

Monthly Indicators



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings in Allen, Avoyelles, Catahoula, Evangeline, Grant, La Salle, Rapides, Natchitoches, and Winn Parishes increased 5.7 percent to 149. Pending Sales increased 20.8 percent to 122. Inventory decreased 3.9 percent to 612.

Median Sales Price decreased 3.2 percent from \$190,000 to \$184,000. Days on Market decreased 10.4 percent to 60. Months Supply of Inventory decreased 8.0 percent to 4.6.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Monthly Snapshot

- 9.7%	- 3.9%	- 3.2%
Change in Closed Sales All Properties	Change in Homes for Sale All Properties	Change in Median Sales Price All Properties

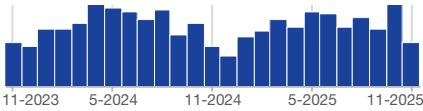
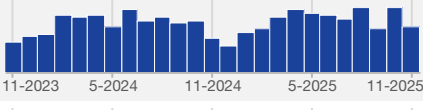
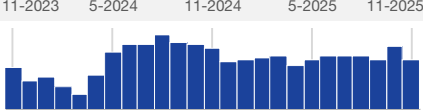
Residential activity in Allen, Avoyelles, Catahoula, Evangeline, Grant, La Salle, Rapides, Natchitoches, and Winn Parishes. Percent changes are calculated using rounded figures.

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.



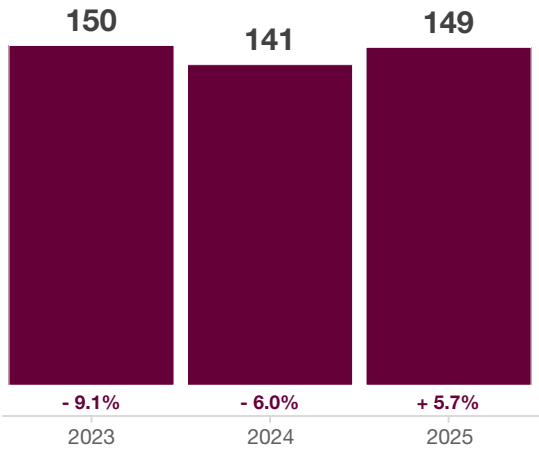
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		141	149	+ 5.7%	2,131	2,097	- 1.6%
Pending Sales		101	122	+ 20.8%	1,438	1,494	+ 3.9%
Closed Sales		113	102	- 9.7%	1,429	1,409	- 1.4%
Days on Market Until Sale		67	60	- 10.4%	65	70	+ 7.7%
Median Sales Price		\$190,000	\$184,000	- 3.2%	\$185,000	\$190,000	+ 2.7%
Average Sales Price		\$213,518	\$230,429	+ 7.9%	\$210,906	\$213,485	+ 1.2%
Percent of List Price Received		96.1%	95.7%	- 0.4%	95.2%	95.8%	+ 0.6%
Housing Affordability Index		119	130	+ 9.2%	123	125	+ 1.6%
Inventory of Homes for Sale		637	612	- 3.9%	—	—	—
Months Supply of Inventory		5.0	4.6	- 8.0%	—	—	—

New Listings

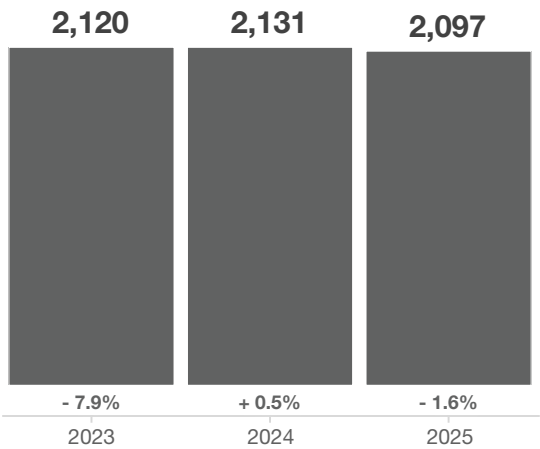
A count of the properties that have been newly listed on the market in a given month.



November

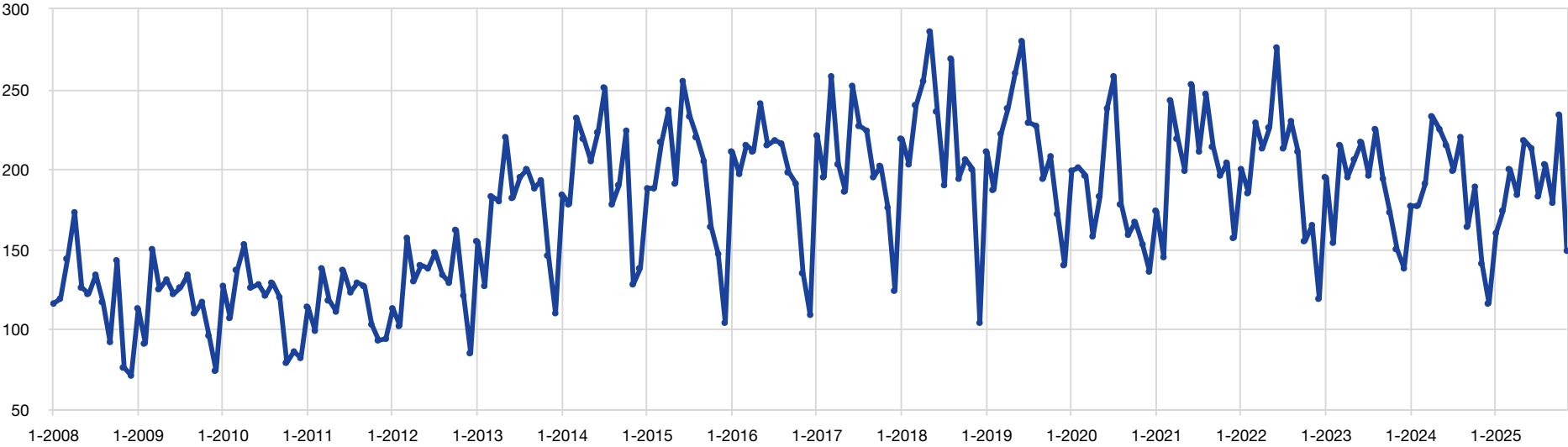


Year to Date



New Listings		Prior Year	Year-Over-Year Change
Dec-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	184	233	- 21.0%
May-2025	218	225	- 3.1%
Jun-2025	213	215	- 0.9%
Jul-2025	183	199	- 8.0%
Aug-2025	203	220	- 7.7%
Sep-2025	179	164	+ 9.1%
Oct-2025	234	189	+ 23.8%
Nov-2025	149	141	+ 5.7%
12-Month Avg	184	189	- 2.6%

Historical New Listings by Month

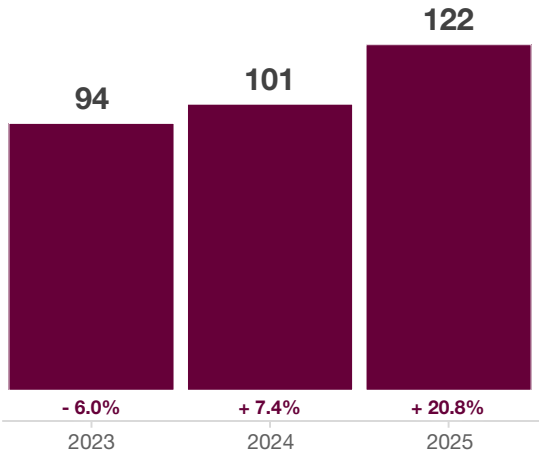


Pending Sales

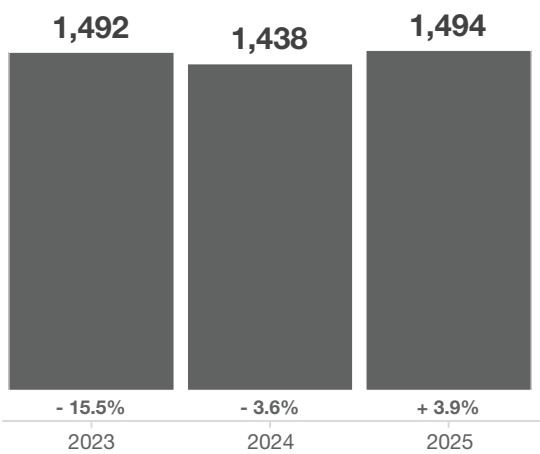
A count of the properties on which offers have been accepted in a given month.



November

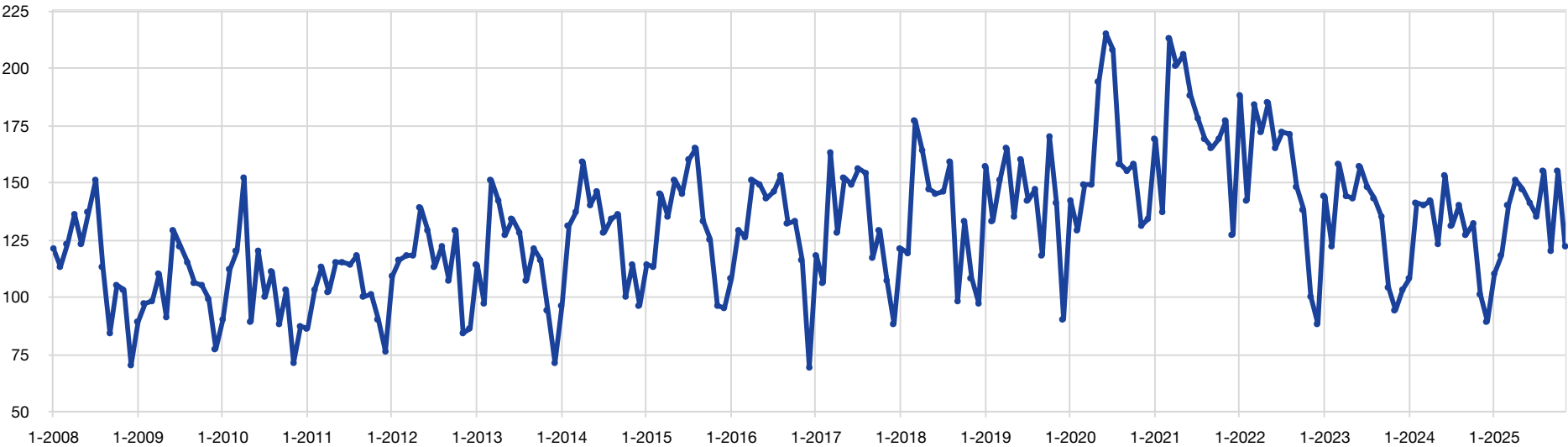


Year to Date



Pending Sales		Prior Year	Year-Over-Year Change
Dec-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	151	142	+ 6.3%
May-2025	147	123	+ 19.5%
Jun-2025	141	153	- 7.8%
Jul-2025	135	131	+ 3.1%
Aug-2025	155	140	+ 10.7%
Sep-2025	120	127	- 5.5%
Oct-2025	155	132	+ 17.4%
Nov-2025	122	101	+ 20.8%
12-Month Avg	132	128	+ 3.1%

Historical Pending Sales by Month

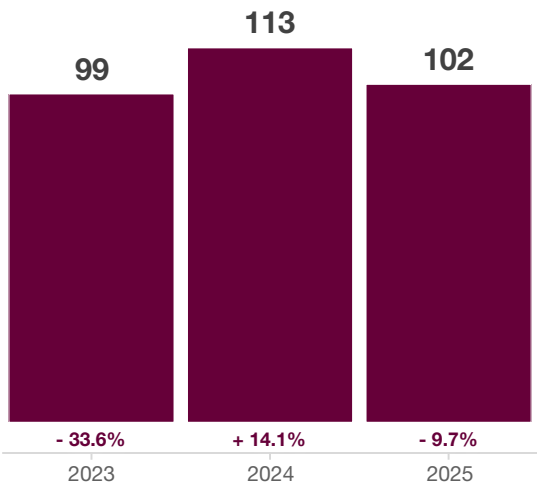


Closed Sales

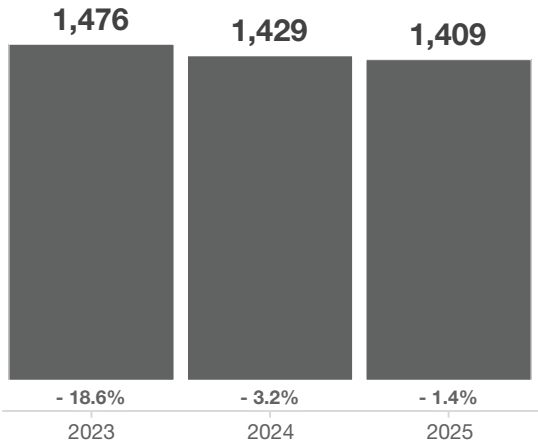
A count of the actual sales that closed in a given month.



November

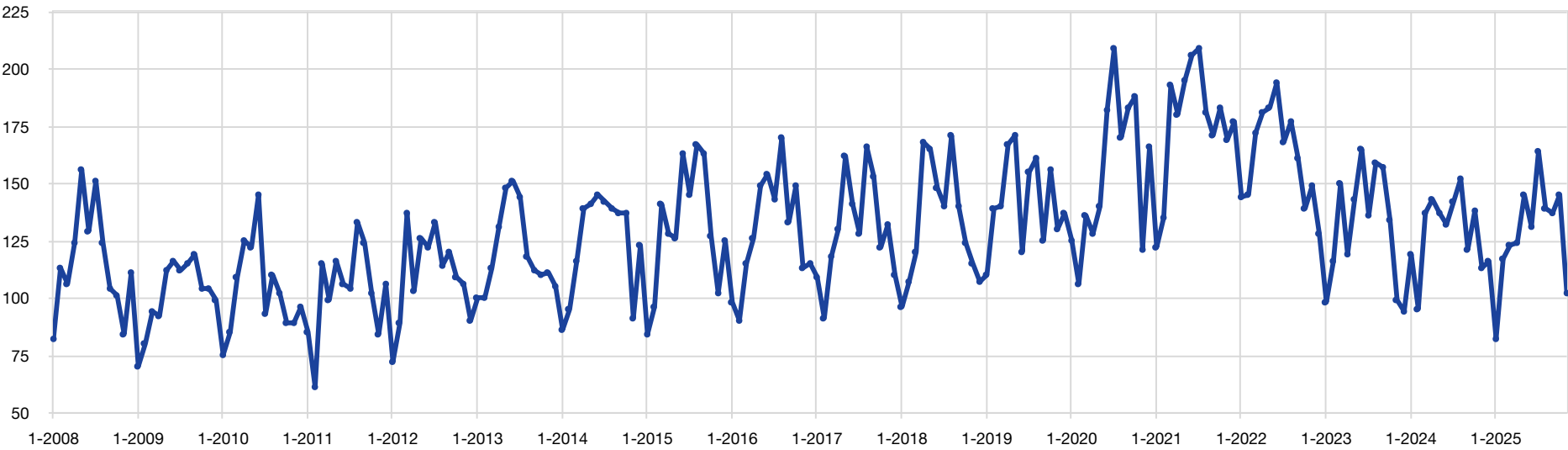


Year to Date



Closed Sales		Prior Year	Year-Over-Year Change
Dec-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	145	137	+ 5.8%
Jun-2025	131	132	- 0.8%
Jul-2025	164	142	+ 15.5%
Aug-2025	139	152	- 8.6%
Sep-2025	137	121	+ 13.2%
Oct-2025	145	138	+ 5.1%
Nov-2025	102	113	- 9.7%
12-Month Avg	127	127	0.0%

Historical Closed Sales by Month

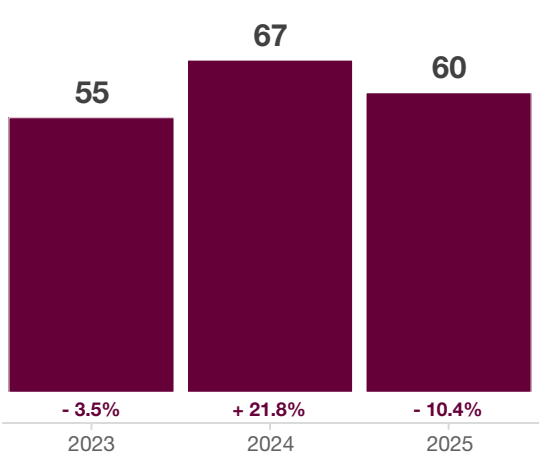


Days on Market Until Sale

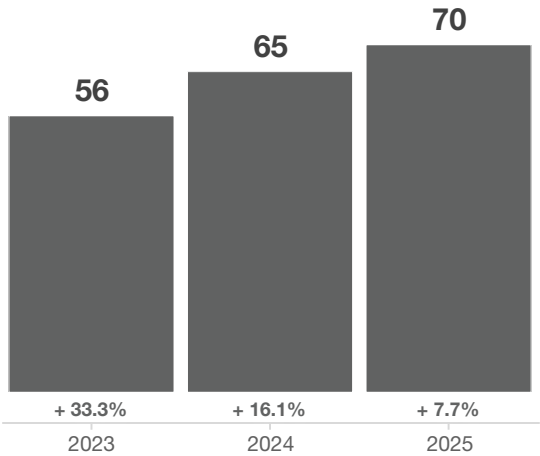
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



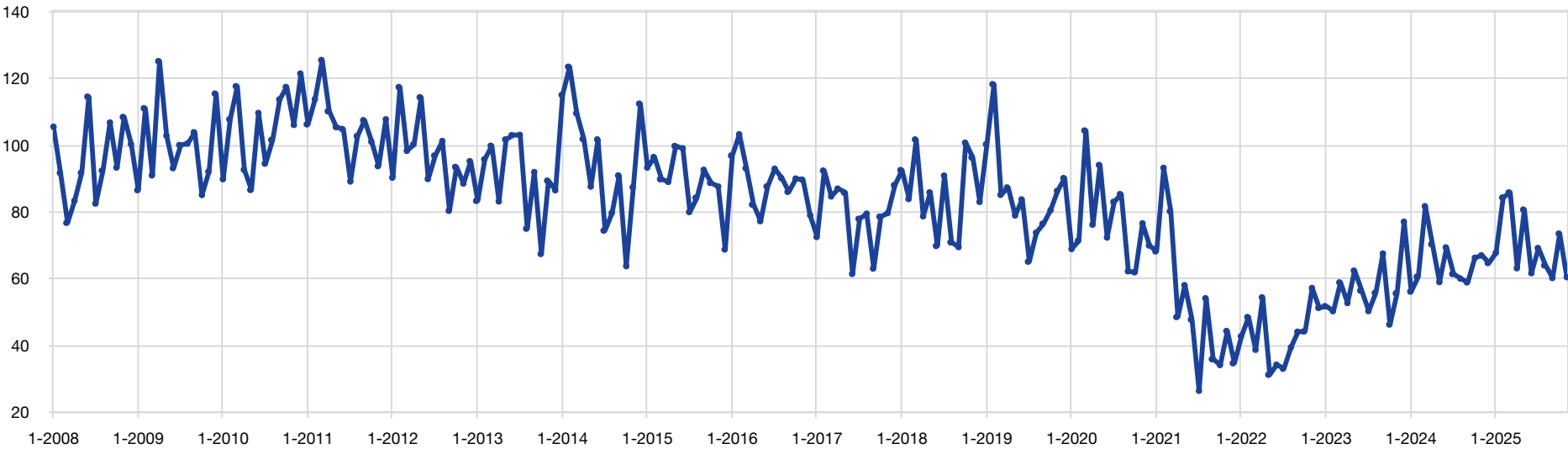
Year to Date



Days on Market		Prior Year	Year-Over-Year Change
Dec-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	81	59	+ 37.3%
Jun-2025	61	69	- 11.6%
Jul-2025	69	61	+ 13.1%
Aug-2025	64	60	+ 6.7%
Sep-2025	60	59	+ 1.7%
Oct-2025	73	66	+ 10.6%
Nov-2025	60	67	- 10.4%
12-Month Avg*	70	65	+ 6.4%

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

Historical Days on Market Until Sale by Month

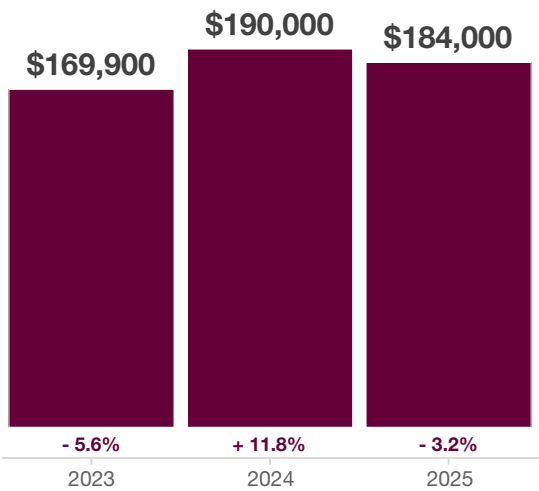


Median Sales Price

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



November



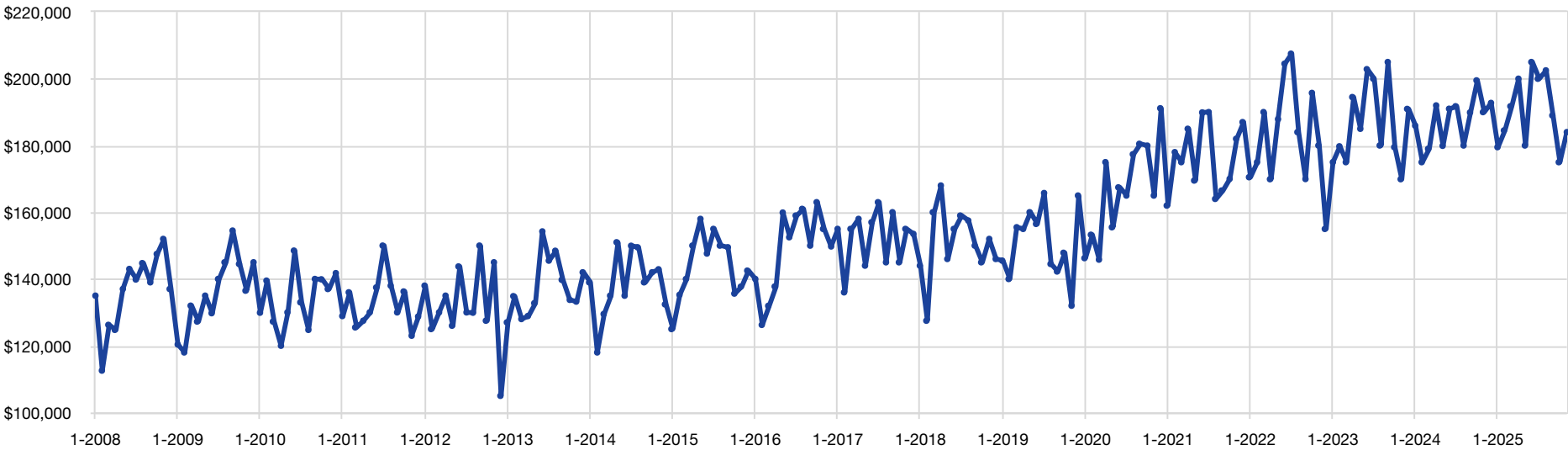
Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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%
Oct-2025	\$175,000	\$199,500	- 12.3%
Nov-2025	\$184,000	\$190,000	- 3.2%
12-Month Avg*	\$190,000	\$185,000	+ 2.7%

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

Historical Median Sales Price by Month

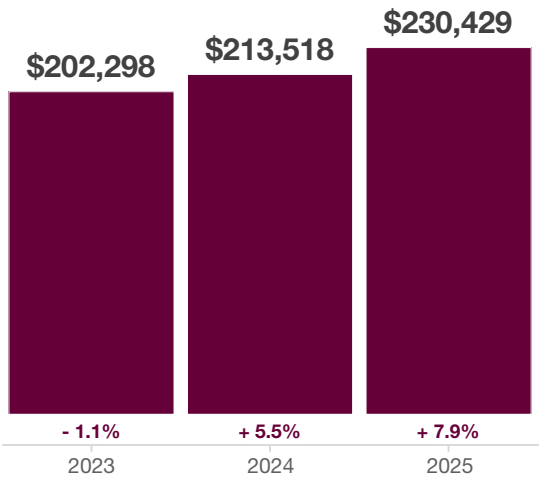


Average Sales Price

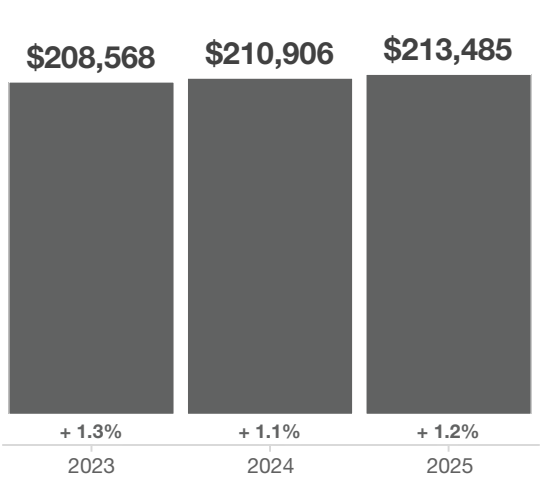
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year to Date



Avg. Sales Price	Prior Year	Year-Over-Year Change
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	\$201,493	\$203,399 - 0.9%
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%
Oct-2025	\$204,930	\$225,826 - 9.3%
Nov-2025	\$230,429	\$213,518 + 7.9%
12-Month Avg*	\$212,942	\$210,442 + 1.2%

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

Historical Average Sales Price by Month



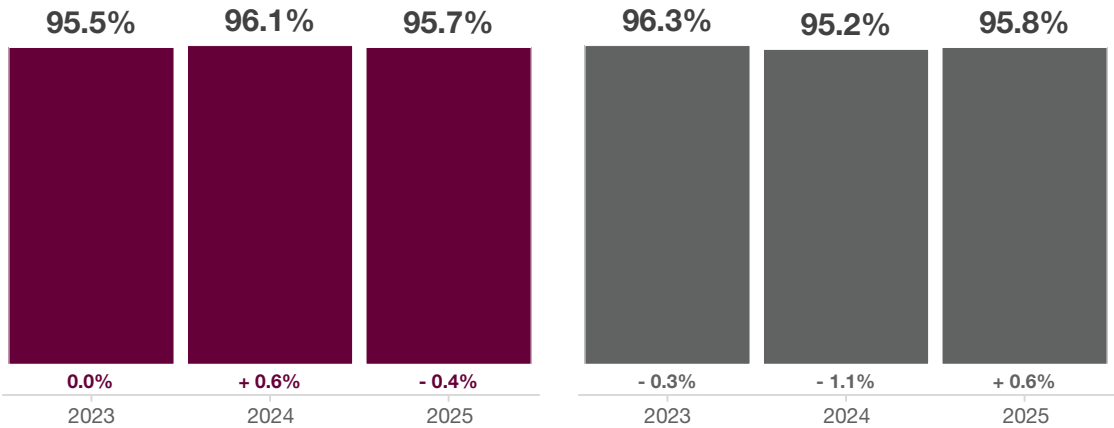
Percent of List Price Received

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.



November

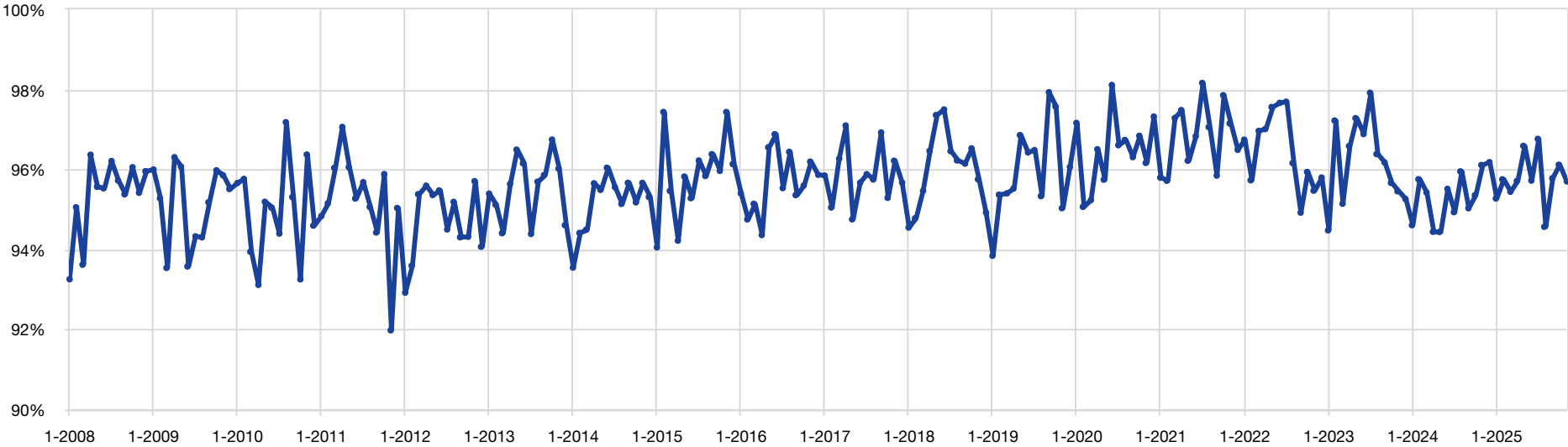
Year to Date



	Pct. of List Price Received	Prior Year	Year-Over-Year Change
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%
Oct-2025	96.1%	95.4%	+ 0.7%
Nov-2025	95.7%	96.1%	- 0.4%
12-Month Avg*	95.8%	95.2%	+ 0.7%

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

Historical Percent of List Price Received by Month

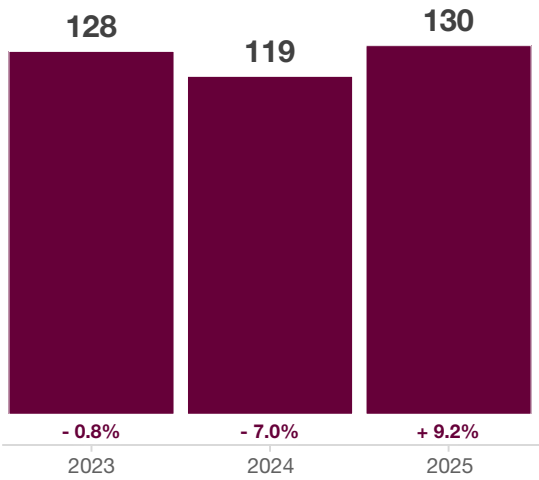


Housing Affordability Index

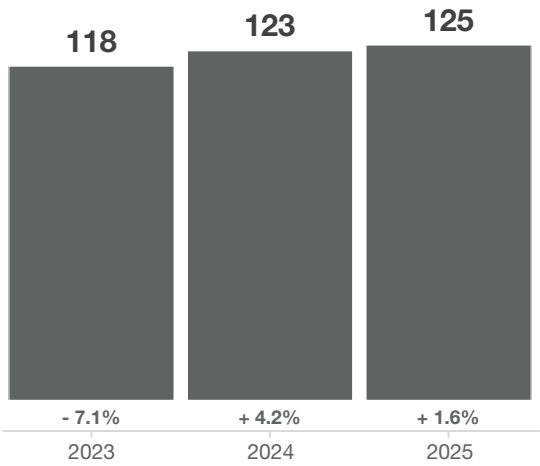
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

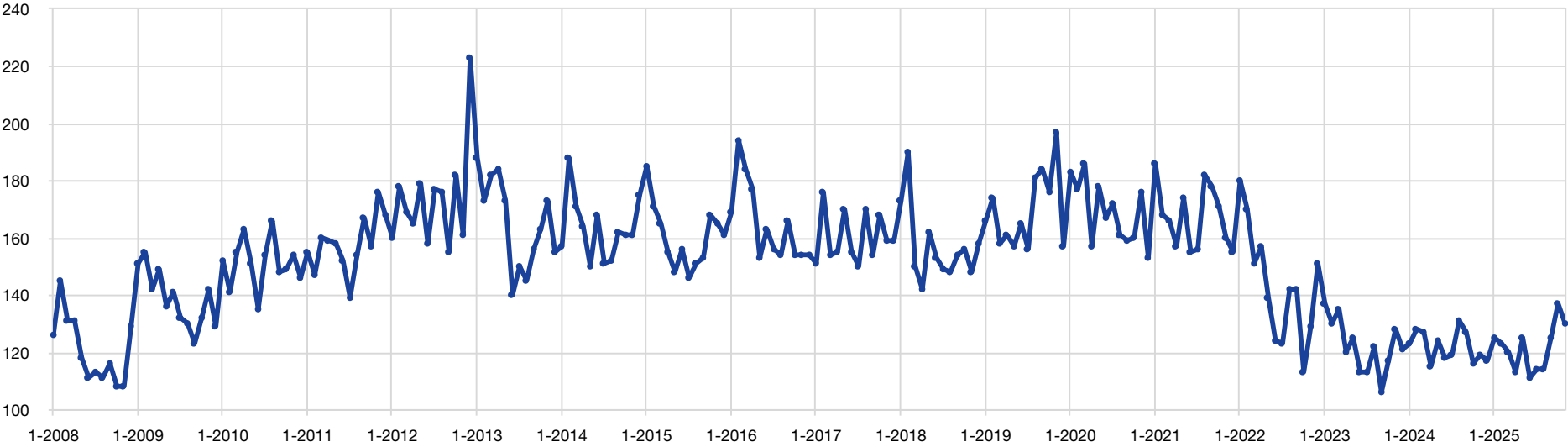


Year to Date



Affordability Index		Prior Year	Year-Over-Year Change
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%
Oct-2025	137	116	+ 18.1%
Nov-2025	130	119	+ 9.2%
12-Month Avg	121	122	- 0.8%

Historical Housing Affordability Index by Month

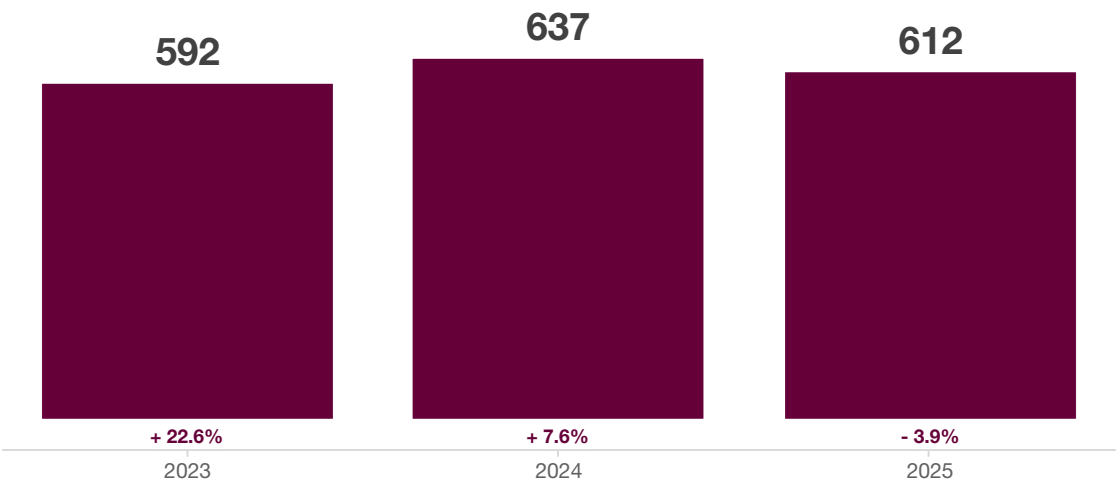


Inventory of Homes for Sale

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-2024	606	563 + 7.6%
Jan-2025	611	571 + 7.0%
Feb-2025	616	550 + 12.0%
Mar-2025	620	536 + 15.7%
Apr-2025	598	578 + 3.5%
May-2025	612	629 - 2.7%
Jun-2025	621	646 - 3.9%
Jul-2025	619	646 - 4.2%
Aug-2025	621	665 - 6.6%
Sep-2025	612	649 - 5.7%
Oct-2025	642	644 - 0.3%
Nov-2025	612	637 - 3.9%
12-Month Avg	616	610 + 1.0%

Historical Inventory of Homes for Sale by Month

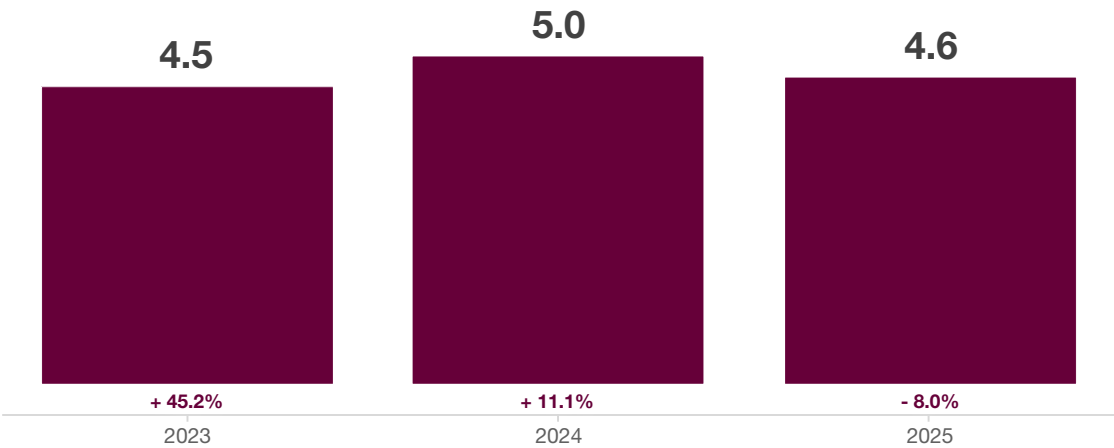


Months Supply of Inventory

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-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	4.5	+ 4.4%
May-2025	4.8	4.9	- 2.0%
Jun-2025	4.9	5.1	- 3.9%
Jul-2025	4.9	5.1	- 3.9%
Aug-2025	4.8	5.3	- 9.4%
Sep-2025	4.8	5.2	- 7.7%
Oct-2025	4.9	5.0	- 2.0%
Nov-2025	4.6	5.0	- 8.0%
12-Month Avg*	4.8	4.7	+ 1.6%

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

Historical Months Supply of Inventory by Month

