

Local Market Update for August 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28304

Fayetteville

Single Family - Existing

	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	52	55	+ 5.8%	456	418	- 8.3%
Pending Sales	33	45	+ 36.4%	350	293	- 16.3%
Closed Sales	38	33	- 13.2%	348	257	- 26.1%
Days on Market Until Sale	24	27	+ 12.5%	22	33	+ 50.0%
Median Sales Price*	\$217,500	\$211,500	- 2.8%	\$210,000	\$215,000	+ 2.4%
Average Sales Price*	\$239,239	\$227,963	- 4.7%	\$228,803	\$234,225	+ 2.4%
Percent of List Price Received*	98.2%	98.0%	- 0.2%	99.2%	98.4%	- 0.8%

Single Family - New Construction

	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	0	9	--	20	29	+ 45.0%
Pending Sales	1	4	+ 300.0%	20	22	+ 10.0%
Closed Sales	4	5	+ 25.0%	20	17	- 15.0%
Days on Market Until Sale	20	75	+ 275.0%	13	52	+ 300.0%
Median Sales Price*	\$289,900	\$459,800	+ 58.6%	\$408,400	\$428,500	+ 4.9%
Average Sales Price*	\$320,650	\$408,960	+ 27.5%	\$377,684	\$407,319	+ 7.8%
Percent of List Price Received*	100.0%	100.0%	0.0%	100.4%	100.3%	- 0.1%

Townhouse/Condo

	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	0	3	--	25	25	0.0%
Pending Sales	1	1	0.0%	21	17	- 19.0%
Closed Sales	2	0	- 100.0%	22	16	- 27.3%
Days on Market Until Sale	26	--	--	31	24	- 22.6%
Median Sales Price*	\$93,000	--	--	\$181,000	\$180,950	- 0.0%
Average Sales Price*	\$93,000	--	--	\$195,382	\$181,259	- 7.2%
Percent of List Price Received*	88.8%	--	--	98.3%	99.3%	+ 1.0%

* 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.

Historical Median Sales Price by Property Type

Rolling 12-Month Calculation

