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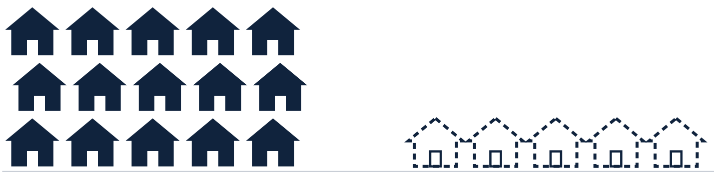
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Pinehurst

Pinehurst: 1 in 4 Listings Didn't Sell Last Year

Over the last 12 months, 573 of 762 Pinehurst listings sold, but 189 didn't sell, a 25% rate, up from 16% the year before. Homes priced right from day one sold in 10 days, while those needing price cuts sat for 71 days before selling at 92.3% of asking.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

762
homes finished on the market

36
median days to sell
from the first day listed

573
sold

96.3%
sold vs. first asking price

189 (25%)
didn't sell

$595,000
median sold price

What waiting costs

A typical $595,000 home, per month	
Mortgage (principal + interest)	$3,176
Property taxes	$146
Homeowners insurance	$250
Upkeep	$496
Utilities	$250
Total	**$4,320**

About $4,320 every month the home sits.

Listings that didn't sell stayed on the market a median of 139 days — roughly $19,700 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); 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

10
median days to sell when priced right
261 homes that sold at 97%+ of first asking

71
median days when price cuts were needed
312 homes · sold for 92.3% of first asking

What this means if you're selling

- Price it right from day one — homes priced correctly sold in 10 days versus 71 days for those needing cuts
- The $300–400K range struggled most, with a 32% rate of not selling
- Waiting costs money — listings that never sold sat a median 139 days and still cut price by 1.7%
- 17% of contracts fell apart after acceptance, most often due to inspection, appraisal or financing issues; if that happens, most sellers relisted and sold anyway, at 92.4% of asking

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	25	17	**32%**	55	94.2%
$300–400K	87	59	**32%**	44	95.4%
$400–500K	143	105	**27%**	38	96.0%
$500–750K	210	166	**21%**	35	96.5%
$750K–1M	120	96	**20%**	28	97.1%
$1M+	177	130	**27%**	37	96.5%

When contracts fall apart

17%
of contracts fell apart before closing
113 of about 686

62%
of those homes later sold

35%
never sold

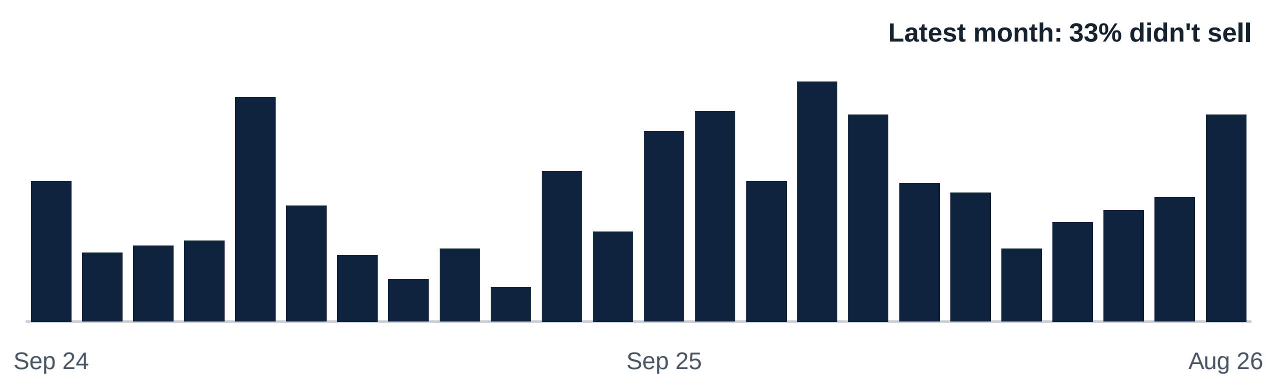
92.4%
sold vs. first ask after a fall-through
vs. 96.9% on the first contract

92
median days to sell after a fall-through
vs. 32 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 41% · cash 44% · VA 12% · FHA 1% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- 1 in 4 Pinehurst listings didn't sell, so there's room to negotiate on homes sitting past 71 days
- Homes that needed a price cut still sold at 92.3% of asking, so pricing gaps do close
- 44% of buyers paid cash, 41% used conventional loans, and 12% used VA financing

Did you know?

- The typical Pinehurst home sold for $595,000, closing at 96.3% of the first asking price
- At today's 7.03% rate, carrying a $595,000 home runs about $4,320 a month, or an estimated $19,700 while it sits unsold
- Homes in the $750K–1M range had the best luck, with only a 20% rate of not selling

Neighborhoods in Pinehurst

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Pinehurst No. 6	85	61	**28%**	34	96.1%
Pinewild CC	77	60	**22%**	13	98.5%
Village Acres	64	50	**22%**	34	97.0%
Unit 1	46	35	**24%**	33	96.9%

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.