Buddy Blake Team
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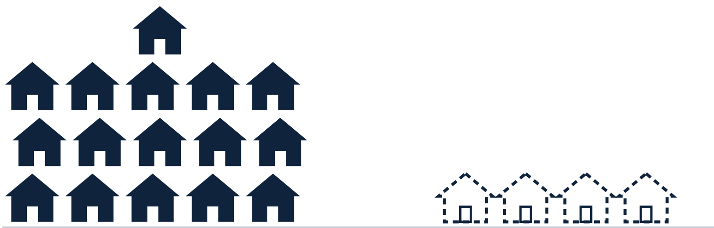
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Ayden

Ayden: 1 in 6 Listings Didn't Sell Last Year

Over the last 12 months in Ayden, 218 listings ended and 179 sold, with median sold price at $297,990. Homes priced right from day one sold in 21 days, but homes that needed price cuts sat for 101 days before selling.



16 sold
out of every 20 listed

4 didn't
expired, withdrawn or canceled

218
homes finished on the market

45
median days to sell
from the first day listed

179
sold

98.5%
sold vs. first asking price

39 (18%)
didn't sell

$297,990
median sold price

Which pile do you want to be in?

Solid houses sold. Outlined houses expired, were withdrawn or were canceled.

What waiting costs

A typical $297,990 home, per month	
Mortgage (principal + interest)	$1,591
Property taxes	$141
Homeowners insurance	$250
Upkeep	$248
Utilities	$250
Total	**$2,480**

About $2,480 every month the home sits.

Listings that didn't sell stayed on the market a median of 96 days — roughly $7,800 in holding costs, and the home still didn't sell.

An example, not a quote: 20% down, 30-year fixed at 7.03% (Freddie Mac average, 2026-09-24); Pitt County rate 0.5663 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

21
median days to sell when priced right
112 homes that sold at 97%+ of first asking

101
median days when price cuts were needed
67 homes · sold for 93.3% of first asking

What this means if you're selling

- Price it right from day one. Listings priced correctly sold in 21 days. Ones that needed cuts took 101 days.
- Homes under $300K didn't sell 19% of the time. That's the toughest range in Ayden right now.
- If your contract falls apart, most often it's inspection, appraisal or financing issues. 65% of those homes go on to sell later, but it takes 128 days.
- Sitting unsold costs money. A typical home in Ayden runs about $2,480 a month, and homes that didn't sell sat a median 96 days.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	104	84	**19%**	24	97.6%
$300–400K	94	82	**13%**	93	99.4%
$400–500K	15	11	**27%**	63	100.0%

When contracts fall apart

16%
of contracts fell apart before closing
34 of about 215

65%
of those homes later sold

32%
never sold

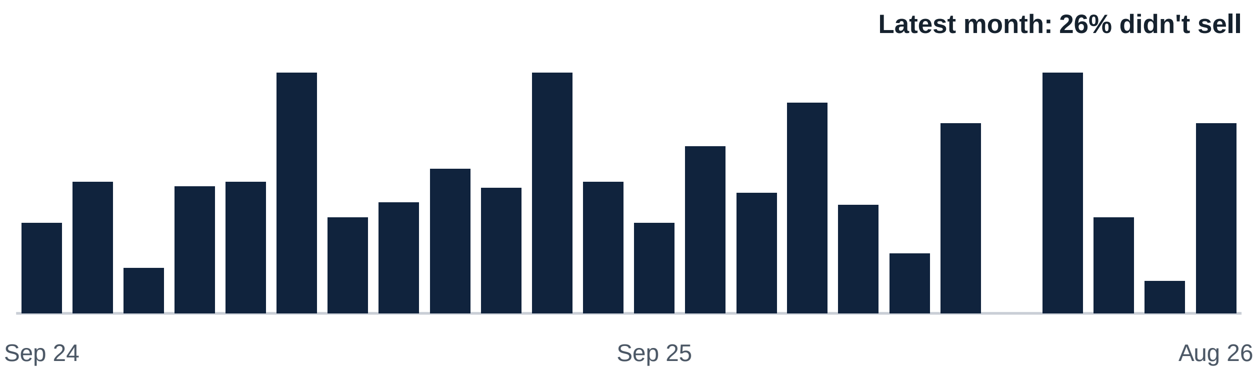
96.1%
sold vs. first ask after a fall-through
vs. 99.1% on the first contract

128
median days to sell after a fall-through
vs. 35 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 42% · cash 19% · VA 8% · FHA 25% · other 5%.

Share of listings that didn't sell, by month



What this means if you're buying

- 58% of homes in Ayden sold below the first asking price. There's room to negotiate.
- Homes that sell typically go for 98.5% of asking, so lowball offers often miss.
- Buyers are paying different ways: 42% conventional, 25% FHA, 19% cash, 8% VA.

Did you know?

- In Ayden, the typical home that sold went for 98.5% of its first asking price.
- Homes priced right from the start sold in a median 21 days. Homes needing price cuts took 101 days.
- 1 in 6 contracts fell apart in Ayden, but 65% of those homes sold later anyway.

Neighborhoods in Ayden

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
East Ridge	47	47	**0%**	72	100.0%

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.