

Economic Reporter

Promoting Economic Development in Southeast Louisiana

Spring 2020

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NATIONAL

U.S. Economy

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U. S. real gross domestic product grew at a 2.1 percent annual rate during the fourth quarter of 2019. Year-over-year, 4Q2019 real GDP was 2.3 percent higher than in the fourth quarter of 2018.

Total civilian employment for the fourth quarter of 2019 rose 1.3 percent compared to the fourth quarter of 2018, while the labor force grew by 1.0 percent. This led to a decline in the unemployment rate from 3.8 percent in 4Q2018 to 3.5 percent in 4Q2019.

A survey of professional forecasters released in February 2020 by the Federal Reserve Bank of Philadelphia projected U.S. Real GDP to grow by 2.0 percent annually from 2020-2023.

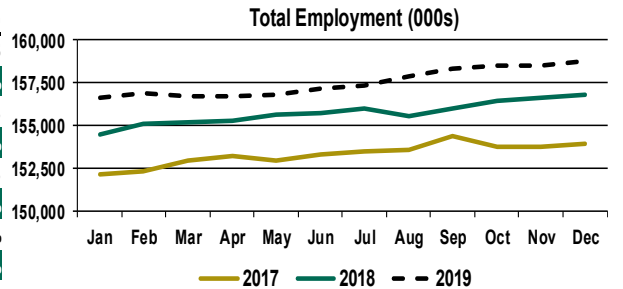
A December 2019 survey of economists by the National Association for Business Economics (NABE) forecasted 1.8 percent growth in 2020.

EMPLOYMENT (Seasonally Adjusted)

UNITED STATES (Numbers in Thousands)

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Labor Force	163,142	163,047	162,935	162,546	162,782	163,133	163,373	163,894	164,051	164,401	164,347	164,556
% Change vs Prior Year	1.3%	0.8%	0.8%	0.5%	0.6%	0.5%	0.7%	1.3%	1.2%	1.1%	1.0%	0.9%
Total Employment	156,627	156,866	156,741	156,696	156,844	157,148	157,346	157,895	158,298	158,544	158,536	158,803
% Change vs Prior Year	1.4%	1.1%	1.0%	0.9%	0.8%	0.9%	0.9%	1.5%	1.5%	1.3%	1.2%	1.3%
Total Nonfarm Emp.	150,134	150,135	150,282	150,492	150,577	150,759	150,953	151,160	151,368	151,553	151,814	151,998
% Change vs Prior Year	1.7%	1.4%	1.4%	1.4%	1.3%	1.3%	1.3%	1.3%	1.4%	1.3%	1.4%	1.4%
Unemployment Rate	4.0%	3.8%	3.8%	3.6%	3.6%	3.7%	3.7%	3.7%	3.5%	3.6%	3.5%	3.5%
% Change vs Prior Year	-0.1%	-0.3%	-0.2%	-0.4%	-0.2%	-0.3%	-0.1%	-0.2%	-0.2%	-0.2%	-0.2%	-0.4%

	1QT-19	2QT-19	3QT-19	4QT-19
Labor Force	163,041	162,820	163,773	164,435
% Change vs Prior Year	0.9%	0.5%	1.1%	1.0%
Total Employment	156,745	156,896	157,846	158,628
% Change vs Prior Year	1.2%	0.8%	1.3%	1.3%
Total Nonfarm Emp.	150,184	150,609	151,160	151,788
% Change vs Prior Year	1.5%	1.3%	1.3%	1.4%
Unemployment Rate	3.9%	3.6%	3.6%	3.5%
% Change vs Prior Year	-0.2%	-0.3%	-0.2%	-0.2%



Source: U.S. Bureau of Labor Statistics

STATE

Louisiana Economy

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Total state employment for the fourth quarter of 2019 declined 0.6 percent from the previous quarter and 0.2 percent compared to 4Q2018.

The statewide labor force for 4Q2019 increased by 0.4 percent from the previous quarter and 0.1 percent compared to 4Q2018.

The unemployment rate increased from 4.9 percent in 4Q2018 to 5.2 percent in 4Q2019.

Initial unemployment insurance claims in 4Q2019 were down 5.4 percent compared to 4Q2018, and continuing claims were down 6.4 percent.

Estimated statewide taxable retail sales (not including motor vehicles) in 4Q2019 decreased by 0.2 percent compared to 4Q2018.

Seasonally-adjusted state personal income in 4Q2019 increased 0.6 percent from the previous quarter and 2.7 percent compared to 4Q2018. Year-over-year, net earnings rose 1.8 percent,

dividends, interest, and rent increased 0.5 percent, and personal transfer receipts rose by 6.9 percent.

Industries with the most growth in earnings from 4Q2018 to 4Q2019 were *Professional, scientific, and technical services* (+\$664 million), *Government and government enterprises* (+\$659 million), and *Manufacturing* (+\$472 million).

The only industries with year-over-year declines in earnings were *Construction* (-\$1.2 billion), *Management of companies and enterprises* (-\$33 million), and *Finance and Insurance* (-\$28 million).

On a percentage basis the largest gainers were *Farm earnings* (+11.7 percent), *Professional, scientific, and technical services* (+6.4 percent), and *Mining* (+5.8 percent). The largest decline was in *Construction* (-8.8 percent).

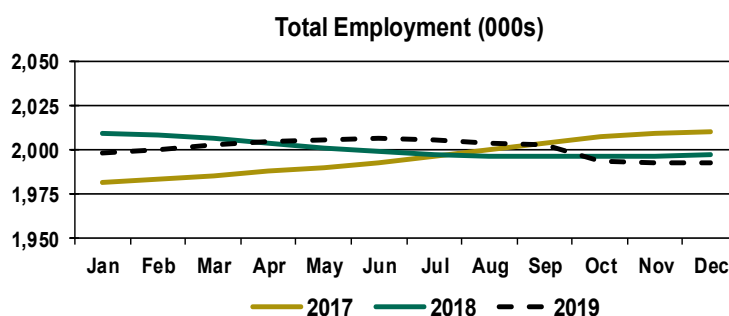
EMPLOYMENT (Seasonally Adjusted)

LOUISIANA (Numbers in Thousands)

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Labor Force	2,101	2,103	2,102	2,100	2,098	2,097	2,096	2,094	2,094	2,102	2,103	2,102
% Change vs Prior Year	-0.3%	-0.2%	-0.3%	-0.4%	-0.4%	-0.3%	-0.3%	-0.3%	-0.2%	0.2%	0.2%	0.1%
Total Employment	1,999	2,000	2,003	2,005	2,006	2,007	2,006	2,004	2,003	1,993	1,993	1,993
% Change vs Prior Year	-0.5%	-0.4%	-0.2%	0.0%	0.2%	0.4%	0.4%	0.4%	0.3%	-0.2%	-0.2%	-0.2%
Total Nonfarm Emp.	1,997	1,997	1,993	1,994	1,991	1,984	1,980	1,986	1,987	1,983	1,988	1,984
% Change vs Prior Year	1.0%	1.0%	0.2%	0.3%	0.2%	-0.3%	-0.4%	-0.2%	-0.3%	-0.7%	-0.5%	-0.5%
Unemployment Rate	4.9%	4.9%	4.7%	4.5%	4.4%	4.3%	4.3%	4.3%	4.3%	5.2%	5.2%	5.2%
% Change vs Prior Year	0.2%	0.1%	-0.1%	-0.4%	-0.6%	-0.7%	-0.7%	-0.6%	-0.6%	0.3%	0.3%	0.3%

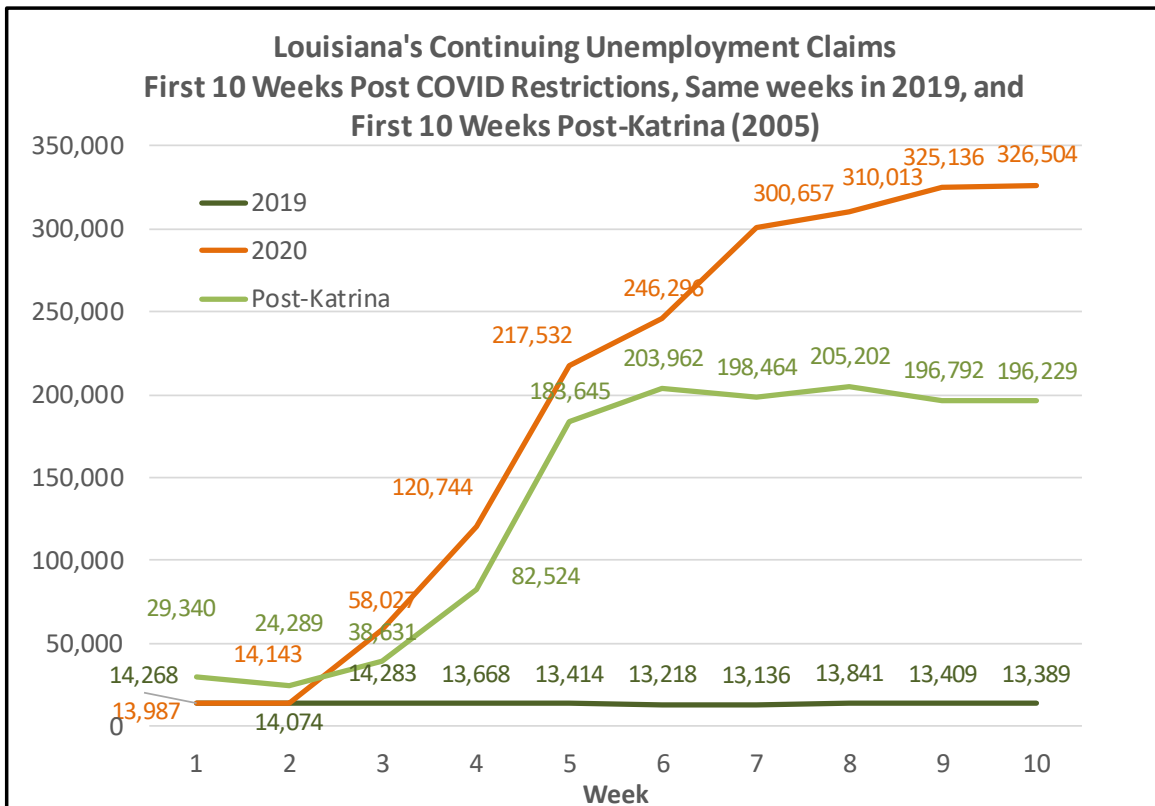
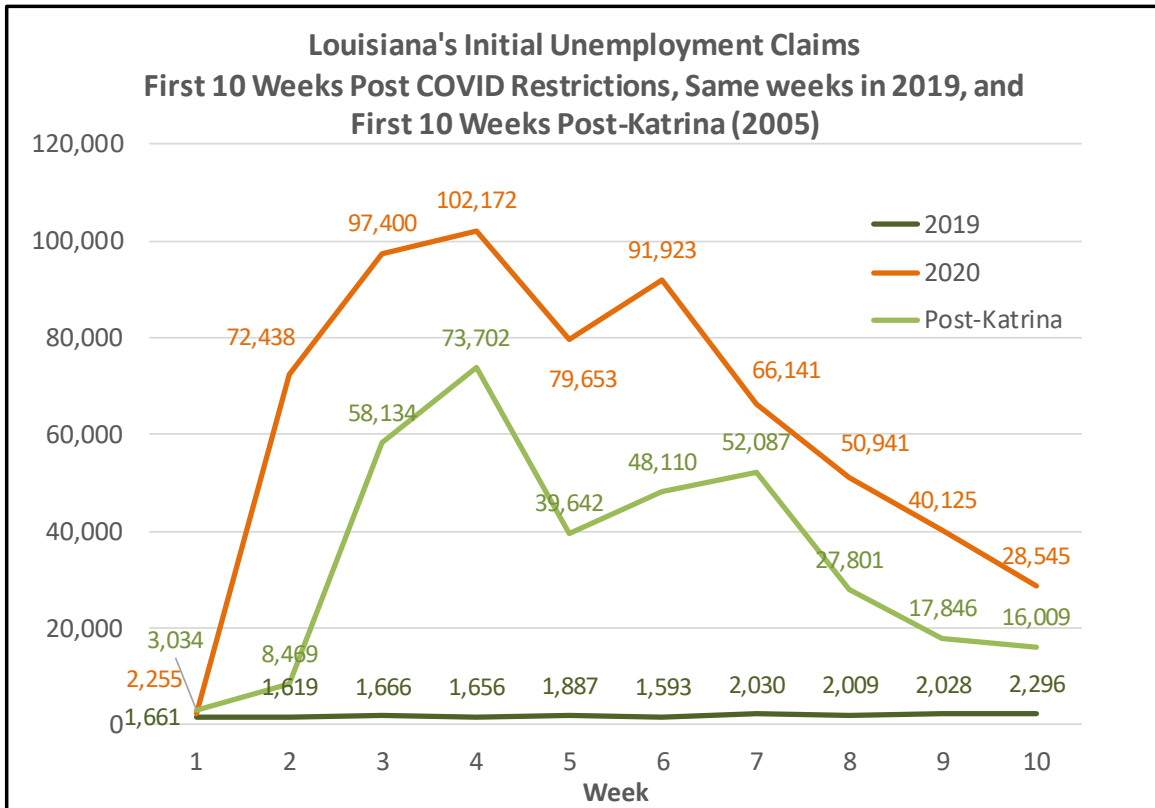
	1QT-19	2QT-19	3QT-19	4QT-19
Labor Force	2,102	2,098	2,095	2,102
% Change vs Prior Year	-0.3%	-0.4%	-0.3%	0.1%
Total Employment	2,001	2,006	2,004	1,993
% Change vs Prior Year	-0.4%	0.2%	0.4%	-0.2%
Total Nonfarm Emp.	1,995	1,990	1,984	1,985
% Change vs Prior Year	0.7%	0.1%	-0.3%	-0.5%
Unemployment Rate	4.8%	4.4%	4.3%	5.2%
% Change vs Prior Year	0.1%	-0.6%	-0.6%	0.3%

Source: Louisiana Department of Labor, Labor Market Statistics



Louisiana Unemployment Claims in the COVID Spring (3/14 - 5/16/20)

Source: Louisiana Workforce Commission (http://www.laworks.net/LaborMarketInfo/LMI_ReportOutput.asp)



REGIONAL

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Northshore Employment

Total employment among Northshore residents in 4Q2019 was up 0.9 percent from the prior quarter and 1.0 percent compared to 4Q2018.

The total Northshore civilian work force in 4Q2019 was up 0.8 percent from the prior quarter and up 1.4 percent compared to 4Q2018.

With the labor force growing more than employment, the Northshore unemployment rate increased from 4.2 percent in 4Q2018 to 4.6 percent in 4Q2019.

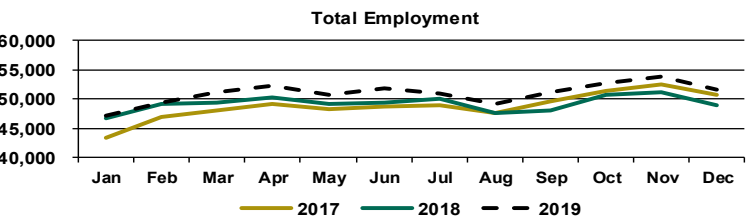
EMPLOYMENT (Not seasonally adjusted)

NORTHSHORE REGION

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Labor Force	259,970	260,258	260,696	260,806	261,006	265,431	264,063	261,132	262,429	264,941	265,730	263,397
% Change vs Prior Year	0.7%	0.3%	0.1%	-0.1%	0.2%	0.3%	-0.1%	0.1%	0.8%	1.1%	1.6%	1.5%
Total Employment	247,200	249,448	251,240	252,304	250,780	251,844	250,967	249,227	251,104	252,677	253,787	251,649
% Change vs Prior Year	0.2%	0.2%	0.8%	0.8%	0.7%	1.0%	0.4%	0.7%	1.2%	0.8%	1.1%	1.1%
Unemployment Rate	4.9%	4.2%	3.6%	3.3%	3.9%	5.1%	5.0%	4.6%	4.3%	4.6%	4.6%	4.6%
% Change vs Prior Year	0.4%	0.1%	-0.6%	-0.9%	-0.5%	-0.7%	-0.4%	-0.5%	-0.3%	0.3%	0.5%	0.5%

	1Q-19	2Q-19	3Q-19	4Q-19
Labor Force	260,308	262,414	262,541	264,689
% Change vs Prior Year	0.4%	0.1%	0.3%	1.4%
Total Employment	249,296	251,643	250,433	252,704
% Change vs Prior Year	0.4%	0.9%	0.8%	1.0%
Unemployment Rate	4.2%	4.1%	4.6%	4.6%
% Change vs Prior Year	0.0%	-0.7%	-0.4%	0.4%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



Northshore Estimated Retail Sales (not including Tangipahoa Parish)

Northshore retail sales in 4Q2019 (excluding Tangipahoa Parish, for which data were not available) averaged \$687 million per month, an increase of 4.6 percent compared to 4Q2018.

Sales were up year-over-year in all four parishes for which data were available - ranging from 3.2 percent in St. Tammany Parish to 10.7 percent in Washington.

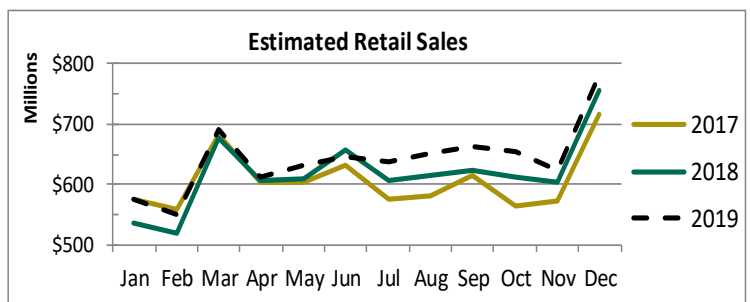
ESTIMATED RETAIL SALES (Not including Tangipahoa Parish)

NORTHSHORE REGION

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Estimated Retail Sales (mil.)	\$710.04	\$678.22	\$844.75	\$758.94	\$787.54	\$795.45	\$789.66	\$806.71	\$808.43	\$791.01	\$583.21	\$733.15
% Change vs Prior Month	-21.9%	-4.5%	24.6%	-10.2%	3.8%	1.0%	-0.7%	2.2%	0.2%	-2.2%	-26.3%	25.7%
% Change vs. Prior Year	7.4%	5.5%	-0.9%	1.4%	3.5%	-1.6%	5.6%	6.5%	5.6%	4.0%	-21.9%	-19.4%

	1Q-19	2Q-19	3Q-19	4Q-19
Average Monthly Sales (mil.)	\$744.33	\$780.64	\$801.60	\$702.46
% Change vs. Prior Quarter	-7.6%	4.9%	2.7%	-12.4%
% Change vs Prior Year	3.5%	1.0%	5.9%	-12.8%

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



Northshore Residential Building Permits

The number of residential building permits issued in the Northshore region during 4Q2019 (excluding St. Helena Parish—for which data were not available) was down 8.4 percent compared to the fourth quarter of 2018, but the number of permitted units was up 2.6 percent due to multi-family permits in Tangipahoa Parish.

Year-over-year permitted unit counts in 4Q2019 ranged from a decrease of 8.4 percent in Livingston Parish to an increase of 18.5 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)

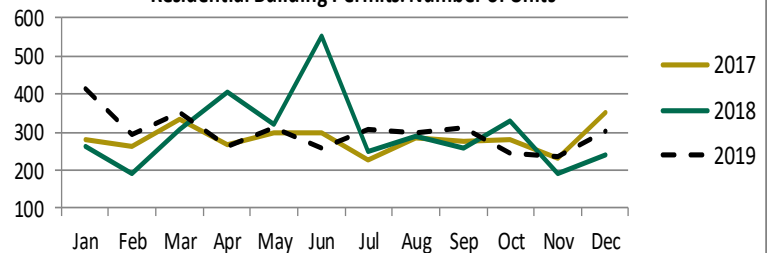
	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Total Permits	295	292	336	259	290	257	289	296	311	240	237	210
% Change vs Prior Year	13.0%	52.9%	9.1%	-13.1%	-8.8%	-24.9%	16.1%	3.9%	22.0%	-25.2%	26.1%	-12.9%
Total Units	412	294	353	261	311	260	308	299	311	243	237	301
% Change vs Prior Year	56.7%	53.9%	14.6%	-35.4%	-3.4%	-52.7%	22.7%	3.5%	20.5%	-26.6%	25.4%	24.9%

	1QT-19	2QT-19	3QT-19	4QT-19
Total Permits	923	806	896	687
% Change vs Prior Year	21.4%	-15.9%	13.6%	-8.4%
Total Units	1,059	832	918	781
% Change vs Prior Year	39.0%	-34.8%	15.0%	2.6%

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

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

Residential Building Permits: Number of Units



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 1,914 Northshore homes sold during 4Q2019 at an average price of \$222,991. The

number sold and the average price were up 11.8 and 2.7 percent, respectively, over 4Q2018.

RESIDENTIAL HOME SALES

NORTHSHORE REGION

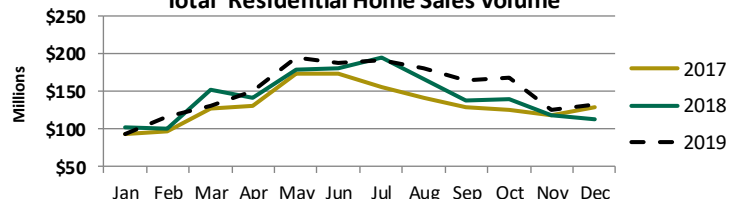
	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Number of Homes Sold	435	561	597	709	859	780	838	806	727	738	570	606
% Change vs Prior Year	-6.7%	15.2%	-15.0%	6.1%	11.8%	-2.0%	-0.9%	9.2%	16.1%	15.9%	2.0%	17.4%
Total Sales Volume (mil.)	\$93.7	\$117.3	\$131.1	\$151.1	\$195.0	\$188.7	\$191.2	\$179.9	\$165.5	\$168.0	\$126.4	\$132.3
% Change vs Prior Year	-7.9%	16.0%	-14.3%	6.4%	8.7%	4.9%	-2.2%	8.1%	20.4%	20.0%	6.1%	17.7%
Average Selling Price	\$215,464	\$209,081	\$219,578	\$213,098	\$226,976	\$241,940	\$228,219	\$223,252	\$227,675	\$227,693	\$221,834	\$218,354
% Change vs Prior Year	-1.4%	0.7%	0.8%	0.3%	-2.8%	7.0%	-1.2%	-1.0%	3.7%	3.6%	4.1%	0.2%

	1QT-19	2QT-19	3QT-19	4QT-19
Number of Homes Sold	1,593	2,348	2,371	1,914
% Change vs Prior Year	-3.7%	5.2%	7.3%	11.8%
Total Sales Volume (mil.)	\$342.1	\$534.8	\$536.7	\$426.8
% Change vs Prior Year	-3.9%	6.7%	7.5%	14.8%
Average Selling Price	\$214,758	\$227,756	\$226,364	\$222,991
% Change vs Prior Year	-0.1%	1.4%	0.2%	2.7%

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

and the Greater Baton Rouge Association of REALTORS®.

Total Residential Home Sales Volume



LOCAL

Livingston Parish

The number of employed Livingston Parish residents in 4Q2019 increased by 1.1 percent compared to 4Q2018, while the civilian labor force grew by a larger 1.6 percent.

This resulted in an increase in the unemployment rate from 3.7 percent in 4Q2018 to 4.2 percent in 4Q2019.

The value of taxable retail sales in 4Q2019 averaged \$172.3 million per month, up 7.0 percent from 4Q2018.

The number of permitted residential building units in 4Q2019 was down 8.4 percent compared to the fourth quarter of 2018.

The number of homes sold in 4Q2019 was up 19.8 percent compared to 4Q2018, and the average price increased 5.0 percent to \$193,852, resulting in total residential sales volume increasing by 25.8 percent.

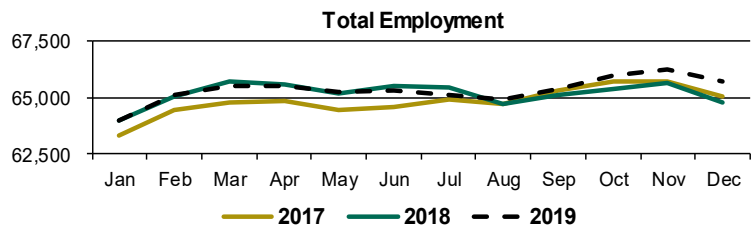
Livingston Parish residents purchased 1,418 new cars and light trucks in 4Q2019, down 0.8 percent from 1,429 in 4Q2018.

EMPLOYMENT

LIVINGSTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Labor Force	66,944	67,611	67,747	67,468	67,635	68,464	68,109	67,648	68,045	68,866	69,083	68,528
% Change vs Prior Year	0.4%	0.2%	-0.8%	-0.9%	-0.3%	-0.7%	-0.9%	-0.2%	0.2%	1.2%	1.5%	2.0%
Total Employment	63,995	65,072	65,532	65,501	65,246	65,320	65,094	64,883	65,394	65,964	66,219	65,724
% Change vs Prior Year	0.0%	0.0%	-0.3%	-0.1%	0.2%	-0.2%	-0.5%	0.3%	0.4%	0.9%	0.9%	1.5%
Unemployment Rate	4.4%	3.8%	3.3%	2.9%	3.5%	4.6%	4.4%	4.1%	3.9%	4.2%	4.1%	4.1%
% Change vs Prior Year	0.4%	0.2%	-0.5%	-0.8%	-0.4%	-0.5%	-0.3%	-0.4%	-0.2%	0.3%	0.6%	0.5%

	1QT-19	2QT-19	3QT-19	4QT-19
Labor Force	67,434	67,856	67,934	68,826
% Change vs Prior Year	-0.1%	-0.6%	-0.3%	1.6%
Total Employment	64,866	65,356	65,124	65,969
% Change vs Prior Year	-0.1%	-0.1%	0.0%	1.1%
Unemployment Rate	3.8%	3.7%	4.1%	4.2%
% Change vs Prior Year	0.0%	-0.6%	-0.3%	0.5%



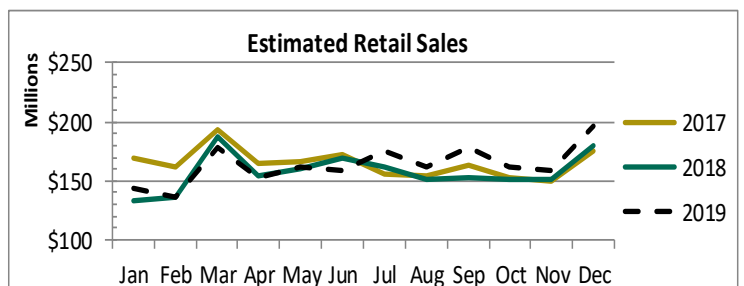
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

LIVINGSTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Estimated Retail Sales (mil.)	\$144.47	\$135.67	\$177.65	\$152.18	\$162.30	\$159.41	\$174.64	\$162.30	\$178.08	\$161.91	\$158.34	\$196.52
% Change vs Prior Month	-19.9%	-6.1%	30.9%	-14.3%	6.7%	-1.8%	9.5%	-7.1%	9.7%	-9.1%	-2.2%	24.1%
% Change vs Prior Year	7.9%	-0.1%	-5.5%	-1.0%	1.5%	-5.5%	8.0%	7.3%	16.8%	7.0%	4.6%	9.0%

	1QT-19	2QT-19	3QT-19	4QT-19
Average Monthly Sales (mil.)	\$152.60	\$157.96	\$171.67	\$172.26
% Change vs. Prior Quarter	-5.2%	3.5%	8.7%	0.3%
% Change vs Prior Year	0.0%	-1.7%	10.6%	7.0%



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

Livingston Parish—continued

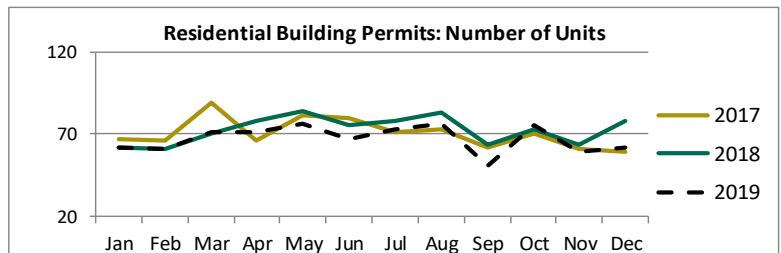
RESIDENTIAL BUILDING PERMITS

LIVINGSTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Total Permits	62	61	71	71	76	67	73	76	51	75	59	62
% Change vs Prior Year	0.0%	0.0%	1.4%	-9.0%	-9.5%	-10.7%	-3.9%	-6.2%	-16.4%	2.7%	-6.3%	-20.5%
Total Units	62	61	71	71	76	67	73	76	51	75	59	62
% Change vs Prior Year	0.0%	0.0%	1.4%	-9.0%	-9.5%	-10.7%	-6.4%	-8.4%	-19.0%	2.7%	-6.3%	-20.5%

	1Q-T-19	2Q-T-19	3Q-T-19	4Q-T-19
Total Permits	194	214	200	196
% Change vs Prior Year	0.5%	-9.7%	-8.3%	-8.4%
Total Units	194	214	200	196
% Change vs Prior Year	0.5%	-9.7%	-10.7%	-8.4%

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

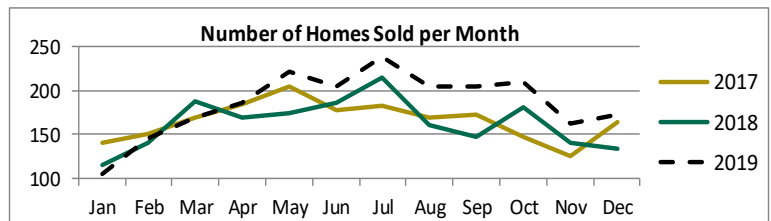


RESIDENTIAL HOME SALES

LIVINGSTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Number of Homes Sold	105	145	169	186	221	204	238	204	205	209	163	172
% Change vs Prior Year	-9.5%	2.8%	-10.1%	10.1%	27.0%	9.7%	10.7%	26.7%	38.5%	15.5%	16.4%	29.3%
Total Sales Volume (mil.)	\$20.4	\$28.5	\$31.9	\$34.0	\$44.4	\$43.0	\$48.1	\$41.2	\$41.1	\$41.0	\$31.0	\$33.4
% Change vs Prior Year	-3.3%	17.6%	-7.5%	15.3%	37.8%	23.5%	16.8%	34.9%	45.1%	23.7%	19.7%	35.0%
Median Selling Price	\$179,200	\$177,500	\$178,000	\$181,250	\$187,000	\$198,398	\$185,950	\$190,000	\$185,900	\$186,400	\$181,500	\$187,813
% Change vs Prior Year	2.4%	4.5%	1.7%	6.6%	10.0%	13.4%	3.9%	5.6%	3.3%	9.6%	1.0%	1.0%

	1Q-T-19	2Q-T-19	3Q-T-19	4Q-T-19
Number of Homes Sold	419	611	647	544
% Change vs Prior Year	-5.8%	15.5%	23.5%	19.8%
Total Sales Volume (mil.)	\$80.8	\$121.3	\$130.4	\$105.5
% Change vs Prior Year	1.2%	25.8%	30.4%	25.8%
Average Selling Price	\$192,791	\$198,563	\$201,553	\$193,852
% Change vs Prior Year	7.5%	8.9%	5.6%	5.0%



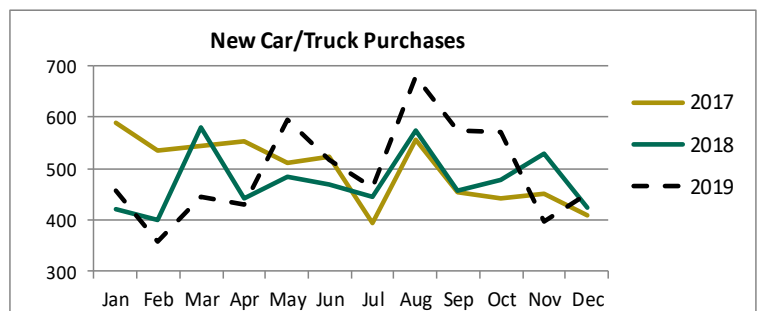
Source: Based on information from the Greater Baton Rouge Association of REALTORS® and Gulf South Real Estate Information Network, Inc.

New Light Vehicle Purchases & Sales

LIVINGSTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
New Car/Truck Purchases	457	357	446	430	594	516	462	680	575	571	396	451
% Change vs Prior Year	8.3%	-10.5%	-23.2%	-2.9%	22.5%	10.0%	3.6%	18.3%	26.1%	19.5%	-25.0%	6.6%
Purchases within Parish	103	77	92	99	95	116	81	112	82	125	41	87
New Car/Truck Sales*	213	171	184	211	234	253	194	248	220	274	115	197
% Change vs Prior Year	32.3%	33.6%	-31.1%	11.6%	1.3%	57.1%	-21.1%	12.7%	6.3%	20.2%	-56.8%	18.7%

	1Q-T-19	2Q-T-19	3Q-T-19	4Q-T-19
New Car/Truck Purchases	1,260	1,540	1,717	1,418
% Change vs Prior Year	-10.1%	10.2%	16.2%	-0.8%
Purchases within Parish	272	310	275	253
New Car/Truck Sales*	568	698	662	586
% Change vs Prior Year	2.2%	20.1%	-1.6%	-11.2%



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 fourth quarter of 2019 was down 0.9 percent compared to 4Q2018. The labor force contracted by a smaller 0.6 percent, leading to an increase in the unemployment rate from 5.9 percent in 4Q2018 to 6.2 percent in 4Q2019.

Estimated retail sales within St. Helena Parish in the fourth quarter of 2019 averaged \$6.9 million, an increase of 4.3 percent compared to 4Q2018.

Building permit data were not available for St. Helena Parish for 4Q2019.

There were three homes sold in St. Helena Parish in 4Q2019 at an average price of \$172,500. The number sold was down 40 percent from five in 4Q2018, while the average price was up 0.5 percent.

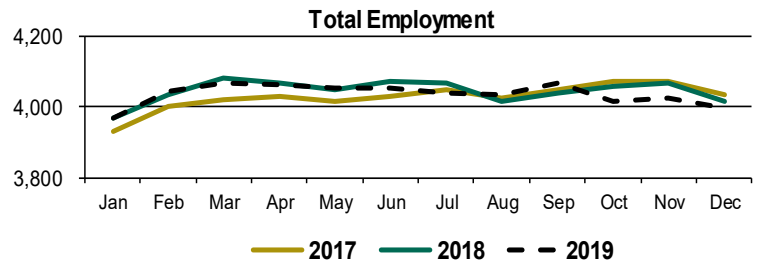
St. Helena Parish residents purchased 30 new cars and light trucks in 4Q2019, down 31.8 percent from 44 in 4Q2018.

EMPLOYMENT

ST. HELENA PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Labor Force	4,264	4,283	4,271	4,246	4,267	4,356	4,344	4,294	4,297	4,277	4,285	4,270
% Change vs Prior Year	0.3%	-0.5%	-1.4%	-1.6%	-1.2%	-1.9%	-1.5%	-1.2%	-0.5%	-1.1%	-0.7%	0.0%
Total Employment	3,969	4,041	4,068	4,060	4,053	4,053	4,038	4,036	4,068	4,017	4,024	3,994
% Change vs Prior Year	0.0%	0.2%	-0.3%	-0.2%	0.1%	-0.4%	-0.7%	0.5%	0.7%	-1.0%	-1.1%	-0.5%
Unemployment Rate	6.9%	5.7%	4.8%	4.4%	5.0%	7.0%	7.0%	6.0%	5.3%	6.1%	6.1%	6.5%
% Change vs Prior Year	0.3%	-0.6%	-1.0%	-1.3%	-1.2%	-1.3%	-0.8%	-1.6%	-1.1%	-0.1%	0.4%	0.5%

	1QT-19	2QT-19	3QT-19	4QT-19
Labor Force	4,273	4,290	4,312	4,277
% Change vs Prior Year	-0.5%	-1.6%	-1.1%	-0.6%
Total Employment	4,026	4,055	4,047	4,012
% Change vs Prior Year	-0.1%	-0.2%	0.2%	-0.9%
Unemployment Rate	5.8%	5.5%	6.1%	6.2%
% Change vs Prior Year	-0.4%	-1.3%	-1.2%	0.3%



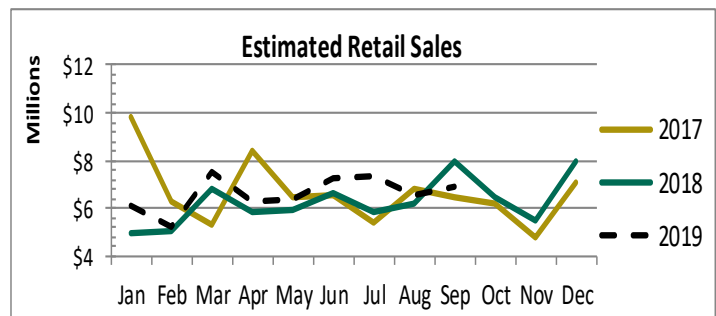
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. HELENA PARISH

	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19
Estimated Retail Sales (mil.)	\$6.47	\$5.51	\$7.92	\$6.06	\$5.19	\$7.54	\$6.29	\$6.39	\$7.25	\$7.35	\$6.55	\$6.90
% Change vs Prior Month	-19.1%	-14.8%	43.7%	-23.5%	-14.4%	45.3%	-16.6%	1.6%	13.5%	1.3%	-10.8%	5.2%
% Change vs. Prior Year	5.0%	15.2%	11.7%	22.9%	2.6%	11.1%	8.3%	8.8%	9.1%	26.6%	6.2%	-13.8%

	4QT-18	1QT-19	2QT-19	3QT-19
Average Monthly Sales (mil.)	\$6.63	\$6.26	\$6.64	\$6.93
% Change vs. Prior Quarter	-0.4%	-5.6%	6.1%	4.4%
% Change vs Prior Year	10.3%	12.0%	8.7%	4.1%



Source: St. Helena Parish Sheriff's Office

St. Helena Parish—continued

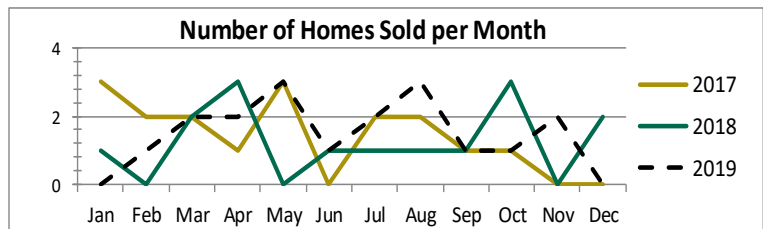
Building permit data not available.

RESIDENTIAL HOME SALES

ST HELENA PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Number of Homes Sold	-	1	2	2	3	1	2	3	1	1	2	-
% Change vs Prior Year	-100.0%	#DIV/0!	0.0%	-33.3%	#DIV/0!	0.0%	100.0%	200.0%	0.0%	-66.7%	#DIV/0!	-100.0%
Total Sales Volume (mil.)	\$0.0	\$0.1	\$0.4	\$0.6	\$0.7	\$0.1	\$0.2	\$0.3	\$0.1	\$0.2	\$0.3	\$0.0
% Change vs Prior Year	-100.0%	#DIV/0!	11.3%	260.4%	#DIV/0!	-26.3%	-53.8%	15.0%	420.0%	-48.2%	#DIV/0!	-100.0%
Average Selling Price	#DIV/0!	\$75,000	\$221,000	\$291,000	\$242,667	\$70,000	\$105,000	\$93,900	\$130,000	\$235,000	\$141,250	#DIV/0!
% Change vs Prior Year	#DIV/0!	#DIV/0!	11.3%	440.6%	#DIV/0!	-26.3%	-76.9%	-61.7%	420.0%	55.5%	#DIV/0!	#DIV/0!

	1QT-19	2QT-19	3QT-19	4QT-19
Number of Homes Sold	3	6	6	3
% Change vs Prior Year	0.0%	50.0%	100.0%	-40.0%
Total Sales Volume (mil.)	\$0.5	\$1.4	\$0.6	\$0.5
% Change vs Prior Year	-10.4%	438.0%	-14.2%	-39.7%
Average Selling Price	\$172,333	\$230,000	\$103,617	\$172,500
% Change vs Prior Year	-10.4%	258.7%	-57.1%	0.5%



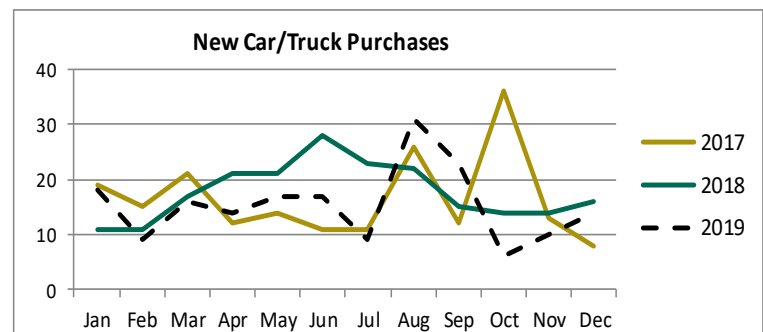
Source: Based on information from the Greater Baton Rouge Association of REALTORS® and Gulf South Real Estate Information Network, Inc.

New Light Vehicle Purchases & Sales

ST. HELENA PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
New Car/Truck Purchases	18	9	16	14	17	17	9	31	23	6	10	14
% Change vs Prior Year	63.6%	-18.2%	-5.9%	-33.3%	-19.0%	-39.3%	-60.9%	40.9%	53.3%	-57.1%	-28.6%	-12.5%
Purchases within Parish	0	0	0	0	0	0	0	0	0	0	0	0
New Car/Truck Sales*	0	0	0	0	0	0	0	0	0	0	0	0
% Change vs Prior Year	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

	1QT-19	2QT-19	3QT-19	4QT-19
New Car/Truck Purchases	43	48	63	30
% Change vs Prior Year	10.3%	-31.4%	5.0%	-31.8%
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 increased by 1.3 percent from 4Q2018 to 4Q2019, while the civilian labor force increased by a larger 1.7 percent. This led to an increase in the unemployment rate from 3.8 percent in 4Q2018 to 4.2 percent in 4Q2019.

The value of taxable retail sales in St. Tammany Parish averaged \$462.0 million per month in 4Q2019, an increase of 3.2 percent over the fourth quarter of 2018.

The number of building permits issued for residential units in 4Q2019 decreased by 0.3 per-

cent compared to the fourth quarter of 2018, while the number of permitted units was unchanged.

The number of homes sold in St. Tammany Parish in 4Q2019 was up 4.3 percent compared to 4Q2018, and the average selling price was up 3.4 percent, resulting in a 7.9 percent increase in total residential sales volume.

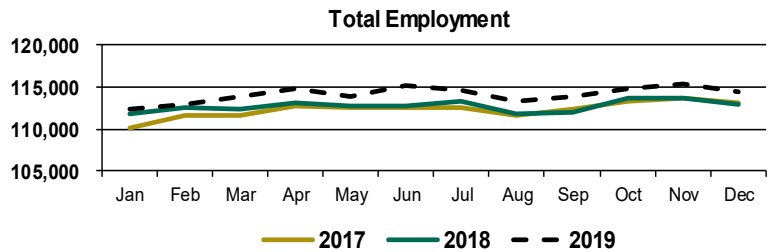
St. Tammany Parish residents purchased 3,278 new cars and light trucks in 4Q2019, up 0.9 percent from 3,250 in 4Q2018.

EMPLOYMENT

ST. TAMMANY PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Labor Force	117,701	117,293	117,772	118,336	118,169	120,768	120,067	118,271	118,684	120,101	120,597	119,335
% Change vs Prior Year	1.1%	0.3%	0.7%	0.6%	0.6%	1.5%	0.6%	0.8%	1.5%	1.4%	2.1%	1.8%
Total Employment	112,464	112,863	113,878	114,815	113,911	115,189	114,703	113,346	113,969	114,874	115,474	114,440
% Change vs Prior Year	0.7%	0.2%	1.3%	1.4%	1.1%	2.2%	1.2%	1.4%	1.8%	1.0%	1.6%	1.3%
Unemployment Rate	4.4%	3.8%	3.3%	3.0%	3.6%	4.6%	4.5%	4.2%	4.0%	4.4%	4.2%	4.1%
% Change vs Prior Year	0.4%	0.1%	-0.6%	-0.8%	-0.5%	-0.7%	-0.5%	-0.5%	-0.3%	0.3%	0.5%	0.5%

	1Q-19	2Q-19	3Q-19	4Q-19
Labor Force	117,589	119,091	119,007	120,011
% Change vs Prior Year	0.7%	0.9%	1.0%	1.7%
Total Employment	113,068	114,638	114,006	114,929
% Change vs Prior Year	0.7%	1.6%	1.5%	1.3%
Unemployment Rate	3.8%	3.7%	4.2%	4.2%
% Change vs Prior Year	0.0%	-0.7%	-0.5%	0.4%



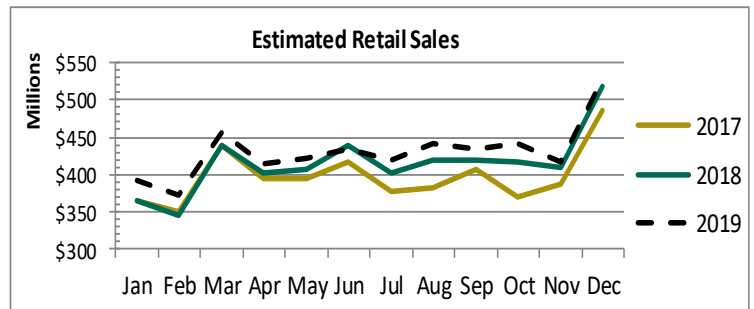
Source: Labor Market Statistics, Local Area Unemployment Statistics Program

ESTIMATED RETAIL SALES

ST. TAMMANY PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Estimated Retail Sales (mil.)	\$393.27	\$371.79	\$456.44	\$413.46	\$421.19	\$435.17	\$418.52	\$440.92	\$434.18	\$441.03	\$417.61	\$527.28
% Change vs Prior Month	-24.0%	-5.5%	22.8%	-9.4%	1.9%	3.3%	-3.8%	5.4%	-1.5%	1.6%	-5.3%	26.3%
% Change vs. Prior Year	8.0%	7.7%	3.7%	2.6%	3.5%	-0.9%	4.4%	5.3%	3.6%	6.1%	1.9%	1.9%

	1Q-19	2Q-19	3Q-19	4Q-19
Average Monthly Sales (mil.)	\$407.17	\$423.27	\$431.21	\$461.97
% Change vs. Prior Quarter	-9.0%	4.0%	1.9%	7.1%
% Change vs Prior Year	6.3%	1.7%	4.4%	3.2%



Source: St. Tammany Sales and Use Tax Department

St. Tammany Parish—continued

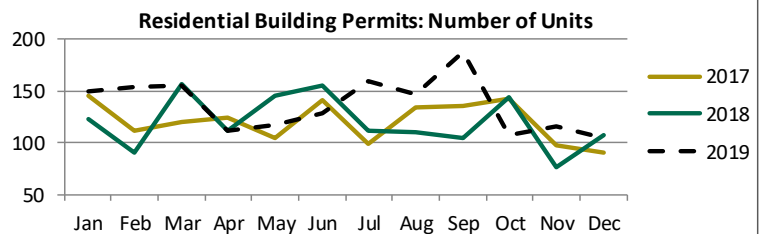
RESIDENTIAL BUILDING PERMITS

ST. TAMMANY PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Total Permits	149	153	155	110	116	128	160	146	188	106	116	104
% Change vs Prior Year	23.1%	68.1%	-1.3%	0.0%	-19.4%	-17.4%	42.9%	32.7%	79.0%	-26.4%	52.6%	-2.8%
Total Units	150	154	155	111	117	128	160	147	188	107	116	105
% Change vs Prior Year	22.0%	69.2%	-1.3%	0.0%	-19.3%	-17.4%	42.9%	33.6%	79.0%	-25.7%	50.6%	-1.9%

	1QT-19	2QT-19	3QT-19	4QT-19
Total Permits	457	354	494	326
% Change vs Prior Year	23.8%	-13.4%	51.1%	-0.3%
Total Units	459	356	495	328
% Change vs Prior Year	23.7%	-13.4%	51.4%	0.0%

Sources: City of Covington, Village of Folsom, Town of Madisonville, Town of Pearl River, City of Slidell, <http://censtats.census.gov> (some data estimated).



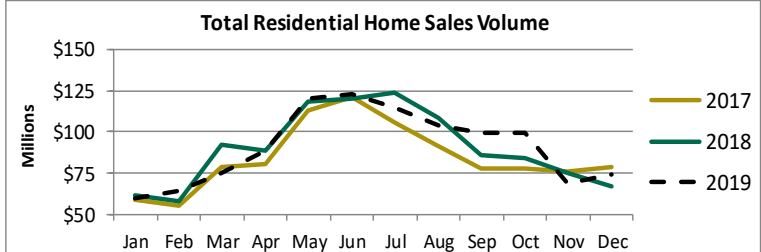
RESIDENTIAL HOME SALES

ST. TAMMANY PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Number of Homes Sold	243	268	290	360	458	440	434	402	381	372	272	292
% Change vs Prior Year	3.8%	13.1%	-21.8%	-1.1%	4.6%	-4.6%	-3.3%	-2.9%	8.5%	14.8%	-12.0%	10.6%
Total Sales Volume (mil.)	\$59.7	\$64.1	\$75.3	\$88.5	\$120.4	\$122.6	\$114.7	\$104.0	\$99.6	\$99.8	\$68.8	\$74.6
% Change vs Prior Year	-3.0%	11.2%	-18.5%	-0.5%	1.4%	2.4%	-6.9%	-3.9%	15.7%	18.9%	-8.0%	11.8%
Average Selling Price	\$245,691	\$239,361	\$259,681	\$245,856	\$262,912	\$278,532	\$264,376	\$258,725	\$261,498	\$268,404	\$252,950	\$255,450
% Change vs Prior Year	-6.6%	-1.7%	4.2%	0.6%	-3.0%	7.2%	-3.7%	-1.0%	6.6%	3.5%	4.6%	1.1%

	1QT-19	2QT-19	3QT-19	4QT-19
Number of Homes Sold	801	1,258	1,217	936
% Change vs Prior Year	-4.9%	-0.4%	0.2%	4.3%
Total Sales Volume (mil.)	\$199.2	\$331.5	\$318.4	\$243.2
% Change vs Prior Year	-5.9%	1.2%	0.2%	7.9%
Average Selling Price	\$248,638	\$263,494	\$261,608	\$259,872
% Change vs Prior Year	-1.1%	1.7%	0.0%	3.4%

Source: Based on information from the Gulf South Real Estate Information Network, Inc. for the period 01/2017 to 12/2019.



New Light Vehicle Purchases & Sales

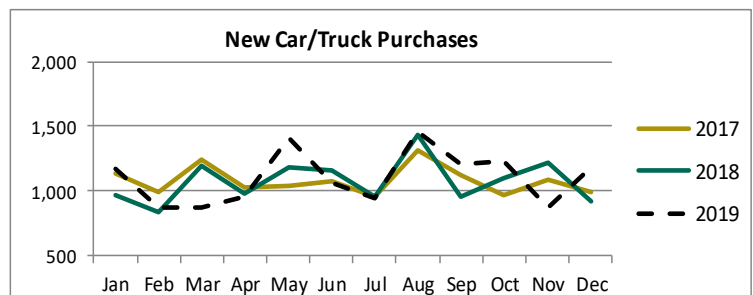
ST. TAMMANY PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
New Car/Truck Purchases	1,176	870	871	954	1,406	1,063	946	1,462	1,207	1,228	871	1,179
% Change vs Prior Year	21.2%	4.4%	-26.7%	-2.9%	19.1%	-8.5%	-0.6%	2.2%	26.7%	11.3%	-28.8%	27.6%
Purchases within Parish	710	525	458	521	804	556	486	802	667	724	516	643
New Car/Truck Sales*	1,066	859	746	761	1,238	903	791	1,298	1,059	1,146	809	1,047
% Change vs Prior Year	22.8%	16.4%	-30.1%	-16.6%	11.6%	-21.1%	-11.0%	-6.8%	21.9%	8.5%	-33.8%	19.8%

	1QT-19	2QT-19	3QT-19	4QT-19
New Car/Truck Purchases	2,917	3,423	3,615	3,278
% Change vs Prior Year	-2.5%	2.9%	8.4%	0.9%
Purchases within Parish	1,693	1,881	1,955	1,883
New Car/Truck Sales*	2,671	2,902	3,148	3,002
% Change vs Prior Year	-0.1%	-8.3%	-0.1%	-4.8%

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 rose by 1.2 percent from 4Q2018 to 4Q2019, while the civilian labor force increased by a larger 1.6 percent, causing the unemployment rate to rise from 5.0 percent in 4Q2018 to 5.4 percent in 4Q2019.

Sales tax data were not available for Tangipahoa Parish for 4Q2019.

The number of residential construction permits in 4Q2019 was down 23.7 percent compared to 4Q2018, but the number of permitted units was up 18.5 percent.

The number of homes sold in Tangipahoa Parish in 4Q2019 increased by 23.0 percent compared to 4Q2018, while the average selling price increased by 4.7 percent to \$187,066, leading to an increase in total residential sales volume of 28.7 percent.

Tangipahoa Parish residents purchased 1,331 new cars and light trucks in 4Q2019, up 4.1 percent from 1,279 in 4Q2018. Approximately 49 percent of purchases in 4Q2019 were from dealers within Tangipahoa Parish.

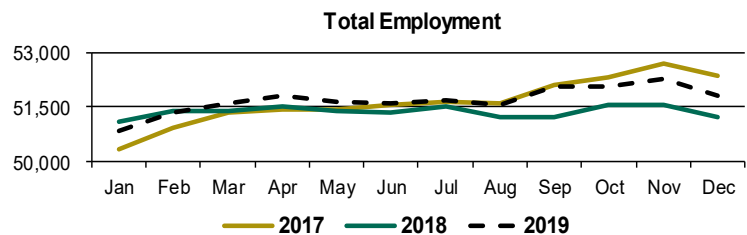
EMPLOYMENT

TANGIPAHOA PARISH

	<u>Jan 19</u>	<u>Feb 19</u>	<u>Mar 19</u>	<u>Apr 19</u>	<u>May 19</u>	<u>Jun 19</u>	<u>Jul 19</u>	<u>Aug 19</u>	<u>Sep 19</u>	<u>Oct 19</u>	<u>Nov 19</u>	<u>Dec 19</u>
Labor Force	54,083	54,024	53,943	53,906	54,133	55,033	55,021	54,539	54,872	54,937	55,233	54,896
% Change vs Prior Year	0.1%	0.1%	-0.3%	-0.6%	-0.2%	-0.4%	-0.1%	-0.1%	1.2%	1.2%	2.0%	1.6%
Total Employment	50,842	51,344	51,609	51,810	51,631	51,622	51,692	51,546	52,063	52,071	52,259	51,815
% Change vs Prior Year	-0.5%	-0.1%	0.4%	0.5%	0.4%	0.5%	0.4%	0.6%	1.6%	1.0%	1.4%	1.1%
Unemployment Rate	6.0%	5.0%	4.3%	3.9%	4.6%	6.2%	6.1%	5.5%	5.1%	5.2%	5.4%	5.6%
% Change vs Prior Year	0.5%	0.1%	-0.7%	-1.1%	-0.6%	-0.8%	-0.4%	-0.6%	-0.4%	0.1%	0.6%	0.4%

	<u>1QT-19</u>	<u>2QT-19</u>	<u>3QT-19</u>	<u>4QT-19</u>
Labor Force	54,017	54,357	54,811	55,022
% Change vs Prior Year	-0.1%	-0.4%	0.3%	1.6%
Total Employment	51,265	51,688	51,767	52,048
% Change vs Prior Year	0.0%	0.5%	0.9%	1.2%
Unemployment Rate	5.1%	4.9%	5.6%	5.4%
% Change vs Prior Year	0.0%	-0.8%	-0.5%	0.4%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



Sales tax data not available.

Tangipahoa Parish—continued

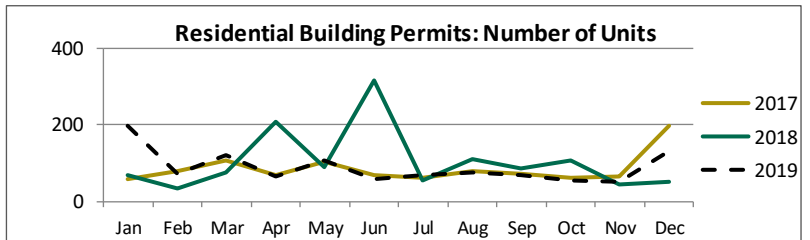
RESIDENTIAL BUILDING PERMITS

TANGIPAHOA PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Total Permits	81	72	104	63	86	55	67	74	69	54	50	41
% Change vs Prior Year	15.7%	118.2%	38.7%	-38.8%	1.2%	-49.5%	21.8%	-32.1%	-19.8%	-43.2%	11.1%	-18.0%
Total Units	197	73	121	64	106	58	68	76	69	56	50	131
% Change vs Prior Year	181.4%	121.2%	61.3%	-69.2%	20.5%	-81.7%	23.6%	-31.5%	-20.7%	-46.7%	11.1%	162.0%

	1Q-19	2Q-19	3Q-19	4Q-19
Total Permits	257	204	210	145
% Change vs Prior Year	44.4%	-31.3%	-16.0%	-23.7%
Total Units	391	228	213	237
% Change vs Prior Year	119.7%	-62.8%	-15.8%	18.5%

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



RESIDENTIAL HOME SALES

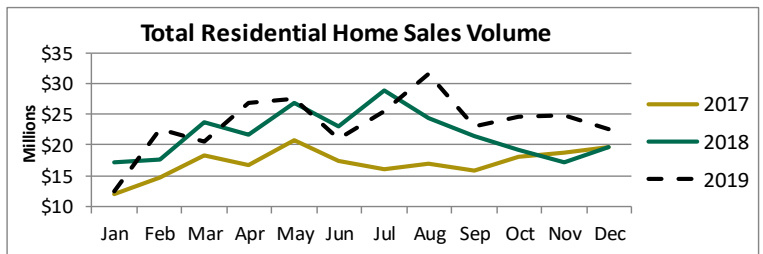
TANGIPAHOA PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Number of Homes Sold	72	131	112	151	159	119	142	171	124	137	125	123
% Change vs Prior Year	-28.0%	42.4%	-11.1%	25.8%	12.0%	-7.8%	-12.3%	23.0%	11.7%	29.2%	27.6%	12.8%
Total Sales Volume (mil.)	\$12.4	\$22.6	\$20.5	\$26.8	\$27.6	\$20.9	\$25.6	\$31.7	\$23.0	\$24.6	\$24.9	\$22.5
% Change vs Prior Year	-27.8%	28.6%	-13.4%	24.2%	2.5%	-9.0%	-11.5%	30.0%	7.6%	27.7%	45.7%	14.9%
Average Selling Price	\$172,400	\$172,794	\$182,786	\$177,508	\$173,559	\$175,948	\$180,028	\$185,117	\$185,331	\$179,449	\$199,394	\$183,020
% Change vs Prior Year	0.3%	-9.7%	-2.6%	-1.3%	-8.4%	-1.3%	0.9%	5.7%	-3.7%	-1.2%	14.2%	1.9%

	1Q-19	2Q-19	3Q-19	4Q-19
Number of Homes Sold	315	429	437	385
% Change vs Prior Year	-0.9%	9.7%	6.1%	23.0%
Total Sales Volume (mil.)	\$55.5	\$75.3	\$80.2	\$72.0
% Change vs Prior Year	-5.0%	5.4%	7.5%	28.7%
Average Selling Price	\$176,256	\$175,612	\$183,524	\$187,066
% Change vs Prior Year	-4.1%	-4.0%	1.3%	4.7%

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

for the period 01/2017 to 12/2019.



New Light Vehicle Purchases & Sales

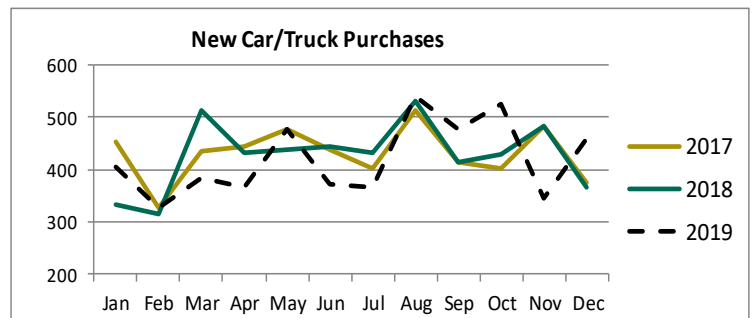
TANGIPAHOA PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
New Car/Truck Purchases	404	327	383	367	478	371	365	539	477	526	345	460
% Change vs Prior Year	21.3%	3.8%	-25.3%	-15.2%	9.4%	-16.4%	-15.3%	1.5%	14.9%	22.3%	-28.6%	25.7%
Purchases within Parish	199	157	210	204	247	161	196	263	254	258	174	223
New Car/Truck Sales*	402	299	428	395	482	344	389	523	550	488	346	417
% Change vs Prior Year	12.3%	-2.9%	-3.6%	-3.4%	7.1%	-18.9%	-11.6%	0.6%	34.1%	16.2%	-23.6%	3.2%

	1Q-19	2Q-19	3Q-19	4Q-19
New Car/Truck Purchases	1,114	1,216	1,381	1,331
% Change vs Prior Year	-4.0%	-7.5%	0.3%	4.1%
Purchases within Parish	566	612	713	655
New Car/Truck Sales*	1,129	1,221	1,462	1,251
% Change vs Prior Year	1.7%	-4.8%	6.7%	-2.0%

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

* = Includes only new vehicle sales within Louisiana



Economic Reporter

Washington Parish

The number of employed Washington Parish residents in the fourth quarter of 2019 decreased by 2.0 percent compared to 4Q2018.

The labor force decreased by a smaller 1.4 percent, resulting in an increase in the unemployment rate from 5.3 percent in 4Q2018 to 5.9 percent in 4Q2019.

Taxable retail sales in Washington Parish averaged \$45.6 million in 4Q2019, an increase of 10.7 percent over 4Q2018.

Building permits for 20 units were issued in 4Q2019, up 5.3 percent from 19 in 4Q2018.

The number of Washington Parish homes sold in 4Q2019 was 7.0 percent higher than in 4Q2018, while the average sales price declined by 6.6 percent, resulting in a year-over-year increase in total residential sales volume of 0.1 percent.

Washington Parish residents purchased 277 new cars and light trucks in 4Q2019, down 13.7 percent from 321 in 4Q2018.

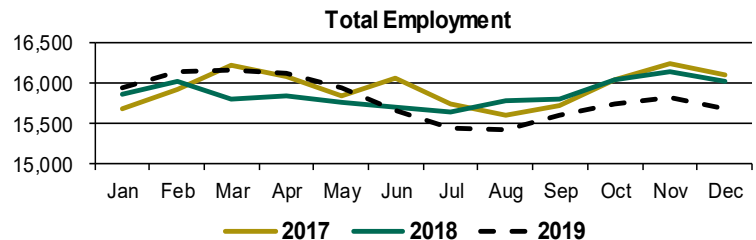
EMPLOYMENT

WASHINGTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Labor Force	16,978	17,047	16,963	16,850	16,802	16,810	16,522	16,380	16,531	16,760	16,793	16,644
% Change vs Prior Year	1.2%	1.2%	1.6%	0.9%	0.7%	-0.9%	-1.7%	-2.8%	-1.5%	-1.2%	-1.4%	-1.6%
Total Employment	15,930	16,128	16,153	16,118	15,939	15,660	15,440	15,416	15,610	15,751	15,811	15,676
% Change vs Prior Year	0.4%	0.7%	2.2%	1.8%	1.1%	-0.2%	-1.3%	-2.3%	-1.2%	-1.8%	-2.0%	-2.1%
Unemployment Rate	6.2%	5.4%	4.8%	4.3%	5.1%	6.8%	6.5%	5.9%	5.6%	6.0%	5.8%	5.8%
% Change vs Prior Year	0.8%	0.5%	-0.6%	-0.9%	-0.4%	-0.7%	-0.4%	-0.5%	-0.3%	0.6%	0.6%	0.5%

	1QT-19	2QT-19	3QT-19	4QT-19
Labor Force	16,996	16,821	16,478	16,732
% Change vs Prior Year	1.3%	0.2%	-2.0%	-1.4%
Total Employment	16,070	15,906	15,489	15,746
% Change vs Prior Year	1.1%	0.9%	-1.6%	-2.0%
Unemployment Rate	5.4%	5.4%	6.0%	5.9%
% Change vs Prior Year	0.2%	-0.6%	-0.4%	0.6%

Source: Labor Market Statistics, Local Area Unemployment Statistics Program



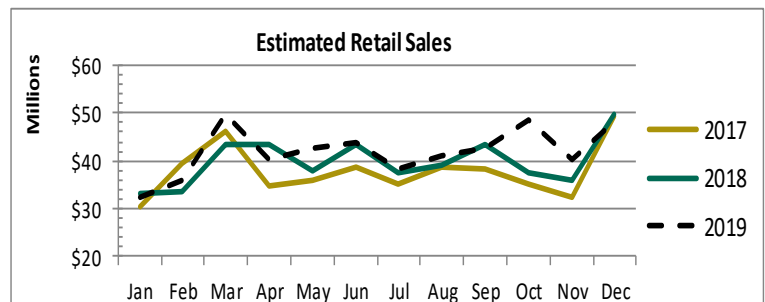
ESTIMATED RETAIL SALES

WASHINGTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Estimated Retail Sales (mil.)	\$32.42	\$35.80	\$49.78	\$40.44	\$42.69	\$43.92	\$38.13	\$40.92	\$42.64	\$48.44	\$40.10	\$48.10
% Change vs Prior Month	-35.0%	10.4%	39.1%	-18.8%	5.6%	2.9%	-13.2%	7.3%	4.2%	13.6%	-17.2%	19.9%
% Change vs. Prior Year	-1.8%	6.3%	14.5%	-6.6%	12.8%	1.1%	1.2%	4.5%	-1.9%	28.9%	11.5%	-3.5%

	1QT-19	2QT-19	3QT-19	4QT-19
Average Monthly Sales (mil.)	\$39.33	\$42.35	\$40.56	\$45.55
% Change vs. Prior Quarter	-4.4%	7.7%	-4.2%	12.3%
% Change vs Prior Year	7.1%	2.0%	1.2%	10.7%

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



Washington Parish—continued

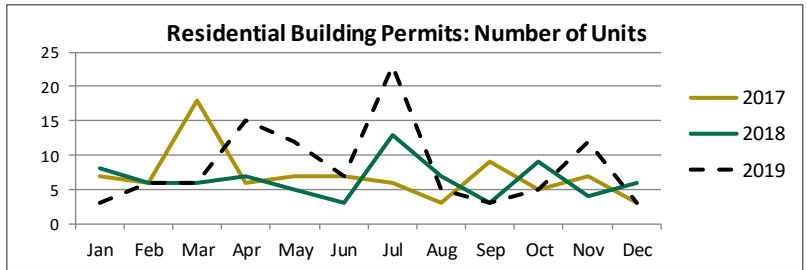
RESIDENTIAL BUILDING PERMITS

WASHINGTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Total Permits	3	6	6	15	12	7	4	5	3	5	12	3
% Change vs Prior Year	-62.5%	0.0%	0.0%	114.3%	140.0%	133.3%	-69.2%	-28.6%	0.0%	-44.4%	200.0%	-50.0%
Total Units	3	6	6	15	12	7	23	5	3	5	12	3
% Change vs Prior Year	-62.5%	0.0%	0.0%	114.3%	140.0%	133.3%	76.9%	-28.6%	0.0%	-44.4%	200.0%	-50.0%

	1QT-19	2QT-19	3QT-19	4QT-19
Total Permits	15	34	12	20
% Change vs Prior Year	-25.0%	126.7%	-47.8%	5.3%
Total Units	15	34	31	20
% Change vs Prior Year	-25.0%	126.7%	34.8%	5.3%

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



RESIDENTIAL HOME SALES

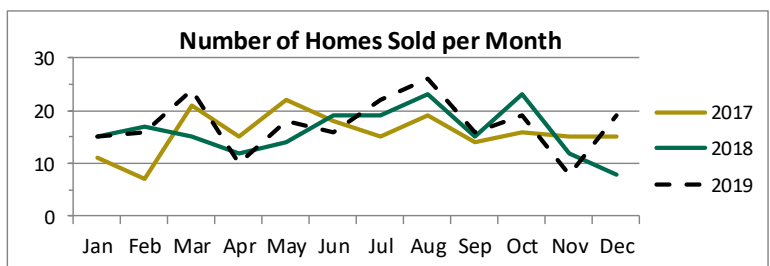
WASHINGTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
Number of Homes Sold	15	16	24	10	18	16	22	26	16	19	8	19
% Change vs Prior Year	0.0%	-5.9%	60.0%	-16.7%	28.6%	-15.8%	15.8%	13.0%	6.7%	-17.4%	-33.3%	137.5%
Total Sales Volume (mil.)	\$1.2	\$2.0	\$3.0	\$1.2	\$1.9	\$2.2	\$2.6	\$2.8	\$1.7	\$2.4	\$1.4	\$1.8
% Change vs Prior Year	-32.8%	25.9%	51.9%	-32.6%	26.9%	-7.2%	58.2%	-10.3%	3.0%	-26.6%	2.4%	85.1%
Average Selling Price	\$80,024	\$122,050	\$124,163	\$121,230	\$104,179	\$135,563	\$119,082	\$107,760	\$105,178	\$124,119	\$179,375	\$93,597
% Change vs Prior Year	-32.8%	33.7%	-5.1%	-19.1%	-1.3%	10.2%	36.7%	-20.6%	-3.5%	-11.2%	53.5%	-22.1%

	1QT-19	2QT-19	3QT-19	4QT-19
Number of Homes Sold	55	44	64	46
% Change vs Prior Year	17.0%	-2.2%	12.3%	7.0%
Total Sales Volume (mil.)	\$6.1	\$5.3	\$7.1	\$5.6
% Change vs Prior Year	15.7%	-6.3%	10.8%	-0.1%
Average Selling Price	\$111,510	\$119,467	\$111,006	\$121,122
% Change vs Prior Year	-1.1%	-4.2%	-1.3%	-6.6%

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

for the period 01/2017 to 12/2019.



New Light Vehicle Purchases & Sales

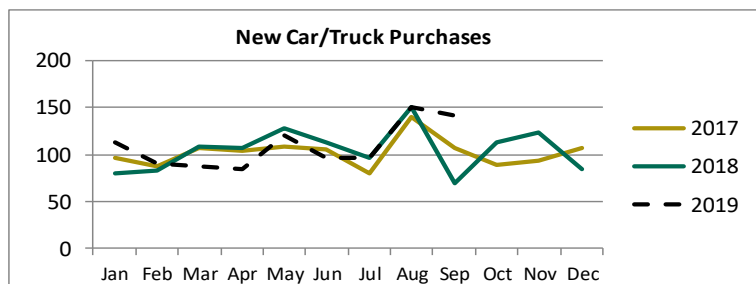
WASHINGTON PARISH

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19
New Car/Truck Purchases	113	91	87	85	120	97	96	150	142	116	70	91
% Change vs Prior Year	41.3%	9.6%	-19.4%	-20.6%	-6.3%	-14.2%	-1.0%	-0.7%	105.8%	2.7%	-43.5%	8.3%
Purchases within Parish*	--	--	--	--	--	--	--	--	--	--	--	--
New Car/Truck Sales*	--	--	--	--	--	--	--	--	--	--	--	--
% Change vs Prior Year*	--	--	--	--	--	--	--	--	--	--	--	--

	1QT-19	2QT-19	3QT-19	4QT-19
New Car/Truck Purchases	291	302	388	277
% Change vs Prior Year	7.4%	-13.2%	22.4%	-13.7%
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 Alumni launches business directory

Southeastern Louisiana University Alumni Association has launched the Southeastern Connect business directory, the association's newest platform feature. The platform allows alumni business owners to showcase and promote their businesses to other graduates free of charge.

The Southeastern Connect platform is an established source for online networking, mentoring and job searches for alumni, and the business directory is now an added benefit, said Executive Director of Alumni Relations Michelle Biggs.

"Business profiles provide platform users an in-depth description of the business's operations and accurate contact information," said Biggs. "There's even an option to message the owner directly through our platform, and unlike other websites or social media platforms, users can be confident about who is receiving their questions, comments, or concerns because each business account is directly linked to an individual profile."

Biggs said listed businesses have the option to extend exclusive offers to fellow alumni that are completely customizable for each business.

"Whether it's a discount, a special add-on to a purchase, or something even more unique, all users can access and benefit from these offers that are exclusive to the platform," Biggs explained. "Users can also enjoy an easy search option based on business name or geographic location that makes finding businesses a breeze."

To join the business directory, visit southeasternconnect.org to create a personal account. Once a profile is established, a business can be registered in the directory.

Biggs said those who do not own a business could support fellow alumni by creating a personal account, searching the directory for local businesses, and enjoying special offers and benefits.

For more information, visit southeastern.edu/alumni.



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- Office of Economic & Business Development
- Southeast Louisiana Business Center
- College of Business

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Livingston Parish School Board Sales and Use Tax Division

St. Helena Parish Sheriff's Office

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

Building permit offices of the following municipalities:

**Town of Abita Springs
Village of Albany
City of Covington
City of Denham Springs
Village of Folsom
City of Hammond
Town of Livingston**

**Town of Madisonville
City of Mandeville
Town of Pearl River
City of Ponchatoula
City of Slidell
City of Walker**