

Local Market Update for April 2022

A Research Tool Provided by Longleaf Pine REALTORS®



28304

Fayetteville

Single Family - Existing

| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 4-2021 | Thru 4-2022 | Percent Change |
| New Listings | 74 | 77 | + 4.1% | 246 | 271 | + 10.2% |
| Pending Sales | 67 | 71 | + 6.0% | 229 | 244 | + 6.6% |
| Closed Sales | 55 | 60 | + 9.1% | 203 | 240 | + 18.2% |
| Days on Market Until Sale | 8 | 12 | + 50.0% | 16 | 14 | - 12.5% |
| Median Sales Price* | \$132,000 | \$150,000 | + 13.6% | \$136,000 | \$155,000 | + 14.0% |
| Average Sales Price* | \$152,473 | \$170,690 | + 11.9% | \$149,607 | \$172,893 | + 15.6% |
| Percent of List Price Received* | 101.6% | 103.3% | + 1.7% | 100.3% | 101.5% | + 1.2% |

Single Family - New Construction

| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|------|----------------|--------------|------------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 4-2021 | Thru 4-2022 | Percent Change |
| New Listings | 1 | 0 | - 100.0% | 4 | 3 | - 25.0% |
| Pending Sales | 1 | 0 | - 100.0% | 4 | 2 | - 50.0% |
| Closed Sales | 3 | 0 | - 100.0% | 14 | 1 | - 92.9% |
| Days on Market Until Sale | 7 | -- | -- | 5 | 44 | + 780.0% |
| Median Sales Price* | \$304,600 | -- | -- | \$313,200 | \$364,500 | + 16.4% |
| Average Sales Price* | \$273,033 | -- | -- | \$308,366 | \$364,500 | + 18.2% |
| Percent of List Price Received* | 102.4% | -- | -- | 100.9% | 100.1% | - 0.8% |

Townhouse/Condo

| Key Metrics | April | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 4-2021 | Thru 4-2022 | Percent Change |
| New Listings | 2 | 4 | + 100.0% | 6 | 26 | + 333.3% |
| Pending Sales | 3 | 5 | + 66.7% | 5 | 27 | + 440.0% |
| Closed Sales | 1 | 8 | + 700.0% | 5 | 33 | + 560.0% |
| Days on Market Until Sale | 2 | 15 | + 650.0% | 10 | 12 | + 20.0% |
| Median Sales Price* | \$111,000 | \$190,000 | + 71.2% | \$105,000 | \$140,000 | + 33.3% |
| Average Sales Price* | \$111,000 | \$190,538 | + 71.7% | \$110,500 | \$142,373 | + 28.8% |
| Percent of List Price Received* | 105.7% | 98.9% | - 6.4% | 96.8% | 99.5% | + 2.8% |

* 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

