

Local Market Update for February 2025

A Research Tool Provided by Longleaf Pine REALTORS®



Fayetteville

Single Family - Existing

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	331	295	- 10.9%	633	592	- 6.5%
Pending Sales	279	244	- 12.5%	529	429	- 18.9%
Closed Sales	225	162	- 28.0%	421	338	- 19.7%
Days on Market Until Sale	32	38	+ 18.8%	33	39	+ 18.2%
Median Sales Price*	\$226,000	\$233,500	+ 3.3%	\$226,750	\$238,000	+ 5.0%
Average Sales Price*	\$234,186	\$253,464	+ 8.2%	\$237,515	\$253,924	+ 6.9%
Percent of List Price Received*	99.1%	98.4%	- 0.7%	98.5%	98.0%	- 0.5%

Single Family - New Construction

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	67	64	- 4.5%	107	136	+ 27.1%
Pending Sales	37	62	+ 67.6%	64	101	+ 57.8%
Closed Sales	23	31	+ 34.8%	48	43	- 10.4%
Days on Market Until Sale	53	97	+ 83.0%	57	88	+ 54.4%
Median Sales Price*	\$374,800	\$349,950	- 6.6%	\$372,675	\$359,950	- 3.4%
Average Sales Price*	\$395,129	\$363,417	- 8.0%	\$391,569	\$370,940	- 5.3%
Percent of List Price Received*	99.9%	99.9%	0.0%	100.2%	99.9%	- 0.3%

Townhouse/Condo

Key Metrics	February			Year to Date		
	2024	2025	Percent Change	Thru 2-2024	Thru 2-2025	Percent Change
New Listings	28	37	+ 32.1%	64	66	+ 3.1%
Pending Sales	22	19	- 13.6%	48	37	- 22.9%
Closed Sales	19	14	- 26.3%	42	30	- 28.6%
Days on Market Until Sale	47	47	0.0%	33	56	+ 69.7%
Median Sales Price*	\$168,000	\$161,250	- 4.0%	\$157,495	\$160,000	+ 1.6%
Average Sales Price*	\$182,010	\$170,232	- 6.5%	\$172,678	\$167,180	- 3.2%
Percent of List Price Received*	97.6%	96.6%	- 1.0%	97.8%	96.5%	- 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

