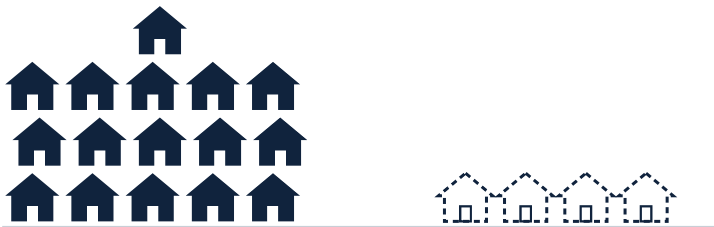
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

La Grange

La Grange: 1 in 5 Listings Didn't Sell This Year

In La Grange, 188 of 231 listings sold over the last 12 months, and 43 didn't sell, about 1 in 5. Homes priced right from the start sold in a median of 66 days, while ones that needed price cuts took 130 days and still sold at 93.9% of asking. The median sold price was $299,995, with typical homes selling in 103 days.



16 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

231
homes finished on the market

103
median days to sell
from the first day listed

188
sold

98.7%
sold vs. first asking price

43 (19%)
didn't sell

$299,995
median sold price

What waiting costs

A typical $299,995 home, per month	
Mortgage (principal + interest)	$1,602
Property taxes	$169
Homeowners insurance	$250
Upkeep	$250
Utilities	$250
Total	**$2,520**

About $2,520 every month the home sits.

Listings that didn't sell stayed on the market a median of 163 days — roughly $13,500 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); Lenoir County rate 0.675 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

66
median days to sell when priced right
123 homes that sold at 97%+ of first asking

130
median days when price cuts were needed
65 homes · sold for 93.9% of first asking

What this means if you're selling

- Price it right from day one. Homes priced right sold in a median of 66 days versus 130 days for homes that needed cuts.
- Under $300K listings struggled most, with a 25% didn't-sell rate. The $300-400K range performed best at 15%.
- Waiting costs you. Homes that sat and never sold had a median time on market of 163 days before the listing ended.
- 17% of contracts fell apart, about 1 in 6. Most often this comes down to inspection, appraisal or financing issues. Homes that later sold after a fall-through took 120 days and sold at 96.8% of asking, versus 99.3% for homes that held their first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	101	76	**25%**	66	97.8%
$300–400K	108	92	**15%**	110	98.9%
$400–500K	19	18	**5%**	174	100.0%

When contracts fall apart

17%
of contracts fell apart before closing
38 of about 227

74%
of those homes later sold

26%
never sold

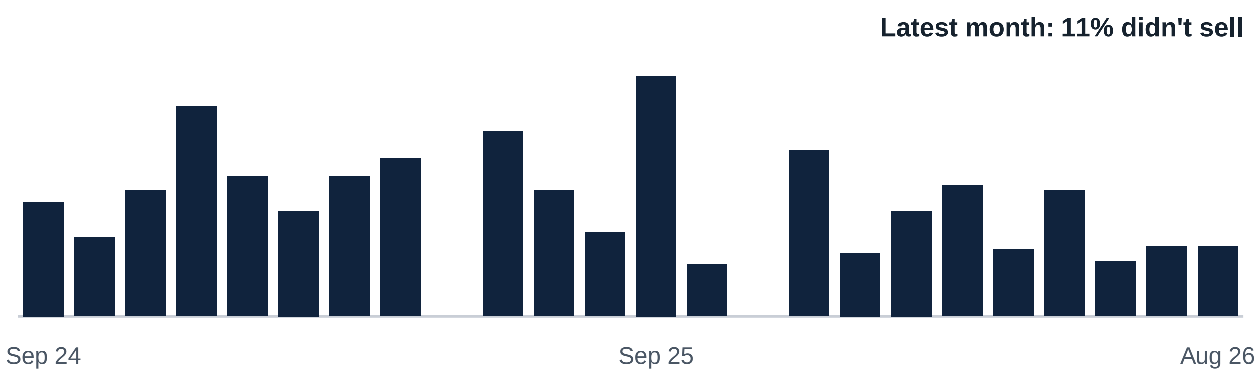
96.8%
sold vs. first ask after a fall-through
vs. 99.3% on the first contract

120
median days to sell after a fall-through
vs. 101 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 17% · cash 13% · VA 43% · FHA 25% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- 56% of homes in La Grange sold below the first asking price, so there's often room to negotiate.
- Homes that eventually sold but needed a price cut took a median of 130 days to get there.
- VA loans were the most common way buyers financed, at 43%, followed by FHA at 25%.

Did you know?

- The typical La Grange home sold for 98.7% of its first asking price.
- At a $299,995 example price with a 7.03% mortgage rate, estimated monthly carrying costs run about $2,520.
- A home that sits unsold for the median 163 days carries an estimated $13,500 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.