

Local Market Update for April 2022

A Research Tool Provided by Longleaf Pine REALTORS®



28306

Fayetteville

Single Family - Existing

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	106	88	- 17.0%	309	289	- 6.5%
Pending Sales	88	77	- 12.5%	294	262	- 10.9%
Closed Sales	69	54	- 21.7%	237	232	- 2.1%
Days on Market Until Sale	18	7	- 61.1%	19	11	- 42.1%
Median Sales Price*	\$198,000	\$259,500	+ 31.1%	\$201,000	\$226,250	+ 12.6%
Average Sales Price*	\$220,949	\$261,540	+ 18.4%	\$219,674	\$243,115	+ 10.7%
Percent of List Price Received*	101.0%	103.2%	+ 2.2%	100.3%	101.5%	+ 1.2%

Single Family - New Construction

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	32	3	- 90.6%	77	16	- 79.2%
Pending Sales	23	6	- 73.9%	68	25	- 63.2%
Closed Sales	7	9	+ 28.6%	18	33	+ 83.3%
Days on Market Until Sale	5	6	+ 20.0%	39	53	+ 35.9%
Median Sales Price*	\$229,900	\$313,000	+ 36.1%	\$276,450	\$309,950	+ 12.1%
Average Sales Price*	\$300,843	\$324,037	+ 7.7%	\$314,534	\$334,879	+ 6.5%
Percent of List Price Received*	99.9%	99.6%	- 0.3%	100.0%	100.0%	0.0%

Townhouse/Condo

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	1	2	+ 100.0%	2	9	+ 350.0%
Pending Sales	1	1	0.0%	2	8	+ 300.0%
Closed Sales	1	2	+ 100.0%	3	12	+ 300.0%
Days on Market Until Sale	3	10	+ 233.3%	9	9	0.0%
Median Sales Price*	\$134,500	\$127,500	- 5.2%	\$93,000	\$142,500	+ 53.2%
Average Sales Price*	\$134,500	\$127,500	- 5.2%	\$98,467	\$141,504	+ 43.7%
Percent of List Price Received*	106.3%	102.0%	- 4.0%	103.6%	100.8%	- 2.7%

* 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

