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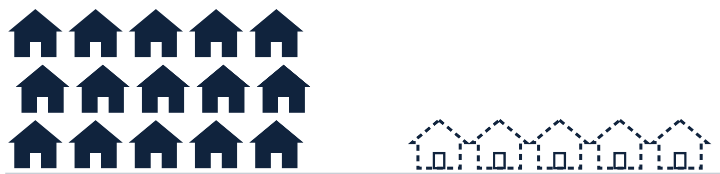
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Whispering Pines, Whispering Pines

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

Over the last 12 months in the Whispering Pines neighborhood in Whispering Pines, 37 of 50 listings sold and 13 didn't. Homes priced right from the start sold in 13 days, while ones that needed price cuts sat 68 days and still had to come down 93.3% on the price. Median sold price came in at $476,000, with typical sellers landing 97.7% of first asking price.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

50
homes finished on the market

19
median days to sell
from the first day listed

37
sold

97.7%
sold vs. first asking price

13 (26%)
didn't sell

$476,000
median sold price

What waiting costs

A typical $476,000 home, per month	
Mortgage (principal + interest)	$2,541
Property taxes	$117
Homeowners insurance	$250
Upkeep	$397
Utilities	$250
Total	**$3,550**

About $3,550 every month the home sits.

Listings that didn't sell stayed on the market a median of 85 days — roughly $9,900 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

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

68
median days when price cuts were needed
15 homes · sold for 93.3% of first asking

What this means if you're selling

- Price it right from day one. Homes priced right sold in 13 days. Homes that needed cuts took 68 days and sold for 93.3% of asking.
- 26% of listings in Whispering Pines didn't sell this year, up from 20% the year before. That's 1 in 4.
- Waiting costs money. Listings that never sold sat a median of 85 days and still cut price by 2.8%.
- 18% of contracts fell apart, about 1 in 6. Most often this comes down to inspection, appraisal or financing issues. Homes that go back on the market after a fallen contract take a median of 49 days to sell again, and only half of them sell at all.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$400–500K	21	14	**33%**	16	97.6%
$500–750K	14	10	**29%**	20	97.5%

When contracts fall apart

18%
of contracts fell apart before closing
8 of about 45

50%
of those homes later sold

50%
never sold

97.7%
sold vs. first ask after a fall-through
vs. 97.7% on the first contract

49
median days to sell after a fall-through
vs. 16 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 24% · VA 38% · FHA 3% · other 5%.

Share of listings that didn't sell, by month

Latest month: 17% didn't sell

What this means if you're buying

- Typical sellers are getting 97.7% of asking, but 68% of homes in Whispering Pines sold below the first asking price. There's room to negotiate.
- Homes that sit past the first few weeks often come with price cuts. Listings needing a cut averaged 68 days on market before selling.
- Buyers here are paying a mix of ways: 38% VA, 30% conventional, 24% cash, and 3% FHA.

Did you know?

- A typical home in Whispering Pines, priced around $476,000 with today's 7.03% mortgage rate, runs about $3,550 a month to carry.
- A home that sits unsold costs an estimated $9,900 in carrying costs while it waits.
- First-contract sales in Whispering Pines close in a median of 16 days and sell at 97.7% of asking, compared to 49 days and the same 97.7% for homes that had to go back on market.

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.