

# Annual Report for Louisiana Realtors® Service Area

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A Research Tool Provided by the Louisiana Realtors®



# 2025

**The U.S. housing market** navigated a challenging landscape throughout 2025. Mortgage rates remained elevated compared with recent years, and home prices continued to rise nationwide. Demand for affordable housing far outpaced supply, and with fewer buyers able to keep up with rising costs, sales of previously owned homes were subdued. Younger buyers faced steep hurdles as high rents, inflation, and student loan debt limited their ability to save for a down payment. By mid-2025, first-time buyers accounted for just 21% of all home purchases, while the typical age of a first-time buyer reached a record high of 40, according to the National Association of REALTORS® (NAR). This aging trend extended across the broader market, as the median age of all homebuyers reached 59. NAR data show that homeowners also set a record, staying in their homes a median of 11 years before selling.

With sales activity down, inventory continued to edge higher, and homes spent more time on the market compared with the previous year, signaling a shift toward more balanced market conditions. The rise in supply has given buyers more options and reduced the sense of urgency that characterized the post-pandemic market, while sellers have rediscovered the importance of strategic pricing, especially in areas where inventory growth is strongest. Although price appreciation has slowed, home values remain roughly 50% higher than pre-pandemic levels, stretching budgets and prompting many would-be buyers to delay their home search until affordability increases.

**Sales:** Pending Sales were up 4.2 percent to 40,793 in 2025, from the year before. Closed sales were up 2.8 percent to finish the year at 40,266.

**Prices:** Home prices were up compared to last year. The overall median sales price increased 1.4 percent to \$247,000 for the year. Single Family home prices were down 0.7 percent compared to last year, while Townhouse/Condo home prices were up 21.8 percent.

**Listings:** Year-over-year, the number of homes available for sale rose slightly. There were 17,623 active listings at the end of 2025 compared to 17,581 listings at the end of 2024. New listings increased by 1.7 percent to finish the year at 63,027.

**Sales by Sq. Ft.:** Increases to the number of closed sales occurred for homes of all sizes. Homes with 1,500 Sq. Ft. or less saw an increase of 0.8 percent, while homes with 2,001 to 2,500 Sq. Ft. saw and increase of 1.1 percent.

**Sales by Price Range:** The number of homes sold in the \$148,999 or Less price range fell 3.1 percent to 7,325 homes. Homes sold in the \$345,000 or More price range were up 6.9 percent to 9,652 homes.

**List Price Received:** Sellers received, on average, 97.0 percent of their list price at sale, a year-over-year improvement of 0.1 percent. Single Family homes saw 96.9 percent of their list price received, while Townhouse/Condo homes received 95.8 percent of their list price.

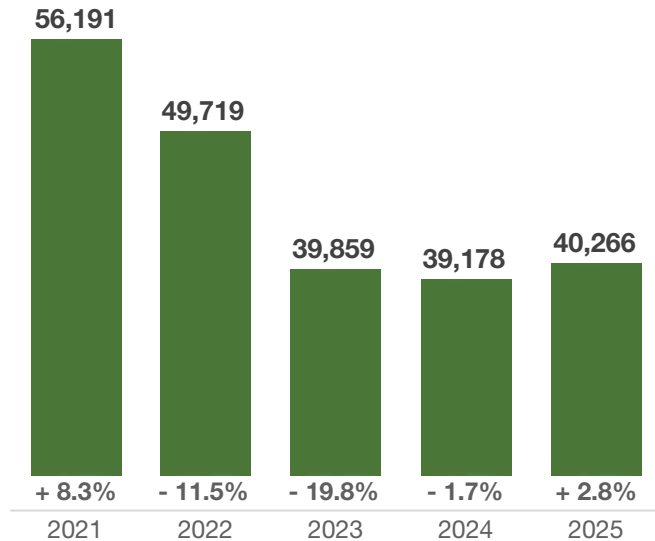
Looking ahead to 2026, experts are forecasting an improvement in market activity. Mortgage rates declined through the second half of 2025 and are expected to stay in the 6% range in the year ahead, supporting incremental gains in affordability. As inventory builds, sales volume is projected to increase. Economists anticipate modest increases in home prices, well below the rapid appreciation of recent years. While conditions should become somewhat more favorable for buyers, affordability constraints and the effects of a decade-long supply shortfall will continue to shape the market. Taken together, these trends suggest 2026 will be a year of stabilization and recovery, rather than dramatic change.

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# Quick Facts

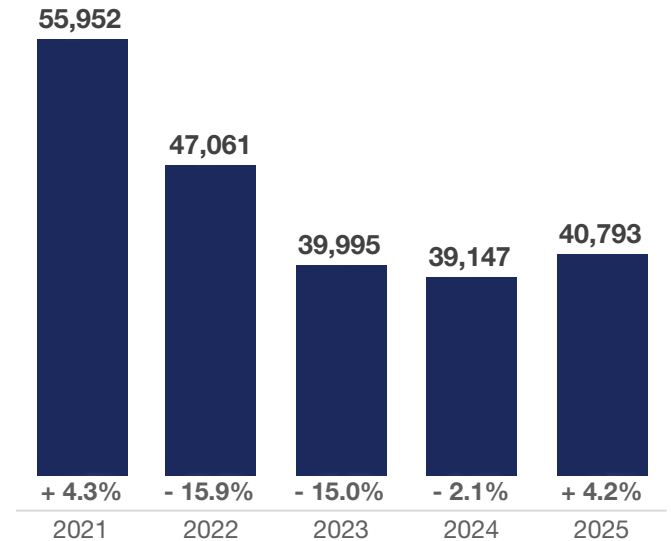
## Closed Sales



### Top 6 Areas: Change in Closed Sales from 2024

Congressional District 4	+ 6.4%
Congressional District 3	+ 6.3%
Congressional District 1	+ 2.3%
Congressional District 6	+ 0.3%
Congressional District 5	- 0.2%
Congressional District 2	- 2.4%

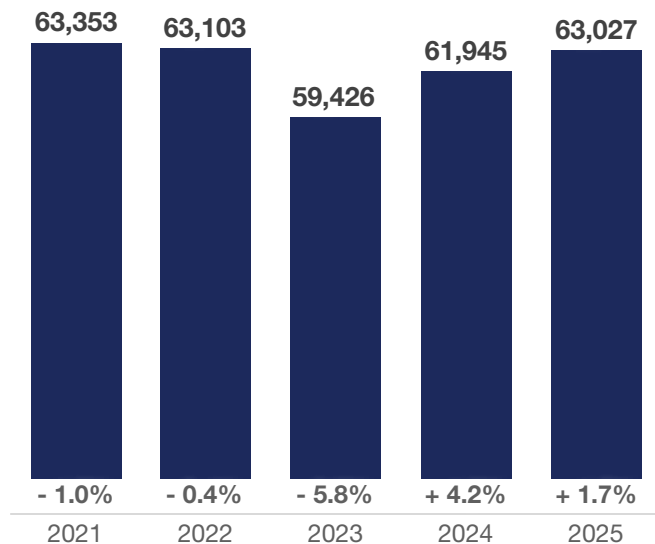
## Pending Sales



### Top 6 Areas: Change in Pending Sales from 2024

Congressional District 3	+ 8.8%
Congressional District 4	+ 6.6%
Congressional District 1	+ 2.8%
Congressional District 6	+ 2.5%
Congressional District 2	+ 1.5%
Congressional District 5	- 0.0%

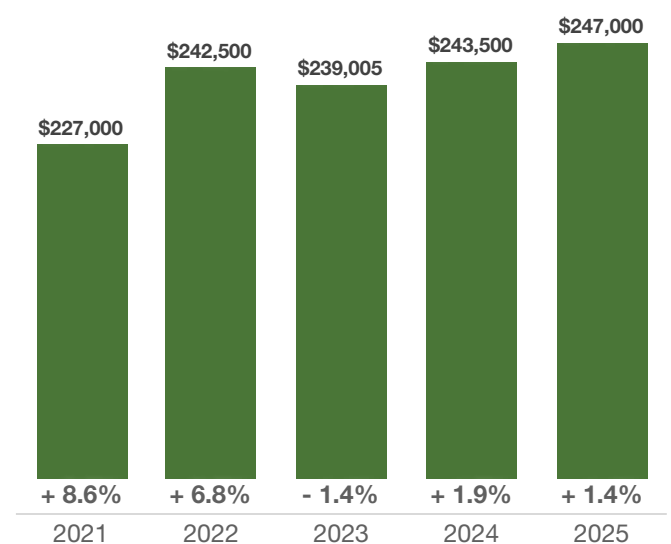
## New Listings



### Top 6 Areas: Change in New Listings from 2024

Congressional District 5	+ 5.0%
Congressional District 3	+ 4.2%
Congressional District 4	+ 3.9%
Congressional District 6	+ 1.5%
Congressional District 1	+ 0.0%
Congressional District 2	- 5.1%

## Median Sales Price

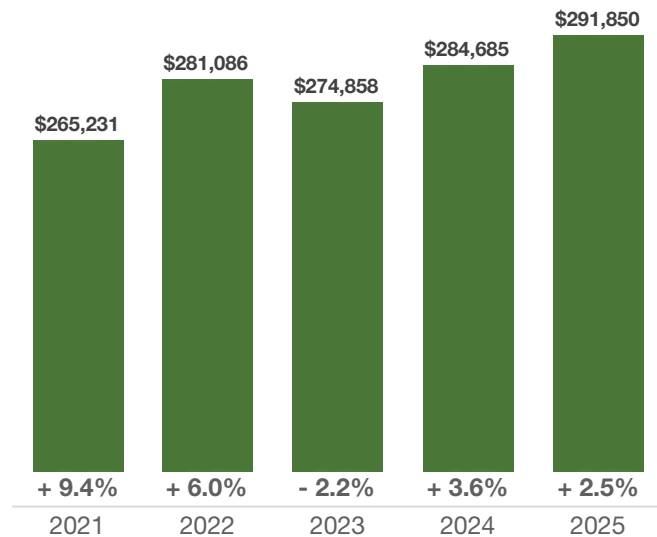


### Top 6 Areas: Change in Median Sales Price from 2024

Congressional District 1	+ 3.1%
Congressional District 6	+ 2.4%
Congressional District 4	+ 1.7%
Congressional District 2	+ 1.6%
Congressional District 5	+ 1.5%
Congressional District 3	+ 1.5%

# Quick Facts

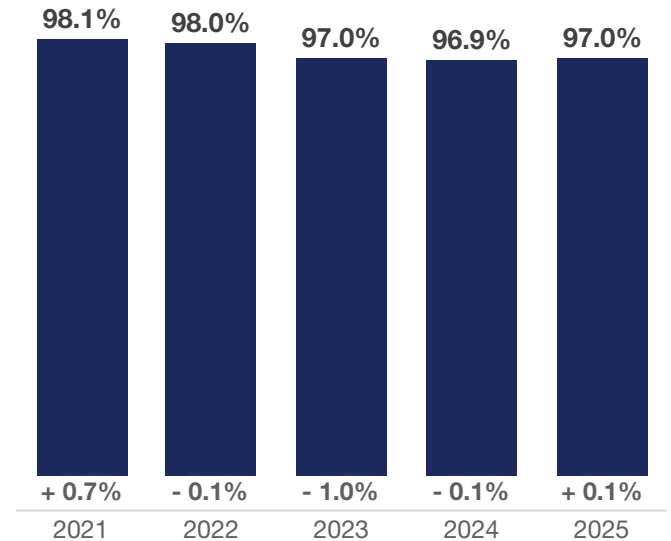
## Average Sales Price



### Top 6 Areas: Change in Avg. Sales Price from 2024

Congressional District 1	+ 3.9%
Congressional District 6	+ 3.3%
Congressional District 4	+ 2.9%
Congressional District 3	+ 2.6%
Congressional District 5	+ 1.3%
Congressional District 2	+ 0.5%

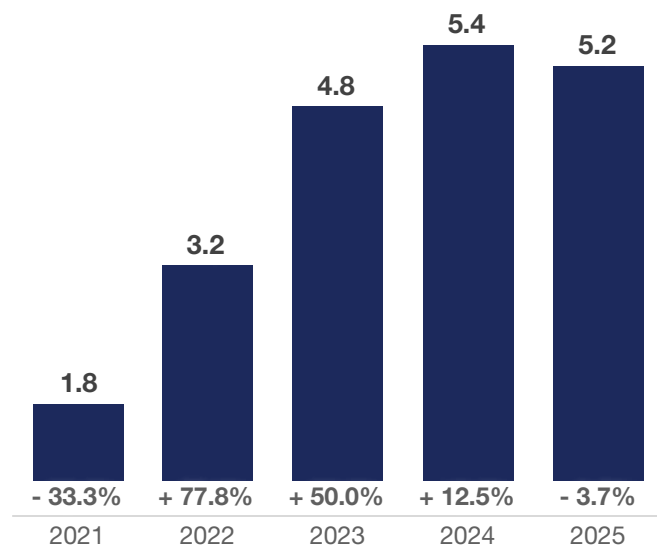
## Percent of List Price Received



### Top 6 Areas: Change in Pct. of List Price Received from 2024

Congressional District 1	+ 0.3%
Congressional District 6	+ 0.1%
Congressional District 2	0.0%
Congressional District 4	0.0%
Congressional District 5	0.0%
Congressional District 3	- 0.1%

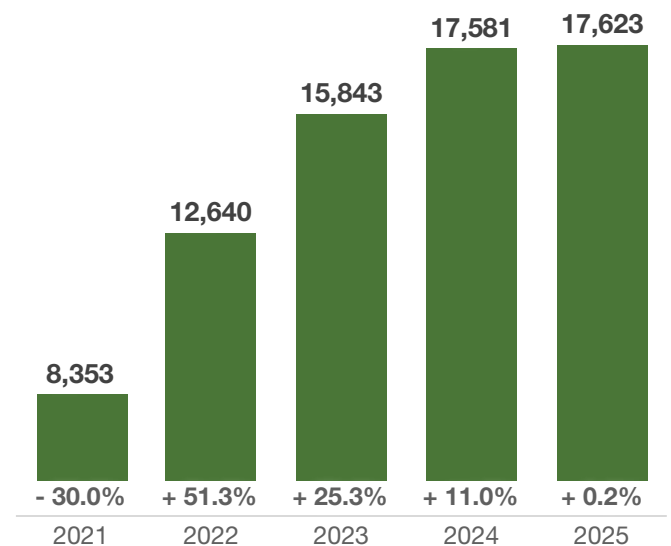
## Months Supply of Inventory



### Top 6 Areas: Change in Months Supply from 2024

Congressional District 5	+ 6.8%
Congressional District 6	- 2.0%
Congressional District 2	- 2.9%
Congressional District 4	- 4.3%
Congressional District 3	- 6.9%
Congressional District 1	- 7.0%

## Inventory of Homes for Sale



### Top 6 Areas: Change in Homes for Sale from 2024

Congressional District 5	+ 8.5%
Congressional District 4	+ 2.4%
Congressional District 6	+ 1.2%
Congressional District 3	+ 0.4%
Congressional District 2	- 2.4%
Congressional District 1	- 5.5%

67

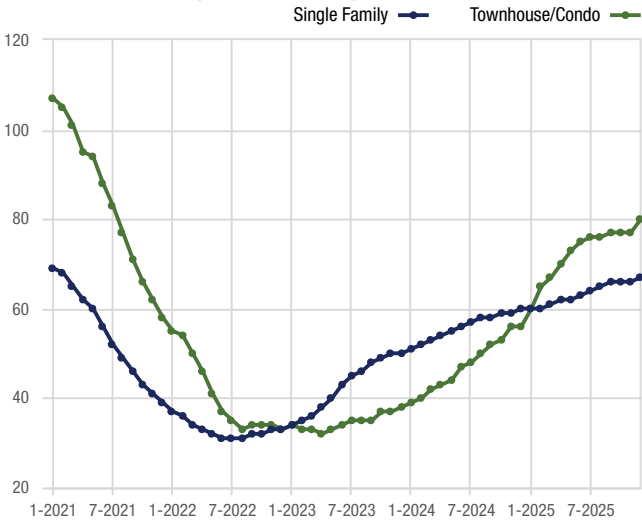
Average Days on Market  
Single Family

80

Average Days on Market  
Townhouse/Condo

### Days on Market Until Sale

This chart uses a rolling 12-month average for each data point



### Top Areas: Townhouse/Condo Market Share in 2025

Congressional District 1	7.2%
Congressional District 2	6.8%
Congressional District 4	2.0%
Congressional District 6	1.2%
Congressional District 3	1.1%
Congressional District 5	0.4%

- 0.7%

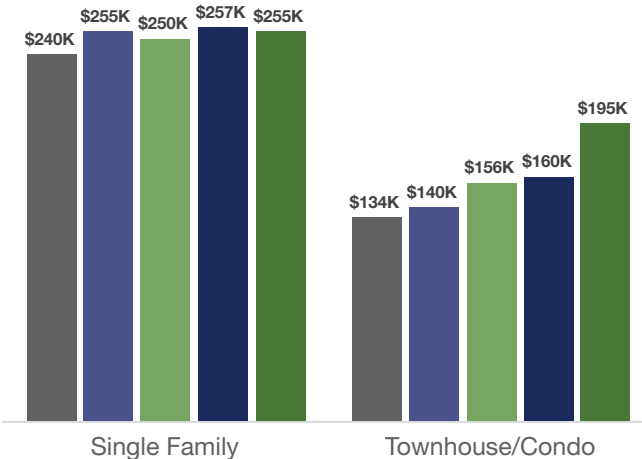
One-Year Change in Price  
Single Family

+ 21.8%

One-Year Change in Price  
Townhouse/Condo

### Median Sales Price

■ 2021 ■ 2022 ■ 2023 ■ 2024 ■ 2025



96.9%

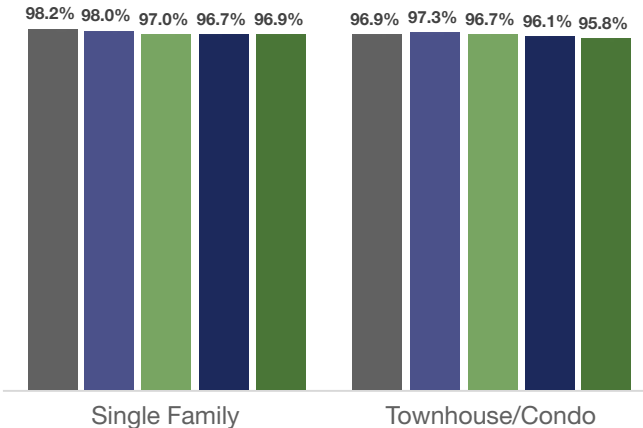
Pct. of List Price Received  
Single Family

95.8%

Pct. of List Price Received  
Townhouse/Condo

### Percent of List Price Received

■ 2021 ■ 2022 ■ 2023 ■ 2024 ■ 2025



Price Range Review

\$149,000 to \$223,999

Price Range with Shortest Average Days on Market Until Sale

\$148,999 or Less

Price Range with Longest Average Days on Market Until Sale

18.5%

of Sales at Year End Priced \$149,000 to \$223,999

- 2.9%

One-Year Change in Homes for Sale Priced \$149,000 to \$223,999

Days on Market Until Sale by Price Range



Share of Homes for Sale \$149,000 to \$223,999



\$224,000 to \$344,999

Price Range with the Most Closed Sales

+ 6.9%

Price Range with Strongest One-Year Change in Sales: \$345,000 or More

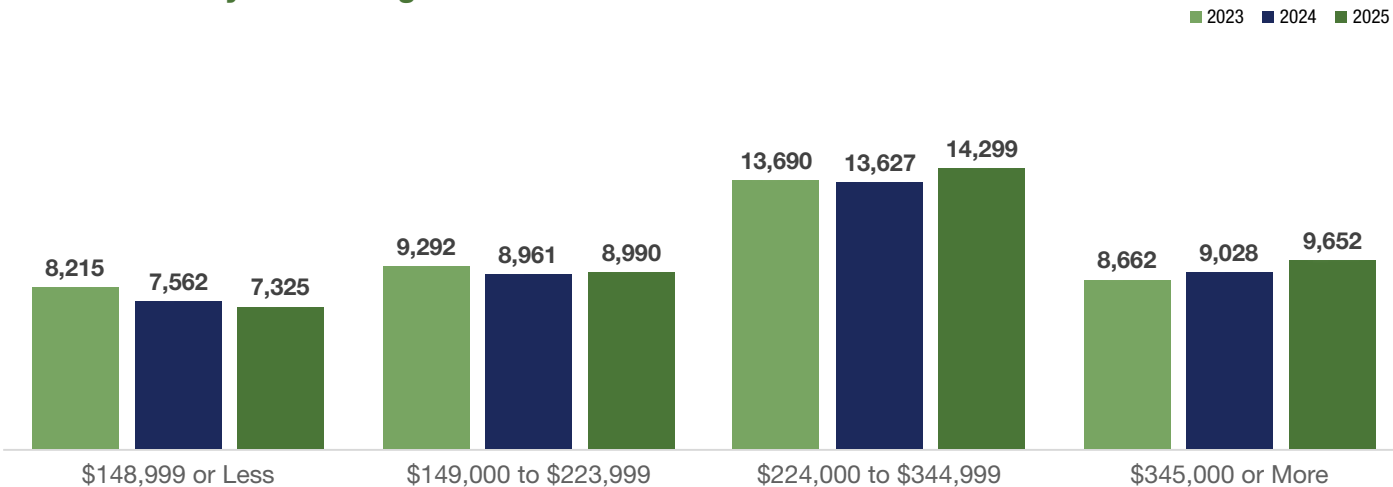
\$148,999 or Less

Price Range with the Fewest Closed Sales

- 3.1%

Price Range with Weakest One-Year Change in Sales: \$148,999 or Less

Closed Sales by Price Range



# Square Footage Review

**+ 0.8%**

Growth in Closed Sales  
1,500 Sq. Ft. or Less

**+ 1.1%**

Growth in Closed Sales  
2,001 Sq. Ft. - 2,500 Sq. Ft.

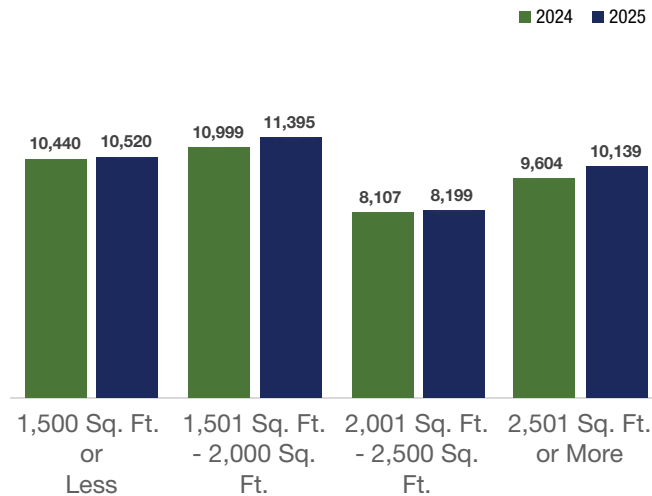
**29.6%**

of Sales at Year End for  
2,501 Sq. Ft. or More

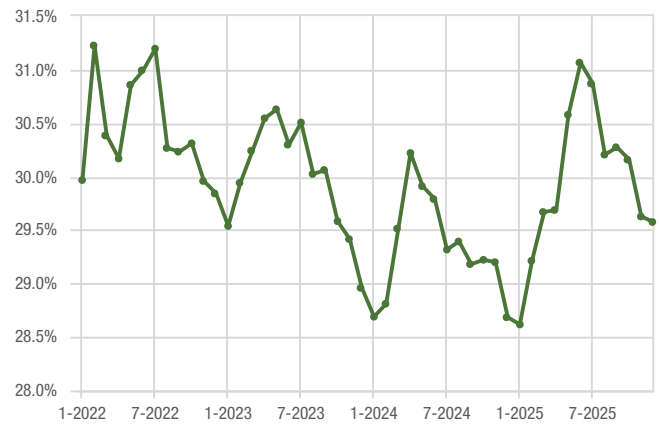
**+ 3.1%**

One-Year Change  
in Homes for Sale for  
2,501 Sq. Ft. or More

## Closed Sales



## Share of Homes for Sale 2,501 Sq. Ft. or More



**95.7%**

Percent of List Price Received  
in 2025 for  
1,500 Sq. Ft. or Less

**97.7%**

Percent of List Price Received  
in 2025 for  
1,501 Sq. Ft. - 2,000 Sq. Ft.

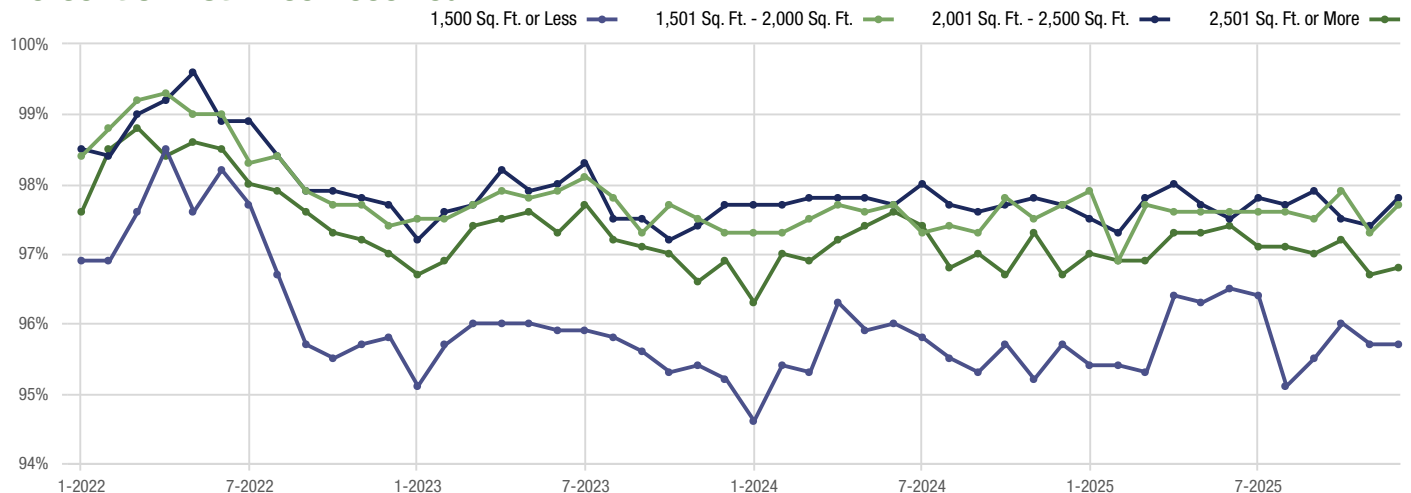
**97.8%**

Percent of List Price Received  
in 2025 for  
2,001 Sq. Ft. - 2,500 Sq. Ft.

**96.8%**

Percent of List Price Received  
in 2025 for  
2,501 Sq. Ft. or More

## Percent of List Price Received



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Area Historical Median Prices



	2021	2022	2023	2024	2025	Change from 2024	Change from 2021
Congressional District 1	\$268,008	\$290,000	\$284,900	\$290,000	\$299,000	+ 3.1%	+ 11.6%
Congressional District 2	\$241,765	\$255,000	\$249,000	\$246,000	\$250,000	+ 1.6%	+ 3.4%
Congressional District 3	\$215,000	\$230,000	\$225,795	\$228,500	\$231,910	+ 1.5%	+ 7.9%
Congressional District 4	\$214,000	\$225,000	\$222,500	\$234,900	\$239,000	+ 1.7%	+ 11.7%
Congressional District 5	\$225,500	\$243,000	\$239,900	\$246,140	\$249,900	+ 1.5%	+ 10.8%
Congressional District 6	\$190,000	\$197,900	\$196,400	\$207,500	\$212,500	+ 2.4%	+ 11.8%



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# Area Overviews



	Total Closed Sales	Change from 2024	New Listings	Days on Market	Inventory of Homes for Sale	Months Supply of Inventory	Pct. of List Price Received
Congressional District 1	8,289	+ 2.3%	14,107	67	3,672	5.3	97.0%
Congressional District 2	5,180	- 2.4%	9,845	72	2,956	6.7	96.7%
Congressional District 3	6,921	+ 6.3%	10,086	83	3,151	5.4	97.1%
Congressional District 4	7,116	+ 6.4%	10,352	80	2,675	4.5	97.0%
Congressional District 5	6,396	- 0.2%	9,155	73	2,526	4.7	97.5%
Congressional District 6	6,239	+ 0.3%	9,297	69	2,618	4.9	96.7%