

# Local Market Update for May 2025

A Research Tool Provided by Longleaf Pine REALTORS®



## Fayetteville

### Single Family - Existing

Key Metrics	May			Year to Date		
	2024	2025	Percent Change	Thru 5-2024	Thru 5-2025	Percent Change
New Listings	392	368	- 6.1%	1,663	1,558	- 6.3%
Pending Sales	282	261	- 7.4%	1,369	1,108	- 19.1%
Closed Sales	300	236	- 21.3%	1,240	943	- 24.0%
Days on Market Until Sale	25	37	+ 48.0%	28	40	+ 42.9%
Median Sales Price*	\$241,689	\$249,950	+ 3.4%	\$235,000	\$245,000	+ 4.3%
Average Sales Price*	\$266,321	\$268,193	+ 0.7%	\$249,838	\$263,751	+ 5.6%
Percent of List Price Received*	99.3%	98.9%	- 0.4%	98.8%	98.3%	- 0.5%

### Single Family - New Construction

Key Metrics	May			Year to Date		
	2024	2025	Percent Change	Thru 5-2024	Thru 5-2025	Percent Change
New Listings	47	34	- 27.7%	221	260	+ 17.6%
Pending Sales	32	41	+ 28.1%	150	217	+ 44.7%
Closed Sales	51	48	- 5.9%	131	192	+ 46.6%
Days on Market Until Sale	91	109	+ 19.8%	74	100	+ 35.1%
Median Sales Price*	\$380,240	\$392,425	+ 3.2%	\$380,000	\$381,195	+ 0.3%
Average Sales Price*	\$405,433	\$411,462	+ 1.5%	\$402,158	\$389,997	- 3.0%
Percent of List Price Received*	99.8%	99.8%	0.0%	100.1%	99.8%	- 0.3%

### Townhouse/Condo

Key Metrics	May			Year to Date		
	2024	2025	Percent Change	Thru 5-2024	Thru 5-2025	Percent Change
New Listings	40	40	0.0%	182	182	0.0%
Pending Sales	25	21	- 16.0%	130	125	- 3.8%
Closed Sales	34	33	- 2.9%	124	114	- 8.1%
Days on Market Until Sale	34	71	+ 108.8%	36	63	+ 75.0%
Median Sales Price*	\$163,500	\$165,000	+ 0.9%	\$163,375	\$155,000	- 5.1%
Average Sales Price*	\$185,582	\$181,579	- 2.2%	\$178,014	\$164,143	- 7.8%
Percent of List Price Received*	97.4%	95.6%	- 1.8%	97.8%	96.4%	- 1.4%

\* 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

