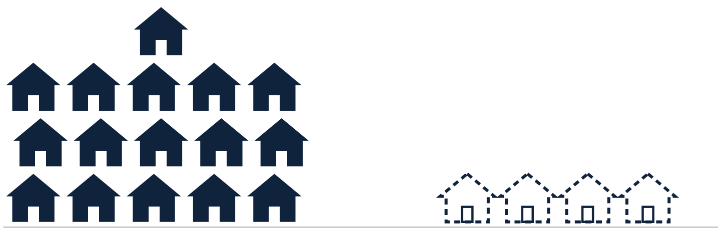
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Carthage

Carthage: 1 In 5 Listings Don't Sell

Carthage homes that are priced right sell in about 12 days. Wait too long and you're looking at 73 days before a price cut, and homes that never sell sit a median of 106 days. Median sold price over the last 12 months is $451,150, with typical homes selling at 99.6% of first asking price.



16 sold
out of every 20 listed

4 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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

296
homes finished on the market

37
median days to sell
from the first day listed

234
sold

99.6%
sold vs. first asking price

62 (21%)
didn't sell

$451,150
median sold price

What waiting costs

A typical $451,150 home, per month	
Mortgage (principal + interest)	$2,408
Property taxes	$111
Homeowners insurance	$250
Upkeep	$376
Utilities	$250
Total	**$3,400**

About $3,400 every month the home sits.

Listings that didn't sell stayed on the market a median of 106 days — roughly $11,800 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); Moore County rate 0.295 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

12
median days to sell when priced right
157 homes that sold at 97%+ of first asking

73
median days when price cuts were needed
77 homes · sold for 94.5% of first asking

What this means if you're selling

- Price it right from day one. Priced-right homes here sold in 12 days versus 73 days when a cut was needed.
- The $400-500K range is the toughest spot in Carthage right now, with 31% not selling.
- $300-400K is the strongest range, with only 13% not selling.
- Contracts fall apart 1 in 9 times here, most often inspection, appraisal or financing issues. Homes that go back on the market take longer, a median of 117 days, but still sell at 98.0% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	60	48	**20%**	69	96.1%
$300–400K	45	39	**13%**	42	99.4%
$400–500K	78	54	**31%**	36	100.0%
$500–750K	98	82	**16%**	20	100.0%
$750K–1M	10	7	**30%**	22	98.8%

When contracts fall apart

11%
of contracts fell apart before closing
30 of about 264

70%
of those homes later sold

27%
never sold

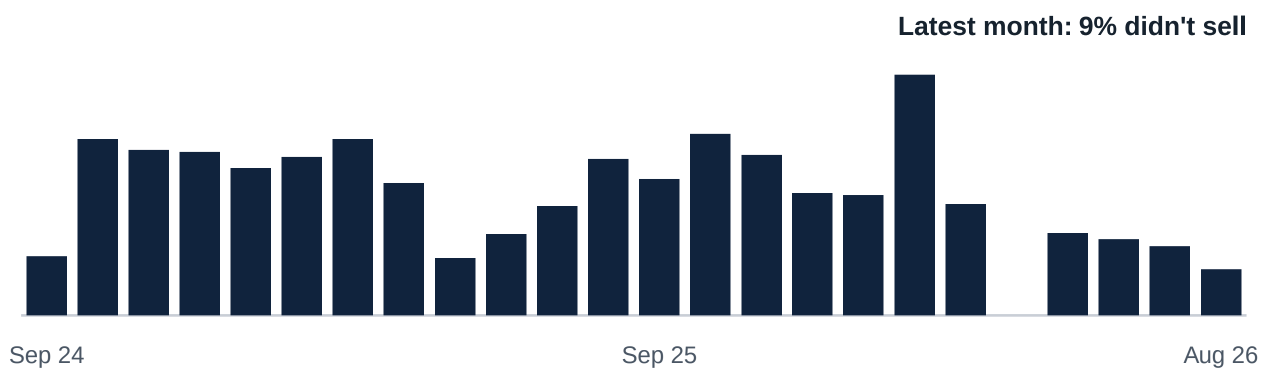
98.0%
sold vs. first ask after a fall-through
vs. 99.7% on the first contract

117
median days to sell after a fall-through
vs. 28 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 30% · cash 18% · VA 42% · FHA 8% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- 21% of listings in Carthage didn't sell in the last 12 months, so there's room to negotiate on homes that have sat a while.
- Homes that needed a price cut still sold at 94.5% of asking, so a stale listing doesn't always mean a steep discount.
- VA loans are the most common way buyers paid here at 42%, followed by conventional at 30%.

Did you know?

- 52% of Carthage homes sold below their first asking price.
- At a $451,150 example price and 7.03% mortgage rate, estimated monthly carrying cost is about $3,400.
- Carrying a home for the median 37 days to sell runs about $11,800.

Neighborhoods in Carthage

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Brookwood	40	32	**20%**	4	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.