Buddy Blake Team
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MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Wyndwater, Hampstead

In Wyndwater, 1 in 3 homes listed didn't sell

In the last 12 months, 64 homes finished their time on the market in the Wyndwater neighborhood in Hampstead: 40 sold and 24 did not — about 1 in 3. The ones that sold took a median of 58 days, counted from the first day listed, and closed at 99.4% of their first asking price.

12 sold
out of every 20 listed

8 didn't
expired, withdrawn or canceled

64
homes finished on the market

58
median days to sell
from the first day listed

40
sold

99.4%
sold vs. first asking price

24 (38%)
didn't sell

$582,500
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 Outlined houses expired, were withdrawn or were canceled.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 $582,500 home, per month	
Mortgage (principal + interest)	$3,085
Property taxes	$358
Homeowners insurance	$250
Upkeep	$485
Utilities	$250
Total	**$4,430**

About $4,430 every month the home sits.

Listings that didn't sell stayed on the market a median of 175 days — roughly $25,500 in holding costs, and the home still didn't sell.

An example, not a quote: 20% down, 30-year fixed at 6.95% (Freddie Mac average, 2026-09-17); Pender County rate 0.7375 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

40
median days to sell when priced right
28 homes that sold at 97%+ of first asking

71
median days when price cuts were needed
12 homes · sold for 93.4% of first asking

What this means if you're selling

- Homes priced right from day one sold in a median of 40 days. Homes that needed price cuts took 71 days and sold for 93.4% of their first price.
- Waiting costs money. A $582,500 home runs about $4,430 a month to hold — roughly $25,500 over the time a typical unsold listing sat.
- About 1 in 11 contracts fell apart before closing. Homes that went back on the market sold for 100.0% of first asking, versus 99.4% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$400–500K	10	7	**30%**	36	97.9%
$500–750K	51	30	**41%**	63	99.5%

When contracts fall apart

9%
of contracts fell apart before closing
4 of about 45

75%
of those homes later sold

25%
never sold

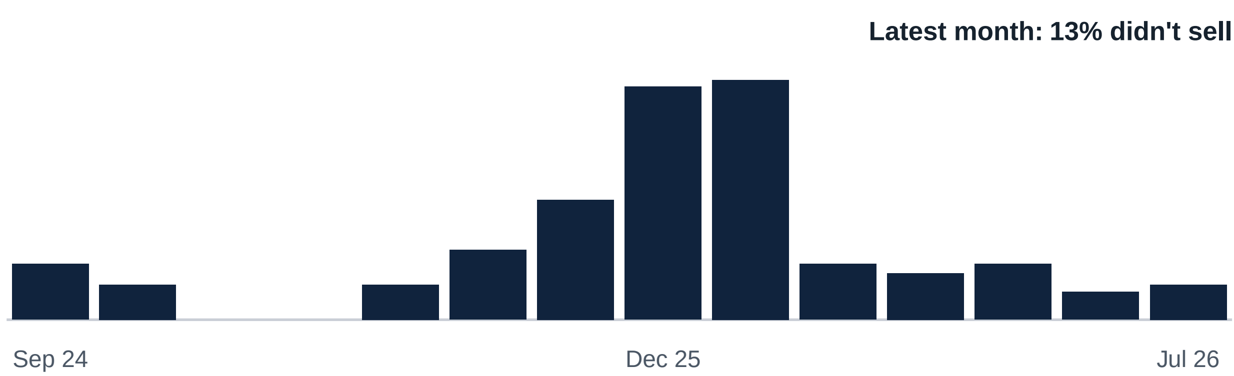
100.0%
sold vs. first ask after a fall-through
vs. 99.4% on the first contract

153
median days to sell after a fall-through
vs. 53 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 59% · cash 7% · VA 32% · FHA 2% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- 63% of homes sold below their first asking price — the first price is often a starting point.
- Homes that sit usually sit for a reason. Listings that didn't sell stayed on the market a median of 175 days.

Did you know?

- 7% of buyers paid cash, and 32% used VA loans.
- A year earlier, 14% of listings didn't sell; now it's 38%.
- When a contract fell apart, 25% of those homes never sold at all.

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.