

Local Market Update for December 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28305

Fayetteville

Single Family - Existing

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	3	13	+ 333.3%	164	171	+ 4.3%
Pending Sales	4	8	+ 100.0%	111	100	- 9.9%
Closed Sales	8	7	- 12.5%	121	94	- 22.3%
Days on Market Until Sale	20	79	+ 295.0%	35	70	+ 100.0%
Median Sales Price*	\$217,500	\$350,000	+ 60.9%	\$255,700	\$305,000	+ 19.3%
Average Sales Price*	\$240,500	\$337,857	+ 40.5%	\$289,913	\$338,170	+ 16.6%
Percent of List Price Received*	98.1%	97.4%	- 0.7%	98.4%	97.2%	- 1.2%

Single Family - New Construction

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	0	1	--	4	11	+ 175.0%
Pending Sales	0	0	0.0%	5	6	+ 20.0%
Closed Sales	0	0	0.0%	5	5	0.0%
Days on Market Until Sale	--	--	--	72	39	- 45.8%
Median Sales Price*	--	--	--	\$274,500	\$288,000	+ 4.9%
Average Sales Price*	--	--	--	\$380,680	\$311,580	- 18.2%
Percent of List Price Received*	--	--	--	99.6%	100.0%	+ 0.4%

Townhouse/Condo

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	1	0	- 100.0%	21	29	+ 38.1%
Pending Sales	1	2	+ 100.0%	16	17	+ 6.3%
Closed Sales	1	2	+ 100.0%	18	13	- 27.8%
Days on Market Until Sale	75	173	+ 130.7%	50	60	+ 20.0%
Median Sales Price*	\$102,000	\$114,000	+ 11.8%	\$151,000	\$125,000	- 17.2%
Average Sales Price*	\$102,000	\$114,000	+ 11.8%	\$187,306	\$135,569	- 27.6%
Percent of List Price Received*	97.1%	98.9%	+ 1.9%	96.5%	95.7%	- 0.8%

* 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

