

# Local Market Update for July 2025

A Research Tool Provided by Longleaf Pine REALTORS®



# 28304

Fayetteville

## Single Family - Existing

	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	45	53	+ 17.8%	404	362	- 10.4%
Pending Sales	38	39	+ 2.6%	317	250	- 21.1%
Closed Sales	47	30	- 36.2%	310	223	- 28.1%
Days on Market Until Sale	23	23	0.0%	22	34	+ 54.5%
Median Sales Price*	\$226,000	\$224,950	- 0.5%	\$210,000	\$215,000	+ 2.4%
Average Sales Price*	\$252,989	\$242,882	- 4.0%	\$227,524	\$235,318	+ 3.4%
Percent of List Price Received*	98.5%	98.0%	- 0.5%	99.3%	98.5%	- 0.8%

## Single Family - New Construction

	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	1	4	+ 300.0%	20	20	0.0%
Pending Sales	2	2	0.0%	19	19	0.0%
Closed Sales	4	0	- 100.0%	16	12	- 25.0%
Days on Market Until Sale	17	--	--	11	42	+ 281.8%
Median Sales Price*	\$413,950	--	--	\$417,183	\$428,500	+ 2.7%
Average Sales Price*	\$400,950	--	--	\$391,943	\$406,635	+ 3.7%
Percent of List Price Received*	99.8%	--	--	100.5%	100.4%	- 0.1%

## Townhouse/Condo

	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	3	1	- 66.7%	25	22	- 12.0%
Pending Sales	1	1	0.0%	20	16	- 20.0%
Closed Sales	4	3	- 25.0%	20	16	- 20.0%
Days on Market Until Sale	23	31	+ 34.8%	32	24	- 25.0%
Median Sales Price*	\$173,450	\$165,500	- 4.6%	\$202,000	\$180,950	- 10.4%
Average Sales Price*	\$182,475	\$185,667	+ 1.7%	\$205,620	\$181,259	- 11.8%
Percent of List Price Received*	99.2%	101.1%	+ 1.9%	99.2%	99.3%	+ 0.1%

\* 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

