

Monthly Indicators



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May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

New Listings were up 7.3 percent to 1,301. Pending Sales increased 10.7 percent to 931. Inventory grew 11.2 percent to 3,347 units.

Prices moved higher as Median Sales Price was up 1.8 percent to \$269,900. Days on Market decreased 4.5 percent to 64 days. Months Supply of Inventory was up 9.8 percent to 4.5 months.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

Activity Snapshot

+ 1.6% **+ 1.8%** **+ 11.2%**

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	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,213	1,301	+ 7.3%	5,339	5,609	+ 5.1%
Pending Sales		841	931	+ 10.7%	4,042	4,109	+ 1.7%
Closed Sales		889	903	+ 1.6%	3,609	3,573	- 1.0%
Days on Market		67	64	- 4.5%	71	76	+ 7.0%
Median Sales Price		\$265,000	\$269,900	+ 1.8%	\$260,845	\$260,995	+ 0.1%
Avg. Sales Price		\$307,807	\$305,690	- 0.7%	\$297,078	\$303,095	+ 2.0%
Pct. of List Price Received		98.0%	97.8%	- 0.2%	97.9%	97.8%	- 0.1%
Affordability Index		103	102	- 1.0%	105	106	+ 1.0%
Homes for Sale		3,010	3,347	+ 11.2%	--	--	--
Months Supply		4.1	4.5	+ 9.8%	--	--	--

New Listings

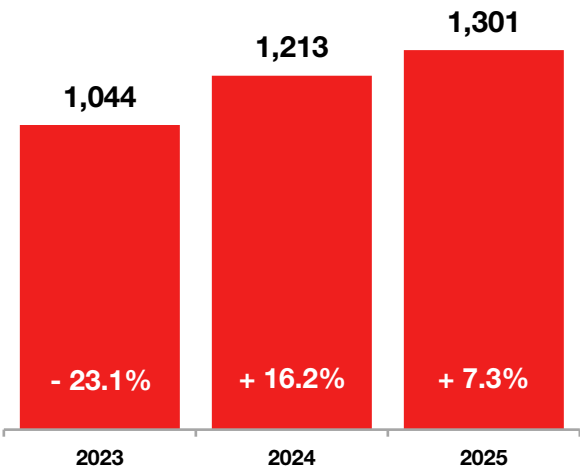
A count of the properties that have been newly listed on the market in a given month.



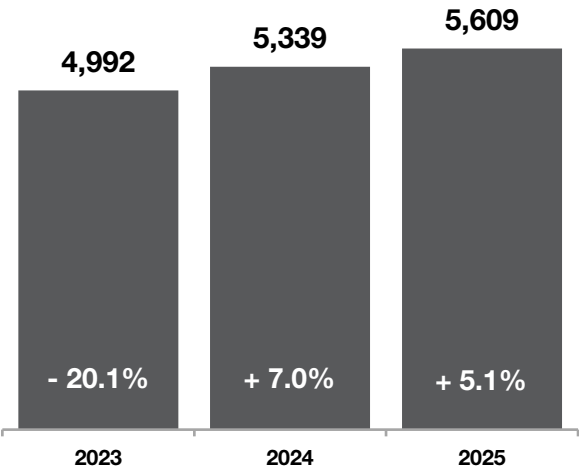
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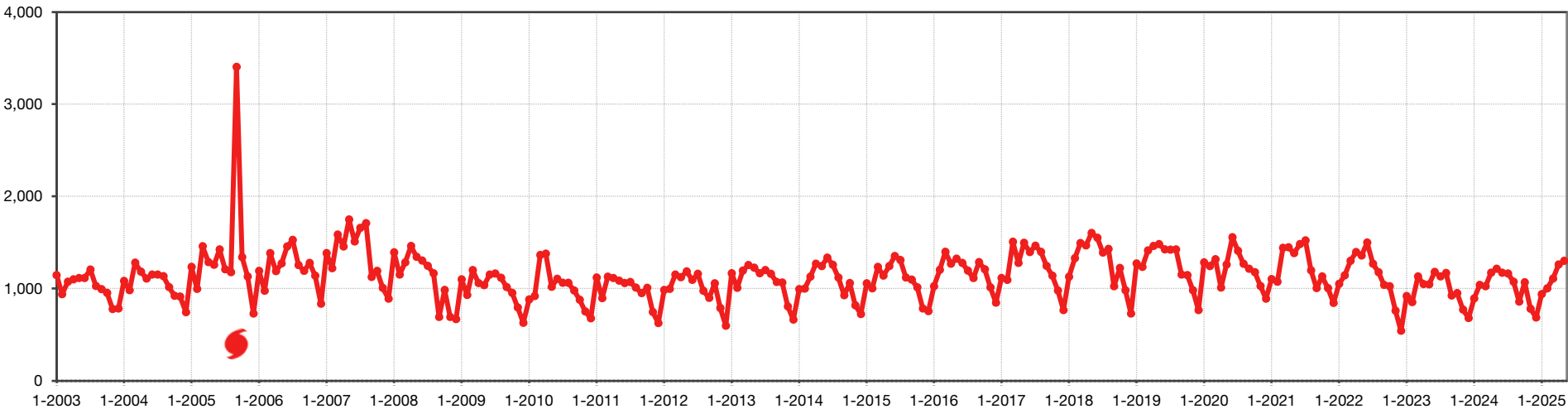


Year to Date



New Listings		Prior Year	Percent Change
June 2024	1,170	1,179	-0.8%
July 2024	1,161	1,130	+2.7%
August 2024	1,072	1,167	-8.1%
September 2024	857	924	-7.3%
October 2024	1,068	949	+12.5%
November 2024	780	772	+1.0%
December 2024	684	680	+0.6%
January 2025	938	893	+5.0%
February 2025	1,002	1,037	-3.4%
March 2025	1,107	1,025	+8.0%
April 2025	1,261	1,171	+7.7%
May 2025	1,301	1,213	+7.3%
12-Month Avg	1,033	1,012	+2.1%

Historical New Listings by Month



Pending Sales

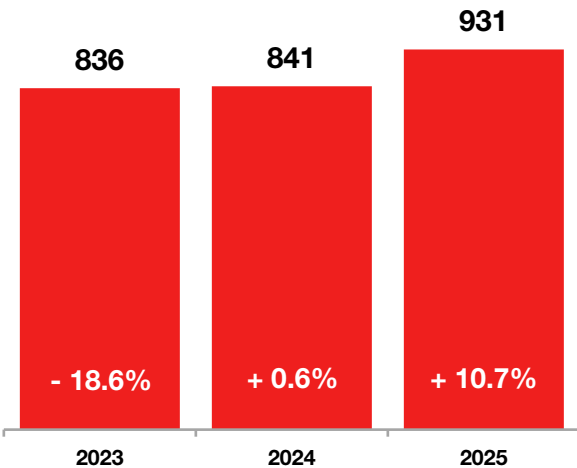
A count of the properties on which offers have been accepted in a given month.



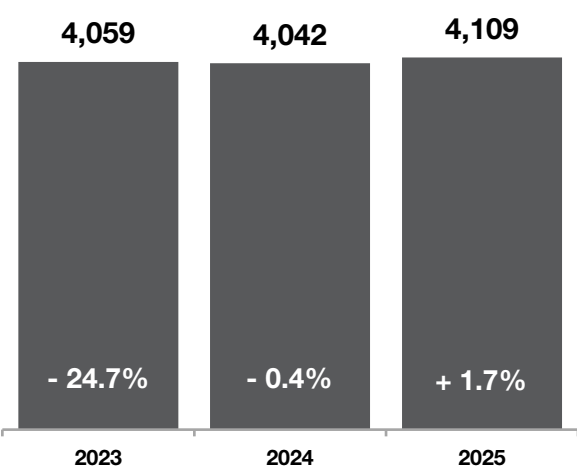
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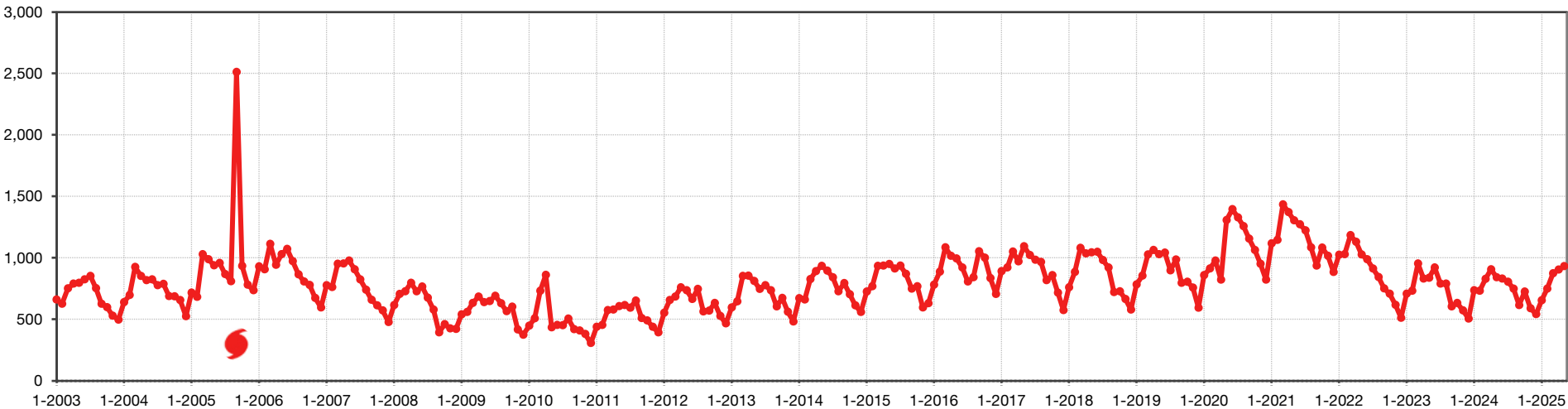


Year to Date



Pending Sales		Prior Year	Percent Change
June 2024	831	921	-9.8%
July 2024	804	790	+1.8%
August 2024	749	790	-5.2%
September 2024	616	604	+2.0%
October 2024	725	633	+14.5%
November 2024	589	571	+3.2%
December 2024	541	505	+7.1%
January 2025	653	735	-11.2%
February 2025	748	731	+2.3%
March 2025	874	829	+5.4%
April 2025	903	906	-0.3%
May 2025	931	841	+10.7%
12-Month Avg	747	738	+1.2%

Historical Pending Sales by Month



Closed Sales

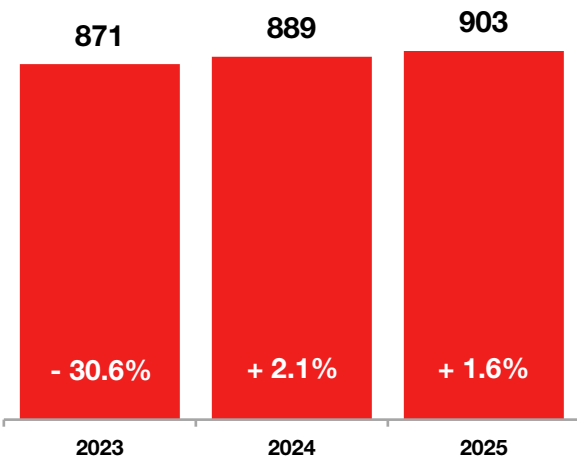
A count of the actual sales that closed in a given month.



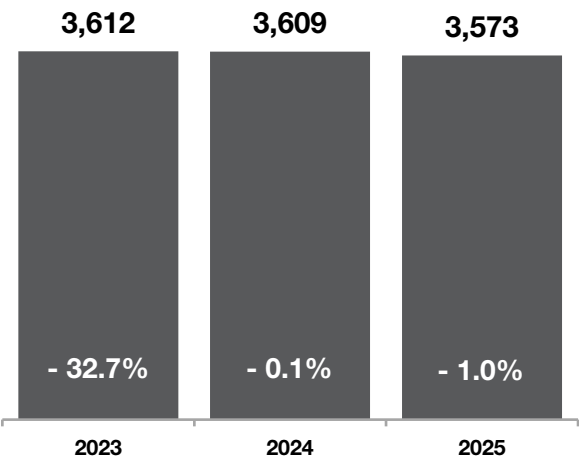
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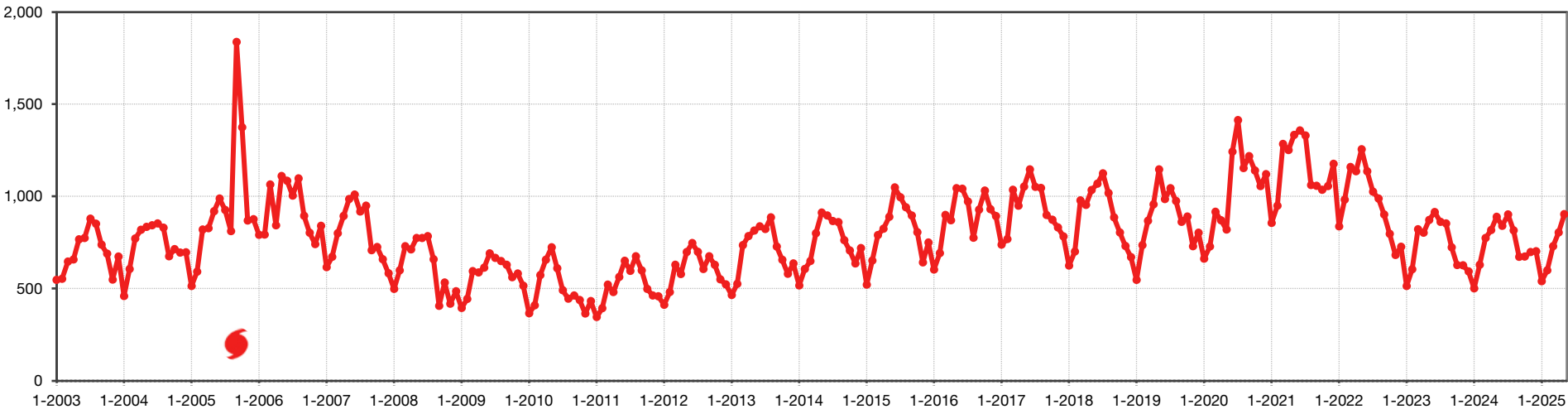


Year to Date



Closed Sales		Prior Year	Percent Change
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%
April 2025	803	816	-1.6%
May 2025	903	889	+1.6%
12-Month Avg	739	734	+0.7%

Historical Closed Sales by Month



Days on Market Until Sale

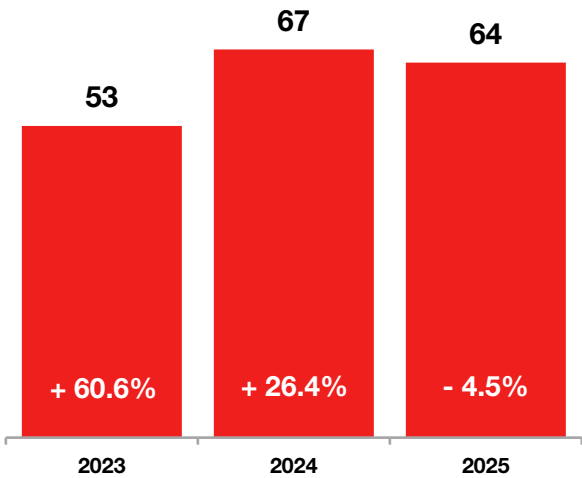
Average number of days between when a property is listed and when an offer is accepted in a given month.



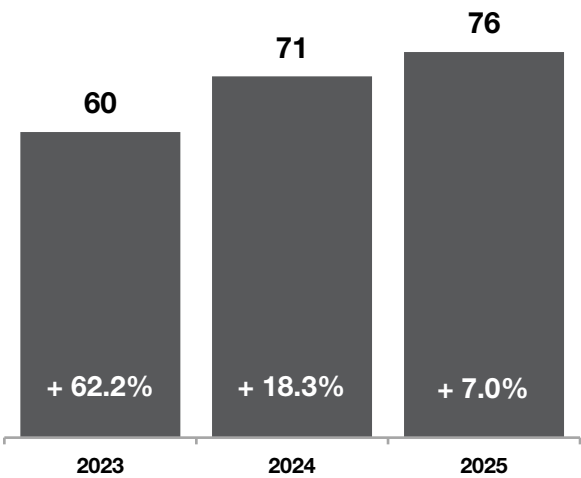
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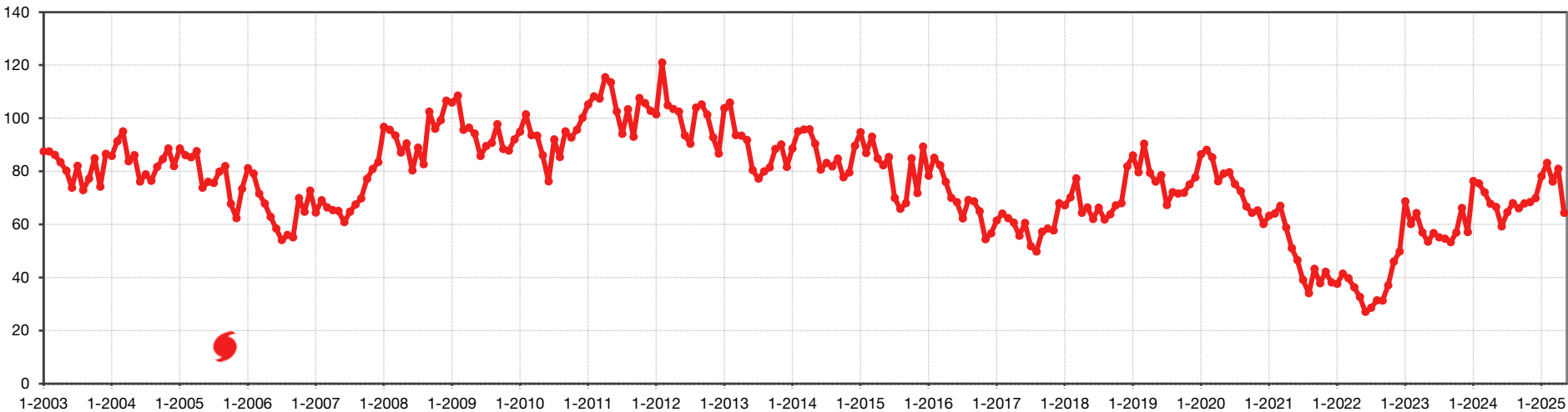
Year to Date



Days on Market		Prior Year	Percent Change
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%
May 2025	64	67	-4.5%
12-Month Avg*	70	63	+11.1%

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

Historical Days on Market Until Sale by Month



Median Sales Price

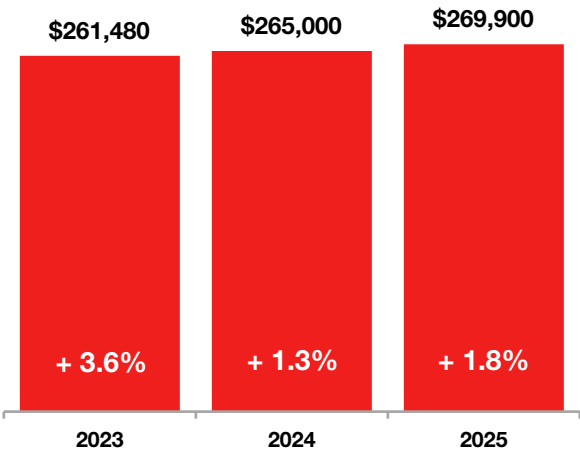
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



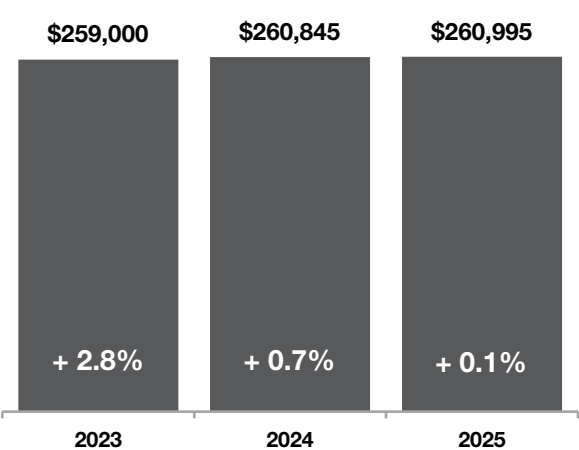
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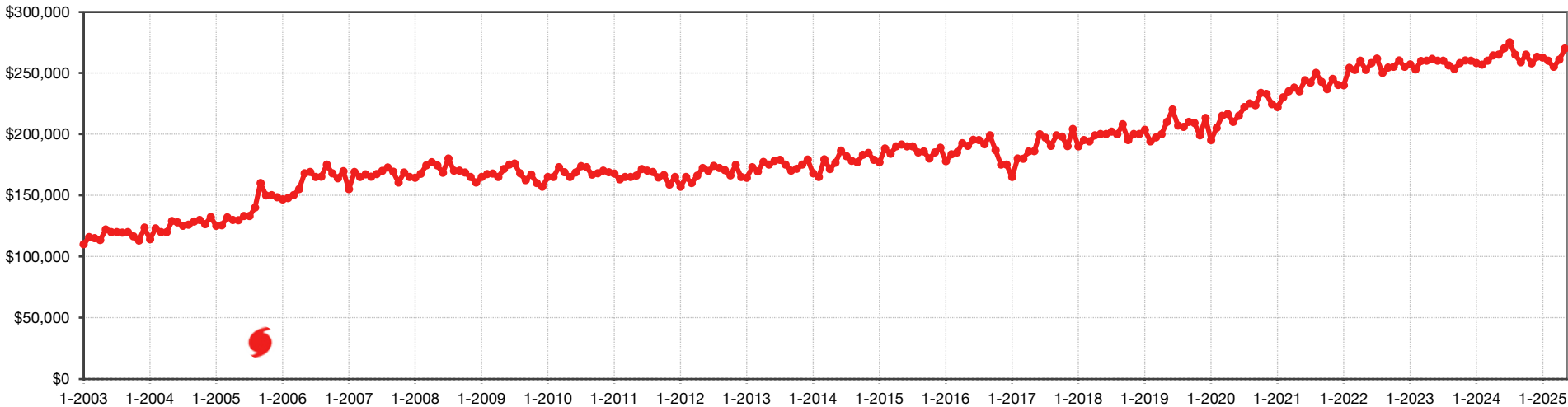
Year to Date



Median Sales Price		Prior Year	Percent Change
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	\$260,840	\$264,283	-1.3%
May 2025	\$269,900	\$265,000	+1.8%
12-Month Med*	\$264,900	\$260,000	+1.9%

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

Historical Median Sales Price by Month



Average Sales Price

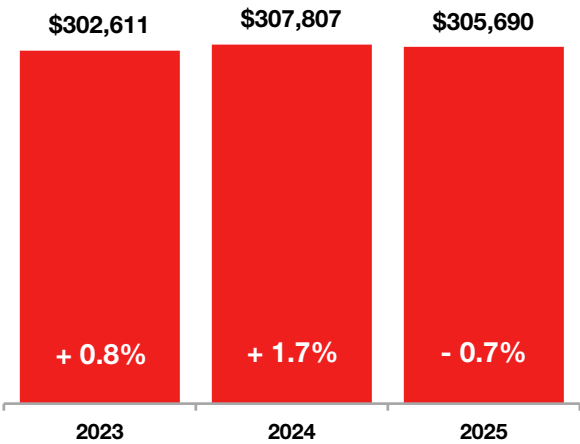
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



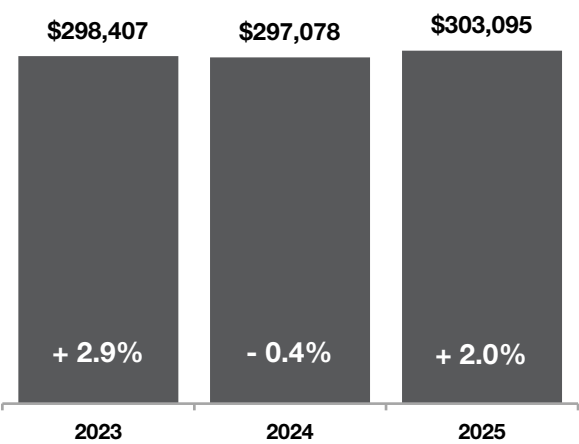
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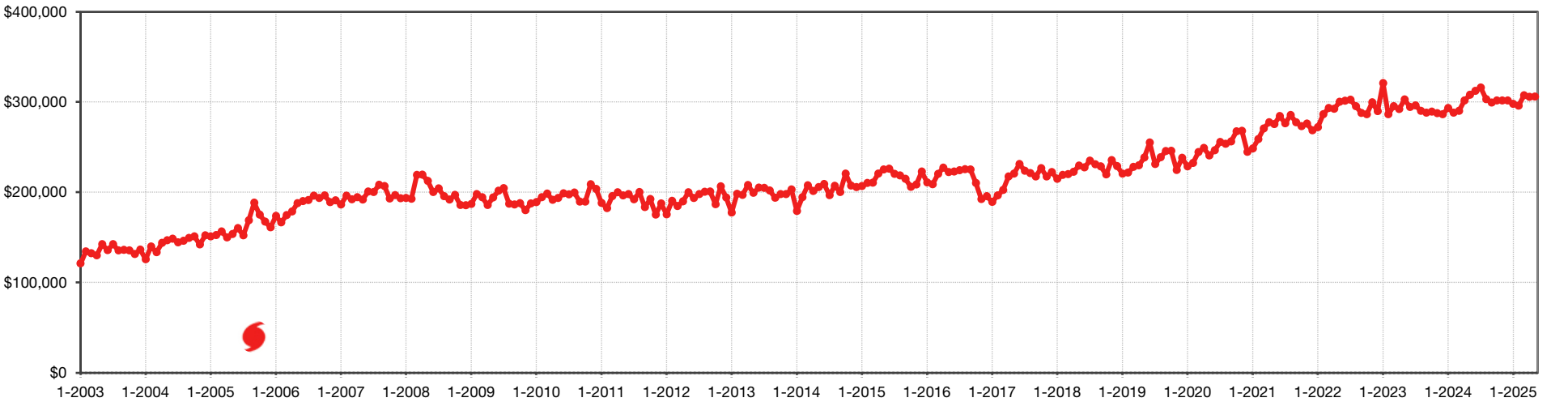
Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$307,242	\$289,971 +6.0%
April 2025	\$305,459	\$301,533 +1.3%
May 2025	\$305,690	\$307,807 -0.7%
12-Month Avg*	\$304,547	\$293,261 +3.8%

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

Historical Average Sales Price by Month



Percent of List Price Received

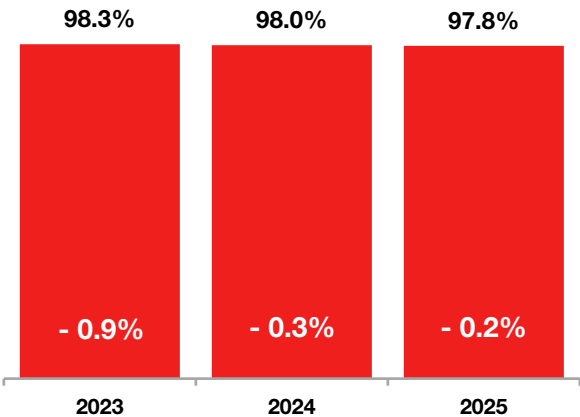
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



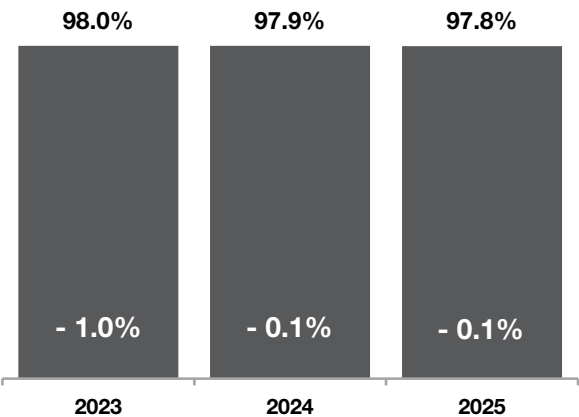
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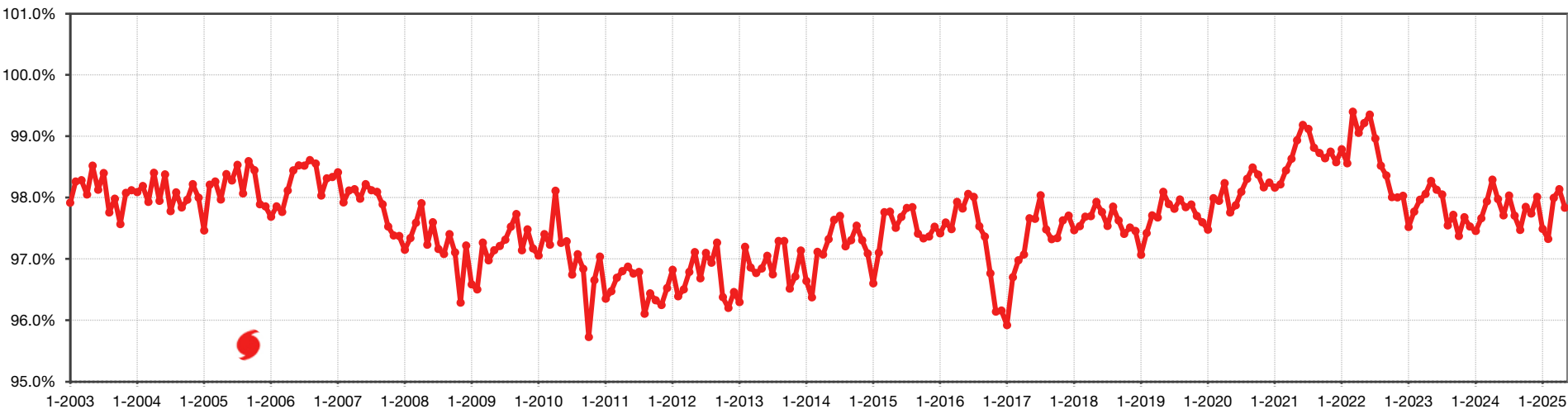
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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%
May 2025	97.8%	98.0%	-0.2%
12-Month Avg*	97.8%	97.8%	0.0%

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

Historical Percent of List Price Received by Month



Housing Affordability Index

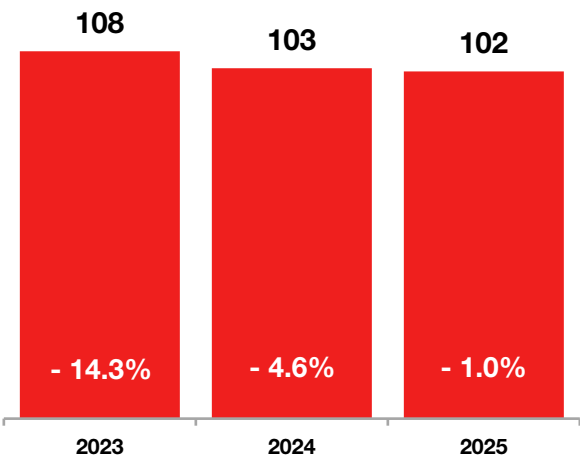
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



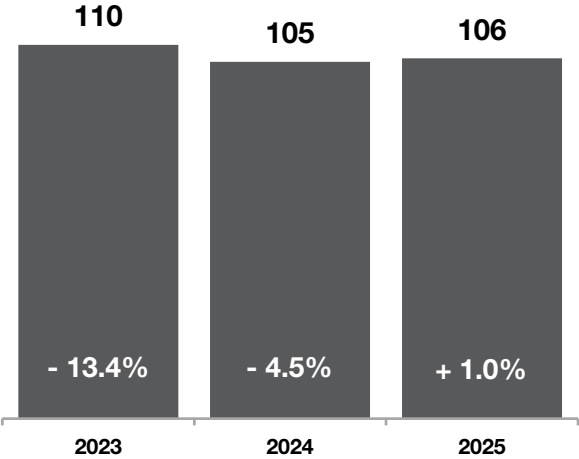
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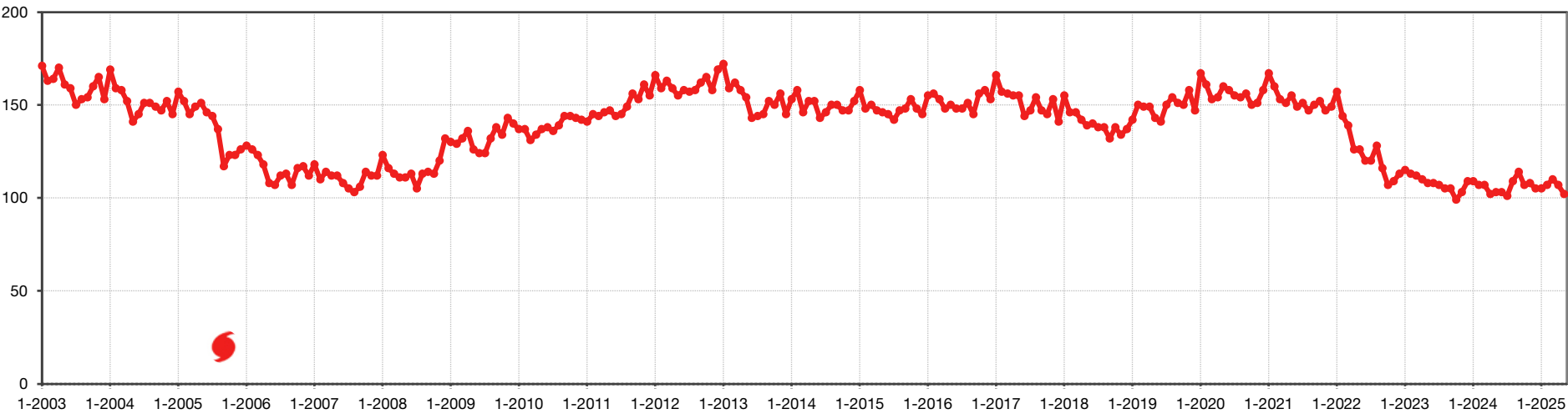


Year to Date



Affordability Index		Prior Year	Percent Change
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%
May 2025	102	103	-1.0%
12-Month Avg	107	105	+1.1%

Historical Housing Affordability Index by Month



Inventory of Homes for Sale

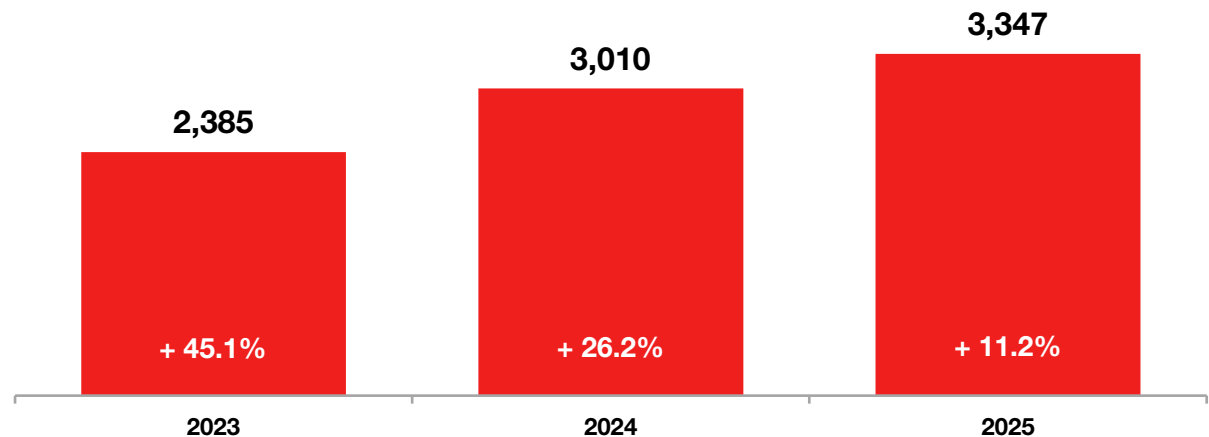
The number of properties available for sale in active status at the end of a given month.



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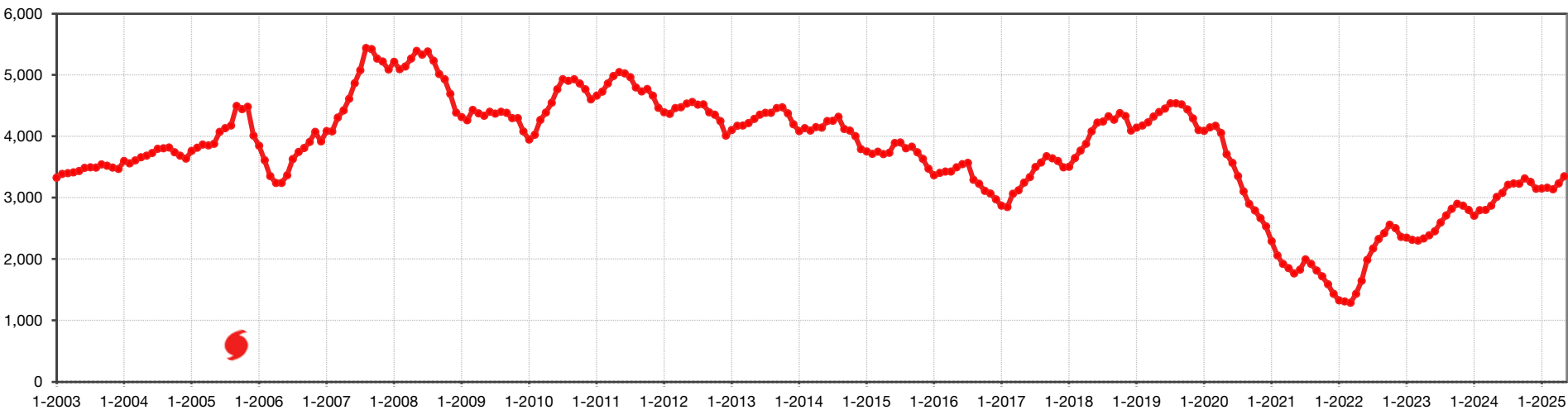


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Homes for Sale		Prior Year	Percent Change
June 2024	3,075	2,449	+25.6%
July 2024	3,208	2,590	+23.9%
August 2024	3,229	2,708	+19.2%
September 2024	3,224	2,818	+14.4%
October 2024	3,311	2,896	+14.3%
November 2024	3,257	2,866	+13.6%
December 2024	3,142	2,799	+12.3%
January 2025	3,147	2,706	+16.3%
February 2025	3,162	2,794	+13.2%
March 2025	3,134	2,797	+12.0%
April 2025	3,230	2,867	+12.7%
May 2025	3,347	3,010	+11.2%
12-Month Avg*	3,206	2,775	+15.5%

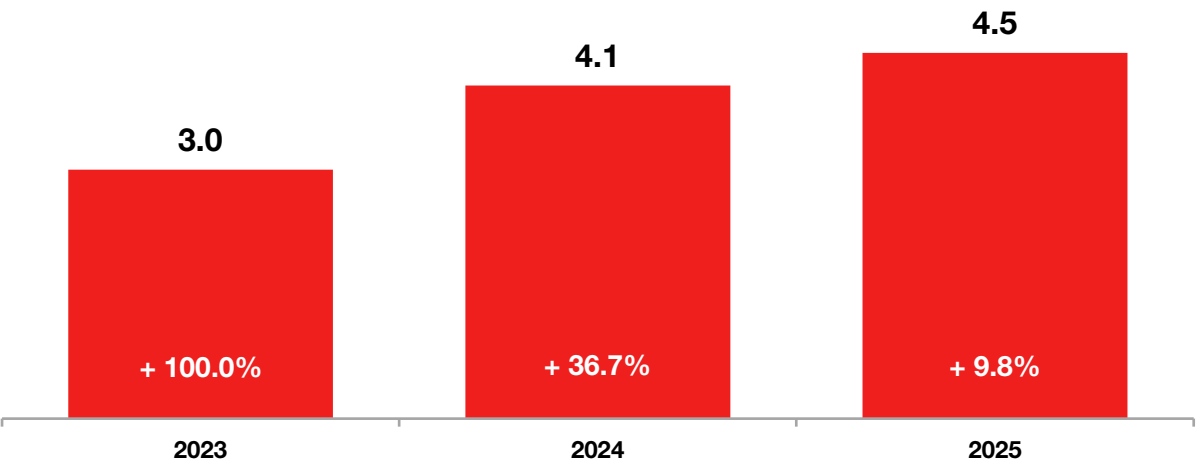
Historical Inventory of Homes for Sale by Month



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.

May



Months Supply		Prior Year	Percent Change
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	4.4	3.9	+12.8%
May 2025	4.5	4.1	+9.8%
12-Month Avg*	4.4	3.7	+18.9%

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

Historical Months Supply of Inventory by Month

