Local Market Update for October 2025

A Research Tool Provided by Longleaf Pine REALTORS®

28304

Fayetteville



Single Family - Existing		October			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	50	49	- 2.0%	551	505	- 8.3%	
Pending Sales	39	25	- 35.9%	424	341	- 19.6%	
Closed Sales	38	32	- 15.8%	416	328	- 21.2%	
Days on Market Until Sale	27	30	+ 11.1%	23	34	+ 47.8%	
Median Sales Price*	\$220,000	\$206,000	- 6.4%	\$215,000	\$214,750	- 0.1%	
Average Sales Price*	\$223,150	\$208,259	- 6.7%	\$229,008	\$230,590	+ 0.7%	
Percent of List Price Received*	96.8%	95.5%	- 1.3%	98.9%	98.2%	- 0.7%	

Single Family - New Construction	October			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	5	8	+ 60.0%	26	39	+ 50.0%	
Pending Sales	1	0	- 100.0%	22	22	0.0%	
Closed Sales	2	1	- 50.0%	25	20	- 20.0%	
Days on Market Until Sale	14	7	- 50.0%	14	44	+ 214.3%	
Median Sales Price*	\$359,901	\$393,000	+ 9.2%	\$370,900	\$431,600	+ 16.4%	
Average Sales Price*	\$359,901	\$393,000	+ 9.2%	\$367,135	\$412,546	+ 12.4%	
Percent of List Price Received*	102.3%	100.0%	- 2.2%	100.5%	100.3%	- 0.2%	

Townhouse/Condo	October			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	2	5	+ 150.0%	29	33	+ 13.8%
Pending Sales	1	2	+ 100.0%	23	22	- 4.3%
Closed Sales	1	2	+ 100.0%	23	20	- 13.0%
Days on Market Until Sale	11	81	+ 636.4%	30	33	+ 10.0%
Median Sales Price*	\$182,000	\$55,500	- 69.5%	\$182,000	\$180,950	- 0.6%
Average Sales Price*	\$182,000	\$55,500	- 69.5%	\$194,800	\$173,208	- 11.1%
Percent of List Price Received*	93.3%	92.5%	- 0.9%	98.1%	98.6%	+ 0.5%

^{*} 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 TypeRolling 12-Month Calculation

