

Economic Reporter

Promoting Economic Development in Southeast Louisiana

Summer 2019

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NATIONAL

U.S. Economy

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U. S. real gross domestic product grew at a 3.1 percent annual rate during the first quarter of 2019. Year-over-year, 1Q2019 real GDP was 3.2 percent higher than in the first quarter of 2018.

Total civilian employment for the first quarter of 2019 rose 1.2 percent compared to the first quarter of 2018, while the labor force grew by 1.0 percent. This led to a decline in the unemployment rate from 4.1 percent in 1Q2018 to 3.9 percent in 1Q2019.

A survey of professional forecasters released in May 2019 by the Federal Reserve Bank of Philadelphia projects U.S. Real GDP to grow by 2.6, 2.0, 1.9, and 2.3 percent in 2019, 2020, 2021, and 2022, respectively.

Most of these forecasts are slightly higher than the same panel's March 2019 estimates of 2.4, 2.0, 1.8, and 2.1 percent in 2019, 2020, 2021, and 2022, respectively.

EMPLOYMENT (Seasonally Adjusted)

UNITED STATES (Numbers in Thousands)

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Labor Force	161,551	161,667	162,129	162,209	161,802	162,055	162,694	162,821	163,240	163,229	163,184	162,960
% Change vs Prior Year	0.9%	1.1%	1.3%	1.1%	0.7%	0.5%	1.4%	1.4%	1.6%	1.3%	0.8%	0.8%
Total Employment	155,216	155,539	155,592	155,964	155,604	156,069	156,582	156,803	156,945	156,694	156,949	156,748
% Change vs Prior Year	1.3%	1.7%	1.6%	1.6%	1.3%	1.1%	1.8%	1.9%	1.9%	1.4%	1.1%	1.0%
Total Nonfarm Emp.	148,475	148,745	149,007	149,185	149,467	149,575	149,852	150,048	150,275	150,587	150,643	150,832
% Change vs Prior Year	1.6%	1.7%	1.7%	1.7%	1.7%	1.8%	1.8%	1.8%	1.8%	1.9%	1.7%	1.7%
Unemployment Rate	3.9%	3.8%	4.0%	3.8%	3.8%	3.7%	3.8%	3.7%	3.9%	4.0%	3.8%	3.8%
% Change vs Prior Year	-0.5%	-0.6%	-0.3%	-0.5%	-0.6%	-0.5%	-0.3%	-0.5%	-0.2%	-0.1%	-0.3%	-0.2%

	2Q17	3Q17	4Q17	1Q18
Labor Force	161,782	162,022	162,918	163,124
% Change vs Prior Year	1.1%	0.8%	1.5%	1.0%
Total Employment	155,449	155,879	156,777	156,797
% Change vs Prior Year	1.5%	1.3%	1.8%	1.2%
Total Nonfarm Emp.	148,742	149,409	150,058	150,687
% Change vs Prior Year	1.6%	1.7%	1.8%	1.8%
Unemployment Rate	3.9%	3.8%	3.8%	3.9%
% Change vs Prior Year	-0.4%	-0.5%	-0.4%	-0.2%

Total Employment (000s)

Source: U.S. Bureau of Labor Statistics

STATE

Louisiana Economy

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Total state employment for the first quarter of 2019 increased 0.2 percent from the previous quarter but fell 0.4 percent compared to 1Q2018.

The statewide labor force for 1Q2019 increased 0.1 percent over the previous quarter but declined 0.3 percent compared to 1Q2018.

The unemployment rate increased from 4.7 percent in 1Q2018 to 4.8 percent in 1Q2019.

Initial unemployment insurance claims in 1Q2019 were down 9.2 percent compared to 1Q2018, and continuing claims were down 14.8 percent.

Estimated statewide taxable retail sales (not including motor vehicles) in 1Q2019 fell 1.6 percent compared to 1Q2018.

Seasonally-adjusted state personal income in 4Q2018 (the latest data available) increased 1.1 percent from the previous quarter and 4.5 percent compared to 4Q2017. Year-over-year,

net earnings rose 4.8 percent, dividends, interest, and rent increased 3.2 percent, and personal transfer receipts rose by 4.6 percent.

Industries contributing the most year-over-year growth in earnings in 2018 were *Construction* (+\$1.4 billion), *Manufacturing* (+\$688 million), and *Health care and social assistance* (+\$580 million).

The only industries with year-over-year declines in earnings were *Management of companies and enterprises* (-\$246 million) and *Information* (-\$35 million).

On a percentage basis the largest gainers were *Farm earnings* (+35.0 percent), *Mining* (+11.7 percent), and *Construction* (+11.1 percent), with the decliners *Management of companies and enterprises* and *Information* down -9.6 and -2.0 percent, respectively.

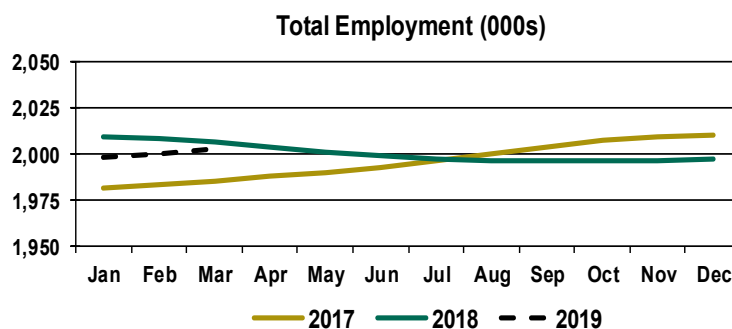
EMPLOYMENT (Seasonally Adjusted)

LOUISIANA (Numbers in Thousands)

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Labor Force	2,108	2,107	2,105	2,102	2,100	2,099	2,099	2,099	2,100	2,101	2,103	2,102
% Change vs Prior Year	0.3%	0.3%	0.2%	0.0%	-0.1%	-0.3%	-0.4%	-0.4%	-0.4%	-0.3%	-0.2%	-0.3%
Total Employment	2,004	2,002	1,999	1,997	1,996	1,996	1,997	1,997	1,997	1,999	2,000	2,003
% Change vs Prior Year	0.8%	0.6%	0.3%	0.0%	-0.2%	-0.4%	-0.5%	-0.6%	-0.6%	-0.5%	-0.4%	-0.2%
Total Nonfarm Emp.	1,982	1,981	1,981	1,982	1,986	1,986	1,987	1,984	1,982	1,984	1,981	1,985
% Change vs Prior Year	0.5%	0.3%	0.5%	0.6%	0.7%	0.8%	0.8%	0.7%	0.5%	0.5%	0.4%	0.0%
Unemployment Rate	4.9%	5.0%	5.0%	5.0%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%	4.7%
% Change vs Prior Year	-0.5%	-0.3%	-0.1%	0.0%	0.1%	0.1%	0.2%	0.2%	0.3%	0.2%	0.1%	-0.1%

	2Q18	3Q18	4Q18	1Q19
Labor Force	2,106	2,101	2,099	2,102
% Change vs Prior Year	0.3%	-0.1%	-0.4%	-0.3%
Total Employment	2,002	1,997	1,997	2,001
% Change vs Prior Year	0.6%	-0.2%	-0.6%	-0.4%
Total Nonfarm Emp.	1,981	1,984	1,985	1,983
% Change vs Prior Year	0.4%	0.7%	0.7%	0.3%
Unemployment Rate	5.0%	4.9%	4.9%	4.8%
% Change vs Prior Year	-0.3%	0.1%	0.2%	0.1%

Source: Louisiana Department of Labor, Labor Market Statistics



REGIONAL

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Northshore Employment

Total employment among Northshore residents in 1Q2019 was down 0.4 percent from the prior quarter but up 0.4 percent over 1Q2018. The total civilian work force in 1Q2019 was down 0.2 percent from the prior quarter but also up 0.4 percent compared to 1Q2018.

With both employment and the labor force increasing by 0.4 percent, the Northshore unemployment rate for 1Q2019 was unchanged from the 4.2 percent of 1Q2018.

EMPLOYMENT (Not seasonally adjusted)

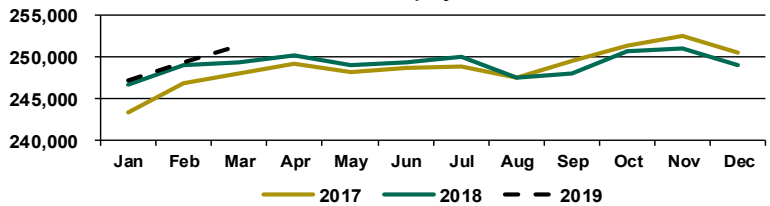
NORTHSHORE REGION

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Labor Force	260,970	260,551	264,645	264,292	260,845	260,225	262,092	261,511	259,378	259,970	260,258	260,796
% Change vs Prior Year	0.0%	0.1%	0.5%	0.6%	-0.1%	-0.5%	0.2%	-0.3%	-0.2%	0.7%	0.3%	0.2%
Total Employment	250,178	249,088	249,297	250,020	247,544	248,118	250,737	251,097	248,992	247,200	249,448	251,329
% Change vs Prior Year	0.4%	0.3%	0.2%	0.5%	0.0%	-0.6%	-0.3%	-0.5%	-0.6%	0.2%	0.2%	0.8%
Unemployment Rate	4.1%	4.4%	5.8%	5.4%	5.1%	4.7%	4.3%	4.1%	4.1%	4.9%	4.2%	3.6%
% Change vs Prior Year	-0.4%	-0.2%	0.3%	0.1%	-0.1%	0.1%	0.4%	0.2%	0.4%	0.4%	0.1%	-0.6%

	2Q18	3Q18	4Q18	1Q19
Labor Force	262,055	261,787	260,994	260,341
% Change vs Prior Year	0.2%	0.0%	-0.1%	0.4%
Total Employment	249,521	248,561	250,275	249,326
% Change vs Prior Year	0.3%	0.0%	-0.5%	0.4%
Unemployment Rate	4.8%	5.1%	4.2%	4.2%
% Change vs Prior Year	-0.1%	0.0%	0.3%	0.0%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program

Total Employment



Northshore Estimated Retail Sales

Northshore retail sales for 1Q2019 averaged \$784 million per month, an increase of 3.7 percent compared to 1Q2018. Sales were unchanged in Livingston Parish and increased in the other four

parishes - ranging from 0.4 percent in Tangipahoa Parish to 12.0 percent in St. Helena. (Note: St. Helena's collections may have been increased by audit findings related to prior quarters.)

ESTIMATED RETAIL SALES

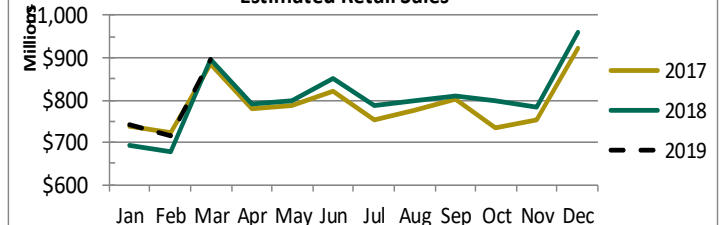
NORTHSHORE REGION

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Estimated Retail Sales (mil.)	\$792.10	\$798.81	\$851.74	\$785.37	\$796.58	\$809.25	\$798.38	\$783.05	\$959.02	\$742.45	\$714.02	\$894.53
% Change vs Prior Month	-11.5%	0.8%	6.6%	-7.8%	1.4%	1.6%	-1.3%	-1.9%	22.5%	-22.6%	-3.8%	25.3%
% Change vs. Prior Year	1.8%	1.4%	3.6%	4.3%	2.9%	1.0%	8.7%	4.2%	3.9%	6.9%	5.5%	-0.1%

	2Q18	3Q18	4Q18	1Q19
Average Monthly Sales (mil.)	\$814.22	\$797.07	\$846.82	\$783.67
% Change vs. Prior Quarter	7.8%	-2.1%	6.2%	-7.5%
% Change vs Prior Year	2.3%	2.7%	5.5%	3.7%

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
 Washington Parish Sheriff's Office - Sales and Use Tax Department

Estimated Retail Sales



Northshore Residential Building Permits

The number of residential building permits issued in the Northshore region during 1Q2019 (excluding St. Helena Parish—for which data were not available) was up 21.4 percent compared to the first quarter of 2018, and the number of permitted units was up 41.1 percent.

Year-over-year permitted unit counts were down 25.0 percent in Washington Parish but up in the other three parishes — ranging from +0.5 percent in Livingston to +128.7 percent in Tangipahoa.

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)												
	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Total Permits	298	318	342	249	285	255	321	188	241	295	292	336
% Change vs Prior Year	13.3%	7.8%	15.2%	9.7%	0.7%	-6.9%	15.9%	-17.9%	20.5%	13.0%	52.9%	9.1%
Total Units	404	322	550	251	289	258	331	189	241	412	294	369
% Change vs Prior Year	52.5%	8.8%	85.2%	10.6%	2.1%	-6.9%	18.6%	-17.5%	-31.1%	56.7%	53.9%	19.8%

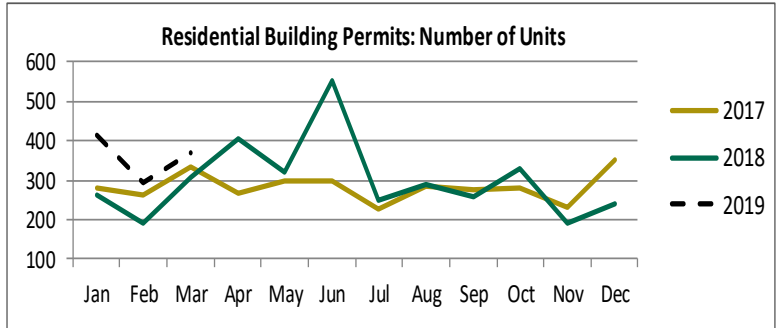
	2QT-18	3QT-18	4QT-18	1QT-19
Total Permits	958	789	750	923
% Change vs Prior Year	12.0%	0.6%	6.2%	21.4%
Total Units	1,276	798	761	1,075
% Change vs Prior Year	48.7%	1.4%	-11.3%	41.1%

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

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

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

Washington Parish -- Washington Parish Permit Office, <http://censtats.census.gov>



Northshore Residential Home Sales

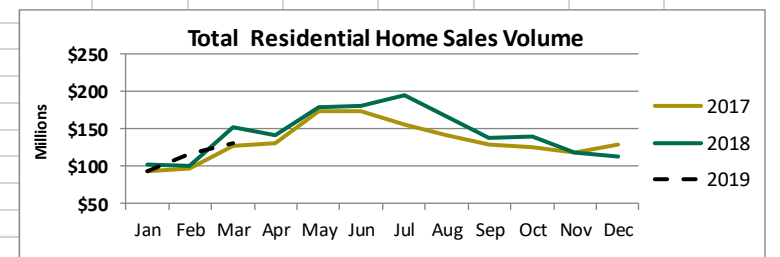
There were 1,593 Northshore homes sold during 1Q2019 at an average price of \$214,758. The

number sold and the average price were down 3.7 and 0.1 percent, respectively, from 1Q2018.

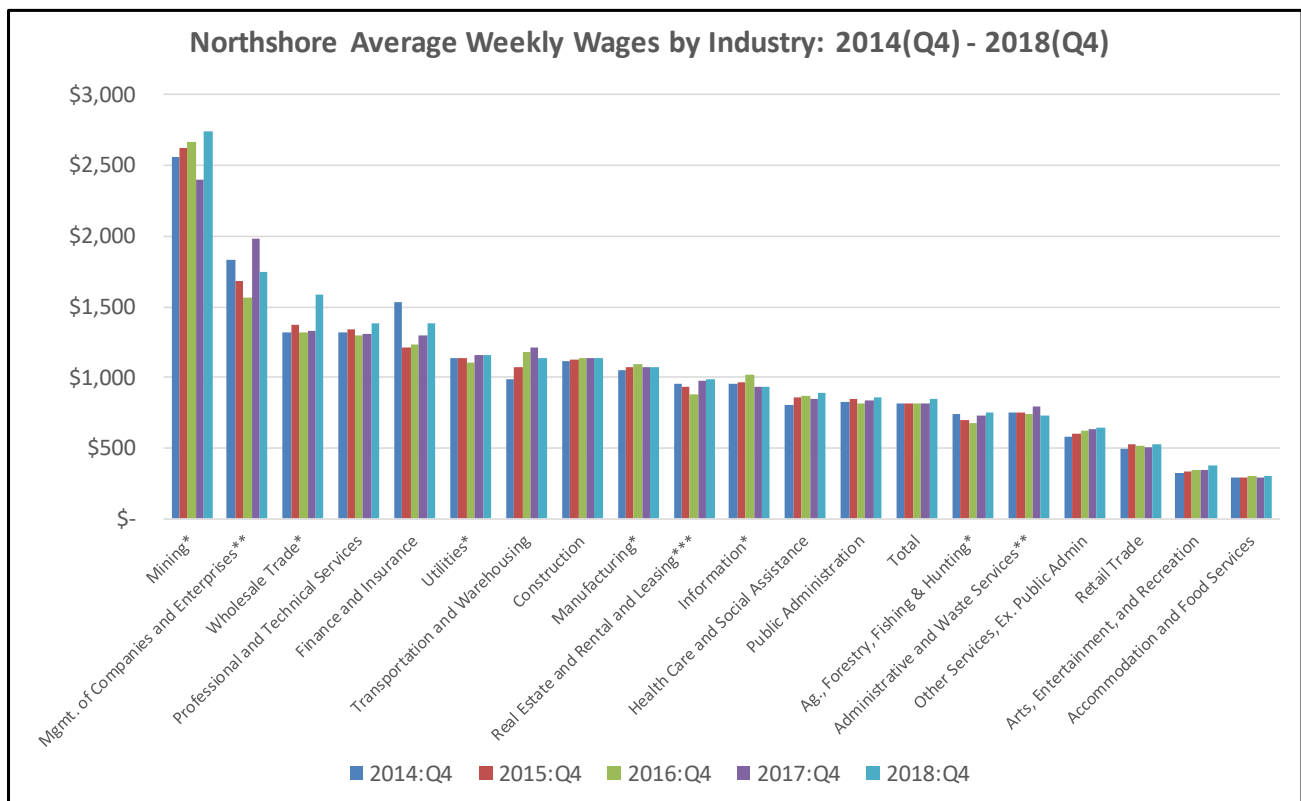
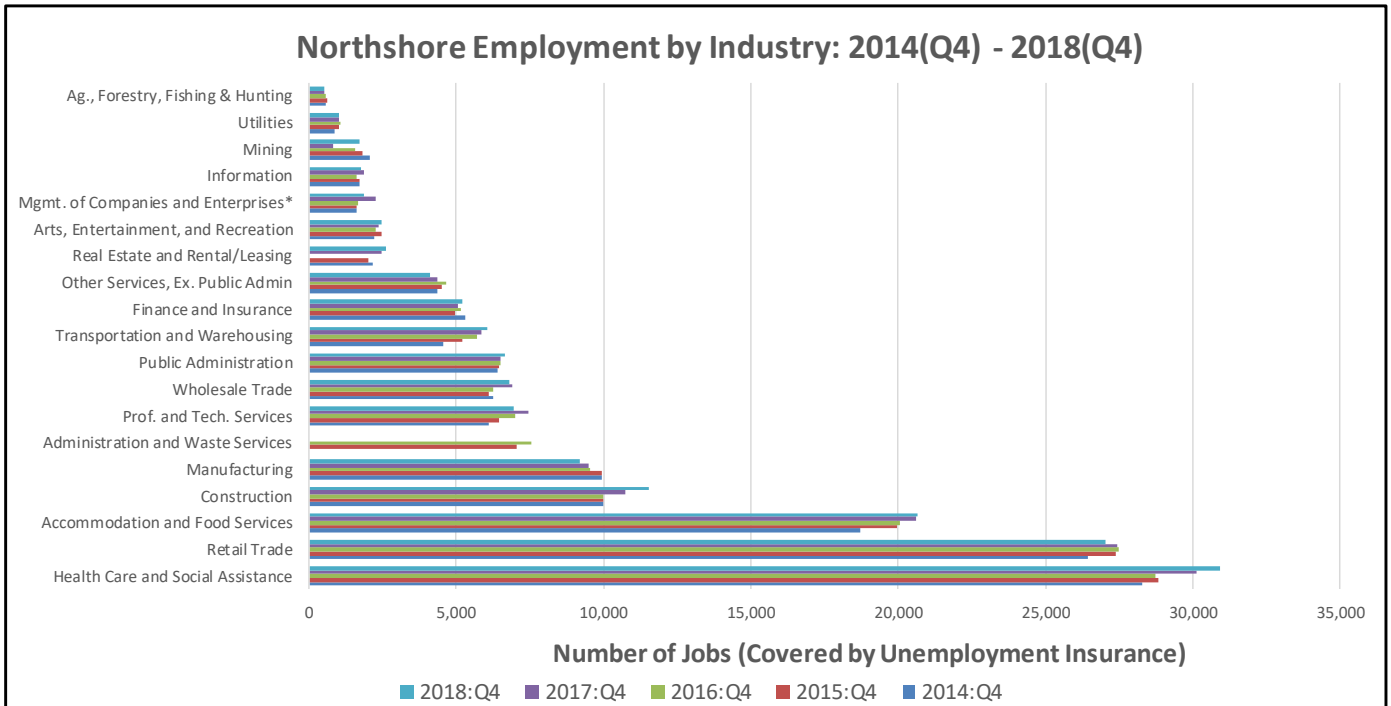
RESIDENTIAL HOME SALES												
NORTHSHORE REGION												
	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
Number of Homes Sold	668	768	796	846	738	626	637	559	516	435	561	597
% Change vs Prior Year	3.2%	-0.5%	7.3%	23.0%	12.3%	5.7%	10.4%	1.5%	-13.6%	-6.7%	15.2%	-15.0%
Total Sales Volume (mil.)	\$142.0	\$179.3	\$180.0	\$195.5	\$166.5	\$137.5	\$140.1	\$119.2	\$112.4	\$93.7	\$117.3	\$131.1
% Change vs Prior Year	8.9%	3.3%	3.6%	24.7%	17.1%	7.1%	11.5%	0.1%	-13.5%	-7.9%	16.0%	-14.3%
Average Selling Price	\$212,515	\$233,460	\$226,102	\$231,062	\$225,552	\$219,621	\$219,871	\$213,174	\$217,878	\$215,464	\$209,081	\$219,578
% Change vs Prior Year	5.5%	3.8%	-3.4%	1.4%	4.2%	1.3%	1.0%	-1.3%	0.1%	-1.4%	0.7%	0.8%

	2QT-18	3QT-18	4QT-18	1QT-19
Number of Homes Sold	2,232	2,210	1,712	1,593
% Change vs Prior Year	3.3%	14.1%	-0.8%	-3.7%
Total Sales Volume (mil.)	\$501.2	\$499.4	\$371.6	\$342.1
% Change vs Prior Year	4.9%	16.9%	-0.8%	-3.9%
Average Selling Price	\$224,567	\$225,981	\$217,084	\$214,758
% Change vs Prior Year	1.6%	2.4%	0.0%	-0.1%

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



Northshore Employment and Average Weekly Wages by Industry: 2014(Q4) - 2018(Q4)



Data from Bureau of Labor Statistics: Quarterly Census of Employment and Wages (QCEW)

* - Does not include St. Helena Parish; ** - based on data from St. Tammany, Tangipahoa, and Washington parishes ONLY; *** - 2016Q4 based on data from St. Tammany, Tangipahoa, and Washington parishes ONLY

LOCAL

Livingston Parish

Both the number of employed Livingston Parish residents and the civilian labor force in 1Q2019 were unchanged from their levels in the first quarter of 2018.

This resulted in the unemployment rate in 1Q2019 also being unchanged from the 3.8 percent of 1Q2018.

The value of taxable retail sales in 1Q2019 averaged \$152.6 million per month, unchanged from 1Q2018.

The number of residential building permits issued in 1Q2019 was up slightly (+0.5 percent) compared to the first quarter of 2018.

The number of homes sold in 1Q2019 was down 5.8 percent compared to 1Q2018, but the average price increased 7.5 percent to \$192,791, resulting in total residential sales volume increasing by 1.2 percent.

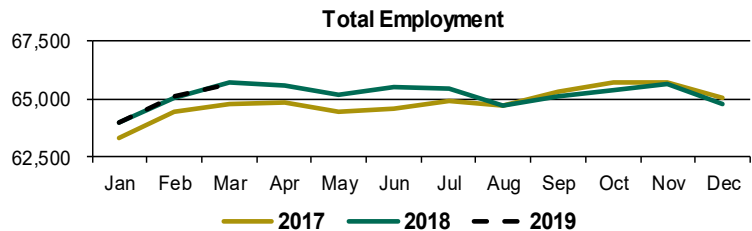
Livingston Parish residents purchased 1,260 new cars and light trucks in 1Q2019, down 10.1 percent from 1,402 in 1Q2018.

EMPLOYMENT

LIVINGSTON PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Labor Force	68,061	67,826	68,970	68,693	67,755	67,937	68,051	68,092	67,181	66,944	67,611	67,819
% Change vs Prior Year	0.7%	0.9%	1.6%	0.8%	-0.1%	-0.2%	0.0%	0.0%	-0.1%	0.4%	0.2%	-0.7%
Total Employment	65,551	65,147	65,480	65,433	64,708	65,134	65,396	65,646	64,758	63,995	65,072	65,602
% Change vs Prior Year	1.1%	1.1%	1.4%	0.8%	0.0%	-0.3%	-0.5%	-0.1%	-0.5%	0.0%	0.0%	-0.2%
Unemployment Rate	3.7%	3.9%	5.1%	4.7%	4.5%	4.1%	3.9%	3.6%	3.6%	4.4%	3.8%	3.3%
% Change vs Prior Year	-0.4%	-0.2%	0.1%	0.1%	-0.1%	0.1%	0.4%	0.1%	0.3%	0.4%	0.2%	-0.5%

	2QT-18	3QT-18	4QT-18	1QT-19
Labor Force	68,286	68,128	67,775	67,458
% Change vs Prior Year	1.0%	0.2%	-0.1%	0.0%
Total Employment	65,393	65,092	65,267	64,890
% Change vs Prior Year	1.2%	0.1%	-0.4%	0.0%
Unemployment Rate	4.2%	4.5%	3.7%	3.8%
% Change vs Prior Year	-0.2%	0.0%	0.3%	0.0%



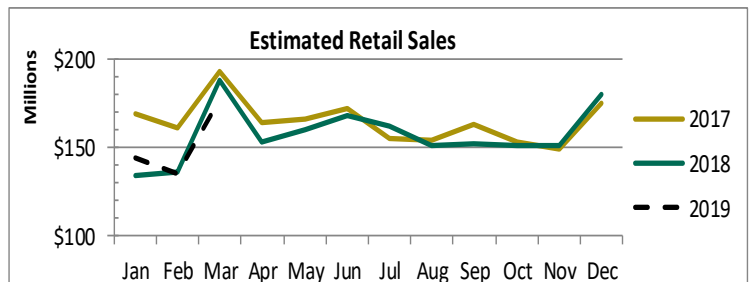
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

LIVINGSTON PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Estimated Retail Sales (mil.)	\$153.69	\$159.84	\$168.64	\$161.77	\$151.21	\$152.46	\$151.32	\$151.37	\$180.29	\$144.47	\$135.67	\$177.65
% Change vs Prior Month	-18.2%	4.0%	5.5%	-4.1%	-6.5%	0.8%	-0.7%	0.0%	19.1%	-19.9%	-6.1%	30.9%
% Change vs. Prior Year	-6.6%	-4.0%	-2.0%	4.2%	-2.2%	-6.8%	-0.9%	1.2%	3.0%	7.9%	-0.1%	-5.5%

	2QT-18	3QT-18	4QT-18	1QT-19
Average Monthly Sales (mil.)	\$160.73	\$155.15	\$160.99	\$152.60
% Change vs. Prior Quarter	5.3%	-3.5%	3.8%	-5.2%
% Change vs Prior Year	-4.2%	-1.7%	1.2%	0.0%



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

Livingston Parish—continued

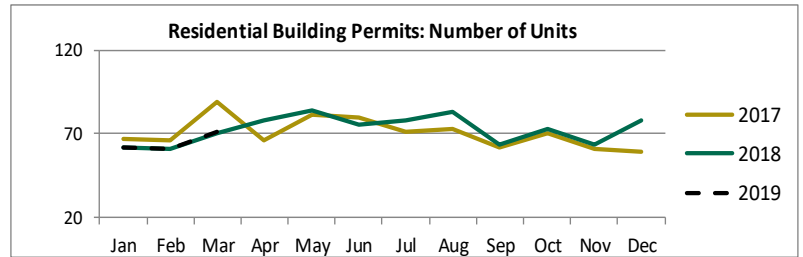
RESIDENTIAL BUILDING PERMITS

LIVINGSTON PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Total Permits	78	84	75	76	81	61	73	63	78	62	61	71
% Change vs Prior Year	18.2%	3.7%	-6.3%	7.0%	11.0%	-1.6%	4.3%	3.3%	32.2%	0.0%	0.0%	1.4%
Total Units	78	84	75	78	83	63	73	63	78	62	61	71
% Change vs Prior Year	18.2%	3.7%	-6.3%	9.9%	13.7%	1.6%	4.3%	3.3%	32.2%	0.0%	0.0%	1.4%

	2Q-18	3Q-18	4Q-18	1Q-19
Total Permits	237	218	214	194
% Change vs Prior Year	4.4%	5.8%	12.6%	0.5%
Total Units	237	224	214	194
% Change vs Prior Year	4.4%	8.7%	12.6%	0.5%

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

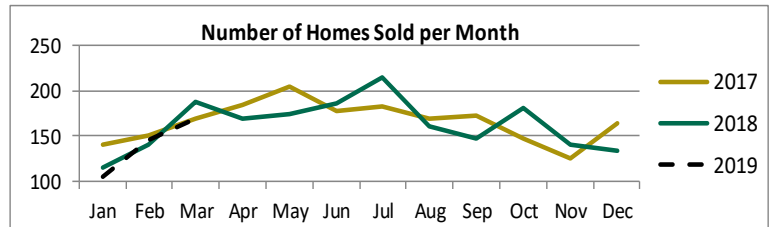


RESIDENTIAL HOME SALES

LIVINGSTON PARISH

	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
Number of Homes Sold	169	174	186	215	161	148	181	140	133	105	145	169
% Change vs Prior Year	-8.6%	-14.7%	5.1%	18.1%	-5.3%	-14.0%	22.3%	11.1%	-19.4%	-9.5%	2.8%	-10.1%
Total Sales Volume (mil.)	\$29.5	\$32.2	\$34.8	\$41.2	\$30.5	\$28.3	\$33.2	\$25.9	\$24.8	\$20.4	\$28.5	\$31.9
% Change vs Prior Year	-5.9%	-13.8%	3.2%	24.8%	-0.9%	-13.9%	20.4%	14.9%	-18.4%	-3.3%	17.6%	-7.5%
Median Selling Price	\$170,000	\$170,000	\$175,000	\$179,000	\$180,000	\$179,950	\$170,000	\$179,700	\$186,000	\$179,200	\$177,500	\$178,000
% Change vs Prior Year	3.7%	1.8%	-0.1%	2.6%	1.0%	3.0%	-3.1%	5.7%	6.9%	2.4%	4.5%	1.7%

	2Q-18	3Q-18	4Q-18	1Q-19
Number of Homes Sold	529	524	454	419
% Change vs Prior Year	-6.5%	0.0%	3.4%	-5.8%
Total Sales Volume (mil.)	\$96.5	\$100.0	\$83.8	\$80.8
% Change vs Prior Year	-5.8%	3.5%	4.2%	1.2%
Average Selling Price	\$182,378	\$190,914	\$184,632	\$192,791
% Change vs Prior Year	0.8%	3.5%	0.8%	7.5%



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

New Light Vehicle Purchases & Sales

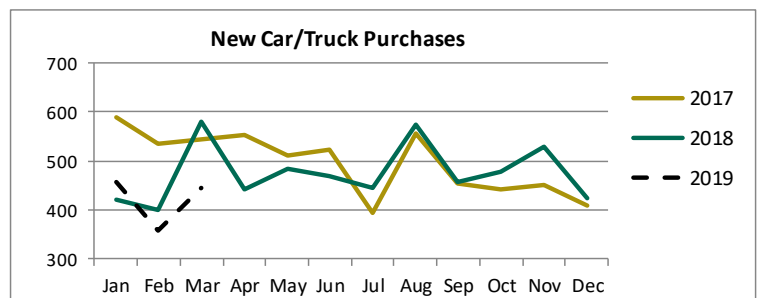
LIVINGSTON PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
New Car/Truck Purchases	443	485	469	446	575	456	478	528	423	457	357	446
% Change vs Prior Year	-20.0%	-5.3%	-10.2%	13.5%	3.4%	0.7%	7.9%	17.3%	3.2%	8.3%	-10.5%	-23.2%
Purchases within Parish	83	99	64	106	86	92	109	100	84	103	77	92
New Car/Truck Sales*	189	231	161	246	220	207	228	266	166	213	171	184
% Change vs Prior Year	133.3%	97.4%	42.5%	161.7%	64.2%	132.6%	65.2%	79.7%	37.2%	32.3%	33.6%	-31.1%

	2Q-18	3Q-18	4Q-18	1Q-19
New Car/Truck Purchases	1,397	1,477	1,429	1,260
% Change vs Prior Year	-12.0%	5.3%	9.7%	-10.1%
Purchases within Parish	246	284	293	272
New Car/Truck Sales*	581	673	660	568
% Change vs Prior Year	86.8%	112.3%	62.2%	2.2%

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 first quarter of 2019 was unchanged compared to 1Q2018. The labor force contracted by 0.5 percent, leading to a decrease in the unemployment rate from 6.2 percent in 1Q2018 to 5.8 percent in 1Q2019.

Sales tax collections within St. Helena Parish in the first quarter of 2019 (including some audit assessments) grew 12.0 percent compared to 1Q2018.

Building permit data were not available for St. Helena Parish for 1Q2019.

There were three homes sold in St. Helena Parish in 1Q2019 at an average price of \$172,333. This was the same number sold in 1Q2018, but the average price was down 10.4 percent.

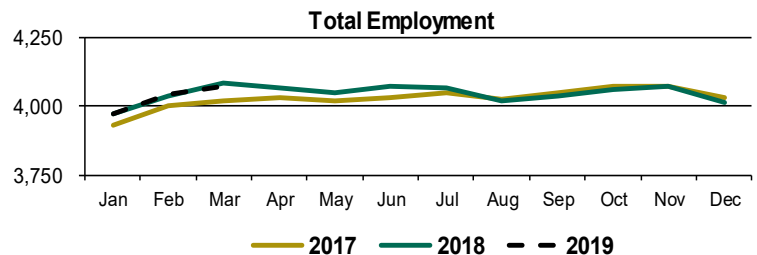
St. Helena Parish residents purchased 43 new cars and light trucks in 1Q2019, up 10.3 percent from 39 in 1Q2018.

EMPLOYMENT

ST. HELENA PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Labor Force	4,314	4,320	4,439	4,412	4,347	4,318	4,325	4,314	4,269	4,264	4,283	4,274
% Change vs Prior Year	0.6%	0.8%	1.4%	0.7%	-0.1%	-0.2%	0.1%	0.0%	-0.1%	0.3%	-0.5%	-1.3%
Total Employment	4,067	4,050	4,071	4,066	4,016	4,039	4,058	4,069	4,013	3,969	4,041	4,073
% Change vs Prior Year	0.9%	0.8%	1.0%	0.5%	-0.2%	-0.2%	-0.3%	0.0%	-0.5%	0.0%	0.2%	-0.2%
Unemployment Rate	5.7%	6.3%	8.3%	7.8%	7.6%	6.5%	6.2%	5.7%	6.0%	6.9%	5.7%	4.7%
% Change vs Prior Year	-0.3%	0.0%	0.4%	0.2%	0.0%	0.1%	0.3%	0.0%	0.4%	0.3%	-0.6%	-1.0%

	2Q18	3Q18	4Q18	1Q19
Labor Force	4,358	4,359	4,303	4,274
% Change vs Prior Year	0.9%	0.1%	0.0%	-0.5%
Total Employment	4,063	4,040	4,047	4,028
% Change vs Prior Year	0.9%	0.0%	-0.3%	0.0%
Unemployment Rate	6.8%	7.3%	5.9%	5.8%
% Change vs Prior Year	0.0%	0.1%	0.2%	-0.5%



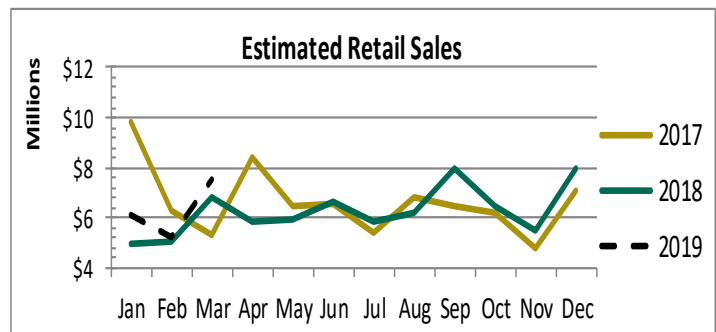
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. HELENA PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Estimated Retail Sales (mil.)	\$5.81	\$5.87	\$6.65	\$5.81	\$6.17	\$8.00	\$6.47	\$5.51	\$7.92	\$6.06	\$5.19	\$7.54
% Change vs Prior Month	-14.4%	1.2%	13.2%	-12.7%	6.3%	29.7%	-19.1%	-14.8%	43.7%	-23.5%	-14.4%	45.3%
% Change vs. Prior Year	-30.9%	-9.2%	1.0%	8.3%	-9.1%	24.6%	5.0%	15.2%	11.7%	22.9%	2.6%	11.1%

	2Q18	3Q18	4Q18	1Q19
Average Monthly Sales (mil.)	\$6.11	\$6.66	\$6.63	\$6.26
% Change vs. Prior Quarter	9.3%	9.0%	-0.4%	-5.6%
% Change vs Prior Year	-14.6%	7.6%	10.3%	12.0%



Source: St. Helena Parish Sheriff's Office

St. Helena Parish—continued

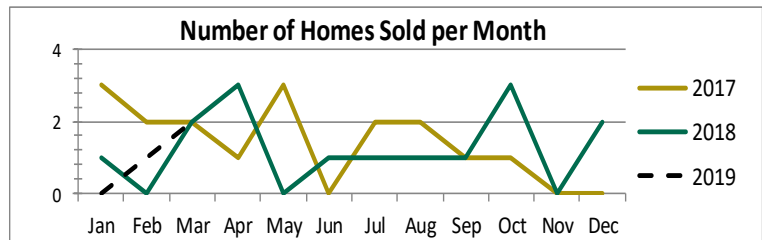
Building permit data not available.

RESIDENTIAL HOME SALES

ST HELENA PARISH

	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
Number of Homes Sold	3	-	1	1	1	1	3	-	2	-	1	2
% Change vs Prior Year	200.0%	-100.0%	#DIV/0!	-50.0%	-50.0%	0.0%	200.0%	#DIV/0!	#DIV/0!	-100.0%	#DIV/0!	0.0%
Total Sales Volume (mil.)	\$0.2	\$0.0	\$0.1	\$0.5	\$0.2	\$0.0	\$0.5	\$0.0	\$0.4	\$0.0	\$0.1	\$0.4
% Change vs Prior Year	60.7%	-100.0%	#DIV/0!	255.5%	-6.8%	-80.8%	1463.4%	#DIV/0!	#DIV/0!	-100.0%	#DIV/0!	11.3%
Average Selling Price	\$53,833	#DIV/0!	\$95,000	\$455,000	\$245,000	\$25,000	\$151,133	#DIV/0!	\$202,500	#DIV/0!	\$75,000	\$221,000
% Change vs Prior Year	-46.4%	#DIV/0!	#DIV/0!	610.9%	86.3%	-80.8%	421.1%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	11.3%

	2QT-18	3QT-18	4QT-18	1QT-19
Number of Homes Sold	4	3	5	3
% Change vs Prior Year	0.0%	-40.0%	400.0%	0.0%
Total Sales Volume (mil.)	\$0.3	\$0.7	\$0.9	\$0.5
% Change vs Prior Year	-62.9%	39.2%	2860.0%	-10.4%
Average Selling Price	\$64,125	\$241,667	\$171,680	\$172,333
% Change vs Prior Year	-62.9%	131.9%	492.0%	-10.4%



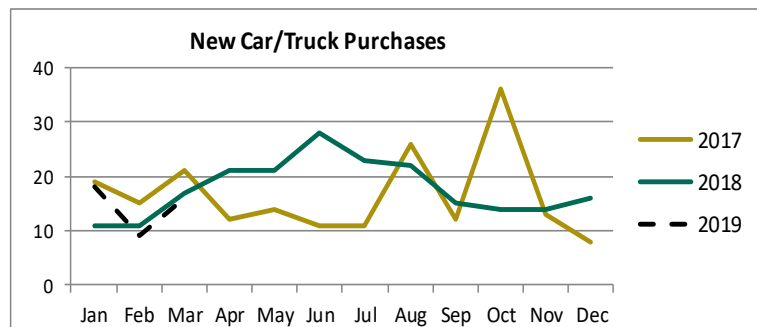
Source: Based on information from the Greater Baton Rouge Association of REALTORS® and Gulf South Real Estate Information Network, Inc.

New Light Vehicle Purchases & Sales

ST. HELENA PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
New Car/Truck Purchases	21	21	28	23	22	15	14	14	16	18	9	16
% Change vs Prior Year	75.0%	50.0%	154.5%	109.1%	-15.4%	25.0%	-61.1%	7.7%	100.0%	63.6%	-18.2%	-5.9%
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

	2QT-18	3QT-18	4QT-18	1QT-19
New Car/Truck Purchases	70	60	44	43
% Change vs Prior Year	89.2%	22.4%	-22.8%	10.3%
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

Both the number of employed St. Tammany Parish residents and the civilian labor force in 1Q2019 increased by 0.7 percent compared to 1Q2018. The unemployment rate declined slightly from 3.9 percent in 1Q2018 to 3.8 percent in 1Q2019.

The value of taxable retail sales in St. Tammany Parish averaged \$407.2 million per month in 1Q2019, an increase of 6.3 percent compared to the first quarter of 2018.

Building permits for residential units in 1Q2019 increased by 39.9 percent from the previous

quarter and were up 23.7 percent compared to the first quarter of 2018.

The number of homes sold in St. Tammany Parish in 1Q2019 was down 4.9 percent compared to 1Q2018 and the average selling price declined by 1.1 percent, leading to a 5.9 percent drop in total residential sales volume.

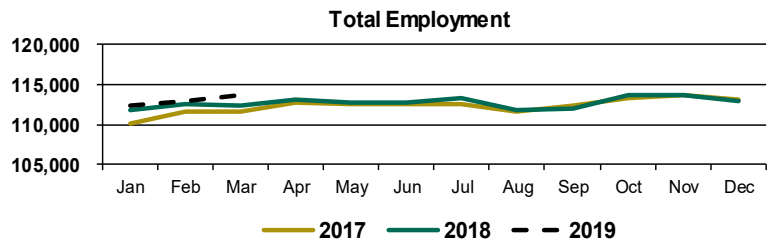
St. Tammany Parish residents purchased 2,917 cars and light trucks in 1Q2019, down 2.5 percent from 2,992 in 1Q2018. Approximately 58.0 percent of purchases in 1Q2019 were from dealers within St. Tammany Parish.

EMPLOYMENT

ST. TAMMANY PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Labor Force	117,657	117,485	119,041	119,302	117,302	116,964	118,452	118,152	117,237	117,701	117,293	117,674
% Change vs Prior Year	0.0%	0.0%	0.6%	1.0%	0.1%	-0.3%	0.8%	0.1%	0.2%	1.1%	0.3%	0.6%
Total Employment	113,189	112,719	112,682	113,377	111,801	111,911	113,696	113,685	112,959	112,464	112,863	113,777
% Change vs Prior Year	0.4%	0.2%	0.1%	0.8%	0.2%	-0.4%	0.4%	-0.1%	-0.1%	0.7%	0.2%	1.2%
Unemployment Rate	3.8%	4.1%	5.3%	5.0%	4.7%	4.3%	4.0%	3.8%	3.6%	4.4%	3.8%	3.3%
% Change vs Prior Year	-0.3%	-0.1%	0.4%	0.2%	-0.1%	0.1%	0.4%	0.2%	0.3%	0.4%	0.1%	-0.6%

	2QT-18	3QT-18	4QT-18	1QT-19
Labor Force	118,061	117,856	117,947	117,556
% Change vs Prior Year	0.2%	0.2%	0.4%	0.7%
Total Employment	112,863	112,363	113,447	113,035
% Change vs Prior Year	0.2%	0.2%	0.1%	0.7%
Unemployment Rate	4.4%	4.7%	3.8%	3.8%
% Change vs Prior Year	0.0%	0.1%	0.3%	0.0%



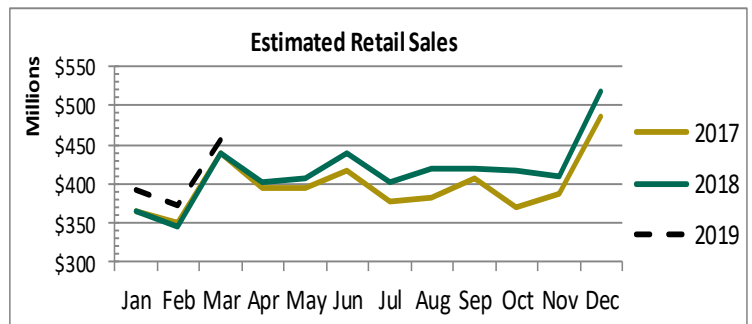
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. TAMMANY PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Estimated Retail Sales (mil.)	\$402.85	\$406.87	\$439.32	\$401.02	\$418.92	\$419.18	\$415.65	\$409.89	\$517.22	\$393.27	\$371.79	\$456.44
% Change vs Prior Month	-8.4%	1.0%	8.0%	-8.7%	4.5%	0.1%	-0.8%	-1.4%	26.2%	-24.0%	-5.5%	22.8%
% Change vs. Prior Year	2.0%	3.1%	5.7%	6.0%	9.8%	2.9%	12.5%	6.1%	6.5%	8.0%	7.7%	3.7%

	2QT-18	3QT-18	4QT-18	1QT-19
Average Monthly Sales (mil.)	\$416.35	\$413.04	\$447.59	\$407.17
% Change vs. Prior Quarter	8.7%	-0.8%	8.4%	-9.0%
% Change vs Prior Year	3.6%	6.2%	8.2%	6.3%



Source: St. Tammany Sales and Use Tax Department

St. Tammany Parish—continued

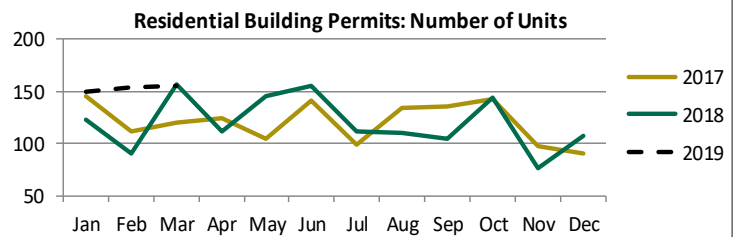
RESIDENTIAL BUILDING PERMITS

ST. TAMMANY PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Total Permits	110	144	155	112	110	105	144	76	107	149	153	155
% Change vs Prior Year	-11.3%	37.1%	9.9%	13.1%	-17.9%	-20.5%	0.7%	-21.6%	17.6%	23.1%	68.1%	-1.3%
Total Units	111	145	155	112	110	105	144	77	107	150	154	155
% Change vs Prior Year	-10.5%	38.1%	9.9%	13.1%	-17.9%	-22.2%	0.7%	-20.6%	17.6%	22.0%	69.2%	-1.3%

	2Q-18	3Q-18	4Q-18	1Q-19
Total Permits	409	327	327	457
% Change vs Prior Year	10.5%	-10.4%	-1.2%	23.8%
Total Units	411	327	328	459
% Change vs Prior Year	11.1%	-11.1%	-0.9%	23.7%

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)



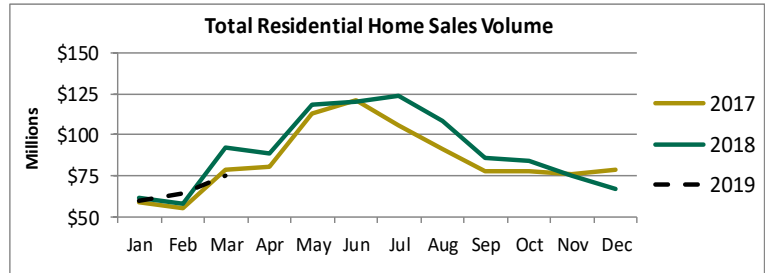
RESIDENTIAL HOME SALES

ST. TAMMANY PARISH

	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
Number of Homes Sold	364	438	461	449	414	351	324	309	264	243	268	290
% Change vs Prior Year	5.2%	1.6%	3.1%	12.3%	13.4%	11.8%	2.2%	1.3%	-12.9%	3.8%	13.1%	-21.8%
Total Sales Volume (mil.)	\$88.9	\$118.7	\$119.7	\$123.3	\$108.2	\$86.1	\$84.0	\$74.8	\$66.7	\$59.7	\$64.1	\$75.3
% Change vs Prior Year	10.4%	5.2%	-0.7%	16.7%	18.2%	10.8%	7.8%	-1.8%	-14.9%	-3.0%	11.2%	-18.5%
Average Selling Price	\$244,340	\$271,035	\$259,727	\$274,587	\$261,345	\$245,420	\$259,210	\$241,926	\$252,682	\$245,691	\$239,361	\$259,681
% Change vs Prior Year	4.9%	3.5%	-3.7%	4.0%	4.2%	-0.9%	5.5%	-3.1%	-2.3%	-6.6%	-1.7%	4.2%

	2Q-18	3Q-18	4Q-18	1Q-19
Number of Homes Sold	1,263	1,214	897	801
% Change vs Prior Year	3.2%	12.5%	-3.0%	-4.9%
Total Sales Volume (mil.)	\$327.4	\$317.6	\$225.4	\$199.2
% Change vs Prior Year	4.2%	15.5%	-3.0%	-5.9%
Average Selling Price	\$259,214	\$261,638	\$251,335	\$248,638
% Change vs Prior Year	1.0%	2.7%	0.0%	-1.1%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2017 to 03/2019.



New Light Vehicle Purchases & Sales

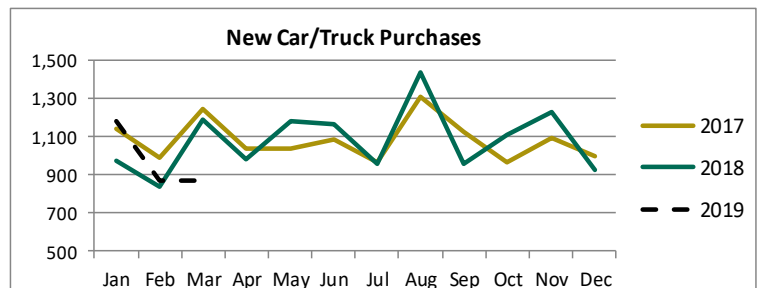
ST. TAMMANY PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
New Car/Truck Purchases	982	1,181	1,162	952	1,431	953	1,103	1,223	924	1,176	870	871
% Change vs Prior Year	-4.8%	13.9%	7.6%	-0.8%	9.3%	-15.1%	14.5%	11.9%	-7.1%	21.2%	4.4%	-26.7%
Purchases within Parish	574	705	728	561	860	563	689	756	556	710	525	458
New Car/Truck Sales*	912	1,109	1,144	889	1,393	869	1,056	1,222	874	1,066	859	746
% Change vs Prior Year	-9.3%	14.3%	13.2%	2.1%	10.1%	-19.6%	22.6%	21.7%	-2.2%	22.8%	16.4%	-30.1%

	2Q-18	3Q-18	4Q-18	1Q-19
New Car/Truck Purchases	3,325	3,336	3,250	2,917
% Change vs Prior Year	5.6%	-1.7%	6.5%	-2.5%
Purchases within Parish	2,007	1,984	2,001	1,693
New Car/Truck Sales*	3,165	3,151	3,152	2,671
% Change vs Prior Year	6.0%	-2.1%	14.2%	-0.1%

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 and the civilian labor force in 1Q2019 were both unchanged from their levels in 1Q2018, causing the unemployment rate to also be unchanged at 5.1 percent for both 1Q2018 and 1Q2019.

The value of taxable retail sales in 1Q2019 averaged \$178.3 million per month, an increase of 0.4 percent compared to 1Q2018.

The number of residential construction units permitted in 1Q2019 was up 128.7 percent compared

to 1Q2018, bolstered by several multi-unit apartment complexes.

The number of homes sold in Tangipahoa Parish in 1Q2019 declined by 0.9 percent compared to 1Q2018, while the average selling price decreased by 4.1 percent, leading to a decline in total residential sales volume of 5.0 percent.

Tangipahoa Parish residents purchased 1,114 light vehicles in 1Q2019, down 4.0 percent from 1,161 in 1Q2018. Approximately 50.8 percent of purchases in 1Q2019 were from dealers within Tangipahoa Parish.

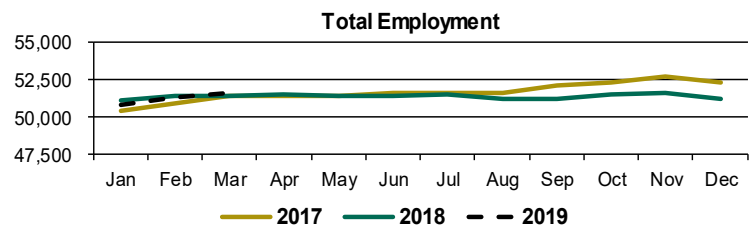
EMPLOYMENT

TANGIPAHOA PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Labor Force	54,231	54,232	55,229	55,077	54,581	54,220	54,306	54,174	54,035	54,083	54,024	53,962
% Change vs Prior Year	-0.4%	-0.5%	-0.3%	-0.4%	-0.9%	-1.6%	-0.9%	-1.9%	-1.3%	0.1%	0.1%	-0.3%
Total Employment	51,532	51,403	51,372	51,500	51,234	51,228	51,549	51,559	51,242	50,842	51,344	51,622
% Change vs Prior Year	0.2%	-0.1%	-0.4%	-0.3%	-0.8%	-1.7%	-1.4%	-2.1%	-2.1%	-0.5%	-0.1%	0.5%
Unemployment Rate	5.0%	5.2%	7.0%	6.5%	6.1%	5.5%	5.1%	4.8%	5.2%	6.0%	5.0%	4.3%
% Change vs Prior Year	-0.5%	-0.5%	0.1%	-0.1%	-0.2%	0.1%	0.5%	0.3%	0.7%	0.5%	0.1%	-0.7%

	2QT-18	3QT-18	4QT-18	1QT-19
Labor Force	54,564	54,626	54,172	54,023
% Change vs Prior Year	-0.4%	-1.0%	-1.4%	0.0%
Total Employment	51,436	51,321	51,450	51,269
% Change vs Prior Year	-0.1%	-0.9%	-1.9%	0.0%
Unemployment Rate	5.7%	6.1%	5.0%	5.1%
% Change vs Prior Year	-0.3%	-0.1%	0.5%	0.0%

Source: Labor Market Statistics, Local Area Unemployment Statistics Progra



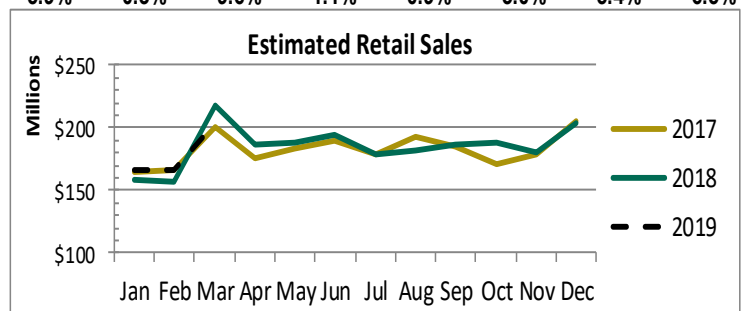
ESTIMATED RETAIL SALES

TANGIPAHOA PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Estimated Retail Sales (mil.)	\$186.46	\$188.37	\$193.71	\$179.10	\$181.12	\$186.16	\$187.36	\$180.32	\$203.72	\$166.23	\$165.57	\$203.13
% Change vs Prior Month	-14.2%	1.0%	2.8%	-7.5%	1.1%	2.8%	0.6%	-3.8%	13.0%	-18.4%	-0.4%	22.7%
% Change vs. Prior Year	6.2%	2.5%	2.5%	-0.1%	-5.9%	0.3%	9.6%	1.1%	-0.9%	5.0%	5.4%	-6.5%

	2QT-18	3QT-18	4QT-18	1QT-19
Average Monthly Sales (mil.)	\$189.51	\$182.13	\$190.47	\$178.31
% Change vs. Prior Quarter	6.7%	-3.9%	4.6%	-6.4%
% Change vs Prior Year	3.7%	-2.0%	3.0%	0.4%

Source: Sales Tax Division of the Tangipahoa Parish School System



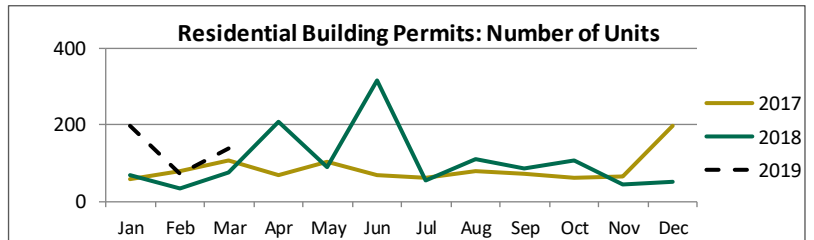
Tangipahoa Parish—continued

RESIDENTIAL BUILDING PERMITS

TANGIPAHOA PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Total Permits	103	85	109	55	109	86	95	45	50	81	72	104
% Change vs Prior Year	53.7%	-16.7%	58.0%	-8.3%	36.3%	21.1%	61.0%	-29.7%	6.4%	15.7%	118.2%	38.7%
Total Units	208	88	317	55	111	87	105	45	50	197	73	137
% Change vs Prior Year	201.4%	-14.6%	359.4%	-11.3%	38.8%	22.5%	72.1%	-29.7%	-74.6%	181.4%	121.2%	82.7%

	2Q-T-18	3Q-T-18	4Q-T-18	1Q-T-19
Total Permits	297	250	190	257
% Change vs Prior Year	24.8%	18.5%	11.8%	44.4%
Total Units	613	253	200	407
% Change vs Prior Year	154.4%	18.8%	-37.9%	128.7%



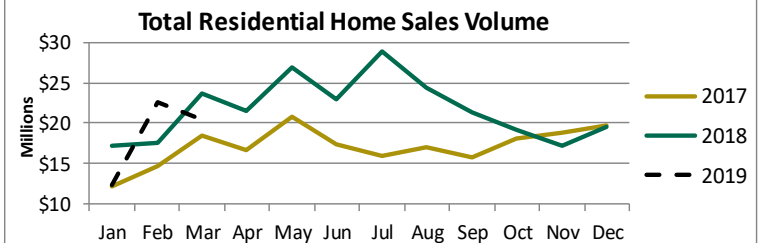
Source: Tangipahoa Parish Permit Office, City of Hammond Permit Office, City of Ponchatoula Permit Office, <http://censtats.census.gov>

RESIDENTIAL HOME SALES

TANGIPAHOA PARISH

	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
Number of Homes Sold	120	142	129	162	139	111	106	98	109	72	131	112
% Change vs Prior Year	20.0%	26.8%	29.0%	82.0%	37.6%	22.0%	11.6%	-6.7%	-4.4%	-28.0%	42.4%	-11.1%
Total Sales Volume (mil.)	\$21.6	\$26.9	\$23.0	\$28.9	\$24.3	\$21.4	\$19.2	\$17.1	\$19.6	\$12.4	\$22.6	\$20.5
% Change vs Prior Year	29.8%	30.0%	32.3%	80.5%	43.2%	35.7%	6.1%	-8.6%	-0.6%	-27.8%	28.6%	-13.4%
Average Selling Price	\$179,911	\$189,527	\$178,277	\$178,384	\$175,159	\$192,499	\$181,563	\$174,592	\$179,686	\$172,400	\$172,794	\$182,786
% Change vs Prior Year	8.2%	2.6%	2.6%	-0.8%	4.0%	11.3%	-4.9%	-2.1%	3.9%	0.3%	-9.7%	-2.6%

	2Q-T-18	3Q-T-18	4Q-T-18	1Q-T-19
Number of Homes Sold	391	412	313	315
% Change vs Prior Year	25.3%	46.6%	-0.3%	-0.9%
Total Sales Volume (mil.)	\$71.5	\$74.6	\$55.9	\$55.5
% Change vs Prior Year	30.7%	53.0%	-1.1%	-5.0%
Average Selling Price	\$182,864	\$181,099	\$178,727	\$176,256
% Change vs Prior Year	4.3%	4.4%	-0.8%	-4.1%



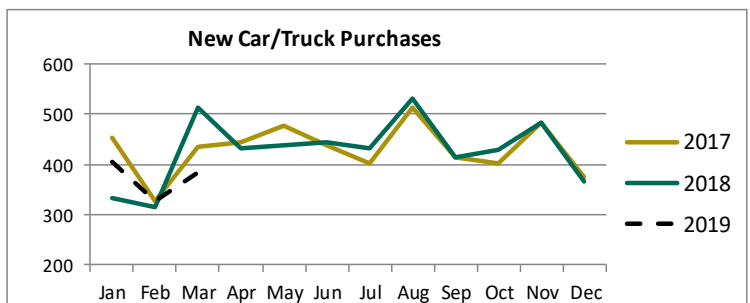
Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2017 to 03/2019.

New Light Vehicle Purchases & Sales

TANGIPAHOA PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
New Car/Truck Purchases	433	437	444	431	531	415	430	483	366	404	327	383
% Change vs Prior Year	-2.5%	-8.6%	1.4%	6.9%	3.7%	0.0%	7.2%	0.2%	-2.7%	21.3%	3.8%	-25.3%
Purchases within Parish	225	227	234	243	270	219	213	241	201	199	157	210
New Car/Truck Sales*	409	450	424	440	520	410	420	453	404	402	299	428
% Change vs Prior Year	-14.3%	-5.7%	-5.1%	9.5%	1.0%	-7.2%	2.4%	6.8%	9.5%	12.3%	-2.9%	-3.6%

	2Q-T-18	3Q-T-18	4Q-T-18	1Q-T-19
New Car/Truck Purchases	1,314	1,377	1,279	1,114
% Change vs Prior Year	-3.4%	3.5%	1.6%	-4.0%
Purchases within Parish	686	732	655	566
New Car/Truck Sales*	1,283	1,370	1,277	1,129
% Change vs Prior Year	-8.4%	0.8%	6.2%	1.7%



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

* = Includes only new vehicle sales within Louisiana

Washington Parish

The number of employed Washington Parish residents in the first quarter of 2019 increased by 1.3 percent compared to 1Q2018.

The labor force increased by a larger 1.6 percent, resulting in an increase in the unemployment rate from 5.2 percent in 1Q2018 to 5.4 percent in 1Q2019.

Taxed retail sales in Washington Parish averaged \$39.3 million in 1Q2019, an increase of 7.1 percent over 1Q2018.

Building permits for 15 homes were issued in

1Q2019, down 25.0 percent from 20 in 1Q2018.

The number of Washington Parish homes sold in 1Q2019 was 17.0 percent higher than 1Q2018, but the average sales price declined by 1.1 percent, resulting in a year-over-year increase in total residential sales volume of 15.7 percent.

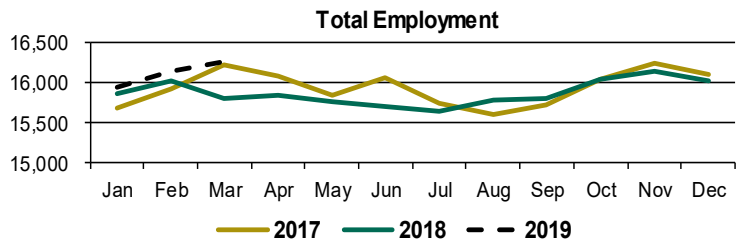
Washington Parish residents purchased 291 new cars and light trucks in 1Q2019, up 7.4 percent from 271 in 1Q2018.

EMPLOYMENT

WASHINGTON PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Labor Force	16,707	16,688	16,966	16,808	16,860	16,786	16,958	17,024	16,912	16,978	17,047	17,067
% Change vs Prior Year	-2.0%	-0.6%	-1.4%	-0.4%	1.1%	0.6%	0.5%	-0.1%	0.4%	1.2%	1.2%	2.2%
Total Employment	15,839	15,769	15,692	15,644	15,785	15,806	16,038	16,138	16,020	15,930	16,128	16,255
% Change vs Prior Year	-1.5%	-0.5%	-2.3%	-0.6%	1.2%	0.5%	-0.1%	-0.6%	-0.5%	0.4%	0.7%	2.9%
Unemployment Rate	5.2%	5.5%	7.5%	6.9%	6.4%	5.8%	5.4%	5.2%	5.3%	6.2%	5.4%	4.8%
% Change vs Prior Year	-0.5%	-0.1%	0.9%	0.1%	-0.1%	0.1%	0.5%	0.5%	0.8%	0.8%	0.5%	-0.6%

	2Q18	3Q18	4Q18	1Q19
Labor Force	16,787	16,818	16,965	17,031
% Change vs Prior Year	-1.3%	0.4%	0.3%	1.6%
Total Employment	15,767	15,745	16,065	16,104
% Change vs Prior Year	-1.4%	0.4%	-0.4%	1.3%
Unemployment Rate	6.1%	6.4%	5.3%	5.4%
% Change vs Prior Year	0.1%	0.0%	0.6%	0.2%



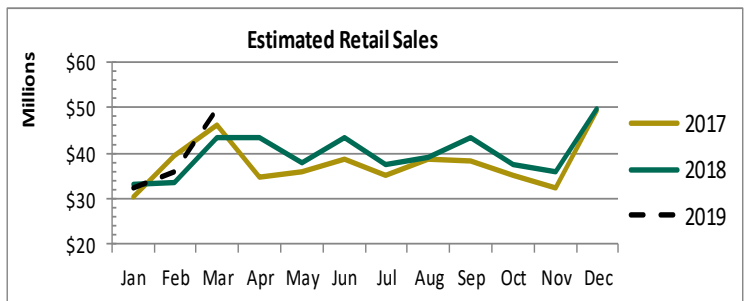
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

WASHINGTON PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Estimated Retail Sales (mil.)	\$43.29	\$37.85	\$43.42	\$37.67	\$39.15	\$43.45	\$37.58	\$35.95	\$49.87	\$32.42	\$35.80	\$49.78
% Change vs Prior Month	-0.4%	-12.6%	14.7%	-13.2%	3.9%	11.0%	-13.5%	-4.3%	38.7%	-35.0%	10.4%	39.1%
% Change vs. Prior Year	24.1%	5.1%	12.1%	7.7%	1.4%	13.1%	6.7%	10.9%	1.0%	-1.8%	6.3%	14.5%

	2Q18	3Q18	4Q18	1Q19
Average Monthly Sales (mil.)	\$41.52	\$40.09	\$41.13	\$39.33
% Change vs. Prior Quarter	13.1%	-3.4%	2.6%	-4.4%
% Change vs Prior Year	13.6%	7.4%	5.4%	7.1%



Source: Washington Parish Sheriff's Office - Sales and Use Tax Department.

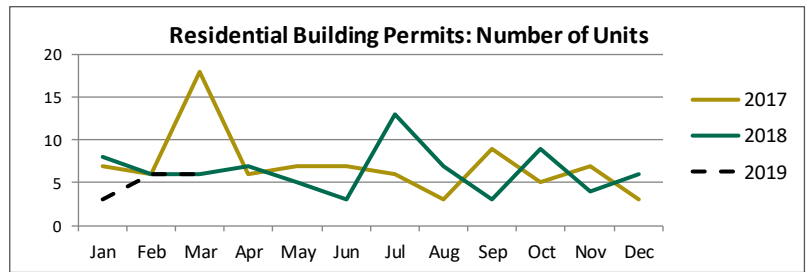
Washington Parish—continued

RESIDENTIAL BUILDING PERMITS

WASHINGTON PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
Total Permits	7	5	3	13	7	3	9	4	6	3	6	6
% Change vs Prior Year	16.7%	-28.6%	-57.1%	116.7%	133.3%	-66.7%	80.0%	-42.9%	100.0%	-62.5%	0.0%	0.0%
Total Units	7	5	3	13	7	3	9	4	6	3	6	6
% Change vs Prior Year	16.7%	-28.6%	-57.1%	116.7%	133.3%	-66.7%	80.0%	-42.9%	100.0%	-62.5%	0.0%	0.0%

	2Q-T-18	3Q-T-18	4Q-T-18	1Q-T-19
Total Permits	15	23	19	15
% Change vs Prior Year	-25.0%	27.8%	26.7%	-25.0%
Total Units	15	23	19	15
% Change vs Prior Year	-25.0%	27.8%	26.7%	-25.0%



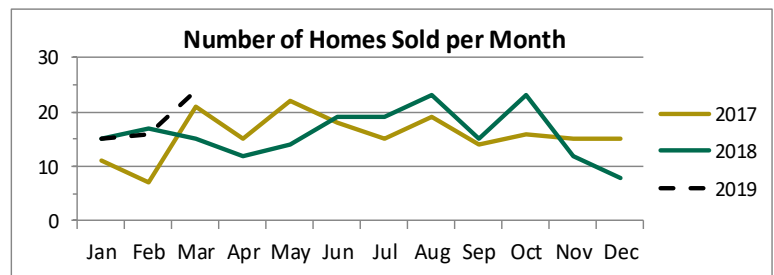
Sources: Washington Parish Permit Office and <http://censtats.census.gov>

RESIDENTIAL HOME SALES

WASHINGTON PARISH

	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19
Number of Homes Sold	12	14	19	19	23	15	23	12	8	15	16	24
% Change vs Prior Year	-20.0%	-36.4%	5.6%	26.7%	21.1%	7.1%	43.8%	-20.0%	-46.7%	0.0%	-5.9%	60.0%
Total Sales Volume (mil.)	\$1.8	\$1.5	\$2.3	\$1.7	\$3.1	\$1.6	\$3.2	\$1.4	\$1.0	\$1.2	\$2.0	\$3.0
% Change vs Prior Year	5.8%	-29.4%	14.6%	-14.0%	24.0%	-14.3%	62.1%	-12.8%	-33.8%	-32.8%	25.9%	51.9%
Average Selling Price	\$149,833	\$105,518	\$123,000	\$87,133	\$135,778	\$108,967	\$139,717	\$116,836	\$120,125	\$80,024	\$122,050	\$124,163
% Change vs Prior Year	32.3%	11.0%	8.6%	-32.1%	2.4%	-20.0%	12.7%	8.9%	24.1%	-32.8%	33.7%	-5.1%

	2Q-T-18	3Q-T-18	4Q-T-18	1Q-T-19
Number of Homes Sold	45	57	43	55
% Change vs Prior Year	-18.2%	18.8%	-6.5%	17.0%
Total Sales Volume (mil.)	\$5.6	\$6.4	\$5.6	\$6.1
% Change vs Prior Year	-3.7%	1.0%	10.6%	15.7%
Average Selling Price	\$124,717	\$112,507	\$129,687	\$111,510
% Change vs Prior Year	17.7%	-15.0%	18.3%	-1.1%



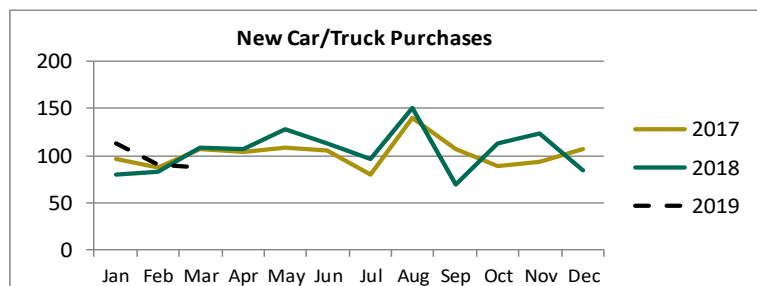
Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2017 to 03/2019.

New Light Vehicle Purchases & Sales

WASHINGTON PARISH

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19
New Car/Truck Purchases	107	128	113	97	151	69	113	124	84	113	91	87
% Change vs Prior Year	2.9%	18.5%	6.6%	21.3%	7.9%	-35.5%	27.0%	33.3%	-21.5%	41.3%	9.6%	-19.4%
Purchases within Parish*	--	--	--	--	--	--	--	--	--	--	--	--
New Car/Truck Sales*	--	--	--	--	--	--	--	--	--	--	--	--
% Change vs Prior Year*	--	--	--	--	--	--	--	--	--	--	--	--

	2Q-T-18	3Q-T-18	4Q-T-18	1Q-T-19
New Car/Truck Purchases	348	317	321	291
% Change vs Prior Year	9.4%	-3.1%	11.1%	7.4%
Purchases within Parish*	--	--	--	--
New Car/Truck Sales*	--	--	--	--
% Change vs Prior Year*	--	--	--	--



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

* = Data not disclosed due to confidentiality concerns.

Southeastern Sustainability earns national, state recognition

Southeastern Louisiana University's Sustainability Center has been recognized by the Environmental Leadership Program national organization for its pollution prevention and commitment to environmental protection. Louisiana Department of Environmental Quality Secretary Chuck Carr Brown, who served on the selection committee, will present the award to Southeastern Physical Plant Director Byron Patterson and Sustainability Manager Alejandro Martinez in Baton Rouge at the ELP Awards ceremony.

Southeastern has been focusing on conservation efforts, from the new geothermal energy projects on campus to wind turbines at Southeastern's Sustainability Center. The center was created in order to save operating dollars and reduce waste going to landfills, while at the same time providing an invaluable learning component for students involved in energy, mechanical and construction engineering technology.

"Southeastern's newest residence halls, Ascension Hall and Twelve Oaks Hall, draw from 220 geothermal wells situated 300 feet underground to heat and cool 556 rooms," Martinez said. "The earth is used as a heat source in winter and as heat storage in summer. Geothermal production involves no combustion and creates zero air emissions as gases removed from the wells are returned into the ground after giving up their heat without exposure to the atmosphere."

In addition to environmental benefits, Martinez explained, the geothermal hybrid system will significantly cut down on heating and cooling costs. "Over time, it is projected that savings greater than 50 percent will be captured on energy expenses compared to a traditional method and build," he said.

Since beginning single-stream recycling in 2012, the university has recycled 255.94 tons of paper, plastics and metal cans, and approximately 99.185 tons of cardboard. And, since collaborating with Print Cartridge Recyclers of America in 2014, the university has collected approximately 5.17 tons of used print cartridges and packaging for recycling.

For more information about Southeastern's Sustainability Center, go to www.southeastern.edu/sustainability.

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



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Livingston Parish School Board Sales and Use Tax Division

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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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City of Denham Springs
Village of Folsom
City of Hammond
Town of Livingston**

**Town of Madisonville
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City of Ponchatoula
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City of Walker**