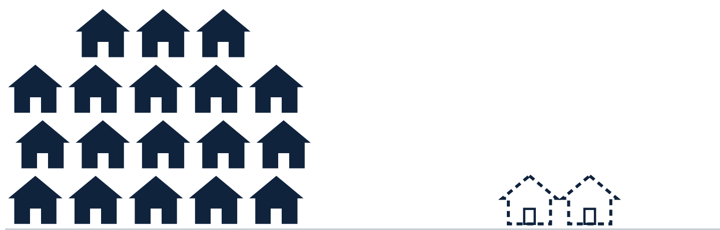
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Grimesland

Grimesland: Price It Right, Sell in 45 Days, Not 135

Over the last 12 months in Grimesland, 152 homes sold and 21 didn't sell, a 12% didn't-sell rate, that's 1 in 8. Homes priced right from the start typically sold in 45 days, while listings that needed price cuts took 87 days, and those that never sold sat a median of 135 days.



18 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

173
homes finished on the market

64
median days to sell
from the first day listed

152
sold

98.9%
sold vs. first asking price

21 (12%)
didn't sell

$389,975
median sold price

What waiting costs

A typical $389,975 home, per month	
Mortgage (principal + interest)	$2,082
Property taxes	$184
Homeowners insurance	$250
Upkeep	$325
Utilities	$250
Total	**$3,090**

About $3,090 every month the home sits.

Listings that didn't sell stayed on the market a median of 135 days — roughly $13,700 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); 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

45
median days to sell when priced right
96 homes that sold at 97%+ of first asking

87
median days when price cuts were needed
56 homes · sold for 92.2% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 45 days versus 87 days for those needing cuts.
- The $500-750K range struggled most, with a 14% didn't-sell rate. The $400-500K range did best at 6%.
- Waiting costs money. A typical home sitting unsold runs about an estimated $13,700 in carrying costs.
- 14% of contracts fell apart before closing, most often inspection, appraisal or financing issues. If that happens, homes that later sold took 125 days and sold at 93.6% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	41	36	**12%**	13	98.0%
$300–400K	43	39	**9%**	168	98.4%
$400–500K	49	46	**6%**	73	99.7%
$500–750K	28	24	**14%**	53	99.7%

When contracts fall apart

14%
of contracts fell apart before closing
24 of about 176

75%
of those homes later sold

21%
never sold

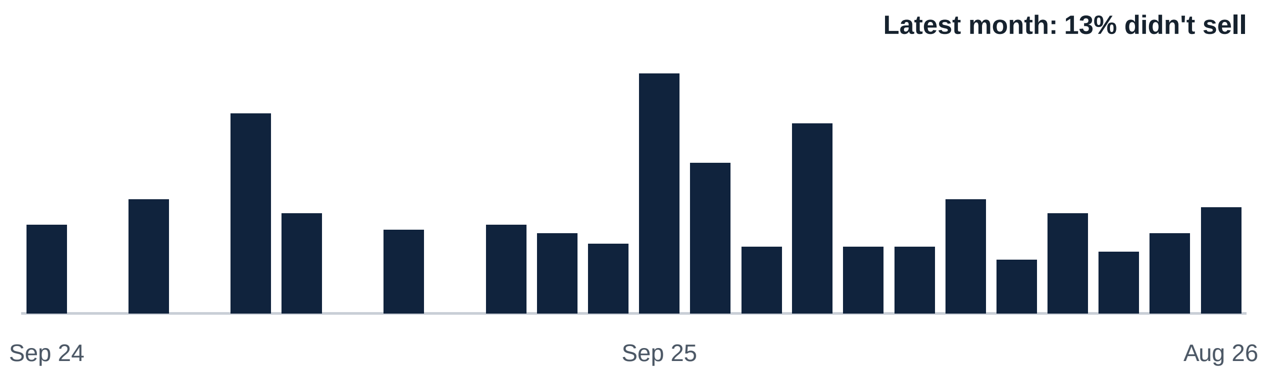
93.6%
sold vs. first ask after a fall-through
vs. 99.7% on the first contract

125
median days to sell after a fall-through
vs. 55 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 52% · cash 20% · VA 5% · FHA 22% · other 1%.

Share of listings that didn't sell, by month



What this means if you're buying

- 55% of homes in Grimesland sold below the first asking price, so there's room to negotiate.
- Homes that needed price cuts still sold, just slower, 87 days versus 45 days for priced-right listings.
- Financing mix varies: 52% conventional, 22% FHA, 20% cash, 5% VA.

Did you know?

- Median sold price in Grimesland was $389,975 over the last 12 months.
- Typical sold price came in at 98.9% of first asking price.
- At a 7.03% mortgage rate, the estimated monthly carrying cost on a $389,975 home is about $3,090.

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.