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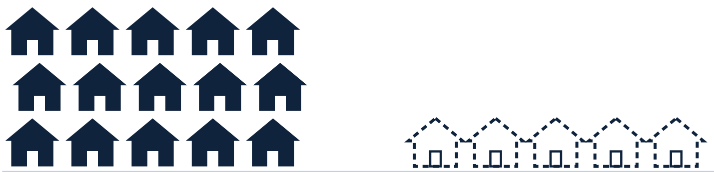
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Whispering Pines

In Whispering Pines, 1 in 4 Listings Didn't Sell

Over the last 12 months, 117 homes in Whispering Pines ended, and 90 of those sold. The typical seller who priced it right sold in 12 days, but homes that needed price cuts sat for 70 days and still only brought 93.2% of asking.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

117
homes finished on the market

21
median days to sell
from the first day listed

90
sold

98.1%
sold vs. first asking price

27 (23%)
didn't sell

$516,000
median sold price

What waiting costs

A typical $516,000 home, per month	
Mortgage (principal + interest)	$2,755
Property taxes	$127
Homeowners insurance	$250
Upkeep	$430
Utilities	$250
Total	**$3,810**

About $3,810 every month the home sits.

Listings that didn't sell stayed on the market a median of 111 days — roughly $13,900 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); 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

12
median days to sell when priced right
58 homes that sold at 97%+ of first asking

70
median days when price cuts were needed
32 homes · sold for 93.2% of first asking

What this means if you're selling

- Homes priced right from day one sold in 12 days and got 58 of them done that way.
- The $500–750K range struggled most, with a 26% didn't-sell rate.
- Waiting to cut the price cost time: listings that never sold sat a median of 111 days with a 6.3% median price cut.
- 14% of contracts fell apart, most often inspection, appraisal or financing issues. Homes that went back on the market took a median of 89 days to sell the second time, at 95.7% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	17	12	**29%**	8	100.0%
$400–500K	39	31	**21%**	19	97.7%
$500–750K	46	34	**26%**	29	98.6%
$750K–1M	12	10	**17%**	62	98.8%

When contracts fall apart

14%
of contracts fell apart before closing
15 of about 105

53%
of those homes later sold

47%
never sold

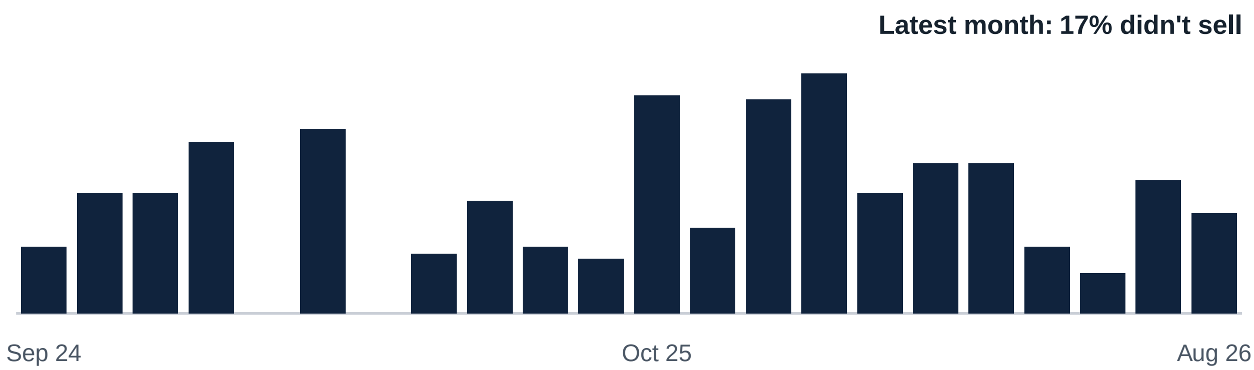
95.7%
sold vs. first ask after a fall-through
vs. 98.6% on the first contract

89
median days to sell after a fall-through
vs. 19 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 34% · cash 19% · VA 39% · FHA 3% · other 4%.

Share of listings that didn't sell, by month



What this means if you're buying

- 23% of listings in Whispering Pines didn't sell this year, so there's room to negotiate on homes that sit.
- Typical sold price is $516,000, and the typical sale closes at 98.1% of the first asking price.
- Buyers here are financing in different ways: 39% VA, 34% conventional, 19% cash, and 3% FHA.

Did you know?

- The didn't-sell rate jumped from 15% a year ago to 23% now.
- At a $516,000 example price and a 7.03% mortgage rate, the estimated monthly carrying cost is about $3,810.
- A home that sits unsold can rack up an estimated $13,900 in carrying costs.

Neighborhoods in Whispering Pines

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Whispering Pines	50	37	**26%**	19	97.7%

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.