

Local Market Update for February 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28304

Fayetteville

Single Family - Existing

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	66	54	- 18.2%	115	91	- 20.9%
Pending Sales	39	42	+ 7.7%	84	70	- 16.7%
Closed Sales	40	22	- 45.0%	76	52	- 31.6%
Days on Market Until Sale	30	40	+ 33.3%	31	39	+ 25.8%
Median Sales Price*	\$203,750	\$196,000	- 3.8%	\$203,750	\$199,000	- 2.3%
Average Sales Price*	\$215,669	\$208,550	- 3.3%	\$214,340	\$207,616	- 3.1%
Percent of List Price Received*	100.4%	95.7%	- 4.7%	99.0%	97.4%	- 1.6%

Single Family - New Construction

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	2	8	+ 300.0%	3	11	+ 266.7%
Pending Sales	2	3	+ 50.0%	4	4	0.0%
Closed Sales	0	2	--	5	2	- 60.0%
Days on Market Until Sale	--	2	--	12	2	- 83.3%
Median Sales Price*	--	\$474,600	--	\$370,550	\$474,600	+ 28.1%
Average Sales Price*	--	\$474,600	--	\$366,424	\$474,600	+ 29.5%
Percent of List Price Received*	--	100.0%	--	101.5%	100.0%	- 1.5%

Townhouse/Condo

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	3	5	+ 66.7%	6	9	+ 50.0%
Pending Sales	1	2	+ 100.0%	3	3	0.0%
Closed Sales	1	1	0.0%	3	2	- 33.3%
Days on Market Until Sale	93	8	- 91.4%	64	10	- 84.4%
Median Sales Price*	\$222,000	\$149,750	- 32.5%	\$222,000	\$165,825	- 25.3%
Average Sales Price*	\$222,000	\$149,750	- 32.5%	\$206,333	\$165,825	- 19.6%
Percent of List Price Received*	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

* 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

