MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Dudley

Dudley: 1 in 4 Listings Didn't Sell This Year

In Dudley, 48 homes sold and 15 didn't over the last 12 months. That's a didNotSellRate of 24%, up from 13% the year before. Homes priced right from day one sold in 47 days, while ones that needed cuts took 44 days and still sold for only 89.3% of asking.

15 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

63
homes finished on the market

47
median days to sell
from the first day listed

48
sold

98.3%
sold vs. first asking price

15 (24%)
didn't sell

$235,000
median sold price

What waiting costs

A typical $235,000 home, per month	
Mortgage (principal + interest)	$1,255
Property taxes	$123
Homeowners insurance	$250
Upkeep	$196
Utilities	$250
Total	**$2,070**

About $2,070 every month the home sits.

Listings that didn't sell stayed on the market a median of 103 days — roughly $7,000 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); Wayne County rate 0.6259 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

47
median days to sell when priced right
32 homes that sold at 97%+ of first asking

44
median days when price cuts were needed
16 homes · sold for 89.3% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 47 days. Homes that needed price cuts sold at 89.3% of asking instead.
- Listings that never sold sat a median of 103 days before the seller pulled the plug.
- 16% of contracts fell apart, about 1 in 6. Most often that's inspection, appraisal or financing issues.
- If a contract falls apart, most homes still sell later, 89% do, but it can take about 97 days versus 33 days for a first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	52	39	**25%**	34	98.3%
$300–400K	10	8	**20%**	92	98.2%

When contracts fall apart

16%
of contracts fell apart before closing
9 of about 57

89%
of those homes later sold

11%
never sold

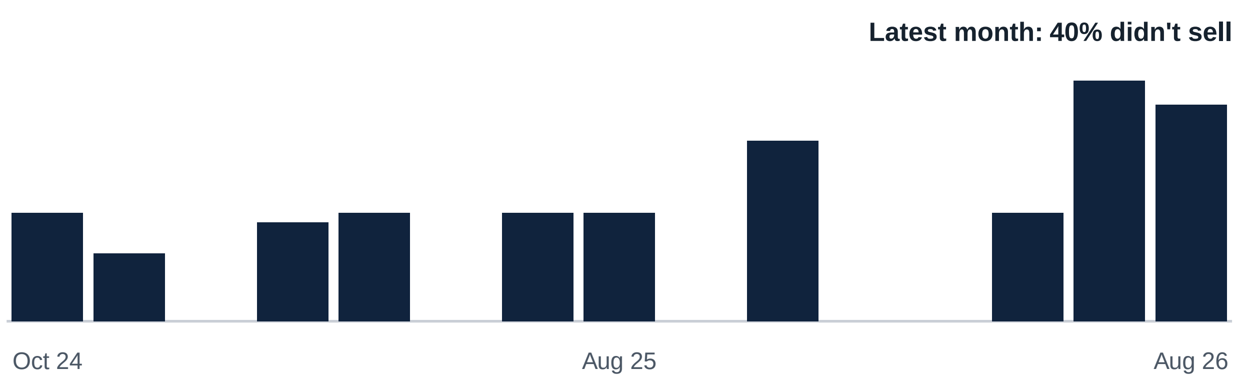
89.7%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

97
median days to sell after a fall-through
vs. 33 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 27% · cash 10% · VA 35% · FHA 23% · other 4%.

Share of listings that didn't sell, by month



What this means if you're buying

- 56% of homes in Dudley sold below the first asking price, so there's room to negotiate.
- Typical sold price is $235,000, and typical time to sell is 47 days.
- Financing mix: 35% VA, 27% conventional, 23% FHA, 10% cash. Plenty of company if you're financing.

Did you know?

- At $235,000 with a 7.03% rate, the estimated monthly carrying cost for a typical Dudley home is about $2,070.
- Homes that sat unsold cost an estimated $7,000 in carrying costs while waiting.
- Homes with a first contract that held sold at 100.0% of asking, well above the 89.7% seen after a fell-through contract.

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.