



MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27807 · Bailey

Bailey (27807): 1 in 4 Listings Didn't Sell Last Year

In ZIP 27807, 152 homes wrapped up in the last 12 months, and 111 sold while 41 didn't sell. Typical days to sell was 67 days, and homes that were priced right sold in 33 days flat while homes needing cuts sat 102 days first.



15 sold

out of every 20 listed



5 didn't

expired, withdrawn or canceled

152

homes finished on the market

111

sold

41 (27%)

didn't sell

67

median days to sell from the first day listed

98.7%

sold vs. first asking price

\$328,490

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 Outlined houses expired, were withdrawn or were canceled.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 \$328,490 home, per month

Mortgage (principal + interest)	\$1,754
Property taxes	\$172
Homeowners insurance	\$250
Upkeep	\$274
Utilities	\$250
Total	\$2,700

About \$2,700 every month the home sits.

Listings that didn't sell stayed on the market a median of 138 days — roughly \$12,300 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); Nash County rate 0.63 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

33

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

102

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



What this means if you're selling

- Homes priced right from day one sold in 33 days at a strong 93.6% or better outcome. Waiting to cut the price cost time: listings that needed a cut sat 102 days before that happened.
- 27% of listings didn't sell this year, versus 12% the year before. That's 1 in 4.
- 15% of contracts fell apart before closing, about 1 in 7. Most often that's inspection, appraisal or financing issues.
- Listings that never sold sat a median of 138 days and still saw a 1.7% price cut along the way.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under \$300K	44	31	30%	30	97.5%
\$300–400K	88	66	25%	82	99.0%
\$400–500K	15	12	20%	115	98.5%

When contracts fall apart

15%

of contracts fell apart before closing
20 of about 132

80%

of those homes later sold

20%

never sold

97.0%

sold vs. first ask after a fall-through
vs. 99.2% on the first contract

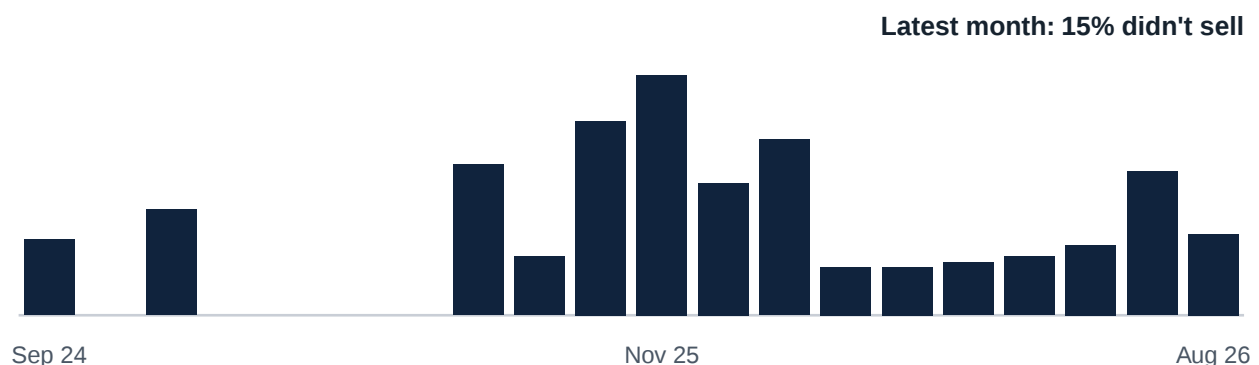
68

median days to sell after a fall-through
vs. 68 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 38% · cash 9% · VA 13% · FHA 37% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- 58% of homes sold below the first asking price, and typical sale price ran 98.7% of that first ask. There's room to negotiate.
- If a contract falls apart, most of those homes (80%) go on to sell later, often at a slightly lower 97.0% of ask versus 99.2% on a first contract.
- Financing mix: 38% conventional, 37% FHA, 13% VA, and 9% paid cash.



Did you know?

- Median sold price in 27807 over the last 12 months was \$328,490.
- At a 7.03% mortgage rate, carrying a \$328,490 home runs about an estimated \$2,700 a month.
- A home that sits unsold for the median 138 days could rack up about an estimated \$12,300 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.