Monthly Indicators



September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings in Allen, Avoyelles, Catahoula, Evangeline, Grant, La Salle, Rapides, Natchitoches, and Winn Parishes increased 9.1 percent to 179. Pending Sales increased 7.9 percent to 137. Inventory decreased 10.0 percent to 584.

Median Sales Price decreased 0.5 percent from \$189,900 to \$189,000. Days on Market increased 1.7 percent to 60. Months Supply of Inventory decreased 13.5 percent to 4.5.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to \$422,600, though it was essentially flat compared to the prior month.

Monthly Snapshot

+ 13.2% - 10.0% - 0.5%

Change in Change in Change in Change in Median Sales Price
All Properties All Properties All Properties

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

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Market Overview

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

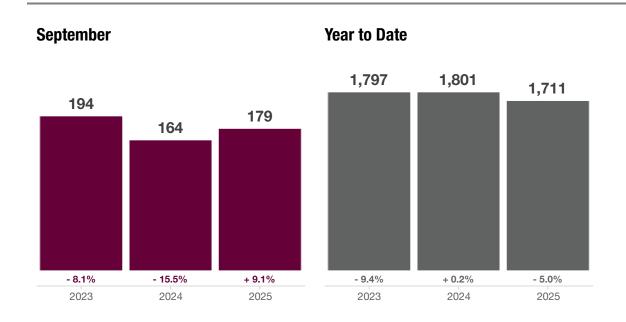


Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	9-2023 3-2024 9-2024 3-2025 9-2025	164	179	+ 9.1%	1,801	1,711	- 5.0%
Pending Sales	9-2023 3-2024 9-2024 3-2025 9-2025	127	137	+ 7.9%	1,205	1,242	+ 3.1%
Closed Sales	9-2023 3-2024 9-2024 3-2025 9-2025	121	137	+ 13.2%	1,178	1,161	- 1.4%
Days on Market Until Sale	9-2023 3-2024 9-2024 3-2025 9-2025	59	60	+ 1.7%	64	70	+ 9.4%
Median Sales Price	9-2023 3-2024 9-2024 3-2025 9-2025	\$189,900	\$189,000	- 0.5%	\$185,000	\$192,000	+ 3.8%
Average Sales Price	9-2023 3-2024 9-2024 3-2025 9-2025	\$209,950	\$222,973	+ 6.2%	\$208,915	\$213,184	+ 2.0%
Percent of List Price Received	9-2023 3-2024 9-2024 3-2025 9-2025	95.0%	95.8%	+ 0.8%	95.1%	95.8%	+ 0.7%
Housing Affordability Index	9-2023 3-2024 9-2024 3-2025 9-2025	127	125	- 1.6%	131	123	- 6.1%
Inventory of Homes for Sale	9-2023 3-2024 9-2024 3-2025 9-2025	649	584	- 10.0%			_
Months Supply of Inventory	9-2023 3-2024 9-2024 3-2025 9-2025	5.2	4.5	- 13.5%	_	_	_

New Listings

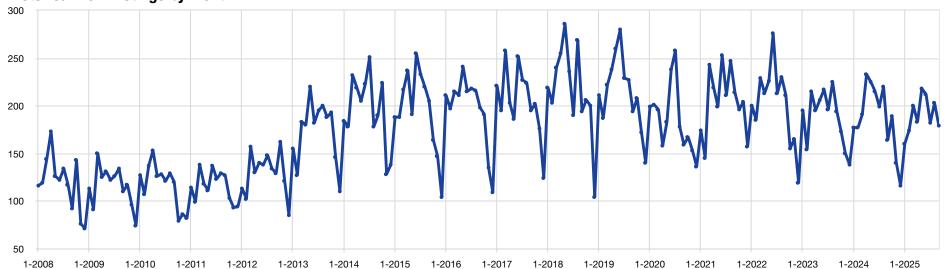
A count of the properties that have been newly listed on the market in a given month.





New Listings		Prior Year	Year-Over-Year Change
Oct-2024	189	173	+ 9.2%
Nov-2024	140	150	- 6.7%
Dec-2024	116	138	- 15.9%
Jan-2025	160	177	- 9.6%
Feb-2025	174	177	- 1.7%
Mar-2025	200	191	+ 4.7%
Apr-2025	183	233	- 21.5%
May-2025	218	225	- 3.1%
Jun-2025	212	215	- 1.4%
Jul-2025	182	199	- 8.5%
Aug-2025	203	220	- 7.7%
Sep-2025	179	164	+ 9.1%
12-Month Avg	180	189	- 4.8%

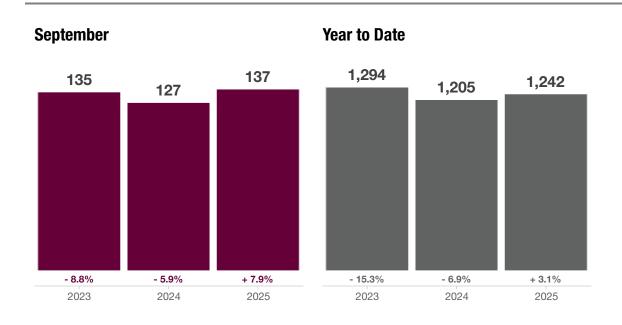
Historical New Listings by Month



Pending Sales

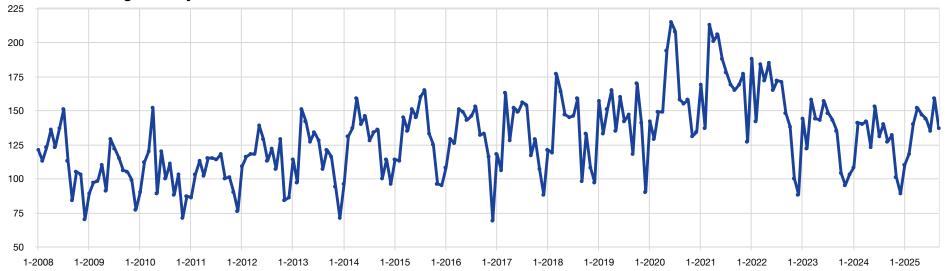
A count of the properties on which offers have been accepted in a given month.





			Year-Over-Year
Pending Sales		Prior Year	Change
Oct-2024	132	104	+ 26.9%
Nov-2024	101	95	+ 6.3%
Dec-2024	89	103	- 13.6%
Jan-2025	110	108	+ 1.9%
Feb-2025	118	141	- 16.3%
Mar-2025	140	140	0.0%
Apr-2025	152	142	+ 7.0%
May-2025	147	123	+ 19.5%
Jun-2025	144	153	- 5.9%
Jul-2025	135	131	+ 3.1%
Aug-2025	159	140	+ 13.6%
Sep-2025	137	127	+ 7.9%
12-Month Avg	130	126	+ 3.2%

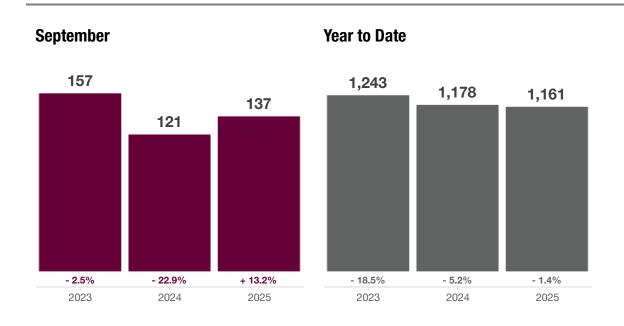
Historical Pending Sales by Month



Closed Sales

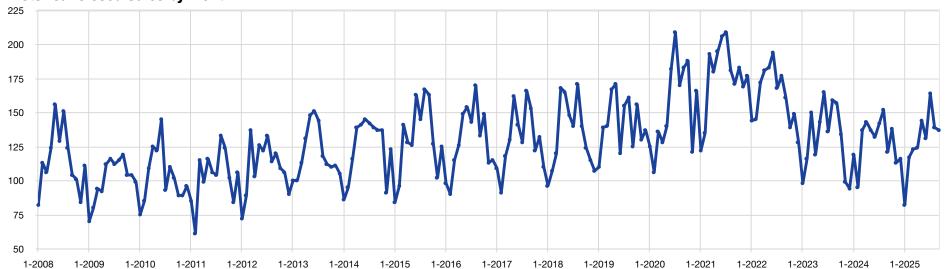
A count of the actual sales that closed in a given month.





			Year-Over-Year
Closed Sales		Prior Year	Change
Oct-2024	138	134	+ 3.0%
Nov-2024	113	99	+ 14.1%
Dec-2024	116	94	+ 23.4%
Jan-2025	82	119	- 31.1%
Feb-2025	117	95	+ 23.2%
Mar-2025	123	137	- 10.2%
Apr-2025	124	143	- 13.3%
May-2025	144	137	+ 5.1%
Jun-2025	131	132	- 0.8%
Jul-2025	164	142	+ 15.5%
Aug-2025	139	152	- 8.6%
Sep-2025	137	121	+ 13.2%
12-Month Avg	127	125	+ 1.6%

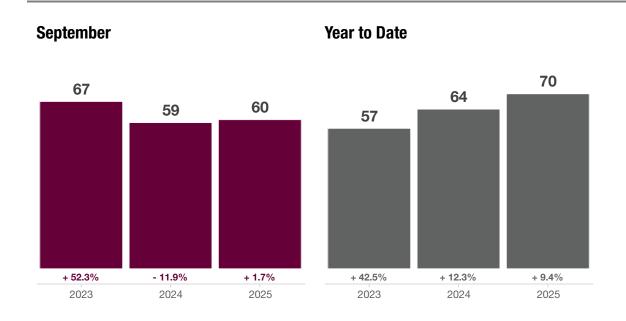
Historical Closed Sales by Month



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.

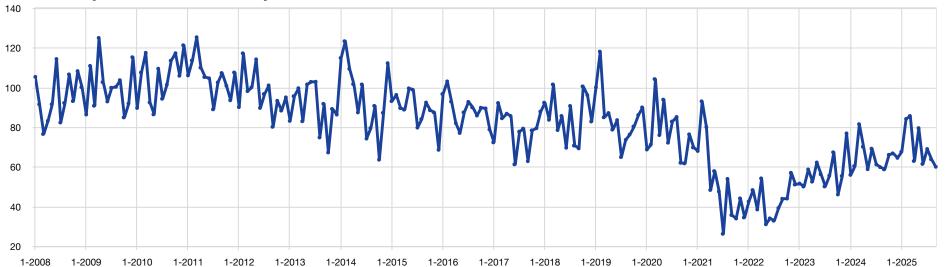




			Year-Over-Year
Days on Market		Prior Year	Change
Oct-2024	66	46	+ 43.5%
Nov-2024	67	55	+ 21.8%
Dec-2024	65	77	- 15.6%
Jan-2025	68	56	+ 21.4%
Feb-2025	84	60	+ 40.0%
Mar-2025	86	82	+ 4.9%
Apr-2025	63	70	- 10.0%
May-2025	80	59	+ 35.6%
Jun-2025	61	69	- 11.6%
Jul-2025	69	61	+ 13.1%
Aug-2025	64	60	+ 6.7%
Sep-2025	60	59	+ 1.7%
12-Month Avg*	69	63	+ 10.2%

^{*} Days on Market for all properties from October 2024 through September 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.



September			Year to Date		
\$205,000	\$189,900	\$189,000	\$186,000	\$185,000	\$192,000
+ 20.6% 2023	- 7.4% 2024	- 0.5 %	+ 1.9%	- 0.5 %	+ 3.8%

Median Sales Price		Prior Year	Year-Over-Year Change
Oct-2024	\$199,500	\$179,500	+ 11.1%
Nov-2024	\$190,000	\$169,900	+ 11.8%
Dec-2024	\$192,750	\$190,950	+ 0.9%
Jan-2025	\$179,500	\$185,950	- 3.5%
Feb-2025	\$184,500	\$175,000	+ 5.4%
Mar-2025	\$191,750	\$179,000	+ 7.1%
Apr-2025	\$200,000	\$192,000	+ 4.2%
May-2025	\$180,000	\$179,900	+ 0.1%
Jun-2025	\$205,000	\$191,000	+ 7.3%
Jul-2025	\$200,000	\$191,750	+ 4.3%
Aug-2025	\$202,500	\$180,000	+ 12.5%
Sep-2025	\$189,000	\$189,900	- 0.5%
12-Month Avg*	\$192,250	\$183,500	+ 4.8%

^{*} Median Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

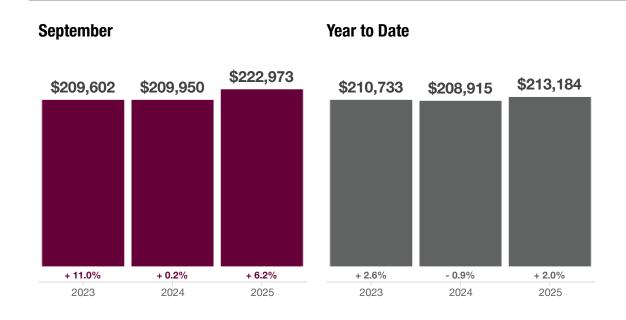
Historical Median Sales Price by Month



Average Sales Price

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





			Year-Over-Year
Avg. Sales Price		Prior Year	Change
Oct-2024	\$225,826	\$193,279	+ 16.8%
Nov-2024	\$213,518	\$202,298	+ 5.5%
Dec-2024	\$206,356	\$203,429	+ 1.4%
Jan-2025	\$202,023	\$231,505	- 12.7%
Feb-2025	\$203,023	\$197,048	+ 3.0%
Mar-2025	\$208,812	\$192,768	+ 8.3%
Apr-2025	\$214,795	\$206,784	+ 3.9%
May-2025	\$202,379	\$203,399	- 0.5%
Jun-2025	\$223,076	\$211,616	+ 5.4%
Jul-2025	\$212,516	\$216,087	- 1.7%
Aug-2025	\$223,817	\$210,354	+ 6.4%
Sep-2025	\$222,973	\$209,950	+ 6.2%
12-Month Avg*	\$213,826	\$206,739	+ 3.4%

^{*} Avg. Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received



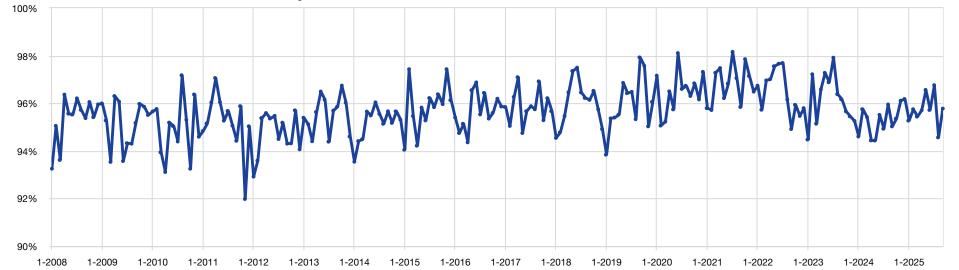


S	eptember			•	Year to Date		
	96.2%	95.0%	95.8%		96.5%	95.1%	95.8%
	+ 1.4%	- 1.2%	+ 0.8%		- 0.3%	- 1.5%	+ 0.7%
	2023	2024	2025		2023	2024	2025

			Year-Over-Year
Pct. of List Price Re	ceived	Prior Year	Change
Oct-2024	95.4%	95.7%	- 0.3%
Nov-2024	96.1%	95.5%	+ 0.6%
Dec-2024	96.2%	95.3%	+ 0.9%
Jan-2025	95.3%	94.6%	+ 0.7%
Feb-2025	95.8%	95.8%	0.0%
Mar-2025	95.4%	95.4%	0.0%
Apr-2025	95.7%	94.4%	+ 1.4%
May-2025	96.6%	94.4%	+ 2.3%
Jun-2025	95.7%	95.5%	+ 0.2%
Jul-2025	96.8%	94.9%	+ 2.0%
Aug-2025	94.6%	96.0%	- 1.5%
Sep-2025	95.8%	95.0%	+ 0.8%
12-Month Avg*	95.8%	95.2%	+ 0.6%

^{*} Pct. of List Price Received for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

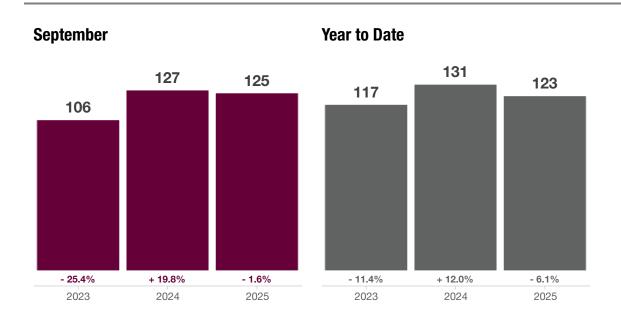
Historical Percent of List Price Received by Month



Housing Affordability Index

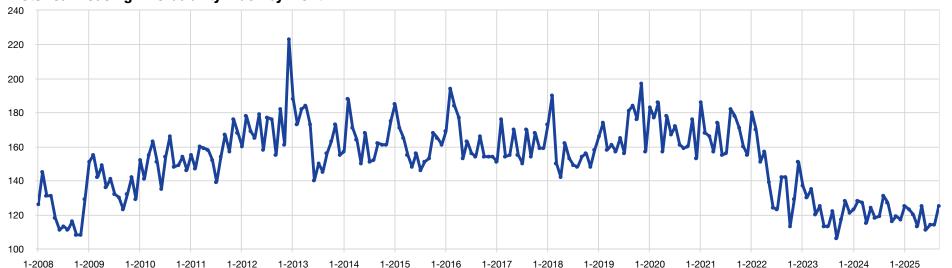






Affordability Index		Prior Year	Year-Over-Year Change
Oct-2024	116	117	- 0.9%
Nov-2024	119	128	- 7.0%
Dec-2024	117	121	- 3.3%
Jan-2025	125	123	+ 1.6%
Feb-2025	123	128	- 3.9%
Mar-2025	120	127	- 5.5%
Apr-2025	113	115	- 1.7%
May-2025	125	124	+ 0.8%
Jun-2025	111	118	- 5.9%
Jul-2025	114	119	- 4.2%
Aug-2025	114	131	- 13.0%
Sep-2025	125	127	- 1.6%
12-Month Avg	119	123	- 3.3%

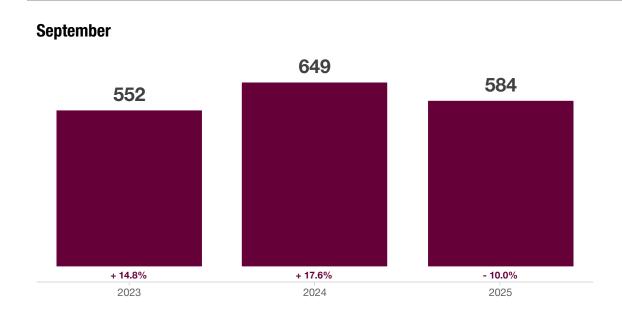
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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





			Year-Over-Year
Homes for Sale		Prior Year	Change
Oct-2024	644	574	+ 12.2%
Nov-2024	636	592	+ 7.4%
Dec-2024	605	563	+ 7.5%
Jan-2025	610	571	+ 6.8%
Feb-2025	615	550	+ 11.8%
Mar-2025	619	536	+ 15.5%
Apr-2025	595	578	+ 2.9%
May-2025	609	629	- 3.2%
Jun-2025	616	646	- 4.6%
Jul-2025	613	646	- 5.1%
Aug-2025	611	665	- 8.1%
Sep-2025	584	649	- 10.0%
12-Month Avg	613	600	+ 2.2%

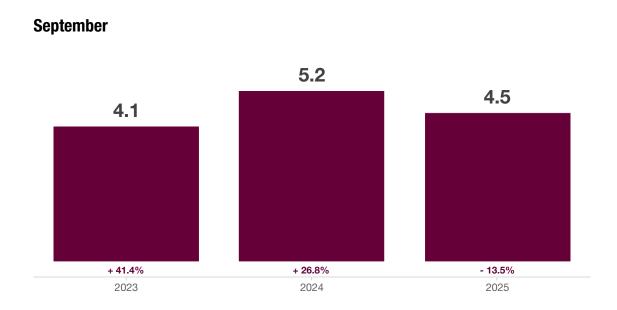
Historical Inventory of Homes for Sale by Month



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.





			Year-Over-Year Change
Months Supply		Prior Year	
Oct-2024	5.0	4.3	+ 16.3%
Nov-2024	5.0	4.5	+ 11.1%
Dec-2024	4.8	4.2	+ 14.3%
Jan-2025	4.8	4.4	+ 9.1%
Feb-2025	4.9	4.2	+ 16.7%
Mar-2025	4.9	4.1	+ 19.5%
Apr-2025	4.7	4.4	+ 6.8%
May-2025	4.7	4.9	- 4.1%
Jun-2025	4.8	5.1	- 5.9%
Jul-2025	4.8	5.1	- 5.9%
Aug-2025	4.7	5.3	- 11.3%
Sep-2025	4.5	5.2	- 13.5%
12-Month Avg*	4.8	4.6	+ 3.5%

^{*} Months Supply for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

