

# Local Market Update for March 2026

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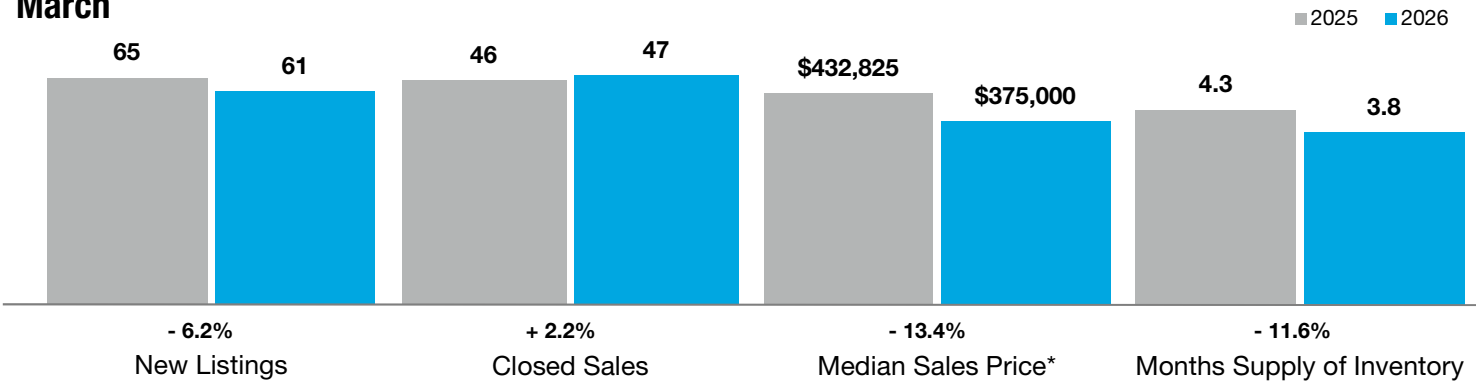
## Waynesville

North Carolina

| Key Metrics                              | March     |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2025      | 2026      | Percent Change | Thru 3-2025  | Thru 3-2026 | Percent Change |
| New Listings                             | 65        | 61        | - 6.2%         | 152          | 147         | - 3.3%         |
| Pending Sales                            | 46        | 46        | 0.0%           | 113          | 114         | + 0.9%         |
| Closed Sales                             | 46        | 47        | + 2.2%         | 109          | 111         | + 1.8%         |
| Median Sales Price*                      | \$432,825 | \$375,000 | - 13.4%        | \$415,000    | \$395,000   | - 4.8%         |
| Average Sales Price*                     | \$457,949 | \$432,480 | - 5.6%         | \$444,745    | \$447,260   | + 0.6%         |
| Percent of Original List Price Received* | 93.4%     | 93.7%     | + 0.3%         | 93.0%        | 91.7%       | - 1.4%         |
| List to Close                            | 142       | 149       | + 4.9%         | 140          | 144         | + 2.9%         |
| Days on Market Until Sale                | 91        | 87        | - 4.4%         | 82           | 85          | + 3.7%         |
| Cumulative Days on Market Until Sale     | 100       | 105       | + 5.0%         | 90           | 100         | + 11.1%        |
| Average List Price                       | \$493,638 | \$534,612 | + 8.3%         | \$503,316    | \$491,288   | - 2.4%         |
| Inventory of Homes for Sale              | 168       | 168       | 0.0%           | --           | --          | --             |
| Months Supply of Inventory               | 4.3       | 3.8       | - 11.6%        | --           | --          | --             |

\* 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



### Historical Median Sales Price Rolling 12-Month Calculation

