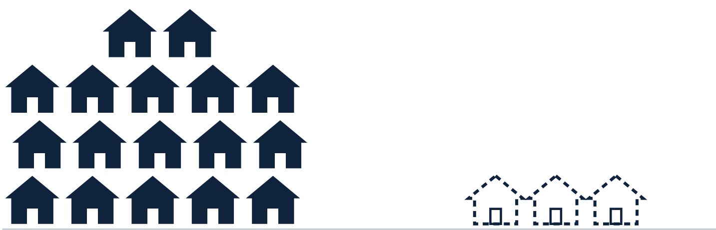
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Grifton

Grifton: 1 in 6 Listings Didn't Sell Last Year

In Grifton, 94 homes sold over the last 12 months and 18 didn't sell, that's 16 percent, or 1 in 6. Homes priced right from the start sold in 19 days, but the ones that needed price cuts sat for 72 days before finding a buyer.



17 sold
out of every 20 listed

3 didn't
expired, withdrawn or canceled

112
homes finished on the market

40
median days to sell
from the first day listed

94
sold

98.7%
sold vs. first asking price

18 (16%)
didn't sell

$229,950
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 Outlined houses expired, were withdrawn or were canceled.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 $229,950 home, per month	
Mortgage (principal + interest)	$1,228
Property taxes	$109
Homeowners insurance	$250
Upkeep	$192
Utilities	$250
Total	**$2,030**

About $2,030 every month the home sits.

Listings that didn't sell stayed on the market a median of 112 days — roughly $7,400 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); Pitt County rate 0.5663 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

19
median days to sell when priced right
60 homes that sold at 97%+ of first asking

72
median days when price cuts were needed
34 homes · sold for 94.2% of first asking

What this means if you're selling

- Price it right from day one. Homes priced right sold in 19 days and 60 sellers did this.
- Listings that needed a price cut took 72 days and 34 sellers went through it, still selling at 94.2% of asking.
- Homes that never sold sat a median of 112 days and typically saw a 2.5% price cut before giving up.
- 1 in 5 contracts fell apart in Grifton, most often inspection, appraisal or financing issues. Most of those homes, 89%, went on to sell later, at 96.2% of asking, but it took 54 more days.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	90	76	**16%**	44	98.8%
$300–400K	12	10	**17%**	20	98.3%

When contracts fall apart

21%
of contracts fell apart before closing
26 of about 123

89%
of those homes later sold

8%
never sold

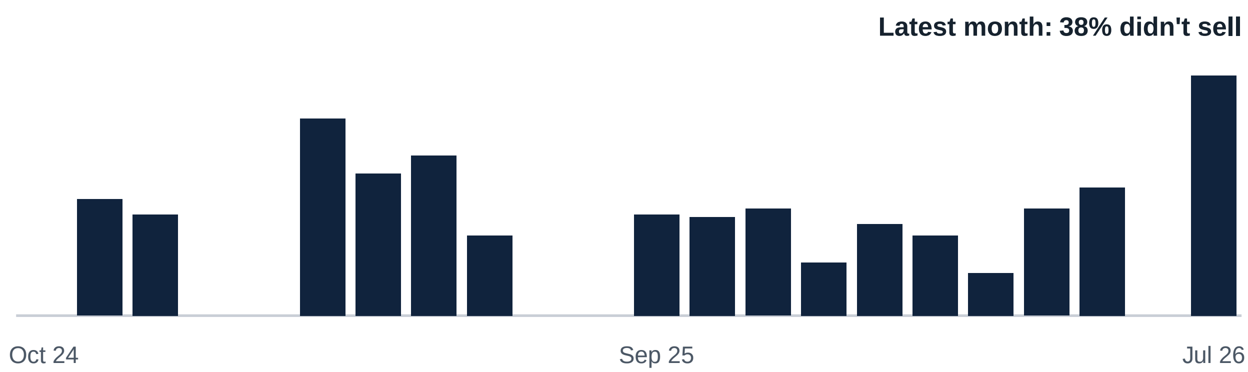
96.2%
sold vs. first ask after a fall-through
vs. 99.6% on the first contract

54
median days to sell after a fall-through
vs. 32 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 36% · cash 14% · VA 18% · FHA 29% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- 57% of sales in Grifton went for under the first asking price, so there's room to negotiate.
- Typical time to sell is 40 days, and homes that needed a price cut sat around 72 days, that's a chance to find sellers ready to talk.
- Buyers are financing a mix of ways: 36% conventional, 29% FHA, 18% VA, and 14% paying cash.

Did you know?

- Median sold price in Grifton over the last 12 months was $229,950.
- On a home at that price, with a 7.03% mortgage rate, estimated monthly carrying cost runs about $2,030.
- A home that sits unsold for the median 112 days carries an estimated cost of about $7,400.

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.