

# Local Market Update for June 2025

A Research Tool Provided by Longleaf Pine REALTORS®



## Fayetteville

### Single Family - Existing

	June			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 6-2024	Thru 6-2025	Percent Change
New Listings	342	360	+ 5.3%	2,005	1,920	- 4.2%
Pending Sales	254	229	- 9.8%	1,623	1,311	- 19.2%
Closed Sales	269	214	- 20.4%	1,509	1,169	- 22.5%
Days on Market Until Sale	17	32	+ 88.2%	26	38	+ 46.2%
Median Sales Price*	\$246,000	\$259,450	+ 5.5%	\$237,000	\$247,500	+ 4.4%
Average Sales Price*	\$268,710	\$282,860	+ 5.3%	\$253,204	\$266,811	+ 5.4%
Percent of List Price Received*	99.5%	98.5%	- 1.0%	98.9%	98.4%	- 0.5%

### Single Family - New Construction

	June			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 6-2024	Thru 6-2025	Percent Change
New Listings	52	41	- 21.2%	273	303	+ 11.0%
Pending Sales	27	33	+ 22.2%	177	248	+ 40.1%
Closed Sales	32	26	- 18.8%	163	219	+ 34.4%
Days on Market Until Sale	80	129	+ 61.3%	75	103	+ 37.3%
Median Sales Price*	\$378,020	\$383,450	+ 1.4%	\$380,000	\$382,399	+ 0.6%
Average Sales Price*	\$394,220	\$382,838	- 2.9%	\$400,600	\$389,489	- 2.8%
Percent of List Price Received*	99.8%	99.5%	- 0.3%	100.0%	99.9%	- 0.1%

### Townhouse/Condo

	June			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 6-2024	Thru 6-2025	Percent Change
New Listings	37	46	+ 24.3%	219	229	+ 4.6%
Pending Sales	23	43	+ 87.0%	153	166	+ 8.5%
Closed Sales	19	18	- 5.3%	143	134	- 6.3%
Days on Market Until Sale	26	76	+ 192.3%	35	65	+ 85.7%
Median Sales Price*	\$150,000	\$128,750	- 14.2%	\$161,000	\$152,000	- 5.6%
Average Sales Price*	\$171,600	\$134,156	- 21.8%	\$177,162	\$160,258	- 9.5%
Percent of List Price Received*	97.3%	96.0%	- 1.3%	97.7%	96.4%	- 1.3%

\* 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

