

# Local Market Update for March 2025

A Research Tool Provided by Longleaf Pine REALTORS®



## Fayetteville

### Single Family - Existing

Key Metrics	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	360	344	- 4.4%	993	939	- 5.4%
Pending Sales	319	274	- 14.1%	847	683	- 19.4%
Closed Sales	266	187	- 29.7%	687	535	- 22.1%
Days on Market Until Sale	29	37	+ 27.6%	32	39	+ 21.9%
Median Sales Price*	\$225,000	\$240,000	+ 6.7%	\$226,000	\$237,000	+ 4.9%
Average Sales Price*	\$236,714	\$271,069	+ 14.5%	\$237,205	\$258,685	+ 9.1%
Percent of List Price Received*	98.3%	98.3%	0.0%	98.4%	97.9%	- 0.5%

### Single Family - New Construction

Key Metrics	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	41	69	+ 68.3%	148	206	+ 39.2%
Pending Sales	40	72	+ 80.0%	104	170	+ 63.5%
Closed Sales	24	48	+ 100.0%	72	92	+ 27.8%
Days on Market Until Sale	50	74	+ 48.0%	55	80	+ 45.5%
Median Sales Price*	\$377,015	\$378,675	+ 0.4%	\$374,800	\$369,450	- 1.4%
Average Sales Price*	\$398,027	\$385,374	- 3.2%	\$393,722	\$378,174	- 3.9%
Percent of List Price Received*	100.3%	99.7%	- 0.6%	100.2%	99.8%	- 0.4%

### Townhouse/Condo

Key Metrics	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	42	62	+ 47.6%	106	129	+ 21.7%
Pending Sales	29	44	+ 51.7%	77	78	+ 1.3%
Closed Sales	27	22	- 18.5%	69	52	- 24.6%
Days on Market Until Sale	43	56	+ 30.2%	37	56	+ 51.4%
Median Sales Price*	\$170,000	\$117,500	- 30.9%	\$165,000	\$153,250	- 7.1%
Average Sales Price*	\$169,981	\$140,750	- 17.2%	\$171,623	\$155,998	- 9.1%
Percent of List Price Received*	98.0%	95.9%	- 2.1%	97.9%	96.2%	- 1.7%

\* 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

