

Economic Reporter

Promoting Economic Development in Southeast Louisiana

Winter 2016-2017

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NATIONAL

U.S. Economy

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U. S. real gross domestic product grew at a 3.5 percent annual rate during the third quarter of 2016 and was 1.7 percent higher than in the third quarter of 2015.

Total civilian employment for the third quarter of 2016 rose 1.8 percent over the third quarter of 2015 while the labor force grew by 1.6 percent. This led to a decline in the unemployment rate from 5.1 percent in 3Q2015 to 4.9 percent in 3Q2016.

A survey of professional forecasters released in November 2016 by the Federal Reserve Bank of Philadelphia projects the U.S. economy to grow 1.5, 2.2, 2.1, and 2.1 percent in 2016, 2017, 2018, and 2019, respectively.

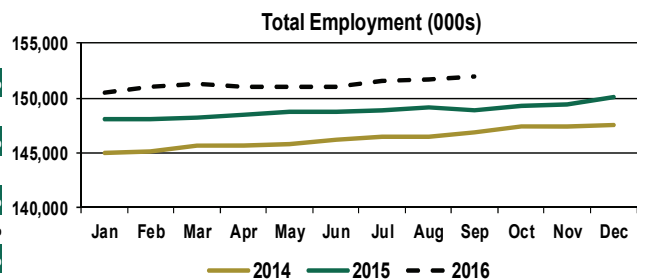
The forecasted growth rates for 2017 - 2019 were each down 0.1 percent from the group's August forecasts.

EMPLOYMENT (Seasonally Adjusted)

UNITED STATES (Numbers in Thousands)

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Labor Force	157,123	157,358	157,957	158,362	158,888	159,278	158,938	158,510	158,889	159,295	159,508	159,830
% Change vs Prior Year	0.5%	0.6%	1.1%	0.9%	1.4%	1.6%	1.2%	0.7%	1.2%	1.4%	1.5%	1.9%
Total Employment	149,255	149,419	150,030	150,533	151,043	151,301	151,028	151,058	151,090	151,546	151,655	151,926
% Change vs Prior Year	1.2%	1.4%	1.7%	1.7%	2.0%	2.1%	1.7%	1.5%	1.6%	1.8%	1.7%	2.0%
Total Nonfarm Emp.	142,574	142,846	143,085	143,211	143,448	143,673	143,826	143,869	144,166	144,457	144,633	144,882
% Change vs Prior Year	2.0%	1.9%	1.9%	1.9%	1.8%	1.9%	1.9%	1.6%	1.7%	1.7%	1.7%	1.8%
Unemployment Rate	5.0%	5.0%	5.0%	4.9%	4.9%	5.0%	5.0%	4.7%	4.9%	4.9%	4.9%	4.9%
% Change vs Prior Year	-0.7%	-0.7%	-0.6%	-0.8%	-0.6%	-0.4%	-0.4%	-0.8%	-0.3%	-0.4%	-0.2%	-0.1%

	4QT-15	1QT-16	2QT-16	3QT-16
Labor Force	157,479	158,843	158,779	159,544
% Change vs Prior Year	0.7%	1.3%	1.0%	1.6%
Total Employment	149,568	150,959	151,059	151,709
% Change vs Prior Year	1.4%	1.9%	1.6%	1.8%
Total Nonfarm Emp.	142,835	143,444	143,954	144,657
% Change vs Prior Year	2.0%	1.9%	1.7%	1.8%
Unemployment Rate	5.0%	5.0%	4.9%	4.9%
% Change vs Prior Year	-0.7%	-0.6%	-0.7%	-0.2%



Source: U.S. Bureau of Labor Statistics

STATE

Louisiana Economy

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Total state employment for the third quarter of 2016 fell by 0.6 percent from the previous quarter and was down 1.9 percent from 3Q2015.

The statewide labor force for 3Q2016 fell 0.7 percent from the previous quarter and 1.8 percent from 3Q2015.

The similar year-over-year declines in both employment and the labor force led to the unemployment rate being the same in 3Q2016 as in 3Q2015 (6.1 percent).

Changes in state sales tax rates and exemptions by the 2016 Legislature led to increased sales tax collections in 3Q2016 of 35.9 percent compared to 3Q2015. However, state sales tax collections were down 6.3 percent from the previous quarter.

Seasonally-adjusted state personal income increased 0.5 percent from the second quarter of 2016 and 1.2 percent compared to 3Q2015. Year-over-year, net earnings increased 0.1 percent, dividends, interest, and rent 1.3 percent, and personal transfer receipts 4.7 percent.

Industries contributing the most year-over-year growth in earnings from 3Q2015 to 3Q2016 were *Health care and social assistance* (+\$698 million), *Government and government enterprises* (+\$356 million), and *Finance and insurance* (+\$326 million).

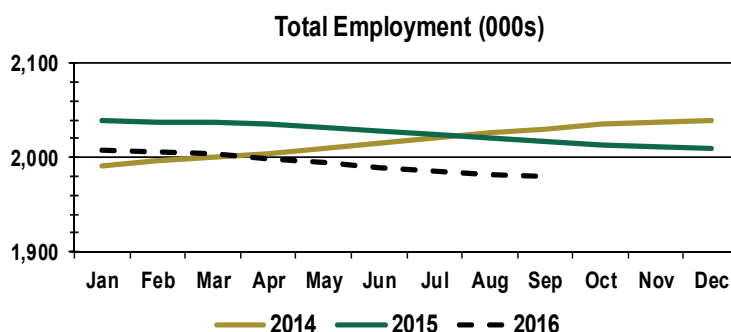
Industries with the largest year-over-year declines were *Mining* (-\$1.2 billion), *Transportation and warehousing* (-\$624 million), and *Durable goods manufacturing* (-\$445 million).

EMPLOYMENT (Seasonally Adjusted)

LOUISIANA (Numbers in Thousands)

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Labor Force	2,144	2,142	2,141	2,141	2,139	2,137	2,133	2,127	2,122	2,117	2,113	2,109
% Change vs Prior Year	-1.9%	-2.1%	-2.2%	-2.1%	-2.1%	-2.0%	-2.0%	-1.9%	-1.9%	-1.9%	-1.8%	-1.8%
Total Employment	2,014	2,012	2,010	2,008	2,006	2,003	1,999	1,995	1,990	1,986	1,983	1,980
% Change vs Prior Year	-1.0%	-1.3%	-1.4%	-1.5%	-1.5%	-1.6%	-1.7%	-1.8%	-1.9%	-1.9%	-1.9%	-1.8%
Total Nonfarm Emp.	1,994	1,990	1,986	1,983	1,979	1,977	1,976	1,974	1,968	1,970	1,961	1,966
% Change vs Prior Year	-0.2%	-0.5%	-0.8%	-0.9%	-1.0%	-0.8%	-0.9%	-1.0%	-1.3%	-1.3%	-1.8%	-1.4%
Unemployment Rate	6.1%	6.1%	6.1%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.2%	6.1%	6.1%
% Change vs Prior Year	-0.8%	-0.8%	-0.7%	-0.6%	-0.5%	-0.4%	-0.2%	-0.1%	0.0%	0.0%	0.1%	0.1%

	4QT-15	1QT-16	2QT-16	3QT-16
Labor Force	2,142	2,139	2,127	2,113
% Change vs Prior Year	-2.1%	-2.1%	-1.9%	-1.8%
Total Employment	2,012	2,006	1,995	1,983
% Change vs Prior Year	-1.2%	-1.6%	-1.8%	-1.9%
Total Nonfarm Emp.	1,990	1,980	1,973	1,966
% Change vs Prior Year	-0.5%	-0.9%	-1.1%	-1.5%
Unemployment Rate	6.1%	6.2%	6.2%	6.1%
% Change vs Prior Year	-0.8%	-0.5%	-0.1%	0.1%



Source: Louisiana Department of Labor, Labor Market Statistics

REGIONAL

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Northshore Employment

Total employment in the Northshore Region in 3Q2016 was 0.4 percent lower than 2Q2016 but 0.5 percent higher (+1,298 jobs) than in the third quarter of 2015.

The total civilian work force in 3Q2016 was unchanged from the previous quarter but rose 0.7

percent compared to 3Q2015.

The Northshore unemployment rate for 3Q2016 was 6.1 percent, up 0.4 percent from the previous quarter and 0.2 percent from the 5.9 percent of 3Q2015.

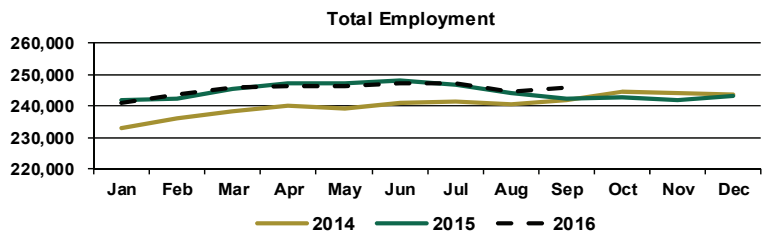
EMPLOYMENT (Not seasonally adjusted)

NORTHSHORE REGION

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Labor Force	258,050	255,553	254,735	256,109	257,017	260,358	260,107	260,670	264,533	263,948	259,958	261,500
% Change vs Prior Year	-1.3%	-1.9%	-1.9%	-1.2%	-0.3%	-0.3%	-0.9%	-1.1%	-0.4%	0.3%	0.2%	1.7%
Total Employment	242,748	242,077	243,365	241,096	243,526	245,869	246,538	246,239	247,420	247,137	244,567	245,681
% Change vs Prior Year	-0.7%	-0.8%	-0.2%	-0.3%	0.4%	0.2%	-0.2%	-0.4%	-0.3%	0.1%	0.1%	1.4%
Unemployment Rate	5.9%	5.4%	4.6%	5.9%	5.2%	5.6%	5.2%	5.5%	6.5%	6.4%	5.9%	6.0%
% Change vs Prior Year	-0.5%	-1.1%	-1.7%	-0.9%	-0.7%	-0.5%	-0.7%	-0.6%	-0.1%	0.2%	0.0%	0.3%

	4QT-15	1QT-16	2QT-16	3QT-16
Labor Force	256,113	257,828	261,770	261,802
% Change vs Prior Year	-1.7%	-0.6%	-0.8%	0.7%
Total Employment	242,730	243,497	246,732	245,795
% Change vs Prior Year	-0.6%	0.1%	-0.3%	0.5%
Unemployment Rate	5.3%	5.6%	5.7%	6.1%
% Change vs Prior Year	-1.1%	-0.7%	-0.5%	0.2%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



Northshore Estimated Retail Sales

Taxable retail sales for Washington Parish were not available for 3Q2016. Retail sales for the other four parishes averaged \$738 million per month, an increase of 6.1 percent compared to

3Q2015. The substantial increase was at least partially driven by strong retail sales in Livingston Parish as a result of the August 2016 flood.

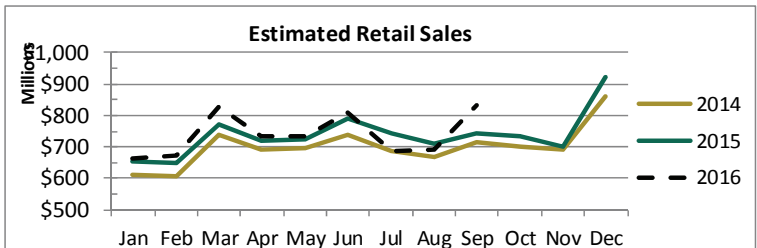
ESTIMATED RETAIL SALES (Not including Washington Parish)

NORTHSHORE REGION

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Estimated Retail Sales (mil.)	\$694.48	\$670.92	\$875.02	\$633.20	\$635.77	\$785.03	\$698.77	\$701.12	\$770.04	\$686.57	\$692.54	\$831.51
% Change vs Prior Month	-1.4%	-3.4%	30.4%	-27.6%	0.4%	23.5%	-11.0%	0.3%	9.8%	-10.8%	0.9%	20.1%
% Change vs. Prior Year	4.3%	2.3%	7.3%	3.6%	4.2%	8.4%	3.3%	2.7%	3.8%	-2.7%	2.8%	18.1%

	4QT-15	1QT-16	2QT-16	3QT-16
Quarterly Avg. Sales (mil.)	\$746.81	\$684.67	\$723.31	\$736.87
% Change vs. Prior Quarter	7.5%	-8.3%	5.6%	1.9%
% Change vs Prior Year	4.8%	5.6%	3.3%	6.1%

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



Northshore Residential Building Permits

The number of building permits for residential units in the Northshore region issued during 3Q2016 (excluding St. Helena Parish—for which data were not available) was down 7.7 percent from the prior quarter, but increased 24.6 percent compared to the second quarter of 2015.

Year-over-year changes ranged from a decline of 2.1 percent in Tangipahoa Parish to increases of 9.1, 20.7, and 40.8 percent, respectively, in Washington, Livingston, and St. Tammany parishes.

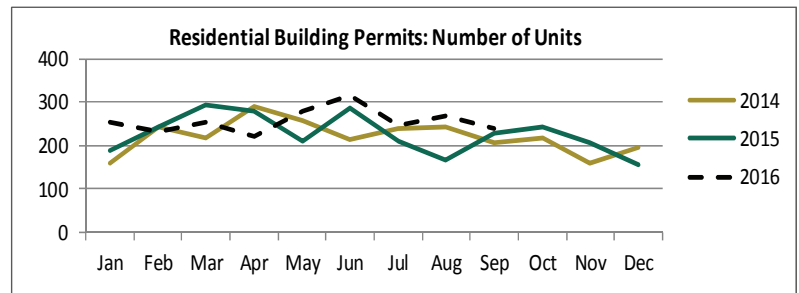
Note that permit counts for some parishes and municipalities are based on data reported to or estimated by the U.S. Census Bureau.

RESIDENTIAL BUILDING PERMITS

NORTHSHORE REGION (excl. St. Helena Parish)

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Total Permits	243	208	157	253	233	252	220	280	317	248	268	238
% Change vs Prior Year	13.6%	30.8%	-19.5%	36.8%	-4.1%	-13.4%	-15.1%	33.3%	10.1%	17.0%	61.4%	5.3%
Total Units	244	208	157	253	233	252	220	280	317	248	268	238
% Change vs Prior Year	13.0%	29.2%	-19.5%	33.9%	-4.1%	-14.0%	-20.9%	33.3%	10.1%	17.5%	61.4%	4.4%

	4Q-15	1Q-16	2Q-16	3Q-16
Total Permits	608	738	817	754
% Change vs Prior Year	7.0%	2.6%	7.9%	24.8%
Total Units	609	738	817	754
% Change vs Prior Year	6.5%	1.8%	5.3%	24.6%



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 -- <http://censtats.census.gov>

Northshore Residential Home Sales

There were 1,871 homes sold during 3Q2016 at an average price of \$216,162. The number sold

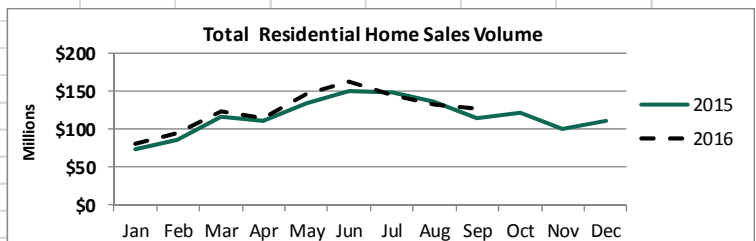
was down 5.1 percent while the average price was up 6.2 percent compared to 3Q2015.

RESIDENTIAL HOME SALES

NORTHSHORE REGION

	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16
Number of Homes Sold	605	489	566	401	485	608	583	695	747	656	617	598
% Change vs Prior Year	n/a	n/a	n/a	2.3%	9.2%	3.4%	1.2%	12.6%	1.5%	-7.3%	-11.5%	5.7%
Total Sales Volume (mil.)	\$121.2	\$100.1	\$110.9	\$81.7	\$94.7	\$123.0	\$114.7	\$146.8	\$162.4	\$144.3	\$133.0	\$127.2
% Change vs Prior Year	n/a	n/a	n/a	10.6%	9.9%	4.8%	2.3%	8.9%	8.1%	-3.4%	-2.9%	10.6%
Average Selling Price	\$200,273	\$204,687	\$195,995	\$203,645	\$195,297	\$202,254	\$196,727	\$211,235	\$217,426	\$219,916	\$215,534	\$212,692
% Change vs Prior Year	n/a	n/a	n/a	8.1%	0.6%	1.4%	1.1%	-3.3%	6.5%	4.3%	9.7%	4.7%

	4Q-15	1Q-16	2Q-16	3Q-16
Number of Homes Sold	1,660	1,494	2,025	1,871
% Change vs Prior Year	n/a	n/a	5.0%	-5.1%
Total Sales Volume (mil.)	\$332.2	\$299.4	\$423.9	\$404.4
% Change vs Prior Year	n/a	n/a	6.7%	0.8%
Average Selling Price	\$200,115	\$200,369	\$209,342	\$216,162
% Change vs Prior Year	n/a	n/a	1.7%	6.2%



Source: Based on information from the Gulf South Real Estate Information Network, Inc.

and the Greater Baton Rouge Association of REALTORS®.

LOCAL

Livingston Parish

Livingston Parish employment in 3Q2016 was up 0.1 percent compared to 3Q2015, diminished by a 1.4 percent decline in August as a result of flooding. The labor force grew by 0.6 percent compared to the third quarter of 2015, also affected by a decline (-1.3 percent) in August.

The value of taxable retail sales in 3Q2016 rose 15.7 percent compared to 3Q2015, driven by a 57.0 percent increase in September as residents repaired or replaced items lost or damaged in the August flood.

The number of residential building permits was up 8.2 percent from the previous quarter and 20.7 percent compared to the third quarter of 2015.

There were 434 homes sold in Livingston Parish in 3Q2016, down 16.5 percent from 3Q2015.

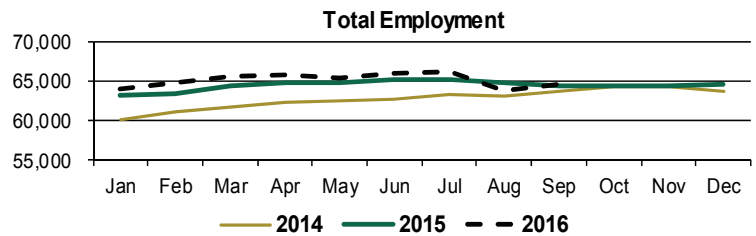
Livingston Parish residents purchased 2,974 new cars and light trucks in 3Q2016, up 60.2 percent from the third quarter of 2015. Livingston Parish dealers sold 529 new vehicles within Louisiana in 3Q2016, up 71.2 percent from 3Q2015.

EMPLOYMENT

LIVINGSTON PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Labor Force	67,864	67,624	67,192	67,521	67,889	68,888	68,889	68,710	69,892	69,933	67,313	68,835
% Change vs Prior Year	-0.8%	-1.1%	-0.2%	0.6%	1.4%	1.4%	1.0%	0.4%	1.1%	1.6%	-1.3%	1.5%
Total Employment	64,383	64,493	64,536	64,081	64,789	65,568	65,777	65,398	65,970	66,082	63,783	64,564
% Change vs Prior Year	0.0%	0.2%	1.4%	1.5%	2.0%	1.9%	1.6%	0.9%	1.1%	1.4%	-1.4%	0.2%
Unemployment Rate	5.1%	4.6%	4.0%	5.1%	4.6%	4.8%	4.5%	4.8%	5.6%	5.5%	5.2%	6.2%
% Change vs Prior Year	-0.8%	-1.2%	-1.6%	-0.8%	-0.6%	-0.4%	-0.6%	-0.5%	0.0%	0.2%	0.1%	1.3%

	4QT-15	1QT-16	2QT-16	3QT-16
Labor Force	67,560	68,099	69,164	68,694
% Change vs Prior Year	-0.7%	1.2%	0.8%	0.6%
Total Employment	64,471	64,813	65,715	64,810
% Change vs Prior Year	0.5%	1.8%	1.2%	0.1%
Unemployment Rate	4.6%	4.8%	5.0%	5.7%
% Change vs Prior Year	-1.2%	-0.6%	-0.4%	0.5%



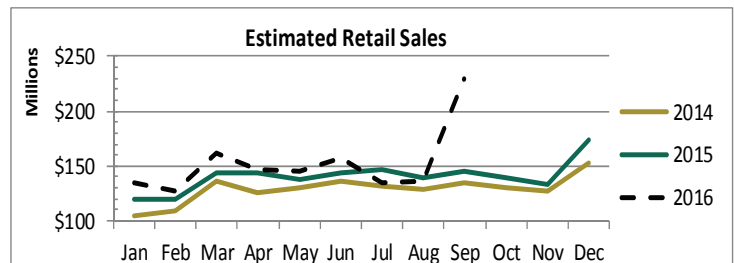
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

LIVINGSTON PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Estimated Retail Sales (mil.)	\$139.57	\$132.92	\$173.22	\$133.97	\$126.78	\$161.04	\$146.46	\$144.72	\$156.61	\$134.24	\$136.96	\$228.75
% Change vs Prior Month		-4.2%	-4.8%	30.3%	-22.7%	-5.4%	27.0%	-9.1%	-1.2%	8.2%	-14.3%	2.0%
% Change vs. Prior Year		7.0%	4.6%	13.3%	11.6%	5.4%	12.5%	2.3%	5.3%	9.4%	-8.6%	-1.9%

	4QT-15	1QT-16	2QT-16	3QT-16
Quarterly Avg. Sales (mil.)	\$148.57	\$140.60	\$149.26	\$166.65
% Change vs. Prior Quarter		3.1%	-5.4%	6.2%
% Change vs Prior Year		8.6%	10.0%	5.7%



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

Economic Reporter

Livingston Parish—continued

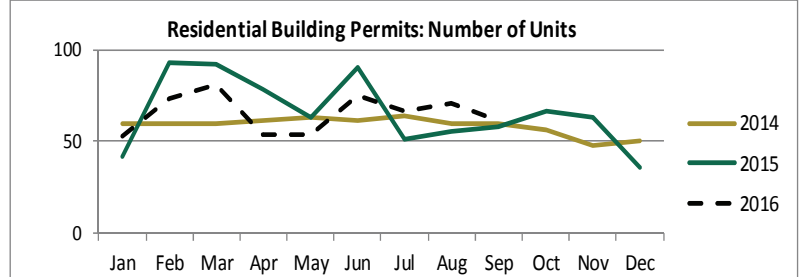
RESIDENTIAL BUILDING PERMITS

LIVINGSTON PARISH

	<u>Oct 15</u>	<u>Nov 15</u>	<u>Dec 15</u>	<u>Jan 16</u>	<u>Feb 16</u>	<u>Mar 16</u>	<u>Apr 16</u>	<u>May 16</u>	<u>Jun 16</u>	<u>Jul 16</u>	<u>Aug 16</u>	<u>Sep 16</u>
Total Permits	66	63	36	53	73	81	54	54	75	66	71	61
% Change vs Prior Year	17.9%	31.3%	-28.0%	26.2%	-21.5%	-12.0%	-30.8%	-14.3%	-16.7%	26.9%	29.1%	3.4%
Total Units	66	63	36	53	73	81	54	54	75	66	71	61
% Change vs Prior Year	17.9%	31.3%	-28.0%	26.2%	-21.5%	-12.0%	-30.8%	-14.3%	-16.7%	29.4%	29.1%	5.2%

	<u>4QT-15</u>	<u>1QT-16</u>	<u>2QT-16</u>	<u>3QT-16</u>
Total Permits	165	207	183	198
% Change vs Prior Year	7.1%	-8.8%	-20.8%	19.3%
Total Units	165	207	183	198
% Change vs Prior Year	7.1%	-8.8%	-20.8%	20.7%

Sources: Town of Albany, City of Denham Springs, Town of Livingston, Livingston Parish Permit Office, <http://censtats.census.gov>

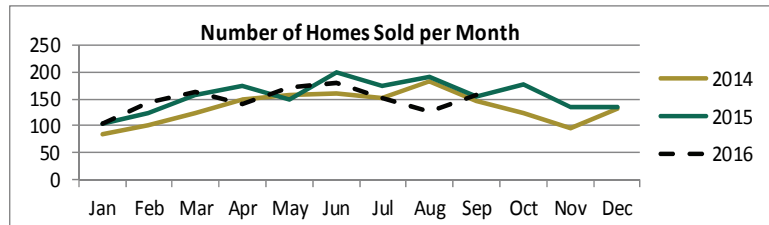


RESIDENTIAL HOME SALES

LIVINGSTON PARISH

	<u>Oct-15</u>	<u>Nov-15</u>	<u>Dec-15</u>	<u>Jan-16</u>	<u>Feb-16</u>	<u>Mar-16</u>	<u>Apr-16</u>	<u>May-16</u>	<u>Jun-16</u>	<u>Jul-16</u>	<u>Aug-16</u>	<u>Sep-16</u>
Number of Homes Sold	176	134	135	103	143	164	140	172	181	151	126	157
% Change vs Prior Year	40.8%	39.6%	3.1%	0.0%	15.3%	3.8%	-19.5%	14.7%	-10.0%	-13.7%	-33.7%	1.3%
Total Sales Volume (mil.)	\$30.5	\$22.3	\$22.4	\$17.9	\$25.1	\$29.4	\$24.2	\$30.5	\$34.5	\$27.7	\$23.1	\$29.8
% Change vs Prior Year	n/a	n/a	n/a	8.0%	12.2%	5.9%	-18.7%	9.6%	0.1%	-9.6%	-27.1%	7.4%
Median Selling Price	\$160,950	\$162,000	\$164,000	\$164,900	\$165,000	\$167,450	\$167,750	\$165,400	\$170,900	\$171,000	\$173,500	\$181,900
% Change vs Prior Year	3.9%	3.6%	-0.3%	4.9%	-3.5%	5.0%	1.5%	-1.9%	5.2%	4.0%	8.6%	9.6%

	<u>4QT-15</u>	<u>1QT-16</u>	<u>2QT-16</u>	<u>3QT-16</u>
Number of Homes Sold	445	410	493	434
% Change vs Prior Year	26.4%	6.5%	-6.1%	-16.5%
Total Sales Volume (mil.)	\$75.2	\$72.3	\$89.1	\$80.6
% Change vs Prior Year	n/a	8.5%	-3.1%	-10.5%
Average Selling Price	\$168,897	\$176,389	\$180,821	\$185,741
% Change vs Prior Year	n/a	1.9%	3.2%	7.2%



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

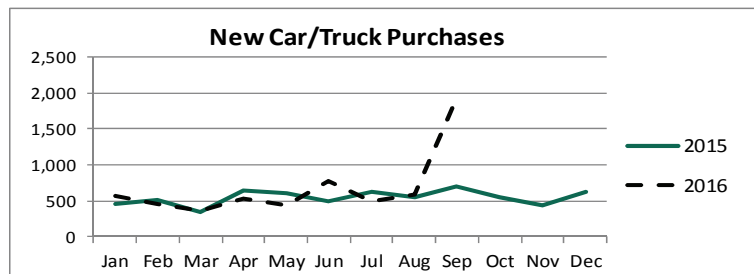
LIVINGSTON PARISH

	<u>Oct 15</u>	<u>Nov 15</u>	<u>Dec 15</u>	<u>Jan 16</u>	<u>Feb 16</u>	<u>Mar 16</u>	<u>Apr 16</u>	<u>May 16</u>	<u>Jun 16</u>	<u>Jul 16</u>	<u>Aug 16</u>	<u>Sep 16</u>
New Car/Truck Purchases	556	431	622	562	454	365	529	438	767	482	584	1,908
% Change vs Prior Year	n/a	n/a	n/a	26.6%	3.9%	7.7%	-18.5%	-28.4%	54.6%	-22.4%	7.4%	175.7%
Purchases within Parish	70	39	76	61	46	49	43	51	100	49	68	307
New Car/Truck Sales*	116	66	120	91	79	66	80	80	193	82	117	330
% Change vs Prior Year	n/a	n/a	n/a	49.2%	0.0%	-21.4%	-31.6%	-38.5%	129.8%	-4.7%	23.2%	157.8%

	<u>4QT-15</u>	<u>1QT-16</u>	<u>2QT-16</u>	<u>3QT-16</u>
New Car/Truck Purchases	1,609	1,381	1,734	2,974
% Change vs Prior Year	n/a	13.2%	-1.3%	60.2%
Purchases within Parish	185	156	194	424
New Car/Truck Sales*	302	236	353	529
% Change vs Prior Year	n/a	5.4%	6.6%	71.2%

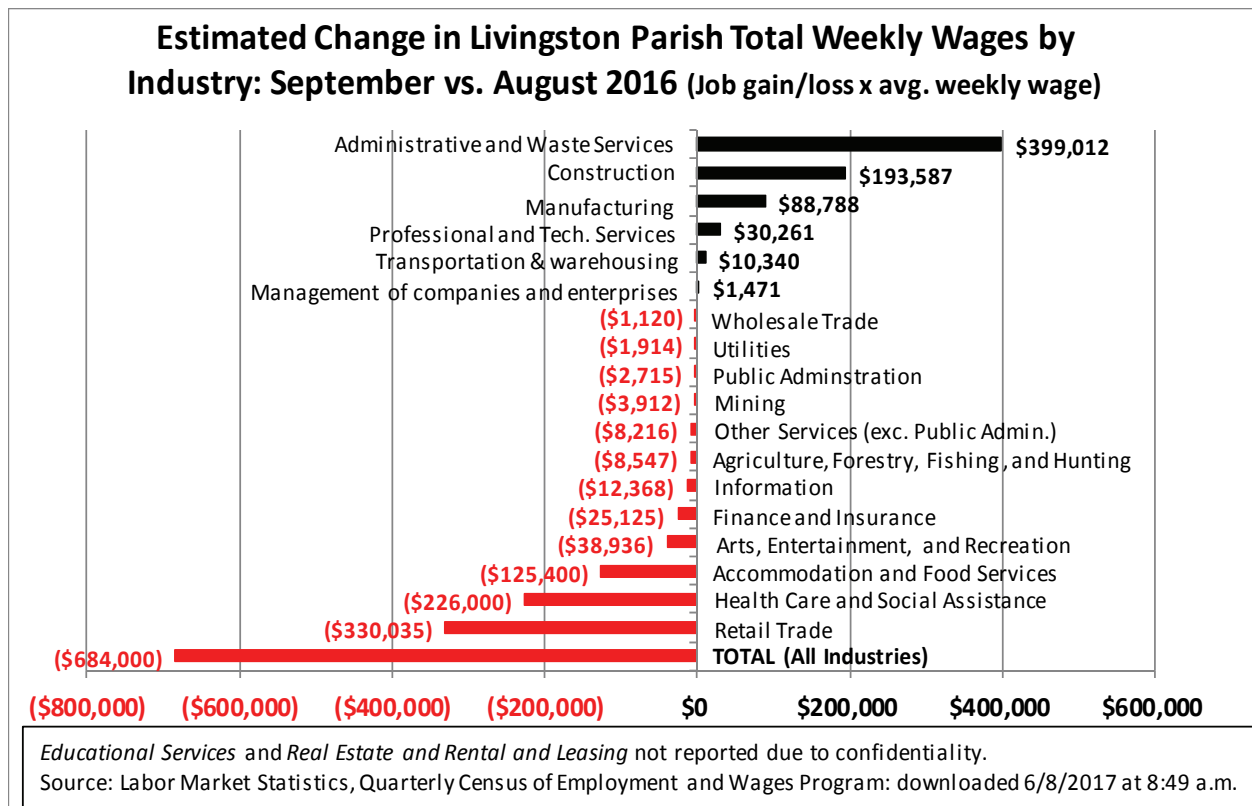
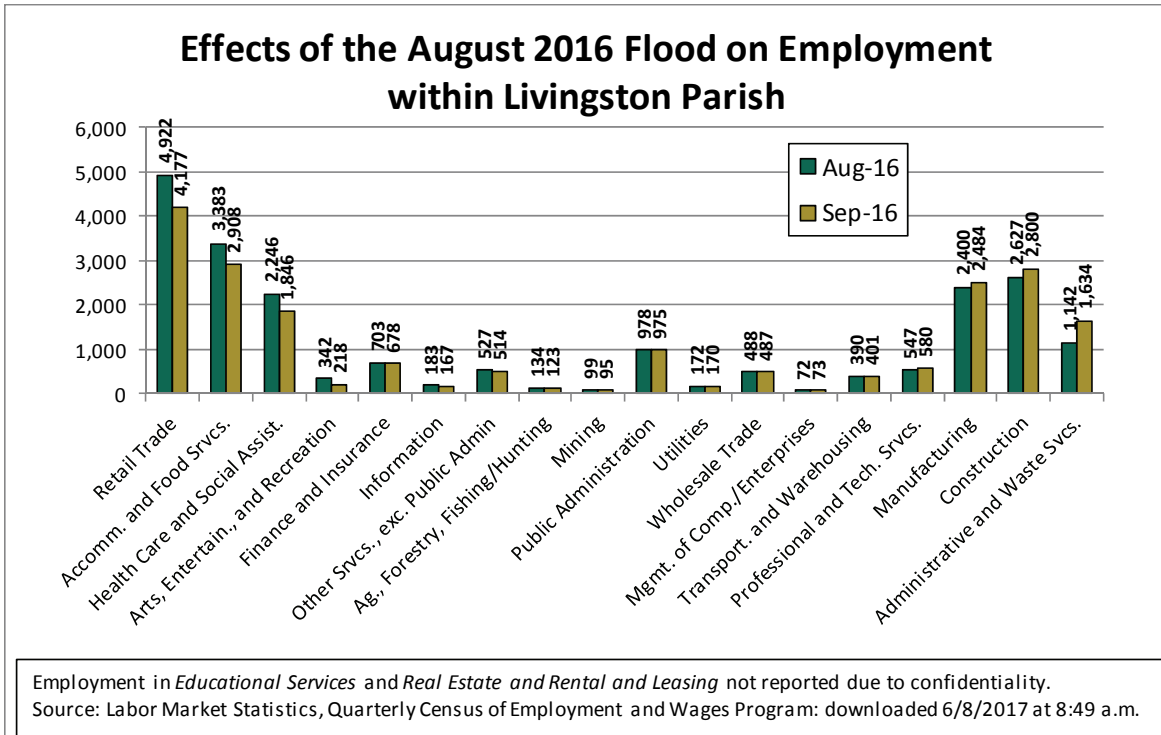
Source: Louisiana Dept. of Public Safety (compiled by Dominion Cross-Sell)

* = Includes only new vehicle sales within Louisiana



Immediate Impacts of the Flood of August 2016 on Livingston Parish Employment and Wages: by Industry

Herb Holloway
Research Economist



Economic Reporter

St. Helena Parish

Employment among St. Helena Parish residents in the third quarter of 2016 fell by 4.9 percent compared to 3Q2015. The labor force declined by 5.0 percent, leading to a 0.1 percent drop in the unemployment rate compared to 3Q2015.

The value of taxable retail sales within St. Helena Parish in the third quarter rose 2.2 percent compared to the third quarter of 2015.

Building permit data were not available for St. Helena Parish for 3Q2016.

There were four homes sold in St. Helena Parish in 3Q2016, with an average price of \$109,975.

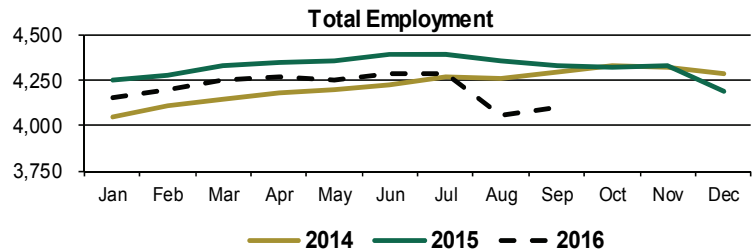
Residents of St. Helena Parish purchased 56 new cars and light trucks in the third quarter of 2016, the same number as the previous quarter and 3.9 percent fewer than purchased in 3Q2015.

EMPLOYMENT

ST. HELENA PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Labor Force	4,684	4,678	4,486	4,510	4,517	4,579	4,568	4,592	4,692	4,710	4,437	4,463
% Change vs Prior Year	-9.9%	-9.5%	-12.4%	-5.0%	-4.1%	-11.0%	-10.8%	-11.4%	-12.1%	-11.3%	-14.7%	-13.3%
Total Employment	4,318	4,330	4,185	4,156	4,200	4,249	4,264	4,247	4,289	4,287	4,060	4,099
% Change vs Prior Year	-0.2%	0.1%	-2.3%	-2.2%	-1.7%	-1.8%	-1.9%	-2.5%	-2.4%	-2.4%	-6.9%	-5.4%
Unemployment Rate	7.8%	7.4%	6.7%	7.8%	7.0%	7.2%	6.7%	7.5%	8.6%	9.0%	8.5%	8.2%
% Change vs Prior Year	-1.9%	-2.2%	-3.7%	-2.6%	-2.3%	-2.2%	-2.4%	-1.6%	-1.4%	-0.1%	0.1%	-0.2%

	4Q-15	1Q-16	2Q-16	3Q-16
Labor Force	4,616	4,535	4,617	4,537
% Change vs Prior Year	-3.6%	-4.4%	-4.2%	-5.0%
Total Employment	4,278	4,202	4,267	4,149
% Change vs Prior Year	-0.8%	-1.9%	-2.3%	-4.9%
Unemployment Rate	7.3%	7.4%	7.6%	8.6%
% Change vs Prior Year	-2.6%	-2.4%	-1.8%	-0.1%



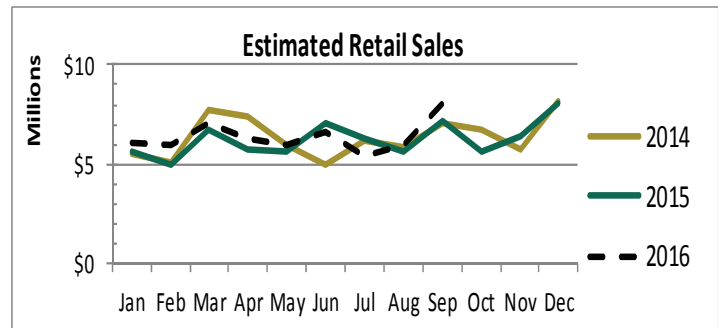
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. HELENA PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Estimated Retail Sales (mil.)	\$5.63	\$6.45	\$8.07	\$6.03	\$5.91	\$7.02	\$6.25	\$5.98	\$6.57	\$5.41	\$5.96	\$8.11
% Change vs Prior Month	-21.8%	14.6%	25.3%	-25.3%	-1.9%	18.7%	-11.0%	-4.2%	9.9%	-17.7%	10.1%	36.0%
% Change vs. Prior Year	-16.7%	13.6%	-1.6%	6.6%	20.8%	4.2%	8.3%	6.0%	-6.8%	-13.6%	6.6%	12.6%

	4Q-15	1Q-16	2Q-16	3Q-16
Quarterly Avg. Sales (mil.)	\$6.72	\$6.32	\$6.27	\$6.49
% Change vs. Prior Quarter	5.7%	-5.9%	-0.8%	3.6%
% Change vs Prior Year	-2.4%	9.7%	1.8%	2.2%



Source: St. Helena Parish Sheriff's Office

St. Helena Parish—continued

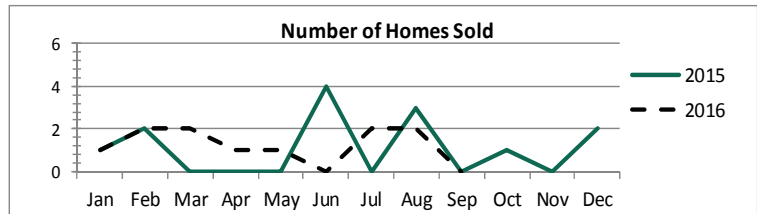
Building permit data not available.

RESIDENTIAL HOME SALES

ST HELENA PARISH

	<u>Oct-15</u>	<u>Nov-15</u>	<u>Dec-15</u>	<u>Jan-16</u>	<u>Feb-16</u>	<u>Mar-16</u>	<u>Apr-16</u>	<u>May-16</u>	<u>Jun-16</u>	<u>Jul-16</u>	<u>Aug-16</u>	<u>Sep-16</u>
Number of Homes Sold	1	-	2	1	2	2	1	1	-	2	2	-
% Change vs Prior Year	n/a	n/a	n/a	0.0%	0.0%	#DIV/0!	#DIV/0!	#DIV/0!	-100.0%	#DIV/0!	-33.3%	#DIV/0!
Total Sales Volume (mil.)	\$0.1	\$0.0	\$0.2	\$0.2	\$0.1	\$0.6	\$0.1	\$0.0	\$0.0	\$0.2	\$0.2	\$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	\$87,000	\$0	\$102,750	\$195,000	\$69,200	\$294,000	\$129,000	\$16,000	\$0	\$95,000	\$124,950	\$0
% Change vs Prior Year	n/a	n/a	n/a	30.0%	-74.8%	#DIV/0!	#DIV/0!	#DIV/0!	-100.0%	#DIV/0!	-10.8%	#DIV/0!

	<u>4Q-15</u>	<u>1Q-16</u>	<u>2Q-16</u>	<u>3Q-16</u>
Number of Homes Sold	3	5	2	4
% Change vs Prior Year	n/a	66.7%	-50.0%	33.3%
Total Sales Volume (mil.)	\$0.3	\$0.9	\$0.1	\$0.4
% Change vs Prior Year	n/a	31.8%	-69.6%	4.7%
Average Selling Price	\$97,500	\$184,280	\$72,500	\$109,975
% Change vs Prior Year	n/a	-20.9%	-39.2%	-21.5%



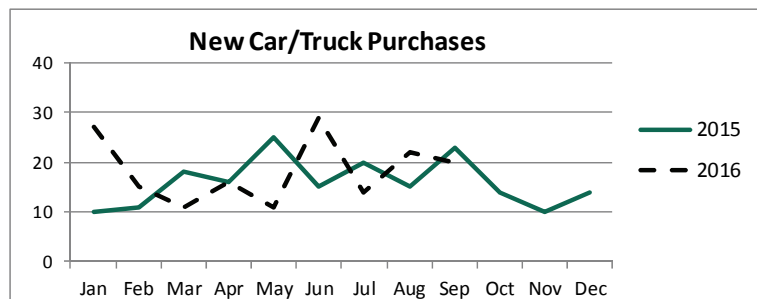
Source: Based on information from the Greater Baton Rouge Association of REALTORS® and Gulf South Real Estate Information Network, Inc. (1/2015 and forward)

New Light Vehicle Purchases & Sales

ST. HELENA PARISH

	<u>Oct 15</u>	<u>Nov 15</u>	<u>Dec 15</u>	<u>Jan 16</u>	<u>Feb 16</u>	<u>Mar 16</u>	<u>Apr 16</u>	<u>May 16</u>	<u>Jun 16</u>	<u>Jul 16</u>	<u>Aug 16</u>	<u>Sep 16</u>
New Car/Truck Purchases	14	10	14	27	15	11	11	11	29	14	22	20
% Change vs Prior Year	n/a	n/a	n/a	170.0%	36.4%	-38.9%	-31.3%	-56.0%	93.3%	-30.0%	46.7%	-13.0%
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

	<u>4Q-15</u>	<u>1Q-16</u>	<u>2Q-16</u>	<u>3Q-16</u>
New Car/Truck Purchases	38	53	51	56
% Change vs Prior Year	n/a	35.9%	-8.9%	-3.4%
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 and the labor force in 3Q2016 both grew 1.9 percent compared to 3Q2015, causing the unemployment rate to be unchanged at 5.5 percent.

The value of taxable retail sales in 3Q2016 rose 3.2 percent compared to the third quarter of 2015.

Building permits for residential units in 3Q2016 rose 40.8 percent compared to the same quarter in 2015, foreshadowing strong residential

construction activity in the coming months.

The number of homes sold in St. Tammany Parish and the average selling price were up 4.5 percent and 3.3 percent, respectively, compared to 3Q2015, leading to a 7.9 percent increase in total residential sales volume.

St. Tammany Parish residents purchased 3,183 cars and light trucks in 3Q2016, down 17.2 percent compared to 3Q2015. Parish dealers sold 2,972 light vehicles throughout Louisiana, down 17.7 percent from 3Q2015.

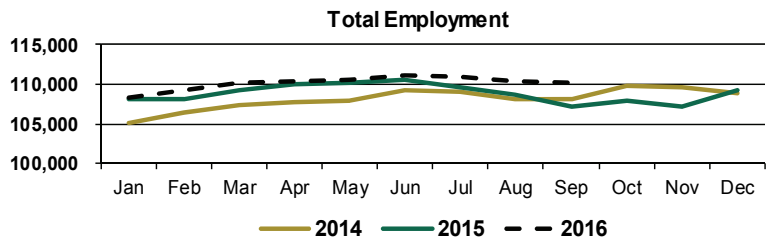
EMPLOYMENT

ST. TAMMANY PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Labor Force	114,208	112,817	113,902	114,395	114,627	116,135	115,790	116,374	117,996	117,681	116,674	116,339
% Change vs Prior Year	-2.4%	-3.3%	-1.3%	-0.7%	0.2%	0.3%	-0.5%	-0.4%	0.3%	1.3%	1.6%	2.7%
Total Employment	107,891	107,159	109,230	108,353	109,226	110,204	110,309	110,532	111,096	110,884	110,351	110,222
% Change vs Prior Year	-1.7%	-2.2%	0.3%	0.2%	1.0%	0.8%	0.2%	0.3%	0.5%	1.2%	1.6%	2.9%
Unemployment Rate	5.5%	5.0%	4.1%	5.3%	4.7%	5.1%	4.7%	5.0%	5.8%	5.8%	5.4%	5.3%
% Change vs Prior Year	-0.6%	-1.1%	-1.6%	-0.9%	-0.7%	-0.5%	-0.7%	-0.7%	-0.2%	0.1%	0.0%	-0.1%

	4QT-15	1QT-16	2QT-16	3QT-16
Labor Force	113,642	115,052	116,720	116,898
% Change vs Prior Year	-2.4%	-0.1%	-0.2%	1.9%
Total Employment	108,093	109,261	110,646	110,486
% Change vs Prior Year	-1.2%	0.7%	0.3%	1.9%
Unemployment Rate	4.9%	5.0%	5.2%	5.5%
% Change vs Prior Year	-1.1%	-0.7%	-0.5%	0.0%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



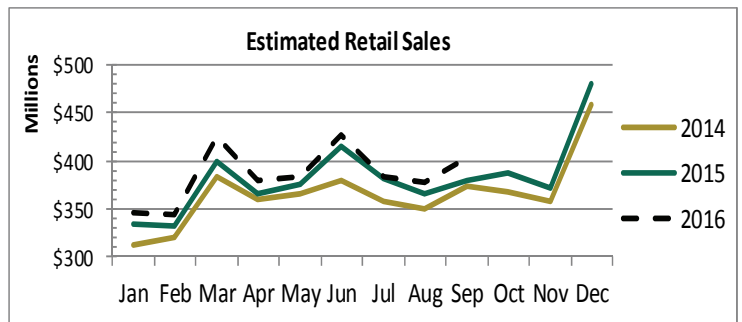
ESTIMATED RETAIL SALES

ST. TAMMANY PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Estimated Retail Sales (mil.)	\$387.03	\$370.85	\$480.49	\$346.77	\$344.88	\$424.82	\$380.04	\$383.99	\$426.79	\$383.03	\$378.46	\$402.29
% Change vs Prior Month	1.7%	-4.2%	29.6%	-27.8%	-0.5%	23.2%	-10.5%	1.0%	11.1%	-10.3%	-1.2%	6.3%
% Change vs. Prior Year	5.3%	3.6%	4.7%	3.7%	4.0%	6.4%	3.6%	2.0%	2.9%	0.3%	3.5%	5.8%

	4QT-15	1QT-16	2QT-16	3QT-16
Quarterly Avg. Sales (mil.)	\$412.79	\$372.16	\$396.94	\$387.93
% Change vs. Prior Quarter	9.8%	-9.8%	6.7%	-2.3%
% Change vs Prior Year	4.5%	4.8%	2.8%	3.2%

Source: St. Tammany Sales and Use Tax Department



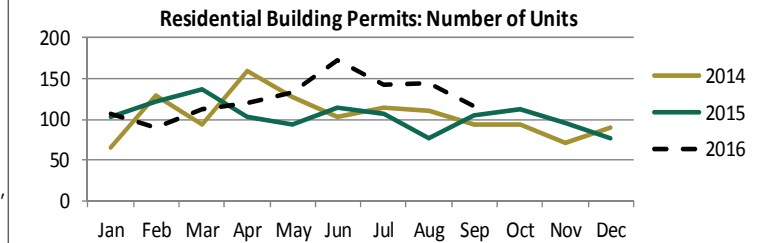
St. Tammany Parish—continued

RESIDENTIAL BUILDING PERMITS

ST. TAMMANY PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Total Permits	112	95	76	106	89	113	119	132	172	143	145	116
% Change vs Prior Year	20.4%	33.8%	-15.6%	2.9%	-27.0%	-17.5%	16.7%	40.4%	49.6%	33.6%	90.8%	11.5%
Total Units	113	95	76	106	89	113	119	132	172	143	145	116
% Change vs Prior Year	21.5%	33.8%	-15.6%	2.9%	-27.0%	-17.5%	16.7%	40.4%	49.6%	33.6%	90.8%	11.5%

	4Q-15	1Q-16	2Q-16	3Q-16
Total Permits	283	308	423	404
% Change vs Prior Year	11.4%	-14.9%	36.0%	40.8%
Total Units	284	308	423	404
% Change vs Prior Year	11.8%	-14.9%	36.0%	40.8%



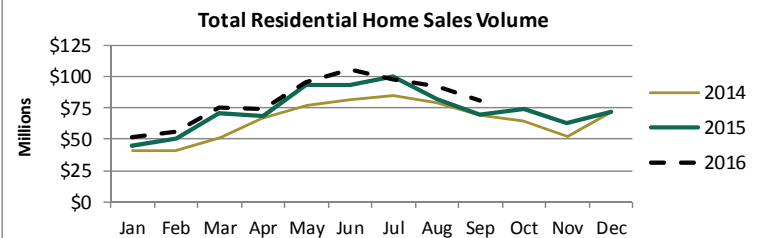
Sources: St. Tammany Parish Permit Office, Town of Abita Springs, City of Covington, Village of Folsom, Town of Madisonville, City of Mandeville, Town of Pearl River, City of Slidell, <http://censtats.census.gov> (some data estimated)

RESIDENTIAL HOME SALES

ST. TAMMANY PARISH

	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16
Number of Homes Sold	323	260	323	220	246	323	330	390	429	390	385	338
% Change vs Prior Year	9.9%	14.0%	16.6%	4.3%	7.4%	6.3%	7.1%	4.3%	9.7%	-3.2%	6.4%	12.7%
Total Sales Volume (mil.)	\$74.0	\$62.9	\$72.0	\$52.0	\$56.0	\$74.8	\$73.7	\$95.6	\$106.2	\$97.7	\$92.2	\$80.8
% Change vs Prior Year	13.9%	19.5%	1.4%	15.7%	9.9%	6.3%	7.7%	1.9%	13.4%	-2.2%	13.0%	16.5%
Average Selling Price	\$229,226	\$241,774	\$222,997	\$236,396	\$227,695	\$231,619	\$223,198	\$245,081	\$247,516	\$250,632	\$239,540	\$239,132
% Change vs Prior Year	3.7%	4.8%	-13.0%	11.0%	2.3%	0.0%	0.5%	-2.2%	3.3%	1.1%	6.3%	3.4%

	4Q-15	1Q-16	2Q-16	3Q-16
Number of Homes Sold	906	789	1,149	1,113
% Change vs Prior Year	13.4%	6.0%	7.1%	4.5%
Total Sales Volume (mil.)	\$208.9	\$182.8	\$275.4	\$270.8
% Change vs Prior Year	10.8%	9.9%	7.7%	7.9%
Average Selling Price	\$230,606	\$231,727	\$239,705	\$243,303
% Change vs Prior Year	-2.3%	3.7%	0.5%	3.3%



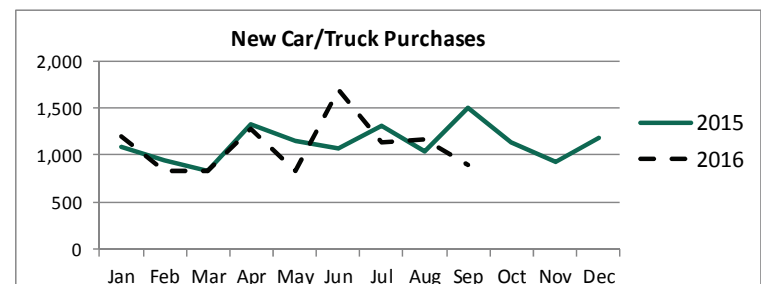
Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2014 to 09/2016.

New Light Vehicle Purchases & Sales

ST. TAMMANY PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
New Car/Truck Purchases	1,141	926	1,186	1,197	823	830	1,282	826	1,699	1,129	1,163	891
% Change vs Prior Year	n/a	n/a	n/a	9.5%	-11.1%	-0.1%	-3.6%	-28.6%	59.7%	-14.2%	12.8%	-40.5%
Purchases within Parish	672	519	749	692	479	474	810	443	1,057	673	675	509
New Car/Truck Sales*	1,030	793	1,125	1,058	760	744	744	684	1,578	1,018	1,014	940
% Change vs Prior Year	n/a	n/a	n/a	3.8%	-11.9%	4.8%	-42.2%	-35.2%	55.3%	-15.2%	4.8%	-34.8%

	4Q-15	1Q-16	2Q-16	3Q-16
New Car/Truck Purchases	3,253	2,850	3,807	3,183
% Change vs Prior Year	n/a	0.0%	7.2%	-17.2%
Purchases within Parish	1,940	1,645	2,310	1,857
New Car/Truck Sales*	2,948	2,562	3,006	2,972
% Change vs Prior Year	n/a	-1.2%	-10.5%	-17.7%



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 the third quarter of 2016 fell 0.9 percent compared to the third quarter of 2015. The labor force decreased by a smaller 0.7 percent, causing the unemployment rate to increase to 7.3 percent from the 7.1 percent of 3Q2015.

The value of taxable retail sales in the third quarter of 2016 increased 4.6 percent compared to the third quarter of 2015.

The number of residential construction permits was the same as in the third quarter of 2015,

while the number of permitted units declined by 2.1 percent.

The number of homes sold in Tangipahoa Parish declined by 15.0 percent while the average selling price increased by 4.3 percent compared to 3Q2015, leading to an 11.3 percent decrease in total sales volume.

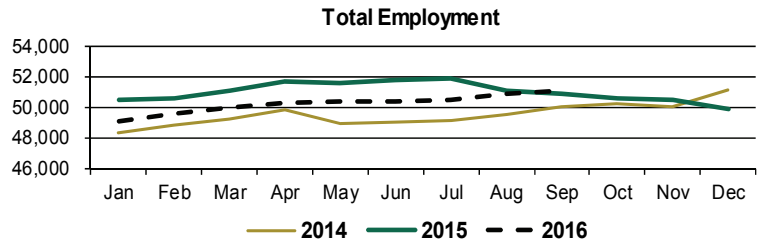
Tangipahoa Parish residents purchased 1,477 new cars and light trucks in 3Q2016, a decrease of 9.4 percent from the 1,630 purchased in the third quarter of 2015.

EMPLOYMENT

TANGIPAHOA PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Labor Force	54,363	53,990	52,860	52,922	53,041	53,587	53,693	54,008	54,792	54,684	54,730	54,933
% Change vs Prior Year	0.9%	0.1%	-4.5%	-3.5%	-2.6%	-2.6%	-3.4%	-3.1%	-2.6%	-2.3%	-0.4%	0.6%
Total Employment	50,553	50,496	49,808	49,024	49,537	49,921	50,202	50,317	50,386	50,415	50,844	51,085
% Change vs Prior Year	0.7%	1.0%	-2.6%	-2.8%	-2.1%	-2.2%	-2.9%	-2.5%	-2.6%	-2.8%	-0.4%	0.5%
Unemployment Rate	7.0%	6.5%	5.8%	7.4%	6.6%	6.8%	6.5%	6.8%	8.0%	7.8%	7.1%	7.0%
% Change vs Prior Year	0.2%	-0.8%	-1.8%	-0.7%	-0.5%	-0.4%	-0.5%	-0.6%	0.0%	0.4%	0.0%	0.1%

	4Q-15	1Q-16	2Q-16	3Q-16
Labor Force	53,738	53,183	54,164	54,782
% Change vs Prior Year	-1.2%	-2.9%	-3.0%	-0.7%
Total Employment	50,286	49,494	50,302	50,781
% Change vs Prior Year	-0.3%	-2.4%	-2.7%	-0.9%
Unemployment Rate	6.4%	6.9%	7.1%	7.3%
% Change vs Prior Year	-0.8%	-0.5%	-0.4%	0.2%



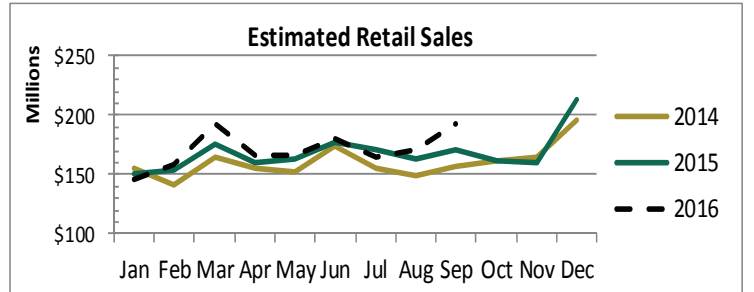
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

TANGIPAHOA PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Estimated Retail Sales (mil.)	\$162.25	\$160.69	\$213.23	\$146.43	\$158.20	\$192.15	\$166.02	\$166.42	\$180.06	\$163.89	\$171.16	\$192.36
% Change vs Prior Month	-5.1%	-1.0%	32.7%	-31.3%	8.0%	21.5%	-13.6%	0.2%	8.2%	-9.0%	4.4%	12.4%
% Change vs. Prior Year	0.6%	-2.6%	9.1%	-2.9%	3.0%	9.6%	3.3%	2.3%	1.9%	-3.8%	5.0%	12.6%

	4Q-15	1Q-16	2Q-16	3Q-16
Quarterly Avg. Sales (mil.)	\$178.73	\$165.59	\$170.83	\$175.80
% Change vs. Prior Quarter	6.3%	-7.3%	3.2%	2.9%
% Change vs Prior Year	2.8%	3.6%	2.5%	4.6%



Source: Sales Tax Division of the Tangipahoa Parish School System

Tangipahoa Parish—continued

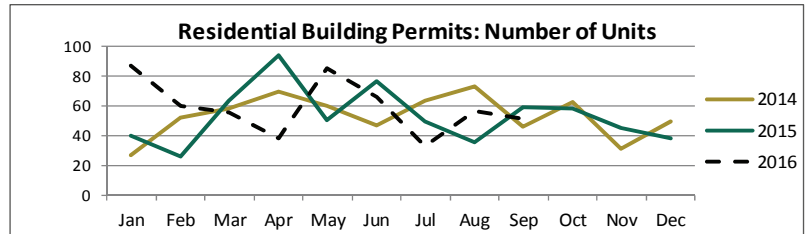
RESIDENTIAL BUILDING PERMITS

TANGIPAHOA PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Total Permits	58	45	38	87	60	55	38	85	66	33	56	51
% Change vs Prior Year	-3.3%	55.2%	-22.4%	141.7%	130.8%	-9.8%	-49.3%	70.0%	-13.2%	-32.7%	60.0%	-8.9%
Total Units	58	45	38	87	60	55	38	85	66	33	56	51
% Change vs Prior Year	-6.5%	45.2%	-22.4%	117.5%	130.8%	-12.7%	-59.6%	70.0%	-13.2%	-32.7%	60.0%	-13.6%

	4QT-15	1QT-16	2QT-16	3QT-16
Total Permits	141	202	189	140
% Change vs Prior Year	2.2%	64.2%	-6.0%	0.0%
Total Units	141	202	189	140
% Change vs Prior Year	-0.7%	56.6%	-14.1%	-2.1%

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



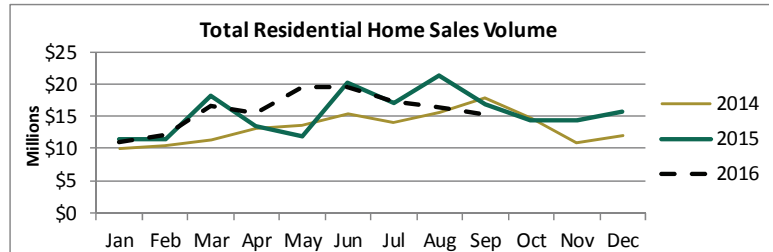
RESIDENTIAL HOME SALES

TANGIPAHOA PARISH

	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16
Number of Homes Sold	90	88	97	70	80	103	97	119	119	101	91	91
% Change vs Prior Year	-5.3%	25.7%	26.0%	0.0%	11.1%	-10.4%	14.1%	60.8%	-5.6%	-10.6%	-24.8%	-8.1%
Total Sales Volume (mil.)	\$14.4	\$14.4	\$15.7	\$10.9	\$12.1	\$16.7	\$15.5	\$19.5	\$19.6	\$17.2	\$16.5	\$15.4
% Change vs Prior Year	-2.4%	31.7%	30.2%	-5.0%	5.7%	-7.6%	15.3%	64.4%	-3.3%	0.3%	-22.7%	-8.9%
Average Selling Price	\$160,139	\$164,033	\$161,649	\$155,653	\$151,477	\$162,382	\$160,069	\$164,262	\$165,004	\$170,654	\$181,030	\$168,950
% Change vs Prior Year	3.1%	4.8%	3.3%	-5.0%	-4.9%	3.2%	1.1%	2.3%	2.4%	12.3%	2.8%	-0.9%

	4QT-15	1QT-16	2QT-16	3QT-16
Number of Homes Sold	275	253	335	283
% Change vs Prior Year	13.6%	-1.6%	17.5%	-15.0%
Total Sales Volume (mil.)	\$44.5	\$39.7	\$54.7	\$49.1
% Change vs Prior Year	17.9%	-3.1%	19.9%	-11.3%
Average Selling Price	\$161,918	\$157,072	\$163,312	\$173,442
% Change vs Prior Year	3.7%	-1.6%	2.0%	4.3%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2014 to 09/2016.



New Light Vehicle Purchases & Sales

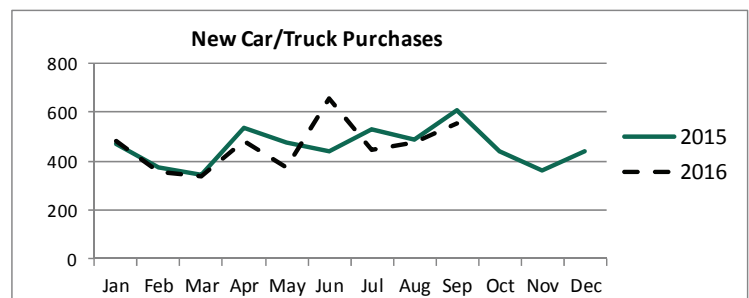
TANGIPAHOA PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
New Car/Truck Purchases	440	360	439	483	357	337	479	373	654	448	478	551
% Change vs Prior Year	n/a	n/a	n/a	3.2%	0.3%	-1.5%	-11.0%	-21.3%	48.3%	-15.8%	-2.0%	-9.7%
Purchases within Parish	220	205	207	256	186	193	245	199	347	238	282	300
New Car/Truck Sales*	416	378	437	519	371	421	544	411	644	452	549	749
% Change vs Prior Year	n/a	n/a	n/a	16.9%	2.8%	-12.8%	-19.5%	-12.4%	51.2%	-21.1%	12.7%	18.9%

	4QT-15	1QT-16	2QT-16	3QT-16
New Car/Truck Purchases	1,239	1,177	1,506	1,477
% Change vs Prior Year	n/a	0.9%	3.6%	-9.4%
Purchases within Parish	632	635	791	820
New Car/Truck Sales*	1,231	1,311	1,599	1,750
% Change vs Prior Year	n/a	1.8%	1.8%	3.6%

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

* = Includes only new vehicle sales within Louisiana



Washington Parish

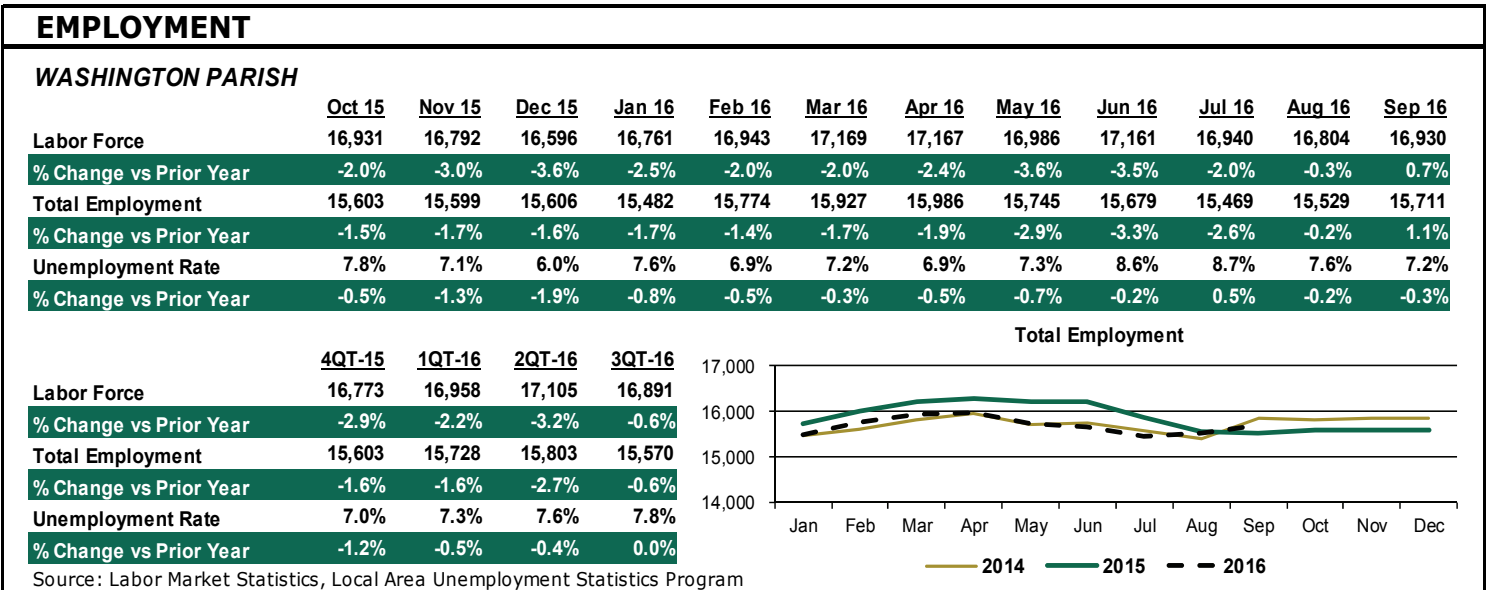
The number of employed Washington Parish residents in the third quarter of 2016 fell 0.6 percent compared to the third quarter of 2015. The labor force also contracted by 0.6 percent, resulting in no change to the unemployment rate (7.8 percent).

Sales tax collection data were not available for Washington Parish for 3Q2016.

Building permits for 24 homes were issued in 3Q2016, up 9.1 percent from 22 in 3Q2015.

The number of Washington Parish homes sold in 3Q2016 (37) was down 26.0 percent from 3Q2015, but the average price was up 5.3 percent, resulting in a year-over-year decrease in total home sales volume of 22.1 percent.

Washington Parish residents purchased 332 new cars and light trucks in 3Q2016, a decline of 17.4 percent from 402 in 3Q2015.



Sales tax data not available.

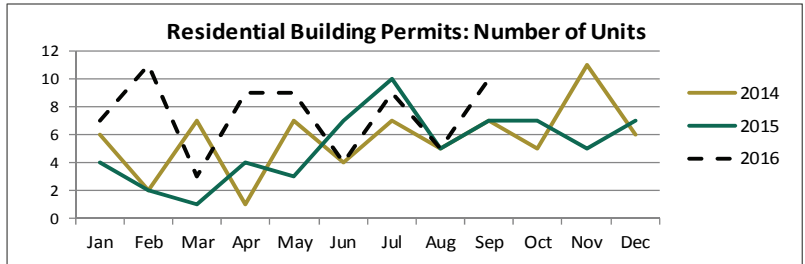
Washington Parish—continued

RESIDENTIAL BUILDING PERMITS

WASHINGTON PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
Total Permits	7	5	7	7	11	3	9	9	4	9	5	10
% Change vs Prior Year	40.0%	-54.5%	16.7%	75.0%	450.0%	200.0%	125.0%	200.0%	-42.9%	-10.0%	0.0%	42.9%
Total Units	7	5	7	7	11	3	9	9	4	9	5	10
% Change vs Prior Year	40.0%	-54.5%	16.7%	75.0%	450.0%	200.0%	125.0%	200.0%	-42.9%	-10.0%	0.0%	42.9%

	4QT-15	1QT-16	2QT-16	3QT-16
Total Permits	19	21	22	24
% Change vs Prior Year	-13.6%	200.0%	57.1%	9.1%
Total Units	19	21	22	24
% Change vs Prior Year	-13.6%	200.0%	57.1%	9.1%



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

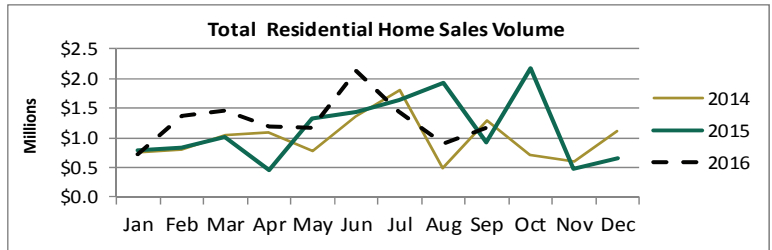
RESIDENTIAL HOME SALES

WASHINGTON PARISH

	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16
Number of Homes Sold	15	7	9	7	14	16	15	13	18	12	13	12
% Change vs Prior Year	50.0%	-41.7%	-30.8%	0.0%	-17.6%	45.5%	66.7%	-31.6%	28.6%	-29.4%	-38.1%	0.0%
Total Sales Volume (mil.)	\$2.2	\$0.5	\$0.7	\$0.7	\$1.4	\$1.4	\$1.2	\$1.2	\$2.1	\$1.4	\$0.9	\$1.2
% Change vs Prior Year	200.5%	-23.0%	-41.2%	-8.6%	67.0%	41.6%	159.7%	-11.8%	47.5%	-12.5%	-53.5%	26.4%
Average Selling Price	\$144,033	\$67,000	\$72,504	\$101,929	\$98,256	\$90,553	\$79,717	\$90,177	\$118,250	\$119,667	\$69,265	\$97,625
% Change vs Prior Year	100.3%	32.0%	-15.1%	-8.6%	102.8%	-2.6%	55.8%	29.0%	14.7%	23.9%	-24.8%	26.4%

	4QT-15	1QT-16	2QT-16	3QT-16
Number of Homes Sold	31	37	46	37
% Change vs Prior Year	-11.4%	5.7%	9.5%	-26.0%
Total Sales Volume (mil.)	\$3.3	\$3.5	\$4.5	\$3.5
% Change vs Prior Year	34.6%	34.7%	39.1%	-22.1%
Average Selling Price	\$105,872	\$95,620	\$97,751	\$94,809
% Change vs Prior Year	52.0%	27.4%	27.0%	5.3%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2014 to 09/2016.



New Light Vehicle Purchases & Sales

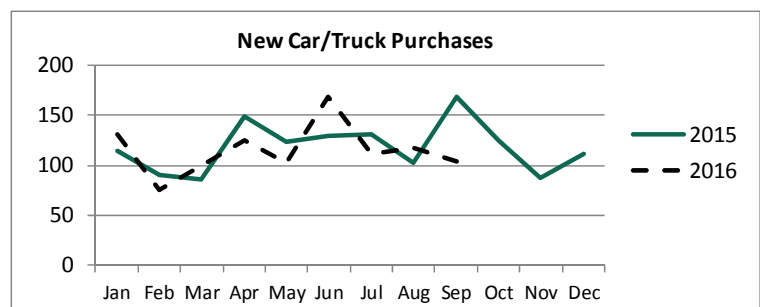
WASHINGTON PARISH

	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16
New Car/Truck Purchases	125	87	112	131	75	99	125	102	168	111	117	104
% Change vs Prior Year	n/a	n/a	n/a	13.9%	-15.7%	15.1%	-16.1%	-17.7%	30.2%	-15.3%	14.7%	-38.5%
Purchases within Parish	19	9	10	14	4	11	7	10	12	11	8	6
New Car/Truck Sales*	20	10	15	18	5	16	10	12	18	15	10	8
% Change vs Prior Year	n/a	n/a	n/a	0.0%	-50.0%	23.1%	-41.2%	-29.4%	-14.3%	25.0%	-47.4%	-52.9%

	4QT-15	1QT-16	2QT-16	3QT-16
New Car/Truck Purchases	324	305	395	332
% Change vs Prior Year	-1.7%	-1.7%	-1.7%	-17.4%
Purchases within Parish	38	29	29	25
New Car/Truck Sales*	45	39	40	33
% Change vs Prior Year	n/a	-4.9%	-27.3%	-31.3%

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

* = Includes only new vehicle sales within Louisiana



SOUTHEASTERN

LSBDC at Southeastern coaches millennials on starting businesses

The Louisiana Small Business Development Center hosted the Northshore Millennial Meetup on November 17, 2016. The event was a conversation between the students and members of LSBDC on various aspects of business. Millennials gathered in the Student Union first floor to discuss some of their business ideas and to gain more knowledge on the business environment. The event was focused on this demographic.

"Our National Association of Small Business Development Centers was doing research on what businesses are growing and what kind of customers are growing businesses, the whole small business model and how it is changing with the millennial," said Director of LSBDC William Joubert. "A bunch of the centers got together, and we talked about how we can reach them, the millennial generation."

The association decided that having direct conversations with the students was the way to move forward.

"We said, 'Why don't we do a series of conversations because the students don't typically want to walk into an institution making appointments to talk to some people who have some experience,'" said Joubert. "The idea was 'Well, if they're not coming to us, let's go to them.'"

The students attending the event were not only from business backgrounds. Students with different majors came in to the meetup as well.

"I think this is a really beneficial event, especially for college students, because when you go to college, most of it is about getting a degree," said Matthew Dyson, a sophomore engineering technology major. "But then, there's some students who want more. Some students go to college to learn how to do certain things that they can apply towards their dream whether it's building a business or something that could change the world."

"This is our maiden voyage," said Joubert. "The first time we've done it. We're going to be looking at the feedback we get today and determine what we should be doing next time."

For more information on LSBDC, call 985-549-3831 or email sbdc@selu.edu.

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



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St. Tammany Parish Permit Office and Sheriff's Office Sales and Use Tax Department

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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