

Local Market Update for March 2024

A Research Tool Provided by Longleaf Pine REALTORS®



28306

Fayetteville

Single Family - Existing

	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	70	52	- 25.7%	160	149	- 6.9%
Pending Sales	58	58	0.0%	146	147	+ 0.7%
Closed Sales	45	44	- 2.2%	124	114	- 8.1%
Days on Market Until Sale	21	39	+ 85.7%	25	38	+ 52.0%
Median Sales Price*	\$267,000	\$281,000	+ 5.2%	\$263,000	\$265,000	+ 0.8%
Average Sales Price*	\$257,480	\$273,553	+ 6.2%	\$271,364	\$269,363	- 0.7%
Percent of List Price Received*	99.5%	98.4%	- 1.1%	98.6%	99.1%	+ 0.5%

Single Family - New Construction

	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	10	6	- 40.0%	21	30	+ 42.9%
Pending Sales	7	7	0.0%	25	31	+ 24.0%
Closed Sales	4	8	+ 100.0%	12	22	+ 83.3%
Days on Market Until Sale	181	88	- 51.4%	170	73	- 57.1%
Median Sales Price*	\$327,450	\$458,589	+ 40.0%	\$333,900	\$454,979	+ 36.3%
Average Sales Price*	\$340,800	\$426,903	+ 25.3%	\$383,508	\$435,389	+ 13.5%
Percent of List Price Received*	100.4%	102.0%	+ 1.6%	100.4%	100.8%	+ 0.4%

Townhouse/Condo

	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	3	5	+ 66.7%	3	7	+ 133.3%
Pending Sales	5	4	- 20.0%	5	4	- 20.0%
Closed Sales	0	0	--	3	1	- 66.7%
Days on Market Until Sale	--	--	--	32	2	- 93.8%
Median Sales Price*	--	--	--	\$159,000	\$215,500	+ 35.5%
Average Sales Price*	--	--	--	\$164,333	\$215,500	+ 31.1%
Percent of List Price Received*	--	--	--	102.5%	99.1%	- 3.3%

* 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

