Buddy Blake Team
Coldwell Banker Sea Coast Advantage

(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Woodlake, Vass

In Woodlake, 1 in 3 Listings Didn't Sell This Year

Over the last 12 months in the Woodlake neighborhood in Vass, 91 listings ended and 64 sold. Typical sale took 72 days and closed at 97.9% of the first asking price. Homes priced right from the start sold in 23 days, while ones that needed price cuts sat for 114 days.

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

91
homes finished on the market

72
median days to sell
from the first day listed

64
sold

97.9%
sold vs. first asking price

27 (30%)
didn't sell

$394,500
median sold price

What waiting costs

A typical $394,500 home, per month	
Mortgage (principal + interest)	$2,106
Property taxes	$97
Homeowners insurance	$250
Upkeep	$329
Utilities	$250
Total	**$3,030**

About $3,030 every month the home sits.

Listings that didn't sell stayed on the market a median of 193 days — roughly $19,200 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); 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

23
median days to sell when priced right
36 homes that sold at 97%+ of first asking

114
median days when price cuts were needed
28 homes · sold for 93.8% of first asking

What this means if you're selling

- Price it right from day one: right-priced homes sold in 23 days, others took 114 days
- The $400-500K range struggled most, with a 36% did-not-sell rate
- 10% of contracts fell apart before closing, most often inspection, appraisal or financing issues
- Homes that never sold sat a median of 193 days and still needed a 3.1% price cut

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	31	22	**29%**	70	97.9%
$400–500K	36	23	**36%**	89	99.1%
$500–750K	10	8	**20%**	28	98.5%

When contracts fall apart

10%
of contracts fell apart before closing
7 of about 71

29%
of those homes later sold

57%
never sold

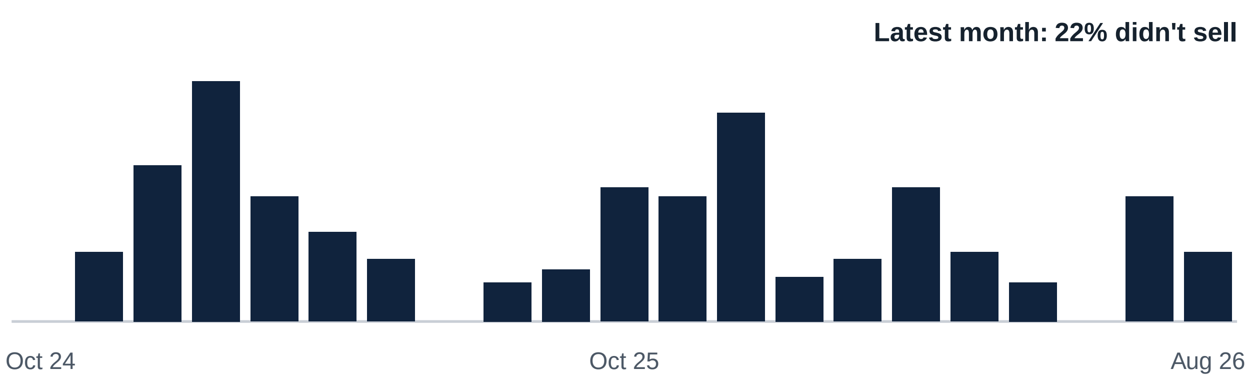
88.5%
sold vs. first ask after a fall-through
vs. 98.3% on the first contract

286
median days to sell after a fall-through
vs. 70 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 20% · cash 20% · VA 53% · FHA 3% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sold at 97.9% of first asking price, and 66% sold below that first ask
- Homes that don't sell in Woodlake sit a median of 193 days, so slow listings can mean room to talk price
- Most buyers used VA loans (53%), with cash and conventional each at 20%

Did you know?

- Owning a typical $394,500 home in Woodlake right now runs about $3,030 a month at a 7.03% rate
- If a home sits unsold, that's an estimated $19,200 in carrying costs while it waits
- If a contract falls apart, homes that do sell later average only 88.5% of asking, versus 98.3% for homes that sell on the first contract

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.