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% + 10.6% + 7.5%

Change in Closed Sales Homes for Sale
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.

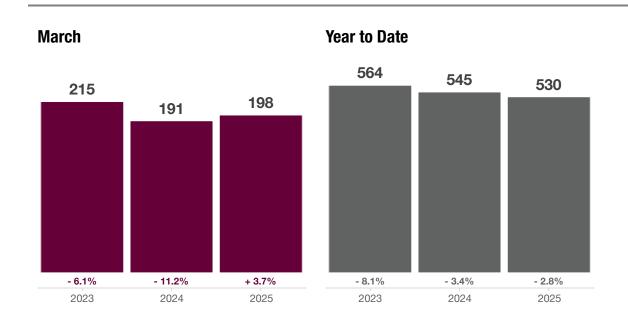


Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	191	198	+ 3.7%	545	530	- 2.8%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	140	150	+ 7.1%	389	385	- 1.0%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	137	121	- 11.7%	351	318	- 9.4%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	82	87	+ 6.1%	67	81	+ 20.9%
Median Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$179,000	\$192,500	+ 7.5%	\$181,500	\$182,000	+ 0.3%
Average Sales Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$192,768	\$209,172	+ 8.5%	\$207,031	\$204,792	- 1.1%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	95.4%	95.4%	0.0%	95.2%	95.5%	+ 0.3%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	127	119	- 6.3%	125	126	+ 0.8%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	536	593	+ 10.6%	_	_	_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	4.1	4.7	+ 14.6%	_	_	_

New Listings

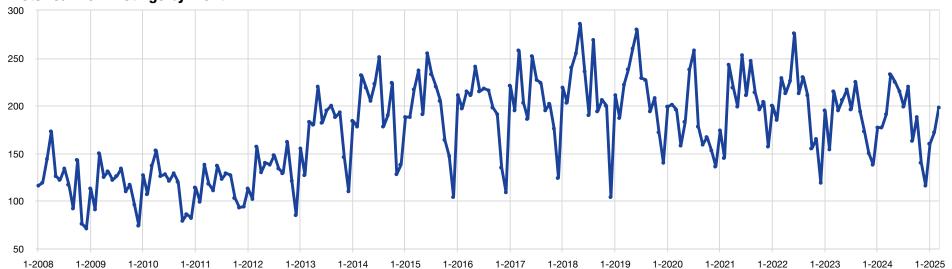
A count of the properties that have been newly listed on the market in a given month.





New Listings		Prior Year	Year-Over-Year Change
ivew Lisurigs		Prior rear	Change
Apr-2024	233	195	+ 19.5%
May-2024	225	206	+ 9.2%
Jun-2024	215	217	- 0.9%
Jul-2024	199	196	+ 1.5%
Aug-2024	220	225	- 2.2%
Sep-2024	163	194	- 16.0%
Oct-2024	188	173	+ 8.7%
Nov-2024	140	150	- 6.7%
Dec-2024	116	138	- 15.9%
Jan-2025	160	177	- 9.6%
Feb-2025	172	177	- 2.8%
Mar-2025	198	191	+ 3.7%
12-Month Avg	186	187	- 0.5%

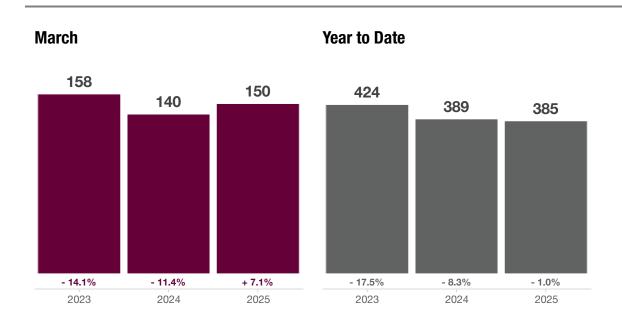
Historical New Listings by Month



Pending Sales

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





Pending Sales		Prior Year	Year-Over-Year Change
Apr-2024	142	144	- 1.4%
May-2024	123	143	- 14.0%
Jun-2024	153	157	- 2.5%
Jul-2024	131	148	- 11.5%
Aug-2024	140	143	- 2.1%
Sep-2024	128	135	- 5.2%
Oct-2024	132	104	+ 26.9%
Nov-2024	101	95	+ 6.3%
Dec-2024	89	103	- 13.6%
Jan-2025	114	108	+ 5.6%
Feb-2025	121	141	- 14.2%
Mar-2025	150	140	+ 7.1%
12-Month Avg	127	130	- 2.3%

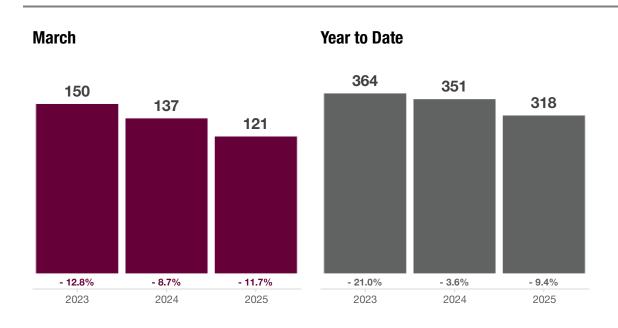
Historical Pending Sales by Month



Closed Sales

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





			Year-Over-Year
Closed Sales		Prior Year	Change
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	152	159	- 4.4%
Sep-2024	121	157	- 22.9%
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	115	95	+ 21.1%
Mar-2025	121	137	- 11.7%
12-Month Avg	126	130	- 3.1%

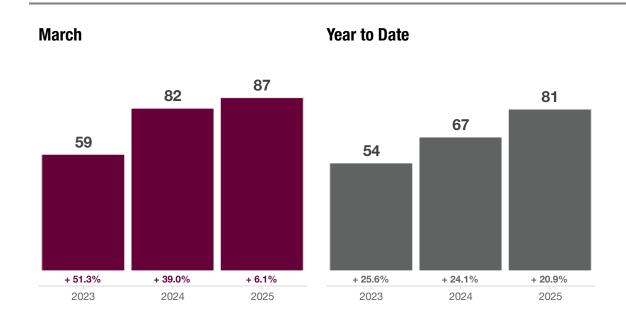
Historical Closed Sales by Month



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.

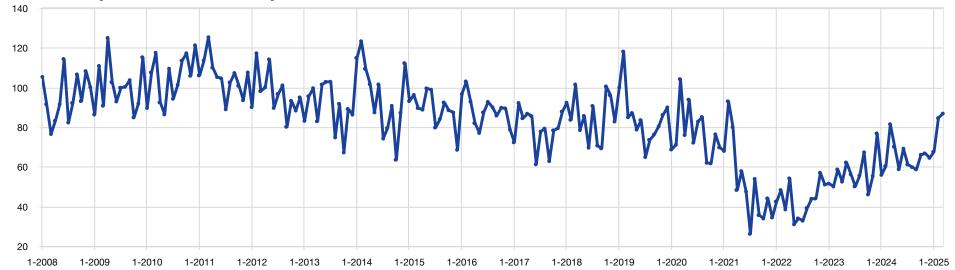




			Year-Over-Year
Days on Market		Prior Year	Change
Apr-2024	70	53	+ 32.1%
May-2024	59	62	- 4.8%
Jun-2024	69	56	+ 23.2%
Jul-2024	61	50	+ 22.0%
Aug-2024	60	56	+ 7.1%
Sep-2024	59	67	- 11.9%
Oct-2024	66	46	+ 43.5%
Nov-2024	67	55	+ 21.8%
Dec-2024	65	77	- 15.6%
Jan-2025	68	56	+ 21.4%
Feb-2025	85	60	+ 41.7%
Mar-2025	87	82	+ 6.1%
12-Month Avg*	67	60	+ 12.9%

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

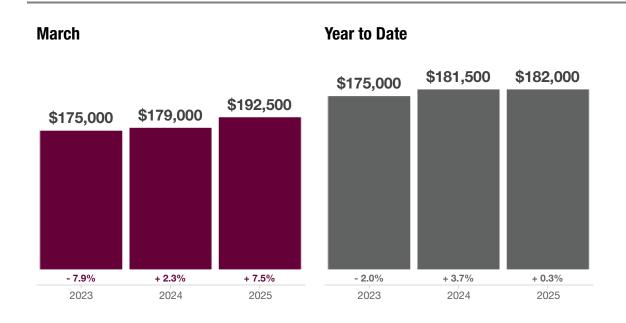
Historical Days on Market Until Sale by Month



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.





			Year-Over-Year
Median Sales Price		Prior Year	Change
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	\$189,900	\$205,000	- 7.4%
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	\$192,500	\$179,000	+ 7.5%
12-Month Avg*	\$188,000	\$186,000	+ 1.1%

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

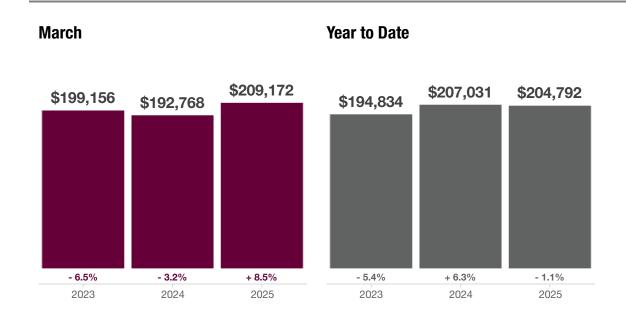
Historical Median Sales Price by Month



Average Sales Price

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





			Year-Over-Year
Avg. Sales Price		Prior Year	Change
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	\$210,354	\$204,050	+ 3.1%
Sep-2024	\$209,950	\$209,602	+ 0.2%
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	\$202,197	\$197,048	+ 2.6%
Mar-2025	\$209,172	\$192,768	+ 8.5%
12-Month Avg*	\$210,167	\$211,133	- 0.5%

^{*} 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



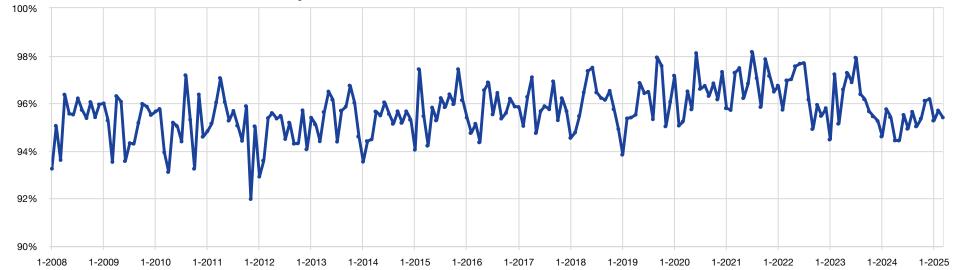


March			Year to Date		
95.1%	95.4%	95.4%	95.6%	95.2%	95.5%
- 2.0%	+ 0.3%	0.0%	- 0.9 %	- 0.4 %	+ 0.3%

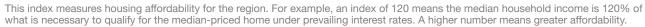
			Year-Over-Year
Pct. of List Price Received		Prior Year	Change
Apr-2024	94.4%	96.6%	- 2.3%
May-2024	94.4%	97.3%	- 3.0%
Jun-2024	95.5%	96.9%	- 1.4%
Jul-2024	94.9%	97.9%	- 3.1%
Aug-2024	95.6%	96.4%	- 0.8%
Sep-2024	95.0%	96.2%	- 1.2%
Oct-2024	95.4%	95.7%	- 0.3%
Nov-2024	96.1%	95.5%	+ 0.6%
Dec-2024	96.2%	95.3%	+ 0.9%
Jan-2025	95.3%	94.6%	+ 0.7%
Feb-2025	95.7%	95.8%	- 0.1%
Mar-2025	95.4%	95.4%	0.0%
12-Month Avg*	95.3%	96.2%	- 0.9%

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

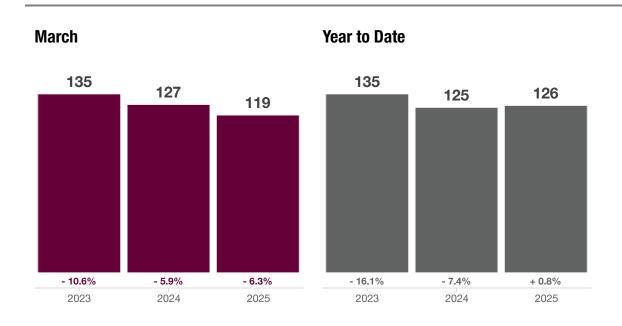
Historical Percent of List Price Received by Month



Housing Affordability Index

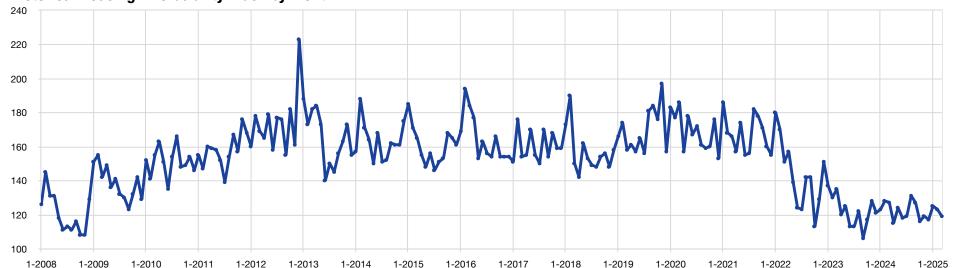






Affordability Index		Prior Year	Year-Over-Year Change
Alloruability illuex		Prior rear	Change
Apr-2024	115	120	- 4.2%
May-2024	124	125	- 0.8%
Jun-2024	118	113	+ 4.4%
Jul-2024	119	113	+ 5.3%
Aug-2024	131	122	+ 7.4%
Sep-2024	127	106	+ 19.8%
Oct-2024	116	117	- 0.9%
Nov-2024	119	128	- 7.0%
Dec-2024	117	121	- 3.3%
Jan-2025	125	123	+ 1.6%
Feb-2025	123	128	- 3.9%
Mar-2025	119	127	- 6.3%
12-Month Avg	121	120	+ 0.8%

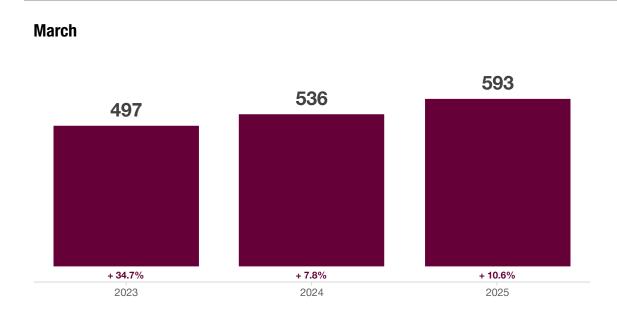
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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





Homes for Sale		Prior Year	Year-Over-Year Change
Apr-2024	578	506	+ 14.2%
May-2024	629	513	+ 22.6%
Jun-2024	646	513	+ 25.9%
Jul-2024	646	499	+ 29.5%
Aug-2024	664	535	+ 24.1%
Sep-2024	647	552	+ 17.2%
Oct-2024	641	574	+ 11.7%
Nov-2024	633	592	+ 6.9%
Dec-2024	602	563	+ 6.9%
Jan-2025	602	571	+ 5.4%
Feb-2025	601	550	+ 9.3%
Mar-2025	593	536	+ 10.6%
12-Month Avg	624	542	+ 15.1%

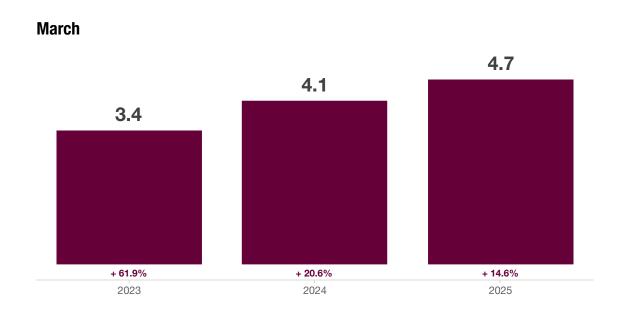
Historical Inventory of Homes for Sale by Month



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
	Prior Year	Change
4.4	3.5	+ 25.7%
4.9	3.6	+ 36.1%
5.1	3.7	+ 37.8%
5.1	3.6	+ 41.7%
5.3	3.9	+ 35.9%
5.1	4.1	+ 24.4%
5.0	4.3	+ 16.3%
4.9	4.5	+ 8.9%
4.7	4.2	+ 11.9%
4.7	4.4	+ 6.8%
4.8	4.2	+ 14.3%
4.7	4.1	+ 14.6%
4.9	4.0	+ 21.9%
	4.9 5.1 5.1 5.3 5.1 5.0 4.9 4.7 4.7 4.8 4.7	4.4 3.5 4.9 3.6 5.1 3.7 5.1 3.6 5.3 3.9 5.1 4.1 5.0 4.3 4.9 4.5 4.7 4.2 4.7 4.4 4.8 4.2 4.7 4.1

^{*} 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

