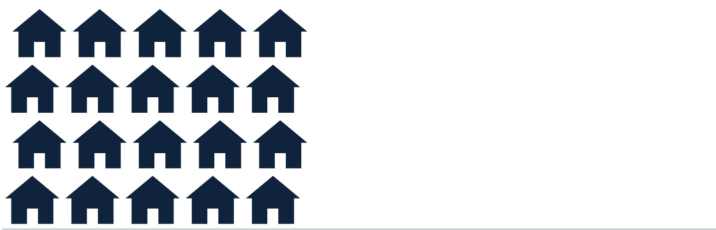
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Ashcroft, Clayton

Ashcroft: Every Listing Sold This Year, Zero Left Unsold

In the Ashcroft neighborhood in Clayton, all 44 homes that ended in the last 12 months sold. That's a big shift from a year earlier, when half of listings didn't sell. Typical time to sell was 126 days, with homes fetching a median 99.6% of first asking price.



20 sold
out of every 20 listed

0 didn't
expired, withdrawn or canceled

Which pile do you want to be in?
Solid houses sold. Outlined houses expired, were withdrawn or were canceled.

44
homes finished on the market

44
sold

0 (0%)
didn't sell

126
median days to sell
from the first day listed

99.6%
sold vs. first asking price

$315,650
median sold price

What waiting costs

A typical $315,650 home, per month	
Mortgage (principal + interest)	$1,685
Property taxes	$137
Homeowners insurance	$250
Upkeep	$263
Utilities	$250
Total	**$2,580**

About $2,580 every month the home sits.

An example, not a quote: 20% down, 30-year fixed at 7.03% (Freddie Mac average, 2026-09-24); Johnston County rate 0.52 per $100 (NC Department of Revenue, 2025-26 county rates); town taxes add more inside town limits; insurance, upkeep (1% of value a year) and utilities are typical estimates. If your home is paid off, the mortgage line drops out — the rest still adds up.

Priced right from day one vs. chasing the market

112
median days to sell when priced right
38 homes that sold at 97%+ of first asking

180
median days when price cuts were needed
6 homes · sold for 96.5% of first asking

What this means if you're selling

- Price it right from day one. Homes priced right sold in a typical 112 days. Homes that needed cuts took 180 days and still landed lower, 96.5% of ask.
- 57% of homes sold below that first asking price, so an aggressive opening number can cost you time.
- If your contract falls apart, don't panic. In Ashcroft, every home that had a contract fall through went on to sell later, at a median 99.5% of ask.
- Contracts fell apart about 8% of the time here, 1 in 12. Most often that's inspection, appraisal or financing issues, so have your home and paperwork ready before you go under contract.

When contracts fall apart

8%
of contracts fell apart before closing
4 of about 48

100%
of those homes later sold

0%
never sold

99.5%
sold vs. first ask after a fall-through
vs. 99.6% on the first contract

133
median days to sell after a fall-through
vs. 126 on the first contract

The MLS doesn't record why a contract ends. In our experience the most common reasons are home inspection findings, appraisals that come in below the price, and buyer financing — which is why preparing the home and pricing it to appraise matter before it goes on the market.

How buyers paid on closed sales: conventional loans 41% · cash 11% · VA 14% · FHA 27% · other 7%.

What this means if you're buying

- Every home in Ashcroft sold in the last 12 months, so inventory here isn't sitting unsold.
- Typical sale price was $315,650, at 99.6% of first asking price, so there's little room to lowball but some room to negotiate.
- Financing here is mixed: 41% conventional, 27% FHA, 14% VA, and 11% paid cash. At today's 7.03% rate, carrying a $315,650 home runs an estimated $2,580 a month.

Did you know?

- A year ago, half of Ashcroft listings didn't sell. This year that number dropped to 0%.
- Homes that needed a price cut in Ashcroft still sold, just slower, 180 days versus 112 days for those priced right from the start.
- If a contract fell apart in Ashcroft, the home almost always sold anyway, just a bit later, 133 days instead of 126.

Want this for your street?

Every home is different. Buddy Blake will walk you through the numbers for your neighborhood and your price range — no pressure. Call or text (910) 395-1000, or visit buddyblake.ai.

How these numbers are counted
Homes only (single-family, townhomes and condos) in the last 12 months. "Didn't sell" means the listing expired, was withdrawn or was canceled; some owners take a home off the market for reasons that have nothing to do with the market. Days to sell count from the first day a home was listed, including relistings. "First asking" is the first list price. Contract fall-throughs are listings that came back on the market after going under contract. Source: Hive MLS data, compiled by the Buddy Blake Team. Information deemed reliable but not guaranteed.