## **Local Market Update for October 2025**

A Research Tool Provided by Longleaf Pine REALTORS®

## 28305

Fayetteville



Single Family - Existing		October			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	8	10	+ 25.0%	149	149	0.0%	
Pending Sales	8	8	0.0%	100	87	- 13.0%	
Closed Sales	7	15	+ 114.3%	102	81	- 20.6%	
Days on Market Until Sale	22	72	+ 227.3%	36	68	+ 88.9%	
Median Sales Price*	\$250,000	\$245,000	- 2.0%	\$265,250	\$305,000	+ 15.0%	
Average Sales Price*	\$244,071	\$298,828	+ 22.4%	\$297,977	\$340,618	+ 14.3%	
Percent of List Price Received*	98.3%	97.1%	- 1.2%	98.3%	97.2%	- 1.1%	

Single Family - New Construction	October			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	0	2		4	5	+ 25.0%	
Pending Sales	0	1		5	5	0.0%	
Closed Sales	0	1		5	5	0.0%	
Days on Market Until Sale		0		72	39	- 45.8%	
Median Sales Price*		\$409,900		\$274,500	\$288,000	+ 4.9%	
Average Sales Price*		\$409,900		\$380,680	\$311,580	- 18.2%	
Percent of List Price Received*		100.0%		99.6%	100.0%	+ 0.4%	

Townhouse/Condo	October			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	4	2	- 50.0%	19	26	+ 36.8%	
Pending Sales	2	1	- 50.0%	15	12	- 20.0%	
Closed Sales	1	0	- 100.0%	17	11	- 35.3%	
Days on Market Until Sale	31			48	40	- 16.7%	
Median Sales Price*	\$129,000			\$162,000	\$125,000	- 22.8%	
Average Sales Price*	\$129,000			\$192,324	\$139,491	- 27.5%	
Percent of List Price Received*	100.0%			96.5%	95.2%	- 1.3%	

<sup>\*</sup> 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

