

Local Market Update for April 2026

A Research Tool Provided by Longleaf Pine REALTORS®



28304

Fayetteville

Single Family - Existing

Key Metrics	April			Year to Date		
	2025	2026	Percent Change	Thru 4-2025	Thru 4-2026	Percent Change
New Listings	52	59	+ 13.5%	187	210	+ 12.3%
Pending Sales	33	52	+ 57.6%	136	146	+ 7.4%
Closed Sales	33	32	- 3.0%	112	101	- 9.8%
Days on Market Until Sale	54	36	- 33.3%	42	33	- 21.4%
Median Sales Price*	\$245,000	\$217,500	- 11.2%	\$215,000	\$216,000	+ 0.5%
Average Sales Price*	\$246,932	\$230,131	- 6.8%	\$229,806	\$227,461	- 1.0%
Percent of List Price Received*	98.3%	98.4%	+ 0.1%	98.1%	97.2%	- 0.9%

Single Family - New Construction

Key Metrics	April			Year to Date		
	2025	2026	Percent Change	Thru 4-2025	Thru 4-2026	Percent Change
New Listings	1	3	+ 200.0%	12	7	- 41.7%
Pending Sales	1	1	0.0%	9	7	- 22.2%
Closed Sales	4	1	- 75.0%	7	7	0.0%
Days on Market Until Sale	98	75	- 23.5%	58	104	+ 79.3%
Median Sales Price*	\$334,200	\$406,500	+ 21.6%	\$428,500	\$399,990	- 6.7%
Average Sales Price*	\$351,138	\$406,500	+ 15.8%	\$397,464	\$369,099	- 7.1%
Percent of List Price Received*	100.1%	100.0%	- 0.1%	100.1%	99.5%	- 0.6%

Townhouse/Condo

Key Metrics	April			Year to Date		
	2025	2026	Percent Change	Thru 4-2025	Thru 4-2026	Percent Change
New Listings	4	2	- 50.0%	15	9	- 40.0%
Pending Sales	0	0	--	10	6	- 40.0%
Closed Sales	4	1	- 75.0%	8	9	+ 12.5%
Days on Market Until Sale	38	169	+ 344.7%	28	56	+ 100.0%
Median Sales Price*	\$188,750	\$122,500	- 35.1%	\$180,000	\$175,000	- 2.8%
Average Sales Price*	\$196,125	\$122,500	- 37.5%	\$154,894	\$184,767	+ 19.3%
Percent of List Price Received*	98.8%	94.3%	- 4.6%	99.0%	97.6%	- 1.4%

* 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

