

Monthly Indicators



May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

- Single Family - Existing Homes Closed Sales were down 21.5 percent to 489.
- Single Family - New Construction Closed Sales were up 0.0 percent to 201.
- Townhouse/Condo Closed Sales were down 20.8 percent to 38.
- Single Family - Existing Homes Median Sales Price increased 3.5 percent to \$275,900.
- Single Family - New Construction Median Sales Price increased 3.9 percent to \$354,900.
- Townhouse/Condo Median Sales Price decreased 4.2 percent to \$169,500.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

Quick Facts

- 16.5%	+ 5.2%	+ 23.2%
One-Year Change in Closed Sales All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Homes for Sale All Properties

Residential real estate activity in the Longleaf Pine service area only comprised of single family properties, townhouses and condominiums combined. Percent changes are calculated using rounded figures.

Single Family - Existing Market Overview	2
Single Family - New Construction Market Overview	3
Townhouse/Condo Market Overview	4
New Listings	5
Pending Sales	6
Closed Sales	7
Days on Market Until Sale	8
Median Sales Price	9
Average Sales Price	10
Percent of List Price Received	11
Housing Affordability Index	12
Inventory of Homes for Sale	13
Months Supply of Inventory	14
All Residential Properties Overview	15

Single Family - Existing Market Overview

Key metrics for **Single Family - Existing Properties Only**, excluding Manufactured Housing, for the report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparklines	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		796	821	+ 3.1%	3,389	3,361	- 0.8%
Pending Sales		570	567	- 0.5%	2,717	2,379	- 12.4%
Closed Sales		623	489	- 21.5%	2,423	1,957	- 19.2%
Days on Market		27	37	+ 37.0%	31	43	+ 38.7%
Median Sales Price		\$266,450	\$275,900	+ 3.5%	\$255,000	\$269,500	+ 5.7%
Avg. Sales Price		\$286,713	\$302,377	+ 5.5%	\$273,217	\$290,183	+ 6.2%
Pct. of List Price Received		99.2%	98.6%	- 0.6%	98.6%	98.2%	- 0.4%
Affordability Index		132	126	- 4.5%	138	129	- 6.5%
Homes for Sale		952	1,311	+ 37.7%	--	--	--
Months Supply		1.9	3.0	+ 57.9%	--	--	--

Single Family - New Construction Market Overview



Key metrics for **Single Family - New Construction Properties Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		223	190	- 14.8%	1,150	1,109	- 3.6%
Pending Sales		159	174	+ 9.4%	840	934	+ 11.2%
Closed Sales		201	201	0.0%	714	816	+ 14.3%
Days on Market		95	104	+ 9.5%	95	105	+ 10.5%
Median Sales Price		\$341,700	\$354,900	+ 3.9%	\$338,468	\$346,500	+ 2.4%
Avg. Sales Price		\$365,154	\$368,430	+ 0.9%	\$359,564	\$358,908	- 0.2%
Pct. of List Price Received		99.8%	99.9%	+ 0.1%	99.9%	99.8%	- 0.1%
Affordability Index		78	76	- 2.6%	79	78	- 1.3%
Homes for Sale		690	692	+ 0.3%	--	--	--
Months Supply		5.3	4.6	- 13.2%	--	--	--

Townhouse/Condo Market Overview

Key metrics for **Townhouse/Condo Properties Only** for the report month and for year-to-date (YTD) starting from the first of the year.



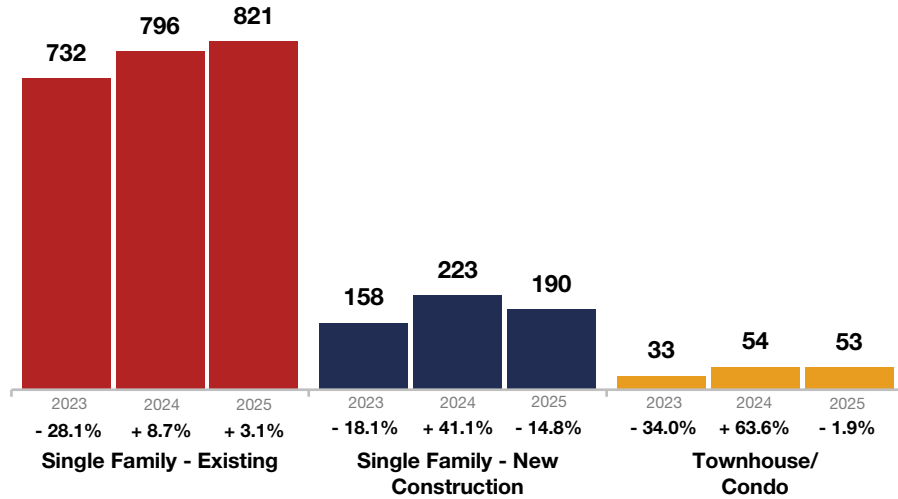
Key Metrics	Historical Sparklines	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		54	53	- 1.9%	242	247	+ 2.1%
Pending Sales		33	35	+ 6.1%	172	166	- 3.5%
Closed Sales		48	38	- 20.8%	169	146	- 13.6%
Days on Market		38	63	+ 65.8%	42	60	+ 42.9%
Median Sales Price		\$177,000	\$169,500	- 4.2%	\$171,500	\$165,580	- 3.5%
Avg. Sales Price		\$208,130	\$194,132	- 6.7%	\$210,788	\$186,426	- 11.6%
Pct. of List Price Received		97.8%	97.7%	- 0.1%	97.9%	97.0%	- 0.9%
Affordability Index		210	222	+ 5.7%	217	227	+ 4.6%
Homes for Sale		101	145	+ 43.6%	--	--	--
Months Supply		3.3	5.1	+ 54.5%	--	--	--

New Listings

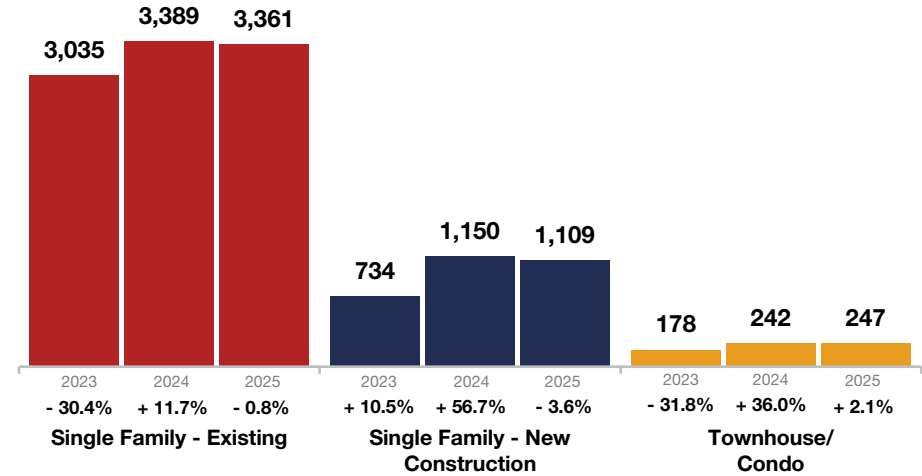
A count of the properties that have been newly listed on the market in a given month.



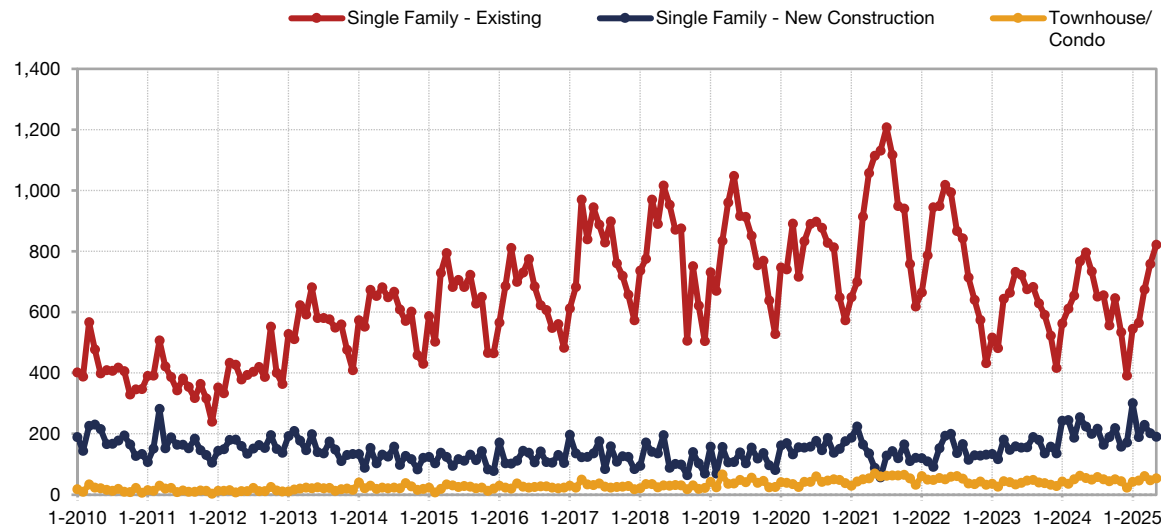
May



Year to Date



Historical New Listings by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	734	199	49
July 2024	651	216	57
August 2024	655	164	50
September 2024	556	189	44
October 2024	645	218	50
November 2024	534	157	44
December 2024	391	171	23
January 2025	544	300	41
February 2025	564	189	46
March 2025	674	229	60
April 2025	758	201	47
May 2025	821	190	53
12-Month Avg.	627	202	47

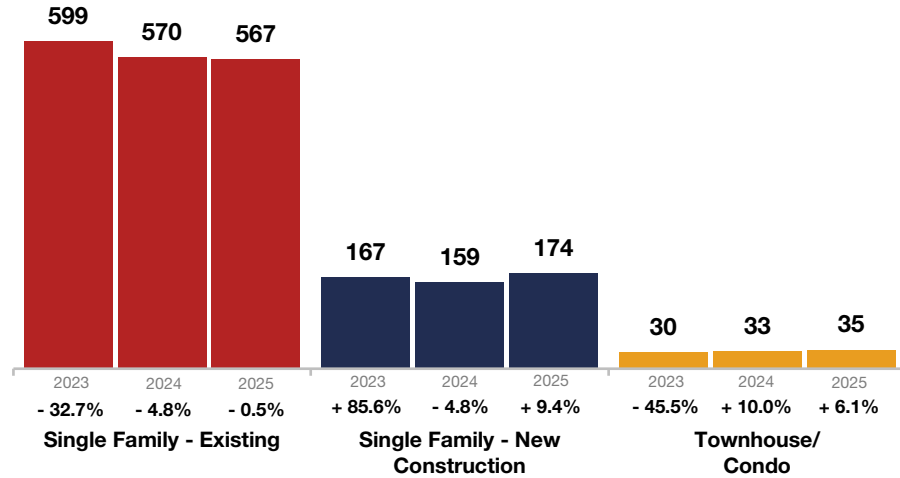
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Pending Sales

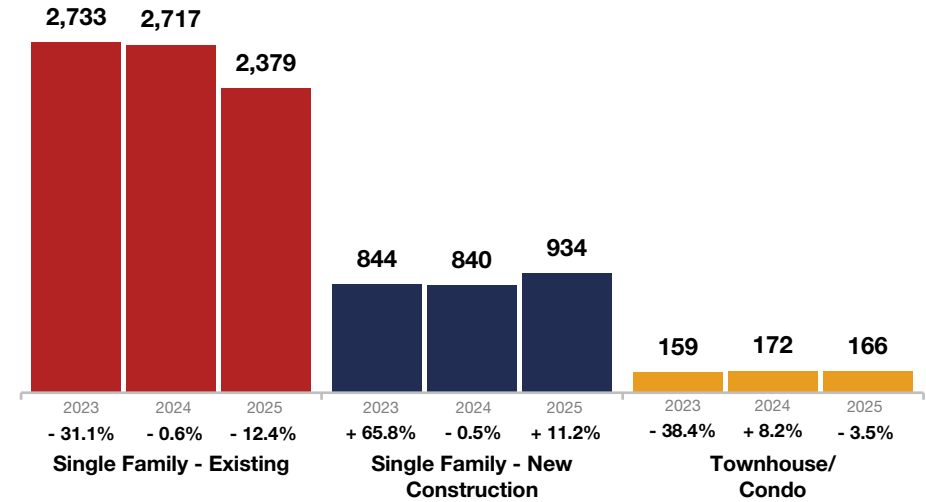
A count of the properties on which offers have been accepted in a given month.



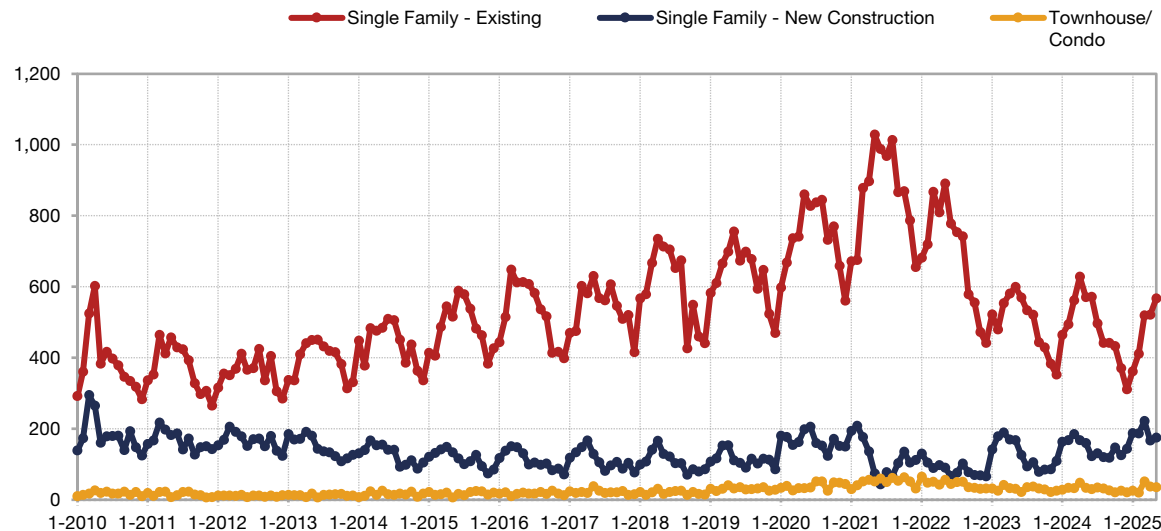
May



Year to Date



Historical Pending Sales by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

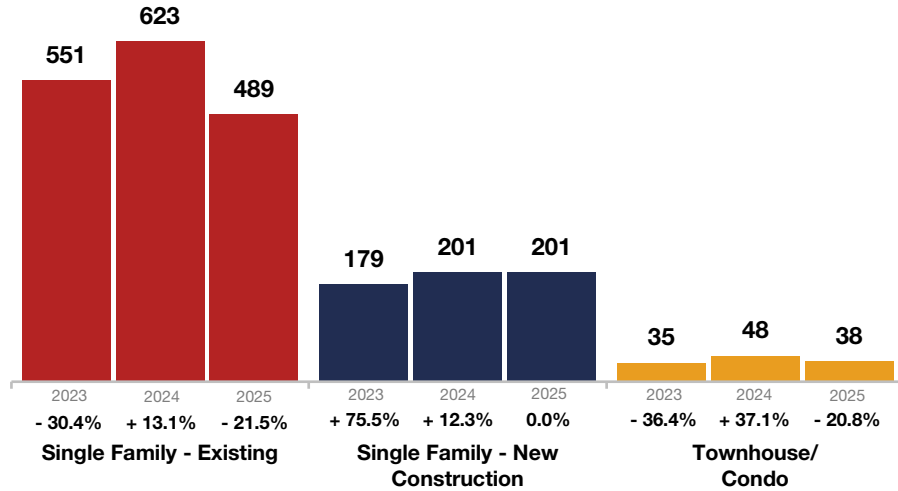
	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	571	122	29
July 2024	496	130	34
August 2024	441	119	31
September 2024	441	118	26
October 2024	432	146	20
November 2024	370	125	25
December 2024	311	143	20
January 2025	361	187	25
February 2025	411	186	19
March 2025	519	221	51
April 2025	521	166	36
May 2025	567	174	35
12-Month Avg.	453	153	29

Closed Sales

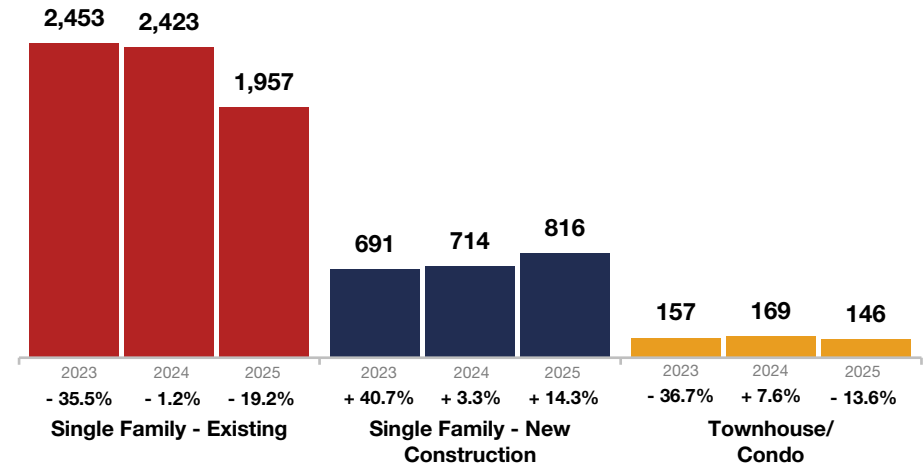
A count of the actual sales that closed in a given month.



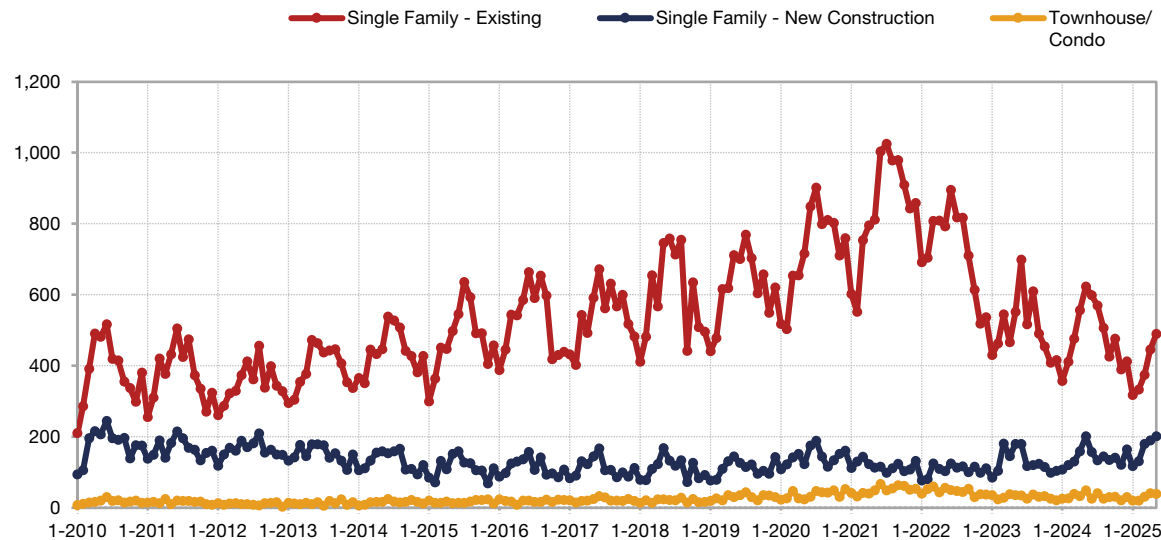
May



Year to Date



Historical Closed Sales by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

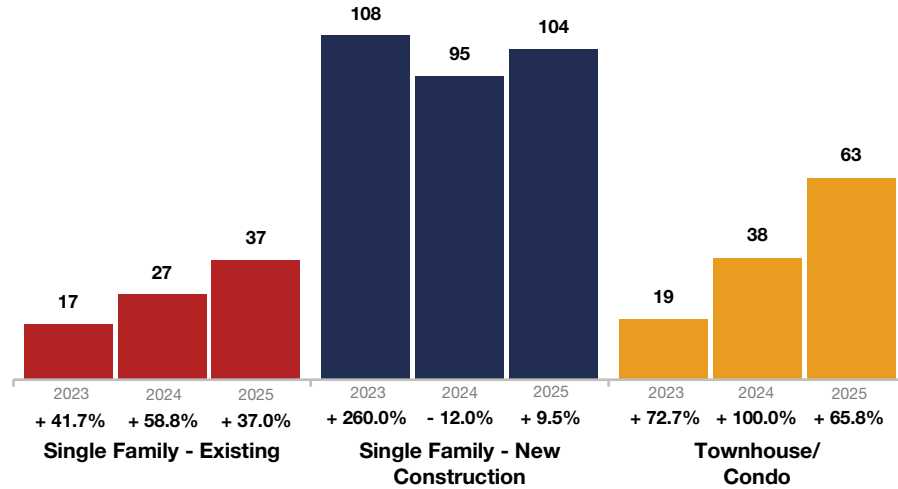
	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	598	156	25
July 2024	569	133	40
August 2024	506	144	25
September 2024	425	134	29
October 2024	476	140	30
November 2024	389	120	20
December 2024	412	164	29
January 2025	317	117	19
February 2025	332	130	19
March 2025	374	179	30
April 2025	445	189	40
May 2025	489	201	38
12-Month Avg.	444	151	29

Days on Market Until Sale

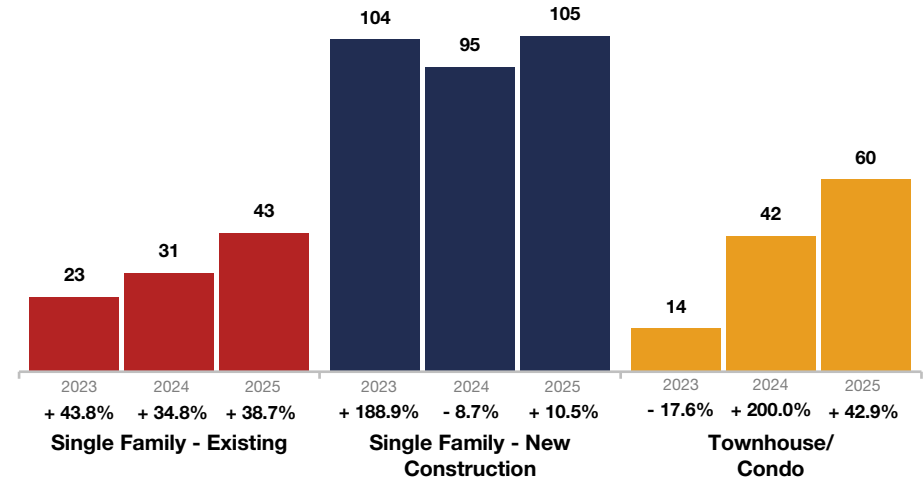
Average number of days between when a property is listed and when an offer is accepted in a given month.



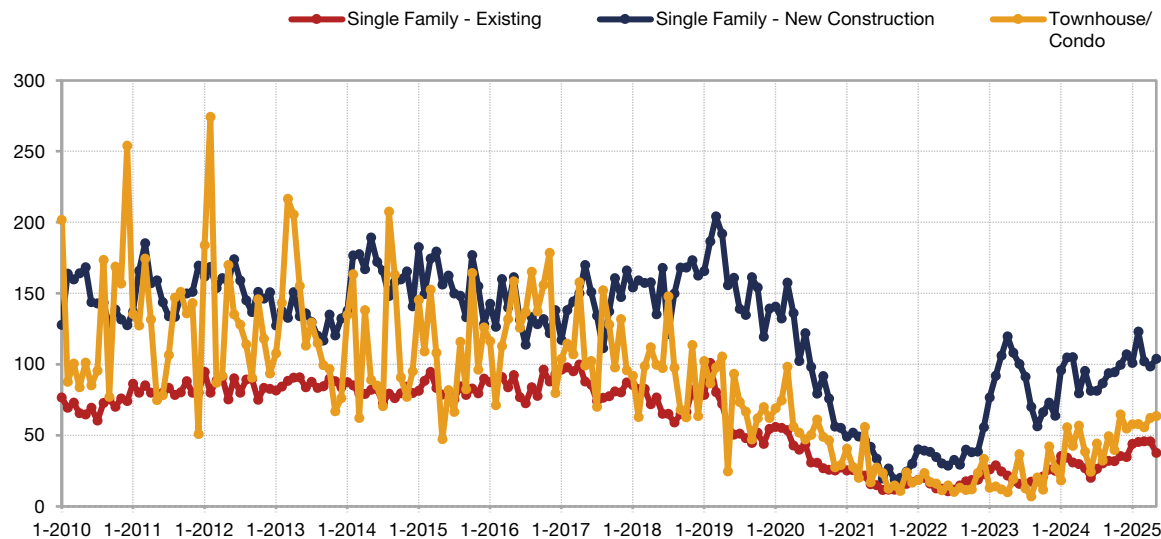
May



Year to Date



Historical Days on Market Until Sale by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	20	81	24
July 2024	26	81	44
August 2024	30	86	32
September 2024	32	94	49
October 2024	32	94	40
November 2024	35	100	65
December 2024	35	107	55
January 2025	44	101	58
February 2025	45	123	58
March 2025	46	102	56
April 2025	46	98	62
May 2025	37	104	63
12-Month Avg.*	34	98	51

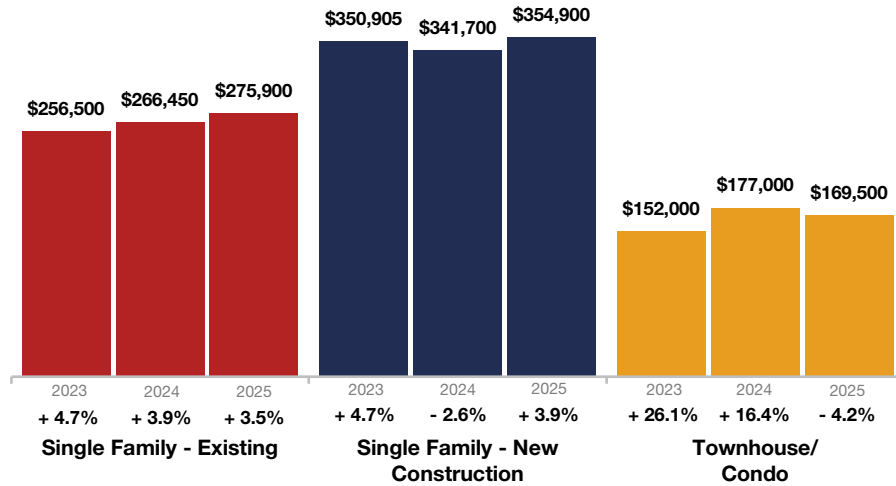
* Days on Market for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Median Sales Price

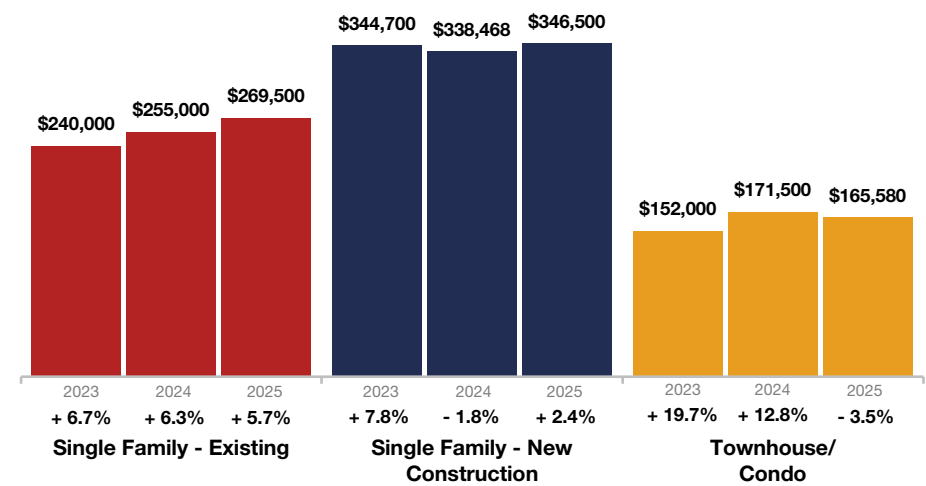
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



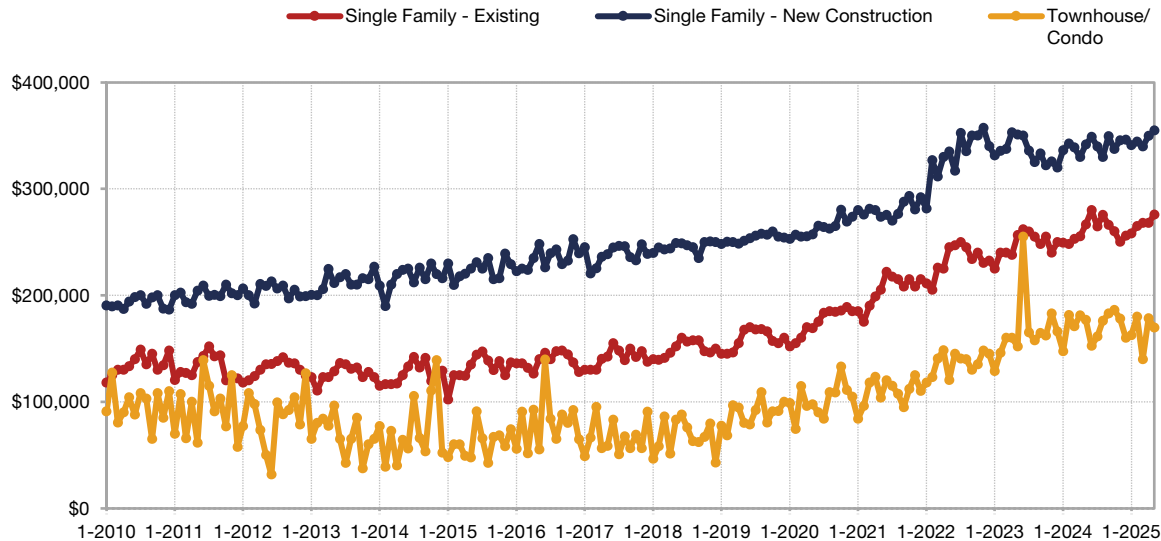
May



Year to Date



Historical Median Sales Price by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	\$280,000	\$348,900	\$152,500
July 2024	\$264,750	\$339,635	\$161,250
August 2024	\$275,500	\$329,950	\$176,000
September 2024	\$266,250	\$349,475	\$183,000
October 2024	\$260,000	\$337,414	\$186,250
November 2024	\$250,250	\$345,550	\$178,000
December 2024	\$255,850	\$346,025	\$160,000
January 2025	\$257,900	\$341,000	\$162,500
February 2025	\$264,950	\$344,270	\$180,000
March 2025	\$268,000	\$339,900	\$140,000
April 2025	\$268,000	\$349,595	\$178,500
May 2025	\$275,900	\$354,900	\$169,500
12-Month Med.*	\$265,000	\$344,898	\$170,000

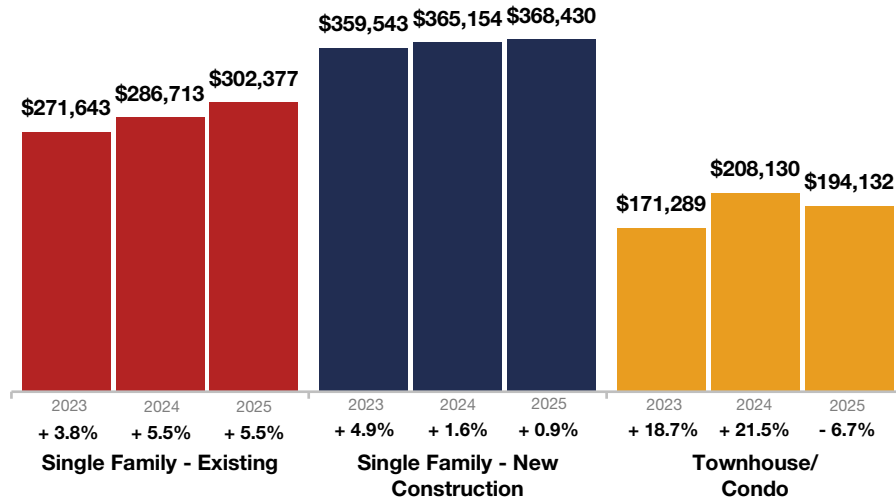
* Median Sales Price for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Average Sales Price

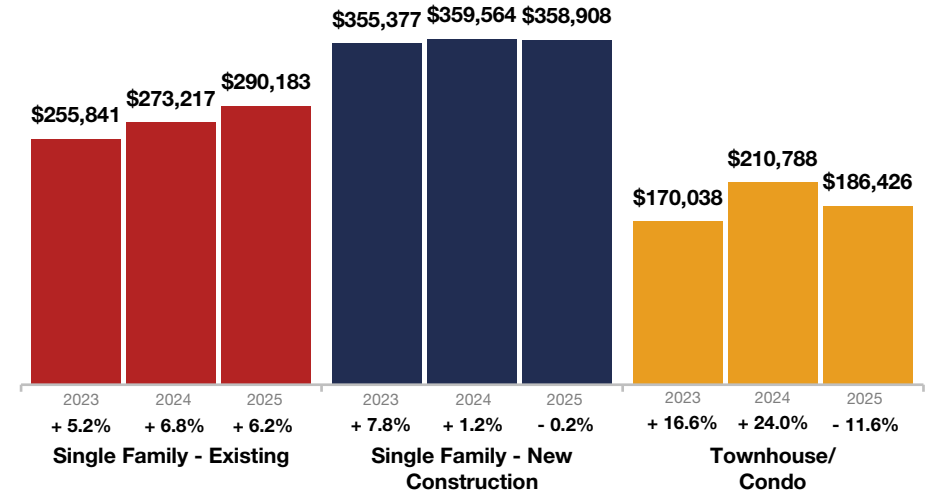
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



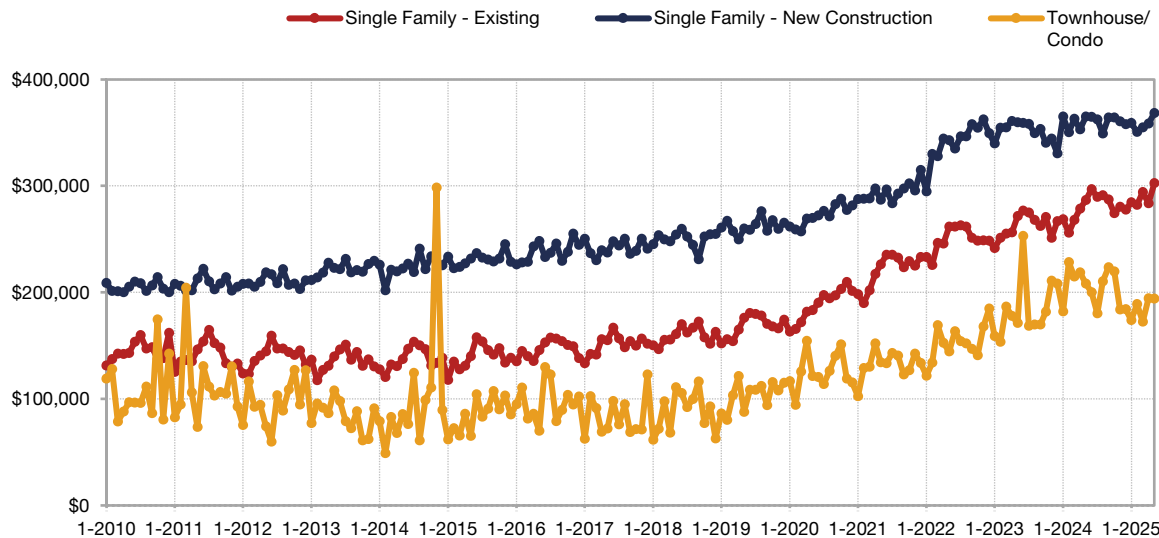
May



Year to Date



Historical Average Sales Price by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	\$296,781	\$364,622	\$200,092
July 2024	\$289,648	\$362,366	\$180,033
August 2024	\$290,966	\$349,219	\$210,128
September 2024	\$287,060	\$364,257	\$223,467
October 2024	\$274,397	\$364,089	\$219,547
November 2024	\$280,236	\$360,636	\$183,713
December 2024	\$277,558	\$357,818	\$184,138
January 2025	\$284,575	\$358,905	\$173,797
February 2025	\$282,168	\$350,626	\$189,011
March 2025	\$293,984	\$354,834	\$172,477
April 2025	\$283,590	\$358,336	\$194,340
May 2025	\$302,377	\$368,430	\$194,132
12-Month Avg.*	\$287,543	\$359,698	\$194,059

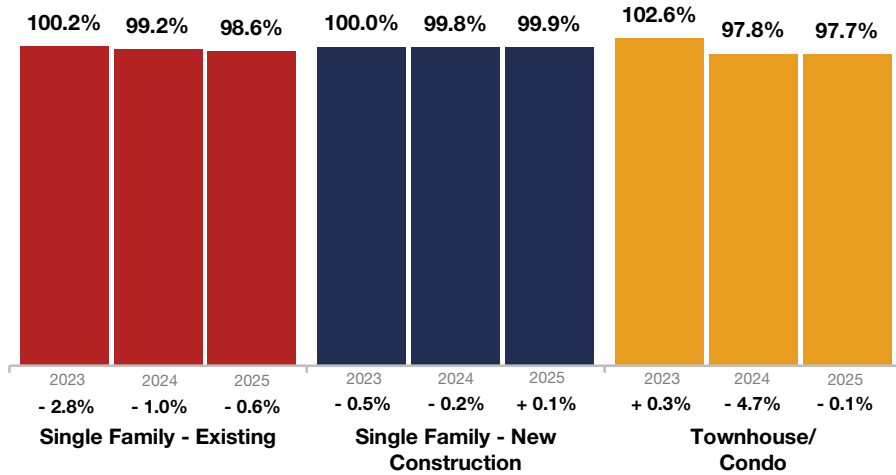
* Avg. Sales Price for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Percent of List Price Received

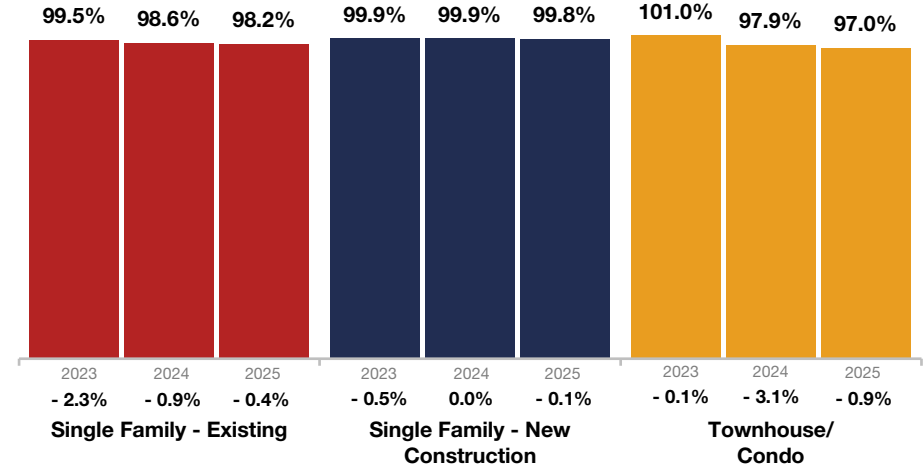
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



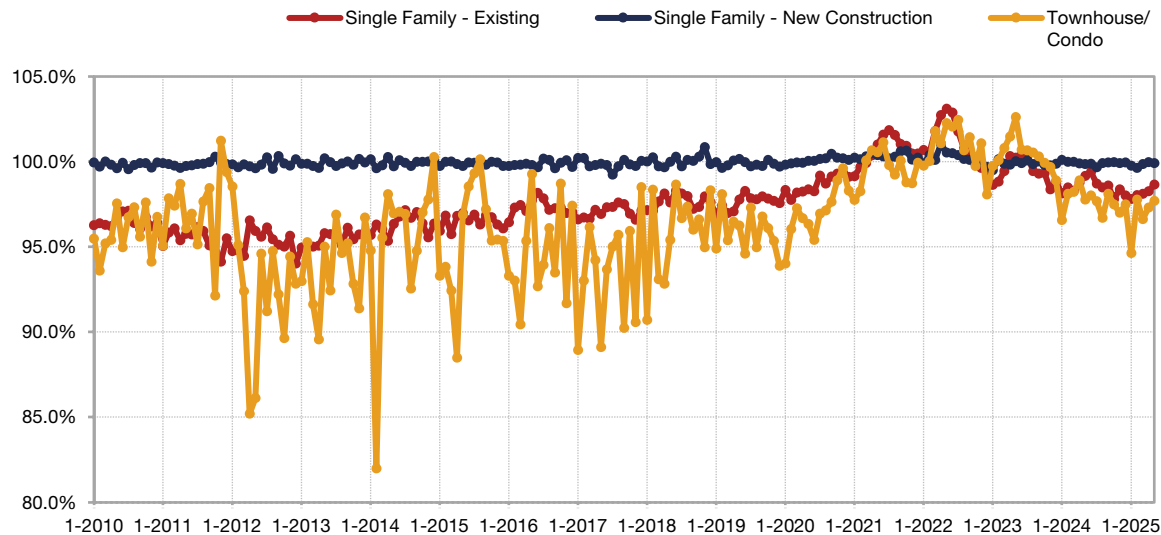
May



Year to Date



Historical Percent of List Price Received by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	99.4%	99.9%	98.0%
July 2024	98.7%	99.7%	97.7%
August 2024	98.5%	99.9%	96.7%
September 2024	98.6%	99.9%	98.1%
October 2024	97.8%	100.0%	97.5%
November 2024	98.4%	99.9%	97.0%
December 2024	98.0%	99.9%	97.5%
January 2025	97.8%	99.7%	94.6%
February 2025	98.0%	99.6%	97.8%
March 2025	98.1%	99.8%	96.6%
April 2025	98.2%	100.0%	97.3%
May 2025	98.6%	99.9%	97.7%
12-Month Avg.*	98.4%	99.9%	97.3%

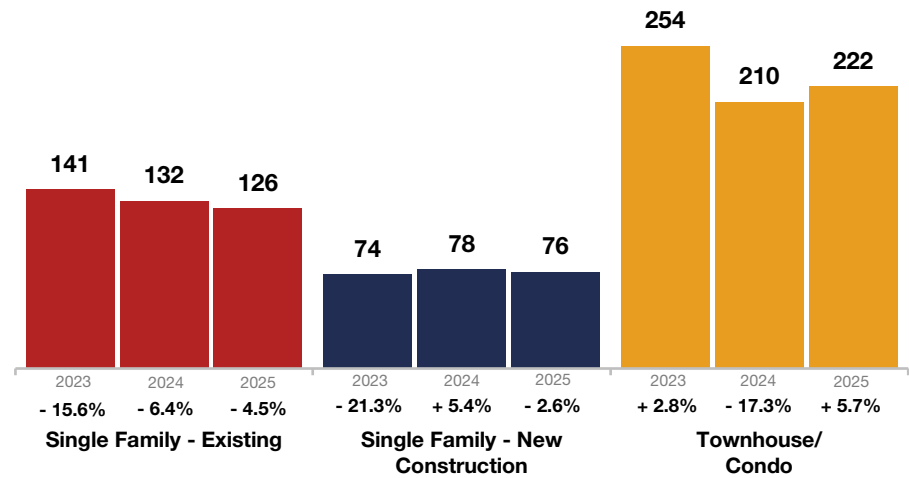
* Pct. of List Price Received for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Housing Affordability Index

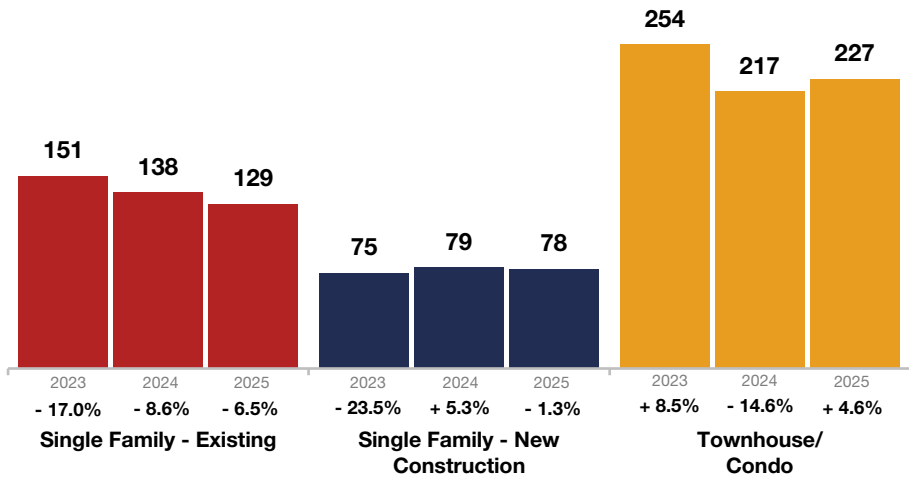
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



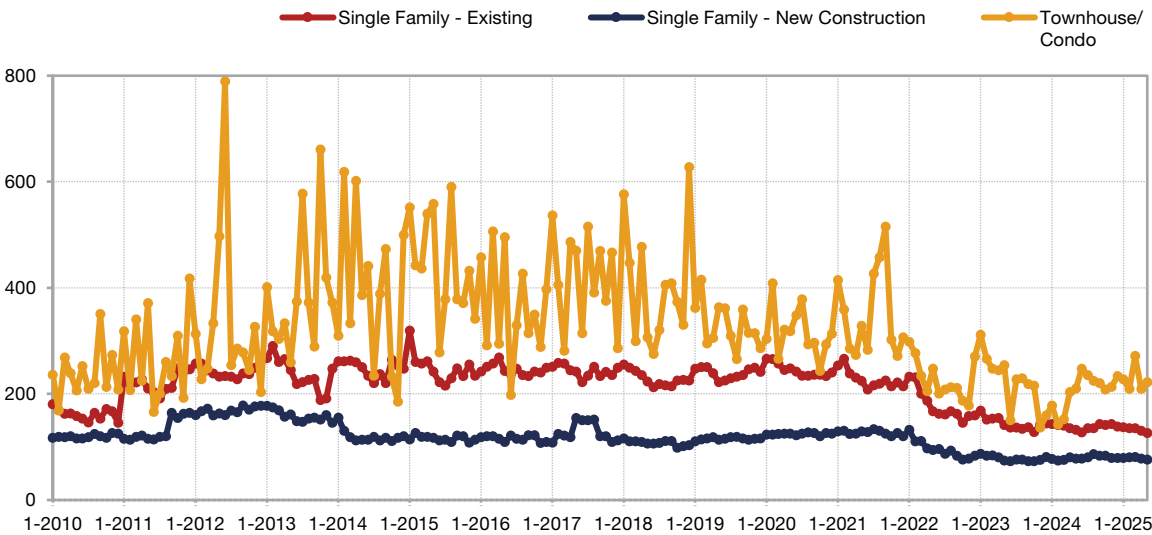
May



Year to Date



Historical Housing Affordability Index by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	127	78	247
July 2024	135	80	235
August 2024	135	86	224
September 2024	143	83	220
October 2024	141	83	208
November 2024	143	79	213
December 2024	138	79	233
January 2025	137	79	227
February 2025	135	80	209
March 2025	135	81	271
April 2025	130	78	209
May 2025	126	76	222
12-Month Avg.*	135	80	227

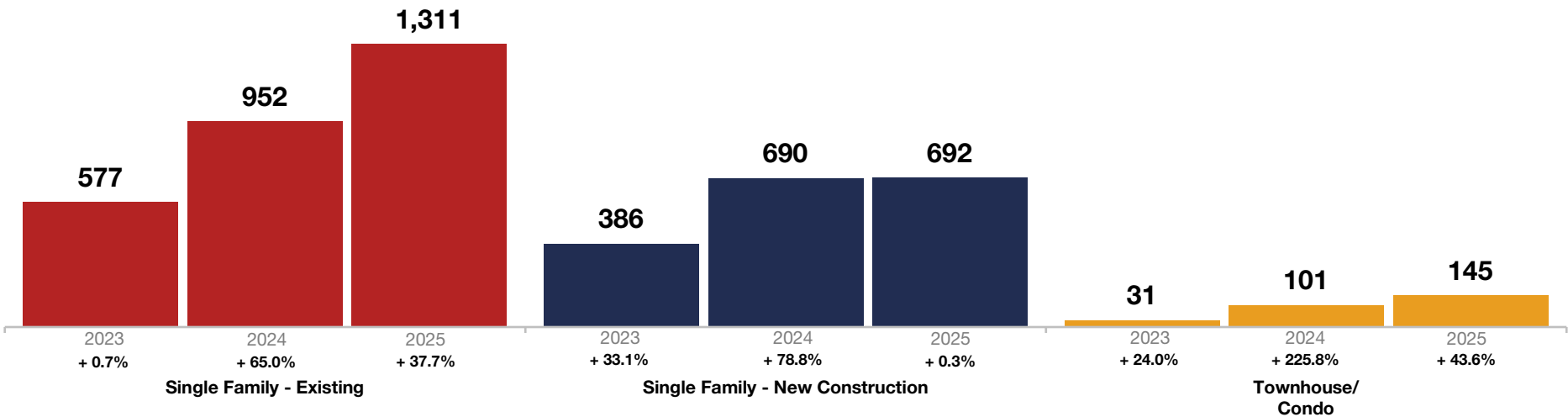
* Affordability Index for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

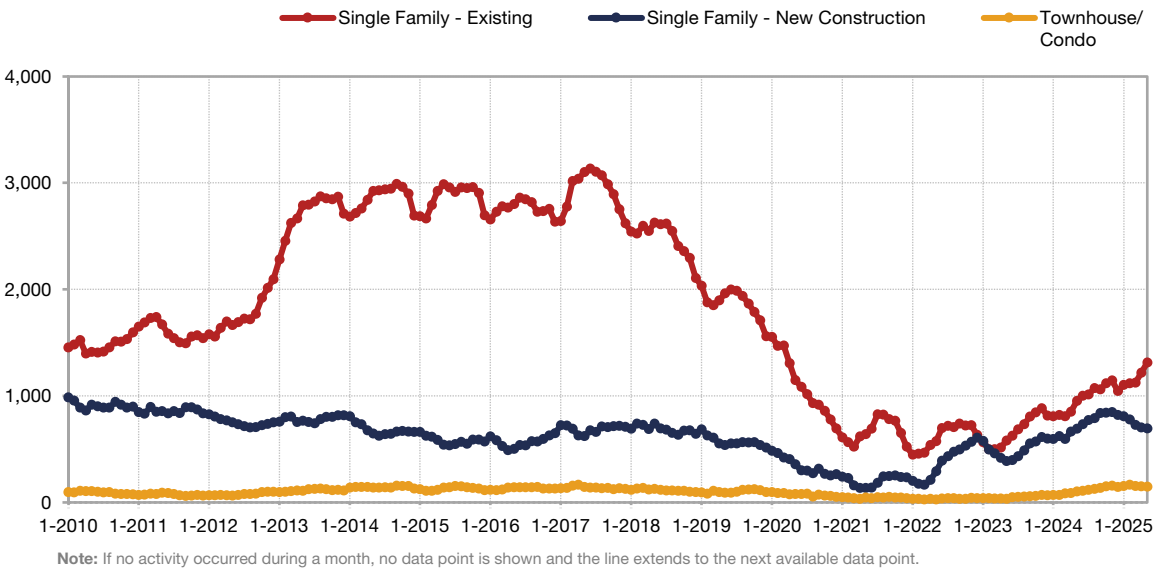
The number of properties available for sale in active status at the end of a given month.



May



Historical Inventory of Homes for Sale by Month



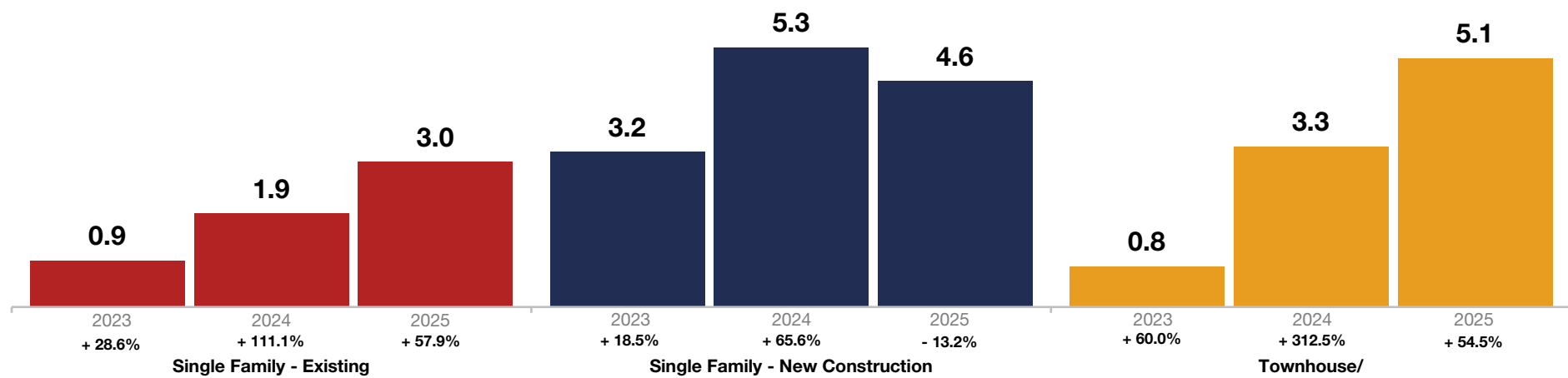
	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	999	731	106
July 2024	1,012	771	116
August 2024	1,070	789	125
September 2024	1,058	836	134
October 2024	1,116	841	150
November 2024	1,143	845	154
December 2024	1,045	818	143
January 2025	1,100	806	151
February 2025	1,116	776	164
March 2025	1,122	725	151
April 2025	1,215	701	149
May 2025	1,311	692	145
12-Month Avg.	1,109	778	141

Months Supply of Inventory

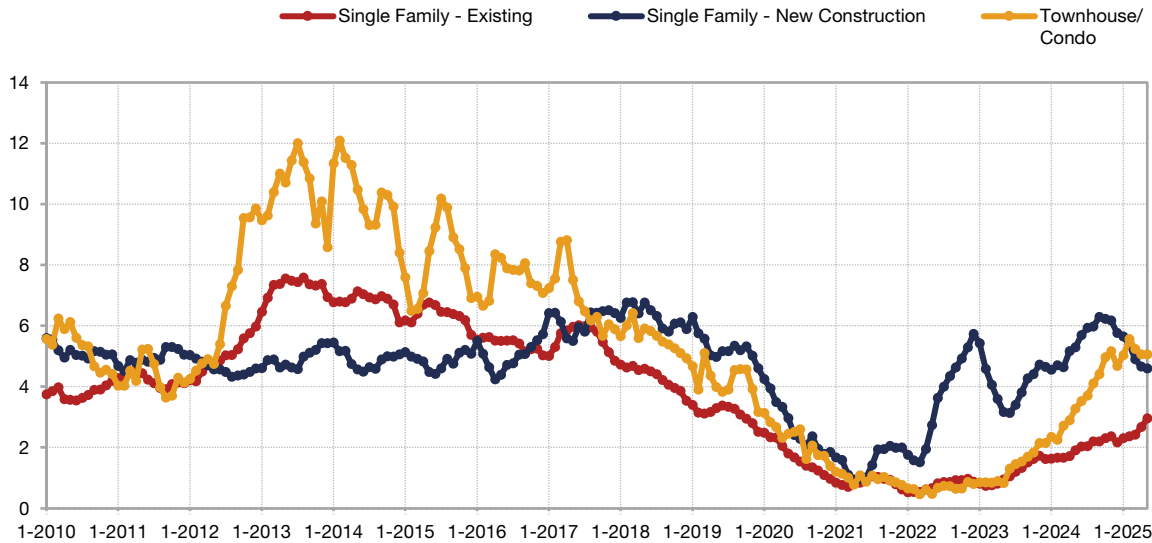
The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



May



Historical Months Supply of Inventory by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
June 2024	2.0	5.7	3.5
July 2024	2.0	5.9	3.7
August 2024	2.2	6.0	4.1
September 2024	2.2	6.3	4.4
October 2024	2.3	6.2	5.0
November 2024	2.4	6.2	5.2
December 2024	2.2	5.8	4.7
January 2025	2.3	5.6	5.0
February 2025	2.4	5.4	5.6
March 2025	2.4	4.9	5.2
April 2025	2.7	4.7	5.1
May 2025	3.0	4.6	5.1
12-Month Avg.*	2.3	5.6	4.7

* Months Supply for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

All Residential Properties Overview

Key metrics for single-family properties, townhouses, and condominiums combined, for all construction statuses, for the report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparklines	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,073	1,064	- 0.8%	4,781	4,717	- 1.3%
Pending Sales		762	776	+ 1.8%	3,729	3,479	- 6.7%
Closed Sales		872	728	- 16.5%	3,306	2,919	- 11.7%
Days on Market		43	57	+ 32.6%	45	61	+ 35.6%
Median Sales Price		\$290,000	\$305,000	+ 5.2%	\$275,750	\$296,000	+ 7.3%
Avg. Sales Price		\$300,484	\$314,999	+ 4.8%	\$288,693	\$304,206	+ 5.4%
Pct. of List Price Received		99.2%	98.9%	- 0.3%	98.9%	98.6%	- 0.3%
Affordability Index		121	114	- 5.8%	127	118	- 7.1%
Homes for Sale		1,743	2,148	+ 23.2%	--	--	--
Months Supply		2.6	3.4	+ 30.8%	--	--	--