Buddy Blake Team
Coldwell Banker Sea Coast Advantage

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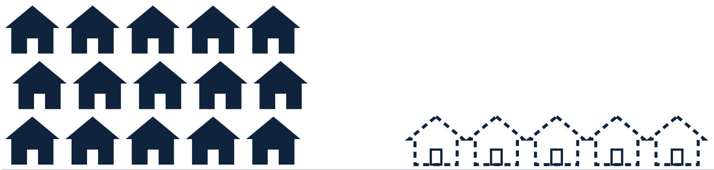
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27817 · Chocowinity

Chocowinity: 1 in 4 listings didn't sell last year

In ZIP 27817, homes that were priced right sold in 13 days. Ones that needed a price cut sat for 50 days and still closed around 93.4% of asking. Median sold price over the last 12 months was $418,000.



15 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

106
homes finished on the market

32
median days to sell
from the first day listed

77
sold

95.5%
sold vs. first asking price

29 (27%)
didn't sell

$418,000
median sold price

What waiting costs

A typical $418,000 home, per month	
Mortgage (principal + interest)	$2,232
Property taxes	$155
Homeowners insurance	$250
Upkeep	$348
Utilities	$250
Total	**$3,230**

About $3,230 every month the home sits.

Listings that didn't sell stayed on the market a median of 179 days — roughly $19,000 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); Beaufort County rate 0.445 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
29 homes that sold at 97%+ of first asking

50
median days when price cuts were needed
48 homes · sold for 93.4% of first asking

What this means if you're selling

- Price it right from day one - the 13 day group sold much faster than the 50 day group
- 27% of listings didn't sell at all, so pricing matters more than it looks
- Contracts fall apart 1 in 4 times, most often inspection, appraisal or financing issues - be ready for that
- If a contract does fall through, homes that later sold took 132 more days and closed a bit lower at 92.4% of asking

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	38	28	**26%**	25	94.0%
$400–500K	12	9	**25%**	53	94.1%
$500–750K	36	26	**28%**	31	96.6%

When contracts fall apart

23%
of contracts fell apart before closing
23 of about 101

70%
of those homes later sold

30%
never sold

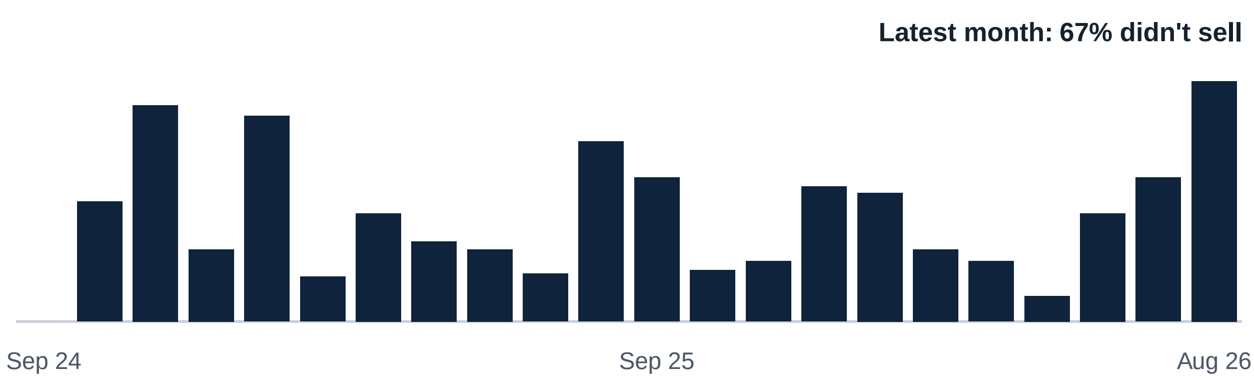
92.4%
sold vs. first ask after a fall-through
vs. 95.8% on the first contract

132
median days to sell after a fall-through
vs. 29 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 36% · cash 41% · VA 5% · FHA 15% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sold at 95.5% of first asking price, so there is some room to negotiate
- Homes that sat needed a 1.4% median price cut and still took 179 days if they never sold at all
- 41% of buyers paid cash, 36% used conventional loans, and FHA and VA together made up the rest

Did you know?

- Median days to sell in Chocowinity was 32 days over the last 12 months
- Owning a typical $418,000 home here runs about $3,230 a month at a 7.03% rate, by estimate
- Sitting unsold for the median 179 days can cost an estimated $19,000 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.