Local Market Update – September 2026

A Research Tool Provided by Cape Fear REALTORS®

New Hanover County

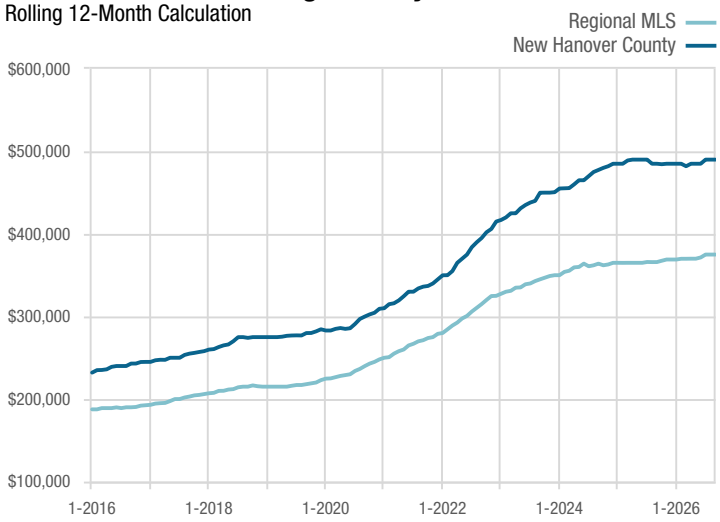
Single Family	September			Year to Date		
Key Metrics	**2025**	**2026**	**% Change**	**Thru 9-2025**	**Thru 9-2026**	**% Change**
New Listings	340	**346**	+ 1.8%	3,271	**3,242**	- 0.9%
Pending Sales	232	**229**	- 1.3%	2,450	**2,523**	+ 3.0%
Closed Sales	251	**240**	- 4.4%	2,413	**2,435**	+ 0.9%
Days on Market Until Sale	46	**51**	+ 10.9%	46	**51**	+ 10.9%
Median Sales Price*	$485,481	**$478,123**	- 1.5%	$485,000	**$494,910**	+ 2.0%
Average Sales Price*	$628,842	**$618,813**	- 1.6%	$663,446	**$686,085**	+ 3.4%
Percent of List Price Received*	97.4%	**98.1%**	+ 0.7%	98.1%	**98.0%**	- 0.1%
Inventory of Homes for Sale	850	**832**	- 2.1%	—	**—**	—
Months Supply of Inventory	3.3	**3.2**	- 3.0%	—	**—**	—

Townhouse/Condo	September			Year to Date		
Key Metrics	**2025**	**2026**	**% Change**	**Thru 9-2025**	**Thru 9-2026**	**% Change**
New Listings	134	**107**	- 20.1%	1,130	**1,327**	+ 17.4%
Pending Sales	72	**88**	+ 22.2%	759	**802**	+ 5.7%
Closed Sales	63	**77**	+ 22.2%	734	**762**	+ 3.8%
Days on Market Until Sale	83	**76**	- 8.4%	81	**77**	- 4.9%
Median Sales Price*	$399,000	**$399,999**	+ 0.3%	$385,100	**$394,950**	+ 2.6%
Average Sales Price*	$474,474	**$531,181**	+ 12.0%	$480,282	**$507,112**	+ 5.6%
Percent of List Price Received*	97.7%	**97.1%**	- 0.6%	97.5%	**97.5%**	0.0%
Inventory of Homes for Sale	443	**513**	+ 15.8%	—	**—**	—
Months Supply of Inventory	5.5	**6.2**	+ 12.7%	—	**—**	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

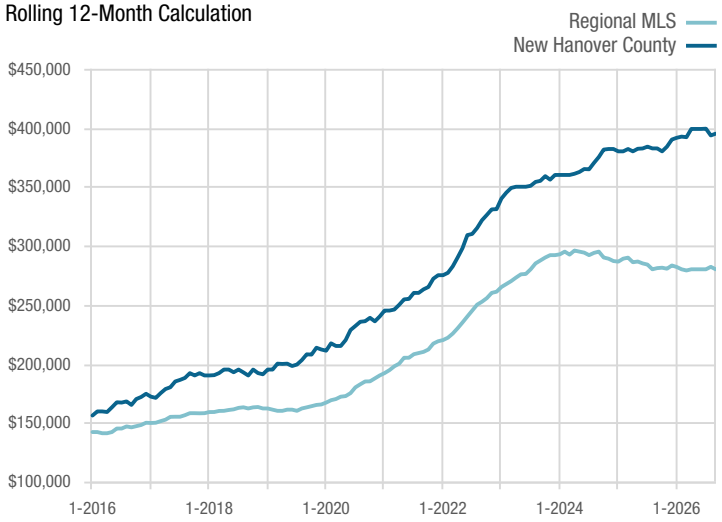
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of October 4, 2026. Based on information from the North Carolina Regional MLS LLC. Report © 2026 ShowingTime Plus, LLC.