

# Local Market Update for March 2024

A Research Tool Provided by Longleaf Pine REALTORS®



## 28305

Fayetteville

Single Family - Existing	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	23	15	- 34.8%	43	41	- 4.7%
Pending Sales	17	14	- 17.6%	36	30	- 16.7%
Closed Sales	13	6	- 53.8%	26	25	- 3.8%
Days on Market Until Sale	24	11	- 54.2%	37	44	+ 18.9%
Median Sales Price*	\$199,000	\$220,500	+ 10.8%	\$231,000	\$260,000	+ 12.6%
Average Sales Price*	\$219,762	\$207,167	- 5.7%	\$303,112	\$295,472	- 2.5%
Percent of List Price Received*	95.6%	98.6%	+ 3.1%	95.8%	97.7%	+ 2.0%

Single Family - New Construction	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	1	1	0.0%	2	2	0.0%
Pending Sales	0	0	0.0%	1	2	+ 100.0%
Closed Sales	1	1	0.0%	3	2	- 33.3%
Days on Market Until Sale	114	95	- 16.7%	59	87	+ 47.5%
Median Sales Price*	\$404,500	\$529,900	+ 31.0%	\$412,000	\$399,450	- 3.0%
Average Sales Price*	\$404,500	\$529,900	+ 31.0%	\$412,000	\$399,450	- 3.0%
Percent of List Price Received*	97.1%	100.0%	+ 3.0%	99.0%	100.0%	+ 1.0%

Townhouse/Condo	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	3	3	0.0%	6	6	0.0%
Pending Sales	2	0	- 100.0%	4	5	+ 25.0%
Closed Sales	1	2	+ 100.0%	3	8	+ 166.7%
Days on Market Until Sale	32	61	+ 90.6%	24	37	+ 54.2%
Median Sales Price*	\$160,000	\$135,500	- 15.3%	\$160,000	\$154,000	- 3.8%
Average Sales Price*	\$160,000	\$135,500	- 15.3%	\$236,667	\$209,750	- 11.4%
Percent of List Price Received*	91.4%	97.0%	+ 6.1%	95.8%	97.7%	+ 2.0%

\* 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

