

Local Market Update for April 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28314

Fayetteville

Single Family - Existing	April			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	74	71	- 4.1%	274	258	- 5.8%
Pending Sales	56	46	- 17.9%	241	192	- 20.3%
Closed Sales	69	39	- 43.5%	225	159	- 29.3%
Days on Market Until Sale	24	39	+ 62.5%	22	36	+ 63.6%
Median Sales Price*	\$216,100	\$239,900	+ 11.0%	\$221,000	\$234,000	+ 5.9%
Average Sales Price*	\$224,132	\$239,299	+ 6.8%	\$228,747	\$238,029	+ 4.1%
Percent of List Price Received*	99.3%	98.9%	- 0.4%	99.1%	98.9%	- 0.2%

Single Family - New Construction	April			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	19	3	- 84.2%	67	18	- 73.1%
Pending Sales	12	4	- 66.7%	37	32	- 13.5%
Closed Sales	11	12	+ 9.1%	23	30	+ 30.4%
Days on Market Until Sale	44	62	+ 40.9%	67	77	+ 14.9%
Median Sales Price*	\$371,057	\$388,500	+ 4.7%	\$362,240	\$375,700	+ 3.7%
Average Sales Price*	\$362,387	\$371,731	+ 2.6%	\$361,416	\$362,472	+ 0.3%
Percent of List Price Received*	100.0%	100.3%	+ 0.3%	100.0%	99.7%	- 0.3%

Townhouse/Condo	April			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	21	16	- 23.8%	62	53	- 14.5%
Pending Sales	14	16	+ 14.3%	43	42	- 2.3%
Closed Sales	6	14	+ 133.3%	35	36	+ 2.9%
Days on Market Until Sale	22	87	+ 295.5%	23	79	+ 243.5%
Median Sales Price*	\$123,000	\$152,000	+ 23.6%	\$142,500	\$145,000	+ 1.8%
Average Sales Price*	\$129,067	\$154,462	+ 19.7%	\$144,070	\$150,029	+ 4.1%
Percent of List Price Received*	97.0%	97.6%	+ 0.6%	97.3%	96.8%	- 0.5%

* 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

