

Local Market Update for October 2024

A Research Tool Provided by Lingleaf Pine REALTORS®



Fayetteville

Single Family - Existing

Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	482	340	- 29.5%	4,098	3,515	- 14.2%
Pending Sales	336	248	- 26.2%	3,075	2,735	- 11.1%
Closed Sales	290	236	- 18.6%	2,922	2,640	- 9.7%
Days on Market Until Sale	23	26	+ 13.0%	19	26	+ 36.8%
Median Sales Price*	\$211,750	\$238,000	+ 12.4%	\$219,000	\$236,000	+ 7.8%
Average Sales Price*	\$230,582	\$240,690	+ 4.4%	\$236,397	\$253,488	+ 7.2%
Percent of List Price Received*	99.5%	97.8%	- 1.7%	99.9%	98.6%	- 1.3%

Single Family - New Construction

Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	79	50	- 36.7%	514	522	+ 1.6%
Pending Sales	50	39	- 22.0%	324	327	+ 0.9%
Closed Sales	20	36	+ 80.0%	256	324	+ 26.6%
Days on Market Until Sale	65	54	- 16.9%	107	68	- 36.4%
Median Sales Price*	\$351,638	\$378,733	+ 7.7%	\$359,700	\$374,850	+ 4.2%
Average Sales Price*	\$350,042	\$385,074	+ 10.0%	\$379,665	\$391,177	+ 3.0%
Percent of List Price Received*	99.1%	100.3%	+ 1.2%	99.9%	99.9%	0.0%

Townhouse/Condo

Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	38	38	0.0%	363	398	+ 9.6%
Pending Sales	28	16	- 42.9%	259	258	- 0.4%
Closed Sales	29	23	- 20.7%	263	257	- 2.3%
Days on Market Until Sale	21	39	+ 85.7%	17	37	+ 117.6%
Median Sales Price*	\$160,000	\$169,000	+ 5.6%	\$146,000	\$162,000	+ 11.0%
Average Sales Price*	\$175,321	\$175,682	+ 0.2%	\$156,377	\$178,979	+ 14.5%
Percent of List Price Received*	100.0%	97.2%	- 2.8%	101.4%	97.6%	- 3.7%

* 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

