

Monthly Indicators



January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

- Single Family - Existing Homes Closed Sales were down 0.9 percent to 316.
- Single Family - New Construction Closed Sales were down 5.9 percent to 111.
- Townhouse/Condo Closed Sales were up 10.5 percent to 21.

- Single Family - Existing Homes Median Sales Price increased 0.4 percent to \$260,000.
- Single Family - New Construction Median Sales Price increased 0.6 percent to \$343,100.
- Townhouse/Condo Median Sales Price increased 7.4 percent to \$174,500.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Quick Facts

- 1.8%	- 0.4%	+ 7.3%
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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		544	598	+ 9.9%	544	598	+ 9.9%
Pending Sales		361	436	+ 20.8%	361	436	+ 20.8%
Closed Sales		319	316	- 0.9%	319	316	- 0.9%
Days on Market		44	58	+ 31.8%	44	58	+ 31.8%
Median Sales Price		\$259,000	\$260,000	+ 0.4%	\$259,000	\$260,000	+ 0.4%
Avg. Sales Price		\$284,590	\$280,823	- 1.3%	\$284,590	\$280,823	- 1.3%
Pct. of List Price Received		97.8%	97.7%	- 0.1%	97.8%	97.7%	- 0.1%
Affordability Index		144	151	+ 4.9%	144	151	+ 4.9%
Homes for Sale		1,102	1,313	+ 19.1%	--	--	--
Months Supply		2.3	3.1	+ 34.8%	--	--	--

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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		300	219	- 27.0%	300	219	- 27.0%
Pending Sales		185	196	+ 5.9%	185	196	+ 5.9%
Closed Sales		118	111	- 5.9%	118	111	- 5.9%
Days on Market		101	100	- 1.0%	101	100	- 1.0%
Median Sales Price		\$341,000	\$343,100	+ 0.6%	\$341,000	\$343,100	+ 0.6%
Avg. Sales Price		\$359,678	\$373,301	+ 3.8%	\$359,678	\$373,301	+ 3.8%
Pct. of List Price Received		99.7%	99.9%	+ 0.2%	99.7%	99.9%	+ 0.2%
Affordability Index		83	89	+ 7.2%	83	89	+ 7.2%
Homes for Sale		806	735	- 8.8%	--	--	--
Months Supply		5.6	4.6	- 17.9%	--	--	--

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.

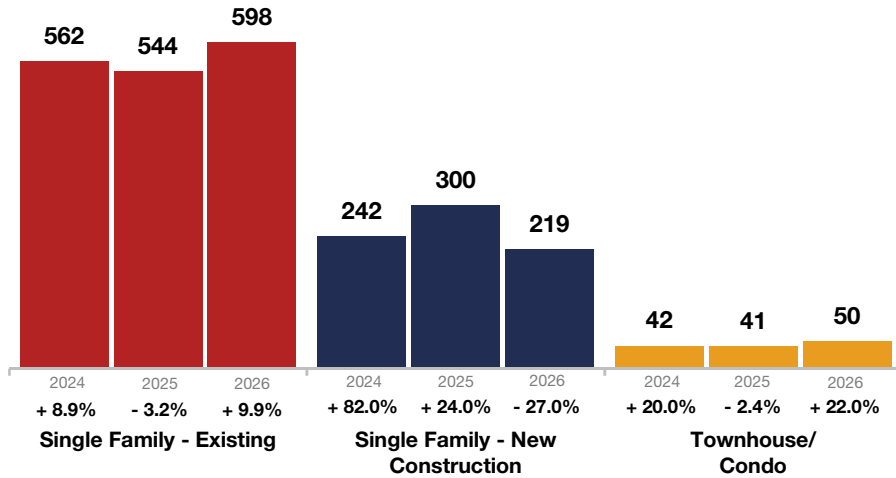
Key Metrics	Historical Sparklines	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		41	50	+ 22.0%	41	50	+ 22.0%
Pending Sales		25	17	- 32.0%	25	17	- 32.0%
Closed Sales		19	21	+ 10.5%	19	21	+ 10.5%
Days on Market		58	41	- 29.3%	58	41	- 29.3%
Median Sales Price		\$162,500	\$174,500	+ 7.4%	\$162,500	\$174,500	+ 7.4%
Avg. Sales Price		\$173,797	\$181,757	+ 4.6%	\$173,797	\$181,757	+ 4.6%
Pct. of List Price Received		94.6%	96.0%	+ 1.5%	94.6%	96.0%	+ 1.5%
Affordability Index		240	243	+ 1.3%	240	243	+ 1.3%
Homes for Sale		152	162	+ 6.6%	--	--	--
Months Supply		5.0	5.2	+ 4.0%	--	--	--

New Listings

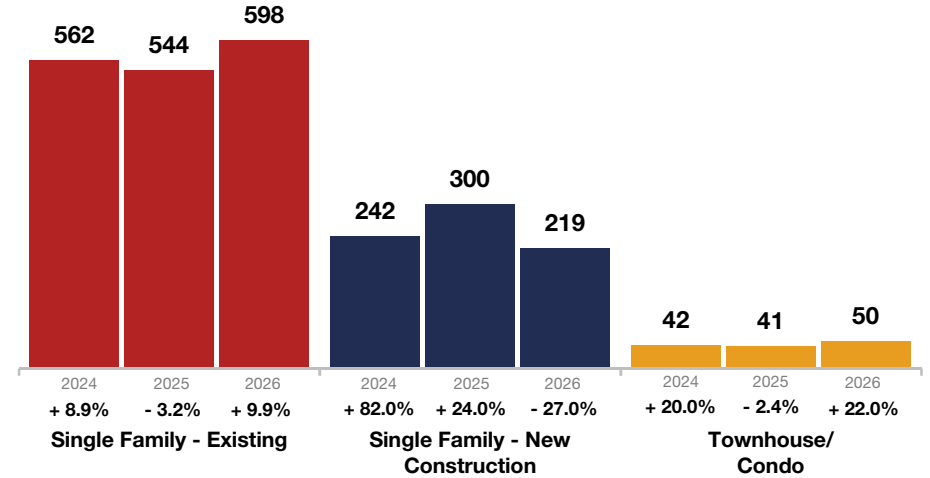
A count of the properties that have been newly listed on the market in a given month.



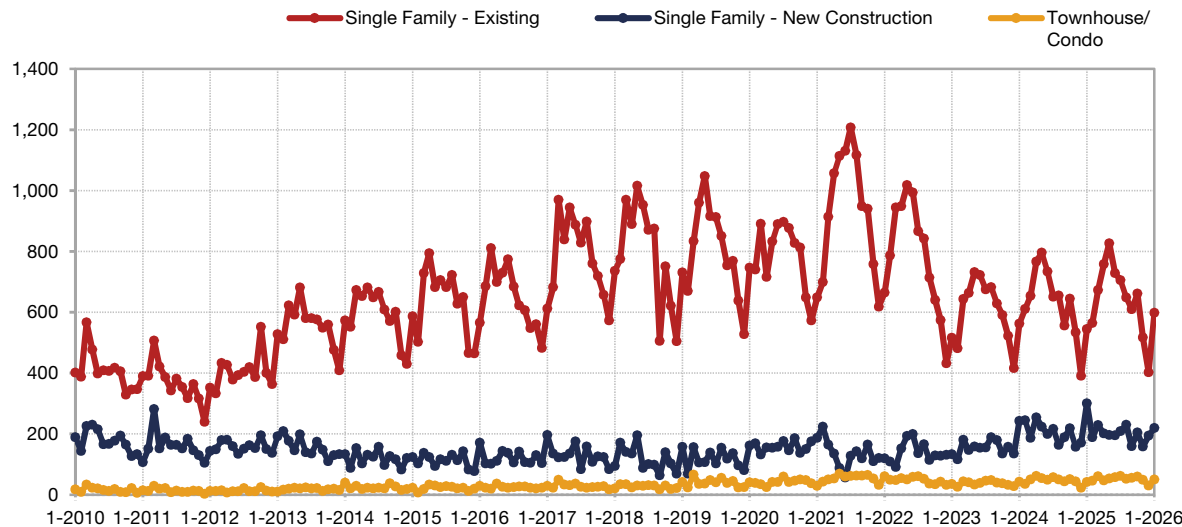
January



Year to Date



Historical New Listings by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
February 2025	564	189	46
March 2025	673	229	60
April 2025	758	201	47
May 2025	826	196	53
June 2025	728	195	57
July 2025	705	209	61
August 2025	648	230	52
September 2025	610	159	55
October 2025	661	205	59
November 2025	517	158	49
December 2025	402	194	30
January 2026	598	219	50
12-Month Avg.	641	199	52

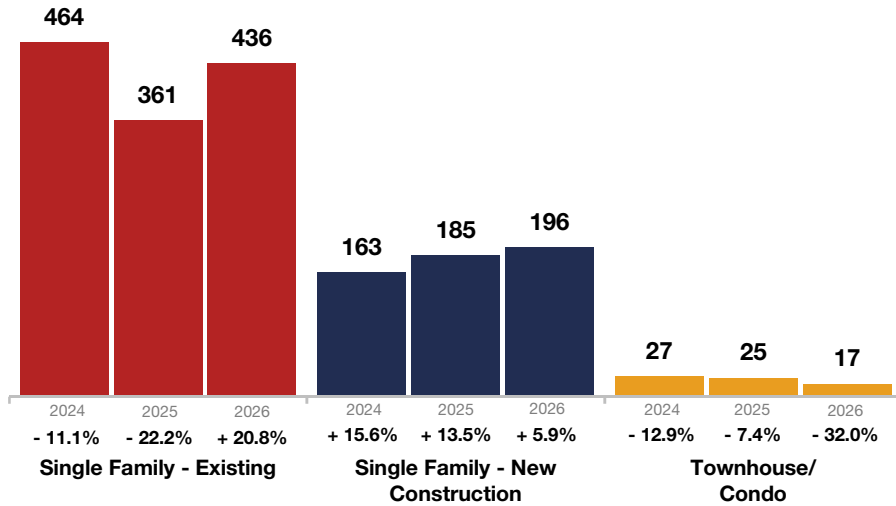
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Pending Sales

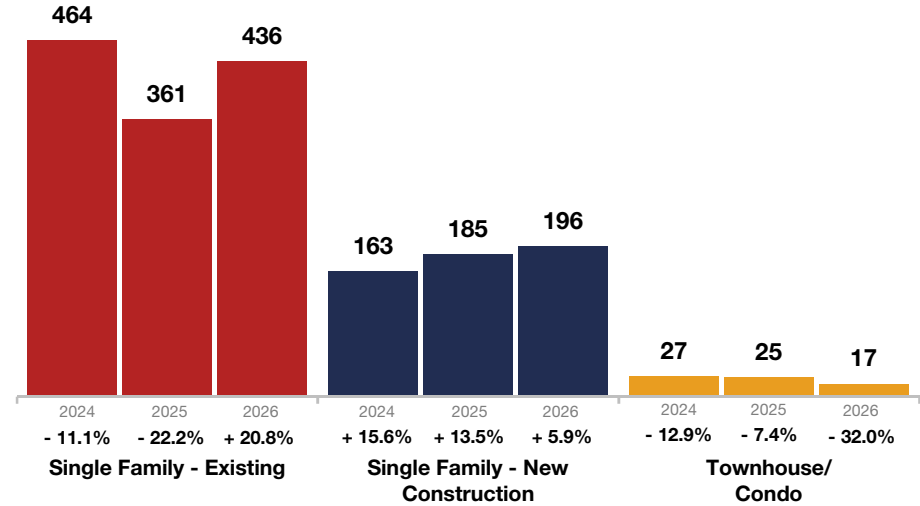
A count of the properties on which offers have been accepted in a given month.



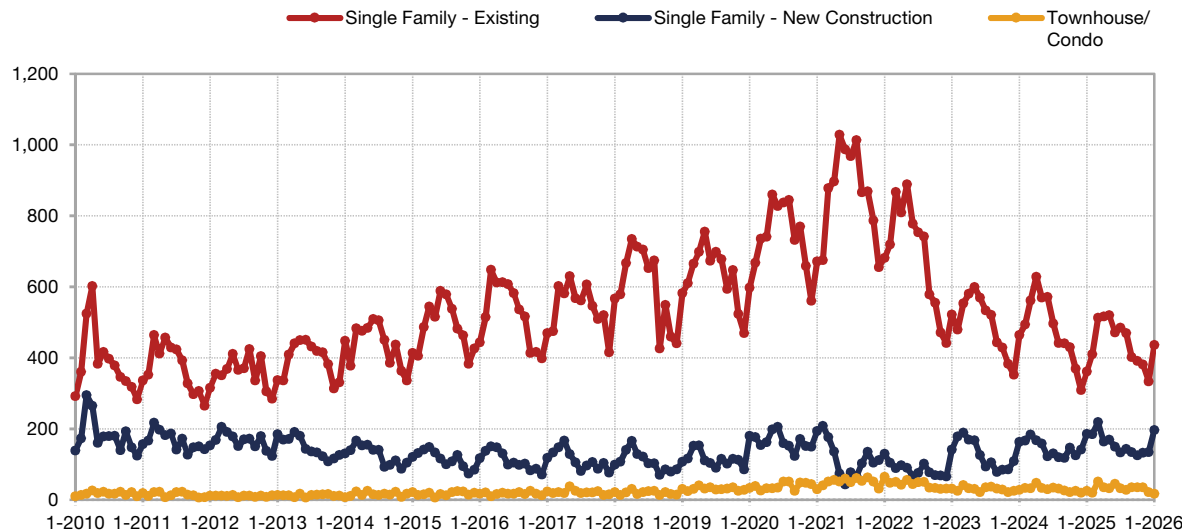
January



Year to Date



Historical Pending Sales by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
February 2025	410	184	19
March 2025	513	219	51
April 2025	516	164	35
May 2025	520	169	32
June 2025	471	149	45
July 2025	485	133	32
August 2025	469	143	27
September 2025	402	134	35
October 2025	391	125	35
November 2025	381	132	35
December 2025	333	134	21
January 2026	436	196	17
12-Month Avg.	444	157	32

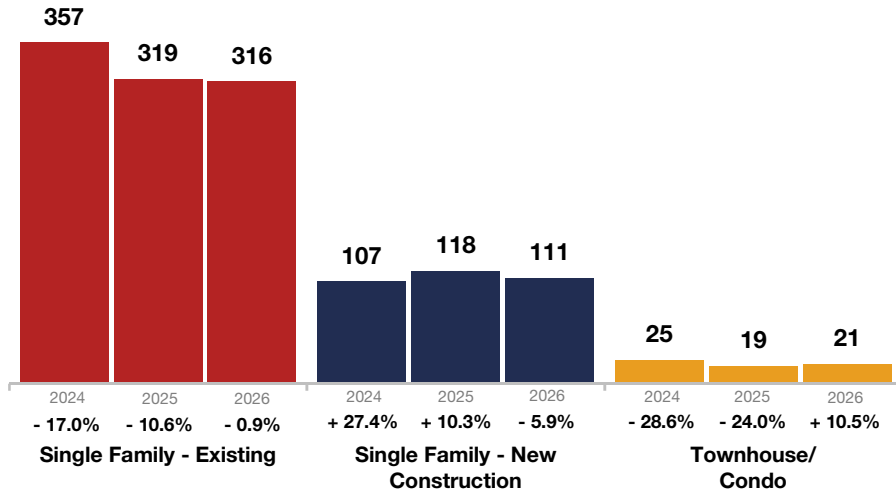
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Closed Sales

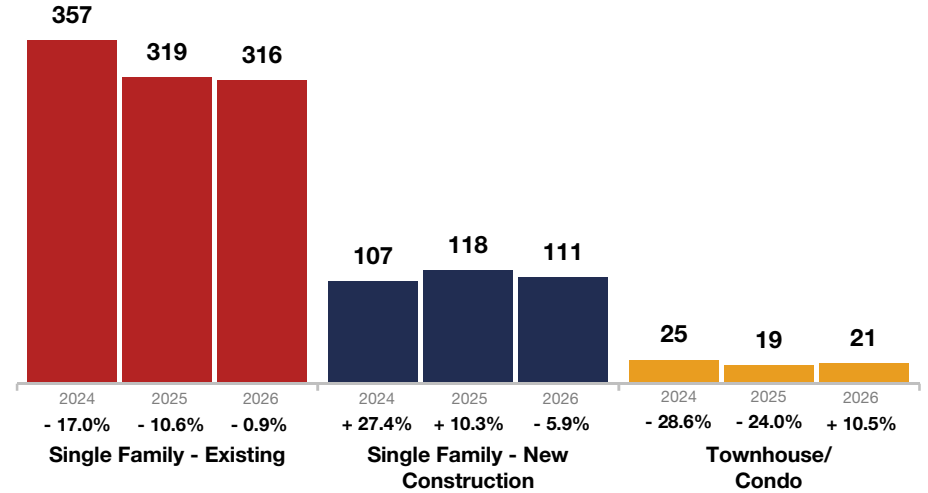
A count of the actual sales that closed in a given month.



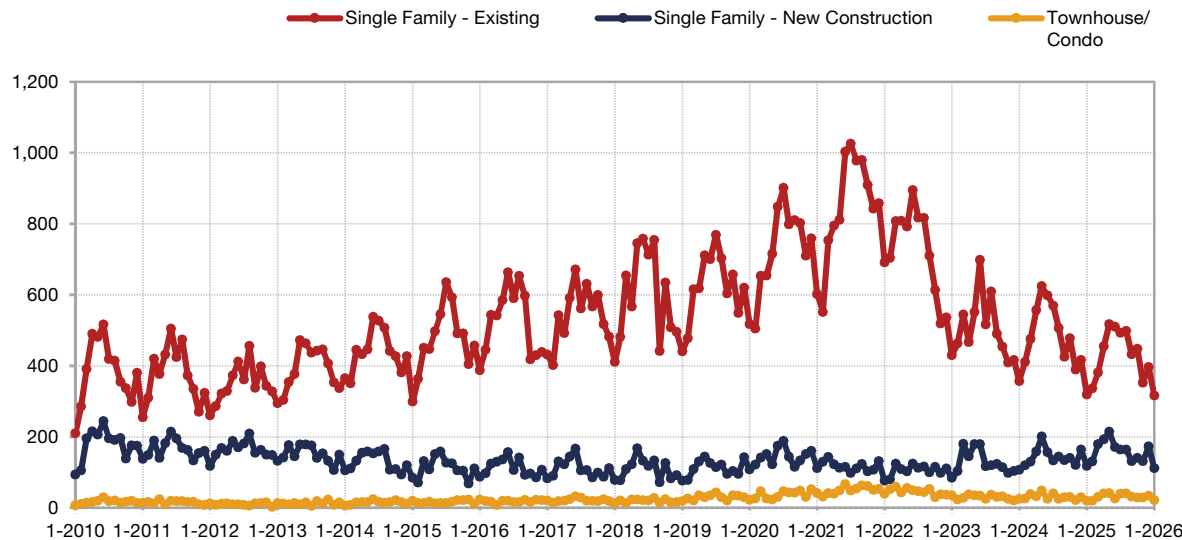
January



Year to Date



Historical Closed Sales by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
February 2025	336	130	19
March 2025	381	179	30
April 2025	455	192	40
May 2025	517	214	41
June 2025	510	171	26
July 2025	493	164	39
August 2025	498	164	40
September 2025	432	131	31
October 2025	448	140	28
November 2025	352	131	28
December 2025	396	173	34
January 2026	316	111	21
12-Month Avg.	428	158	31

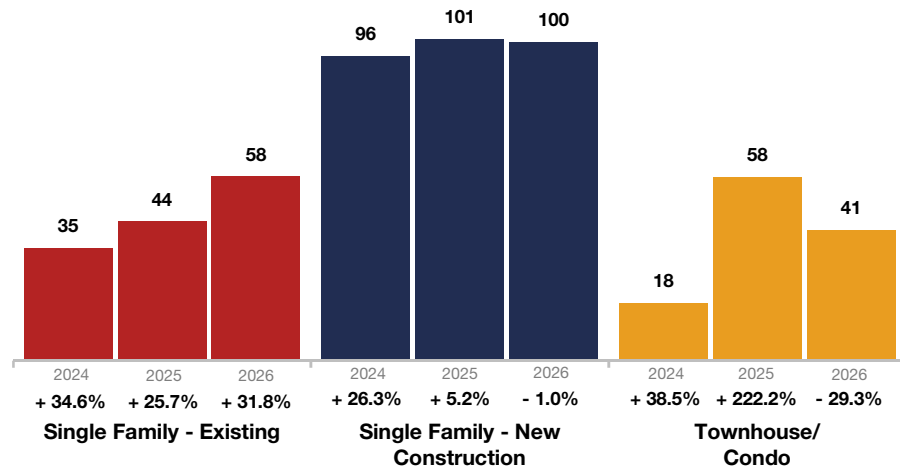
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Days on Market Until Sale

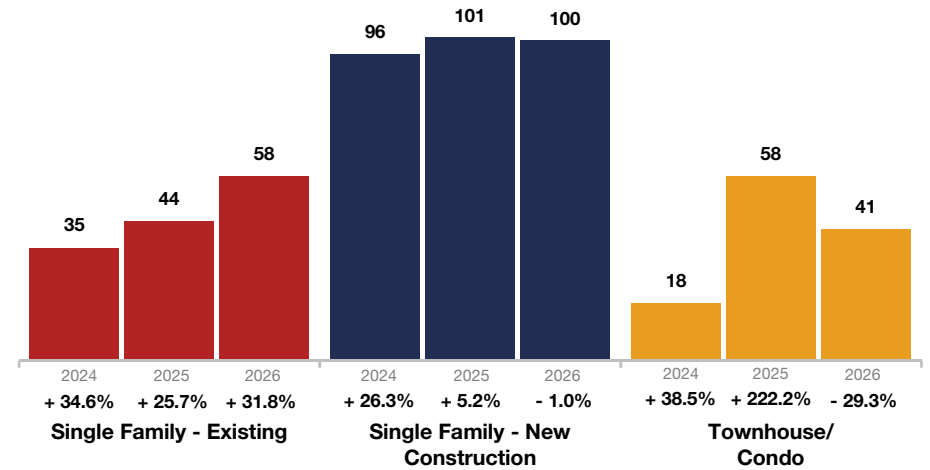
Average number of days between when a property is listed and when an offer is accepted in a given month.



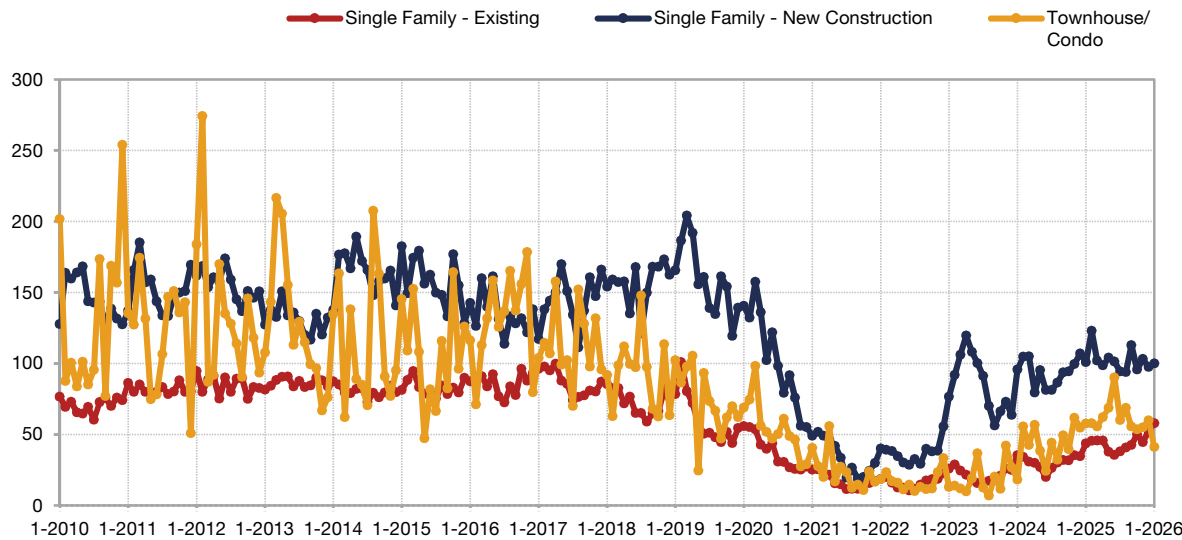
January



Year to Date



Historical Days on Market Until Sale by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
February 2025	45	123	58
March 2025	46	102	56
April 2025	46	99	62
May 2025	38	104	69
June 2025	36	101	90
July 2025	38	94	60
August 2025	41	94	69
September 2025	43	113	55
October 2025	50	96	54
November 2025	45	103	55
December 2025	53	98	60
January 2026	58	100	41
12-Month Avg.*	44	102	61

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

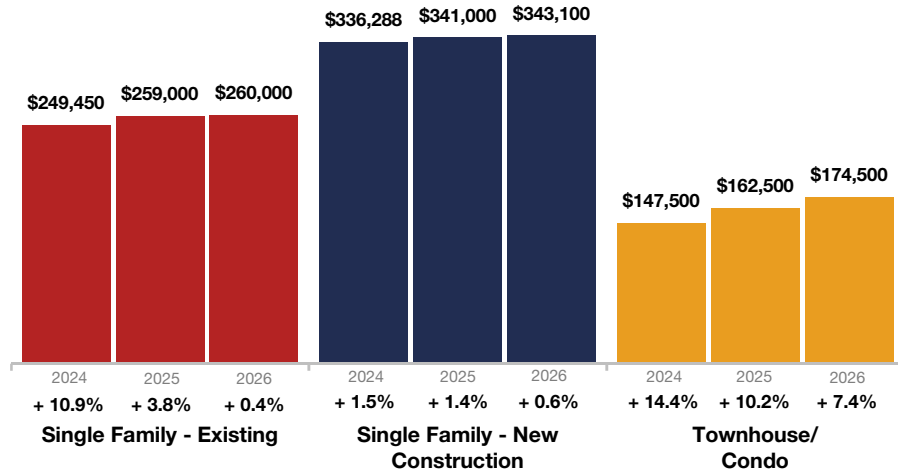
* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Median Sales Price

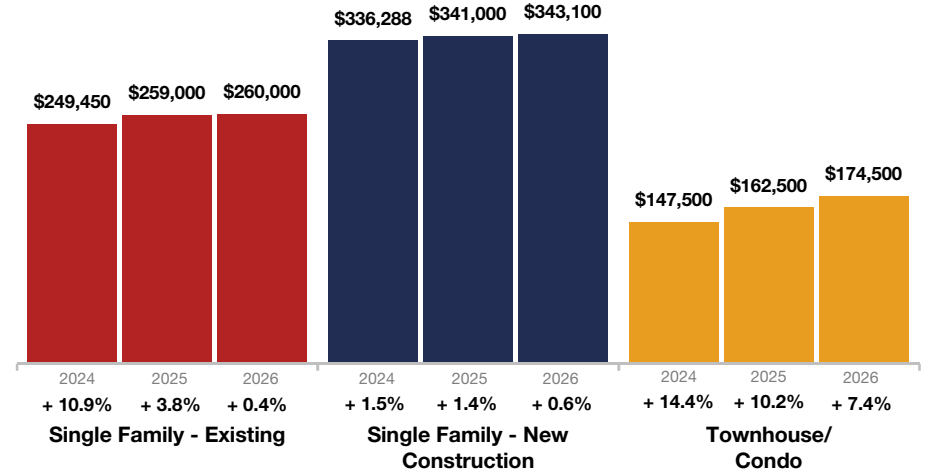
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



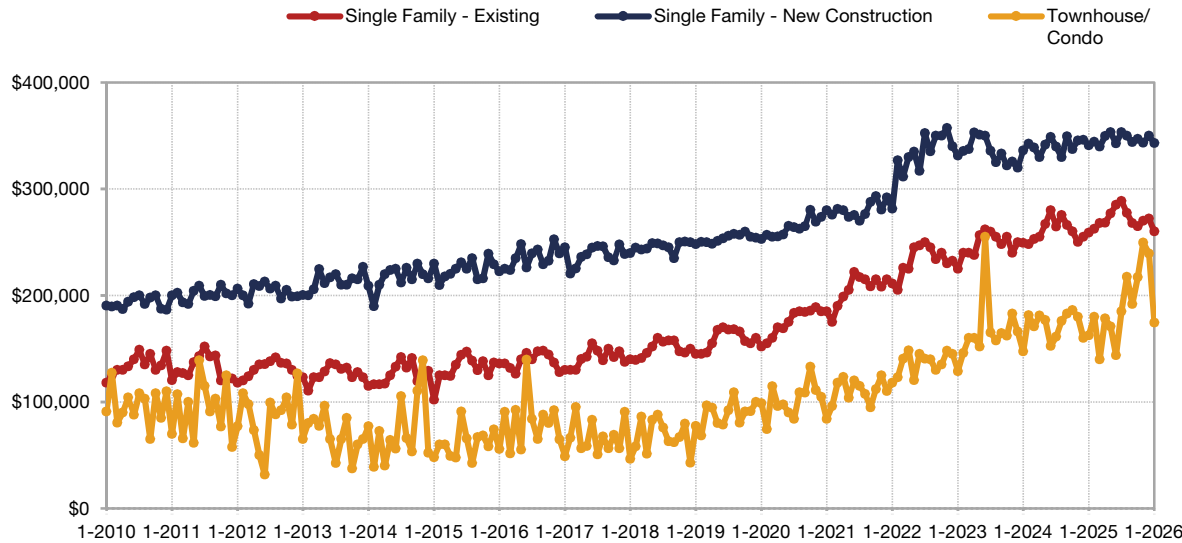
January



Year to Date



Historical Median Sales Price by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
February 2025	\$262,500	\$344,270	\$180,000
March 2025	\$268,000	\$339,900	\$140,000
April 2025	\$268,200	\$349,748	\$178,500
May 2025	\$276,950	\$353,400	\$171,000
June 2025	\$285,000	\$342,900	\$143,750
July 2025	\$288,700	\$353,377	\$185,000
August 2025	\$277,650	\$349,950	\$217,500
September 2025	\$268,000	\$344,100	\$192,000
October 2025	\$264,950	\$346,900	\$217,000
November 2025	\$270,000	\$343,516	\$249,500
December 2025	\$272,000	\$349,900	\$239,250
January 2026	\$260,000	\$343,100	\$174,500
12-Month Med.*	\$274,000	\$347,998	\$180,000

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

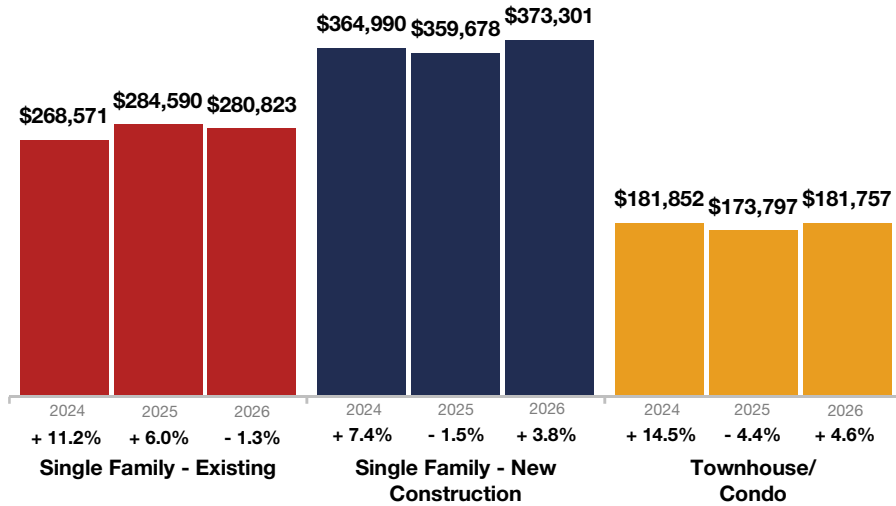
* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Average Sales Price

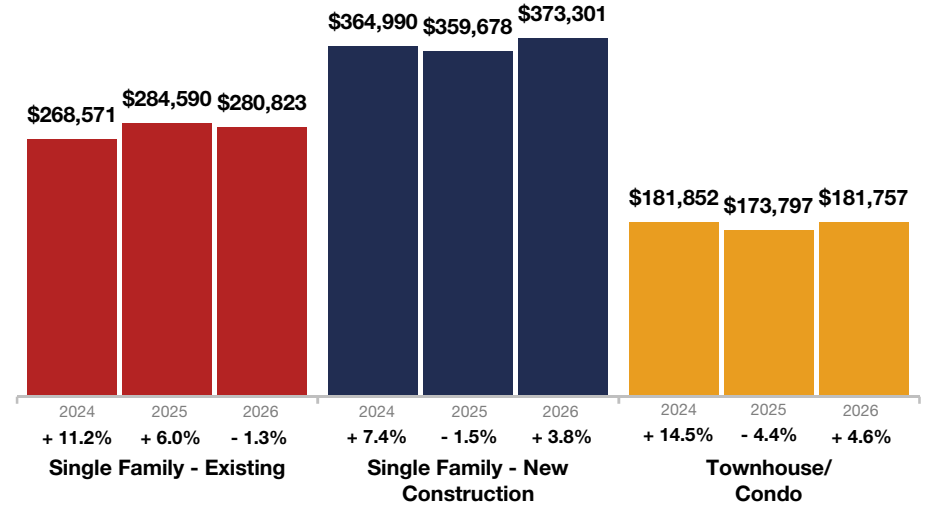
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



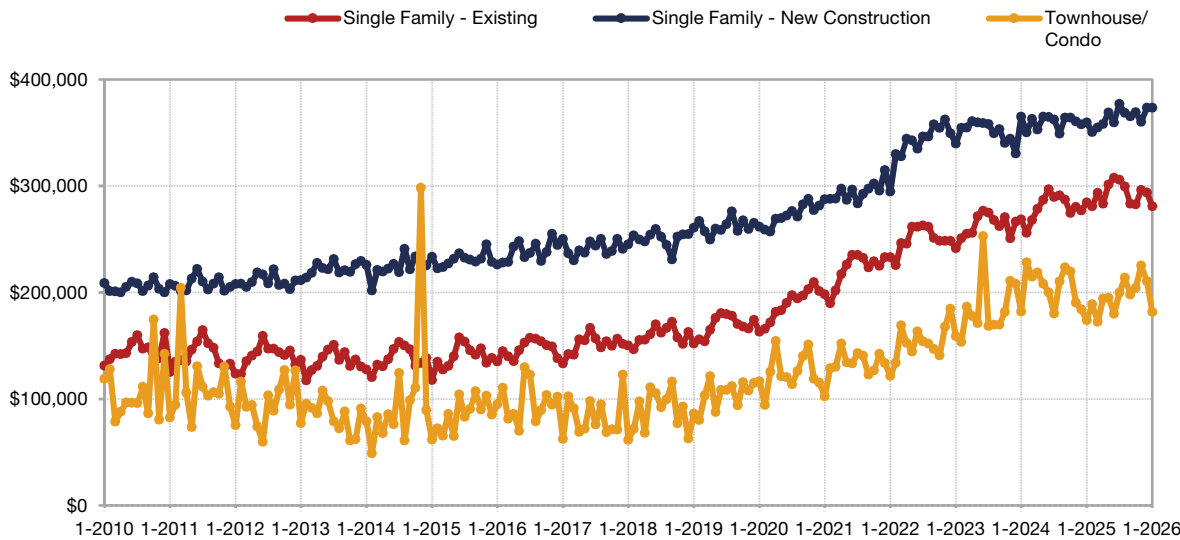
January



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
February 2025	\$280,973	\$350,626	\$189,011
March 2025	\$293,397	\$354,834	\$172,477
April 2025	\$283,286	\$358,171	\$194,340
May 2025	\$301,181	\$369,055	\$194,866
June 2025	\$307,635	\$359,713	\$179,935
July 2025	\$305,810	\$376,909	\$199,708
August 2025	\$299,415	\$368,625	\$213,805
September 2025	\$283,388	\$365,452	\$197,953
October 2025	\$282,576	\$369,313	\$204,175
November 2025	\$296,313	\$360,265	\$225,296
December 2025	\$293,657	\$373,503	\$210,596
January 2026	\$280,823	\$373,301	\$181,757
12-Month Avg.*	\$293,312	\$364,959	\$198,108

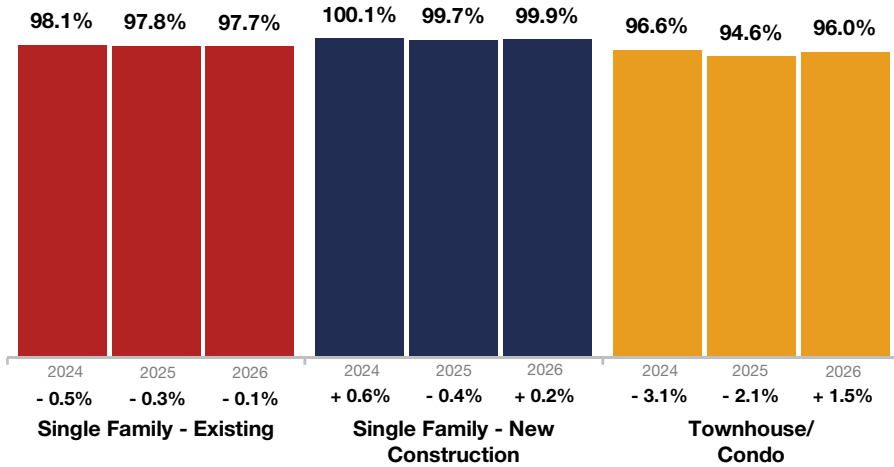
* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Percent of List Price Received

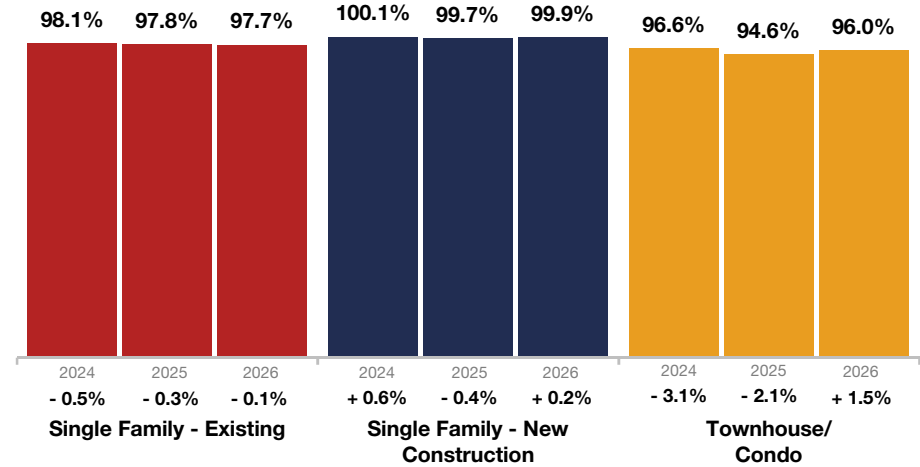


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

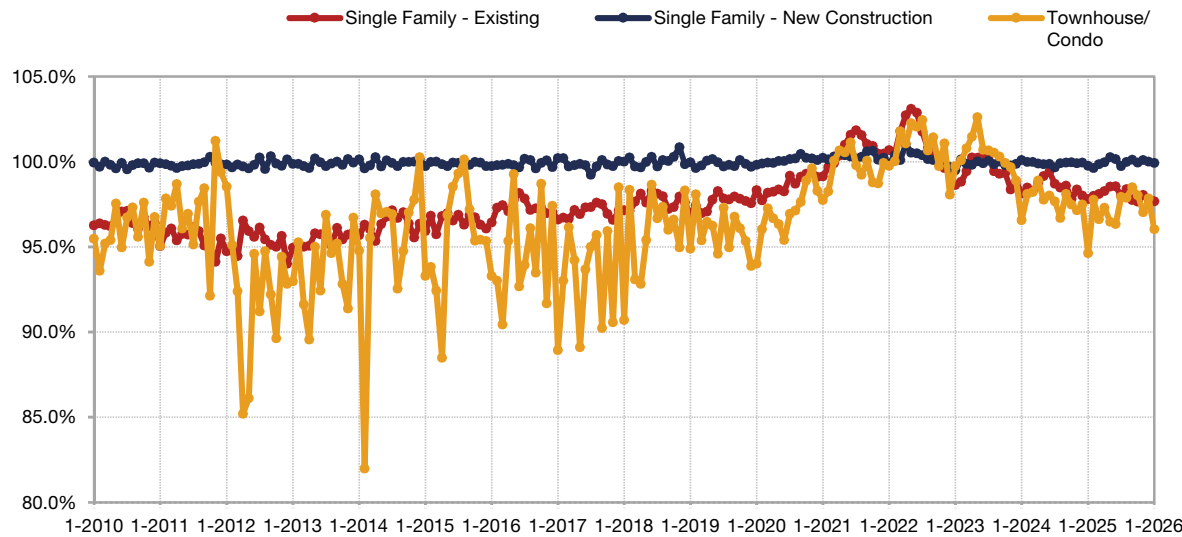
January



Year to Date



Historical Percent of List Price Received by Month



Month	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
February 2025	98.0%	99.6%	97.8%
March 2025	98.1%	99.8%	96.6%
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%	98.5%
October 2025	97.6%	99.9%	98.0%
November 2025	98.0%	100.1%	97.0%
December 2025	97.8%	100.0%	97.8%
January 2026	97.7%	99.9%	96.0%
12-Month Avg.*	98.1%	100.0%	97.3%

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

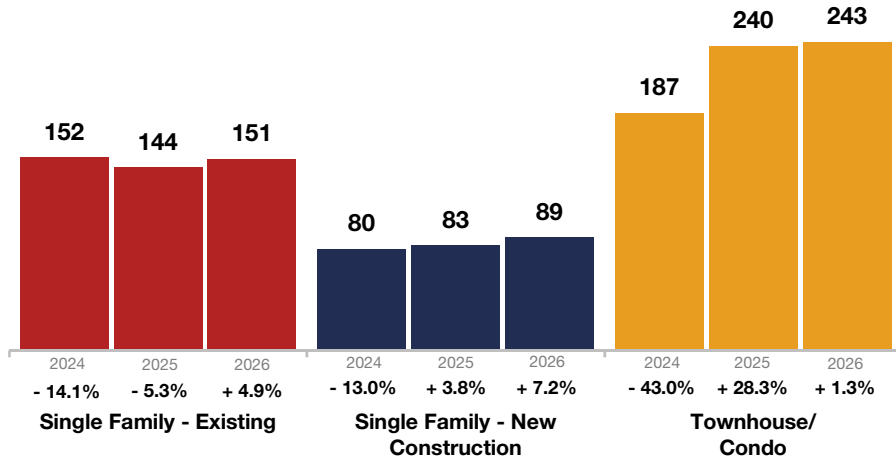
* Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Housing Affordability Index

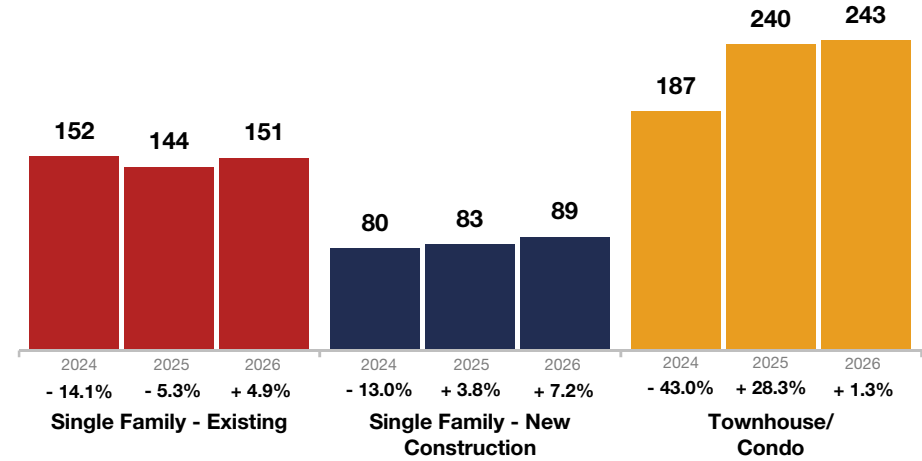


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

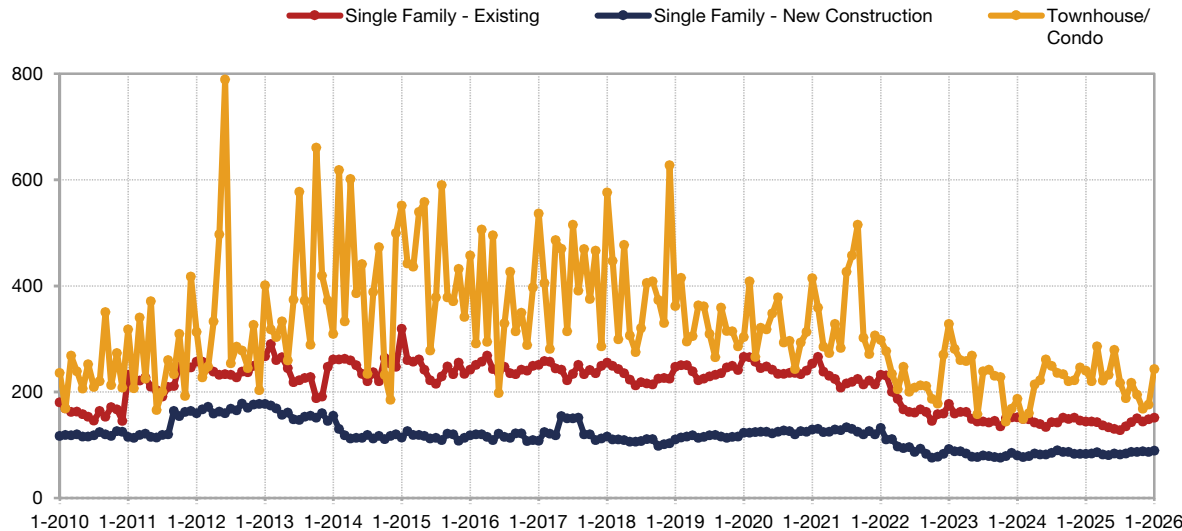
January



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
February 2025	144	84	220
March 2025	143	86	286
April 2025	137	82	221
May 2025	133	81	232
June 2025	130	84	279
July 2025	128	82	217
August 2025	135	84	188
September 2025	143	87	217
October 2025	150	87	195
November 2025	144	88	168
December 2025	148	87	176
January 2026	151	89	243
12-Month Avg.*	141	85	220

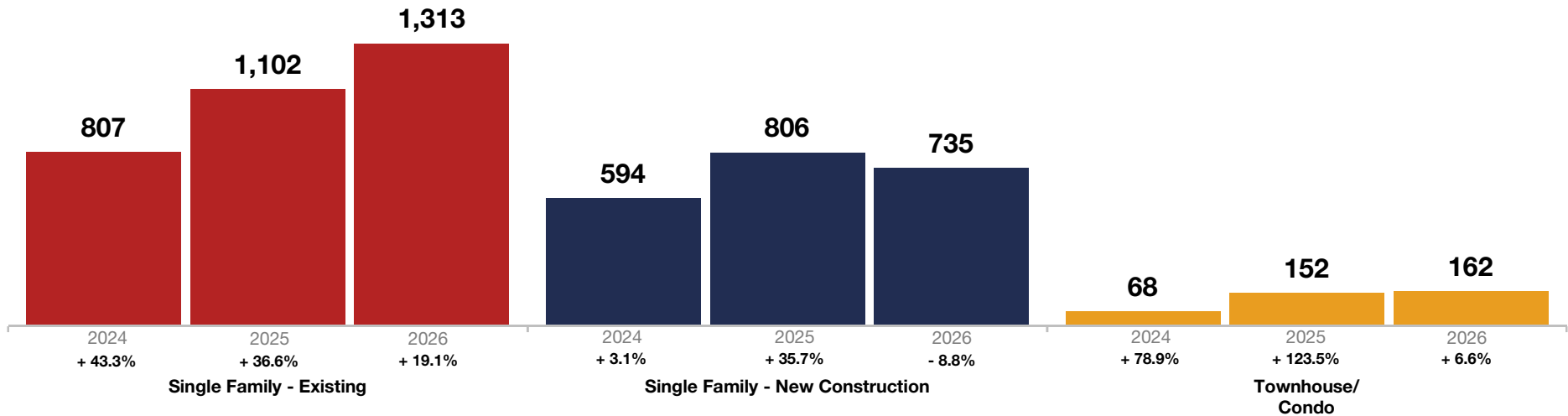
* Affordability Index for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Inventory of Homes for Sale

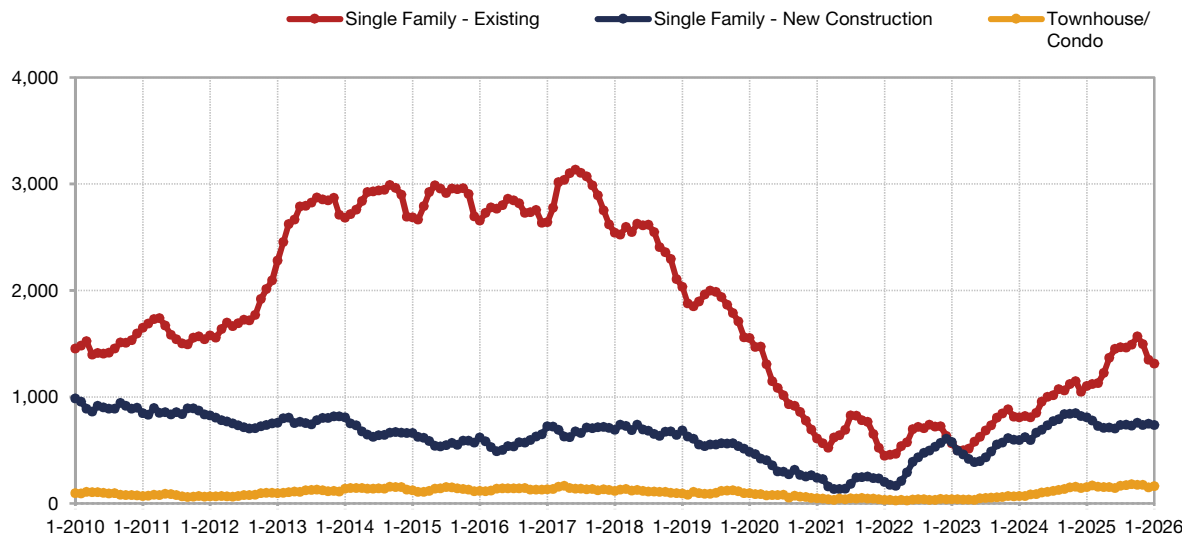
The number of properties available for sale in active status at the end of a given month.



January



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.

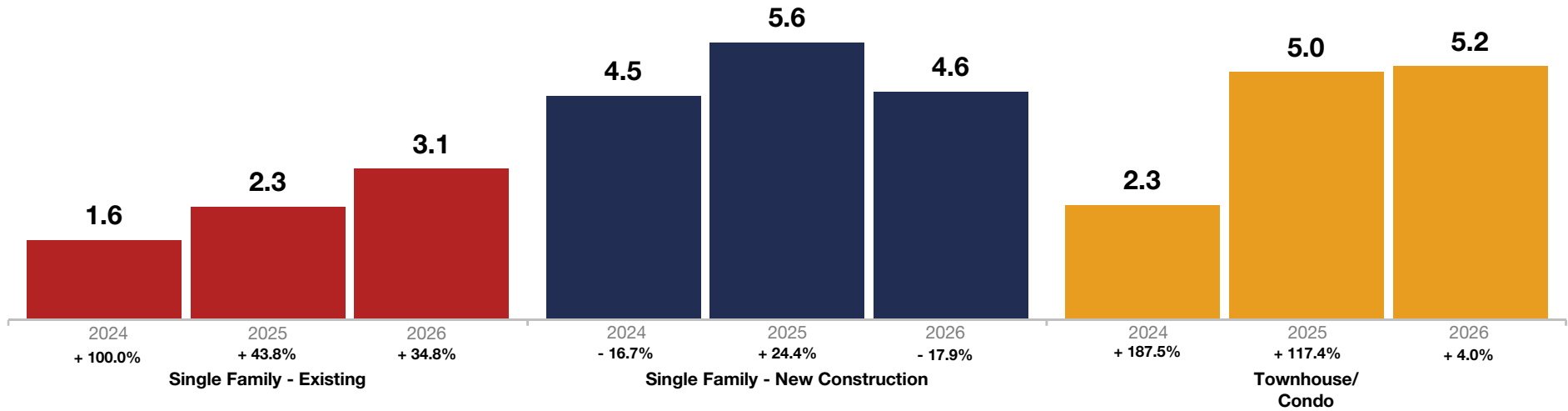
	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
February 2025	1,118	778	167
March 2025	1,127	727	154
April 2025	1,225	708	153
May 2025	1,365	711	152
June 2025	1,449	701	144
July 2025	1,466	735	163
August 2025	1,461	738	170
September 2025	1,488	730	179
October 2025	1,566	755	172
November 2025	1,494	735	174
December 2025	1,347	748	150
January 2026	1,313	735	162
12-Month Avg.	1,368	733	162

Months Supply of Inventory

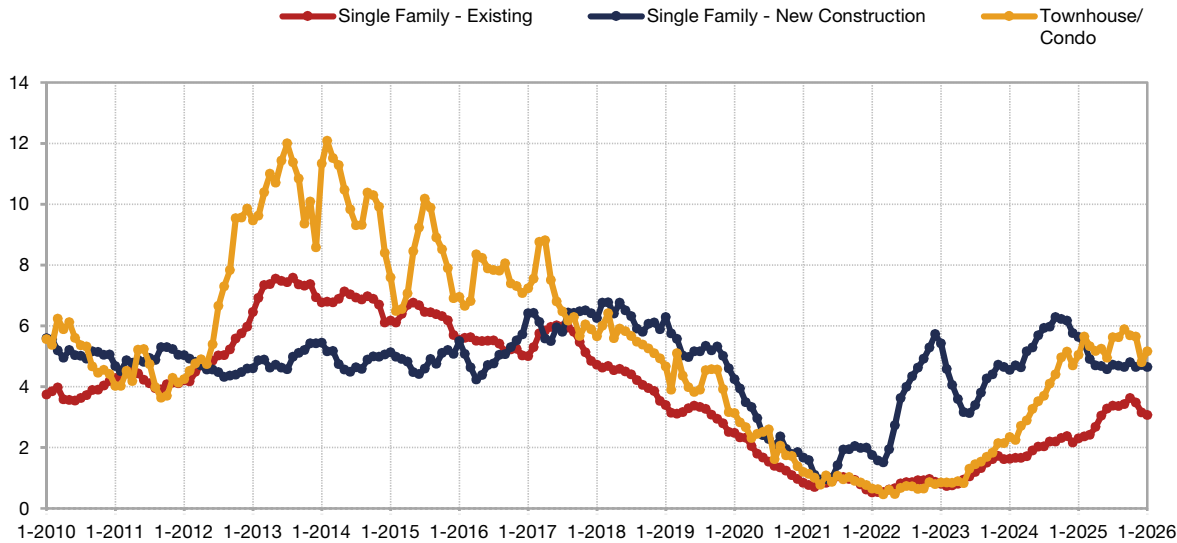


The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.

January



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
February 2025	2.4	5.4	5.6
March 2025	2.4	4.9	5.3
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	3.1	4.7	4.8
January 2026	3.1	4.6	5.2
12-Month Avg.*	3.1	4.8	5.4

* Months Supply for all properties from February 2025 through January 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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		885	867	- 2.0%	885	867	- 2.0%
Pending Sales		571	649	+ 13.7%	571	649	+ 13.7%
Closed Sales		456	448	- 1.8%	456	448	- 1.8%
Days on Market		59	67	+ 13.6%	59	67	+ 13.6%
Median Sales Price		\$286,250	\$285,000	- 0.4%	\$286,250	\$285,000	- 0.4%
Avg. Sales Price		\$299,404	\$299,092	- 0.1%	\$299,404	\$299,092	- 0.1%
Pct. of List Price Received		98.2%	98.2%	0.0%	98.2%	98.2%	0.0%
Affordability Index		130	137	+ 5.4%	130	137	+ 5.4%
Homes for Sale		2,060	2,210	+ 7.3%	--	--	--
Months Supply		3.2	3.6	+ 12.5%	--	--	--