

Monthly Indicators



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April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were up 6.2 percent to 1,242. Pending Sales increased 0.8 percent to 913. Inventory grew 10.6 percent to 3,170 units.

Prices moved lower as Median Sales Price was down 1.4 percent to \$260,455. Days on Market increased 19.1 percent to 81 days. Months Supply of Inventory was up 10.3 percent to 4.3 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Activity Snapshot

- 2.5% **- 1.4%** **+ 10.6%**

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.

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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	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,170	1,242	+ 6.2%	4,125	4,283	+ 3.8%
Pending Sales		906	913	+ 0.8%	3,202	3,201	- 0.0%
Closed Sales		816	796	- 2.5%	2,720	2,664	- 2.1%
Days on Market		68	81	+ 19.1%	72	80	+ 11.1%
Median Sales Price		\$264,283	\$260,455	- 1.4%	\$260,000	\$260,000	0.0%
Avg. Sales Price		\$301,533	\$305,528	+ 1.3%	\$293,569	\$302,174	+ 2.9%
Pct. of List Price Received		98.3%	98.1%	- 0.2%	97.9%	97.8%	- 0.1%
Affordability Index		102	107	+ 4.9%	104	107	+ 2.9%
Homes for Sale		2,866	3,170	+ 10.6%	--	--	--
Months Supply		3.9	4.3	+ 10.3%	--	--	--

New Listings

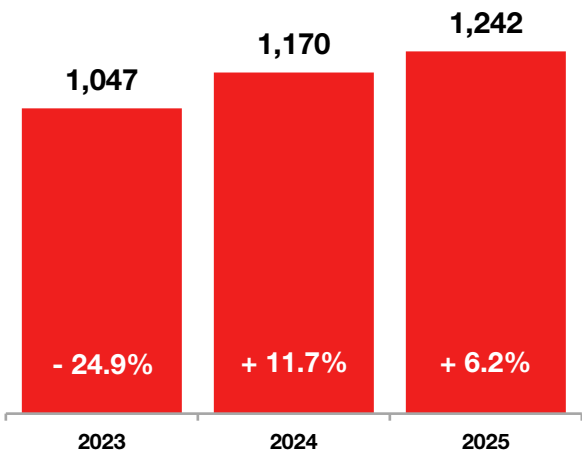
A count of the properties that have been newly listed on the market in a given month.



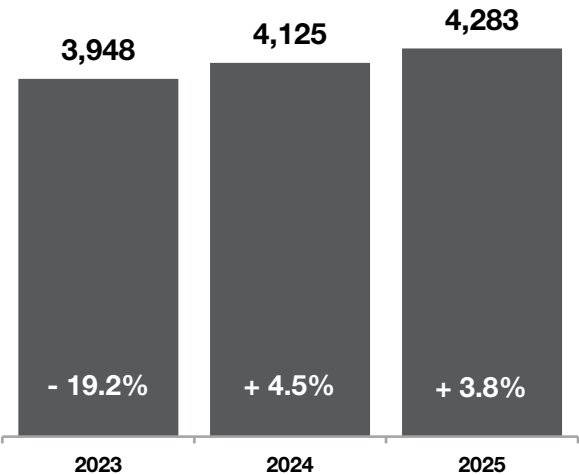
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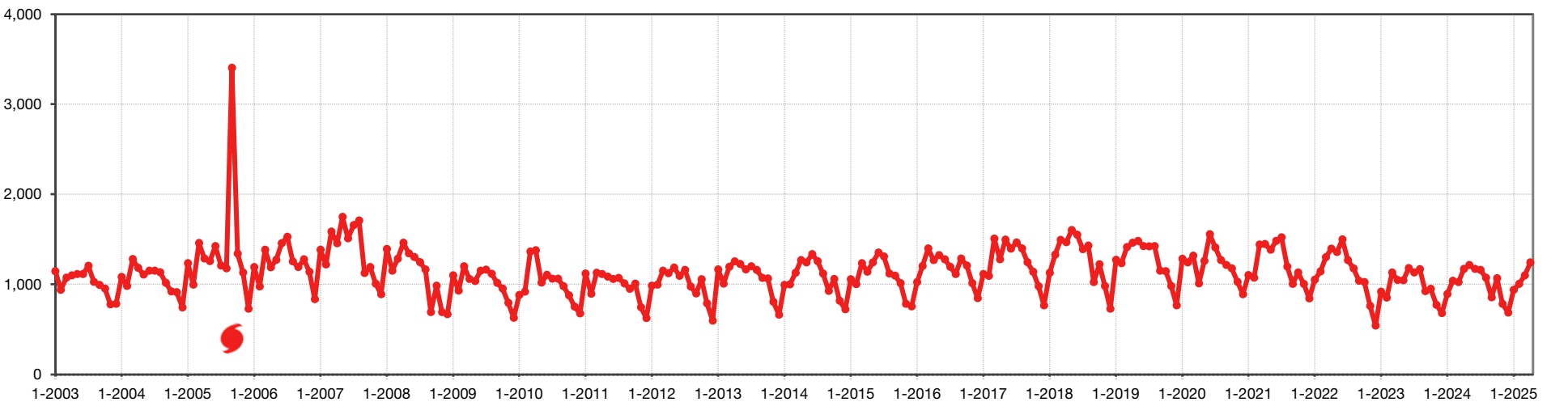


Year to Date



New Listings		Prior Year	Percent Change
May 2024	1,213	1,044	+16.2%
June 2024	1,170	1,179	-0.8%
July 2024	1,160	1,130	+2.7%
August 2024	1,073	1,167	-8.1%
September 2024	855	924	-7.5%
October 2024	1,067	949	+12.4%
November 2024	783	772	+1.4%
December 2024	684	680	+0.6%
January 2025	938	893	+5.0%
February 2025	1,003	1,037	-3.3%
March 2025	1,100	1,025	+7.3%
April 2025	1,242	1,170	+6.2%
12-Month Avg	1,024	998	+2.6%

Historical New Listings by Month



Pending Sales

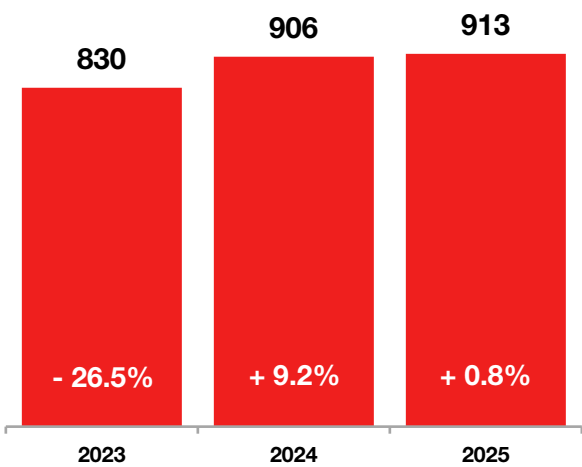
A count of the properties on which offers have been accepted in a given month.



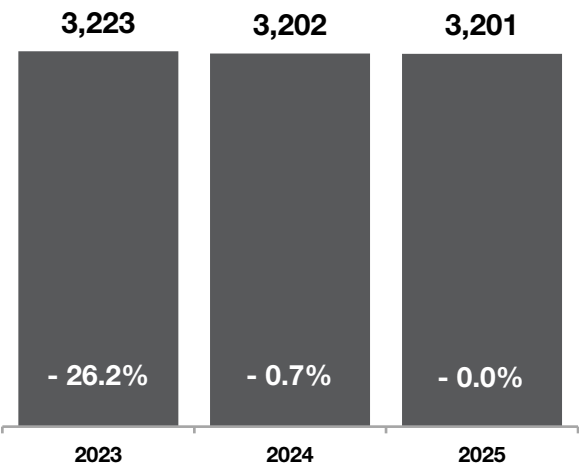
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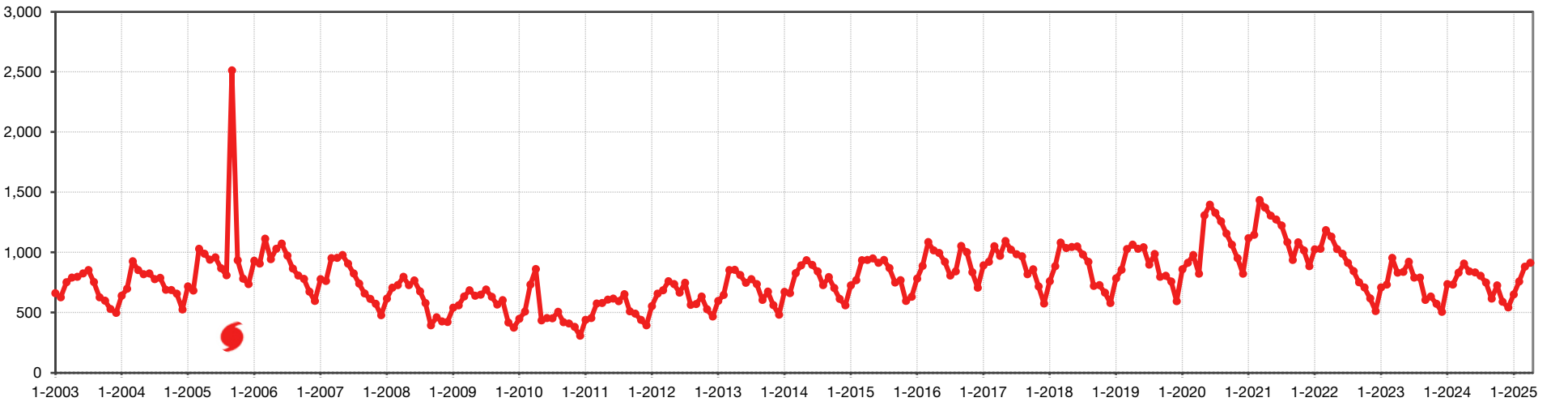


Year to Date



Pending Sales		Prior Year	Percent Change
May 2024	841	836	+0.6%
June 2024	833	921	-9.6%
July 2024	804	790	+1.8%
August 2024	749	790	-5.2%
September 2024	615	604	+1.8%
October 2024	725	633	+14.5%
November 2024	589	571	+3.2%
December 2024	541	505	+7.1%
January 2025	650	735	-11.6%
February 2025	757	731	+3.6%
March 2025	881	830	+6.1%
April 2025	913	906	+0.8%
12-Month Avg	742	738	+0.5%

Historical Pending Sales by Month



Closed Sales

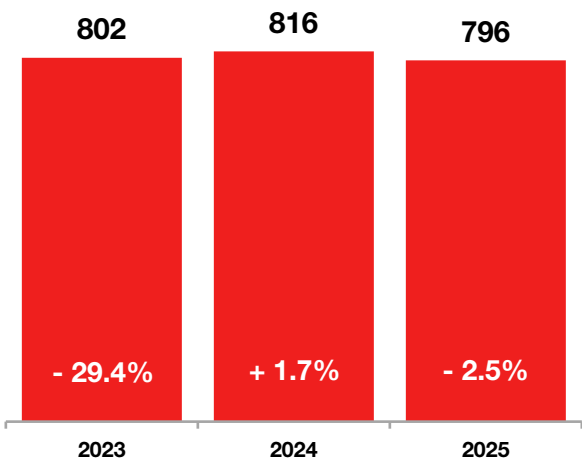
A count of the actual sales that closed in a given month.



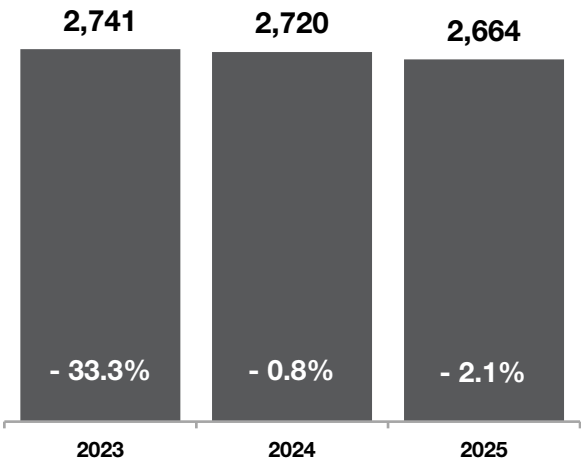
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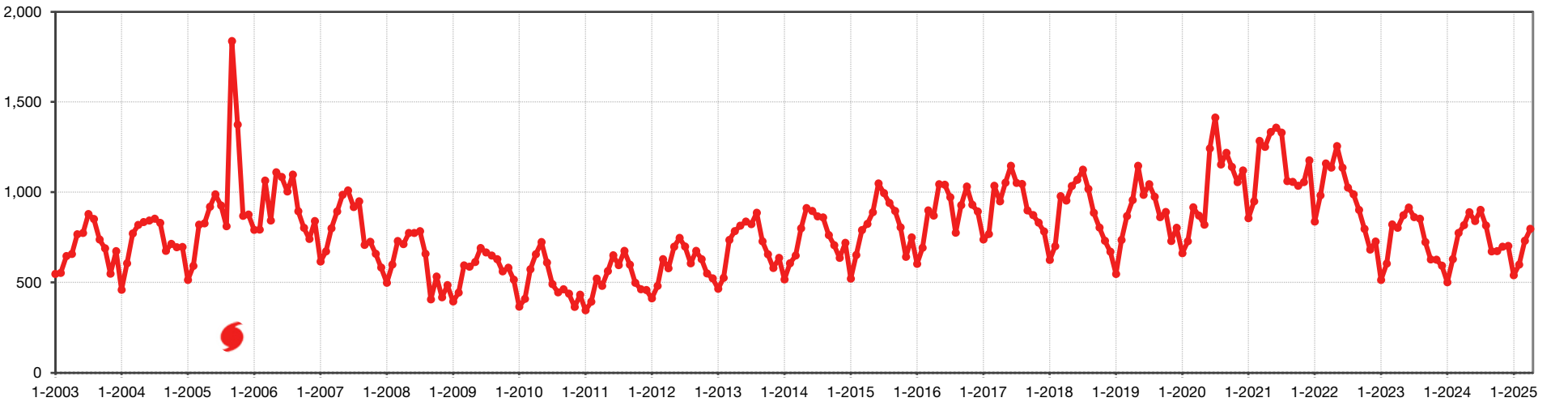


Year to Date



Closed Sales		Prior Year	Percent Change
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	730	774	-5.7%
April 2025	796	816	-2.5%
12-Month Avg	738	732	+0.8%

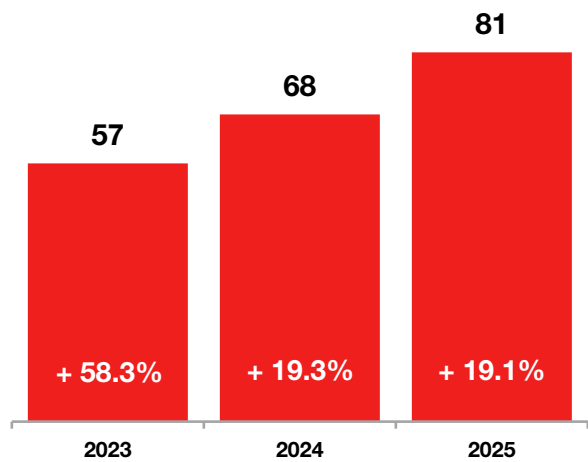
Historical Closed Sales by Month



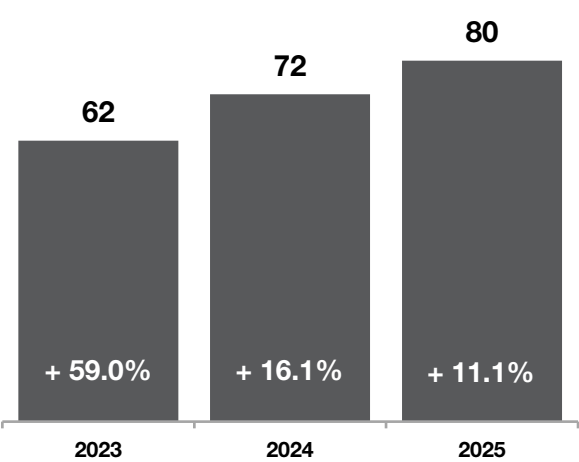
Days on Market Until Sale

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

April



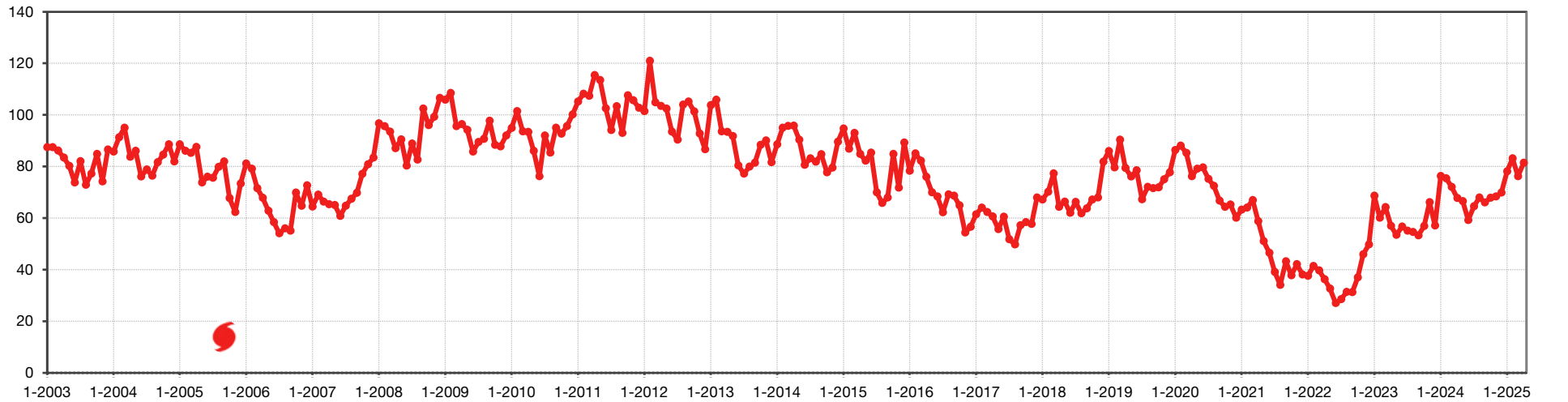
Year to Date



Days on Market		Prior Year	Percent Change
May 2024	67	53	+26.4%
June 2024	59	57	+3.5%
July 2024	65	55	+18.2%
August 2024	68	55	+23.6%
September 2024	66	53	+24.5%
October 2024	68	57	+19.3%
November 2024	68	66	+3.0%
December 2024	70	57	+22.8%
January 2025	78	76	+2.6%
February 2025	83	75	+10.7%
March 2025	76	72	+5.6%
April 2025	81	68	+19.1%
12-Month Avg*	70	61	+14.8%

* Average Days on Market of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

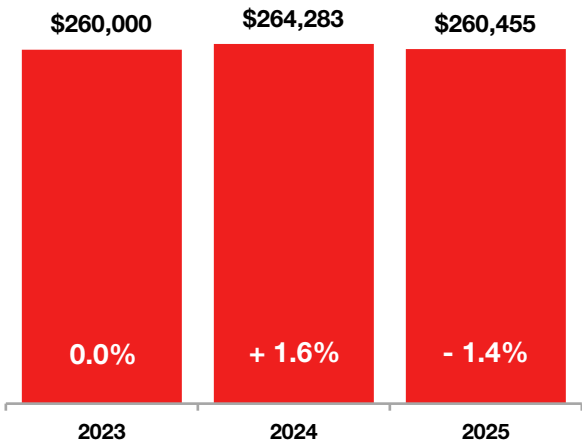
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



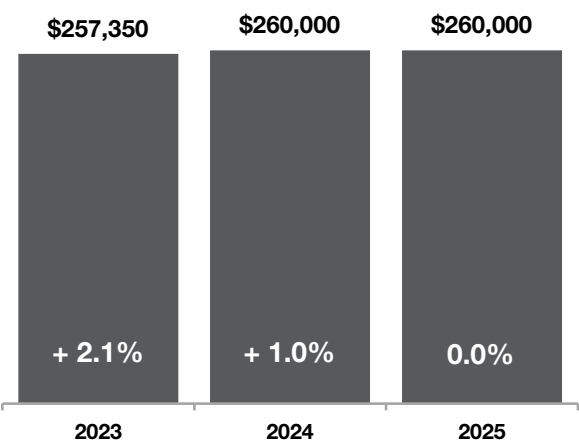
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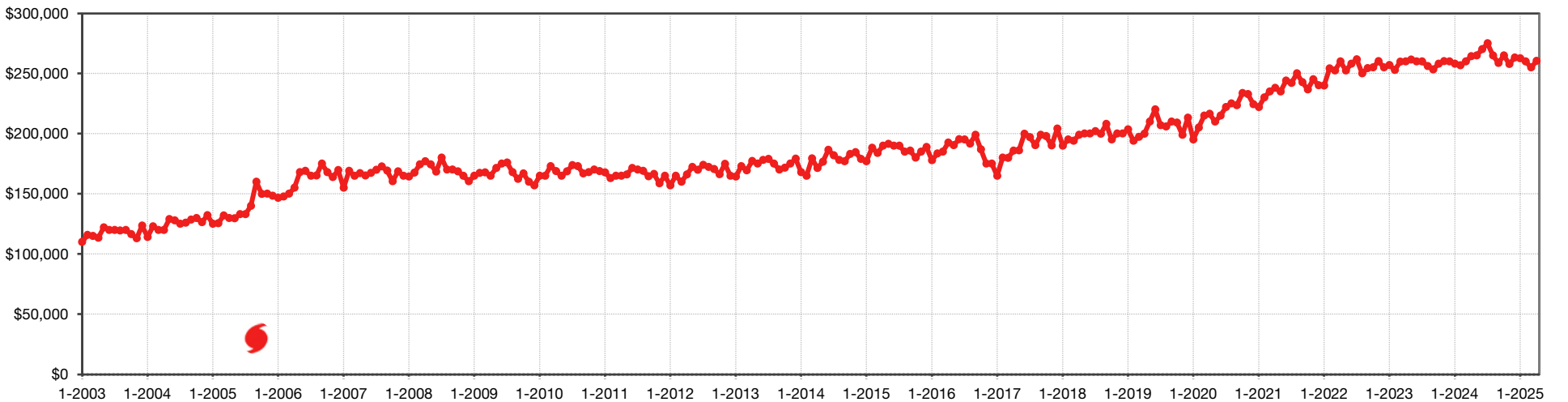
Year to Date



Median Sales Price	Prior Year	Percent Change
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%
April 2025	\$260,455	\$264,283 -1.4%
12-Month Med*	\$264,800	\$259,900 +1.9%

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

Historical Median Sales Price by Month



Average Sales Price

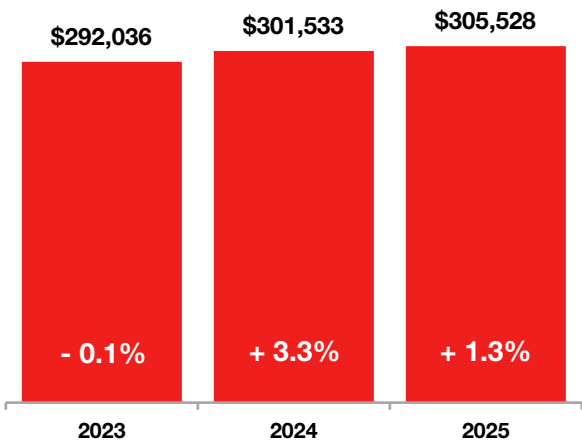
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



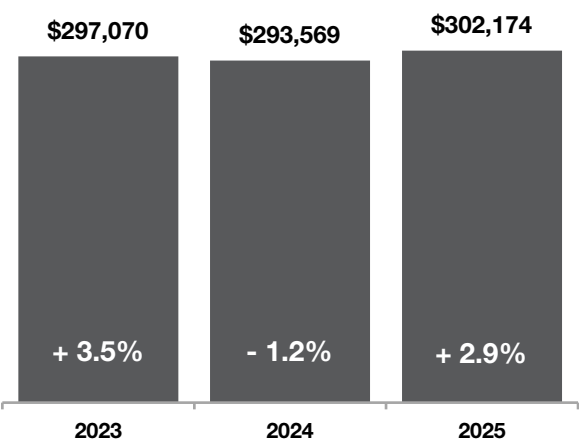
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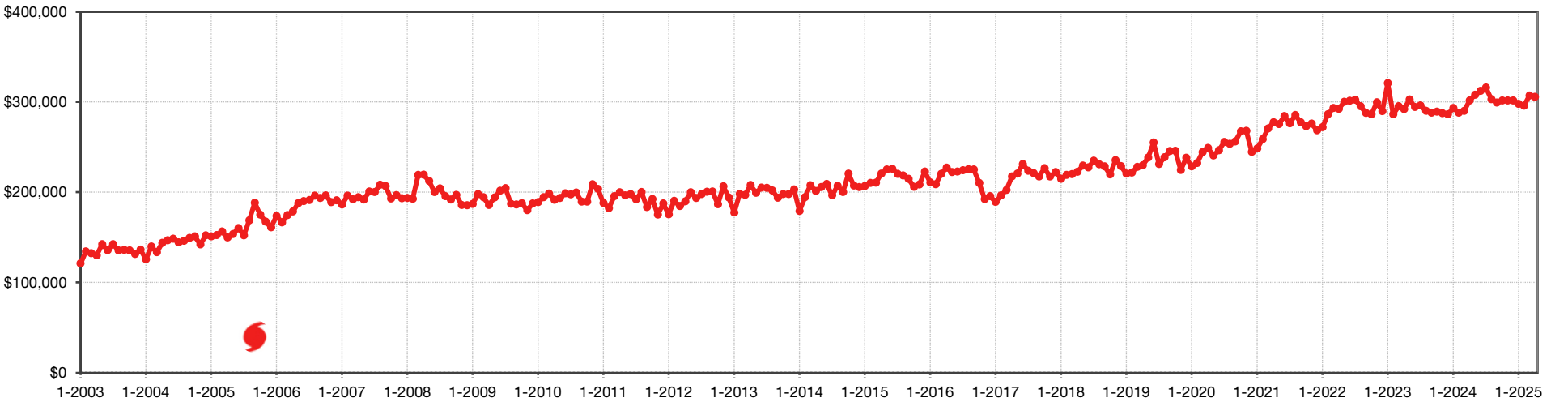
Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$307,034	\$289,971	+5.9%
April 2025	\$305,528	\$301,533	+1.3%
12-Month Avg*	\$304,746	\$292,718	+4.1%

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

Historical Average Sales Price by Month



Percent of List Price Received

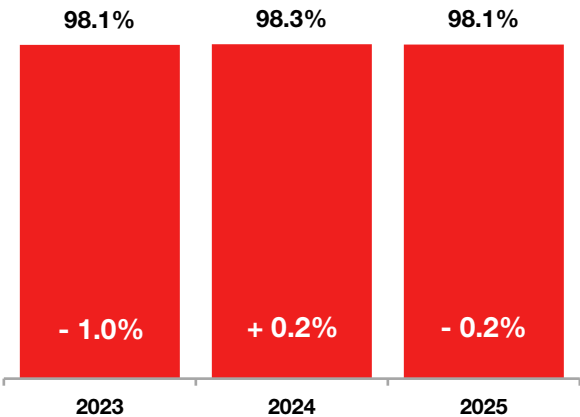
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



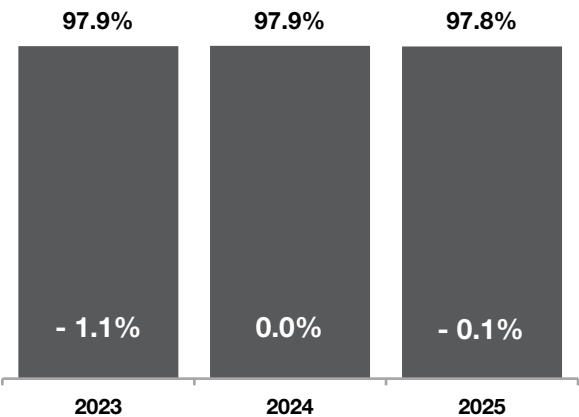
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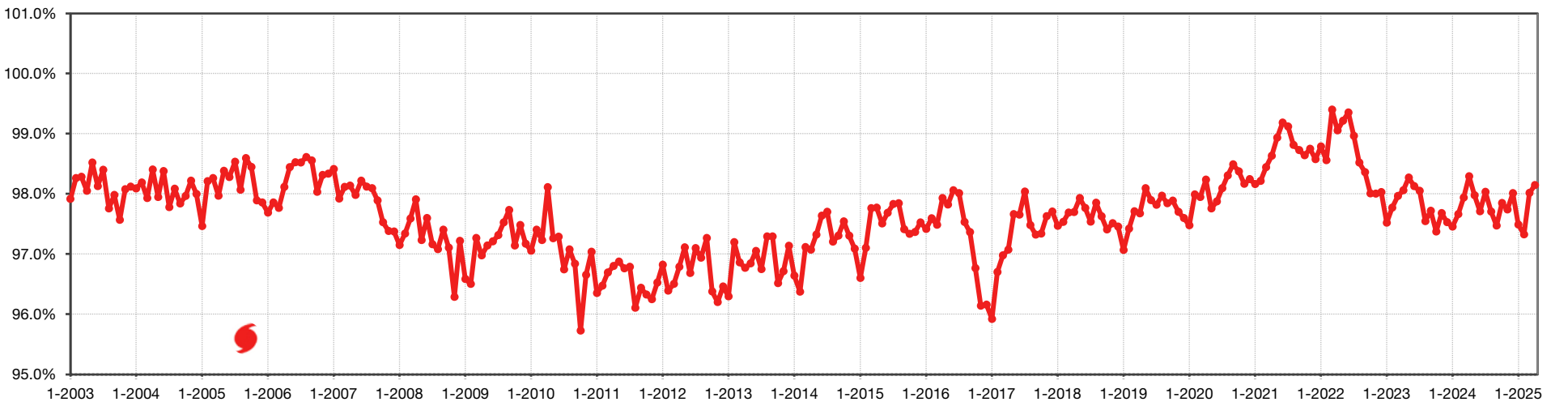
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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%
April 2025	98.1%	98.3%	-0.2%
12-Month Avg*	97.8%	97.8%	0.0%

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

Historical Percent of List Price Received by Month



Housing Affordability Index

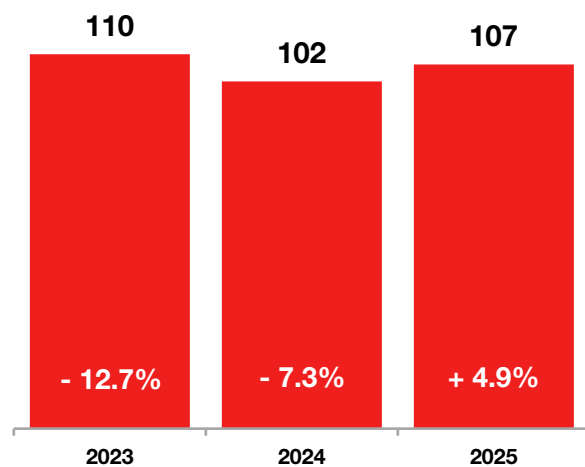
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



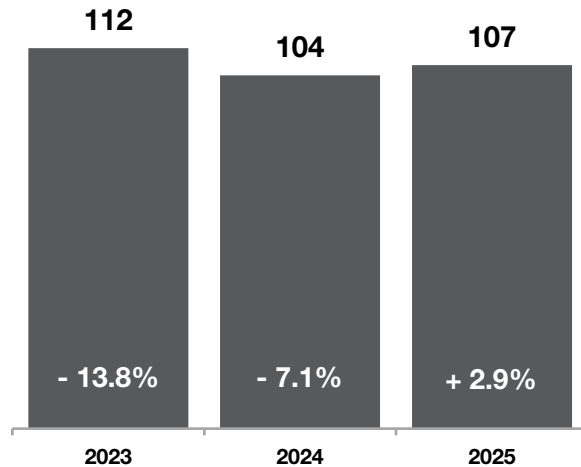
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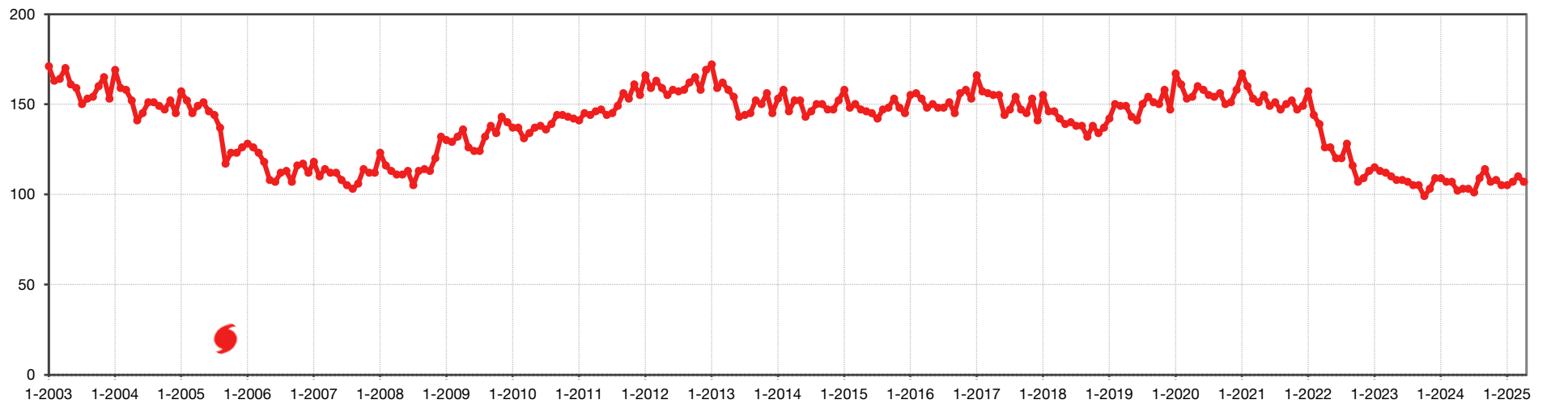


Year to Date



Affordability Index		Prior Year	Percent Change
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%
April 2025	107	102	+4.9%
12-Month Avg	107	106	+0.8%

Historical Housing Affordability Index by Month



Inventory of Homes for Sale

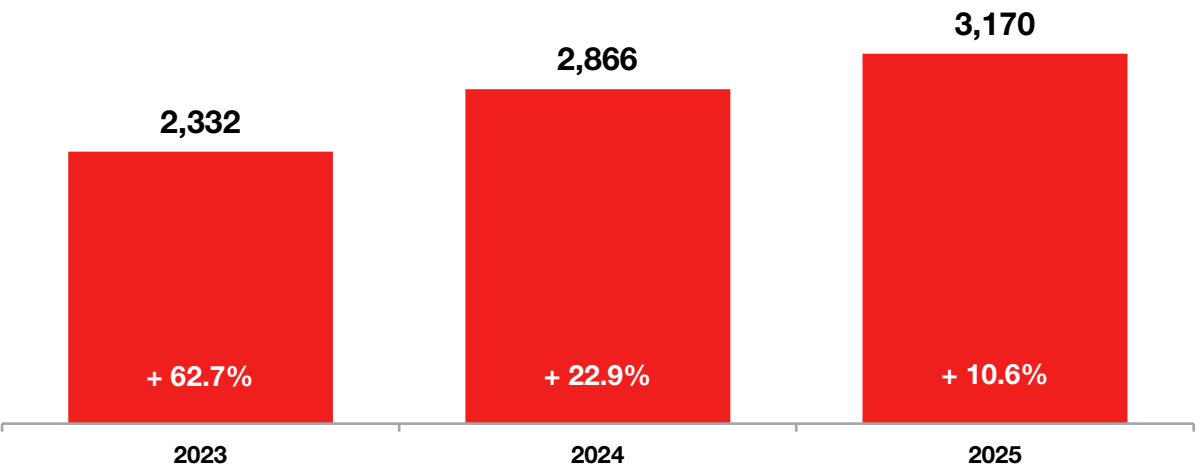
The number of properties available for sale in active status at the end of a given month.



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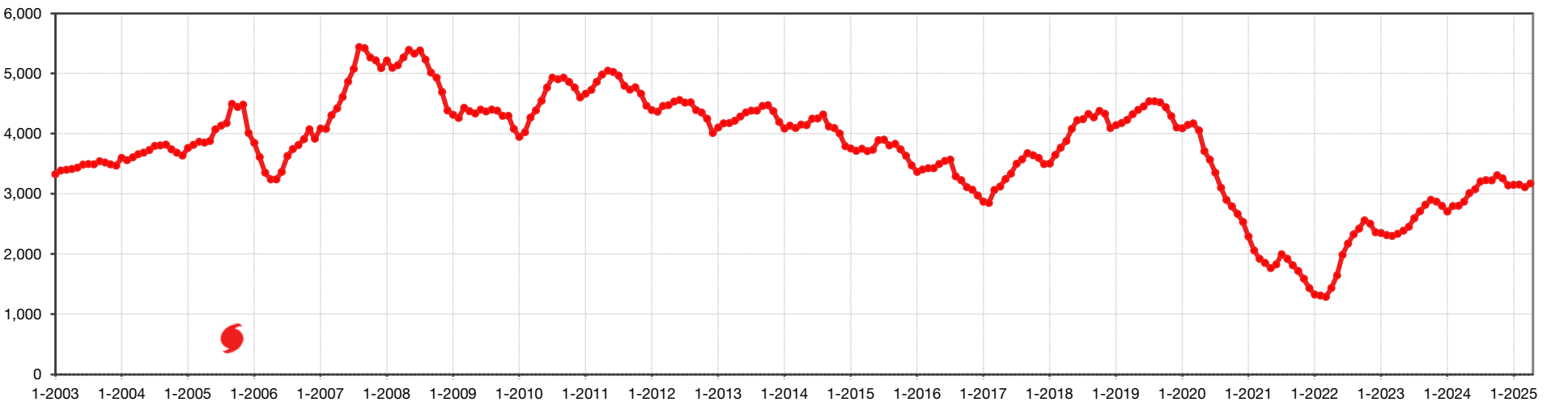


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Homes for Sale		Prior Year	Percent Change
May 2024	3,009	2,385	+26.2%
June 2024	3,073	2,449	+25.5%
July 2024	3,205	2,590	+23.7%
August 2024	3,227	2,708	+19.2%
September 2024	3,220	2,818	+14.3%
October 2024	3,306	2,896	+14.2%
November 2024	3,255	2,866	+13.6%
December 2024	3,138	2,799	+12.1%
January 2025	3,146	2,706	+16.3%
February 2025	3,154	2,794	+12.9%
March 2025	3,110	2,797	+11.2%
April 2025	3,170	2,866	+10.6%
12-Month Avg*	3,168	2,723	+16.3%

Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

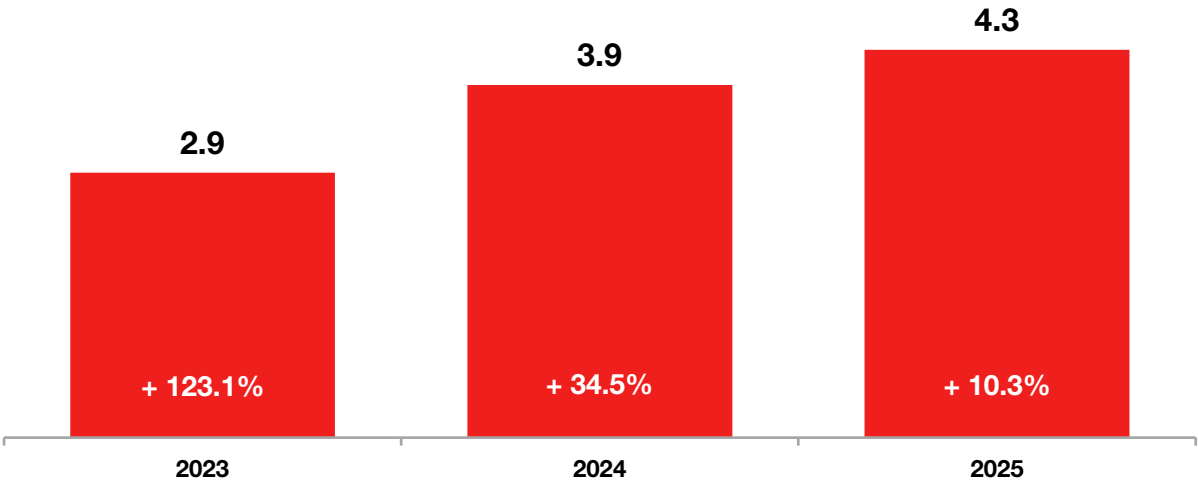
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



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Months Supply		Prior Year	Percent Change
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	4.3	3.8	+13.2%
March 2025	4.2	3.8	+10.5%
April 2025	4.3	3.9	+10.3%
12-Month Avg*	4.3	3.6	+19.4%

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

Historical Months Supply of Inventory by Month

