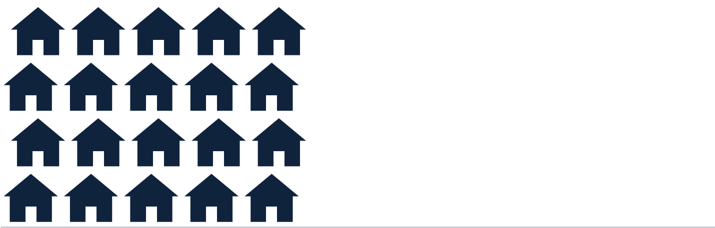
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Collinswood, Aberdeen

Every Collinswood Home Sold This Year, None Fell Through Unsold

In the Collinswood neighborhood in Aberdeen, all 41 homes that came off the market in the last 12 months sold. Typical days to sell was 90 days, and typical sale price was $353,990, coming in at 93.4% 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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

41
homes finished on the market

41
sold

0 (0%)
didn't sell

90
median days to sell
from the first day listed

93.4%
sold vs. first asking price

$353,990
median sold price

What waiting costs

A typical $353,990 home, per month	
Mortgage (principal + interest)	$1,890
Property taxes	$87
Homeowners insurance	$250
Upkeep	$295
Utilities	$250
Total	**$2,770**

About $2,770 every month the home sits.

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

45
median days to sell when priced right
10 homes that sold at 97%+ of first asking

116
median days when price cuts were needed
31 homes · sold for 92.4% of first asking

What this means if you're selling

- Homes priced right from day one sold in a median of 45 days, and there were 10 of them
- 31 homes needed price cuts and took a median of 116 days, selling at 92.4% of first ask
- 5% of contracts fell apart, about 1 in 21 — most often inspection, appraisal or financing issues
- Every home that had a contract fall apart went on to sell later, at 92.8% of first ask

When contracts fall apart

5%
of contracts fell apart before closing
2 of about 43

100%
of those homes later sold

0%
never sold

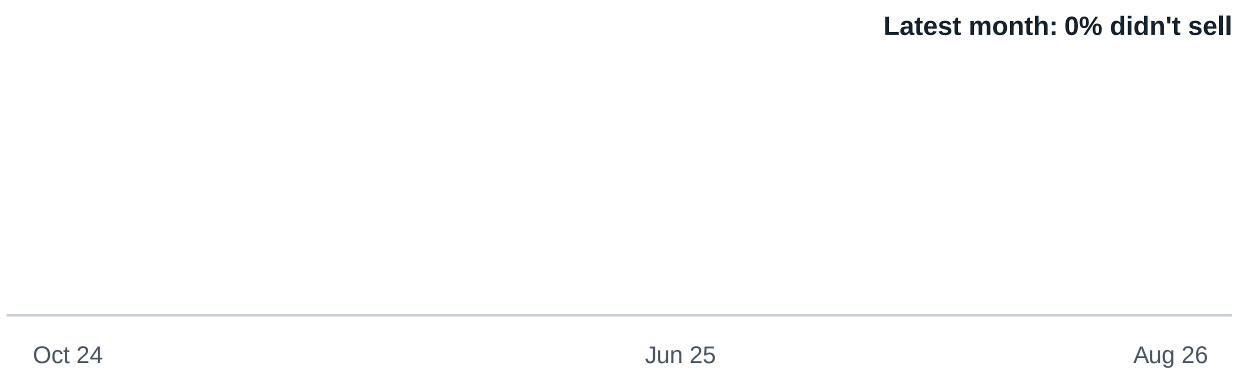
92.8%
sold vs. first ask after a fall-through
vs. 93.4% on the first contract

125
median days to sell after a fall-through
vs. 90 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 22% · cash 2% · VA 63% · FHA 12% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical sale price came in at 93.4% of first asking price, and 98% of homes sold below first ask, so there is room to negotiate
- Homes that needed a price cut sat for a median of 116 days before selling
- Most buyers here used VA loans (63%), with 22% conventional, 12% FHA, and 2% paying cash

Did you know?

- On a home priced at $353,990, estimated monthly carrying cost runs about $2,770 at a 7.03% mortgage rate
- Typical time to sell in Collinswood was 90 days
- When a contract fell apart, it took a median of 125 days to get to a sale the second time around

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.