MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Fremont

Fremont: 40% of Listings Didn't Sell This Year

In Fremont, 1 in 3 homes that hit the market over the last 12 months didn't sell, up from 18% the year before. Homes priced right from the start sold in a median 88 days, while ones that needed price cuts sat a median 145 days. Typical sale price landed at $259,949, with sellers getting 98.8% of their first asking price.

12 sold
out of every 20 listed

8 didn't
expired, withdrawn or canceled

116
homes finished on the market

109
median days to sell
from the first day listed

70
sold

98.8%
sold vs. first asking price

46 (40%)
didn't sell

$259,949
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 Outlined houses expired, were withdrawn or were canceled.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 $259,949 home, per month	
Mortgage (principal + interest)	$1,388
Property taxes	$136
Homeowners insurance	$250
Upkeep	$217
Utilities	$250
Total	**$2,240**

About $2,240 every month the home sits.

Listings that didn't sell stayed on the market a median of 213 days — roughly $15,700 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

88
median days to sell when priced right
51 homes that sold at 97%+ of first asking

145
median days when price cuts were needed
19 homes · sold for 93.7% of first asking

What this means if you're selling

- Price it right from day one: homes priced correctly sold in a median 88 days versus 145 days for ones needing cuts.
- The $300-400K range struggled most, with 69% not selling. Under $300K did best, with only 24% not selling.
- Waiting costs money. Listings that never sold sat a median 213 days and still needed a 1.9% price cut.
- 18% of contracts fell apart before closing, most often inspection, appraisal or financing issues. Homes that had a contract fall through and later sold took a median 125 days and sold at 96.5% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	76	58	**24%**	106	99.2%
$300–400K	29	9	**69%**	145	93.7%

When contracts fall apart

18%
of contracts fell apart before closing
15 of about 85

67%
of those homes later sold

33%
never sold

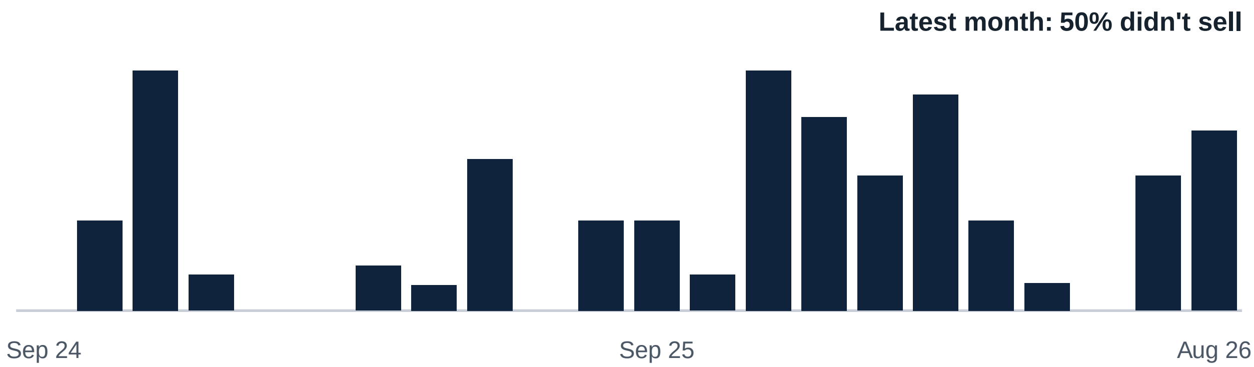
96.5%
sold vs. first ask after a fall-through
vs. 99.3% on the first contract

125
median days to sell after a fall-through
vs. 109 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 26% · cash 6% · VA 26% · FHA 36% · other 7%.

Share of listings that didn't sell, by month



What this means if you're buying

- 40% of listings in Fremont didn't sell, so there's room to negotiate, especially in the $300-400K range where 69% didn't sell.
- Homes that sat needing price cuts took a median 145 days and still sold for 93.7% of asking.
- Financing splits: 36% FHA, 26% conventional, 26% VA, 6% cash.

Did you know?

- The typical sold home in Fremont went for $259,949.
- Estimated monthly carrying cost on a typical home is about $2,240 at a 7.03% mortgage rate.
- A home that sits unsold for a typical stretch could cost an estimated $15,700 in carrying costs.

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.