

## Local Market Update for December 2025

A Research Tool Provided by Longleaf Pine REALTORS®



# Cumberland County

### Single Family - Existing

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	244	225	- 7.8%	4,497	4,391	- 2.4%
Pending Sales	197	205	+ 4.1%	3,514	3,054	- 13.1%
Closed Sales	249	207	- 16.9%	3,533	2,942	- 16.7%
Days on Market Until Sale	31	47	+ 51.6%	27	39	+ 44.4%
Median Sales Price*	\$240,000	\$250,000	+ 4.2%	\$242,000	\$250,000	+ 3.3%
Average Sales Price*	\$252,555	\$259,178	+ 2.6%	\$259,425	\$270,461	+ 4.3%
Percent of List Price Received*	98.0%	98.2%	+ 0.2%	98.8%	98.4%	- 0.4%

### Single Family - New Construction

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	87	61	- 29.9%	922	818	- 11.3%
Pending Sales	47	33	- 29.8%	602	637	+ 5.8%
Closed Sales	51	48	- 5.9%	593	668	+ 12.6%
Days on Market Until Sale	88	114	+ 29.5%	85	103	+ 21.2%
Median Sales Price*	\$374,950	\$377,450	+ 0.7%	\$364,950	\$349,950	- 4.1%
Average Sales Price*	\$383,318	\$403,587	+ 5.3%	\$376,240	\$374,463	- 0.5%
Percent of List Price Received*	100.4%	100.3%	- 0.1%	100.0%	100.0%	0.0%

### Townhouse/Condo

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	20	20	0.0%	432	448	+ 3.7%
Pending Sales	15	18	+ 20.0%	278	300	+ 7.9%
Closed Sales	23	23	0.0%	283	287	+ 1.4%
Days on Market Until Sale	49	45	- 8.2%	40	62	+ 55.0%
Median Sales Price*	\$155,500	\$153,500	- 1.3%	\$160,000	\$160,000	0.0%
Average Sales Price*	\$157,717	\$177,870	+ 12.8%	\$177,267	\$173,940	- 1.9%
Percent of List Price Received*	97.2%	98.0%	+ 0.8%	97.6%	97.2%	- 0.4%

\* 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

