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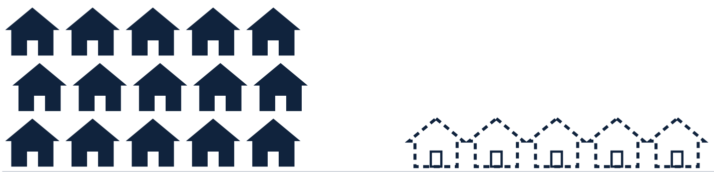
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Lenoir County

Lenoir County: 1 in 4 Listings Didn't Sell Last Year

In Lenoir County, 431 homes sold over the last 12 months out of 571 that ended, and 140 didn't sell. Homes priced right from the start sold in 19 days, while those needing cuts sat 74 days and still sold for less.



15 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

571
homes finished on the market

43
median days to sell
from the first day listed

431
sold

96.0%
sold vs. first asking price

140 (25%)
didn't sell

$224,000
median sold price

What waiting costs

A typical $224,000 home, per month	
Mortgage (principal + interest)	$1,196
Property taxes	$126
Homeowners insurance	$250
Upkeep	$187
Utilities	$250
Total	**$2,010**

About $2,010 every month the home sits.

Listings that didn't sell stayed on the market a median of 161 days — roughly $10,600 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

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

74
median days when price cuts were needed
239 homes · sold for 91.5% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 19 days at full value, while ones needing cuts took 74 days and sold at 91.5% of asking.
- Under $300K listings struggled most, with a 26% rate of not selling. The $300–400K range did best at 20%.
- Sitting on the market costs you. Listings that never sold sat a median of 161 days and still needed a 2.9% price cut.
- Contracts fall apart 23% of the time here, about 1 in 4. Most often it's inspection, appraisal or financing issues. Homes that got back on the market after a fallen contract took 92 days to sell versus 34 days for a clean first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	435	323	**26%**	38	95.0%
$300–400K	100	80	**20%**	54	98.5%
$400–500K	19	14	**26%**	38	95.5%
$500–750K	13	11	**15%**	88	96.2%

When contracts fall apart

23%
of contracts fell apart before closing
126 of about 559

69%
of those homes later sold

29%
never sold

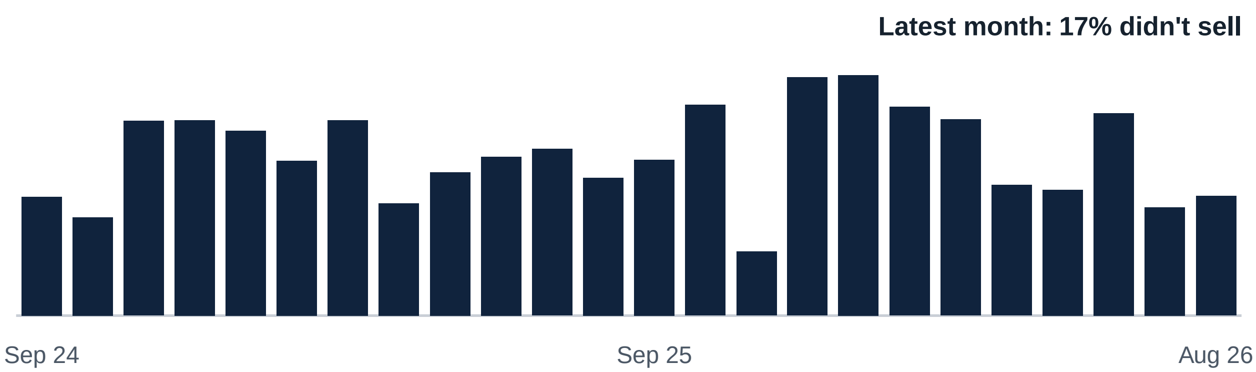
90.7%
sold vs. first ask after a fall-through
vs. 97.1% on the first contract

92
median days to sell after a fall-through
vs. 34 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 28% · cash 27% · VA 19% · FHA 23% · other 4%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes typically sell for 96.0% of the original asking price, and 70% of homes sold below that first list price. There's room to negotiate, especially on homes sitting a while.
- Homes priced right move fast, in 19 days. If you find one that just hit the market at a fair price, don't wait.
- Buyers are paying different ways: 27% cash, 28% conventional, 19% VA, and 23% FHA.

Did you know?

- The median sold price in Lenoir County over the last 12 months was $224,000.
- On a typical $224,000 home with today's 7.03% rate, the estimated monthly carrying cost runs about $2,010.
- A home that sits unsold for months can cost a seller an estimated $10,600 in carrying costs.

Towns in Lenoir County

Town	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Kinston	375	282	**25%**	35	94.8%
La Grange	231	188	**19%**	103	98.7%

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.