

Local Market Update for July 2025

A Research Tool Provided by Longleaf Pine REALTORS®



28314

Fayetteville

Single Family - Existing

	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	72	72	0.0%	500	494	- 1.2%
Pending Sales	58	55	- 5.2%	432	343	- 20.6%
Closed Sales	66	43	- 34.8%	417	310	- 25.7%
Days on Market Until Sale	15	27	+ 80.0%	19	33	+ 73.7%
Median Sales Price*	\$226,500	\$268,500	+ 18.5%	\$226,000	\$240,500	+ 6.4%
Average Sales Price*	\$232,139	\$274,862	+ 18.4%	\$230,628	\$247,076	+ 7.1%
Percent of List Price Received*	99.6%	99.2%	- 0.4%	99.2%	98.9%	- 0.3%

Single Family - New Construction

	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	4	0	- 100.0%	99	27	- 72.7%
Pending Sales	10	1	- 90.0%	66	43	- 34.8%
Closed Sales	8	8	0.0%	57	46	- 19.3%
Days on Market Until Sale	94	30	- 68.1%	61	69	+ 13.1%
Median Sales Price*	\$348,250	\$329,900	- 5.3%	\$365,240	\$355,035	- 2.8%
Average Sales Price*	\$350,705	\$331,188	- 5.6%	\$361,740	\$355,382	- 1.8%
Percent of List Price Received*	97.7%	99.9%	+ 2.3%	99.8%	99.7%	- 0.1%

Townhouse/Condo

	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	10	18	+ 80.0%	109	108	- 0.9%
Pending Sales	14	11	- 21.4%	76	76	0.0%
Closed Sales	13	12	- 7.7%	72	67	- 6.9%
Days on Market Until Sale	52	43	- 17.3%	30	75	+ 150.0%
Median Sales Price*	\$140,000	\$170,000	+ 21.4%	\$147,250	\$145,000	- 1.5%
Average Sales Price*	\$145,500	\$176,250	+ 21.1%	\$146,541	\$148,396	+ 1.3%
Percent of List Price Received*	97.0%	96.8%	- 0.2%	97.0%	96.4%	- 0.6%

* 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

