

Economic Reporter

Promoting Economic Development in Southeast Louisiana

Spring 2018

Vol. 14 · No. 1

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NATIONAL

U.S. Economy

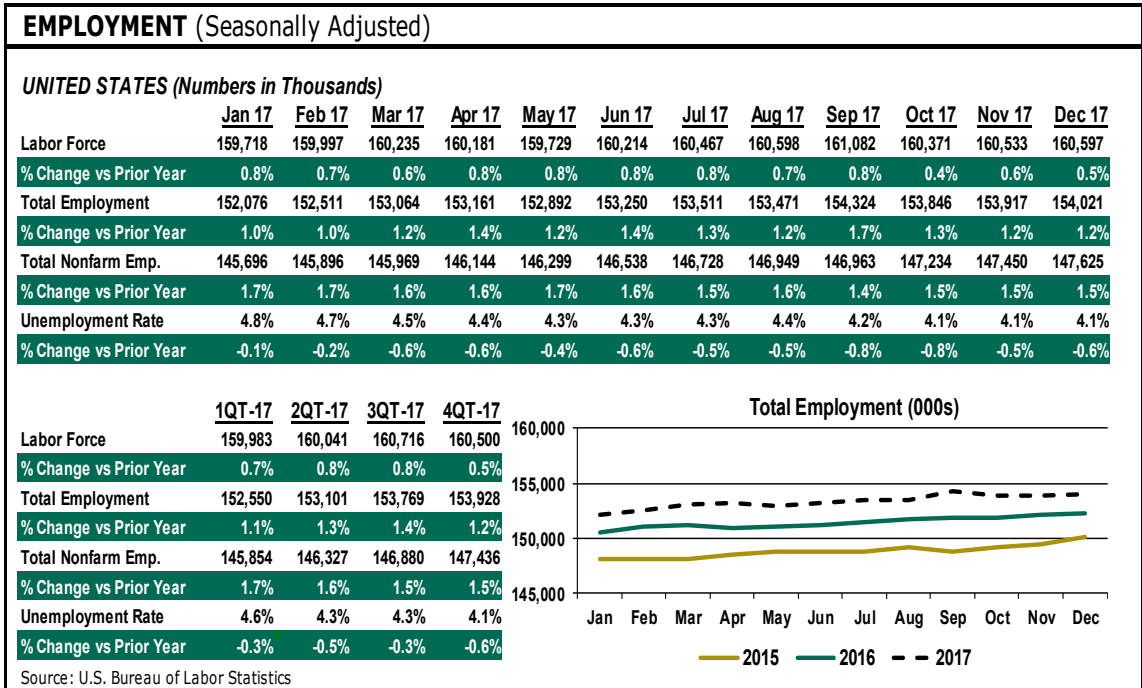
Herb A. Holloway
 Research Economist
 Business Research Center

U. S. real gross domestic product grew at a 2.3 percent annual rate during the fourth quarter of 2017. Year-over-year, 4Q2017 real GDP was 2.5 percent higher than in the fourth quarter of 2016. On an annual basis, GDP in 2017 grew 2.2 percent over 2016.

Total civilian employment for the fourth quarter of 2017 rose 1.2 percent compared to the fourth quarter of 2016, while the labor force grew by 0.5 percent. This led to a decline in the unemployment rate from 4.7 percent in 4Q2016 to 4.1 percent in 4Q2017.

A survey of professional forecasters released in February 2018 by the Federal Reserve Bank of Philadelphia projects the U.S. economy to grow 2.8, 2.5, 2.0, and 1.7 percent in 2018, 2019, 2020, and 2021, respectively.

A panel of 51 professional forecasters surveyed by the National Association for Business Economics in March 2018 expects real GDP to increase 2.9 and 2.7 percent in 2018 and 2019, respectively.



STATE

Louisiana Economy

Herb A. Holloway

Research Economist

Business Research Center

Total state employment for the fourth quarter of 2017 rose 0.4 percent from the previous quarter and was up 1.5 percent over 4Q2016.

The statewide labor force for 4Q2017 increased 0.2 percent compared to both the previous quarter and 4Q2016.

The unemployment rate declined from 5.9 percent in 4Q2016 to 4.7 percent in 4Q2017.

Louisiana's gross domestic product grew at an annualized rate of 2.2 percent in 4Q2017, very close to the 2.3 percent national rate.

General state sales tax collections in 4Q2017 rose 3.0 percent compared to 4Q2016.

Seasonally-adjusted state personal income increased 0.3 percent from the third quarter and 2.0 percent compared to 4Q2016. Year-over-year, net earnings rose 1.3 percent, dividends,

interest, and rent increased 4.1 percent, and personal transfer receipts rose by 2.3 percent.

Industries contributing the most year-over-year growth in earnings from 4Q2016 to 4Q2017 were *State and local government* (+\$561 million), *Professional, scientific, and technical services* (+\$400 million), and *Manufacturing* (+\$350 million).

Industries with the largest year-over-year declines in earnings were *Mining* (-\$839 million), *Retail trade* (-\$175 million), and *Educational services* (-\$55 million).

On a percentage basis the largest gainers were *Farm earnings* (+17.2 percent), *Management of companies and enterprises* (+11.2 percent), and *Finance and insurance* (+5.6 percent), while the largest declines were in *Mining* (-15.7 percent) and *Educational services* (-2.6 percent).

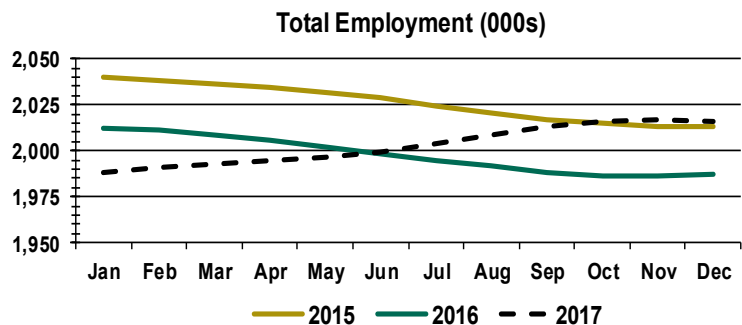
EMPLOYMENT (Seasonally Adjusted)

LOUISIANA (Numbers in Thousands)

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Labor Force	2,110	2,110	2,110	2,110	2,109	2,109	2,109	2,111	2,114	2,115	2,116	2,116
% Change vs Prior Year	-1.5%	-1.4%	-1.4%	-1.2%	-1.1%	-0.9%	-0.7%	-0.4%	-0.2%	0.1%	0.2%	0.2%
Total Employment	1,989	1,991	1,993	1,995	1,997	2,000	2,004	2,008	2,013	2,016	2,016	2,016
% Change vs Prior Year	-1.2%	-1.0%	-0.8%	-0.5%	-0.2%	0.1%	0.4%	0.8%	1.2%	1.5%	1.5%	1.5%
Total Nonfarm Emp.	1,970	1,975	1,973	1,973	1,973	1,972	1,968	1,970	1,968	1,970	1,968	1,970
% Change vs Prior Year	-0.7%	-0.2%	-0.2%	-0.3%	-0.1%	0.0%	-0.3%	0.4%	-0.2%	0.1%	0.0%	0.3%
Unemployment Rate	5.8%	5.7%	5.6%	5.4%	5.3%	5.2%	5.0%	4.9%	4.8%	4.7%	4.7%	4.7%
% Change vs Prior Year	-0.3%	-0.4%	-0.5%	-0.7%	-0.8%	-0.9%	-1.1%	-1.2%	-1.3%	-1.3%	-1.3%	-1.2%

	1QT-17	2QT-17	3QT-17	4QT-17
Labor Force	2,110	2,109	2,111	2,116
% Change vs Prior Year	-1.4%	-1.1%	-0.4%	0.2%
Total Employment	1,991	1,997	2,008	2,016
% Change vs Prior Year	-1.0%	-0.2%	0.8%	1.5%
Total Nonfarm Emp.	1,973	1,973	1,968	1,970
% Change vs Prior Year	-0.4%	-0.1%	-0.1%	0.1%
Unemployment Rate	5.7%	5.3%	4.9%	4.7%
% Change vs Prior Year	-0.4%	-0.8%	-1.2%	-1.2%

Source: Louisiana Department of Labor, Labor Market Statistics



REGIONAL

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Northshore Employment

Total employment among Northshore residents in 4Q2017 was up 1.3 percent from the prior quarter and 2.2 percent from 4Q2016. The total civilian work force in 4Q2017 was down 0.1 percent from

the previous quarter but up 0.9 percent compared to 4Q2016.

The Northshore unemployment rate for 4Q2017 was 3.8 percent, down 1.2 percent from 5.0 percent in 4Q2016.

EMPLOYMENT (Not seasonally adjusted)

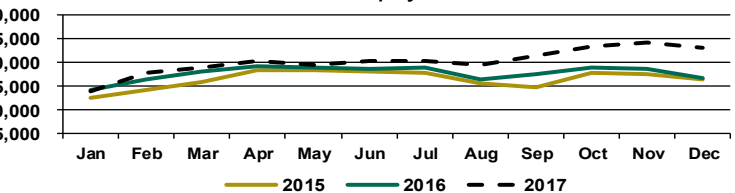
NORTHSHORE REGION

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Labor Force	258,377	260,309	261,578	262,146	261,671	264,647	264,335	263,037	263,570	263,693	264,136	262,446
% Change vs Prior Year	-0.5%	0.1%	-0.3%	-0.2%	-0.3%	-0.3%	-0.3%	0.3%	0.0%	0.2%	1.1%	1.5%
Total Employment	244,041	247,793	249,050	250,230	249,557	250,323	250,467	249,384	251,470	253,465	254,209	253,055
% Change vs Prior Year	-0.1%	0.5%	0.4%	0.4%	0.3%	0.7%	0.6%	1.1%	1.6%	1.8%	2.2%	2.6%
Unemployment Rate	5.5%	4.8%	4.8%	4.5%	4.6%	5.4%	5.2%	5.2%	4.6%	3.9%	3.9%	3.7%
% Change vs Prior Year	-0.4%	-0.4%	-0.6%	-0.5%	-0.6%	-0.9%	-0.9%	-0.8%	-1.5%	-1.5%	-1.1%	-1.1%

	1QT-17	2QT-17	3QT-17	4QT-17
Labor Force	260,088	262,821	263,647	263,425
% Change vs Prior Year	-0.2%	-0.3%	0.0%	0.9%
Total Employment	246,961	250,037	250,440	253,576
% Change vs Prior Year	0.2%	0.4%	1.1%	2.2%
Unemployment Rate	5.0%	4.9%	5.0%	3.8%
% Change vs Prior Year	-0.4%	-0.7%	-1.1%	-1.2%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program

Total Employment



Northshore Estimated Retail Sales

Taxable retail sales for Washington Parish were not available for 4Q2017. Retail sales for the other four parishes averaged \$774 million per month, a decrease of 9.8 percent compared to

4Q2016. Sales were down in all four parishes, ranging from -0.7 percent in St. Tammany to -29.3 percent in Livingston (4Q2016 sales were inflated by the August 2016 flood recovery).

ESTIMATED RETAIL SALES (Not including Washington Parish)

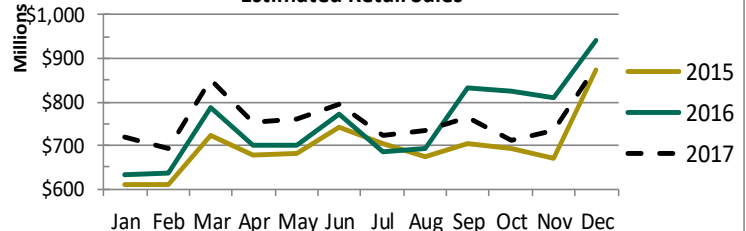
NORTHSHORE REGION

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Estimated Retail Sales (mil.)	\$718.05	\$693.84	\$849.67	\$753.36	\$761.95	\$794.16	\$722.87	\$735.66	\$762.90	\$710.27	\$732.41	\$880.06
% Change vs Prior Month	-23.6%	-3.4%	22.5%	-11.3%	1.1%	4.2%	-9.0%	1.8%	3.7%	-6.9%	3.1%	20.2%
% Change vs. Prior Year	13.4%	9.1%	8.2%	7.8%	8.7%	3.1%	5.3%	6.2%	-8.3%	-14.0%	-9.5%	-6.3%

	1QT-17	2QT-17	3QT-17	4QT-17
Average Monthly Sales (mil.)	\$753.86	\$769.82	\$740.48	\$774.25
% Change vs. Prior Quarter	-12.2%	2.1%	-3.8%	4.6%
% Change vs Prior Year	10.1%	6.4%	0.5%	-9.8%

Sources: Livingston Parish School Board - Sales and Use Tax Division
St. Helena Parish Sheriff's Office
St. Tammany Parish Sales and Use Tax Department
Tangipahoa Parish School Board - Sales and Use Tax Division

Estimated Retail Sales



Northshore Residential Building Permits

The number of building permits for residential units in the Northshore region issued during 4Q2017 (excluding St. Helena Parish—for which data were not available) was up 9.0 percent from the prior quarter and increased 32.6 percent compared to the fourth quarter of 2016, buoyed by substantial multi-unit permits in Tangipahoa Parish.

Year-over-year changes ranged from a decline of 31.8 percent in Washington Parish to an increase of 67.7 percent in Tangipahoa Parish.

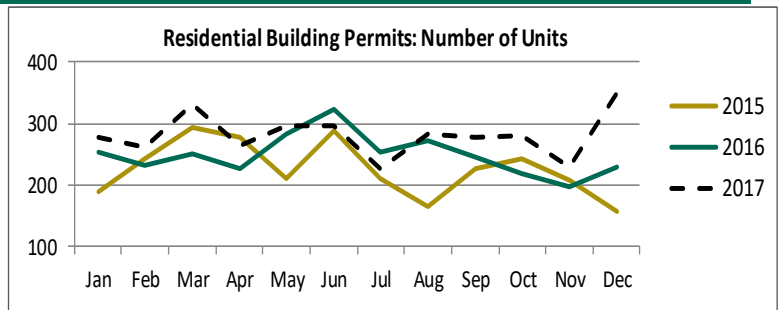
Note that permit counts for some parishes and municipalities are based on data reported to or estimated by the U.S. Census Bureau.

RESIDENTIAL BUILDING PERMITS

NORTHSHORE REGION (excl. St. Helena Parish)

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Total Permits	278	261	319	263	295	297	227	283	274	277	229	200
% Change vs Prior Year	9.9%	12.0%	26.6%	15.4%	3.9%	-7.8%	-10.3%	3.7%	11.8%	27.1%	23.1%	-13.0%
Total Units	278	262	332	265	296	297	227	283	277	279	229	350
% Change vs Prior Year	9.9%	12.4%	31.7%	16.2%	4.2%	-7.8%	-10.3%	3.7%	13.1%	26.8%	16.2%	52.2%

	1Q-17	2Q-17	3Q-17	4Q-17
Total Permits	858	855	784	706
% Change vs Prior Year	16.3%	2.5%	1.7%	11.4%
Total Units	872	858	787	858
% Change vs Prior Year	18.2%	2.9%	2.1%	32.6%



Sources: Livingston Parish -- Livingston Parish Permit Office, Town of Albany, City of Denham Springs, Town of Livingston, Town of Walker, <http://censtats.census.gov>
 St. Tammany Parish -- St. Tammany Parish Permit Office, Town of Abita Springs, City of Covington, Village of Folsom, Town of Madisonville, City of Mandeville, Town of Pearl River, City of Slidell, <http://censtats.census.gov>

Tangipahoa Parish -- Tangipahoa Parish Permit Office, City of Hammond, City of Ponchatoula, <http://censtats.census.gov>
 Washington Parish -- Washington Parish Permit Office, <http://censtats.census.gov>

Northshore Residential Home Sales

There were 1,725 homes sold during 4Q2017 at an average price of \$217,112. The number sold

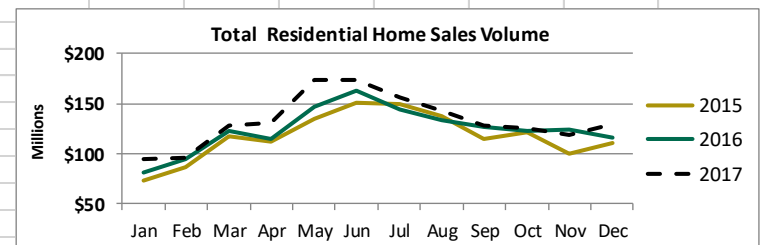
was down 5.9 percent and the average price was up 9.8 percent compared to 4Q2016.

RESIDENTIAL HOME SALES

NORTHSHORE REGION

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Number of Homes Sold	472	503	640	647	772	742	688	657	592	577	551	597
% Change vs Prior Year	17.7%	3.7%	5.3%	11.0%	11.1%	-0.7%	4.9%	6.5%	-1.0%	-6.6%	-11.3%	0.3%
Total Sales Volume (mil.)	\$94.2	\$96.3	\$127.7	\$130.3	\$173.6	\$173.7	\$156.7	\$142.2	\$128.4	\$125.6	\$119.0	\$129.9
% Change vs Prior Year	15.3%	1.7%	3.9%	13.6%	18.3%	7.0%	8.6%	6.9%	0.9%	2.7%	-4.2%	11.7%
Average Selling Price	\$199,535	\$191,542	\$199,550	\$201,402	\$224,905	\$234,114	\$227,776	\$216,414	\$216,879	\$217,689	\$215,998	\$217,582
% Change vs Prior Year	-2.0%	-1.9%	-1.3%	2.4%	6.5%	7.7%	3.6%	0.4%	2.0%	10.0%	8.0%	11.3%

	1Q-17	2Q-17	3Q-17	4Q-17
Number of Homes Sold	1,615	2,161	1,937	1,725
% Change vs Prior Year	8.1%	6.7%	3.5%	-5.9%
Total Sales Volume (mil.)	\$318.2	\$477.6	\$427.3	\$374.5
% Change vs Prior Year	6.3%	12.7%	5.6%	3.2%
Average Selling Price	\$197,051	\$221,030	\$220,592	\$217,112
% Change vs Prior Year	-1.7%	5.6%	2.0%	9.8%



Source: Based on information from the Gulf South Real Estate Information Network, Inc. and the Greater Baton Rouge Association of REALTORS®.

LOCAL

Livingston Parish

The number of employed Livingston Parish residents in 4Q2017 was up 2.0 percent from 4Q2016.

The labor force increased by a smaller 0.6 percent, leading to a decrease in the unemployment rate from 4.8 percent in 4Q2016 to 3.4 percent in 4Q2017.

The value of taxable retail sales in 4Q2017 averaged \$159.1 million per month, down 29.3 percent from the flood-influenced sales of 4Q2016.

The number of residential building permits issued in 4Q2017 was down 7.8 percent from the previous quarter, but up 22.6 percent compared to the fourth quarter of 2016.

The number of homes sold in 4Q2017 was down 21.5 percent compared to 4Q2016, while the average price increased 16.2 percent to \$183,215.

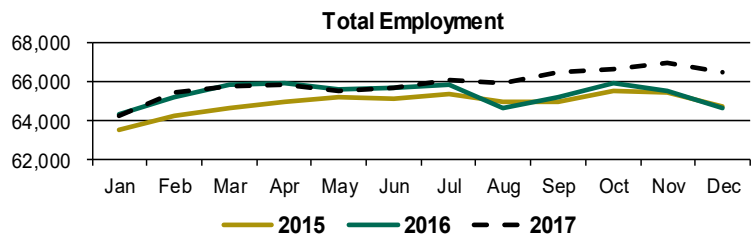
Livingston Parish residents purchased 1,303 new cars and light trucks in 4Q2017, down 67.6 percent from the 4,020 purchased in 4Q2016 as residents replaced flood-damaged vehicles.

EMPLOYMENT

LIVINGSTON PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Labor Force	67,709	68,419	68,734	68,679	68,361	69,050	69,273	69,044	69,279	69,034	69,374	68,697
% Change vs Prior Year	-0.2%	0.1%	-0.6%	-0.5%	-0.6%	-0.7%	-0.5%	1.2%	-0.4%	-0.6%	0.9%	1.5%
Total Employment	64,217	65,408	65,784	65,871	65,518	65,698	66,056	65,888	66,463	66,651	66,984	66,435
% Change vs Prior Year	-0.1%	0.3%	-0.1%	-0.1%	-0.1%	0.0%	0.3%	1.9%	2.0%	1.2%	2.2%	2.7%
Unemployment Rate	5.2%	4.4%	4.3%	4.1%	4.2%	4.9%	4.6%	4.6%	4.1%	3.5%	3.4%	3.3%
% Change vs Prior Year	-0.1%	-0.2%	-0.5%	-0.4%	-0.5%	-0.7%	-0.7%	-0.7%	-2.2%	-1.7%	-1.2%	-1.2%

	1QT-17	2QT-17	3QT-17	4QT-17
Labor Force	68,287	68,697	69,199	69,035
% Change vs Prior Year	-0.2%	-0.6%	0.1%	0.6%
Total Employment	65,136	65,696	66,136	66,690
% Change vs Prior Year	0.0%	-0.1%	1.4%	2.0%
Unemployment Rate	4.6%	4.4%	4.4%	3.4%
% Change vs Prior Year	-0.3%	-0.5%	-1.2%	-1.4%



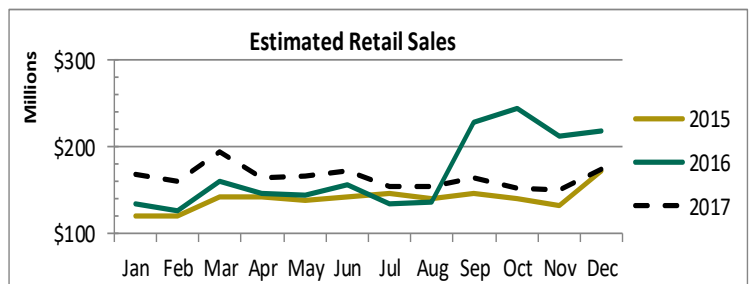
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

LIVINGSTON PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Estimated Retail Sales (mil.)	\$169.00	\$161.27	\$193.57	\$164.58	\$166.48	\$172.02	\$155.24	\$154.59	\$163.66	\$152.73	\$149.52	\$174.99
% Change vs Prior Month	-22.4%	-4.6%	20.0%	-15.0%	1.2%	3.3%	-9.8%	-0.4%	5.9%	-6.7%	-2.1%	17.0%
% Change vs. Prior Year	26.2%	27.2%	20.2%	12.4%	15.0%	9.8%	15.6%	12.9%	-28.5%	-37.8%	-29.4%	-19.7%

	1QT-17	2QT-17	3QT-17	4QT-17
Average Monthly Sales (mil.)	\$174.62	\$167.69	\$157.83	\$159.08
% Change vs. Prior Quarter	-22.4%	-4.0%	-5.9%	0.8%
% Change vs Prior Year	24.2%	12.3%	-5.3%	-29.3%



Source: Livingston Parish School Board - Sales and Use Tax Division

Economic Reporter

Livingston Parish—continued

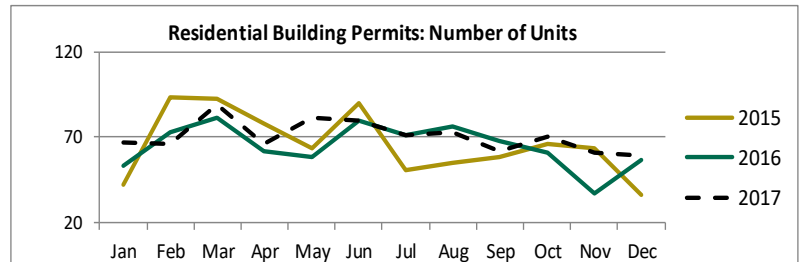
RESIDENTIAL BUILDING PERMITS

LIVINGSTON PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Total Permits	67	66	89	66	81	80	71	73	62	70	61	59
% Change vs Prior Year	26.4%	-9.6%	9.9%	6.5%	39.7%	0.0%	0.0%	-3.9%	-8.8%	14.8%	64.9%	3.5%
Total Units	67	66	89	66	81	80	71	73	62	70	61	59
% Change vs Prior Year	26.4%	-9.6%	9.9%	6.5%	39.7%	0.0%	0.0%	-3.9%	-8.8%	14.8%	64.9%	3.5%

	1QT-17	2QT-17	3QT-17	4QT-17
Total Permits	222	227	206	190
% Change vs Prior Year	7.2%	13.5%	-4.2%	22.6%
Total Units	222	227	206	190
% Change vs Prior Year	7.2%	13.5%	-4.2%	22.6%

Sources: City of Denham Springs, Town of Livingston, City of Walker, <http://censtats.census.gov>.

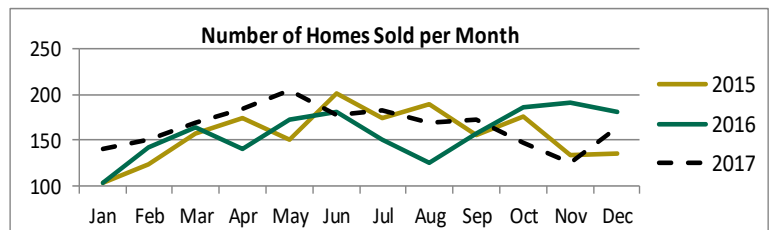


RESIDENTIAL HOME SALES

LIVINGSTON PARISH

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Number of Homes Sold	141	151	170	185	204	177	182	170	172	148	126	165
% Change vs Prior Year	36.9%	5.6%	3.7%	32.1%	18.6%	-2.2%	20.5%	34.9%	9.6%	-20.4%	-34.4%	-8.8%
Total Sales Volume (mil.)	\$22.1	\$25.2	\$27.2	\$31.3	\$37.3	\$33.7	\$33.0	\$30.8	\$32.9	\$27.5	\$22.5	\$30.3
% Change vs Prior Year	23.6%	0.3%	-7.5%	29.4%	22.5%	-2.2%	19.3%	33.3%	10.2%	-10.2%	-25.5%	11.5%
Median Selling Price	\$159,900	\$164,500	\$162,250	\$164,000	\$167,000	\$175,155	\$174,450	\$178,200	\$174,750	\$175,528	\$170,000	\$174,000
% Change vs Prior Year	-3.0%	-0.3%	-3.1%	-2.2%	1.0%	2.5%	2.0%	2.7%	-3.9%	5.6%	6.3%	12.3%

	1QT-17	2QT-17	3QT-17	4QT-17
Number of Homes Sold	462	566	524	439
% Change vs Prior Year	12.7%	14.8%	20.7%	-21.5%
Total Sales Volume (mil.)	\$74.4	\$102.4	\$96.7	\$80.4
% Change vs Prior Year	2.9%	14.8%	19.9%	-8.7%
Average Selling Price	\$161,068	\$180,880	\$184,518	\$183,215
% Change vs Prior Year	-8.7%	0.0%	-0.7%	16.2%



Source: Based on information from the Greater Baton Rouge Association of REALTORS® (7/2014 forward) and Gulf South Real Estate Information Network, Inc. (1/2015 forward)

New Light Vehicle Purchases & Sales

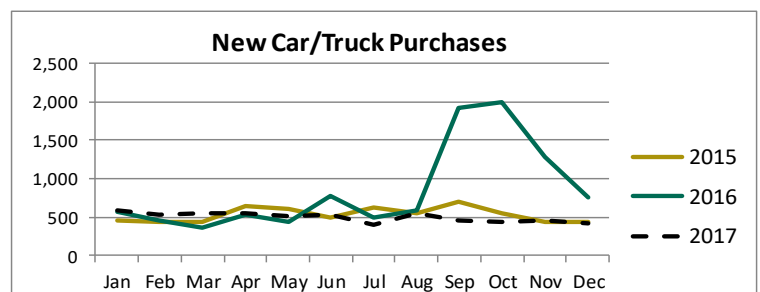
LIVINGSTON PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
New Car/Truck Purchases	588	535	544	554	512	522	393	556	453	443	450	410
% Change vs Prior Year	4.6%	17.8%	49.0%	4.7%	16.9%	-31.9%	-18.5%	-4.8%	-76.3%	-77.9%	-64.7%	-45.0%
Purchases within Parish	47	77	45	52	76	66	46	77	58	75	64	43
New Car/Truck Sales*	84	108	84	81	117	113	94	134	89	138	148	121
% Change vs Prior Year	-7.7%	36.7%	27.3%	1.3%	46.3%	-41.5%	14.6%	14.5%	-73.0%	-41.3%	-20.0%	-3.2%

	1QT-17	2QT-17	3QT-17	4QT-17
New Car/Truck Purchases	1,667	1,588	1,402	1,303
% Change vs Prior Year	20.7%	-8.4%	-52.9%	-67.6%
Purchases within Parish	169	194	181	182
New Car/Truck Sales*	276	311	317	407
% Change vs Prior Year	16.9%	-11.9%	-40.1%	-25.3%

Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana



St. Helena Parish

Employment among St. Helena Parish residents in the fourth quarter of 2017 rose 2.0 percent compared to 4Q2016. The labor force increased by a smaller 0.5 percent, leading to a 1.4 percent drop in the unemployment rate (from 7.1 percent in 4Q2016 to 5.7 percent in 4Q2017).

The value of taxable retail sales within St. Helena Parish in the fourth quarter fell 11.3 percent compared to sales in 4Q2016 (which may have been increased by flood-recovery purchases).

Building permit data were not available for St. Helena Parish for 4Q2017.

There was one home sold in St. Helena Parish in 4Q2017 for a price of \$29,000.

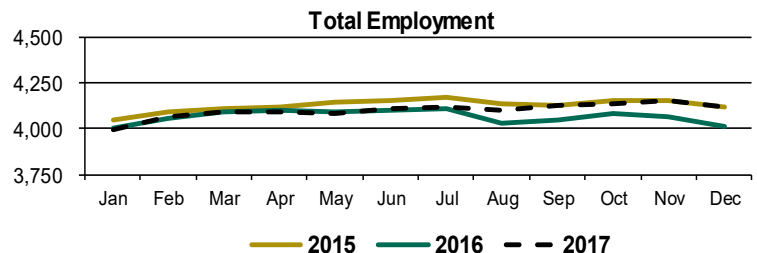
Residents of St. Helena Parish purchased 57 new cars and light trucks in the fourth quarter of 2017, up 3.6 percent from 55 purchased in 4Q2016.

EMPLOYMENT

ST. HELENA PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Labor Force	4,320	4,341	4,370	4,358	4,359	4,448	4,455	4,430	4,405	4,384	4,397	4,363
% Change vs Prior Year	-0.8%	-0.7%	-0.6%	-0.8%	-0.9%	-0.7%	-1.1%	0.6%	-0.2%	-0.8%	0.9%	1.3%
Total Employment	3,993	4,063	4,088	4,095	4,085	4,105	4,120	4,098	4,123	4,131	4,151	4,118
% Change vs Prior Year	-0.2%	0.2%	-0.1%	-0.1%	-0.1%	0.2%	0.4%	1.8%	1.9%	1.3%	2.1%	2.6%
Unemployment Rate	7.6%	6.4%	6.5%	6.0%	6.3%	7.7%	7.5%	7.5%	6.4%	5.8%	5.6%	5.6%
% Change vs Prior Year	-0.5%	-0.8%	-0.5%	-0.7%	-0.8%	-0.9%	-1.3%	-1.1%	-1.9%	-1.9%	-1.1%	-1.2%

	1QT-17	2QT-17	3QT-17	4QT-17
Labor Force	4,344	4,388	4,430	4,381
% Change vs Prior Year	-0.7%	-0.8%	-0.2%	0.5%
Total Employment	4,048	4,095	4,114	4,133
% Change vs Prior Year	0.0%	0.0%	1.3%	2.0%
Unemployment Rate	6.8%	6.7%	7.1%	5.7%
% Change vs Prior Year	-0.6%	-0.8%	-1.5%	-1.4%



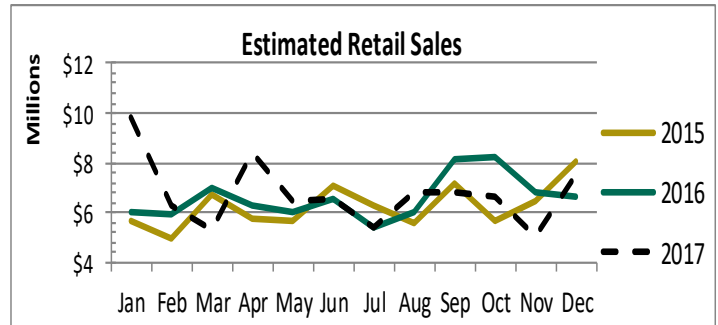
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. HELENA PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Estimated Retail Sales (mil.)	\$9.84	\$6.24	\$5.25	\$8.40	\$6.47	\$6.58	\$5.36	\$6.78	\$6.79	\$6.63	\$5.04	\$7.53
% Change vs Prior Month	49.1%	-36.5%	-15.9%	59.8%	-22.9%	1.7%	-18.6%	26.6%	0.1%	-2.3%	-23.9%	49.4%
% Change vs. Prior Year	63.1%	5.6%	-25.1%	34.4%	8.2%	0.1%	-1.0%	13.8%	-16.3%	-19.2%	-26.3%	14.2%

	1QT-17	2QT-17	3QT-17	4QT-17
Average Monthly Sales (mil.)	\$7.11	\$7.15	\$6.31	\$6.40
% Change vs. Prior Quarter	-1.4%	0.5%	-11.7%	1.4%
% Change vs Prior Year	12.5%	14.0%	-2.8%	-11.3%



Source: St. Helena Parish Sheriff's Office

Economic Reporter

St. Helena Parish—continued

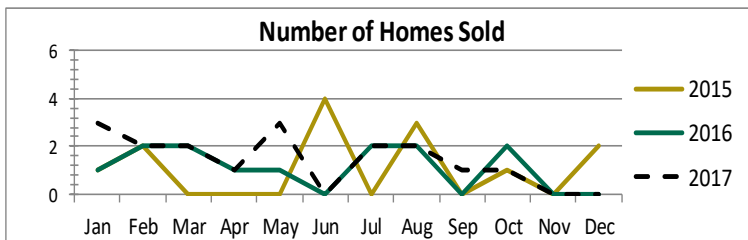
Building permit data not available.

RESIDENTIAL HOME SALES

ST HELENA PARISH

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Number of Homes Sold	3	2	2	1	3	-	2	2	1	1	-	-
% Change vs Prior Year	200.0%	0.0%	0.0%	0.0%	200.0%	#DIV/0!	0.0%	0.0%	#DIV/0!	-50.0%	#DIV/0!	#DIV/0!
Total Sales Volume (mil.)	\$0.4	\$0.2	\$0.2	\$0.1	\$0.6	\$0.0	\$0.1	\$0.3	\$0.1	\$0.0	\$0.0	\$0.0
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Average Selling Price	\$137,267	\$118,000	\$106,750	\$100,500	\$196,967	#DIV/0!	\$64,000	\$131,500	\$130,000	\$29,000	#DIV/0!	#DIV/0!
% Change vs Prior Year	-29.6%	70.5%	-63.7%	-22.1%	1131.0%	#DIV/0!	-32.6%	5.2%	#DIV/0!	-57.7%	#DIV/0!	#DIV/0!

	1QT-17	2QT-17	3QT-17	4QT-17
Number of Homes Sold	7	4	5	1
% Change vs Prior Year	40.0%	100.0%	25.0%	-50.0%
Total Sales Volume (mil.)	\$0.9	\$0.7	\$0.5	\$0.0
% Change vs Prior Year	-6.5%	376.8%	18.4%	-78.8%
Average Selling Price	\$123,043	\$172,850	\$104,200	\$29,000
% Change vs Prior Year	-33.2%	n/a	n/a	-57.7%



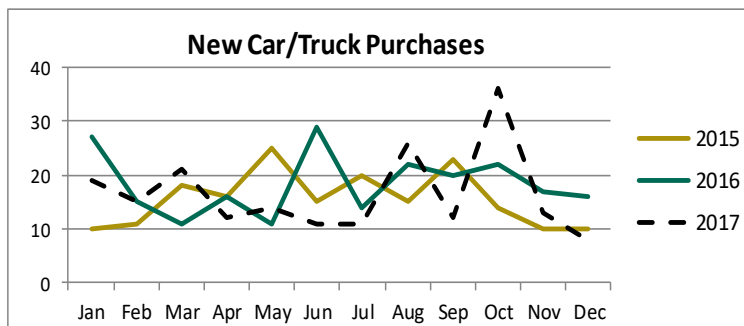
Source: Based on information from the Greater Baton Rouge Association of REALTORS® and Gulf South Real Estate Information Network, Inc. (1/2015 and forward)

New Light Vehicle Purchases & Sales

ST. HELENA PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
New Car/Truck Purchases	19	15	21	12	14	11	11	26	12	36	13	8
% Change vs Prior Year	-29.6%	0.0%	90.9%	-25.0%	27.3%	-62.1%	-21.4%	18.2%	-40.0%	63.6%	-23.5%	-50.0%
Purchases within Parish	0	0	0	0	0	0	0	0	0	0	0	0
New Car/Truck Sales*	0	0	0	0	0	0	0	0	0	0	0	0
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

	1QT-17	2QT-17	3QT-17	4QT-17
New Car/Truck Purchases	55	37	49	57
% Change vs Prior Year	3.8%	-33.9%	-12.5%	3.6%
Purchases within Parish	0	0	0	0
New Car/Truck Sales*	0	0	0	0
% Change vs Prior Year	n/a	n/a	n/a	n/a



Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana

St. Tammany Parish

The number of employed St. Tammany Parish residents in 4Q2017 increased by 1.4 percent compared to 4Q2016, while the labor force increased by a smaller 0.4 percent, leading to a 0.9 percent drop in the unemployment rate to 3.5 percent.

The value of taxable retail sales in 4Q2017 declined 0.7 percent compared to the fourth quarter of 2016.

Building permits for residential units in 4Q2017 declined by 10.1 percent from the previous quarter, but rose 19.1 percent compared to the

fourth quarter of 2016.

The number of homes sold in St. Tammany Parish in 4Q2017 was down 1.5 percent compared to 4Q2016, while the average price increased by 7.6 percent, leading to a 6.0 percent increase in total residential sales volume.

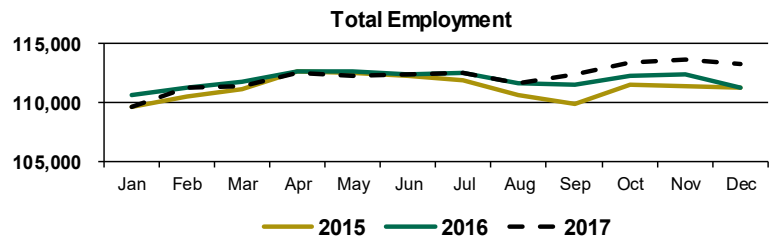
St. Tammany Parish residents purchased 3,051 new cars and light trucks in 4Q2017, down 11.6 percent compared to purchases in 4Q2016. Parish dealers sold 2,759 new light vehicles throughout Louisiana, down 23.3 percent from sales in 4Q2016.

EMPLOYMENT

ST. TAMMANY PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Labor Force	115,424	116,416	116,570	117,369	117,296	118,191	118,100	117,287	117,474	117,718	117,918	117,273
% Change vs Prior Year	-1.2%	-0.2%	-0.9%	-0.7%	-0.7%	-0.8%	-0.8%	-0.6%	-0.3%	-0.1%	0.3%	1.0%
Total Employment	109,695	111,320	111,421	112,513	112,359	112,447	112,520	111,677	112,476	113,458	113,693	113,352
% Change vs Prior Year	-0.8%	0.1%	-0.3%	-0.2%	-0.2%	0.0%	0.0%	0.0%	0.8%	1.1%	1.2%	1.8%
Unemployment Rate	5.0%	4.4%	4.4%	4.1%	4.2%	4.9%	4.7%	4.8%	4.3%	3.6%	3.6%	3.3%
% Change vs Prior Year	-0.4%	-0.3%	-0.5%	-0.5%	-0.5%	-0.8%	-0.8%	-0.6%	-1.0%	-1.2%	-0.8%	-0.8%

	1QT-17	2QT-17	3QT-17	4QT-17
Labor Force	116,137	117,619	117,620	117,636
% Change vs Prior Year	-0.8%	-0.7%	-0.6%	0.4%
Total Employment	110,812	112,440	112,224	113,501
% Change vs Prior Year	-0.4%	-0.1%	0.3%	1.4%
Unemployment Rate	4.6%	4.4%	4.6%	3.5%
% Change vs Prior Year	-0.4%	-0.6%	-0.8%	-0.9%



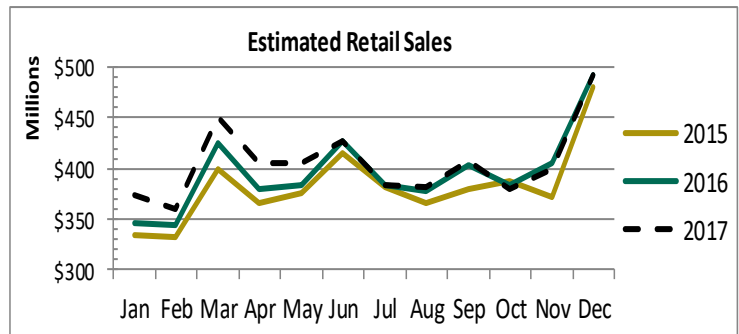
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. TAMMANY PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Estimated Retail Sales (mil.)	\$373.88	\$360.15	\$449.89	\$404.79	\$405.17	\$426.52	\$383.00	\$381.84	\$406.82	\$380.03	\$399.40	\$492.05
% Change vs Prior Month	-24.0%	-3.7%	24.9%	-10.0%	0.1%	5.3%	-10.2%	-0.3%	6.5%	-6.6%	5.1%	23.2%
% Change vs. Prior Year	7.8%	4.4%	5.9%	6.5%	5.5%	-0.1%	0.0%	0.9%	1.1%	-0.9%	-1.3%	0.0%

	1QT-17	2QT-17	3QT-17	4QT-17
Average Monthly Sales (mil.)	\$394.64	\$412.16	\$390.55	\$423.83
% Change vs. Prior Quarter	-7.5%	4.4%	-5.2%	8.5%
% Change vs Prior Year	6.0%	3.8%	0.7%	-0.7%



Source: St. Tammany Sales and Use Tax Department

St. Tammany Parish—continued

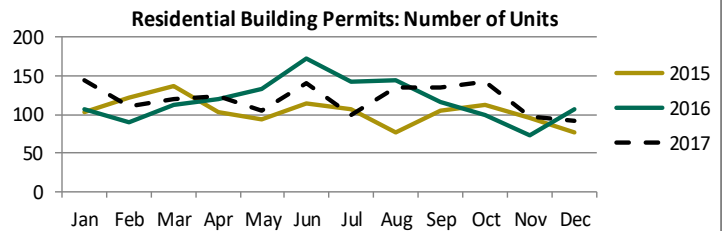
RESIDENTIAL BUILDING PERMITS

ST. TAMMANY PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Total Permits	145	110	120	124	105	141	99	134	132	143	97	91
% Change vs Prior Year	36.8%	23.6%	6.2%	4.2%	-20.5%	-18.0%	-30.8%	-7.6%	13.8%	44.4%	32.9%	-14.2%
Total Units	145	111	120	124	105	141	99	134	135	143	97	91
% Change vs Prior Year	36.8%	24.7%	6.2%	4.2%	-20.5%	-18.0%	-30.8%	-7.6%	16.4%	44.4%	32.9%	-14.2%

	1Q17	2Q17	3Q17	4Q17
Total Permits	375	370	365	331
% Change vs Prior Year	21.8%	-12.5%	-9.7%	19.1%
Total Units	376	370	368	331
% Change vs Prior Year	22.1%	-12.5%	-8.9%	19.1%

Sources: St. Tammany Parish Permit Office, Town of Abita Springs, City of Covington, Village of Folsom, Town of Madisonville, City of Mandeville, Town of Pearl River, City of Slidell, <http://censtats.census.gov> (some data estimated)



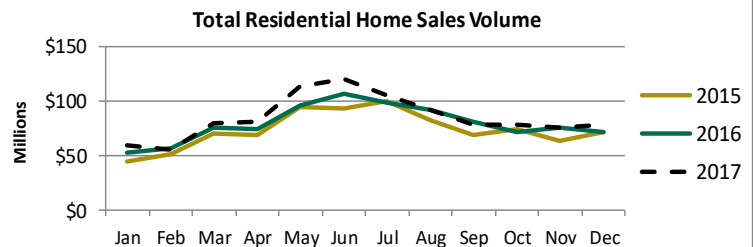
RESIDENTIAL HOME SALES

ST. TAMMANY PARISH

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Number of Homes Sold	239	257	342	346	431	447	400	365	314	317	305	303
% Change vs Prior Year	8.6%	4.5%	5.9%	4.8%	10.5%	4.2%	2.6%	-5.2%	-7.1%	1.0%	-4.4%	-1.0%
Total Sales Volume (mil.)	\$58.7	\$55.5	\$79.0	\$80.6	\$112.9	\$120.6	\$105.7	\$91.6	\$77.7	\$77.9	\$76.1	\$78.4
% Change vs Prior Year	12.8%	-0.8%	5.6%	9.4%	18.1%	13.5%	8.1%	-0.7%	-3.8%	8.3%	0.8%	9.2%
Average Selling Price	\$245,458	\$216,123	\$231,078	\$232,873	\$261,938	\$269,736	\$264,136	\$250,873	\$247,603	\$245,782	\$249,632	\$258,714
% Change vs Prior Year	3.8%	-5.1%	-0.2%	4.3%	6.9%	9.0%	5.4%	4.7%	3.5%	7.3%	5.4%	10.3%

	1Q17	2Q17	3Q17	4Q17
Number of Homes Sold	838	1,224	1,079	925
% Change vs Prior Year	6.2%	6.5%	-3.1%	-1.5%
Total Sales Volume (mil.)	\$193.2	\$314.0	\$275.0	\$232.4
% Change vs Prior Year	5.7%	14.0%	1.5%	6.0%
Average Selling Price	\$230,593	\$256,570	\$254,838	\$251,288
% Change vs Prior Year	-0.5%	7.0%	4.7%	7.6%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2015 to 12/2017.



New Light Vehicle Purchases & Sales

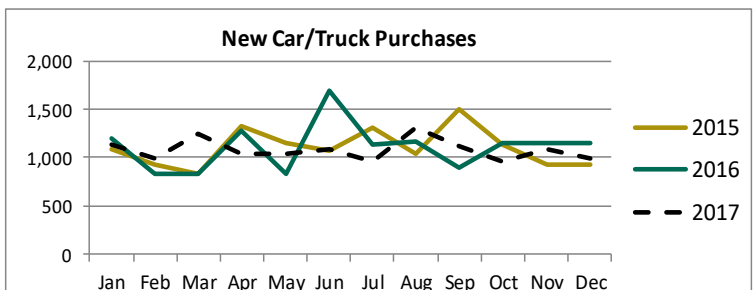
ST. TAMMANY PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
New Car/Truck Purchases	1,140	987	1,244	1,032	1,037	1,080	960	1,309	1,123	963	1,093	995
% Change vs Prior Year	-4.8%	19.9%	49.9%	-19.5%	25.5%	-36.4%	-15.0%	12.6%	26.0%	-15.7%	-5.4%	-13.7%
Purchases within Parish	656	555	705	614	610	646	568	792	670	562	628	570
New Car/Truck Sales*	997	913	1,051	1,006	970	1,011	871	1,265	1,081	861	1,004	894
% Change vs Prior Year	-5.8%	20.1%	41.3%	-11.2%	41.8%	-35.9%	-14.4%	24.8%	15.0%	-35.3%	-15.3%	-17.4%

	1Q17	2Q17	3Q17	4Q17
New Car/Truck Purchases	3,371	3,149	3,392	3,051
% Change vs Prior Year	18.3%	-17.3%	6.6%	-11.6%
Purchases within Parish	1,916	1,870	2,030	1,760
New Car/Truck Sales*	2,961	2,987	3,217	2,759
% Change vs Prior Year	15.6%	-12.0%	8.2%	-23.3%

Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana



Tangipahoa Parish

The number of employed Tangipahoa Parish residents in 4Q2017 rose 3.6 percent compared to the fourth quarter of 2016. The labor force increased by a smaller 2.0 percent, causing the unemployment rate to decrease to 4.5 percent from 6.0 percent in 4Q2016.

The value of taxable retail sales in 4Q2017 averaged \$184.9 million per month, a decrease of 7.3 percent from the flood-influenced sales of 4Q2016.

The number of residential construction units permitted in 4Q2017 was 67.7 percent higher than in

4Q2016, fueled by a spike in multi-family permits in December 2017.

The number of homes sold in Tangipahoa Parish in 4Q2017 rose by 9.4 percent compared to 4Q2016, while the average selling price increased by 2.1 percent, causing the total residential sales volume to increase by 11.7 percent.

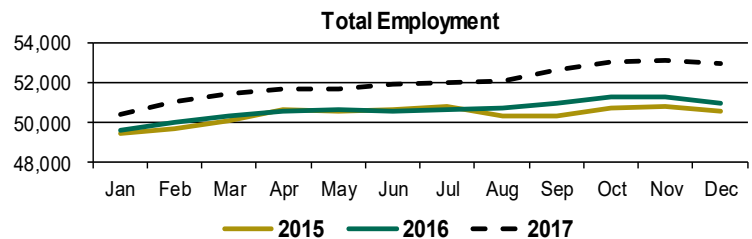
Tangipahoa Parish residents purchased 1,259 new cars and light trucks in 4Q2017, a decrease of 24.0 percent from the 1,656 in 4Q2016 when many residents were replacing flood-damaged vehicles.

EMPLOYMENT

TANGIPAHOA PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Labor Force	54,088	54,189	54,619	54,665	54,826	55,706	55,598	55,545	55,663	55,550	55,601	55,365
% Change vs Prior Year	1.0%	1.4%	1.4%	1.3%	1.4%	1.6%	1.5%	1.6%	1.4%	1.6%	2.1%	2.2%
Total Employment	50,416	51,037	51,475	51,647	51,712	51,956	52,002	52,079	52,631	53,043	53,096	52,916
% Change vs Prior Year	1.6%	2.1%	2.3%	2.2%	2.1%	2.8%	2.6%	2.7%	3.2%	3.5%	3.5%	3.8%
Unemployment Rate	6.8%	5.8%	5.8%	5.5%	5.7%	6.7%	6.5%	6.2%	5.4%	4.5%	4.5%	4.4%
% Change vs Prior Year	-0.5%	-0.6%	-0.8%	-0.8%	-0.7%	-1.1%	-1.0%	-1.0%	-1.7%	-1.7%	-1.3%	-1.4%

	1Q17	2Q17	3Q17	4Q17
Labor Force	54,299	55,066	55,602	55,505
% Change vs Prior Year	1.2%	1.4%	1.5%	2.0%
Total Employment	50,976	51,772	52,237	53,018
% Change vs Prior Year	2.0%	2.4%	2.8%	3.6%
Unemployment Rate	6.1%	6.0%	6.1%	4.5%
% Change vs Prior Year	-0.7%	-0.9%	-1.2%	-1.5%



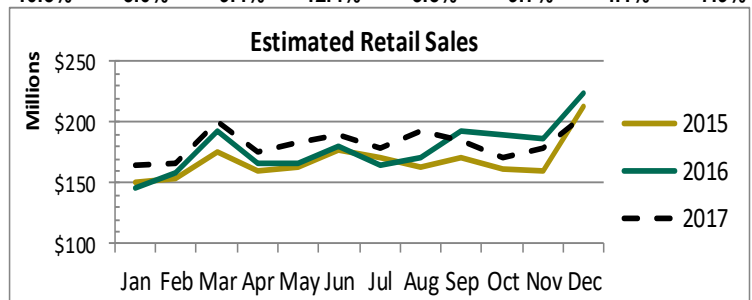
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

TANGIPAHOA PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Estimated Retail Sales (mil.)	\$165.34	\$166.18	\$200.95	\$175.60	\$183.82	\$189.04	\$179.26	\$192.45	\$185.63	\$170.88	\$178.44	\$205.49
% Change vs Prior Month	-25.9%	0.5%	20.9%	-12.6%	4.7%	2.8%	-5.2%	7.4%	-3.5%	-7.9%	4.4%	15.2%
% Change vs. Prior Year	12.9%	5.0%	4.6%	5.8%	10.5%	5.0%	9.4%	12.4%	-3.5%	-9.7%	-4.1%	-7.9%

	1Q17	2Q17	3Q17	4Q17
Average Monthly Sales (mil.)	\$177.49	\$182.82	\$185.78	\$184.94
% Change vs. Prior Quarter	-11.0%	3.0%	1.6%	-0.5%
% Change vs Prior Year	7.2%	7.0%	5.7%	-7.3%



Source: Sales Tax Division of the Tangipahoa Parish School System

Tangipahoa Parish—continued

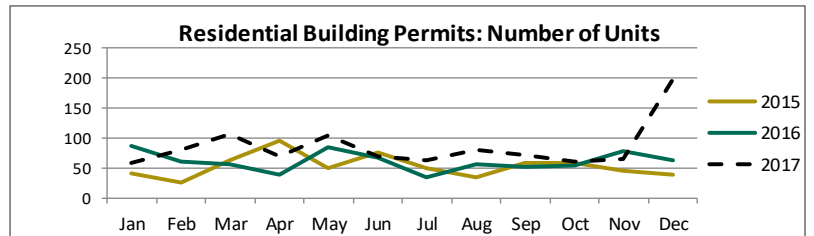
RESIDENTIAL BUILDING PERMITS

TANGIPAHOA PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Total Permits	59	79	92	67	102	69	60	80	71	59	64	47
% Change vs Prior Year	-32.2%	31.7%	67.3%	76.3%	20.0%	4.5%	81.8%	42.9%	39.2%	15.7%	-3.0%	-24.2%
Total Units	59	79	105	69	103	69	62	80	71	61	64	197
% Change vs Prior Year	-32.2%	31.7%	90.9%	81.6%	21.2%	4.5%	87.9%	42.9%	39.2%	15.1%	-16.9%	217.7%

	1QT-17	2QT-17	3QT-17	4QT-17
Total Permits	230	238	211	170
% Change vs Prior Year	13.9%	25.9%	50.7%	-5.0%
Total Units	243	241	213	322
% Change vs Prior Year	20.3%	27.5%	52.1%	67.7%

Source: Tangipahoa Parish Permit Office, City of Hammond Permit Office, City of Ponchatoula Permit Office, <http://censtats.census.gov>



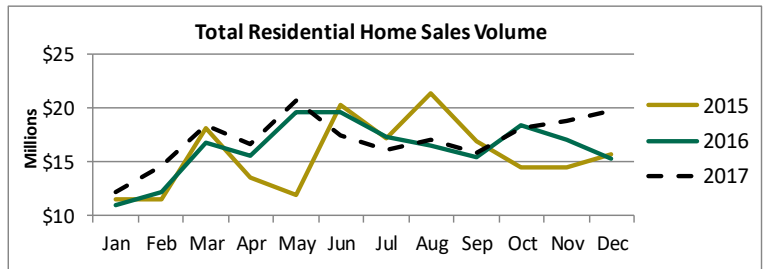
RESIDENTIAL HOME SALES

TANGIPAHOA PARISH

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Number of Homes Sold	78	86	105	100	112	100	89	101	91	95	105	114
% Change vs Prior Year	11.4%	7.5%	1.9%	3.1%	-5.9%	-16.0%	-11.9%	11.0%	0.0%	-7.8%	10.5%	28.1%
Total Sales Volume (mil.)	\$12.1	\$14.6	\$18.4	\$16.6	\$20.7	\$17.4	\$16.0	\$17.0	\$15.7	\$18.1	\$18.7	\$19.7
% Change vs Prior Year	11.1%	20.7%	10.0%	7.1%	5.9%	-11.5%	-7.1%	3.2%	2.4%	-0.9%	10.0%	28.8%
Average Selling Price	\$155,177	\$170,024	\$175,255	\$166,269	\$184,809	\$173,798	\$179,911	\$168,346	\$172,981	\$190,981	\$178,297	\$172,884
% Change vs Prior Year	-0.3%	12.2%	7.9%	3.9%	12.5%	5.3%	5.4%	-7.0%	2.4%	7.5%	-0.5%	0.5%

	1QT-17	2QT-17	3QT-17	4QT-17
Number of Homes Sold	269	312	281	314
% Change vs Prior Year	6.3%	-6.9%	-0.7%	9.4%
Total Sales Volume (mil.)	\$45.1	\$54.7	\$48.8	\$56.6
% Change vs Prior Year	13.6%	0.0%	-0.7%	11.7%
Average Selling Price	\$167,761	\$175,338	\$173,510	\$180,169
% Change vs Prior Year	6.8%	7.4%	0.0%	2.1%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2015 to 12/2017.



New Light Vehicle Purchases & Sales

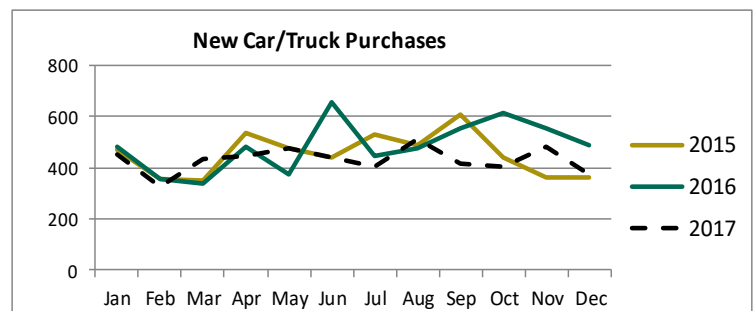
TANGIPAHOA PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
New Car/Truck Purchases	452	327	435	444	478	438	403	512	415	401	482	376
% Change vs Prior Year	-6.4%	-8.4%	29.1%	-7.3%	28.2%	-33.0%	-10.0%	7.1%	-24.7%	-34.8%	-13.2%	-22.6%
Purchases within Parish	232	165	240	233	253	207	207	258	210	218	230	170
New Car/Truck Sales*	460	374	506	477	477	447	402	515	442	410	424	369
% Change vs Prior Year	-11.4%	0.8%	20.2%	-12.3%	16.1%	-30.6%	-11.1%	-6.2%	-41.0%	-44.6%	-19.8%	-25.2%

	1QT-17	2QT-17	3QT-17	4QT-17
New Car/Truck Purchases	1,214	1,360	1,330	1,259
% Change vs Prior Year	3.1%	-9.7%	-10.0%	-24.0%
Purchases within Parish	637	693	675	618
New Car/Truck Sales*	1,340	1,401	1,359	1,203
% Change vs Prior Year	2.2%	-12.4%	-22.3%	-31.7%

Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana



Washington Parish

The number of employed Washington Parish residents in the fourth quarter of 2017 increased 4.5 percent compared to the fourth quarter of 2016. The labor force grew by a smaller 2.9 percent, resulting in a reduction in the unemployment rate from 6.2 percent in 4Q2016 to 4.7 percent in 4Q2017.

Sales tax collection data were not available for Washington Parish for 4Q2017.

Building permits for 15 homes were issued in 4Q2017, down 31.8 percent from 22 in 4Q2016.

The number of Washington Parish homes sold in 4Q2017 was down 2.1 percent from 4Q2016, but the average selling price rose 11.9 percent, leading to a 9.5 percent increase in total residential sales volume.

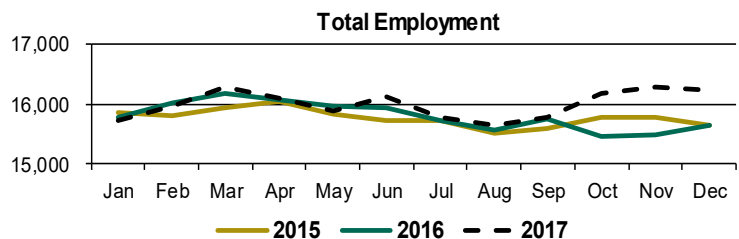
Washington Parish residents purchased 289 new cars and light trucks in 4Q2017, a decrease of 18.4 percent from 354 in 4Q2016.

EMPLOYMENT

WASHINGTON PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Labor Force	16,836	16,944	17,285	17,075	16,829	17,252	16,909	16,731	16,749	17,007	17,092	16,993
% Change vs Prior Year	-1.2%	-1.1%	-0.4%	-0.8%	-1.7%	-0.5%	-1.2%	-0.7%	-1.3%	2.6%	3.6%	2.4%
Total Employment	15,720	15,965	16,282	16,104	15,883	16,117	15,769	15,642	15,777	16,182	16,285	16,234
% Change vs Prior Year	-0.3%	-0.3%	0.7%	0.2%	-0.5%	1.2%	0.2%	0.5%	0.2%	4.6%	5.2%	3.8%
Unemployment Rate	6.6%	5.8%	5.8%	5.7%	5.6%	6.6%	6.7%	6.5%	5.8%	4.9%	4.7%	4.5%
% Change vs Prior Year	-0.9%	-0.7%	-1.1%	-0.9%	-1.1%	-1.5%	-1.3%	-1.1%	-1.5%	-1.8%	-1.4%	-1.3%

	1QT-17	2QT-17	3QT-17	4QT-17
Labor Force	17,022	17,052	16,796	17,031
% Change vs Prior Year	-0.9%	-1.0%	-1.1%	2.9%
Total Employment	15,989	16,035	15,729	16,234
% Change vs Prior Year	0.0%	0.3%	0.3%	4.5%
Unemployment Rate	6.1%	6.0%	6.4%	4.7%
% Change vs Prior Year	-0.9%	-1.2%	-1.3%	-1.5%



Source: Labor Market Statistics, Local Area Unemployment Statistics Program

Sales tax data not available.

Economic Reporter

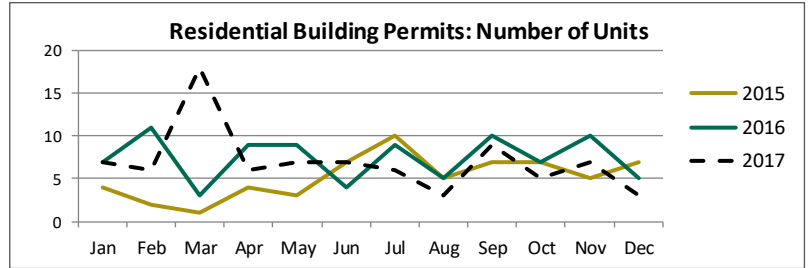
Washington Parish—continued

RESIDENTIAL BUILDING PERMITS

WASHINGTON PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Total Permits	7	6	18	6	7	7	6	3	9	5	7	3
% Change vs Prior Year	0.0%	-45.5%	500.0%	-33.3%	-22.2%	75.0%	-33.3%	-40.0%	-10.0%	-28.6%	-30.0%	-40.0%
Total Units	7	6	18	6	7	7	6	3	9	5	7	3
% Change vs Prior Year	0.0%	-45.5%	500.0%	-33.3%	-22.2%	75.0%	-33.3%	-40.0%	-10.0%	-28.6%	-30.0%	-40.0%

	1QT-17	2QT-17	3QT-17	4QT-17
Total Permits	31	20	18	15
% Change vs Prior Year	47.6%	-9.1%	-25.0%	-31.8%
Total Units	31	20	18	15
% Change vs Prior Year	47.6%	-9.1%	-25.0%	-31.8%



Sources: Washington Parish Permit Office and <http://censtats.census.gov>

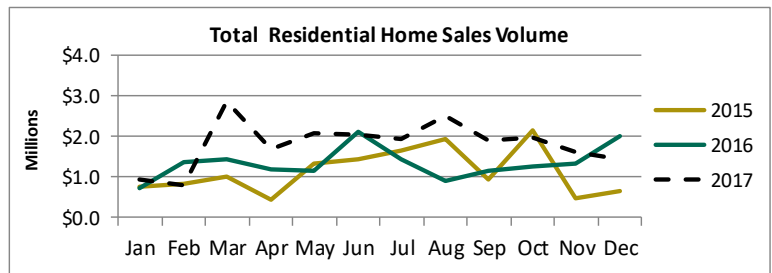
RESIDENTIAL HOME SALES

WASHINGTON PARISH

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Number of Homes Sold	11	7	21	15	22	18	15	19	14	16	15	15
% Change vs Prior Year	57.1%	-50.0%	31.3%	0.0%	69.2%	0.0%	25.0%	46.2%	16.7%	23.1%	0.0%	-21.1%
Total Sales Volume (mil.)	\$0.9	\$0.8	\$2.9	\$1.7	\$2.1	\$2.0	\$1.9	\$2.5	\$1.9	\$2.0	\$1.6	\$1.5
% Change vs Prior Year	30.4%	-42.3%	98.4%	42.1%	78.4%	-4.2%	34.1%	179.7%	62.8%	56.9%	20.3%	-27.5%
Average Selling Price	\$84,591	\$113,368	\$136,883	\$113,273	\$95,083	\$113,296	\$128,364	\$132,552	\$136,214	\$123,938	\$107,243	\$96,785
% Change vs Prior Year	-17.0%	15.4%	51.2%	42.1%	5.4%	-4.2%	7.3%	91.4%	39.5%	27.5%	20.3%	-8.2%

	1QT-17	2QT-17	3QT-17	4QT-17
Number of Homes Sold	39	55	48	46
% Change vs Prior Year	5.4%	19.6%	29.7%	-2.1%
Total Sales Volume (mil.)	\$4.6	\$5.8	\$6.4	\$5.0
% Change vs Prior Year	30.0%	29.7%	81.0%	9.5%
Average Selling Price	\$117,913	\$106,005	\$132,311	\$109,640
% Change vs Prior Year	23.3%	8.4%	39.6%	11.9%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2015 to 12/2017.



New Light Vehicle Purchases & Sales

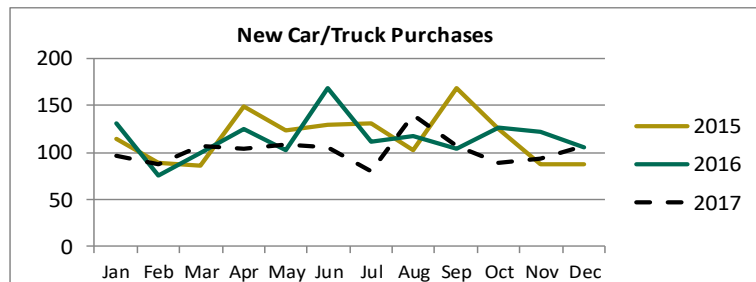
WASHINGTON PARISH

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
New Car/Truck Purchases	96	88	107	104	108	106	80	140	107	89	93	107
% Change vs Prior Year	-26.7%	17.3%	8.1%	-16.8%	5.9%	-36.9%	-27.9%	19.7%	2.9%	-29.9%	-23.8%	1.9%
Purchases within Parish	6	8	6	10	4	6	6	16	9	11	5	15
New Car/Truck Sales*	8	9	10	13	4	8	8	20	13	13	6	17
% Change vs Prior Year	-55.6%	80.0%	-37.5%	30.0%	-66.7%	-55.6%	-46.7%	100.0%	62.5%	-18.8%	-53.8%	325.0%

	1QT-17	2QT-17	3QT-17	4QT-17
New Car/Truck Purchases	291	318	327	289
% Change vs Prior Year	-4.6%	-19.5%	-1.5%	-18.4%
Purchases within Parish	20	20	31	31
New Car/Truck Sales*	27	25	41	36
% Change vs Prior Year	-30.8%	-37.5%	24.2%	9.1%

Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana



SOUTHEASTERN

Southeastern Marketing Breakfast to feature Vice President and Chief Marketing Officer of WWII Museum

Vice President and Chief Marketing Officer at the National WWII Museum Jonah Langenbeck will serve as the guest speaker at Southeastern Louisiana University's annual Marketing Breakfast on Tuesday, Oct. 9, on the third floor ballroom of the Student Union. Breakfast will be served at 7:45 a.m. and the speaker will begin at 8 a.m.

The breakfast is sponsored by the Southeastern Marketing Association, the marketing faculty, and G. Dean Brunson, CPA, of Richmond, Va.

The program is open to students and the general public. Registration is available online at southeasternmarketing.simplenetix.com. Tickets are \$12 online, \$10 in the Marketing office in Garrett Hall, room 74, or \$15 at the door.

"Jonah Langenbeck is a marketer living in New Orleans. Over the last 20 years, he has helped organizations big and small grow revenue, fulfill missions, and cultivate engaged, passionate communities through branded visual communications," said Professor of Marketing Mike Budden. "His daily work practice is rooted in the metafield of marketing and communications, incorporating elements of strategic management, marketing strategy, creative communications, project management, data and analytics."

In his current position at the WWII Museum, Langenbeck has helped drive transformative growth through effective paid, owned and earned media strategies, Budden added.

For more information, contact the Department of Marketing and Supply Chain Management at 985-549-2277.

(Article courtesy of Southeastern's Office of Communications and Creative Services.)



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Tangipahoa Parish Permit Office and School Board Sales and Use Tax Department

Washington Parish Building and Planning Department and Sheriff's Office Sales and Use Tax Department

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City of Walker**