**Buddy Blake Team**
Coldwell Banker Sea Coast Advantage

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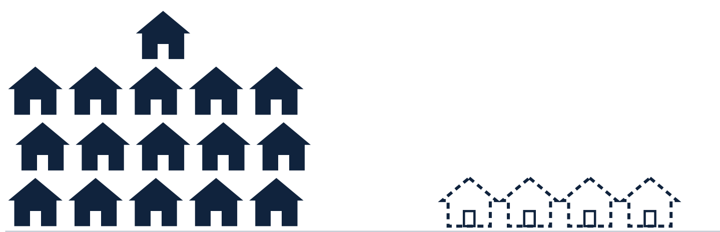
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

# Legacy Lakes, Aberdeen

## 1 in 5 Legacy Lakes Listings Didn't Sell

Over the last 12 months in the Legacy Lakes neighborhood in Aberdeen, 55 homes wrapped up and 43 sold. Homes priced right from the start sold in 19 days, while the ones that needed price cuts sat for 134 days and still closed at 94.5% of asking. Typical time to sell was 30 days, and the median sold price was $505,000.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

**55**
homes finished on the market

**30**
median days to sell
*from the first day listed*

**43**
sold

**100.0%**
sold vs. first asking price

**12 (22%)**
didn't sell

**$505,000**
median sold price

## What waiting costs

| A typical $505,000 home, per month | |
|---|---|
| Mortgage (principal + interest) | $2,696 |
| Property taxes | $124 |
| Homeowners insurance | $250 |
| Upkeep | $421 |
| Utilities | $250 |
| **Total** | **$3,740** |

### About $3,740 every month the home sits.

Listings that didn't sell stayed on the market a median of 107 days — roughly $13,100 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); Moore County rate 0.295 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
*34 homes that sold at 97%+ of first asking*

**134**
median days when price cuts were needed
*9 homes · sold for 94.5% of first asking*

## What this means if you're selling

- Homes priced right from day one sold in 19 days. The ones that needed cuts took 134 days and still landed at only 94.5% of asking.
- 22% of listings in Legacy Lakes didn't sell this year, down from 30% the year before. That's still 1 in 5.
- Waiting has a cost. An unsold home carries an estimated $13,100 while it sits, based on a $505,000 home at 7.03%.
- 7% of contracts fell apart after going under contract, about 1 in 15. Most often that's inspection, appraisal or financing issues. None of those homes went on to sell later.

## Price range matters

| Starting price | Finished | Sold | Didn't sell | Days to sell | vs. first ask |
|---|---|---|---|---|---|
| **$400–500K** | 25 | 19 | **24%** | 55 | 99.3% |
| **$500–750K** | 28 | 22 | **21%** | 20 | 100.0% |

## When contracts fall apart

**7%**
of contracts fell apart before closing
*3 of about 46*

**0%**
of those homes later sold

**100%**
never sold

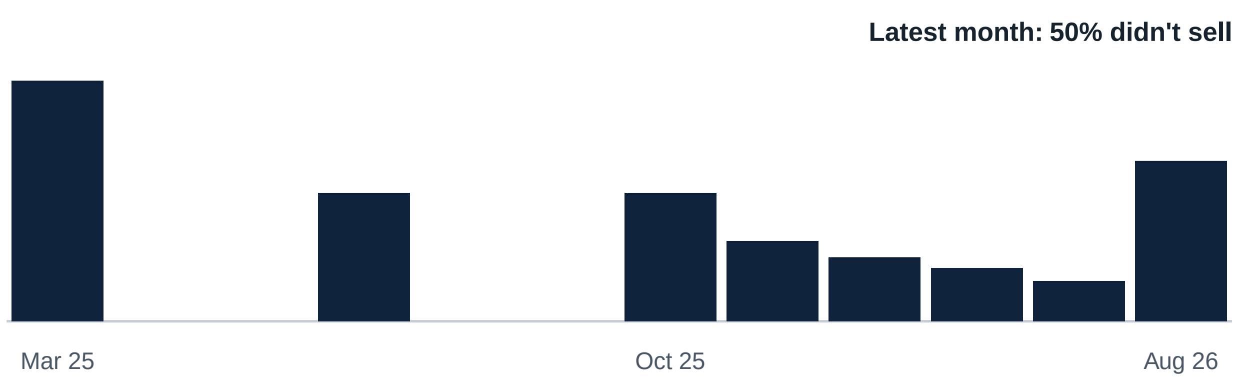
**—**
sold vs. first ask after a fall-through
*vs. 100.0% on the first contract*

**—**
median days to sell after a fall-through
*vs. 30 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 37% · cash 16% · VA 44% · FHA 0% · other 2%.

## Share of listings that didn't sell, by month




## What this means if you're buying

- Homes that needed price cuts still took 134 days to sell. If a listing has been sitting, there may be room to talk price.
- Priced-right homes moved fast, in 19 days, and still sold at 100.0% of first asking. Good ones don't linger.
- Financing mix here: 44% VA, 37% conventional, 16% cash. Know your own path before you make an offer.

## Did you know?

- The typical Legacy Lakes home sold for $505,000 in the last 12 months.
- 40% of homes that sold in Legacy Lakes went for less than the first asking price.
- Listings that never sold sat for a median of 107 days before coming off the market.

## 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.