## **Local Market Update for October 2025**

A Research Tool Provided by Longleaf Pine REALTORS®

## 28314

Fayetteville



Single Family - Existing		October			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	70	84	+ 20.0%	702	696	- 0.9%	
Pending Sales	53	46	- 13.2%	577	476	- 17.5%	
Closed Sales	47	49	+ 4.3%	565	458	- 18.9%	
Days on Market Until Sale	17	49	+ 188.2%	19	34	+ 78.9%	
Median Sales Price*	\$245,000	\$232,000	- 5.3%	\$229,000	\$237,250	+ 3.6%	
Average Sales Price*	\$246,147	\$236,549	- 3.9%	\$233,488	\$245,183	+ 5.0%	
Percent of List Price Received*	99.1%	99.2%	+ 0.1%	99.2%	99.0%	- 0.2%	

Single Family - New Construction	October			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change	
New Listings	3	1	- 66.7%	114	32	- 71.9%	
Pending Sales	15	0	- 100.0%	101	47	- 53.5%	
Closed Sales	14	2	- 85.7%	97	53	- 45.4%	
Days on Market Until Sale	69	38	- 44.9%	67	67	0.0%	
Median Sales Price*	\$354,950	\$262,500	- 26.0%	\$362,240	\$344,900	- 4.8%	
Average Sales Price*	\$353,163	\$262,500	- 25.7%	\$357,330	\$350,818	- 1.8%	
Percent of List Price Received*	100.5%	99.1%	- 1.4%	99.9%	99.7%	- 0.2%	

Townhouse/Condo		October			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change		
New Listings	10	20	+ 100.0%	151	172	+ 13.9%		
Pending Sales	4	13	+ 225.0%	98	114	+ 16.3%		
Closed Sales	8	15	+ 87.5%	99	106	+ 7.1%		
Days on Market Until Sale	46	45	- 2.2%	33	64	+ 93.9%		
Median Sales Price*	\$162,500	\$259,900	+ 59.9%	\$151,000	\$158,500	+ 5.0%		
Average Sales Price*	\$159,688	\$218,617	+ 36.9%	\$150,467	\$162,065	+ 7.7%		
Percent of List Price Received*	98.1%	98.6%	+ 0.5%	97.1%	97.1%	0.0%		

<sup>\*</sup> 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

