

## Local Market Update for March 2024

A Research Tool Provided by Longleaf Pine REALTORS®



# Cumberland County

### Single Family - Existing

Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	462	430	- 6.9%	1,167	1,214	+ 4.0%
Pending Sales	410	422	+ 2.9%	1,076	1,094	+ 1.7%
Closed Sales	361	327	- 9.4%	969	829	- 14.4%
Days on Market Until Sale	20	30	+ 50.0%	23	32	+ 39.1%
Median Sales Price*	\$210,000	\$240,000	+ 14.3%	\$210,000	\$232,950	+ 10.9%
Average Sales Price*	\$227,718	\$242,505	+ 6.5%	\$227,110	\$240,978	+ 6.1%
Percent of List Price Received*	99.5%	98.7%	- 0.8%	99.1%	98.6%	- 0.5%

### Single Family - New Construction

Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	72	54	- 25.0%	198	257	+ 29.8%
Pending Sales	79	69	- 12.7%	197	211	+ 7.1%
Closed Sales	54	43	- 20.4%	133	143	+ 7.5%
Days on Market Until Sale	105	50	- 52.4%	88	62	- 29.5%
Median Sales Price*	\$331,200	\$368,500	+ 11.3%	\$329,900	\$366,370	+ 11.1%
Average Sales Price*	\$339,266	\$380,045	+ 12.0%	\$342,890	\$372,546	+ 8.6%
Percent of List Price Received*	99.7%	100.3%	+ 0.6%	99.9%	100.1%	+ 0.2%

### Townhouse/Condo

Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	47	42	- 10.6%	94	108	+ 14.9%
Pending Sales	35	32	- 8.6%	83	84	+ 1.2%
Closed Sales	19	28	+ 47.4%	75	71	- 5.3%
Days on Market Until Sale	12	44	+ 266.7%	16	37	+ 131.3%
Median Sales Price*	\$150,000	\$170,000	+ 13.3%	\$130,000	\$165,000	+ 26.9%
Average Sales Price*	\$148,611	\$180,482	+ 21.4%	\$146,462	\$175,436	+ 19.8%
Percent of List Price Received*	101.2%	99.1%	- 2.1%	100.7%	98.3%	- 2.4%

\* 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

