

# Monthly Indicators



## November 2024

U.S. existing-home sales rose 3.4% month-over-month and 2.9% year-over-year to a seasonally adjusted annual rate of 3.96 million units, exceeding economists' expectations for the month and marking the first annual gain since July 2021, according to the National Association of REALTORS® (NAR). Lower mortgage rates in late summer and early fall helped sales increase across all four regions.

New Listings in Allen, Avoyelles, Catahoula, Evangeline, Grant, La Salle, Rapides, Natchitoches, and Winn Parishes decreased 8.7 percent to 137. Pending Sales increased 18.9 percent to 113. Inventory increased 2.2 percent to 605.

Median Sales Price increased 12.4 percent from \$169,900 to \$191,000. Days on Market increased 20.0 percent to 66.

The number of homes for sale continues to improve nationwide, climbing 0.7% month-over-month and 19.1% year-over-year to 1.37 million units heading into November, for a 4.2-month supply at the current sales pace, according to NAR. Despite a wider selection of properties on the market, sales prices have remained strong at the national level, with a median existing-home price of \$407,200 as of last measure, a 4% increase from the same time last year.

## Monthly Snapshot

**+ 12.1%**

Change in  
**Closed Sales**  
All Properties

**+ 2.2%**

Change in  
**Homes for Sale**  
All Properties

**+ 12.4%**

Change in  
**Median Sales Price**  
All Properties

Residential activity in Allen, Avoyelles, Catahoula, Evangeline, Grant, La Salle, Rapides, Natchitoches, and Winn Parishes. Percent changes are calculated using rounded figures.

Market Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>

# Market Overview

Key metrics by report quarter and for year-to-date (YTD) starting from the first of the year.



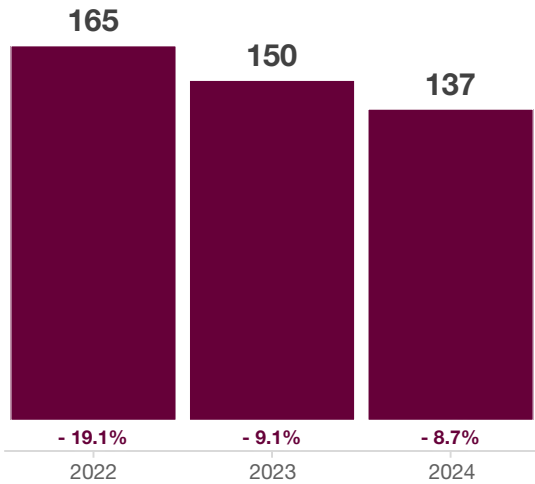
Key Metrics	Historical Sparkbars	11-2023	11-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		150	<b>137</b>	- 8.7%	2,120	<b>2,121</b>	+ 0.0%
<b>Pending Sales</b>		95	<b>113</b>	+ 18.9%	1,493	<b>1,460</b>	- 2.2%
<b>Closed Sales</b>		99	<b>111</b>	+ 12.1%	1,476	<b>1,425</b>	- 3.5%
<b>Days on Market Until Sale</b>		55	<b>66</b>	+ 20.0%	56	<b>65</b>	+ 16.1%
<b>Median Sales Price</b>		\$169,900	<b>\$191,000</b>	+ 12.4%	\$185,000	<b>\$185,000</b>	0.0%
<b>Average Sales Price</b>		\$202,298	<b>\$214,627</b>	+ 6.1%	\$208,568	<b>\$210,953</b>	+ 1.1%
<b>Percent of List Price Received</b>		95.5%	<b>96.0%</b>	+ 0.5%	96.3%	<b>95.2%</b>	- 1.1%
<b>Housing Affordability Index</b>		128	<b>119</b>	- 7.0%	118	<b>123</b>	+ 4.2%
<b>Inventory of Homes for Sale</b>		592	<b>605</b>	+ 2.2%	—	—	—
<b>Months Supply of Inventory</b>		4.5	<b>4.6</b>	+ 2.2%	—	—	—

# New Listings

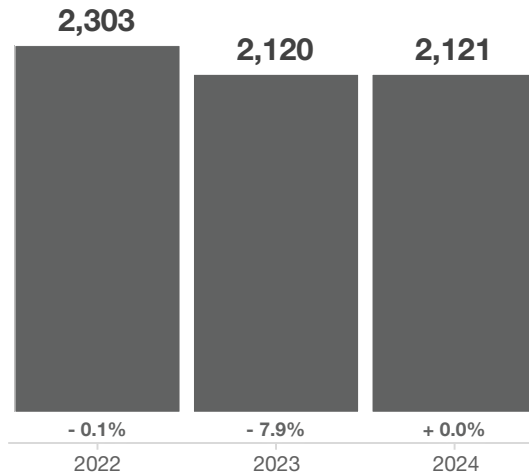
A count of the properties that have been newly listed on the market in a given month.



## November

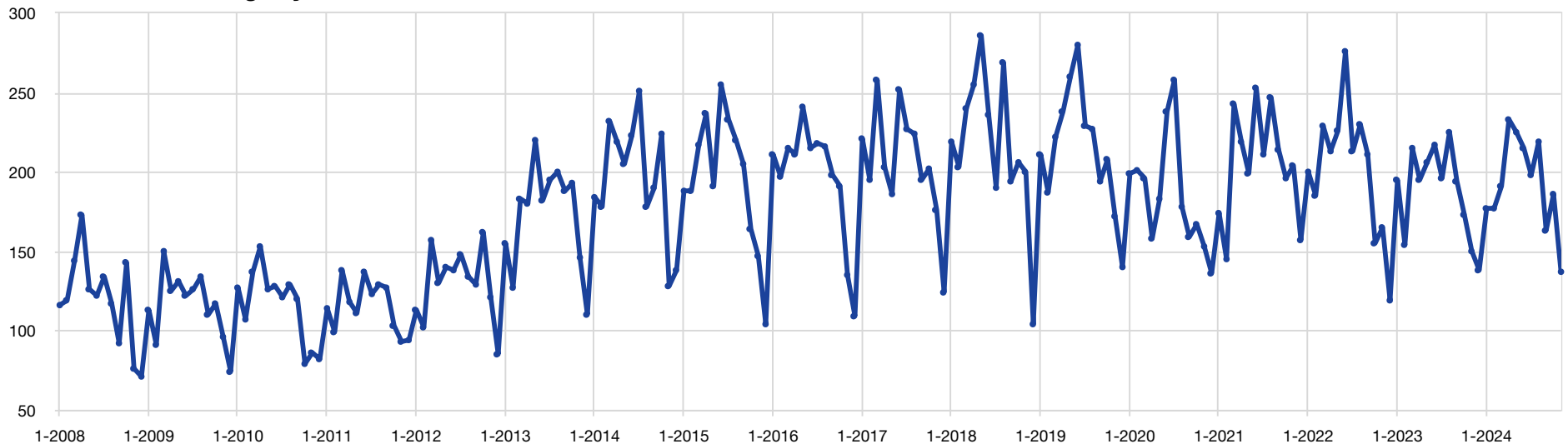


## Year to Date



	New Listings	Prior Year	Year-Over-Year Change
Dec-2023	138	119	+ 16.0%
Jan-2024	177	195	- 9.2%
Feb-2024	177	154	+ 14.9%
Mar-2024	191	215	- 11.2%
Apr-2024	233	195	+ 19.5%
May-2024	225	206	+ 9.2%
Jun-2024	215	217	- 0.9%
Jul-2024	198	196	+ 1.0%
Aug-2024	219	225	- 2.7%
Sep-2024	163	194	- 16.0%
Oct-2024	186	173	+ 7.5%
<b>Nov-2024</b>	<b>137</b>	<b>150</b>	<b>- 8.7%</b>
12-Month Avg	188	187	+ 0.5%

## Historical New Listings by Month

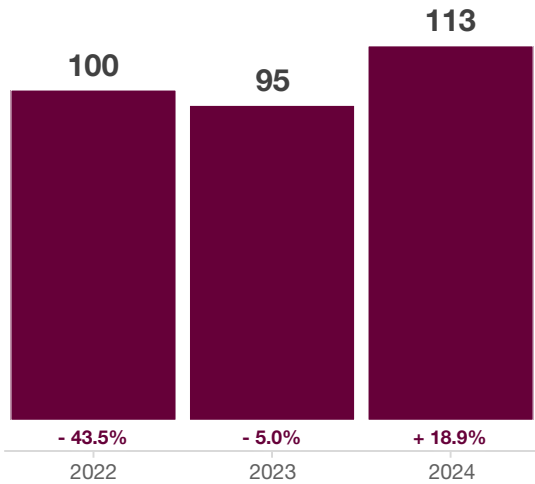


# Pending Sales

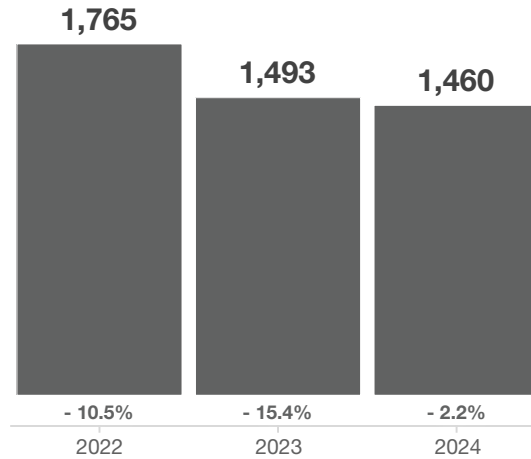
A count of the properties on which offers have been accepted in a given month.



## November

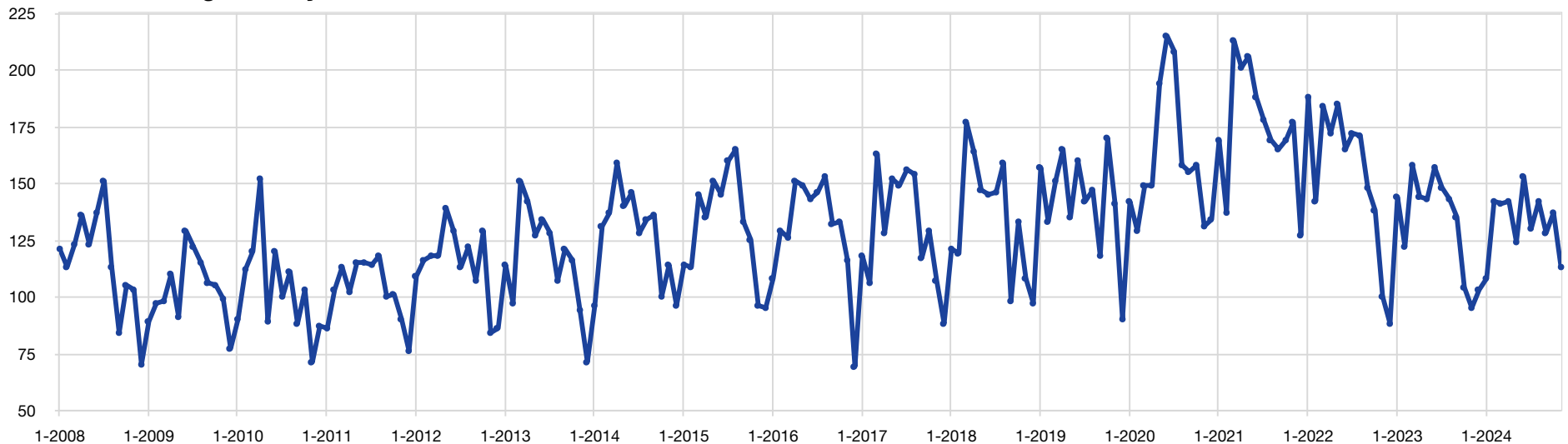


## Year to Date



	Pending Sales	Prior Year	Year-Over-Year Change
Dec-2023	103	88	+ 17.0%
Jan-2024	108	144	- 25.0%
Feb-2024	142	122	+ 16.4%
Mar-2024	141	158	- 10.8%
Apr-2024	142	144	- 1.4%
May-2024	124	143	- 13.3%
Jun-2024	153	157	- 2.5%
Jul-2024	130	148	- 12.2%
Aug-2024	142	143	- 0.7%
Sep-2024	128	135	- 5.2%
Oct-2024	137	104	+ 31.7%
<b>Nov-2024</b>	<b>113</b>	<b>95</b>	<b>+ 18.9%</b>
12-Month Avg	130	132	- 1.5%

## Historical Pending Sales by Month

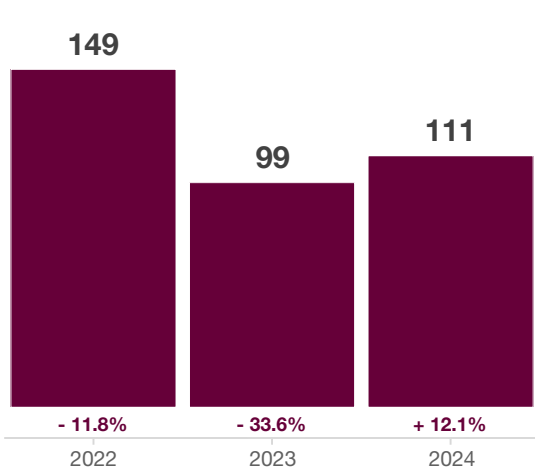


# Closed Sales

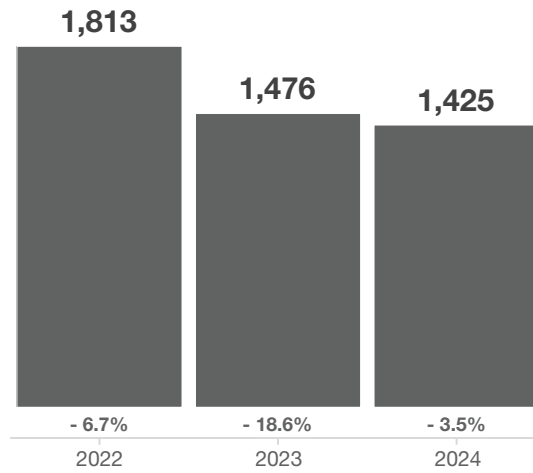
A count of the actual sales that closed in a given month.



## November

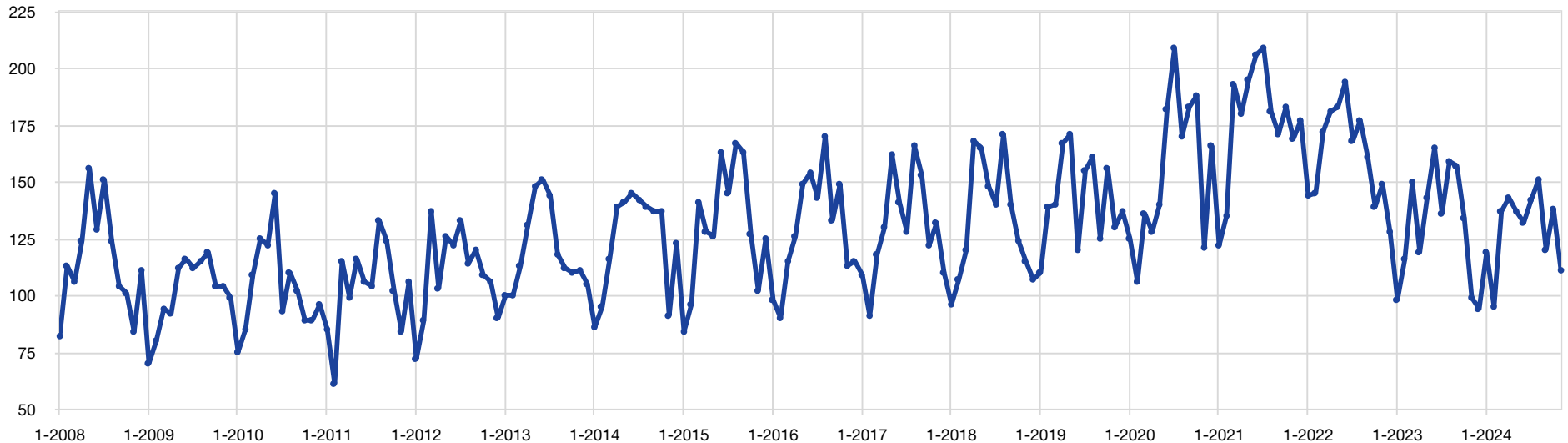


## Year to Date



	Closed Sales	Prior Year	Year-Over-Year Change
Dec-2023	94	128	- 26.6%
Jan-2024	119	98	+ 21.4%
Feb-2024	95	116	- 18.1%
Mar-2024	137	150	- 8.7%
Apr-2024	143	119	+ 20.2%
May-2024	137	143	- 4.2%
Jun-2024	132	165	- 20.0%
Jul-2024	142	136	+ 4.4%
Aug-2024	151	159	- 5.0%
Sep-2024	120	157	- 23.6%
Oct-2024	138	134	+ 3.0%
<b>Nov-2024</b>	<b>111</b>	<b>99</b>	<b>+ 12.1%</b>
12-Month Avg	127	134	- 5.2%

## Historical Closed Sales by Month

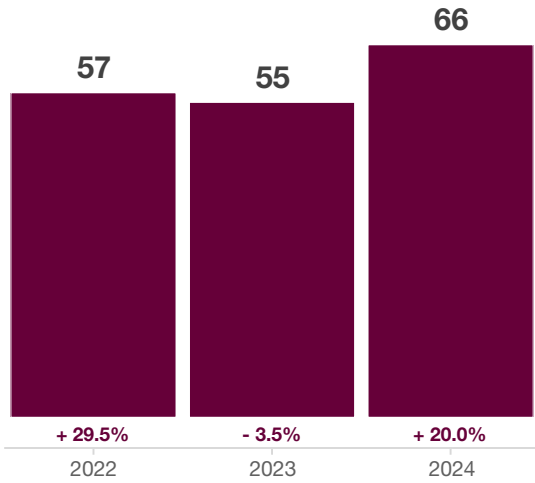


# Days on Market Until Sale

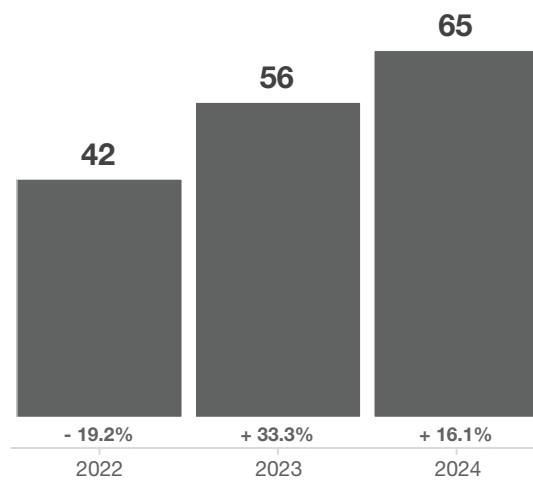
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



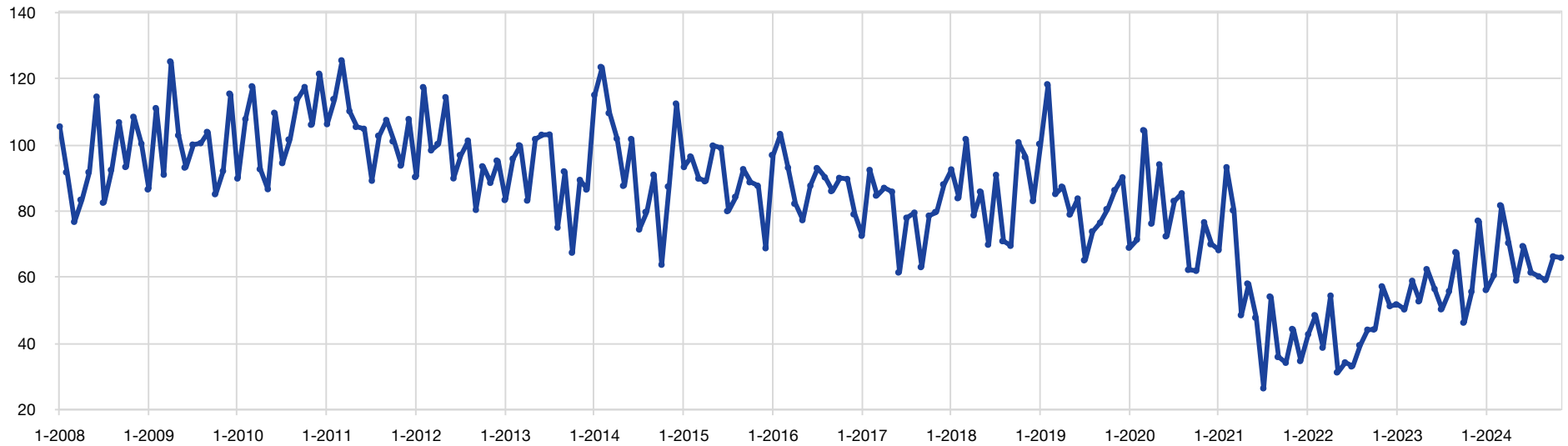
## Year to Date



Days on Market	Prior Year	Year-Over-Year Change
Dec-2023	77	+ 51.0%
Jan-2024	56	+ 7.7%
Feb-2024	60	+ 20.0%
Mar-2024	82	+ 39.0%
Apr-2024	70	+ 32.1%
May-2024	59	- 4.8%
Jun-2024	69	+ 23.2%
Jul-2024	61	+ 22.0%
Aug-2024	60	+ 7.1%
Sep-2024	59	- 11.9%
Oct-2024	66	+ 43.5%
<b>Nov-2024</b>	<b>66</b>	<b>+ 20.0%</b>
12-Month Avg*	65	+ 18.5%

\* Days on Market for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

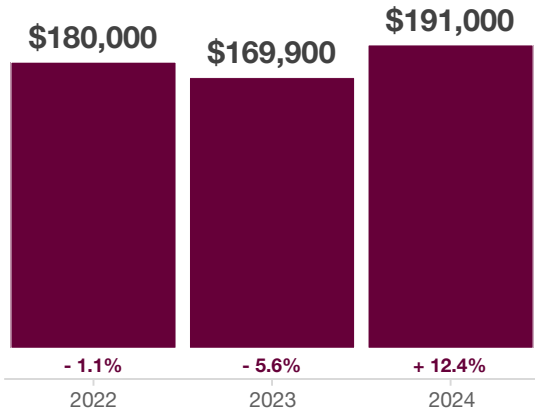


# Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



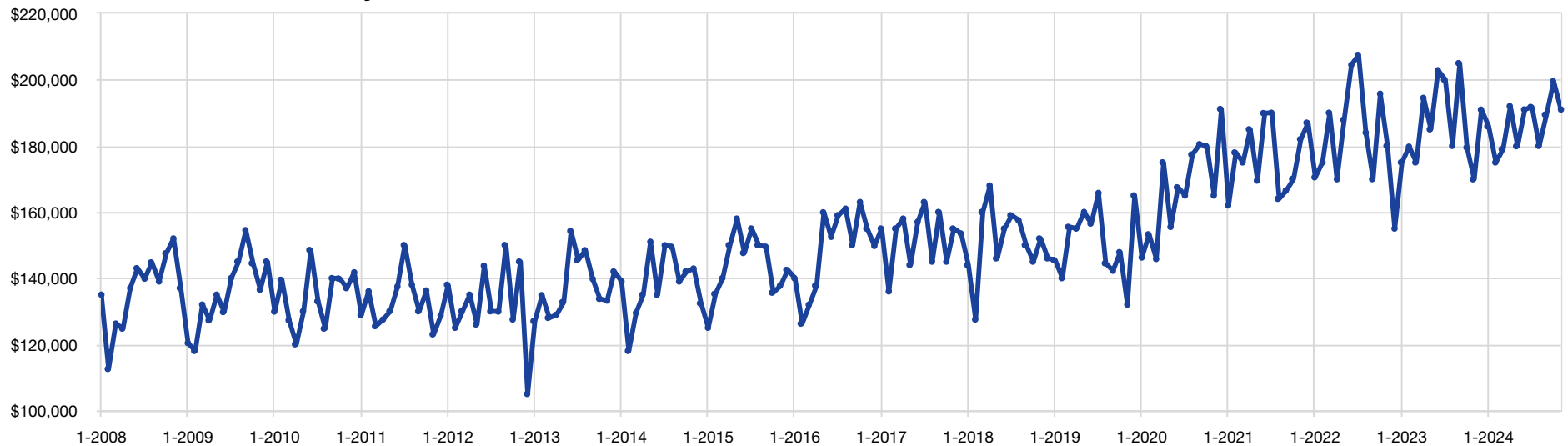
## Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
Dec-2023	\$190,950	\$155,000	+ 23.2%
Jan-2024	\$185,950	\$175,000	+ 6.3%
Feb-2024	\$175,000	\$179,750	- 2.6%
Mar-2024	\$179,000	\$175,000	+ 2.3%
Apr-2024	\$192,000	\$194,500	- 1.3%
May-2024	\$179,900	\$185,000	- 2.8%
Jun-2024	\$191,000	\$202,855	- 5.8%
Jul-2024	\$191,750	\$200,000	- 4.1%
Aug-2024	\$180,000	\$180,000	0.0%
Sep-2024	\$189,450	\$205,000	- 7.6%
Oct-2024	\$199,500	\$179,500	+ 11.1%
<b>Nov-2024</b>	<b>\$191,000</b>	<b>\$169,900</b>	<b>+ 12.4%</b>
12-Month Avg*	\$185,000	\$181,750	+ 1.8%

\* Median Sales Price for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

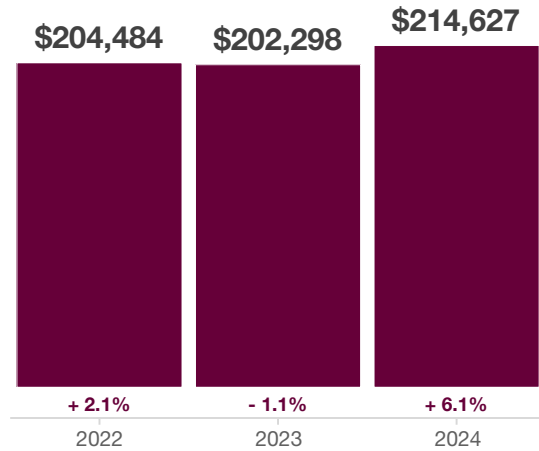


# Average Sales Price

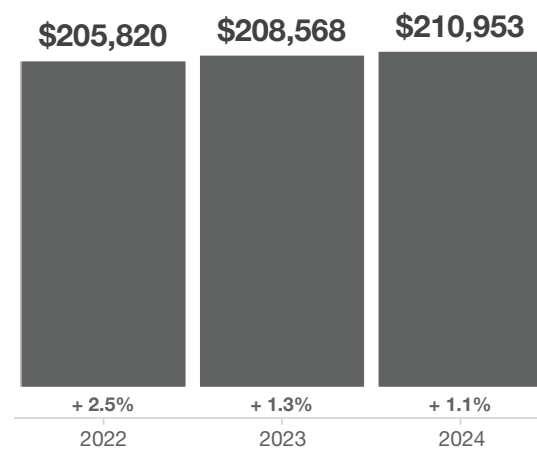
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Avg. Sales Price	Prior Year	Year-Over-Year Change
Dec-2023	\$203,429	\$175,720	+ 15.8%
Jan-2024	\$231,505	\$188,009	+ 23.1%
Feb-2024	\$197,048	\$195,049	+ 1.0%
Mar-2024	\$192,768	\$199,156	- 3.2%
Apr-2024	\$206,784	\$214,832	- 3.7%
May-2024	\$203,399	\$216,116	- 5.9%
Jun-2024	\$211,616	\$233,388	- 9.3%
Jul-2024	\$216,087	\$226,159	- 4.5%
Aug-2024	\$210,588	\$204,050	+ 3.2%
Sep-2024	\$209,200	\$209,602	- 0.2%
Oct-2024	\$225,848	\$193,279	+ 16.9%
<b>Nov-2024</b>	<b>\$214,627</b>	<b>\$202,298</b>	<b>+ 6.1%</b>
12-Month Avg*	\$210,485	\$205,931	+ 2.2%

\* Avg. Sales Price for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



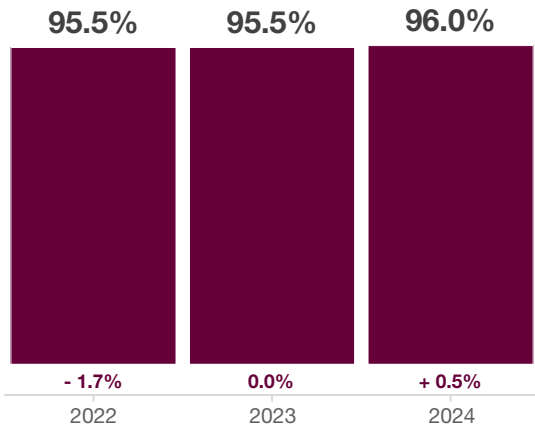


# Percent of List Price Received

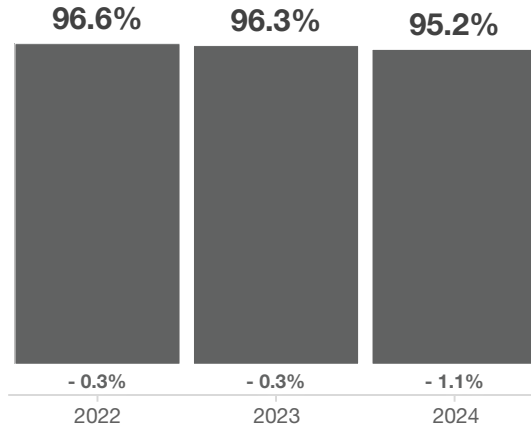
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



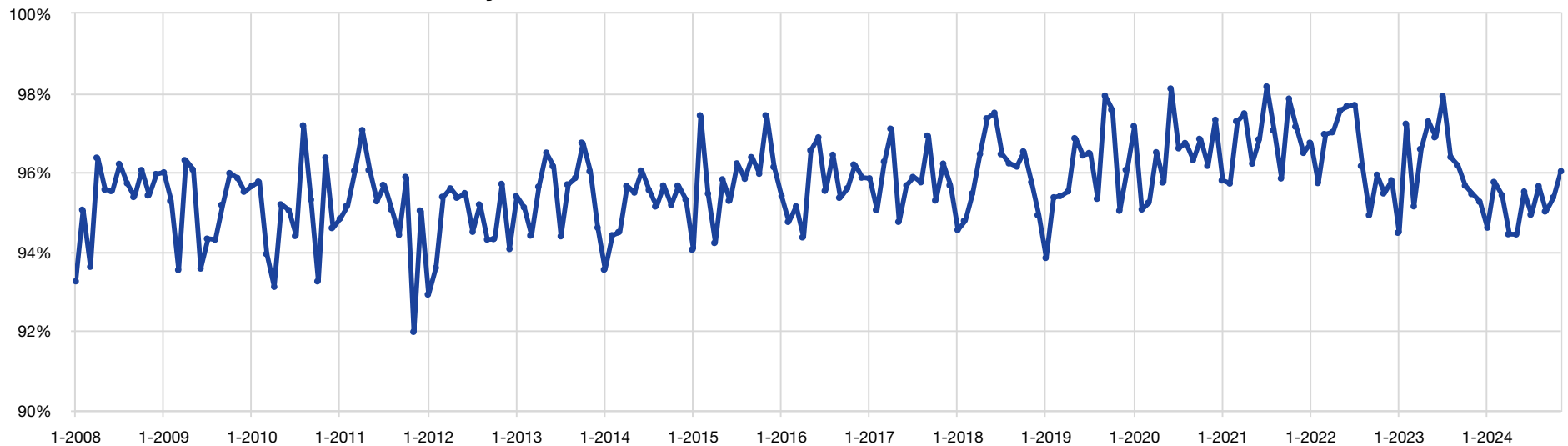
## Year to Date



	Pct. of List Price Received	Prior Year	Year-Over-Year Change
Dec-2023	95.3%	95.8%	- 0.5%
Jan-2024	94.6%	94.5%	+ 0.1%
Feb-2024	95.8%	97.2%	- 1.4%
Mar-2024	95.4%	95.1%	+ 0.3%
Apr-2024	94.4%	96.6%	- 2.3%
May-2024	94.4%	97.3%	- 3.0%
Jun-2024	95.5%	96.9%	- 1.4%
Jul-2024	94.9%	97.9%	- 3.1%
Aug-2024	95.7%	96.4%	- 0.7%
Sep-2024	95.0%	96.2%	- 1.2%
Oct-2024	95.4%	95.7%	- 0.3%
<b>Nov-2024</b>	<b>96.0%</b>	<b>95.5%</b>	<b>+ 0.5%</b>
12-Month Avg*	95.2%	96.3%	- 1.2%

\* Pct. of List Price Received for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

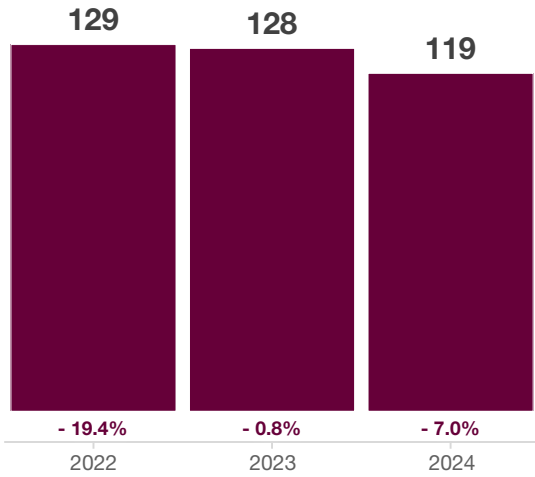


# Housing Affordability Index

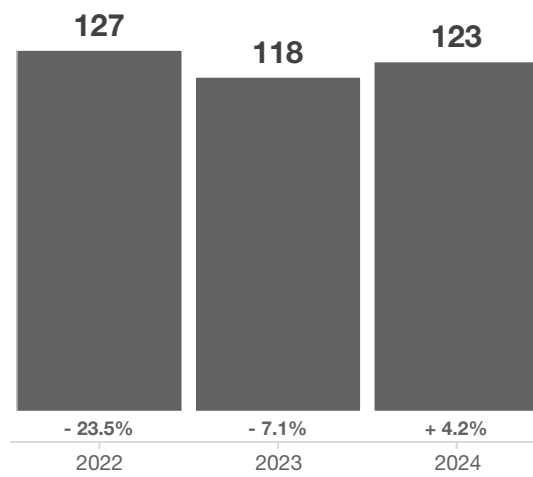
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November

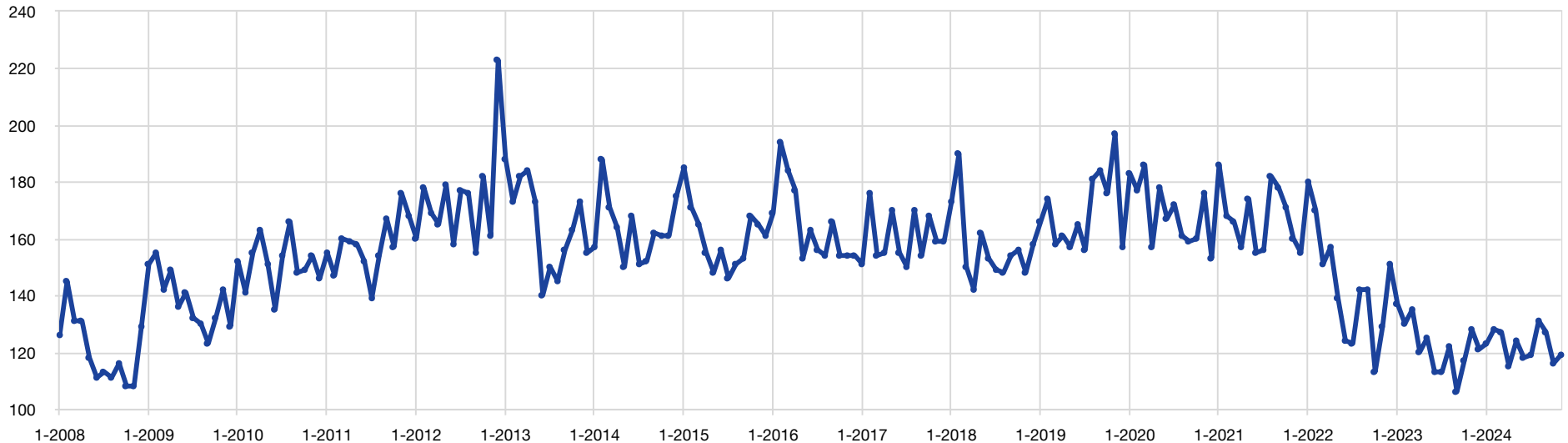


## Year to Date



	Affordability Index	Prior Year	Year-Over-Year Change
Dec-2023	121	151	-19.9%
Jan-2024	123	137	-10.2%
Feb-2024	128	130	-1.5%
Mar-2024	127	135	-5.9%
Apr-2024	115	120	-4.2%
May-2024	124	125	-0.8%
Jun-2024	118	113	+4.4%
Jul-2024	119	113	+5.3%
Aug-2024	131	122	+7.4%
Sep-2024	127	106	+19.8%
Oct-2024	116	117	-0.9%
<b>Nov-2024</b>	<b>119</b>	<b>128</b>	<b>-7.0%</b>
12-Month Avg	122	125	-2.4%

## Historical Housing Affordability Index by Month

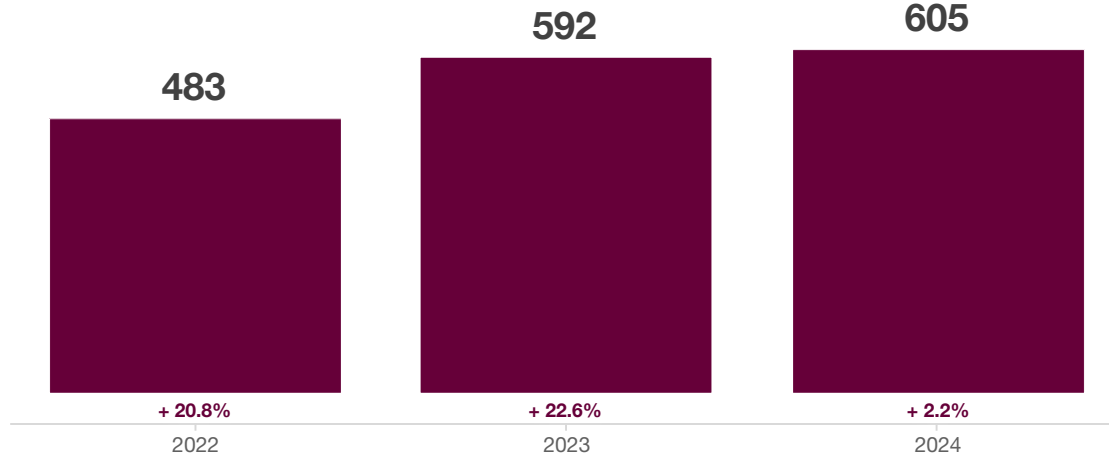


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



## November



	Homes for Sale	Prior Year	Year-Over-Year Change
Dec-2023	563	465	+ 21.1%
Jan-2024	571	477	+ 19.7%
Feb-2024	549	479	+ 14.6%
Mar-2024	532	497	+ 7.0%
Apr-2024	574	506	+ 13.4%
May-2024	625	513	+ 21.8%
Jun-2024	642	513	+ 25.1%
Jul-2024	642	499	+ 28.7%
Aug-2024	657	535	+ 22.8%
Sep-2024	642	552	+ 16.3%
Oct-2024	631	574	+ 9.9%
<b>Nov-2024</b>	<b>605</b>	<b>592</b>	<b>+ 2.2%</b>
12-Month Avg	603	517	+ 16.6%

## Historical Inventory of Homes for Sale by Month

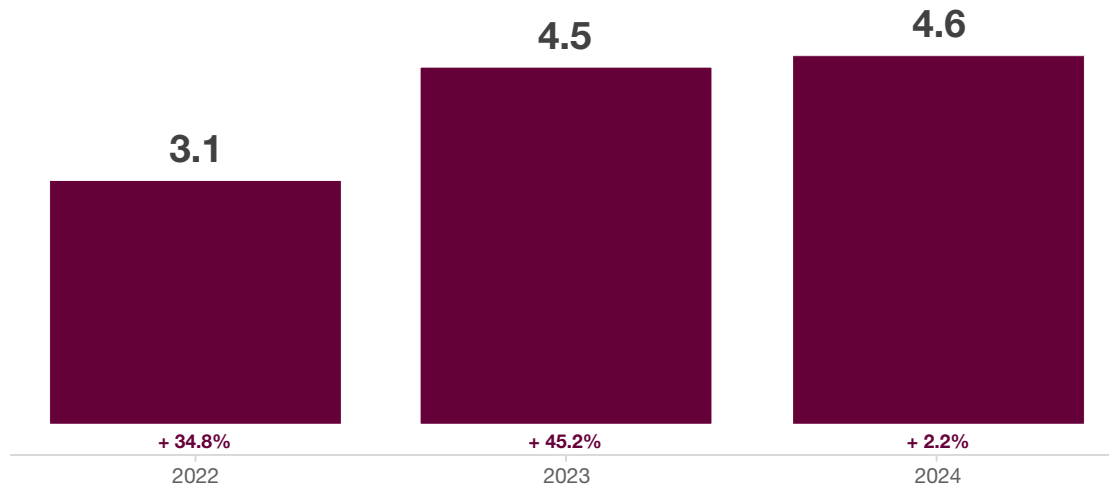


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## November



Months Supply	Prior Year	Year-Over-Year Change
Dec-2023	3.0	+ 40.0%
Jan-2024	3.2	+ 37.5%
Feb-2024	3.2	+ 31.3%
Mar-2024	3.4	+ 20.6%
Apr-2024	3.5	+ 25.7%
May-2024	3.6	+ 36.1%
Jun-2024	3.7	+ 35.1%
Jul-2024	3.6	+ 41.7%
Aug-2024	3.9	+ 33.3%
Sep-2024	4.1	+ 24.4%
Oct-2024	4.3	+ 14.0%
<b>Nov-2024</b>	<b>4.5</b>	<b>+ 2.2%</b>
12-Month Avg*	3.7	+ 27.4%

\* Months Supply for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

