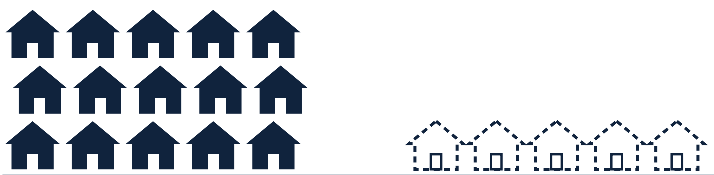
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Pikeville

Pikeville: 1 In 4 Listings Didn't Sell

Over the last 12 months, Pikeville saw 270 listings end, and 199 sold. The typical home that sold took 63 days and fetched 98.9% of asking price, but homes priced wrong sat for 125 days before they gave up.



15 sold
out of every 20 listed

5 didn't
expired, withdrawn or canceled

270
homes finished on the market

63
median days to sell
from the first day listed

199
sold

98.9%
sold vs. first asking price

71 (26%)
didn't sell

$301,000
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 Outlined houses expired, were withdrawn or were canceled.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 $301,000 home, per month	
Mortgage (principal + interest)	$1,607
Property taxes	$157
Homeowners insurance	$250
Upkeep	$251
Utilities	$250
Total	**$2,510**

About $2,510 every month the home sits.

Listings that didn't sell stayed on the market a median of 125 days — roughly $10,300 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); Wayne County rate 0.6259 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

40
median days to sell when priced right
131 homes that sold at 97%+ of first asking

87
median days when price cuts were needed
68 homes · sold for 92.5% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 40 days. Homes that needed cuts took 87 days and still only got 92.5% of asking.
- The $300–400K range is the toughest right now, with a 32% did-not-sell rate. Under $300K is doing much better, at 21%.
- Waiting costs money. Listings that never sold sat a median of 125 days before pulling out, with a median price cut of 2.3%.
- 1 in 6 contracts fall apart before closing, most often inspection, appraisal or financing issues. If that happens, most homes (65%) do go on to sell later, but it takes longer, around 111 days, and typically at a slightly lower 98.6% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	112	88	**21%**	46	99.6%
$300–400K	143	98	**32%**	94	98.8%
$400–500K	13	11	**15%**	40	96.4%

When contracts fall apart

16%
of contracts fell apart before closing
37 of about 236

65%
of those homes later sold

32%
never sold

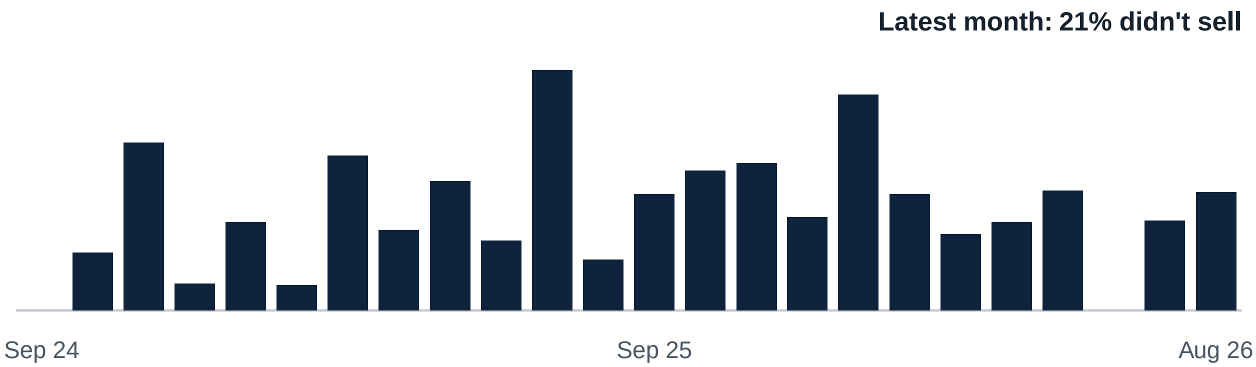
98.6%
sold vs. first ask after a fall-through
vs. 99.1% on the first contract

111
median days to sell after a fall-through
vs. 60 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 30% · cash 9% · VA 36% · FHA 22% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- 26% of listings in Pikeville didn't sell this year, up from 17% the year before. That's more room to negotiate than there used to be.
- Homes that eventually sold after a fallen-through contract took 111 days versus 60 days for a clean first contract. Patience can pay off if you're flexible on timing.
- Financing varies a lot here. VA loans made up 36% of purchases, conventional 30%, FHA 22%, and cash 9%.

Did you know?

- The median sold price in Pikeville over the last 12 months was $301,000.
- On a typical $301,000 home, estimated monthly carrying costs run about $2,510 at a 7.03% mortgage rate.
- Sellers whose homes sat unsold faced an estimated $10,300 in carrying costs while waiting.

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.