

# Local Market Update for July 2025

A Research Tool Provided by Longleaf Pine REALTORS®



# 28305

Fayetteville

## Single Family - Existing

	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	19	18	- 5.3%	109	106	- 2.8%
Pending Sales	11	7	- 36.4%	70	55	- 21.4%
Closed Sales	8	5	- 37.5%	69	50	- 27.5%
Days on Market Until Sale	20	69	+ 245.0%	39	73	+ 87.2%
Median Sales Price*	\$399,500	\$349,500	- 12.5%	\$285,000	\$321,450	+ 12.8%
Average Sales Price*	\$381,875	\$380,850	- 0.3%	\$321,925	\$363,637	+ 13.0%
Percent of List Price Received*	97.4%	98.5%	+ 1.1%	98.7%	97.1%	- 1.6%

## Single Family - New Construction

	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	0	0	0.0%	3	3	0.0%
Pending Sales	1	0	- 100.0%	5	4	- 20.0%
Closed Sales	0	0	0.0%	4	3	- 25.0%
Days on Market Until Sale	--	--	--	79	64	- 19.0%
Median Sales Price*	--	--	--	\$399,450	\$288,000	- 27.9%
Average Sales Price*	--	--	--	\$407,225	\$288,167	- 29.2%
Percent of List Price Received*	--	--	--	99.5%	100.0%	+ 0.5%

## Townhouse/Condo

	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	1	3	+ 200.0%	10	19	+ 90.0%
Pending Sales	2	1	- 50.0%	10	10	0.0%
Closed Sales	1	2	+ 100.0%	12	7	- 41.7%
Days on Market Until Sale	63	26	- 58.7%	36	33	- 8.3%
Median Sales Price*	\$102,000	\$172,450	+ 69.1%	\$154,000	\$129,000	- 16.2%
Average Sales Price*	\$102,000	\$172,450	+ 69.1%	\$193,750	\$136,914	- 29.3%
Percent of List Price Received*	88.7%	100.0%	+ 12.7%	97.2%	94.8%	- 2.5%

\* 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 Type

Rolling 12-Month Calculation

