

Monthly Indicators



March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

- Single Family - Existing Homes Closed Sales were up 17.8 percent to 449.
- Single Family - New Construction Closed Sales were up 2.8 percent to 184.
- Townhouse/Condo Closed Sales were up 20.0 percent to 36.

- Single Family - Existing Homes Median Sales Price decreased 0.4 percent to \$267,000.
- Single Family - New Construction Median Sales Price increased 3.0 percent to \$350,000.
- Townhouse/Condo Median Sales Price increased 44.3 percent to \$201,950.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

Quick Facts

+ 13.4%	- 0.1%	+ 9.2%
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.

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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	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		673	710	+ 5.5%	1,780	1,859	+ 4.4%
Pending Sales		512	560	+ 9.4%	1,283	1,424	+ 11.0%
Closed Sales		381	449	+ 17.8%	1,036	1,103	+ 6.5%
Days on Market		46	55	+ 19.6%	45	56	+ 24.4%
Median Sales Price		\$268,000	\$267,000	- 0.4%	\$262,500	\$262,000	- 0.2%
Avg. Sales Price		\$293,397	\$296,848	+ 1.2%	\$286,656	\$285,365	- 0.5%
Pct. of List Price Received		98.1%	97.7%	- 0.4%	98.0%	97.6%	- 0.4%
Affordability Index		143	143	0.0%	146	146	0.0%
Homes for Sale		1,127	1,284	+ 13.9%	--	--	--
Months Supply		2.4	3.0	+ 25.0%	--	--	--

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	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		229	260	+ 13.5%	718	665	- 7.4%
Pending Sales		219	198	- 9.6%	586	573	- 2.2%
Closed Sales		179	184	+ 2.8%	427	454	+ 6.3%
Days on Market		102	111	+ 8.8%	108	105	- 2.8%
Median Sales Price		\$339,900	\$350,000	+ 3.0%	\$340,100	\$349,900	+ 2.9%
Avg. Sales Price		\$354,834	\$372,924	+ 5.1%	\$354,892	\$367,983	+ 3.7%
Pct. of List Price Received		99.8%	100.1%	+ 0.3%	99.7%	100.0%	+ 0.3%
Affordability Index		86	86	0.0%	86	86	0.0%
Homes for Sale		727	749	+ 3.0%	--	--	--
Months Supply		4.9	4.6	- 6.1%	--	--	--

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.

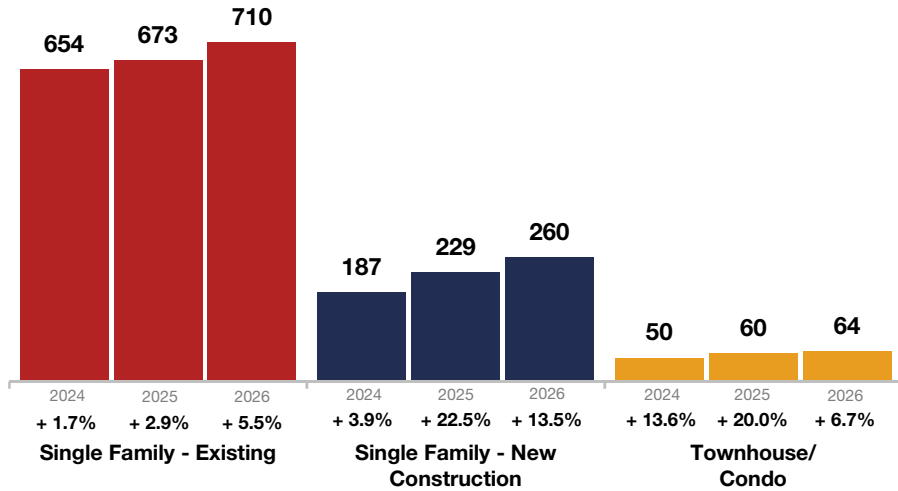
Key Metrics	Historical Sparklines	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		60	64	+ 6.7%	147	147	0.0%
Pending Sales		51	36	- 29.4%	95	77	- 18.9%
Closed Sales		30	36	+ 20.0%	68	72	+ 5.9%
Days on Market		56	76	+ 35.7%	57	65	+ 14.0%
Median Sales Price		\$140,000	\$201,950	+ 44.3%	\$158,750	\$189,000	+ 19.1%
Avg. Sales Price		\$172,477	\$203,435	+ 17.9%	\$177,465	\$196,024	+ 10.5%
Pct. of List Price Received		96.6%	98.2%	+ 1.7%	96.4%	96.8%	+ 0.4%
Affordability Index		286	205	- 28.3%	252	219	- 13.1%
Homes for Sale		154	159	+ 3.2%	--	--	--
Months Supply		5.3	5.0	- 5.7%	--	--	--

New Listings

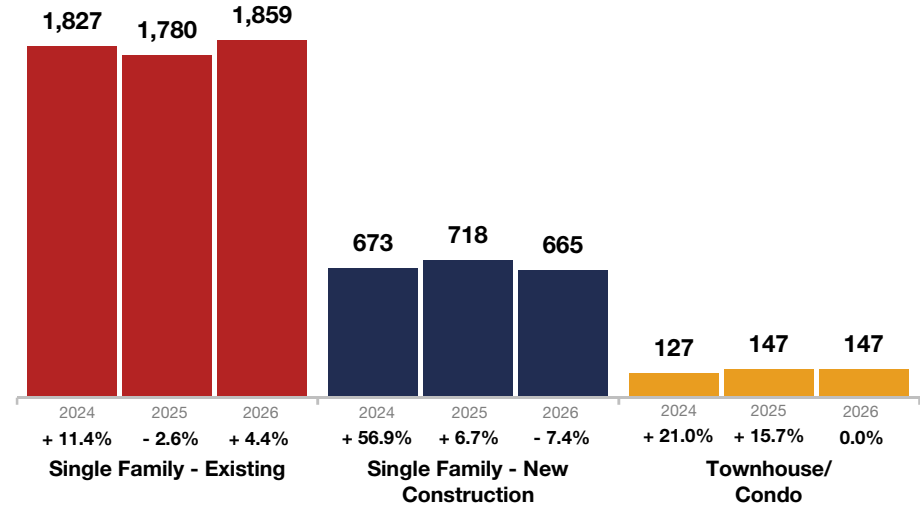
A count of the properties that have been newly listed on the market in a given month.



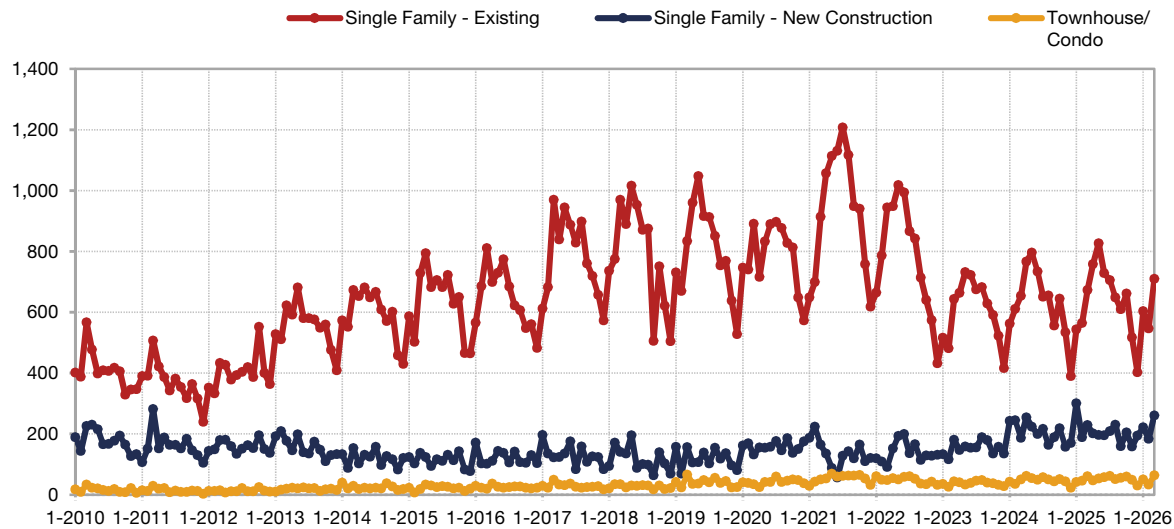
March



Year to Date



Historical New Listings by Month

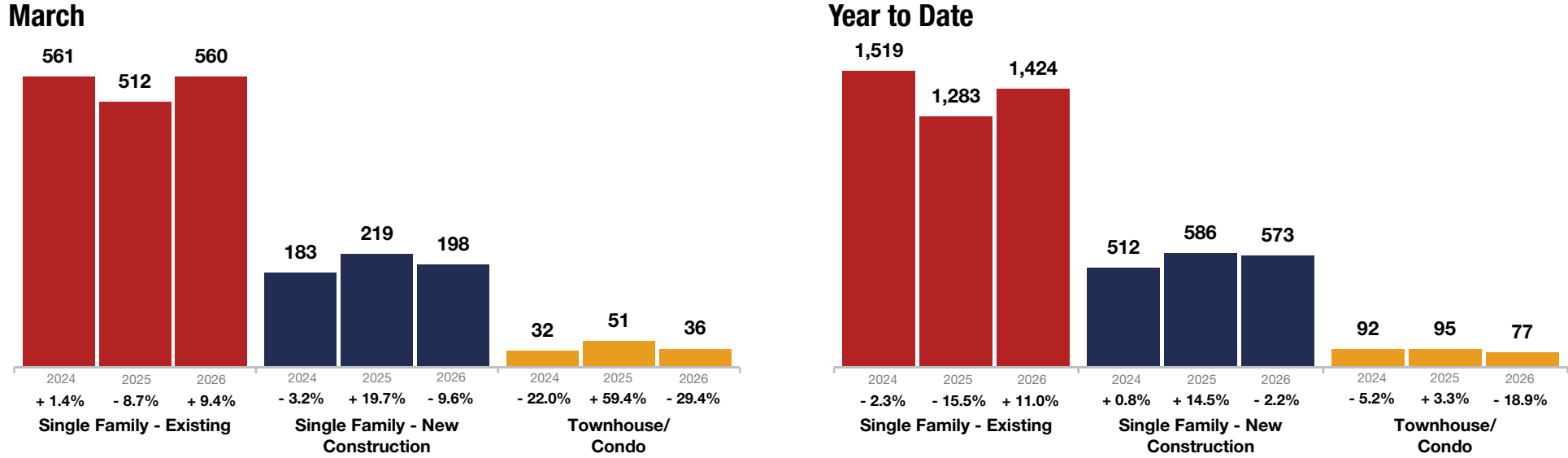


	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
April 2025	758	201	47
May 2025	826	196	53
June 2025	728	195	57
July 2025	705	209	61
August 2025	648	230	51
September 2025	610	159	55
October 2025	661	205	59
November 2025	517	158	49
December 2025	402	194	30
January 2026	603	221	50
February 2026	546	184	33
March 2026	710	260	64
12-Month Avg.	643	201	51

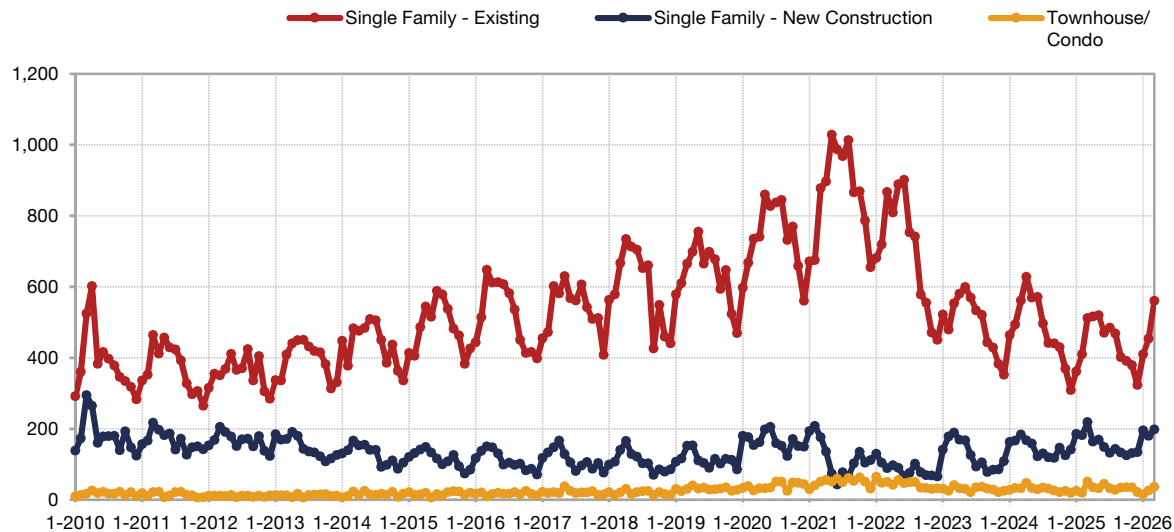
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Pending Sales

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



Historical Pending Sales by Month

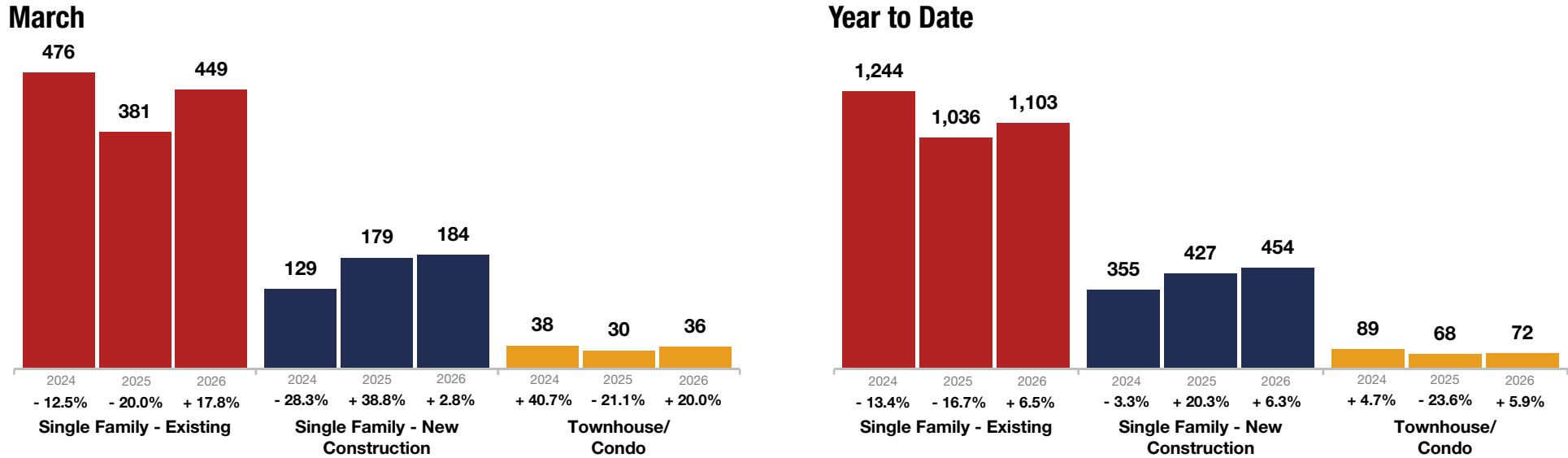


	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
April 2025	516	164	35
May 2025	520	169	32
June 2025	470	148	45
July 2025	485	132	32
August 2025	468	143	27
September 2025	402	133	34
October 2025	391	125	35
November 2025	379	131	35
December 2025	323	134	21
January 2026	410	195	15
February 2026	454	180	26
March 2026	560	198	36
12-Month Avg.	448	154	31

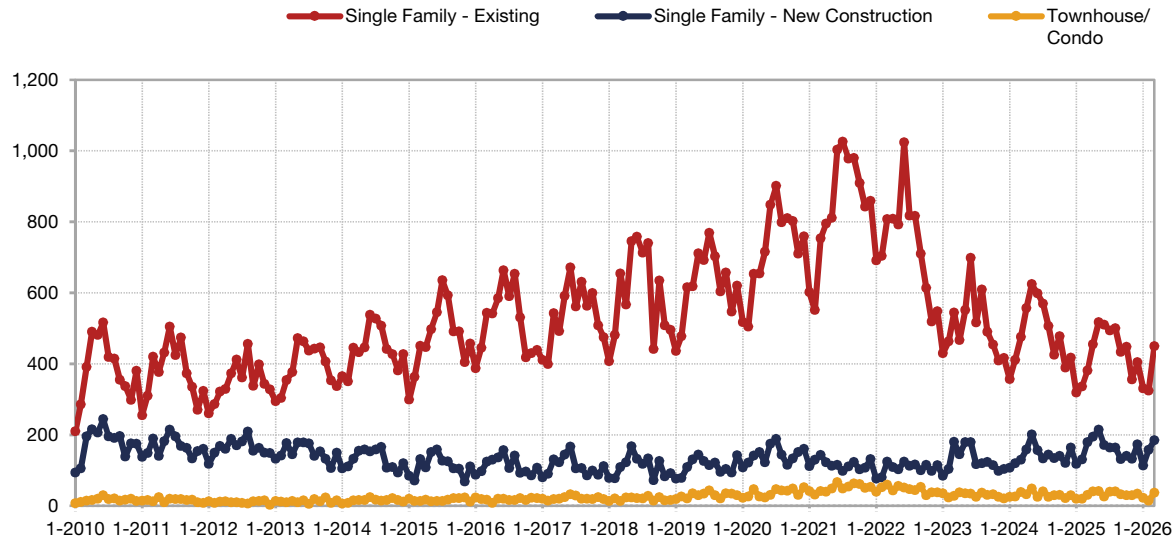
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Closed Sales

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



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.

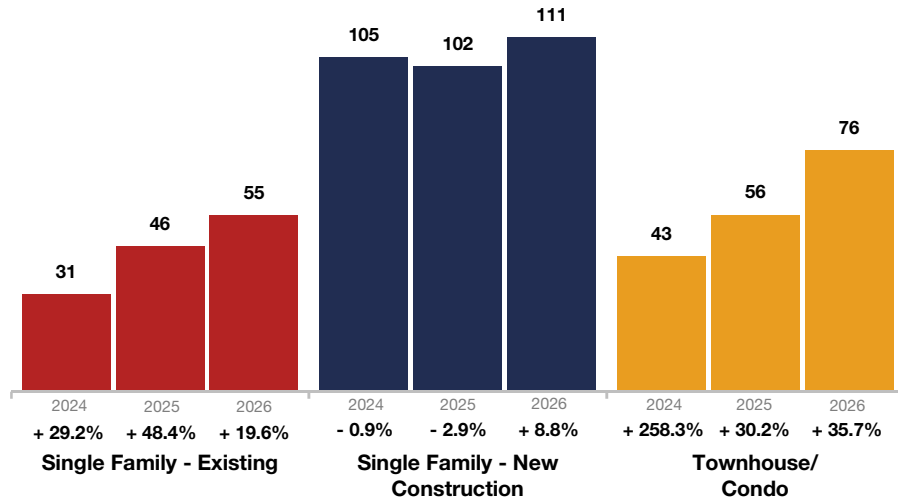
	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
April 2025	455	194	40
May 2025	517	214	41
June 2025	510	171	26
July 2025	494	164	39
August 2025	500	164	40
September 2025	433	131	32
October 2025	448	140	29
November 2025	356	132	29
December 2025	404	173	34
January 2026	330	113	22
February 2026	324	157	14
March 2026	449	184	36
12-Month Avg.	435	161	32

Days on Market Until Sale

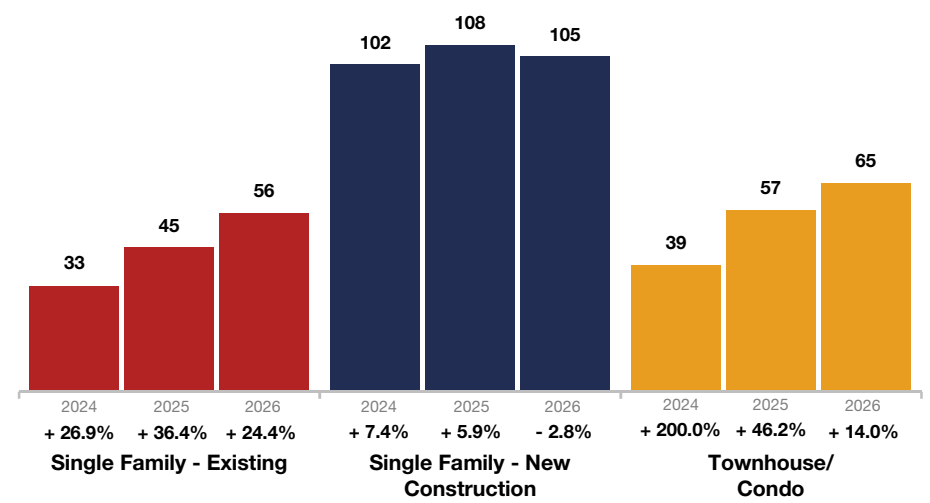
Average number of days between when a property is listed and when an offer is accepted in a given month.



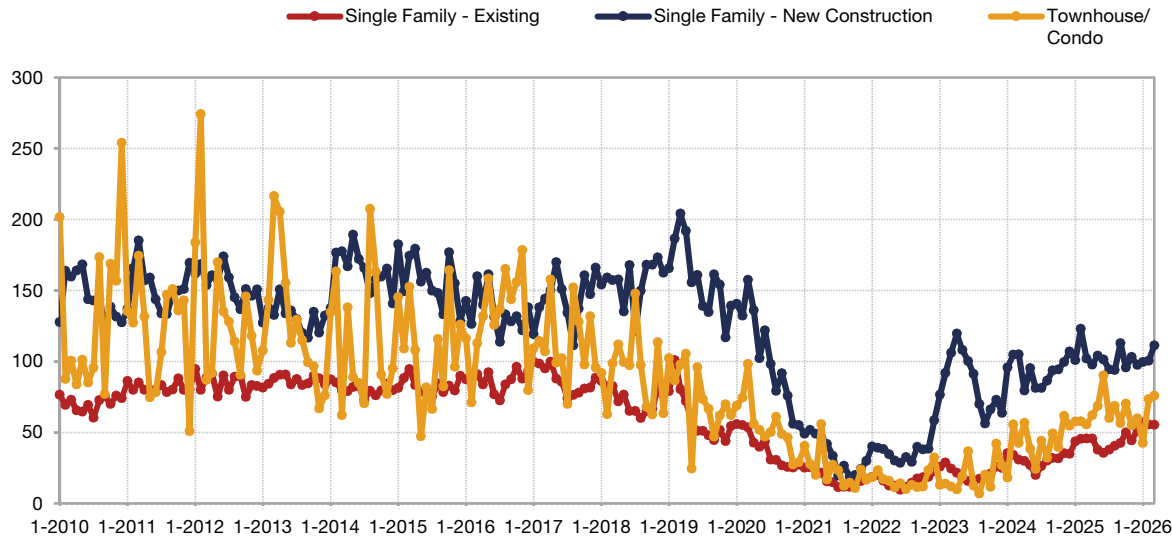
March



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
April 2025	46	98	62
May 2025	38	104	69
June 2025	36	101	90
July 2025	38	94	60
August 2025	41	94	69
September 2025	42	113	56
October 2025	50	96	70
November 2025	44	103	55
December 2025	52	98	60
January 2026	57	100	42
February 2026	56	100	73
March 2026	55	111	76
12-Month Avg.*	46	101	65

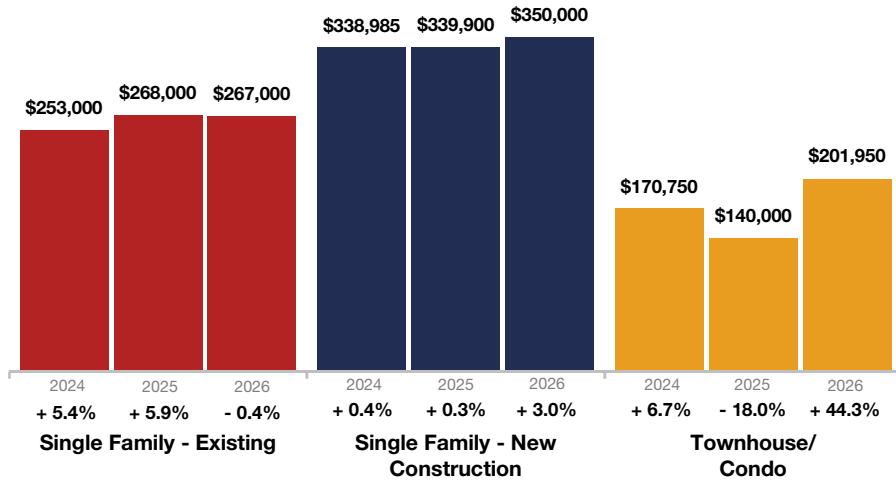
* Days on Market for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Median Sales Price

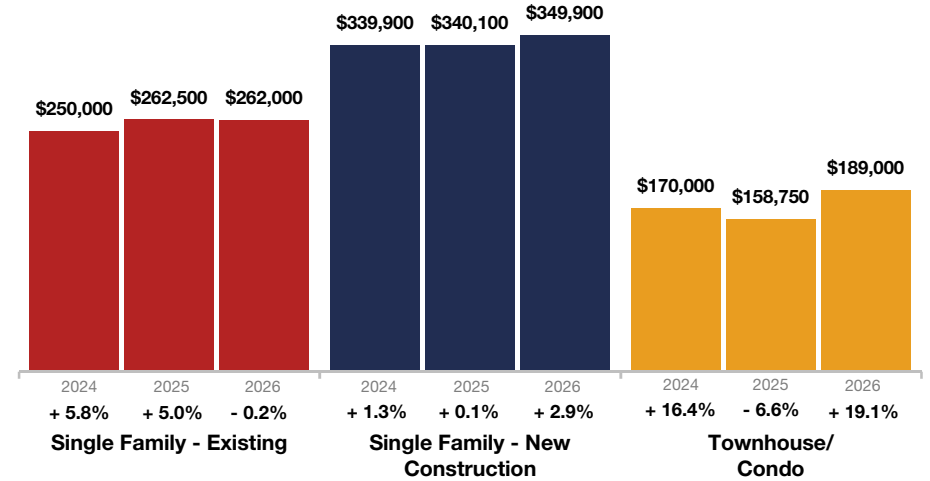
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



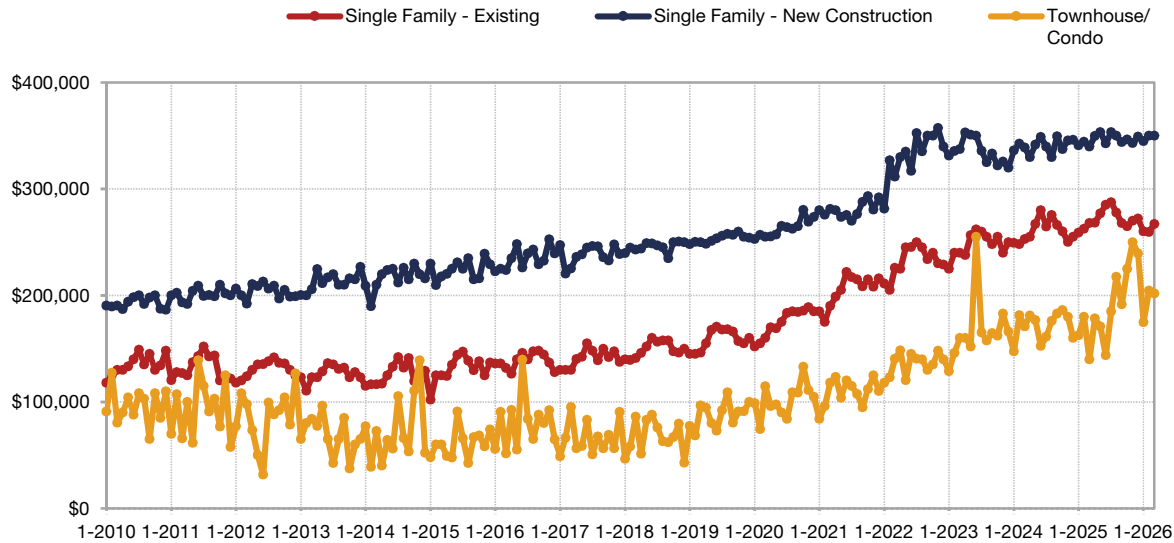
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Year to Date



Historical Median Sales Price by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
April 2025	\$268,200	\$349,548	\$178,500
May 2025	\$276,950	\$353,400	\$171,000
June 2025	\$285,000	\$342,900	\$143,750
July 2025	\$287,500	\$353,377	\$185,000
August 2025	\$277,900	\$349,950	\$217,500
September 2025	\$268,000	\$344,100	\$191,500
October 2025	\$264,950	\$346,500	\$225,000
November 2025	\$270,000	\$343,208	\$250,000
December 2025	\$272,000	\$349,100	\$239,250
January 2026	\$260,000	\$344,900	\$174,750
February 2026	\$259,450	\$349,900	\$204,500
March 2026	\$267,000	\$350,000	\$201,950
12-Month Med.*	\$271,413	\$348,074	\$198,558

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

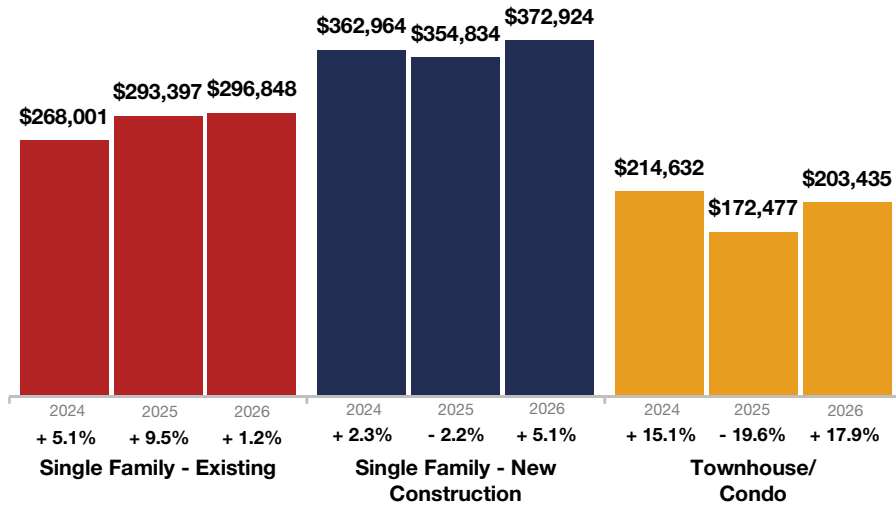
* Median Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Average Sales Price

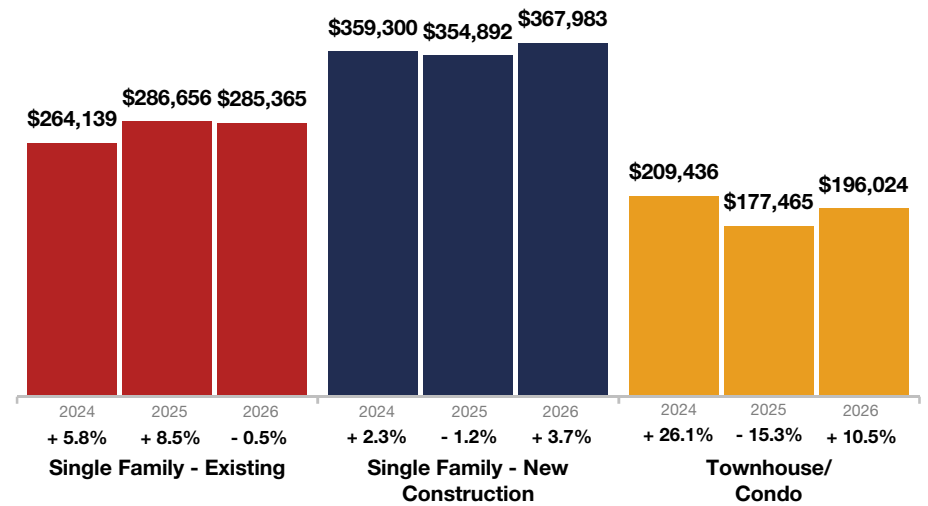
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



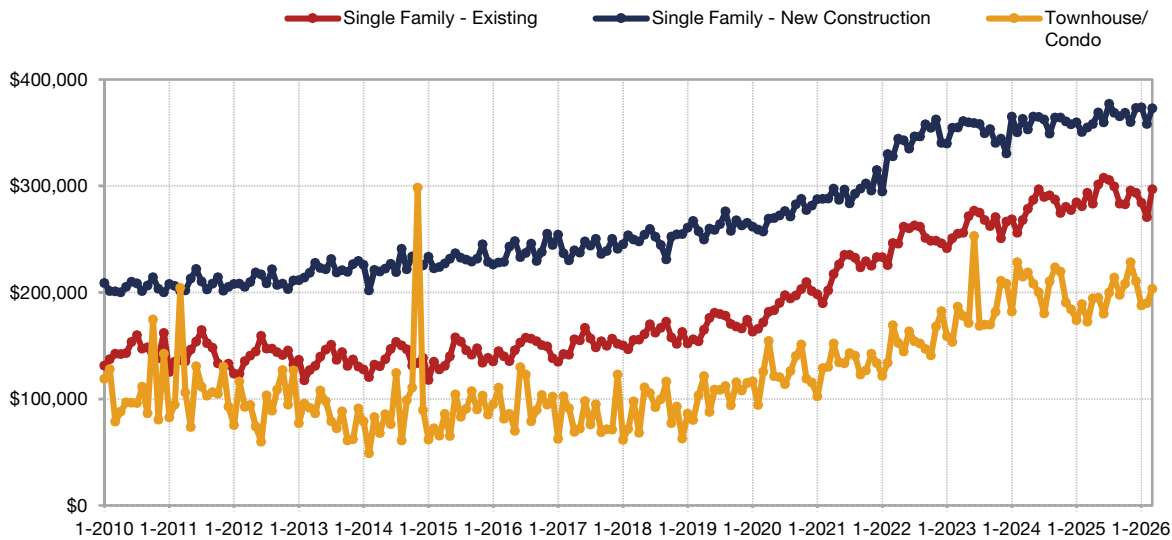
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Year to Date



Historical Average Sales Price by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
April 2025	\$283,264	\$357,964	\$194,340
May 2025	\$301,181	\$369,055	\$194,866
June 2025	\$307,635	\$359,713	\$179,935
July 2025	\$305,645	\$376,909	\$199,708
August 2025	\$299,572	\$368,625	\$213,805
September 2025	\$283,357	\$365,452	\$197,736
October 2025	\$282,576	\$368,636	\$208,169
November 2025	\$295,497	\$359,883	\$228,390
December 2025	\$293,491	\$373,001	\$210,596
January 2026	\$284,111	\$373,816	\$187,814
February 2026	\$270,676	\$357,995	\$189,871
March 2026	\$296,848	\$372,924	\$203,435
12-Month Avg.*	\$291,988	\$366,998	\$200,722

* Avg. Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

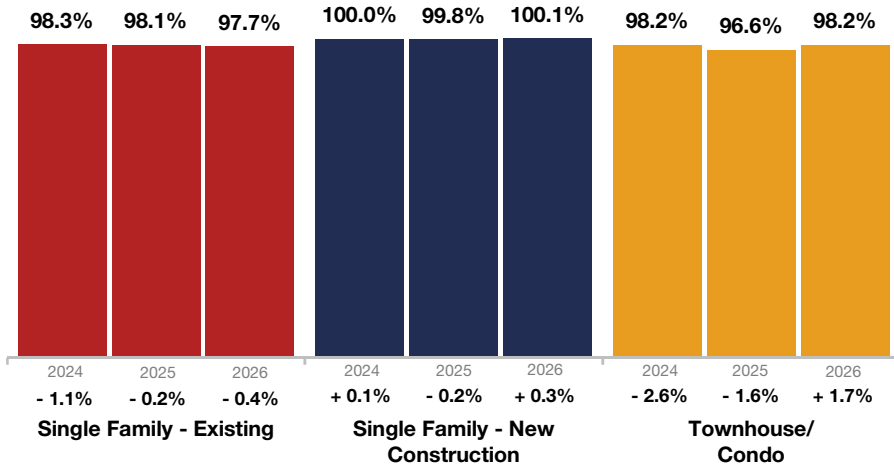
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Percent of List Price Received

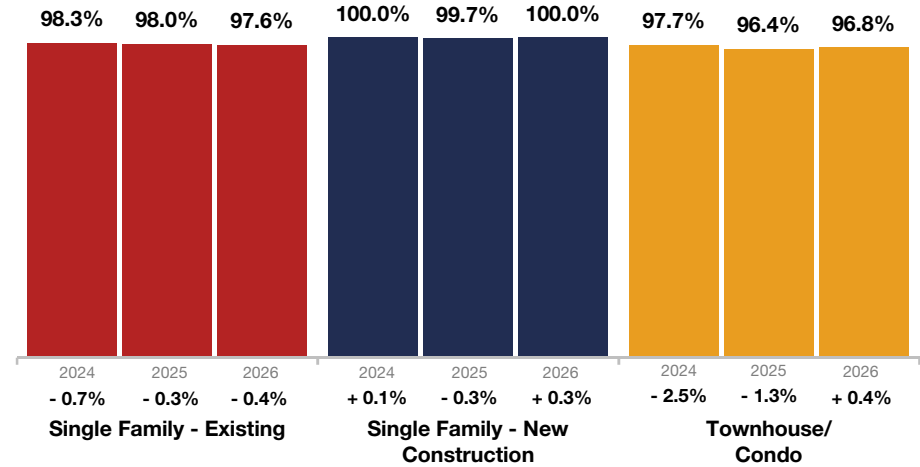


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

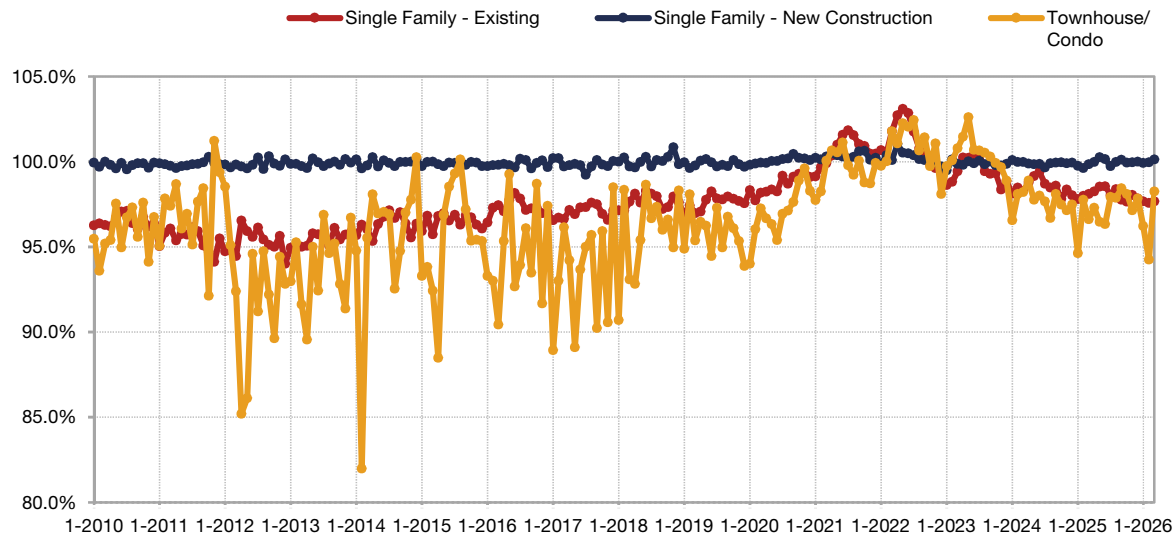
March



Year to Date



Historical Percent of List Price Received by Month



Month	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
April 2025	98.3%	100.0%	97.3%
May 2025	98.5%	100.3%	96.5%
June 2025	98.6%	100.1%	96.3%
July 2025	98.0%	99.7%	97.9%
August 2025	98.4%	100.0%	97.9%
September 2025	97.8%	100.1%	98.4%
October 2025	97.6%	99.9%	98.1%
November 2025	98.0%	100.0%	97.1%
December 2025	97.8%	100.0%	97.8%
January 2026	97.7%	99.9%	96.2%
February 2026	97.6%	100.0%	94.3%
March 2026	97.7%	100.1%	98.2%
12-Month Avg.*	98.0%	100.0%	97.2%

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

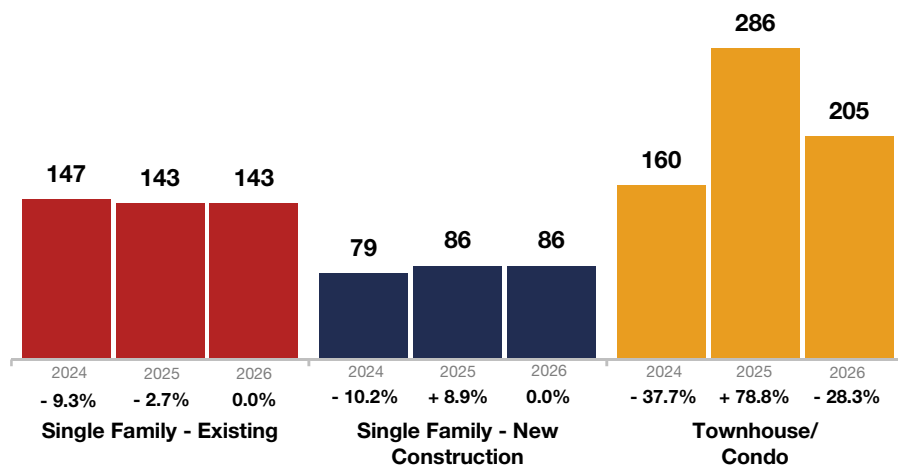
* Pct. of List Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Housing Affordability Index

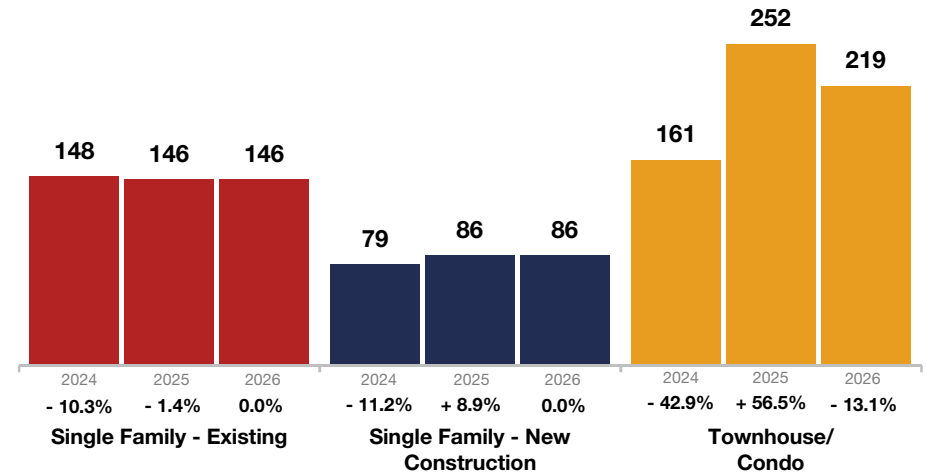


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

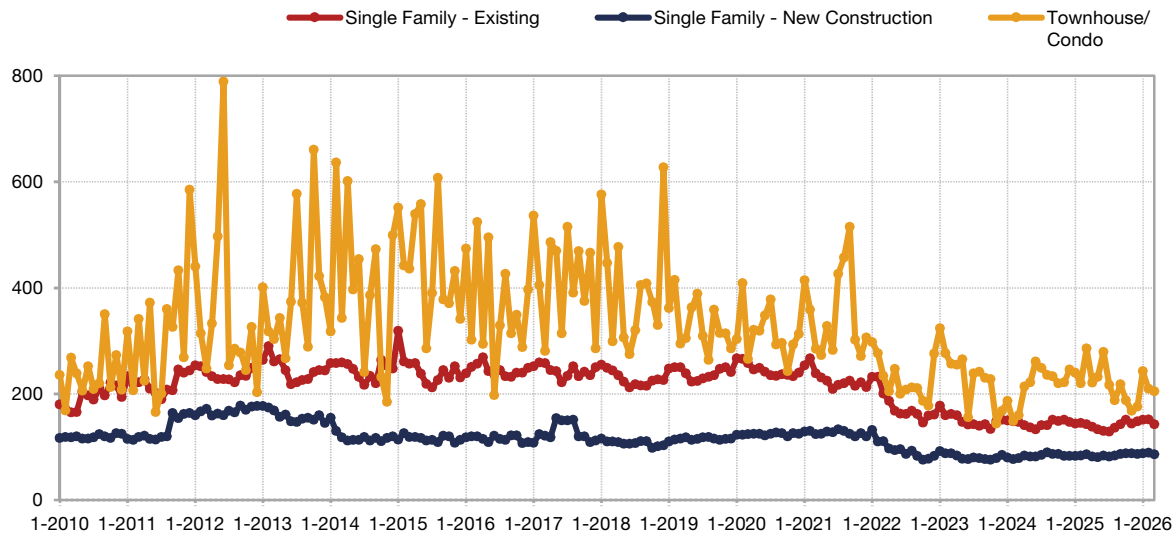
March



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
April 2025	138	82	221
May 2025	133	81	232
June 2025	130	84	279
July 2025	129	82	217
August 2025	136	84	188
September 2025	143	87	218
October 2025	151	88	188
November 2025	144	88	168
December 2025	148	87	176
January 2026	151	88	243
February 2026	152	89	210
March 2026	143	86	205
12-Month Avg.*	142	86	212

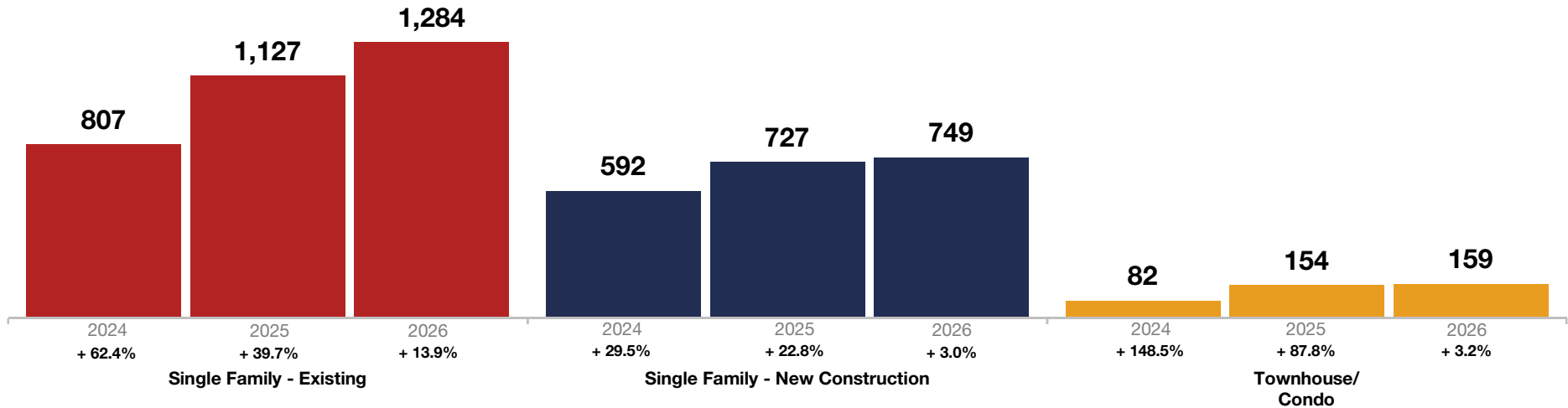
* Affordability Index for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Inventory of Homes for Sale

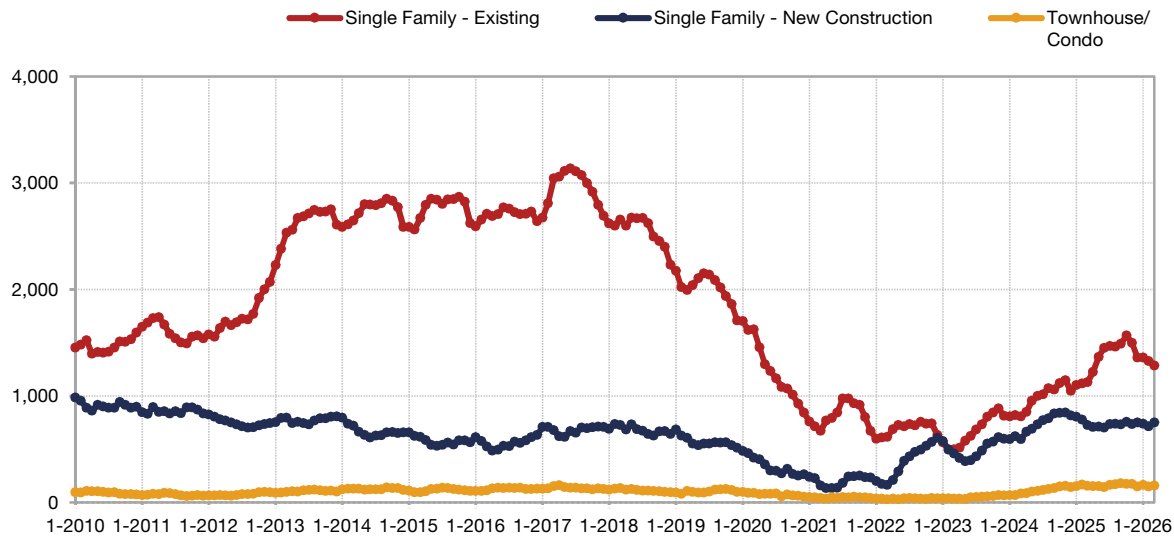
The number of properties available for sale in active status at the end of a given month.



March



Historical Inventory of Homes for 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.

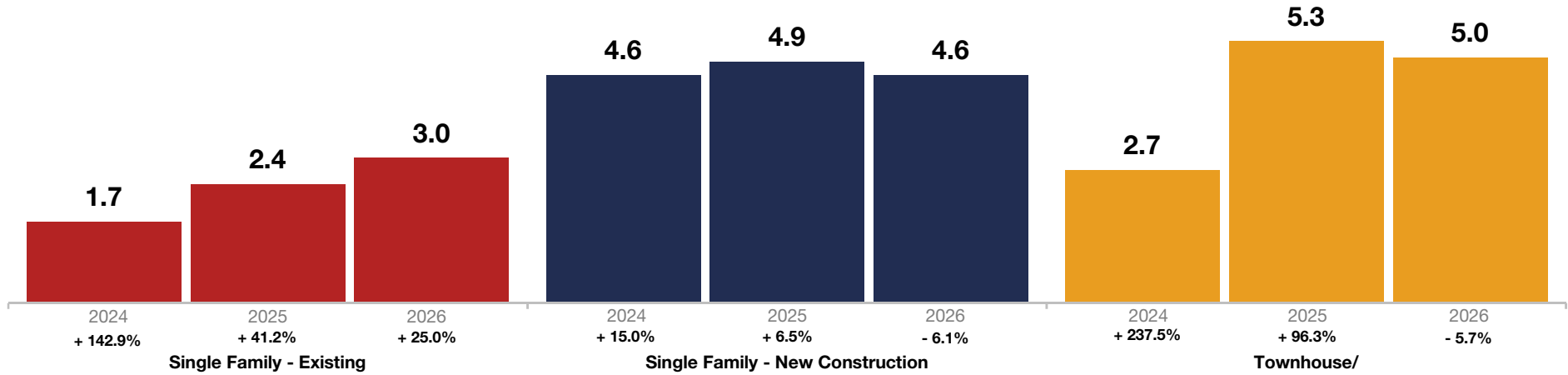
	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
April 2025	1,225	708	153
May 2025	1,365	711	152
June 2025	1,450	701	144
July 2025	1,467	735	163
August 2025	1,462	738	169
September 2025	1,490	731	179
October 2025	1,568	756	172
November 2025	1,499	736	174
December 2025	1,361	749	150
January 2026	1,361	738	164
February 2026	1,328	713	150
March 2026	1,284	749	159
12-Month Avg.	1,405	730	161

Months Supply of Inventory

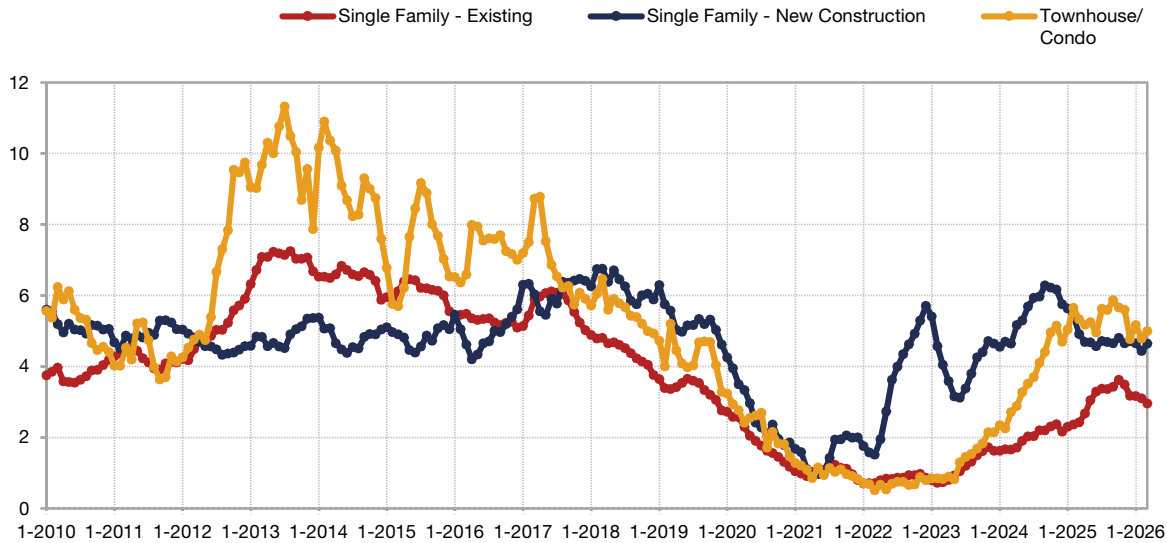
The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



March



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
April 2025	2.7	4.7	5.2
May 2025	3.0	4.7	5.2
June 2025	3.3	4.6	5.0
July 2025	3.4	4.7	5.6
August 2025	3.4	4.7	5.6
September 2025	3.4	4.6	5.9
October 2025	3.6	4.8	5.7
November 2025	3.5	4.6	5.6
December 2025	3.2	4.7	4.8
January 2026	3.2	4.6	5.2
February 2026	3.1	4.4	4.8
March 2026	3.0	4.6	5.0
12-Month Avg.*	3.2	4.7	5.3

* Months Supply for all properties from April 2025 through March 2026. 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	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		962	1,034	+ 7.5%	2,645	2,671	+ 1.0%
Pending Sales		782	794	+ 1.5%	1,964	2,074	+ 5.6%
Closed Sales		590	669	+ 13.4%	1,531	1,629	+ 6.4%
Days on Market		63	72	+ 14.3%	63	70	+ 11.1%
Median Sales Price		\$299,353	\$299,063	- 0.1%	\$293,000	\$294,853	+ 0.6%
Avg. Sales Price		\$305,888	\$312,769	+ 2.2%	\$300,837	\$304,477	+ 1.2%
Pct. of List Price Received		98.6%	98.4%	- 0.2%	98.4%	98.3%	- 0.1%
Affordability Index		126	127	+ 0.8%	129	129	0.0%
Homes for Sale		2,008	2,192	+ 9.2%	--	--	--
Months Supply		3.1	3.5	+ 12.9%	--	--	--