

# Local Market Update for January 2026

A Research Tool Provided by Longleaf Pine REALTORS®



# 28306

Fayetteville

## Single Family - Existing

Key Metrics	January			Year to Date		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	44	45	+ 2.3%	44	45	+ 2.3%
Pending Sales	32	25	- 21.9%	32	25	- 21.9%
Closed Sales	26	27	+ 3.8%	26	27	+ 3.8%
Days on Market Until Sale	70	68	- 2.9%	70	68	- 2.9%
Median Sales Price*	\$302,000	<b>\$260,000</b>	- 13.9%	\$302,000	<b>\$260,000</b>	- 13.9%
Average Sales Price*	\$346,170	<b>\$289,299</b>	- 16.4%	\$346,170	<b>\$289,299</b>	- 16.4%
Percent of List Price Received*	98.3%	<b>97.5%</b>	- 0.8%	98.3%	<b>97.5%</b>	- 0.8%

## Single Family - New Construction

Key Metrics	January			Year to Date		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	13	5	- 61.5%	13	5	- 61.5%
Pending Sales	5	11	+ 120.0%	5	11	+ 120.0%
Closed Sales	3	8	+ 166.7%	3	8	+ 166.7%
Days on Market Until Sale	72	124	+ 72.2%	72	124	+ 72.2%
Median Sales Price*	\$364,900	<b>\$327,550</b>	- 10.2%	\$364,900	<b>\$327,550</b>	- 10.2%
Average Sales Price*	\$354,930	<b>\$380,038</b>	+ 7.1%	\$354,930	<b>\$380,038</b>	+ 7.1%
Percent of List Price Received*	100.0%	<b>101.0%</b>	+ 1.0%	100.0%	<b>101.0%</b>	+ 1.0%

## Townhouse/Condo

Key Metrics	January			Year to Date		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	0	0	--	0	0	--
Pending Sales	2	1	- 50.0%	2	1	- 50.0%
Closed Sales	3	0	- 100.0%	3	0	- 100.0%
Days on Market Until Sale	99	--	--	99	--	--
Median Sales Price*	\$185,000	--	--	\$185,000	--	--
Average Sales Price*	\$221,417	--	--	\$221,417	--	--
Percent of List Price Received*	95.7%	--	--	95.7%	--	--

\* 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

