

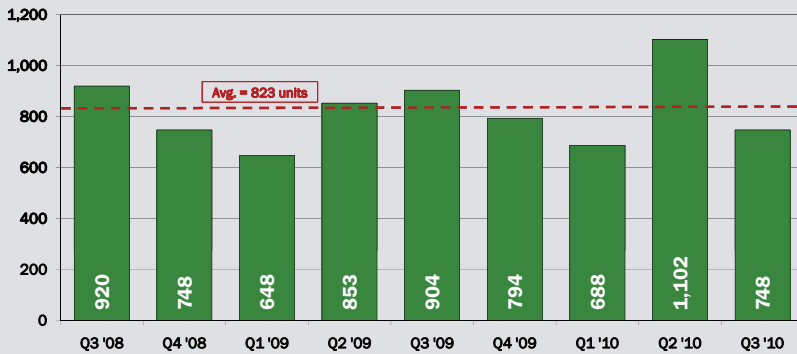
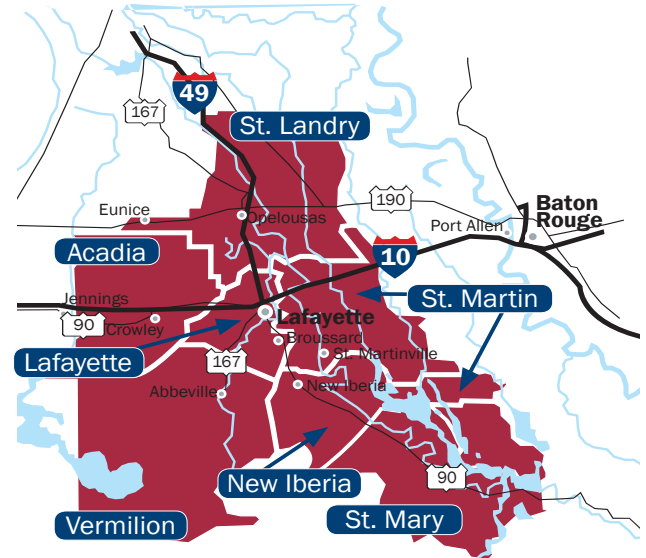


Located in south central Louisiana, the Acadiana Market consists primarily of the parishes of Lafayette, Acadia, St. Landry, Vermilion, Iberia, St. Mary and St. Martin. 748 residential listings have sold in this market in the 3rd quarter 2010.

Economic uncertainty and lower consumer confidence due to lending issues and the moratorium on deep water drilling, which was lifted in October 2010, has caused a drop in units sold in the 3rd quarter 2010. This decrease followed the surge of buyers taking advantage of the expired Federal Tax Credit in the 2nd quarter 2010. As a result of the decrease in units sold, months supply of inventory has increased in the past 3 months.

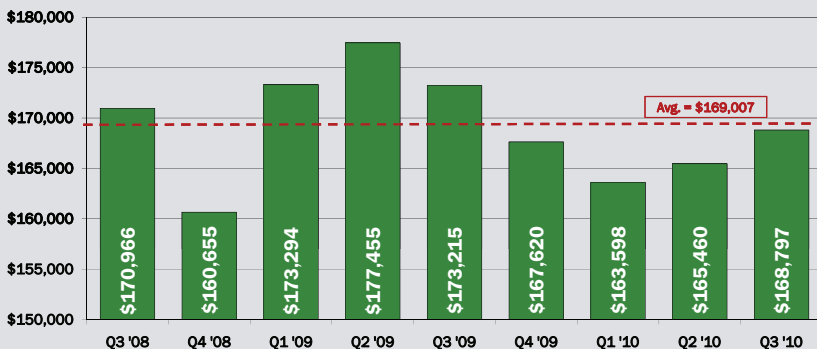
New construction home sales accounted for 23% of sales in the 3rd quarter 2010. The average sold price for new construction in the Acadiana Market is \$168,950.

The future of the Acadiana Market through 2010 will continue to be largely driven by historically low interest rates and the need for affordable housing in the \$200,000 and below price range.



TOTAL UNITS SOLD

- 748 properties sold in the 3rd quarter
- Decrease from the 2nd quarter 2010
- First 3 quarters of 2010 6% higher than the same period in 2009



AVERAGE SOLD PRICE

- 3rd quarter average sold price was \$168,797
- Increase over 2nd quarter 2010
- Highest average sold price since 3rd quarter 2009

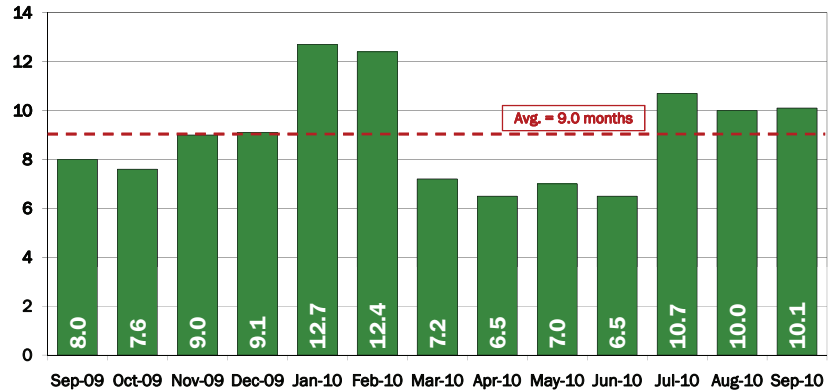
Based on Residential Listings in the Realtor Association of Acadiana MLS



MONTHS SUPPLY OF INVENTORY

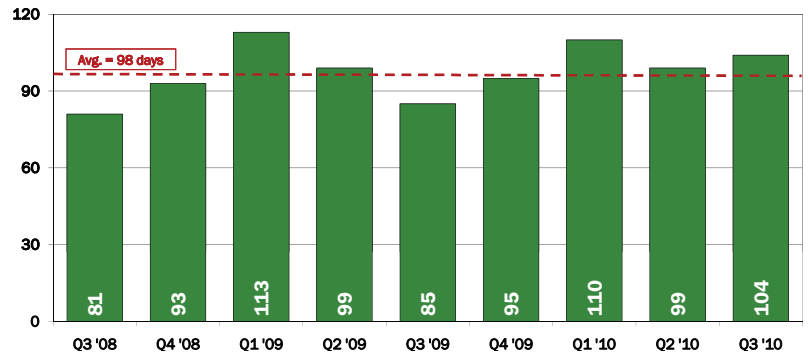
Months Supply of Inventory, a measure of supply and demand, is an estimation of how long it will take for all the market's properties to be sold, based on the number of properties for sale on the last day of the month and the number sold during the month.

- 10.1 months supply in September 2010
- Higher over the last 3 months due to the decrease in units sold in the 3rd quarter, a result of the expired Federal Tax Credit and decreased consumer confidence due to the oil drilling moratorium



AVERAGE DAYS ON MARKET

- During the 3rd quarter, listings were on the market for an average of 104 days before selling
- Slightly longer than the 2nd quarter 2010



3RD QUARTER RESIDENTIAL STATS BY PARISH

	Units Sold	Avg. Sold Price	Avg. Sold Days on Market	# For Sale at End of Qtr.
Lafayette Parish	464	\$196,948	91	1,355
St. Landry Parish	61	\$124,916	119	339
Iberia Parish	61	\$145,792	150	254
Acadia Parish	52	\$101,234	122	166
St. Martin Parish	43	\$134,425	140	175
Vermillion	42	\$128,007	83	129
St. Mary Parish	10	\$108,444	105	50

Based on Residential Listings in the Realtor Association of Acadiana MLS

ERA Stirling Properties - We are the Market Experts!

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- Knowledgeable sales professionals with access to up-to-date, market-specific data
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