Buddy Blake Team
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MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Washington

In Washington, 1 in 3 Listings Didn't Sell

Over the last 12 months in Washington, 219 of 312 listings sold and 93 didn't, a 30% didn't-sell rate, up from 23% the year before. Homes priced right from day one sold in a median of 13 days, while those needing price cuts sat a median of 82 days before finding a buyer.

14 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

312
homes finished on the market

34
median days to sell
from the first day listed

219
sold

95.9%
sold vs. first asking price

93 (30%)
didn't sell

$298,000
median sold price

What waiting costs

A typical $298,000 home, per month	
Mortgage (principal + interest)	$1,591
Property taxes	$111
Homeowners insurance	$250
Upkeep	$248
Utilities	$250
Total	**$2,450**

About $2,450 every month the home sits.

Listings that didn't sell stayed on the market a median of 160 days — roughly $12,900 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); Beaufort County rate 0.445 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

13
median days to sell when priced right
88 homes that sold at 97%+ of first asking

82
median days when price cuts were needed
131 homes · sold for 90.8% of first asking

What this means if you're selling

- Price it right at listing: homes priced right sold in 13 days versus 82 days for those needing cuts
- The $500-750K range struggled most, with a 41% didn't-sell rate, while Under $300K did best at 19%
- 19% of contracts fell apart before closing, most often inspection, appraisal or financing issues in general industry experience
- Homes that never sold sat a median of 160 days and still needed a 2.9% price cut

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	124	100	**19%**	29	96.0%
$300–400K	77	50	**35%**	35	96.7%
$400–500K	43	30	**30%**	44	94.4%
$500–750K	42	25	**41%**	68	95.9%
$750K–1M	16	9	**44%**	100	95.4%
$1M+	10	5	**50%**	64	93.2%

When contracts fall apart

19%
of contracts fell apart before closing
53 of about 275

60%
of those homes later sold

38%
never sold

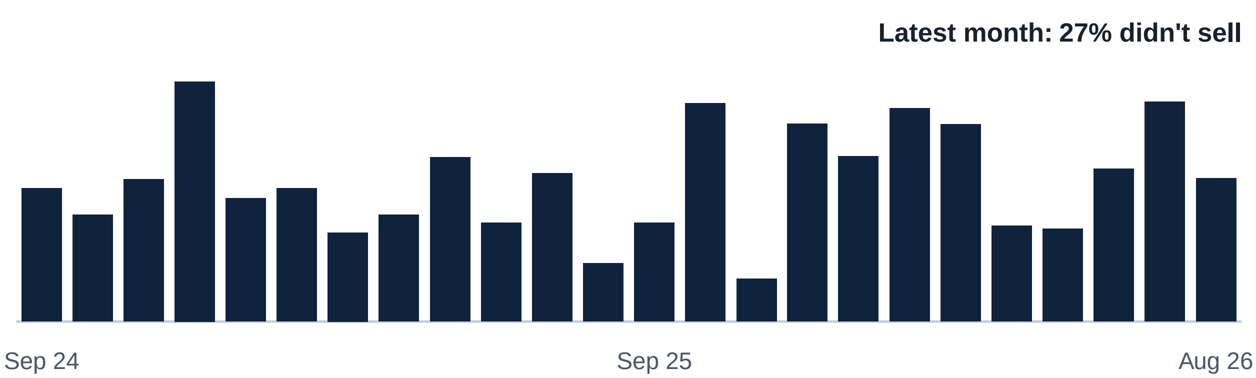
89.4%
sold vs. first ask after a fall-through
vs. 96.2% on the first contract

112
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 32% · VA 9% · FHA 8% · other 1%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical sold price was $298,000, at 95.9% of first asking price, and 77% of homes sold below that first ask
- Listings needing price cuts still sold, at a median 90.8% of ask, so there's room to negotiate
- Buyers paid in a mix of ways: 50% conventional loans, 32% cash, 9% VA, 8% FHA

Did you know?

- Typical time to sell in Washington was 34 days
- If a contract fell apart, homes that later sold took a median of 112 days to close, compared to 27 days on the first contract
- At a 7.03% mortgage rate, carrying a typical $298,000 home runs about $2,450 a month, or an estimated $12,900 while it sits unsold

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.