  | 5                       | 10.0                      |
| \$200,000-\$219,999 | 26                 | 19                      | 2.9                       |
| \$220,000-\$239,999 | 48                 | 56                      | 4.7                       |
| \$240,000-\$259,999 | 32                 | 36                      | 4.5                       |
| \$260,000-\$279,999 | 9                  | 9                       | 4.0                       |
| \$280,000-\$299,999 | 4                  | 6                       | 6.0                       |
| \$300,000-\$349,999 | 6                  | 9                       | 6.0                       |
| \$350,000-\$399,999 | 1                  | 4                       | 16.0                      |
| \$400,000-\$449,999 | 0                  | 1                       | ***                       |
| \$450,000-\$499,999 | 0                  | 0                       | ***                       |
| \$500,000-\$549,999 | 0                  | 2                       | ***                       |
| \$550,000-\$599,999 | 0                  | 0                       | ***                       |
| \$600,000-\$699,999 | 0                  | 1                       | ***                       |
| \$700,000-\$799,999 | 0                  | 4                       | ***                       |
| \$800,000-\$899,999 | 0                  | 0                       | ***                       |
| \$900,000-\$999,999 | 0                  | 0                       | ***                       |
| \$1,000,000 & over  | 0                  | 0                       | ***                       |
|                     | <b>129</b>         | <b>162</b>              | <b>5.0</b>                |

## \$0 - \$149,999:

0% of all sales reported in this range

1% of all active listings

0 total sales vs 2 actives

0 - month supply of inventory

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

95% of all sales reported in this range

86% of all active listings

122 total sales vs 139 actives

4.56 - month supply of inventory

## \$300,000 and above:

5% of all sales reported in this range

13% of all active listings

7 total sales vs 21 actives

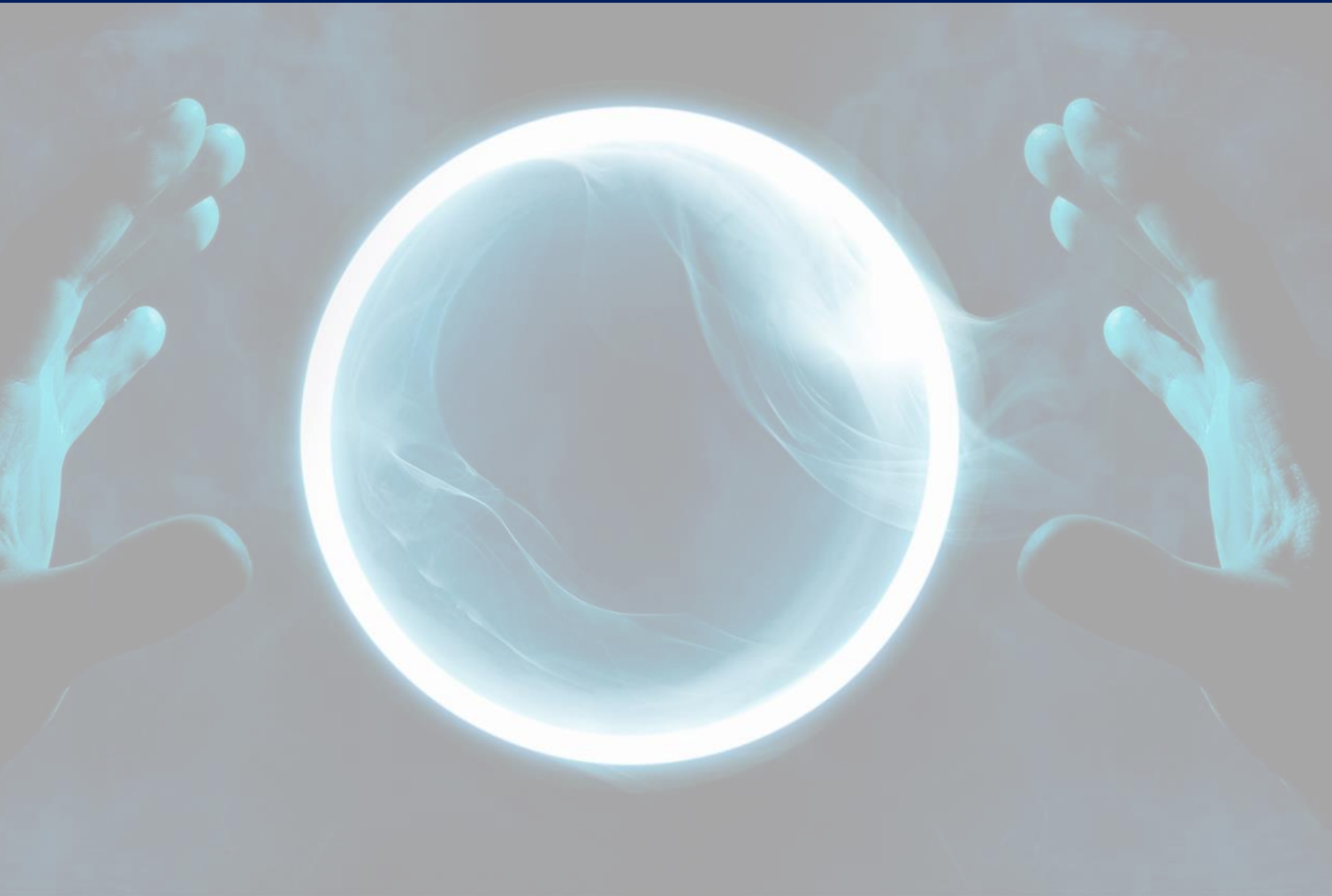
12.00 - month supply of inventory

|                     | Year to Date |           |          |
|---------------------|--------------|-----------|----------|
|                     | YTD-23       | YTD-24    | % Change |
| New Listings        | 847          | 1012      | 19%      |
| Closed Sales        | 581          | 615       | 6%       |
| Days on Market      | 81           | 95        | 18%      |
| Average Sales Price | \$197,305    | \$188,821 | -4%      |

Out of Parish New Construction Recap – 2024 vs 2023

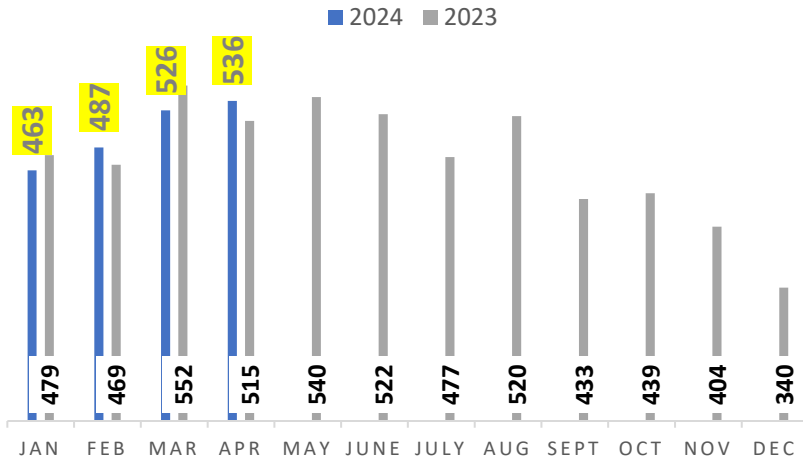
|                     | Year to Date |           |          |
|---------------------|--------------|-----------|----------|
|                     | YTD-23       | YTD-24    | % Change |
| New Listings        | 149          | 173       | 16%      |
| Closed Sales        | 122          | 209       | 71%      |
| Days on Market      | 121          | 111       | -8%      |
| Average Sales Price | \$256,350    | \$240,341 | -6%      |

# Predictions



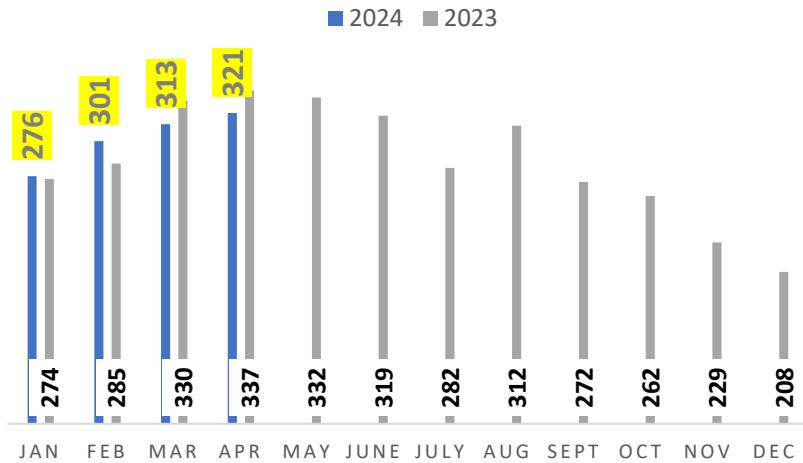


# Acadiana Pendingings



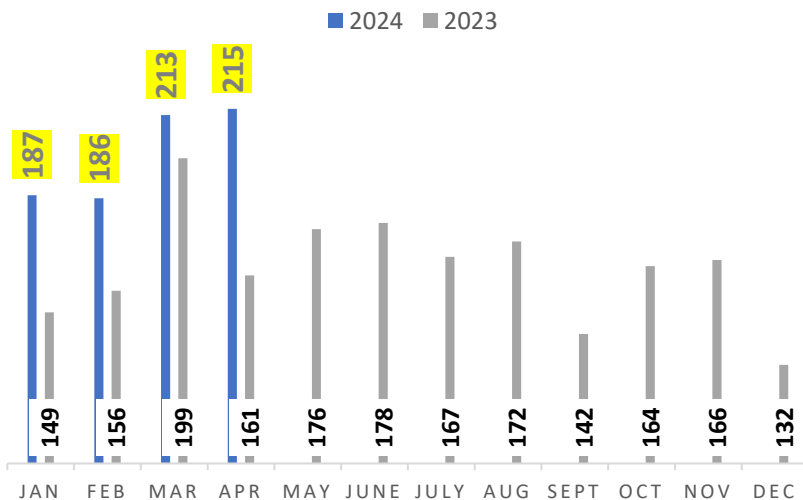
Pending sales across Acadiana are **up** 4% from April last year. Compared to March 2024 they are **up** by 2%.

# Lafayette Parish Pendingings



Pending sales in Lafayette Parish are **down** 5% from April last year. Compared to March 2024 they are **up** by 2%.

# Out of Parish Pendingings



Pending sales out of Parish are **up** 25% from April last year. Compared to March 2024 they are **up** by 1%.

# Market Penetration



YOUR BRAND

COMPETITORS

## Top 10 Listing Companies in Acadiana – April 2024

| Rank | Name  | Sides | Volume     | Average | % Total: Number | % Total: Volume |
|------|---|-------|------------|---------|-----------------|-----------------|
| 1    | Real Broker, LLC (I001335)                      | 207.0 | 58,323,209 | 281,755 | 12.96           | 14.69           |
| 2    | Latter & Blum (I001163)                         | 141.0 | 43,985,157 | 311,951 | 8.83            | 11.08           |
| 3    | Keller Williams Realty Acadiana (I000906)       | 182.0 | 40,601,439 | 223,085 | 11.40           | 10.23           |
| 4    | EXP Realty, LLC (exprealty)                     | 182.0 | 40,469,500 | 222,360 | 11.40           | 10.19           |
| 5    | Cicero Realty LLC (I001234)                     | 145.0 | 37,514,769 | 258,723 | 9.08            | 9.45            |
| 6    | Keaty Real Estate Team (I000932)                | 124.0 | 32,460,999 | 261,782 | 7.76            | 8.17            |
| 7    | Lamplighter Realty, LLC (I001186)               | 60.0  | 17,391,266 | 289,854 | 3.76            | 4.38            |
| 8    | NextHome Cutting Edge Realty (I001236)          | 38.5  | 9,783,330  | 254,112 | 2.41            | 2.46            |
| 9    | Dwight Andrus Real Estate Agency, LLC (I001261) | 19.0  | 7,835,350  | 412,387 | 1.19            | 1.97            |
| 10   | HUNCO Real Estate (I001141)                     | 23.0  | 7,027,600  | 305,548 | 1.44            | 1.77            |

## Top 10 Listing OR Selling Companies in Acadiana – April 2024

| Rank | Name                                      | Sides | Volume      | Average | % Total: Number | % Total: Volume |
|------|---|-------|-------------|---------|-----------------|-----------------|
| 1    | Real Broker, LLC (I001335)                | 391.0 | 113,236,937 | 289,609 | 12.24           | 14.26           |
| 2    | EXP Realty, LLC (exprealty)               | 461.0 | 102,958,445 | 223,337 | 14.43           | 12.96           |
| 3    | Keller Williams Realty Acadiana (I000906) | 431.0 | 96,280,091  | 223,388 | 13.49           | 12.12           |
| 4    | Latter & Blum (I001163)                   | 295.0 | 94,826,518  | 321,446 | 9.24            | 11.94           |
| 5    | Keaty Real Estate Team (I000932)          | 230.0 | 59,459,167  | 258,518 | 7.20            | 7.49            |
| 6    | Cicero Realty LLC (I001234)               | 168.0 | 43,378,179  | 258,203 | 5.26            | 5.46            |
| 7    | NextHome Cutting Edge Realty (I001236)    | 87.5  | 21,332,850  | 243,804 | 2.74            | 2.69            |
| 8    | Lamplighter Realty, LLC (I001186)         | 60.0  | 17,391,266  | 289,854 | 1.88            | 2.19            |
| 9    | Non-Mbr Office/Seller (I90001)            | 71.0  | 16,754,056  | 235,973 | 2.22            | 2.11            |
| 10   | HUNCO Real Estate (I001141)               | 52.0  | 16,203,785  | 311,611 | 1.63            | 2.04            |

## Top 10 Listing Companies in Lafayette Parish – April 2024

| Rank | Name  | Sides | Volume     | Average | % Total: Number | % Total: Volume |
|------|---|-------|------------|---------|-----------------|-----------------|
| 1    | Real Broker, LLC (I001335)                      | 122.0 | 38,445,445 | 315,127 | 12.42           | 13.70           |
| 2    | Latter & Blum (I001163)                         | 109.0 | 36,584,658 | 335,639 | 11.10           | 13.04           |
| 3    | Cicero Realty LLC (I001234)                     | 123.0 | 32,437,934 | 263,723 | 12.53           | 11.56           |
| 4    | EXP Realty, LLC (exprealty)                     | 109.0 | 27,726,700 | 254,373 | 11.10           | 9.88            |
| 5    | Keller Williams Realty Acadiana (I000906)       | 101.5 | 27,570,650 | 271,632 | 10.34           | 9.82            |
| 6    | Keaty Real Estate Team (I000932)                | 76.0  | 21,368,700 | 281,167 | 7.74            | 7.61            |
| 7    | Lamplighter Realty, LLC (I001186)               | 46.0  | 13,382,538 | 290,925 | 4.68            | 4.77            |
| 8    | NextHome Cutting Edge Realty (I001236)          | 26.5  | 7,055,330  | 266,239 | 2.70            | 2.51            |
| 9    | Dwight Andrus Real Estate Agency, LLC (I001261) | 15.0  | 7,045,850  | 469,723 | 1.53            | 2.51            |
| 10   | HUNCO Real Estate (I001141)                     | 16.0  | 5,715,800  | 357,238 | 1.63            | 2.04            |

## Top 10 Listing OR Selling Companies in Lafayette Parish – April 2024

| Rank | Name                                      | Sides | Volume     | Average | % Total: Number | % Total: Volume |
|------|---|-------|------------|---------|-----------------|-----------------|
| 1    | Real Broker, LLC (I001335)                | 252.0 | 81,301,374 | 322,625 | 12.83           | 14.48           |
| 2    | Latter & Blum (I001163)                   | 231.0 | 80,178,009 | 347,091 | 11.76           | 14.28           |
| 3    | EXP Realty, LLC (exprealty)               | 279.0 | 71,844,708 | 257,508 | 14.21           | 12.80           |
| 4    | Keller Williams Realty Acadiana (I000906) | 246.5 | 64,267,303 | 260,719 | 12.55           | 11.45           |
| 5    | Keaty Real Estate Team (I000932)          | 148.0 | 41,190,069 | 278,311 | 7.54            | 7.34            |
| 6    | Cicero Realty LLC (I001234)               | 139.0 | 36,644,749 | 263,631 | 7.08            | 6.53            |
| 7    | NextHome Cutting Edge Realty (I001236)    | 54.5  | 15,320,790 | 281,115 | 2.77            | 2.73            |
| 8    | HUNCO Real Estate (I001141)               | 40.0  | 13,521,095 | 338,027 | 2.04            | 2.41            |
| 9    | Lamplighter Realty, LLC (I001186)         | 46.0  | 13,382,538 | 290,925 | 2.34            | 2.38            |
| 10   | Non-Mbr Office/Seller (I90001)            | 41.5  | 11,258,818 | 271,297 | 2.11            | 2.01            |