

# Local Market Update for July 2025

A Research Tool Provided by Longleaf Pine REALTORS®



## Cumberland County

Single Family - Existing	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	395	409	+ 3.5%	2,849	2,745	- 3.7%
Pending Sales	292	319	+ 9.2%	2,303	1,913	- 16.9%
Closed Sales	355	265	- 25.4%	2,202	1,709	- 22.4%
Days on Market Until Sale	23	31	+ 34.8%	25	37	+ 48.0%
Median Sales Price*	\$247,000	\$270,000	+ 9.3%	\$242,000	\$255,000	+ 5.4%
Average Sales Price*	\$269,900	\$292,705	+ 8.4%	\$259,498	\$273,313	+ 5.3%
Percent of List Price Received*	99.1%	97.8%	- 1.3%	99.0%	98.4%	- 0.6%

Single Family - New Construction	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	88	57	- 35.2%	560	517	- 7.7%
Pending Sales	51	48	- 5.9%	364	431	+ 18.4%
Closed Sales	38	49	+ 28.9%	322	393	+ 22.0%
Days on Market Until Sale	89	87	- 2.2%	82	102	+ 24.4%
Median Sales Price*	\$364,950	\$349,950	- 4.1%	\$369,950	\$349,950	- 5.4%
Average Sales Price*	\$373,091	\$374,001	+ 0.2%	\$383,844	\$369,370	- 3.8%
Percent of List Price Received*	99.7%	99.8%	+ 0.1%	100.0%	99.9%	- 0.1%

Townhouse/Condo	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	35	30	- 14.3%	258	263	+ 1.9%
Pending Sales	27	25	- 7.4%	184	187	+ 1.6%
Closed Sales	31	26	- 16.1%	179	164	- 8.4%
Days on Market Until Sale	50	51	+ 2.0%	37	64	+ 73.0%
Median Sales Price*	\$160,000	\$165,250	+ 3.3%	\$160,000	\$155,000	- 3.1%
Average Sales Price*	\$168,752	\$179,358	+ 6.3%	\$174,570	\$162,426	- 7.0%
Percent of List Price Received*	97.5%	98.0%	+ 0.5%	97.7%	96.6%	- 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

