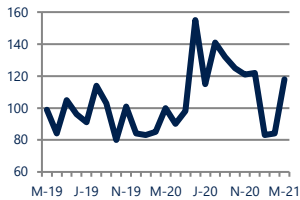


**Focus On: Harnett County Housing Market**

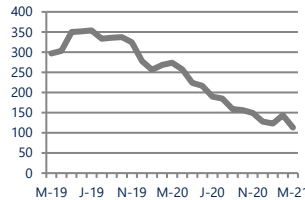
March 2021

**Units Sold**  
118



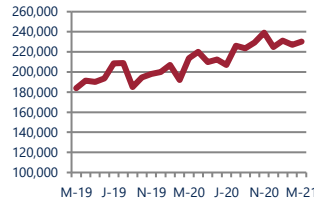
**Up 18%**  
Vs. Year Ago

**Active Inventory**  
113



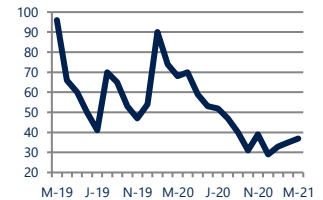
**Down -59%**  
Vs. Year Ago

**Median Sale Price**  
\$230,250



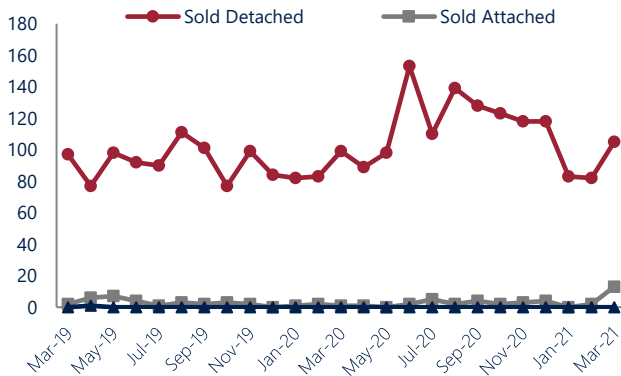
**Up 8%**  
Vs. Year Ago

**Days On Market**  
37



**Down -46%**  
Vs. Year Ago

**Units Sold\***



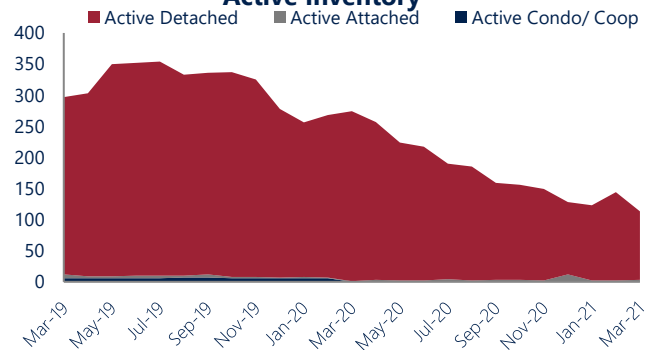
**Units Sold**

There was an increase in total units sold in March, with 118 sold this month in Harnett County. This month's total units sold was higher than at this time last year.

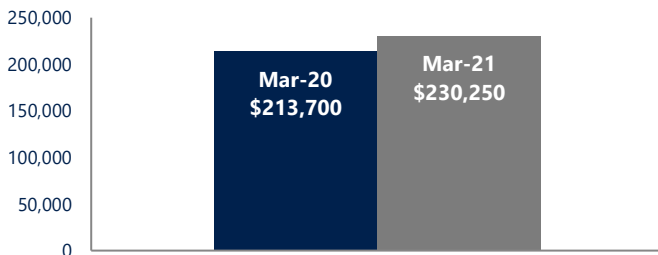
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 161 units or 59%. The total number of active inventory this March was 113 compared to 274 in March 2020. This month's total of 113 is lower than the previous month's total supply of available inventory of 144, a decrease of 22%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last March, the median sale price for Harnett County Homes was \$213,700. This March, the median sale price was \$230,250, an increase of 8% or \$16,550 compared to last year. The current median sold price is 1% higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Harnett County are defined as properties listed in zip code/s .

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

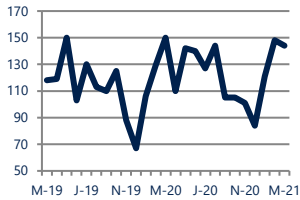
Information included in this report is based on data supplied by TRIANGLE and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of TRIANGLE or Long & Foster Real Estate, Inc.



**Focus On: Harnett County Housing Market**

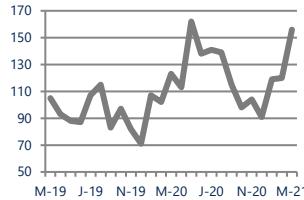
March 2021

**New Listings**  
144



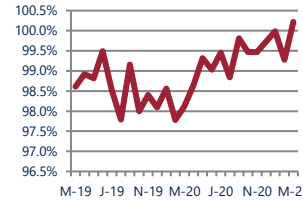
**Down -4%**  
Vs. Year Ago

**Current Contracts**  
156



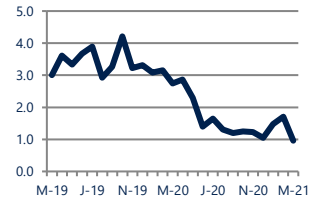
**Up 27%**  
Vs. Year Ago

**Sold Vs. List Price**  
100.2%



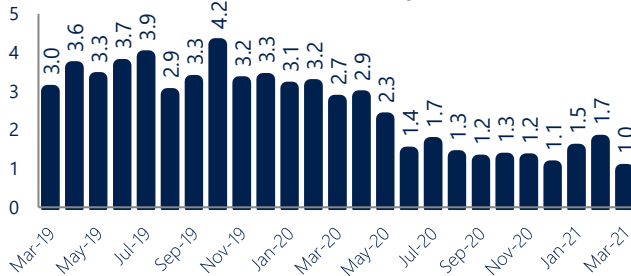
**Up 2.1%**  
Vs. Year Ago

**Months of Supply**  
1.0



**Down -65%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

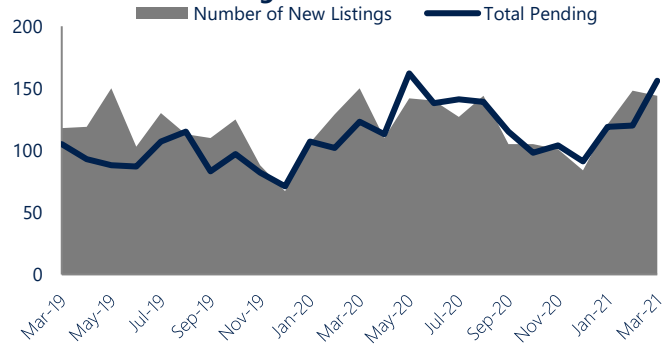
In March, there was 1.0 months of supply available in Harnett County, compared to 2.7 in March 2020. That is a decrease of 65% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

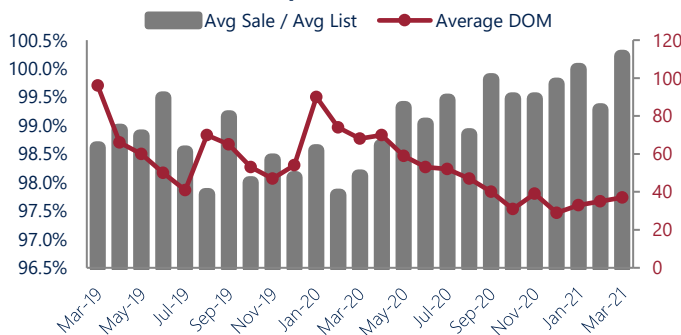
**New Listings & Current Contracts**

This month there were 144 homes newly listed for sale in Harnett County compared to 150 in March 2020, a decrease of 4%. There were 156 current contracts pending sale this March compared to 123 a year ago. The number of current contracts is 27% higher than last March.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In March, the average sale price in Harnett County was 100.2% of the average list price, which is 2.1% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 37, lower than the average last year, which was 68, a decrease of 46%.

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