Buddy Blake Team
Coldwell Banker Sea Coast Advantage

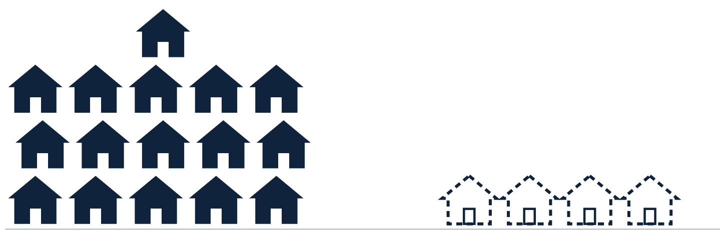
(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Seven Lakes West, West End

Seven Lakes West: Price It Right, Sell in 22 Days

In Seven Lakes West, homes priced right from the start sold in a typical 22 days. Wait too long to adjust, and it stretches to 95 days, and 1 in 5 listings didn't sell at all over the last 12 months. Median sold price was $615,000, at 96.7% of first asking price.



16 sold
out of every 20 listed

4 didn't
expired, withdrawn or canceled

87
homes finished on the market

55
median days to sell
from the first day listed

70
sold

96.7%
sold vs. first asking price

17 (20%)
didn't sell

$615,000
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 Outlined houses expired, were withdrawn or were canceled.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 $615,000 home, per month	
Mortgage (principal + interest)	$3,283
Property taxes	$151
Homeowners insurance	$250
Upkeep	$513
Utilities	$250
Total	**$4,450**

About $4,450 every month the home sits.

Listings that didn't sell stayed on the market a median of 210 days — roughly $30,700 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

22
median days to sell when priced right
33 homes that sold at 97%+ of first asking

95
median days when price cuts were needed
37 homes · sold for 92.7% of first asking

What this means if you're selling

- Price it right from day one: those homes sold in 22 days versus 95 days for ones that needed cuts.
- 1 in 5 listings in Seven Lakes West didn't sell over the last 12 months.
- Listings that never sold sat a median of 210 days and still needed a 3.2% price cut.
- Contracts fall apart 19% of the time, most often inspection, appraisal or financing issues. Most of those homes (69%) go on to sell later, but it takes a median of 113 days instead of 47.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$400–500K	12	11	**8%**	54	96.7%
$500–750K	41	30	**27%**	56	97.1%
$750K–1M	16	14	**13%**	43	99.9%
$1M+	13	11	**15%**	47	91.3%

When contracts fall apart

19%
of contracts fell apart before closing
16 of about 86

69%
of those homes later sold

25%
never sold

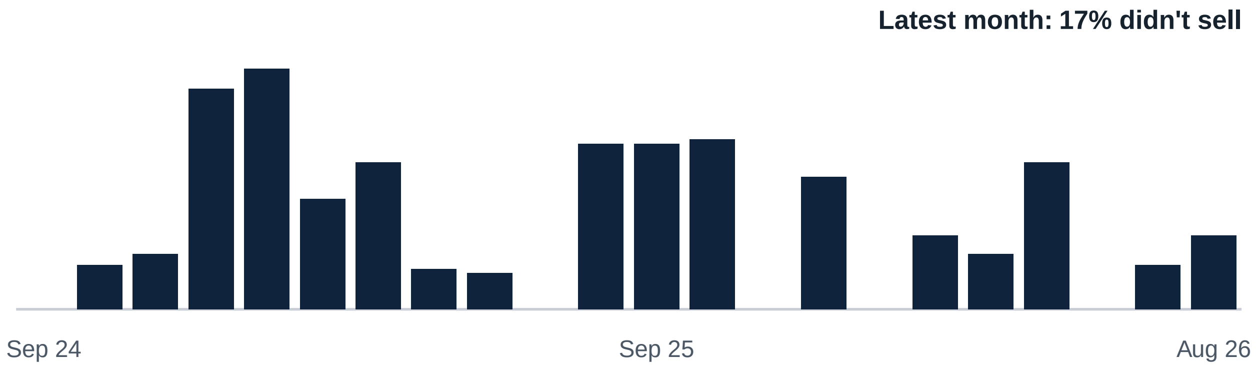
96.3%
sold vs. first ask after a fall-through
vs. 96.8% on the first contract

113
median days to sell after a fall-through
vs. 47 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 50% · cash 29% · VA 19% · FHA 3% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes in Seven Lakes West typically sold at 96.7% of asking price, and 76% sold below the first asking price.
- If a home has sat with a price cut already, there may be room to negotiate further.
- Financing mix: 50% conventional, 29% cash, 19% VA, 3% FHA.

Did you know?

- The typical Seven Lakes West home took 55 days to sell over the last 12 months.
- Carrying a typical $615,000 home costs an estimated $4,450 a month at a 7.03% mortgage rate, or about $30,700 while it sits unsold.
- When a contract falls apart, 25% of those listings never end up selling 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.