

Local Market Update for April 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28304

Fayetteville

Single Family - Existing

	April			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	63	51	- 19.0%	231	186	- 19.5%
Pending Sales	52	36	- 30.8%	184	141	- 23.4%
Closed Sales	53	33	- 37.7%	159	112	- 29.6%
Days on Market Until Sale	19	54	+ 184.2%	23	42	+ 82.6%
Median Sales Price*	\$210,000	\$245,000	+ 16.7%	\$207,000	\$215,000	+ 3.9%
Average Sales Price*	\$228,509	\$247,235	+ 8.2%	\$217,581	\$229,895	+ 5.7%
Percent of List Price Received*	99.7%	98.6%	- 1.1%	99.2%	98.2%	- 1.0%

Single Family - New Construction

	April			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	0	1	--	5	12	+ 140.0%
Pending Sales	0	1	--	6	9	+ 50.0%
Closed Sales	1	3	+ 200.0%	9	6	- 33.3%
Days on Market Until Sale	0	100	--	11	53	+ 381.8%
Median Sales Price*	\$417,465	\$349,500	- 16.3%	\$417,465	\$431,600	+ 3.4%
Average Sales Price*	\$417,465	\$368,217	- 11.8%	\$388,554	\$413,725	+ 6.5%
Percent of List Price Received*	100.8%	100.2%	- 0.6%	100.9%	100.1%	- 0.8%

Townhouse/Condo

	April			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	5	4	- 20.0%	15	15	0.0%
Pending Sales	4	0	- 100.0%	13	10	- 23.1%
Closed Sales	4	4	0.0%	10	8	- 20.0%
Days on Market Until Sale	17	38	+ 123.5%	42	28	- 33.3%
Median Sales Price*	\$222,000	\$188,750	- 15.0%	\$222,000	\$180,000	- 18.9%
Average Sales Price*	\$279,125	\$196,125	- 29.7%	\$225,950	\$154,894	- 31.4%
Percent of List Price Received*	99.8%	98.8%	- 1.0%	99.3%	99.0%	- 0.3%

* 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

