MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27281 · Jackson Springs

In Jackson Springs, 1 in 3 Listings Didn't Sell

Over the last 12 months in ZIP 27281, 67 homes finished up and 44 of them sold. The other 23, or 34%, didn't sell, up from 18% the year before. Homes priced right from the start sold in 13 days, while ones that needed price cuts sat 58 days and still sold for 93.6% of asking.

13 sold
out of every 20 listed

7 didn't
expired, withdrawn or canceled

67
homes finished on the market

31
median days to sell
from the first day listed

44
sold

97.7%
sold vs. first asking price

23 (34%)
didn't sell

$475,000
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 Outlined houses expired, were withdrawn or were canceled.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 $475,000 home, per month	
Mortgage (principal + interest)	$2,536
Property taxes	$117
Homeowners insurance	$250
Upkeep	$396
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 120 days — roughly $14,000 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
25 homes that sold at 97%+ of first asking

58
median days when price cuts were needed
19 homes · sold for 93.6% of first asking

What this means if you're selling

- Pricing right from day one matters: those homes sold in 13 days versus 58 days for homes that needed cuts
- 23 listings didn't sell in the last 12 months, sitting a median of 120 days with a 2.7% price cut before giving up
- Every month a home sits costs about an estimated $3,550 in carrying costs, and homes that lingered unsold carried an estimated $14,000 total
- 8% of contracts fell apart, about 1 in 12 — most often inspection, appraisal or financing issues in general industry experience. Half of those homes later sold, half never did

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	12	8	**33%**	16	97.7%
$400–500K	20	14	**30%**	36	100.0%
$500–750K	26	15	**42%**	46	94.5%

When contracts fall apart

8%
of contracts fell apart before closing
4 of about 48

50%
of those homes later sold

50%
never sold

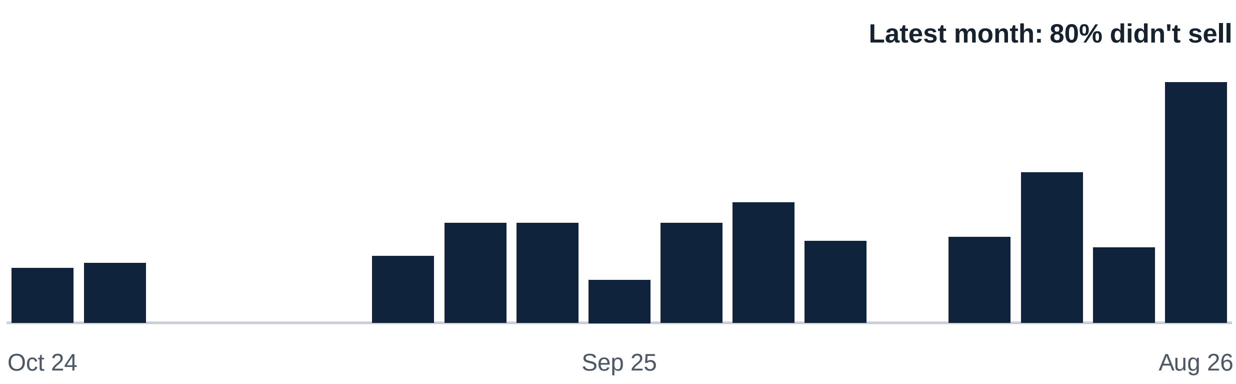
100.1%
sold vs. first ask after a fall-through
vs. 97.4% on the first contract

88
median days to sell after a fall-through
vs. 31 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 32% · cash 32% · VA 27% · FHA 7% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sold for 97.7% of first asking price, and 71% of homes sold below that first ask, so there's room to negotiate
- Homes that didn't sell sat a median of 120 days, so a home lingering on the market may be open to a lower offer
- Buyers paid in a mix of ways: 32% cash, 32% conventional loans, 27% VA, and 7% FHA

Did you know?

- Median sold price in Jackson Springs (ZIP 27281) over the last 12 months was $475,000
- Typical time to sell was 31 days
- At a 7.03% mortgage rate, a $475,000 home runs about an estimated $3,550 a month in carrying costs

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.