

# Local Market Update for December 2025

A Research Tool Provided by Longleaf Pine REALTORS®



# 28314

Fayetteville

## Single Family - Existing

	December			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	47	38	- 19.1%	804	785	- 2.4%
Pending Sales	39	35	- 10.3%	661	546	- 17.4%
Closed Sales	53	33	- 37.7%	671	526	- 21.6%
Days on Market Until Sale	26	34	+ 30.8%	20	34	+ 70.0%
Median Sales Price*	\$240,000	\$245,000	+ 2.1%	\$230,000	\$238,000	+ 3.5%
Average Sales Price*	\$236,926	\$248,902	+ 5.1%	\$233,447	\$245,143	+ 5.0%
Percent of List Price Received*	97.9%	98.7%	+ 0.8%	99.1%	98.9%	- 0.2%

## Single Family - New Construction

	December			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	6	0	- 100.0%	130	34	- 73.8%
Pending Sales	6	1	- 83.3%	113	48	- 57.5%
Closed Sales	10	0	- 100.0%	118	53	- 55.1%
Days on Market Until Sale	116	--	--	76	67	- 11.8%
Median Sales Price*	\$382,750	--	--	\$366,070	\$344,900	- 5.8%
Average Sales Price*	\$383,168	--	--	\$359,684	\$350,818	- 2.5%
Percent of List Price Received*	99.7%	--	--	99.9%	99.7%	- 0.2%

## Townhouse/Condo

	December			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	13	11	- 15.4%	184	203	+ 10.3%
Pending Sales	8	10	+ 25.0%	113	133	+ 17.7%
Closed Sales	6	13	+ 116.7%	113	128	+ 13.3%
Days on Market Until Sale	38	30	- 21.1%	35	60	+ 71.4%
Median Sales Price*	\$142,750	\$150,000	+ 5.1%	\$151,000	\$156,000	+ 3.3%
Average Sales Price*	\$139,917	\$175,269	+ 25.3%	\$149,232	\$166,995	+ 11.9%
Percent of List Price Received*	98.0%	99.1%	+ 1.1%	97.1%	97.3%	+ 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

