

# Local Market Update for March 2025

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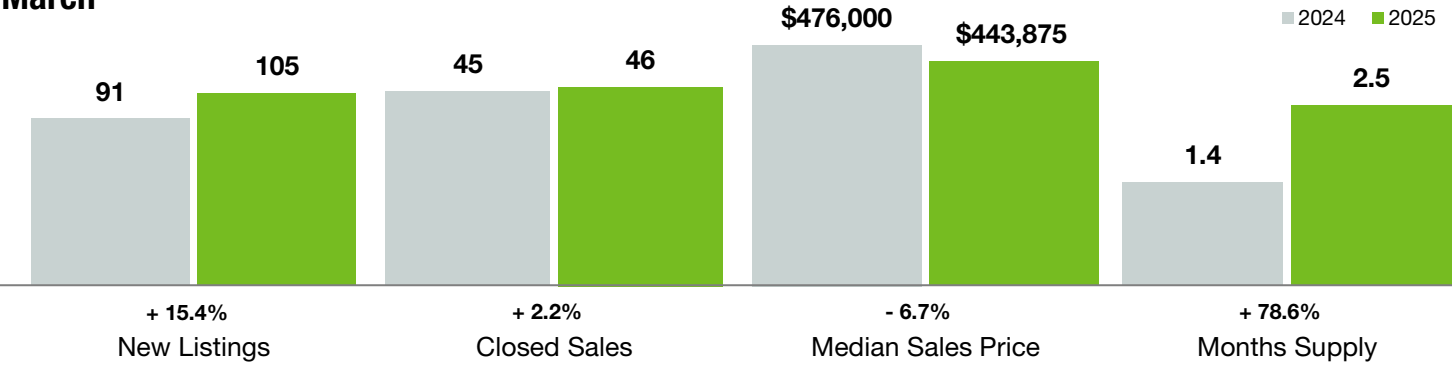
## Indian Trail

North Carolina

| Key Metrics                              | March     |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2024      | 2025      | Percent Change | Thru 3-2024  | Thru 3-2025 | Percent Change |
| New Listings                             | 91        | 105       | + 15.4%        | 171          | 231         | + 35.1%        |
| Pending Sales                            | 63        | 69        | + 9.5%         | 145          | 173         | + 19.3%        |
| Closed Sales                             | 45        | 46        | + 2.2%         | 117          | 114         | - 2.6%         |
| Median Sales Price*                      | \$476,000 | \$443,875 | - 6.7%         | \$446,184    | \$454,513   | + 1.9%         |
| Average Sales Price*                     | \$472,012 | \$477,336 | + 1.1%         | \$463,196    | \$472,029   | + 1.9%         |
| Percent of Original List Price Received* | 100.0%    | 97.9%     | - 2.1%         | 97.7%        | 97.7%       | 0.0%           |
| List to Close                            | 84        | 83        | - 1.2%         | 94           | 96          | + 2.1%         |
| Days on Market Until Sale                | 36        | 43        | + 19.4%        | 42           | 46          | + 9.5%         |
| Cumulative Days on Market Until Sale     | 42        | 48        | + 14.3%        | 44           | 48          | + 9.1%         |
| Average List Price                       | \$477,331 | \$505,627 | + 5.9%         | \$467,675    | \$492,763   | + 5.4%         |
| Inventory of Homes for Sale              | 71        | 128       | + 80.3%        | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 2.5       | + 78.6%        | --           | --          | --             |

\* 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.

### March



### Median Sales Price

Rolling 12-Month Calculation

