



MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Spring Hope

In Spring Hope, 1 in 3 Listings Didn't Sell

Over the last 12 months in Spring Hope, 89 listings ended and 56 sold, but 33 didn't sell — that's 1 in 3, up from 17% the year before. Homes priced right from the start sold in a median of 29 days, while ones that needed price cuts took 112 days and still sold for 94.4% of asking. Typical time to sell was 74 days, and the median sold price was \$357,400.



13 sold

out of every 20 listed



7 didn't

expired, withdrawn or canceled

89

homes finished on the market

56

sold

33 (37%)

didn't sell

74

median days to sell from the first day listed

97.6%

sold vs. first asking price

\$357,400

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 Outlined houses expired, were withdrawn or were canceled.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 \$357,400 home, per month

Mortgage (principal + interest)	\$1,908
Property taxes	\$188
Homeowners insurance	\$250
Upkeep	\$298
Utilities	\$250
Total	\$2,890

About \$2,890 every month the home sits.

Listings that didn't sell stayed on the market a median of 104 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 7.03% (Freddie Mac average, 2026-09-24); Nash County rate 0.63 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

29

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

112

median days when price cuts were needed
27 homes · sold for 94.4% of first asking



What this means if you're selling

- Homes priced right from day one sold in a median of 29 days. Those that needed cuts took 112 days and closed at 94.4% of asking, so price it right the first time.
- The \$300–400K range struggled most, with 44% not selling. Under \$300K did best, with only 27% not selling.
- 33 listings didn't sell in the last 12 months, and listings that never sold sat a median of 104 days before coming off the market.
- 22% of contracts fell apart, most often inspection, appraisal or financing issues. Homes that later re-sold took a median of 127 days and closed at 92.2% of asking, versus 98.3% on a first contract in 47 days — so be ready before you accept an offer.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under \$300K	26	19	27%	10	97.6%
\$300–400K	25	14	44%	124	95.2%
\$400–500K	26	18	31%	107	96.6%
\$500–750K	10	3	70%	120	100.0%

When contracts fall apart

22%

of contracts fell apart before closing
16 of about 72

56%

of those homes later sold

44%

never sold

92.2%

sold vs. first ask after a fall-through
vs. 98.3% on the first contract

127

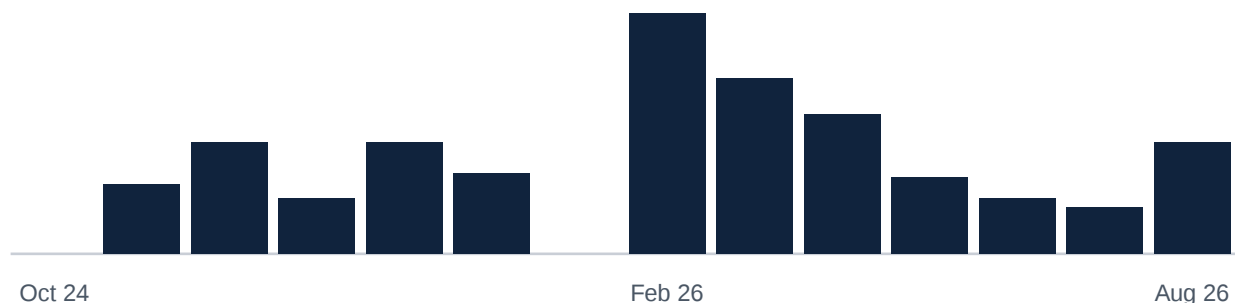
median days to sell after a fall-through
vs. 47 on the first contract

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 52% · cash 20% · VA 5% · FHA 20% · other 4%.

Share of listings that didn't sell, by month

Latest month: 40% didn't sell





What this means if you're buying

- 64% of homes in Spring Hope sold below the first asking price, and the typical sale was 97.6% of asking — there's room to negotiate.
- Homes that didn't sell sat a median of 104 days. If a listing has been up a while, that's a sign to talk price.
- Buyers are financing in a mix of ways: 52% conventional, 20% cash, 20% FHA, and 5% VA.

Did you know?

- The median sold price in Spring Hope over the last 12 months was \$357,400.
- At a 7.03% rate, the estimated monthly carrying cost on a typical home here is about \$2,890.
- A home that sits unsold costs an estimated \$9,900 in carrying costs while it waits.

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.