

# Local Market Update for March 2023

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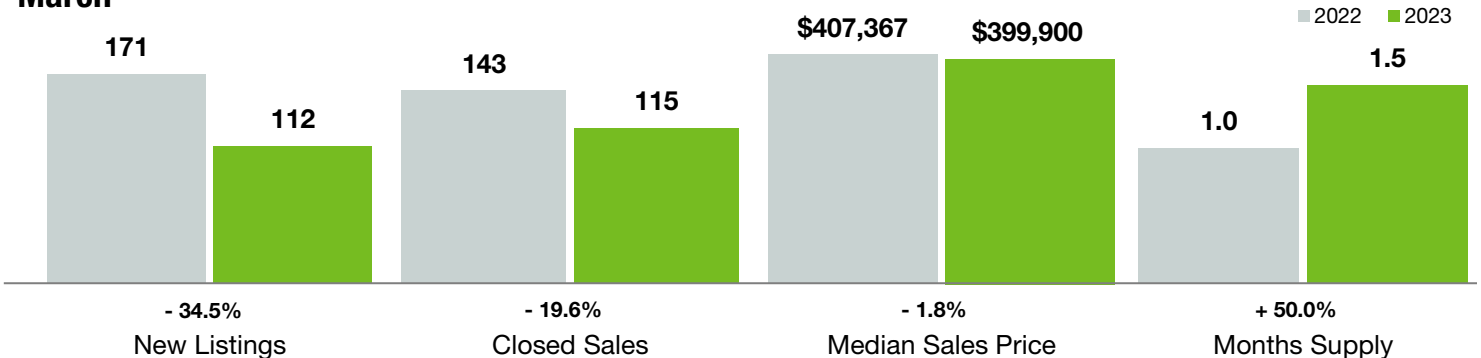
## Lincoln County

North Carolina

| Key Metrics                              | March     |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 3-2022  | Thru 3-2023 | Percent Change |
| New Listings                             | 171       | 112       | - 34.5%        | 436          | 319         | - 26.8%        |
| Pending Sales                            | 152       | 122       | - 19.7%        | 414          | 352         | - 15.0%        |
| Closed Sales                             | 143       | 115       | - 19.6%        | 355          | 280         | - 21.1%        |
| Median Sales Price*                      | \$407,367 | \$399,900 | - 1.8%         | \$409,925    | \$412,500   | + 0.6%         |
| Average Sales Price*                     | \$439,552 | \$496,462 | + 12.9%        | \$434,491    | \$480,556   | + 10.6%        |
| Percent of Original List Price Received* | 100.3%    | 96.0%     | - 4.3%         | 100.0%       | 95.6%       | - 4.4%         |
| List to Close                            | 101       | 104       | + 3.0%         | 103          | 113         | + 9.7%         |
| Days on Market Until Sale                | 24        | 56        | + 133.3%       | 28           | 58          | + 107.1%       |
| Cumulative Days on Market Until Sale     | 22        | 59        | + 168.2%       | 24           | 56          | + 133.3%       |
| Average List Price                       | \$483,511 | \$550,663 | + 13.9%        | \$458,126    | \$494,677   | + 8.0%         |
| Inventory of Homes for Sale              | 152       | 165       | + 8.6%         | --           | --          | --             |
| Months Supply of Inventory               | 1.0       | 1.5       | + 50.0%        | --           | --          | --             |

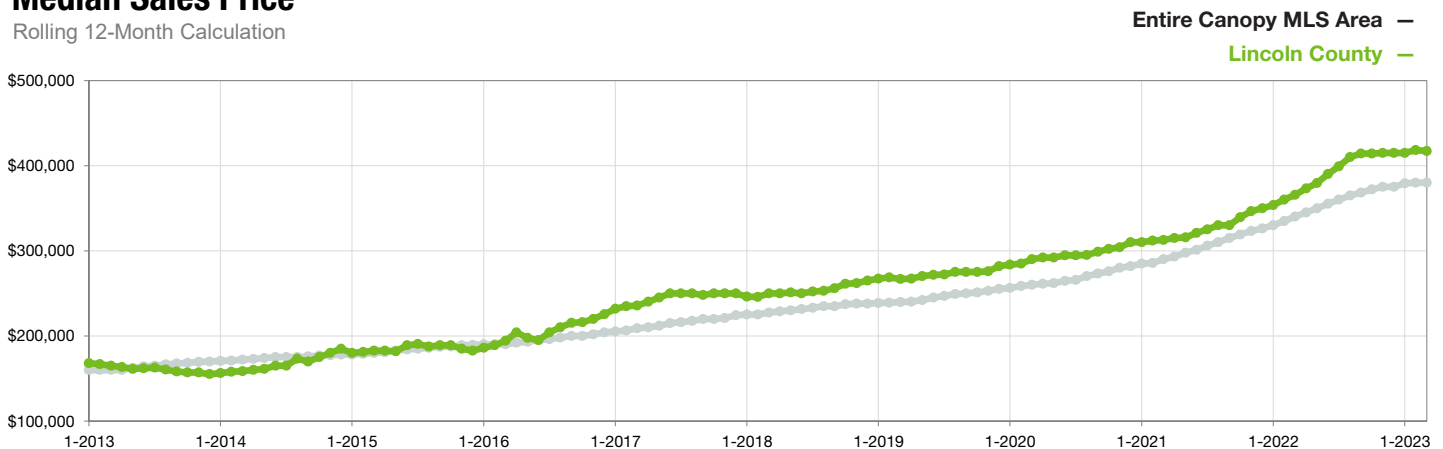
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### March



### Median Sales Price

Rolling 12-Month Calculation



Current as of April 5, 2023. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2023 ShowingTime.