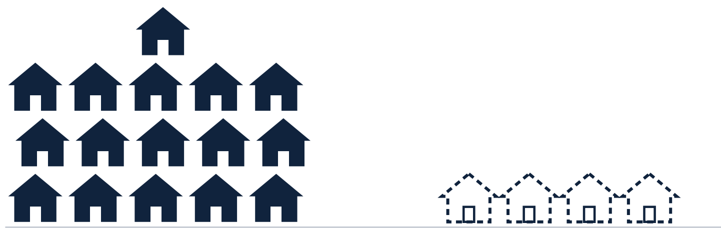
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Trent Woods

Trent Woods: 1 in 5 Listings Didn't Sell This Year

In Trent Woods, homes that were priced right sold in 7 days. Homes that needed a price cut took 45 days and still sold for less, and 1 in 5 listings didn't sell at all. The typical home sold for $427,500, at 95.3% of first asking price.



16 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

72
homes finished on the market

34
median days to sell
from the first day listed

56
sold

95.3%
sold vs. first asking price

16 (22%)
didn't sell

$427,500
median sold price

What waiting costs

A typical $427,500 home, per month	
Mortgage (principal + interest)	$2,282
Property taxes	$158
Homeowners insurance	$250
Upkeep	$356
Utilities	$250
Total	**$3,300**

About $3,300 every month the home sits.

Listings that didn't sell stayed on the market a median of 104 days — roughly $11,200 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); Craven County rate 0.4448 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

7
median days to sell when priced right
18 homes that sold at 97%+ of first asking

45
median days when price cuts were needed
38 homes · sold for 93.1% of first asking

What this means if you're selling

- Price it right from day one - listings priced correctly moved in 7 days, versus 45 days for ones that needed a cut
- Homes needing price cuts still sold for less, 93.1% of asking, so getting the price right matters more than a later reduction
- 22% of listings didn't sell in the last 12 months, up from 14% the year before
- If a contract falls apart, most homes that sell later still get 95.4% of asking - but it takes 78 more days, so be ready to relist quickly. Contracts fall apart most often over inspection, appraisal or financing issues

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	16	12	**25%**	12	97.5%
$400–500K	18	14	**22%**	59	93.8%
$500–750K	15	12	**20%**	17	95.5%
$750K–1M	10	9	**10%**	46	94.5%

When contracts fall apart

24%
of contracts fell apart before closing
18 of about 74

61%
of those homes later sold

28%
never sold

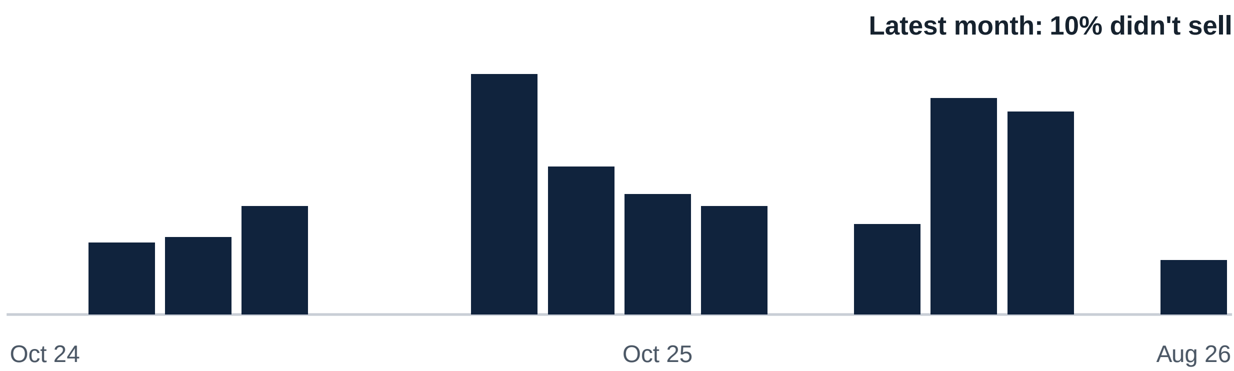
95.4%
sold vs. first ask after a fall-through
vs. 95.2% on the first contract

78
median days to sell after a fall-through
vs. 27 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 38% · VA 9% · FHA 4% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- 79% of homes in Trent Woods sold below the first asking price, so there's usually room to negotiate
- Homes that sat needed a median price cut of 4.4% and still took 104 days to end without selling, so a stale listing can be a sign to make an offer
- 38% of recent buyers paid cash, 50% used conventional financing, and smaller shares used VA or FHA loans

Did you know?

- At $427,500 and today's 7.03% mortgage rate, the estimated monthly carrying cost on a typical home here is about $3,300
- Homes that sit unsold for months carry an estimated extra cost of about $11,200 before they finally sell or get pulled
- 1 in 4 contracts in Trent Woods fell apart in the last 12 months before closing

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.