

Local Market Update for April 2026

A Research Tool Provided by Longleaf Pine REALTORS®



28306

Fayetteville

Single Family - Existing

Key Metrics	April			Year to Date		
	2025	2026	Percent Change	Thru 4-2025	Thru 4-2026	Percent Change
New Listings	64	57	- 10.9%	216	210	- 2.8%
Pending Sales	52	45	- 13.5%	153	162	+ 5.9%
Closed Sales	45	54	+ 20.0%	123	131	+ 6.5%
Days on Market Until Sale	34	61	+ 79.4%	42	62	+ 47.6%
Median Sales Price*	\$280,000	\$278,500	- 0.5%	\$275,000	\$275,000	0.0%
Average Sales Price*	\$284,591	\$308,591	+ 8.4%	\$293,592	\$303,804	+ 3.5%
Percent of List Price Received*	99.2%	97.8%	- 1.4%	98.5%	98.0%	- 0.5%

Single Family - New Construction

Key Metrics	April			Year to Date		
	2025	2026	Percent Change	Thru 4-2025	Thru 4-2026	Percent Change
New Listings	14	9	- 35.7%	46	35	- 23.9%
Pending Sales	5	10	+ 100.0%	21	37	+ 76.2%
Closed Sales	5	4	- 20.0%	14	29	+ 107.1%
Days on Market Until Sale	194	73	- 62.4%	198	124	- 37.4%
Median Sales Price*	\$535,500	\$394,950	- 26.2%	\$404,695	\$379,900	- 6.1%
Average Sales Price*	\$502,575	\$412,350	- 18.0%	\$456,675	\$421,940	- 7.6%
Percent of List Price Received*	100.0%	100.0%	0.0%	99.8%	100.3%	+ 0.5%

Townhouse/Condo

Key Metrics	April			Year to Date		
	2025	2026	Percent Change	Thru 4-2025	Thru 4-2026	Percent Change
New Listings	2	0	- 100.0%	6	1	- 83.3%
Pending Sales	1	2	+ 100.0%	4	4	0.0%
Closed Sales	0	0	--	3	1	- 66.7%
Days on Market Until Sale	--	--	--	99	462	+ 366.7%
Median Sales Price*	--	--	--	\$185,000	\$299,000	+ 61.6%
Average Sales Price*	--	--	--	\$221,417	\$299,000	+ 35.0%
Percent of List Price Received*	--	--	--	95.7%	100.0%	+ 4.5%

* 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

