Buddy Blake Team
Coldwell Banker Sea Coast Advantage

(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Elizabeth City

Elizabeth City: 1 in 5 Listings Didn't Sell

Over the last 12 months, Elizabeth City saw 800 listings end, with 635 selling and 165 not selling, a didNotSellRate of 21%. Homes priced right from day one sold in a median of 16 days, while those needing price cuts took 57 days and still sold at 92.7% of asking. The median sold price came in at $318,000, with typical time to sell at 24 days.

16 sold
out of every 20 listed

4 didn't
expired, withdrawn or canceled

800
homes finished on the market

24
median days to sell
from the first day listed

635
sold

99.4%
sold vs. first asking price

165 (21%)
didn't sell

$318,000
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 Outlined houses expired, were withdrawn or were canceled.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 $318,000 home, per month	
Mortgage (principal + interest)	$1,698
Property taxes	$164
Homeowners insurance	$250
Upkeep	$265
Utilities	$250
Total	**$2,630**

About $2,630 every month the home sits.

Listings that didn't sell stayed on the market a median of 118 days — roughly $10,200 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); Pasquotank County rate 0.62 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

16
median days to sell when priced right
425 homes that sold at 97%+ of first asking

57
median days when price cuts were needed
210 homes · sold for 92.7% of first asking

What this means if you're selling

- Price it right from day one. Listings priced correctly sold in 16 days versus 57 days for those needing cuts.
- Homes in the $400–500K range struggled most, with a 32% didNotSellRate. The $300–400K range did best at 16%.
- Waiting has a cost. Homes that never sold sat a median of 118 days before coming off the market.
- Contracts fell apart 18% of the time, about 1 in 5. Most often this comes down to inspection, appraisal or financing issues, so be prepared going in.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	325	270	**17%**	22	98.2%
$300–400K	258	216	**16%**	26	100.0%
$400–500K	130	88	**32%**	34	100.0%
$500–750K	77	53	**31%**	17	100.0%

When contracts fall apart

18%
of contracts fell apart before closing
143 of about 781

77%
of those homes later sold

22%
never sold

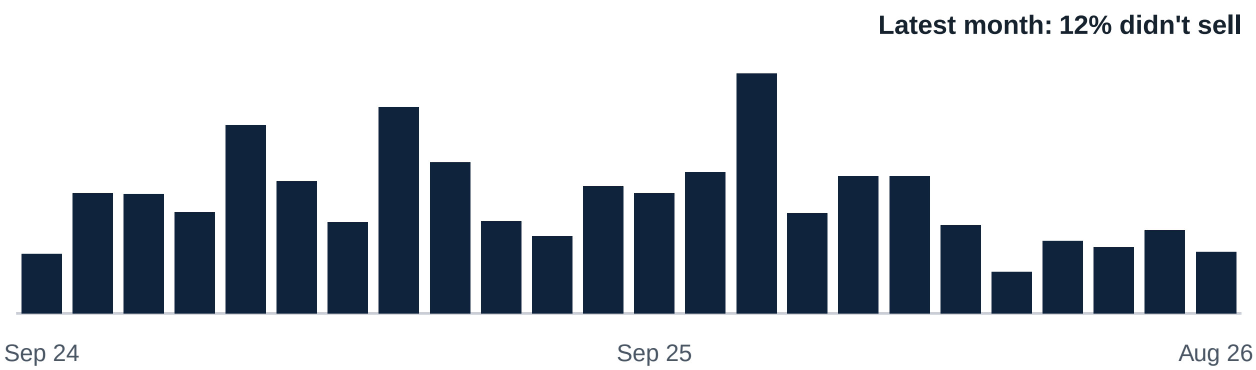
97.5%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

49
median days to sell after a fall-through
vs. 20 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 16% · VA 36% · FHA 18% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- 51% of homes sold below the first asking price, so there's often room to negotiate.
- Homes that need a price cut still sell, just slower, at 57 days versus 24 days typical.
- Buyers are financing in a mix of ways: 36% VA, 27% conventional, 18% FHA, and 16% paying cash.

Did you know?

- The typical home in Elizabeth City sold for 99.4% of its first asking price.
- When a contract fell apart, 77% of those homes went on to sell later, at a median 97.5% of asking.
- At today's 7.03% rate, carrying a $318,000 home runs about $2,630 a month, or an estimated $10,200 while it sits unsold.

Neighborhoods in Elizabeth City

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Tooley Harbor	67	38	**43%**	59	99.1%
Adams Landing	50	41	**18%**	22	99.2%

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.