

Local Market Update for February 2024

A Research Tool Provided by Longleaf Pine REALTORS®



28304

Fayetteville

Single Family - Existing

	February			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 2-2023	Thru 2-2024	Percent Change
New Listings	56	65	+ 16.1%	102	114	+ 11.8%
Pending Sales	46	41	- 10.9%	88	87	- 1.1%
Closed Sales	35	40	+ 14.3%	78	75	- 3.8%
Days on Market Until Sale	23	30	+ 30.4%	22	31	+ 40.9%
Median Sales Price*	\$200,000	\$203,750	+ 1.9%	\$180,000	\$204,500	+ 13.6%
Average Sales Price*	\$214,849	\$215,669	+ 0.4%	\$198,358	\$215,531	+ 8.7%
Percent of List Price Received*	98.8%	100.4%	+ 1.6%	97.7%	99.1%	+ 1.4%

Single Family - New Construction

	February			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 2-2023	Thru 2-2024	Percent Change
New Listings	6	2	- 66.7%	8	3	- 62.5%
Pending Sales	4	2	- 50.0%	5	4	- 20.0%
Closed Sales	1	0	- 100.0%	1	5	+ 400.0%
Days on Market Until Sale	119	--	--	119	12	- 89.9%
Median Sales Price*	\$489,900	--	--	\$489,900	\$370,550	- 24.4%
Average Sales Price*	\$489,900	--	--	\$489,900	\$366,424	- 25.2%
Percent of List Price Received*	100.0%	--	--	100.0%	101.5%	+ 1.5%

Townhouse/Condo

	February			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 2-2023	Thru 2-2024	Percent Change
New Listings	1	3	+ 200.0%	3	6	+ 100.0%
Pending Sales	1	1	0.0%	6	3	- 50.0%
Closed Sales	5	0	- 100.0%	6	2	- 66.7%
Days on Market Until Sale	19	--	--	32	49	+ 53.1%
Median Sales Price*	\$219,000	--	--	\$184,500	\$198,500	+ 7.6%
Average Sales Price*	\$191,000	--	--	\$181,771	\$198,500	+ 9.2%
Percent of List Price Received*	99.7%	--	--	98.1%	100.0%	+ 1.9%

* 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

