

Monthly Indicators



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 in the New Orleans Metropolitan Association of REALTORS® service area decreased 0.4 percent to 1,877. Pending Sales decreased 4.2 percent to 1,089. Inventory increased 4.3 percent to 5,385.

Median Sales Price decreased 1.4 percent from \$279,000 to \$275,000. Days on Market increased 4.5 percent to 70. Months Supply of Inventory increased 7.3 percent to 5.9.

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.

Monthly Snapshot

- 13.1%

Change in
Closed Sales
All Properties

+ 4.3%

Change in
Homes for Sale
All Properties

- 1.4%

Change in
Median Sales Price
All Properties

Residential activity in Jefferson Parish, Tangipahoa Parish, Orleans Parish, Plaquemines Parish, St. Bernard Parish, St. Charles Parish, St. James Parish, St. John Parish, St. Tammany Parish, and Washington Parish. 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.



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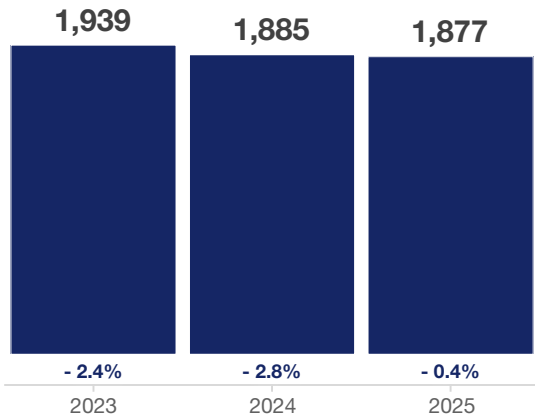
Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,885	1,877	- 0.4%	5,011	4,861	- 3.0%
Pending Sales		1,137	1,089	- 4.2%	2,814	2,762	- 1.8%
Closed Sales		930	808	- 13.1%	2,265	2,179	- 3.8%
Days on Market Until Sale		67	70	+ 4.5%	69	72	+ 4.3%
Median Sales Price		\$279,000	\$275,000	- 1.4%	\$269,900	\$275,000	+ 1.9%
Average Sales Price		\$345,444	\$365,761	+ 5.9%	\$336,961	\$360,397	+ 7.0%
Percent of List Price Received		96.5%	96.6%	+ 0.1%	96.3%	96.6%	+ 0.3%
Housing Affordability Index		100	102	+ 2.0%	103	102	- 1.0%
Inventory of Homes for Sale		5,164	5,385	+ 4.3%	—	—	—
Months Supply of Inventory		5.5	5.9	+ 7.3%	—	—	—

New Listings

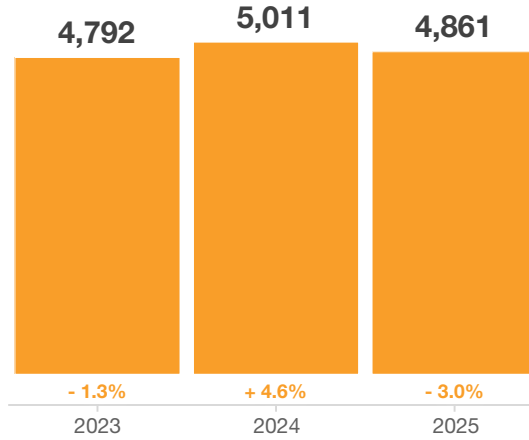
A count of the properties that have been newly listed on the market in a given month.



March

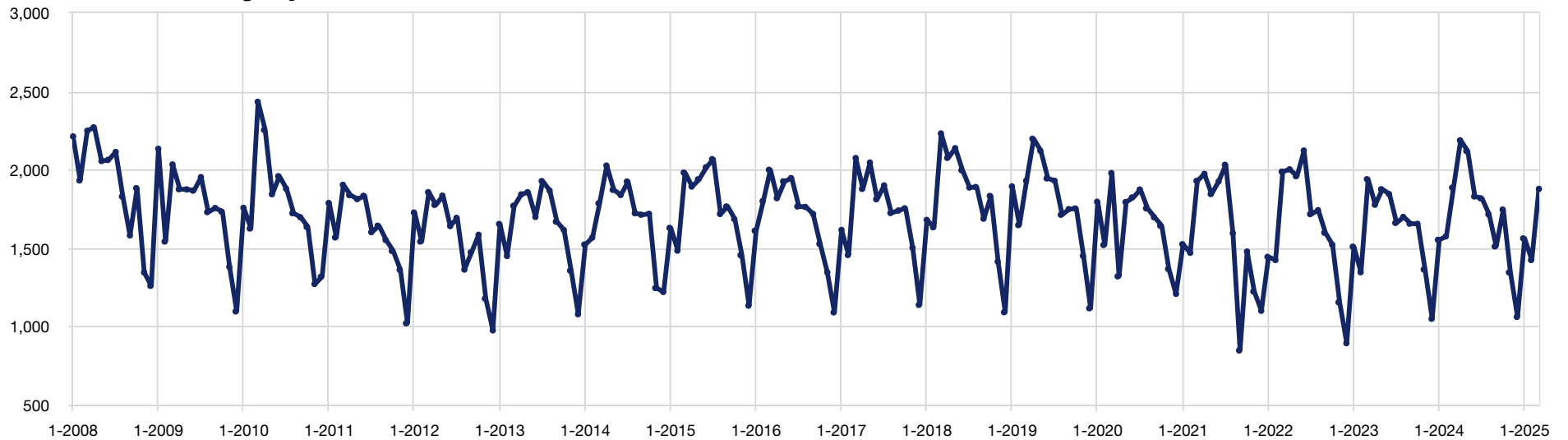


Year to Date



	New Listings	Prior Year	Year-Over-Year Change
Apr-2024	2,187	1,776	+ 23.1%
May-2024	2,119	1,875	+ 13.0%
Jun-2024	1,829	1,844	- 0.8%
Jul-2024	1,817	1,660	+ 9.5%
Aug-2024	1,715	1,698	+ 1.0%
Sep-2024	1,510	1,655	- 8.8%
Oct-2024	1,745	1,654	+ 5.5%
Nov-2024	1,344	1,363	- 1.4%
Dec-2024	1,060	1,048	+ 1.1%
Jan-2025	1,561	1,552	+ 0.6%
Feb-2025	1,423	1,574	- 9.6%
Mar-2025	1,877	1,885	- 0.4%
12-Month Avg	1,682	1,632	+ 3.1%

Historical New Listings by Month

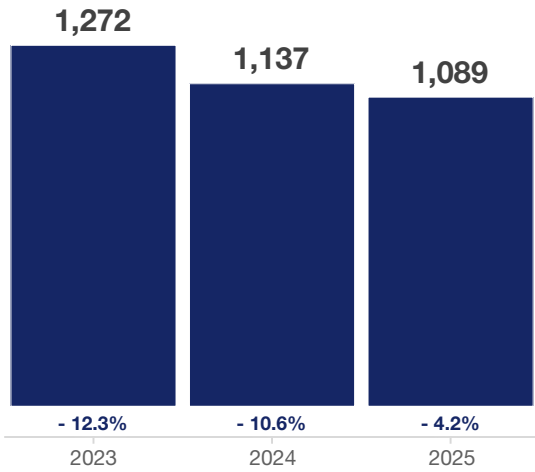


Pending Sales

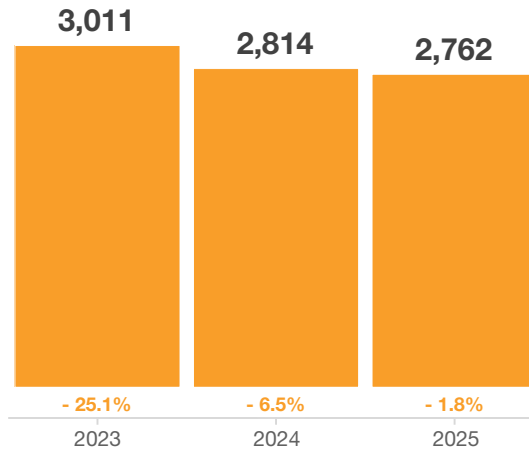
A count of the properties on which offers have been accepted in a given month.



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Year to Date



	Pending Sales	Prior Year	Year-Over-Year Change
Apr-2024	1,143	1,119	+ 2.1%
May-2024	1,043	1,169	- 10.8%
Jun-2024	980	1,099	- 10.8%
Jul-2024	922	1,016	- 9.3%
Aug-2024	962	996	- 3.4%
Sep-2024	737	847	- 13.0%
Oct-2024	950	829	+ 14.6%
Nov-2024	766	709	+ 8.0%
Dec-2024	687	634	+ 8.4%
Jan-2025	794	831	- 4.5%
Feb-2025	879	846	+ 3.9%
Mar-2025	1,089	1,137	- 4.2%
12-Month Avg	913	936	- 2.5%

Historical Pending Sales by Month

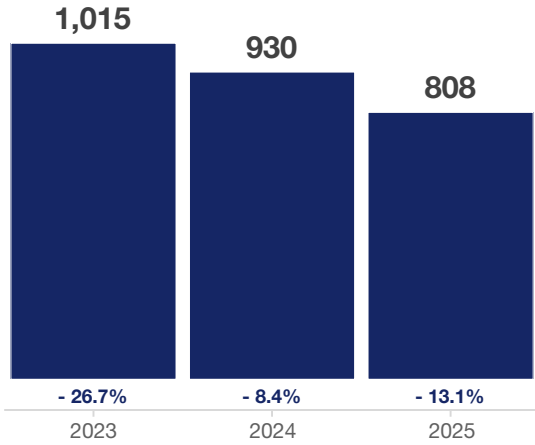


Closed Sales

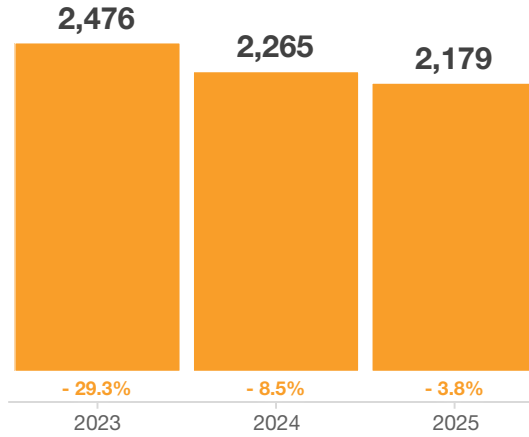
A count of the actual sales that closed in a given month.



March

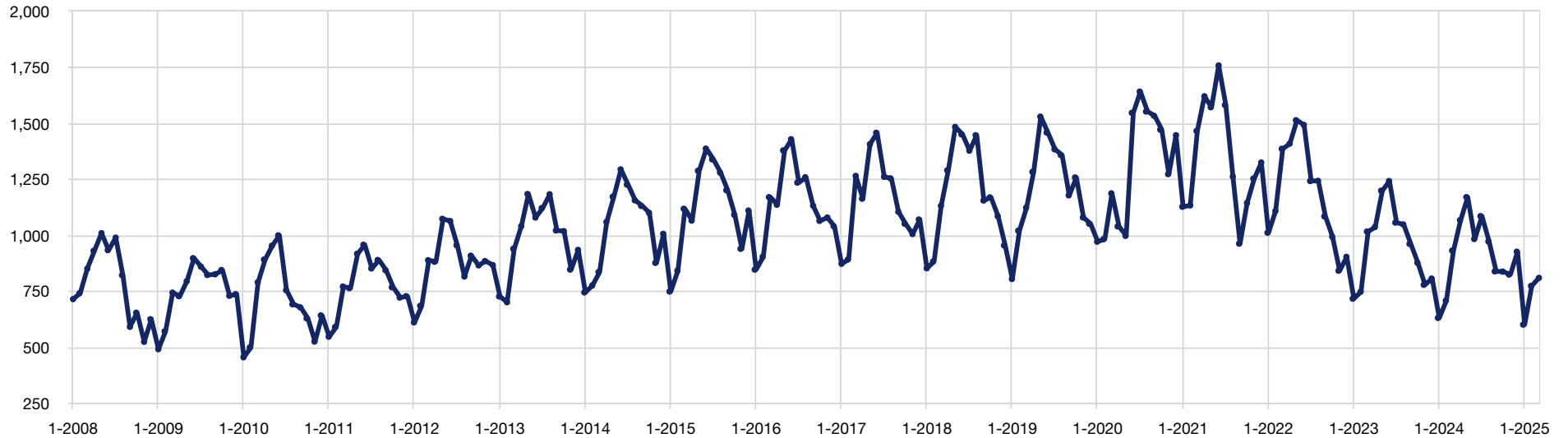


Year to Date



	Closed Sales	Prior Year	Year-Over-Year Change
Apr-2024	1,066	1,035	+ 3.0%
May-2024	1,169	1,198	- 2.4%
Jun-2024	982	1,241	- 20.9%
Jul-2024	1,084	1,055	+ 2.7%
Aug-2024	971	1,047	- 7.3%
Sep-2024	837	960	- 12.8%
Oct-2024	836	875	- 4.5%
Nov-2024	823	777	+ 5.9%
Dec-2024	925	805	+ 14.9%
Jan-2025	599	629	- 4.8%
Feb-2025	772	706	+ 9.3%
Mar-2025	808	930	- 13.1%
12-Month Avg	906	938	- 3.4%

Historical Closed Sales by Month



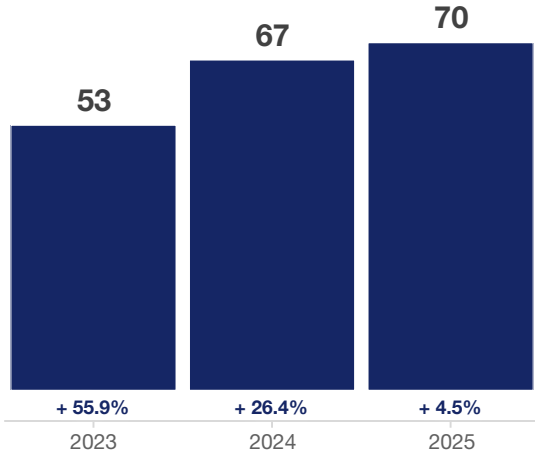
Days on Market Until Sale

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

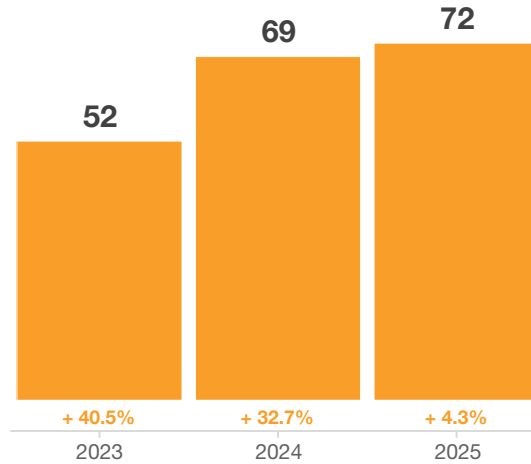


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March



Year to Date



Days on Market	Prior Year	Year-Over-Year Change
Apr-2024	49	+ 28.6%
May-2024	46	+ 30.4%
Jun-2024	47	+ 6.4%
Jul-2024	45	+ 20.0%
Aug-2024	48	+ 37.5%
Sep-2024	53	+ 7.5%
Oct-2024	53	+ 15.1%
Nov-2024	57	+ 12.3%
Dec-2024	58	+ 15.5%
Jan-2025	70	+ 1.4%
Feb-2025	72	+ 2.8%
Mar-2025	67	+ 4.5%
12-Month Avg*	62	+ 15.8%

* Days on Market for 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

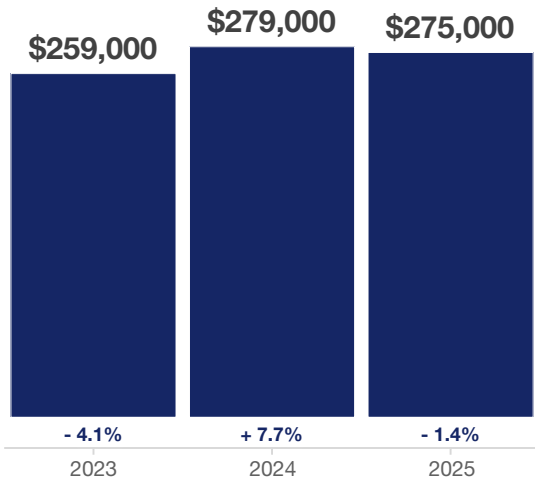


Median Sales Price

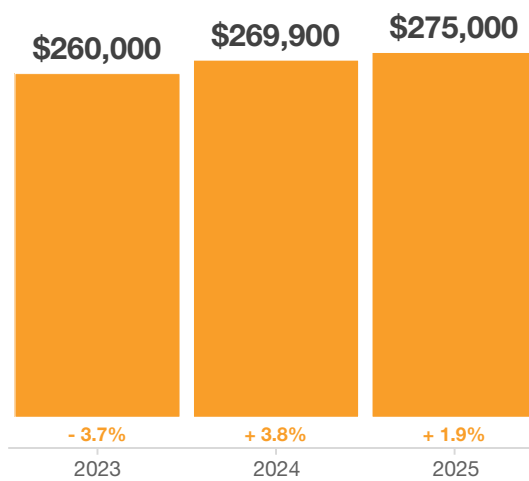
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



Year to Date



	Median Sales Price	Prior Year	Year-Over-Year Change
Apr-2024	\$274,320	\$269,000	+ 2.0%
May-2024	\$280,000	\$280,225	- 0.1%
Jun-2024	\$285,000	\$285,000	0.0%
Jul-2024	\$275,078	\$275,000	+ 0.0%
Aug-2024	\$265,000	\$269,500	- 1.7%
Sep-2024	\$274,900	\$265,000	+ 3.7%
Oct-2024	\$270,000	\$263,000	+ 2.7%
Nov-2024	\$265,000	\$257,975	+ 2.7%
Dec-2024	\$279,665	\$260,000	+ 7.6%
Jan-2025	\$278,000	\$255,000	+ 9.0%
Feb-2025	\$275,000	\$270,000	+ 1.9%
Mar-2025	\$275,000	\$279,000	- 1.4%
12-Month Avg*	\$275,000	\$270,000	+ 1.9%

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

Historical Median Sales Price by Month

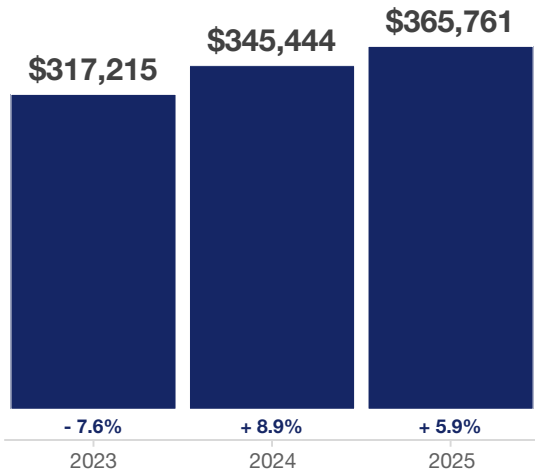


Average Sales Price

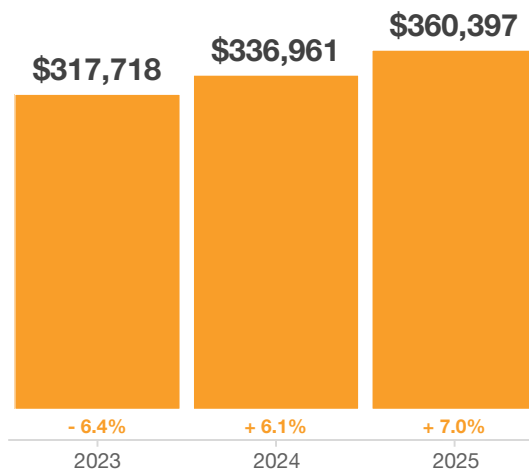
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



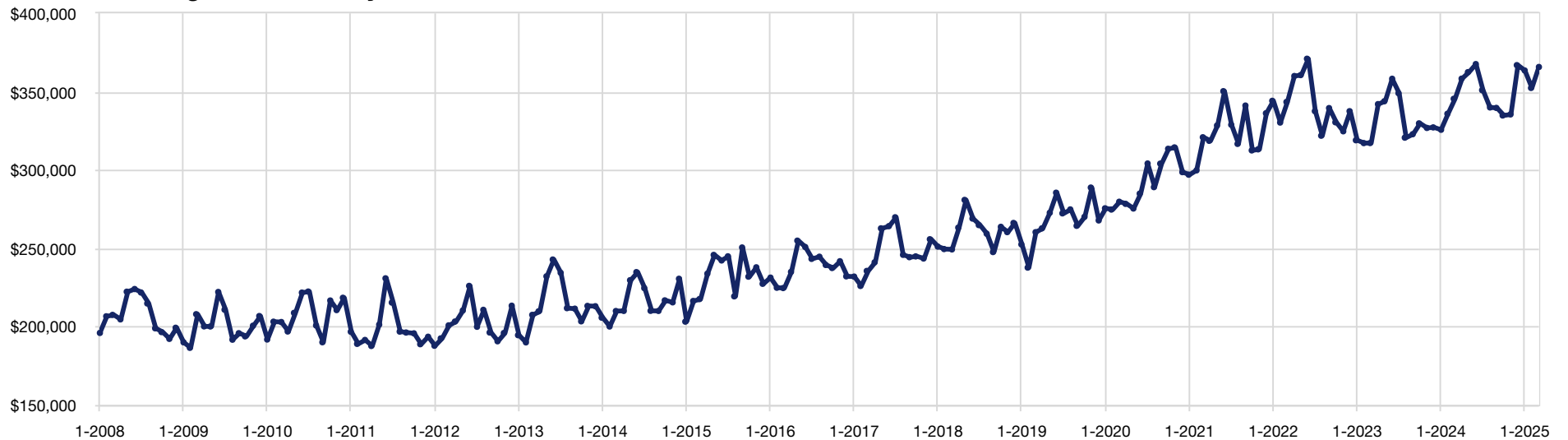
Year to Date



	Avg. Sales Price	Prior Year	Year-Over-Year Change
Apr-2024	\$358,296	\$342,047	+ 4.8%
May-2024	\$362,459	\$343,879	+ 5.4%
Jun-2024	\$367,612	\$358,236	+ 2.6%
Jul-2024	\$350,973	\$349,022	+ 0.6%
Aug-2024	\$339,951	\$320,659	+ 6.0%
Sep-2024	\$339,638	\$322,852	+ 5.2%
Oct-2024	\$334,816	\$329,766	+ 1.5%
Nov-2024	\$335,499	\$326,863	+ 2.6%
Dec-2024	\$366,932	\$327,199	+ 12.1%
Jan-2025	\$363,519	\$325,699	+ 11.6%
Feb-2025	\$352,386	\$335,898	+ 4.9%
Mar-2025	\$365,761	\$345,444	+ 5.9%
12-Month Avg*	\$353,410	\$336,969	+ 4.9%

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

Historical Average Sales Price by Month

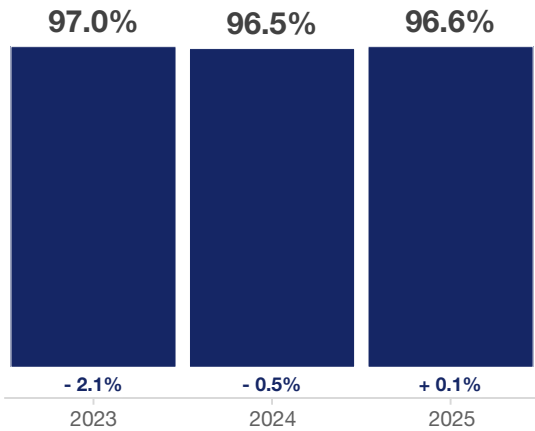


Percent of List Price Received

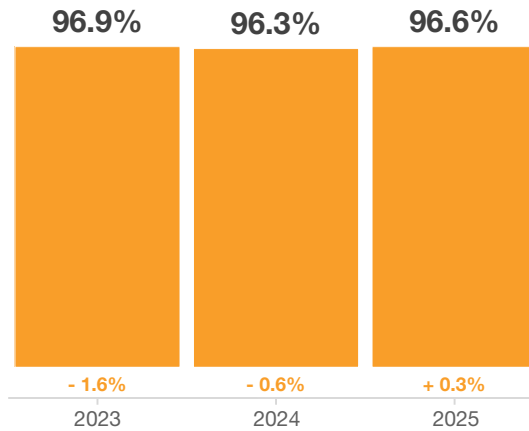
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



Year to Date



	Pct. of List Price Received	Prior Year	Year-Over-Year Change
Apr-2024	97.0%	97.0%	0.0%
May-2024	96.7%	97.1%	- 0.4%
Jun-2024	96.9%	97.1%	- 0.2%
Jul-2024	97.0%	97.6%	- 0.6%
Aug-2024	96.3%	97.2%	- 0.9%
Sep-2024	96.5%	96.9%	- 0.4%
Oct-2024	96.7%	96.8%	- 0.1%
Nov-2024	96.3%	96.4%	- 0.1%
Dec-2024	96.5%	96.4%	+ 0.1%
Jan-2025	96.9%	95.9%	+ 1.0%
Feb-2025	96.4%	96.4%	0.0%
Mar-2025	96.6%	96.5%	+ 0.1%
12-Month Avg*	96.7%	96.8%	- 0.2%

* 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

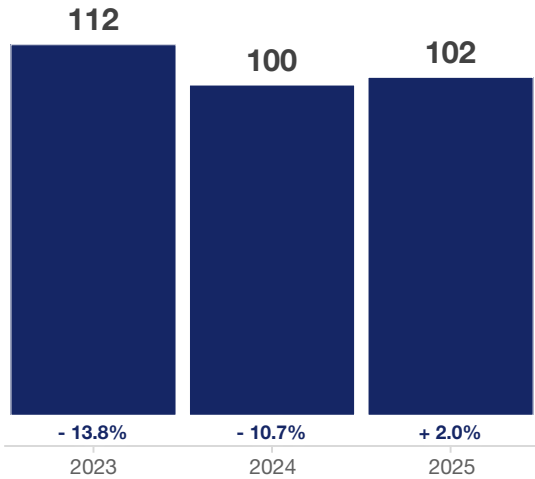


Housing Affordability Index

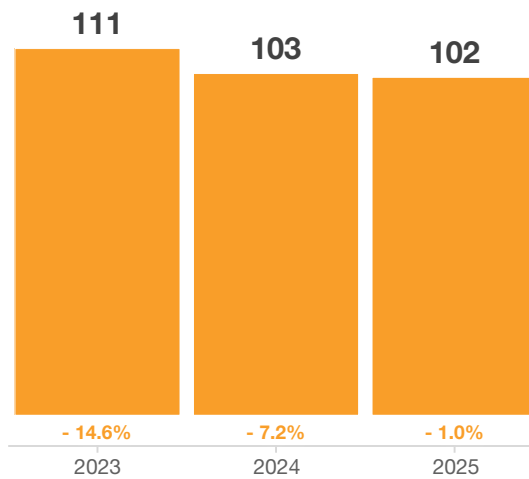
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March



Year to Date



	Affordability Index	Prior Year	Year-Over-Year Change
Apr-2024	98	107	-8.4%
May-2024	97	101	-4.0%
Jun-2024	97	98	-1.0%
Jul-2024	101	101	0.0%
Aug-2024	109	100	+9.0%
Sep-2024	108	101	+6.9%
Oct-2024	105	97	+8.2%
Nov-2024	105	103	+1.9%
Dec-2024	99	109	-9.2%
Jan-2025	99	110	-10.0%
Feb-2025	101	102	-1.0%
Mar-2025	102	100	+2.0%
12-Month Avg	102	102	0.0%

Historical Housing Affordability Index by Month

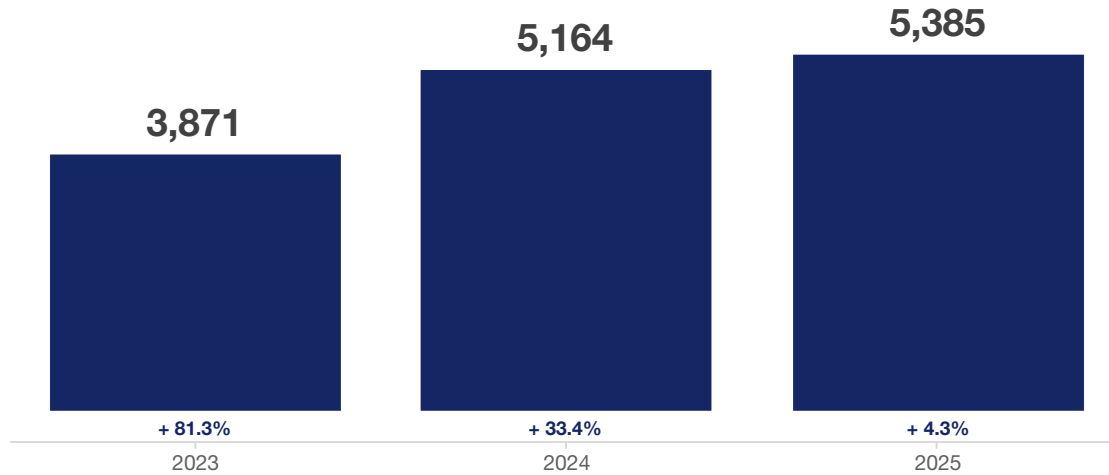


Inventory of Homes for Sale

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



March



	Homes for Sale	Prior Year	Year-Over-Year Change
Apr-2024	5,551	4,137	+ 34.2%
May-2024	5,736	4,357	+ 31.7%
Jun-2024	5,911	4,554	+ 29.8%
Jul-2024	6,078	4,612	+ 31.8%
Aug-2024	6,032	4,759	+ 26.7%
Sep-2024	6,076	4,929	+ 23.3%
Oct-2024	6,008	5,075	+ 18.4%
Nov-2024	5,837	5,096	+ 14.5%
Dec-2024	5,378	4,883	+ 10.1%
Jan-2025	5,378	4,922	+ 9.3%
Feb-2025	5,294	5,044	+ 5.0%
Mar-2025	5,385	5,164	+ 4.3%
12-Month Avg	5,722	4,794	+ 19.4%

Historical Inventory of Homes for Sale by Month

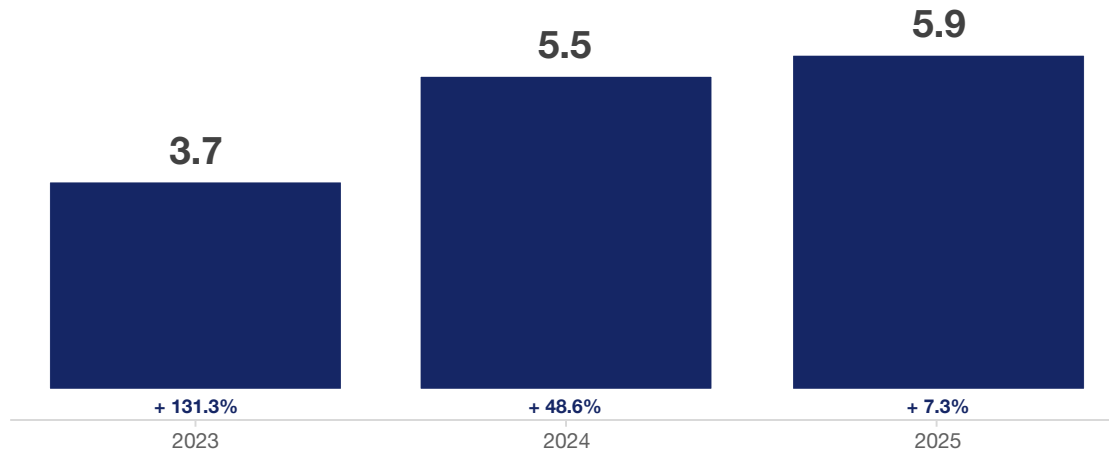


Months Supply of Inventory

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.



March



	Months Supply	Prior Year	Year-Over-Year Change
Apr-2024	5.9	4.0	+ 47.5%
May-2024	6.2	4.3	+ 44.2%
Jun-2024	6.4	4.6	+ 39.1%
Jul-2024	6.7	4.7	+ 42.6%
Aug-2024	6.7	4.9	+ 36.7%
Sep-2024	6.8	5.1	+ 33.3%
Oct-2024	6.6	5.3	+ 24.5%
Nov-2024	6.4	5.3	+ 20.8%
Dec-2024	5.9	5.1	+ 15.7%
Jan-2025	5.9	5.2	+ 13.5%
Feb-2025	5.8	5.3	+ 9.4%
Mar-2025	5.9	5.5	+ 7.3%
12-Month Avg*	6.3	4.9	+ 26.6%

* 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

