

Monthly Indicators



March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings in Allen, Avoyelles, Catahoula, Evangeline, Grant, La Salle, Rapides, Natchitoches, and Winn Parishes increased 8.0 percent to 216. Pending Sales increased 25.0 percent to 175. Inventory decreased 6.4 percent to 582.

Median Sales Price decreased 6.1 percent from \$191,750 to \$180,000. Days on Market increased 5.8 percent to 91. Months Supply of Inventory decreased 14.0 percent to 4.3.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

Monthly Snapshot

+ 0.8%	- 6.4%	- 6.1%
Change in Closed Sales All Properties	Change in Homes for Sale All Properties	Change in Median Sales Price All Properties

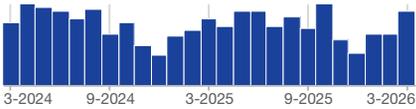
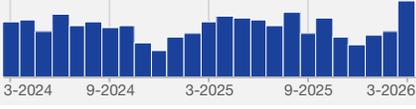
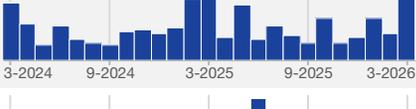
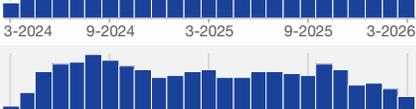
Residential activity in Allen, Avoyelles, Catahoula, Evangeline, Grant, La Salle, Rapides, Natchitoches, and Winn Parishes. Percent changes are calculated using rounded figures.

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Market Overview

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



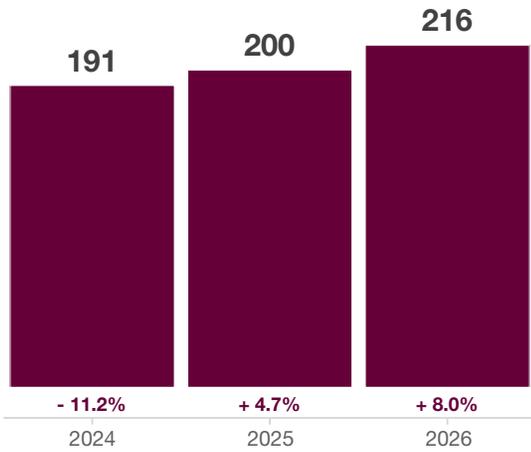
Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		200	216	+ 8.0%	535	544	+ 1.7%
Pending Sales		140	175	+ 25.0%	368	412	+ 12.0%
Closed Sales		123	124	+ 0.8%	322	343	+ 6.5%
Days on Market Until Sale		86	91	+ 5.8%	80	77	- 3.8%
Median Sales Price		\$191,750	\$180,000	- 6.1%	\$182,000	\$183,500	+ 0.8%
Average Sales Price		\$208,812	\$202,792	- 2.9%	\$204,968	\$211,101	+ 3.0%
Percent of List Price Received		95.4%	96.4%	+ 1.0%	95.5%	96.1%	+ 0.6%
Housing Affordability Index		125	137	+ 9.6%	132	134	+ 1.5%
Inventory of Homes for Sale		622	582	- 6.4%	—	—	—
Months Supply of Inventory		5.0	4.3	- 14.0%	—	—	—

New Listings

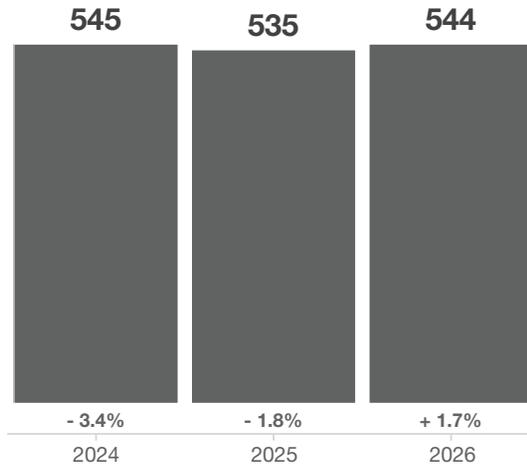
A count of the properties that have been newly listed on the market in a given month.



March

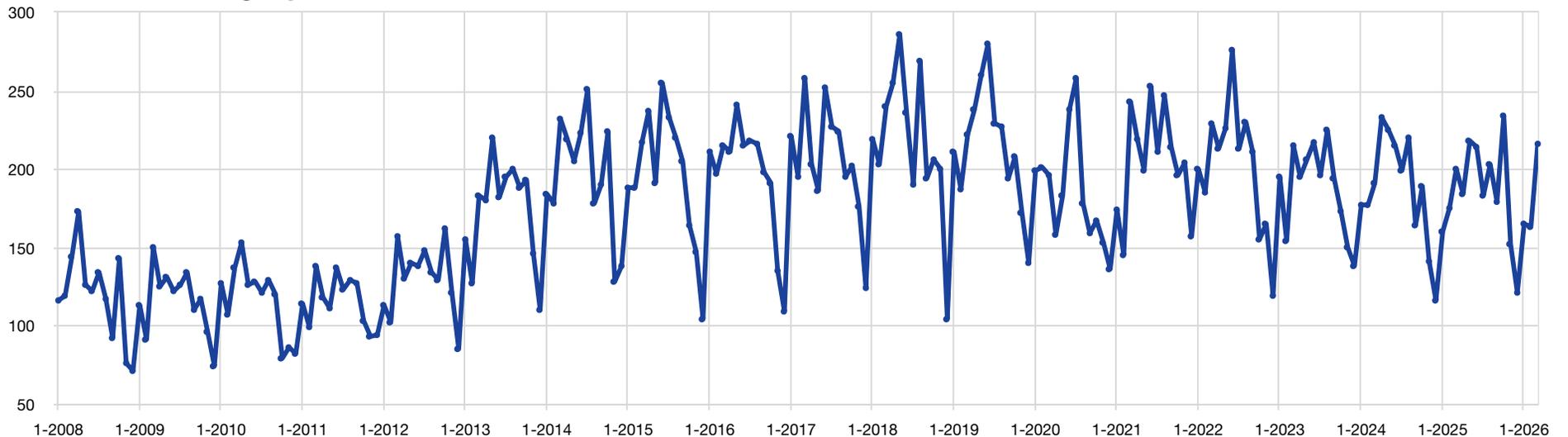


Year to Date



	New Listings	Prior Year	Year-Over-Year Change
Apr-2025	184	233	- 21.0%
May-2025	218	225	- 3.1%
Jun-2025	214	215	- 0.5%
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	152	141	+ 7.8%
Dec-2025	121	116	+ 4.3%
Jan-2026	165	160	+ 3.1%
Feb-2026	163	175	- 6.9%
Mar-2026	216	200	+ 8.0%
12-Month Avg	186	186	0.0%

Historical New Listings by Month

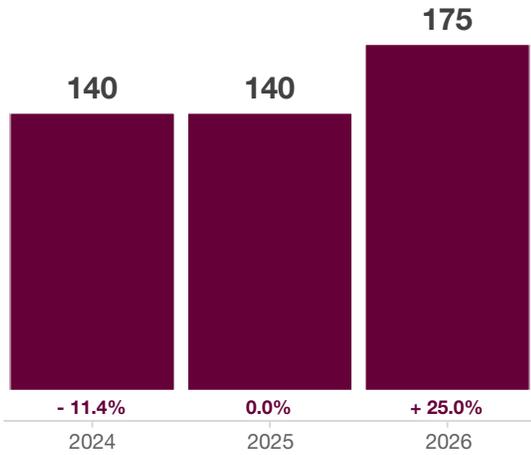


Pending Sales

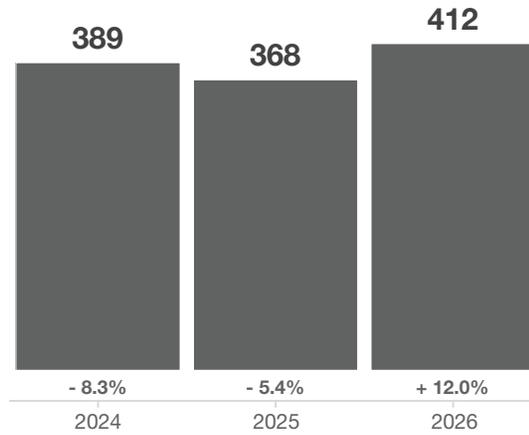
A count of the properties on which offers have been accepted in a given month.



March

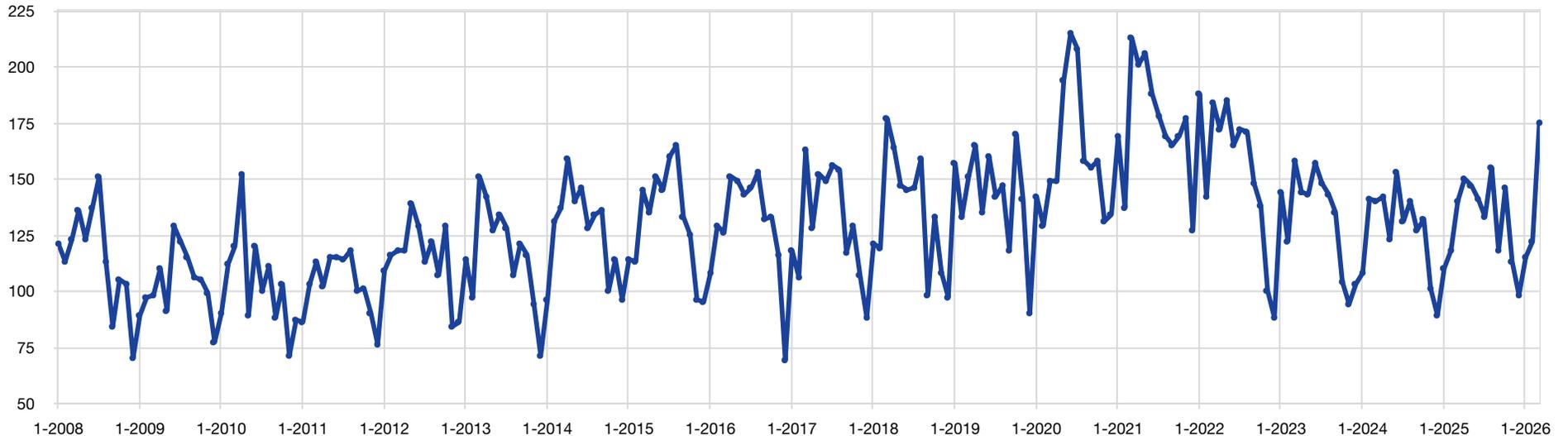


Year to Date



	Pending Sales	Prior Year	Year-Over-Year Change
Apr-2025	150	142	+ 5.6%
May-2025	147	123	+ 19.5%
Jun-2025	141	153	- 7.8%
Jul-2025	133	131	+ 1.5%
Aug-2025	155	140	+ 10.7%
Sep-2025	118	127	- 7.1%
Oct-2025	146	132	+ 10.6%
Nov-2025	113	101	+ 11.9%
Dec-2025	98	89	+ 10.1%
Jan-2026	115	110	+ 4.5%
Feb-2026	122	118	+ 3.4%
Mar-2026	175	140	+ 25.0%
12-Month Avg	134	126	+ 6.3%

Historical Pending Sales by Month

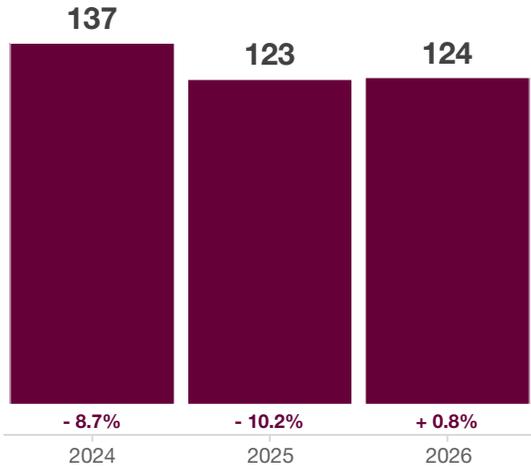


Closed Sales

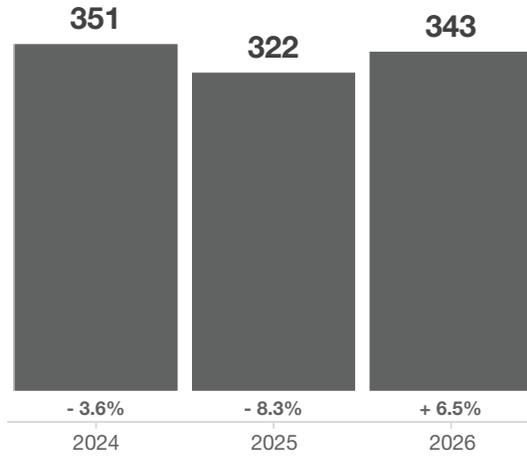
A count of the actual sales that closed in a given month.



March

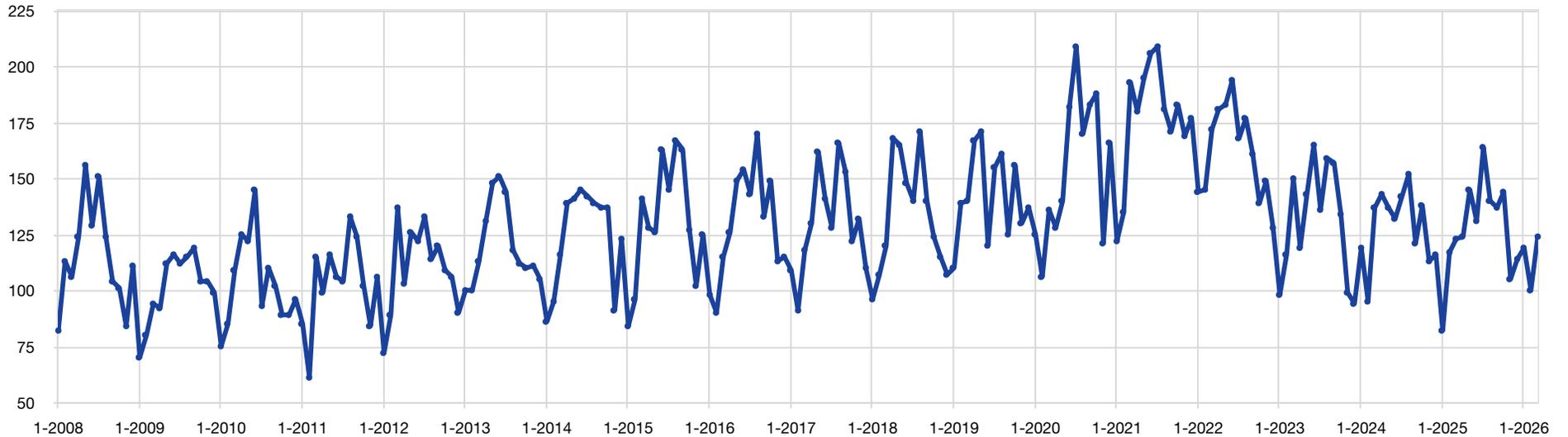


Year to Date



	Closed Sales	Prior Year	Year-Over-Year Change
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	140	152	- 7.9%
Sep-2025	137	121	+ 13.2%
Oct-2025	144	138	+ 4.3%
Nov-2025	105	113	- 7.1%
Dec-2025	114	116	- 1.7%
Jan-2026	119	82	+ 45.1%
Feb-2026	100	117	- 14.5%
Mar-2026	124	123	+ 0.8%
12-Month Avg	129	126	+ 2.4%

Historical Closed Sales by Month

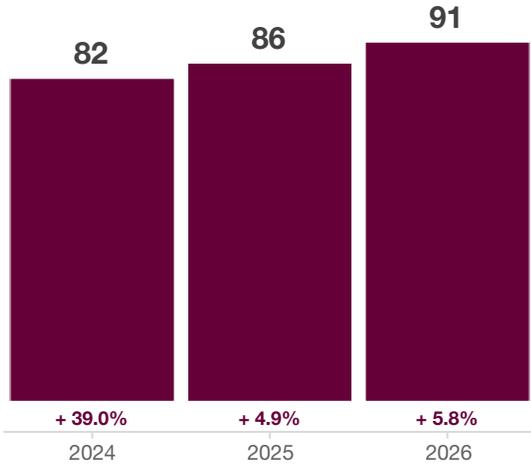


Days on Market Until Sale

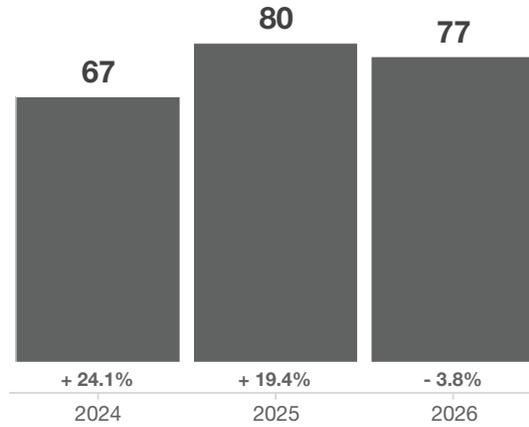
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



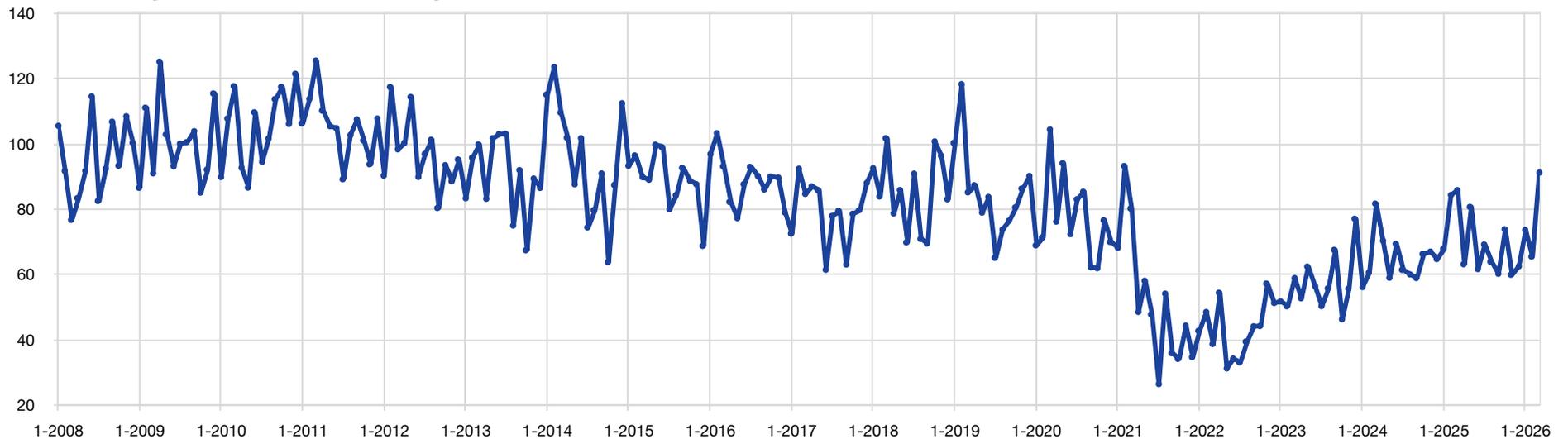
Year to Date



	Days on Market	Prior Year	Year-Over-Year Change
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	74	66	+ 12.1%
Nov-2025	60	67	- 10.4%
Dec-2025	62	65	- 4.6%
Jan-2026	73	68	+ 7.4%
Feb-2026	65	84	- 22.6%
Mar-2026	91	86	+ 5.8%
12-Month Avg*	69	67	+ 2.2%

* Days on Market for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

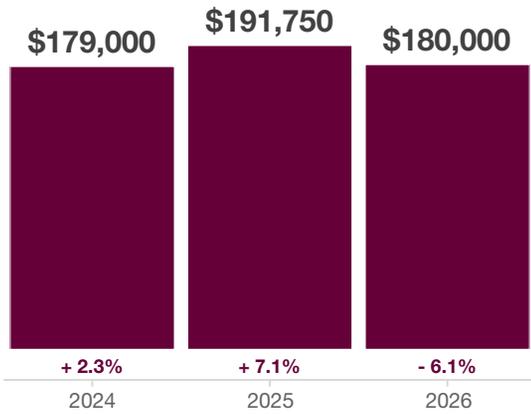


Median Sales Price

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



March



Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
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	\$196,250	\$191,750	+ 2.3%
Aug-2025	\$200,000	\$180,000	+ 11.1%
Sep-2025	\$189,000	\$189,900	- 0.5%
Oct-2025	\$176,500	\$199,500	- 11.5%
Nov-2025	\$183,000	\$190,000	- 3.7%
Dec-2025	\$200,000	\$192,750	+ 3.8%
Jan-2026	\$189,000	\$179,500	+ 5.3%
Feb-2026	\$183,750	\$184,500	- 0.4%
Mar-2026	\$180,000	\$191,750	- 6.1%
12-Month Avg*	\$190,000	\$188,000	+ 1.1%

* Median Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month

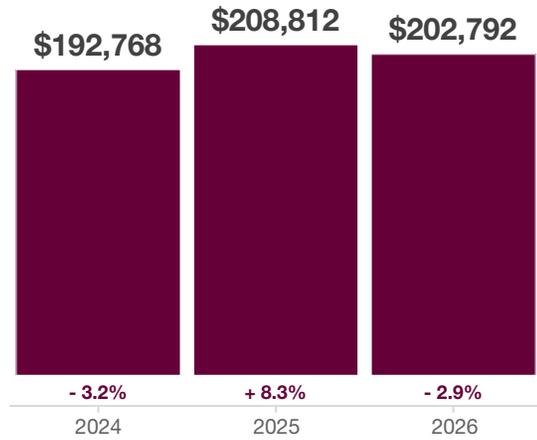


Average Sales Price

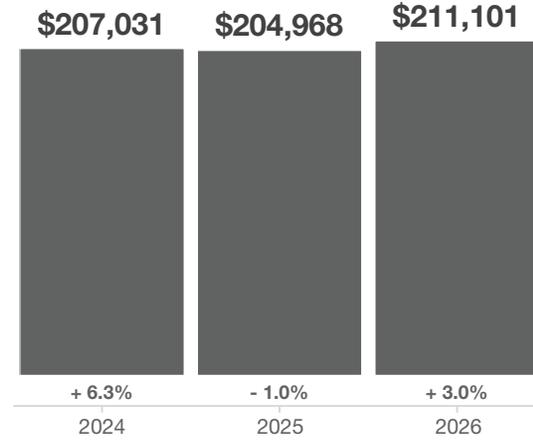
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



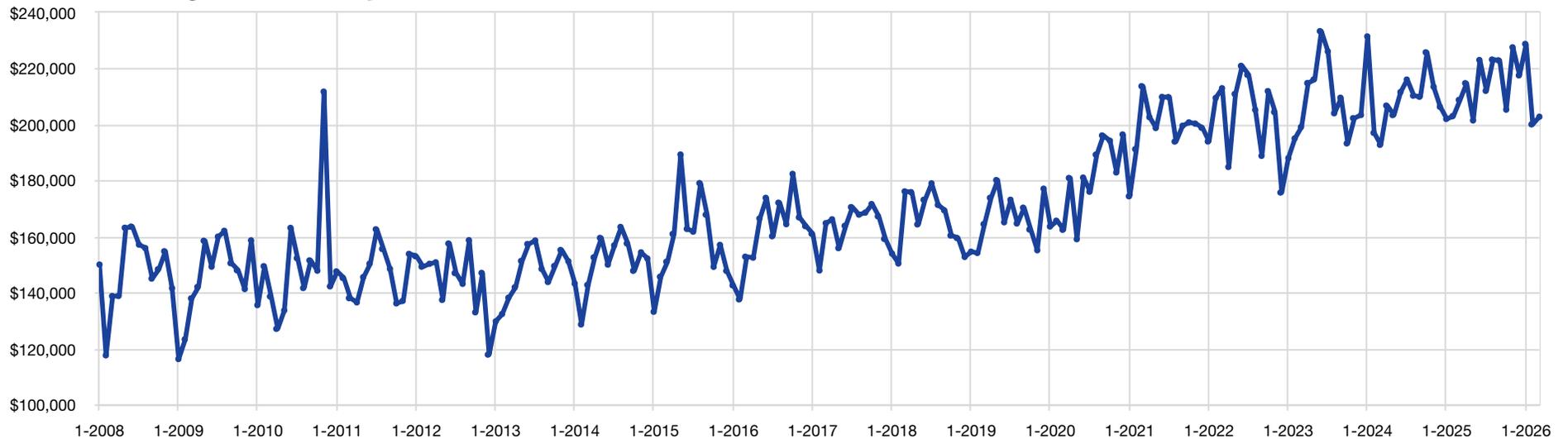
Year to Date



	Avg. Sales Price	Prior Year	Year-Over-Year Change
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	\$212,074	\$216,087	- 1.9%
Aug-2025	\$223,246	\$210,354	+ 6.1%
Sep-2025	\$222,973	\$209,950	+ 6.2%
Oct-2025	\$205,346	\$225,826	- 9.1%
Nov-2025	\$227,622	\$213,518	+ 6.6%
Dec-2025	\$217,602	\$206,356	+ 5.4%
Jan-2026	\$228,828	\$202,023	+ 13.3%
Feb-2026	\$200,088	\$203,023	- 1.4%
Mar-2026	\$202,792	\$208,812	- 2.9%
12-Month Avg*	\$214,826	\$210,190	+ 2.2%

* Avg. Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month

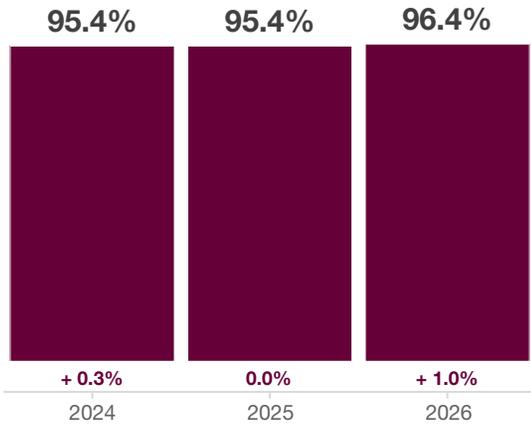


Percent of List Price Received

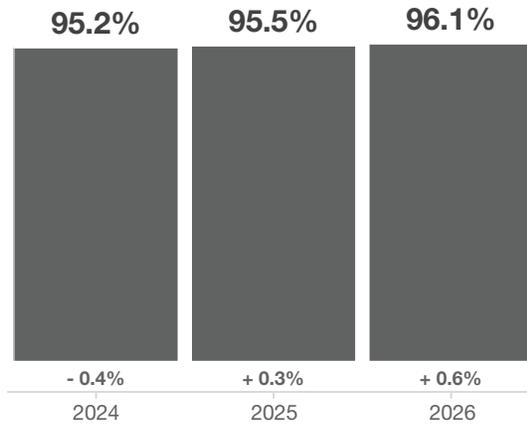
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



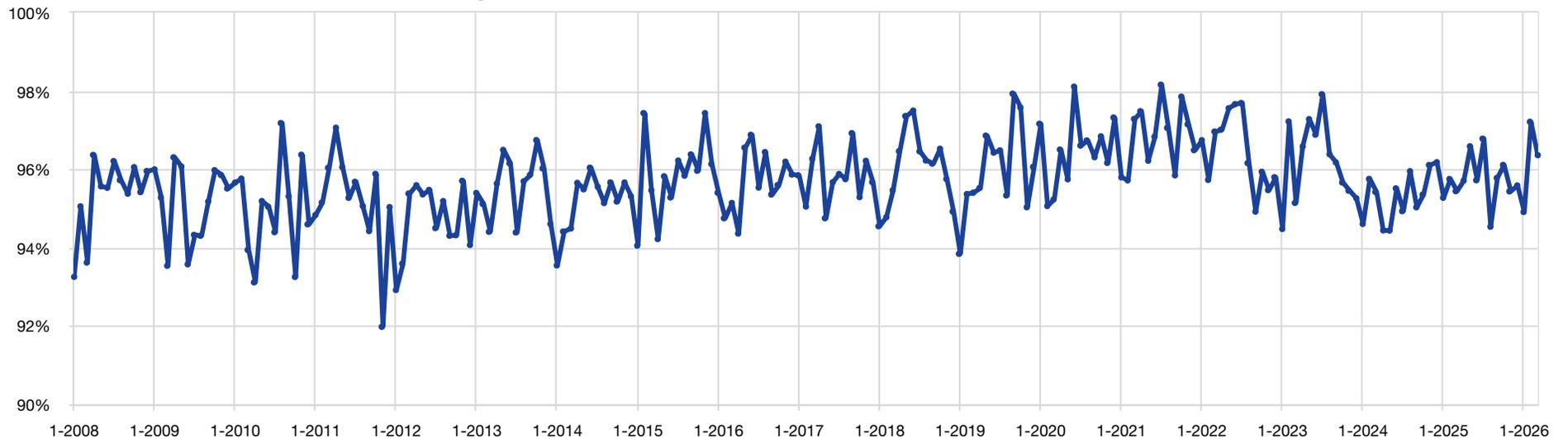
Year to Date



	Pct. of List Price Received	Prior Year	Year-Over-Year Change
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	94.5%	96.0%	- 1.6%
Sep-2025	95.8%	95.0%	+ 0.8%
Oct-2025	96.1%	95.4%	+ 0.7%
Nov-2025	95.4%	96.1%	- 0.7%
Dec-2025	95.6%	96.2%	- 0.6%
Jan-2026	94.9%	95.3%	- 0.4%
Feb-2026	97.2%	95.8%	+ 1.5%
Mar-2026	96.4%	95.4%	+ 1.0%
12-Month Avg*	95.9%	95.3%	+ 0.6%

* Pct. of List Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

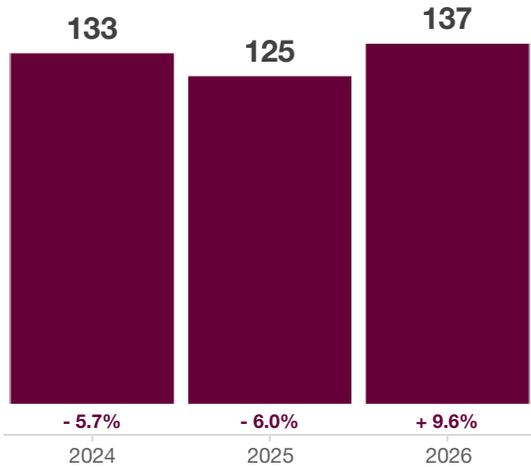


Housing Affordability Index

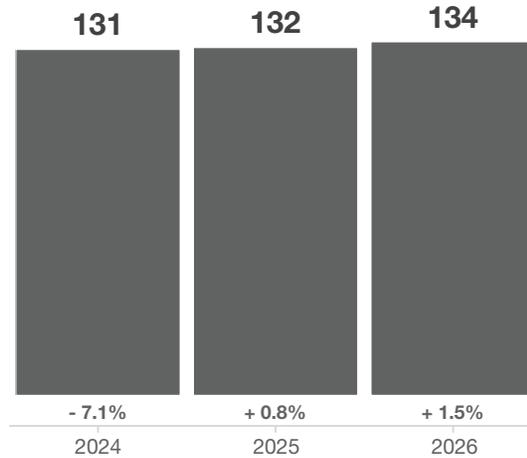
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

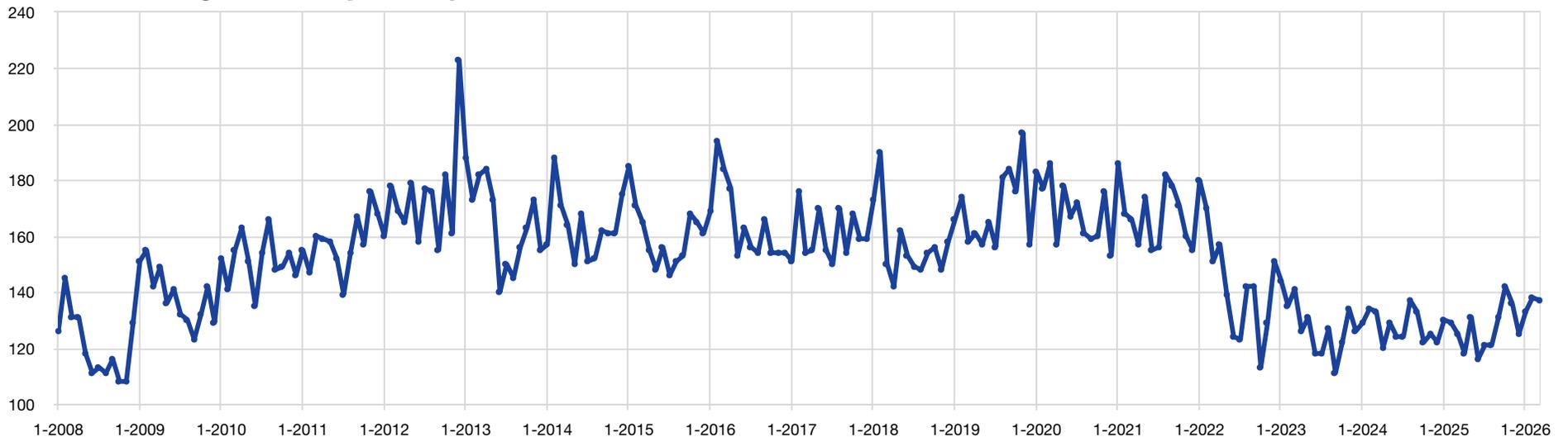


Year to Date



	Affordability Index	Prior Year	Year-Over-Year Change
Apr-2025	118	120	- 1.7%
May-2025	131	129	+ 1.6%
Jun-2025	116	124	- 6.5%
Jul-2025	121	124	- 2.4%
Aug-2025	121	137	- 11.7%
Sep-2025	131	133	- 1.5%
Oct-2025	142	122	+ 16.4%
Nov-2025	136	125	+ 8.8%
Dec-2025	125	122	+ 2.5%
Jan-2026	133	130	+ 2.3%
Feb-2026	138	129	+ 7.0%
Mar-2026	137	125	+ 9.6%
12-Month Avg	129	127	+ 1.6%

Historical Housing Affordability Index by Month

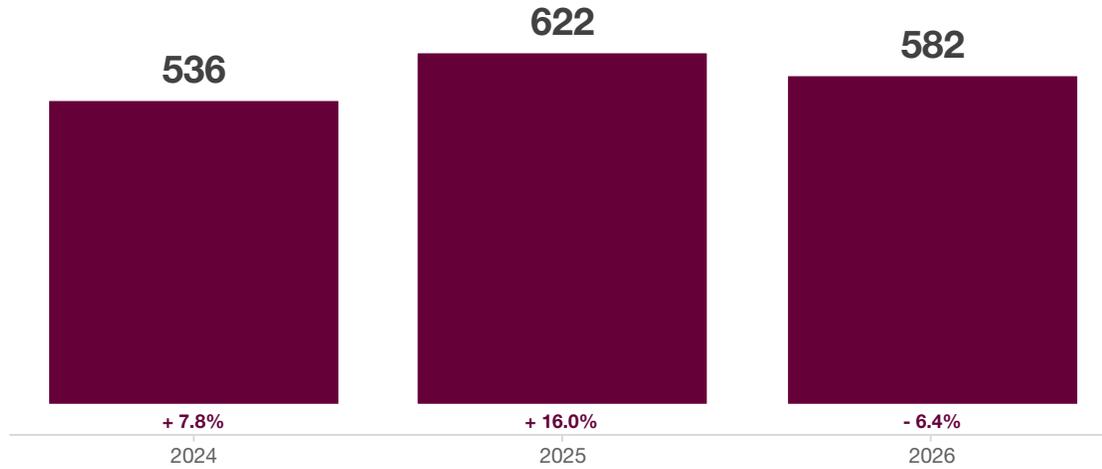


Inventory of Homes for Sale

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



March



	Homes for Sale	Prior Year	Year-Over-Year Change
Apr-2025	600	578	+ 3.8%
May-2025	614	629	- 2.4%
Jun-2025	624	646	- 3.4%
Jul-2025	624	646	- 3.4%
Aug-2025	626	665	- 5.9%
Sep-2025	618	649	- 4.8%
Oct-2025	656	644	+ 1.9%
Nov-2025	643	637	+ 0.9%
Dec-2025	601	606	- 0.8%
Jan-2026	612	612	0.0%
Feb-2026	596	618	- 3.6%
Mar-2026	582	622	- 6.4%
12-Month Avg	616	629	- 2.1%

Historical Inventory of Homes for Sale by Month

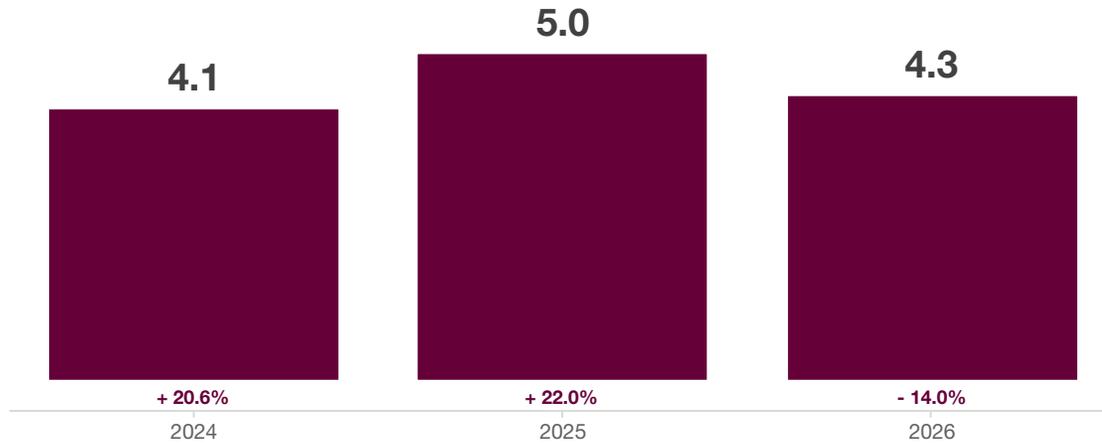


Months Supply of Inventory

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.



March



	Months Supply	Prior Year	Year-Over-Year Change
Apr-2025	4.8	4.5	+ 6.7%
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	4.9	5.3	- 7.5%
Sep-2025	4.8	5.2	- 7.7%
Oct-2025	5.1	5.0	+ 2.0%
Nov-2025	4.9	5.0	- 2.0%
Dec-2025	4.6	4.8	- 4.2%
Jan-2026	4.7	4.8	- 2.1%
Feb-2026	4.5	4.9	- 8.2%
Mar-2026	4.3	5.0	- 14.0%
12-Month Avg*	4.8	5.0	- 3.7%

* Months Supply for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

