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# Lafayette, LA Market Value Analysis

March 12, 2026



ABOUT US

# Reinvestment Fund

We are a mission-driven nonprofit organization that brings financial and analytical tools to partnerships that work to ensure that everyone has access to essential opportunities.

Since 1985, Reinvestment Fund has provided over **\$3.2 billion** in financing to strengthen neighborhoods, scale social enterprises, and build resilient communities.

We are supported by **830 investors** that include individuals, foundations, religious institutions, financial institutions, civic organizations and government.

## How We Work



Lending & Investing



Policy Solutions



Programs & Capital Access



## Policy Solutions

Reinvestment Fund's Policy Solutions team partners with government, philanthropic, nonprofit, and other civic leaders across the country to support strategic decision-making to strengthen communities.

We conduct rigorous research and build analytic tools that help stakeholders implement effective interventions and address entrenched challenges to achieve more equitable outcomes.



**Spatial and statistical analyses** using proven methods to support program design, guide implementation and measure effectiveness.



Comprehensive **strategy and advisory** services for public and private investors seeking to align capital with social impact.



**Data tools and platforms** to assess local conditions and inform the allocation of scarce resources.

## Our expertise



Affordable Housing



Commercial Corridors



Fair Housing



Quality Early Education



Food Systems



Vibrant Neighborhoods



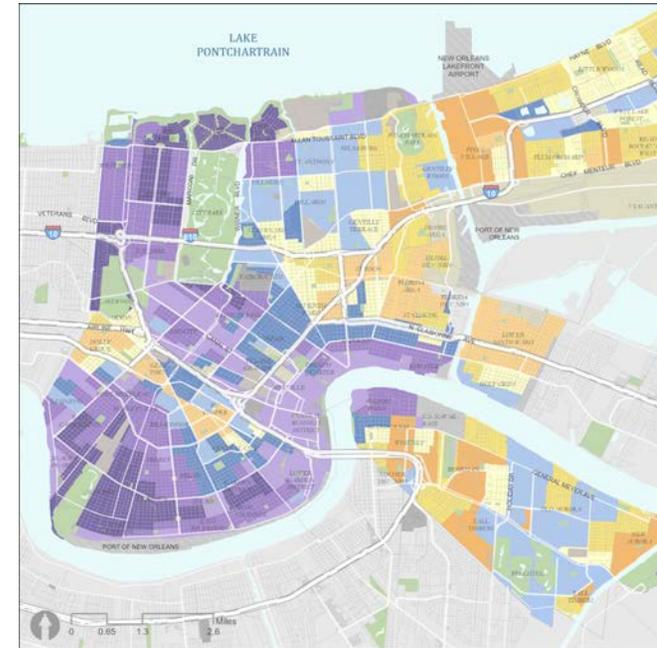
Atlanta | Philadelphia  
[policy@reinvestment.com](mailto:policy@reinvestment.com)

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# The Market Value Analysis

The **Market Value Analysis** (MVA) is a tool to help residents and policymakers identify and understand the elements of their local real estate markets. It is an objective, data-driven tool built on local administrative data and validated with local experts.

With an MVA, public officials and private actors can more precisely target intervention strategies in weak markets and support sustainable growth in stronger markets.



*New Orleans 2023 MVA*

# Incorporating Local Expertise

Local knowledge and expertise are critical for ensuring the MVA reflects actual market conditions and that results are actionable for stakeholder. Each MVA is guided by a **Local Steering Committee** that works with the Reinvestment Fund team to help adapt the MVA methodology to the local context, review interim findings, and affirm final results.

The Steering Committee typically includes a mix of public and private sector stakeholders with local knowledge and experience in the real estate market.

## Tasks and Responsibilities for the Steering Committee

Help Team  
Secure Local  
Housing Data

Help Validate  
Models and  
Methods

Contribute Local  
Knowledge of  
Markets

Advise on Data  
Issues and  
Limitations

Support  
Dissemination  
with Community

Recommend Strategic  
Actions for Public &  
Private Actors

# The MVA Process

1

Acquire **local administrative data** and geocode to Census block group geographies.

2

Manually inspect and **validate data layers** by driving the area.

3

Use statistical **cluster analysis** to identify areas with common attributes.

4

Manually inspect areas for conformity with **local experts** to assess fit.

5

Alter parameters; **re-solve and re-inspect** until model accurately represents area.

6

Summarize and describe the characteristics of each market.

*Iterative*

```
graph TD; 1[1] --> 2[2]; 2 --> 3[3]; 3 --> 6[6]; 6 --> 5[5]; 5 --> 4[4]; 4 --> 1;
```

## Lessons from 20+ years of experience

### Validating Data is Critical.

Researchers must systematically visit and observe neighborhoods to understand the data and final model.

### Geographic Scale Matters.

MSA and Census tract geographies are too large to accurately reflect the nuances of local real estate markets.

### One Size Does Not Fit All.

MVA components and models share some similarities across cities but must be customized to the unique traits of each city.

### Integrate Local Knowledge.

All models are tested with local experts to incorporate qualitative feedback from each geography.



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# MVA Indicators and Model

# Lafayette MVA Component Sources & Definitions

Potential Indicator 2025	Definition	Sources and Notes	
<b>Property Values and Investment</b>	Median Home Values, 2023-2025	The typical value of residential home sales, excluding homes purchased for values below \$1,000 or above \$5,000,000 between 2023 and August 2025	Lafayette Economic Development Authority
	Variation of Sales Price, 2023-2025	Variation of home values (Standard Deviation / Average Value)	Lafayette Economic Development Authority
	Homes with Permit, 2023-2025	Share of residential parcels with permits issued between 2023 and August 2025	Lafayette Economic Development Authority
<b>Blight, Distress, and Vacancy</b>	Code Violations, 2023-2025	Share of residential parcels with code violations between 2023 and August 2025	Lafayette Economic Development Authority
	Vacant Buildings	Share of residential parcels that are vacant (including utility shutoffs, adjudicated properties, marked as vacant by USPS, or listed as vacant on the MLS)	Vacant Properties: Multiple Listing Service (MLS) USPS Vacancy: Regrid Utility Shutoffs/Adjudicated Properties: Lafayette Economic Development Authority
<b>Housing Stock and Land Use</b>	Owner Occupied Households, 2019-2023	Percent of households that reported owning their home (of all Households)	American Community Survey, 2019-2023
	Households with Subsidy, 2024	Subsidized units as a share of all households (LIHTC, Public Housing, HCV, Multifamily)	National Housing Preservation Database and Lafayette Economic Development Authority
	Share Townhomes/Multi-Family	Share of residential parcels with a building type of townhomes or multi-family	Lafayette Economic Development Authority

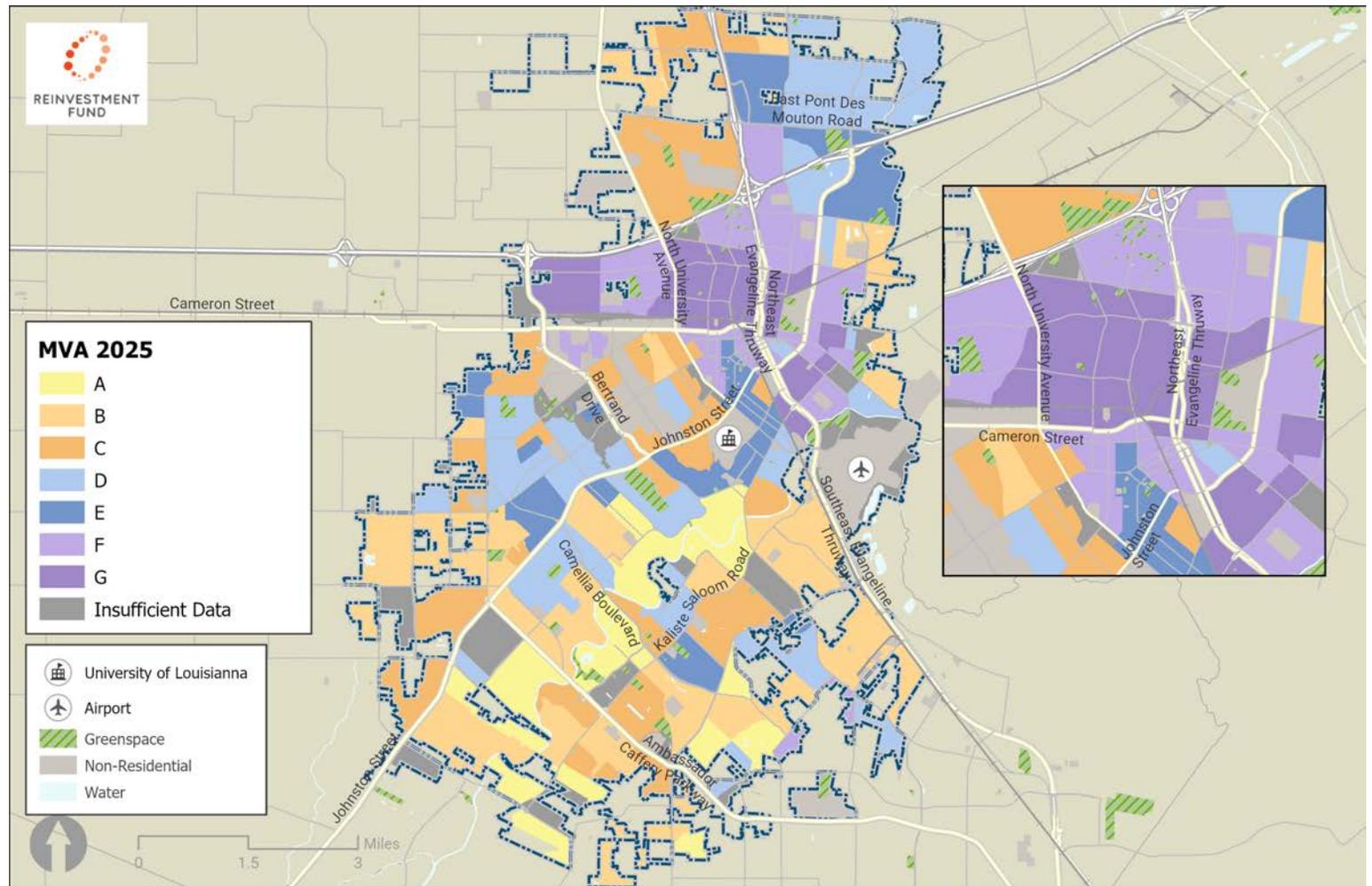
# Lafayette MVA Model Characteristics

MVA	# BGS	Median Sale Price	Sale Variance	Permits	Code Violations	Vacant Buildings	Homeowners	Subsidy (Share All Households)	Share Townhomes/ Multi-Family
A	19	\$530,814	1.01	6.4%	0.2%	0.8%	91.0%	0.9%	3.5%
B	35	\$261,739	0.91	5.2%	0.3%	1.7%	90.2%	0.6%	2.6%
C	28	\$250,819	0.96	8.3%	0.4%	1.6%	36.1%	1.8%	8.1%
D	41	\$160,752	0.99	2.7%	0.3%	2.7%	79.7%	1.9%	11.4%
E	19	\$155,620	0.94	1.8%	0.4%	3.1%	31.9%	1.5%	47.6%
F	21	\$92,523	1.18	2.9%	2.1%	9.4%	32.3%	25.4%	4.0%
G	18	\$41,654	1.14	3.5%	1.7%	13.9%	50.3%	13.8%	1.1%
Unclassified	28	-	-	2.2%	0.1%	1.0%	45.1%	8.7%	10.3%
Average	209	\$212,760	1.00	4.2%	0.6%	3.7%	60.8%	5.8%	10.3%

# Lafayette MVA Model Characteristics

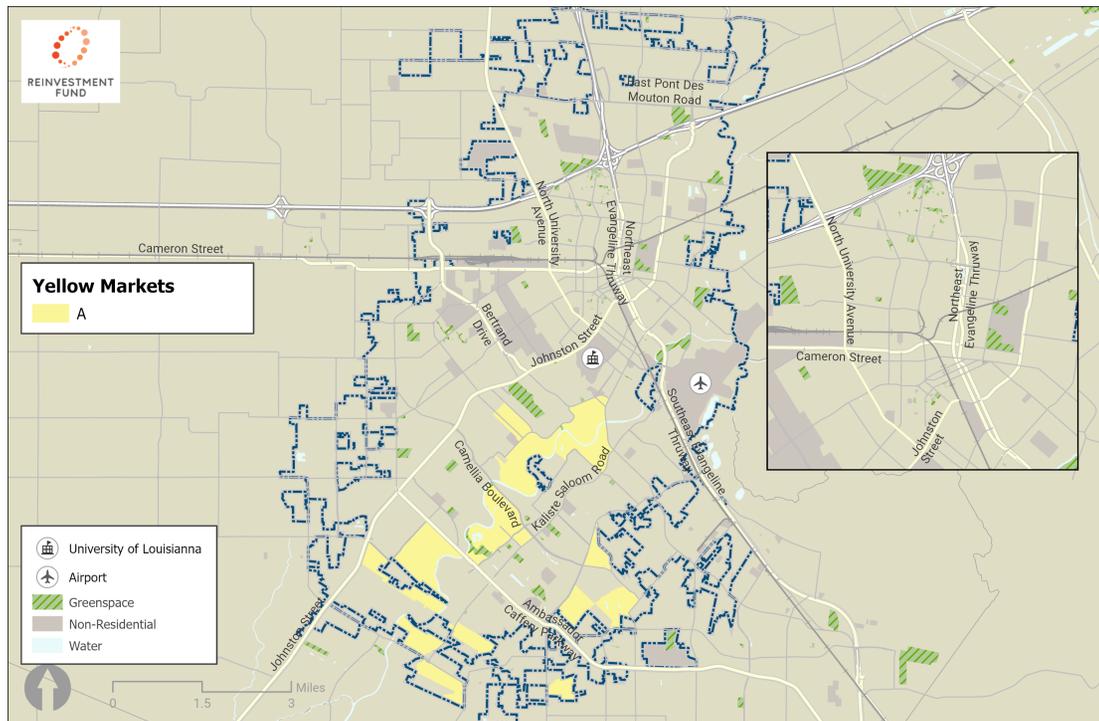
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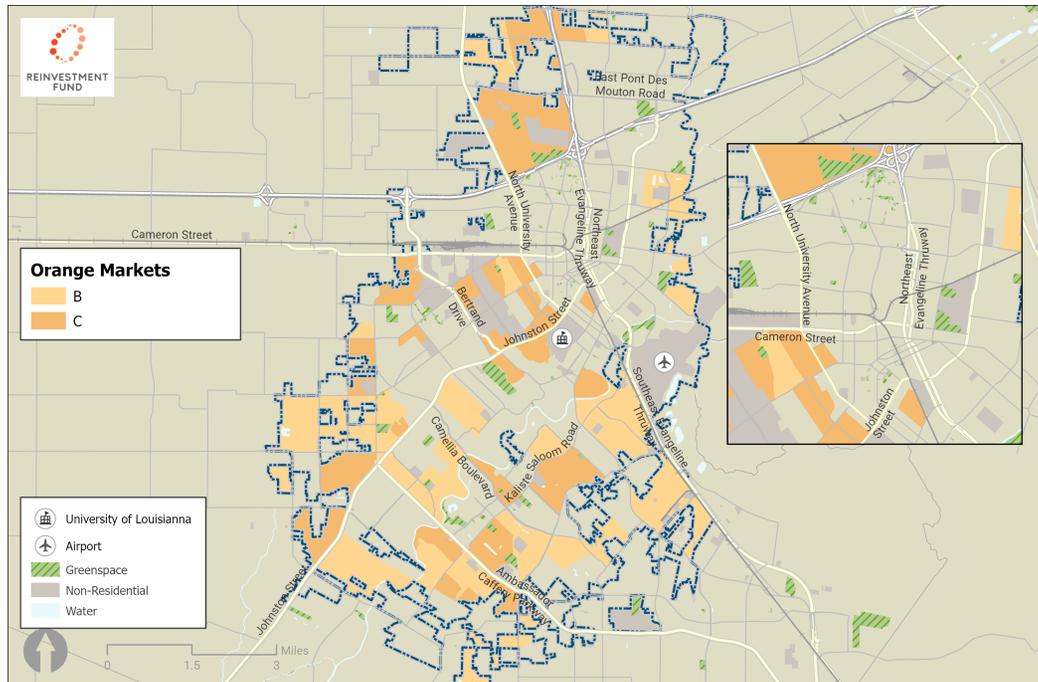


## Characteristics of Yellow Markets

- Highest home sale prices and homeownership rates in the city.
- Higher than average permitting levels.
- Very low levels of distress and vacancy.

# Lafayette MVA Model

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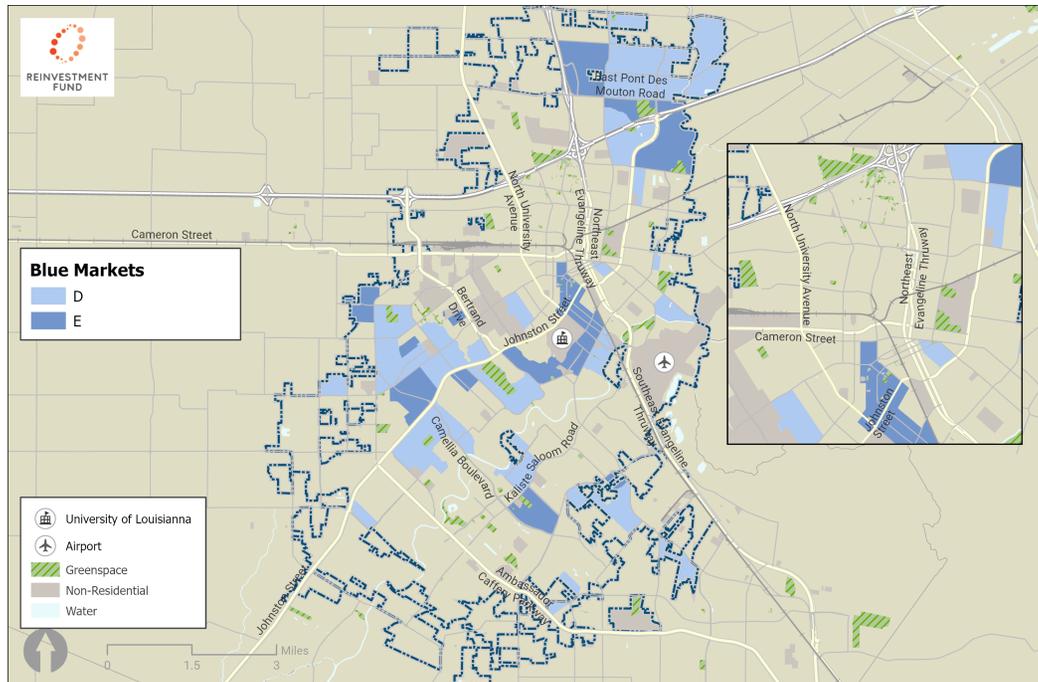


## Characteristics of Orange Markets

- Home sale prices are above the city average.
- Low levels of distress and vacancy.
- B markets are primarily owner-occupied and have above average permitting levels.
- C markets are primarily renter-occupied and have the highest permitting levels in the city.

# Lafayette MVA Model

MVA	# BGS	Median Sale Price	Sale Variance	Permits	Code Violations	Vacant Buildings	Homeowners	Subsidy (Share All Households)	Share Townhomes/Multi-Family
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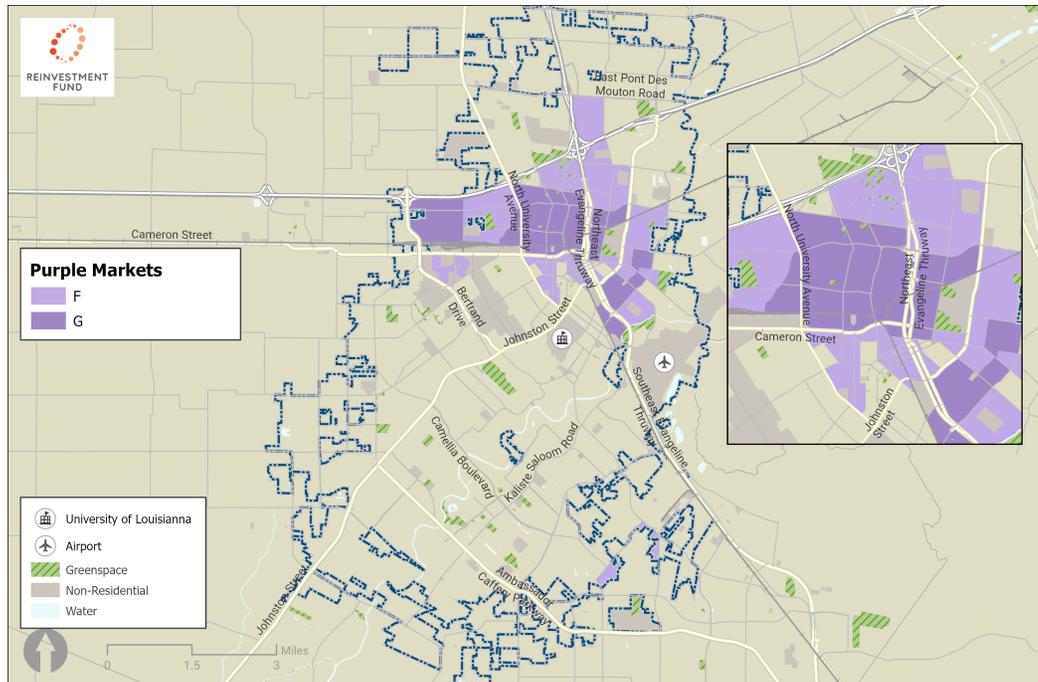


## Characteristics of Blue Markets

- Home sale prices are just below the city average.
- Average levels of distress and vacancy.
- D markets are primarily owner-occupied and have close to average levels of townhomes or multi-family.
- E markets are primarily renter-occupied and have the highest share of homes that are townhomes or multi-family.

# Lafayette MVA Model

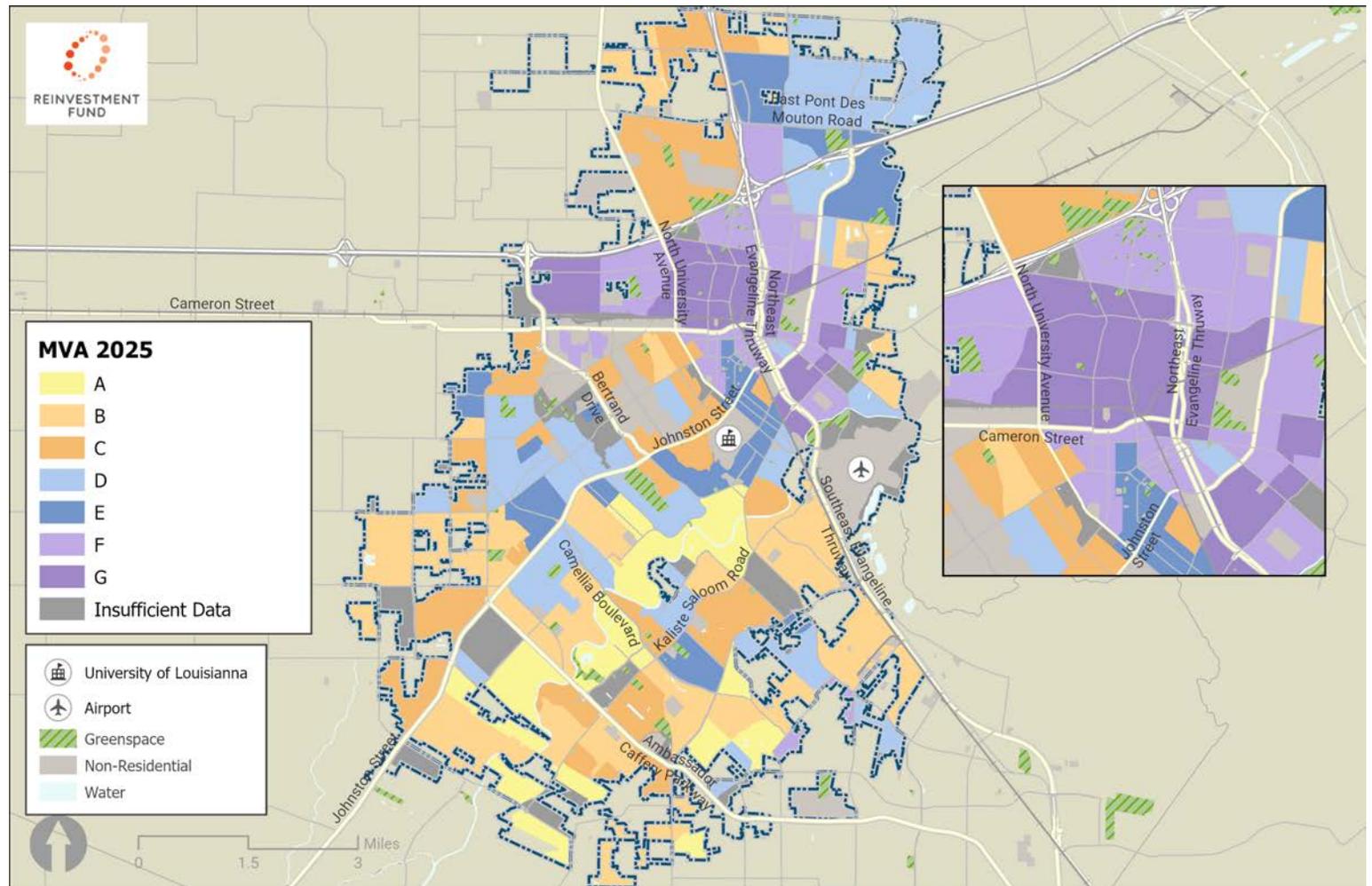
MVA	# BGS	Median Sale Price	Sale Variance	Permits	Code Violations	Vacant Buildings	Homeowners	Subsidy (Share All Households)	Share Townhomes/Multi-Family
F	21	\$92,523	1.18	2.9%	2.1%	9.4%	32.3%	25.4%	4.0%
G	18	\$41,654	1.14	3.5%	1.7%	13.9%	50.3%	13.8%	1.1%
Average	209	\$212,760	1.00	4.2%	0.6%	3.7%	60.8%	5.8%	10.3%



## Characteristics of Purple Markets

- Home sale prices are well below the city average.
- High levels of distress and vacancy and concentration of subsidy.
- F markets are predominantly renter-occupied and have the highest levels of subsidy in the city.
- G markets have a mix of owners and renters and have the highest levels of vacancy in the city.

# Lafayette MVA Model





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# Overlays



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# Affordability Overlay

# Housing Affordability

Many people aspire to own a home, and homeownership is often associated with financial stability and wealth building. We analyzed two key factors in whether homes are affordable to prospective buyers:



Housing prices – measured as block group median home sale price



Income – measured as city median household income

Determining where people of different income levels may be able to purchase a home gives insight into the state of the housing market and potential tools to increase homeownership opportunities.

## Defining Affordability

The rule of thumb is that people can afford to purchase a home that is roughly 3x their annual household income. Therefore, to calculate *affordability for a typical household (earning the median income)*, we multiply the median city household income by 3 and compare that to median home sale prices in each block group.

Median city household income \* 3



if > median home sale price, typical home is not affordable

if ≤ median home sale price, typical home is affordable

The table below shows the percentage of homes sold in each MVA market that are affordable to a buyer with a household income of \$122,908 (200% median household income). In other words, it shows the share of sales that are less than or equal to \$368,724.

Share of Homes Sold Affordable at 200% Median Income (\$122,908)

A	B	C	D	E	F	G
29%	85%	80%	95%	96%	99%	100%

**Professions with Average Incomes around \$122,908:**

**One Income Household**

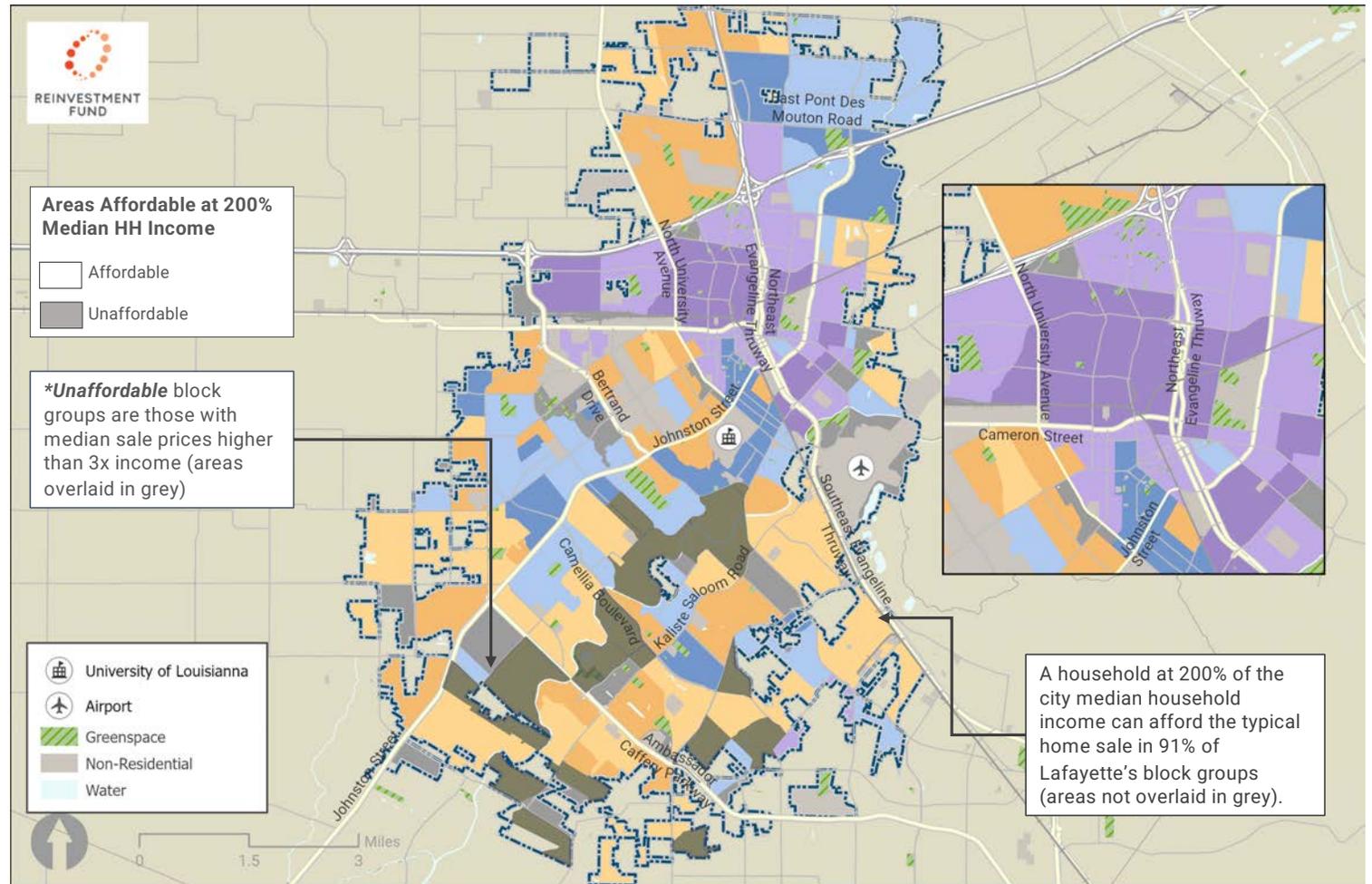
- Nurse Practitioners (\$123,230)
- Commercial Pilots (\$120,750)
- Financial Managers (\$120,130)

**Two Income Household**

- Educational, Guidance, and Career Counselors and Advisors (\$64,840) & Postal Service Mail Carriers (\$58,930)

Source: US Bureau of Labor Statistics Occupational Employment and Wage Statistics Tables, May, 2024. For the Lafayette MSA.

## Housing Affordability: 200% Median Household Income (\$122,908)



The table below shows the percentage of homes sold in each MVA market that are affordable to a buyer with a household income of \$73,745 (120% median household income). In other words, it shows the share of sales that are less than or equal to \$221,235.

**Share of Homes Sold Affordable at 120% Median Income (\$73,745)**

A	B	C	D	E	F	G
10%	30%	32%	78%	80%	97%	100%

**Professions with Average Incomes around \$73,745:**

**One Income Household**

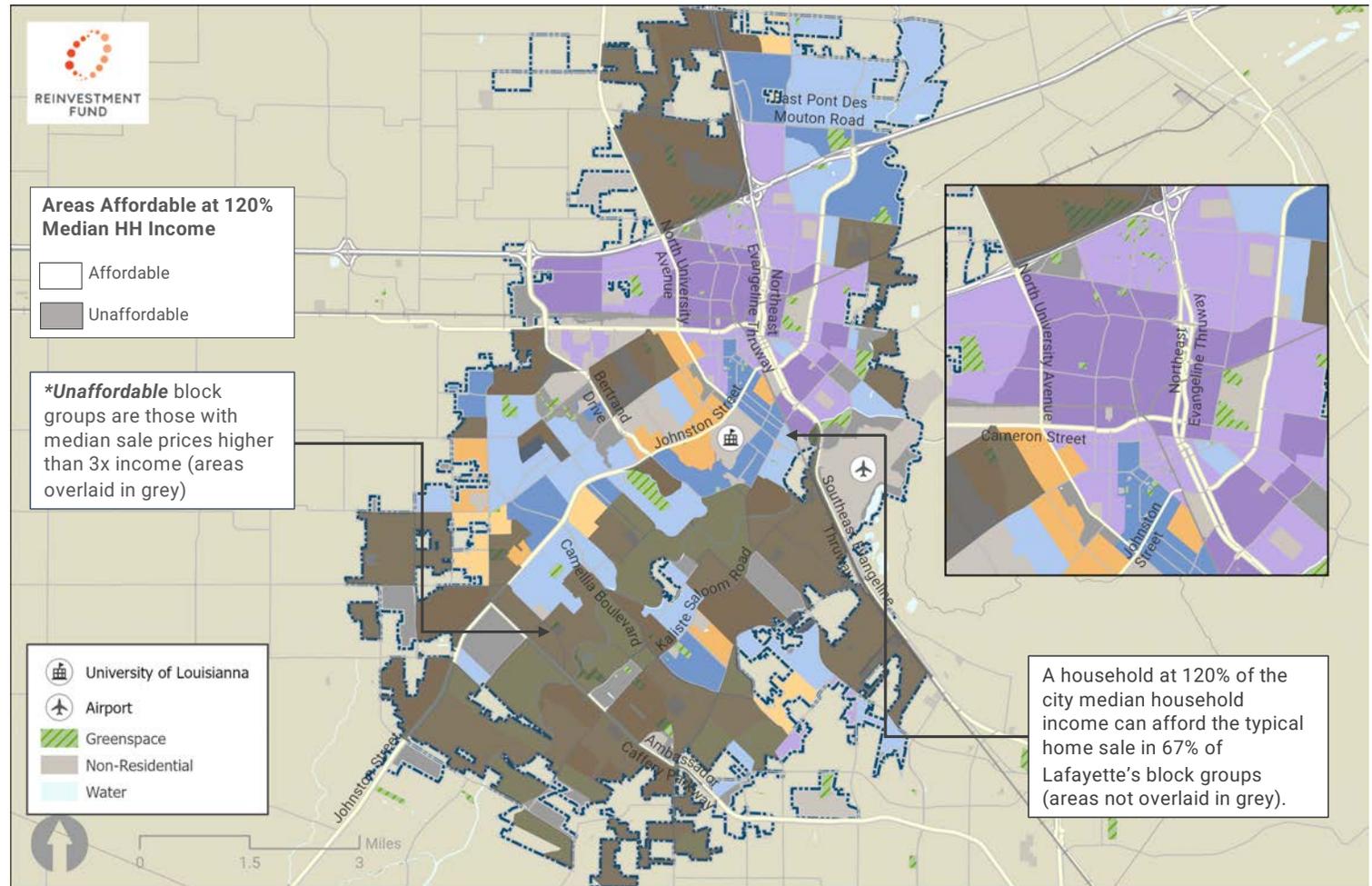
- Dental Hygienists (\$75,680)
- Accountants and Auditors (\$74,120)
- Construction and Building Inspectors (\$73,670)

**Two Income Household**

- Customer Service Representatives (\$37,470) & Firefighters (\$37,930)

Source: US Bureau of Labor Statistics Occupational Employment and Wage Statistics Tables, May, 2024. For the Lafayette MSA.

# Housing Affordability: 120% Median Household Income (\$73,745)



The table below shows the percentage of homes sold in each MVA market that are affordable to a buyer with a household income of \$61,454 (100% median household income). In other words, it shows the share of sales that are less than \$200,000.

**Share of Homes Sold Affordable at 100% Median Income (\$61,454)**

A	B	C	D	E	F	G
8%	16%	17%	61%	65%	92%	98%

**Professions with Average Incomes around \$61,454:**

**One Income Household**

- Computer User Support Specialists (\$63,460)
- Insurance Sales Agents (\$62,210)
- Food Service Managers (\$60,340)

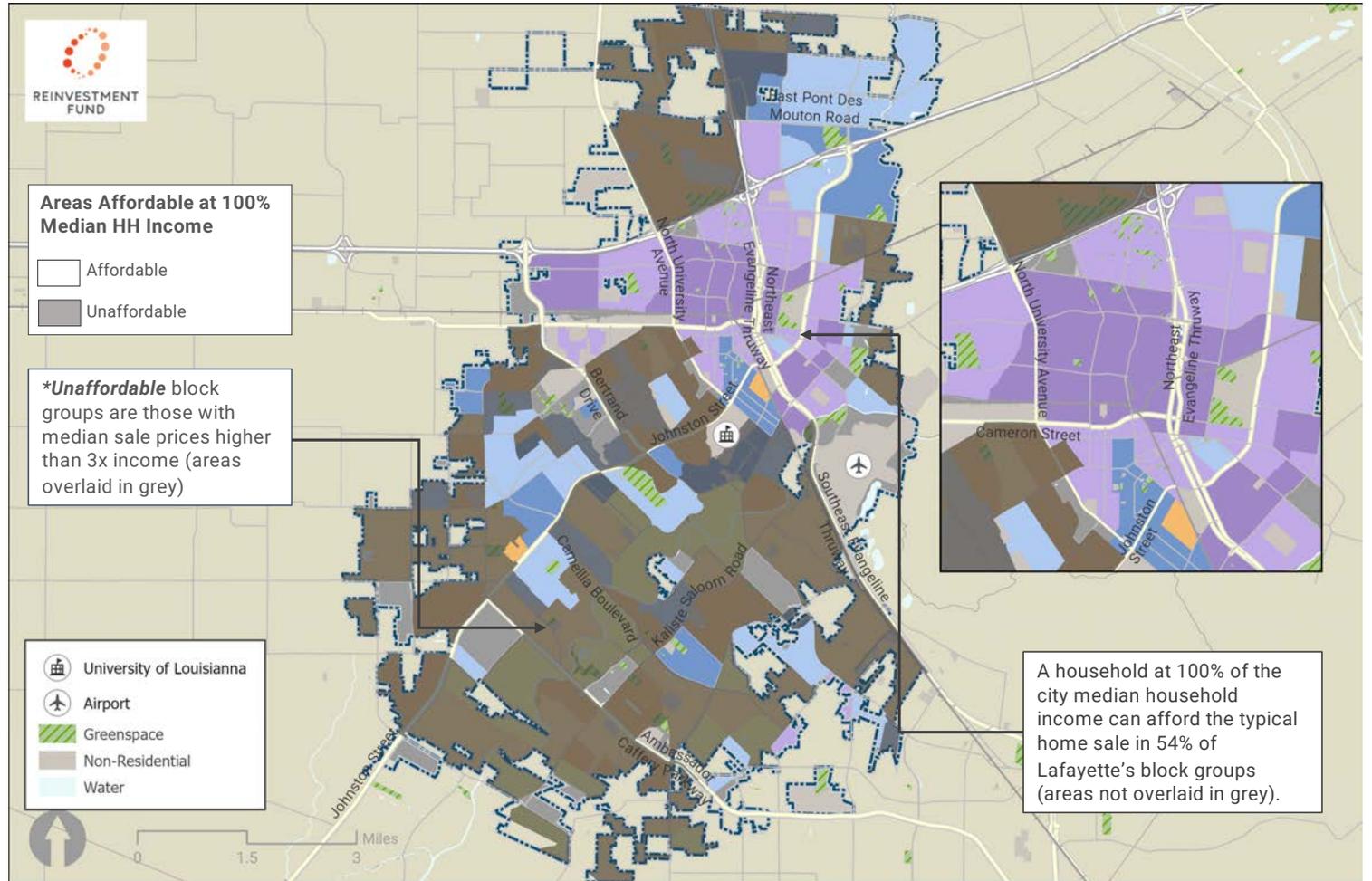
**Two Income Household**

- Security Guards (\$31,810) & Nursing Assistants (\$30,670)

Source: US Bureau of Labor Statistics Occupational Employment and Wage Statistics Tables, May, 2024. For the Lafayette MSA.



# Housing Affordability: 100% Median Household Income (\$61,454)



The table below shows the percentage of homes sold in each MVA market that are affordable to a buyer with a household income of \$49,163 (80% median household income). In other words, it shows the share of sales that are less than or equal to \$147,489.

**Share of Homes Sold Affordable at 80% Median Income (\$49,163)**

A	B	C	D	E	F	G
7%	9%	8%	39%	48%	79%	95%

**Professions with Average Incomes around \$49,163:**

**One Income Household**

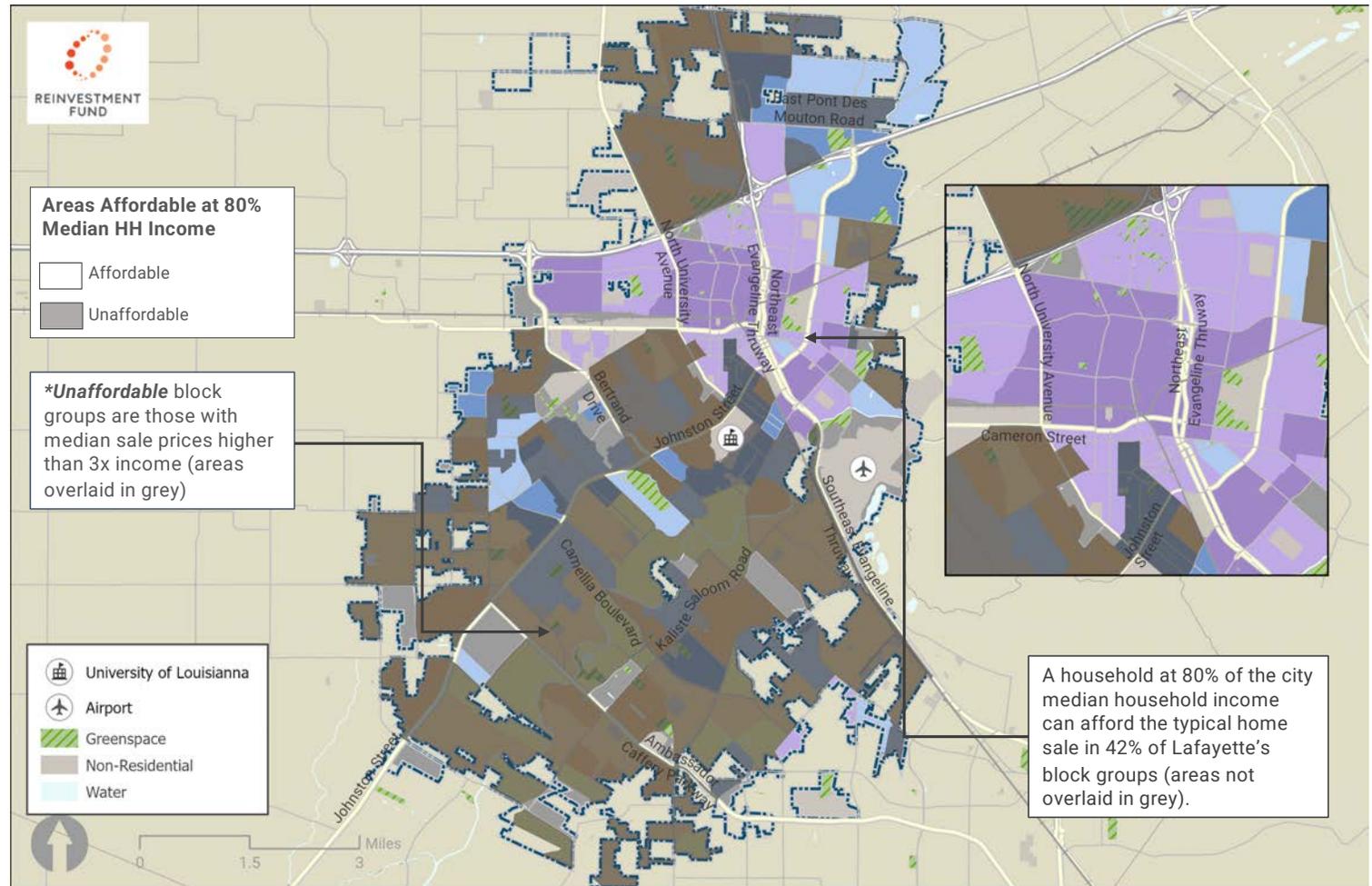
- *Paralegals and Legal Assistants* (\$51,430)
- *Elementary School Teachers* (\$50,390)
- *Automotive Service Technicians and Mechanics* (\$49,400)

**Two Income Household**

- *Fast Food and Counter Workers* (\$25,080) & *Childcare Workers* (\$23,800)

Source: US Bureau of Labor Statistics Occupational Employment and Wage Statistics Tables, May, 2024. For the Lafayette MSA.

# Housing Affordability: 80% Median Household Income (\$49,163)



The table below shows the percentage of homes sold in each MVA market that are affordable to a buyer with a household income of \$30,727 (50% median household income). In other words, it shows the share of sales that are less than or equal to \$92,181.

Share of Homes Sold Affordable at 50% Median Income (\$30,727)

A	B	C	D	E	F	G
4%	4%	2%	13%	22%	57%	86%

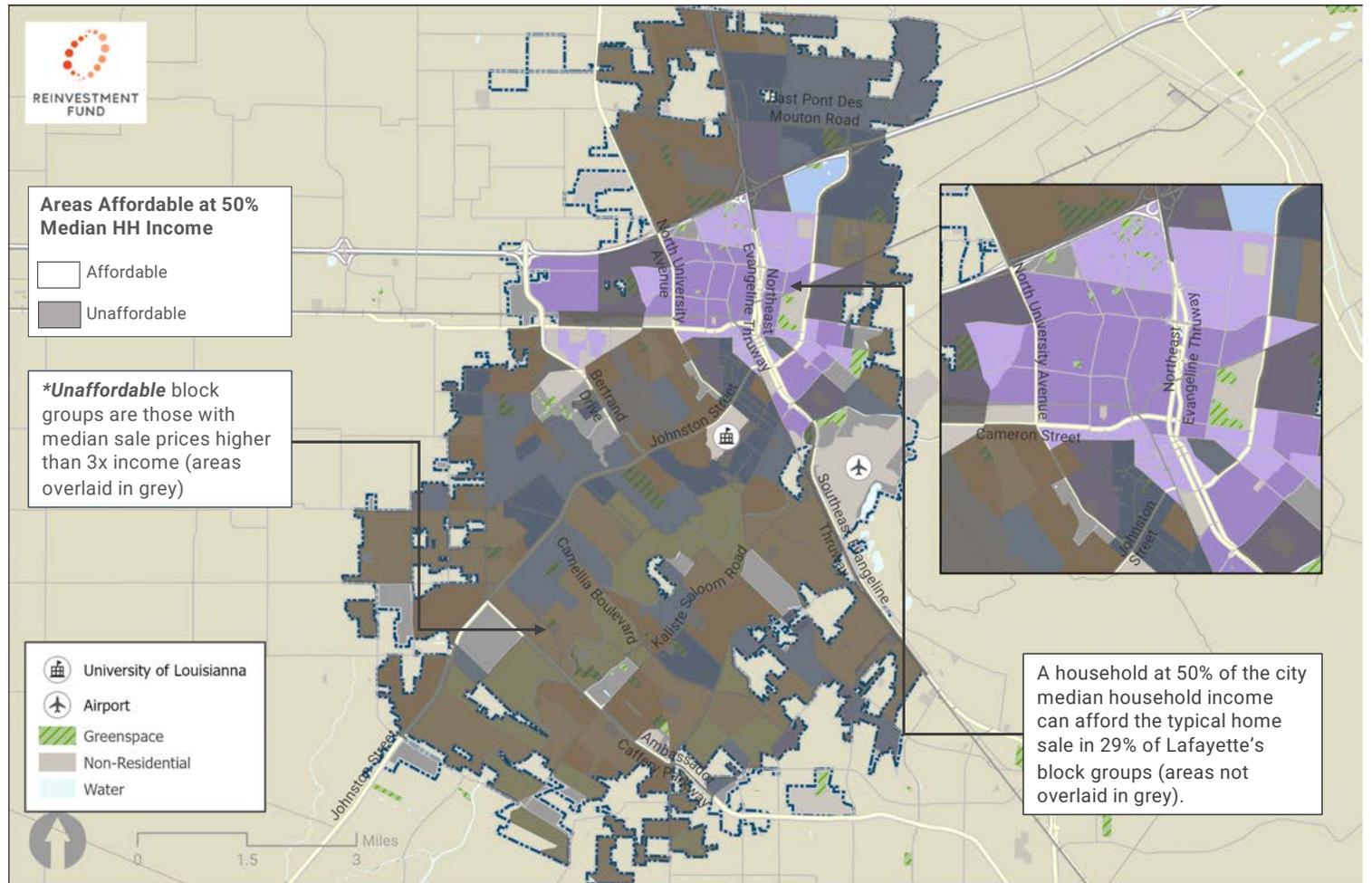
**Professions with Average Incomes around \$30,727:**

**One Income Household**

- Security Guards (\$31,810)
- Retail Salespersons (\$30,410)
- Building and Grounds Cleaning and Maintenance (\$29,990)

Source: US Bureau of Labor Statistics Occupational Employment and Wage Statistics Tables, May, 2024. For the Lafayette MSA.

# Housing Affordability: 50% Median Household Income (\$30,727)





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# Mortgage Access Overlay

# Mortgage Access

Access to mortgage credit to refinance or purchase a home is a critical component of a well functioning housing market. When credit is not accessible, cash and institutional buyers have an advantage over current/prospective homeowners.

Home Mortgage Disclosure Act (HMDA) data offers a way to understand home purchase and refinance lending taking place in the different MVA market types.

## Types of Questions We Can Answer with HMDA and MVA Data



### **Mortgage Application Activity.**

*Where do we see higher or lower application rates?*



**Mortgage Application Outcomes.** *How do denial rates vary by market type?*



**Cash vs Mortgage Purchases.** *Where do cash purchases predominate?*

# Access to Home Mortgage Credit

The table below shows mortgage application outcomes. The share of sales with a mortgage is estimated by comparing the number of originated loans with the number of residential transactions.

**Mortgage application volume, approval rates, and utilization were much lower in weaker markets**

	<i>Home Purchase Application Outcomes, 2022 - 2024</i>				<i>Applications per Household, 2022 - 2024</i>		<i>Estimated Home Sales with Mortgages, 2022-2024</i>		
	Originated Loans	Rejected Apps	Withdrawn Apps	Total Apps	Total Households	App per 100 Households	Originated Loans	Home Sales	Estimated Mortgage Sales
<b>Yellow Markets</b>	843 (74%)	91 (8%)	205 (18%)	1,139 (100%)	6,912	16	843	856	98%
<b>Orange Markets</b>	2,872 (69%)	661 (16%)	629 (15%)	4,162 (100%)	27,149	15	2,872	3,297	87%
<b>Blue Markets</b>	1,352 (68%)	316 (16%)	334 (17%)	2,002 (100%)	15,592	13	1,352	1,875	72%
<b>Purple Markets</b>	237 (46%)	205 (40%)	69 (14%)	511 (100%)	9,539	5	237	785	30%
<b>All Markets</b>	<b>5,304 (68%)</b>	<b>1,273 (16%)</b>	<b>1,237 (16%)</b>	<b>7,814 (100%)</b>	<b>59,192</b>	<b>13</b>	<b>5,304</b>	<b>6,813</b>	<b>78%</b>

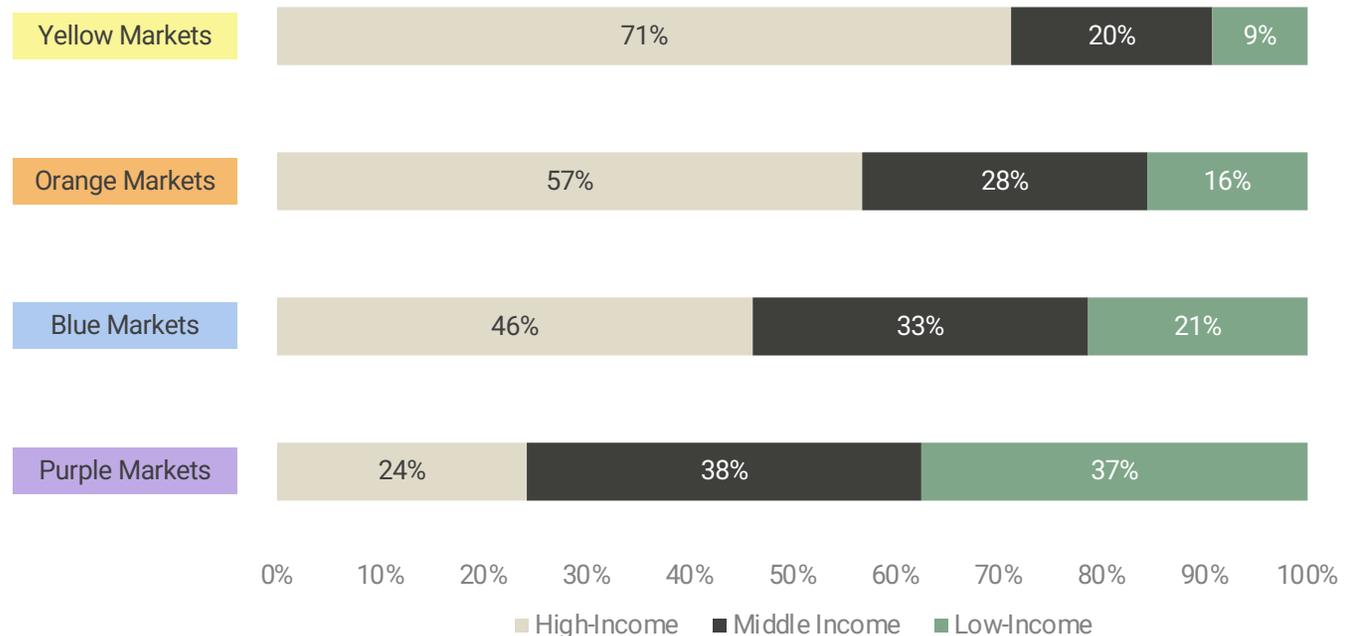
\*Only Includes first lien, home purchase applications for owner-occupied single-family homes

# Access to Home Mortgage Credit

The bar chart below shows mortgage originations by income level in each MVA color grouping.

**Homebuyers from every income level purchased homes across all MVA categories. Almost 10% of homebuyers in yellow markets were low-income, while middle- and high-income buyers made up 62% of homebuyers in purple markets, indicating that income level did not wholly limit homeownership to specific market categories.**

Share Mortgage Originations by MVA Color Grouping and Buyer Income



\*Only Includes first lien, home purchase originations for owner-occupied single-family homes and for applicants with incomes listed

- Low Income: applicant makes < 80% median household income (<\$49,162)
- Middle Income: applicant makes between 80% -120% median household income (\$49,163 - \$73,745)
- High Income: applicant makes > 120% median household income (>\$73,745)



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# Age of Housing Overlay

# Housing Age

Knowing the age of homes in a city can help one understand infrastructure needs and potential building concerns, as older homes may need more maintenance or upgrades. It also reveals patterns of development, showing when different neighborhoods were built and how the city grew over time.



The combination of MVA and understanding housing ages across the city can provide insight into where to focus different housing programs, based on local conditions.

## Types of Investments Informed by Housing Age and MVA Data



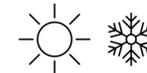
### Infrastructure Investments

Older housing stock is usually correlated with older infrastructure



### Home Repair Program

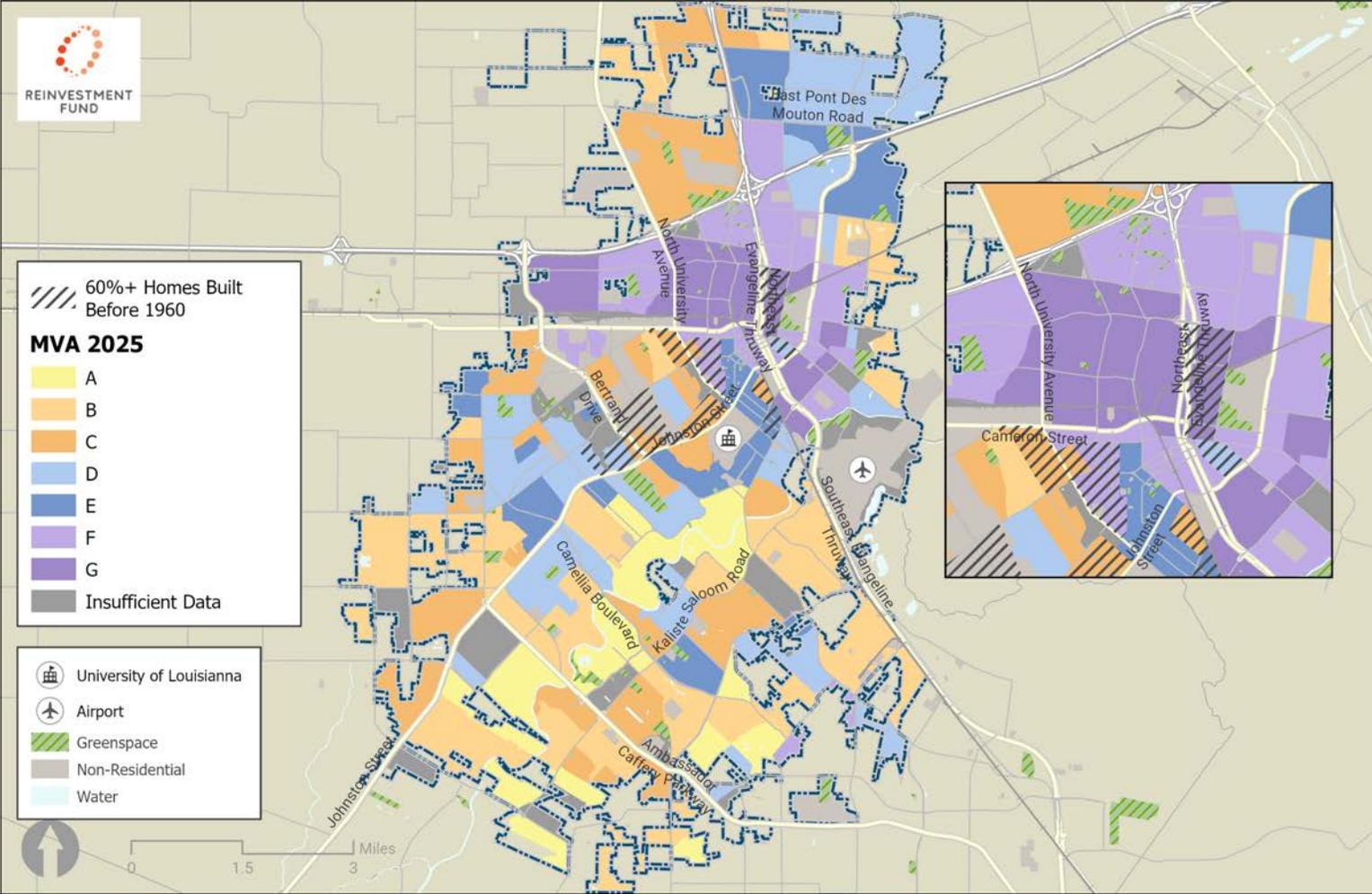
Older housing is more likely to have safety and structural issues



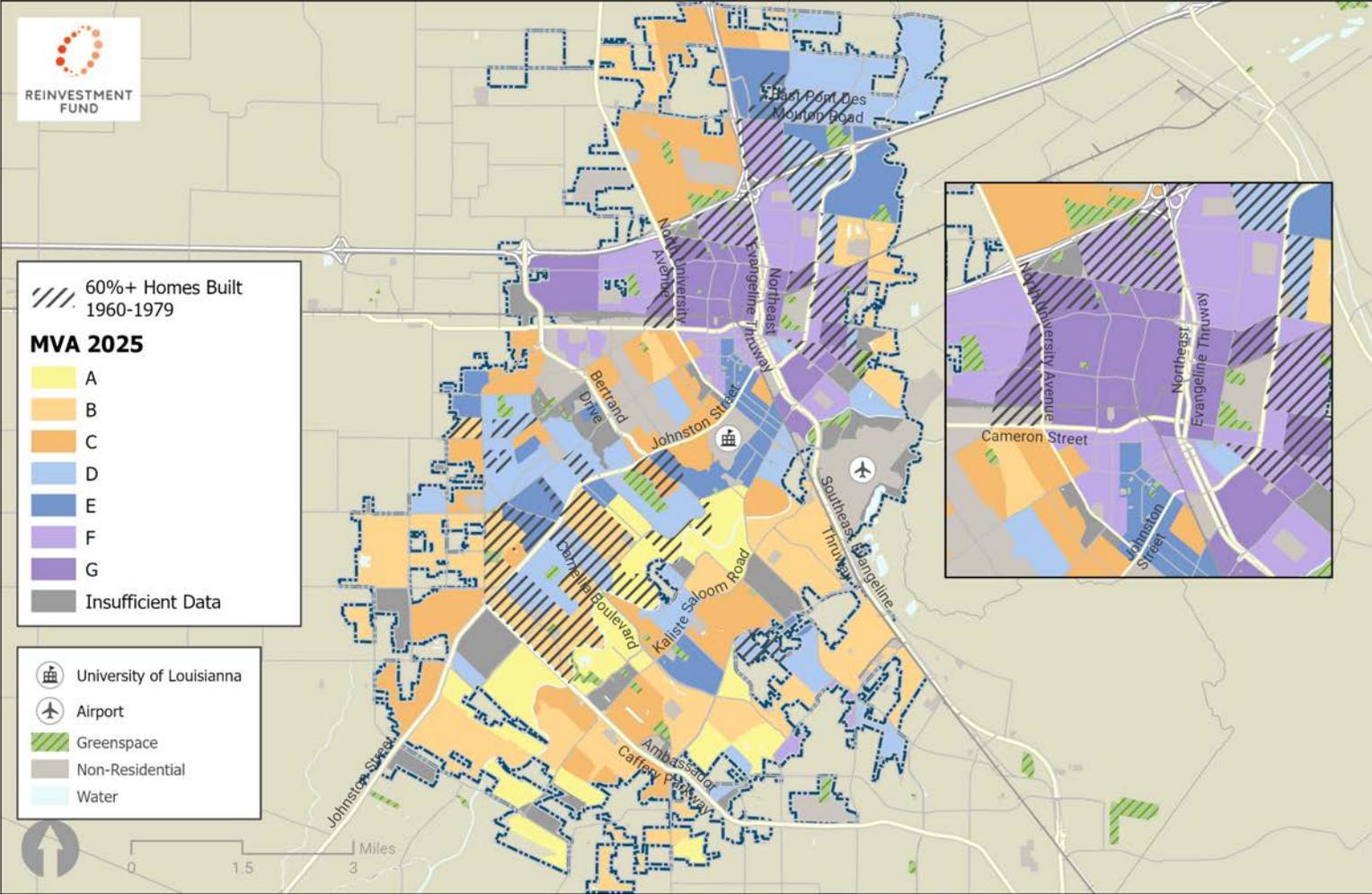
### Weatherization Program

Older homes that are lower values tend to be less energy efficient

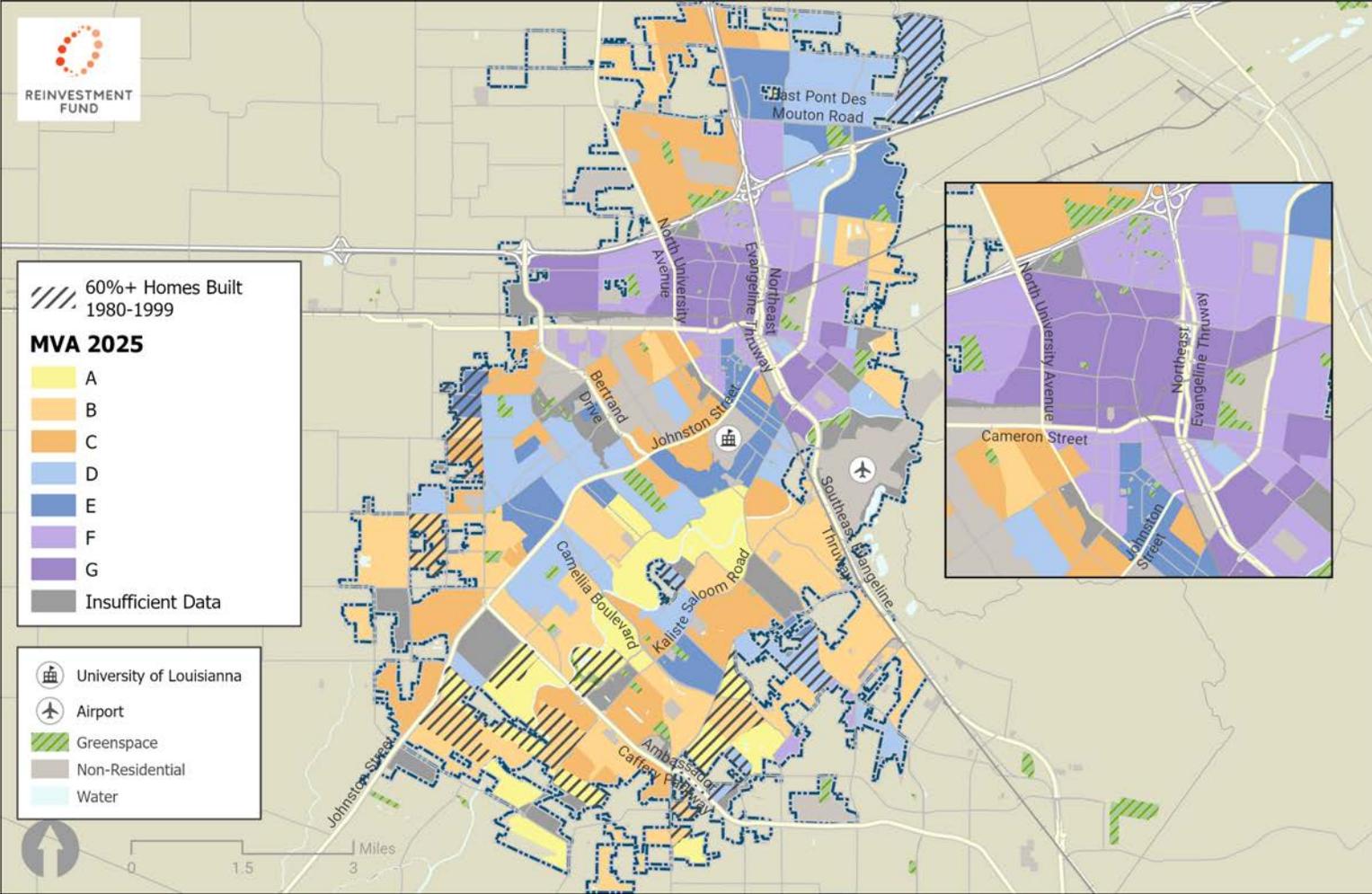
# Housing Age



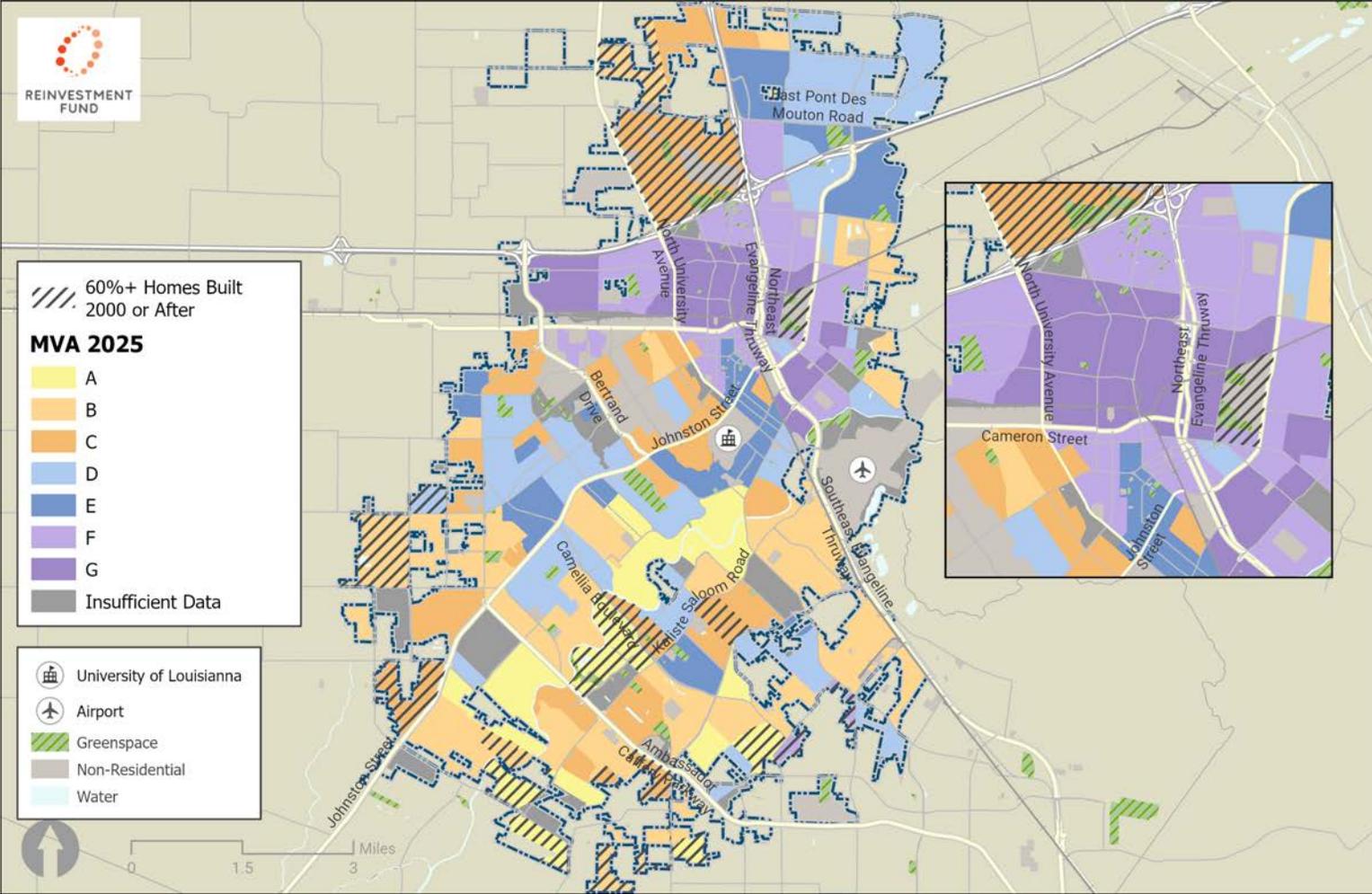
# Housing Age



# Housing Age



# Housing Age



# Housing Age

- A, B, and C markets have higher shares of new homes
- D and E markets had most homes built between 1960 and 1999
- F and G markets have higher shares of older homes
- F and G markets also have higher than average levels of code violations and vacancy
- A targeted home repair program may make sense for these markets

MVA	Percent of Homes Built Before 1960	Percent of Homes Built Between 1960 - 1979	Percent of Homes Built Between 1980 - 1999	Percent of Homes Built in 2000 or After
A	4%	27%	25%	44%
B	6%	32%	36%	26%
C	14%	21%	33%	32%
D	15%	41%	27%	16%
E	10%	37%	41%	11%
F	17%	46%	18%	19%
G	30%	48%	9%	13%



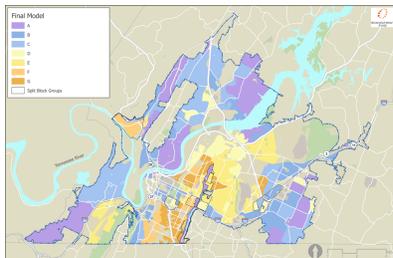
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# Putting the MVA into Practice

# How Stakeholders Use the MVA: Examples

## Chattanooga, TN

- The 2023 MVA created a forum for housing stakeholders to gather and converse and established a common consensus on the state of the city's residential real estate market.
- Chattanooga uses the MVA to determine where to allocate their resources. For example, where to allocate state tax credits and where to focus their Payment-in-Lieu-of-Taxes (PILOT) program.



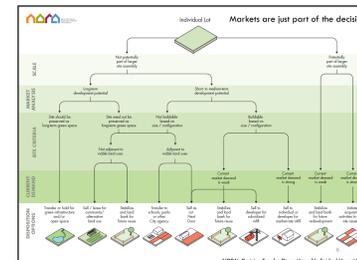
## Denton, TX

- The 2021 MVA enabled Denton to create affordable housing overlay districts and other zoning changes to increase housing production.
- Revised zoning targeted infill development and provided incentives to developers who include lower-priced homes in their projects.

Program	Considerations	Strong (A)	Steady (B, C)	Middle (D)	Transitional (E, F)	Distressed (G)
Affordable housing overlay districts	Opportunity areas		X	X	POTENTIAL	

## New Orleans, LA

- The MVA is used to inform how land is prioritized for re-use, guiding strategic land acquisition and disposition.
- RF has conducted four MVAs in New Orleans over the past fifteen years, facilitating analysis of how the city has changed over time, with particular focus on areas of investment.



# Matching Market Conditions and Housing Strategies

Strategies		Yellow Markets	Orange Markets	Blue Markets	Purple Markets
<b>Preservation of Existing Affordable</b>	NOAH Strategies				
	Strategic Property Disposition				
	Code Enforcement				
<b>Housing Stability</b>	Tax Protections				
	Eviction Prevention				
	Housing Repair				
	Shared Equity Models				
<b>Revenue Generation</b>	Housing Trust Fund				
	Philanthropic Partnerships				
	Impact Fees				
<b>Development of New Supply</b>	Zoning Incentives				
	Housing Subsidies				
	Tax Abatements				
	Revolving Loan Fund				



# Further Tools and Discussion

## Tool

### [ArcGIS Online StoryMap](#)

An interactive interface to explore the Lafayette MVA and the affordability, mortgage access, and age of homes overlays.



## Discussion Questions

- What current housing strategies might be refined with use of the MVA?
- What new strategies could the MVA support?
- What other organizations or entities would benefit from access to MVA?

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