

Local Market Update for December 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28304

Fayetteville

Single Family - Existing

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	27	23	- 14.8%	614	571	- 7.0%
Pending Sales	22	24	+ 9.1%	466	396	- 15.0%
Closed Sales	22	22	0.0%	470	374	- 20.4%
Days on Market Until Sale	36	34	- 5.6%	25	34	+ 36.0%
Median Sales Price*	\$225,500	\$227,475	+ 0.9%	\$215,000	\$216,000	+ 0.5%
Average Sales Price*	\$243,273	\$213,664	- 12.2%	\$229,707	\$229,328	- 0.2%
Percent of List Price Received*	97.8%	98.7%	+ 0.9%	98.9%	98.1%	- 0.8%

Single Family - New Construction

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	0	1	--	28	45	+ 60.7%
Pending Sales	1	3	+ 200.0%	23	27	+ 17.4%
Closed Sales	0	3	--	26	25	- 3.8%
Days on Market Until Sale	--	46	--	16	48	+ 200.0%
Median Sales Price*	--	\$299,000	--	\$370,725	\$393,000	+ 6.0%
Average Sales Price*	--	\$318,297	--	\$365,703	\$389,352	+ 6.5%
Percent of List Price Received*	--	100.0%	--	100.5%	100.2%	- 0.3%

Townhouse/Condo

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	1	3	+ 200.0%	35	41	+ 17.1%
Pending Sales	1	2	+ 100.0%	27	26	- 3.7%
Closed Sales	3	2	- 33.3%	28	24	- 14.3%
Days on Market Until Sale	25	31	+ 24.0%	32	32	0.0%
Median Sales Price*	\$179,999	\$172,250	- 4.3%	\$182,000	\$180,000	- 1.1%
Average Sales Price*	\$179,666	\$172,250	- 4.1%	\$196,050	\$174,731	- 10.9%
Percent of List Price Received*	99.3%	99.4%	+ 0.1%	98.4%	98.6%	+ 0.2%

* 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.

Historical Median Sales Price by Property Type

Rolling 12-Month Calculation

