MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27830 · Fremont

27830: 40% of Listings Didn't Sell This Year

In the Fremont area, ZIP 27830 saw 118 listings end in the last 12 months, and 47 of those, or 40%, didn't sell. That's about 1 in 3 homes, up from 18% the year before. Homes that did sell took a typical 104 days and fetched 98.8% of first asking price.

12 sold
out of every 20 listed

8 didn't
expired, withdrawn or canceled

118
homes finished on the market

104
median days to sell
from the first day listed

71
sold

98.8%
sold vs. first asking price

47 (40%)
didn't sell

$259,997
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 Outlined houses expired, were withdrawn or were canceled.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 $259,997 home, per month	
Mortgage (principal + interest)	$1,388
Property taxes	$136
Homeowners insurance	$250
Upkeep	$217
Utilities	$250
Total	**$2,240**

About $2,240 every month the home sits.

Listings that didn't sell stayed on the market a median of 200 days — roughly $14,700 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); Wayne County rate 0.6259 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

83
median days to sell when priced right
51 homes that sold at 97%+ of first asking

141
median days when price cuts were needed
20 homes · sold for 94.1% of first asking

What this means if you're selling

- Homes priced right from day one sold in a typical 83 days. Listings that needed price cuts took 141 days and still only brought 94.1% of ask.
- The $300–400K range struggled most, with 67% not selling. Homes under $300K did best, with only 25% not selling.
- Sitting on the market has a cost. Listings that never sold typically sat 200 days before the seller pulled them.
- 17% of contracts fell apart, about 1 in 6. Most often that comes down to inspection, appraisal or financing issues. Homes that had a contract fall apart and later sold took a typical 125 days and sold at 96.5% of ask.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	77	58	**25%**	102	99.3%
$300–400K	30	10	**67%**	139	94.1%

When contracts fall apart

17%
of contracts fell apart before closing
15 of about 86

67%
of those homes later sold

33%
never sold

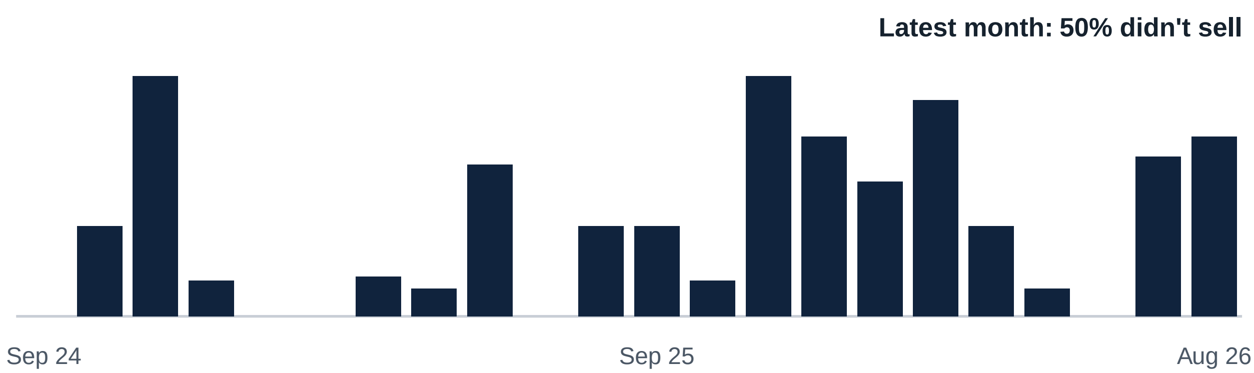
96.5%
sold vs. first ask after a fall-through
vs. 99.3% on the first contract

125
median days to sell after a fall-through
vs. 100 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 28% · cash 6% · VA 25% · FHA 34% · other 7%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes are typically selling at 98.8% of first asking price, and 62% of sales closed below that first ask. There's real room to negotiate.
- If a home has sat close to 200 days, it's likely one that needed price cuts to move. That can be a sign of more flexibility.
- Financing varies here: 34% of buyers used FHA, 28% conventional, 25% VA, and 6% paid cash.

Did you know?

- After a contract fell apart, 67% of those homes later sold anyway, typically at 96.5% of asking price.
- At the median sold price of $259,997 and a 7.03% mortgage rate, the estimated monthly carrying cost for a typical home here is about $2,240.
- A home that sits unsold for the median 104 days carries an estimated $14,700 in carrying costs before it even closes.

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.