

Local Market Update for April 2022

A Research Tool Provided by Longleaf Pine REALTORS®



28314

Fayetteville

Single Family - Existing

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	137	92	- 32.8%	431	413	- 4.2%
Pending Sales	109	102	- 6.4%	397	411	+ 3.5%
Closed Sales	96	109	+ 13.5%	339	420	+ 23.9%
Days on Market Until Sale	14	8	- 42.9%	19	12	- 36.8%
Median Sales Price*	\$160,000	\$187,500	+ 17.2%	\$157,000	\$181,200	+ 15.4%
Average Sales Price*	\$166,038	\$195,665	+ 17.8%	\$160,873	\$191,895	+ 19.3%
Percent of List Price Received*	99.9%	104.3%	+ 4.4%	99.7%	102.5%	+ 2.8%

Single Family - New Construction

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	1	16	+ 1,500.0%	42	27	- 35.7%
Pending Sales	5	8	+ 60.0%	33	20	- 39.4%
Closed Sales	4	2	- 50.0%	7	8	+ 14.3%
Days on Market Until Sale	2	3	+ 50.0%	3	2	- 33.3%
Median Sales Price*	\$224,600	\$288,950	+ 28.7%	\$204,590	\$283,450	+ 38.5%
Average Sales Price*	\$218,748	\$288,950	+ 32.1%	\$201,152	\$284,463	+ 41.4%
Percent of List Price Received*	100.2%	102.0%	+ 1.8%	97.6%	101.4%	+ 3.9%

Townhouse/Condo

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	23	19	- 17.4%	83	77	- 7.2%
Pending Sales	23	17	- 26.1%	73	71	- 2.7%
Closed Sales	15	12	- 20.0%	62	58	- 6.5%
Days on Market Until Sale	8	7	- 12.5%	8	15	+ 87.5%
Median Sales Price*	\$102,400	\$100,160	- 2.2%	\$82,500	\$99,950	+ 21.2%
Average Sales Price*	\$115,153	\$117,356	+ 1.9%	\$94,350	\$113,881	+ 20.7%
Percent of List Price Received*	101.1%	100.7%	- 0.4%	100.5%	100.9%	+ 0.4%

* 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

