

Local Market Update for February 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28306

Fayetteville

Single Family - Existing

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	54	52	- 3.7%	97	101	+ 4.1%
Pending Sales	43	33	- 23.3%	87	72	- 17.2%
Closed Sales	37	31	- 16.2%	71	59	- 16.9%
Days on Market Until Sale	41	34	- 17.1%	37	50	+ 35.1%
Median Sales Price*	\$260,000	\$262,000	+ 0.8%	\$258,000	\$284,000	+ 10.1%
Average Sales Price*	\$280,499	\$276,711	- 1.4%	\$272,750	\$306,940	+ 12.5%
Percent of List Price Received*	99.4%	99.5%	+ 0.1%	99.3%	98.9%	- 0.4%

Single Family - New Construction

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	14	16	+ 14.3%	24	29	+ 20.8%
Pending Sales	18	6	- 66.7%	22	11	- 50.0%
Closed Sales	9	2	- 77.8%	14	5	- 64.3%
Days on Market Until Sale	51	223	+ 337.3%	65	132	+ 103.1%
Median Sales Price*	\$460,834	\$375,450	- 18.5%	\$454,979	\$364,900	- 19.8%
Average Sales Price*	\$456,235	\$375,450	- 17.7%	\$440,238	\$363,138	- 17.5%
Percent of List Price Received*	99.7%	100.0%	+ 0.3%	100.1%	100.0%	- 0.1%

Townhouse/Condo

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	1	0	- 100.0%	2	0	- 100.0%
Pending Sales	0	0	--	0	2	--
Closed Sales	0	0	--	1	3	+ 200.0%
Days on Market Until Sale	--	--	--	2	99	+ 4,850.0%
Median Sales Price*	--	--	--	\$215,500	\$185,000	- 14.2%
Average Sales Price*	--	--	--	\$215,500	\$221,417	+ 2.7%
Percent of List Price Received*	--	--	--	99.1%	95.7%	- 3.4%

* 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

