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MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Winterville

Winterville Homes Sell in 29 Days When Priced Right

Over the last 12 months in Winterville, 556 of 618 listings sold, and typical time to sell was 29 days. Homes priced right from the start sold in 20 days, but the ones that needed price cuts took 68 days and still closed for less.

18 sold
out of every 20 listed

2 didn't
expired, withdrawn or canceled

618
homes finished on the market

29
median days to sell
from the first day listed

556
sold

98.8%
sold vs. first asking price

62 (10%)
didn't sell

$322,000
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 Outlined houses expired, were withdrawn or were canceled.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 $322,000 home, per month	
Mortgage (principal + interest)	$1,719
Property taxes	$152
Homeowners insurance	$250
Upkeep	$268
Utilities	$250
Total	**$2,640**

About $2,640 every month the home sits.

Listings that didn't sell stayed on the market a median of 94 days — roughly $8,200 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); Pitt County rate 0.5663 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

20
median days to sell when priced right
385 homes that sold at 97%+ of first asking

68
median days when price cuts were needed
171 homes · sold for 93.9% of first asking

What this means if you're selling

- Price it right from day one: homes that sold fast (20 days) skipped the price cuts entirely, while 171 listings needed cuts and took 68 days to sell at 93.9% of asking
- The $500-750K range struggled most, with a 13% did-not-sell rate, while $300-400K homes did best at only 7%
- 1 in 10 Winterville listings didn't sell this year, down from 12% the year before
- If a contract falls apart, most often it's inspection, appraisal or financing issues. 80% of those homes went on to sell later, but it took 92 more days and typically at a lower 95.9% of asking versus 99.0% for first contracts

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	243	215	**12%**	22	98.6%
$300–400K	232	215	**7%**	35	98.6%
$400–500K	84	75	**11%**	40	98.6%
$500–750K	56	49	**13%**	29	100.0%

When contracts fall apart

13%
of contracts fell apart before closing
83 of about 642

80%
of those homes later sold

16%
never sold

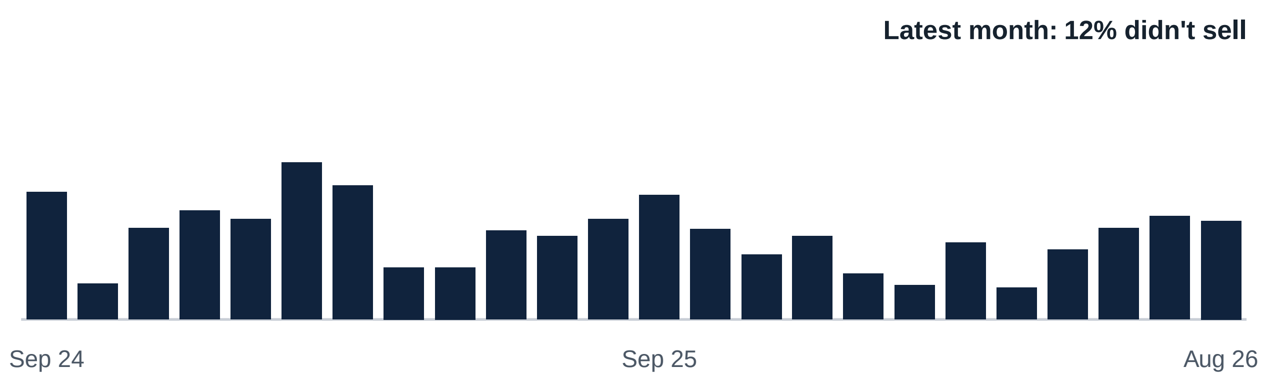
95.9%
sold vs. first ask after a fall-through
vs. 99.0% on the first contract

92
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 51% · cash 19% · VA 8% · FHA 18% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- 62% of Winterville buyers paid below the first asking price, so there's room to negotiate
- Homes that sat needed a median 1.4% price cut before finally selling, and sat for 94 days on average
- Financing mix: 51% conventional loans, 19% cash, 18% FHA, and 8% VA

Did you know?

- The typical Winterville home sold for $322,000, closing at 98.8% of the first asking price
- On a home priced at $322,000 with a 7.03% mortgage rate, estimated monthly carrying cost runs about $2,640, versus an estimated $8,200 in carrying costs while a home sits unsold
- About 1 in 8 Winterville contracts fell apart before closing, most often from inspection, appraisal or financing issues

Neighborhoods in Winterville

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Ridgewood Farms	83	81	**2%**	94	98.9%

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.