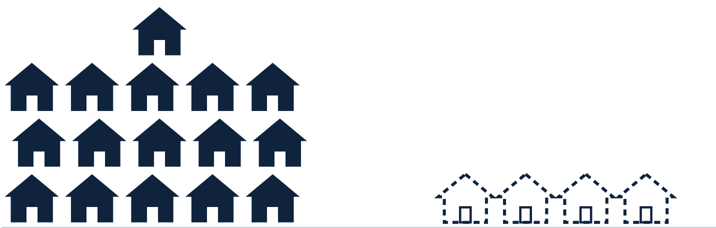
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Cobblestone, Greenville

Cobblestone: 1 in 5 Listings Didn't Sell This Year

In Cobblestone, 72 homes sold over the last 12 months and 20 didn't sell, a 22% rate that's up sharply from 9% the year before. Homes that were priced right from the start sold in 33 days, while ones that needed price cuts took 49 days and still sold for less.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

92
homes finished on the market

72
sold

20 (22%)
didn't sell

39
median days to sell
from the first day listed

97.3%
sold vs. first asking price

$218,888
median sold price

What waiting costs

A typical $218,888 home, per month	
Mortgage (principal + interest)	$1,169
Property taxes	$103
Homeowners insurance	$250
Upkeep	$182
Utilities	$250
Total	**$1,950**

About $1,950 every month the home sits.

Listings that didn't sell stayed on the market a median of 170 days — roughly $10,900 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

33
median days to sell when priced right
37 homes that sold at 97%+ of first asking

49
median days when price cuts were needed
35 homes · sold for 93.1% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 33 days. Ones needing cuts took 49 days and sold at 93.1% of asking instead of 97.5%.
- Sitting on the market costs you. Listings that never sold sat a median of 170 days before ending.
- 1 in 5 Cobblestone listings didn't sell at all this past year. That's up from 1 in 9 the year before.
- If your contract falls apart, don't panic. 75% of those homes went on to sell later, though often at a lower 91.3% of asking versus 97.5% for a first contract.

When contracts fall apart

14%
of contracts fell apart before closing
12 of about 84

75%
of those homes later sold

17%
never sold

91.3%
sold vs. first ask after a fall-through
vs. 97.5% on the first contract

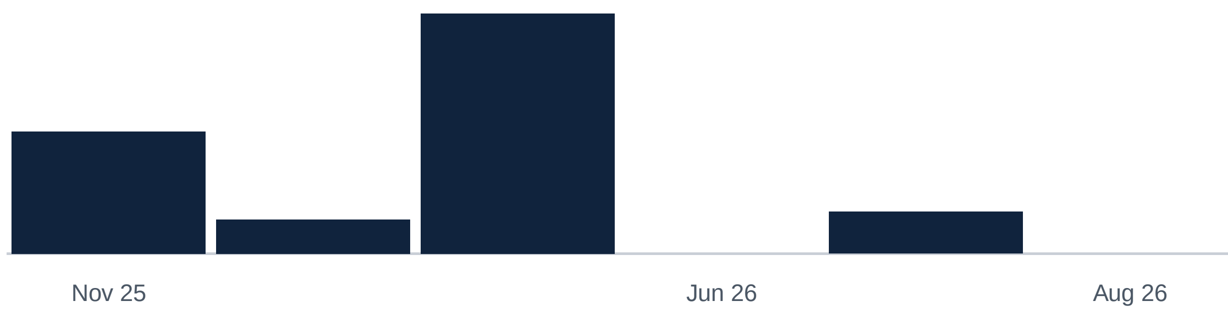
40
median days to sell after a fall-through
vs. 38 on the first contract

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 53% · cash 36% · VA 4% · FHA 6% · other 1%.

Share of listings that didn't sell, by month

Latest month: 0% didn't sell



What this means if you're buying

- 68% of Cobblestone homes sold below the first asking price. There's room to negotiate.
- Typical time to sell is 39 days, but homes that were overpriced initially sat much longer.
- Financing varies here. 36% of buyers paid cash, 53% used conventional loans, with the rest FHA or VA.

Did you know?

- A typical Cobblestone home at $218,888 with a 7.03% mortgage rate runs about $1,950 a month estimated.
- Sitting unsold an extra stretch can cost a seller an estimated $10,900 in carrying costs.
- 14% of Cobblestone contracts fell apart this year, about 1 in 7. Most often that's inspection, appraisal or financing issues, based on general industry experience.

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.