MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Tooley Harbor, Elizabeth City

Tooley Harbor: Nearly Half of Listings Didn't Sell

In Tooley Harbor, 67 homes wrapped up over the last 12 months, and 38 of them sold. The typical seller who priced it right sold in 56 days, but homes that needed price cuts took 106 days and 29 listings never sold at all, sitting a median of 200 days before their owners gave up.

11 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

67
homes finished on the market

59
median days to sell
from the first day listed

38
sold

99.1%
sold vs. first asking price

29 (43%)
didn't sell

$427,990
median sold price

What waiting costs

A typical $427,990 home, per month	
Mortgage (principal + interest)	$2,285
Property taxes	$221
Homeowners insurance	$250
Upkeep	$357
Utilities	$250
Total	**$3,360**

About $3,360 every month the home sits.

Listings that didn't sell stayed on the market a median of 200 days — roughly $22,100 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); Pasquotank County rate 0.62 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

56
median days to sell when priced right
29 homes that sold at 97%+ of first asking

106
median days when price cuts were needed
9 homes · sold for 95.4% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 56 days. Homes that needed cuts took 106 days and still only fetched 95.4% of asking.
- 43% of listings in Tooley Harbor didn't sell this year. That's about 1 in 2.
- Contracts fall apart 12% of the time here, most often inspection, appraisal or financing issues. Most of those homes (80%) do sell later, but it takes another 159 days.
- Waiting costs money. An estimated 200-day sit on an unsold listing adds up to about $22,100 in carrying costs on a typical home here.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	12	11	**8%**	42	97.5%
$400–500K	38	17	**55%**	113	100.0%
$500–750K	15	9	**40%**	2	100.0%

When contracts fall apart

12%
of contracts fell apart before closing
5 of about 43

80%
of those homes later sold

20%
never sold

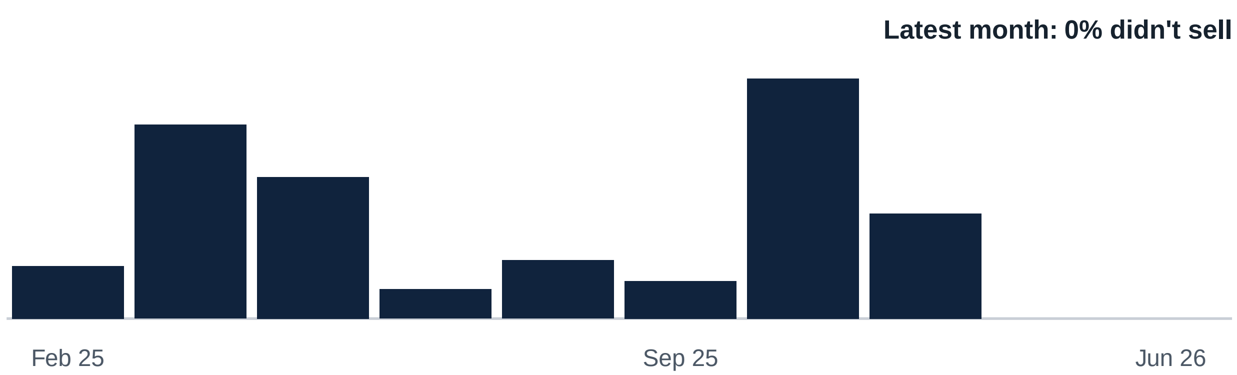
96.4%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

159
median days to sell after a fall-through
vs. 50 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 13% · cash 5% · VA 61% · FHA 21% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes are selling at 99.1% of first asking price typically, and 53% of sales close below that first ask. There's room to negotiate.
- If a listing has sat a while, ask why. Homes that needed price cuts took 106 days to sell versus 56 days for correctly priced ones.
- Most buyers here are using VA loans (61%), with FHA at 21%, conventional at 13%, and 5% paying cash.

Did you know?

- The typical sold home in Tooley Harbor went for $427,990.
- At a 7.03% mortgage rate, the estimated monthly carrying cost on a $427,990 home is about $3,360.
- When a first contract holds, homes sell at 100.0% of asking. When it falls apart and the home sells later, it settles for 96.4%.

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.