

Local Market Update for December 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28306

Fayetteville

Single Family - Existing

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	22	30	+ 36.4%	629	641	+ 1.9%
Pending Sales	25	26	+ 4.0%	522	473	- 9.4%
Closed Sales	38	41	+ 7.9%	524	463	- 11.6%
Days on Market Until Sale	28	40	+ 42.9%	25	40	+ 60.0%
Median Sales Price*	\$254,750	\$285,000	+ 11.9%	\$268,500	\$284,000	+ 5.8%
Average Sales Price*	\$281,912	\$310,422	+ 10.1%	\$295,183	\$306,398	+ 3.8%
Percent of List Price Received*	99.0%	98.7%	- 0.3%	99.1%	98.7%	- 0.4%

Single Family - New Construction

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	11	10	- 9.1%	104	166	+ 59.6%
Pending Sales	4	8	+ 100.0%	62	71	+ 14.5%
Closed Sales	2	10	+ 400.0%	76	65	- 14.5%
Days on Market Until Sale	104	87	- 16.3%	80	143	+ 78.8%
Median Sales Price*	\$633,733	\$457,475	- 27.8%	\$431,200	\$499,490	+ 15.8%
Average Sales Price*	\$633,733	\$498,518	- 21.3%	\$436,024	\$503,924	+ 15.6%
Percent of List Price Received*	102.4%	99.7%	- 2.6%	100.1%	99.8%	- 0.3%

Townhouse/Condo

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	1	0	- 100.0%	26	15	- 42.3%
Pending Sales	1	0	- 100.0%	22	15	- 31.8%
Closed Sales	1	0	- 100.0%	22	16	- 27.3%
Days on Market Until Sale	129	--	--	54	63	+ 16.7%
Median Sales Price*	\$105,000	--	--	\$181,250	\$182,500	+ 0.7%
Average Sales Price*	\$105,000	--	--	\$206,941	\$183,493	- 11.3%
Percent of List Price Received*	91.3%	--	--	97.6%	96.6%	- 1.0%

* 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

