

Monthly Indicators



October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

- Single Family - Existing Homes Closed Sales were down 9.2 percent to 433.
- Single Family - New Construction Closed Sales were down 2.9 percent to 136.
- Townhouse/Condo Closed Sales were down 6.7 percent to 28.

- Single Family - Existing Homes Median Sales Price increased 1.9 percent to \$264,950.
- Single Family - New Construction Median Sales Price increased 3.0 percent to \$347,400.
- Townhouse/Condo Median Sales Price increased 16.5 percent to \$217,000.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Quick Facts

- 7.7% **+ 3.1%** **+ 15.6%**

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
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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	10-2024		10-2025	Percent Change	YTD 2024		YTD 2025	Percent Change
		10-2024	10-2025	YTD 2024	YTD 2025				
New Listings		644	657	+ 2.0%	6,629	6,713	+ 1.3%		
Pending Sales		430	418	- 2.8%	5,094	4,579	- 10.1%		
Closed Sales		477	433	- 9.2%	4,999	4,363	- 12.7%		
Days on Market		32	50	+ 56.3%	29	42	+ 44.8%		
Median Sales Price		\$260,000	\$264,950	+ 1.9%	\$261,000	\$274,900	+ 5.3%		
Avg. Sales Price		\$274,441	\$282,358	+ 2.9%	\$280,969	\$293,494	+ 4.5%		
Pct. of List Price Received		97.8%	97.7%	- 0.1%	98.6%	98.1%	- 0.5%		
Affordability Index		141	142	+ 0.7%	140	137	- 2.1%		
Homes for Sale		1,118	1,526	+ 36.5%	--	--	--		
Months Supply		2.3	3.5	+ 52.2%	--	--	--		

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	10-2024		10-2025	Percent Change	YTD 2024		YTD 2025	Percent Change
		10-2024	10-2025	10-2025		YTD 2024	YTD 2025	YTD 2025	
New Listings		218	202	- 7.3%	2,136	2,110	- 1.2%		
Pending Sales		146	126	- 13.7%	1,472	1,613	+ 9.6%		
Closed Sales		140	136	- 2.9%	1,421	1,596	+ 12.3%		
Days on Market		94	96	+ 2.1%	91	102	+ 12.1%		
Median Sales Price		\$337,414	\$347,400	+ 3.0%	\$339,900	\$348,950	+ 2.7%		
Avg. Sales Price		\$364,089	\$367,637	+ 1.0%	\$360,222	\$363,416	+ 0.9%		
Pct. of List Price Received		100.0%	99.9%	- 0.1%	99.9%	99.9%	0.0%		
Affordability Index		83	83	0.0%	82	83	+ 1.2%		
Homes for Sale		841	747	- 11.2%	--	--	--		
Months Supply		6.2	4.8	- 22.6%	--	--	--		

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.

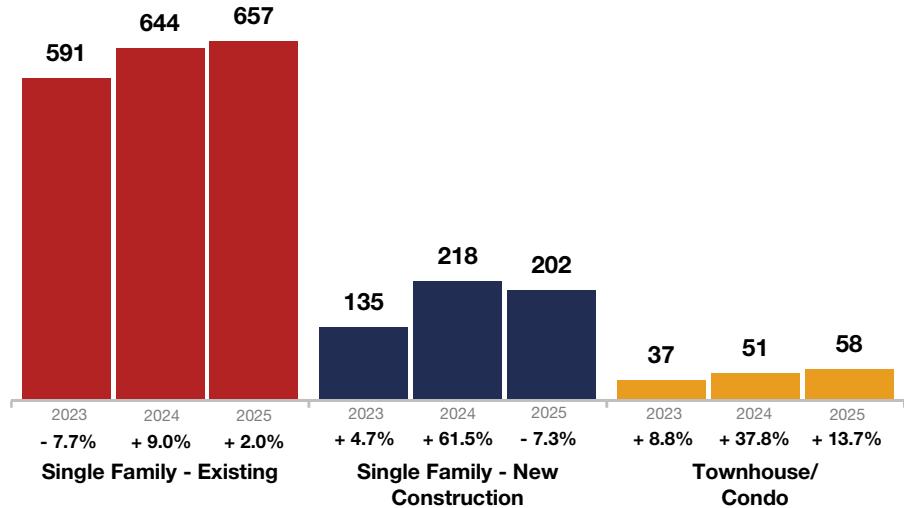


Key Metrics	Historical Sparklines	10-2024		10-2025	Percent Change	YTD 2024		YTD 2025	Percent Change
		10-2024	10-2025	10-2025		YTD 2024	YTD 2025	YTD 2025	
New Listings		51	58	+ 13.7%	493	530	530	+ 7.5%	
Pending Sales		21	36	+ 71.4%	313	338	338	+ 8.0%	
Closed Sales		30	28	- 6.7%	318	312	312	- 1.9%	
Days on Market		40	54	+ 35.0%	41	63	63	+ 53.7%	
Median Sales Price		\$186,250	\$217,000	+ 16.5%	\$175,000	\$175,750	175,750	+ 0.4%	
Avg. Sales Price		\$219,547	\$204,175	- 7.0%	\$208,009	\$193,745	193,745	- 6.9%	
Pct. of List Price Received		97.5%	98.0%	+ 0.5%	97.8%	97.2%	97.2%	- 0.6%	
Affordability Index		208	184	- 11.5%	221	227	227	+ 2.7%	
Homes for Sale		150	166	+ 10.7%	--	--	--	--	
Months Supply		5.0	5.5	+ 10.0%	--	--	--	--	

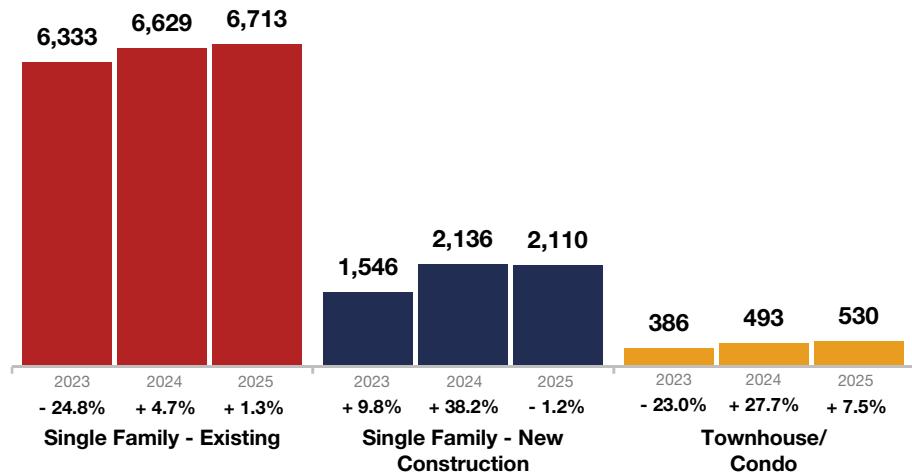
New Listings

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

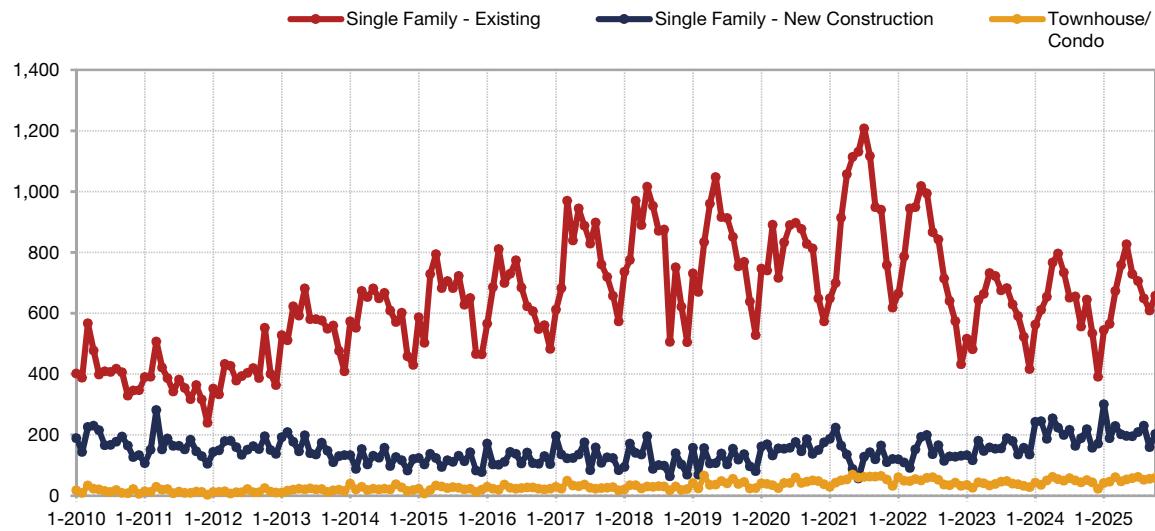
October



Year to Date



Historical New Listings by Month



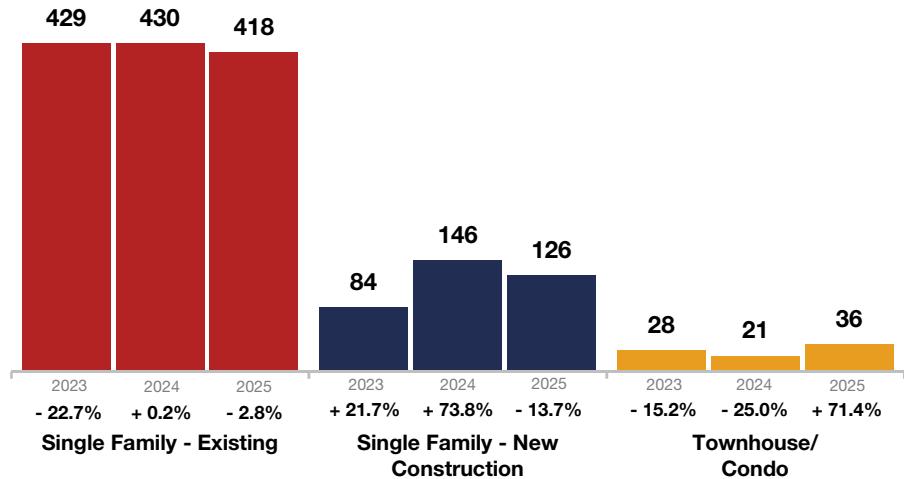
	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
November 2024	534	157	44
December 2024	391	171	23
January 2025	544	300	41
February 2025	564	189	46
March 2025	673	229	60
April 2025	758	201	47
May 2025	826	196	53
June 2025	728	195	57
July 2025	705	209	61
August 2025	649	230	52
September 2025	609	159	55
October 2025	657	202	58
12-Month Avg.	637	203	50

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

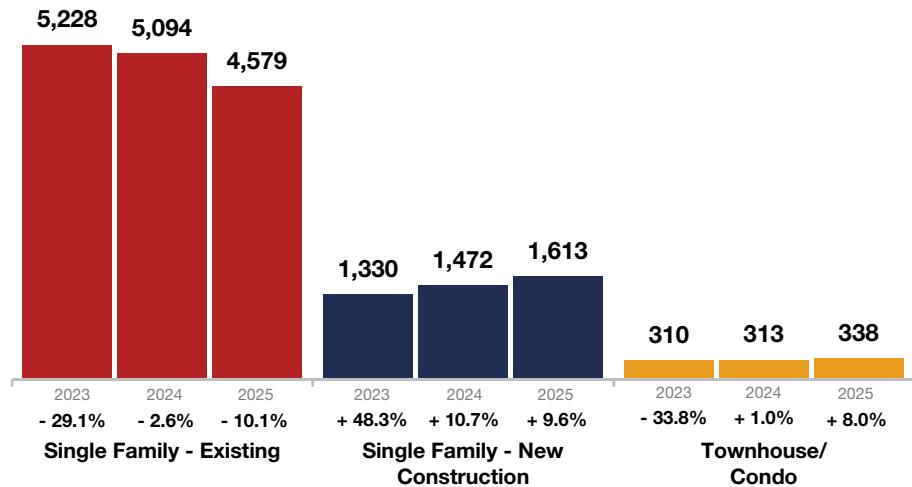
Pending Sales

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

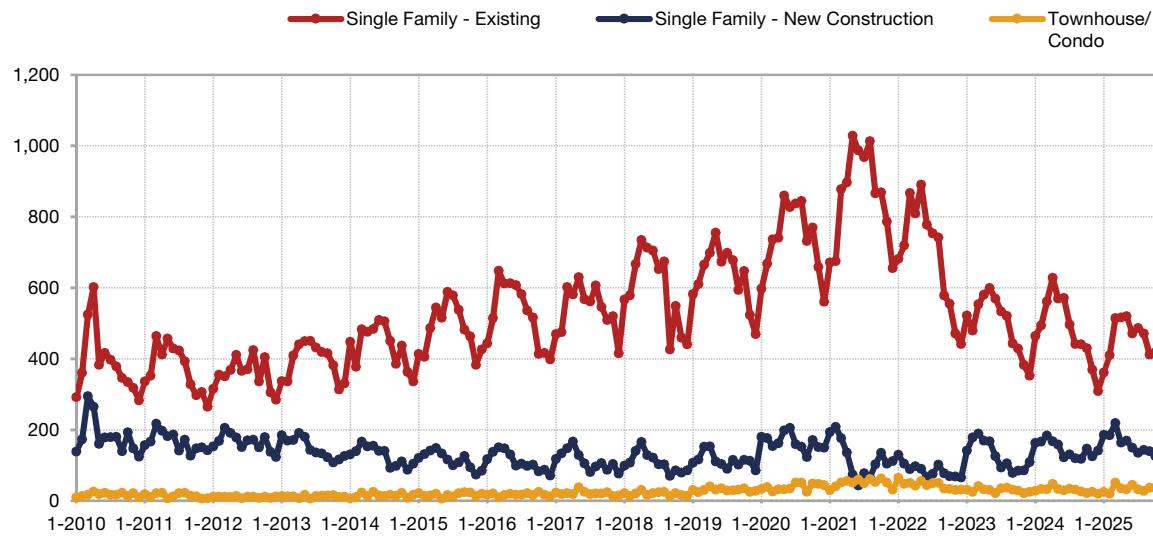
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Year to Date



Historical Pending Sales by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
November 2024	369	125	25
December 2024	309	141	19
January 2025	361	185	25
February 2025	410	184	19
March 2025	514	219	51
April 2025	516	164	35
May 2025	520	169	32
June 2025	471	149	45
July 2025	486	135	32
August 2025	471	143	27
September 2025	412	139	36
October 2025	418	126	36
12-Month Avg.	438	157	32

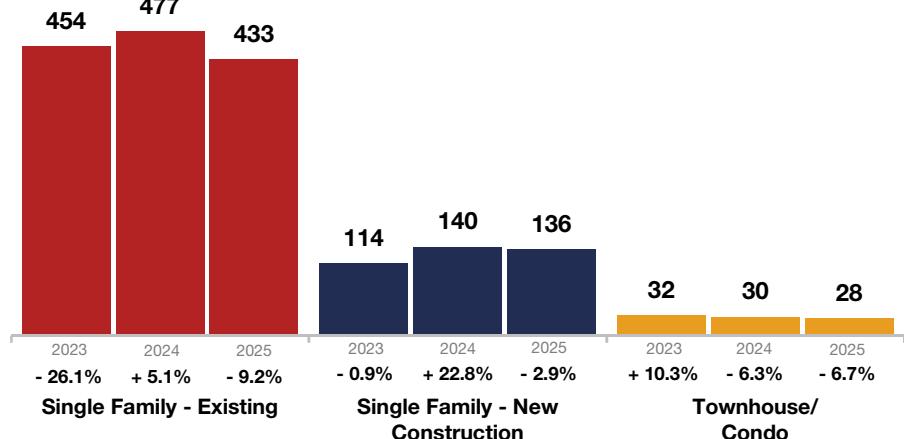
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Closed Sales

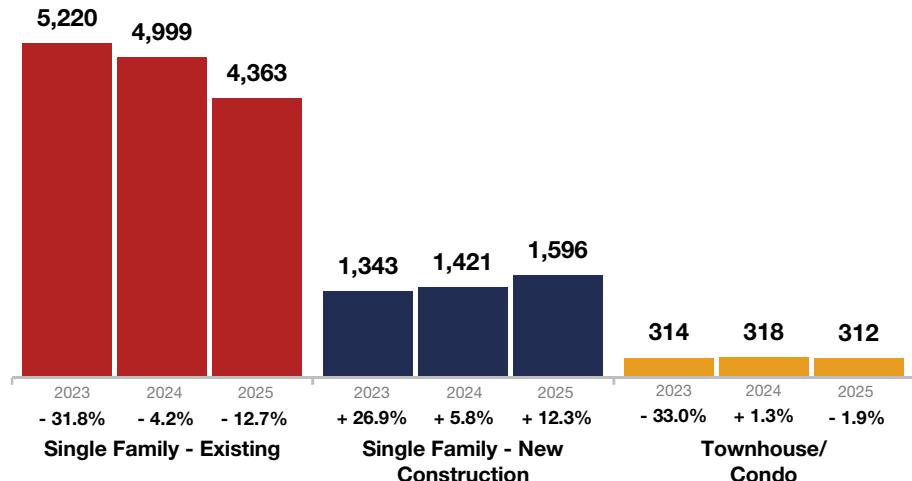
A count of the actual sales that closed in a given month.



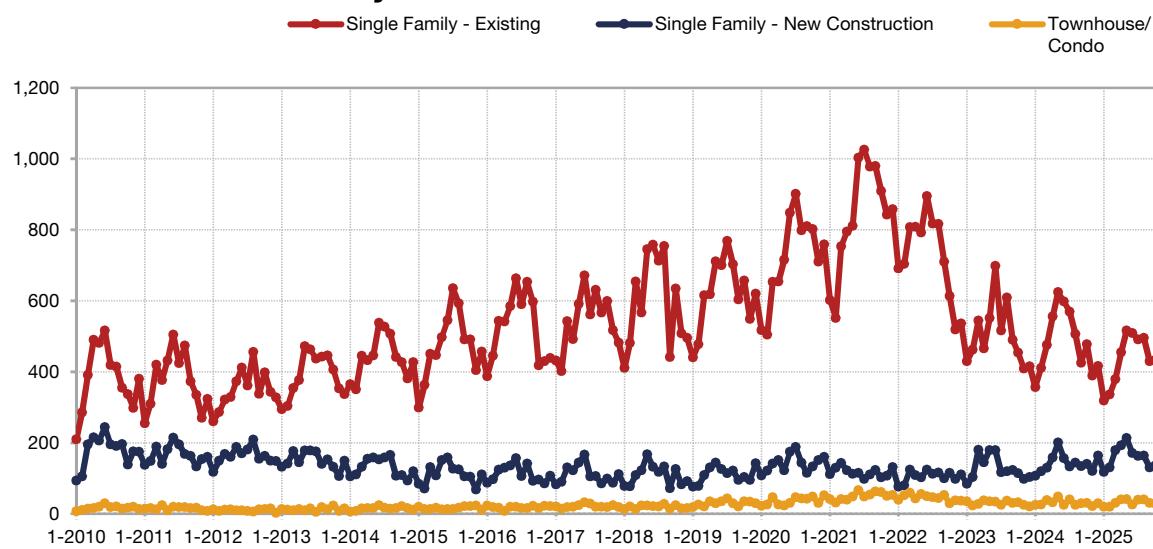
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Year to Date



Historical Closed Sales by Month



	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
November 2024	389	120	21
December 2024	416	164	29
January 2025	319	118	19
February 2025	336	130	19
March 2025	379	179	30
April 2025	455	192	40
May 2025	516	213	41
June 2025	509	171	26
July 2025	491	163	39
August 2025	495	164	40
September 2025	430	130	30
October 2025	433	136	28
12-Month Avg.	431	157	30

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

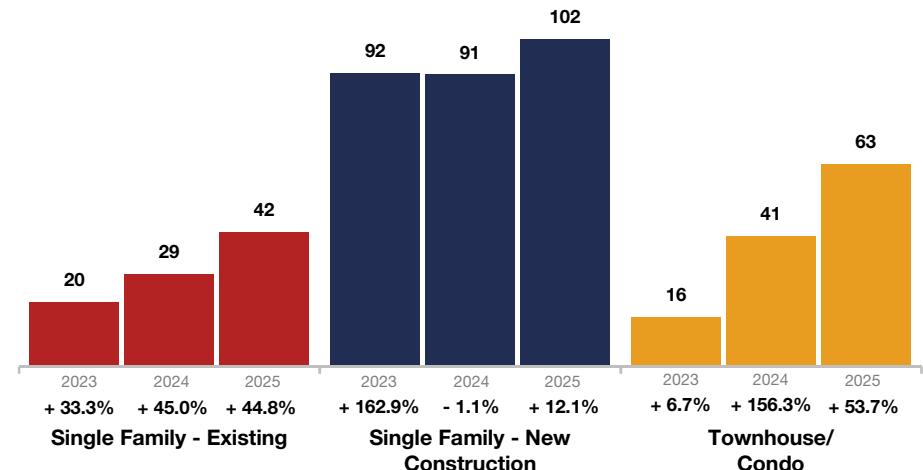
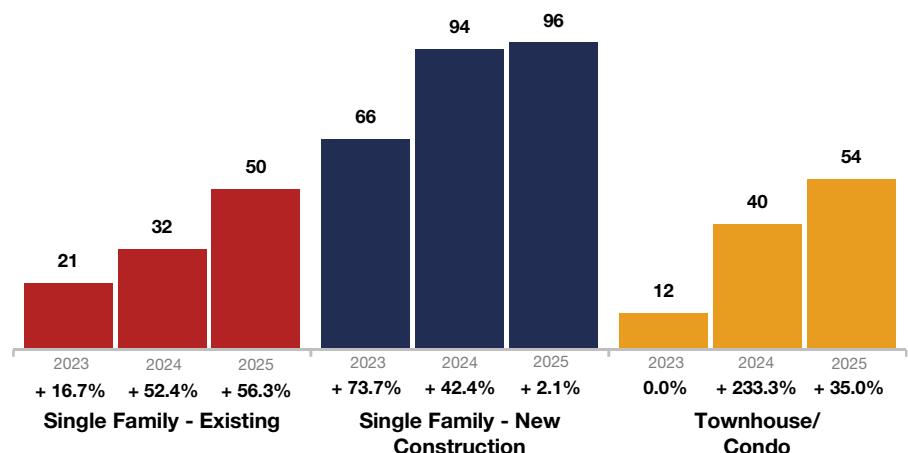
Days on Market Until Sale

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

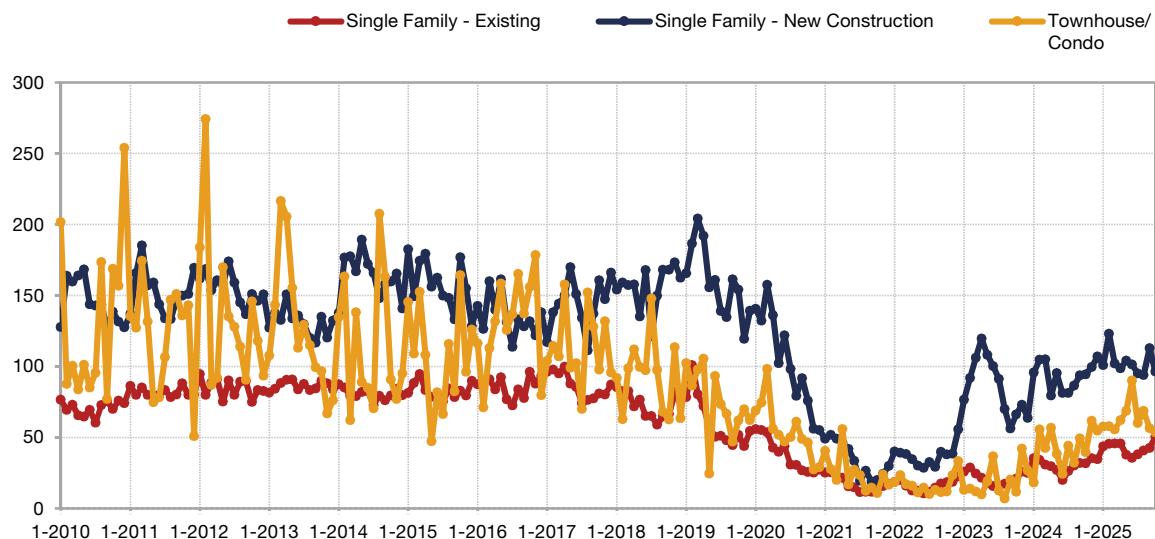


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Year to Date



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 2024	35	100	62
December 2024	35	107	55
January 2025	44	101	58
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	95	60
August 2025	41	94	69
September 2025	43	113	57
October 2025	50	96	54
12-Month Avg.*	41	102	63

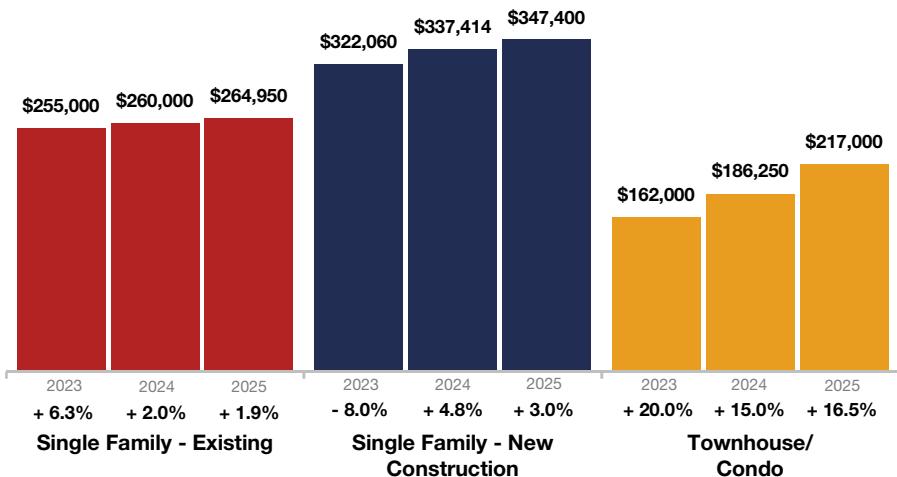
* Days on Market for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Median Sales Price

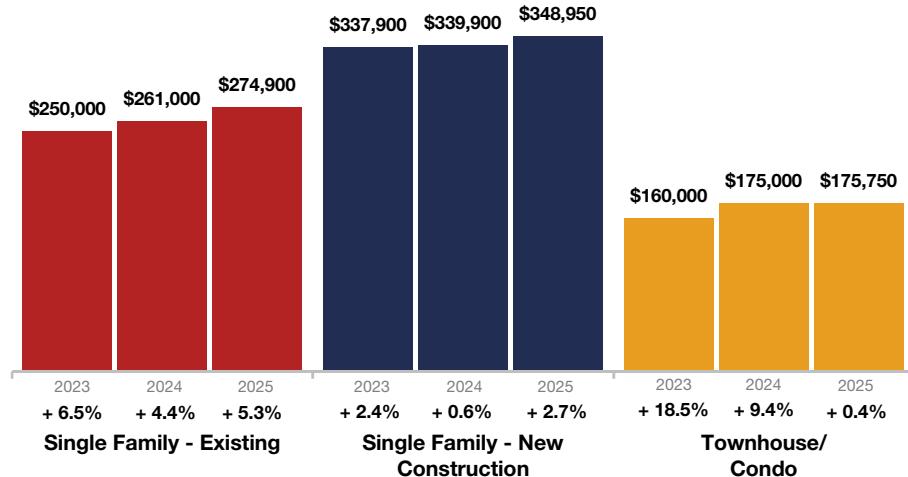
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



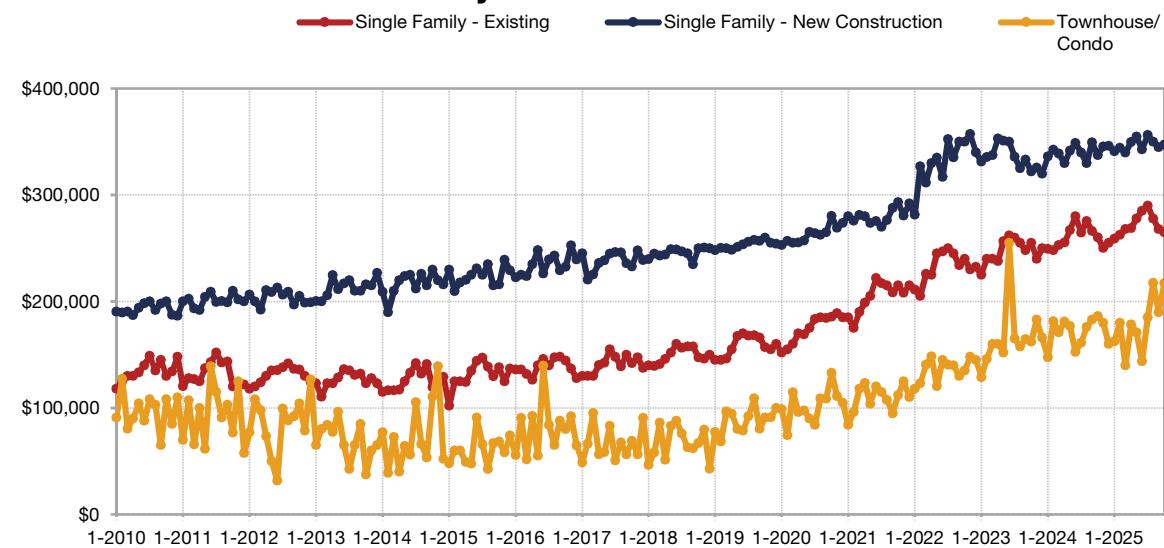
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Year to Date



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 2024	\$250,250	\$345,550	\$180,000
December 2024	\$255,000	\$346,025	\$160,000
January 2025	\$259,000	\$341,000	\$162,500
February 2025	\$262,500	\$344,270	\$180,000
March 2025	\$268,000	\$339,900	\$140,000
April 2025	\$268,850	\$349,748	\$178,500
May 2025	\$278,000	\$354,900	\$171,000
June 2025	\$285,000	\$342,900	\$143,750
July 2025	\$289,950	\$356,400	\$185,000
August 2025	\$277,800	\$349,950	\$217,500
September 2025	\$268,000	\$344,950	\$189,750
October 2025	\$264,950	\$347,400	\$217,000
12-Month Med.*	\$270,000	\$348,300	\$174,250

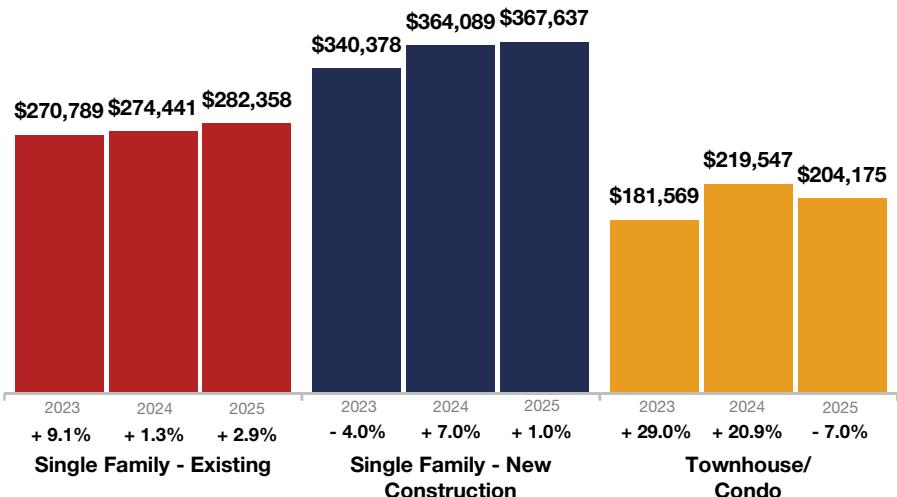
* Median Sales Price for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Average Sales Price

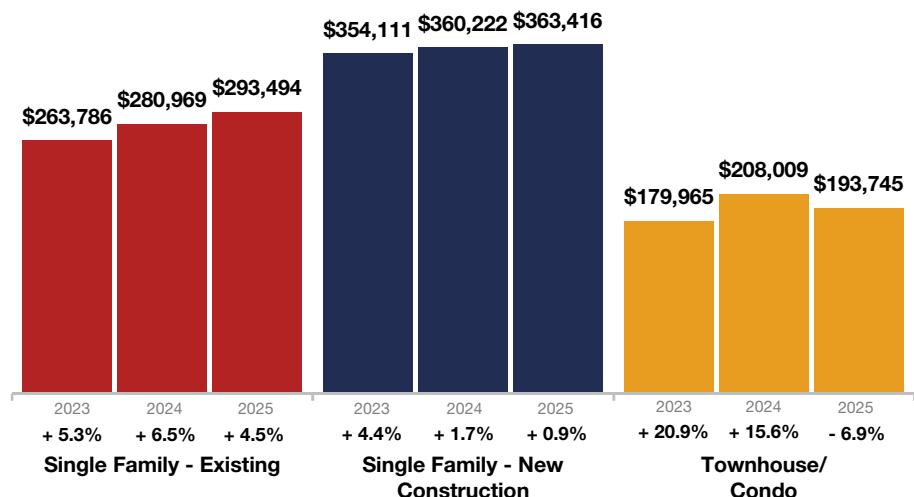
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



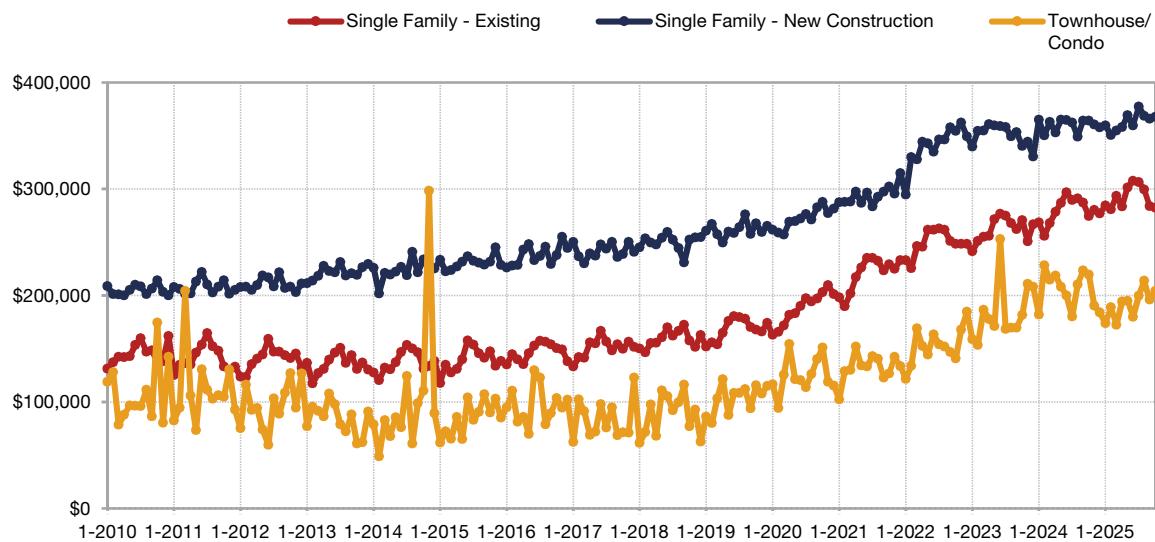
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Historical Average Sales Price by Month



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 2024	\$280,120	\$360,636	\$190,441
December 2024	\$277,077	\$357,818	\$184,138
January 2025	\$284,590	\$359,678	\$173,797
February 2025	\$280,973	\$350,626	\$189,011
March 2025	\$293,408	\$354,834	\$172,477
April 2025	\$283,546	\$358,171	\$194,340
May 2025	\$301,416	\$369,350	\$194,866
June 2025	\$307,670	\$359,654	\$179,935
July 2025	\$306,344	\$377,307	\$199,708
August 2025	\$299,543	\$368,625	\$213,805
September 2025	\$283,826	\$366,037	\$196,052
October 2025	\$282,358	\$367,637	\$204,175
12-Month Avg.*	\$291,163	\$362,749	\$192,783

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

Percent of List Price Received

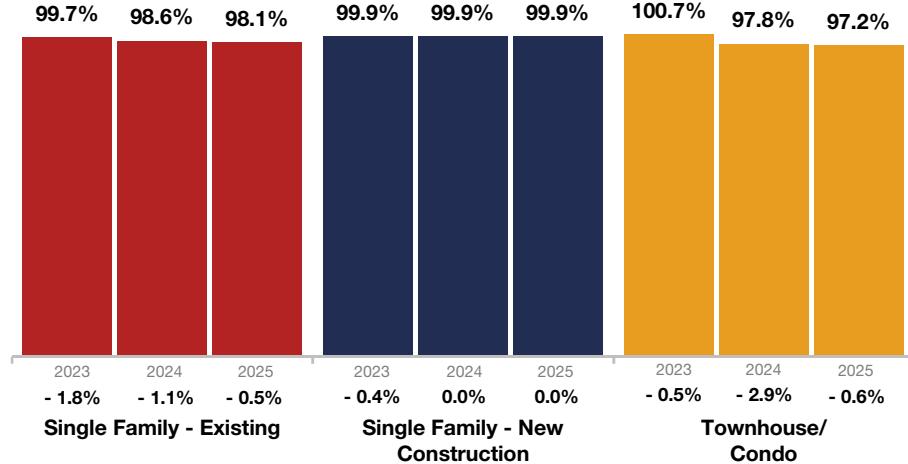
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



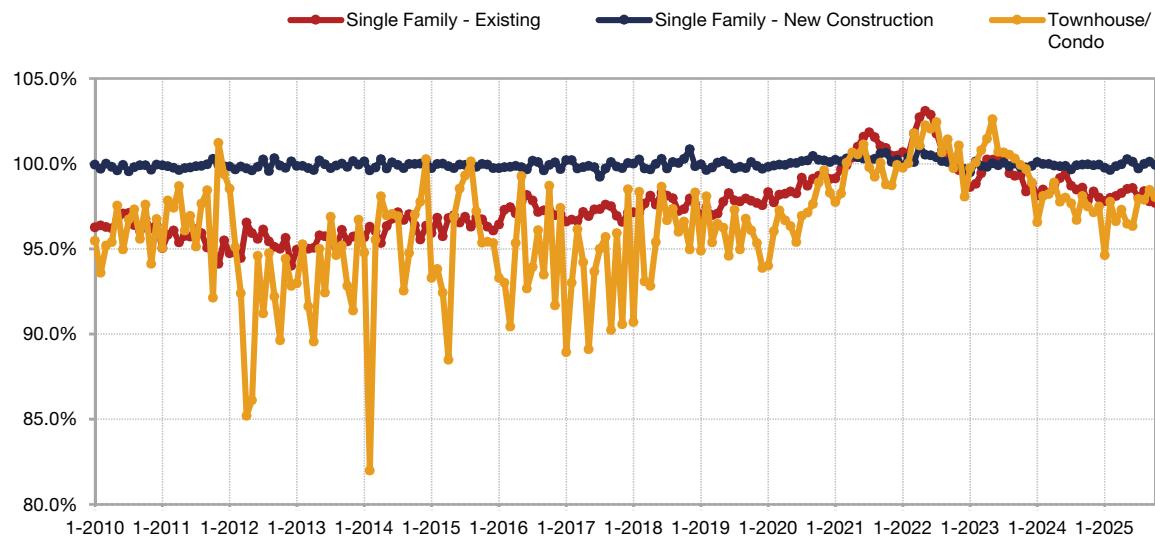
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Year to Date



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 2024	98.4%	99.9%	97.1%
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	98.3%	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	97.7%	99.9%	98.0%
12-Month Avg.*	98.1%	99.9%	97.2%

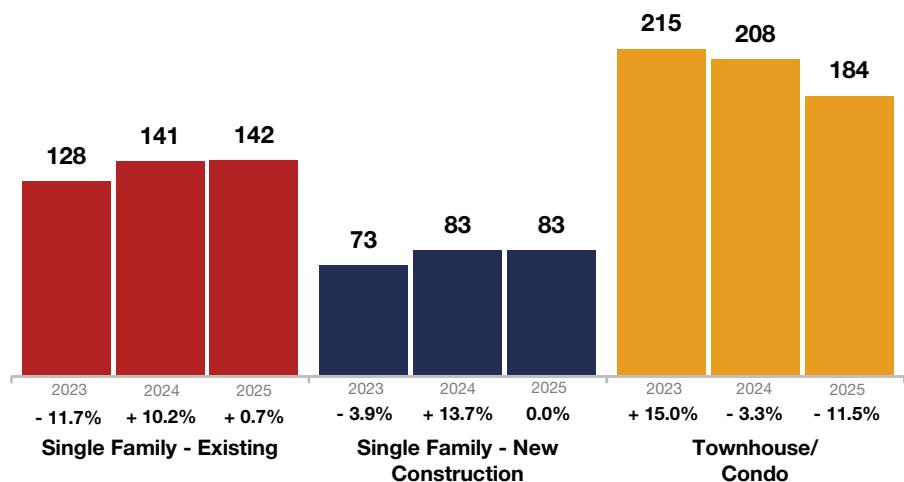
* Pct. of List Price Received for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Housing Affordability Index

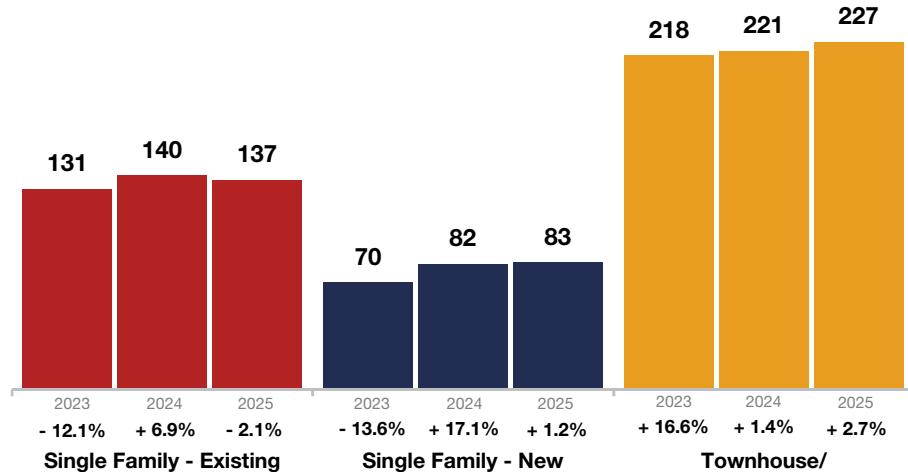
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



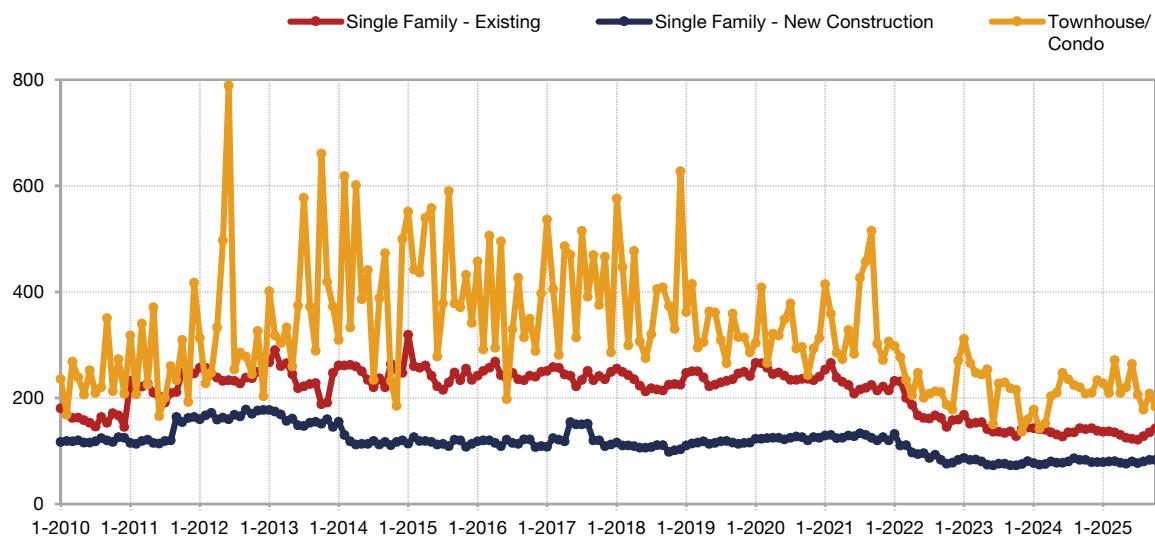
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Year to Date



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 2024	143	79	210
December 2024	138	79	233
January 2025	136	79	227
February 2025	137	80	209
March 2025	135	81	271
April 2025	130	78	209
May 2025	125	76	220
June 2025	123	80	264
July 2025	121	77	206
August 2025	128	80	178
September 2025	135	83	208
October 2025	142	83	184
12-Month Avg.*	133	80	218

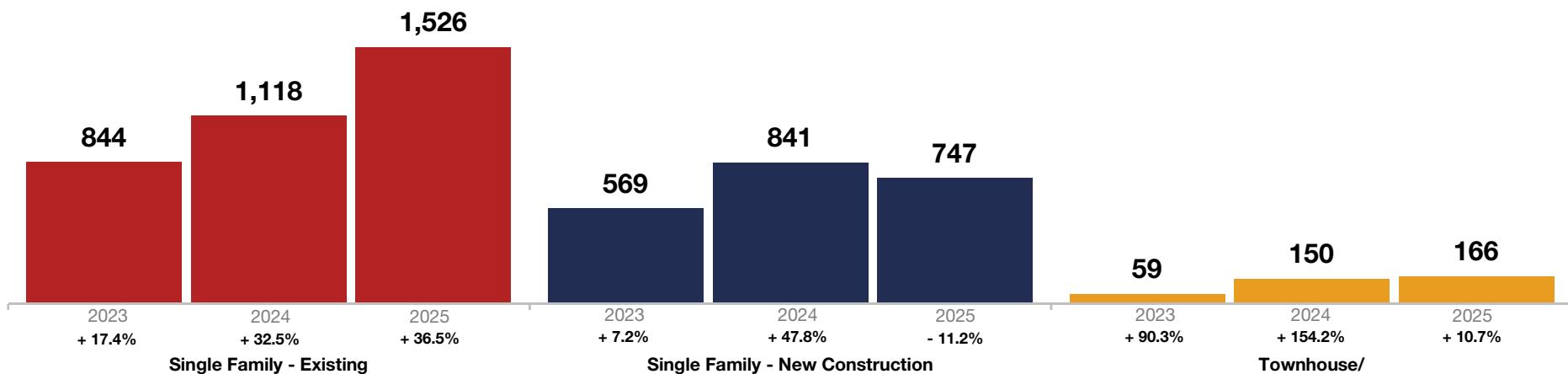
* Affordability Index for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

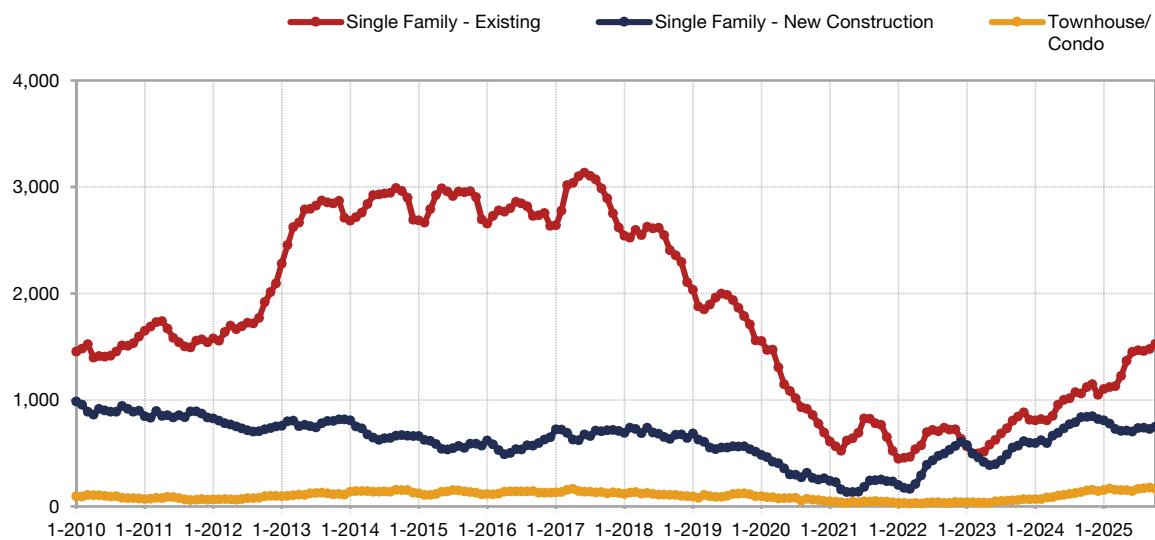
The number of properties available for sale in active status at the end of a given month.



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.

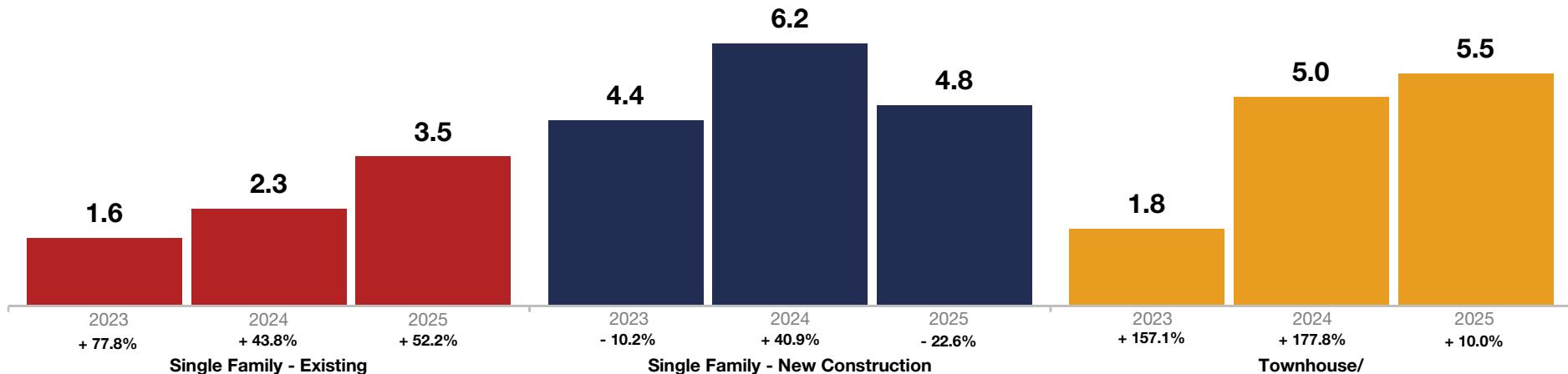
	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
November 2024	1,145	845	154
December 2024	1,047	818	144
January 2025	1,102	806	152
February 2025	1,118	778	167
March 2025	1,127	727	154
April 2025	1,225	708	153
May 2025	1,365	711	152
June 2025	1,449	701	144
July 2025	1,465	735	163
August 2025	1,460	738	170
September 2025	1,478	726	177
October 2025	1,526	747	166
12-Month Avg.	1,292	753	158

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.

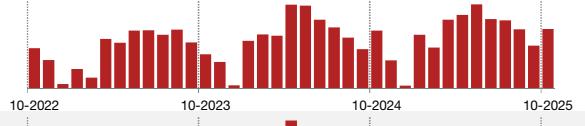
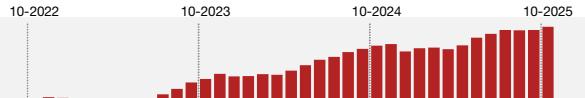
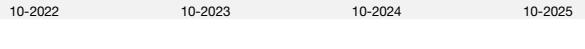
	Single Family - Existing	Single Family - New Construction	Townhouse/Condo
November 2024	2.4	6.2	5.1
December 2024	2.2	5.8	4.7
January 2025	2.3	5.6	5.0
February 2025	2.4	5.4	5.6
March 2025	2.4	4.9	5.3
April 2025	2.7	4.7	5.2
May 2025	3.0	4.7	5.2
June 2025	3.3	4.6	5.0
July 2025	3.4	4.7	5.6
August 2025	3.4	4.7	5.6
September 2025	3.4	4.6	5.8
October 2025	3.5	4.8	5.5
12-Month Avg.*	2.9	5.1	5.3

* Months Supply for all properties from November 2024 through October 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	10-2024		10-2025	Percent Change	YTD 2024		YTD 2025	Percent Change
		10-2024	10-2025	10-2025		YTD 2024	YTD 2025	YTD 2025	
New Listings		913	917	+ 0.4%	9,258	9,353	+ 1.0%		
Pending Sales		597	580	- 2.8%	6,879	6,530	- 5.1%		
Closed Sales		647	597	- 7.7%	6,738	6,271	- 6.9%		
Days on Market		46	61	+ 32.6%	43	58	+ 34.9%		
Median Sales Price		\$281,750	\$290,500	+ 3.1%	\$283,000	\$297,445	+ 5.1%		
Avg. Sales Price		\$291,320	\$298,198	+ 2.4%	\$294,299	\$306,333	+ 4.1%		
Pct. of List Price Received		98.3%	98.2%	- 0.1%	98.9%	98.6%	- 0.3%		
Affordability Index		130	129	- 0.8%	129	126	- 2.3%		
Homes for Sale		2,109	2,439	+ 15.6%	--	--	--		
Months Supply		3.2	3.9	+ 21.9%	--	--	--		