

# Local Market Update for August 2025

A Research Tool Provided by Longleaf Pine REALTORS®



## Fayetteville

### Single Family - Existing

|                                 | August    |           |                | Year to Date |             |                |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                     | 2024      | 2025      | Percent Change | Thru 8-2024  | Thru 8-2025 | Percent Change |
| New Listings                    | 303       | 306       | + 1.0%         | 2,628        | 2,550       | - 3.0%         |
| Pending Sales                   | 211       | 243       | + 15.2%        | 2,076        | 1,767       | - 14.9%        |
| Closed Sales                    | 248       | 200       | - 19.4%        | 2,031        | 1,605       | - 21.0%        |
| Days on Market Until Sale       | 28        | 35        | + 25.0%        | 25           | 37          | + 48.0%        |
| Median Sales Price*             | \$241,000 | \$249,250 | + 3.4%         | \$238,998    | \$250,000   | + 4.6%         |
| Average Sales Price*            | \$270,821 | \$272,865 | + 0.8%         | \$256,627    | \$271,664   | + 5.9%         |
| Percent of List Price Received* | 98.4%     | 98.9%     | + 0.5%         | 98.9%        | 98.3%       | - 0.6%         |

### Single Family - New Construction

|                                 | August    |           |                | Year to Date |             |                |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                     | 2024      | 2025      | Percent Change | Thru 8-2024  | Thru 8-2025 | Percent Change |
| New Listings                    | 38        | 53        | + 39.5%        | 370          | 406         | + 9.7%         |
| Pending Sales                   | 19        | 43        | + 126.3%       | 225          | 313         | + 39.1%        |
| Closed Sales                    | 30        | 39        | + 30.0%        | 219          | 293         | + 33.8%        |
| Days on Market Until Sale       | 75        | 105       | + 40.0%        | 79           | 103         | + 30.4%        |
| Median Sales Price*             | \$371,620 | \$417,500 | + 12.3%        | \$379,900    | \$384,900   | + 1.3%         |
| Average Sales Price*            | \$380,434 | \$420,077 | + 10.4%        | \$397,962    | \$394,642   | - 0.8%         |
| Percent of List Price Received* | 99.9%     | 100.0%    | + 0.1%         | 99.9%        | 99.9%       | 0.0%           |

### Townhouse/Condo

|                                 | August    |           |                | Year to Date |             |                |
|---------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                     | 2024      | 2025      | Percent Change | Thru 8-2024  | Thru 8-2025 | Percent Change |
| New Listings                    | 42        | 41        | - 2.4%         | 296          | 301         | + 1.7%         |
| Pending Sales                   | 24        | 19        | - 20.8%        | 204          | 201         | - 1.5%         |
| Closed Sales                    | 23        | 27        | + 17.4%        | 197          | 191         | - 3.0%         |
| Days on Market Until Sale       | 34        | 72        | + 111.8%       | 37           | 65          | + 75.7%        |
| Median Sales Price*             | \$170,000 | \$187,000 | + 10.0%        | \$161,000    | \$157,000   | - 2.5%         |
| Average Sales Price*            | \$200,639 | \$188,470 | - 6.1%         | \$178,579    | \$166,817   | - 6.6%         |
| Percent of List Price Received* | 96.6%     | 97.0%     | + 0.4%         | 97.6%        | 96.7%       | - 0.9%         |

\* 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

