

Local Market Update for August 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28305

Fayetteville

Single Family - Existing

	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	17	20	+ 17.6%	126	126	0.0%
Pending Sales	13	16	+ 23.1%	83	71	- 14.5%
Closed Sales	12	7	- 41.7%	81	58	- 28.4%
Days on Market Until Sale	28	40	+ 42.9%	37	72	+ 94.6%
Median Sales Price*	\$236,450	\$220,000	- 7.0%	\$281,750	\$321,450	+ 14.1%
Average Sales Price*	\$275,950	\$294,871	+ 6.9%	\$315,114	\$358,033	+ 13.6%
Percent of List Price Received*	96.4%	99.1%	+ 2.8%	98.4%	97.3%	- 1.1%

Single Family - New Construction

	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	0	0	0.0%	3	3	0.0%
Pending Sales	0	0	0.0%	5	4	- 20.0%
Closed Sales	1	1	0.0%	5	4	- 20.0%
Days on Market Until Sale	43	5	- 88.4%	72	49	- 31.9%
Median Sales Price*	\$274,500	\$283,500	+ 3.3%	\$274,500	\$287,500	+ 4.7%
Average Sales Price*	\$274,500	\$283,500	+ 3.3%	\$380,680	\$287,000	- 24.6%
Percent of List Price Received*	100.0%	100.0%	0.0%	99.6%	100.0%	+ 0.4%

Townhouse/Condo

	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	4	3	- 25.0%	14	22	+ 57.1%
Pending Sales	3	0	- 100.0%	13	10	- 23.1%
Closed Sales	1	3	+ 200.0%	13	10	- 23.1%
Days on Market Until Sale	160	64	- 60.0%	45	43	- 4.4%
Median Sales Price*	\$283,250	\$120,000	- 57.6%	\$168,000	\$127,000	- 24.4%
Average Sales Price*	\$283,250	\$150,333	- 46.9%	\$200,635	\$140,940	- 29.8%
Percent of List Price Received*	99.4%	94.3%	- 5.1%	97.3%	94.7%	- 2.7%

* 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

