

Local Market Update for September 2024

A Research Tool Provided by Longleaf Pine REALTORS®



Fayetteville

Single Family - Existing

Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	578	302	- 47.8%	3,616	3,173	- 12.3%
Pending Sales	358	253	- 29.3%	2,732	2,500	- 8.5%
Closed Sales	283	216	- 23.7%	2,625	2,385	- 9.1%
Days on Market Until Sale	15	27	+ 80.0%	19	26	+ 36.8%
Median Sales Price*	\$219,000	\$235,000	+ 7.3%	\$220,000	\$236,000	+ 7.3%
Average Sales Price*	\$229,270	\$263,915	+ 15.1%	\$236,938	\$255,050	+ 7.6%
Percent of List Price Received*	100.0%	98.2%	- 1.8%	99.9%	98.7%	- 1.2%

Single Family - New Construction

Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	116	74	- 36.2%	435	472	+ 8.5%
Pending Sales	34	28	- 17.6%	274	288	+ 5.1%
Closed Sales	13	34	+ 161.5%	236	287	+ 21.6%
Days on Market Until Sale	34	79	+ 132.4%	111	70	- 36.9%
Median Sales Price*	\$342,400	\$359,850	+ 5.1%	\$360,000	\$374,800	+ 4.1%
Average Sales Price*	\$361,272	\$381,163	+ 5.5%	\$382,176	\$391,999	+ 2.6%
Percent of List Price Received*	100.5%	99.8%	- 0.7%	100.0%	99.9%	- 0.1%

Townhouse/Condo

Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	36	37	+ 2.8%	325	359	+ 10.5%
Pending Sales	26	23	- 11.5%	231	243	+ 5.2%
Closed Sales	32	22	- 31.3%	234	234	0.0%
Days on Market Until Sale	27	49	+ 81.5%	17	37	+ 117.6%
Median Sales Price*	\$136,500	\$169,000	+ 23.8%	\$145,000	\$161,000	+ 11.0%
Average Sales Price*	\$143,625	\$193,839	+ 35.0%	\$154,030	\$179,290	+ 16.4%
Percent of List Price Received*	100.9%	97.9%	- 3.0%	101.5%	97.6%	- 3.8%

* 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

