MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Pinehurst No. 6, Pinehurst

In Pinehurst No. 6, 1 in 4 Listings Didn't Sell

Over the last 12 months in Pinehurst No. 6, 61 homes sold and 24 didn't, a 28% no-sale rate, up from 13% the year before. Homes that were priced right from the start sold in about 10 days, while the ones that needed price cuts sat for 90 days before finding a buyer.

14 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

85
homes finished on the market

61
sold

24 (28%)
didn't sell

34
median days to sell
from the first day listed

96.1%
sold vs. first asking price

$541,400
median sold price

What waiting costs

A typical $541,400 home, per month	
Mortgage (principal + interest)	$2,890
Property taxes	$133
Homeowners insurance	$250
Upkeep	$451
Utilities	$250
Total	**$3,970**

About $3,970 every month the home sits.

Listings that didn't sell stayed on the market a median of 149 days — roughly $19,400 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
28 homes that sold at 97%+ of first asking

90
median days when price cuts were needed
33 homes · sold for 93.5% of first asking

What this means if you're selling

- Homes priced right from day one sold in about 10 days. Homes that needed cuts sat 90 days first.
- Listings that never sold carried a 2.2% median price cut and still sat 149 days before ending unsold.
- 1 in 7 contracts here fell apart, most often inspection, appraisal or financing issues in general industry experience.
- If a contract falls apart and you sell later, expect about 93.3% of asking versus 97.2% on a first contract that holds.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$400–500K	22	14	**36%**	12	97.8%
$500–750K	37	33	**11%**	47	96.7%
$750K–1M	20	10	**50%**	63	95.6%

When contracts fall apart

15%
of contracts fell apart before closing
11 of about 72

64%
of those homes later sold

36%
never sold

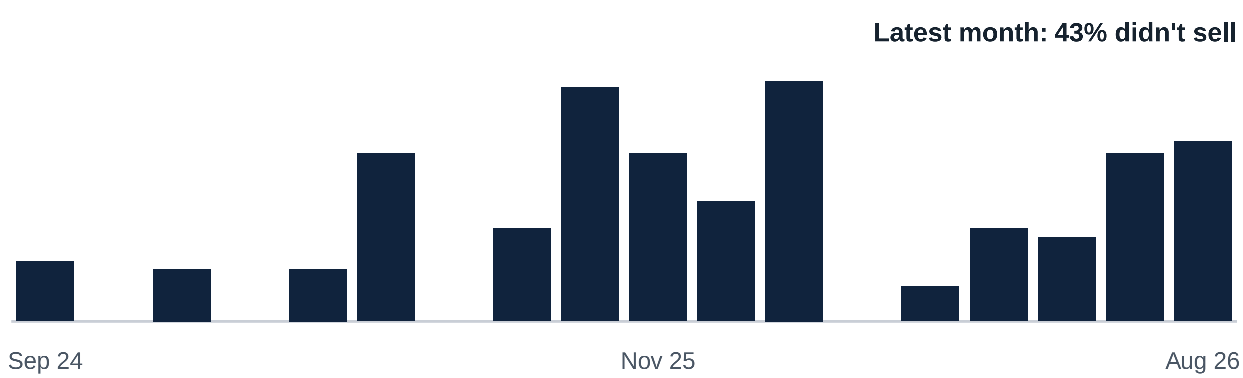
93.3%
sold vs. first ask after a fall-through
vs. 97.2% on the first contract

58
median days to sell after a fall-through
vs. 33 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 49% · cash 31% · VA 18% · FHA 0% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sold at 96.1% of first asking price, and 69% of homes sold below that first ask.
- Median days to sell was 34 days, so homes that are priced right don't sit long.
- Buyers here used a mix of financing: 49% conventional, 31% cash, 18% VA.

Did you know?

- An estimated typical monthly carrying cost on a $541,400 home here runs about $3,970 at a 7.03% rate.
- A home that sits unsold can carry an estimated $19,400 in extra carrying costs.
- 28 listings hit their price right away, while 33 needed at least one cut before selling.

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.