Buddy Blake Team
Coldwell Banker Sea Coast Advantage

(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27837 · Grimesland

Grimesland: 1 in 8 Listings Didn't Sell This Year

In ZIP 27837, homes typically took 64 days to sell over the last 12 months, and typical sale price landed at $389,975. About 1 in 8 listings didn't sell at all, and homes priced right from day one sold much faster than those that needed price cuts later.

18 sold
out of every 20 listed

2 didn't
expired, withdrawn or canceled

173
homes finished on the market

64
median days to sell
from the first day listed

152
sold

98.9%
sold vs. first asking price

21 (12%)
didn't sell

$389,975
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 Outlined houses expired, were withdrawn or were canceled.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 $389,975 home, per month	
Mortgage (principal + interest)	$2,082
Property taxes	$184
Homeowners insurance	$250
Upkeep	$325
Utilities	$250
Total	**$3,090**

About $3,090 every month the home sits.

Listings that didn't sell stayed on the market a median of 135 days — roughly $13,700 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); 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

45
median days to sell when priced right
96 homes that sold at 97%+ of first asking

87
median days when price cuts were needed
56 homes · sold for 92.2% of first asking

What this means if you're selling

- Homes priced right from day one took a median of 45 days to sell. Ones needing a price cut took 87 days and sold at 92.2% of asking.
- The $500-750K range struggled most, with a 14% rate of not selling. The $400-500K range did best, at just 6%.
- Listings that never sold sat a median of 135 days before the seller gave up.
- 1 in 7 contracts fell apart before closing, most often inspection, appraisal or financing issues. Homes that went back on the market and sold again took a median of 125 days and closed at 93.6% of asking, versus 99.7% for homes whose first contract held.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	41	36	**12%**	13	98.0%
$300–400K	43	39	**9%**	168	98.4%
$400–500K	49	46	**6%**	73	99.7%
$500–750K	28	24	**14%**	53	99.7%

When contracts fall apart

14%
of contracts fell apart before closing
24 of about 176

75%
of those homes later sold

21%
never sold

93.6%
sold vs. first ask after a fall-through
vs. 99.7% on the first contract

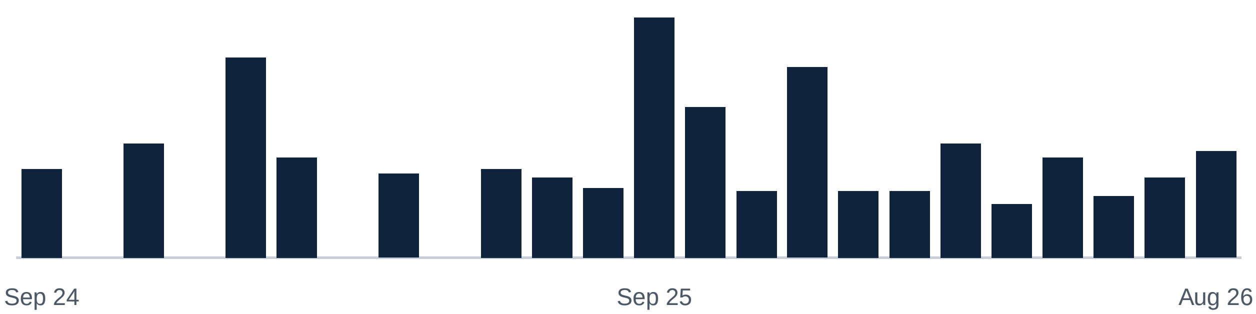
125
median days to sell after a fall-through
vs. 55 on the first contract

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 52% · cash 20% · VA 5% · FHA 22% · other 1%.

Share of listings that didn't sell, by month

Latest month: 13% didn't sell



What this means if you're buying

- 55% of homes in this ZIP sold below the first asking price, and typical sale price ran 98.9% of asking, so there's some room to negotiate.
- Homes that sat unsold for a while cost the seller an estimated $13,700 in carrying costs during that time, at a typical $3,090 monthly cost.
- Buyers here paid with a mix of financing: 52% conventional loans, 22% FHA, 20% cash, and 5% VA.

Did you know?

- The typical home in ZIP 27837 sold for $389,975 over the last 12 months.
- Homes that didn't sell sat a median of 135 days before the listing ended.
- At a 7.03% mortgage rate, the estimated monthly carrying cost on a $389,975 home is about $3,090.

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.