

Local Market Update for July 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28306

Fayetteville

Single Family - Existing	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	54	57	+ 5.6%	398	401	+ 0.8%
Pending Sales	56	50	- 10.7%	340	291	- 14.4%
Closed Sales	48	50	+ 4.2%	313	261	- 16.6%
Days on Market Until Sale	20	28	+ 40.0%	25	37	+ 48.0%
Median Sales Price*	\$248,650	\$275,950	+ 11.0%	\$268,000	\$284,000	+ 6.0%
Average Sales Price*	\$262,621	\$340,738	+ 29.7%	\$292,568	\$308,261	+ 5.4%
Percent of List Price Received*	99.6%	98.7%	- 0.9%	99.1%	98.8%	- 0.3%

Single Family - New Construction	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	8	20	+ 150.0%	58	93	+ 60.3%
Pending Sales	6	2	- 66.7%	49	31	- 36.7%
Closed Sales	3	4	+ 33.3%	54	24	- 55.6%
Days on Market Until Sale	2	175	+ 8,650.0%	85	219	+ 157.6%
Median Sales Price*	\$465,404	\$484,420	+ 4.1%	\$438,130	\$429,900	- 1.9%
Average Sales Price*	\$488,034	\$509,327	+ 4.4%	\$439,304	\$482,214	+ 9.8%
Percent of List Price Received*	100.2%	99.3%	- 0.9%	100.1%	99.7%	- 0.4%

Townhouse/Condo	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	1	1	0.0%	15	11	- 26.7%
Pending Sales	3	1	- 66.7%	15	10	- 33.3%
Closed Sales	3	2	- 33.3%	14	10	- 28.6%
Days on Market Until Sale	107	42	- 60.7%	71	64	- 9.9%
Median Sales Price*	\$215,000	\$202,500	- 5.8%	\$215,250	\$156,070	- 27.5%
Average Sales Price*	\$215,633	\$202,500	- 6.1%	\$216,379	\$172,139	- 20.4%
Percent of List Price Received*	98.5%	98.9%	+ 0.4%	97.4%	95.9%	- 1.5%

* 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

