

Local Market Update for February 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28305

Fayetteville

Single Family - Existing

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	19	12	- 36.8%	26	33	+ 26.9%
Pending Sales	11	10	- 9.1%	16	18	+ 12.5%
Closed Sales	8	5	- 37.5%	19	10	- 47.4%
Days on Market Until Sale	50	17	- 66.0%	54	49	- 9.3%
Median Sales Price*	\$204,000	\$190,000	- 6.9%	\$315,000	\$265,500	- 15.7%
Average Sales Price*	\$283,988	\$235,200	- 17.2%	\$323,358	\$277,100	- 14.3%
Percent of List Price Received*	97.8%	97.1%	- 0.7%	97.4%	95.6%	- 1.8%

Single Family - New Construction

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	0	0	0.0%	1	1	0.0%
Pending Sales	1	0	- 100.0%	2	1	- 50.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market Until Sale	78	117	+ 50.0%	78	117	+ 50.0%
Median Sales Price*	\$269,000	\$287,000	+ 6.7%	\$269,000	\$287,000	+ 6.7%
Average Sales Price*	\$269,000	\$287,000	+ 6.7%	\$269,000	\$287,000	+ 6.7%
Percent of List Price Received*	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

Townhouse/Condo

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	2	1	- 50.0%	3	4	+ 33.3%
Pending Sales	1	1	0.0%	5	3	- 40.0%
Closed Sales	2	0	- 100.0%	6	2	- 66.7%
Days on Market Until Sale	70	--	--	29	59	+ 103.4%
Median Sales Price*	\$157,500	--	--	\$171,500	\$136,750	- 20.3%
Average Sales Price*	\$157,500	--	--	\$234,500	\$136,750	- 41.7%
Percent of List Price Received*	96.1%	--	--	98.0%	95.3%	- 2.8%

* 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

