

# Monthly Indicators



## July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings in Allen, Avoyelles, Catahoula, Evangeline, Grant, La Salle, Rapides, Natchitoches, and Winn Parishes decreased 10.1 percent to 179. Pending Sales increased 16.0 percent to 152. Inventory decreased 9.8 percent to 583.

Median Sales Price increased 4.3 percent from \$191,750 to \$200,000. Days on Market increased 13.1 percent to 69. Months Supply of Inventory decreased 11.8 percent to 4.5.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

## Monthly Snapshot

|  |  |  |
|--|--|--|
| <b>+ 15.5%</b>                                     | <b>- 9.8%</b>  | <b>+ 4.3%</b>  |
| Change in<br><b>Closed Sales</b><br>All Properties | Change in<br><b>Homes for Sale</b><br>All Properties | Change in<br><b>Median Sales Price</b><br>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.



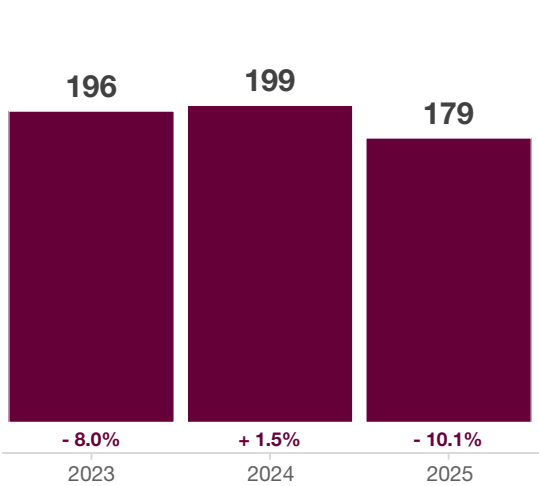
| Key Metrics                    | Historical Sparkbars | 7-2024    | 7-2025    | % Change | YTD 2024  | YTD 2025  | % Change |
|--------------------------------|----------------------|-----------|-----------|----------|-----------|-----------|----------|
| New Listings                   |                      | 199       | 179       | - 10.1%  | 1,417     | 1,324     | - 6.6%   |
| Pending Sales                  |                      | 131       | 152       | + 16.0%  | 938       | 965       | + 2.9%   |
| Closed Sales                   |                      | 142       | 164       | + 15.5%  | 905       | 885       | - 2.2%   |
| Days on Market Until Sale      |                      | 61        | 69        | + 13.1%  | 66        | 73        | + 10.6%  |
| Median Sales Price             |                      | \$191,750 | \$200,000 | + 4.3%   | \$184,900 | \$190,000 | + 2.8%   |
| Average Sales Price            |                      | \$216,087 | \$212,516 | - 1.7%   | \$208,534 | \$210,000 | + 0.7%   |
| Percent of List Price Received |                      | 94.9%     | 96.8%     | + 2.0%   | 95.0%     | 96.0%     | + 1.1%   |
| Housing Affordability Index    |                      | 119       | 114       | - 4.2%   | 123       | 120       | - 2.4%   |
| Inventory of Homes for Sale    |                      | 646       | 583       | - 9.8%   | —         | —         | —        |
| Months Supply of Inventory     |                      | 5.1       | 4.5       | - 11.8%  | —         | —         | —        |

# New Listings

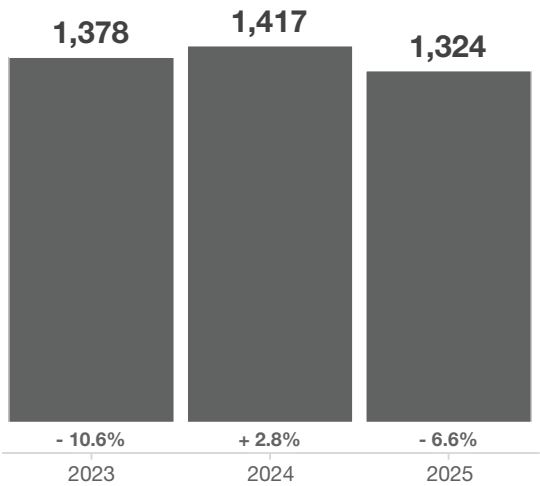
A count of the properties that have been newly listed on the market in a given month.



## July

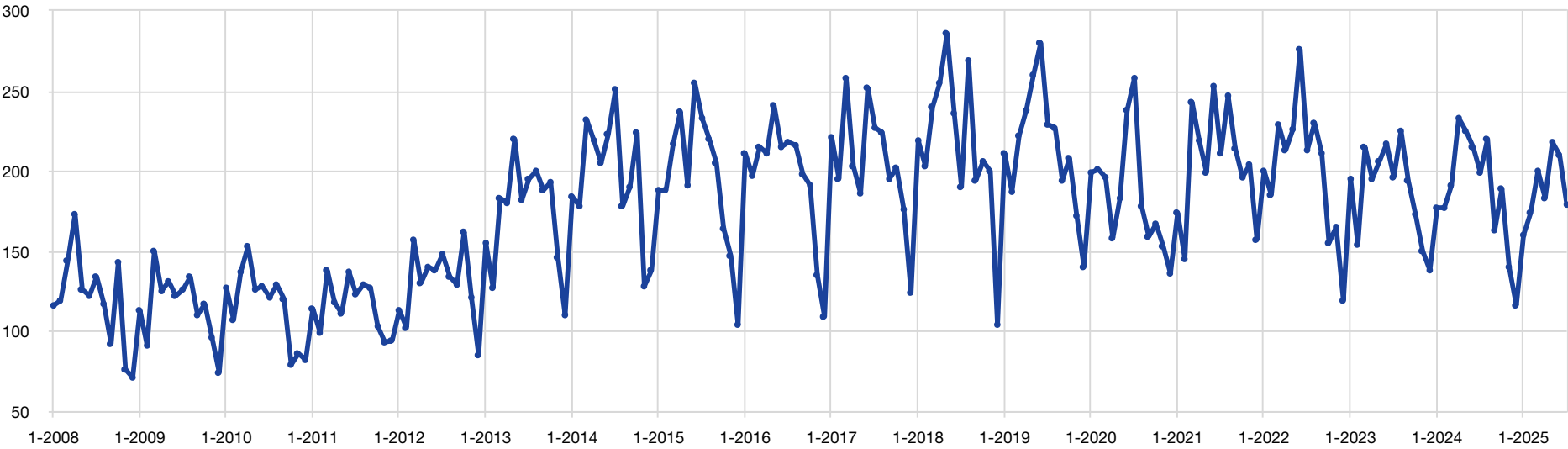


## Year to Date



| New Listings |     | Prior Year | Year-Over-Year Change |
|--------------|-----|------------|-----------------------|
| Aug-2024     | 220 | 225        | - 2.2%                |
| Sep-2024     | 163 | 194        | - 16.0%               |
| 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     | 210 | 215        | - 2.3%                |
| Jul-2025     | 179 | 199        | - 10.1%               |
| 12-Month Avg | 179 | 191        | - 6.3%                |

## Historical New Listings by Month

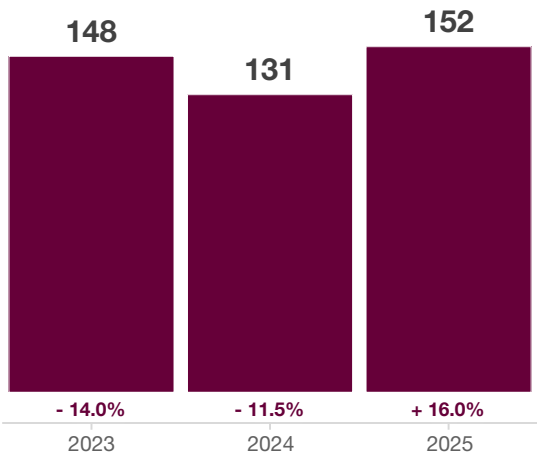


# Pending Sales

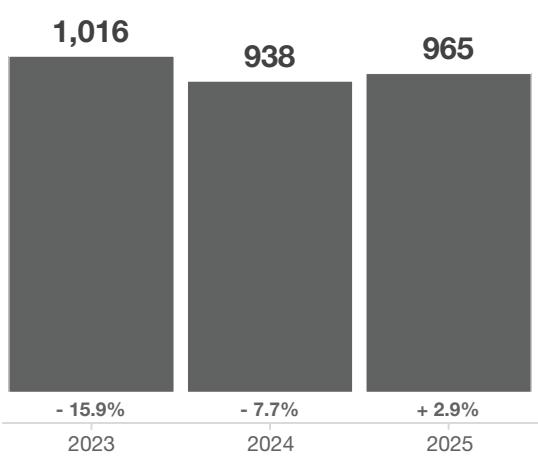
A count of the properties on which offers have been accepted in a given month.



## July

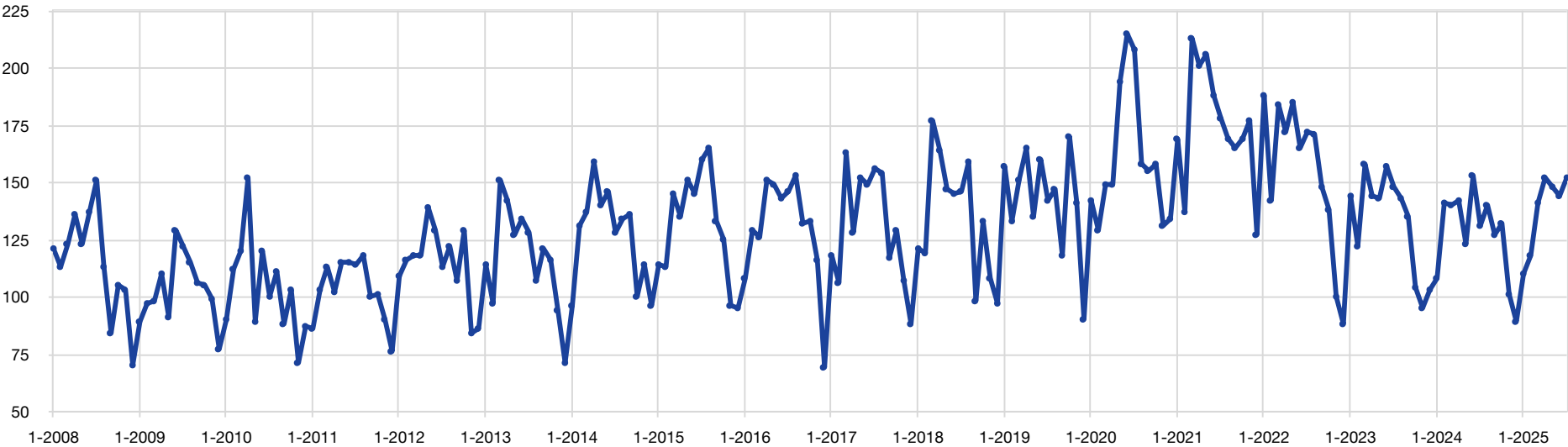


## Year to Date



| Pending Sales |     | Prior Year | Year-Over-Year Change |
|---------------|-----|------------|-----------------------|
| Aug-2024      | 140 | 143        | - 2.1%                |
| Sep-2024      | 127 | 135        | - 5.9%                |
| 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      | 141 | 140        | + 0.7%                |
| Apr-2025      | 152 | 142        | + 7.0%                |
| May-2025      | 148 | 123        | + 20.3%               |
| Jun-2025      | 144 | 153        | - 5.9%                |
| Jul-2025      | 152 | 131        | + 16.0%               |
| 12-Month Avg  | 130 | 127        | + 2.4%                |

## Historical Pending Sales by Month

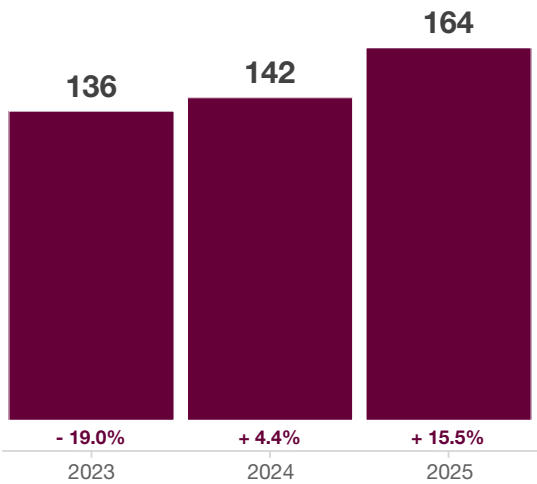


# Closed Sales

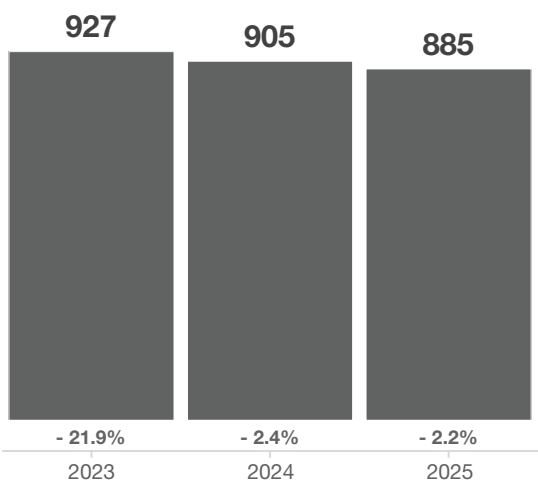
A count of the actual sales that closed in a given month.



## July

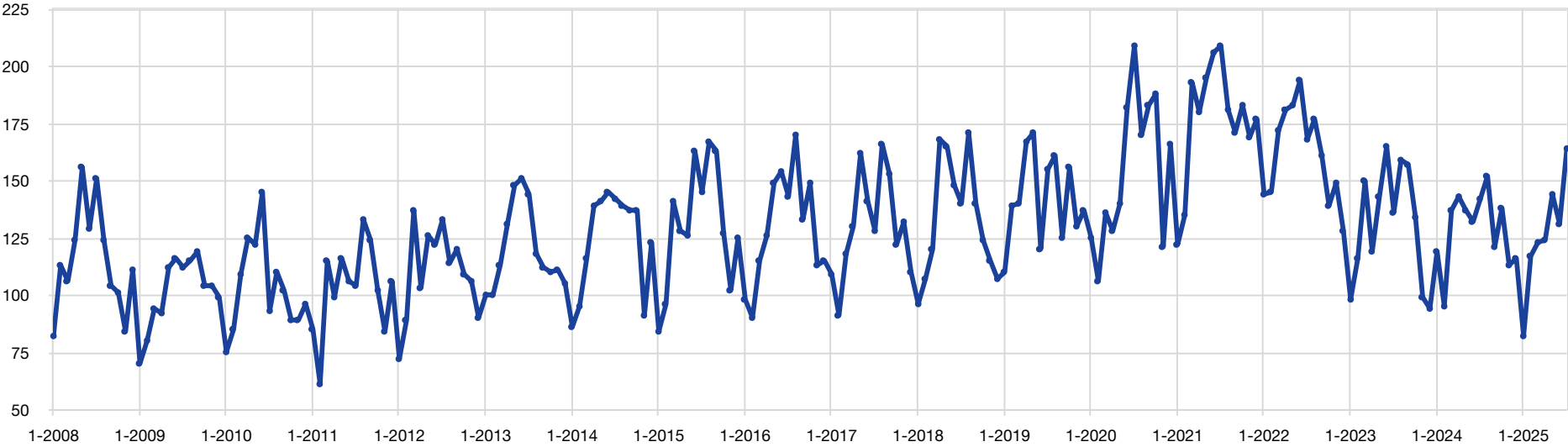


## Year to Date



| Closed Sales |     | Prior Year | Year-Over-Year Change |
|--------------|-----|------------|-----------------------|
| 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     | 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%               |
| 12-Month Avg | 127 | 129        | - 1.6%                |

## Historical Closed Sales by Month

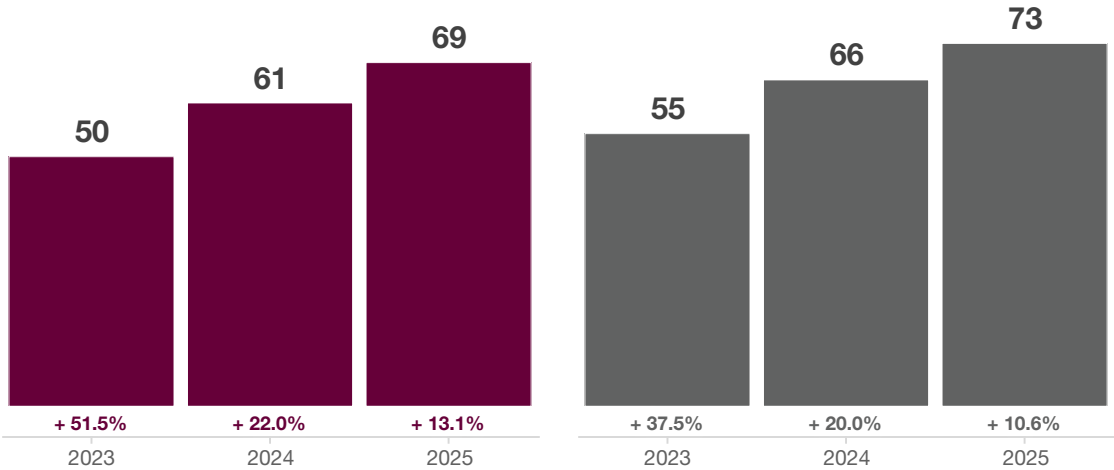


# Days on Market Until Sale

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



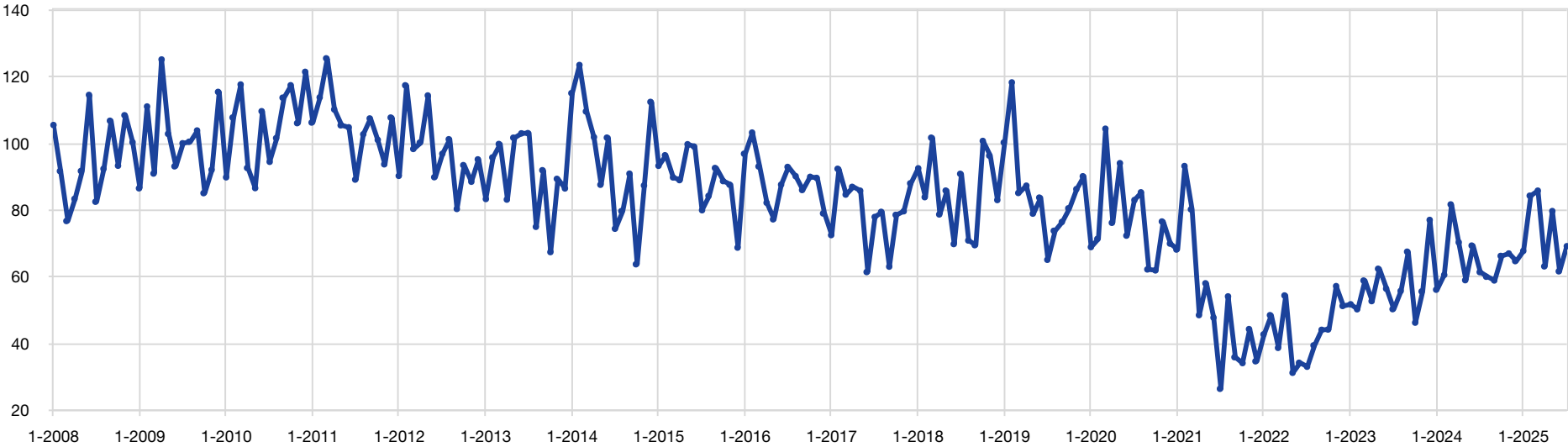
## July



| Days on Market |    | Prior Year | Year-Over-Year Change |
|----------------|----|------------|-----------------------|
| 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       | 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%               |
| 12-Month Avg*  | 69 | 63         | + 8.9%                |

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

## Historical Days on Market Until Sale by Month

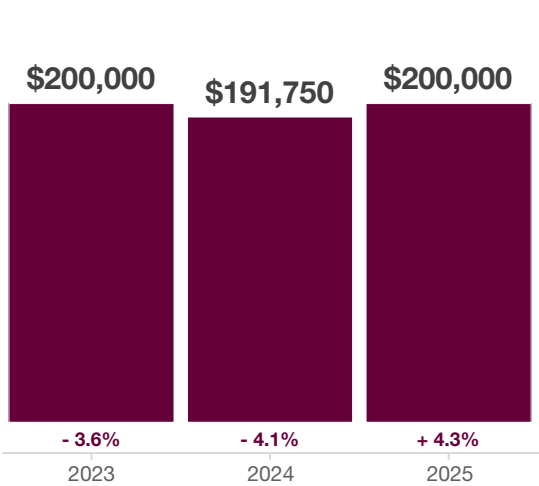


# Median Sales Price

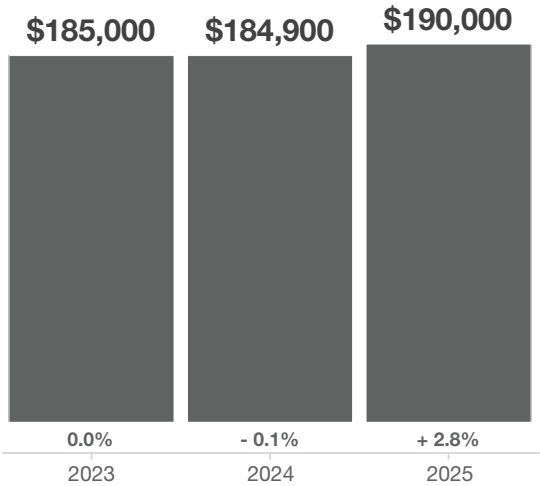
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



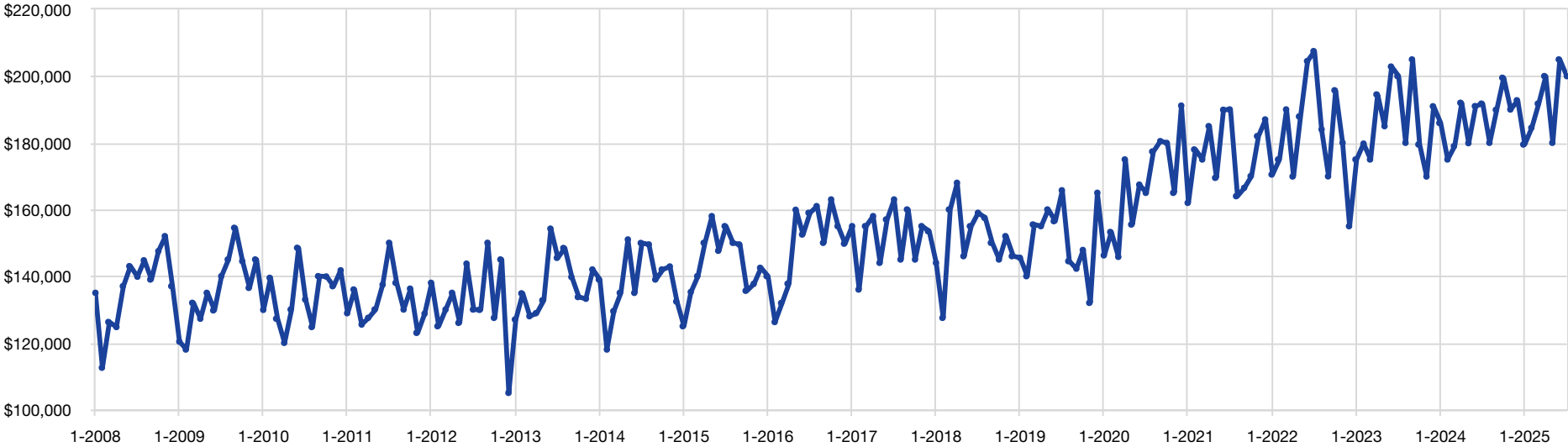
## Year to Date



|               | Median Sales Price | Prior Year | Year-Over-Year Change |
|---------------|--------------------|------------|-----------------------|
| 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      | \$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%                |
| 12-Month Avg* | \$189,950          | \$184,950  | + 2.7%                |

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

## Historical Median Sales Price by Month

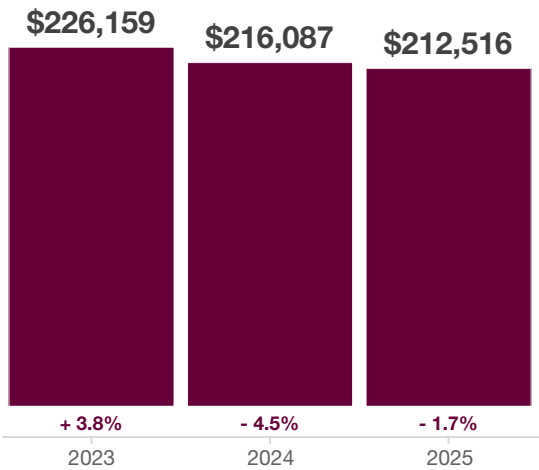


# Average Sales Price

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



## July



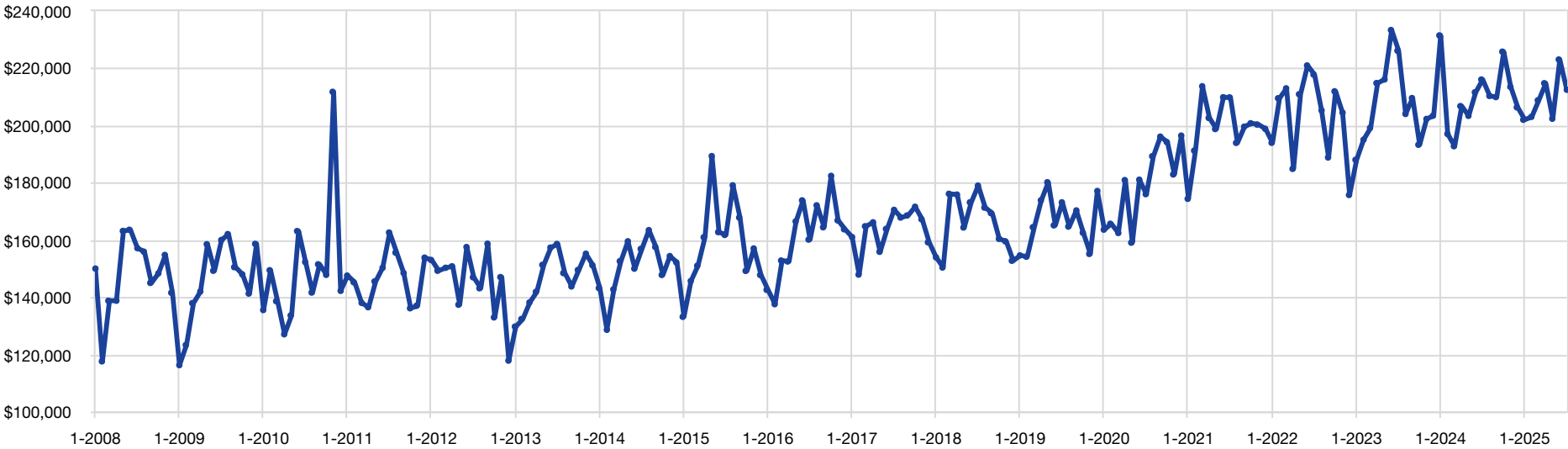
## Year to Date



| Avg. Sales Price | Prior Year | Year-Over-Year Change |
|------------------|------------|-----------------------|
| 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         | \$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%      |
| 12-Month Avg*    | \$211,439  | \$206,145 + 2.6%      |

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

## Historical Average Sales Price by Month





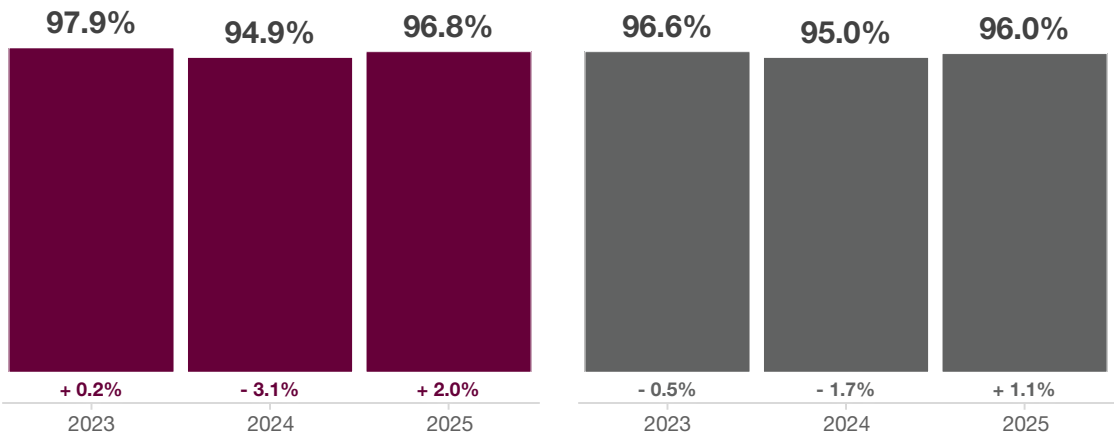
# Percent of List Price Received

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.



## July

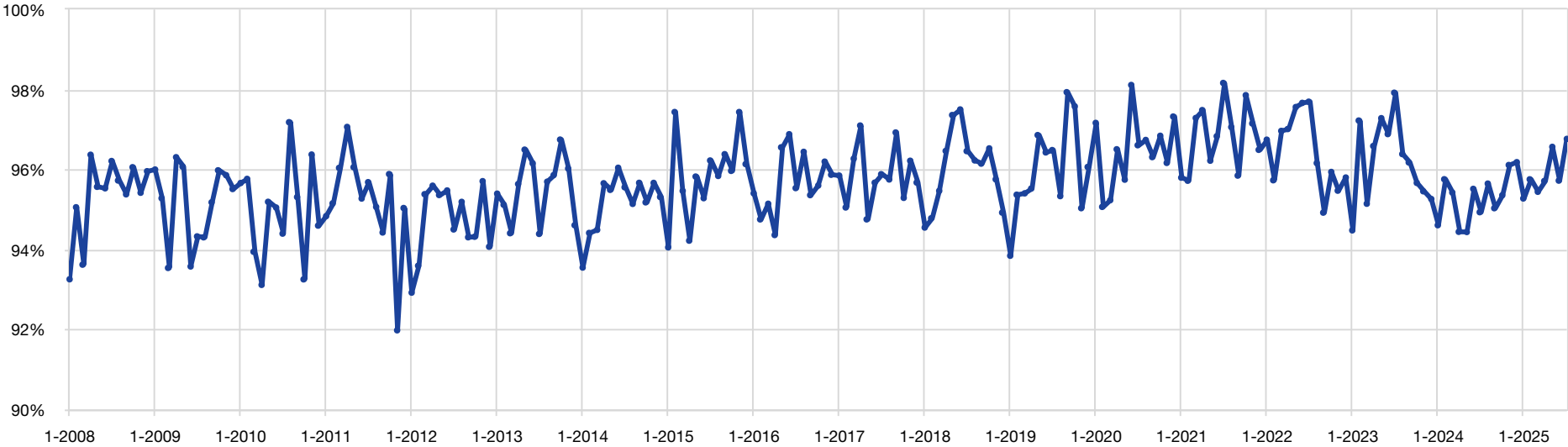
## Year to Date



|               | Pct. of List Price Received | Prior Year | Year-Over-Year Change |
|---------------|-----------------------------|------------|-----------------------|
| 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      | 95.8%                       | 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%                |
| 12-Month Avg* | 95.8%                       | 95.4%      | + 0.5%                |

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

## Historical Percent of List Price Received by Month

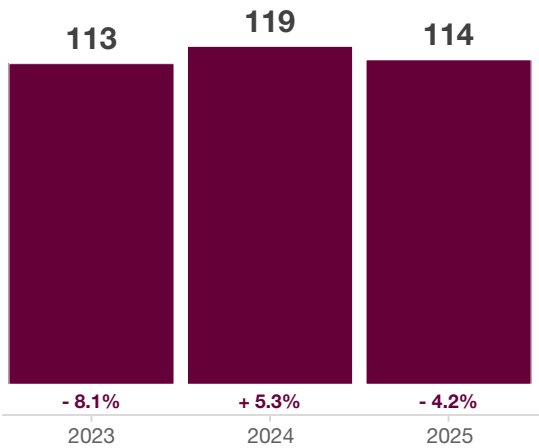


# Housing Affordability Index

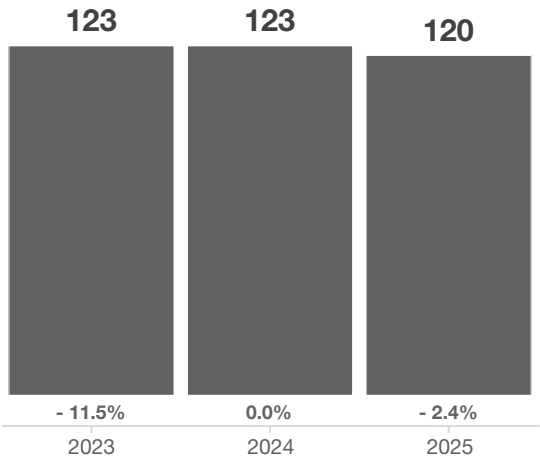
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## July

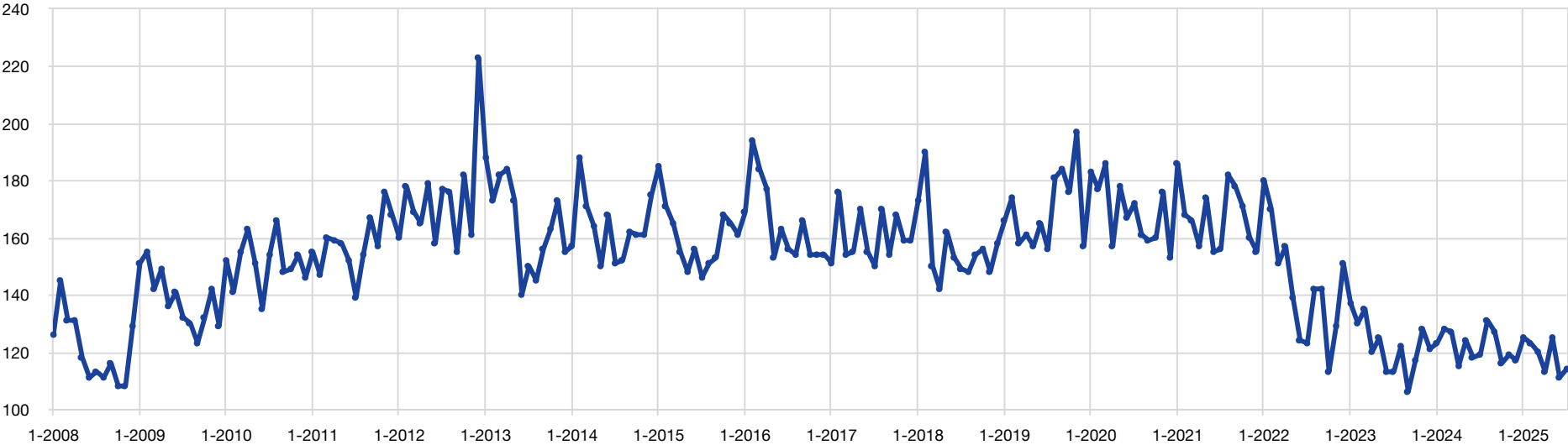


## Year to Date



| Affordability Index |     | Prior Year | Year-Over-Year Change |
|---------------------|-----|------------|-----------------------|
| 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            | 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%                |
| 12-Month Avg        | 120 | 121        | - 0.8%                |

## Historical Housing Affordability Index by Month

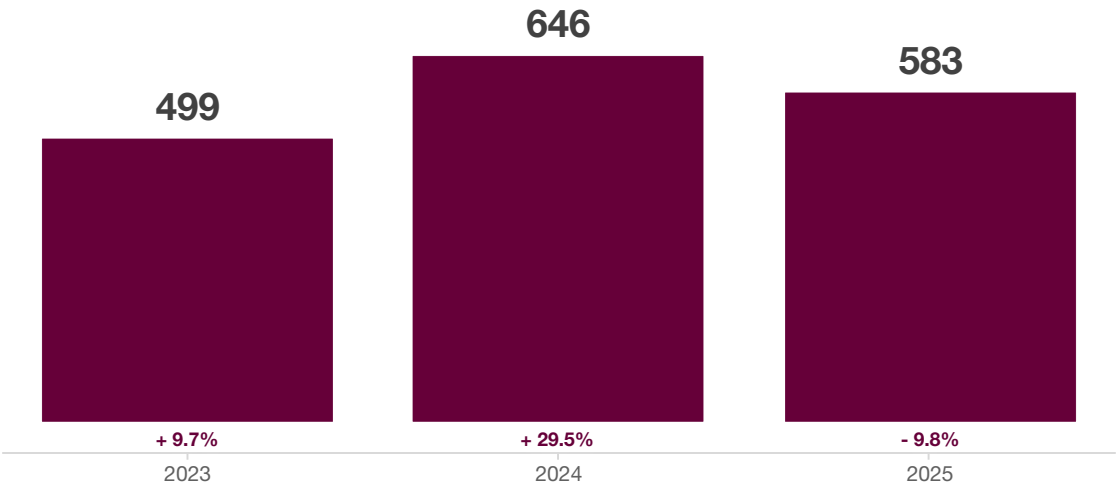


# Inventory of Homes for Sale

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



July



| Homes for Sale |     | Prior Year | Year-Over-Year Change |
|----------------|-----|------------|-----------------------|
| Aug-2024       | 665 | 535        | + 24.3%               |
| Sep-2024       | 648 | 552        | + 17.4%               |
| Oct-2024       | 643 | 574        | + 12.0%               |
| Nov-2024       | 635 | 592        | + 7.3%                |
| Dec-2024       | 604 | 563        | + 7.3%                |
| Jan-2025       | 609 | 571        | + 6.7%                |
| Feb-2025       | 613 | 550        | + 11.5%               |
| Mar-2025       | 616 | 536        | + 14.9%               |
| Apr-2025       | 591 | 578        | + 2.2%                |
| May-2025       | 604 | 629        | - 4.0%                |
| Jun-2025       | 608 | 646        | - 5.9%                |
| Jul-2025       | 583 | 646        | - 9.8%                |
| 12-Month Avg   | 618 | 581        | + 6.4%                |

## Historical Inventory of Homes for Sale by Month

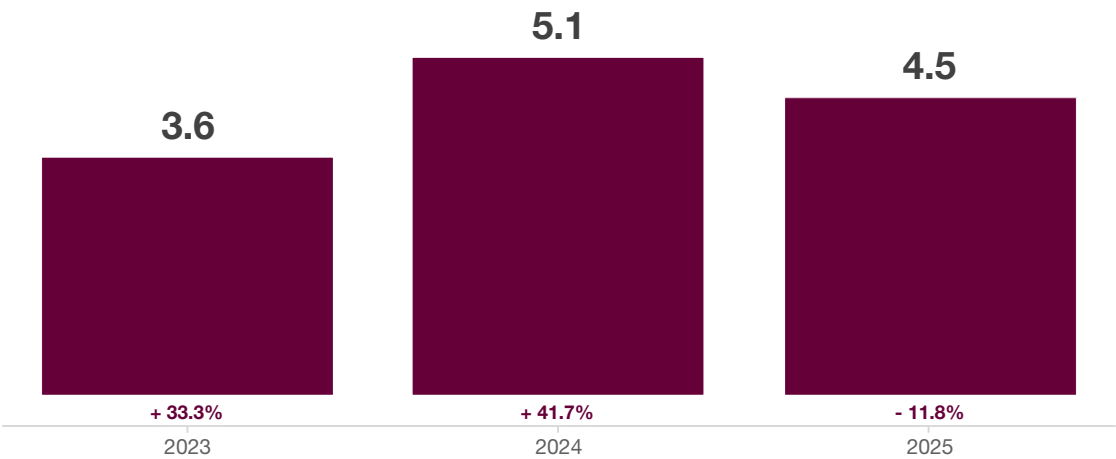


# Months Supply of Inventory

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.



July



| Months Supply |     | Prior Year | Year-Over-Year Change |
|---------------|-----|------------|-----------------------|
| Aug-2024      | 5.3 | 3.9        | + 35.9%               |
| Sep-2024      | 5.2 | 4.1        | + 26.8%               |
| 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      | 4.8 | 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      | 4.5 | 5.1        | - 11.8%               |
| 12-Month Avg* | 4.9 | 4.4        | + 9.5%                |

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

## Historical Months Supply of Inventory by Month

