

# Local Market Update for April 2022

A Research Tool Provided by Longleaf Pine REALTORS®



## Fayetteville

### Single Family - Existing

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	515	438	- 15.0%	1,632	1,628	- 0.2%
Pending Sales	425	420	- 1.2%	1,523	1,540	+ 1.1%
Closed Sales	382	374	- 2.1%	1,298	1,469	+ 13.2%
Days on Market Until Sale	17	11	- 35.3%	23	16	- 30.4%
Median Sales Price*	\$175,000	\$195,250	+ 11.6%	\$166,100	\$188,000	+ 13.2%
Average Sales Price*	\$195,454	\$217,857	+ 11.5%	\$185,748	\$212,696	+ 14.5%
Percent of List Price Received*	100.2%	102.9%	+ 2.7%	99.8%	101.4%	+ 1.6%

### Single Family - New Construction

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	41	31	- 24.4%	180	119	- 33.9%
Pending Sales	37	27	- 27.0%	163	109	- 33.1%
Closed Sales	24	25	+ 4.2%	82	76	- 7.3%
Days on Market Until Sale	19	28	+ 47.4%	26	41	+ 57.7%
Median Sales Price*	\$266,468	\$318,000	+ 19.3%	\$295,874	\$309,950	+ 4.8%
Average Sales Price*	\$305,015	\$341,308	+ 11.9%	\$303,617	\$331,718	+ 9.3%
Percent of List Price Received*	101.2%	100.2%	- 1.0%	100.2%	100.2%	0.0%

### Townhouse/Condo

Key Metrics	April			Year to Date		
	2021	2022	Percent Change	Thru 4-2021	Thru 4-2022	Percent Change
New Listings	43	48	+ 11.6%	143	183	+ 28.0%
Pending Sales	42	39	- 7.1%	130	174	+ 33.8%
Closed Sales	27	36	+ 33.3%	118	162	+ 37.3%
Days on Market Until Sale	7	12	+ 71.4%	15	19	+ 26.7%
Median Sales Price*	\$102,000	\$131,750	+ 29.2%	\$89,500	\$123,000	+ 37.4%
Average Sales Price*	\$116,307	\$147,077	+ 26.5%	\$108,394	\$138,092	+ 27.4%
Percent of List Price Received*	101.5%	101.1%	- 0.4%	99.5%	100.6%	+ 1.1%

\* 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

