

Economic Reporter

Promoting Economic Development in Southeast Louisiana

Fall 2017

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NATIONAL

U.S. Economy

Herb A. Holloway
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U. S. real gross domestic product grew at a 3.1 percent annual rate during the second quarter of 2017, the first quarter to yield growth above 3.0 percent since 1Q2015. Year-over-year, 2Q2017 GDP was 2.2 percent higher than in the second quarter of 2016.

Total civilian employment for the second quarter of 2017 rose 1.3 percent compared to the first quarter of 2016 while the labor force grew by 0.8 percent. This led to a decline in the unemployment rate from 4.9 percent in 2Q2016 to 4.4 percent in 2Q2017.

A survey of professional forecasters released in August 2017 by the Federal Reserve Bank of Philadelphia projects the U.S. economy to grow 2.1, 2.4, 2.2, and 2.0 percent in 2017, 2018, 2019, and 2020, respectively.

A panel of 52 professional forecasters surveyed by the National Association for Business Economics in September 2017 expects real GDP to increase 2.2 and 2.4 percent in 2017 and 2018, respectively.

EMPLOYMENT (Seasonally Adjusted)

UNITED STATES (Numbers in Thousands)

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Labor Force	159,295	159,508	159,830	159,643	159,456	159,640	159,716	160,056	160,201	160,213	159,784	160,145
% Change vs Prior Year	1.4%	1.5%	1.9%	1.6%	1.3%	1.1%	0.9%	0.7%	0.6%	0.8%	0.8%	0.8%
Total Employment	151,546	151,655	151,926	151,902	152,048	152,111	152,081	152,528	153,000	153,156	152,923	153,168
% Change vs Prior Year	1.8%	1.7%	2.0%	1.8%	1.8%	1.4%	1.0%	1.0%	1.1%	1.4%	1.2%	1.4%
Total Nonfarm Emp.	144,457	144,633	144,882	145,006	145,170	145,325	145,541	145,773	145,823	145,997	146,182	146,406
% Change vs Prior Year	1.7%	1.7%	1.8%	1.7%	1.6%	1.6%	1.6%	1.6%	1.5%	1.5%	1.6%	1.6%
Unemployment Rate	4.9%	4.9%	4.9%	4.8%	4.6%	4.7%	4.8%	4.7%	4.5%	4.4%	4.3%	4.4%
% Change vs Prior Year	-0.4%	-0.2%	-0.1%	-0.2%	-0.4%	-0.3%	-0.2%	-0.2%	-0.5%	-0.6%	-0.4%	-0.6%

	3Q16	4Q16	1Q17	2Q17
Labor Force	159,544	159,580	159,991	160,047
% Change vs Prior Year	1.6%	1.3%	0.7%	0.8%
Total Employment	151,709	152,020	152,536	153,082
% Change vs Prior Year	1.8%	1.6%	1.0%	1.3%
Total Nonfarm Emp.	144,657	145,167	145,712	146,195
% Change vs Prior Year	1.8%	1.6%	1.6%	1.6%
Unemployment Rate	4.9%	4.7%	4.7%	4.4%
% Change vs Prior Year	-0.2%	-0.3%	-0.2%	-0.5%

Source: U.S. Bureau of Labor Statistics

STATE

Louisiana Economy

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Research Economist

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Total state employment for the second quarter of 2017 grew by 0.6 percent from the previous quarter and was up 0.1 percent compared to 2Q2016.

The statewide labor force for 2Q2017 grew 0.4 percent from the previous quarter but was 0.5 percent lower than in 2Q2016.

The unemployment rate declined from 6.2 percent in 2Q2016 to 5.7 percent in 2Q2017.

General state sales tax collections in 2Q2017 rose 4.0 percent compared to 1Q2017 and were 4.4 percent higher than collections in 2Q2016.

Seasonally-adjusted state personal income increased 0.8 percent from the first quarter and 3.0 percent compared to 2Q2016. Year-over-year, net earnings rose 1.2 percent, dividends,

interest, and rent increased 2.8 percent, and personal transfer receipts rose by 8.4 percent.

Industries contributing the most year-over-year growth in earnings from 2Q2016 to 2Q2017 were *Construction* (+\$1.2 billion), *Health care and social assistance* (+\$303 million), and *Government and government enterprises* (+\$266 million).

Industries with the largest year-over-year declines in earnings were *Mining* (-\$789 million), *Transportation and warehousing* (-\$142 million), and *Farm earnings* (-\$52 million).

On a percentage basis the largest gainers were *Arts, entertainment, and recreation* (+10.2 percent) and *Construction* (+9.7 percent), while the largest declines were in *Mining* (-11.5 percent) and *Farm earnings* (-11.1 percent).

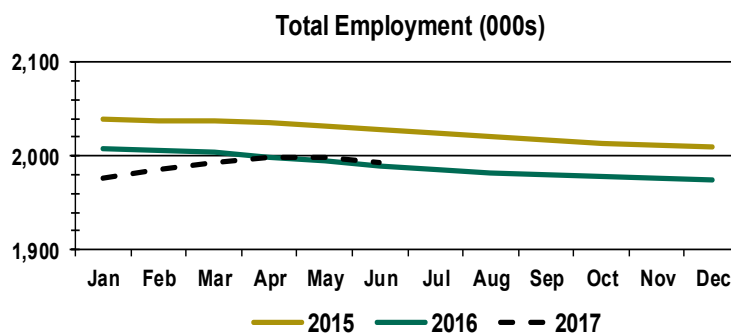
EMPLOYMENT (Seasonally Adjusted)

LOUISIANA (Numbers in Thousands)

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Labor Force	2,117	2,113	2,109	2,105	2,103	2,100	2,100	2,107	2,114	2,121	2,119	2,108
% Change vs Prior Year	-1.9%	-1.8%	-1.8%	-1.8%	-1.8%	-1.9%	-1.9%	-1.5%	-1.1%	-0.5%	-0.4%	-0.7%
Total Employment	1,986	1,983	1,980	1,978	1,976	1,974	1,977	1,985	1,994	1,998	1,998	1,993
% Change vs Prior Year	-1.9%	-1.9%	-1.8%	-1.8%	-1.8%	-1.8%	-1.6%	-1.1%	-0.5%	-0.1%	0.1%	0.2%
Total Nonfarm Emp.	1,970	1,961	1,966	1,969	1,966	1,969	1,976	1,984	1,974	1,973	1,984	1,988
% Change vs Prior Year	-1.3%	-1.8%	-1.4%	-1.2%	-1.2%	-0.8%	-0.3%	0.2%	-0.2%	-0.2%	0.5%	1.0%
Unemployment Rate	6.2%	6.1%	6.1%	6.1%	6.0%	6.0%	5.9%	5.8%	5.7%	5.8%	5.7%	5.4%
% Change vs Prior Year	0.0%	0.1%	0.1%	0.0%	-0.1%	-0.1%	-0.3%	-0.4%	-0.5%	-0.4%	-0.5%	-0.8%

	3QT-16	4QT-16	1QT-17	2QT-17
Labor Force	2,113	2,103	2,107	2,116
% Change vs Prior Year	-1.8%	-1.8%	-1.5%	-0.5%
Total Employment	1,983	1,976	1,985	1,996
% Change vs Prior Year	-1.9%	-1.8%	-1.0%	0.1%
Total Nonfarm Emp.	1,966	1,968	1,978	1,982
% Change vs Prior Year	-1.5%	-1.1%	-0.1%	0.5%
Unemployment Rate	6.1%	6.0%	5.8%	5.7%
% Change vs Prior Year	0.1%	-0.1%	-0.4%	-0.6%

Source: Louisiana Department of Labor, Labor Market Statistics



REGIONAL

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Northshore Employment

Total employment among Northshore residents in 2Q2017 was up 1.1 percent from the prior quarter and 0.3 percent (+853 jobs) compared to the second quarter of 2016.

The total civilian work force in 2Q2017 was up 1.2 percent from the previous quarter but down 0.3 percent compared to 2Q2016.

The Northshore unemployment rate for 2Q2017 was 5.2 percent, down 0.5 percent from 5.7 percent in 2Q2016.

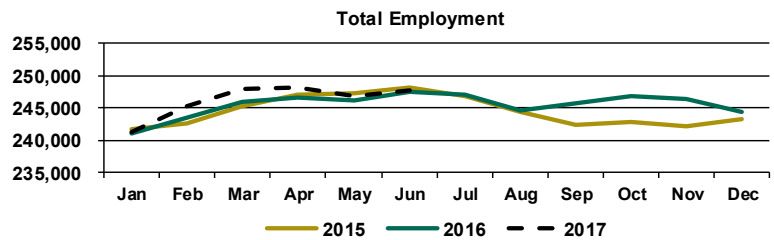
EMPLOYMENT (Not seasonally adjusted)

NORTHSHORE REGION

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Labor Force	263,948	259,958	261,500	260,940	259,085	256,464	255,117	257,927	260,729	261,491	259,833	261,903
% Change vs Prior Year	0.3%	0.2%	1.7%	1.1%	1.4%	0.7%	-0.4%	0.4%	0.1%	0.5%	-0.3%	-1.0%
Total Employment	247,137	244,567	245,681	246,835	246,451	244,334	241,207	245,360	247,876	248,236	246,865	247,655
% Change vs Prior Year	0.1%	0.1%	1.4%	1.7%	1.8%	0.4%	0.0%	0.8%	0.8%	0.7%	0.3%	0.1%
Unemployment Rate	6.4%	5.9%	6.0%	5.4%	5.0%	4.8%	5.5%	4.9%	4.9%	5.1%	5.0%	5.4%
% Change vs Prior Year	0.2%	0.0%	0.3%	-0.5%	-0.4%	0.3%	-0.4%	-0.4%	-0.6%	-0.1%	-0.5%	-1.0%

	3QT-16	4QT-16	1QT-17	2QT-17
Labor Force	261,802	258,830	257,924	261,076
% Change vs Prior Year	0.7%	1.1%	0.0%	-0.3%
Total Employment	245,795	245,873	244,814	247,585
% Change vs Prior Year	0.5%	1.3%	0.5%	0.3%
Unemployment Rate	6.1%	5.1%	5.1%	5.2%
% Change vs Prior Year	0.2%	-0.2%	-0.5%	-0.6%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



Northshore Estimated Retail Sales

Taxable retail sales for Washington Parish were not available for 2Q2017. Retail sales for the other four parishes averaged \$770 million per

month, an increase of 6.4 percent compared to 2Q2016. Sales were up year-over-year in all four parishes for which data were available.

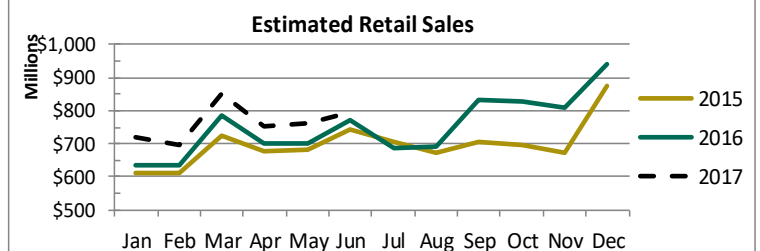
ESTIMATED RETAIL SALES (Not including Washington Parish)

NORTHSHORE REGION

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Estimated Retail Sales (mil.)	\$686.57	\$692.54	\$831.51	\$826.31	\$809.42	\$939.59	\$718.05	\$693.84	\$849.67	\$753.36	\$761.95	\$794.16
% Change vs Prior Month	-10.8%	0.9%	20.1%	-0.6%	-2.0%	16.1%	-23.6%	-3.4%	22.5%	-11.3%	1.1%	4.2%
% Change vs. Prior Year	-2.7%	2.8%	18.1%	19.0%	20.6%	7.4%	13.4%	9.1%	8.2%	7.8%	8.7%	3.1%

	3QT-16	4QT-16	1QT-17	2QT-17
Average Monthly Sales (mil.)	\$736.87	\$858.44	\$753.86	\$769.82
% Change vs. Prior Quarter	1.9%	16.5%	-12.2%	2.1%
% Change vs Prior Year	6.1%	14.9%	10.1%	6.4%

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 2Q2017 (excluding St. Helena Parish—for which data were not available) was down 0.4 percent from the prior quarter and 1.7 percent compared to the second quarter of 2016.

Year-over-year changes ranged from a decline of 12.5 percent in St. Tammany Parish to an increase of 14.8 percent in Livingston Parish.

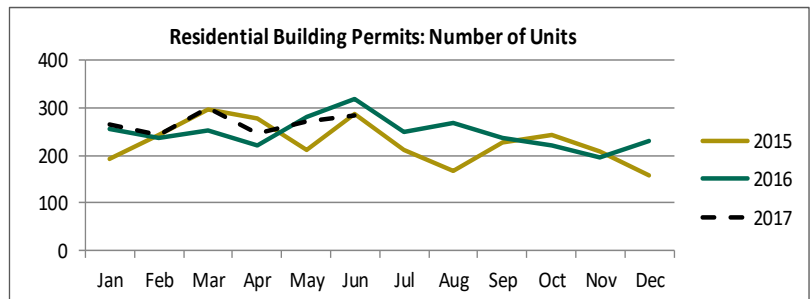
Note that permit counts for some parishes and municipalities are based on data reported to or estimated by the U.S. Census Bureau.

RESIDENTIAL BUILDING PERMITS

NORTHSHORE REGION

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Total Permits	248	268	238	218	186	230	264	241	301	246	272	285
% Change vs Prior Year	17.0%	61.4%	5.3%	-10.3%	-10.6%	46.5%	3.5%	2.6%	19.0%	11.8%	-2.9%	-10.1%
Total Units	248	268	238	220	197	230	264	242	301	246	272	285
% Change vs Prior Year	17.5%	61.4%	4.4%	-9.8%	-5.3%	46.5%	3.5%	3.0%	19.0%	11.8%	-2.9%	-10.1%

	3Q16	4Q16	1Q17	2Q17
Total Permits	754	634	806	803
% Change vs Prior Year	24.8%	4.3%	8.5%	-1.7%
Total Units	754	647	807	803
% Change vs Prior Year	24.6%	6.2%	8.6%	-1.7%



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

St. Helena Parish -- St. Helena Parish Permit Office (**Missing data**) & <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 2,161 homes sold during 2Q2017 at an average price of \$221,030. The number sold

was up 6.7 percent and the average price was up 5.6 percent compared to 2Q2016.

RESIDENTIAL HOME SALES

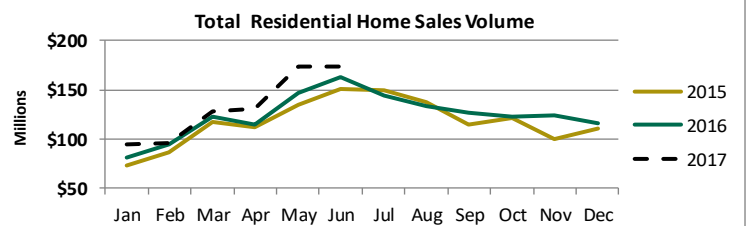
NORTHSHORE REGION

	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17
Number of Homes Sold	656	617	598	618	621	595	472	503	640	647	772	742
% Change vs Prior Year	-7.3%	-11.5%	5.7%	2.1%	27.0%	5.1%	17.7%	3.7%	5.3%	11.0%	11.1%	-0.7%
Total Sales Volume (mil.)	\$144.3	\$133.0	\$127.2	\$122.3	\$124.2	\$116.3	\$94.2	\$96.3	\$127.7	\$130.3	\$173.6	\$173.7
% Change vs Prior Year	-3.4%	-2.9%	10.6%	0.9%	24.1%	4.8%	15.3%	1.7%	3.9%	13.6%	18.3%	7.0%
Average Selling Price	\$219,916	\$215,534	\$212,692	\$197,908	\$200,001	\$195,443	\$199,535	\$191,542	\$199,550	\$201,402	\$224,905	\$234,114
% Change vs Prior Year	4.3%	9.7%	4.7%	-1.2%	-2.3%	-0.3%	-2.0%	-1.9%	-1.3%	2.4%	6.5%	7.7%

	3Q16	4Q16	1Q17	2Q17
Number of Homes Sold	1,871	1,834	1,615	2,161
% Change vs Prior Year	-5.1%	10.5%	8.1%	6.7%
Total Sales Volume (mil.)	\$404.4	\$362.8	\$318.2	\$477.6
% Change vs Prior Year	0.8%	9.2%	6.3%	12.7%
Average Selling Price	\$216,162	\$197,817	\$197,051	\$221,030
% Change vs Prior Year	6.2%	-1.1%	-1.7%	5.6%

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

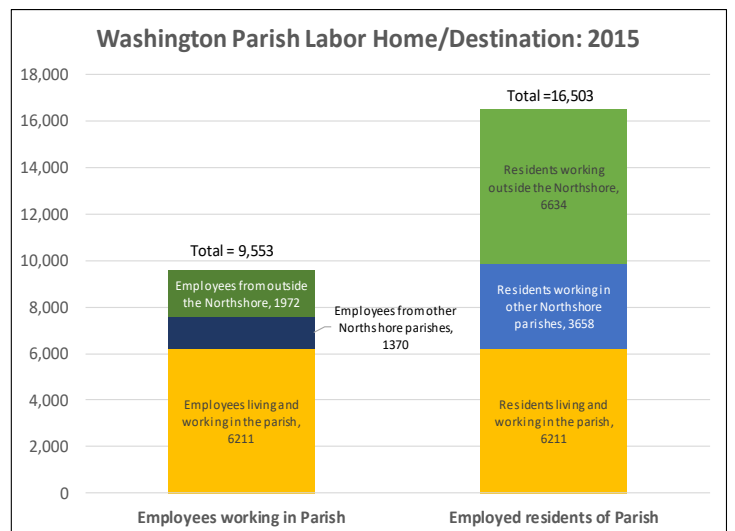
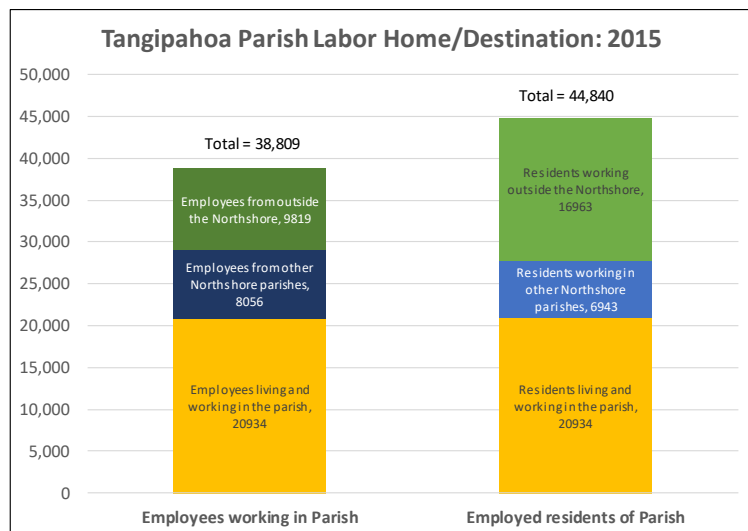
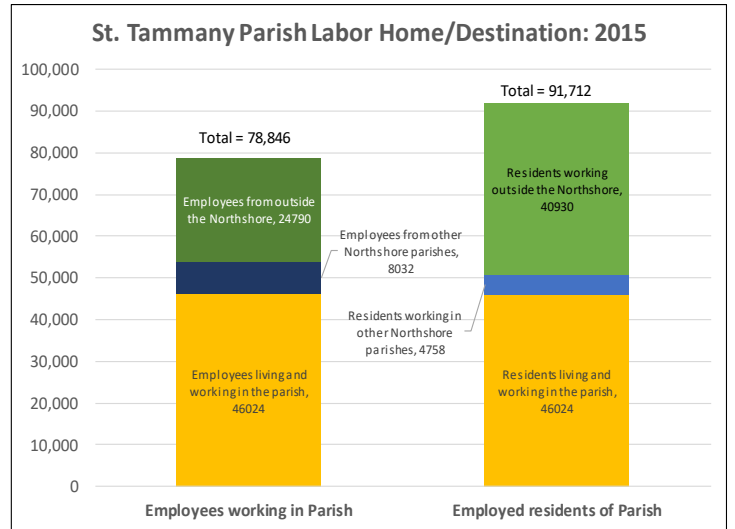
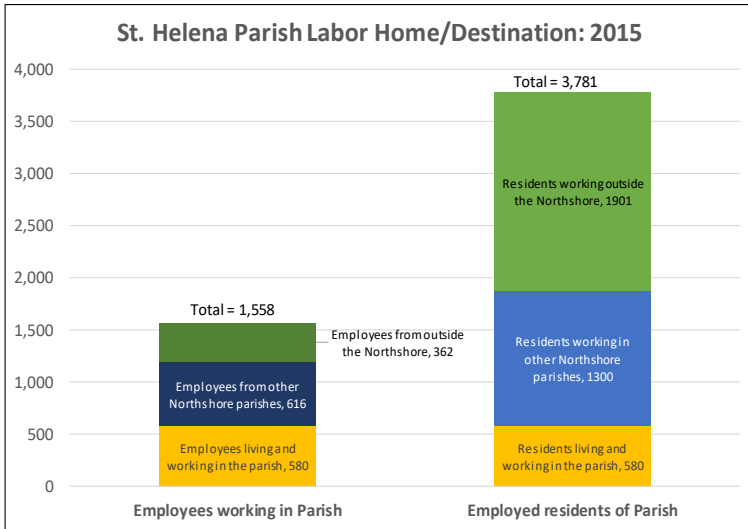
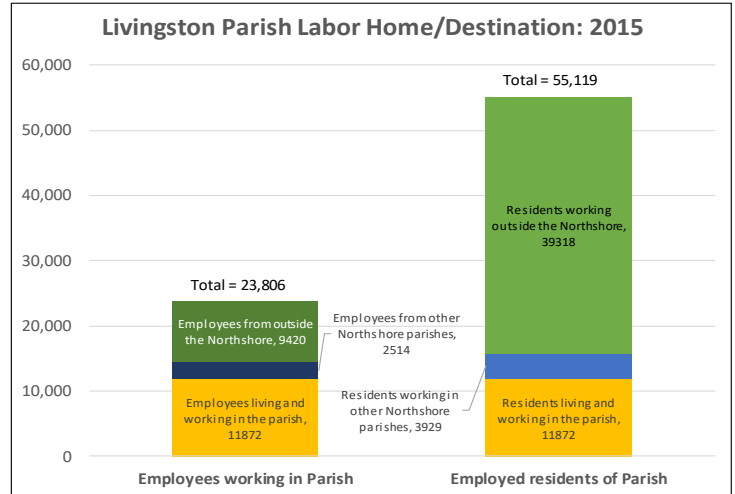
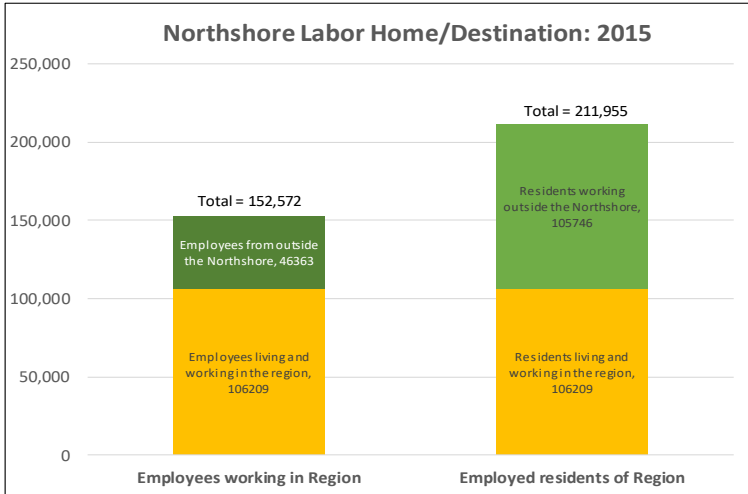
and the Greater Baton Rouge Association of REALTORS®.



Home/Work Destination of Northshore Employees and Residents: 2015

(Data Source: U.S. Census Bureau, OnTheMap Application and LEHD Origin-Destination Employment Statistics)

Herb Holloway
Research Economist



LOCAL

Livingston Parish

The number of employed Livingston Parish residents in 2Q2017 was down 0.9 percent compared to 2Q2016. The labor force declined by 1.3 percent, leading to a decrease in the unemployment rate from 5.0 percent in 2Q2016 to 4.6 percent in 2Q2017.

The value of taxable retail sales in 2Q2017 averaged \$167.7 million per month, up 12.3 percent over 2Q2016.

The number of residential building permits was down 5.4 percent from the previous quarter but

up 14.8 percent compared to the second quarter of 2016.

The number of homes sold and the total sales volume in 2Q2017 were both up 14.8 percent compared to 2Q2016, while the average price was unchanged at \$180,880.

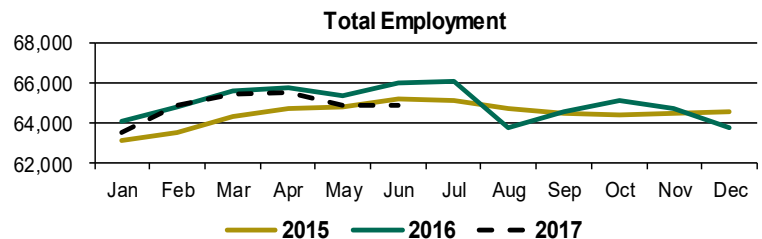
Livingston Parish residents purchased 1,588 new cars and light trucks in 2Q2017, down 8.4 percent from the second quarter of 2016. Livingston Parish dealers sold 311 new vehicles in Louisiana in 2Q2017, down 11.9 percent from 2Q2016.

EMPLOYMENT

LIVINGSTON PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Labor Force	69,933	67,313	68,835	68,722	67,937	66,850	66,900	67,903	68,426	68,620	67,923	68,240
% Change vs Prior Year	1.6%	-1.3%	1.5%	1.3%	0.5%	-0.5%	-0.9%	0.0%	-0.7%	-0.4%	-1.1%	-2.4%
Total Employment	66,082	63,783	64,564	65,142	64,716	63,798	63,531	64,890	65,419	65,514	64,895	64,926
% Change vs Prior Year	1.4%	-1.4%	0.2%	1.2%	0.3%	-1.1%	-0.9%	0.2%	-0.2%	-0.4%	-0.8%	-1.6%
Unemployment Rate	5.5%	5.2%	6.2%	5.2%	4.7%	4.6%	5.0%	4.4%	4.4%	4.5%	4.5%	4.9%
% Change vs Prior Year	0.2%	0.1%	1.3%	0.1%	0.1%	0.6%	-0.1%	-0.1%	-0.4%	0.0%	-0.4%	-0.8%

	3QT-16	4QT-16	1QT-17	2QT-17
Labor Force	68,694	67,836	67,743	68,261
% Change vs Prior Year	0.6%	0.4%	-0.5%	-1.3%
Total Employment	64,810	64,552	64,613	65,112
% Change vs Prior Year	0.1%	0.1%	-0.3%	-0.9%
Unemployment Rate	5.7%	4.8%	4.6%	4.6%
% Change vs Prior Year	0.5%	0.3%	-0.2%	-0.4%



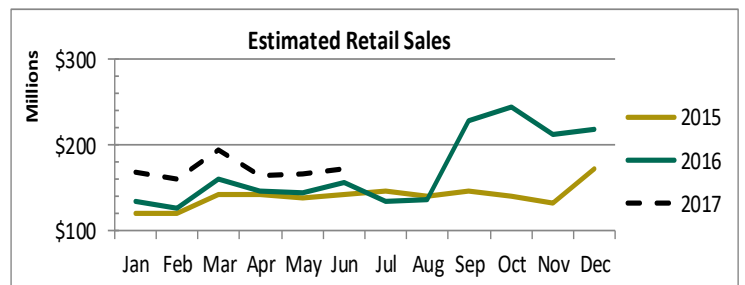
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

LIVINGSTON PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Estimated Retail Sales (mil.)	\$134.24	\$136.96	\$228.75	\$245.45	\$211.74	\$217.79	\$169.00	\$161.27	\$193.57	\$164.58	\$166.48	\$172.02
% Change vs Prior Month	-14.3%	2.0%	67.0%	7.3%	-13.7%	2.9%	-22.4%	-4.6%	20.0%	-15.0%	1.2%	3.3%
% Change vs. Prior Year	-8.6%	-1.9%	57.0%	75.9%	59.3%	25.7%	26.2%	27.2%	20.2%	12.4%	15.0%	9.8%

	3QT-16	4QT-16	1QT-17	2QT-17
Average Monthly Sales (mil.)	\$166.65	\$224.99	\$174.62	\$167.69
% Change vs. Prior Quarter	11.7%	35.0%	-22.4%	-4.0%
% Change vs Prior Year	15.7%	51.4%	24.2%	12.3%



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

Livingston Parish—continued

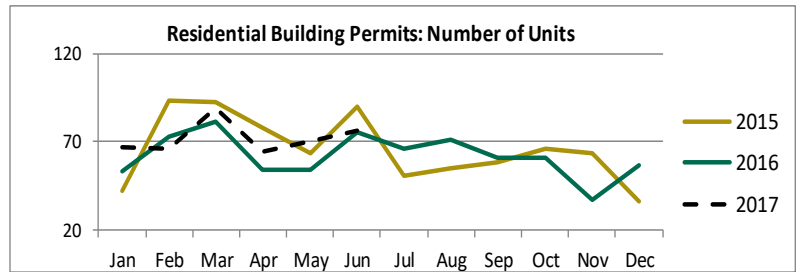
RESIDENTIAL BUILDING PERMITS

LIVINGSTON PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Total Permits	66	71	61	61	37	57	67	66	89	64	70	76
% Change vs Prior Year	26.9%	29.1%	3.4%	-7.6%	-41.3%	58.3%	26.4%	-9.6%	9.9%	18.5%	29.6%	1.3%
Total Units	66	71	61	61	37	57	67	66	89	64	70	76
% Change vs Prior Year	29.4%	29.1%	5.2%	-7.6%	-41.3%	58.3%	26.4%	-9.6%	9.9%	18.5%	29.6%	1.3%

	3QT-16	4QT-16	1QT-17	2QT-17
Total Permits	198	155	222	210
% Change vs Prior Year	19.3%	-6.1%	7.2%	14.8%
Total Units	198	155	222	210
% Change vs Prior Year	20.7%	-6.1%	7.2%	14.8%

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

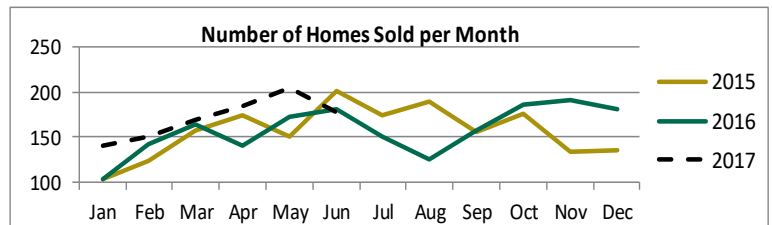


RESIDENTIAL HOME SALES

LIVINGSTON PARISH

	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17
Number of Homes Sold	151	126	157	186	192	181	141	151	170	185	204	177
% Change vs Prior Year	-13.7%	-33.7%	1.3%	5.7%	43.3%	34.1%	36.9%	5.6%	3.7%	32.1%	18.6%	-2.2%
Total Sales Volume (mil.)	\$27.7	\$23.1	\$29.8	\$30.7	\$30.3	\$27.2	\$22.1	\$25.2	\$27.2	\$31.3	\$37.3	\$33.7
% Change vs Prior Year	-9.6%	-27.1%	7.4%	0.6%	35.6%	21.6%	23.6%	0.3%	-7.5%	29.4%	22.5%	-2.2%
Median Selling Price	\$171,000	\$173,500	\$181,900	\$166,250	\$159,900	\$155,000	\$159,900	\$164,500	\$162,250	\$164,000	\$167,000	\$175,155
% Change vs Prior Year	4.0%	8.6%	9.6%	3.3%	-1.3%	-5.5%	-3.0%	-0.3%	-3.1%	-2.2%	1.0%	2.5%

	3QT-16	4QT-16	1QT-17	2QT-17
Number of Homes Sold	434	559	462	566
% Change vs Prior Year	-16.5%	25.6%	12.7%	14.8%
Total Sales Volume (mil.)	\$80.6	\$88.1	\$74.4	\$102.4
% Change vs Prior Year	-10.5%	17.3%	2.9%	14.8%
Average Selling Price	\$185,741	\$157,656	\$161,068	\$180,880
% Change vs Prior Year	7.2%	-6.7%	-8.7%	0.0%



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

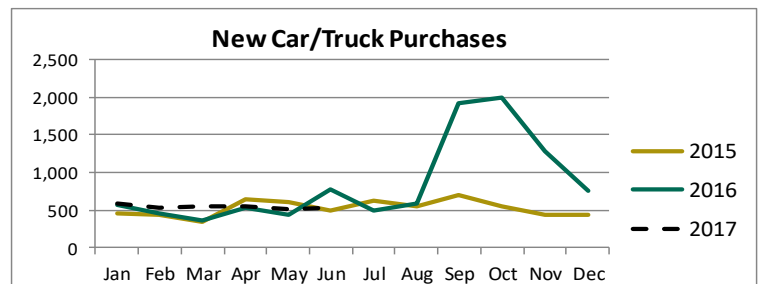
LIVINGSTON PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
New Car/Truck Purchases	482	584	1,908	2,000	1,274	746	588	535	544	554	512	522
% Change vs Prior Year	-22.4%	7.4%	175.7%	259.7%	195.6%	19.9%	4.6%	17.8%	49.0%	4.7%	16.9%	-31.9%
Purchases within Parish	49	68	307	197	143	87	47	77	45	52	76	66
New Car/Truck Sales*	82	117	330	235	185	125	84	108	84	81	117	113
% Change vs Prior Year	-4.7%	23.2%	157.8%	102.6%	180.3%	4.2%	-7.7%	36.7%	27.3%	1.3%	46.3%	-41.5%

	3QT-16	4QT-16	1QT-17	2QT-17
New Car/Truck Purchases	2,974	4,020	1,667	1,588
% Change vs Prior Year	60.2%	149.8%	20.7%	-8.4%
Purchases within Parish	424	427	169	194
New Car/Truck Sales*	529	545	276	311
% Change vs Prior Year	71.2%	80.5%	16.9%	-11.9%

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

* = Includes only new vehicle sales within Louisiana



Economic Reporter

St. Helena Parish

Employment among St. Helena Parish residents in the second quarter of 2017 fell by 2.8 percent compared to 2Q2016. The labor force declined by 3.4 percent, leading to a 0.6 percent drop in the unemployment rate (from 7.6 percent in 2Q2016 to 7.0 percent in 2Q2017).

The value of taxable retail sales within St. Helena Parish in the second quarter rose 14.0 percent compared to the second quarter of 2016.

Building permit data were not available for St. Helena Parish for 2Q2017.

There were four homes sold in St. Helena Parish in 2Q2017, at an average price of \$172,850.

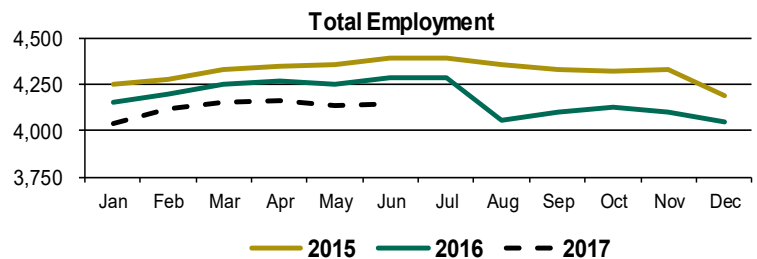
Residents of St. Helena Parish purchased 37 new cars and light trucks in the second quarter of 2017, down 33.9 percent from 56 purchased in 2Q2016.

EMPLOYMENT

ST. HELENA PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Labor Force	4,710	4,437	4,463	4,464	4,400	4,348	4,360	4,405	4,450	4,460	4,433	4,493
% Change vs Prior Year	-11.3%	-14.7%	-13.3%	-12.0%	-12.3%	-9.8%	-3.3%	-2.5%	-9.2%	-8.8%	-9.9%	-11.6%
Total Employment	4,287	4,060	4,099	4,124	4,104	4,045	4,038	4,121	4,157	4,164	4,136	4,147
% Change vs Prior Year	-2.4%	-6.9%	-5.4%	-4.5%	-5.2%	-3.3%	-2.8%	-1.9%	-2.2%	-2.3%	-2.6%	-3.3%
Unemployment Rate	9.0%	8.5%	8.2%	7.6%	6.7%	7.0%	7.4%	6.4%	6.6%	6.6%	6.7%	7.7%
% Change vs Prior Year	-0.1%	0.1%	-0.2%	-0.2%	-0.7%	0.3%	-0.5%	-0.6%	-0.6%	0.0%	-0.8%	-0.9%

	3Q16	4Q16	1Q17	2Q17
Labor Force	4,537	4,404	4,405	4,462
% Change vs Prior Year	-5.0%	-4.6%	-2.9%	-3.4%
Total Employment	4,149	4,091	4,105	4,149
% Change vs Prior Year	-4.9%	-4.4%	-2.3%	-2.8%
Unemployment Rate	8.6%	7.1%	6.8%	7.0%
% Change vs Prior Year	-0.1%	-0.2%	-0.6%	-0.6%



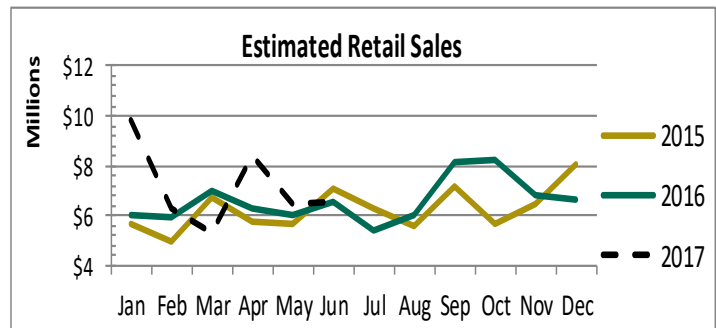
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. HELENA PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Estimated Retail Sales (mil.)	\$5.41	\$5.96	\$8.11	\$8.20	\$6.84	\$6.60	\$9.84	\$6.24	\$5.25	\$8.40	\$6.47	\$6.58
% Change vs Prior Month	-17.7%	10.1%	36.0%	1.2%	-16.5%	-3.6%	49.1%	-36.5%	-15.9%	59.8%	-22.9%	1.7%
% Change vs. Prior Year	-13.6%	6.6%	12.6%	45.7%	6.2%	-18.3%	63.1%	5.6%	-25.1%	34.4%	8.2%	0.1%

	3Q16	4Q16	1Q17	2Q17
Average Monthly Sales (mil.)	\$6.49	\$7.21	\$7.11	\$7.15
% Change vs. Prior Quarter	3.6%	11.1%	-1.4%	0.5%
% Change vs Prior Year	2.2%	7.4%	12.5%	14.0%



Source: St. Helena Parish Sheriff's Office

St. Helena Parish—continued

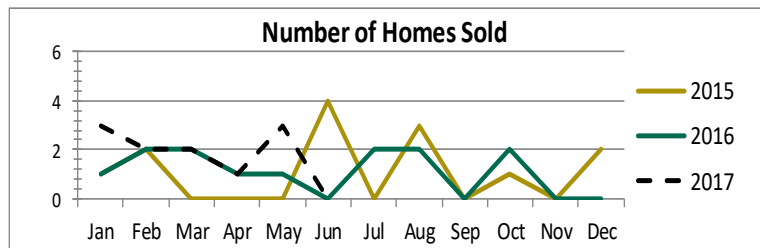
Building permit data not available.

RESIDENTIAL HOME SALES

ST HELENA PARISH

	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17
Number of Homes Sold	2	2	-	2	-	-	3	2	2	1	3	-
% Change vs Prior Year	#DIV/0!	-33.3%	#DIV/0!	100.0%	#DIV/0!	-100.0%	200.0%	0.0%	0.0%	0.0%	200.0%	#DIV/0!
Total Sales Volume (mil.)	\$0.2	\$0.2	\$0.0	\$0.1	\$0.0	\$0.0	\$0.4	\$0.2	\$0.2	\$0.1	\$0.6	\$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	\$95,000	\$124,950	\$0	\$68,500	\$0	\$0	\$137,267	\$118,000	\$106,750	\$100,500	\$196,967	#DIV/0!
% Change vs Prior Year	#DIV/0!	-10.8%	#DIV/0!	-21.3%	#DIV/0!	-100.0%	-29.6%	70.5%	-63.7%	-22.1%	1131.0%	#DIV/0!

	3Q-16	4Q-16	1Q-17	2Q-17
Number of Homes Sold	4	2	7	4
% Change vs Prior Year	33.3%	-33.3%	40.0%	100.0%
Total Sales Volume (mil.)	\$0.4	\$0.1	\$0.9	\$0.7
% Change vs Prior Year	4.7%	-53.2%	-6.5%	376.8%
Average Selling Price	\$109,975	\$68,500	\$123,043	\$172,850
% Change vs Prior Year	-21.5%	-29.7%	-33.2%	n/a



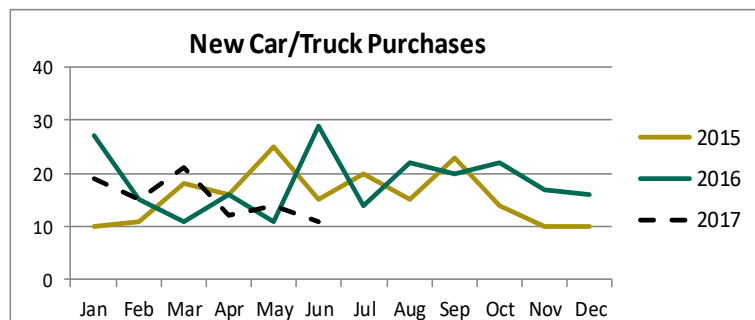
Source: Based on information from the Greater Baton Rouge Association of REALTORS® and Gulf South Real Estate Information Network, Inc. (1/2015 and forward)

New Light Vehicle Purchases & Sales

ST. HELENA PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
New Car/Truck Purchases	14	22	20	22	17	16	19	15	21	12	14	11
% Change vs Prior Year	-30.0%	46.7%	-13.0%	57.1%	70.0%	14.3%	-29.6%	0.0%	90.9%	-25.0%	27.3%	-62.1%
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

	3Q-16	4Q-16	1Q-17	2Q-17
New Car/Truck Purchases	56	55	55	37
% Change vs Prior Year	-3.4%	44.7%	3.8%	-33.9%
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 2Q2017 grew by 0.5 percent compared to 2Q2016, while the labor force declined by 0.1 percent, leading to a 0.5 percent drop in the unemployment rate to 4.7 percent.

The value of taxable retail sales in 2Q2017 increased 3.8 percent compared to the second quarter of 2016.

Building permits for residential units in 2Q2017 decreased by 12.5 percent compared to the same quarter in 2016, following a very strong first quarter (+22.1 percent).

The number of homes sold in St. Tammany Parish was up 6.5 percent compared to 2Q2016, while the average price increased by 7.0 percent, leading to a 14.0 percent increase in total residential sales volume.

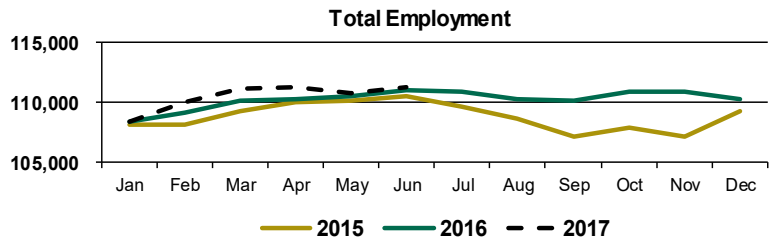
St. Tammany Parish residents purchased 3,149 cars and light trucks in 2Q2017, down 17.3 percent compared to 2Q2016. Parish dealers sold 2,987 new light vehicles throughout Louisiana, down 12.0 percent from sales in 2Q2016.

EMPLOYMENT

ST. TAMMANY PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Labor Force	117,681	116,674	116,339	116,621	116,138	115,197	113,975	115,157	116,401	116,731	116,060	117,065
% Change vs Prior Year	1.3%	1.6%	2.7%	2.1%	2.9%	1.1%	-0.4%	0.5%	0.2%	0.8%	-0.3%	-0.8%
Total Employment	110,884	110,351	110,222	110,981	110,922	110,310	108,412	110,038	111,116	111,324	110,771	111,346
% Change vs Prior Year	1.2%	1.6%	2.9%	2.9%	3.5%	1.0%	0.1%	0.7%	0.8%	0.9%	0.2%	0.2%
Unemployment Rate	5.8%	5.4%	5.3%	4.8%	4.5%	4.2%	4.9%	4.4%	4.5%	4.6%	4.6%	4.9%
% Change vs Prior Year	0.1%	0.0%	-0.1%	-0.7%	-0.5%	0.1%	-0.4%	-0.3%	-0.6%	-0.1%	-0.5%	-1.0%

	3Q16	4Q16	1Q17	2Q17
Labor Force	116,898	115,985	115,178	116,619
% Change vs Prior Year	1.9%	2.1%	0.1%	-0.1%
Total Employment	110,486	110,738	109,855	111,147
% Change vs Prior Year	1.9%	2.4%	0.5%	0.5%
Unemployment Rate	5.5%	4.5%	4.6%	4.7%
% Change vs Prior Year	0.0%	-0.4%	-0.4%	-0.5%



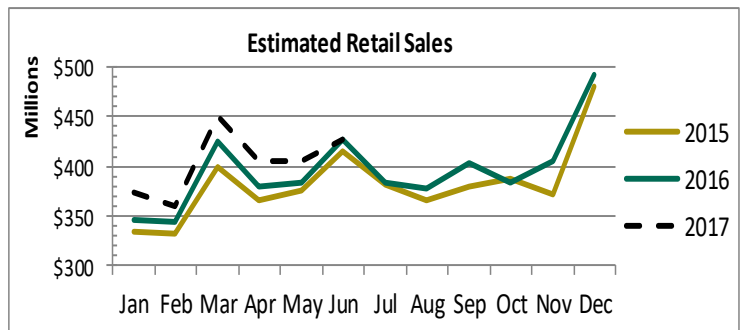
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. TAMMANY PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Estimated Retail Sales (mil.)	\$383.03	\$378.46	\$402.29	\$383.43	\$404.74	\$491.98	\$373.88	\$360.15	\$449.89	\$404.79	\$405.17	\$426.52
% Change vs Prior Month	-10.3%	-1.2%	6.3%	-4.7%	5.6%	21.6%	-24.0%	-3.7%	24.9%	-10.0%	0.1%	5.3%
% Change vs. Prior Year	0.3%	3.5%	5.8%	-0.9%	9.1%	2.4%	7.8%	4.4%	5.9%	6.5%	5.5%	-0.1%

	3Q16	4Q16	1Q17	2Q17
Average Monthly Sales (mil.)	\$387.93	\$426.72	\$394.64	\$412.16
% Change vs. Prior Quarter	-2.3%	10.0%	-7.5%	4.4%
% Change vs Prior Year	3.2%	3.4%	6.0%	3.8%



Source: St. Tammany Sales and Use Tax Department

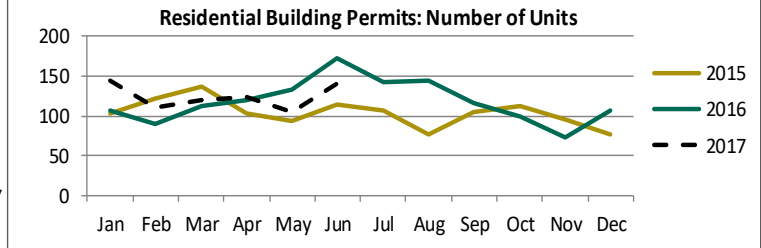
St. Tammany Parish—continued

RESIDENTIAL BUILDING PERMITS

ST. TAMMANY PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Total Permits	143	145	116	99	73	106	145	110	120	124	105	141
% Change vs Prior Year	33.6%	90.8%	11.5%	-11.6%	-23.2%	39.5%	36.8%	23.6%	6.2%	4.2%	-20.5%	-18.0%
Total Units	143	145	116	99	73	106	145	111	120	124	105	141
% Change vs Prior Year	33.6%	90.8%	11.5%	-12.4%	-23.2%	39.5%	36.8%	24.7%	6.2%	4.2%	-20.5%	-18.0%

	3QT-16	4QT-16	1QT-17	2QT-17
Total Permits	404	278	375	370
% Change vs Prior Year	40.8%	-1.8%	21.8%	-12.5%
Total Units	404	278	376	370
% Change vs Prior Year	40.8%	-2.1%	22.1%	-12.5%



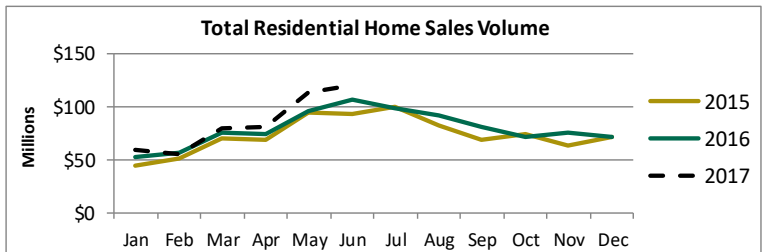
Sources: St. Tammany Parish Permit Office, Town of Abita Springs, City of Covington, Village of Folsom, Town of Madisonville, City of Mandeville, Town of Pearl River, City of Slidell, <http://censtats.census.gov> (some data estimated)

RESIDENTIAL HOME SALES

ST. TAMMANY PARISH

	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17
Number of Homes Sold	390	385	338	314	319	306	239	257	342	346	431	447
% Change vs Prior Year	-3.2%	6.4%	12.7%	-2.8%	22.7%	-5.3%	8.6%	4.5%	5.9%	4.8%	10.5%	4.2%
Total Sales Volume (mil.)	\$97.7	\$92.2	\$80.8	\$72.0	\$75.6	\$71.8	\$58.7	\$55.5	\$79.0	\$80.6	\$112.9	\$120.6
% Change vs Prior Year	-2.2%	13.0%	16.5%	-2.8%	20.2%	-0.4%	12.8%	-0.8%	5.6%	9.4%	18.1%	13.5%
Average Selling Price	\$250,632	\$239,540	\$239,132	\$229,144	\$236,898	\$234,559	\$245,458	\$216,123	\$231,078	\$232,873	\$261,938	\$269,736
% Change vs Prior Year	1.1%	6.3%	3.4%	0.0%	-2.0%	5.2%	3.8%	-5.1%	-0.2%	4.3%	6.9%	9.0%

	3QT-16	4QT-16	1QT-17	2QT-17
Number of Homes Sold	1,113	939	838	1,224
% Change vs Prior Year	4.5%	3.6%	6.2%	6.5%
Total Sales Volume (mil.)	\$270.8	\$219.3	\$193.2	\$314.0
% Change vs Prior Year	7.9%	5.0%	5.7%	14.0%
Average Selling Price	\$243,303	\$233,543	\$230,593	\$256,570
% Change vs Prior Year	3.3%	1.3%	-0.5%	7.0%



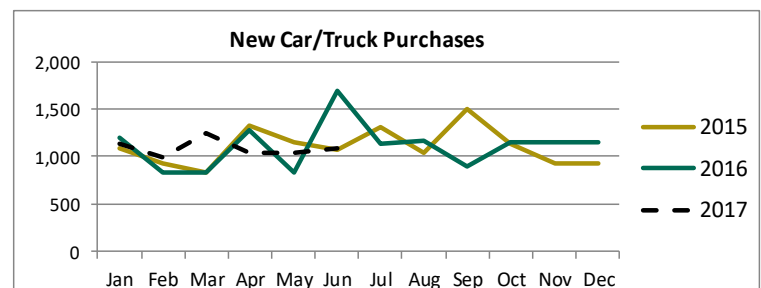
Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2015 to 06/2017.

New Light Vehicle Purchases & Sales

ST. TAMMANY PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
New Car/Truck Purchases	1,129	1,163	891	1,143	1,156	1,153	1,140	987	1,244	1,032	1,037	1,080
% Change vs Prior Year	-14.2%	12.8%	-40.5%	0.2%	24.8%	-2.8%	-4.8%	19.9%	49.9%	-19.5%	25.5%	-36.4%
Purchases within Parish	673	675	509	690	701	662	656	555	705	614	610	646
New Car/Truck Sales*	1,018	1,014	940	1,331	1,185	1,082	997	913	1,051	1,006	970	1,011
% Change vs Prior Year	-15.2%	4.8%	-34.8%	29.2%	49.4%	-3.8%	-5.8%	20.1%	41.3%	-11.2%	41.8%	-35.9%

	3QT-16	4QT-16	1QT-17	2QT-17
New Car/Truck Purchases	3,183	3,452	3,371	3,149
% Change vs Prior Year	-17.2%	6.1%	18.3%	-17.3%
Purchases within Parish	1,857	2,053	1,916	1,870
New Car/Truck Sales*	2,972	3,598	2,961	2,987
% Change vs Prior Year	-17.7%	22.0%	15.6%	-12.0%



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 2Q2017 rose 1.6 percent compared to the second quarter of 2016. The labor force increased by a smaller 0.8 percent, causing the unemployment rate to decrease to 6.4 percent from 7.1 percent in 2Q2016.

The value of taxable retail sales in 2Q2017 averaged \$182.8 million per month, an increase of 7.0 percent compared to 2Q2016.

The number of residential construction units permitted in 2Q2017 was 7.4 percent higher than in 2Q2016.

The number of homes sold in Tangipahoa Parish in 2Q2017 declined by 6.9 percent compared to 2Q2016, while the average selling price increased by 7.4 percent, causing the total residential sales volume to be essentially unchanged.

Tangipahoa Parish residents purchased 1,360 new cars and light trucks in 2Q2017, a decrease of 9.7 percent from 2Q2016.

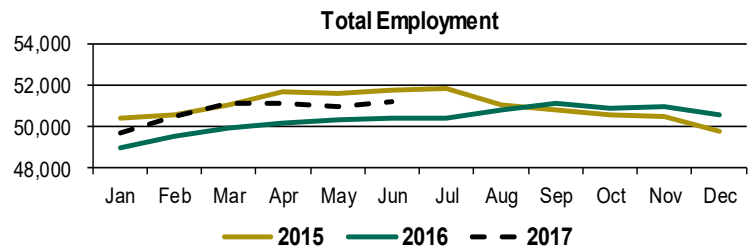
Parish dealers sold 1,401 new vehicles in Louisiana in 2Q2017, down 12.4 percent from 1,599 in the second quarter of 2016.

EMPLOYMENT

TANGIPAHOA PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Labor Force	54,684	54,730	54,933	54,343	54,162	53,774	53,286	53,614	54,335	54,497	54,318	54,923
% Change vs Prior Year	-2.3%	-0.4%	0.6%	0.0%	0.3%	1.7%	0.7%	1.1%	1.4%	1.5%	0.6%	0.2%
Total Employment	50,415	50,844	51,085	50,919	50,986	50,558	49,721	50,452	51,104	51,139	50,983	51,189
% Change vs Prior Year	-2.8%	-0.4%	0.5%	0.7%	1.0%	1.5%	1.4%	1.8%	2.4%	1.9%	1.3%	1.6%
Unemployment Rate	7.8%	7.1%	7.0%	6.3%	5.9%	6.0%	6.7%	5.9%	5.9%	6.2%	6.1%	6.8%
% Change vs Prior Year	0.4%	0.0%	0.1%	-0.7%	-0.6%	0.2%	-0.7%	-0.7%	-0.9%	-0.3%	-0.7%	-1.2%

	3QT-16	4QT-16	1QT-17	2QT-17
Labor Force	54,782	54,093	53,745	54,579
% Change vs Prior Year	-0.7%	0.7%	1.1%	0.8%
Total Employment	50,781	50,821	50,426	51,104
% Change vs Prior Year	-0.9%	1.1%	1.9%	1.6%
Unemployment Rate	7.3%	6.0%	6.2%	6.4%
% Change vs Prior Year	0.2%	-0.4%	-0.8%	-0.8%



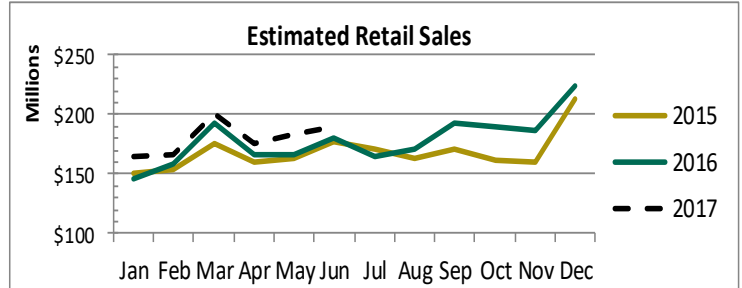
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

TANGIPAHOA PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Estimated Retail Sales (mil.)	\$163.89	\$171.16	\$192.36	\$189.23	\$186.09	\$223.23	\$165.34	\$166.18	\$200.95	\$175.60	\$183.82	\$189.04
% Change vs Prior Month	-9.0%	4.4%	12.4%	-1.6%	-1.7%	20.0%	-25.9%	0.5%	20.9%	-12.6%	4.7%	2.8%
% Change vs. Prior Year	-3.8%	5.0%	12.6%	16.6%	15.8%	4.7%	12.9%	5.0%	4.6%	5.8%	10.5%	5.0%

	3QT-16	4QT-16	1QT-17	2QT-17
Average Monthly Sales (mil.)	\$175.80	\$199.52	\$177.49	\$182.82
% Change vs. Prior Quarter	2.9%	13.5%	-11.0%	3.0%
% Change vs Prior Year	4.6%	11.6%	7.2%	7.0%



Source: Sales Tax Division of the Tangipahoa Parish School System

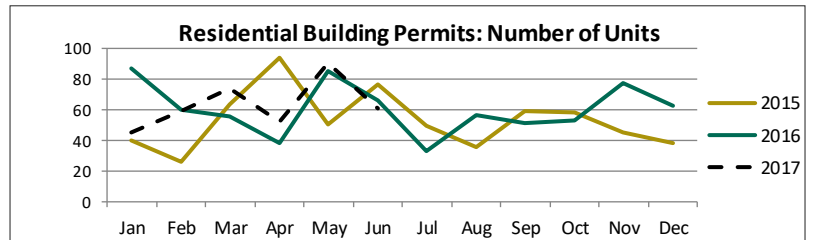
Tangipahoa Parish—continued

RESIDENTIAL BUILDING PERMITS

TANGIPAHOA PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Total Permits	33	56	51	51	66	62	45	59	74	52	90	61
% Change vs Prior Year	-32.7%	60.0%	-8.9%	-12.1%	46.7%	63.2%	-48.3%	-1.7%	34.5%	36.8%	5.9%	-7.6%
Total Units	33	56	51	53	77	62	45	59	74	52	90	61
% Change vs Prior Year	-32.7%	60.0%	-13.6%	-8.6%	71.1%	63.2%	-48.3%	-1.7%	34.5%	36.8%	5.9%	-7.6%

	3QT-16	4QT-16	1QT-17	2QT-17
Total Permits	140	179	178	203
% Change vs Prior Year	0.0%	27.0%	-11.9%	7.4%
Total Units	140	192	178	203
% Change vs Prior Year	-2.1%	36.2%	-11.9%	7.4%



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

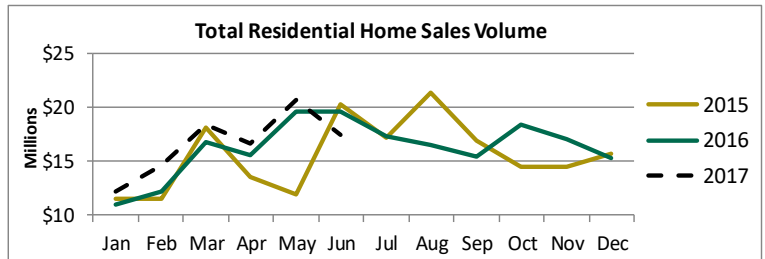
RESIDENTIAL HOME SALES

TANGIPAHOA PARISH

	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17
Number of Homes Sold	101	91	91	103	95	89	78	86	105	100	112	100
% Change vs Prior Year	-10.6%	-24.8%	-8.1%	14.4%	8.0%	-8.2%	11.4%	7.5%	1.9%	3.1%	-5.9%	-16.0%
Total Sales Volume (mil.)	\$17.2	\$16.5	\$15.4	\$18.3	\$17.0	\$15.3	\$12.1	\$14.6	\$18.4	\$16.6	\$20.7	\$17.4
% Change vs Prior Year	0.3%	-22.7%	-8.9%	27.0%	17.9%	-2.4%	11.1%	20.7%	10.0%	7.1%	5.9%	-11.5%
Average Selling Price	\$170,654	\$181,030	\$168,950	\$177,713	\$179,135	\$171,969	\$155,177	\$170,024	\$175,255	\$166,269	\$184,809	\$173,798
% Change vs Prior Year	12.3%	2.8%	-0.9%	11.0%	9.2%	6.4%	-0.3%	12.2%	7.9%	3.9%	12.5%	5.3%

	3QT-16	4QT-16	1QT-17	2QT-17
Number of Homes Sold	283	287	269	312
% Change vs Prior Year	-15.0%	4.4%	6.3%	-6.9%
Total Sales Volume (mil.)	\$49.1	\$50.6	\$45.1	\$54.7
% Change vs Prior Year	-11.3%	13.7%	13.6%	0.0%
Average Selling Price	\$173,442	\$176,403	\$167,761	\$175,338
% Change vs Prior Year	4.3%	8.9%	6.8%	7.4%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2015 to 06/2017.



New Light Vehicle Purchases & Sales

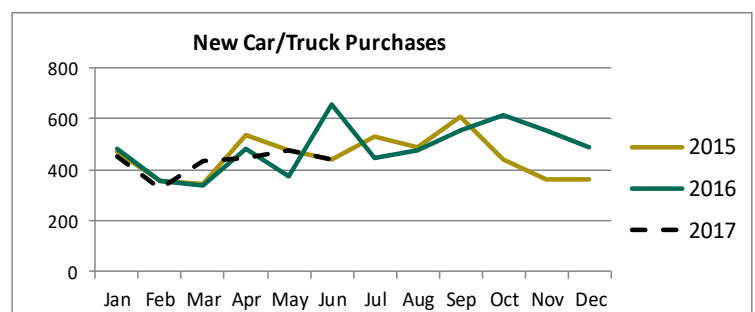
TANGIPAHOA PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
New Car/Truck Purchases	448	478	551	615	555	486	452	327	435	444	478	438
% Change vs Prior Year	-15.8%	-2.0%	-9.7%	39.8%	54.2%	10.7%	-6.4%	-8.4%	29.1%	-7.3%	28.2%	-33.0%
Purchases within Parish	238	282	300	316	274	238	232	165	240	233	253	207
New Car/Truck Sales*	452	549	749	740	529	493	460	374	506	477	477	447
% Change vs Prior Year	-21.1%	12.7%	18.9%	77.9%	39.9%	12.8%	-11.4%	0.8%	20.2%	-12.3%	16.1%	-30.6%

	3QT-16	4QT-16	1QT-17	2QT-17
New Car/Truck Purchases	1,477	1,656	1,214	1,360
% Change vs Prior Year	-9.4%	33.7%	3.1%	-9.7%
Purchases within Parish	820	828	637	693
New Car/Truck Sales*	1,750	1,762	1,340	1,401
% Change vs Prior Year	3.6%	43.1%	2.2%	-12.4%

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

* = Includes only new vehicle sales w within Louisiana



Washington Parish

The number of employed Washington Parish residents in the second quarter of 2017 increased 1.7 percent compared to the second quarter of 2016. The labor force grew by a much smaller 0.3 percent, resulting in a reduction in the unemployment rate from 7.6 percent in 2Q2016 to 6.3 percent in 2Q2017.

Sales tax collection data were not available for Washington Parish for 1Q2017.

Building permits for 20 homes were issued in 2Q2017, down 9.1 percent from 22 in 2Q2016.

The number and average selling price of Washington Parish homes sold in 2Q2017 were up 19.6 and 8.4 percent, respectively, over 2Q2016, resulting in a year-over-year increase in total home sales volume of 29.7 percent.

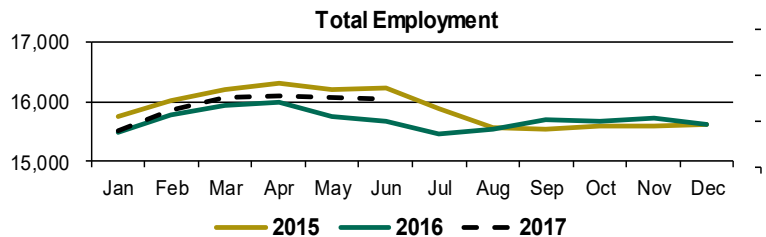
Washington Parish residents purchased 318 new cars and light trucks in 2Q2017, a decrease of 19.5 percent from 395 in 2Q2016.

EMPLOYMENT

WASHINGTON PARISH

	<u>Jul 16</u>	<u>Aug 16</u>	<u>Sep 16</u>	<u>Oct 16</u>	<u>Nov 16</u>	<u>Dec 16</u>	<u>Jan 17</u>	<u>Feb 17</u>	<u>Mar 17</u>	<u>Apr 17</u>	<u>May 17</u>	<u>Jun 17</u>
Labor Force	16,940	16,804	16,930	16,790	16,744	16,598	16,596	16,848	17,117	17,183	17,099	17,182
% Change vs Prior Year	-2.0%	-0.3%	0.7%	-0.8%	-0.3%	0.0%	-1.0%	-0.6%	-0.3%	0.1%	0.7%	0.1%
Total Employment	15,469	15,529	15,711	15,669	15,723	15,623	15,505	15,859	16,080	16,095	16,080	16,047
% Change vs Prior Year	-2.6%	-0.2%	1.1%	0.4%	0.8%	0.1%	0.1%	0.5%	1.0%	0.7%	2.1%	2.3%
Unemployment Rate	8.7%	7.6%	7.2%	6.7%	6.1%	5.9%	6.6%	5.9%	6.1%	6.3%	6.0%	6.6%
% Change vs Prior Year	0.5%	-0.2%	-0.3%	-1.2%	-1.0%	-0.1%	-1.1%	-1.0%	-1.2%	-0.5%	-1.3%	-2.0%

	<u>3QT-16</u>	<u>4QT-16</u>	<u>1QT-17</u>	<u>2QT-17</u>
Labor Force	16,891	16,711	16,854	17,155
% Change vs Prior Year	-0.6%	-0.4%	-0.6%	0.3%
Total Employment	15,570	15,672	15,815	16,074
% Change vs Prior Year	-0.6%	0.4%	0.6%	1.7%
Unemployment Rate	7.8%	6.2%	6.2%	6.3%
% Change vs Prior Year	0.0%	-0.8%	-1.1%	-1.3%



Source: Labor Market Statistics, Local Area Unemployment Statistics Pro...

Sales tax data not available.

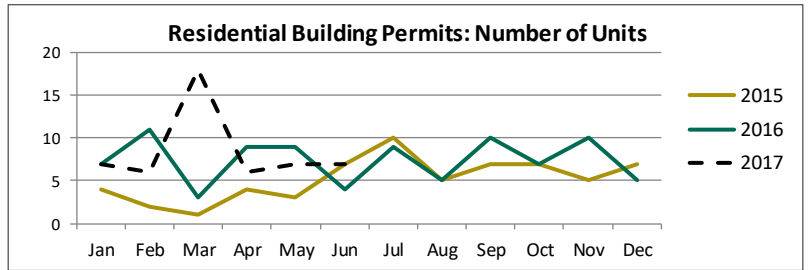
Washington Parish—continued

RESIDENTIAL BUILDING PERMITS

WASHINGTON PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
Total Permits	9	5	10	7	10	5	7	6	18	6	7	7
% Change vs Prior Year	-10.0%	0.0%	42.9%	0.0%	100.0%	-28.6%	0.0%	-45.5%	500.0%	-33.3%	-22.2%	75.0%
Total Units	9	5	10	7	10	5	7	6	18	6	7	7
% Change vs Prior Year	-10.0%	0.0%	42.9%	0.0%	100.0%	-28.6%	0.0%	-45.5%	500.0%	-33.3%	-22.2%	75.0%

	3Q-16	4Q-16	1Q-17	2Q-17
Total Permits	24	22	31	20
% Change vs Prior Year	9.1%	15.8%	47.6%	-9.1%
Total Units	24	22	31	20
% Change vs Prior Year	9.1%	15.8%	47.6%	-9.1%



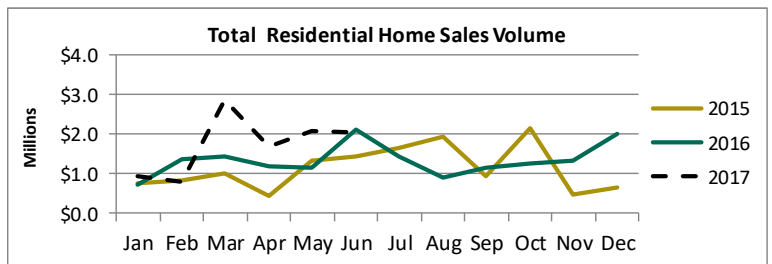
Sources: Washington Parish Permit Office and <http://censtats.census.gov>

RESIDENTIAL HOME SALES

WASHINGTON PARISH

	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17
Number of Homes Sold	12	13	12	13	15	19	11	7	21	15	22	18
% Change vs Prior Year	-29.4%	-38.1%	0.0%	-13.3%	114.3%	111.1%	57.1%	-50.0%	31.3%	0.0%	69.2%	0.0%
Total Sales Volume (mil.)	\$1.4	\$0.9	\$1.2	\$1.3	\$1.3	\$2.0	\$0.9	\$0.8	\$2.9	\$1.7	\$2.1	\$2.0
% Change vs Prior Year	-12.5%	-53.5%	26.4%	-41.5%	185.1%	207.0%	30.4%	-42.3%	98.4%	42.1%	78.4%	-4.2%
Average Selling Price	\$119,667	\$69,265	\$97,625	\$97,231	\$89,150	\$105,435	\$84,591	\$113,368	\$136,883	\$113,273	\$95,083	\$113,296
% Change vs Prior Year	23.9%	-24.8%	26.4%	-32.5%	33.1%	45.4%	-17.0%	15.4%	51.2%	42.1%	5.4%	-4.2%

	3Q-16	4Q-16	1Q-17	2Q-17
Number of Homes Sold	37	47	39	55
% Change vs Prior Year	-26.0%	51.6%	5.4%	19.6%
Total Sales Volume (mil.)	\$3.5	\$4.6	\$4.6	\$5.8
% Change vs Prior Year	-22.1%	40.3%	30.0%	29.7%
Average Selling Price	\$94,809	\$97,968	\$117,913	\$106,005
% Change vs Prior Year	5.3%	-7.5%	23.3%	8.4%



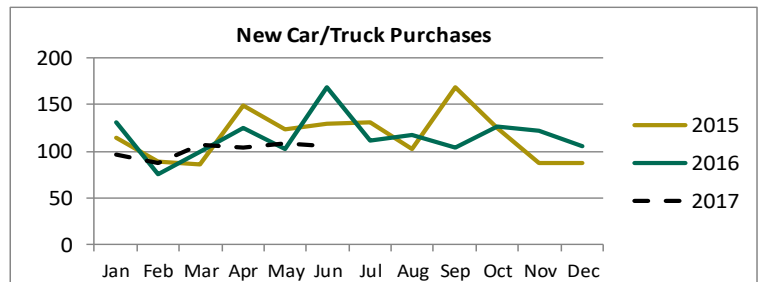
Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2015 to 06/2017.

New Light Vehicle Purchases & Sales

WASHINGTON PARISH

	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
New Car/Truck Purchases	111	117	104	127	122	105	96	88	107	104	108	106
% Change vs Prior Year	-15.3%	14.7%	-38.5%	1.6%	40.2%	-6.3%	-26.7%	17.3%	8.1%	-16.8%	5.9%	-36.9%
Purchases within Parish	11	8	6	12	9	3	6	8	6	10	4	6
New Car/Truck Sales*	15	10	8	16	13	4	8	9	10	13	4	8
% Change vs Prior Year	25.0%	-47.4%	-52.9%	-20.0%	30.0%	-73.3%	-55.6%	80.0%	-37.5%	30.0%	-66.7%	-55.6%

	3Q-16	4Q-16	1Q-17	2Q-17
New Car/Truck Purchases	332	354	291	318
% Change vs Prior Year	-17.4%	9.3%	-4.6%	-19.5%
Purchases within Parish	25	24	20	20
New Car/Truck Sales*	33	33	27	25
% Change vs Prior Year	-31.3%	-26.7%	-30.8%	-37.5%



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

* = Includes only new vehicle sales within Louisiana

SOUTHEASTERN

Southeastern student lands marketing internship, experience with Uber, and job offer

Southeastern Louisiana University senior Zachary Harrison is uber excited about his recent marketing internship. And, it's for good reason.

When Harrison was looking for an internship, he was hoping to gain actual experience he could utilize to gain employment when he graduates next year.

That is precisely what he got when he landed an internship with the international advertising agency Universal McCann. Working in Los Angeles last summer, Harrison was appointed to a team developing a major marketing and advertising proposal for the expanding ride-hailing service Uber.

Working with four other interns, the team developed a report and presented their results to Uber on how the company can get current consumers to use the service in new ways.

"Uber is linked with being a designated driver or airport transportation service," he explained. "Our objective was to shed light that Uber can be used for any kind of short distance transportation, such as commuting to work, fitness exercising, even tailgating."

He attributed landing the position to the encouragement and assistance he received from his Southeastern professors, including help in the application and interview process, and the knowledge he gained in his course work that provided a basis for the internship experience.

Harrison is one of an increasing number Southeastern students who are working in internship and other opportunities designed to provide them with real-world experience that can open doors for future employment.

Jones added that Harrison performed so well in his internship that Universal McCann has offered him a full time position with the company following graduation.

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



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- Southeast Louisiana Business Center
- College of Business

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

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