

Local Market Update for March 2024

A Research Tool Provided by Lingleaf Pine REALTORS®



Fayetteville

Single Family - Existing

	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	372	358	- 3.8%	940	991	+ 5.4%
Pending Sales	329	347	+ 5.5%	859	883	+ 2.8%
Closed Sales	288	253	- 12.2%	796	671	- 15.7%
Days on Market Until Sale	19	30	+ 57.9%	24	32	+ 33.3%
Median Sales Price*	\$206,000	\$226,500	+ 10.0%	\$208,000	\$226,000	+ 8.7%
Average Sales Price*	\$220,889	\$237,084	+ 7.3%	\$224,389	\$236,691	+ 5.5%
Percent of List Price Received*	99.5%	98.5%	- 1.0%	99.1%	98.5%	- 0.6%

Single Family - New Construction

	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	45	41	- 8.9%	112	147	+ 31.3%
Pending Sales	40	44	+ 10.0%	106	113	+ 6.6%
Closed Sales	24	22	- 8.3%	62	70	+ 12.9%
Days on Market Until Sale	150	46	- 69.3%	115	53	- 53.9%
Median Sales Price*	\$344,700	\$379,520	+ 10.1%	\$349,800	\$374,800	+ 7.1%
Average Sales Price*	\$355,896	\$401,689	+ 12.9%	\$359,646	\$394,750	+ 9.8%
Percent of List Price Received*	99.5%	100.6%	+ 1.1%	100.0%	100.3%	+ 0.3%

Townhouse/Condo

	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	42	42	0.0%	89	106	+ 19.1%
Pending Sales	30	32	+ 6.7%	76	82	+ 7.9%
Closed Sales	18	25	+ 38.9%	72	67	- 6.9%
Days on Market Until Sale	12	43	+ 258.3%	15	37	+ 146.7%
Median Sales Price*	\$141,500	\$170,000	+ 20.1%	\$129,500	\$166,250	+ 28.4%
Average Sales Price*	\$147,978	\$175,180	+ 18.4%	\$145,997	\$173,612	+ 18.9%
Percent of List Price Received*	101.1%	98.9%	- 2.2%	100.6%	98.2%	- 2.4%

* 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

