

Local Market Update for April 2022

A Research Tool Provided by Longleaf Pine REALTORS®



Cumberland County

Single Family - Existing

| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 4-2021 | Thru 4-2022 | Percent Change |
| New Listings | 636 | 541 | - 14.9% | 1,994 | 1,999 | + 0.3% |
| Pending Sales | 522 | 525 | + 0.6% | 1,849 | 1,886 | + 2.0% |
| Closed Sales | 466 | 465 | - 0.2% | 1,596 | 1,769 | + 10.8% |
| Days on Market Until Sale | 17 | 11 | - 35.3% | 22 | 16 | - 27.3% |
| Median Sales Price* | \$176,060 | \$200,000 | + 13.6% | \$172,000 | \$192,500 | + 11.9% |
| Average Sales Price* | \$196,050 | \$222,181 | + 13.3% | \$188,721 | \$216,515 | + 14.7% |
| Percent of List Price Received* | 100.1% | 102.9% | + 2.8% | 99.7% | 101.5% | + 1.8% |

Single Family - New Construction

| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 4-2021 | Thru 4-2022 | Percent Change |
| New Listings | 52 | 54 | + 3.8% | 244 | 186 | - 23.8% |
| Pending Sales | 56 | 38 | - 32.1% | 229 | 182 | - 20.5% |
| Closed Sales | 39 | 48 | + 23.1% | 140 | 147 | + 5.0% |
| Days on Market Until Sale | 33 | 26 | - 21.2% | 36 | 37 | + 2.8% |
| Median Sales Price* | \$277,202 | \$322,997 | + 16.5% | \$289,475 | \$316,500 | + 9.3% |
| Average Sales Price* | \$304,919 | \$335,486 | + 10.0% | \$298,140 | \$322,812 | + 8.3% |
| Percent of List Price Received* | 100.8% | 100.2% | - 0.6% | 100.2% | 100.2% | 0.0% |

Townhouse/Condo

| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 4-2021 | Thru 4-2022 | Percent Change |
| New Listings | 43 | 49 | + 14.0% | 144 | 183 | + 27.1% |
| Pending Sales | 43 | 39 | - 9.3% | 132 | 173 | + 31.1% |
| Closed Sales | 27 | 35 | + 29.6% | 119 | 161 | + 35.3% |
| Days on Market Until Sale | 7 | 13 | + 85.7% | 16 | 19 | + 18.8% |
| Median Sales Price* | \$102,000 | \$130,000 | + 27.5% | \$90,000 | \$122,000 | + 35.6% |
| Average Sales Price* | \$116,307 | \$146,136 | + 25.6% | \$108,660 | \$137,831 | + 26.8% |
| Percent of List Price Received* | 101.5% | 101.0% | - 0.5% | 99.5% | 100.6% | + 1.1% |

* 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

