

Local Market Update for March 2024

A Research Tool Provided by Longleaf Pine REALTORS®



28314

Fayetteville

Single Family - Existing

	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	79	77	- 2.5%	216	220	+ 1.9%
Pending Sales	84	83	- 1.2%	215	211	- 1.9%
Closed Sales	73	62	- 15.1%	210	164	- 21.9%
Days on Market Until Sale	17	24	+ 41.2%	19	24	+ 26.3%
Median Sales Price*	\$226,500	\$221,000	- 2.4%	\$217,000	\$220,000	+ 1.4%
Average Sales Price*	\$224,086	\$223,404	- 0.3%	\$219,720	\$228,146	+ 3.8%
Percent of List Price Received*	100.9%	98.4%	- 2.5%	100.2%	99.1%	- 1.1%

Single Family - New Construction

	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	8	8	0.0%	19	59	+ 210.5%
Pending Sales	11	19	+ 72.7%	21	43	+ 104.8%
Closed Sales	5	9	+ 80.0%	11	25	+ 127.3%
Days on Market Until Sale	206	20	- 90.3%	134	42	- 68.7%
Median Sales Price*	\$339,500	\$362,240	+ 6.7%	\$338,700	\$354,240	+ 4.6%
Average Sales Price*	\$343,281	\$360,571	+ 5.0%	\$337,011	\$358,627	+ 6.4%
Percent of List Price Received*	100.0%	99.8%	- 0.2%	100.0%	99.9%	- 0.1%

Townhouse/Condo

	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	19	15	- 21.1%	48	44	- 8.3%
Pending Sales	13	10	- 23.1%	39	34	- 12.8%
Closed Sales	12	9	- 25.0%	39	29	- 25.6%
Days on Market Until Sale	4	18	+ 350.0%	10	23	+ 130.0%
Median Sales Price*	\$131,000	\$170,000	+ 29.8%	\$128,000	\$160,000	+ 25.0%
Average Sales Price*	\$139,050	\$158,111	+ 13.7%	\$128,632	\$149,053	+ 15.9%
Percent of List Price Received*	101.6%	99.1%	- 2.5%	101.3%	97.6%	- 3.7%

* 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

