

Local Market Update for January 2026

A Research Tool Provided by Longleaf Pine REALTORS®



28304

Fayetteville

Single Family - Existing

Key Metrics	January			Year to Date		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	34	53	+ 55.9%	34	53	+ 55.9%
Pending Sales	27	26	- 3.7%	27	26	- 3.7%
Closed Sales	28	26	- 7.1%	28	26	- 7.1%
Days on Market Until Sale	35	23	- 34.3%	35	23	- 34.3%
Median Sales Price*	\$213,250	\$204,500	- 4.1%	\$213,250	\$204,500	- 4.1%
Average Sales Price*	\$210,032	\$220,808	+ 5.1%	\$210,032	\$220,808	+ 5.1%
Percent of List Price Received*	98.9%	96.9%	- 2.0%	98.9%	96.9%	- 2.0%

Single Family - New Construction

Key Metrics	January			Year to Date		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	3	0	- 100.0%	3	0	- 100.0%
Pending Sales	1	2	+ 100.0%	1	2	+ 100.0%
Closed Sales	0	2	--	0	2	--
Days on Market Until Sale	--	77	--	--	77	--
Median Sales Price*	--	\$344,945	--	--	\$344,945	--
Average Sales Price*	--	\$344,945	--	--	\$344,945	--
Percent of List Price Received*	--	100.0%	--	--	100.0%	--

Townhouse/Condo

Key Metrics	January			Year to Date		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	3	4	+ 33.3%	3	4	+ 33.3%
Pending Sales	1	2	+ 100.0%	1	2	+ 100.0%
Closed Sales	1	3	+ 200.0%	1	3	+ 200.0%
Days on Market Until Sale	12	19	+ 58.3%	12	19	+ 58.3%
Median Sales Price*	\$181,900	\$167,000	- 8.2%	\$181,900	\$167,000	- 8.2%
Average Sales Price*	\$181,900	\$162,333	- 10.8%	\$181,900	\$162,333	- 10.8%
Percent of List Price Received*	100.0%	98.1%	- 1.9%	100.0%	98.1%	- 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

