

Local Market Update for September 2024

A Research Tool Provided by Longleaf Pine REALTORS®



Cumberland County

Single Family - Existing

| Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 9-2023 | Thru 9-2024 | Percent Change |
| New Listings | 676 | 362 | - 46.4% | 4,462 | 3,890 | - 12.8% |
| Pending Sales | 412 | 312 | - 24.3% | 3,396 | 3,101 | - 8.7% |
| Closed Sales | 357 | 263 | - 26.3% | 3,264 | 2,949 | - 9.7% |
| Days on Market Until Sale | 17 | 28 | + 64.7% | 20 | 27 | + 35.0% |
| Median Sales Price* | \$229,000 | \$240,000 | + 4.8% | \$225,000 | \$240,500 | + 6.9% |
| Average Sales Price* | \$237,128 | \$265,202 | + 11.8% | \$240,700 | \$259,040 | + 7.6% |
| Percent of List Price Received* | 99.7% | 98.4% | - 1.3% | 99.9% | 98.8% | - 1.1% |

Single Family - New Construction

| Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 9-2023 | Thru 9-2024 | Percent Change |
| New Listings | 220 | 121 | - 45.0% | 850 | 820 | - 3.5% |
| Pending Sales | 41 | 56 | + 36.6% | 509 | 555 | + 9.0% |
| Closed Sales | 31 | 53 | + 71.0% | 463 | 512 | + 10.6% |
| Days on Market Until Sale | 43 | 78 | + 81.4% | 90 | 68 | - 24.4% |
| Median Sales Price* | \$370,000 | \$343,500 | - 7.2% | \$342,000 | \$362,240 | + 5.9% |
| Average Sales Price* | \$367,727 | \$357,276 | - 2.8% | \$358,732 | \$371,247 | + 3.5% |
| Percent of List Price Received* | 100.3% | 99.9% | - 0.4% | 99.9% | 100.0% | + 0.1% |

Townhouse/Condo

| Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 9-2023 | Thru 9-2024 | Percent Change |
| New Listings | 36 | 38 | + 5.6% | 331 | 367 | + 10.9% |
| Pending Sales | 26 | 23 | - 11.5% | 239 | 248 | + 3.8% |
| Closed Sales | 32 | 22 | - 31.3% | 242 | 241 | - 0.4% |
| Days on Market Until Sale | 27 | 49 | + 81.5% | 17 | 37 | + 117.6% |
| Median Sales Price* | \$136,500 | \$169,000 | + 23.8% | \$145,000 | \$160,000 | + 10.3% |
| Average Sales Price* | \$143,625 | \$193,839 | + 35.0% | \$153,922 | \$178,837 | + 16.2% |
| Percent of List Price Received* | 100.9% | 97.9% | - 3.0% | 101.5% | 97.7% | - 3.7% |

* 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

