

Fayetteville 28312

ZIP code · NC · North Carolina > Cumberland County > Fayetteville

BUYER'S MARKET

\$304K

MEDIAN SALE PRICE

-5.8%

1-YR CHANGE

303

SALES (12 MO)

\$282K

MEDIAN VALUE (AVM)

Market temperature

Buyer's market · 38 / 100



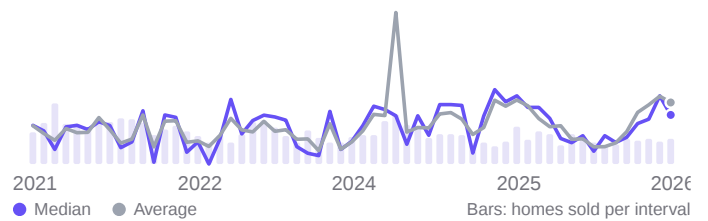
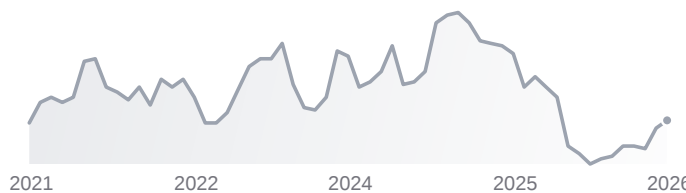
MARKET TRENDS (5 YEARS)

Market temperature (0–100)

38 / 100

Sale prices

Median \$290K · Average \$326K

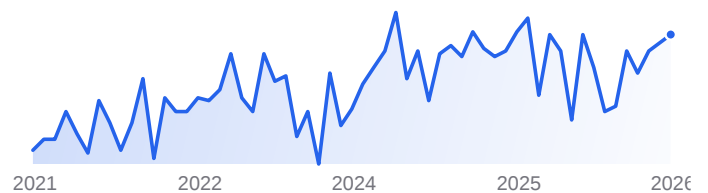
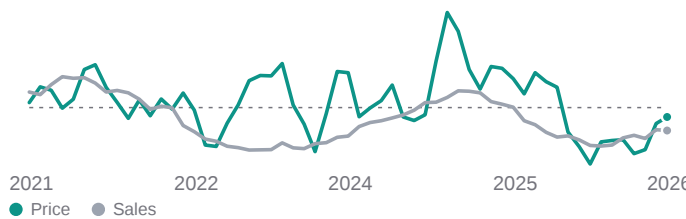


Growth (year over year)

Price -5.8% · Sales -14.2%

Price per square foot

\$150/ft²

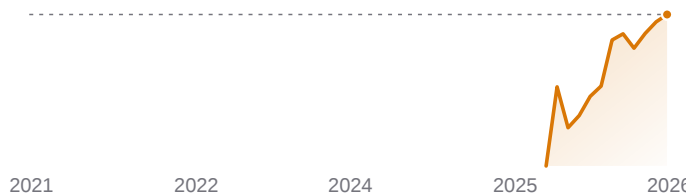


Sale premium vs estimated value

+0.0%

Annual turnover (share of homes sold)

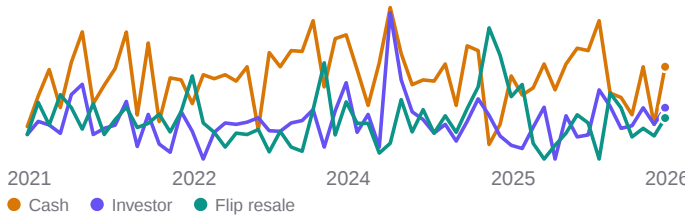
3.7%



BUYERS & OUTCOMES

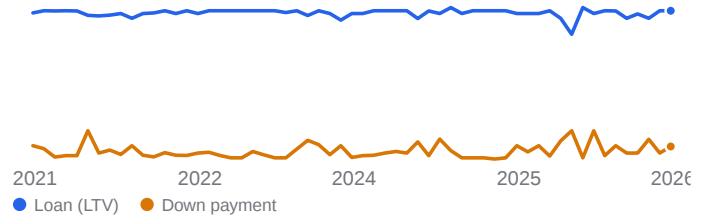
Buyer mix

Cash 33% · Investor 19% · Flip resale 15%



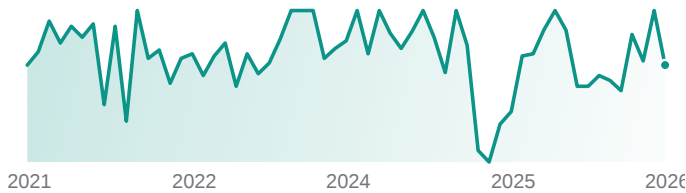
Financing (share of purchase price)

Loan (LTV) 100% · Down payment 9.4%



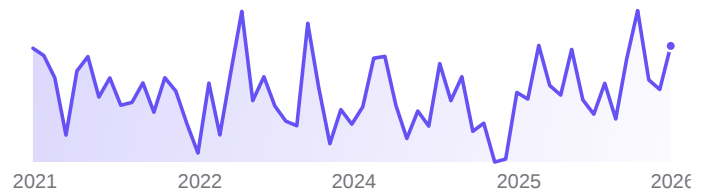
Sellers who sold at a gain

88%



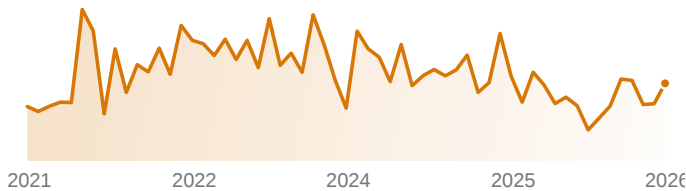
Typical hold before selling

5.3 yrs



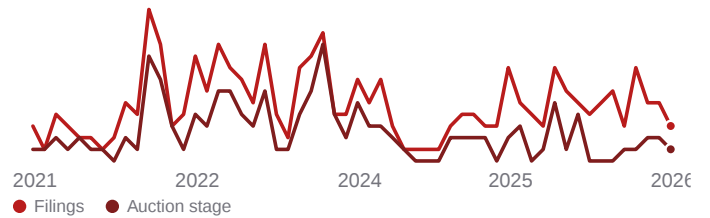
Median annualized return at resale

+5.8%



Preforeclosure filings

Filings 3 · Auction stage 1



HOUSING STOCK

Homes	8,208
Median value (AVM)	\$282K
Median size	1,802 ft²
Median bedrooms	3
Median year built	1993
Single family	45%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	39%
Underwater (LTV 125% or more)	2.2%
Owner occupied	76%
Company owned	7.3%
Median loan-to-value	61%
Typical ownership tenure	10.5 yrs

COMMUNITY

Population	18,839
Density	112 / mi²
Median household income	\$63K
Average household income	\$86K
Crime index (US avg 100)	107
Air pollution index (US avg 100)	84
Earthquake index (US avg 100)	63
Homes occupied	92%
Bachelor's or higher	17%
Poverty rate	14.8%
Unemployment	1.0%
Average temp	62°F
Annual precip	48 in
Sunshine	63%

Market metrics are derived from recorded arms-length deeds through July 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.