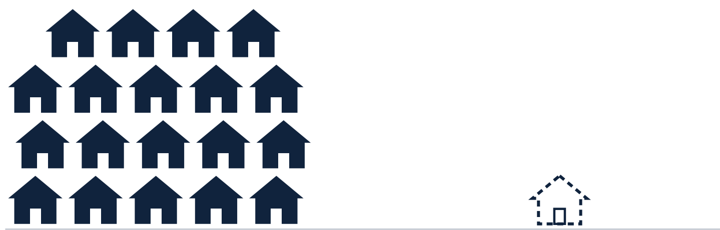
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Pinewood, Leland

In Pinewood, 1 in 22 homes listed didn't sell

In the last 12 months, 44 homes finished their time on the market in the Pinewood neighborhood in Leland: 42 sold and 2 did not — about 1 in 22. The ones that sold took a median of 99 days, counted from the first day listed, and closed at 94.4% of their first asking price.



19 sold
out of every 20 listed

1 didn't
expired, withdrawn or canceled

44
homes finished on the market

99
median days to sell
from the first day listed

42
sold

94.4%
sold vs. first asking price

2 (5%)
didn't sell

$387,285
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 Outlined houses expired, were withdrawn or were canceled.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 $387,285 home, per month	
Mortgage (principal + interest)	$2,051
Property taxes	$110
Homeowners insurance	$250
Upkeep	$323
Utilities	$250
Total	**$2,980**

About $2,980 every month the home sits.

Listings that didn't sell stayed on the market a median of 101 days — roughly $9,900 in holding costs, and the home still didn't sell.

An example, not a quote: 20% down, 30-year fixed at 6.95% (Freddie Mac average, 2026-09-17); Brunswick County rate 0.342 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

60
median days to sell when priced right
12 homes that sold at 97%+ of first asking

104
median days when price cuts were needed
30 homes · sold for 93.0% of first asking

What this means if you're selling

- Homes priced right from day one sold in a median of 60 days. Homes that needed price cuts took 104 days and sold for 93.0% of their first price.
- Waiting costs money. A $387,285 home runs about $2,980 a month to hold — roughly $9,900 over the time a typical unsold listing sat.
- About 1 in 15 contracts fell apart before closing. Homes that went back on the market sold for 93.2% of first asking, versus 94.5% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	14	12	**14%**	111	92.9%
$400–500K	30	30	**0%**	98	94.6%

When contracts fall apart

7%
of contracts fell apart before closing
3 of about 45

67%
of those homes later sold

33%
never sold

93.2%
sold vs. first ask after a fall-through
vs. 94.5% on the first contract

137
median days to sell after a fall-through
vs. 99 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 48% · cash 41% · VA 7% · FHA 5% · other 0%.

Share of listings that didn't sell, by month

Latest month: 0% didn't sell

What this means if you're buying

- 88% of homes sold below their first asking price — the first price is often a starting point.
- Homes that sit usually sit for a reason. Listings that didn't sell stayed on the market a median of 101 days.

Did you know?

- 41% of buyers paid cash, and 7% used VA loans.
- A year earlier, 5% of listings didn't sell; now it's 5%.
- When a contract fell apart, 33% of those homes never sold at all.

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.