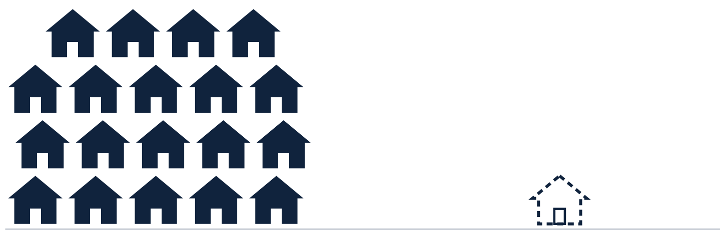
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Grand Park, Leland

Grand Park Homes Take 121 Days To Sell Now

In the Grand Park neighborhood in Leland, 66 of 69 listings sold over the last 12 months, and the typical home took 121 days to sell. Buyers are paying a median 93.2% of first asking price, and homes priced right from the start moved in 49 days versus 139 days for ones that needed price cuts.



19 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

69
homes finished on the market

121
median days to sell
from the first day listed

66
sold

93.2%
sold vs. first asking price

3 (4%)
didn't sell

$444,618
median sold price

What waiting costs

A typical $444,618 home, per month	
Mortgage (principal + interest)	$2,355
Property taxes	$127
Homeowners insurance	$250
Upkeep	$371
Utilities	$250
Total	**$3,350**

About $3,350 every month the home sits.

Listings that didn't sell stayed on the market a median of 218 days — roughly $24,000 in holding costs, and the home still didn't sell.

An example, not a quote: 20% down, 30-year fixed at 6.95% (Freddie Mac average, 2026-09-17); Brunswick County rate 0.342 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

49
median days to sell when priced right
24 homes that sold at 97%+ of first asking

139
median days when price cuts were needed
42 homes · sold for 88.3% of first asking

What this means if you're selling

- Price it right on day one: homes priced correctly sold in 49 days, ones that needed cuts took 139 days.
- Listings that never sold sat for a median of 218 days and still needed a 6.3% price cut.
- 12% of contracts fell apart before closing, most often inspection, appraisal or financing issues. Homes that went back on the market resold 78% of the time, at a median 95.0% of asking.
- Carrying an unsold home here runs about an estimated $3,350 a month, or about $24,000 while it sits.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	22	20	**9%**	139	97.4%
$400–500K	13	12	**8%**	130	88.7%
$500–750K	34	34	**0%**	100	89.0%

When contracts fall apart

11%
of contracts fell apart before closing
8 of about 74

75%
of those homes later sold

0%
never sold

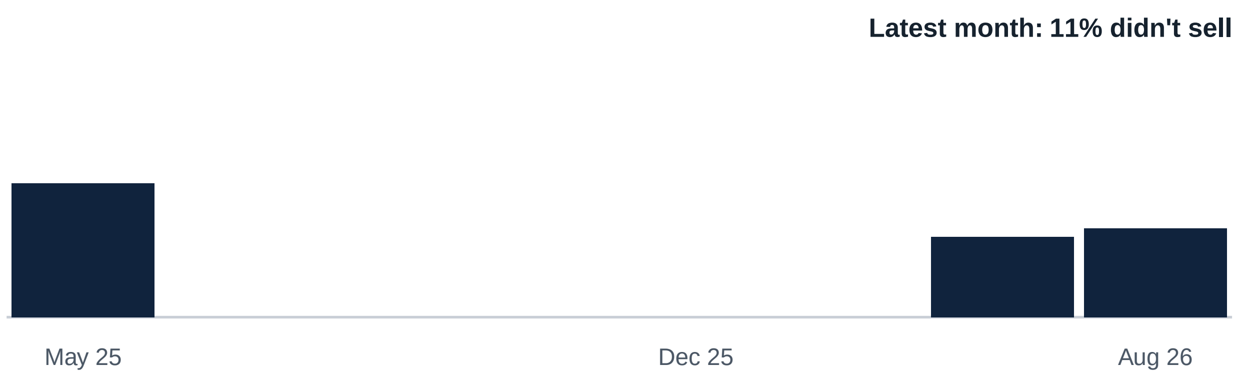
94.2%
sold vs. first ask after a fall-through
vs. 93.2% on the first contract

66
median days to sell after a fall-through
vs. 122 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 65% · cash 14% · VA 6% · FHA 12% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Median sale price is $444,618, and buyers are paying a median 93.2% of first asking price, with 74% of homes selling below the original ask.
- Homes needing a price cut sat a median of 139 days, so patience can pay off.
- Financing mix here: 65% conventional, 13% cash, 13% FHA, 6% VA.

Did you know?

- 1 in 23 listings in Grand Park didn't sell over the last 12 months.
- 1 in 9 contracts here fell apart before closing.
- When a contract fell apart and the home later resold, it went for a median 95.0% of asking, close to the 93.6% first-contract homes got.

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.