Buddy Blake Team
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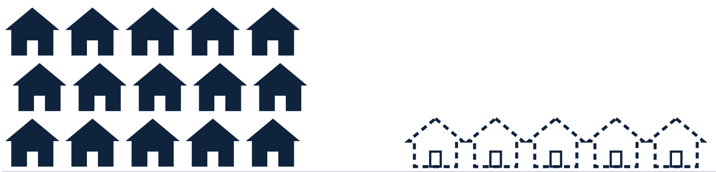
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Tarboro

Tarboro: 1 in 4 Listings Didn't Sell Last Year

In Tarboro, homes that were priced right from the start sold in 18 days. Homes that needed price cuts sat 63 days and still typically closed at 90.6% of asking. Over the last 12 months, 1 in 4 listings didn't sell at all.



15 sold
out of every 20 listed

5 didn't
expired, withdrawn or canceled

154
homes finished on the market

47
median days to sell
from the first day listed

113
sold

94.7%
sold vs. first asking price

41 (27%)
didn't sell

$214,992
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 Outlined houses expired, were withdrawn or were canceled.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 $214,992 home, per month	
Mortgage (principal + interest)	$1,148
Property taxes	$159
Homeowners insurance	$250
Upkeep	$179
Utilities	$250
Total	**$1,990**

About $1,990 every month the home sits.

Listings that didn't sell stayed on the market a median of 135 days — roughly $8,800 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); Edgecombe County rate 0.89 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

18
median days to sell when priced right
42 homes that sold at 97%+ of first asking

63
median days when price cuts were needed
71 homes · sold for 90.6% of first asking

What this means if you're selling

- Homes priced right from day one sold in 18 days, versus 63 days for ones that needed cuts.
- Listings that never sold sat a median 135 days and still needed a 5.0% price cut before giving up.
- 1 in 4 contracts fell apart after going under contract, most often inspection, appraisal or financing issues.
- If your contract falls apart, homes that later sold still got 95.9% of asking, so it's not the end of the road.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	125	95	**24%**	44	95.0%
$300–400K	15	12	**20%**	87	91.7%

When contracts fall apart

24%
of contracts fell apart before closing
36 of about 152

61%
of those homes later sold

33%
never sold

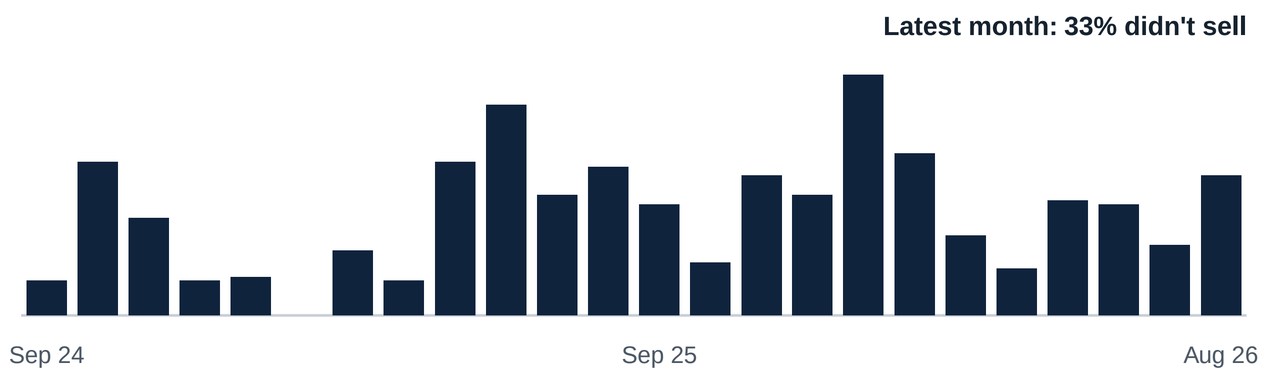
95.9%
sold vs. first ask after a fall-through
vs. 94.8% on the first contract

81
median days to sell after a fall-through
vs. 41 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 42% · cash 22% · VA 10% · FHA 21% · other 5%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes that didn't sell first time around typically had price cuts of 5.0%, so there's room to negotiate on longer-sitting listings.
- Typical time to sell in Tarboro is 47 days, so patience pays if a home has been sitting.
- 42% of buyers used conventional financing, 22% paid cash, 21% used FHA, and 10% used VA.

Did you know?

- The median sold price in Tarboro is $214,992.
- At today's 7.03% rate, carrying a typical Tarboro home runs about $1,990 a month.
- A home that sits unsold for the typical extra stretch costs an estimated $8,800 more in carrying costs.

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.