



MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Vass

1 in 4 Vass Listings Didn't Sell Last Year

In Vass, 176 out of 229 listings sold over the last 12 months, and 53 didn't sell. Homes priced right from day one sold in a typical 39 days, while ones that needed price cuts took 119 days and still sold for less.



15 sold

out of every 20 listed



5 didn't

expired, withdrawn or canceled

229

homes finished on the market

176

sold

53 (23%)

didn't sell

81

median days to sell from the first day listed

98.5%

sold vs. first asking price

\$390,000

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 Outlined houses expired, were withdrawn or were canceled.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 \$390,000 home, per month

Mortgage (principal + interest)	\$2,082
Property taxes	\$96
Homeowners insurance	\$250
Upkeep	\$325
Utilities	\$250
Total	\$3,000

About \$3,000 every month the home sits.

Listings that didn't sell stayed on the market a median of 129 days — roughly \$12,700 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); 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

39

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

119

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



What this means if you're selling

- Price it right from day one: pricedright listings sold in 39 days, versus 119 days for ones that needed cuts
- The \$400–500K range struggled most, with a 23% didn't-sell rate, while listings under \$300K did best at 7%
- Waiting has a cost: estimated carrying costs run about \$12,700 while a home sits unsold at \$3,000 a month
- 11% of contracts fell apart in Vass, most often inspection, appraisal or financing issues industry-wide; be ready with paperwork and repairs lined up

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under \$300K	27	25	7%	13	100.0%
\$300–400K	79	63	20%	80	98.1%
\$400–500K	83	64	23%	108	98.6%
\$500–750K	17	14	18%	28	98.6%
\$1M+	14	7	50%	99	92.4%

When contracts fall apart

11%

of contracts fell apart before closing
22 of about 198

64%

of those homes later sold

27%

never sold

96.0%

sold vs. first ask after a fall-through
vs. 98.7% on the first contract

204

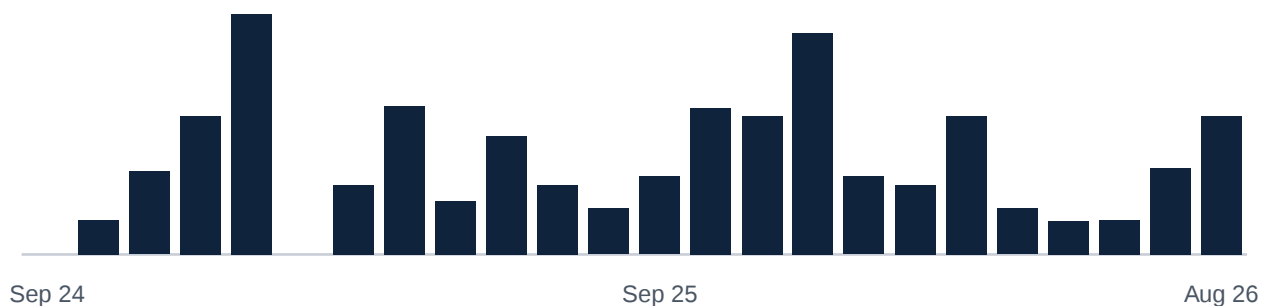
median days to sell after a fall-through
vs. 80 on the first contract

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 22% · cash 11% · VA 60% · FHA 5% · other 2%.

Share of listings that didn't sell, by month

Latest month: 33% didn't sell





Did you know?

- Listings that never sold in Vass sat for a median of 129 days before coming off the market
- When a contract fell apart, 64% of those homes went on to sell later, at a typical 96.0% of asking price
- Contracts fell apart on 1 in 9 Vass listings over the last 12 months

Neighborhoods in Vass

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Woodlake	91	64	30%	72	97.9%

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.