

Local Market Update for November 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28306

Fayetteville

Single Family - Existing

	November			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	46	45	- 2.2%	607	611	+ 0.7%
Pending Sales	36	45	+ 25.0%	497	452	- 9.1%
Closed Sales	30	30	0.0%	486	418	- 14.0%
Days on Market Until Sale	21	53	+ 152.4%	25	40	+ 60.0%
Median Sales Price*	\$250,000	\$282,000	+ 12.8%	\$269,900	\$284,000	+ 5.2%
Average Sales Price*	\$264,780	\$312,023	+ 17.8%	\$296,223	\$306,407	+ 3.4%
Percent of List Price Received*	99.8%	98.8%	- 1.0%	99.1%	98.7%	- 0.4%

Single Family - New Construction

	November			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	16	11	- 31.3%	93	156	+ 67.7%
Pending Sales	2	6	+ 200.0%	58	63	+ 8.6%
Closed Sales	7	6	- 14.3%	74	55	- 25.7%
Days on Market Until Sale	66	84	+ 27.3%	79	153	+ 93.7%
Median Sales Price*	\$339,000	\$361,600	+ 6.7%	\$431,200	\$499,990	+ 16.0%
Average Sales Price*	\$348,921	\$433,565	+ 24.3%	\$430,681	\$504,907	+ 17.2%
Percent of List Price Received*	99.9%	99.5%	- 0.4%	100.1%	99.8%	- 0.3%

Townhouse/Condo

	November			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	3	0	- 100.0%	25	15	- 40.0%
Pending Sales	1	0	- 100.0%	21	15	- 28.6%
Closed Sales	1	2	+ 100.0%	21	16	- 23.8%
Days on Market Until Sale	17	34	+ 100.0%	50	63	+ 26.0%
Median Sales Price*	\$100,000	\$232,000	+ 132.0%	\$185,000	\$182,500	- 1.4%
Average Sales Price*	\$100,000	\$232,000	+ 132.0%	\$211,795	\$183,493	- 13.4%
Percent of List Price Received*	90.9%	99.5%	+ 9.5%	97.9%	96.6%	- 1.3%

* 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

