Buddy Blake Team
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MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27828 · Farmville

In Farmville’s 27828, 1 in 3 listings didn’t sell

Over the last 12 months, 127 homes finished in ZIP 27828, and 84 sold while 43 didn’t. Homes priced right from the start sold in 30 days, but ones that needed price cuts sat 99 days and still closed at 88.9% of asking. Typical sale price came in at $288,500, with the typical home taking 67 days to sell.

13 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

127
homes finished on the market

67
median days to sell
from the first day listed

84
sold

96.8%
sold vs. first asking price

43 (34%)
didn't sell

$288,500
median sold price

What waiting costs

A typical $288,500 home, per month	
Mortgage (principal + interest)	$1,540
Property taxes	$136
Homeowners insurance	$250
Upkeep	$240
Utilities	$250
Total	**$2,420**

About $2,420 every month the home sits.

Listings that didn't sell stayed on the market a median of 114 days — roughly $9,100 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); Pitt County rate 0.5663 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

30
median days to sell when priced right
42 homes that sold at 97%+ of first asking

99
median days when price cuts were needed
42 homes · sold for 88.9% of first asking

What this means if you're selling

- Price it right from day one: right-priced homes sold in 30 days, cut homes took 99 days.
- Homes under $300K struggled most, with a 35% did-not-sell rate.
- Waiting has a cost: estimated carrying costs while unsold run about $9,100.
- 1 in 4 contracts fell apart, most often inspection, appraisal or financing issues; re-listed homes then took 111 days and sold at 95.8% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	65	42	**35%**	52	92.3%
$300–400K	46	33	**28%**	127	98.7%
$400–500K	12	8	**33%**	49	98.8%

When contracts fall apart

25%
of contracts fell apart before closing
29 of about 114

59%
of those homes later sold

38%
never sold

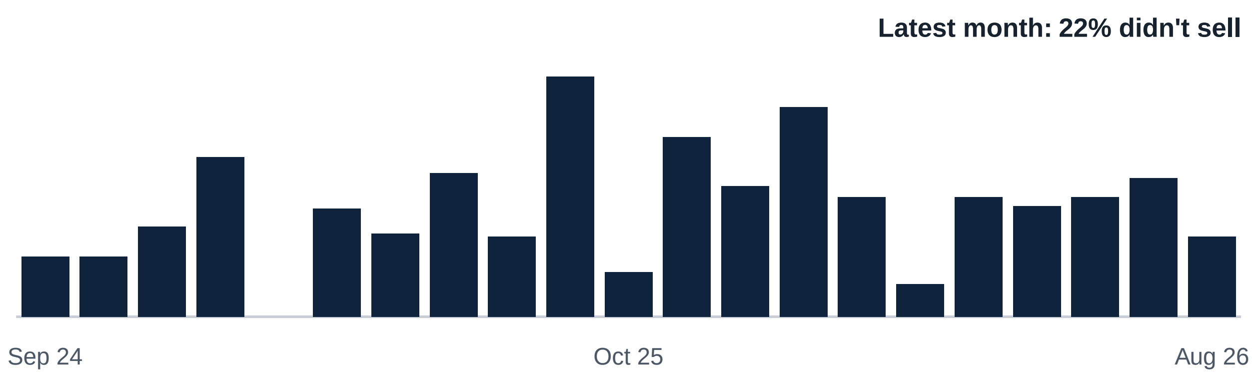
95.8%
sold vs. first ask after a fall-through
vs. 98.0% on the first contract

111
median days to sell after a fall-through
vs. 49 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 41% · cash 18% · VA 13% · FHA 24% · other 5%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sold at 96.8% of first asking price, and 69% sold below that first price, so there's room to negotiate.
- Homes that don't sell fast can sit a long time — 114 days typical for listings that never sold.
- Financing mix: 41% conventional, 24% FHA, 18% cash, 13% VA.

Did you know?

- Did-not-sell rate rose from 26% a year earlier to 34% this year.
- The $300–400K range did best, with only a 28% did-not-sell rate.
- At today's 7.03% rate, the estimated monthly carrying cost on a $288,500 home is about $2,420.

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.