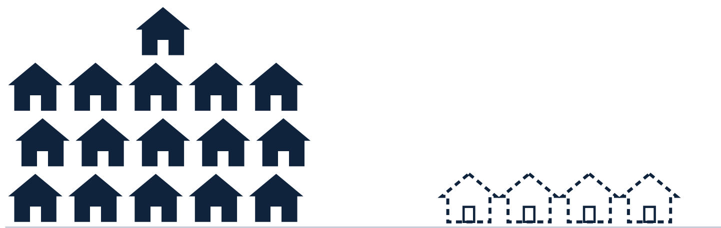
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Pinewild CC, Pinehurst

Pinewild CC: 1 in 5 Listings Didn't Sell This Year

In Pinewild CC, 60 of 77 listings closed over the last 12 months, and the typical sold home went for 98.5% of asking in just 13 days. But 17 listings didn't sell, up from a 9% rate the year before to 22% now, and homes priced right from day one sold in 8 days while the ones that needed price cuts sat for 47 days.



16 sold
out of every 20 listed

4 didn't
expired, withdrawn or canceled

77
homes finished on the market

13
median days to sell
from the first day listed

60
sold

98.5%
sold vs. first asking price

17 (22%)
didn't sell

$844,125
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 Outlined houses expired, were withdrawn or were canceled.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 $844,125 home, per month	
Mortgage (principal + interest)	$4,506
Property taxes	$208
Homeowners insurance	$250
Upkeep	$703
Utilities	$250
Total	**$5,920**

About $5,920 every month the home sits.

Listings that didn't sell stayed on the market a median of 85 days — roughly $16,500 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

8
median days to sell when priced right
37 homes that sold at 97%+ of first asking

47
median days when price cuts were needed
23 homes · sold for 93.5% of first asking

What this means if you're selling

- Homes priced right sold in 8 days at strong prices. Homes that needed cuts took 47 days and settled around 93.5% of asking.
- 1 in 5 listings in Pinewild CC didn't sell this year, up from 9% the year before. Sitting on the market too long is a real risk here.
- 20% of contracts fell apart before closing, most often inspection, appraisal or financing issues. Getting a home ready to withstand that scrutiny up front helps.
- If a contract does fall apart, re-selling takes real time. Listings that later sold after a fall-through took 147 days versus 12 days for a first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$500–750K	17	15	**12%**	10	100.0%
$750K–1M	35	28	**20%**	15	98.7%
$1M+	24	16	**33%**	25	97.1%

When contracts fall apart

20%
of contracts fell apart before closing
15 of about 75

67%
of those homes later sold

33%
never sold

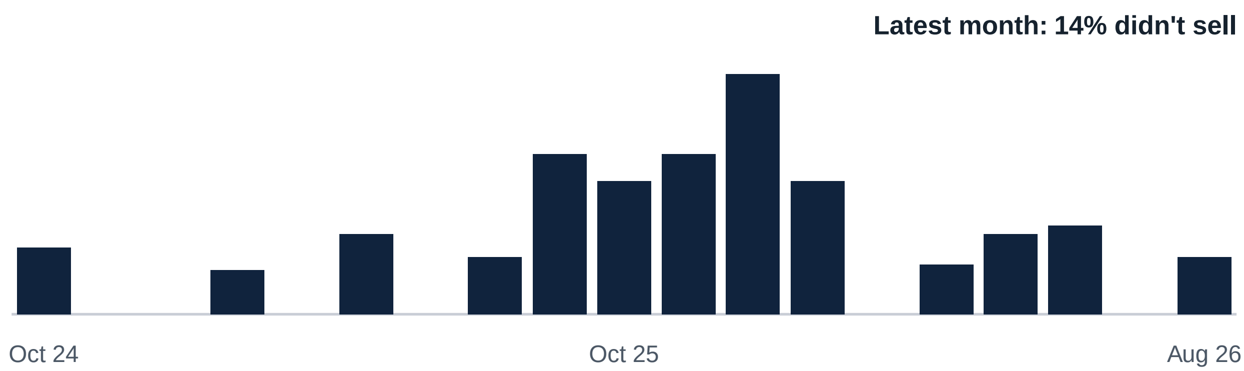
90.9%
sold vs. first ask after a fall-through
vs. 98.9% on the first contract

147
median days to sell after a fall-through
vs. 12 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 57% · VA 10% · FHA 0% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes that don't sell right away often sit a long time. Listings that never sold had a median of 85 days on market before giving up.
- 57% of buyers in Pinewild CC paid cash. 30% used conventional loans and 10% used VA financing.
- 60% of sold homes went for under the first asking price. There's real room to negotiate on the right listing.

Did you know?

- The median sold price in Pinewild CC was $844,125.
- On a home priced at $844,125 with a 7.03% rate, the estimated monthly carrying cost is about $5,920.
- Carrying an unsold home in Pinewild CC costs an estimated $16,500 while it sits on 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.