

Local Market Update for December 2025

A Research Tool Provided by Lingleaf Pine REALTORS®



Fayetteville

Single Family - Existing

	December			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	201	179	- 10.9%	3,674	3,584	- 2.4%
Pending Sales	172	157	- 8.7%	2,850	2,467	- 13.4%
Closed Sales	200	168	- 16.0%	2,862	2,384	- 16.7%
Days on Market Until Sale	30	43	+ 43.3%	27	39	+ 44.4%
Median Sales Price*	\$239,400	\$248,750	+ 3.9%	\$238,000	\$247,000	+ 3.8%
Average Sales Price*	\$243,233	\$258,691	+ 6.4%	\$254,854	\$266,772	+ 4.7%
Percent of List Price Received*	98.0%	98.2%	+ 0.2%	98.7%	98.3%	- 0.4%

Single Family - New Construction

	December			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	54	39	- 27.8%	580	582	+ 0.3%
Pending Sales	25	25	0.0%	334	416	+ 24.6%
Closed Sales	30	32	+ 6.7%	344	418	+ 21.5%
Days on Market Until Sale	97	100	+ 3.1%	81	107	+ 32.1%
Median Sales Price*	\$391,320	\$397,425	+ 1.6%	\$379,141	\$382,250	+ 0.8%
Average Sales Price*	\$419,200	\$429,044	+ 2.3%	\$397,459	\$399,594	+ 0.5%
Percent of List Price Received*	100.7%	100.4%	- 0.3%	100.0%	99.9%	- 0.1%

Townhouse/Condo

	December			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	20	20	0.0%	422	440	+ 4.3%
Pending Sales	15	18	+ 20.0%	270	295	+ 9.3%
Closed Sales	22	23	+ 4.5%	274	282	+ 2.9%
Days on Market Until Sale	50	45	- 10.0%	41	63	+ 53.7%
Median Sales Price*	\$154,000	\$153,500	- 0.3%	\$162,000	\$163,250	+ 0.8%
Average Sales Price*	\$157,614	\$177,870	+ 12.9%	\$178,400	\$174,579	- 2.1%
Percent of List Price Received*	97.1%	98.0%	+ 0.9%	97.5%	97.2%	- 0.3%

* 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

