

Monthly Indicators



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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 were up 4.9 percent to 1,076. Pending Sales increased 8.3 percent to 899. Inventory grew 8.8 percent to 3,043 units.

Prices moved lower as Median Sales Price was down 1.9 percent to \$255,000. Days on Market increased 5.6 percent to 76 days. Months Supply of Inventory was up 7.9 percent to 4.1 months.

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.

Activity Snapshot

- 5.8%

- 1.9%

+ 8.8%

One-Year Change in
Closed Sales

One-Year Change in
Median Sales Price

One-Year Change in
Homes for Sale

A research tool provided by the Greater Baton Rouge Association of REALTORS®. Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity 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



Activity Overview

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



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Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,026	1,076	+ 4.9%	2,955	3,007	+ 1.8%
Pending Sales		830	899	+ 8.3%	2,296	2,313	+ 0.7%
Closed Sales		774	729	- 5.8%	1,904	1,867	- 1.9%
Days on Market		72	76	+ 5.6%	74	79	+ 6.8%
Median Sales Price		\$260,000	\$255,000	- 1.9%	\$258,000	\$259,945	+ 0.8%
Avg. Sales Price		\$289,971	\$307,186	+ 5.9%	\$290,149	\$300,800	+ 3.7%
Pct. of List Price Received		97.9%	98.0%	+ 0.1%	97.7%	97.6%	- 0.1%
Affordability Index		107	110	+ 2.8%	108	108	0.0%
Homes for Sale		2,796	3,043	+ 8.8%	--	--	--
Months Supply		3.8	4.1	+ 7.9%	--	--	--

New Listings

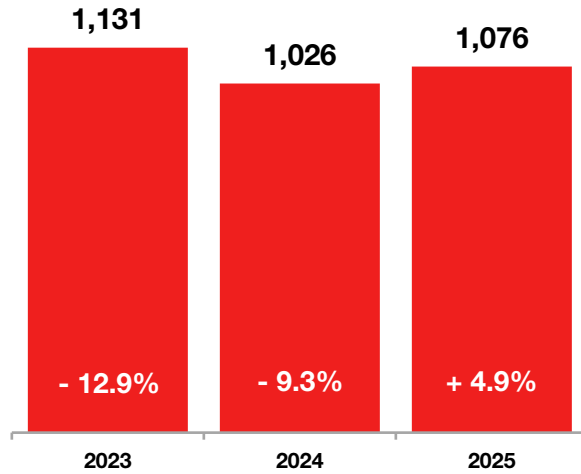
A count of the properties that have been newly listed on the market in a given month.



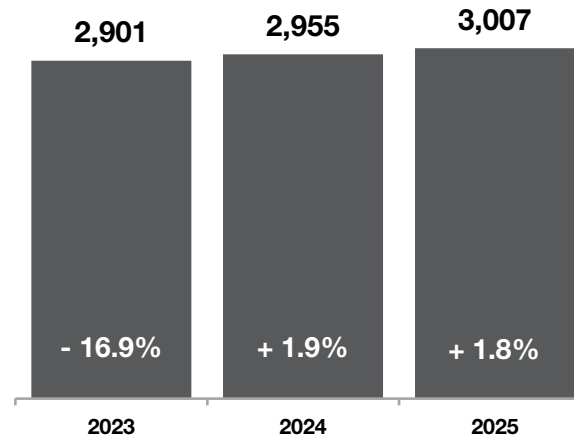
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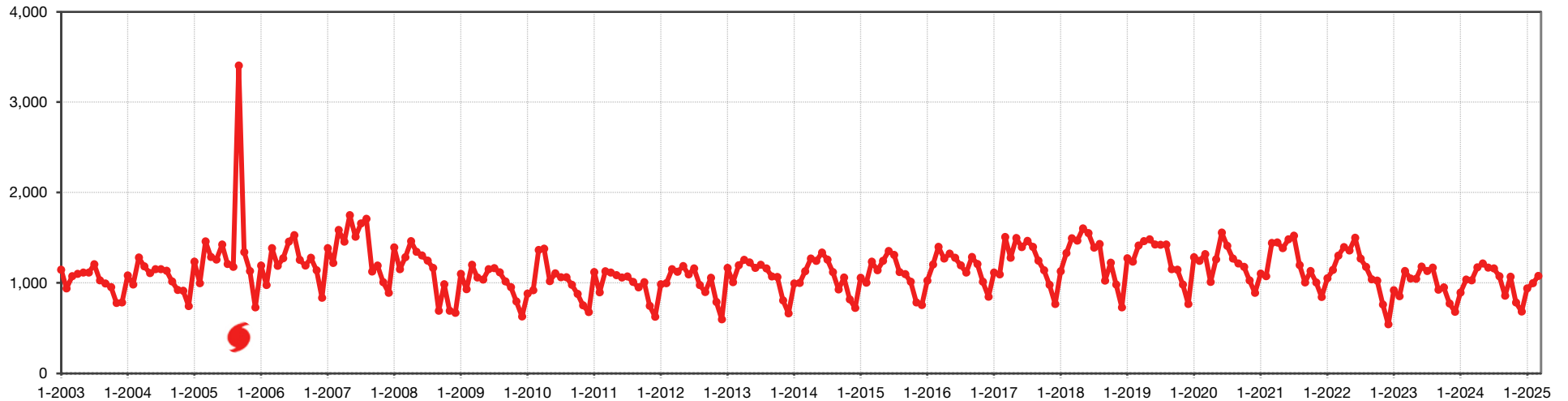


Year to Date



	New Listings	Prior Year	Percent Change
April 2024	1,171	1,047	+11.8%
May 2024	1,215	1,044	+16.4%
June 2024	1,169	1,179	-0.8%
July 2024	1,160	1,129	+2.7%
August 2024	1,073	1,167	-8.1%
September 2024	856	924	-7.4%
October 2024	1,068	949	+12.5%
November 2024	782	772	+1.3%
December 2024	682	680	+0.3%
January 2025	937	893	+4.9%
February 2025	994	1,036	-4.1%
March 2025	1,076	1,026	+4.9%
12-Month Avg	1,015	987	+2.8%

Historical New Listings by Month



Pending Sales

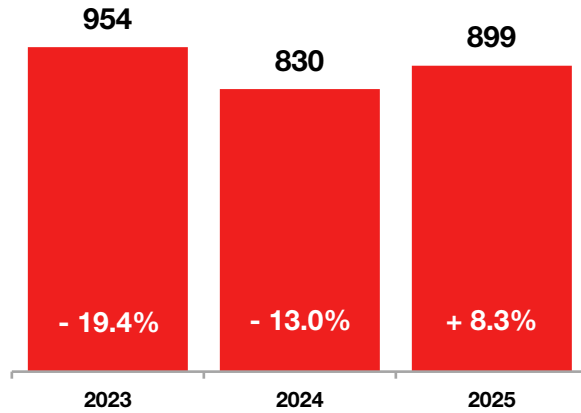
A count of the properties on which offers have been accepted in a given month.



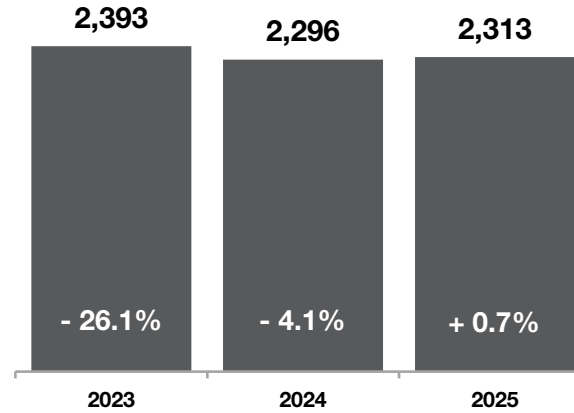
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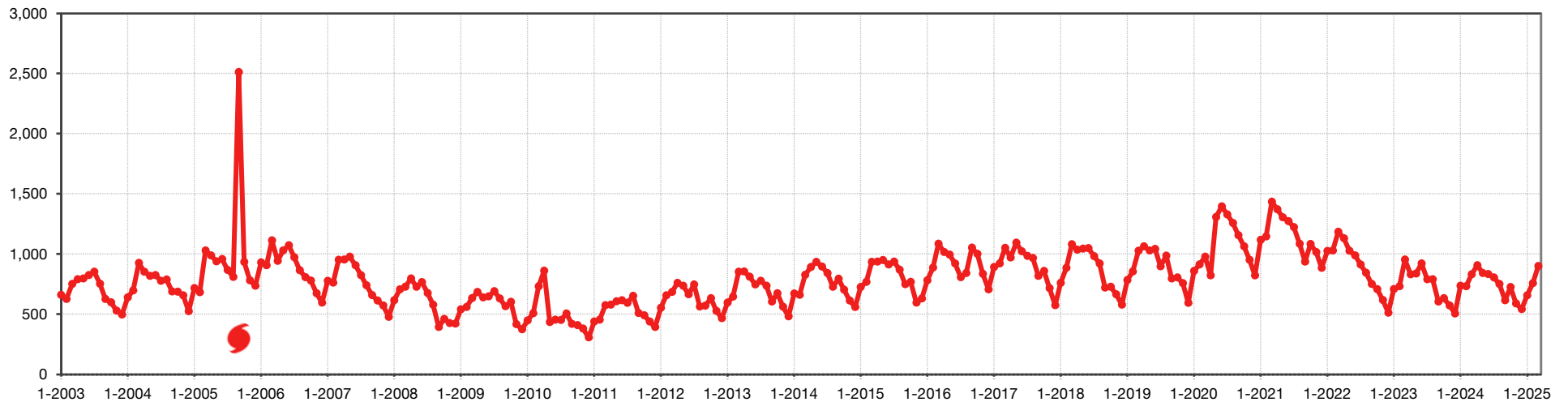


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
April 2024	906	830	+9.2%
May 2024	842	836	+0.7%
June 2024	833	921	-9.6%
July 2024	804	790	+1.8%
August 2024	750	790	-5.1%
September 2024	615	604	+1.8%
October 2024	725	633	+14.5%
November 2024	589	571	+3.2%
December 2024	542	505	+7.3%
January 2025	656	735	-10.7%
February 2025	758	731	+3.7%
March 2025	899	830	+8.3%
12-Month Avg	743	731	+1.6%

Historical Pending Sales by Month



Closed Sales

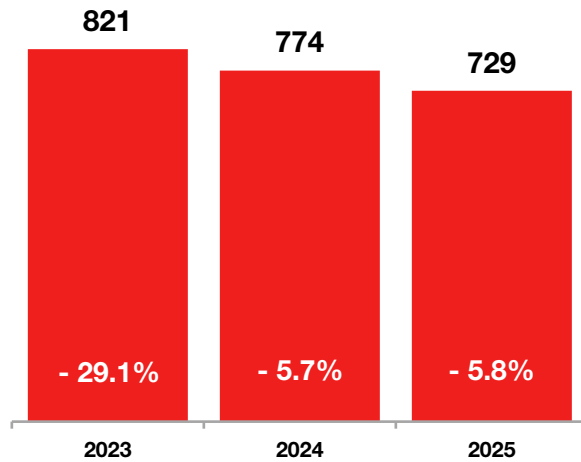
A count of the actual sales that closed in a given month.



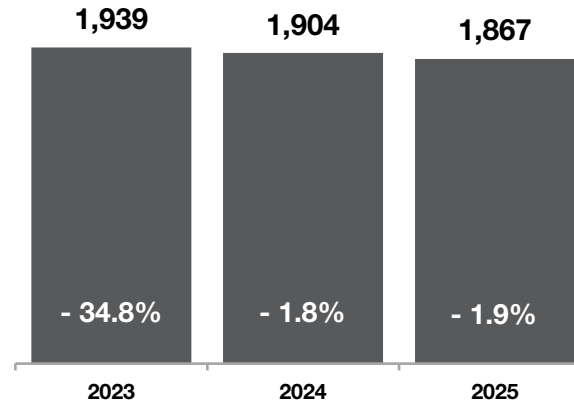
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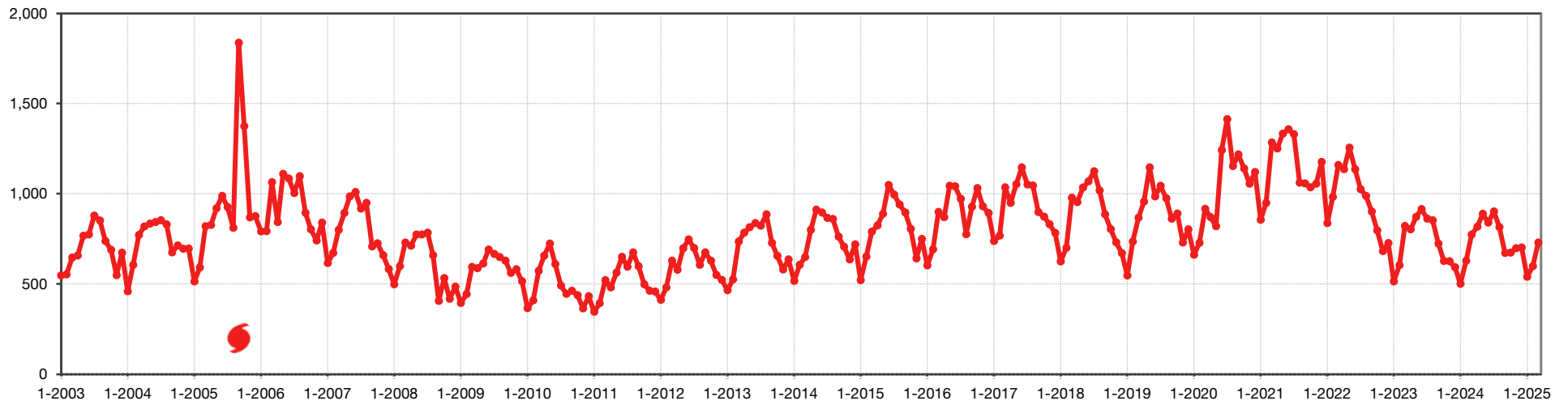


Year to Date



	Closed Sales	Prior Year	Percent Change
April 2024	816	802	+1.7%
May 2024	889	871	+2.1%
June 2024	840	914	-8.1%
July 2024	901	861	+4.6%
August 2024	815	853	-4.5%
September 2024	672	723	-7.1%
October 2024	673	627	+7.3%
November 2024	697	625	+11.5%
December 2024	701	593	+18.2%
January 2025	540	501	+7.8%
February 2025	598	629	-4.9%
March 2025	729	774	-5.8%
12-Month Avg	739	731	+1.1%

Historical Closed Sales by Month



Days on Market Until Sale

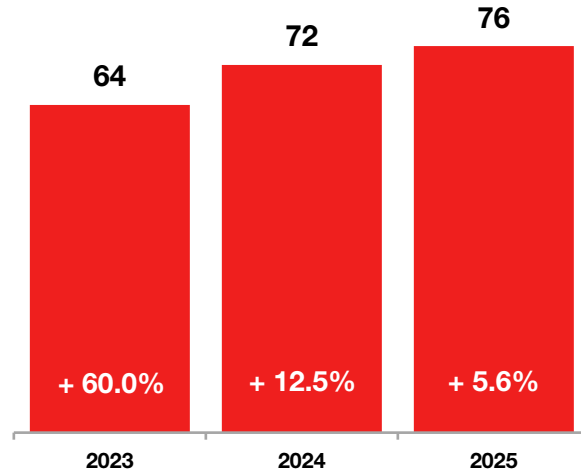
Average number of days between when a property is listed and when an offer is accepted in a given month.



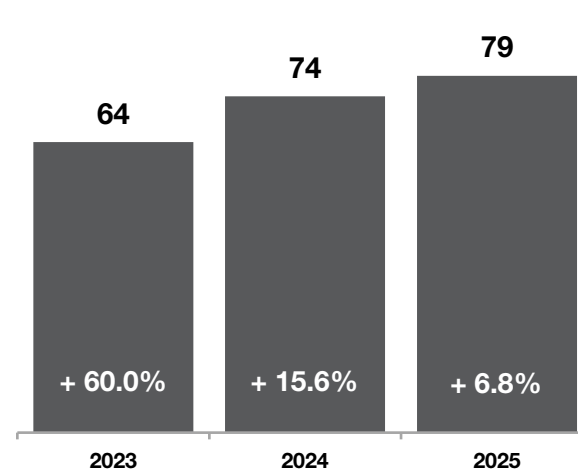
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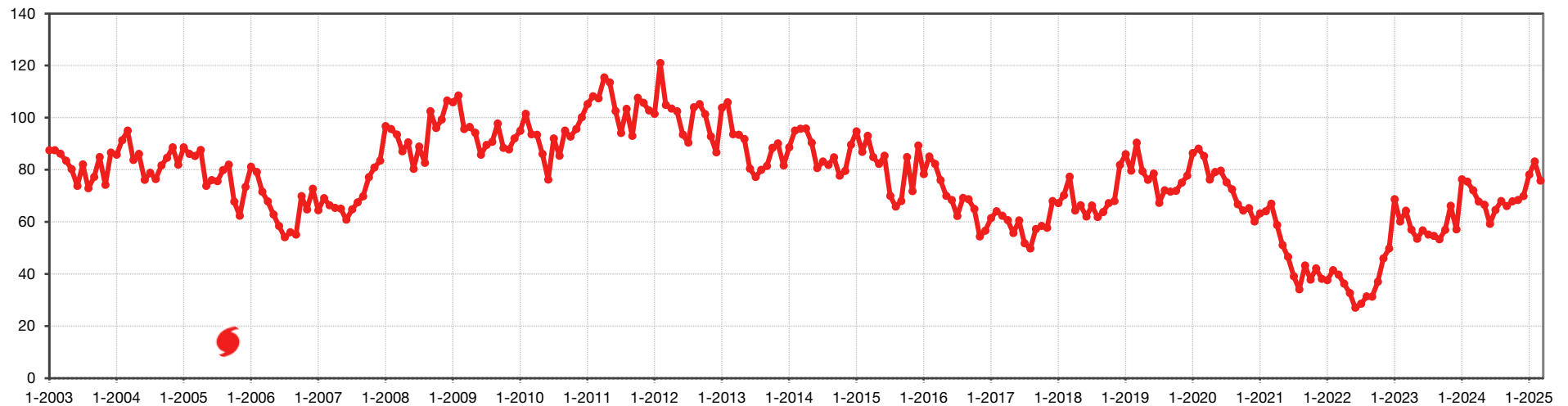
Year to Date



Days on Market	Prior Year	Percent Change
April 2024	57	+19.3%
May 2024	53	+26.4%
June 2024	57	+3.5%
July 2024	55	+18.2%
August 2024	55	+23.6%
September 2024	53	+24.5%
October 2024	57	+19.3%
November 2024	66	+3.0%
December 2024	57	+22.8%
January 2025	76	+2.6%
February 2025	75	+10.7%
March 2025	72	+5.6%
12-Month Avg*	60	+15.0%

* Average Days on Market of 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

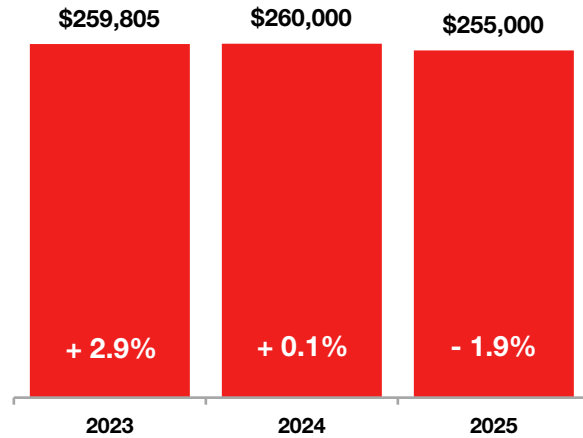
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



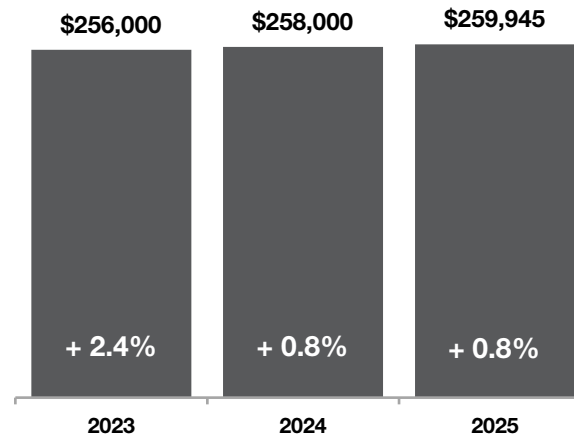
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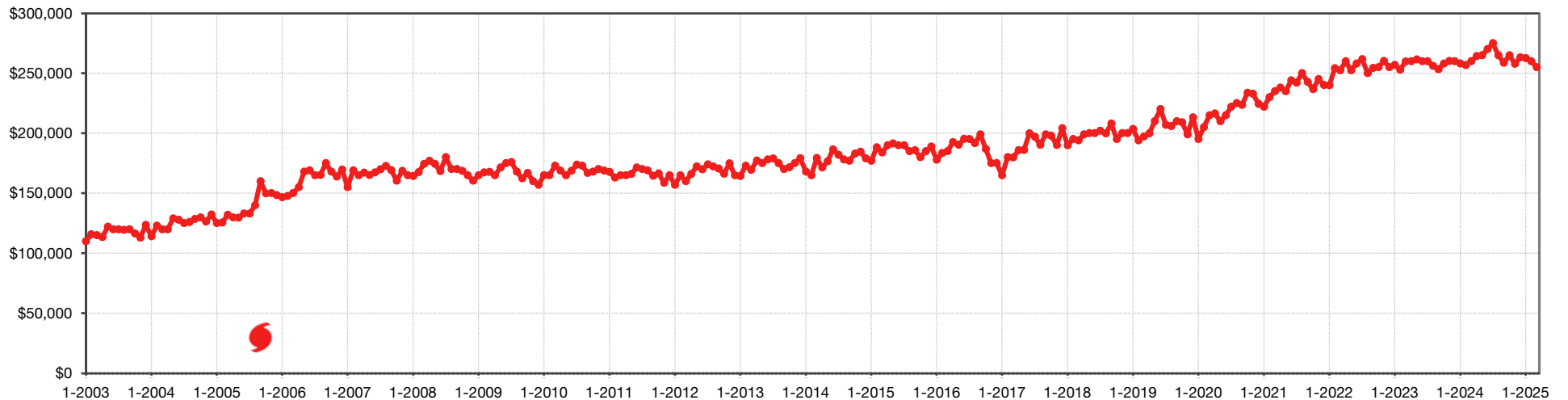
Year to Date



Month	Median Sales Price	Prior Year	Percent Change
April 2024	\$264,283	\$260,000	+1.6%
May 2024	\$265,000	\$261,480	+1.3%
June 2024	\$270,000	\$259,900	+3.9%
July 2024	\$275,000	\$260,000	+5.8%
August 2024	\$265,000	\$255,990	+3.5%
September 2024	\$258,768	\$253,208	+2.2%
October 2024	\$265,000	\$258,000	+2.7%
November 2024	\$257,780	\$260,138	-0.9%
December 2024	\$263,133	\$260,000	+1.2%
January 2025	\$262,550	\$258,000	+1.8%
February 2025	\$259,945	\$256,811	+1.2%
March 2025	\$255,000	\$260,000	-1.9%
12-Month Med*	\$264,900	\$259,735	+2.0%

* Median Sales Price of 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

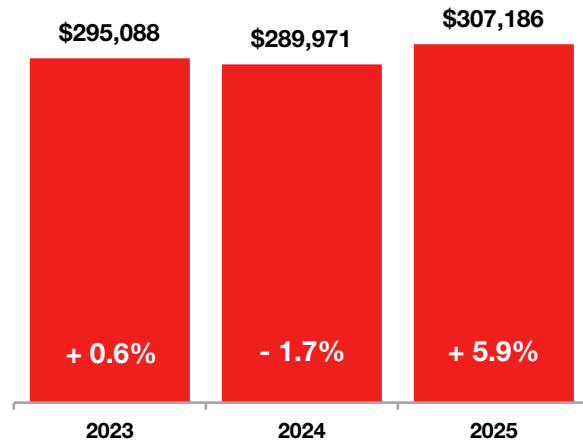
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



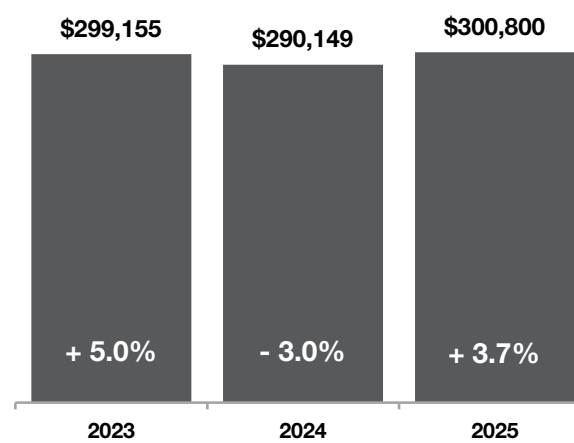
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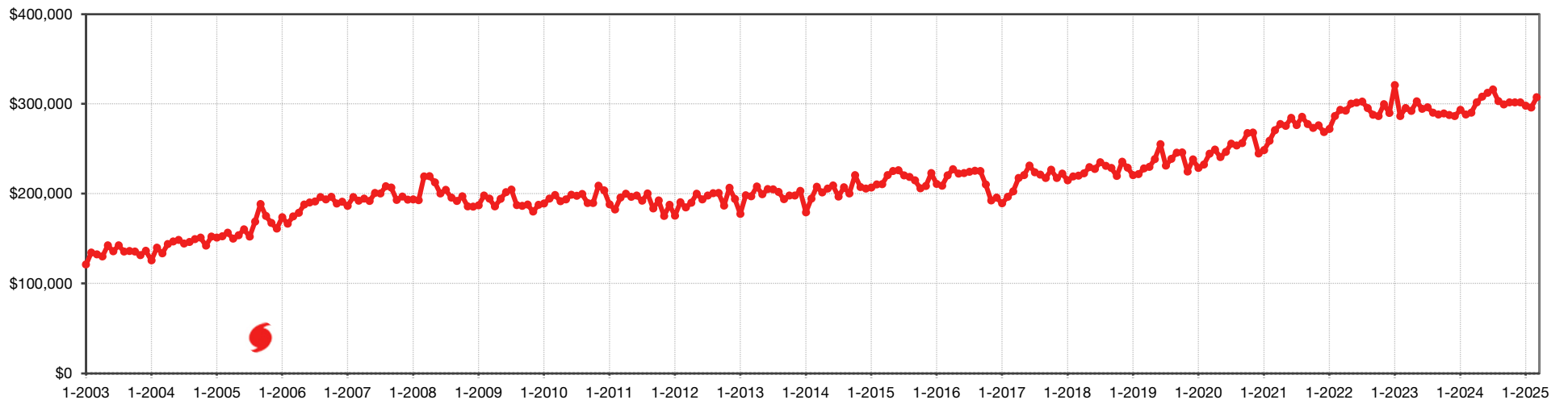
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2024	\$301,533	\$292,036	+3.3%
May 2024	\$307,807	\$302,611	+1.7%
June 2024	\$312,109	\$294,384	+6.0%
July 2024	\$315,766	\$296,035	+6.7%
August 2024	\$302,904	\$289,942	+4.5%
September 2024	\$299,100	\$287,856	+3.9%
October 2024	\$301,536	\$289,047	+4.3%
November 2024	\$301,496	\$287,405	+4.9%
December 2024	\$301,500	\$286,293	+5.3%
January 2025	\$297,767	\$293,064	+1.6%
February 2025	\$295,748	\$288,053	+2.7%
March 2025	\$307,186	\$289,971	+5.9%
12-Month Avg*	\$304,392	\$291,834	+4.3%

* Avg. Sales Price of 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

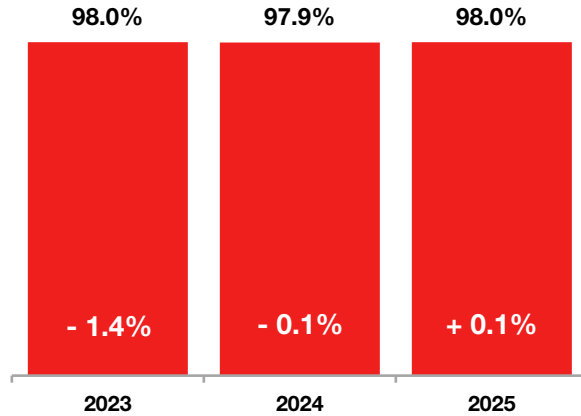


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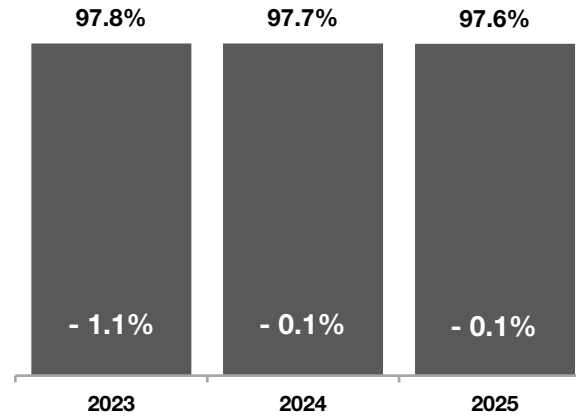


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March



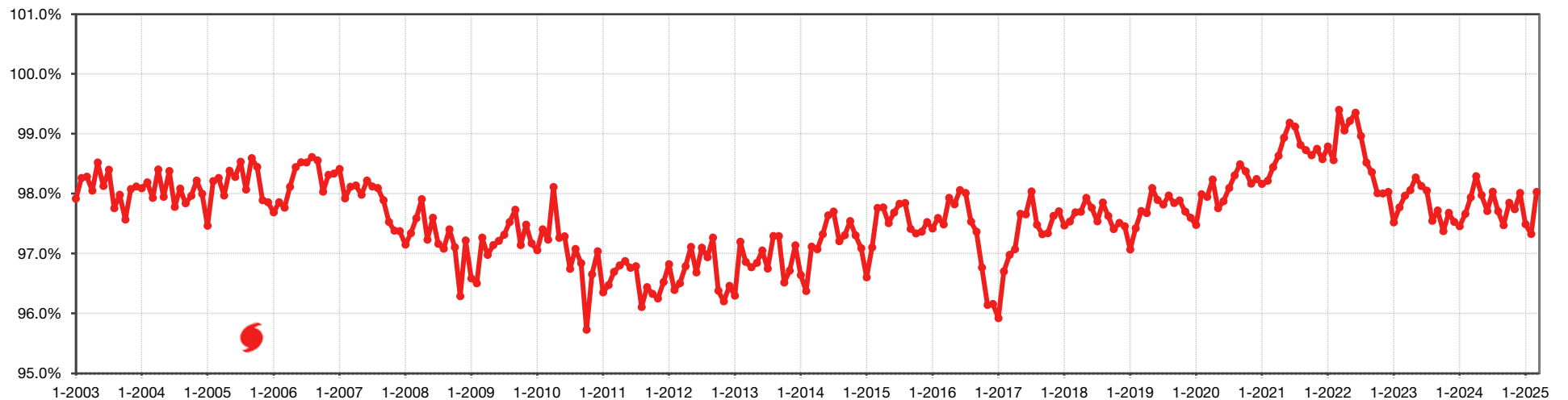
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
April 2024	98.3%	98.1%	+0.2%
May 2024	98.0%	98.3%	-0.3%
June 2024	97.7%	98.1%	-0.4%
July 2024	98.0%	98.0%	0.0%
August 2024	97.7%	97.5%	+0.2%
September 2024	97.5%	97.7%	-0.2%
October 2024	97.8%	97.4%	+0.4%
November 2024	97.7%	97.7%	0.0%
December 2024	98.0%	97.5%	+0.5%
January 2025	97.5%	97.5%	0.0%
February 2025	97.3%	97.7%	-0.4%
March 2025	98.0%	97.9%	+0.1%
12-Month Avg*	97.8%	97.8%	0.0%

* Average 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

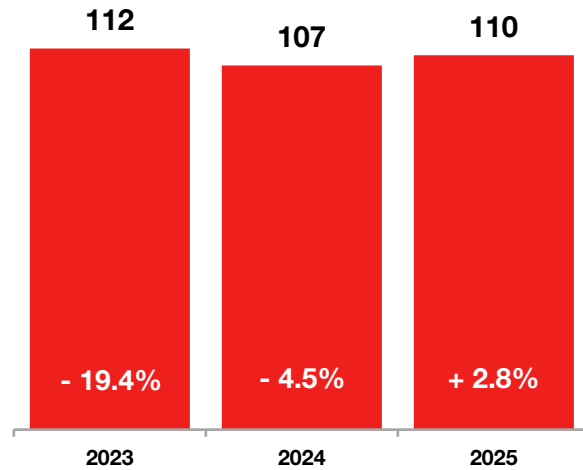
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



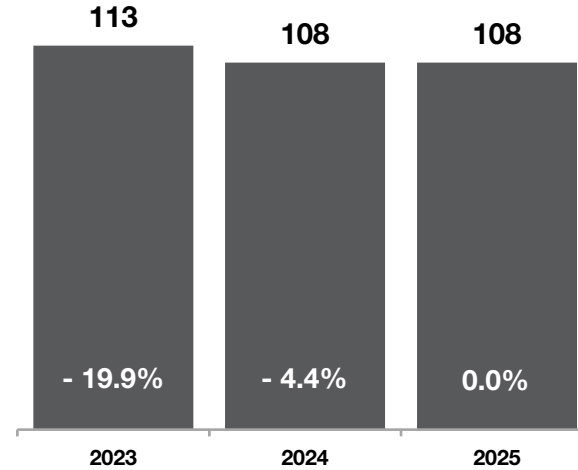
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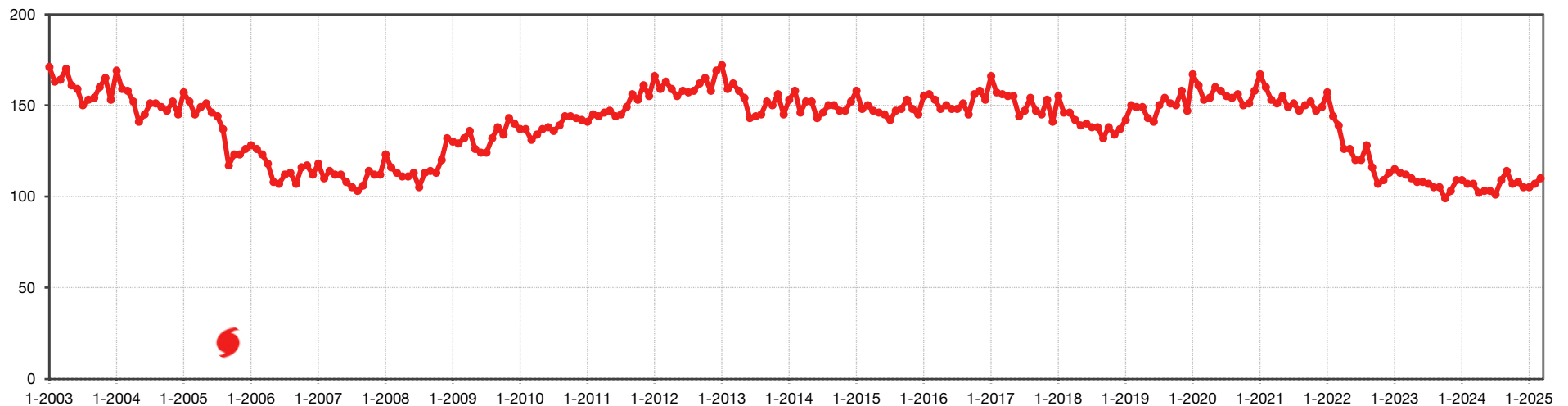


Year to Date



	Affordability Index	Prior Year	Percent Change
April 2024	102	110	-7.3%
May 2024	103	108	-4.6%
June 2024	103	108	-4.6%
July 2024	101	107	-5.6%
August 2024	109	105	+3.8%
September 2024	114	105	+8.6%
October 2024	107	99	+8.1%
November 2024	108	103	+4.9%
December 2024	105	109	-3.7%
January 2025	105	109	-3.7%
February 2025	107	107	0.0%
March 2025	110	107	+2.8%
12-Month Avg	106	106	-0.2%

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.

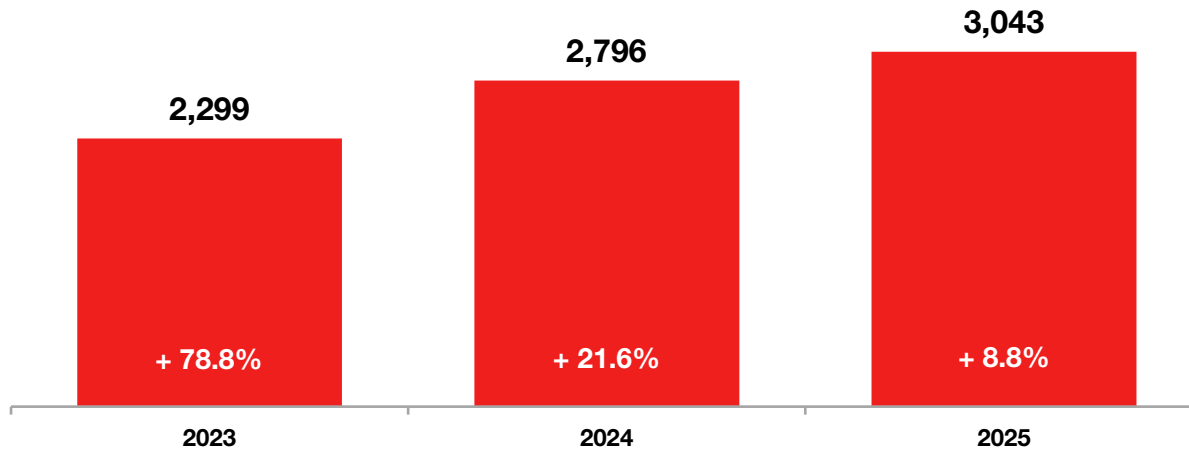


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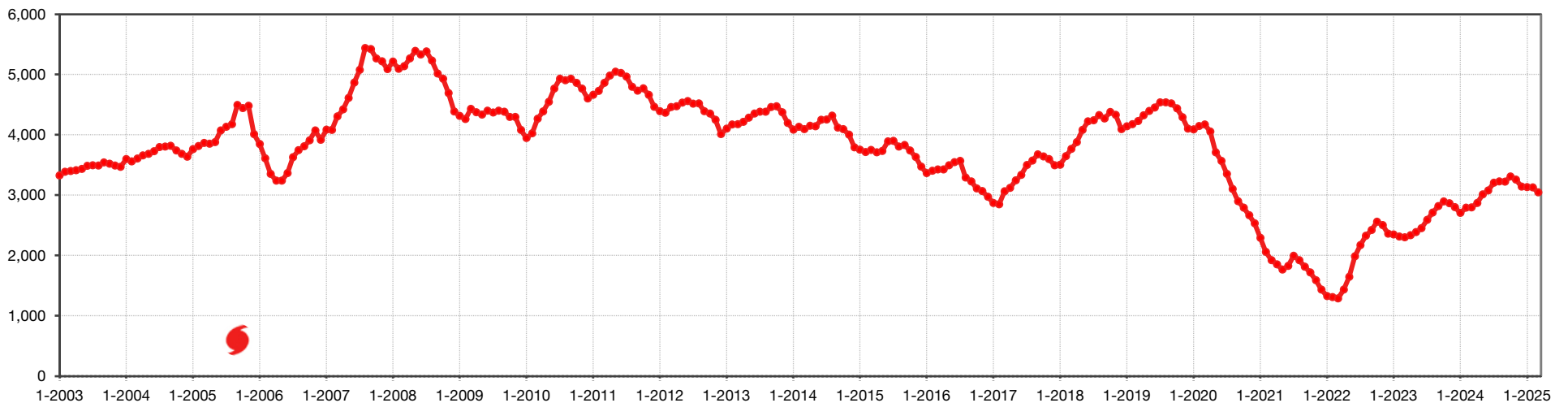


March



Homes for Sale		Prior Year	Percent Change
April 2024	2,866	2,332	+22.9%
May 2024	3,010	2,385	+26.2%
June 2024	3,073	2,449	+25.5%
July 2024	3,205	2,589	+23.8%
August 2024	3,227	2,707	+19.2%
September 2024	3,220	2,817	+14.3%
October 2024	3,307	2,895	+14.2%
November 2024	3,255	2,865	+13.6%
December 2024	3,137	2,798	+12.1%
January 2025	3,132	2,705	+15.8%
February 2025	3,128	2,792	+12.0%
March 2025	3,043	2,796	+8.8%
12-Month Avg*	3,134	2,678	+17.0%

Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

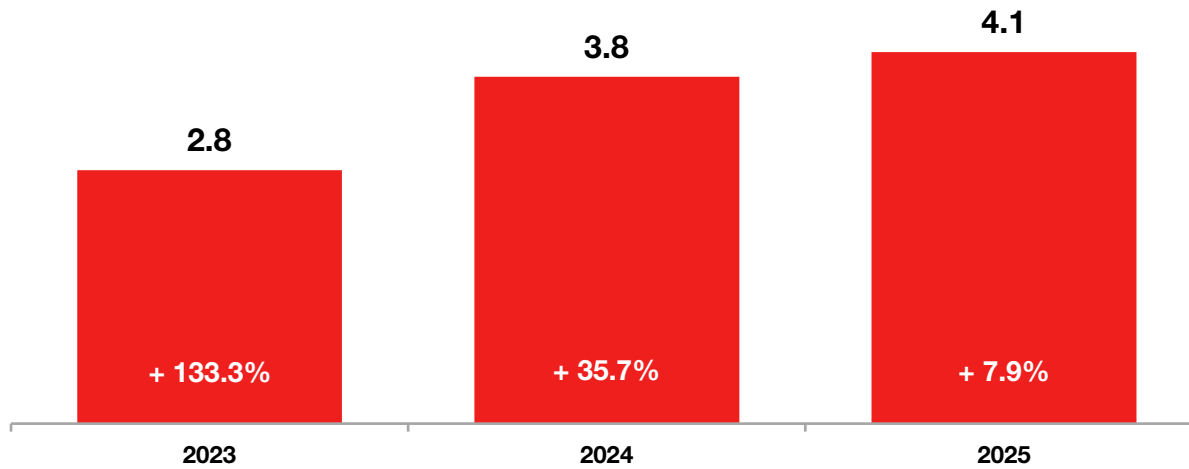
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



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Months Supply		Prior Year	Percent Change
April 2024	3.9	2.9	+34.5%
May 2024	4.1	3.0	+36.7%
June 2024	4.2	3.2	+31.3%
July 2024	4.4	3.4	+29.4%
August 2024	4.4	3.6	+22.2%
September 2024	4.4	3.8	+15.8%
October 2024	4.5	3.9	+15.4%
November 2024	4.4	3.9	+12.8%
December 2024	4.2	3.8	+10.5%
January 2025	4.3	3.6	+19.4%
February 2025	4.2	3.8	+10.5%
March 2025	4.1	3.8	+7.9%
12-Month Avg*	4.3	3.5	+22.9%

* 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

