

Monthly Indicators



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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 were down 1.8 percent to 1,140. Pending Sales increased 7.8 percent to 867. Inventory grew 6.1 percent to 3,402 units.

Prices moved lower as Median Sales Price was down 1.1 percent to \$272,000. Days on Market held steady at 65. Months Supply of Inventory was up 2.3 percent to 4.5 months.

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.

Activity Snapshot

- 2.9% **- 1.1%** **+ 6.1%**

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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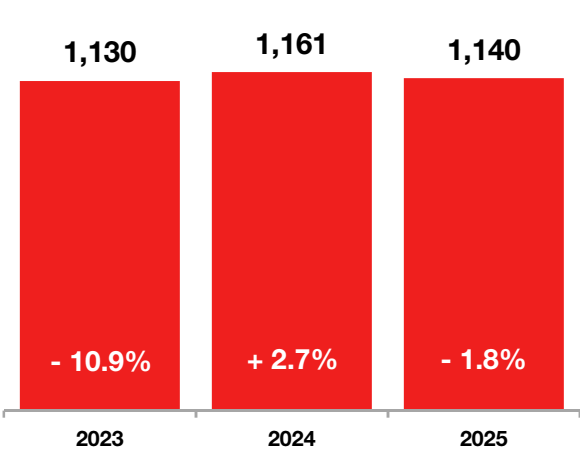


Key Metrics	Historical Sparkbars	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,161	1,140	- 1.8%	7,669	7,919	+ 3.3%
Pending Sales		804	867	+ 7.8%	5,677	5,761	+ 1.5%
Closed Sales		901	875	- 2.9%	5,350	5,381	+ 0.6%
Days on Market		65	65	0.0%	68	72	+ 5.9%
Median Sales Price		\$275,000	\$272,000	- 1.1%	\$264,999	\$265,000	+ 0.0%
Avg. Sales Price		\$315,766	\$307,708	- 2.6%	\$302,590	\$308,133	+ 1.8%
Pct. of List Price Received		98.0%	97.9%	- 0.1%	97.9%	97.8%	- 0.1%
Affordability Index		101	103	+ 2.0%	105	106	+ 1.0%
Homes for Sale		3,207	3,402	+ 6.1%	--	--	--
Months Supply		4.4	4.5	+ 2.3%	--	--	--

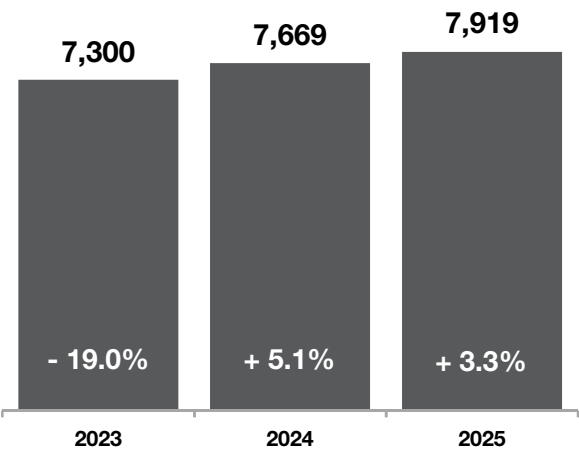
New Listings

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

July

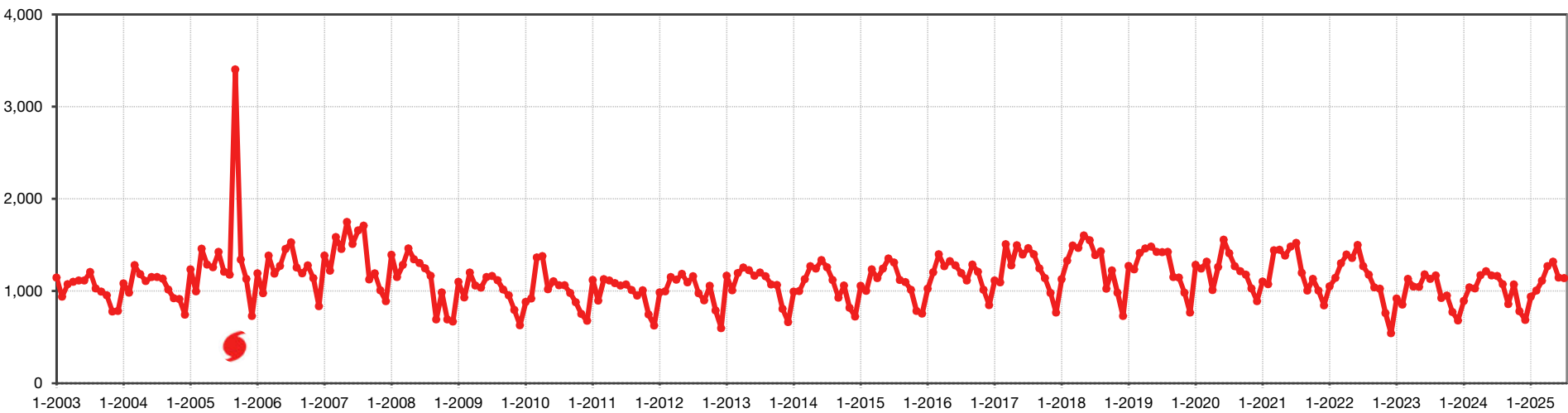


Year to Date



New Listings		Prior Year	Percent Change
August 2024	1,072	1,167	-8.1%
September 2024	856	924	-7.4%
October 2024	1,069	949	+12.6%
November 2024	781	772	+1.2%
December 2024	684	680	+0.6%
January 2025	937	892	+5.0%
February 2025	1,003	1,037	-3.3%
March 2025	1,110	1,026	+8.2%
April 2025	1,267	1,171	+8.2%
May 2025	1,316	1,213	+8.5%
June 2025	1,146	1,169	-2.0%
July 2025	1,140	1,161	-1.8%
12-Month Avg	1,032	1,013	+1.9%

Historical New Listings by Month



Pending Sales

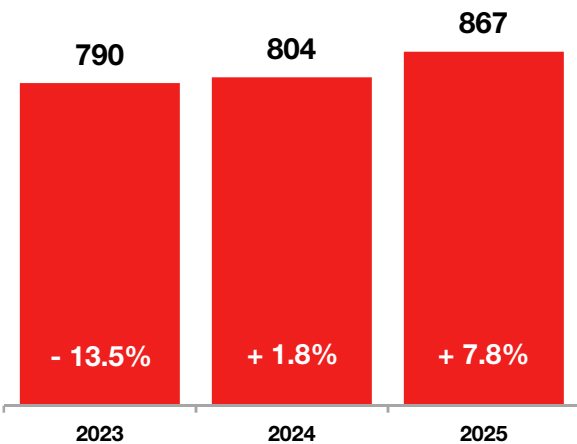
A count of the properties on which offers have been accepted in a given month.



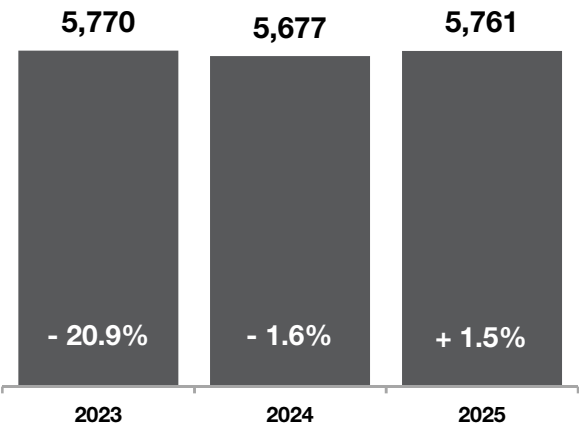
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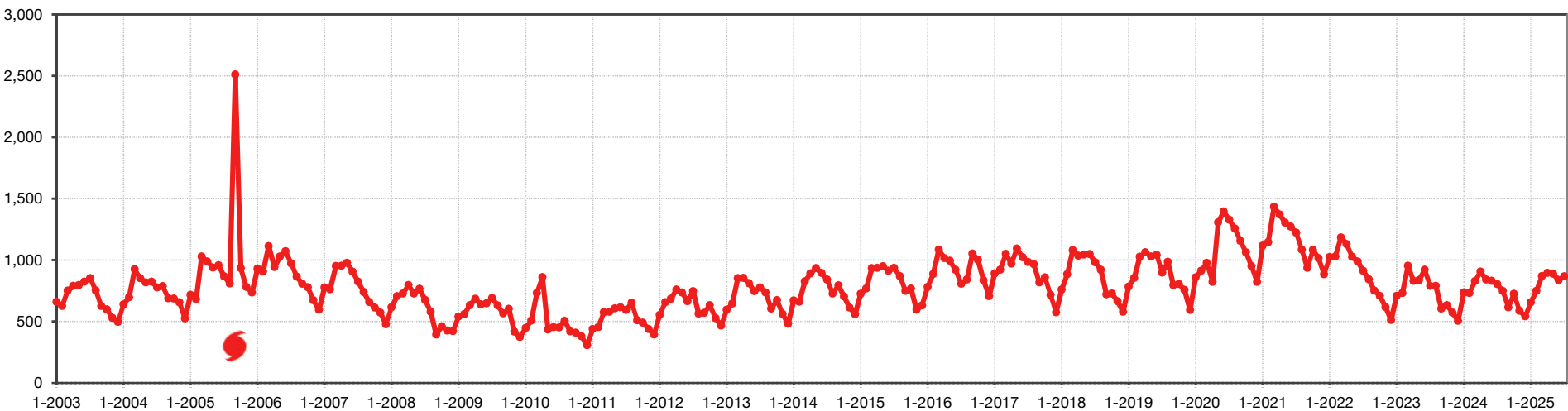


Year to Date



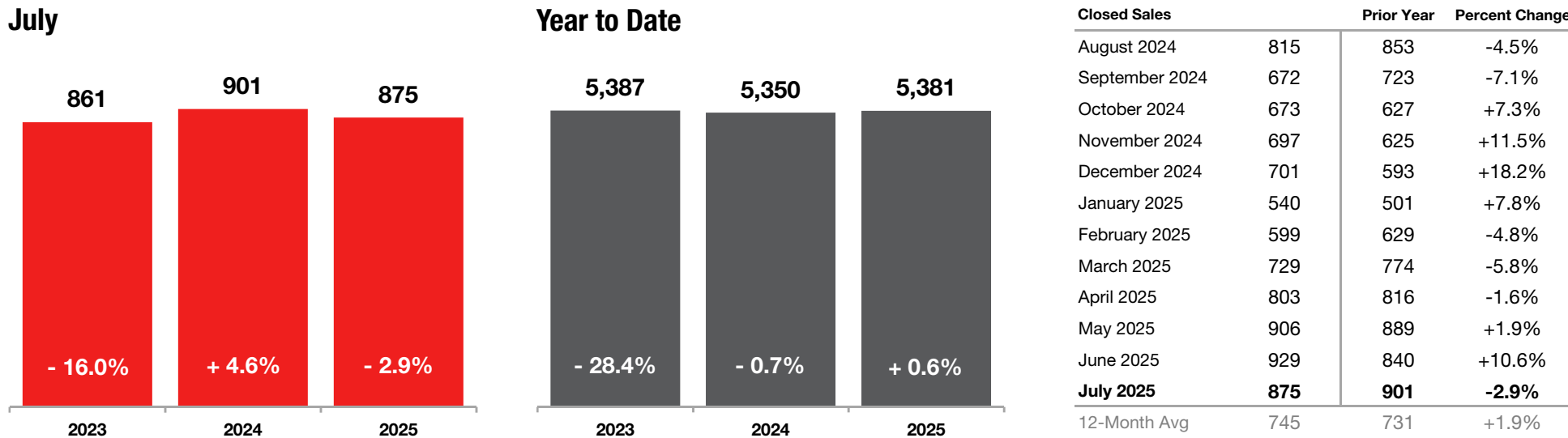
Pending Sales		Prior Year	Percent Change
August 2024	749	790	-5.2%
September 2024	614	604	+1.7%
October 2024	725	633	+14.5%
November 2024	587	571	+2.8%
December 2024	541	505	+7.1%
January 2025	656	735	-10.7%
February 2025	748	731	+2.3%
March 2025	869	829	+4.8%
April 2025	896	906	-1.1%
May 2025	889	841	+5.7%
June 2025	836	831	+0.6%
July 2025	867	804	+7.8%
12-Month Avg	748	732	+2.2%

Historical Pending Sales by Month

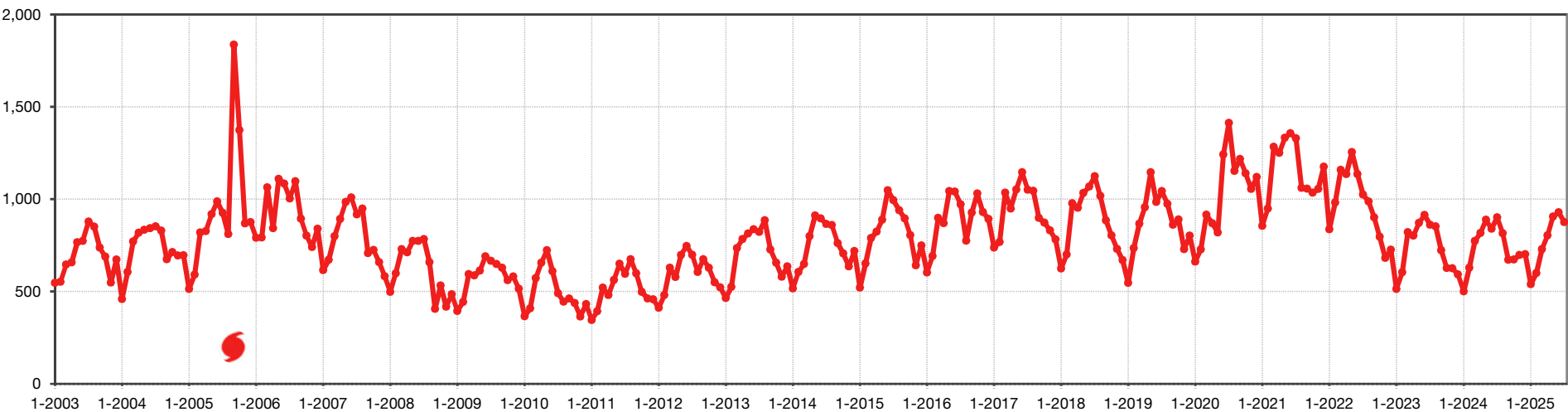


Closed Sales

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



Historical Closed Sales by Month



Days on Market Until Sale

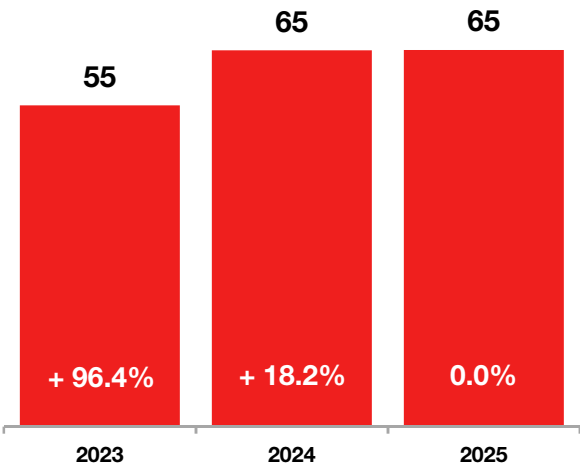
Average number of days between when a property is listed and when an offer is accepted in a given month.



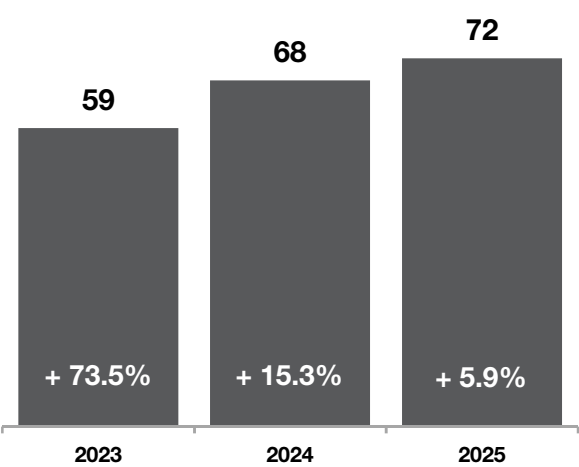
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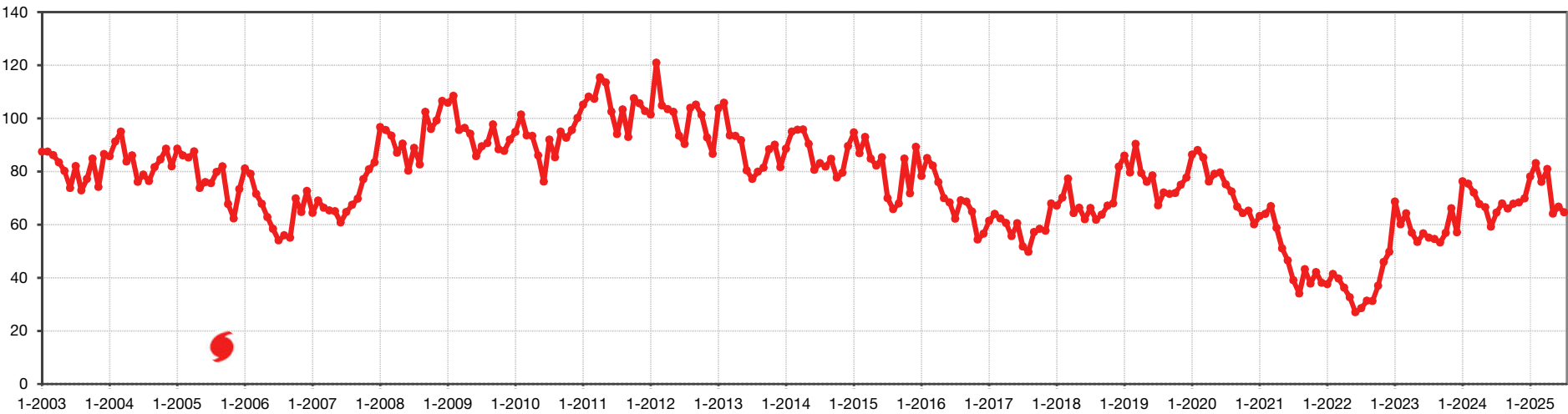
Year to Date



Days on Market		Prior Year	Percent Change
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%
June 2025	67	59	+13.6%
July 2025	65	65	0.0%
12-Month Avg*	71	64	+10.9%

* Average Days on Market of 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

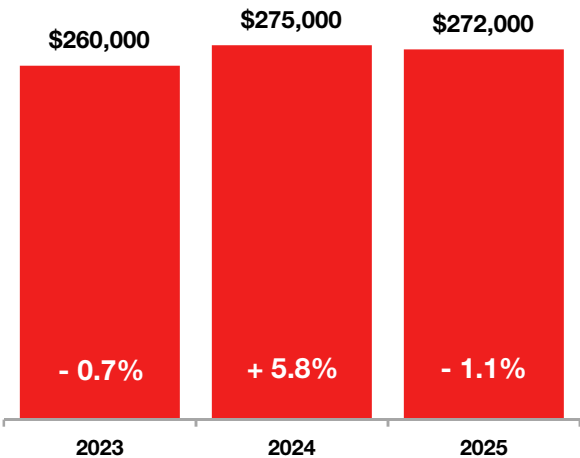
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



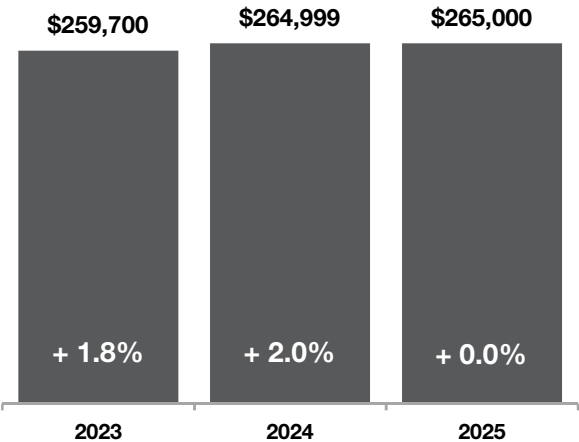
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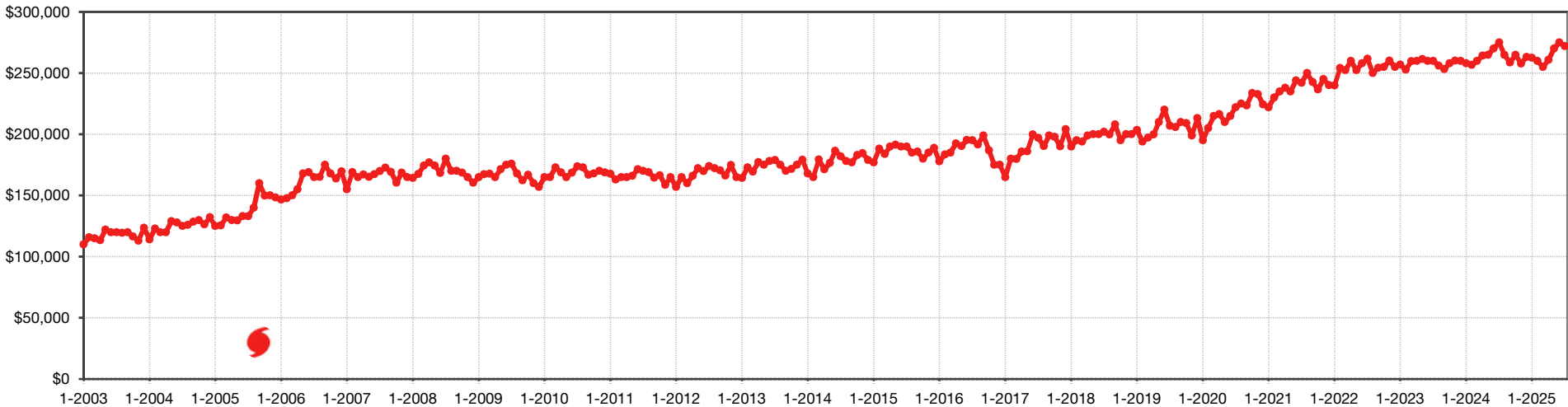
Year to Date



Median Sales Price		Prior Year	Percent Change
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	\$259,900	\$256,811	+1.2%
March 2025	\$255,000	\$260,000	-1.9%
April 2025	\$260,840	\$264,283	-1.3%
May 2025	\$270,000	\$265,000	+1.9%
June 2025	\$275,000	\$270,000	+1.9%
July 2025	\$272,000	\$275,000	-1.1%
12-Month Med*	\$264,900	\$261,900	+1.1%

* Median Sales Price of 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

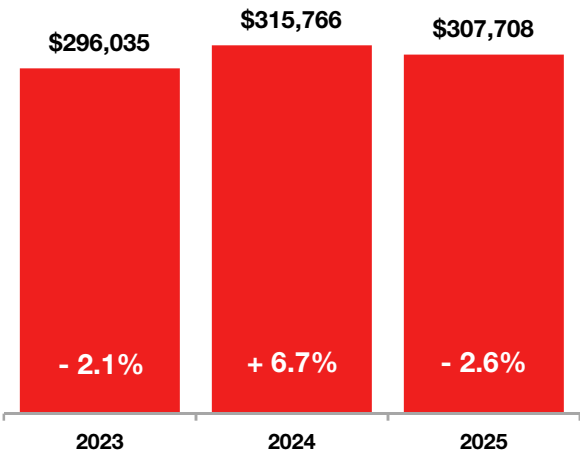
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



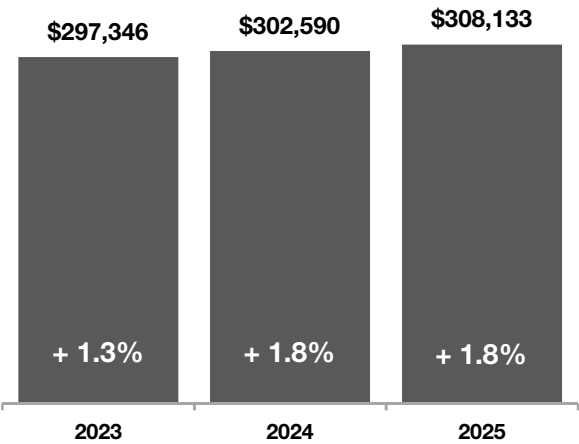
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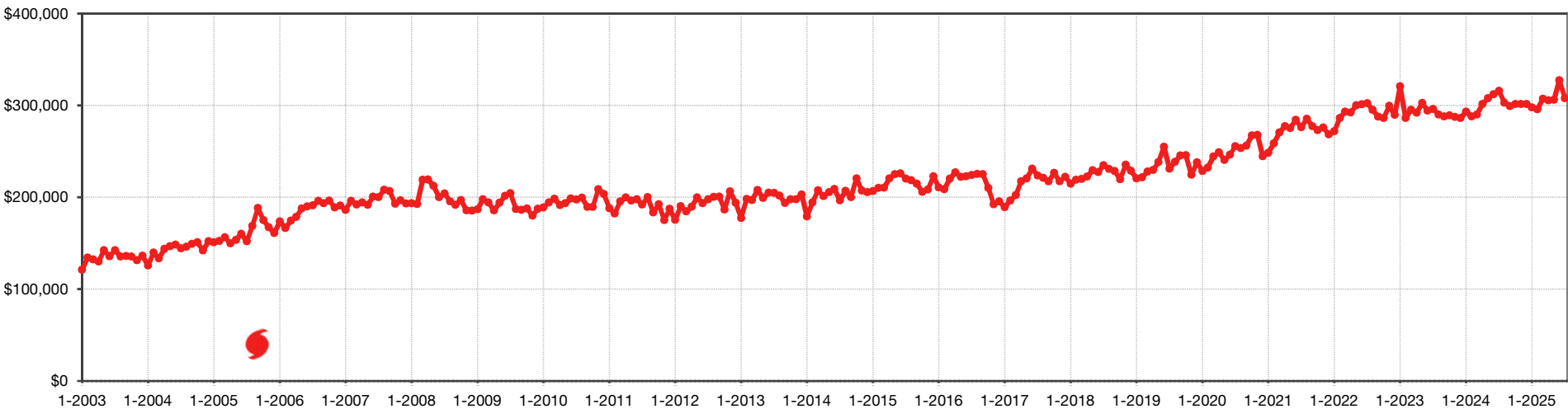
Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$301,503	\$287,405 +4.9%
December 2024	\$301,500	\$286,293 +5.3%
January 2025	\$297,767	\$293,064 +1.6%
February 2025	\$295,670	\$288,053 +2.6%
March 2025	\$307,242	\$289,971 +6.0%
April 2025	\$305,459	\$301,533 +1.3%
May 2025	\$306,239	\$307,807 -0.5%
June 2025	\$327,479	\$312,109 +4.9%
July 2025	\$307,708	\$315,766 -2.6%
12-Month Avg*	\$305,444	\$296,993 +2.8%

* Avg. Sales Price of 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

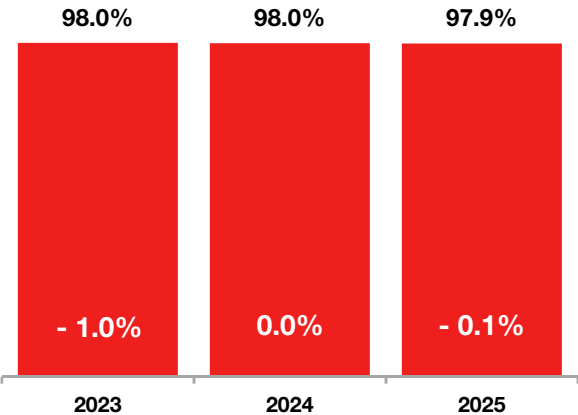
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



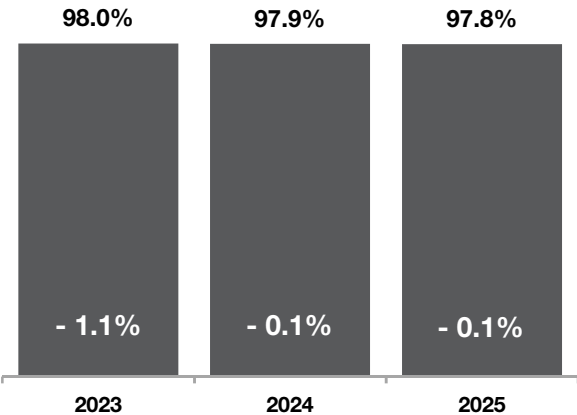
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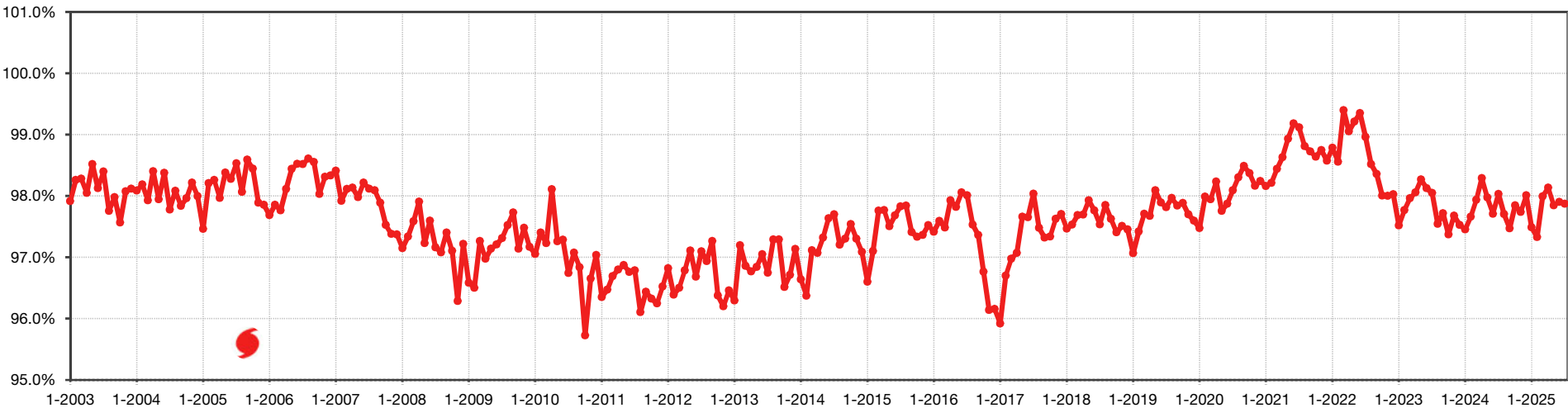
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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%
June 2025	97.9%	97.7%	+0.2%
July 2025	97.9%	98.0%	-0.1%
12-Month Avg*	97.8%	97.8%	0.0%

* Average 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

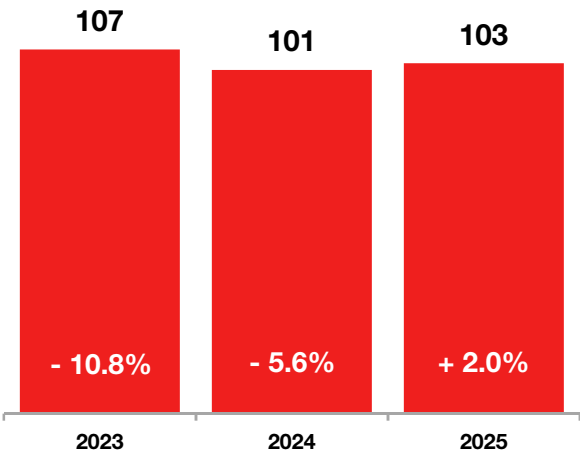
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



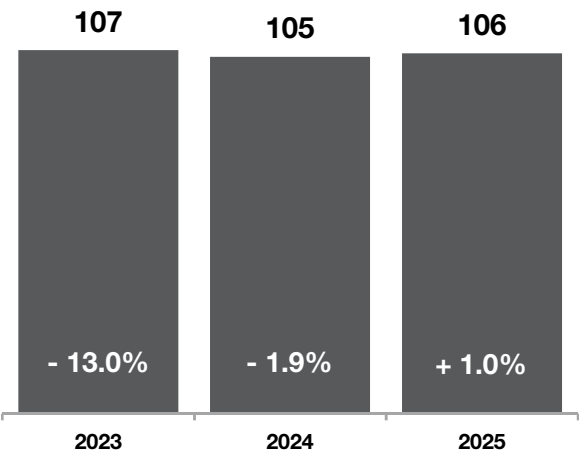
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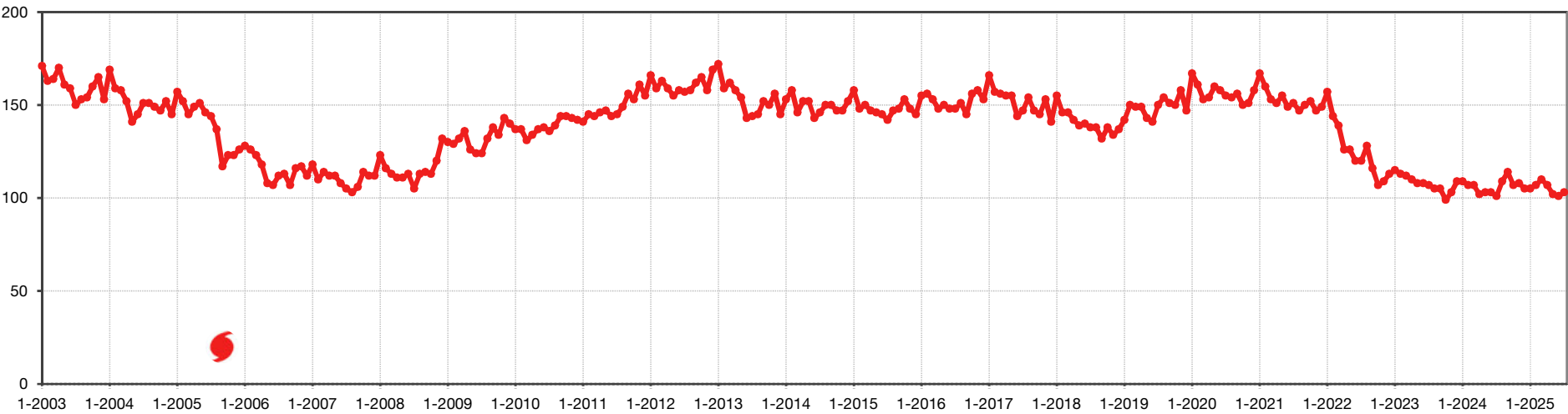


Year to Date



Affordability Index		Prior Year	Percent Change
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%
June 2025	101	103	-1.9%
July 2025	103	101	+2.0%
12-Month Avg	107	104	+2.0%

Historical Housing Affordability Index by Month



Inventory of Homes for Sale

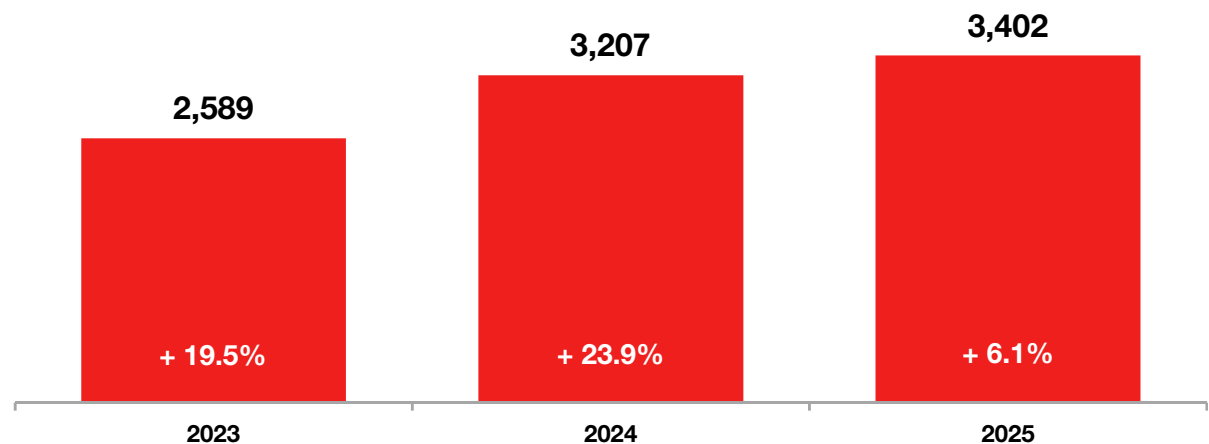
The number of properties available for sale in active status at the end of a given month.



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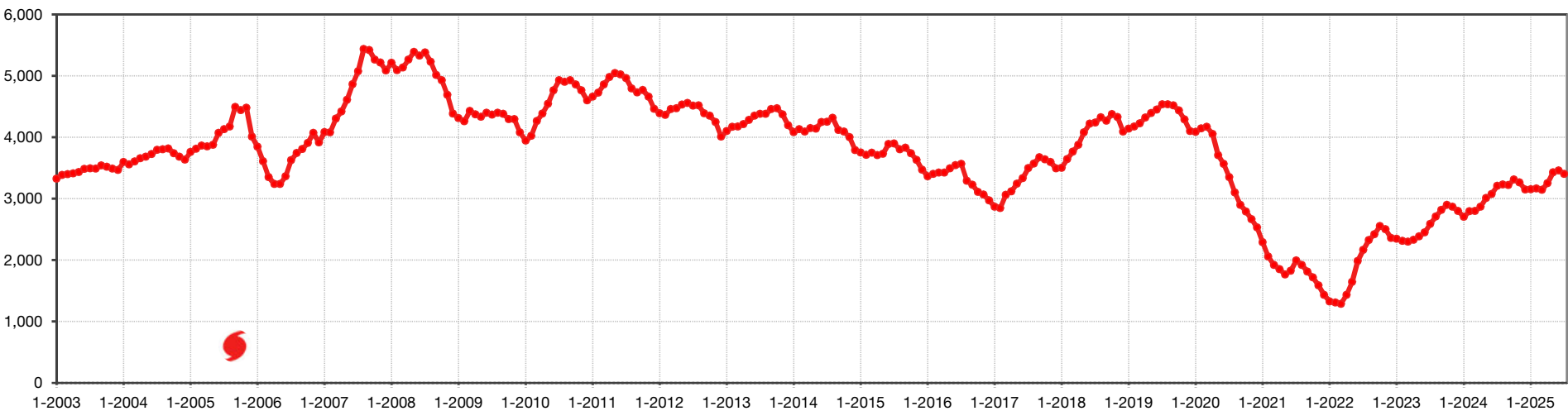


July



Homes for Sale		Prior Year	Percent Change
August 2024	3,228	2,707	+19.2%
September 2024	3,223	2,817	+14.4%
October 2024	3,311	2,896	+14.3%
November 2024	3,262	2,866	+13.8%
December 2024	3,148	2,799	+12.5%
January 2025	3,150	2,705	+16.5%
February 2025	3,166	2,793	+13.4%
March 2025	3,144	2,797	+12.4%
April 2025	3,251	2,867	+13.4%
May 2025	3,429	3,010	+13.9%
June 2025	3,459	3,074	+12.5%
July 2025	3,402	3,207	+6.1%
12-Month Avg*	3,264	2,878	+13.4%

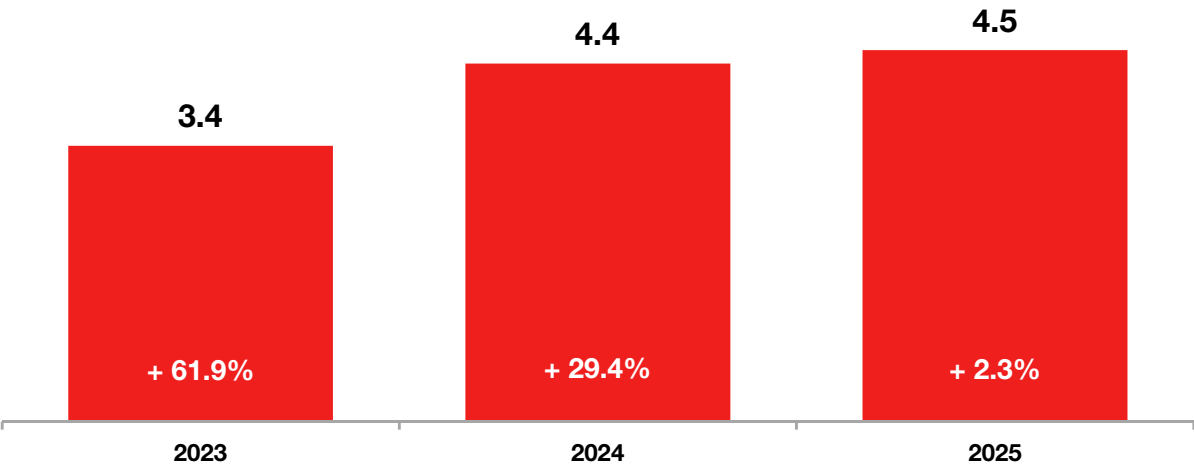
Historical Inventory of Homes for Sale by Month



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	Percent Change
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	4.3	3.8	+13.2%
April 2025	4.4	3.9	+12.8%
May 2025	4.6	4.1	+12.2%
June 2025	4.7	4.2	+11.9%
July 2025	4.5	4.4	+2.3%
12-Month Avg*	4.4	3.9	+12.8%

* 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

