Monthly Indicators

Longleaf Pine REALTORS®
Serving REALTORS® in Eastern North Carolina since 1946

October 2026

U.S. existing-home sales rose 1.5 percent from August and fell 2.2 percent from a year earlier in September, to a seasonally adjusted annual rate of 3.99 million, according to the National Association of REALTORS®. Sales increased in the South and the West, held steady in the Midwest, and declined in the Northeast. Compared with a year earlier, sales declined in all four regions. August and September were the two slowest months for home sales this year, NAR Chief Economist Lawrence Yun said.

- Single Family - Existing Homes Closed Sales were down 34.7 percent to 295.
- Single Family - New Construction Closed Sales were down 30.5 percent to 98.
- Townhouse/Condo Closed Sales were down 44.8 percent to 16.

- Single Family - Existing Homes Median Sales Price increased 4.8 percent to $277,500.
- Single Family - New Construction Median Sales Price decreased 1.8 percent to $339,750.
- Townhouse/Condo Median Sales Price decreased 19.8 percent to $180,500.

Heading into October, 1.60 million homes were listed for sale, up 1.9 percent from the previous month and 4.6 percent from a year earlier, according to NAR. Unsold inventory was a 4.8-month supply, unchanged from August and up from a 4.5-month supply a year earlier. The median existing-home sales price was $417,500, up 1.3 percent from $412,300 a year earlier. That marked the 39th consecutive month of year-over-year price gains.

Quick Facts

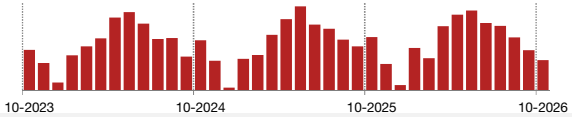
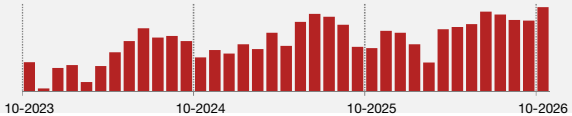
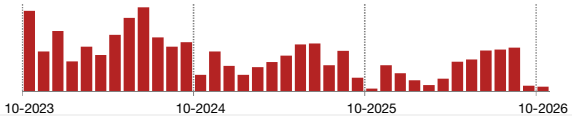
- 34.2%	+ 3.5%	+ 19.9%
One-Year Change in Closed Sales All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Homes for Sale All Properties

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

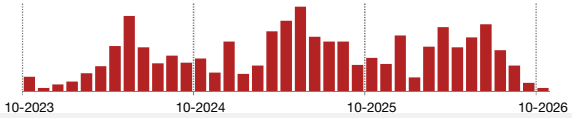
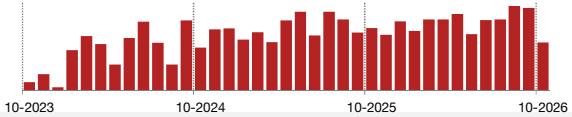
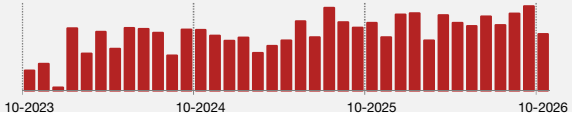
Single Family - Existing Market Overview

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	10-2025	10-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		661	**537**	- 18.8%	6,715	**6,699**	- 0.2%
Pending Sales		389	**296**	- 23.9%	4,533	**4,418**	- 2.5%
Closed Sales		452	**295**	- 34.7%	4,411	**4,216**	- 4.4%
Days on Market		50	**52**	+ 4.0%	42	**50**	+ 19.0%
Median Sales Price		$264,900	**$277,500**	+ 4.8%	$274,500	**$275,000**	+ 0.2%
Avg. Sales Price		$281,522	**$312,775**	+ 11.1%	$293,124	**$299,246**	+ 2.1%
Pct. of List Price Received		97.5%	**97.5%**	0.0%	98.1%	**98.0%**	- 0.1%
Affordability Index		151	**130**	- 13.9%	145	**131**	- 9.7%
Homes for Sale		1,570	**1,937**	+ 23.4%	--	**--**	--
Months Supply		3.6	**4.7**	+ 30.6%	--	**--**	--

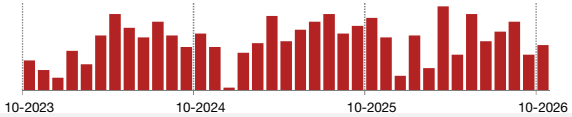
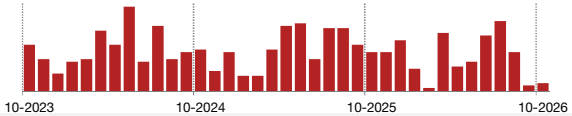
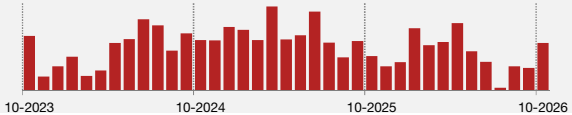
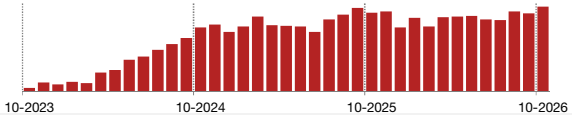
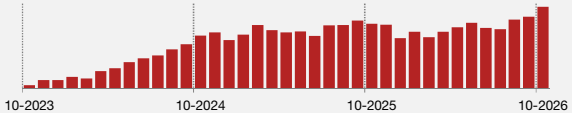
Single Family - New Construction Market Overview

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	10-2025	10-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		205	**202**	- 1.5%	2,113	**1,955**	- 7.5%
Pending Sales		124	**101**	- 18.5%	1,598	**1,514**	- 5.3%
Closed Sales		141	**98**	- 30.5%	1,606	**1,455**	- 9.4%
Days on Market		97	**93**	- 4.1%	102	**105**	+ 2.9%
Median Sales Price		$346,100	**$339,750**	- 1.8%	$348,000	**$349,950**	+ 0.6%
Avg. Sales Price		$368,148	**$361,708**	- 1.7%	$363,336	**$368,971**	+ 1.6%
Pct. of List Price Received		99.9%	**99.8%**	- 0.1%	100.0%	**99.9%**	- 0.1%
Affordability Index		88	**82**	- 6.8%	87	**79**	- 9.2%
Homes for Sale		756	**878**	+ 16.1%	--	**--**	--
Months Supply		4.8	**6.0**	+ 25.0%	--	**--**	--

Townhouse/Condo Market Overview

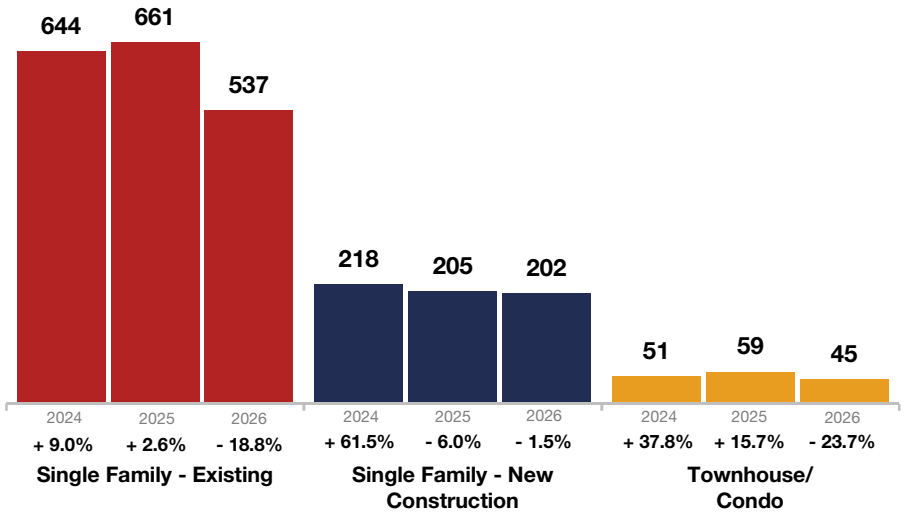
Key metrics for **Townhouse/Condo Properties Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	10-2025	10-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		59	**45**	- 23.7%	530	**490**	- 7.5%
Pending Sales		35	**23**	- 34.3%	334	**274**	- 18.0%
Closed Sales		29	**16**	- 44.8%	314	**259**	- 17.5%
Days on Market		70	**94**	+ 34.3%	65	**77**	+ 18.5%
Median Sales Price		$225,000	**$180,500**	- 19.8%	$176,500	**$207,000**	+ 17.3%
Avg. Sales Price		$208,169	**$190,955**	- 8.3%	$194,424	**$206,977**	+ 6.5%
Pct. of List Price Received		98.1%	**97.6%**	- 0.5%	97.2%	**97.2%**	0.0%
Affordability Index		188	**214**	+ 13.8%	239	**186**	- 22.2%
Homes for Sale		172	**181**	+ 5.2%	--	**--**	--
Months Supply		5.7	**6.7**	+ 17.5%	--	**--**	--

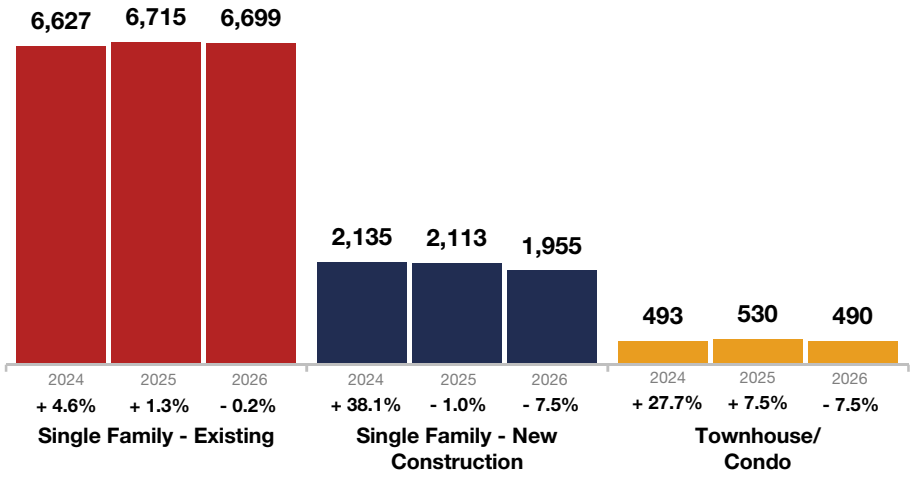
New Listings

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

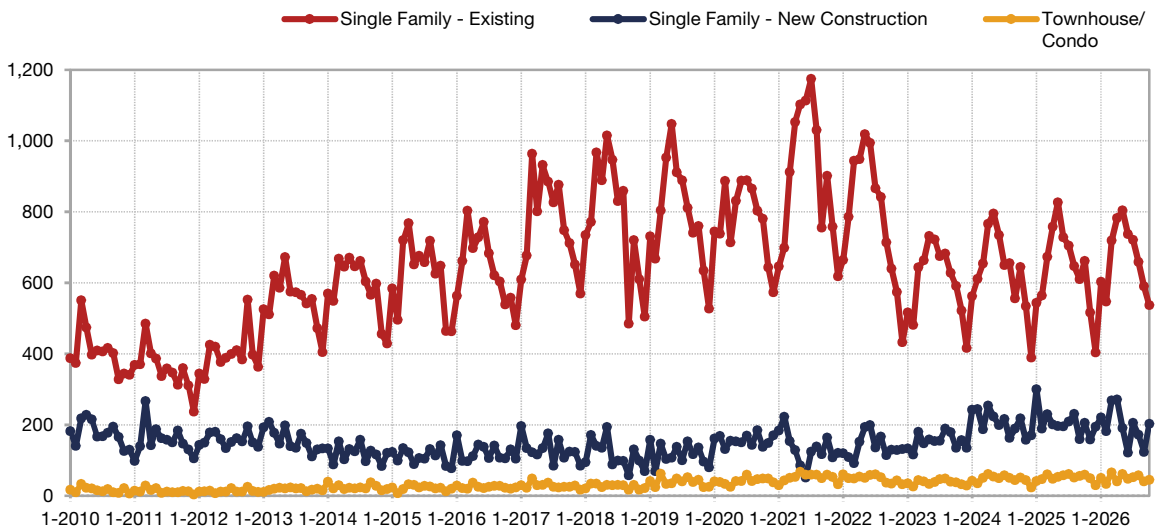
October



Year to Date



Historical New Listings by Month



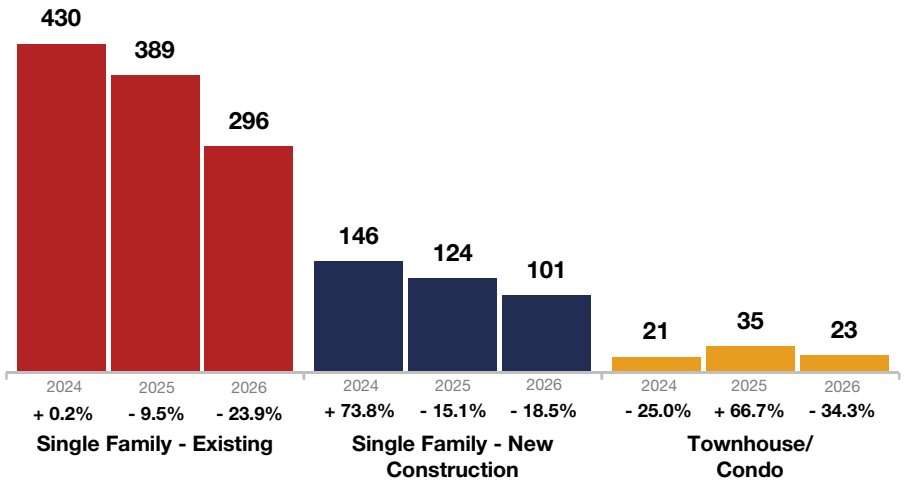
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	516	158	49
December 2025	403	194	29
January 2026	603	220	50
February 2026	547	182	33
March 2026	719	268	65
April 2026	782	271	40
May 2026	804	191	61
June 2026	737	121	47
July 2026	721	205	52
August 2026	659	172	57
September 2026	590	123	40
October 2026	**537**	**202**	**45**
12-Month Avg.	635	192	47

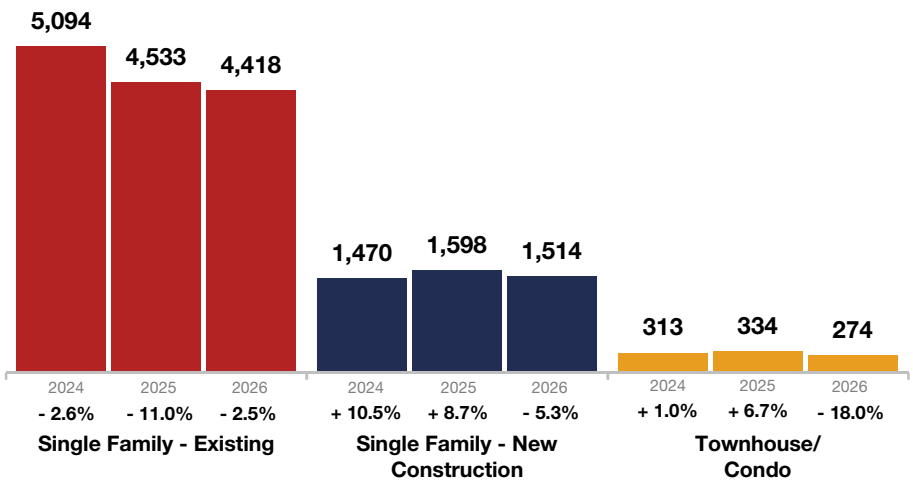
Pending Sales

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

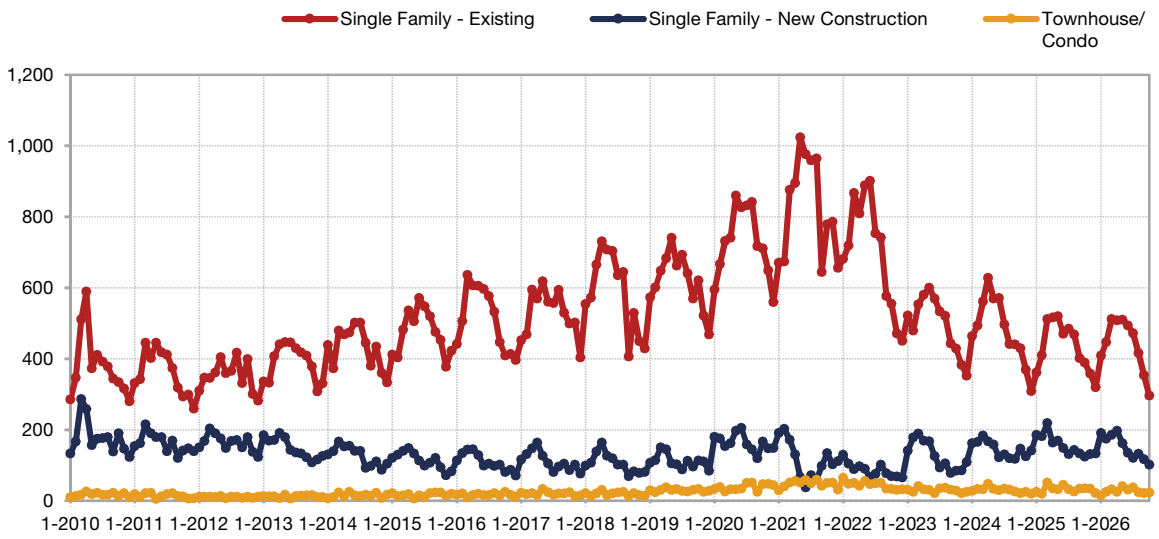
October



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.

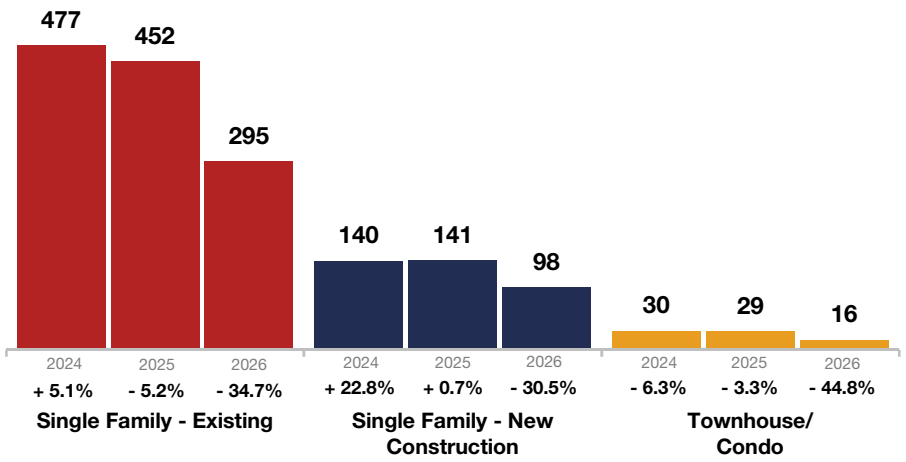
	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	358	131	34
December 2025	320	133	21
January 2026	409	191	15
February 2026	447	174	25
March 2026	512	185	32
April 2026	508	197	25
May 2026	510	162	41
June 2026	494	135	31
July 2026	472	120	37
August 2026	416	132	24
September 2026	354	117	21
October 2026	**296**	**101**	**23**
12-Month Avg.	425	148	27

Closed Sales

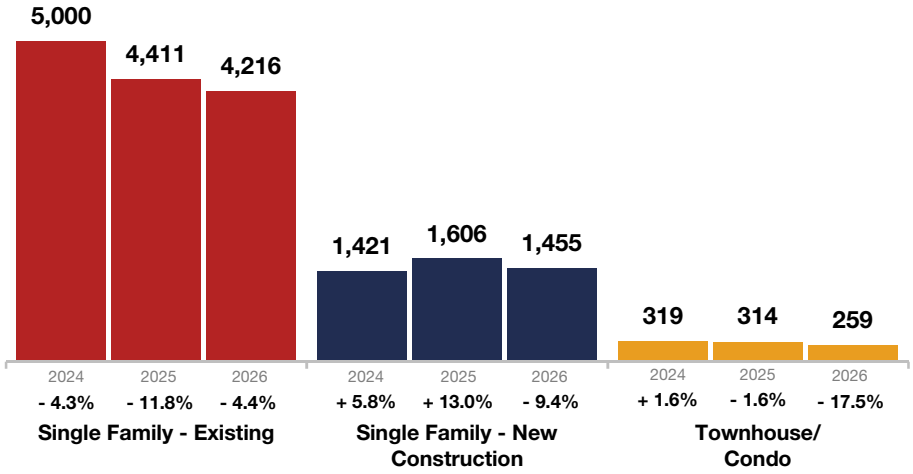
A count of the actual sales that closed in a given month.

Longleaf Pine REALTORS
Serving REALTORS in Eastern North Carolina since 1946

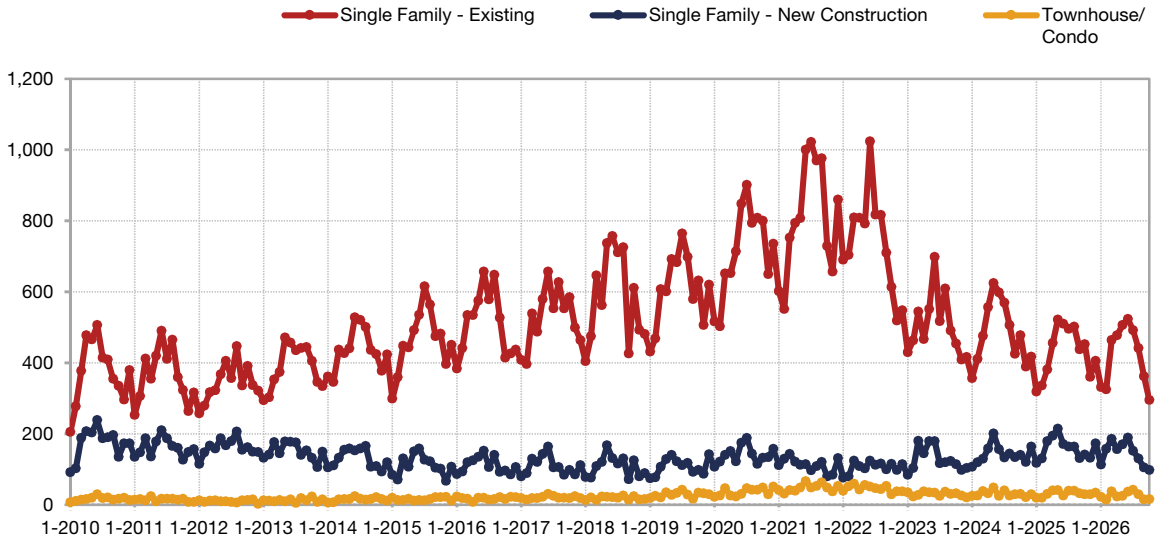
October



Year to Date



Historical Closed Sales by Month



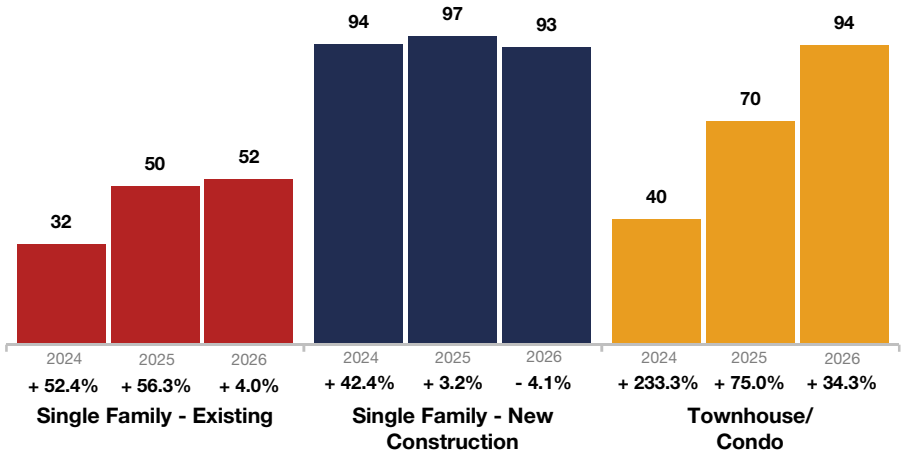
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	360	132	29
December 2025	405	173	34
January 2026	331	113	22
February 2026	325	157	14
March 2026	464	185	37
April 2026	477	156	23
May 2026	506	170	25
June 2026	523	189	36
July 2026	492	152	42
August 2026	441	130	29
September 2026	362	105	15
October 2026	**295**	**98**	**16**
12-Month Avg.	415	147	27

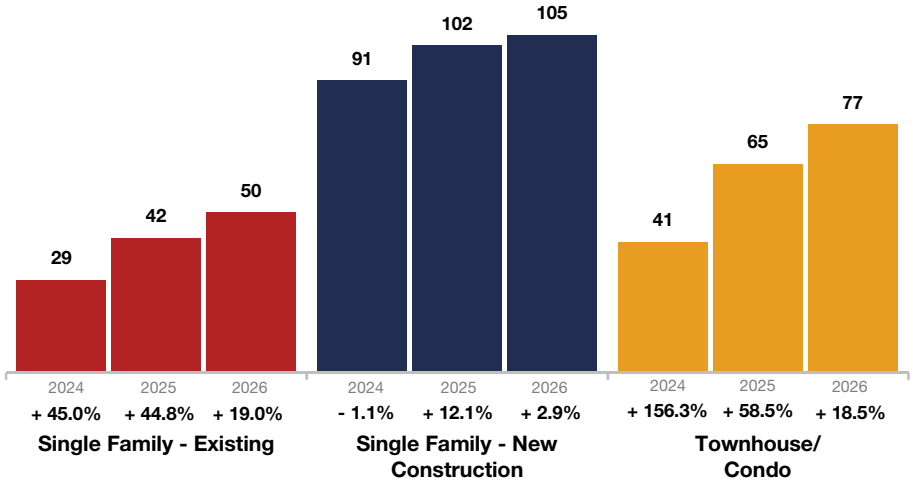
Days on Market Until Sale

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

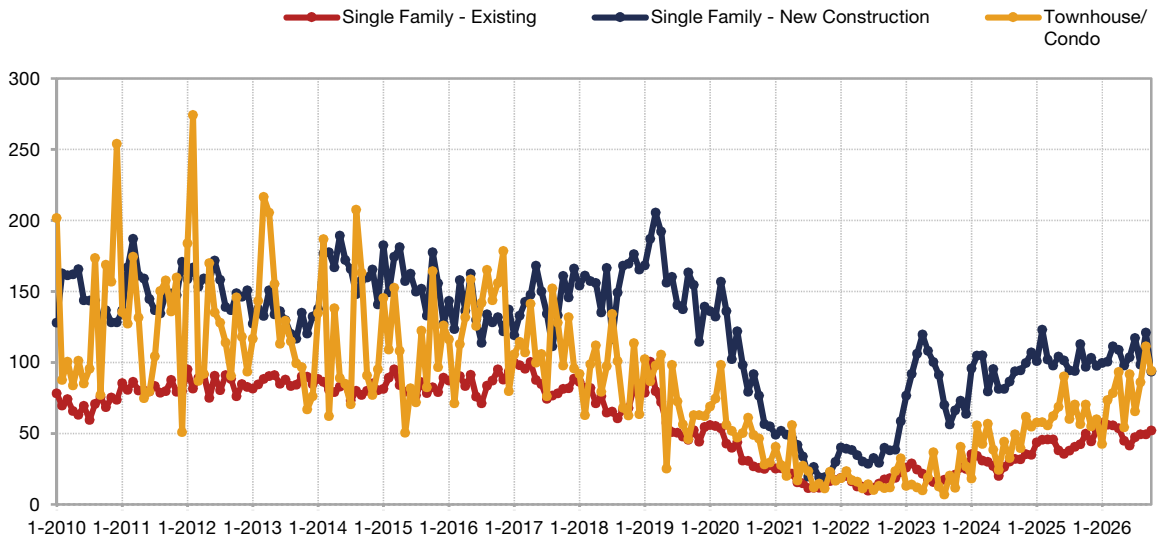
October



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.

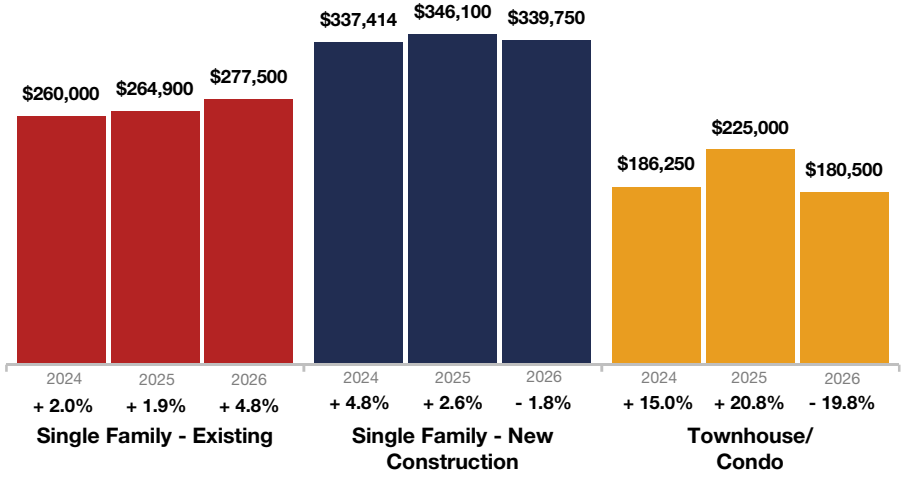
	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	44	103	55
December 2025	52	98	60
January 2026	57	100	42
February 2026	56	100	73
March 2026	55	111	78
April 2026	53	109	93
May 2026	45	98	54
June 2026	41	104	92
July 2026	47	117	65
August 2026	49	98	86
September 2026	49	121	111
October 2026	**52**	**93**	**94**
12-Month Avg.*	50	104	75

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

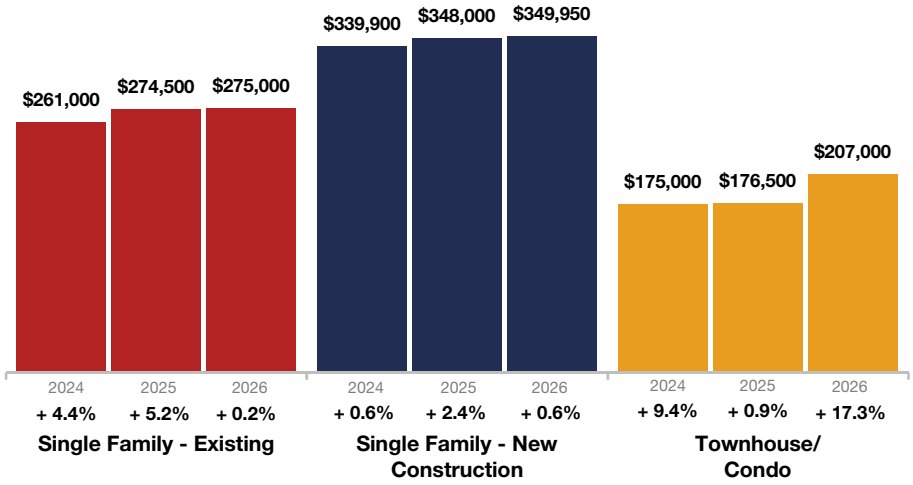
Median Sales Price

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

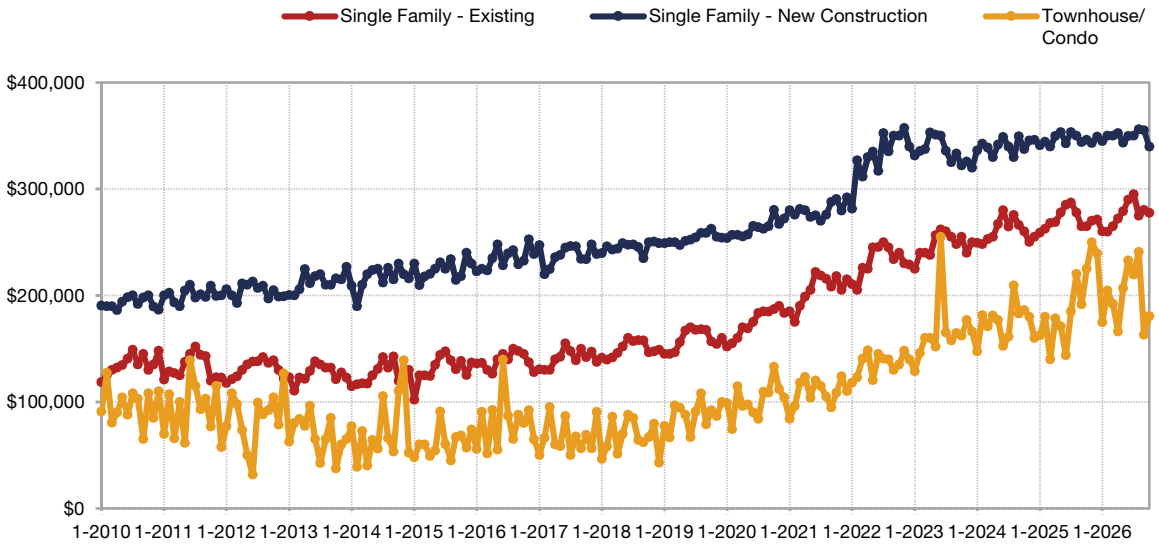
October



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.

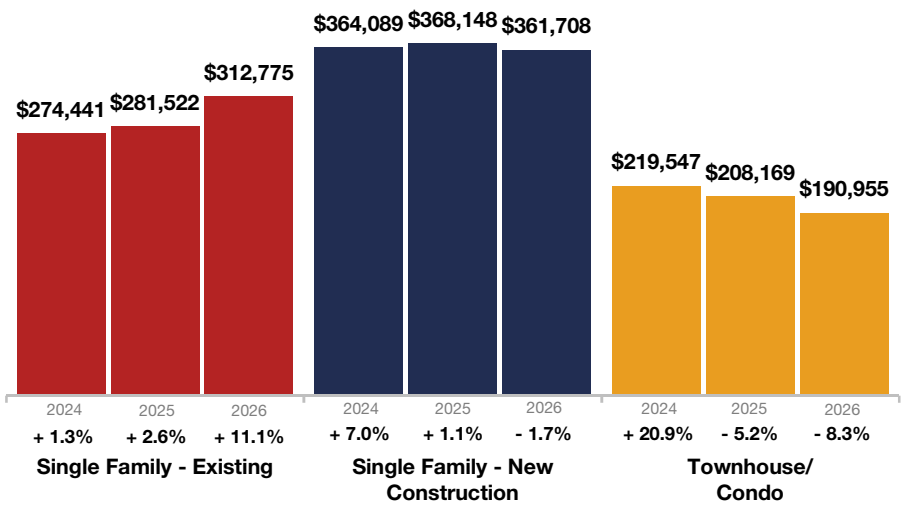
	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	$269,900	$343,208	$250,000
December 2025	$271,250	$349,100	$239,250
January 2026	$260,000	$344,900	$174,750
February 2026	$259,900	$349,900	$204,500
March 2026	$265,000	$349,999	$192,000
April 2026	$272,000	$352,430	$165,900
May 2026	$279,000	$343,440	$207,000
June 2026	$290,000	$349,706	$232,700
July 2026	$295,000	$349,948	$219,500
August 2026	$275,000	$355,898	$241,000
September 2026	$280,200	$355,000	$163,000
October 2026	**$277,500**	**$339,750**	**$180,500**
12-Month Med.*	$274,563	$348,607	$205,842

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

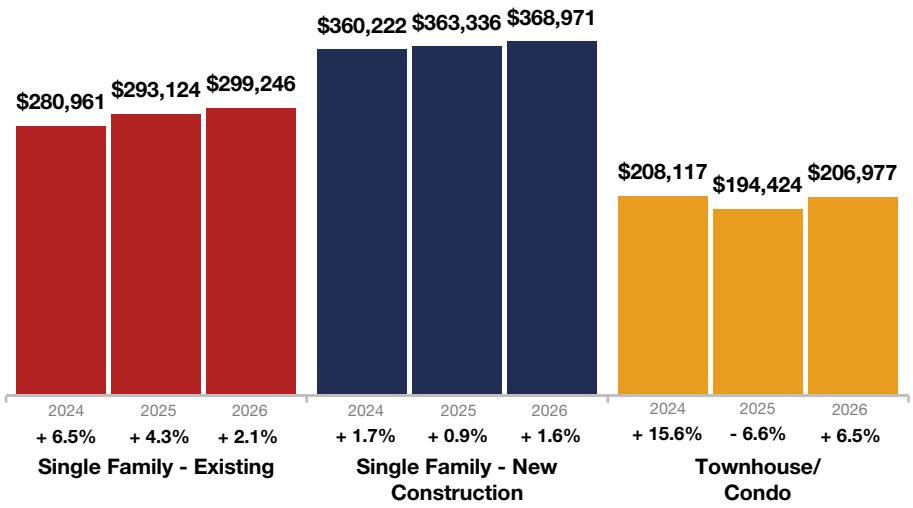
Average Sales Price

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

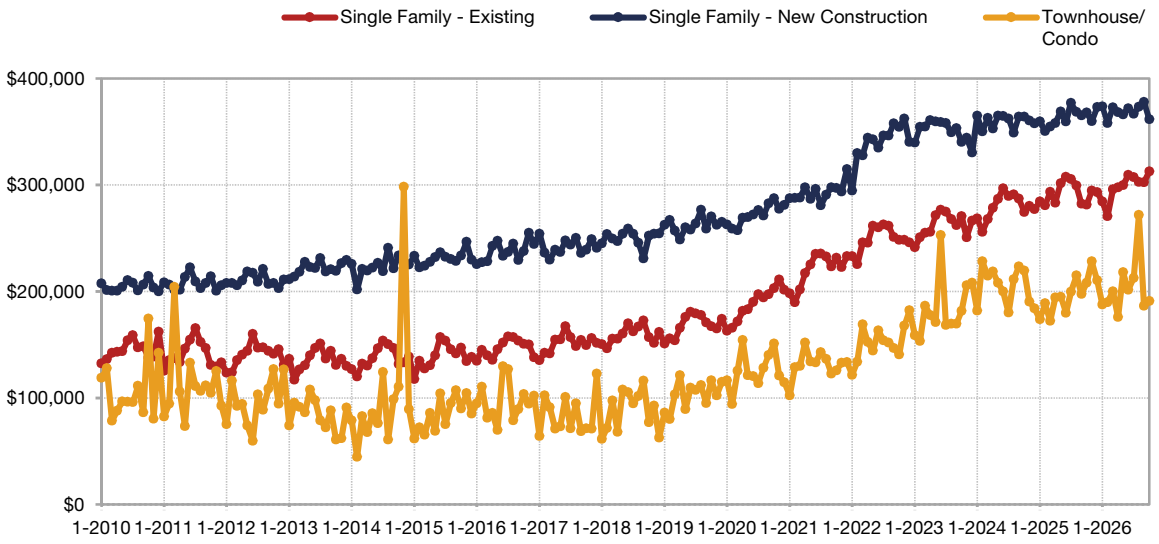
October



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.

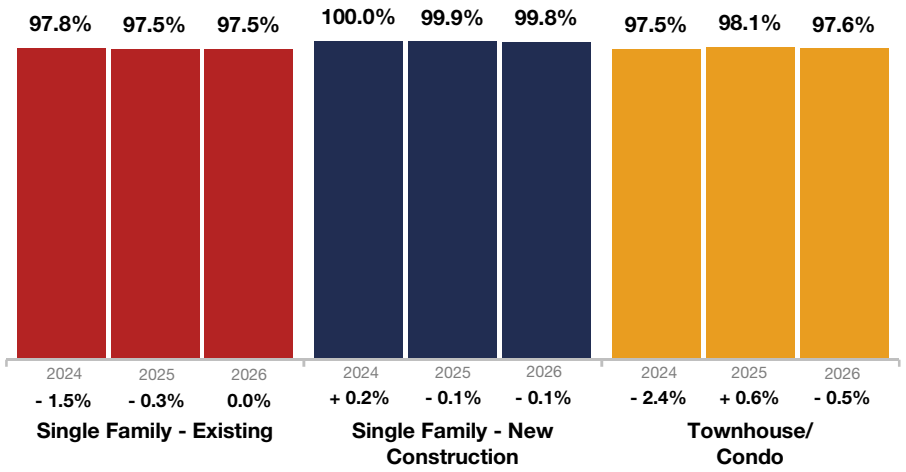
	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	$294,677	$359,883	$228,390
December 2025	$293,260	$373,001	$210,596
January 2026	$284,446	$373,816	$187,814
February 2026	$270,720	$357,995	$189,871
March 2026	$295,913	$372,746	$200,099
April 2026	$297,613	$368,192	$175,852
May 2026	$299,949	$366,302	$217,950
June 2026	$309,454	$371,878	$201,521
July 2026	$307,239	$366,870	$212,688
August 2026	$302,937	$373,549	$271,744
September 2026	$302,602	$377,887	$186,423
October 2026	**$312,775**	**$361,708**	**$190,955**
12-Month Avg.*	$297,632	$368,652	$206,159

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

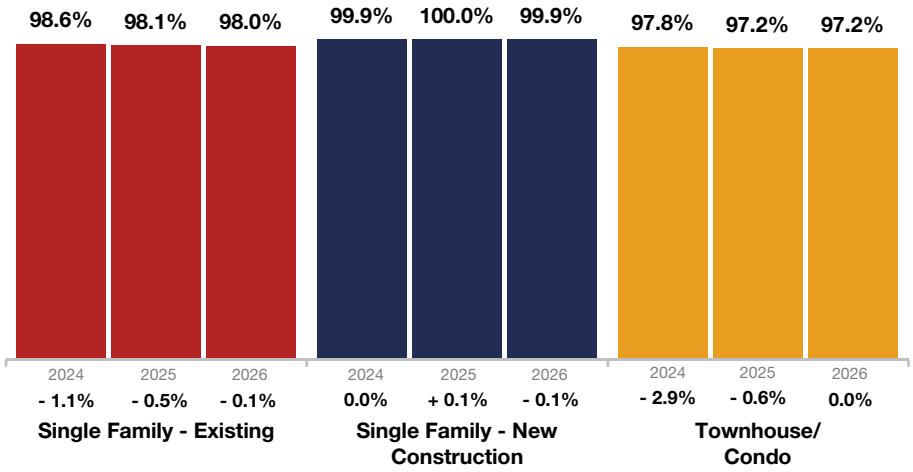
Percent of List Price Received

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.

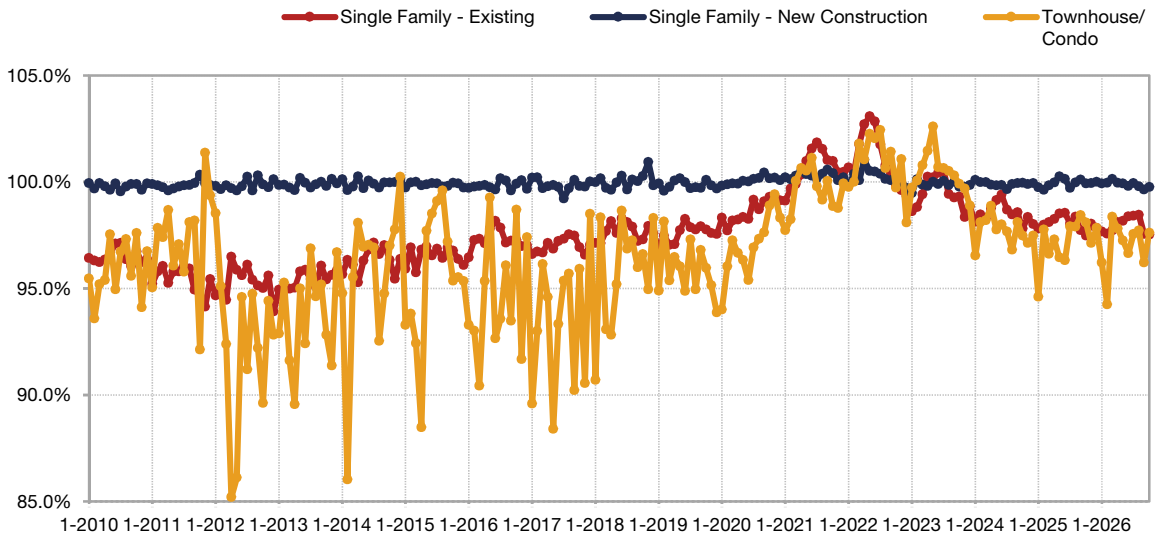
October



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.

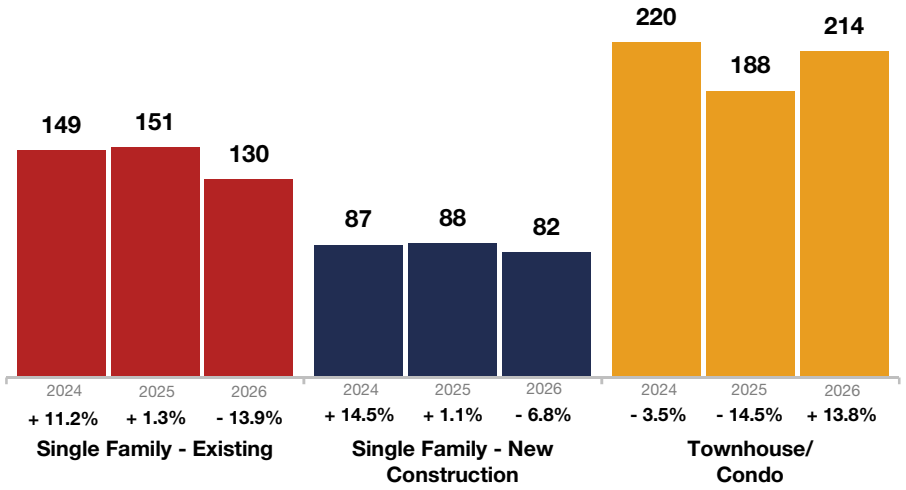
	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	98.0%	100.0%	97.1%
December 2025	97.8%	100.0%	97.8%
January 2026	97.7%	99.9%	96.2%
February 2026	97.6%	100.0%	94.3%
March 2026	97.7%	100.1%	98.4%
April 2026	98.1%	100.0%	97.8%
May 2026	98.2%	99.9%	97.3%
June 2026	98.4%	99.8%	96.6%
July 2026	98.4%	99.9%	97.5%
August 2026	98.4%	99.8%	97.7%
September 2026	97.5%	99.7%	96.2%
October 2026	**97.5%**	**99.8%**	**97.6%**
12-Month Avg.*	98.0%	99.9%	97.1%

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

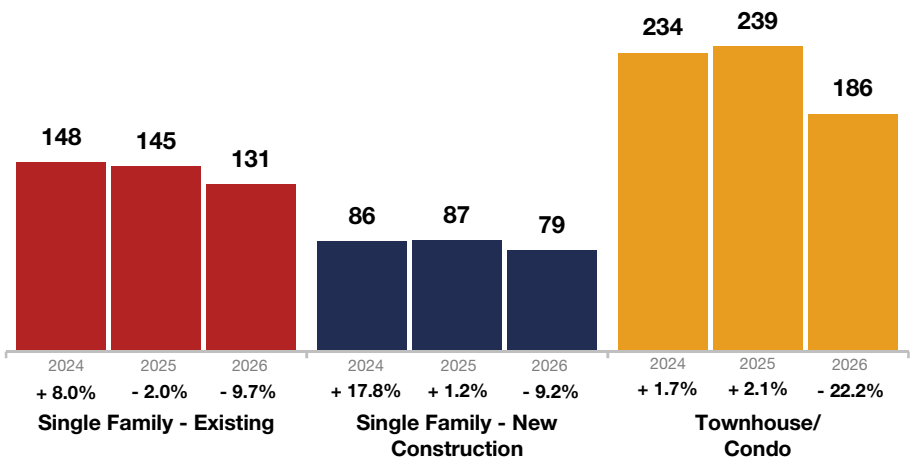
Housing Affordability Index

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.

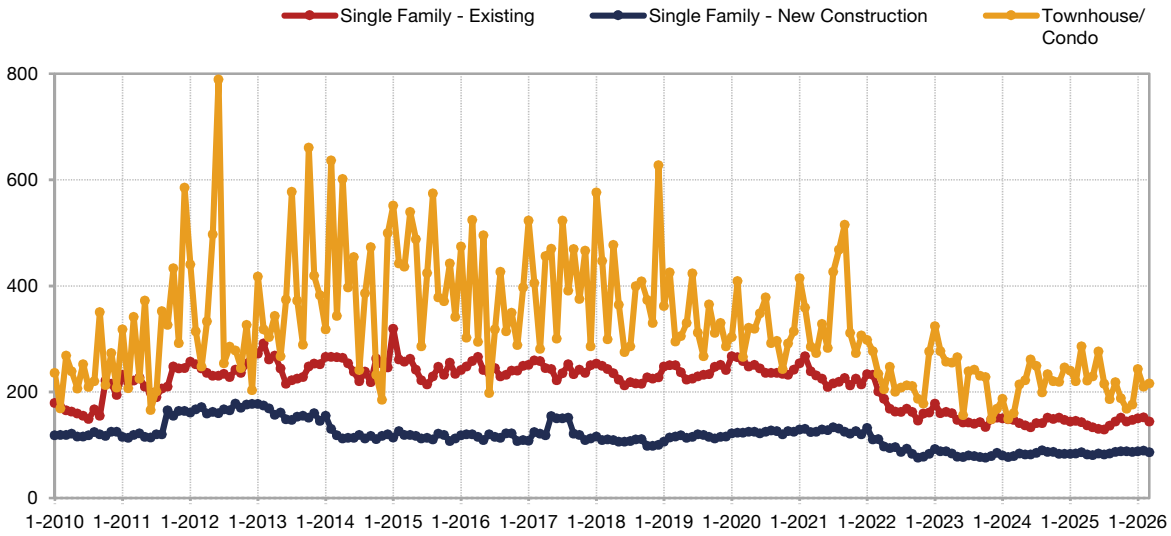
October



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.

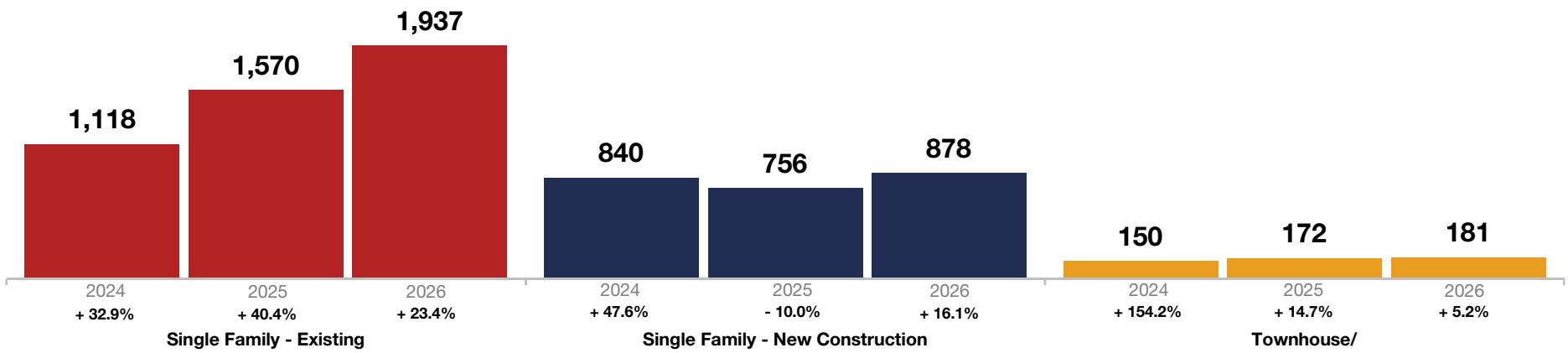
	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	144	88	168
December 2025	147	87	176
January 2026	150	88	243
February 2026	152	89	210
March 2026	144	86	216
April 2026	146	87	253
May 2026	139	87	198
June 2026	134	85	177
July 2026	130	83	126
August 2026	137	82	168
September 2026	131	80	165
October 2026	**130**	**82**	**214**
12-Month Avg.*	140	85	193

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

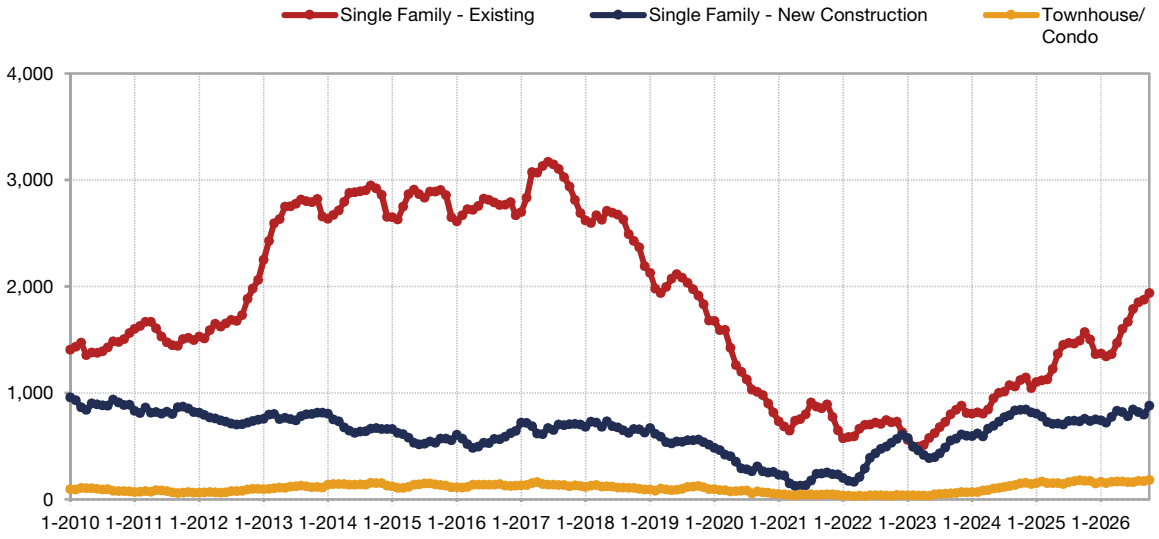
Inventory of Homes for Sale

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

October



Historical Inventory of Homes for Sale by Month



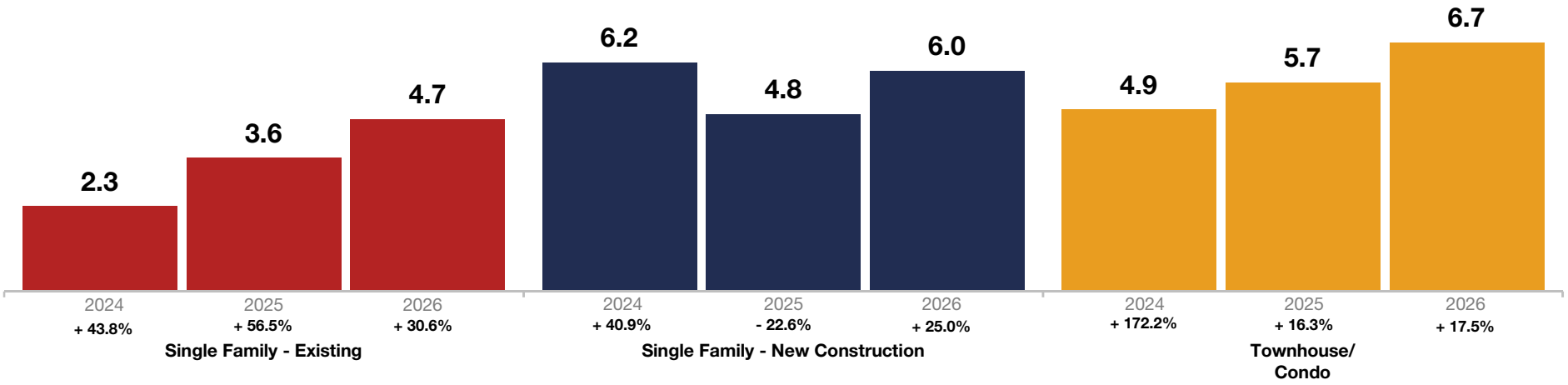
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	1,500	736	174
December 2025	1,363	749	150
January 2026	1,368	741	164
February 2026	1,341	719	151
March 2026	1,362	775	165
April 2026	1,467	830	166
May 2026	1,599	819	167
June 2026	1,667	781	162
July 2026	1,786	844	161
August 2026	1,851	820	174
September 2026	1,873	795	171
October 2026	**1,937**	**878**	**181**
12-Month Avg.	1,593	791	166

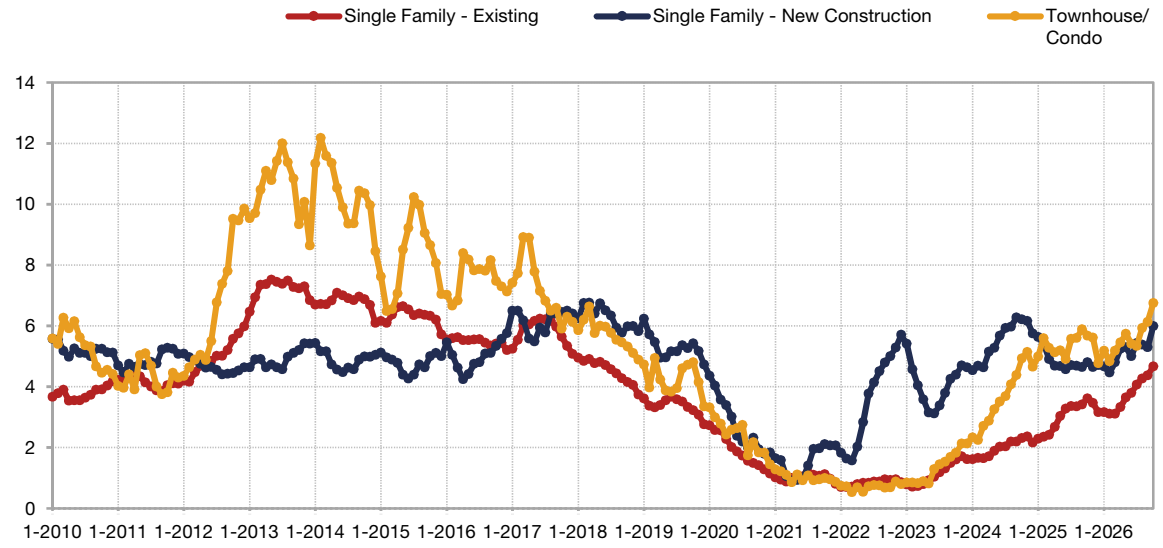
Months Supply of Inventory

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.

October



Historical Months Supply of Inventory by Month



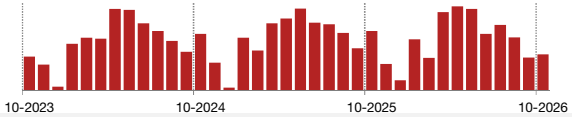
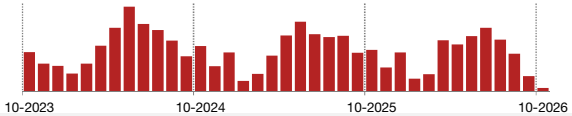
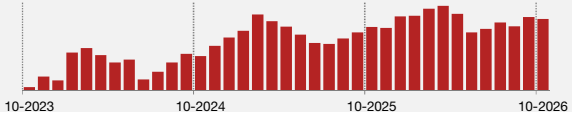
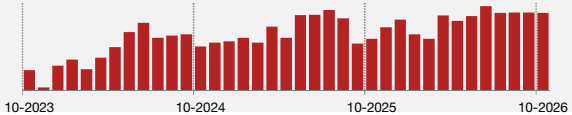
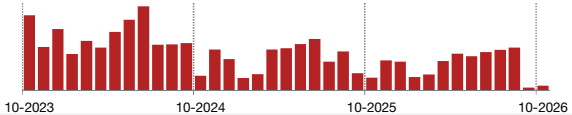
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family - Existing	Single Family - New Construction	Townhouse/ Condo
November 2025	3.5	4.6	5.6
December 2025	3.2	4.7	4.8
January 2026	3.2	4.7	5.2
February 2026	3.1	4.5	4.8
March 2026	3.1	4.8	5.2
April 2026	3.3	5.2	5.5
May 2026	3.6	5.3	5.7
June 2026	3.8	5.0	5.4
July 2026	4.1	5.4	5.3
August 2026	4.3	5.4	5.9
September 2026	4.4	5.3	6.1
October 2026	**4.7**	**6.0**	**6.7**
12-Month Avg.*	3.7	5.1	5.5

* Months Supply for all properties from November 2025 through October 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	10-2025	10-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		925	**784**	- 15.2%	9,358	**9,144**	- 2.3%
Pending Sales		548	**420**	- 23.4%	6,465	**6,206**	- 4.0%
Closed Sales		622	**409**	- 34.2%	6,331	**5,930**	- 6.3%
Days on Market		61	**63**	+ 3.3%	58	**65**	+ 12.1%
Median Sales Price		$289,950	**$300,000**	+ 3.5%	$297,000	**$299,990**	+ 1.0%
Avg. Sales Price		$297,792	**$319,734**	+ 7.4%	$306,051	**$312,334**	+ 2.1%
Pct. of List Price Received		98.1%	**98.1%**	0.0%	98.5%	**98.4%**	- 0.1%
Affordability Index		137	**120**	- 12.4%	134	**120**	- 10.4%
Homes for Sale		2,498	**2,996**	+ 19.9%	--	**--**	--
Months Supply		4.0	**5.1**	+ 27.5%	--	**--**	--