

Local Market Update for August 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28306

Fayetteville

Single Family - Existing

Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	46	59	+ 28.3%	444	462	+ 4.1%
Pending Sales	36	37	+ 2.8%	376	326	- 13.3%
Closed Sales	56	39	- 30.4%	369	302	- 18.2%
Days on Market Until Sale	29	40	+ 37.9%	26	38	+ 46.2%
Median Sales Price*	\$322,500	\$307,000	- 4.8%	\$272,250	\$285,000	+ 4.7%
Average Sales Price*	\$328,313	\$318,613	- 3.0%	\$298,007	\$309,510	+ 3.9%
Percent of List Price Received*	98.2%	99.1%	+ 0.9%	99.0%	98.9%	- 0.1%

Single Family - New Construction

Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	11	29	+ 163.6%	69	122	+ 76.8%
Pending Sales	0	9	--	49	40	- 18.4%
Closed Sales	8	8	0.0%	62	32	- 48.4%
Days on Market Until Sale	44	121	+ 175.0%	80	195	+ 143.8%
Median Sales Price*	\$447,051	\$521,200	+ 16.6%	\$438,750	\$501,490	+ 14.3%
Average Sales Price*	\$407,431	\$551,918	+ 35.5%	\$435,192	\$499,640	+ 14.8%
Percent of List Price Received*	100.4%	100.5%	+ 0.1%	100.1%	99.9%	- 0.2%

Townhouse/Condo

Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	3	1	- 66.7%	18	12	- 33.3%
Pending Sales	2	1	- 50.0%	17	11	- 35.3%
Closed Sales	2	1	- 50.0%	16	11	- 31.3%
Days on Market Until Sale	14	111	+ 692.9%	64	68	+ 6.3%
Median Sales Price*	\$303,450	\$278,000	- 8.4%	\$217,750	\$156,240	- 28.2%
Average Sales Price*	\$303,450	\$278,000	- 8.4%	\$227,263	\$181,763	- 20.0%
Percent of List Price Received*	100.9%	95.9%	- 5.0%	97.8%	95.9%	- 1.9%

* 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

