Buddy Blake Team
Coldwell Banker Sea Coast Advantage

(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Unit 1, Pinehurst

In Unit 1, 1 in 4 Listings Didn't Sell This Year

Over the last 12 months in the Unit 1 neighborhood in Pinehurst, 46 listings ended and 35 sold. The typical home that sold went for 96.9% of first asking price in 33 days, but homes priced right from day one sold in just 9 days, while ones that needed price cuts took 56 days and still sold for only 93.8% of ask.

15 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

46
homes finished on the market

33
median days to sell
from the first day listed

35
sold

96.9%
sold vs. first asking price

11 (24%)
didn't sell

$575,000
median sold price

What waiting costs

A typical $575,000 home, per month	
Mortgage (principal + interest)	$3,070
Property taxes	$141
Homeowners insurance	$250
Upkeep	$479
Utilities	$250
Total	**$4,190**

About $4,190 every month the home sits.

Listings that didn't sell stayed on the market a median of 184 days — roughly $25,400 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); Moore County rate 0.295 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

9
median days to sell when priced right
17 homes that sold at 97%+ of first asking

56
median days when price cuts were needed
18 homes · sold for 93.8% of first asking

What this means if you're selling

- Price it right from day one — those homes sold in 9 days versus 56 days for ones that needed cuts.
- 24% of listings in Unit 1 didn't sell at all this year, up from 19% the year before.
- Homes that sat and never sold had a median of 184 days on market.
- 1 in 5 contracts fell apart before closing — most often inspection, appraisal or financing issues in general industry experience — so be ready with paperwork and flexibility.

When contracts fall apart

22%
of contracts fell apart before closing
10 of about 45

30%
of those homes later sold

70%
never sold

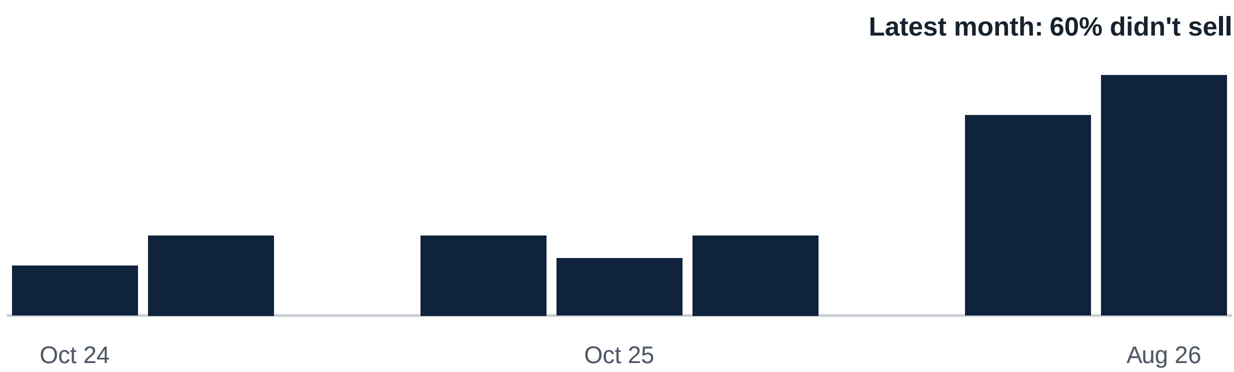
89.7%
sold vs. first ask after a fall-through
vs. 97.1% on the first contract

71
median days to sell after a fall-through
vs. 30 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 60% · cash 23% · VA 14% · FHA 0% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- 80% of homes in Unit 1 sold below the first asking price, so there's room to negotiate.
- If a contract falls through, the home often takes another 71 days to sell and 70% never sell at all.
- Most buyers here used conventional financing (60%), with 23% paying cash and 14% using VA loans.

Did you know?

- The median sold price in Unit 1 was $575,000 over the last 12 months.
- At a 7.03% mortgage rate, the estimated monthly carrying cost on a $575,000 home is about $4,190.
- A home that sits unsold for a typical stretch can cost an estimated $25,400 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.