

Monthly Indicators



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings in Allen, Avoyelles, Catahoula, Evangeline, Grant, La Salle, Rapides, Natchitoches, and Winn Parishes increased 3.7 percent to 198. Pending Sales increased 7.1 percent to 150. Inventory increased 10.6 percent to 593.

Median Sales Price increased 7.5 percent from \$179,000 to \$192,500. Days on Market increased 6.1 percent to 87. Months Supply of Inventory increased 14.6 percent to 4.7.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Monthly Snapshot

- 11.7%

Change in
Closed Sales
All Properties

+ 10.6%

Change in
Homes for Sale
All Properties

+ 7.5%

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

Market Overview

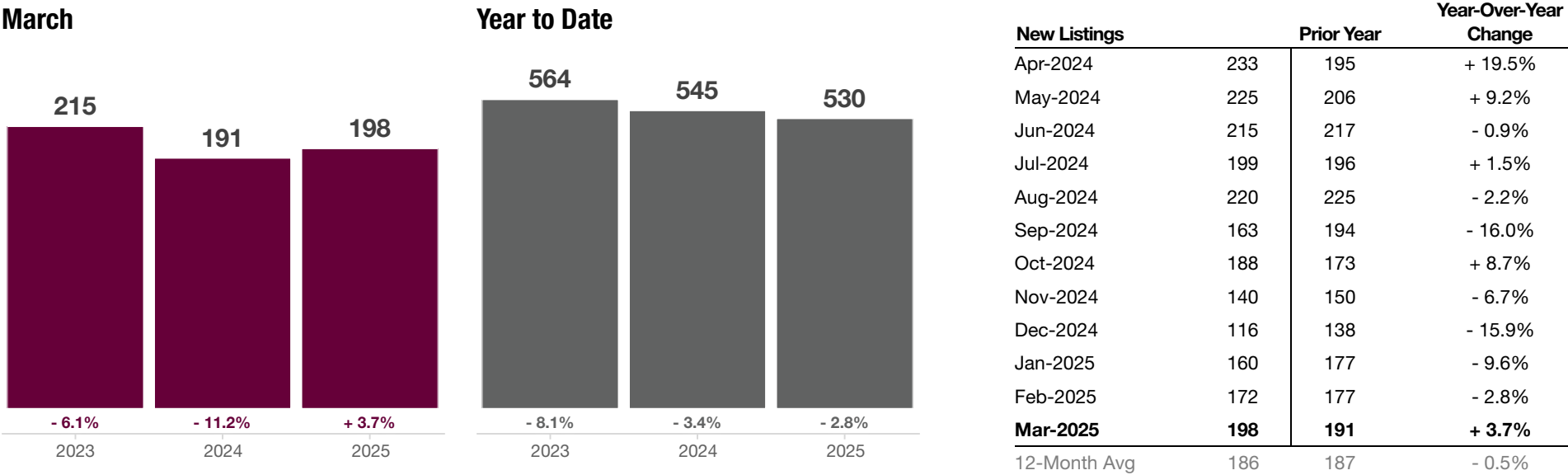
Key metrics by report quarter and for year-to-date (YTD) starting from the first of the year.



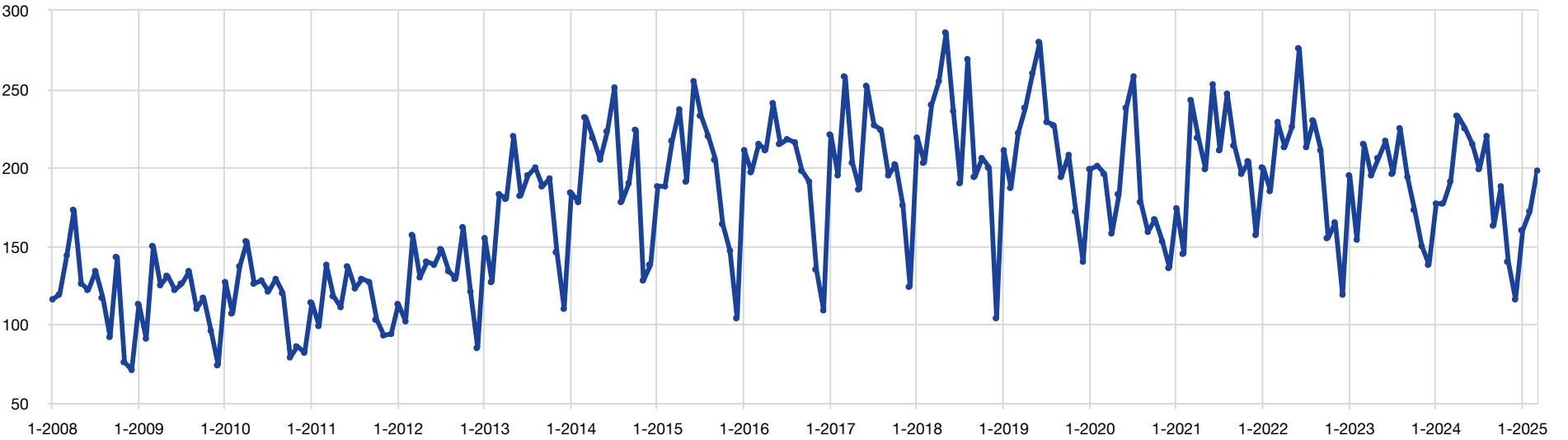
Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		191	198	+ 3.7%	545	530	- 2.8%
Pending Sales		140	150	+ 7.1%	389	385	- 1.0%
Closed Sales		137	121	- 11.7%	351	318	- 9.4%
Days on Market Until Sale		82	87	+ 6.1%	67	81	+ 20.9%
Median Sales Price		\$179,000	\$192,500	+ 7.5%	\$181,500	\$182,000	+ 0.3%
Average Sales Price		\$192,768	\$209,172	+ 8.5%	\$207,031	\$204,792	- 1.1%
Percent of List Price Received		95.4%	95.4%	0.0%	95.2%	95.5%	+ 0.3%
Housing Affordability Index		127	119	- 6.3%	125	126	+ 0.8%
Inventory of Homes for Sale		536	593	+ 10.6%	—	—	—
Months Supply of Inventory		4.1	4.7	+ 14.6%	—	—	—

New Listings

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

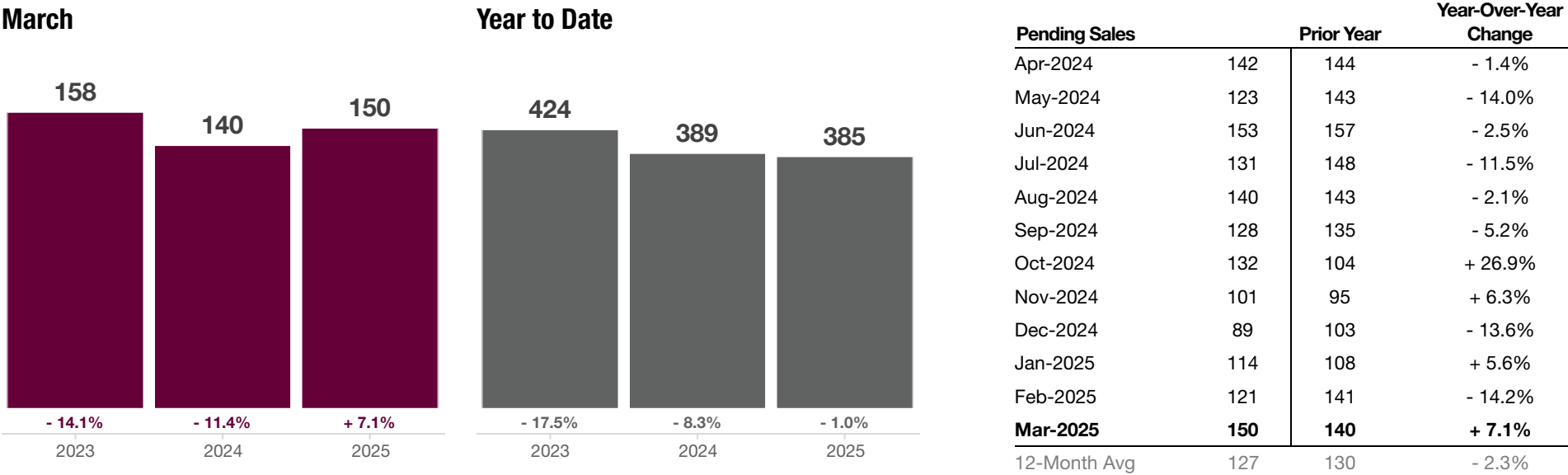


Historical New Listings by Month

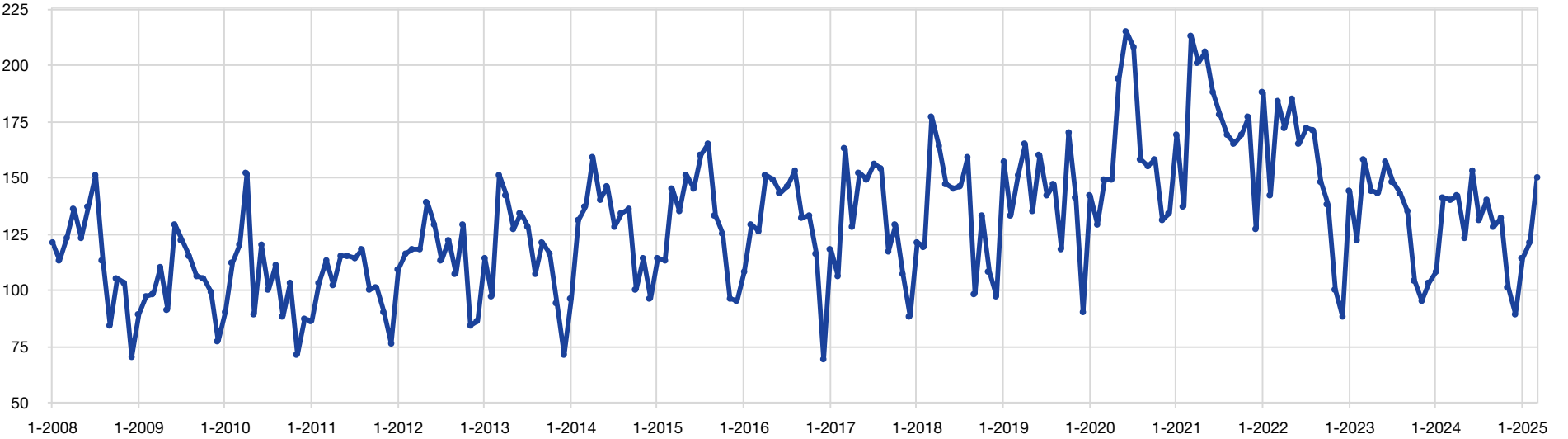


Pending Sales

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

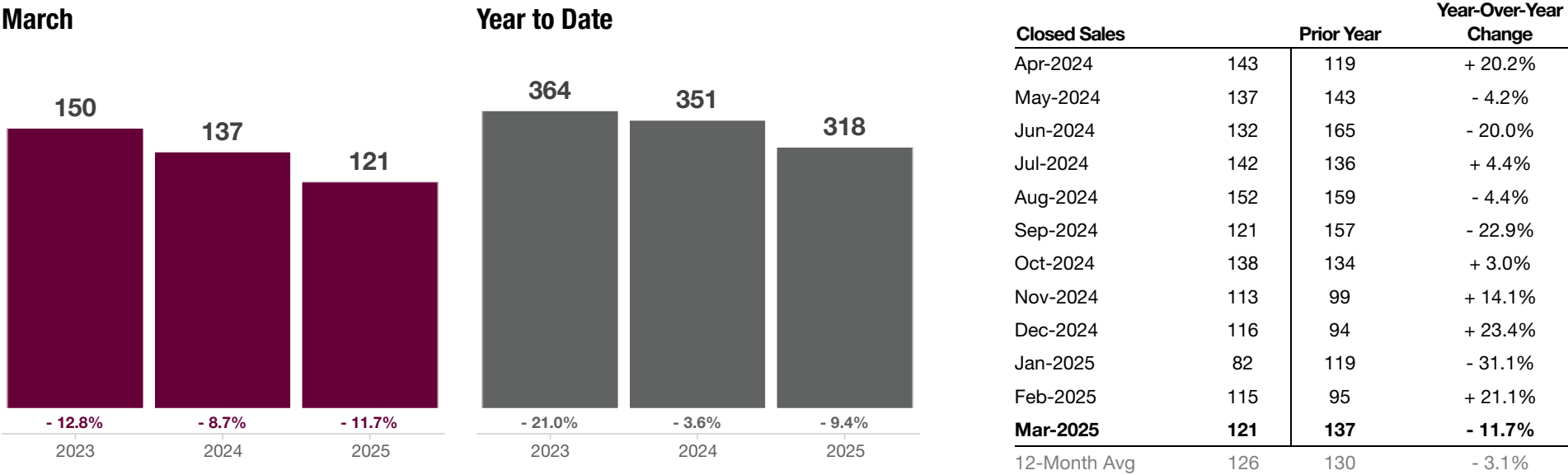


Historical Pending Sales by Month

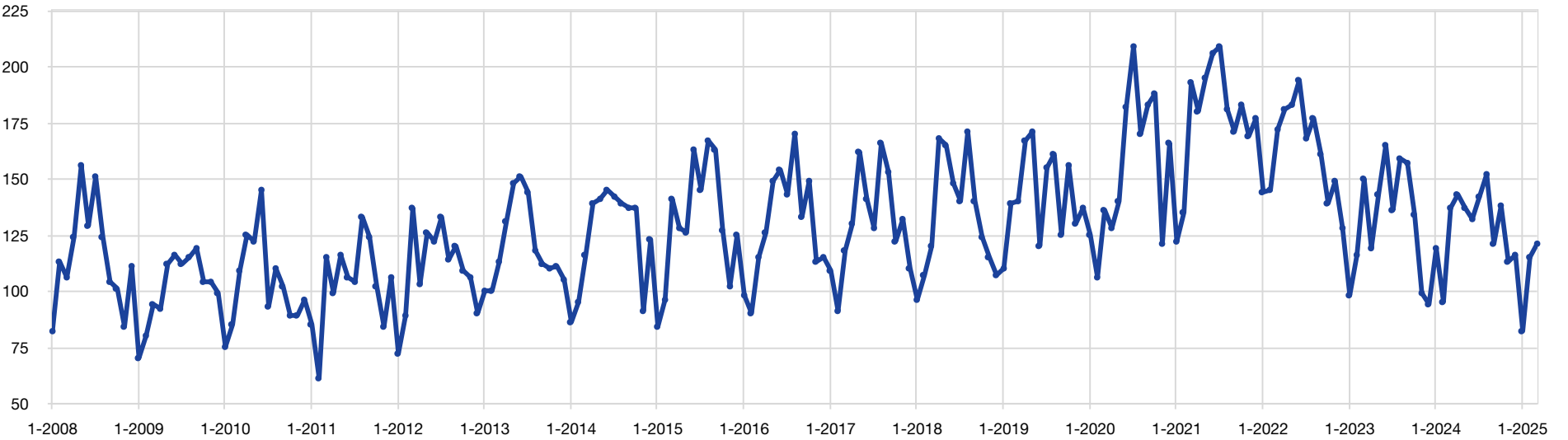


Closed Sales

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

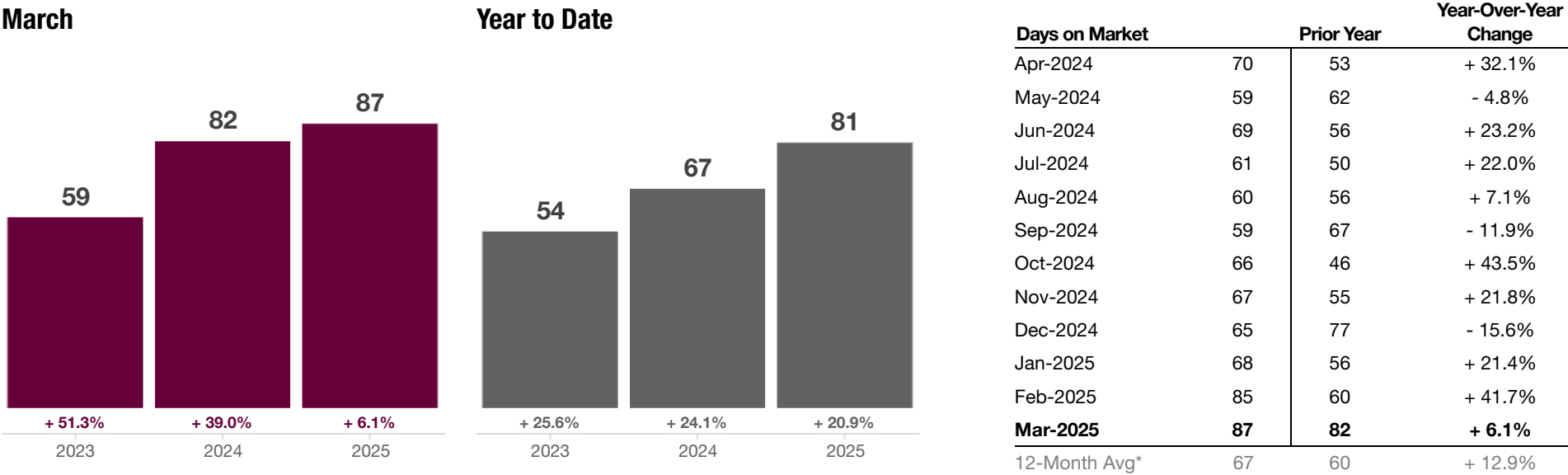


Historical Closed Sales by Month



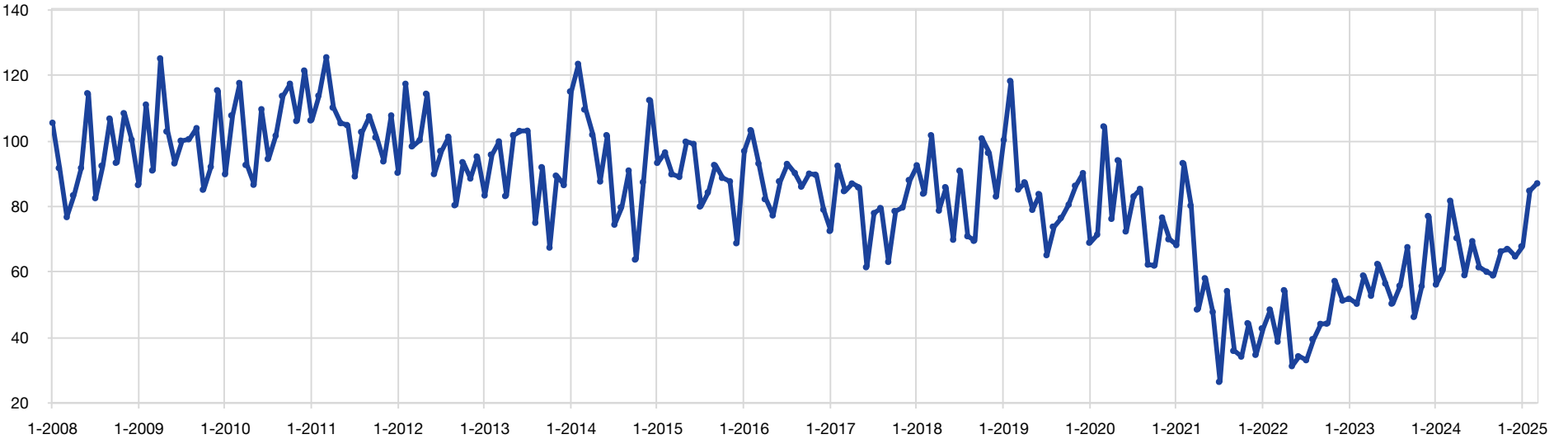
Days on Market Until Sale

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



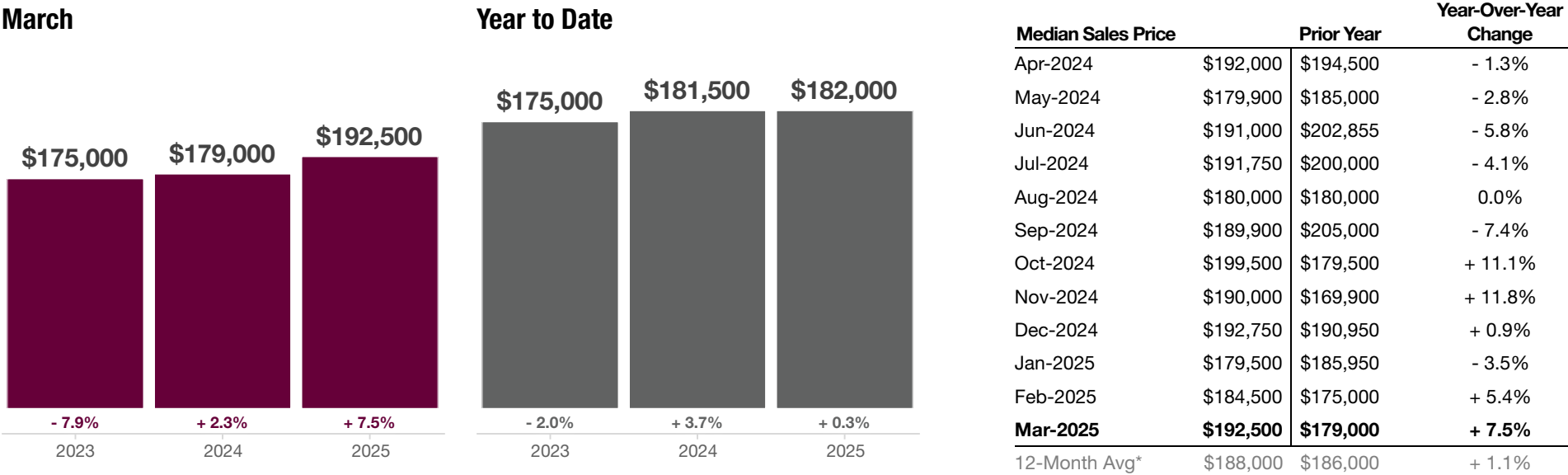
* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



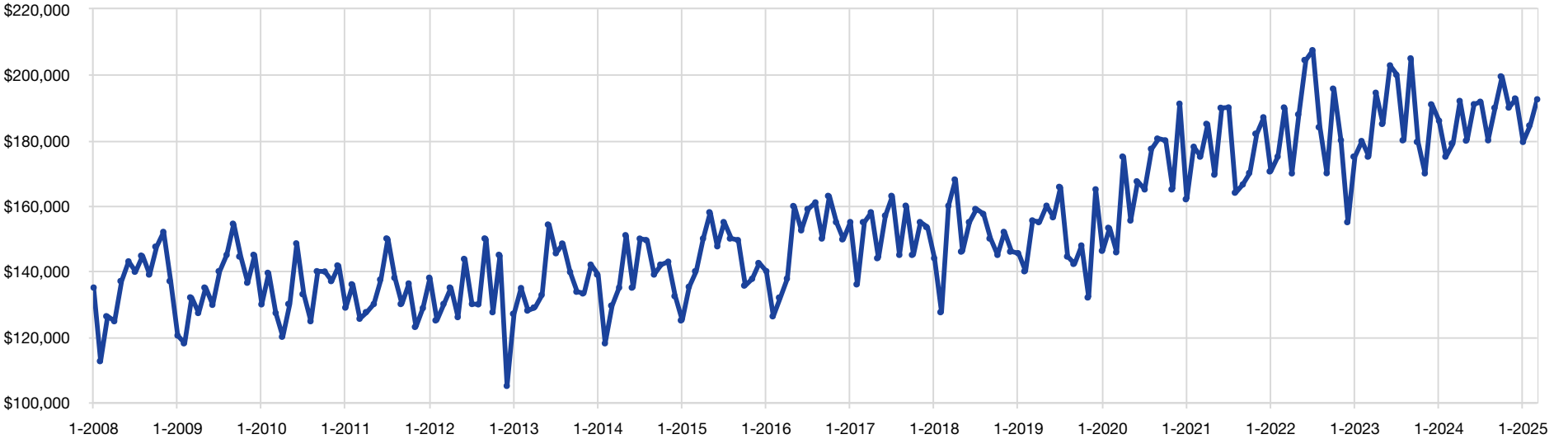
Median Sales Price

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



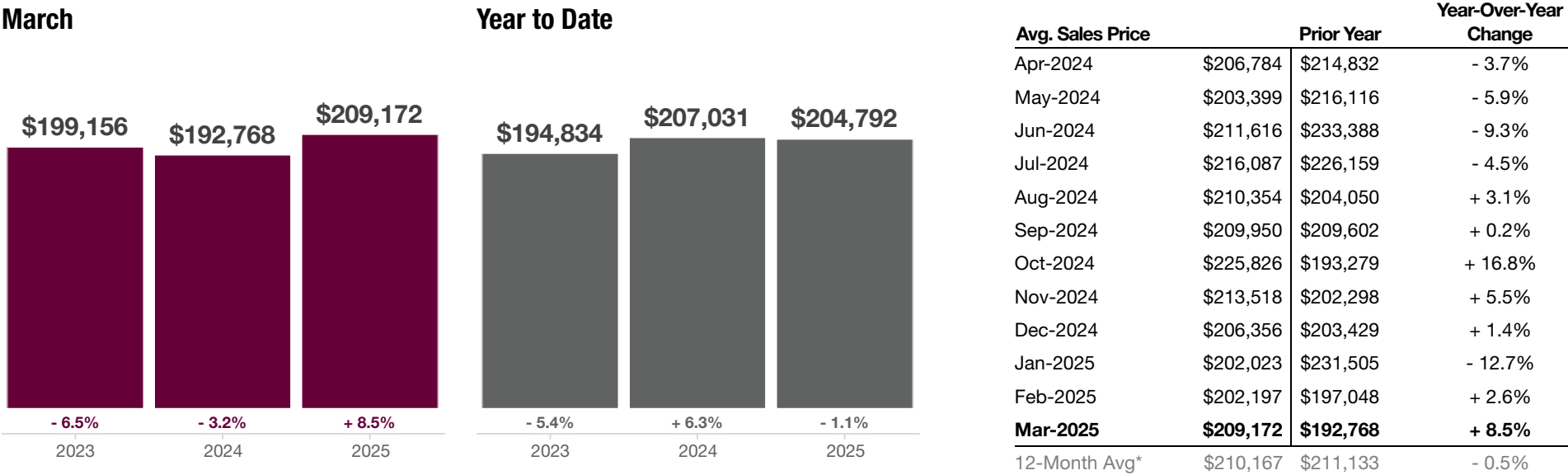
* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



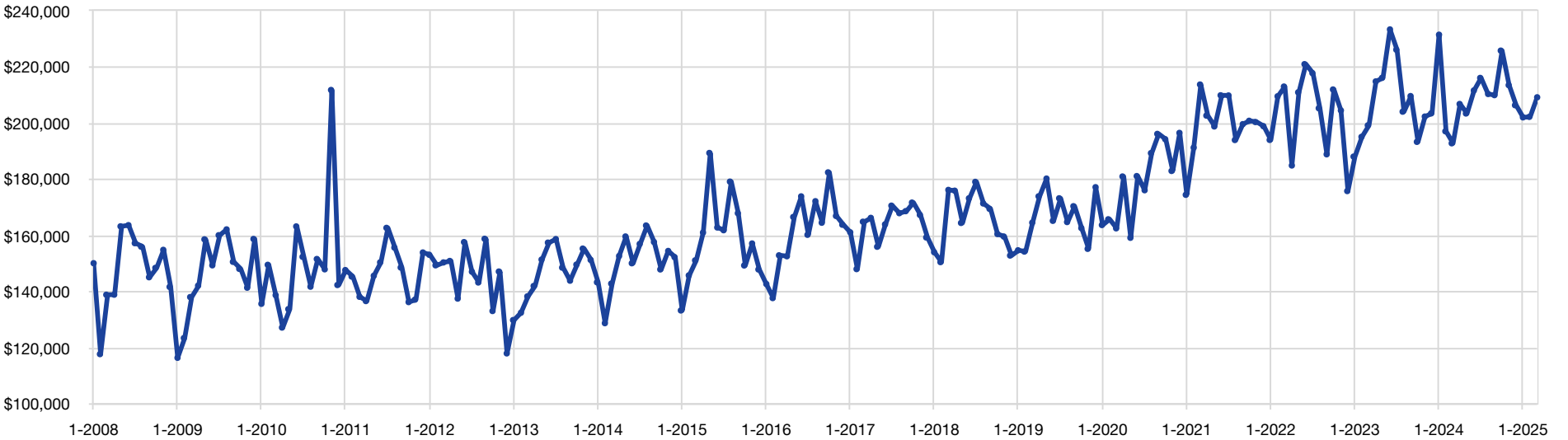
Average Sales Price

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



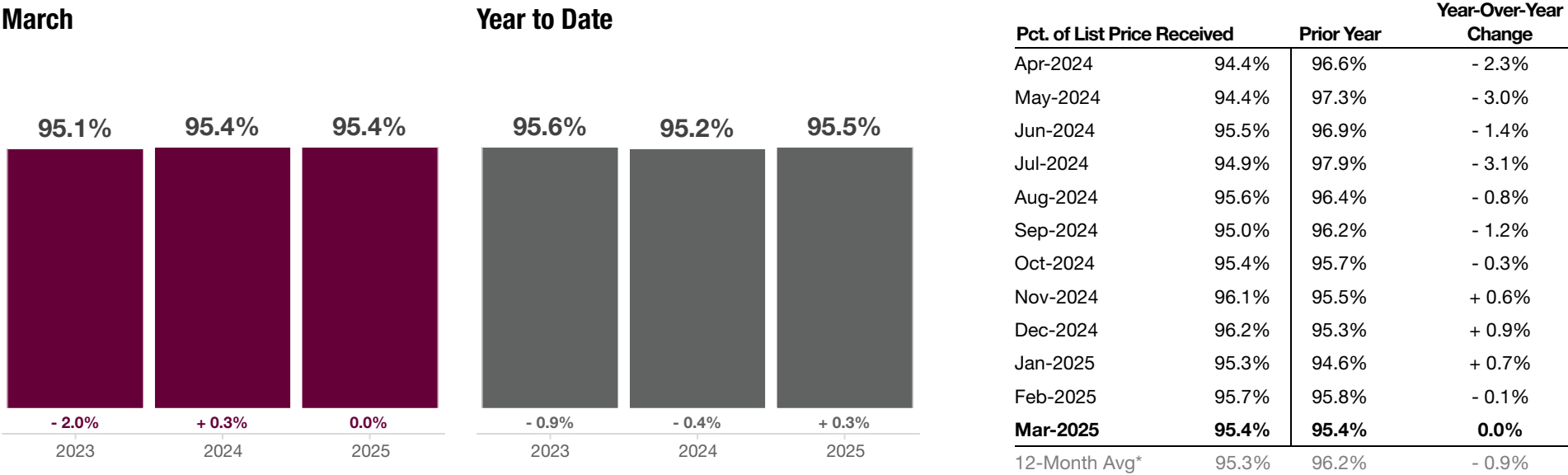
* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



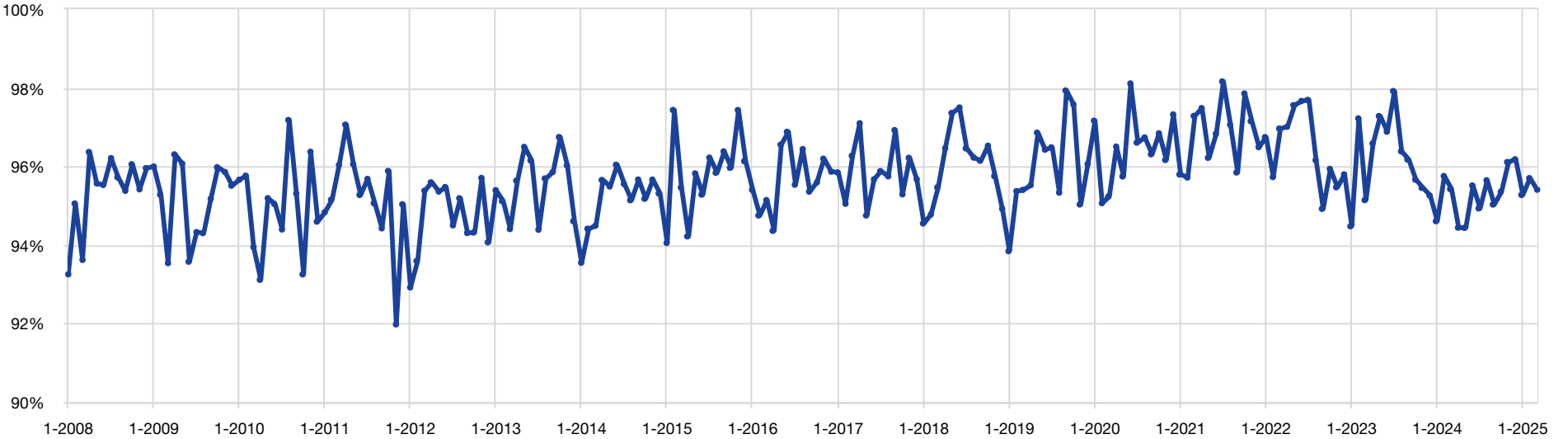
Percent of List Price Received

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.



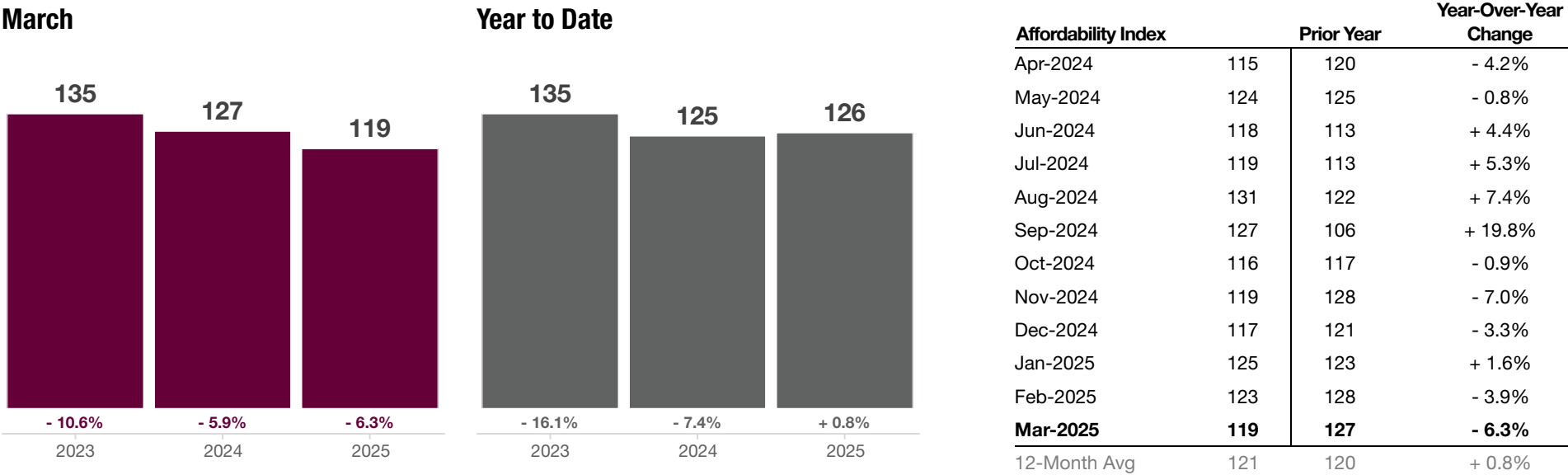
* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

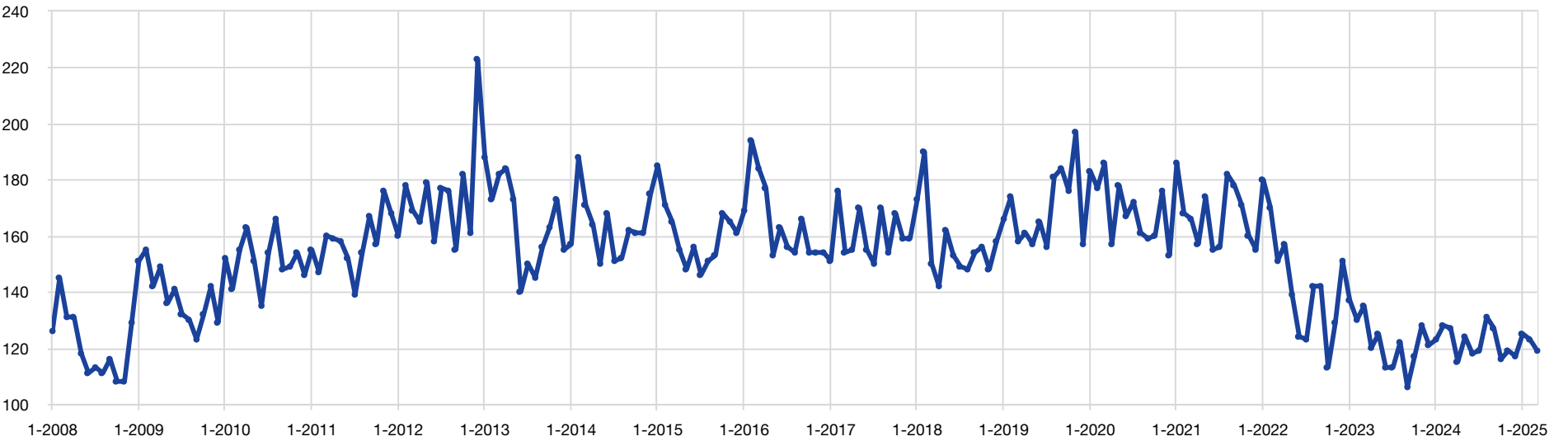


Housing Affordability Index

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.

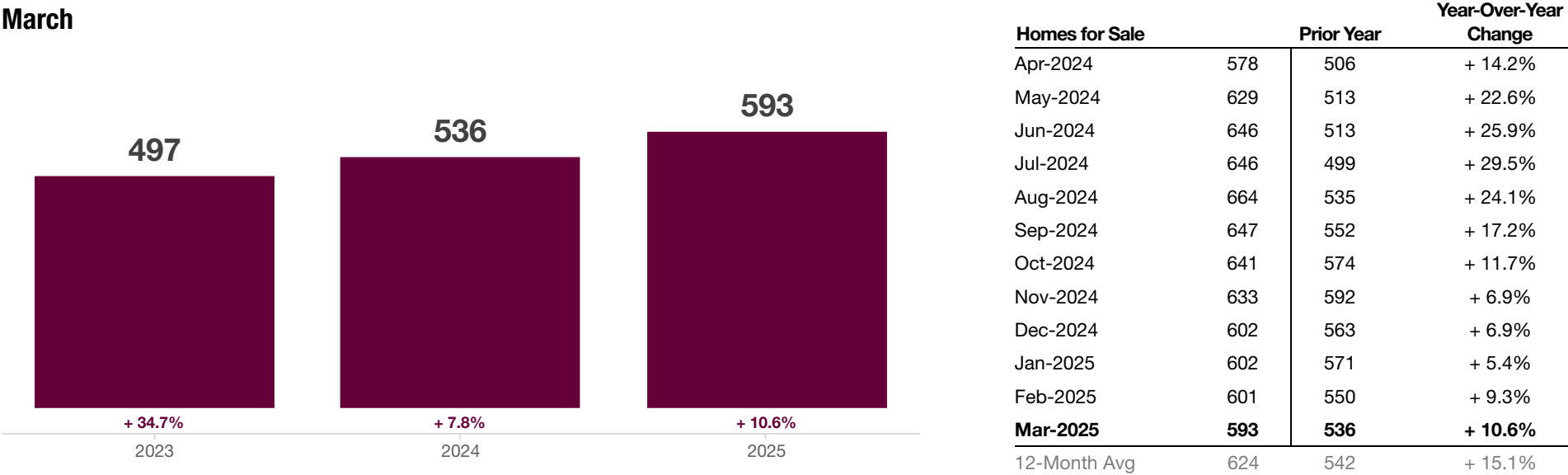


Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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



Historical Inventory of Homes for Sale by Month

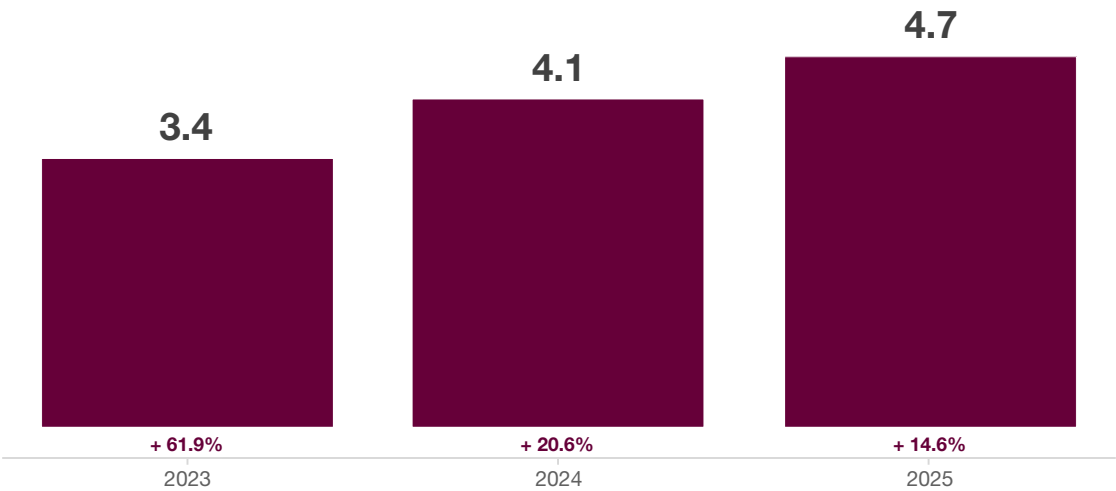


Months Supply of Inventory

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.



March



Months Supply		Prior Year	Year-Over-Year Change
Apr-2024	4.4	3.5	+ 25.7%
May-2024	4.9	3.6	+ 36.1%
Jun-2024	5.1	3.7	+ 37.8%
Jul-2024	5.1	3.6	+ 41.7%
Aug-2024	5.3	3.9	+ 35.9%
Sep-2024	5.1	4.1	+ 24.4%
Oct-2024	5.0	4.3	+ 16.3%
Nov-2024	4.9	4.5	+ 8.9%
Dec-2024	4.7	4.2	+ 11.9%
Jan-2025	4.7	4.4	+ 6.8%
Feb-2025	4.8	4.2	+ 14.3%
Mar-2025	4.7	4.1	+ 14.6%
12-Month Avg*	4.9	4.0	+ 21.9%

* Months Supply for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

