

Local Market Update for August 2025

A Research Tool Provided by Lingleaf Pine REALTORS®



28314

Fayetteville

Single Family - Existing

	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	71	59	- 16.9%	571	553	- 3.2%
Pending Sales	48	59	+ 22.9%	480	399	- 16.9%
Closed Sales	56	46	- 17.9%	473	358	- 24.3%
Days on Market Until Sale	19	37	+ 94.7%	19	33	+ 73.7%
Median Sales Price*	\$227,950	\$235,500	+ 3.3%	\$226,000	\$240,000	+ 6.2%
Average Sales Price*	\$233,492	\$258,676	+ 10.8%	\$230,967	\$248,520	+ 7.6%
Percent of List Price Received*	99.1%	99.1%	0.0%	99.2%	98.9%	- 0.3%

Single Family - New Construction

	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	8	1	- 87.5%	107	28	- 73.8%
Pending Sales	12	3	- 75.0%	78	46	- 41.0%
Closed Sales	10	2	- 80.0%	67	48	- 28.4%
Days on Market Until Sale	84	13	- 84.5%	65	67	+ 3.1%
Median Sales Price*	\$358,122	\$319,900	- 10.7%	\$365,240	\$348,735	- 4.5%
Average Sales Price*	\$351,664	\$319,900	- 9.0%	\$360,236	\$353,903	- 1.8%
Percent of List Price Received*	99.4%	100.0%	+ 0.6%	99.7%	99.7%	0.0%

Townhouse/Condo

	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	13	26	+ 100.0%	122	134	+ 9.8%
Pending Sales	8	8	0.0%	84	83	- 1.2%
Closed Sales	10	13	+ 30.0%	82	81	- 1.2%
Days on Market Until Sale	31	36	+ 16.1%	30	68	+ 126.7%
Median Sales Price*	\$162,750	\$187,000	+ 14.9%	\$150,500	\$152,000	+ 1.0%
Average Sales Price*	\$165,240	\$180,054	+ 9.0%	\$148,821	\$153,139	+ 2.9%
Percent of List Price Received*	95.7%	97.9%	+ 2.3%	96.9%	96.7%	- 0.2%

* 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

