Local Market Update for September 2025

A Research Tool Provided by Longleaf Pine REALTORS®



Cumberland County

Single Family - Existing		September			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change	
New Listings	328	341	+ 4.0%	3,542	3,467	- 2.1%	
Pending Sales	271	236	- 12.9%	2,834	2,409	- 15.0%	
Closed Sales	249	240	- 3.6%	2,752	2,251	- 18.2%	
Days on Market Until Sale	28	42	+ 50.0%	26	37	+ 42.3%	
Median Sales Price*	\$242,000	\$248,250	+ 2.6%	\$242,369	\$255,000	+ 5.2%	
Average Sales Price*	\$267,973	\$266,753	- 0.5%	\$261,520	\$273,798	+ 4.7%	
Percent of List Price Received*	98.7%	98.3%	- 0.4%	98.9%	98.5%	- 0.4%	

Single Family - New Construction	September			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	90	40	- 55.6%	713	629	- 11.8%
Pending Sales	48	39	- 18.8%	455	530	+ 16.5%
Closed Sales	47	55	+ 17.0%	426	527	+ 23.7%
Days on Market Until Sale	88	116	+ 31.8%	82	101	+ 23.2%
Median Sales Price*	\$344,100	\$349,900	+ 1.7%	\$365,120	\$349,900	- 4.2%
Average Sales Price*	\$361,423	\$385,367	+ 6.6%	\$377,871	\$371,370	- 1.7%
Percent of List Price Received*	99.9%	100.6%	+ 0.7%	100.0%	100.0%	0.0%

Townhouse/Condo	September			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change	
New Listings	36	41	+ 13.9%	338	346	+ 2.4%	
Pending Sales	19	33	+ 73.7%	227	238	+ 4.8%	
Closed Sales	21	19	- 9.5%	223	215	- 3.6%	
Days on Market Until Sale	51	58	+ 13.7%	38	64	+ 68.4%	
Median Sales Price*	\$176,000	\$149,000	- 15.3%	\$160,000	\$155,000	- 3.1%	
Average Sales Price*	\$196,188	\$160,705	- 18.1%	\$179,295	\$165,446	- 7.7%	
Percent of List Price Received*	97.9%	98.0%	+ 0.1%	97.6%	96.9%	- 0.7%	

^{*} Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price by Property Type

Rolling 12-Month Calculation

