Buddy Blake Team
Coldwell Banker Sea Coast Advantage

(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Edgecombe County

In Edgecombe County, 1 in 3 listings didn't sell

Over the last 12 months, 436 homes in Edgecombe County ended, and 289 of those sold. Homes priced right from the start sold in 15 days, while homes that needed price cuts sat 68 days before going under contract. The typical sold home went for 94.2% of its first asking price.

13 sold
out of every 20 listed

7 didn't
expired, withdrawn or canceled

436
homes finished on the market

46
median days to sell
from the first day listed

289
sold

94.2%
sold vs. first asking price

147 (34%)
didn't sell

$183,000
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 Outlined houses expired, were withdrawn or were canceled.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 $183,000 home, per month	
Mortgage (principal + interest)	$977
Property taxes	$136
Homeowners insurance	$250
Upkeep	$153
Utilities	$250
Total	**$1,770**

About $1,770 every month the home sits.

Listings that didn't sell stayed on the market a median of 130 days — roughly $7,500 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); Edgecombe County rate 0.89 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

15
median days to sell when priced right
111 homes that sold at 97%+ of first asking

68
median days when price cuts were needed
178 homes · sold for 87.6% of first asking

What this means if you're selling

- Price it right from day one: homes priced correctly sold in 15 days, homes that needed cuts took 68 days
- Under $300K listings struggled most, with a 34% rate of not selling
- Sitting on the market costs money: an unsold home carries an estimated $7,500 in costs while it waits
- 1 in 4 contracts fell apart before closing; most often inspection, appraisal or financing issues cause this in general, so be ready with paperwork and repairs in order upfront

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	380	251	**34%**	43	94.1%
$300–400K	34	26	**24%**	53	96.2%
$500–750K	10	4	**60%**	165	76.9%

When contracts fall apart

27%
of contracts fell apart before closing
111 of about 406

55%
of those homes later sold

41%
never sold

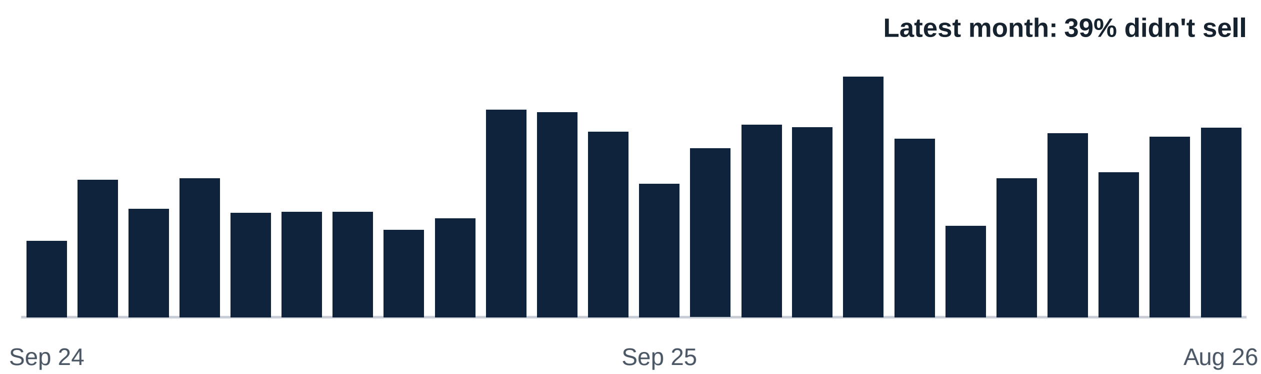
88.8%
sold vs. first ask after a fall-through
vs. 94.8% on the first contract

102
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 32% · cash 26% · VA 11% · FHA 25% · other 6%.

Share of listings that didn't sell, by month



What this means if you're buying

- The typical home sold for 94.2% of its first asking price, and 73% of homes sold below that first price, so there's room to negotiate
- Homes that needed a price cut sat for 68 days, so patience on a slower listing can pay off
- Buyers are financing in different ways: 32% conventional loans, 26% cash, 25% FHA, and 11% VA

Did you know?

- Listings that never sold in Edgecombe County sat for a median of 130 days before ending
- If a contract falls apart, homes that eventually sell later still bring 88.8% of asking price
- At a $183,000 example price with a 7.03% mortgage rate, estimated monthly carrying cost runs about $1,770

Towns in Edgecombe County

Town	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Tarboro	154	113	**27%**	47	94.7%

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.