MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Tabor City

Tabor City: 1 in 3 Listings Didn't Sell This Year

In Tabor City, 26 of the last 85 listings didn't sell, and that rate has more than doubled from a year ago. Homes priced right from the start sold in 37 days, while ones that needed cuts sat 69 days and still closed lower.

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.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

57
median days to sell
from the first day listed

59
sold

92.9%
sold vs. first asking price

26 (31%)
didn't sell

$225,000
median sold price

What waiting costs

A typical $225,000 home, per month	
Mortgage (principal + interest)	$1,201
Property taxes	$151
Homeowners insurance	$250
Upkeep	$188
Utilities	$250
Total	**$2,040**

About $2,040 every month the home sits.

Listings that didn't sell stayed on the market a median of 205 days — roughly $13,700 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); Columbus County rate 0.805 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

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

69
median days when price cuts were needed
44 homes · sold for 90.4% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 37 days. Homes that needed cuts took 69 days and sold at 90.4% of asking instead of 94.8%.
- Waiting costs money. Listings that never sold sat a median of 205 days and still needed a 2.2% price cut.
- Contracts fall apart 30% of the time here, most often inspection, appraisal or financing issues. If yours does, know that homes that go back on the market and sell later still take a median of 180 days.
- Have your home ready to show and priced to match recent sales. Buyers are seeing 90% of homes sell below the first asking price.

When contracts fall apart

30%
of contracts fell apart before closing
25 of about 84

64%
of those homes later sold

32%
never sold

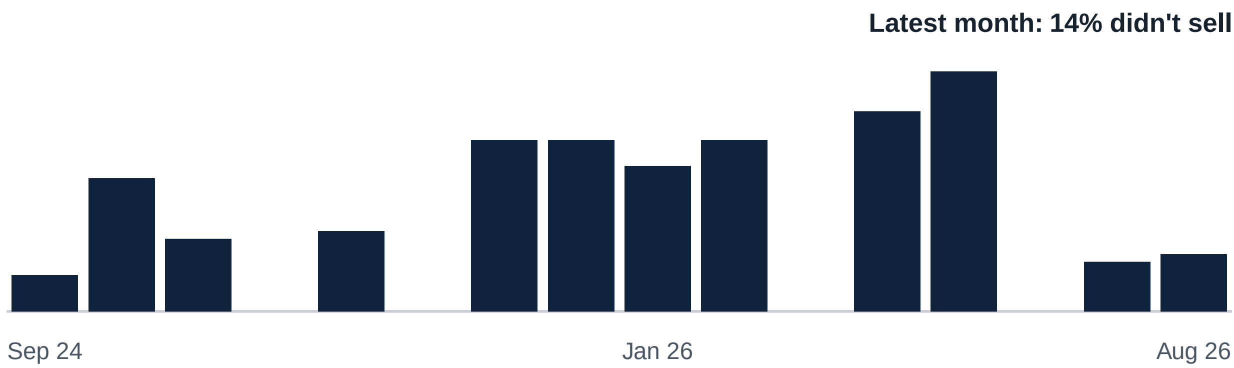
90.4%
sold vs. first ask after a fall-through
vs. 94.8% on the first contract

180
median days to sell after a fall-through
vs. 42 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 39% · cash 22% · VA 10% · FHA 24% · other 5%.

Share of listings that didn't sell, by month



What this means if you're buying

- There's real room to negotiate. The typical home sold at 92.9% of its first asking price, and 90% sold below that first ask.
- Homes that sit take a while. Listings that never sold sat a median of 205 days before coming off the market.
- Financing looks different for everyone. Recent buyers paid 22% cash, 39% conventional, 10% VA, and 24% FHA.

Did you know?

- The typical sold home in Tabor City went for $225,000.
- At a 7.03% rate, carrying an average $225,000 home runs about $2,040 a month, or an estimated $13,700 while it sits unsold.
- When a contract falls apart, 64% of those homes go on to sell later, but it takes a median of 180 days versus 42 days for a first contract that sticks.

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.