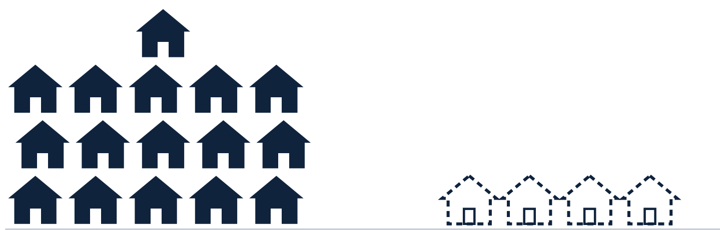
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Village Acres, Pinehurst

In Village Acres, 1 in 5 Listings Didn't Sell

Over the last 12 months in Village Acres, 64 listings ended and 50 sold, but 14 didn't sell — that's 1 in 5. Homes priced right from the start sold in 9 days, while the ones that needed price cuts sat for 80 days before finding a buyer.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

64
homes finished on the market

34
median days to sell
from the first day listed

50
sold

97.0%
sold vs. first asking price

14 (22%)
didn't sell

$417,500
median sold price

What waiting costs

A typical $417,500 home, per month	
Mortgage (principal + interest)	$2,229
Property taxes	$103
Homeowners insurance	$250
Upkeep	$348
Utilities	$250
Total	**$3,180**

About $3,180 every month the home sits.

Listings that didn't sell stayed on the market a median of 81 days — roughly $8,500 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
25 homes that sold at 97%+ of first asking

80
median days when price cuts were needed
25 homes · sold for 92.9% of first asking

What this means if you're selling

- Price it right from day one: listings priced correctly sold in 9 days versus 80 days for ones that needed cuts
- Homes that needed price cuts still sold, but only at 92.9% of asking
- 9% of contracts fell apart before closing — most often inspection, appraisal or financing issues in general industry experience
- If your contract falls apart, most homes still go on to sell later, but it can add real time on market

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	18	15	**17%**	28	97.2%
$400–500K	31	23	**26%**	44	96.6%
$500–750K	14	11	**21%**	67	96.2%

When contracts fall apart

9%
of contracts fell apart before closing
5 of about 55

80%
of those homes later sold

20%
never sold

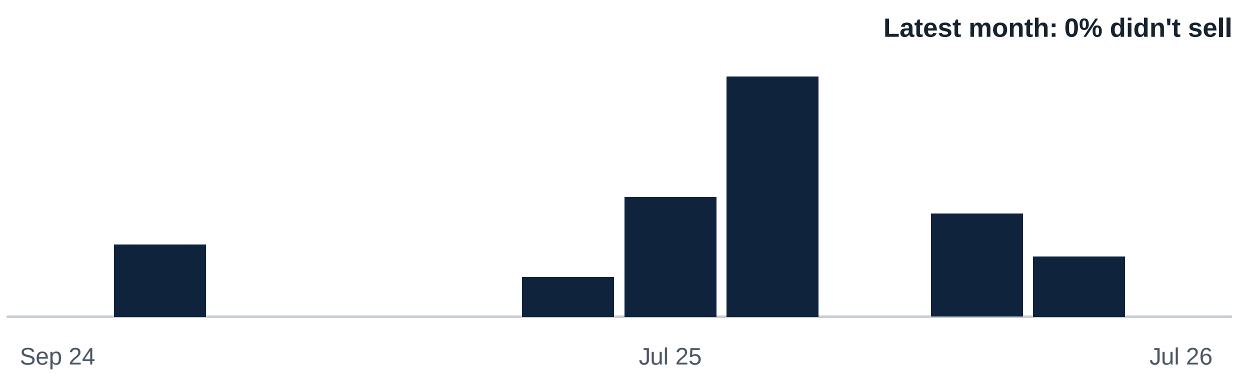
93.9%
sold vs. first ask after a fall-through
vs. 97.2% on the first contract

88
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 30% · cash 16% · VA 38% · FHA 8% · other 8%.

Share of listings that didn't sell, by month



What this means if you're buying

- 72% of homes in Village Acres sold below the first asking price, so there's room to negotiate
- Homes that sit past the first month often come with price cuts of 2.0%
- Buyers are financing in different ways: 38% VA, 30% conventional, 16% cash, 8% FHA

Did you know?

- The typical home in Village Acres sold at 97.0% of its first asking price
- Listings that didn't sell sat for a median of 81 days before coming off the market
- At the median price of $417,500 with a 7.03% rate, estimated monthly carrying cost runs about $3,180

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.